

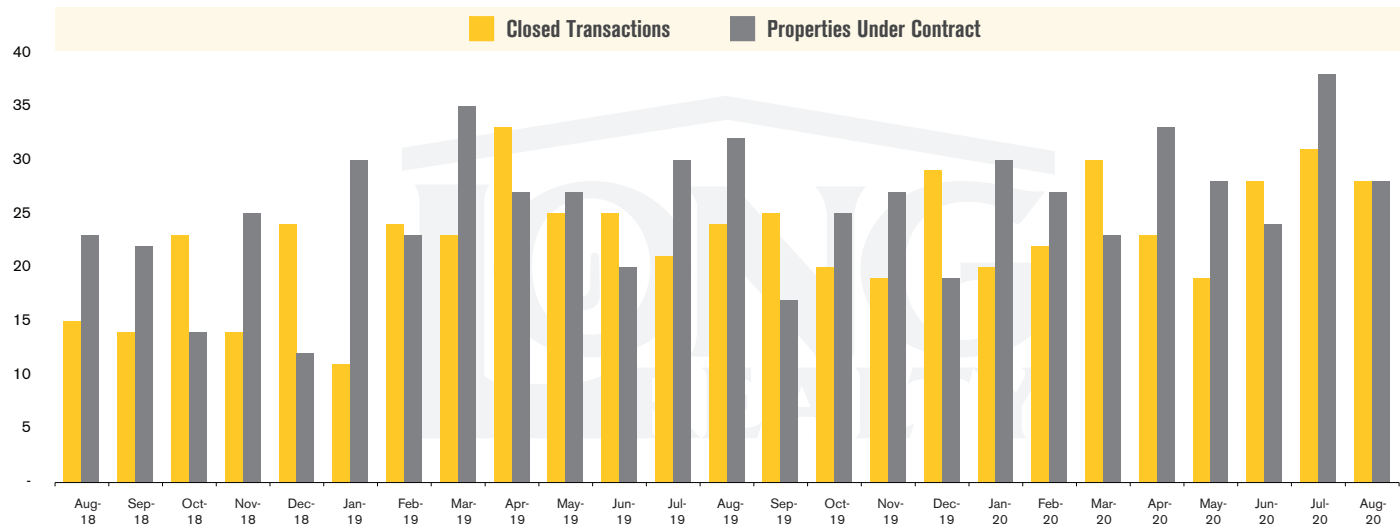
# THE HOUSING REPORT

CONTINENTAL RANCH | SEPTEMBER 2020

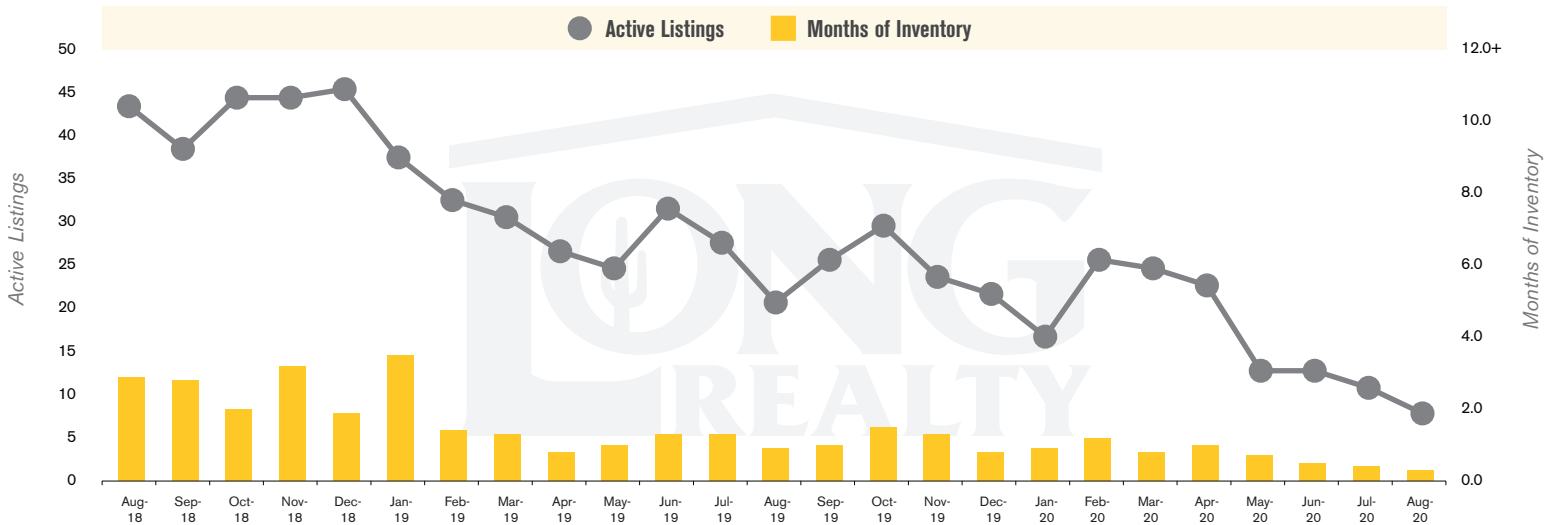


In the Continental Ranch area, August 2020 active inventory was 8, a 62% decrease from August 2019. There were 28 closings in August 2020, a 17% increase from August 2019. Year-to-date 2020 there were 261 closings, a 40% increase from year-to-date 2019. Months of Inventory was .3, down from .9 in August 2019. Median price of sold homes was \$262,875 for the month of August 2020, up 12% from August 2019. The Continental Ranch area had 28 new properties under contract in August 2020, down 13% from August 2019.

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



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



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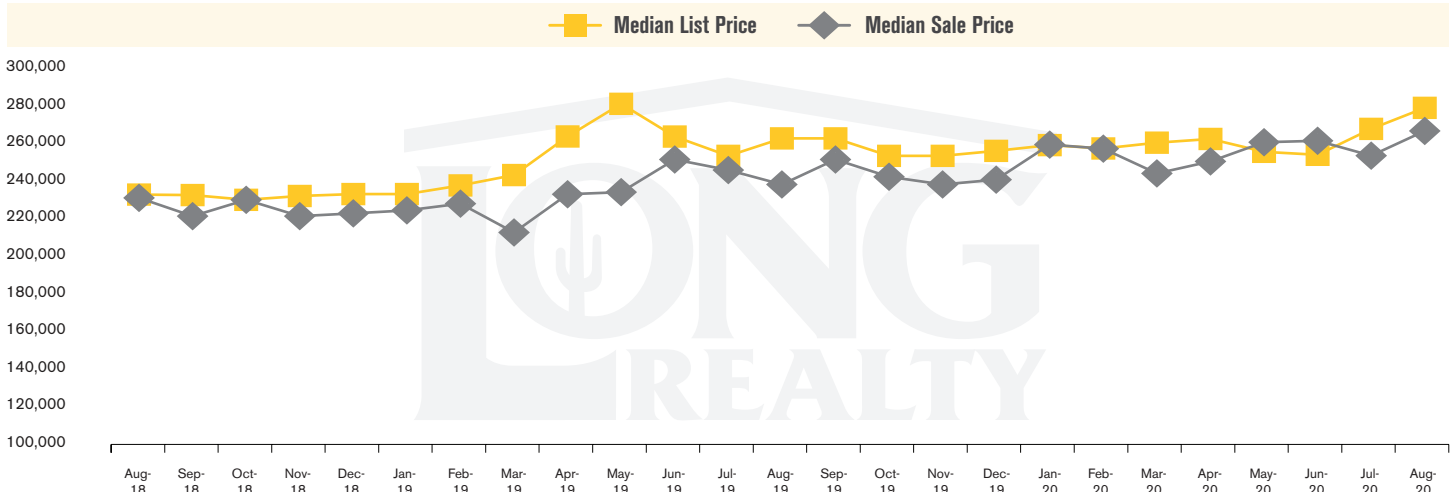
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | SEPTEMBER 2020



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

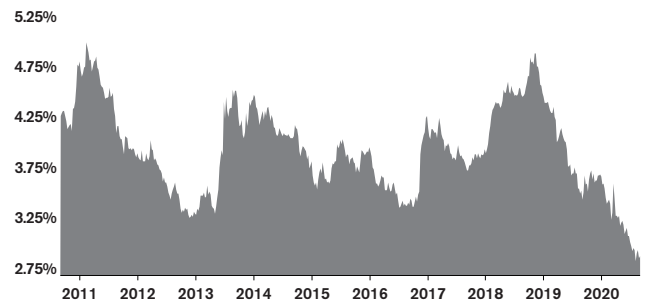


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME (CONTINENTAL RANCH)

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2019	\$235,000	3.620%	\$1,017.51
2020	\$262,875	2.940%	\$1,044.81

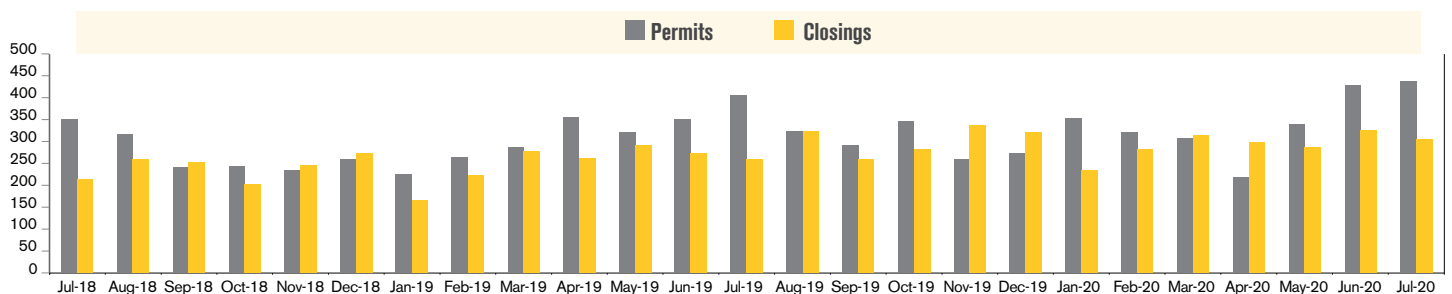
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For July 2020, new home permits were **up 8%** and new home closings were **up 18%** from July 2019.

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# THE HOUSING REPORT

CONTINENTAL RANCH | SEPTEMBER 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
		Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-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	0	2	0	1	0	1	1	0.0	0.5	<b>Seller</b>
\$200,000 - 224,999	1	7	4	4	6	5	1	1.0	0.2	<b>Seller</b>
\$225,000 - 249,999	1	12	8	4	5	8	8	0.1	0.3	<b>Seller</b>
\$250,000 - 274,999	2	5	5	2	8	11	8	0.3	0.1	<b>Seller</b>
\$275,000 - 299,999	3	2	2	5	5	2	7	0.4	0.8	<b>Seller</b>
\$300,000 - 349,999	0	0	3	2	1	2	1	0.0	0.5	<b>Seller</b>
\$350,000 - 399,999	1	2	1	1	1	2	1	1.0	1.5	<b>Seller</b>
\$400,000 - 499,999	0	0	0	0	2	0	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>8</b>	<b>30</b>	<b>23</b>	<b>19</b>	<b>28</b>	<b>31</b>	<b>28</b>	<b>0.3</b>	<b>0.4</b>	<b>Seller</b>



**Seller's Market**



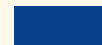
**Slight Seller's Market**



**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 09/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2020-08/31/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | SEPTEMBER 2020



## MARKET SHARE (TUCSON METRO)

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

*Data Obtained 09/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2019 – 08/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

25.6%

Tierra Antigua Realty

13.6%

Realty Executives Tucson Elite

9.2%

Keller Williams Southern Arizona

7.2%

Coldwell Banker Residential Brokerage

6.8%

Exp Realty

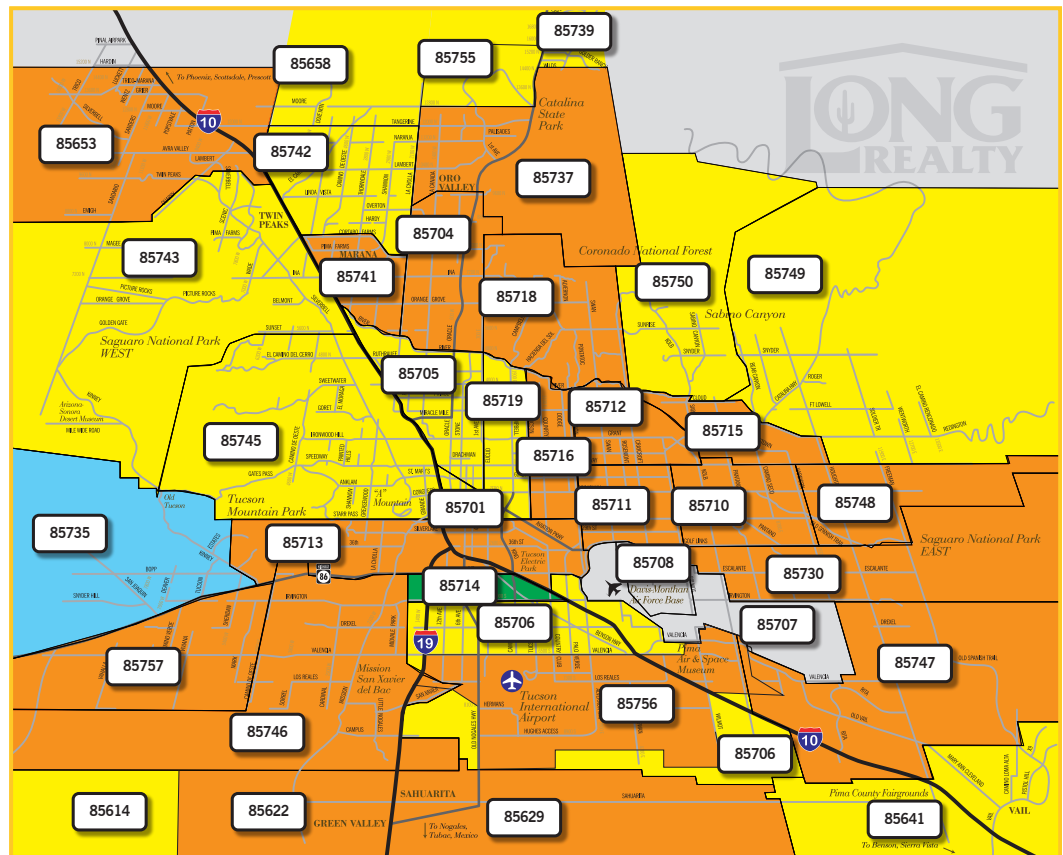
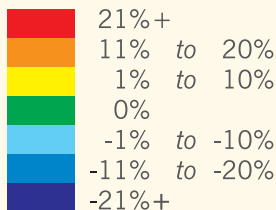
3.8%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUN 2019-AUG 2019 TO  
JUN 2020-AUG 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 June 2019-August 2019 to June 2020-August 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/03/2020. Information is believed to be reliable, but not guaranteed.*