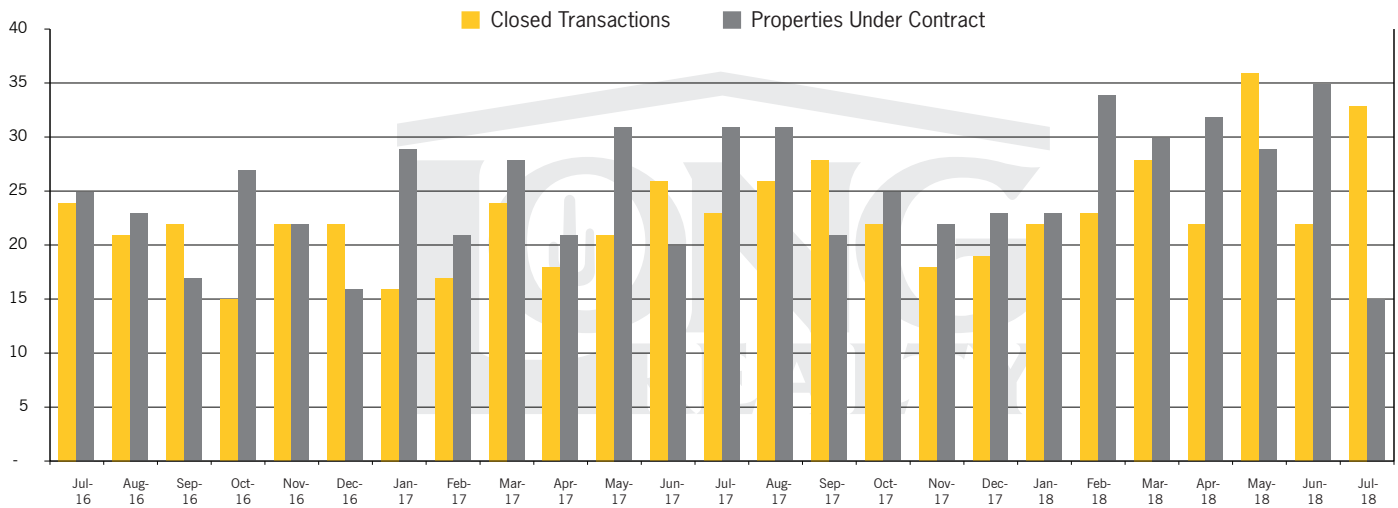




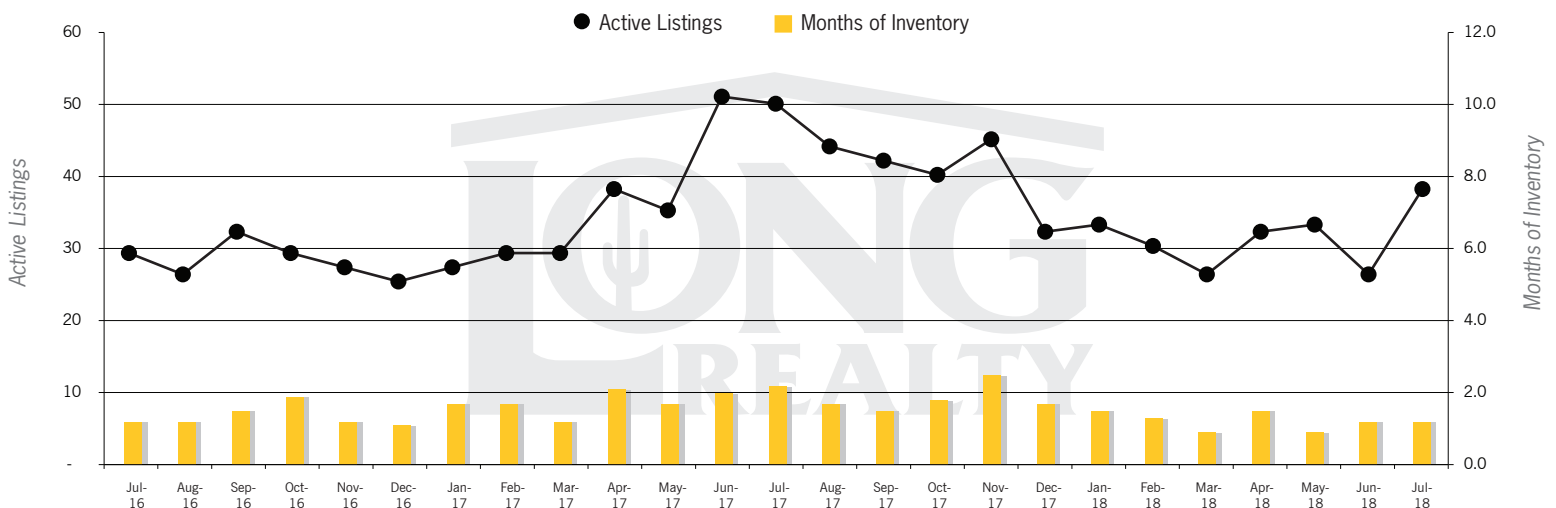
Continental Ranch | August 2018

In the Continental Ranch area, July 2018 active inventory was 38, a 24% decrease from July 2017. There were 33 closings in July 2018, a 43% increase from July 2017. Year-to-date 2018 there were 195 closings, a 28% increase from year-to-date 2017. Months of Inventory was 1.2, down from 2.2 in July 2017. Median price of sold homes was \$220,000 for the month of July 2018, up 12% from July 2017. The Continental Ranch area had 15 new properties under contract in July 2018, down 52% from July 2017.

CLOSED SALES & NEW PROPERTIES UNDER CONTRACT – CONTINENTAL RANCH



ACTIVE LISTINGS AND MONTHS OF INVENTORY – CONTINENTAL RANCH

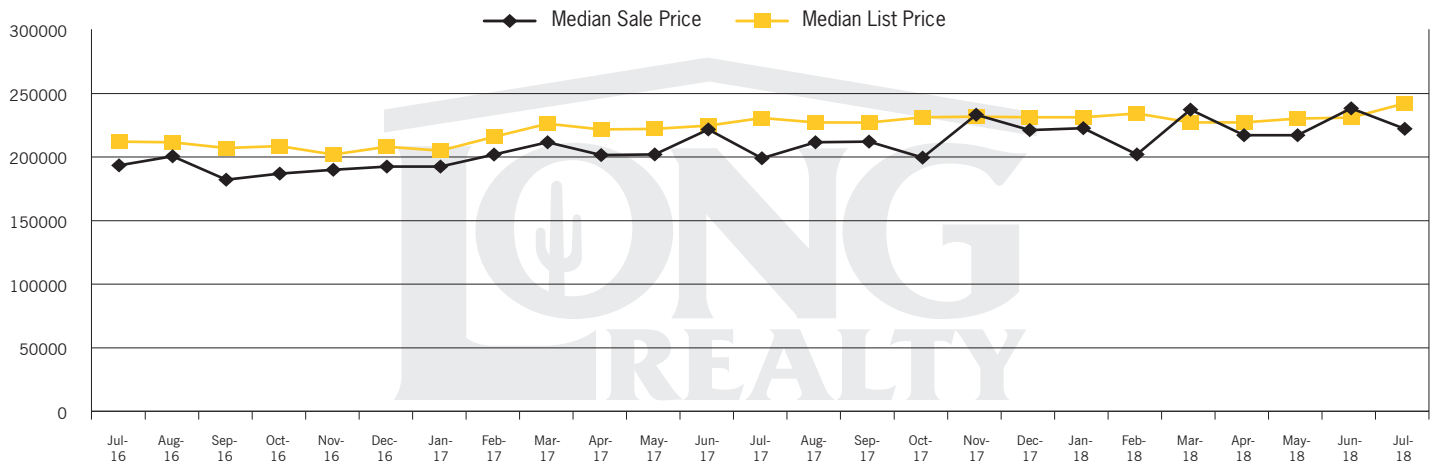


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/03/2018 is believed to be reliable, but not guaranteed.



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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	\$197,000	4.000%	\$893.48
2018	\$220,000	4.750%	\$1,090.24

30 YEAR FIXED MORTGAGE RATE



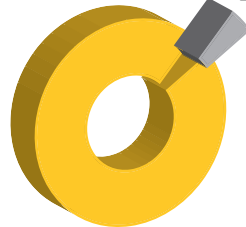
Source: Residential median sales prices. Data obtained 08/03/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

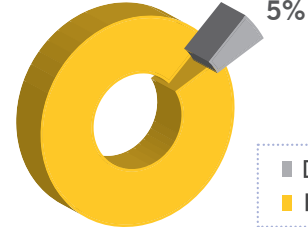
DISTRESSED VS. NON-DISTRESSED SALES – CONTINENTAL RANCH

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
95%



■ Distressed
■ Non-Distressed



The Housing Report

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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
		Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-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	0	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	4	1	1	2	1	3	0.0	0.7	Seller
\$175,000 - 199,999	6	7	4	8	9	3	4	1.5	0.8	Seller
\$200,000 - 224,999	8	7	7	6	11	6	12	0.7	0.8	Seller
\$225,000 - 249,999	10	2	8	7	10	4	6	1.7	1.2	Seller
\$250,000 - 274,999	3	2	5	2	3	6	4	0.8	0.7	Seller
\$275,000 - 299,999	7	1	2	2	2	3	1	7.0	2.5	Seller
\$300,000 - 349,999	2	0	2	0	0	0	3	0.7	1.7	Seller
\$350,000 - 399,999	2	0	0	0	1	0	0	n/a	4.0	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	38	23	29	26	38	23	33	1.2	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 08/03/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2018-07/31/2018. Information is believed to be reliable, but not guaranteed.

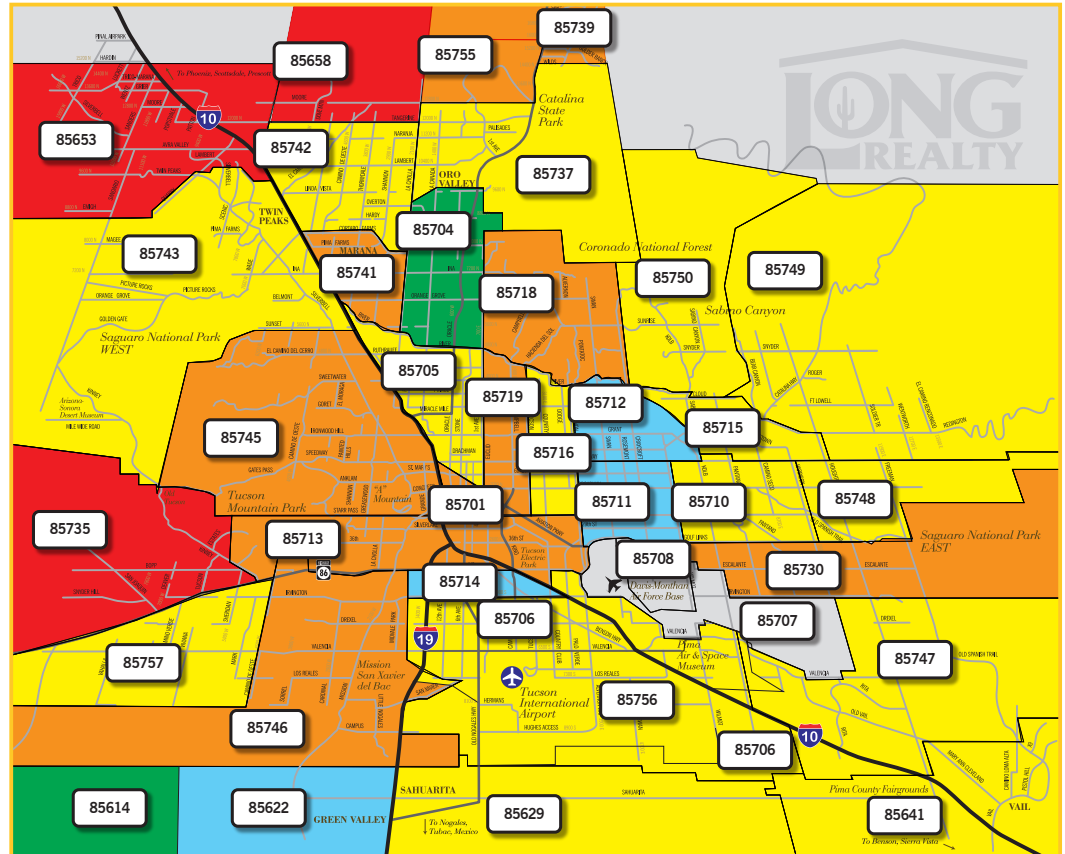


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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAY 2017-JUL 2017 TO
MAY 2018-JUL 2018

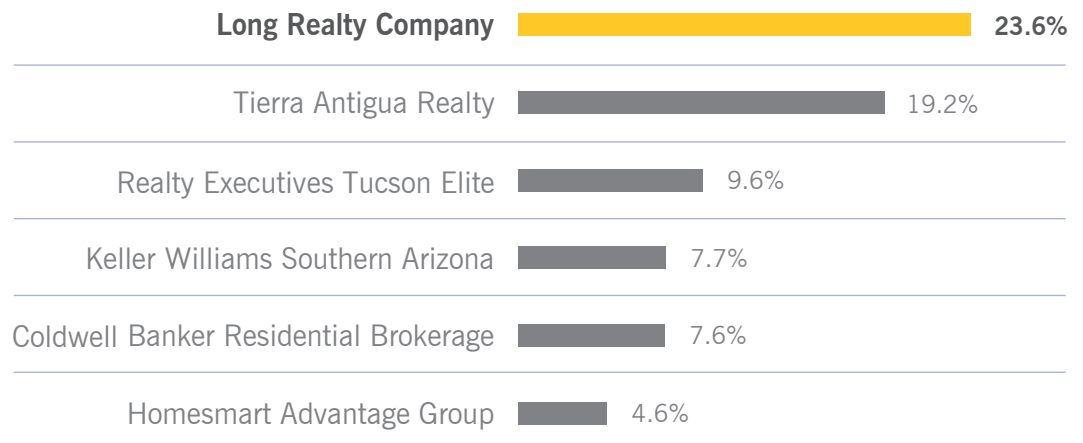
This heat map represents the percentage of change in Tucson metro median sales prices from May 2017-July 2017 to May 2018-July 2018 by zip code.



MARKET SHARE – CONTINENTAL RANCH

Long Realty leads the market in successful real estate sales.

Data Obtained 08/03/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2017 – 07/31/2018 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.