

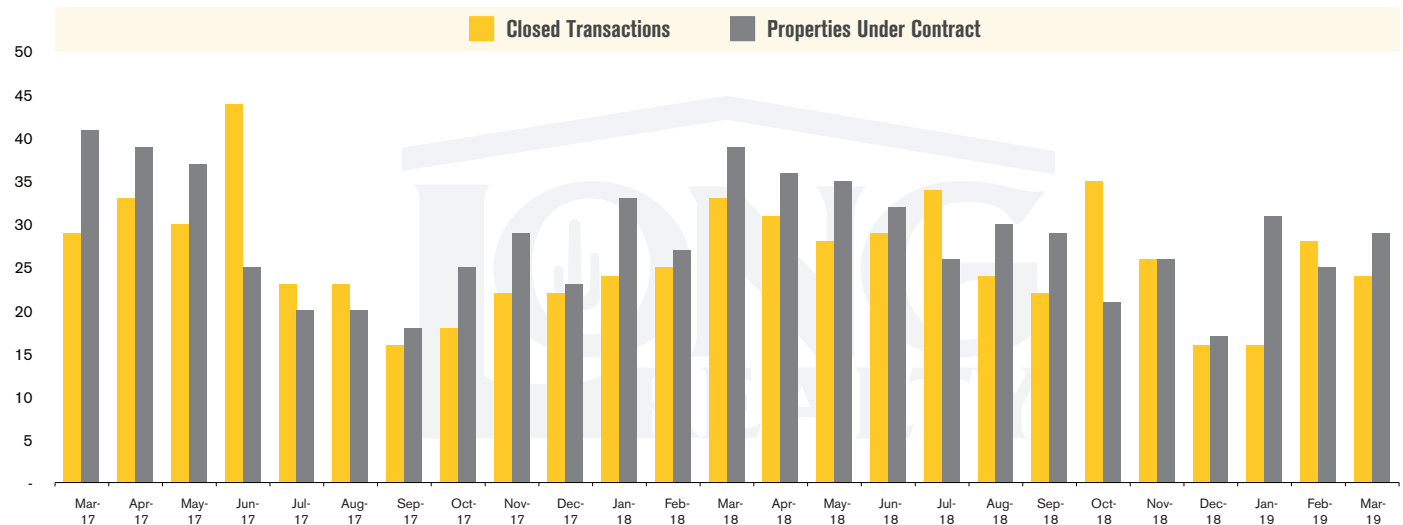
THE HOUSING REPORT

SADDLEBROOKE | APRIL 2019

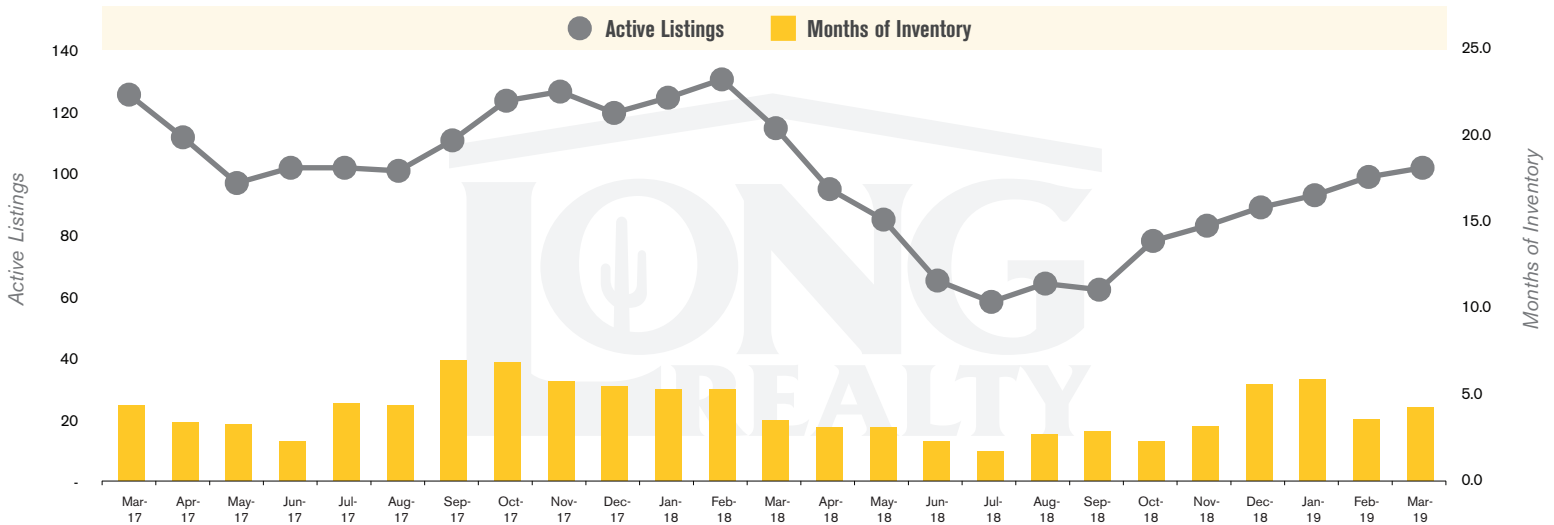


In the SaddleBrooke area, March 2019 active inventory was 103, an 11% decrease from March 2018. There were 24 closings in March 2019, a 27% decrease from March 2018. Year-to-date 2019 there were 68 closings, a 17% decrease from year-to-date 2018. Months of Inventory was 4.3, up from 3.5 in March 2018. Median price of sold homes was \$355,250 for the month of March 2019, up 14% from March 2018. The SaddleBrooke area had 29 new properties under contract in March 2019, down 26% from March 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SADDLEBROOKE)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)



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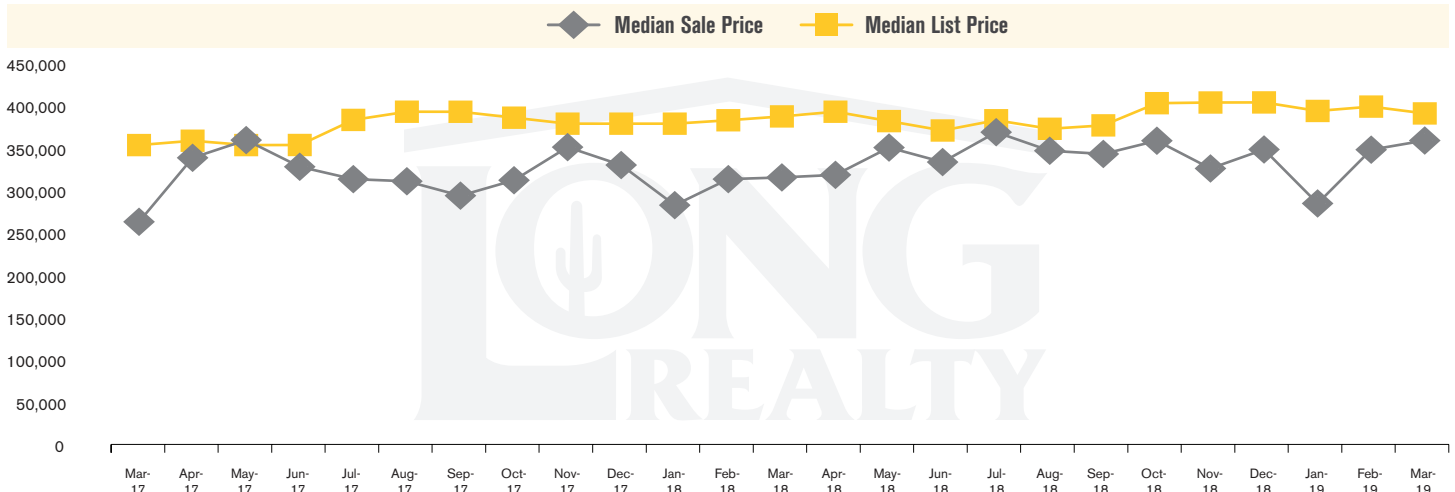
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2019 is believed to be reliable, but not guaranteed.

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SADDLEBROOKE | APRIL 2019



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SADDLEBROOKE)

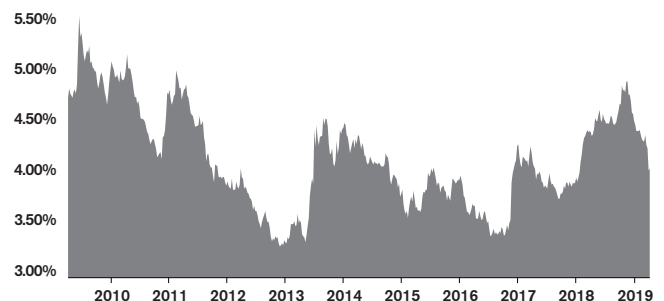


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2018	\$312,000	4.500%	\$1,501.82
2019	\$355,250	4.250%	\$1,660.24

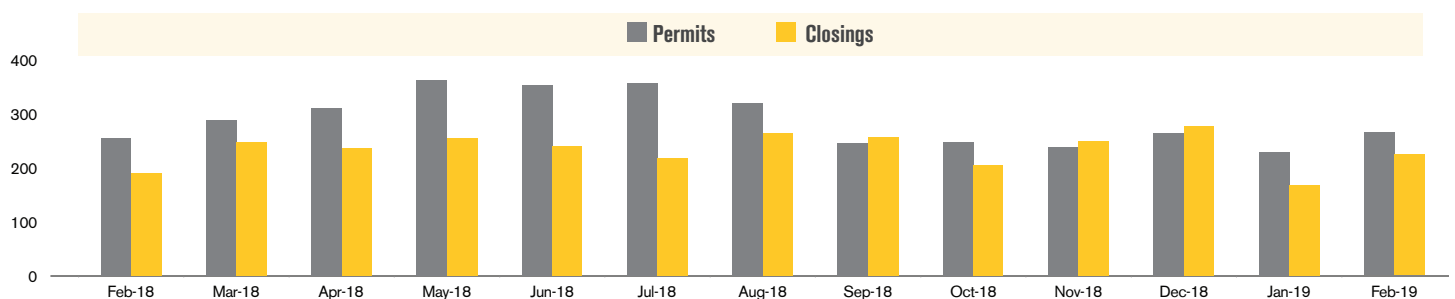
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 February 2019, new home permits were **up 5%** from last year and new home closings were **up 20%** 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
		Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-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	4	2	2	2	0	1	2.0	1.7	Seller
\$225,000 - 249,999	8	1	4	0	3	2	2	4.0	2.7	Seller
\$250,000 - 274,999	5	4	2	1	1	4	2	2.5	1.6	Seller
\$275,000 - 299,999	9	4	2	0	3	2	4	2.3	2.8	Seller
\$300,000 - 349,999	15	4	7	5	3	8	2	7.5	3.0	Seller
\$350,000 - 399,999	23	5	4	5	1	3	6	3.8	6.7	Slightly Buyer
\$400,000 - 499,999	17	8	3	2	3	5	6	2.8	4.8	Slightly Seller
\$500,000 - 599,999	7	1	2	1	0	1	1	7.0	9.0	Buyer
\$600,000 - 699,999	6	0	1	0	1	2	0	n/a	5.0	Balanced
\$700,000 - 799,999	2	1	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	1	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	5	2	0	0	0	1	0	n/a	15.0	Buyer
\$1,000,000 - and over	2	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	103	35	27	16	17	28	24	4.3	4.3	Slightly Seller



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 04/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2019-03/31/2019. 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 04/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2018 – 03/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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65.4%

Keller Williams Southern Arizona 14.1%

Coldwell Banker Residential Brokerage 5.3%

Tierra Antigua Realty 3.7%

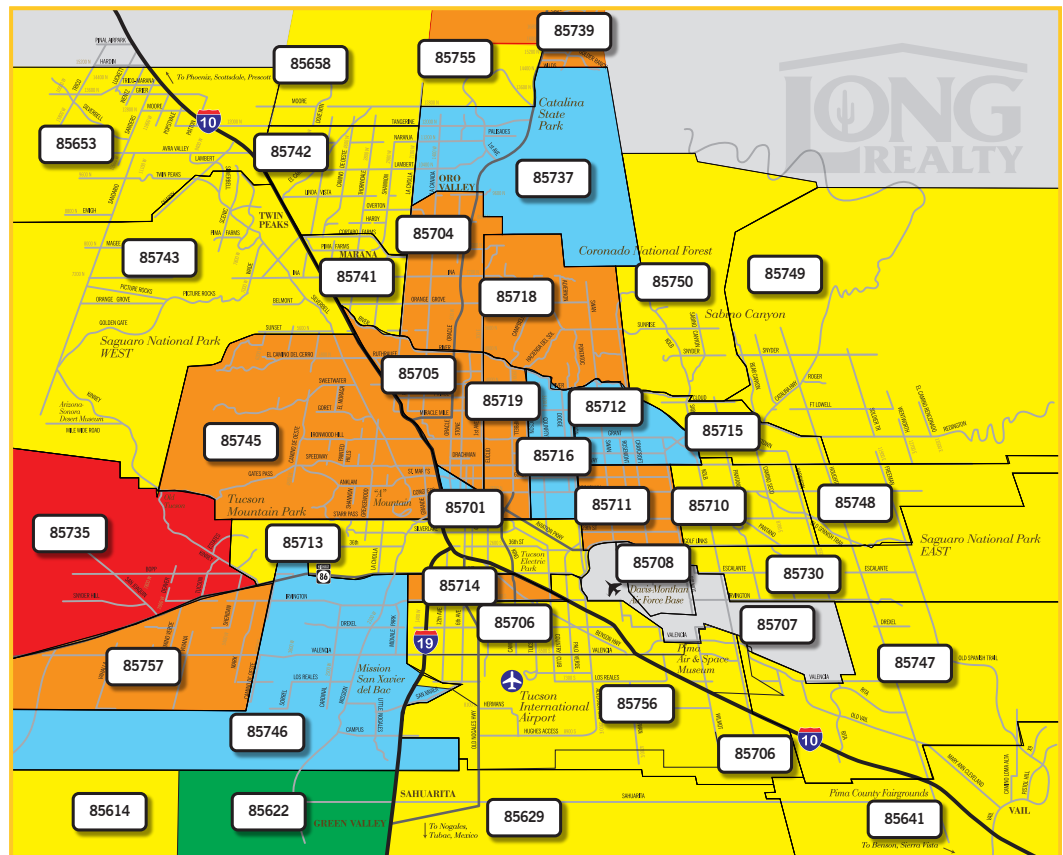
Saddlebrooke Realty LLC 1.5%

Realty Executives Tucson Elite 1.1%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JAN 2018-MAR 2018 TO JAN 2019-MAR 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 January 2018-March 2018 to January 2019-March 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/03/2019. Information is believed to be reliable, but not guaranteed.