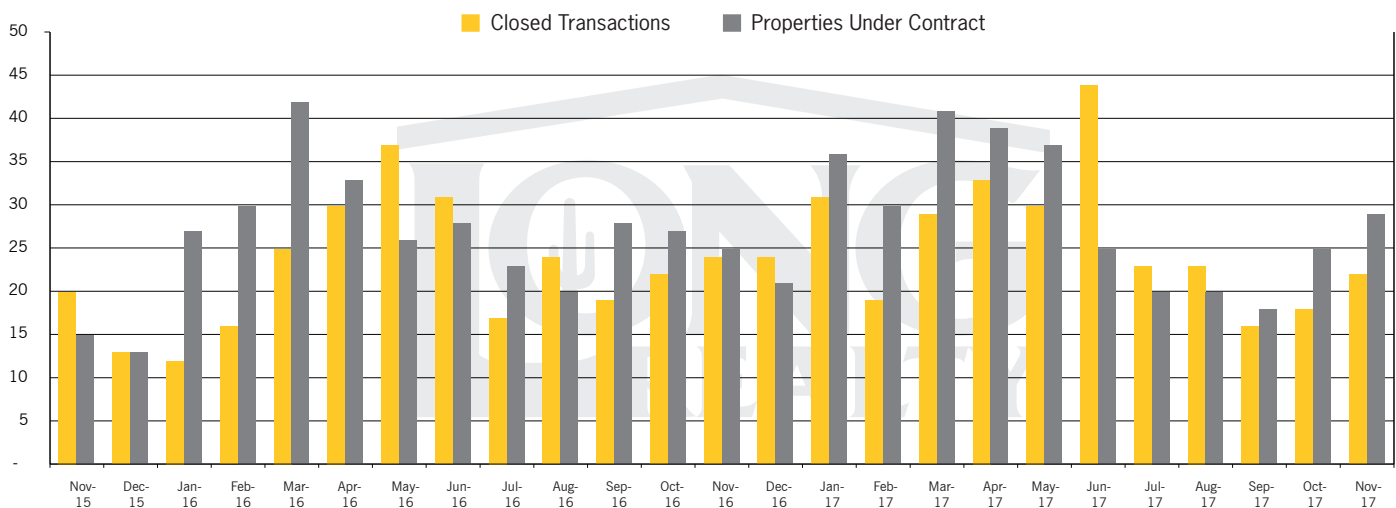




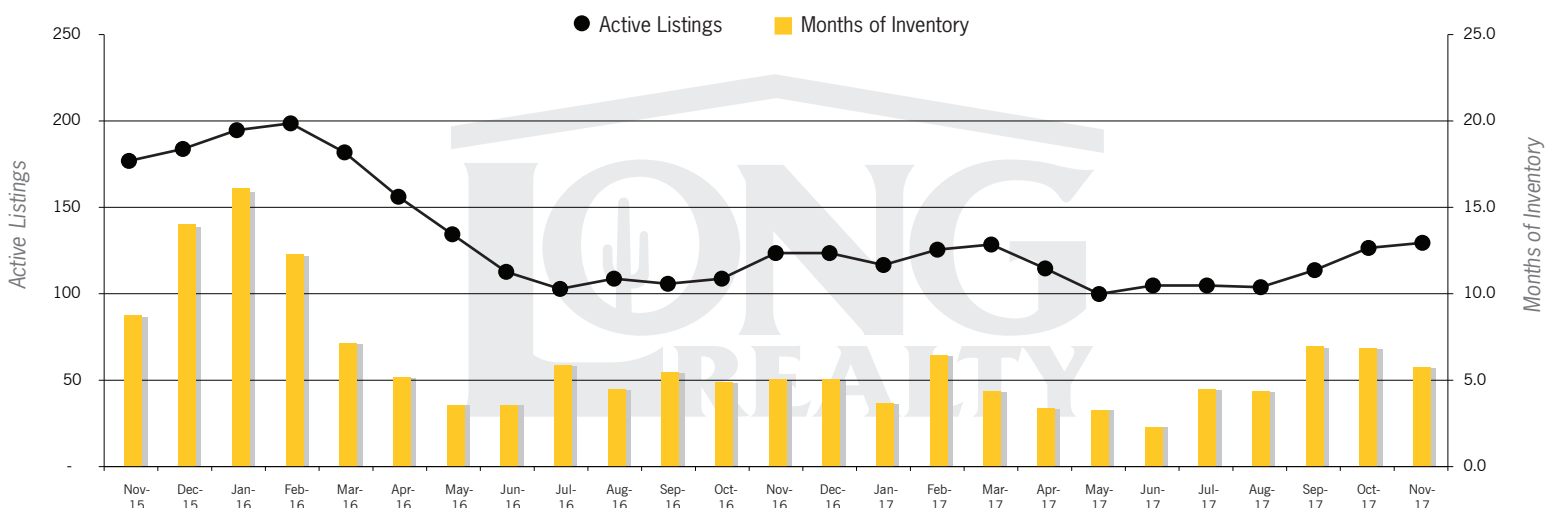
## SaddleBrooke | December 2017

In the SaddleBrooke area, November 2017 active inventory was 128, a 5% increase from November 2016. There were 22 closings in November 2017, an 8% decrease from November 2016. Year-to-date 2017 there were 296 closings, an 11% increase from year-to-date 2016. Months of Inventory was 5.8, up from 5.1 in November 2016. Median price of sold homes was \$347,500 for the month of November 2017, up 17% from November 2016. The SaddleBrooke area had 29 new properties under contract in November 2017, up 16% from November 2016.

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



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SADDLEBROOKE

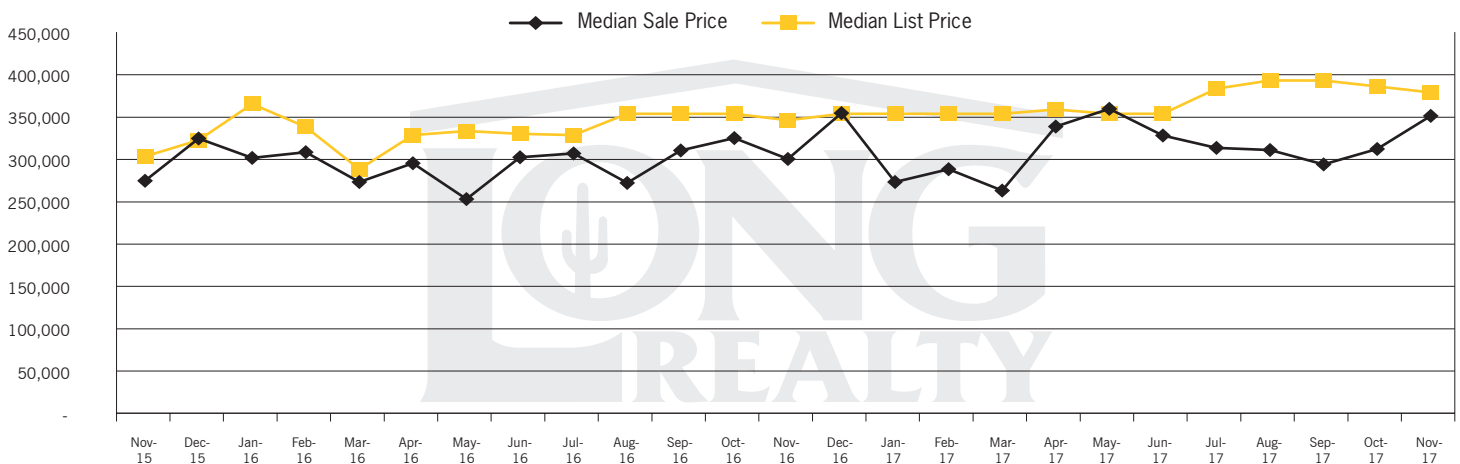


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 12/05/2017 is believed to be reliable, but not guaranteed.*



SaddleBrooke | December 2017

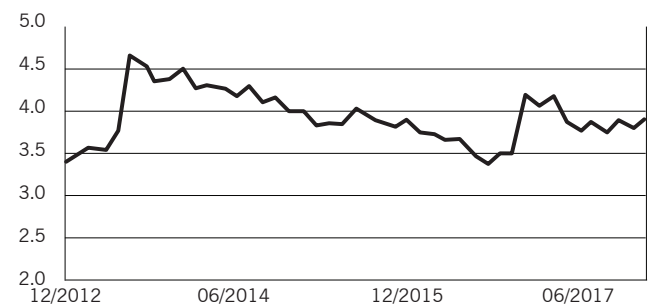
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SADDLEBROOKE



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SADDLEBROOKE

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2016	\$297,000	3.770%	\$1,309.88
2017	\$347,500	4.070%	\$1,589.42

## 30 YEAR FIXED MORTGAGE RATE

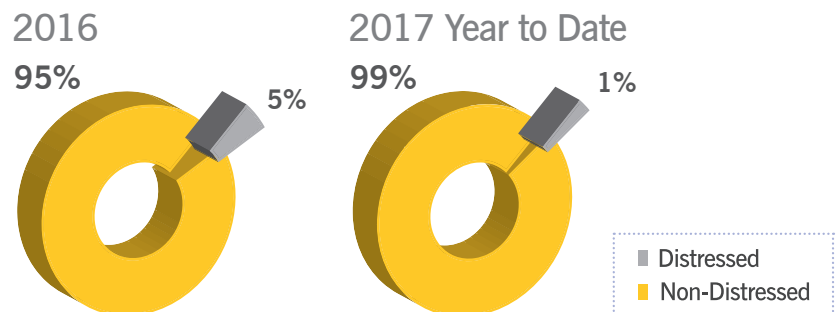


Source: Residential median sales prices. Data obtained 12/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | December 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
		Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-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	1	0	1	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	2	0	1	3	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	8	4	2	1	5	2	1	8.0	2.5	<b>Seller</b>
\$225,000 - 249,999	5	7	3	3	2	3	2	2.5	1.9	<b>Seller</b>
\$250,000 - 274,999	2	5	3	3	0	1	2	1.0	5.3	<b>Balanced</b>
\$275,000 - 299,999	15	2	1	1	3	3	4	3.8	3.7	<b>Seller</b>
\$300,000 - 349,999	13	6	7	3	1	4	2	6.5	6.9	<b>Slightly Buyer</b>
\$350,000 - 399,999	23	7	3	5	1	0	6	3.8	8.7	<b>Buyer</b>
\$400,000 - 499,999	30	9	2	3	3	2	4	7.5	10.2	<b>Buyer</b>
\$500,000 - 599,999	17	2	1	1	1	2	0	n/a	14.3	<b>Buyer</b>
\$600,000 - 699,999	5	1	1	0	0	1	0	n/a	10.0	<b>Buyer</b>
\$700,000 - 799,999	3	2	0	0	0	0	1	3.0	7.0	<b>Slightly Buyer</b>
\$800,000 - 899,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	2	0	0	0	1	0	0	n/a	6.0	<b>Balanced</b>
\$1,000,000 - and over	1	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>128</b>	<b>46</b>	<b>24</b>	<b>24</b>	<b>17</b>	<b>18</b>	<b>22</b>	<b>5.8</b>	<b>6.4</b>	<b>Balanced</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 MLSSAZ and using Brokermetrics software on 12/05/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2017 - 11/30/2017. Information is believed to be reliable, but not guaranteed.

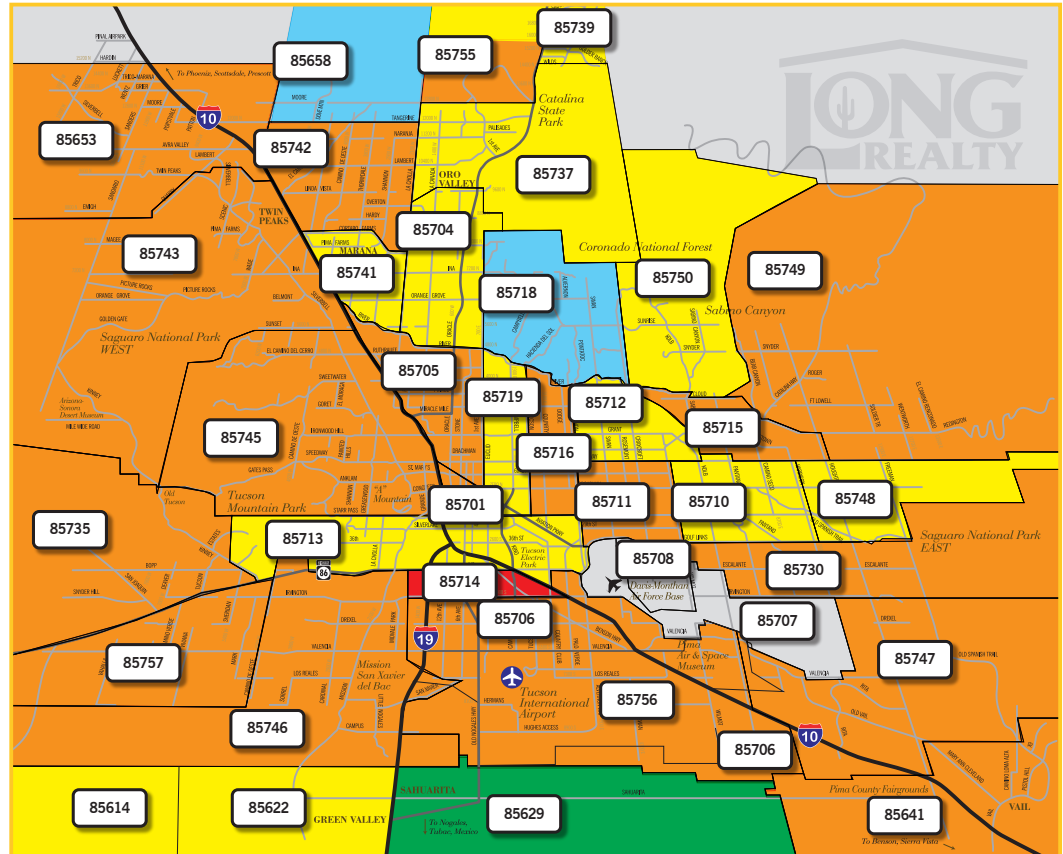
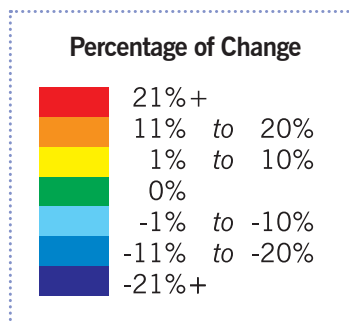


SaddleBrooke | December 2017

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2016-NOV 2016 TO  
SEP 2017-NOV 2017

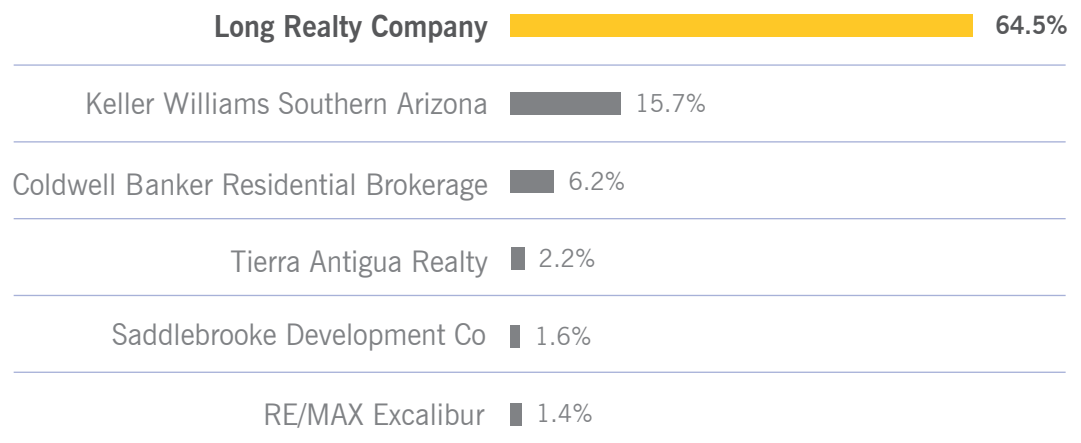
*This heat map represents the percentage of change in Tucson metro median sales prices from September 2016-November 2016 to September 2017-November 2017 by zip code.*



## MARKET SHARE – SADDLEBROOKE

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

*Data Obtained 12/05/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2016 – 11/30/2017 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.