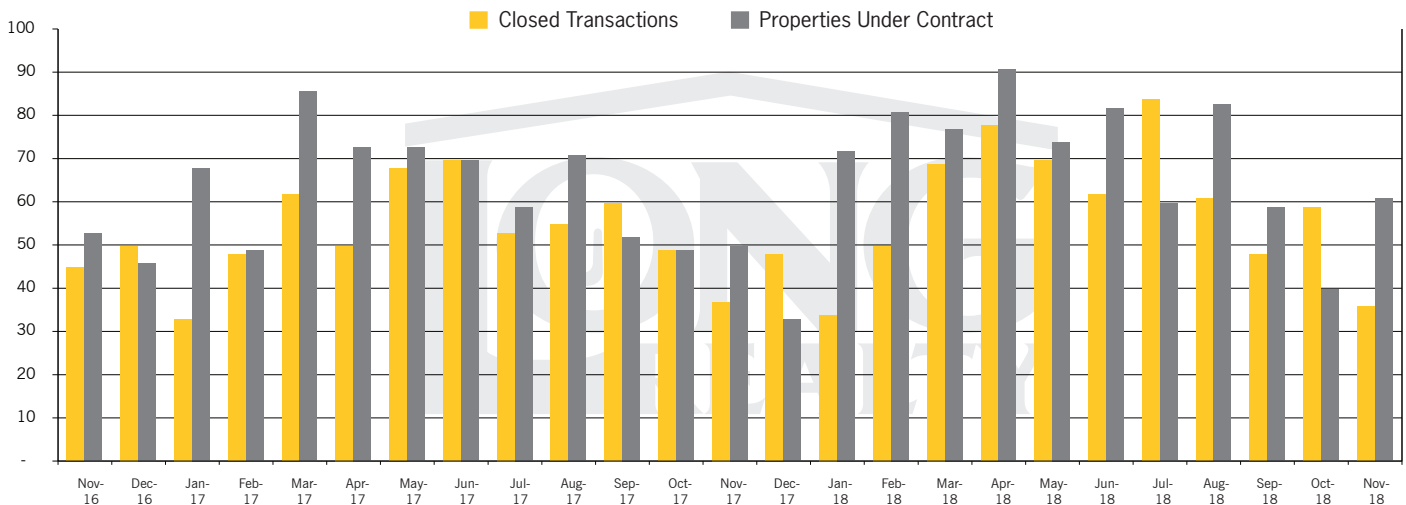




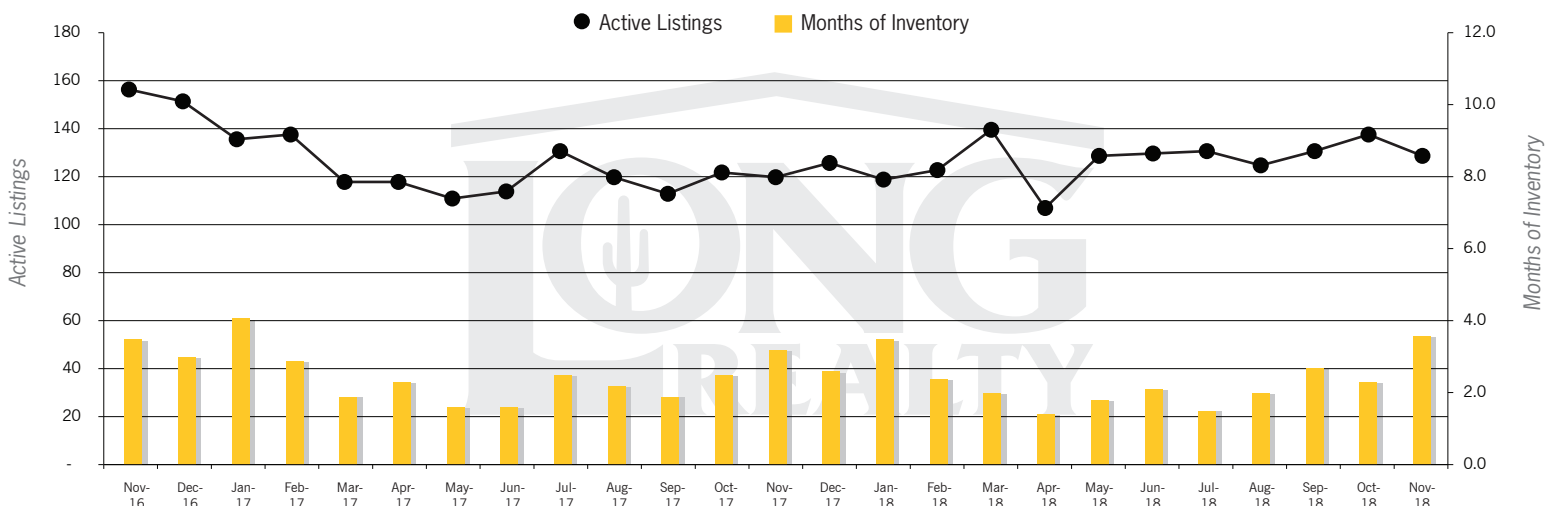
Sahuarita | December 2018

In the Vail area, November 2018 active inventory was 207, a 25% increase from November 2017. There were 64 closings in November 2018, a 31% increase from November 2017. Year-to-date 2018 there were 730 closings, a 12% increase from year-to-date 2017. Months of Inventory was 3.2, down from 3.4 in November 2017. Median price of sold homes was \$277,450 for the month of November 2018, up 11% from November 2017. The Vail area had 64 new properties under contract in November 2018, up 28% from November 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA

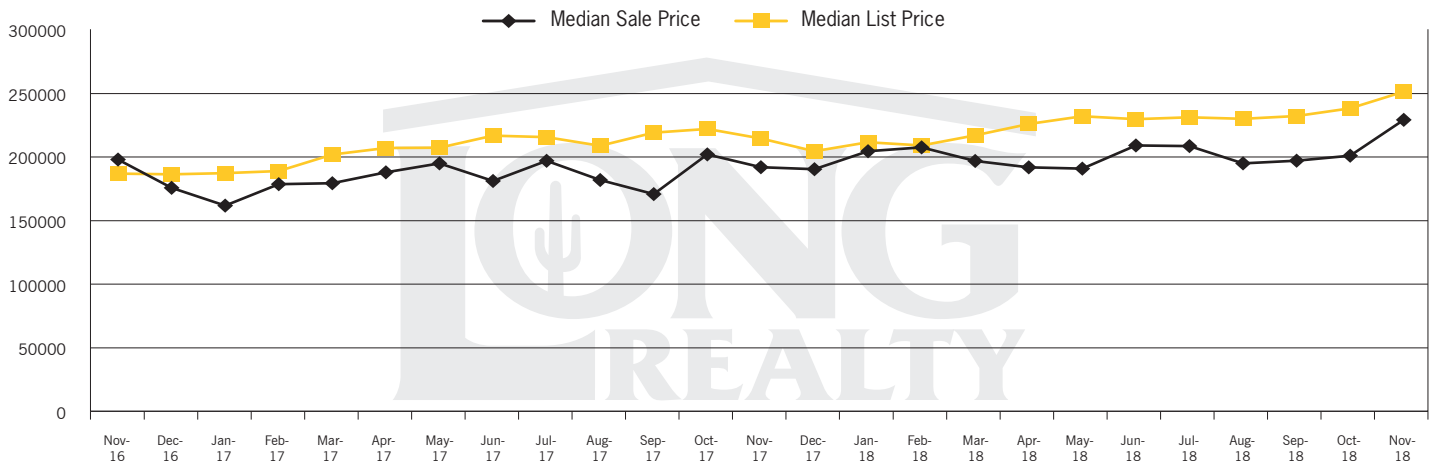


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/05/2018 is believed to be reliable, but not guaranteed.



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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	\$190,000	4.250%	\$887.95
2018	\$227,000	5.125%	\$1,174.19

30 YEAR FIXED MORTGAGE RATE



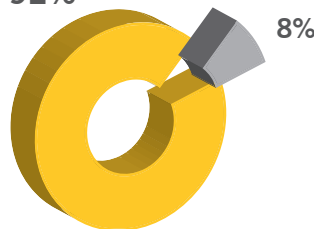
Source: Residential median sales prices. Data obtained 12/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

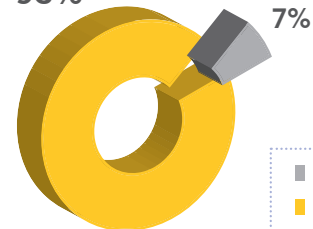
DISTRESSED VS. NON-DISTRESSED SALES – SAHUARITA

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

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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
		Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18			
\$1 - 49,999	0	1	1	0	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	0	0	0	0	1	1	2.0	3.5	Seller
\$100,000 - 124,999	3	0	4	0	1	0	0	n/a	11.0	Buyer
\$125,000 - 149,999	4	3	0	2	4	1	1	4.0	1.7	Seller
\$150,000 - 174,999	8	10	15	12	12	15	2	4.0	0.8	Seller
\$175,000 - 199,999	14	14	18	22	11	15	7	2.0	1.4	Seller
\$200,000 - 224,999	15	10	12	6	7	7	5	3.0	2.9	Seller
\$225,000 - 249,999	17	10	14	11	6	10	7	2.4	2.3	Seller
\$250,000 - 274,999	16	4	7	7	5	6	4	4.0	3.4	Seller
\$275,000 - 299,999	19	6	7	3	3	1	3	6.3	6.9	Slightly Buyer
\$300,000 - 349,999	11	5	3	1	3	3	4	2.8	3.6	Seller
\$350,000 - 399,999	7	1	3	1	0	3	2	3.5	4.0	Seller
\$400,000 - 499,999	5	0	0	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	2	0	0	0	0	0	0	n/a	n/a	n/a
\$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	128	64	84	66	52	62	36	3.6	2.6	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 12/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2018-11/30/2018. Information is believed to be reliable, but not guaranteed.

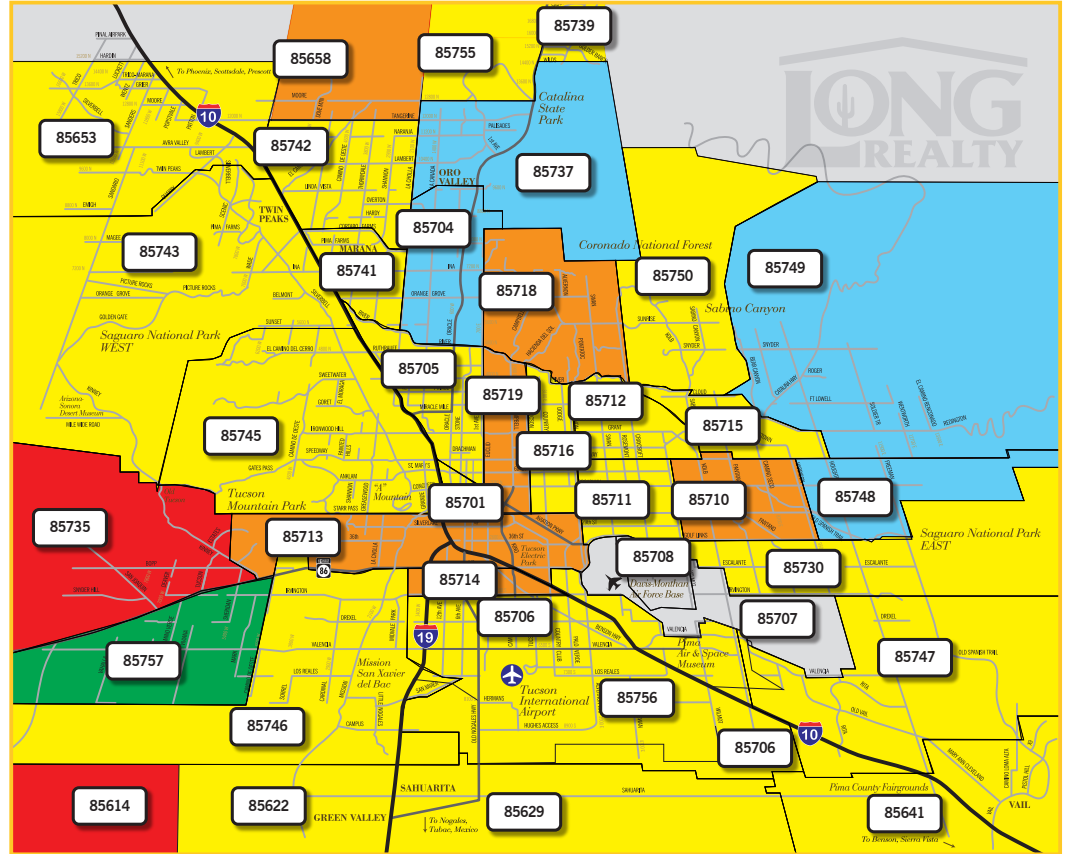


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2017-NOV 2017 TO
SEP 2018-NOV 2018

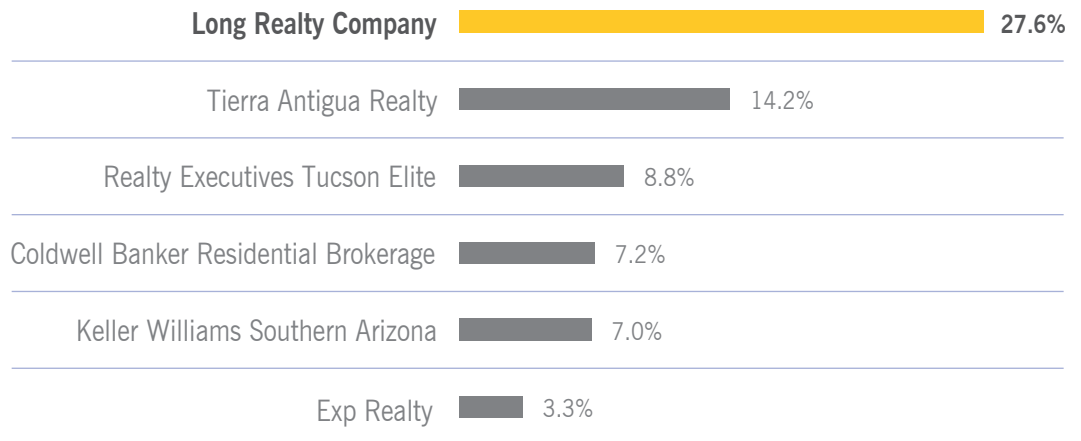
This heat map represents the percentage of change in Tucson metro median sales prices from September 2017-November 2017 to September 2018-November 2018 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 12/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2017 – 11/30/2018 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.