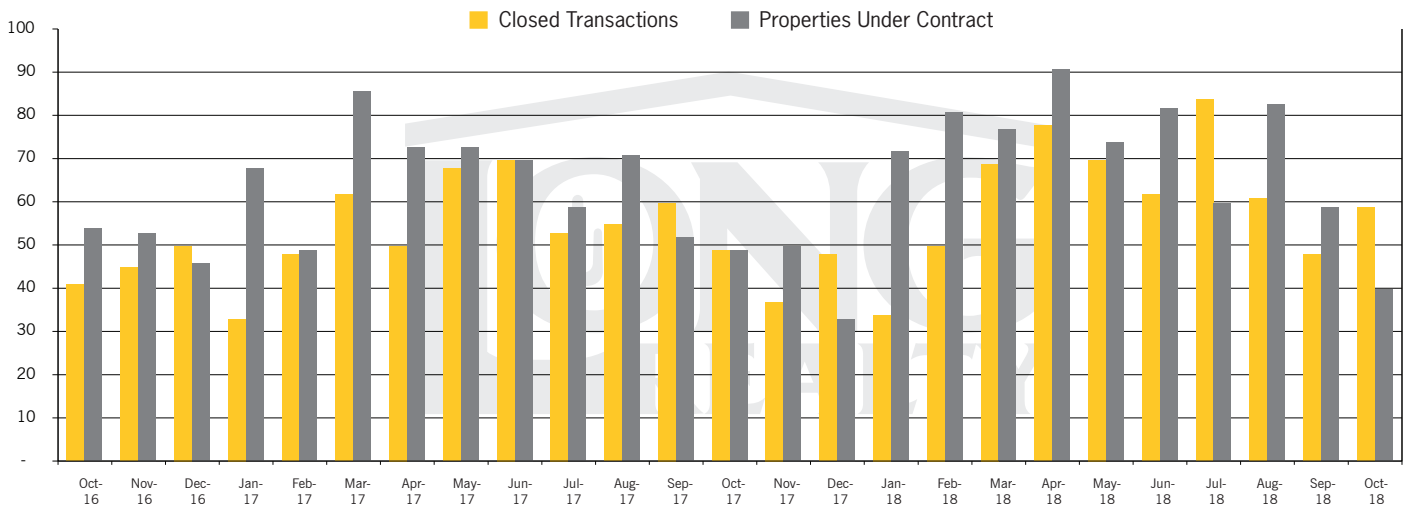




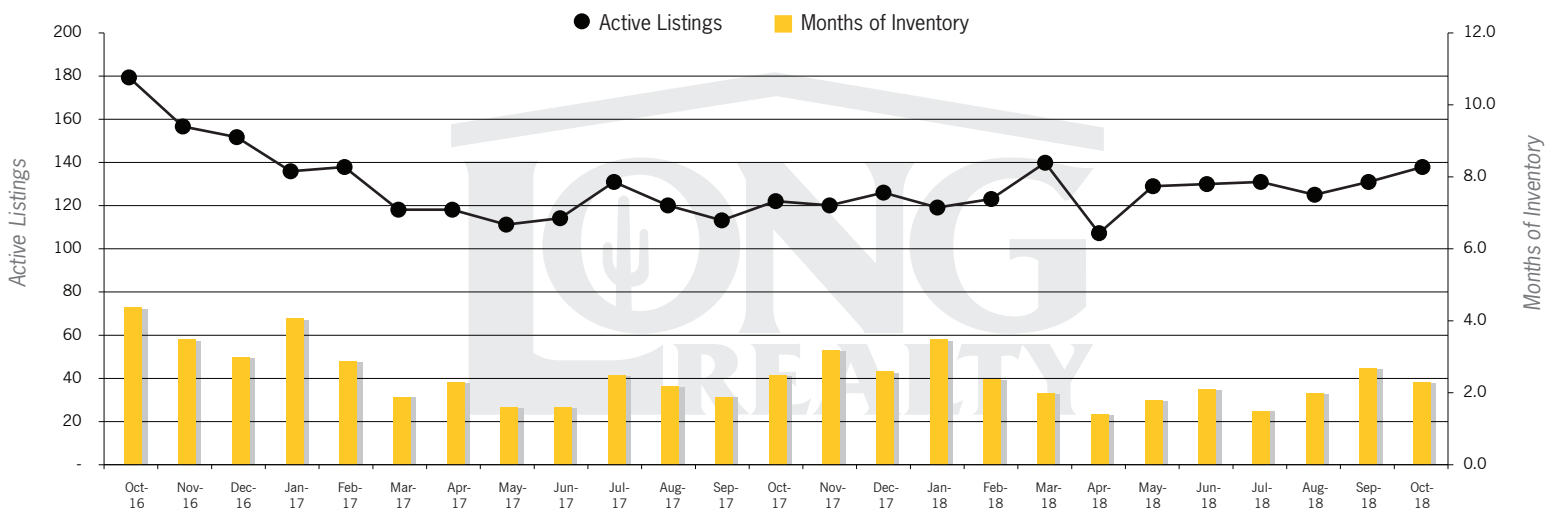
Sahuarita | November 2018

In the Sahuarita area, October 2018 active inventory was 137, a 13% increase from October 2017. There were 59 closings in October 2018, a 20% increase from October 2017. Year-to-date 2018 there were 636 closings, a 7% increase from year-to-date 2017. Months of Inventory was 2.3, down from 2.5 in October 2017. Median price of sold homes was \$199,000 for the month of October 2018, down 1% from October 2017. The Sahuarita area had 40 new properties under contract in October 2018, down 18% from October 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA

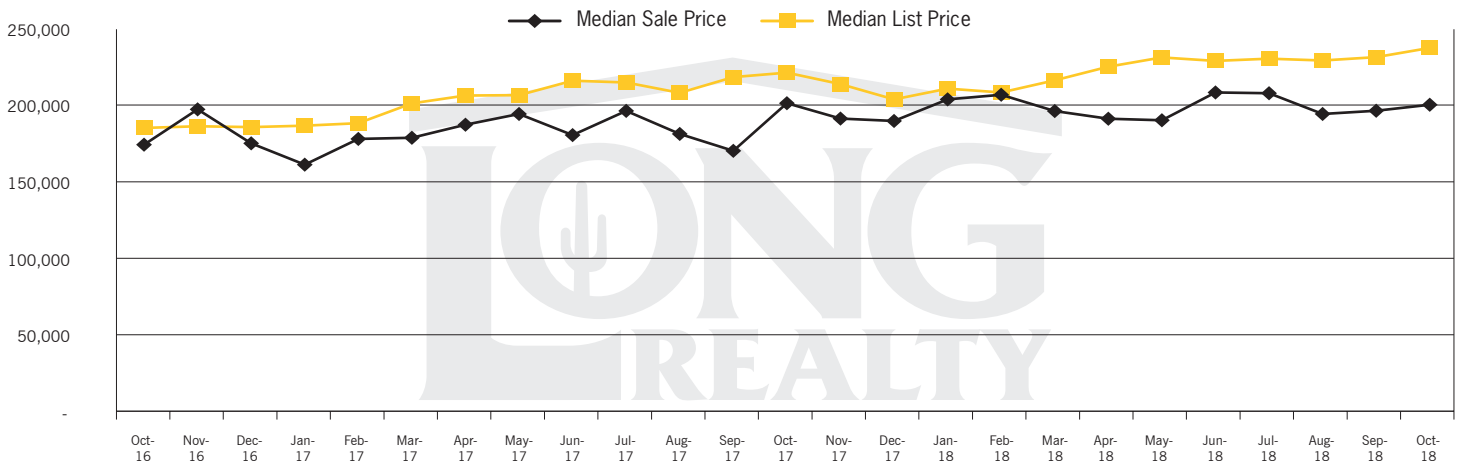


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/05/2018 is believed to be reliable, but not guaranteed.



Sahuarita | November 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	\$200,000	4.250%	\$934.69
2018	\$199,000	5.125%	\$1,029.35

30 YEAR FIXED MORTGAGE RATE



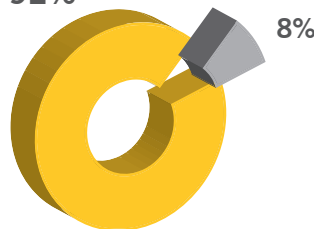
Source: Residential median sales prices. Data obtained 11/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

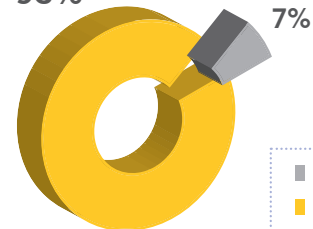
DISTRESSED VS. NON-DISTRESSED SALES – SAHUARITA

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 | November 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
		May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18			
\$1 - 49,999	0	2	1	1	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	2	1	0	0	0	0	1	2.0	5.0	Balanced
\$100,000 - 124,999	4	2	0	4	0	1	0	n/a	10.0	Buyer
\$125,000 - 149,999	4	8	3	0	2	4	1	4.0	1.0	Seller
\$150,000 - 174,999	10	8	10	15	12	12	15	0.7	0.7	Seller
\$175,000 - 199,999	14	27	14	18	22	11	14	1.0	1.0	Seller
\$200,000 - 224,999	20	8	10	12	6	7	7	2.9	2.7	Seller
\$225,000 - 249,999	20	13	10	14	11	6	10	2.0	2.1	Seller
\$250,000 - 274,999	17	1	4	7	7	5	5	3.4	2.7	Seller
\$275,000 - 299,999	15	2	6	7	3	3	0	n/a	7.2	Slightly Buyer
\$300,000 - 349,999	11	3	5	3	1	3	3	3.7	6.3	Balanced
\$350,000 - 399,999	6	0	1	3	1	0	3	2.0	4.8	Slightly Seller
\$400,000 - 499,999	7	0	0	0	1	0	0	n/a	15.0	Buyer
\$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	137	75	64	84	66	52	59	2.3	2.2	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 11/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2018-10/31/2018. Information is believed to be reliable, but not guaranteed.

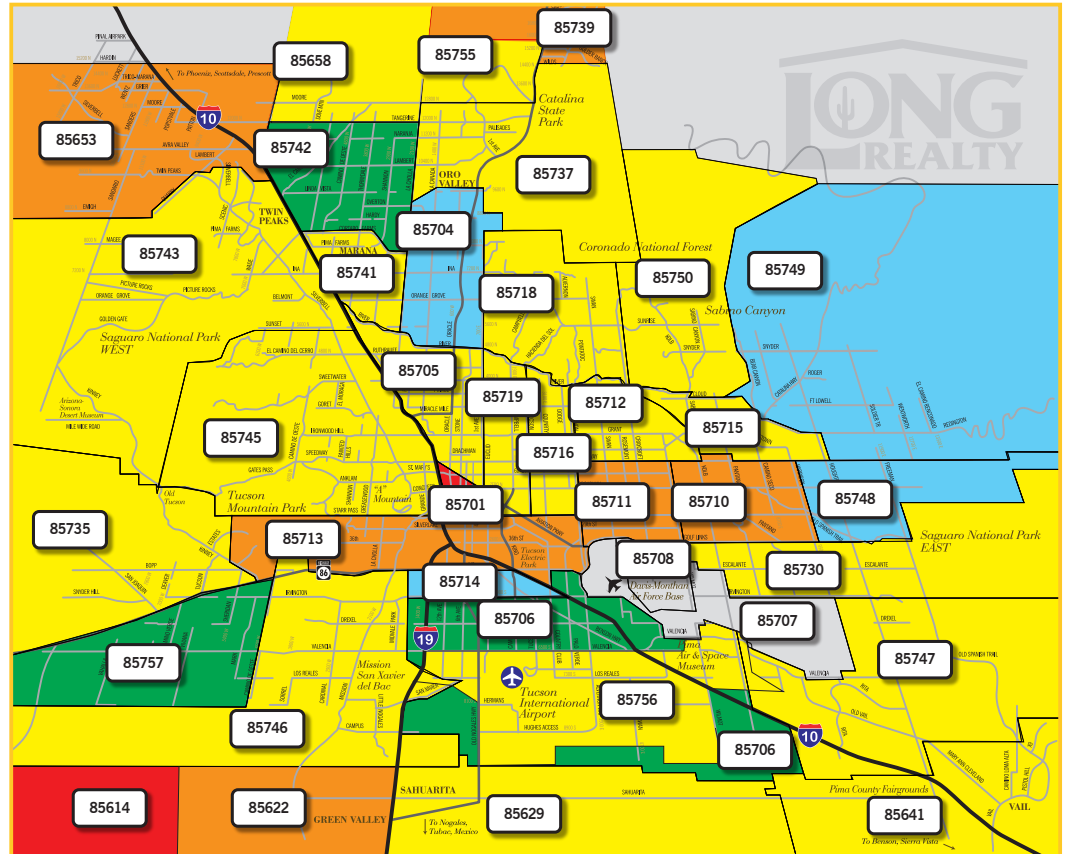


Sahuarita | November 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2017-OCT 2017 TO
AUG 2018-OCT 2018

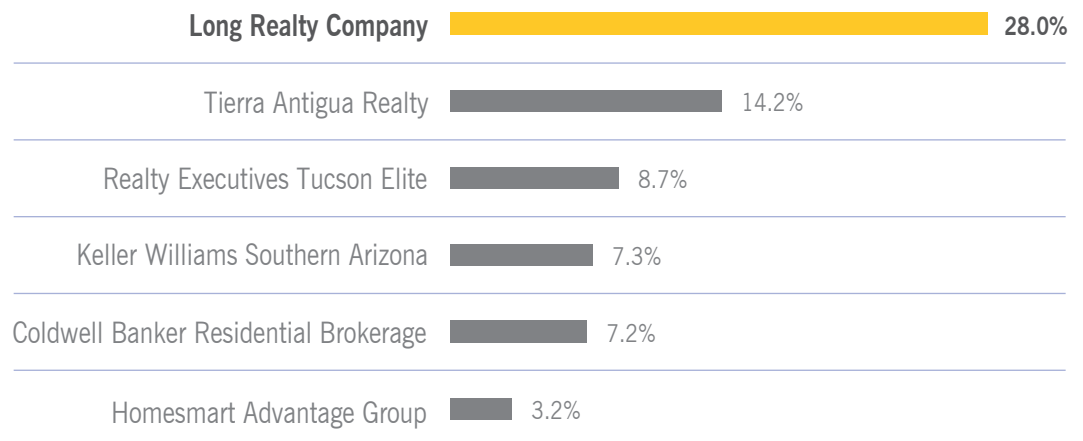
This heat map represents the percentage of change in Tucson metro median sales prices from August 2017-October 2017 to August 2018-October 2018 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market
in successful real estate sales.

Data Obtained 11/05/2018 from
MLSSAZ using BrokerMetrics software
for all closed residential sales volume
between 11/01/2017 – 10/31/2018
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.