

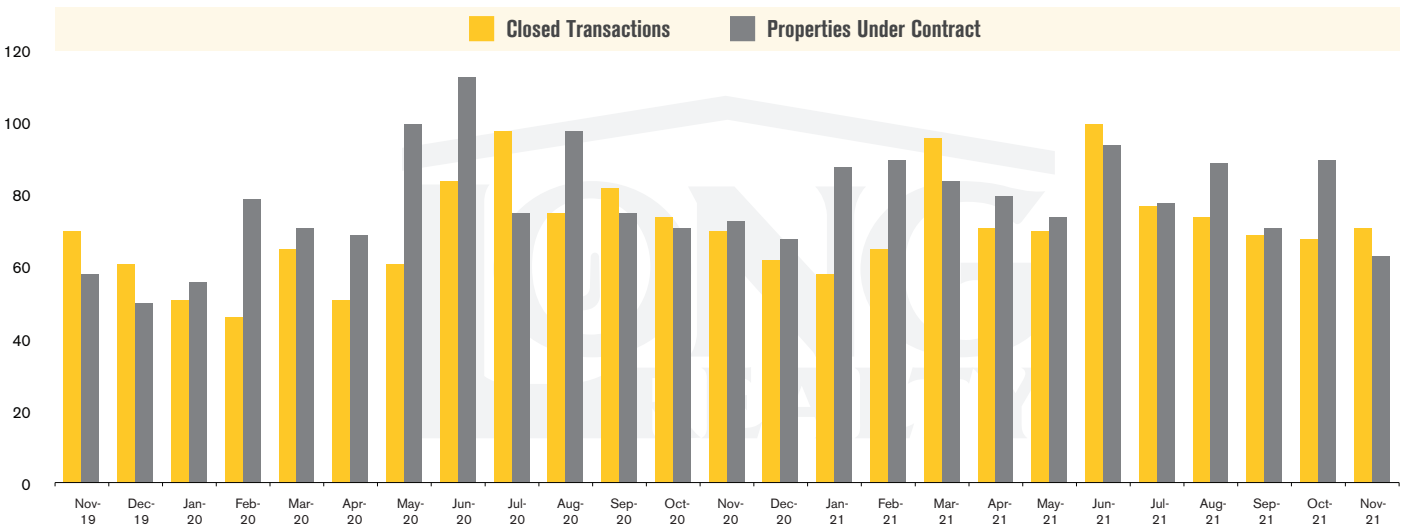
# THE HOUSING REPORT

SAHUARITA | DECEMBER 2021

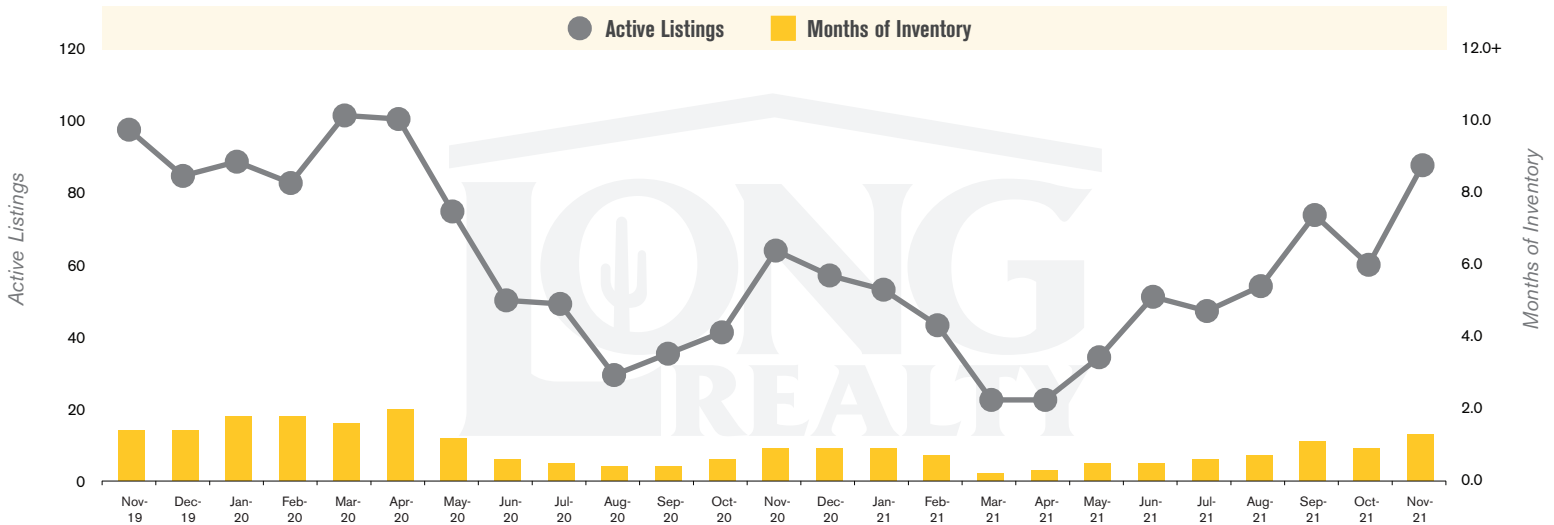


In the Sahuarita area, November 2021 active inventory was 89, a 37% increase from November 2020. There were 71 closings in November 2021, a 1% increase from November 2020. Year-to-date 2021 there were 819 closings, an 8% increase from year-to-date 2020. Months of Inventory was 1.3, up from 0.9 in November 2020. Median price of sold homes was \$318,000 for the month of November 2021, up 24% from November 2020. The Sahuarita area had 63 new properties under contract in November 2021, down 14% from November 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](mailto: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 12/07/2021 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

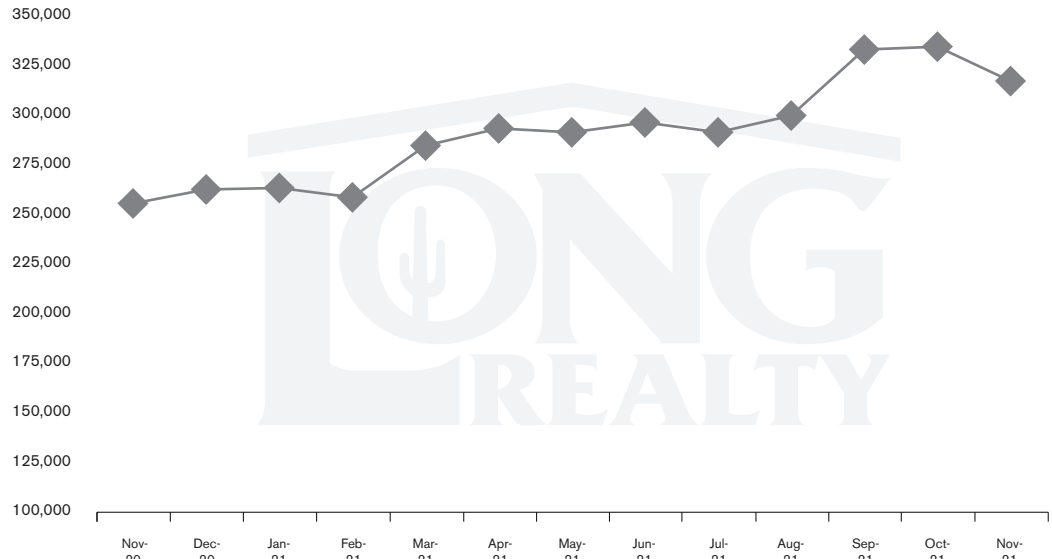
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## MEDIAN SOLD PRICE SAHUARITA

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

Nov 2020	Nov 2021
98.6%	98.3%

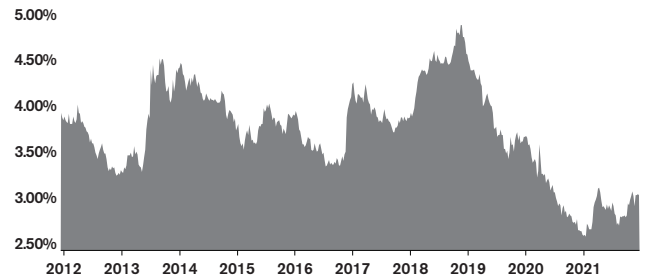


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2020	\$255,900	2.770%	\$995.03
2021	\$318,000	3.070%	\$1,285.10

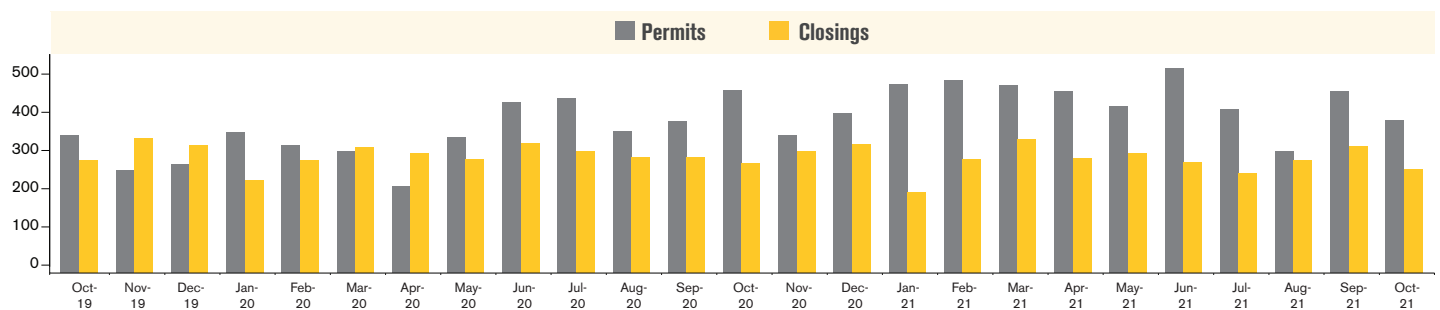
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For October 2021, new home permits were **down 16%** and new home closings were **down 6%** from October 2020.

Stephen Woodall - Team Woodall  
(520) 818-4504 | Stephen@TeamWoodall.com

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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
		Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-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	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	0	1	1	0	n/a	0.0	<b>Seller</b>
\$125,000 - 149,999	0	2	0	0	0	2	1	0.0	0.0	<b>Seller</b>
\$150,000 - 174,999	1	0	1	0	0	3	1	1.0	0.5	<b>Seller</b>
\$175,000 - 199,999	0	2	3	2	2	0	0	n/a	0.0	<b>Seller</b>
\$200,000 - 224,999	0	1	3	0	2	3	3	0.0	0.3	<b>Seller</b>
\$225,000 - 249,999	0	11	9	4	2	2	2	0.0	0.2	<b>Seller</b>
\$250,000 - 274,999	7	19	10	18	3	6	9	0.8	0.9	<b>Seller</b>
\$275,000 - 299,999	7	15	18	9	16	10	14	0.5	0.6	<b>Seller</b>
\$300,000 - 349,999	25	26	20	21	14	13	10	2.5	1.5	<b>Seller</b>
\$350,000 - 399,999	15	17	11	14	17	15	14	1.1	0.9	<b>Seller</b>
\$400,000 - 499,999	25	5	2	2	11	10	14	1.8	1.7	<b>Seller</b>
\$500,000 - 599,999	8	0	0	1	0	2	2	4.0	4.5	<b>Slightly Seller</b>
\$600,000 - 699,999	0	1	0	3	0	0	1	0.0	1.0	<b>Seller</b>
\$700,000 - 799,999	1	0	0	0	1	1	0	n/a	1.5	<b>Seller</b>
\$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>89</b>	<b>100</b>	<b>77</b>	<b>74</b>	<b>69</b>	<b>68</b>	<b>71</b>	<b>1.3</b>	<b>1.1</b>	<b>Seller</b>



**Seller's Market**



**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



Stephen Woodall - Team Woodall  
(520) 818-4504 | Stephen@TeamWoodall.com

**Long Realty Company**

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 12/07/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2021-11/30/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

SAHUARITA | DECEMBER 2021



## MARKET SHARE SAHUARITA

**Long Realty leads the market in successful real estate sales.**

Data Obtained 12/07/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 12/01/2020 – 11/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

14.6%

Tierra Antigua Realty

14.0%

Coldwell Banker Residential Brokerage

11.5%

Realty Executives Arizona Territory

8.6%

Keller Williams Southern Arizona

5.9%

Exp Realty

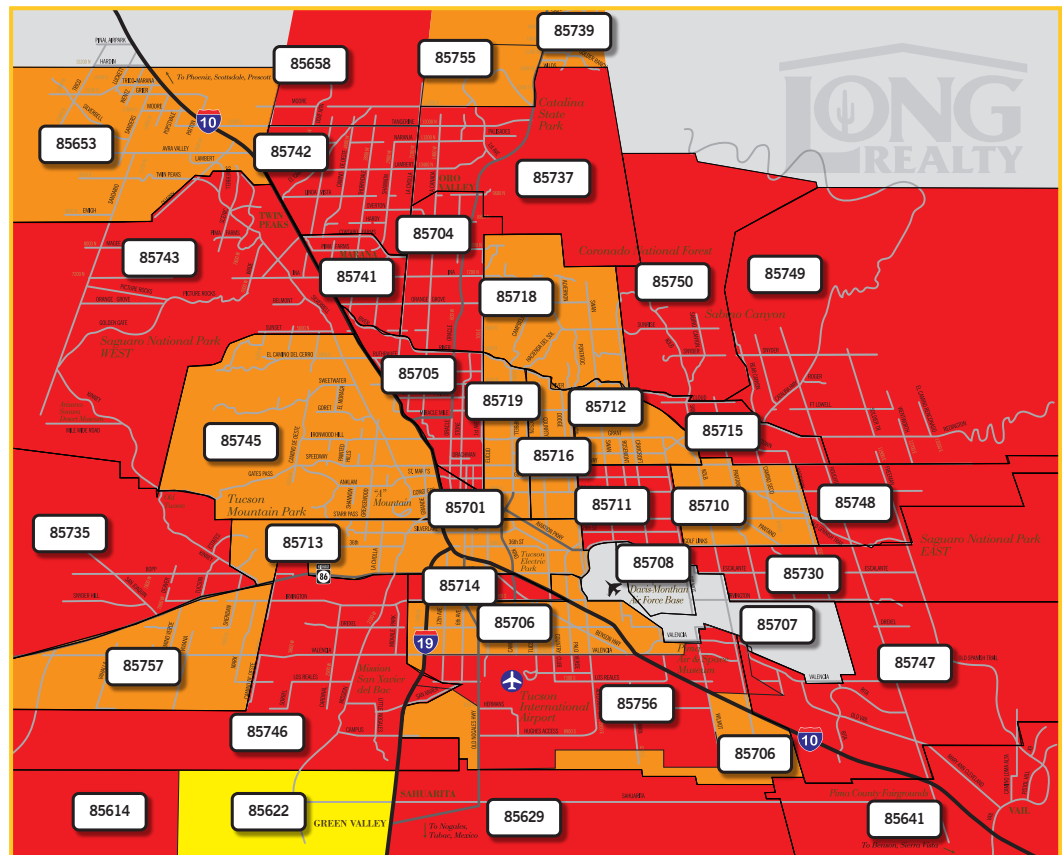
5.4%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2020-NOV 2020 TO  
SEP 2021-NOV 2021

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

### Percentage of Change



**PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.**

Stephen Woodall - Team Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

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This heat map represents the percentage of change in Tucson metro median sales prices from September 2020-November 2020 to September 2021-November 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/07/2021. Information is believed to be reliable, but not guaranteed.