

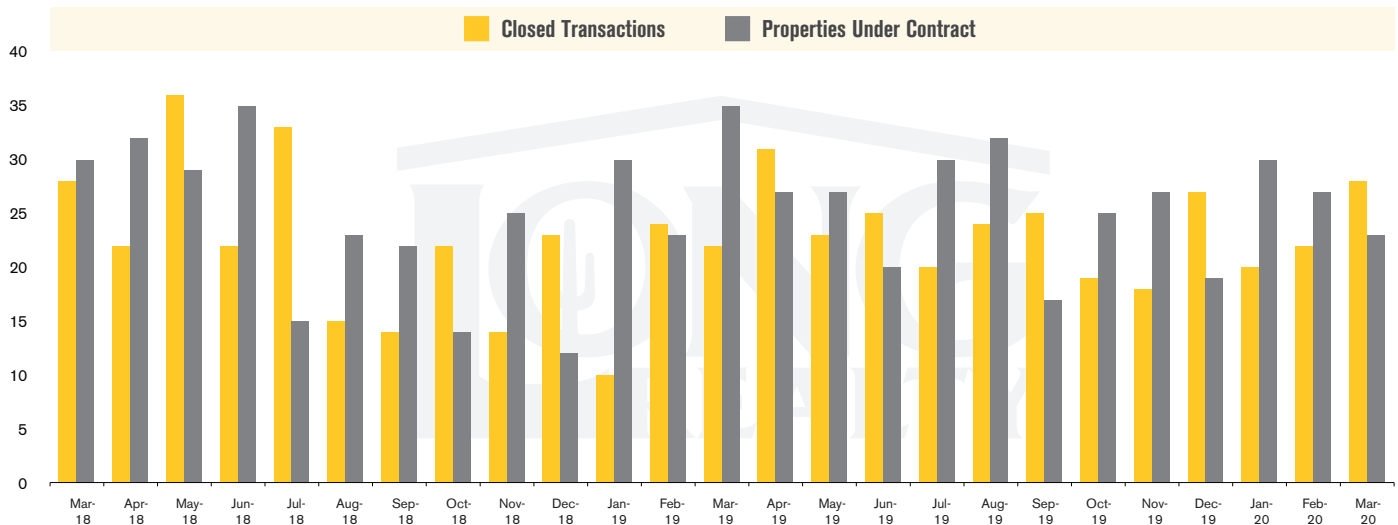
THE HOUSING REPORT

CONTINENTAL RANCH | APRIL 2020

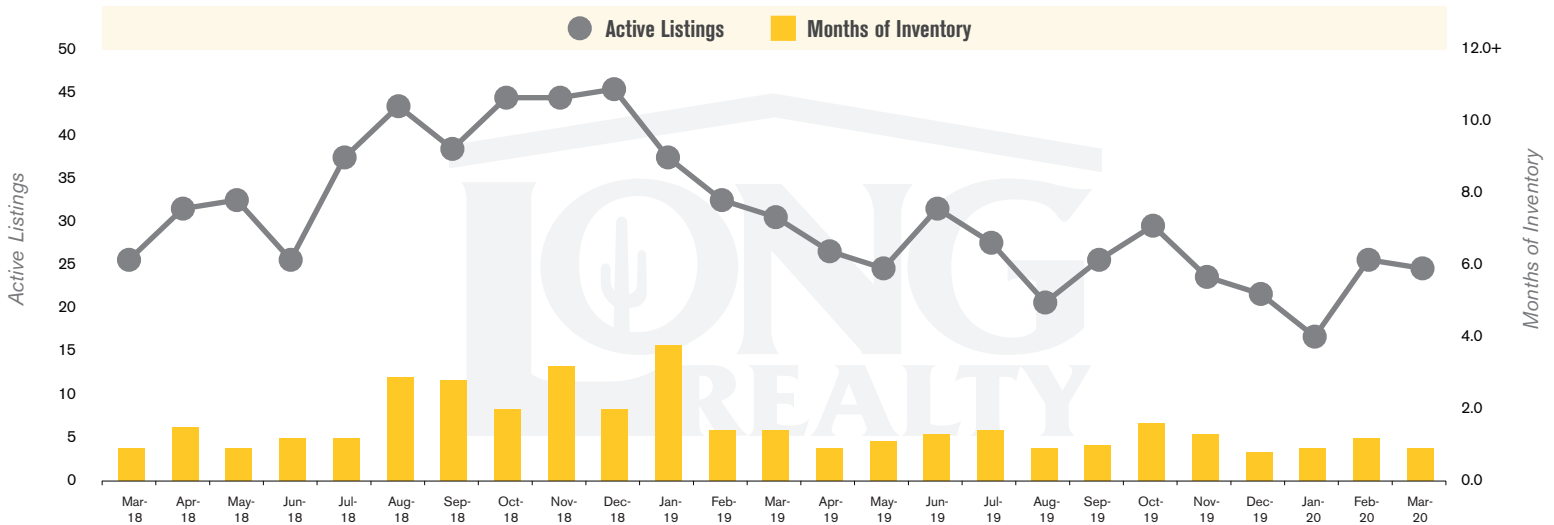


In the Continental Ranch area, March 2020 active inventory was 25, a 19% decrease from March 2019. There were 28 closings in March 2020, a 27% increase from March 2019. Year-to-date 2020 there were 71 closings, a 22% increase from year-to-date 2019. Months of Inventory was .9, down from 1.4 in March 2019. Median price of sold homes was \$242,750 for the month of March 2020, up 16% from March 2019. The Continental Ranch area had 23 new properties under contract in March 2020, down 34% from March 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

Long Realty Company

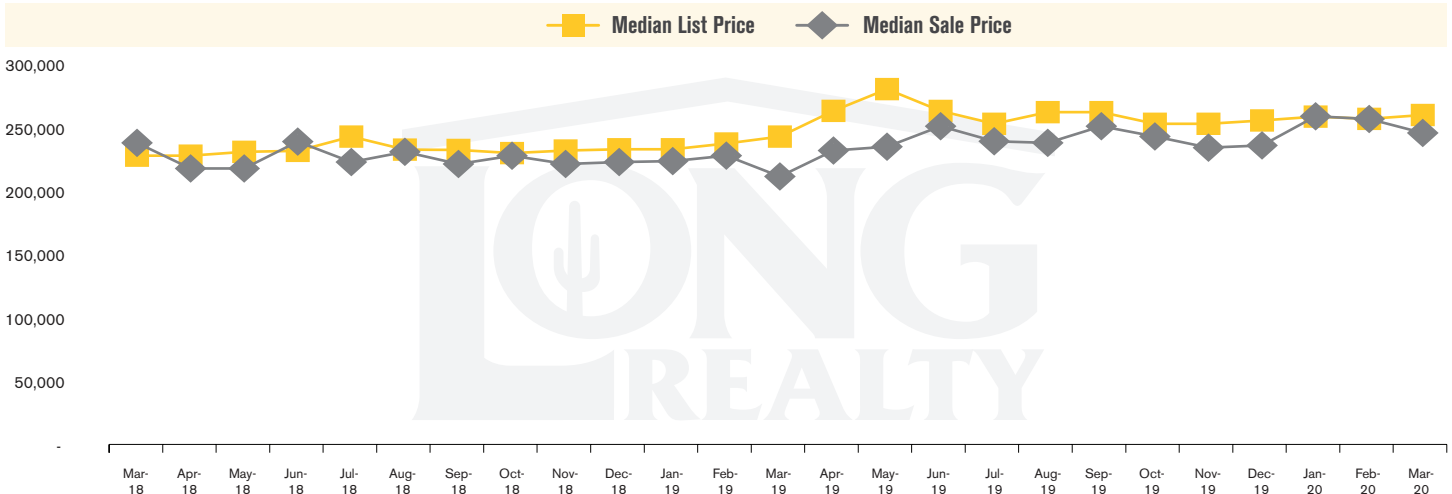
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

CONTINENTAL RANCH | APRIL 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (CONTINENTAL RANCH)

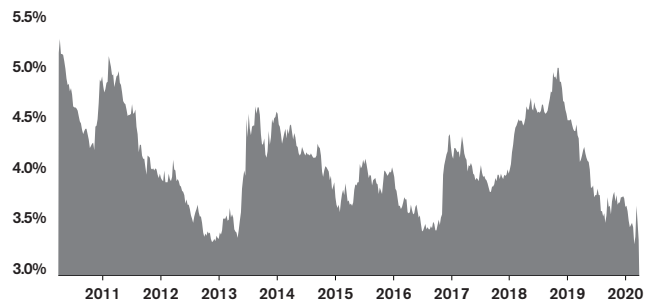


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (CONTINENTAL RANCH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2019	\$208,750	4.375%	\$990.15
2020	\$242,750	3.450%	\$1,029.13

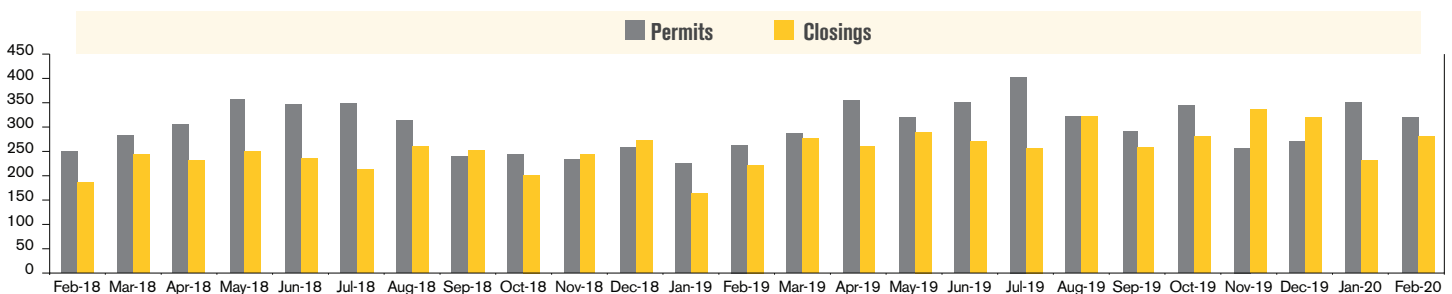
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For February 2020, new home permits were **up 22%** and new home closings were **up 26%** from February 2019.

Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

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

THE HOUSING REPORT

CONTINENTAL RANCH | APRIL 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
		Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-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	1	1	0	0	n/a	0.0	Seller
\$175,000 - 199,999	1	1	1	3	1	2	2	0.5	0.4	Seller
\$200,000 - 224,999	0	4	7	7	2	2	6	0.0	0.8	Seller
\$225,000 - 249,999	6	6	5	6	5	6	11	0.5	0.6	Seller
\$250,000 - 274,999	8	4	2	5	4	4	5	1.6	1.5	Seller
\$275,000 - 299,999	2	1	1	2	1	5	2	1.0	0.8	Seller
\$300,000 - 349,999	6	2	1	1	3	1	0	n/a	3.3	Seller
\$350,000 - 399,999	2	2	2	2	2	2	2	1.0	0.8	Seller
\$400,000 - 499,999	0	0	0	2	1	0	0	n/a	0.0	Seller
\$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	25	20	19	29	20	22	28	0.9	1.0	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 04/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2020-03/31/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

CONTINENTAL RANCH | APRIL 2020



MARKET SHARE (CONTINENTAL RANCH)

Long Realty leads the market in successful real estate sales.

Data Obtained 04/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 04/01/2019 – 03/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

19.4%

Tierra Antigua Realty

16.6%

Coldwell Banker Residential Brokerage

9.9%

Realty Executives Tucson Elite

9.0%

Keller Williams Southern Arizona

6.3%

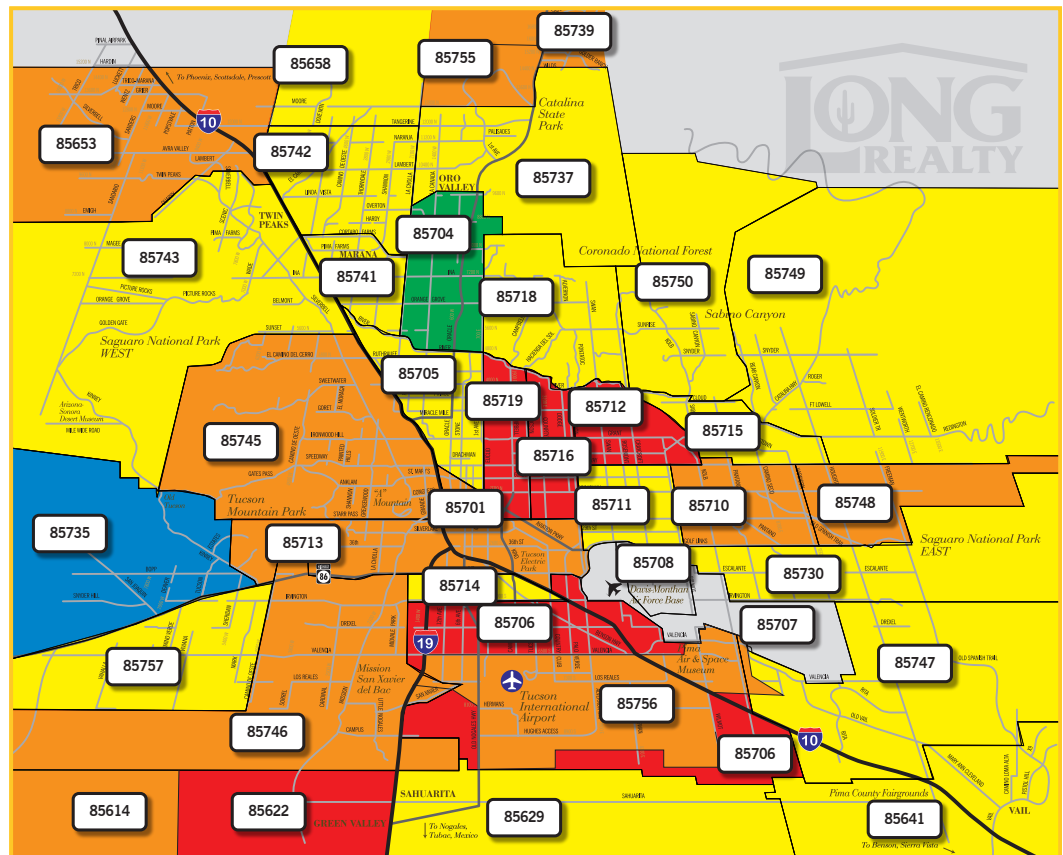
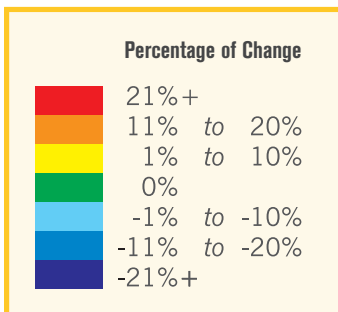
Omni Homes International

4.4%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JAN 2019-MAR 2019 TO JAN 2020-MAR 2020)

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.

Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

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