

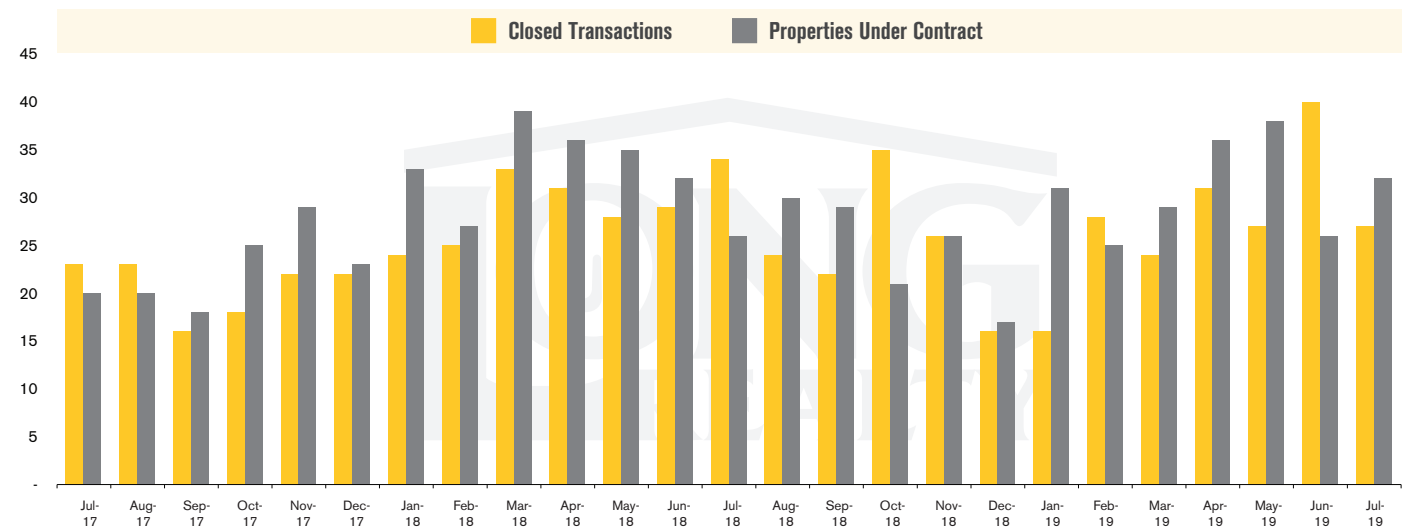
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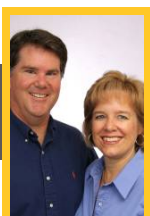
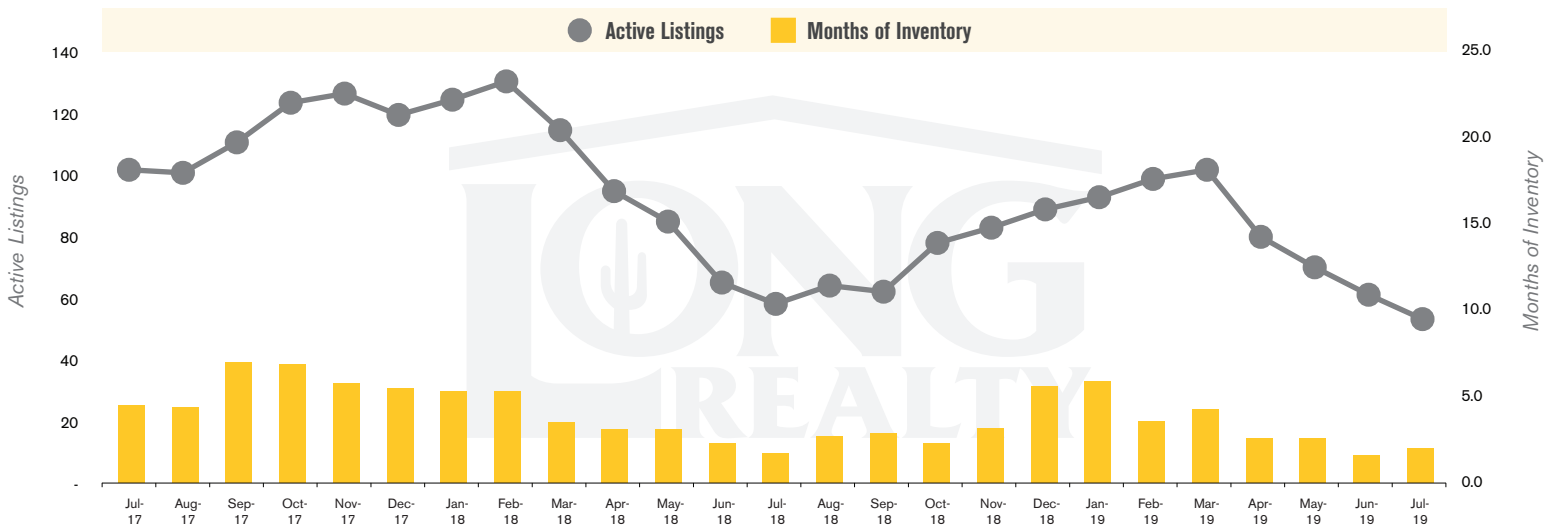
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In the SaddleBrooke area, July 2019 active inventory was 54, an 8% decrease from July 2018. There were 27 closings in July 2019, a 21% decrease from July 2018. Year-to-date 2019 there were 196 closings, a 5% decrease from year-to-date 2018. Months of Inventory was 2.0, up from 1.7 in July 2018. Median price of sold homes was \$325,500 for the month of July 2019, down 11% from July 2018. The SaddleBrooke area had 32 new properties under contract in July 2019, up 23% from July 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SADDLEBROOKE)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)



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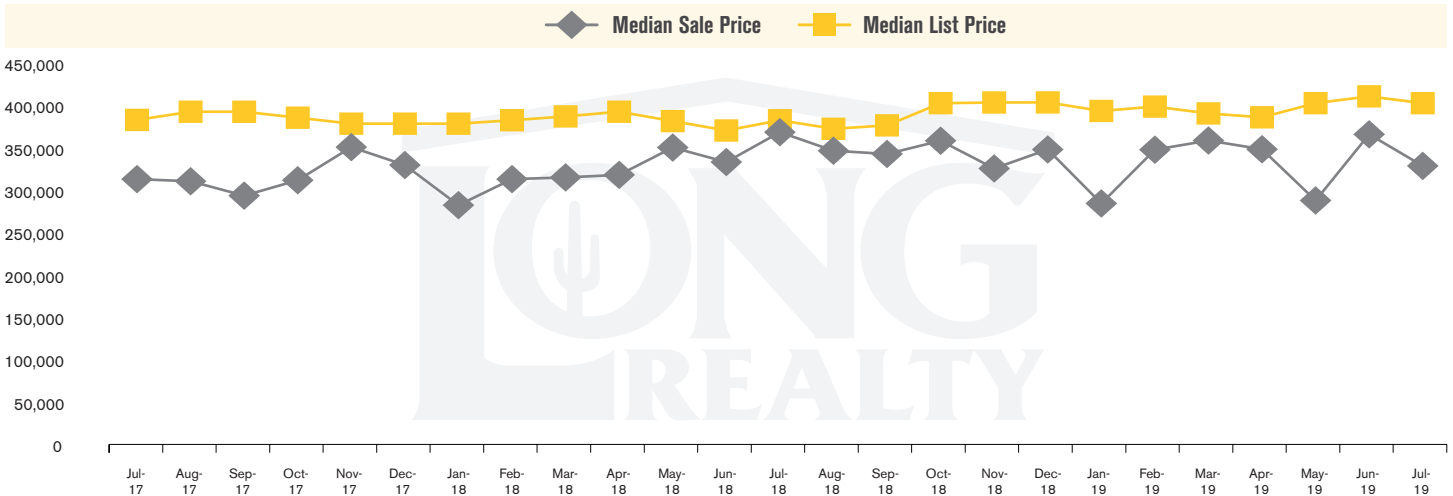
Properties under contract and Home Sales data is based on information obtained from the MLSAZ using Brokermetrics software. All data obtained 08/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SADDLEBROOKE)

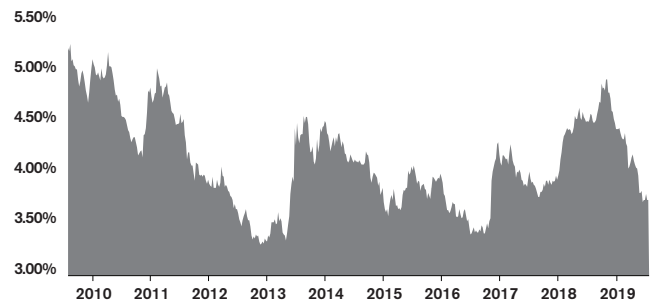


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2018	\$365,000	4.530%	\$1,763.12
2019	\$325,500	3.770%	\$1,435.58

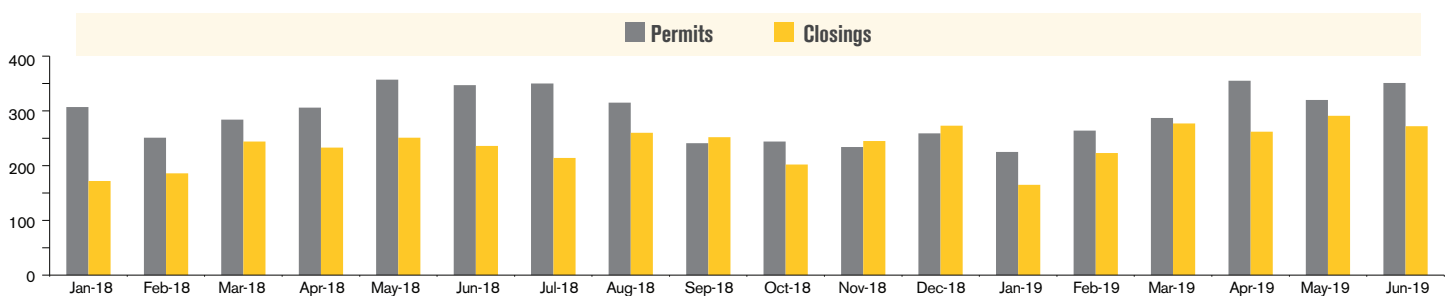
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 June 2019, new home permits were **down 3%** year-to-date from 2018 and new home closings were **up 13%** 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
		Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-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	0	0	1	0.0	1.0	Seller
\$200,000 - 224,999	0	0	1	3	3	1	0	n/a	0.8	Seller
\$225,000 - 249,999	2	2	2	3	4	2	3	0.7	0.8	Seller
\$250,000 - 274,999	4	4	2	2	4	1	3	1.3	1.4	Seller
\$275,000 - 299,999	7	2	4	3	3	5	3	2.3	2.1	Seller
\$300,000 - 349,999	3	8	2	6	2	6	5	0.6	1.3	Seller
\$350,000 - 399,999	10	3	6	4	9	11	4	2.5	0.9	Seller
\$400,000 - 499,999	12	5	6	5	1	8	5	2.4	3.3	Seller
\$500,000 - 599,999	7	1	1	2	0	2	0	n/a	13.0	Buyer
\$600,000 - 699,999	3	2	0	2	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	1	0	0	0	1	1	0	n/a	0.5	Seller
\$800,000 - 899,999	1	0	0	1	0	1	2	0.5	1.3	Seller
\$900,000 - 999,999	4	1	0	1	0	2	1	4.0	4.0	Seller
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	54	28	24	32	27	40	27	2.0	2.0	Seller



Seller's Market



Slight Seller's Market



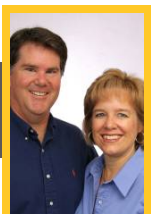
Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 08/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2019-07/31/2019. 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 08/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2018 – 07/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

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61.6%

Keller Williams Southern Arizona

15.9%

Coldwell Banker Residential Brokerage

5.4%

Tierra Antigua Realty

4.1%

Realty Executives Tucson Elite

2.1%

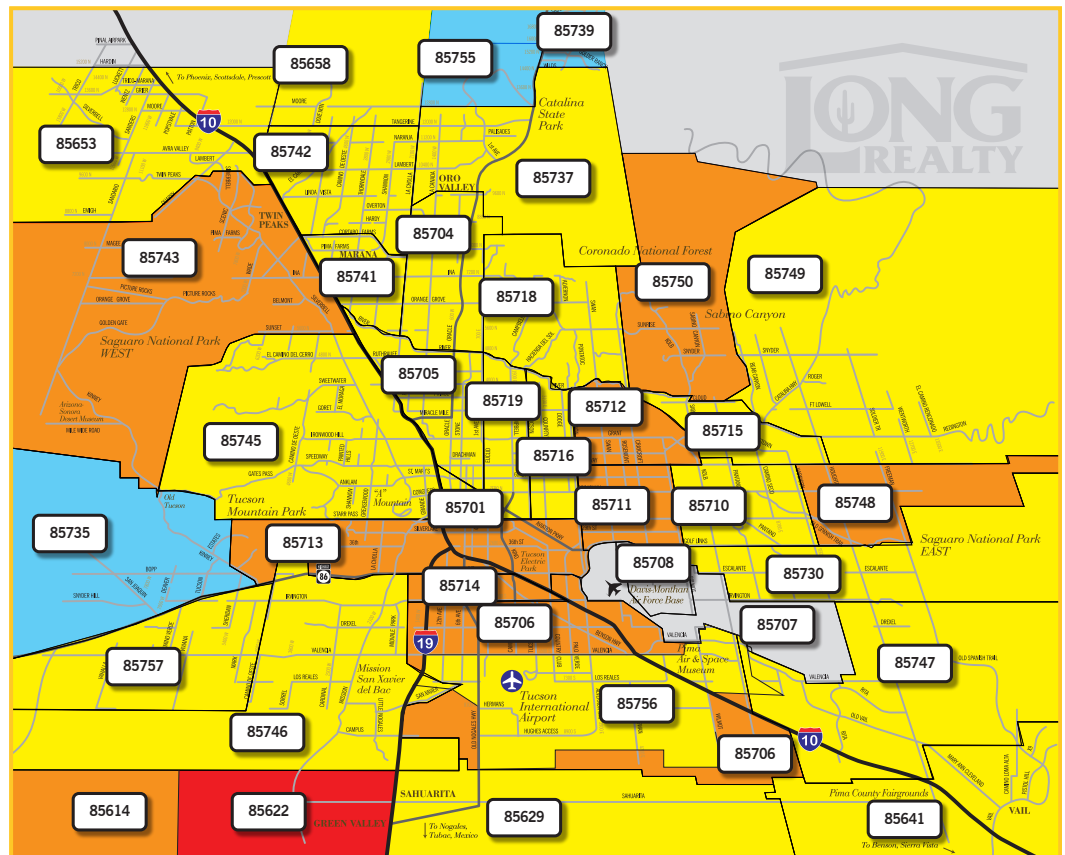
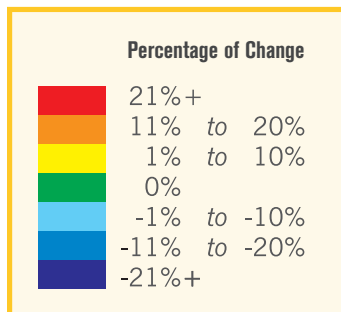
Homesmart Advantage Group

1.2%

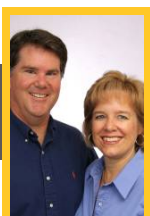
CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAY 2018-JUL 2018 TO MAY 2019-JUL 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 May 2018-July 2018 to May 2019-July 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2019. Information is believed to be reliable, but not guaranteed.