

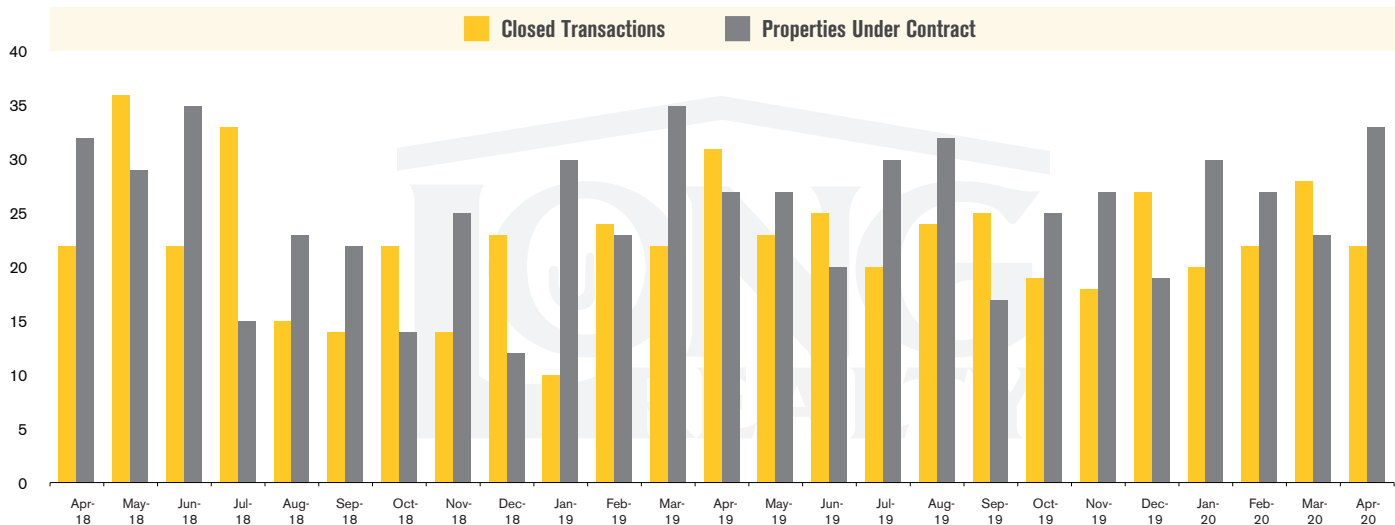
THE HOUSING REPORT

CONTINENTAL RANCH | MAY 2020

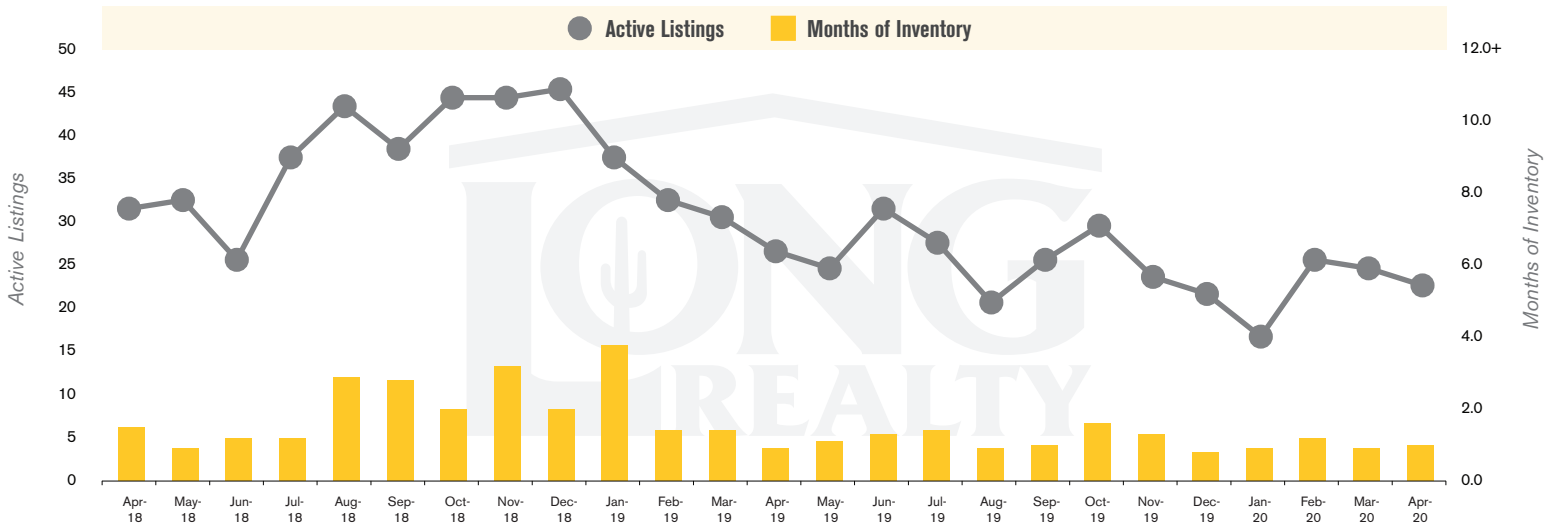


In the Continental Ranch area, April 2020 active inventory was 23, a 15% decrease from April 2019. There were 22 closings in April 2020, a 29% decrease from April 2019. Year-to-date 2020 there were 94 closings, a 3% increase from year-to-date 2019. Months of Inventory was 1.0, up from .9 in April 2019. Median price of sold homes was \$246,500 for the month of April 2020, up 8% from April 2019. The Continental Ranch area had 33 new properties under contract in April 2020, up 22% from April 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (CONTINENTAL RANCH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (CONTINENTAL RANCH)



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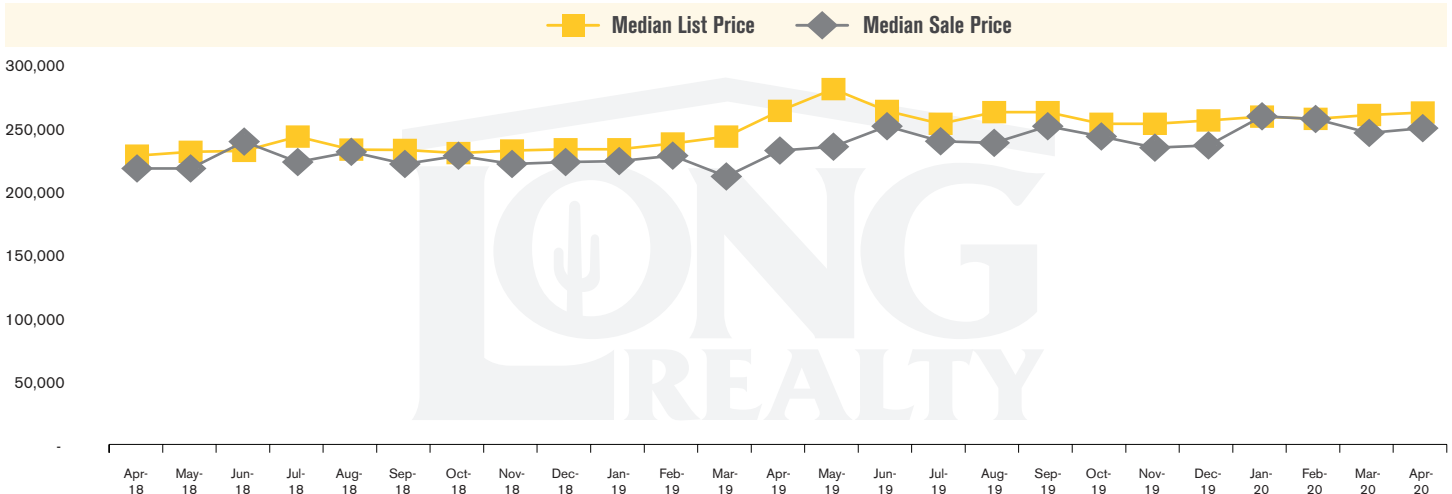
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (CONTINENTAL RANCH)

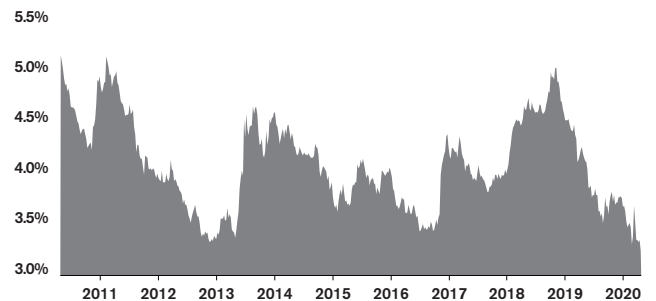


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (CONTINENTAL RANCH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2019	\$229,000	4.140%	\$1,056.25
2020	\$246,500	3.310%	\$1,026.87

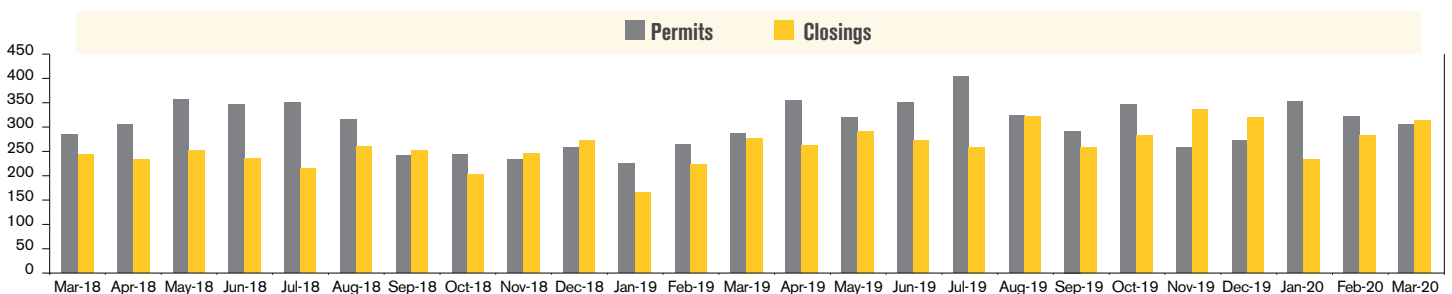
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For March 2020, new home permits were **up 7%** and new home closings were **up 13%** from March 2019.

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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
		Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-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	1	1	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	1	3	1	2	2	0	n/a	0.3	Seller
\$200,000 - 224,999	0	7	7	2	2	7	4	0.0	0.2	Seller
\$225,000 - 249,999	7	5	6	5	6	12	7	1.0	0.8	Seller
\$250,000 - 274,999	10	2	5	4	4	5	5	2.0	1.7	Seller
\$275,000 - 299,999	2	1	2	1	5	2	2	1.0	0.9	Seller
\$300,000 - 349,999	2	1	1	3	1	0	3	0.7	3.3	Seller
\$350,000 - 399,999	1	2	2	2	2	2	1	1.0	1.0	Seller
\$400,000 - 499,999	1	0	2	1	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
TOTAL	23	19	29	20	22	30	22	1.0	1.0	Seller



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 05/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2020-04/30/2020. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (CONTINENTAL RANCH)

Long Realty leads the market in successful real estate sales.

Data Obtained 05/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2019 – 04/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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19.3%

Tierra Antigua Realty

17.0%

Coldwell Banker Residential Brokerage

10.4%

Realty Executives Tucson Elite

8.8%

Keller Williams Southern Arizona

6.9%

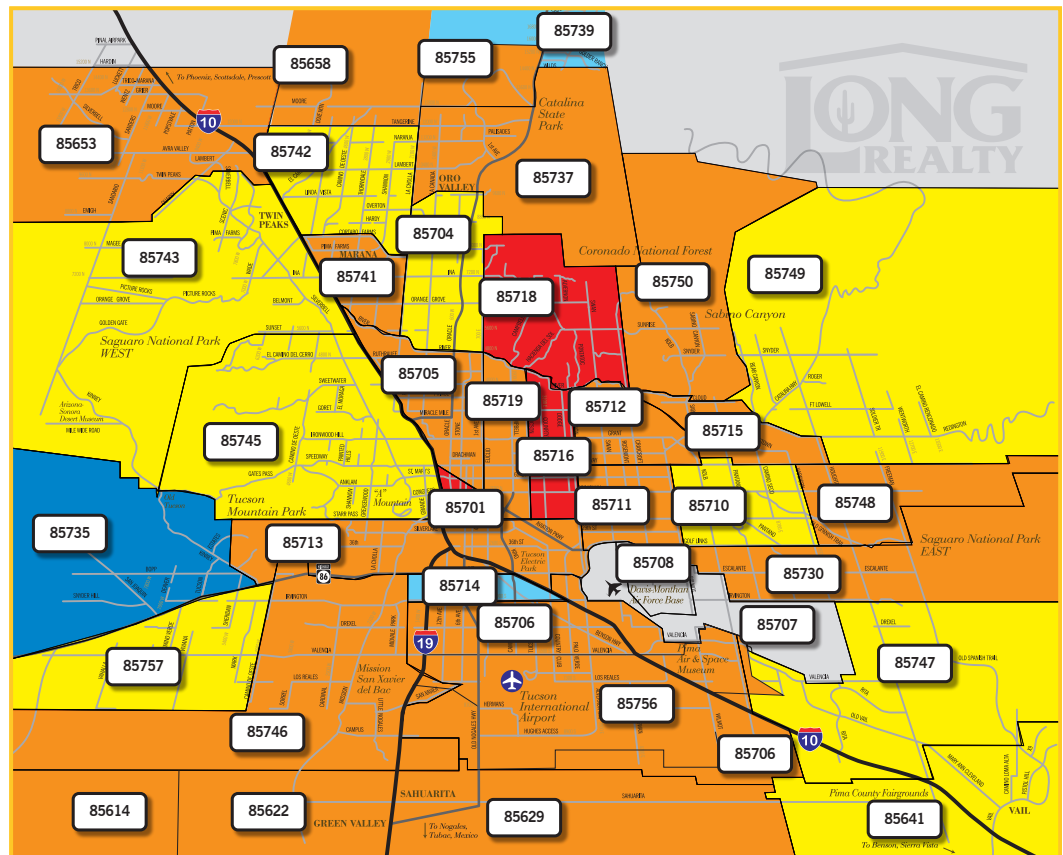
Omni Homes International

4.1%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(FEB 2019-APR 2019 TO FEB 2020-APR 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.

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This heat map represents the percentage of change in Tucson metro median sales prices from February 2019-April 2019 to February 2020-April 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 05/05/2020. Information is believed to be reliable, but not guaranteed.