

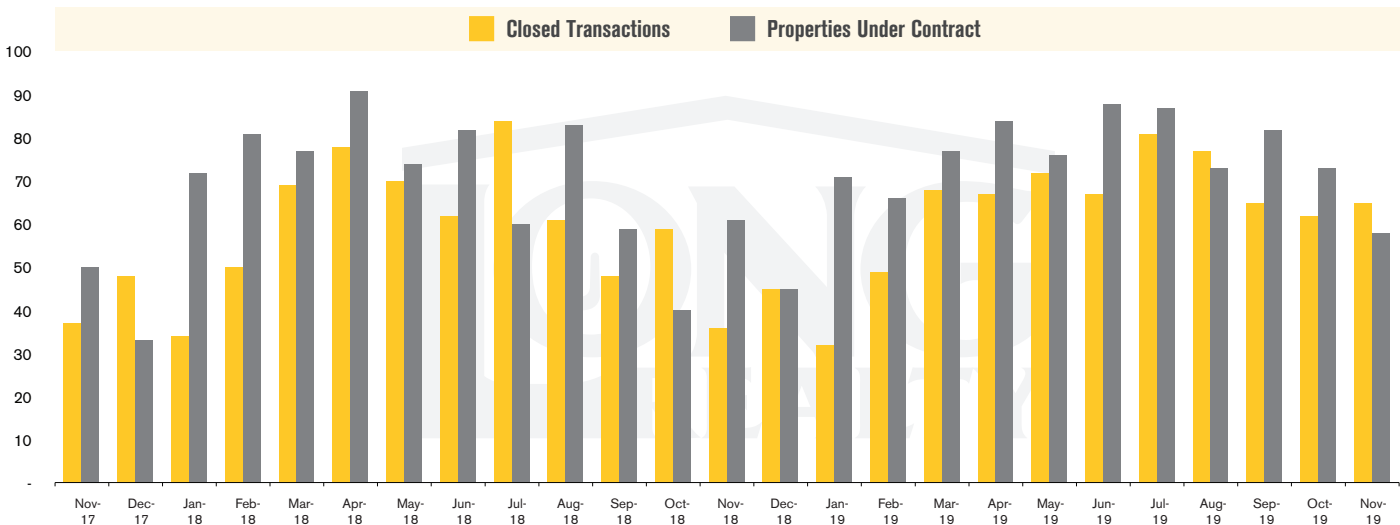
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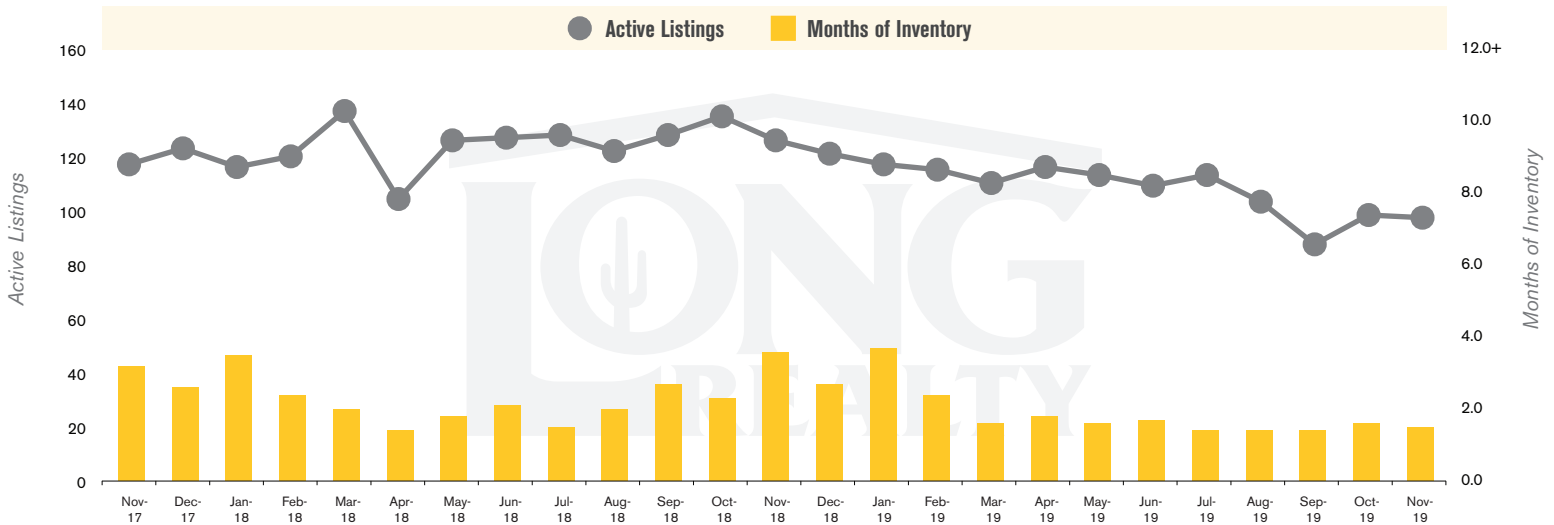


In the Sahuarita area, November 2019 active inventory was 99, a 23% decrease from November 2018. There were 65 closings in November 2019, a 81% increase from November 2018. Year-to-date 2019 there were 730 closings, a 6% increase from year-to-date 2018. Months of Inventory was 1.5, down from 3.6 in November 2018. Median price of sold homes was \$210,000 for the month of November 2019, down 8% from November 2018. The Sahuarita area had 58 new properties under contract in November 2019, down 5% from November 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SAHUARITA)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SAHUARITA)



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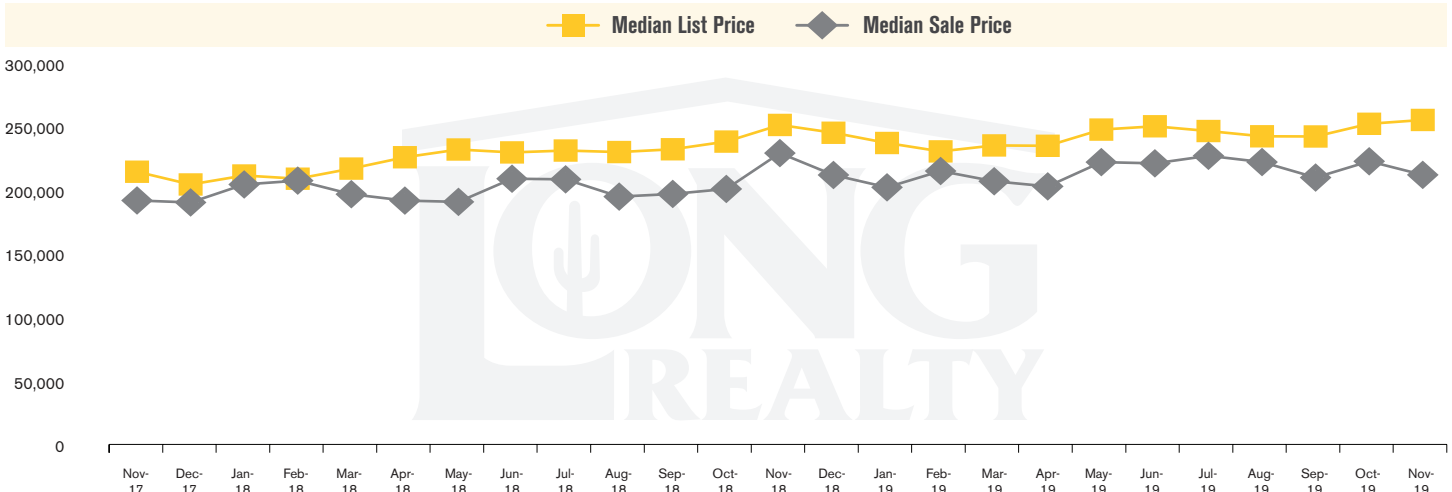
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/04/2019 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SAHUARITA)

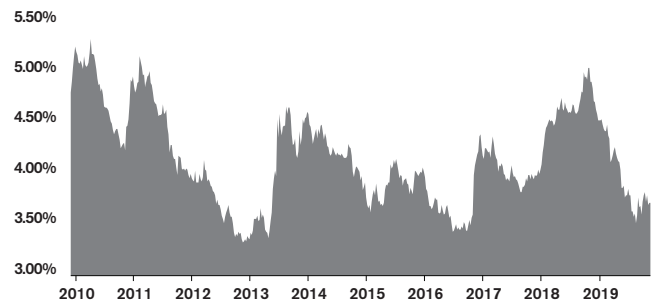


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SAHUARITA)

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2018	\$227,000	4.870%	\$1,140.58
2019	\$210,000	3.700%	\$918.26

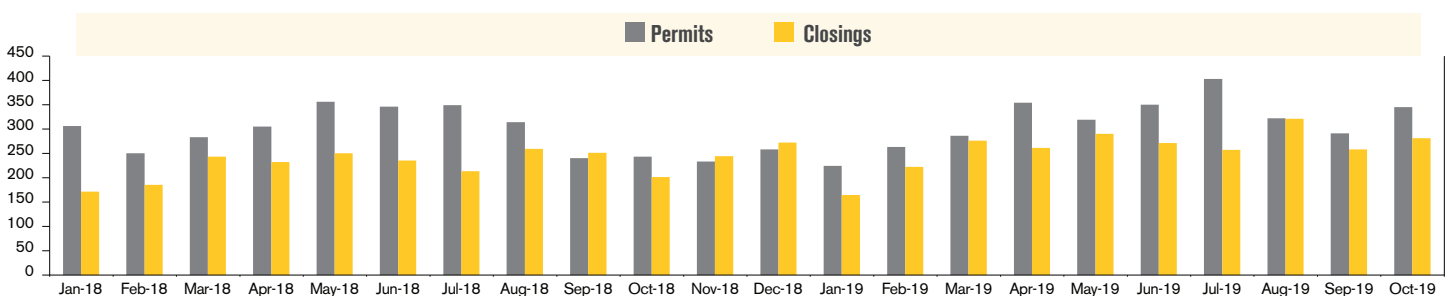
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For October 2019, new home permits were **up 5%** year-to-date from 2018 and new home closings were **up 16%** 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
		Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19			
\$1 - 49,999	0	0	0	0	2	0	0	n/a	0.0	Seller
\$50,000 - 74,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	2	0	1	0	2	0	n/a	0.0	Seller
\$100,000 - 124,999	1	0	0	1	0	2	2	0.5	0.3	Seller
\$125,000 - 149,999	1	1	2	3	2	1	2	0.5	0.8	Seller
\$150,000 - 174,999	4	4	5	4	5	4	8	0.5	0.8	Seller
\$175,000 - 199,999	15	21	19	15	18	13	15	1.0	0.6	Seller
\$200,000 - 224,999	12	9	17	19	15	15	11	1.1	1.0	Seller
\$225,000 - 249,999	12	6	11	14	10	15	8	1.5	1.2	Seller
\$250,000 - 274,999	7	10	10	6	6	6	7	1.0	1.5	Seller
\$275,000 - 299,999	13	5	8	3	3	2	1	13.0	6.2	Balanced
\$300,000 - 349,999	13	4	11	8	1	2	5	2.6	4.6	Slightly Seller
\$350,000 - 399,999	4	6	0	4	3	2	4	1.0	1.8	Seller
\$400,000 - 499,999	7	0	0	1	2	2	0	n/a	3.8	Seller
\$500,000 - 599,999	3	1	2	1	3	0	2	1.5	2.2	Seller
\$600,000 - 699,999	4	1	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	2	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	99	71	85	80	70	66	65	1.5	1.4	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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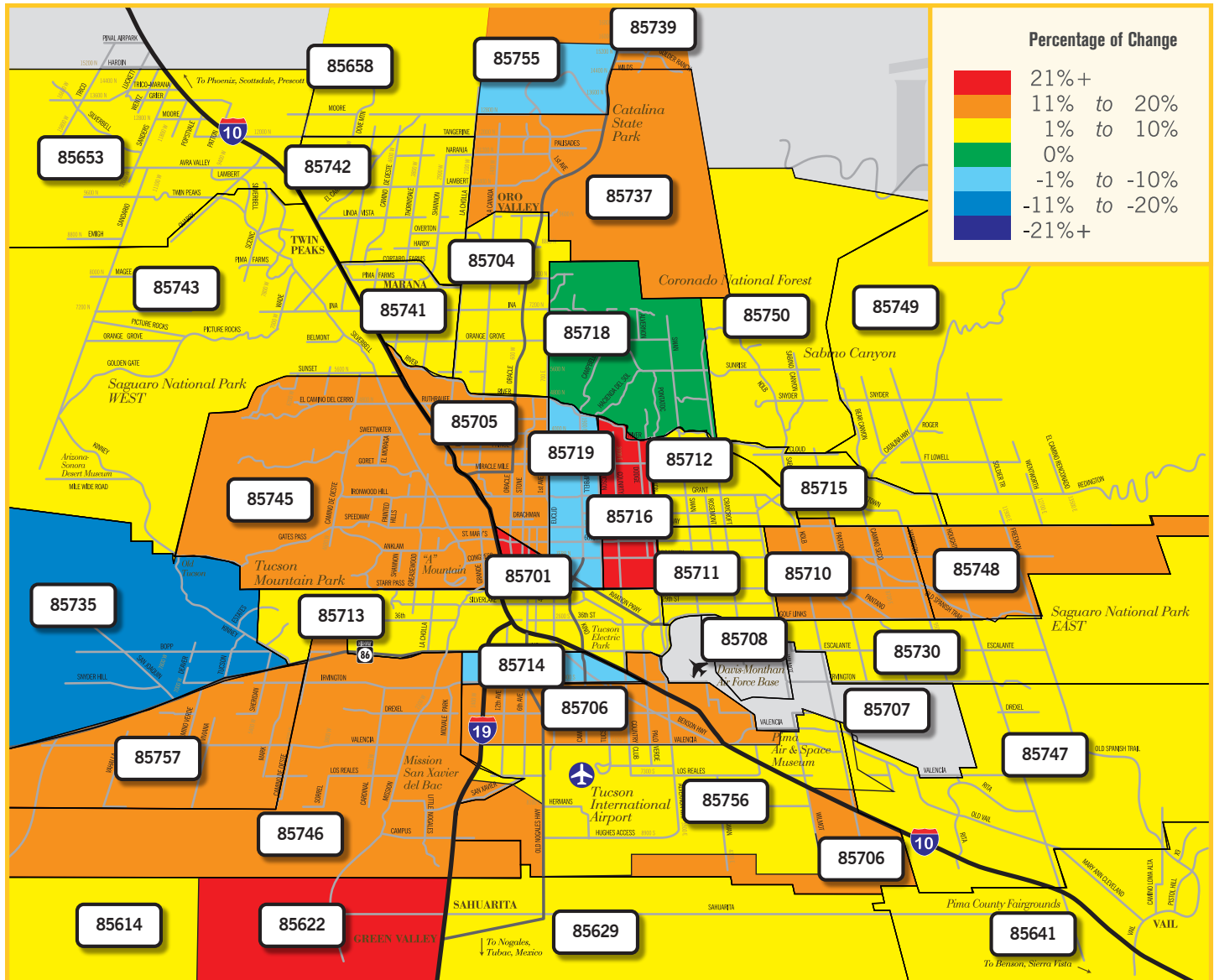
Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 12/04/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2019-11/30/2019. Information is believed to be reliable, but not guaranteed.

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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE (SEP 2018-NOV 2018 TO SEP 2019-NOV 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 September 2018-November 2018 to September 2019-November 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/04/2019. Information is believed to be reliable, but not guaranteed.