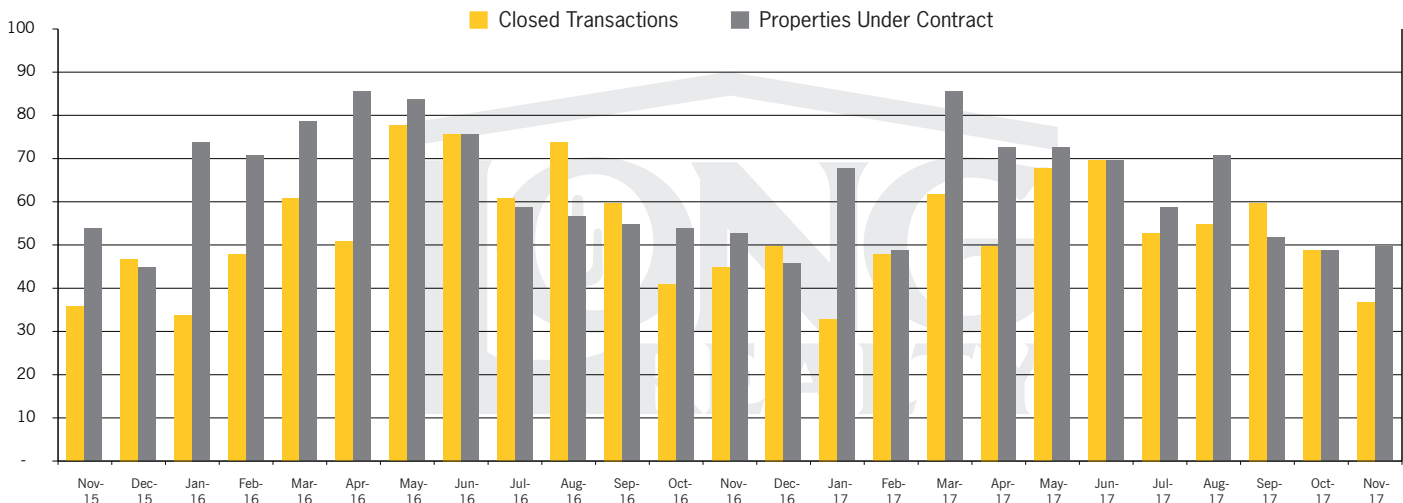




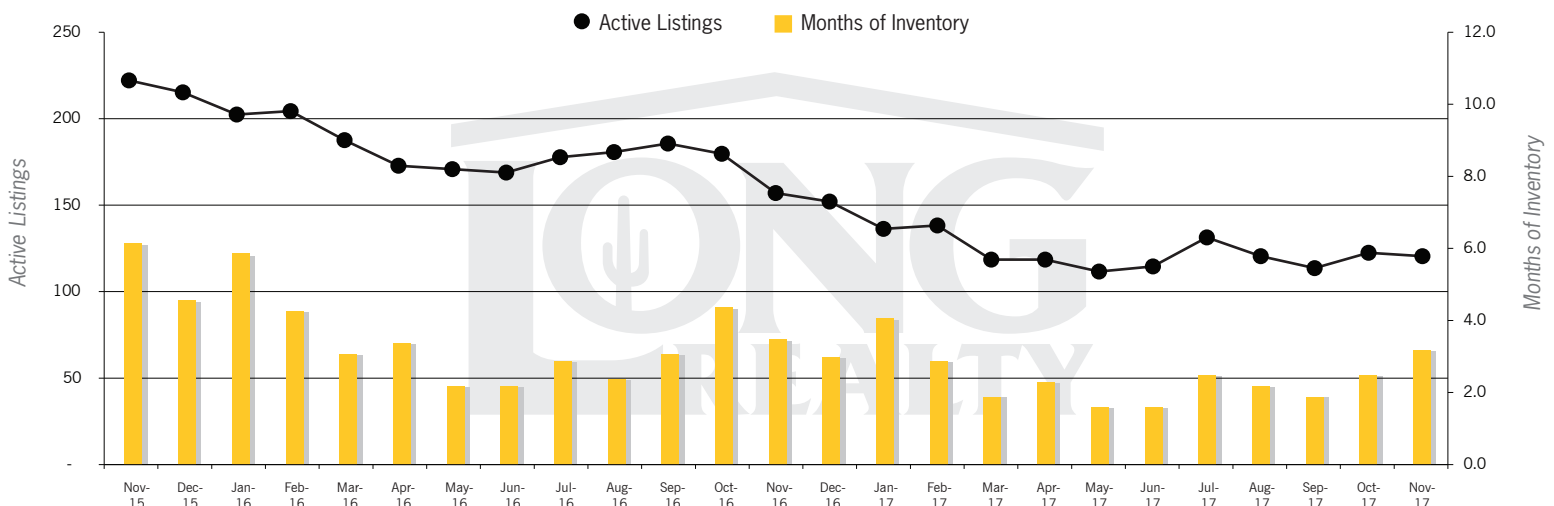
Sahuarita | December 2017

In the Sahuarita area, November 2017 active inventory was 119, a 24% decrease from November 2016. There were 37 closings in November 2017, an 18% decrease from November 2016. Year-to-date 2017 there were 629 closings, a 3% decrease from year-to-date 2016. Months of Inventory was 3.2, down from 3.5 in November 2016. Median price of sold homes was \$190,000 for the month of November 2017, down 3% from November 2016. The Sahuarita area had 50 new properties under contract in November 2017, down 6% from November 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA

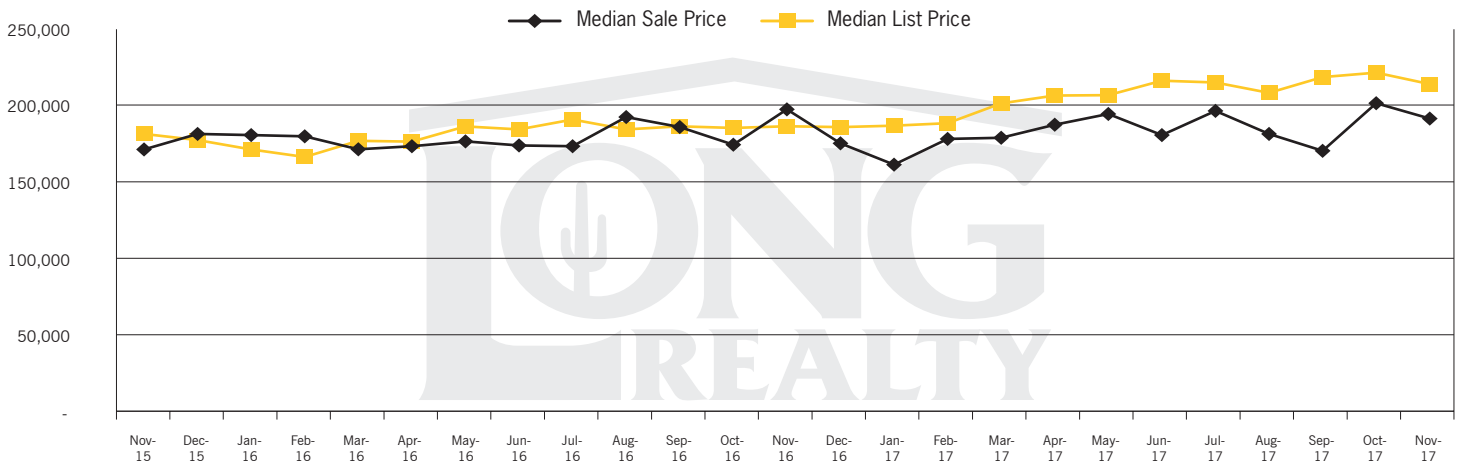


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/05/2017 is believed to be reliable, but not guaranteed.



Sahuarita | December 2017

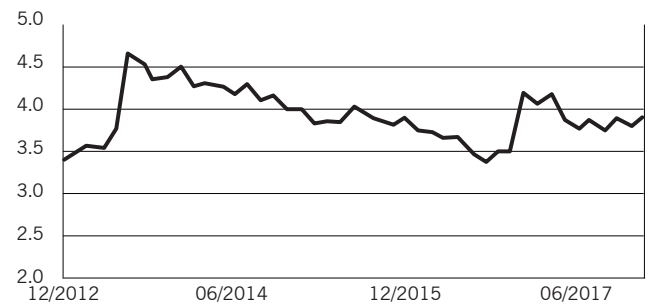
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2016	\$196,000	3.770%	\$864.44
2017	\$190,000	4.070%	\$869.03

30 YEAR FIXED MORTGAGE RATE

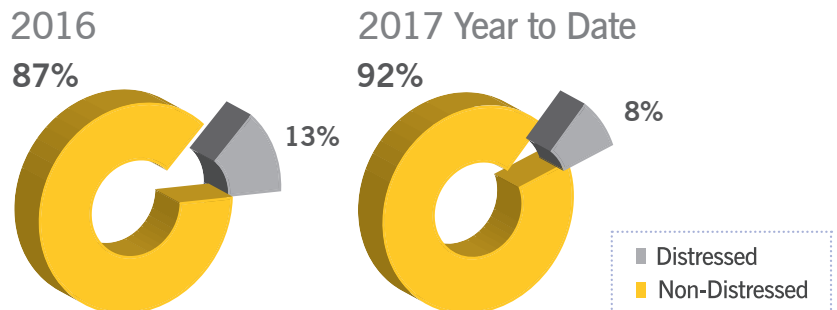


Source: Residential median sales prices. Data obtained 12/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | December 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
		Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17			
\$1 - 49,999	1	0	0	0	2	0	0	n/a	1.5	Seller
\$50,000 - 74,999	0	1	0	0	1	0	0	n/a	0.0	Seller
\$75,000 - 99,999	1	0	0	2	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	4	2	2	3	2	3	1	4.0	1.2	Seller
\$125,000 - 149,999	7	7	5	5	10	11	4	1.8	1.0	Seller
\$150,000 - 174,999	12	19	13	13	20	7	10	1.2	1.2	Seller
\$175,000 - 199,999	28	24	13	8	8	6	6	4.7	3.3	Seller
\$200,000 - 224,999	14	5	10	2	8	9	5	2.8	1.9	Seller
\$225,000 - 249,999	10	6	8	5	3	9	4	2.5	2.4	Seller
\$250,000 - 274,999	10	5	4	8	5	4	4	2.5	2.9	Seller
\$275,000 - 299,999	5	4	2	5	1	0	1	5.0	11.5	Buyer
\$300,000 - 349,999	14	2	4	2	2	3	2	7.0	4.6	Slightly Seller
\$350,000 - 399,999	7	0	1	3	1	2	0	n/a	5.7	Balanced
\$400,000 - 499,999	4	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	1	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	119	75	63	56	63	54	37	3.2	2.3	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 12/05/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2017 - 11/30/2017. Information is believed to be reliable, but not guaranteed.

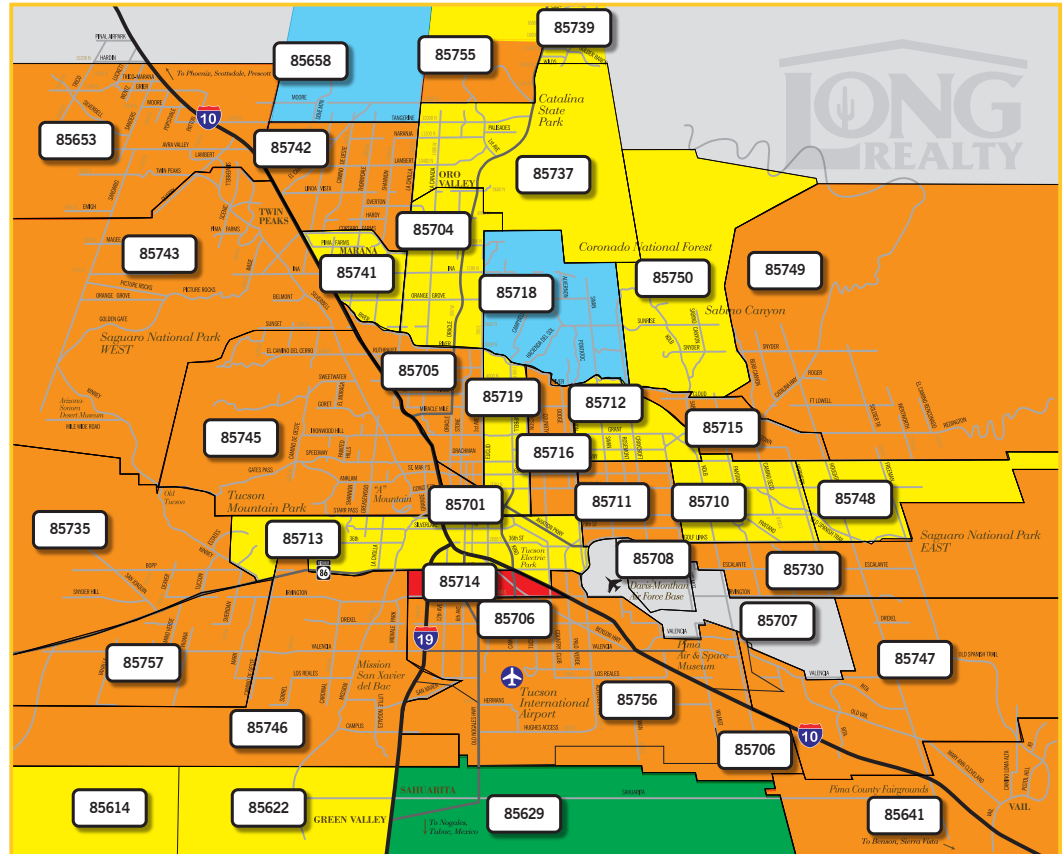


Sahuarita | December 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2016-NOV 2016 TO
SEP 2017-NOV 2017

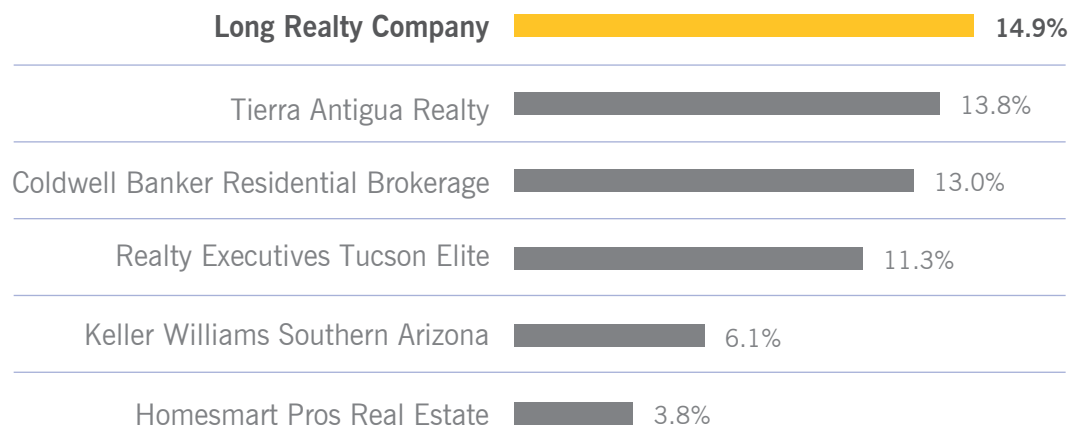
This heat map represents the percentage of change in Tucson metro median sales prices from September 2016-November 2016 to September 2017-November 2017 by zip code.



MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 12/05/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2016 – 11/30/2017 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.