



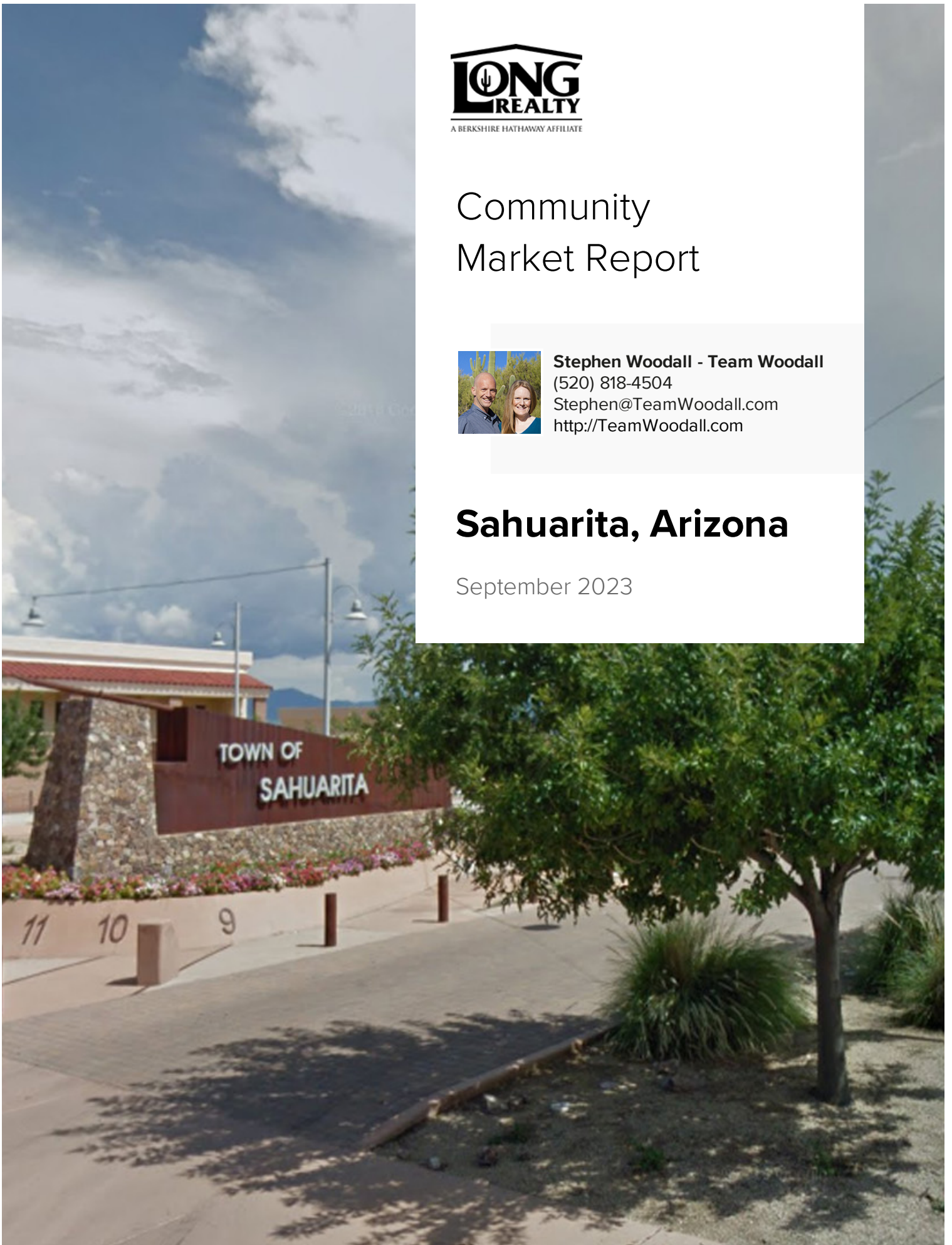
Community Market Report



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

Sahuarita, Arizona

September 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 August 2023.

	Current Period Aug 2023	Last Month Jul 2023	Change From Last Month	Last Year Aug 2022	Change From Last Year
Homes Sold	60	85	▼ 29%	85	▼ 29%
Median Sale Price	\$337,000	\$375,990	▼ 10%	\$365,000	▼ 8%
Median List Price	\$344,900	\$379,900	▼ 9%	\$373,990	▼ 8%
Sale to List Price Ratio	99%	99%	0%	99%	0%
Sales Volume	\$21,811,651	\$33,678,273	▼ 35%	\$34,096,372	▼ 36%
Average Days on Market	33 days	51 days	▼ 18 days	24 days	▲ 9 days
Homes Sold Year to Date	592	532	▲ 11%	741	▼ 20%
For Sale at Month's End	154	150	▲ 3%	—	—

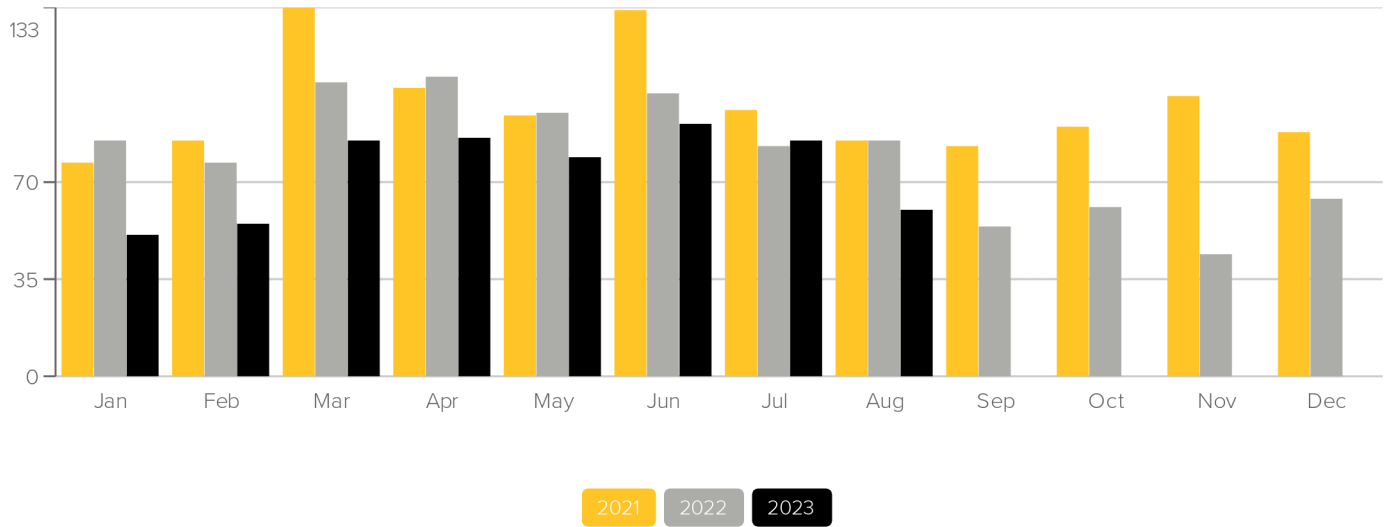
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of September 3, 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.

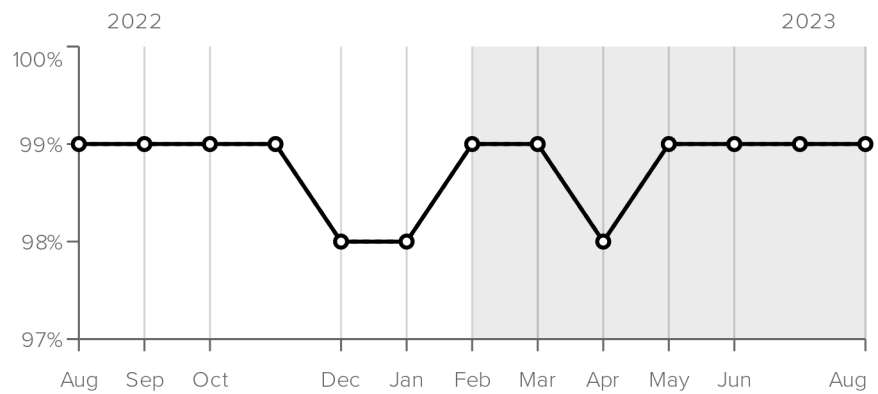
175 Homes for Sale	105 Homes Under Contract	\$1,049,000 High Price
\$225,000 Low Price	\$389,990 Median List Price	



Homes Sold

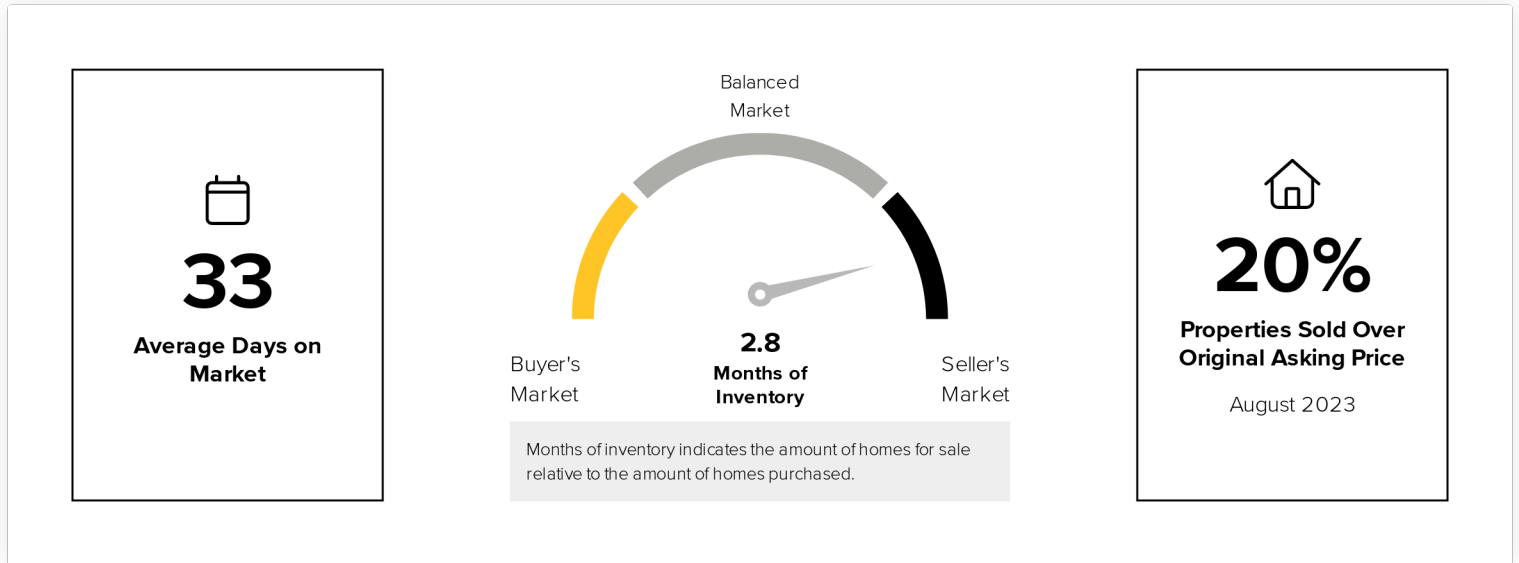


Sale to List Price Ratio





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 9/1/23	Current Period Aug 2023	3 Month Trend	Current Period Aug 2023	6 Month Avg	
All Price Ranges	170	2.8	0.7	60	80	Seller's
< \$100,000	0	—	—	0	0	—
\$100,000 - \$200,000	0	0.0	0.0	1	0	● Seller's
\$200,000 - \$300,000	10	1.3	0.3	8	16	● Seller's
\$300,000 - \$400,000	83	2.4	0.8	35	35	● Seller's
\$400,000 - \$500,000	45	3.5	0.7	13	17	● Seller's
\$500,000 - \$600,000	17	—	1.0	0	8	—
\$600,000 - \$700,000	9	4.5	4.5	2	1	● Seller's
\$700,000 - \$800,000	1	1.0	1.0	1	0	● Seller's
\$800,000 - \$900,000	3	—	0.8	0	1	—
\$900,000 - \$1,000,000	1	—	—	0	0	—
> \$1,000,000	1	—	—	0	0	—

Seller's Market

Less than 6 months of inventory

Balanced Market

Between 6-7 months of inventory

Buyer's Market

More than 7 months of inventory



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 August 2023.

