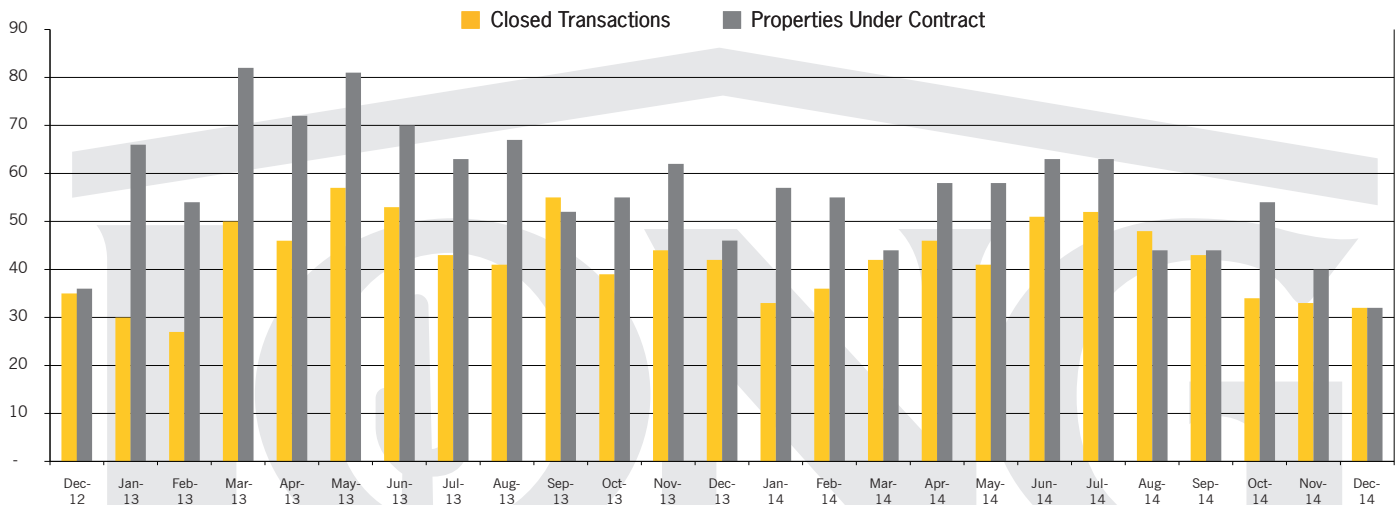




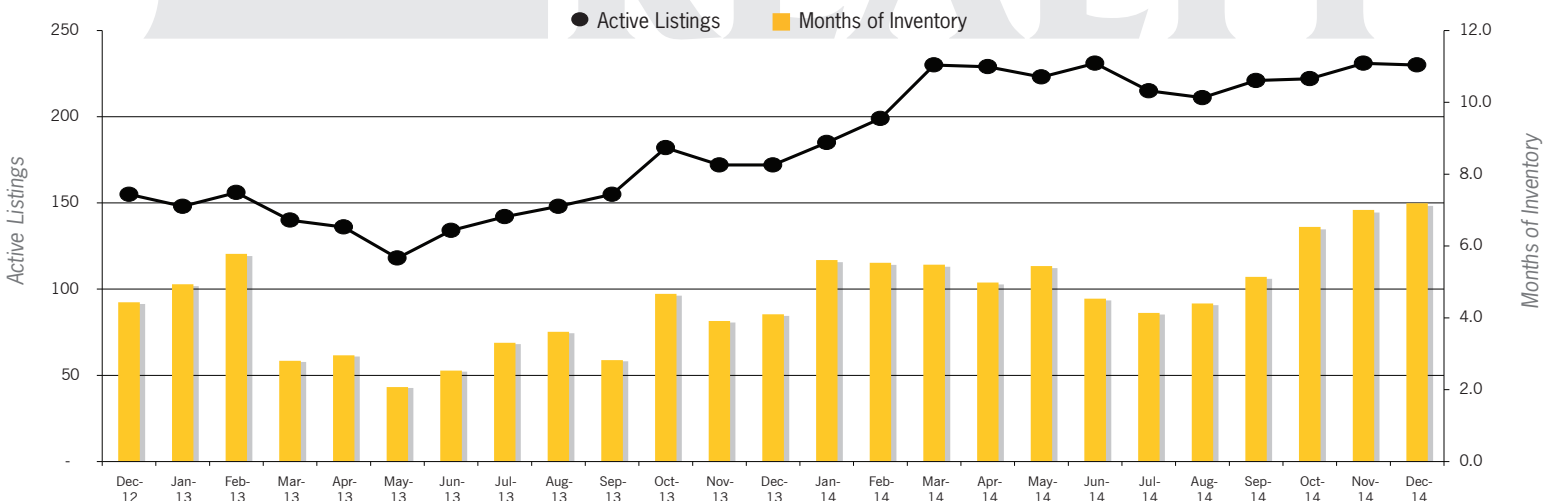
Sahuarita | January 2015

In the Sahuarita area, December 2014 active inventory was 230, a 34% increase from December 2013. There were 32 closings in December 2014, a 24% decrease from December 2013. Year-to-date 2014 there were 491 closings, a 7% decrease from year-to-date 2013. Months of Inventory was 7.2, up from 4.1 in December 2013. Median price of sold homes was \$171,860 for the month of December 2014, down 1% from December 2013. The Sahuarita area had 32 new properties under contract in December 2014, down 30% from December 2013.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



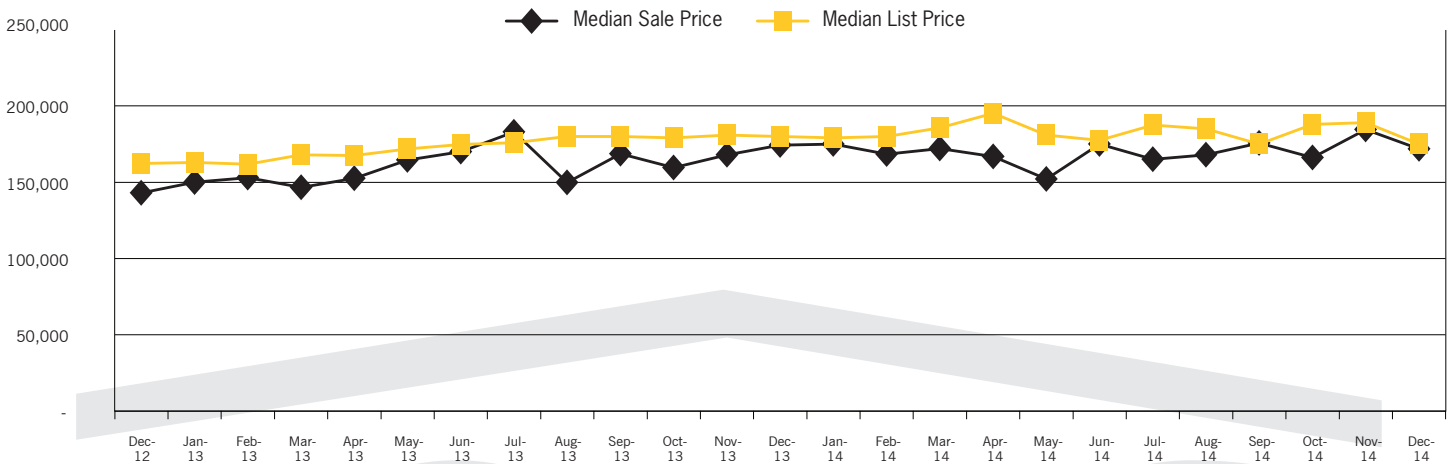
ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 01/06/2015 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA

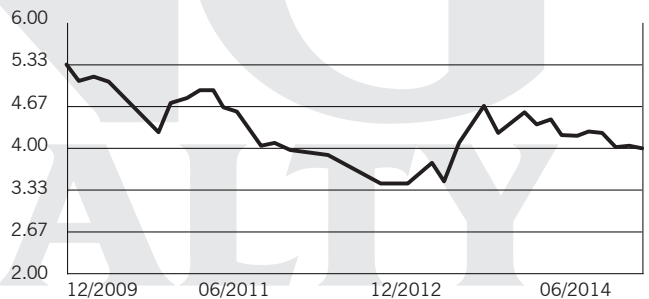


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2013	\$174,250	4.500%	\$838.75
2014	\$171,860	3.875%	\$767.74

30 YEAR FIXED MORTGAGE RATE

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



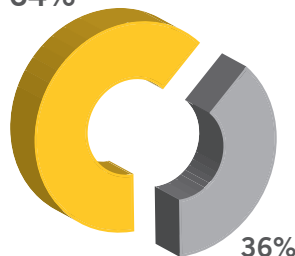
Source: Residential median sales prices. Data obtained 01/06/2015 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

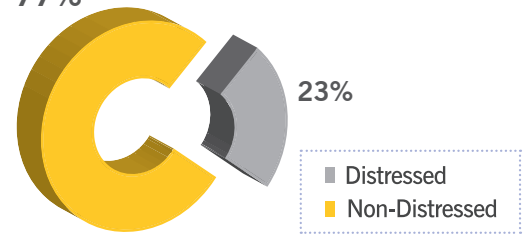
DISTRESSED VS. NON-DISTRESSED SALES – SAHUARITA

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
77%





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
		Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14			
\$1 - 49,999	0	0	0	0	2	0	0	n/a	1.0	Seller
\$50,000 - 74,999	5	2	1	0	0	2	0	n/a	8.0	Slightly Buyer
\$75,000 - 99,999	6	1	1	1	3	3	0	n/a	2.3	Seller
\$100,000 - 124,999	13	7	3	3	0	0	2	6.5	15.5	Buyer
\$125,000 - 149,999	26	8	13	8	8	2	8	3.3	4.9	Slightly Seller
\$150,000 - 174,999	42	13	9	10	10	10	8	5.3	4.2	Slightly Seller
\$175,000 - 199,999	30	11	9	12	5	5	4	7.5	7.1	Slightly Buyer
\$200,000 - 224,999	21	4	2	4	3	5	5	4.2	4.2	Slightly Seller
\$225,000 - 249,999	26	7	7	1	3	4	1	26.0	10.1	Buyer
\$250,000 - 274,999	27	2	1	4	2	1	0	n/a	25.0	Buyer
\$275,000 - 299,999	11	0	2	3	1	3	1	11.0	8.4	Slightly Buyer
\$300,000 - 349,999	12	1	0	0	0	0	1	12.0	34.0	Buyer
\$350,000 - 399,999	2	0	0	0	0	0	1	2.0	7.0	Slightly Buyer
\$400,000 - 499,999	8	0	0	0	0	0	1	8.0	20.0	Buyer
\$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	230	56	48	46	37	35	32	7.2	6.6	Slightly Buyer

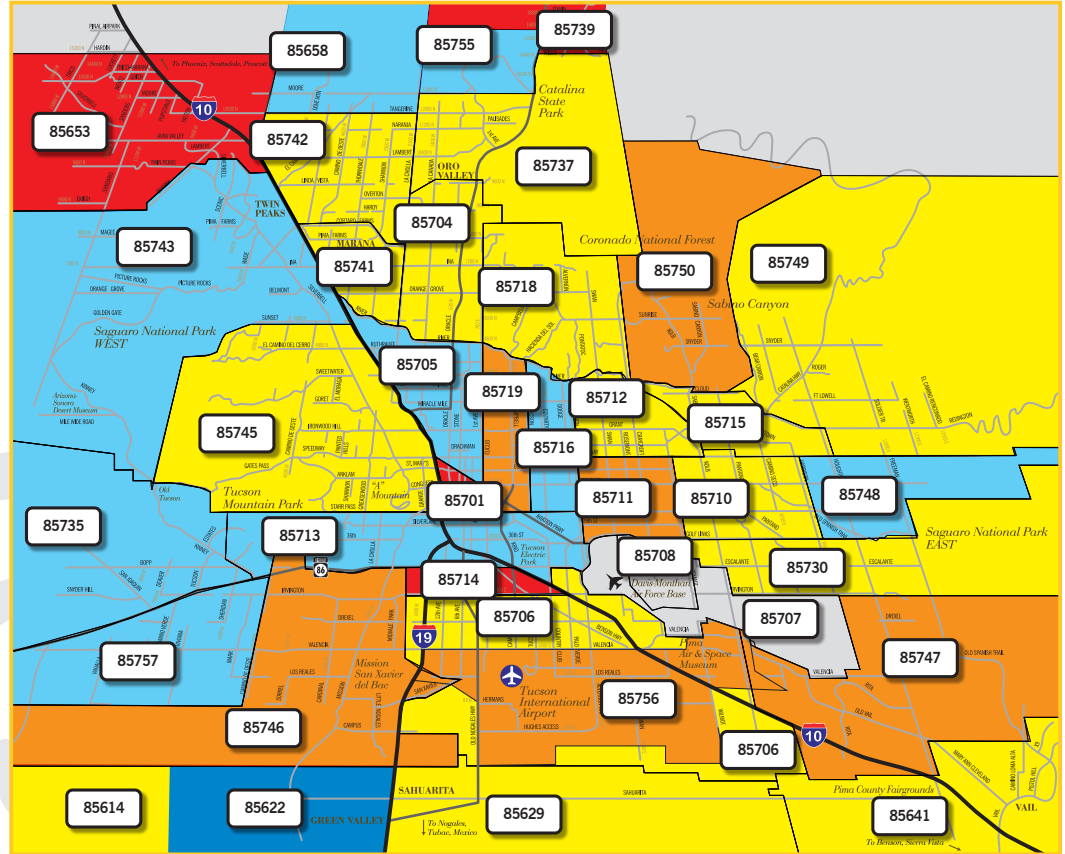




CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT-DEC 2013 TO OCT-DEC 2014

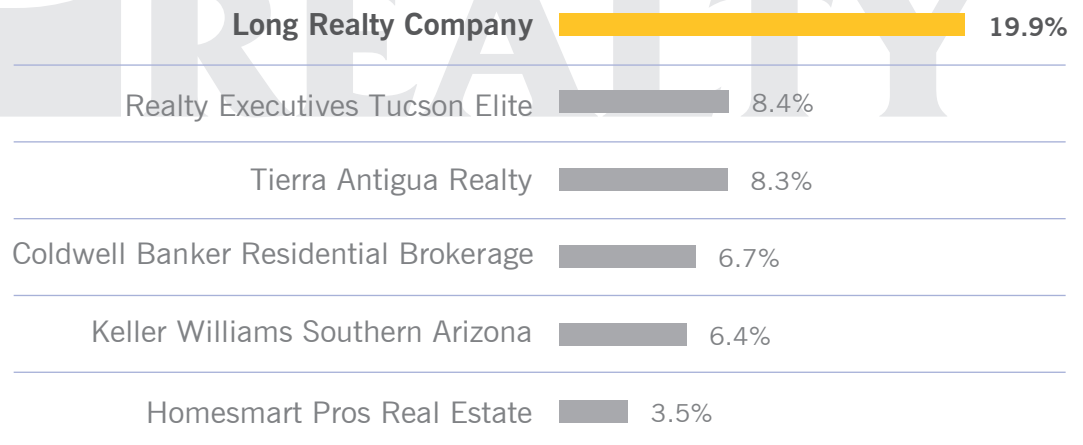
This heat map represents the percentage of change in Tucson metro median sales prices from October-December 2013 to October-December 2014 by zip code.



MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 01/06/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 01/01/2014 – 12/31/2014 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.