

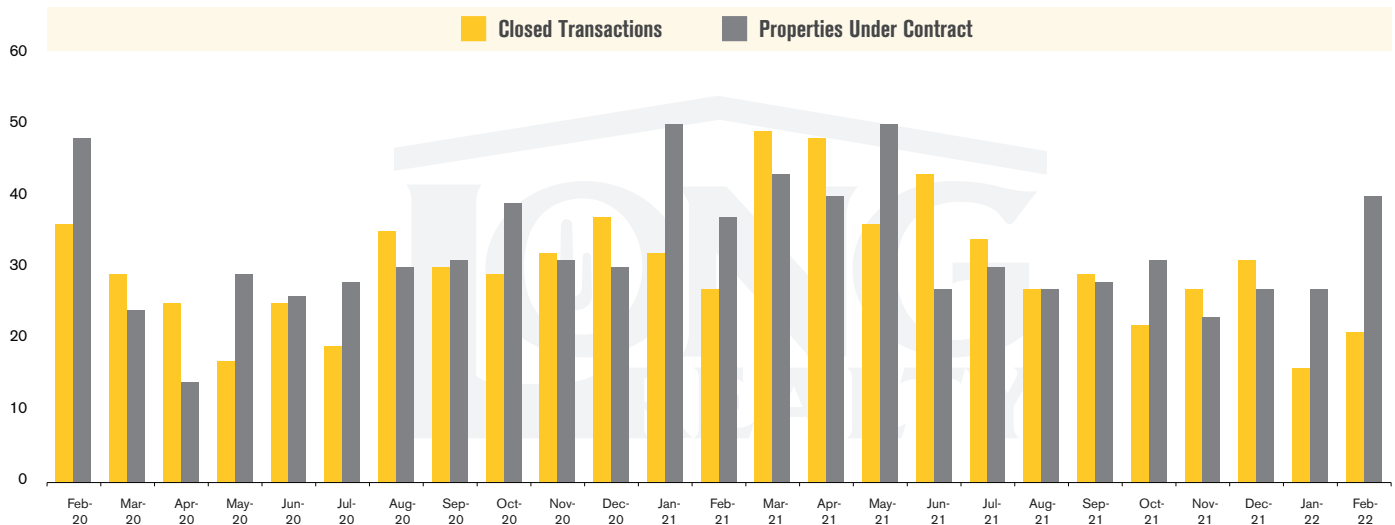
THE HOUSING REPORT

DOVE MOUNTAIN | MARCH 2022

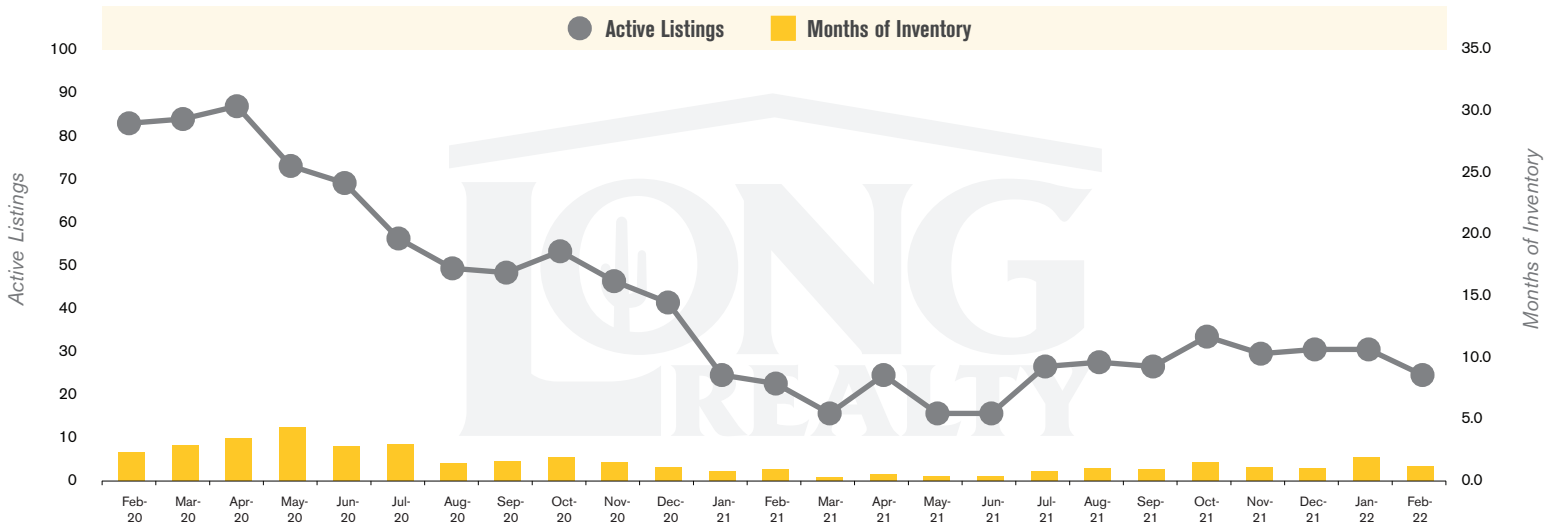


In the Dove Mountain area, February 2022 active inventory was 25, an 9% increase from February 2021. There were 21 closings in February 2022, a 22% decrease from February 2021. Year-to-date 2022 there were 37 closings, a 37% decrease from year-to-date 2021. Months of Inventory was 1.2, up from 0.9 in February 2021. Median price of sold homes was \$520,000 for the month of February 2022, up 32% from February 2021. The Dove Mountain area had 40 new properties under contract in February 2022, up 8% from February 2021.

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 03/07/2022 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE DOVE MOUNTAIN

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

| Feb 2021 | Feb 2022 |
|----------|----------|
| 99.0% | 100.5% |

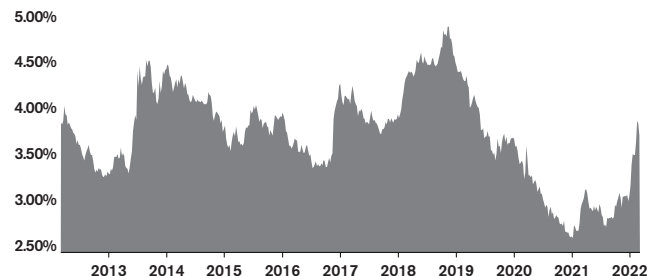


MONTHLY PAYMENT ON A MEDIAN PRICED HOME DOVE MOUNTAIN

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$249,591 | 6.140% | \$1,443.01 |
| 2021 | \$395,000 | 2.810% | \$1,543.88 |
| 2022 | \$520,000 | 3.760% | \$2,290.60 |

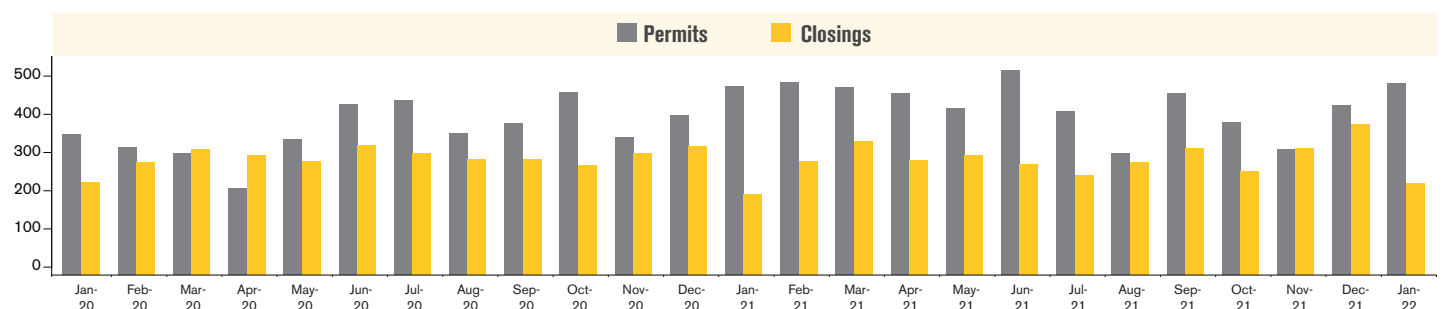
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For January 2022, new home permits were **up 1%** and new home closings were **up 13%** from January 2021.

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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-21 | Oct-21 | Nov-21 | Dec-21 | Jan-22 | Feb-22 | | | |
| \$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 | 0 | 0 | 0 | 0 | 1 | 0 | n/a | 0.0 | Seller |
| \$250,000 - 274,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$275,000 - 299,999 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$300,000 - 349,999 | 0 | 0 | 2 | 1 | 1 | 2 | 0 | n/a | 1.0 | Seller |
| \$350,000 - 399,999 | 1 | 2 | 5 | 1 | 3 | 2 | 4 | 0.3 | 0.3 | Seller |
| \$400,000 - 499,999 | 3 | 9 | 6 | 4 | 8 | 2 | 6 | 0.5 | 0.8 | Seller |
| \$500,000 - 599,999 | 3 | 12 | 3 | 8 | 6 | 3 | 4 | 0.8 | 1.7 | Seller |
| \$600,000 - 699,999 | 5 | 3 | 2 | 4 | 7 | 5 | 1 | 5.0 | 1.2 | Seller |
| \$700,000 - 799,999 | 2 | 0 | 2 | 1 | 3 | 0 | 1 | 2.0 | 1.3 | Seller |
| \$800,000 - 899,999 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | n/a | 2.0 | Seller |
| \$900,000 - 999,999 | 0 | 0 | 1 | 0 | 0 | 0 | 2 | 0.0 | 0.0 | Seller |
| \$1,000,000 - and over | 10 | 2 | 0 | 7 | 2 | 1 | 3 | 3.3 | 4.2 | Slightly Seller |
| TOTAL | 25 | 29 | 22 | 27 | 31 | 16 | 21 | 1.2 | 1.3 | 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 03/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2021-02/28/2022. 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 03/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 03/01/2021 – 02/28/2022 rounded to the nearest tenth of one percent and deemed to be correct.

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35.5%

Tierra Antigua Realty 8.8%

Coldwell Banker Residential Brokerage 7.5%

Dove Mountain Realty LLC 6.9%

Keller Williams Southern Arizona 5.6%

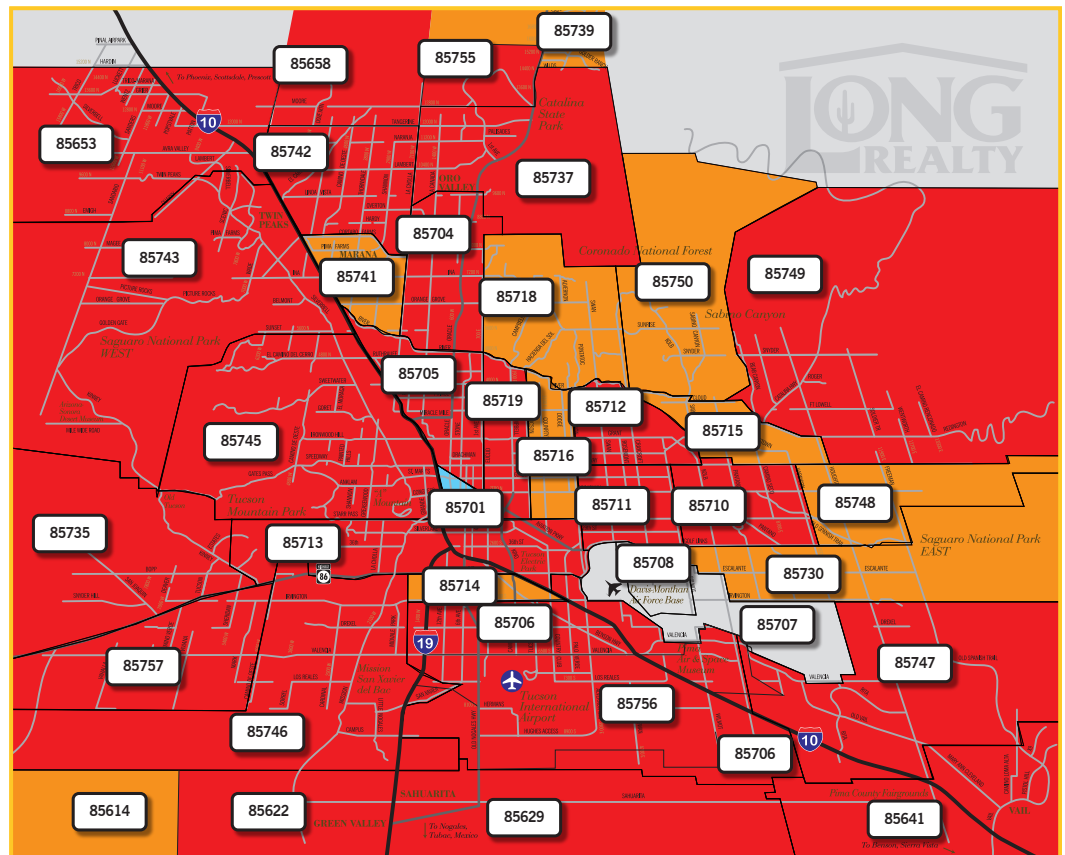
Realty Executives Arizona Territory 4.2%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2020-FEB 2021 TO
DEC 2021-FEB 2022

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

Percentage of Change



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 2020-February 2021 to December 2021-February 2022 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/07/2022. Information is believed to be reliable, but not guaranteed.