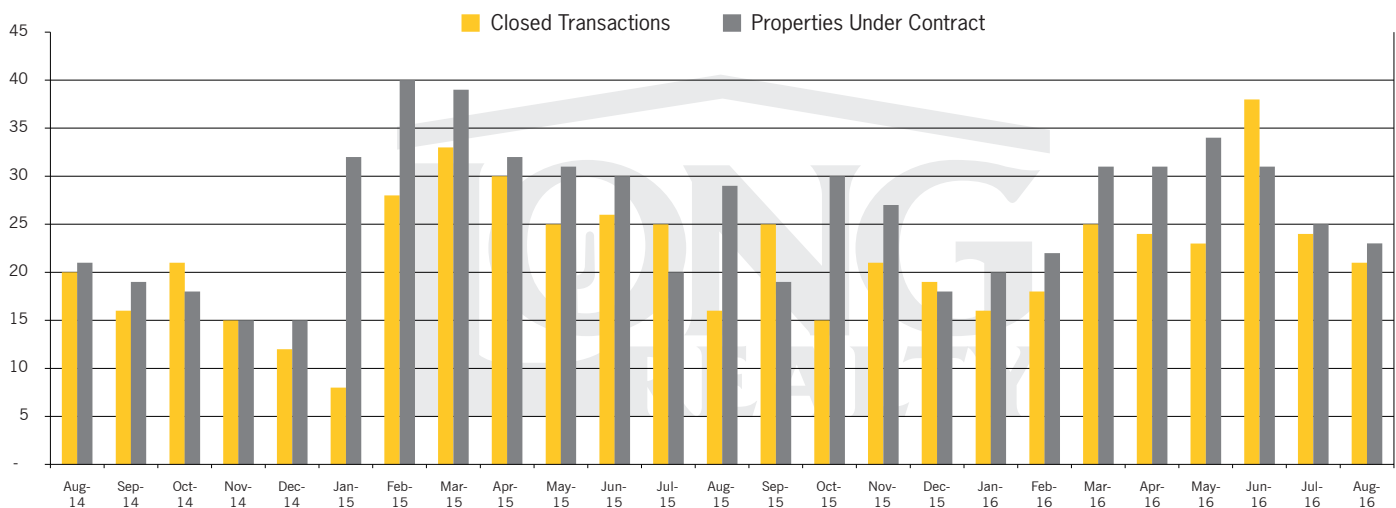




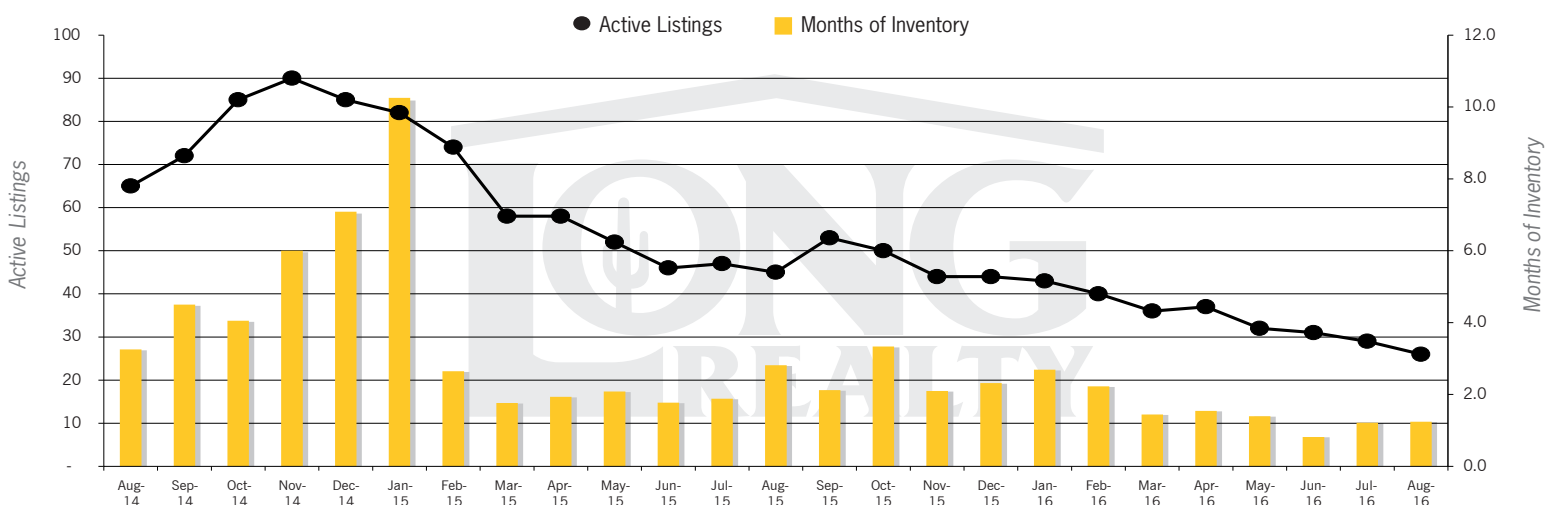
Continental Ranch | September 2016

In the Continental Ranch area, August 2016 active inventory was 26, a 42% decrease from August 2015. There were 21 closings in August 2016, a 31% increase from August 2015. Year-to-date 2016 there were 195 closings, a 4% decrease from year-to-date 2015. Months of Inventory was 1.2, down from 2.8 in August 2015. Median price of sold homes was \$198,550 for the month of August 2016, up 6% from August 2015. The Continental Ranch area had 23 new properties under contract in August 2016, down 21% from August 2015.

CLOSED SALES & NEW PROPERTIES UNDER CONTRACT – CONTINENTAL RANCH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – CONTINENTAL RANCH

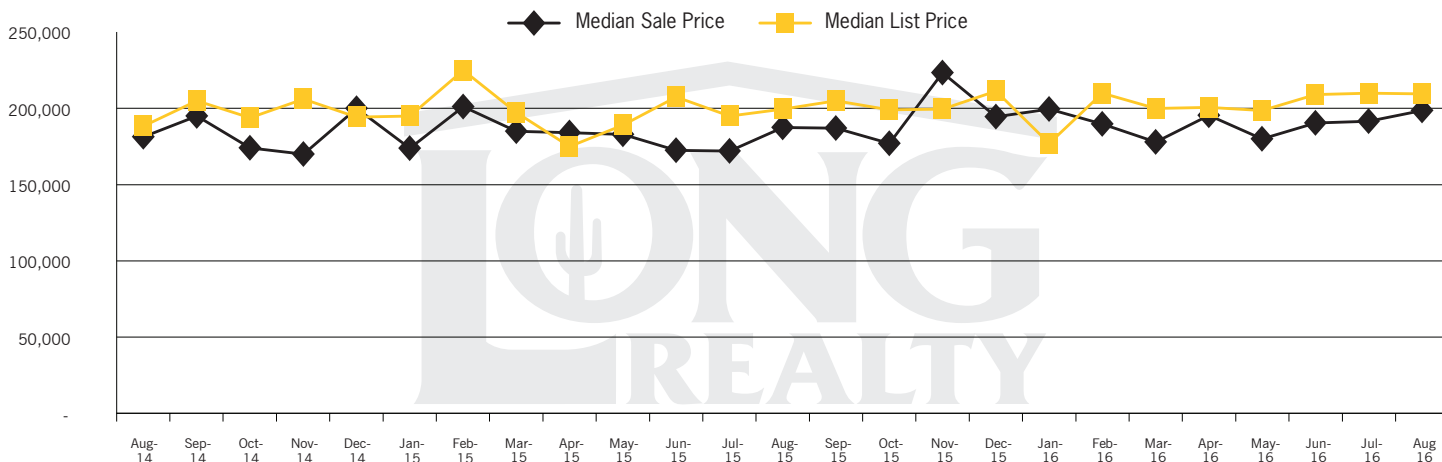


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/06/2016 is believed to be reliable, but not guaranteed.



Continental Ranch | September 2016

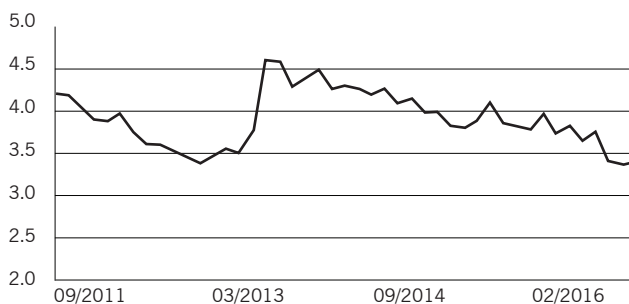
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – CONTINENTAL RANCH



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 | \$187,500 | 3.875% | \$837.61 |
| 2016 | \$198,550 | 3.375% | \$833.89 |

30 YEAR FIXED MORTGAGE RATE

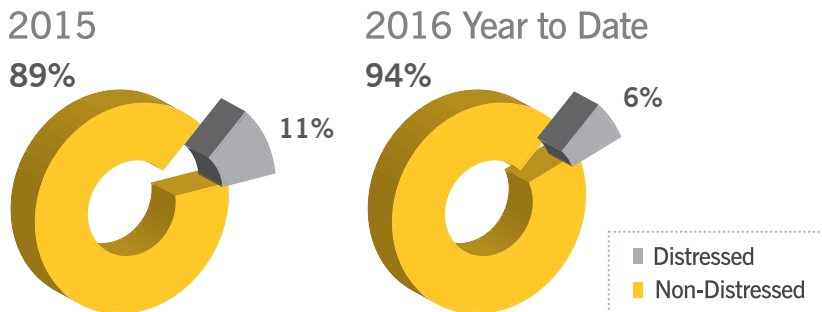


Source: Residential median sales prices. Data obtained 09/06/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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 | September 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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
| | | Mar-16 | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-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 | 2 | 0 | 0 | n/a | 0.0 | Seller |
| \$125,000 - 149,999 | 1 | 3 | 0 | 2 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$150,000 - 174,999 | 1 | 9 | 9 | 7 | 8 | 4 | 3 | 0.3 | 0.7 | Seller |
| \$175,000 - 199,999 | 6 | 5 | 4 | 6 | 14 | 10 | 8 | 0.8 | 0.3 | Seller |
| \$200,000 - 224,999 | 8 | 3 | 4 | 1 | 8 | 5 | 3 | 2.7 | 1.6 | Seller |
| \$225,000 - 249,999 | 5 | 3 | 1 | 2 | 3 | 2 | 5 | 1.0 | 1.8 | Seller |
| \$250,000 - 274,999 | 4 | 0 | 3 | 2 | 4 | 1 | 2 | 2.0 | 1.0 | Seller |
| \$275,000 - 299,999 | 0 | 0 | 2 | 1 | 0 | 2 | 0 | n/a | 0.5 | Seller |
| \$300,000 - 349,999 | 1 | 1 | 1 | 2 | 1 | 1 | 0 | n/a | 2.5 | Seller |
| \$350,000 - 399,999 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | n/a | 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 | 26 | 25 | 25 | 23 | 41 | 25 | 21 | 1.2 | 1.0 | Seller |



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 09/06/2016.

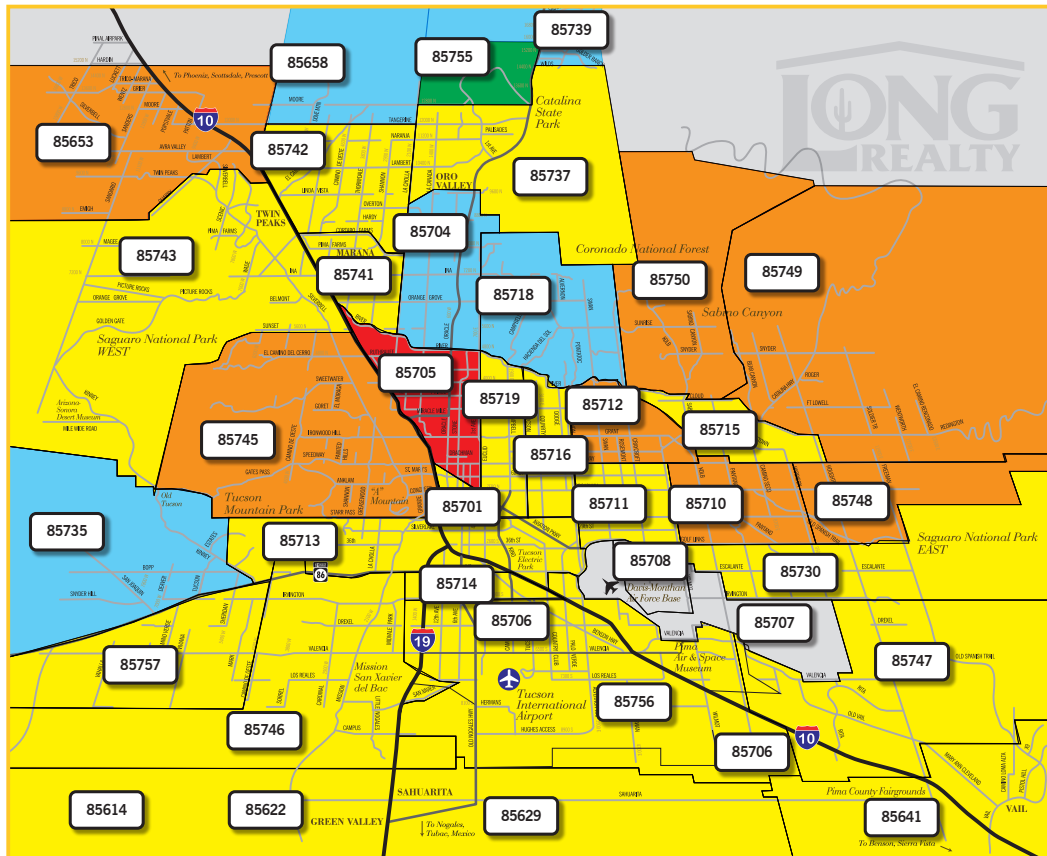
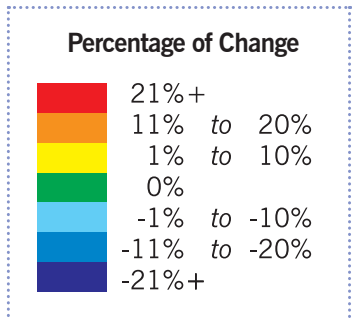
3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2016 - 08/31/2016. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2015-AUG 2015 TO JUN 2016-AUG 2016

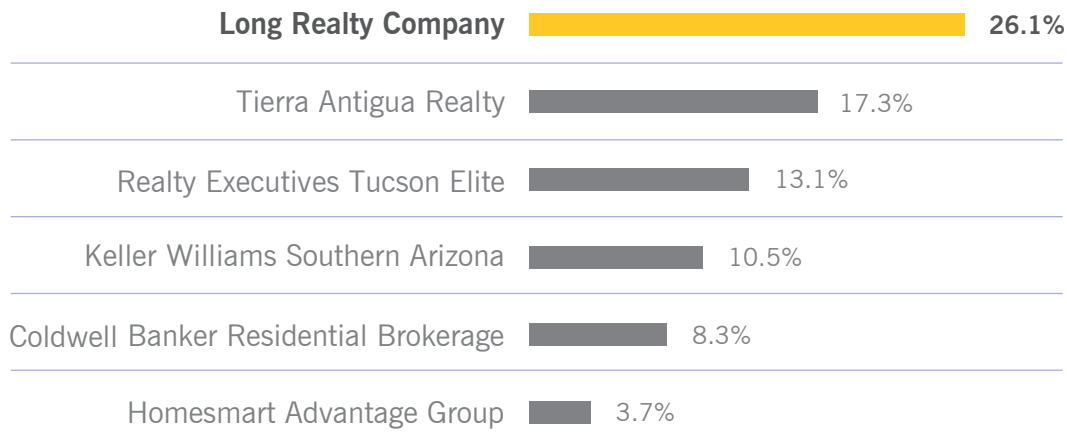
This heat map represents the percentage of change in Tucson metro median sales prices from June 2015-August 2015 to June 2016-August 2016 by zip code.



MARKET SHARE – CONTINENTAL RANCH

Long Realty leads the market in successful real estate sales.

Data Obtained 09/06/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2015 – 08/31/2016 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.