

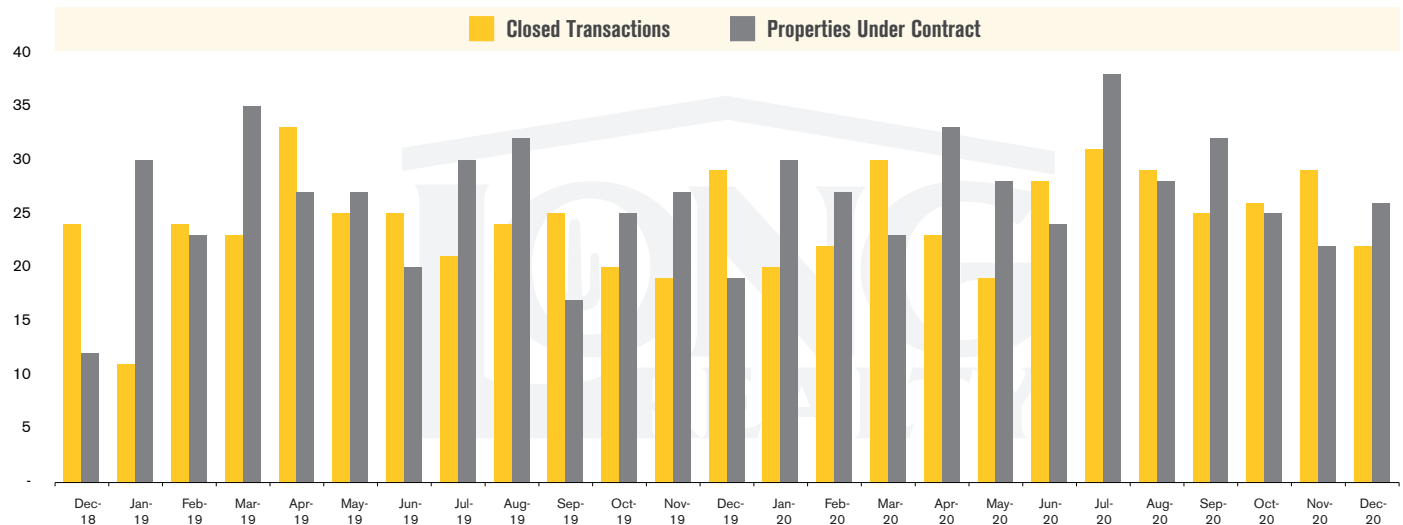
# THE HOUSING REPORT

CONTINENTAL RANCH | JANUARY 2021

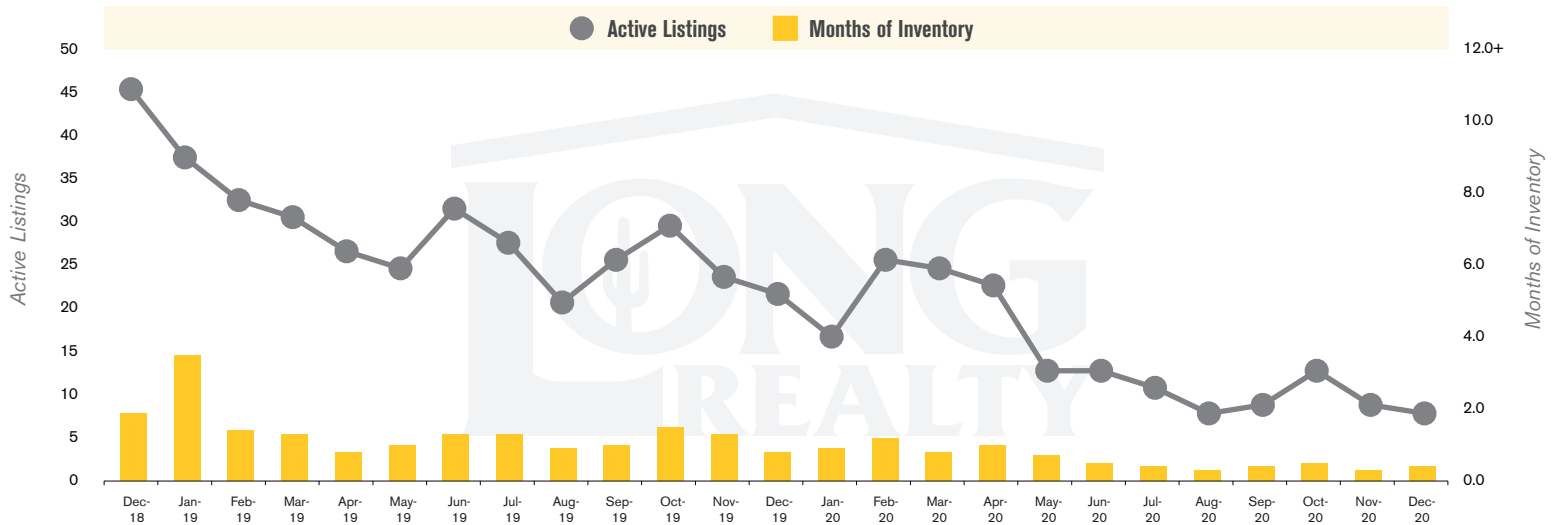


In the Continental Ranch area, December 2020 active inventory was 8, a 64% decrease from December 2019. There were 22 closings in December 2020, a 24% decrease from December 2019. Year-to-date 2020 there were 304 closings, a 9% increase from year-to-date 2019. Months of Inventory was .4, down from .8 in December 2019. Median price of sold homes was \$264,000 for the month of December 2020, up 11% from December 2019. The Continental Ranch area had 26 new properties under contract in December 2020, up 37% from December 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT CONTINENTAL RANCH



## ACTIVE LISTINGS AND MONTHS OF INVENTORY CONTINENTAL RANCH



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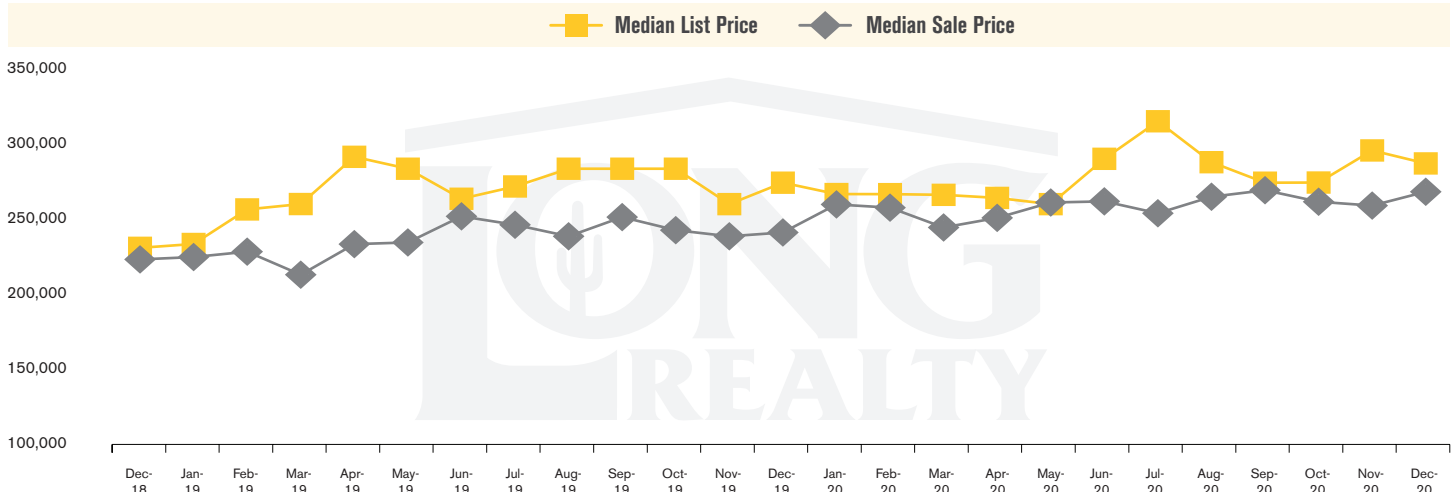
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | JANUARY 2021



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE CONTINENTAL RANCH

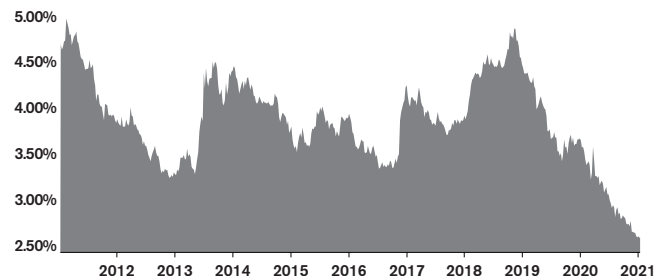


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME CONTINENTAL RANCH

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2019	\$237,500	3.720%	\$1,041.07
2020	\$264,000	2.680%	\$1,014.59

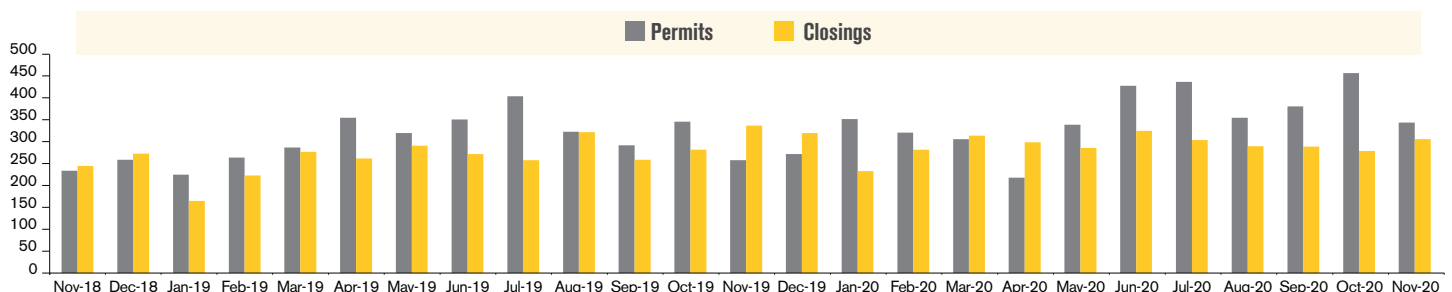
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For November 2020, new home permits were **up 33%** and new home closings were **down 9%** from November 2019.

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# THE HOUSING REPORT

CONTINENTAL RANCH | JANUARY 2021



## 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
		Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-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	1	1	1	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	1	5	1	2	2	2	1	1.0	0.2	<b>Seller</b>
\$225,000 - 249,999	1	8	9	7	8	9	4	0.3	0.3	<b>Seller</b>
\$250,000 - 274,999	2	11	8	6	7	9	9	0.2	0.3	<b>Seller</b>
\$275,000 - 299,999	1	2	7	2	5	4	3	0.3	0.4	<b>Seller</b>
\$300,000 - 349,999	3	2	1	3	2	3	2	1.5	1.0	<b>Seller</b>
\$350,000 - 399,999	0	2	1	4	0	1	2	0.0	0.3	<b>Seller</b>
\$400,000 - 499,999	0	0	1	0	2	1	1	0.0	0.5	<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>31</b>	<b>29</b>	<b>25</b>	<b>26</b>	<b>29</b>	<b>22</b>	<b>0.4</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 TrendGraphix software on 01/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2020-12/31/2020. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | JANUARY 2021



## MARKET SHARE TUCSON METRO

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

Data Obtained 01/08/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2020 – 12/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

25.7%

Tierra Antigua Realty

14.0%

Realty Executives Arizona Territory

9.4%

Keller Williams Southern Arizona

7.5%

Coldwell Banker Residential Brokerage

6.7%

Exp Realty

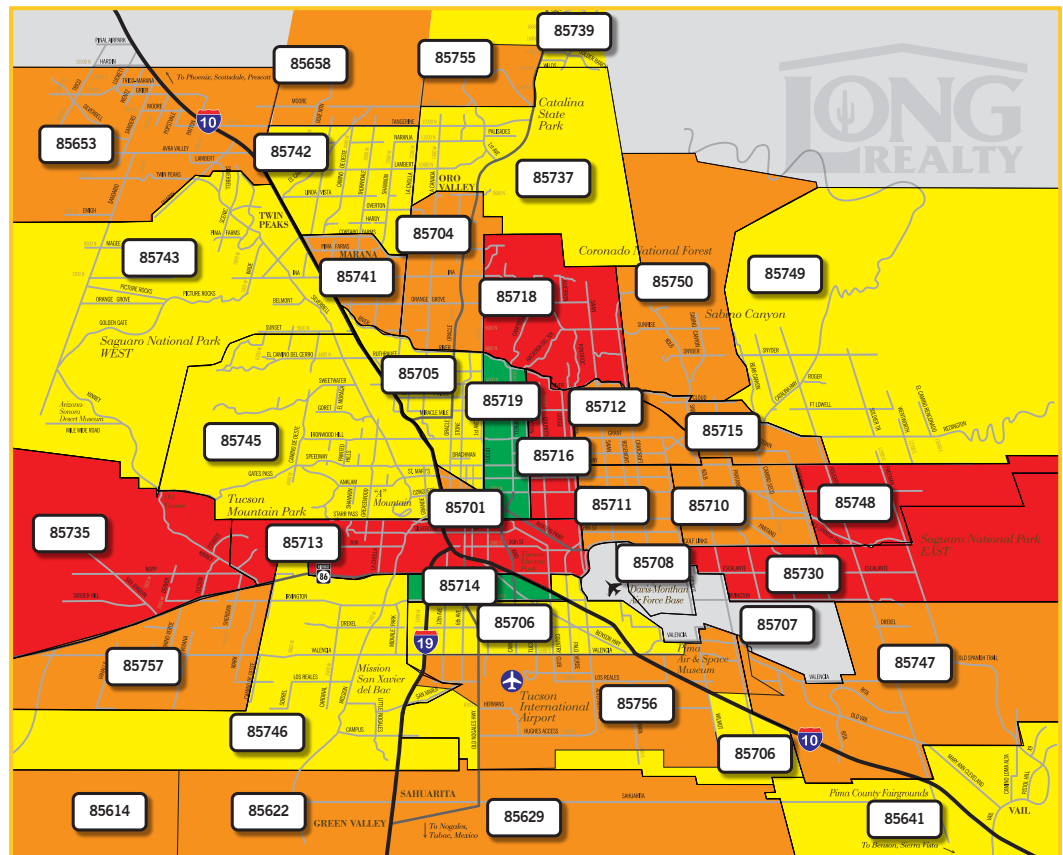
3.7%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

OCT 2019-DEC 2019 TO  
OCT 2020-DEC 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 October 2019-December 2019 to October 2020-December 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 01/08/2021. Information is believed to be reliable, but not guaranteed.