

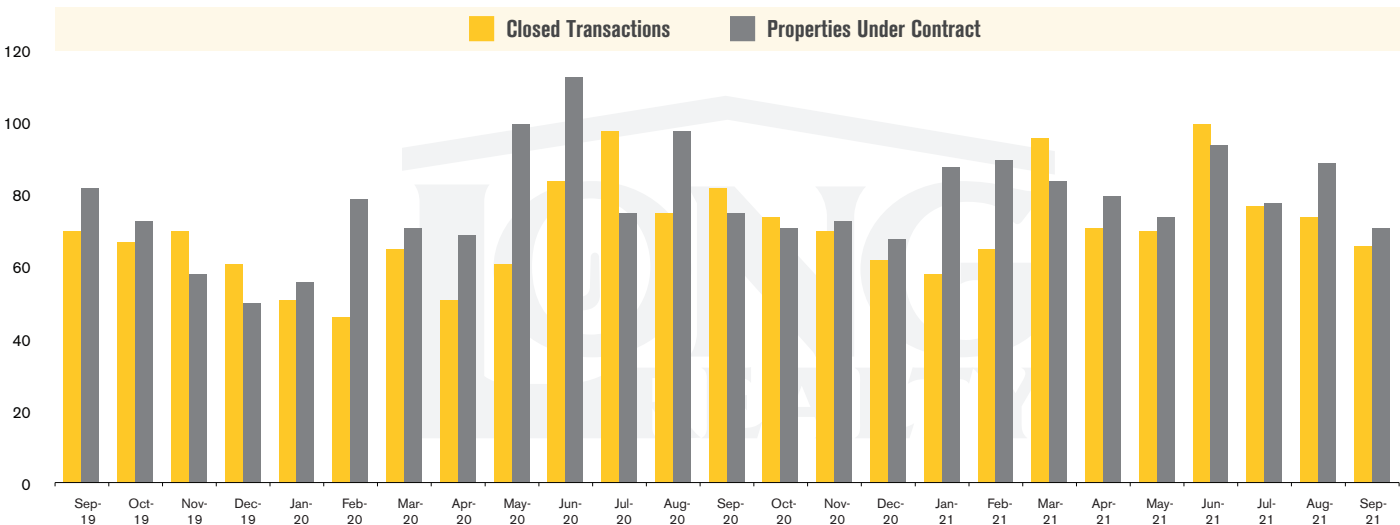
THE HOUSING REPORT

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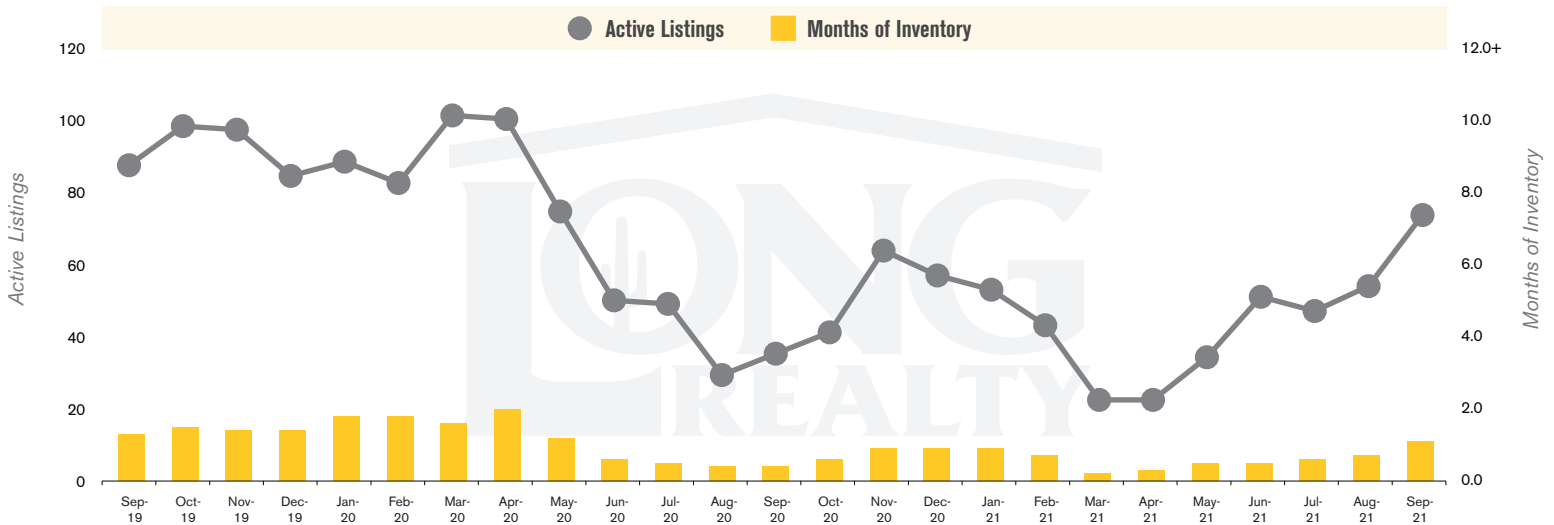


In the Sahuarita area, September 2021 active inventory was 75, a 108% increase from September 2020. There were 66 closings in September 2021, a 20% decrease from September 2020. Year-to-date 2021 there were 677 closings, a 10% increase from year-to-date 2020. Months of Inventory was 1.1, up from .4 in September 2020. Median price of sold homes was \$332,000 for the month of September 2021, up 32% from September 2020. The Sahuarita area had 71 new properties under contract in September 2021, down 5% from September 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 10/06/2021 is believed to be reliable, but not guaranteed.

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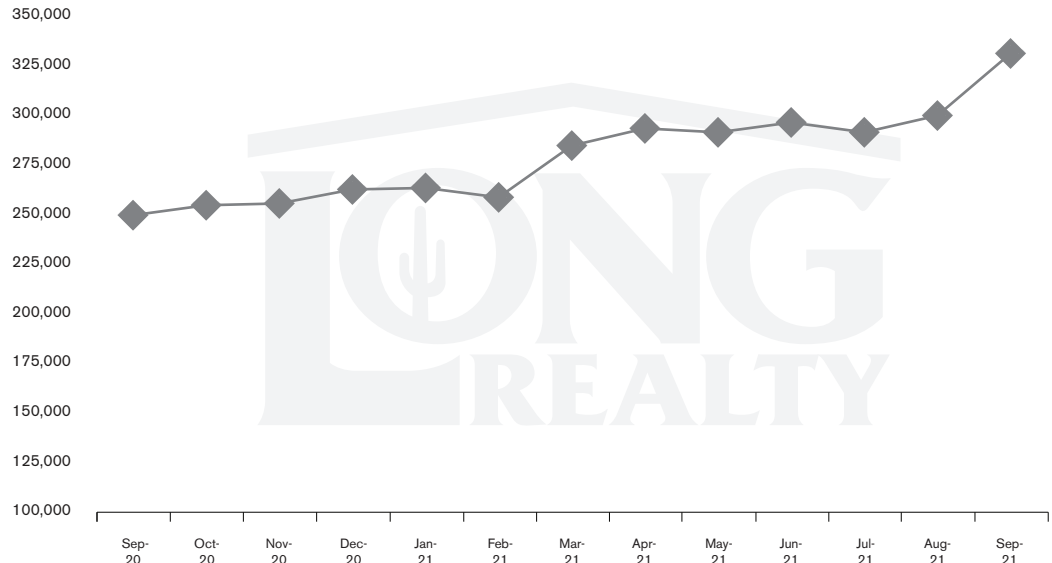
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MEDIAN SOLD PRICE SAHUARITA

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

Sep 2020	Sep 2021
99.8%	98.8%

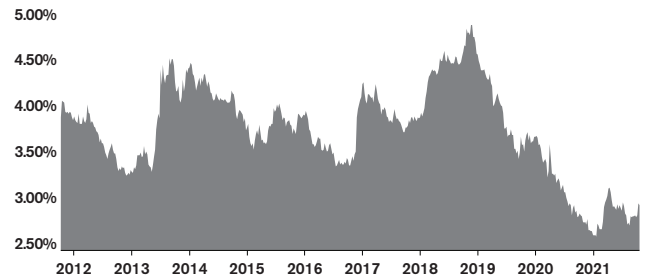


MONTHLY PAYMENT ON A MEDIAN PRICED HOME SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2020	\$249,950	2.890%	\$987.08
2021	\$332,000	2.900%	\$1,312.79

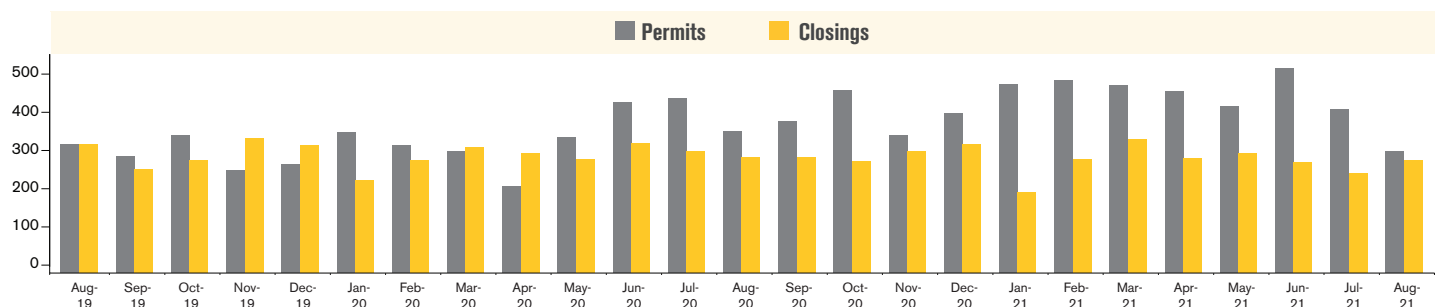
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For August 2021, new home permits were **down 3%** and new home closings were **down 14%** from August 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
		Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-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	0	1	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	0	2	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	1	1	1	0	1	0	0	n/a	2.0	Seller
\$175,000 - 199,999	0	4	3	2	3	2	2	0.0	0.1	Seller
\$200,000 - 224,999	1	2	0	1	3	0	2	0.5	0.4	Seller
\$225,000 - 249,999	1	5	2	11	9	4	2	0.5	0.4	Seller
\$250,000 - 274,999	4	12	17	19	10	18	3	1.3	0.3	Seller
\$275,000 - 299,999	12	15	14	15	18	9	16	0.8	0.5	Seller
\$300,000 - 349,999	11	17	18	26	20	21	14	0.8	0.4	Seller
\$350,000 - 399,999	17	10	10	17	11	14	16	1.1	1.0	Seller
\$400,000 - 499,999	21	2	3	5	2	2	11	1.9	3.7	Seller
\$500,000 - 599,999	4	2	2	0	0	1	0	n/a	10.0	Buyer
\$600,000 - 699,999	1	0	0	1	0	3	0	n/a	1.3	Seller
\$700,000 - 799,999	1	1	0	0	0	0	0	n/a	n/a	n/a
\$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
TOTAL	75	71	70	100	77	74	66	1.1	0.8	Seller



Seller's Market



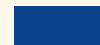
Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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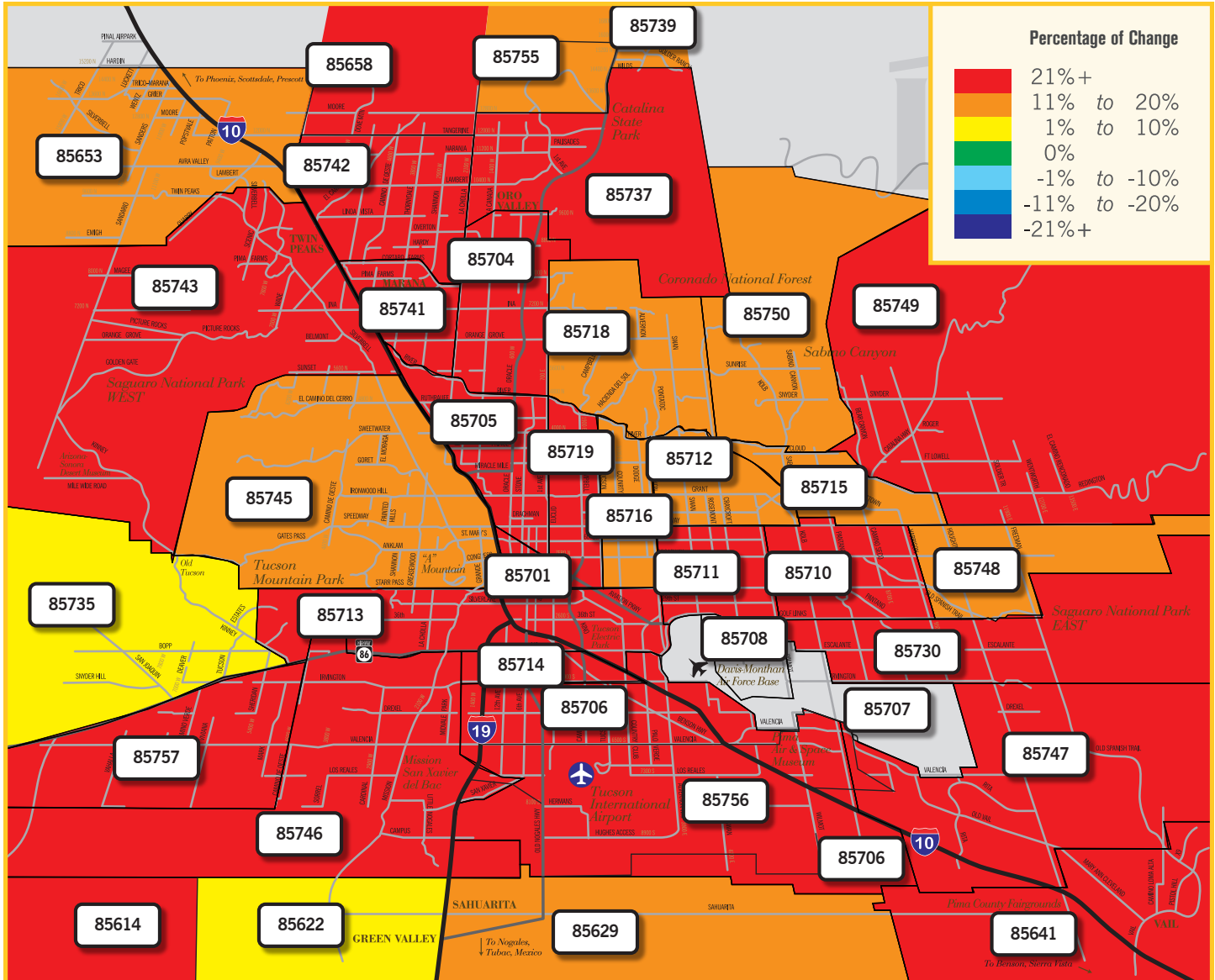
Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 10/06/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2021-09/30/2021. Information is believed to be reliable, but not guaranteed.

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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE JUL 2020-SEP 2020 TO JUL 2021-SEP 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 July 2020-September 2020 to July 2021-September 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/06/2021. Information is believed to be reliable, but not guaranteed.