

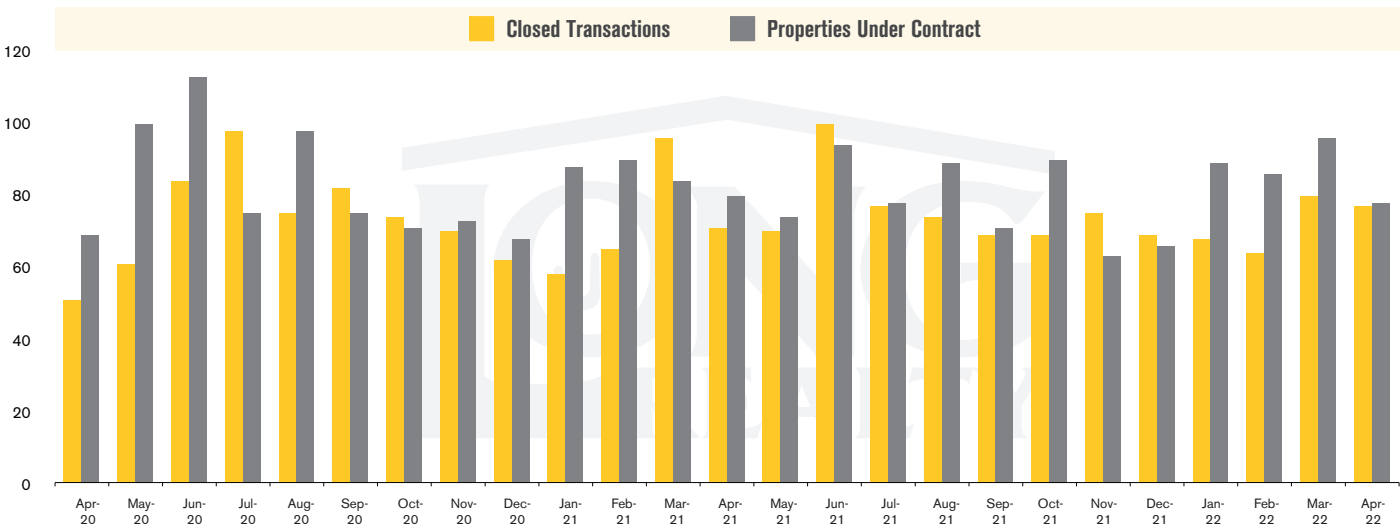
THE HOUSING REPORT

SAHUARITA | MAY 2022

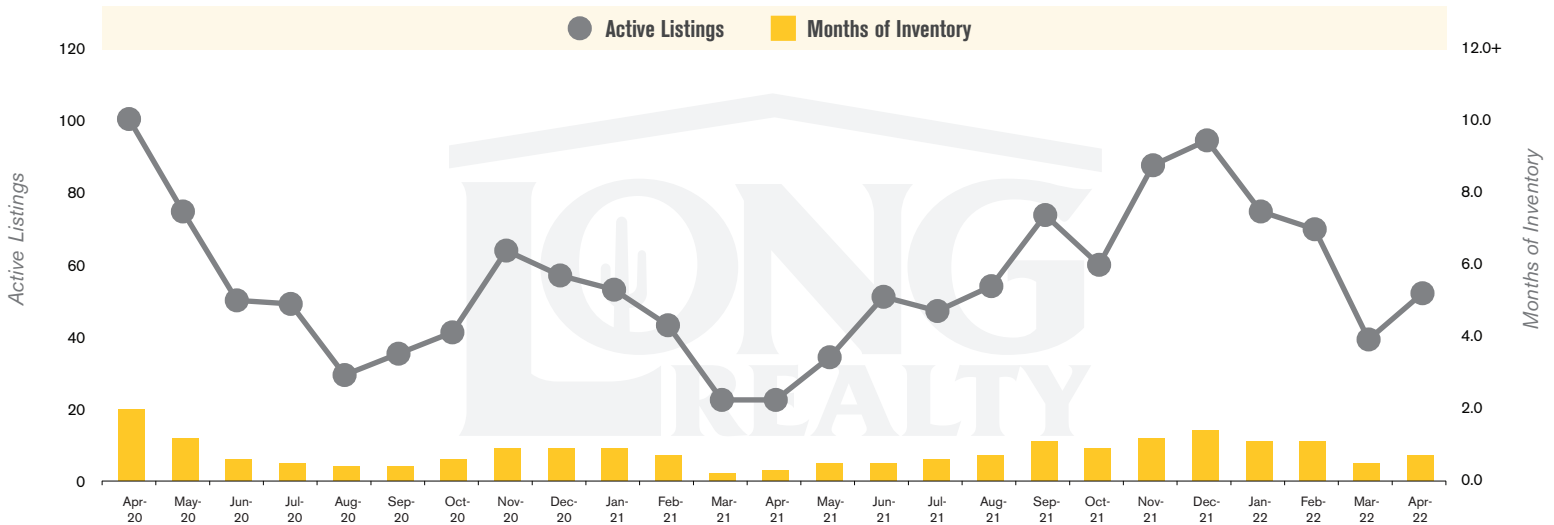


In the Sahuarita area, April 2022 active inventory was 53, a 130% increase from April 2021. There were 77 closings in April 2022, an 8% increase from April 2021. Year-to-date 2022 there were 289 closings, virtually unchanged from year-to-date 2021. Months of Inventory was 0.7, up from 0.3 in April 2021. Median price of sold homes was \$330,000 for the month of April 2022, up 12% from April 2021. The Sahuarita area had 78 new properties under contract in April 2022, down 3% from April 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 05/05/2022 is believed to be reliable, but not guaranteed.

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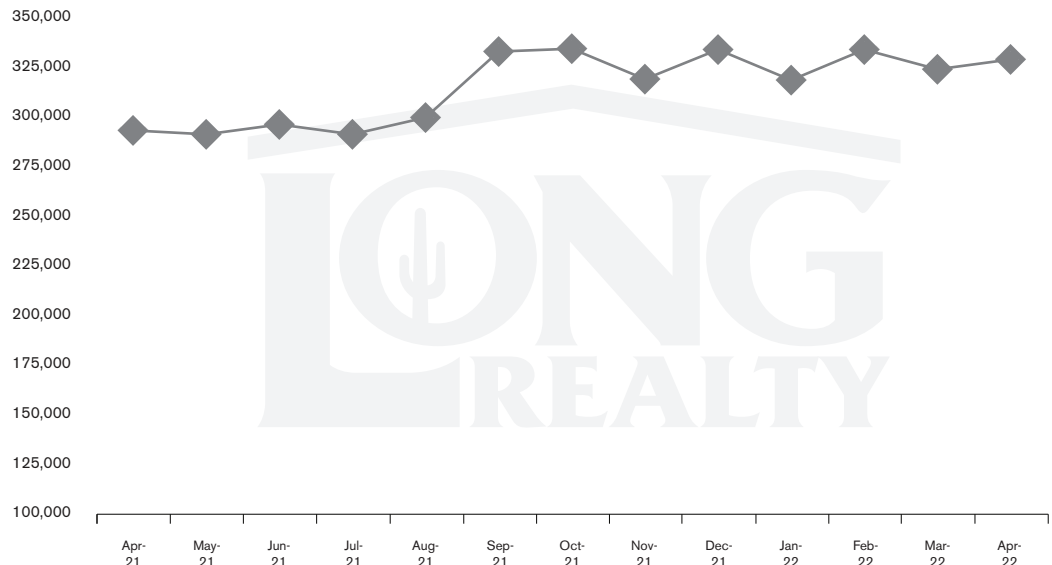
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MEDIAN SOLD PRICE SAHUARITA

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

Apr 2021	Apr 2022
100.4%	100.5%

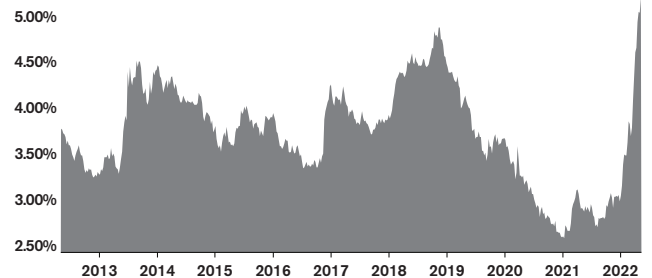


MONTHLY PAYMENT ON A MEDIAN PRICED HOME SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2021	\$293,975	3.060%	\$1,186.50
2022	\$330,000	4.980%	\$1,679.11

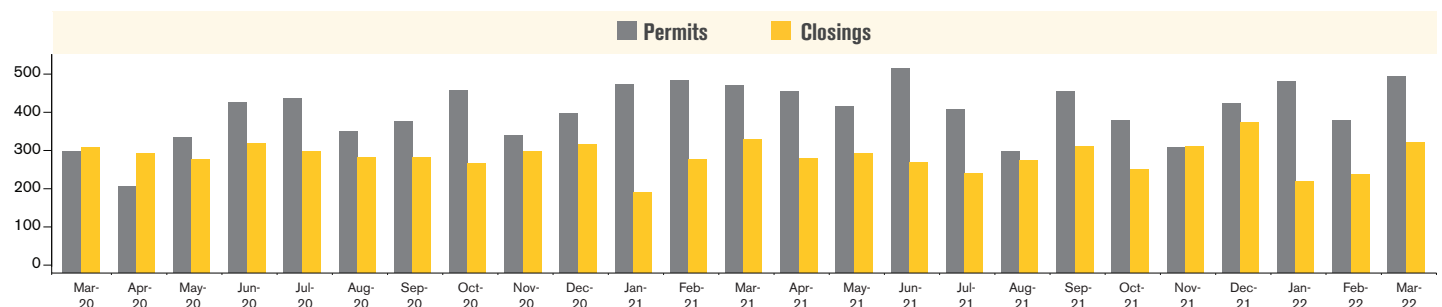
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For March 2022, new home permits were **up 5%** and new home closings were **down 2%** from March 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
		Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-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	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	1	0	0	0	1	0	n/a	1.0	Seller
\$150,000 - 174,999	0	1	0	0	2	1	0	n/a	0.0	Seller
\$175,000 - 199,999	1	0	0	0	0	0	1	1.0	1.0	Seller
\$200,000 - 224,999	1	3	1	3	0	1	1	1.0	0.5	Seller
\$225,000 - 249,999	0	2	0	3	1	2	2	0.0	0.4	Seller
\$250,000 - 274,999	2	9	3	6	4	5	8	0.3	0.2	Seller
\$275,000 - 299,999	2	15	12	15	8	8	7	0.3	0.3	Seller
\$300,000 - 349,999	11	11	21	20	23	37	29	0.4	0.4	Seller
\$350,000 - 399,999	11	16	17	7	11	10	16	0.7	0.9	Seller
\$400,000 - 499,999	16	14	13	11	10	9	6	2.7	2.0	Seller
\$500,000 - 599,999	4	2	1	2	3	2	3	1.3	2.3	Seller
\$600,000 - 699,999	2	1	0	0	0	2	2	1.0	1.8	Seller
\$700,000 - 799,999	0	0	1	1	2	2	1	0.0	0.2	Seller
\$800,000 - 899,999	1	0	0	0	0	0	1	1.0	1.0	Seller
\$900,000 - 999,999	2	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	53	75	69	68	64	80	77	0.7	0.7	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 05/05/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2022-04/30/2022. 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 05/05/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 05/01/2021 – 04/30/2022 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

13.8%

Tierra Antigua Realty

12.2%

Coldwell Banker Residential Brokerage

11.4%

Realty Executives Arizona Territory

8.1%

Keller Williams Southern Arizona

6.9%

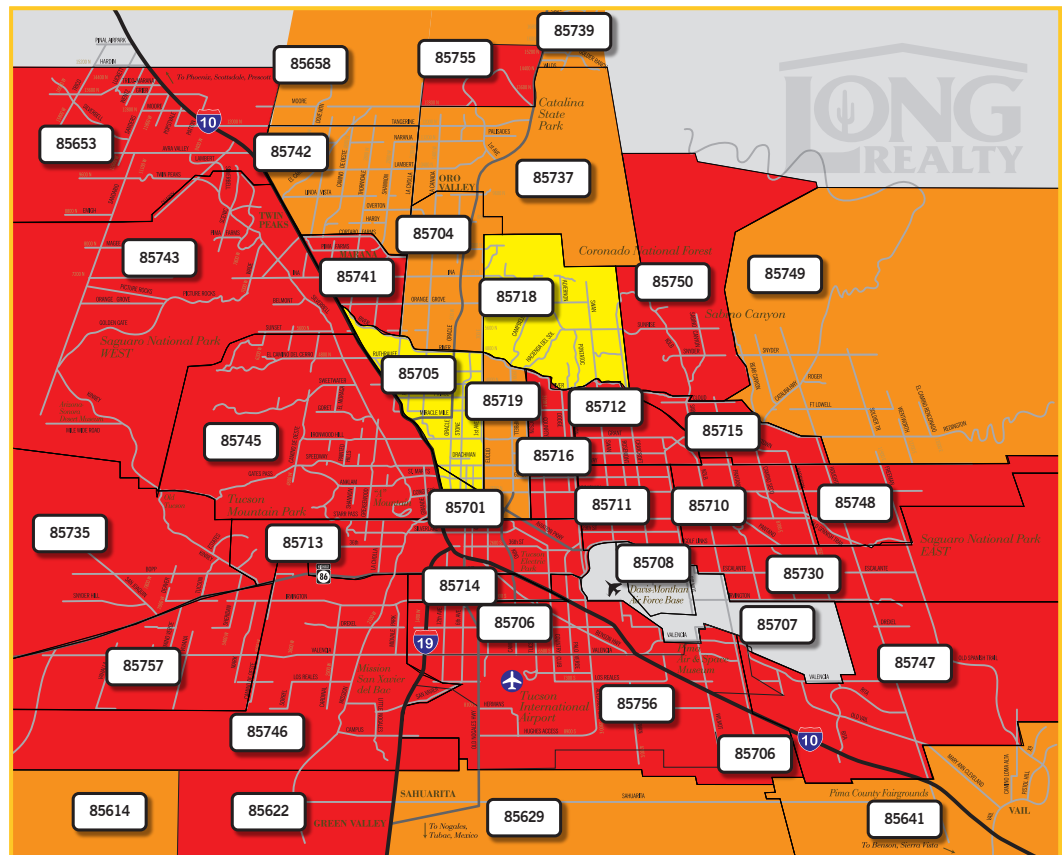
Exp Realty

4.6%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2021-APR 2021 TO
FEB 2022-APR 2022

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 February 2021-April 2021 to February 2022-April 2022 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/05/2022. Information is believed to be reliable, but not guaranteed.