

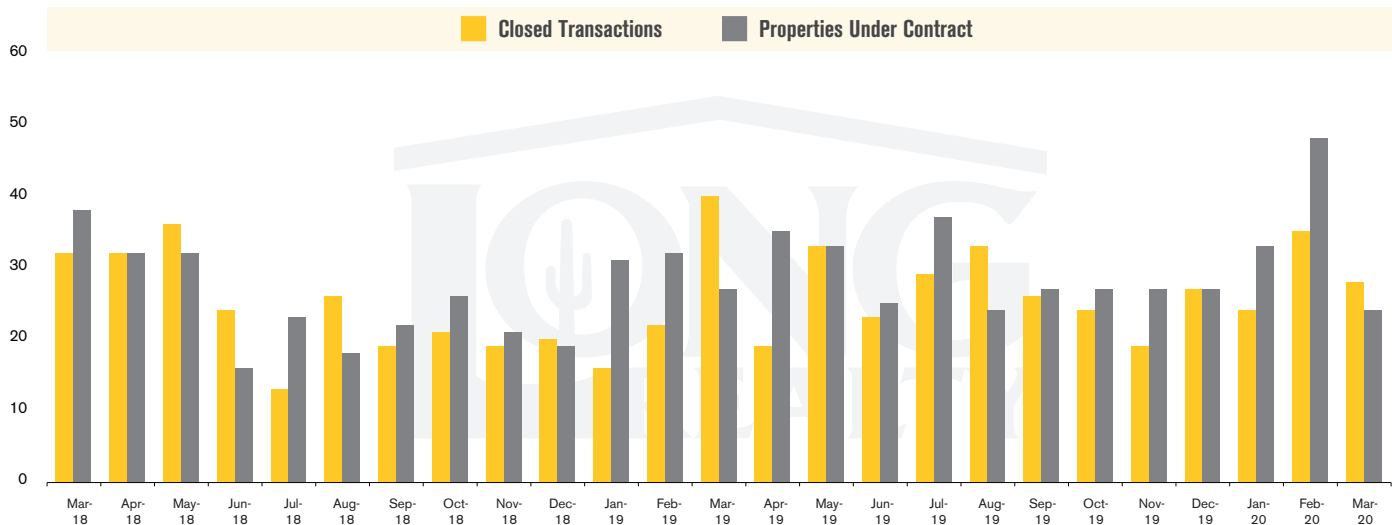
THE HOUSING REPORT

DOVE MOUNTAIN | APRIL 2020

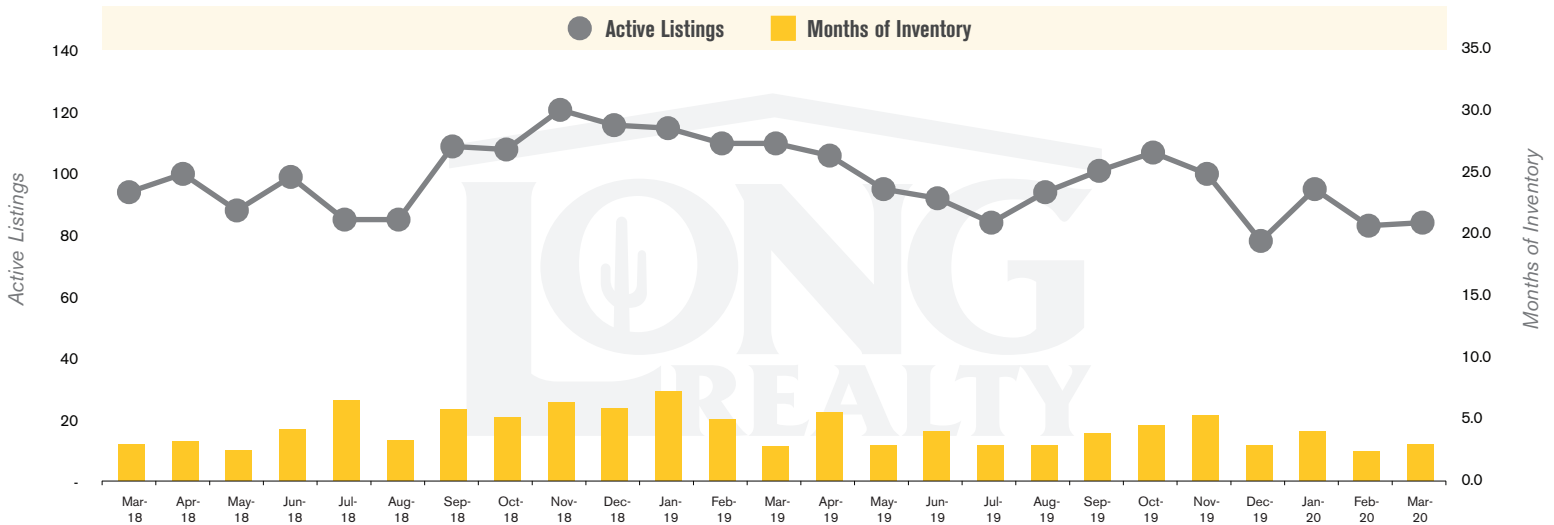


In the Dove Mountain area, March 2020 active inventory was 85, a 23% decrease from March 2019. There were 28 closings in March 2020, a 30% decrease from March 2019. Year-to-date 2020 there were 88 closings, a 6% increase from year-to-date 2019. Months of Inventory was 3.0, up from 2.8 in March 2019. Median price of sold homes was \$377,155 for the month of March 2020, up 14% from March 2019. The Dove Mountain area had 24 new properties under contract in March 2020, down 11% from March 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (DOVE MOUNTAIN)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (DOVE MOUNTAIN)



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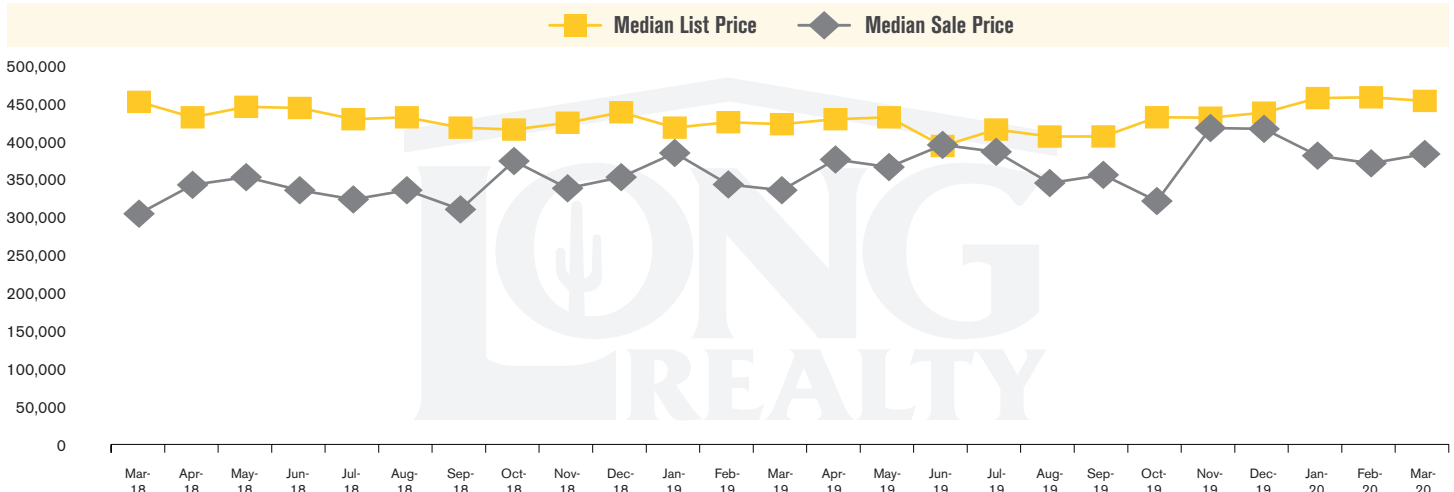
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (DOVE MOUNTAIN)

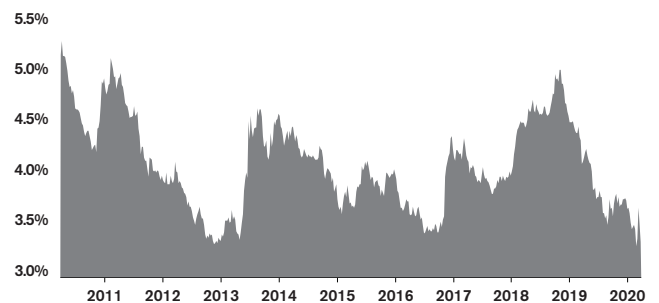


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (DOVE MOUNTAIN)

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$249,591 | 6.140% | \$1,443.01 |
| 2019 | \$330,000 | 4.375% | \$1,565.26 |
| 2020 | \$377,155 | 3.450% | \$1,598.93 |

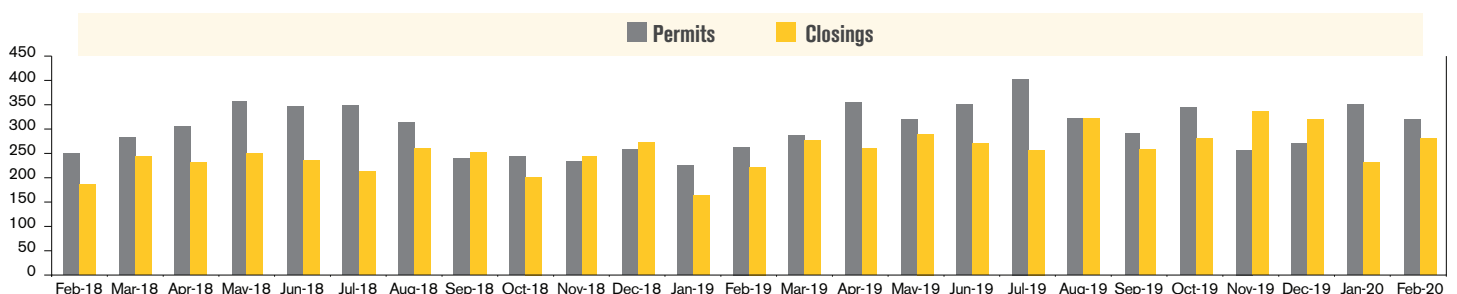
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE

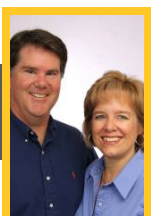


Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For February 2020, new home permits were **up 22%** and new home closings were **up 26%** from February 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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|------------------------|
| | | Oct-19 | Nov-19 | Dec-19 | Jan-20 | Feb-20 | Mar-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 | 0 | n/a | n/a | n/a |
| \$200,000 - 224,999 | 0 | 3 | 0 | 0 | 2 | 1 | 0 | n/a | 0.0 | Seller |
| \$225,000 - 249,999 | 0 | 3 | 1 | 0 | 1 | 2 | 2 | 0.0 | 0.4 | Seller |
| \$250,000 - 274,999 | 2 | 3 | 1 | 1 | 4 | 3 | 0 | n/a | 0.7 | Seller |
| \$275,000 - 299,999 | 4 | 0 | 0 | 1 | 0 | 4 | 4 | 1.0 | 2.0 | Seller |
| \$300,000 - 349,999 | 4 | 9 | 4 | 6 | 3 | 6 | 5 | 0.8 | 1.8 | Seller |
| \$350,000 - 399,999 | 12 | 3 | 4 | 7 | 5 | 6 | 6 | 2.0 | 2.4 | Seller |
| \$400,000 - 499,999 | 27 | 2 | 5 | 10 | 3 | 9 | 5 | 5.4 | 3.5 | Seller |
| \$500,000 - 599,999 | 6 | 1 | 3 | 0 | 3 | 1 | 2 | 3.0 | 2.7 | Seller |
| \$600,000 - 699,999 | 5 | 0 | 0 | 2 | 1 | 2 | 0 | n/a | 4.7 | Slightly Seller |
| \$700,000 - 799,999 | 5 | 0 | 1 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$800,000 - 899,999 | 4 | 0 | 0 | 1 | 0 | 0 | 1 | 4.0 | 13.0 | Buyer |
| \$900,000 - 999,999 | 3 | 0 | 0 | 0 | 0 | 1 | 0 | n/a | 10.0 | Buyer |
| \$1,000,000 - and over | 13 | 1 | 1 | 1 | 2 | 0 | 3 | 4.3 | 9.6 | Buyer |
| TOTAL | 85 | 25 | 20 | 29 | 24 | 35 | 28 | 3.0 | 3.0 | Seller |



Seller's Market



Slight Seller's Market



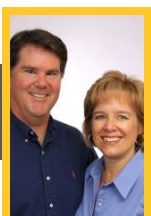
Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 04/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2020-03/31/2020. 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 04/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2019 – 03/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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38.9%

Tierra Antigua Realty 9.7%

Coldwell Banker Residential Brokerage 9.0%

Pcd Realty LLC 5.8%

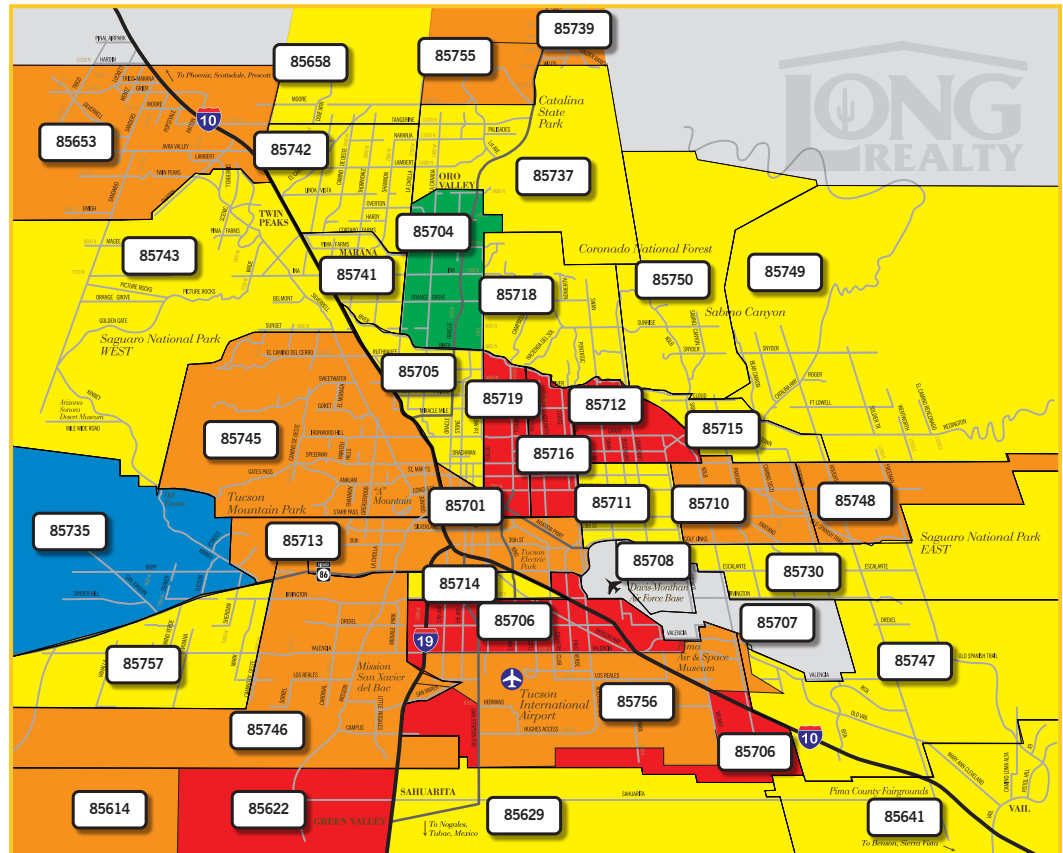
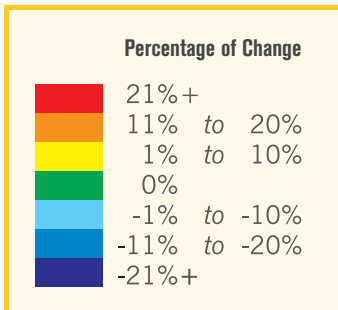
Dove Mountain Realty, LLC 5.3%

Realty Executives Tucson Elite 4.8%

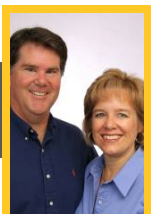
CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JAN 2019-MAR 2019 TO JAN 2020-MAR 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 January 2019-March 2019 to January 2020-March 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/03/2020. Information is believed to be reliable, but not guaranteed.