

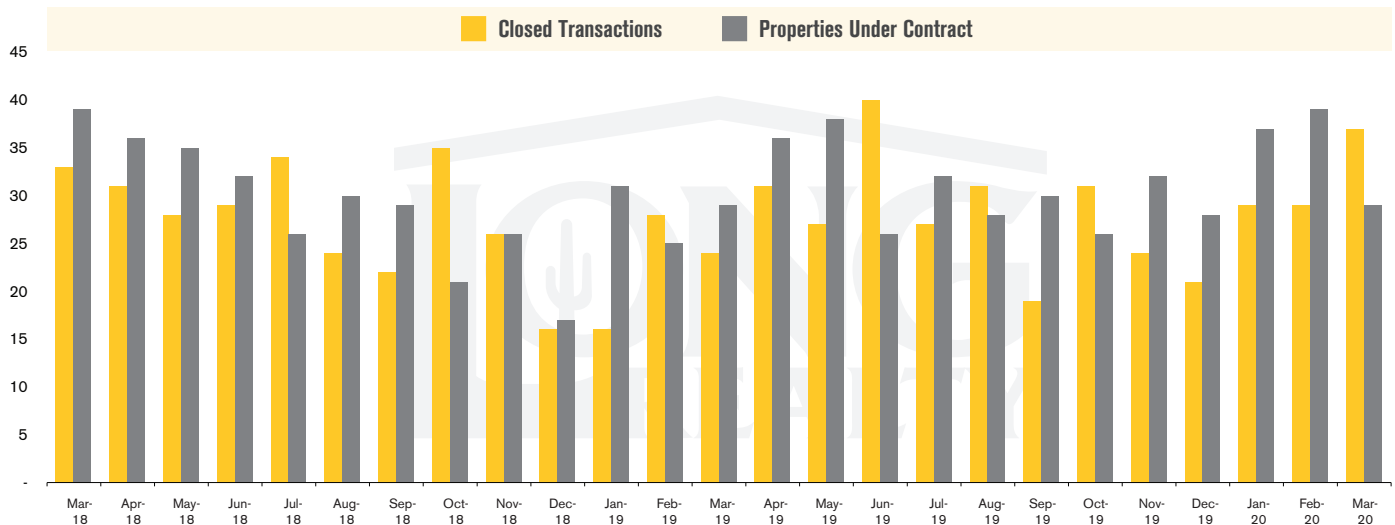
THE HOUSING REPORT

SADDLEBROOKE | APRIL 2020

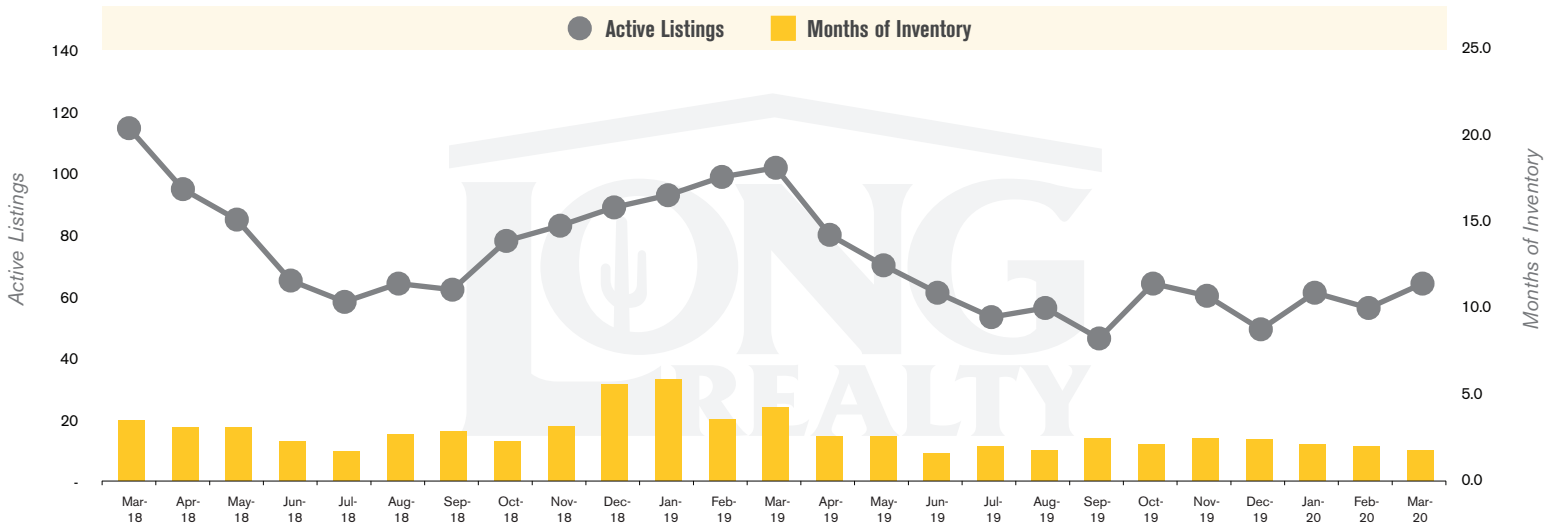


In the SaddleBrooke area, March 2020 active inventory was 65, a 37% decrease from March 2019. There were 37 closings in March 2020, a 54% increase from March 2019. Year-to-date 2020 there were 96 closings, a 37% increase from year-to-date 2019. Months of Inventory was 1.8, down from 4.3 in March 2019. Median price of sold homes was \$391,500 for the month of March 2020, up 10% from March 2019. The SaddleBrooke area had 29 new properties under contract in March 2020, virtually unchanged from March 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SADDLEBROOKE)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)



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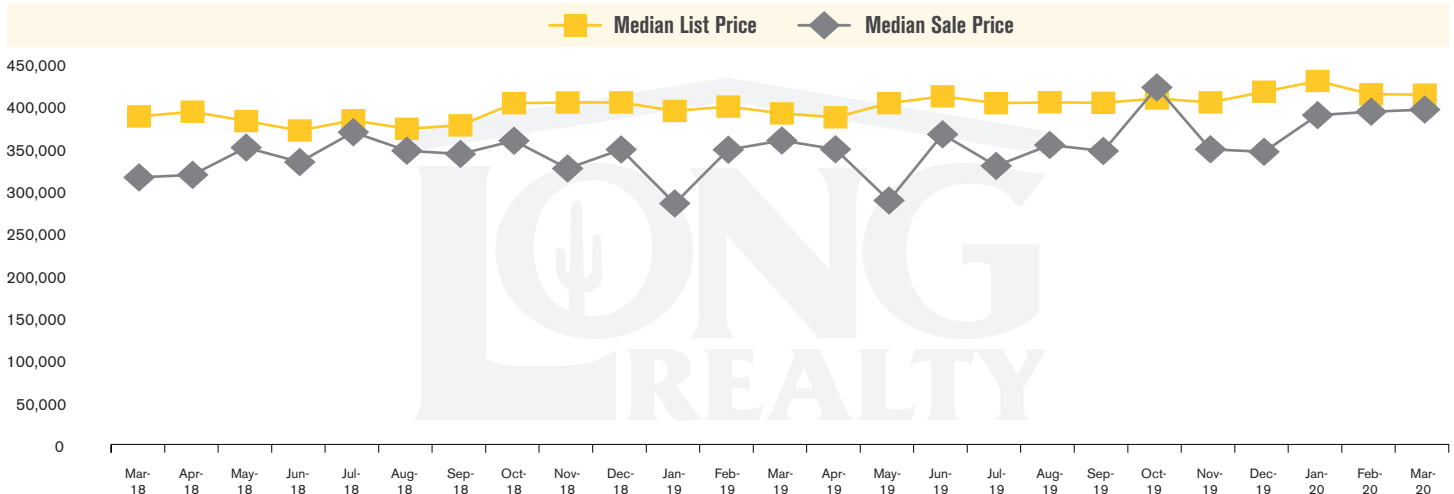
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

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SADDLEBROOKE | APRIL 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SADDLEBROOKE)

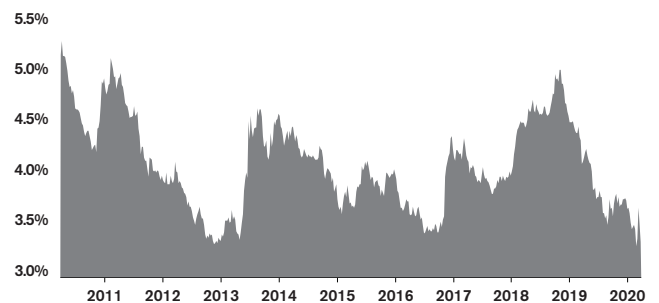


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2019	\$355,250	4.375%	\$1,685.03
2020	\$391,500	3.450%	\$1,659.75

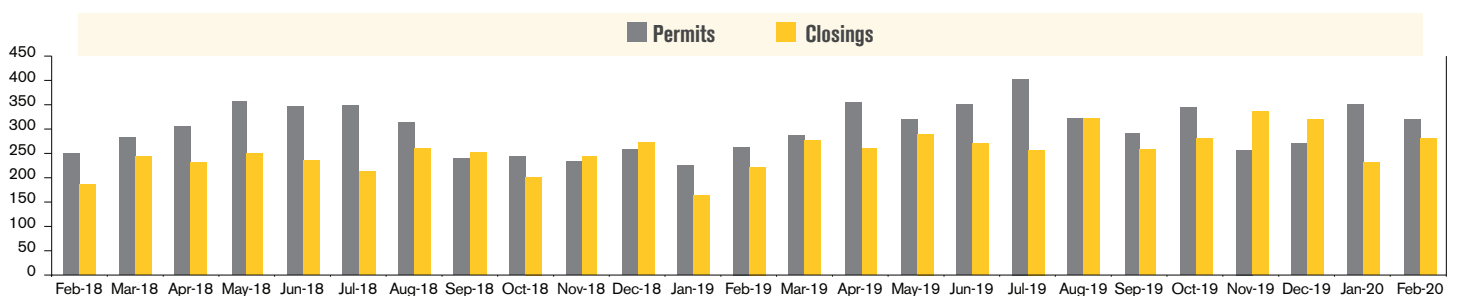
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For February 2020, new home permits were **up 22%** and new home closings were **up 26%** from February 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
		Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-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	1	0	n/a	0.0	Seller
\$200,000 - 224,999	0	0	0	1	1	1	0	n/a	0.0	Seller
\$225,000 - 249,999	1	0	3	2	1	0	0	n/a	1.0	Seller
\$250,000 - 274,999	2	2	4	2	1	3	5	0.4	0.7	Seller
\$275,000 - 299,999	3	2	1	1	3	4	2	1.5	1.1	Seller
\$300,000 - 349,999	8	5	4	5	5	4	5	1.6	1.5	Seller
\$350,000 - 399,999	11	5	1	1	4	4	8	1.4	2.3	Seller
\$400,000 - 499,999	24	13	8	5	6	8	13	1.8	2.4	Seller
\$500,000 - 599,999	5	3	0	2	6	3	2	2.5	1.4	Seller
\$600,000 - 699,999	7	2	1	0	1	1	1	7.0	5.3	Balanced
\$700,000 - 799,999	1	0	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	1	1	1	0	0	n/a	0.0	Seller
\$900,000 - 999,999	3	0	0	1	0	1	1	3.0	4.5	Slightly Seller
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	65	32	24	21	29	30	37	1.8	1.9	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 04/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2020-03/31/2020. 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 04/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2019 – 03/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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61.7%

Keller Williams Southern Arizona 17.1%

Coldwell Banker Residential Brokerage 6.9%

Tierra Antigua Realty 2.8%

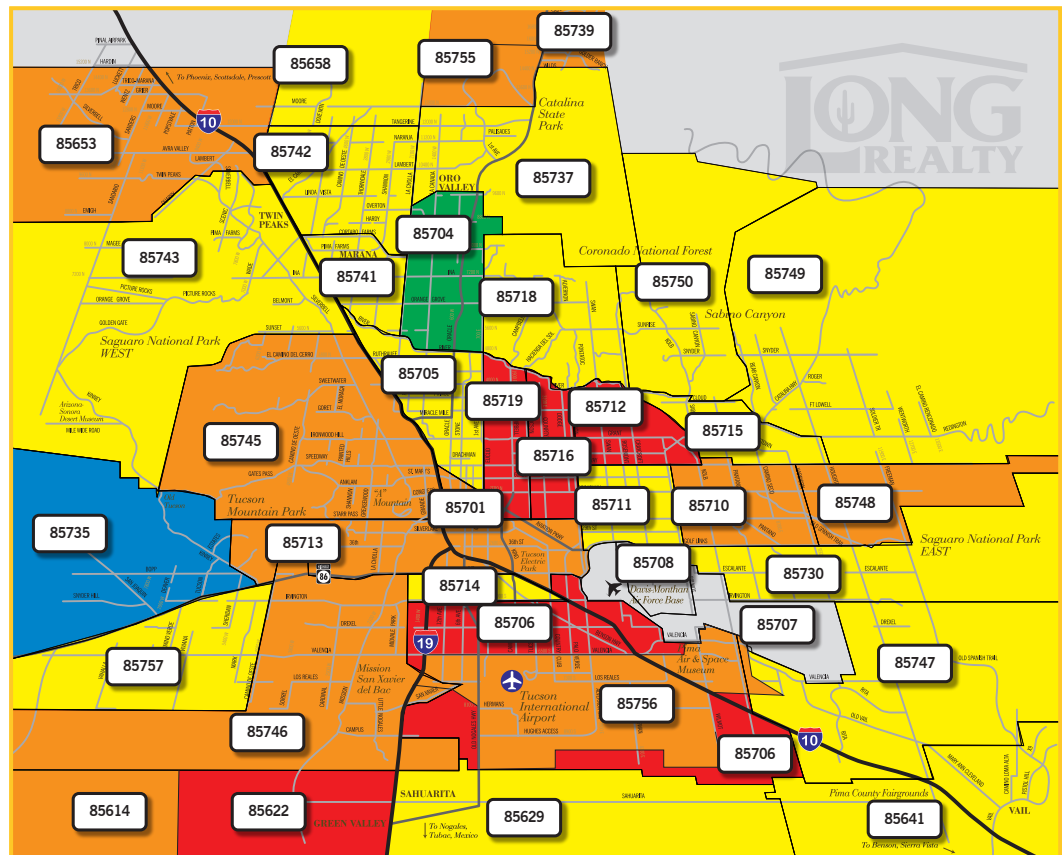
Realty Executives Tucson Elite 2.4%

Saddlebrooke Realty LLC 1.1%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JAN 2019-MAR 2019 TO JAN 2020-MAR 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 January 2019-March 2019 to January 2020-March 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/03/2020. Information is believed to be reliable, but not guaranteed.