

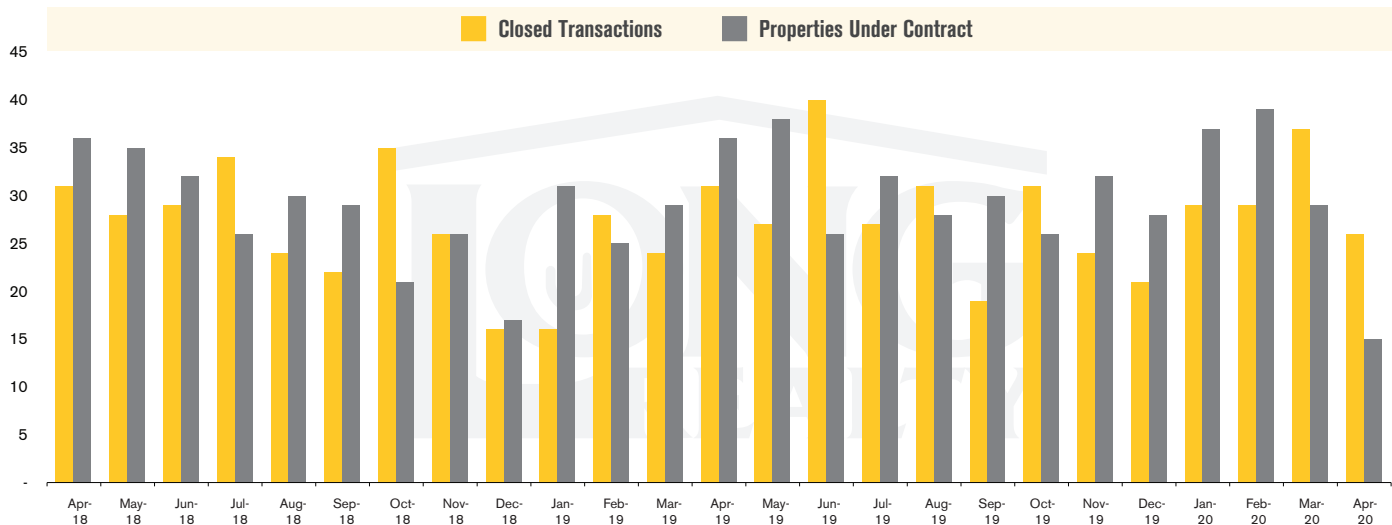
THE HOUSING REPORT

SADDLEBROOKE | MAY 2020

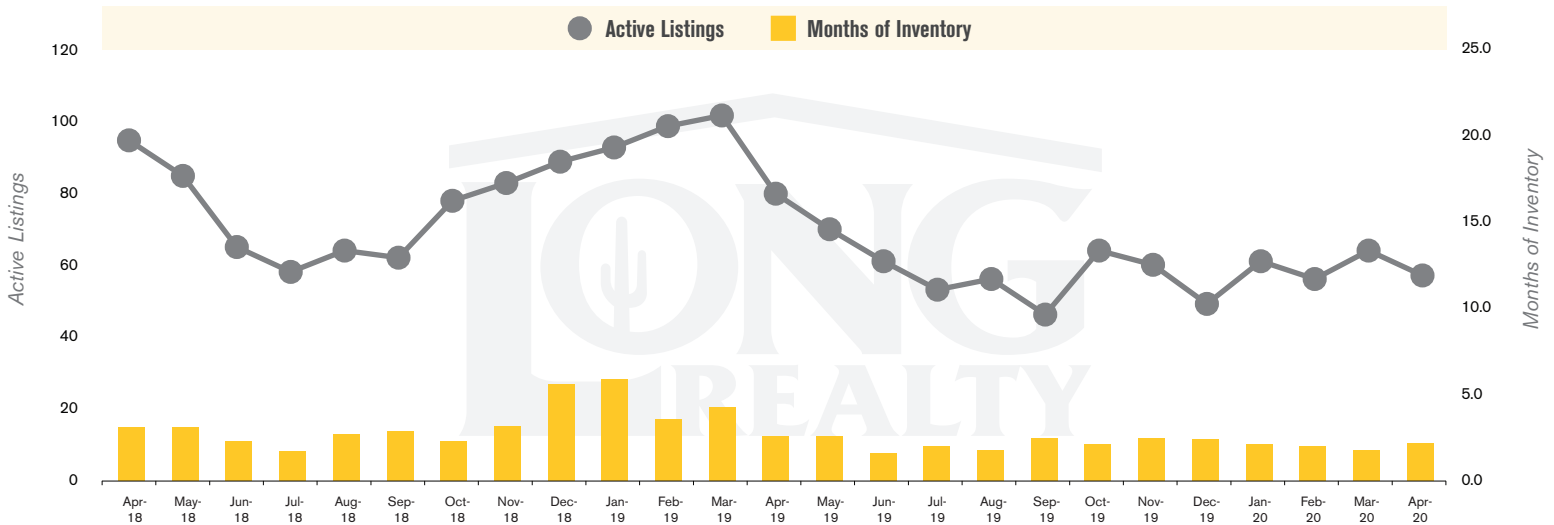


In the SaddleBrooke area, April 2020 active inventory was 58, a 28% decrease from April 2019. There were 26 closings in April 2020, a 16% decrease from April 2019. Year-to-date 2020 there were 122 closings, a 20% increase from year-to-date 2019. Months of Inventory was 2.2, down from 2.6 in April 2019. Median price of sold homes was \$340,000 for the month of April 2020, down 1% from April 2019. The SaddleBrooke area had 15 new properties under contract in April 2020, down 58% from April 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SADDLEBROOKE)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

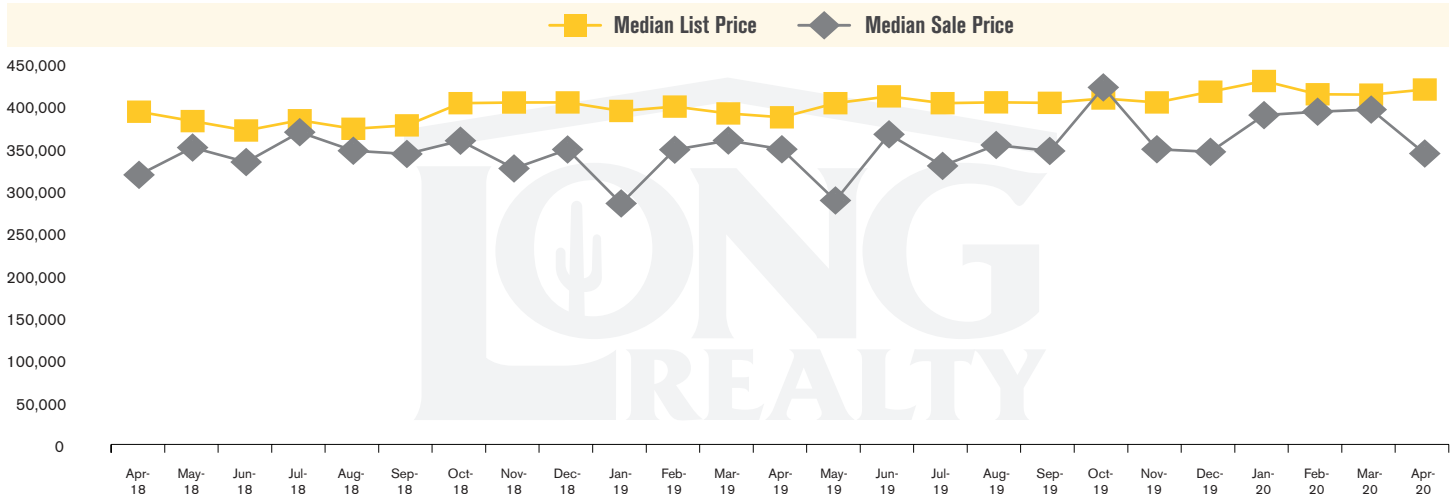
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/05/2020 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SADDLEBROOKE | MAY 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SADDLEBROOKE)

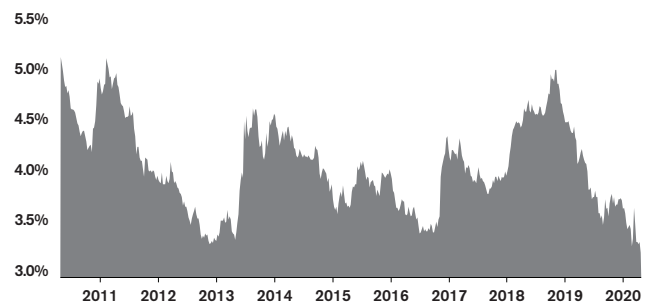


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2019	\$345,000	4.140%	\$1,591.30
2020	\$340,000	3.310%	\$1,416.37

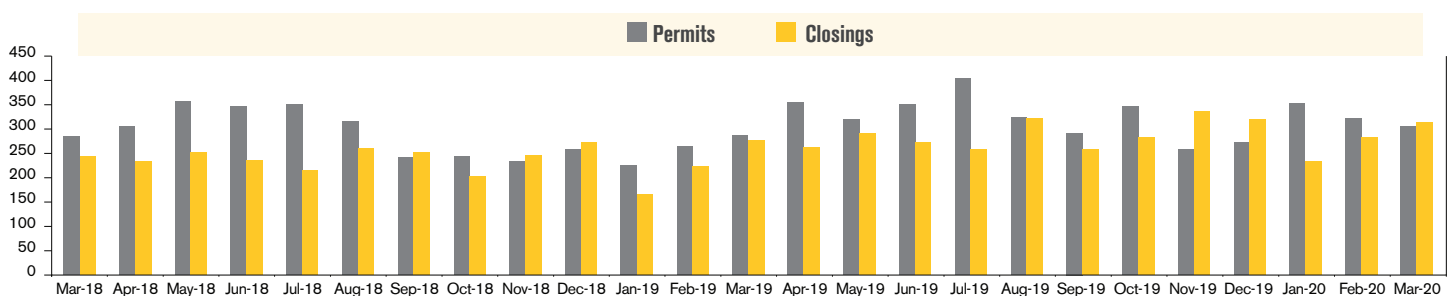
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For March 2020, new home permits were **up 7%** and new home closings were **up 13%** from March 2019.

Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 05/05/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SADDLEBROOKE | MAY 2020



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
		Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-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	1	0	0	n/a	0.0	Seller
\$200,000 - 224,999	0	0	1	1	1	0	1	0.0	0.0	Seller
\$225,000 - 249,999	1	3	2	1	0	0	3	0.3	0.7	Seller
\$250,000 - 274,999	2	4	2	1	3	5	1	2.0	0.8	Seller
\$275,000 - 299,999	2	1	1	3	4	2	3	0.7	0.8	Seller
\$300,000 - 349,999	9	4	5	5	4	5	6	1.5	1.5	Seller
\$350,000 - 399,999	10	1	1	4	4	8	5	2.0	2.1	Seller
\$400,000 - 499,999	21	8	5	6	8	13	5	4.2	2.5	Seller
\$500,000 - 599,999	4	0	2	6	3	2	1	4.0	2.3	Seller
\$600,000 - 699,999	5	1	0	1	1	1	1	5.0	5.7	Balanced
\$700,000 - 799,999	1	1	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	1	1	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	0	1	0	1	1	0	n/a	4.0	Seller
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	58	24	21	29	30	37	26	2.2	1.9	Seller



Seller's Market



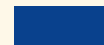
Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 05/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2020-04/30/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SADDLEBROOKE | MAY 2020



MARKET SHARE (SADDLEBROOKE)

Long Realty leads the market in successful real estate sales.

Data Obtained 05/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2019 – 04/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

60.9%

Keller Williams Southern Arizona

17.8%

Coldwell Banker Residential Brokerage

7.3%

Tierra Antigua Realty

2.8%

Realty Executives Tucson Elite

2.2%

Excelsior Real Estate

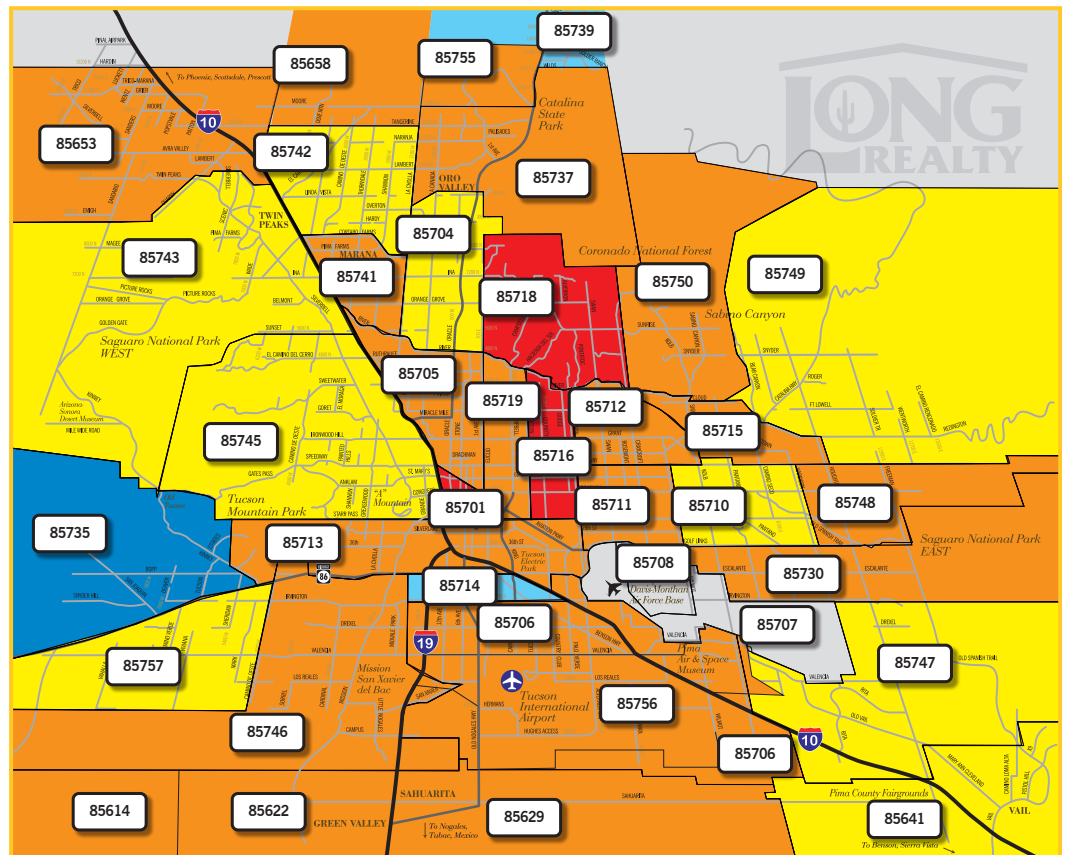
0.9%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(FEB 2019-APR 2019 TO FEB 2020-APR 2020)

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.

Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from February 2019-April 2019 to February 2020-April 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/05/2020. Information is believed to be reliable, but not guaranteed.