

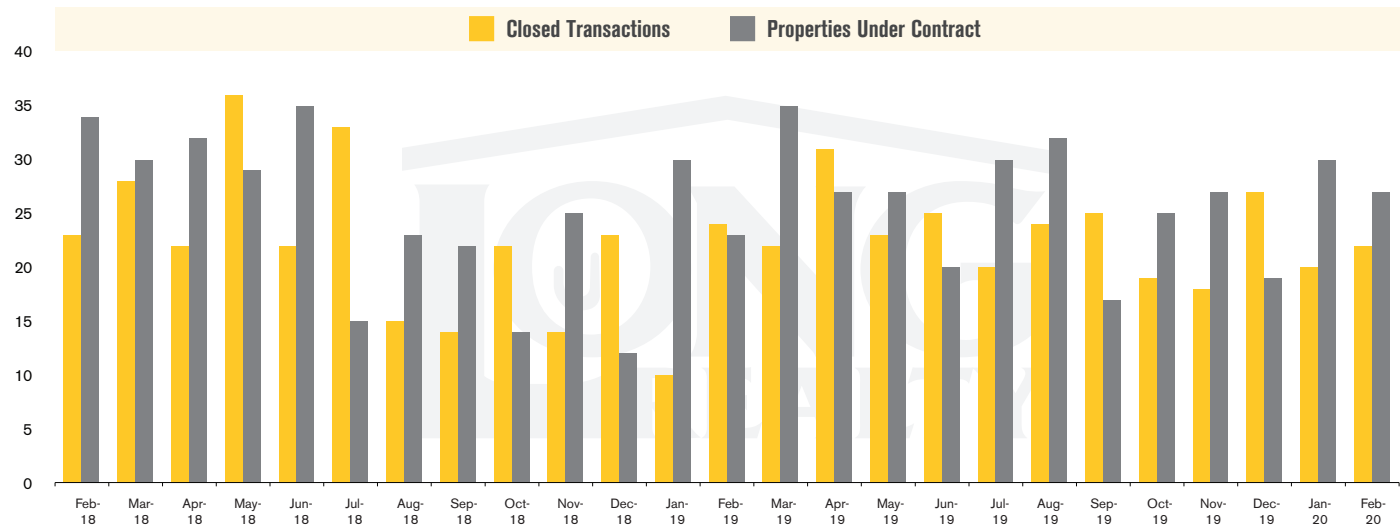
# THE HOUSING REPORT

CONTINENTAL RANCH | MARCH 2020

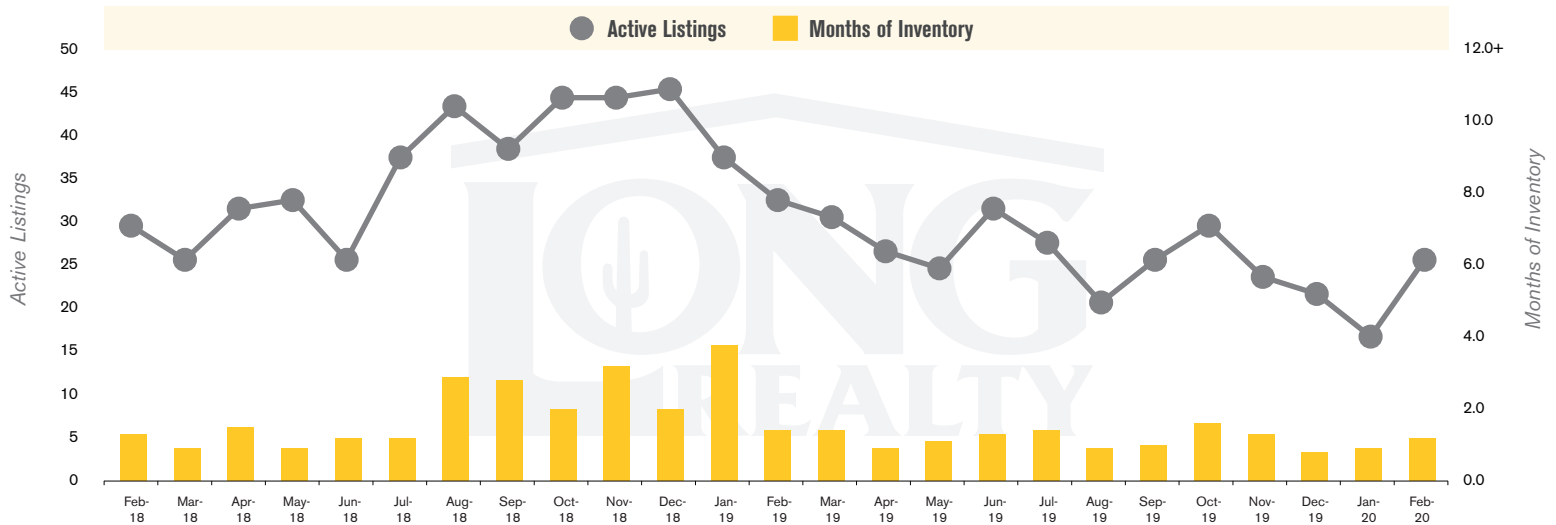


In the Continental Ranch area, February 2020 active inventory was 26, a 21% decrease from February 2019. There were 22 closings in February 2020, a 8% decrease from February 2019. Year-to-date 2020 there were 42 closings, a 20% increase from year-to-date 2018. Months of Inventory was 1.2, down from 1.4 in February 2019. Median price of sold homes was \$253,650 for the month of February 2020, up 13% from February 2019. The Continental Ranch area had 27 new properties under contract in February 2020, up 17% from February 2019.

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



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



Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

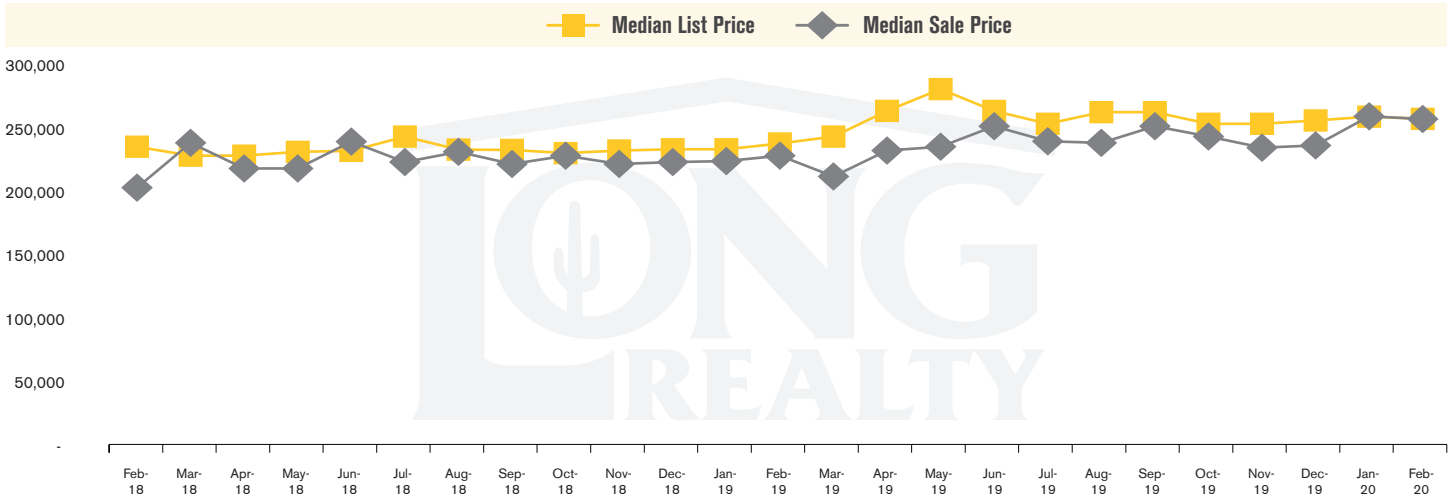
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 03/04/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | MARCH 2020



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

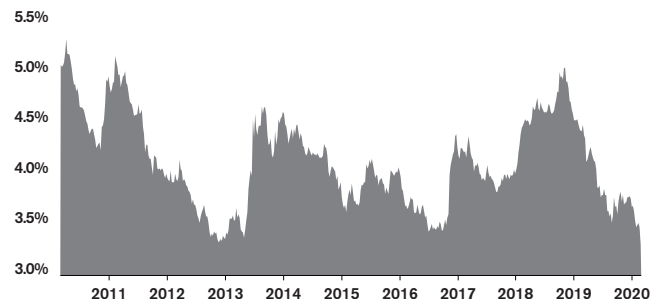


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (CONTINENTAL RANCH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2019	\$225,000	4.370%	\$1,066.59
2020	\$253,650	3.470%	\$1,078.02

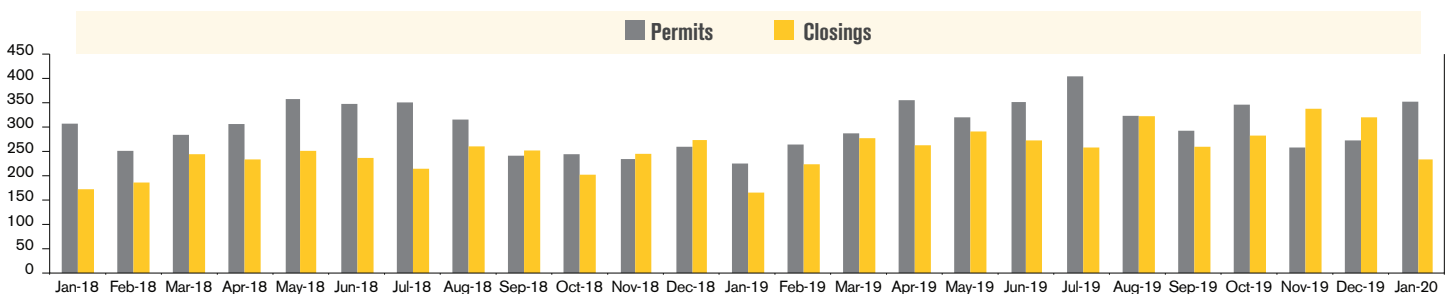
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For January 2020, new home permits were **up 56%** and new home closings were **up 41%** from January 2019.

Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 03/04/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | MARCH 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
		Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-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	0	0	0	1	1	0	n/a	0.0	<b>Seller</b>
\$175,000 - 199,999	0	2	1	1	3	1	2	0.0	0.5	<b>Seller</b>
\$200,000 - 224,999	3	3	4	7	7	2	2	1.5	1.0	<b>Seller</b>
\$225,000 - 249,999	6	9	6	5	6	5	6	1.0	0.6	<b>Seller</b>
\$250,000 - 274,999	6	5	4	2	5	4	4	1.5	1.4	<b>Seller</b>
\$275,000 - 299,999	4	3	1	1	2	1	5	0.8	1.4	<b>Seller</b>
\$300,000 - 349,999	5	3	2	1	1	3	1	5.0	1.4	<b>Seller</b>
\$350,000 - 399,999	2	0	2	2	2	2	2	1.0	0.8	<b>Seller</b>
\$400,000 - 499,999	0	0	0	0	2	1	0	n/a	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>26</b>	<b>25</b>	<b>20</b>	<b>19</b>	<b>29</b>	<b>20</b>	<b>22</b>	<b>1.2</b>	<b>0.9</b>	<b>Seller</b>



**Seller's Market**



**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

**Long Realty Company**

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 03/04/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2019-02/29/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | MARCH 2020



## MARKET SHARE (CONTINENTAL RANCH)

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

Data Obtained 03/04/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2019 – 02/29/2020 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

20.2%

Tierra Antigua Realty

15.8%

Coldwell Banker Residential Brokerage

10.4%

Realty Executives Tucson Elite

9.2%

Keller Williams Southern Arizona

5.8%

Omni Homes International

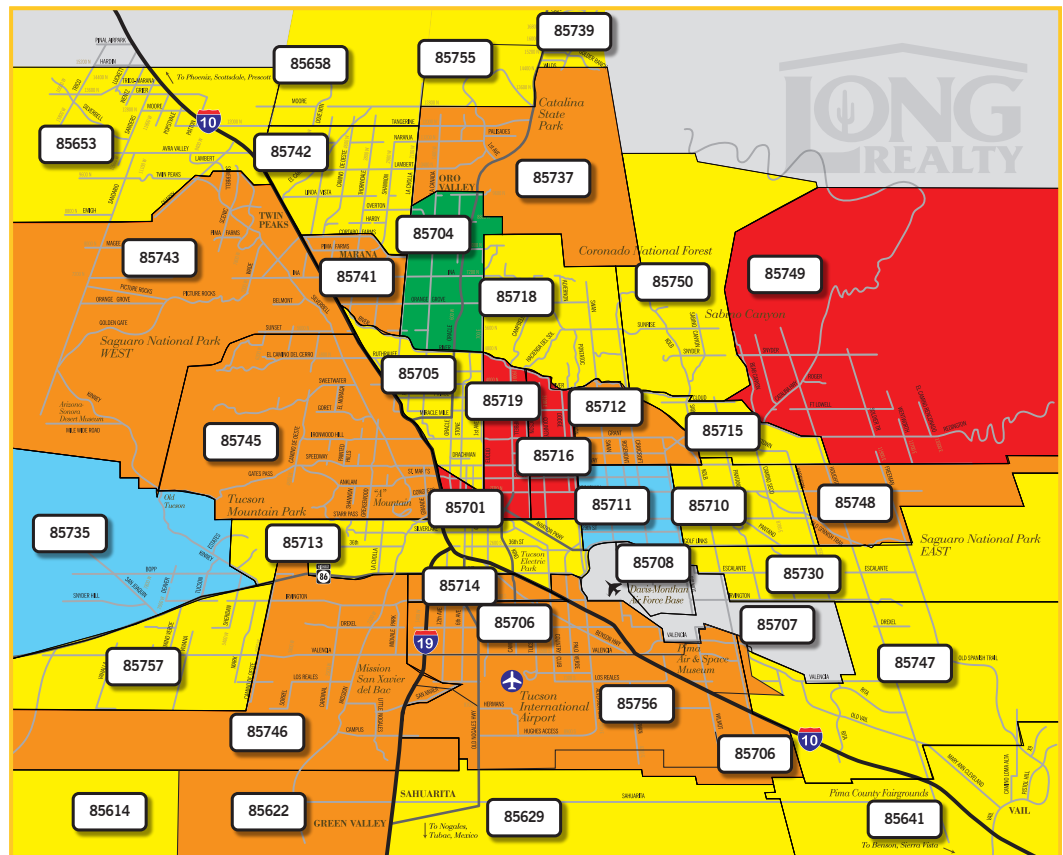
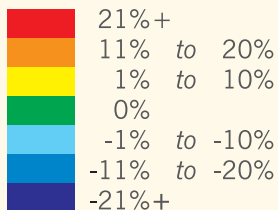
4.5%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(DEC 2018-FEB 2019 TO DEC 2019-FEB 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.**

Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

This heat map represents the percentage of change in Tucson metro median sales prices from December 2018-February 2019 to December 2019-February 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/04/2020. Information is believed to be reliable, but not guaranteed.