

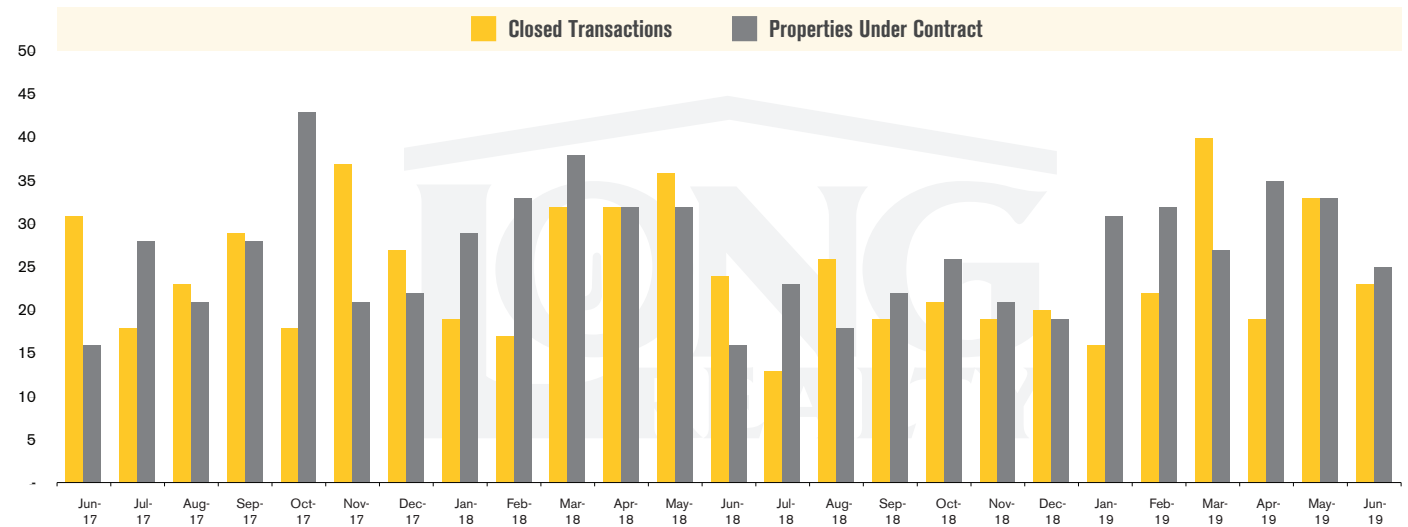
THE HOUSING REPORT



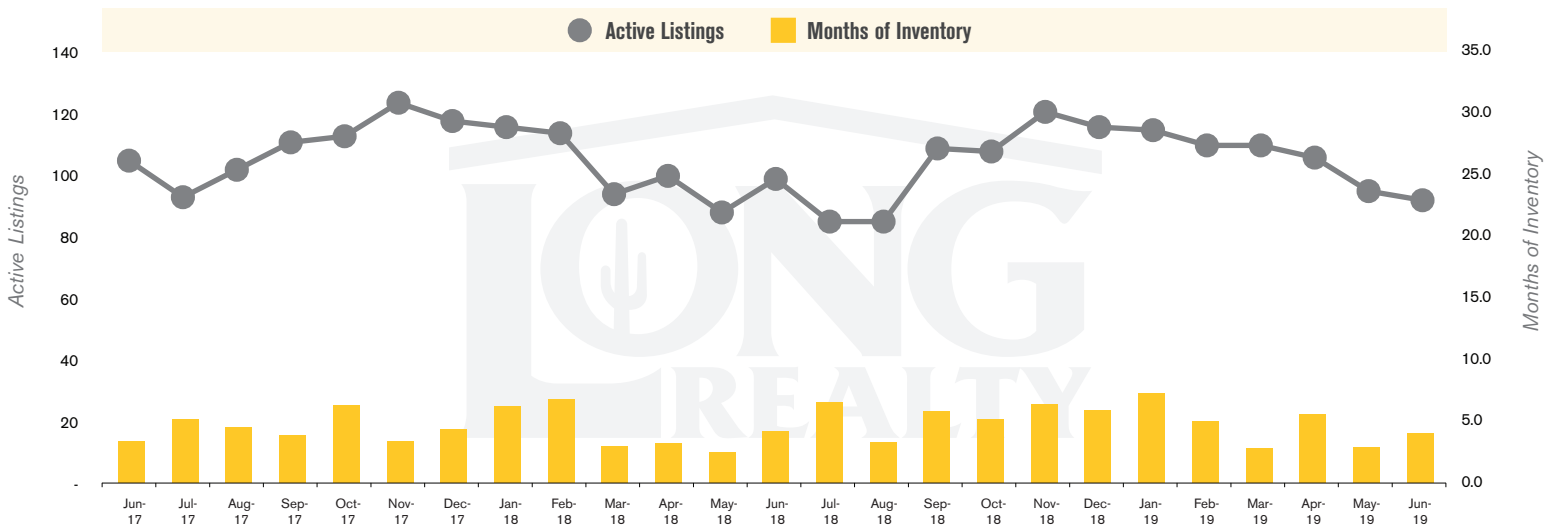
DOVE MOUNTAIN | JULY 2019

In the Dove Mountain area, June 2019 active inventory was 93, a 7% decrease from June 2018. There were 23 closings in June 2019, a 4% decrease from June 2018. Year-to-date 2019 there were 153 closings, a 4% decrease from year-to-date 2018. Months of Inventory was 4.0, down from 4.2 in June 2018. Median price of sold homes was \$389,000 for the month of June 2019, up 18% from June 2018. The Dove Mountain area had 25 new properties under contract in June 2019, up 56% from June 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (DOVE MOUNTAIN)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (DOVE MOUNTAIN)



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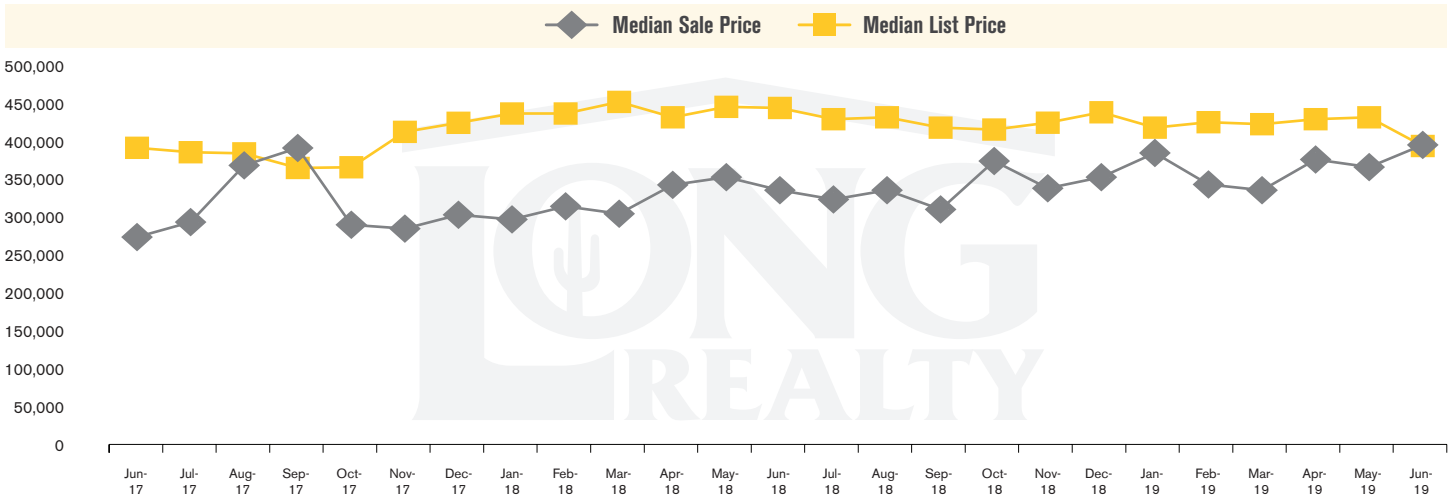
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (DOVE MOUNTAIN)

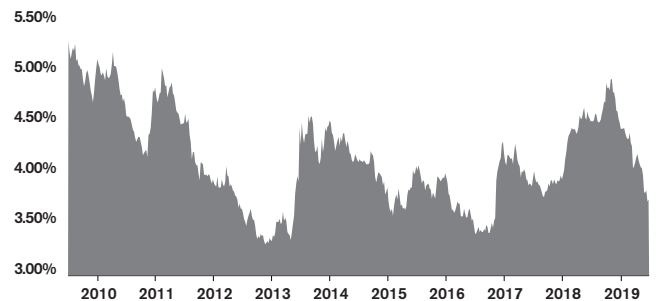


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (DOVE MOUNTAIN)

Year	Median Price	Int. Rate	MO. Payment
2006	\$249,591	6.140%	\$1,443.01
2018	\$330,000	4.500%	\$1,588.46
2019	\$389,000	4.000%	\$1,764.29

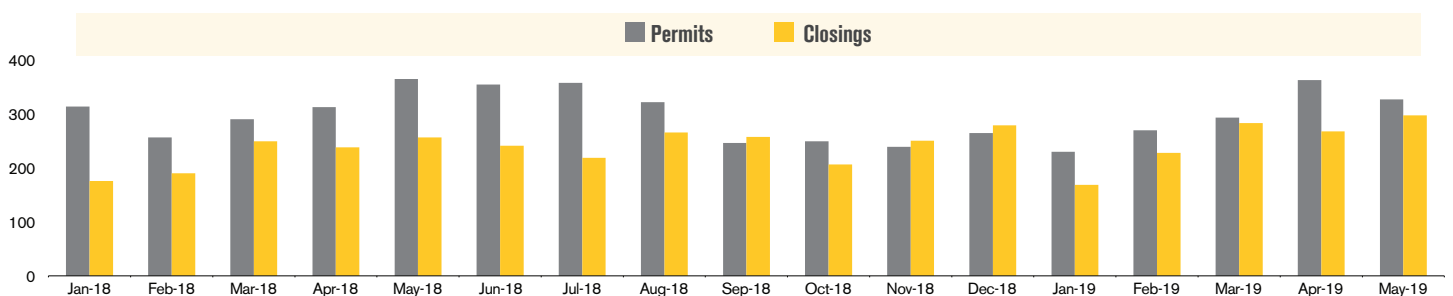
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.

For May 2019, new home permits were **down 4%** year-to-date from 2018 and new home closings were **up 12%** year to date from 2018.

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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
		Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19			
\$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	1	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	2	0	0	4	1	0	1	2.0	1.5	Seller
\$225,000 - 249,999	5	1	4	1	1	1	0	n/a	5.0	Balanced
\$250,000 - 274,999	3	0	1	3	0	3	3	1.0	2.2	Seller
\$275,000 - 299,999	2	1	1	6	0	4	1	2.0	1.6	Seller
\$300,000 - 349,999	13	5	6	9	7	8	3	4.3	2.4	Seller
\$350,000 - 399,999	18	2	4	6	4	5	5	3.6	3.9	Seller
\$400,000 - 499,999	18	2	6	3	3	8	6	3.0	3.5	Seller
\$500,000 - 599,999	5	2	1	2	0	1	2	2.5	5.7	Balanced
\$600,000 - 699,999	5	1	0	2	0	1	1	5.0	6.5	Balanced
\$700,000 - 799,999	7	0	0	1	0	1	0	n/a	26.0	Buyer
\$800,000 - 899,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	2	0	0	n/a	0.0	Seller
\$1,000,000 - and over	12	2	0	3	1	3	1	12.0	8.0	Slightly Buyer
TOTAL	93	16	23	42	19	35	23	4.0	3.8	Seller



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 07/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2019-06/30/2019. Information is believed to be reliable, but not guaranteed.

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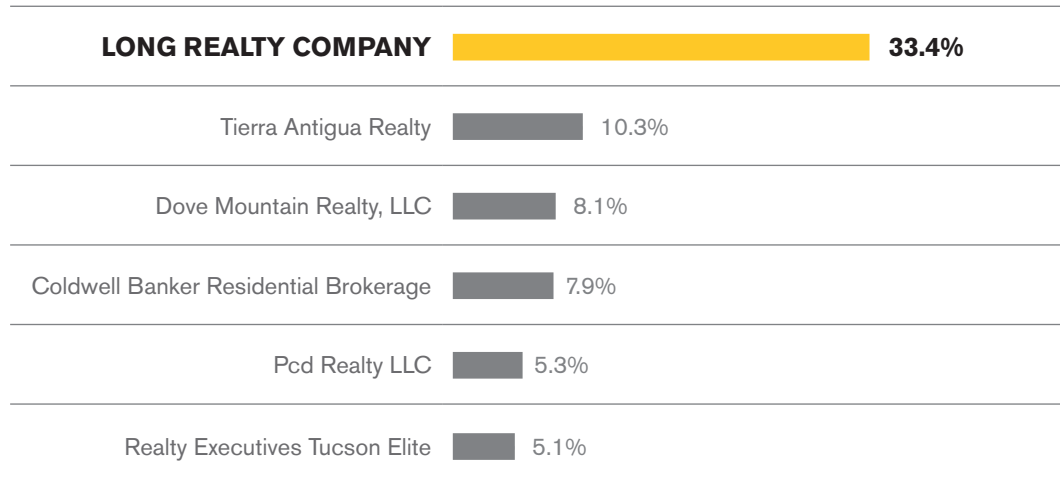
DOVE MOUNTAIN | JULY 2019



MARKET SHARE (DOVE MOUNTAIN)

Long Realty leads the market in successful real estate sales.

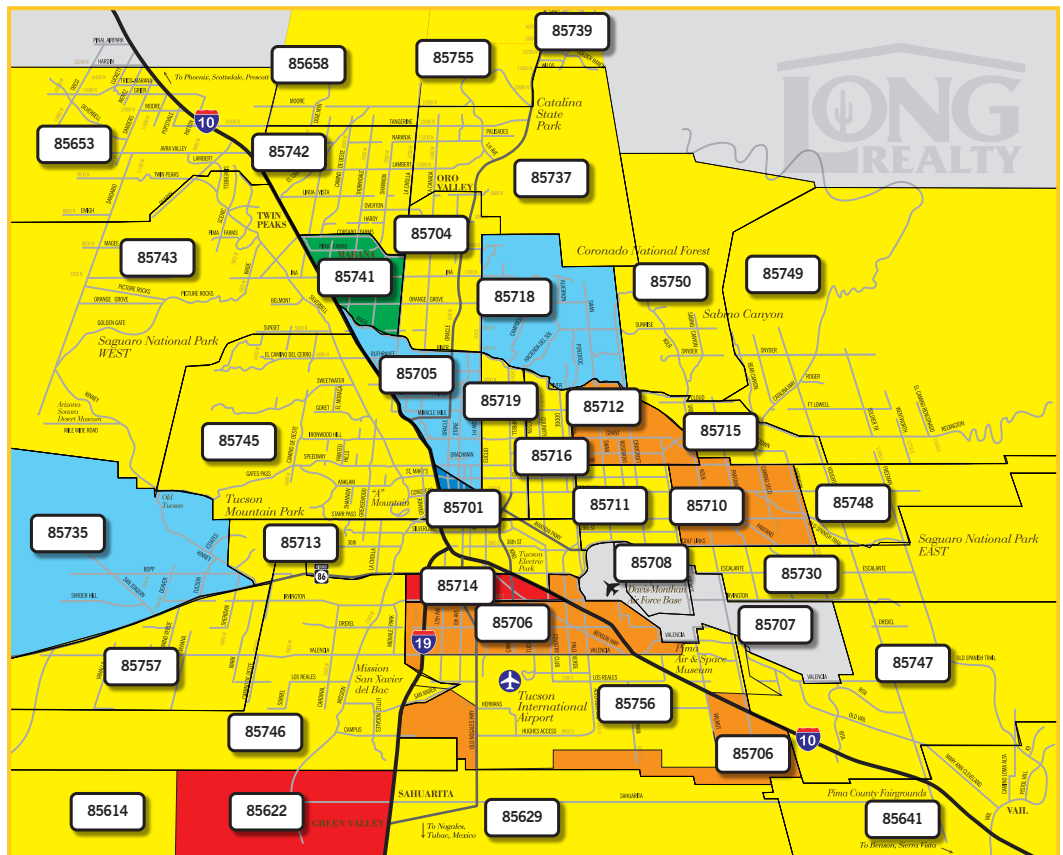
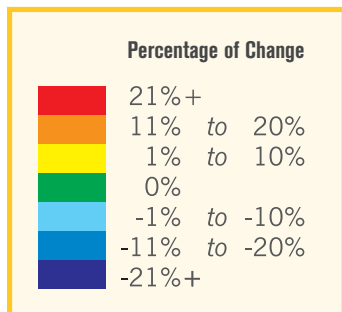
Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(APR 2018-JUN 2018 TO APR 2019-JUN 2019)

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 April 2018-June 2018 to April 2019-June 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/03/2019. Information is believed to be reliable, but not guaranteed.