

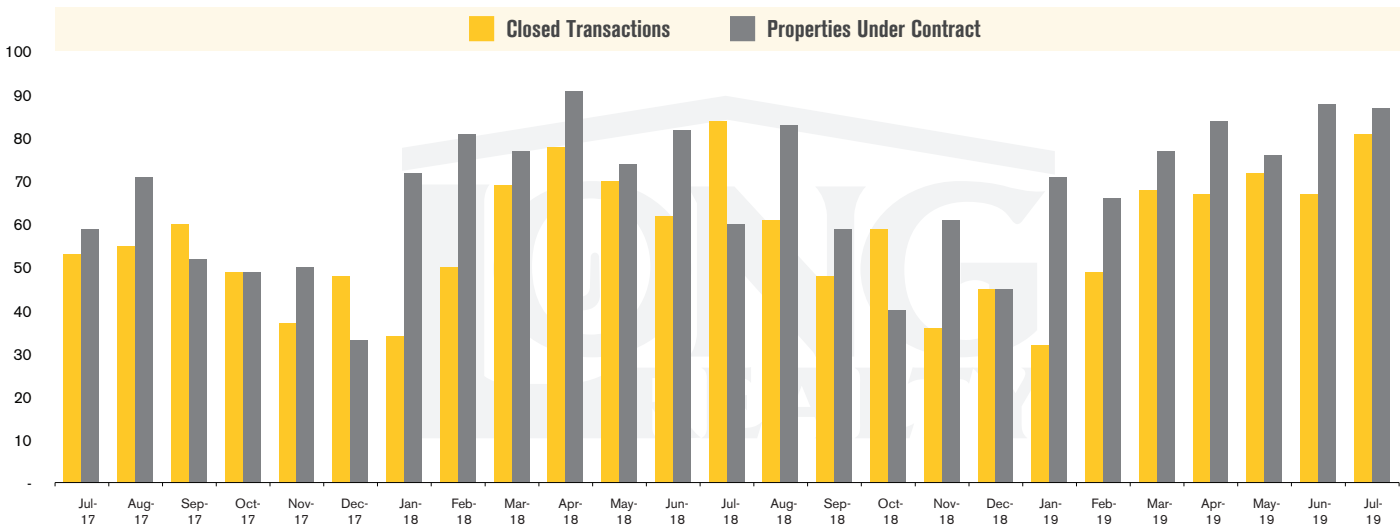
# THE HOUSING REPORT

SAHUARITA | AUGUST 2019

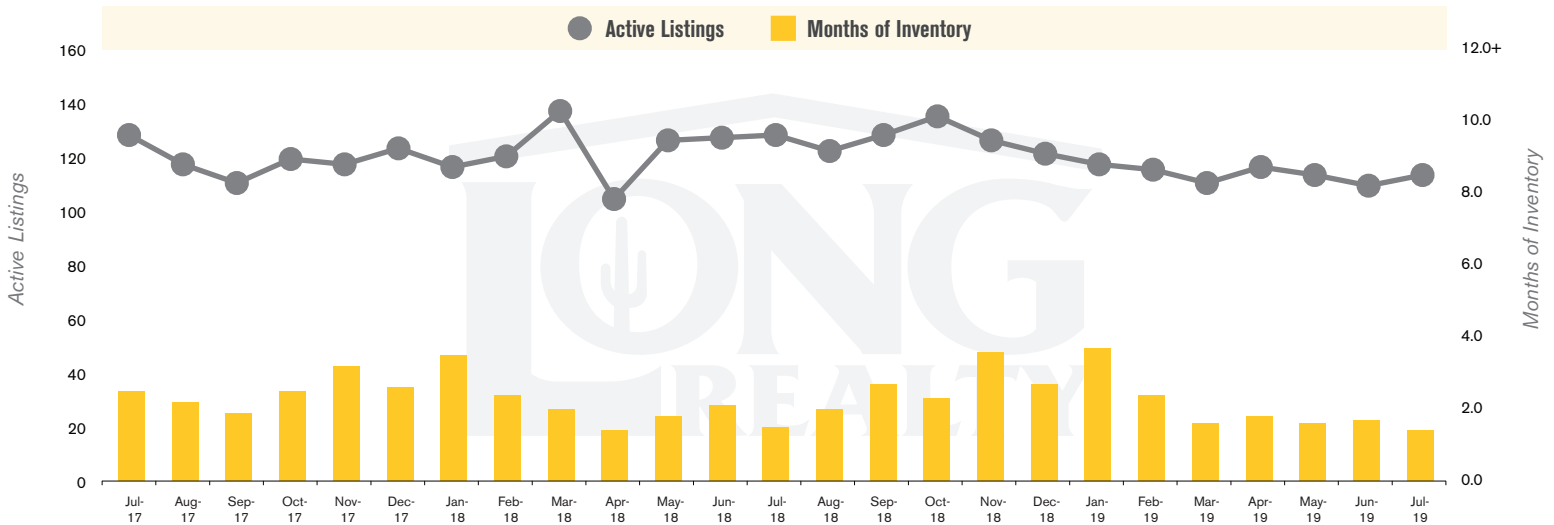


In the Sahuarita area, July 2019 active inventory was 115, a 12% decrease from July 2018. There were 81 closings in July 2019, a 4% decrease from July 2018. Year-to-date 2019 there were 448 closings, a 6% decrease from year-to-date 2018. Months of Inventory was 1.4, down from 1.5 in July 2018. Median price of sold homes was \$224,900 for the month of July 2019, up 9% from July 2018. The Sahuarita area had 87 new properties under contract in July 2019, up 45% from July 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SAHUARITA)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (SAHUARITA)



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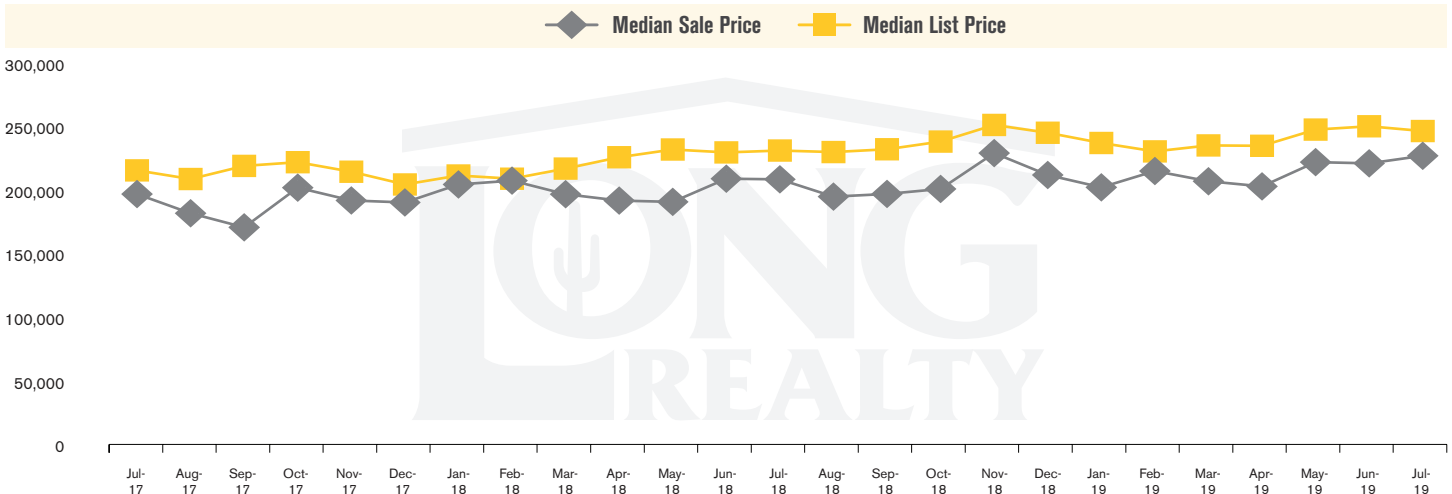
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 08/05/2019 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SAHUARITA)

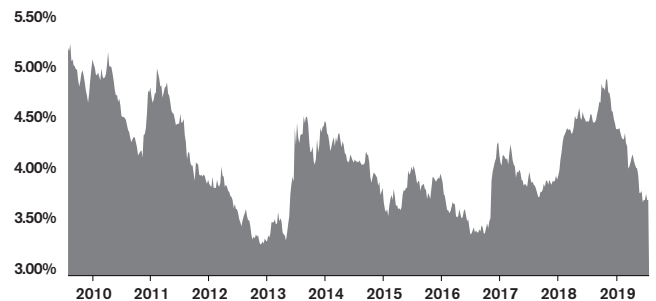


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SAHUARITA)

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2018	\$206,500	4.530%	\$997.49
2019	\$224,900	3.770%	\$991.90

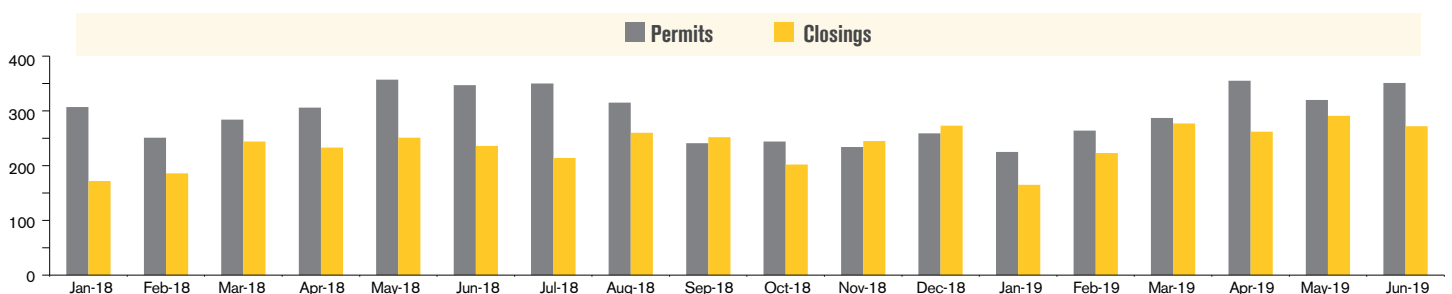
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 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 (SAHUARITA)

	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	1	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	1	0	n/a	0.0	<b>Seller</b>
\$75,000 - 99,999	0	0	1	2	2	2	0	n/a	0.8	<b>Seller</b>
\$100,000 - 124,999	0	4	2	0	2	0	0	n/a	0.5	<b>Seller</b>
\$125,000 - 149,999	2	3	3	1	1	1	2	1.0	1.5	<b>Seller</b>
\$150,000 - 174,999	3	6	8	7	10	4	4	0.8	0.6	<b>Seller</b>
\$175,000 - 199,999	13	10	15	21	18	21	18	0.7	0.6	<b>Seller</b>
\$200,000 - 224,999	12	9	8	17	9	9	17	0.7	1.1	<b>Seller</b>
\$225,000 - 249,999	26	3	14	3	11	6	11	2.4	2.1	<b>Seller</b>
\$250,000 - 274,999	12	4	4	5	7	9	10	1.2	1.7	<b>Seller</b>
\$275,000 - 299,999	18	3	4	2	6	5	8	2.3	3.4	<b>Seller</b>
\$300,000 - 349,999	3	7	6	2	4	4	10	0.3	1.3	<b>Seller</b>
\$350,000 - 399,999	8	1	2	4	3	6	0	n/a	1.4	<b>Seller</b>
\$400,000 - 499,999	8	2	1	2	4	0	0	n/a	4.8	<b>Slightly Seller</b>
\$500,000 - 599,999	4	1	0	1	0	1	1	4.0	5.0	<b>Balanced</b>
\$600,000 - 699,999	3	0	1	1	1	1	0	n/a	2.5	<b>Seller</b>
\$700,000 - 799,999	1	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
<b>TOTAL</b>	<b>115</b>	<b>53</b>	<b>69</b>	<b>68</b>	<b>78</b>	<b>70</b>	<b>81</b>	<b>1.4</b>	<b>1.5</b>	<b>Seller</b>



**Seller's Market**



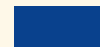
**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



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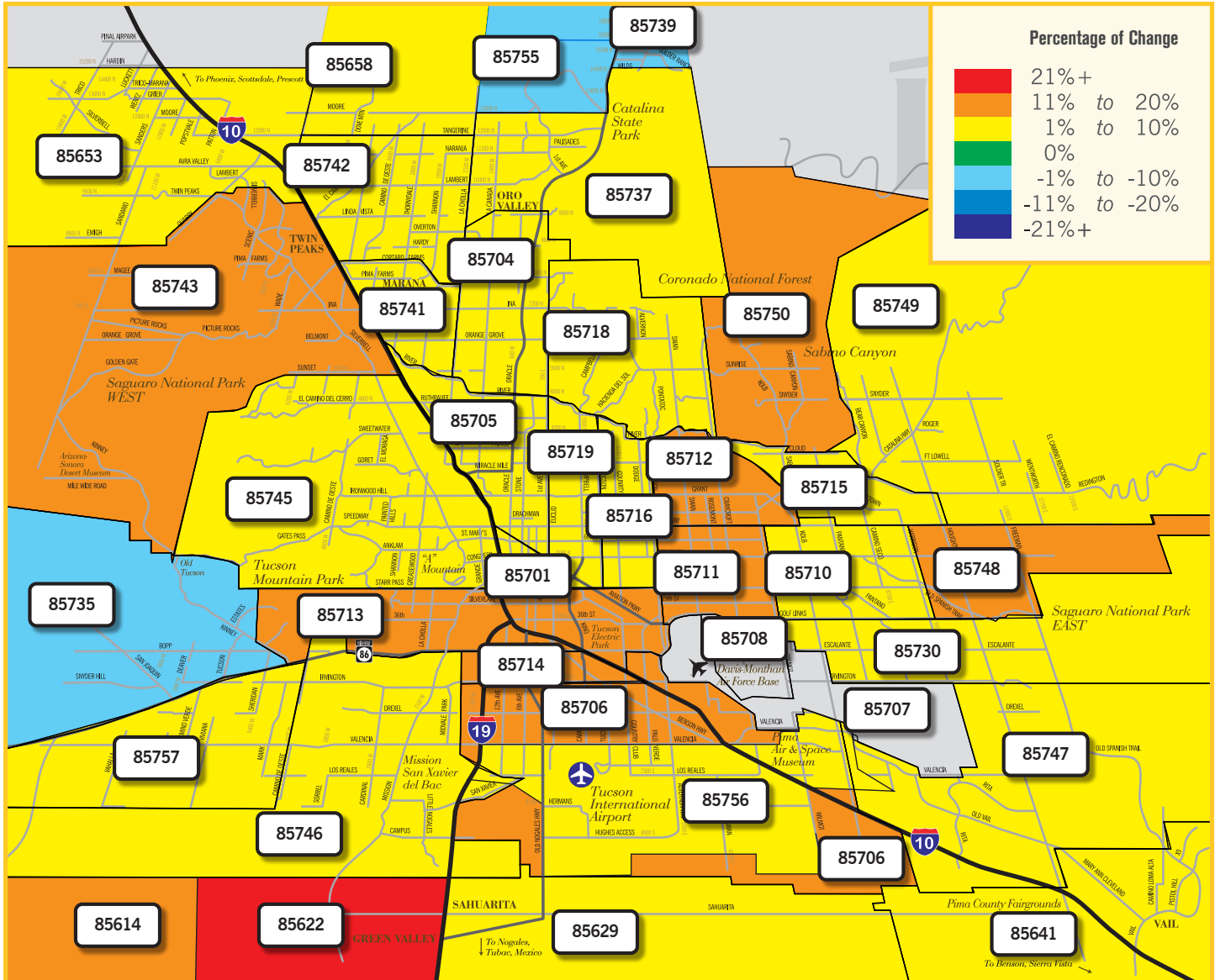
Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 08/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2019-07/31/2019. Information is believed to be reliable, but not guaranteed.

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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE (MAY 2018-JUL 2018 TO MAY 2019-JUL 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 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.