

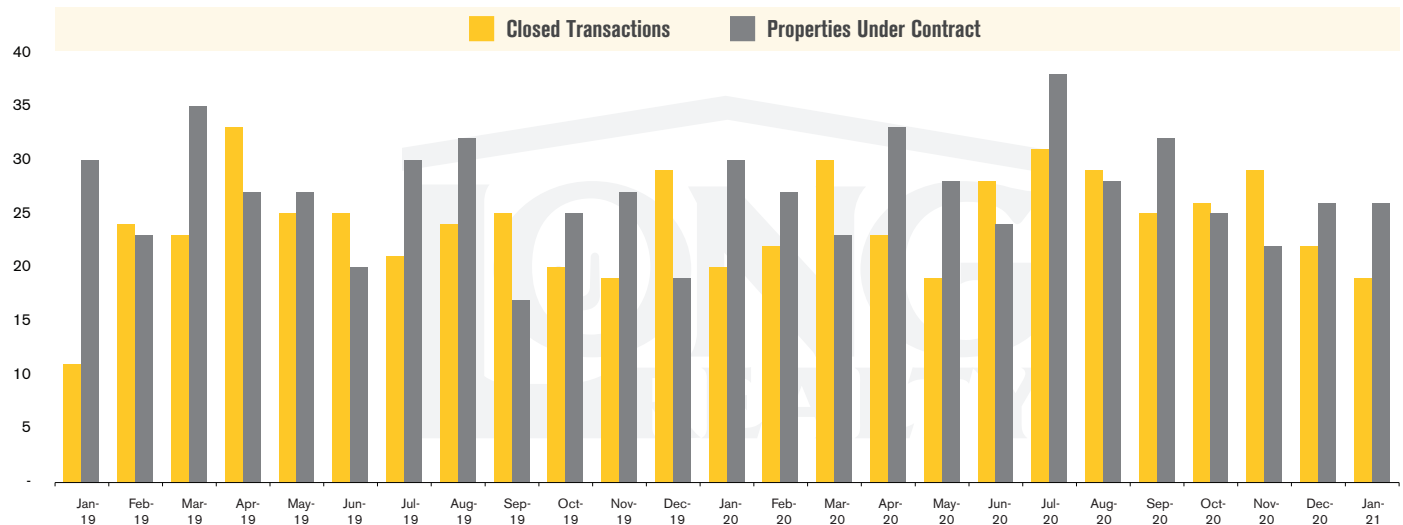
# THE HOUSING REPORT

CONTINENTAL RANCH | FEBRUARY 2021

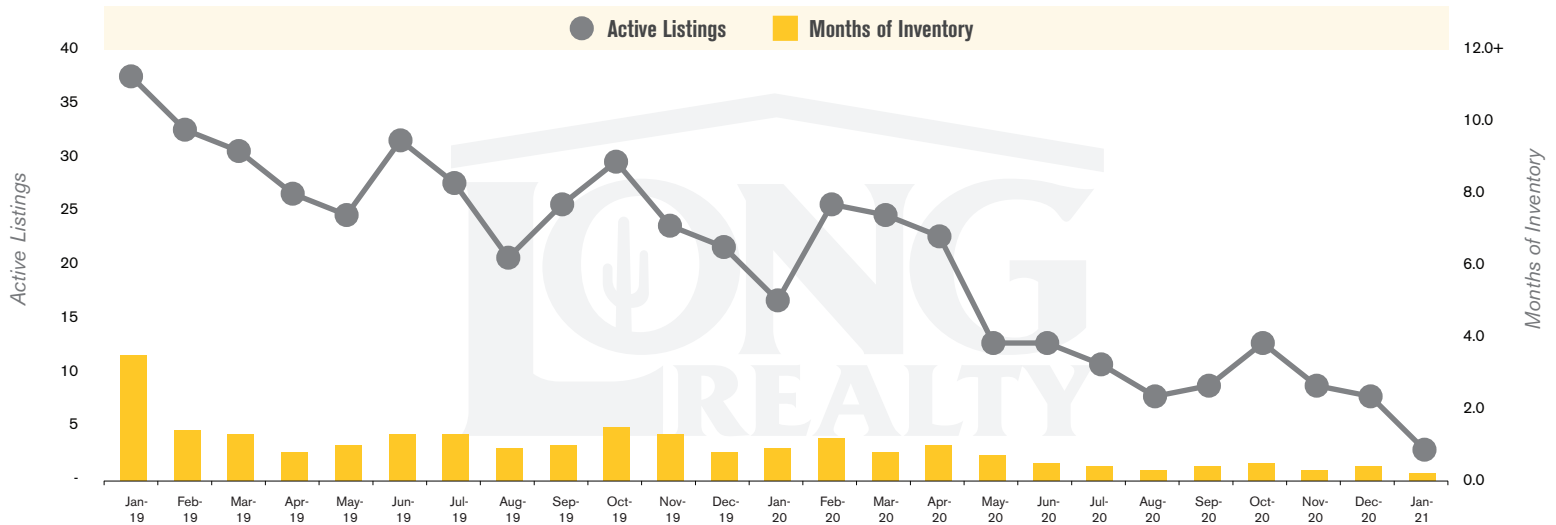


In the Continental Ranch area, January 2021 active inventory was 3, an 82% decrease from January 2020. There were 19 closings in January 2021, a 5% decrease from January 2020. Months of Inventory was 0.2, down from 0.9 in January 2020. Median price of sold homes was \$282,000 for the month of January 2021, up 10% from January 2020. The Continental Ranch area had 26 new properties under contract in January 2021, down 13% from January 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT CONTINENTAL RANCH



## ACTIVE LISTINGS AND MONTHS OF INVENTORY CONTINENTAL RANCH



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Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 02/05/2021 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

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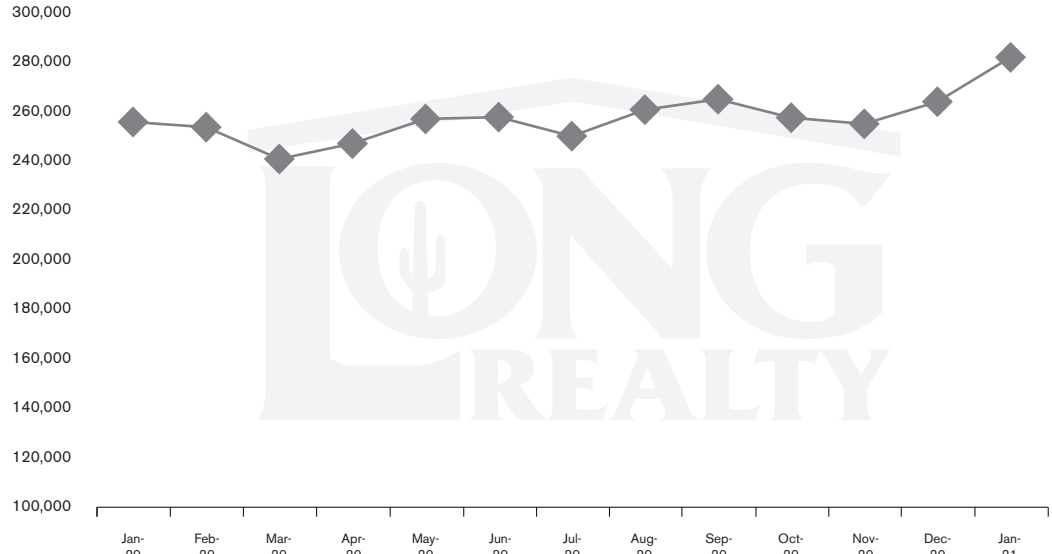


## MEDIAN SOLD PRICE

CONTINENTAL RANCH

**On average, homes sold this % of original list price.**

Jan 2020	Jan 2021
<b>98.2%</b>	<b>98.7%</b>

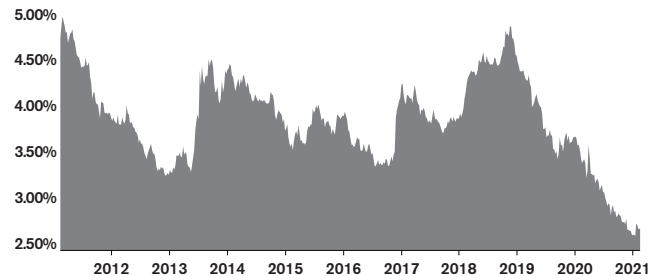


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME CONTINENTAL RANCH

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2020	\$255,750	3.620%	\$1,107.35
2021	\$282,000	2.740%	\$1,092.26

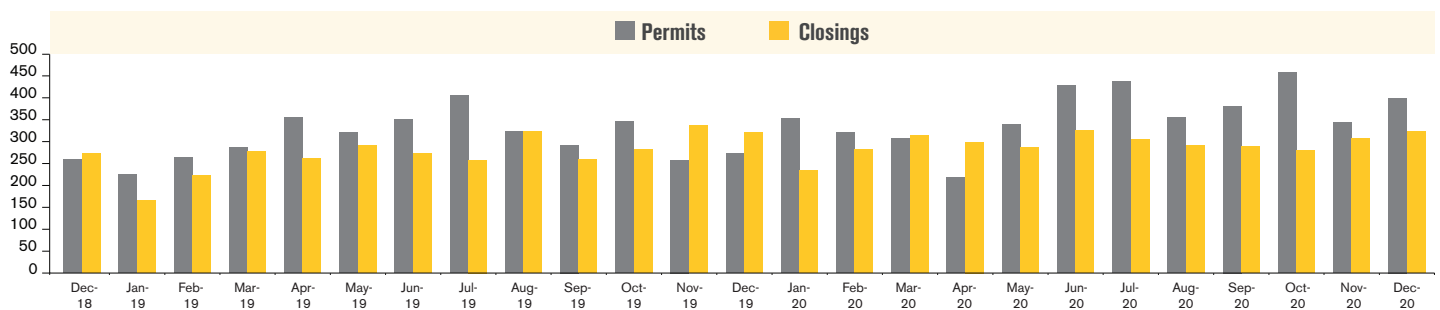
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For December 2020, new home permits were **up 47%** and new home closings were **up 1%** from December 2019.



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# THE HOUSING REPORT

CONTINENTAL RANCH | FEBRUARY 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
		Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21			
\$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	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	1	2	2	2	1	1	0.0	0.3	<b>Seller</b>
\$225,000 - 249,999	0	9	7	8	9	4	5	0.0	0.1	<b>Seller</b>
\$250,000 - 274,999	0	8	6	7	9	9	2	0.0	0.3	<b>Seller</b>
\$275,000 - 299,999	1	7	2	5	4	3	5	0.2	0.3	<b>Seller</b>
\$300,000 - 349,999	1	1	3	2	3	2	3	0.3	0.9	<b>Seller</b>
\$350,000 - 399,999	1	1	4	0	1	2	1	1.0	0.3	<b>Seller</b>
\$400,000 - 499,999	0	1	0	2	1	1	2	0.0	0.3	<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>3</b>	<b>29</b>	<b>25</b>	<b>26</b>	<b>29</b>	<b>22</b>	<b>19</b>	<b>0.2</b>	<b>0.3</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 02/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2020-01/31/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | FEBRUARY 2021



## MARKET SHARE TUCSON METRO

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

Data Obtained 02/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 02/01/2020 – 01/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

25.6%

Tierra Antigua Realty

14.0%

Realty Executives Arizona Territory

9.4%

Keller Williams Southern Arizona

7.5%

Coldwell Banker Residential Brokerage

6.6%

Exp Realty

2.7%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2019-JAN 2020 TO  
NOV 2020-JAN 2021

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

### Percentage of Change

