

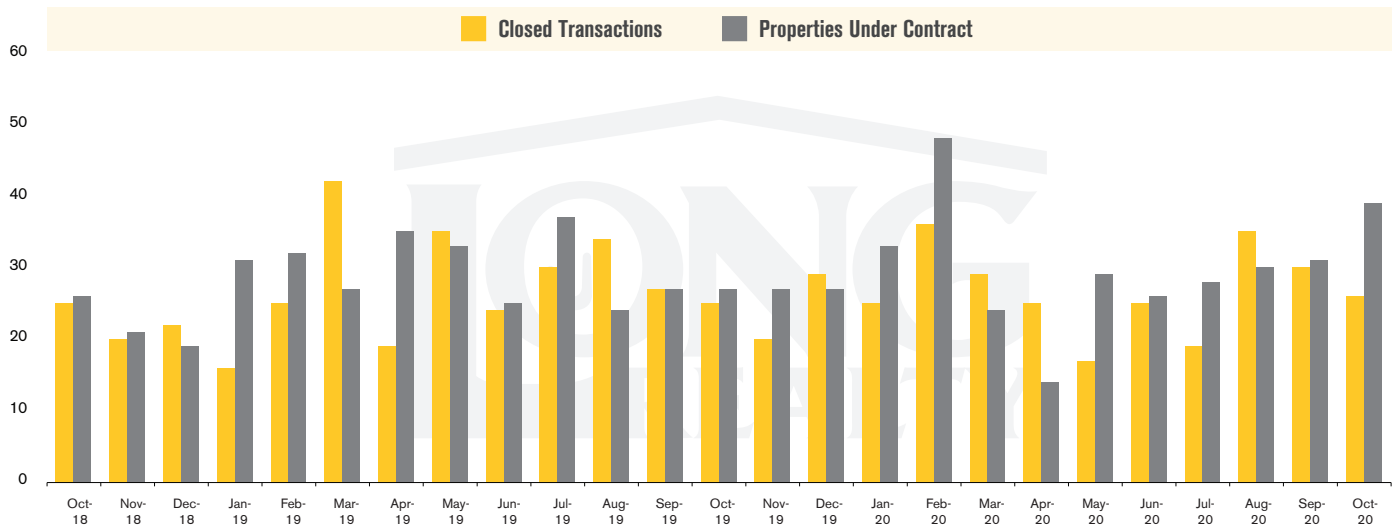
THE HOUSING REPORT

DOVE MOUNTAIN | NOVEMBER 2020

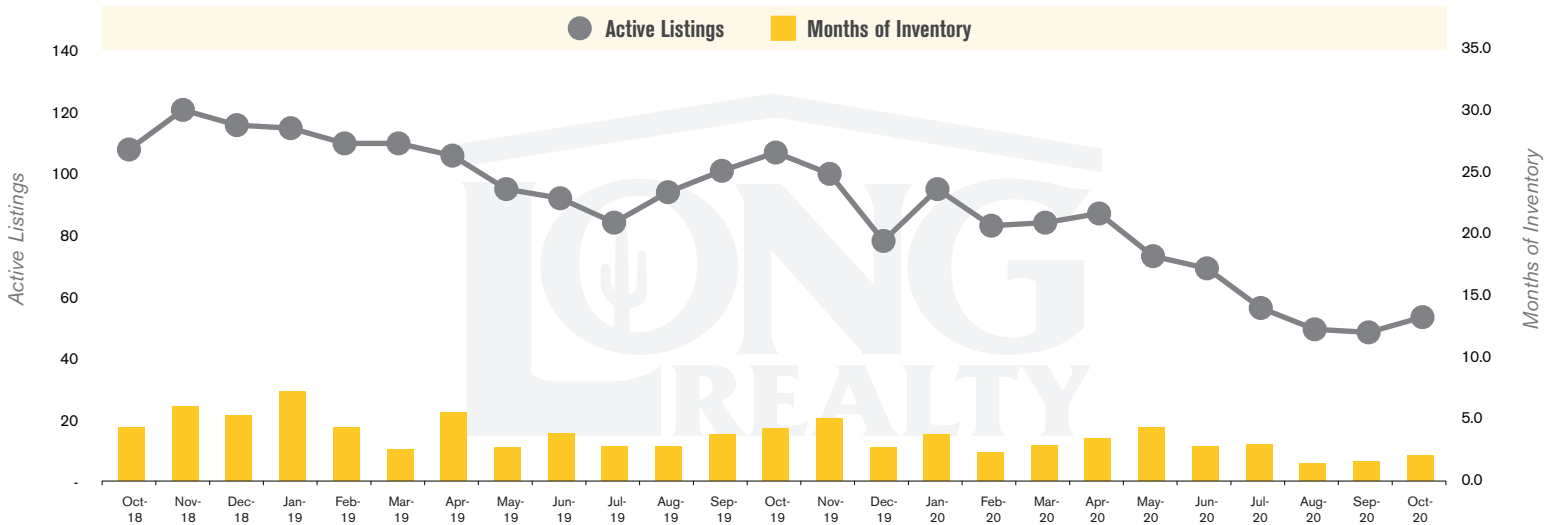


In the Dove Mountain area, October 2020 active inventory was 54, a 50% decrease from October 2019. There were 26 closings in October 2020, a 4% increase from October 2019. Year-to-date 2020 there were 267 closings, a 4% decrease from year-to-date 2019. Months of Inventory was 2.1, down from 4.3 in October 2019. Median price of sold homes was \$415,000 for the month of October 2020, up 28% from October 2019. The Dove Mountain area had 39 new properties under contract in October 2020, up 44% from October 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT DOVE MOUNTAIN



ACTIVE LISTINGS AND MONTHS OF INVENTORY DOVE MOUNTAIN



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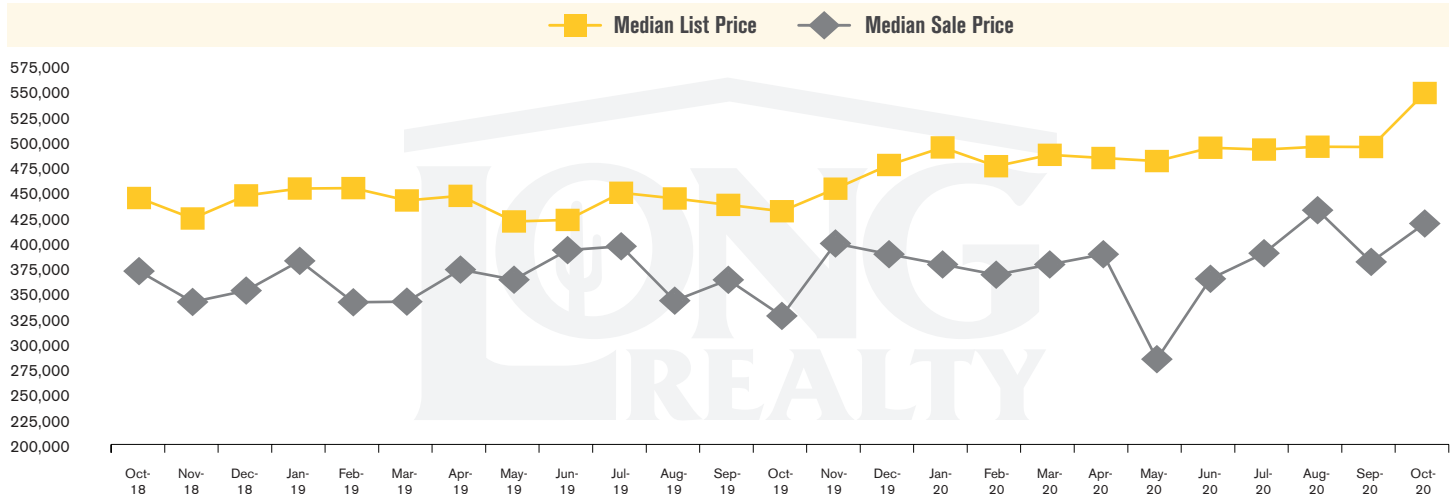
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 11/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE DOVE MOUNTAIN

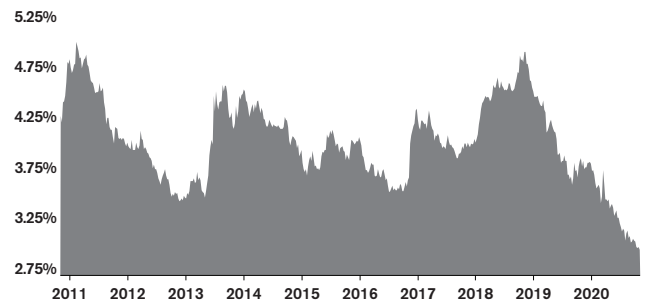


MONTHLY PAYMENT ON A MEDIAN PRICED HOME DOVE MOUNTAIN

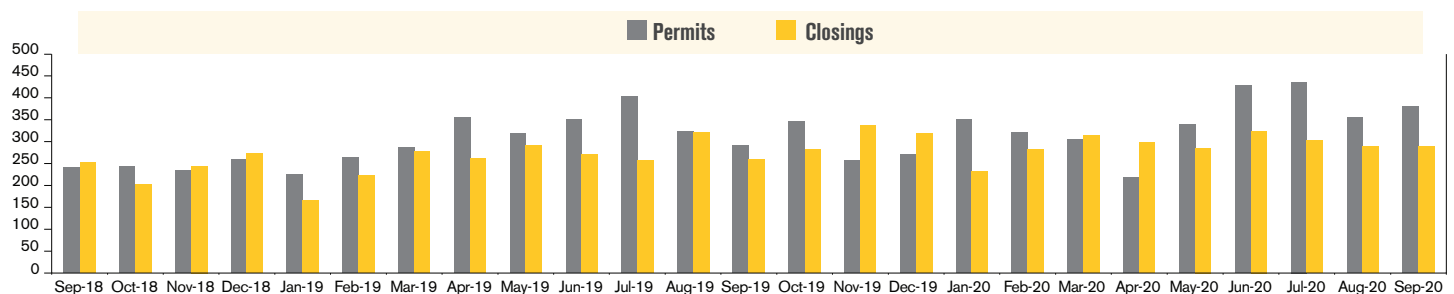
Year	Median Price	Int. Rate	MO. Payment
2006	\$249,591	6.140%	\$1,443.01
2019	\$324,750	3.690%	\$1,418.29
2020	\$415,000	2.830%	\$1,626.25

Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For September 2020, new home permits were **up 30%** and new home closings were **up 12%** from September 2019.

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MARKET CONDITIONS BY PRICE BAND DOVE MOUNTAIN

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	0	1	1	1	2	1	0	n/a	0.0	Seller
\$250,000 - 274,999	2	3	2	1	4	2	3	0.7	0.2	Seller
\$275,000 - 299,999	2	5	2	1	2	0	1	2.0	2.0	Seller
\$300,000 - 349,999	2	3	5	2	4	7	1	2.0	0.8	Seller
\$350,000 - 399,999	6	2	7	6	3	7	5	1.2	1.6	Seller
\$400,000 - 499,999	11	0	7	2	7	5	10	1.1	1.6	Seller
\$500,000 - 599,999	8	0	0	3	4	3	1	8.0	2.3	Seller
\$600,000 - 699,999	3	0	0	2	1	1	1	3.0	3.0	Seller
\$700,000 - 799,999	4	1	1	0	5	0	0	n/a	1.2	Seller
\$800,000 - 899,999	2	0	0	0	1	0	1	2.0	3.5	Seller
\$900,000 - 999,999	1	0	0	0	0	1	0	n/a	4.0	Seller
\$1,000,000 - and over	13	1	0	1	2	3	3	4.3	4.0	Seller
TOTAL	54	17	25	19	35	30	26	2.1	1.7	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 11/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2020-10/31/2020. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE DOVE MOUNTAIN

Long Realty leads the market in successful real estate sales.

Data Obtained 11/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 11/01/2019 – 10/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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38.7%

Tierra Antigua Realty

9.4%

Pcd Realty LLC

7.8%

Coldwell Banker Residential Brokerage

7.7%

Dove Mountain Realty, LLC

5.3%

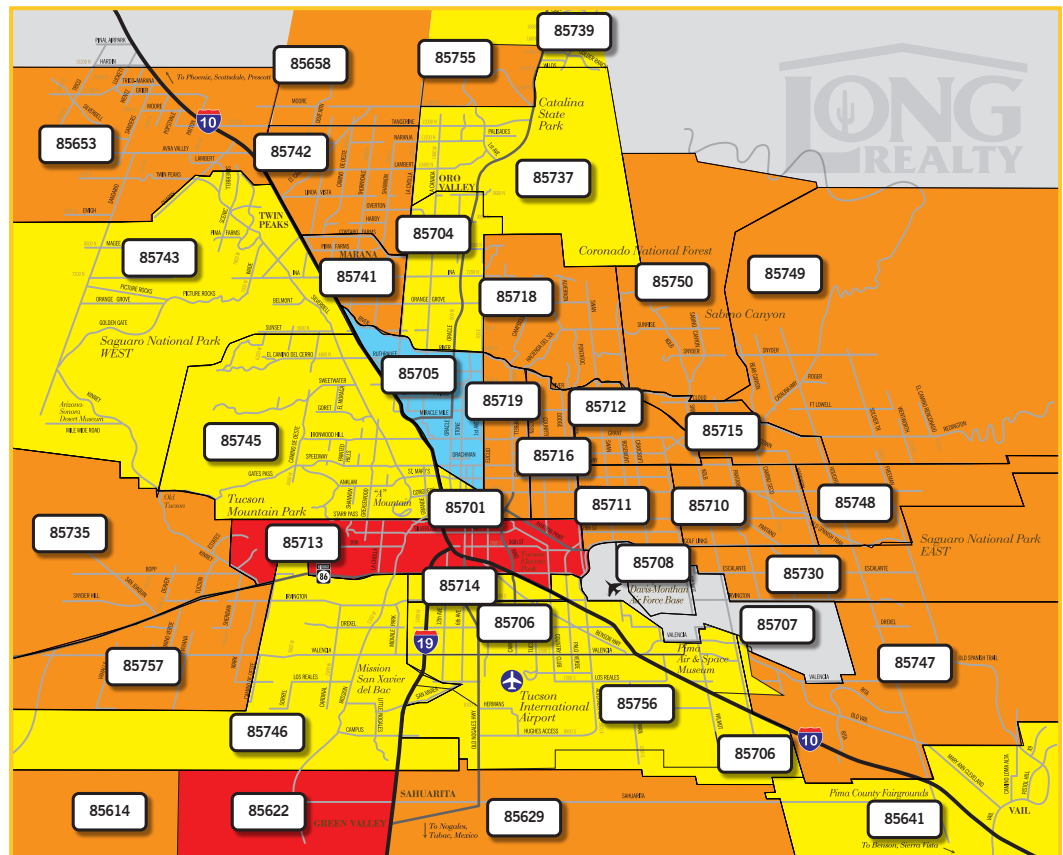
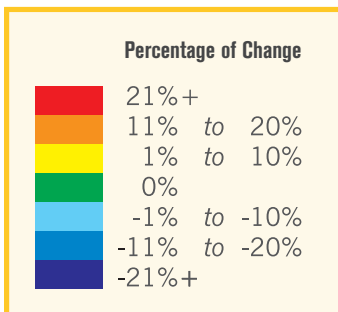
Keller Williams Southern Arizona

3.7%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2019-OCT 2019 TO
AUG 2020-OCT 2020

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.



PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.



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This heat map represents the percentage of change in Tucson metro median sales prices from August 2019-October 2019 to August 2020-October 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 11/06/2020. Information is believed to be reliable, but not guaranteed.