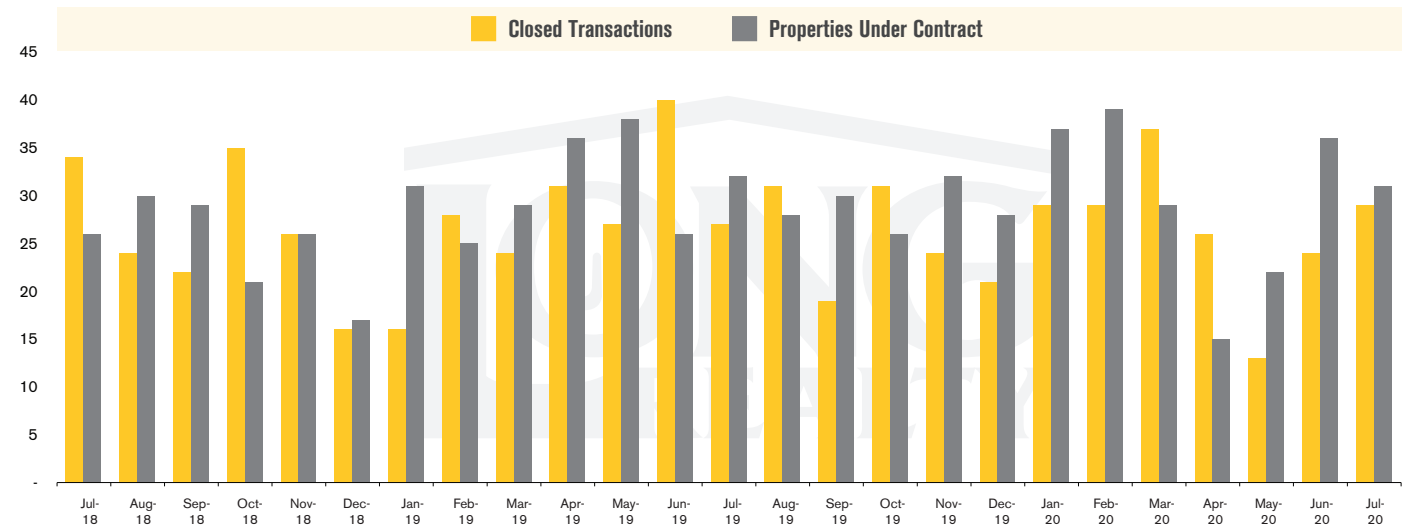


THE HOUSING REPORT

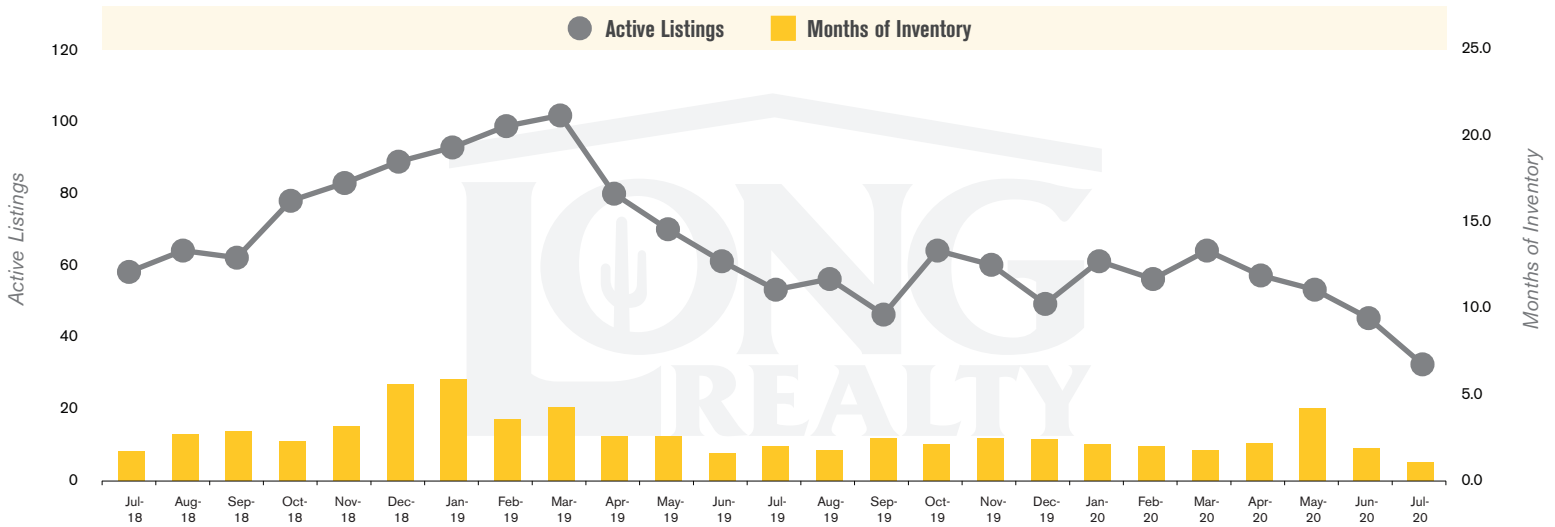
SADDLEBROOKE | AUGUST 2020

In the SaddleBrooke area, July 2020 active inventory was 33, a 39% decrease from July 2019. There were 29 closings in July 2020, a 7% increase from July 2019. Year-to-date 2020 there were 190 closings, a 3% decrease from year-to-date 2019. Months of Inventory was 1.1, down from 2.0 in July 2019. Median price of sold homes was \$372,000 for the month of July 2020, up 14% from July 2019. The SaddleBrooke area had 31 new properties under contract in July 2020, down 3% from July 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SADDLEBROOKE)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SADDLEBROOKE)

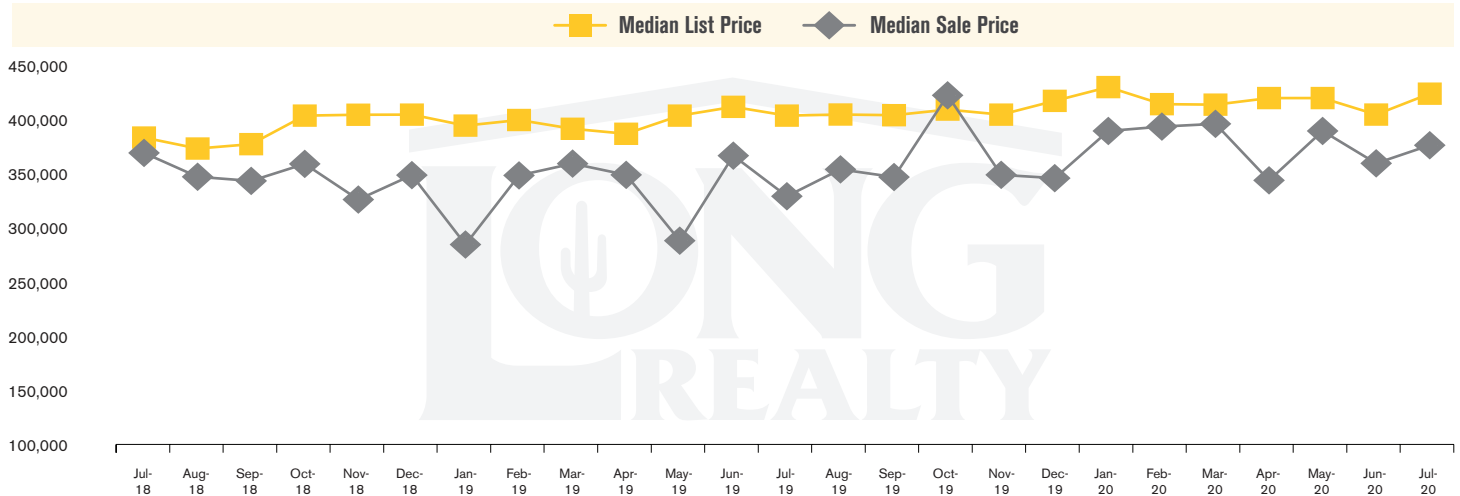


Properties under contract and Home Sales data is based on information obtained from the MLSAZ using Brokermetrics software. All data obtained 08/05/2020 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SADDLEBROOKE | AUGUST 2020

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SADDLEBROOKE)

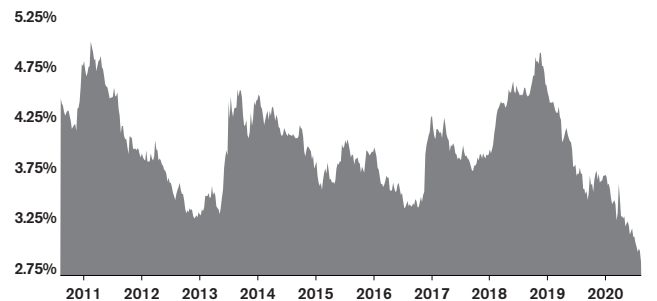


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SADDLEBROOKE)

Year	Median Price	Int. Rate	MO. Payment
2006	\$187,900	6.140%	\$1,086.35
2019	\$325,500	3.770%	\$1,435.58
2020	\$372,000	3.020%	\$1,493.76

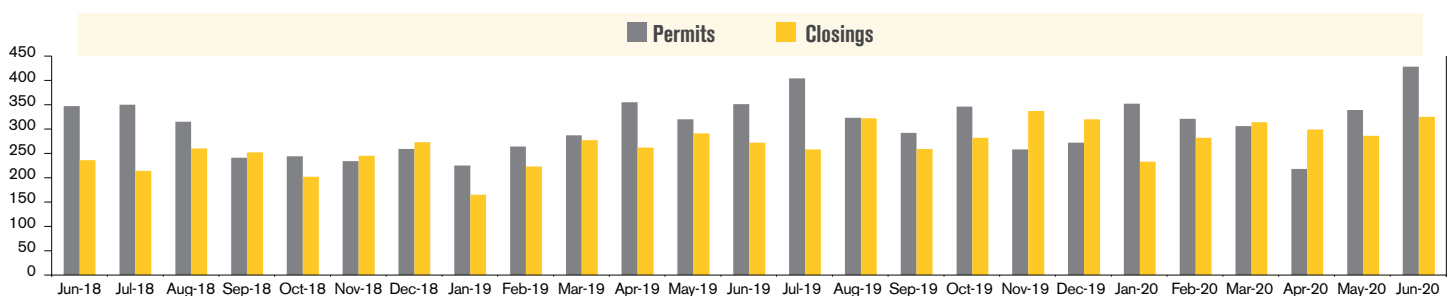
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research

For June 2020, new home permits were **up 22%** and new home closings were **up 19%** from June 2019.

These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 08/05/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SADDLEBROOKE | AUGUST 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
		Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-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	1	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	1	0	1	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	0	0	0	3	1	1	0	n/a	0.0	Seller
\$250,000 - 274,999	0	3	6	1	1	3	2	0.0	0.3	Seller
\$275,000 - 299,999	0	4	2	3	1	3	1	0.0	0.6	Seller
\$300,000 - 349,999	2	4	5	7	1	4	11	0.2	1.3	Seller
\$350,000 - 399,999	3	4	8	5	4	6	4	0.8	1.6	Seller
\$400,000 - 499,999	14	8	13	5	4	5	5	2.8	3.0	Seller
\$500,000 - 599,999	6	3	2	1	1	1	3	2.0	3.6	Seller
\$600,000 - 699,999	4	1	1	1	0	0	1	4.0	13.0	Buyer
\$700,000 - 799,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	0	0	0	0	0	1	2.0	4.0	Seller
\$900,000 - 999,999	1	1	1	0	0	1	1	1.0	1.5	Seller
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	33	30	38	27	13	24	29	1.1	2.0	Seller


Seller's Market


Slight Seller's Market


Balanced Market


Slight Buyer's Market


Buyer's Market

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 08/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2020-07/31/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SADDLEBROOKE | AUGUST 2020

MARKET SHARE (SADDLEBROOKE)

Long Realty leads the market in successful real estate sales.

Data Obtained 08/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2019 – 07/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

59.1%

Keller Williams Southern Arizona

17.4%

Coldwell Banker Residential Brokerage

8.3%

Realty Executives Tucson Elite

2.4%

Tierra Antigua Realty

2.3%

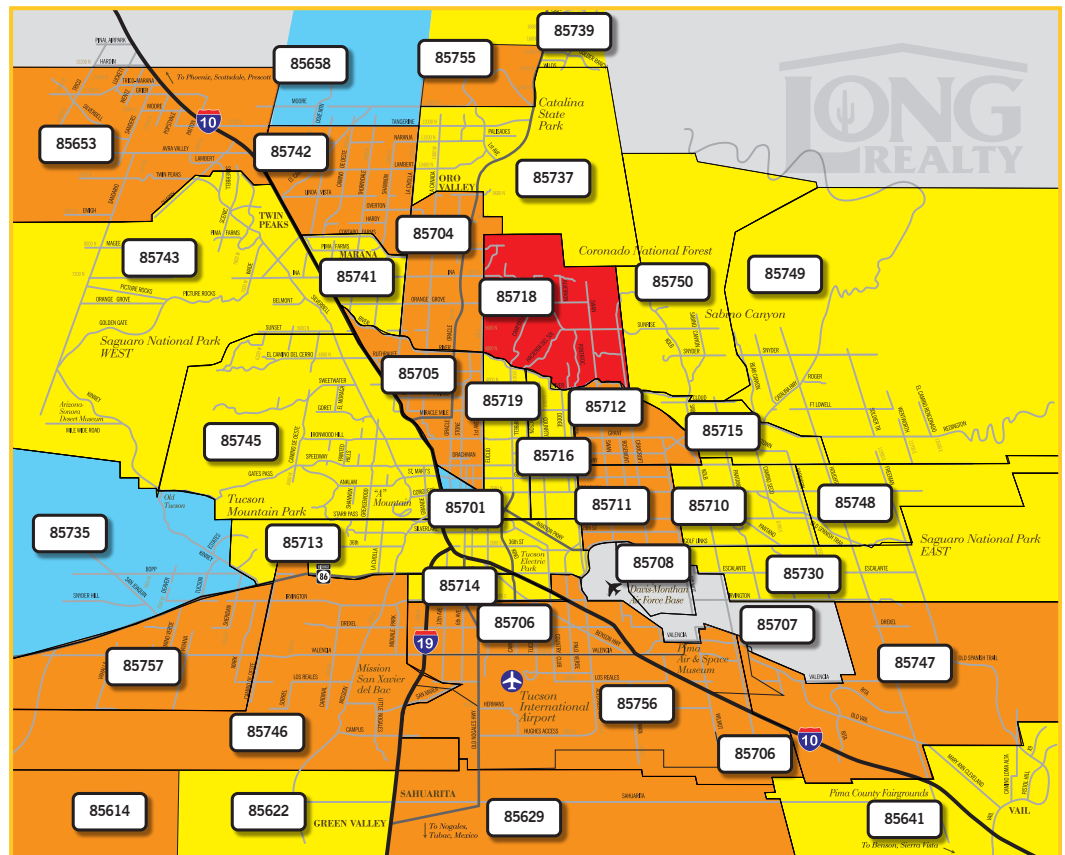
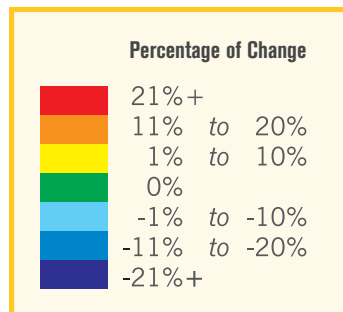
EXP Realty

1.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAY 2019-JUL 2019 TO MAY 2020-JUL 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.

This heat map represents the percentage of change in Tucson metro median sales prices from May 2019-July 2019 to May 2020-July 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2020. Information is believed to be reliable, but not guaranteed.