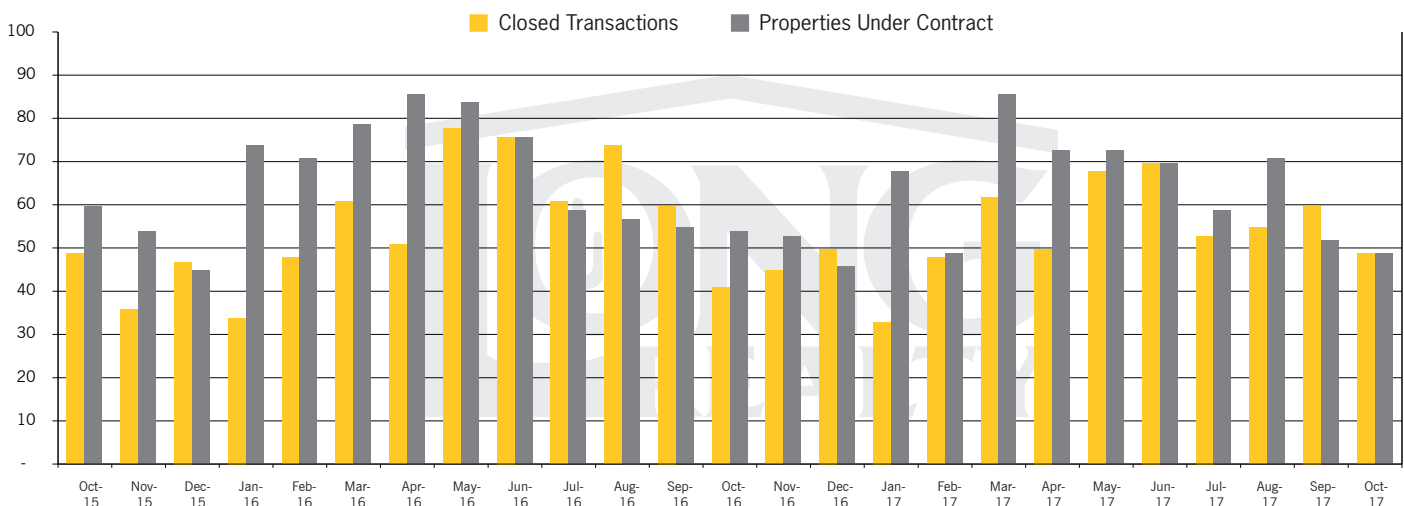




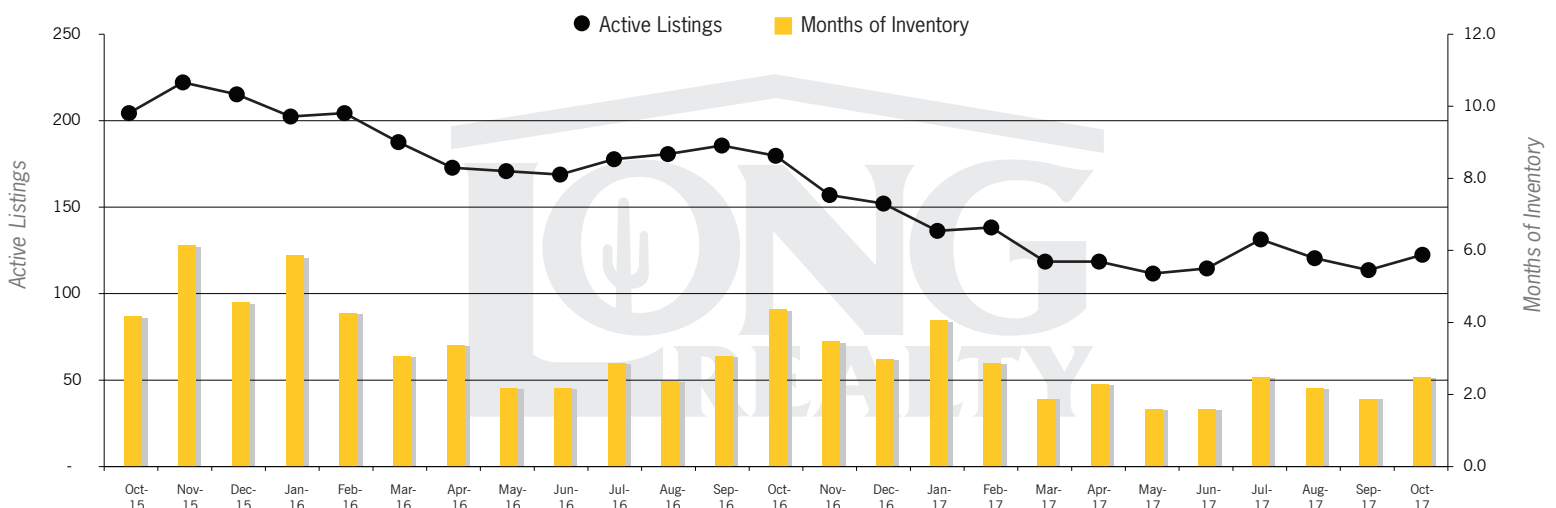
Sahuarita | November 2017

In the Sahuarita area, October 2017 active inventory was 121, a 32% decrease from October 2016. There were 49 closings in October 2017, a 20% increase from October 2016. Year-to-date 2017 there were 587 closings, a 2% decrease from year-to-date 2016. Months of Inventory was 2.5, down from 4.4 in October 2016. Median price of sold homes was \$200,000 for the month of October 2017, up 16% from October 2016. The Sahuarita area had 49 new properties under contract in October 2017, down 9% from October 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA

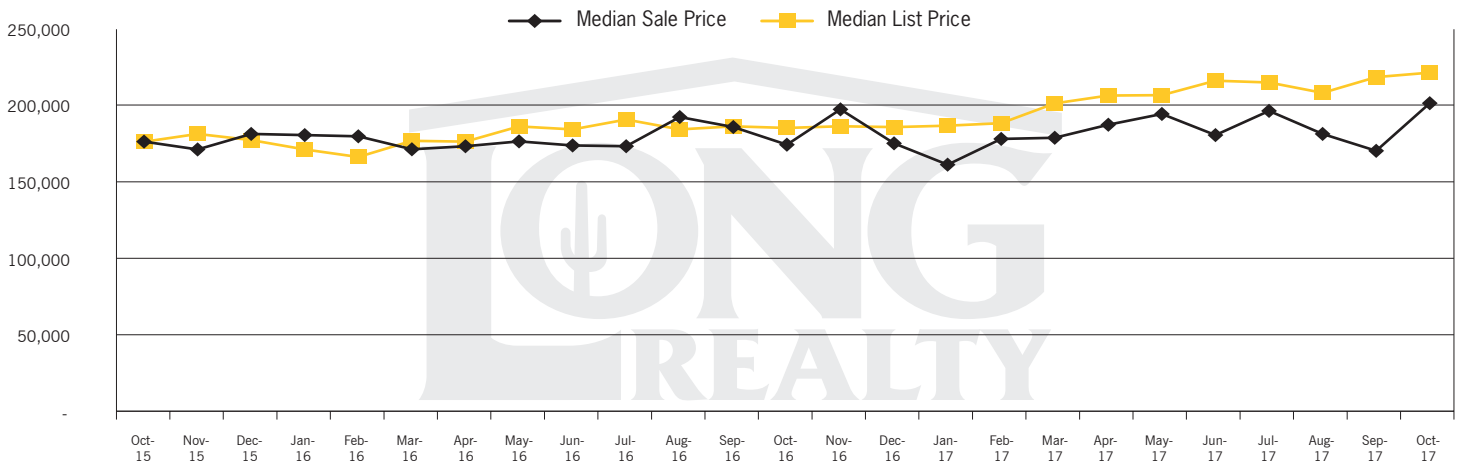


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/03/2017 is believed to be reliable, but not guaranteed.*



Sahuarita | November 2017

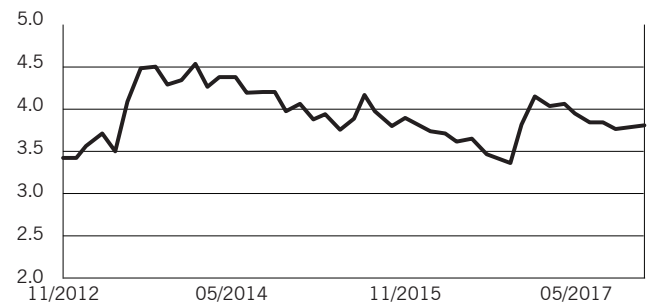
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2016	\$173,000	4.000%	\$784.63
2017	\$200,000	4.000%	\$907.09

30 YEAR FIXED MORTGAGE RATE



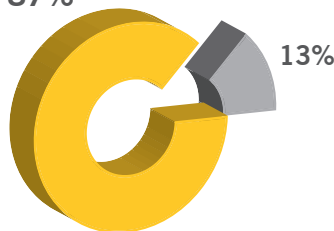
Source: Residential median sales prices. Data obtained 11/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

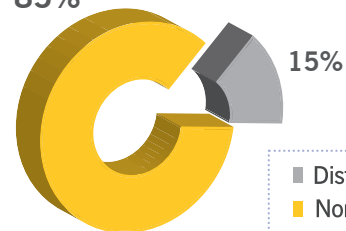
DISTRESSED VS. NON-DISTRESSED SALES – SAHUARITA

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.

2016
87%



2017 Year to Date
85%



■ Distressed
■ Non-Distressed



Sahuarita | November 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
		May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17			
\$1 - 49,999	1	0	0	0	0	2	0	n/a	1.5	Seller
\$50,000 - 74,999	0	0	1	0	0	1	0	n/a	0.0	Seller
\$75,000 - 99,999	0	2	0	0	2	0	0	n/a	1.0	Seller
\$100,000 - 124,999	2	2	2	2	3	2	3	0.7	0.9	Seller
\$125,000 - 149,999	8	6	7	5	5	10	10	0.8	1.0	Seller
\$150,000 - 174,999	17	14	19	13	13	20	6	2.8	1.1	Seller
\$175,000 - 199,999	22	14	24	13	8	8	5	4.4	2.8	Seller
\$200,000 - 224,999	13	12	5	10	2	8	9	1.4	2.1	Seller
\$225,000 - 249,999	13	7	6	8	5	3	7	1.9	3.2	Seller
\$250,000 - 274,999	15	2	5	4	8	5	4	3.8	2.4	Seller
\$275,000 - 299,999	9	5	4	2	5	1	0	n/a	4.7	Slightly Seller
\$300,000 - 349,999	11	3	2	4	2	2	3	3.7	4.0	Seller
\$350,000 - 399,999	6	0	0	1	3	1	2	3.0	2.3	Seller
\$400,000 - 499,999	2	2	0	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	1	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	121	69	75	63	56	63	49	2.5	2.1	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 11/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2017 - 10/31/2017. Information is believed to be reliable, but not guaranteed.

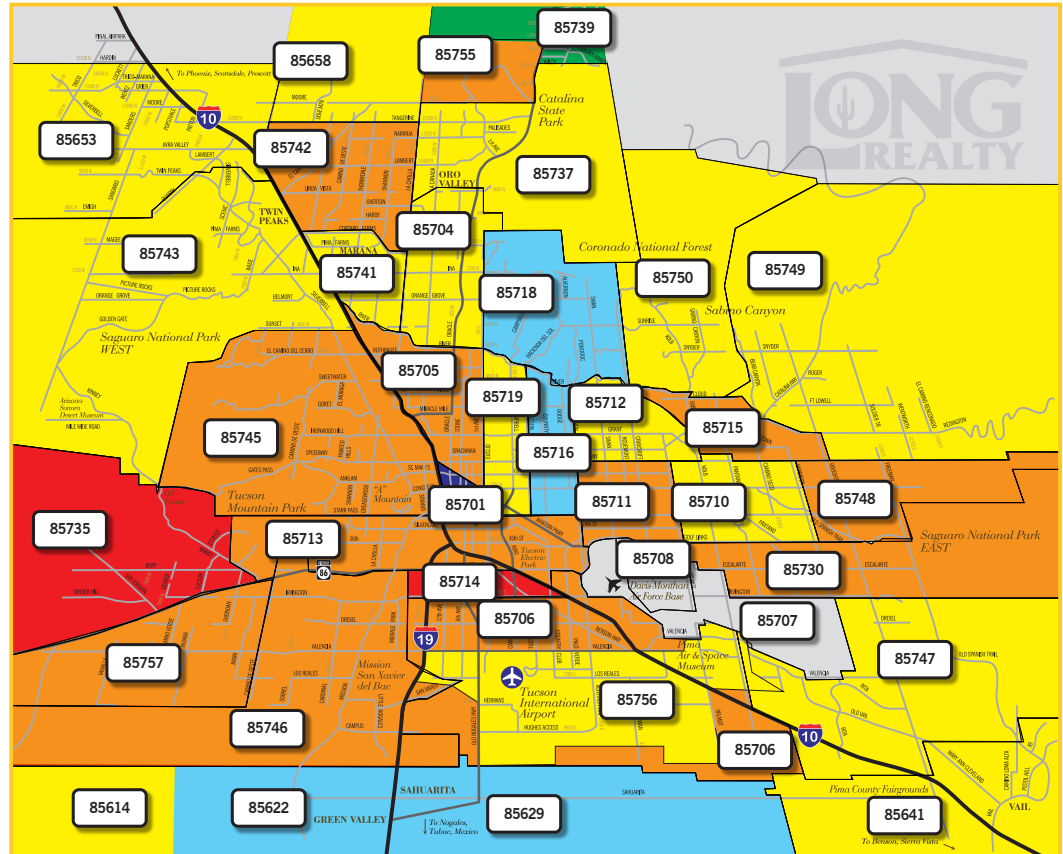


Sahuarita | November 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2016-OCT 2016 TO
AUG 2017-OCT 2017

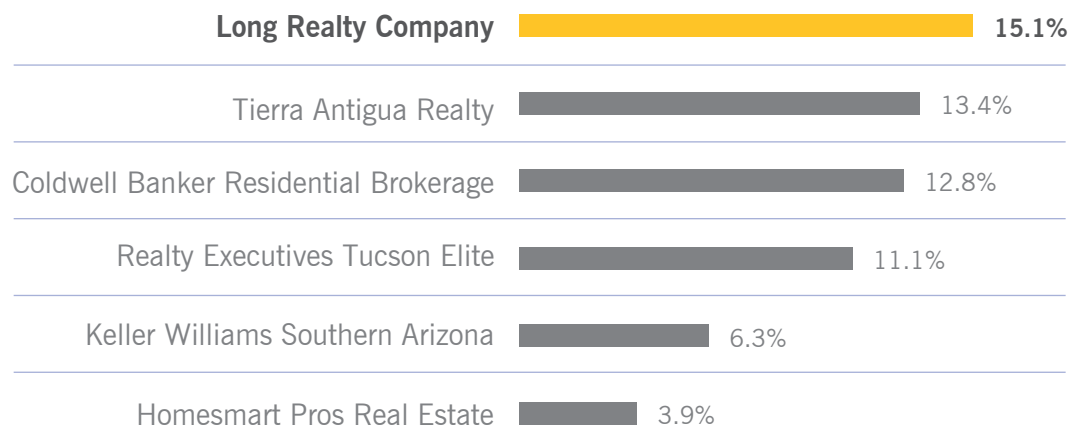
This heat map represents the percentage of change in Tucson metro median sales prices from August 2016-October 2016 to August 2017-October 2017 by zip code.



MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 11/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2016 – 10/31/2017 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.