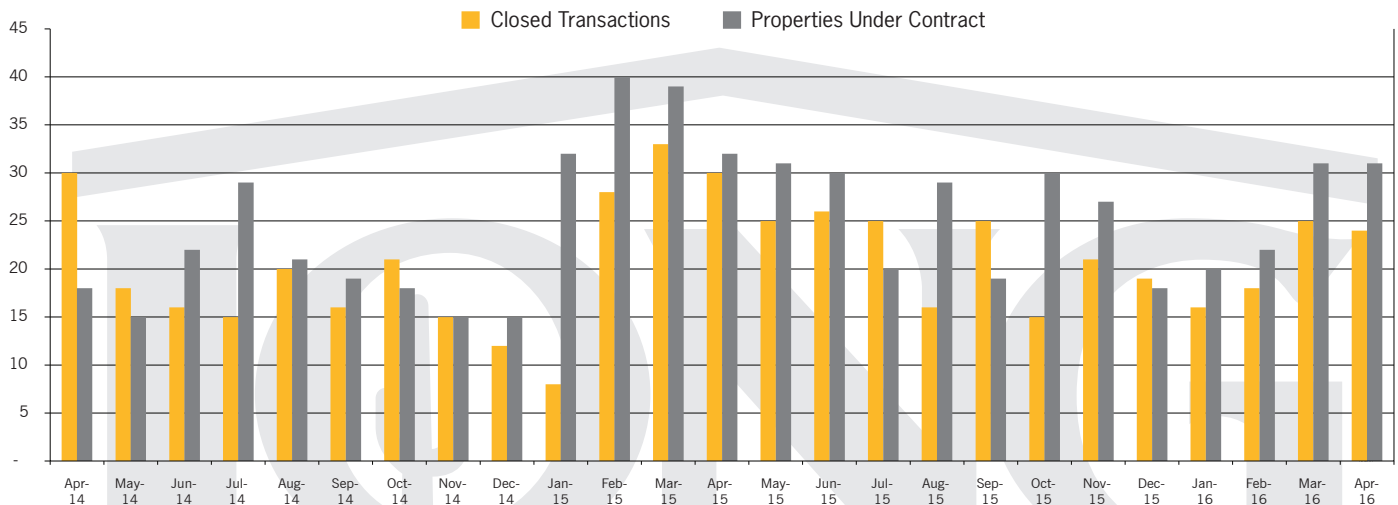




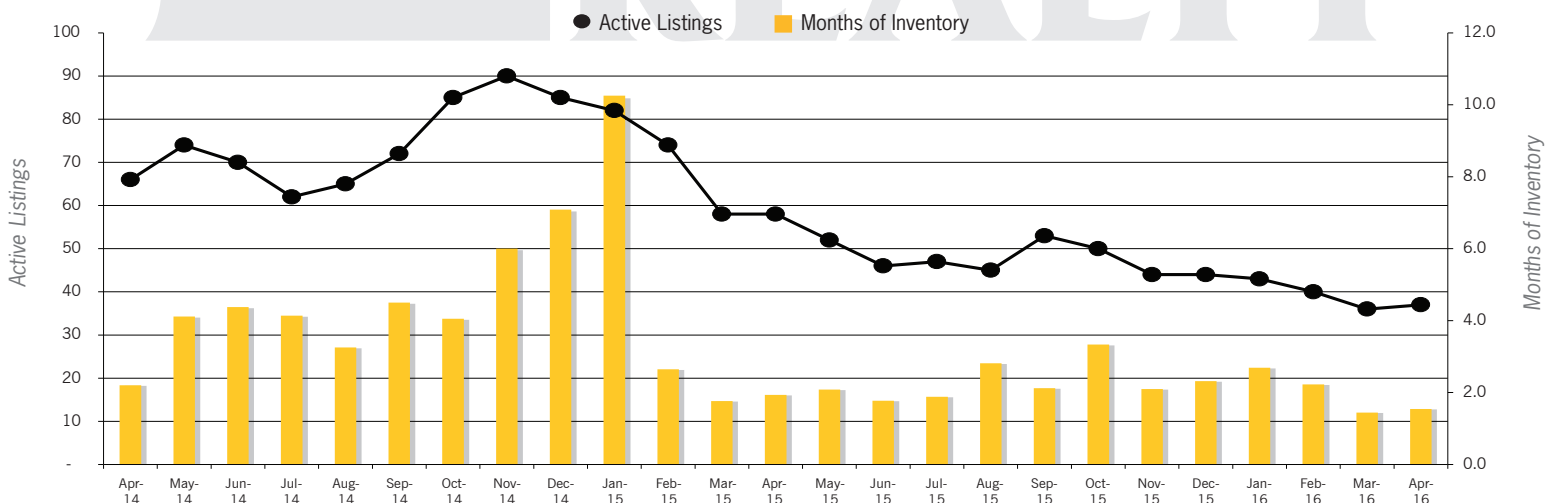
## Continental Ranch | May 2016

In the Continental Ranch area, April 2016 active inventory was 37, a 36% decrease from April 2015. There were 24 closings in April 2016, a 20% decrease from April 2015. Year-to-date 2016 there were 84 closings, an 18% decrease from year-to-date 2015. Months of Inventory was 1.5, down from 1.9 in April 2015. Median price of sold homes was \$195,500 for the month of April 2016, up 6% from April 2015. The Continental Ranch area had 31 new properties under contract in April 2016, down 3% from April 2015.

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



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

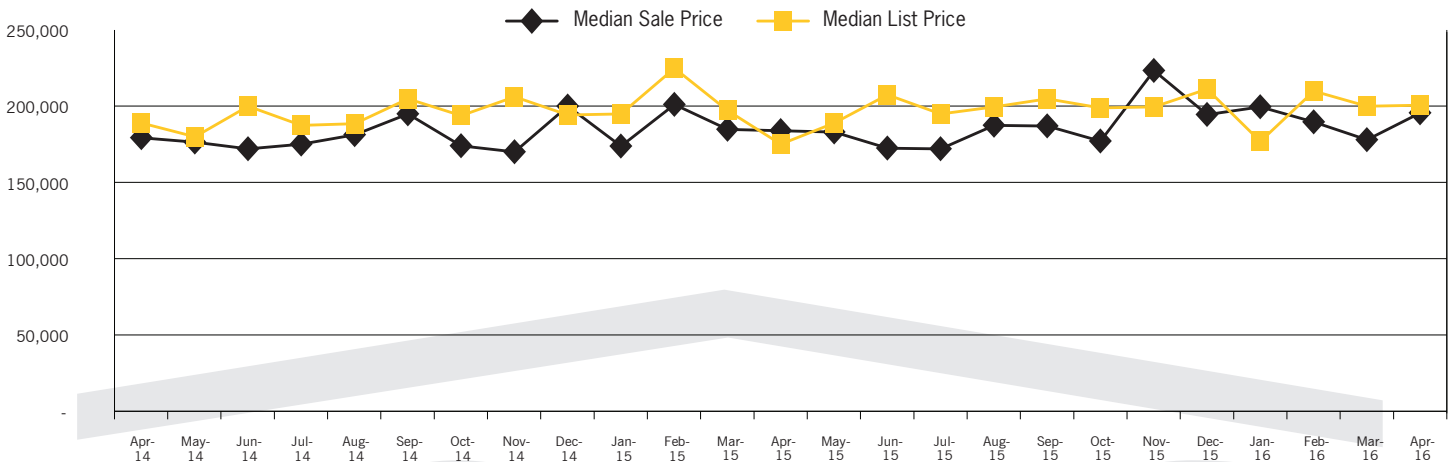


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 05/04/2016 is believed to be reliable, but not guaranteed.



Continental Ranch | May 2016

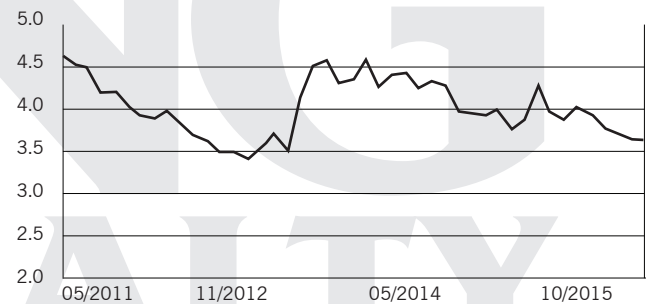
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – CONTINENTAL RANCH



## 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	\$184,000	3.875%	\$821.97
2016	\$195,500	3.625%	\$847.00

## 30 YEAR FIXED MORTGAGE RATE



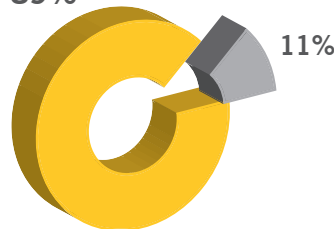
Source: Residential median sales prices. Data obtained 05/04/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

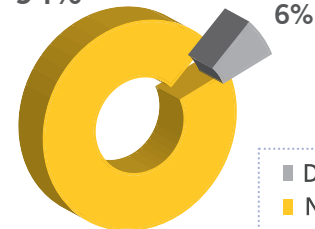
## DISTRESSED VS. NON-DISTRESSED SALES – CONTINENTAL RANCH

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.

2015  
89%



2016 Year to Date  
94%



■ Distressed  
■ Non-Distressed



Continental Ranch | May 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
		Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-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	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	2	3	1	1	3	0	n/a	0.3	Seller
\$150,000 - 174,999	3	4	4	2	5	9	9	0.3	0.8	Seller
\$175,000 - 199,999	15	4	5	5	8	5	4	3.8	1.9	Seller
\$200,000 - 224,999	6	3	2	4	3	3	4	1.5	1.6	Seller
\$225,000 - 249,999	6	5	4	1	0	3	0	n/a	7.0	Slightly Buyer
\$250,000 - 274,999	4	2	3	0	1	0	3	1.3	3.0	Seller
\$275,000 - 299,999	2	1	0	2	1	0	2	1.0	2.0	Seller
\$300,000 - 349,999	0	0	0	1	0	1	1	0.0	1.5	Seller
\$350,000 - 399,999	1	1	0	0	0	1	1	1.0	1.0	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>37</b>	<b>22</b>	<b>21</b>	<b>16</b>	<b>19</b>	<b>25</b>	<b>24</b>	<b>1.5</b>	<b>1.7</b>	<b>Seller</b>

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

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

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2016 - 04/30/2016. Information is believed to be reliable, but not guaranteed.

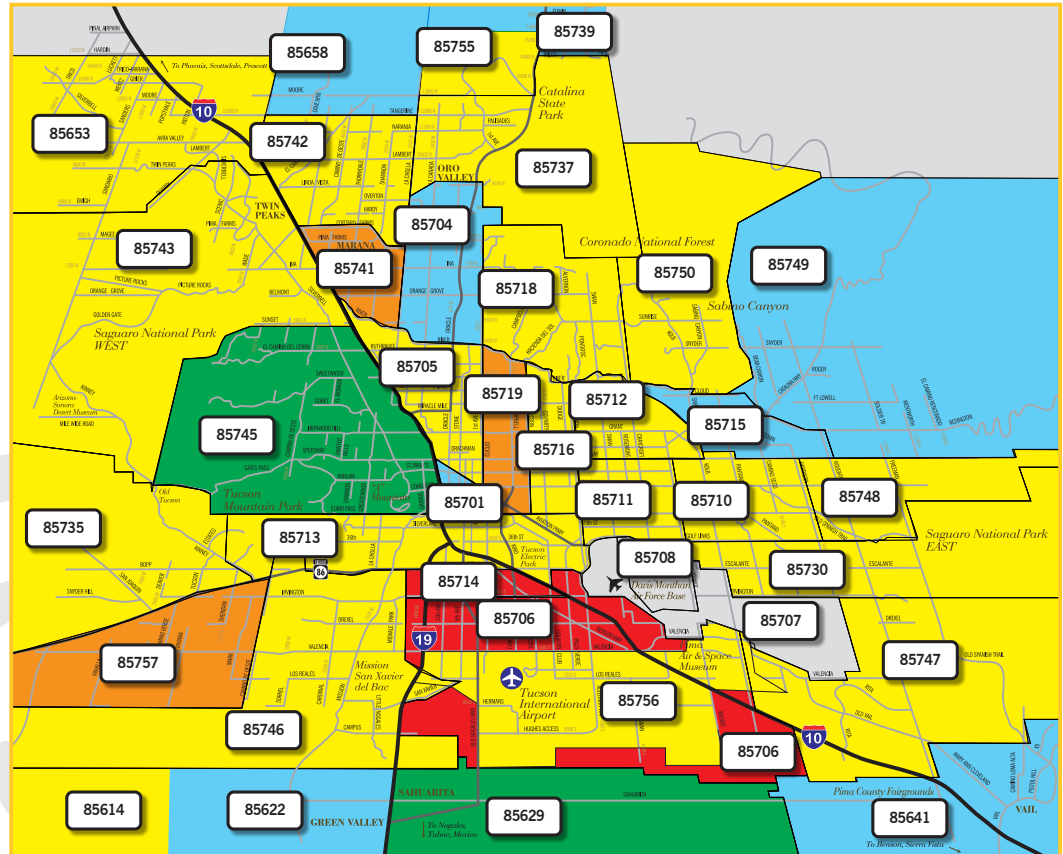
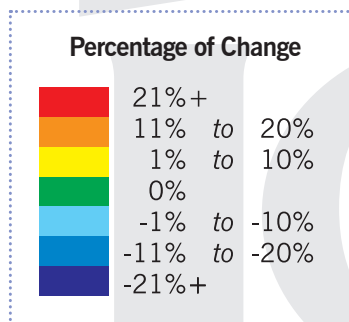


Continental Ranch | May 2016

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2015-APR 2015 TO  
FEB 2016-APR 2016

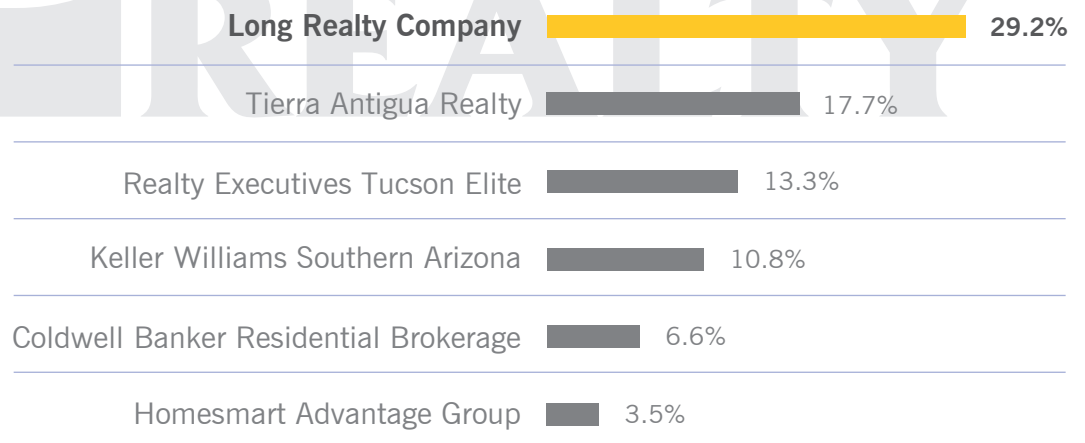
*This heat map represents the percentage of change in Tucson metro median sales prices from February 2015-April 2015 to February 2016-April 2016 by zip code.*



## MARKET SHARE – CONTINENTAL RANCH

*Long Realty leads the market in successful real estate sales.*

*Data Obtained 05/04/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2015 – 04/30/2016 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.