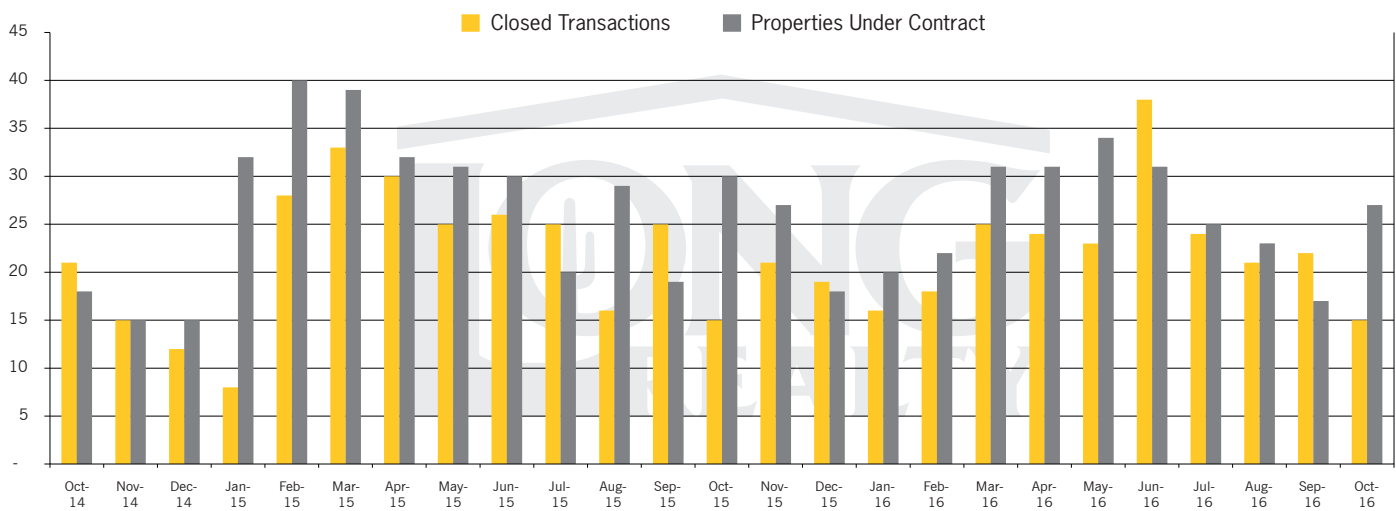




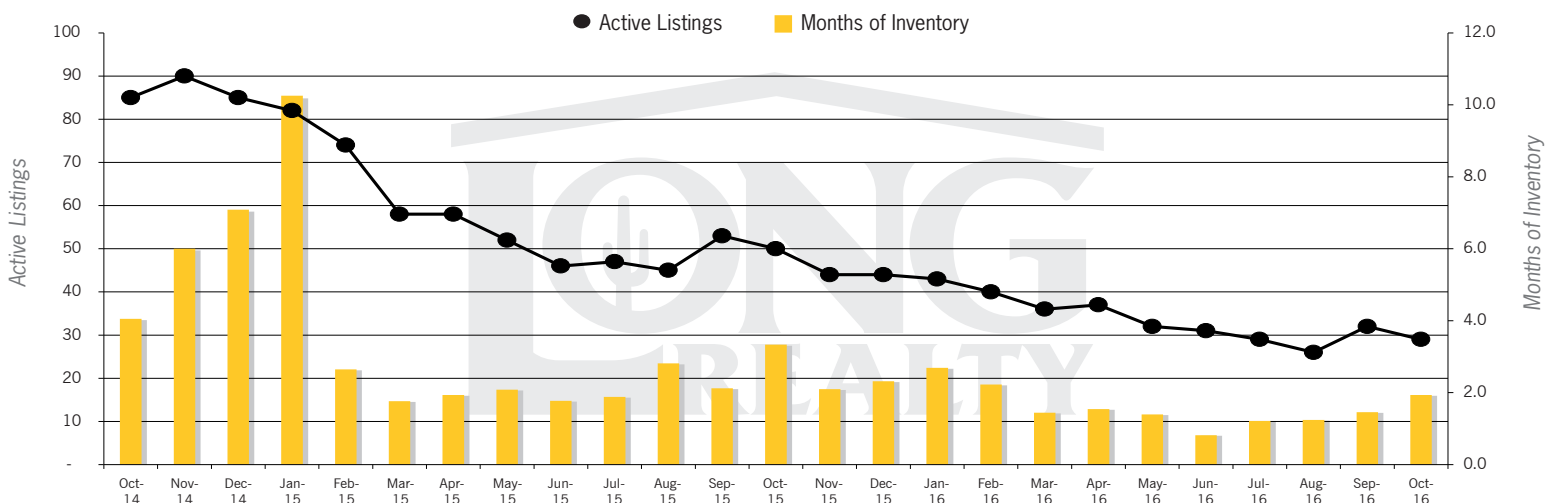
## Continental Ranch | November 2016

In the Continental Ranch area, October 2016 active inventory was 29, a 42% decrease from October 2015. There were 15 closings in October 2016, virtually unchanged from October 2015. Year-to-date 2016 there were 232 closings, a 5% decrease from year-to-date 2015. Months of Inventory was 1.9, down from 3.3 in October 2015. Median price of sold homes was \$185,000 for the month of October 2016, up 5% from October 2015. The Continental Ranch area had 27 new properties under contract in October 2016, down 10% from October 2015.

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



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

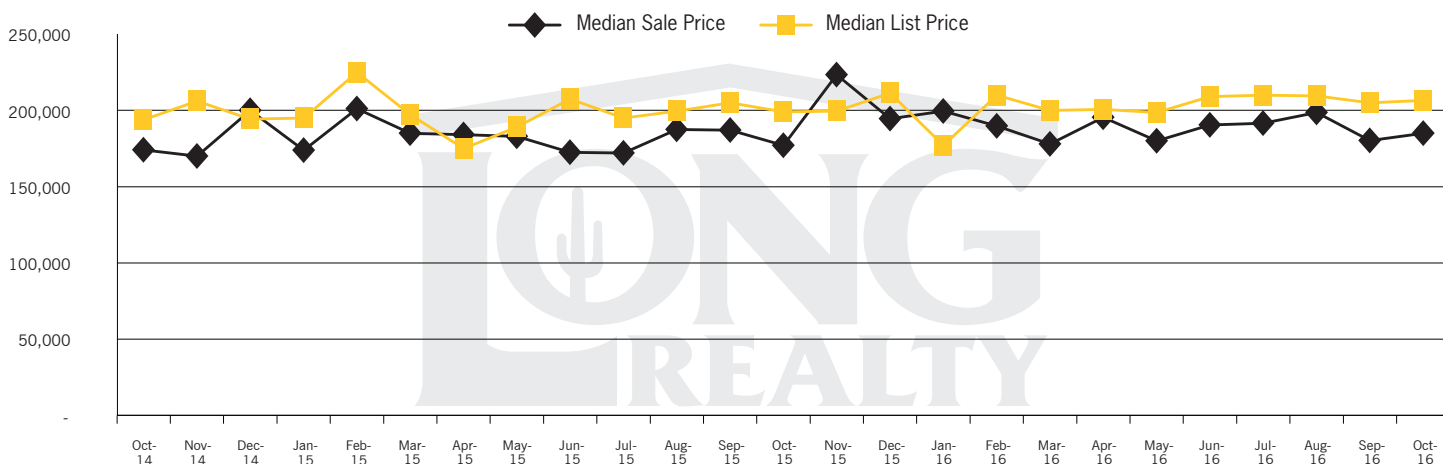


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
 All data obtained 11/03/2016 is believed to be reliable, but not guaranteed.



## Continental Ranch | November 2016

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

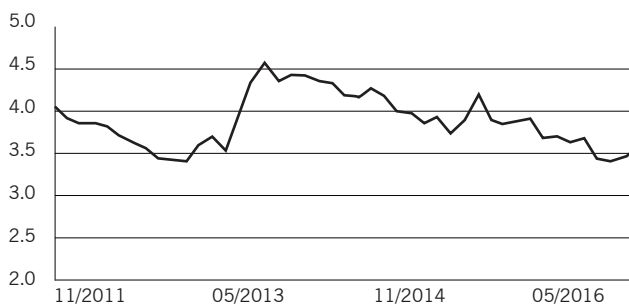


### MONTHLY PAYMENT ON A MEDIAN PRICED HOME – CONTINENTAL RANCH

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2015	\$177,000	3.750%	\$778.73
2016	\$185,000	3.500%	\$789.20

Source: Residential median sales prices. Data obtained 11/03/2016 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.

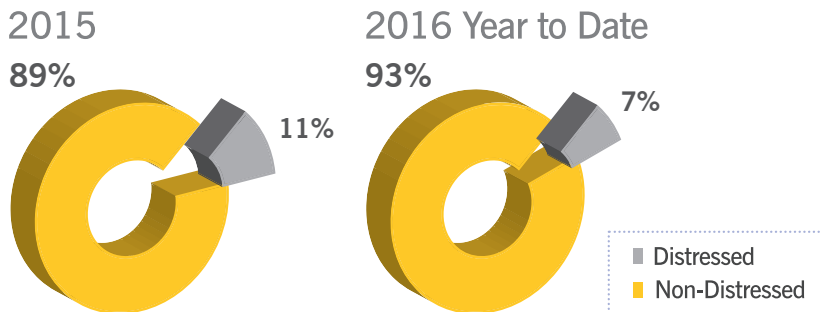
### 30 YEAR FIXED MORTGAGE RATE



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 | November 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
		May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-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	2	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	2	0	0	0	2	1	0.0	0.7	Seller
\$150,000 - 174,999	5	7	8	4	3	7	4	1.3	0.6	Seller
\$175,000 - 199,999	9	6	14	10	8	4	4	2.3	1.5	Seller
\$200,000 - 224,999	4	1	8	5	3	2	1	4.0	3.0	Seller
\$225,000 - 249,999	3	2	3	2	5	5	3	1.0	1.0	Seller
\$250,000 - 274,999	4	2	4	1	2	0	0	n/a	6.0	Balanced
\$275,000 - 299,999	3	1	0	2	0	1	0	n/a	5.0	Balanced
\$300,000 - 349,999	1	2	1	1	0	0	2	0.5	2.0	Seller
\$350,000 - 399,999	0	0	1	0	0	1	0	n/a	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
<b>TOTAL</b>	<b>29</b>	<b>23</b>	<b>41</b>	<b>25</b>	<b>21</b>	<b>22</b>	<b>15</b>	<b>1.9</b>	<b>1.5</b>	<b>Seller</b>



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 11/03/2016.  
3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2016 - 10/31/2016. Information is believed to be reliable, but not guaranteed.

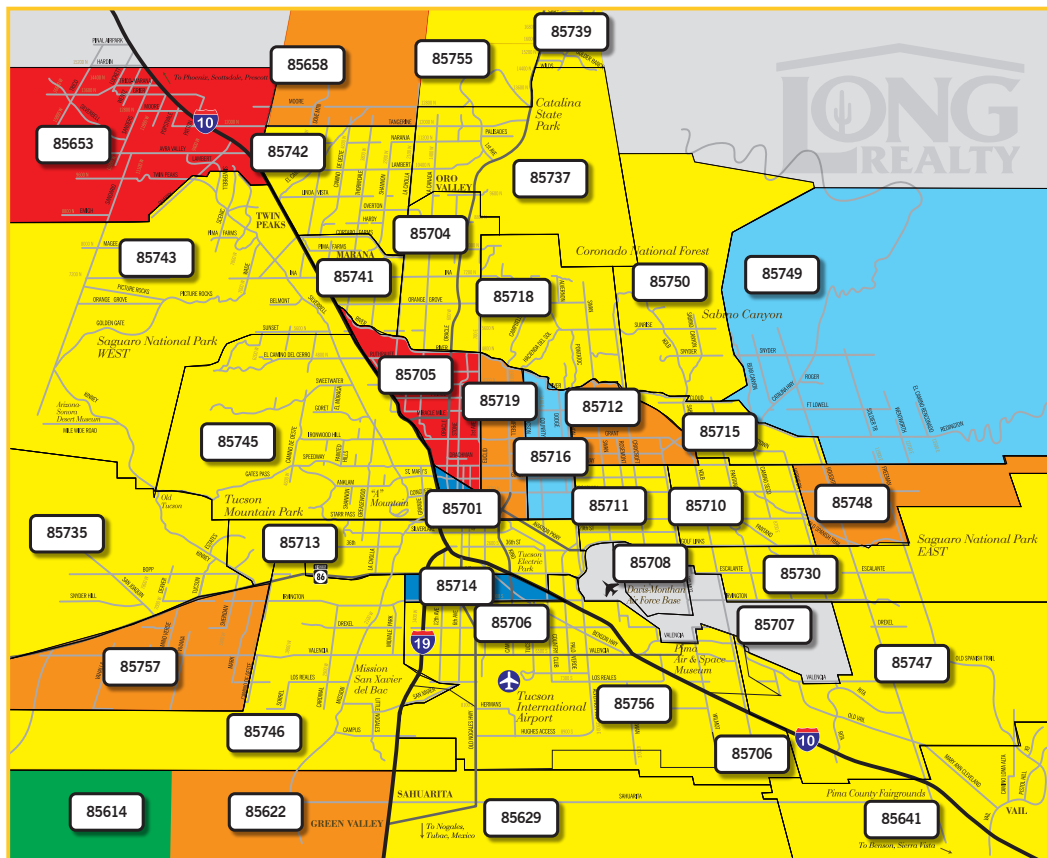
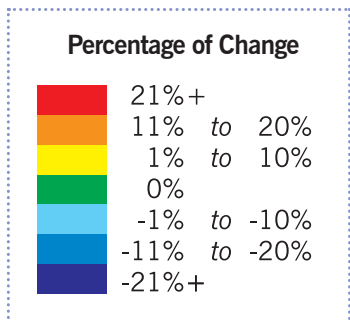


## Continental Ranch | November 2016

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2015-OCT 2015 TO  
AUG 2016-OCT 2016

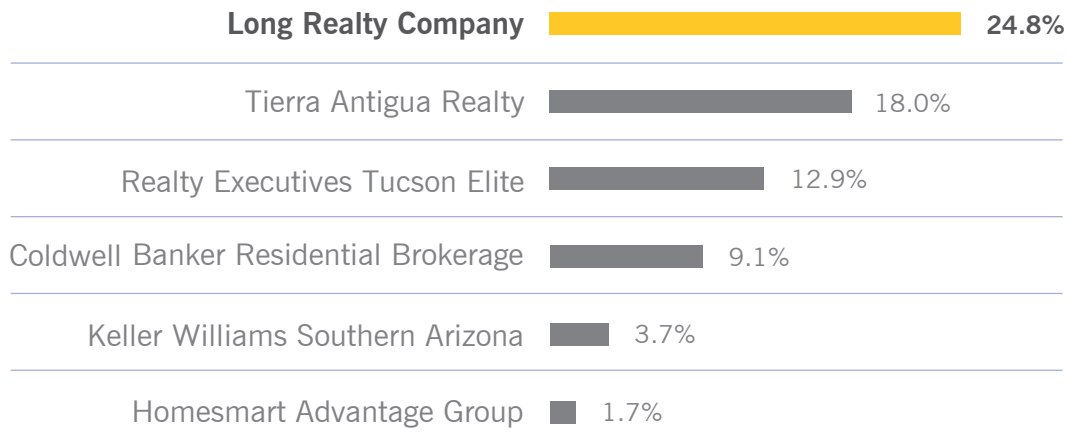
This heat map represents the percentage of change in Tucson metro median sales prices from August 2015-October 2015 to August 2016-October 2016 by zip code.



### MARKET SHARE – CONTINENTAL RANCH

Long Realty leads the market in successful real estate sales.

Data Obtained 11/03/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2015 – 10/31/2016 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 11/03/2016. Information is believed to be reliable, but not guaranteed.*