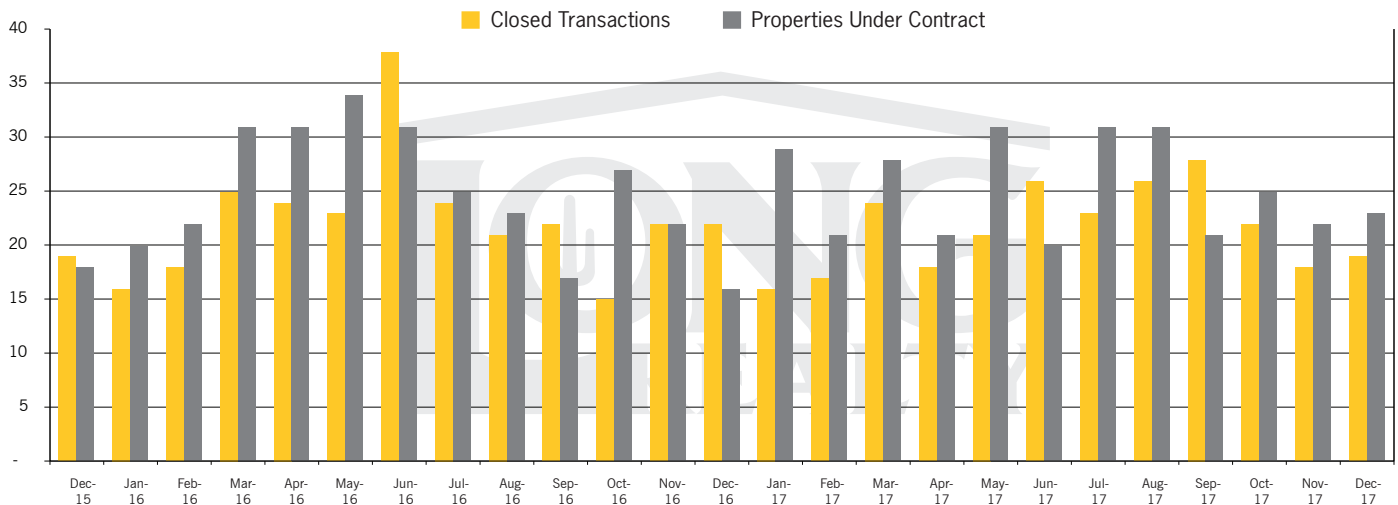




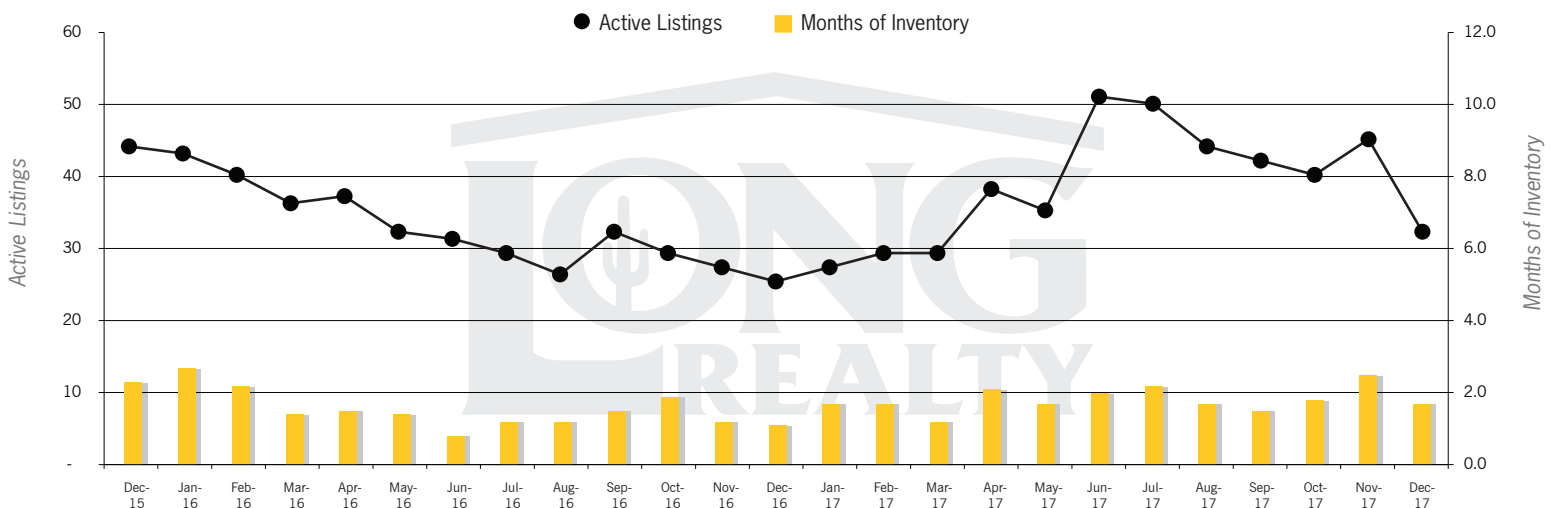
## Continental Ranch | January 2018

In the Continental Ranch area, December 2017 active inventory was 32, a 28% increase from December 2016. There were 19 closings in December 2017, a 14% decrease from December 2016. Year-to-date 2017 there were 269 closings, a 4% decrease from year-to-date 2016. Months of Inventory was 1.7, up from 1.1 in December 2016. Median price of sold homes was \$219,000 for the month of December 2017, up 15% from December 2016. The Continental Ranch area had 23 new properties under contract in December 2017, up 44% from December 2016.

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



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

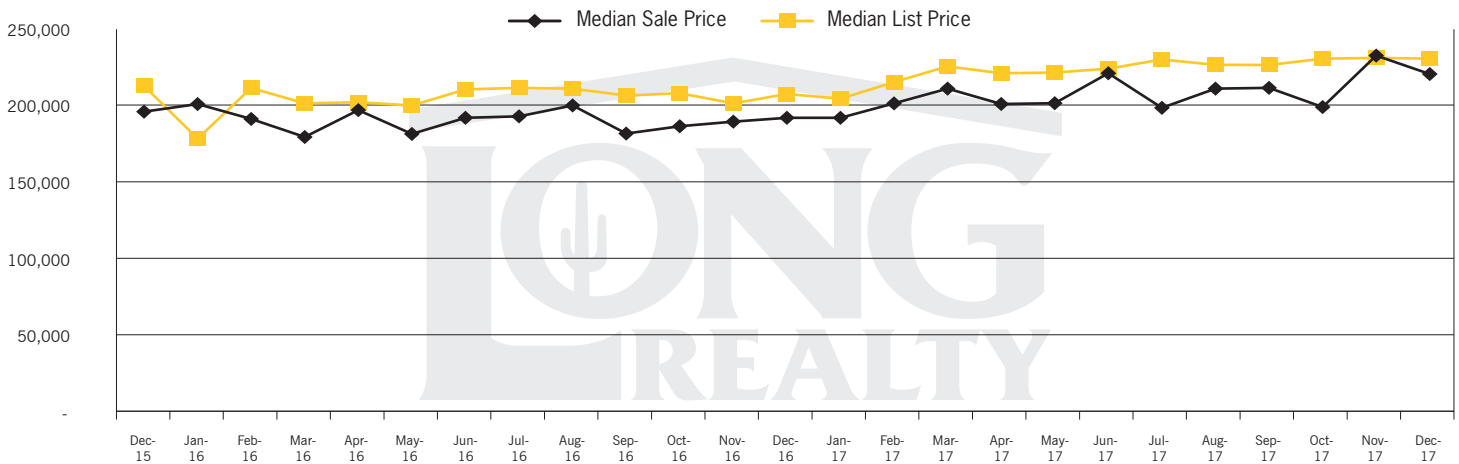


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 01/04/2018 is believed to be reliable, but not guaranteed.



Continental Ranch | January 2018

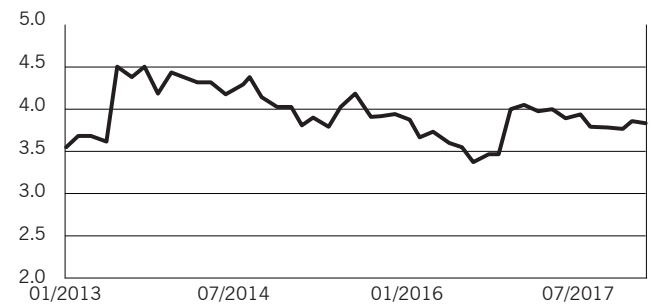
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – CONTINENTAL RANCH



## 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	\$190,500	4.125%	\$877.09
2017	\$219,000	4.000%	\$993.26

## 30 YEAR FIXED MORTGAGE RATE



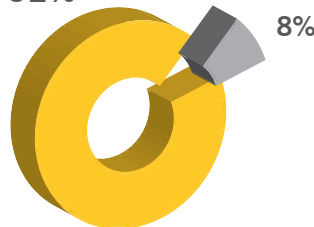
Source: Residential median sales prices. Data obtained 01/04/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

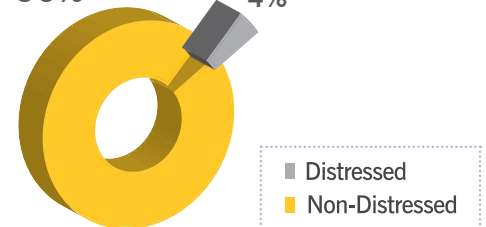
## DISTRESSED VS. NON-DISTRESSED SALES – CONTINENTAL RANCH

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%





# The Housing Report

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Continental Ranch | January 2018

## 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-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-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	0	0	0	0	1	0	1	0.0	0.5	Seller
\$150,000 - 174,999	1	3	4	5	2	1	2	0.5	0.6	Seller
\$175,000 - 199,999	2	10	6	6	8	4	4	0.5	0.7	Seller
\$200,000 - 224,999	7	7	6	7	5	4	4	1.8	2.0	Seller
\$225,000 - 249,999	7	2	3	8	4	5	2	3.5	2.4	Seller
\$250,000 - 274,999	6	0	4	2	1	2	4	1.5	2.7	Seller
\$275,000 - 299,999	5	0	0	0	0	2	0	n/a	8.0	Slightly Buyer
\$300,000 - 349,999	4	1	1	3	1	1	2	2.0	3.5	Seller
\$350,000 - 399,999	0	0	2	0	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
<b>TOTAL</b>	<b>32</b>	<b>23</b>	<b>26</b>	<b>31</b>	<b>22</b>	<b>19</b>	<b>19</b>	<b>1.7</b>	<b>2.0</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 01/04/2018.  
3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2017 - 12/31/2017. Information is believed to be reliable, but not guaranteed.

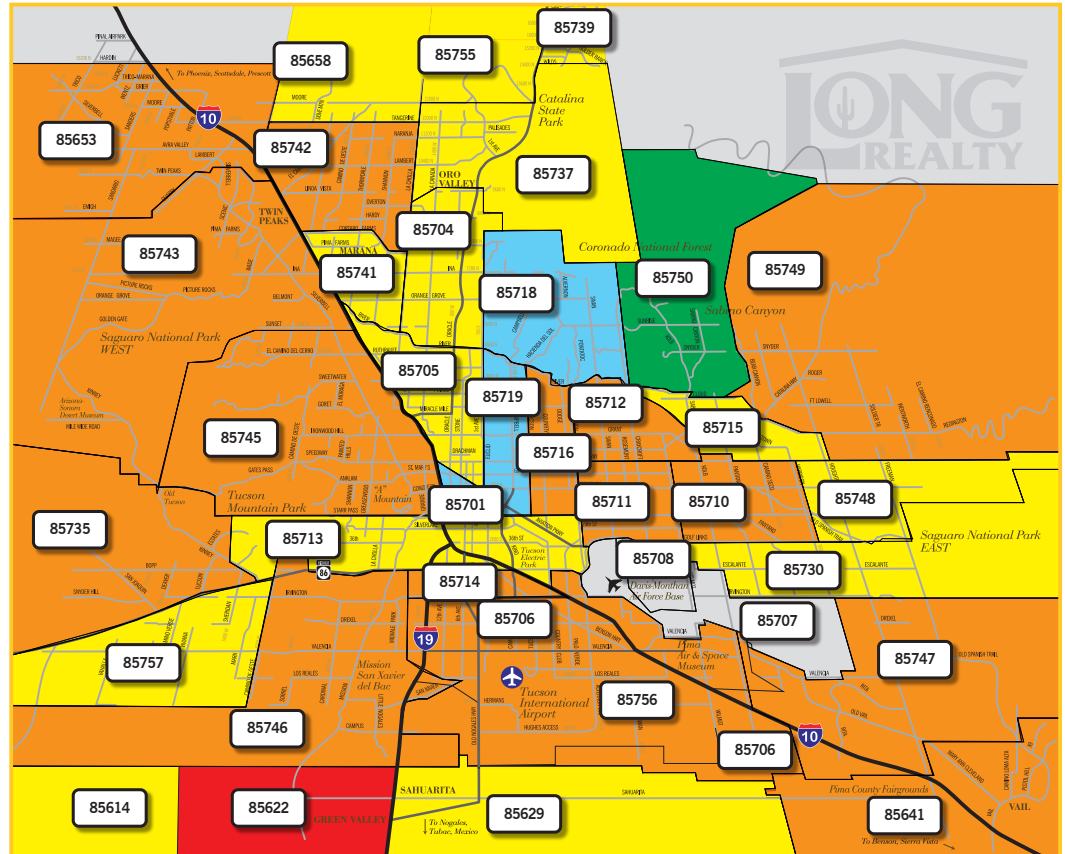
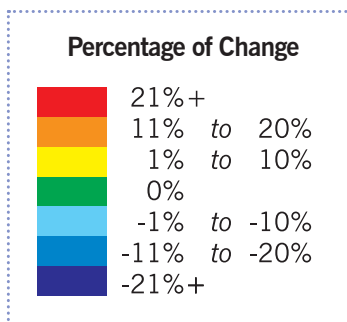


Continental Ranch | January 2018

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2016-DEC 2016 TO  
OCT 2017-DEC 2017

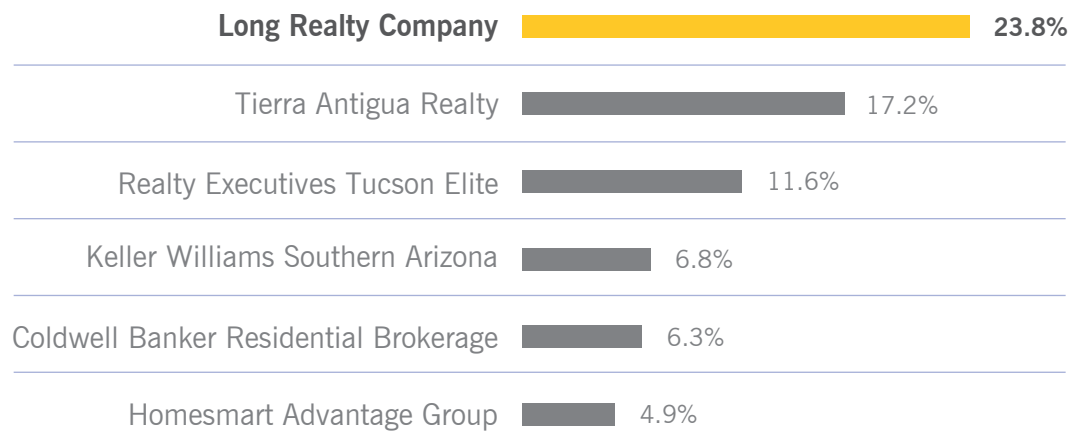
*This heat map represents the percentage of change in Tucson metro median sales prices from October 2016-December 2016 to October 2017-December 2017 by zip code.*



## MARKET SHARE – CONTINENTAL RANCH

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

*Data Obtained 01/04/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2017 – 12/31/2017 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.