

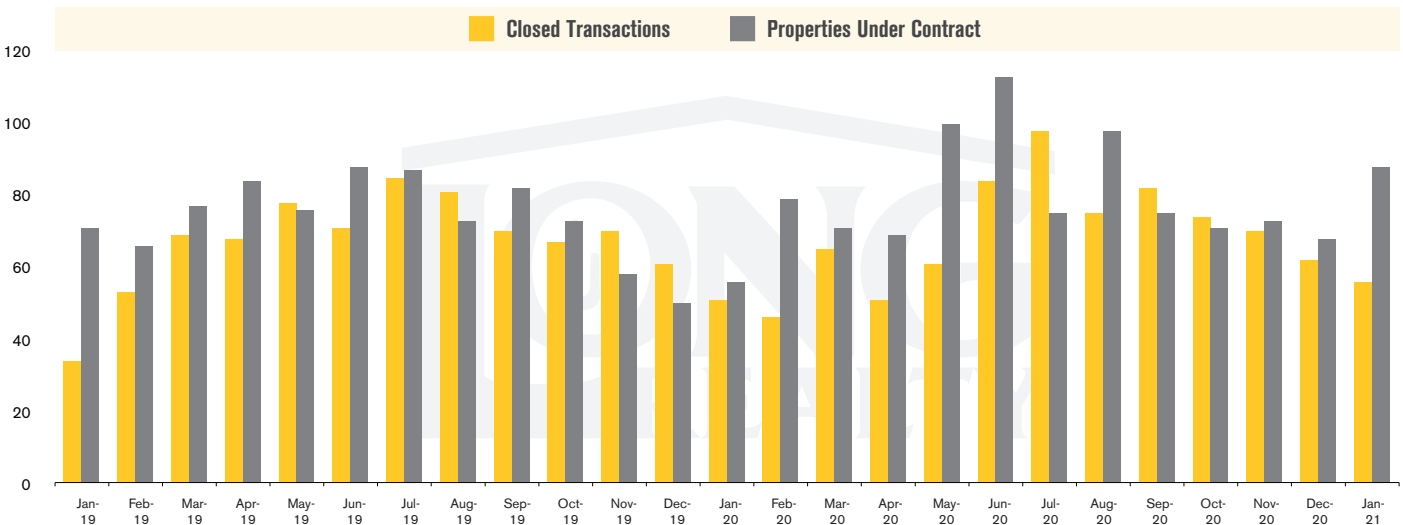
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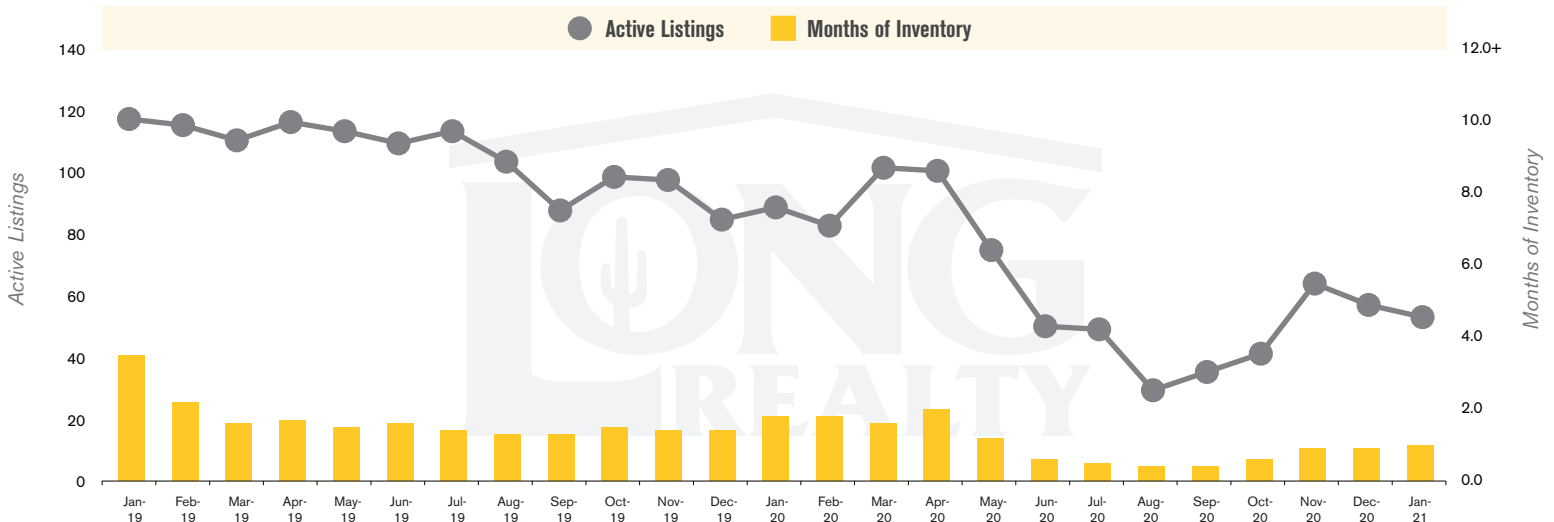


In the Sahuarita area, January 2021 active inventory was 54, a 40% decrease from January 2020. There were 56 closings in January 2021, a 10% increase from January 2020. Months of Inventory was 1.0, down from 1.8 in January 2020. Median price of sold homes was \$267,775 for the month of January 2021, up 30% from January 2020. The Sahuarita area had 88 new properties under contract in January 2021, up 57% from January 2020.

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 02/05/2021 is believed to be reliable, but not guaranteed.

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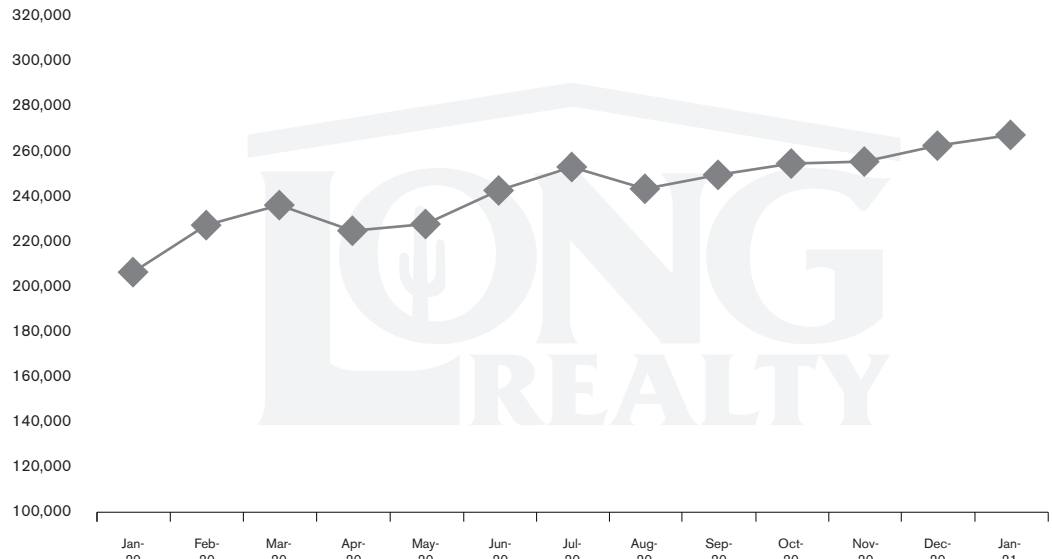
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MEDIAN SOLD PRICE SAHUARITA

On average, homes sold this % of original list price.

Jan 2020	Jan 2021
96.0%	97.9%

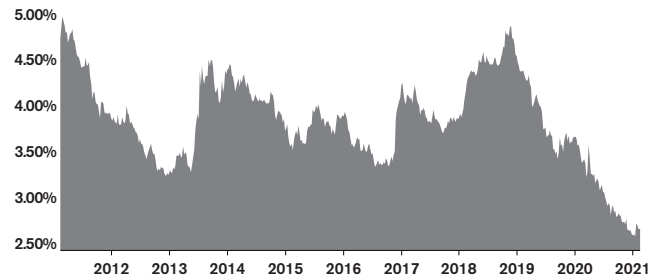


MONTHLY PAYMENT ON A MEDIAN PRICED HOME SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2020	\$206,500	3.620%	\$894.11
2021	\$267,775	2.740%	\$1,037.16

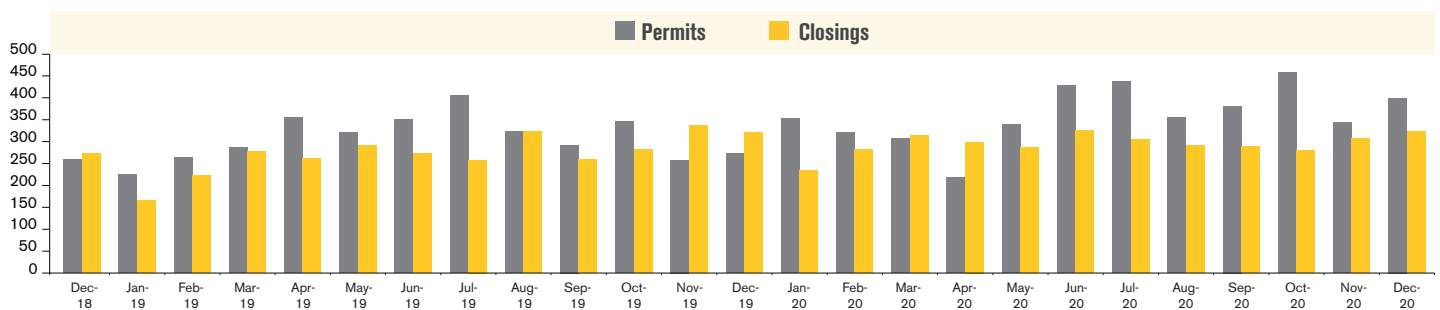
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For December 2020, new home permits were **up 47%** and new home closings were **up 1%** from December 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
		Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21			
\$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	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	1	1	0	1	0	0	n/a	1.0	Seller
\$125,000 - 149,999	2	2	1	0	0	0	2	1.0	2.0	Seller
\$150,000 - 174,999	0	1	2	1	2	3	0	n/a	0.0	Seller
\$175,000 - 199,999	2	6	11	7	3	4	1	2.0	0.5	Seller
\$200,000 - 224,999	1	12	13	15	8	6	11	0.1	0.1	Seller
\$225,000 - 249,999	4	21	13	11	15	11	11	0.4	0.3	Seller
\$250,000 - 274,999	1	8	7	12	14	9	8	0.1	0.1	Seller
\$275,000 - 299,999	4	6	8	9	8	12	6	0.7	0.7	Seller
\$300,000 - 349,999	22	10	19	11	9	8	9	2.4	3.3	Seller
\$350,000 - 399,999	8	2	2	3	4	3	4	2.0	2.1	Seller
\$400,000 - 499,999	1	3	4	1	1	4	1	1.0	0.7	Seller
\$500,000 - 599,999	3	3	0	1	2	1	1	3.0	2.3	Seller
\$600,000 - 699,999	0	0	1	1	1	0	1	0.0	1.5	Seller
\$700,000 - 799,999	3	0	0	2	2	1	1	3.0	1.0	Seller
\$800,000 - 899,999	2	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	54	75	82	74	70	62	56	1.0	0.9	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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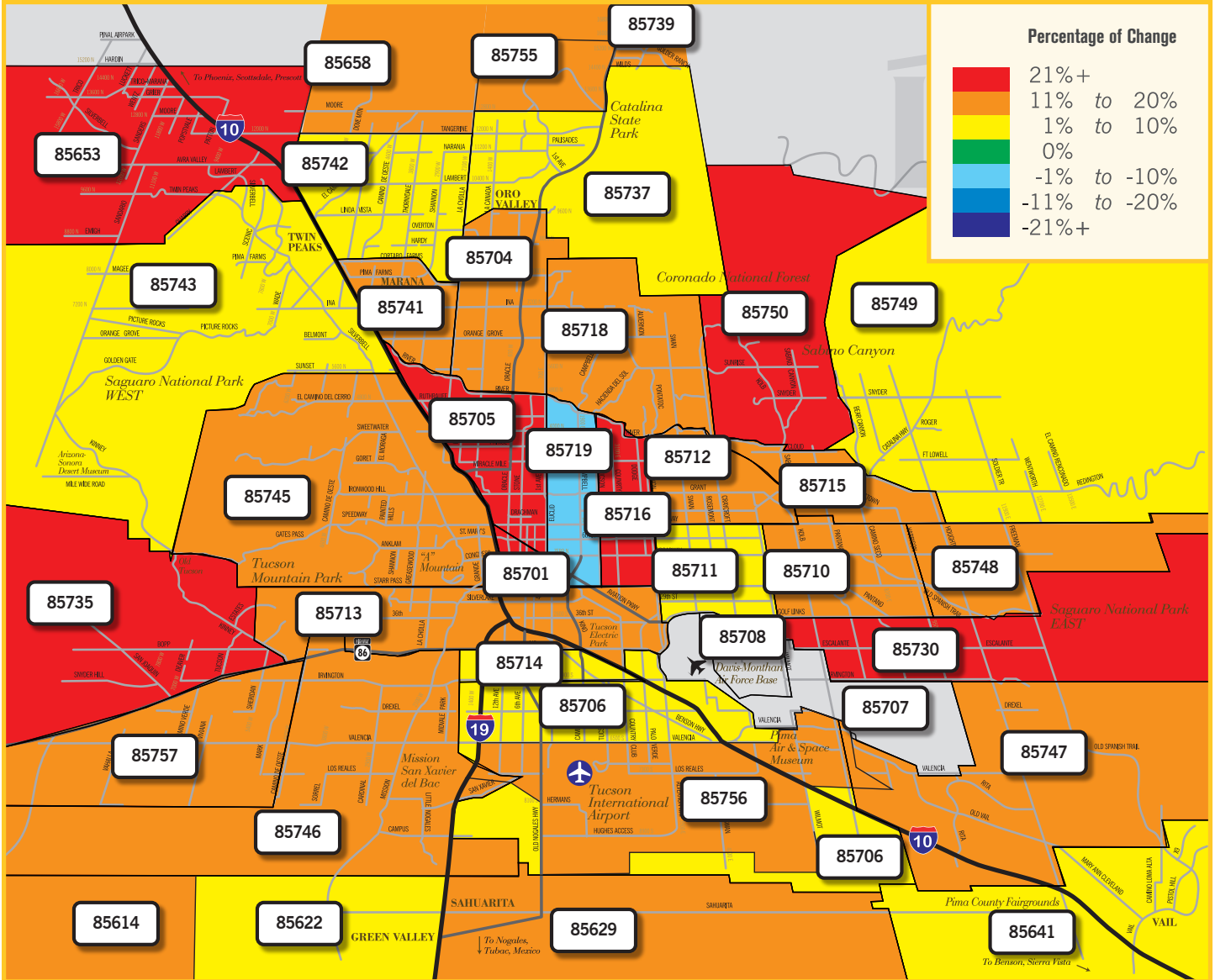
Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 02/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2020-01/31/2021. Information is believed to be reliable, but not guaranteed.

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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE NOV 2019-JAN 2020 TO NOV 2020-JAN 2021



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 November 2019-January 2020 to November 2020-January 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2021. Information is believed to be reliable, but not guaranteed.