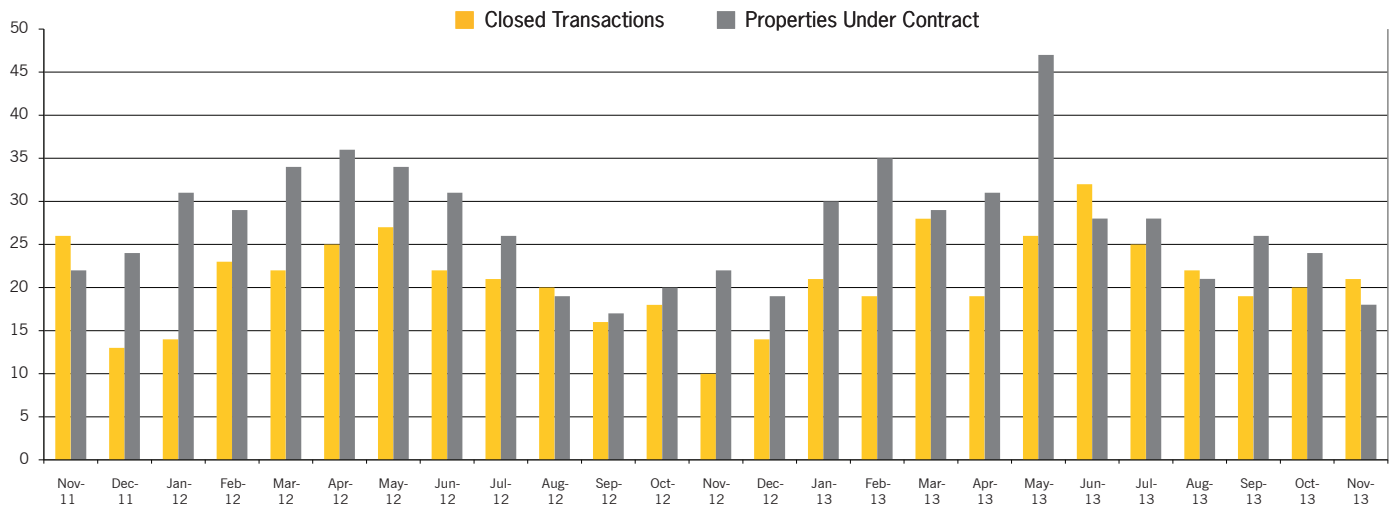




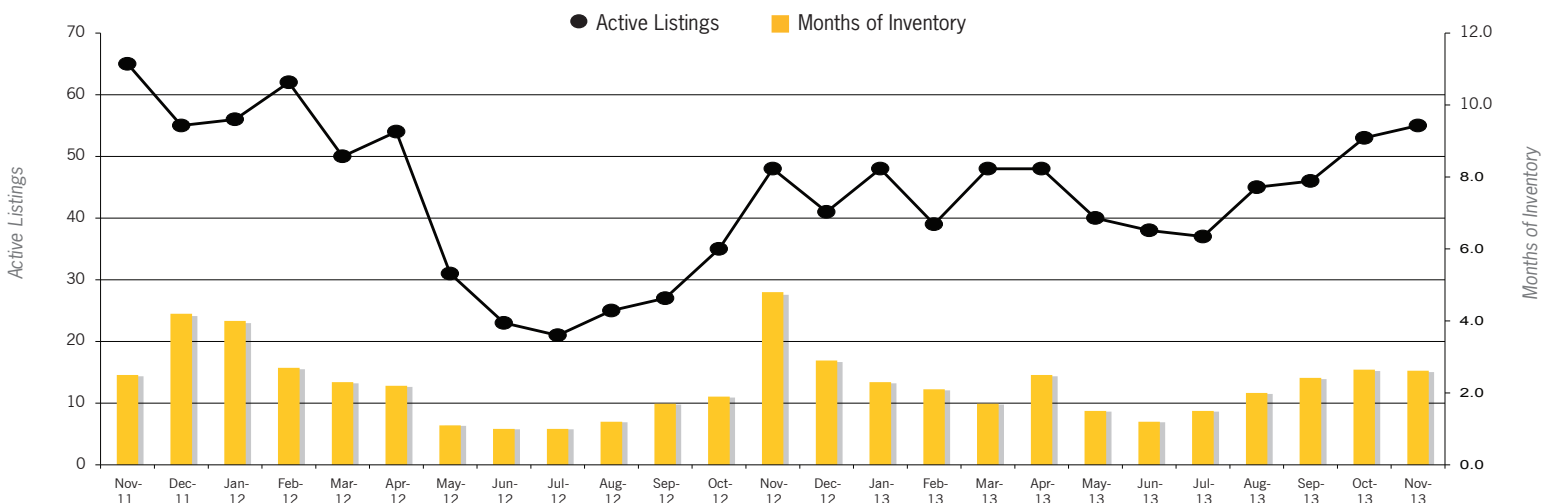
## Continental Ranch | December 2013

In the Continental Ranch area, November 2013 active inventory was 55, a 15% increase from November 2012. There were 21 closings in November 2013, a 110% increase from November 2012. Months of Inventory was 2.6, down from 4.8 in November 2012. Median price of sold homes was \$172,000 for the month of November 2013, up 9% from November 2012. The Continental Ranch area had 18 new properties under contract in November 2013, down 18% from November 2012.

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



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



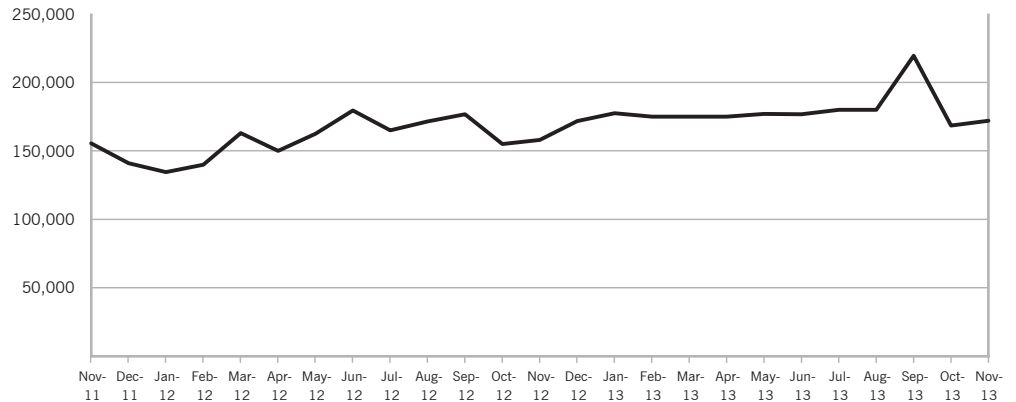
Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 12/05/2013 is believed to be reliable, but not guaranteed.



## Continental Ranch | December 2013

### MEDIAN PRICE – CONTINENTAL RANCH

*This graph represents the median sold home prices over the past two years.*



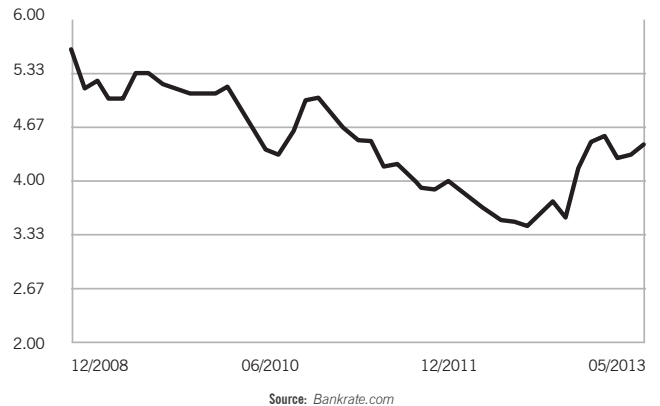
### MONTHLY PAYMENT ON A MEDIAN PRICED HOME – CONTINENTAL RANCH

Year	Median Price	Int. Rate	MO. Payment
2006	\$247,950	6.70%	\$1,543.97
2012	\$158,000	3.50%	\$674.02
2013	\$172,000	4.25%	\$803.83

Source: Residential median sales prices. Data obtained 12/05/2013 from TARMLS using Brokermetrics software. 2006 Monthly payments based on an FHA mortgage with a 3.5% down payment on a median priced home, 2012 and 2013 amounts based on 5% down payment. All data obtained is believed to be reliable, but not guaranteed.

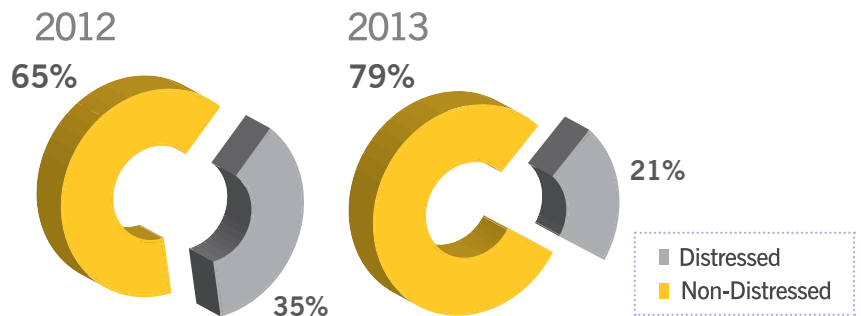
### 30 YEAR FIXED MORTGAGE RATE

*While mortgage rates have increased slightly recently, they are still well below 2008 levels.*



### 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.*





# The Housing Report



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Continental Ranch | December 2013

## 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
		Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13			
\$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	0	n/a	n/a	n/a
\$125,000 - 149,999	3	1	3	1	4	2	2	1.5	0.9	Seller
\$150,000 - 174,999	6	14	8	8	3	8	9	0.7	1.1	Seller
\$175,000 - 199,999	20	7	10	7	1	3	6	3.3	5.0	Balanced
\$200,000 - 224,999	7	4	2	1	2	1	4	1.8	2.9	Seller
\$225,000 - 249,999	10	2	1	4	5	4	0	n/a	3.8	Seller
\$250,000 - 274,999	5	3	0	0	1	1	0	n/a	5.0	Balanced
\$275,000 - 299,999	3	1	0	1	2	1	0	n/a	2.3	Seller
\$300,000 - 349,999	1	1	1	1	1	0	0	n/a	6.0	Balanced
\$350,000 - 399,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$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>55</b>	<b>34</b>	<b>25</b>	<b>23</b>	<b>19</b>	<b>20</b>	<b>21</b>	<b>2.6</b>	<b>2.6</b>	<b>Seller</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 12/05/2013.

3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2013 – 11/30/2013. Information is believed to be reliable, but not guaranteed.



# The Housing Report



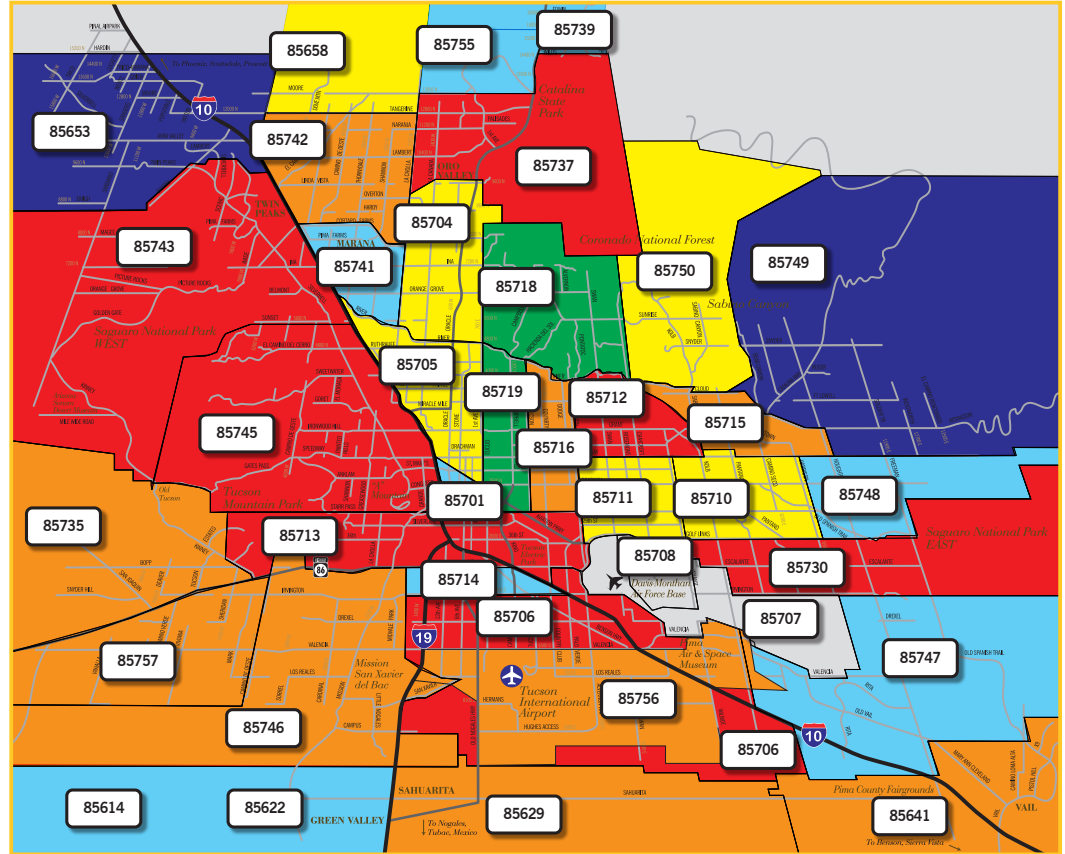
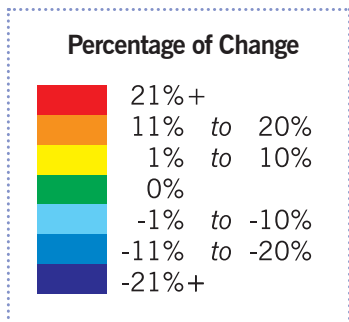
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Continental Ranch | December 2013

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOVEMBER 2012 TO NOVEMBER 2013

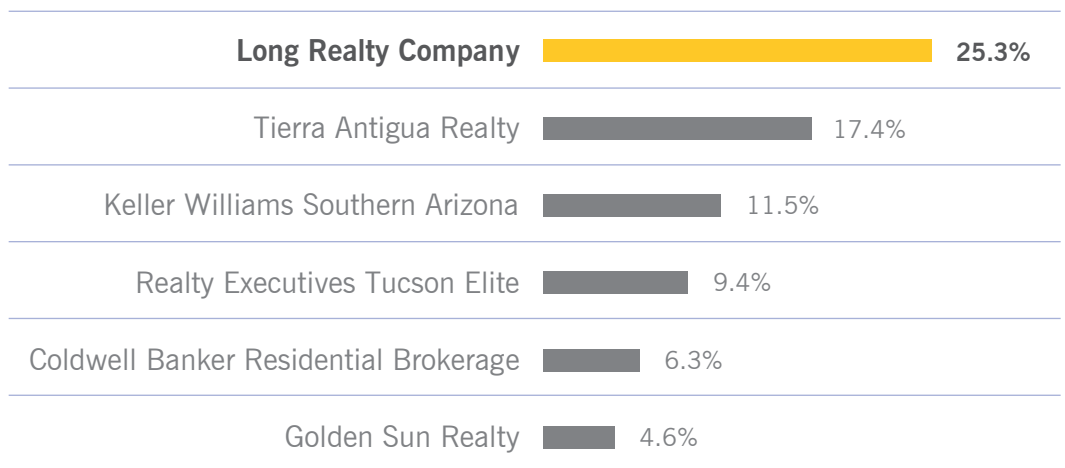
*This heat map represents the percentage of change in Tucson metro median sales prices from November 2012 to November 2013 by zip code.*



## MARKET SHARE – CONTINENTAL RANCH

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 12/05/2013 from TARMLS using BrokerMetrics software for all closed residential sales volume between 12/01/2012 – 11/30/2013 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 12/05/2013. Information is believed to be reliable, but not guaranteed.*