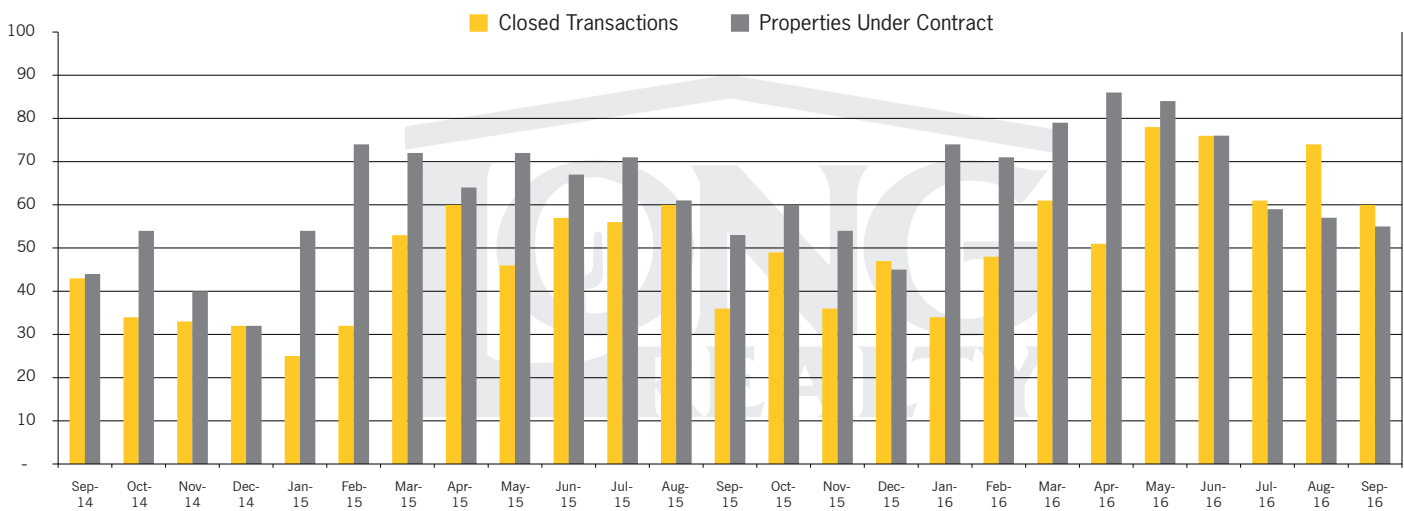




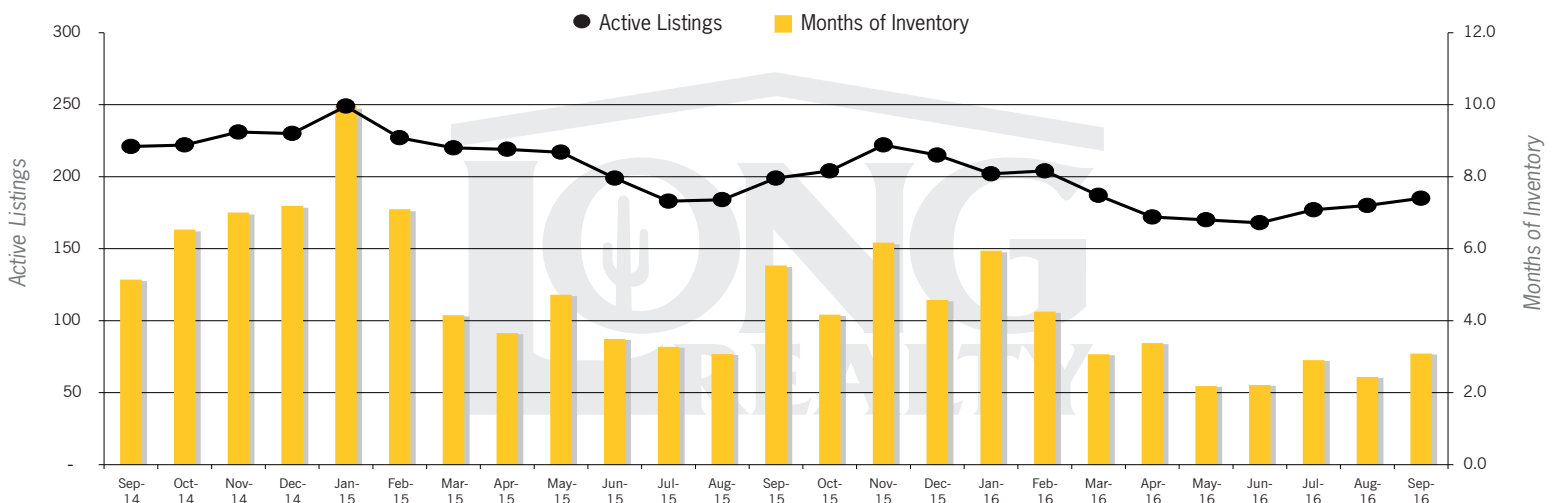
Sahuarita | October 2016

In the Sahuarita area, September 2016 active inventory was 185, a 7% decrease from September 2015. There were 60 closings in September 2016, a 67% increase from September 2015. Year-to-date 2016 there were 548 closings, a 21% increase from year-to-date 2015. Months of Inventory was 3.1, down from 5.5 in September 2015. Median price of sold homes was \$184,500 for the month of September 2016, up 14% from September 2015. The Sahuarita area had 55 new properties under contract in September 2016, up 4% from September 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



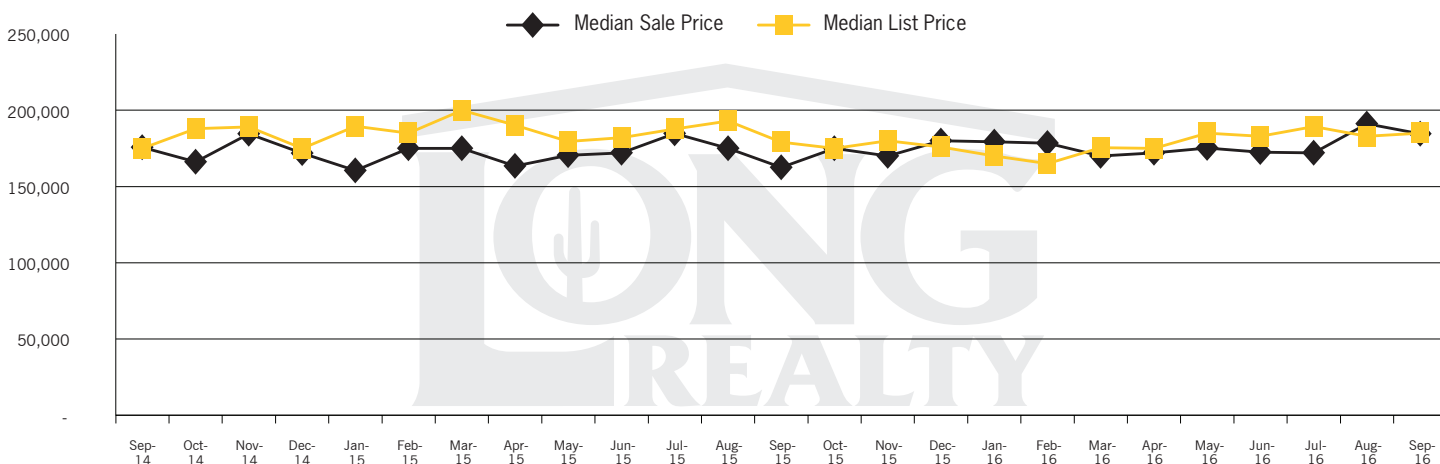
ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
 All data obtained 10/05/2016 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA

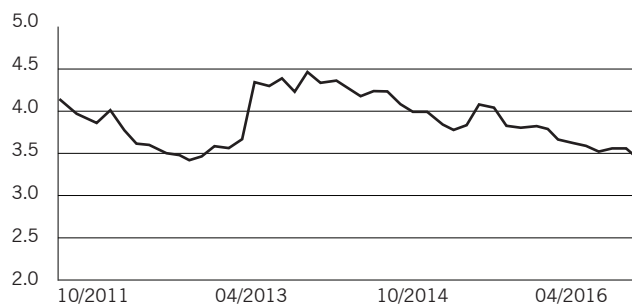


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2015	\$162,450	3.875%	\$725.71
2016	\$184,500	3.375%	\$774.88

Source: Residential median sales prices. Data obtained 10/05/2016 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.

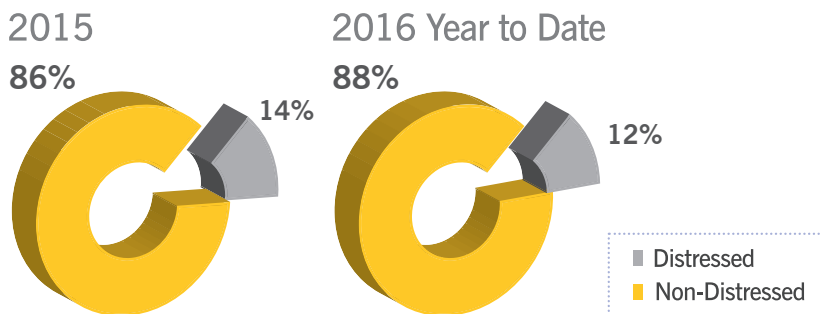
30 YEAR FIXED MORTGAGE RATE



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
		Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16			
\$1 - 49,999	0	0	1	1	0	1	1	0.0	0.5	Seller
\$50,000 - 74,999	1	0	0	0	3	0	0	n/a	1.0	Seller
\$75,000 - 99,999	2	2	3	2	3	1	0	n/a	1.0	Seller
\$100,000 - 124,999	13	5	4	2	3	2	2	6.5	5.6	Balanced
\$125,000 - 149,999	21	9	15	22	11	8	13	1.6	2.2	Seller
\$150,000 - 174,999	39	11	17	15	12	8	10	3.9	3.8	Seller
\$175,000 - 199,999	35	11	19	10	9	16	11	3.2	2.6	Seller
\$200,000 - 224,999	8	3	5	13	6	9	6	1.3	1.7	Seller
\$225,000 - 249,999	17	3	7	8	4	4	6	2.8	3.5	Seller
\$250,000 - 274,999	16	2	5	2	1	3	2	8.0	6.5	Balanced
\$275,000 - 299,999	12	2	2	5	6	3	5	2.4	2.8	Seller
\$300,000 - 349,999	12	3	3	1	4	5	4	3.0	2.5	Seller
\$350,000 - 399,999	3	0	0	2	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	4	0	0	0	1	0	0	n/a	8.0	Slightly Buyer
\$500,000 - 599,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	1	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	185	51	81	83	63	60	60	3.1	3.0	Seller

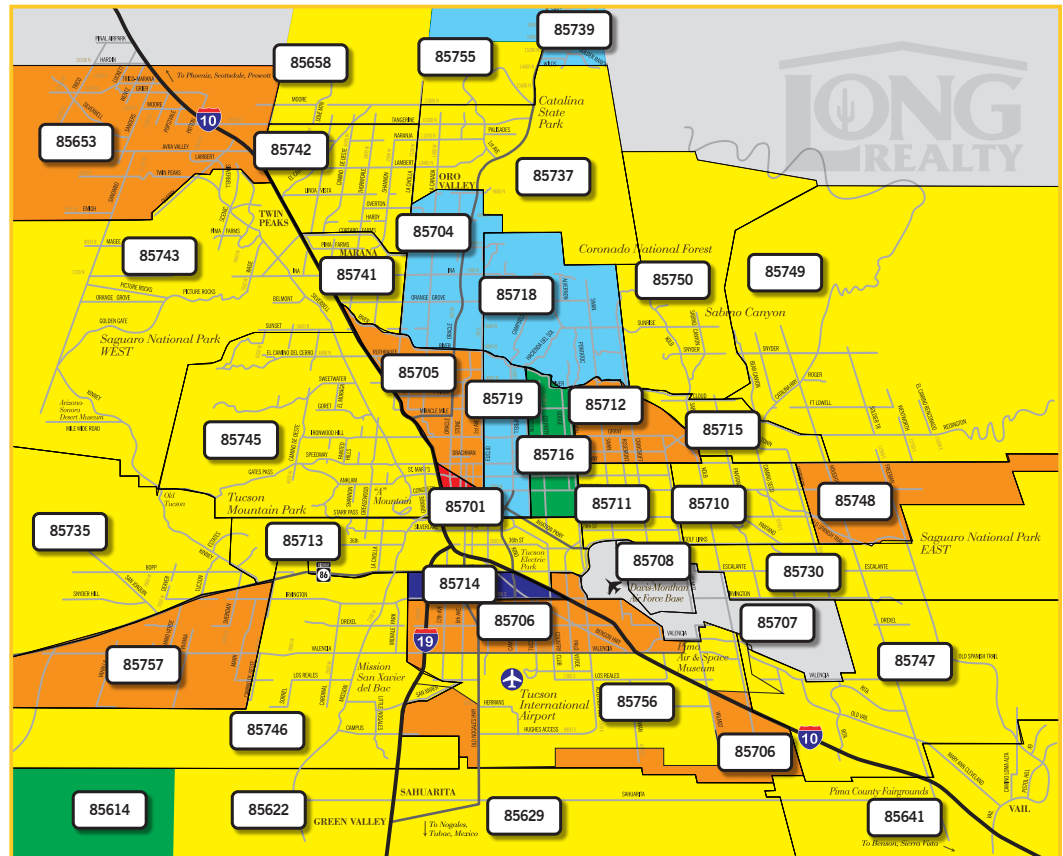
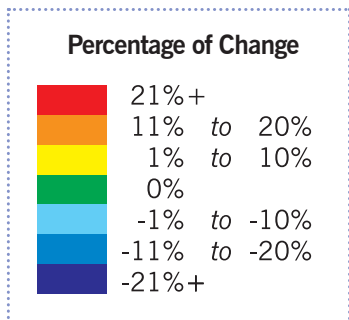




CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2015-SEP 2015 TO JUL 2016-SEP 2016

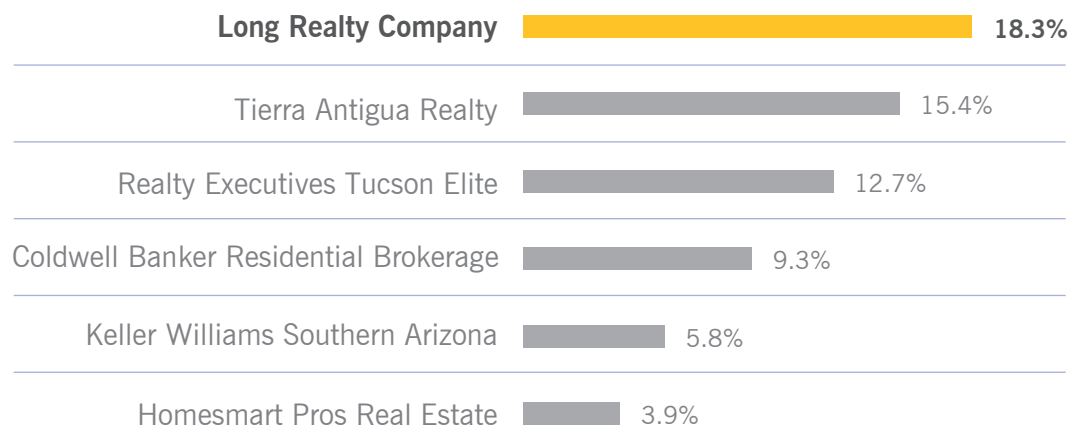
This heat map represents the percentage of change in Tucson metro median sales prices from July 2015-September 2015 to July 2016-September 2016 by zip code.



MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 10/05/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2015 – 09/30/2016 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.