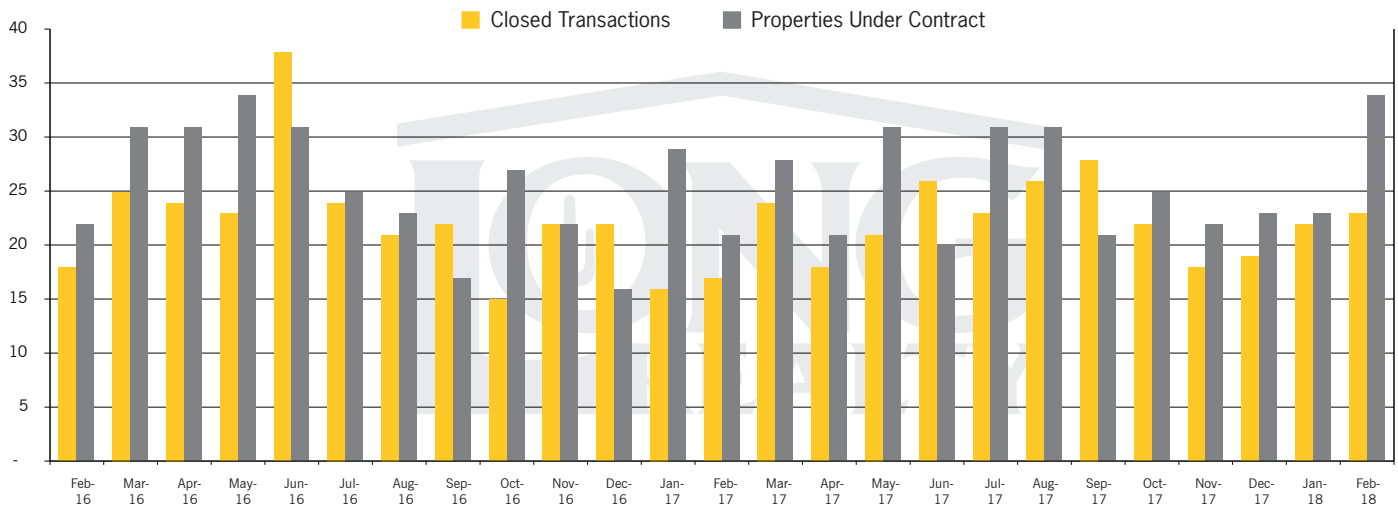




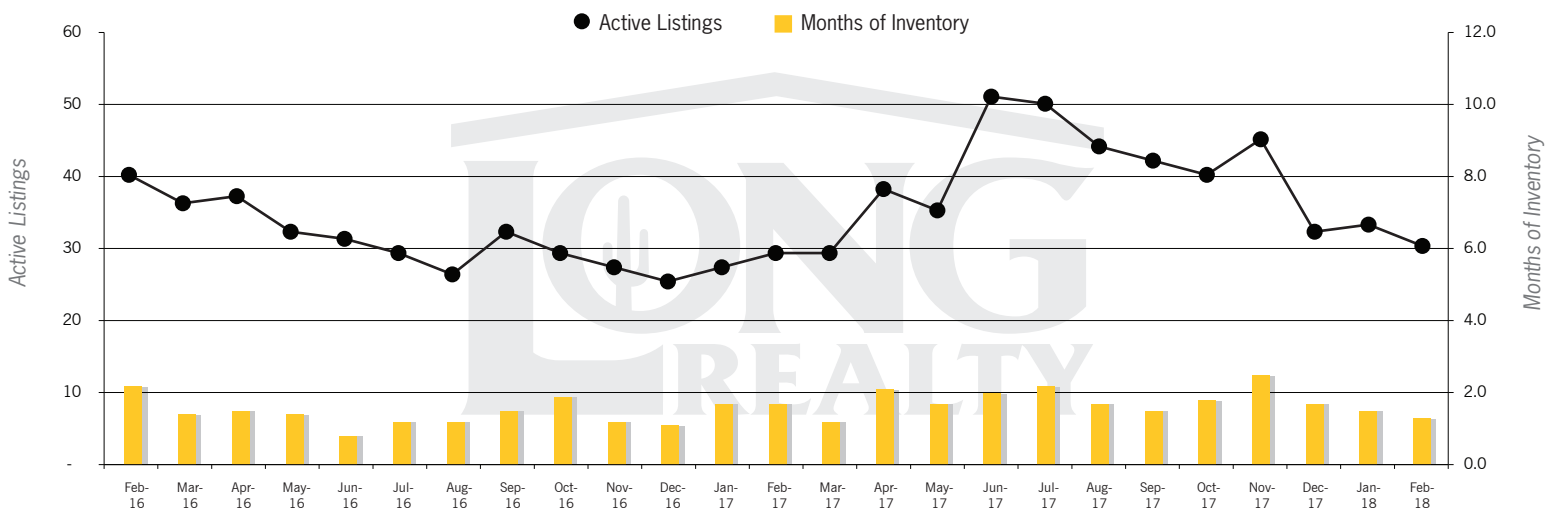
Continental Ranch | March 2018

In the Continental Ranch area, February 2018 active inventory was 30, a 3% increase from February 2017. There were 23 closings in February 2018, a 35% increase from February 2017. Year-to-date 2018 there were 46 closings, a 31% increase from year-to-date 2017. Months of Inventory was 1.3, down from 1.7 in February 2017. Median price of sold homes was \$200,000 for the month of February 2018, virtually unchanged from February 2017. The Continental Ranch area had 34 new properties under contract in February 2018, up 62% from February 2017.

CLOSED SALES & NEW PROPERTIES UNDER CONTRACT – CONTINENTAL RANCH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – CONTINENTAL RANCH

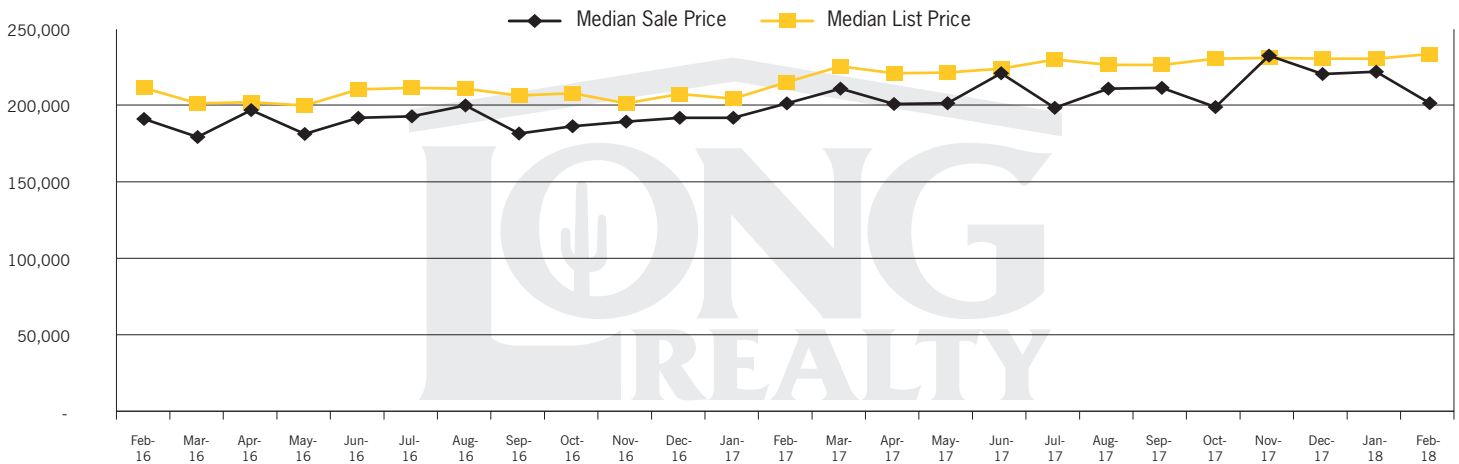


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/05/2018 is believed to be reliable, but not guaranteed.



Continental Ranch | March 2018

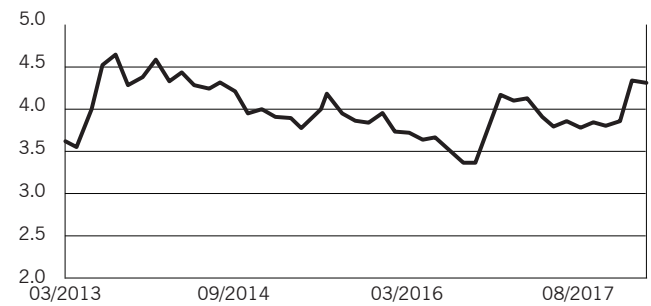
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – CONTINENTAL RANCH



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – CONTINENTAL RANCH

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2017	\$199,900	4.125%	\$920.37
2018	\$200,000	4.625%	\$976.87

30 YEAR FIXED MORTGAGE RATE



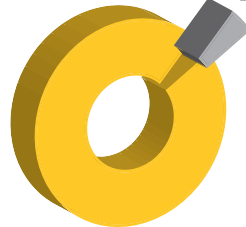
Source: Residential median sales prices. Data obtained 03/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

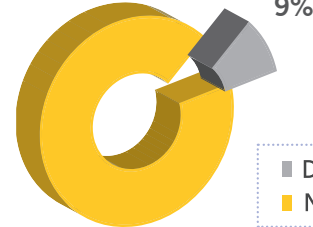
DISTRESSED VS. NON-DISTRESSED SALES – CONTINENTAL RANCH

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.

2017
96%



2018 Year to Date
91%



■ Distressed
■ Non-Distressed



The Housing Report

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Continental Ranch | March 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
		Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18			
\$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	1	0	1	1	0	n/a	0.5	Seller
\$150,000 - 174,999	0	5	2	1	2	1	4	0.0	0.3	Seller
\$175,000 - 199,999	2	6	8	4	4	5	7	0.3	0.4	Seller
\$200,000 - 224,999	8	7	5	4	4	7	7	1.1	1.3	Seller
\$225,000 - 249,999	8	8	4	5	2	4	2	4.0	2.6	Seller
\$250,000 - 274,999	3	2	1	2	5	2	2	1.5	1.4	Seller
\$275,000 - 299,999	6	0	0	2	0	3	1	6.0	4.3	Slightly Seller
\$300,000 - 349,999	3	3	1	1	2	0	0	n/a	6.0	Balanced
\$350,000 - 399,999	0	0	1	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
TOTAL	30	31	23	19	20	23	23	1.3	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 03/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2017 - 02/28/2018. Information is believed to be reliable, but not guaranteed.

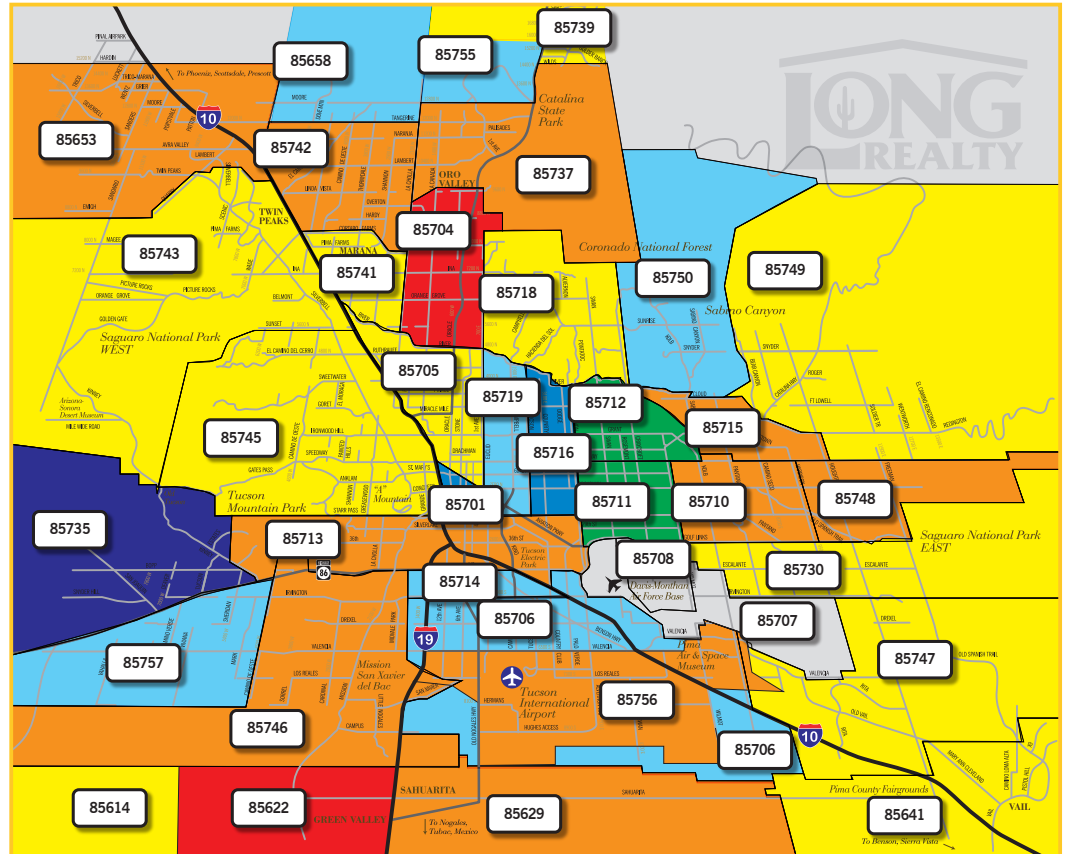


Continental Ranch | March 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2016-FEB 2017 TO
DEC 2017-FEB 2018

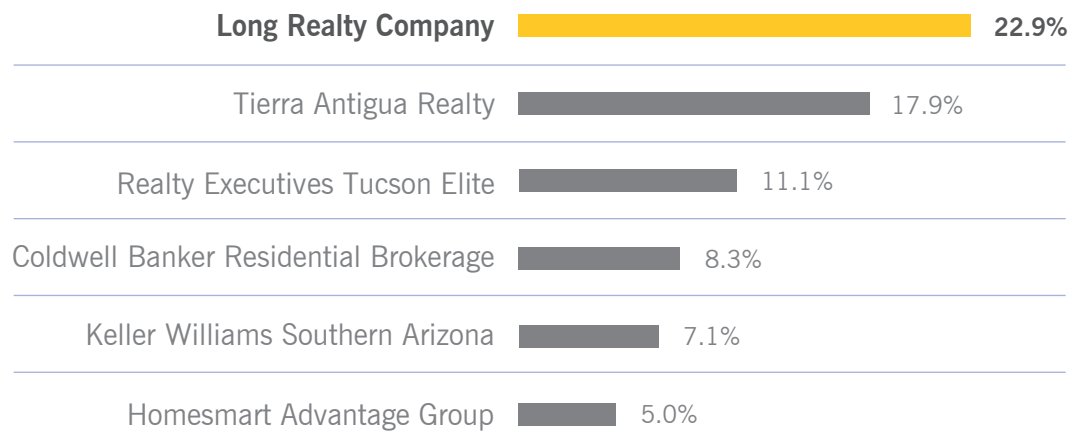
This heat map represents the percentage of change in Tucson metro median sales prices from December 2016-February 2017 to December 2017-February 2018 by zip code.



MARKET SHARE – CONTINENTAL RANCH

Long Realty leads the market in successful real estate sales.

Data Obtained 03/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2017 – 02/28/2018 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.