

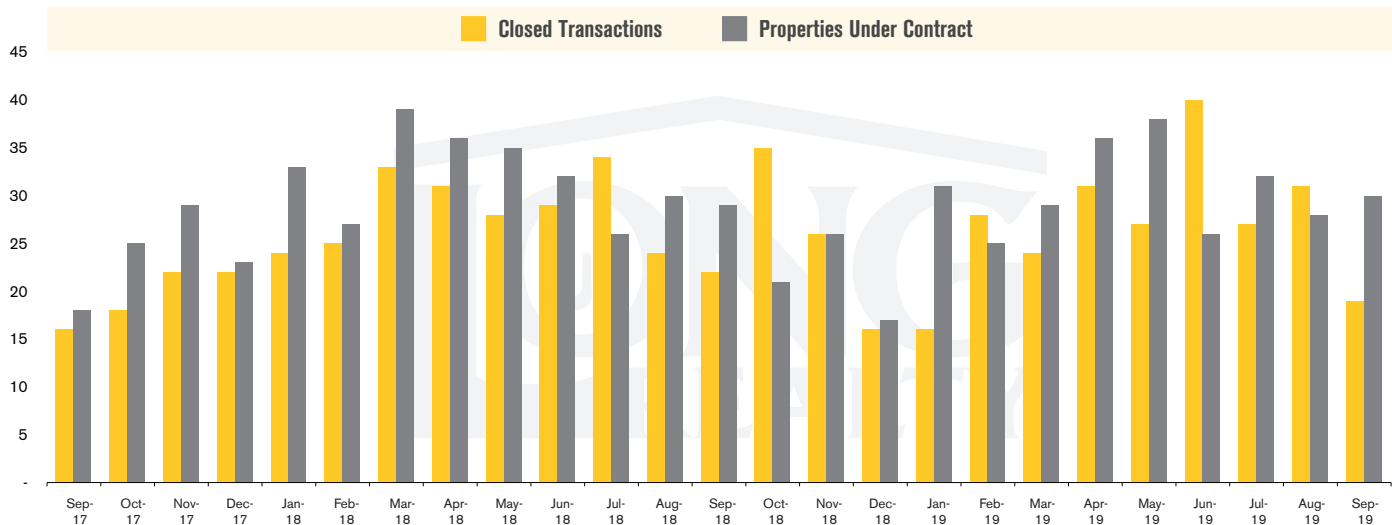
THE HOUSING REPORT

SADDLEBROOKE | OCTOBER 2019

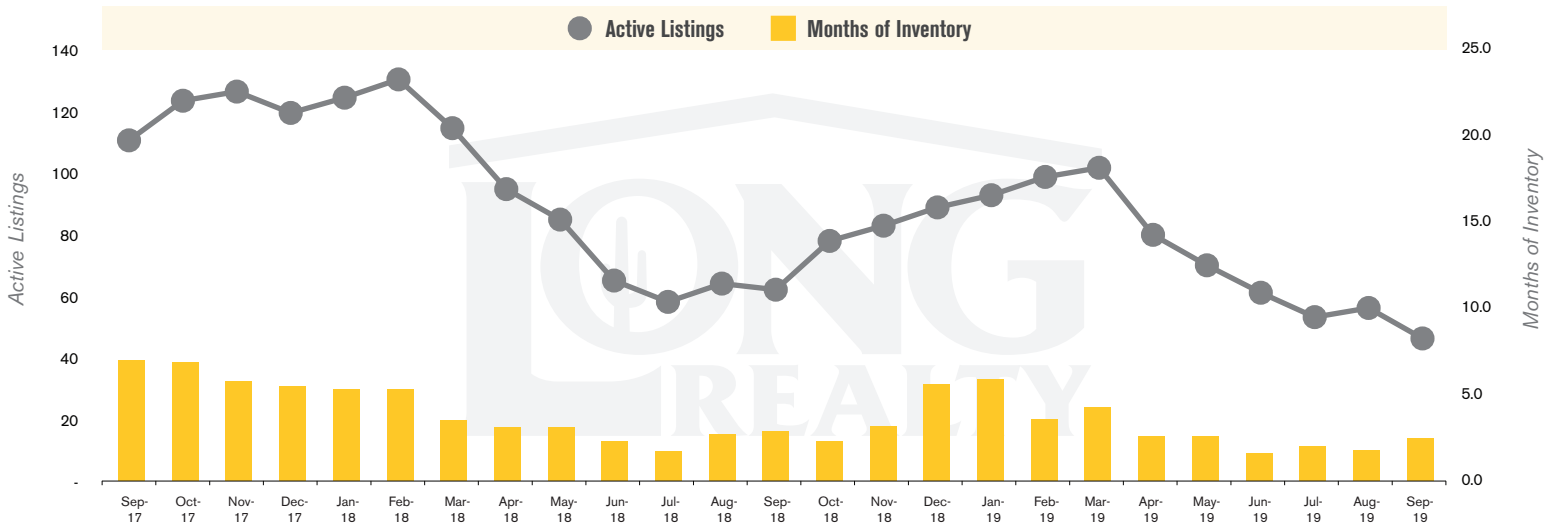


In the SaddleBrooke area, September 2019 active inventory was 47, a 25% decrease from September 2018. There were 19 closings in September 2019, a 14% decrease from September 2018. Year-to-date 2019 there were 246 closings, a 3% decrease from year-to-date 2018. Months of Inventory was 2.5, down from 2.9 in September 2018. Median price of sold homes was \$343,000 for the month of September 2019, up 1% from September 2018. The SaddleBrooke area had 30 new properties under contract in September 2019, up 3% from September 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SADDLEBROOKE)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)



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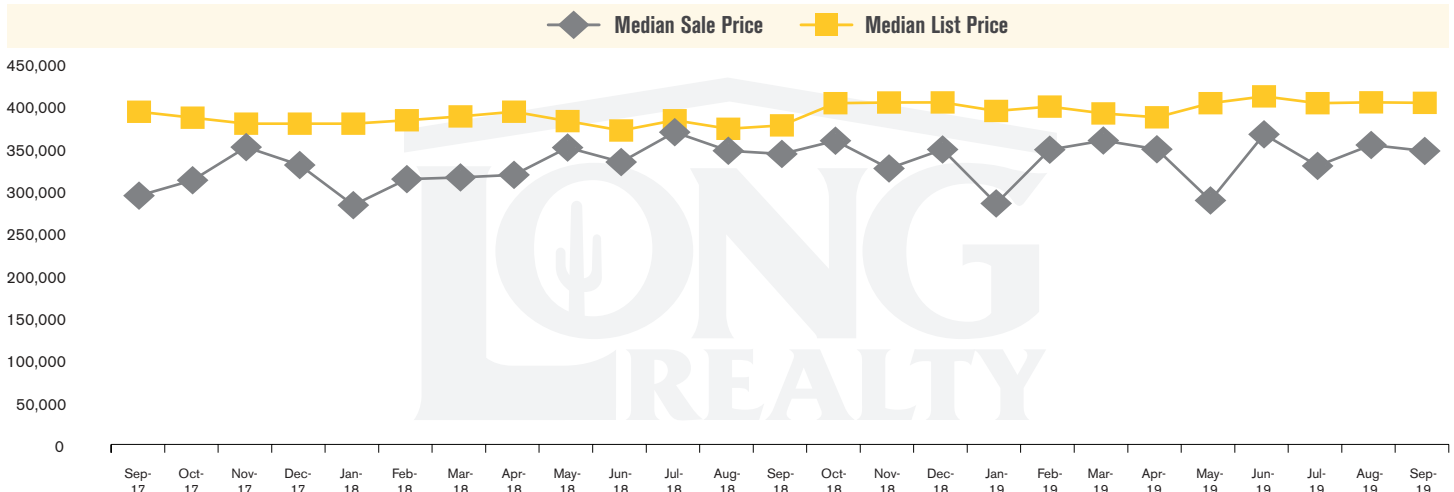
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SADDLEBROOKE)

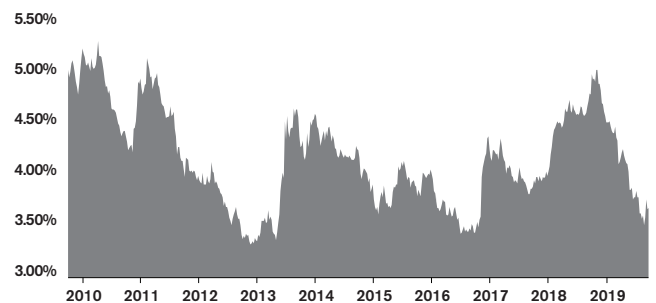


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2018	\$339,500	4.875%	\$1,706.83
2019	\$343,000	4.125%	\$1,579.23

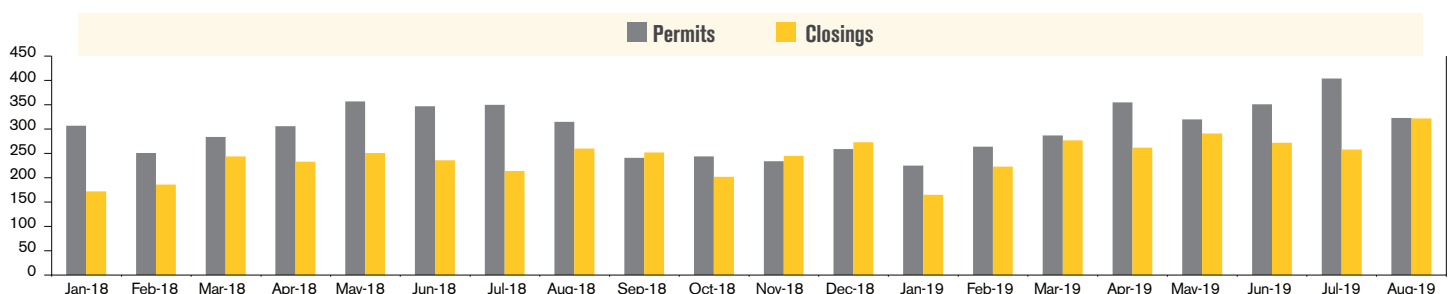
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE

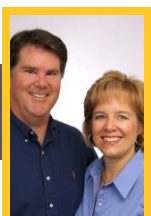


Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.



For August 2019, new home permits were **virtually unchanged** year-to-date from 2018 and new home closings were **up 15%** year to date from 2018.

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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
		Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19			
\$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	1	1	0	n/a	0.0	Seller
\$200,000 - 224,999	1	3	3	1	0	1	0	n/a	2.0	Seller
\$225,000 - 249,999	4	3	4	2	3	4	0	n/a	1.1	Seller
\$250,000 - 274,999	3	2	4	1	3	2	2	1.5	1.4	Seller
\$275,000 - 299,999	1	3	3	5	3	2	5	0.2	1.2	Seller
\$300,000 - 349,999	4	6	2	6	5	5	3	1.3	1.0	Seller
\$350,000 - 399,999	10	4	9	11	4	1	5	2.0	3.3	Seller
\$400,000 - 499,999	13	5	1	8	5	12	3	4.3	2.0	Seller
\$500,000 - 599,999	5	2	0	2	0	3	1	5.0	4.5	Slightly Seller
\$600,000 - 699,999	2	2	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	0	0	1	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	1	0	1	2	0	0	n/a	1.5	Seller
\$900,000 - 999,999	3	1	0	2	1	0	0	n/a	10.0	Buyer
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	47	32	27	40	27	31	19	2.5	2.1	Seller



Seller's Market



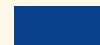
Slight Seller's Market



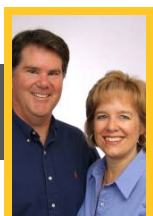
Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 10/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2019-09/30/2019. 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 10/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2018 – 09/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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60.2%

Keller Williams Southern Arizona 16.0%

Coldwell Banker Residential Brokerage 6.2%

Tierra Antigua Realty 4.1%

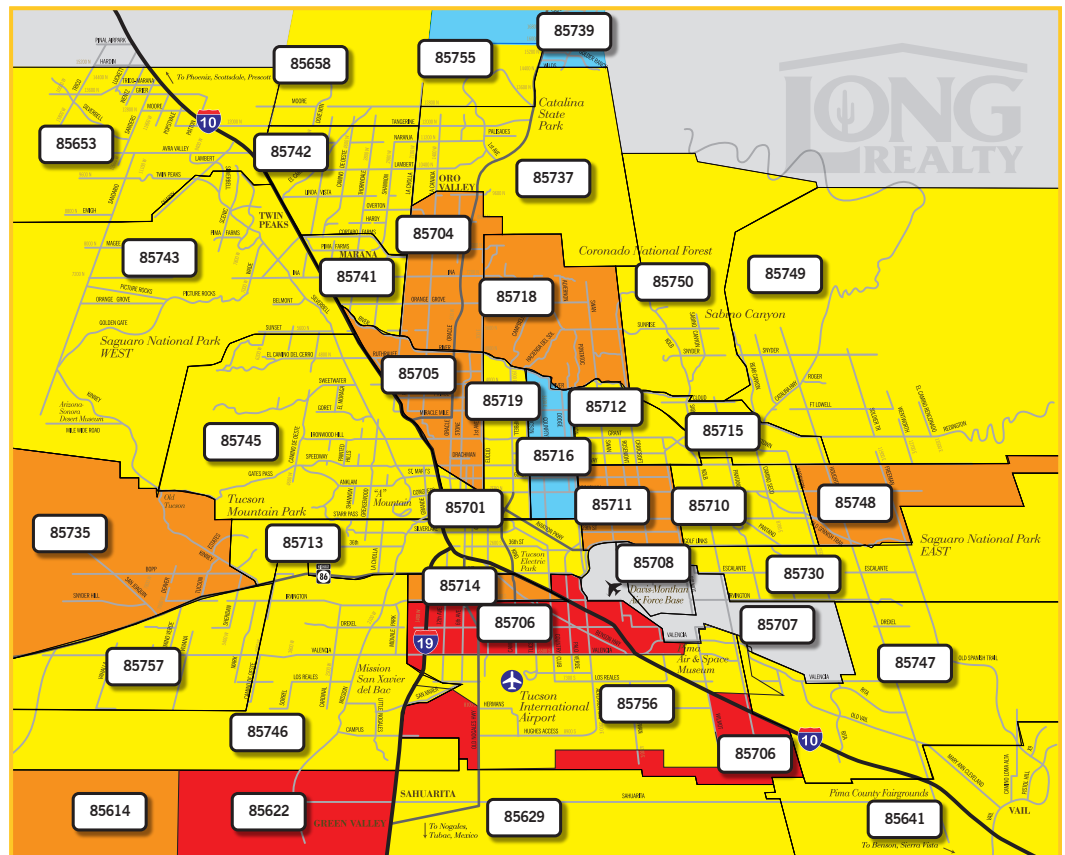
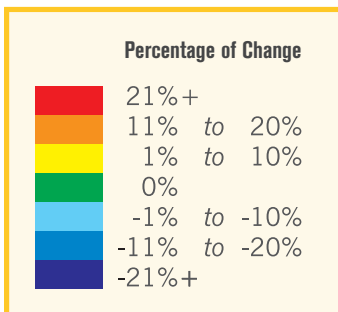
Realty Executives Tucson Elite 2.2%

Homesmart Advantage Group 1.2%

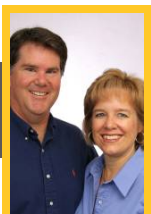
CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUL 2018-SEP 2018 TO JUL 2019-SEP 2019)

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 July 2018-September 2018 to July 2019-September 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/03/2019. Information is believed to be reliable, but not guaranteed.