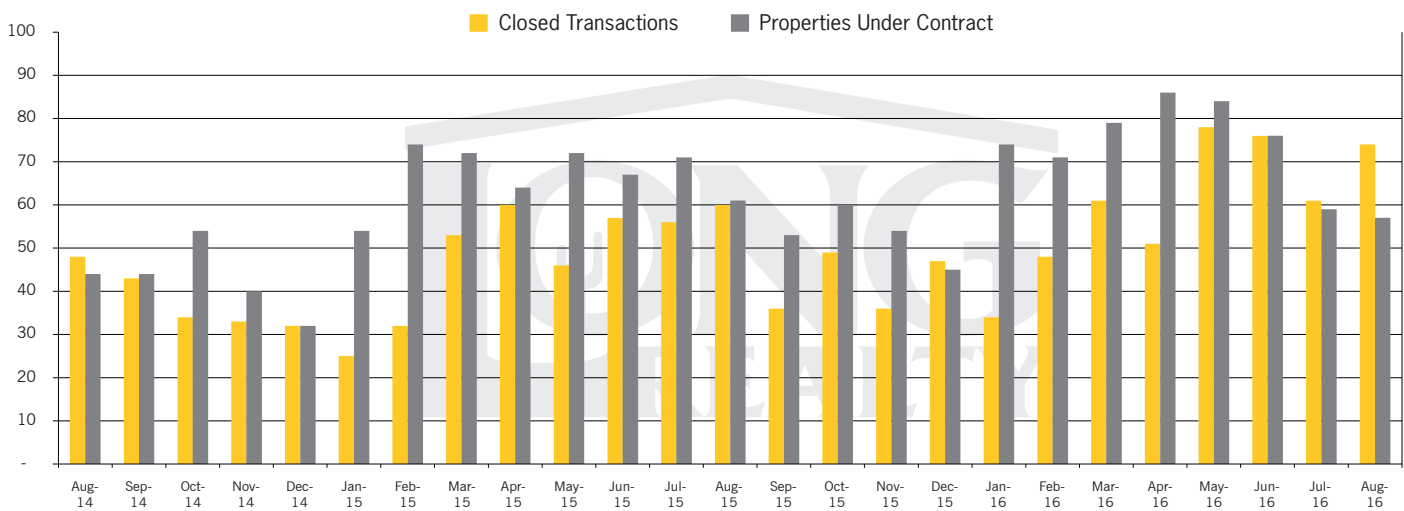




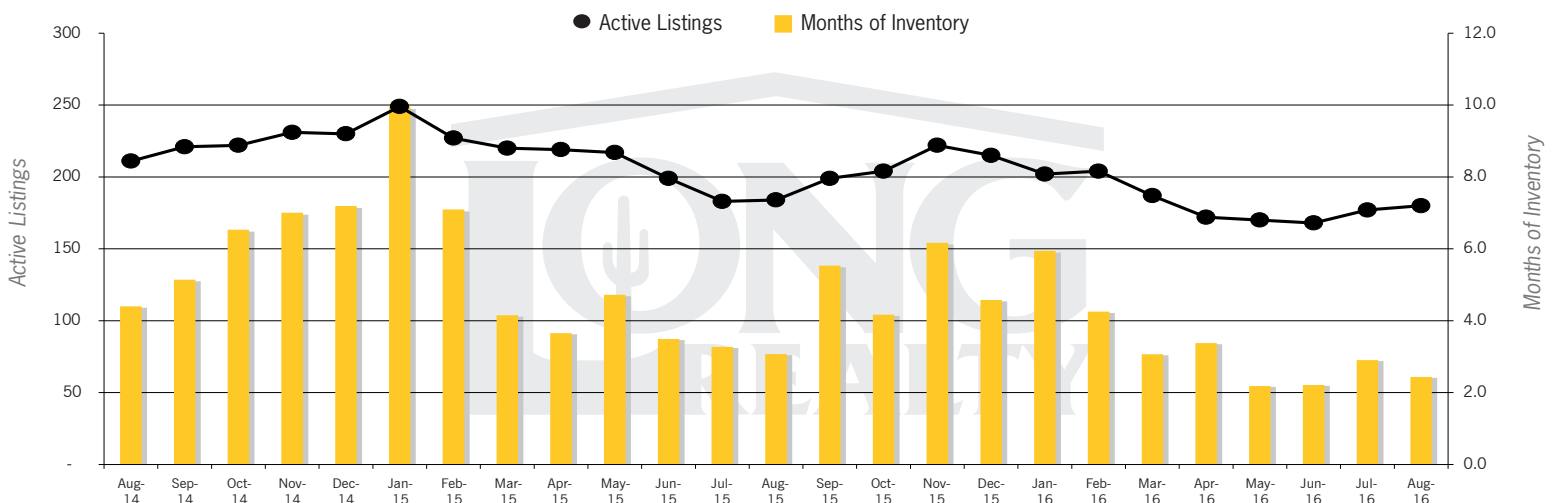
## Sahuarita | September 2016

In the Sahuarita area, August 2016 active inventory was 180, a 2% decrease from August 2015. There were 74 closings in August 2016, a 23% increase from August 2015. Year-to-date 2016 there were 487 closings, a 17% increase from year-to-date 2015. Months of Inventory was 2.4, down from 3.1 in August 2015. Median price of sold homes was \$191,000 for the month of August 2016, up 9% from August 2015. The Sahuarita area had 57 new properties under contract in August 2016, down 7% from August 2015.

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



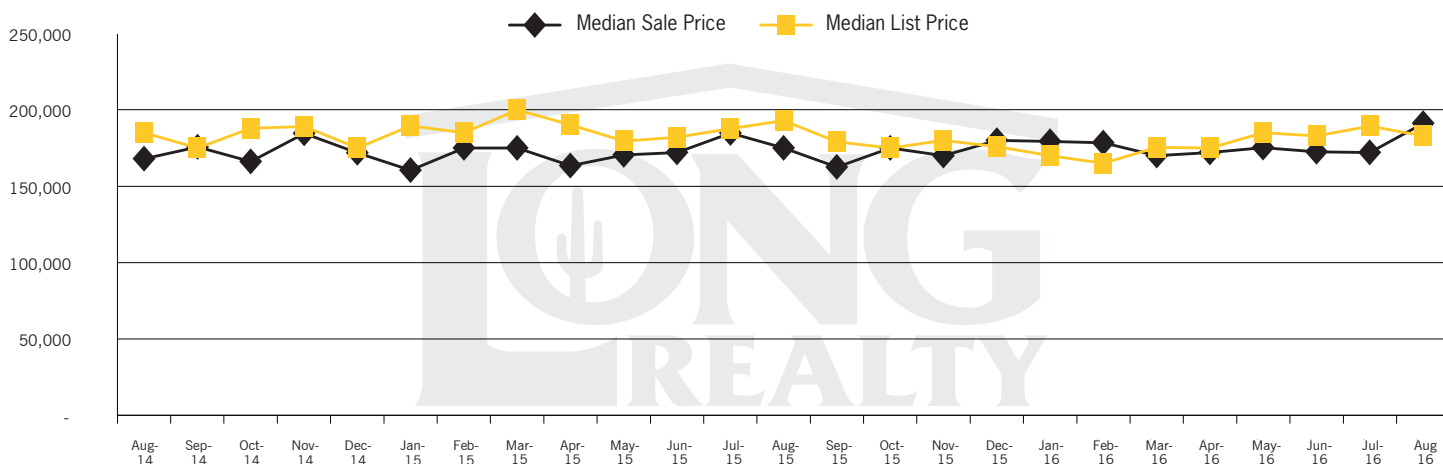
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
 All data obtained 09/06/2016 is believed to be reliable, but not guaranteed.*



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA

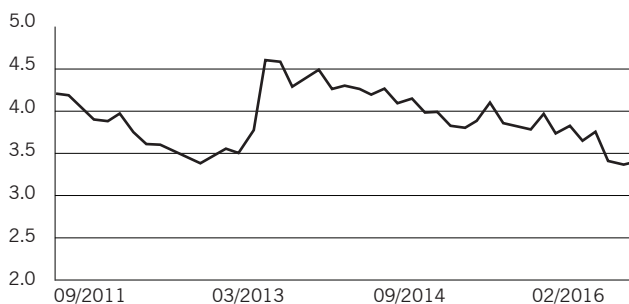


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2015	\$174,950	3.875%	\$781.55
2016	\$191,000	3.375%	\$802.18

Source: Residential median sales prices. Data obtained 09/06/2016 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.

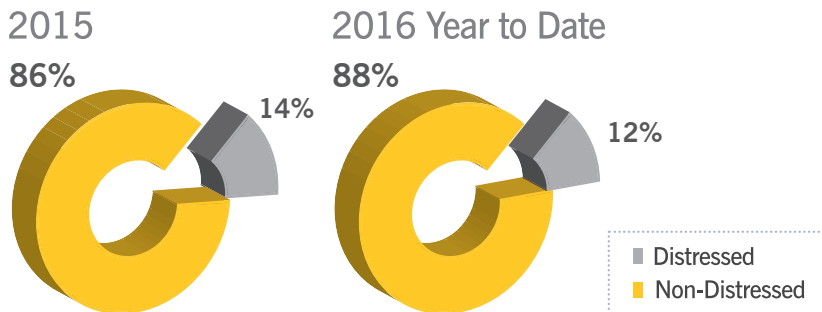
## 30 YEAR FIXED MORTGAGE RATE



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
		Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16			
\$1 - 49,999	0	1	0	1	1	0	1	0.0	1.5	Seller
\$50,000 - 74,999	1	0	0	0	0	3	0	n/a	1.0	Seller
\$75,000 - 99,999	1	1	2	3	2	3	1	1.0	1.0	Seller
\$100,000 - 124,999	13	5	5	4	2	3	2	6.5	5.9	Balanced
\$125,000 - 149,999	22	15	9	15	22	11	8	2.8	1.6	Seller
\$150,000 - 174,999	41	11	11	17	15	12	8	5.1	2.9	Seller
\$175,000 - 199,999	31	13	11	19	10	9	15	2.1	2.7	Seller
\$200,000 - 224,999	11	3	3	5	13	6	9	1.2	1.6	Seller
\$225,000 - 249,999	11	8	3	7	8	4	3	3.7	3.1	Seller
\$250,000 - 274,999	14	1	2	5	2	1	3	4.7	4.8	Slightly Seller
\$275,000 - 299,999	16	1	2	2	5	6	3	5.3	2.6	Seller
\$300,000 - 349,999	12	1	3	3	1	4	4	3.0	3.7	Seller
\$350,000 - 399,999	4	1	0	0	2	0	0	n/a	6.5	Balanced
\$400,000 - 499,999	2	0	0	0	0	1	0	n/a	6.0	Balanced
\$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>180</b>	<b>61</b>	<b>51</b>	<b>81</b>	<b>83</b>	<b>63</b>	<b>57</b>	<b>3.2</b>	<b>2.6</b>	<b>Seller</b>

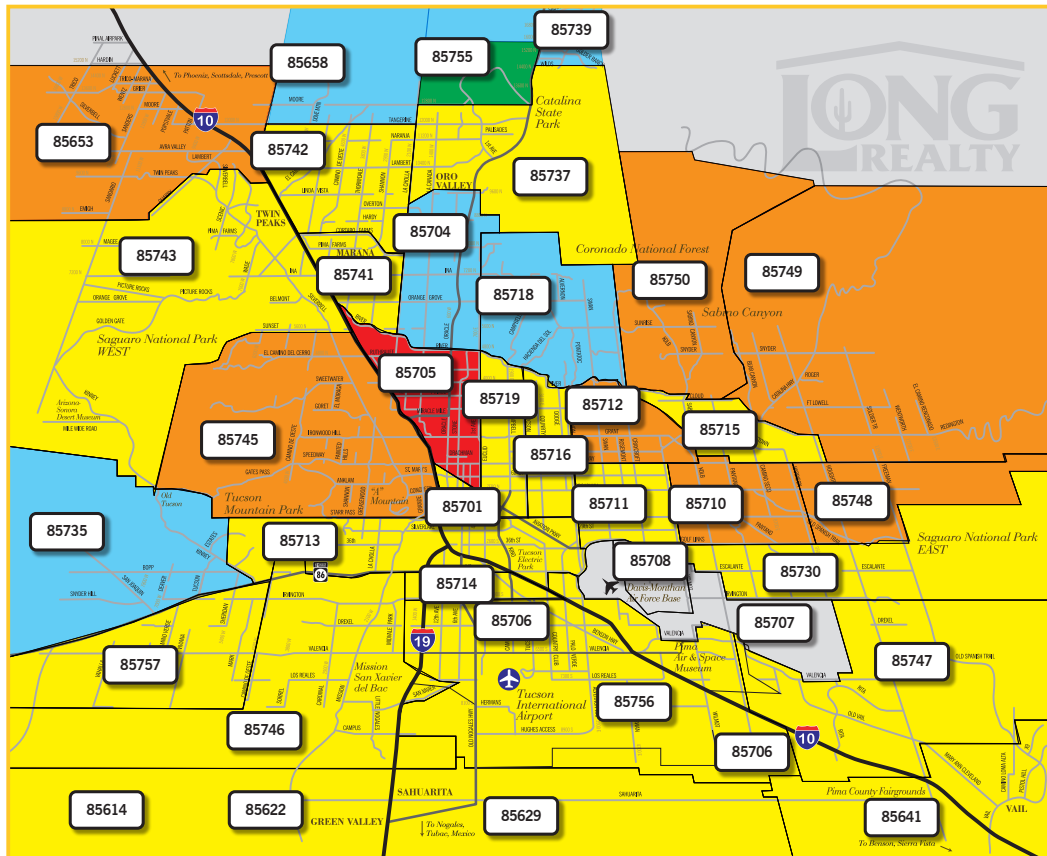
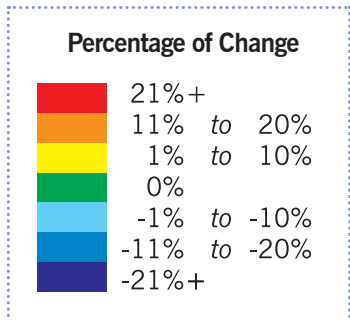




## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2015-AUG 2015 TO JUN 2016-AUG 2016

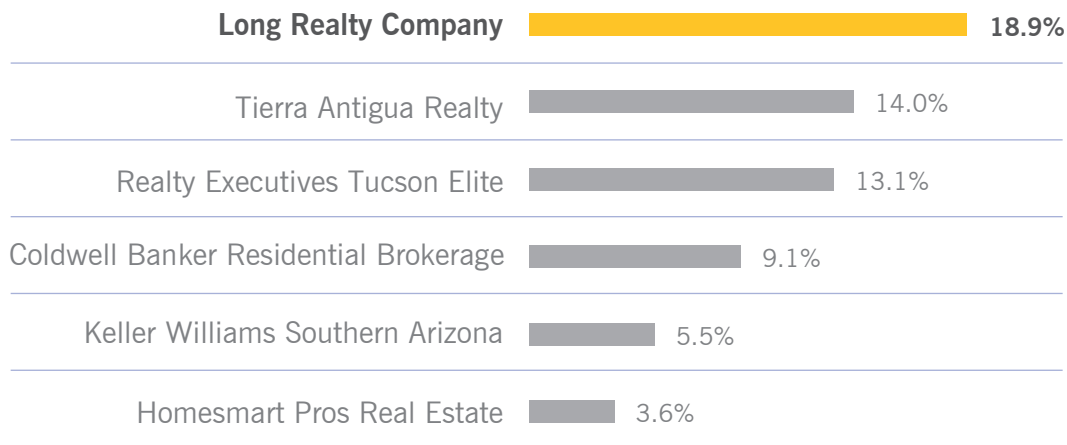
*This heat map represents the percentage of change in Tucson metro median sales prices from June 2015-August 2015 to June 2016-August 2016 by zip code.*



## MARKET SHARE – SAHUARITA

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

*Data Obtained 09/06/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2015 – 08/31/2016 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.