

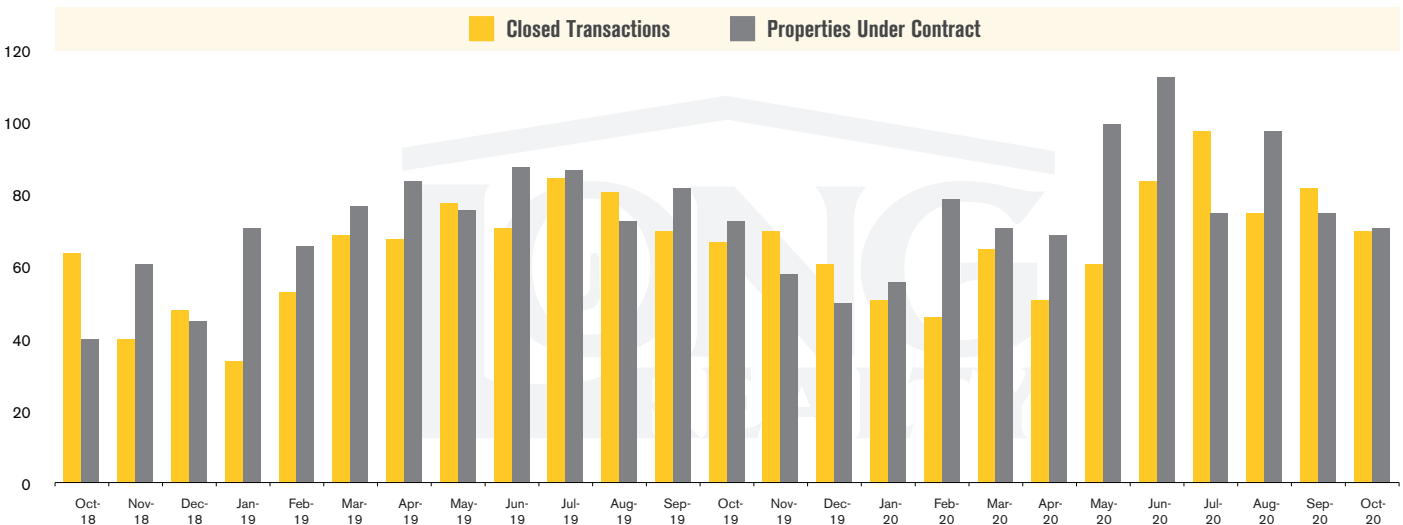
# THE HOUSING REPORT

SAHUARITA | NOVEMBER 2020

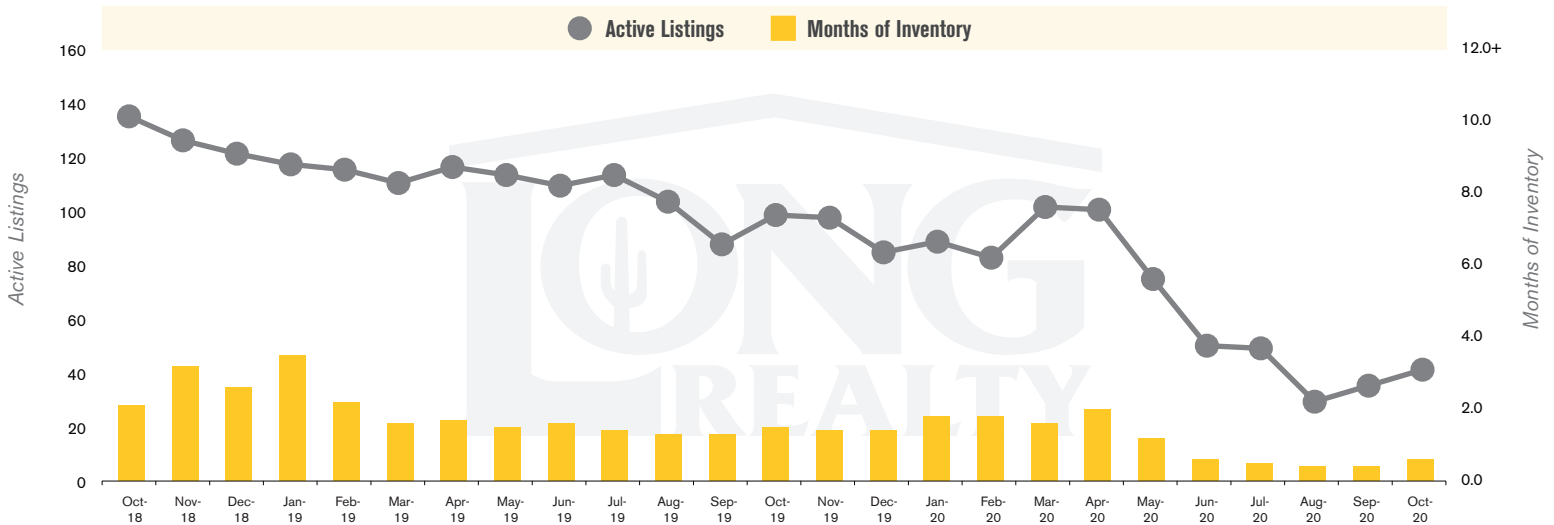


In the Sahuarita area, October 2020 active inventory was 42, a 58% decrease from October 2019. There were 70 closings in October 2020, a 4% increase from October 2019. Year-to-date 2020 there were 680 closings, a 1% increase from year-to-date 2019. Months of Inventory was .6, down from 1.5 in October 2019. Median price of sold homes was \$253,500 for the month of October 2020, up 15% from October 2019. The Sahuarita area had 71 new properties under contract in October 2020, down 3% from October 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT SAHUARITA



## ACTIVE LISTINGS AND MONTHS OF INVENTORY SAHUARITA



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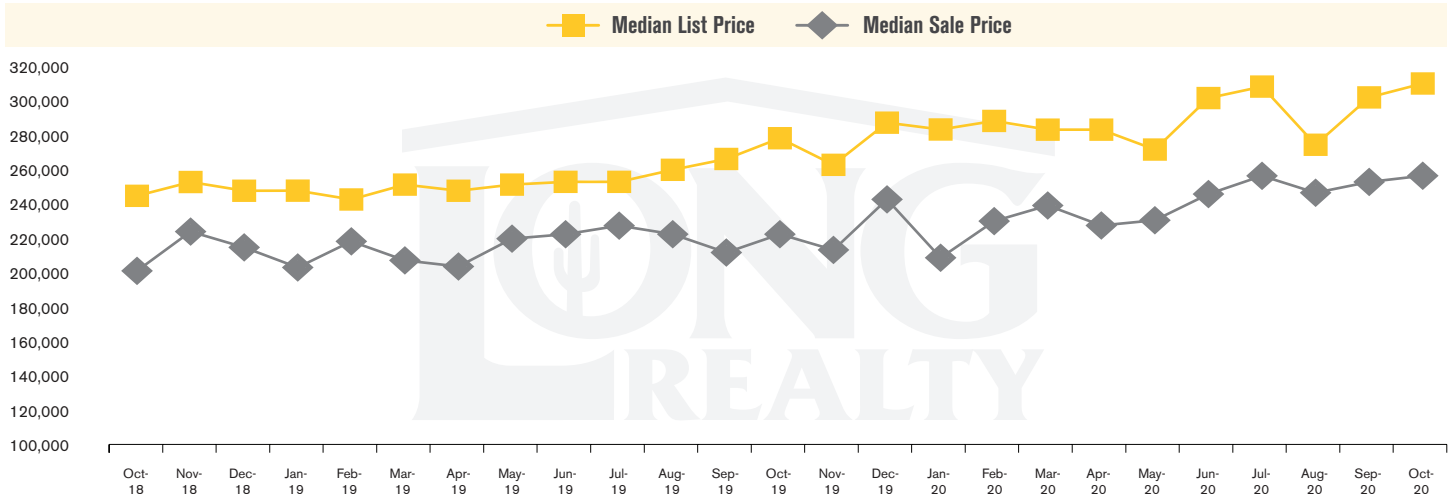
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 11/06/2020 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE SAHUARITA

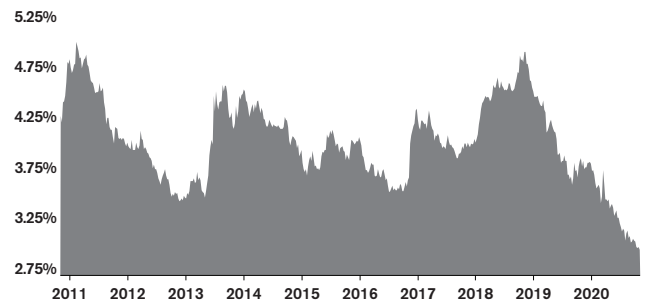


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2019	\$220,000	3.690%	\$960.81
2020	\$253,500	2.830%	\$993.38

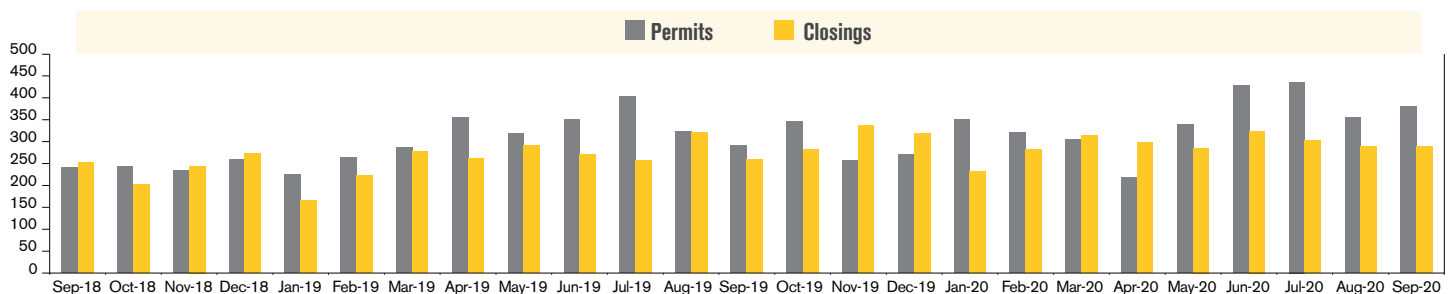
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For September 2020, new home permits were **up 30%** and new home closings were **up 12%** from September 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
		May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-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	1	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	1	0	0	1	1	1	0	n/a	1.0	<b>Seller</b>
\$125,000 - 149,999	0	0	0	0	2	1	0	n/a	0.0	<b>Seller</b>
\$150,000 - 174,999	0	2	3	4	1	2	1	0.0	0.3	<b>Seller</b>
\$175,000 - 199,999	1	13	14	7	6	11	7	0.1	0.2	<b>Seller</b>
\$200,000 - 224,999	1	15	13	16	12	13	15	0.1	0.1	<b>Seller</b>
\$225,000 - 249,999	1	8	17	19	21	13	10	0.1	0.2	<b>Seller</b>
\$250,000 - 274,999	4	8	15	15	8	7	11	0.4	0.6	<b>Seller</b>
\$275,000 - 299,999	9	7	13	15	6	8	9	1.0	0.7	<b>Seller</b>
\$300,000 - 349,999	12	3	6	9	10	19	9	1.3	0.7	<b>Seller</b>
\$350,000 - 399,999	3	2	2	6	2	2	3	1.0	0.9	<b>Seller</b>
\$400,000 - 499,999	4	2	0	1	3	4	1	4.0	0.9	<b>Seller</b>
\$500,000 - 599,999	4	1	1	2	3	0	1	4.0	2.8	<b>Seller</b>
\$600,000 - 699,999	2	0	1	2	0	1	1	2.0	2.0	<b>Seller</b>
\$700,000 - 799,999	0	0	0	0	0	0	2	0.0	0.5	<b>Seller</b>
\$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>42</b>	<b>61</b>	<b>85</b>	<b>98</b>	<b>75</b>	<b>82</b>	<b>70</b>	<b>0.6</b>	<b>0.5</b>	<b>Seller</b>



**Seller's Market**



**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



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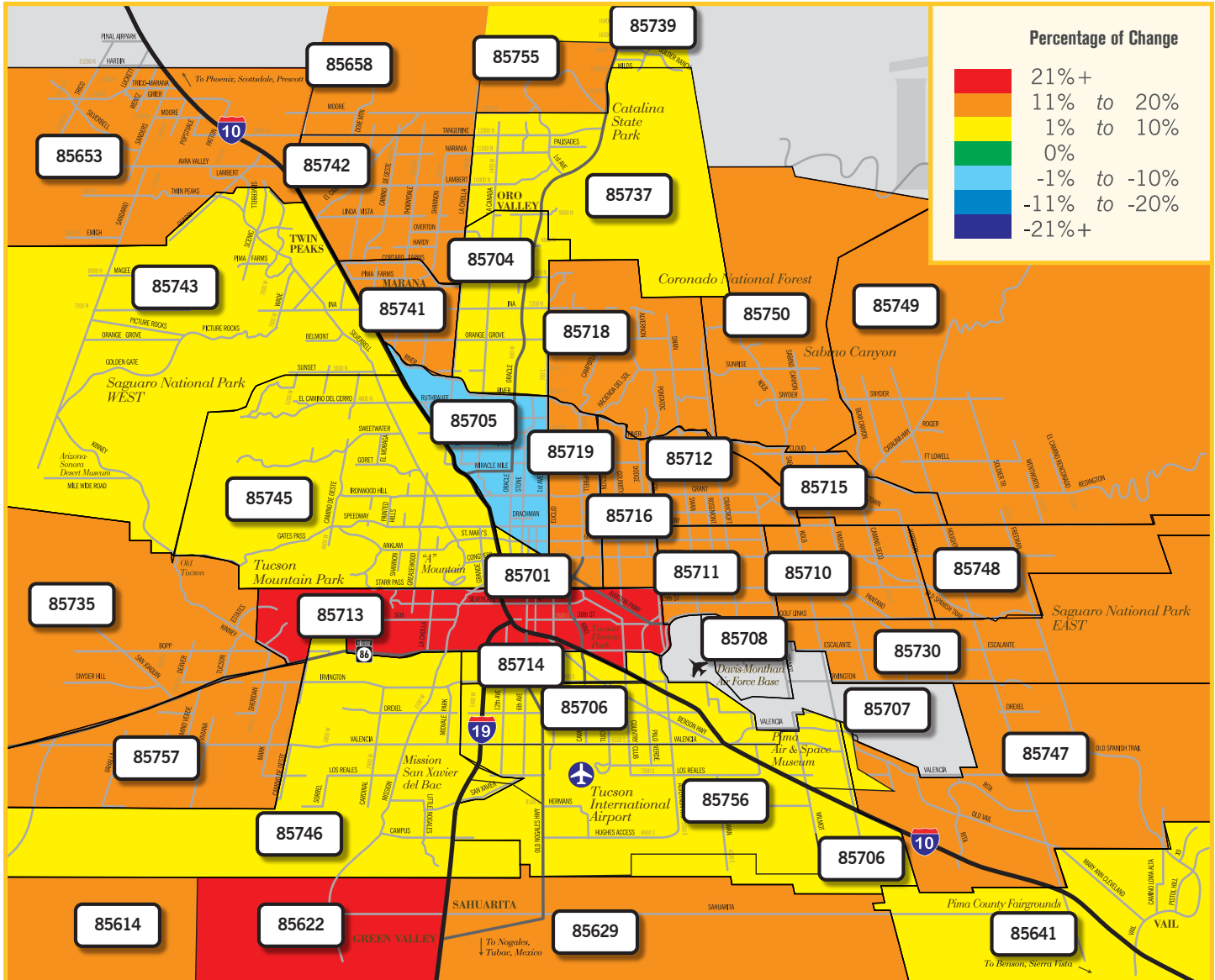
Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 11/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2020-10/31/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE AUG 2019-OCT 2019 TO AUG 2020-OCT 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 August 2019-October 2019 to August 2020-October 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 11/06/2020. Information is believed to be reliable, but not guaranteed.