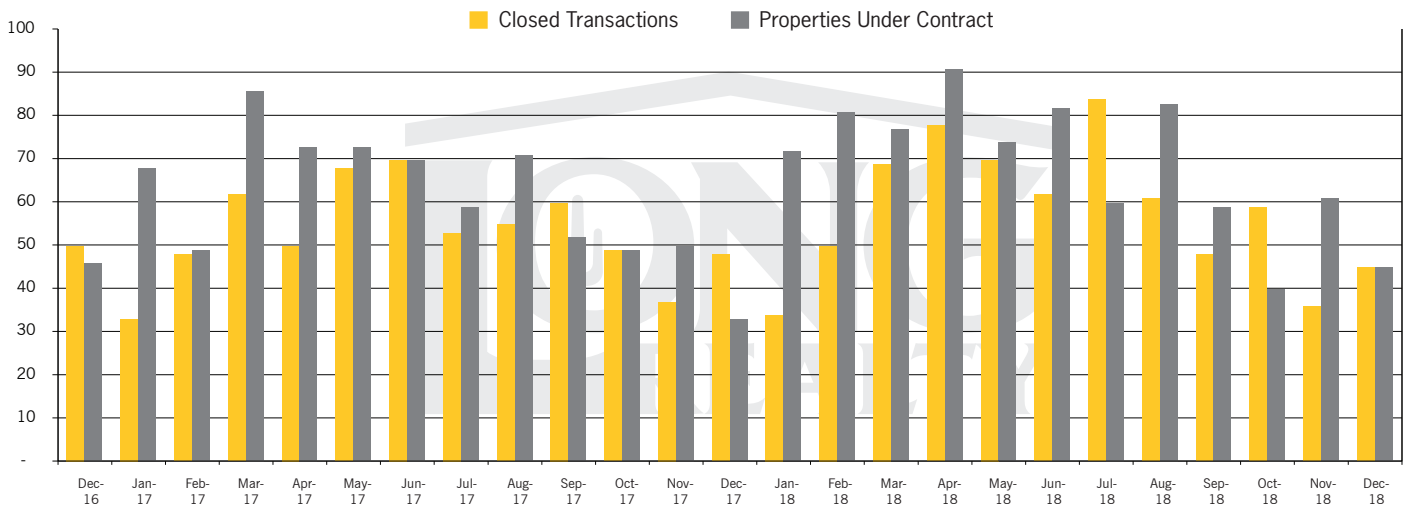




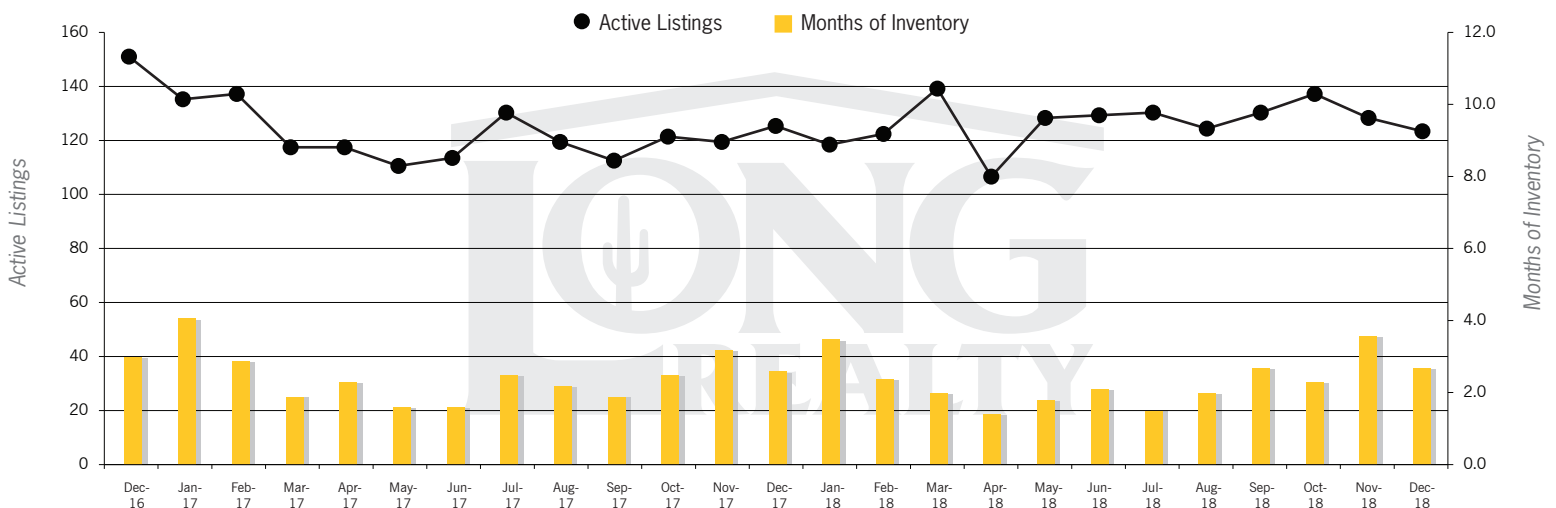
Sahuarita | January 2019

In the Sahuarita area, December 2018 active inventory was 123, a 2% decrease from December 2017. There were 45 closings in December 2018, a 6% decrease from December 2017. Year-to-date 2018 there were 721 closings, a 5% increase from year-to-date 2017. Months of Inventory was 2.7, up from 2.6 in December 2017. Median price of sold homes was \$209,900 for the month of December 2018, up 11% from December 2017. The Sahuarita area had 45 new properties under contract in December 2018, up 36% from December 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – SAHUARITA



ACTIVE LISTINGS AND MONTHS OF INVENTORY – SAHUARITA

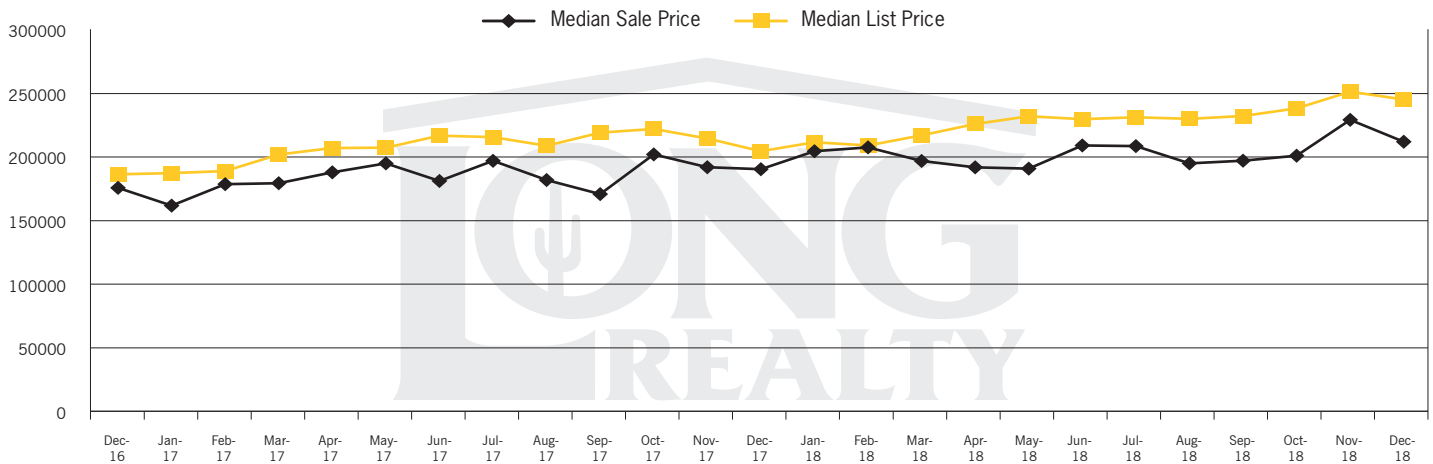


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/04/2019 is believed to be reliable, but not guaranteed.



Sahuarita | January 2019

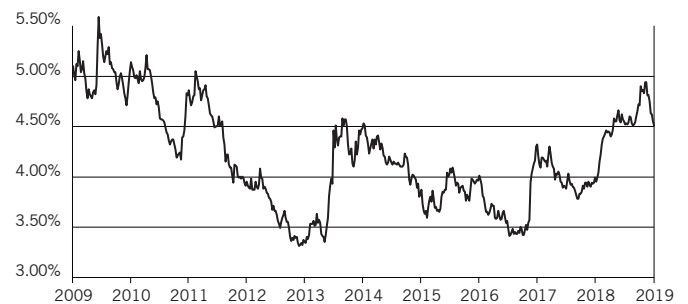
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – SAHUARITA



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – SAHUARITA

Year	Median Price	Int. Rate	MO. Payment
2006	\$217,200	6.140%	\$1,255.75
2017	\$188,450	4.250%	\$880.71
2018	\$209,900	4.875%	\$1,055.27

30 YEAR FIXED MORTGAGE RATE



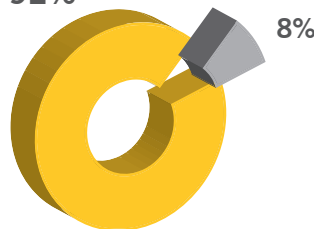
Source: Residential median sales prices. Data obtained 01/04/2019 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

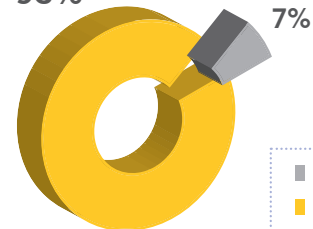
DISTRESSED VS. NON-DISTRESSED SALES – SAHUARITA

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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Sahuarita | January 2019

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
		Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18			
\$1 - 49,999	0	1	0	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	1	1	0	n/a	3.0	Seller
\$100,000 - 124,999	5	4	0	1	0	0	1	5.0	12.0	Buyer
\$125,000 - 149,999	5	0	2	4	1	1	0	n/a	6.5	Balanced
\$150,000 - 174,999	6	15	12	12	15	3	8	0.8	0.9	Seller
\$175,000 - 199,999	12	18	22	11	15	8	11	1.1	1.2	Seller
\$200,000 - 224,999	18	12	6	7	7	6	6	3.0	2.8	Seller
\$225,000 - 249,999	18	14	11	6	10	7	7	2.6	2.3	Seller
\$250,000 - 274,999	13	7	7	5	6	4	3	4.3	3.5	Seller
\$275,000 - 299,999	15	7	3	3	1	3	4	3.8	6.1	Balanced
\$300,000 - 349,999	10	3	1	3	3	4	3	3.3	3.2	Seller
\$350,000 - 399,999	6	3	1	0	3	2	1	6.0	3.2	Seller
\$400,000 - 499,999	5	0	1	0	0	0	1	5.0	17.0	Buyer
\$500,000 - 599,999	4	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	123	84	66	52	62	39	45	2.7	2.7	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 01/04/2019.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2018-12/31/2018. Information is believed to be reliable, but not guaranteed.

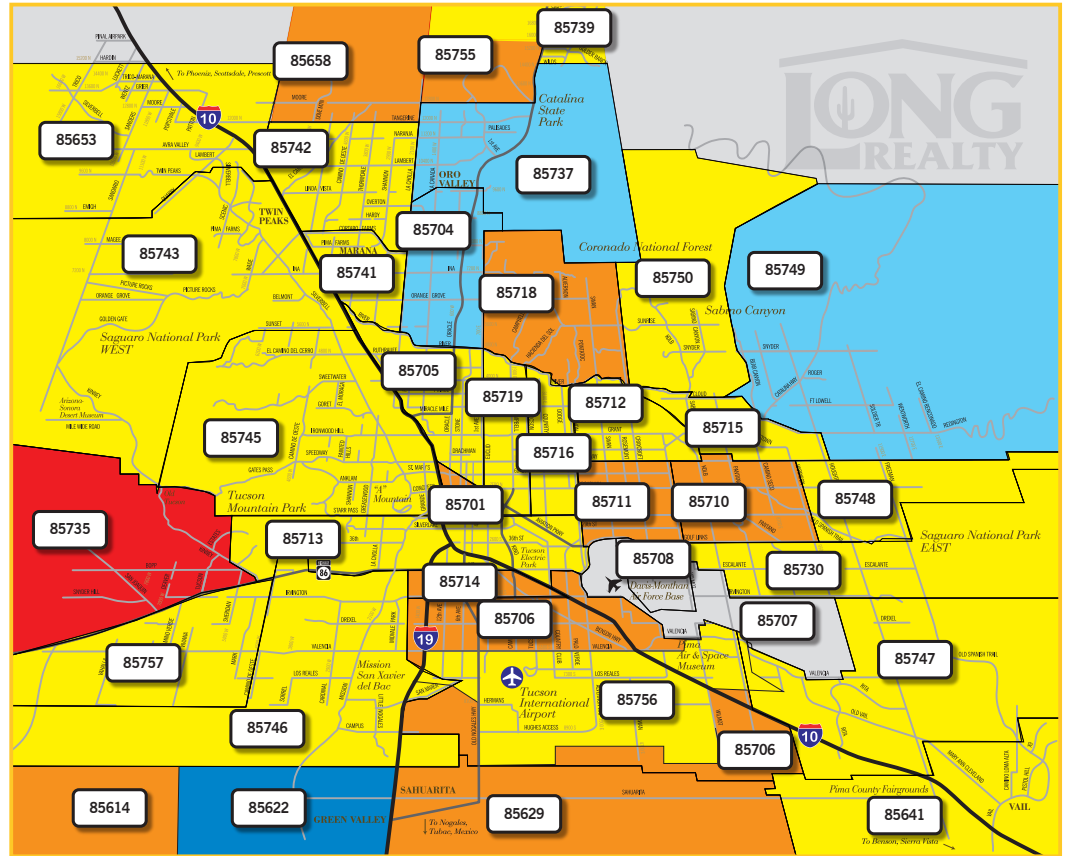


Sahuarita | January 2019

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2017-DEC 2017 TO
OCT 2018-DEC 2018

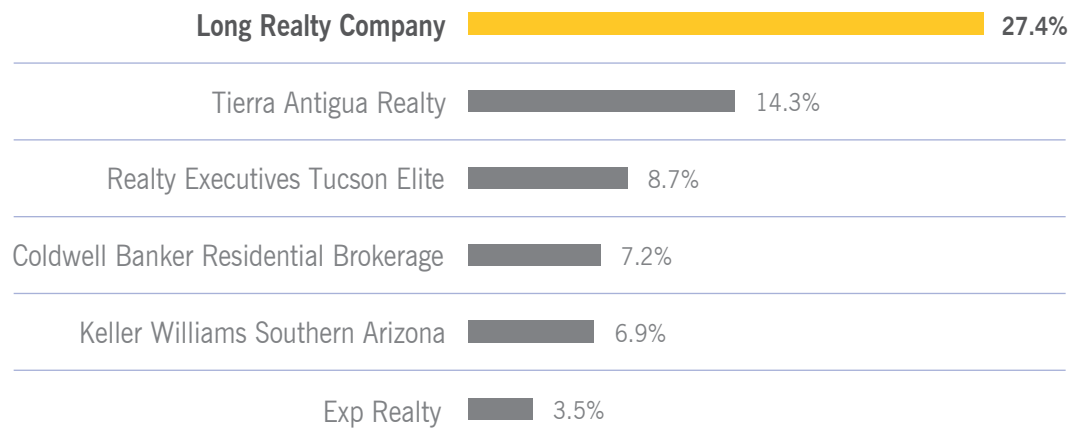
This heat map represents the percentage of change in Tucson metro median sales prices from October 2017-December 2017 to October 2018-December 2018 by zip code.



MARKET SHARE – TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 01/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2018 – 12/31/2018 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.