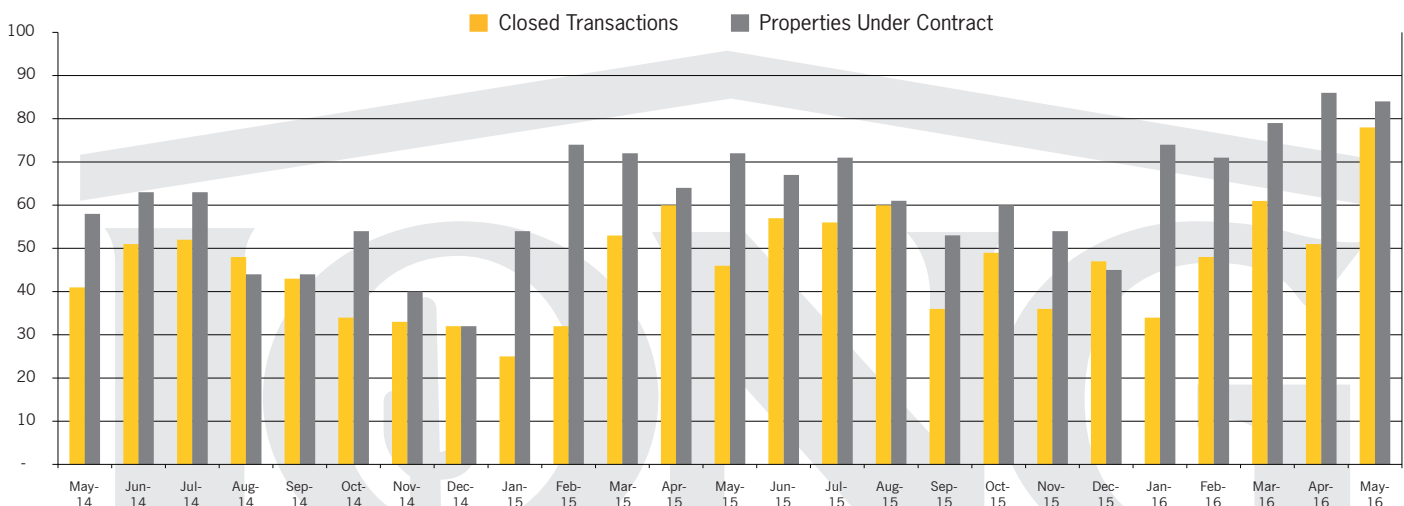




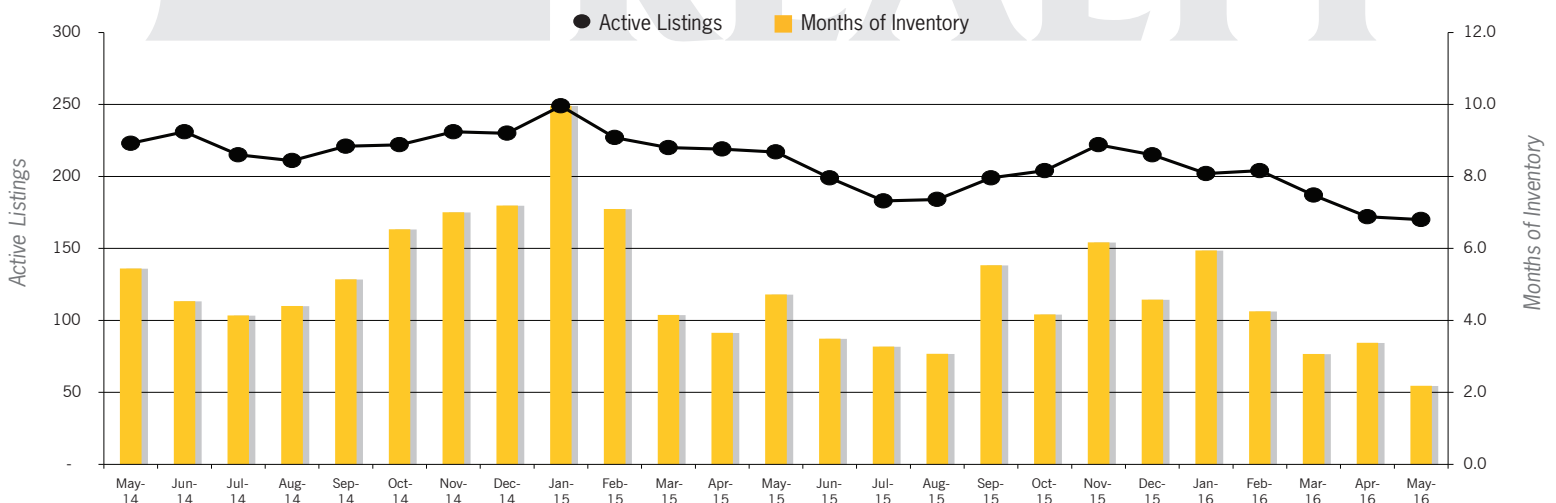
## Sahuarita | June 2016

In the Sahuarita area, May 2016 active inventory was 170, a 22% decrease from May 2015. There were 78 closings in May 2016, a 70% increase from May 2015. Year-to-date 2016 there were 280 closings, a 21% increase from year-to-date 2015. Months of Inventory was 2.2, down from 4.7 in May 2015. Median price of sold homes was \$175,150 for the month of May 2016, up 3% from May 2015. The Sahuarita area had 84 new properties under contract in May 2016, up 17% from May 2015.

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



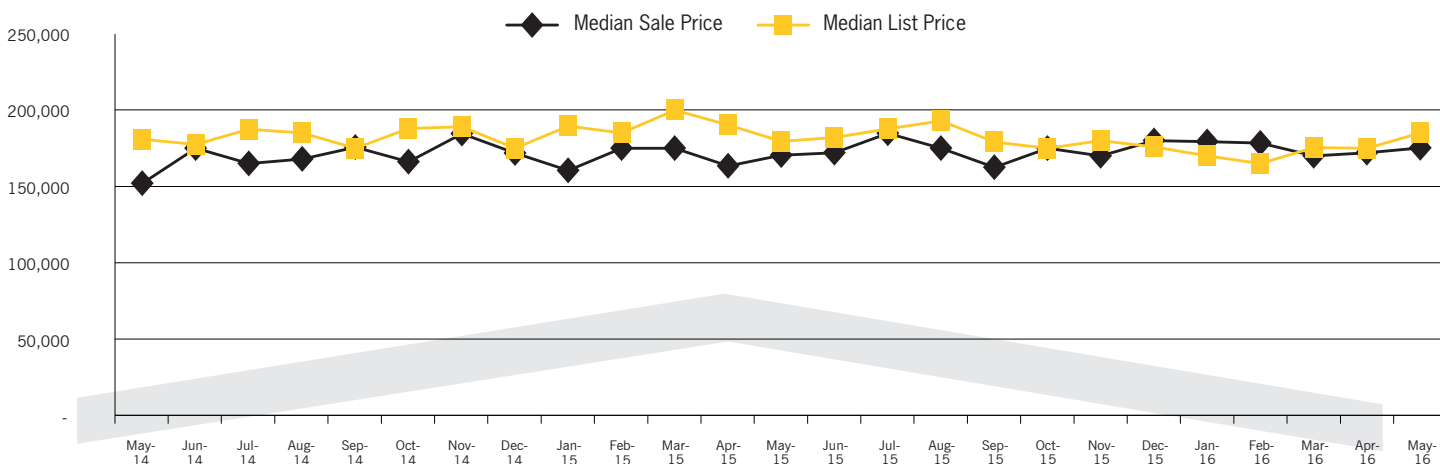
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
 All data obtained 06/03/2016 is believed to be reliable, but not guaranteed.*



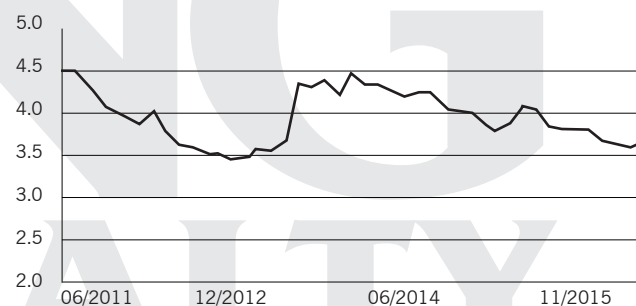
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2015	\$170,500	3.800%	\$754.73
2016	\$175,150	3.600%	\$756.50

## 30 YEAR FIXED MORTGAGE RATE

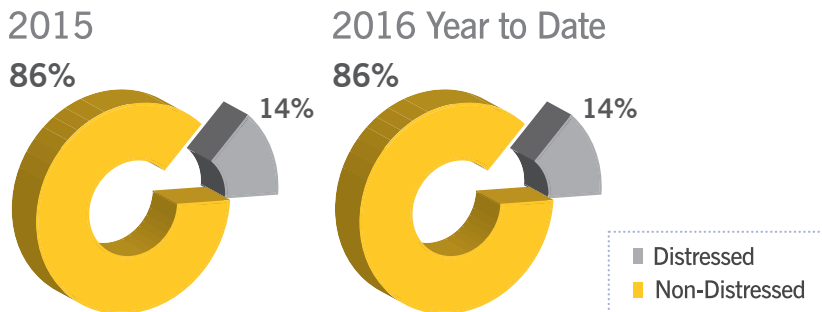


Source: Residential median sales prices. Data obtained 06/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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
		Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16			
\$1 - 49,999	1	0	0	1	1	0	1	1.0	0.5	Seller
\$50,000 - 74,999	3	0	1	1	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	1	1	1	3	1	2	3	0.3	1.7	Seller
\$100,000 - 124,999	11	1	4	5	5	5	3	3.7	2.6	Seller
\$125,000 - 149,999	24	9	7	10	15	9	16	1.5	2.0	Seller
\$150,000 - 174,999	25	8	4	8	11	11	16	1.6	2.9	Seller
\$175,000 - 199,999	29	9	12	7	13	11	18	1.6	2.1	Seller
\$200,000 - 224,999	17	5	2	5	3	3	5	3.4	4.0	Seller
\$225,000 - 249,999	11	7	0	6	8	3	6	1.8	2.3	Seller
\$250,000 - 274,999	7	3	1	4	1	2	5	1.4	2.3	Seller
\$275,000 - 299,999	18	4	2	2	1	2	2	9.0	7.2	Slightly Buyer
\$300,000 - 349,999	15	1	0	1	1	3	3	5.0	5.0	Balanced
\$350,000 - 399,999	4	0	1	1	1	0	0	n/a	13.0	Buyer
\$400,000 - 499,999	3	0	1	0	0	0	0	n/a	n/a	n/a
\$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>170</b>	<b>48</b>	<b>36</b>	<b>54</b>	<b>61</b>	<b>51</b>	<b>78</b>	<b>2.2</b>	<b>2.8</b>	<b>Seller</b>

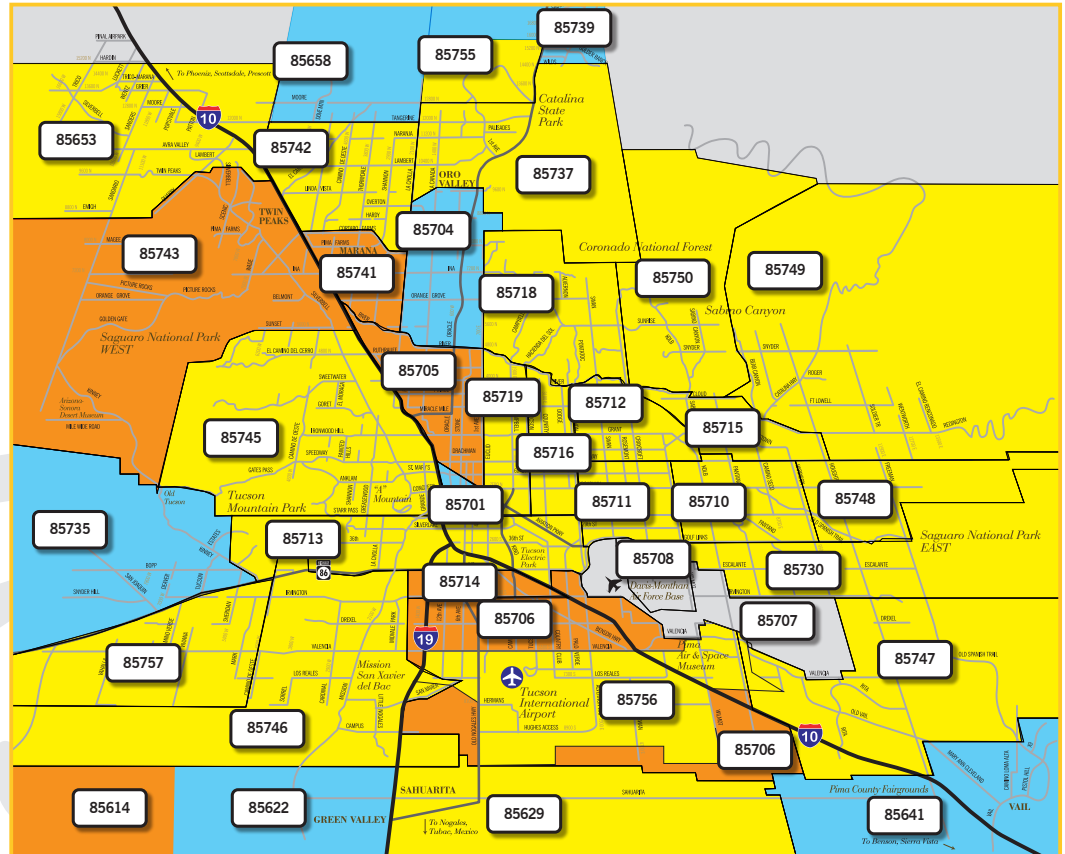




## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2015-MAY 2015 TO MAR 2016-MAY 2016

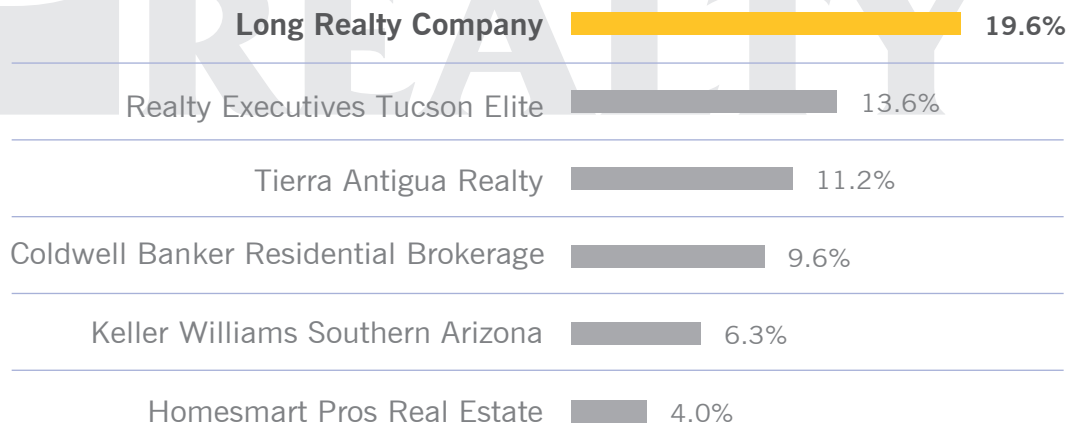
*This heat map represents the percentage of change in Tucson metro median sales prices from March 2015-May 2015 to March 2016-May 2016 by zip code.*



## MARKET SHARE – SAHUARITA

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

*Data Obtained 06/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2015 – 05/31/2016 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.