

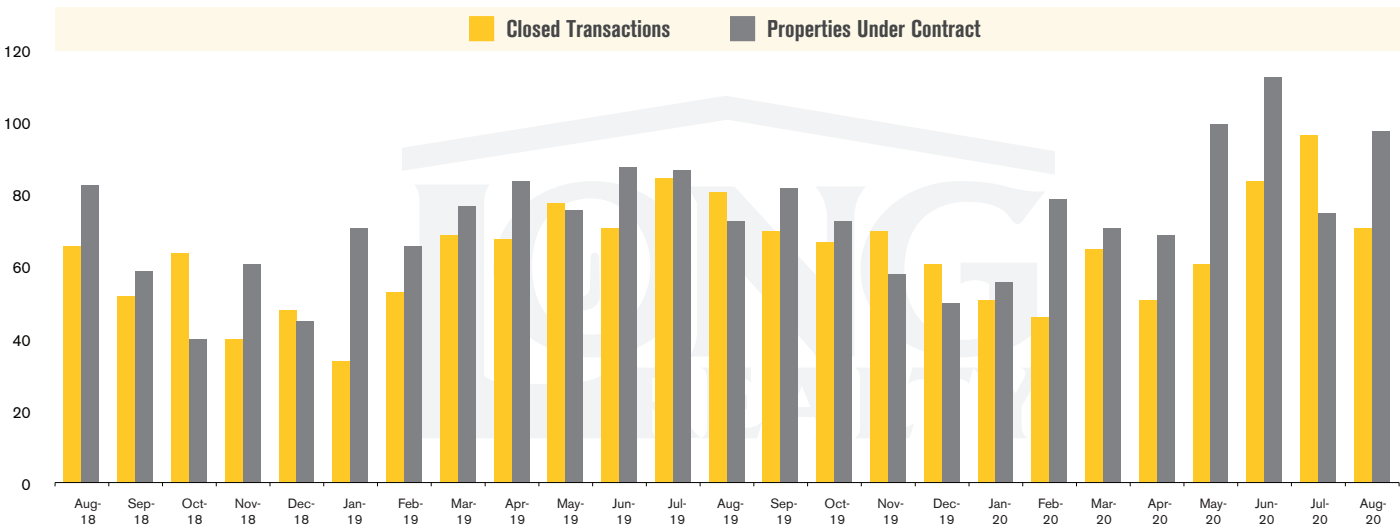
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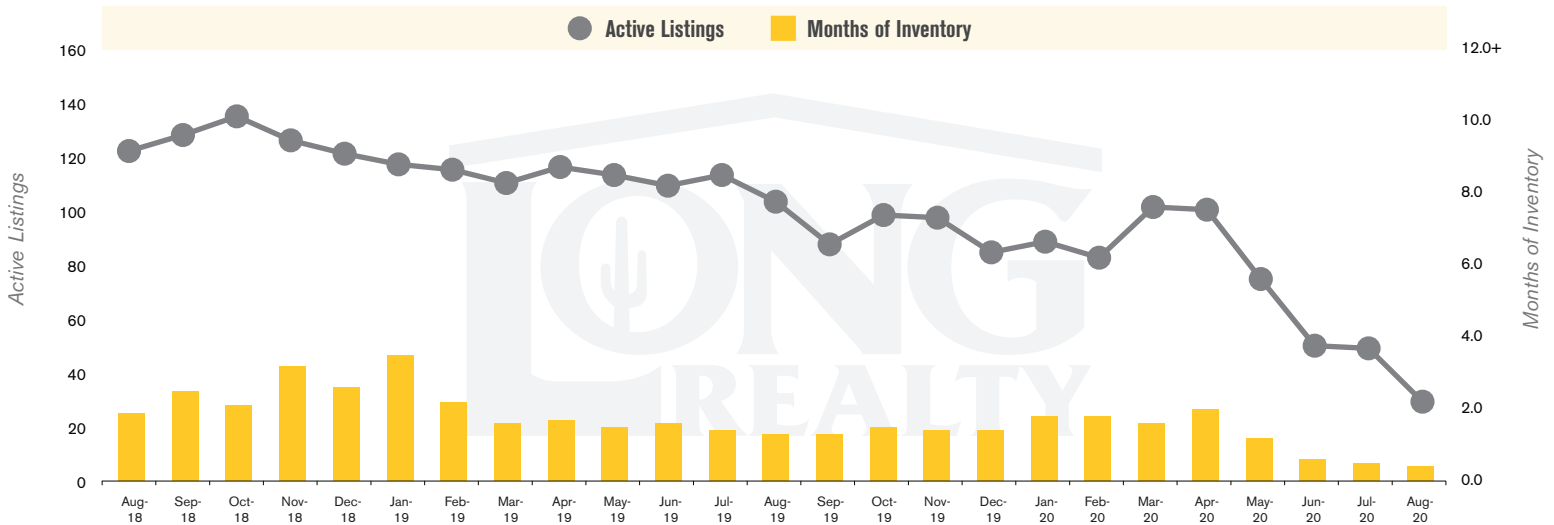


In the Sahuarita area, August 2020 active inventory was 30, a 71% decrease from August 2019. There were 71 closings in August 2020, a 12% decrease from August 2019. Year-to-date 2020 there were 526 closings, a 2% decrease from year-to-date 2019. Months of Inventory was .4, down from 1.3 in August 2019. Median price of sold homes was \$242,500 for the month of August 2020, up 10% from August 2019. The Sahuarita area had 98 new properties under contract in August 2020, up 34% from August 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SAHUARITA)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (SAHUARITA)



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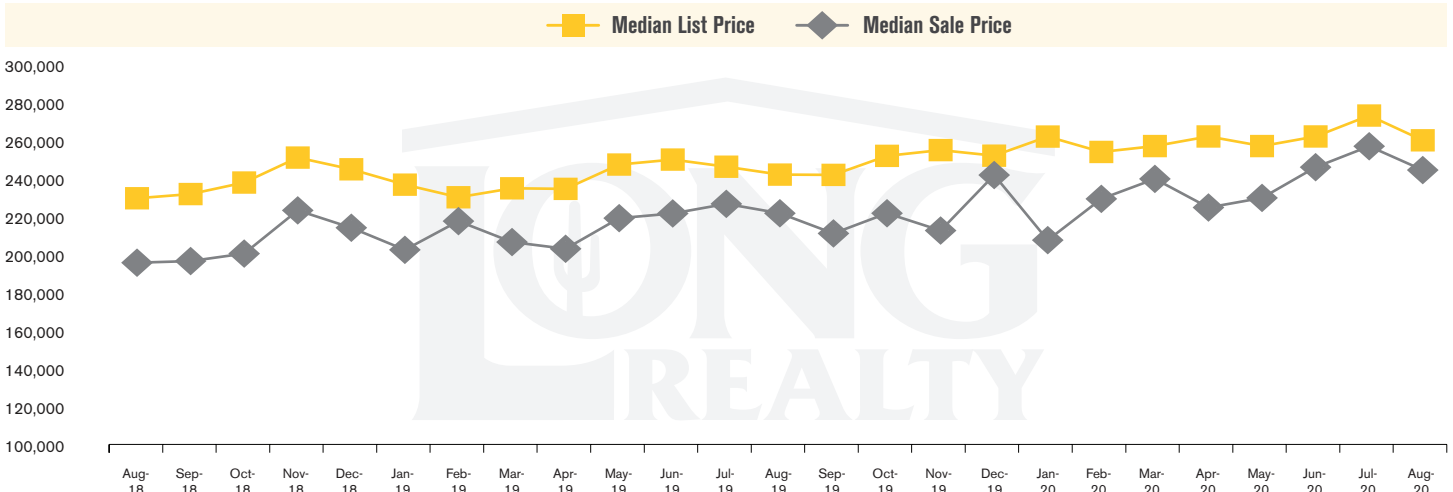
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SAHUARITA)

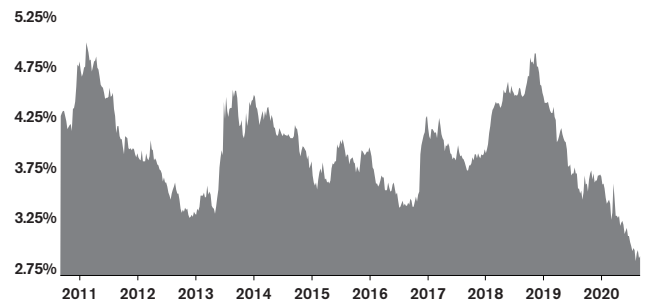


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SAHUARITA)

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2019	\$220,000	3.620%	\$952.56
2020	\$242,500	2.940%	\$963.83

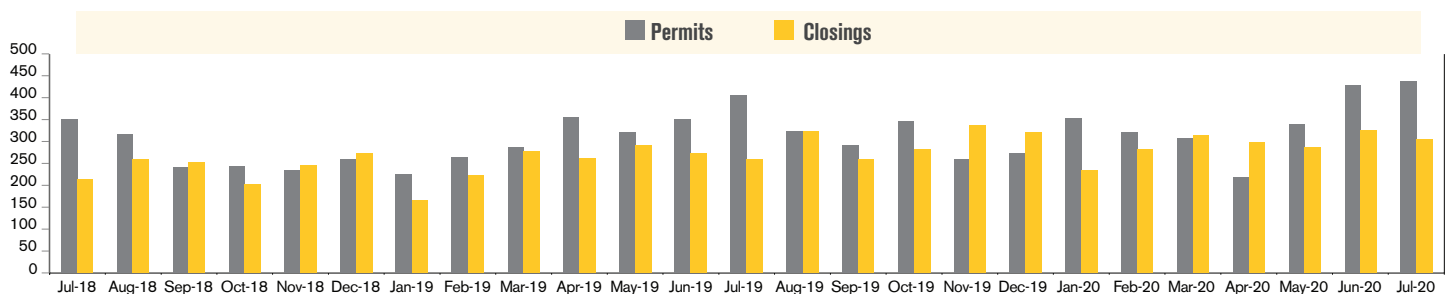
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For July 2020, new home permits were **up 8%** and new home closings were **up 18%** from July 2019.

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SAHUARITA | SEPTEMBER 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
		Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20			
\$1 - 49,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	0	1	0	n/a	0.0	Seller
\$100,000 - 124,999	0	1	2	0	0	1	1	0.0	0.5	Seller
\$125,000 - 149,999	0	0	1	0	0	0	2	0.0	0.5	Seller
\$150,000 - 174,999	1	2	1	2	2	4	1	1.0	0.6	Seller
\$175,000 - 199,999	2	14	6	13	14	7	5	0.4	0.2	Seller
\$200,000 - 224,999	2	11	14	15	13	15	11	0.2	0.2	Seller
\$225,000 - 249,999	4	11	7	8	17	19	20	0.2	0.3	Seller
\$250,000 - 274,999	5	6	5	8	15	15	8	0.6	0.5	Seller
\$275,000 - 299,999	4	4	6	7	13	15	6	0.7	0.4	Seller
\$300,000 - 349,999	6	8	2	3	6	9	9	0.7	1.4	Seller
\$350,000 - 399,999	1	4	4	2	2	6	2	0.5	0.5	Seller
\$400,000 - 499,999	1	3	1	2	0	1	3	0.3	2.5	Seller
\$500,000 - 599,999	3	1	0	1	1	2	3	1.0	1.8	Seller
\$600,000 - 699,999	1	0	0	0	1	2	0	n/a	1.0	Seller
\$700,000 - 799,999	0	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	30	65	51	61	84	97	71	0.4	0.5	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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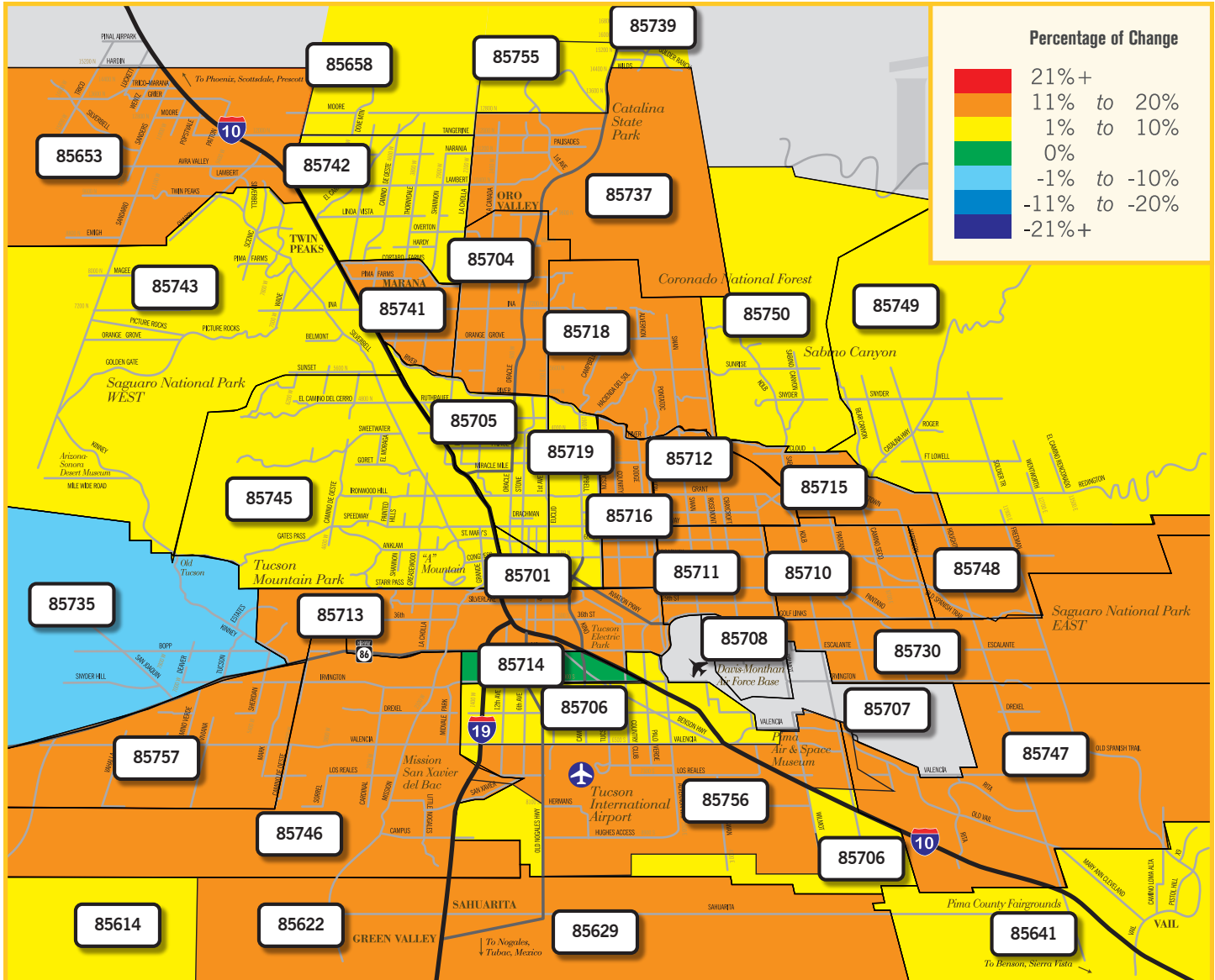
Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 09/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2020-08/31/2020. Information is believed to be reliable, but not guaranteed.

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SAHUARITA | SEPTEMBER 2020



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE (JUN 2019-AUG 2019 TO JUN 2020-AUG 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 June 2019-August 2019 to June 2020-August 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/03/2020. Information is believed to be reliable, but not guaranteed.