

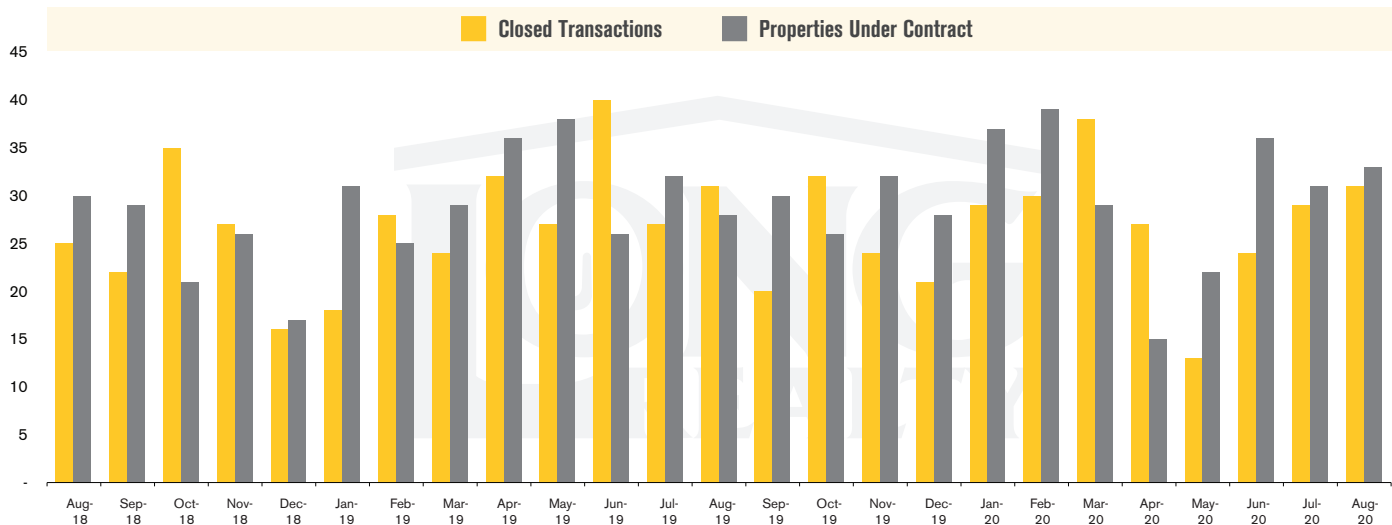
THE HOUSING REPORT

SADDLEBROOKE | SEPTEMBER 2020

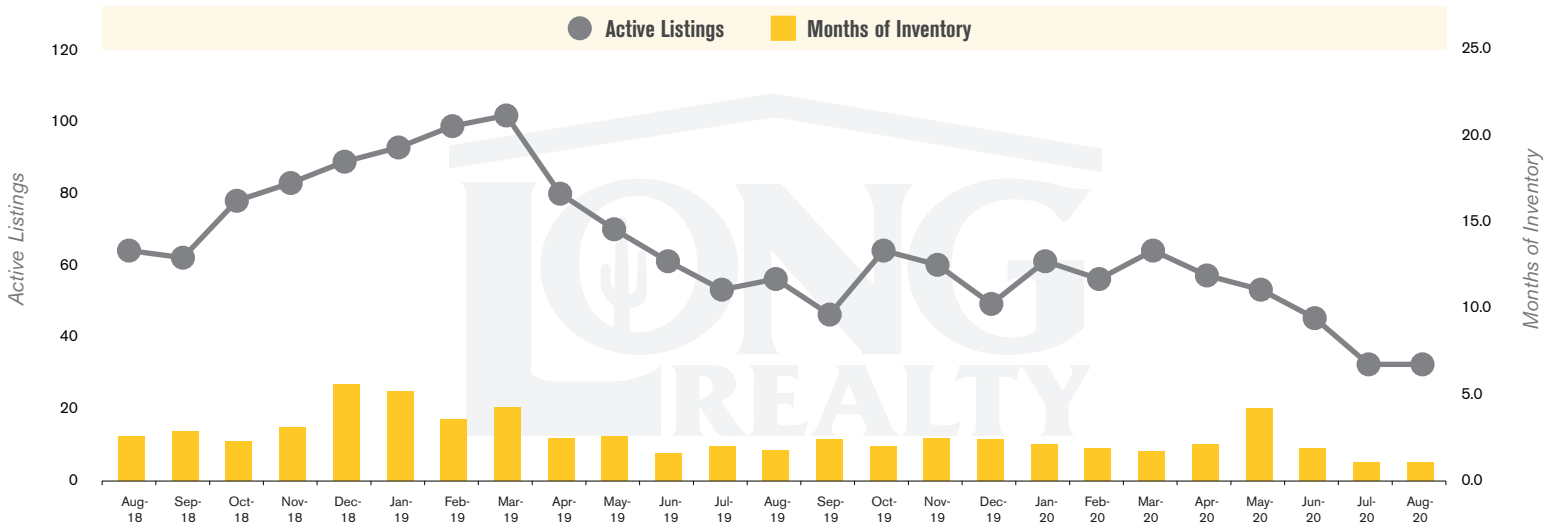


In the SaddleBrooke area, August 2020 active inventory was 33, a 42% decrease from August 2019. There were 31 closings in August 2020, virtually unchanged from August 2019. Year-to-date 2020 there were 221 closings, a 3% decrease from year-to-date 2019. Months of Inventory was 1.1, down from 1.8 in August 2019. Median price of sold homes was \$380,000 for the month of August 2020, up 9% from August 2019. The SaddleBrooke area had 33 new properties under contract in August 2020, up 18% from August 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SADDLEBROOKE)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)



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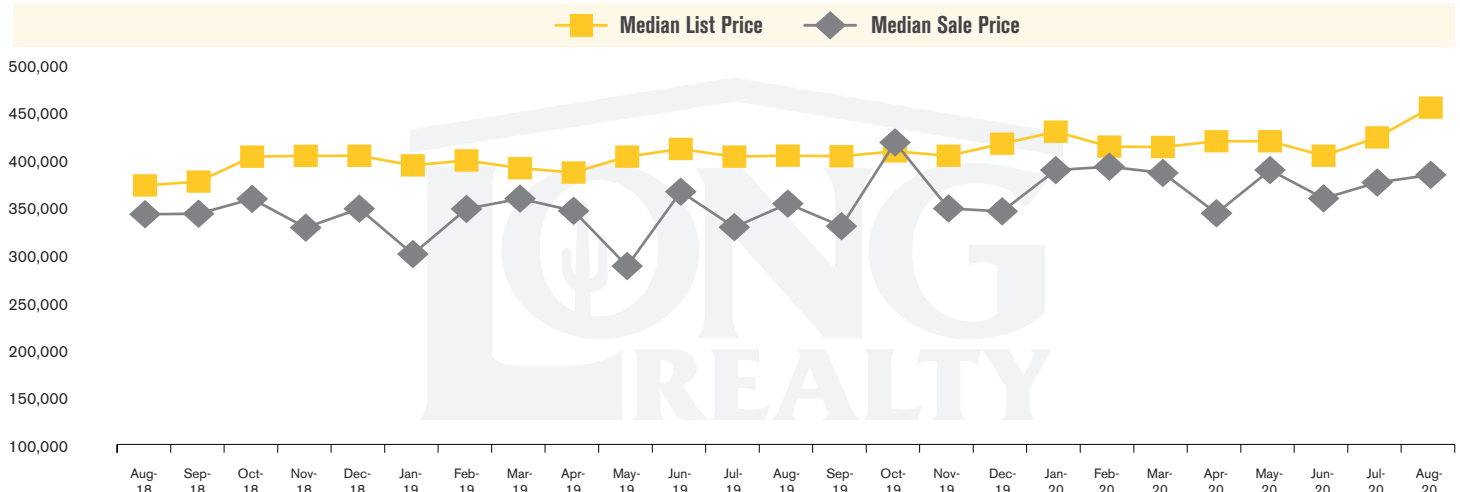
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SADDLEBROOKE)

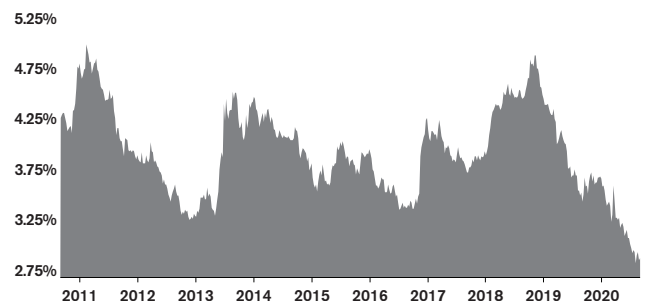


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2019	\$350,000	3.620%	\$1,515.44
2020	\$380,000	2.940%	\$1,510.33

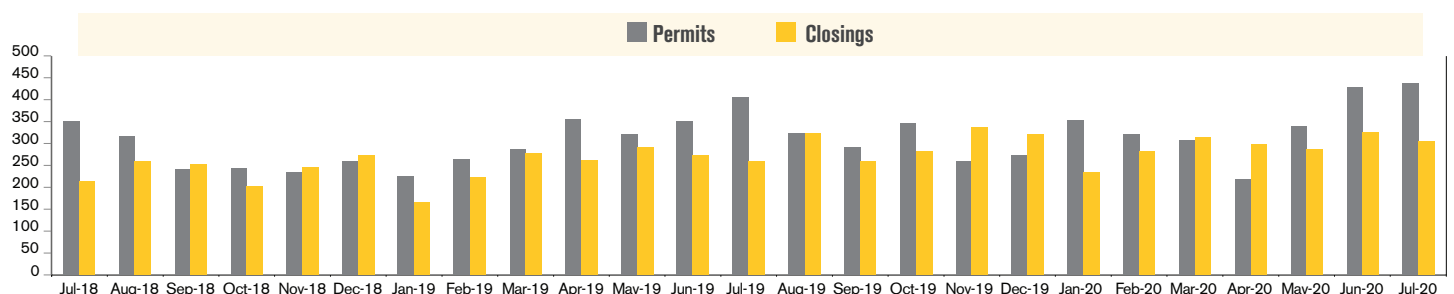
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For July 2020, new home permits were **up 8%** and new home closings were **up 18%** from July 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
		Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-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	0	n/a	n/a	n/a
\$200,000 - 224,999	0	0	1	0	0	0	1	0.0	0.0	Seller
\$225,000 - 249,999	0	0	3	1	1	0	1	0.0	0.0	Seller
\$250,000 - 274,999	0	6	1	1	3	2	0	n/a	0.2	Seller
\$275,000 - 299,999	2	2	3	1	3	1	2	1.0	0.7	Seller
\$300,000 - 349,999	2	5	7	1	4	11	6	0.3	0.6	Seller
\$350,000 - 399,999	4	8	5	4	6	4	11	0.4	0.8	Seller
\$400,000 - 499,999	7	13	5	4	5	5	7	1.0	2.0	Seller
\$500,000 - 599,999	9	2	1	1	1	3	3	3.0	3.0	Seller
\$600,000 - 699,999	5	1	1	0	0	1	0	n/a	12.0	Buyer
\$700,000 - 799,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	0	0	0	0	1	0	n/a	5.0	Balanced
\$900,000 - 999,999	0	1	0	0	1	1	0	n/a	1.0	Seller
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	33	38	27	13	24	29	31	1.1	1.3	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 09/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2020-08/31/2020. 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 09/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2019 – 08/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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60.5%

Keller Williams Southern Arizona 17.1%

Coldwell Banker Residential Brokerage 7.1%

Realty Executives Tucson Elite 2.4%

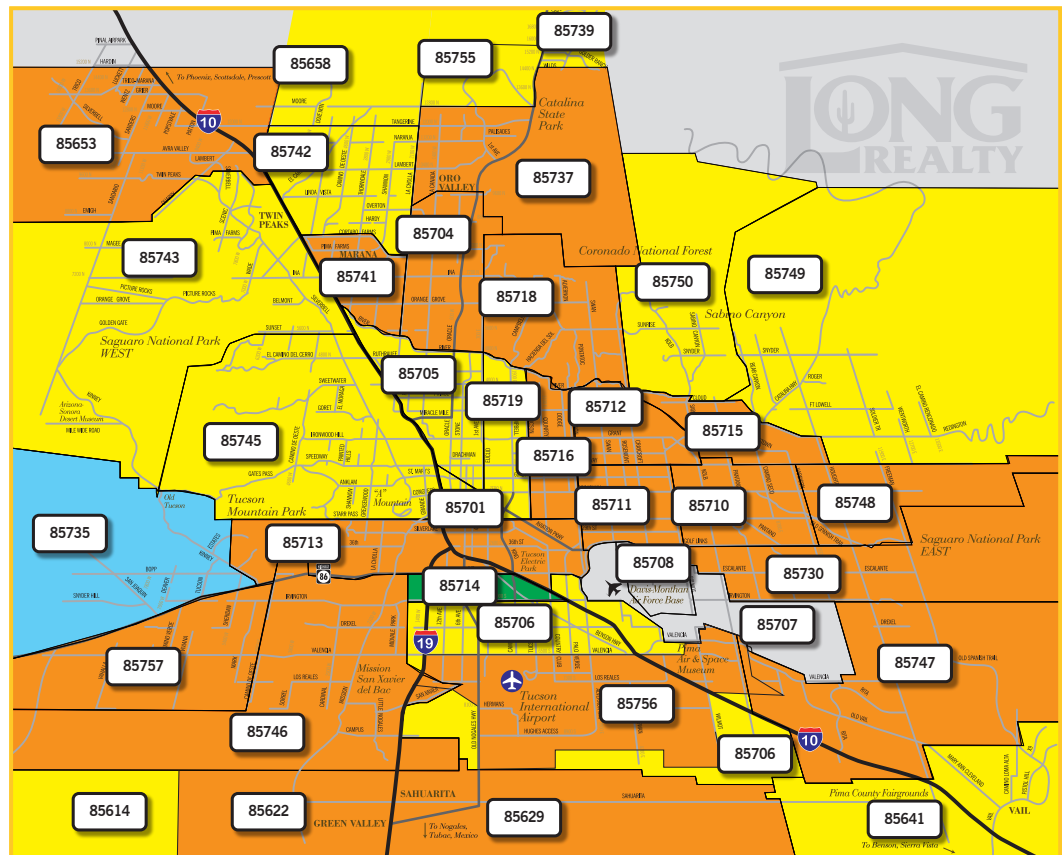
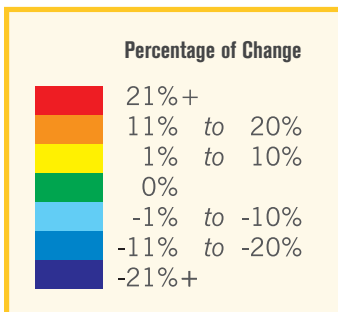
Tierra Antigua Realty 2.3%

EXP Realty 1.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUN 2019-AUG 2019 TO JUN 2020-AUG 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 June 2019-August 2019 to June 2020-August 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/03/2020. Information is believed to be reliable, but not guaranteed.