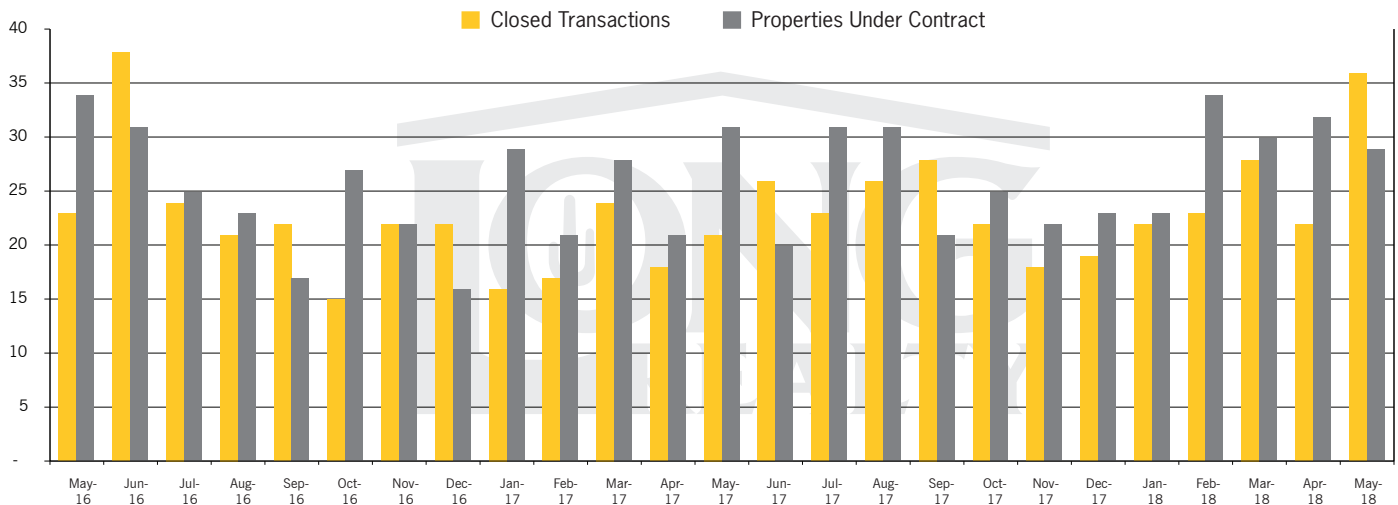




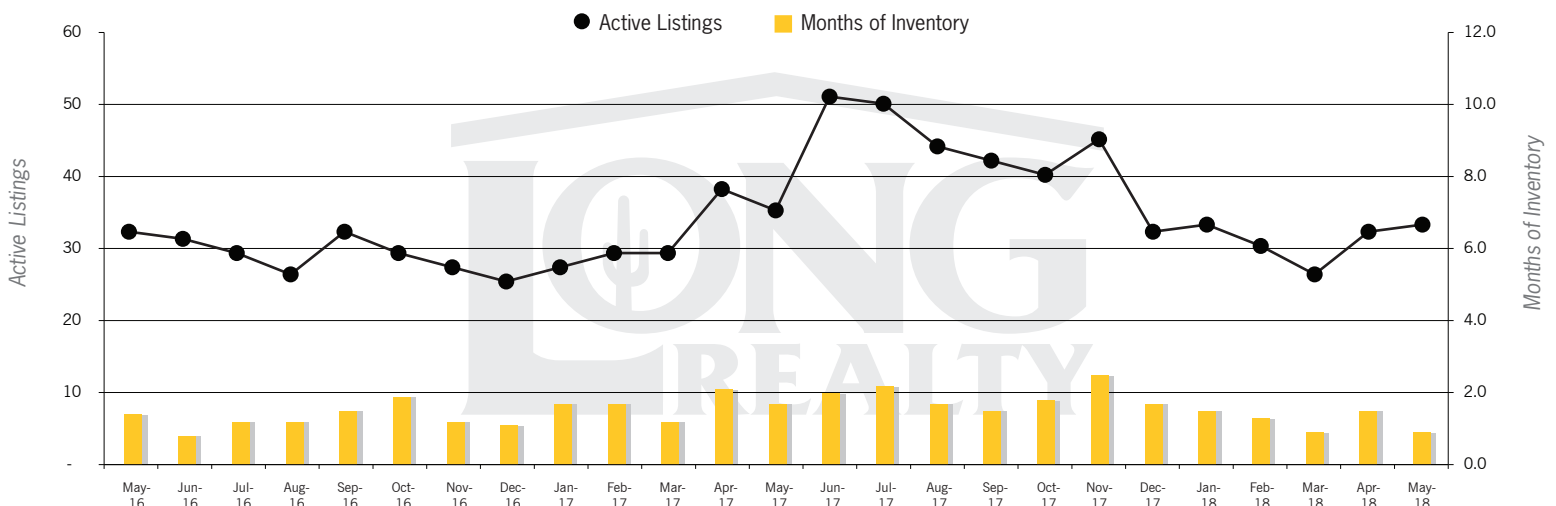
Continental Ranch | June 2018

In the Continental Ranch area, May 2018 active inventory was 33, a 6% decrease from May 2017. There were 36 closings in May 2018, a 71% increase from May 2017. Year-to-date 2018 there were 134 closings, a 31% increase from year-to-date 2017. Months of Inventory was 0.9, down from 1.7 in May 2017. Median price of sold homes was \$215,000 for the month of May 2018, up 8% from May 2017. The Continental Ranch area had 29 new properties under contract in May 2018, down 6% from May 2017.

CLOSED SALES & NEW PROPERTIES UNDER CONTRACT – CONTINENTAL RANCH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – CONTINENTAL RANCH

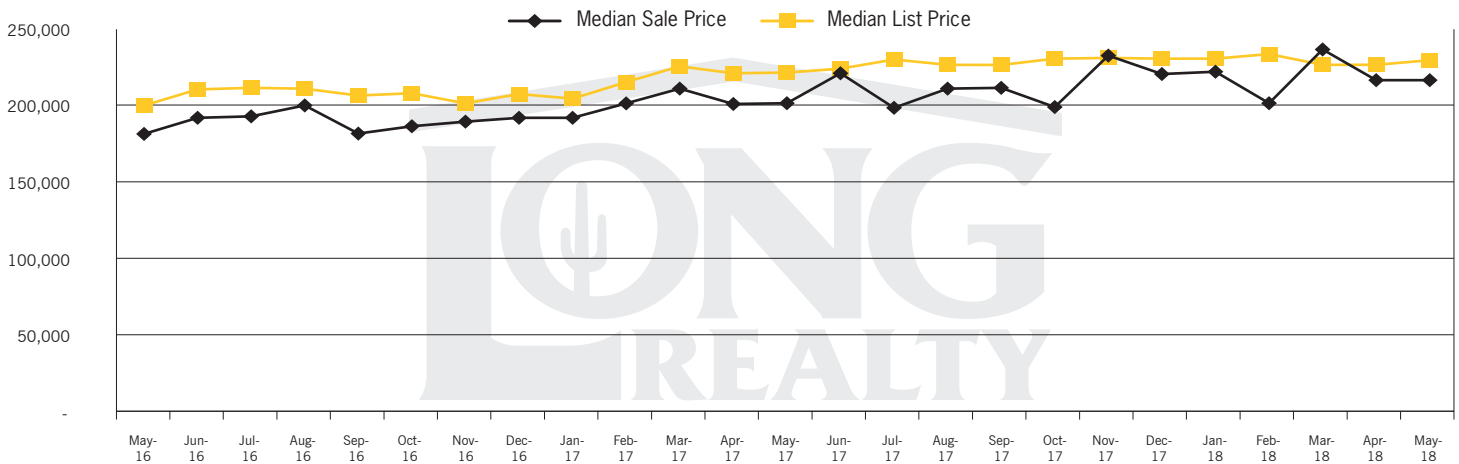


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 06/05/2018 is believed to be reliable, but not guaranteed.



Continental Ranch | June 2018

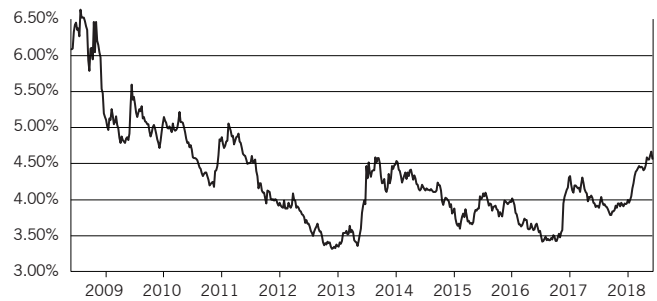
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – CONTINENTAL RANCH



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 | \$200,000 | 4.010% | \$908.18 |
| 2018 | \$215,000 | 4.580% | \$1,044.64 |

30 YEAR FIXED MORTGAGE RATE



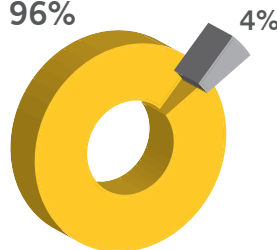
Source: Residential median sales prices. Data obtained 06/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

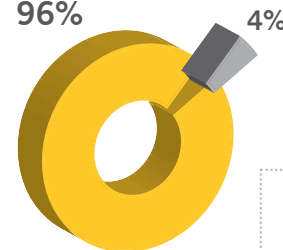
DISTRESSED VS. NON-DISTRESSED SALES – CONTINENTAL RANCH

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
96%



■ Distressed
■ Non-Distressed



The Housing Report

Stephen Woodall | (520) 818-4504
Stephen@TeamWoodall.com | TeamWoodall.com



Continental Ranch | June 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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
| | | Dec-17 | Jan-18 | Feb-18 | Mar-18 | Apr-18 | May-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 | 1 | 1 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$150,000 - 174,999 | 3 | 2 | 1 | 4 | 1 | 1 | 2 | 1.5 | 1.0 | Seller |
| \$175,000 - 199,999 | 3 | 4 | 5 | 7 | 4 | 8 | 9 | 0.3 | 0.3 | Seller |
| \$200,000 - 224,999 | 10 | 4 | 7 | 7 | 7 | 5 | 10 | 1.0 | 1.3 | Seller |
| \$225,000 - 249,999 | 9 | 2 | 4 | 2 | 8 | 5 | 9 | 1.0 | 0.9 | Seller |
| \$250,000 - 274,999 | 3 | 5 | 2 | 2 | 5 | 2 | 3 | 1.0 | 1.5 | Seller |
| \$275,000 - 299,999 | 3 | 0 | 3 | 1 | 2 | 2 | 2 | 1.5 | 2.3 | Seller |
| \$300,000 - 349,999 | 1 | 2 | 0 | 0 | 2 | 0 | 0 | n/a | 1.0 | Seller |
| \$350,000 - 399,999 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1.0 | 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 |
| TOTAL | 33 | 20 | 23 | 23 | 29 | 23 | 36 | 0.9 | 1.0 | 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 06/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2018 - 05/31/2018. Information is believed to be reliable, but not guaranteed.

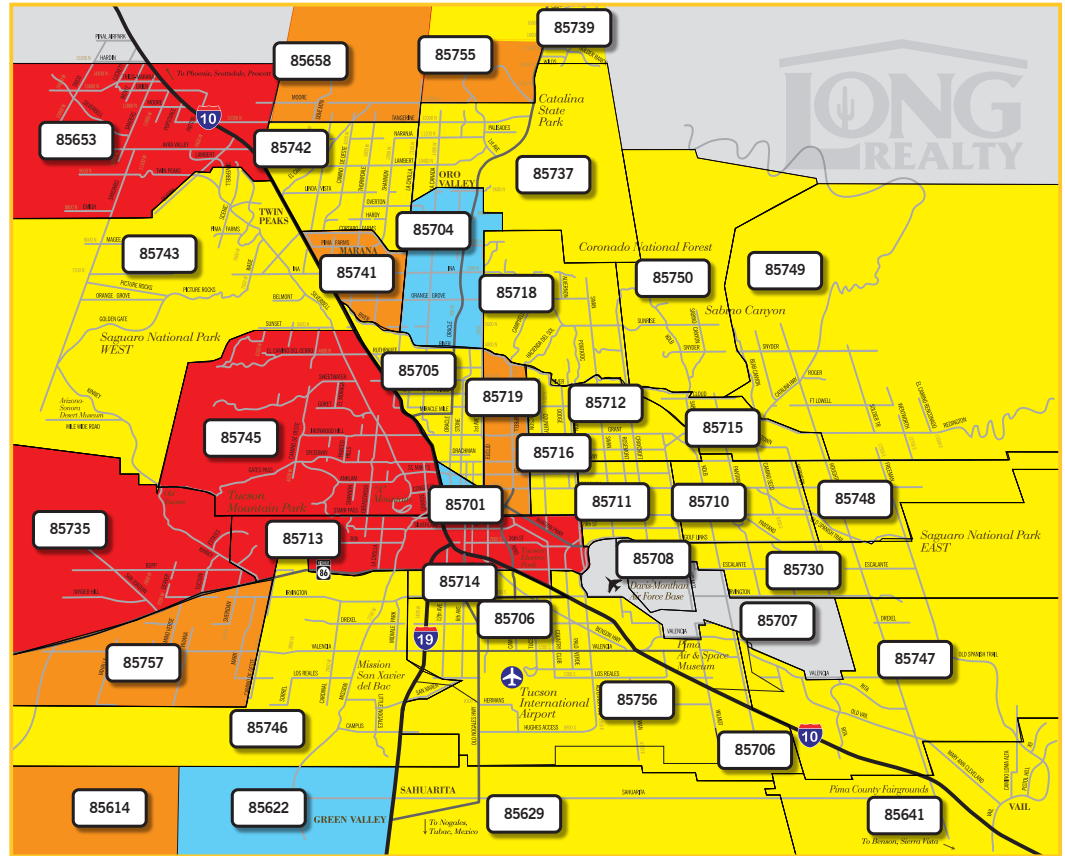


Continental Ranch | June 2018

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2017-MAY 2017 TO
MAR 2018-MAY 2018

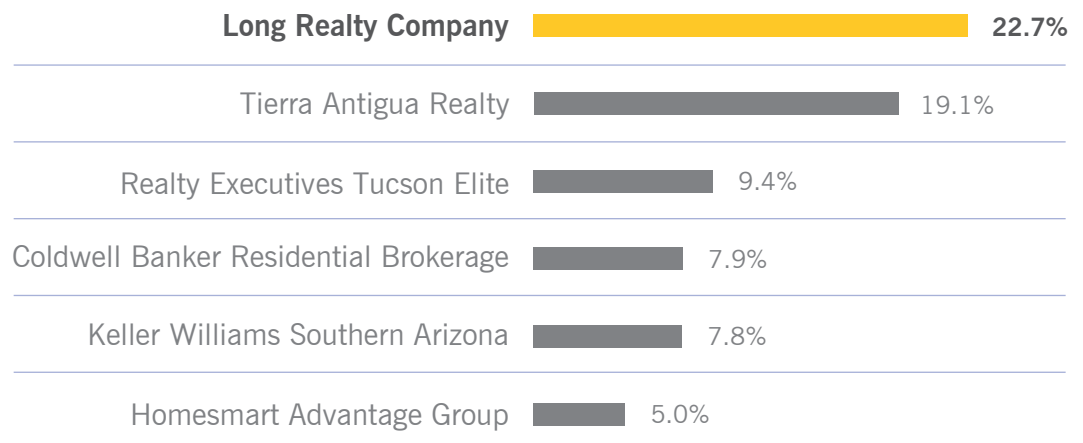
This heat map represents the percentage of change in Tucson metro median sales prices from March 2017-May 2017 to March 2018-May 2018 by zip code.



MARKET SHARE – CONTINENTAL RANCH

Long Realty leads the market in successful real estate sales.

Data Obtained 06/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2017 – 05/31/2018 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.