

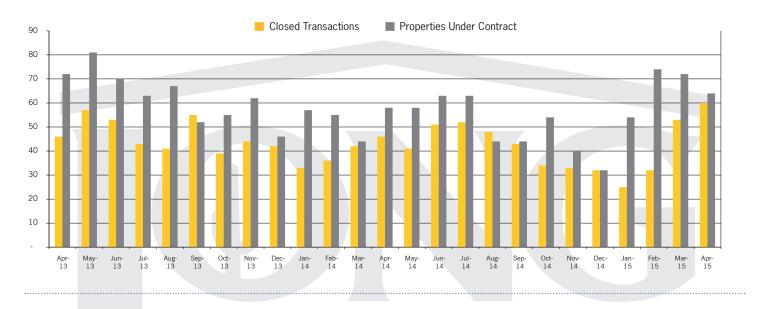


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Sahuarita | May 2015

In the Sahuarita area, April 2015 active inventory was 219, a 4% decrease from April 2014. There were 60 closings in April 2015, a 30% increase from April 2014. Year-to-date 2015 there were 170 closings, an 8% increase from year-to-date 2014. Months of Inventory was 3.7, down from 5.0 in April 2014. Median price of sold homes was \$163,412 for the month of April 2015, down 2% from April 2014. The Sahuarita area had 64 new properties under contract in April 2015, up 10% from April 2014.

#### 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 05/05/2015 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	6.140%	\$1,255.75
2014	\$166,750	4.250%	\$779.29
2015	\$163,412	3.675%	\$712.36

**Source:** Residential median sales prices. Data obtained 05/05/2015 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.

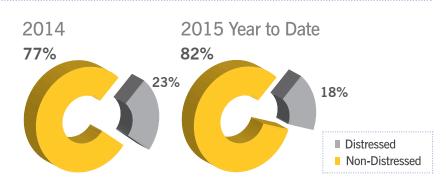
### 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2010 levels.



### 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	Last 3 Month Trend Months	Market Conditions
		Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	Inventory	of Inventory	
\$1 - 49,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	5	2	0	2	2	1	1	5.0	4.0	Seller
\$75,000 - 99,999	8	3	0	1	0	3	0	n/a	6.0	Balanced
\$100,000 - 124,999	12	0	2	3	2	6	6	2.0	2.7	Seller
\$125,000 - 149,999	21	2	8	6	8	9	20	1.1	1.9	Seller
\$150,000 - 174,999	41	10	8	5	7	7	6	6.8	5.8	Balanced
\$175,000 - 199,999	24	5	4	5	6	9	6	4.0	3.8	Seller
\$200,000 - 224,999	26	5	5	2	5	3	7	3.7	5.1	Balanced
\$225,000 - 249,999	29	4	1	0	2	4	4	7.3	9.3	Buyer
\$250,000 - 274,999	20	1	0	3	2	9	3	6.7	3.6	Seller
\$275,000 - 299,999	10	3	1	2	1	3	4	2.5	4.8	Slightly Seller
\$300,000 - 349,999	8	0	1	0	1	1	3	2.7	5.4	Balanced
\$350,000 - 399,999	6	0	1	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	7	0	1	0	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	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	219	35	32	29	36	55	60	3.7	4.4	Slightly Seller







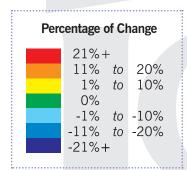
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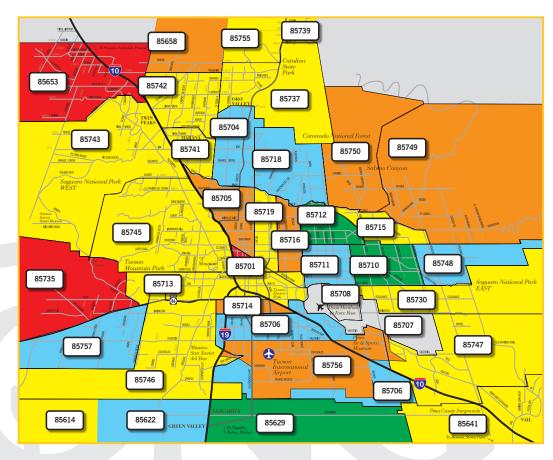
### Sahuarita | May 2015

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

### FEB 2014-APR 2014 TO FEB 2015-APR 2015

This heat map represents the percentage of change in Tucson metro median sales prices from February 2014-April 2014 to February 2015-April 2015 by zip code.

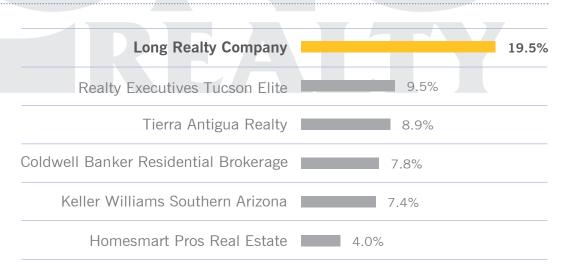




### MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 05/05/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2014 – 03/31/2015 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.