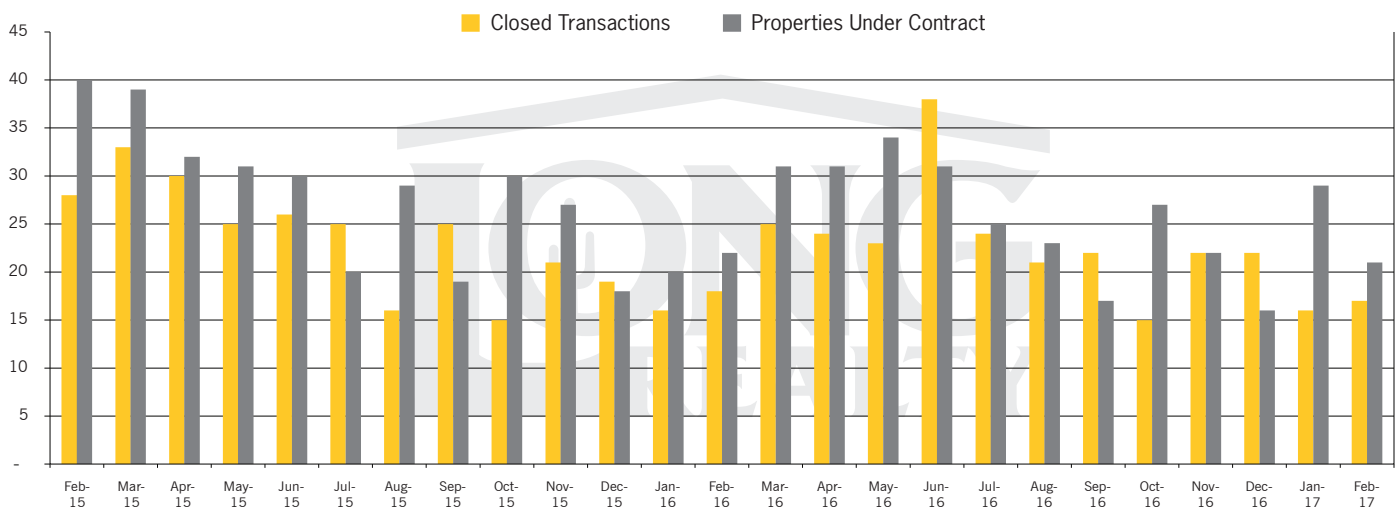




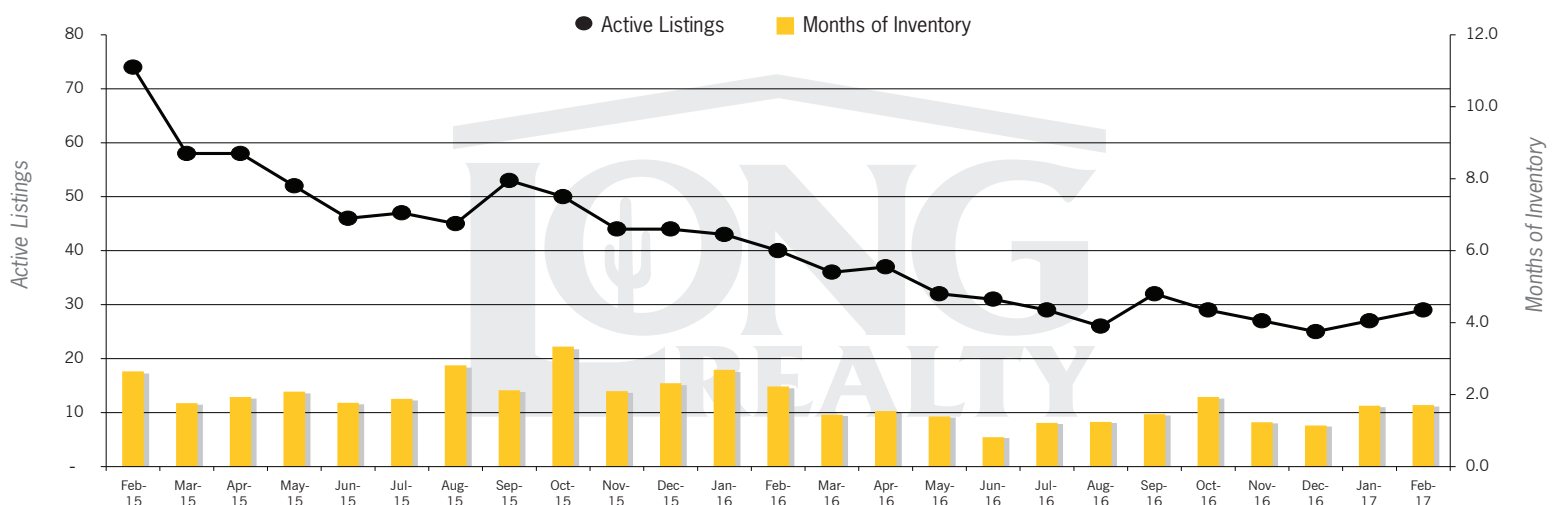
## Continental Ranch | March 2017

In the Continental Ranch area, February 2017 active inventory was 29, a 28% decrease from February 2016. There were 17 closings in February 2017, a 6% decrease from February 2016. Year-to-date 2017 there were 33 closings, a 6% decrease from year-to-date 2016. Months of Inventory was 1.7, down from 2.2 in February 2016. Median price of sold homes was \$199,900 for the month of February 2017, up 5% from February 2016. The Continental Ranch area had 21 new properties under contract in February 2017, down 5% from February 2016.

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



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

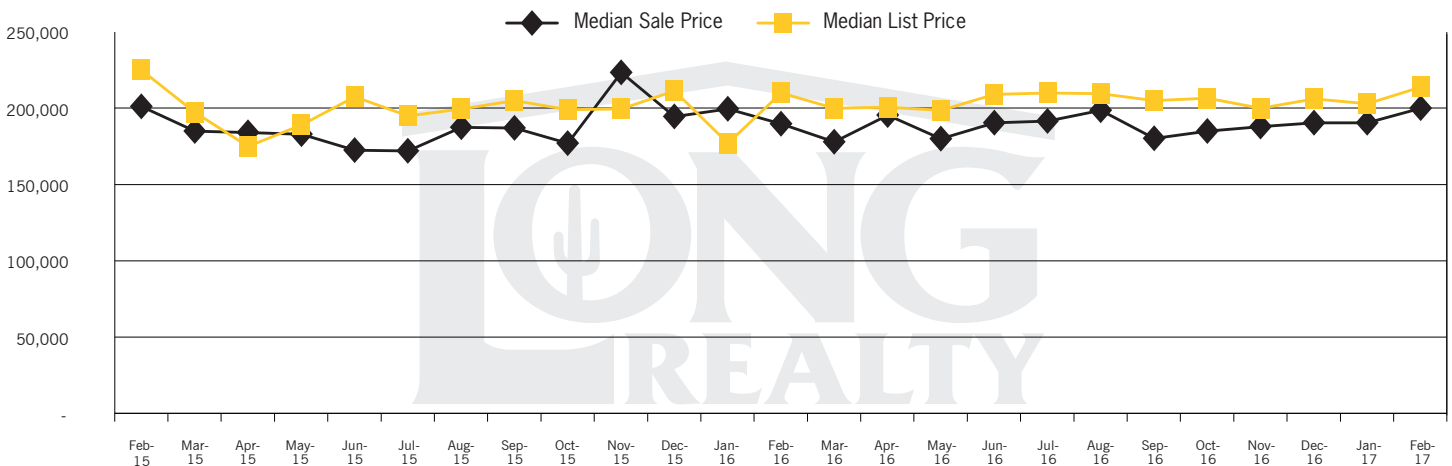


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 03/03/2017 is believed to be reliable, but not guaranteed.*



Continental Ranch | March 2017

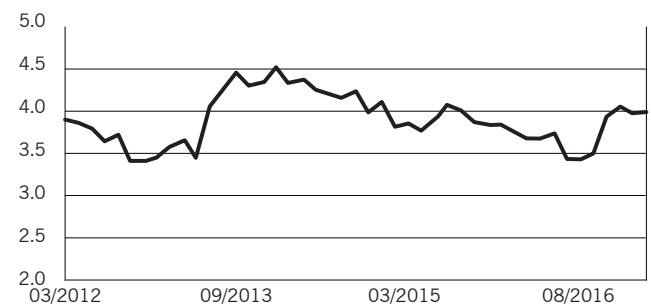
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – CONTINENTAL RANCH



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

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2016	\$189,750	3.675%	\$827.17
2017	\$199,900	4.250%	\$934.22

## 30 YEAR FIXED MORTGAGE RATE



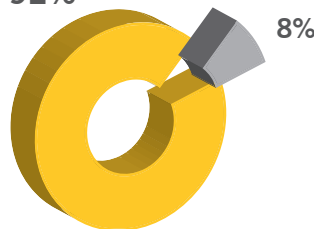
Source: Residential median sales prices. Data obtained 03/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

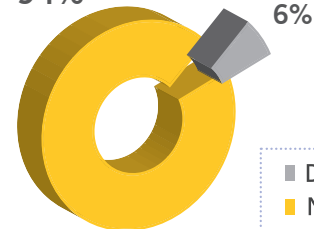
## DISTRESSED VS. NON-DISTRESSED SALES – CONTINENTAL RANCH

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.

2016  
92%



2017 Year to Date  
94%



■ Distressed  
■ Non-Distressed



Continental Ranch | March 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
		Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17			
\$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	1	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	1	2	1	1	0	1	0	n/a	3.0	Seller
\$150,000 - 174,999	1	7	4	7	9	5	2	0.5	0.4	Seller
\$175,000 - 199,999	6	5	4	5	5	5	7	0.9	0.9	Seller
\$200,000 - 224,999	6	2	1	6	4	2	3	2.0	1.9	Seller
\$225,000 - 249,999	5	5	3	2	1	0	2	2.5	5.0	Balanced
\$250,000 - 274,999	5	0	0	0	0	1	2	2.5	4.3	Slightly Seller
\$275,000 - 299,999	3	1	0	0	3	1	0	n/a	1.3	Seller
\$300,000 - 349,999	2	0	2	1	2	1	0	n/a	1.3	Seller
\$350,000 - 399,999	0	1	0	0	0	0	1	0.0	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>29</b>	<b>23</b>	<b>15</b>	<b>23</b>	<b>24</b>	<b>16</b>	<b>17</b>	<b>1.7</b>	<b>1.4</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 03/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2016 - 02/28/2017. Information is believed to be reliable, but not guaranteed.

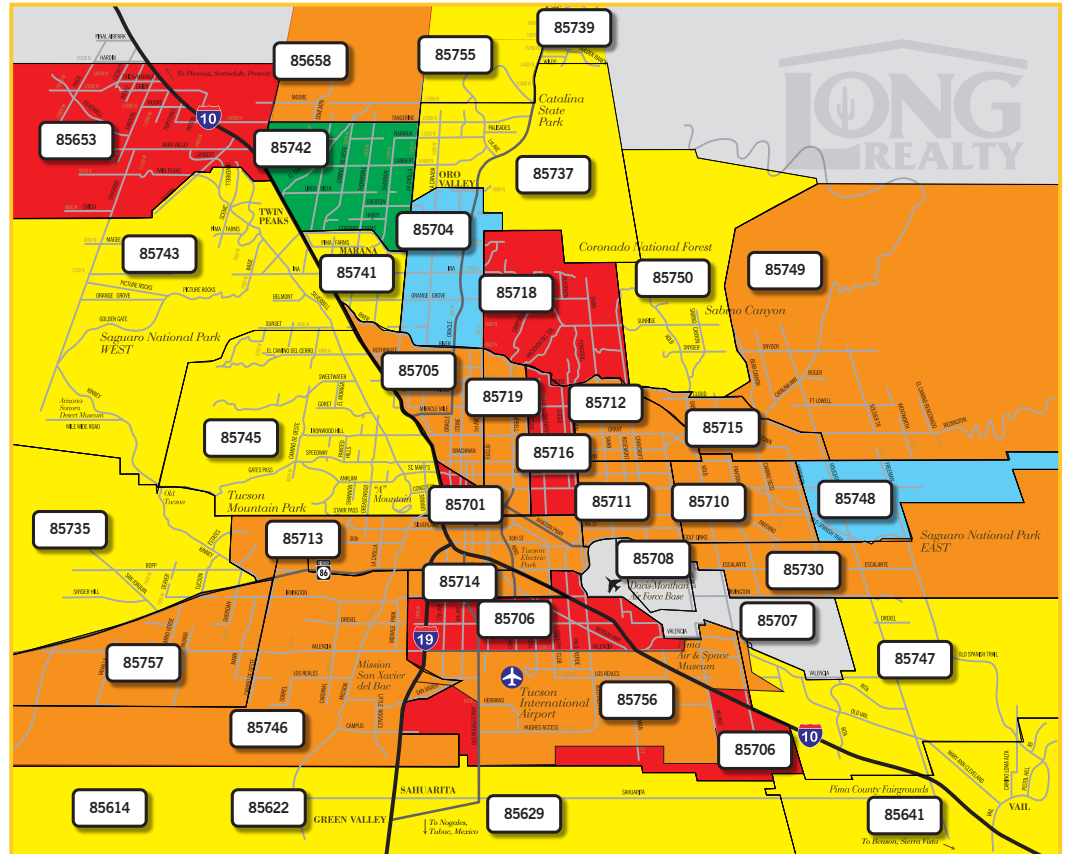


Continental Ranch | March 2017

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2015-FEB 2016 TO  
DEC 2016-FEB 2017

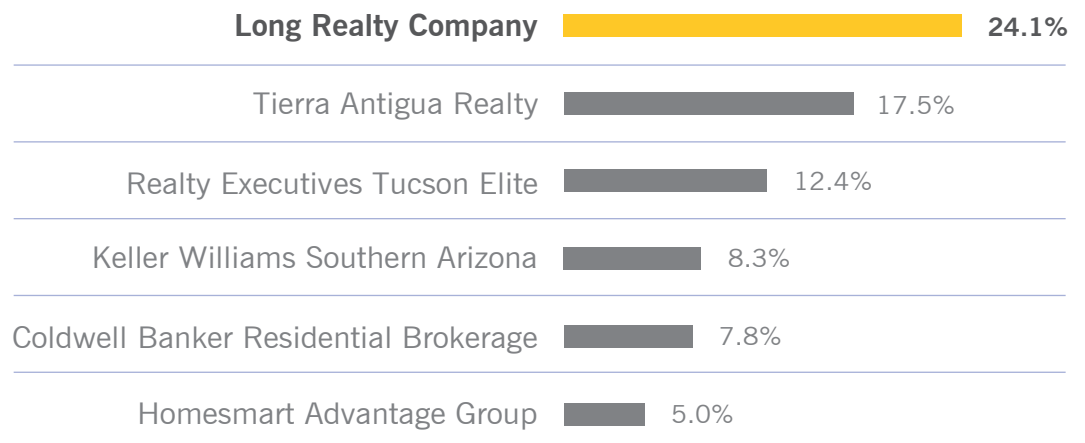
*This heat map represents the percentage of change in Tucson metro median sales prices from December 2015-February 2016 to December 2016-February 2017 by zip code.*



## MARKET SHARE – CONTINENTAL RANCH

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

Data Obtained 03/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2016 – 02/28/2017 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.