

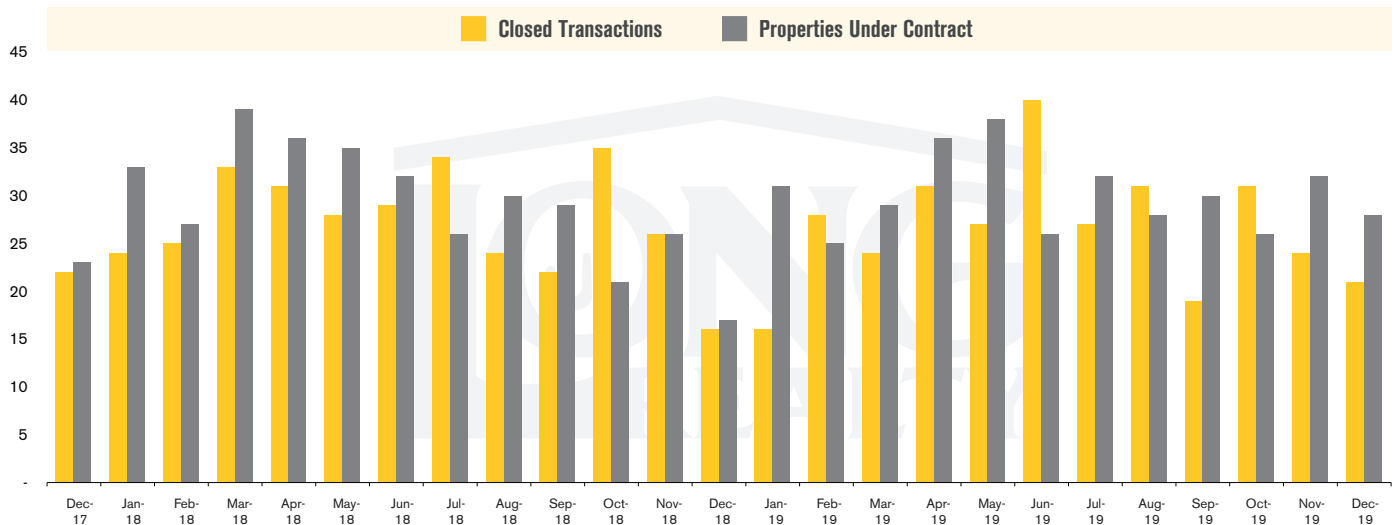
# THE HOUSING REPORT

SADDLEBROOKE | JANUARY 2020

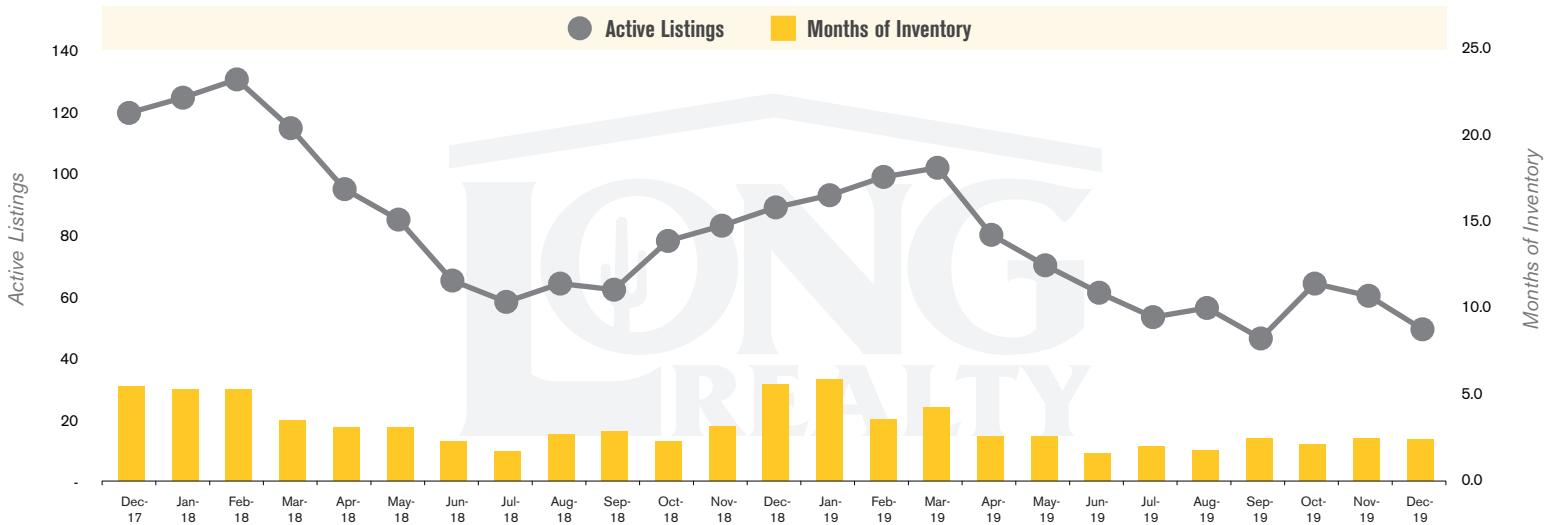


In the SaddleBrooke area, December 2019 active inventory was 50, a 44% decrease from December 2018. There were 21 closings in December 2019, a 31% increase from December 2018. Year-to-date 2019 there were 323 closings, a 3% decrease from year-to-date 2018. Months of Inventory was 2.4, down from 5.6 in December 2018. Median price of sold homes was \$342,000 for the month of December 2019, down 1% from December 2018. The SaddleBrooke area had 28 new properties under contract in December 2019, up 65% from December 2018.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)



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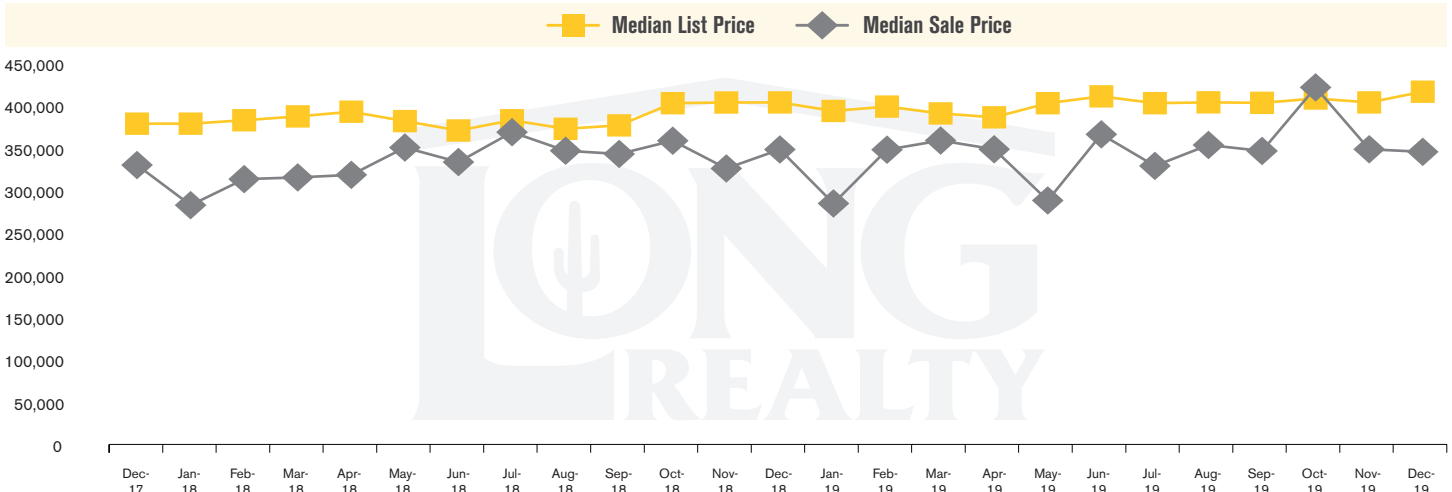
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 01/06/2020 is believed to be reliable, but not guaranteed.

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

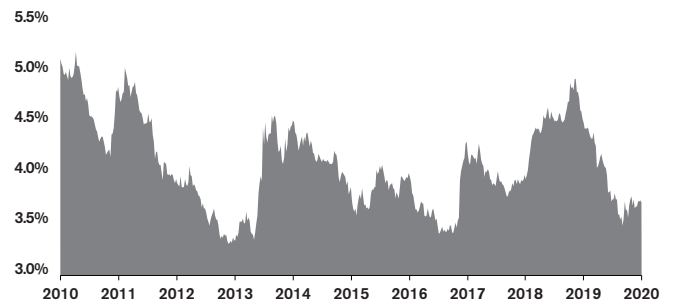


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2018	\$344,750	4.640%	\$1,686.81
2019	\$342,000	3.840%	\$1,521.30

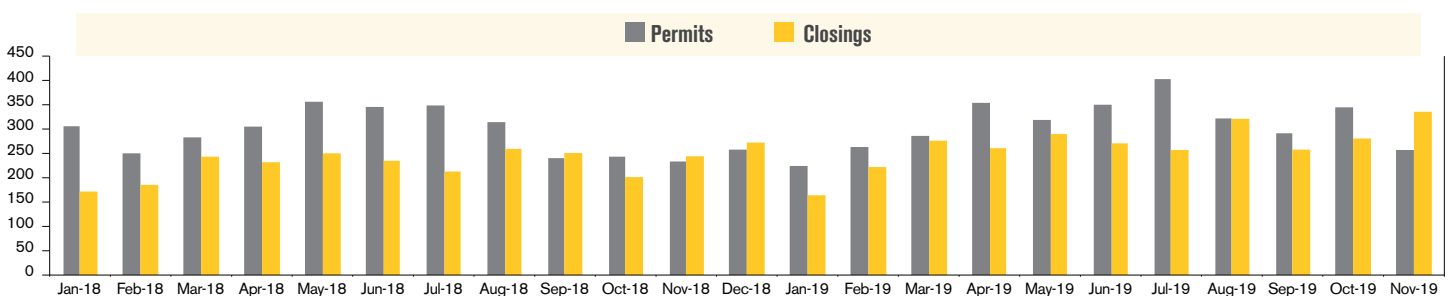
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For November 2019, new home permits were **up 6%** year-to-date from 2018 and new home closings were **up 18%** 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
		Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-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	1	1	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	1	0	1	0	0	0	1	1.0	4.0	<b>Seller</b>
\$225,000 - 249,999	0	3	4	0	0	3	2	0.0	0.6	<b>Seller</b>
\$250,000 - 274,999	1	3	2	3	2	4	2	0.5	0.6	<b>Seller</b>
\$275,000 - 299,999	4	3	2	5	1	1	1	4.0	4.0	<b>Seller</b>
\$300,000 - 349,999	7	5	5	3	5	4	5	1.4	1.8	<b>Seller</b>
\$350,000 - 399,999	6	4	1	5	5	1	1	6.0	4.0	<b>Seller</b>
\$400,000 - 499,999	18	5	12	3	13	8	5	3.6	2.1	<b>Seller</b>
\$500,000 - 599,999	6	0	3	1	3	0	2	3.0	5.2	<b>Balanced</b>
\$600,000 - 699,999	4	0	0	0	2	1	0	n/a	2.3	<b>Seller</b>
\$700,000 - 799,999	1	0	0	0	0	1	0	n/a	2.0	<b>Seller</b>
\$800,000 - 899,999	0	2	0	0	0	1	1	0.0	0.5	<b>Seller</b>
\$900,000 - 999,999	2	1	0	0	0	0	1	2.0	8.0	<b>Slightly Buyer</b>
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>50</b>	<b>27</b>	<b>31</b>	<b>20</b>	<b>31</b>	<b>24</b>	<b>21</b>	<b>2.4</b>	<b>2.3</b>	<b>Seller</b>



**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 01/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2019-12/31/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

SADDLEBROOKE | JANUARY 2020



## MARKET SHARE (SADDLEBROOKE)

**Long Realty leads the market in successful real estate sales.**

Data Obtained 01/06/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2019 – 12/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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61.1%

Keller Williams Southern Arizona 16.7%

Coldwell Banker Residential Brokerage 6.4%

Tierra Antigua Realty 3.5%

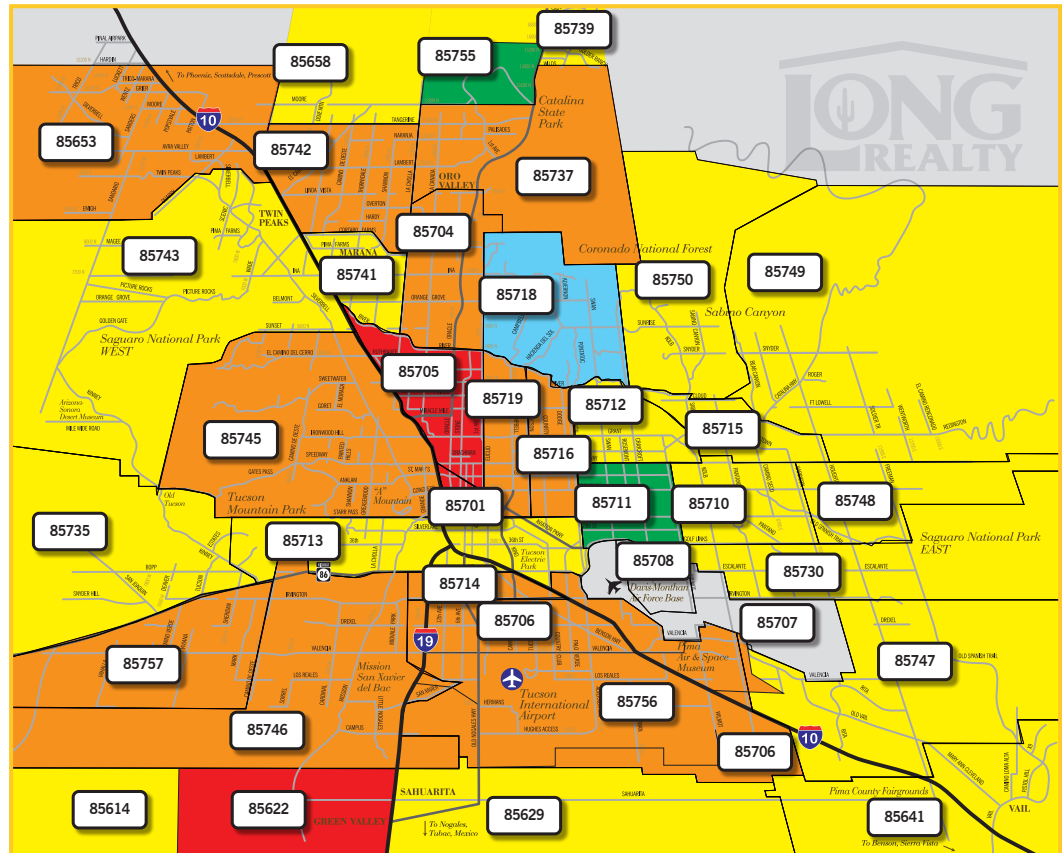
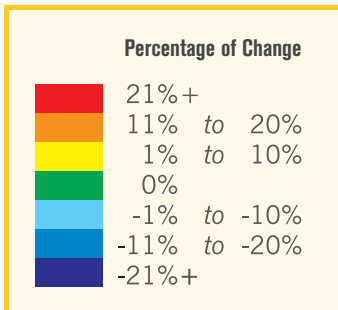
Realty Executives Tucson Elite 2.7%

Saddlebrooke Realty LLC 0.9%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(OCT 2018-DEC 2018 TO OCT 2019-DEC 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 October 2018-December 2018 to October 2019-December 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/06/2020. Information is believed to be reliable, but not guaranteed.