

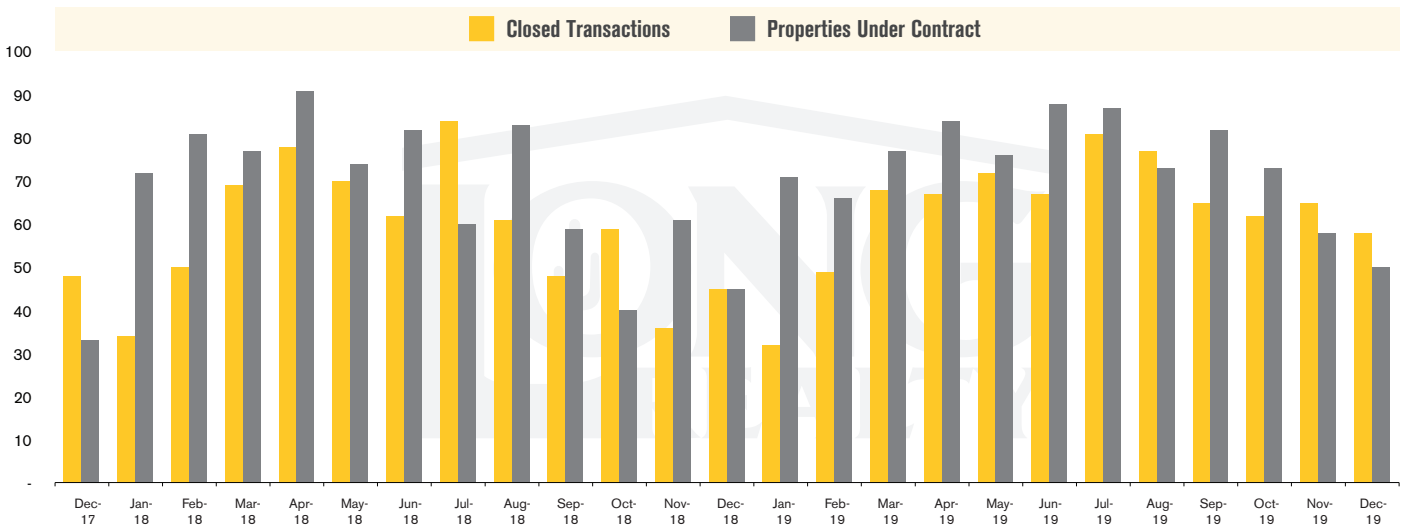
# THE HOUSING REPORT

SAHUARITA | JANUARY 2020

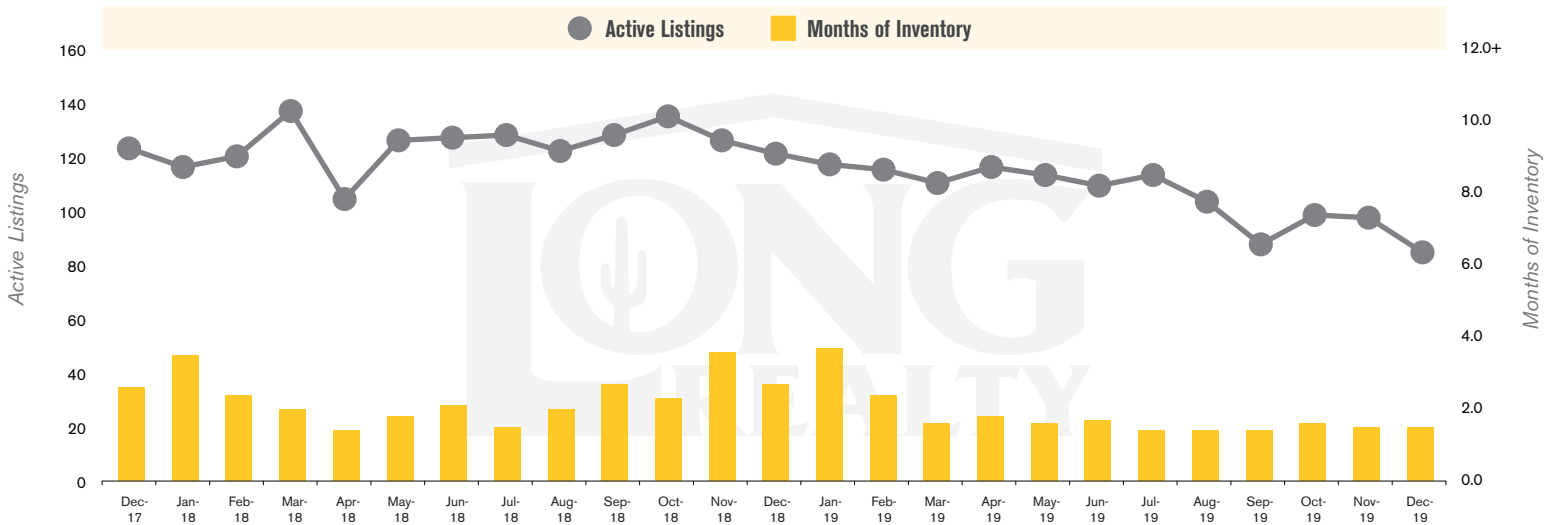


In the Sahuarita area, December 2019 active inventory was 86, a 30% decrease from December 2018. There were 58 closings in December 2019, a 29% increase from December 2018. Year-to-date 2019 there were 792 closings, an 8% increase from year-to-date 2018. Months of Inventory was 1.5, down from 2.7 in December 2018. Median price of sold homes was \$241,250 for the month of December 2019, up 15% from December 2018. The Sahuarita area had 50 new properties under contract in December 2019, up 11% from December 2018.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (SAHUARITA)



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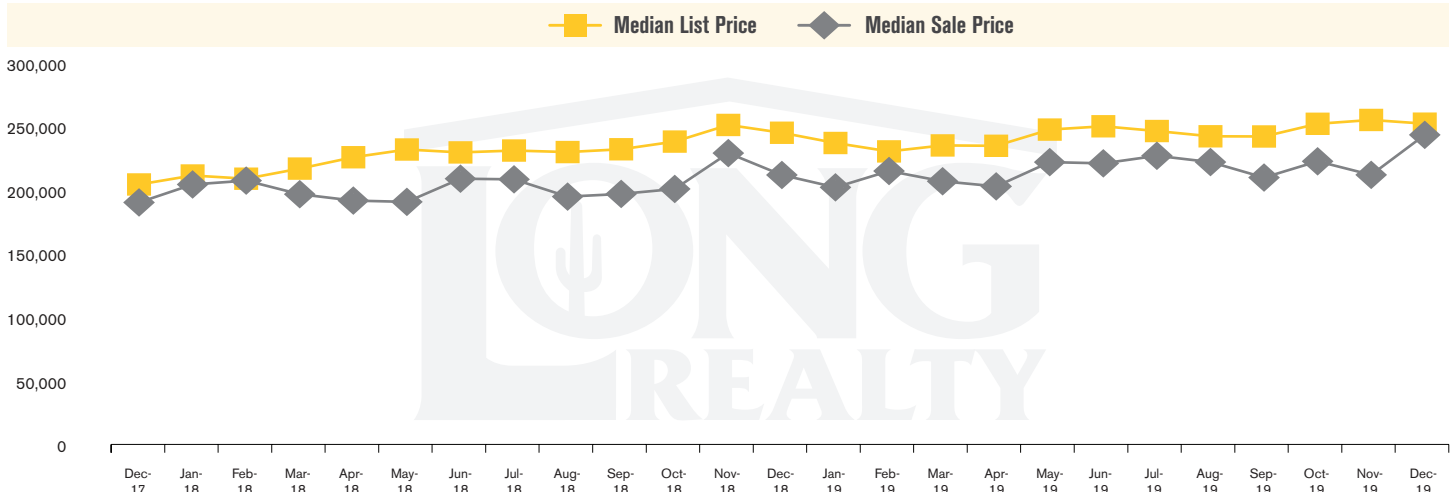
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 01/06/2020 is believed to be reliable, but not guaranteed.

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

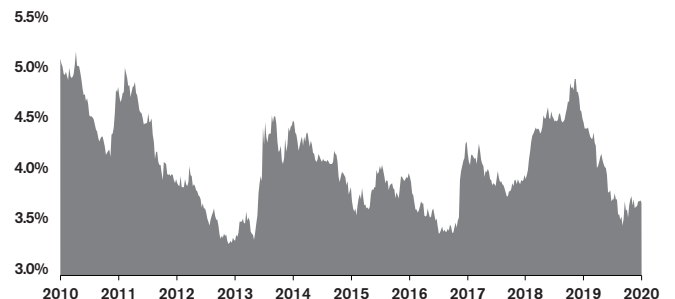


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SAHUARITA)

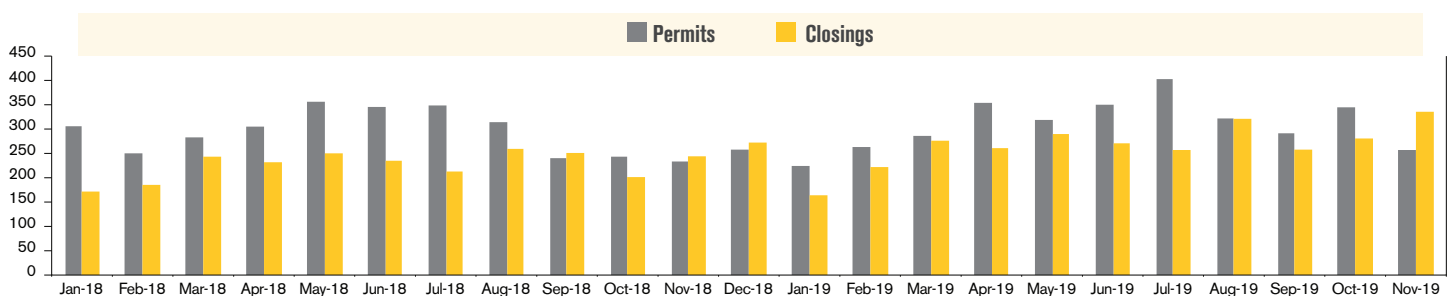
| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$217,200    | 6.140%    | \$1,255.75  |
| 2018 | \$209,900    | 4.640%    | \$1,027.01  |
| 2019 | \$241,250    | 3.840%    | \$1,073.14  |

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

## 30 YEAR FIXED MORTGAGE RATE



## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For November 2019, new home permits were **up 6%** year-to-date from 2018 and new home closings were **up 18%** 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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
|                        |                 | Jul-19                     | Aug-19    | Sep-19    | Oct-19    | Nov-19    | Dec-19    |                             |  |                   |
| \$1 - 49,999           | 0               | 0                          | 0         | 2         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$50,000 - 74,999      | 2               | 0                          | 0         | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$75,000 - 99,999      | 0               | 0                          | 1         | 0         | 2         | 0         | 0         | n/a                         | 0.0                                    | <b>Seller</b>     |
| \$100,000 - 124,999    | 1               | 0                          | 1         | 0         | 2         | 2         | 3         | 0.3                         | 0.3                                    | <b>Seller</b>     |
| \$125,000 - 149,999    | 4               | 2                          | 3         | 2         | 1         | 2         | 0         | n/a                         | 2.0                                    | <b>Seller</b>     |
| \$150,000 - 174,999    | 1               | 5                          | 4         | 5         | 4         | 9         | 5         | 0.2                         | 0.4                                    | <b>Seller</b>     |
| \$175,000 - 199,999    | 10              | 19                         | 15        | 18        | 13        | 15        | 6         | 1.7                         | 0.8                                    | <b>Seller</b>     |
| \$200,000 - 224,999    | 9               | 17                         | 19        | 15        | 15        | 12        | 8         | 1.1                         | 1.1                                    | <b>Seller</b>     |
| \$225,000 - 249,999    | 8               | 11                         | 14        | 10        | 15        | 7         | 8         | 1.0                         | 1.1                                    | <b>Seller</b>     |
| \$250,000 - 274,999    | 5               | 10                         | 6         | 6         | 6         | 7         | 6         | 0.8                         | 1.2                                    | <b>Seller</b>     |
| \$275,000 - 299,999    | 14              | 8                          | 4         | 3         | 3         | 2         | 6         | 2.3                         | 3.7                                    | <b>Seller</b>     |
| \$300,000 - 349,999    | 14              | 11                         | 8         | 1         | 2         | 5         | 7         | 2.0                         | 2.9                                    | <b>Seller</b>     |
| \$350,000 - 399,999    | 3               | 0                          | 4         | 3         | 2         | 4         | 4         | 0.8                         | 1.5                                    | <b>Seller</b>     |
| \$400,000 - 499,999    | 5               | 0                          | 1         | 2         | 2         | 0         | 3         | 1.7                         | 3.4                                    | <b>Seller</b>     |
| \$500,000 - 599,999    | 3               | 2                          | 1         | 3         | 0         | 2         | 1         | 3.0                         | 3.3                                    | <b>Seller</b>     |
| \$600,000 - 699,999    | 5               | 0                          | 0         | 0         | 0         | 0         | 1         | 5.0                         | 12.0                                   | <b>Buyer</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>86</b>       | <b>85</b>                  | <b>81</b> | <b>70</b> | <b>67</b> | <b>67</b> | <b>58</b> | <b>1.5</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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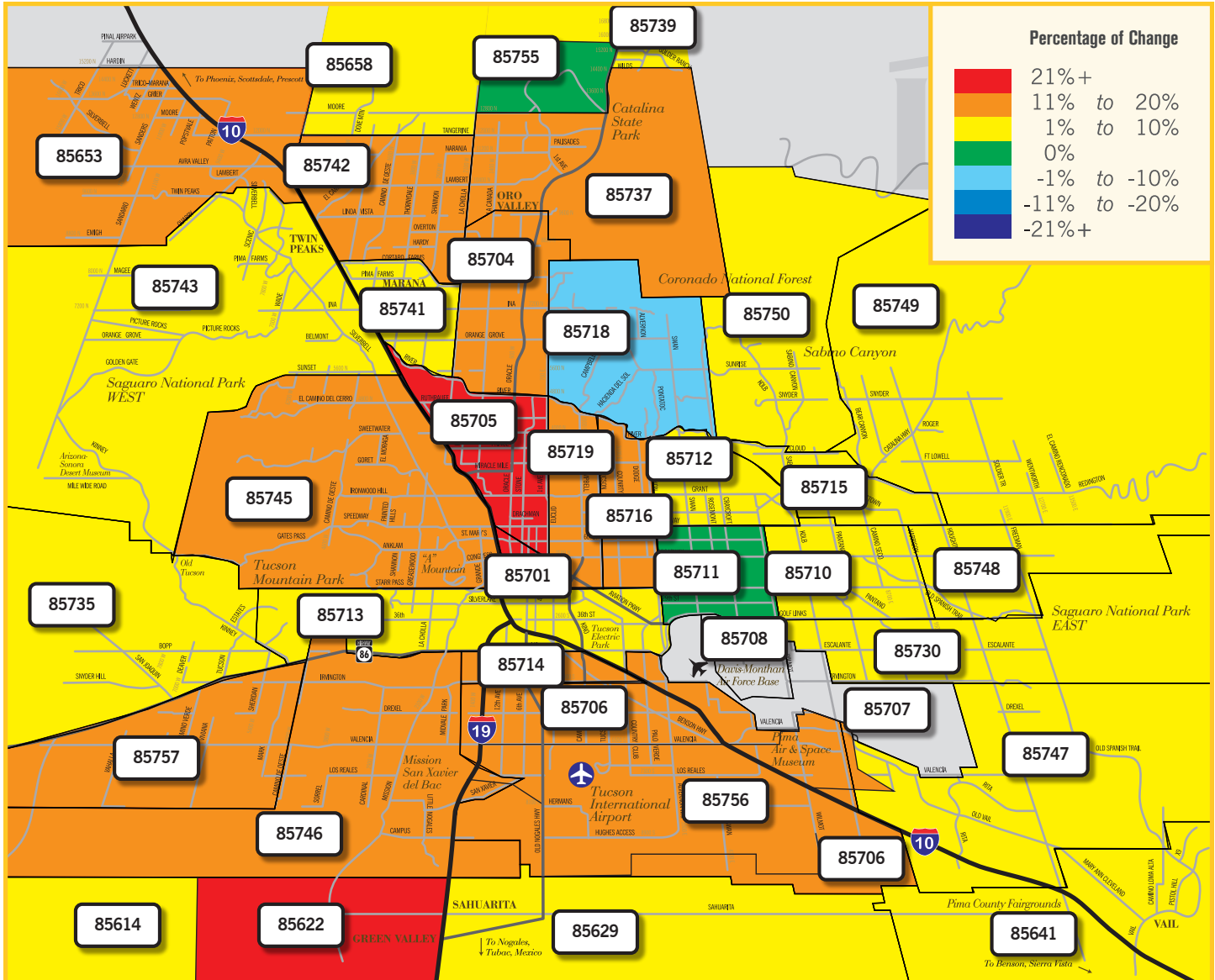
Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 01/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2019-12/31/2019. Information is believed to be reliable, but not guaranteed.

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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE (OCT 2018-DEC 2018 TO OCT 2019-DEC 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 October 2018-December 2018 to October 2019-December 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/06/2020. Information is believed to be reliable, but not guaranteed.