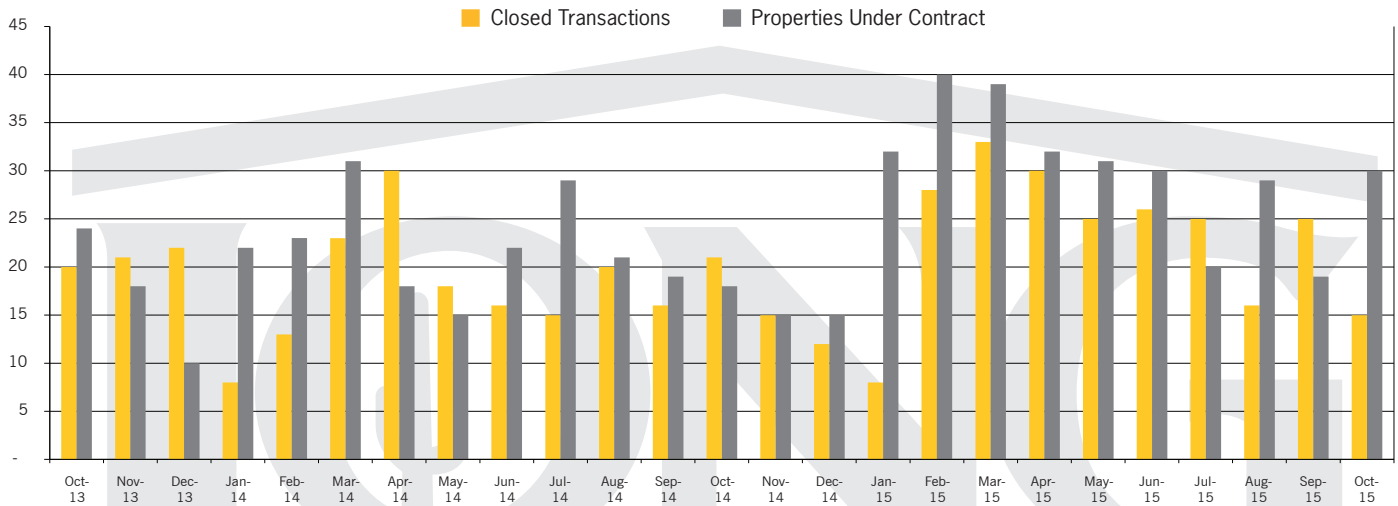




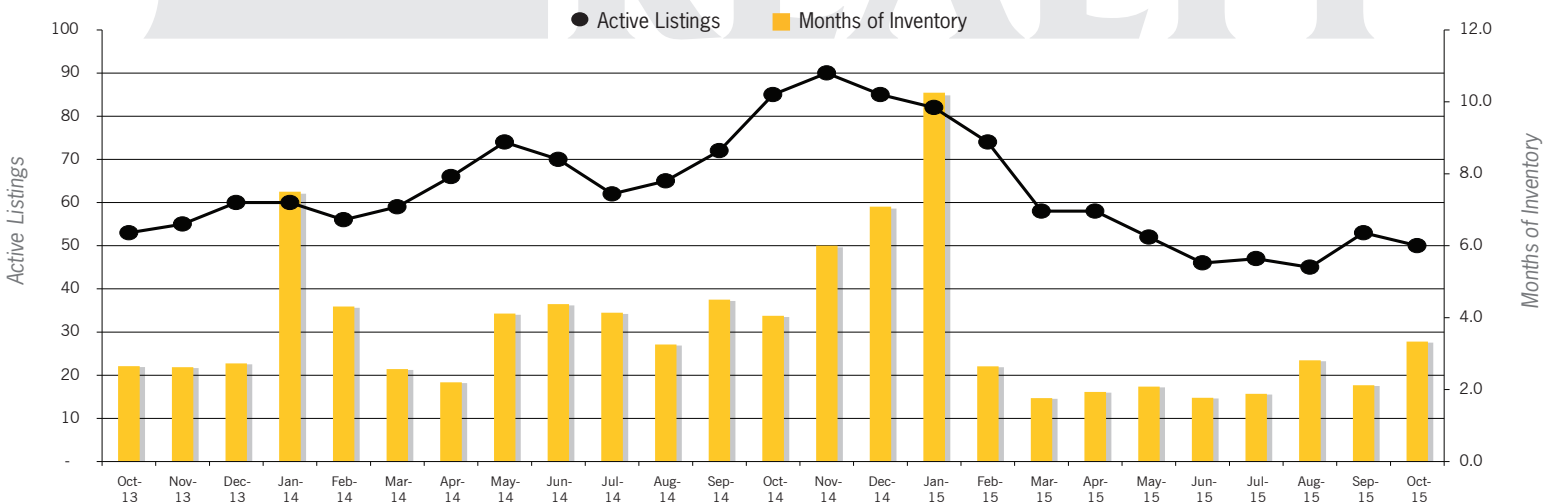
## Continental Ranch | November 2015

In the Continental Ranch area, October 2015 active inventory was 50, a 41% decrease from October 2014. There were 15 closings in October 2015, a 29% decrease from October 2014. Year-to-date 2015 there were 243 closings, a 27% increase from year-to-date 2014. Months of Inventory was 3.3, down from 4.0 in October 2014. Median price of sold homes was \$177,000 for the month of October 2015, up 2% from October 2014. The Continental Ranch area had 30 new properties under contract in October 2015, up 67% from October 2014.

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



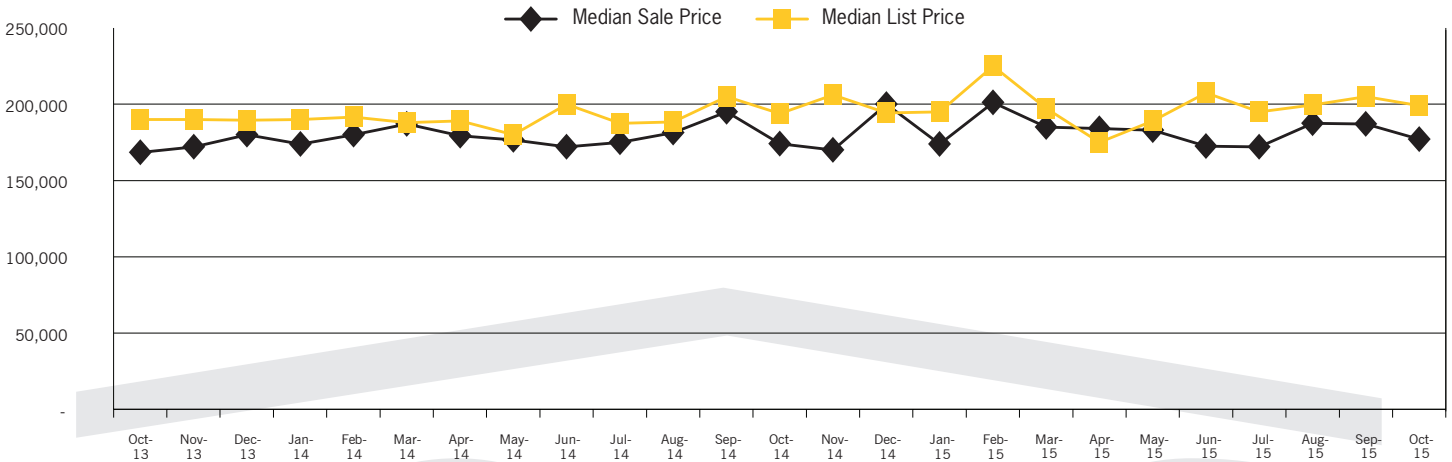
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – CONTINENTAL RANCH



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 11/04/2015 is believed to be reliable, but not guaranteed.



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



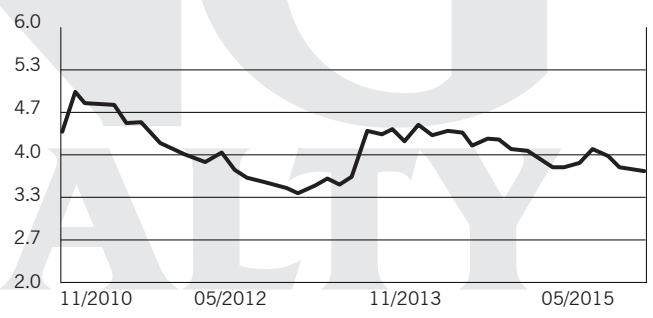
## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – CONTINENTAL RANCH

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2014	\$174,000	4.036%	\$792.60
2015	\$177,000	3.805%	\$783.99

Source: Residential median sales prices. Data obtained 11/04/2015 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

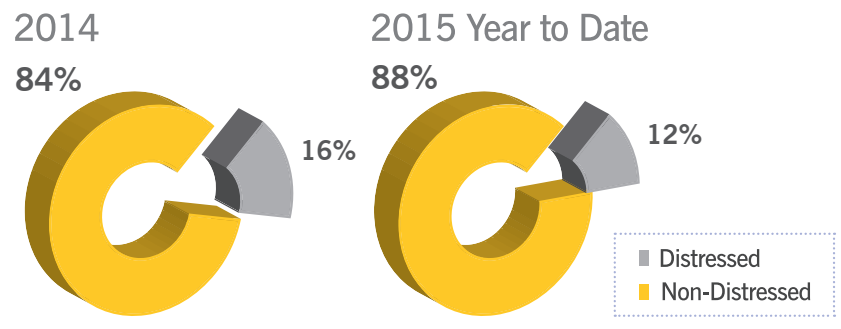
While mortgage rates have increased slightly recently, they are still well below 2010 levels.



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.





# The Housing Report



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Continental Ranch | November 2015

## 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
		May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-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	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	3	3	2	3	2	5	3	1.0	1.3	Seller
\$150,000 - 174,999	11	8	13	12	5	4	4	2.8	2.1	Seller
\$175,000 - 199,999	10	8	5	3	5	4	5	2.0	2.3	Seller
\$200,000 - 224,999	10	3	4	5	2	3	1	10.0	3.3	Seller
\$225,000 - 249,999	13	4	1	4	3	6	0	n/a	4.3	Slightly Seller
\$250,000 - 274,999	1	2	2	1	0	0	1	1.0	7.0	Slightly Buyer
\$275,000 - 299,999	1	0	0	0	1	0	0	n/a	7.0	Slightly Buyer
\$300,000 - 349,999	1	0	0	0	0	2	1	1.0	1.0	Seller
\$350,000 - 399,999	0	0	0	0	0	1	0	n/a	0.0	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>50</b>	<b>28</b>	<b>27</b>	<b>28</b>	<b>18</b>	<b>25</b>	<b>15</b>	<b>3.3</b>	<b>2.6</b>	<b>Seller</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 11/04/2015.  
 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2015 - 10/31/2015. Information is believed to be reliable, but not guaranteed.

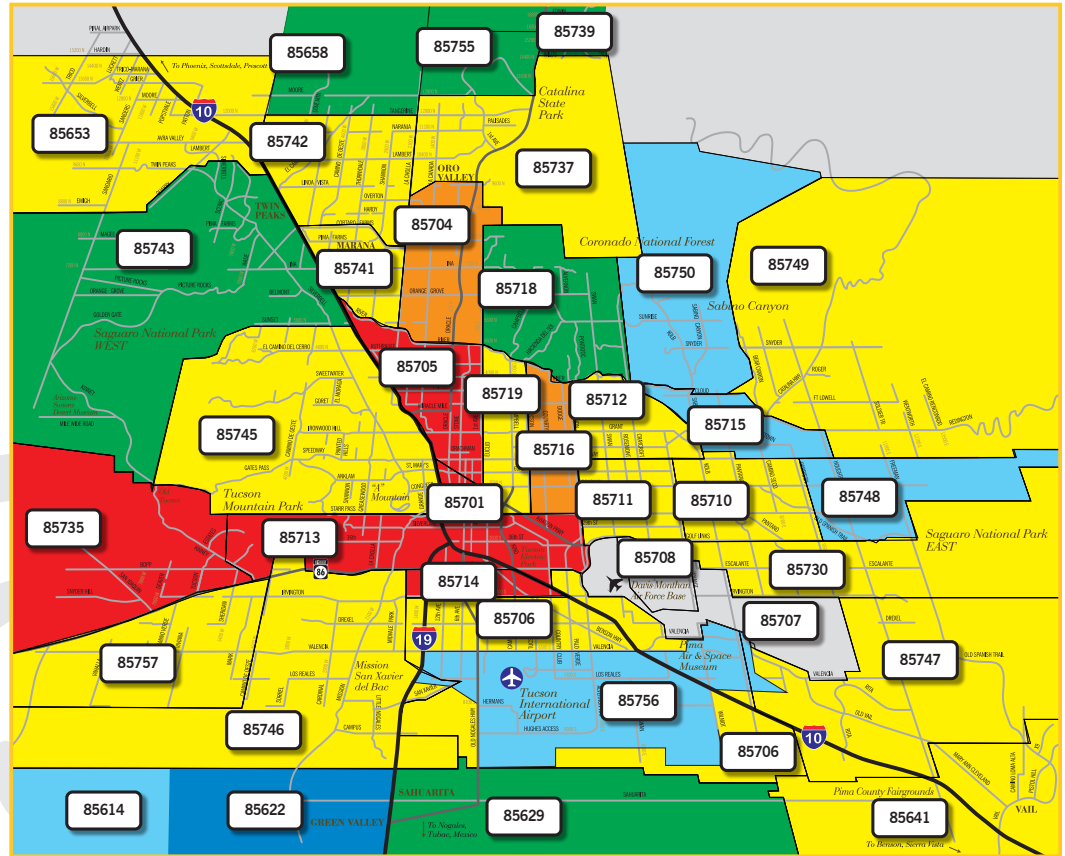


## Continental Ranch | November 2015

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2014-OCT 2014 TO  
AUG 2015-OCT 2015

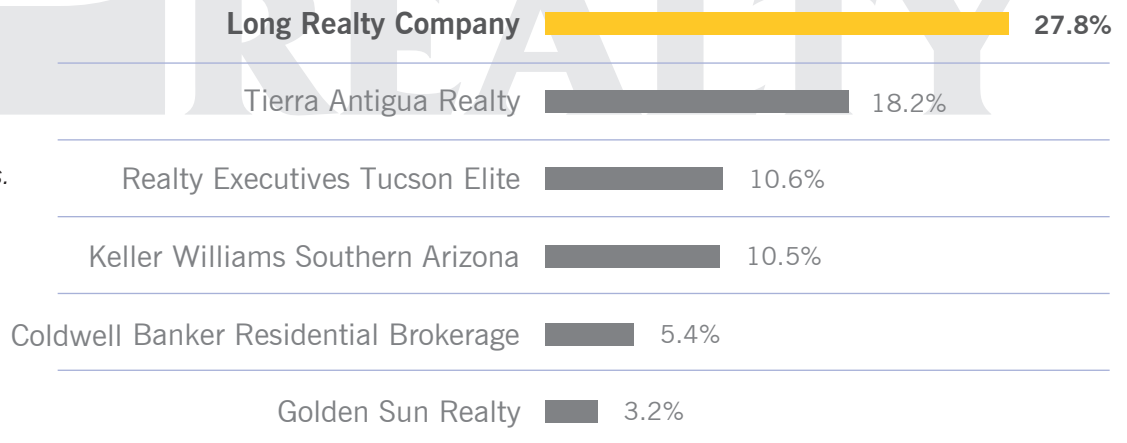
This heat map represents the percentage of change in Tucson metro median sales prices from August 2014-October 2014 to August 2015-October 2015 by zip code.



### MARKET SHARE – CONTINENTAL RANCH

Long Realty leads the market in successful real estate sales.

Data Obtained 11/04/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 11/01/2014 – 10/31/2015 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.