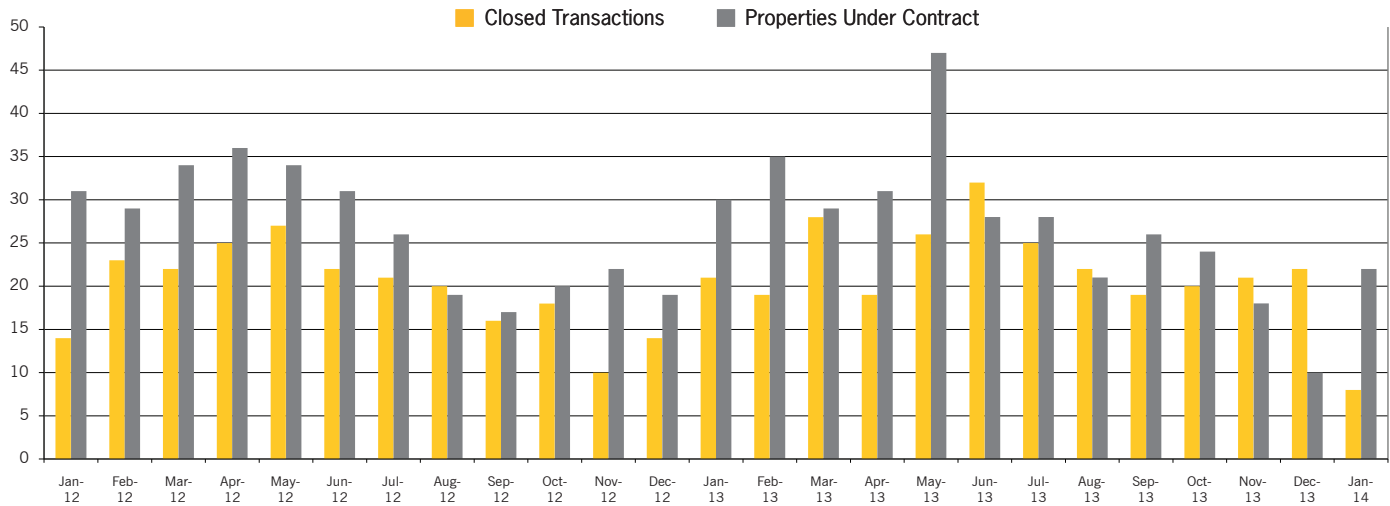




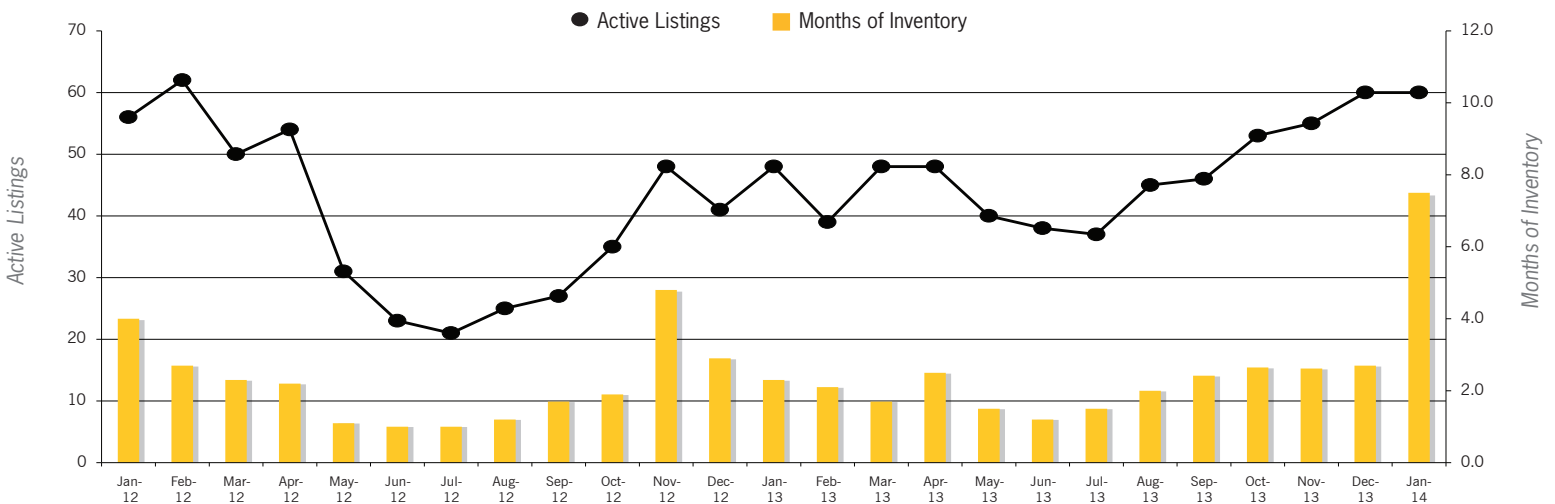
## Continental Ranch | February 2014

In the Continental Ranch area, January 2014 active inventory was 60, a 25% increase from January 2013. There were 8 closings in January 2014, a 62% decrease from January 2013. Months of Inventory was 7.5, up from 2.3 in January 2013. Median price of sold homes was \$173,750 for the month of January 2014, down 2% from January 2013. The Continental Ranch area had 22 new properties under contract in January 2014, down 27% from January 2013.

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



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



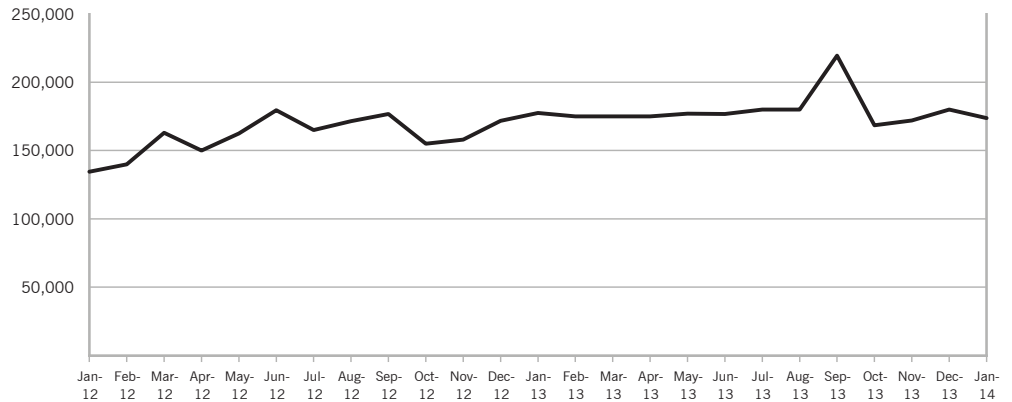
Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 02/05/2014 is believed to be reliable, but not guaranteed.



## Continental Ranch | February 2014

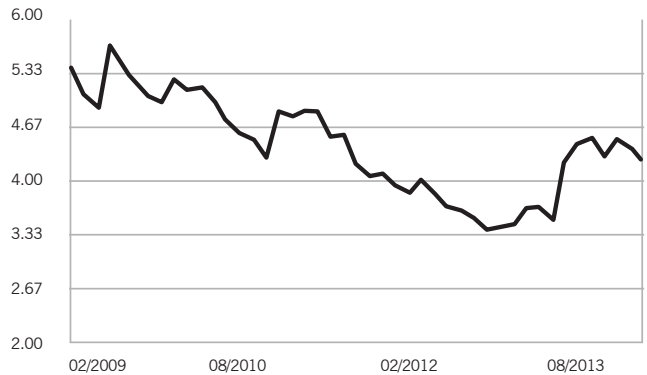
### MEDIAN PRICE – CONTINENTAL RANCH

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



### 30 YEAR FIXED MORTGAGE RATE

*While mortgage rates have increased slightly recently, they are still well below 2009 levels.*



Source: Bankrate.com

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

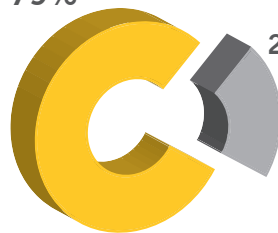
Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.14%	\$1,329.75
2013	\$177,500	3.39%	\$746.89
2014	\$173,750	4.48%	\$834.39

Source: Residential median sales prices. Data obtained 02/05/2014 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.

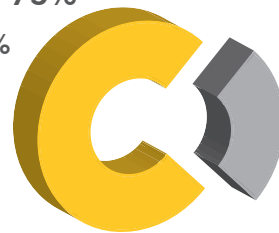
### DISTRESSED VS. NON-DISTRESSED SALES – CONTINENTAL RANCH

*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.*

2013  
79%



2014 Year to Date  
75%



25%

■ Distressed  
■ Non-Distressed



# The Housing Report



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

Continental Ranch | February 2014

## 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
		Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14			
\$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	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	2	1	4	2	3	3	0	n/a	1.0	Seller
\$150,000 - 174,999	13	8	3	8	9	6	4	3.3	1.6	Seller
\$175,000 - 199,999	20	7	1	3	6	6	2	10.0	4.1	Slightly Seller
\$200,000 - 224,999	9	1	2	1	4	3	2	4.5	2.6	Seller
\$225,000 - 249,999	8	4	5	4	0	3	0	n/a	9.7	Buyer
\$250,000 - 274,999	4	0	1	1	0	1	0	n/a	14.0	Buyer
\$275,000 - 299,999	3	1	2	1	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	1	1	1	0	0	0	0	n/a	n/a	n/a
\$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>60</b>	<b>23</b>	<b>19</b>	<b>20</b>	<b>22</b>	<b>22</b>	<b>8</b>	<b>7.5</b>	<b>3.4</b>	<b>Seller</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 02/05/2014.  
 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2013 - 1/31/2014. Information is believed to be reliable, but not guaranteed.



# The Housing Report



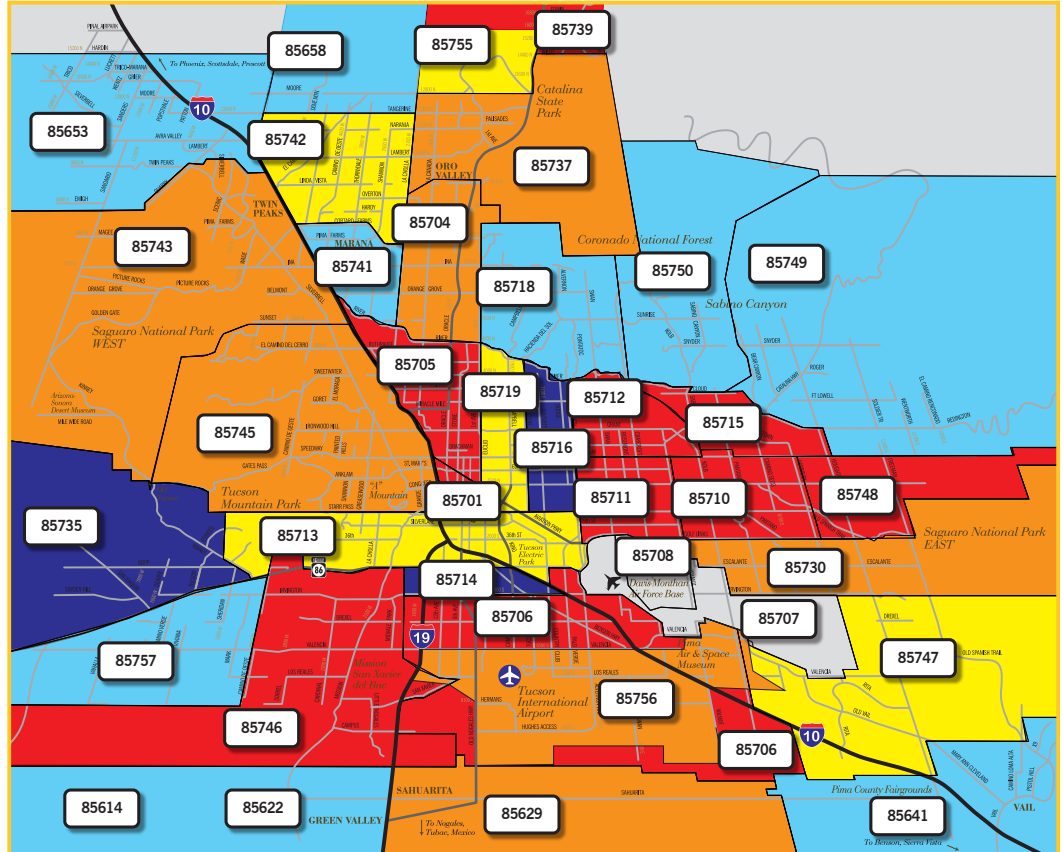
Stephen Woodall | (520) 818-4504  
 Stephen@TeamWoodall.com | TeamWoodall.com

Continental Ranch | February 2014

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JANUARY 2013 TO JANUARY 2014

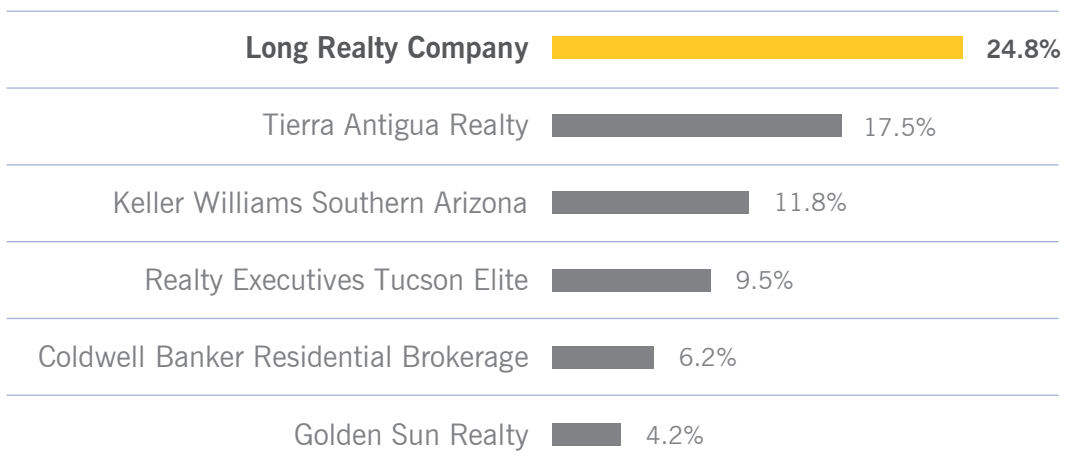
*This heat map represents the percentage of change in Tucson metro median sales prices from January 2013 to January 2014 by zip code.*



## MARKET SHARE – CONTINENTAL RANCH

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

*Data Obtained 02/05/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 02/01/2013 – 01/31/2014 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 02/05/2014. Information is believed to be reliable, but not guaranteed.*