

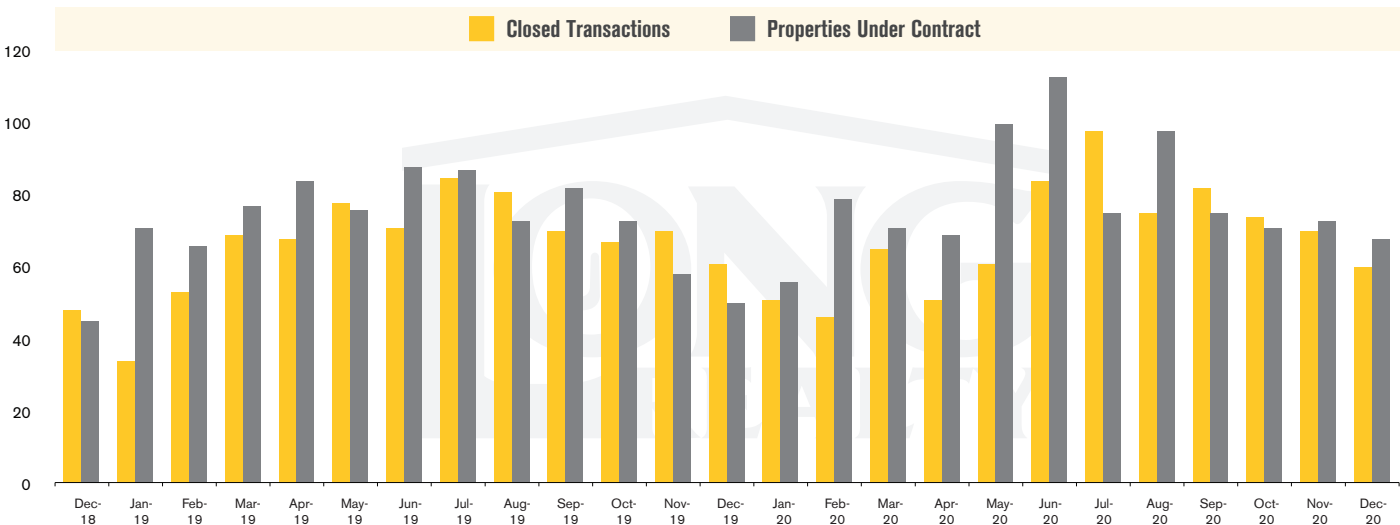
# THE HOUSING REPORT

SAHUARITA | JANUARY 2021

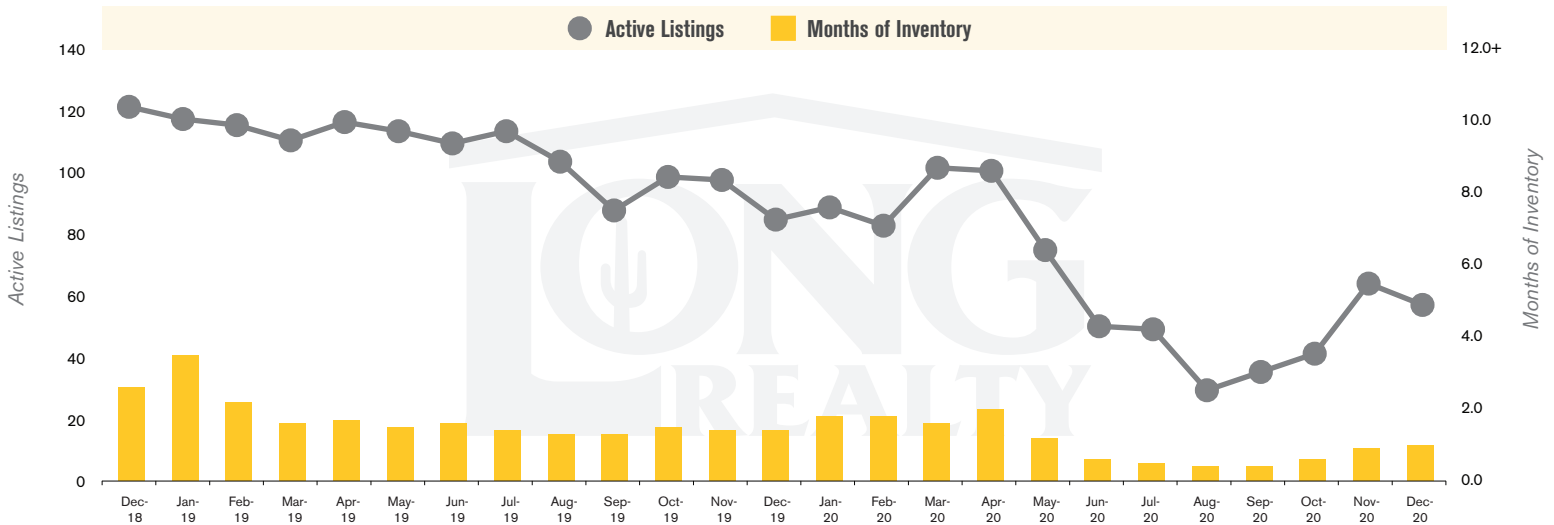


In the Sahuarita area, December 2020 active inventory was 58, a 33% decrease from December 2019. There were 60 closings in December 2020, a 2% decrease from December 2019. Year-to-date 2020 there were 817 closings, a 1% increase from year-to-date 2019. Months of Inventory was 1.0, down from 1.4 in December 2019. Median price of sold homes was \$263,000 for the month of December 2020, up 10% from December 2019. The Sahuarita area had 68 new properties under contract in December 2020, up 36% from December 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)

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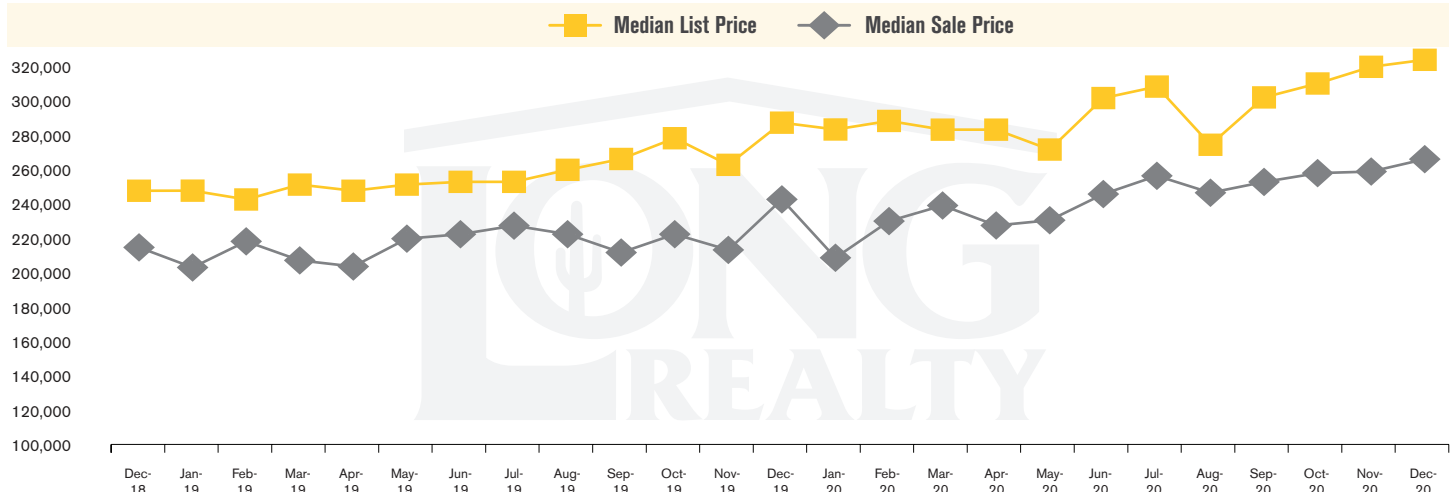
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE SAHUARITA

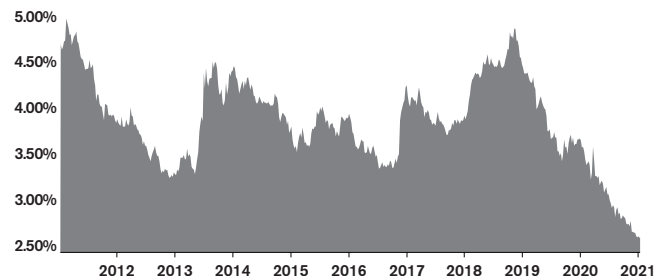


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME SAHUARITA

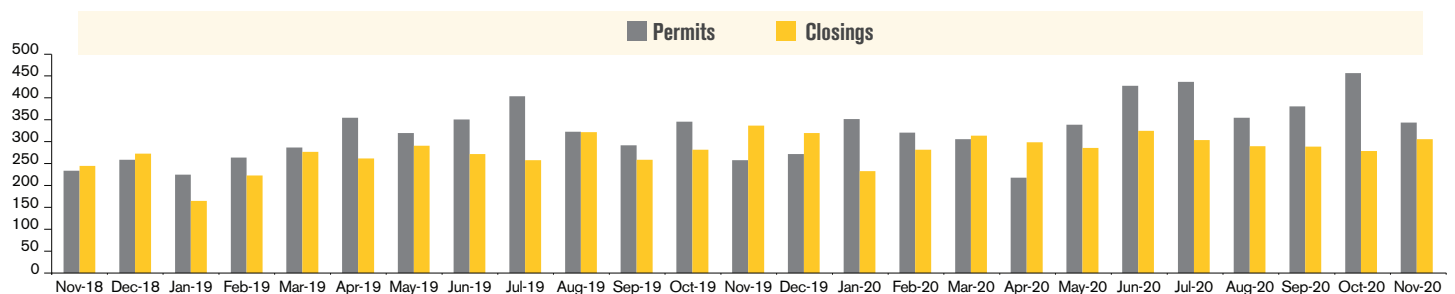
Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2019	\$239,950	3.720%	\$1,051.81
2020	\$263,000	2.680%	\$1,010.75

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

## 30 YEAR FIXED MORTGAGE RATE



## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For November 2020, new home permits were **up 33%** and new home closings were **down 9%** from November 2019.

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

Long Realty Company

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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
		Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-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	1	1	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	1	1	1	0	1	0	n/a	2.0	<b>Seller</b>
\$125,000 - 149,999	2	0	2	1	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	4	1	2	1	2	3	0.0	0.0	<b>Seller</b>
\$175,000 - 199,999	0	7	6	11	7	3	4	0.0	0.2	<b>Seller</b>
\$200,000 - 224,999	1	16	12	13	15	8	6	0.2	0.1	<b>Seller</b>
\$225,000 - 249,999	3	19	21	13	11	15	11	0.3	0.2	<b>Seller</b>
\$250,000 - 274,999	0	15	8	7	12	14	9	0.0	0.2	<b>Seller</b>
\$275,000 - 299,999	4	15	6	8	9	8	11	0.4	0.8	<b>Seller</b>
\$300,000 - 349,999	33	9	10	19	11	9	7	4.7	2.8	<b>Seller</b>
\$350,000 - 399,999	8	6	2	2	3	4	3	2.7	1.8	<b>Seller</b>
\$400,000 - 499,999	1	1	3	4	1	1	4	0.3	1.2	<b>Seller</b>
\$500,000 - 599,999	3	2	3	0	1	2	1	3.0	2.5	<b>Seller</b>
\$600,000 - 699,999	1	2	0	1	1	1	0	n/a	2.5	<b>Seller</b>
\$700,000 - 799,999	1	0	0	0	2	2	1	1.0	0.2	<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>58</b>	<b>98</b>	<b>75</b>	<b>82</b>	<b>74</b>	<b>70</b>	<b>60</b>	<b>1.0</b>	<b>0.8</b>	<b>Seller</b>



**Seller's Market**



**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



Stephen Woodall - Team Woodall  
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**Long Realty Company**

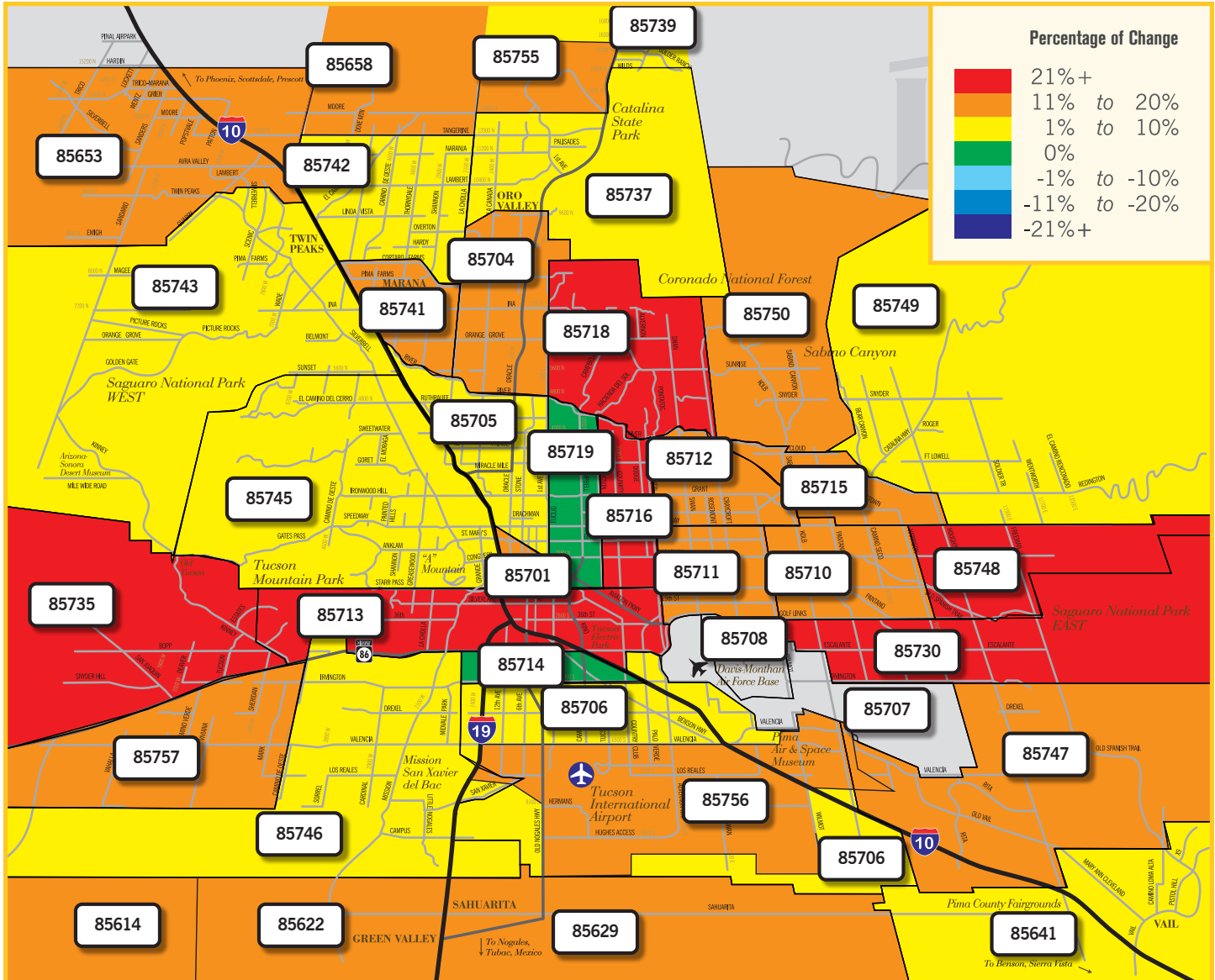
Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 01/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2020-12/31/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE OCT 2019-DEC 2019 TO OCT 2020-DEC 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)

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This heat map represents the percentage of change in Tucson metro median sales prices from October 2019-December 2019 to October 2020-December 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/08/2021. Information is believed to be reliable, but not guaranteed.