

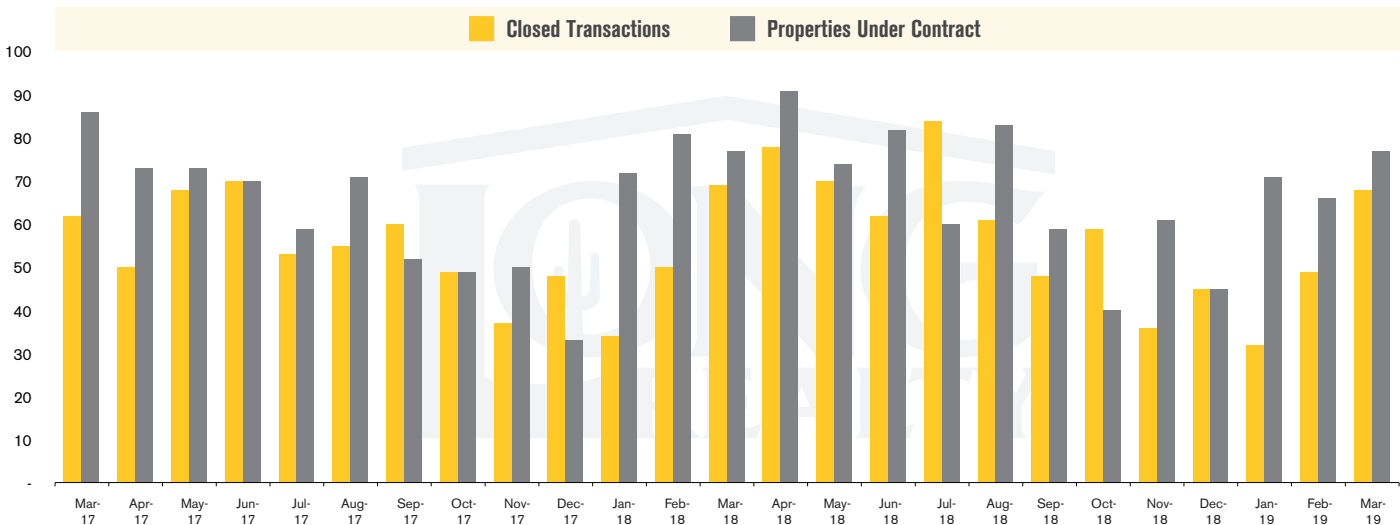
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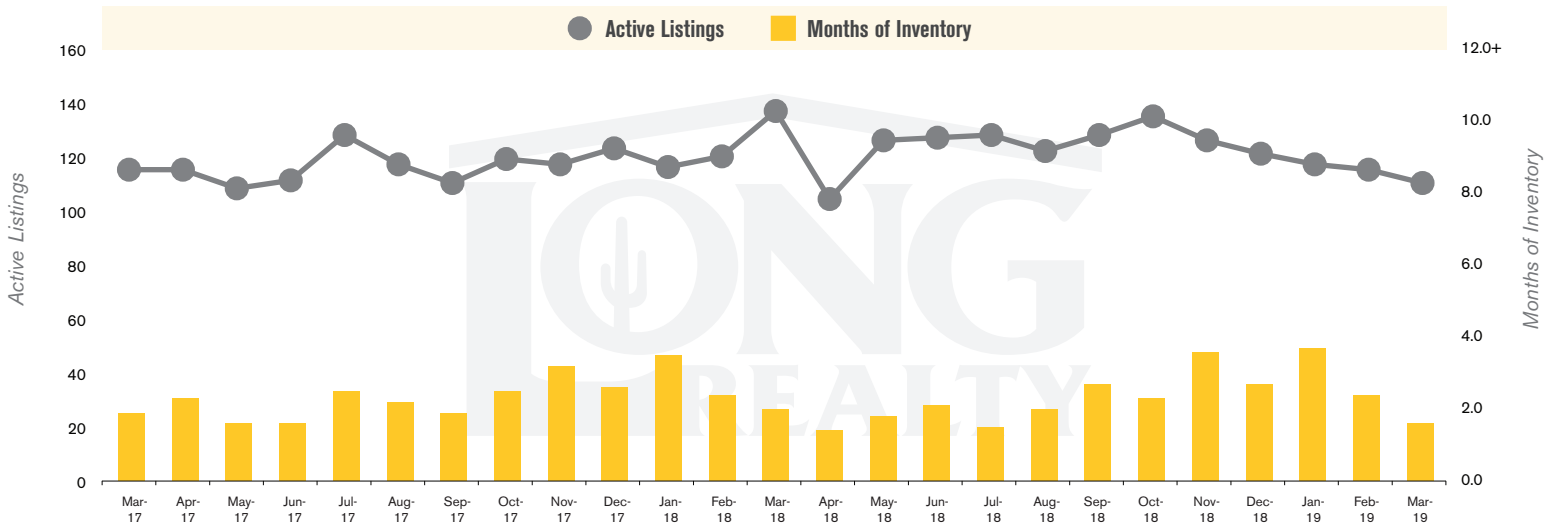


In the Sahuarita area, March 2019 active inventory was 112, a 19% decrease from March 2018. There were 68 closings in March 2019, a 1% decrease from March 2018. Year-to-date 2019 there were 149 closings, a 3% decrease from year-to-date 2018. Months of Inventory was 1.6, down from 2.0 in March 2018. Median price of sold homes was \$205,000 for the month of March 2019, up 5% from March 2018. The Sahuarita area had 77 new properties under contract in March 2019, virtually unchanged from March 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SAHUARITA)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SAHUARITA)



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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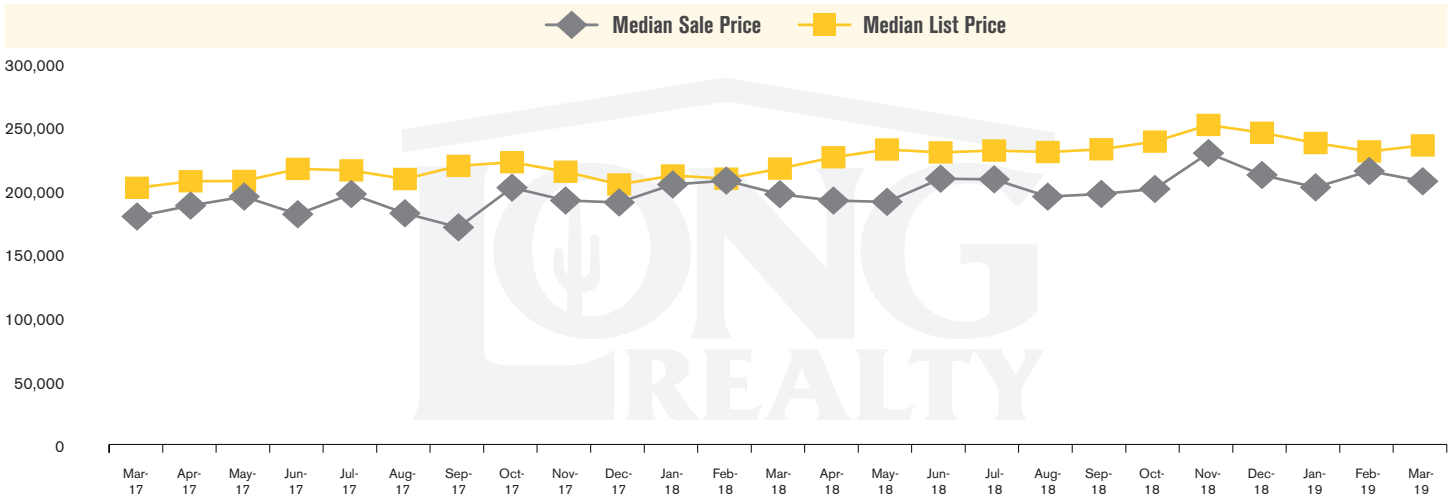
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SAHUARITA)

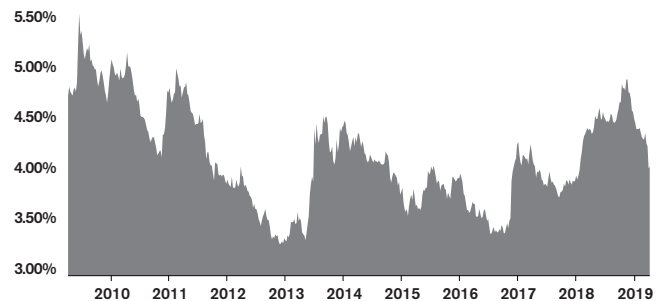


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SAHUARITA)

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2018	\$194,895	4.500%	\$938.13
2019	\$205,000	4.250%	\$958.05

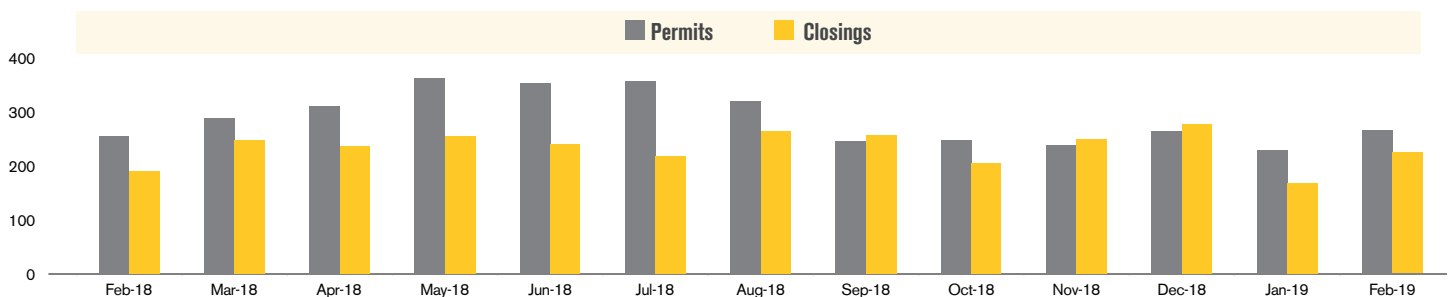
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

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 February 2019, new home permits were **up 5%** from last year and new home closings were **up 20%** 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
		Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19			
\$1 - 49,999	0	0	0	0	1	0	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	1	1	0	0	0	1	1.0	4.0	Seller
\$100,000 - 124,999	0	0	0	2	0	4	2	0.0	1.0	Seller
\$125,000 - 149,999	2	1	1	0	3	3	3	0.7	0.6	Seller
\$150,000 - 174,999	8	16	4	8	6	6	8	1.0	0.8	Seller
\$175,000 - 199,999	16	15	8	11	7	10	15	1.1	1.8	Seller
\$200,000 - 224,999	12	7	6	6	6	9	8	1.5	2.0	Seller
\$225,000 - 249,999	20	10	7	7	2	3	13	1.5	3.1	Seller
\$250,000 - 274,999	12	6	4	3	3	4	4	3.0	3.3	Seller
\$275,000 - 299,999	14	2	3	6	1	3	4	3.5	5.6	Balanced
\$300,000 - 349,999	11	3	4	3	1	7	6	1.8	1.9	Seller
\$350,000 - 399,999	4	3	2	1	1	1	2	2.0	4.0	Seller
\$400,000 - 499,999	3	0	0	1	2	2	1	3.0	1.8	Seller
\$500,000 - 599,999	5	0	0	0	1	1	0	n/a	7.0	Slightly Buyer
\$600,000 - 699,999	2	0	0	0	0	0	1	2.0	6.0	Balanced
\$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	112	64	40	48	34	53	68	1.6	2.2	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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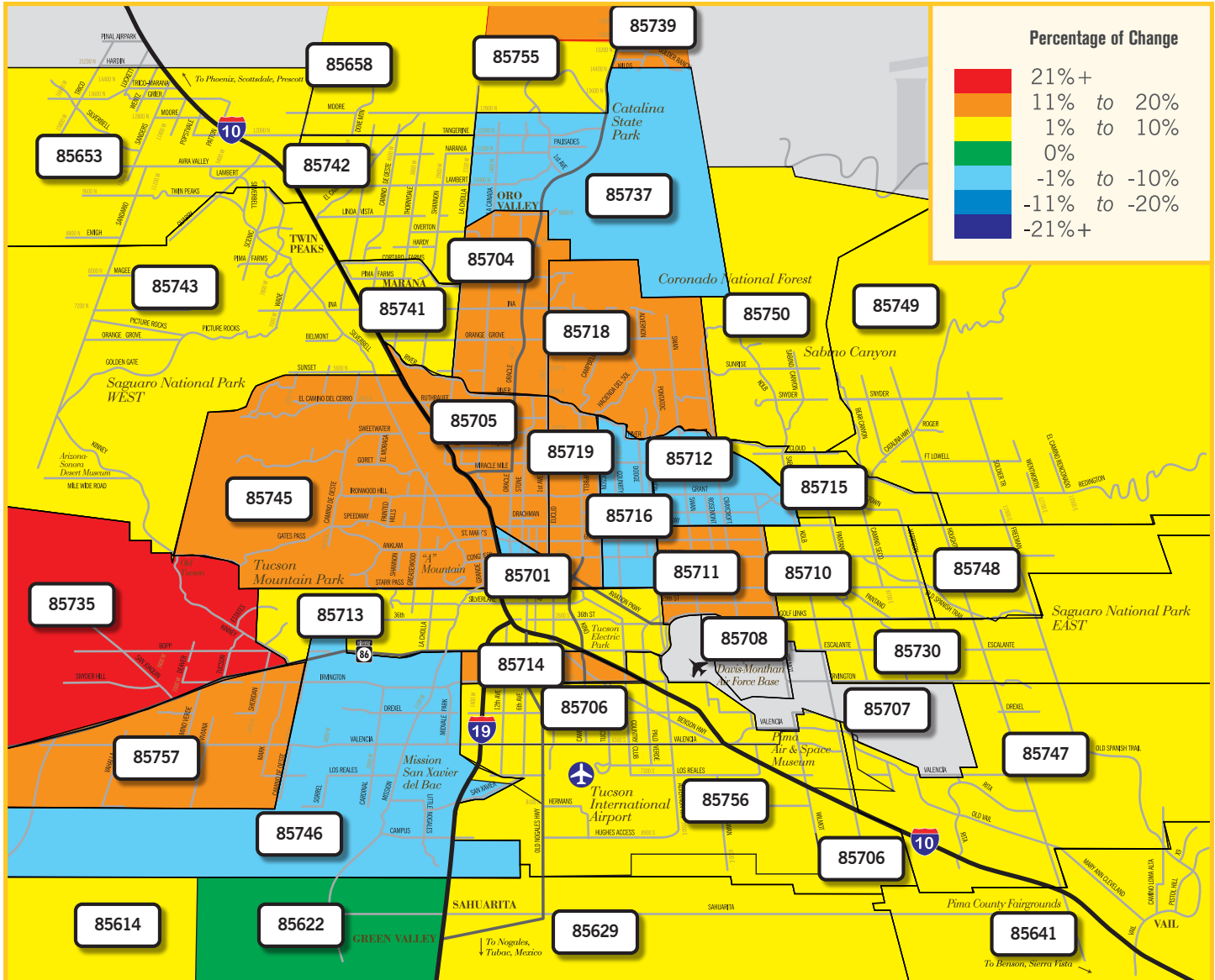
Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 04/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2019-03/31/2019. Information is believed to be reliable, but not guaranteed.

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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE (JAN 2018-MAR 2018 TO JAN 2019-MAR 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.

Stephen Woodall
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This heat map represents the percentage of change in Tucson metro median sales prices from January 2018-March 2018 to January 2019-March 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/03/2019. Information is believed to be reliable, but not guaranteed.