

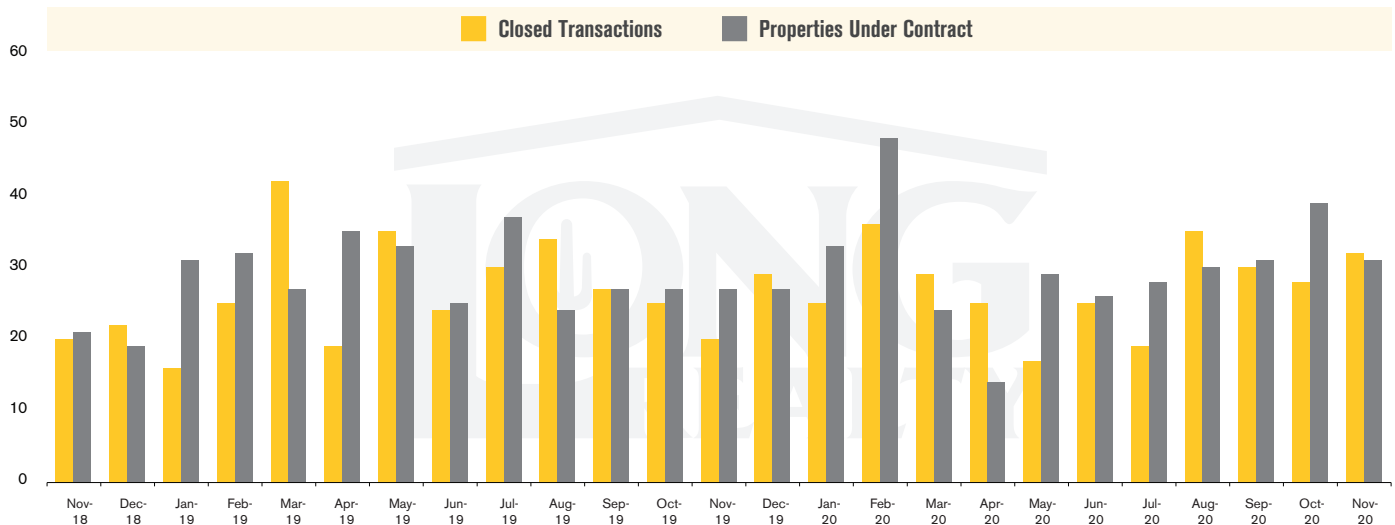
THE HOUSING REPORT

DOVE MOUNTAIN | DECEMBER 2020

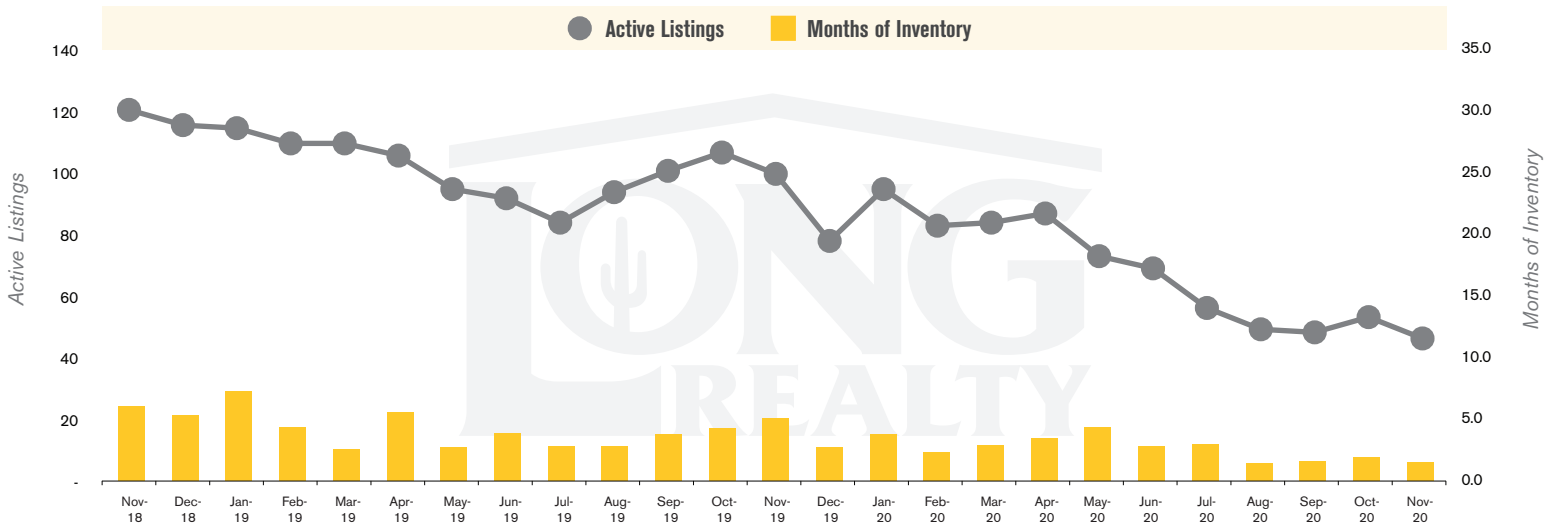


In the Dove Mountain area, November 2020 active inventory was 47, a 53% decrease from November 2019. There were 32 closings in November 2020, a 60% increase from November 2019. Year-to-date 2020 there were 301 closings, a 1% increase from year-to-date 2019. Months of Inventory was 1.5, down from 5.1 in November 2019. Median price of sold homes was \$417,500 for the month of November 2020, up 6% from November 2019. The Dove Mountain area had 31 new properties under contract in November 2020, up 15% from November 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT DOVE MOUNTAIN



ACTIVE LISTINGS AND MONTHS OF INVENTORY DOVE MOUNTAIN



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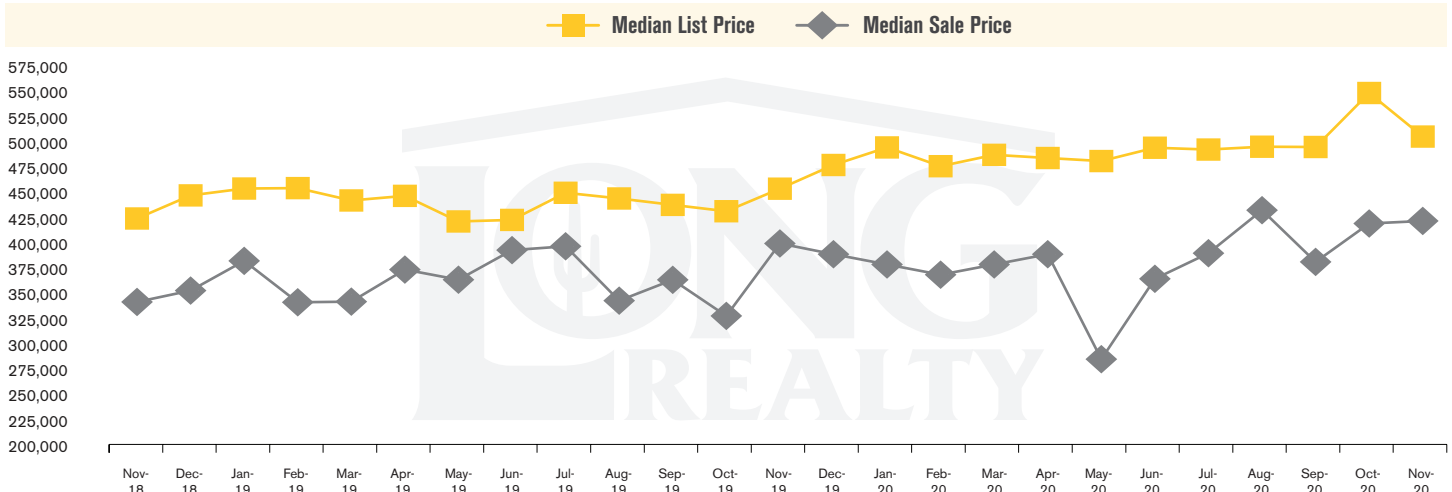
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 12/07/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE DOVE MOUNTAIN

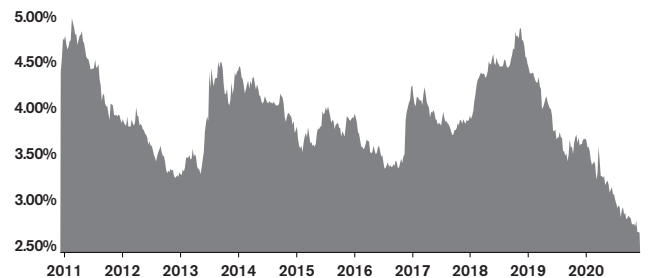


MONTHLY PAYMENT ON A MEDIAN PRICED HOME DOVE MOUNTAIN

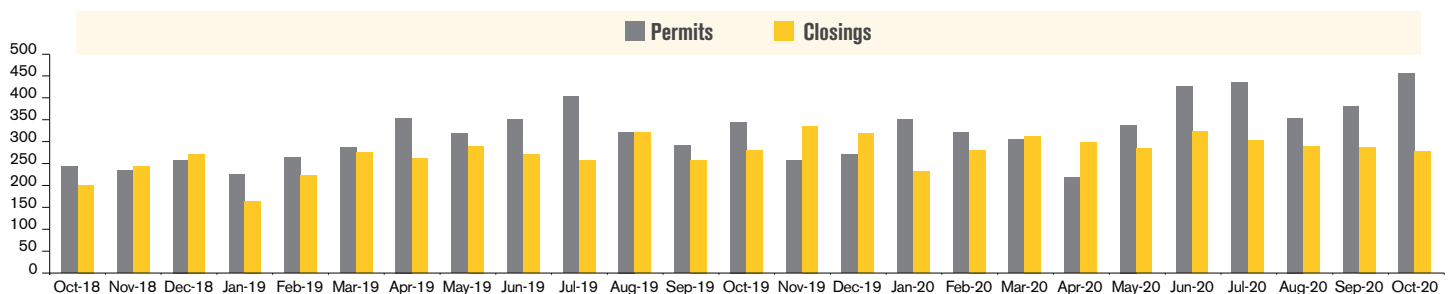
Year	Median Price	Int. Rate	MO. Payment
2006	\$249,591	6.140%	\$1,443.01
2019	\$395,500	3.700%	\$1,729.40
2020	\$417,500	2.770%	\$1,623.39

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 October 2020, new home permits were **up 32%** and new home closings were **down 1%** from October 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
		Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-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	0	0	0	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	0	1	1	2	1	0	0	n/a	0.0	Seller
\$250,000 - 274,999	2	2	1	4	2	3	2	1.0	0.6	Seller
\$275,000 - 299,999	1	2	1	2	0	1	1	1.0	3.0	Seller
\$300,000 - 349,999	2	5	2	4	7	1	3	0.7	0.8	Seller
\$350,000 - 399,999	7	7	6	3	7	6	8	0.9	1.1	Seller
\$400,000 - 499,999	12	7	2	7	5	10	10	1.2	1.3	Seller
\$500,000 - 599,999	5	0	3	4	3	2	3	1.7	2.4	Seller
\$600,000 - 699,999	3	0	2	1	1	1	1	3.0	3.0	Seller
\$700,000 - 799,999	3	1	0	5	0	0	1	3.0	9.0	Buyer
\$800,000 - 899,999	1	0	0	1	0	1	1	1.0	2.5	Seller
\$900,000 - 999,999	1	0	0	0	1	0	0	n/a	3.0	Seller
\$1,000,000 - and over	10	0	1	2	3	3	2	5.0	3.9	Seller
TOTAL	47	25	19	35	30	28	32	1.5	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 12/07/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2020-11/30/2020. 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 12/07/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 12/01/2019 – 11/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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39.1%

Tierra Antigua Realty 8.9%

Coldwell Banker Residential Brokerage 8.6%

Pcd Realty LLC 7.8%

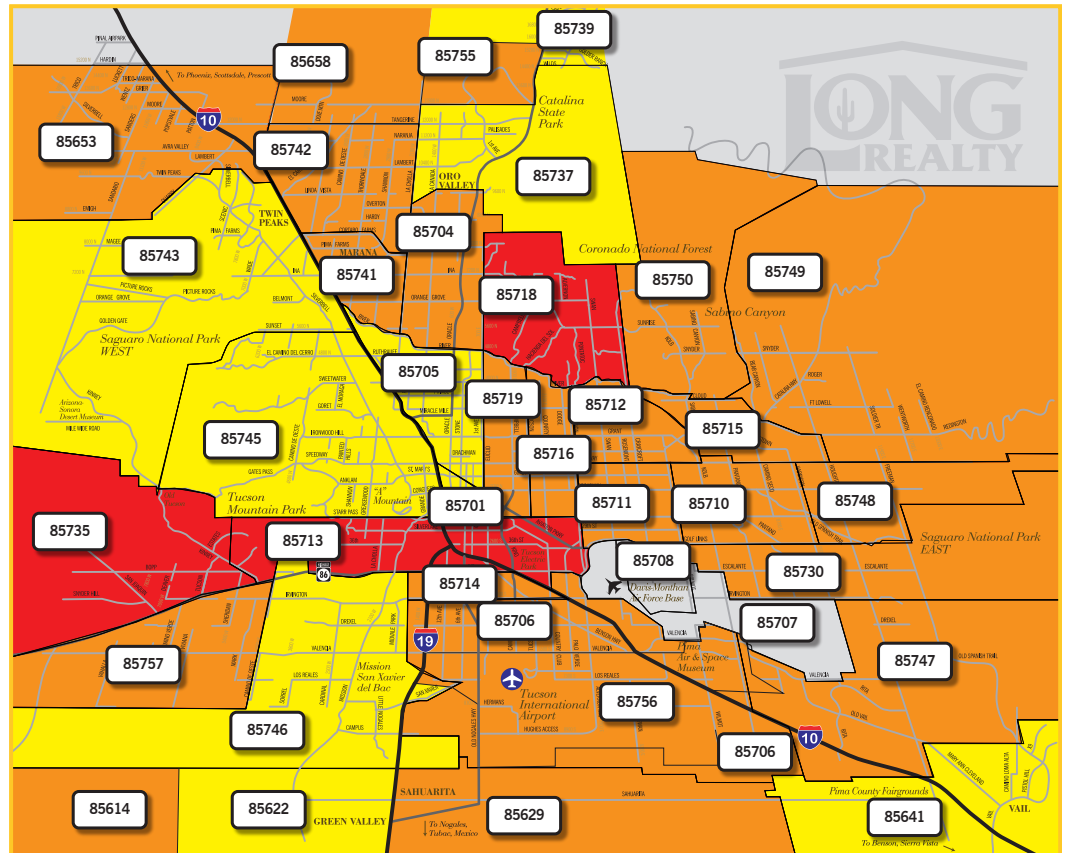
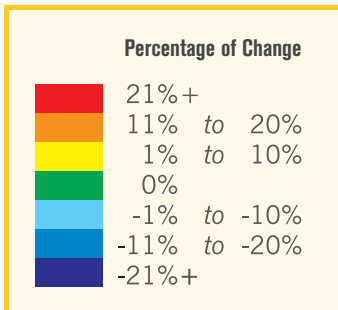
Dove Mountain Realty, LLC 5.1%

Realty Executives Arizona Territory 4.2%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2019-NOV 2019 TO
SEP 2020-NOV 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 September 2019-November 2019 to September 2020-November 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/07/2020. Information is believed to be reliable, but not guaranteed.