

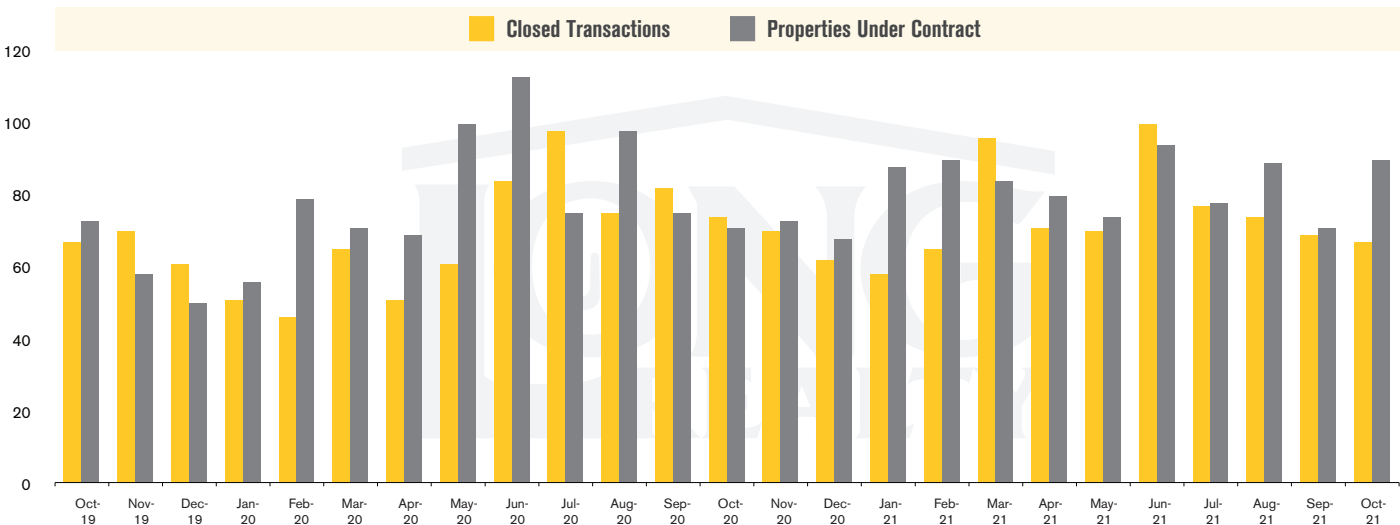
THE HOUSING REPORT

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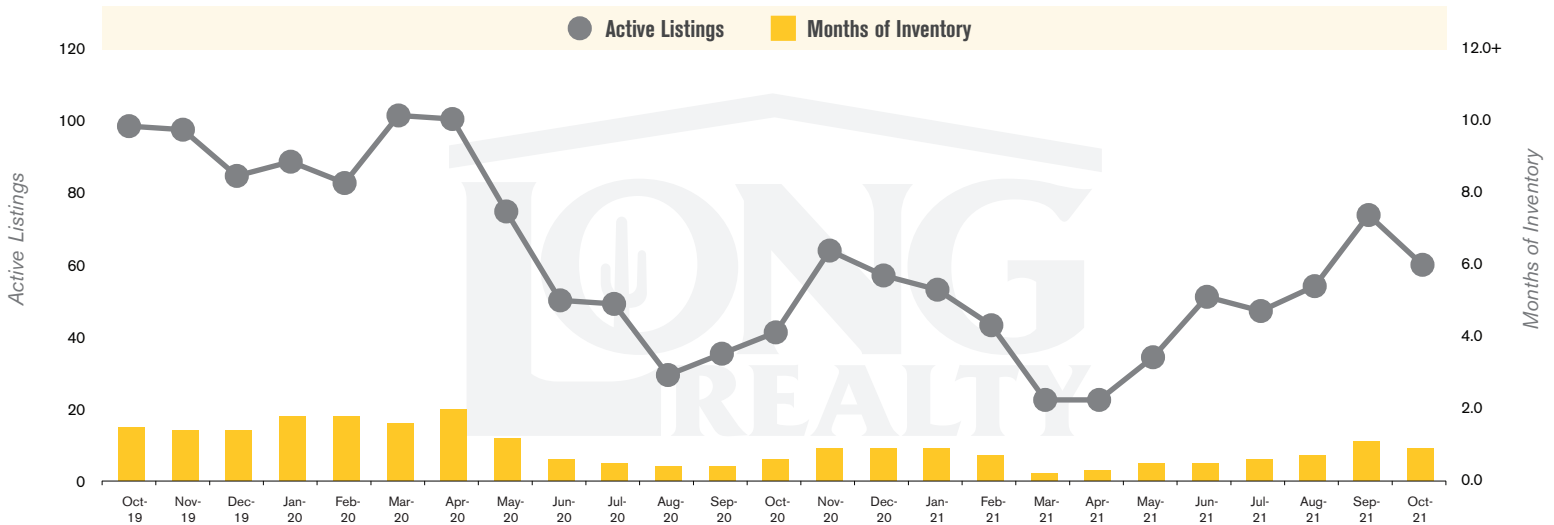


In the Sahuarita area, October 2021 active inventory was 61, a 45% increase from October 2020. There were 67 closings in October 2021, a 9% decrease from October 2020. Year-to-date 2021 there were 747 closings, a 9% increase from year-to-date 2020. Months of Inventory was 0.9, up from 0.6 in October 2020. Median price of sold homes was \$340,000 for the month of October 2021, up 33% from October 2020. The Sahuarita area had 90 new properties under contract in October 2021, up 27% from October 2020.

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

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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 11/05/2021 is believed to be reliable, but not guaranteed.

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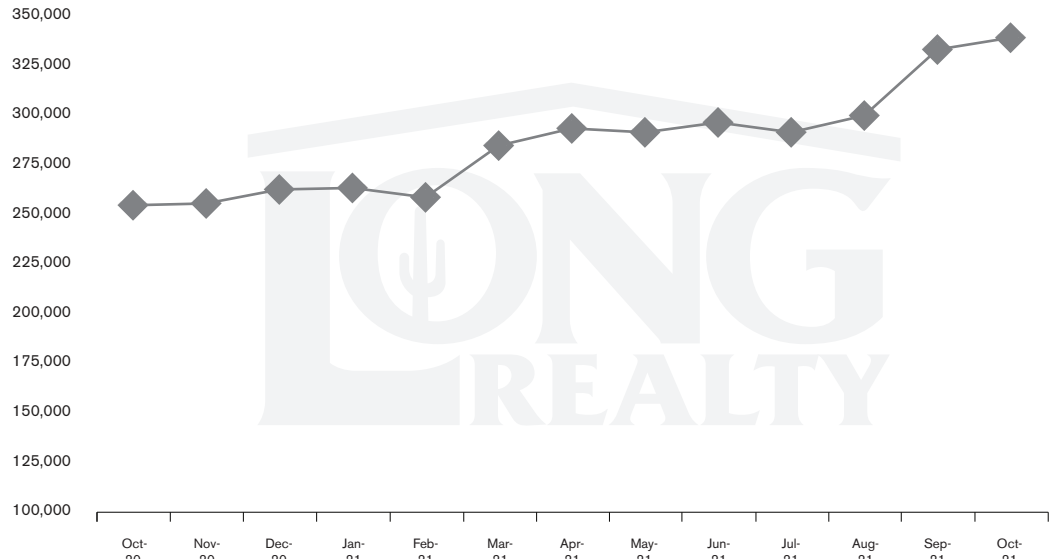
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MEDIAN SOLD PRICE SAHUARITA

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

Oct 2020	Oct 2021
98.3%	98.3%

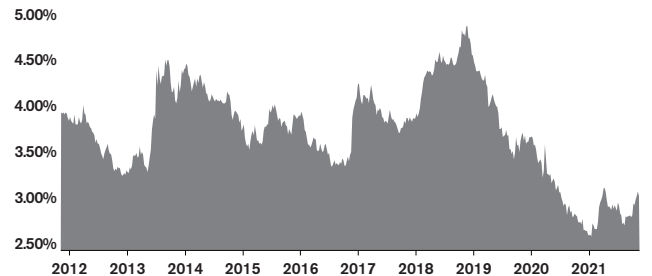


MONTHLY PAYMENT ON A MEDIAN PRICED HOME SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2020	\$255,000	2.830%	\$999.26
2021	\$340,000	3.070%	\$1,374.01

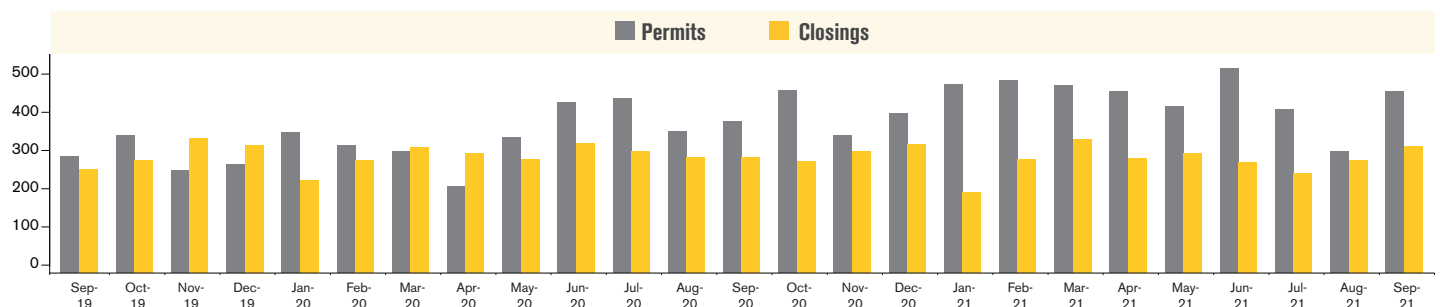
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For September 2021, new home permits were **up 19%** and new home closings were **up 10%** from September 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
		May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-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	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	0	0	1	1	0.0	0.0	Seller
\$125,000 - 149,999	0	0	2	0	0	0	2	0.0	0.5	Seller
\$150,000 - 174,999	0	1	0	1	0	0	3	0.0	0.7	Seller
\$175,000 - 199,999	0	3	2	3	2	2	0	n/a	0.0	Seller
\$200,000 - 224,999	1	0	1	3	0	2	3	0.3	0.4	Seller
\$225,000 - 249,999	0	2	11	9	4	2	2	0.0	0.6	Seller
\$250,000 - 274,999	5	17	19	10	18	3	5	1.0	0.4	Seller
\$275,000 - 299,999	6	14	15	18	9	16	10	0.6	0.7	Seller
\$300,000 - 349,999	19	19	26	20	21	14	13	1.5	0.7	Seller
\$350,000 - 399,999	9	10	17	11	14	17	15	0.6	0.8	Seller
\$400,000 - 499,999	14	3	5	2	2	11	10	1.4	2.3	Seller
\$500,000 - 599,999	6	2	0	0	1	0	2	3.0	5.3	Balanced
\$600,000 - 699,999	0	0	1	0	3	0	0	n/a	0.7	Seller
\$700,000 - 799,999	1	0	0	0	0	1	1	1.0	1.5	Seller
\$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	61	71	100	77	74	69	67	0.9	0.9	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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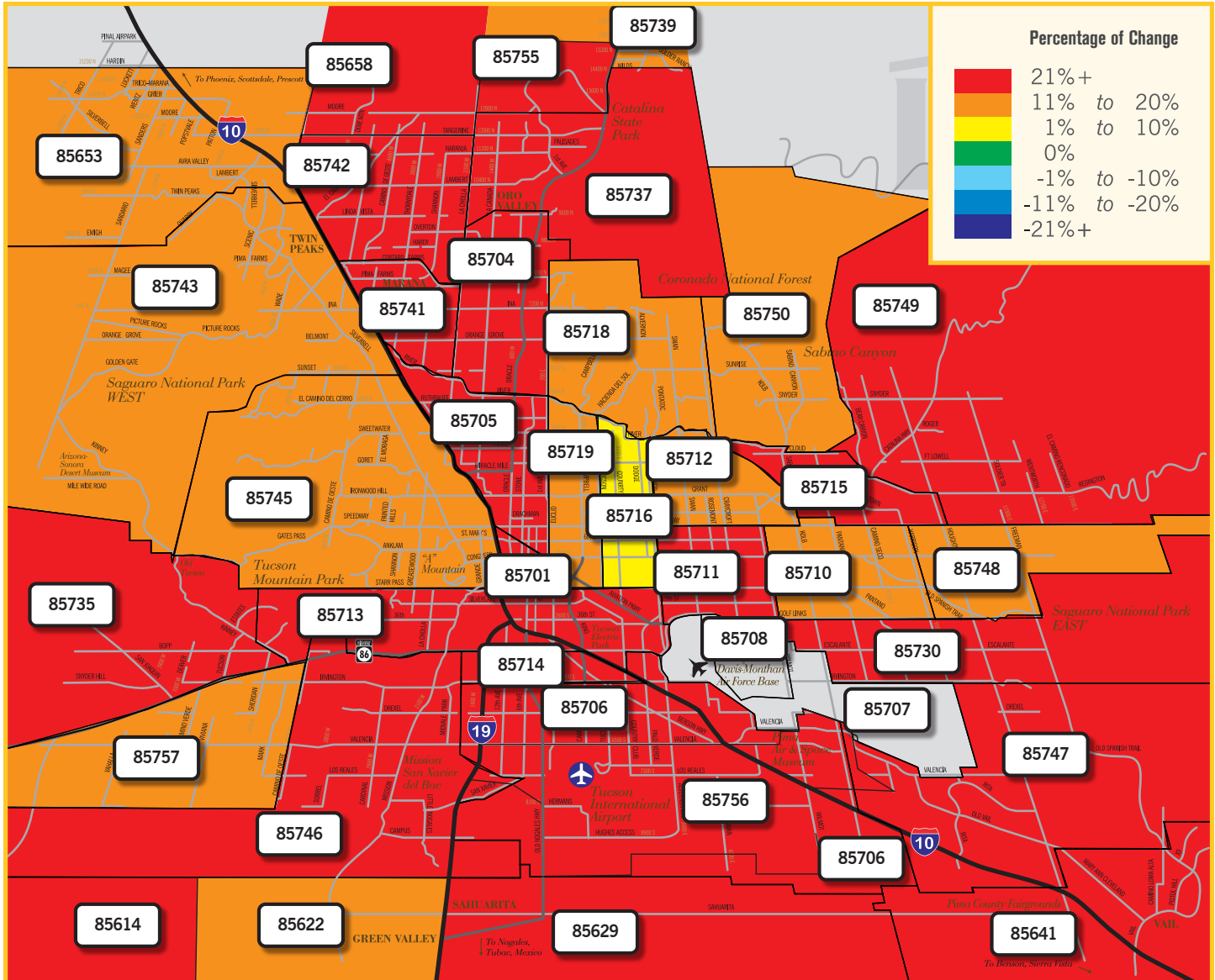
Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 11/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2021-10/31/2021. Information is believed to be reliable, but not guaranteed.

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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE AUG 2020-OCT 2020 TO AUG 2021-OCT 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 August 2020-October 2020 to August 2021-October 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 11/05/2021. Information is believed to be reliable, but not guaranteed.