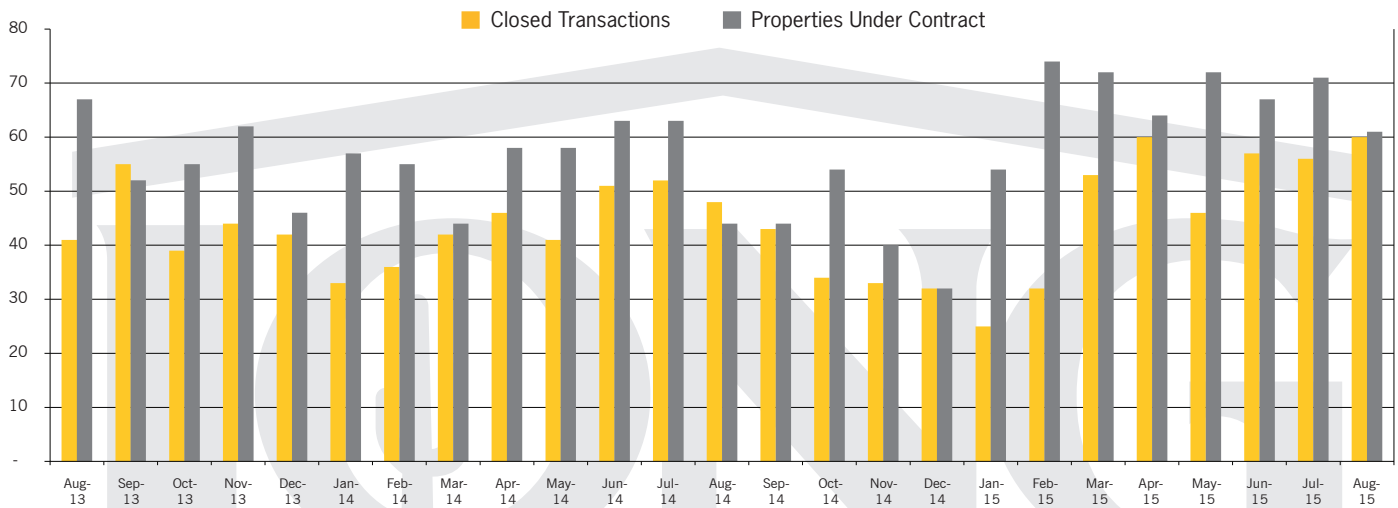




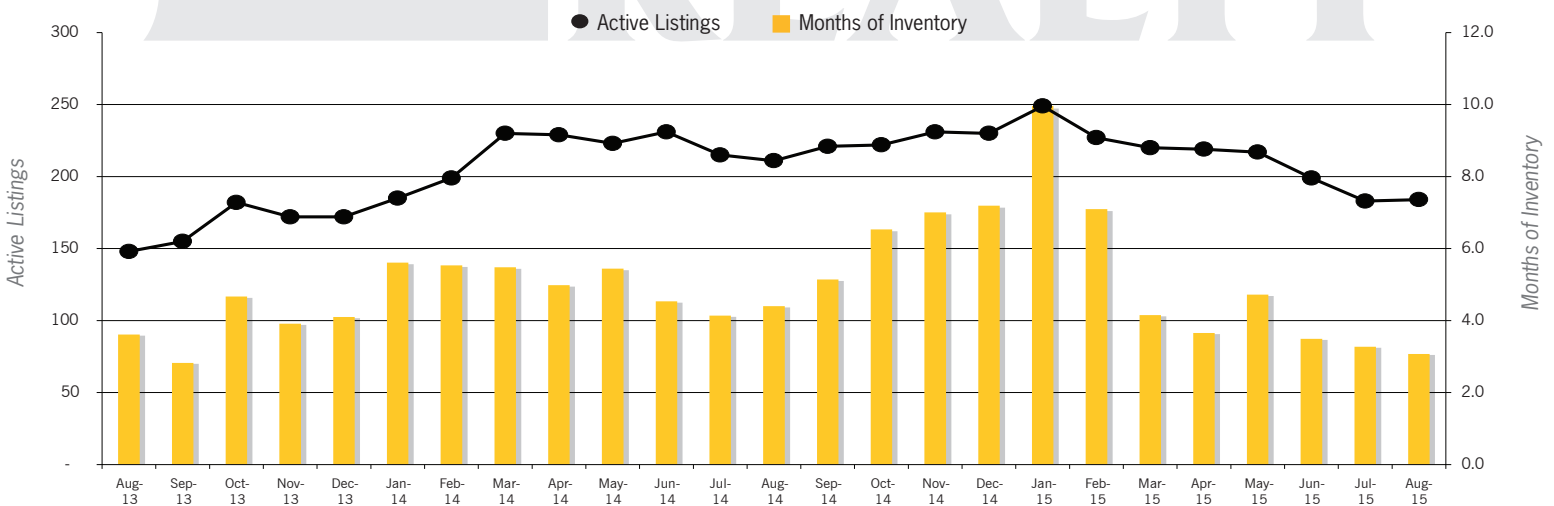
## Sahuarita | September 2015

In the Sahuarita area, August 2015 active inventory was 184, a 13% decrease from August 2014. There were 60 closings in August 2015, a 25% increase from August 2014. Year-to-date 2015 there were 407 closings, a 10% increase from year-to-date 2014. Months of Inventory was 3.1, down from 4.4 in August 2014. Median price of sold homes was \$174,950 for the month of August 2015, up 4% from August 2014. The Sahuarita area had 61 new properties under contract in August 2015, up 39% from August 2014.

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



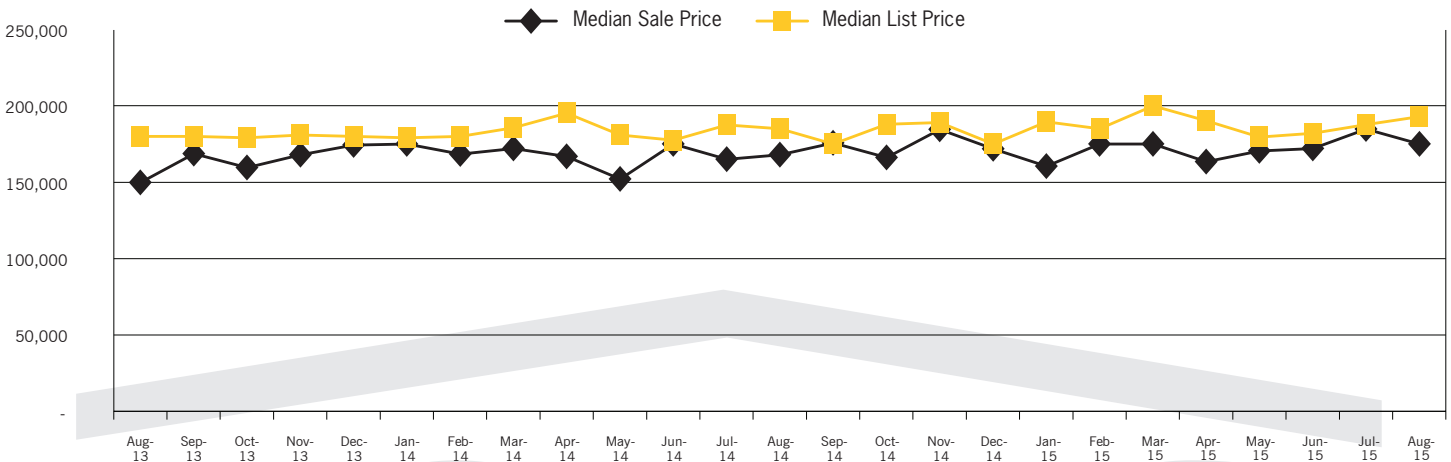
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 09/03/2015 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA



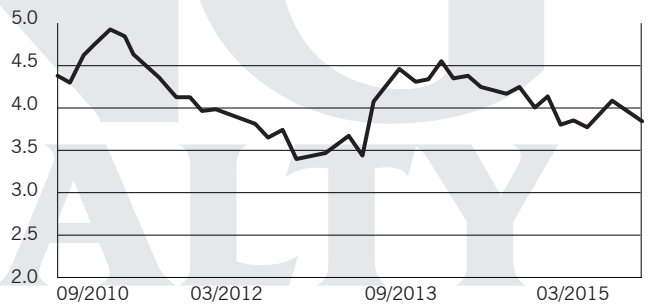
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$217,200    | 6.140%    | \$1,255.75  |
| 2014 | \$168,062    | 4.125%    | \$773.79    |
| 2015 | \$174,950    | 4.000%    | \$793.48    |

Source: Residential median sales prices. Data obtained 09/03/2015 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.

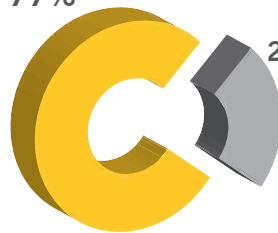


Source: Bankrate.com

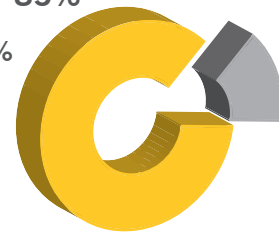
## DISTRESSED VS. NON-DISTRESSED SALES – SAHUARITA

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.

2014  
77%



2015 Year to Date  
85%



■ Distressed  
■ Non-Distressed



# The Housing Report



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Sahuarita | September 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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
|                        |                 | Mar-15                     | Apr-15    | May-15    | Jun-15    | Jul-15    | Aug-15    |                             |  |                   |
| \$1 - 49,999           | 0               | 0                          | 1         | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$50,000 - 74,999      | 1               | 1                          | 1         | 2         | 3         | 0         | 0         | n/a                         | 2.7                                    | Seller            |
| \$75,000 - 99,999      | 2               | 3                          | 0         | 1         | 2         | 1         | 1         | 2.0                         | 2.5                                    | Seller            |
| \$100,000 - 124,999    | 13              | 6                          | 6         | 1         | 3         | 2         | 5         | 2.6                         | 4.1                                    | Slightly Seller   |
| \$125,000 - 149,999    | 18              | 9                          | 20        | 12        | 10        | 12        | 15        | 1.2                         | 1.9                                    | Seller            |
| \$150,000 - 174,999    | 30              | 7                          | 7         | 7         | 12        | 12        | 9         | 3.3                         | 2.7                                    | Seller            |
| \$175,000 - 199,999    | 35              | 10                         | 6         | 4         | 5         | 7         | 6         | 5.8                         | 5.3                                    | Balanced          |
| \$200,000 - 224,999    | 25              | 3                          | 7         | 10        | 4         | 6         | 9         | 2.8                         | 3.3                                    | Seller            |
| \$225,000 - 249,999    | 15              | 4                          | 5         | 3         | 11        | 3         | 4         | 3.8                         | 2.9                                    | Seller            |
| \$250,000 - 274,999    | 15              | 9                          | 3         | 4         | 4         | 8         | 6         | 2.5                         | 2.1                                    | Seller            |
| \$275,000 - 299,999    | 9               | 3                          | 4         | 1         | 2         | 4         | 2         | 4.5                         | 4.0                                    | Seller            |
| \$300,000 - 349,999    | 13              | 1                          | 3         | 0         | 2         | 1         | 2         | 6.5                         | 7.4                                    | Slightly Buyer    |
| \$350,000 - 399,999    | 5               | 0                          | 0         | 0         | 1         | 1         | 0         | n/a                         | 8.5                                    | Buyer             |
| \$400,000 - 499,999    | 2               | 0                          | 0         | 1         | 0         | 1         | 1         | 2.0                         | 4.0                                    | 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>184</b>      | <b>56</b>                  | <b>63</b> | <b>46</b> | <b>59</b> | <b>58</b> | <b>60</b> | <b>3.1</b>                  | <b>3.2</b>                             | <b>Seller</b>     |



Statistics based on information obtained from TARMLS and using Brokermetrics software on 09/03/2015.

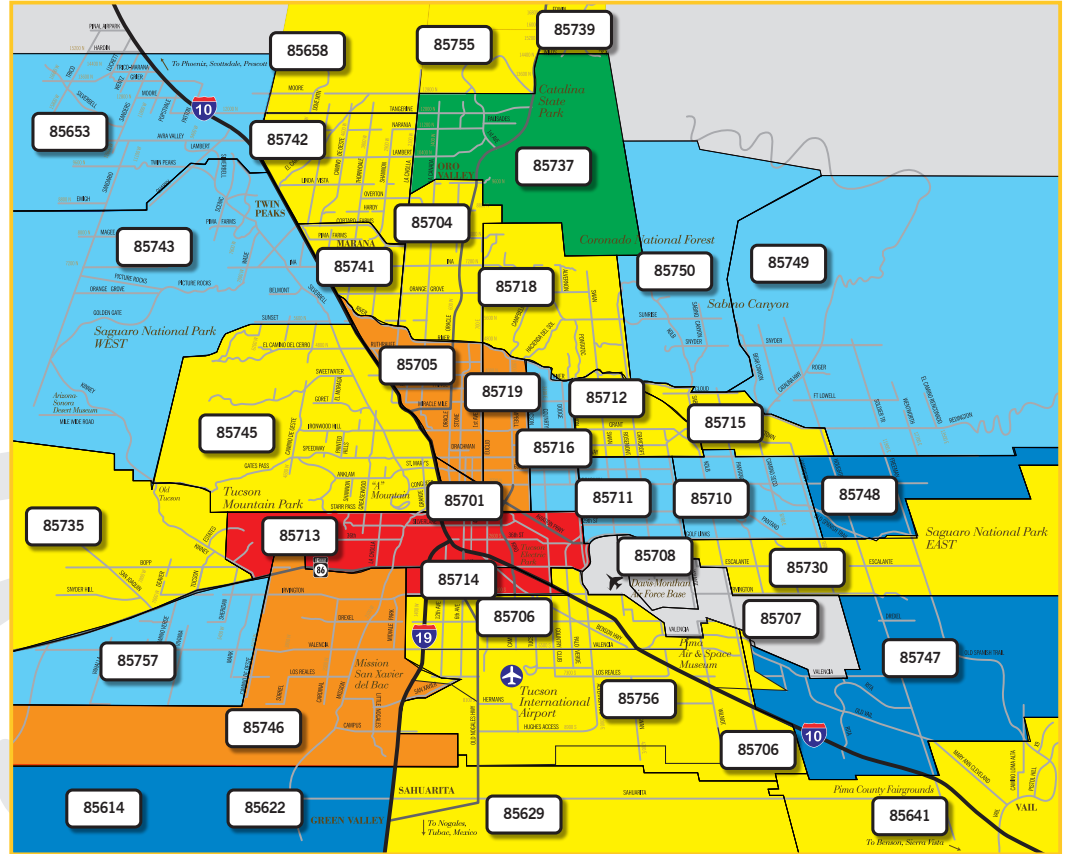
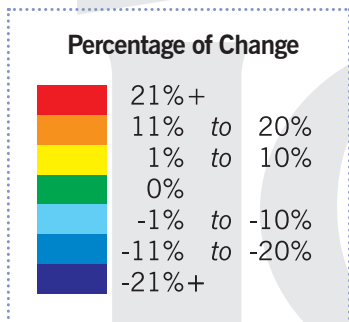
3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2015 - 08/31/2015. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2014-AUG 2014 TO JUN 2015-AUG 2015

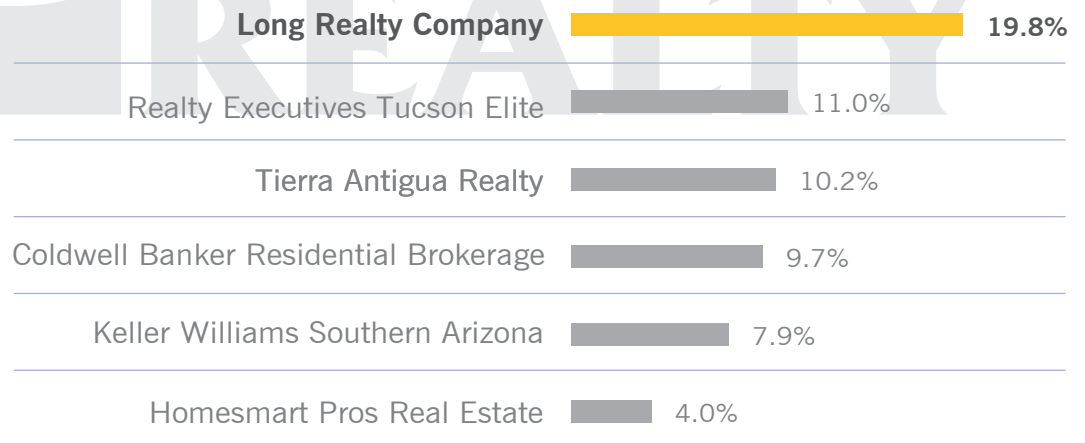
This heat map represents the percentage of change in Tucson metro median sales prices from June 2014-August 2014 to June 2015-August 2015 by zip code.



## MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 09/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 09/01/2014 – 08/31/2015 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.