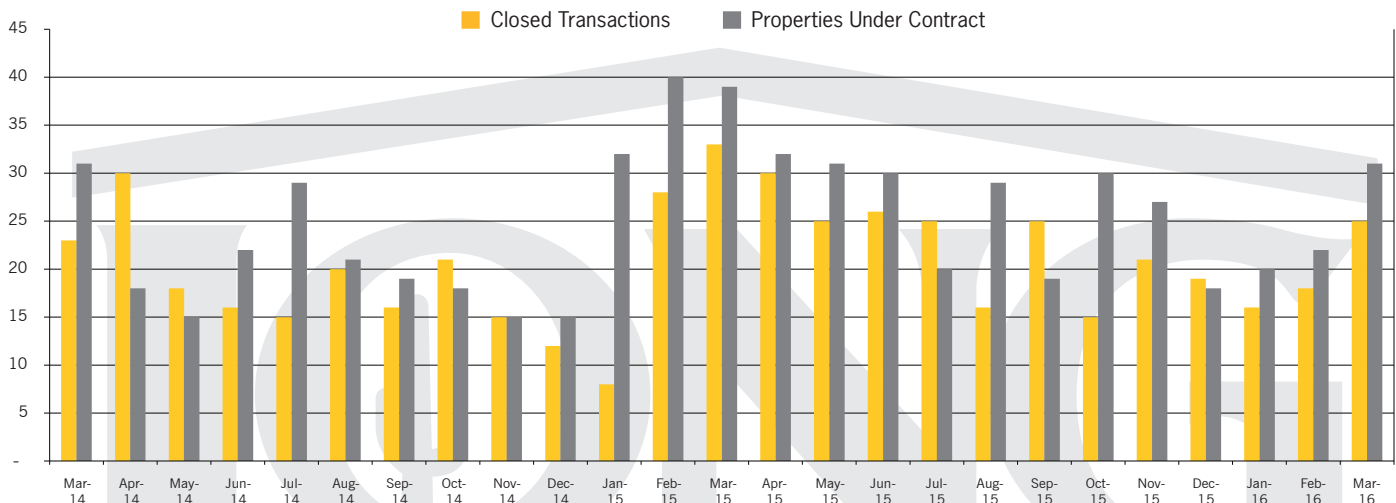




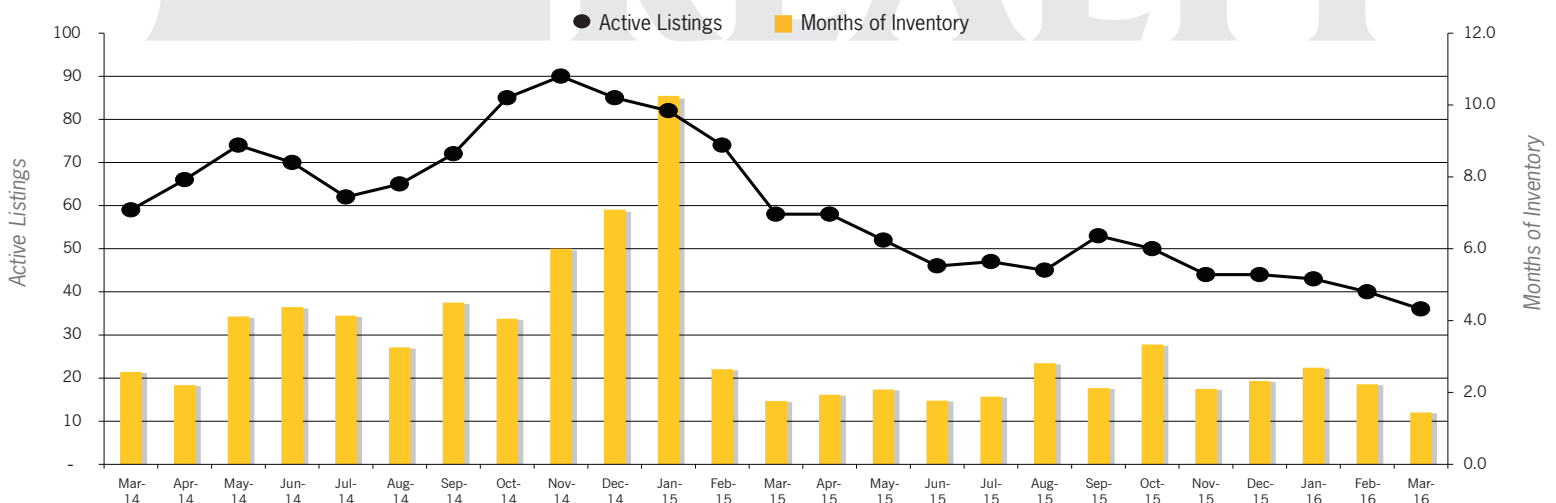
Continental Ranch | April 2016

In the Continental Ranch area, March 2016 active inventory was 36, a 38% decrease from March 2015. There were 25 closings in March 2016, a 24% decrease from March 2015. Year-to-date 2016 there were 60 closings, a 14% decrease from year-to-date 2015. Months of Inventory was 1.4, down from 1.8 in March 2015. Median price of sold homes was \$178,000 for the month of March 2016, down 4% from March 2015. The Continental Ranch area had 31 new properties under contract in March 2016, down 21% from March 2015.

CLOSED SALES & NEW PROPERTIES UNDER CONTRACT – CONTINENTAL RANCH



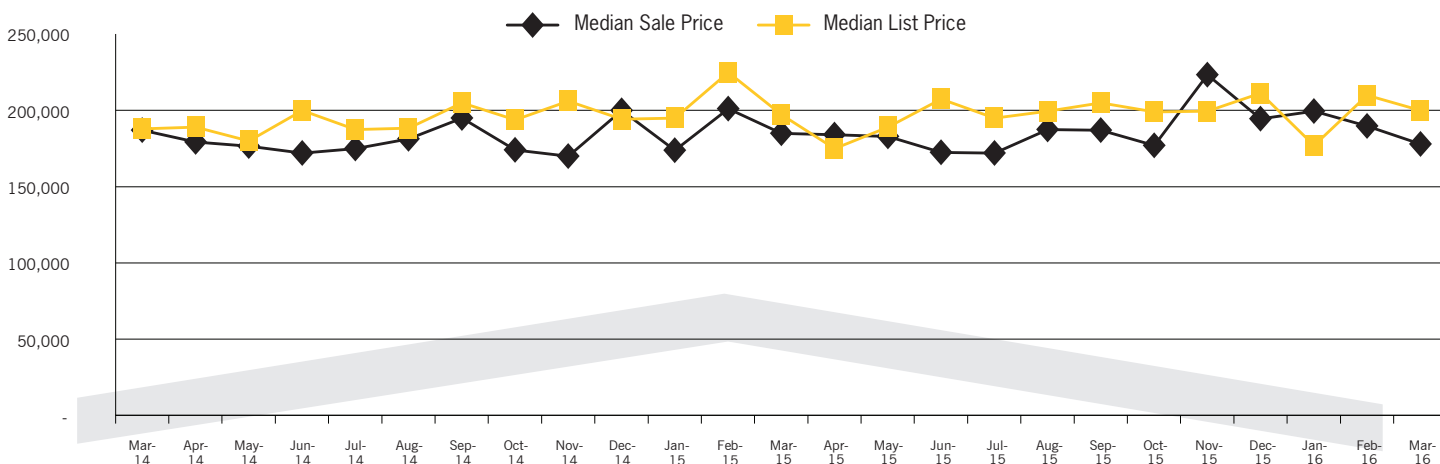
ACTIVE LISTINGS AND MONTHS OF INVENTORY – CONTINENTAL RANCH



*Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
 All data obtained 04/05/2016 is believed to be reliable, but not guaranteed.*



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – CONTINENTAL RANCH



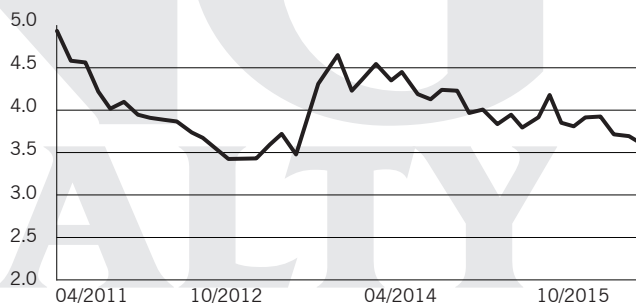
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – CONTINENTAL RANCH

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2015	\$184,900	3.875%	\$825.99
2016	\$178,000	3.625%	\$771.18

Source: Residential median sales prices. Data obtained 04/05/2016 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

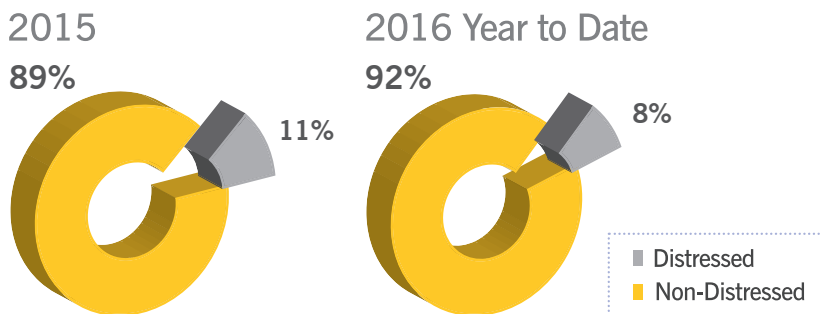
While mortgage rates have increased slightly recently, they are still well below 2011 levels.



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.





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-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16			
\$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	1	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	0	3	2	3	1	1	3	0.0	0.2	Seller
\$150,000 - 174,999	6	4	4	4	2	5	9	0.7	1.7	Seller
\$175,000 - 199,999	10	5	4	5	5	8	5	2.0	1.7	Seller
\$200,000 - 224,999	4	1	3	2	4	3	3	1.3	1.5	Seller
\$225,000 - 249,999	8	0	5	4	1	0	3	2.7	5.5	Balanced
\$250,000 - 274,999	3	1	2	3	0	1	0	n/a	11.0	Buyer
\$275,000 - 299,999	4	0	1	0	2	1	0	n/a	2.0	Seller
\$300,000 - 349,999	1	1	0	0	1	0	1	1.0	2.5	Seller
\$350,000 - 399,999	0	0	1	0	0	0	1	0.0	2.0	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
TOTAL	36	16	22	21	16	19	25	1.4	2.0	Seller

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

Statistics based on information obtained from TARMLS and using Brokermetrics software on 04/05/2016.

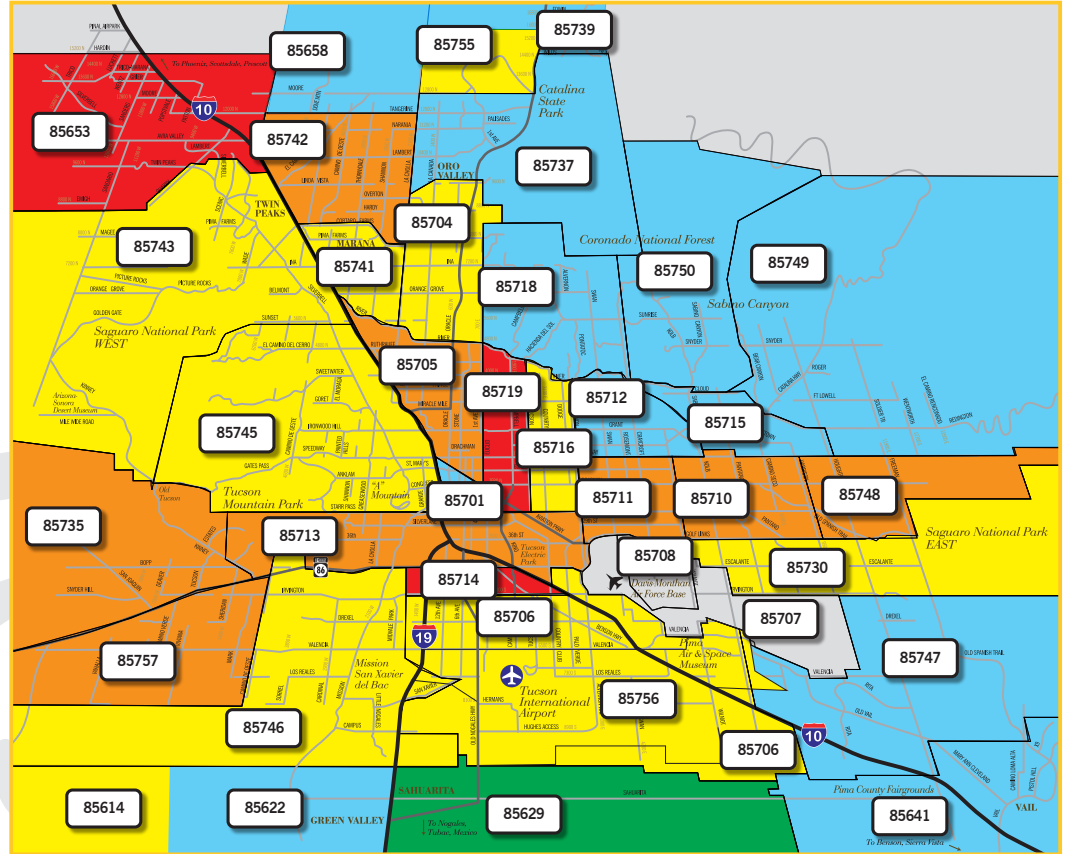
3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2016 - 03/31/2016. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2015-MAR 2015 TO JAN 2016-MAR 2016

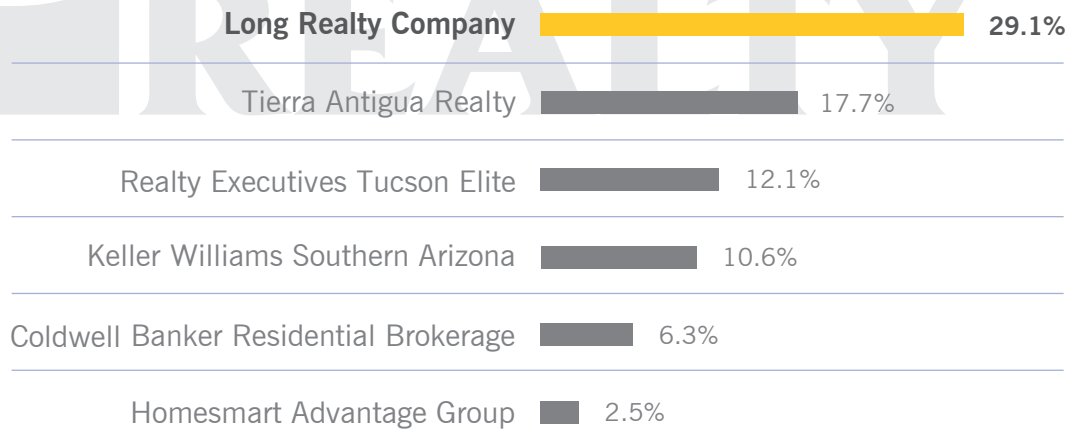
This heat map represents the percentage of change in Tucson metro median sales prices from January 2015-March 2015 to January 2016-March 2016 by zip code.



MARKET SHARE – CONTINENTAL RANCH

Long Realty leads the market in successful real estate sales.

Data Obtained 04/05/2016 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2015 – 03/31/2016 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 04/05/2016. Information is believed to be reliable, but not guaranteed.