

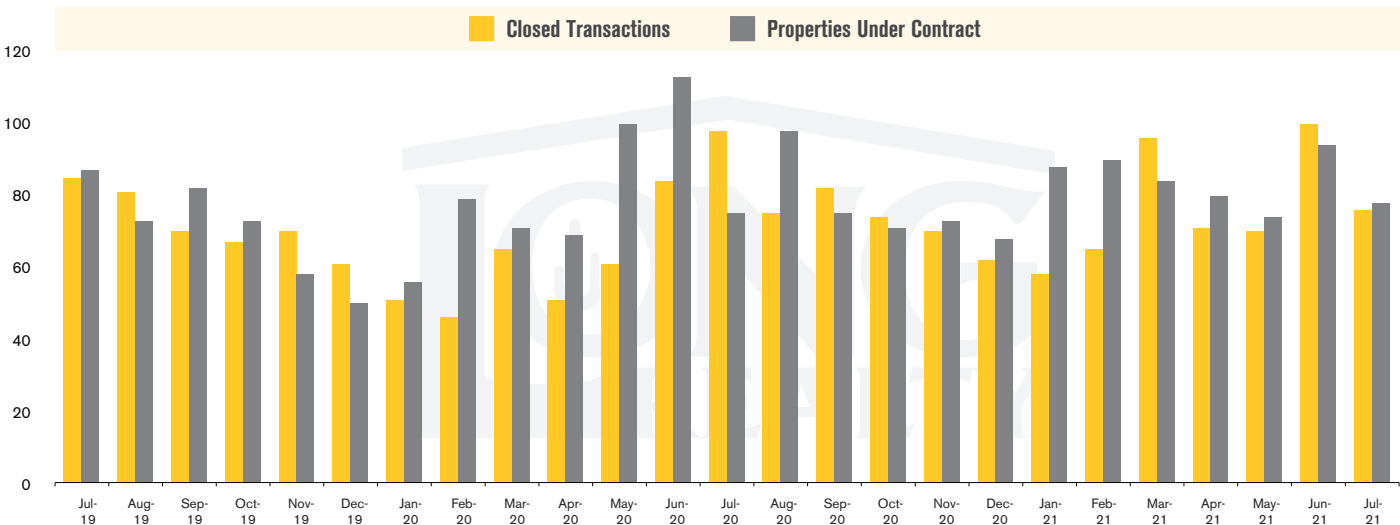
THE HOUSING REPORT

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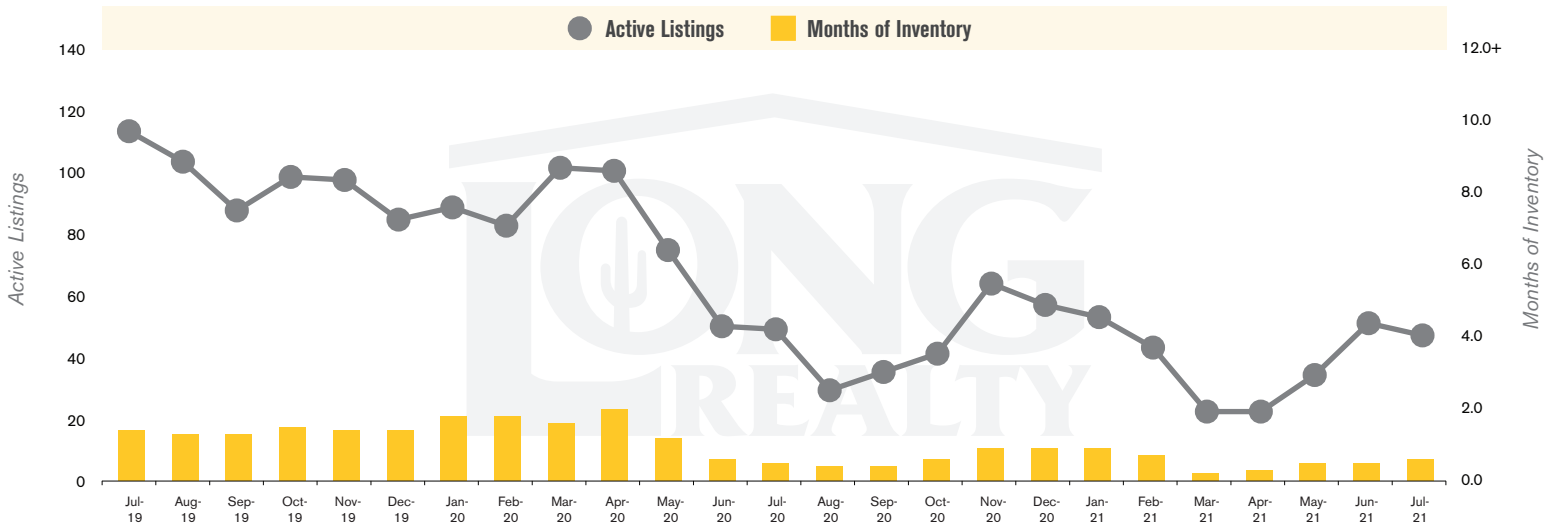


In the Sahuarita area, July 2021 active inventory was 48, a 4% decrease from July 2020. There were 76 closings in July 2021, a 22% decrease from July 2020. Year-to-date 2021 there were 536 closings, a 18% increase from year-to-date 2020. Months of Inventory was 0.6, up from 0.5 in July 2020. Median price of sold homes was \$293,500 for the month of July 2021, up 16% from July 2020. The Sahuarita area had 78 new properties under contract in July 2021, up 4% from July 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 08/05/2021 is believed to be reliable, but not guaranteed.

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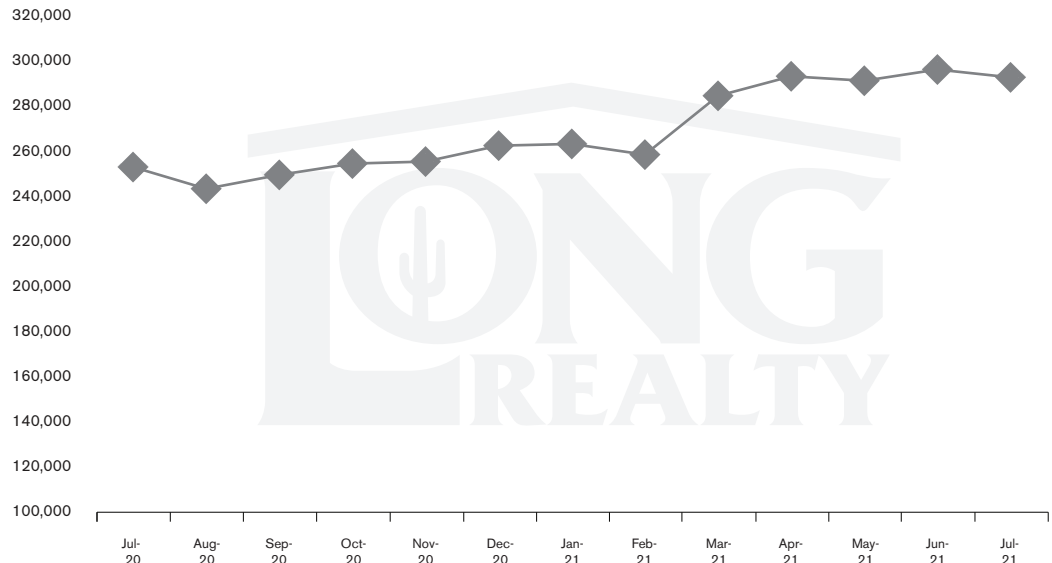
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MEDIAN SOLD PRICE SAHUARITA

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

Jul 2020	Jul 2021
97.3%	100.8%

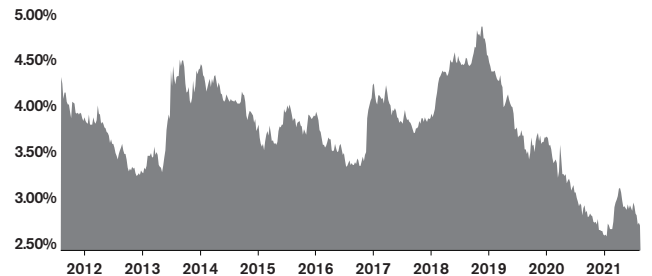


MONTHLY PAYMENT ON A MEDIAN PRICED HOME SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2020	\$253,450	3.020%	\$1,017.73
2021	\$293,500	2.870%	\$1,156.08

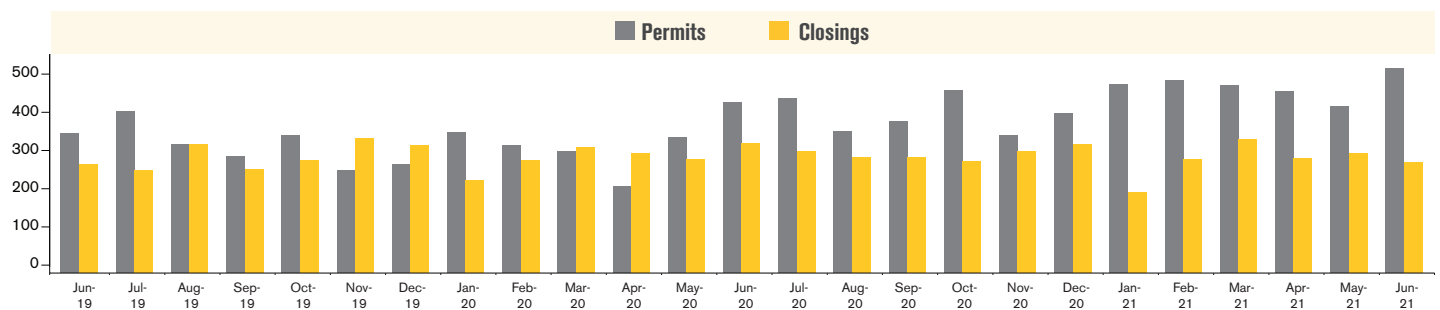
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For June 2021, new home permits were **up 20%** and new home closings were **down 14%** from June 2020.

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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
		Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-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	0	0	1	0	0	1	0	n/a	0.0	Seller
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	2	0	0	2	0	n/a	0.0	Seller
\$150,000 - 174,999	0	1	3	1	1	0	1	0.0	0.5	Seller
\$175,000 - 199,999	1	3	4	4	3	2	3	0.3	0.1	Seller
\$200,000 - 224,999	1	7	6	2	0	1	3	0.3	0.5	Seller
\$225,000 - 249,999	1	16	11	5	2	11	9	0.1	0.2	Seller
\$250,000 - 274,999	2	11	13	12	17	19	9	0.2	0.3	Seller
\$275,000 - 299,999	5	7	19	15	14	15	18	0.3	0.3	Seller
\$300,000 - 349,999	7	13	18	17	18	26	20	0.4	0.2	Seller
\$350,000 - 399,999	13	5	10	10	10	17	11	1.2	1.0	Seller
\$400,000 - 499,999	15	2	6	2	3	5	2	7.5	3.3	Seller
\$500,000 - 599,999	0	0	1	2	2	0	0	n/a	0.0	Seller
\$600,000 - 699,999	2	0	2	0	0	1	0	n/a	5.0	Balanced
\$700,000 - 799,999	1	0	0	1	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
TOTAL	48	65	96	71	70	100	76	0.6	0.5	Seller



Seller's Market



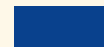
Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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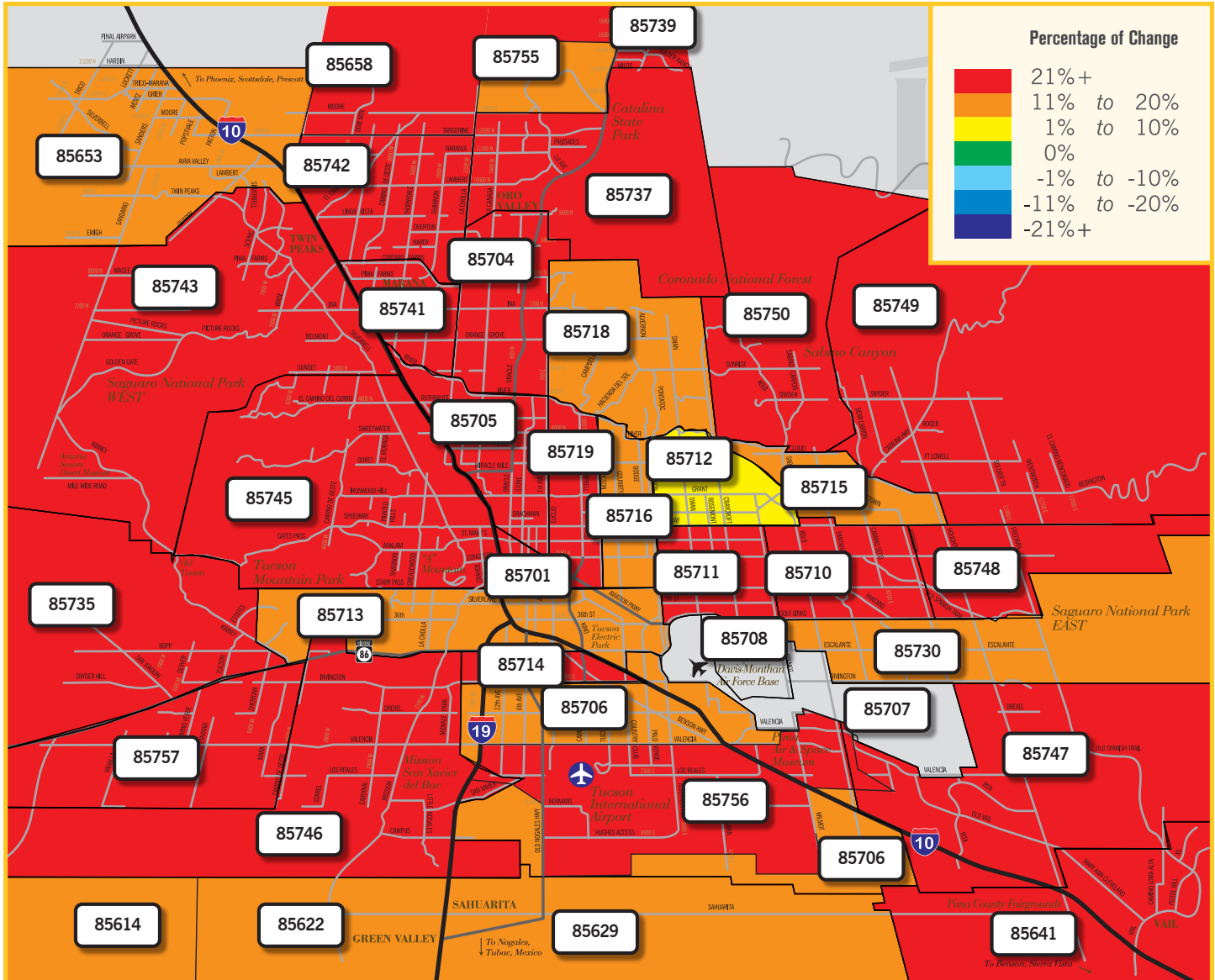
Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 08/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2021-07/31/2021. Information is believed to be reliable, but not guaranteed.

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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE MAY 2020-JUL 2020 TO MAY 2021-JUL 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 May 2020-July 2020 to May 2021-July 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2021. Information is believed to be reliable, but not guaranteed.