

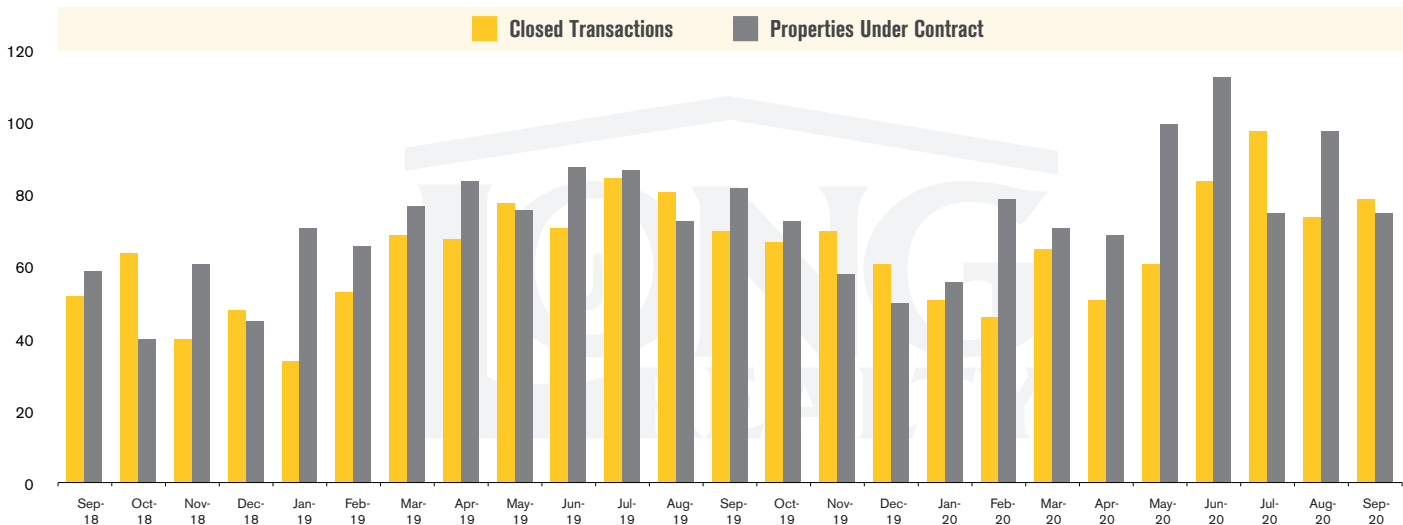
# THE HOUSING REPORT

SAHUARITA | OCTOBER 2020

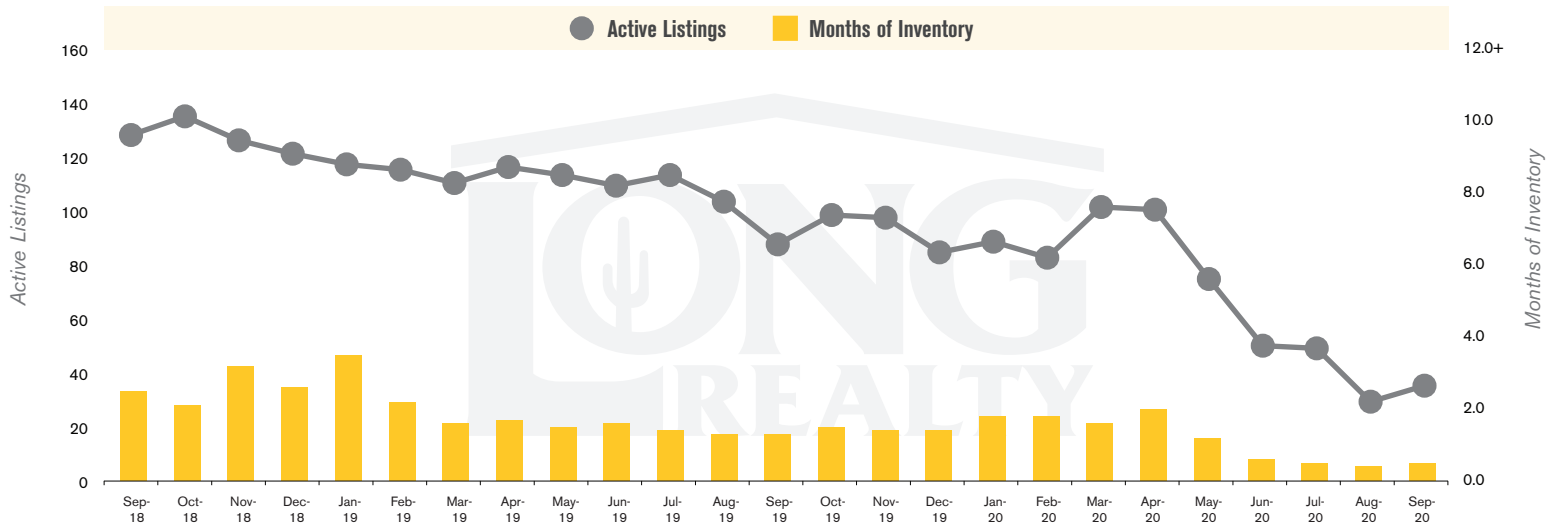


In the Sahuarita area, September 2020 active inventory was 36, a 60% decrease from September 2019. There were 79 closings in September 2020, a 13% increase from September 2019. Year-to-date 2020 there were 609 closings, virtually unchanged from year-to-date 2019. Months of Inventory was .5, down from 1.3 in September 2019. Median price of sold homes was \$252,000 for the month of September 2020, up 20% from September 2019. The Sahuarita area had 75 new properties under contract in September 2020, down 9% from September 2019.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (SAHUARITA)



Stephen Woodall - Team Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

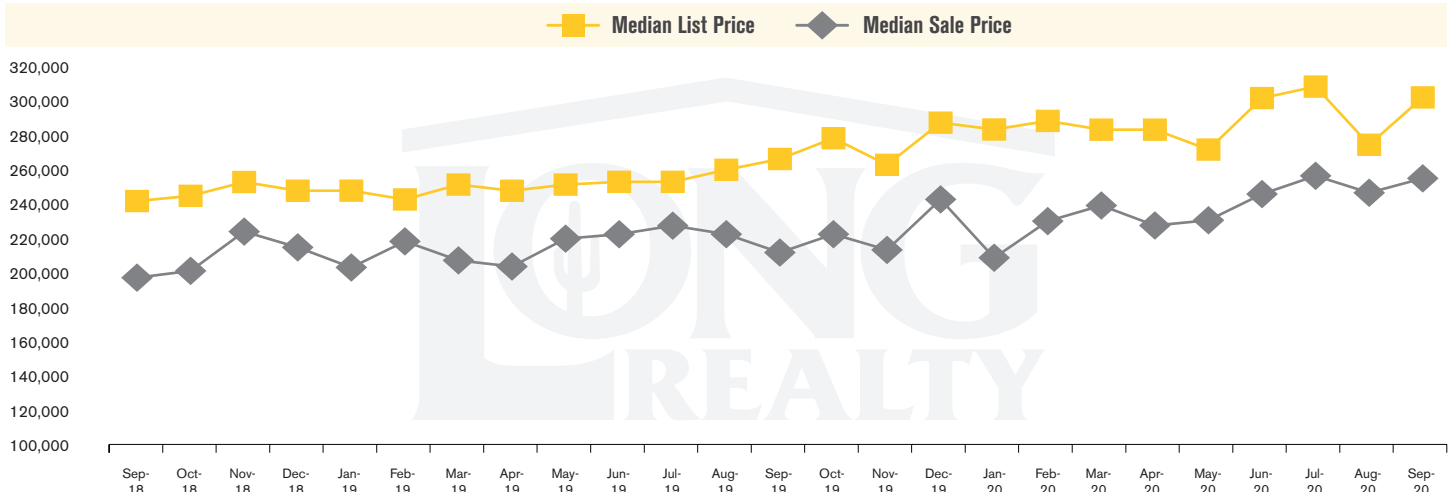
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 10/06/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

SAHUARITA | OCTOBER 2020



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

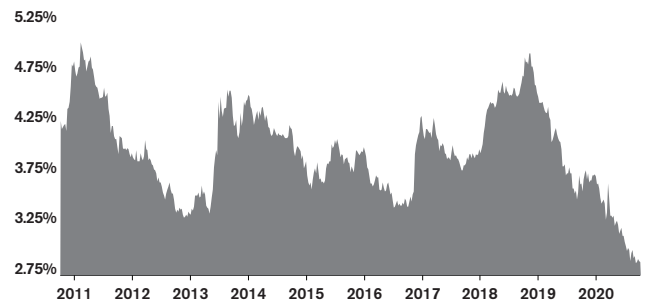


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SAHUARITA)

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2019	\$209,500	3.600%	\$904.86
2020	\$252,000	2.890%	\$995.17

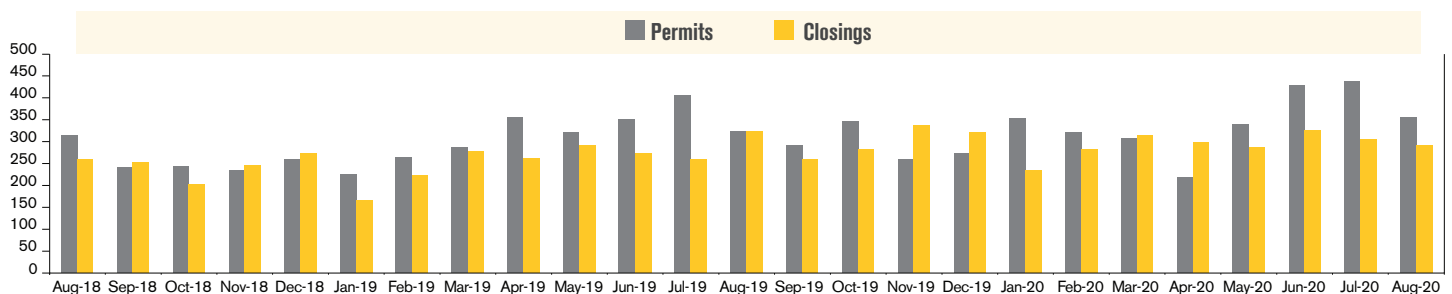
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For August 2020, new home permits were **up 10%** and new home closings were **down 10%** from August 2019.

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

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 10/06/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

SAHUARITA | OCTOBER 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
		Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-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	1	0	0	n/a	0.0	<b>Seller</b>
\$100,000 - 124,999	1	2	0	0	1	1	1	1.0	0.7	<b>Seller</b>
\$125,000 - 149,999	0	1	0	0	0	2	1	0.0	0.3	<b>Seller</b>
\$150,000 - 174,999	0	1	2	3	4	1	2	0.0	0.6	<b>Seller</b>
\$175,000 - 199,999	1	6	13	14	7	5	10	0.1	0.1	<b>Seller</b>
\$200,000 - 224,999	1	14	15	13	16	12	12	0.1	0.1	<b>Seller</b>
\$225,000 - 249,999	5	7	8	17	19	21	12	0.4	0.3	<b>Seller</b>
\$250,000 - 274,999	6	5	8	15	15	8	7	0.9	0.6	<b>Seller</b>
\$275,000 - 299,999	4	6	7	13	15	6	8	0.5	0.4	<b>Seller</b>
\$300,000 - 349,999	8	2	3	6	9	10	19	0.4	0.8	<b>Seller</b>
\$350,000 - 399,999	2	4	2	2	6	2	2	1.0	0.5	<b>Seller</b>
\$400,000 - 499,999	2	1	2	0	1	3	4	0.5	1.1	<b>Seller</b>
\$500,000 - 599,999	4	0	1	1	2	3	0	n/a	2.2	<b>Seller</b>
\$600,000 - 699,999	1	0	0	1	2	0	1	1.0	1.0	<b>Seller</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>36</b>	<b>49</b>	<b>61</b>	<b>85</b>	<b>98</b>	<b>74</b>	<b>79</b>	<b>0.5</b>	<b>0.5</b>	<b>Seller</b>



**Seller's Market**



**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



Stephen Woodall - Team Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

**Long Realty Company**

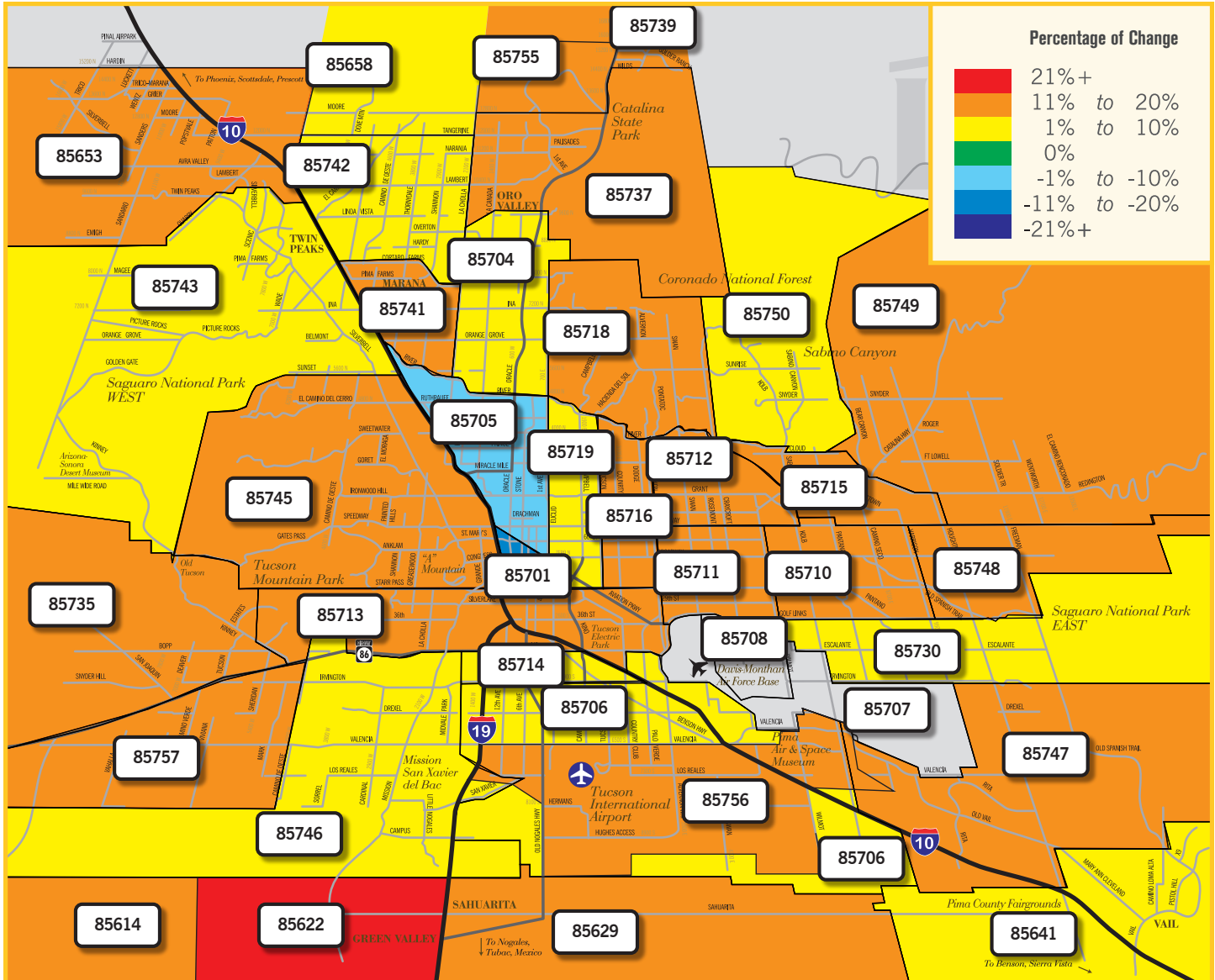
Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 10/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2020-09/30/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

SAHUARITA | OCTOBER 2020



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE (JUL 2019-SEP 2019 TO JUL 2020-SEP 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 - Team Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from July 2019-September 2019 to July 2020-September 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/06/2020. Information is believed to be reliable, but not guaranteed.