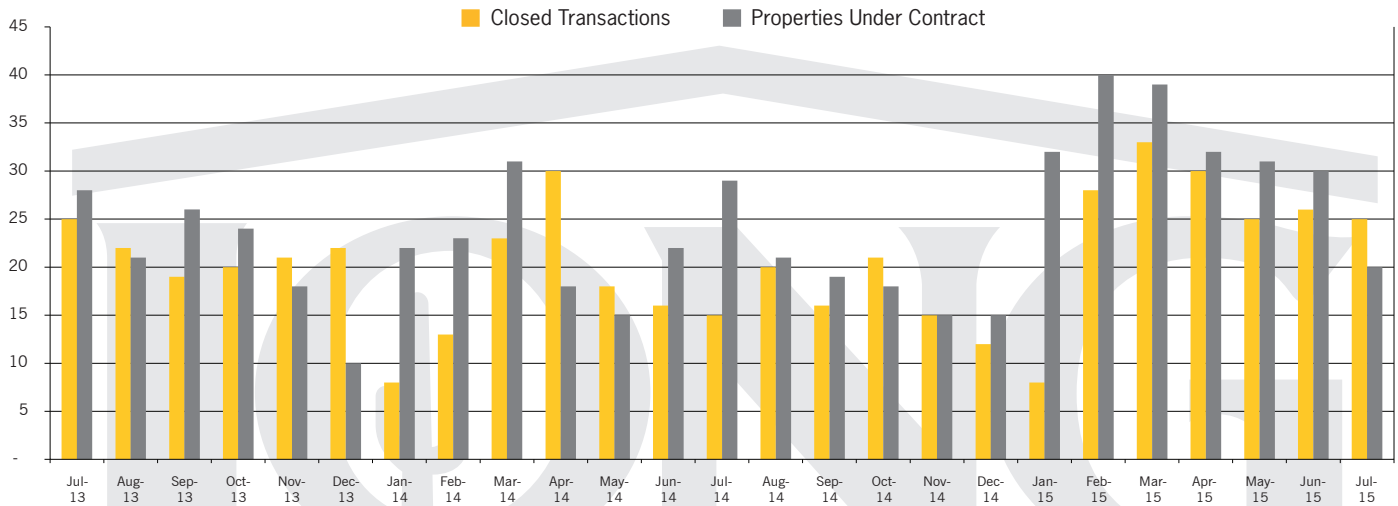




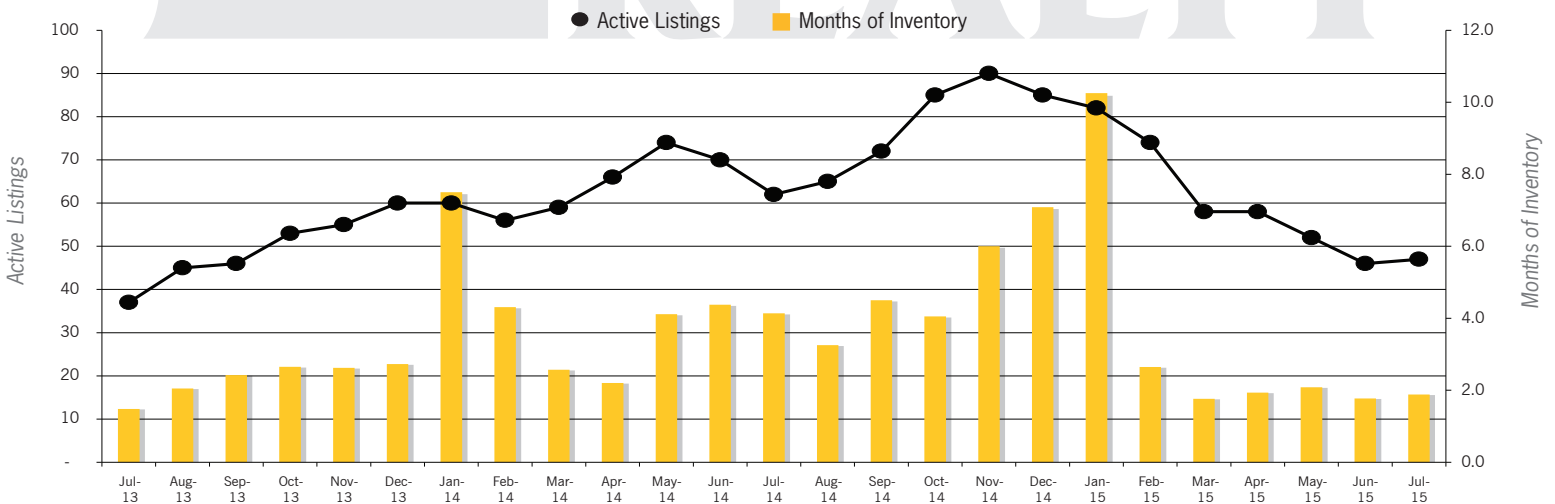
## Continental Ranch | August 2015

In the Continental Ranch area, July 2015 active inventory was 47, a 24% decrease from July 2014. There were 25 closings in July 2015, a 67% increase from July 2014. Year-to-date 2015 there were 182 closings, a 39% increase from year-to-date 2014. Months of Inventory was 1.9, down from 4.1 in July 2014. Median price of sold homes was \$172,000 for the month of July 2015, down 2% from July 2014. The Continental Ranch area had 20 new properties under contract in July 2015, down 31% from July 2014.

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



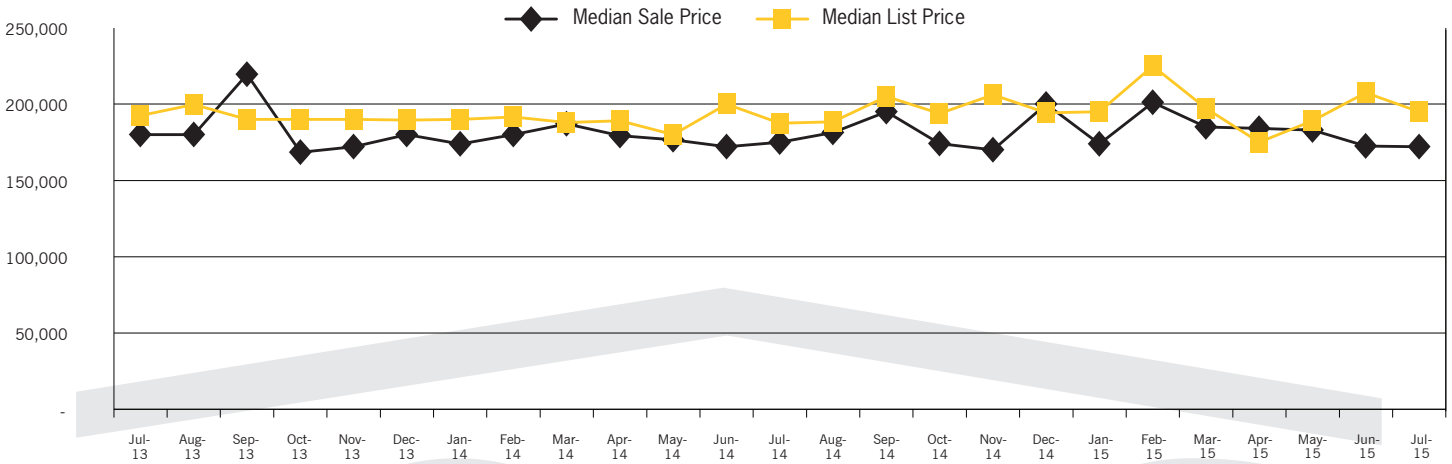
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – CONTINENTAL RANCH



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 08/05/2015 is believed to be reliable, but not guaranteed.



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

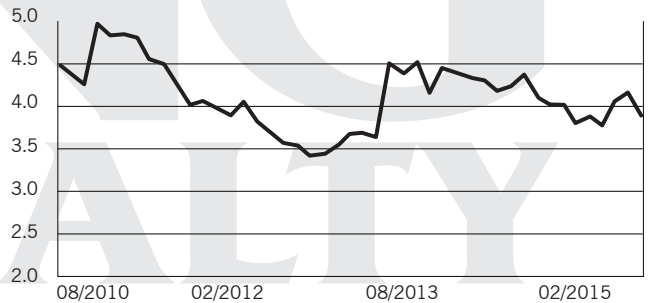


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME – CONTINENTAL RANCH

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2014	\$175,000	4.125%	\$805.73
2015	\$172,000	4.000%	\$780.10

## 30 YEAR FIXED MORTGAGE RATE

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



Source: Residential median sales prices. Data obtained 08/05/2015 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.

Source: Bankrate.com

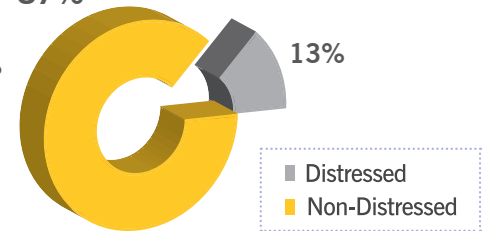
## DISTRESSED VS. NON-DISTRESSED SALES – CONTINENTAL RANCH

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.

2014  
84%



2015 Year to Date  
87%



■ Distressed  
■ Non-Distressed



# The Housing Report



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Continental Ranch | August 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
		Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-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	1	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	5	1	4	5	3	2	3	1.7	1.3	<b>Seller</b>
\$150,000 - 174,999	6	9	9	9	8	13	10	0.6	0.7	<b>Seller</b>
\$175,000 - 199,999	12	4	6	6	8	5	3	4.0	2.1	<b>Seller</b>
\$200,000 - 224,999	3	3	3	5	3	4	4	0.8	0.9	<b>Seller</b>
\$225,000 - 249,999	9	9	4	4	4	1	4	2.3	3.4	<b>Seller</b>
\$250,000 - 274,999	5	2	2	1	2	2	1	5.0	3.2	<b>Seller</b>
\$275,000 - 299,999	4	0	3	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	3	0	0	2	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	0	0	1	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>47</b>	<b>28</b>	<b>33</b>	<b>32</b>	<b>28</b>	<b>27</b>	<b>25</b>	<b>1.9</b>	<b>1.8</b>	<b>Seller</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 08/05/2015.  
 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2015 - 07/31/2015. Information is believed to be reliable, but not guaranteed.

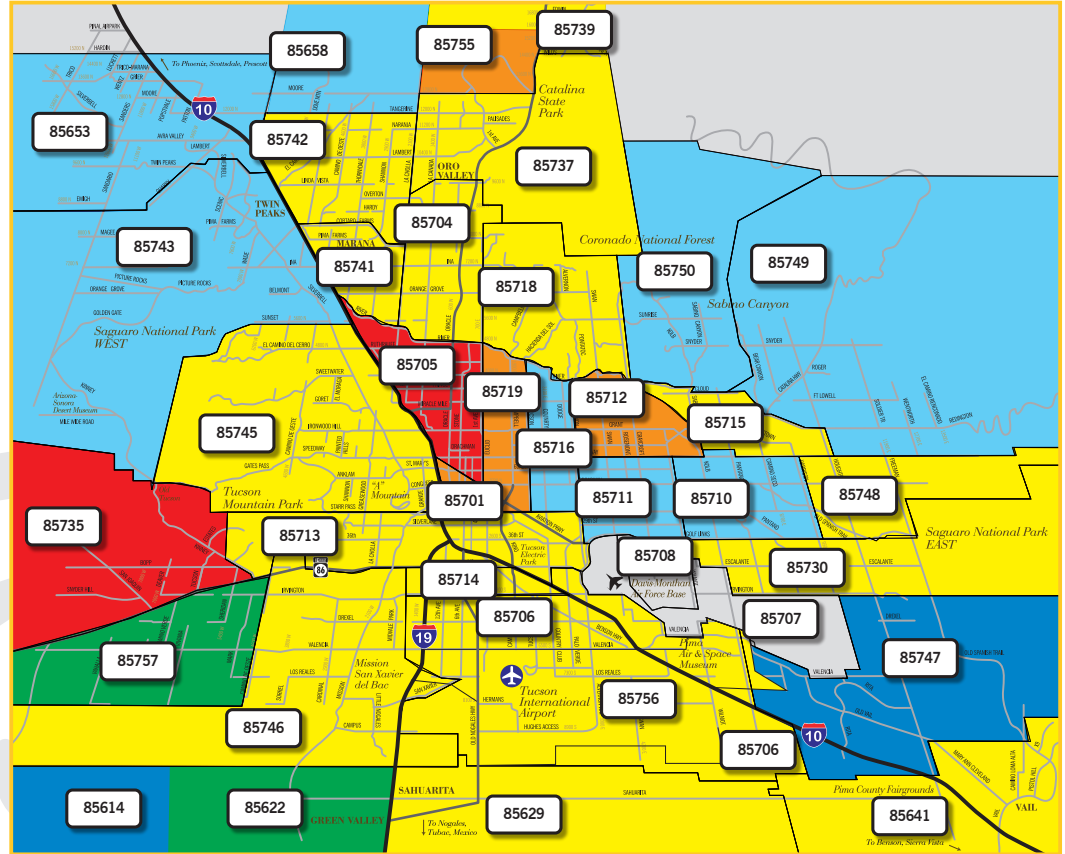


## Continental Ranch | August 2015

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2014-JUL 2014 TO MAY 2015-JUL 2015

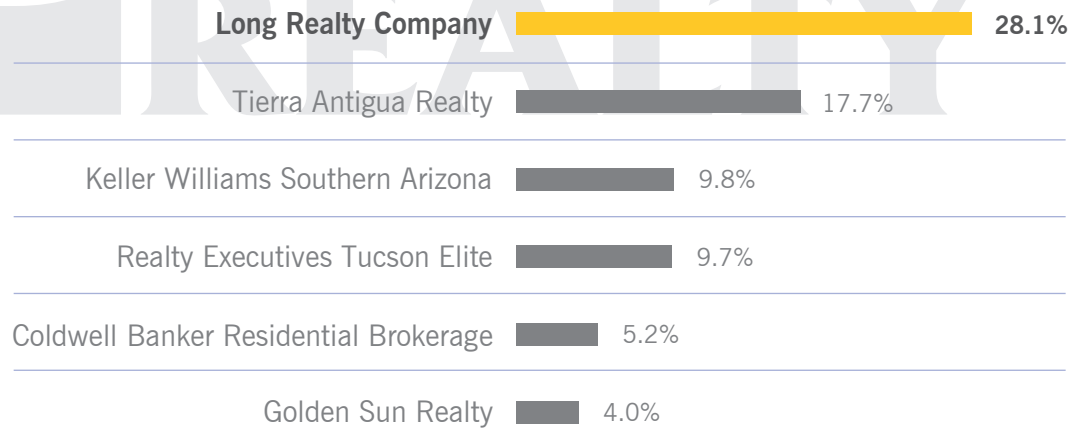
This heat map represents the percentage of change in Tucson metro median sales prices from May 2014-July 2014 to May 2015-July 2015 by zip code.



### MARKET SHARE – CONTINENTAL RANCH

Long Realty leads the market in successful real estate sales.

Data Obtained 08/05/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 08/01/2014 – 07/31/2015 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.