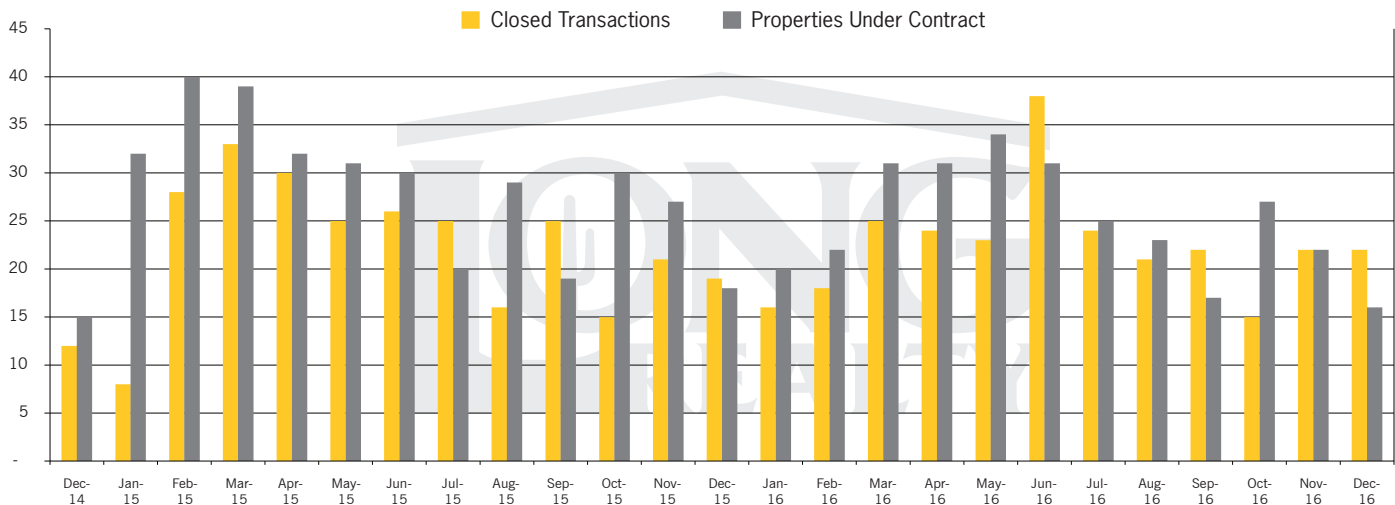




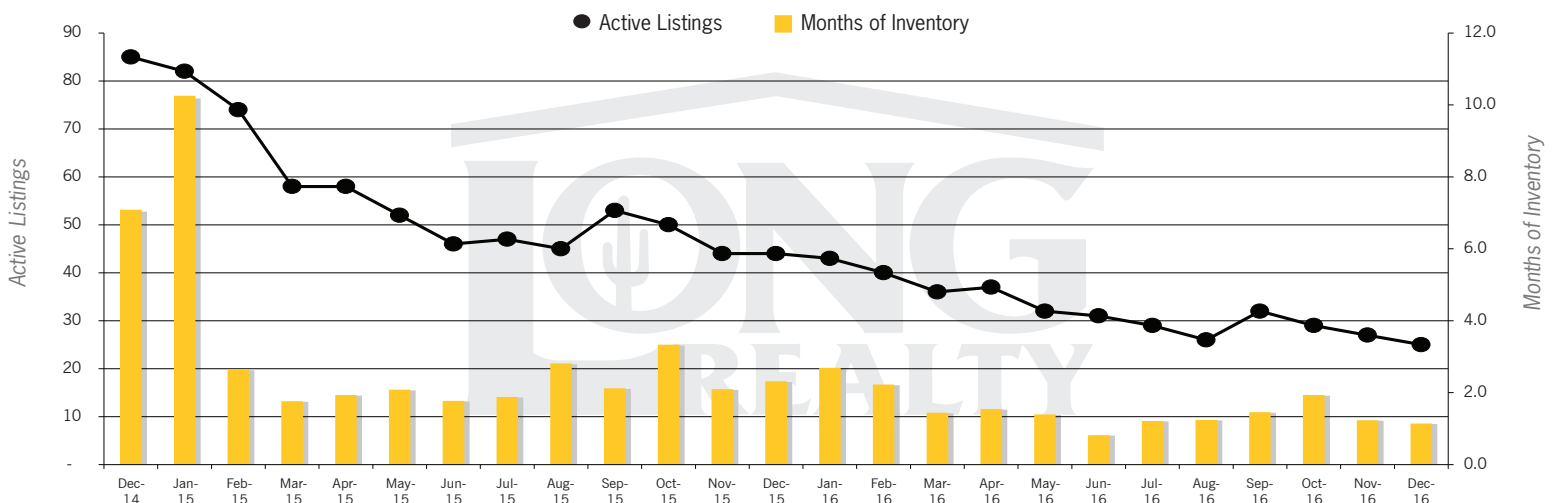
Continental Ranch | January 2017

In the Continental Ranch area, December 2016 active inventory was 25, a 43% decrease from December 2015. There were 22 closings in December 2016, a 16% increase from December 2015. Year-to-date 2016 there were 278 closings, a 3% decrease from year-to-date 2015. Months of Inventory was 1.1, down from 2.3 in December 2015. Median price of sold homes was \$190,500 for the month of December 2016, down 2% from December 2015. The Continental Ranch area had 16 new properties under contract in December 2016, down 11% from December 2015.

CLOSED SALES & NEW PROPERTIES UNDER CONTRACT – CONTINENTAL RANCH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – CONTINENTAL RANCH

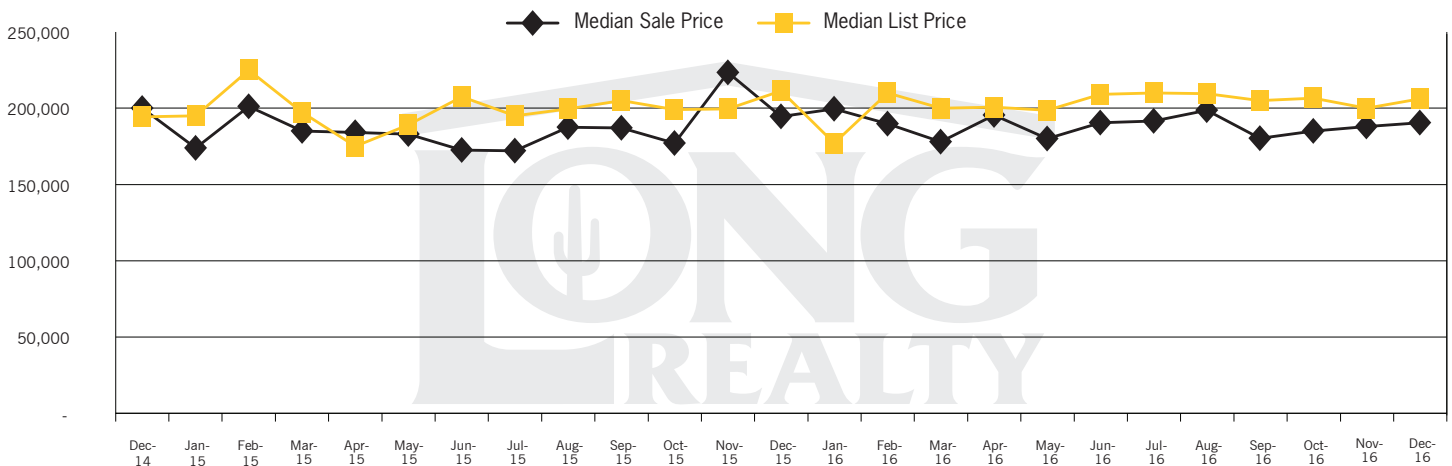


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 01/05/2017 is believed to be reliable, but not guaranteed.*



Continental Ranch | January 2017

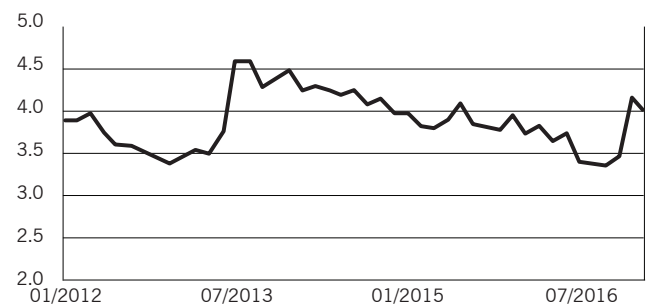
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – CONTINENTAL RANCH



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	\$194,500	3.875%	\$868.88
2016	\$190,500	4.375%	\$903.58

30 YEAR FIXED MORTGAGE RATE



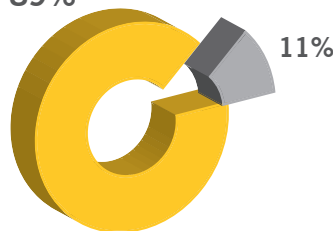
Source: Residential median sales prices. Data obtained 01/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

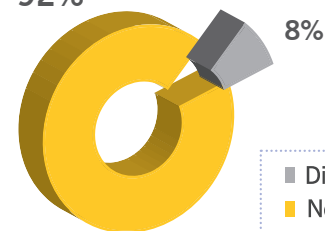
DISTRESSED VS. NON-DISTRESSED SALES – CONTINENTAL RANCH

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
92%



■ Distressed
■ Non-Distressed



Continental Ranch | January 2017

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
		Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-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	1	0	n/a	0.0	Seller
\$125,000 - 149,999	1	0	0	2	1	1	0	n/a	1.0	Seller
\$150,000 - 174,999	3	4	3	7	4	7	7	0.4	0.6	Seller
\$175,000 - 199,999	4	10	8	5	4	5	5	0.8	1.5	Seller
\$200,000 - 224,999	7	5	3	2	1	6	4	1.8	1.5	Seller
\$225,000 - 249,999	2	2	5	5	3	2	1	2.0	1.3	Seller
\$250,000 - 274,999	6	1	2	0	0	0	0	n/a	n/a	n/a
\$275,000 - 299,999	1	2	0	1	0	0	3	0.3	1.7	Seller
\$300,000 - 349,999	1	1	0	0	2	1	2	0.5	0.4	Seller
\$350,000 - 399,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$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	25	25	21	23	15	23	22	1.1	1.4	Seller

				
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 01/05/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2016 - 12/31/2016. Information is believed to be reliable, but not guaranteed.

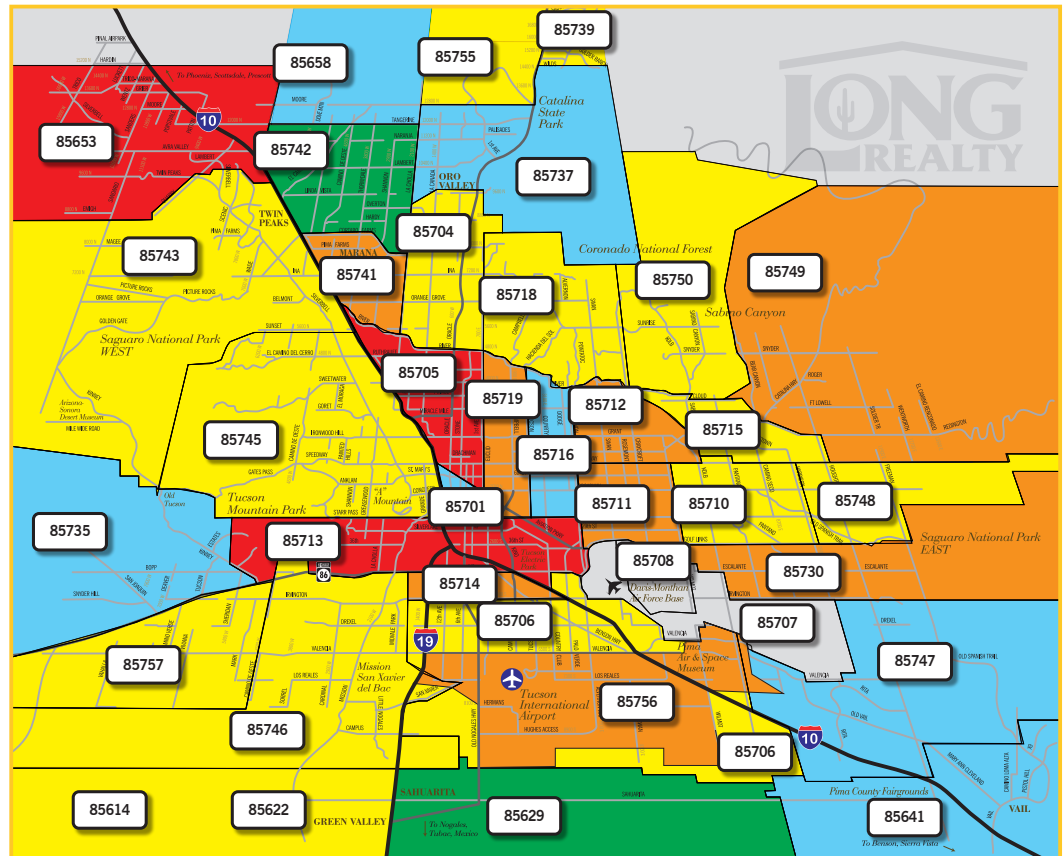


Continental Ranch | January 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2015-DEC 2015 TO
OCT 2016-DEC 2016

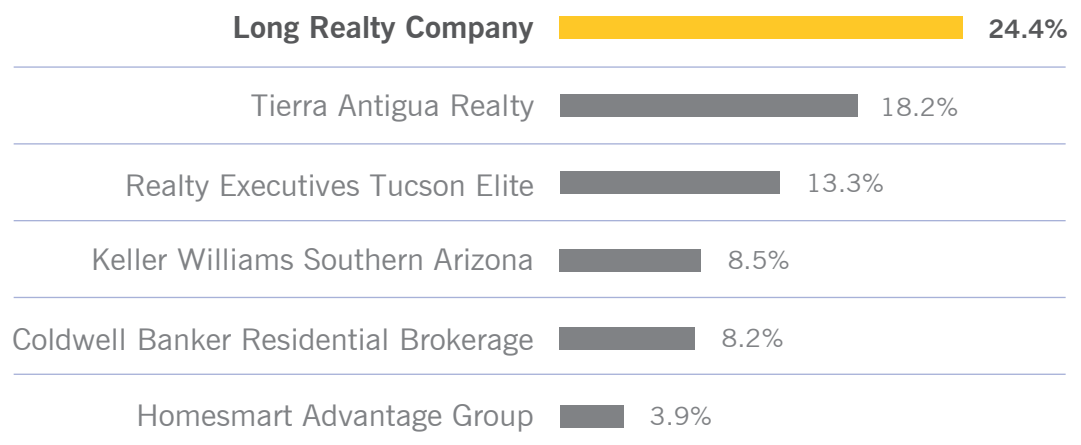
This heat map represents the percentage of change in Tucson metro median sales prices from October 2015-December 2015 to October 2016-December 2016 by zip code.



MARKET SHARE – CONTINENTAL RANCH

Long Realty leads the market in successful real estate sales.

Data Obtained 01/05/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2016 – 12/31/2016 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.