

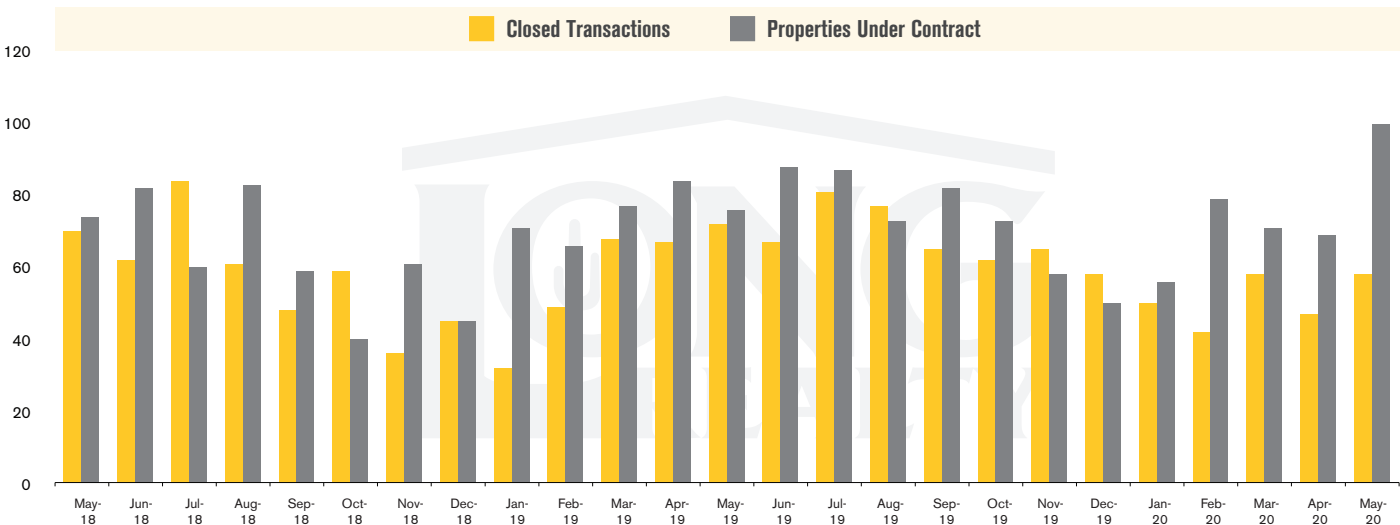
THE HOUSING REPORT

SAHUARITA | JUNE 2020

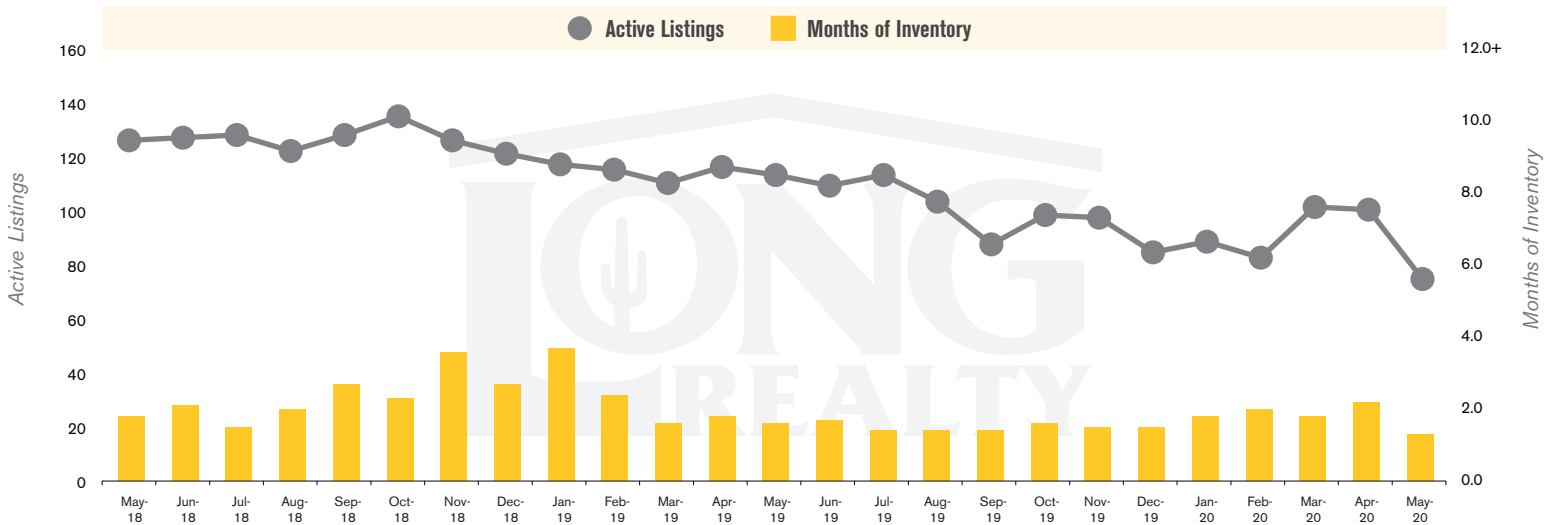


In the Sahuarita area, May 2020 active inventory was 76, a 34% decrease from May 2019. There were 58 closings in May 2020, a 19% decrease from May 2019. Year-to-date 2020 there were 265 closings, an 11% decrease from year-to-date 2019. Months of Inventory was 1.3, down from 1.6 in May 2019. Median price of sold homes was \$220,000 for the month of May 2020, virtually unchanged % from May 2019. The Sahuarita area had 100 new properties under contract in May 2020, up 32% from May 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SAHUARITA)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SAHUARITA)



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

Long Realty Company

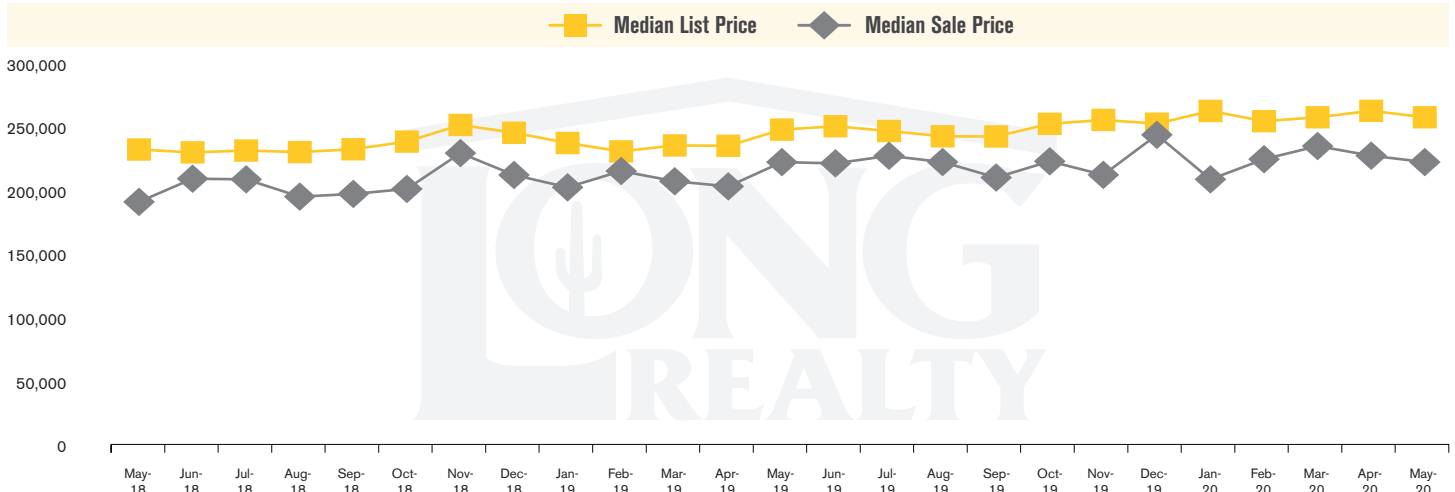
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 06/03/2020 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SAHUARITA | JUNE 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SAHUARITA)

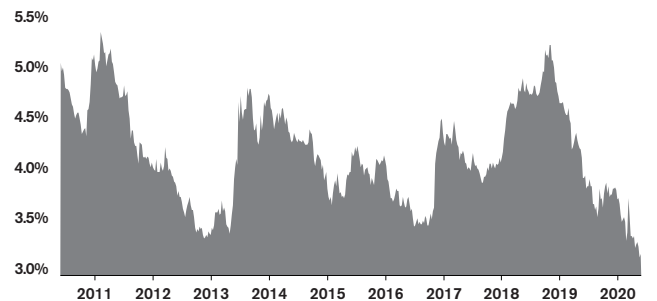


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SAHUARITA)

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2019	\$219,950	4.070%	\$1,006.02
2020	\$220,000	3.230%	\$907.29

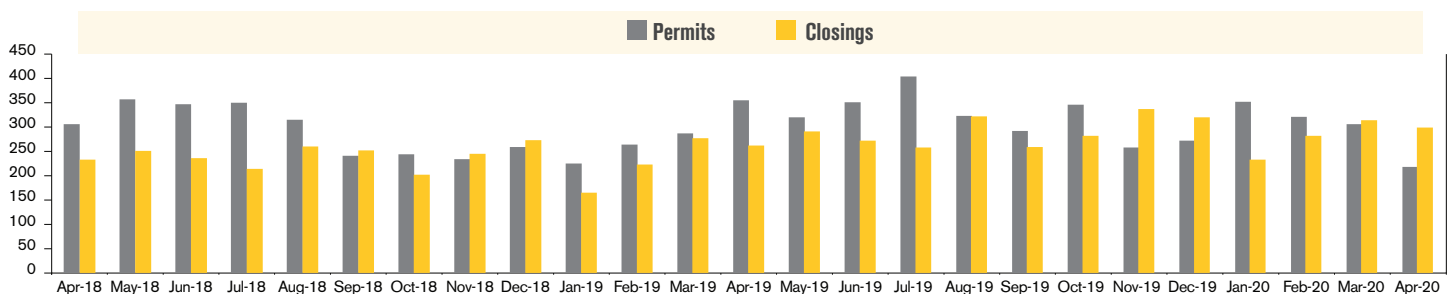
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For April 2020, new home permits were **down 39%** and new home closings were **up 14%** from April 2019.

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

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 06/03/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SAHUARITA | JUNE 2020



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
		Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20			
\$1 - 49,999	0	0	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	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	3	3	2	0	1	2	0	n/a	2.0	Seller
\$125,000 - 149,999	0	0	1	3	0	1	0	n/a	0.0	Seller
\$150,000 - 174,999	6	5	2	6	2	1	2	3.0	2.4	Seller
\$175,000 - 199,999	4	7	10	9	14	6	13	0.3	0.8	Seller
\$200,000 - 224,999	5	9	17	4	11	14	15	0.3	0.5	Seller
\$225,000 - 249,999	12	9	5	8	11	7	7	1.7	1.6	Seller
\$250,000 - 274,999	12	6	8	4	6	5	8	1.5	2.0	Seller
\$275,000 - 299,999	7	6	0	2	3	6	6	1.2	3.2	Seller
\$300,000 - 349,999	10	7	1	3	8	2	3	3.3	3.2	Seller
\$350,000 - 399,999	5	4	3	3	4	4	2	2.5	1.3	Seller
\$400,000 - 499,999	5	3	0	2	3	1	2	2.5	2.8	Seller
\$500,000 - 599,999	3	1	1	1	1	0	0	n/a	6.0	Balanced
\$600,000 - 699,999	3	1	1	0	0	0	0	n/a	n/a	n/a
\$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
TOTAL	76	61	51	45	64	49	58	1.3	1.6	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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

Long Realty Company

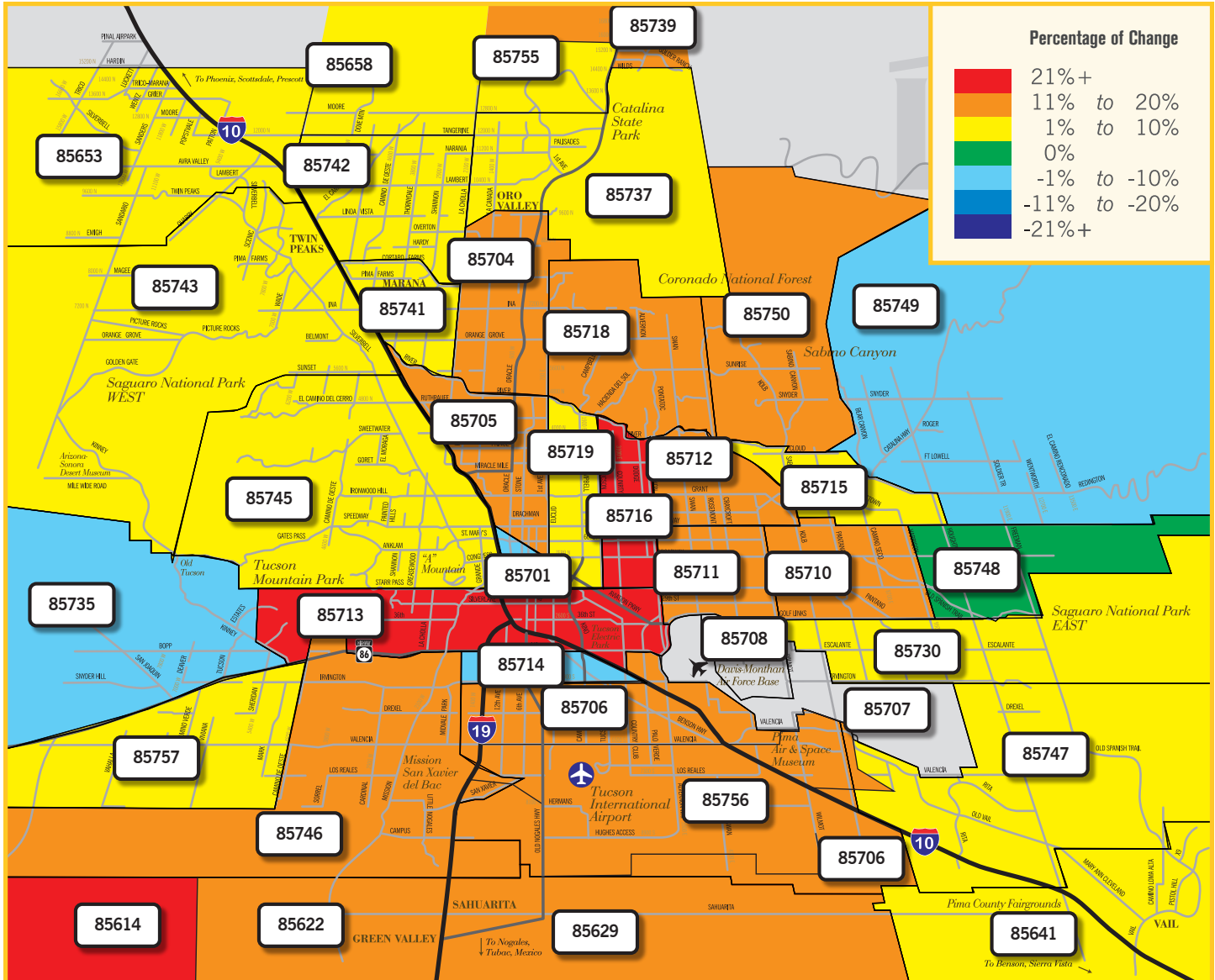
Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 06/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2020-05/31/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SAHUARITA | JUNE 2020



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE (MAR 2019-MAY 2019 TO MAR 2020-MAY 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.

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

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from March 2019-May 2019 to March 2020-May 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/03/2020. Information is believed to be reliable, but not guaranteed.