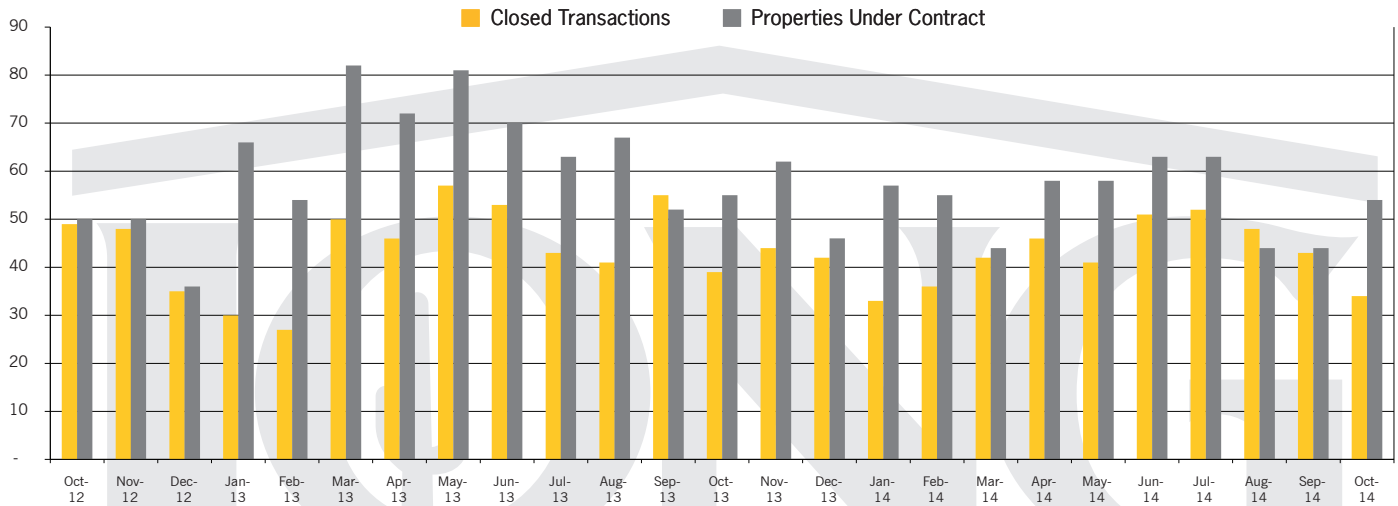




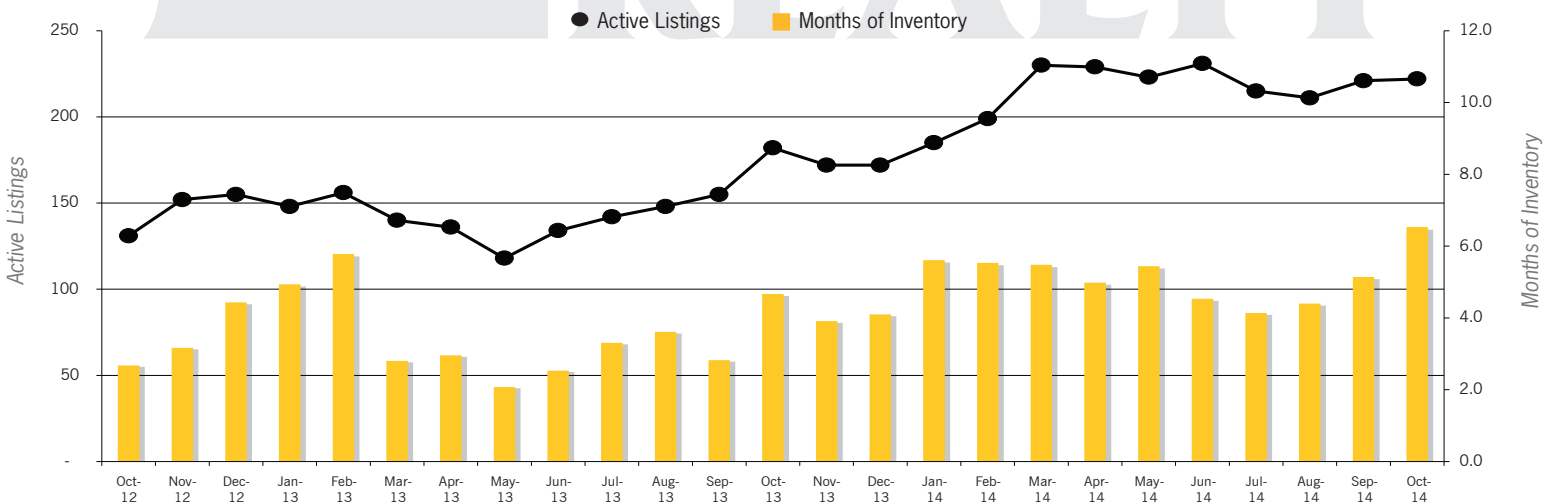
## Sahuarita | November 2014

In the Sahuarita area, October 2014 active inventory was 222, a 22% increase from October 2013. There were 34 closings in October 2014, a 13% decrease from October 2013. Months of Inventory was 6.5, up from 4.7 in October 2013. Median price of sold homes was \$166,200 for the month of October 2014, up 4% from October 2013. The Sahuarita area had 54 new properties under contract in October 2014, down 2% from October 2013.

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



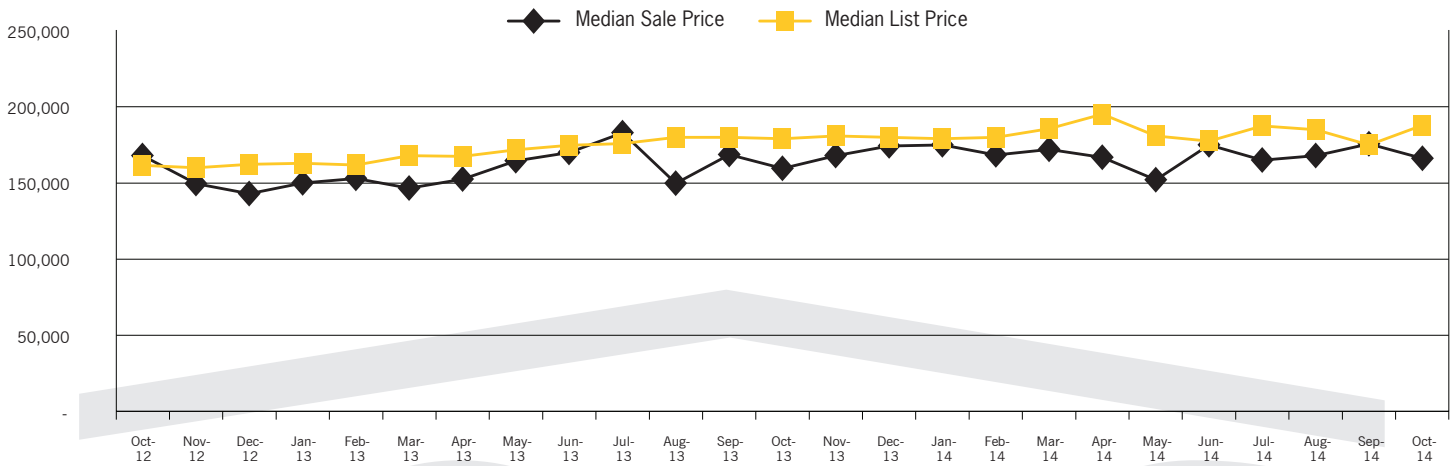
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 11/05/2014 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA

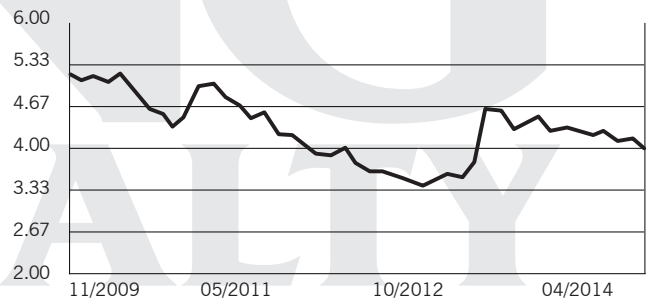


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2013	\$159,450	4.250%	\$745.18
2014	\$166,200	4.000%	\$753.79

## 30 YEAR FIXED MORTGAGE RATE

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

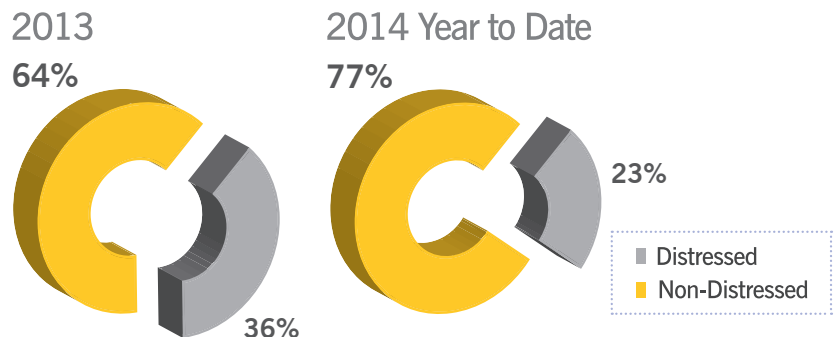


Source: Residential median sales prices. Data obtained 11/05/2014 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





## 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
		May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14			
\$1 - 49,999	1	2	0	0	0	0	2	0.5	2.5	Seller
\$50,000 - 74,999	6	0	0	2	1	0	0	n/a	16.0	Buyer
\$75,000 - 99,999	3	2	0	1	1	1	2	1.5	2.3	Seller
\$100,000 - 124,999	7	3	3	7	3	3	0	n/a	3.8	Seller
\$125,000 - 149,999	32	12	11	8	13	8	7	4.6	3.5	Seller
\$150,000 - 174,999	36	6	14	13	9	10	9	4.0	3.8	Seller
\$175,000 - 199,999	37	7	7	11	9	12	5	7.4	4.1	Slightly Seller
\$200,000 - 224,999	17	5	9	4	2	4	3	5.7	7.0	Slightly Buyer
\$225,000 - 249,999	29	5	6	7	7	1	3	9.7	7.4	Slightly Buyer
\$250,000 - 274,999	22	2	1	2	1	4	2	11.0	8.0	Slightly Buyer
\$275,000 - 299,999	14	0	2	0	2	3	1	14.0	6.0	Balanced
\$300,000 - 349,999	10	0	3	1	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	5	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>222</b>	<b>44</b>	<b>56</b>	<b>56</b>	<b>48</b>	<b>46</b>	<b>34</b>	<b>6.5</b>	<b>5.1</b>	<b>Balanced</b>

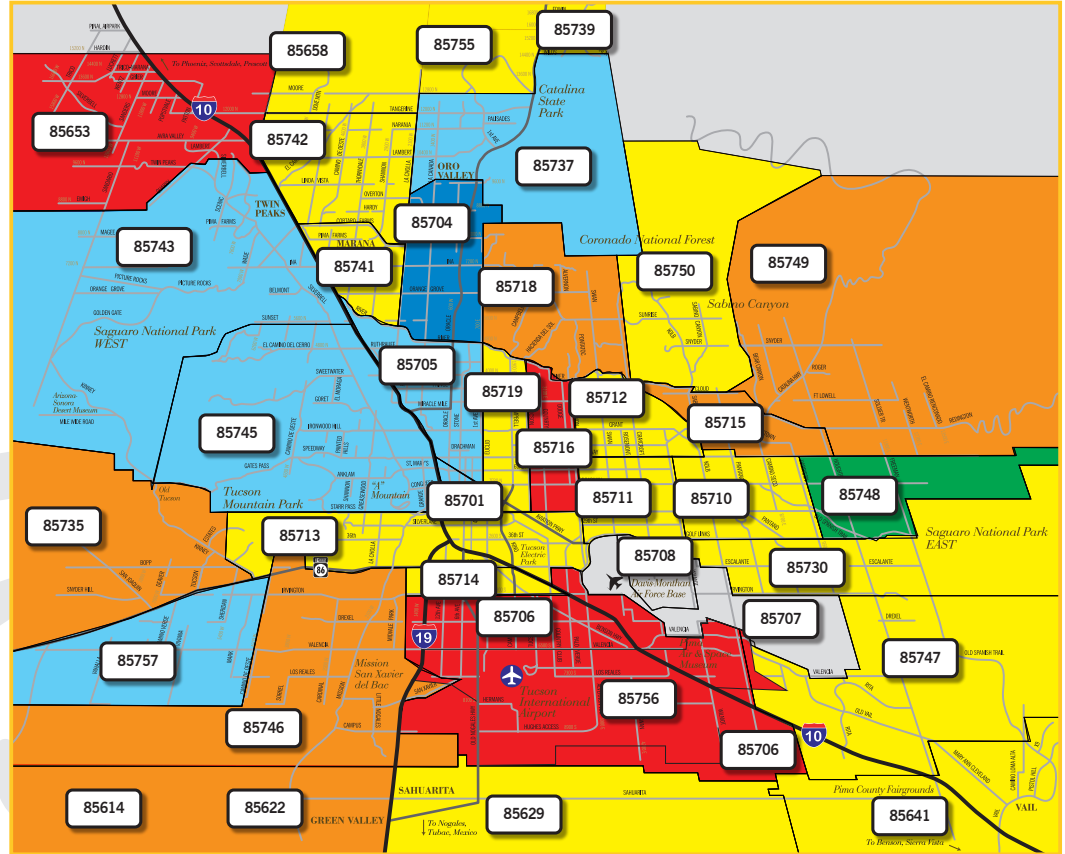
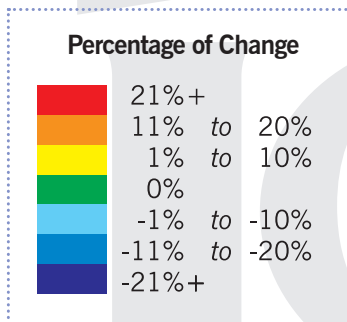




## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG-OCT 2013 TO AUG-OCT 2014

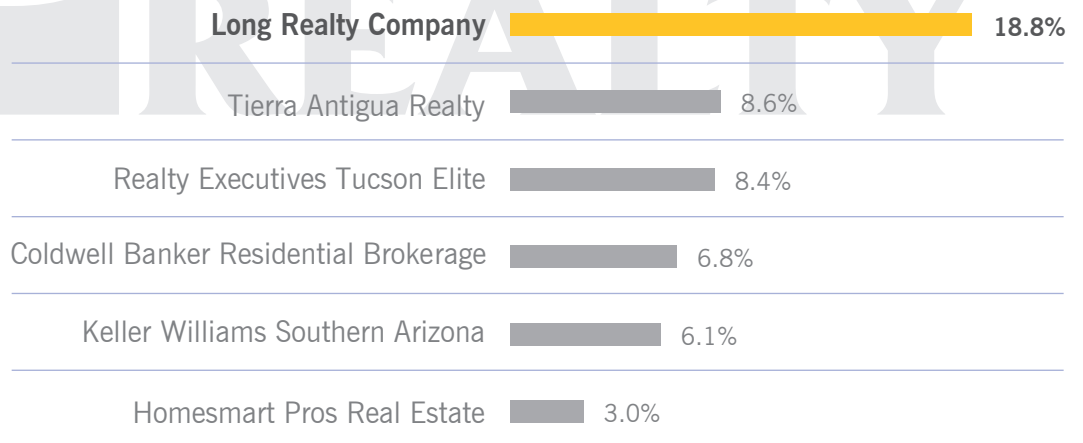
This heat map represents the percentage of change in Tucson metro median sales prices from August-October 2013 to August-October 2014 by zip code.



## MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 11/05/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 11/01/2013 – 10/31/2014 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.