

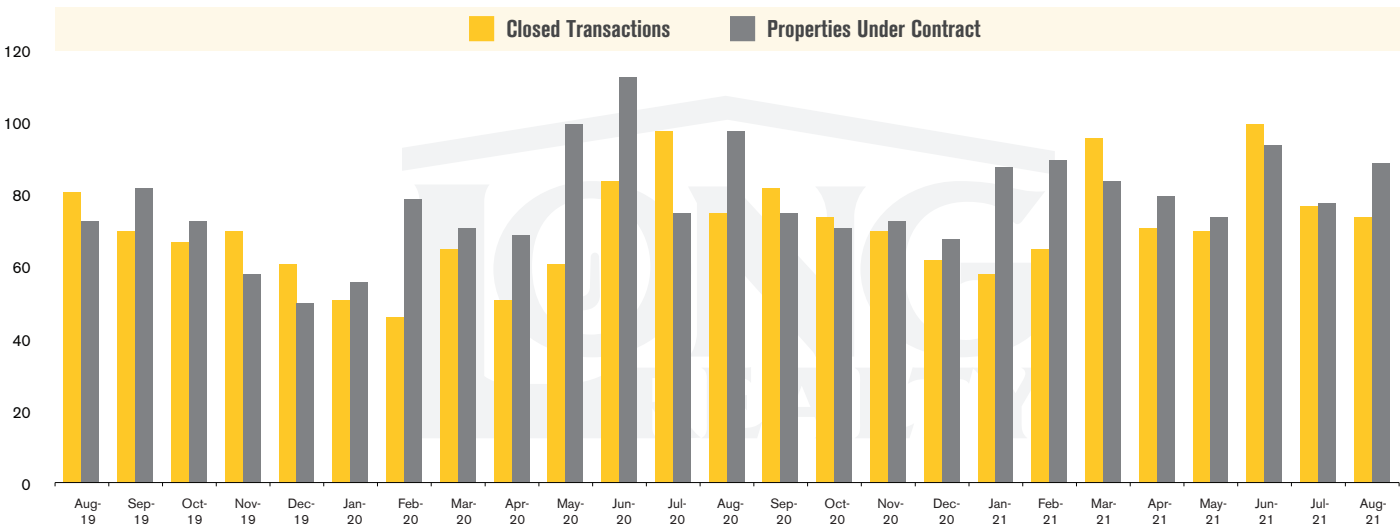
# THE HOUSING REPORT

SAHUARITA | SEPTEMBER 2021

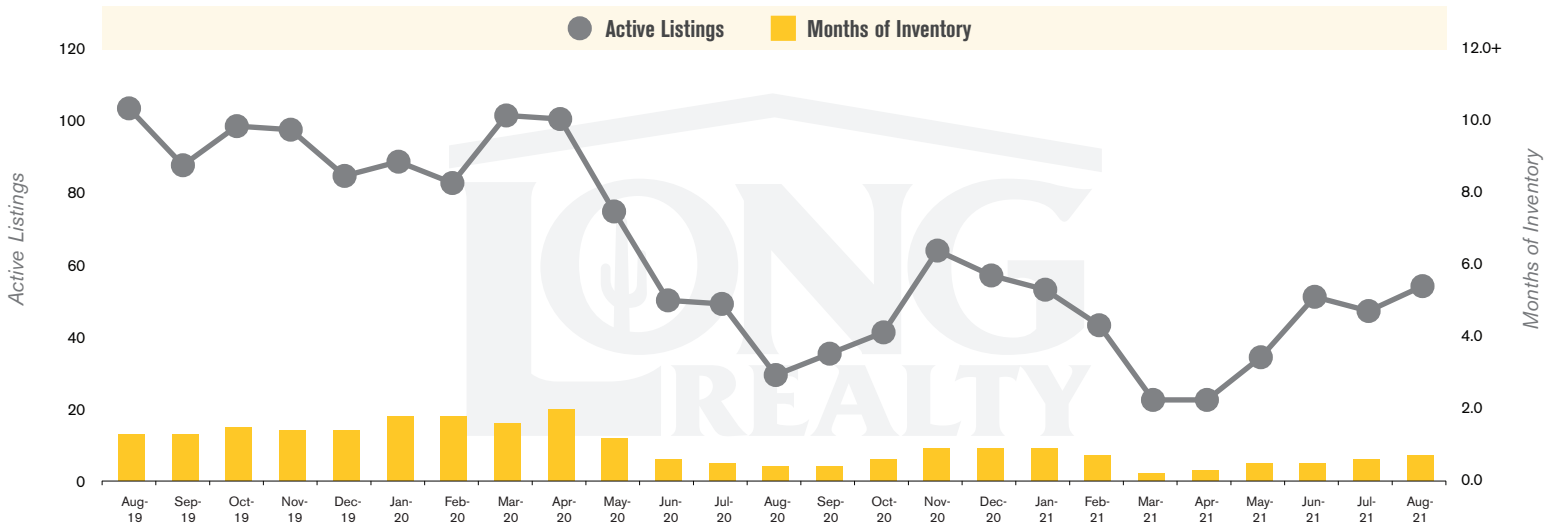


In the Sahuarita area, August 2021 active inventory was 55, an 83% increase from August 2020. There were 74 closings in August 2021, a 1% decrease from August 2020. Year-to-date 2021 there were 611 closings, a 15% increase from year-to-date 2020. Months of Inventory was 0.7, up from 0.4 in August 2020. Median price of sold homes was \$300,500 for the month of August 2021, up 23% from August 2020. The Sahuarita area had 89 new properties under contract in August 2021, down 9% from August 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 09/08/2021 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

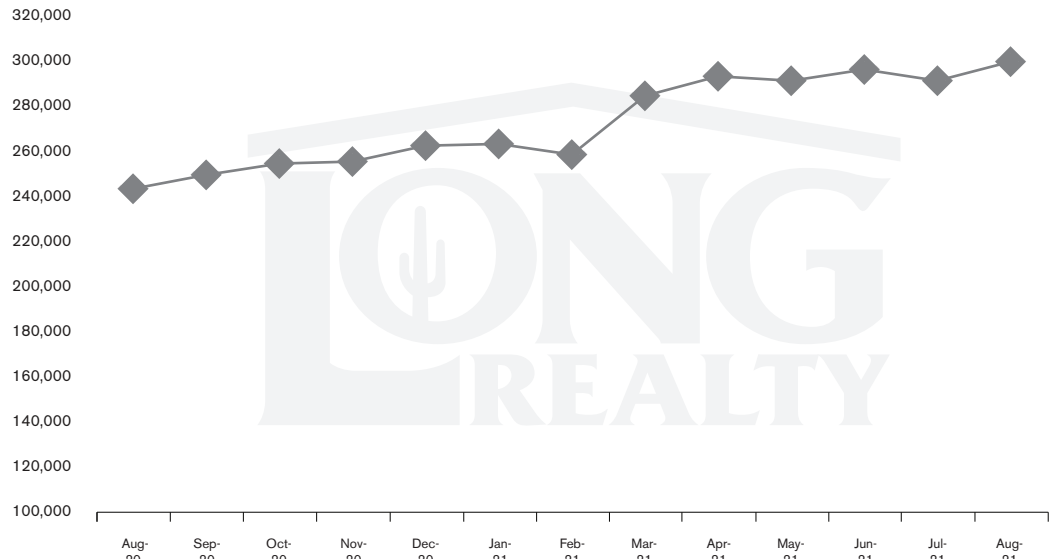
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## MEDIAN SOLD PRICE SAHUARITA

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

Aug 2020	Aug 2021
99.6%	101.7%

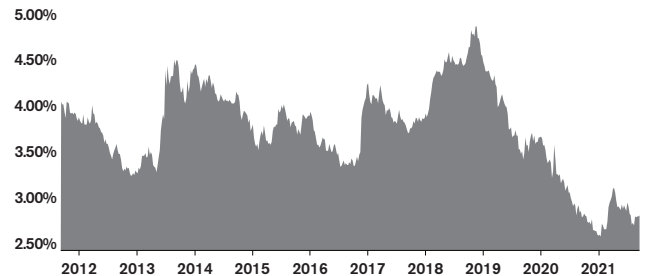


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2020	\$243,750	2.940%	\$968.80
2021	\$300,500	2.840%	\$1,179.08

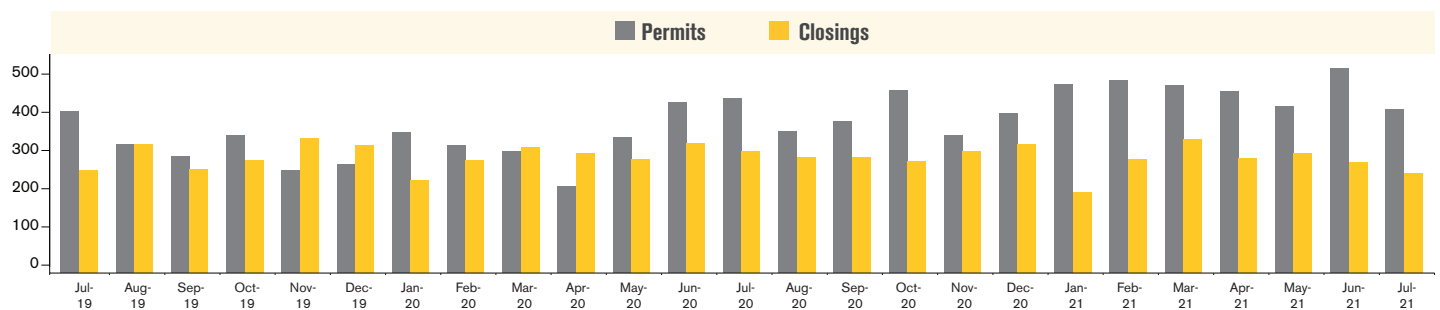
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For July 2021, new home permits were **down 18%** and new home closings were **down 6%** from July 2020.

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## MARKET CONDITIONS BY PRICE BAND SAHUARITA

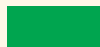
	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	1	0	0	1	0	0	n/a	0.0	Seller
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	1	2	0	0	2	0	0	n/a	0.5	Seller
\$150,000 - 174,999	1	3	1	1	0	1	0	n/a	2.0	Seller
\$175,000 - 199,999	0	4	4	3	2	3	2	0.0	0.1	Seller
\$200,000 - 224,999	0	6	2	0	1	3	0	n/a	0.5	Seller
\$225,000 - 249,999	4	11	5	2	11	9	4	1.0	0.3	Seller
\$250,000 - 274,999	2	13	12	17	19	10	18	0.1	0.2	Seller
\$275,000 - 299,999	5	19	15	14	15	18	9	0.6	0.4	Seller
\$300,000 - 349,999	4	18	17	18	26	20	21	0.2	0.2	Seller
\$350,000 - 399,999	11	10	10	10	17	11	14	0.8	0.9	Seller
\$400,000 - 499,999	19	6	2	3	5	2	2	9.5	4.9	Slightly Seller
\$500,000 - 599,999	6	1	2	2	0	0	1	6.0	6.0	Balanced
\$600,000 - 699,999	1	2	0	0	1	0	3	0.3	1.3	Seller
\$700,000 - 799,999	1	0	1	0	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
<b>TOTAL</b>	<b>55</b>	<b>96</b>	<b>71</b>	<b>70</b>	<b>100</b>	<b>77</b>	<b>74</b>	<b>0.7</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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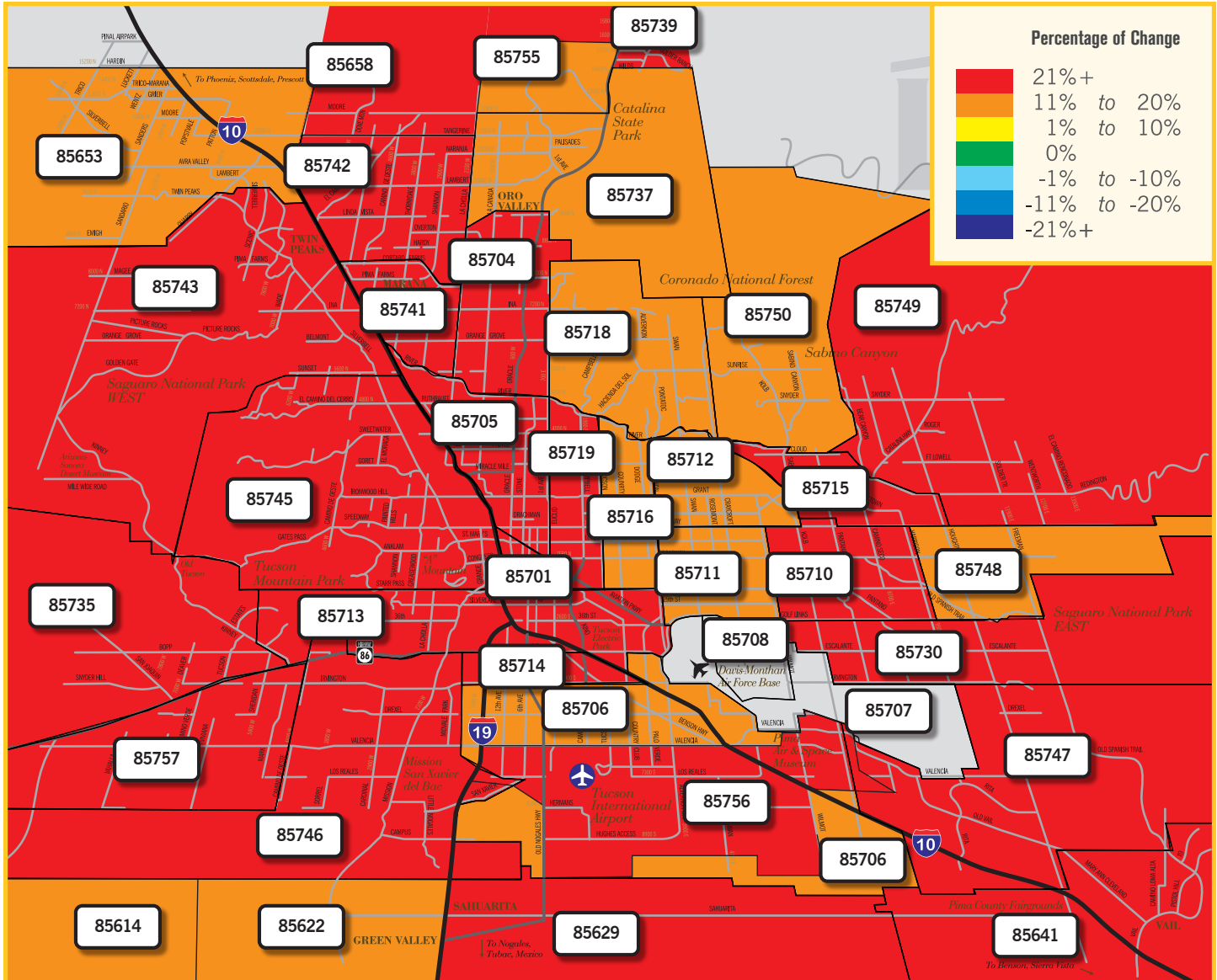
Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 09/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2021-08/31/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE JUN 2020-AUG 2020 TO JUN 2021-AUG 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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**Long Realty Company**

This heat map represents the percentage of change in Tucson metro median sales prices from June 2020-August 2020 to June 2021-August 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/08/2021. Information is believed to be reliable, but not guaranteed.