



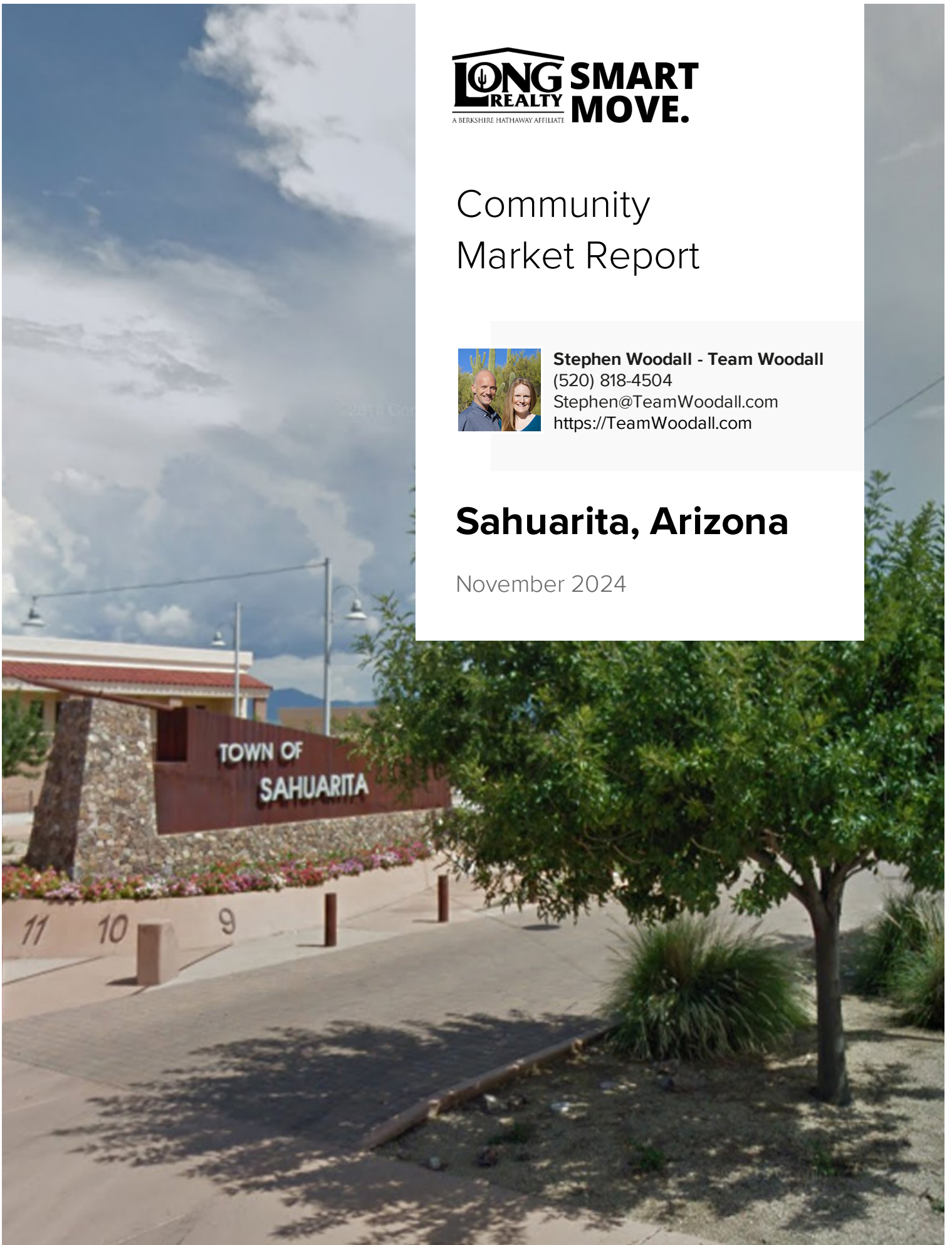
# Community Market Report



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## Sahuarita, Arizona

November 2024



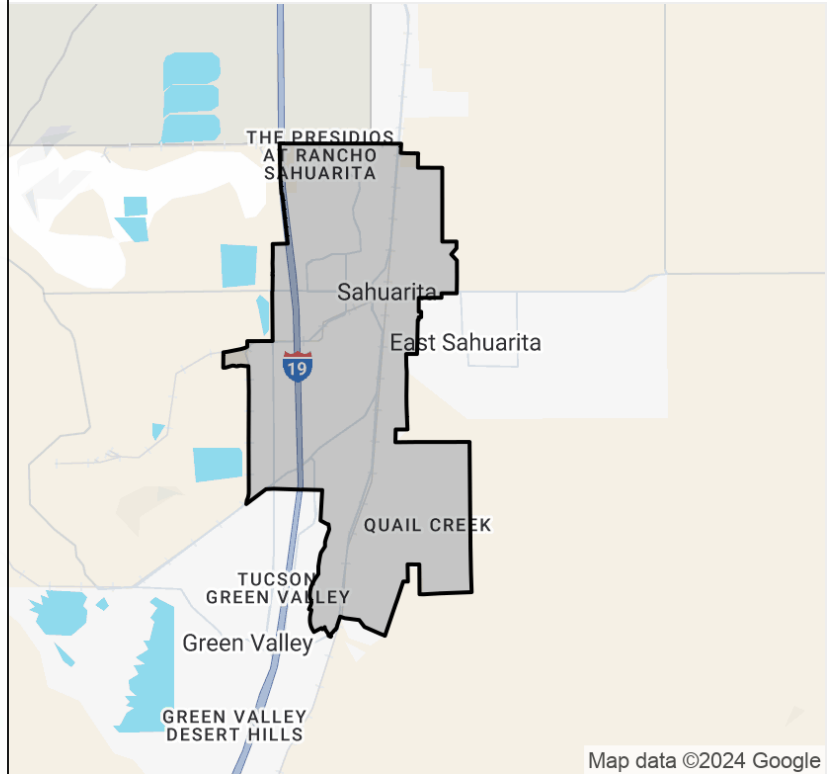


## About Sahuarita

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.

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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 October 2024.

	Current Period Oct 2024	Last Month Sep 2024	Change From Last Month	Last Year Oct 2023	Change From Last Year
<b>Homes Sold</b>	62	62	0%	56	▲ 11%
<b>Median Sale Price</b>	\$357,950	\$368,490	▼ 3%	\$355,845	▲ 1%
<b>Median List Price</b>	\$372,445	\$378,239	▼ 2%	\$357,495	▲ 4%
<b>Sale to List Price Ratio</b>	99%	98%	▲ 1%	99%	0%
<b>Sales Volume</b>	\$26,025,679	\$24,876,424	▲ 5%	\$21,293,245	▲ 22%
<b>Average Days on Market</b>	67 days	81 days	▼ 14 days	55 days	▲ 12 days
<b>Homes Sold Year to Date</b>	694	632	▲ 10%	718	▼ 3%
<b>For Sale at Month's End</b>	272	271	0%	232	▲ 17%

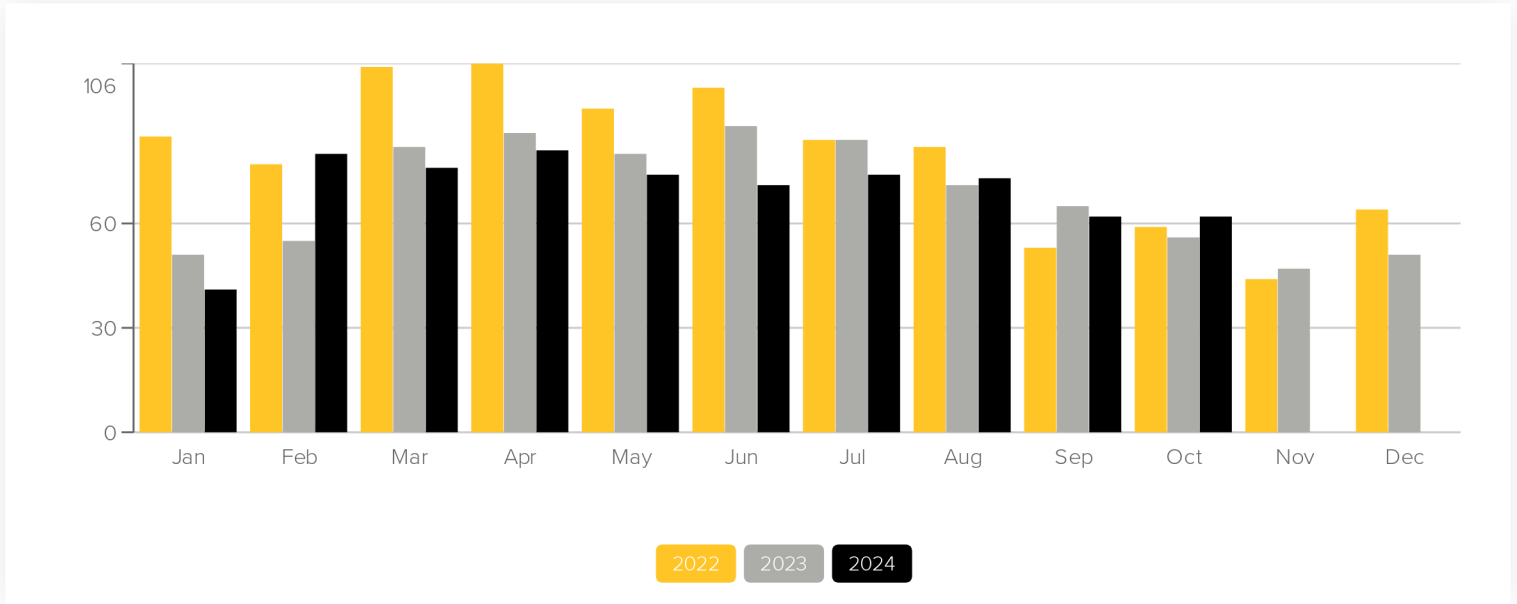
## Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of November 4, 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.

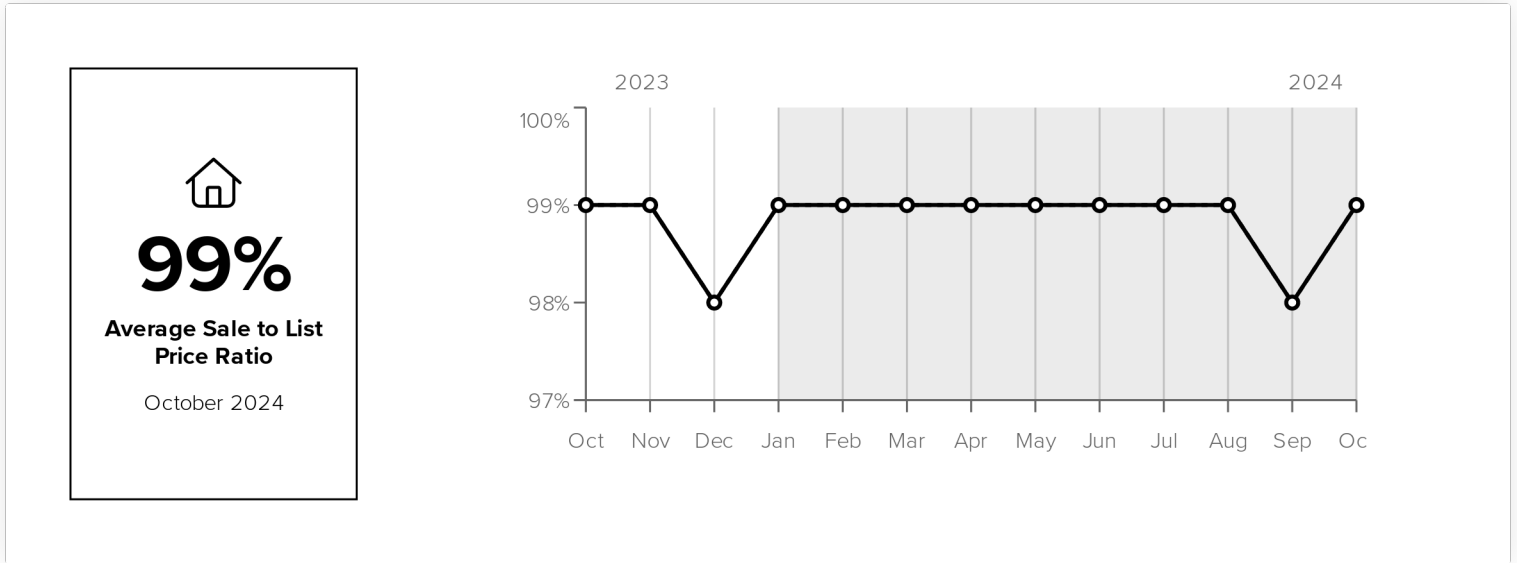
<b>272</b> Homes for Sale	<b>73</b> Homes Under Contract	<b>\$2,000,000</b> High Price
<b>\$239,000</b> Low Price	<b>\$370,000</b> Median List Price	



**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 11/4/24	Current Period Oct 2024	3 Month Trend	Current Period Oct 2024	6 Month Avg	
<b>All Price Ranges</b>	267	4.2	1.4	63	69	Seller's	
< \$100,000	0	—	—	0	0	—	
\$100,000 - \$200,000	0	—	—	0	0	—	
\$200,000 - \$300,000	14	2.0	0.8	7	6	● Seller's	
\$300,000 - \$400,000	167	5.8	1.6	29	36	● Seller's	
\$400,000 - \$500,000	53	4.1	1.2	13	16	● Seller's	
\$500,000 - \$600,000	17	2.4	1.1	7	5	● Seller's	
\$600,000 - \$700,000	8	2.7	1.3	3	2	● Seller's	
\$700,000 - \$800,000	3	3.0	1.5	1	0	● Seller's	
\$800,000 - \$900,000	3	1.0	0.5	3	1	● Seller's	
\$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 October 2024.

