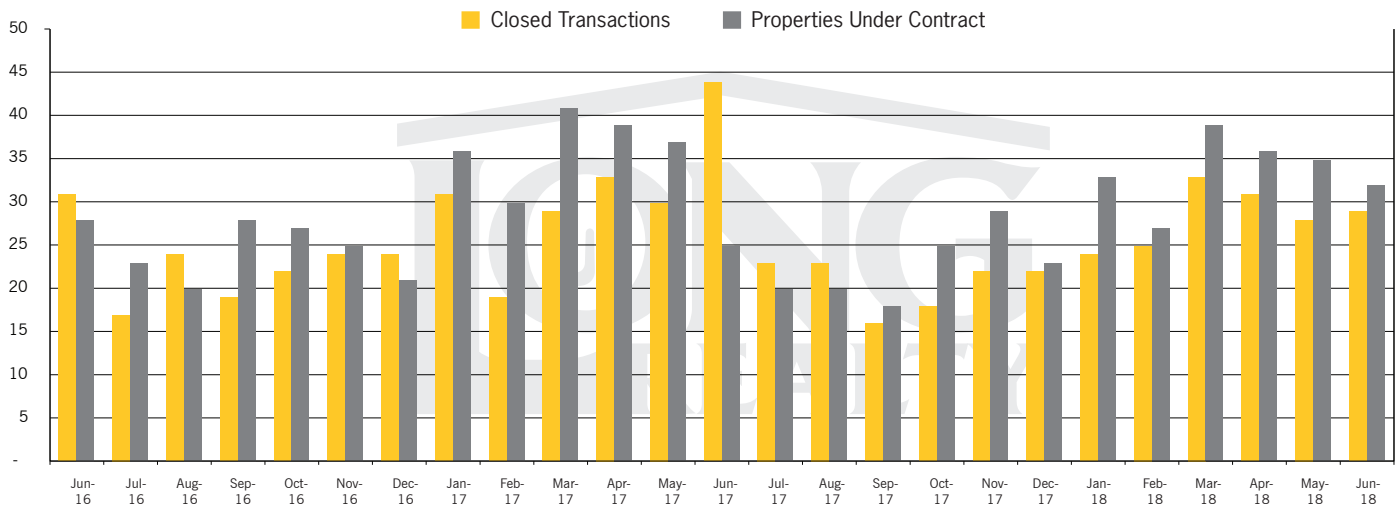




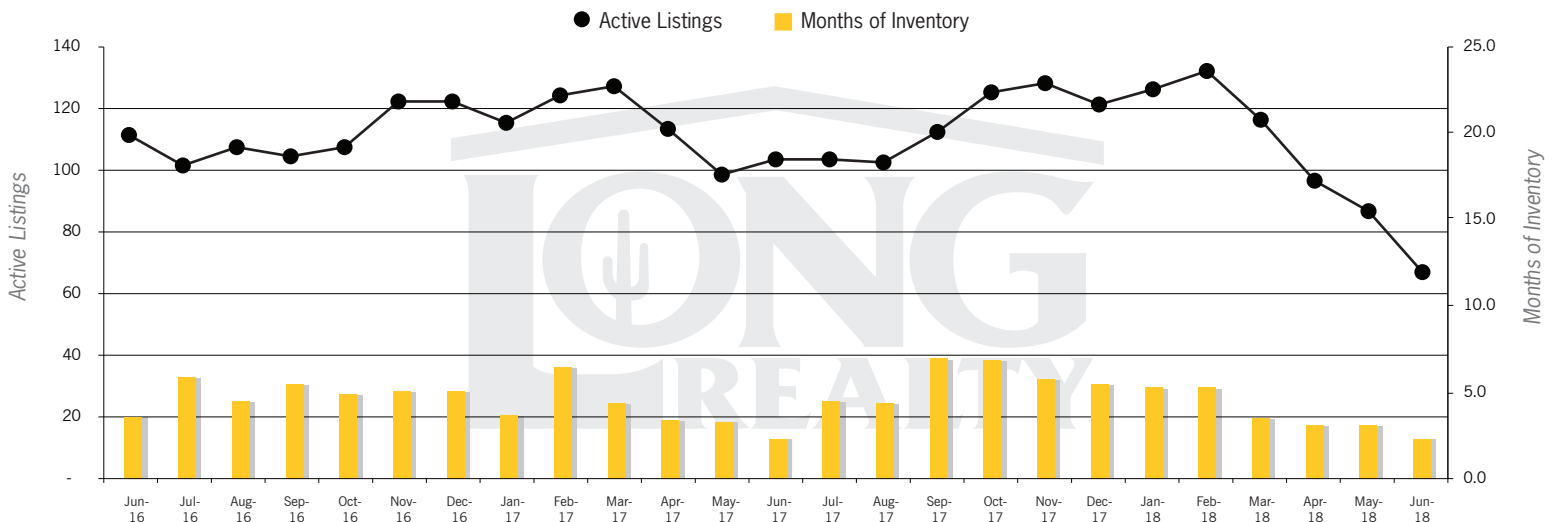
## SaddleBrooke | July 2018

In the SaddleBrooke area, June 2018 active inventory was 66, a 36% decrease from June 2017. There were 29 closings in June 2018, a 34% decrease from June 2017. Year-to-date 2018 there were 170 closings, an 11% decrease from year-to-date 2017. Months of Inventory was 2.3, unchanged from 2.3 in June 2017. Median price of sold homes was \$330,000 for the month of June 2018, up 2% from June 2017. The SaddleBrooke area had 32 new properties under contract in June 2018, up 28% from June 2017.

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



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SADDLEBROOKE

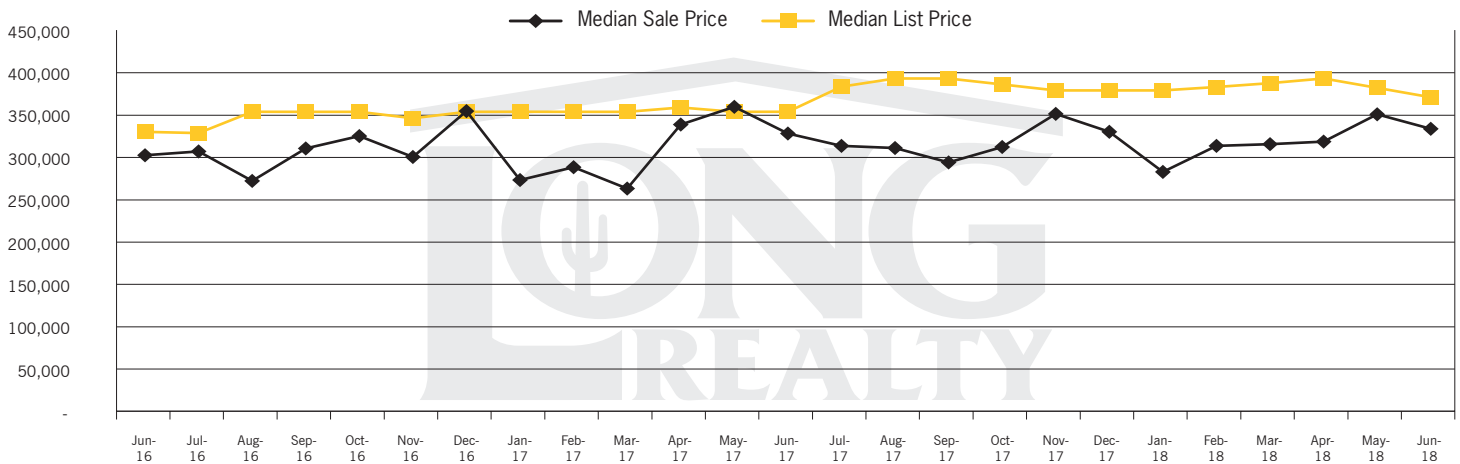


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 07/06/2018 is believed to be reliable, but not guaranteed.



SaddleBrooke | July 2018

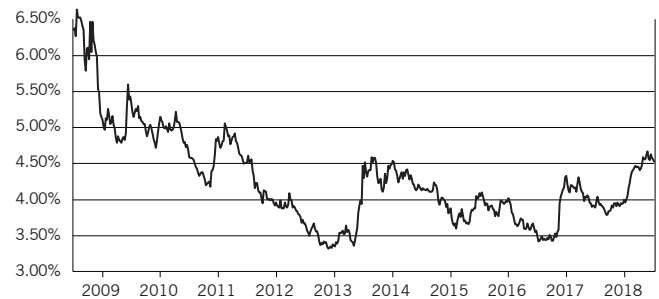
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SADDLEBROOKE



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SADDLEBROOKE

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2017	\$324,500	3.900%	\$1,454.04
2018	\$330,000	4.570%	\$1,601.52

## 30 YEAR FIXED MORTGAGE RATE

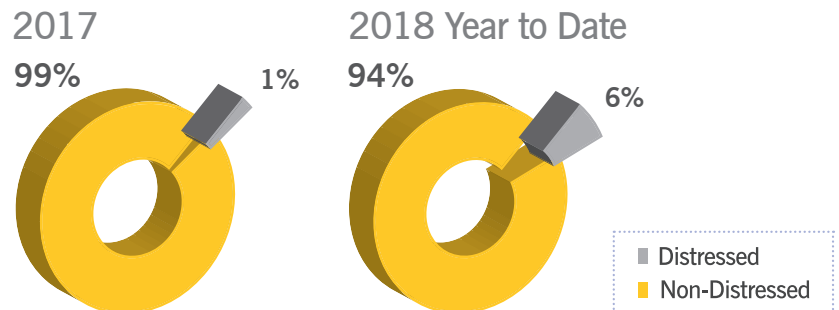


Source: Residential median sales prices. Data obtained 07/06/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.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.





# The Housing Report

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



SaddleBrooke | July 2018

## 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
		Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18			
\$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	0	0	1	0	n/a	0.0	Seller
\$175,000 - 199,999	1	0	1	3	0	3	1	1.0	1.0	Seller
\$200,000 - 224,999	3	5	0	1	3	0	1	3.0	2.8	Seller
\$225,000 - 249,999	4	2	6	4	2	2	1	4.0	2.6	Seller
\$250,000 - 274,999	3	5	2	6	4	3	2	1.5	1.1	Seller
\$275,000 - 299,999	4	4	2	2	3	2	5	0.8	1.4	Seller
\$300,000 - 349,999	5	2	5	4	9	4	7	0.7	1.7	Seller
\$350,000 - 399,999	15	1	6	6	2	7	6	2.5	3.4	Seller
\$400,000 - 499,999	16	3	3	7	5	5	3	5.3	4.6	Slightly Seller
\$500,000 - 599,999	6	2	0	1	1	2	2	3.0	4.2	Slightly Seller
\$600,000 - 699,999	2	0	0	0	1	0	0	n/a	9.0	Buyer
\$700,000 - 799,999	1	0	0	0	1	0	1	1.0	2.0	Seller
\$800,000 - 899,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	2	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>66</b>	<b>24</b>	<b>25</b>	<b>34</b>	<b>31</b>	<b>29</b>	<b>29</b>	<b>2.3</b>	<b>2.8</b>	<b>Seller</b>

				
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 07/06/2018.  
3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2018 - 06/30/2018. Information is believed to be reliable, but not guaranteed.

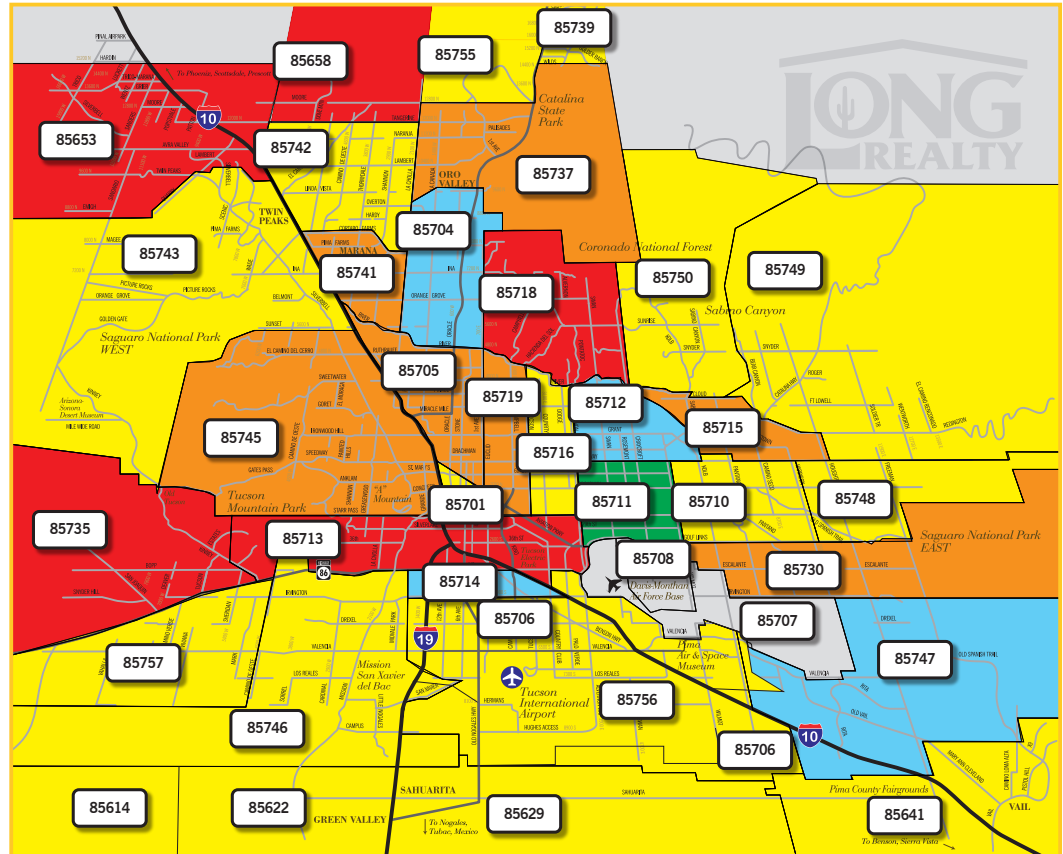


SaddleBrooke | July 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2017-JUN 2017 TO  
APR 2018-JUN 2018

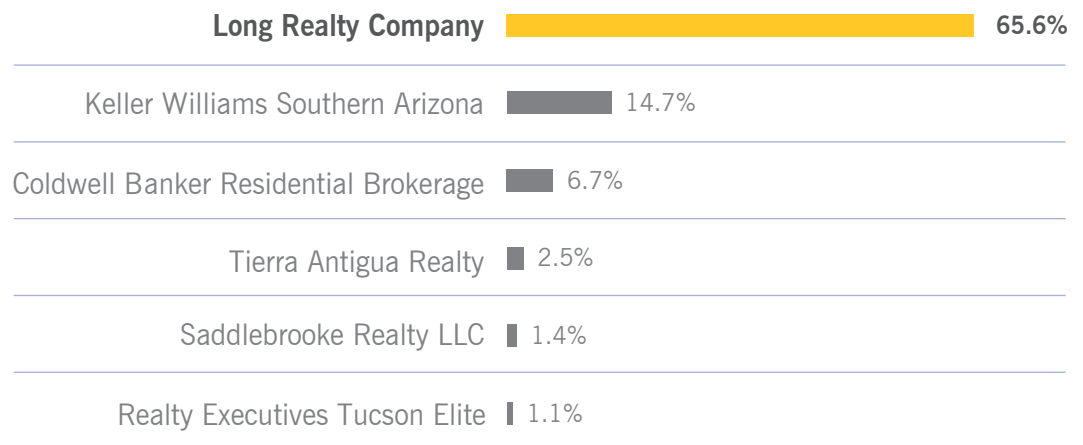
*This heat map represents the percentage of change in Tucson metro median sales prices from April 2017-June 2017 to April 2018-June 2018 by zip code.*



## MARKET SHARE – SADDLEBROOKE

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

*Data Obtained 07/06/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2017 – 06/30/2018 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.