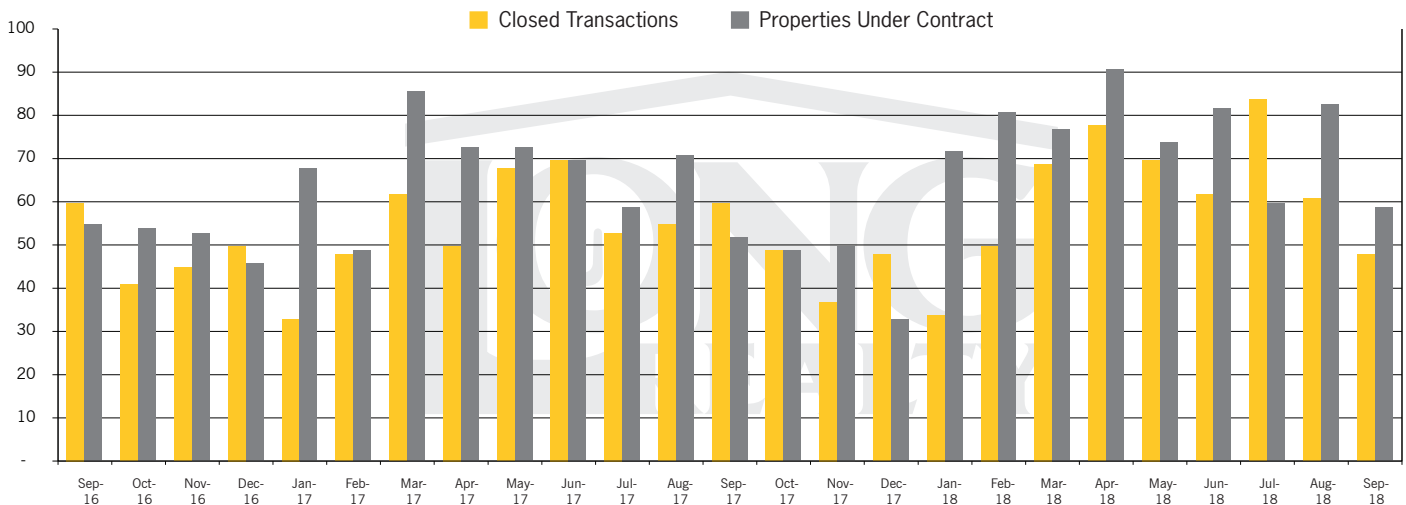




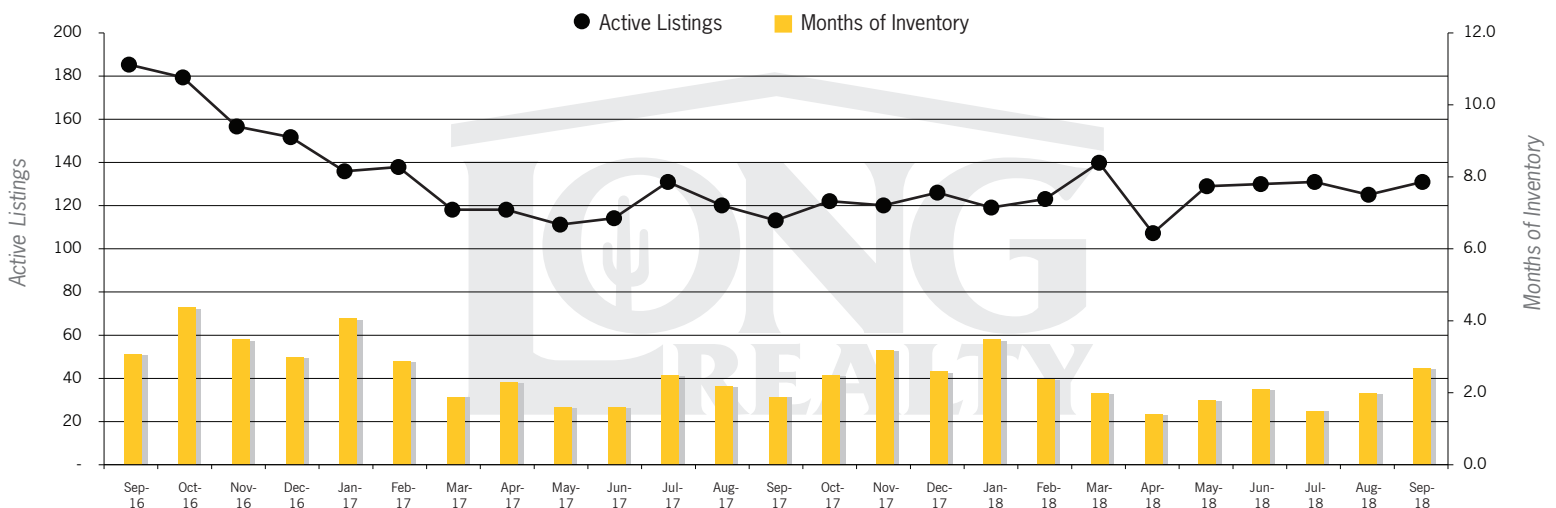
Sahuarita | October 2018

In the Sahuarita area, September 2018 active inventory was 130, a 16% increase from September 2017. There were 48 closings in September 2018, a 20% decrease from September 2017. Year-to-date 2018 there were 573 closings, a 6% increase from year-to-date 2017. Months of Inventory was 2.7, up from 1.9 in September 2017. Median price of sold homes was \$195,100 for the month of September 2018, up 15% from September 2017. The Sahuarita area had 59 new properties under contract in September 2018, up 13% from September 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA

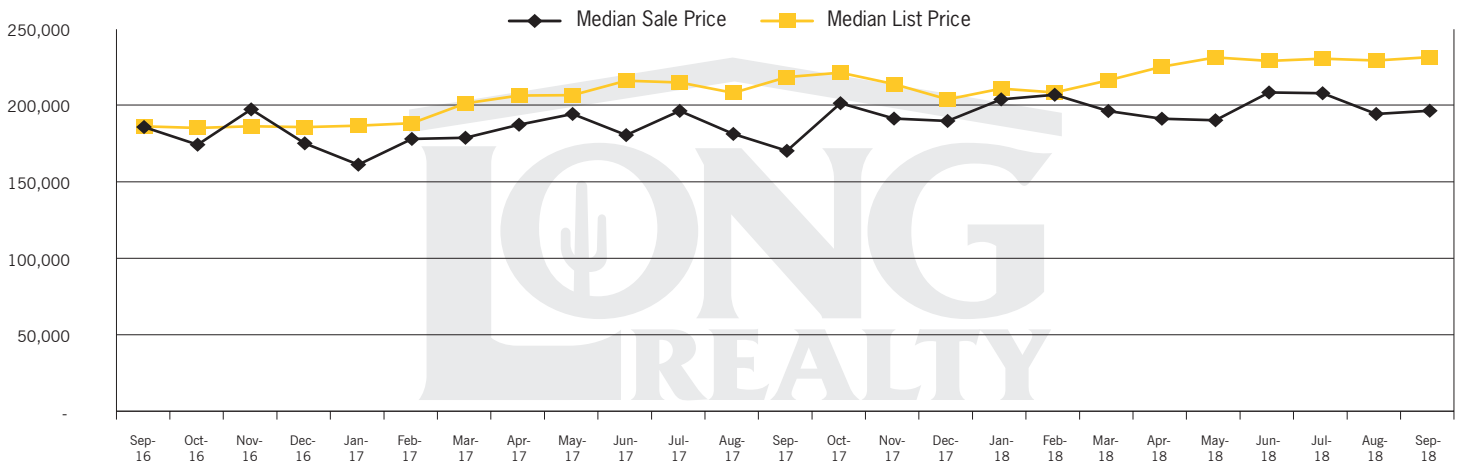


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/03/2018 is believed to be reliable, but not guaranteed.



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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	\$169,000	3.800%	\$748.09
2018	\$195,100	4.875%	\$980.86

30 YEAR FIXED MORTGAGE RATE



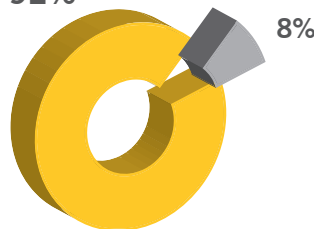
Source: Residential median sales prices. Data obtained 10/03/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

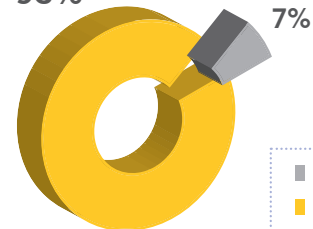
DISTRESSED VS. NON-DISTRESSED SALES – SAHUARITA

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

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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
		Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18			
\$1 - 49,999	0	2	2	1	1	0	0	n/a	0.0	Seller
\$50,000 - 74,999	1	1	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	3	2	1	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	4	1	2	0	4	0	1	4.0	1.8	Seller
\$125,000 - 149,999	2	9	8	3	0	2	3	0.7	1.2	Seller
\$150,000 - 174,999	5	14	8	10	15	12	11	0.5	0.8	Seller
\$175,000 - 199,999	17	23	27	14	18	22	11	1.5	0.9	Seller
\$200,000 - 224,999	20	9	8	10	12	6	7	2.9	1.9	Seller
\$225,000 - 249,999	16	9	13	10	14	11	5	3.2	1.8	Seller
\$250,000 - 274,999	18	3	1	4	7	7	5	3.6	2.2	Seller
\$275,000 - 299,999	14	5	2	6	7	3	3	4.7	3.5	Seller
\$300,000 - 349,999	14	5	3	5	3	1	2	7.0	8.3	Slightly Buyer
\$350,000 - 399,999	7	1	0	1	3	1	0	n/a	5.0	Balanced
\$400,000 - 499,999	4	0	0	0	0	1	0	n/a	13.0	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
TOTAL	130	84	75	64	84	66	48	2.7	1.9	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 10/03/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2018-09/30/2018. Information is believed to be reliable, but not guaranteed.

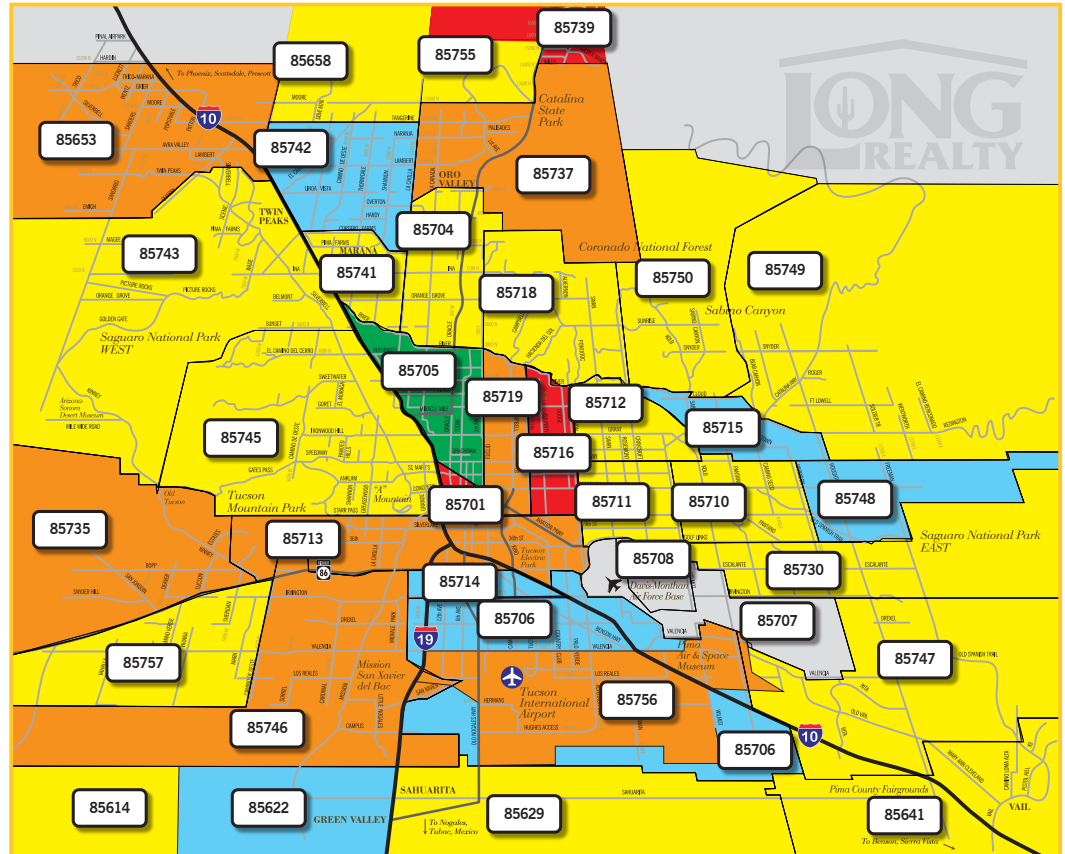


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2017-SEP 2017 TO
JUL 2018-SEP 2018

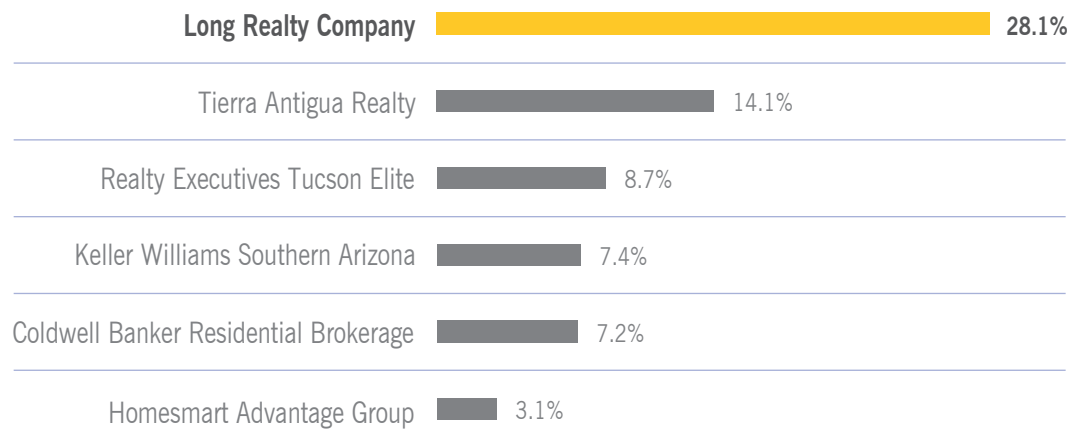
This heat map represents the percentage of change in Tucson metro median sales prices from July 2017-September 2017 to July 2018-September 2018 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 10/03/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2017 – 09/30/2018 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.