

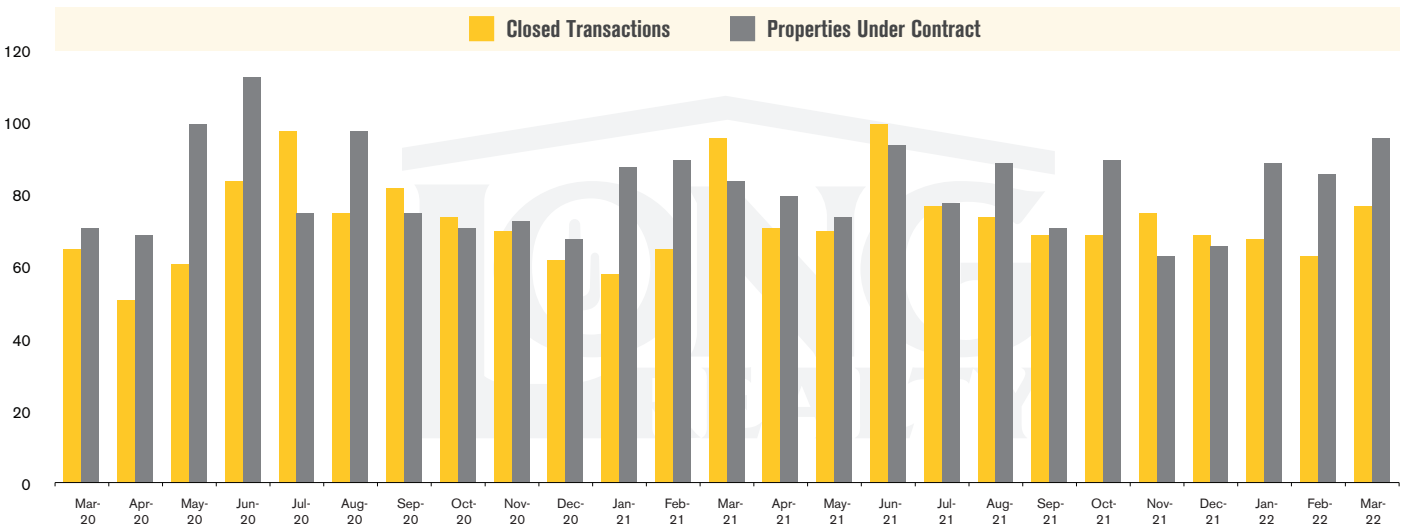
THE HOUSING REPORT

SAHUARITA | APRIL 2022

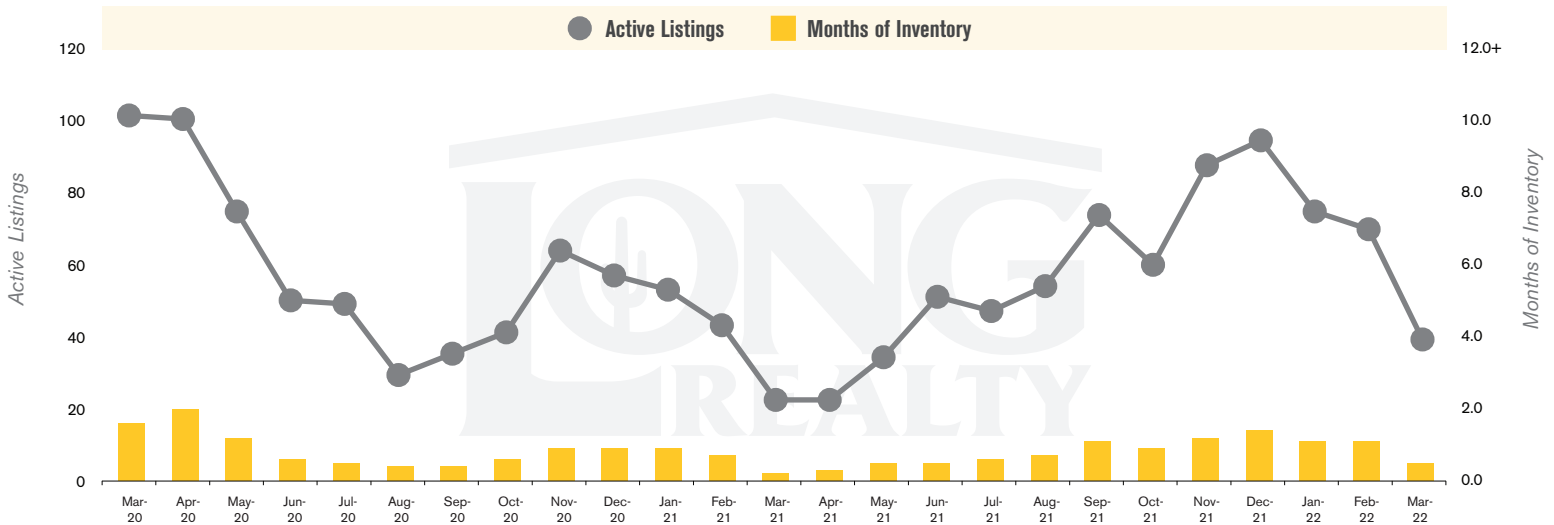


In the Sahuarita area, March 2022 active inventory was 40, a 74% increase from March 2021. There were 77 closings in March 2022, a 20% decrease from March 2021. Year-to-date 2022 there were 208 closings, a 5% decrease from year-to-date 2021. Months of Inventory was 0.5, up from 0.2 in March 2021. Median price of sold homes was \$325,000 for the month of March 2022, up 14% from March 2021. The Sahuarita area had 96 new properties under contract in March 2022, up 14% from March 2021.

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 04/07/2022 is believed to be reliable, but not guaranteed.

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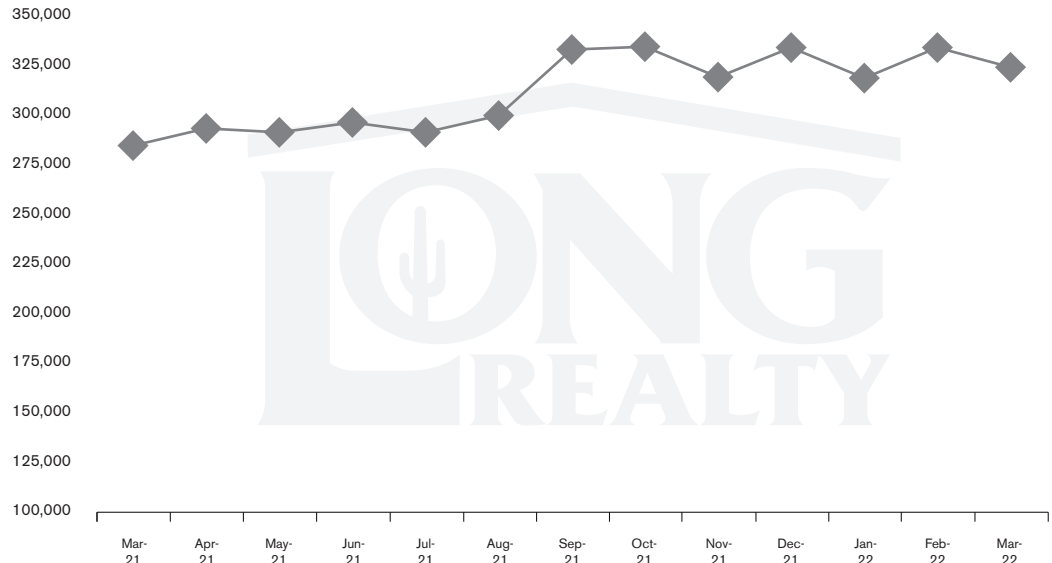
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MEDIAN SOLD PRICE SAHUARITA

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

| Mar 2021 | Mar 2022 |
|----------|----------|
| 100.3% | 99.9% |

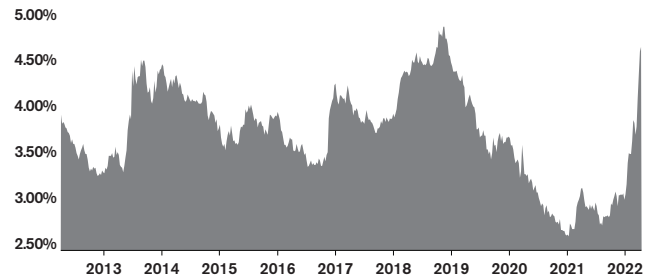


MONTHLY PAYMENT ON A MEDIAN PRICED HOME SAHUARITA

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$217,200 | 6.140% | \$1,255.75 |
| 2021 | \$285,250 | 3.080% | \$1,154.22 |
| 2022 | \$325,000 | 4.170% | \$1,504.44 |

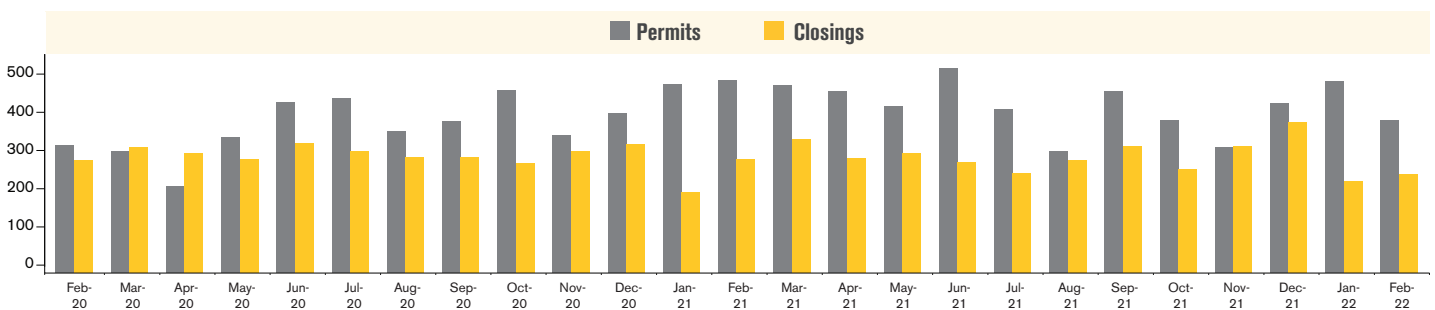
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For February 2022, new home permits were **down 21%** and new home closings were **down 14%** from February 2021.

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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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|----------------------------------------|-------------------|
| | | Oct-21 | Nov-21 | Dec-21 | Jan-22 | Feb-22 | Mar-22 | | | |
| \$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 | 1 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$125,000 - 149,999 | 0 | 2 | 1 | 0 | 0 | 0 | 1 | 0.0 | 1.0 | Seller |
| \$150,000 - 174,999 | 0 | 3 | 1 | 0 | 0 | 2 | 1 | 0.0 | 0.0 | Seller |
| \$175,000 - 199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$200,000 - 224,999 | 0 | 3 | 3 | 1 | 3 | 0 | 1 | 0.0 | 0.3 | Seller |
| \$225,000 - 249,999 | 1 | 2 | 2 | 0 | 3 | 1 | 2 | 0.5 | 0.3 | Seller |
| \$250,000 - 274,999 | 1 | 6 | 9 | 3 | 6 | 4 | 5 | 0.2 | 0.3 | Seller |
| \$275,000 - 299,999 | 0 | 10 | 15 | 12 | 15 | 8 | 8 | 0.0 | 0.3 | Seller |
| \$300,000 - 349,999 | 8 | 13 | 11 | 21 | 20 | 23 | 36 | 0.2 | 0.5 | Seller |
| \$350,000 - 399,999 | 6 | 16 | 16 | 17 | 7 | 10 | 9 | 0.7 | 1.4 | Seller |
| \$400,000 - 499,999 | 14 | 10 | 14 | 13 | 11 | 10 | 8 | 1.8 | 2.0 | Seller |
| \$500,000 - 599,999 | 4 | 2 | 2 | 1 | 2 | 3 | 2 | 2.0 | 3.3 | Seller |
| \$600,000 - 699,999 | 3 | 0 | 1 | 0 | 0 | 0 | 2 | 1.5 | 3.0 | Seller |
| \$700,000 - 799,999 | 1 | 1 | 0 | 1 | 1 | 2 | 2 | 0.5 | 0.2 | Seller |
| \$800,000 - 899,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$900,000 - 999,999 | 1 | 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 | 40 | 69 | 75 | 69 | 68 | 63 | 77 | 0.5 | 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 04/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2022-03/31/2022. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

SAHUARITA | APRIL 2022



MARKET SHARE SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 04/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 04/01/2021 – 03/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.

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13.1%

Tierra Antigua Realty

12.4%

Coldwell Banker Residential Brokerage

11.5%

Realty Executives Arizona Territory

8.1%

Keller Williams Southern Arizona

7.0%

Exp Realty

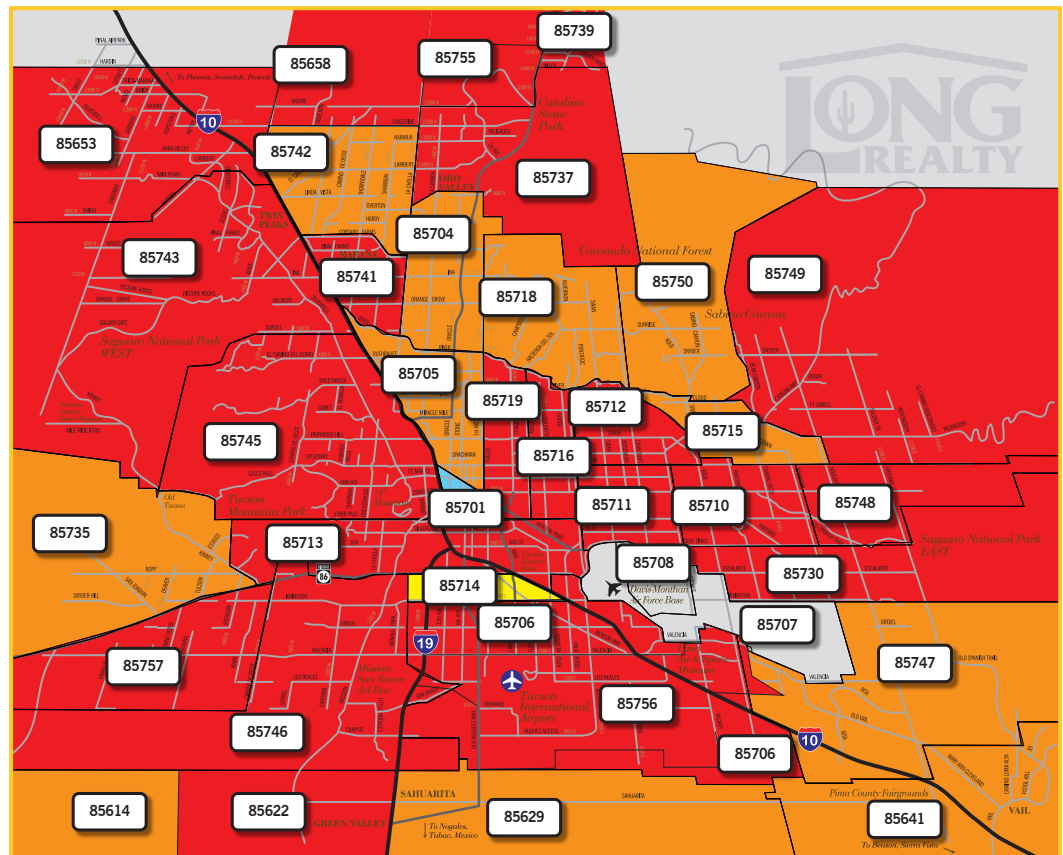
4.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2021-MAR 2021 TO
JAN 2022-MAR 2022

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 January 2021-March 2021 to January 2022-March 2022 by zip code. These statistics are based on information obtained from the MLSSAZ on 04/07/2022. Information is believed to be reliable, but not guaranteed.