

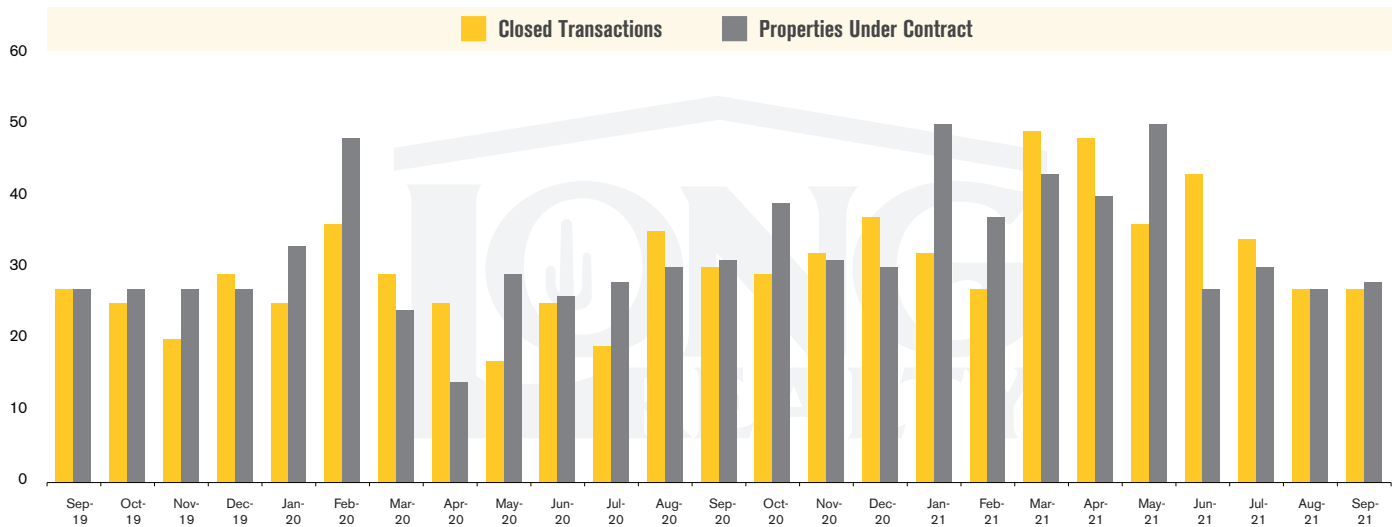
THE HOUSING REPORT

DOVE MOUNTAIN | OCTOBER 2021

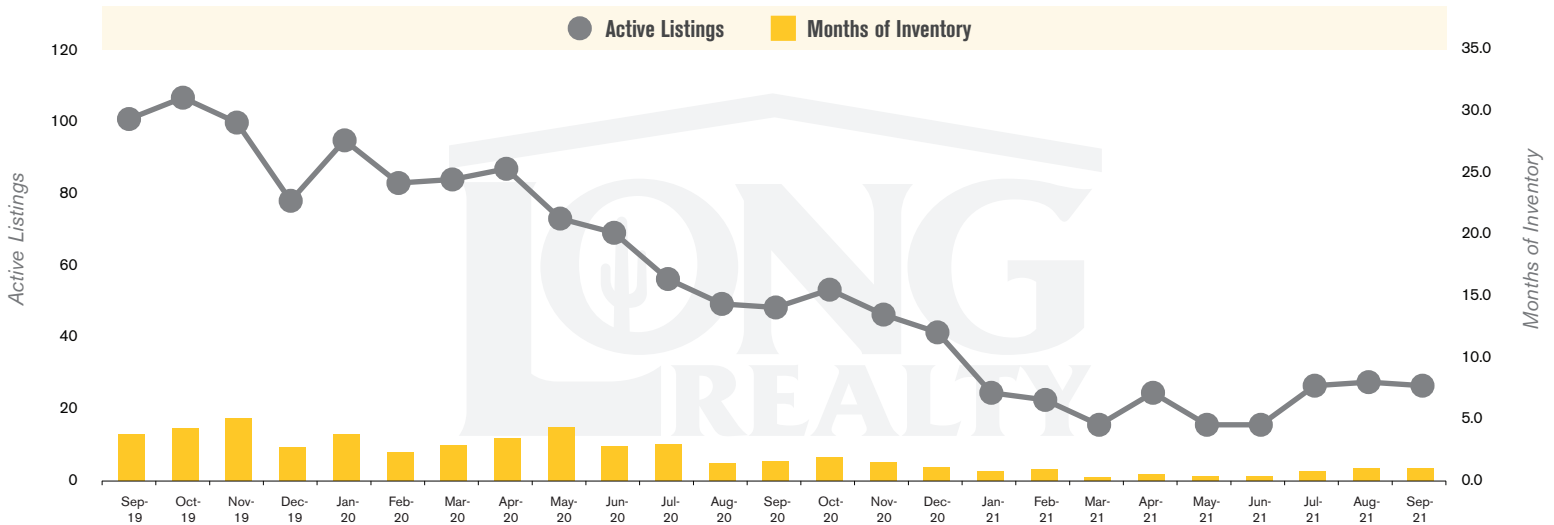


In the Dove Mountain area, September 2021 active inventory was 27, a 45% decrease from September 2020. There were 27 closings in September 2021, a 10% decrease from September 2020. Year-to-date 2021 there were 323 closings, a 34% increase from year-to-date 2020. Months of Inventory was 1.0, down from 1.6 in September 2020. Median price of sold homes was \$510,000 for the month of September 2021, up 35% from September 2020. The Dove Mountain area had 28 new properties under contract in September 2021, down 10% from September 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 10/06/2021 is believed to be reliable, but not guaranteed.

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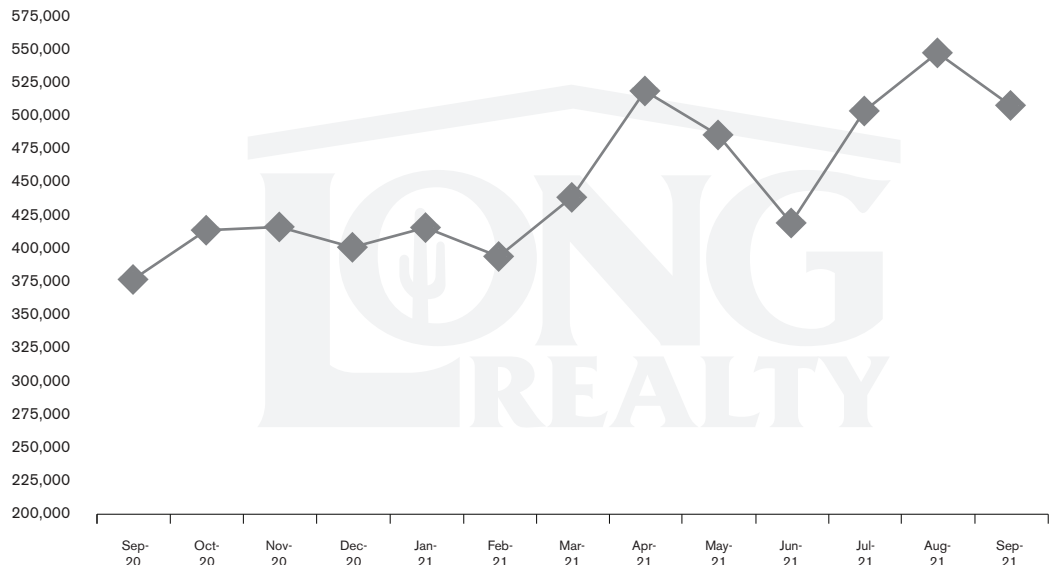
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MEDIAN SOLD PRICE DOVE MOUNTAIN

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

Sep 2020	Sep 2021
94.9%	100.3%

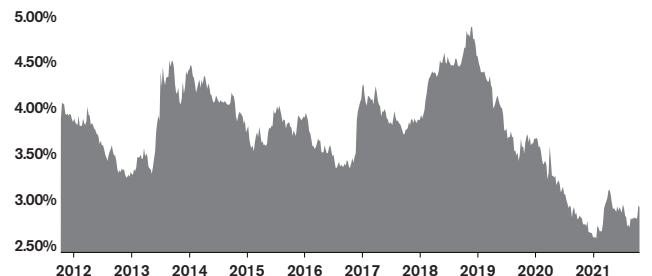


MONTHLY PAYMENT ON A MEDIAN PRICED HOME DOVE MOUNTAIN

Year	Median Price	Int. Rate	MO. Payment
2006	\$249,591	6.140%	\$1,443.01
2020	\$377,500	2.890%	\$1,490.79
2021	\$510,000	2.900%	\$2,016.63

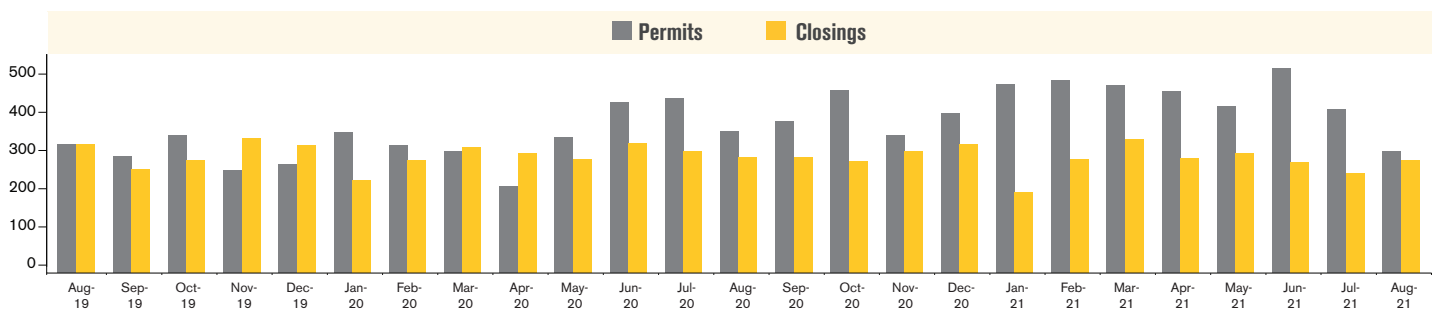
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For August 2021, new home permits were **down 3%** and new home closings were **down 14%** from August 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
		Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-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	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	0	0	0	0	0	n/a	n/a	n/a
\$250,000 - 274,999	0	1	0	1	0	0	0	n/a	n/a	n/a
\$275,000 - 299,999	0	3	0	2	3	0	0	n/a	0.3	Seller
\$300,000 - 349,999	0	2	7	11	3	5	0	n/a	0.1	Seller
\$350,000 - 399,999	2	5	5	5	5	3	2	1.0	0.6	Seller
\$400,000 - 499,999	5	11	6	10	6	3	8	0.6	0.8	Seller
\$500,000 - 599,999	7	11	7	7	6	7	11	0.6	0.8	Seller
\$600,000 - 699,999	7	6	4	0	4	1	3	2.3	2.8	Seller
\$700,000 - 799,999	2	2	1	2	1	2	0	n/a	1.3	Seller
\$800,000 - 899,999	0	3	0	1	0	1	1	0.0	0.5	Seller
\$900,000 - 999,999	0	0	2	1	1	1	0	n/a	1.5	Seller
\$1,000,000 - and over	4	3	4	3	5	4	2	2.0	0.9	Seller
TOTAL	27	48	36	43	34	27	27	1.0	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 10/06/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2021-09/30/2021. 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 10/06/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 10/01/2020 – 09/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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37.4%

Tierra Antigua Realty 9.4%

Coldwell Banker Residential Brokerage 8.2%

Realty Executives Arizona Territory 5.6%

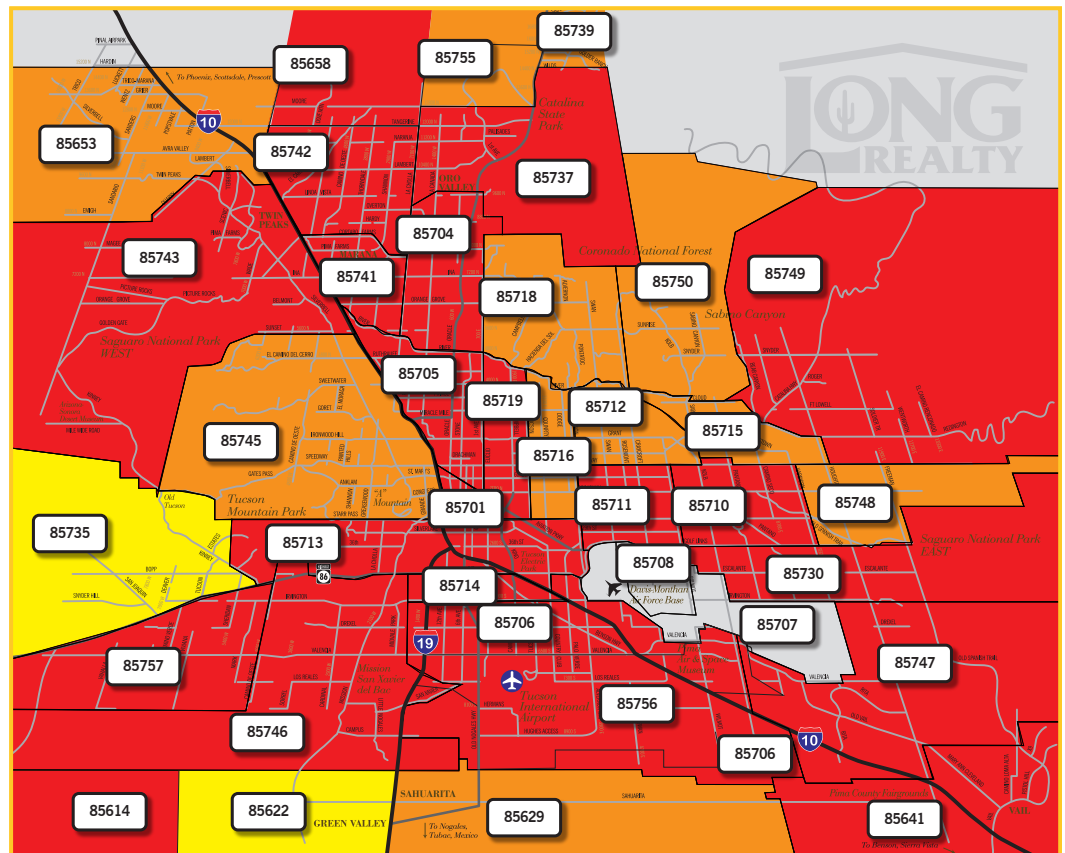
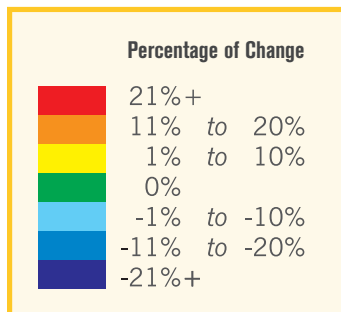
Dove Mountain Realty, LLC 5.5%

Keller Williams Southern Arizona 4.7%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2020-SEP 2020 TO
JUL 2021-SEP 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 July 2020-September 2020 to July 2021-September 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/06/2021. Information is believed to be reliable, but not guaranteed.