

~ Dove Mountain Market Review Q3 2006 ~

Presented by Gary M. Bufferd, REALTOR® - October 2006
 Windermere Distinctive Homes and Land - The Mehalic-Halle Team

The summer is typically a slow time of the market for Tucson, and the sale of homes and custom lots in Dove Mountain during the months of July, August, and September is exemplary of this normal seasonal trend. Only 33 homes sold through the MLS during Q3 2006 (vs. 52 homes in Q2), and the average sales price decreased by more than 17%. In addition, only 4 custom lots sold through the MLS during Q3 2006 (vs. 25 lots in Q2), but the average sales price increased by nearly 12%. However, now that autumn is upon us (meaning cooler temperatures and the return of winter visitors to Tucson), I expect to see a pick-up in the real estate market during the last quarter of the year.

Although listing inventory has climbed to record levels (9,401 active listings in August for all of Tucson, with 138 homes and 30 lots presently for sale through the MLS in Dove Mountain), I'm confident that our community will continue to be a desirable place to live or own property, and a great investment in your future. Not only was Tucson ranked recently as one of Money Magazine's "Best Places to Retire," but with the Dove Mountain Convenience Center nearing completion, the Accenture Match Play Golf Championship coming in Feb 2007, and plans for the Ritz-Carlton Resort having been approved by the Marana Town Council, our community just keeps getting better and better!

As the Dove Mountain Specialist of The Mehalic-Halle Team, I'd like to help you get top dollar for your home or custom lot. If you're considering selling or buying property in Dove Mountain or another community in NW Tucson, then please rely upon my knowledge and expertise. My business and success are based on performance (rather than promises), but you'll have my personal commitment to provide you with exceptional service that meets your needs and I'll endeavor to exceed your expectations!

HOMES IN DOVE MOUNTAIN - Sold in Q3 '06 (Based on TAR/MLS Statistics, as of 10/8/06 - "DOM" = "Days on Market")

SUBDIVISION	HOMES SOLD	LOW PRICE	HIGH PRICE	AVERAGE PRICE	AVG \$/S.F.	AVG DOM
The Bluffs	3	\$350,000	\$485,000	\$436,667	\$184.33	76
Canyon Pass	1	\$1,350,000	\$1,350,000	\$1,350,000	\$385.27	198
Dos Lagos	0	N/A	N/A	N/A	N/A	N/A
The Gallery	0	N/A	N/A	N/A	N/A	N/A
Heritage Highlands	12	\$249,000	\$450,930	\$330,963	\$178.29	74
The Preserve	7	\$330,000	\$625,000	\$430,786	\$176.13	74
Quail Crossing	3	\$225,000	\$362,500	\$276,833	\$173.74	76
The Villages	7	\$165,000	\$309,000	\$253,429	\$177.83	67
Total	33	\$165,000	\$1,350,000	\$371,259	\$189.17	77

CUSTOM LOTS IN DOVE MOUNTAIN - Sold in Q3 '06 (Based on TAR/MLS Statistics, as of 10/8/06 - "DOM" = "Days on Market")

SUBDIVISION	LOTS SOLD	LOW PRICE	HIGH PRICE	AVERAGE PRICE	AVG \$/ACRE	AVG DOM
Canyon Pass	4	\$470,000	\$658,000	\$537,000	\$280,417	58
The Gallery	0	N/A	N/A	N/A	N/A	N/A
Total	4	\$470,000	\$658,000	\$537,000	\$280,417	58



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Gary M. Bufferd, REALTOR®

Your Dove Mountain Specialist

(520) 591-1342 mobile

gbufferd@comcast.net e-mail

www.DoveMountainSpecialist.com


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