

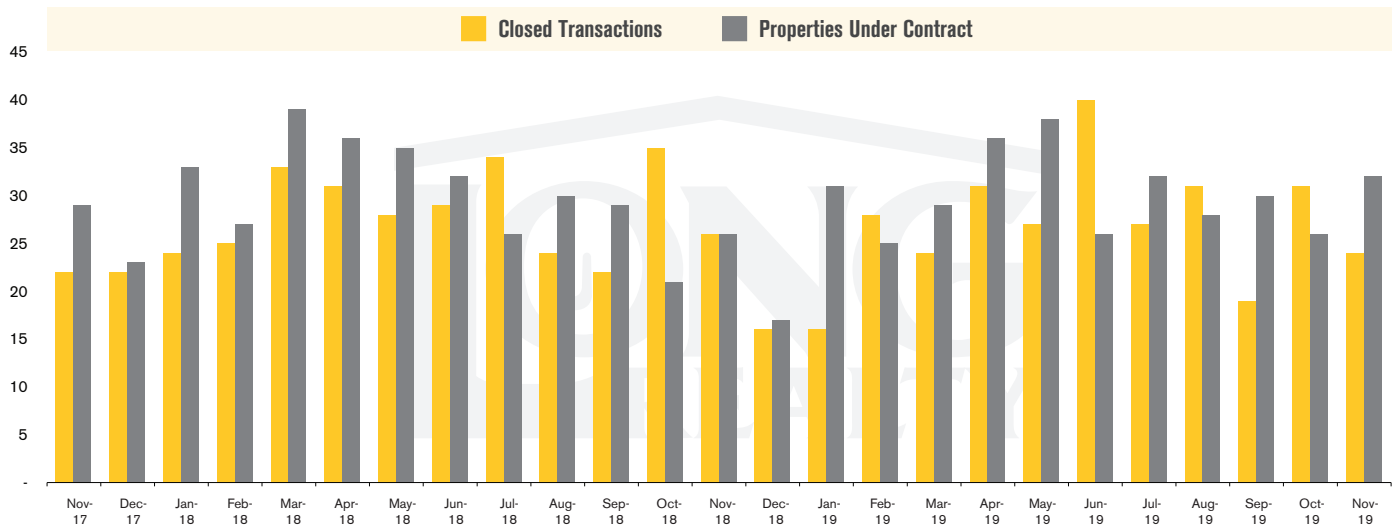
THE HOUSING REPORT

SADDLEBROOKE | DECEMBER 2019

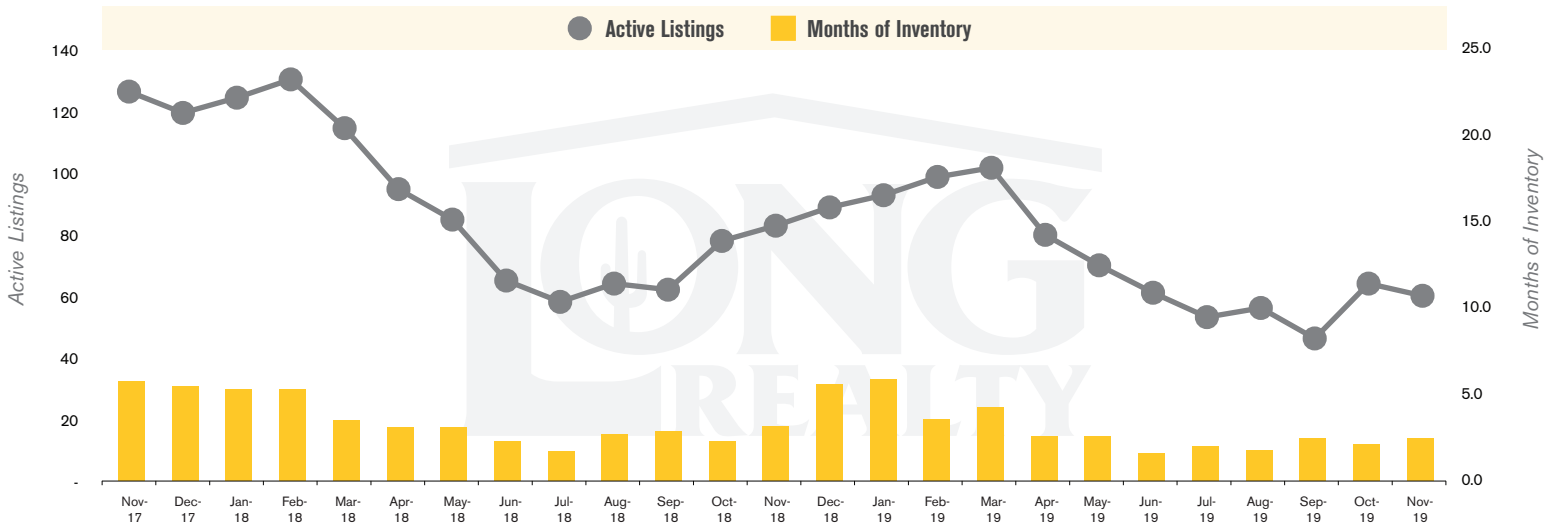


In the SaddleBrooke area, November 2019 active inventory was 61, a 27% decrease from November 2018. There were 24 closings in November 2019, an 8% decrease from November 2018. Year-to-date 2019 there were 302 closings, a 4% decrease from year-to-date 2018. Months of Inventory was 2.5, down from 3.2 in November 2018. Median price of sold homes was \$345,010 for the month of November 2019, up 7% from November 2018. The SaddleBrooke area had 32 new properties under contract in November 2019, up 23% from November 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SADDLEBROOKE)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)



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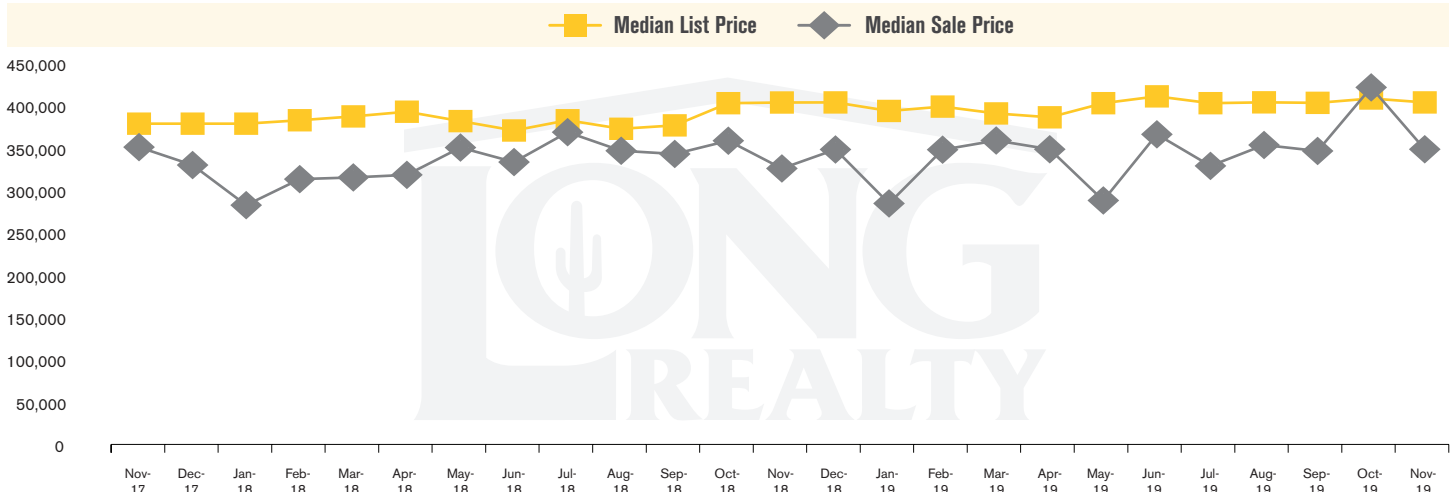
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/04/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SADDLEBROOKE)

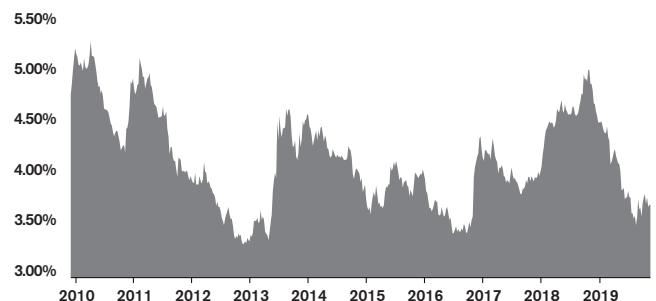


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

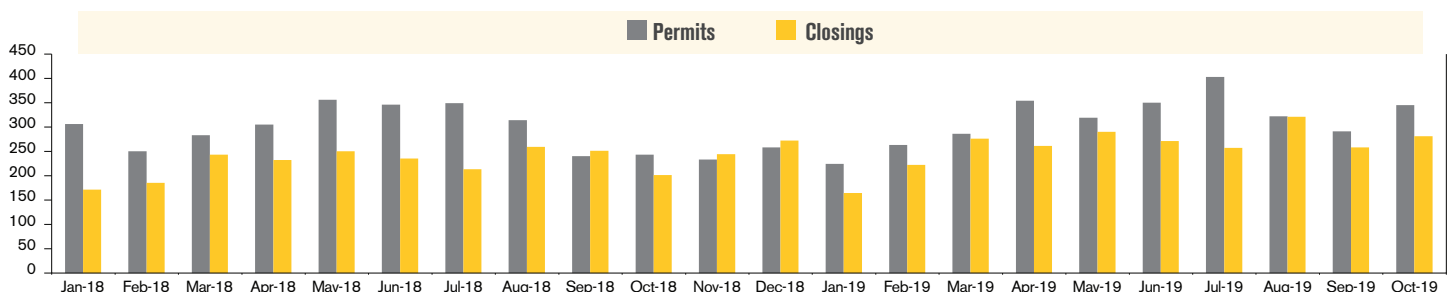
Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2018	\$322,500	4.870%	\$1,620.43
2019	\$345,010	3.700%	\$1,508.62

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

30 YEAR FIXED MORTGAGE RATE



NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For October 2019, new home permits were **up 5%** year-to-date from 2018 and new home closings were **up 16%** 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
		Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-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	1	1	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	1	1	0	1	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	1	2	3	4	0	0	3	0.3	2.3	Seller
\$250,000 - 274,999	2	1	3	2	3	2	4	0.5	0.8	Seller
\$275,000 - 299,999	4	5	3	2	5	1	1	4.0	1.3	Seller
\$300,000 - 349,999	9	6	5	5	3	5	4	2.3	1.8	Seller
\$350,000 - 399,999	11	11	4	1	5	5	1	11.0	2.9	Seller
\$400,000 - 499,999	19	8	5	12	3	13	8	2.4	2.1	Seller
\$500,000 - 599,999	8	2	0	3	1	3	0	n/a	6.3	Balanced
\$600,000 - 699,999	2	0	0	0	0	2	1	2.0	1.7	Seller
\$700,000 - 799,999	1	1	0	0	0	0	1	1.0	1.0	Seller
\$800,000 - 899,999	0	1	2	0	0	0	1	0.0	2.0	Seller
\$900,000 - 999,999	3	2	1	0	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	61	40	27	31	20	31	24	2.5	2.3	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 12/04/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2019-11/30/2019. 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 12/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2018 – 11/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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60.6%

Keller Williams Southern Arizona

16.9%

Coldwell Banker Residential Brokerage

5.9%

Tierra Antigua Realty

3.6%

Realty Executives Tucson Elite

2.9%

Exp Realty

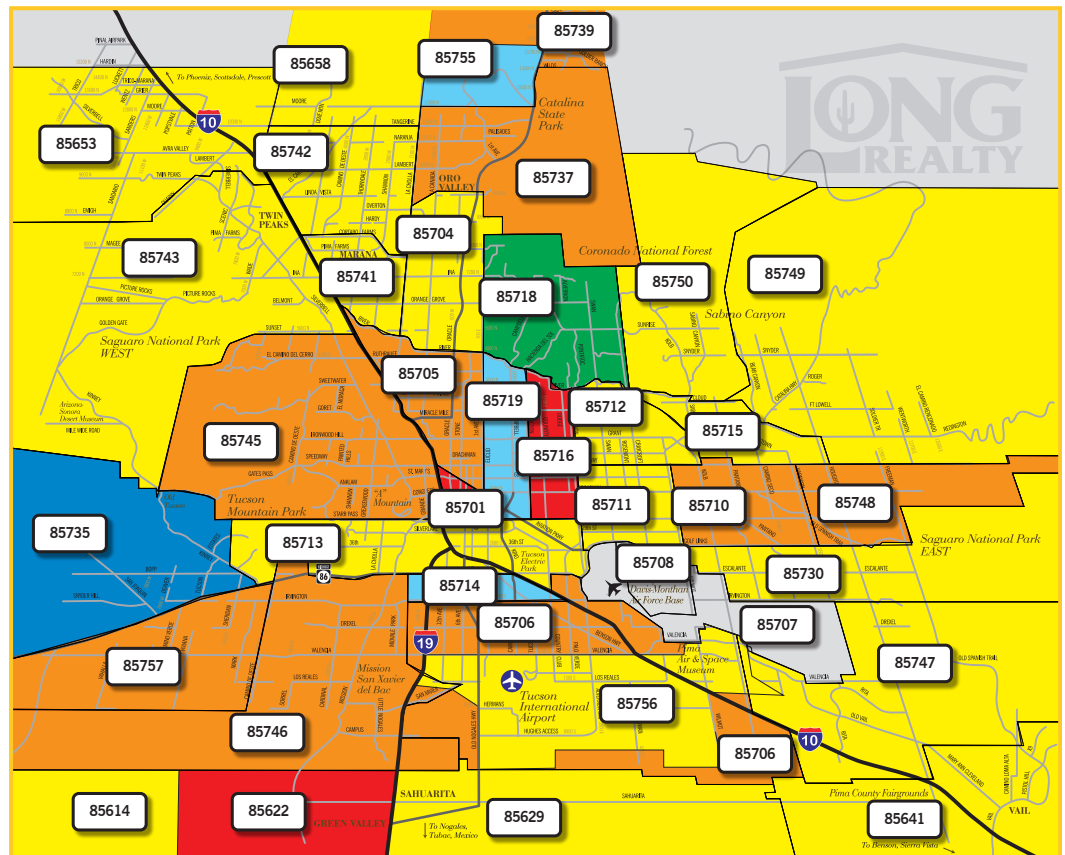
1.2%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(SEP 2018-NOV 2018 TO SEP 2019-NOV 2019)

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

Percentage of Change



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 September 2018-November 2018 to September 2019-November 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/04/2019. Information is believed to be reliable, but not guaranteed.