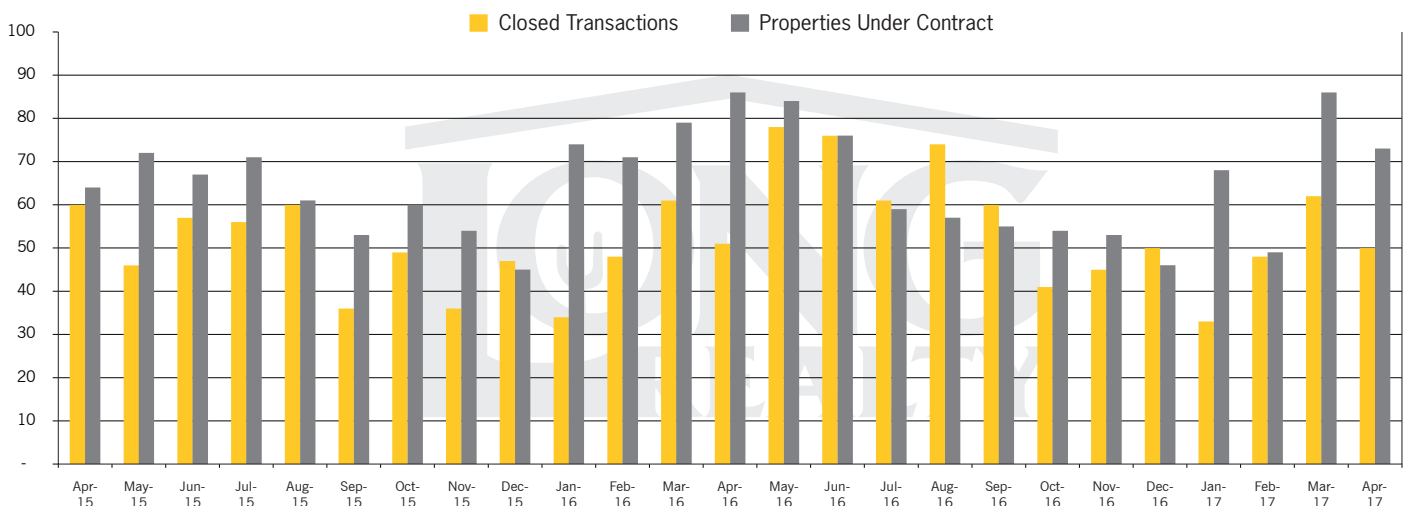




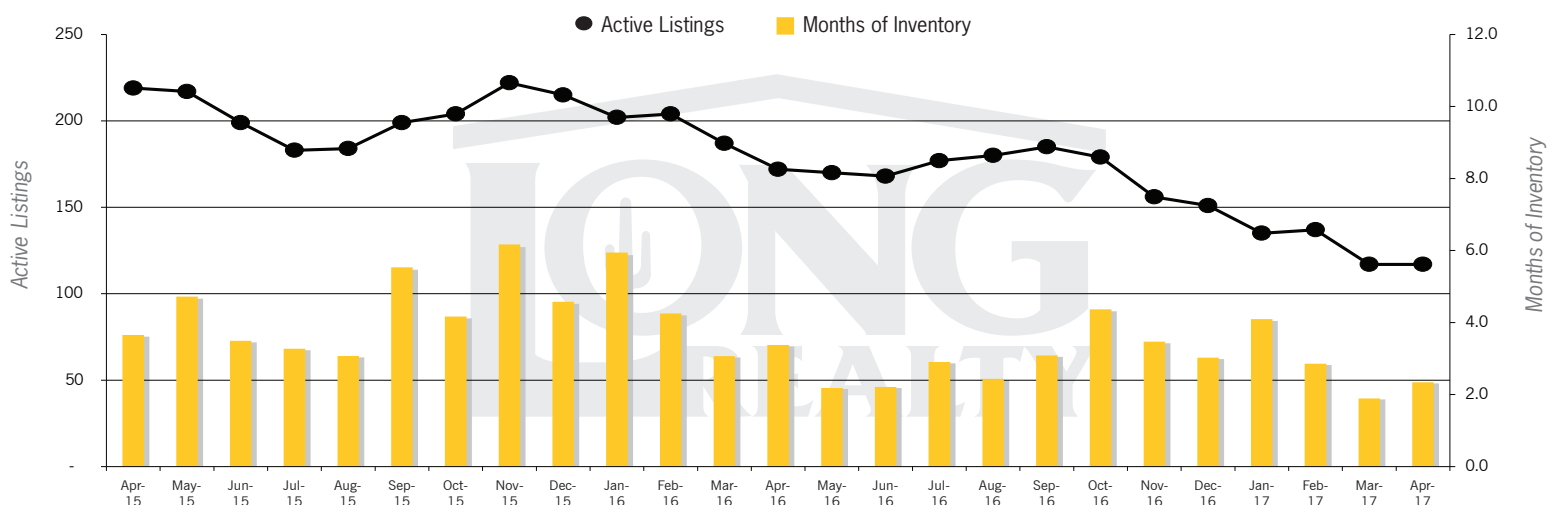
Sahuarita | May 2017

In the Sahuarita area, April 2017 active inventory was 117, a 32% decrease from April 2016. There were 50 closings in April 2017, a 2% decrease from April 2016. Year-to-date 2017 there were 203 closings, virtually unchanged from year-to-date 2016. Months of Inventory was 2.3, down from 3.4 in April 2016. Median price of sold homes was \$186,000 for the month of April 2017, up 8% from April 2016. The Sahuarita area had 73 new properties under contract in April 2017, down 15% from April 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA

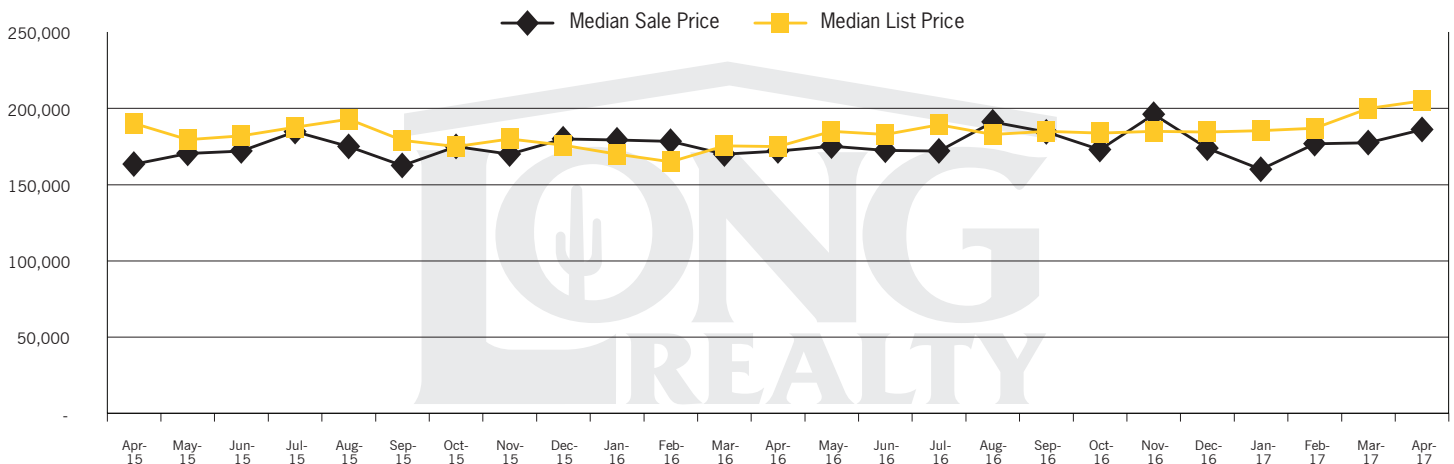


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/03/2017 is believed to be reliable, but not guaranteed.



Sahuarita | May 2017

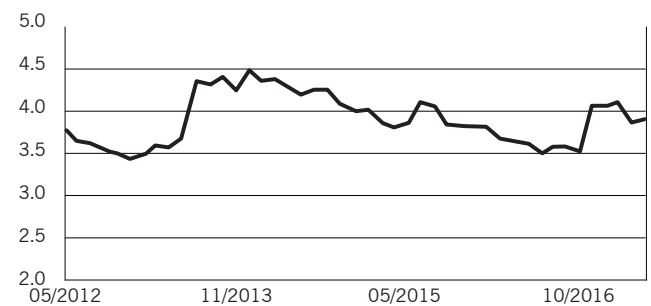
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2016	\$172,000	3.500%	\$733.74
2017	\$186,000	4.125%	\$856.38

30 YEAR FIXED MORTGAGE RATE

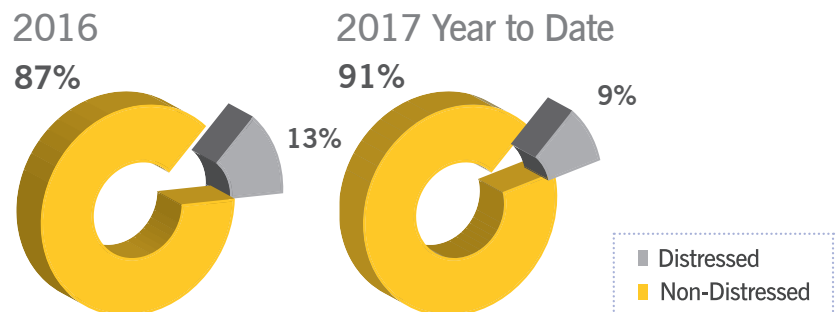


Source: Residential median sales prices. Data obtained 05/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | May 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
		Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	2	1	0	4	1	0	0	n/a	6.0	Balanced
\$100,000 - 124,999	3	1	1	4	5	7	0	n/a	0.7	Seller
\$125,000 - 149,999	5	3	7	6	10	11	7	0.7	0.7	Seller
\$150,000 - 174,999	21	14	18	5	8	13	13	1.6	2.1	Seller
\$175,000 - 199,999	16	8	13	4	11	8	12	1.3	2.1	Seller
\$200,000 - 224,999	9	6	1	4	3	3	3	3.0	3.8	Seller
\$225,000 - 249,999	13	2	2	2	3	5	4	3.3	3.6	Seller
\$250,000 - 274,999	14	7	3	4	5	7	4	3.5	1.9	Seller
\$275,000 - 299,999	10	3	4	3	2	7	2	5.0	2.3	Seller
\$300,000 - 349,999	14	4	2	1	3	4	3	4.7	3.7	Seller
\$350,000 - 399,999	3	0	0	0	0	0	2	1.5	4.5	Slightly Seller
\$400,000 - 499,999	6	1	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	117	50	53	37	51	65	50	2.3	2.2	Seller

				
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 05/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2017 - 04/30/2017. Information is believed to be reliable, but not guaranteed.

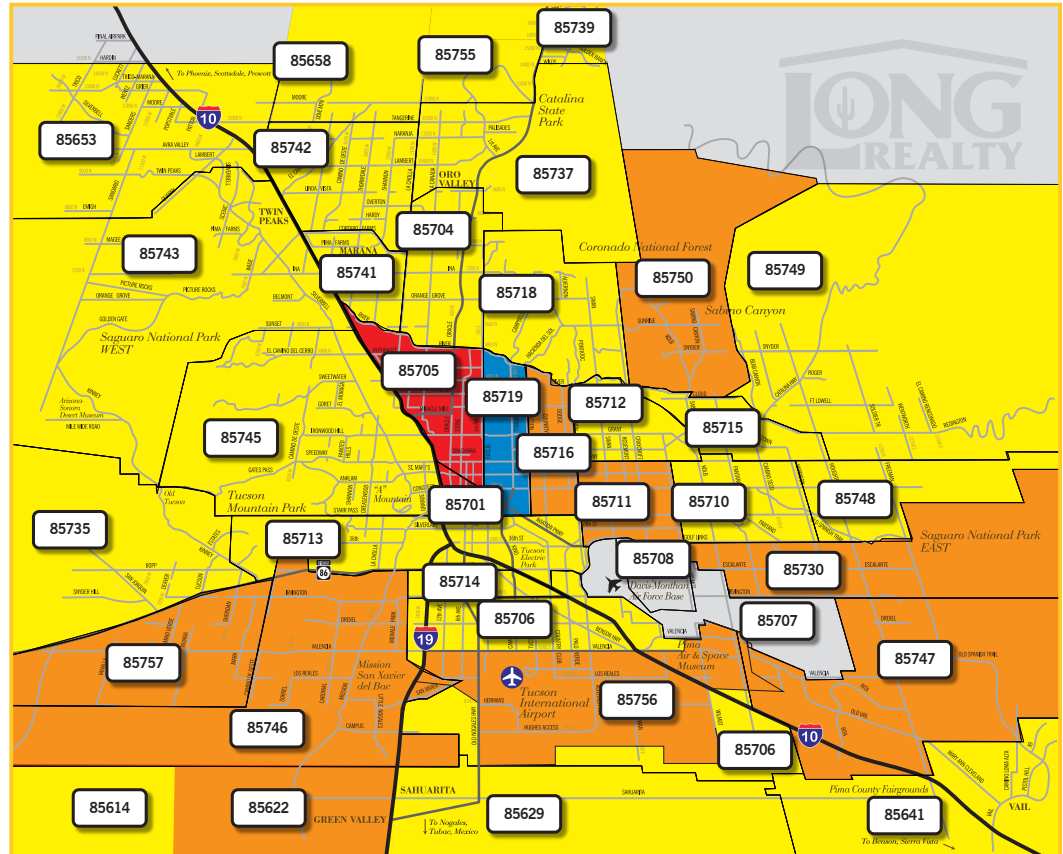


Sahuarita | May 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2016-APR 2016 TO
FEB 2017-APR 2017

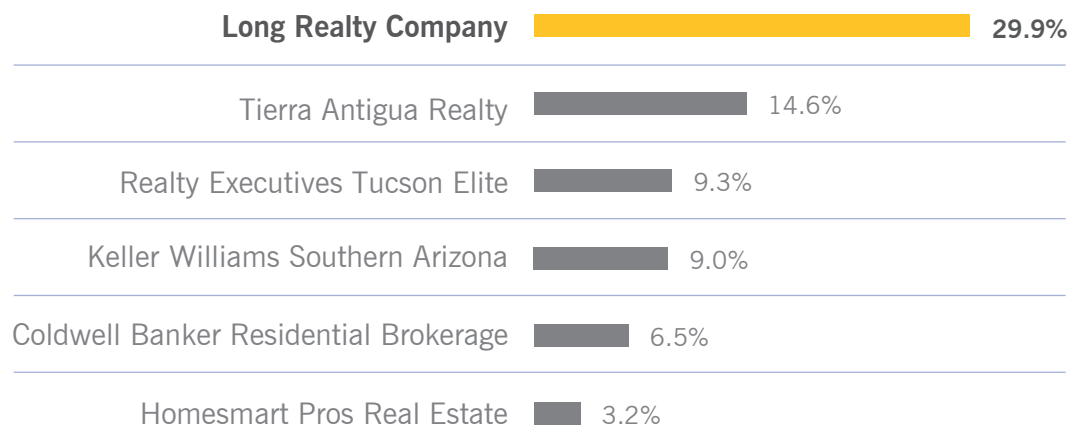
This heat map represents the percentage of change in Tucson metro median sales prices from February 2016-April 2016 to February 2017-April 2017 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 05/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2016 – 04/30/2017 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.