

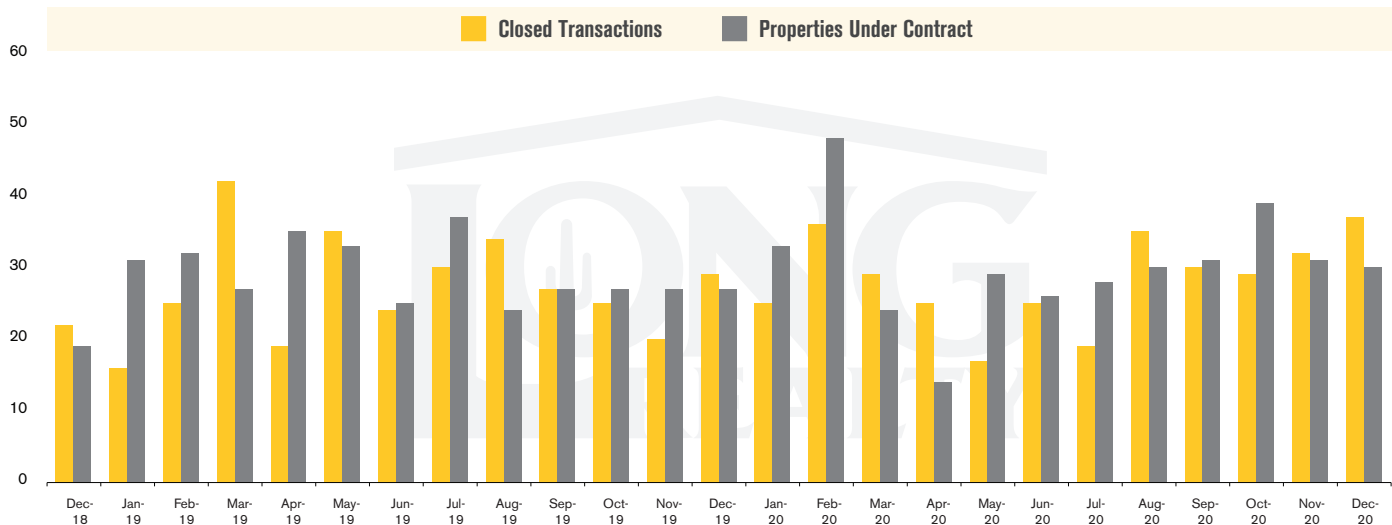
THE HOUSING REPORT

DOVE MOUNTAIN | JANUARY 2021

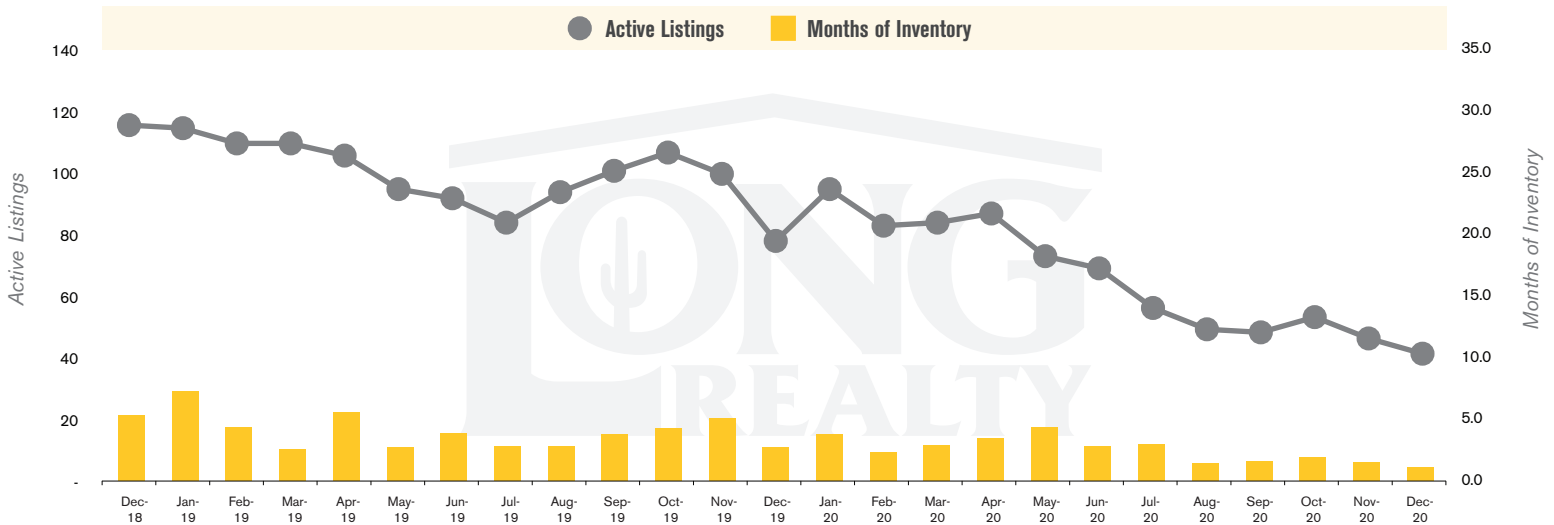


In the Dove Mountain area, December 2020 active inventory was 42, a 47% decrease from December 2019. There were 37 closings in December 2020, a 28% increase from December 2019. Year-to-date 2020 there were 339 closings, a 4% increase from year-to-date 2019. Months of Inventory was 1.1, down from 2.7 in December 2019. Median price of sold homes was \$402,000 for the month of December 2020, up 4% from December 2019. The Dove Mountain area had 30 new properties under contract in December 2020, up 11% from December 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT DOVE MOUNTAIN



ACTIVE LISTINGS AND MONTHS OF INVENTORY DOVE MOUNTAIN



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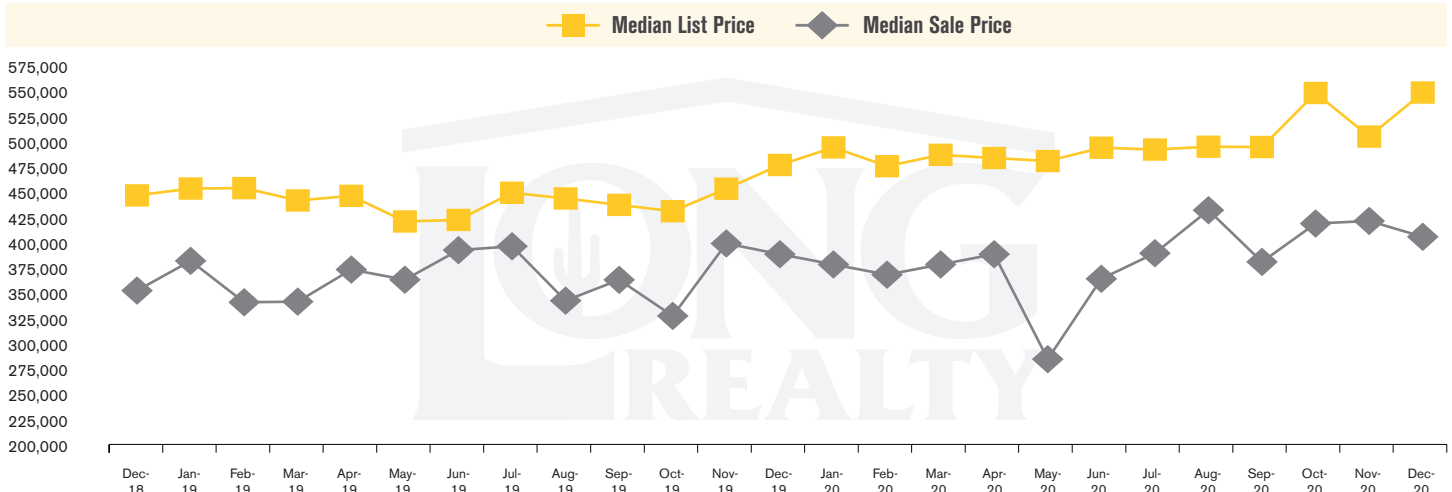
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

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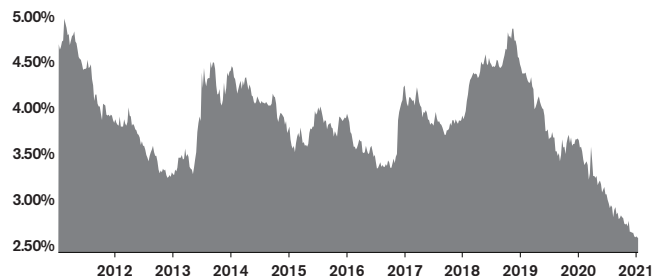
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE DOVE MOUNTAIN



MONTHLY PAYMENT ON A MEDIAN PRICED HOME DOVE MOUNTAIN

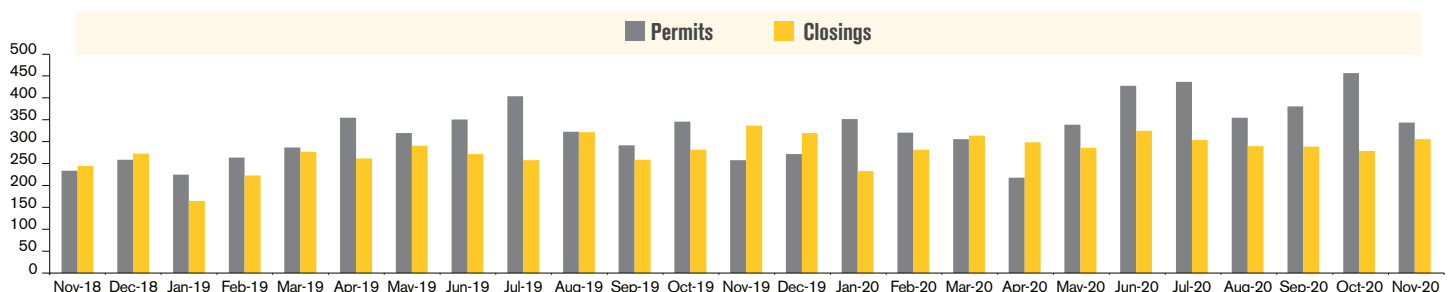
Year	Median Price	Int. Rate	MO. Payment
2006	\$249,591	6.140%	\$1,443.01
2019	\$385,000	3.720%	\$1,687.63
2020	\$402,000	2.680%	\$1,544.95

30 YEAR FIXED MORTGAGE RATE



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

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For November 2020, new home permits were **up 33%** and new home closings were **down 9%** from November 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
		Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-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	1	0.0	0.0	Seller
\$200,000 - 224,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	0	1	2	1	0	0	1	0.0	0.0	Seller
\$250,000 - 274,999	1	1	4	2	3	2	2	0.5	0.7	Seller
\$275,000 - 299,999	1	1	2	0	1	1	3	0.3	0.8	Seller
\$300,000 - 349,999	3	2	4	7	1	3	6	0.5	0.7	Seller
\$350,000 - 399,999	6	6	3	7	6	8	5	1.2	1.0	Seller
\$400,000 - 499,999	6	2	7	5	10	10	8	0.8	1.0	Seller
\$500,000 - 599,999	7	3	4	3	3	3	4	1.8	2.0	Seller
\$600,000 - 699,999	3	2	1	1	1	1	1	3.0	3.0	Seller
\$700,000 - 799,999	3	0	5	0	0	1	0	n/a	10.0	Buyer
\$800,000 - 899,999	1	0	1	0	1	1	1	1.0	1.3	Seller
\$900,000 - 999,999	1	0	0	1	0	0	1	1.0	3.0	Seller
\$1,000,000 - and over	10	1	2	3	3	2	4	2.5	3.7	Seller
TOTAL	42	19	35	30	29	32	37	1.1	1.5	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 01/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2020-12/31/2020. 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 01/08/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2020 – 12/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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38.6%

Tierra Antigua Realty 9.3%

Coldwell Banker Residential Brokerage 8.0%

Pcd Realty LLC 6.5%

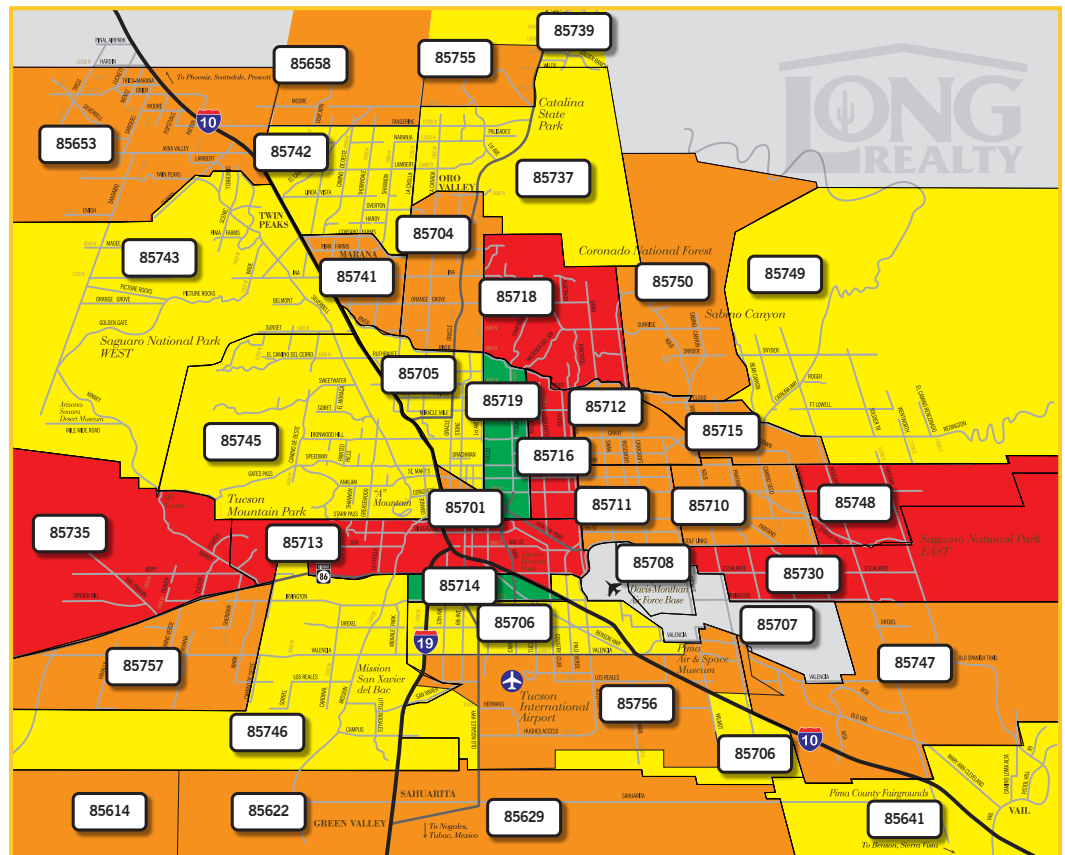
Dove Mountain Realty, LLC 5.3%

Realty Executives Arizona Territory 5.1%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2019-DEC 2019 TO
OCT 2020-DEC 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 October 2019-December 2019 to October 2020-December 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/08/2021. Information is believed to be reliable, but not guaranteed.