

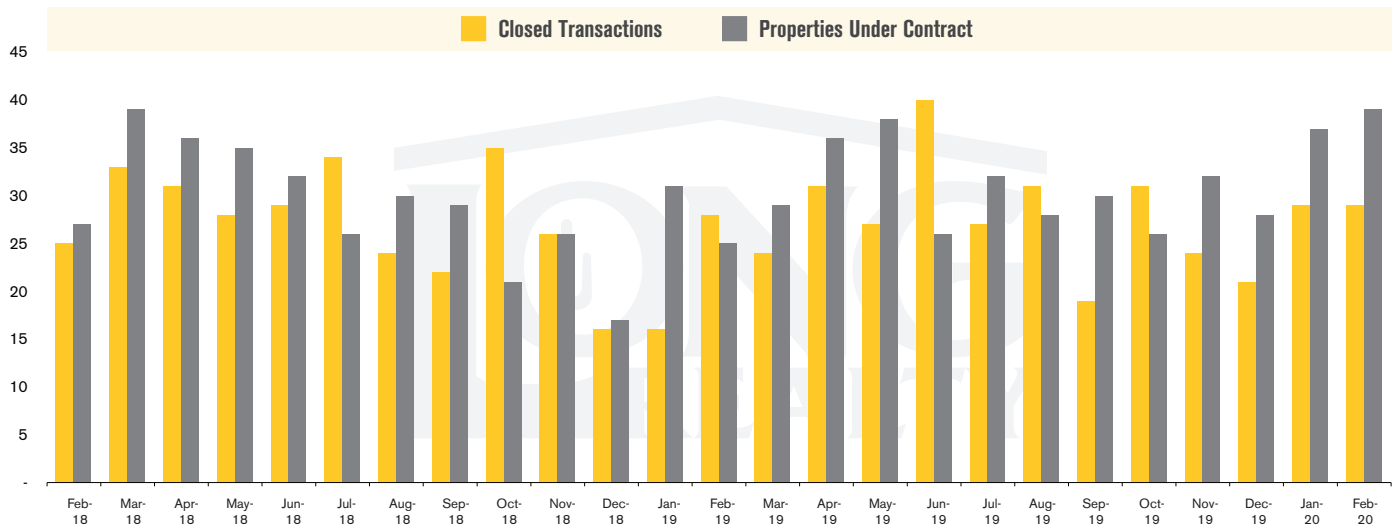
# THE HOUSING REPORT

SADDLEBROOKE | MARCH 2020

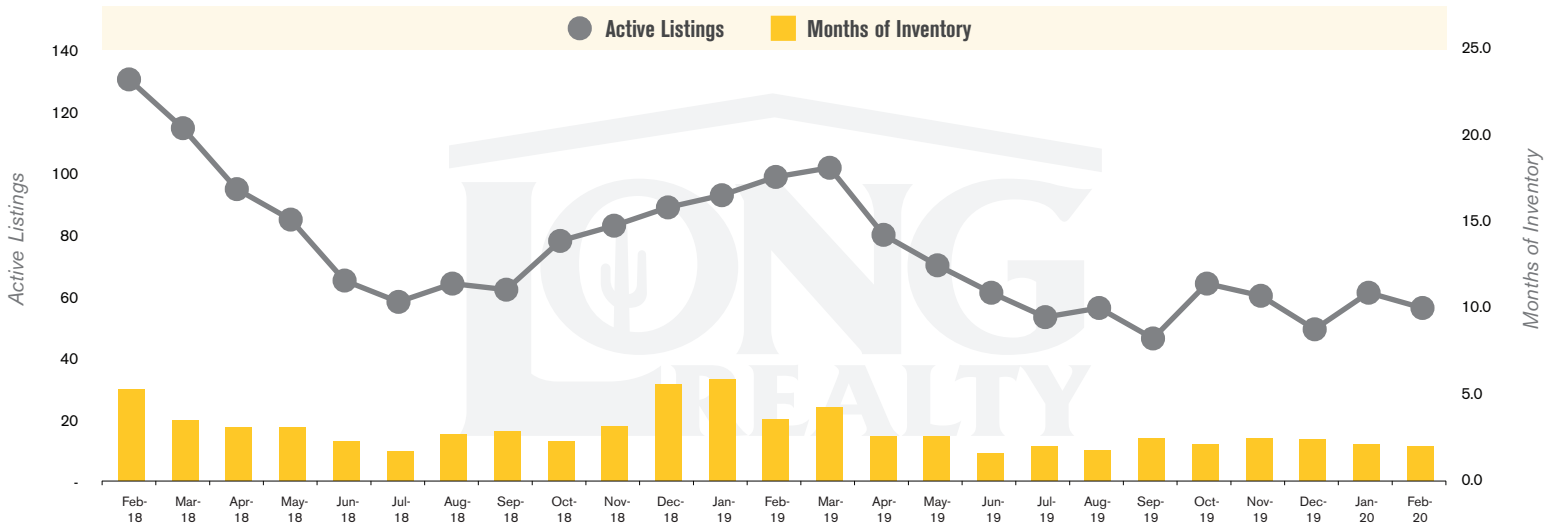


In the SaddleBrooke area, February 2020 active inventory was 57, a 43% decrease from February 2019. There were 29 closings in February 2020, a 4% increase from February 2019. Year-to-date 2020 there were 58 closings, a 26% increase from year-to-date 2018. Months of Inventory was 2.0, down from 3.6 in February 2019. Median price of sold homes was \$389,000 for the month of February 2020, up 13% from February 2019. The SaddleBrooke area had 39 new properties under contract in February 2020, up 56% from February 2019.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)



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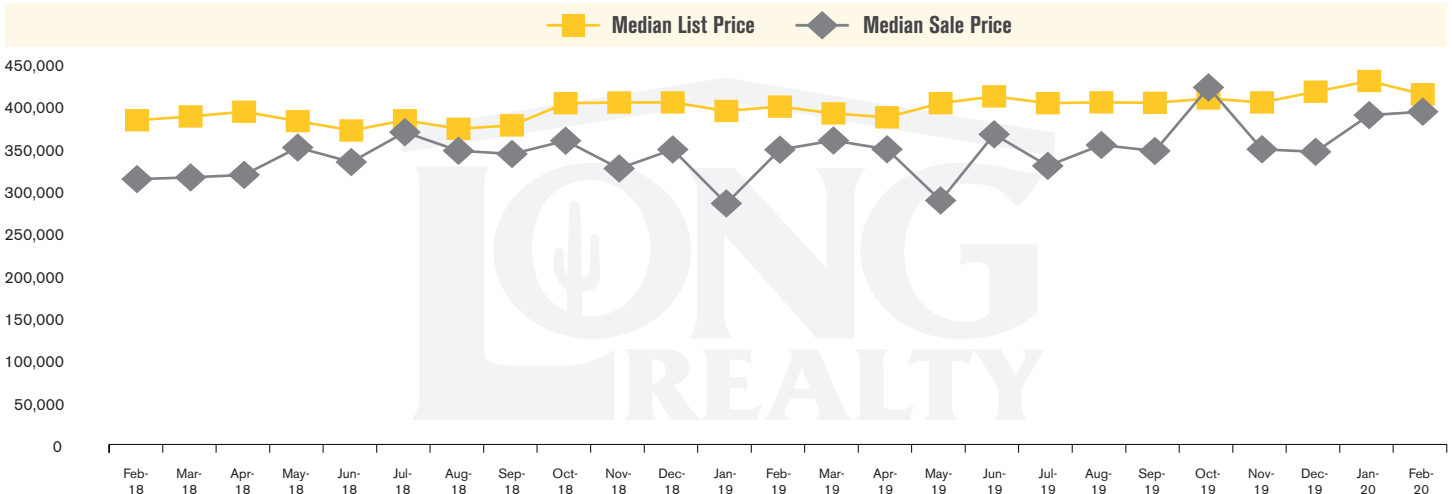
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 03/04/2020 is believed to be reliable, but not guaranteed.

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

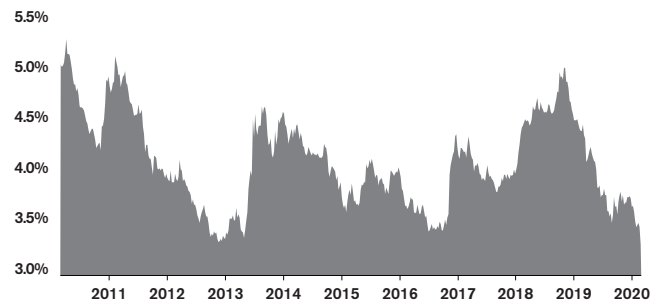


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2019	\$344,500	4.370%	\$1,633.07
2020	\$389,000	3.470%	\$1,653.26

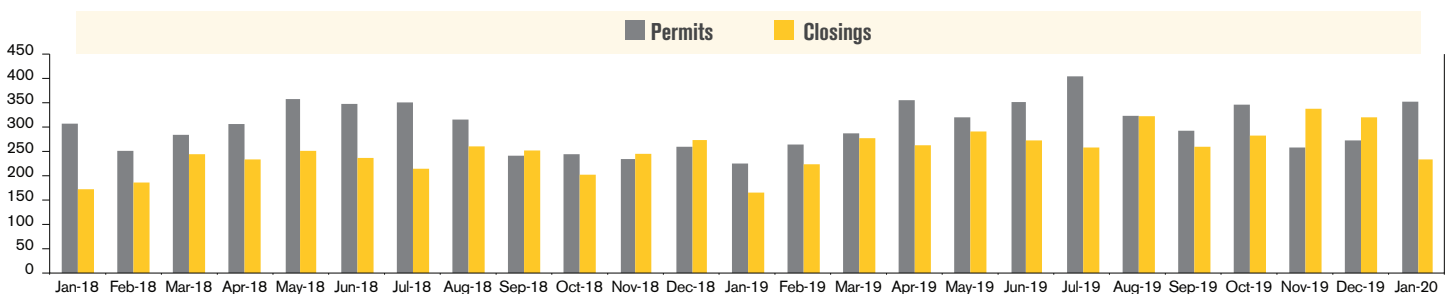
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For January 2020, new home permits were **up 56%** and new home closings were **up 41%** from January 2019.

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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
		Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-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	0	0	0	0	0	1	0.0	0.0	<b>Seller</b>
\$200,000 - 224,999	0	0	0	0	1	1	1	0.0	0.3	<b>Seller</b>
\$225,000 - 249,999	0	0	0	3	2	1	0	n/a	0.0	<b>Seller</b>
\$250,000 - 274,999	3	3	2	4	2	1	3	1.0	0.8	<b>Seller</b>
\$275,000 - 299,999	2	5	2	1	1	3	3	0.7	1.6	<b>Seller</b>
\$300,000 - 349,999	5	3	5	4	5	5	4	1.3	1.4	<b>Seller</b>
\$350,000 - 399,999	14	5	5	1	1	4	4	3.5	3.6	<b>Seller</b>
\$400,000 - 499,999	20	3	13	8	5	6	8	2.5	3.2	<b>Seller</b>
\$500,000 - 599,999	5	1	3	0	2	6	3	1.7	1.5	<b>Seller</b>
\$600,000 - 699,999	5	0	2	1	0	1	1	5.0	6.5	<b>Balanced</b>
\$700,000 - 799,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	0	1	1	1	0	n/a	0.0	<b>Seller</b>
\$900,000 - 999,999	2	0	0	0	1	0	1	2.0	4.0	<b>Seller</b>
\$1,000,000 - and over	1	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>57</b>	<b>20</b>	<b>32</b>	<b>24</b>	<b>21</b>	<b>29</b>	<b>29</b>	<b>2.0</b>	<b>2.1</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 03/04/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2019-02/29/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

SADDLEBROOKE | MARCH 2020



## MARKET SHARE (SADDLEBROOKE)

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

Data Obtained 03/04/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2019 – 02/29/2020 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

61.7%

Keller Williams Southern Arizona

16.9%

Coldwell Banker Residential Brokerage

7.0%

Realty Executives Tucson Elite

2.6%

Tierra Antigua Realty

2.5%

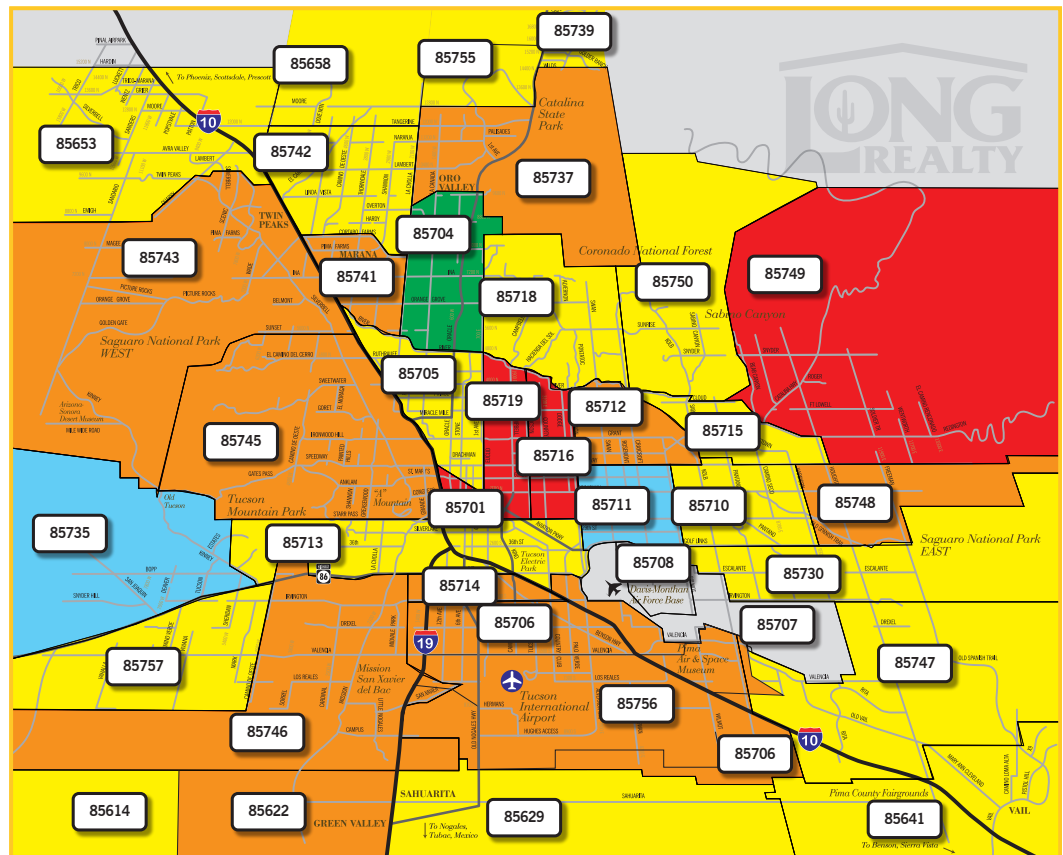
Saddlebrooke Realty LLC

1.1%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(DEC 2018-FEB 2019 TO DEC 2019-FEB 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 December 2018-February 2019 to December 2019-February 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/04/2020. Information is believed to be reliable, but not guaranteed.