

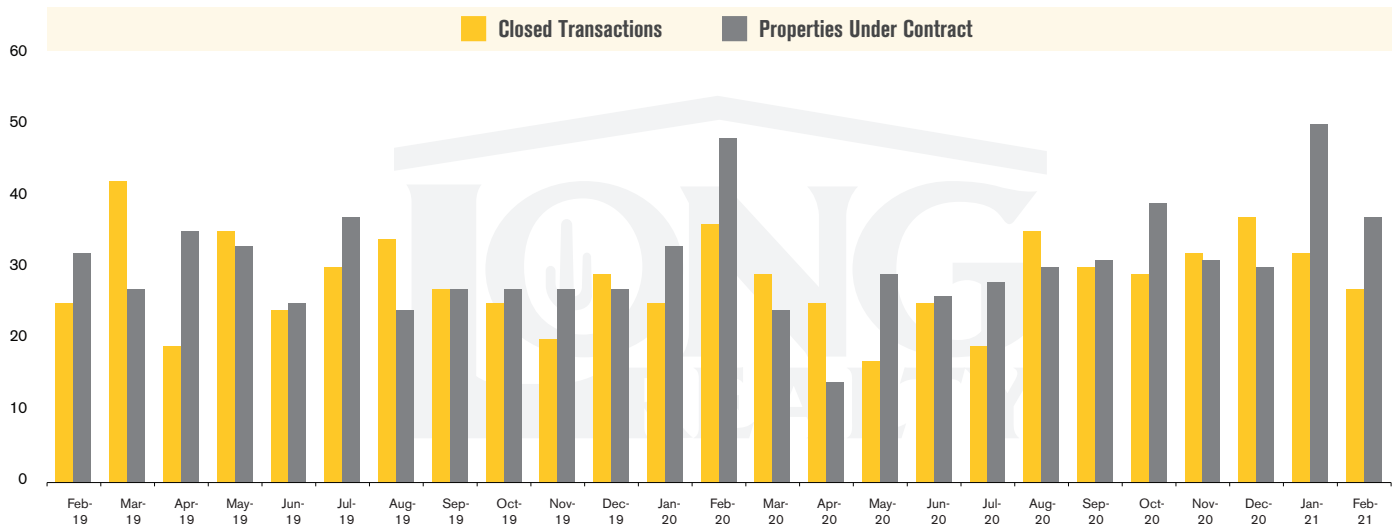
THE HOUSING REPORT

DOVE MOUNTAIN | MARCH 2021

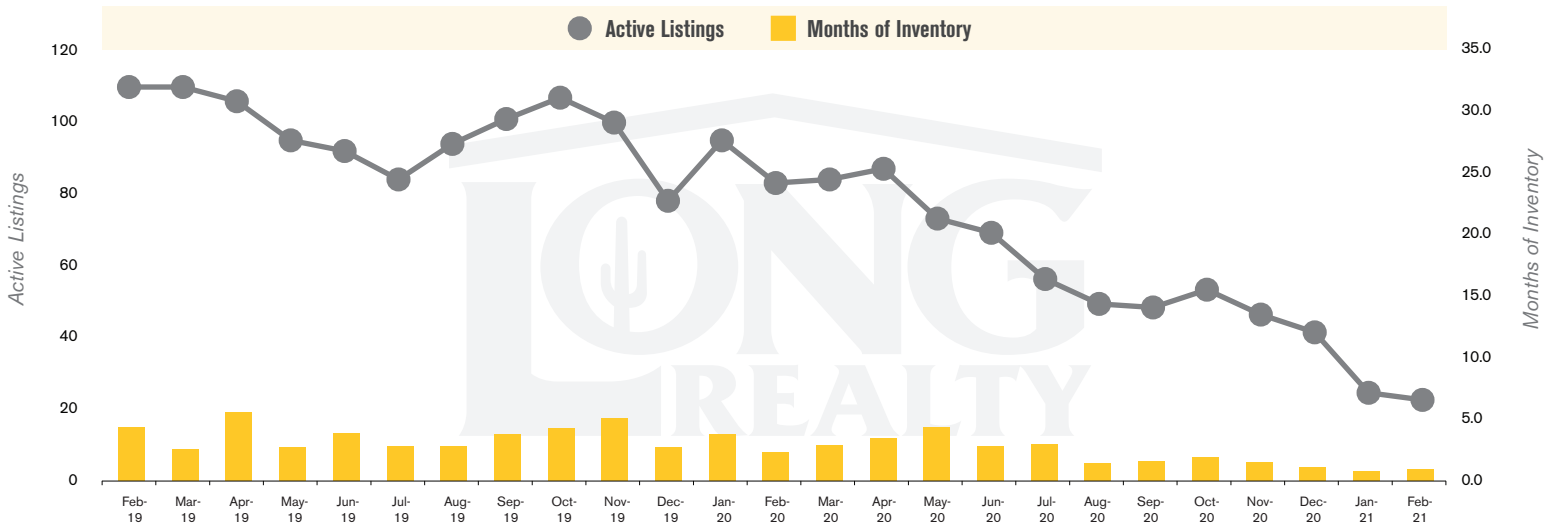


In the Dove Mountain area, February 2021 active inventory was 23, a 73% decrease from February 2020. There were 27 closings in February 2021, a 25% decrease from February 2020. Year-to-date 2021 there were 59 closings, a 3% decrease from year-to-date 2020. Months of Inventory was .9, down from 2.3 in February 2020. Median price of sold homes was \$395,000 for the month of February 2021, up 8% from February 2020. The Dove Mountain area had 37 new properties under contract in February 2021, down 23% from February 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 03/05/2021 is believed to be reliable, but not guaranteed.

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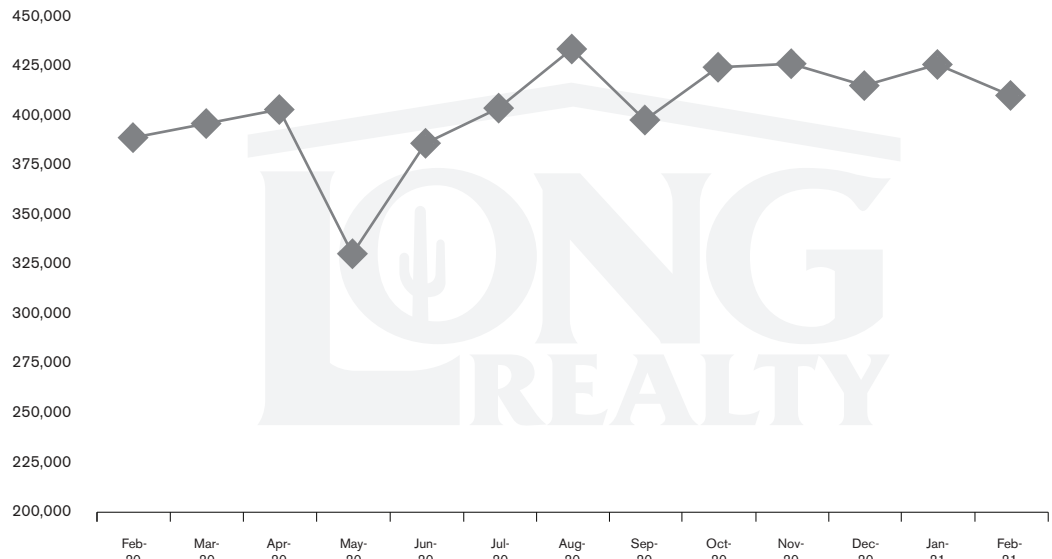
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MEDIAN SOLD PRICE DOVE MOUNTAIN

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

Feb 2020	Feb 2021
96.9%	99.0%

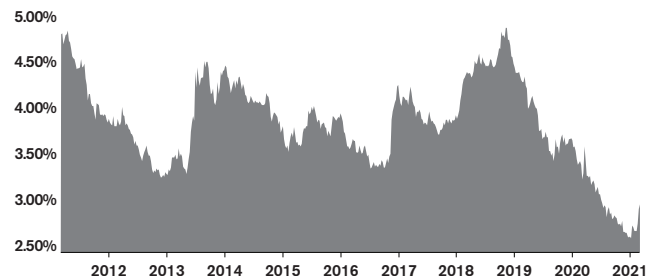


MONTHLY PAYMENT ON A MEDIAN PRICED HOME DOVE MOUNTAIN

Year	Median Price	Int. Rate	MO. Payment
2006	\$249,591	6.140%	\$1,443.01
2020	\$365,000	3.470%	\$1,551.26
2021	\$395,000	2.810%	\$1,543.88

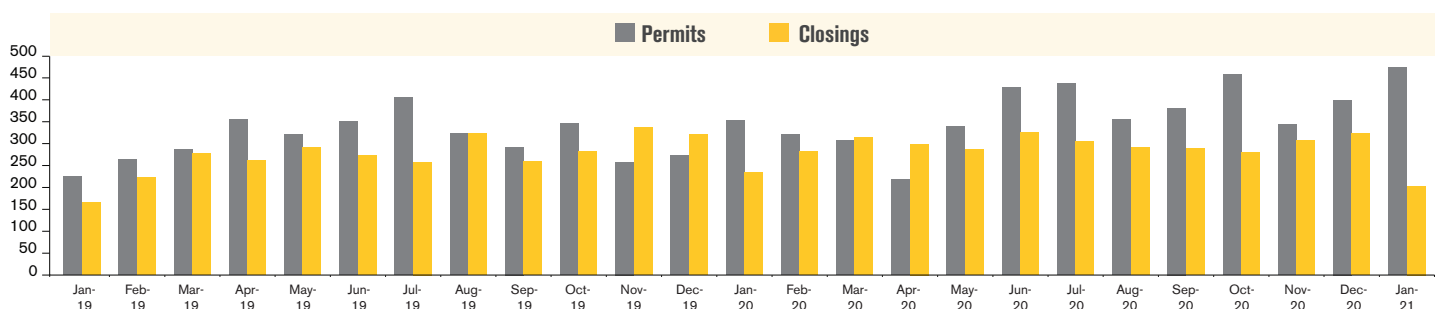
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For January 2021, new home permits were **up 35%** and new home closings were **down 13%** from January 2020.



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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
		Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-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	1	0	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	1	0	0	1	0	0	n/a	0.0	Seller
\$250,000 - 274,999	0	2	3	2	2	3	2	0.0	0.1	Seller
\$275,000 - 299,999	1	0	1	1	3	2	3	0.3	0.4	Seller
\$300,000 - 349,999	1	7	1	3	6	3	1	1.0	0.4	Seller
\$350,000 - 399,999	0	7	6	8	5	4	8	0.0	0.5	Seller
\$400,000 - 499,999	4	5	10	10	8	7	7	0.6	0.6	Seller
\$500,000 - 599,999	4	3	3	3	4	7	2	2.0	1.2	Seller
\$600,000 - 699,999	2	1	1	1	1	2	1	2.0	2.0	Seller
\$700,000 - 799,999	1	0	0	1	0	1	3	0.3	1.5	Seller
\$800,000 - 899,999	2	0	1	1	1	0	0	n/a	4.0	Seller
\$900,000 - 999,999	0	1	0	0	1	1	0	n/a	0.5	Seller
\$1,000,000 - and over	8	3	3	2	4	2	0	n/a	4.5	Slightly Seller
TOTAL	23	30	29	32	37	32	27	0.9	0.9	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 03/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2020-02/28/2021. 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 03/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 03/01/2020 – 02/28/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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37.8%

Tierra Antigua Realty 9.2%

Coldwell Banker Residential Brokerage 8.2%

Realty Executives Arizona Territory 6.0%

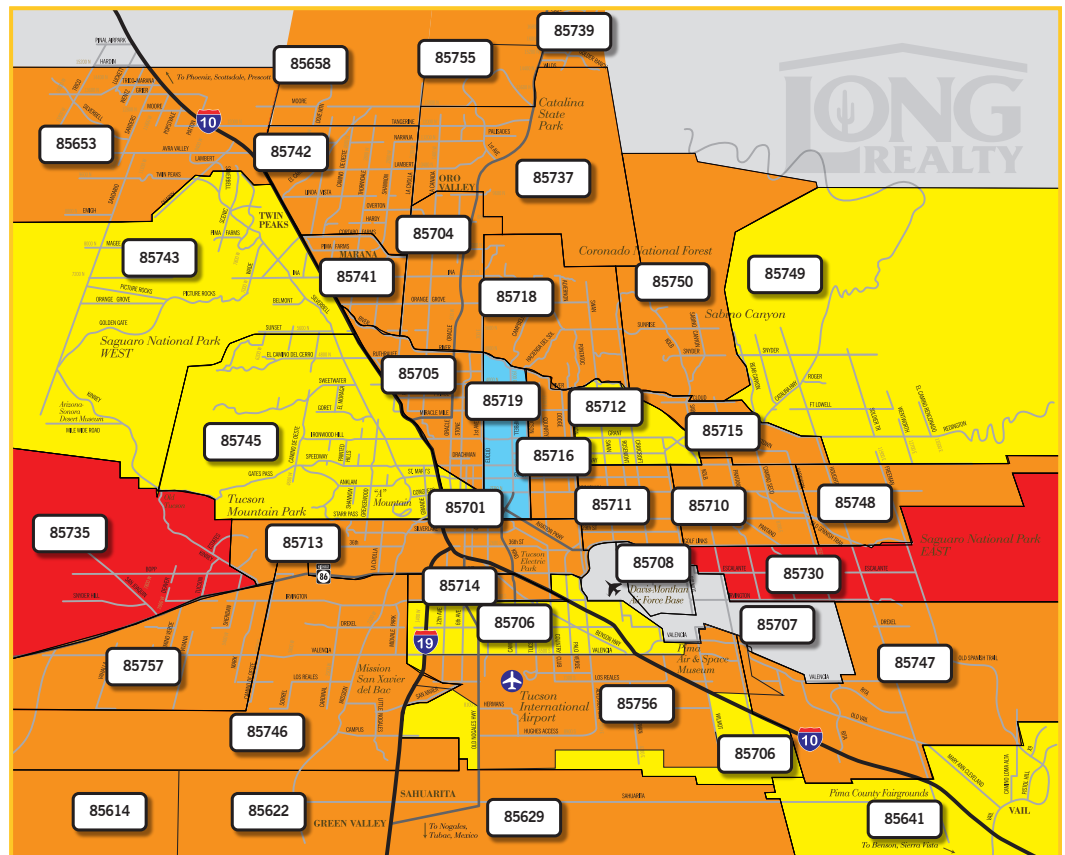
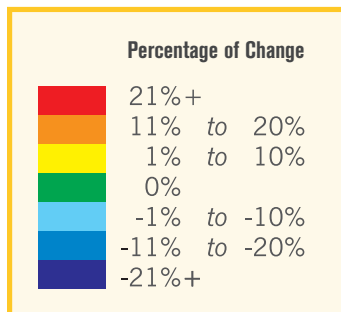
Pcd Realty LLC 5.9%

Keller Williams Southern Arizona 4.7%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2019-FEB 2020 TO
DEC 2020-FEB 2021

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 December 2019-February 2020 to December 2020-February 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/05/2021. Information is believed to be reliable, but not guaranteed.