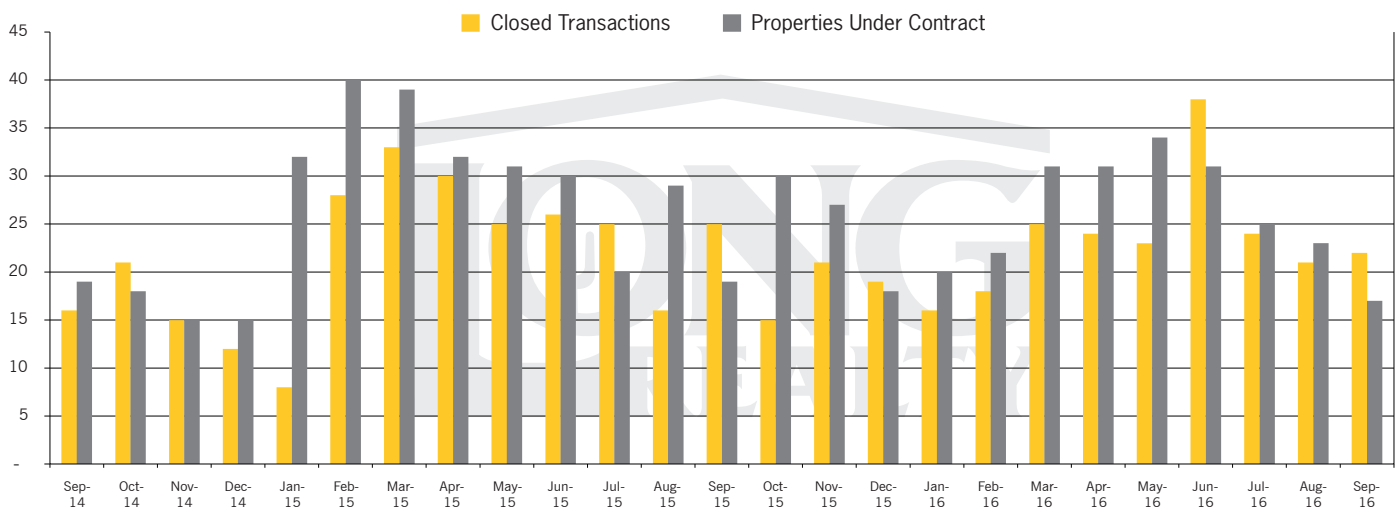




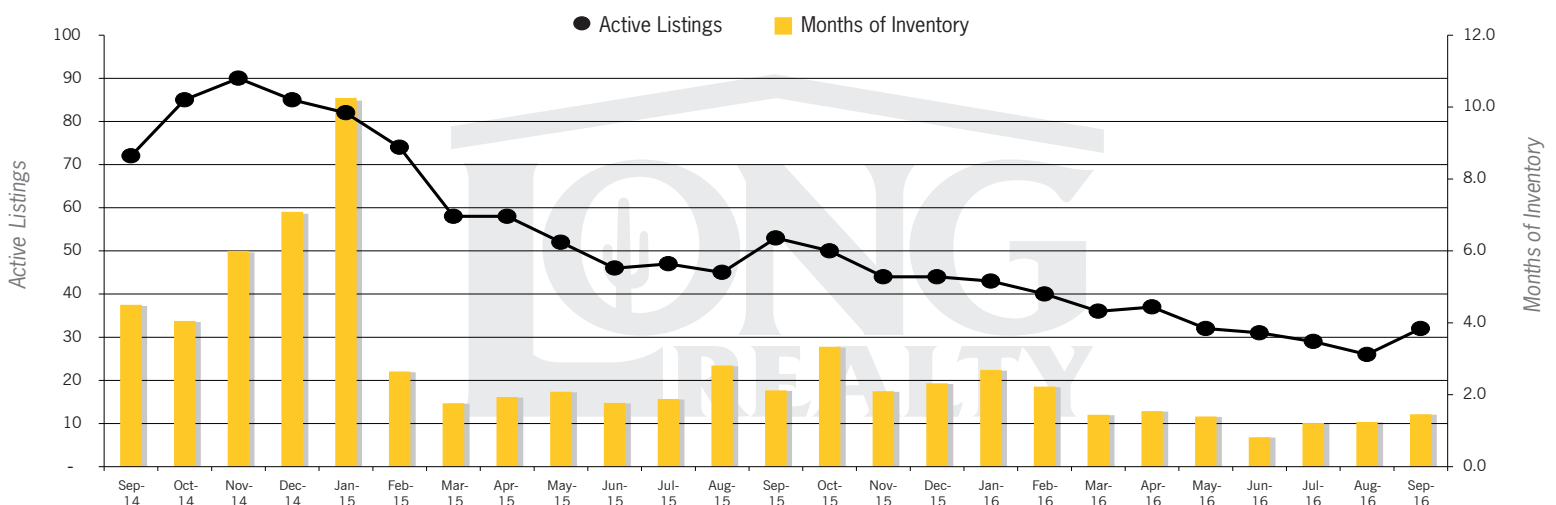
Continental Ranch | October 2016

In the Continental Ranch area, September 2016 active inventory was 32, a 40% decrease from September 2015. There were 22 closings in September 2016, a 12% decrease from September 2015. Year-to-date 2016 there were 217 closings, a 5% decrease from year-to-date 2015. Months of Inventory was 1.5, down from 2.1 in September 2015. Median price of sold homes was \$180,250 for the month of September 2016, down 4% from September 2015. The Continental Ranch area had 17 new properties under contract in September 2016, down 11% from September 2015.

CLOSED SALES & NEW PROPERTIES UNDER CONTRACT – CONTINENTAL RANCH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – CONTINENTAL RANCH

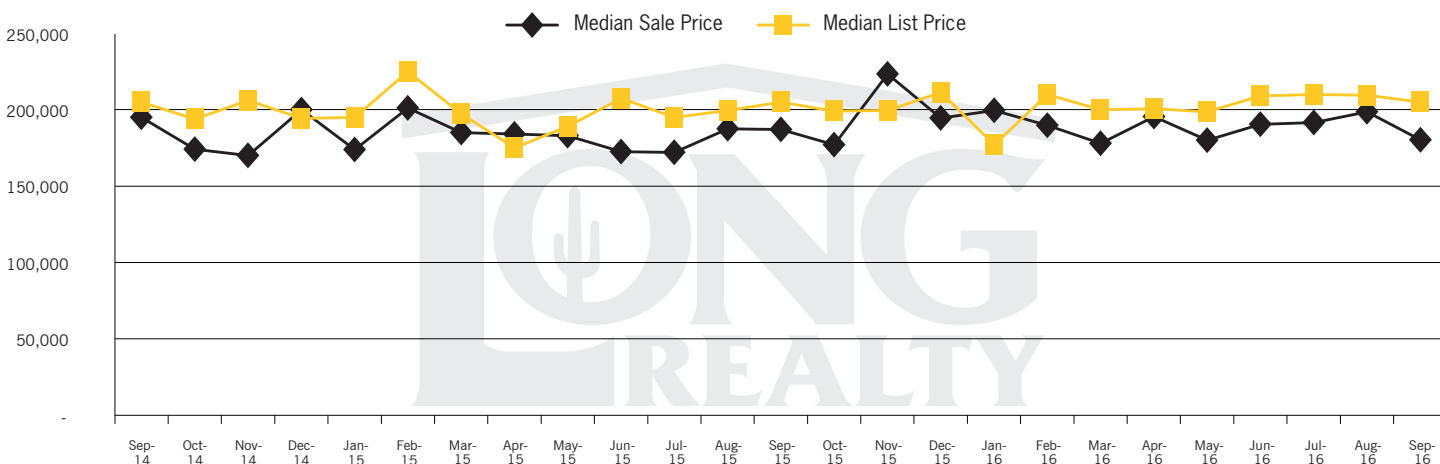


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
 All data obtained 10/05/2016 is believed to be reliable, but not guaranteed.*



Continental Ranch | October 2016

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – CONTINENTAL RANCH

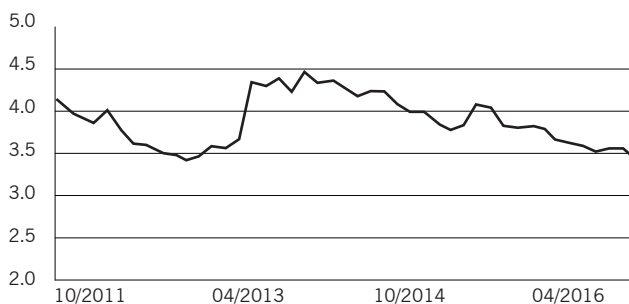


MONTHLY PAYMENT ON A MEDIAN PRICED HOME – CONTINENTAL RANCH

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2015	\$187,000	3.875%	\$835.38
2016	\$180,250	3.375%	\$757.03

Source: Residential median sales prices. Data obtained 10/05/2016 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.

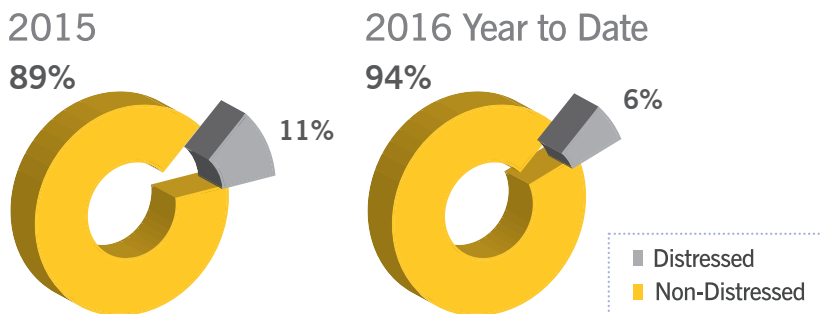
30 YEAR FIXED MORTGAGE RATE



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.





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
		Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-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	2	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	1	0	2	0	0	0	2	0.5	2.0	Seller
\$150,000 - 174,999	3	9	7	8	4	3	7	0.4	0.6	Seller
\$175,000 - 199,999	9	4	6	14	10	8	4	2.3	0.8	Seller
\$200,000 - 224,999	6	4	1	8	5	3	2	3.0	2.2	Seller
\$225,000 - 249,999	5	1	2	3	2	5	5	1.0	1.4	Seller
\$250,000 - 274,999	4	3	2	4	1	2	0	n/a	3.3	Seller
\$275,000 - 299,999	2	2	1	0	2	0	1	2.0	0.7	Seller
\$300,000 - 349,999	2	1	2	1	1	0	0	n/a	6.0	Balanced
\$350,000 - 399,999	0	1	0	1	0	0	1	0.0	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
TOTAL	32	25	23	41	25	21	22	1.5	1.3	Seller



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 10/05/2016.

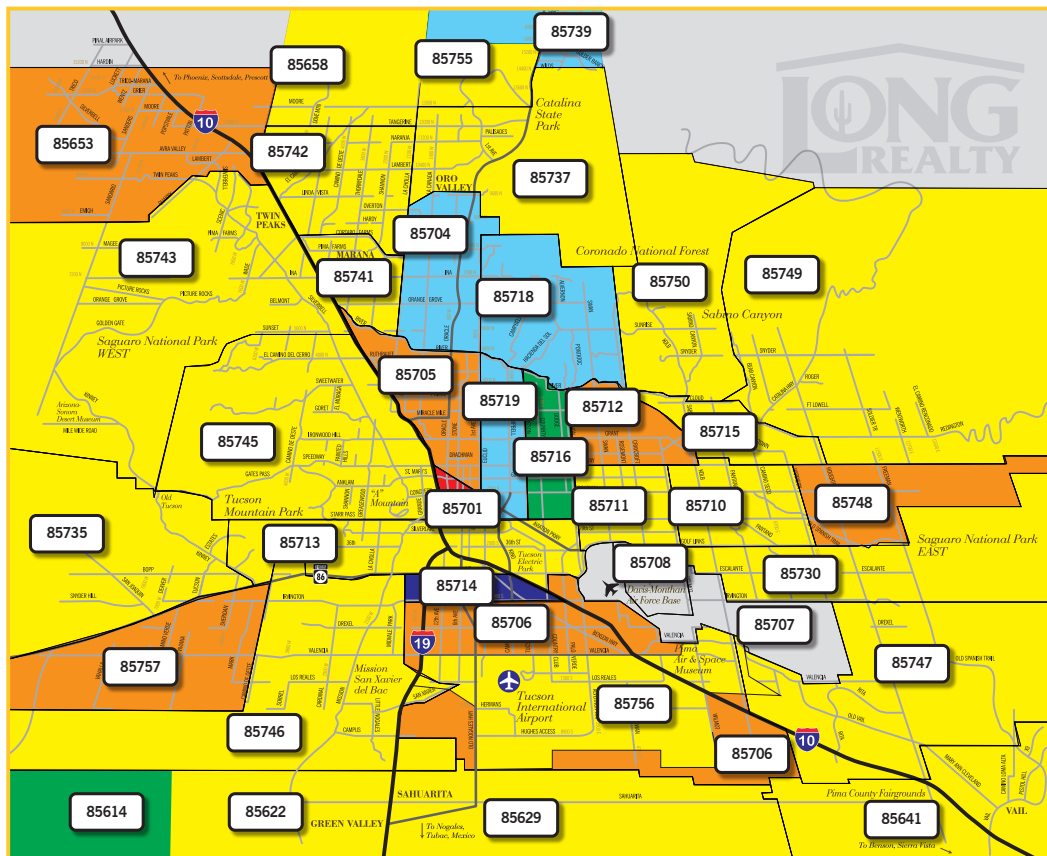
3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2016 - 09/30/2016. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2015-SEP 2015 TO JUL 2016-SEP 2016

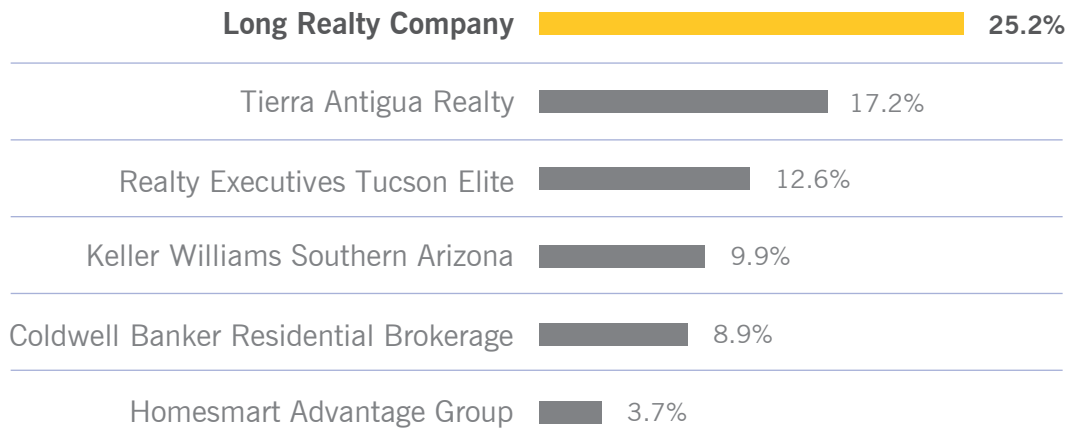
This heat map represents the percentage of change in Tucson metro median sales prices from July 2015-September 2015 to July 2016-September 2016 by zip code.



MARKET SHARE – CONTINENTAL RANCH

Long Realty leads the market in successful real estate sales.

Data Obtained 10/05/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2015 – 09/30/2016 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 10/05/2016. Information is believed to be reliable, but not guaranteed.