

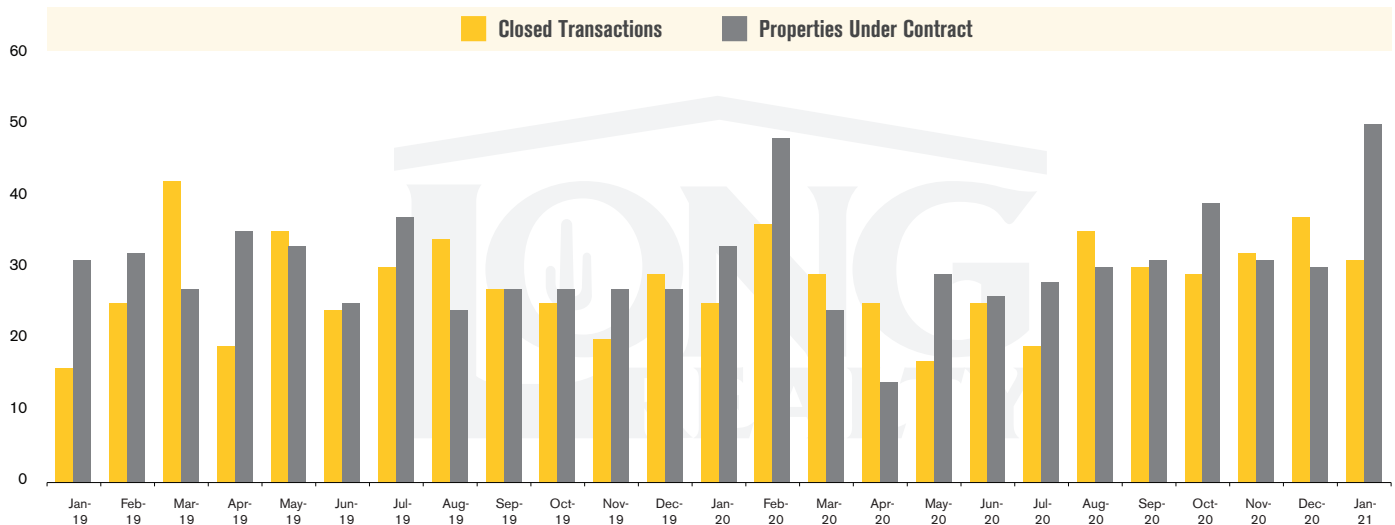
THE HOUSING REPORT

DOVE MOUNTAIN | FEBRUARY 2021

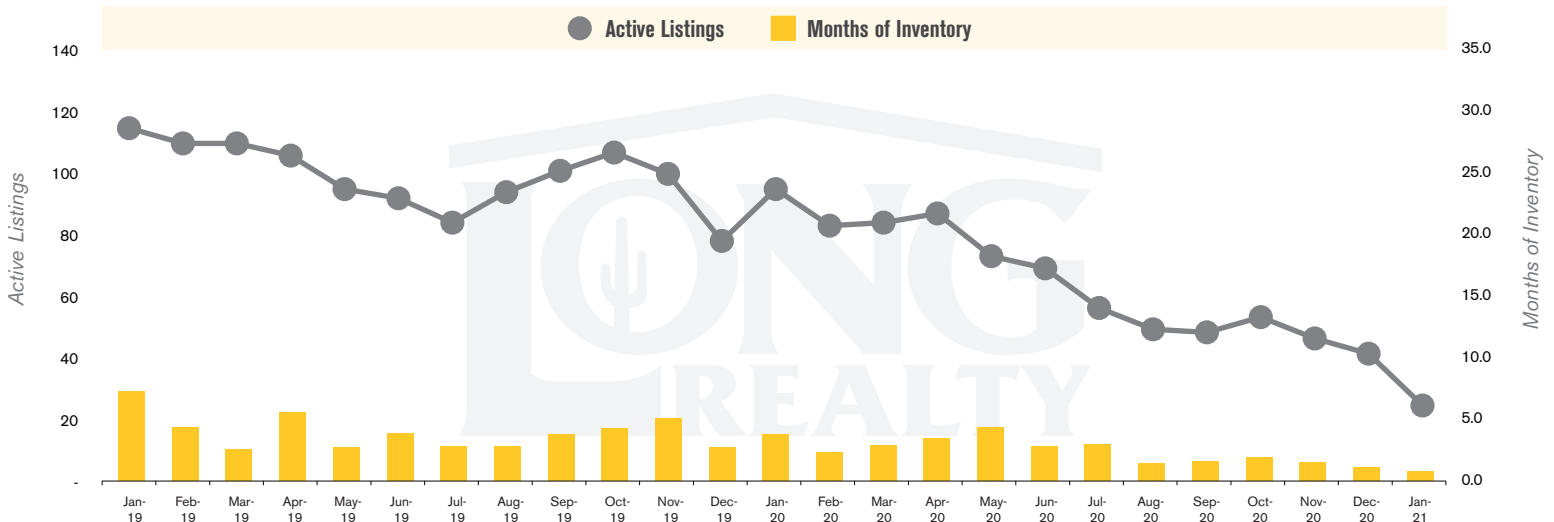


In the Dove Mountain area, January 2021 active inventory was 25, a 74% decrease from January 2020. There were 31 closings in January 2021, a 24% increase from January 2020. Months of Inventory was 0.8, down from 3.8 in January 2020. Median price of sold homes was \$406,000 for the month of January 2021, up 8% from January 2020. The Dove Mountain area had 50 new properties under contract in January 2021, up 52% from January 2020.

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 02/05/2021 is believed to be reliable, but not guaranteed.

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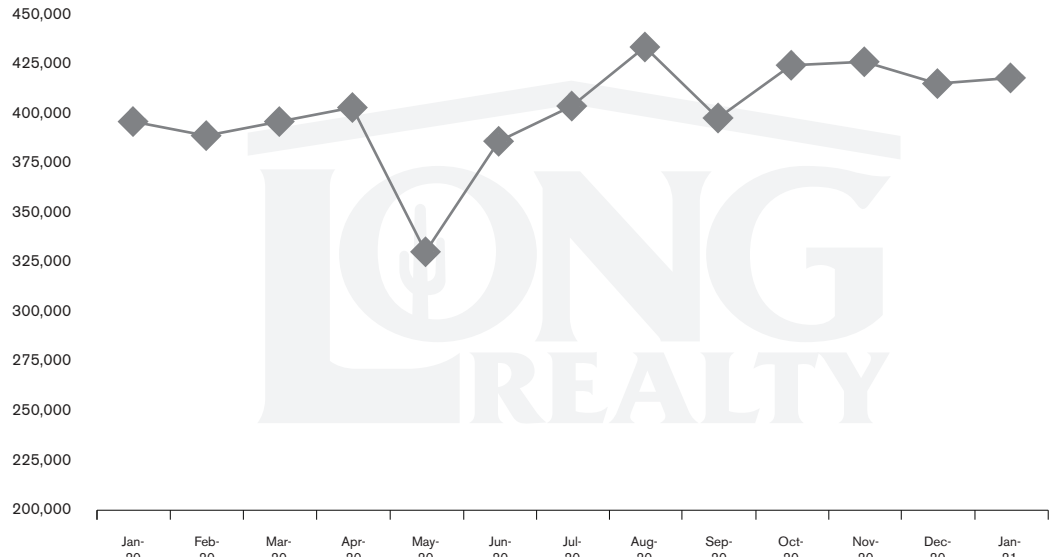
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MEDIAN SOLD PRICE DOVE MOUNTAIN

On average, homes sold this % of original list price.

Jan 2020	Jan 2021
95.2%	97.1%

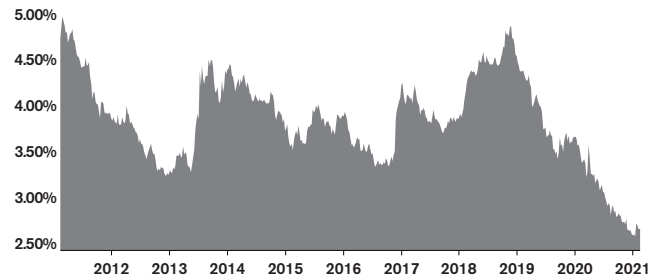


MONTHLY PAYMENT ON A MEDIAN PRICED HOME DOVE MOUNTAIN

Year	Median Price	Int. Rate	MO. Payment
2006	\$249,591	6.140%	\$1,443.01
2020	\$375,000	3.620%	\$1,623.68
2021	\$406,000	2.740%	\$1,572.54

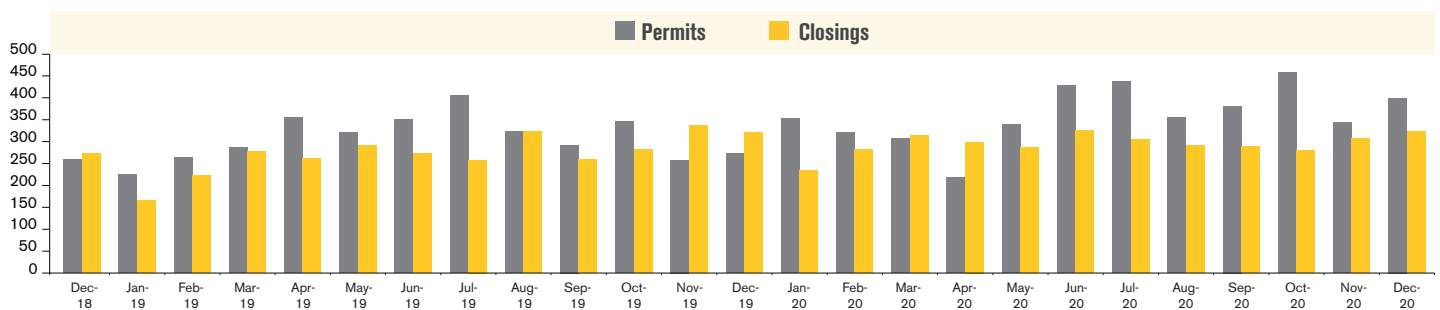
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For December 2020, new home permits were **up 47%** and new home closings were **up 1%** from December 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
		Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21			
\$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	1	0	n/a	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	2	1	0	0	1	0	n/a	0.0	Seller
\$250,000 - 274,999	0	4	2	3	2	2	3	0.0	0.4	Seller
\$275,000 - 299,999	1	2	0	1	1	3	2	0.5	0.5	Seller
\$300,000 - 349,999	0	4	7	1	3	6	3	0.0	0.4	Seller
\$350,000 - 399,999	2	3	7	6	8	5	4	0.5	0.9	Seller
\$400,000 - 499,999	3	7	5	10	10	8	7	0.4	0.8	Seller
\$500,000 - 599,999	4	4	3	3	3	4	6	0.7	1.2	Seller
\$600,000 - 699,999	3	1	1	1	1	1	2	1.5	2.3	Seller
\$700,000 - 799,999	2	5	0	0	1	0	1	2.0	4.0	Seller
\$800,000 - 899,999	1	1	0	1	1	1	0	n/a	1.5	Seller
\$900,000 - 999,999	0	0	1	0	0	1	1	0.0	1.0	Seller
\$1,000,000 - and over	9	2	3	3	2	4	2	4.5	3.6	Seller
TOTAL	25	35	30	29	32	37	31	0.8	1.1	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 02/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2020-01/31/2021. 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 02/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 02/01/2020 – 01/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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37.5%

Tierra Antigua Realty 9.2%

Coldwell Banker Residential Brokerage 8.1%

Pcd Realty LLC 6.2%

Realty Executives Arizona Territory 5.6%

Dove Mountain Realty, LLC 5.1%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2019-JAN 2020 TO
NOV 2020-JAN 2021

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

