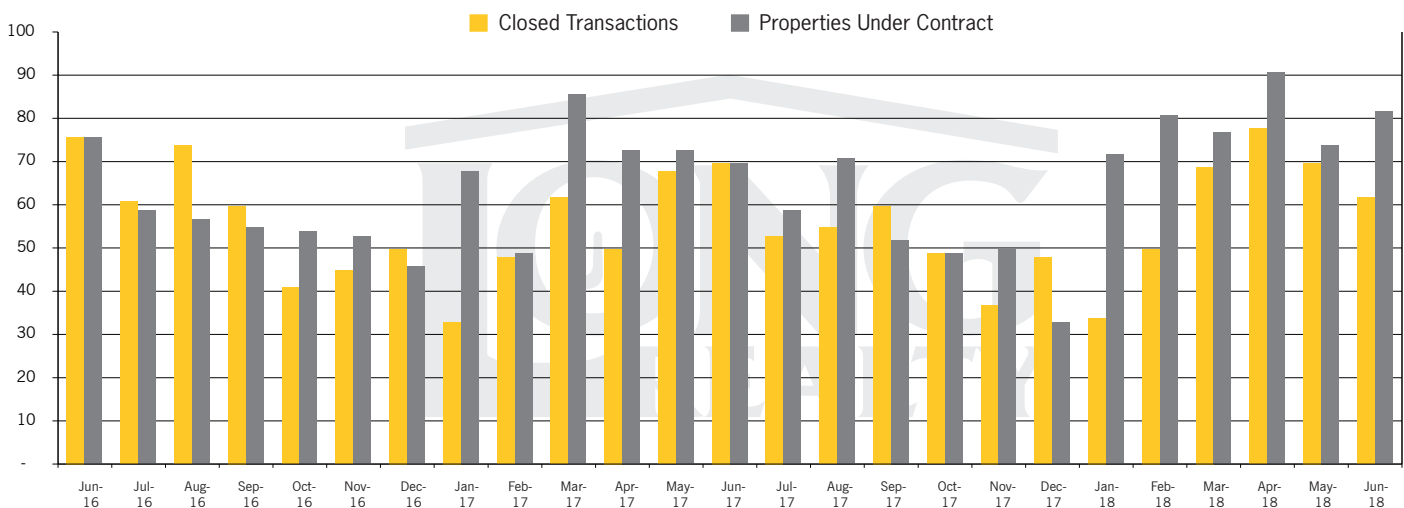




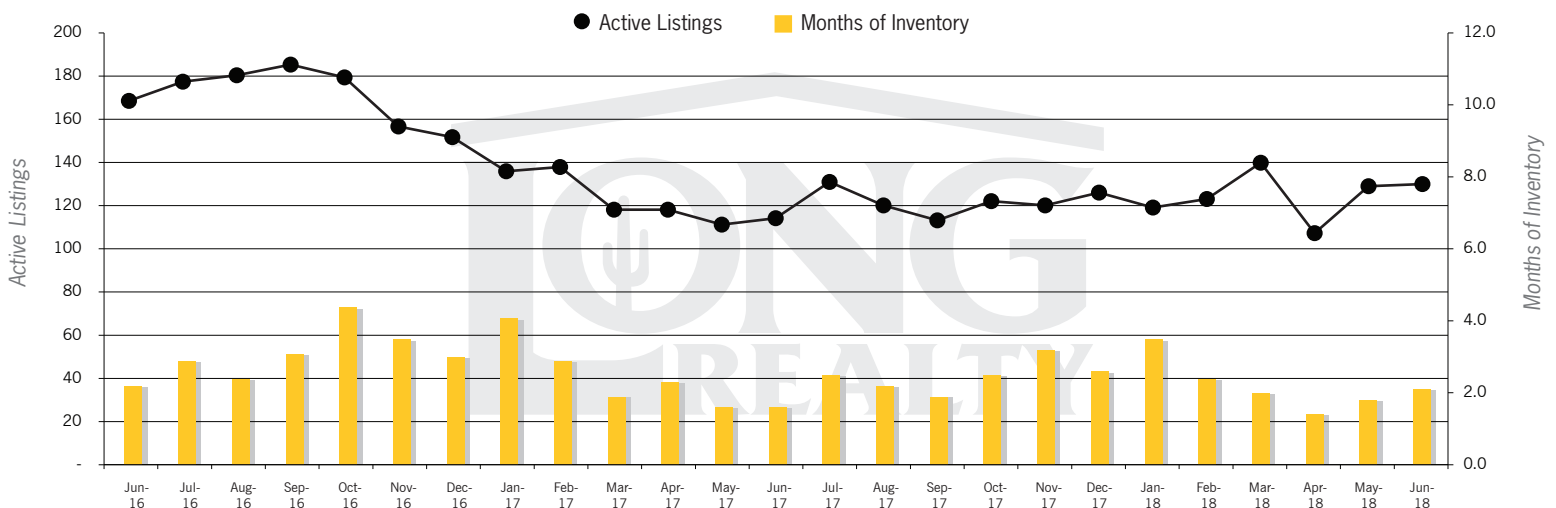
Sahuarita | July 2018

In the Sahuarita area, June 2018 active inventory was 129, a 14% increase from June 2017. There were 62 closings in June 2018, an 11% decrease from June 2017. Year-to-date 2018 there were 377 closings, a 6% increase from year-to-date 2017. Months of Inventory was 2.1, up from 1.6 in June 2017. Median price of sold homes was \$207,000 for the month of June 2018, up 16% from June 2017. The Sahuarita area had 82 new properties under contract in June 2018, up 17% from June 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA

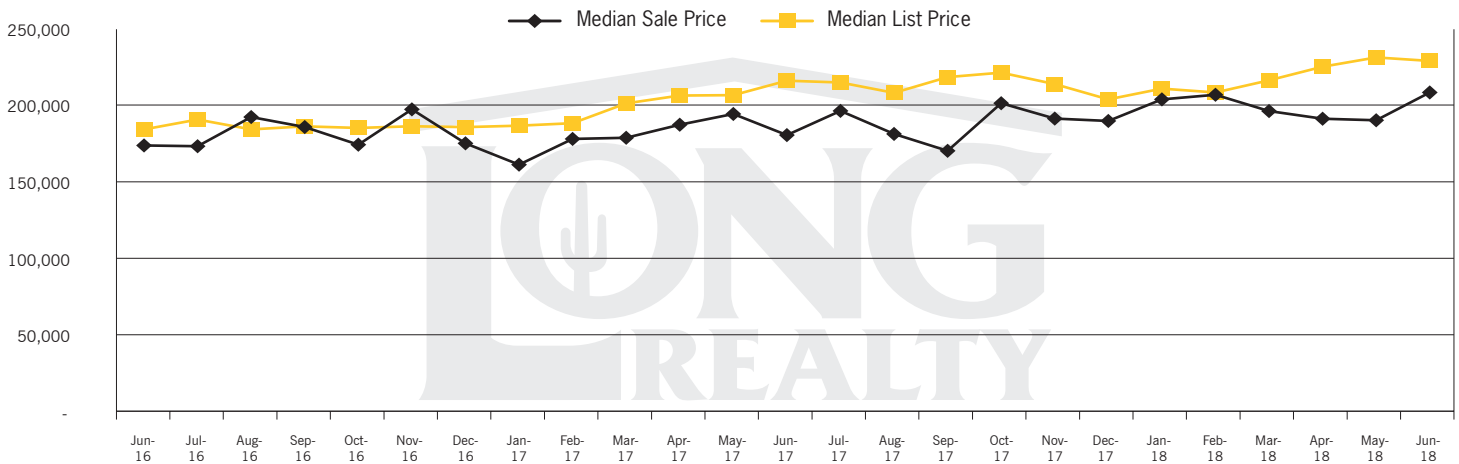


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2018 is believed to be reliable, but not guaranteed.



Sahuarita | July 2018

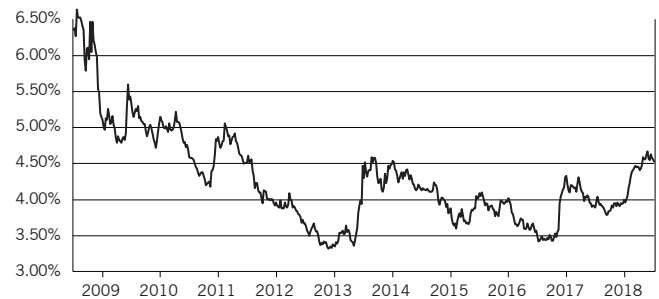
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2017	\$179,250	3.900%	\$803.19
2018	\$207,000	4.570%	\$1,004.59

30 YEAR FIXED MORTGAGE RATE



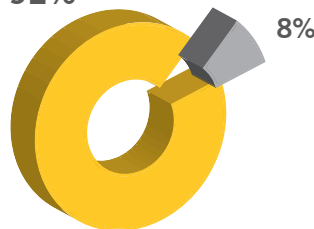
Source: Residential median sales prices. Data obtained 07/06/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

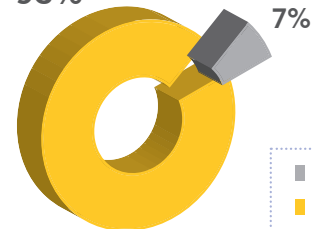
DISTRESSED VS. NON-DISTRESSED SALES – SAHUARITA

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
93%



■ Distressed
■ Non-Distressed



The Housing Report

Stephen Woodall | (520) 818-4504
Stephen@TeamWoodall.com | TeamWoodall.com



Sahuarita | July 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
		Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18			
\$1 - 49,999	0	0	0	0	2	2	0	n/a	0.5	Seller
\$50,000 - 74,999	1	0	1	0	1	0	0	n/a	3.0	Seller
\$75,000 - 99,999	1	0	1	0	2	1	0	n/a	0.3	Seller
\$100,000 - 124,999	2	0	1	1	1	2	0	n/a	1.3	Seller
\$125,000 - 149,999	2	5	6	8	9	8	3	0.7	0.5	Seller
\$150,000 - 174,999	14	4	7	12	14	8	10	1.4	1.2	Seller
\$175,000 - 199,999	26	8	10	23	23	27	14	1.9	0.9	Seller
\$200,000 - 224,999	7	3	7	9	9	8	10	0.7	1.0	Seller
\$225,000 - 249,999	19	2	3	7	9	13	9	2.1	2.0	Seller
\$250,000 - 274,999	14	3	4	5	3	1	4	3.5	4.8	Slightly Seller
\$275,000 - 299,999	10	1	1	4	5	2	6	1.7	2.5	Seller
\$300,000 - 349,999	16	6	6	2	5	3	5	3.2	3.4	Seller
\$350,000 - 399,999	6	1	4	2	1	0	1	6.0	8.5	Buyer
\$400,000 - 499,999	5	1	2	1	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	1	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	129	34	53	74	84	75	62	2.1	1.6	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 07/06/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2018 - 06/30/2018. Information is believed to be reliable, but not guaranteed.

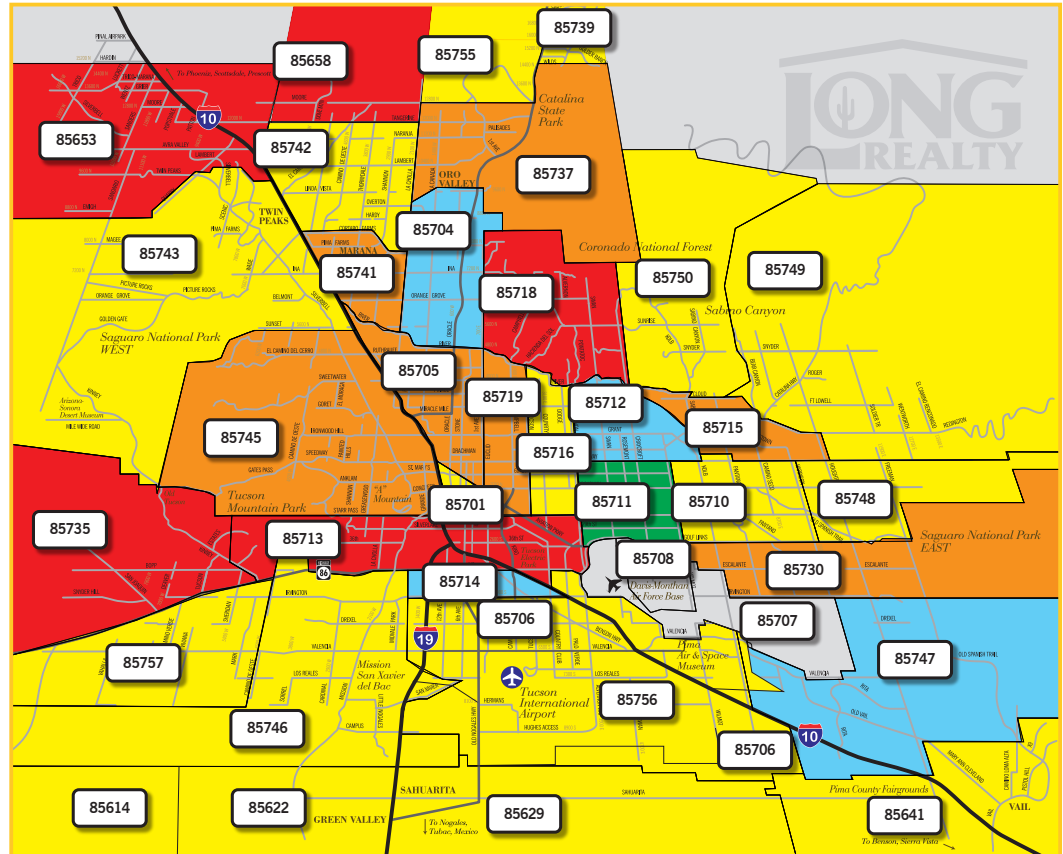


Sahuarita | July 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2017-JUN 2017 TO
APR 2018-JUN 2018

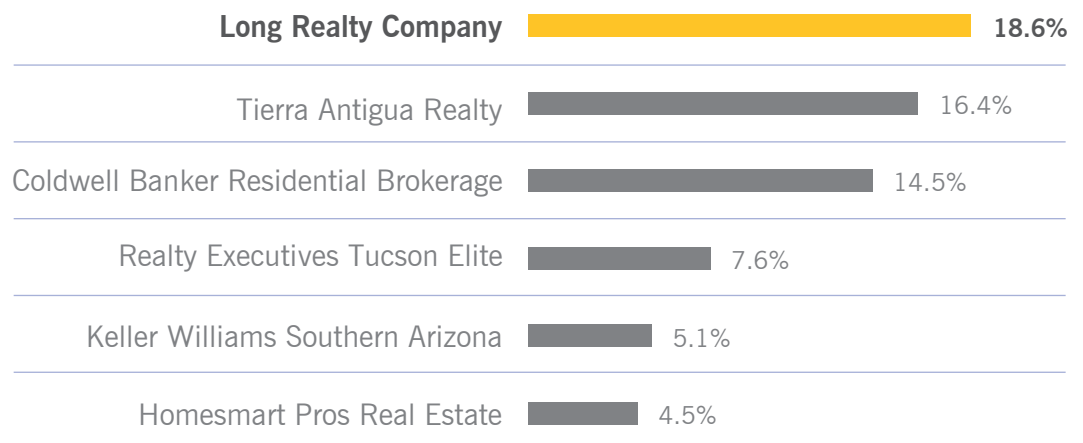
This heat map represents the percentage of change in Tucson metro median sales prices from April 2017-June 2017 to April 2018-June 2018 by zip code.



MARKET SHARE – SAHUARITA

Long Realty leads the market in successful real estate sales.

Data Obtained 07/06/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2018 – 06/30/2018 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.