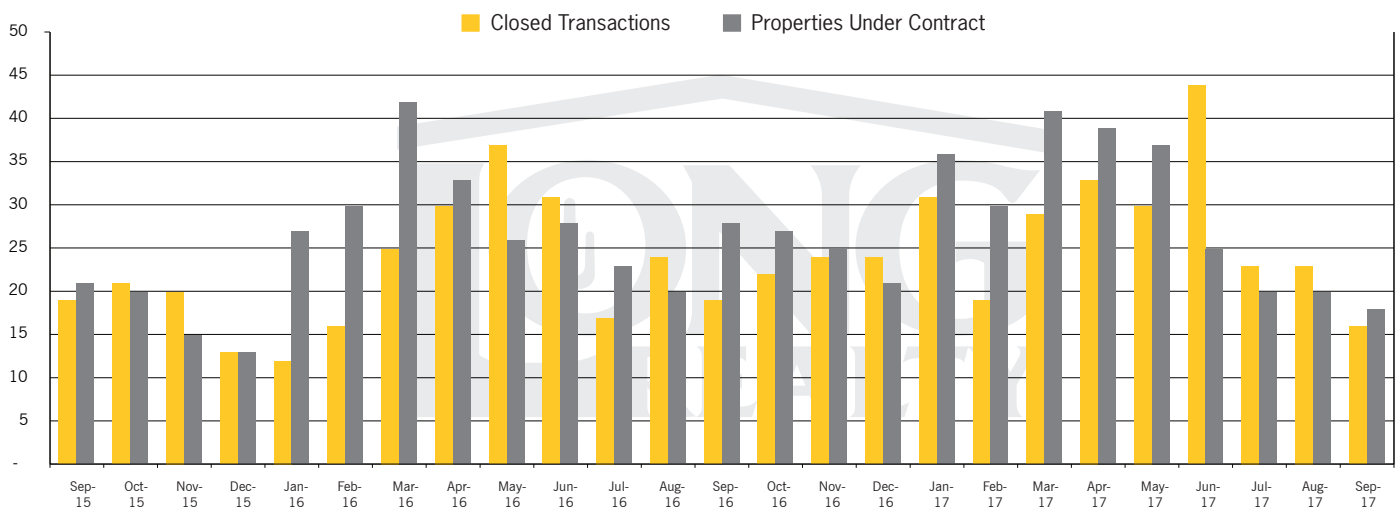




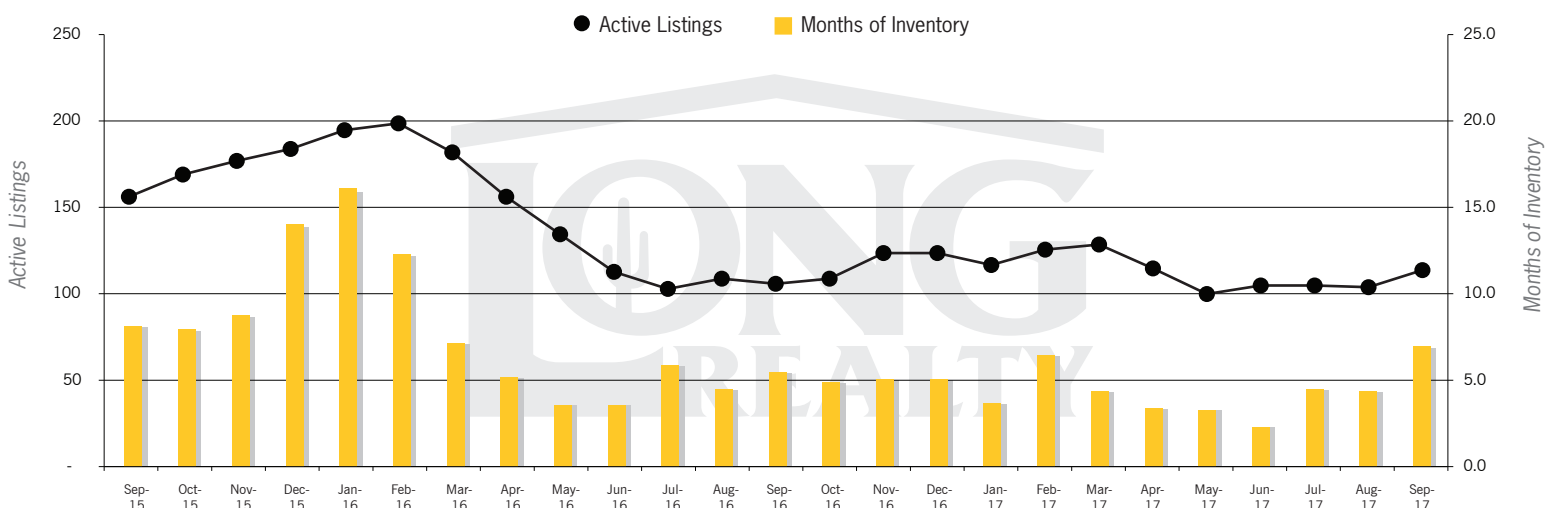
SaddleBrooke | October 2017

In the SaddleBrooke area, September 2017 active inventory was 112, an 8% increase from September 2016. There were 16 closings in September 2017, a 16% decrease from September 2016. Year-to-date 2017 there were 254 closings, a 17% increase from year-to-date 2016. Months of Inventory was 7.0, up from 5.5 in September 2016. Median price of sold homes was \$290,625 for the month of September 2017, down 5% from September 2016. The SaddleBrooke area had 18 new properties under contract in September 2017, down 36% from September 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SADDLEBROOKE



ACTIVE LISTINGS AND MONTHS OF INVENTORY – SADDLEBROOKE

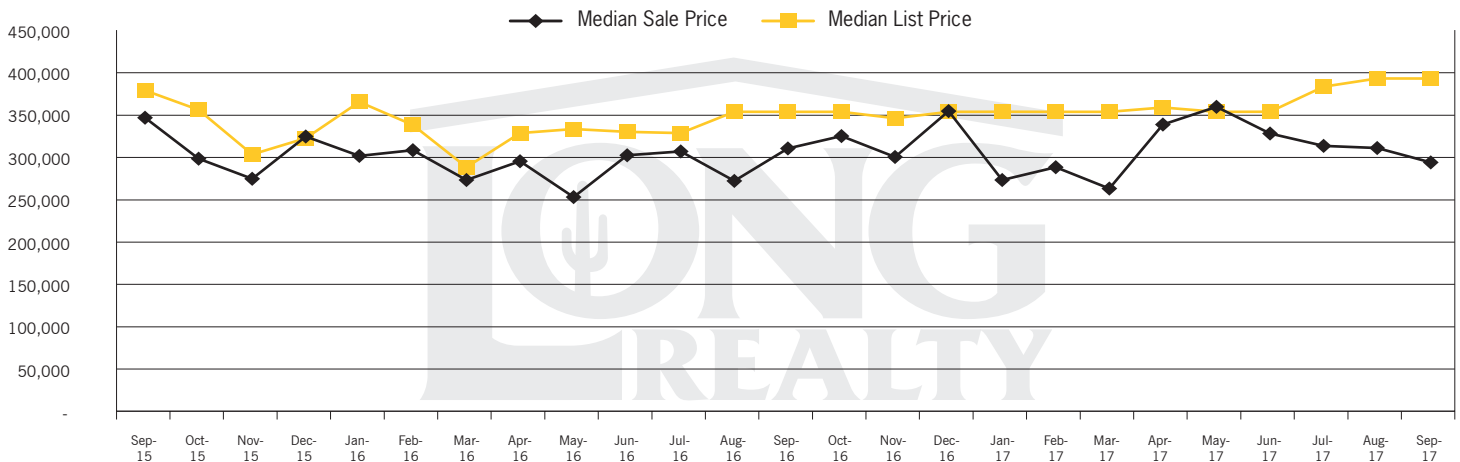


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/04/2017 is believed to be reliable, but not guaranteed.*



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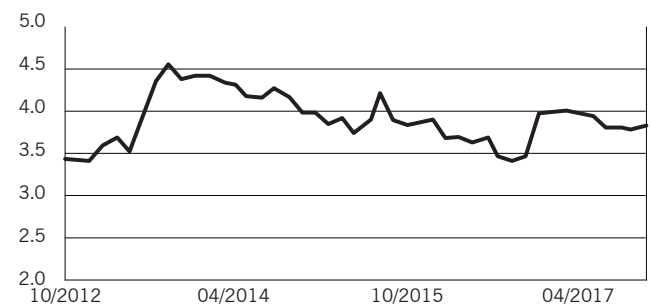
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SADDLEBROOKE



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SADDLEBROOKE

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2016	\$307,000	3.460%	\$1,303.14
2017	\$290,625	3.930%	\$1,307.00

30 YEAR FIXED MORTGAGE RATE



Source: Residential median sales prices. Data obtained 10/04/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





SaddleBrooke | October 2017

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
		Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17			
\$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	2	1	0	0	1	3	0	n/a	0.5	Seller
\$200,000 - 224,999	5	3	1	4	2	1	5	1.0	1.5	Seller
\$225,000 - 249,999	4	4	3	7	3	3	2	2.0	1.6	Seller
\$250,000 - 274,999	7	4	4	5	3	3	0	n/a	3.8	Seller
\$275,000 - 299,999	10	0	1	2	1	1	2	5.0	7.8	Slightly Buyer
\$300,000 - 349,999	16	10	4	6	7	3	1	16.0	3.5	Seller
\$350,000 - 399,999	18	6	8	7	3	5	1	18.0	4.7	Slightly Seller
\$400,000 - 499,999	31	2	4	9	2	3	3	10.3	11.8	Buyer
\$500,000 - 599,999	12	1	3	2	1	1	1	12.0	12.7	Buyer
\$600,000 - 699,999	2	2	1	1	1	0	0	n/a	10.0	Buyer
\$700,000 - 799,999	2	0	0	2	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	0	0	0	0	0	1	1.0	3.0	Seller
\$1,000,000 - and over	1	0	1	0	0	0	0	n/a	n/a	n/a
TOTAL	112	33	30	46	24	23	16	7.0	5.0	Balanced

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 10/04/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2017 - 09/30/2017. Information is believed to be reliable, but not guaranteed.

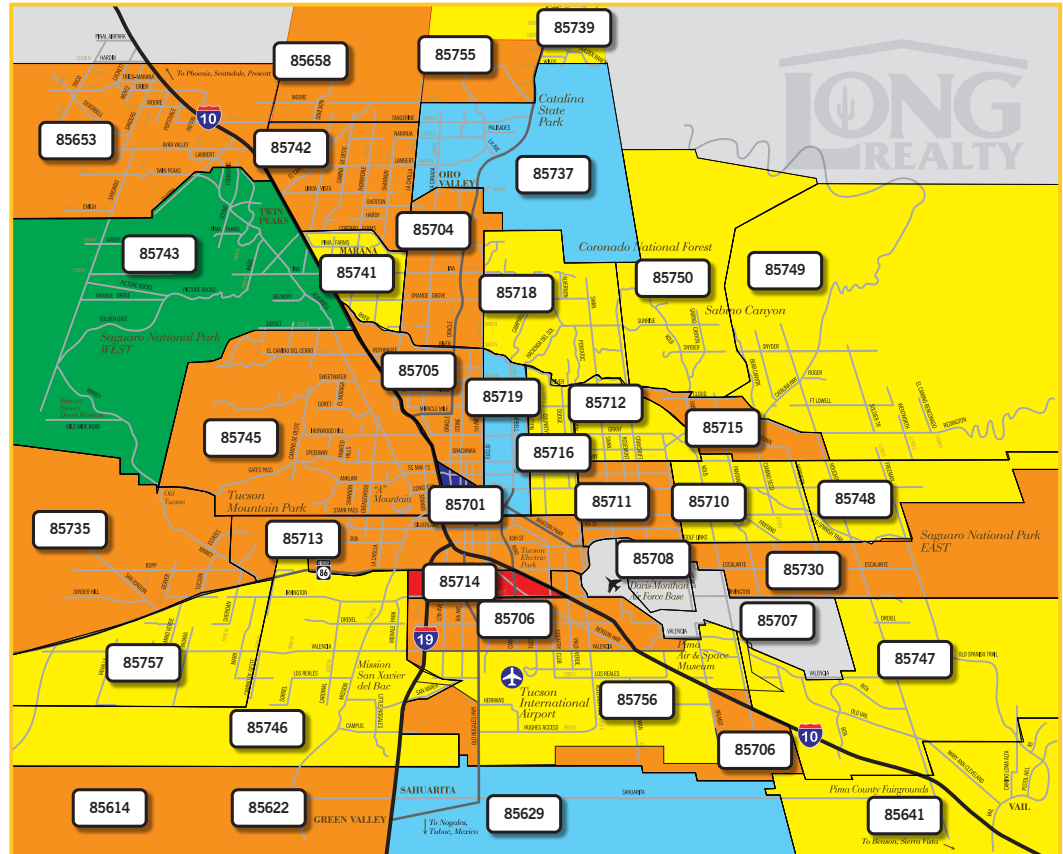


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2016-SEP 2016 TO
JUL 2017-SEP 2017

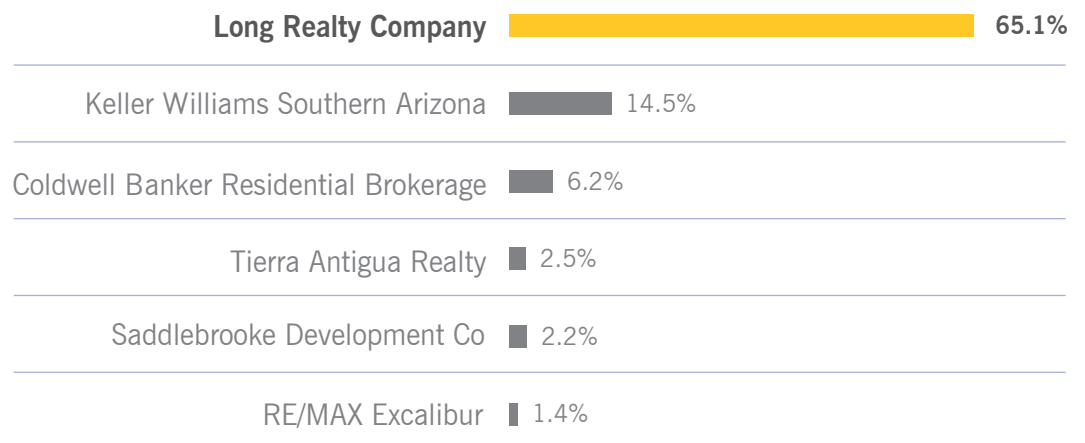
This heat map represents the percentage of change in Tucson metro median sales prices from July 2016-September 2016 to July 2017-September 2017 by zip code.



MARKET SHARE – SADDLEBROOKE

Long Realty leads the market in successful real estate sales.

Data Obtained 10/04/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2016 – 09/30/2017 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.