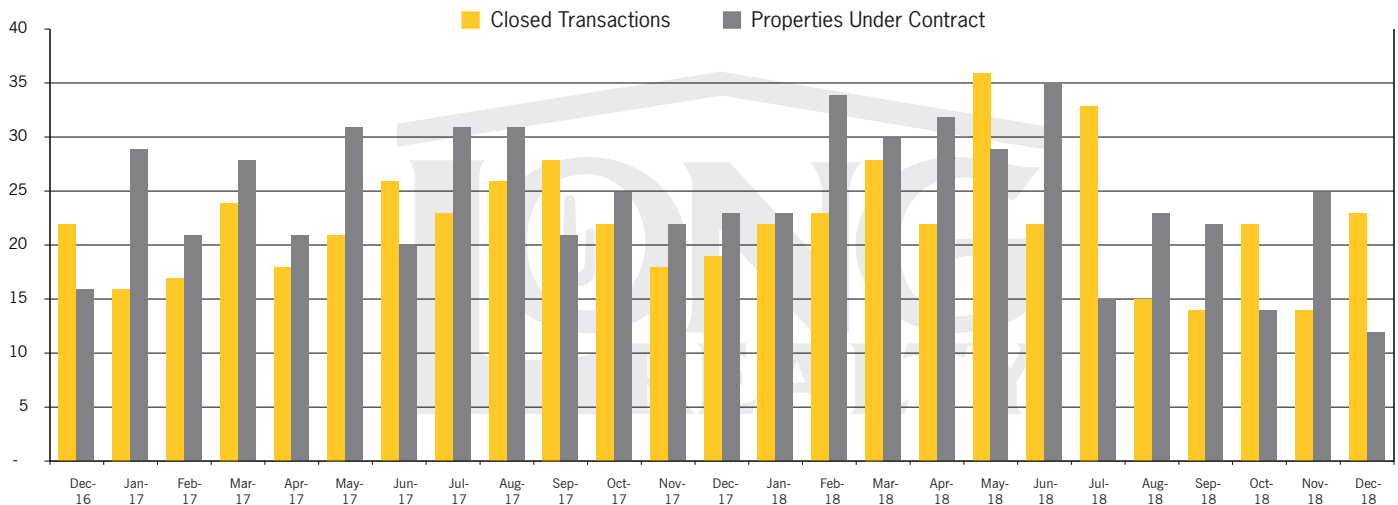




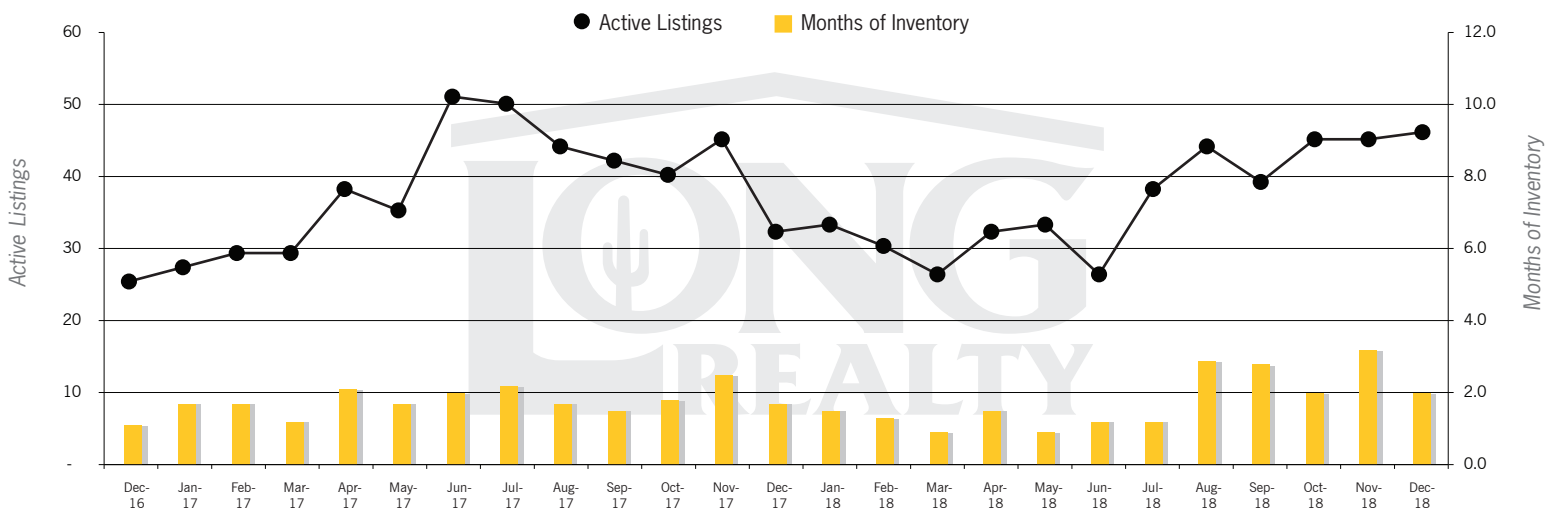
## Continental Ranch | January 2019

In the Continental Ranch area, December 2018 active inventory was 46, a 44% increase from December 2017. There were 23 closings in December 2018, a 21% increase from December 2017. Year-to-date 2018 there were 288 closings, a 6% increase from year-to-date 2017. Months of Inventory was 2.0, up from 1.7 in December 2017. Median price of sold homes was \$220,000 for the month of December 2018, up 1% from December 2017. The Continental Ranch area had 12 new properties under contract in December 2018, down 48% from December 2017.

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



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

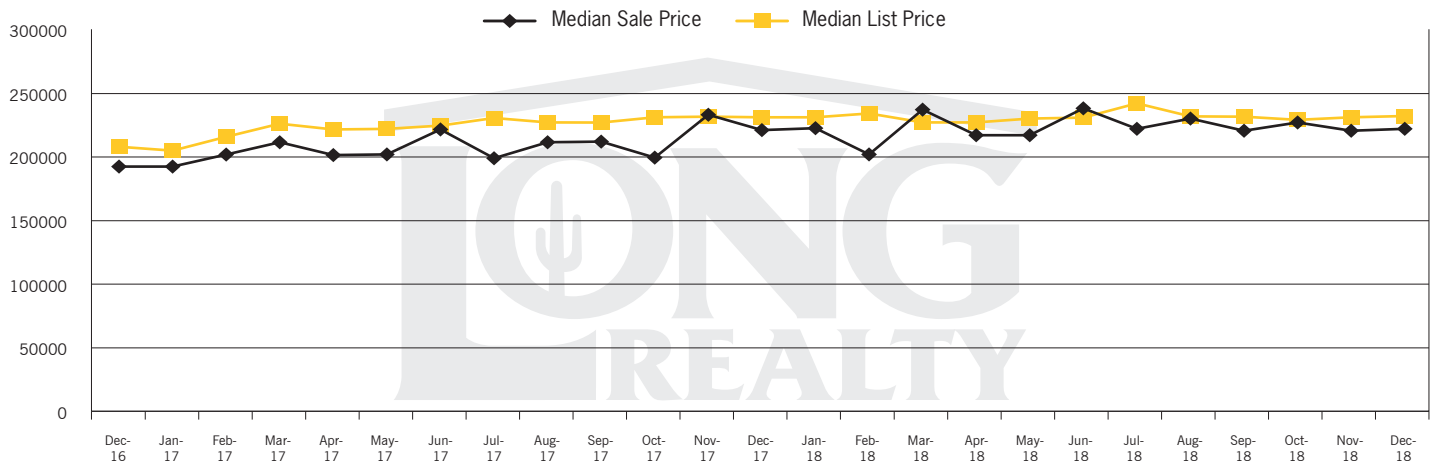


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 01/04/2019 is believed to be reliable, but not guaranteed.



Continental Ranch | January 2019

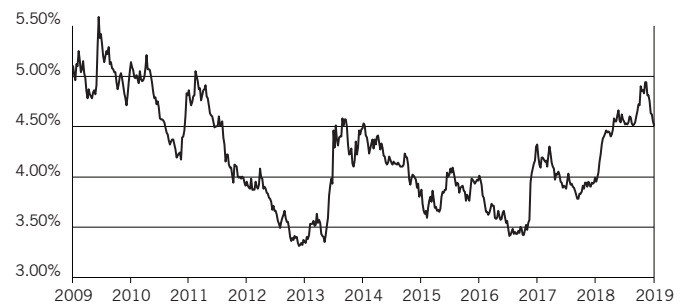
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – CONTINENTAL RANCH



## 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	\$219,000	4.250%	\$1,023.48
2018	\$220,000	4.875%	\$1,106.05

## 30 YEAR FIXED MORTGAGE RATE



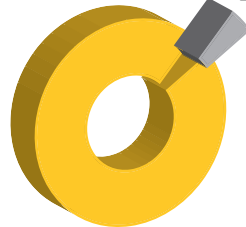
Source: Residential median sales prices. Data obtained 01/04/2019 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: FreddieMac.com

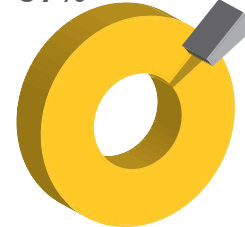
## DISTRESSED VS. NON-DISTRESSED SALES – CONTINENTAL RANCH

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  
97%



■ Distressed  
■ Non-Distressed



# The Housing Report

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Continental Ranch | January 2019

## 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-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-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	3	1	0	2	0	2	0.0	0.3	Seller
\$175,000 - 199,999	7	4	4	3	3	2	7	1.0	2.2	Seller
\$200,000 - 224,999	10	14	2	4	7	6	4	2.5	1.5	Seller
\$225,000 - 249,999	16	6	2	4	6	5	5	3.2	2.8	Seller
\$250,000 - 274,999	7	5	4	0	0	0	1	7.0	21.0	Buyer
\$275,000 - 299,999	4	1	1	2	3	1	2	2.0	1.7	Seller
\$300,000 - 349,999	2	3	1	1	3	0	2	1.0	0.6	Seller
\$350,000 - 399,999	0	0	0	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>46</b>	<b>36</b>	<b>15</b>	<b>14</b>	<b>24</b>	<b>14</b>	<b>23</b>	<b>2.0</b>	<b>2.2</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 01/04/2019.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2018-12/31/2018. Information is believed to be reliable, but not guaranteed.

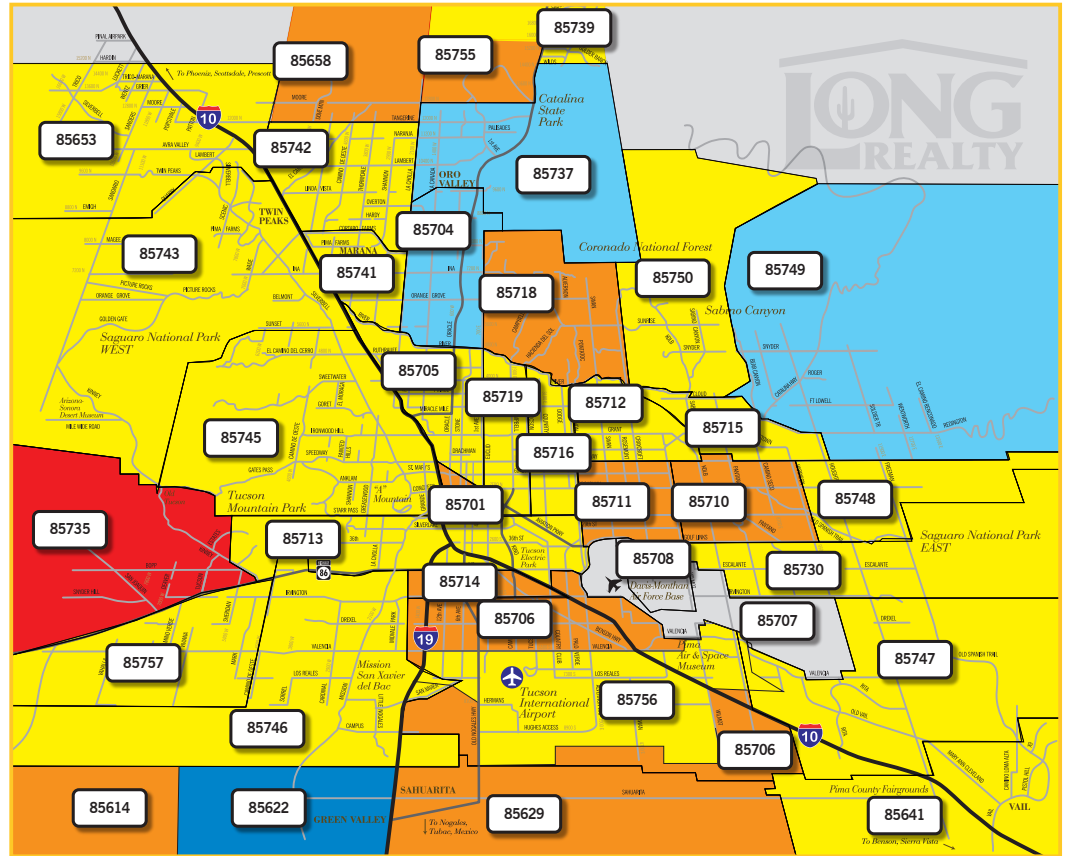


Continental Ranch | January 2019

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2017-DEC 2017 TO  
OCT 2018-DEC 2018

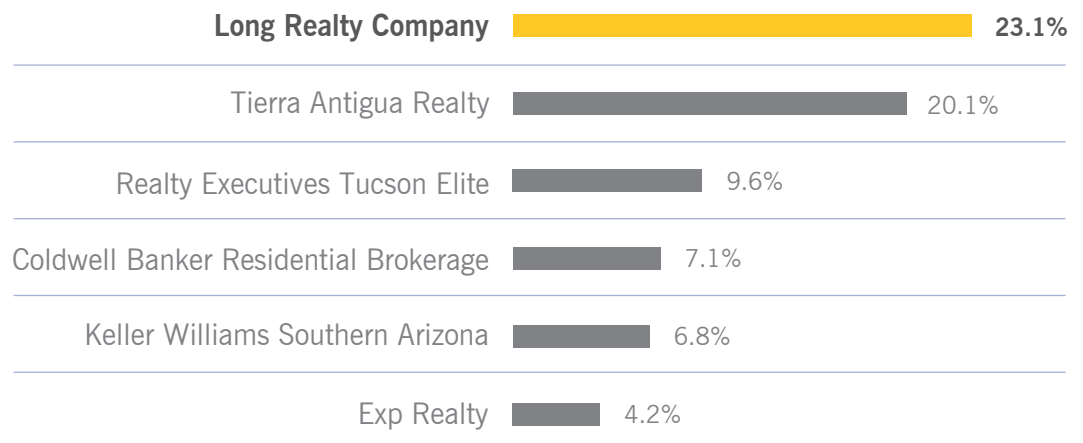
*This heat map represents the percentage of change in Tucson metro median sales prices from October 2017-December 2017 to October 2018-December 2018 by zip code.*



## MARKET SHARE – CONTINENTAL RANCH

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

*Data Obtained 01/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2018 – 12/31/2018 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.