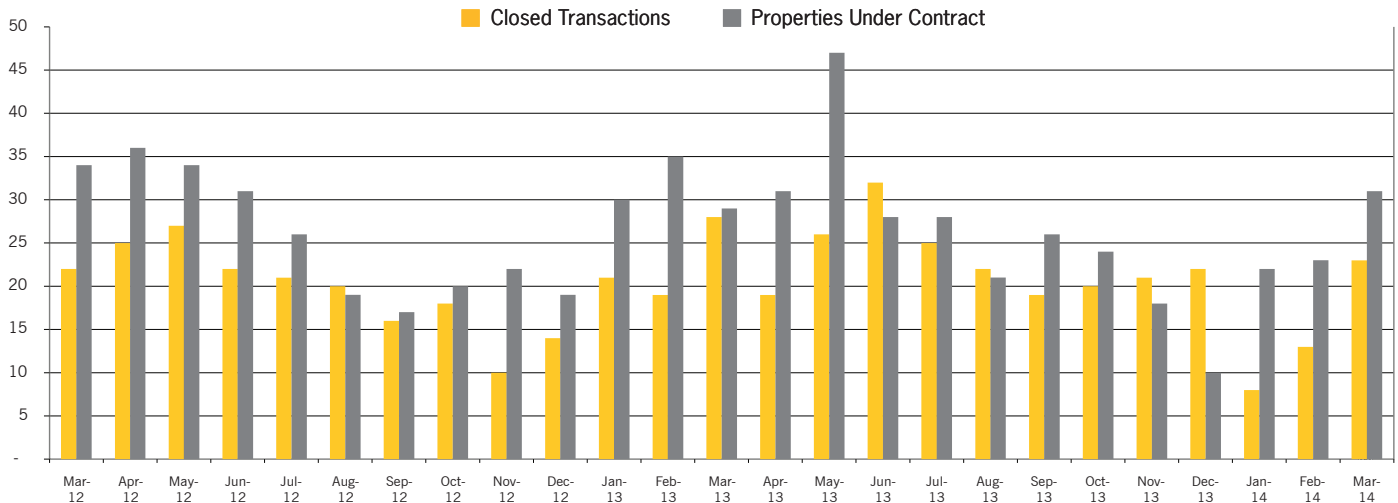




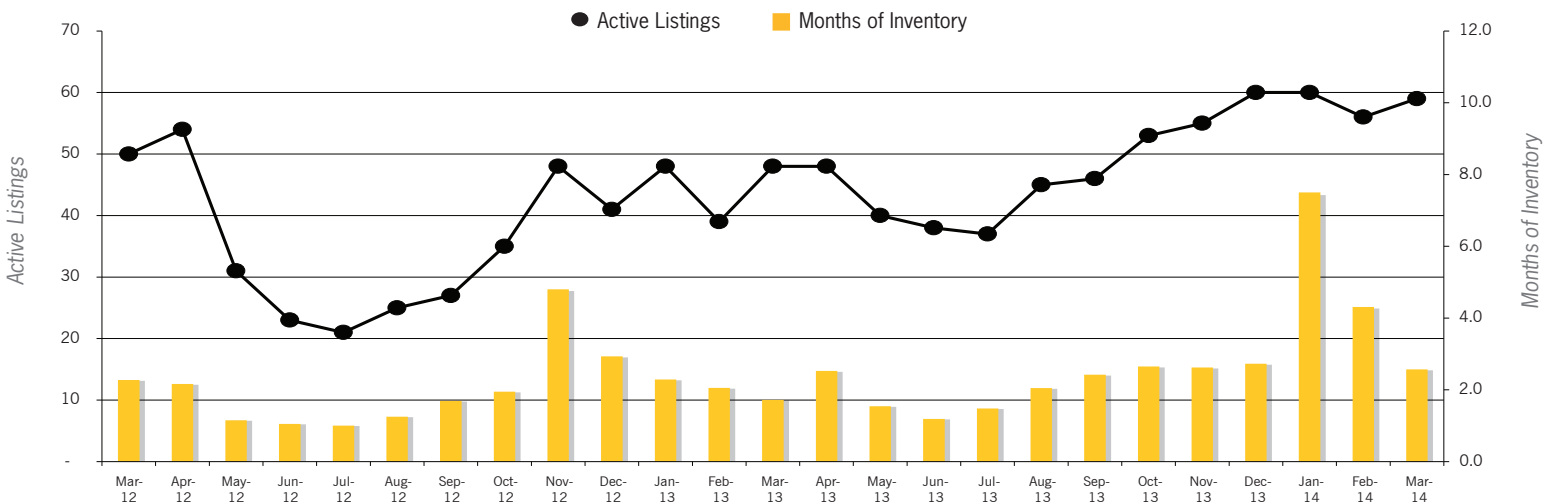
Continental Ranch | April 2014

In the Continental Ranch area, March 2014 active inventory was 59, a 23% increase from March 2013. There were 23 closings in March 2014, an 18% decrease from March 2013. Months of Inventory was 2.6, up from 1.7 in March 2013. Median price of sold homes was \$187,000 for the month of March 2014, up 7% from March 2013. The Continental Ranch area had 31 new properties under contract in March 2014, up 7% from March 2013.

CLOSED SALES & NEW PROPERTIES UNDER CONTRACT – CONTINENTAL RANCH



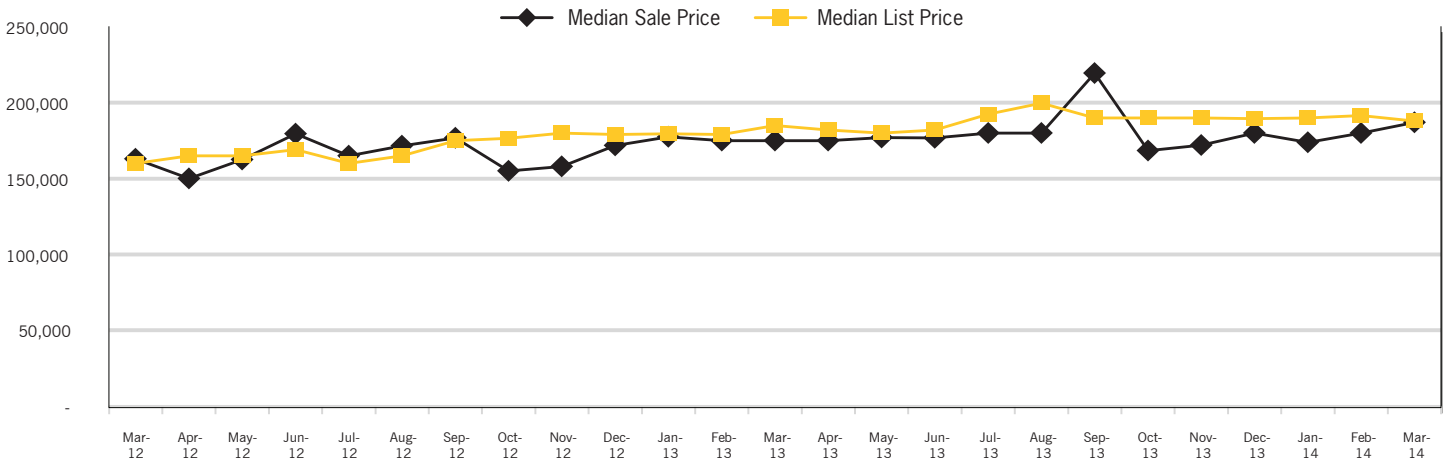
ACTIVE LISTINGS AND MONTHS OF INVENTORY – CONTINENTAL RANCH



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 04/03/2014 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	6.14%	\$1,329.75
2013	\$175,000	3.75%	\$769.93
2014	\$187,000	4.50%	\$900.13

Source: Residential median sales prices. Data obtained 04/03/2014 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.

30 YEAR FIXED MORTGAGE RATE

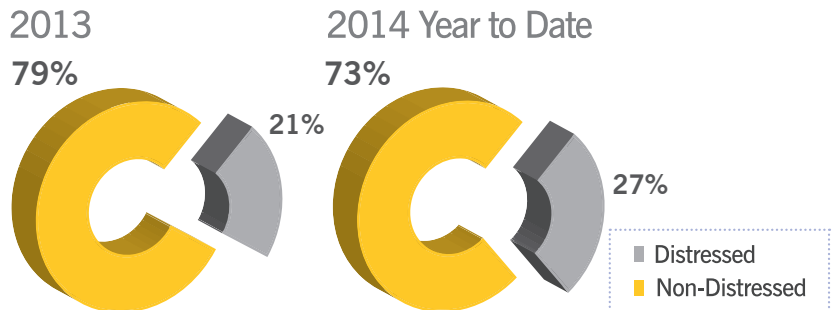
While mortgage rates have increased slightly recently, they are still well below 2009 levels.



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.





The Housing Report



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Continental Ranch | April 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
		Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-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	1	1	n/a	n/a	Seller
\$125,000 - 149,999	2	2	3	3	0	2	2	1.0	1.5	Seller
\$150,000 - 174,999	16	8	9	6	4	3	5	3.2	3.3	Seller
\$175,000 - 199,999	20	3	6	6	2	3	9	2.2	4.2	Slightly Seller
\$200,000 - 224,999	8	1	4	3	2	0	2	4.0	6.5	Balanced
\$225,000 - 249,999	6	4	0	3	0	1	2	3.0	6.7	Slightly Buyer
\$250,000 - 274,999	2	1	0	1	0	3	1	2.0	2.0	Seller
\$275,000 - 299,999	5	1	0	0	0	1	1	5.0	7.5	Slightly Buyer
\$300,000 - 349,999	0	0	0	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
TOTAL	59	20	22	22	8	14	23	2.6	3.9	Seller



Statistics based on information obtained from TARMLS and using Brokermetrics software on 04/03/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2014 - 3/31/2014. Information is believed to be reliable, but not guaranteed.



The Housing Report



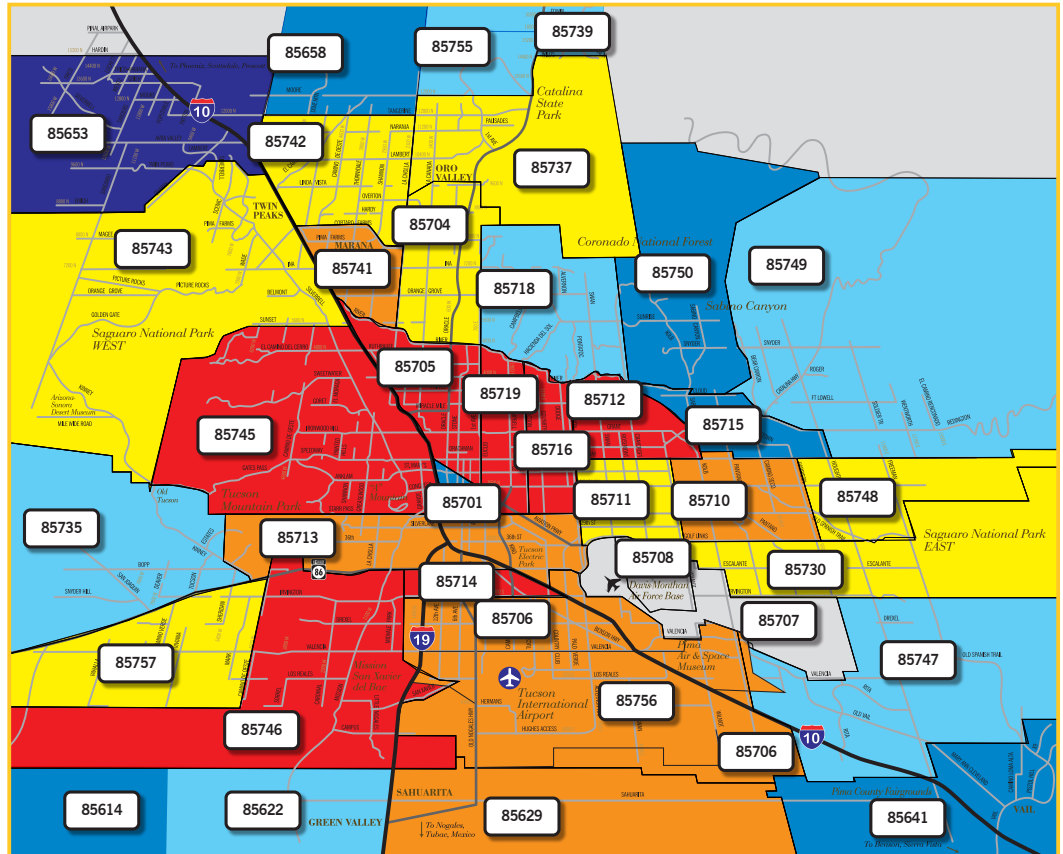
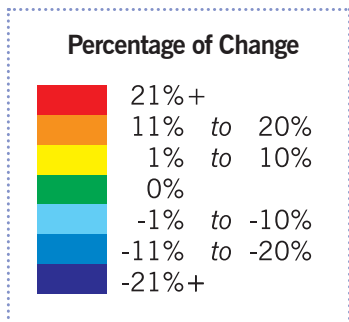
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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MARCH 2013 TO MARCH 2014

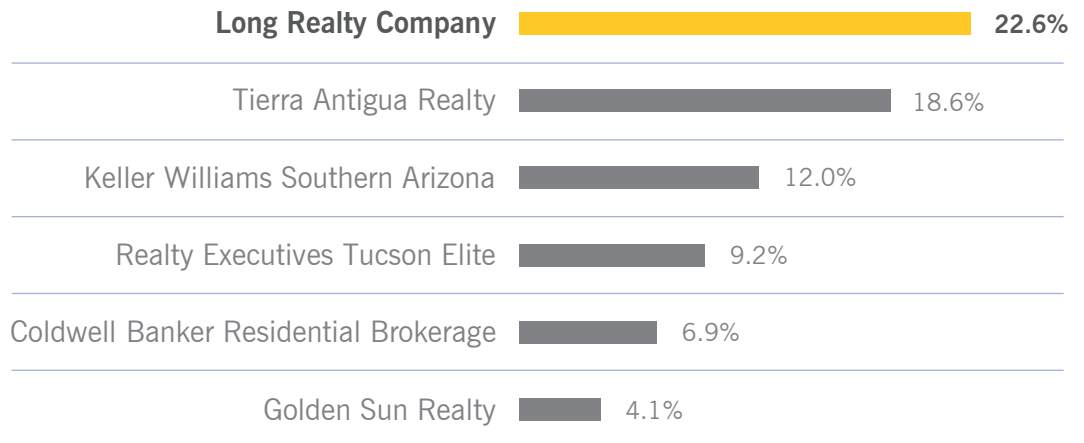
This heat map represents the percentage of change in Tucson metro median sales prices from March 2013 to March 2014 by zip code.



MARKET SHARE – CONTINENTAL RANCH

Long Realty leads the market in successful real estate sales.

Data Obtained 04/03/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2013 – 03/31/2014 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 04/03/2014. Information is believed to be reliable, but not guaranteed.