

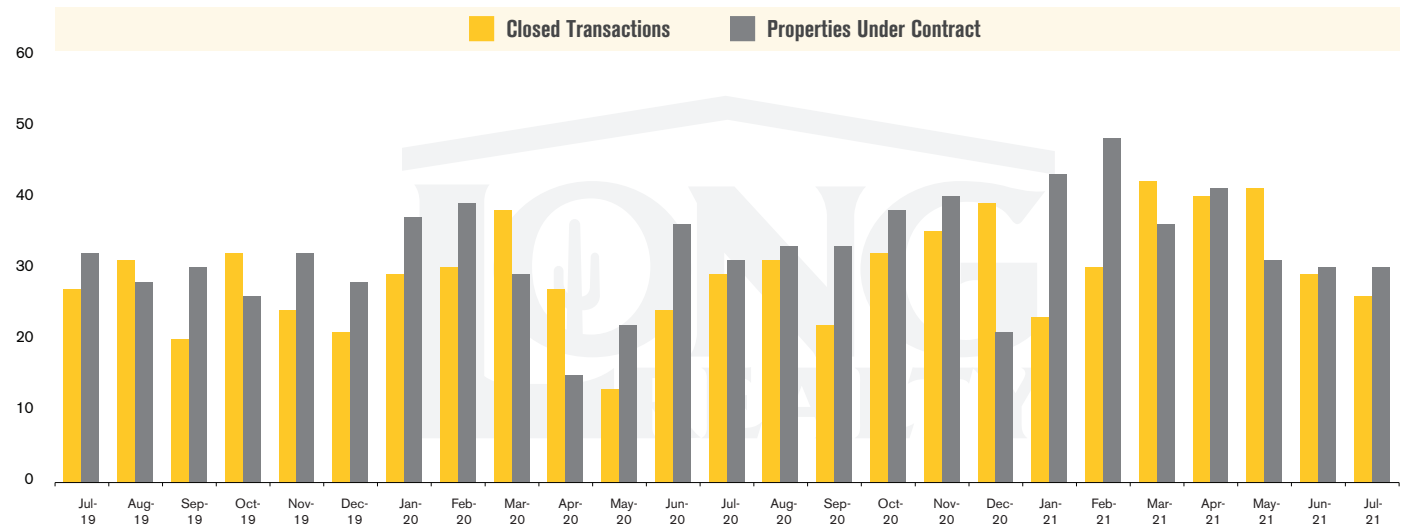
THE HOUSING REPORT

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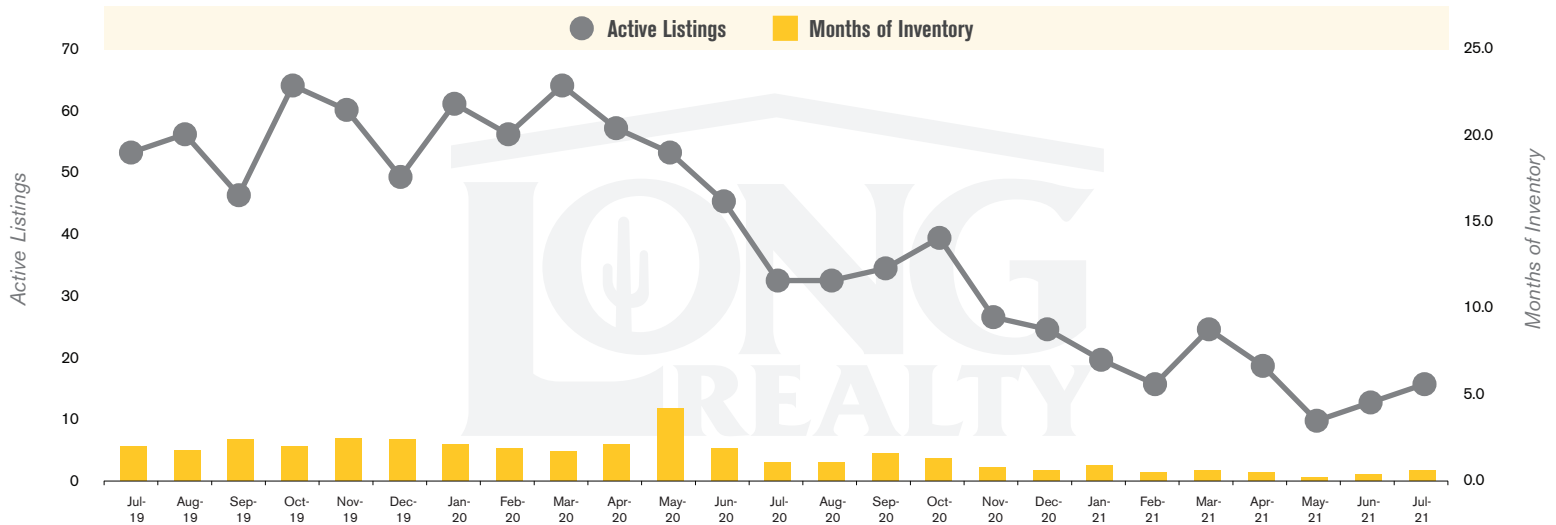


In the SaddleBrooke area, July 2021 active inventory was 16, a 52% decrease from July 2020. There were 26 closings in July 2021, a 10% decrease from July 2020. Year-to-date 2021 there were 231 closings, a 22% increase from year-to-date 2020. Months of Inventory was 0.6, down from 1.1 in July 2020. Median price of sold homes was \$439,950 for the month of July 2021, up 18% from July 2020. The SaddleBrooke area had 27 new properties under contract in July 2021, down 13% from July 2020.

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 08/05/2021 is believed to be reliable, but not guaranteed.

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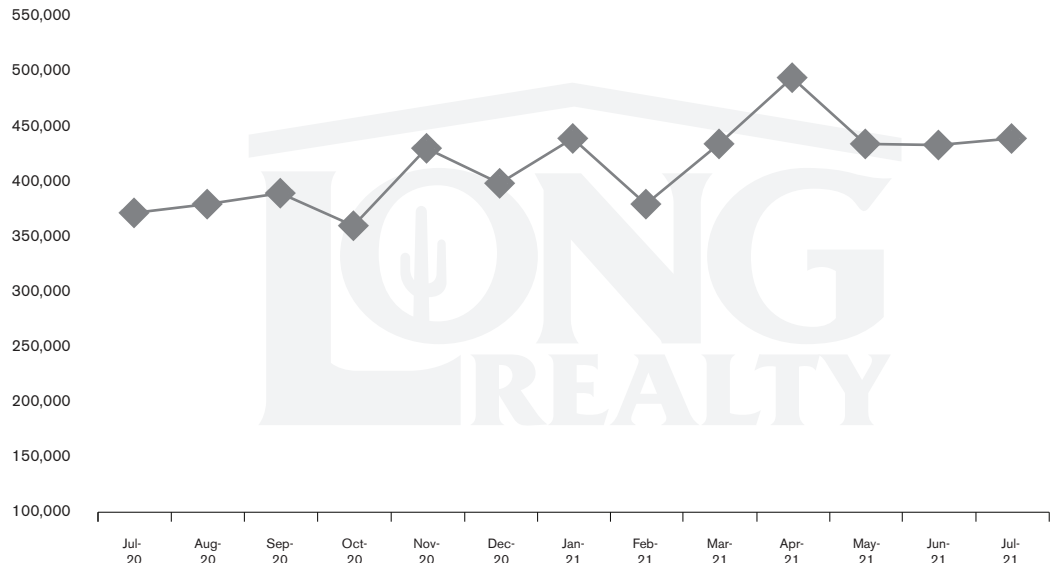
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MEDIAN SOLD PRICE SADDLEBROOKE

On average, homes sold this % of original list price.

Jul 2020	Jul 2021
94.9%	100.0%

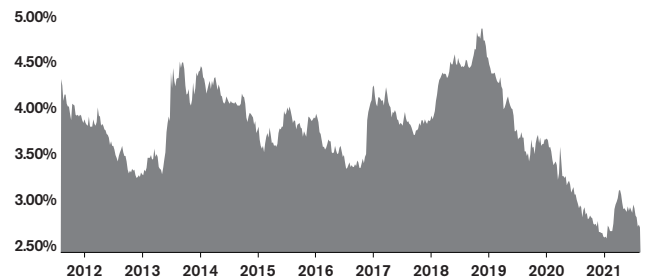


MONTHLY PAYMENT ON A MEDIAN PRICED HOME SADDLEBROOKE

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2020	\$372,000	3.020%	\$1,493.76
2021	\$439,950	2.870%	\$1,732.94

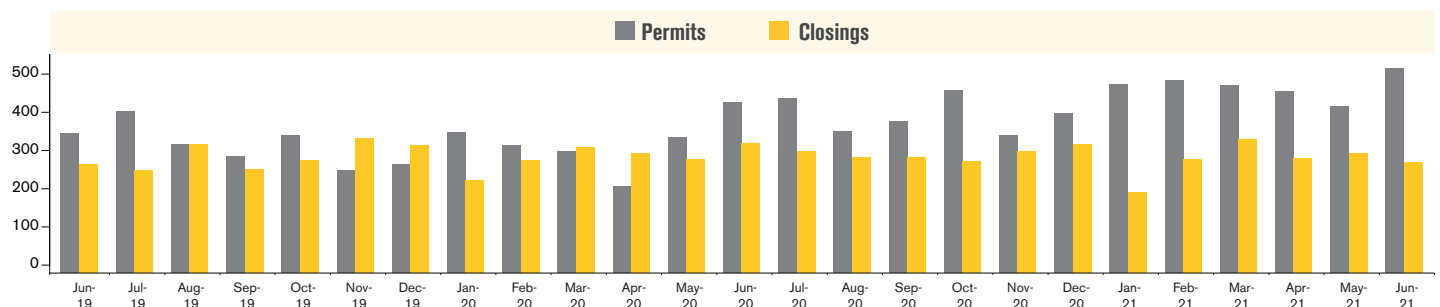
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For June 2021, new home permits were **up 20%** and new home closings were **down 14%** from June 2020.

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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-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21			
\$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	0	0	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$250,000 - 274,999	0	2	1	0	0	2	0	n/a	0.0	Seller
\$275,000 - 299,999	0	2	2	1	0	1	3	0.0	0.5	Seller
\$300,000 - 349,999	0	4	3	5	2	2	5	0.0	0.2	Seller
\$350,000 - 399,999	1	9	8	8	13	2	3	0.3	0.3	Seller
\$400,000 - 499,999	5	5	16	7	14	11	6	0.8	0.2	Seller
\$500,000 - 599,999	1	6	6	14	3	6	5	0.2	0.2	Seller
\$600,000 - 699,999	4	2	4	2	3	3	3	1.3	0.8	Seller
\$700,000 - 799,999	2	0	2	1	3	1	1	2.0	1.0	Seller
\$800,000 - 899,999	0	0	0	2	1	1	0	n/a	0.5	Seller
\$900,000 - 999,999	0	0	0	0	1	0	0	n/a	0.0	Seller
\$1,000,000 - and over	3	0	1	0	1	0	0	n/a	6.0	Balanced
TOTAL	16	30	43	40	41	29	26	0.6	0.4	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 08/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2021-07/31/2021. 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 08/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 08/01/2020 – 07/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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54.4%

Keller Williams Southern Arizona

20.8%

Coldwell Banker Residential Brokerage

5.9%

Realty Executives Arizona Territory

2.9%

Tierra Antigua Realty

2.7%

United Real Estate Specialists

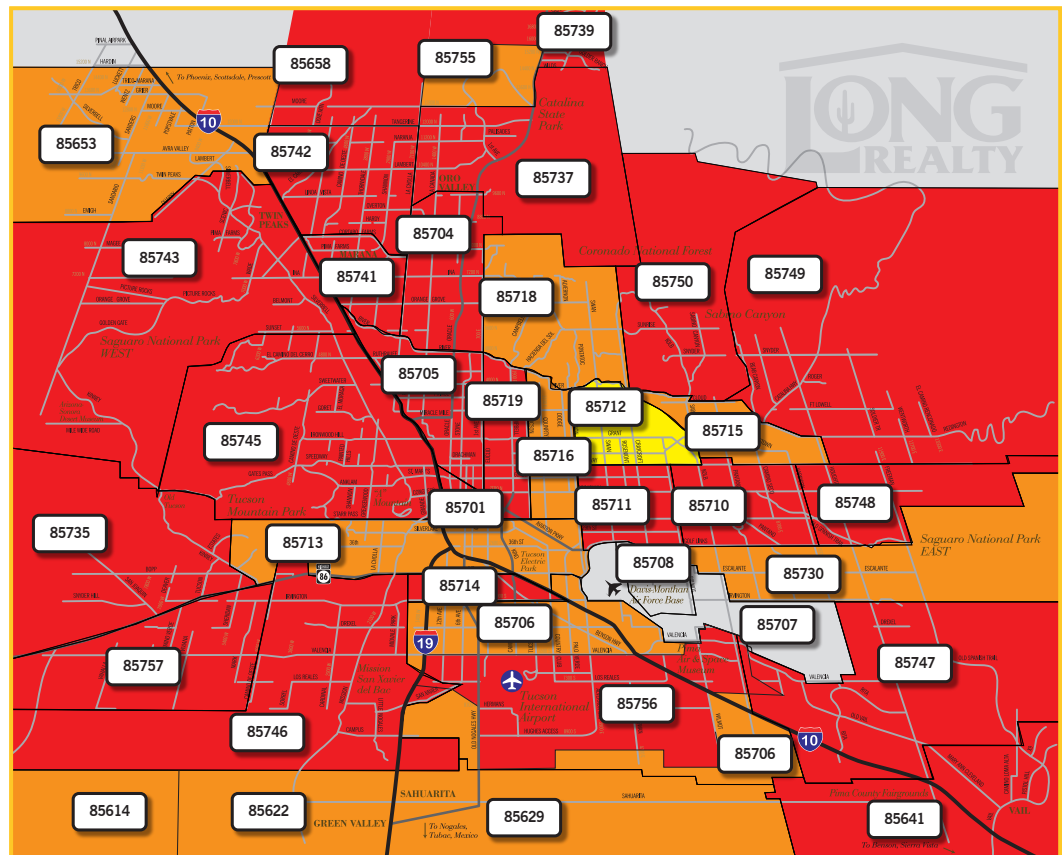
1.2%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2020-JUL 2020 TO
MAY 2021-JUL 2021

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 2020-July 2020 to May 2021-July 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2021. Information is believed to be reliable, but not guaranteed.