

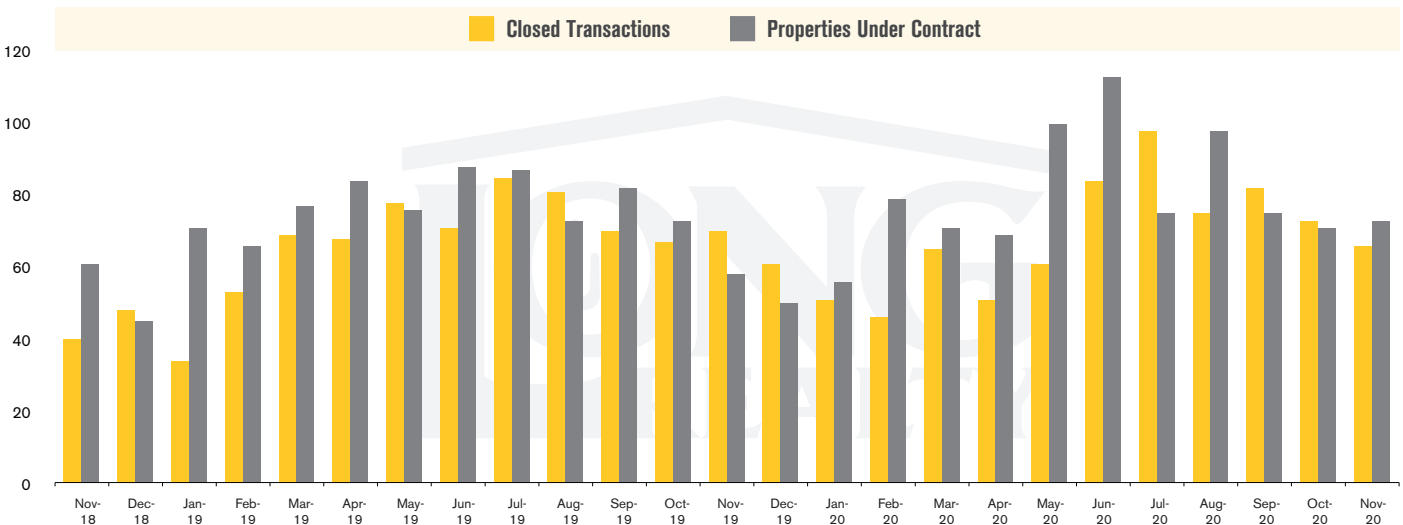
# THE HOUSING REPORT

SAHUARITA | DECEMBER 2020

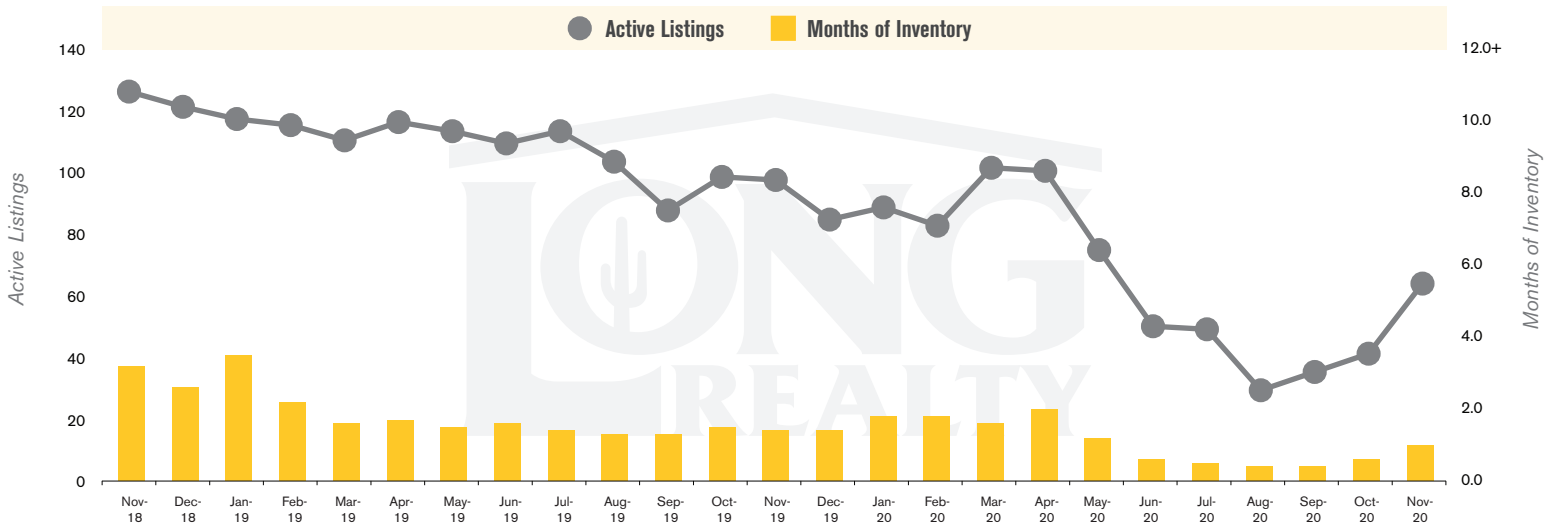


In the Sahuarita area, November 2020 active inventory was 65, a 34% decrease from November 2019. There were 66 closings in November 2020, a 6% decrease from November 2019. Year-to-date 2020 there were 752 closings, a 1% increase from year-to-date 2019. Months of Inventory was 1.0, down from 1.4 in November 2019. Median price of sold homes was \$255,900 for the month of November 2020, up 21% from November 2019. The Sahuarita area had 73 new properties under contract in November 2020, up 26% from November 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT SAHUARITA



## ACTIVE LISTINGS AND MONTHS OF INVENTORY SAHUARITA



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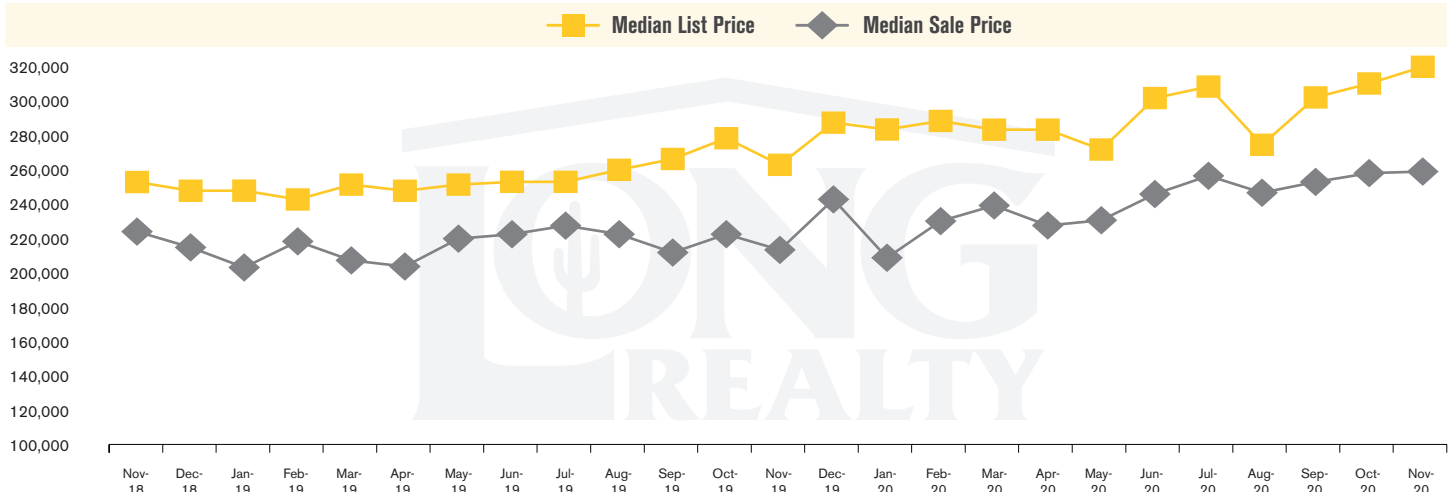
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 12/07/2020 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE SAHUARITA

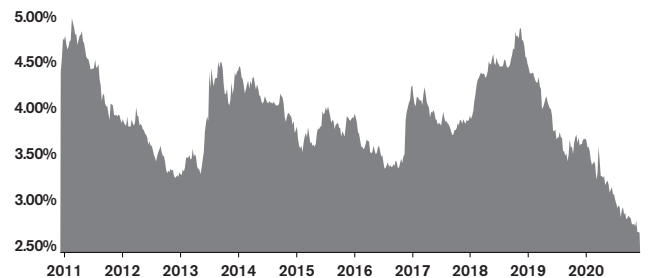


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2019	\$211,000	3.700%	\$922.64
2020	\$255,900	2.770%	\$995.03

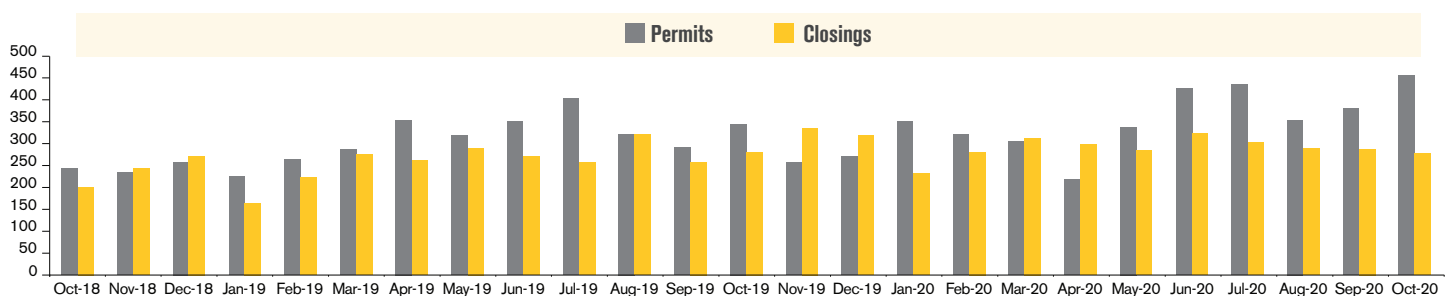
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For October 2020, new home permits were **up 32%** and new home closings were **down 1%** from October 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
		Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-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	1	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	1	0	1	1	1	0	1	1.0	1.5	<b>Seller</b>
\$125,000 - 149,999	0	0	0	2	1	0	0	n/a	0.0	<b>Seller</b>
\$150,000 - 174,999	0	3	4	1	2	1	2	0.0	0.0	<b>Seller</b>
\$175,000 - 199,999	2	14	7	6	11	7	3	0.7	0.2	<b>Seller</b>
\$200,000 - 224,999	1	13	16	12	13	15	8	0.1	0.1	<b>Seller</b>
\$225,000 - 249,999	5	17	19	21	13	11	13	0.4	0.3	<b>Seller</b>
\$250,000 - 274,999	2	15	15	8	7	11	14	0.1	0.4	<b>Seller</b>
\$275,000 - 299,999	9	13	15	6	8	9	8	1.1	0.9	<b>Seller</b>
\$300,000 - 349,999	30	6	9	10	19	11	9	3.3	1.3	<b>Seller</b>
\$350,000 - 399,999	7	2	6	2	2	3	4	1.8	1.3	<b>Seller</b>
\$400,000 - 499,999	2	0	1	3	4	1	1	2.0	1.3	<b>Seller</b>
\$500,000 - 599,999	3	1	2	3	0	1	2	1.5	3.7	<b>Seller</b>
\$600,000 - 699,999	2	1	2	0	1	1	0	n/a	2.5	<b>Seller</b>
\$700,000 - 799,999	0	0	0	0	0	2	1	0.0	0.3	<b>Seller</b>
\$800,000 - 899,999	1	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>65</b>	<b>85</b>	<b>98</b>	<b>75</b>	<b>82</b>	<b>73</b>	<b>66</b>	<b>1.0</b>	<b>0.6</b>	<b>Seller</b>



**Seller's Market**



**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



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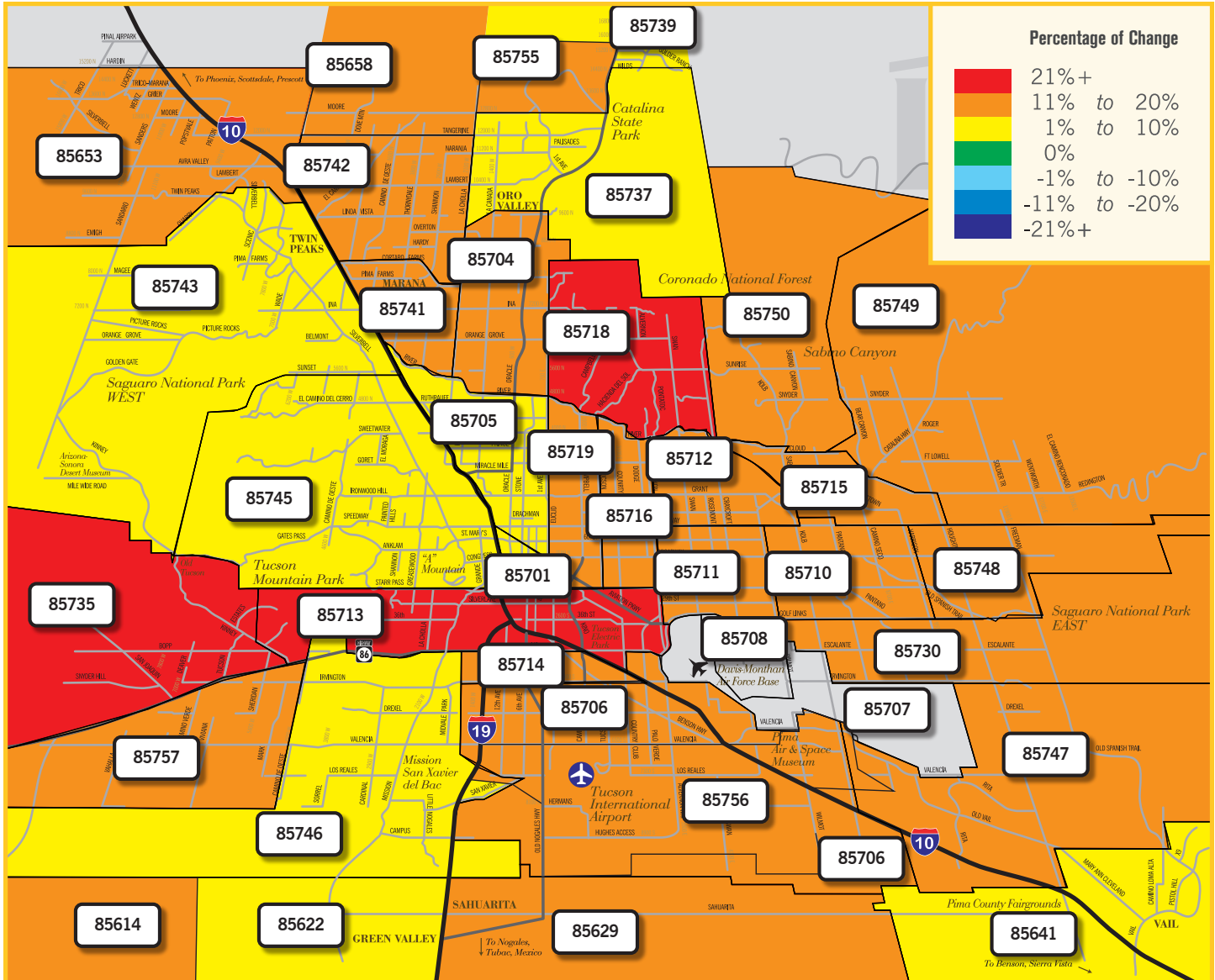
Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 12/07/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2020-11/30/2020. Information is believed to be reliable, but not guaranteed.

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SAHUARITA | DECEMBER 2020



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE SEP 2019-NOV 2019 TO SEP 2020-NOV 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 September 2019-November 2019 to September 2020-November 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/07/2020. Information is believed to be reliable, but not guaranteed.