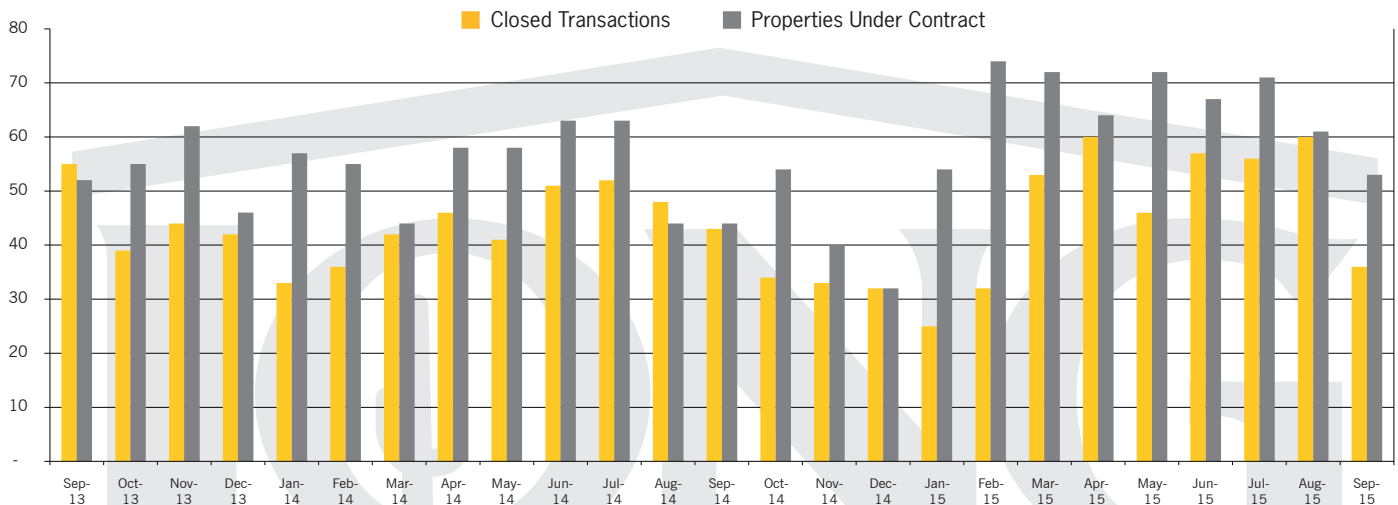




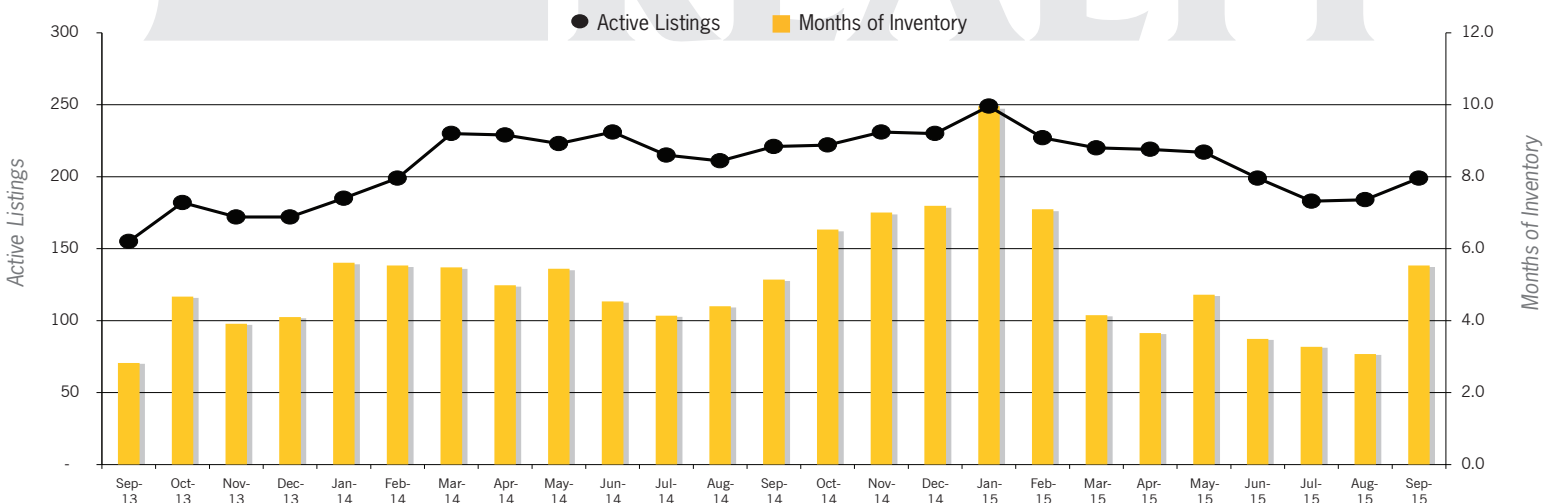
## Sahuarita | October 2015

In the Sahuarita area, September 2015 active inventory was 199, a 10% decrease from September 2014. There were 36 closings in September 2015, a 16% decrease from September 2014. Year-to-date 2015 there were 449 closings, an 8% increase from year-to-date 2014. Months of Inventory was 5.5, up from 5.1 in September 2014. Median price of sold homes was \$162,450 for the month of September 2015, down 8% from September 2014. The Sahuarita area had 53 new properties under contract in September 2015, up 20% from September 2014.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



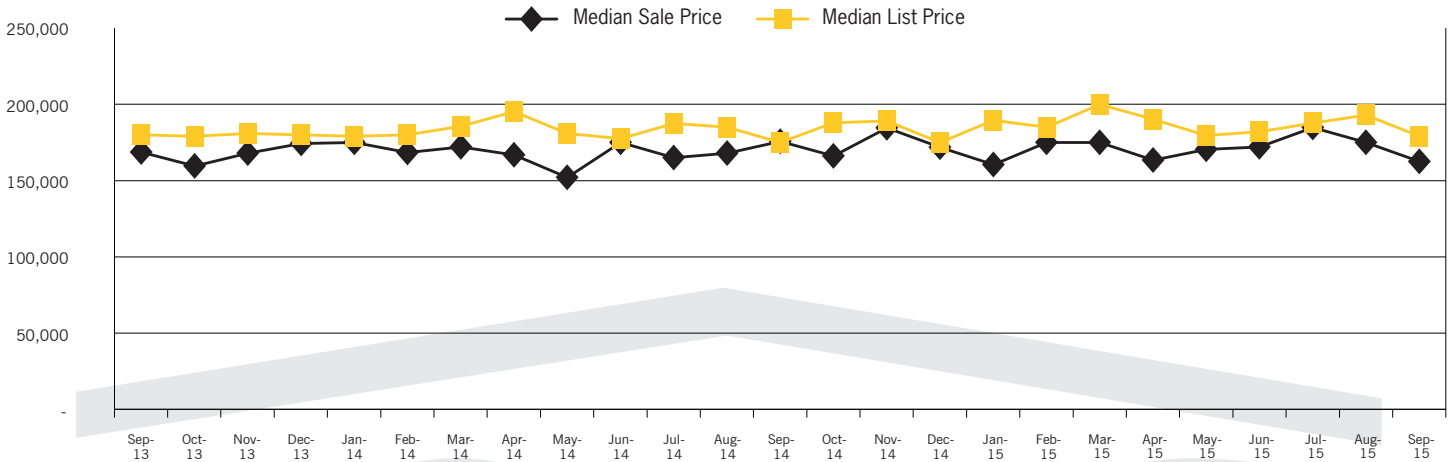
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 10/05/2015 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA



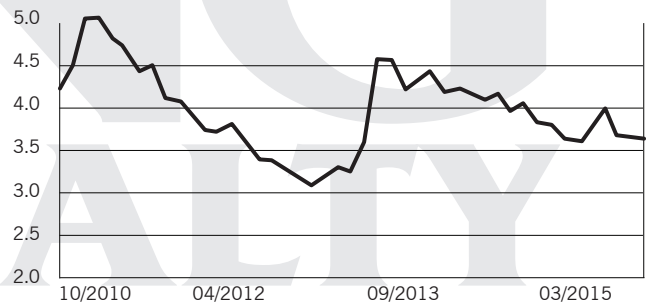
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2014	\$175,650	4.125%	\$808.72
2015	\$162,450	4.000%	\$736.78

Source: Residential median sales prices. Data obtained 10/05/2015 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

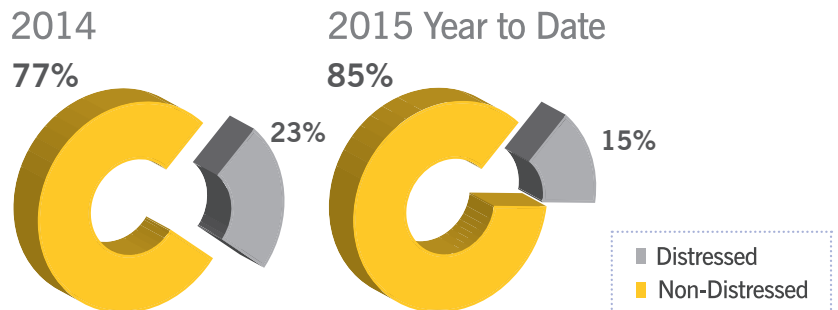
While mortgage rates have increased slightly recently, they are still well below 2010 levels.



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 | October 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
		Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15			
\$1 - 49,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	1	2	3	0	0	3	0.7	2.3	Seller
\$75,000 - 99,999	2	0	1	2	1	2	1	2.0	1.8	Seller
\$100,000 - 124,999	11	6	1	3	2	5	4	2.8	3.3	Seller
\$125,000 - 149,999	25	20	12	10	12	16	6	4.2	2.0	Seller
\$150,000 - 174,999	34	8	7	12	12	10	8	4.3	3.1	Seller
\$175,000 - 199,999	44	6	4	5	7	6	4	11.0	6.4	Balanced
\$200,000 - 224,999	23	7	10	4	6	10	2	11.5	3.7	Seller
\$225,000 - 249,999	16	5	3	11	3	4	2	8.0	5.2	Balanced
\$250,000 - 274,999	14	3	4	4	8	6	4	3.5	2.3	Seller
\$275,000 - 299,999	10	4	1	2	4	3	1	10.0	3.8	Seller
\$300,000 - 349,999	9	3	0	2	1	2	0	n/a	12.0	Buyer
\$350,000 - 399,999	6	0	0	1	1	0	0	n/a	17.0	Buyer
\$400,000 - 499,999	2	0	1	0	1	1	1	2.0	2.0	Seller
\$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
<b>TOTAL</b>	<b>199</b>	<b>64</b>	<b>46</b>	<b>59</b>	<b>58</b>	<b>65</b>	<b>36</b>	<b>5.5</b>	<b>3.6</b>	<b>Seller</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 10/05/2015.  
 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2015 - 09/30/2015. Information is believed to be reliable, but not guaranteed.

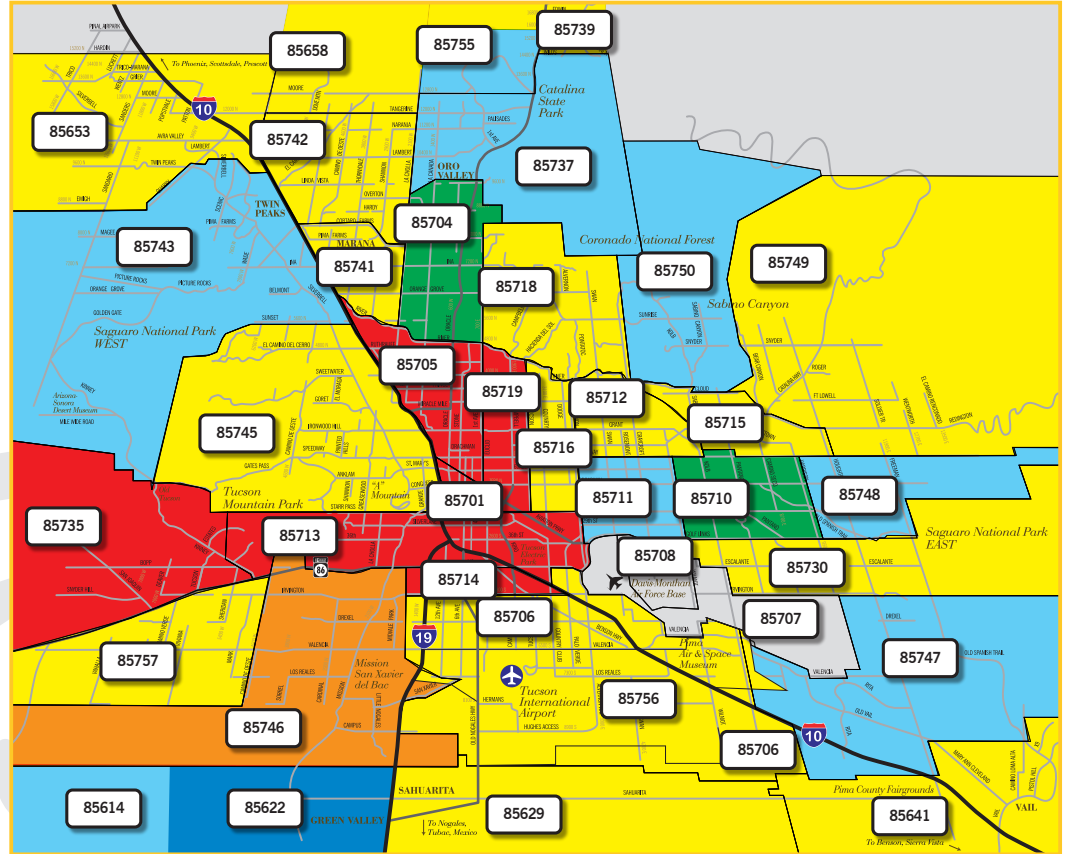


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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2014-SEP 2014 TO JUL 2015-SEP 2015

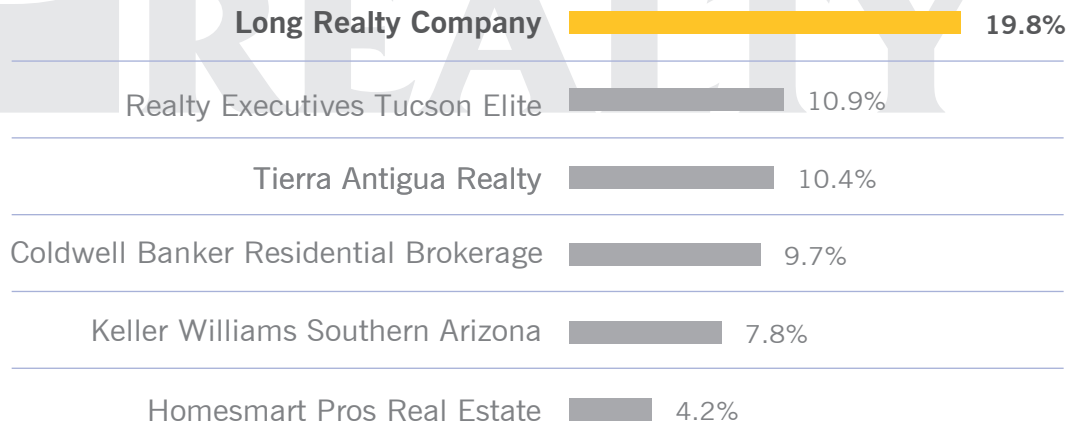
This heat map represents the percentage of change in Tucson metro median sales prices from July 2014-September 2014 to July 2015-September 2015 by zip code.



## MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 10/05/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 10/01/2014 – 09/30/2015 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.