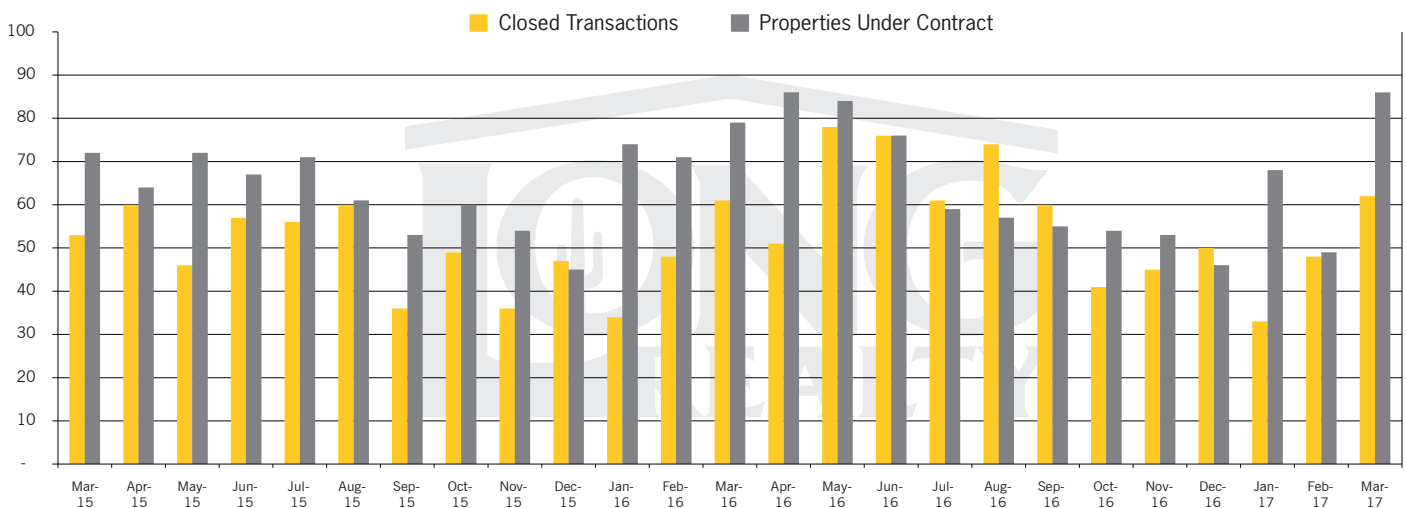




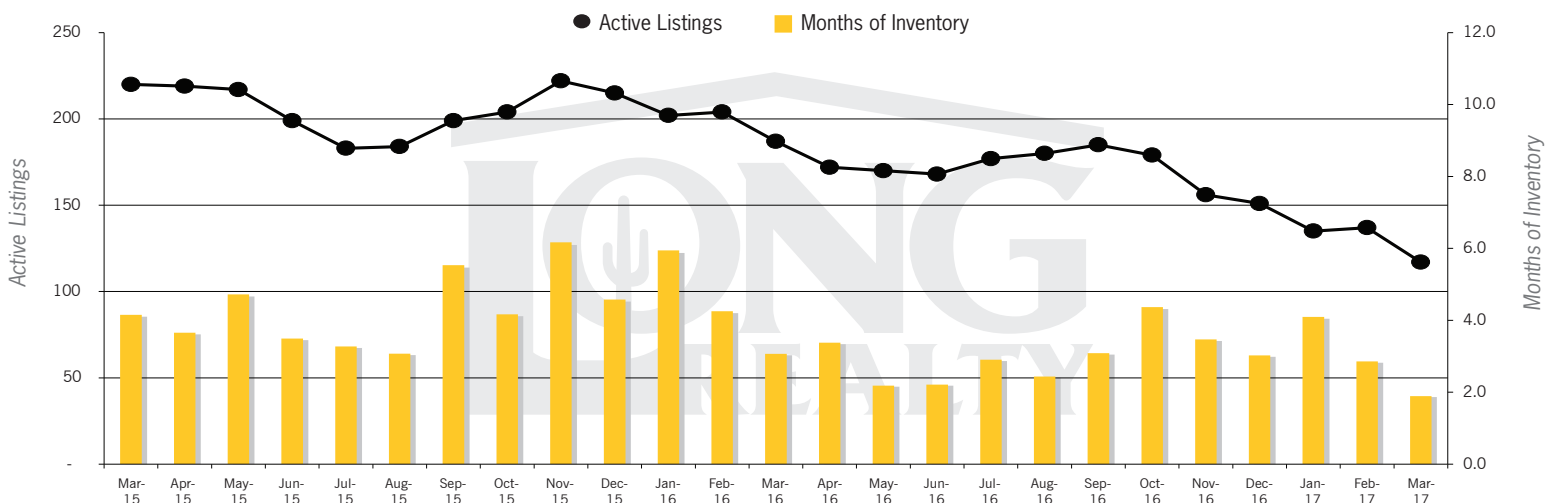
Sahuarita | April 2017

In the Sahuarita area, March 2017 active inventory was 117, a 37% decrease from March 2016. There were 62 closings in March 2017, a 2% increase from March 2016. Year-to-date 2017 there were 149 closings, a 1% decrease from year-to-date 2016. Months of Inventory was 1.9, down from 3.1 in March 2016. Median price of sold homes was \$177,500 for the month of March 2017, up 4% from March 2016. The Sahuarita area had 86 new properties under contract in March 2017, up 9% from March 2016.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA

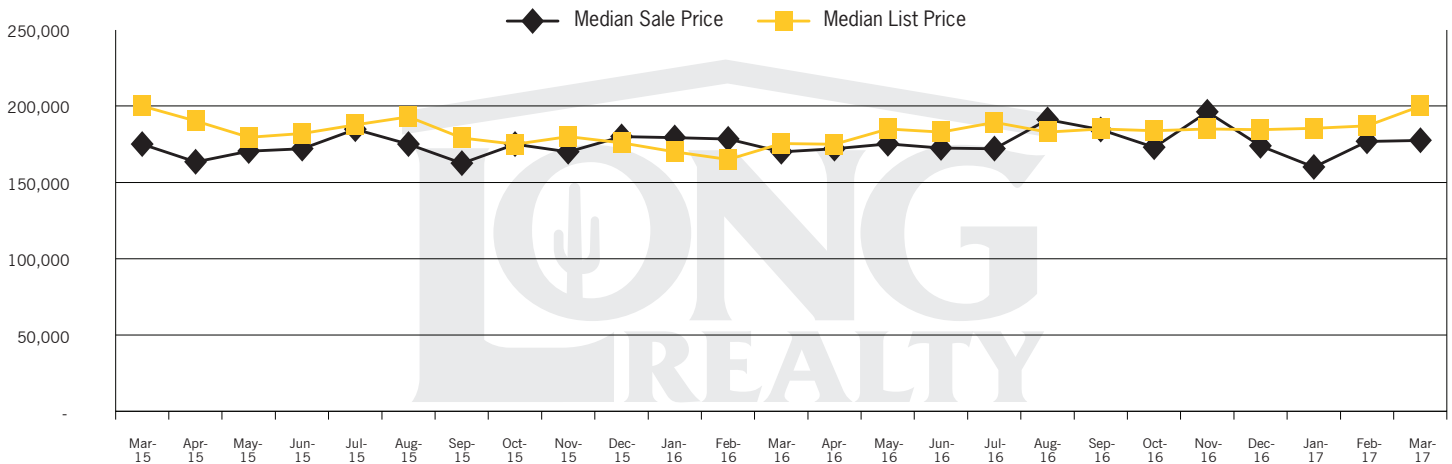


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 04/05/2017 is believed to be reliable, but not guaranteed.



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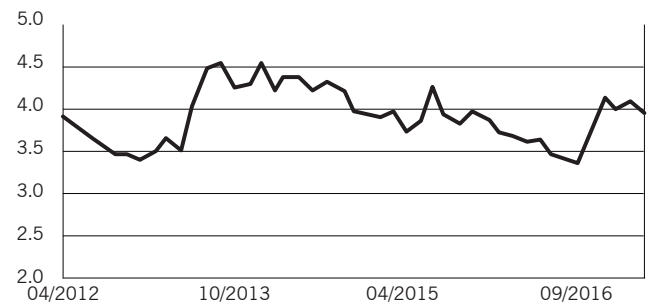
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA



## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$217,200    | 6.140%    | \$1,255.75  |
| 2016 | \$170,000    | 3.625%    | \$736.52    |
| 2017 | \$177,500    | 4.250%    | \$829.53    |

## 30 YEAR FIXED MORTGAGE RATE

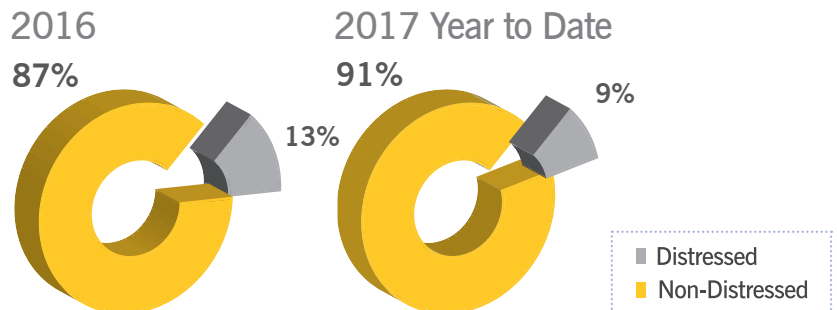


Source: Residential median sales prices. Data obtained 04/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Sahuarita | April 2017

## 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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
|                        |                 | Oct-16                     | Nov-16    | Dec-16    | Jan-17    | Feb-17    | Mar-17    |                             |  |                   |
| \$1 - 49,999           | 0               | 1                          | 0         | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$50,000 - 74,999      | 0               | 0                          | 0         | 1         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$75,000 - 99,999      | 2               | 0                          | 1         | 0         | 4         | 1         | 0         | n/a                         | 1.0                                    | Seller            |
| \$100,000 - 124,999    | 2               | 2                          | 1         | 1         | 4         | 5         | 7         | 0.3                         | 0.8                                    | Seller            |
| \$125,000 - 149,999    | 4               | 9                          | 3         | 7         | 6         | 10        | 10        | 0.4                         | 1.2                                    | Seller            |
| \$150,000 - 174,999    | 23              | 12                         | 14        | 18        | 5         | 8         | 11        | 2.1                         | 3.2                                    | Seller            |
| \$175,000 - 199,999    | 19              | 6                          | 8         | 13        | 4         | 11        | 8         | 2.4                         | 3.0                                    | Seller            |
| \$200,000 - 224,999    | 10              | 6                          | 6         | 1         | 4         | 3         | 3         | 3.3                         | 3.6                                    | Seller            |
| \$225,000 - 249,999    | 16              | 3                          | 2         | 2         | 2         | 3         | 5         | 3.2                         | 4.6                                    | Slightly Seller   |
| \$250,000 - 274,999    | 9               | 4                          | 7         | 3         | 4         | 4         | 7         | 1.3                         | 1.9                                    | Seller            |
| \$275,000 - 299,999    | 11              | 1                          | 3         | 4         | 3         | 2         | 7         | 1.6                         | 2.0                                    | Seller            |
| \$300,000 - 349,999    | 11              | 0                          | 4         | 2         | 1         | 3         | 4         | 2.8                         | 3.6                                    | Seller            |
| \$350,000 - 399,999    | 2               | 0                          | 0         | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$400,000 - 499,999    | 7               | 0                          | 1         | 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    | 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>117</b>      | <b>44</b>                  | <b>50</b> | <b>53</b> | <b>37</b> | <b>50</b> | <b>62</b> | <b>1.9</b>                  | <b>2.6</b>                             | <b>Seller</b>     |

|   |   |   |   |   |
|---|---|---|---|---|
|  |  |  |  |  |
| Seller's Market   | Slight Seller's Market  | Balanced Market   | Slight Buyer's Market   | Buyer's Market  |

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 04/05/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2017 - 03/31/2017. Information is believed to be reliable, but not guaranteed.

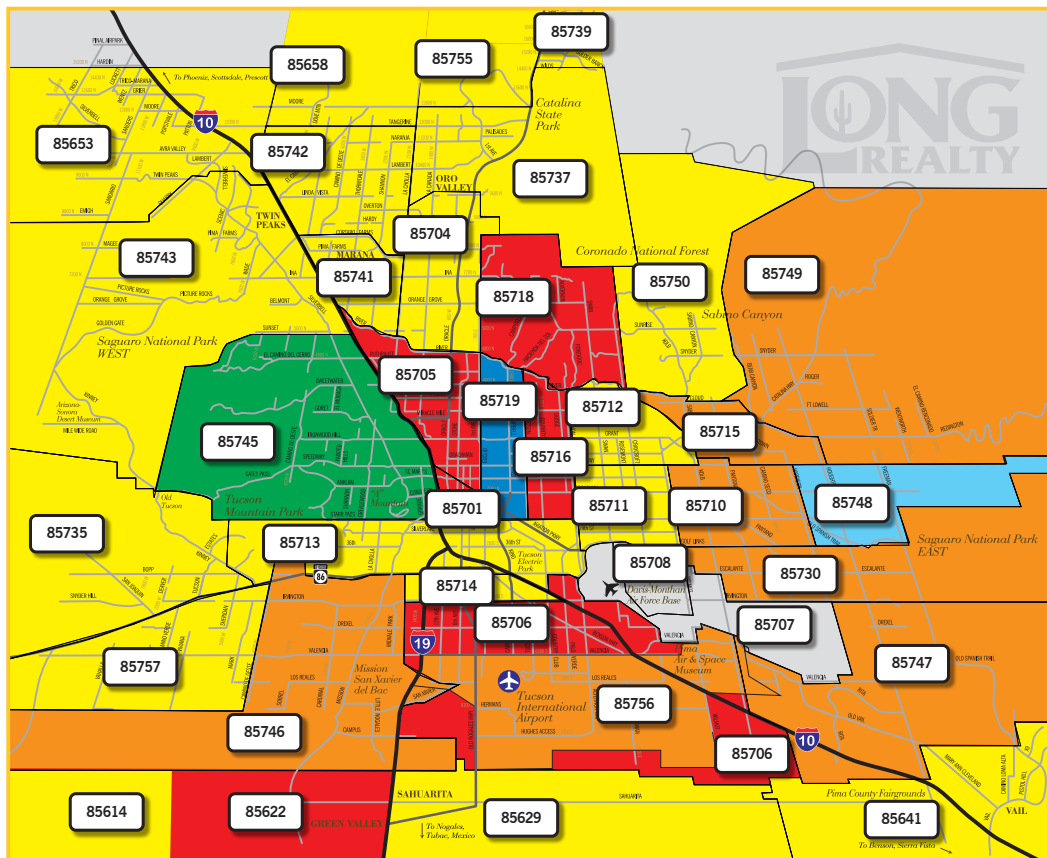
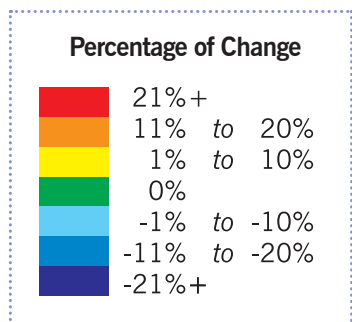


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## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2016-MAR 2016 TO JAN 2017-MAR 2017

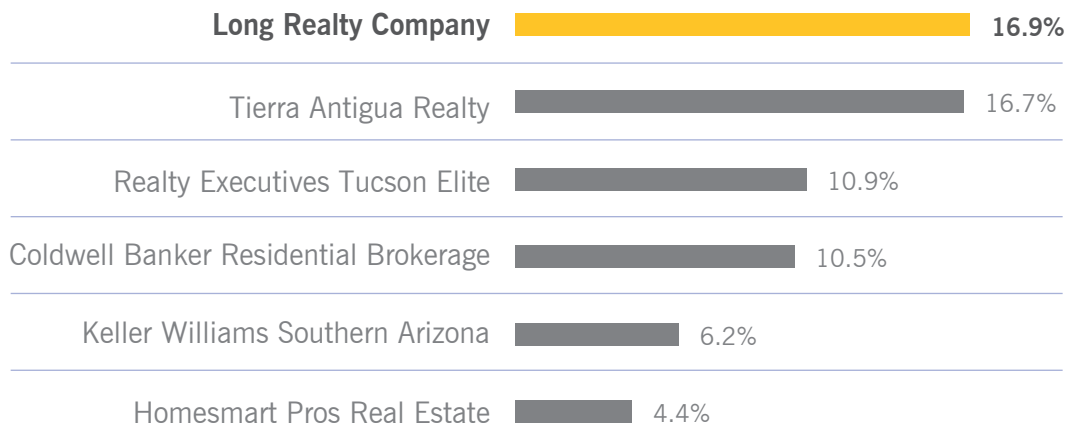
This heat map represents the percentage of change in Tucson metro median sales prices from January 2016-March 2016 to January 2017-March 2017 by zip code.



## MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 04/05/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2016 – 03/31/2017 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.