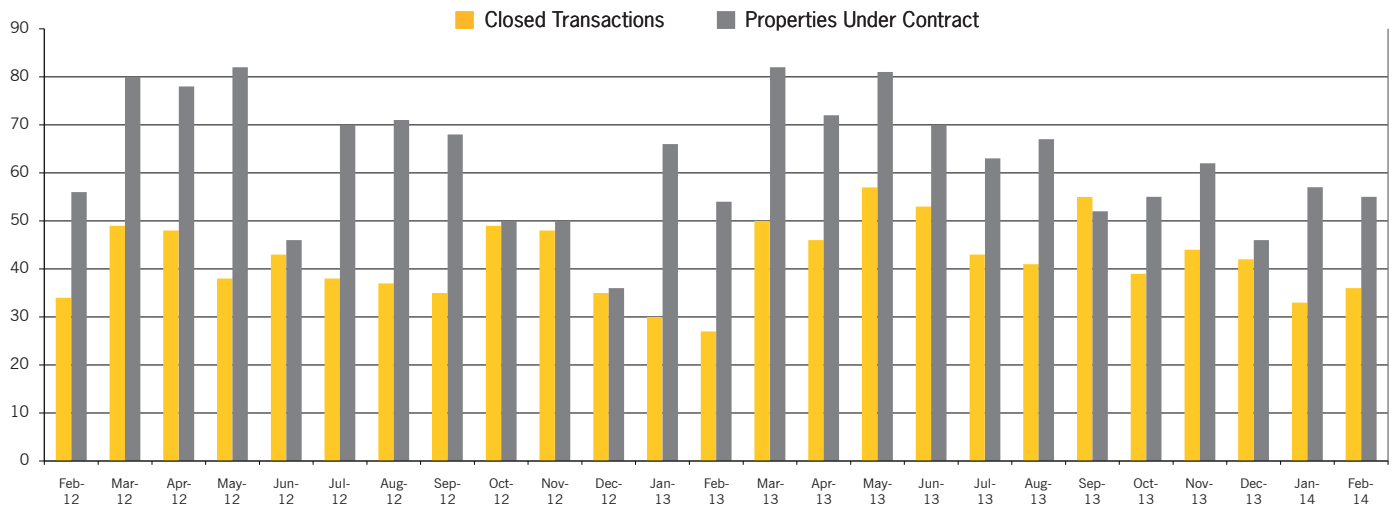




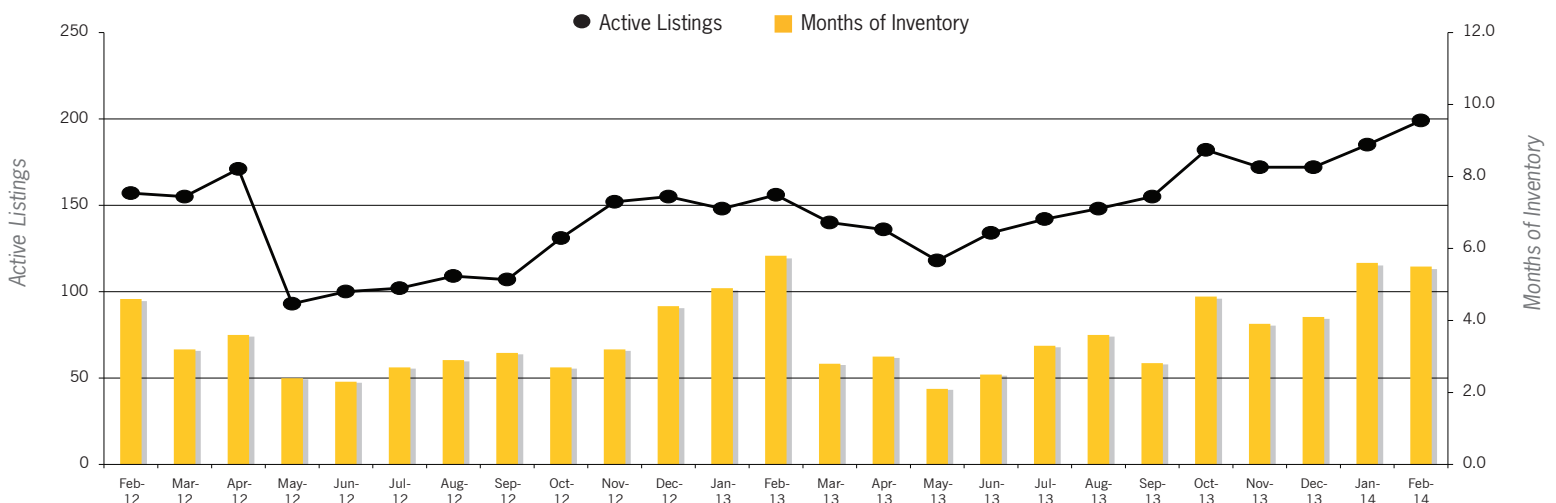
Sahuarita | March 2014

In the Sahuarita area, February 2014 active inventory was 199, a 28% increase from February 2013. There were 36 closings in February 2014, a 33% increase from February 2013. Months of Inventory was 5.5, down from 5.8 in February 2013. Median price of sold homes was \$168,450 for the month of February 2014, up 10% from February 2013. The Sahuarita area had 55 new properties under contract in February 2014, up 2% from February 2013.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA

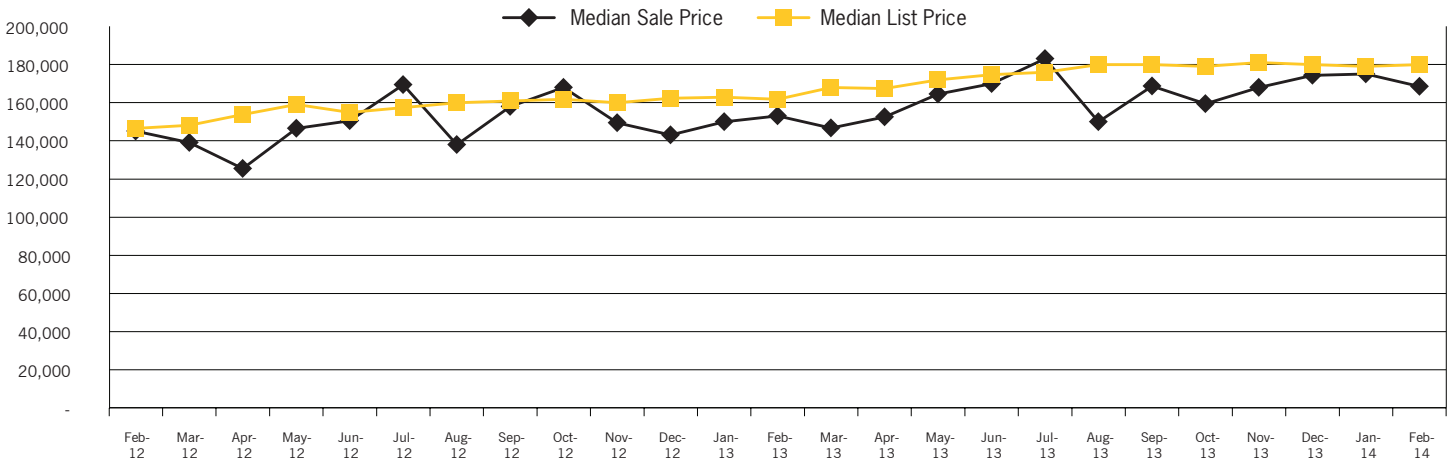


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 03/05/2014 is believed to be reliable, but not guaranteed.



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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	6.14%	\$1,255.75
2013	\$153,000	3.50%	\$652.69
2014	\$168,450	4.25%	\$787.24

30 YEAR FIXED MORTGAGE RATE

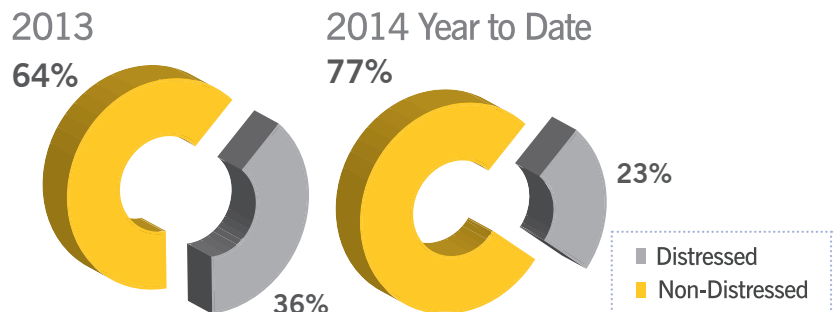
While mortgage rates have increased slightly recently, they are still well below 2009 levels.



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.





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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
		Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14			
\$1 - 49,999	1	0	1	2	0	1	0	n/a	5.0	Balanced
\$50,000 - 74,999	2	2	0	0	1	1	1	2.0	1.3	Seller
\$75,000 - 99,999	7	1	1	1	1	0	4	1.8	3.8	Seller
\$100,000 - 124,999	6	5	7	5	1	2	2	3.0	3.4	Seller
\$125,000 - 149,999	31	10	9	11	8	5	5	6.2	4.9	Slightly Seller
\$150,000 - 174,999	34	11	7	4	11	8	8	4.3	3.6	Seller
\$175,000 - 199,999	38	12	8	9	9	6	3	12.7	6.3	Balanced
\$200,000 - 224,999	20	3	3	5	6	3	1	20.0	4.7	Slightly Seller
\$225,000 - 249,999	25	3	2	4	2	3	2	12.5	8.9	Buyer
\$250,000 - 274,999	14	4	2	1	3	1	7	2.0	4.4	Slightly Seller
\$275,000 - 299,999	6	1	1	1	2	2	0	n/a	3.8	Seller
\$300,000 - 349,999	8	3	2	2	1	1	3	2.7	3.4	Seller
\$350,000 - 399,999	1	0	0	0	1	2	0	n/a	2.3	Seller
\$400,000 - 499,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	0	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	199	55	43	45	46	35	36	5.5	4.8	Slightly Seller

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

Statistics based on information obtained from TARMLS and using Brokermetrics software on 03/05/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2013 - 2/28/2014. Information is believed to be reliable, but not guaranteed.



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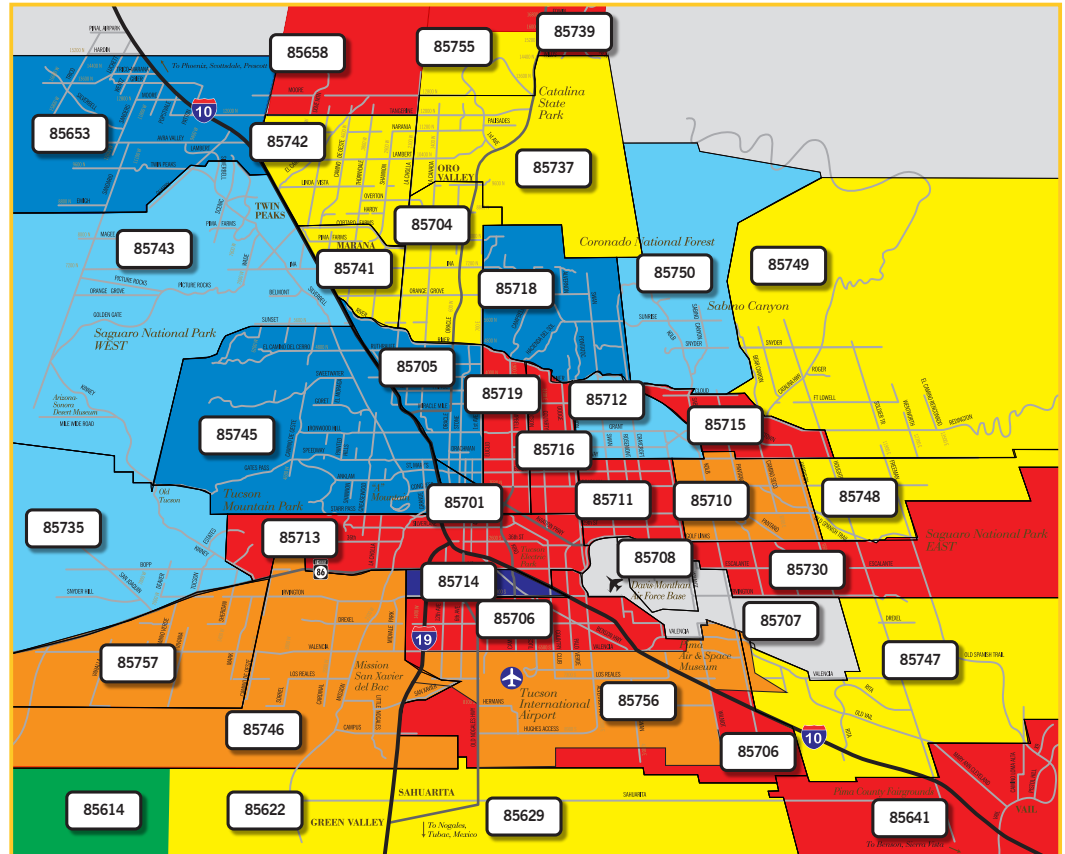
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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEBRUARY 2013 TO FEBRUARY 2014

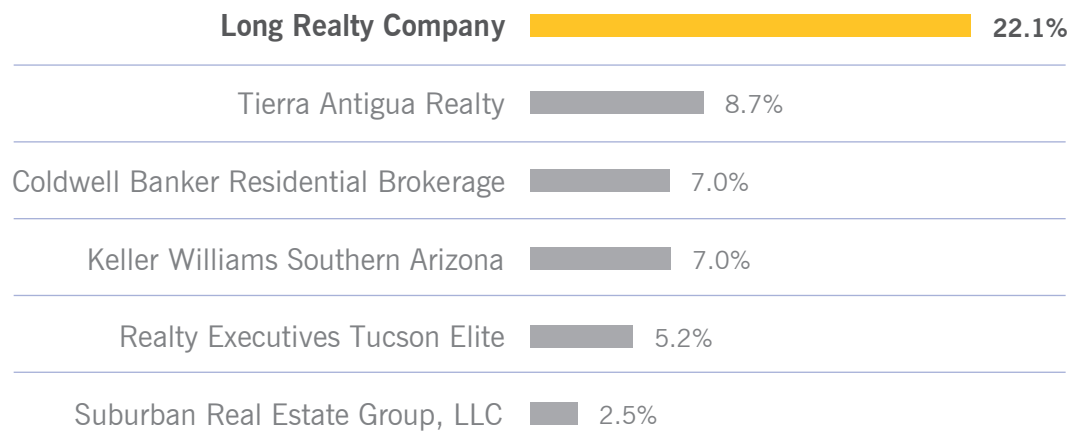
This heat map represents the percentage of change in Tucson metro median sales prices from February 2013 to February 2014 by zip code.



MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 03/05/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 03/01/2013 – 02/28/2014 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 TARMLS and GVARMLS on 03/05/2014. Information is believed to be reliable, but not guaranteed.