

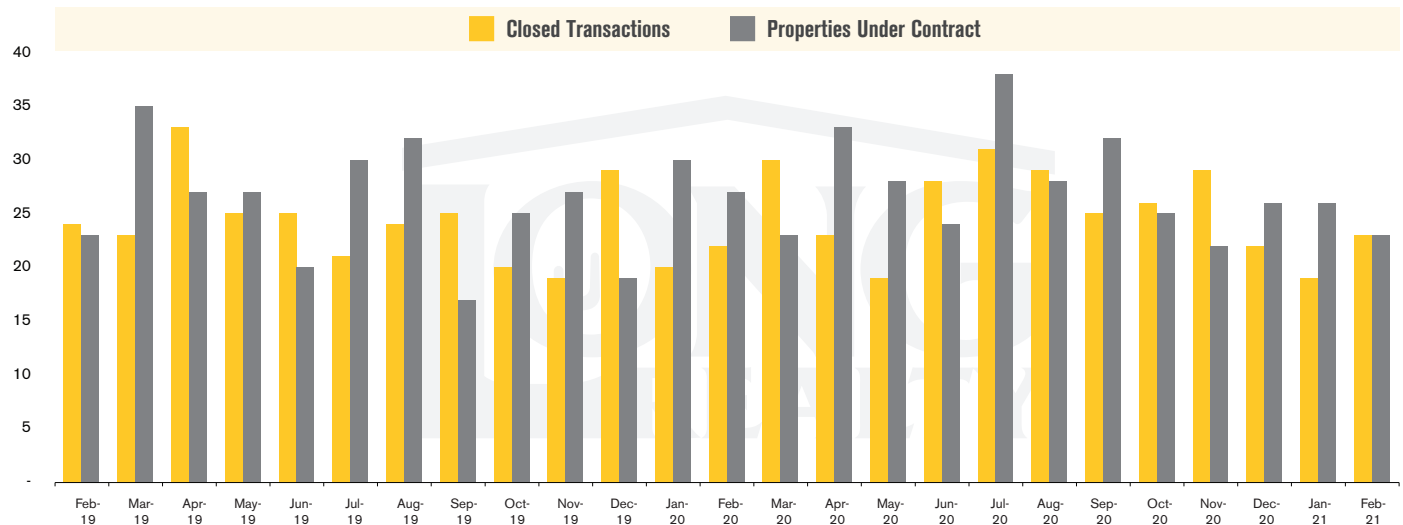
THE HOUSING REPORT

CONTINENTAL RANCH | MARCH 2021

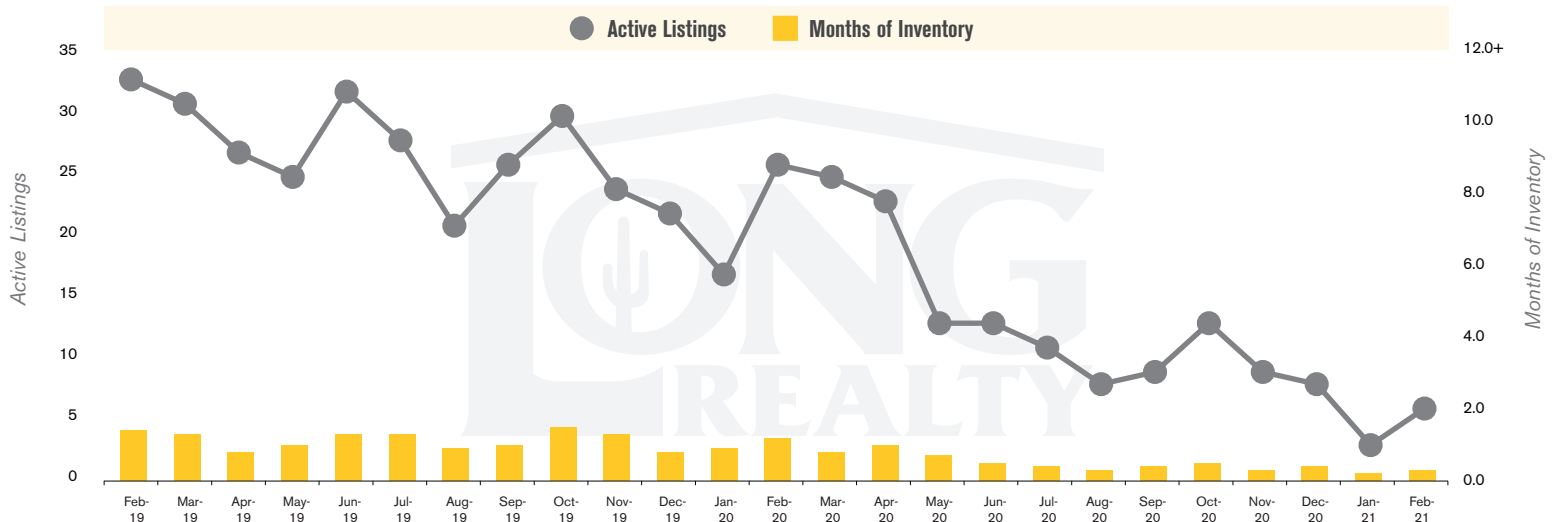


In the Continental Ranch area, February 2021 active inventory was 6, a 77% decrease from February 2020. There were 23 closings in February 2021, a 5% increase from February 2020. Year-to-date 2021 there were 42 closings, virtually unchanged from year-to-date 2020. Months of Inventory was .3, down from 1.2 in February 2020. Median price of sold homes was \$280,000 for the month of February 2021, up 10% from February 2020. The Continental Ranch area had 23 new properties under contract in February 2021, down 15% from February 2020.

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 03/05/2021 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

CONTINENTAL RANCH | MARCH 2021

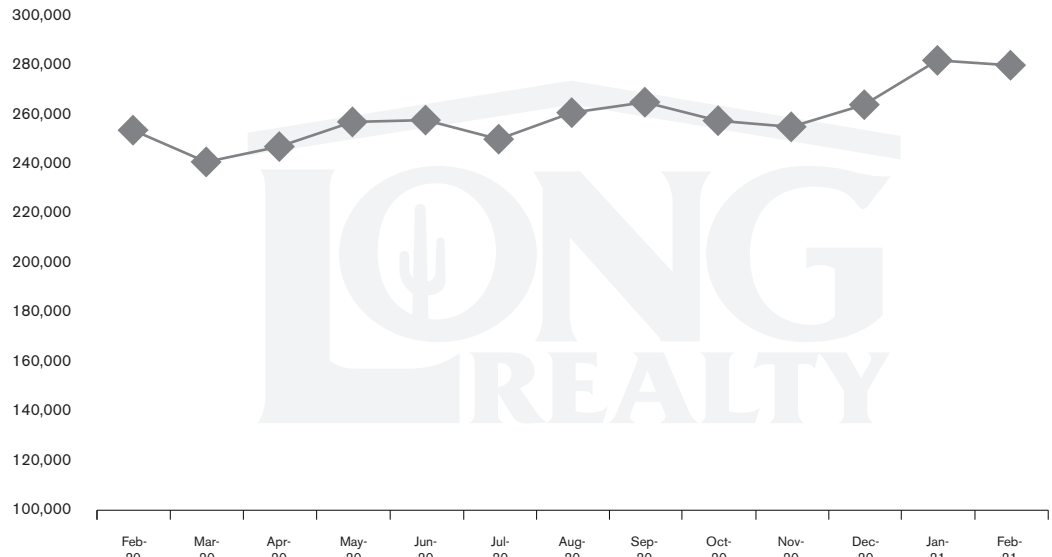


MEDIAN SOLD PRICE

CONTINENTAL RANCH

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

Feb 2020	Feb 2021
99.5%	101.2%

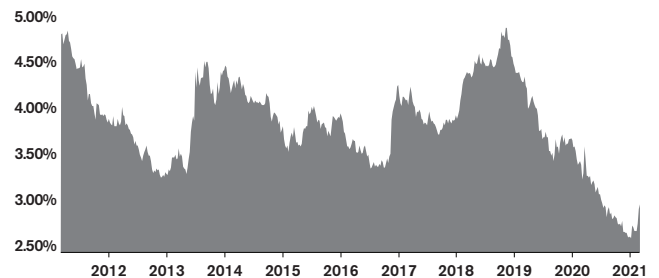


MONTHLY PAYMENT ON A MEDIAN PRICED HOME CONTINENTAL RANCH

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2020	\$253,650	3.470%	\$1,078.02
2021	\$280,000	2.810%	\$1,094.39

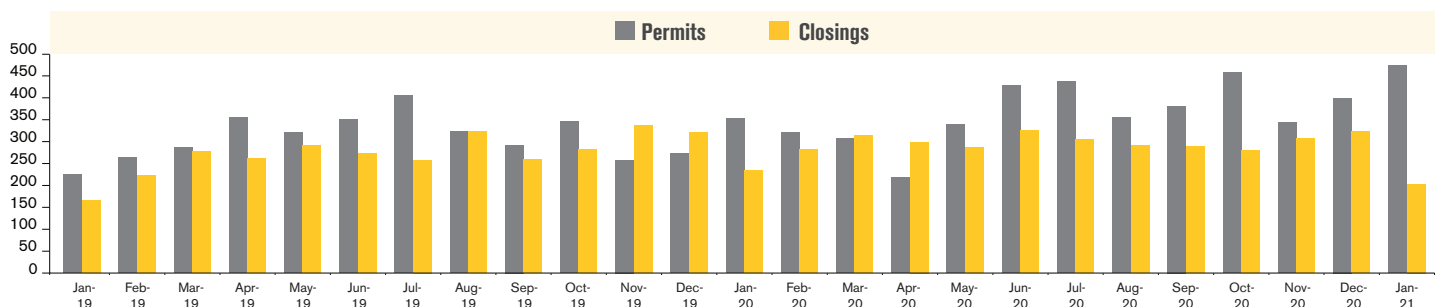
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research

For January 2021, new home permits were **up 35%** and new home closings were **down 13%** from January 2020.



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 03/05/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

CONTINENTAL RANCH | MARCH 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
		Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-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	1	1	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	2	2	2	1	1	1	0.0	0.3	Seller
\$225,000 - 249,999	0	7	8	9	4	5	5	0.0	0.1	Seller
\$250,000 - 274,999	0	6	7	9	9	2	4	0.0	0.1	Seller
\$275,000 - 299,999	1	2	5	4	3	5	4	0.3	0.3	Seller
\$300,000 - 349,999	0	3	2	3	2	3	9	0.0	0.3	Seller
\$350,000 - 399,999	2	4	0	1	2	1	0	n/a	1.0	Seller
\$400,000 - 499,999	2	0	2	1	1	2	0	n/a	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	6	25	26	29	22	19	23	0.3	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 03/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2020-02/28/2021. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

CONTINENTAL RANCH | MARCH 2021



MARKET SHARE TUCSON METRO

Long Realty leads the market in successful real estate sales.

Data Obtained 03/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 03/01/2020 – 02/28/2021 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

25.4%

Tierra Antigua Realty

13.9%

Realty Executives Arizona Territory

9.4%

Keller Williams Southern Arizona

7.5%

Coldwell Banker Residential Brokerage

6.6%

Exp Realty

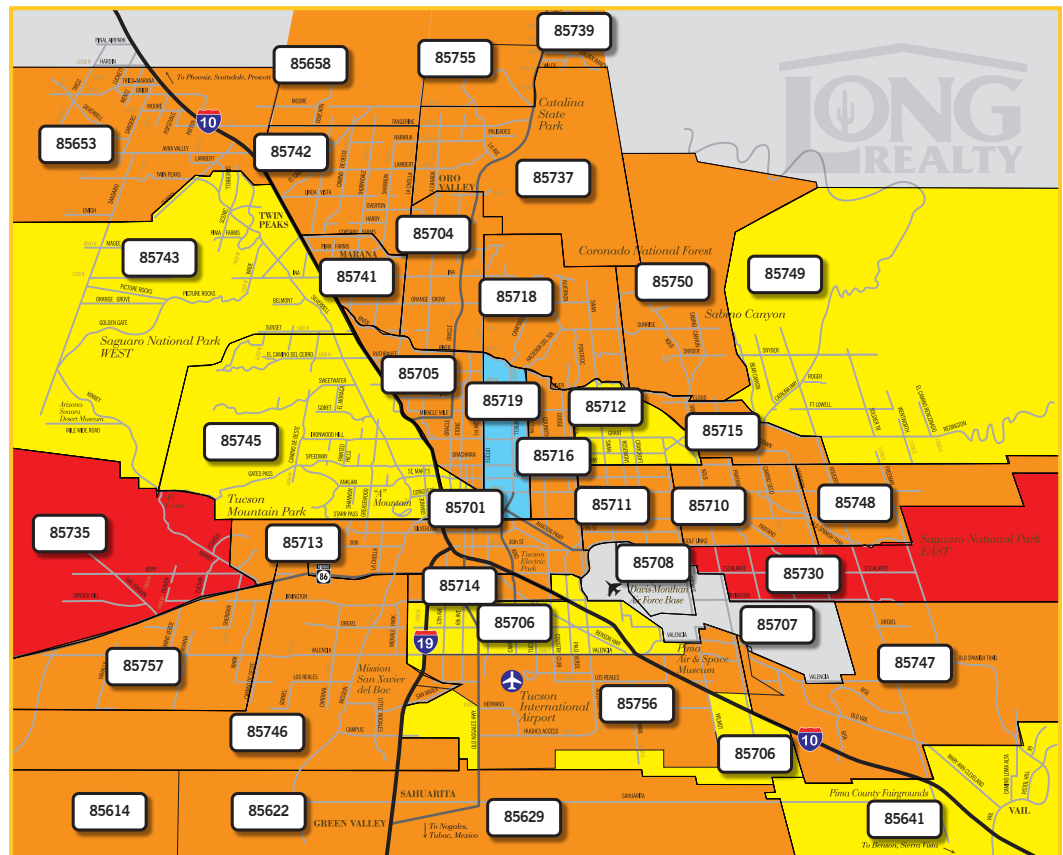
3.8%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2019-FEB 2020 TO
DEC 2020-FEB 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



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 December 2019-February 2020 to December 2020-February 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/05/2021. Information is believed to be reliable, but not guaranteed.