



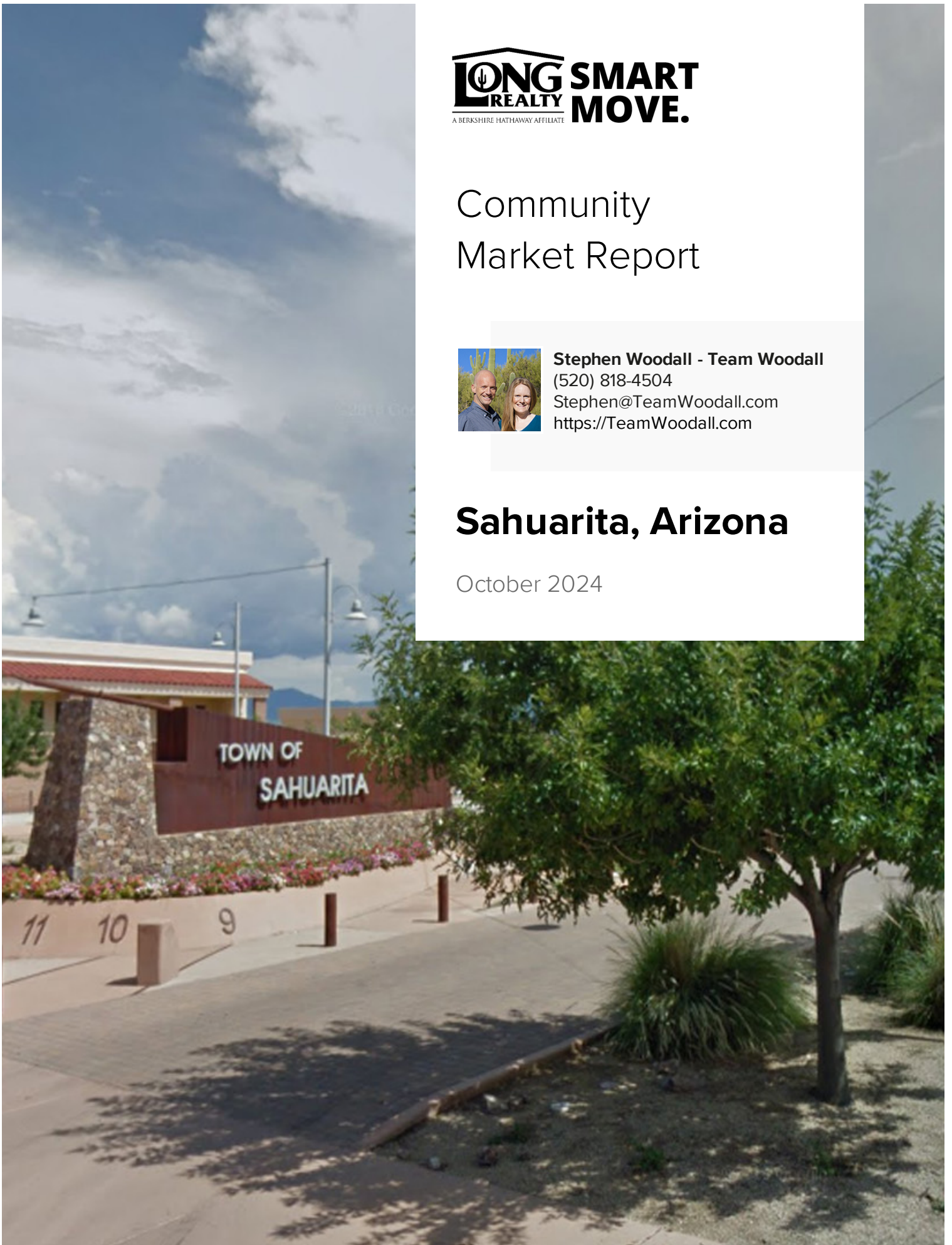
Community Market Report



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Sahuarita, Arizona

October 2024

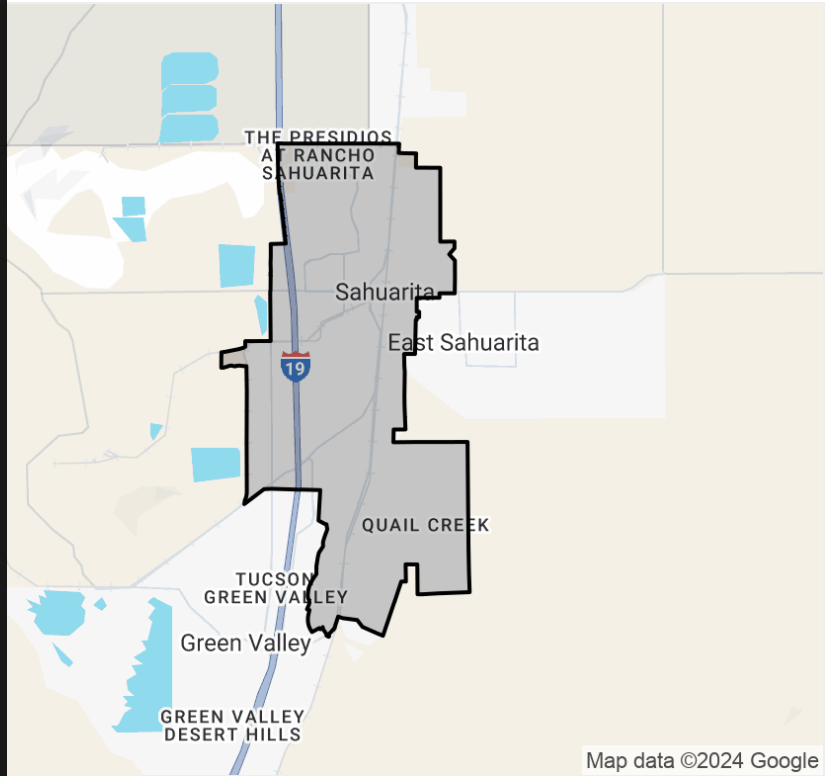




About Sahuarita

Sahuarita was incorporated in 1994, and since then has been a modern “boom town.” It is located in the historic Santa Cruz Valley, surrounded by early Spanish missions, frontier outposts and old mines. It is just northeast of the age restricted Green Valley retirement community. In Sahuarita, family-friendly housing is plentiful along with excellent schools, parks and gorgeous subdivisions. Rancho Sahuarita, a master-planned community within the area, appeals to both first time buyers and investors who are seeking such features as being near schools, jobs and family-oriented amenities. Other master planned communities are Madera Highlands and Quail Creek.

Sahuarita is the best place in Arizona to pick up delicious pecans and learn about the local pecan grove, the largest one in the world. Madera Canyon, not far away, is a great place for hiking and bird watching. Many people from Green Valley and Tucson go to Sahuarita each year to enjoy the Barbershop Harmony Annual Show and the Annual Sahuarita Lake Triathlon.



Contact me to get the full Market Report and to learn more about Sahuarita.





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 September 2024.

	Current Period Sep 2024	Last Month Aug 2024	Change From Last Month	Last Year Sep 2023	Change From Last Year
Homes Sold	47	63	▼ 25%	65	▼ 28%
Median Sale Price	\$366,990	\$355,000	▲ 3%	\$350,000	▲ 5%
Median List Price	\$378,990	\$355,000	▲ 7%	\$359,900	▲ 5%
Sale to List Price Ratio	99%	99%	0%	99%	0%
Sales Volume	\$19,020,030	\$24,593,217	▼ 23%	\$24,105,760	▼ 21%
Average Days on Market	63 days	70 days	▼ 7 days	54 days	▲ 9 days
Homes Sold Year to Date	607	560	▲ 8%	662	▼ 8%
For Sale at Month's End	271	259	▲ 5%	208	▲ 30%

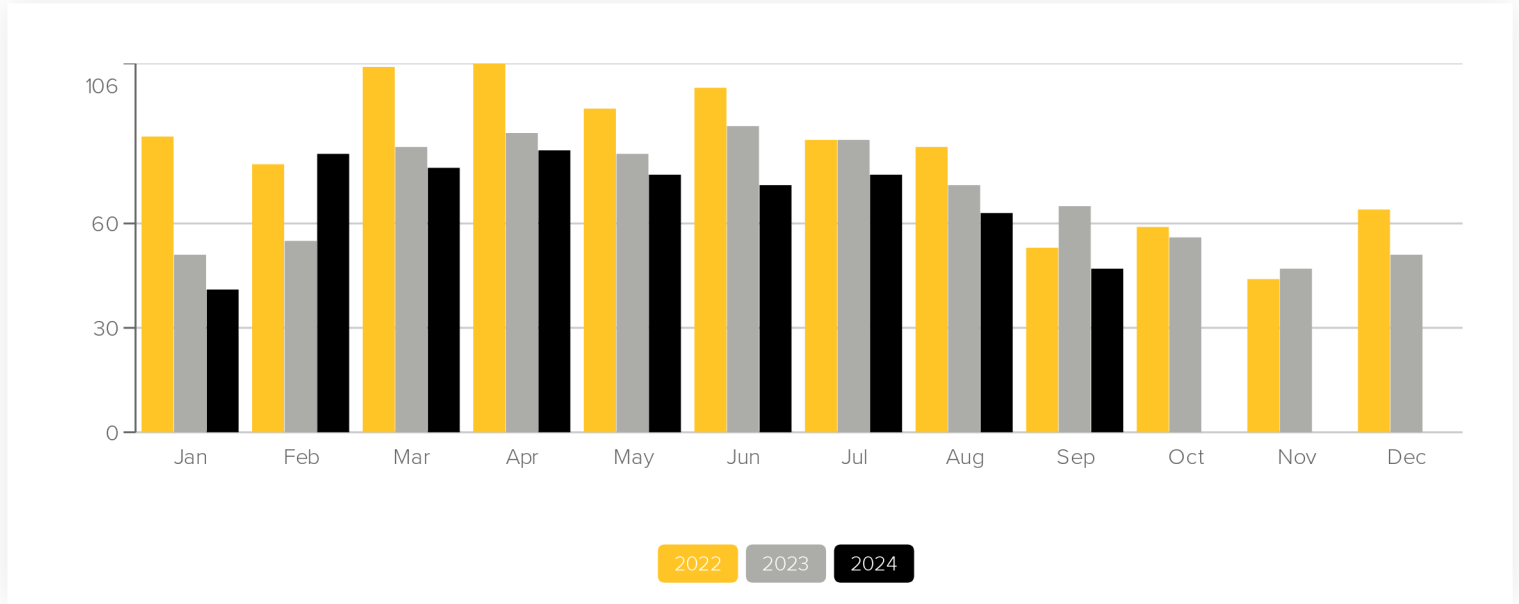
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of October 2, 2024. 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.

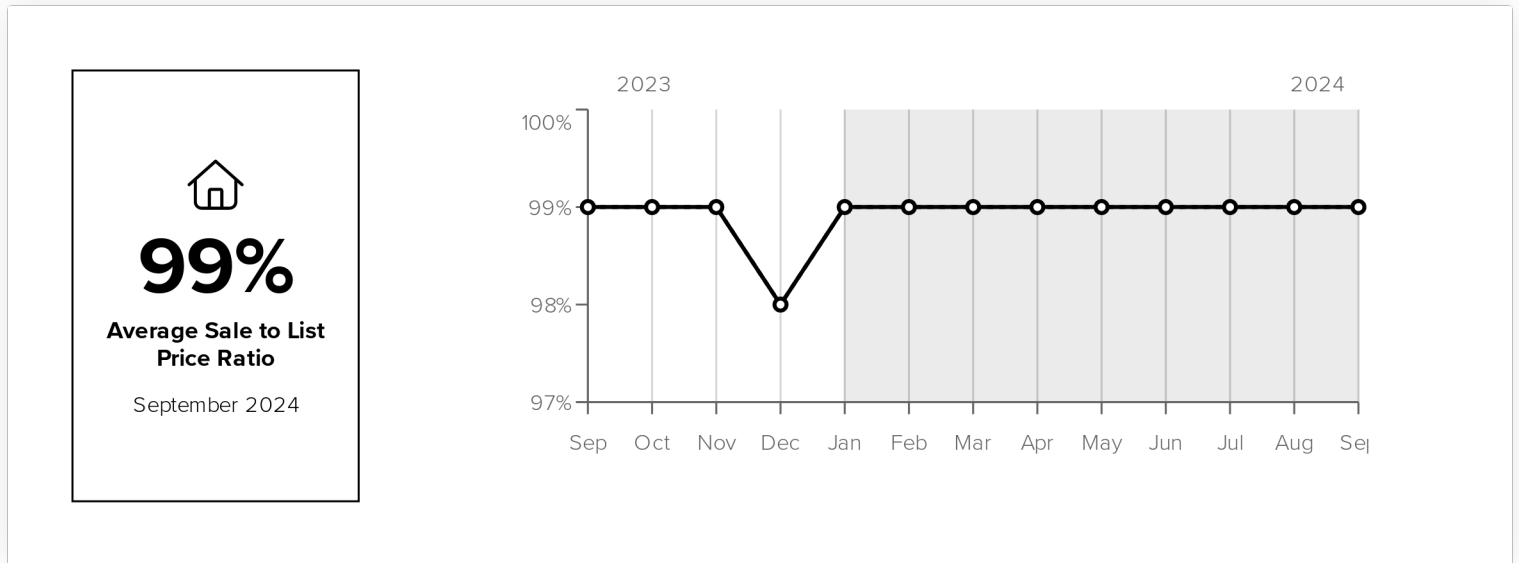
270 Homes for Sale	94 Homes Under Contract	\$2,000,000 High Price
\$242,000 Low Price	\$374,990 Median List Price	



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 10/2/24	Current Period Sep 2024	3 Month Trend	Current Period Sep 2024	6 Month Avg	
All Price Ranges	269	5.8	15	46	67	Seller's	
< \$100,000	0	—	—	0	0	—	
\$100,000 - \$200,000	0	—	0.0	0	0	—	
\$200,000 - \$300,000	13	4.3	0.7	3	7	● Seller's	
\$300,000 - \$400,000	174	6.7	1.8	26	35	● Balanced	
\$400,000 - \$500,000	49	4.1	1.2	12	16	● Seller's	
\$500,000 - \$600,000	16	16.0	1.2	1	4	● Buyer's	
\$600,000 - \$700,000	8	4.0	1.3	2	2	● Seller's	
\$700,000 - \$800,000	3	—	3.0	0	0	—	
\$800,000 - \$900,000	3	1.5	1.0	2	0	● Seller's	
\$900,000 - \$1,000,000	2	—	—	0	0	—	
> \$1,000,000	1	—	1.0	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 September 2024.

