

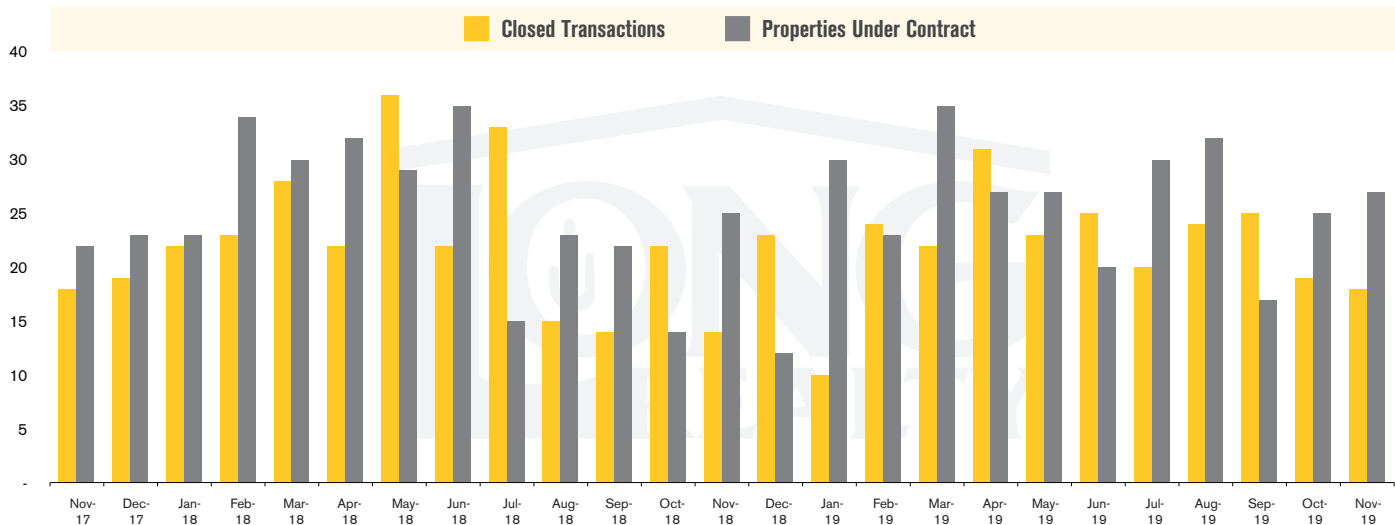
# THE HOUSING REPORT

CONTINENTAL RANCH | DECEMBER 2019

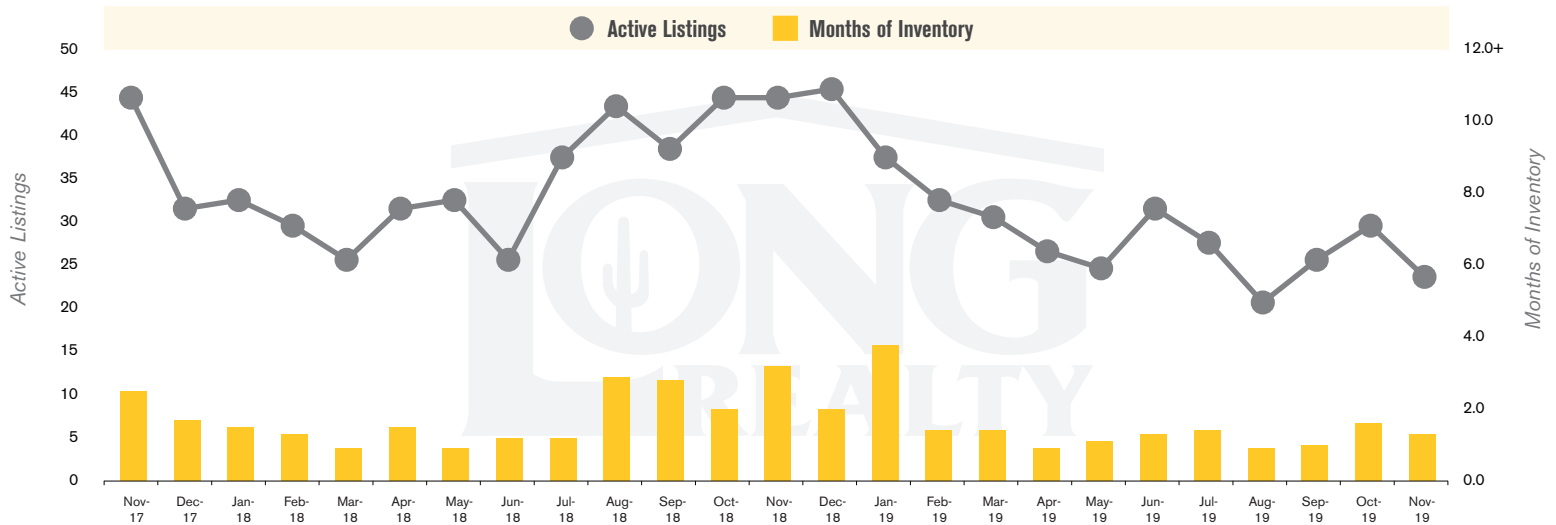


In the Continental Ranch area, November 2019 active inventory was 24, a 47% decrease from November 2018. There were 18 closings in November 2019, a 29% increase from November 2018. Year-to-date 2019 there were 249 closings, a 6% decrease from year-to-date 2018. Months of Inventory was 1.3, down from 3.2 in November 2018. Median price of sold homes was \$231,250 for the month of November 2019, up 6% from November 2018. The Continental Ranch area had 27 new properties under contract in November 2019, up 8% from November 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (CONTINENTAL RANCH)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (CONTINENTAL RANCH)



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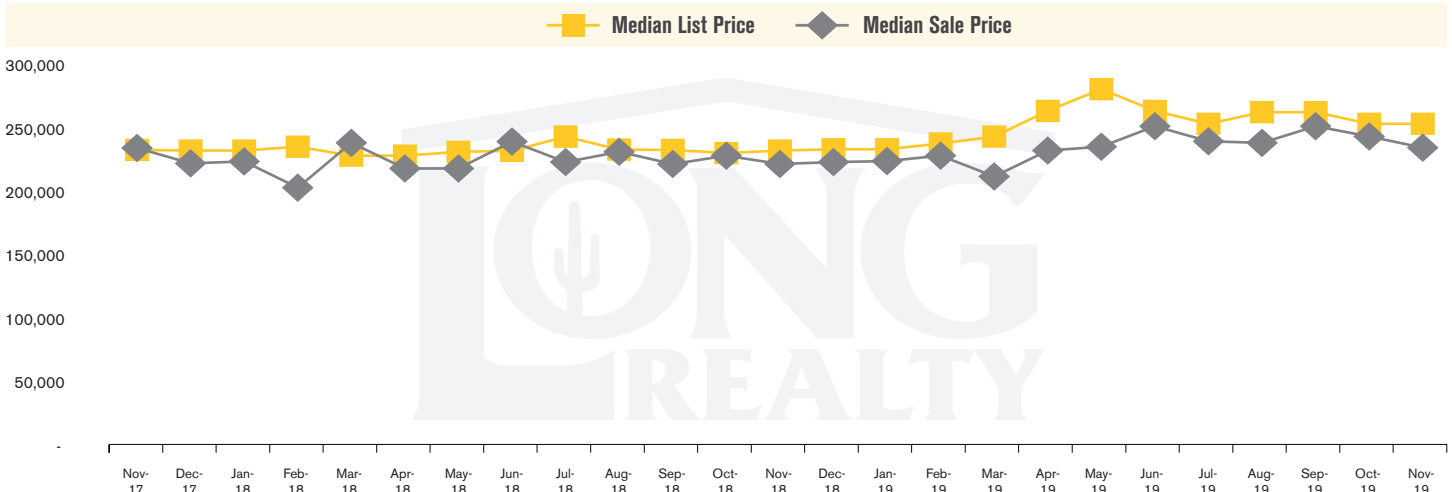
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 12/04/2019 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | DECEMBER 2019



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (CONTINENTAL RANCH)

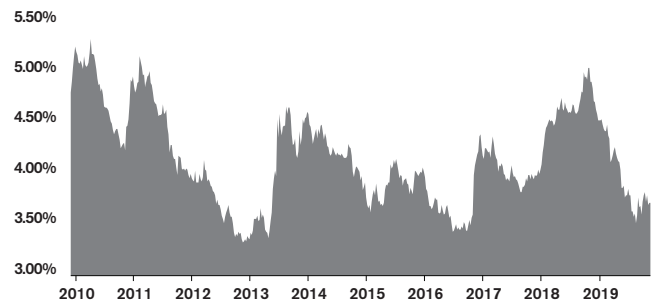


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (CONTINENTAL RANCH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2018	\$218,500	4.870%	\$1,097.87
2019	\$231,250	3.700%	\$1,011.18

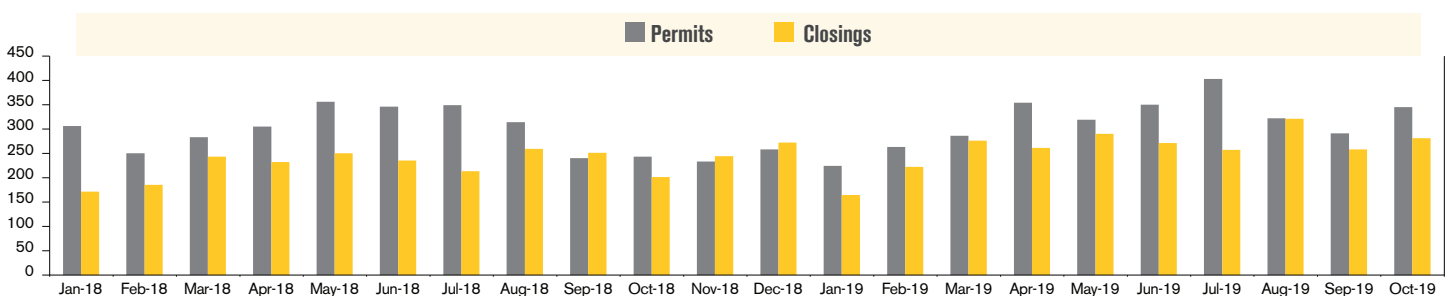
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For October 2019, new home permits were **up 5%** year-to-date from 2018 and new home closings were **up 16%** year-to-date from 2018.

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# 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
		Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19			
\$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	1	0	0	1	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	2	2	4	2	1	1	0.0	0.5	<b>Seller</b>
\$200,000 - 224,999	5	4	5	4	3	4	7	0.7	0.7	<b>Seller</b>
\$225,000 - 249,999	8	7	5	9	9	6	5	1.6	0.9	<b>Seller</b>
\$250,000 - 274,999	3	2	2	1	5	4	1	3.0	1.3	<b>Seller</b>
\$275,000 - 299,999	5	3	3	2	3	1	1	5.0	4.0	<b>Seller</b>
\$300,000 - 349,999	0	5	3	3	3	2	1	0.0	1.0	<b>Seller</b>
\$350,000 - 399,999	2	2	0	0	0	2	2	1.0	1.8	<b>Seller</b>
\$400,000 - 499,999	0	0	1	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>24</b>	<b>25</b>	<b>21</b>	<b>24</b>	<b>25</b>	<b>20</b>	<b>18</b>	<b>1.3</b>	<b>1.3</b>	<b>Seller</b>



**Seller's Market**



**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 12/04/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2019-11/30/2019. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | DECEMBER 2019



## MARKET SHARE (CONTINENTAL RANCH)

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

Data Obtained 12/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 12/01/2018 – 11/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

23.1%

Tierra Antigua Realty

14.0%

Coldwell Banker Residential Brokerage

10.2%

Realty Executives Tucson Elite

9.0%

Keller Williams Southern Arizona

5.0%

Homesmart Advantage Group

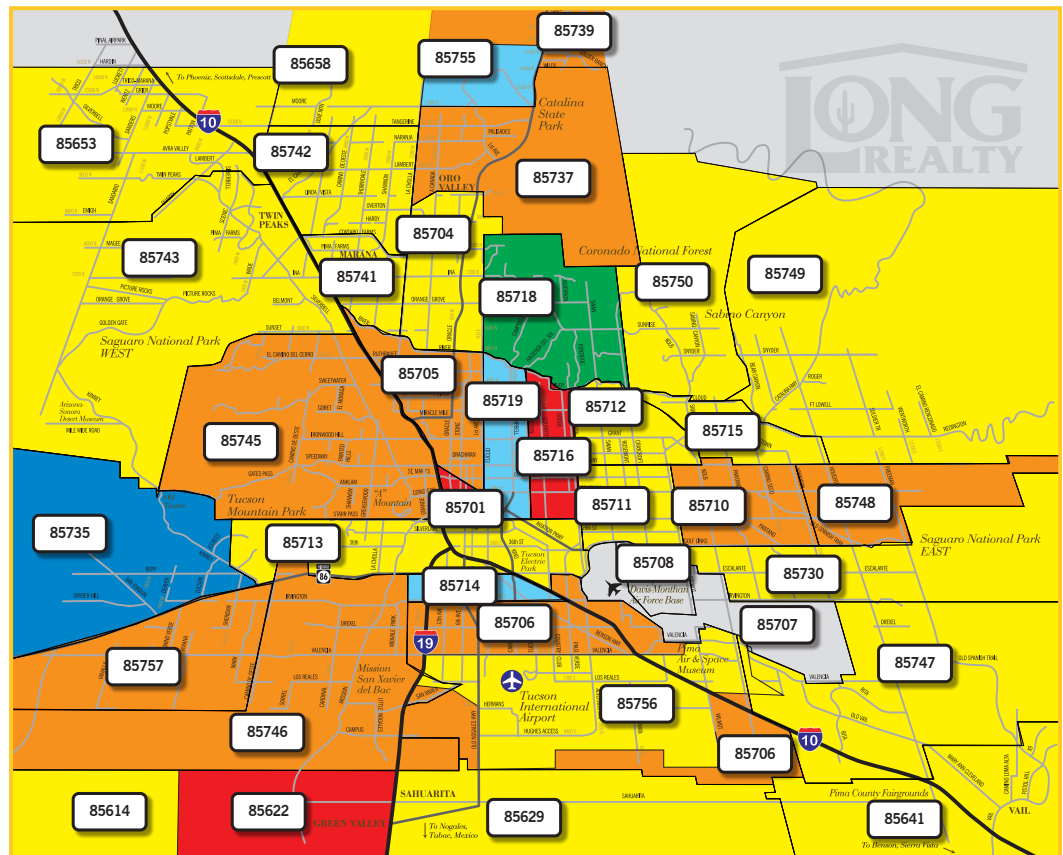
4.5%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(SEP 2018-NOV 2018 TO SEP 2019-NOV 2019)

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

### Percentage of Change



**PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.**

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*This heat map represents the percentage of change in Tucson metro median sales prices from September 2018-November 2018 to September 2019-November 2019 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/04/2019. Information is believed to be reliable, but not guaranteed.*