## Sahuarita | April 2016

In the Sahuarita area, March 2016 active inventory was 187, a 15% decrease from March 2015. There were 61 closings in March 2016, a 15% increase from March 2015. Year-to-date 2016 there were 150 closings, a 24% increase from year-to-date 2015. Months of Inventory was 3.1, down from 4.2 in March 2015. Median price of sold homes was $170,000 for the month of March 2016, down 3% from March 2015. The Sahuarita area had 79 new properties under contract in March 2016, up 10% from March 2015.

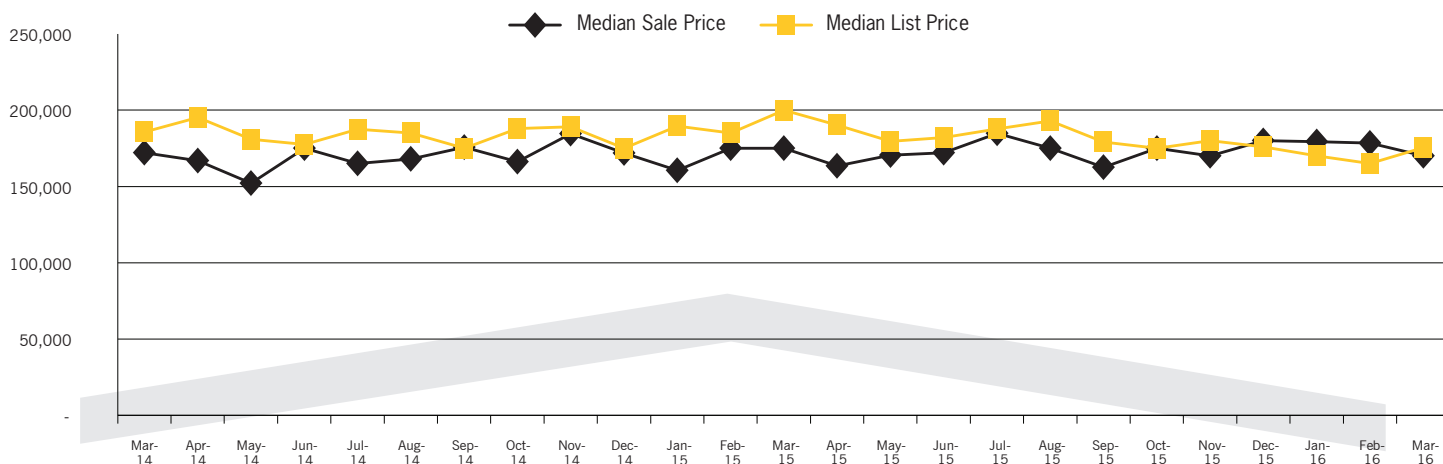## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA
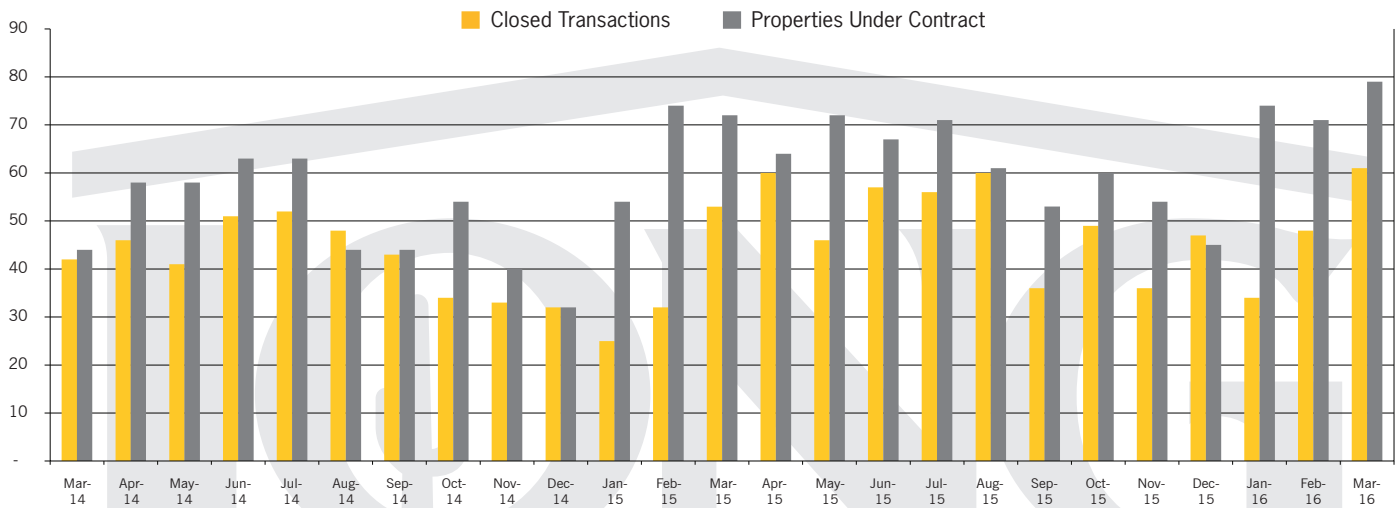
ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA
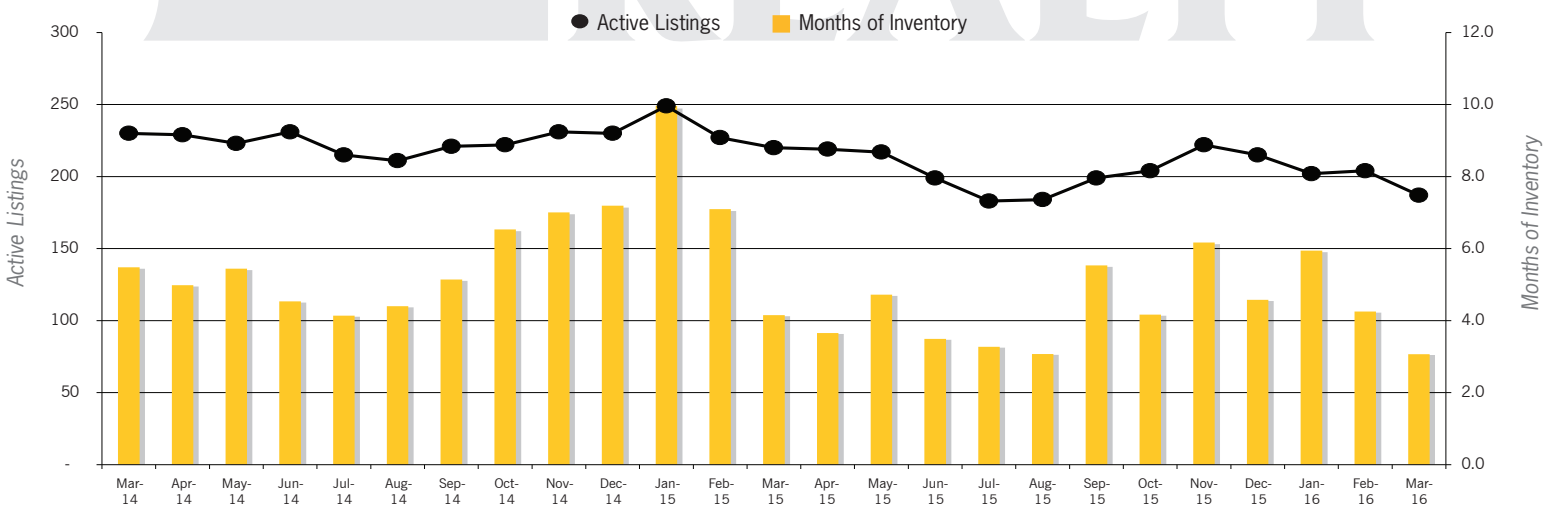
Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 04/05/2016 is believed to be reliable, but not guaranteed.

The Housing Report

LONG REALTY
A BERKSHIRE HATHAWAY AFFILIATE
90 YEARS STRONG

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Sahuarita | April 2016

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA

Median Sale Price ◆   Median List Price ■

MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

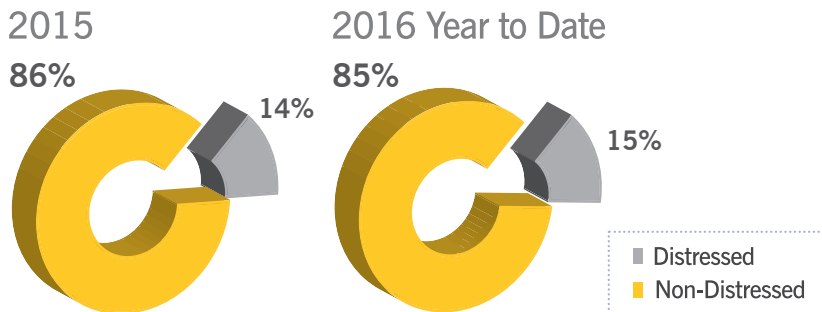| Year	Median Price	Int. Rate	MO. Payment
2006	$217,200	6.140%	$1,255.75
2015	$175,000	3.875%	$781.77
2016	$170,000	3.625%	$736.52

Source: *Residential median sales prices. Data obtained 04/05/2016 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.

2015
86%   14%

2016 Year to Date
85%   15%

■ Distressed
■ Non-Distressed

Distressed sales and market performance data is based on information obtained from the TARMLS on 04/05/2016. Information is believed to be reliable, but not guaranteed.

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
		Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16			
$1 - 49,999	0	0	0	0	0	1	1	0.0	0.0	Seller
$50,000 - 74,999	0	0	1	0	1	1	0	n/a	2.0	Seller
$75,000 - 99,999	5	1	2	1	1	3	1	5.0	2.6	Seller
$100,000 - 124,999	13	4	1	1	4	5	5	2.6	2.4	Seller
$125,000 - 149,999	32	13	5	9	7	9	15	2.1	3.4	Seller
$150,000 - 174,999	47	6	9	8	4	8	11	4.3	6.3	Balanced
$175,000 - 199,999	32	10	4	9	12	7	13	2.5	3.2	Seller
$200,000 - 224,999	13	2	7	5	2	5	3	4.3	4.1	Slightly Seller
$225,000 - 249,999	15	6	1	7	0	6	8	1.9	3.8	Seller
$250,000 - 274,999	5	5	1	3	1	4	1	5.0	3.5	Seller
$275,000 - 299,999	5	3	3	4	2	2	1	5.0	4.6	Slightly Seller
$300,000 - 349,999	10	0	2	1	0	1	1	10.0	14.0	Buyer
$350,000 - 399,999	5	0	0	0	1	1	1	5.0	3.7	Seller
$400,000 - 499,999	5	0	0	0	1	0	0	n/a	12.0	Buyer
$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
TOTAL	187	50	36	48	36	53	61	3.1	4.0	Seller

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

LONG REALTY
A BERKSHIRE HATHAWAY AFFILIATE
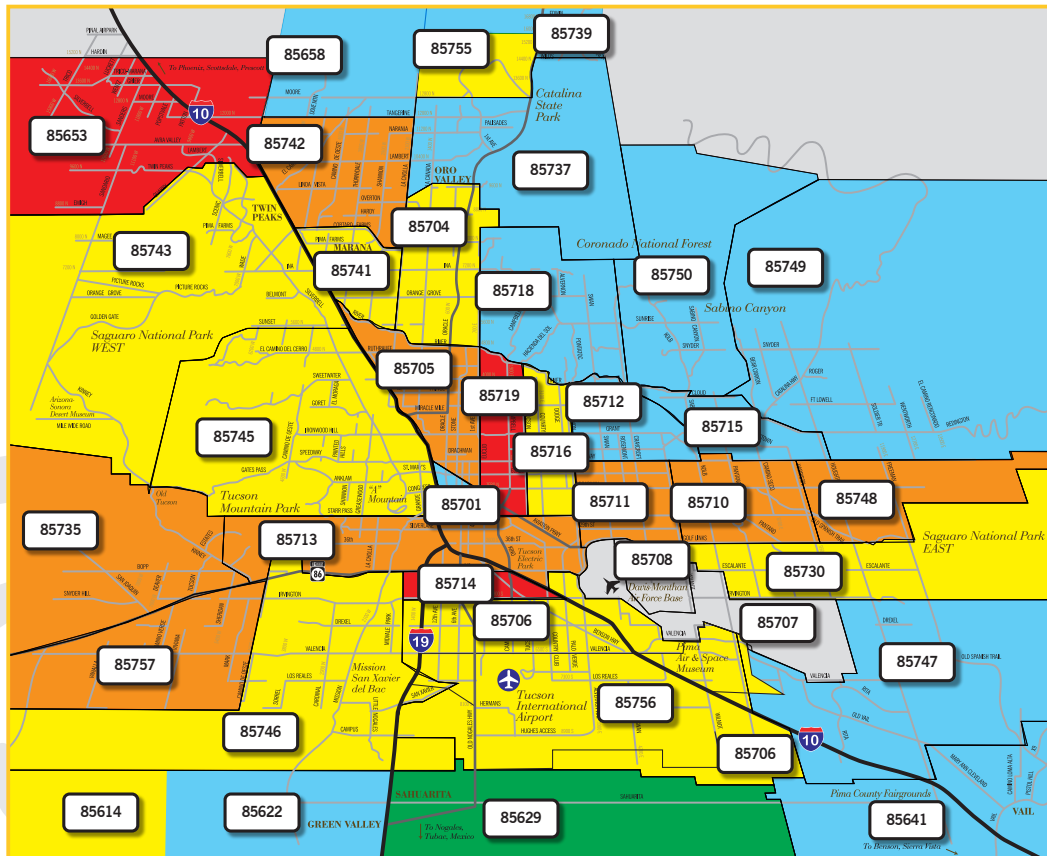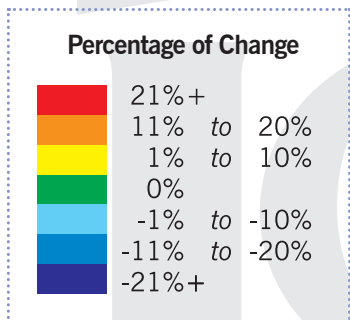90 YEARS STRONG

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

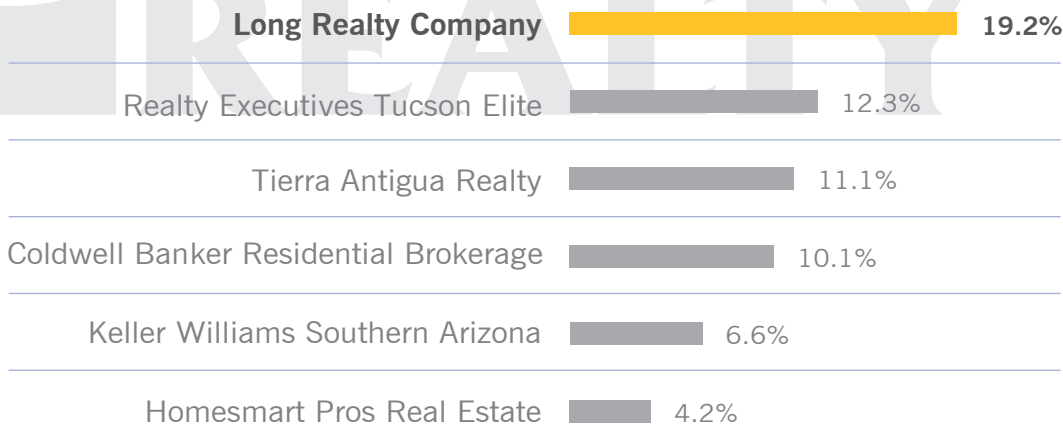### JAN 2015-MAR 2015 TO JAN 2016-MAR 2016

This heat map represents the percentage of change in Tucson metro median sales prices from January 2015-March 2015 to January 2016-March 2016 by zip code.

Percentage of Change

🟥	21%+
🟧	11% to 20%
🟨	1% to 10%
🟩	0%
🟦	-1% to -10%
🟦	-11% to -20%
🟦	-21%+

MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 04/05/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2015 – 03/31/2016 rounded to the nearest tenth of one percent and deemed to be correct.

Long Realty Company	**19.2%**
Realty Executives Tucson Elite	12.3%
Tierra Antigua Realty	11.1%
Coldwell Banker Residential Brokerage	10.1%
Keller Williams Southern Arizona	6.6%
Homesmart Pros Real Estate	4.2%

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 04/05/2016. Information is believed to be reliable, but not guaranteed.