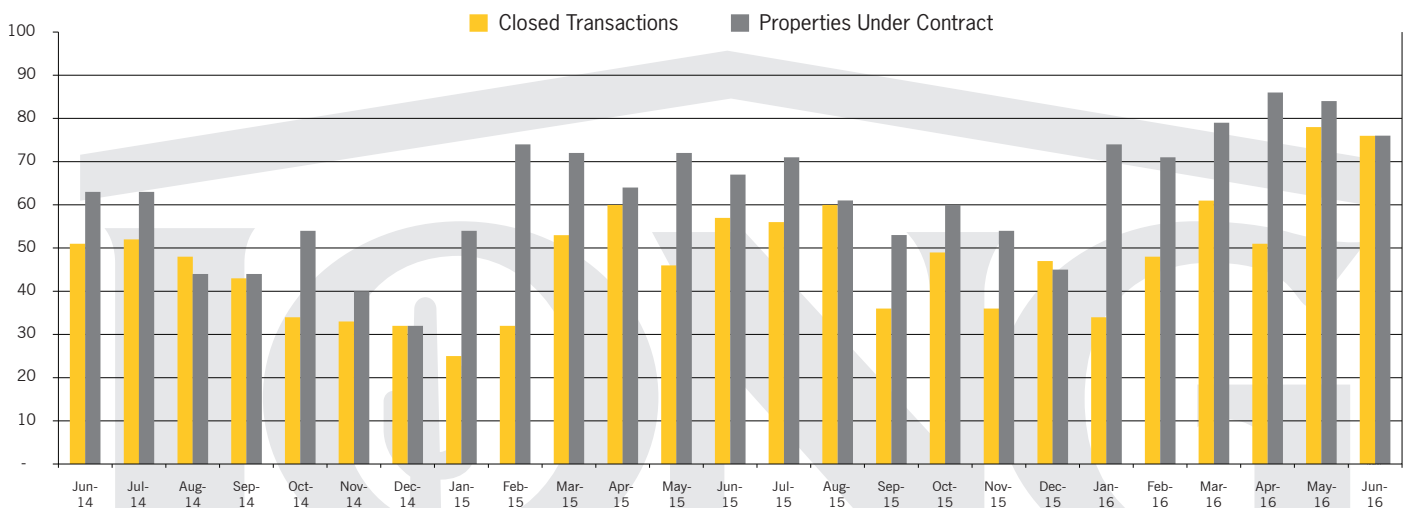




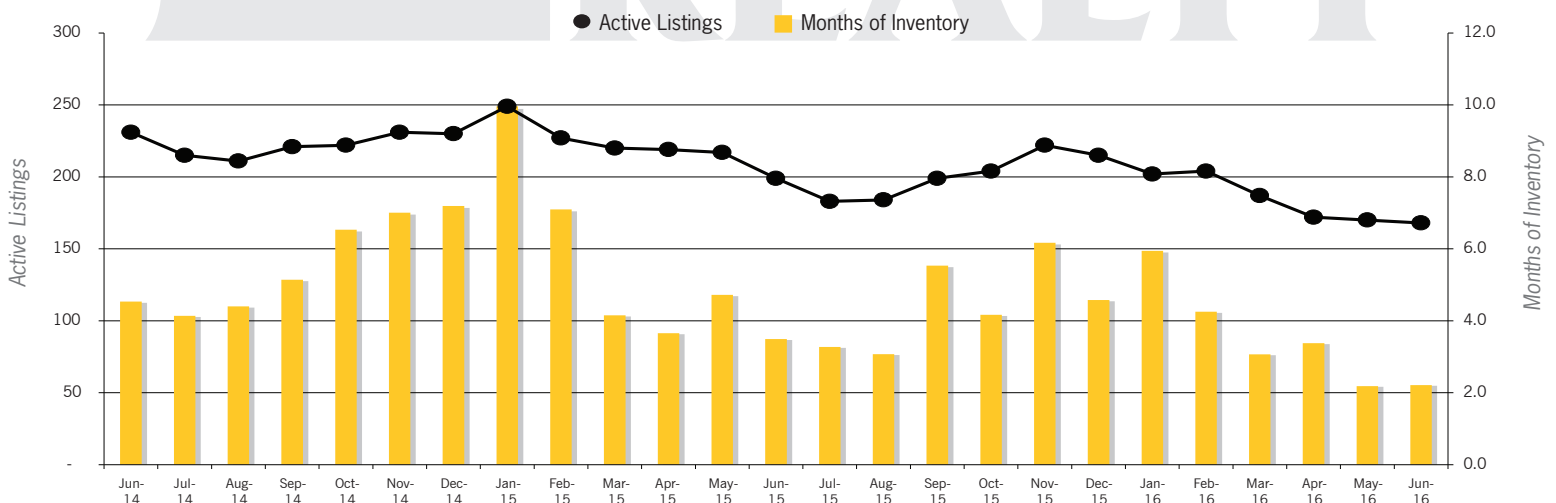
Sahuarita | July 2016

In the Sahuarita area, June 2016 active inventory was 168, a 16% decrease from June 2015. There were 76 closings in June 2016, a 33% increase from June 2015. Year-to-date 2016 there were 358 closings, a 23% increase from year-to-date 2015. Months of Inventory was 2.2, down from 3.5 in June 2015. Median price of sold homes was \$172,500 for the month of June 2016, virtually unchanged % from June 2015. The Sahuarita area had 76 new properties under contract in June 2016, up 13% from June 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



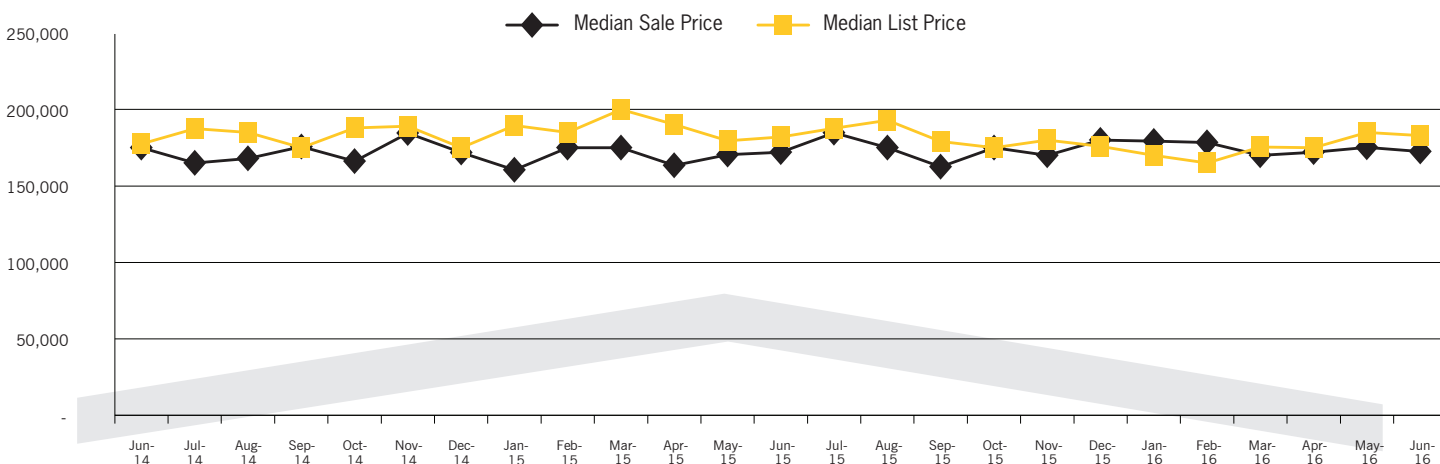
ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2016 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA

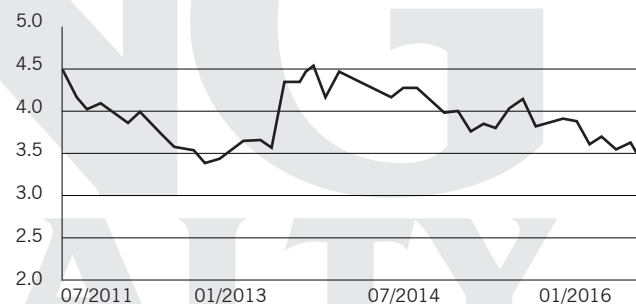


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2015	\$172,000	4.000%	\$780.10
2016	\$172,500	3.500%	\$735.87

Source: Residential median sales prices. Data obtained 07/06/2016 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.

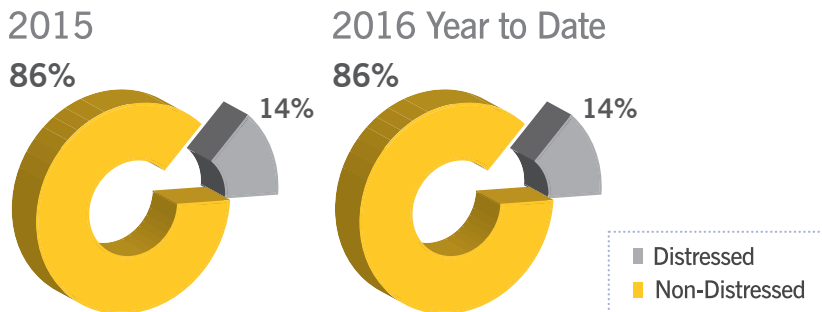
30 YEAR FIXED MORTGAGE RATE



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
		Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16			
\$1 - 49,999	2	0	1	1	0	1	1	2.0	1.5	Seller
\$50,000 - 74,999	1	1	1	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	4	1	3	1	2	3	1	4.0	1.5	Seller
\$100,000 - 124,999	15	4	5	5	5	4	2	7.5	3.3	Seller
\$125,000 - 149,999	19	7	10	15	9	15	22	0.9	1.5	Seller
\$150,000 - 174,999	28	4	8	11	11	17	13	2.2	2.2	Seller
\$175,000 - 199,999	31	12	7	13	11	19	9	3.4	2.3	Seller
\$200,000 - 224,999	18	2	5	3	3	5	13	1.4	2.3	Seller
\$225,000 - 249,999	14	0	6	8	3	6	7	2.0	2.4	Seller
\$250,000 - 274,999	6	1	4	1	2	5	1	6.0	2.4	Seller
\$275,000 - 299,999	10	2	2	1	2	2	5	2.0	4.6	Slightly Seller
\$300,000 - 349,999	12	0	1	1	3	3	1	12.0	5.3	Balanced
\$350,000 - 399,999	5	1	1	1	0	0	1	5.0	13.0	Buyer
\$400,000 - 499,999	2	1	0	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
TOTAL	168	36	54	61	51	80	76	2.2	2.5	Seller



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 07/06/2016.

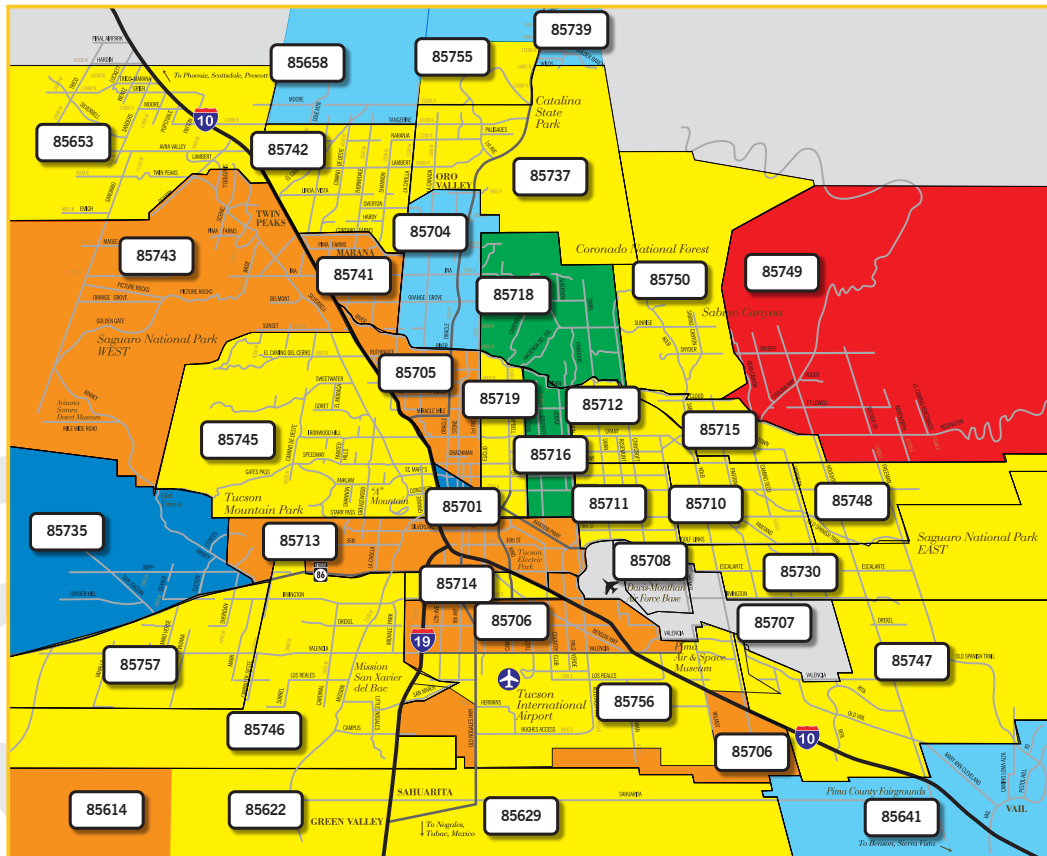
3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2016 - 06/30/2016. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2015-JUN 2015 TO APR 2016-JUN 2016

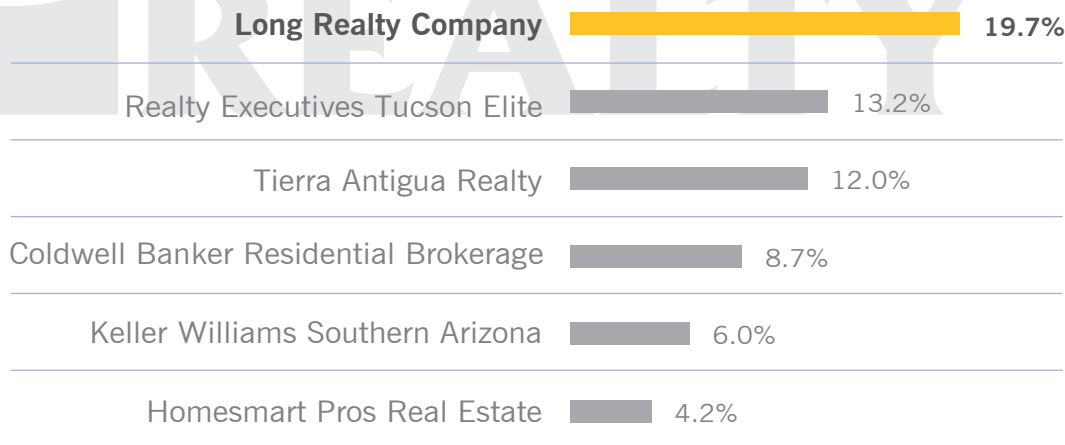
This heat map represents the percentage of change in Tucson metro median sales prices from April 2015-June 2015 to April 2016-June 2016 by zip code.



MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 07/06/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2015 – 06/30/2016 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.

These statistics are based on information obtained from the MLSSAZ and GVARMLS on 07/06/2016. Information is believed to be reliable, but not guaranteed.