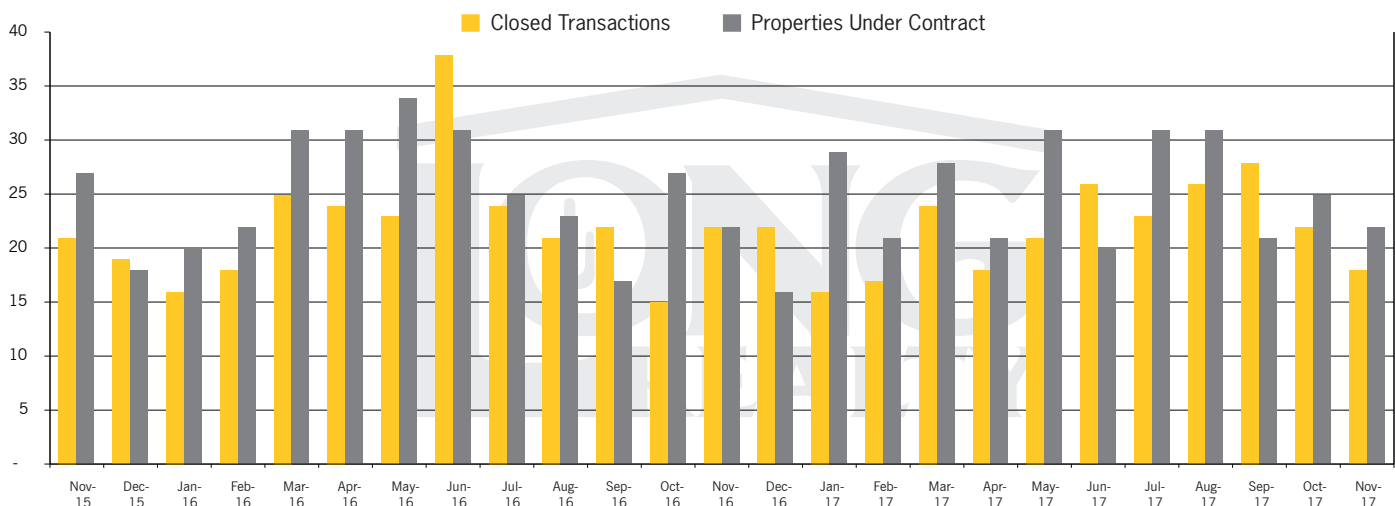




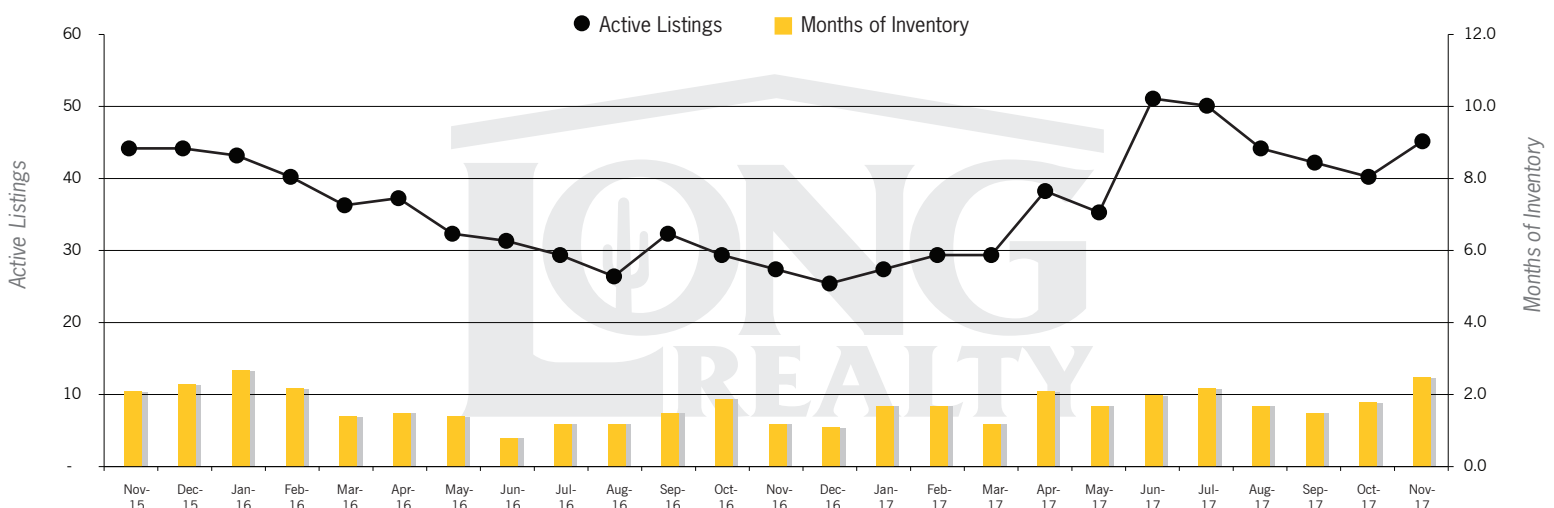
Continental Ranch | December 2017

In the Continental Ranch area, November 2017 active inventory was 45, a 67% increase from November 2016. There were 18 closings in November 2017, an 18% decrease from November 2016. Year-to-date 2017 there were 249 closings, a 3% decrease from year-to-date 2016. Months of Inventory was 2.5, up from 1.2 in November 2016. Median price of sold homes was \$231,000 for the month of November 2017, up 23% from November 2016. The Continental Ranch area had 22 new properties under contract in November 2017, virtually unchanged from November 2016.

CLOSED SALES & NEW PROPERTIES UNDER CONTRACT – CONTINENTAL RANCH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – CONTINENTAL RANCH

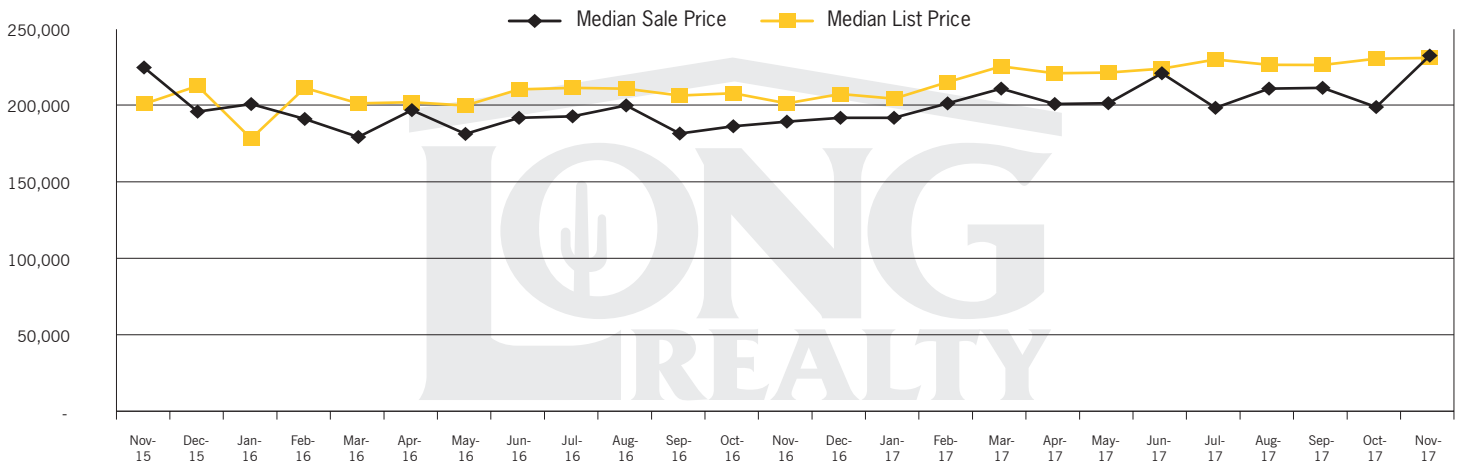


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/05/2017 is believed to be reliable, but not guaranteed.*



Continental Ranch | December 2017

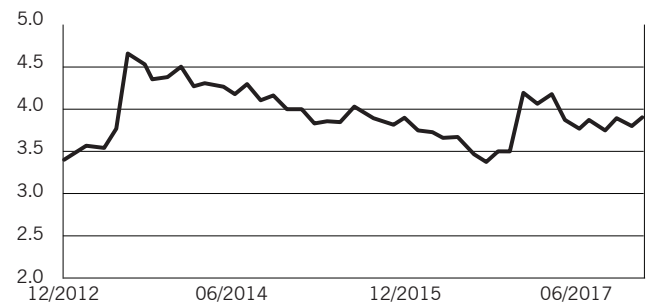
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – CONTINENTAL RANCH



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	\$188,000	3.770%	\$829.15
2017	\$231,000	4.070%	\$1,056.56

30 YEAR FIXED MORTGAGE RATE



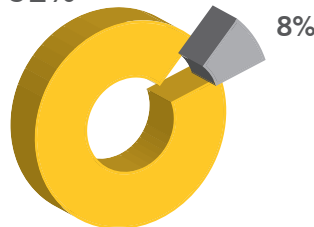
Source: Residential median sales prices. Data obtained 12/05/2017 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

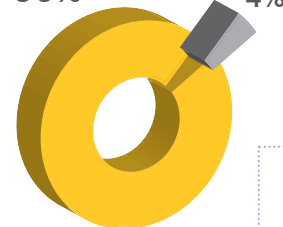
DISTRESSED VS. NON-DISTRESSED SALES – CONTINENTAL RANCH

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.

2016
92%



2017 Year to Date
96%



■ Distressed
■ Non-Distressed



Continental Ranch | December 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
		Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-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	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	1	0	0	0	0	1	0	n/a	1.0	Seller
\$150,000 - 174,999	1	6	3	4	5	2	1	1.0	0.4	Seller
\$175,000 - 199,999	4	4	10	6	6	8	3	1.3	0.8	Seller
\$200,000 - 224,999	9	5	7	6	7	5	4	2.3	2.0	Seller
\$225,000 - 249,999	13	3	2	3	8	4	5	2.6	1.5	Seller
\$250,000 - 274,999	6	3	0	4	2	1	2	3.0	4.0	Seller
\$275,000 - 299,999	6	2	0	0	0	0	2	3.0	7.5	Slightly Buyer
\$300,000 - 349,999	5	4	1	1	3	1	1	5.0	2.8	Seller
\$350,000 - 399,999	0	0	0	2	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	45	27	23	26	31	22	18	2.5	1.8	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 12/05/2017.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2017 - 11/30/2017. Information is believed to be reliable, but not guaranteed.

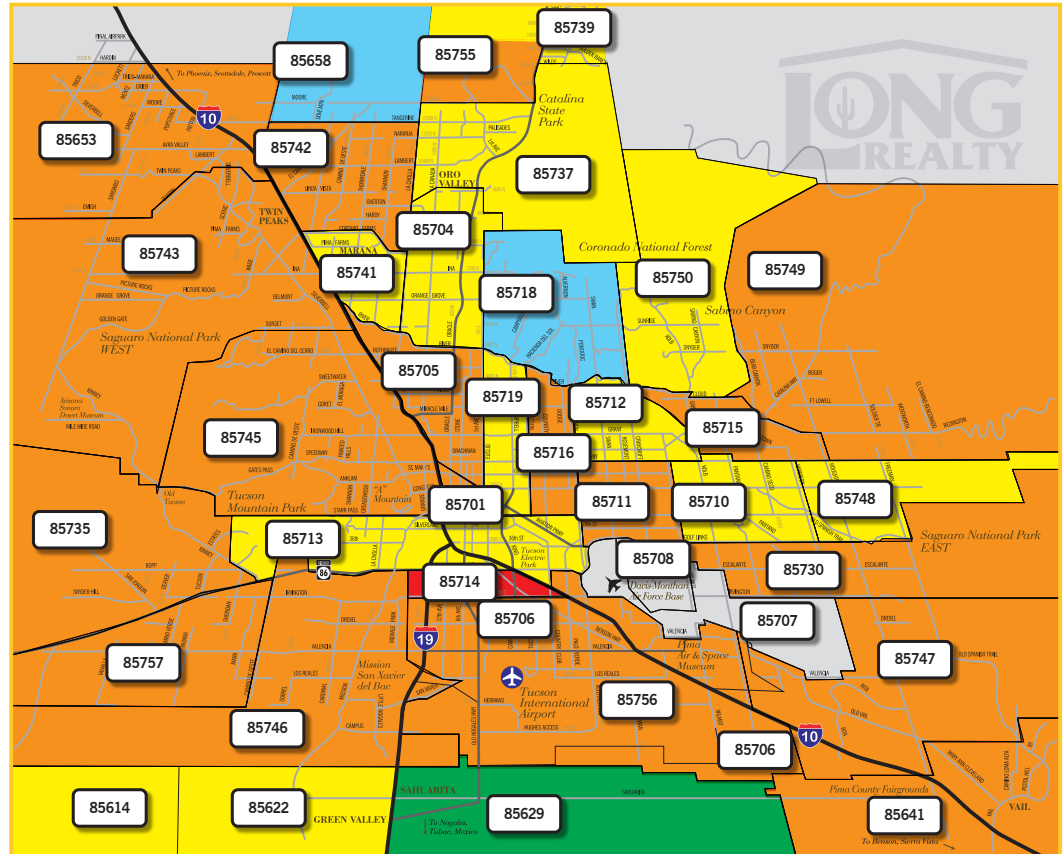
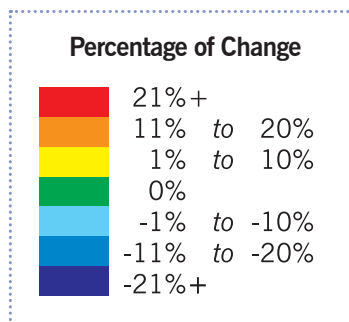


Continental Ranch | December 2017

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2016-NOV 2016 TO
SEP 2017-NOV 2017

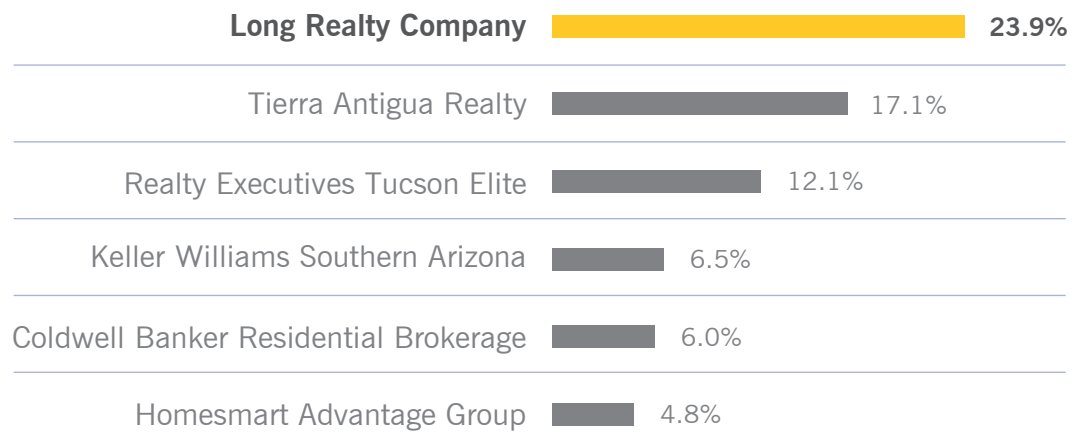
This heat map represents the percentage of change in Tucson metro median sales prices from September 2016-November 2016 to September 2017-November 2017 by zip code.



MARKET SHARE – CONTINENTAL RANCH

Long Realty leads the market in successful real estate sales.

Data Obtained 12/05/2017 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2016 – 11/30/2017 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.