

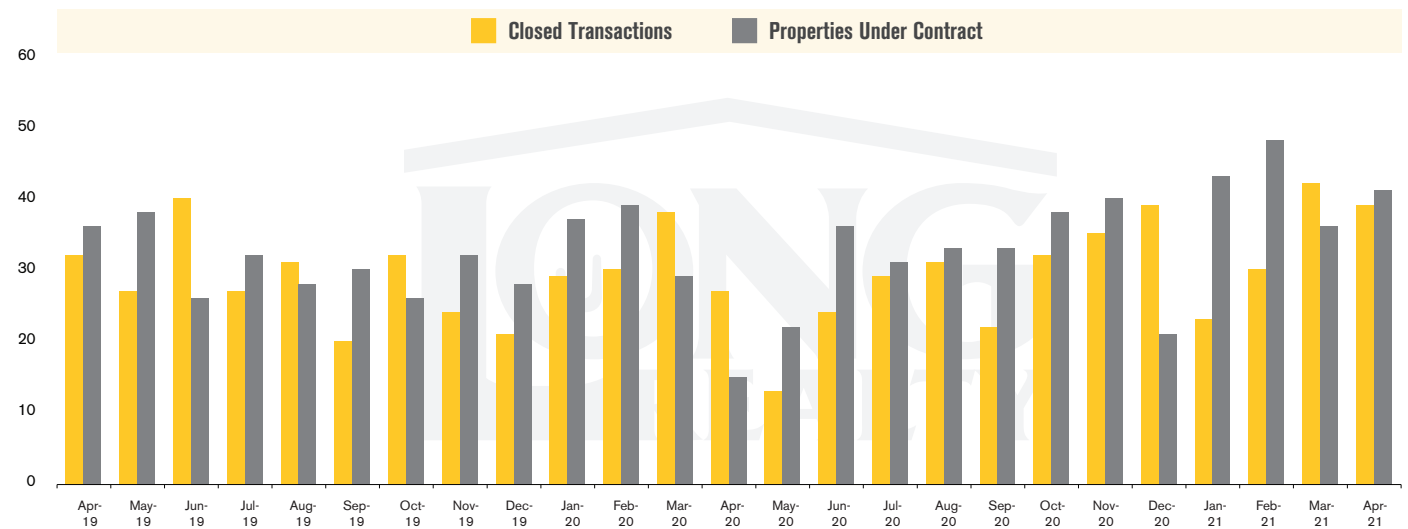
THE HOUSING REPORT



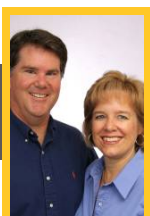
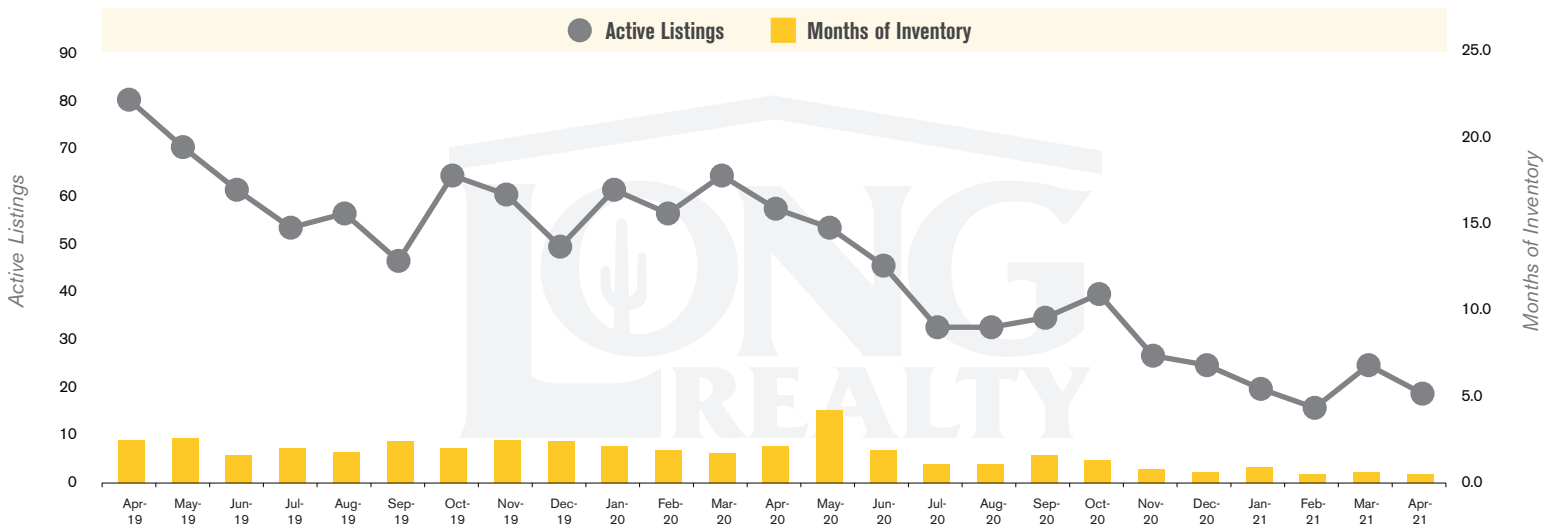
SADDLEBROOKE | MAY 2021

In the SaddleBrooke area, April 2021 active inventory was 19, a 67% decrease from April 2020. There were 39 closings in April 2021, a 44% increase from April 2020. Year-to-date 2021 there were 134 closings, an 8% increase from year-to-date 2020. Months of Inventory was .5, down from 2.1 in April 2020. Median price of sold homes was \$495,000 for the month of April 2021, up 46% from April 2020. The SaddleBrooke area had 41 new properties under contract in April 2021, up 173% from April 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT SADDLEBROOKE



ACTIVE LISTINGS AND MONTHS OF INVENTORY SADDLEBROOKE



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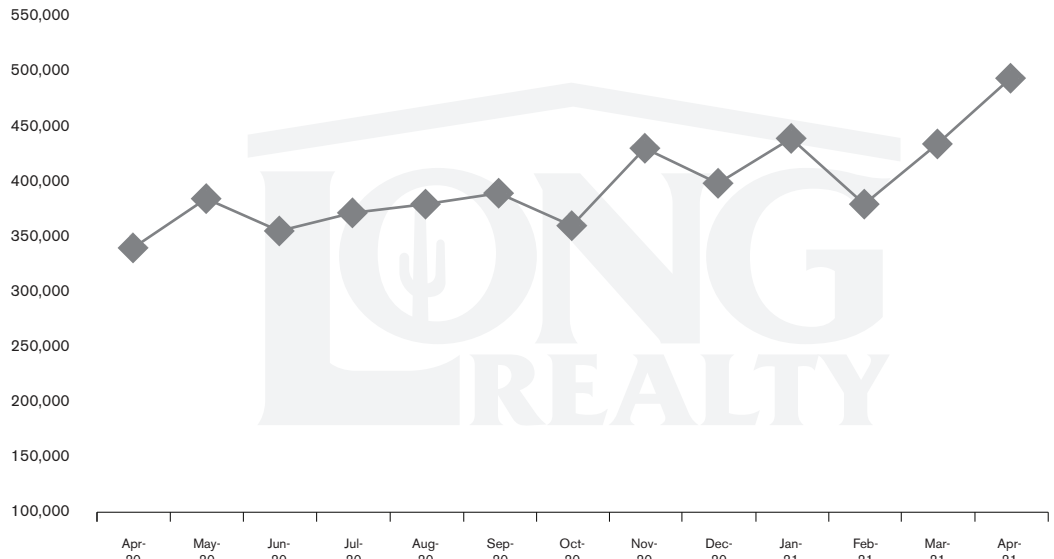
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software. All data obtained 05/06/2021 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT



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MEDIAN SOLD PRICE SADDLEBROOKE



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

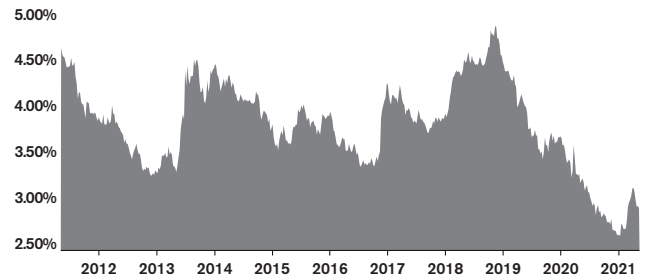
Apr 2020	Apr 2021
95.8%	98.2%

MONTHLY PAYMENT ON A MEDIAN PRICED HOME SADDLEBROOKE

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2020	\$340,000	3.310%	\$1,416.37
2021	\$495,000	3.060%	\$1,997.84

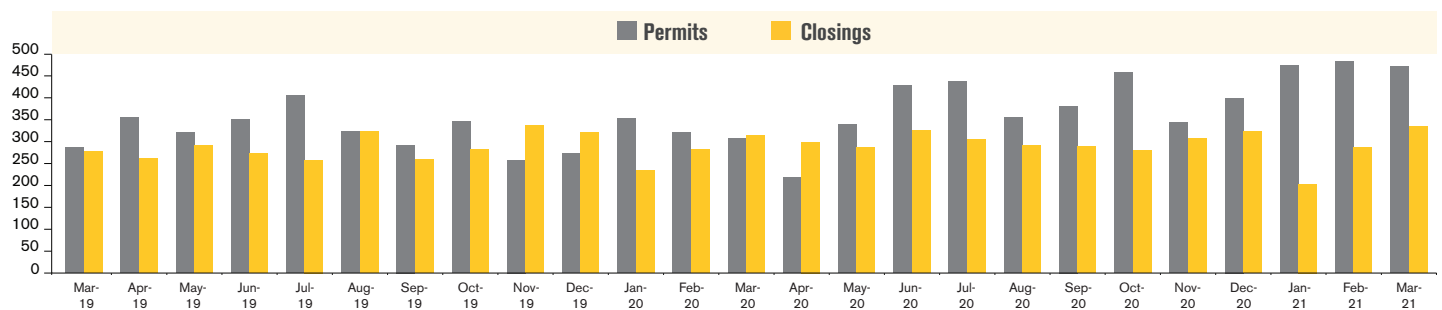
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



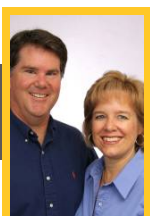
Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For March 2021, new home permits were **up 54%** and new home closings were **up 6%** from March 2020.



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THE HOUSING REPORT

SADDLEBROOKE | MAY 2021



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
		Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-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	1	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	1	1	0	1	2	1	0	n/a	0.7	Seller
\$275,000 - 299,999	2	1	2	1	2	2	1	2.0	1.2	Seller
\$300,000 - 349,999	0	6	6	4	4	3	5	0.0	0.2	Seller
\$350,000 - 399,999	2	5	13	3	9	7	8	0.3	0.3	Seller
\$400,000 - 499,999	3	13	10	4	5	16	7	0.4	0.4	Seller
\$500,000 - 599,999	3	4	4	4	6	6	13	0.2	0.6	Seller
\$600,000 - 699,999	2	3	2	3	2	4	2	1.0	0.8	Seller
\$700,000 - 799,999	2	0	1	0	0	2	1	2.0	1.7	Seller
\$800,000 - 899,999	2	1	1	1	0	0	2	1.0	1.5	Seller
\$900,000 - 999,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	1	1	0	1	0	1	0	n/a	3.0	Seller
TOTAL	19	35	39	23	30	42	39	0.5	0.5	Seller



Seller's Market



Slight Seller's Market



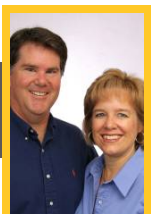
Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 05/06/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2021-04/30/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

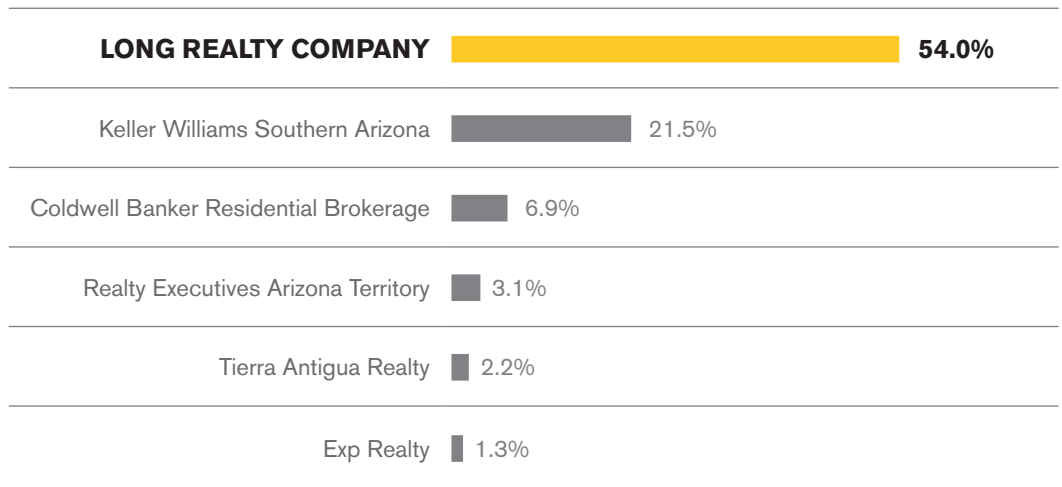
SADDLEBROOKE | MAY 2021



MARKET SHARE SADDLEBROOKE

Long Realty leads the market in successful real estate sales.

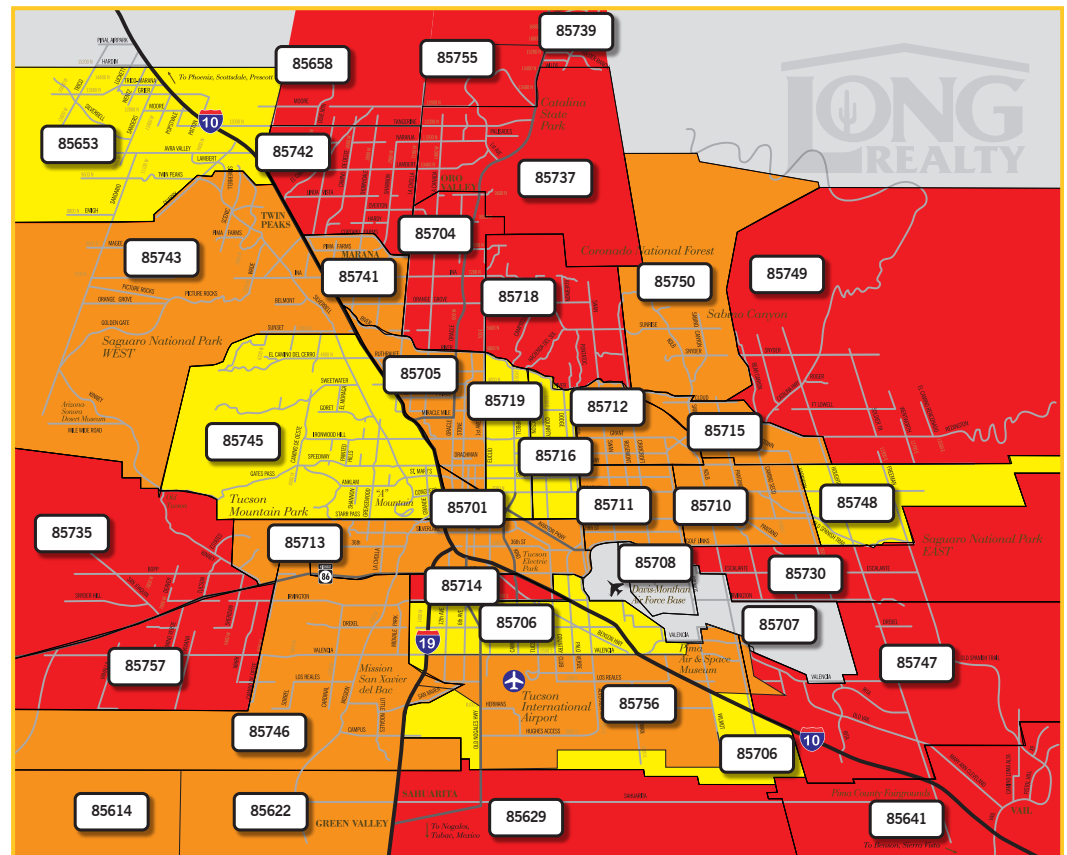
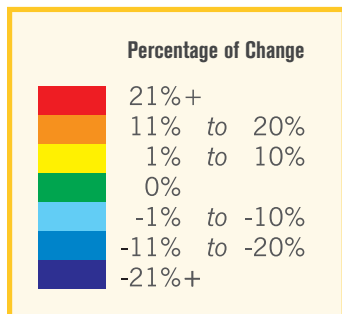
Data Obtained 05/06/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 05/01/2020 – 04/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.



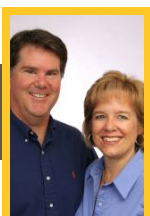
CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2020-APR 2020 TO
FEB 2021-APR 2021

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 February 2020-April 2020 to February 2021-April 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/06/2021. Information is believed to be reliable, but not guaranteed.