

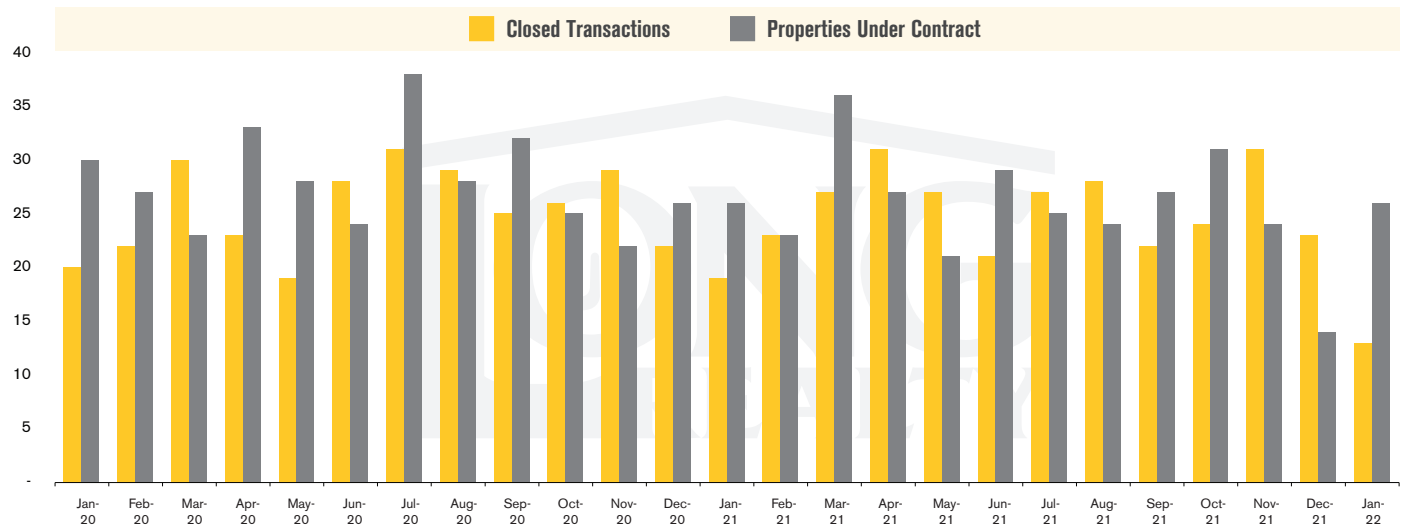
THE HOUSING REPORT

CONTINENTAL RANCH | FEBRUARY 2022

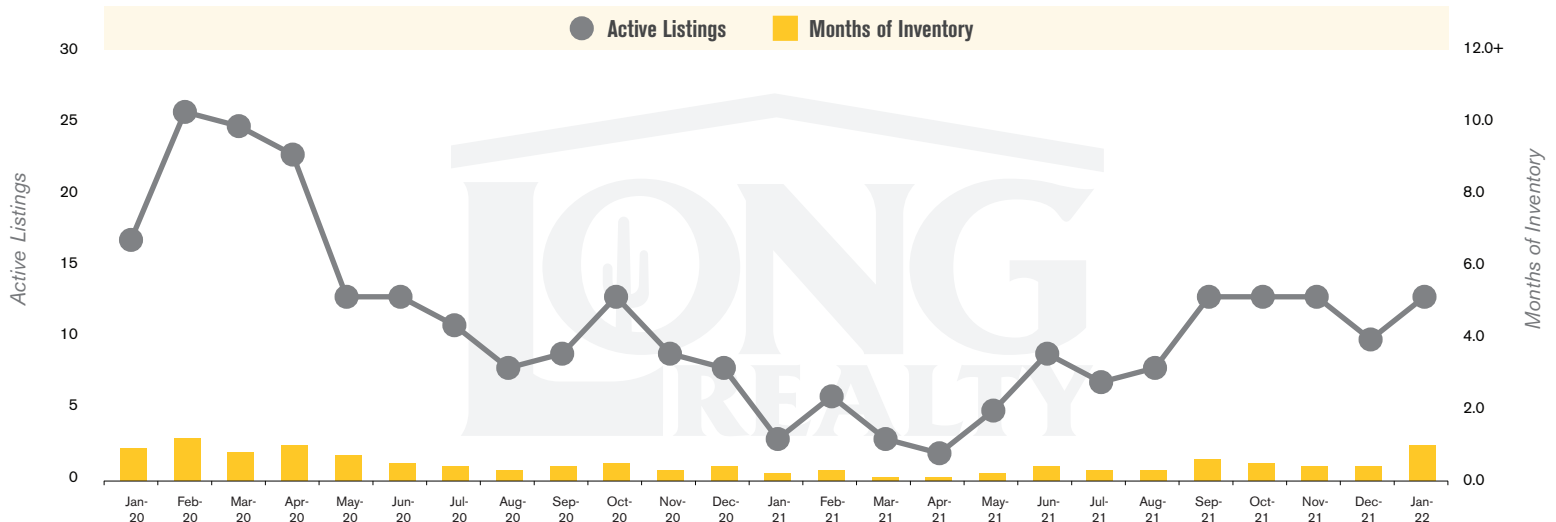


In the Continental Ranch area, January 2022 active inventory was 13, a 333% increase from January 2021. There were 13 closings in January 2022, a 32% decrease from January 2021. Year-to-date 2022 there were 13 closings, a 32% decrease from year-to-date 2021. Months of Inventory was 1.0, up from 0.2 in January 2021. Median price of sold homes was \$329,900 for the month of January 2022, up 17% from January 2021. The Continental Ranch area had 26 new properties under contract in January 2022, unchanged from January 2021.

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 02/07/2022 is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

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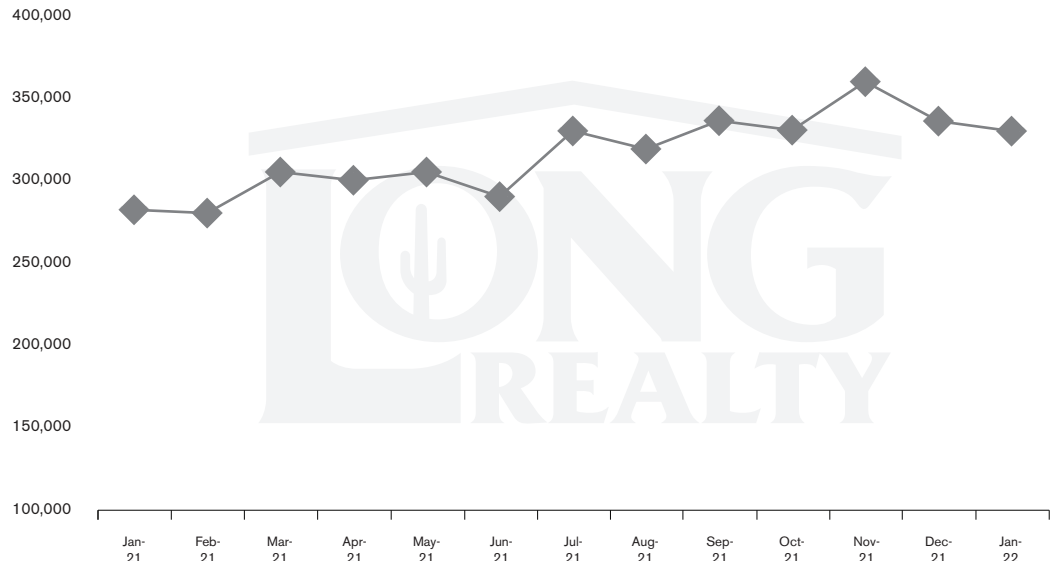


MEDIAN SOLD PRICE

CONTINENTAL RANCH

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

| Jan 2021 | Jan 2022 |
|----------|----------|
| 98.7% | 99.2% |

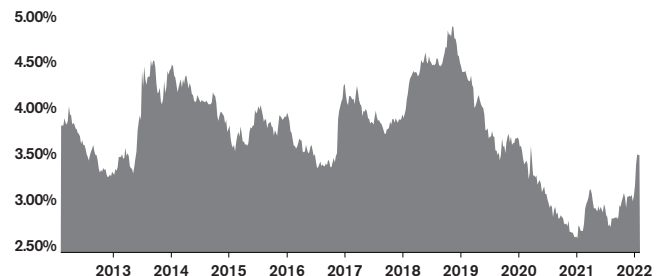


MONTHLY PAYMENT ON A MEDIAN PRICED HOME CONTINENTAL RANCH

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$230,000 | 6.140% | \$1,329.75 |
| 2021 | \$282,000 | 2.740% | \$1,092.26 |
| 2022 | \$329,900 | 3.450% | \$1,398.60 |

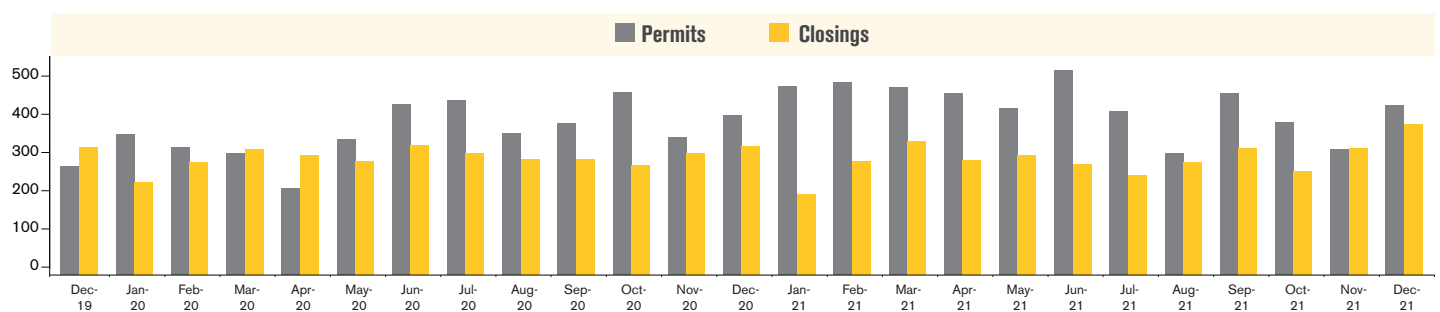
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For December 2021, new home permits were **up 7%** and new home closings were **up 17%** from December 2020.

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THE HOUSING REPORT

CONTINENTAL RANCH | FEBRUARY 2022



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-21 | Sep-21 | Oct-21 | Nov-21 | Dec-21 | Jan-22 | | | |
| \$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 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$225,000 - 249,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$250,000 - 274,999 | 0 | 2 | 3 | 3 | 0 | 0 | 1 | 0.0 | 0.0 | Seller |
| \$275,000 - 299,999 | 0 | 6 | 2 | 4 | 3 | 4 | 1 | 0.0 | 0.0 | Seller |
| \$300,000 - 349,999 | 4 | 11 | 8 | 6 | 12 | 9 | 6 | 0.7 | 0.3 | Seller |
| \$350,000 - 399,999 | 5 | 6 | 7 | 6 | 7 | 4 | 2 | 2.5 | 1.2 | Seller |
| \$400,000 - 499,999 | 3 | 2 | 1 | 4 | 6 | 6 | 2 | 1.5 | 0.7 | Seller |
| \$500,000 - 599,999 | 0 | 1 | 1 | 1 | 3 | 0 | 0 | n/a | 0.0 | Seller |
| \$600,000 - 699,999 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1.0 | 3.0 | Seller |
| \$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 | 13 | 28 | 22 | 24 | 31 | 23 | 13 | 1.0 | 0.5 | 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 02/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2021-01/31/2022. Information is believed to be reliable, but not guaranteed.

THE HOUSING REPORT

CONTINENTAL RANCH | FEBRUARY 2022



MARKET SHARE CONTINENTAL RANCH

Long Realty leads the market in successful real estate sales.

Data Obtained 02/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 02/01/2021 – 1/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.

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17.3%

Tierra Antigua Realty

16.2%

Realty Executives Arizona Territory

8.4%

Keller Williams Southern Arizona

7.2%

Coldwell Banker Residential Brokerage

5.2%

Exp Realty

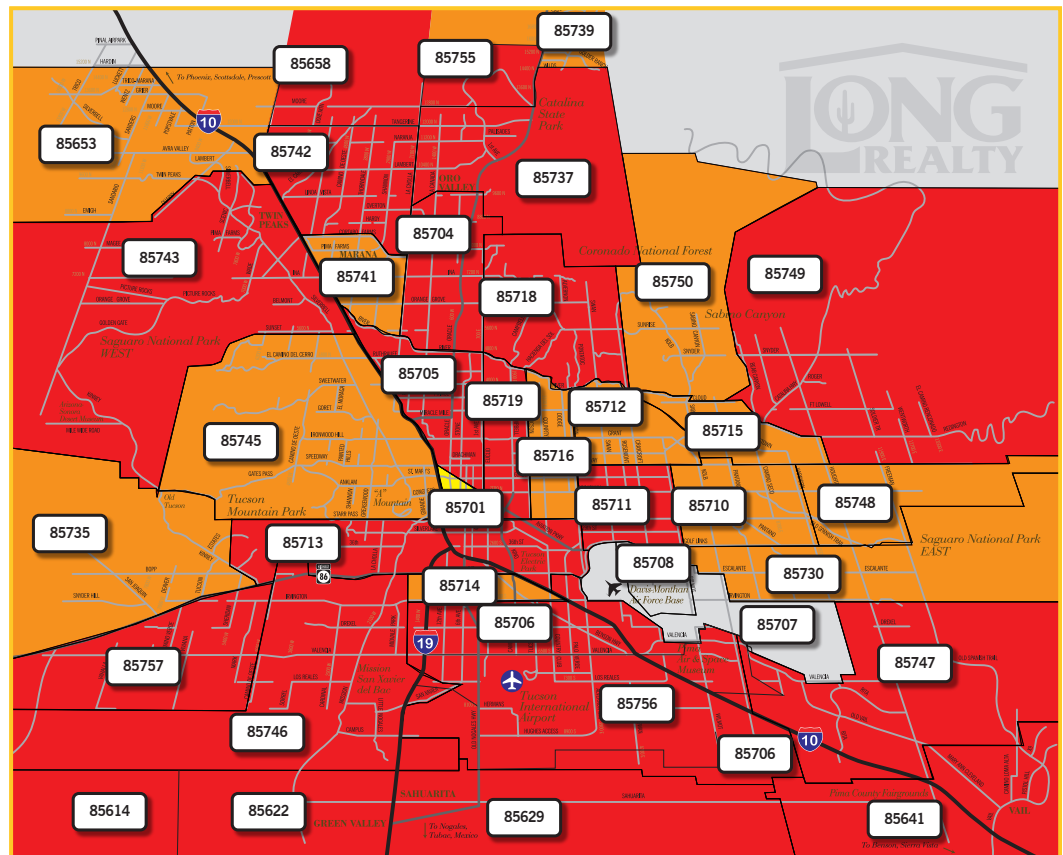
5.0%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

NOV 2020-JAN 2021 TO
NOV 2021-JAN 2022

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 November 2020-January 2021 to November 2021-January 2022 by zip code. These statistics are based on information obtained from the MLSSAZ on 02/07/2022. Information is believed to be reliable, but not guaranteed.