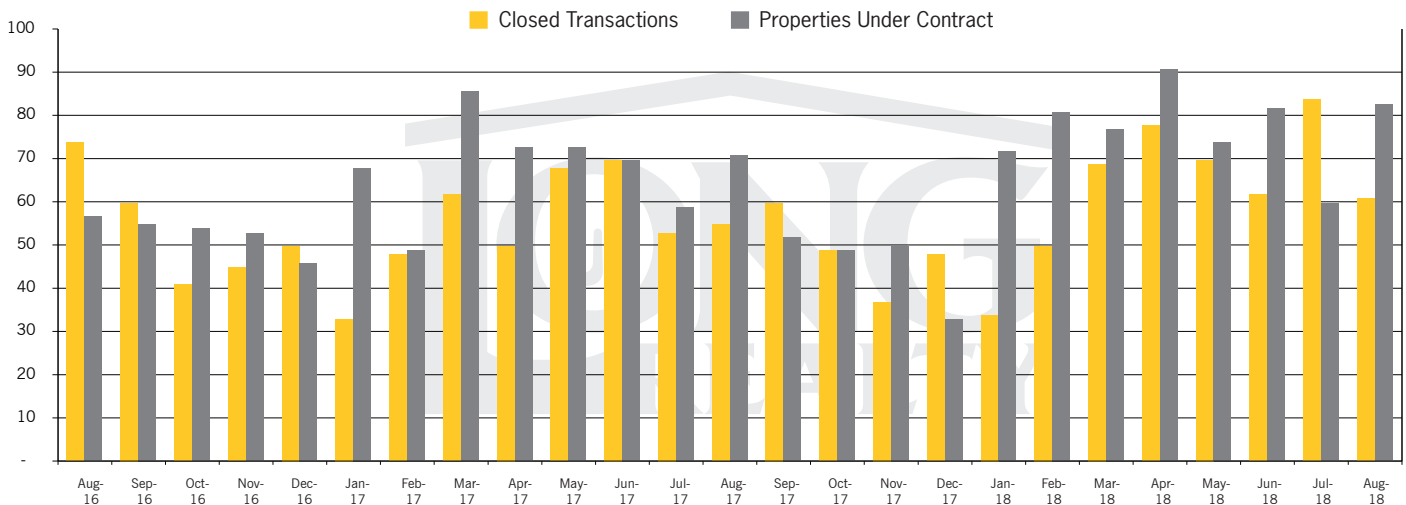




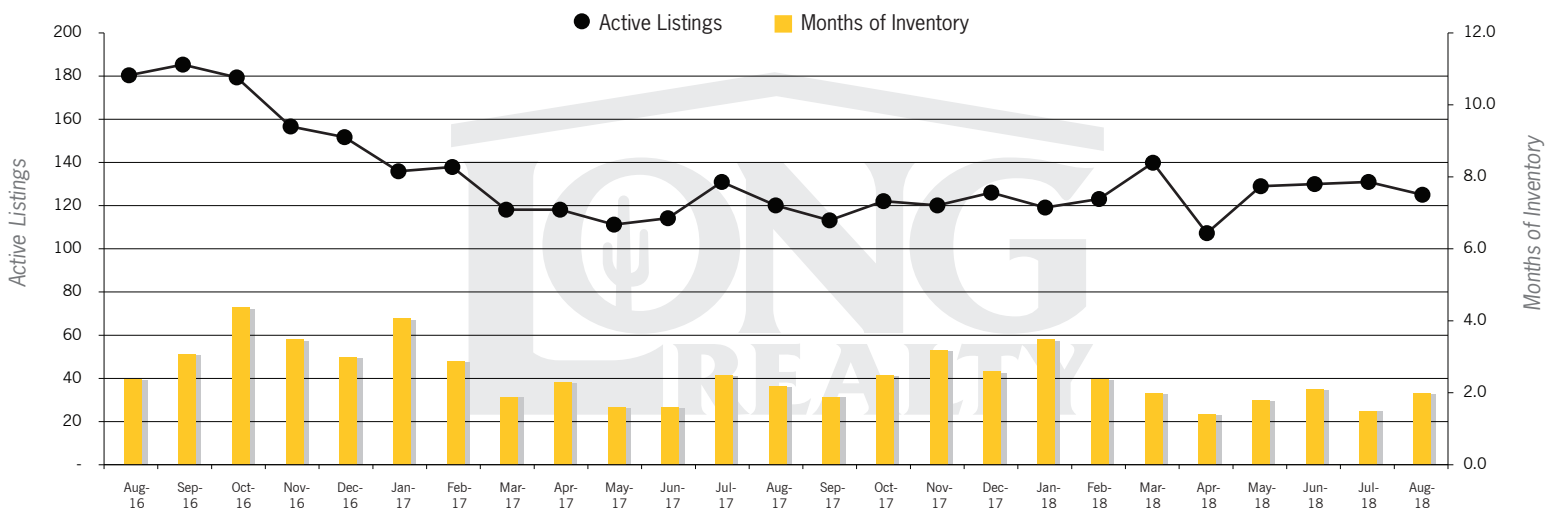
## Sahuarita | September 2018

In the Sahuarita area, August 2018 active inventory was 124, a 4% increase from August 2017. There were 61 closings in August 2018, a 11% increase from August 2017. Year-to-date 2018 there were 522 closings, a 10% increase from year-to-date 2017. Months of Inventory was 2.0, down from 2.2 in August 2017. Median price of sold homes was \$193,000 for the month of August 2018, up 7% from August 2017. The Sahuarita area had 83 new properties under contract in August 2018, up 17% from August 2017.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA

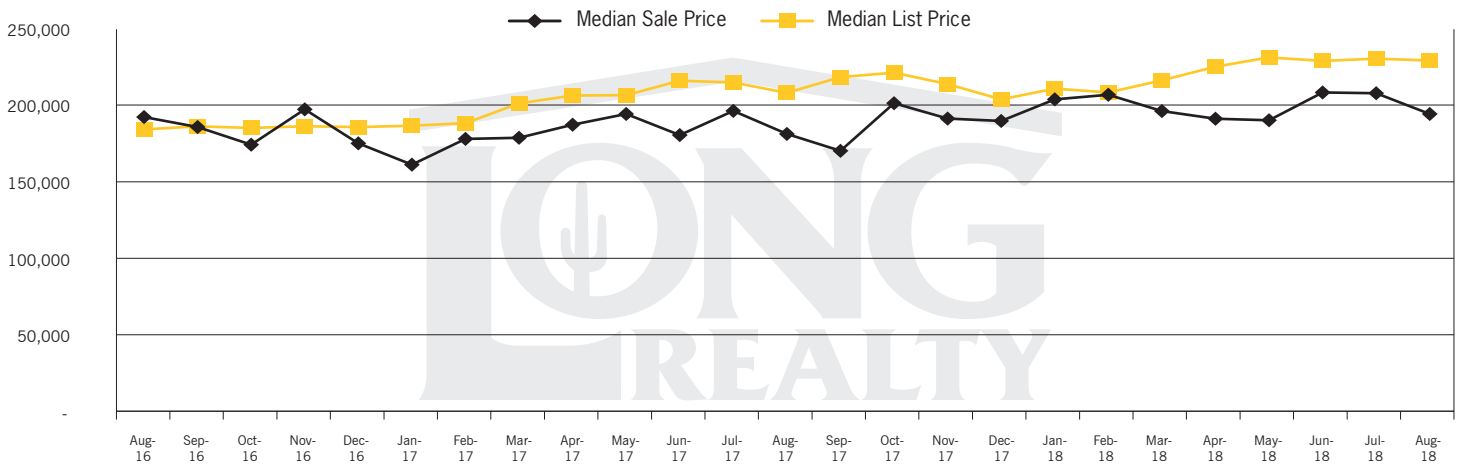


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 09/06/2018 is believed to be reliable, but not guaranteed.



Sahuarita | September 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	\$180,000	3.890%	\$805.57
2018	\$193,000	4.550%	\$934.46

## 30 YEAR FIXED MORTGAGE RATE



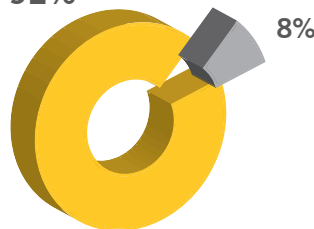
Source: Residential median sales prices. Data obtained 09/06/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

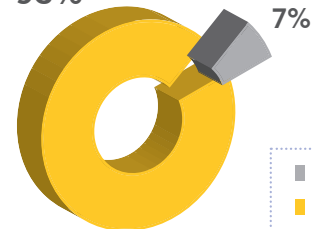
## DISTRESSED VS. NON-DISTRESSED SALES – SAHUARITA

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 | September 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
		Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18			
\$1 - 49,999	0	0	2	2	1	1	0	n/a	0.0	Seller
\$50,000 - 74,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	2	1	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	2	1	1	2	0	4	0	n/a	1.8	Seller
\$125,000 - 149,999	1	8	9	8	3	0	2	0.5	1.2	Seller
\$150,000 - 174,999	12	12	14	8	10	15	12	1.0	1.1	Seller
\$175,000 - 199,999	14	23	23	27	14	18	21	0.7	1.1	Seller
\$200,000 - 224,999	14	9	9	8	10	12	5	2.8	1.3	Seller
\$225,000 - 249,999	22	7	9	13	10	14	9	2.4	1.7	Seller
\$250,000 - 274,999	11	5	3	1	4	7	6	1.8	2.2	Seller
\$275,000 - 299,999	14	4	5	2	6	7	3	4.7	2.6	Seller
\$300,000 - 349,999	19	2	5	3	5	3	1	19.0	5.8	Balanced
\$350,000 - 399,999	6	2	1	0	1	3	1	6.0	3.8	Seller
\$400,000 - 499,999	4	1	0	0	0	0	1	4.0	14.0	Buyer
\$500,000 - 599,999	2	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
<b>TOTAL</b>	<b>124</b>	<b>74</b>	<b>84</b>	<b>75</b>	<b>64</b>	<b>84</b>	<b>61</b>	<b>2.0</b>	<b>1.8</b>	<b>Seller</b>

				
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 09/06/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2018-08/31/2018. Information is believed to be reliable, but not guaranteed.

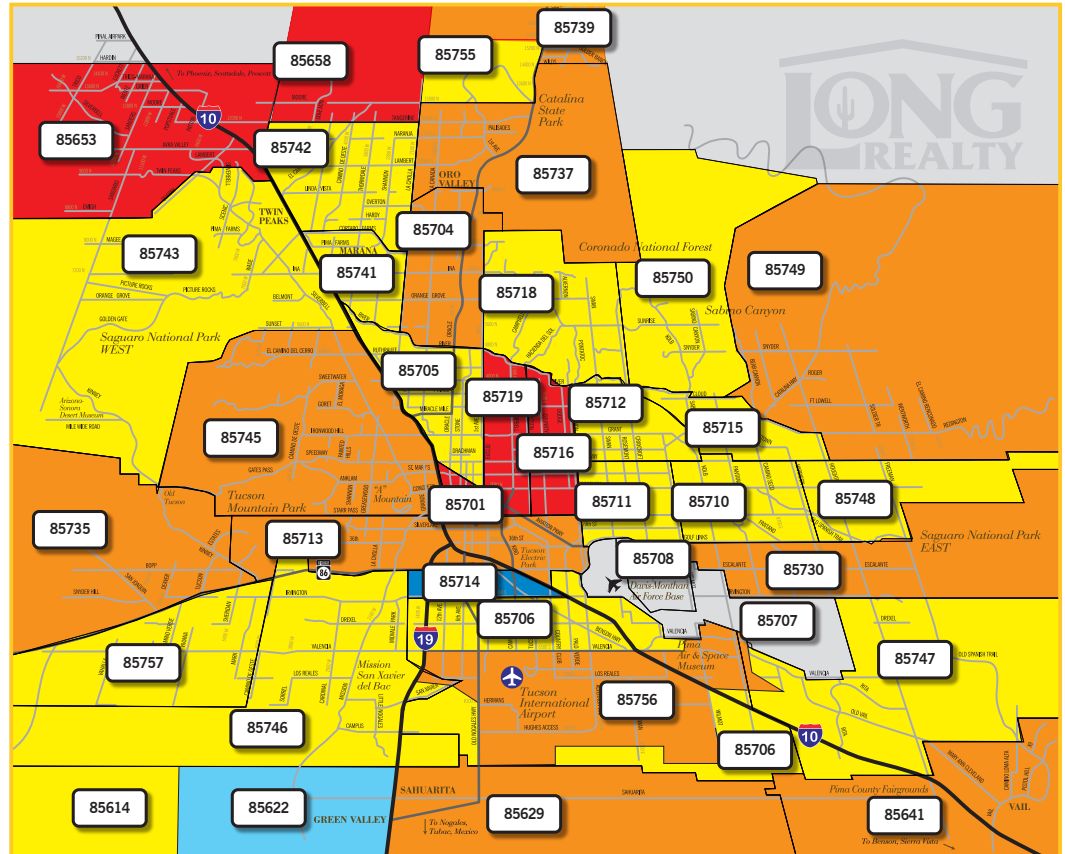


Sahuarita | September 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2017-AUG 2017 TO  
JUN 2018-AUG 2018

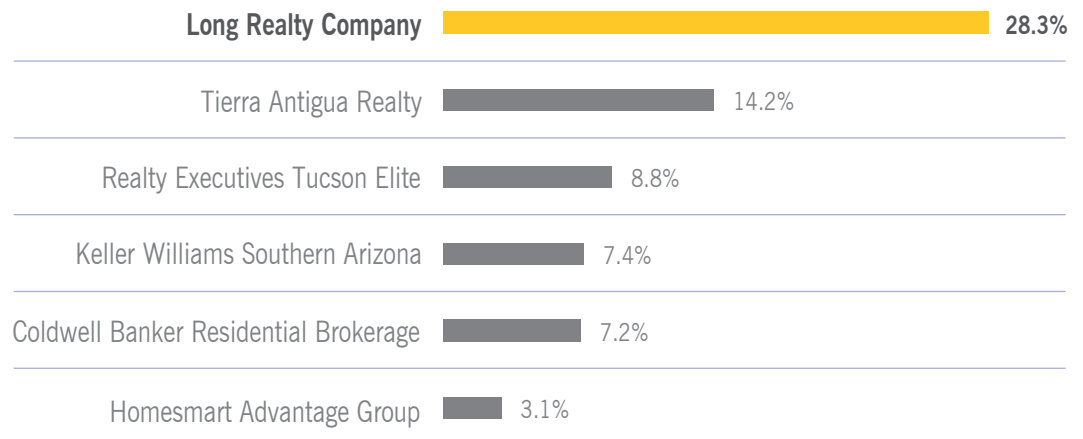
*This heat map represents the percentage of change in Tucson metro median sales prices from June 2017-August 2017 to June 2018-August 2018 by zip code.*



## MARKET SHARE – TUCSON METRO

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 09/06/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2017 – 08/31/2018 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.