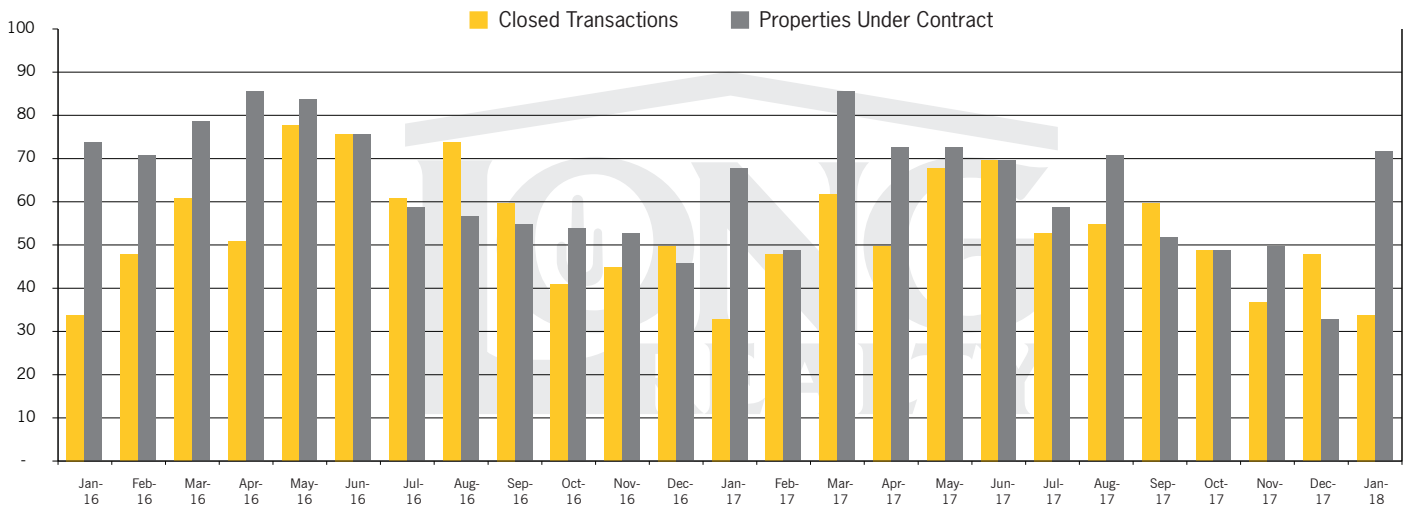




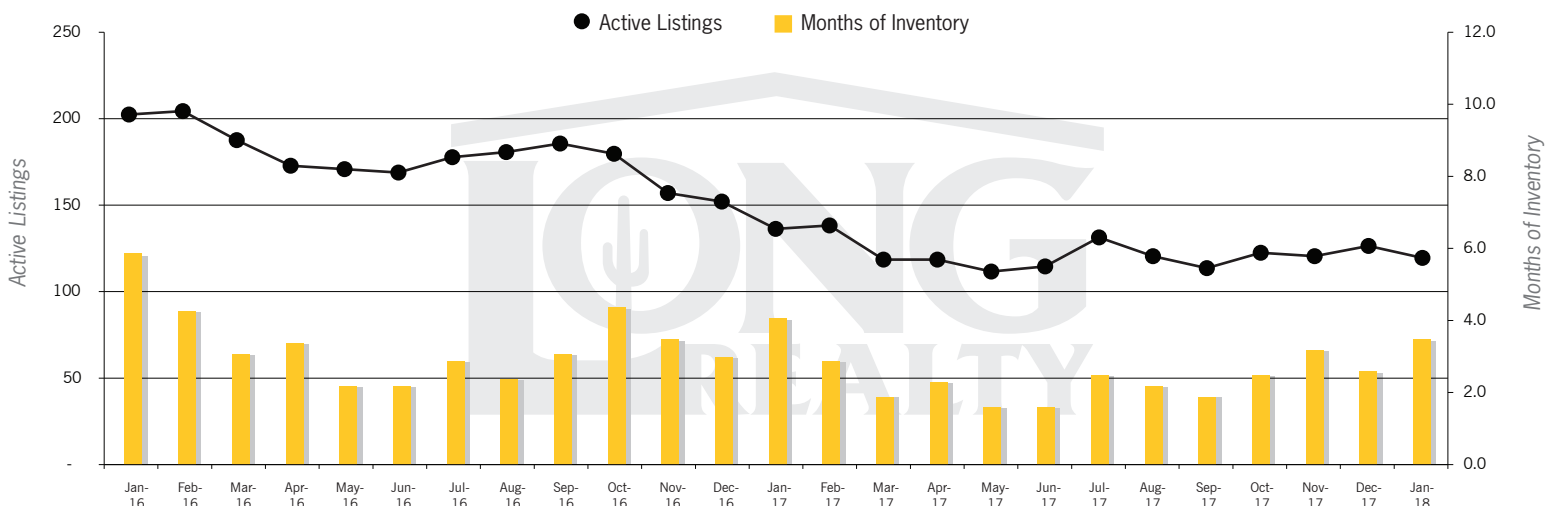
Sahuarita | February 2018

In the Sahuarita area, January 2018 active inventory was 118, a 13% decrease from January 2017. There were 34 closings in January 2018, a 3% increase from January 2017. Year-to-date 2018 there were 34 closings, an 3% decrease from year-to-date 2017. Months of Inventory was 3.5, down from 4.1 in January 2017. Median price of sold homes was \$202,500 for the month of January 2018, up 27% from January 2017. The Sahuarita area had 72 new properties under contract in January 2018, up 6% from January 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA

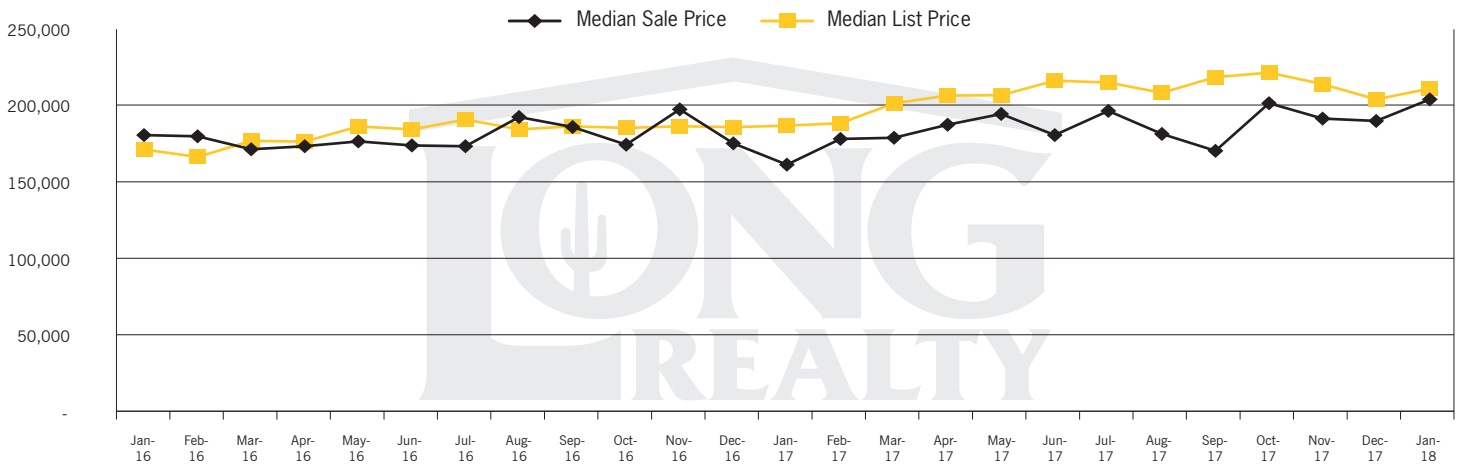


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 02/05/2018 is believed to be reliable, but not guaranteed.*



Sahuarita | February 2018

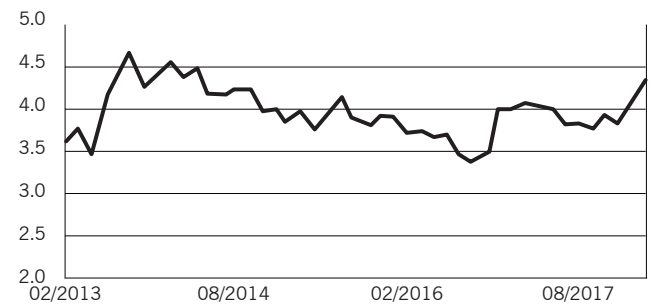
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2017	\$160,000	4.124%	\$736.58
2018	\$202,500	4.250%	\$946.37

30 YEAR FIXED MORTGAGE RATE



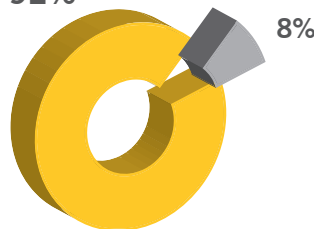
Source: Residential median sales prices. Data obtained 02/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

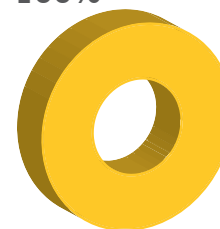
DISTRESSED VS. NON-DISTRESSED SALES – SAHUARITA

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.

2017
92%



2018 Year to Date
100%



■ Distressed
■ Non-Distressed



The Housing Report

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Sahuarita | February 2018

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
		Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18			
\$1 - 49,999	1	0	2	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	1	2	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	2	3	2	3	1	2	0	n/a	2.7	Seller
\$125,000 - 149,999	3	5	10	11	4	3	5	0.6	1.8	Seller
\$150,000 - 174,999	12	13	20	7	11	13	4	3.0	1.4	Seller
\$175,000 - 199,999	30	8	8	6	7	9	8	3.8	3.4	Seller
\$200,000 - 224,999	16	2	8	9	5	7	3	5.3	3.1	Seller
\$225,000 - 249,999	16	5	4	9	4	2	2	8.0	5.3	Balanced
\$250,000 - 274,999	12	8	5	4	5	7	3	4.0	2.1	Seller
\$275,000 - 299,999	6	5	1	0	1	3	1	6.0	3.2	Seller
\$300,000 - 349,999	11	2	2	3	2	1	6	1.8	4.0	Seller
\$350,000 - 399,999	4	3	1	2	0	2	1	4.0	6.0	Balanced
\$400,000 - 499,999	2	0	0	0	0	1	1	2.0	4.5	Slightly Seller
\$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	1	0	n/a	0.0	Seller
\$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	118	56	64	54	40	51	34	3.5	2.9	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 02/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2017 - 01/31/2018. Information is believed to be reliable, but not guaranteed.

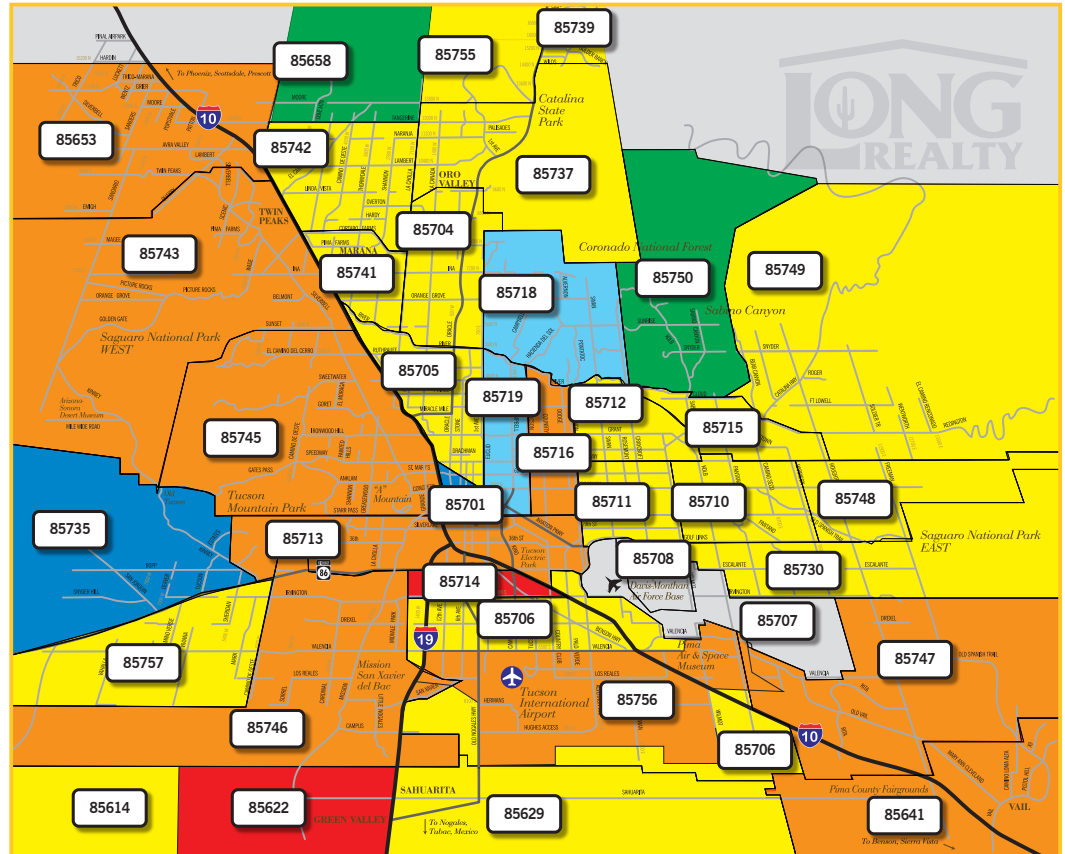


Sahuarita | February 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2016-JAN 2017 TO
NOV 2017-JAN 2018

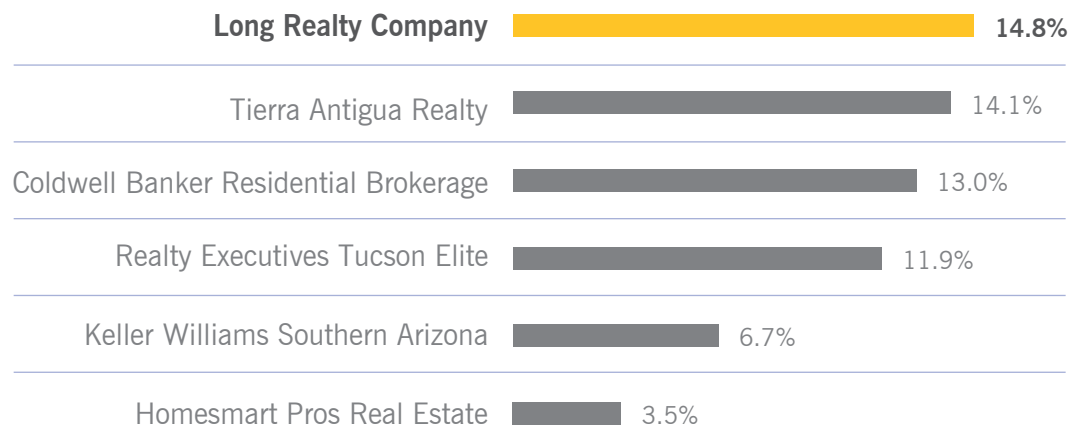
This heat map represents the percentage of change in Tucson metro median sales prices from November 2016-January 2017 to November 2017-January 2018 by zip code.



MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 02/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2017 – 01/31/2018 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.