

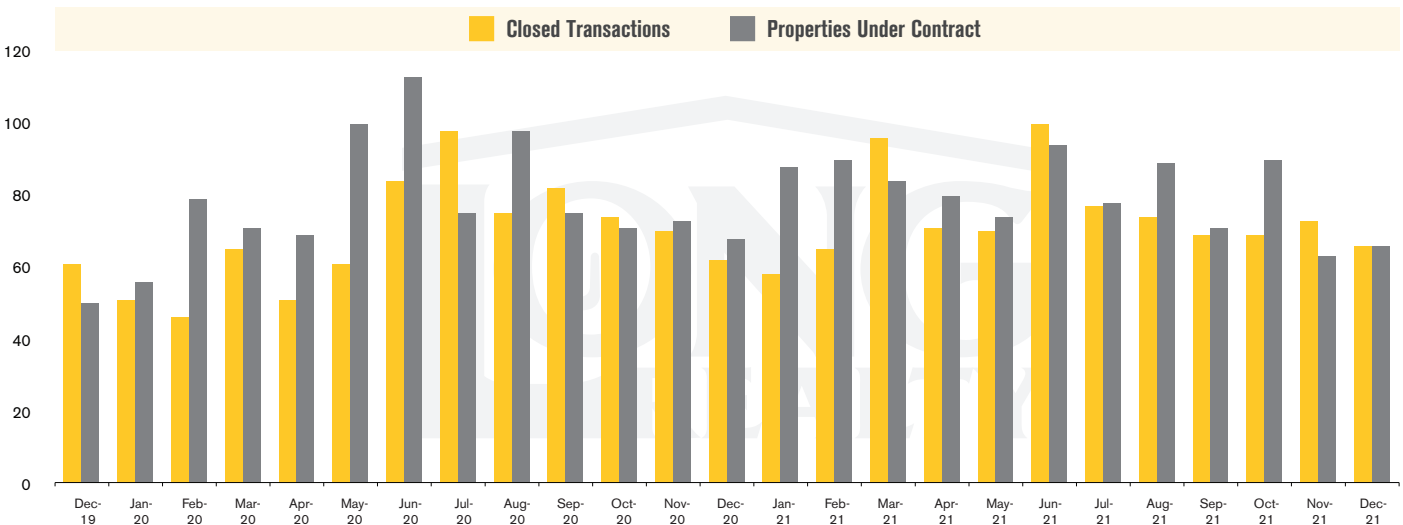
THE HOUSING REPORT

SAHUARITA | JANUARY 2022

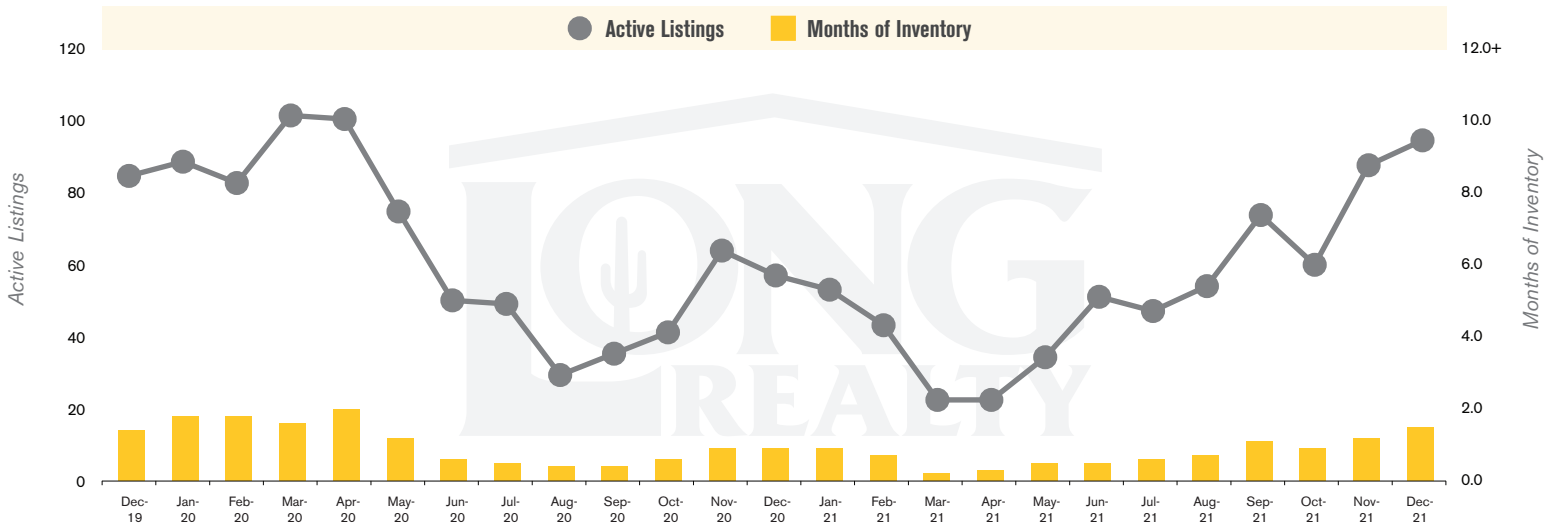


In the Sahuarita area, December 2021 active inventory was 96, a 66% increase from December 2020. There were 66 closings in December 2021, a 6% increase from December 2020. Year-to-date 2021 there were 888 closings, an 8% increase from year-to-date 2020. Months of Inventory was 1.5, up from 0.9 in December 2020. Median price of sold homes was \$337,500 for the month of December 2021, up 28% from December 2020. The Sahuarita area had 66 new properties under contract in December 2021, down 3% from December 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 01/06/2022 is believed to be reliable, but not guaranteed.

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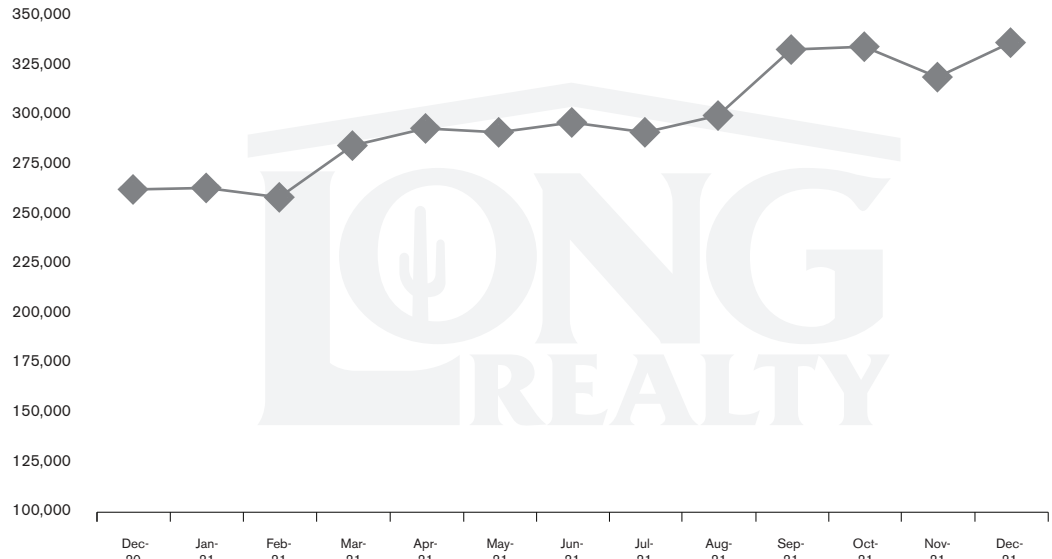
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MEDIAN SOLD PRICE SAHUARITA

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

Dec 2020	Dec 2021
100.6%	98.1%

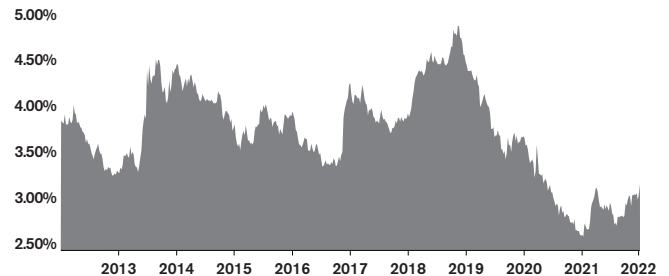


MONTHLY PAYMENT ON A MEDIAN PRICED HOME SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2020	\$263,000	2.680%	\$1,010.75
2021	\$337,500	3.100%	\$1,369.12

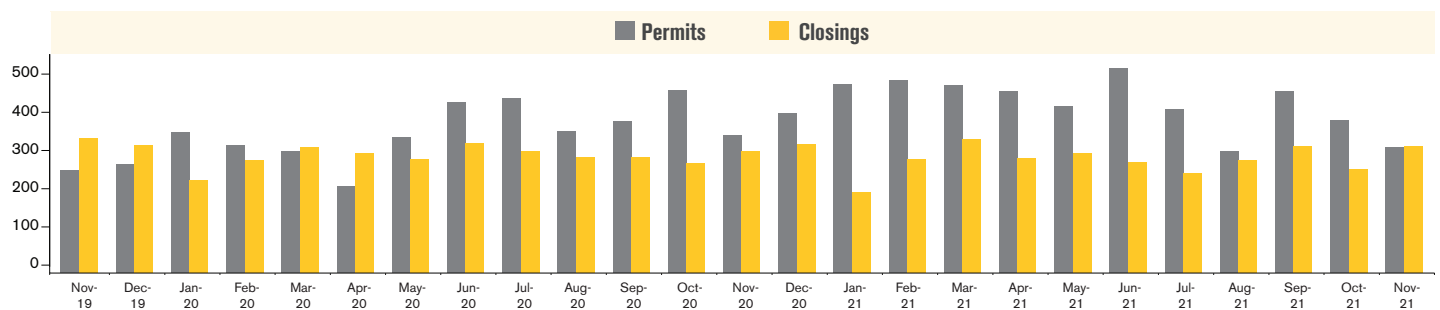
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For November 2021, new home permits were **down 9%** and new home closings were **up 4%** from November 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
		Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-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	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	1	1	0	0	n/a	0.0	Seller
\$125,000 - 149,999	0	0	0	0	2	1	0	n/a	0.0	Seller
\$150,000 - 174,999	0	1	0	0	3	1	0	n/a	0.3	Seller
\$175,000 - 199,999	0	3	2	2	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	1	3	0	2	3	3	1	1.0	0.3	Seller
\$225,000 - 249,999	1	9	4	2	2	2	0	n/a	0.3	Seller
\$250,000 - 274,999	2	10	18	3	6	9	2	1.0	0.8	Seller
\$275,000 - 299,999	6	18	9	16	10	14	10	0.6	0.6	Seller
\$300,000 - 349,999	27	20	21	14	13	11	21	1.3	1.6	Seller
\$350,000 - 399,999	15	11	14	17	16	15	17	0.9	0.8	Seller
\$400,000 - 499,999	33	2	2	11	10	14	13	2.5	1.9	Seller
\$500,000 - 599,999	9	0	1	0	2	2	1	9.0	4.6	Slightly Seller
\$600,000 - 699,999	0	0	3	0	0	1	0	n/a	0.0	Seller
\$700,000 - 799,999	0	0	0	1	1	0	1	0.0	1.0	Seller
\$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	1	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	96	77	74	69	69	73	66	1.5	1.2	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall - Team Woodall
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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 01/06/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2021-12/31/2021. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 01/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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14.1%

Tierra Antigua Realty

13.8%

Coldwell Banker Residential Brokerage

11.6%

Realty Executives Arizona Territory

8.2%

Keller Williams Southern Arizona

6.3%

Exp Realty

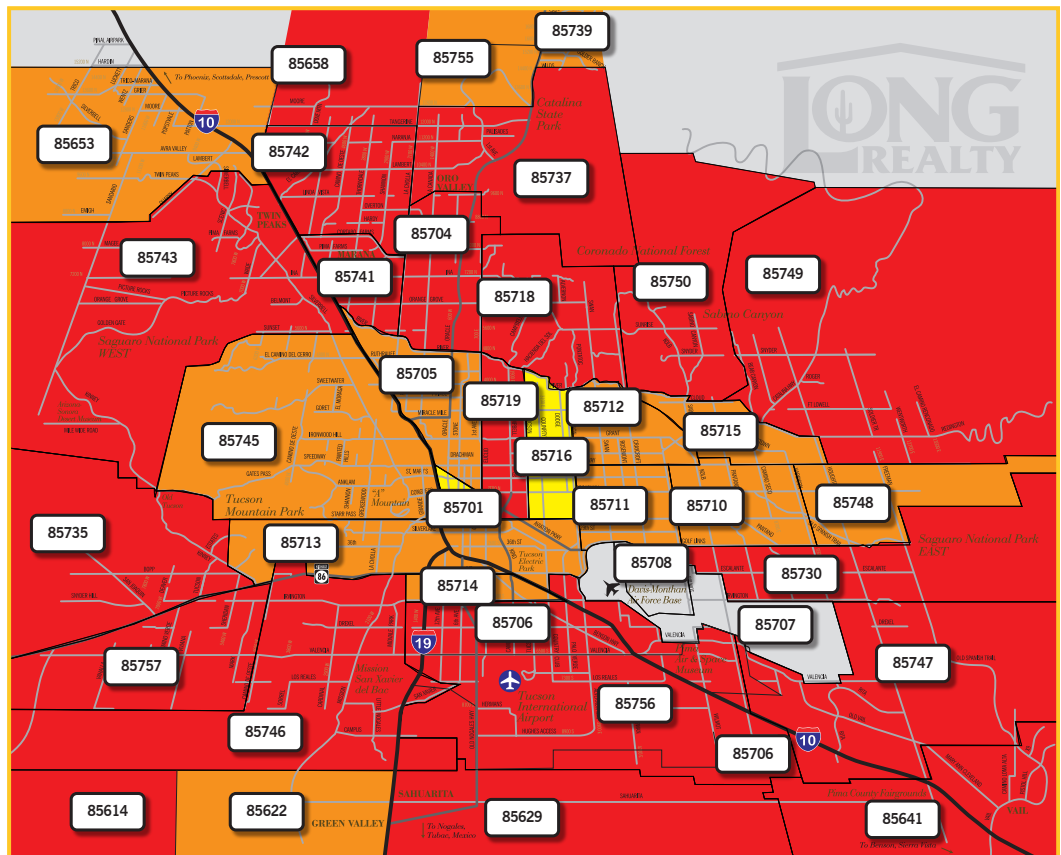
5.3%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2020-DEC 2020 TO
OCT 2021-DEC 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.

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This heat map represents the percentage of change in Tucson metro median sales prices from October 2020-December 2020 to October 2021-December 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/06/2022. Information is believed to be reliable, but not guaranteed.