

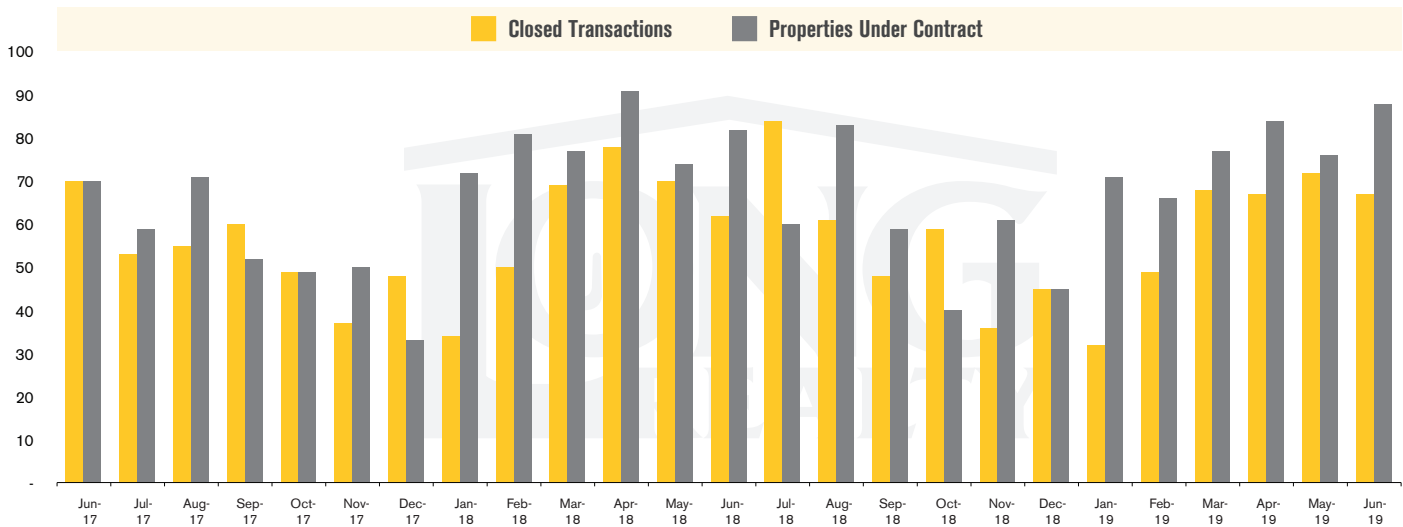
# THE HOUSING REPORT



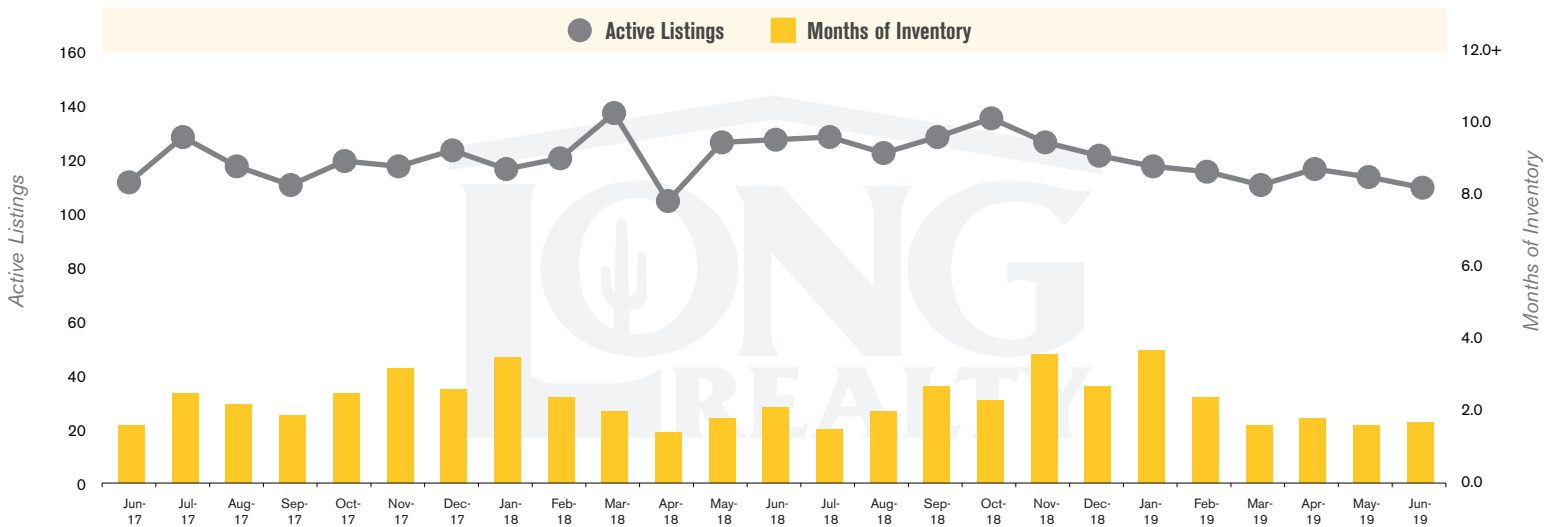
SAHUARITA | JULY 2019

In the Sahuarita area, June 2019 active inventory was 111, a 14% decrease from June 2018. There were 67 closings in June 2019, an 8% increase from June 2018. Year-to-date 2019 there were 355 closings, a 2% decrease from year-to-date 2018. Months of Inventory was 1.7, down from 2.1 in June 2018. Median price of sold homes was \$219,000 for the month of June 2019, up 6% from June 2018. The Sahuarita area had 88 new properties under contract in June 2019, up 7% from June 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (SAHUARITA)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (SAHUARITA)



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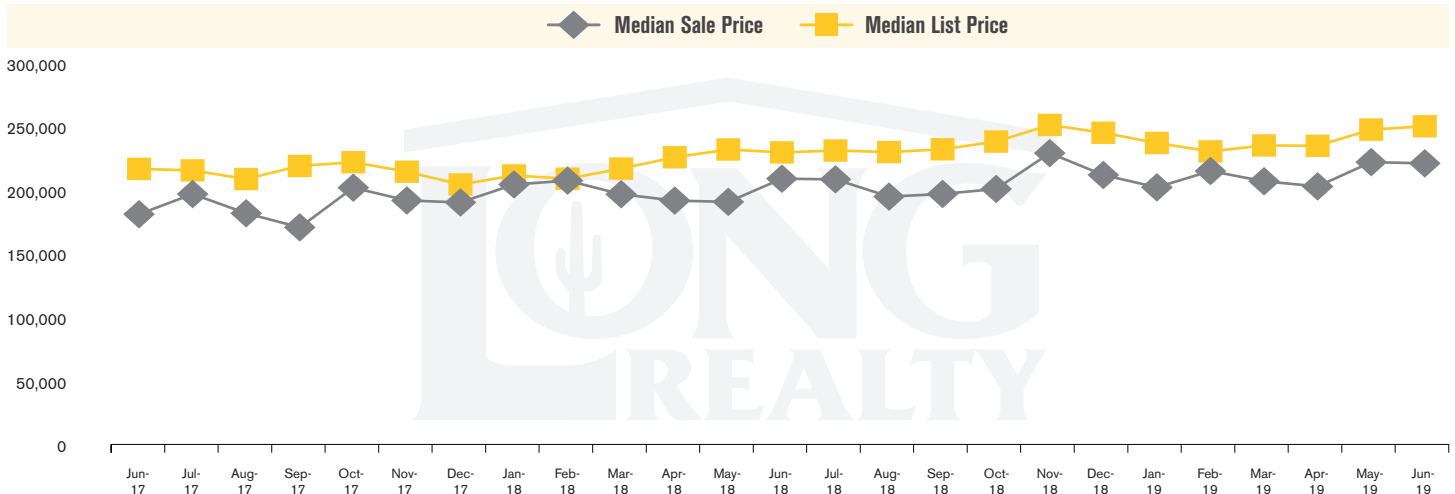
Properties under contract and Home Sales data is based on information obtained from the MLSAZ using Brokermetrics software. All data obtained 07/03/2019 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (SAHUARITA)

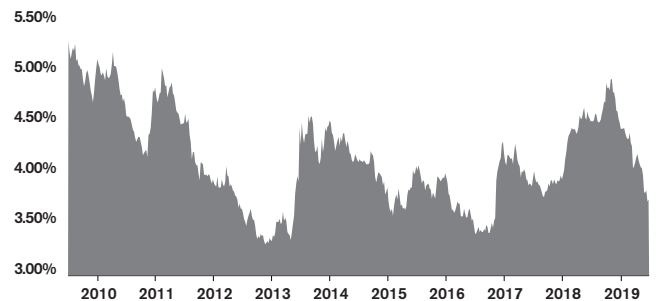


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (SAHUARITA)

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2018	\$207,000	4.500%	\$996.40
2019	\$219,000	4.000%	\$993.26

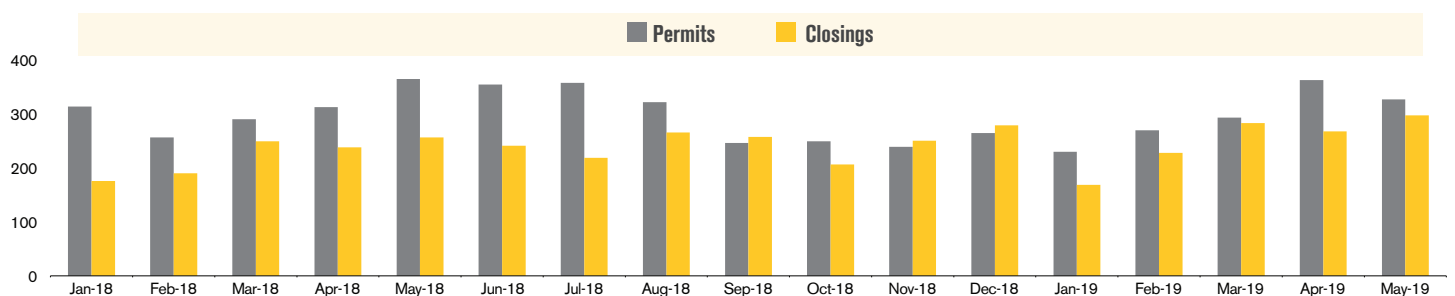
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: Ginger G. Kneup of Bright Future Real Estate Research, LLC.

For May 2019, new home permits were **down 4%** year-to-date from 2018 and new home closings were **up 12%** year to date from 2018.

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These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 07/03/2019. Information is believed to be reliable, but not guaranteed.

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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
		Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19			
\$1 - 49,999	1	1	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	1	0.0	0.0	<b>Seller</b>
\$75,000 - 99,999	1	0	0	1	2	2	2	0.5	0.8	<b>Seller</b>
\$100,000 - 124,999	0	0	4	2	0	2	0	n/a	0.5	<b>Seller</b>
\$125,000 - 149,999	2	3	3	3	1	1	1	2.0	2.3	<b>Seller</b>
\$150,000 - 174,999	1	6	6	8	7	10	4	0.3	0.5	<b>Seller</b>
\$175,000 - 199,999	12	7	10	15	21	17	20	0.6	0.7	<b>Seller</b>
\$200,000 - 224,999	11	6	9	8	17	9	9	1.2	1.3	<b>Seller</b>
\$225,000 - 249,999	18	2	3	14	3	11	6	3.0	2.7	<b>Seller</b>
\$250,000 - 274,999	15	3	4	4	5	7	9	1.7	2.0	<b>Seller</b>
\$275,000 - 299,999	22	1	3	4	2	5	5	4.4	5.5	<b>Balanced</b>
\$300,000 - 349,999	10	1	7	6	2	4	3	3.3	3.6	<b>Seller</b>
\$350,000 - 399,999	4	1	1	2	4	3	6	0.7	0.8	<b>Seller</b>
\$400,000 - 499,999	7	2	2	1	2	4	0	n/a	2.2	<b>Seller</b>
\$500,000 - 599,999	3	1	1	0	1	0	1	3.0	5.0	<b>Balanced</b>
\$600,000 - 699,999	2	0	0	1	1	1	0	n/a	1.0	<b>Seller</b>
\$700,000 - 799,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	1	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>111</b>	<b>34</b>	<b>53</b>	<b>69</b>	<b>68</b>	<b>76</b>	<b>67</b>	<b>1.7</b>	<b>1.6</b>	<b>Seller</b>



Seller's Market



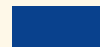
Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market

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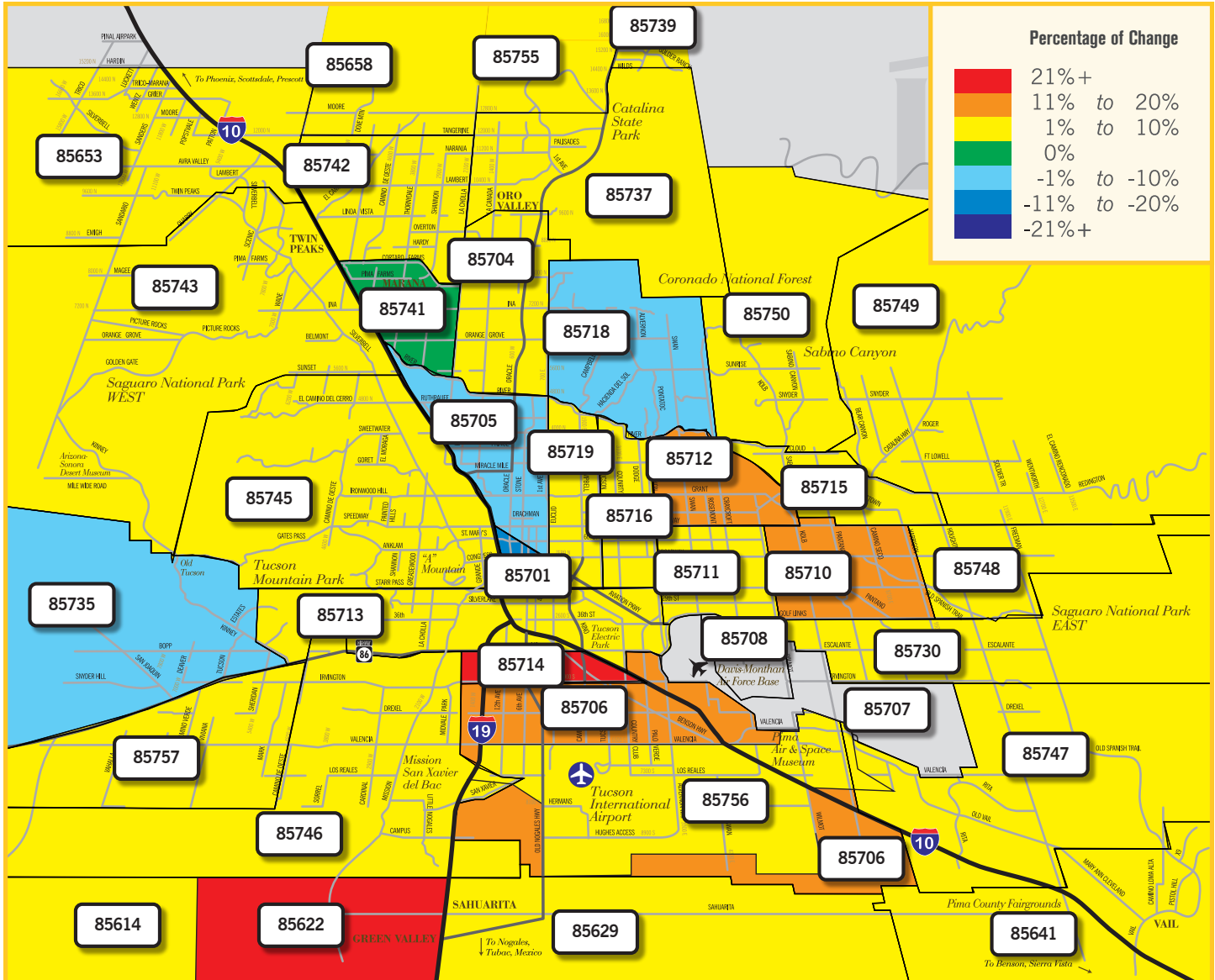
Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 07/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2019-06/30/2019. Information is believed to be reliable, but not guaranteed.

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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE (APR 2018-JUN 2018 TO APR 2019-JUN 2019)



The Sahuarita Housing Report is comprised of data for residential properties in the City of Sahuarita. 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 April 2018-June 2018 to April 2019-June 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/03/2019. Information is believed to be reliable, but not guaranteed.