

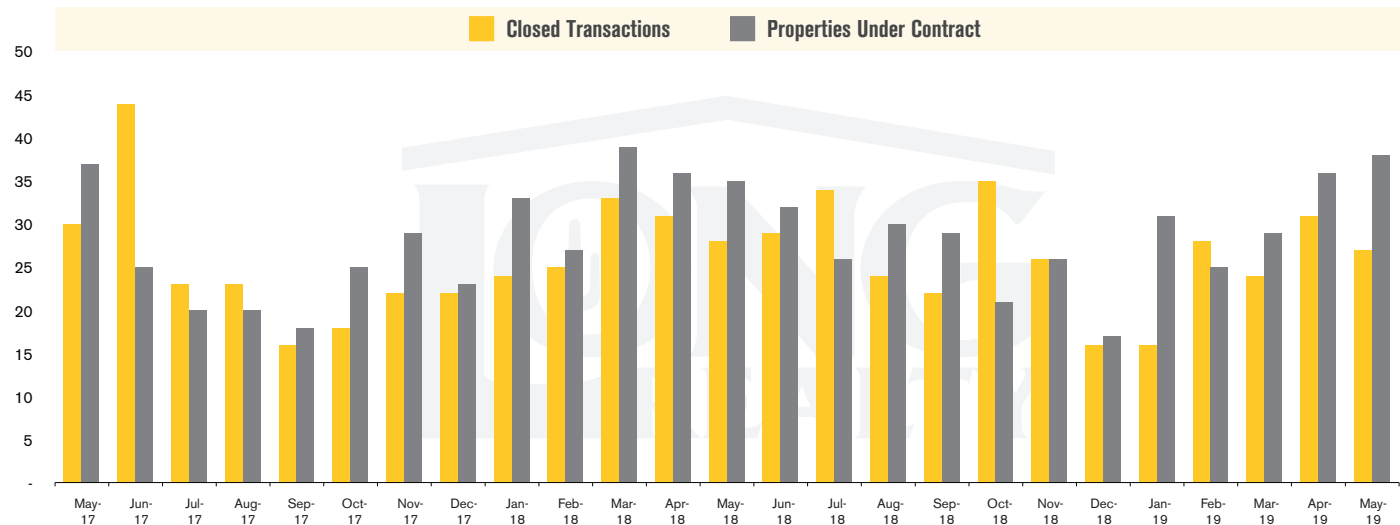
THE HOUSING REPORT

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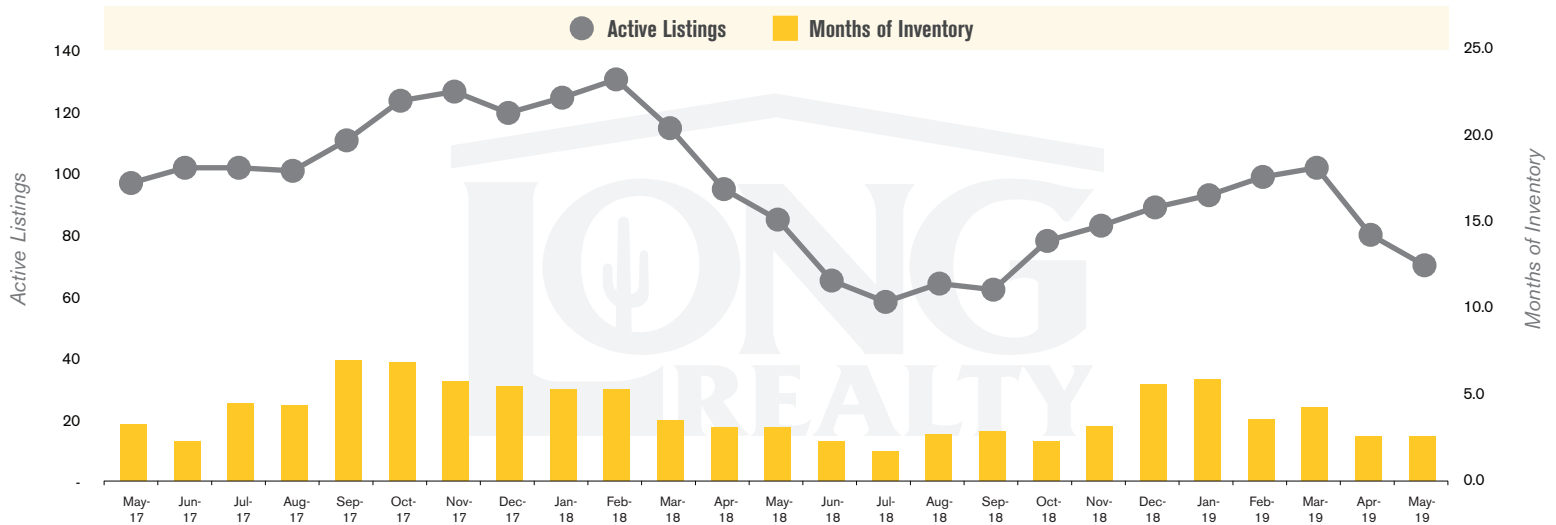


In the SaddleBrooke area, May 2019 active inventory was 71, a 17% decrease from May 2018. There were 27 closings in May 2019, a 4% decrease from May 2018. Year-to-date 2019 there were 126 closings, an 11% decrease from year-to-date 2018. Months of Inventory was 2.6, down from 3.1 in May 2018. Median price of sold homes was \$285,000 for the month of May 2019, down 18% from May 2018. The SaddleBrooke area had 38 new properties under contract in May 2019, up 9% from May 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SADDLEBROOKE)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)



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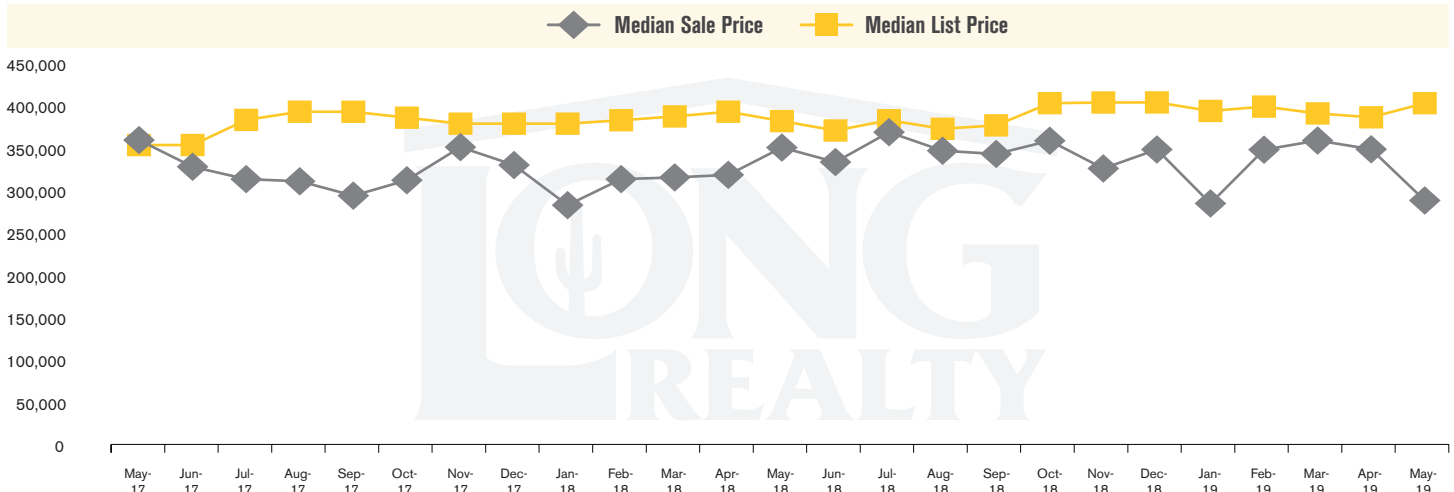
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/05/2019 is believed to be reliable, but not guaranteed.

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SADDLEBROOKE | JUNE 2019



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SADDLEBROOKE)

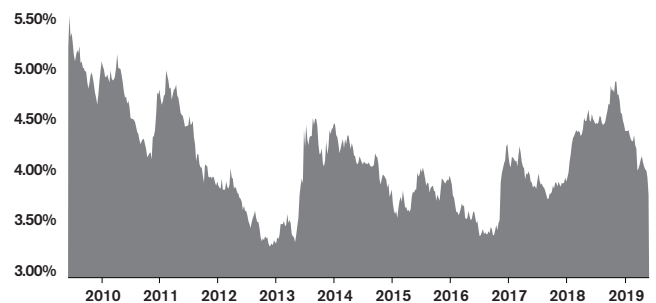


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2018	\$347,000	4.625%	\$1,694.86
2019	\$285,000	4.000%	\$1,292.60

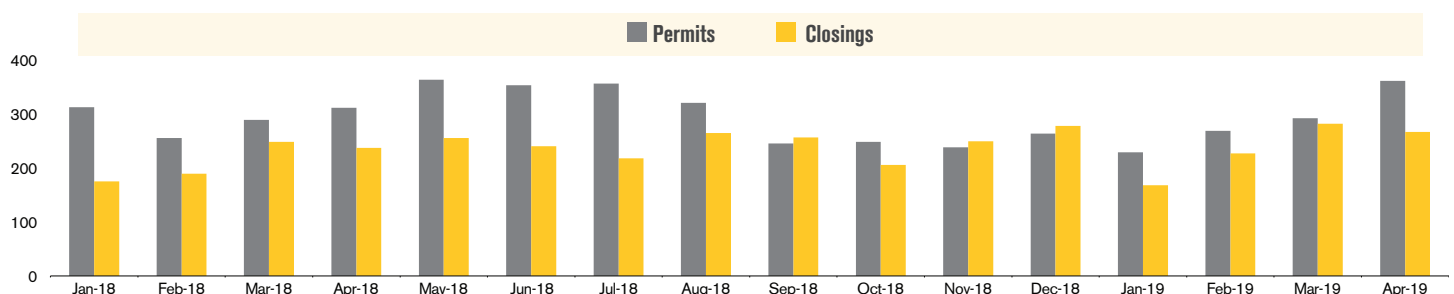
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



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



For April 2019, new home permits were **down 2%** year-to-date from 2018 and new home closings were **up 11%** year to date from 2018.

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THE HOUSING REPORT

SADDLEBROOKE | JUNE 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
		Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-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	0	1	3	3	0.7	0.9	Seller
\$225,000 - 249,999	3	0	3	2	2	2	4	0.8	1.6	Seller
\$250,000 - 274,999	3	1	1	4	2	2	4	0.8	1.3	Seller
\$275,000 - 299,999	8	0	3	2	4	3	3	2.7	2.6	Seller
\$300,000 - 349,999	8	5	3	8	2	6	2	4.0	3.3	Seller
\$350,000 - 399,999	7	5	1	3	6	4	9	0.8	2.1	Seller
\$400,000 - 499,999	19	2	3	5	6	5	1	19.0	4.8	Slightly Seller
\$500,000 - 599,999	9	1	1	1	1	2	0	n/a	7.7	Slightly Buyer
\$600,000 - 699,999	5	0	1	2	0	2	0	n/a	9.0	Buyer
\$700,000 - 799,999	0	0	0	0	0	0	1	0.0	4.0	Seller
\$800,000 - 899,999	2	0	0	0	0	1	0	n/a	7.0	Slightly Buyer
\$900,000 - 999,999	4	0	0	1	0	1	0	n/a	13.0	Buyer
\$1,000,000 - and over	1	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	71	16	18	28	24	31	27	2.6	3.1	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 06/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2019-05/31/2019. Information is believed to be reliable, but not guaranteed.

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SADDLEBROOKE | JUNE 2019



MARKET SHARE (SADDLEBROOKE)

Long Realty leads the market in successful real estate sales.

Data Obtained 06/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2018 – 05/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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61.9%

Keller Williams Southern Arizona 15.0%

Coldwell Banker Residential Brokerage 5.7%

Tierra Antigua Realty 4.3%

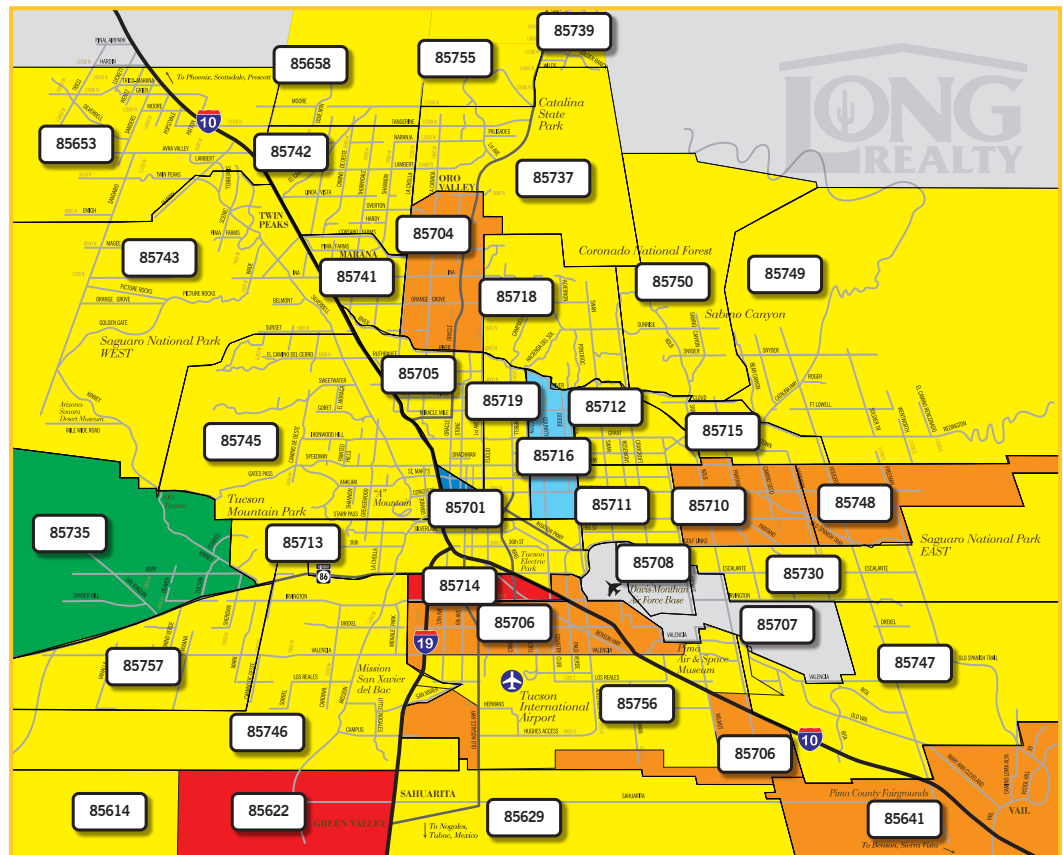
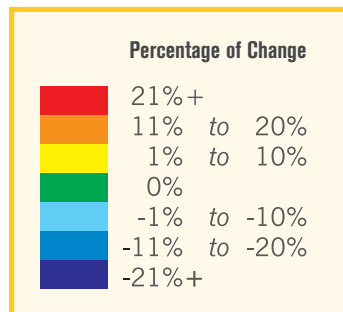
Saddlebrooke Realty LLC 1.9%

Saddlebrooke Development Co 1.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAR 2018-MAY 2018 TO MAR 2019-MAY 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 March 2018-May 2018 to March 2019-May 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/05/2019. Information is believed to be reliable, but not guaranteed.