

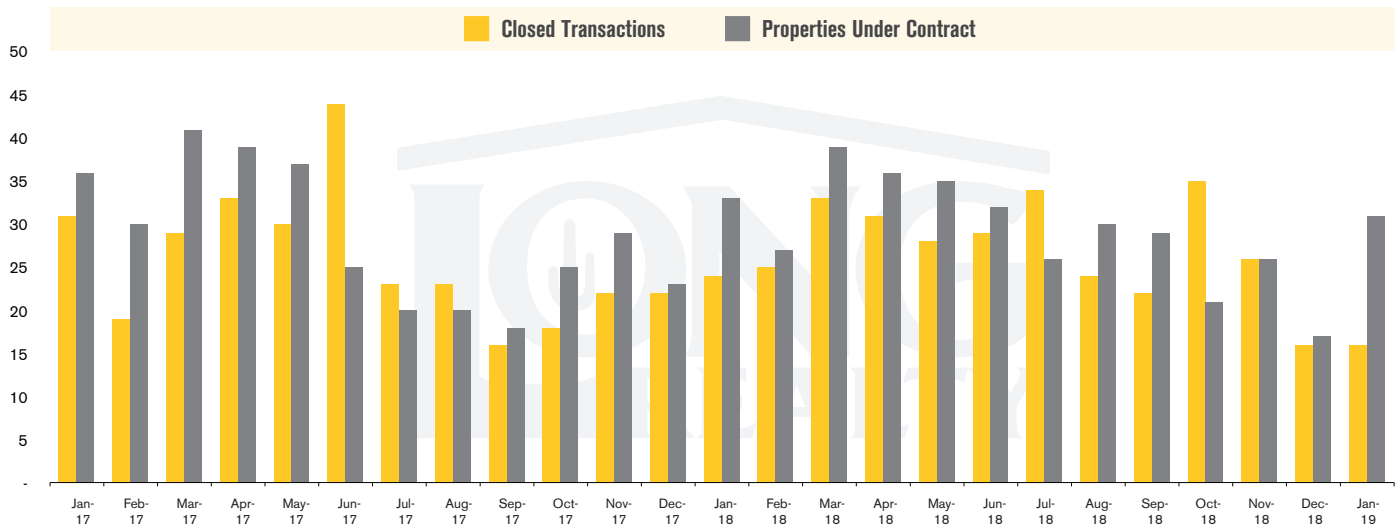
# THE HOUSING REPORT

SADDLEBROOKE | FEBRUARY 2019

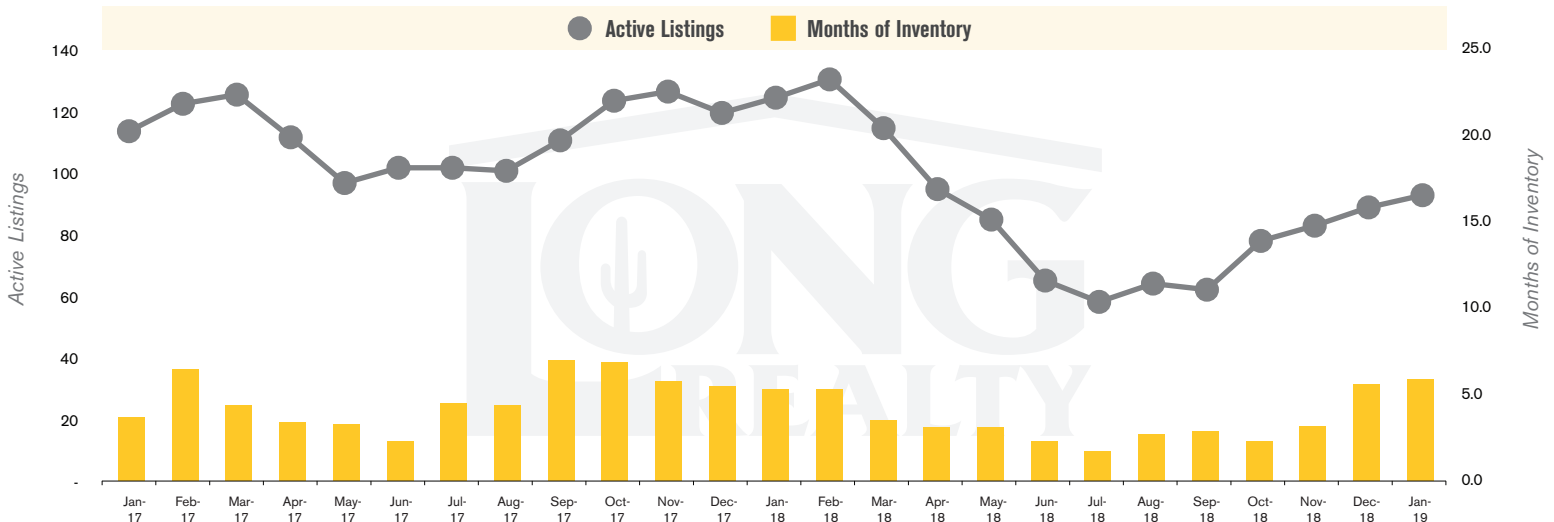


In the SaddleBrooke area, January 2019 active inventory was 94, a 25% decrease from January 2018. There were 16 closings in January 2019, a 33% decrease from January 2018. Months of Inventory was 5.9, up from 5.3 in January 2018. Median price of sold homes was \$281,500 for the month of January 2019, up 1% from January 2018. The SaddleBrooke area had 31 new properties under contract in January 2019, down 6% from January 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SADDLEBROOKE)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)



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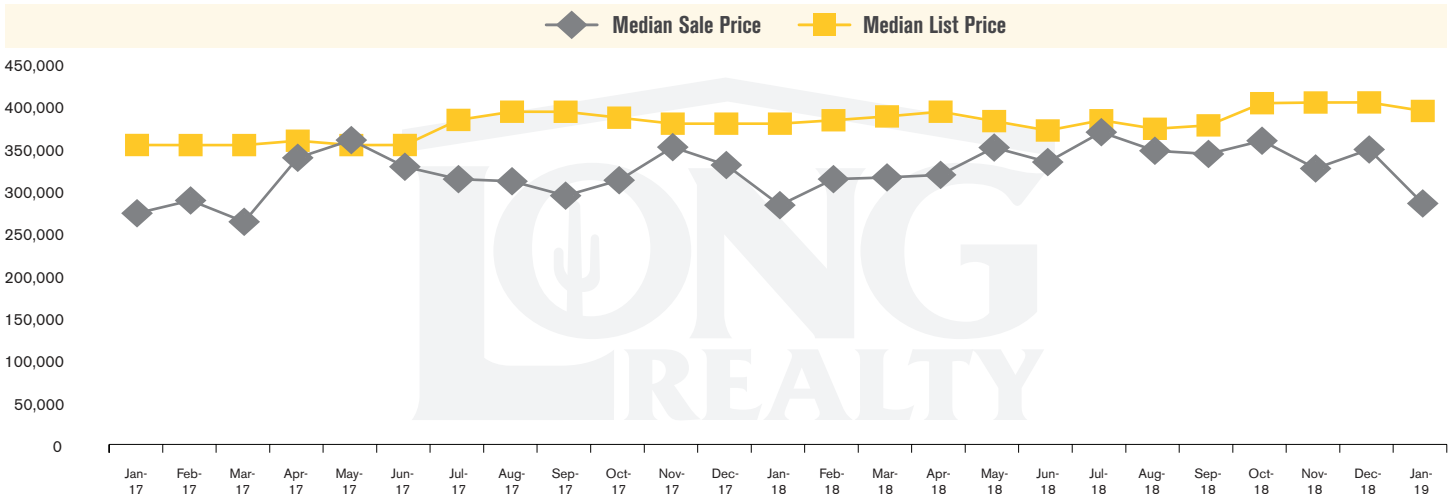
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 02/05/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SADDLEBROOKE)

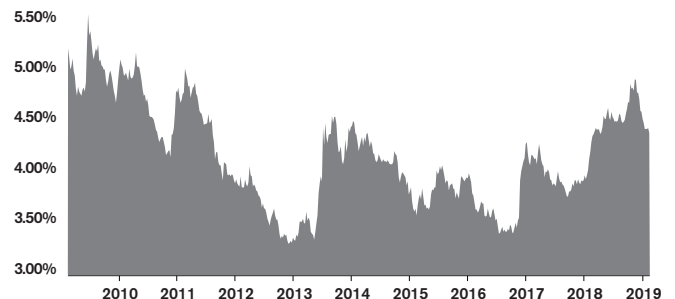


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2018	\$279,500	4.125%	\$1,286.87
2019	\$281,500	4.750%	\$1,395.02

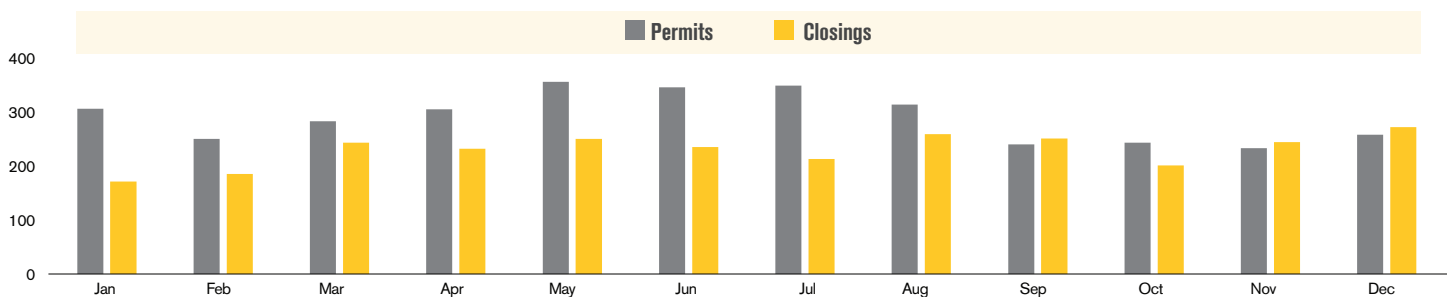
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## 2018 NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.



New home permits are **up 11%** from last year. New home closings are **up 7%** from last year.

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## 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
		Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19			
\$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	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	1	1	1	4	2	2	2	0.5	0.5	<b>Seller</b>
\$225,000 - 249,999	6	0	4	1	4	0	3	2.0	2.9	<b>Seller</b>
\$250,000 - 274,999	2	2	0	4	2	1	1	2.0	1.5	<b>Seller</b>
\$275,000 - 299,999	10	2	3	4	2	0	3	3.3	5.0	<b>Balanced</b>
\$300,000 - 349,999	10	9	4	4	7	5	2	5.0	2.1	<b>Seller</b>
\$350,000 - 399,999	20	6	6	5	4	5	1	20.0	4.7	<b>Slightly Seller</b>
\$400,000 - 499,999	26	4	3	8	3	2	3	8.7	9.5	<b>Buyer</b>
\$500,000 - 599,999	6	1	1	1	2	1	0	n/a	8.7	<b>Buyer</b>
\$600,000 - 699,999	4	0	0	0	1	0	1	4.0	5.0	<b>Balanced</b>
\$700,000 - 799,999	1	0	0	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	0	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	5	0	0	2	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>94</b>	<b>25</b>	<b>22</b>	<b>35</b>	<b>27</b>	<b>16</b>	<b>16</b>	<b>5.9</b>	<b>4.5</b>	<b>Slightly Seller</b>



**Seller's Market**



**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 02/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2018-01/31/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

SADDLEBROOKE | FEBRUARY 2019



## MARKET SHARE (SADDLEBROOKE)

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

*Data Obtained 02/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2018 – 01/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

65.8%

Keller Williams Southern Arizona 13.2%

Coldwell Banke Residential Brokerage 6.0%

Tierra Antigua Realty 3.6%

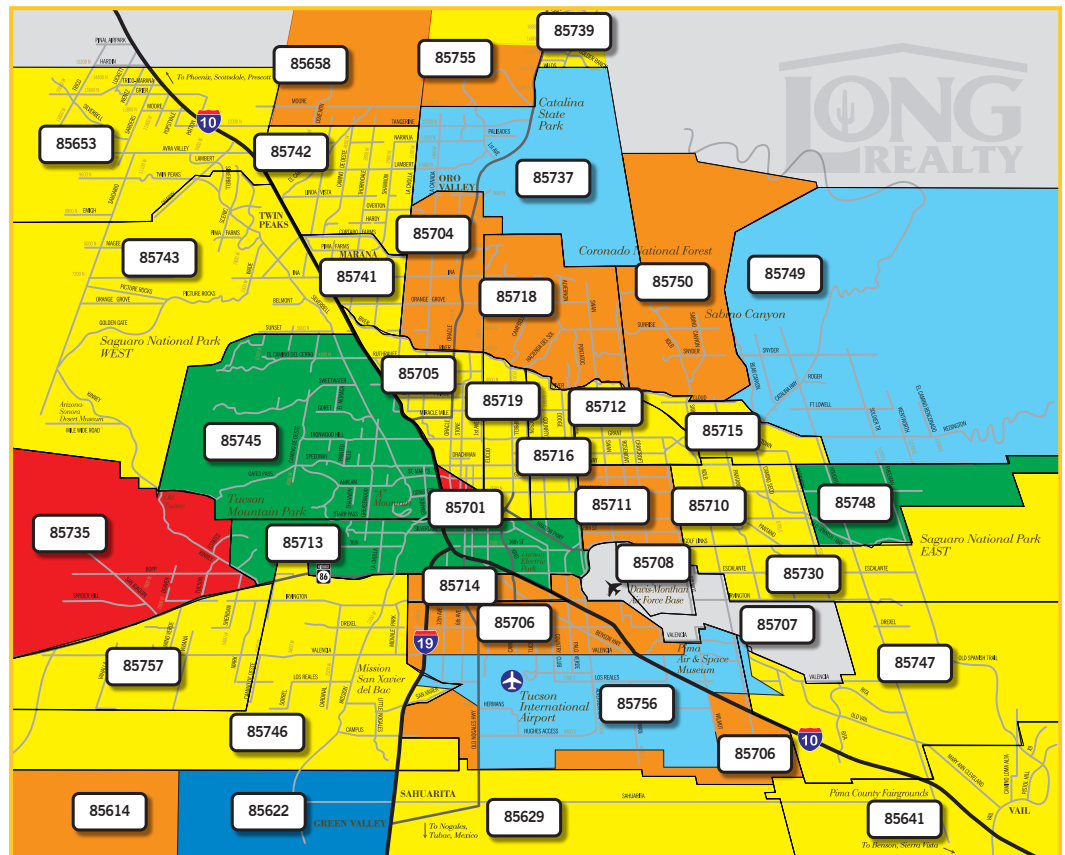
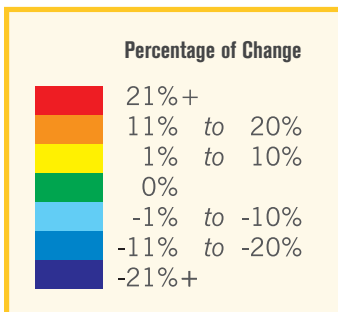
Saddlebrooke Realty LLC 1.4%

Saddlebrooke Development Co. 1.1%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(NOV 2017-JAN 2018 TO NOV 2018-JAN 2019)

*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.**



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*This heat map represents the percentage of change in Tucson metro median sales prices from November 2017-January 2018 to November 2018-January 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2019. Information is believed to be reliable, but not guaranteed.*