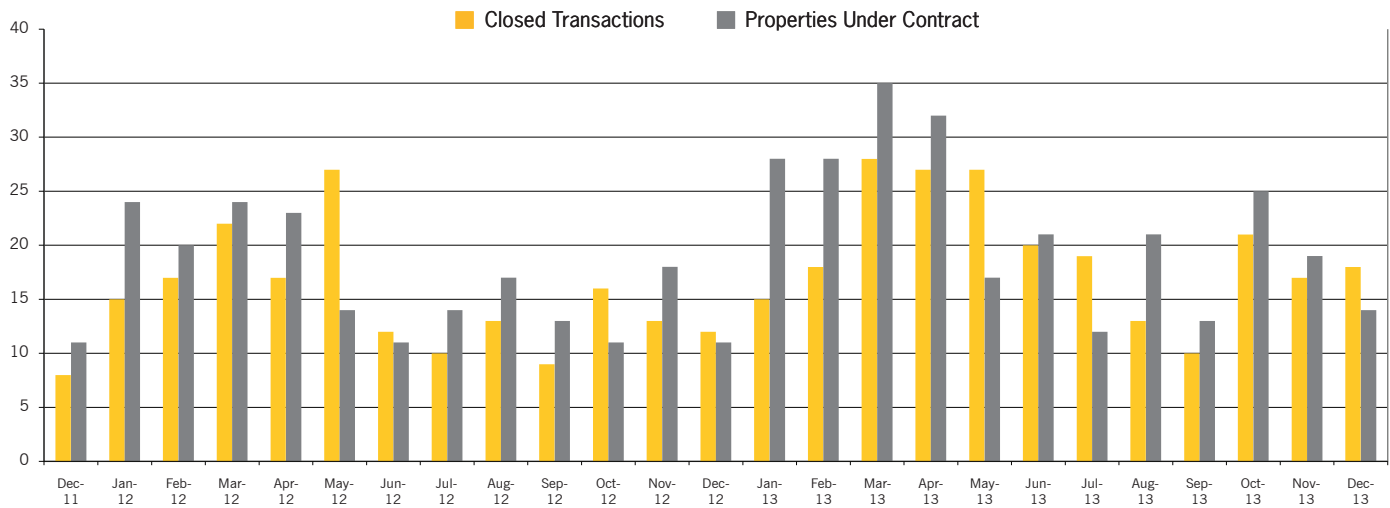




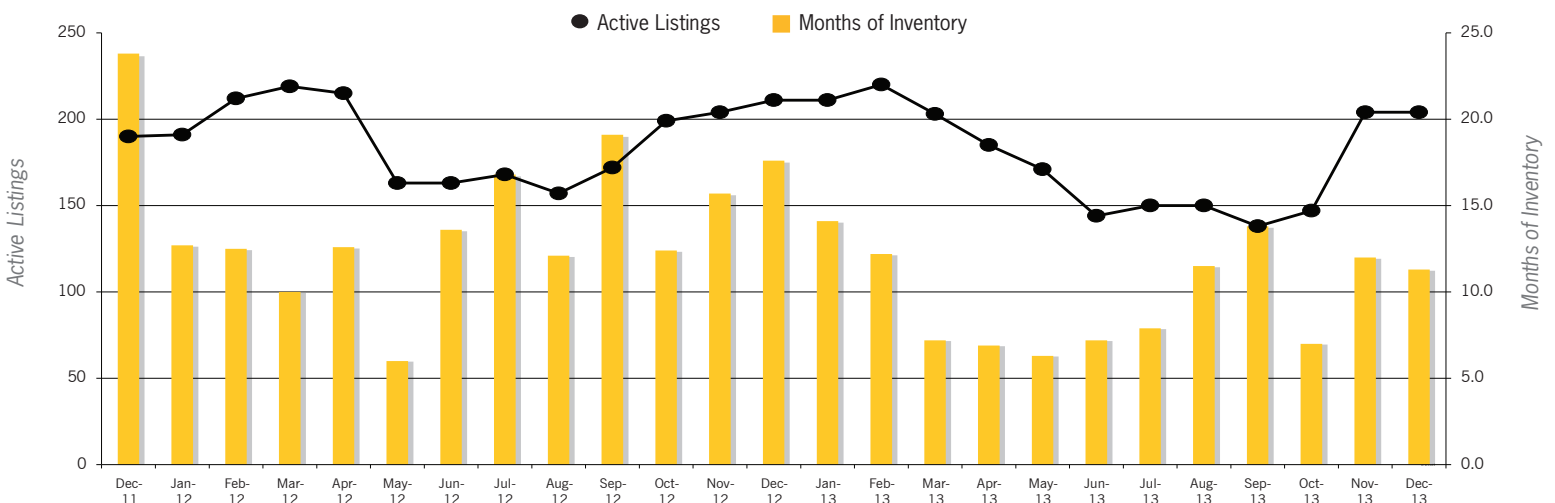
## SaddleBrooke | January 2014

In the SaddleBrooke area, December 2013 active inventory was 204, a 3% decrease from December 2012. There were 18 closings in December 2013, a 50% increase from December 2012. Months of Inventory was 11.3, down from 17.6 in December 2012. Median price of sold homes was \$277,500 for the month of December 2013, down 17% from December 2012. The SaddleBrooke area had 14 new properties under contract in December 2013, up 27% from December 2012.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SADDLEBROOKE



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SADDLEBROOKE

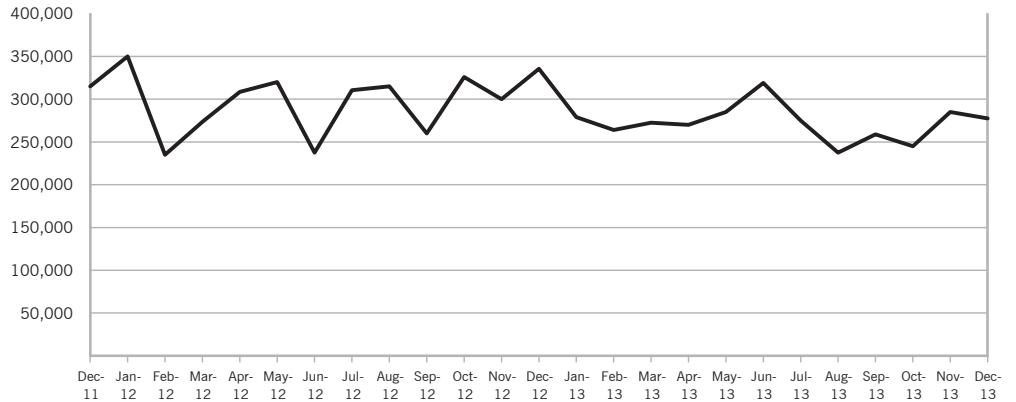


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 01/06/2014 is believed to be reliable, but not guaranteed.



## MEDIAN PRICE – SADDLEBROOKE

*This graph represents the median sold home prices over the past two years.*



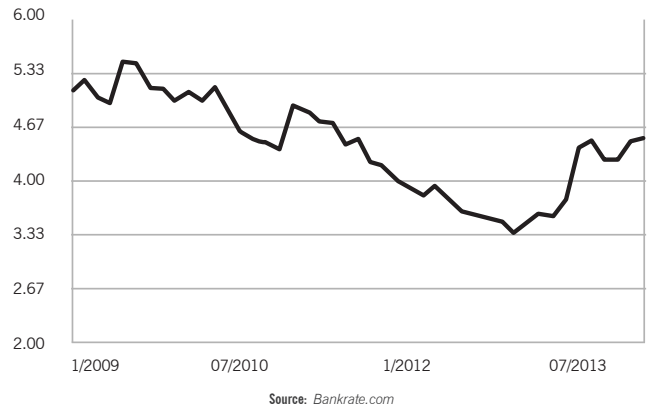
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SADDLEBROOKE

Year	Median Price	Int. Rate	MO. Payment
2006	\$370,000	6.70%	\$2,303.97
2012	\$335,500	3.50%	\$1,431.22
2013	\$277,500	4.25%	\$1,296.88

Source: Residential median sales prices. Data obtained 01/06/2014 from TARMLS using Brokermetrics software. 2006 Monthly payments based on an FHA mortgage with a 3.5% down payment on a median priced home, 2012 and 2013 amounts based on 5% down payment. All data obtained is believed to be reliable, but not guaranteed.

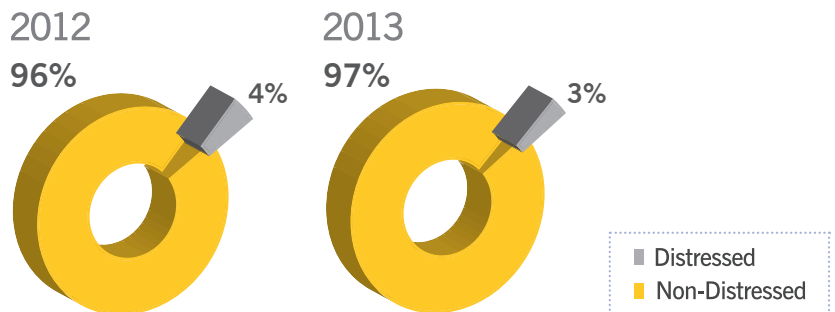
## 30 YEAR FIXED MORTGAGE RATE

*While mortgage rates have increased slightly recently, they are still well below 2009 levels.*



## DISTRESSED VS. NON-DISTRESSED SALES – SADDLEBROOKE

*The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.*





# The Housing Report



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SaddleBrooke | January 2014

## MARKET CONDITIONS BY PRICE BAND – SADDLEBROOKE

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
\$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	2	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	11	0	3	0	2	3	3	3.7	4.4	Slightly Seller
\$200,000 - 224,999	21	4	2	2	5	2	3	7.0	4.2	Slightly Seller
\$225,000 - 249,999	20	5	3	3	4	1	2	10.0	8.6	Buyer
\$250,000 - 274,999	7	0	0	0	1	1	1	7.0	8.3	Slightly Buyer
\$275,000 - 299,999	17	3	1	2	1	2	1	17.0	12.5	Buyer
\$300,000 - 349,999	35	4	2	2	4	4	3	11.7	9.1	Buyer
\$350,000 - 399,999	29	2	2	1	1	3	1	29.0	18.0	Buyer
\$400,000 - 499,999	31	2	0	0	1	1	2	15.5	25.0	Buyer
\$500,000 - 599,999	17	0	0	0	2	0	1	17.0	18.0	Buyer
\$600,000 - 699,999	13	0	0	0	0	0	1	13.0	36.0	Buyer
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$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	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
<b>TOTAL</b>	<b>204</b>	<b>20</b>	<b>15</b>	<b>10</b>	<b>21</b>	<b>17</b>	<b>18</b>	<b>11.3</b>	<b>10.7</b>	<b>Buyer</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 01/06/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2013 - 12/31/2013. Information is believed to be reliable, but not guaranteed.



# The Housing Report



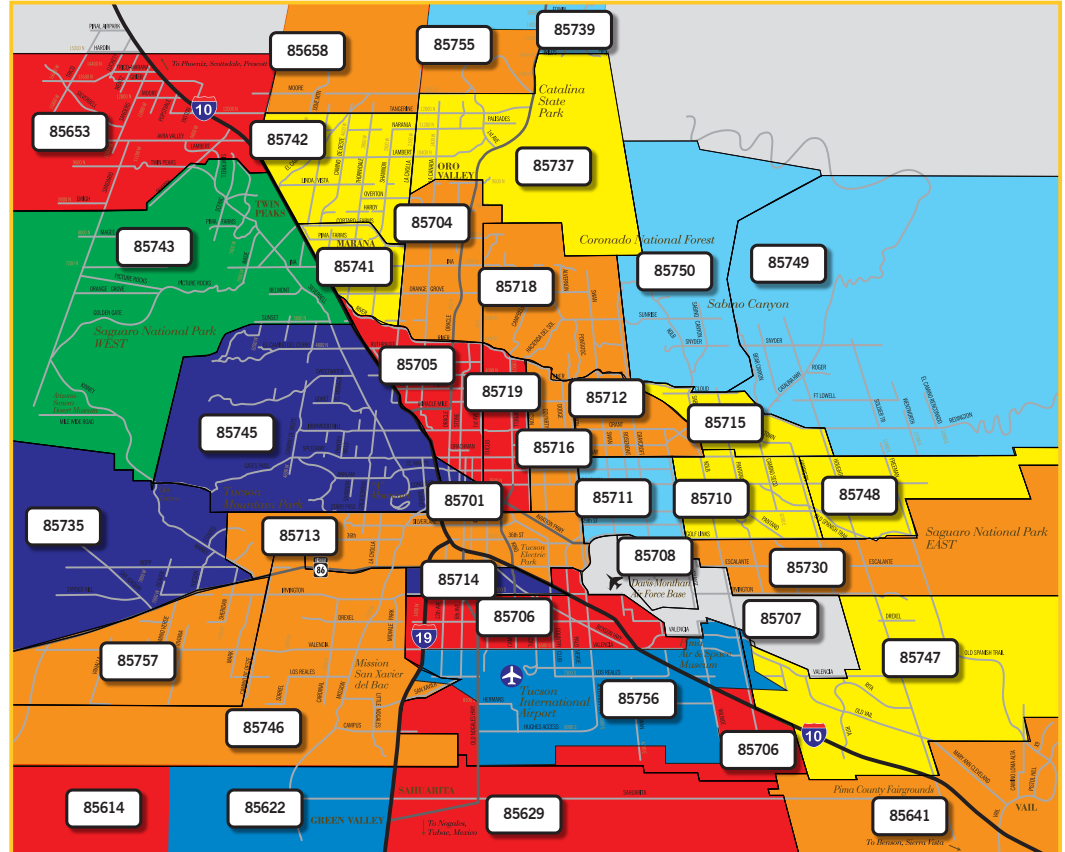
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SaddleBrooke | January 2014

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

### DECEMBER 2012 TO DECEMBER 2013

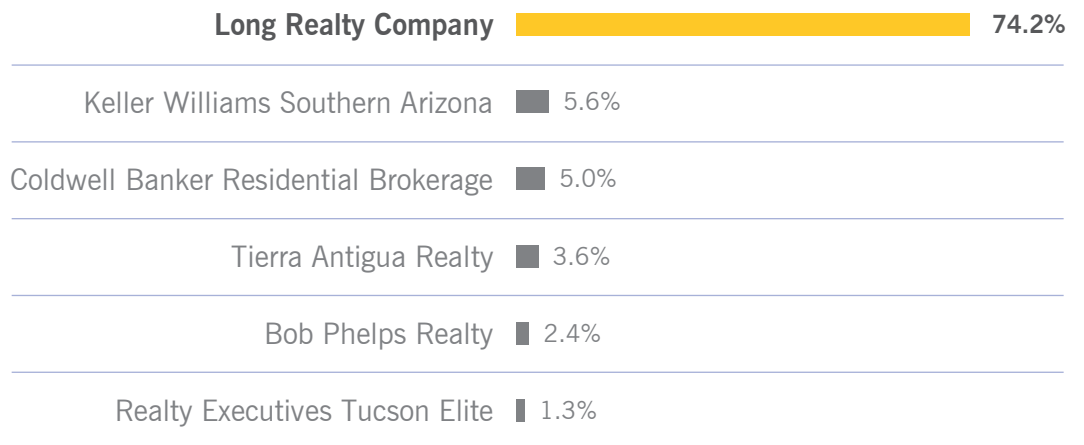
*This heat map represents the percentage of change in Tucson metro median sales prices from December 2012 to December 2013 by zip code.*



## MARKET SHARE – SADDLEBROOKE

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 01/06/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 01/01/2013 – 12/31/2013 rounded to the nearest tenth of one percent and deemed to be correct.*



The SaddleBrooke Housing Report is comprised of data for residential properties in the subdivision of SaddleBrooke. 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.

*These statistics are based on information obtained from the TARMLS and GVARMLS on 01/06/2014. Information is believed to be reliable, but not guaranteed.*