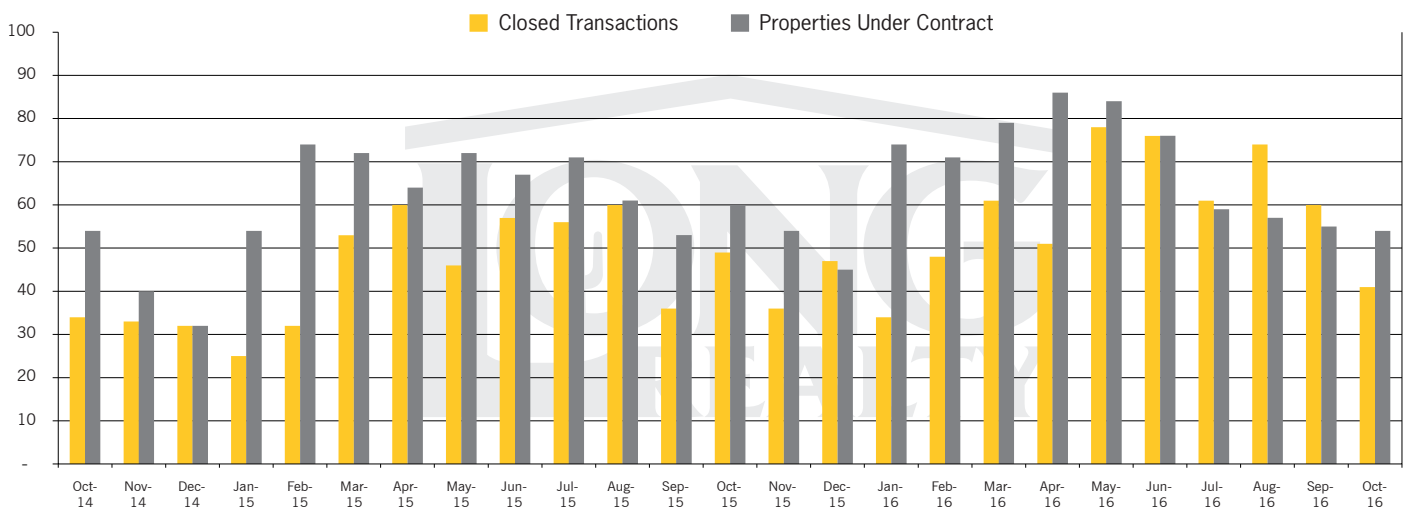




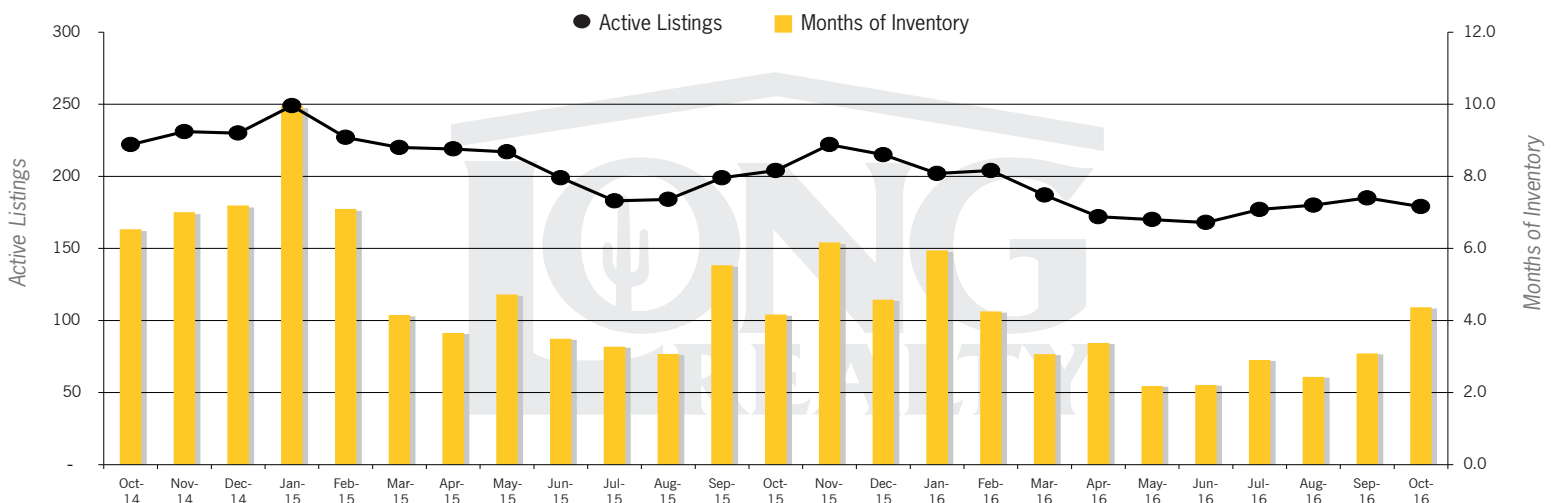
## Sahuarita | November 2016

In the Sahuarita area, October 2016 active inventory was 179, a 12% decrease from October 2015. There were 41 closings in October 2016, a 16% decrease from October 2015. Year-to-date 2016 there were 592 closings, an 18% increase from year-to-date 2015. Months of Inventory was 4.4, up from 4.2 in October 2015. Median price of sold homes was \$173,000 for the month of October 2016, down 1% from October 2015. The Sahuarita area had 54 new properties under contract in October 2016, down 10% from October 2015.

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



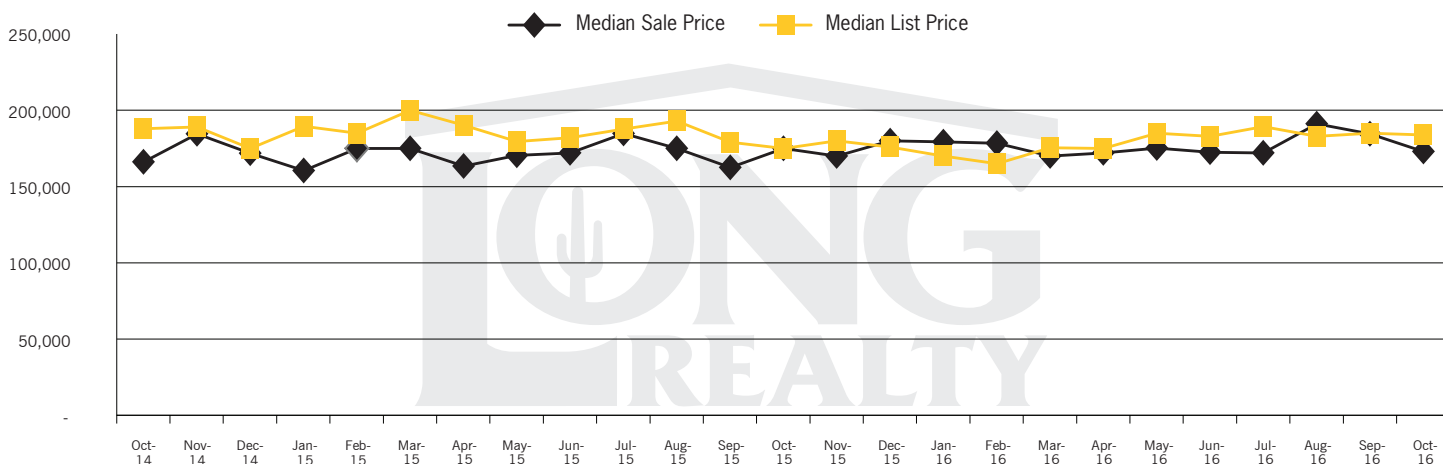
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
 All data obtained 11/03/2016 is believed to be reliable, but not guaranteed.*



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA

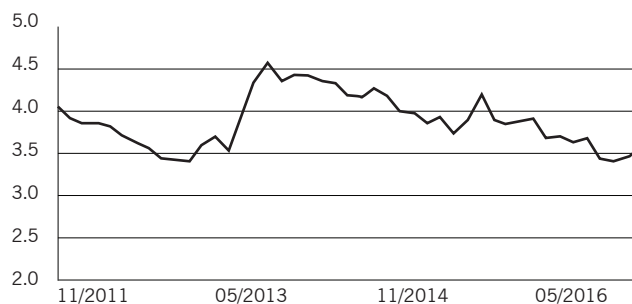


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2015	\$175,000	3.750%	\$769.93
2016	\$173,000	3.500%	\$738.00

Source: Residential median sales prices. Data obtained 11/03/2016 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.

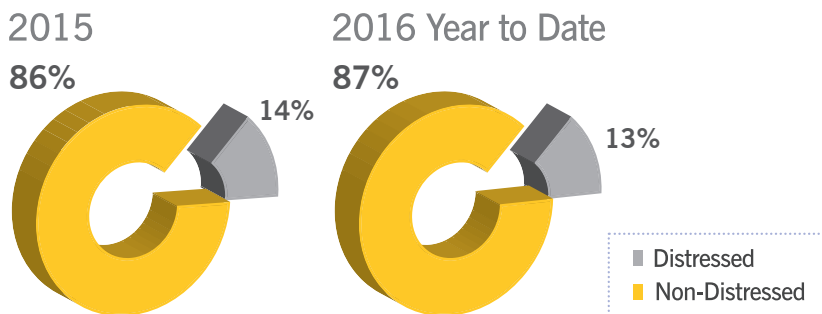
## 30 YEAR FIXED MORTGAGE RATE



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
		May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16			
\$1 - 49,999	0	1	1	0	1	1	1	0.0	0.0	Seller
\$50,000 - 74,999	1	0	0	3	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	3	3	2	3	1	0	0	n/a	6.0	Balanced
\$100,000 - 124,999	12	4	2	3	2	3	1	12.0	6.3	Balanced
\$125,000 - 149,999	21	15	22	11	8	13	8	2.6	2.2	Seller
\$150,000 - 174,999	42	17	15	12	8	11	11	3.8	4.1	Slightly Seller
\$175,000 - 199,999	28	19	10	9	16	11	6	4.7	2.8	Seller
\$200,000 - 224,999	9	5	13	6	9	6	6	1.5	1.3	Seller
\$225,000 - 249,999	17	7	8	4	4	6	3	5.7	3.5	Seller
\$250,000 - 274,999	18	5	2	1	3	2	4	4.5	5.3	Balanced
\$275,000 - 299,999	11	2	5	6	3	5	1	11.0	4.3	Slightly Seller
\$300,000 - 349,999	7	3	1	4	5	4	0	n/a	3.4	Seller
\$350,000 - 399,999	4	0	2	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	4	0	0	1	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	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
<b>TOTAL</b>	<b>179</b>	<b>81</b>	<b>83</b>	<b>63</b>	<b>60</b>	<b>62</b>	<b>41</b>	<b>4.4</b>	<b>3.3</b>	<b>Seller</b>

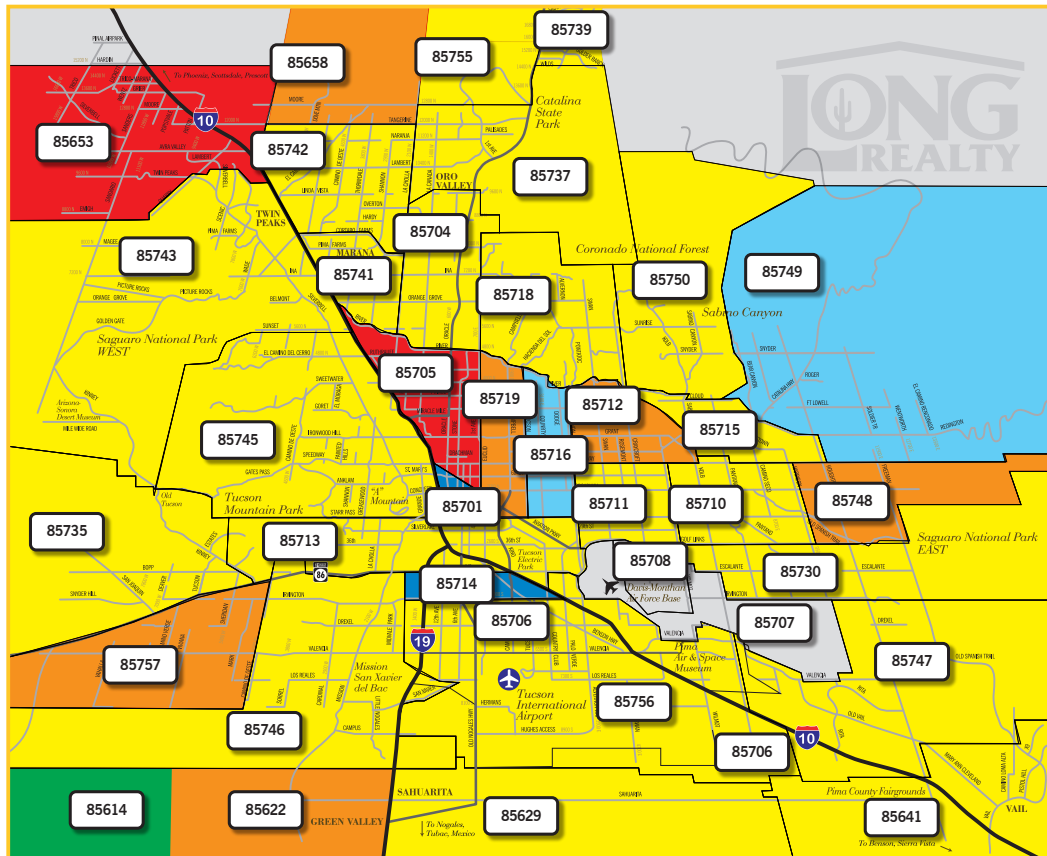
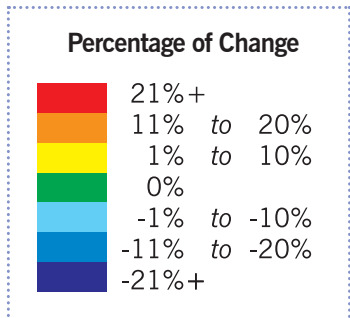




## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2015-OCT 2015 TO  
 AUG 2016-OCT 2016

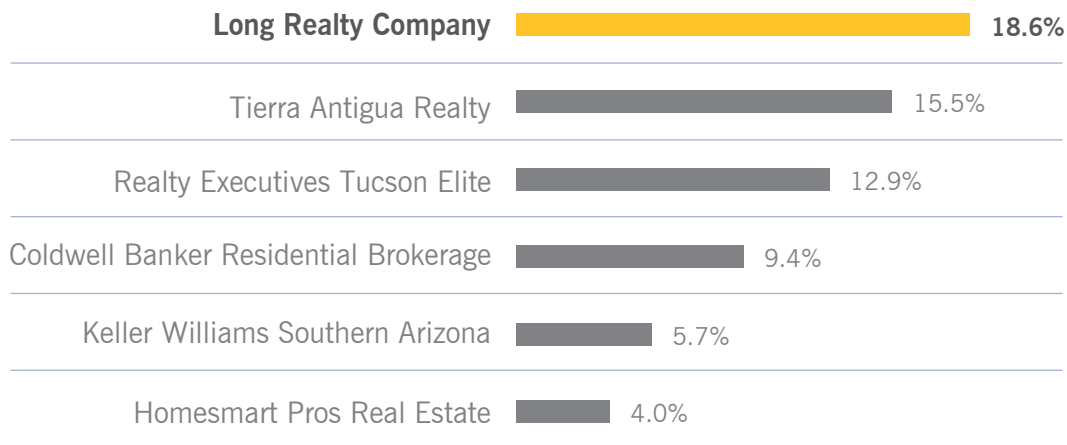
*This heat map represents the percentage of change in Tucson metro median sales prices from August 2015-October 2015 to August 2016-October 2016 by zip code.*



## MARKET SHARE – SAHUARITA

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

*Data Obtained 11/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2015 – 10/31/2016 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.