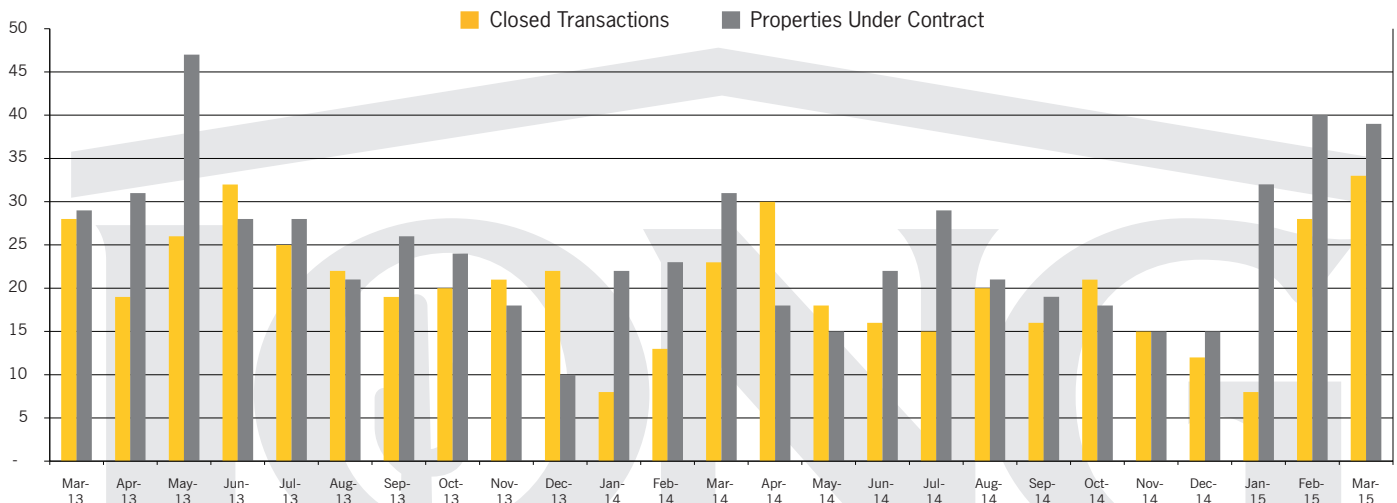




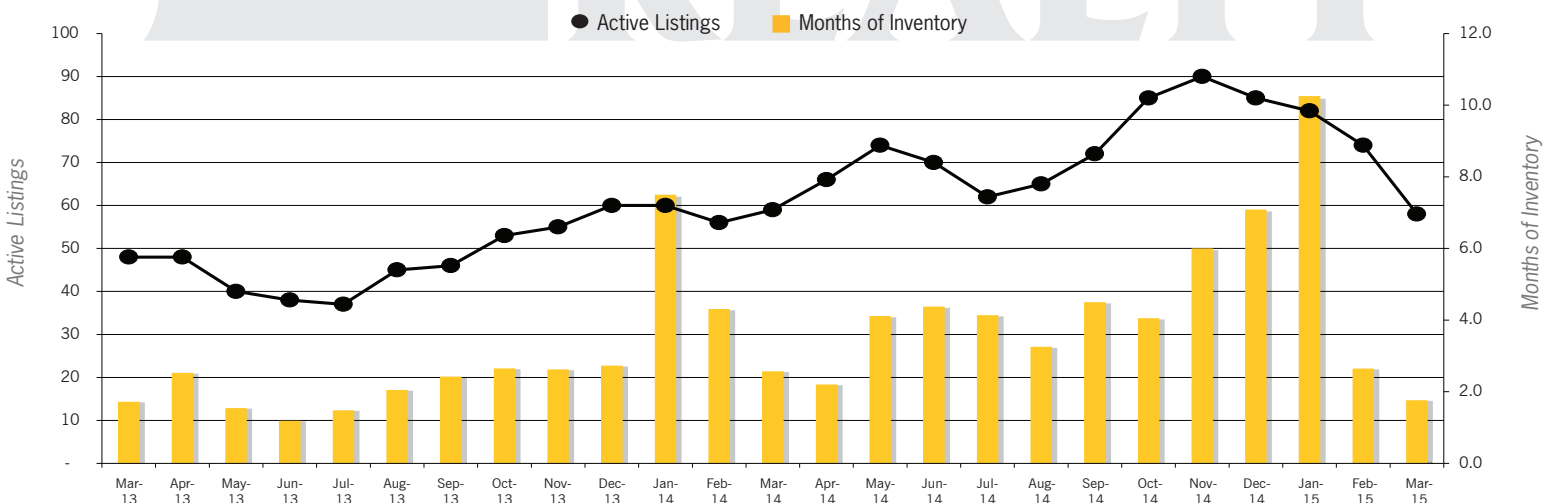
## Continental Ranch | April 2015

In the Continental Ranch area, March 2015 active inventory was 58, a 2% decrease from March 2014. There were 33 closings in March 2015, a 43% increase from March 2014. Year-to-date 2015 there were 69 closings, a 57% increase from year-to-date 2014. Months of Inventory was 1.8, down from 2.6 in March 2014. Median price of sold homes was \$184,900 for the month of March 2015, down 1% from March 2014. The Continental Ranch area had 39 new properties under contract in March 2015, up 26% from March 2014.

### CLOSED SALES & NEW PROPERTIES UNDER CONTRACT – CONTINENTAL RANCH



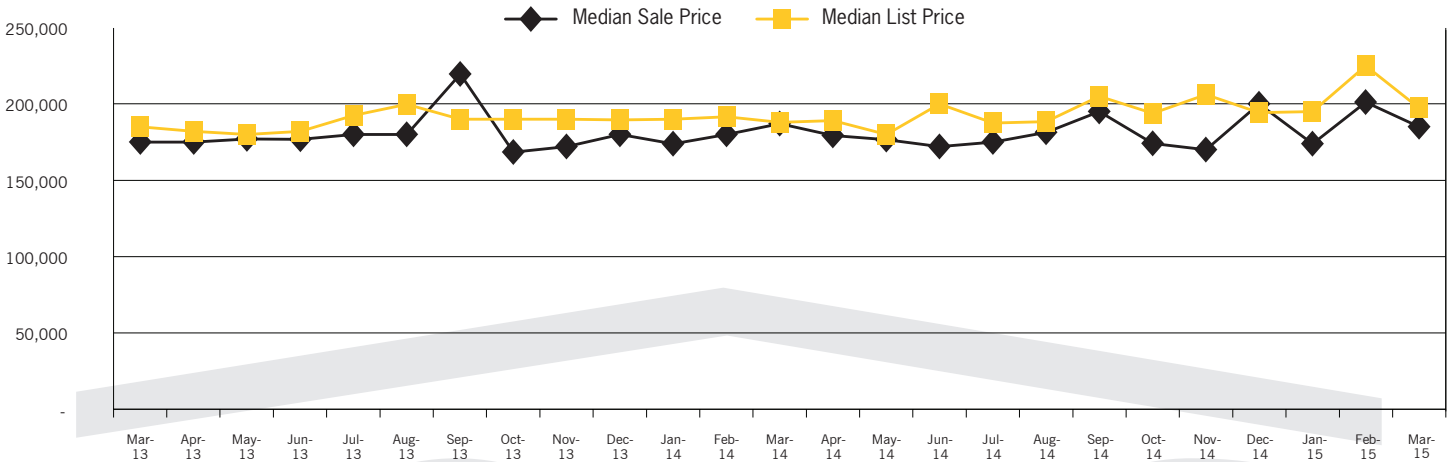
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – CONTINENTAL RANCH



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 04/03/2015 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – CONTINENTAL RANCH



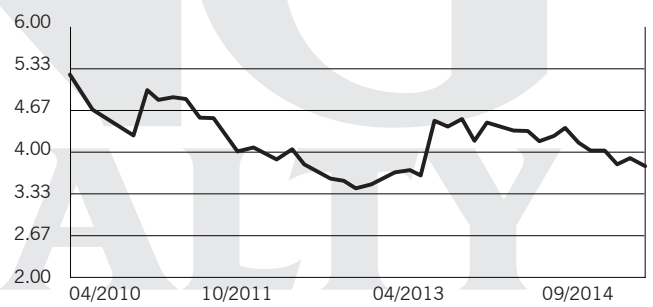
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – CONTINENTAL RANCH

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2014	\$187,000	4.375%	\$886.98
2015	\$184,900	3.875%	\$825.99

Source: Residential median sales prices. Data obtained 04/03/2015 from TARMLS 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.

## 30 YEAR FIXED MORTGAGE RATE

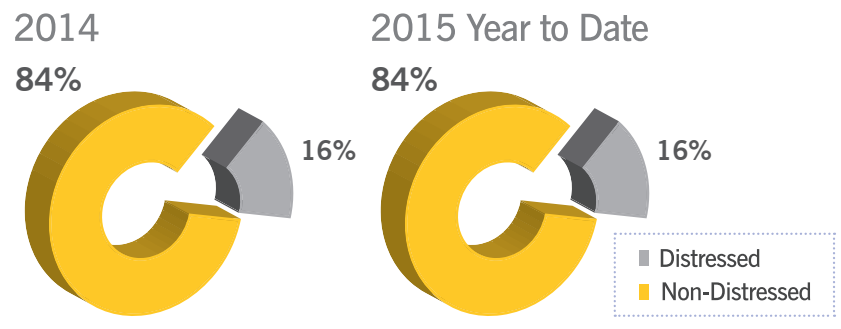
While mortgage rates have increased slightly recently, they are still well below 2010 levels.



Source: Bankrate.com

## DISTRESSED VS. NON-DISTRESSED SALES – CONTINENTAL RANCH

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.





## MARKET CONDITIONS BY PRICE BAND – CONTINENTAL RANCH

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	1	0	0	0	0	1	n/a	1.0	Seller
\$125,000 - 149,999	5	3	2	1	1	1	4	1.3	3.8	Seller
\$150,000 - 174,999	10	8	7	4	4	9	9	1.1	2.0	Seller
\$175,000 - 199,999	11	5	3	2	1	4	6	1.8	4.1	Slightly Seller
\$200,000 - 224,999	9	3	0	2	2	3	3	3.0	2.9	Seller
\$225,000 - 249,999	10	1	1	1	0	9	4	2.5	3.2	Seller
\$250,000 - 274,999	8	2	1	2	1	2	2	4.0	4.2	Slightly Seller
\$275,000 - 299,999	3	0	0	1	0	0	3	1.0	3.3	Seller
\$300,000 - 349,999	2	0	1	0	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	0	0	0	0	0	0	1	0.0	1.0	Seller
\$400,000 - 499,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	0	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	0	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>58</b>	<b>23</b>	<b>15</b>	<b>13</b>	<b>9</b>	<b>28</b>	<b>33</b>	<b>1.8</b>	<b>3.1</b>	<b>Seller</b>





# The Housing Report



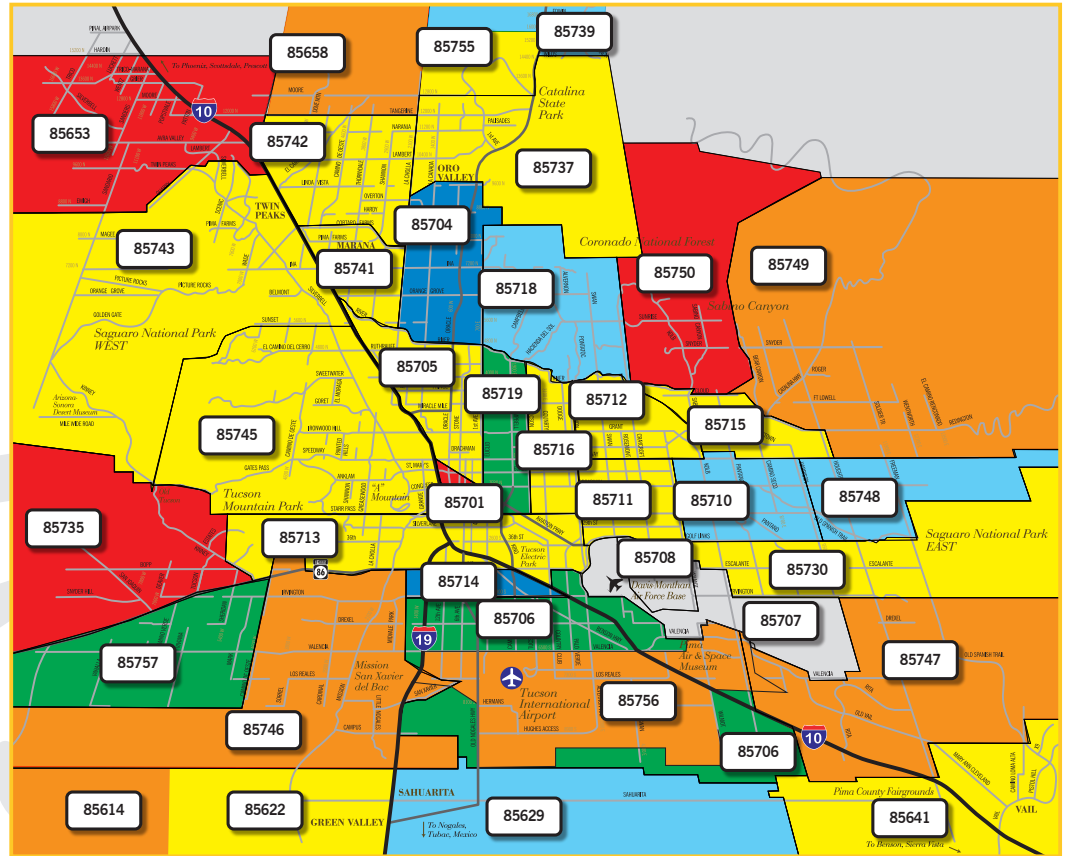
Stephen Woodall | (520) 818-4504  
 Stephen@TeamWoodall.com | TeamWoodall.com

Continental Ranch | April 2015

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2014-MAR 2014 TO JAN 2015-MAR 2015

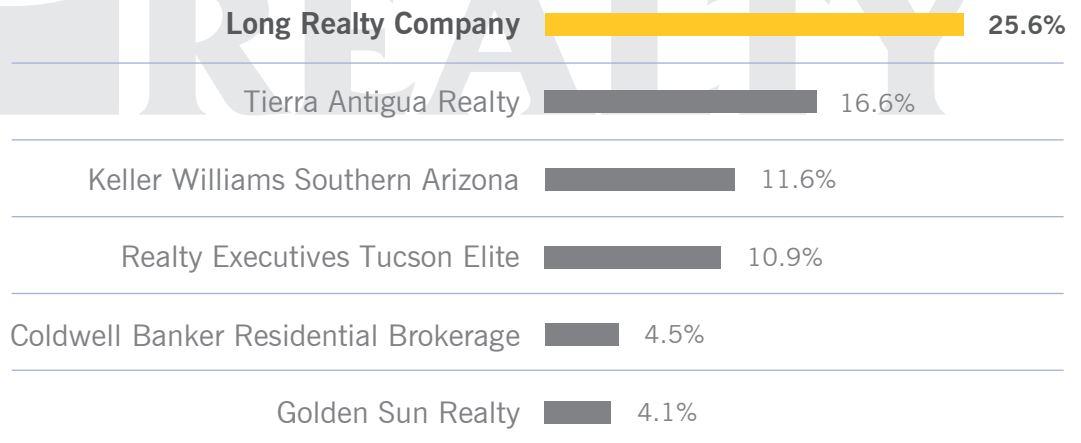
This heat map represents the percentage of change in Tucson metro median sales prices from January 2014-March 2014 to January 2015-March 2015 by zip code.



## MARKET SHARE – CONTINENTAL RANCH

Long Realty leads the market in successful real estate sales.

Data Obtained 04/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2014 – 03/31/2015 rounded to the nearest tenth of one percent and deemed to be correct.



The Continental Ranch Housing Report is comprised of data for residential properties in the Community of Continental Ranch. 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.

*These statistics are based on information obtained from the TARMLS and GVARMLS on 04/03/2015. Information is believed to be reliable, but not guaranteed.*