

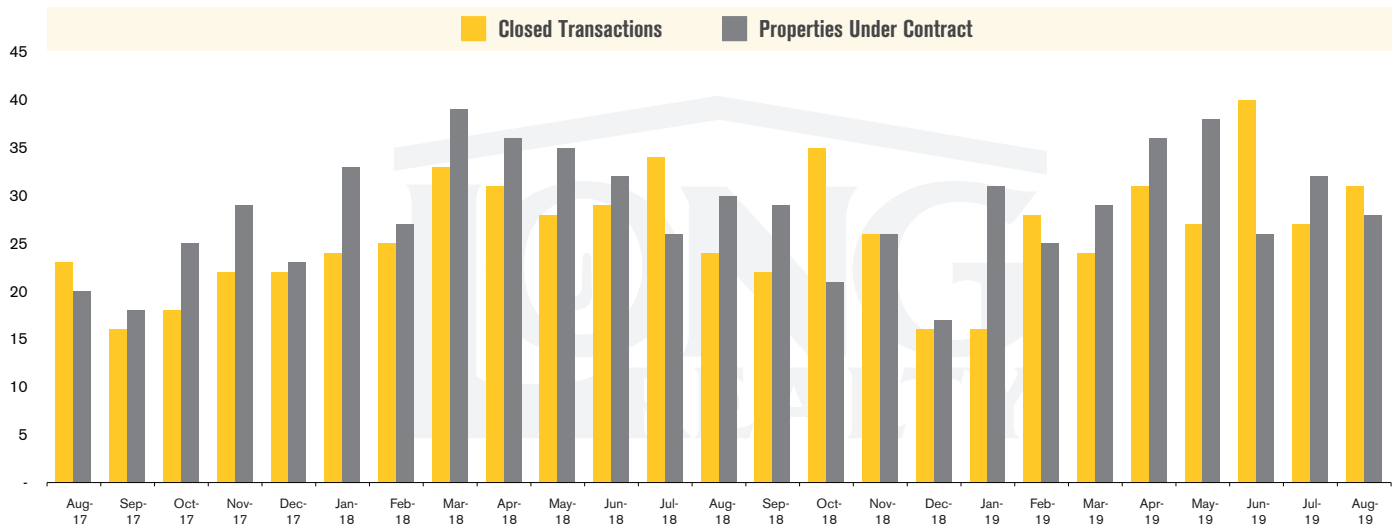
THE HOUSING REPORT

SADDLEBROOKE | SEPTEMBER 2019

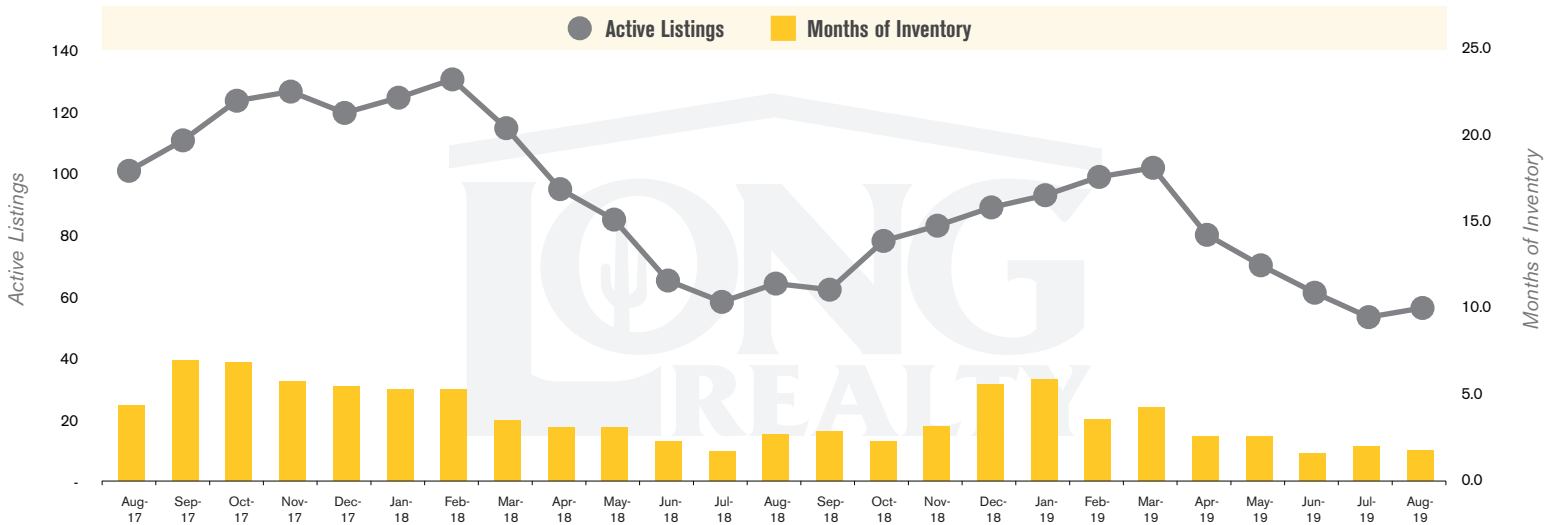


In the SaddleBrooke area, August 2019 active inventory was 57, a 12% decrease from August 2018. There were 31 closings in August 2019, a 29% increase from August 2018. Year-to-date 2019 there were 227 closings, a 2% decrease from year-to-date 2018. Months of Inventory was 1.8, down from 2.7 in August 2018. Median price of sold homes was \$350,000 for the month of August 2019, up 2% from August 2018. The SaddleBrooke area had 28 new properties under contract in August 2019, down 7% from August 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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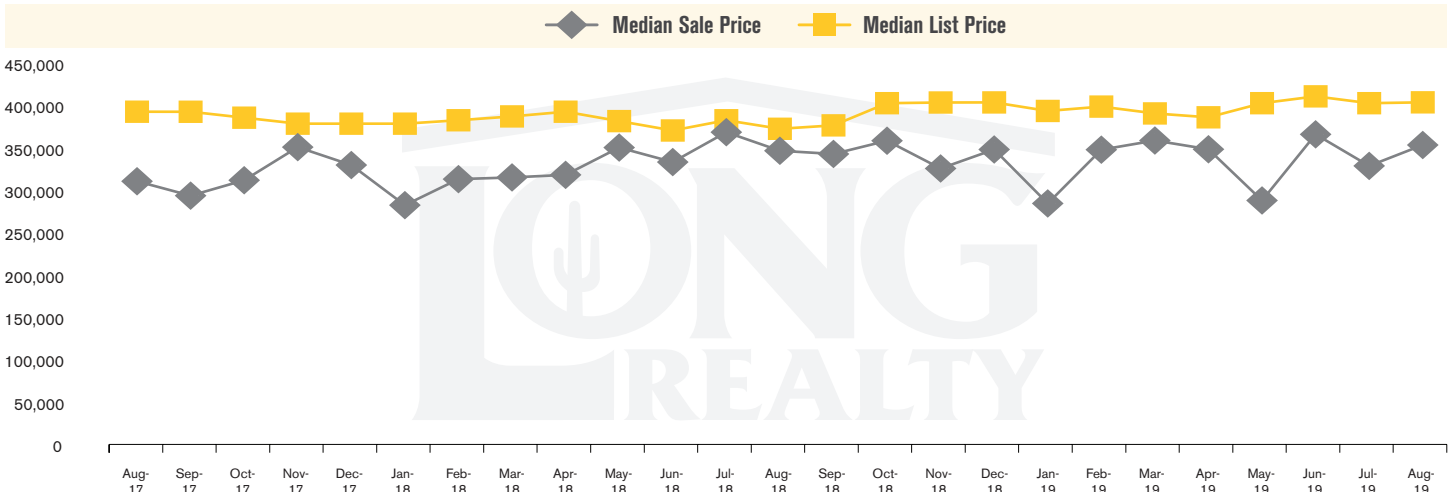
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SADDLEBROOKE)

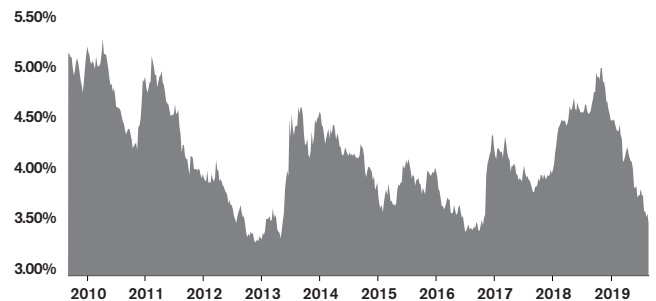


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2018	\$343,250	4.879%	\$1,726.37
2019	\$350,000	3.625%	\$1,516.37

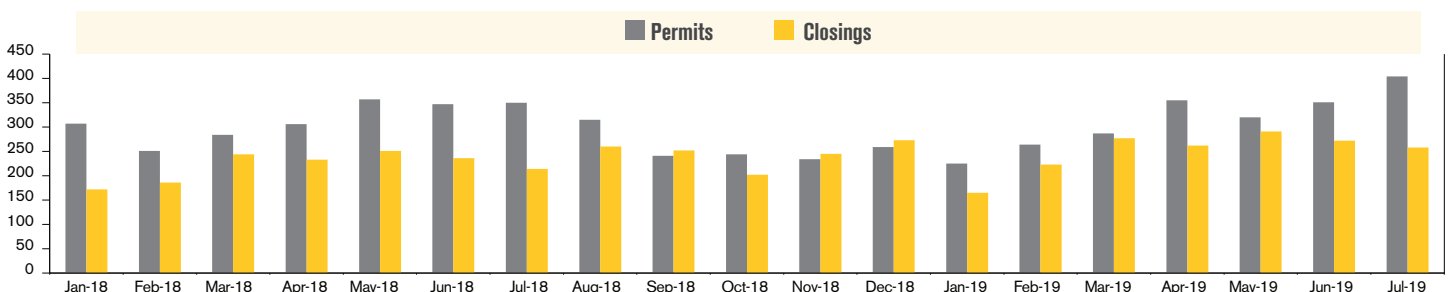
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 July 2019, new home permits were **virtually unchanged** year-to-date from 2018 and new home closings were **up 14%** year to date from 2018.

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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
		Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-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	1	1	0.0	0.5	Seller
\$200,000 - 224,999	1	1	3	3	1	0	1	1.0	1.0	Seller
\$225,000 - 249,999	2	2	3	4	2	3	4	0.5	0.7	Seller
\$250,000 - 274,999	3	2	2	4	1	3	2	1.5	1.8	Seller
\$275,000 - 299,999	4	4	3	3	5	3	2	2.0	1.9	Seller
\$300,000 - 349,999	6	2	6	2	6	5	5	1.2	0.9	Seller
\$350,000 - 399,999	13	6	4	9	11	4	1	13.0	1.8	Seller
\$400,000 - 499,999	15	6	5	1	8	5	12	1.3	1.7	Seller
\$500,000 - 599,999	6	1	2	0	2	0	3	2.0	4.6	Slightly Seller
\$600,000 - 699,999	3	0	2	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	0	0	0	1	1	0	0	n/a	1.0	Seller
\$800,000 - 899,999	1	0	1	0	1	2	0	n/a	1.0	Seller
\$900,000 - 999,999	3	0	1	0	2	1	0	n/a	3.7	Seller
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	57	24	32	27	40	27	31	1.8	1.8	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 09/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2019-08/31/2019. 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 09/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2018 – 08/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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61.3%

Keller Williams Southern Arizona 15.6%

Coldwell Banker Residential Brokerage 6.3%

Tierra Antigua Realty 4.0%

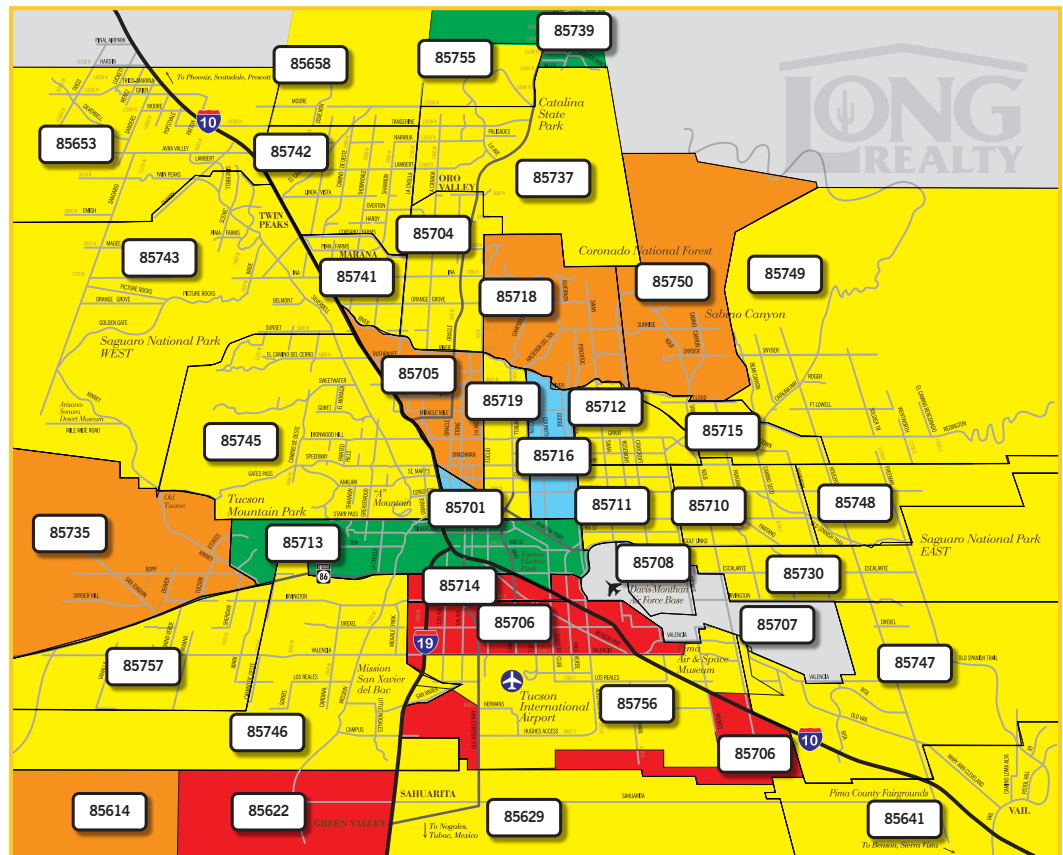
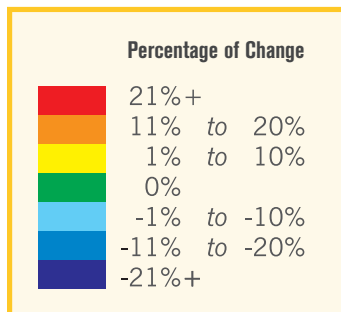
Realty Executives Tucson Elite 2.2%

Homesmart Advantage Group 1.2%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUN2018-AUG 2018 TO JUN 2019-AUG 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 June 2018-August 2018 to June 2019-August 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/05/2019. Information is believed to be reliable, but not guaranteed.