

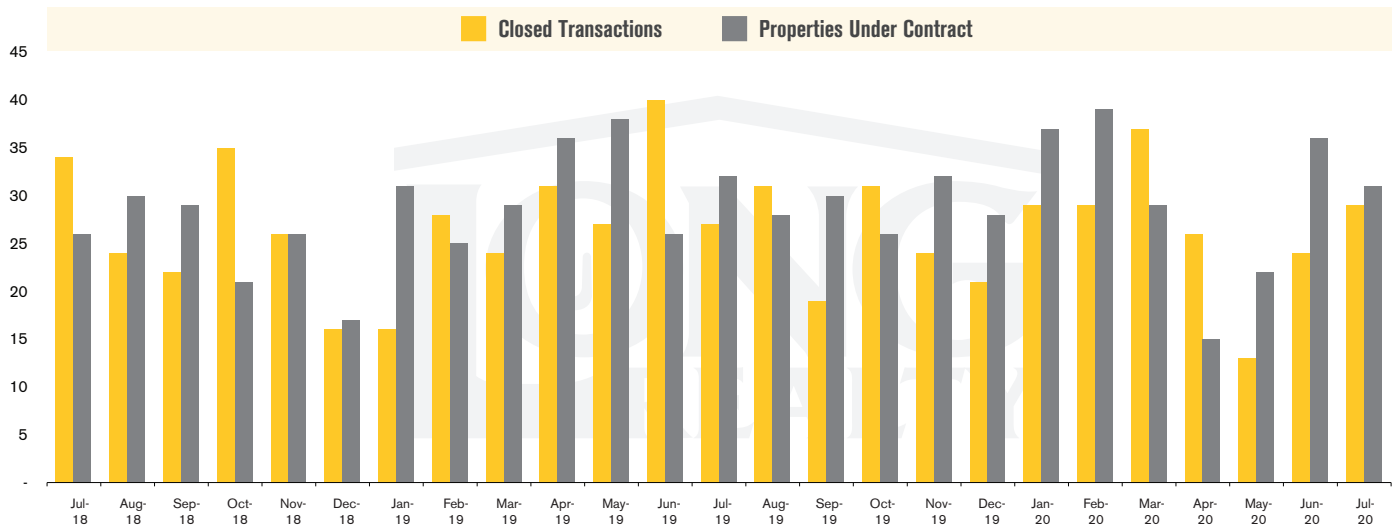
# THE HOUSING REPORT

SADDLEBROOKE | AUGUST 2020

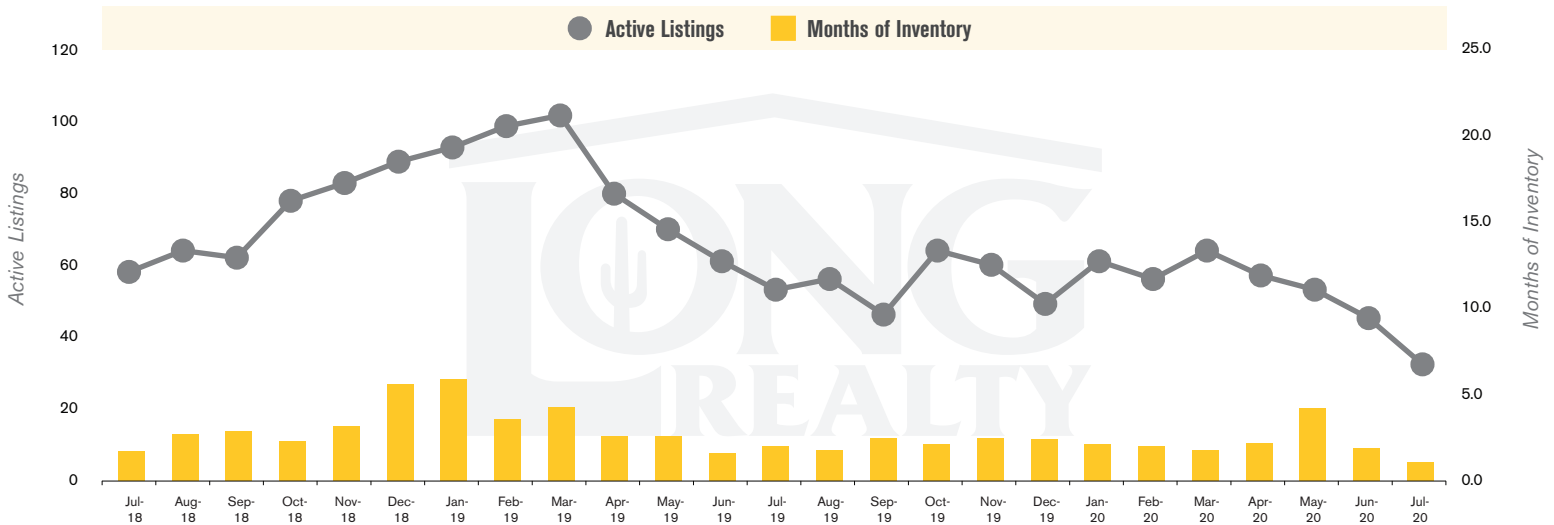


In the SaddleBrooke area, July 2020 active inventory was 33, a 39% decrease from July 2019. There were 29 closings in July 2020, a 7% increase from July 2019. Year-to-date 2020 there were 190 closings, a 3% decrease from year-to-date 2019. Months of Inventory was 1.1, down from 2.0 in July 2019. Median price of sold homes was \$372,000 for the month of July 2020, up 14% from July 2019. The SaddleBrooke area had 31 new properties under contract in July 2020, down 3% from July 2019.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)



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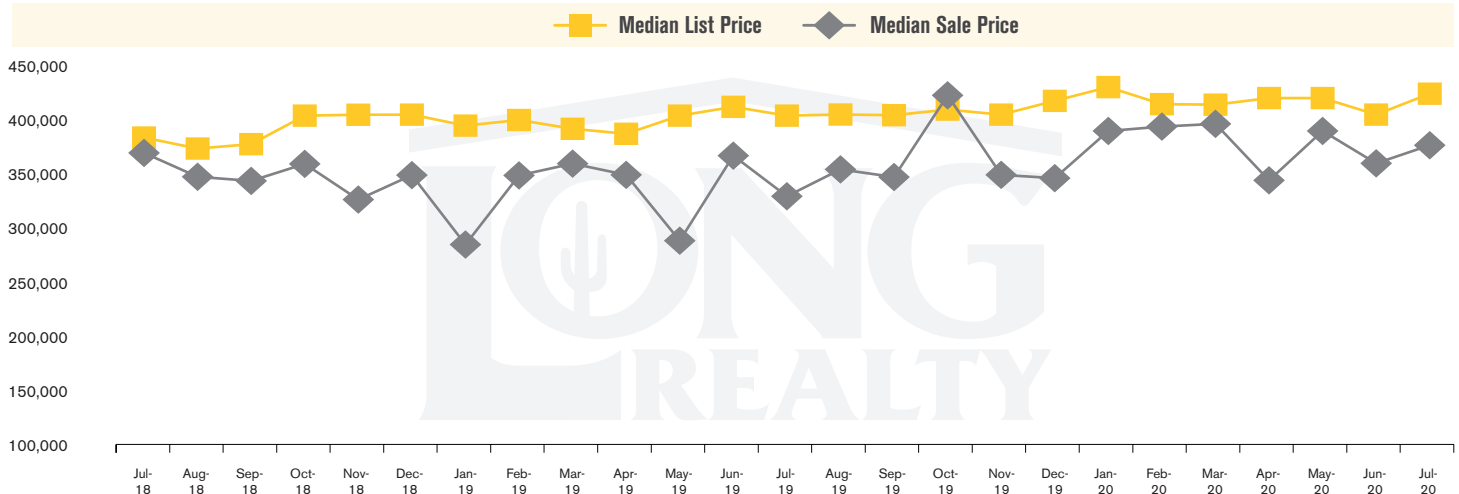
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 08/05/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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

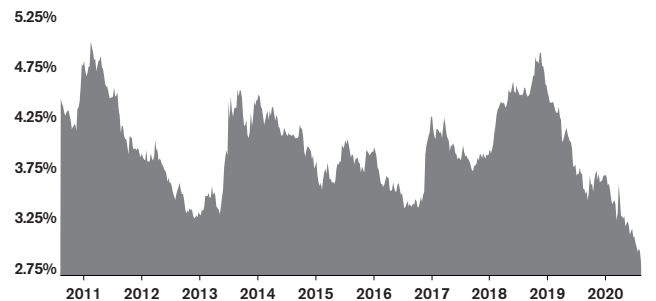


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2019	\$325,500	3.770%	\$1,435.58
2020	\$372,000	3.020%	\$1,493.76

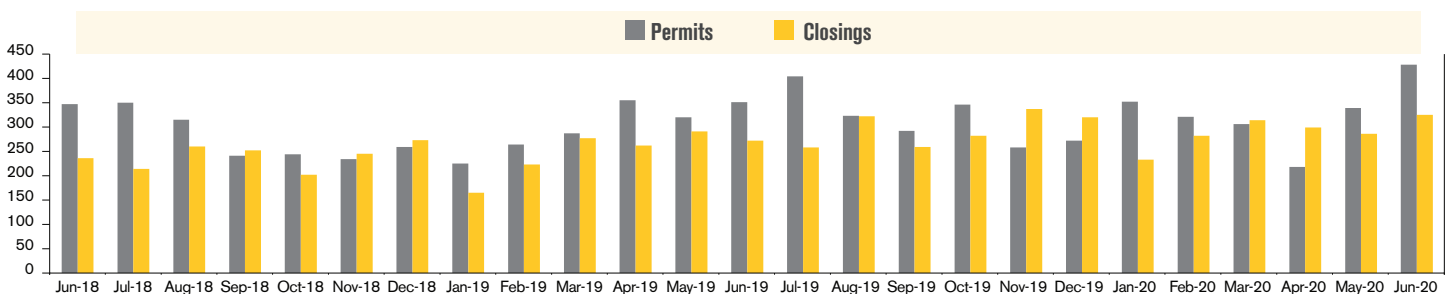
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For June 2020, new home permits were **up 22%** and new home closings were **up 19%** from June 2019.

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# THE HOUSING REPORT

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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
		Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-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	1	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	0	0	0	3	1	1	0	n/a	0.0	<b>Seller</b>
\$250,000 - 274,999	0	3	6	1	1	3	2	0.0	0.3	<b>Seller</b>
\$275,000 - 299,999	0	4	2	3	1	3	1	0.0	0.6	<b>Seller</b>
\$300,000 - 349,999	2	4	5	7	1	4	11	0.2	1.3	<b>Seller</b>
\$350,000 - 399,999	3	4	8	5	4	6	4	0.8	1.6	<b>Seller</b>
\$400,000 - 499,999	14	8	13	5	4	5	5	2.8	3.0	<b>Seller</b>
\$500,000 - 599,999	6	3	2	1	1	1	3	2.0	3.6	<b>Seller</b>
\$600,000 - 699,999	4	1	1	1	0	0	1	4.0	13.0	<b>Buyer</b>
\$700,000 - 799,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	0	0	0	0	0	1	2.0	4.0	<b>Seller</b>
\$900,000 - 999,999	1	1	1	0	0	1	1	1.0	1.5	<b>Seller</b>
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>33</b>	<b>30</b>	<b>38</b>	<b>27</b>	<b>13</b>	<b>24</b>	<b>29</b>	<b>1.1</b>	<b>2.0</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 08/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2020-07/31/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

SADDLEBROOKE | AUGUST 2020



## MARKET SHARE (SADDLEBROOKE)

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

Data Obtained 08/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2019 – 07/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

59.1%

Keller Williams Southern Arizona

17.4%

Coldwell Banker Residential Brokerage

8.3%

Realty Executives Tucson Elite

2.4%

Tierra Antigua Realty

2.3%

EXP Realty

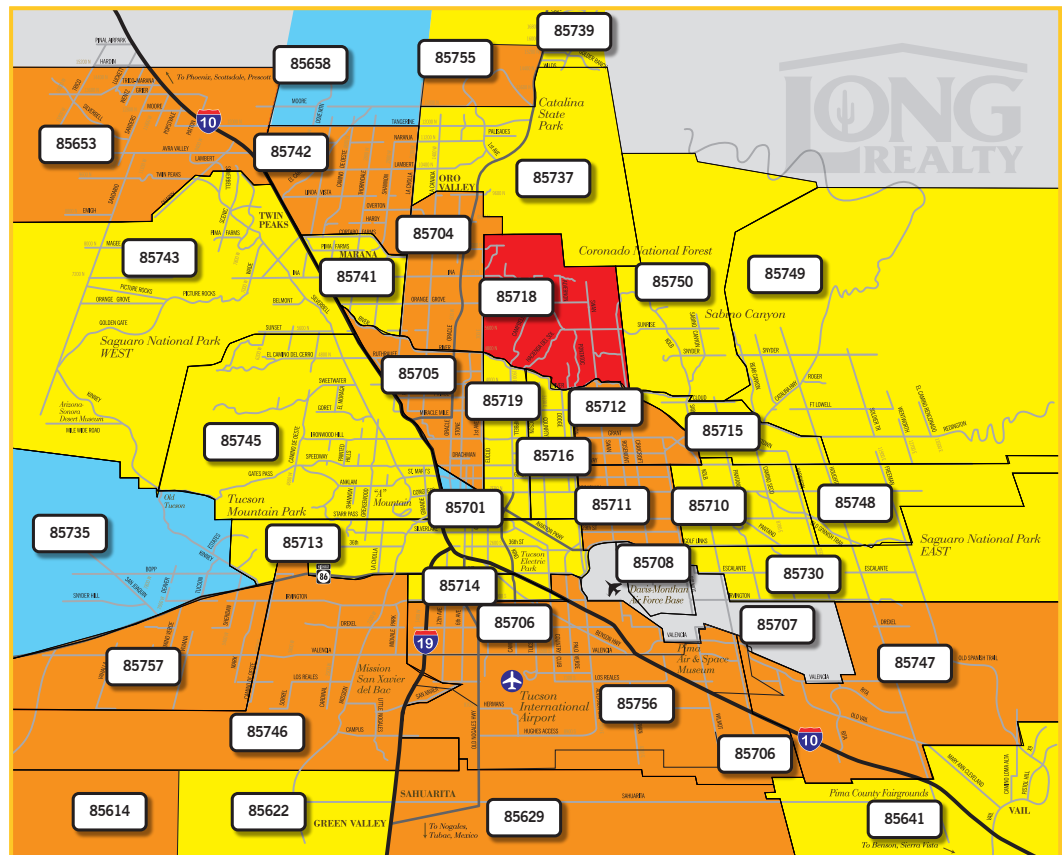
1.5%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAY 2019-JUL 2019 TO  
MAY 2020-JUL 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.**

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This heat map represents the percentage of change in Tucson metro median sales prices from May 2019-July 2019 to May 2020-July 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2020. Information is believed to be reliable, but not guaranteed.