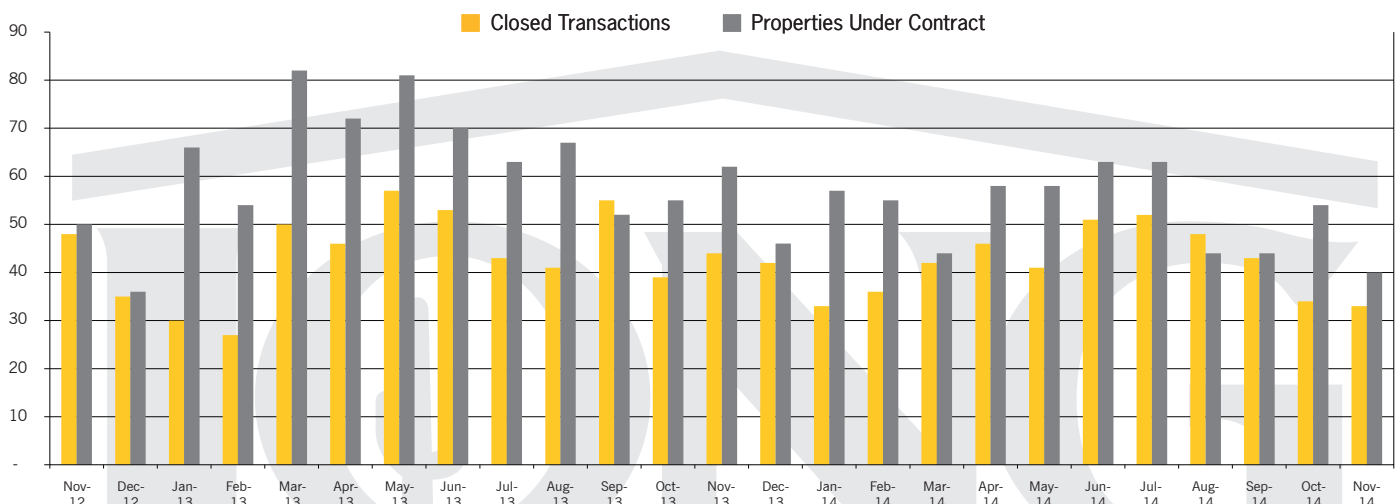




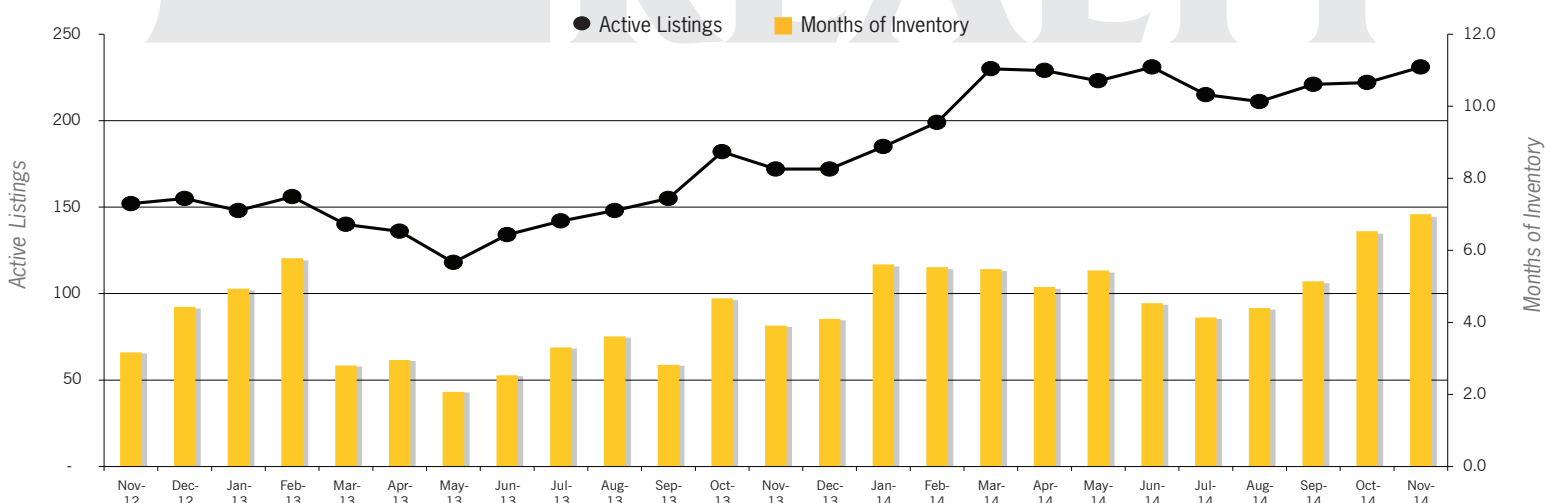
## Sahuarita | December 2014

In the Sahuarita area, November 2014 active inventory was 231, a 34% increase from November 2013. There were 33 closings in November 2014, a 25% decrease from November 2013. Months of Inventory was 7.0, up from 3.9 in November 2013. Median price of sold homes was \$184,500 for the month of November 2014, up 10% from November 2013. The Sahuarita area had 40 new properties under contract in November 2014, down 35% from November 2013.

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



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA

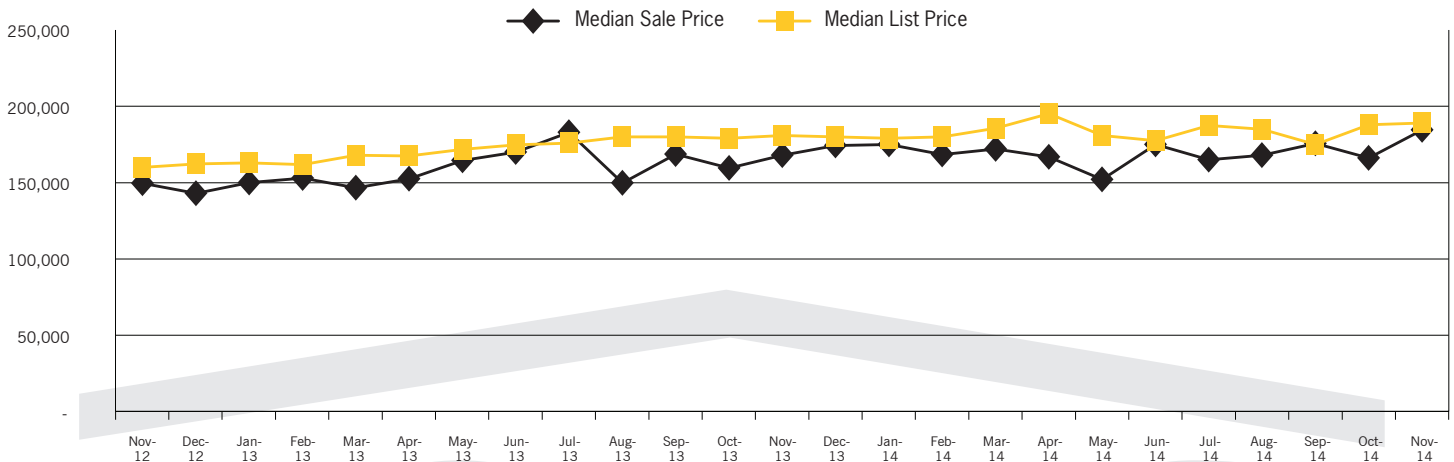


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 12/03/2014 is believed to be reliable, but not guaranteed.



Sahuarita | December 2014

## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA

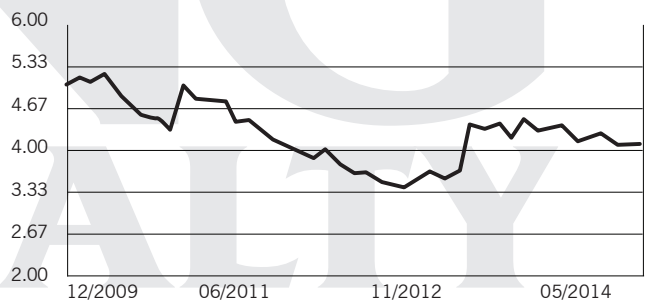


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2013	\$167,900	4.250%	\$784.67
2014	\$184,500	4.000%	\$836.79

## 30 YEAR FIXED MORTGAGE RATE

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

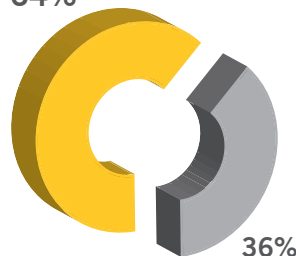


Source: Bankrate.com

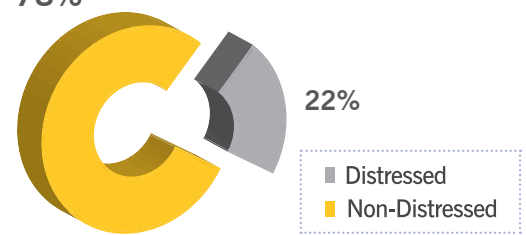
## DISTRESSED VS. NON-DISTRESSED SALES – SAHUARITA

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.

2013  
64%



2014 Year to Date  
78%





# The Housing Report

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Sahuarita | December 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
		Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14			
\$1 - 49,999	1	0	0	0	0	2	0	n/a	1.5	Seller
\$50,000 - 74,999	5	0	2	1	0	0	2	2.5	8.0	Slightly Buyer
\$75,000 - 99,999	5	0	1	1	1	3	3	1.7	1.7	Seller
\$100,000 - 124,999	11	3	7	3	3	0	0	n/a	9.0	Buyer
\$125,000 - 149,999	30	11	8	13	8	8	1	30.0	5.7	Balanced
\$150,000 - 174,999	39	14	13	9	10	10	10	3.9	3.6	Seller
\$175,000 - 199,999	33	7	11	9	12	5	5	6.6	4.7	Slightly Seller
\$200,000 - 224,999	17	9	4	2	4	3	5	3.4	5.0	Balanced
\$225,000 - 249,999	26	6	7	7	1	3	3	8.7	11.6	Buyer
\$250,000 - 274,999	26	1	2	1	4	2	1	26.0	9.1	Buyer
\$275,000 - 299,999	17	2	0	2	3	1	3	5.7	6.0	Balanced
\$300,000 - 349,999	12	3	1	0	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	7	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>231</b>	<b>56</b>	<b>56</b>	<b>48</b>	<b>46</b>	<b>37</b>	<b>33</b>	<b>7.0</b>	<b>5.8</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 12/03/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2014 - 11/30/2014. Information is believed to be reliable, but not guaranteed.

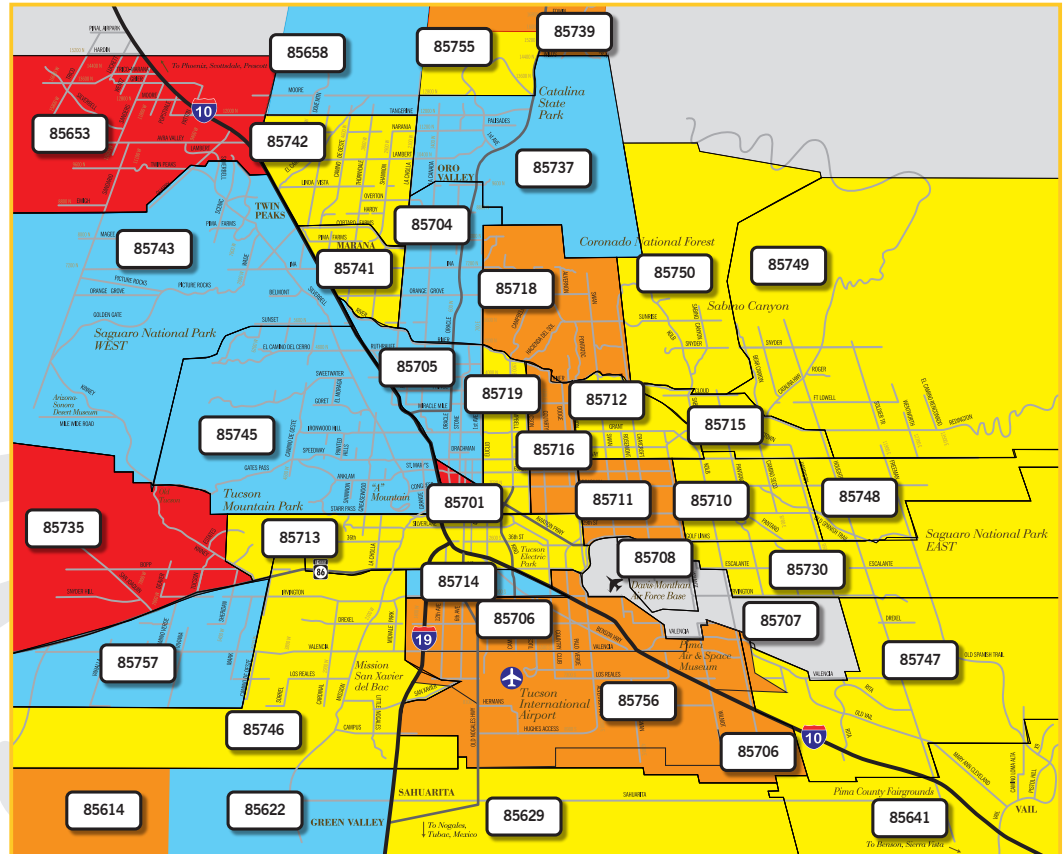
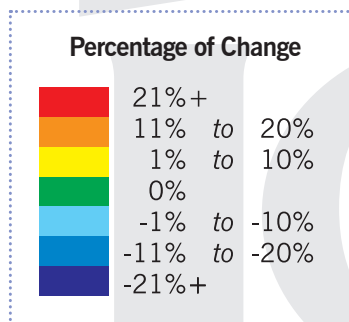


Sahuarita | December 2014

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP-NOV 2013 TO  
SEP-NOV 2014

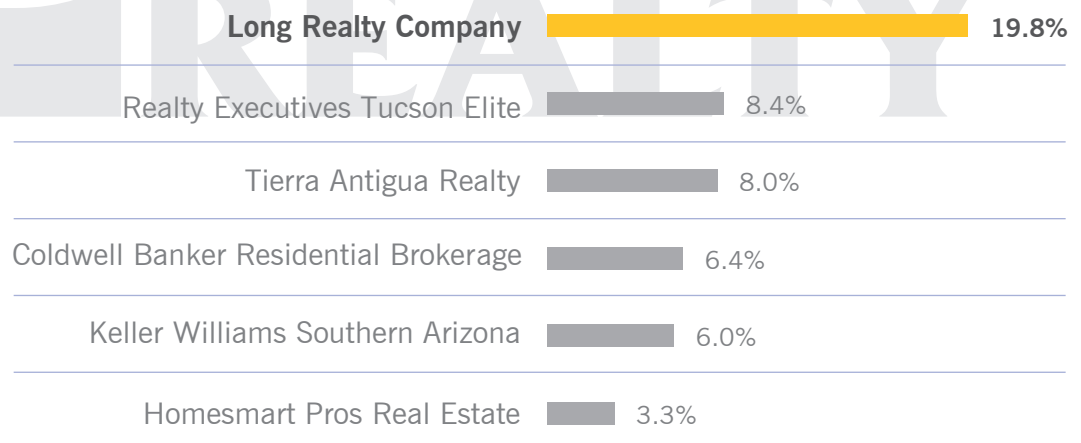
This heat map represents the percentage of change in Tucson metro median sales prices from September-November 2013 to September-November 2014 by zip code.



## MARKET SHARE – SAHUARITA

Long Realty leads the market  
in successful real estate sales.

Data Obtained 12/03/2014 from  
TARMLS using BrokerMetrics software  
for all closed residential sales volume  
between 12/01/2013 – 11/30/2014  
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.