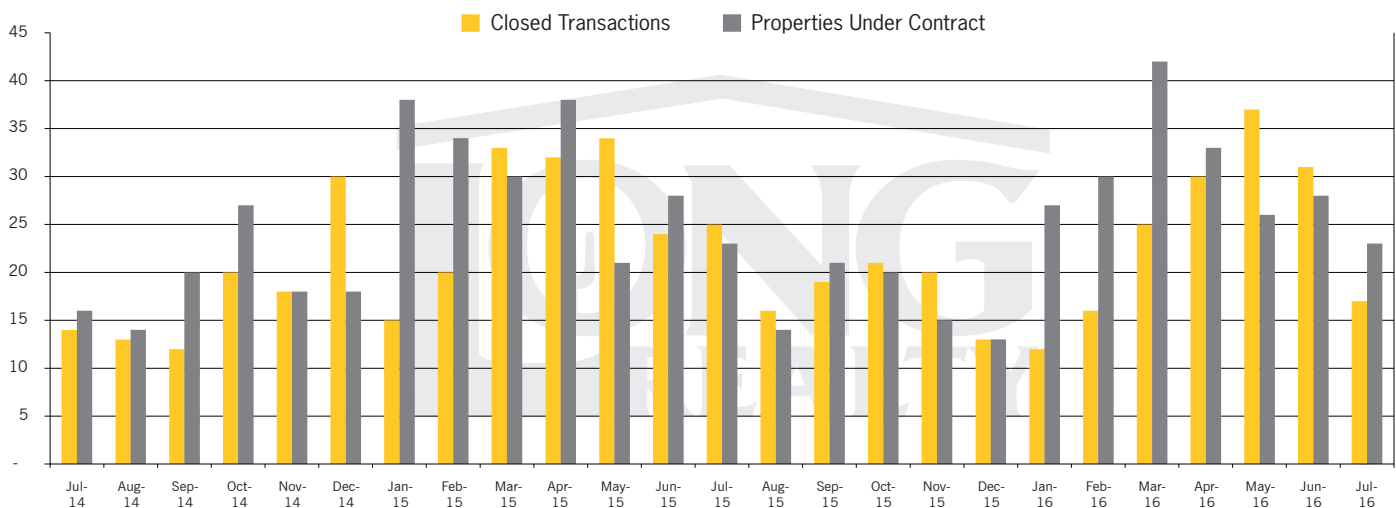




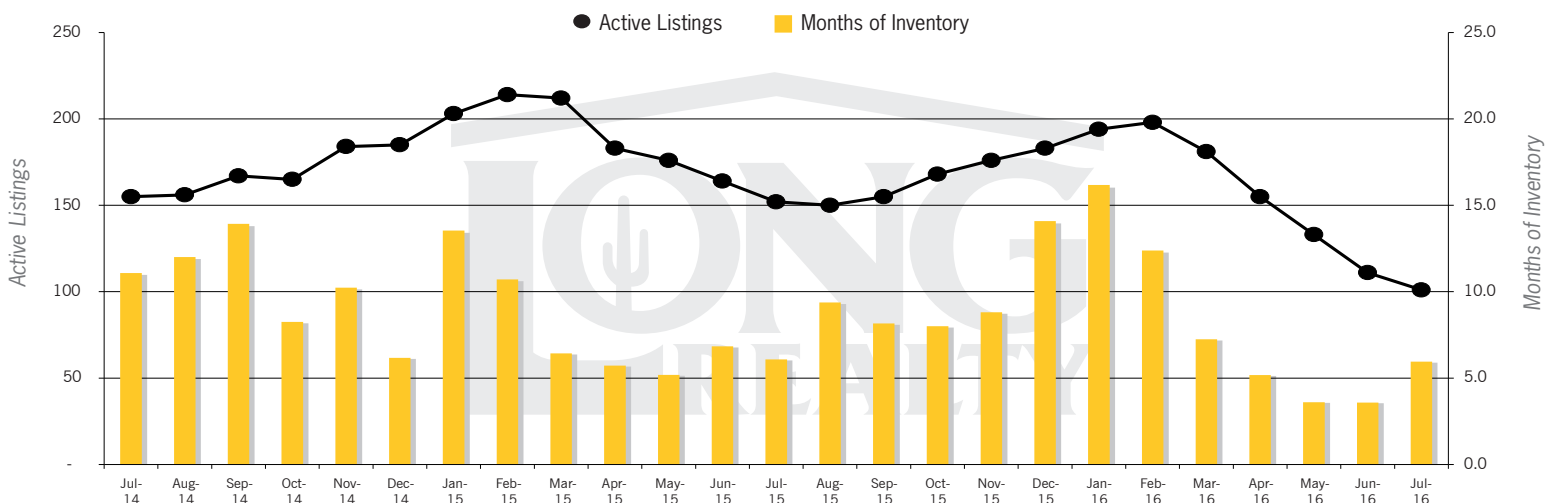
## SaddleBrooke | August 2016

In the SaddleBrooke area, July 2016 active inventory was 101, a 34% decrease from July 2015. There were 17 closings in July 2016, a 32% decrease from July 2015. Year-to-date 2016 there were 175 closings, a 7% decrease from year-to-date 2015. Months of Inventory was 5.9, down from 6.1 in July 2015. Median price of sold homes was \$303,500 for the month of July 2016, up 19% from July 2015. The SaddleBrooke area had 23 new properties under contract in July 2016, virtually unchanged from July 2015.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SADDLEBROOKE



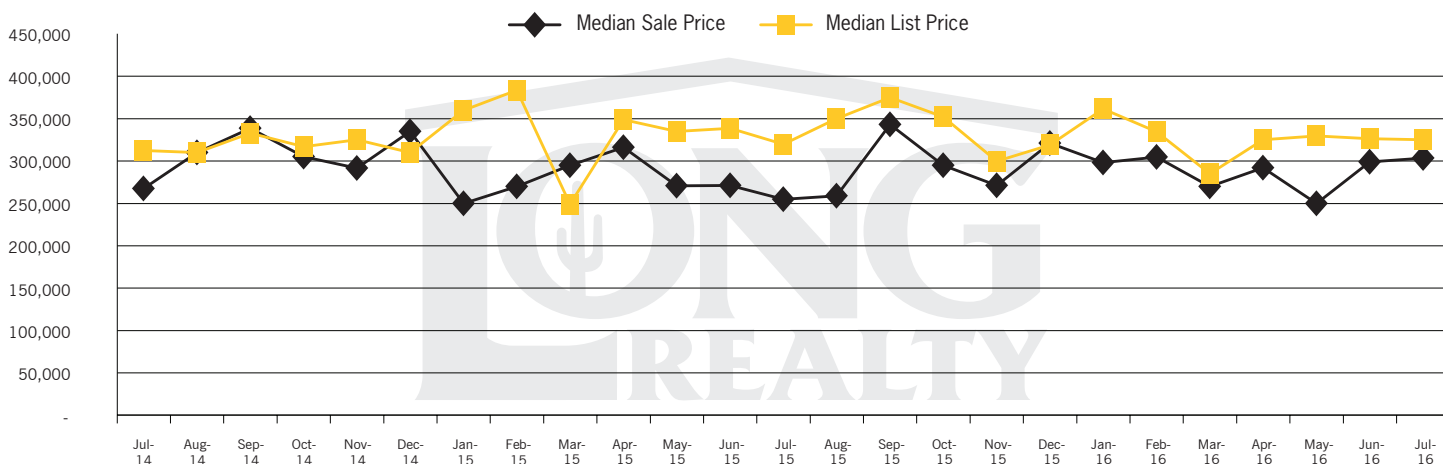
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SADDLEBROOKE



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
 All data obtained 08/03/2016 is believed to be reliable, but not guaranteed.*



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SADDLEBROOKE

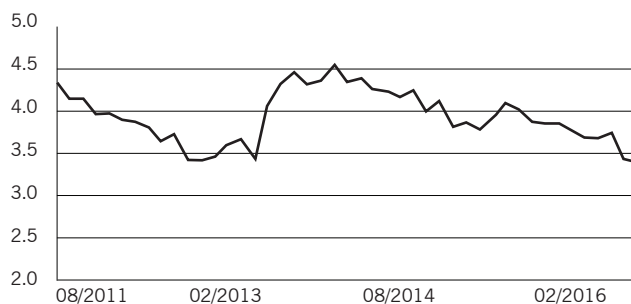


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SADDLEBROOKE

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2015	\$255,000	4.000%	\$1,156.54
2016	\$303,500	3.375%	\$1,274.67

Source: Residential median sales prices. Data obtained 08/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

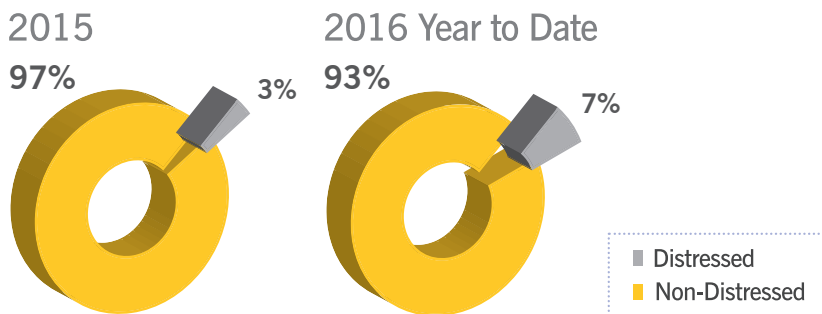
## 30 YEAR FIXED MORTGAGE RATE



Source: Bankrate.com

## DISTRESSED VS. NON-DISTRESSED SALES – SADDLEBROOKE

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.





## 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-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16			
\$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	1	2	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	1	0	1	2	3	1	1	1.0	0.6	<b>Seller</b>
\$175,000 - 199,999	5	3	1	0	8	2	1	5.0	1.6	<b>Seller</b>
\$200,000 - 224,999	6	0	2	5	4	6	1	6.0	1.6	<b>Seller</b>
\$225,000 - 249,999	12	3	6	3	3	4	5	2.4	2.9	<b>Seller</b>
\$250,000 - 274,999	6	0	2	5	3	2	0	n/a	5.2	<b>Balanced</b>
\$275,000 - 299,999	8	2	2	2	7	2	0	n/a	3.1	<b>Seller</b>
\$300,000 - 349,999	15	3	2	5	4	6	4	3.8	4.1	<b>Slightly Seller</b>
\$350,000 - 399,999	19	2	3	4	3	7	2	9.5	5.1	<b>Balanced</b>
\$400,000 - 499,999	18	1	2	6	1	1	3	6.0	11.0	<b>Buyer</b>
\$500,000 - 599,999	7	2	3	0	1	2	0	n/a	9.7	<b>Buyer</b>
\$600,000 - 699,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>101</b>	<b>16</b>	<b>25</b>	<b>34</b>	<b>37</b>	<b>33</b>	<b>17</b>	<b>5.9</b>	<b>4.0</b>	<b>Seller</b>

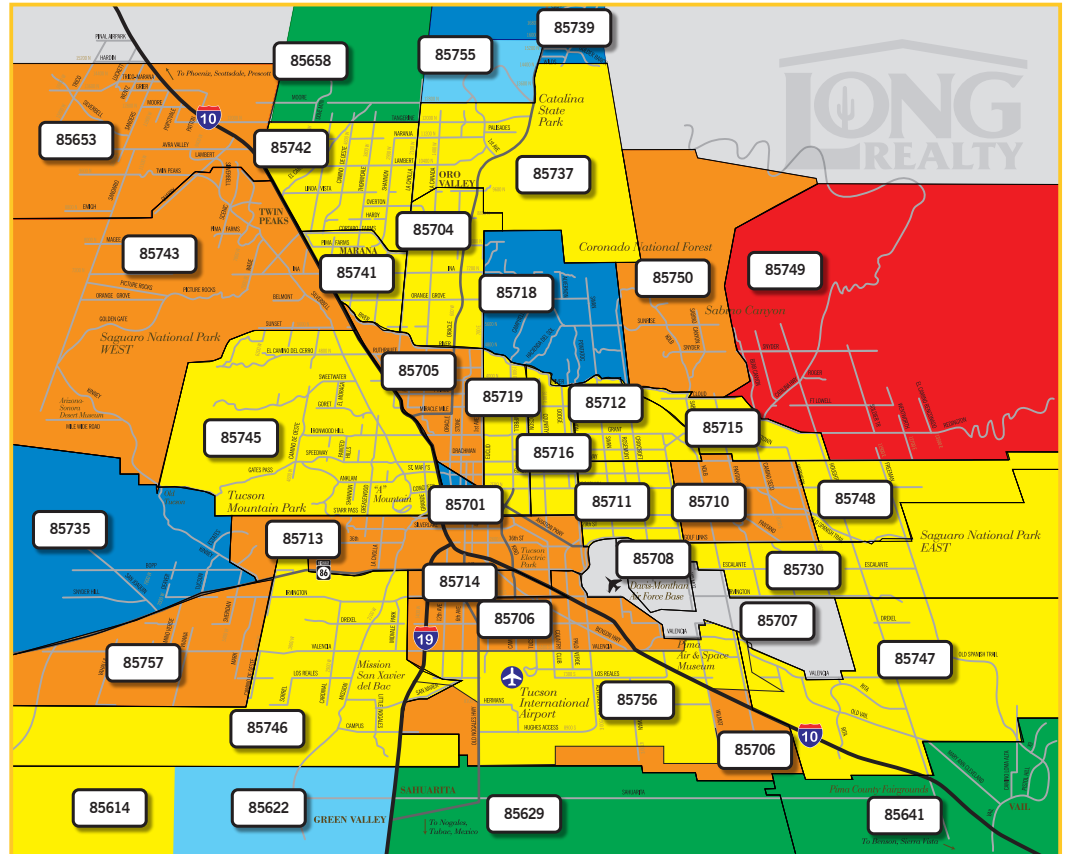




## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2015-JUL 2015 TO MAY 2016-JUL 2016

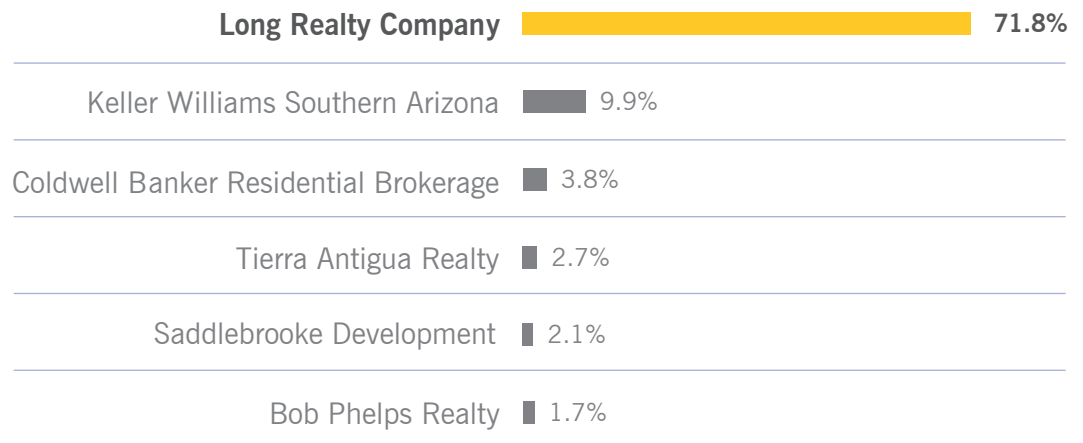
*This heat map represents the percentage of change in Tucson metro median sales prices from May 2015-July 2015 to May 2016-July 2016 by zip code.*



## MARKET SHARE – SADDLEBROOKE

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 08/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2015 – 07/31/2016 rounded to the nearest tenth of one percent and deemed to be correct.*



The SaddleBrooke Housing Report is comprised of data for residential properties in the subdivision of SaddleBrooke. 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.