

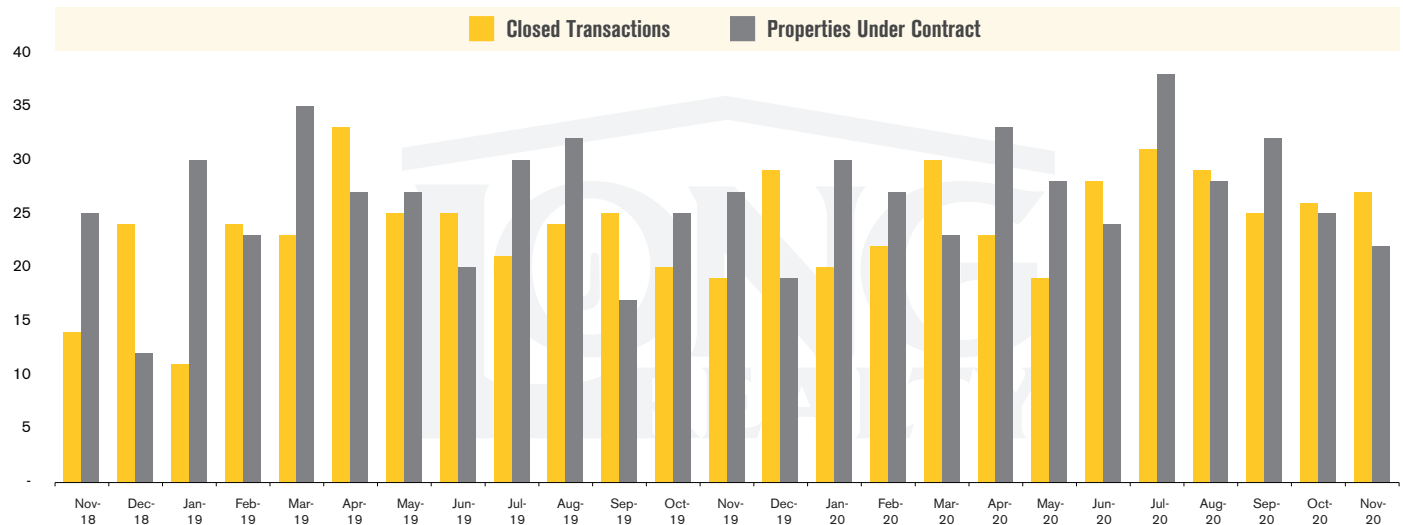
THE HOUSING REPORT

CONTINENTAL RANCH | DECEMBER 2020

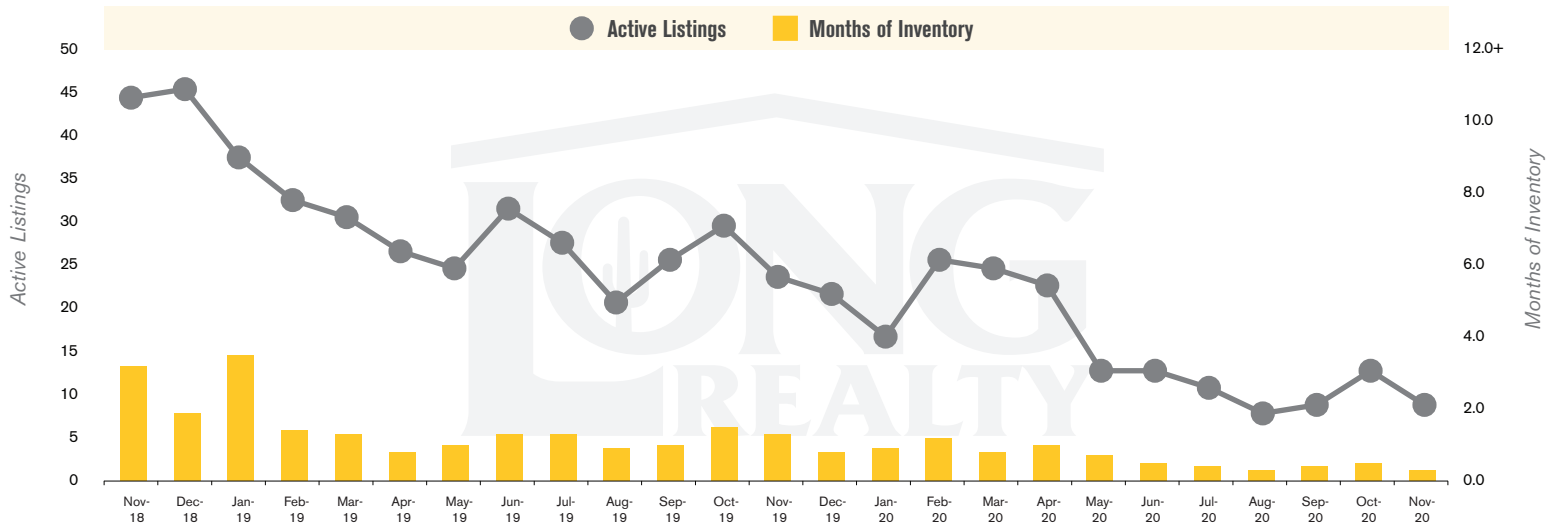


In the Continental Ranch area, November 2020 active inventory was 9, a 63% decrease from November 2019. There were 27 closings in November 2020, a 42% increase from November 2019. Year-to-date 2020 there were 280 closings, a 12% increase from year-to-date 2019. Months of Inventory was .3, down from 1.3 in November 2019. Median price of sold homes was \$260,000 for the month of November 2020, up 11% from November 2019. The Continental Ranch area had 22 new properties under contract in November 2020, down 19% from November 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT CONTINENTAL RANCH



ACTIVE LISTINGS AND MONTHS OF INVENTORY CONTINENTAL RANCH



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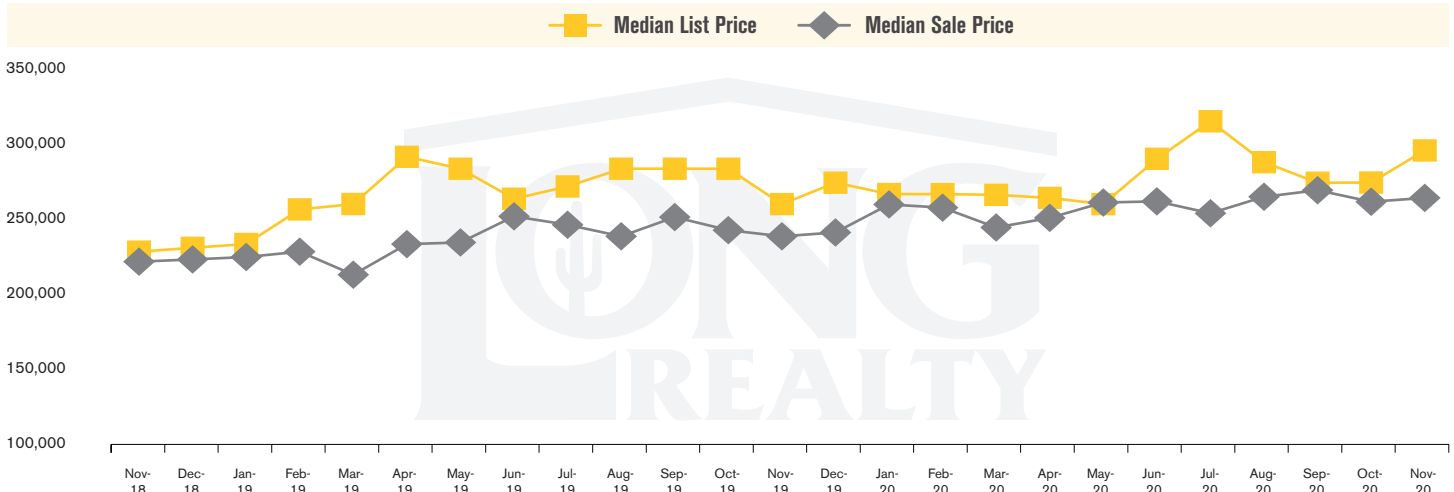
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 12/07/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE CONTINENTAL RANCH

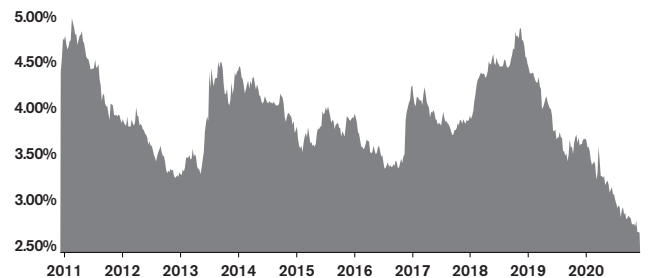


MONTHLY PAYMENT ON A MEDIAN PRICED HOME CONTINENTAL RANCH

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2019	\$235,000	3.700%	\$1,027.58
2020	\$260,000	2.770%	\$1,010.97

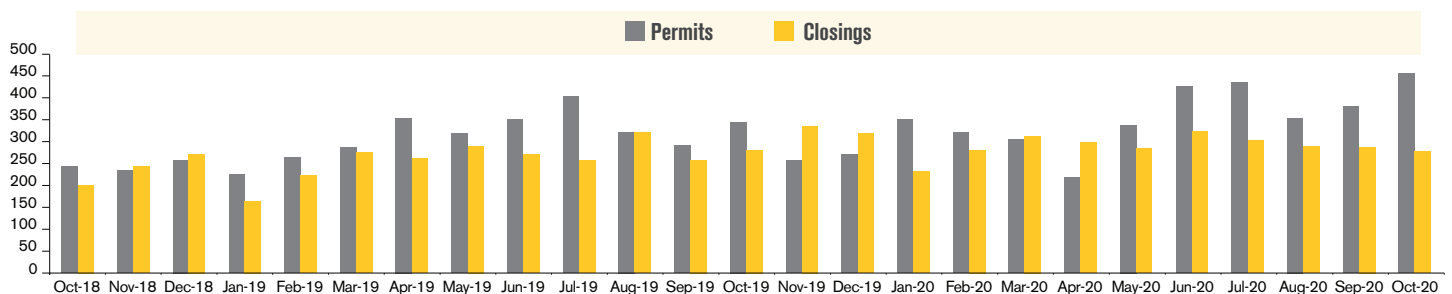
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For October 2020, new home permits were **up 32%** and new home closings were **down 1%** from October 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
		Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-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	1	1	0	0	n/a	0.0	Seller
\$200,000 - 224,999	0	6	5	1	2	2	2	0.0	0.0	Seller
\$225,000 - 249,999	1	5	8	9	7	8	7	0.1	0.2	Seller
\$250,000 - 274,999	3	8	11	8	6	7	9	0.3	0.5	Seller
\$275,000 - 299,999	1	5	2	7	2	5	4	0.3	0.5	Seller
\$300,000 - 349,999	3	1	2	1	3	2	3	1.0	0.6	Seller
\$350,000 - 399,999	0	1	2	1	4	0	1	0.0	0.6	Seller
\$400,000 - 499,999	1	2	0	1	0	2	1	1.0	0.7	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	28	31	29	25	26	27	0.3	0.4	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 TrendGraphix software on 12/07/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2020-11/30/2020. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 12/07/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 12/01/2019 – 11/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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25.8%

Tierra Antigua Realty

13.9%

Realty Executives Arizona Territory

9.3%

Keller Williams Southern Arizona

7.4%

Coldwell Banker Residential Brokerage

6.8%

Exp Realty

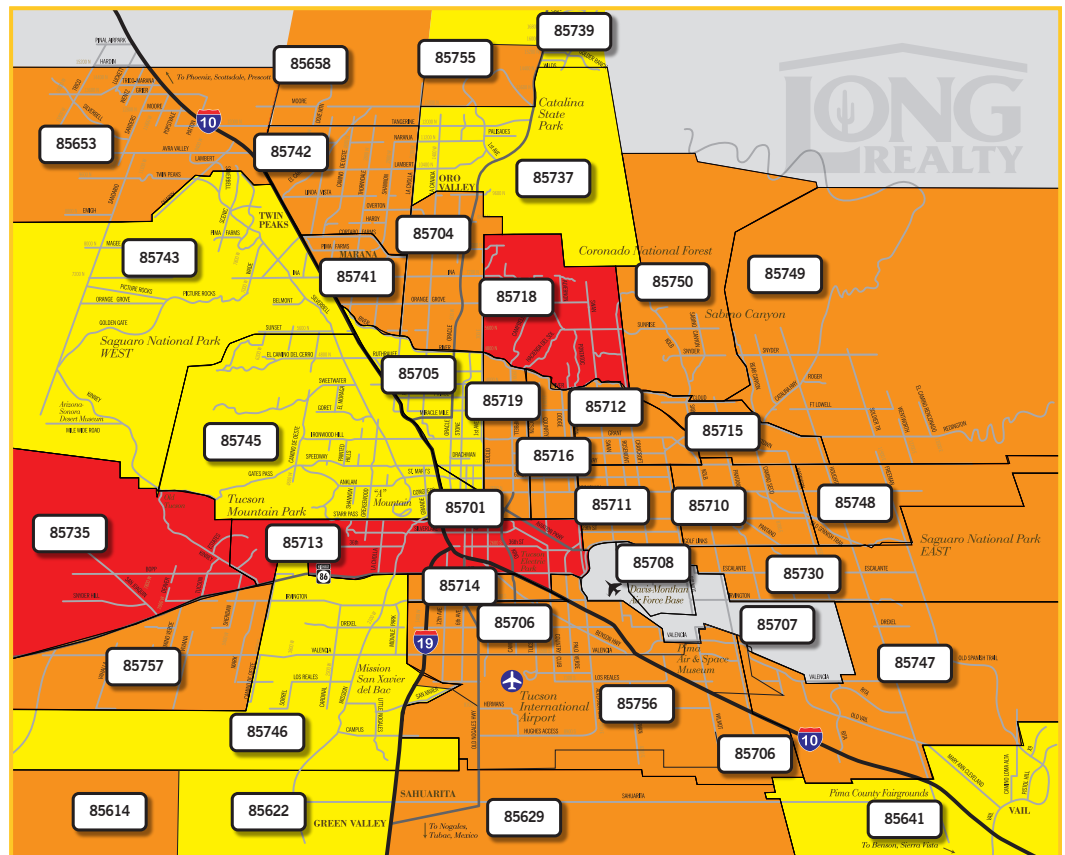
3.8%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2019-NOV 2019 TO
SEP 2020-NOV 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 September 2019-November 2019 to September 2020-November 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/07/2020. Information is believed to be reliable, but not guaranteed.