

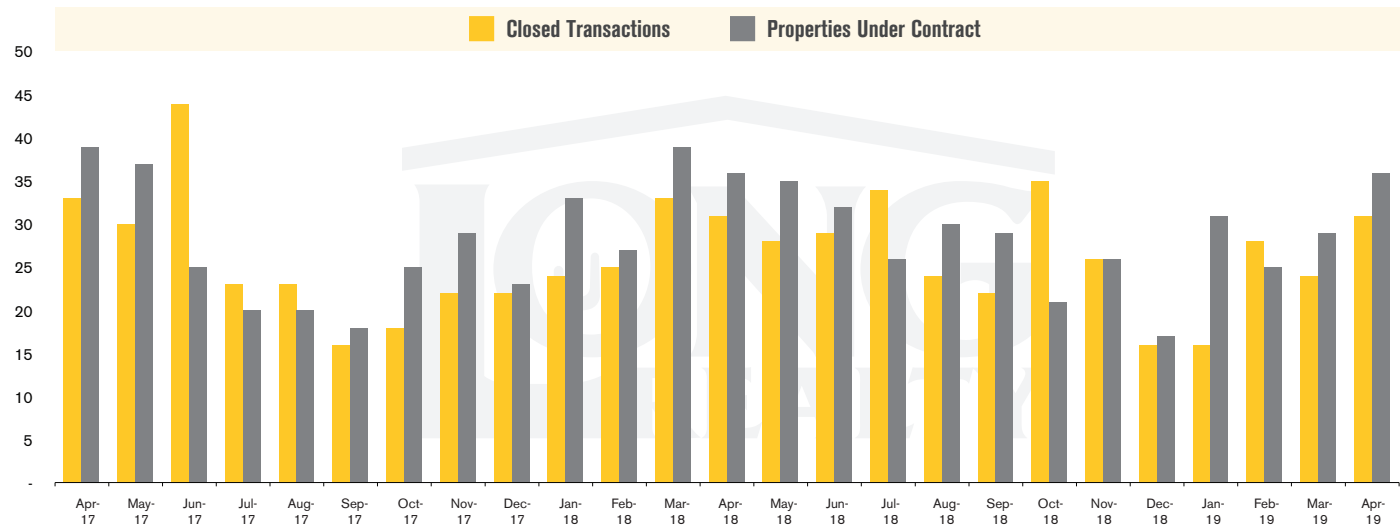
# THE HOUSING REPORT

SADDLEBROOKE | MAY 2019

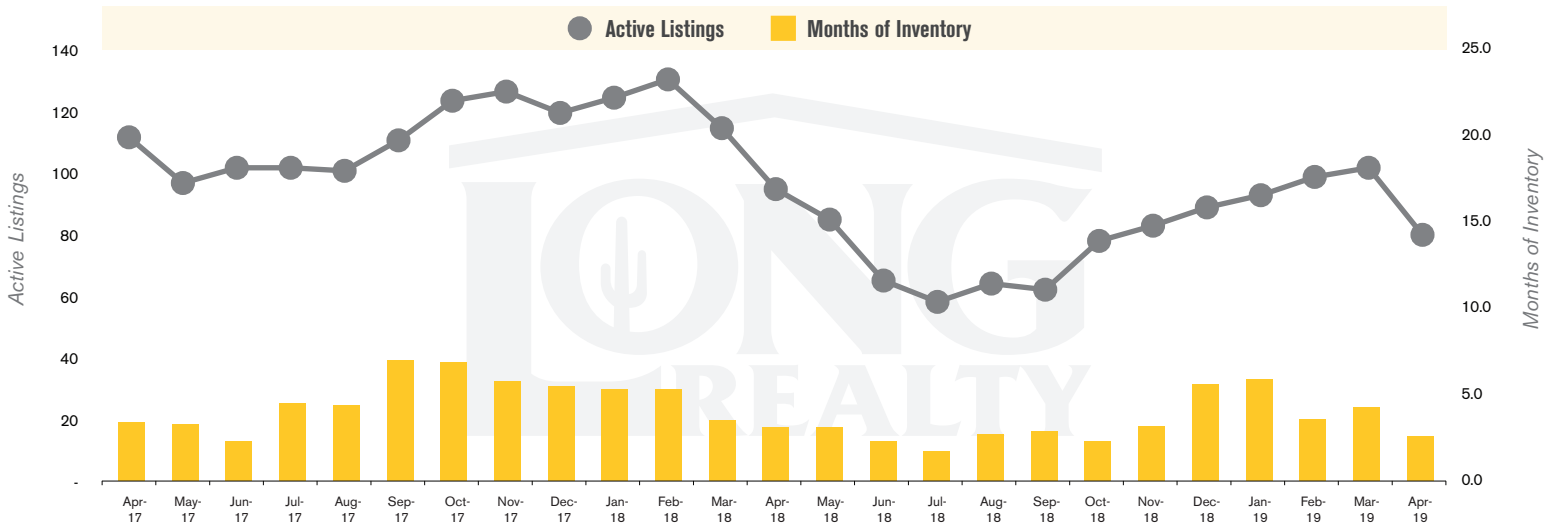


In the SaddleBrooke area, April 2019 active inventory was 81, a 16% decrease from April 2018. There were 31 closings in April 2019, virtually unchanged from April 2018. Year-to-date 2019 there were 99 closings, a 12% decrease from year-to-date 2018. Months of Inventory was 2.6, down from 3.1 in April 2018. Median price of sold homes was \$345,000 for the month of April 2019, up 10% from April 2018. The SaddleBrooke area had 36 new properties under contract in April 2019, virtually unchanged from April 2018.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)



Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

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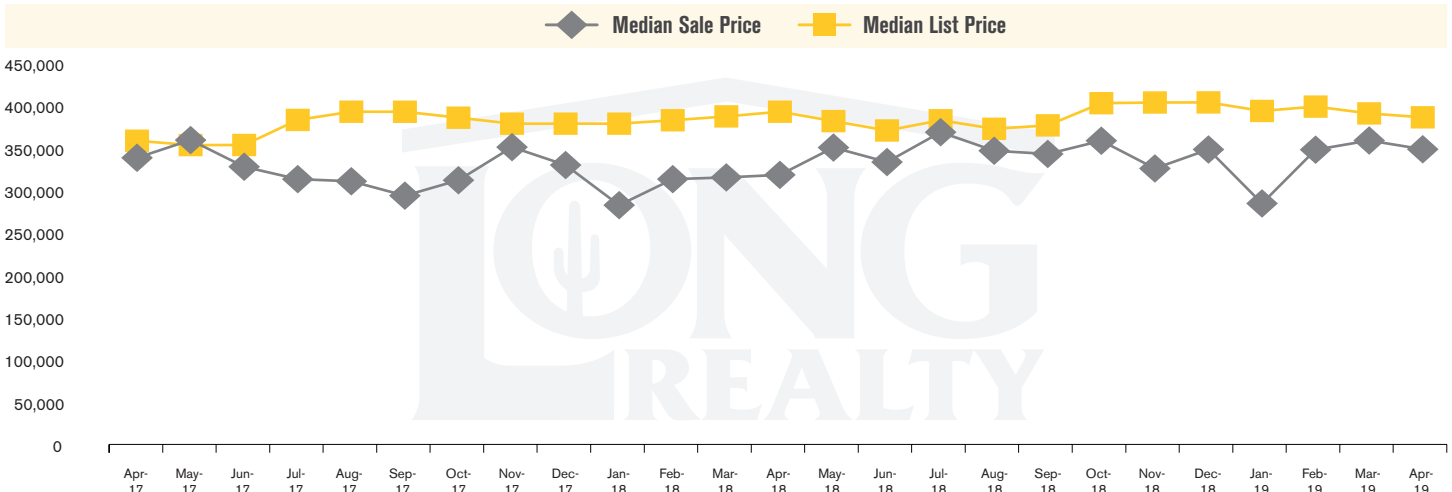
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 05/03/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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

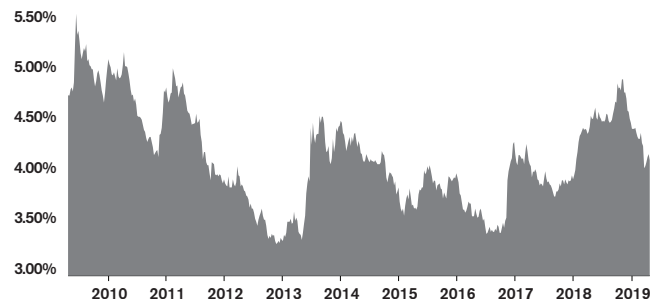


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$187,900    | 6.140%    | \$1,086.35  |
| 2018 | \$315,000    | 4.470%    | \$1,510.93  |
| 2019 | \$345,000    | 4.140%    | \$1,591.30  |

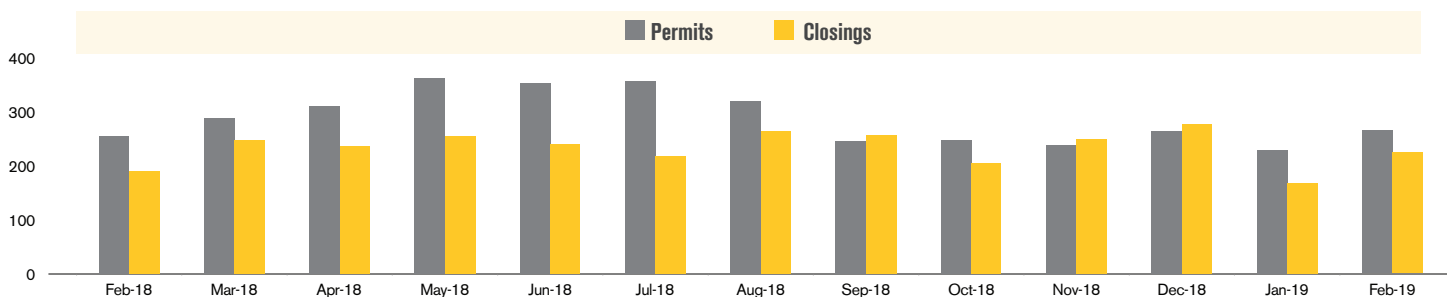
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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.

Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

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# THE HOUSING REPORT

SADDLEBROOKE | MAY 2019



## 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      |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|------------------------|
|                        |                 | Nov-18                     | Dec-18    | Jan-19    | Feb-19    | Mar-19    | Apr-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               | 2                          | 2         | 2         | 0         | 1         | 3         | 0.7                         | 1.5                                    | <b>Seller</b>          |
| \$225,000 - 249,999    | 2               | 4                          | 0         | 3         | 2         | 2         | 2         | 1.0                         | 2.5                                    | <b>Seller</b>          |
| \$250,000 - 274,999    | 2               | 2                          | 1         | 1         | 4         | 2         | 2         | 1.0                         | 1.4                                    | <b>Seller</b>          |
| \$275,000 - 299,999    | 9               | 2                          | 0         | 3         | 2         | 4         | 3         | 3.0                         | 2.7                                    | <b>Seller</b>          |
| \$300,000 - 349,999    | 10              | 7                          | 5         | 3         | 8         | 2         | 6         | 1.7                         | 2.4                                    | <b>Seller</b>          |
| \$350,000 - 399,999    | 10              | 4                          | 5         | 1         | 3         | 6         | 4         | 2.5                         | 4.4                                    | <b>Slightly Seller</b> |
| \$400,000 - 499,999    | 22              | 3                          | 2         | 3         | 5         | 6         | 5         | 4.4                         | 3.9                                    | <b>Seller</b>          |
| \$500,000 - 599,999    | 7               | 2                          | 1         | 0         | 1         | 1         | 2         | 3.5                         | 4.8                                    | <b>Slightly Seller</b> |
| \$600,000 - 699,999    | 7               | 1                          | 0         | 1         | 2         | 0         | 2         | 3.5                         | 4.5                                    | <b>Slightly Seller</b> |
| \$700,000 - 799,999    | 2               | 0                          | 0         | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a                    |
| \$800,000 - 899,999    | 3               | 0                          | 0         | 0         | 0         | 0         | 1         | 3.0                         | 8.0                                    | <b>Slightly Buyer</b>  |
| \$900,000 - 999,999    | 4               | 0                          | 0         | 0         | 1         | 0         | 1         | 4.0                         | 7.0                                    | <b>Slightly Buyer</b>  |
| \$1,000,000 - and over | 1               | 0                          | 0         | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a                    |
| <b>TOTAL</b>           | <b>81</b>       | <b>27</b>                  | <b>16</b> | <b>17</b> | <b>28</b> | <b>24</b> | <b>31</b> | <b>2.6</b>                  | <b>3.4</b>                             | <b>Seller</b>          |



**Seller's Market**



**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

**Long Realty Company**

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 05/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2019-04/30/2019. 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 05/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2018 – 04/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

63.9%

Keller Williams Southern Arizona 14.9%

Coldwell Banker Residential Brokerage 4.8%

Tierra Antigua Realty 3.6%

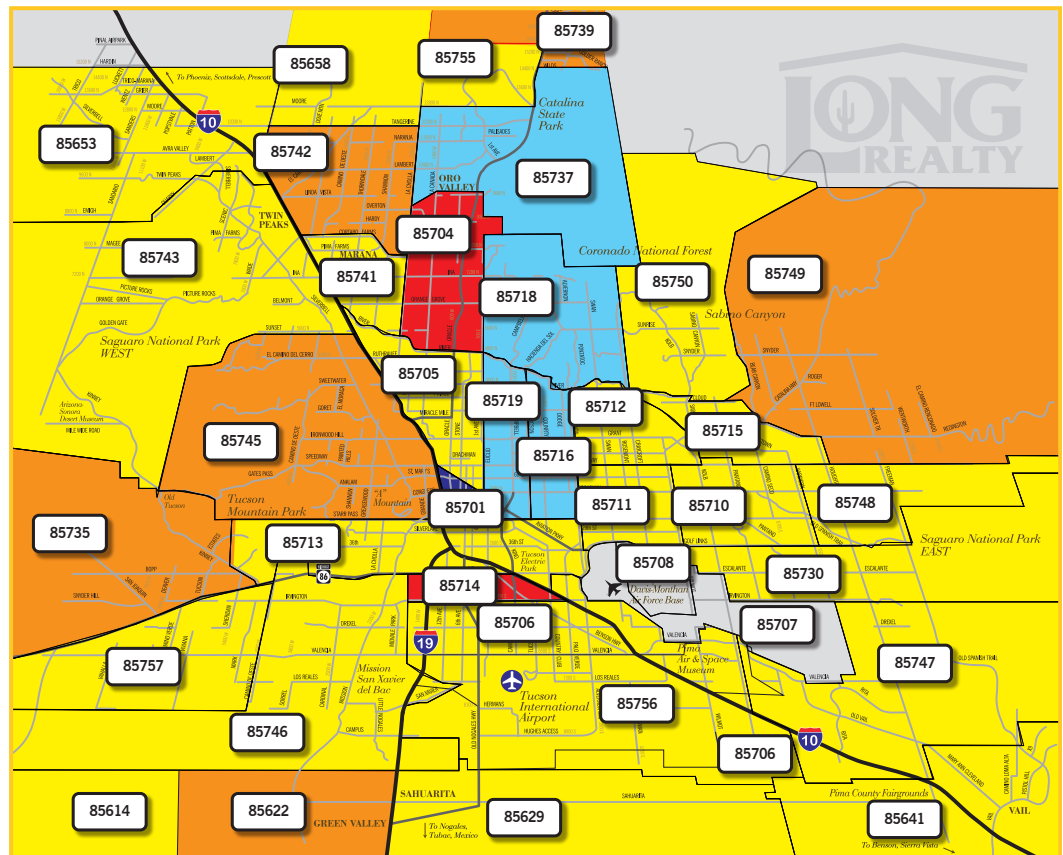
Saddlebrooke Realty LLC 1.6%

Realty Executives Tucson Elite 1.5%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(FEB 2018-APR 2018 TO FEB 2019-APR 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  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

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