

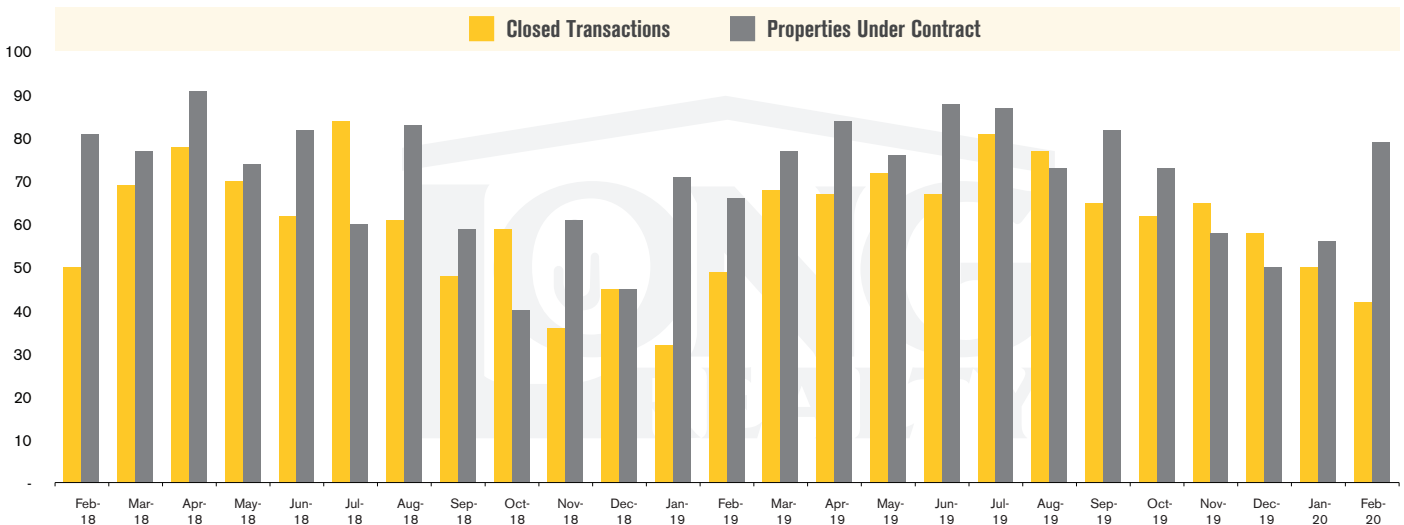
# THE HOUSING REPORT

SAHUARITA | MARCH 2020

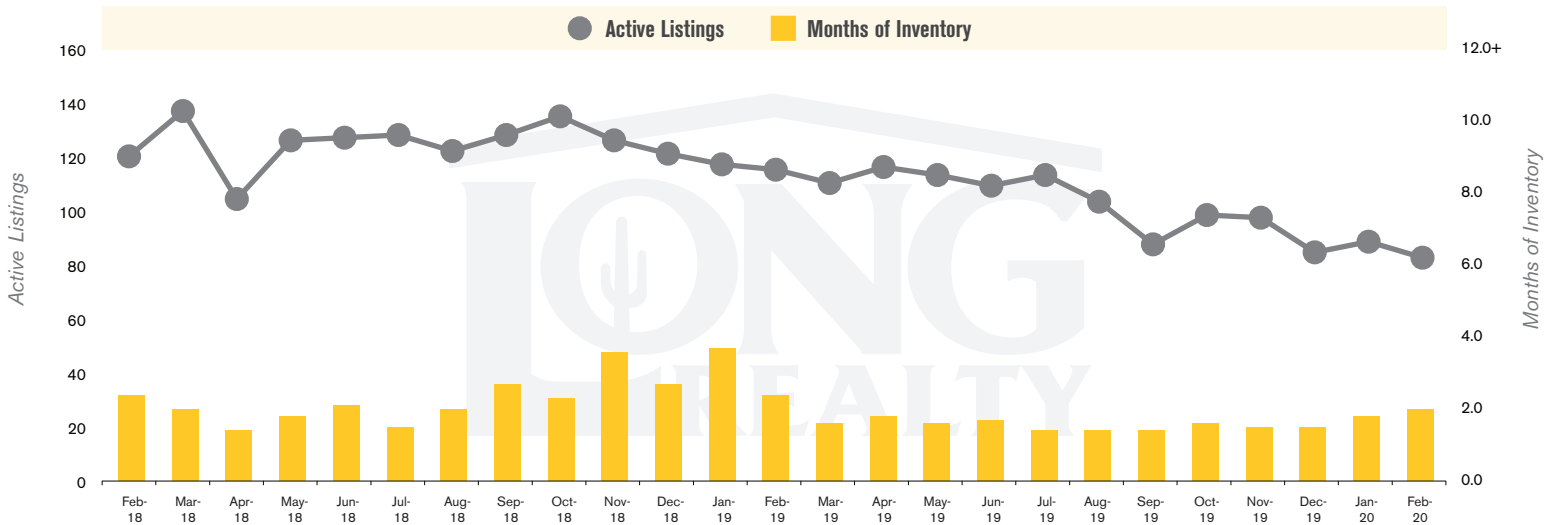


In the Sahuarita area, February 2020 active inventory was 84, a 28% decrease from February 2019. There were 42 closings in February 2020, a 14% decrease from February 2019. Year-to-date 2020 there were 92 closings, an 8% increase from year-to-date 2018. Months of Inventory was 2.0, down from 2.4 in February 2019. Median price of sold homes was \$222,250 for the month of February 2020, up 4% from February 2019. The Sahuarita area had 79 new properties under contract in February 2020, up 20% from February 2019.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (SAHUARITA)



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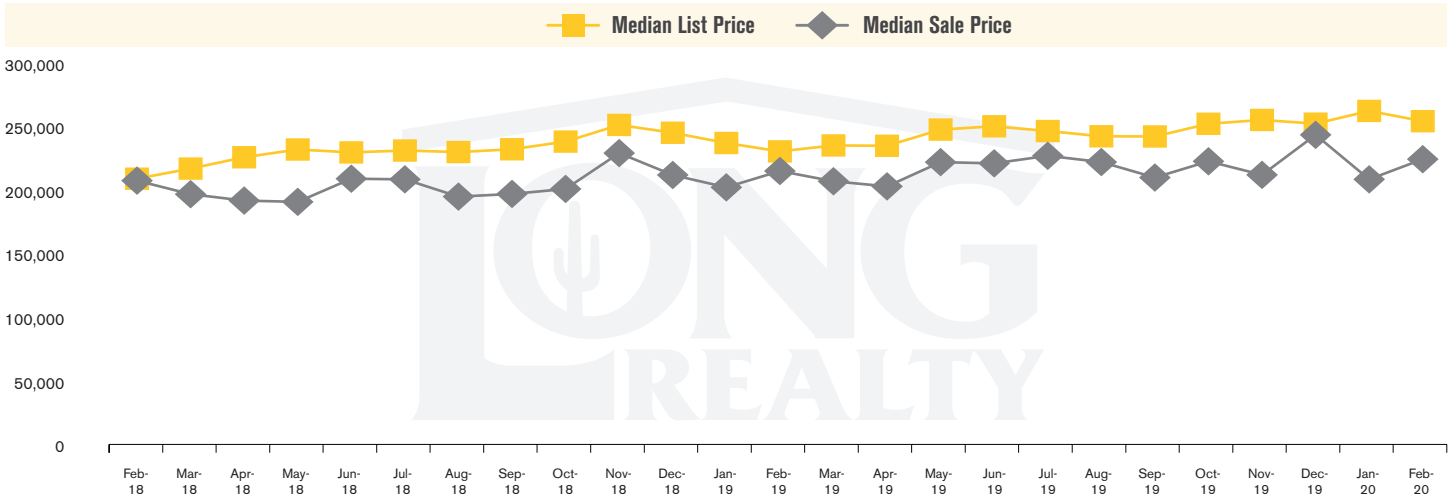
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 03/04/2020 is believed to be reliable, but not guaranteed.

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

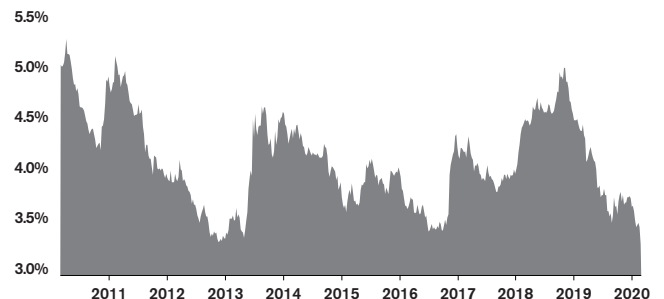


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SAHUARITA)

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2019	\$213,000	4.370%	\$1,009.71
2020	\$222,250	3.470%	\$944.57

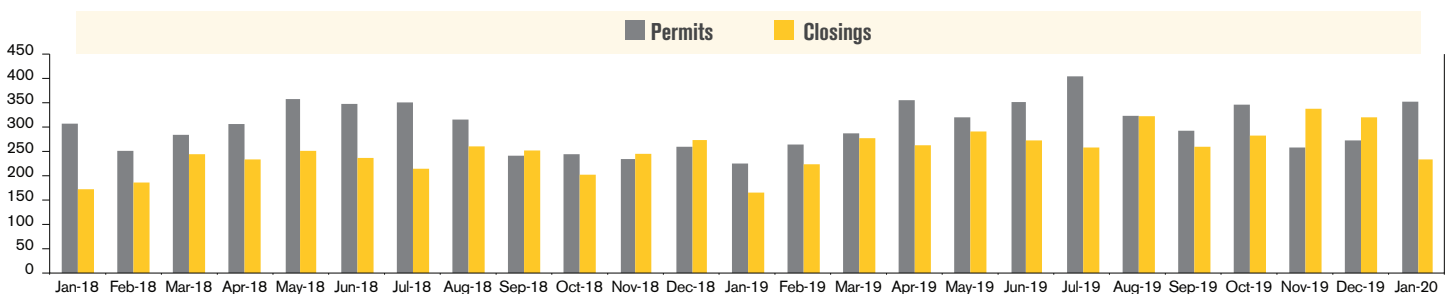
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For January 2020, new home permits were **up 56%** and new home closings were **up 41%** from January 2019.

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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-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20			
\$1 - 49,999	0	2	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	2	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	1	0	2	2	3	2	0	n/a	0.4	<b>Seller</b>
\$125,000 - 149,999	2	2	1	2	0	1	3	0.7	1.5	<b>Seller</b>
\$150,000 - 174,999	1	5	4	10	5	2	6	0.2	0.3	<b>Seller</b>
\$175,000 - 199,999	11	18	13	15	7	10	8	1.4	1.2	<b>Seller</b>
\$200,000 - 224,999	6	15	15	12	9	17	4	1.5	0.7	<b>Seller</b>
\$225,000 - 249,999	11	10	15	8	8	5	7	1.6	1.8	<b>Seller</b>
\$250,000 - 274,999	9	6	6	7	6	8	4	2.3	1.3	<b>Seller</b>
\$275,000 - 299,999	13	3	3	2	6	0	1	13.0	6.3	<b>Balanced</b>
\$300,000 - 349,999	14	1	2	6	7	1	3	4.7	3.8	<b>Seller</b>
\$350,000 - 399,999	4	3	2	4	4	3	3	1.3	1.2	<b>Seller</b>
\$400,000 - 499,999	5	2	2	0	3	0	2	2.5	2.6	<b>Seller</b>
\$500,000 - 599,999	2	3	0	2	1	1	1	2.0	2.0	<b>Seller</b>
\$600,000 - 699,999	4	0	0	0	1	1	0	n/a	7.0	<b>Slightly 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	0	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>84</b>	<b>70</b>	<b>67</b>	<b>70</b>	<b>60</b>	<b>51</b>	<b>42</b>	<b>2.0</b>	<b>1.7</b>	<b>Seller</b>



**Seller's Market**



**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



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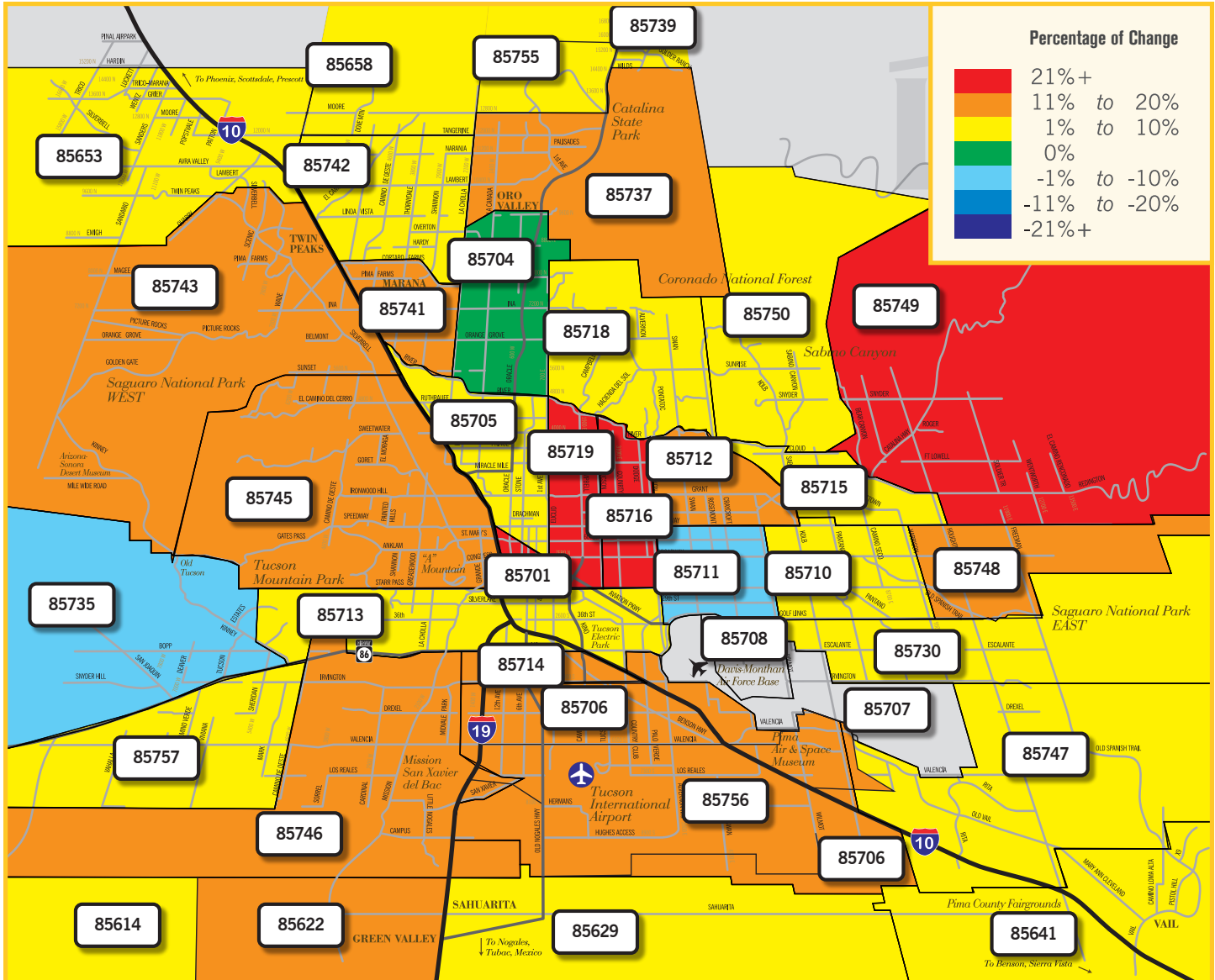
Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 03/04/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2019-02/29/2020. Information is believed to be reliable, but not guaranteed.

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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE (DEC 2018-FEB 2019 TO DEC 2019-FEB 2020)



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 2018-February 2019 to December 2019-February 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/04/2020. Information is believed to be reliable, but not guaranteed.