

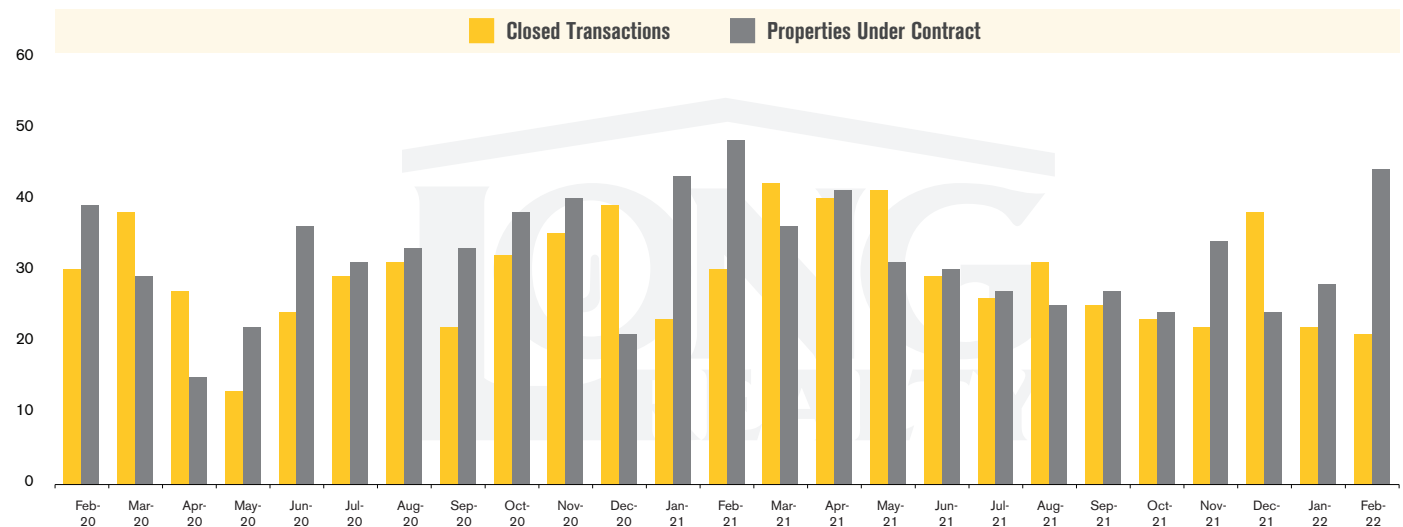
THE HOUSING REPORT

SADDLEBROOKE | MARCH 2022

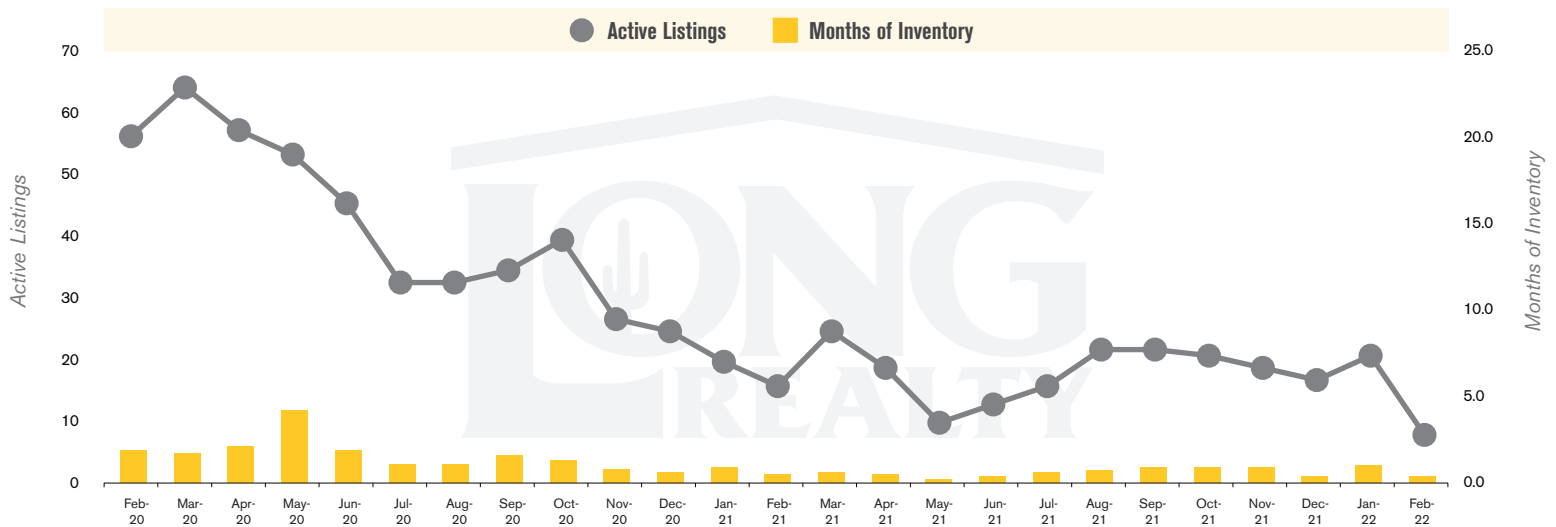


In the SaddleBrooke area, February 2022 active inventory was 8, a 50% decrease from February 2021. There were 21 closings in February 2022, a 30% decrease from February 2021. Year-to-date 2022 there were 43 closings, a 19% decrease from year-to-date 2021. Months of Inventory was 0.4, down from 0.5 in February 2021. Median price of sold homes was \$460,000 for the month of February 2022, up 21% from February 2021. The SaddleBrooke area had 44 new properties under contract in February 2022, down 8% from February 2021.

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 03/07/2022 is believed to be reliable, but not guaranteed.

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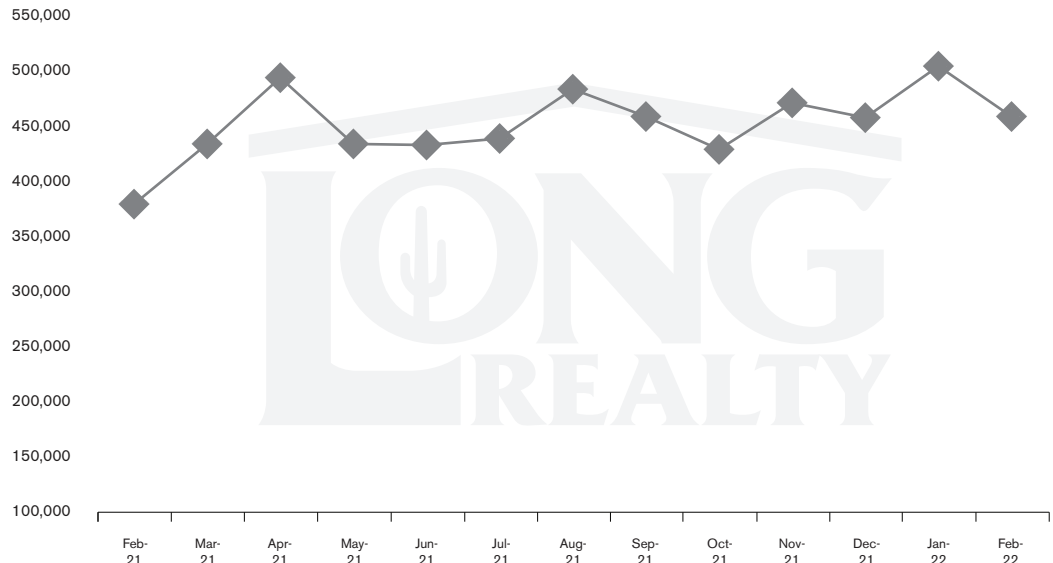
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MEDIAN SOLD PRICE SADDLEBROOKE

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

Feb 2021	Feb 2022
98.3%	98.9%

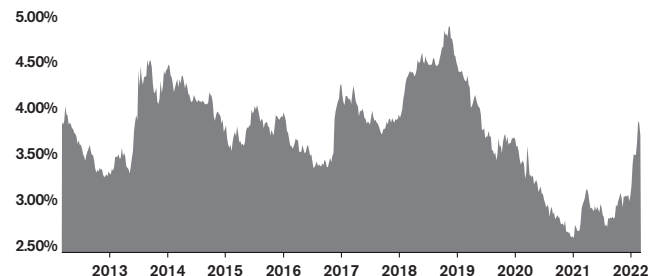


MONTHLY PAYMENT ON A MEDIAN PRICED HOME SADDLEBROOKE

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2021	\$380,000	2.810%	\$1,485.25
2022	\$460,000	3.760%	\$2,026.30

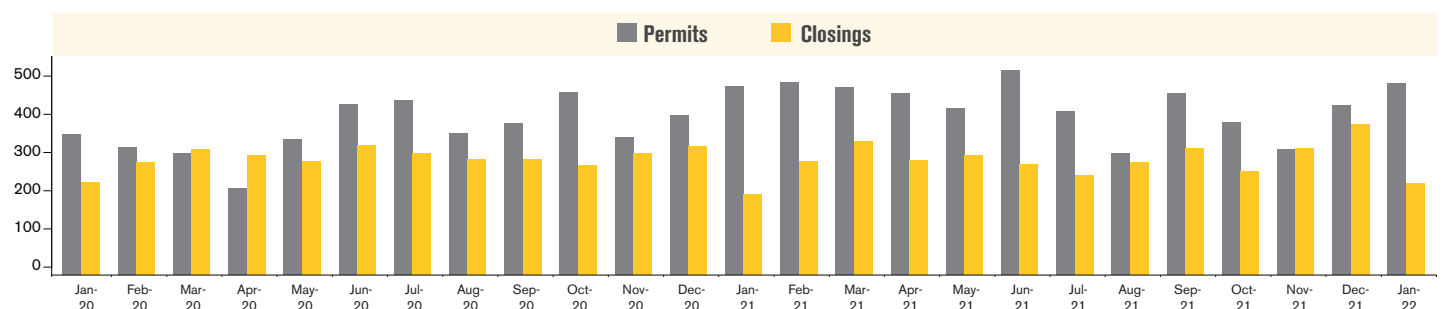
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE

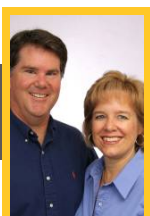


Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For January 2022, new home permits were **up 1%** and new home closings were **up 13%** from January 2021.

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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
		Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22			
\$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	0	0	0	0	0	0	n/a	n/a	n/a
\$275,000 - 299,999	0	0	0	2	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	0	2	2	1	2	1	2	0.0	0.0	Seller
\$350,000 - 399,999	0	4	7	1	7	3	3	0.0	0.1	Seller
\$400,000 - 499,999	2	11	6	10	14	7	8	0.3	0.5	Seller
\$500,000 - 599,999	2	3	4	5	4	5	5	0.4	0.6	Seller
\$600,000 - 699,999	3	1	2	2	6	1	2	1.5	1.7	Seller
\$700,000 - 799,999	0	2	2	0	0	2	0	n/a	2.5	Seller
\$800,000 - 899,999	0	0	0	0	2	0	0	n/a	0.0	Seller
\$900,000 - 999,999	1	1	0	0	2	1	1	1.0	0.3	Seller
\$1,000,000 - and over	0	1	0	1	1	2	0	n/a	0.3	Seller
TOTAL	8	25	23	22	38	22	21	0.4	0.6	Seller



Seller's Market



Slight Seller's Market



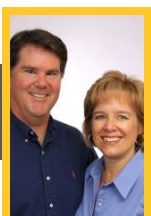
Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 03/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2021-02/28/2022. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

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MARKET SHARE SADDLEBROOKE

Long Realty leads the market in successful real estate sales.

Data Obtained 03/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 03/01/2021 – 02/28/2022 rounded to the nearest tenth of one percent and deemed to be correct.

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50.5%

Keller Williams Southern Arizona

23.2%

Coldwell Banker Residential Brokerage

5.4%

Tierra Antigua Realty

3.5%

Realty Executives Arizona Territory

2.5%

Exp Realty

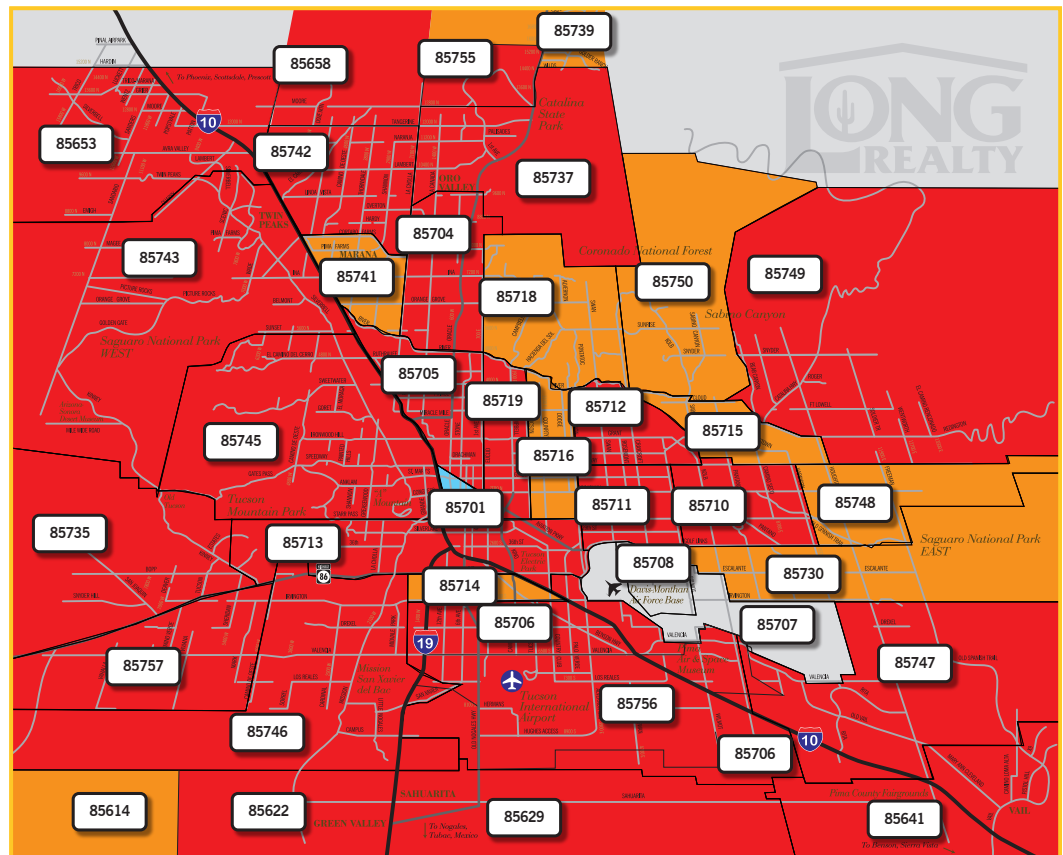
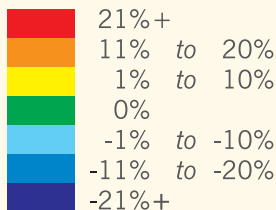
1.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

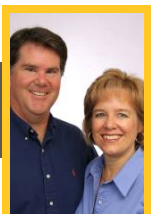
DEC 2020-FEB 2021 TO
DEC 2021-FEB 2022

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 December 2020-February 2021 to December 2021-February 2022 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/07/2022. Information is believed to be reliable, but not guaranteed.