

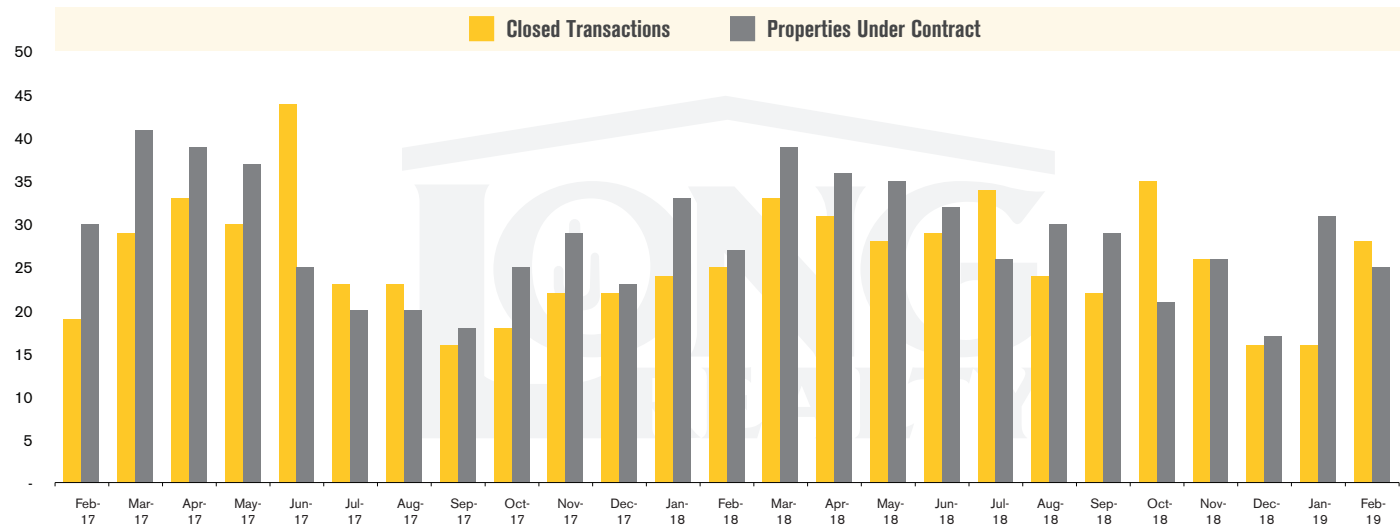
THE HOUSING REPORT

SADDLEBROOKE | MARCH 2019

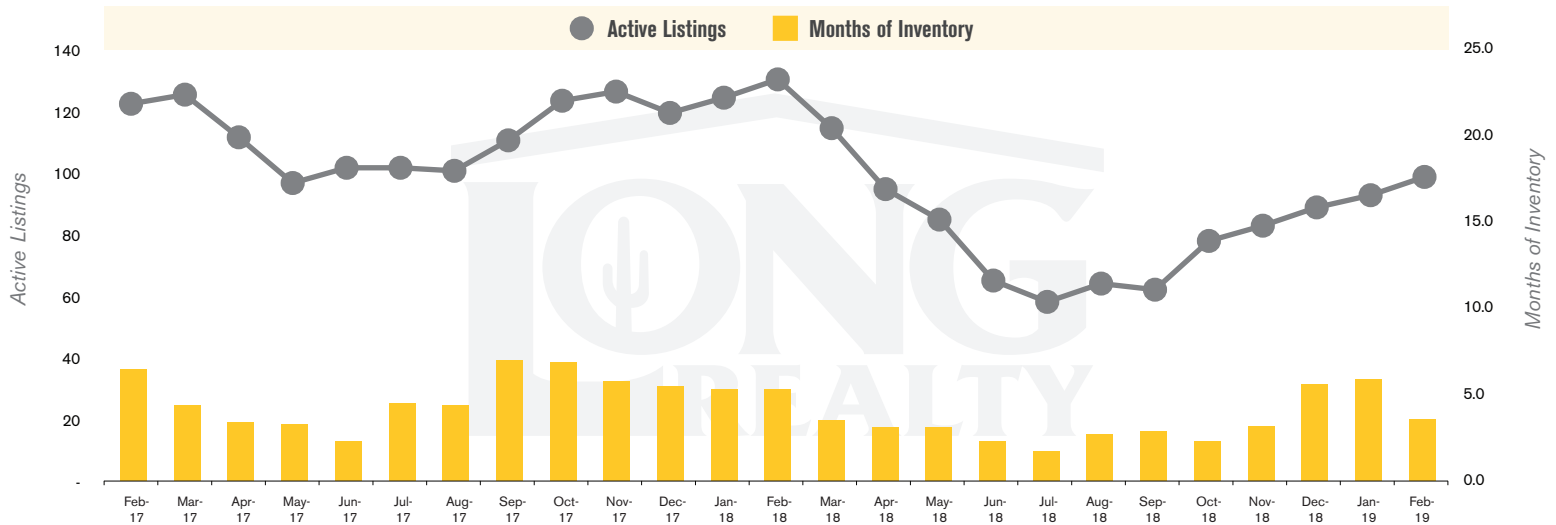


In the SaddleBrooke area, February 2019 active inventory was 100, a 24% decrease from February 2018. There were 28 closings in February 2019, a 12% increase from February 2018. Year-to-date 2019 there were 44 closings, a 10% decrease from year-to-date 2018. Months of Inventory was 3.6, down from 5.3 in February 2018. Median price of sold homes was \$344,500 for the month of February 2019, up 11% from February 2018. The SaddleBrooke area had 25 new properties under contract in February 2019, down 7% from February 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SADDLEBROOKE)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)



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

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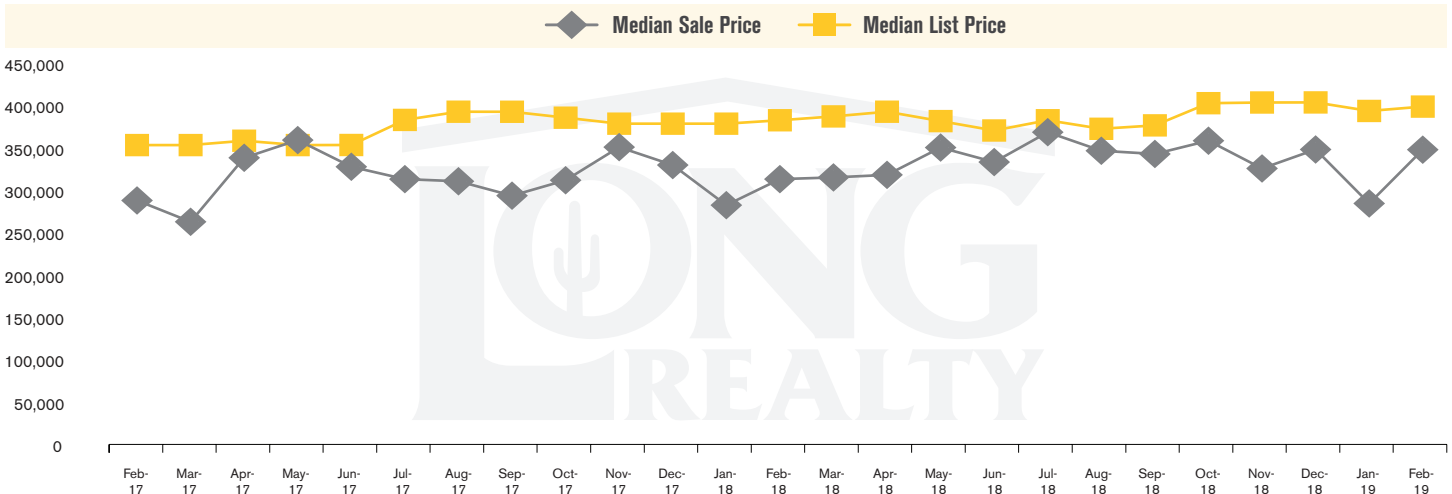
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SADDLEBROOKE)

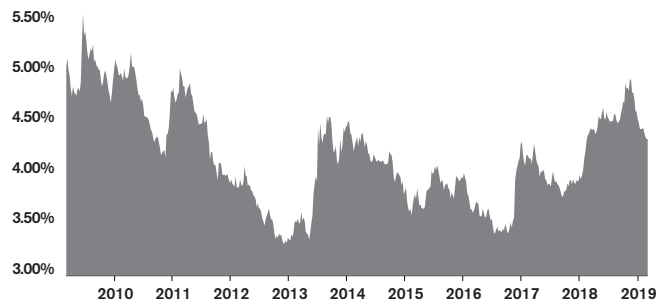


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2018	\$310,000	4.500%	\$1,492.19
2019	\$344,500	4.625%	\$1,682.65

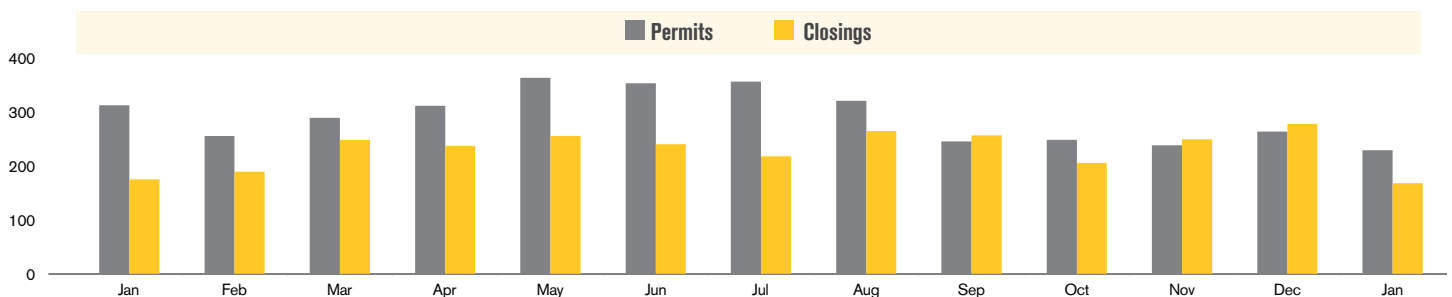
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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.



For January 2019, new home permits were **down 26%** from last year and new home closings were **down 4%** 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
		Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-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	2	1	4	2	2	2	0	n/a	1.0	Seller
\$225,000 - 249,999	5	4	1	4	0	3	2	2.5	3.6	Seller
\$250,000 - 274,999	4	0	4	2	1	1	4	1.0	1.5	Seller
\$275,000 - 299,999	6	3	4	2	0	3	2	3.0	4.6	Slightly Seller
\$300,000 - 349,999	14	4	4	7	5	3	8	1.8	2.3	Seller
\$350,000 - 399,999	24	6	5	4	5	1	3	8.0	6.7	Slightly Buyer
\$400,000 - 499,999	24	3	8	3	2	3	5	4.8	7.3	Slightly Buyer
\$500,000 - 599,999	5	1	1	2	1	0	1	5.0	10.5	Buyer
\$600,000 - 699,999	5	0	0	1	0	1	2	2.5	4.0	Seller
\$700,000 - 799,999	1	0	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	3	0	1	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	5	0	2	0	0	0	1	5.0	14.0	Buyer
\$1,000,000 - and over	2	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	100	22	35	27	16	17	28	3.6	4.7	Slightly Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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

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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 03/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2018-02/28/2019. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (SADDLEBROOKE)

Long Realty leads the market in successful real estate sales.

Data Obtained 03/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2018 – 02/28/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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65.8%

Keller Williams Southern Arizona 14.0%

Coldwell Banke Residential Brokerage 5.4%

Tierra Antigua Realty 4.0%

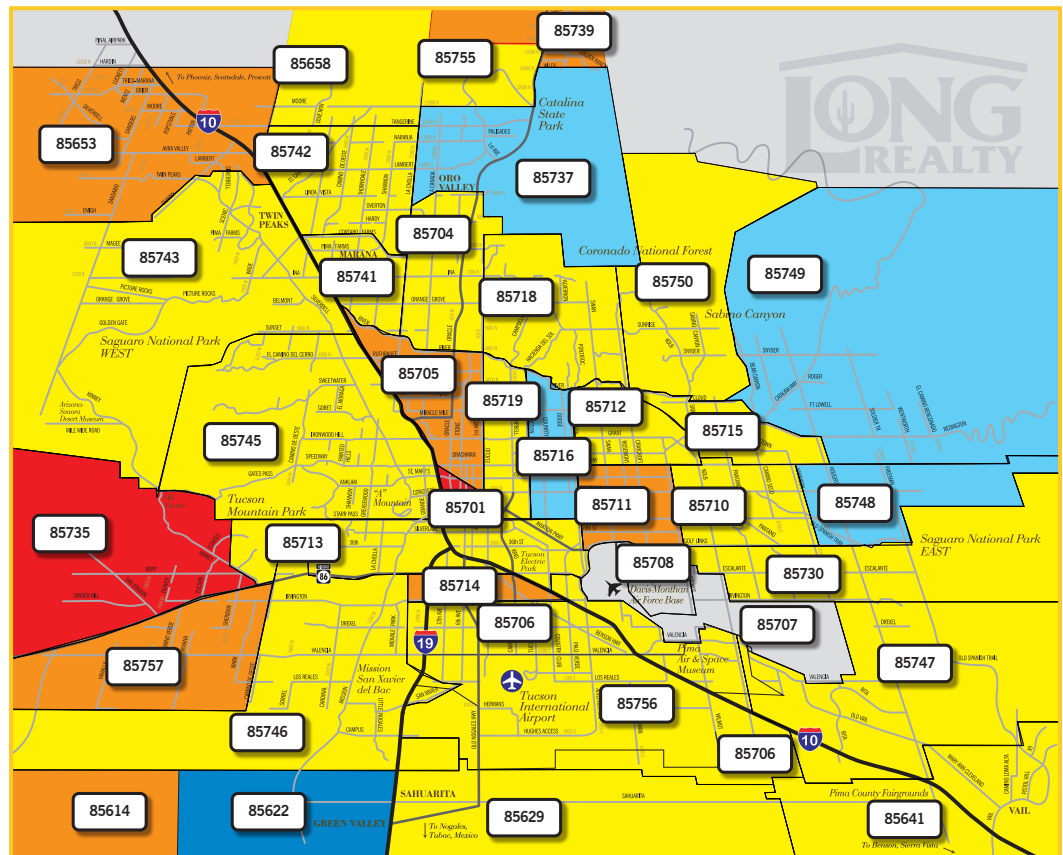
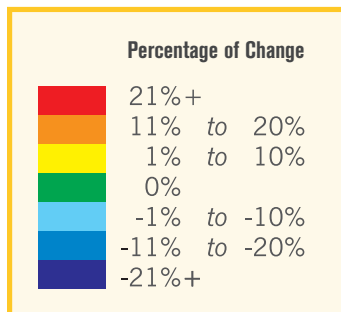
Saddlebrooke Realty LLC 1.3%

Homesmart Advantage Group 1.2%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(DEC 2017-FEB 2018 TO DEC 2018-FEB 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.



Stephen Woodall
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This heat map represents the percentage of change in Tucson metro median sales prices from December 2017-February 2018 to December 2018-February 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/05/2019. Information is believed to be reliable, but not guaranteed.