

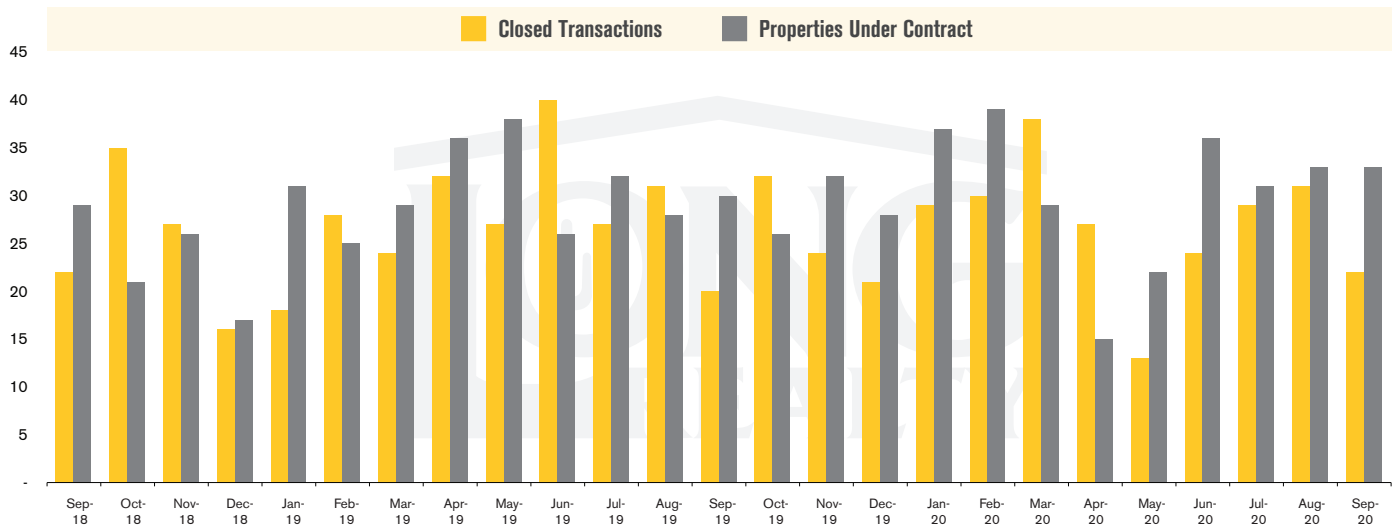
THE HOUSING REPORT

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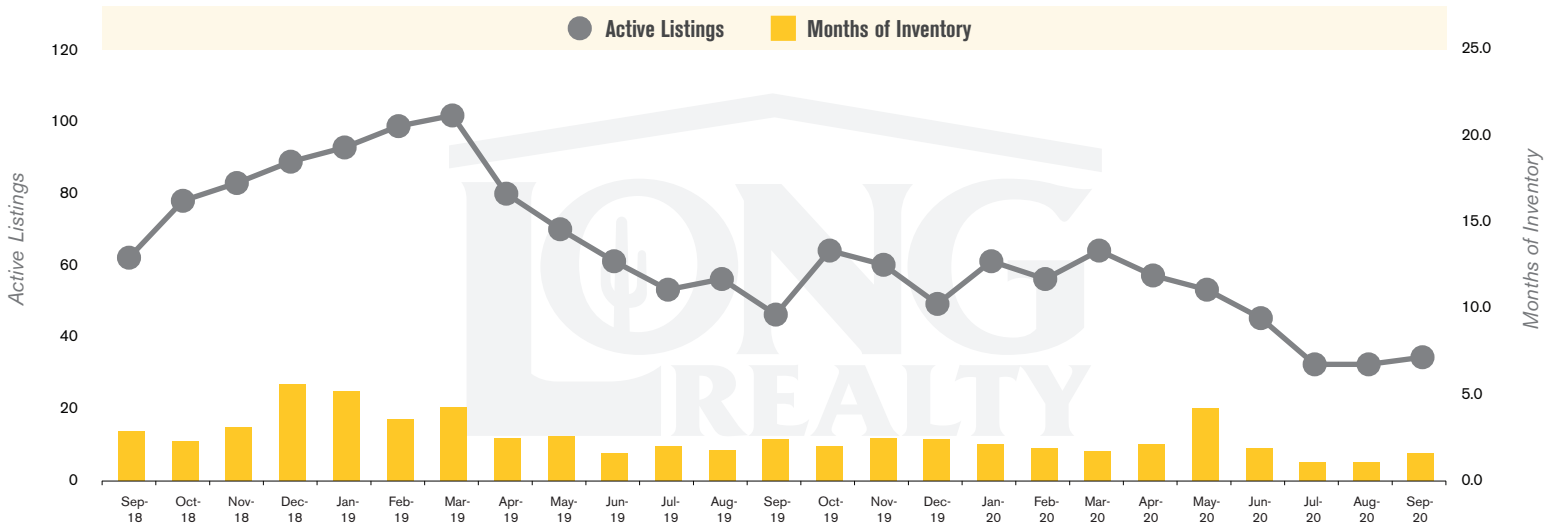


In the SaddleBrooke area, September 2020 active inventory was 35, a 26% decrease from September 2019. There were 22 closings in September 2020, a 10% increase from September 2019. Year-to-date 2020 there were 243 closings, a 2% decrease from year-to-date 2019. Months of Inventory was 1.6, down from 2.4 in September 2019. Median price of sold homes was \$390,000 for the month of September 2020, up 19% from September 2019. The SaddleBrooke area had 33 new properties under contract in September 2020, up 10% from September 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SADDLEBROOKE)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)



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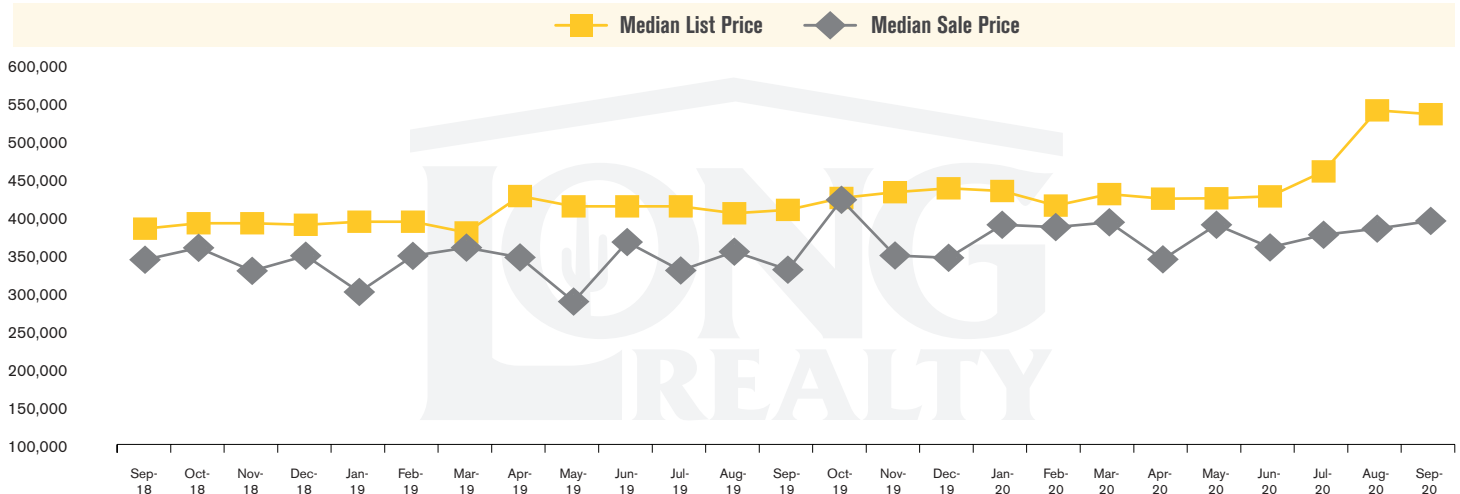
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 10/06/2020 is believed to be reliable, but not guaranteed.

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SADDLEBROOKE | OCTOBER 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SADDLEBROOKE)

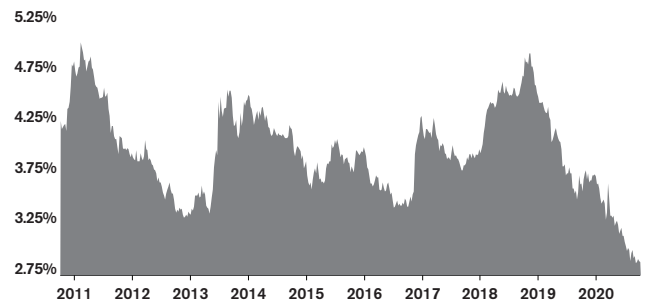


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

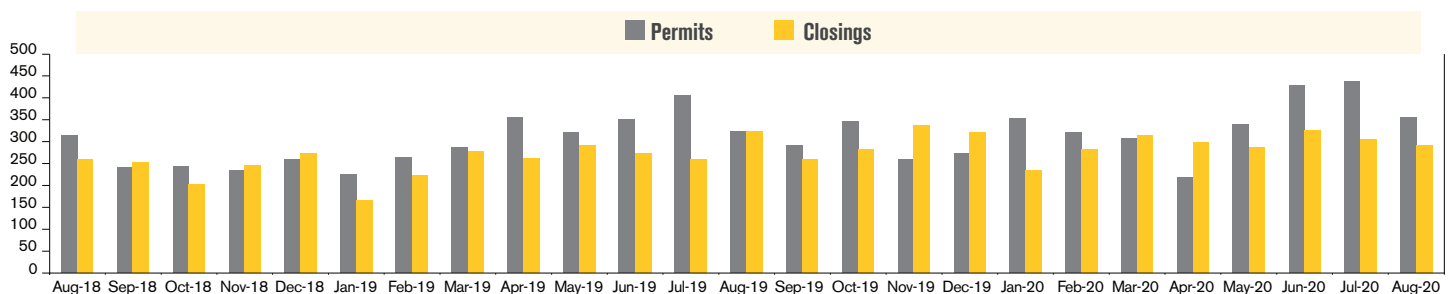
Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2019	\$326,500	3.600%	\$1,410.20
2020	\$390,000	2.890%	\$1,540.15

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

30 YEAR FIXED MORTGAGE RATE



NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For August 2020, new home permits were **up 10%** and new home closings were **down 10%** from August 2019.

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SADDLEBROOKE | OCTOBER 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
		Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-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	1	0	0	0	1	0	n/a	0.0	Seller
\$225,000 - 249,999	0	3	1	1	0	1	0	n/a	0.0	Seller
\$250,000 - 274,999	0	1	1	3	2	0	0	n/a	0.0	Seller
\$275,000 - 299,999	0	3	1	3	1	2	2	0.0	0.4	Seller
\$300,000 - 349,999	1	6	1	4	11	6	4	0.3	0.2	Seller
\$350,000 - 399,999	7	5	4	6	4	11	7	1.0	0.6	Seller
\$400,000 - 499,999	7	5	4	5	5	7	6	1.2	1.6	Seller
\$500,000 - 599,999	8	1	1	1	3	3	3	2.7	2.6	Seller
\$600,000 - 699,999	8	1	0	0	1	0	0	n/a	17.0	Buyer
\$700,000 - 799,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	3	0	0	0	1	0	0	n/a	7.0	Slightly Buyer
\$900,000 - 999,999	0	0	0	1	1	0	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	35	26	13	24	29	31	22	1.6	1.2	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 TrendGraphix software on 10/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2020-09/30/2020. Information is believed to be reliable, but not guaranteed.

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SADDLEBROOKE | OCTOBER 2020



MARKET SHARE (SADDLEBROOKE)

Long Realty leads the market in successful real estate sales.

Data Obtained 10/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 10/01/2019 – 09/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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60.5%

Keller Williams Southern Arizona

17.6%

Coldwell Banker Residential Brokerage

7.5%

Realty Executives Arizona Territory

2.3%

Tierra Antigua Realty

2.1%

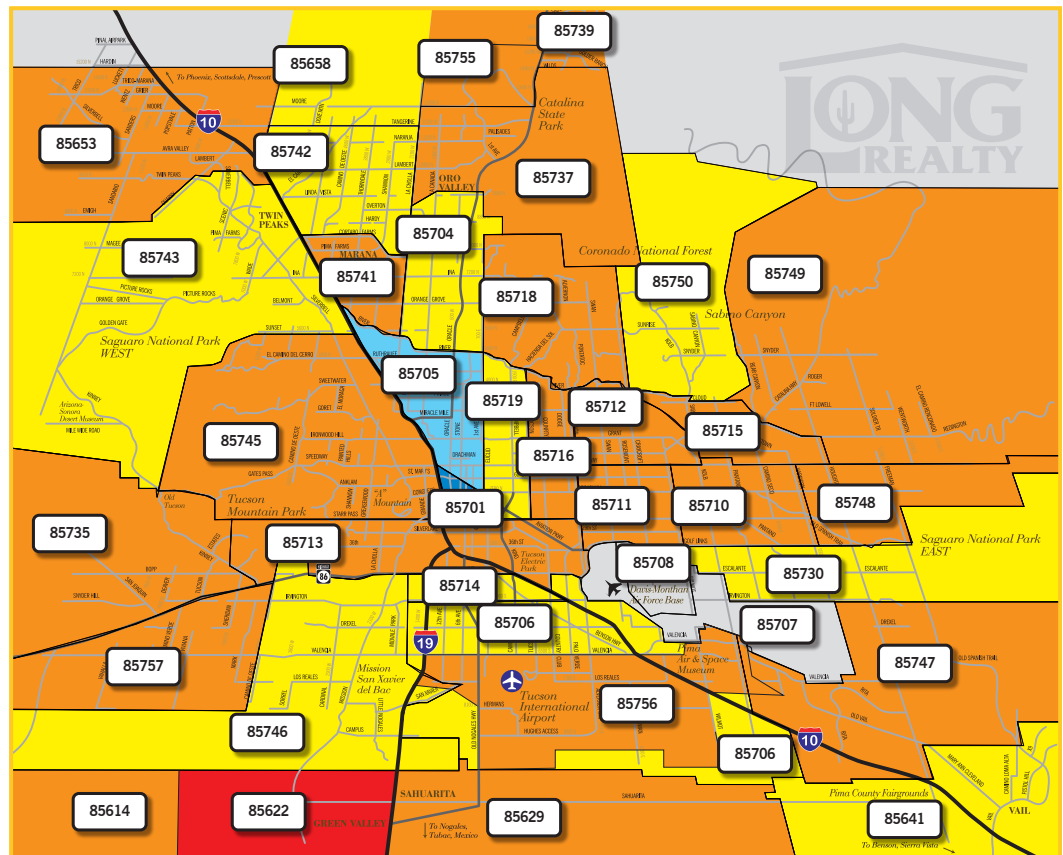
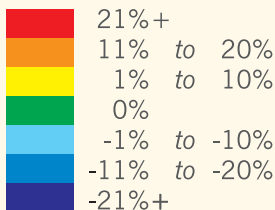
EXP Realty | 1.2%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUL 2019-SEP 2019 TO JUL 2020-SEP 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 July 2019-September 2019 to July 2020-September 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/06/2020. Information is believed to be reliable, but not guaranteed.