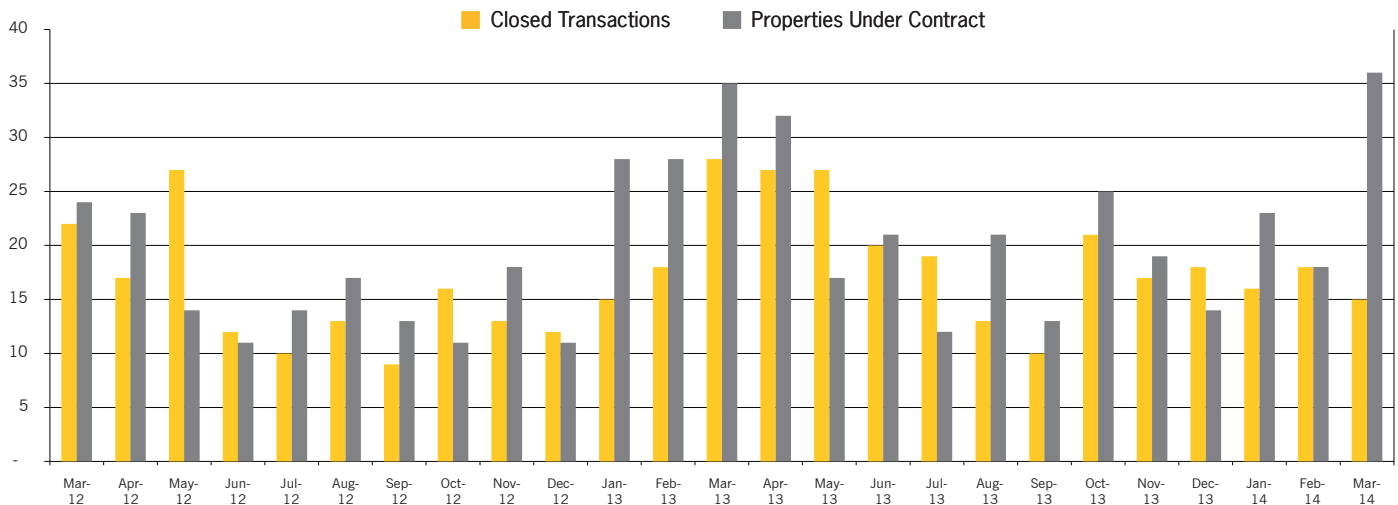




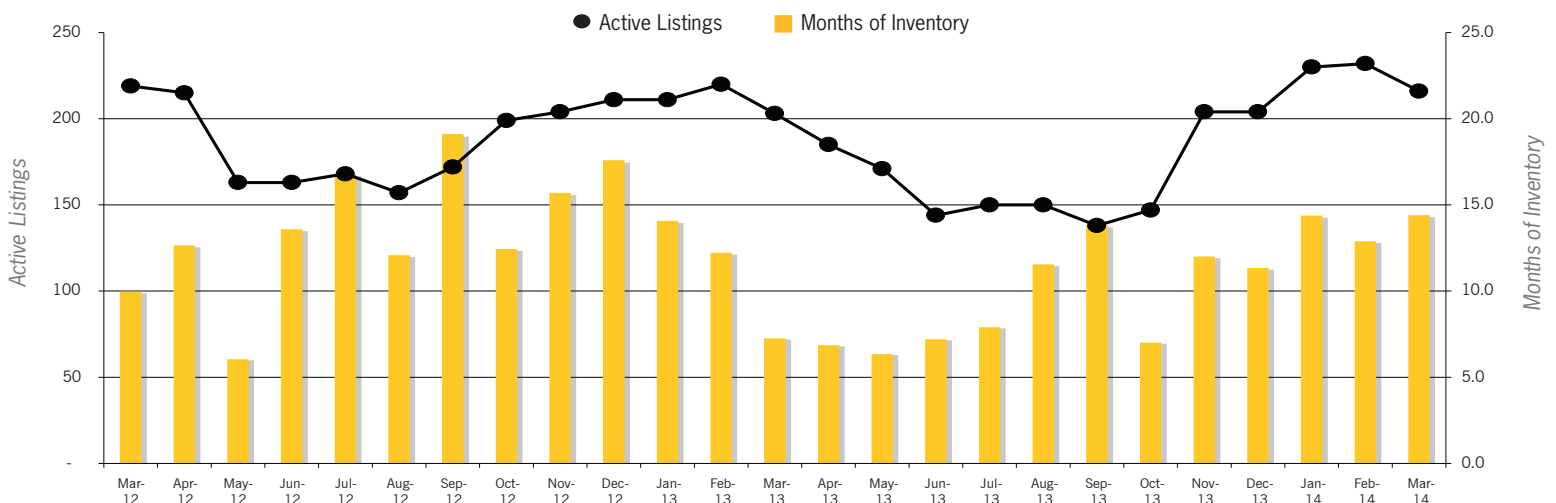
## SaddleBrooke | April 2014

In the SaddleBrooke area, March 2014 active inventory was 216, a 6% increase from March 2013. There were 15 closings in March 2014, a 46% decrease from March 2013. Months of Inventory was 14.4, up from 7.3 in March 2013. Median price of sold homes was \$320,000 for the month of March 2014, up 17% from March 2013. The SaddleBrooke area had 36 new properties under contract in March 2014, up 3% from March 2013.

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



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SADDLEBROOKE

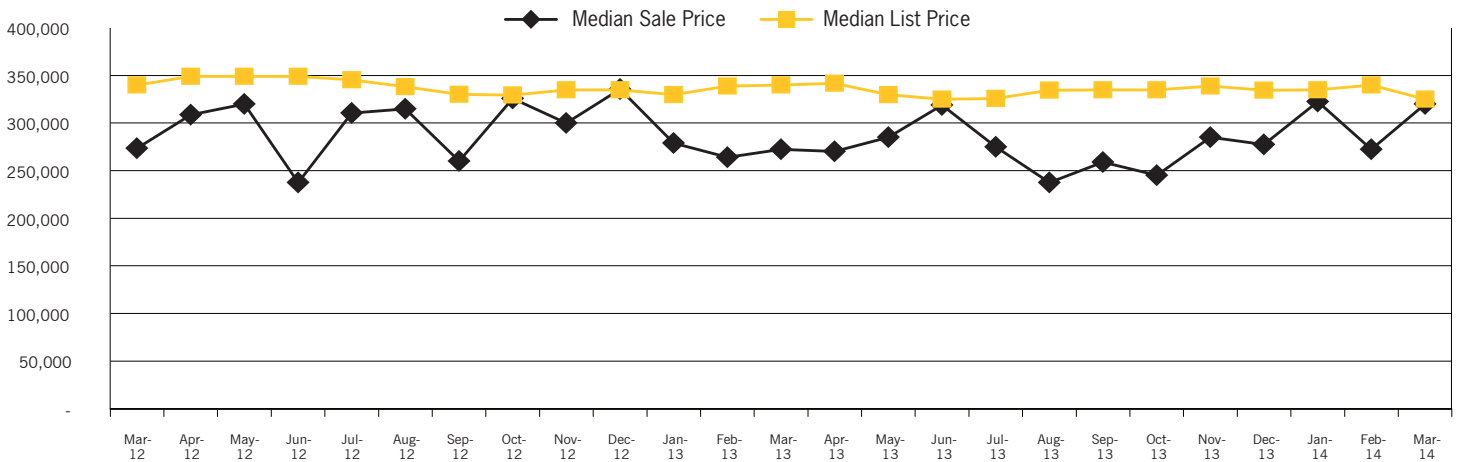


*Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 04/03/2014 is believed to be reliable, but not guaranteed.*



SaddleBrooke | April 2014

## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SADDLEBROOKE

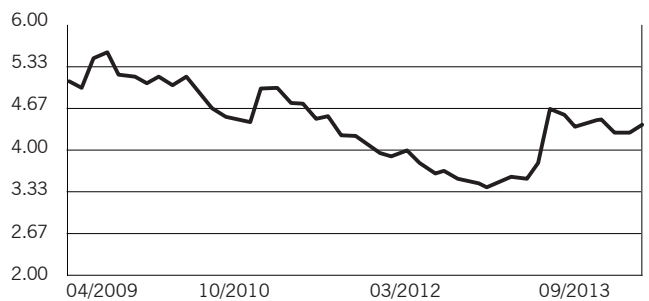


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SADDLEBROOKE

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.14%	\$1,086.35
2013	\$272,500	3.75%	\$1,198.89
2014	\$320,000	4.50%	\$1,540.32

## 30 YEAR FIXED MORTGAGE RATE

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

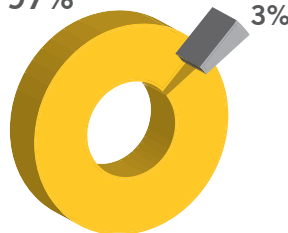


Source: Bankrate.com

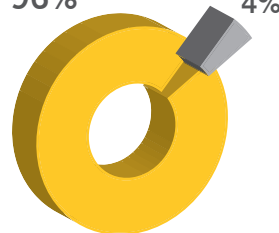
## DISTRESSED VS. NON-DISTRESSED SALES – SADDLEBROOKE

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.

2013  
97%



2014 Year to Date  
96%



■ Distressed  
■ Non-Distressed



# The Housing Report

Stephen Woodall | (520) 818-4504  
Stephen@TeamWoodall.com | TeamWoodall.com



SaddleBrooke | April 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
		Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14			
\$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	2	0	0	0	1	1	1	2.0	2.7	<b>Seller</b>
\$175,000 - 199,999	14	2	3	3	0	0	2	7.0	18.5	<b>Buyer</b>
\$200,000 - 224,999	19	5	2	3	0	4	1	19.0	13.6	<b>Buyer</b>
\$225,000 - 249,999	13	4	1	2	2	3	0	n/a	9.0	<b>Buyer</b>
\$250,000 - 274,999	14	1	1	1	1	1	1	14.0	13.3	<b>Buyer</b>
\$275,000 - 299,999	17	1	2	2	2	3	2	8.5	7.0	<b>Slightly Buyer</b>
\$300,000 - 349,999	38	4	4	3	4	0	2	19.0	21.2	<b>Buyer</b>
\$350,000 - 399,999	28	1	3	1	4	0	2	14.0	15.3	<b>Buyer</b>
\$400,000 - 499,999	35	1	1	2	0	2	3	11.7	21.4	<b>Buyer</b>
\$500,000 - 599,999	24	2	0	1	2	2	0	n/a	16.0	<b>Buyer</b>
\$600,000 - 699,999	10	0	0	1	1	0	1	10.0	16.5	<b>Buyer</b>
\$700,000 - 799,999	1	0	0	0	1	0	0	n/a	3.0	<b>Seller</b>
\$800,000 - 899,999	1	0	0	0	0	2	0	n/a	2.5	<b>Seller</b>
\$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>216</b>	<b>21</b>	<b>17</b>	<b>19</b>	<b>18</b>	<b>18</b>	<b>15</b>	<b>14.4</b>	<b>13.3</b>	<b>Buyer</b>

				
<b>Seller's Market</b>	<b>Slight Seller's Market</b>	<b>Balanced Market</b>	<b>Slight Buyer's Market</b>	<b>Buyer's Market</b>

Statistics based on information obtained from TARMLS and using Brokermetrics software on 04/03/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2014 - 3/31/2014. Information is believed to be reliable, but not guaranteed.



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Stephen Woodall | (520) 818-4504  
Stephen@TeamWoodall.com | TeamWoodall.com

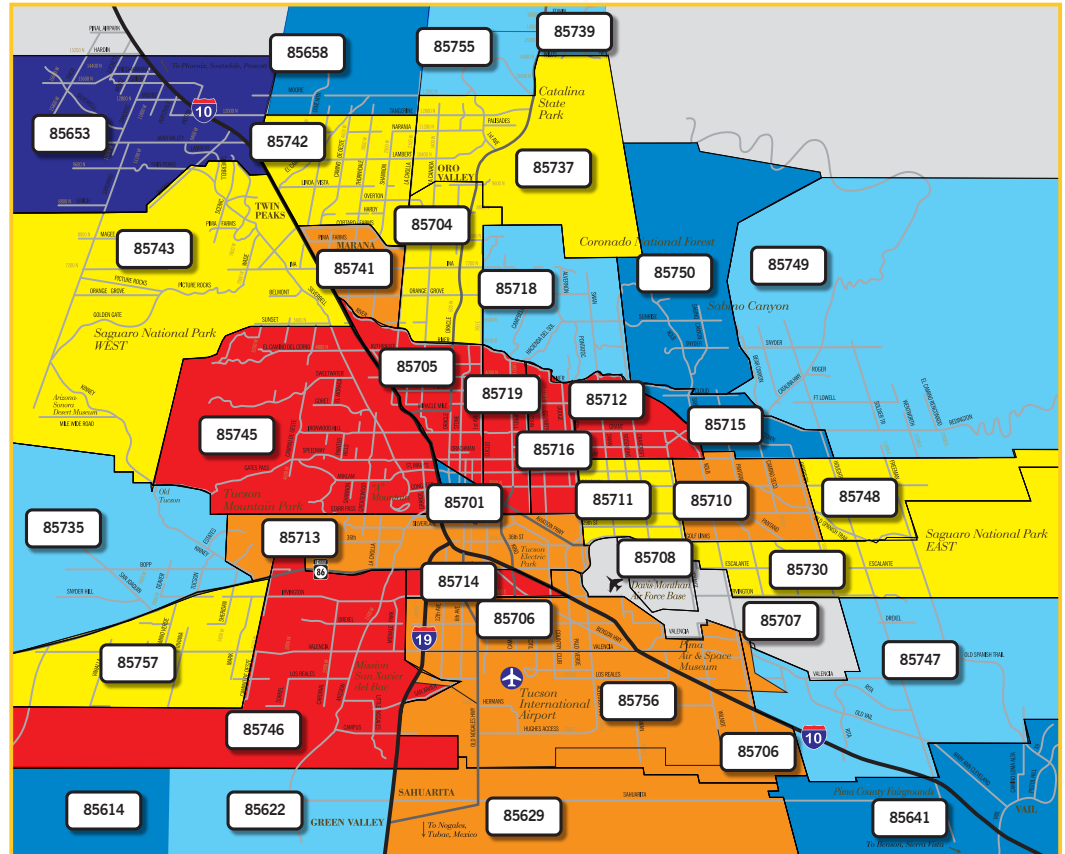


SaddleBrooke | April 2014

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MARCH 2013 TO  
MARCH 2014

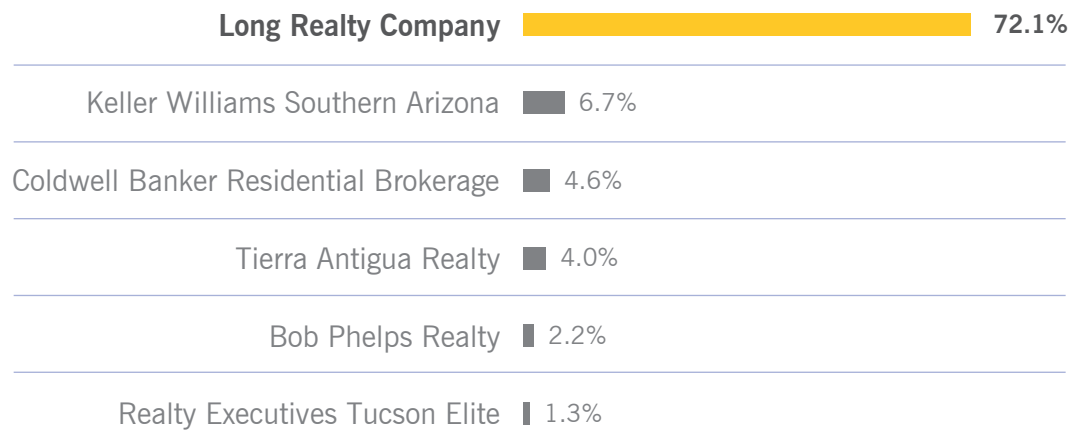
*This heat map represents the percentage of change in Tucson metro median sales prices from March 2013 to March 2014 by zip code.*



## MARKET SHARE – SADDLEBROOKE

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

*Data Obtained 04/03/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2013 – 03/31/2014 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 04/03/2014. Information is believed to be reliable, but not guaranteed.*