

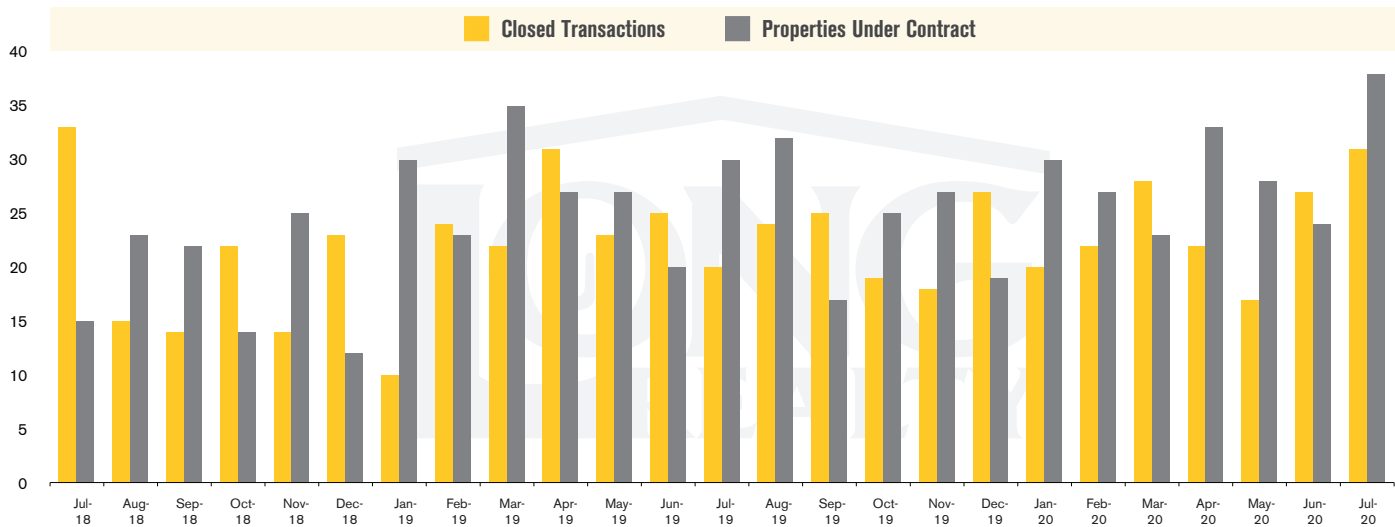
THE HOUSING REPORT

CONTINENTAL RANCH | AUGUST 2020

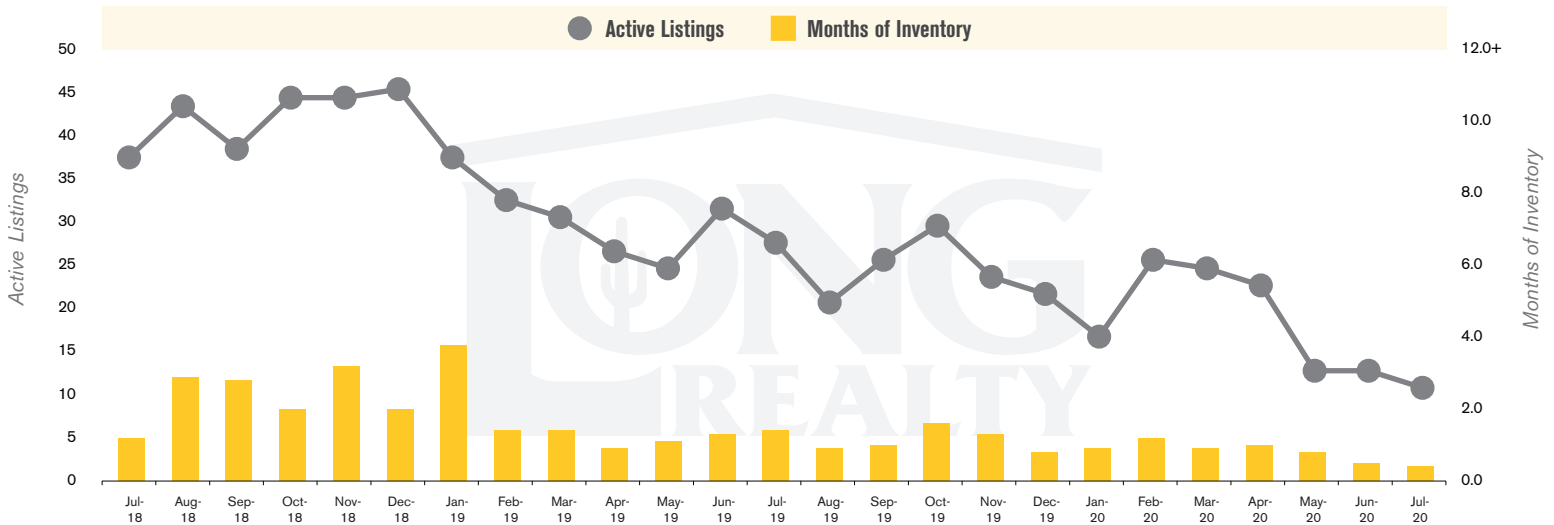


In the Continental Ranch area, July 2020 active inventory was 11, a 61% decrease from July 2019. There were 31 closings in July 2020, a 55% increase from July 2019. Year-to-date 2020 there were 173 closings, a 7% increase from year-to-date 2019. Months of Inventory was .4, down from 1.4 in July 2019. Median price of sold homes was \$250,000 for the month of July 2020, up 6% from July 2019. The Continental Ranch area had 38 new properties under contract in July 2020, up 27% from July 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (CONTINENTAL RANCH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (CONTINENTAL RANCH)



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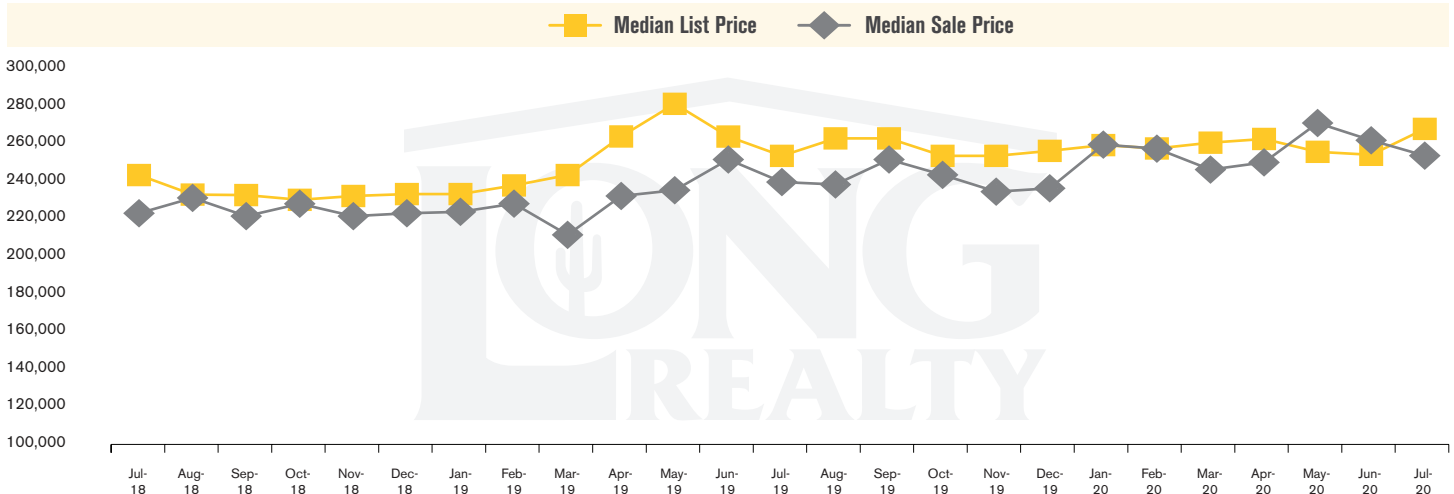
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/05/2020 is believed to be reliable, but not guaranteed.

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CONTINENTAL RANCH | AUGUST 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (CONTINENTAL RANCH)

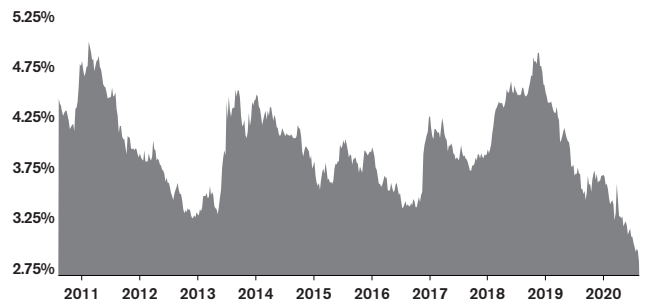


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (CONTINENTAL RANCH)

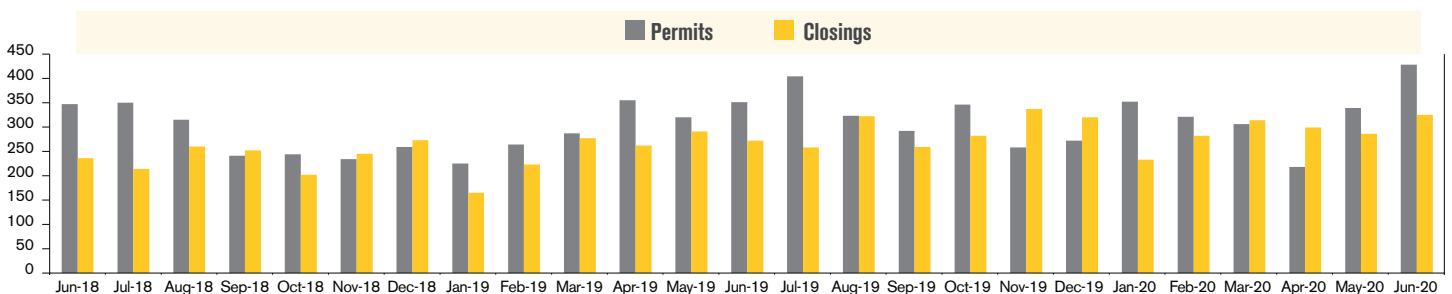
| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$230,000 | 6.140% | \$1,329.75 |
| 2019 | \$236,250 | 3.770% | \$1,041.95 |
| 2020 | \$250,000 | 3.020% | \$1,003.87 |

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

30 YEAR FIXED MORTGAGE RATE



NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For June 2020, new home permits were **up 22%** and new home closings were **up 19%** from June 2019.

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THE HOUSING REPORT

CONTINENTAL RANCH | AUGUST 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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
| | | Feb-20 | Mar-20 | Apr-20 | May-20 | Jun-20 | Jul-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 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$175,000 - 199,999 | 1 | 2 | 2 | 0 | 1 | 0 | 1 | 1.0 | 0.5 | Seller |
| \$200,000 - 224,999 | 0 | 2 | 7 | 4 | 4 | 6 | 5 | 0.0 | 0.1 | Seller |
| \$225,000 - 249,999 | 2 | 6 | 12 | 8 | 4 | 5 | 8 | 0.3 | 0.5 | Seller |
| \$250,000 - 274,999 | 0 | 4 | 5 | 5 | 2 | 8 | 11 | 0.0 | 0.3 | Seller |
| \$275,000 - 299,999 | 3 | 5 | 2 | 2 | 5 | 5 | 2 | 1.5 | 0.7 | Seller |
| \$300,000 - 349,999 | 2 | 1 | 0 | 3 | 2 | 1 | 2 | 1.0 | 0.6 | Seller |
| \$350,000 - 399,999 | 3 | 2 | 2 | 1 | 1 | 1 | 2 | 1.5 | 1.5 | Seller |
| \$400,000 - 499,999 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | n/a | 0.5 | 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 | 11 | 22 | 30 | 23 | 19 | 28 | 31 | 0.4 | 0.5 | 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 08/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2020-07/31/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

CONTINENTAL RANCH | AUGUST 2020



MARKET SHARE (CONTINENTAL RANCH)

Long Realty leads the market in successful real estate sales.

Data Obtained 08/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2019 – 07/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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25.6%

Tierra Antigua Realty

13.7%

Realty Executives Tucson Elite

9.2%

Keller Williams Southern Arizona

7.2%

Coldwell Banker Residential Brokerage

7.0%

Exp Realty

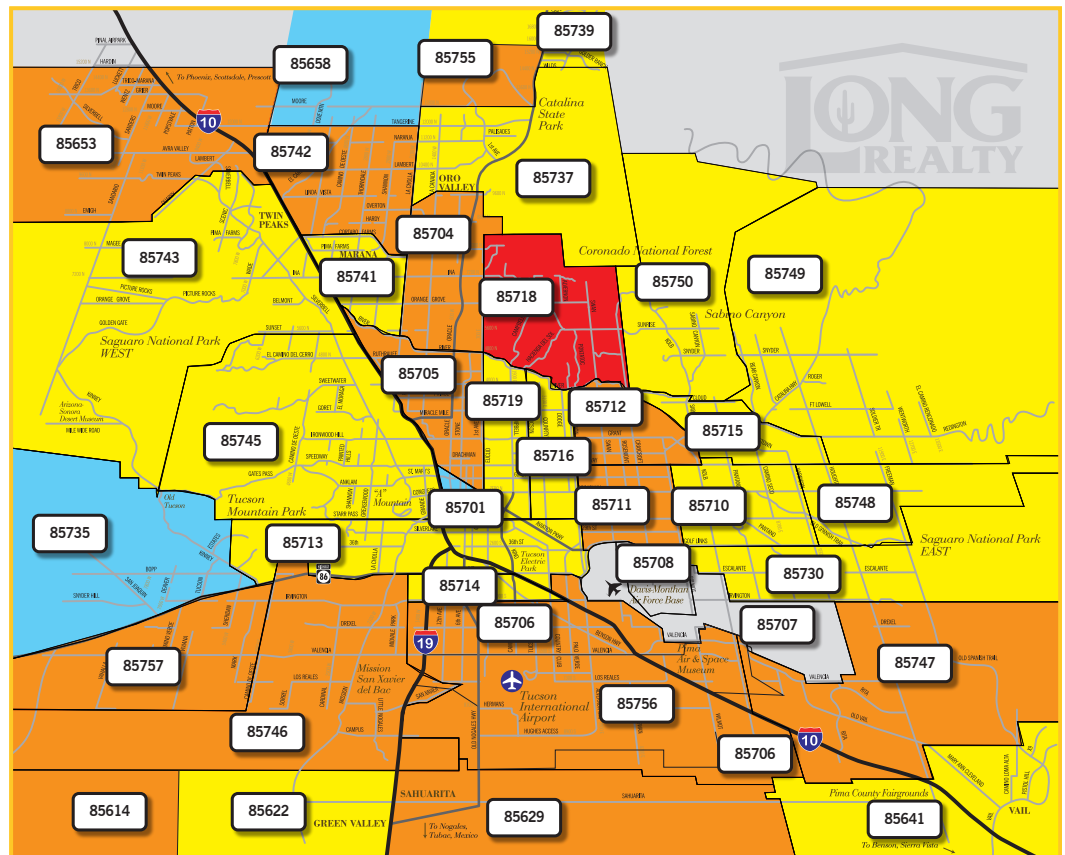
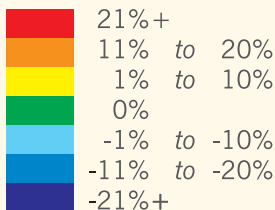
3.7%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(MAY 2019-JUL 2019 TO
MAY 2020-JUL 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 May 2019-July 2019 to May 2020-July 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 08/05/2020. Information is believed to be reliable, but not guaranteed.