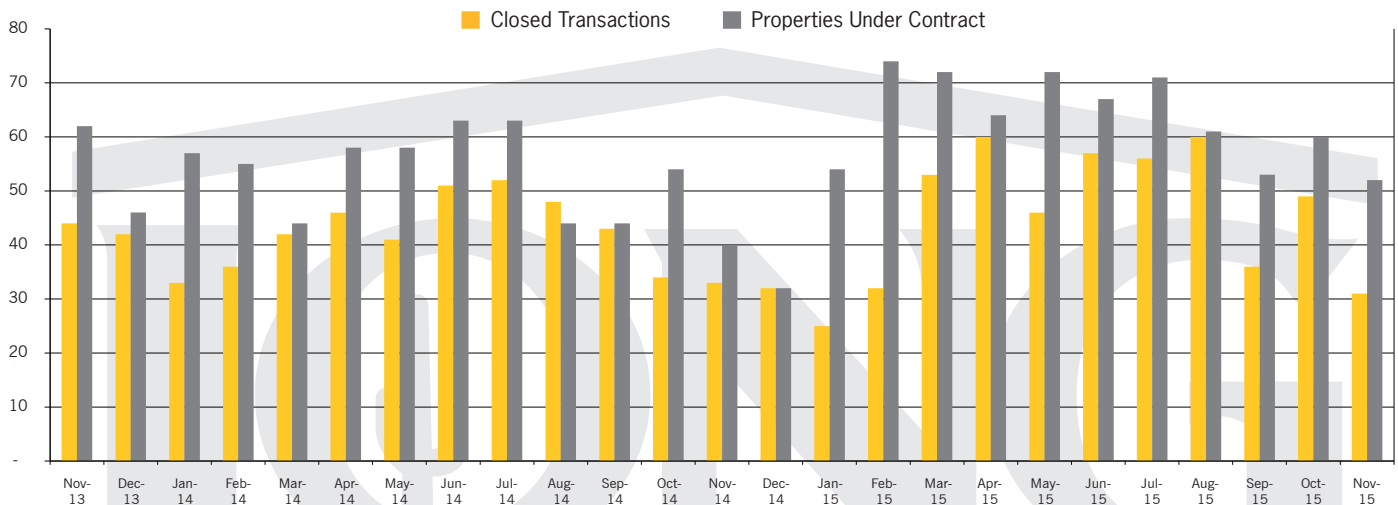




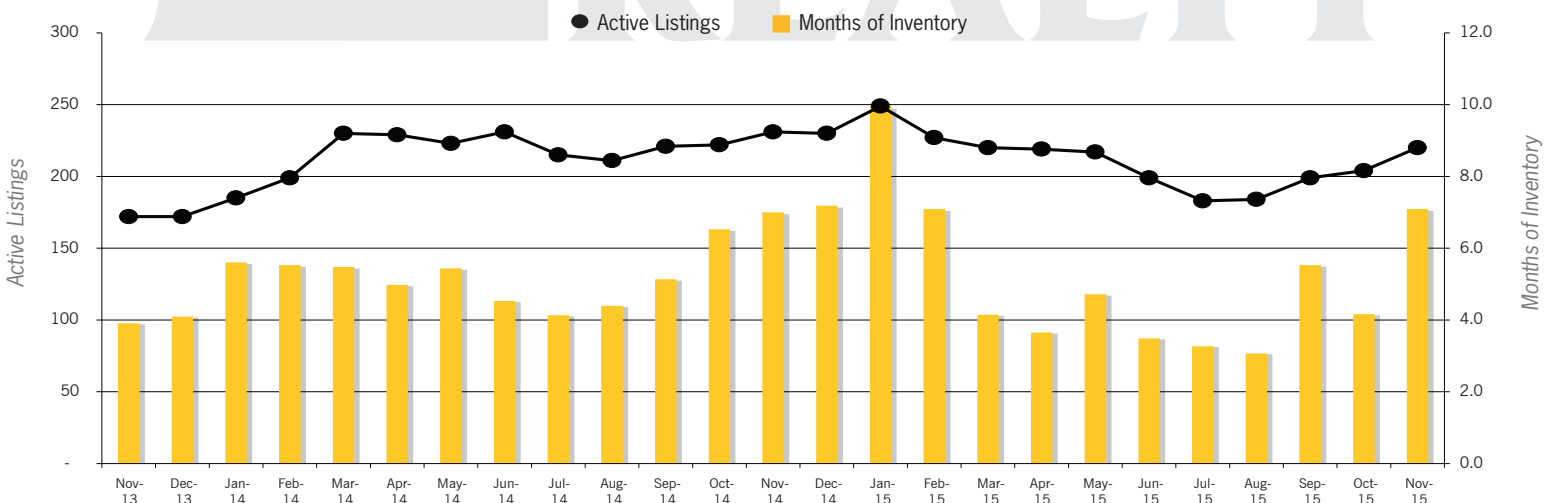
Sahuarita | December 2015

In the Sahuarita area, November 2015 active inventory was 220, a 5% decrease from November 2014. There were 31 closings in November 2015, a 6% decrease from November 2014. Year-to-date 2015 there were 500 closings, an 11% increase from year-to-date 2014. Months of Inventory was 7.1, up from 7.0 in November 2014. Median price of sold homes was \$169,900 for the month of November 2015, down 8% from November 2014. The Sahuarita area had 52 new properties under contract in November 2015, up 30% from November 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



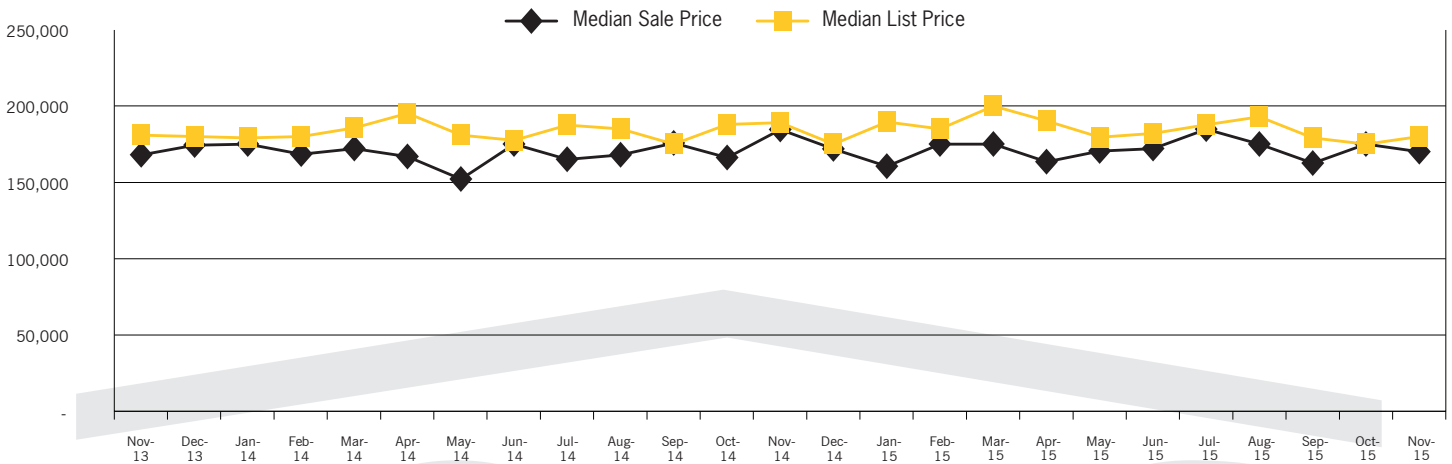
ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 12/03/2015 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA



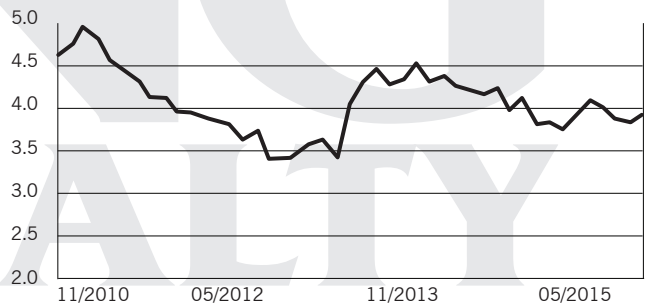
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2014	\$184,500	4.020%	\$838.81
2015	\$169,900	3.850%	\$756.68

Source: Residential median sales prices. Data obtained 12/03/2015 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

30 YEAR FIXED MORTGAGE RATE

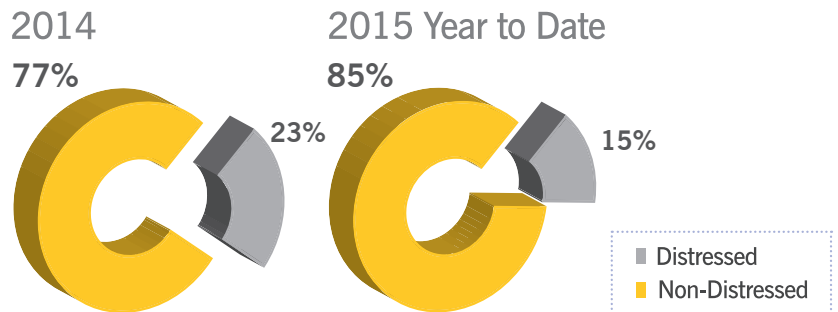
While mortgage rates have increased slightly recently, they are still well below 2010 levels.



Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – SAHUARITA

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.





The Housing Report



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Sahuarita | December 2015

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
		Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	3	3	0	0	4	0	1	3.0	1.2	Seller
\$75,000 - 99,999	2	2	1	2	1	1	2	1.0	1.8	Seller
\$100,000 - 124,999	13	3	2	5	5	4	1	13.0	3.3	Seller
\$125,000 - 149,999	40	10	12	16	6	12	5	8.0	4.2	Slightly Seller
\$150,000 - 174,999	43	12	12	10	8	6	7	6.1	5.4	Balanced
\$175,000 - 199,999	43	5	7	6	4	10	2	21.5	8.5	Buyer
\$200,000 - 224,999	20	4	6	10	2	2	7	2.9	5.6	Balanced
\$225,000 - 249,999	15	11	3	4	2	6	1	15.0	5.1	Balanced
\$250,000 - 274,999	13	4	8	6	4	5	0	n/a	4.3	Slightly Seller
\$275,000 - 299,999	11	2	4	3	1	3	3	3.7	4.7	Slightly Seller
\$300,000 - 349,999	10	2	1	2	0	0	2	5.0	14.5	Buyer
\$350,000 - 399,999	4	1	1	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	2	0	1	1	1	0	0	n/a	5.0	Balanced
\$500,000 - 599,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	0	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	0	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	220	59	58	65	38	49	31	7.1	5.3	Balanced

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

Statistics based on information obtained from TARMLS and using Brokermetrics software on 12/03/2015.

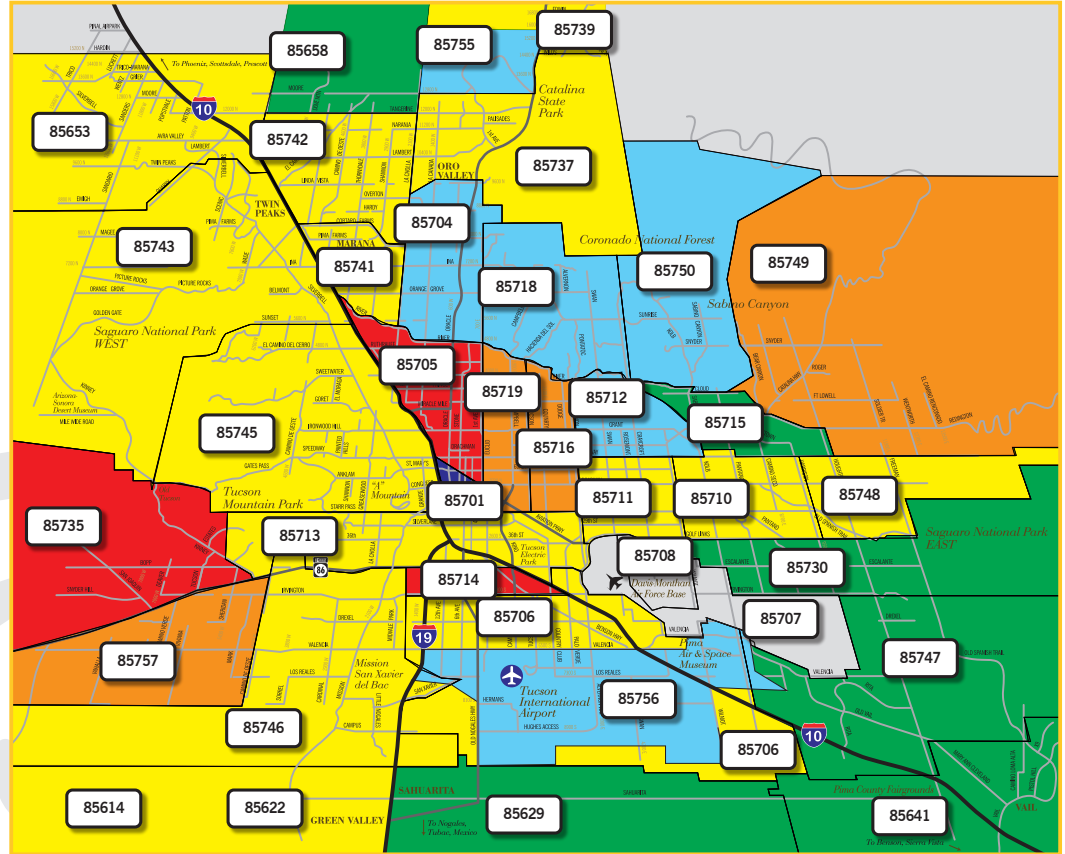
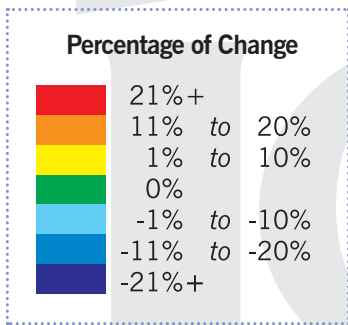
3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2015 - 11/30/2015. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2014-NOV 2014 TO SEP 2015-NOV 2015

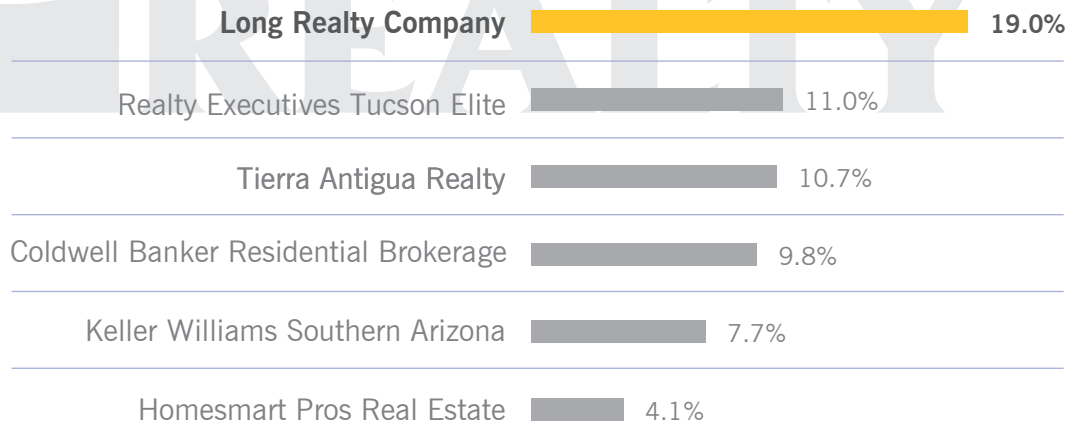
This heat map represents the percentage change in Tucson metro median sales prices from September 2014-November 2014 to September 2015-November 2015 by zip code.



MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 12/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 12/01/2014 – 11/30/2015 rounded to the nearest tenth of one percent and deemed to be correct.



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.