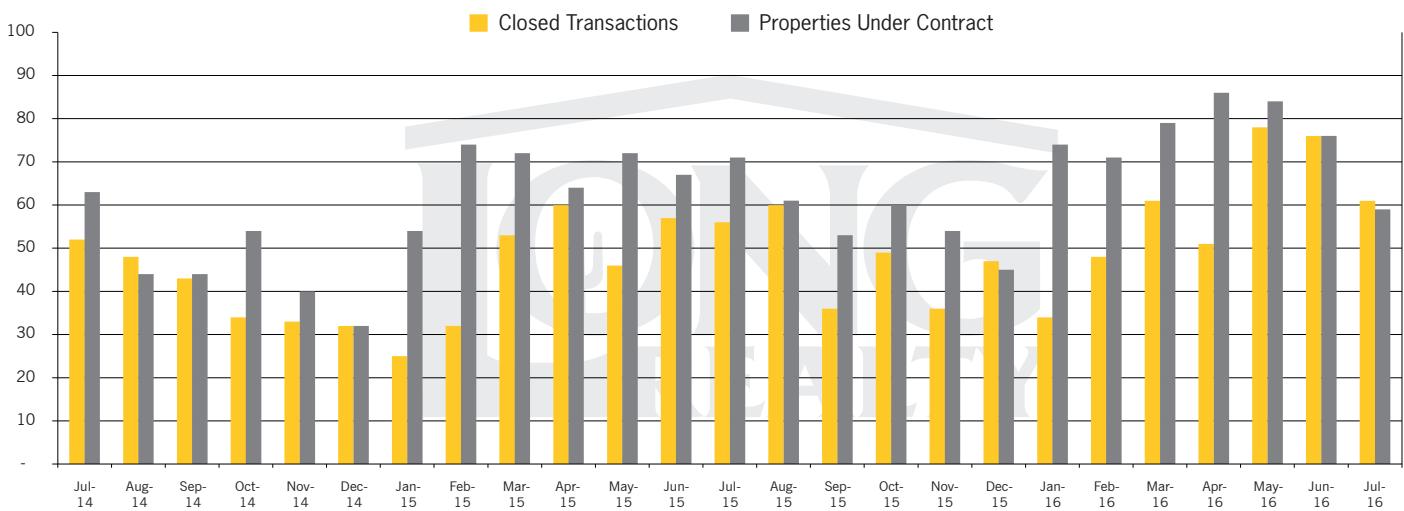




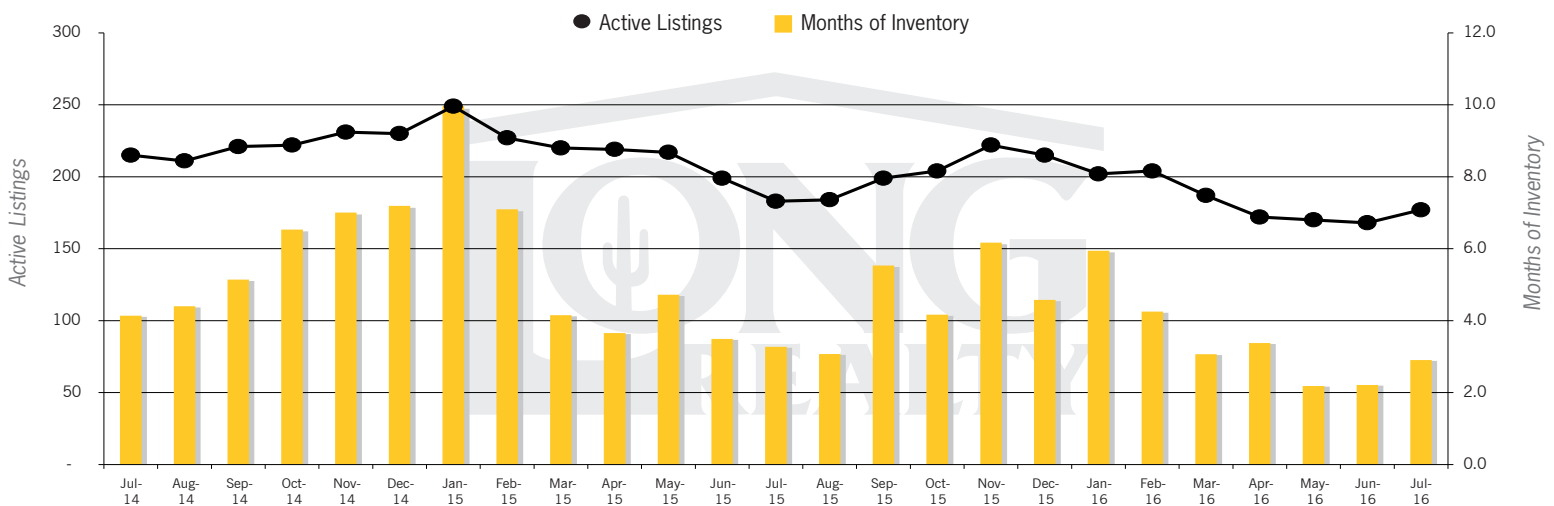
Sahuarita | August 2016

In the Sahuarita area, July 2016 active inventory was 177, a 3% decrease from July 2015. There were 61 closings in July 2016, a 9% increase from July 2015. Year-to-date 2016 there were 427 closings, a 22% increase from year-to-date 2015. Months of Inventory was 2.9, down from 3.3 in July 2015. Median price of sold homes was \$172,000 for the month of July 2016, down 7% from July 2015. The Sahuarita area had 59 new properties under contract in July 2016, down 17% from July 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



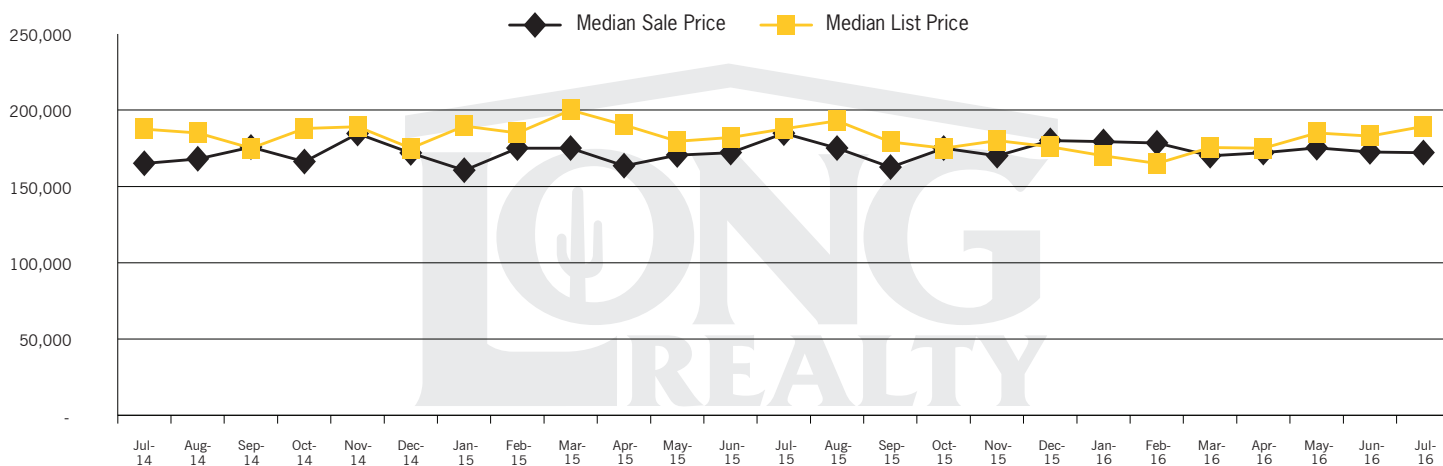
ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
 All data obtained 08/03/2016 is believed to be reliable, but not guaranteed.



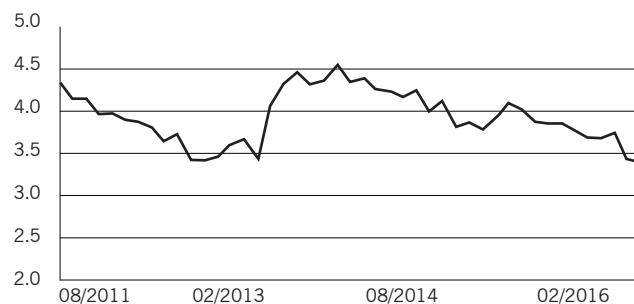
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2015	\$184,750	4.000%	\$837.92
2016	\$172,000	3.375%	\$722.39

30 YEAR FIXED MORTGAGE RATE

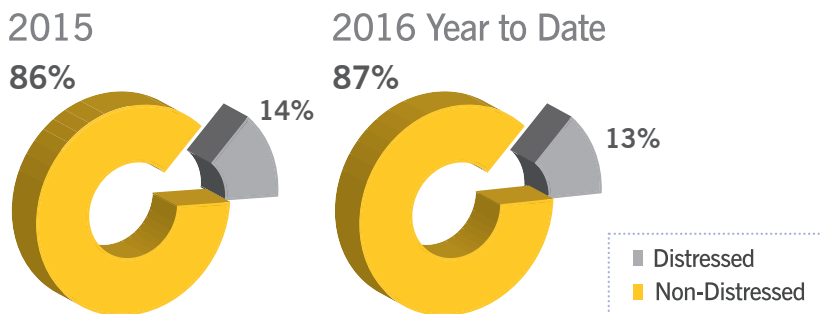


Source: Residential median sales prices. Data obtained 08/03/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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
		Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16			
\$1 - 49,999	1	1	1	0	1	1	0	n/a	2.0	Seller
\$50,000 - 74,999	1	1	0	0	0	0	3	0.3	1.7	Seller
\$75,000 - 99,999	1	3	1	2	3	2	3	0.3	0.8	Seller
\$100,000 - 124,999	13	5	5	5	4	2	3	4.3	4.3	Slightly Seller
\$125,000 - 149,999	26	10	15	9	15	22	10	2.6	1.5	Seller
\$150,000 - 174,999	33	8	11	11	17	15	12	2.8	2.0	Seller
\$175,000 - 199,999	29	7	13	11	19	10	9	3.2	2.3	Seller
\$200,000 - 224,999	16	5	3	3	5	13	5	3.2	2.2	Seller
\$225,000 - 249,999	21	6	8	3	7	8	4	5.3	2.4	Seller
\$250,000 - 274,999	9	4	1	2	5	2	1	9.0	2.8	Seller
\$275,000 - 299,999	11	2	1	2	2	5	6	1.8	3.0	Seller
\$300,000 - 349,999	9	1	1	3	3	1	4	2.3	4.5	Slightly Seller
\$350,000 - 399,999	4	1	1	0	0	2	0	n/a	6.5	Balanced
\$400,000 - 499,999	2	0	0	0	0	0	1	2.0	7.0	Slightly 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
TOTAL	177	54	61	51	81	83	61	2.9	2.3	Seller

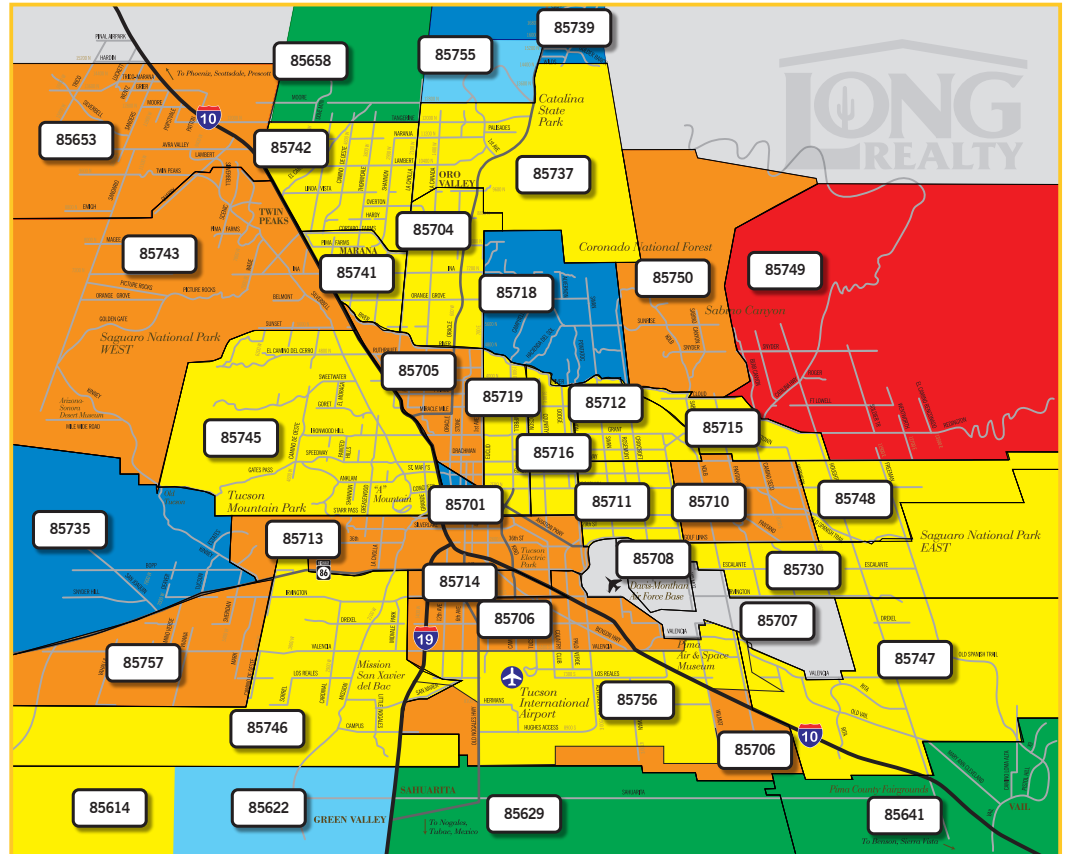




CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2015-JUL 2015 TO
 MAY 2016-JUL 2016

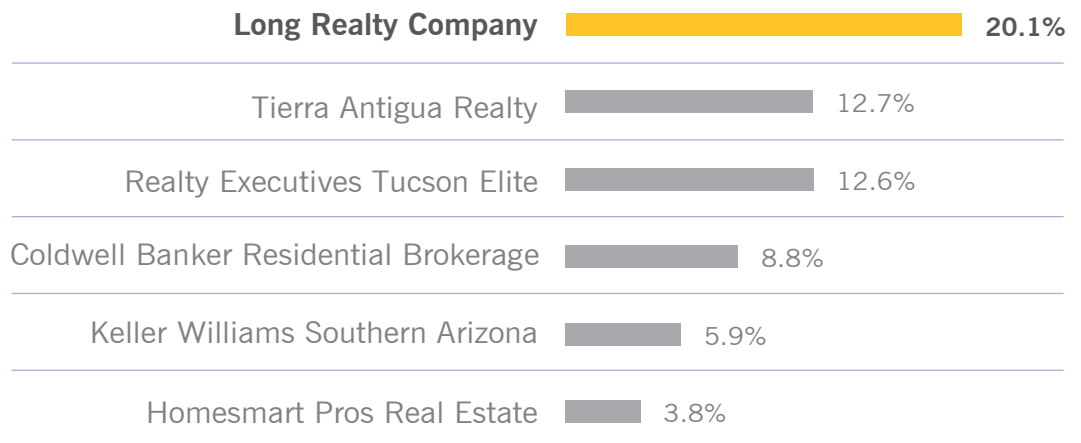
This heat map represents the percentage of change in Tucson metro median sales prices from May 2015-July 2015 to May 2016-July 2016 by zip code.



MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 08/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2015 – 07/31/2016 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.