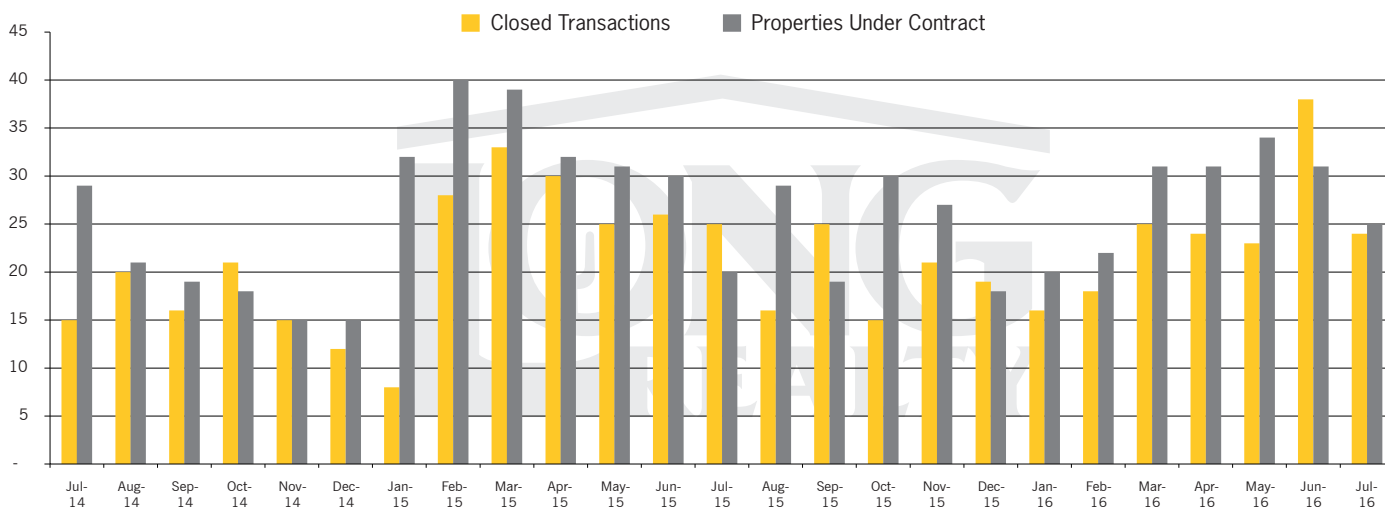




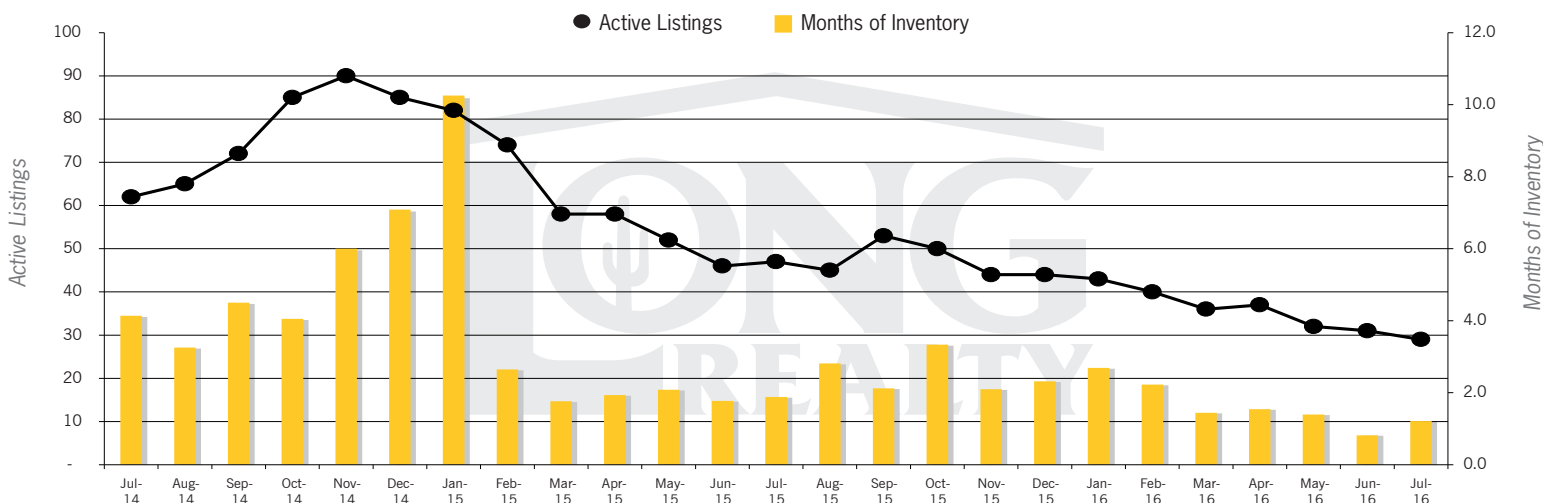
Continental Ranch | August 2016

In the Continental Ranch area, July 2016 active inventory was 29, a 38% decrease from July 2015. There were 24 closings in July 2016, a 4% decrease from July 2015. Year-to-date 2016 there were 173 closings, a 6% decrease from year-to-date 2015. Months of Inventory was 1.2, down from 1.9 in July 2015. Median price of sold homes was \$191,450 for the month of July 2016, up 11% from July 2015. The Continental Ranch area had 25 new properties under contract in July 2016, up 25% from July 2015.

CLOSED SALES & NEW PROPERTIES UNDER CONTRACT – CONTINENTAL RANCH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – CONTINENTAL RANCH

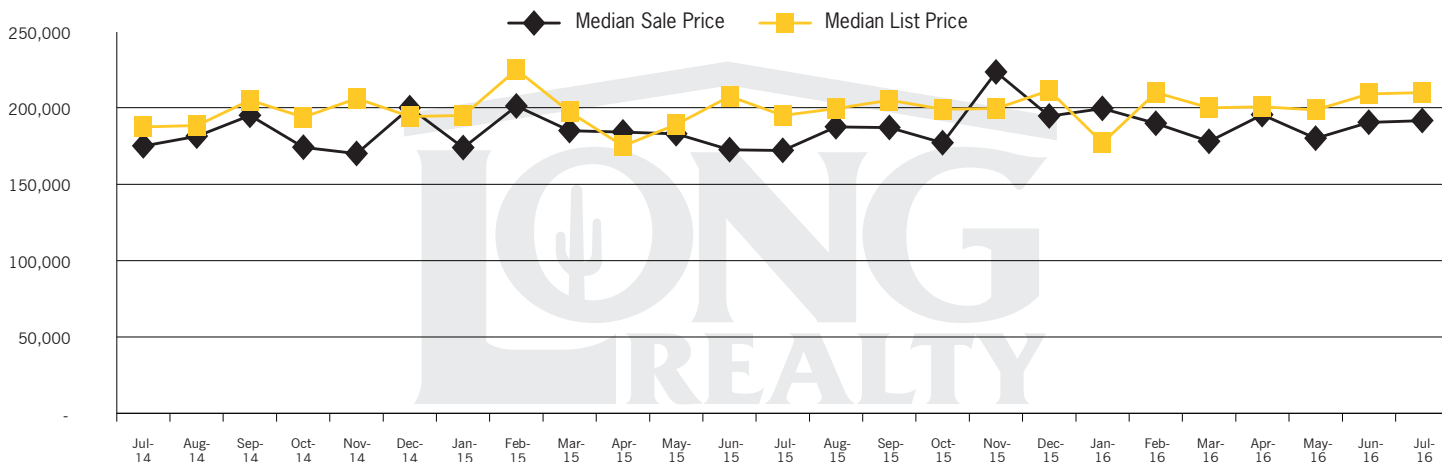


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
 All data obtained 08/03/2016 is believed to be reliable, but not guaranteed.



Continental Ranch | August 2016

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	\$172,000	4.000%	\$780.10
2016	\$191,450	3.375%	\$804.07

Source: Residential median sales prices. Data obtained 08/03/2016 from MLSSAZ 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.

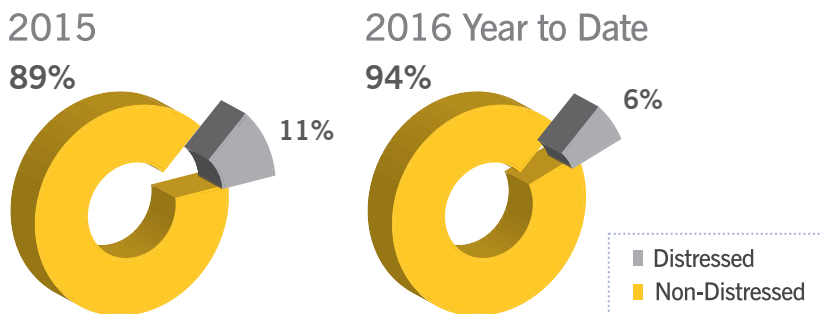
30 YEAR FIXED MORTGAGE RATE



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.





Continental Ranch | August 2016

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-16	Mar-16	Apr-16	May-16	Jun-16	Jul-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	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	0	0	2	0	n/a	0.0	Seller
\$125,000 - 149,999	2	1	3	0	2	0	0	n/a	3.0	Seller
\$150,000 - 174,999	5	5	9	9	7	8	4	1.3	0.9	Seller
\$175,000 - 199,999	2	8	5	4	6	14	10	0.2	0.4	Seller
\$200,000 - 224,999	8	3	3	4	1	8	5	1.6	1.6	Seller
\$225,000 - 249,999	7	0	3	1	2	3	2	3.5	2.1	Seller
\$250,000 - 274,999	2	1	0	3	2	4	0	n/a	1.5	Seller
\$275,000 - 299,999	0	1	0	2	1	0	2	0.0	1.0	Seller
\$300,000 - 349,999	3	0	1	1	2	1	1	3.0	1.3	Seller
\$350,000 - 399,999	0	0	1	1	0	1	0	n/a	3.0	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	29	19	25	25	23	41	24	1.2	1.0	Seller



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 08/03/2016.
3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2016 - 07/31/2016. Information is believed to be reliable, but not guaranteed.

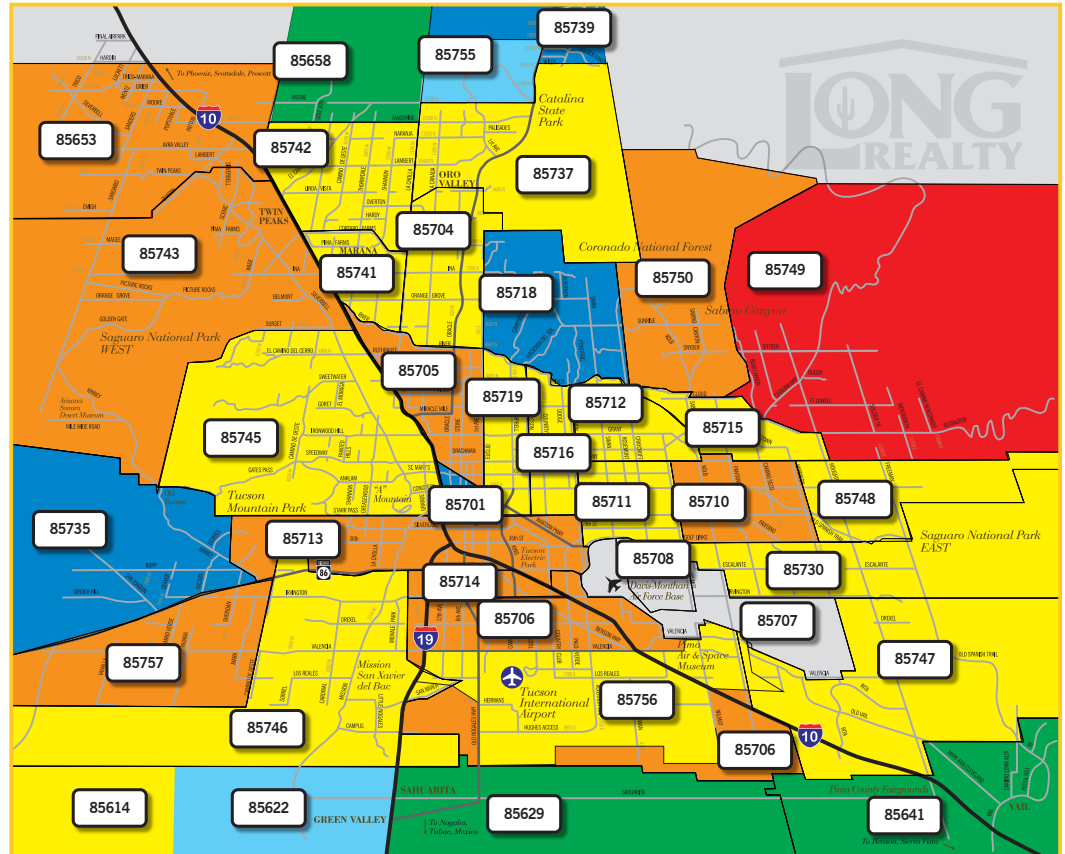


Continental Ranch | August 2016

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2015-JUL 2015 TO
 MAY 2016-JUL 2016

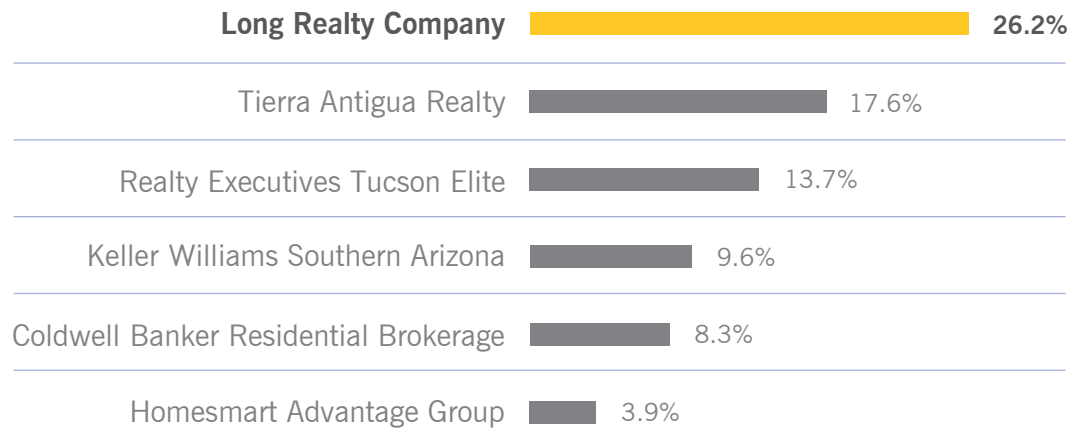
This heat map represents the percentage of change in Tucson metro median sales prices from May 2015-July 2015 to May 2016-July 2016 by zip code.



MARKET SHARE – CONTINENTAL RANCH

Long Realty leads the market in successful real estate sales.

Data Obtained 08/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2015 – 07/31/2016 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 MLSSAZ and GVARMLS on 08/03/2016. Information is believed to be reliable, but not guaranteed.