

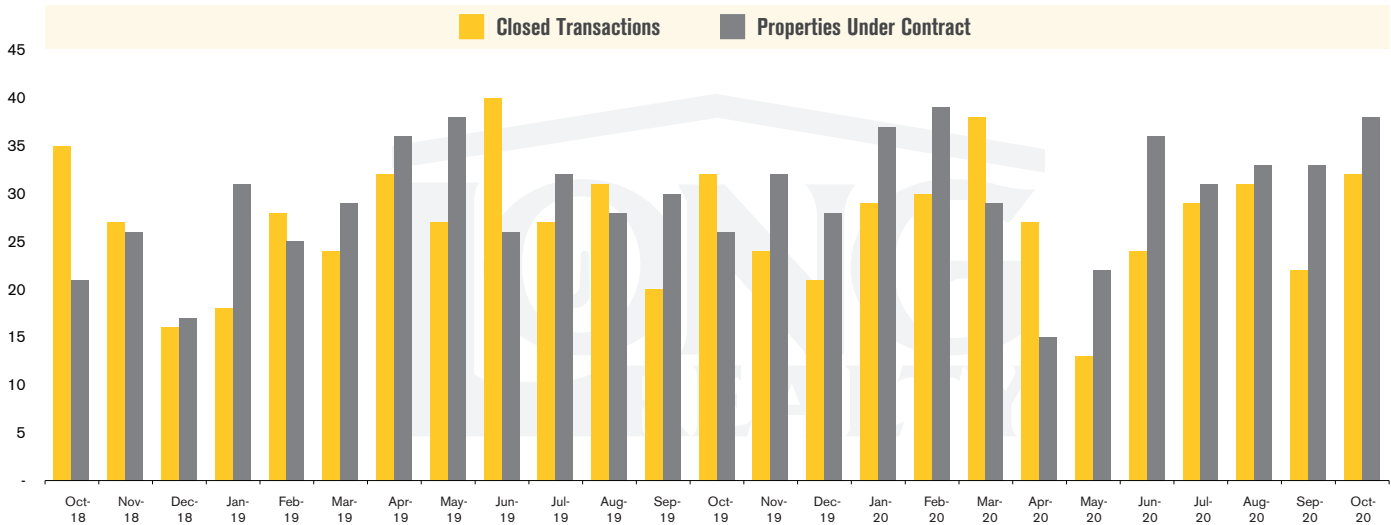
THE HOUSING REPORT



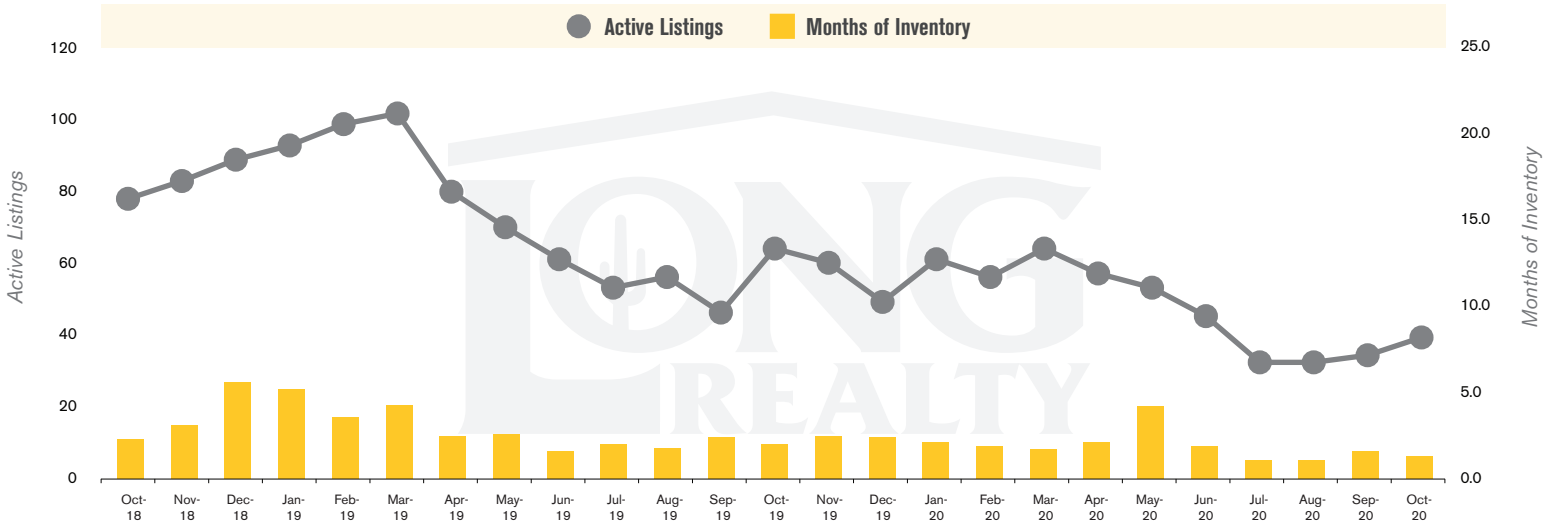
SADDLEBROOKE | NOVEMBER 2020

In the SaddleBrooke area, October 2020 active inventory was 40, a 38% decrease from October 2019. There were 32 closings in October 2020, virtually unchanged from October 2019. Year-to-date 2020 there were 275 closings, a 1% decrease from year-to-date 2019. Months of Inventory was 1.3, down from 2.0 in October 2019. Median price of sold homes was \$360,250 for the month of October 2020, down 14% from October 2019. The SaddleBrooke area had 38 new properties under contract in October 2020, up 46% from October 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT SADDLEBROOKE



ACTIVE LISTINGS AND MONTHS OF INVENTORY SADDLEBROOKE



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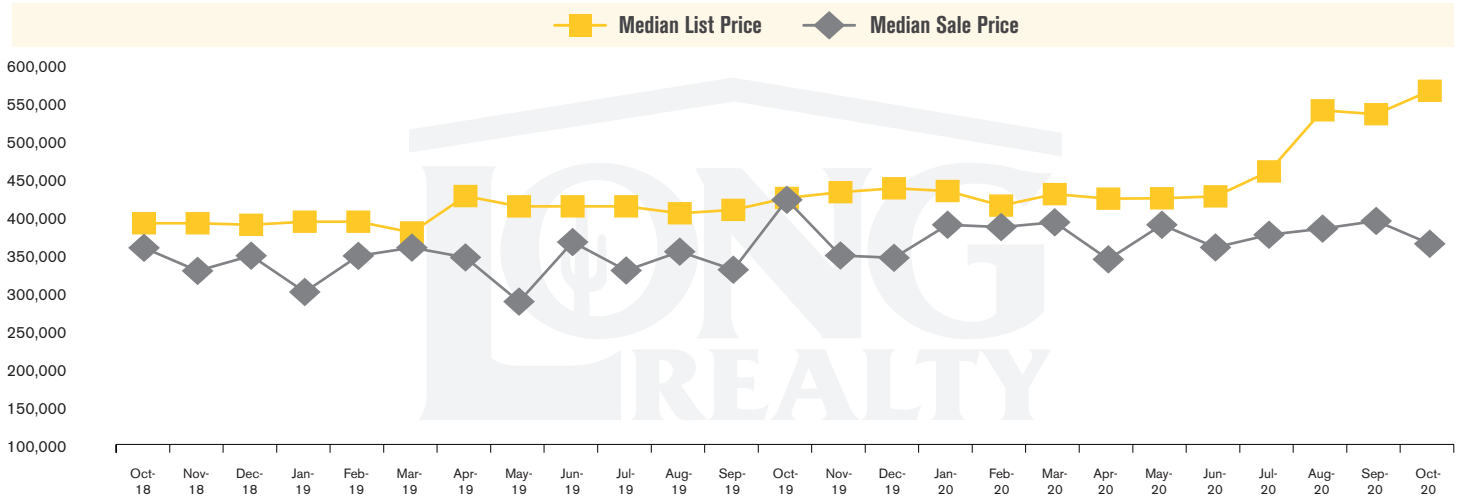
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software. All data obtained 11/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE SADDLEBROOKE

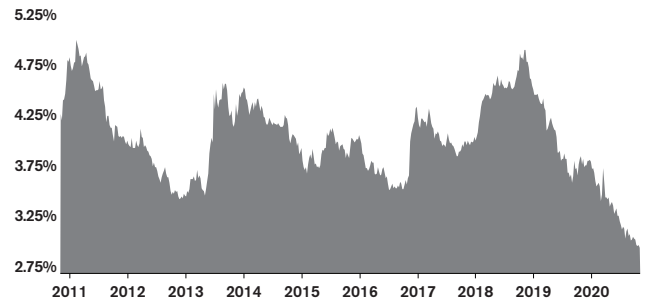


MONTHLY PAYMENT ON A MEDIAN PRICED HOME SADDLEBROOKE

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2019	\$417,500	3.690%	\$1,823.35
2020	\$360,250	2.830%	\$1,411.70

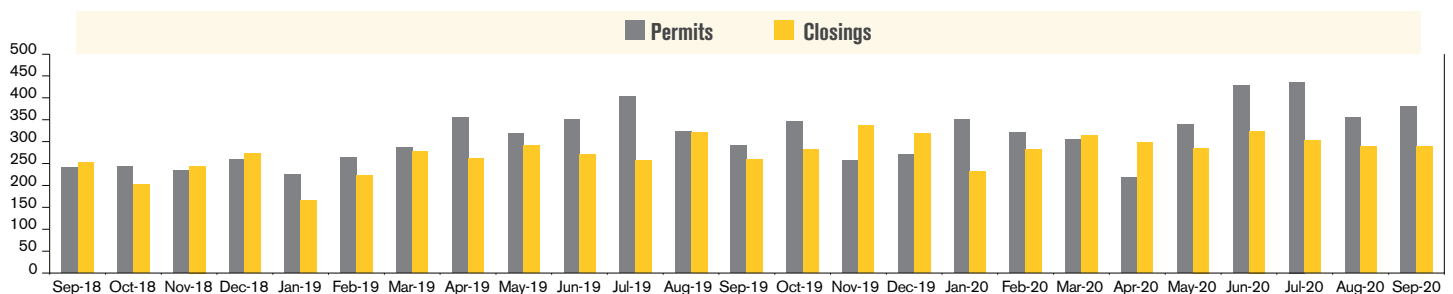
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE

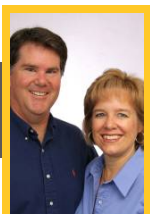


Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For September 2020, new home permits were **up 30%** and new home closings were **up 12%** from September 2019.

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SADDLEBROOKE | NOVEMBER 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
		May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-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	0	0	1	0	0	n/a	0.0	Seller
\$225,000 - 249,999	0	1	1	0	1	0	1	0.0	0.0	Seller
\$250,000 - 274,999	0	1	3	2	0	0	3	0.0	0.0	Seller
\$275,000 - 299,999	0	1	3	1	2	2	4	0.0	0.3	Seller
\$300,000 - 349,999	2	1	4	11	6	4	5	0.4	0.3	Seller
\$350,000 - 399,999	7	4	6	4	11	7	4	1.8	0.8	Seller
\$400,000 - 499,999	9	4	5	5	7	6	9	1.0	1.0	Seller
\$500,000 - 599,999	8	1	1	3	3	3	4	2.0	2.5	Seller
\$600,000 - 699,999	5	0	0	1	0	0	1	5.0	18.0	Buyer
\$700,000 - 799,999	2	0	0	0	0	0	1	2.0	5.0	Balanced
\$800,000 - 899,999	4	0	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	1	0	1	1	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	2	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	40	13	24	29	31	22	32	1.3	1.3	Seller



Seller's Market



Slight Seller's Market



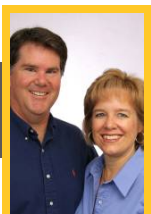
Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 11/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2020-10/31/2020. Information is believed to be reliable, but not guaranteed.

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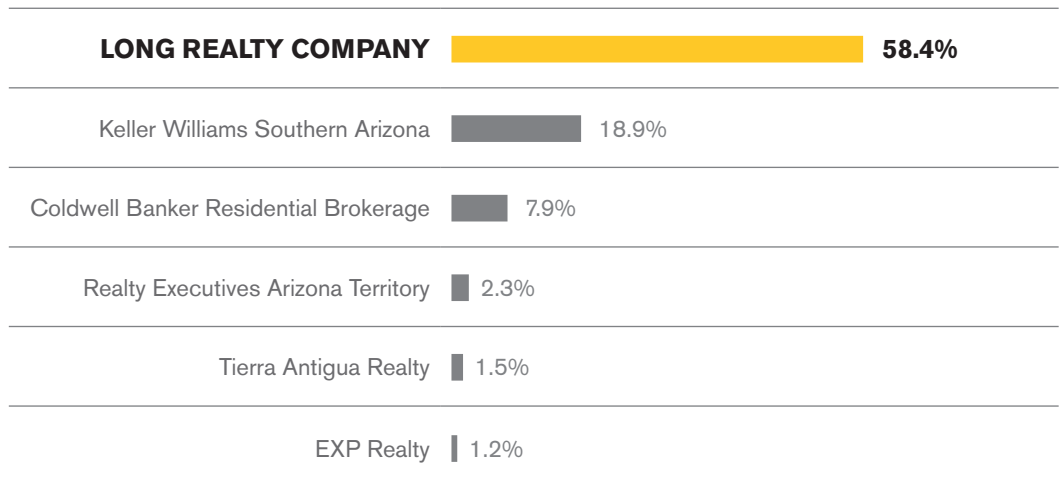
SADDLEBROOKE | NOVEMBER 2020



MARKET SHARE SADDLEBROOKE

Long Realty leads the market in successful real estate sales.

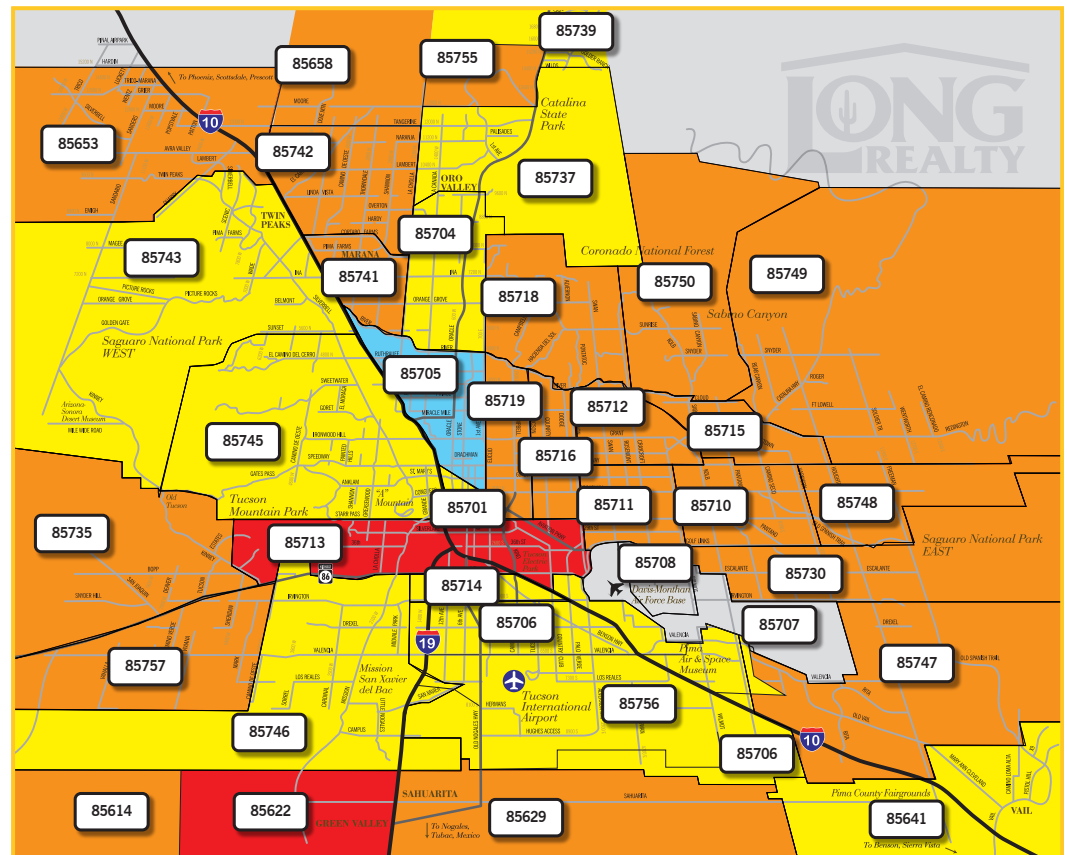
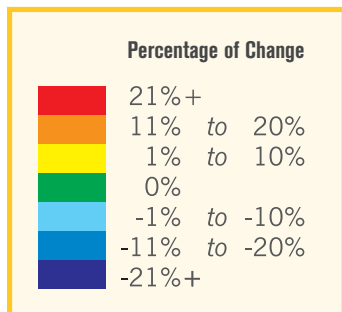
Data Obtained 11/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 11/01/2019 – 10/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.



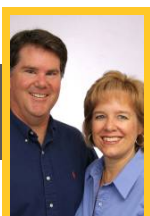
CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2019-OCT 2019 TO
AUG 2020-OCT 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 August 2019-October 2019 to August 2020-October 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 11/06/2020. Information is believed to be reliable, but not guaranteed.