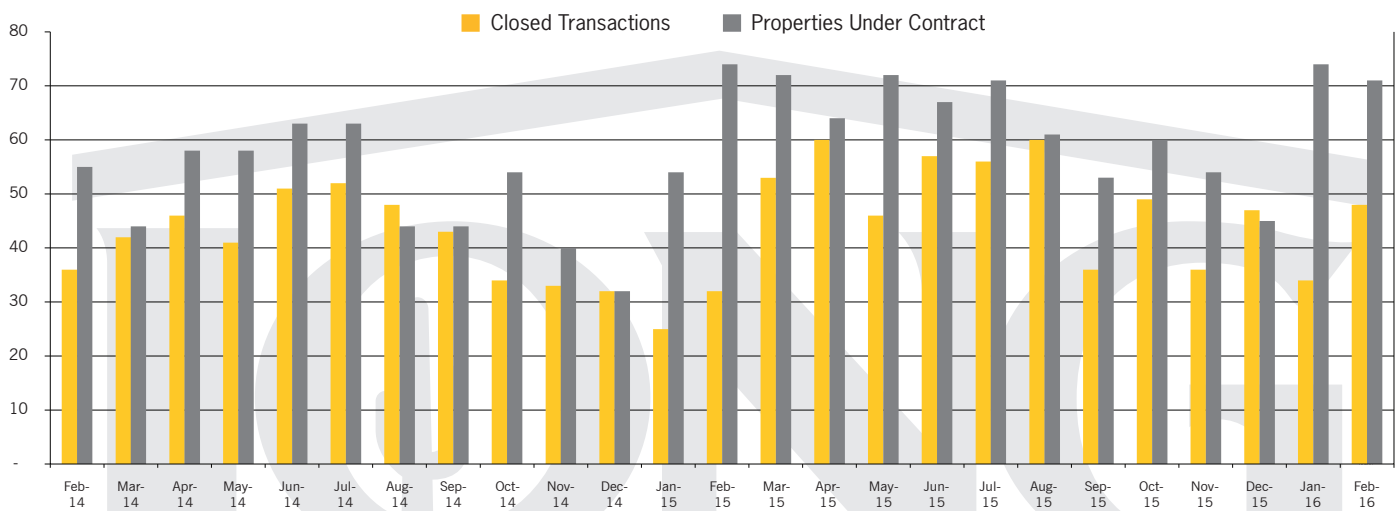




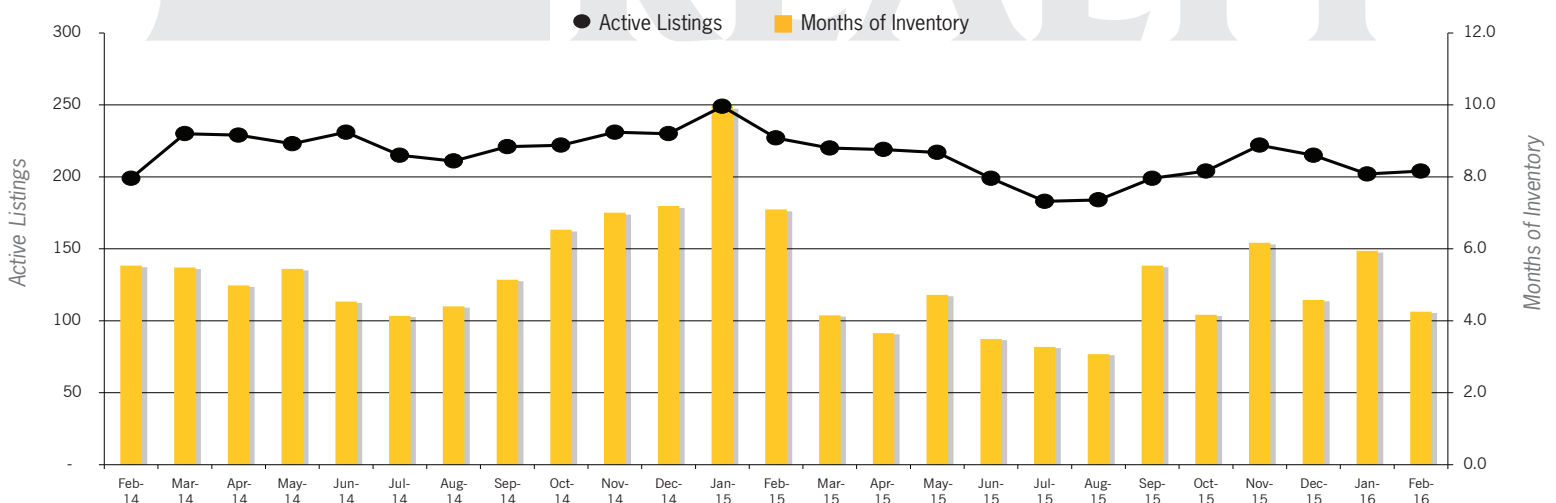
## Sahuarita | March 2016

In the Sahuarita area, February 2016 active inventory was 204, a 10% decrease from February 2015. There were 48 closings in February 2016, a 50% increase from February 2015. Year-to-date 2016 there were 84 closings, a 29% increase from year-to-date 2015. Months of Inventory was 4.3, down from 7.1 in February 2015. Median price of sold homes was \$178,450 for the month of February 2016, up 2% from February 2015. The Sahuarita area had 71 new properties under contract in February 2016, down 4% from February 2015.

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



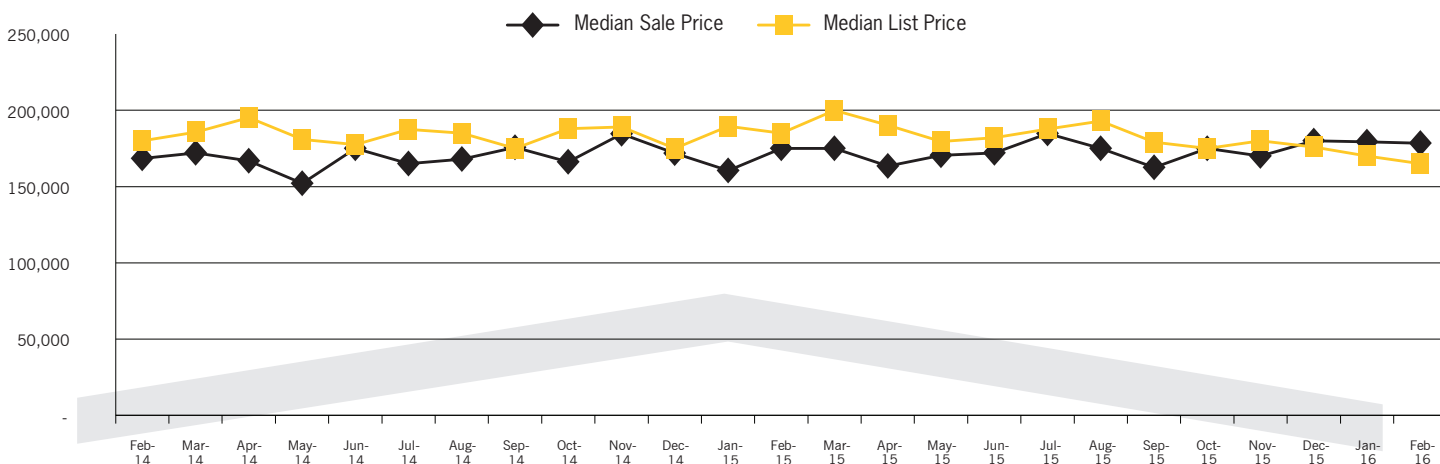
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA



*Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
 All data obtained 03/03/2016 is believed to be reliable, but not guaranteed.*



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA



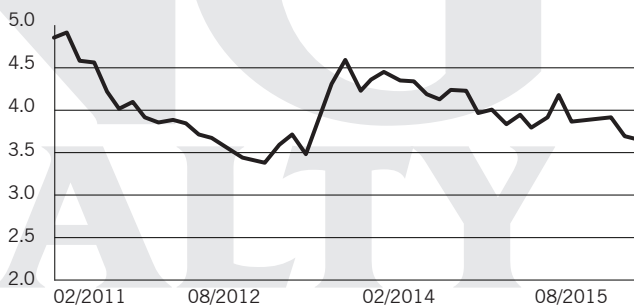
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2015	\$175,000	3.750%	\$769.93
2016	\$178,450	3.630%	\$773.61

Source: Residential median sales prices. Data obtained 03/03/2016 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

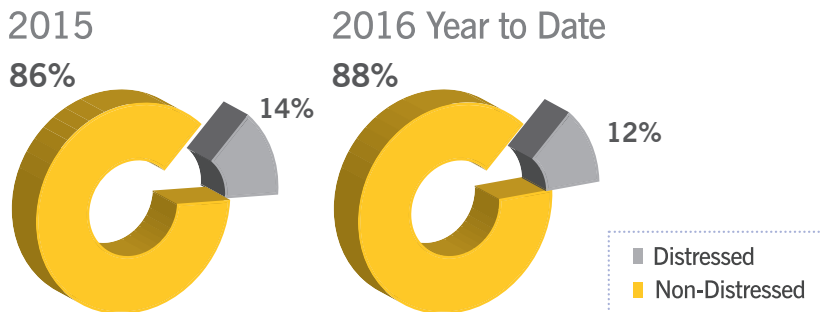
While mortgage rates have increased slightly recently, they are still well below 2011 levels.



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.





## 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
		Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16			
\$1 - 49,999	0	0	0	0	0	0	1	0.0	0.0	Seller
\$50,000 - 74,999	1	4	0	1	0	1	0	n/a	6.0	Balanced
\$75,000 - 99,999	2	1	1	2	1	1	3	0.7	2.2	Seller
\$100,000 - 124,999	14	5	4	1	1	4	4	3.5	3.8	Seller
\$125,000 - 149,999	34	6	13	5	9	7	8	4.3	4.6	Slightly Seller
\$150,000 - 174,999	53	8	6	9	8	4	7	7.6	7.6	Slightly Buyer
\$175,000 - 199,999	32	4	10	4	9	12	7	4.6	3.9	Seller
\$200,000 - 224,999	16	2	2	7	5	2	5	3.2	3.6	Seller
\$225,000 - 249,999	16	2	6	1	7	0	6	2.7	4.5	Slightly Seller
\$250,000 - 274,999	9	4	5	1	3	1	3	3.0	3.9	Seller
\$275,000 - 299,999	10	1	3	3	4	2	2	5.0	3.5	Seller
\$300,000 - 349,999	9	0	0	2	1	0	1	9.0	13.5	Buyer
\$350,000 - 399,999	4	0	0	0	0	1	1	4.0	5.5	Balanced
\$400,000 - 499,999	3	1	0	0	0	1	0	n/a	9.0	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
<b>TOTAL</b>	<b>204</b>	<b>38</b>	<b>50</b>	<b>36</b>	<b>48</b>	<b>36</b>	<b>48</b>	<b>4.3</b>	<b>4.7</b>	<b>Slightly Seller</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 03/03/2016.

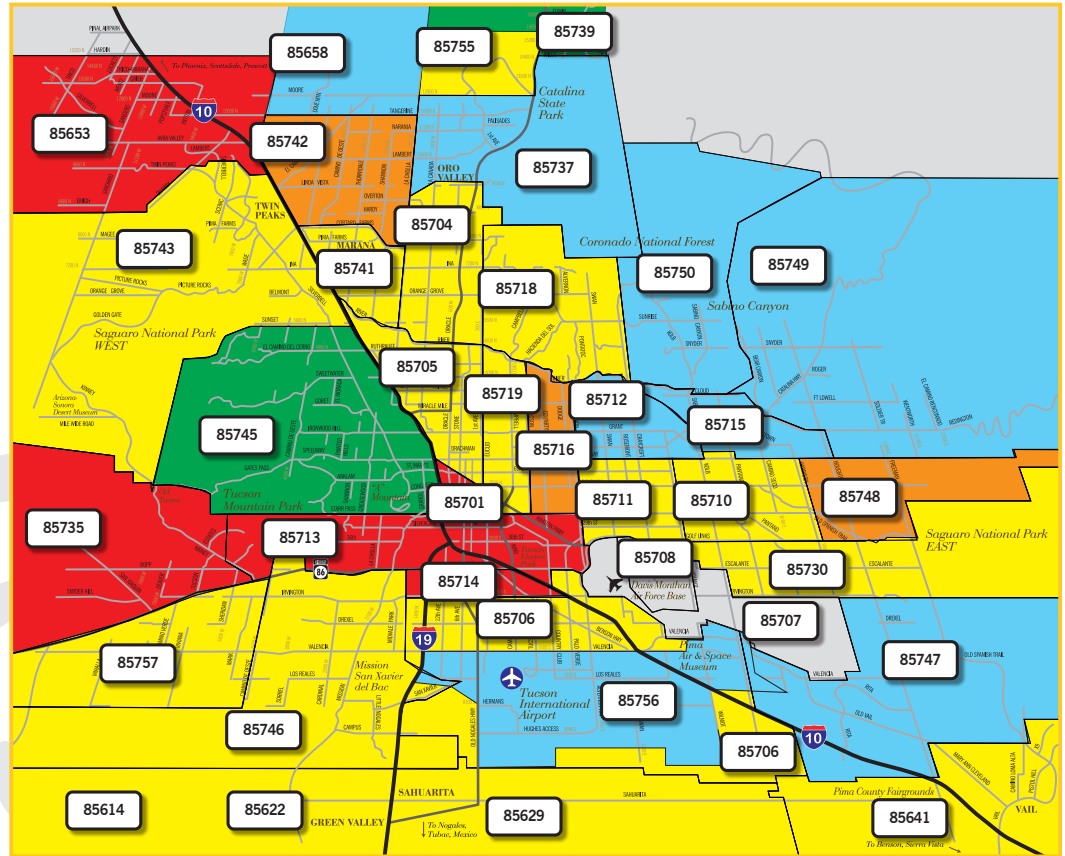
3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2015 - 02/29/2016. Information is believed to be reliable, but not guaranteed.



## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2014-FEB 2015 TO  
DEC 2015-FEB 2016

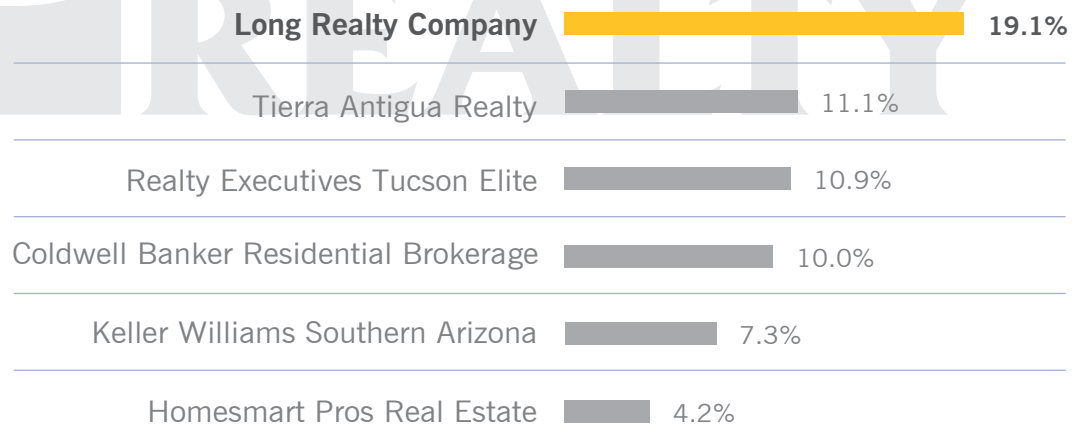
*This heat map represents the percentage of change in Tucson metro median sales prices from December 2014-February 2015 to December 2015-February 2016 by zip code.*



## MARKET SHARE – SAHUARITA

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 03/03/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 03/01/2015 – 02/29/2016 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.