

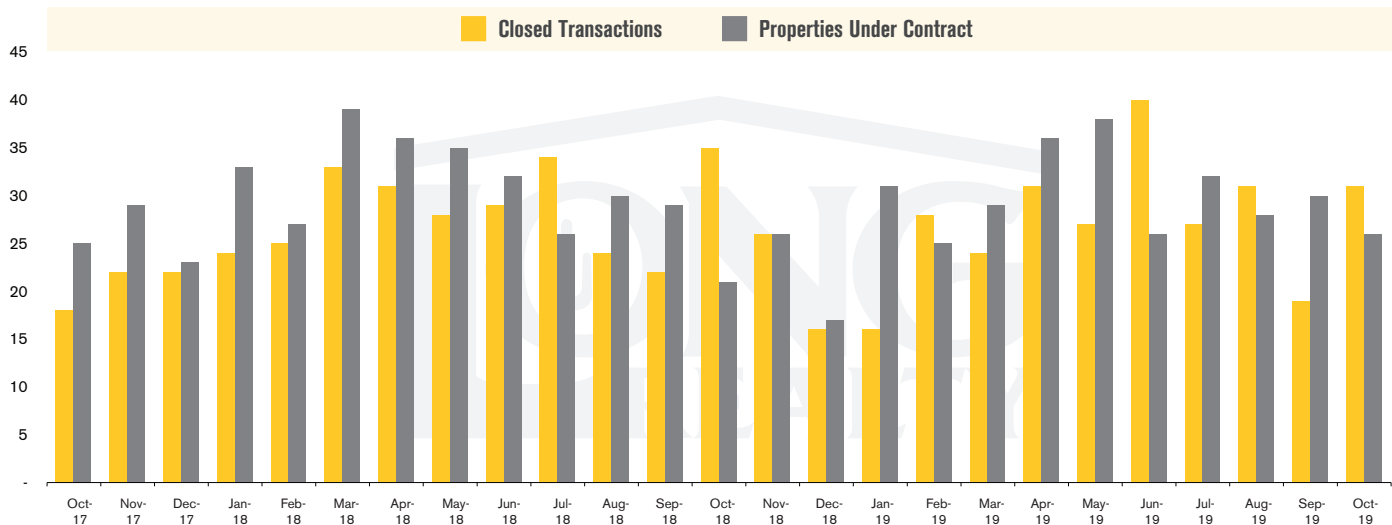
THE HOUSING REPORT

SADDLEBROOKE | NOVEMBER 2019

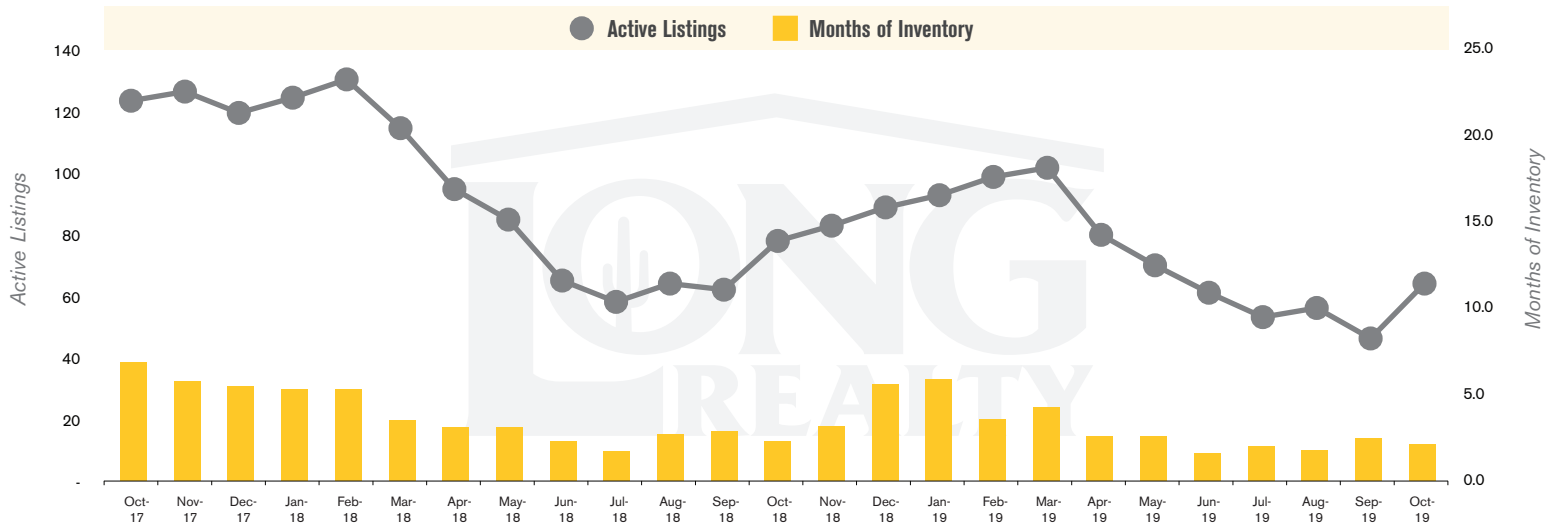


In the SaddleBrooke area, October 2019 active inventory was 65, a 18% decrease from October 2018. There were 31 closings in October 2019, an 11% decrease from October 2018. Year-to-date 2019 there were 278 closings, a 4% decrease from year-to-date 2018. Months of Inventory was 2.1, down from 2.3 in October 2018. Median price of sold homes was \$417,500 for the month of October 2019, up 18% from October 2018. The SaddleBrooke area had 26 new properties under contract in October 2019, up 24% from October 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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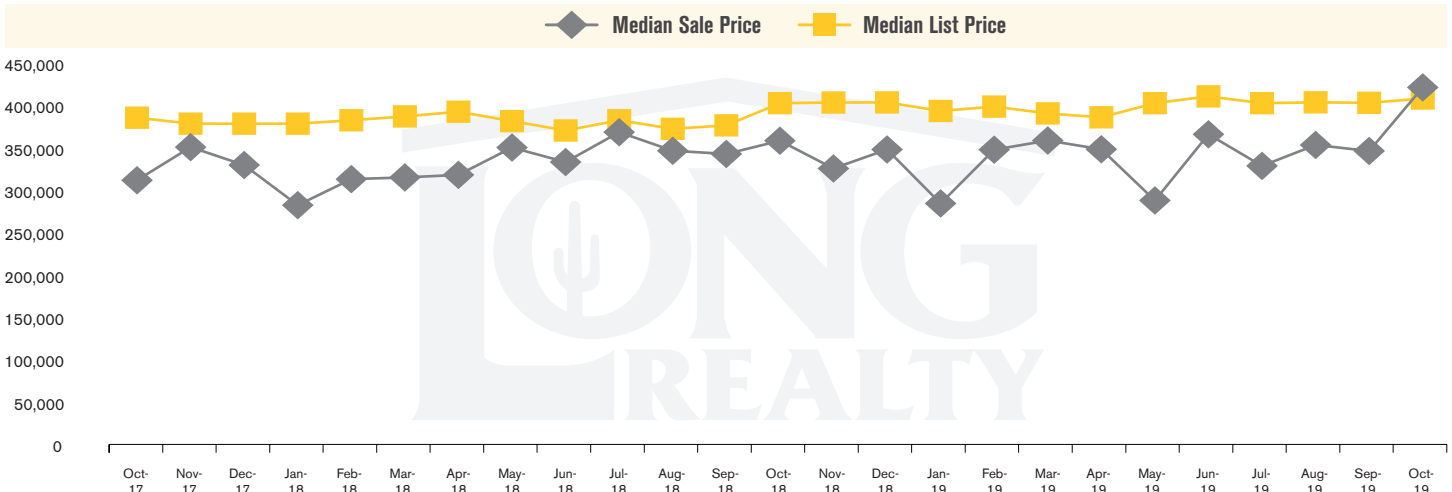
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SADDLEBROOKE)

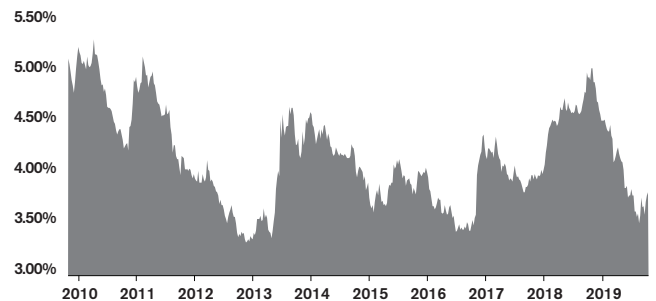


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2018	\$355,000	4.500%	\$1,708.80
2019	\$417,500	3.875%	\$1,865.08

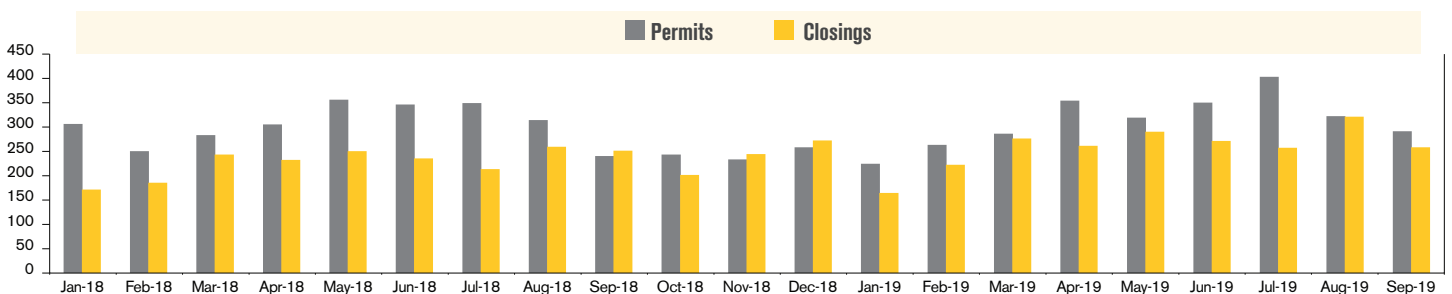
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For September 2019, new home permits were **up 2%** year-to-date from 2018 and new home closings were **up 15%** 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
		May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-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	1	1	0	0	n/a	0.0	Seller
\$200,000 - 224,999	2	3	1	0	1	0	0	n/a	4.0	Seller
\$225,000 - 249,999	2	4	2	3	4	0	0	n/a	2.0	Seller
\$250,000 - 274,999	2	4	1	3	2	3	2	1.0	1.1	Seller
\$275,000 - 299,999	4	3	5	3	2	5	1	4.0	1.1	Seller
\$300,000 - 349,999	9	2	6	5	5	3	5	1.8	1.5	Seller
\$350,000 - 399,999	11	9	11	4	1	5	5	2.2	3.1	Seller
\$400,000 - 499,999	18	1	8	5	12	3	13	1.4	1.6	Seller
\$500,000 - 599,999	12	0	2	0	3	1	3	4.0	3.3	Seller
\$600,000 - 699,999	1	0	0	0	0	0	2	0.5	3.0	Seller
\$700,000 - 799,999	0	1	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	0	1	2	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	0	2	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	65	27	40	27	31	20	31	2.1	2.1	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 11/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2019-10/31/2019. 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 11/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2018 – 10/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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61.3%

Keller Williams Southern Arizona 16.0%

Coldwell Banker Residential Brokerage 5.8%

Tierra Antigua Realty 4.3%

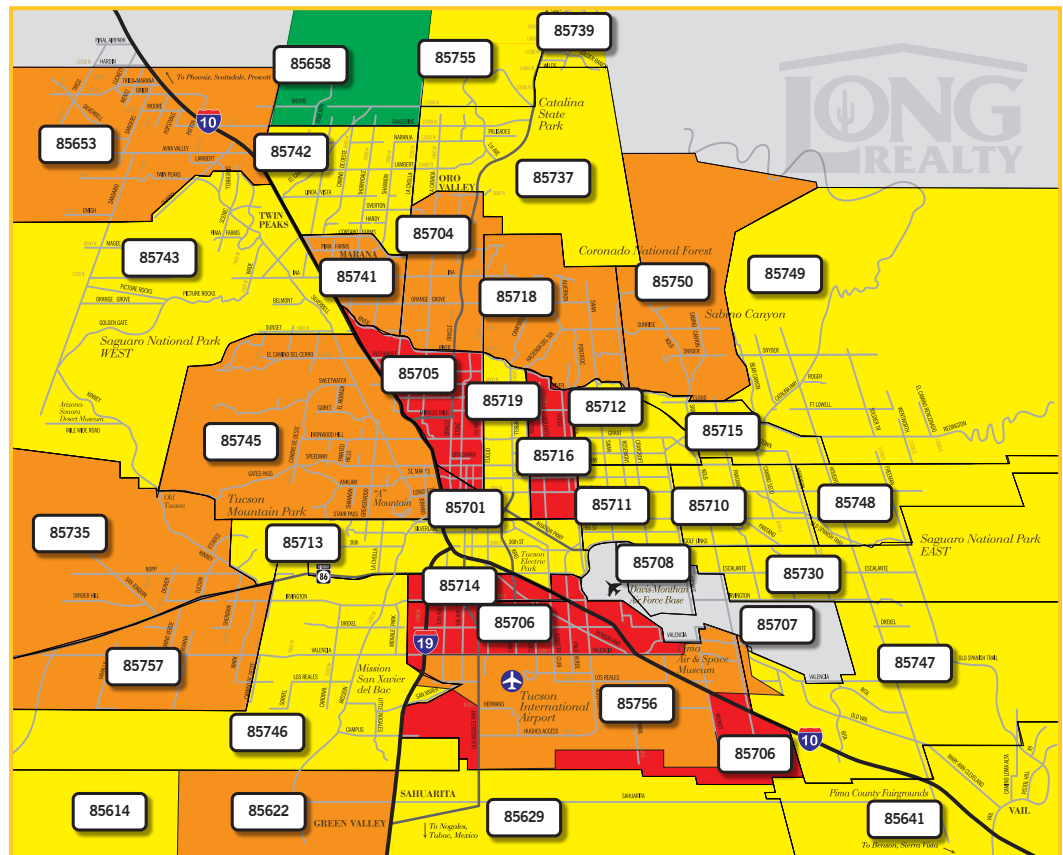
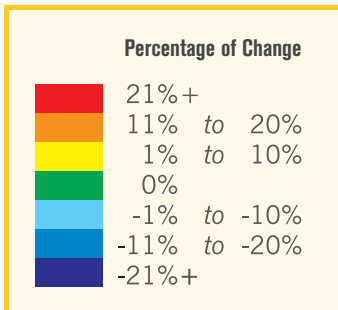
Realty Executives Tucson Elite 2.4%

Homesmart Advantage Group 1.1%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(AUG 2018-OCT 2018 TO AUG 2019-OCT 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

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This heat map represents the percentage of change in Tucson metro median sales prices from August 2018-October 2018 to August 2019-October 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 11/05/2019. Information is believed to be reliable, but not guaranteed.