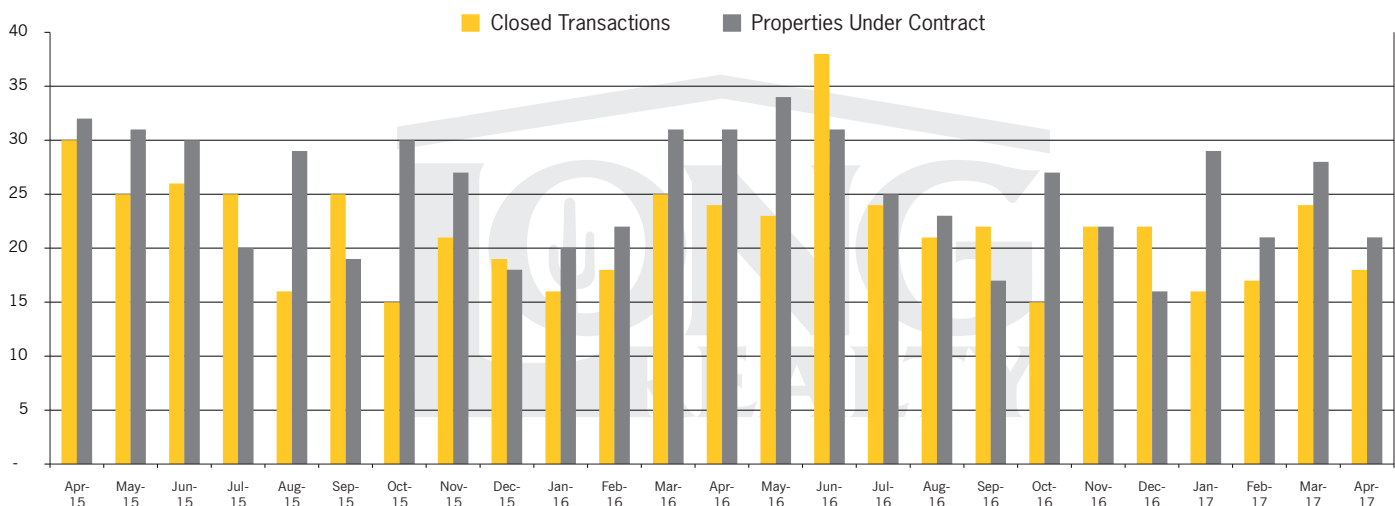




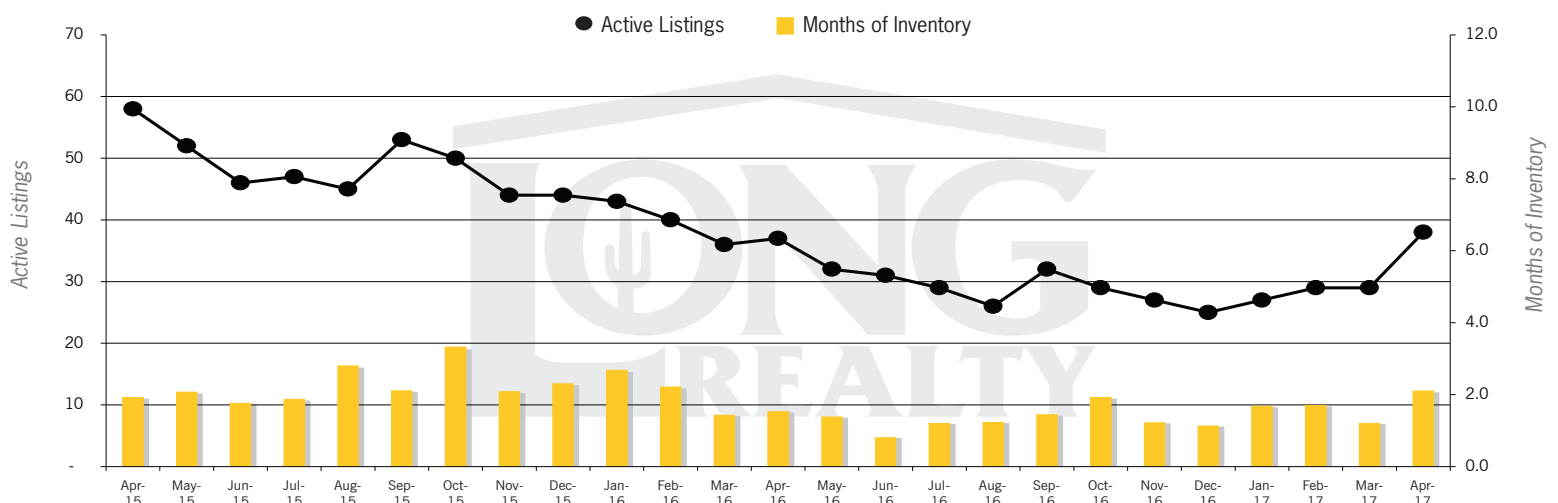
## Continental Ranch | May 2017

In the Continental Ranch area, April 2017 active inventory was 38, a 3% increase from April 2016. There were 18 closings in April 2017, a 25% decrease from April 2016. Year-to-date 2017 there were 78 closings, an 8% decrease from year-to-date 2016. Months of Inventory was 2.1, up from 1.5 in April 2016. Median price of sold homes was \$199,500 for the month of April 2017, up 2% from April 2016. The Continental Ranch area had 21 new properties under contract in April 2017, down 32% from April 2016.

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



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

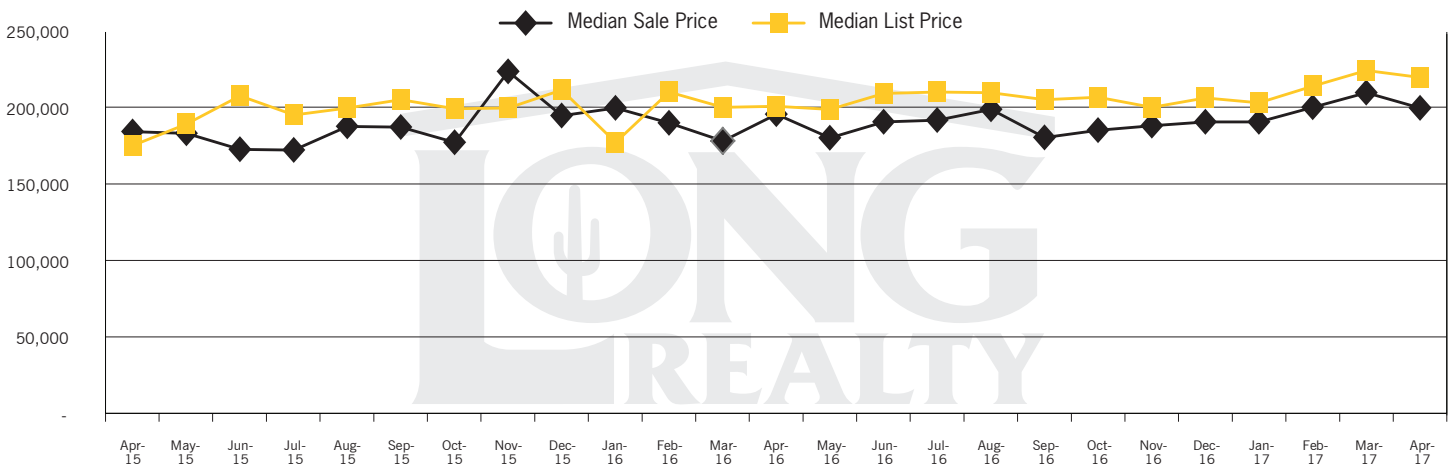


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 05/03/2017 is believed to be reliable, but not guaranteed.*



Continental Ranch | May 2017

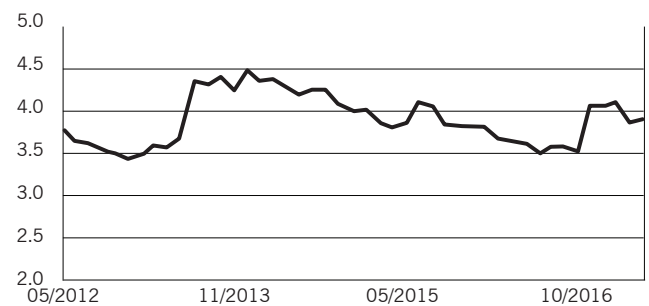
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – CONTINENTAL RANCH



## 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	\$195,500	3.500%	\$833.99
2017	\$199,500	4.125%	\$918.53

## 30 YEAR FIXED MORTGAGE RATE

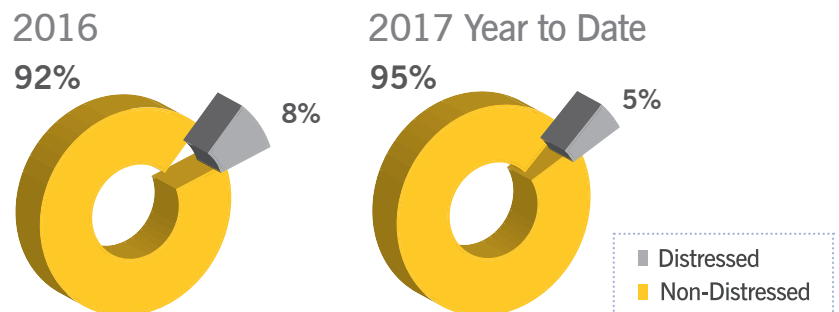


Source: Residential median sales prices. Data obtained 05/03/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

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.





Continental Ranch | May 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
		Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-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	1	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	1	1	0	1	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	2	7	9	5	2	4	6	0.3	0.6	<b>Seller</b>
\$175,000 - 199,999	6	5	5	6	7	4	3	2.0	1.1	<b>Seller</b>
\$200,000 - 224,999	9	6	4	2	3	8	5	1.8	1.3	<b>Seller</b>
\$225,000 - 249,999	8	2	1	0	2	6	2	4.0	1.9	<b>Seller</b>
\$250,000 - 274,999	4	0	0	1	2	3	1	4.0	2.5	<b>Seller</b>
\$275,000 - 299,999	4	0	3	1	0	1	1	4.0	4.5	<b>Slightly Seller</b>
\$300,000 - 349,999	3	1	2	1	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	1	0	0	0	1	0	0	n/a	2.0	<b>Seller</b>
\$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>38</b>	<b>23</b>	<b>24</b>	<b>17</b>	<b>17</b>	<b>26</b>	<b>18</b>	<b>2.1</b>	<b>1.6</b>	<b>Seller</b>

				
<b>Seller's Market</b>	<b>Slight Seller's Market</b>	<b>Balanced Market</b>	<b>Slight Buyer's Market</b>	<b>Buyer's Market</b>

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 05/03/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2017 - 04/30/2017. Information is believed to be reliable, but not guaranteed.

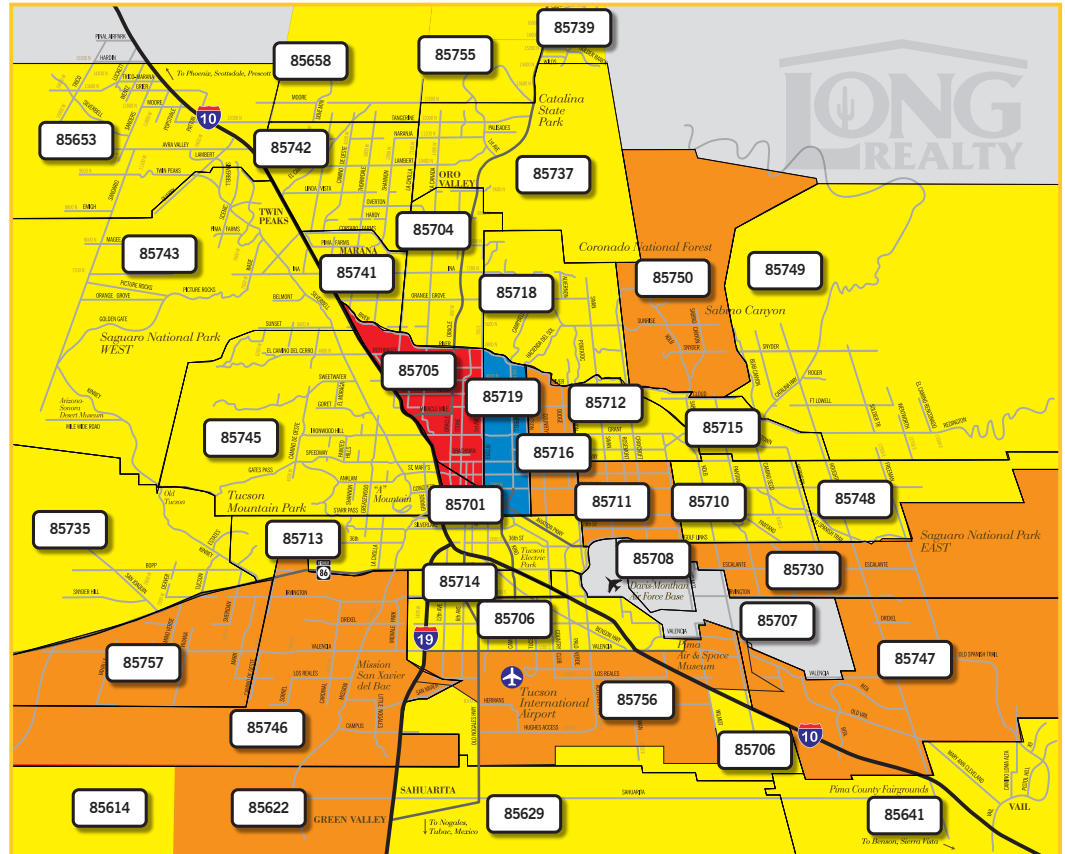


Continental Ranch | May 2017

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

FEB 2016-APR 2016 TO  
FEB 2017-APR 2017

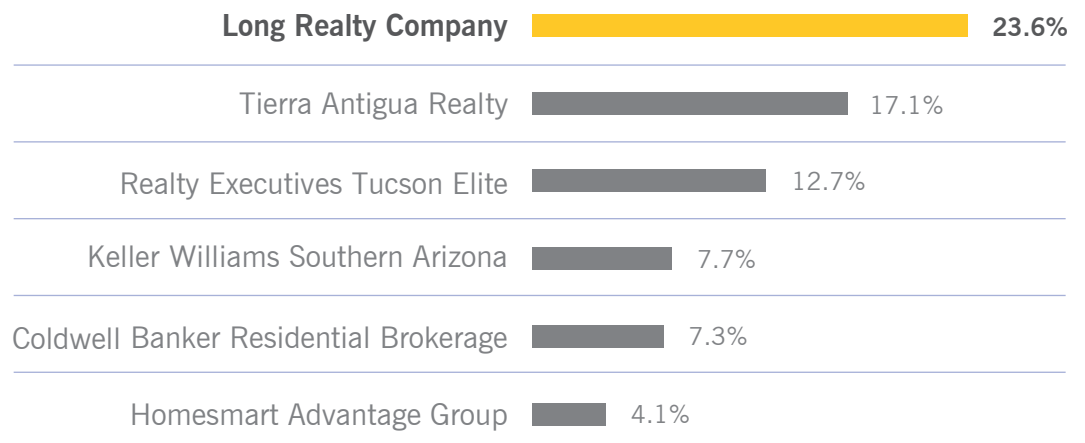
*This heat map represents the percentage of change in Tucson metro median sales prices from February 2016-April 2016 to February 2017-April 2017 by zip code.*



## MARKET SHARE – CONTINENTAL RANCH

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

*Data Obtained 05/03/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2016 – 04/30/2017 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.