

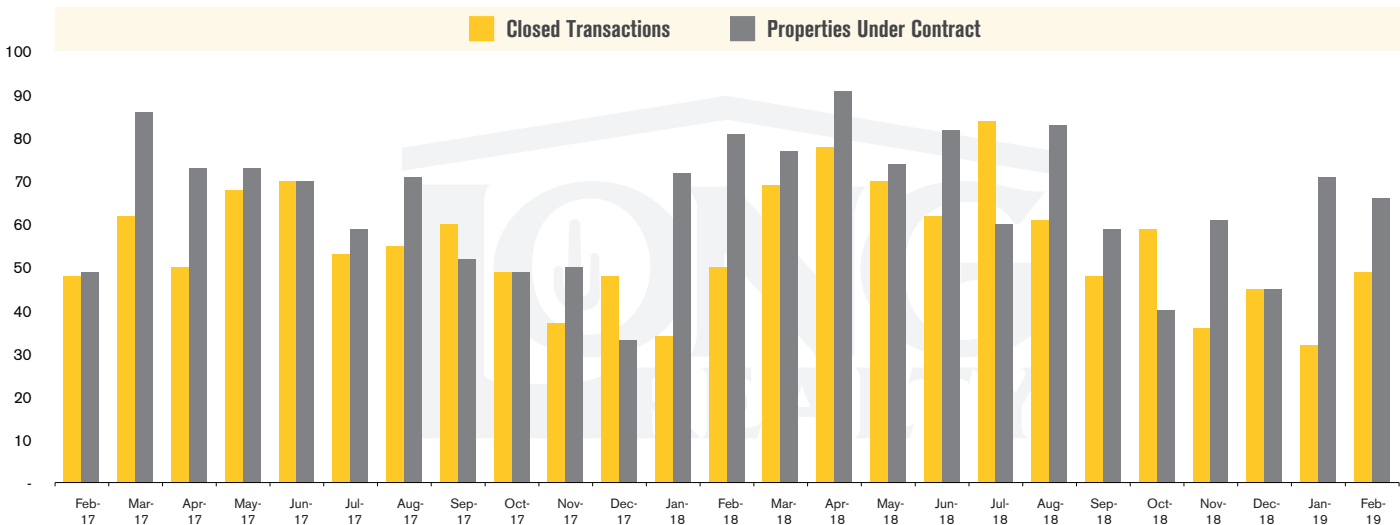
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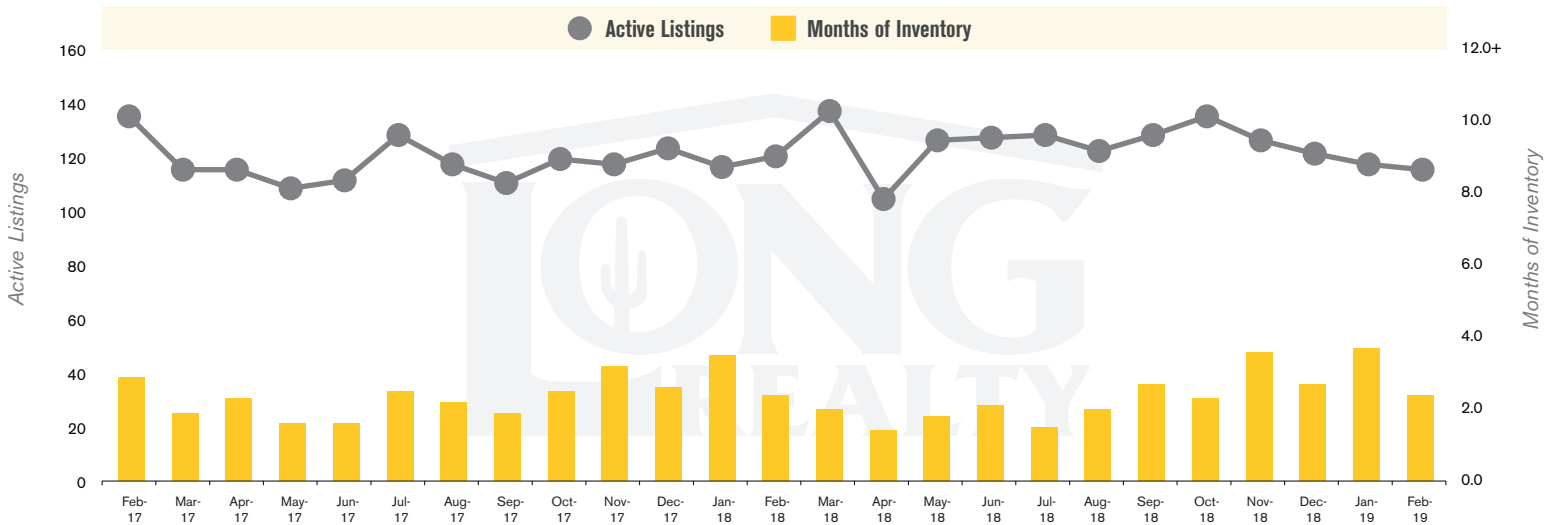


In the Sahuarita area, February 2019 active inventory was 117, a 4% decrease from February 2018. There were 49 closings in February 2019, a 2% decrease from February 2018. Year-to-date 2019 there were 81 closings, a 4% decrease from year-to-date 2018. Months of Inventory was 2.4, unchanged from 2.4 in February 2018. Median price of sold homes was \$213,000 for the month of February 2019, up 4% from February 2018. The Sahuarita area had 66 new properties under contract in February 2019, down 19% from February 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SAHUARITA)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SAHUARITA)



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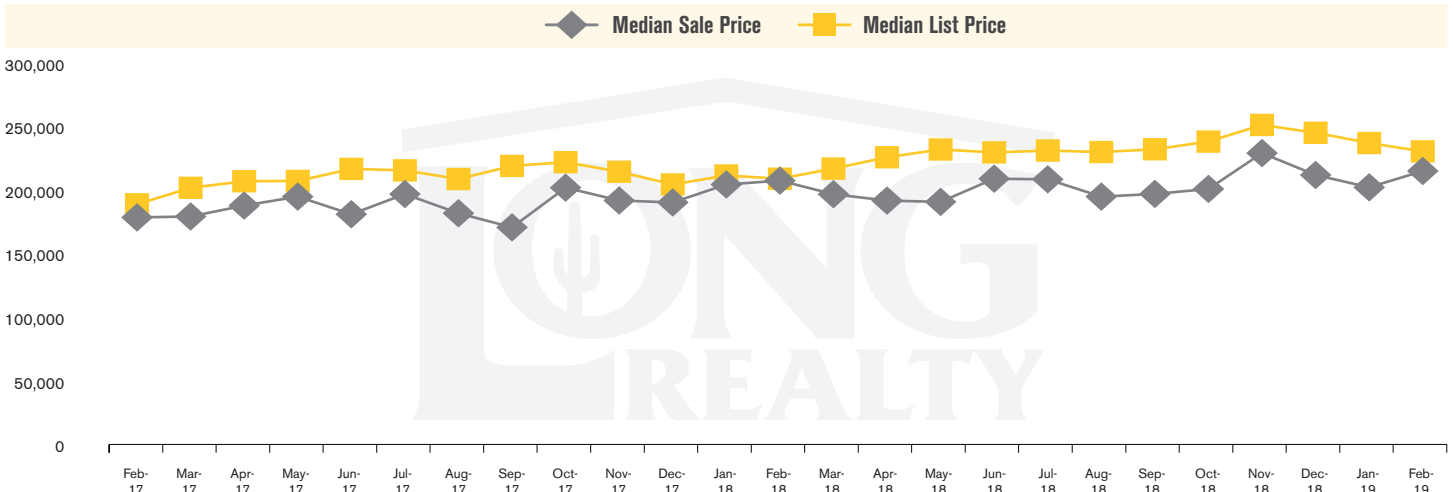
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/05/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SAHUARITA)

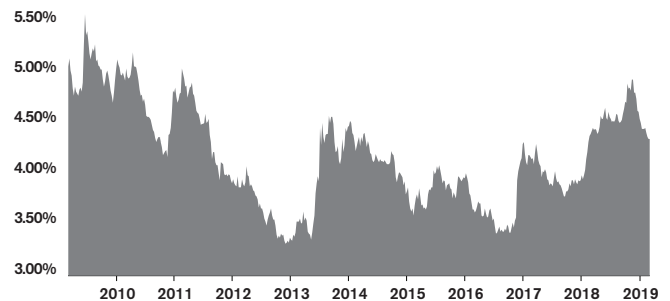


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SAHUARITA)

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2018	\$205,500	4.500%	\$989.18
2019	\$213,000	4.625%	\$1,040.36

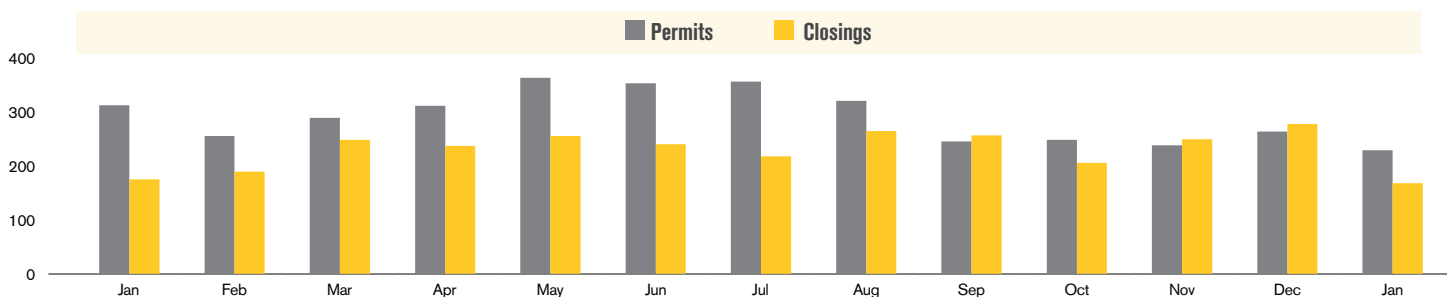
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

2018 NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



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



For January 2019, new home permits were **down 26%** from last year and new home closings were **down 4%** from last year.

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MARKET CONDITIONS BY PRICE BAND (SAHUARITA)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19			
\$1 - 49,999	0	0	0	0	0	1	0	n/a	0.0	Seller
\$50,000 - 74,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	1	0	1	1	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	2	1	0	0	2	0	4	0.5	1.8	Seller
\$125,000 - 149,999	2	4	1	1	0	3	3	0.7	1.3	Seller
\$150,000 - 174,999	5	12	16	4	8	6	5	1.0	0.7	Seller
\$175,000 - 199,999	21	11	15	8	11	6	10	2.1	1.9	Seller
\$200,000 - 224,999	20	7	7	6	6	6	8	2.5	2.7	Seller
\$225,000 - 249,999	16	6	10	7	7	2	2	8.0	4.9	Slightly Seller
\$250,000 - 274,999	11	5	6	4	3	3	4	2.8	3.7	Seller
\$275,000 - 299,999	15	3	2	3	4	1	3	5.0	5.8	Balanced
\$300,000 - 349,999	8	3	3	4	3	1	6	1.3	2.5	Seller
\$350,000 - 399,999	5	0	3	2	1	1	1	5.0	6.0	Balanced
\$400,000 - 499,999	3	0	0	0	1	2	2	1.5	2.2	Seller
\$500,000 - 599,999	4	0	0	0	0	1	1	4.0	6.5	Balanced
\$600,000 - 699,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	0	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	1	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	117	52	64	40	46	33	49	2.4	2.8	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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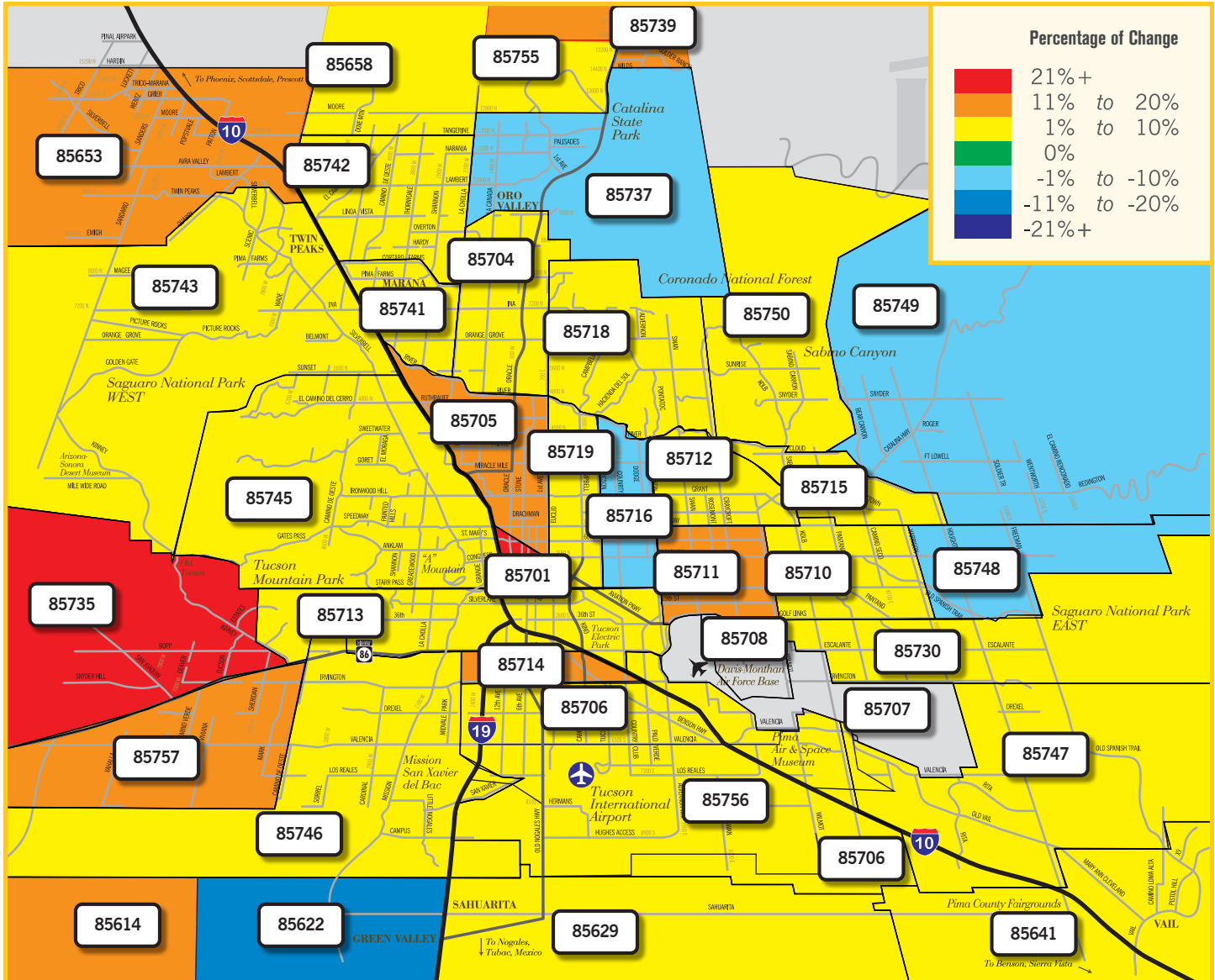
Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 03/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2018-02/28/2019. Information is believed to be reliable, but not guaranteed.

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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE (DEC 2017-FEB 2018 TO DEC 2018-FEB 2019)



The Sahuarita Housing Report is comprised of data for residential properties in the City of Sahuarita. 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 December 2017-February 2018 to December 2018-February 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/05/2019. Information is believed to be reliable, but not guaranteed.