

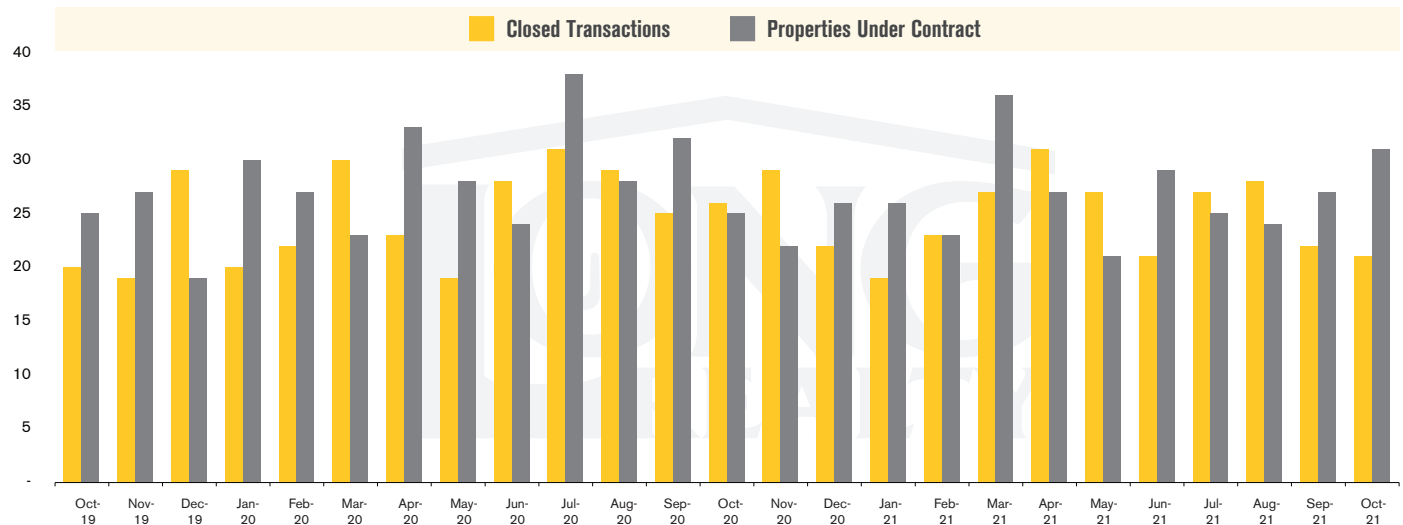
# THE HOUSING REPORT

CONTINENTAL RANCH | NOVEMBER 2021

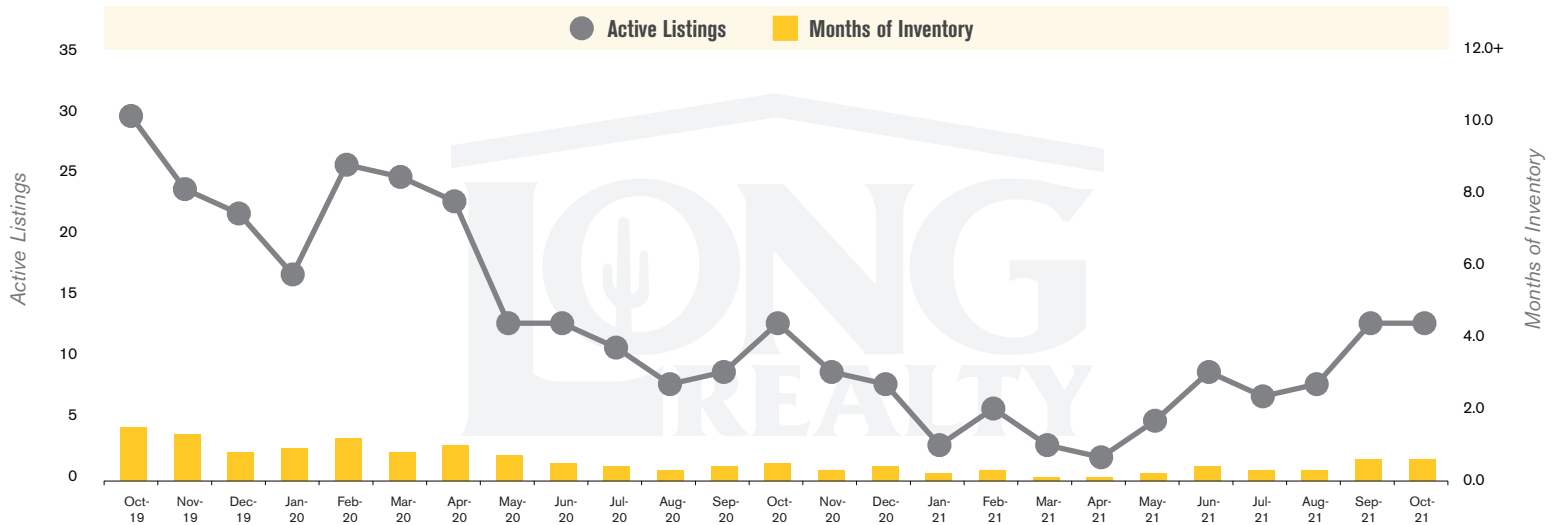


In the Continental Ranch area, October 2021 active inventory was 13, virtually unchanged from October 2020. There were 21 closings in October 2021, a 19% decrease from October 2020. Year-to-date 2021 there were 246 closings, a 3% decrease from year-to-date 2020. Months of Inventory was 0.6, up from 0.5 in October 2020. Median price of sold homes was \$350,000 for the month of October 2021, up 36% from October 2020. The Continental Ranch area had 31 new properties under contract in October 2021, up 24% from October 2020.

## 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 11/05/2021 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | NOVEMBER 2021

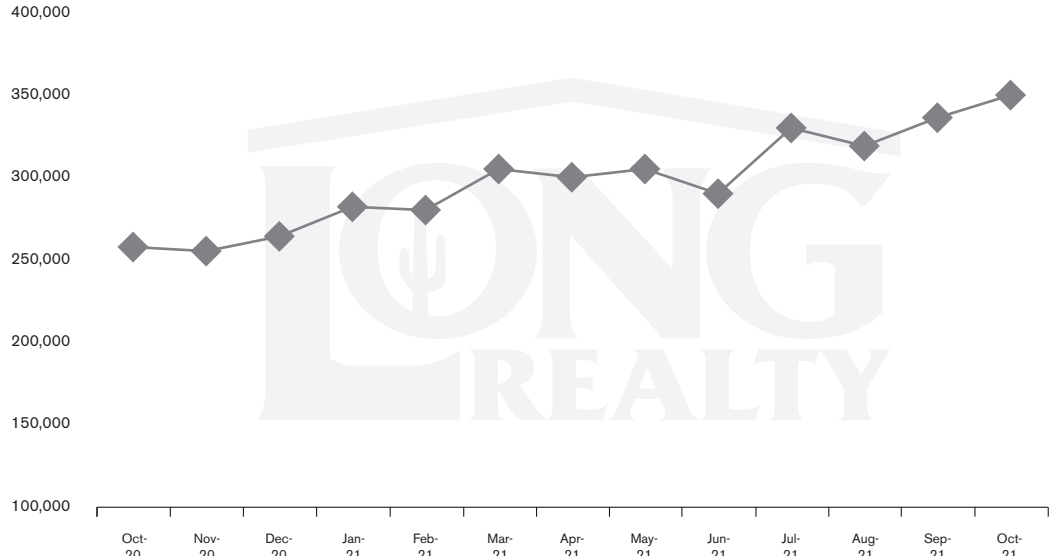


## MEDIAN SOLD PRICE

CONTINENTAL RANCH

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

Oct 2020	Oct 2021
100.5%	101.8%

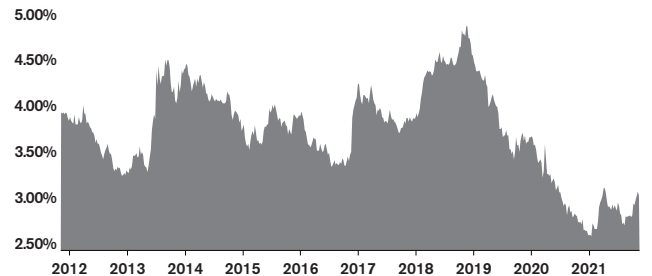


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME CONTINENTAL RANCH

Year	Median Price	Int. Rate	MO. Payment
2006	\$230,000	6.140%	\$1,329.75
2020	\$257,500	2.830%	\$1,009.06
2021	\$350,000	3.070%	\$1,414.42

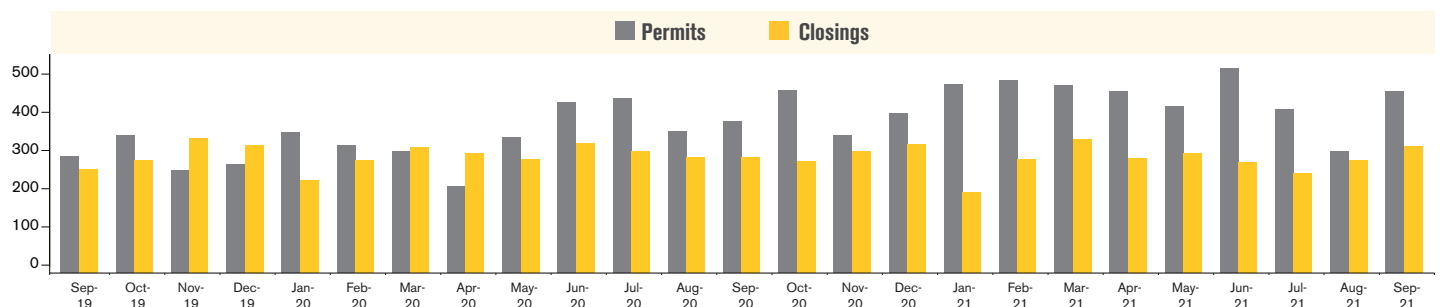
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For September 2021, new home permits were **up 19%** and new home closings were **up 10%** from September 2020.

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# THE HOUSING REPORT

CONTINENTAL RANCH | NOVEMBER 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
		May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-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	0	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	0	0	1	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$250,000 - 274,999	0	6	4	1	2	3	2	0.0	0.0	<b>Seller</b>
\$275,000 - 299,999	0	5	7	5	6	2	3	0.0	0.3	<b>Seller</b>
\$300,000 - 349,999	6	9	5	10	11	8	5	1.2	0.4	<b>Seller</b>
\$350,000 - 399,999	3	4	3	5	6	7	6	0.5	0.6	<b>Seller</b>
\$400,000 - 499,999	3	3	0	5	2	1	4	0.8	1.0	<b>Seller</b>
\$500,000 - 599,999	0	0	1	0	1	1	1	0.0	0.3	<b>Seller</b>
\$600,000 - 699,999	1	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>13</b>	<b>27</b>	<b>21</b>	<b>27</b>	<b>28</b>	<b>22</b>	<b>21</b>	<b>0.6</b>	<b>0.5</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 11/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2021-10/31/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

CONTINENTAL RANCH | NOVEMBER 2021



## MARKET SHARE CONTINENTAL RANCH

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

Data Obtained 11/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 11/01/2020 – 10/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

**LONG REALTY COMPANY**

**19.9%**

Tierra Antigua Realty

16.4%

Realty Executives Arizona Territory

8.7%

Keller Williams Southern Arizona

7.3%

Coldwell Banker Residential Brokerage

5.4%

United Real Estate Specialists

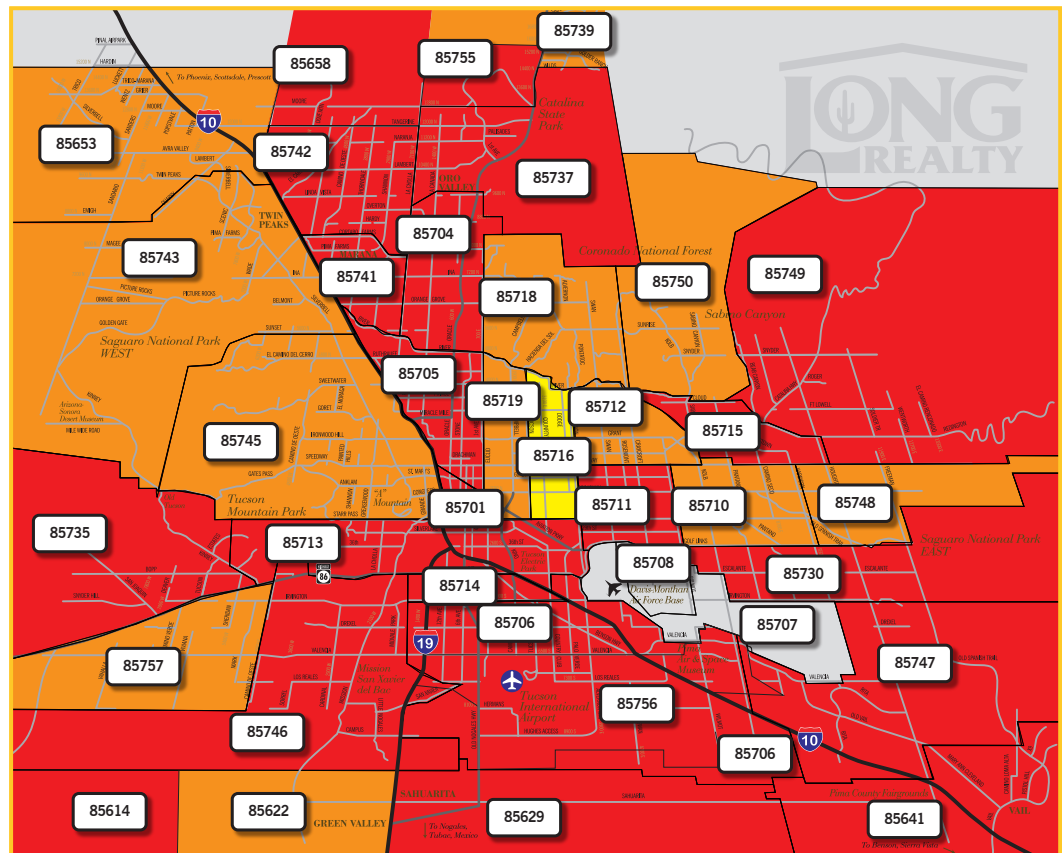
4.9%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

AUG 2020-OCT 2020 TO  
AUG 2021-OCT 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.**

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*This heat map represents the percentage of change in Tucson metro median sales prices from August 2020-October 2020 to August 2021-October 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 11/05/2021. Information is believed to be reliable, but not guaranteed.*