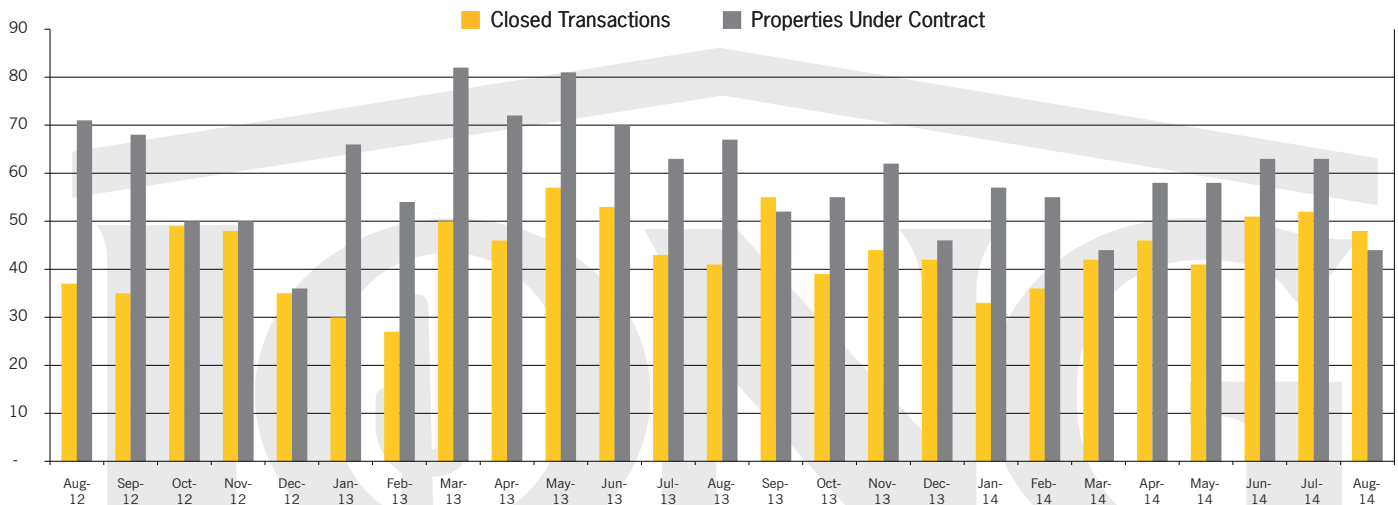




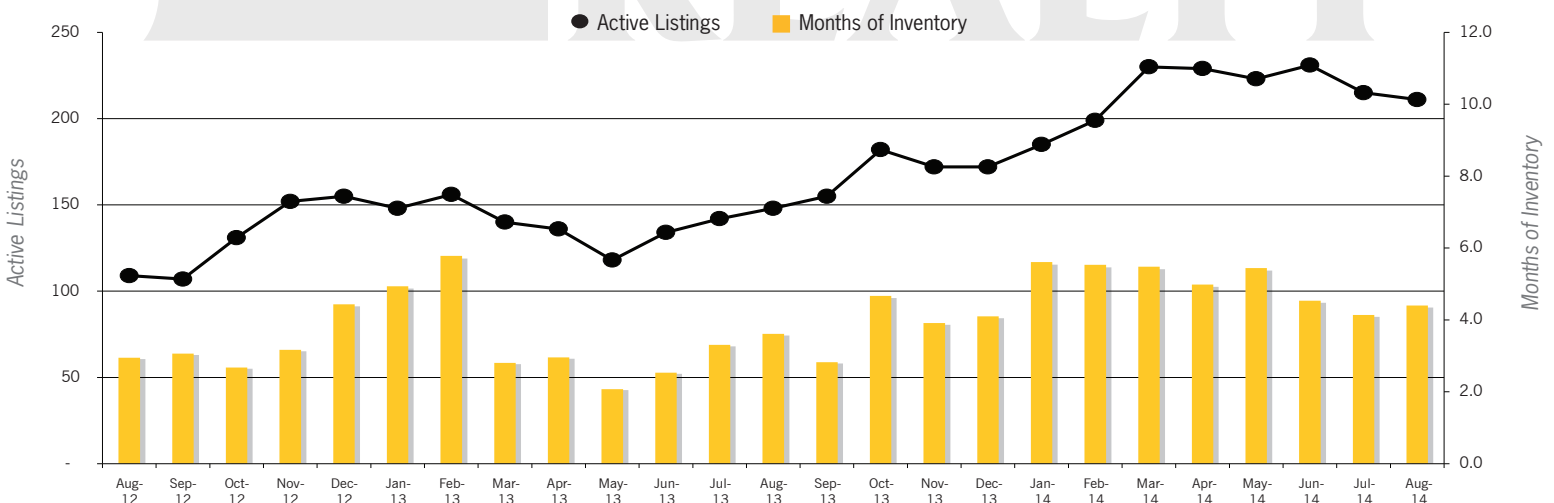
## Sahuarita | September 2014

In the Sahuarita area, August 2014 active inventory was 211, a 43% increase from August 2013. There were 48 closings in August 2014, a 17% increase from August 2013. Months of Inventory was 4.4, up from 3.6 in August 2013. Median price of sold homes was \$168,062 for the month of August 2014, up 12% from August 2013. The Sahuarita area had 44 new properties under contract in August 2014, down 34% from August 2013.

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



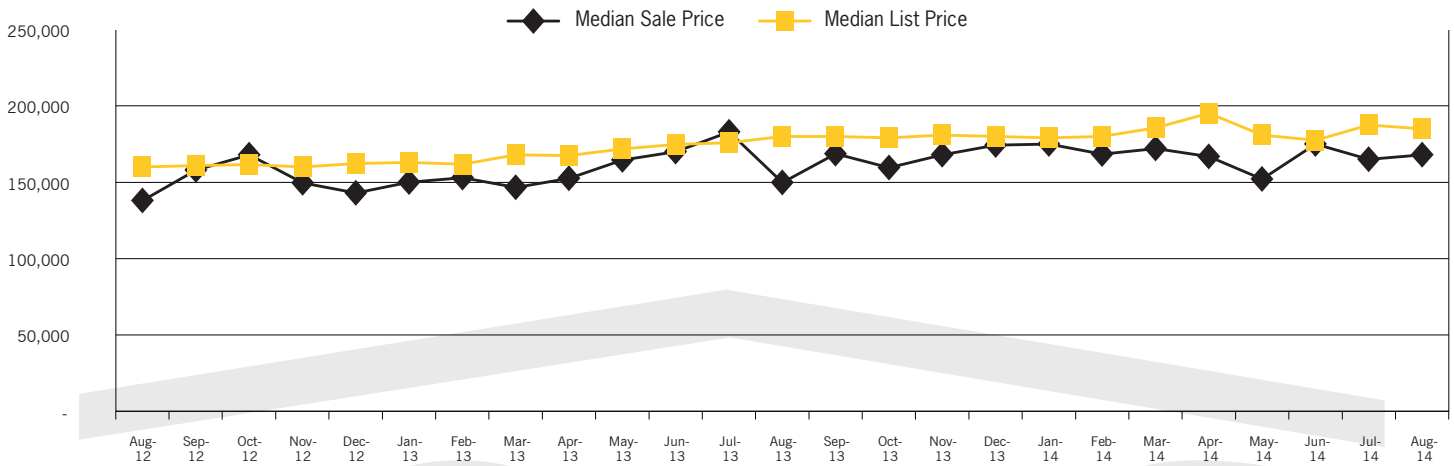
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 09/04/2014 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA

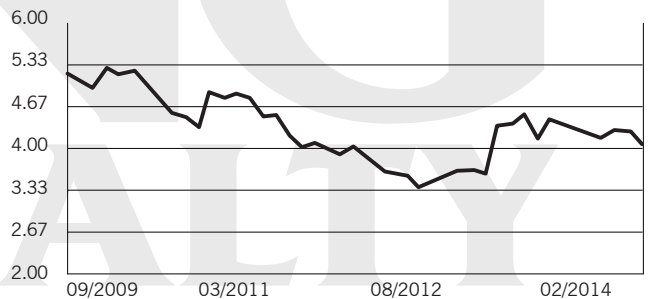


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2013	\$149,900	4.375%	\$711.01
2014	\$168,062	4.125%	\$773.79

## 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2009 levels.



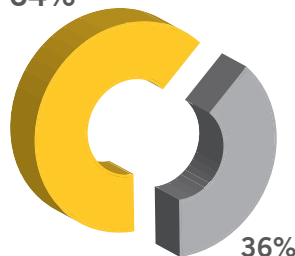
Source: Residential median sales prices. Data obtained 09/04/2014 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

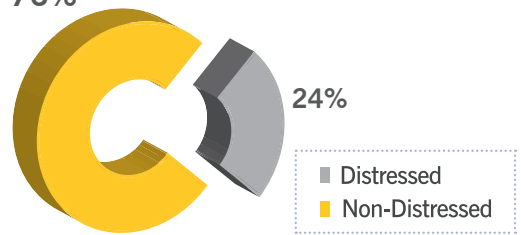
## DISTRESSED VS. NON-DISTRESSED SALES – SAHUARITA

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.

2013  
64%



2014 Year to Date  
76%





## 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
		Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14			
\$1 - 49,999	3	1	0	2	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	5	0	1	0	0	2	1	5.0	3.7	Seller
\$75,000 - 99,999	2	2	1	2	0	1	1	2.0	6.5	Balanced
\$100,000 - 124,999	7	6	5	3	3	7	3	2.3	1.9	Seller
\$125,000 - 149,999	30	6	10	12	11	8	13	2.3	2.7	Seller
\$150,000 - 174,999	35	8	12	6	14	13	9	3.9	3.0	Seller
\$175,000 - 199,999	36	4	9	7	7	11	9	4.0	4.7	Slightly Seller
\$200,000 - 224,999	20	3	5	5	9	4	2	10.0	3.9	Seller
\$225,000 - 249,999	26	6	3	5	6	7	7	3.7	4.3	Slightly Seller
\$250,000 - 274,999	18	3	0	2	1	2	1	18.0	11.8	Buyer
\$275,000 - 299,999	11	1	2	0	2	0	2	5.5	10.8	Buyer
\$300,000 - 349,999	12	3	0	0	3	1	0	n/a	6.8	Slightly Buyer
\$350,000 - 399,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	0	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>211</b>	<b>43</b>	<b>48</b>	<b>44</b>	<b>56</b>	<b>56</b>	<b>48</b>	<b>4.4</b>	<b>4.1</b>	<b>Slightly Seller</b>

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



# The Housing Report



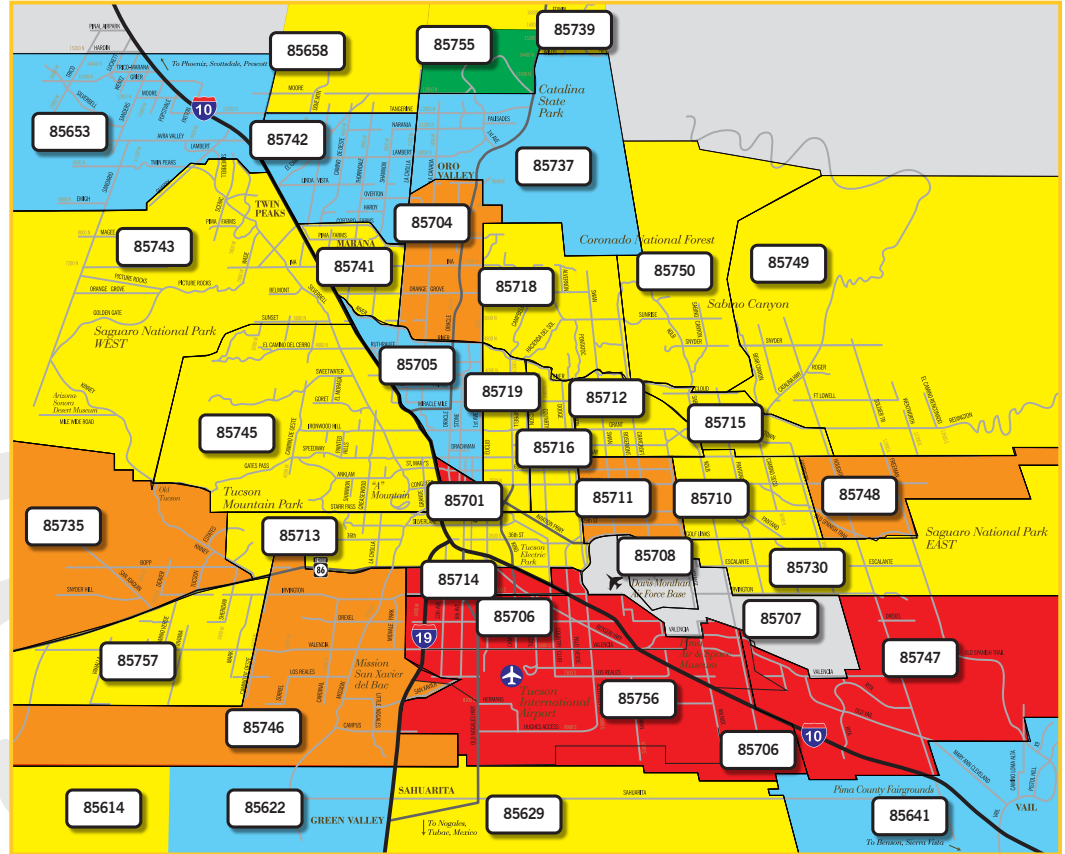
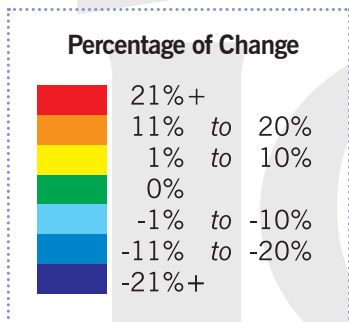
Stephen Woodall | (520) 818-4504  
 Stephen@TeamWoodall.com | TeamWoodall.com

Sahuarita | September 2014

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN-AUG 2013 TO JUN-AUG 2014

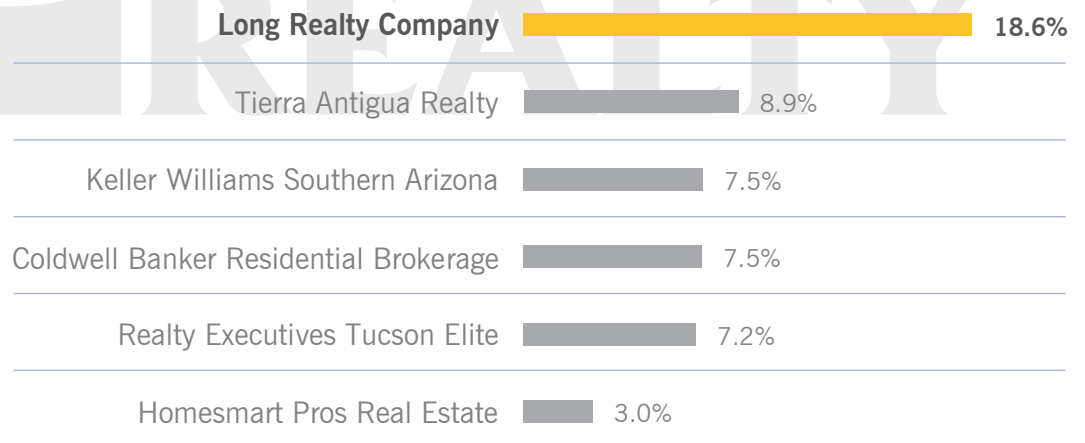
This heat map represents the percentage of change in Tucson metro median sales prices from June-August 2013 to June-August 2014 by zip code.



## MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 09/04/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 09/01/2013 – 08/31/2014 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.

These statistics are based on information obtained from the TARMLS and GVARMLS on 09/04/2014. Information is believed to be reliable, but not guaranteed.