

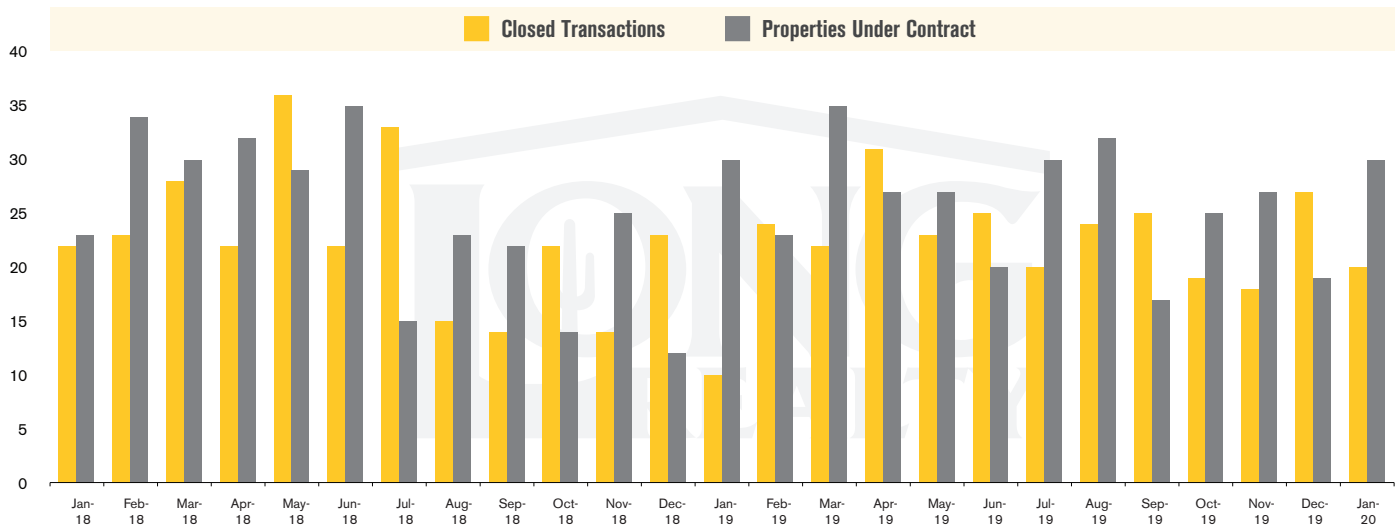
# THE HOUSING REPORT

CONTINENTAL RANCH | FEBRUARY 2020

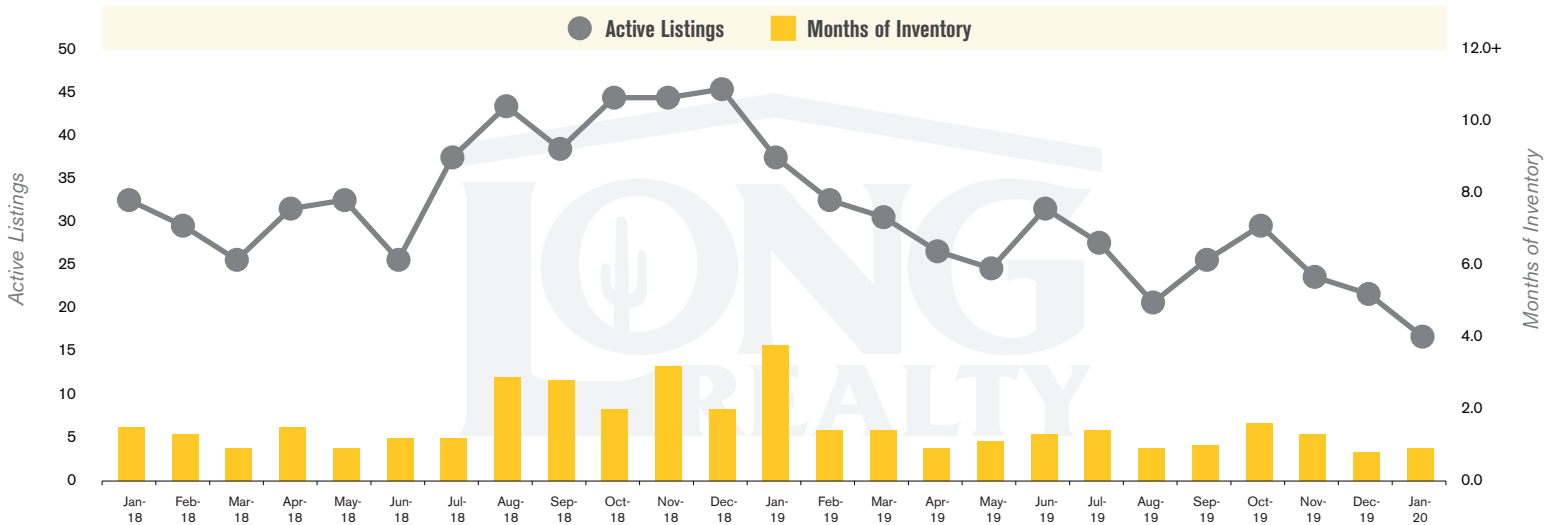


In the Continental Ranch area, January 2020 active inventory was 17, a 55% decrease from January 2019. There were 20 closings in January 2020, a 100% increase from January 2019. Year-to-date 2020 there were 20 closings, an 82% increase from year-to-date 2018. Months of Inventory was .9, down from 3.8 in January 2019. Median price of sold homes was \$255,750 for the month of January 2020, up 16% from January 2019. The Continental Ranch area had 30 new properties under contract in January 2020, unchanged from January 2019.

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



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



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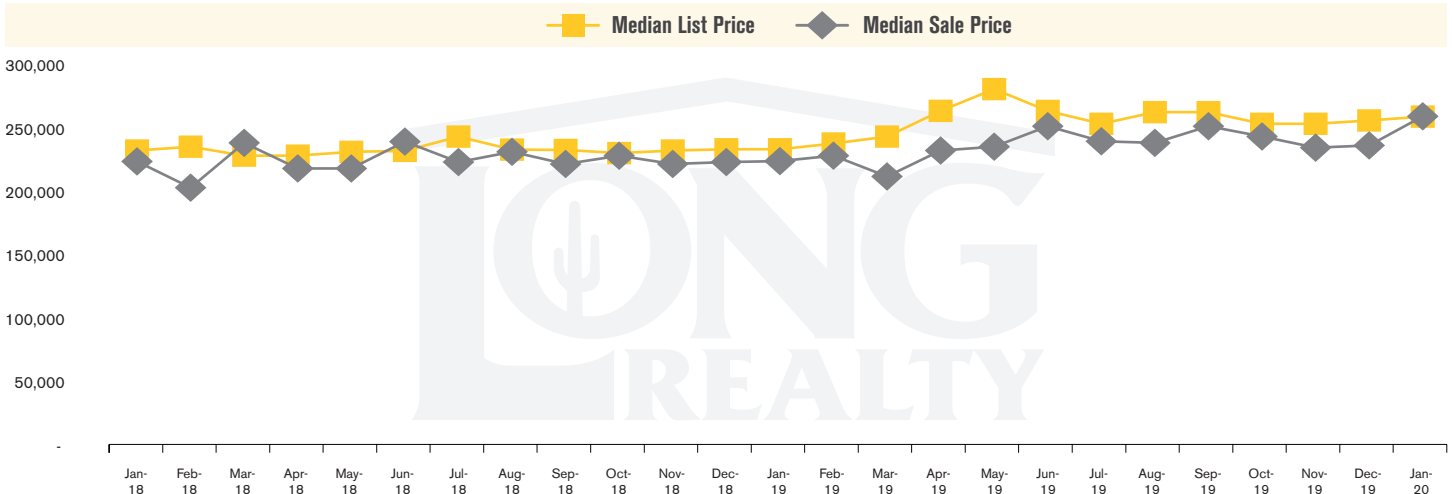
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 02/05/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | FEBRUARY 2020



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

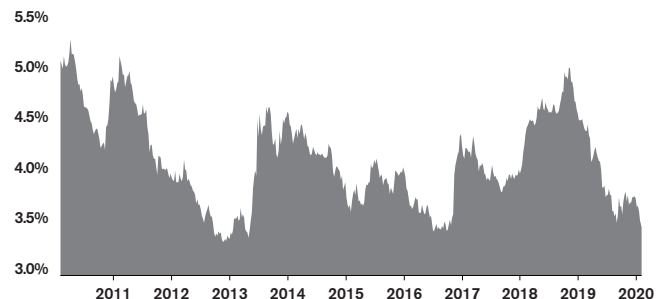


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (CONTINENTAL RANCH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2019	\$220,750	4.460%	\$1,057.60
2020	\$255,750	3.680%	\$1,115.57

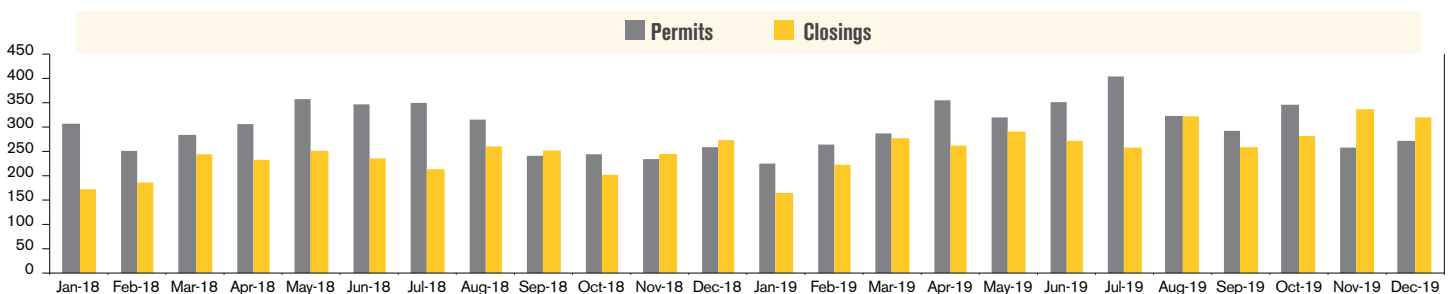
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For December 2019, new home permits were **down 1%** and new home closings were **up 18%** from December 2018.

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# THE HOUSING REPORT

CONTINENTAL RANCH | FEBRUARY 2020



## 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
		Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20			
\$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	1	0	0	0	1	1	0.0	0.5	<b>Seller</b>
\$175,000 - 199,999	1	4	2	1	1	3	1	1.0	0.6	<b>Seller</b>
\$200,000 - 224,999	5	4	3	4	7	7	2	2.5	0.8	<b>Seller</b>
\$225,000 - 249,999	2	9	9	6	5	6	5	0.4	0.8	<b>Seller</b>
\$250,000 - 274,999	6	1	5	4	2	5	4	1.5	1.4	<b>Seller</b>
\$275,000 - 299,999	0	2	3	1	1	2	1	0.0	3.0	<b>Seller</b>
\$300,000 - 349,999	2	3	3	2	1	1	3	0.7	0.4	<b>Seller</b>
\$350,000 - 399,999	1	0	0	2	2	2	2	0.5	0.8	<b>Seller</b>
\$400,000 - 499,999	0	0	0	0	0	2	1	0.0	0.0	<b>Seller</b>
\$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>17</b>	<b>24</b>	<b>25</b>	<b>20</b>	<b>19</b>	<b>29</b>	<b>20</b>	<b>0.9</b>	<b>0.9</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 02/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2019-01/31/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | FEBRUARY 2020



## MARKET SHARE (CONTINENTAL RANCH)

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

*Data Obtained 02/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2019 – 01/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

20.8%

Tierra Antigua Realty

15.3%

Coldwell Banker Residential Brokerage

10.7%

Realty Executives Tucson Elite

9.7%

Keller Williams Southern Arizona

5.8%

Omni Homes International

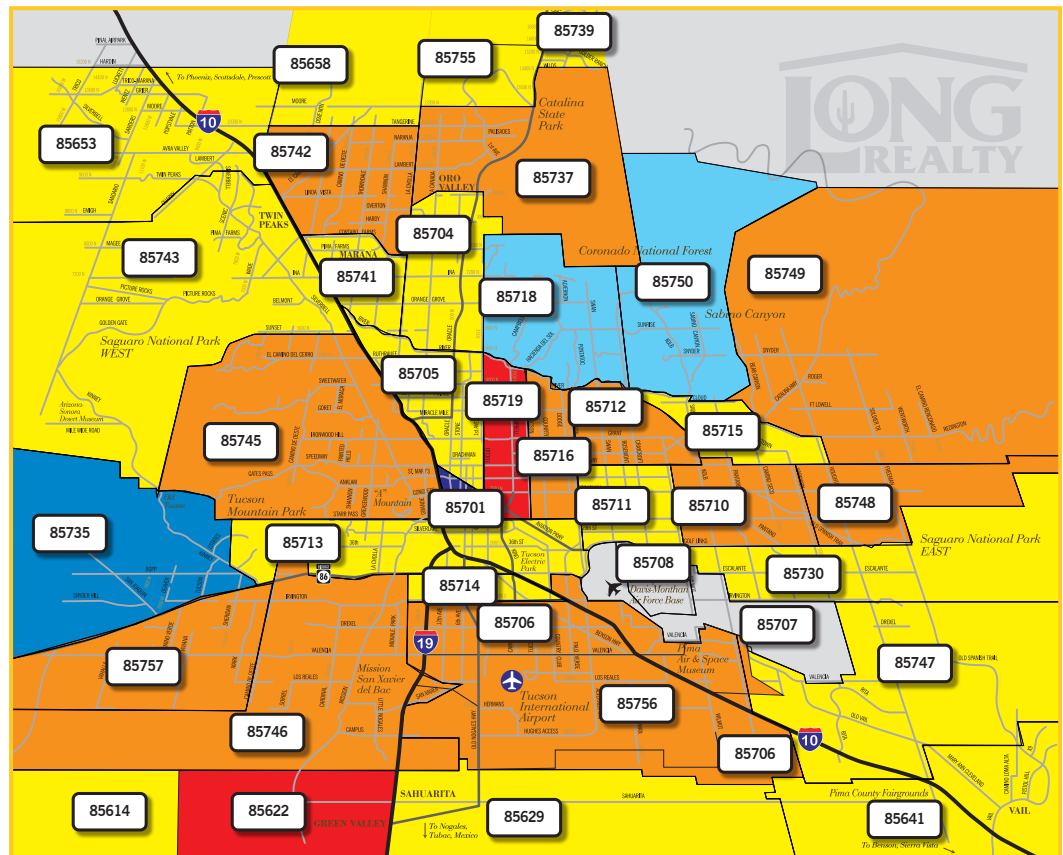
5.0%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(NOV 2018-JAN 2019 TO NOV 2019-JAN 2020)

*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 November 2018-January 2019 to November 2019-January 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/05/2020. Information is believed to be reliable, but not guaranteed.*