



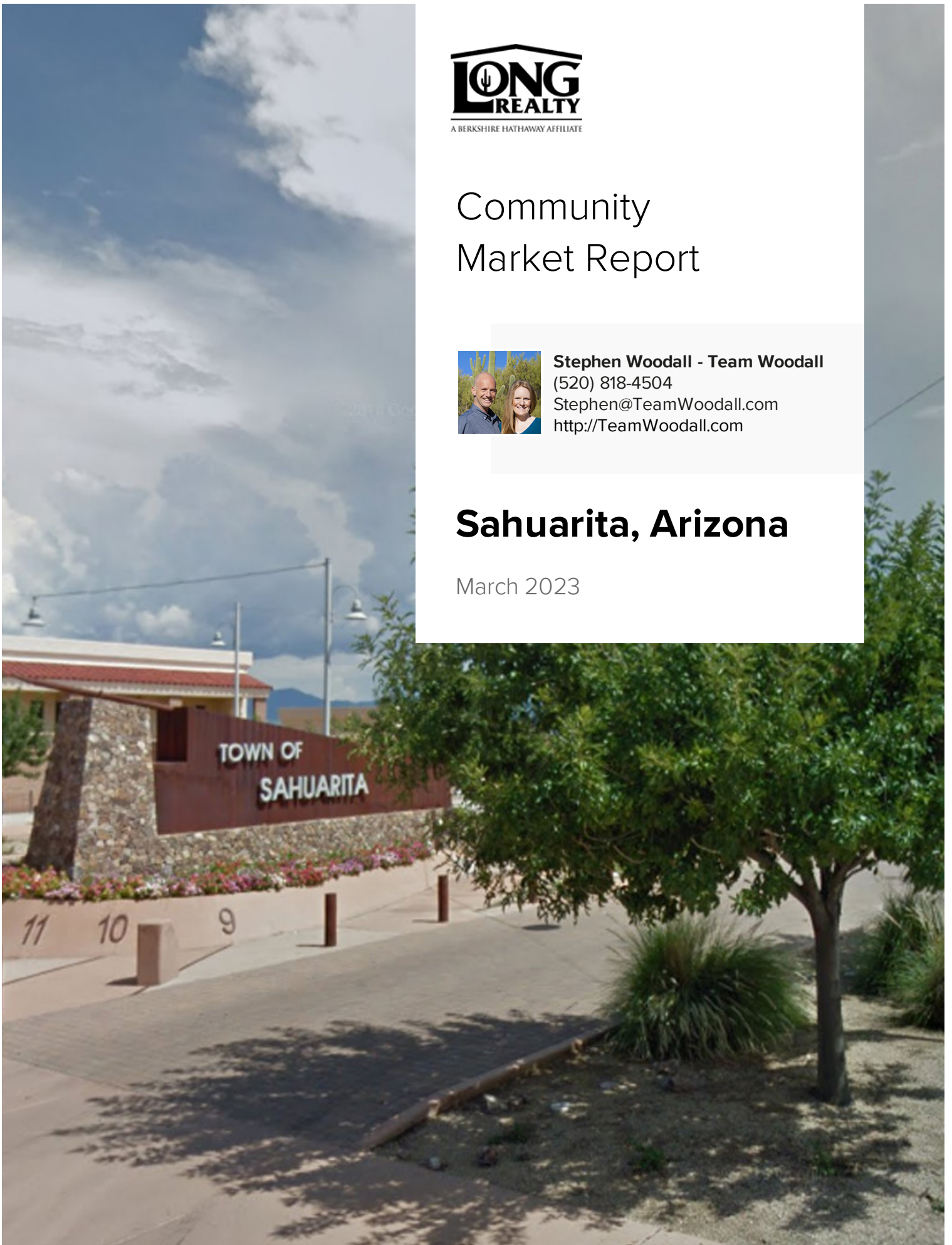
Community Market Report



Stephen Woodall - Team Woodall
(520) 818-4504
Stephen@TeamWoodall.com
<http://TeamWoodall.com>

Sahuarita, Arizona

March 2023





Market Summary

All Property Types

Recent Sales Trends

The statistics below highlight key market indicators for Sahuarita, Arizona. The data in the Sold Listings table is based on homes sold within the month of February 2023.

	Current Period Feb 2023	Last Month Jan 2023	Change From Last Month	Last Year Feb 2022	Change From Last Year
Homes Sold	54	51	▲ 6%	77	▼ 30%
Median Sale Price	\$320,000	\$365,000	▼ 12%	\$329,995	▼ 3%
Median List Price	\$325,000	\$365,000	▼ 11%	\$329,995	▼ 2%
Sale to List Price Ratio	99%	98%	▲ 1%	100%	▼ 1%
Sales Volume	\$19,055,911	\$19,528,177	▼ 2%	\$26,944,415	▼ 29%
Average Days on Market	61 days	53 days	▲ 8 days	26 days	▲ 35 days
Homes Sold Year to Date	105	—	—	162	▼ 35%
For Sale at Month's End	179	169	▲ 6%	—	—

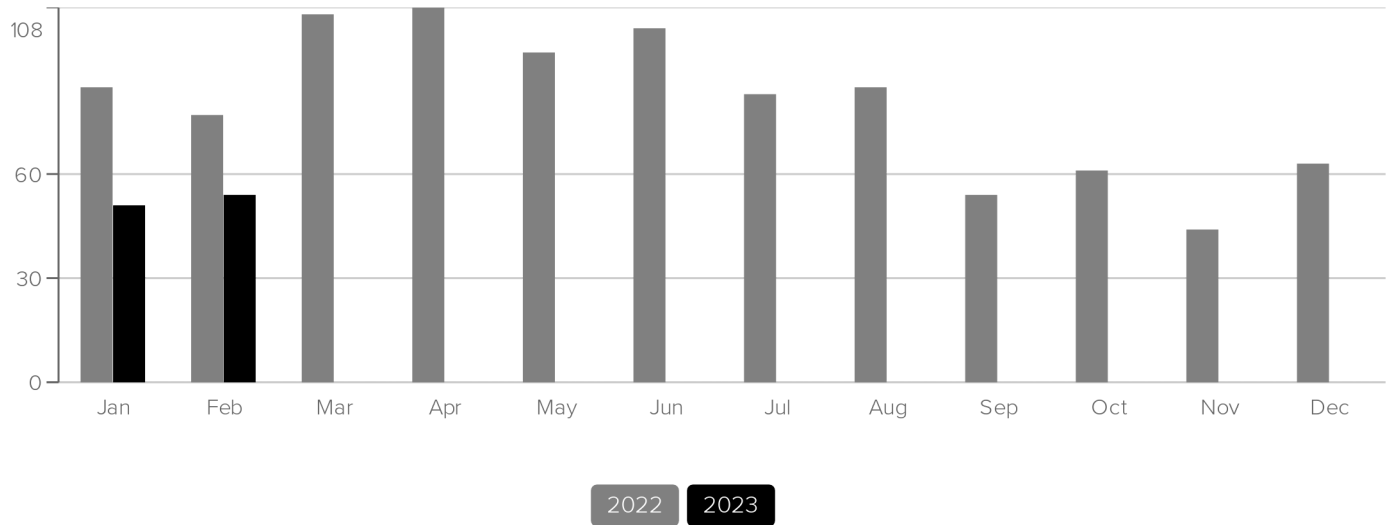
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of March 7, 2023. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.

189 Homes for Sale	124 Homes Under Contract	\$950,000 High Price
\$239,900 Low Price	\$379,990 Median List Price	



Homes Sold



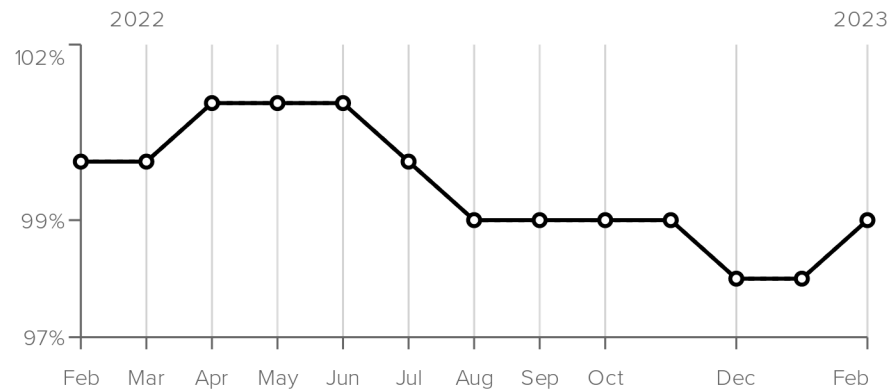
Sale to List Price Ratio



99%

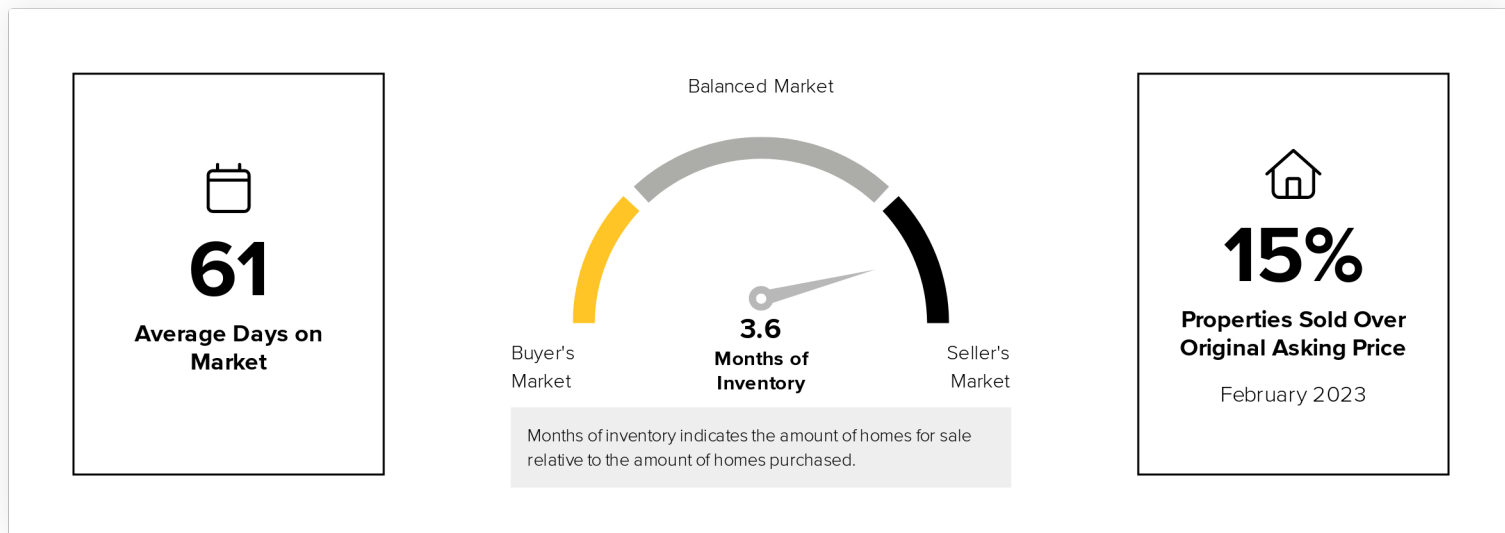
Average Sale to List Price Ratio

February 2023





Market Conditions



Buyer's vs. Seller's Market

This graphic explains the key similarities and differences between a buyer's and seller's market; and how these market factors impact each group.

How it
Impacts
Buyers

Buyer's Market
More people selling homes than buying

More homes to choose from

More negotiating power

Could spend less than asking price

Price restrictions

Rarely competing offers

Seller's Market
More people buying homes than selling

Fewer homes to choose from

Less negotiating power

Need to be able to close quickly

Could spend more than asking price

Competition from other buyers

How it
Impacts
Sellers

Buyer's Market
More people selling homes than buying

Takes more time to sell

Fewer offers received

Could get lower than asking price

May have to make repairs and/or concessions

Seller's Market
More people buying homes than selling

Home sells quickly

Multiple offers likely

Could get more than asking price

Buyers willing to overlook repairs



Market Conditions by Price Range

This table provides insight into key market indicators at specific price breakpoints. This information is valuable as the market conditions can vary by price category.

Price Range	Active Listings	Months of Inventory			Sales		Market Climate
		As of 2/28/23	Current Period Feb 2023	3 Month Trend	Current Period Feb 2023	6 Month Avg	
< \$100,000	0	—	—	0	0	—	
\$100,000 - \$150,000	0	—	—	0	0	—	
\$150,000 - \$200,000	0	—	0.0	0	0	—	
\$200,000 - \$250,000	2	1.0	0.3	2	1	● Seller's	
\$250,000 - \$300,000	36	2.1	0.9	17	11	● Seller's	
\$300,000 - \$350,000	44	2.4	1.0	18	13	● Seller's	
\$350,000 - \$400,000	48	9.6	1.8	5	9	● Buyer's	
\$400,000 - \$450,000	18	4.5	1.1	4	7	● Seller's	
\$450,000 - \$500,000	17	2.8	1.5	6	3	● Seller's	
\$500,000 - \$550,000	10	—	1.7	0	1	—	
> \$550,000	21	10.5	1.4	2	3	● Buyer's	
All Properties	196	3.6	1.2	54	54	Seller's	

Buyer's Market

More than 7 months of inventory
 Home prices will depreciate

Balanced Market

Between 6-7 months of inventory
 Home prices will only appreciate with inflation

Seller's Market

Less than 6 months of inventory
 Home prices will appreciate



Statistics

Days on Market by Price Range

The bar graph below indicates the median days on the market value for each price range breakpoint in Sahuarita, Arizona. The values are based on closed transactions in February 2023.

