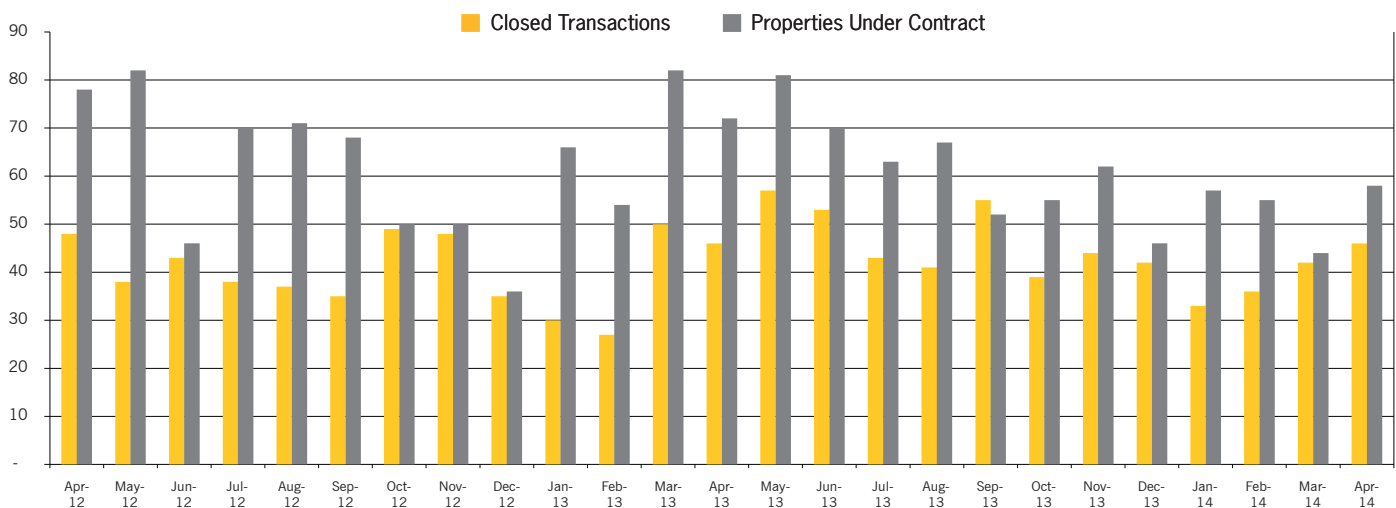




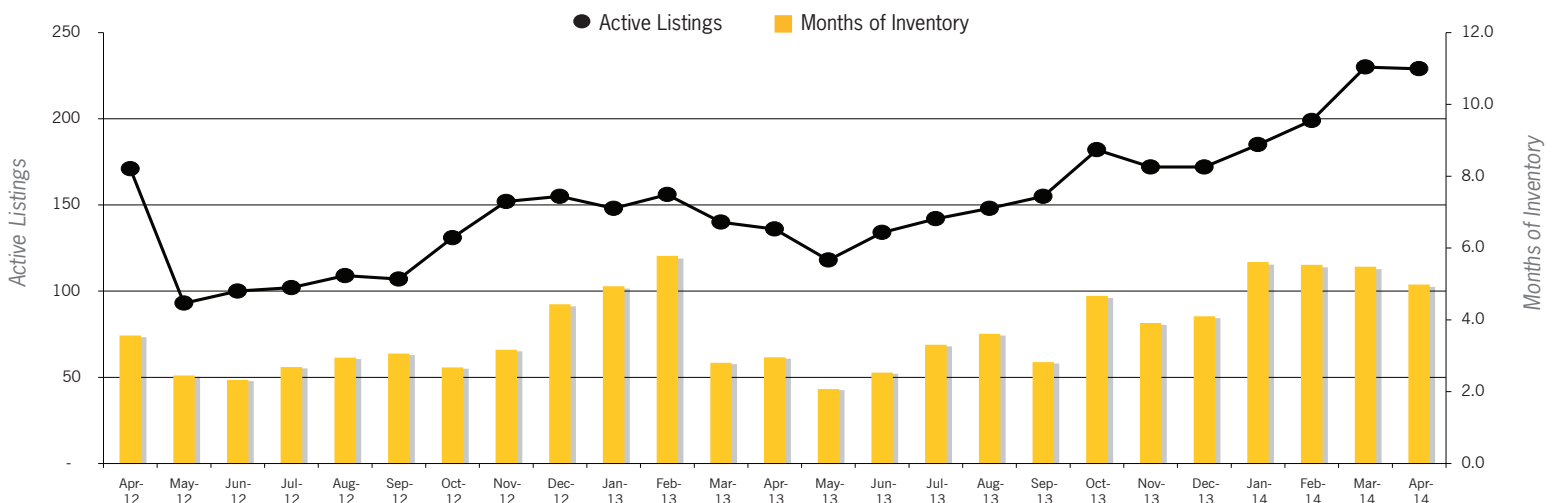
## Sahuarita | May 2014

In the Sahuarita area, April 2014 active inventory was 229, a 68% increase from April 2013. There were 46 closings in April 2014, virtually unchanged from April 2013. Months of Inventory was 5.0, up from 3.0 in April 2013. Median price of sold homes was \$166,750 for the month of April 2014, up 9% from April 2013. The Sahuarita area had 58 new properties under contract in April 2014, down 19% from April 2013.

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



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA

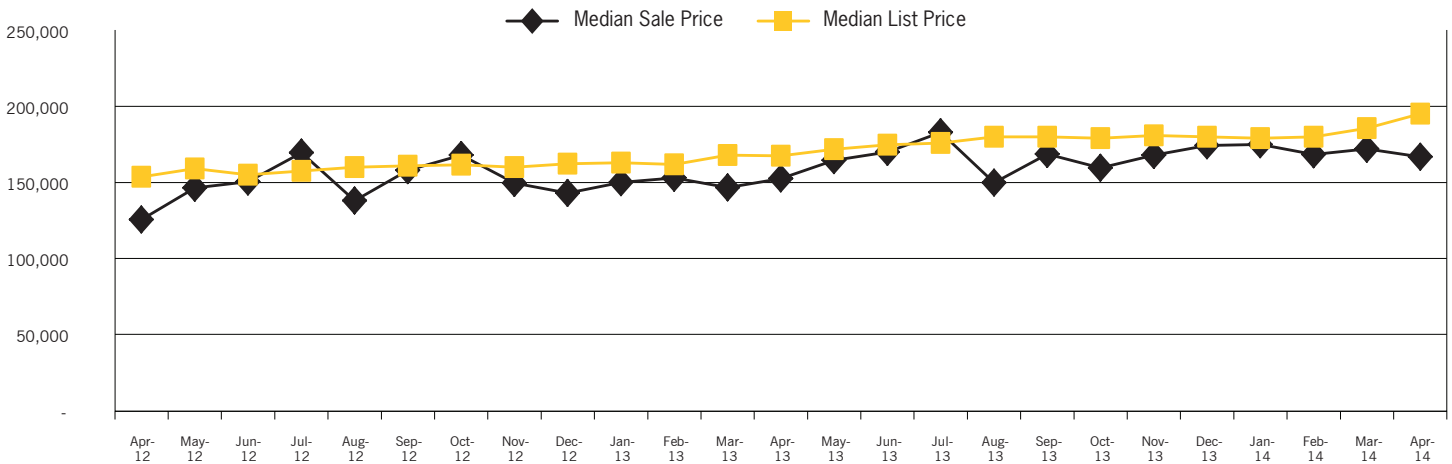


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 05/05/2014 is believed to be reliable, but not guaranteed.



Sahuarita | May 2014

## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA



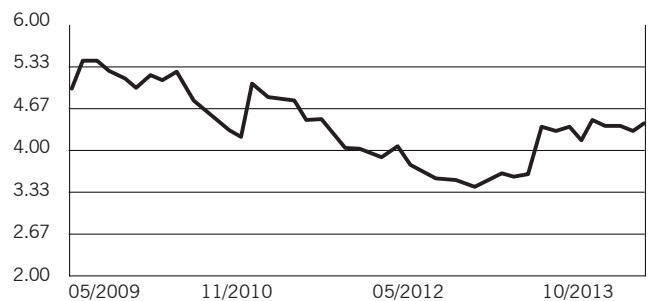
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2013	\$152,500	3.500%	\$650.55
2014	\$166,750	4.375%	\$790.93

Source: Residential median sales prices. Data obtained 05/05/2014 from TARMLS 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

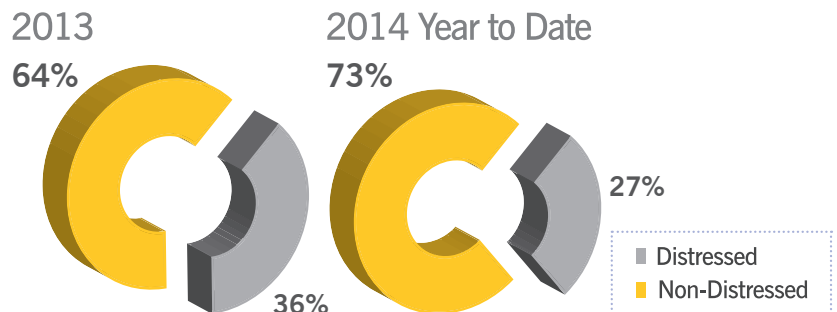
While mortgage rates have increased slightly recently, they are still well below 2009 levels.



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.





# The Housing Report

Stephen Woodall | (520) 818-4504  
Stephen@TeamWoodall.com | TeamWoodall.com



Sahuarita | May 2014

## 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
		Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14			
\$1 - 49,999	2	2	0	1	0	1	0	n/a	5.0	Balanced
\$50,000 - 74,999	2	0	1	1	1	0	1	2.0	3.0	Seller
\$75,000 - 99,999	5	1	1	0	4	2	1	5.0	2.7	Seller
\$100,000 - 124,999	11	5	1	2	2	6	5	2.2	2.1	Seller
\$125,000 - 149,999	25	11	8	5	5	6	10	2.5	4.2	Slightly Seller
\$150,000 - 174,999	31	4	11	8	7	8	12	2.6	3.7	Seller
\$175,000 - 199,999	67	9	9	6	5	4	8	8.4	9.3	Buyer
\$200,000 - 224,999	21	5	6	3	1	3	5	4.2	7.3	Slightly Buyer
\$225,000 - 249,999	25	4	2	3	2	6	2	12.5	7.5	Slightly Buyer
\$250,000 - 274,999	13	1	3	1	8	3	0	n/a	3.7	Seller
\$275,000 - 299,999	11	1	2	2	0	1	2	5.5	8.7	Buyer
\$300,000 - 349,999	8	2	1	1	3	3	0	n/a	4.0	Seller
\$350,000 - 399,999	4	0	1	2	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	4	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
<b>TOTAL</b>	<b>229</b>	<b>45</b>	<b>46</b>	<b>35</b>	<b>38</b>	<b>43</b>	<b>46</b>	<b>5.0</b>	<b>5.2</b>	<b>Balanced</b>

				
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 05/05/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2014 - 4/30/2014. Information is believed to be reliable, but not guaranteed.

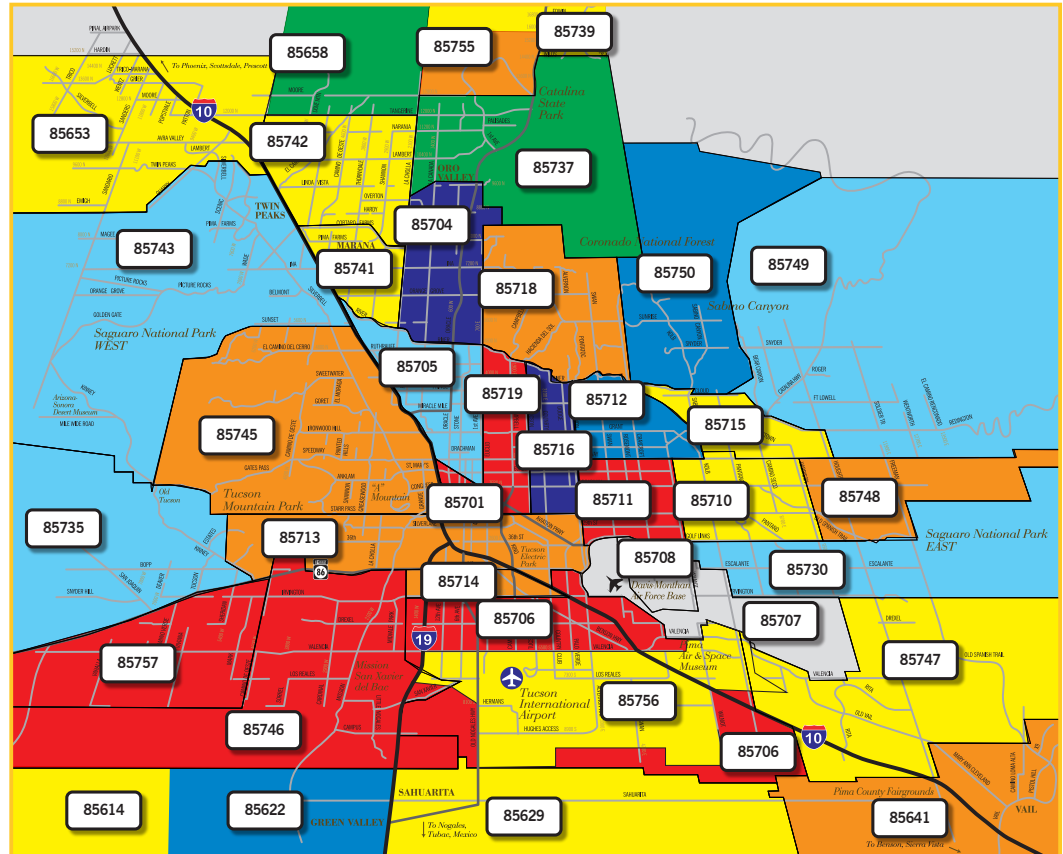


Sahuarita | May 2014

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APRIL 2013 TO  
APRIL 2014

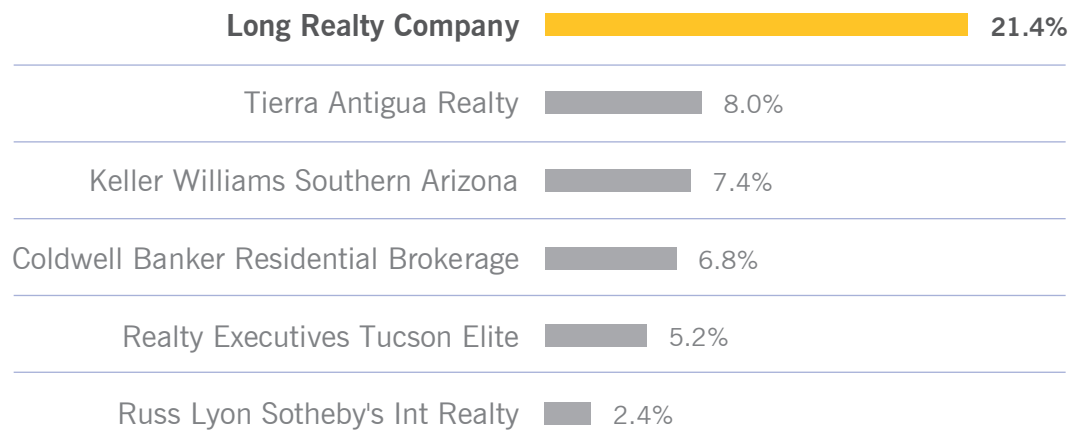
*This heat map represents the percentage of change in Tucson metro median sales prices from April 2013 to April 2014 by zip code.*



## MARKET SHARE – SAHUARITA

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

*Data Obtained 05/05/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 05/01/2013 – 04/30/2014 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.