

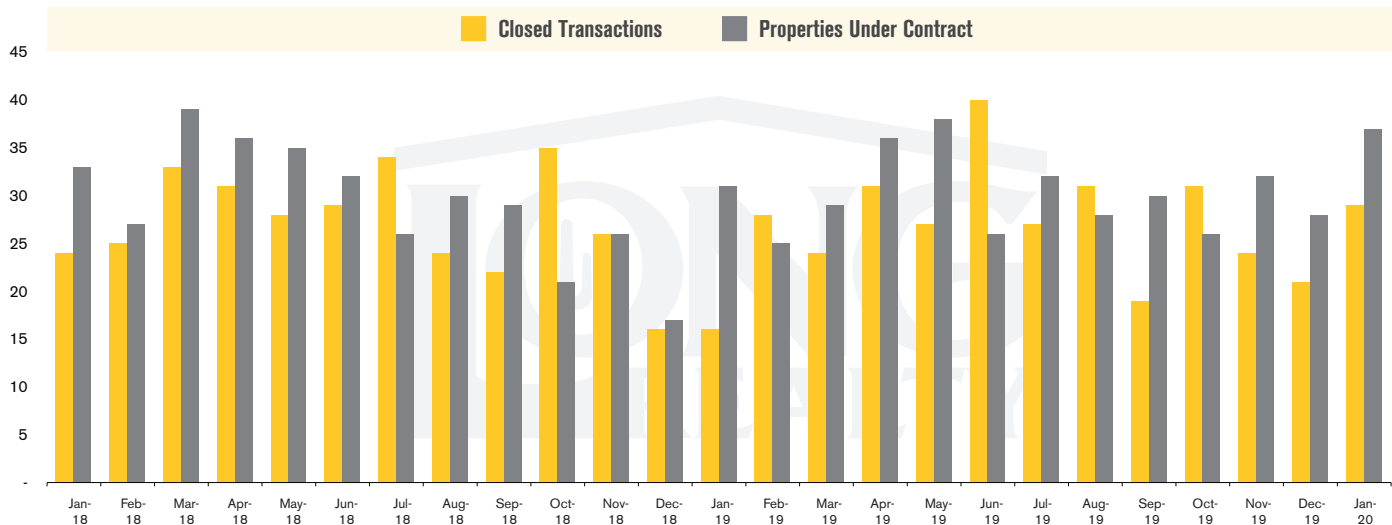
THE HOUSING REPORT

SADDLEBROOKE | FEBRUARY 2020

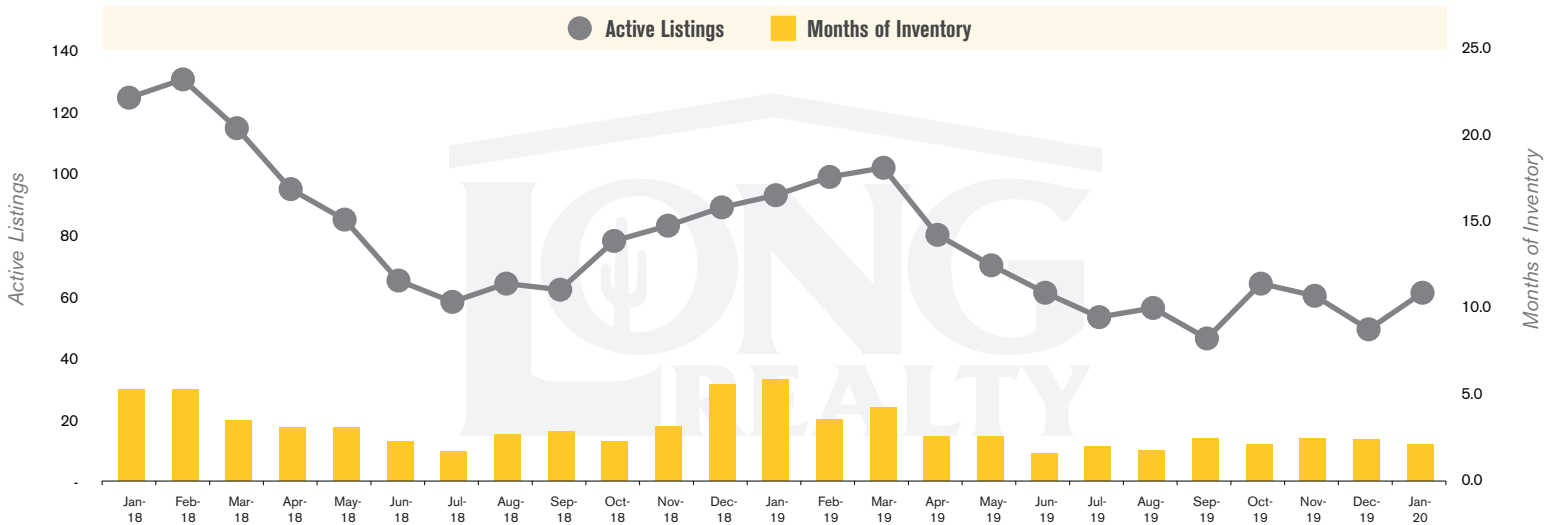


In the SaddleBrooke area, January 2020 active inventory was 62, a 34% decrease from January 2019. There were 29 closings in January 2020, an 81% increase from January 2019. Year-to-date 2020 there were 29 closings, a 61% increase from year-to-date 2018. Months of Inventory was 2.1, down from 5.9 in January 2019. Median price of sold homes was \$385,000 for the month of January 2020, up 37% from January 2019. The SaddleBrooke area had 37 new properties under contract in January 2020, up 19% from January 2019.

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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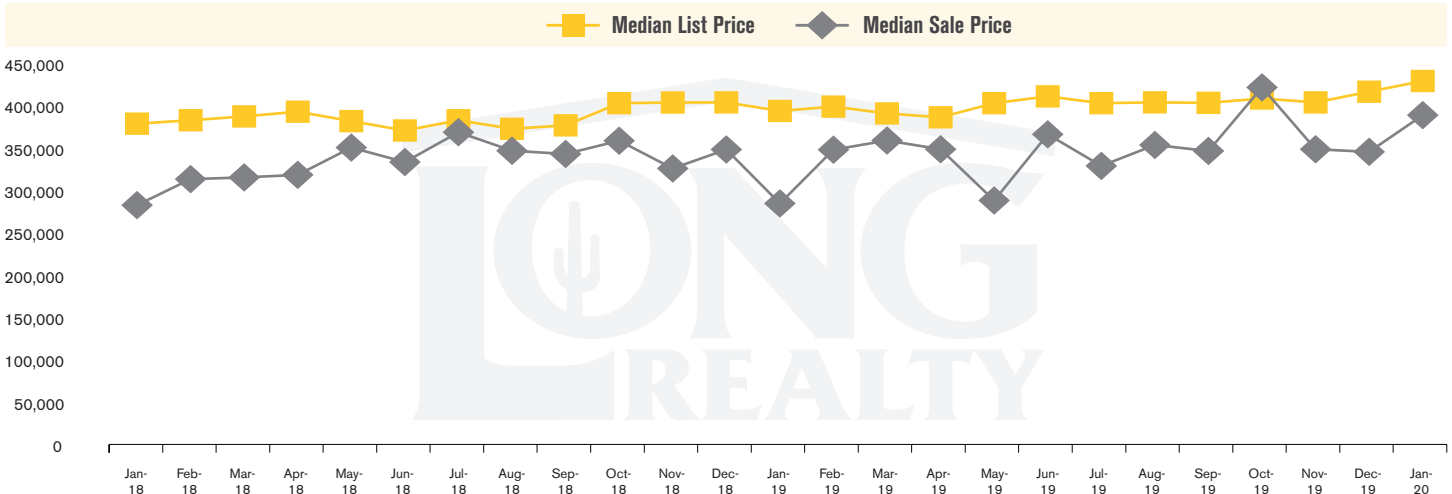
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SADDLEBROOKE)

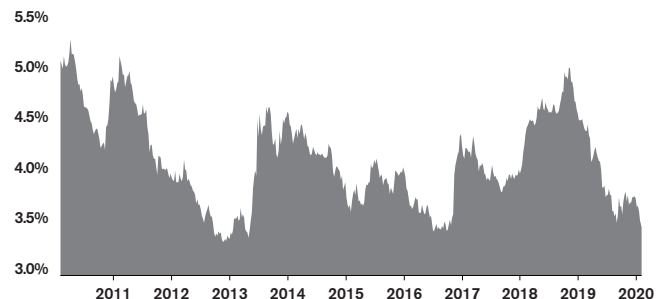


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2019	\$281,500	4.460%	\$1,348.65
2020	\$385,000	3.680%	\$1,679.35

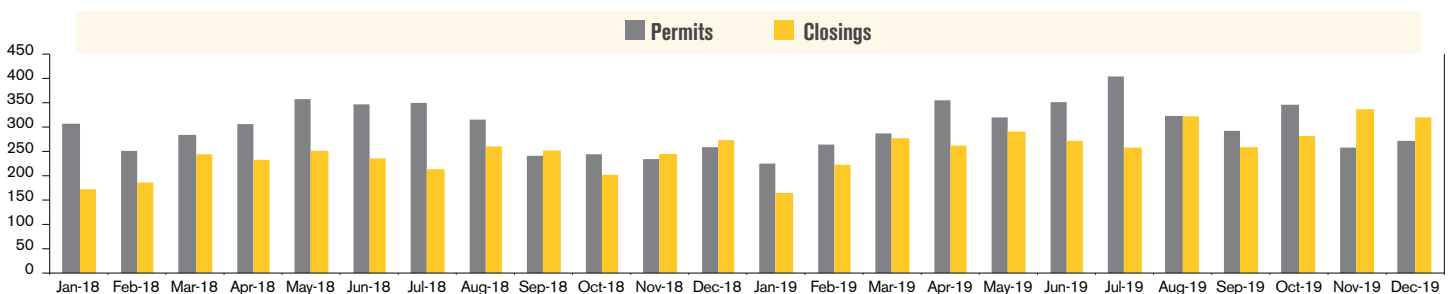
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For December 2019, new home permits were **down 1%** and new home closings were **up 18%** from December 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
		Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20			
\$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	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	1	0	0	0	1	1	0.0	1.0	Seller
\$225,000 - 249,999	0	4	0	0	3	2	1	0.0	0.2	Seller
\$250,000 - 274,999	1	2	3	2	4	2	1	1.0	0.6	Seller
\$275,000 - 299,999	5	2	5	2	1	1	3	1.7	2.6	Seller
\$300,000 - 349,999	8	5	3	5	4	5	5	1.6	1.7	Seller
\$350,000 - 399,999	12	1	5	5	1	1	4	3.0	4.8	Slightly Seller
\$400,000 - 499,999	22	12	3	13	8	5	6	3.7	3.1	Seller
\$500,000 - 599,999	5	3	1	3	0	2	6	0.8	2.4	Seller
\$600,000 - 699,999	4	0	0	2	1	0	1	4.0	5.0	Balanced
\$700,000 - 799,999	0	0	0	0	1	0	0	n/a	2.0	Seller
\$800,000 - 899,999	0	0	0	0	1	1	1	0.0	0.0	Seller
\$900,000 - 999,999	4	0	0	0	0	1	0	n/a	9.0	Buyer
\$1,000,000 - and over	1	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	62	31	20	32	24	21	29	2.1	2.3	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 02/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2019-01/31/2020. 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 02/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2019 – 01/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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61.8%

Keller Williams Southern Arizona 16.9%

Coldwell Banker Residential Brokerage 6.8%

Tierra Antigua Realty 3.0%

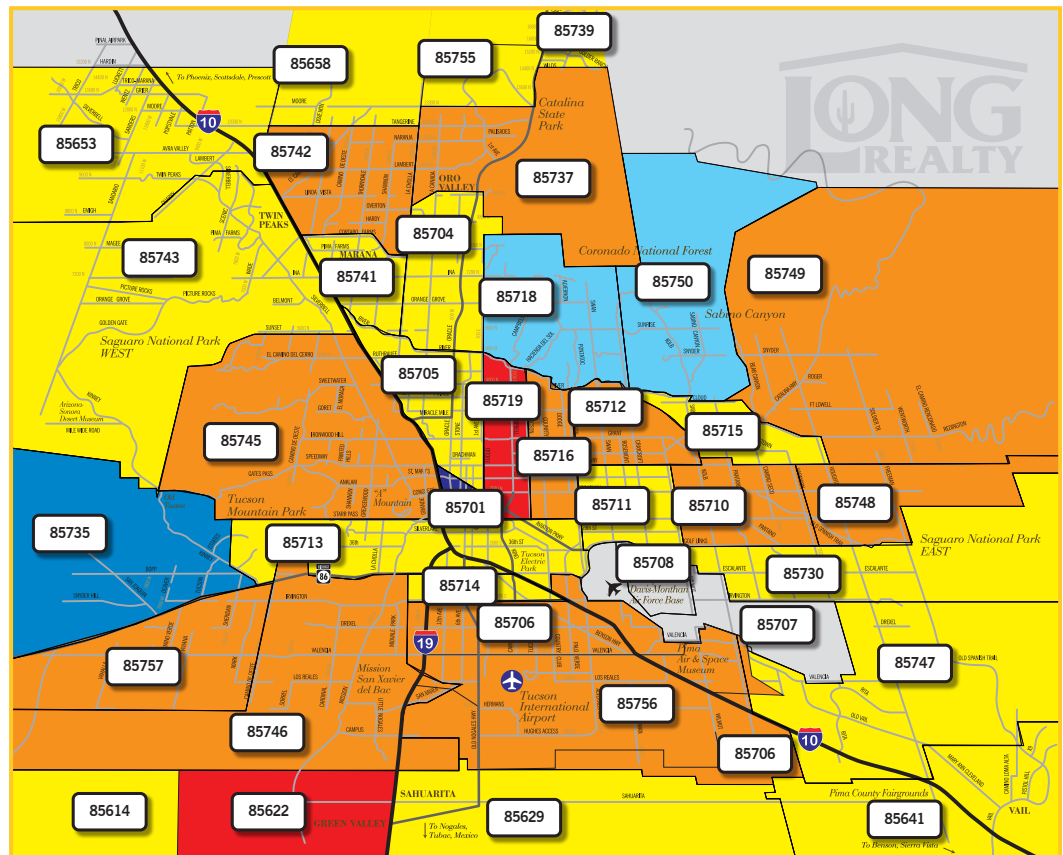
Realty Executives Tucson Elite 2.5%

Saddlebrooke Realty LLC 1.1%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(NOV 2018-JAN 2019 TO NOV 2019-JAN 2020)

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 November 2018-January 2019 to November 2019-January 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2020. Information is believed to be reliable, but not guaranteed.