

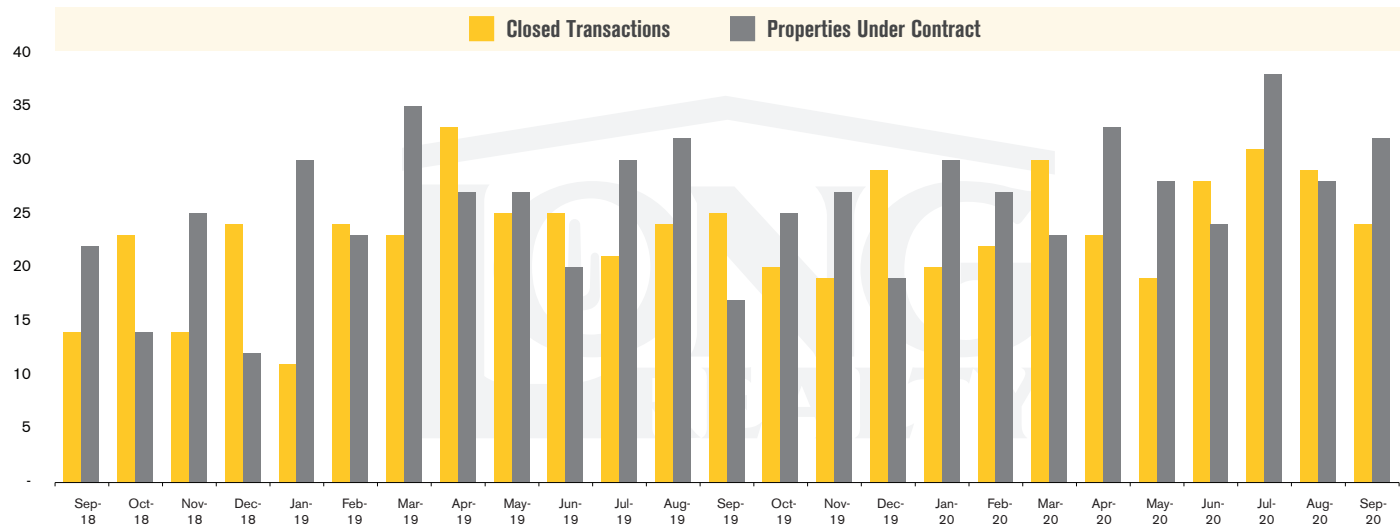
THE HOUSING REPORT

CONTINENTAL RANCH | OCTOBER 2020

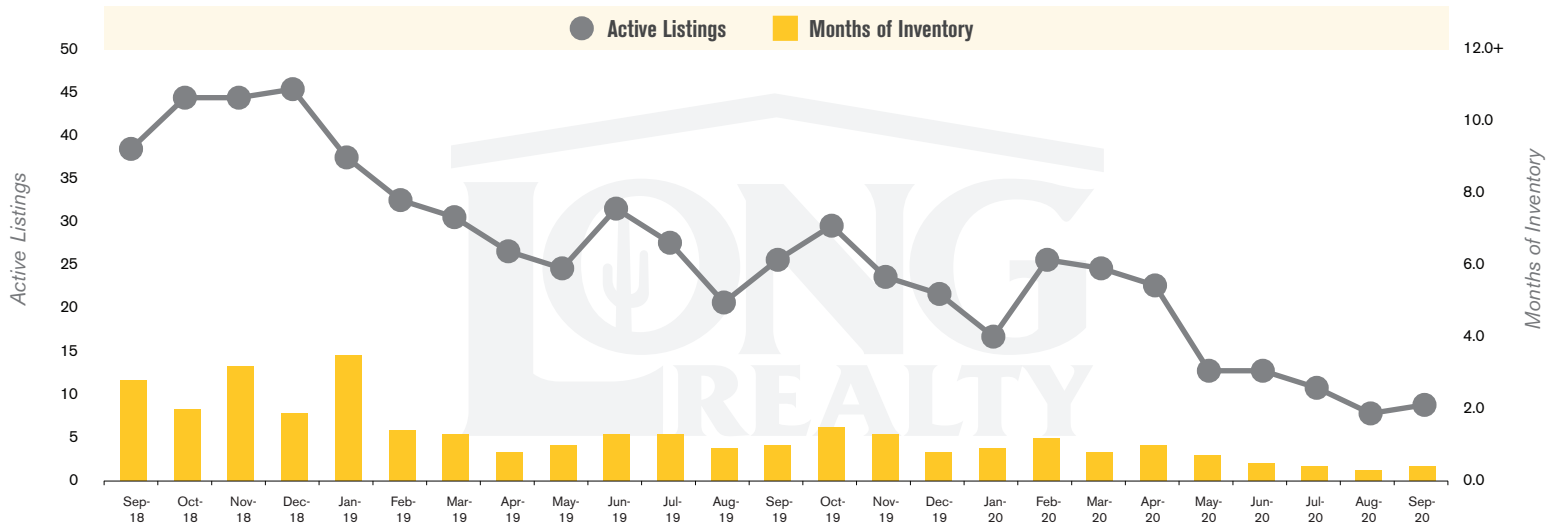


In the Continental Ranch area, September 2020 active inventory was 9, a 65% decrease from September 2019. There were 24 closings in September 2020, a 4% decrease from September 2019. Year-to-date 2020 there were 226 closings, a 7% increase from year-to-date 2019. Months of Inventory was .4, down from 1.0 in September 2019. Median price of sold homes was \$266,250 for the month of September 2020, up 8% from September 2019. The Continental Ranch area had 32 new properties under contract in September 2020, up 88% from September 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (CONTINENTAL RANCH)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (CONTINENTAL RANCH)



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

Long Realty Company

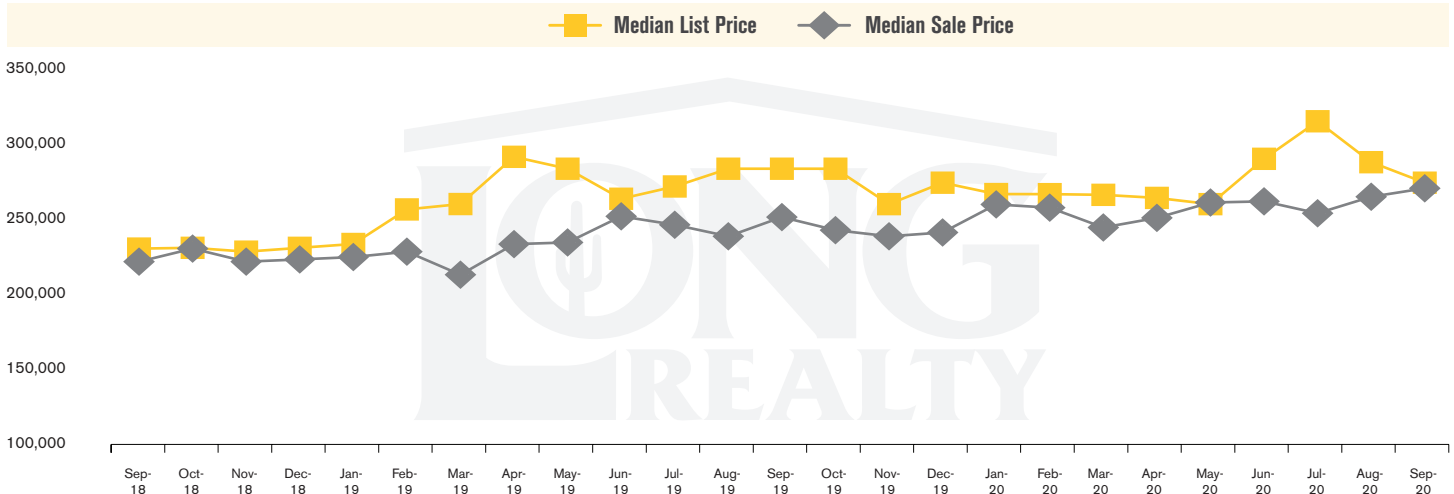
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 10/06/2020 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

CONTINENTAL RANCH | OCTOBER 2020



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (CONTINENTAL RANCH)

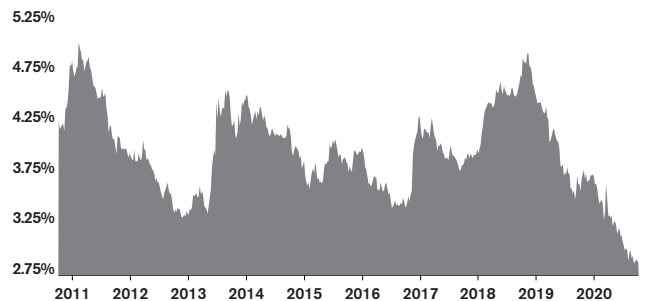


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (CONTINENTAL RANCH)

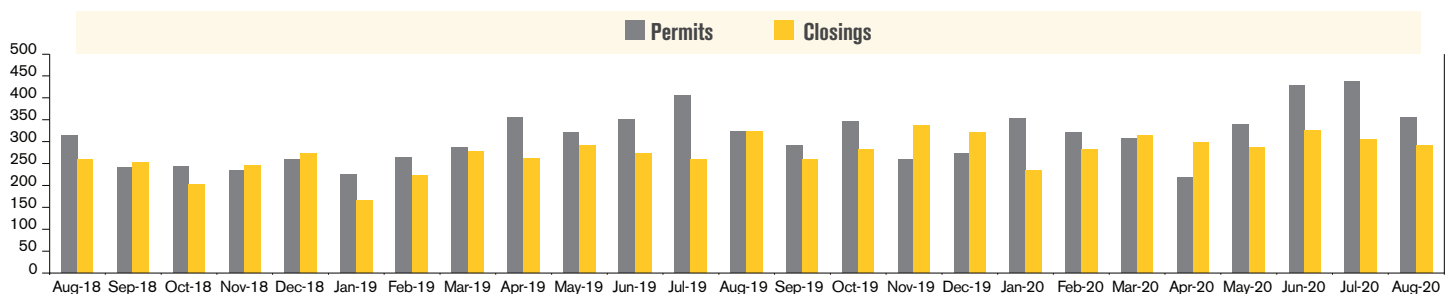
Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2019	\$247,500	3.600%	\$1,068.98
2020	\$266,250	2.890%	\$1,051.45

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 August 2020, new home permits were **up 10%** and new home closings were **down 10%** from August 2019.

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

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 10/06/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

CONTINENTAL RANCH | OCTOBER 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
		Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-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	0	1	0	1	1	0	n/a	0.5	Seller
\$200,000 - 224,999	0	4	4	6	5	1	2	0.0	0.1	Seller
\$225,000 - 249,999	0	8	4	5	8	9	7	0.0	0.1	Seller
\$250,000 - 274,999	5	5	2	8	11	8	6	0.8	0.3	Seller
\$275,000 - 299,999	1	2	5	5	2	7	2	0.5	0.6	Seller
\$300,000 - 349,999	1	3	2	1	2	1	3	0.3	0.5	Seller
\$350,000 - 399,999	2	1	1	1	2	1	4	0.5	0.9	Seller
\$400,000 - 499,999	0	0	0	2	0	1	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	9	23	19	28	31	29	24	0.4	0.3	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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

Long Realty Company

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 10/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2020-09/30/2020. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

CONTINENTAL RANCH | OCTOBER 2020



MARKET SHARE (TUCSON METRO)

Long Realty leads the market in successful real estate sales.

Data Obtained 10/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 10/01/2019 – 09/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

25.8%

Tierra Antigua Realty

13.7%

Realty Executives Arizona Territory

10.7%

Keller Williams Southern Arizona

7.3%

Coldwell Banker Residential Brokerage

6.8%

Exp Realty

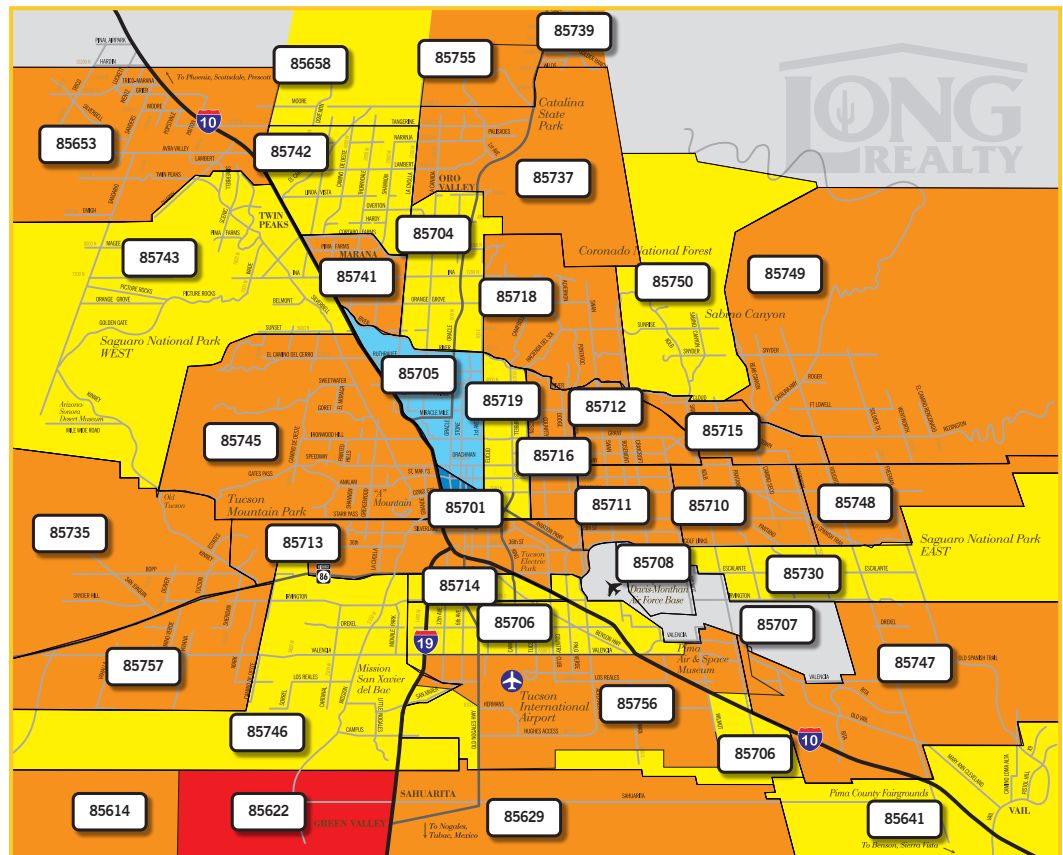
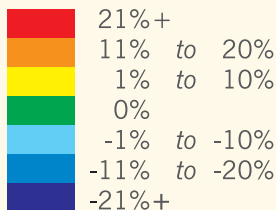
4.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(JUL 2019-SEP 2019 TO
JUL 2020-SEP 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 - Team 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 July 2019-September 2019 to July 2020-September 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 10/06/2020. Information is believed to be reliable, but not guaranteed.