

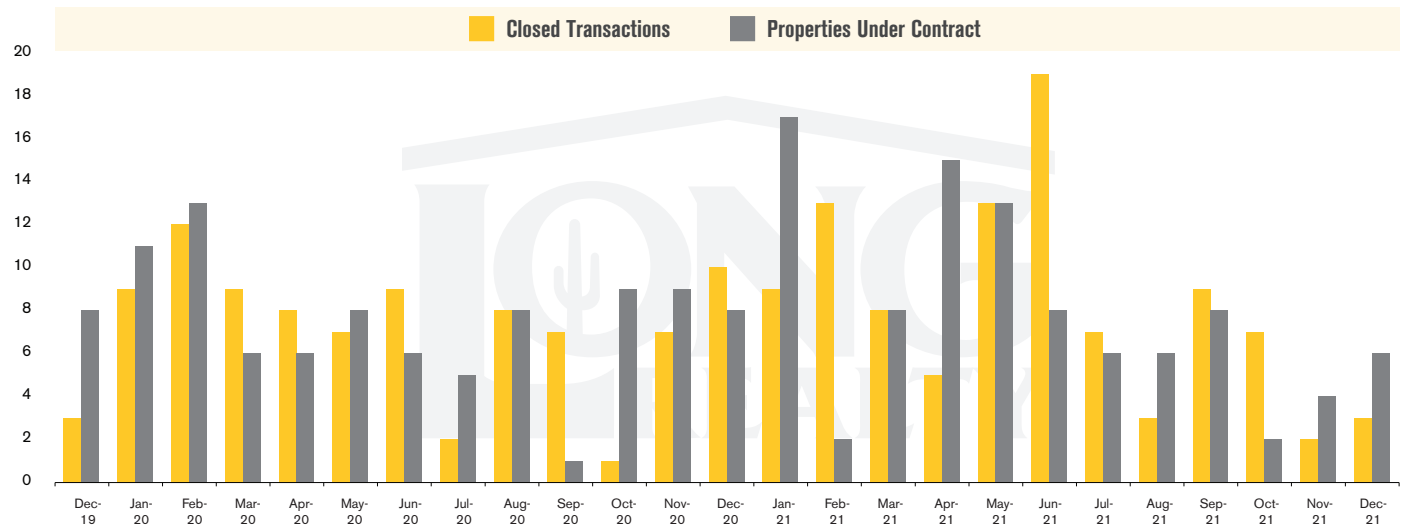
THE HOUSING REPORT



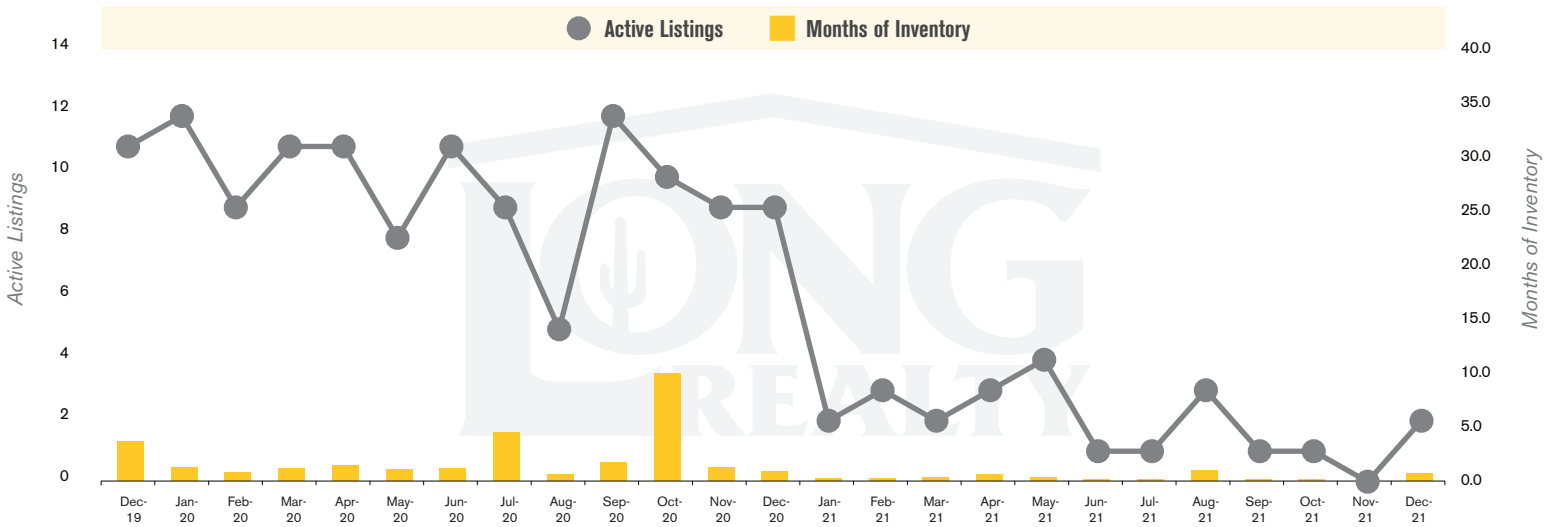
THE HIGHLANDS AT DOVE MOUNTAIN | JANUARY 2022

In the Highlands at Dove Mountain area, December 2021 active inventory was 2, a 78% decrease from December 2020. There were 3 closings in December 2021, a 70% decrease from December 2020. Year-to-date 2021 there were 98 closings, a 10% increase from year-to-date 2020. Months of Inventory was 0.7, down from 0.9 in December 2020. Median price of sold homes was \$500,667 for the month of December 2021, up 59% from December 2020. The Highlands at Dove Mountain area had 6 new properties under contract in December 2021, down 25% from December 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT HIGHLANDS AT DOVE MOUNTAIN



ACTIVE LISTINGS AND MONTHS OF INVENTORY THE HIGHLANDS AT DOVE MOUNTAIN



[LongRealty.com](https://www.LongRealty.com) | 1-800-354-5664

Properties under contract and Home Sales data is based on information obtained from the MLSAZ using TrendGraphix software. All data obtained 01/06/2022 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT



THE HIGHLANDS AT DOVE MOUNTAIN | JANUARY 2022

MEDIAN SOLD PRICE

THE HIGHLANDS AT DOVE MOUNTAIN

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

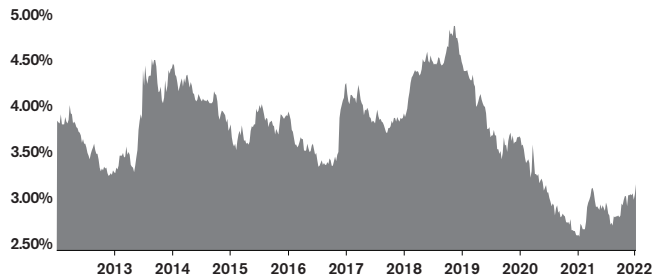
Dec 2020	Dec 2021
96.8%	101.0%



MONTHLY PAYMENT ON A MEDIAN PRICED HOME HIGHLANDS AT DOVE MOUNTAIN

Year	Median Price	Int. Rate	MO. Payment
2006	\$367,507	6.140%	\$2,124.75
2020	\$314,950	2.680%	\$1,210.40
2021	\$500,667	3.100%	\$2,031.03

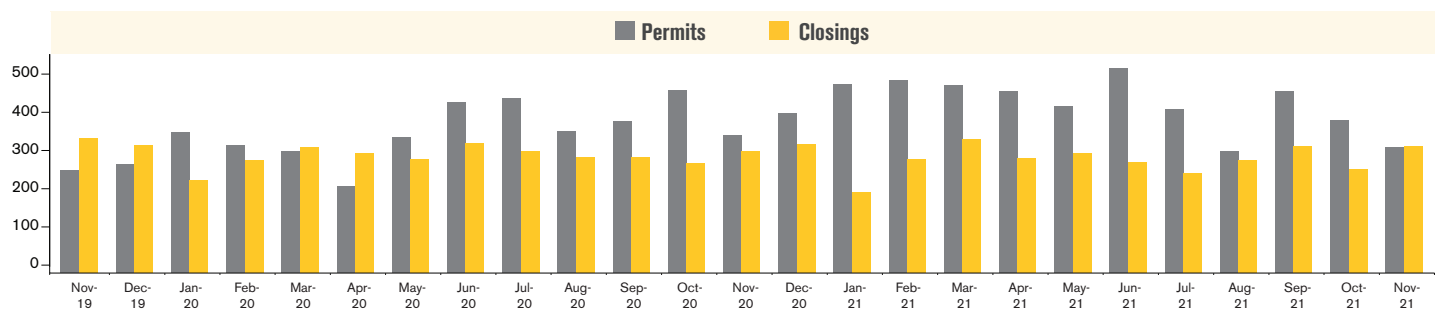
30 YEAR FIXED MORTGAGE RATE



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

Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For November 2021, new home permits were **down 9%** and new home closings were **up 4%** from November 2020.

LongRealty.com | 1-800-354-5664

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 01/06/2022. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

THE HIGHLANDS AT DOVE MOUNTAIN | JANUARY 2022



MARKET CONDITIONS BY PRICE BAND THE HIGHLANDS AT DOVE MOUNTAIN

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-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	0	0	0	0	0	0	n/a	n/a	n/a
\$250,000 - 274,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$275,000 - 299,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	0	1	2	0	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	0	2	1	1	4	0	1	0.0	0.0	Seller
\$400,000 - 499,999	2	3	0	5	2	0	0	n/a	1.0	Seller
\$500,000 - 599,999	0	0	0	3	0	2	1	0.0	0.3	Seller
\$600,000 - 699,999	0	0	0	0	0	0	1	0.0	0.0	Seller
\$700,000 - 799,999	0	0	0	0	1	0	0	n/a	0.0	Seller
\$800,000 - 899,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	2	7	3	9	7	2	3	0.7	0.3	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market

[LongRealty.com](https://www.LongRealty.com) | 1-800-354-5664

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 01/06/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2021-12/31/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

THE HIGHLANDS AT DOVE MOUNTAIN | JANUARY 2022

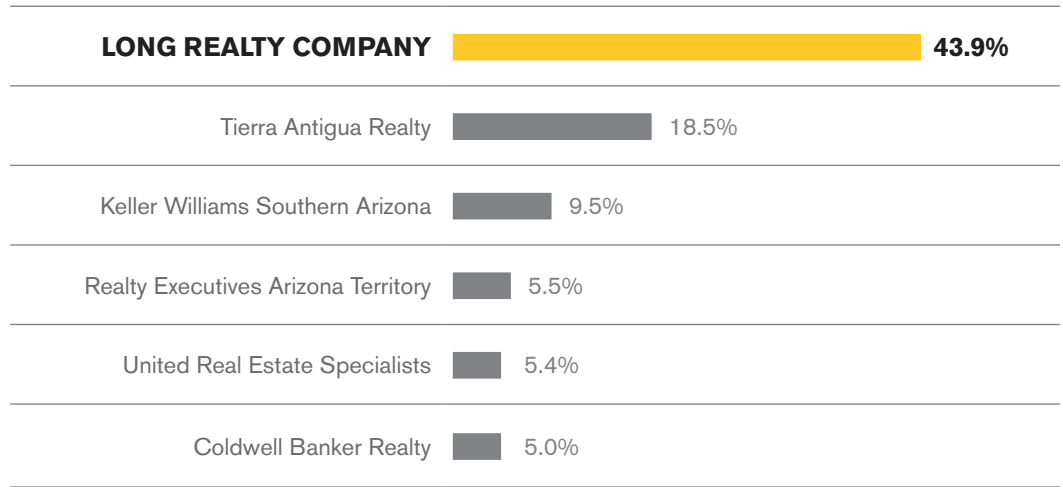


MARKET SHARE

THE HIGHLANDS AT DOVE MOUNTAIN

Long Realty leads the market in successful real estate sales.

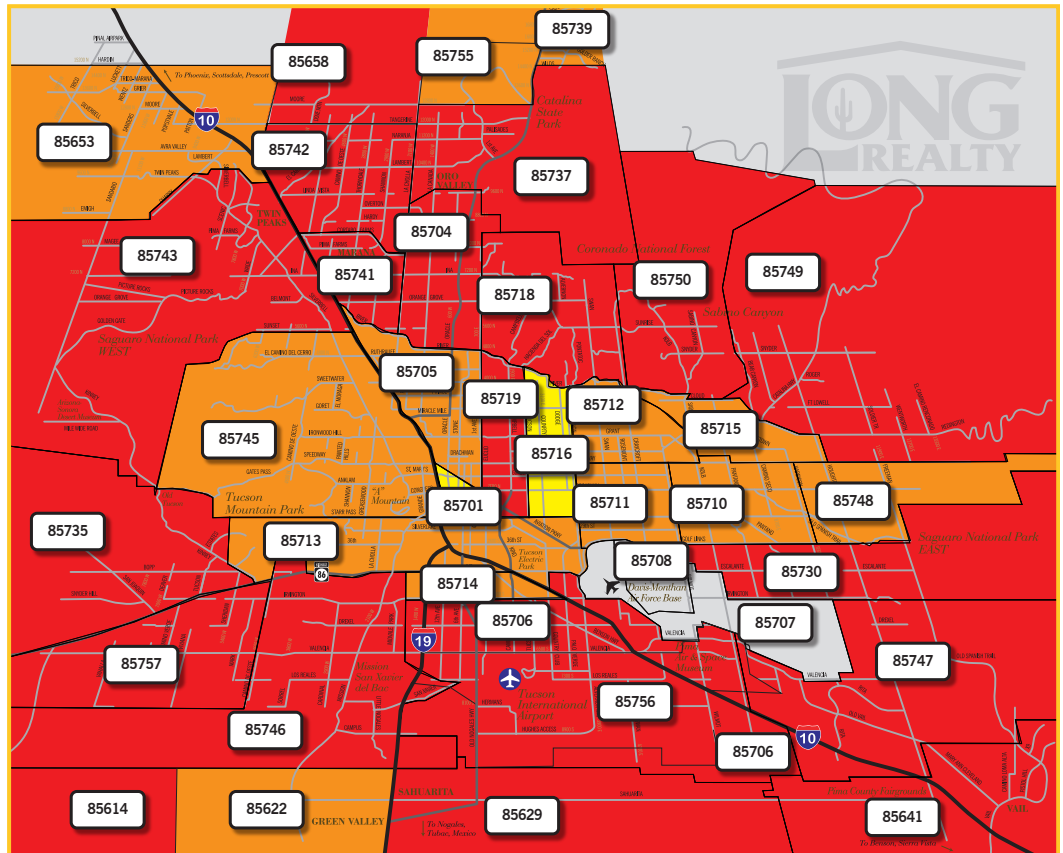
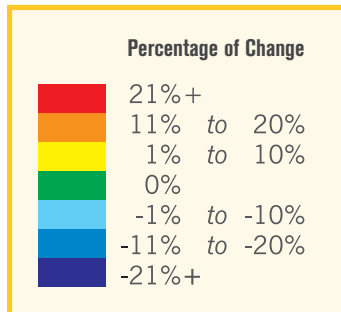
Data Obtained 01/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2020-DEC 2020 TO OCT 2021-DEC 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.

[LongRealty.com](https://www.LongRealty.com) | 1-800-354-5664

This heat map represents the percentage of change in Tucson metro median sales prices from October 2020-December 2020 to October 2021-December 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/06/2022. Information is believed to be reliable, but not guaranteed.