



Neighborhood Market Report



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Continental Ranch

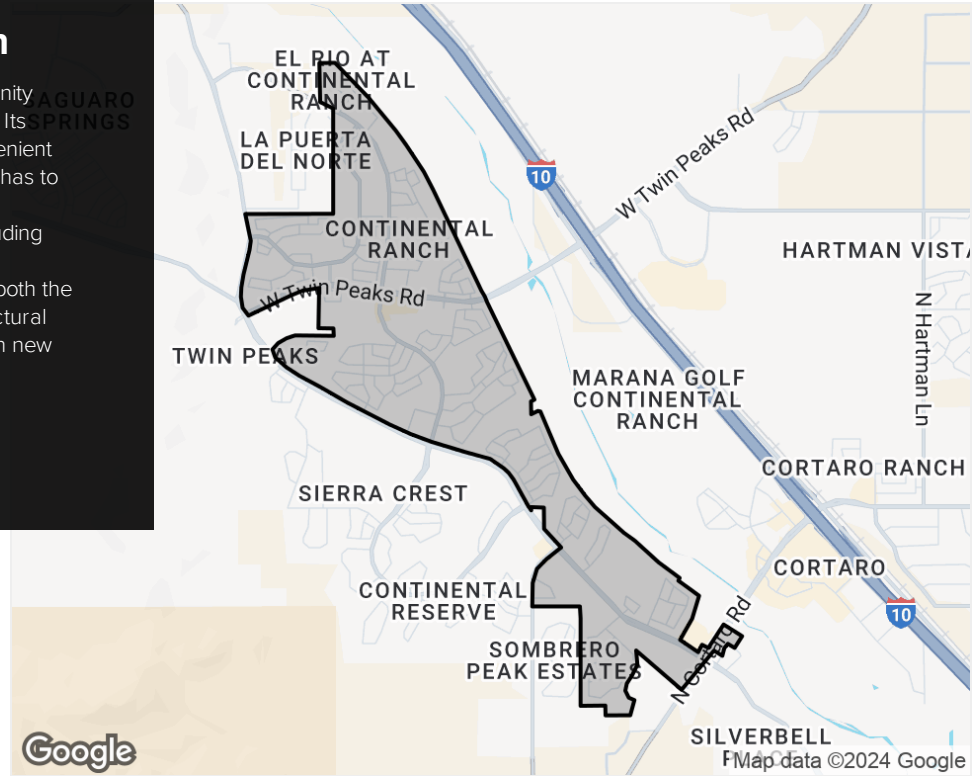
Tucson, Arizona

October 2024



About Continental Ranch

Continental Ranch is a premier Marana community located at the foothills of the Tucson Mountains. Its proximity to Interstate 10 gives residents a convenient avenue to explore everything Southern Arizona has to offer; closer to home, it features many fantastic amenities just beyond residents' doorsteps, including parks, baseball and soccer fields, and two pool facilities. Homes in the area are constructed in both the Santa Fe style and more contemporary architectural styles. Continental Ranch is ever-expanding, with new residential and retail construction enriching the community on a regular basis.



Contact me to get the full Market Report and to learn more about Continental Ranch.





Market Summary

All Property Types

Recent Sales Trends

The statistics below highlight key market indicators for Continental Ranch. The data in the Sold Listings table is based on homes sold within the month of September 2024.

	Current Period Sep 2024	Last Month Aug 2024	Change From Last Month	Last Year Sep 2023	Change From Last Year
Homes Sold	9	18	▼ 50%	10	▼ 10%
Median Sale Price	\$365,000	\$382,250	▼ 5%	\$357,450	▲ 2%
Median List Price	\$370,000	\$382,250	▼ 3%	\$354,900	▲ 4%
Sale to List Price Ratio	98%	100%	▼ 2%	100%	▼ 2%
Sales Volume	\$3,358,050	\$7,305,050	▼ 54%	\$3,656,125	▼ 8%
Average Days on Market	45 days	33 days	▲ 12 days	16 days	▲ 29 days
Homes Sold Year to Date	138	129	▲ 7%	151	▼ 9%
For Sale at Month's End	42	46	▼ 9%	29	▲ 45%

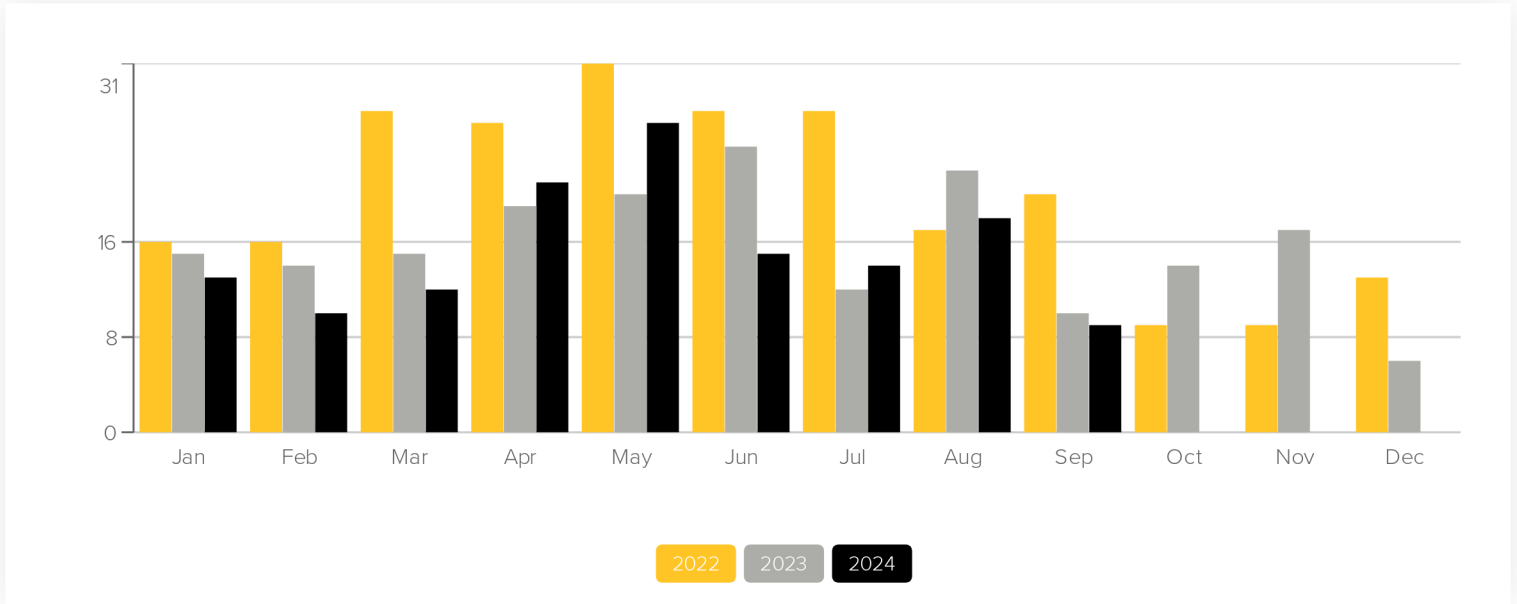
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of October 2, 2024. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.

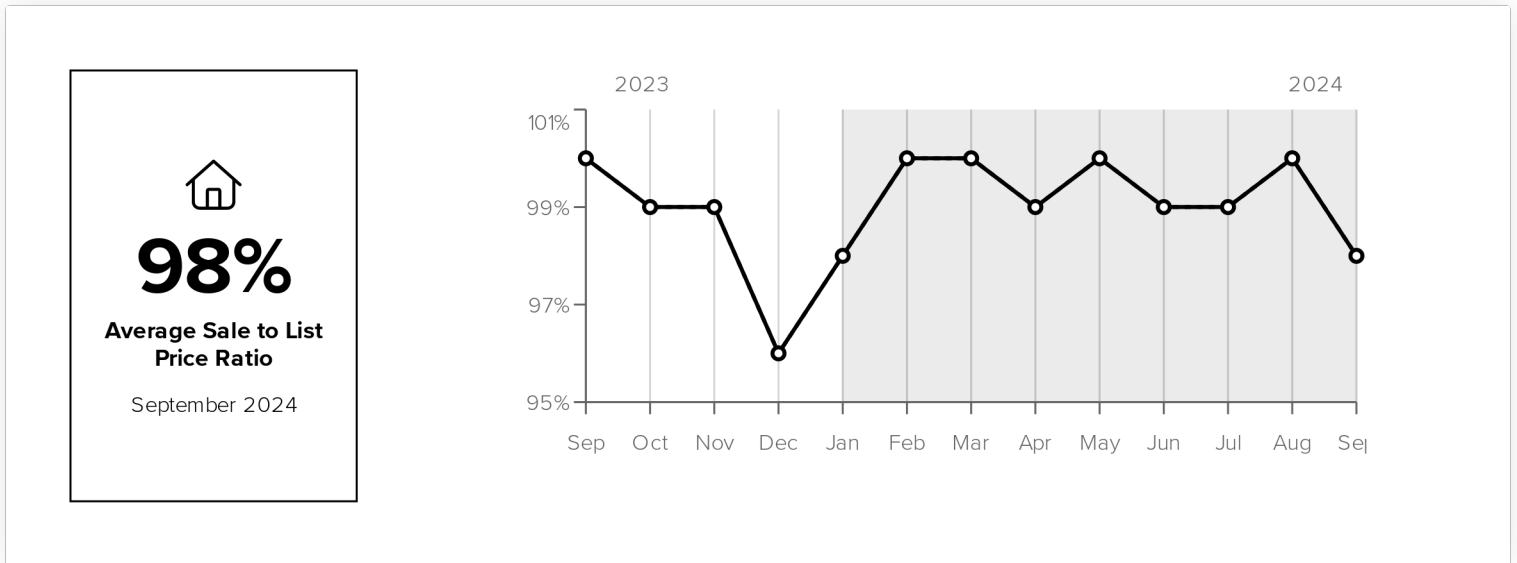
44 Homes for Sale	20 Homes Under Contract	\$565,000 High Price
\$299,900 Low Price	\$379,950 Median List Price	



Homes Sold

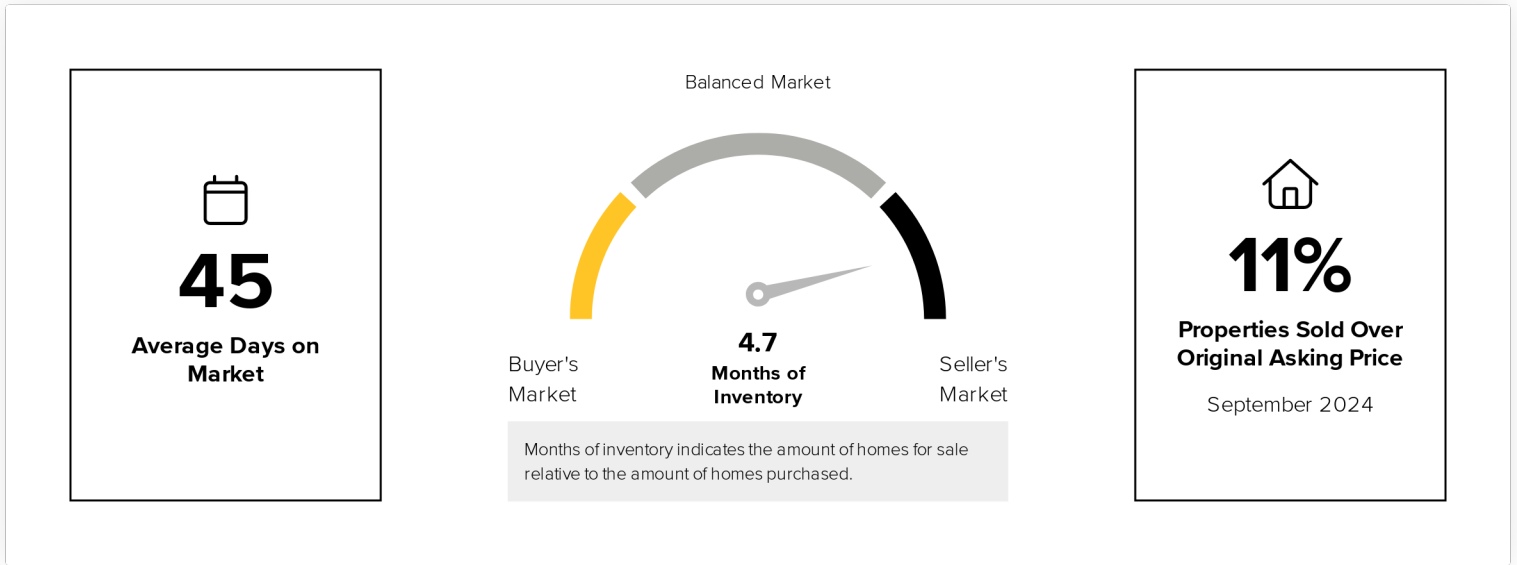


Sale to List Price Ratio





Market Conditions



Buyer's vs. Seller's Market

This graphic explains the key similarities and differences between a buyer's and seller's market; and how these market factors impact each group.

How it Impacts Buyers

Buyer's Market
More people selling homes than buying

- More homes to choose from
- More negotiating power
- Could spend less than asking price
- Price restrictions
- Rarely competing offers

Seller's Market
More people buying homes than selling

- Fewer homes to choose from
- Less negotiating power
- Need to be able to close quickly
- Could spend more than asking price
- Competition from other buyers

How it Impacts Sellers

Buyer's Market
More people selling homes than buying

- Takes more time to sell
- Fewer offers received
- Could get lower than asking price
- May have to make repairs and/or concessions

Seller's Market
More people buying homes than selling

- Home sells quickly
- Multiple offers likely
- Could get more than asking price
- Buyers willing to overlook repairs



Market Conditions by Price Range

This table provides insight into key market indicators at specific price breakpoints. This information is valuable as the market conditions can vary by price category.

Price Range	Active Listings	Months of Inventory		Sales		Market Climate
		As of 10/2/24	Current Period Sep 2024	3 Month Trend	Current Period Sep 2024	
All Price Ranges	42	4.7	1.0	9	17	Seller's
< \$75,000	0	—	—	0	0	—
\$75,000 - \$150,000	0	—	—	0	0	—
\$150,000 - \$225,000	0	—	—	0	0	—
\$225,000 - \$300,000	0	—	0.0	0	0	—
\$300,000 - \$375,000	14	2.3	0.6	6	8	● Seller's
\$375,000 - \$450,000	20	10.0	2.0	2	5	● Buyer's
\$450,000 - \$525,000	6	6.0	2.0	1	1	● Balanced
\$525,000 - \$600,000	2	—	0.7	0	0	—
\$600,000 - \$675,000	0	—	0.0	0	0	—
\$675,000 - \$750,000	0	—	—	0	0	—
> \$750,000	0	—	—	0	0	—

Seller's Market
 Less than 6 months of inventory

Balanced Market
 Between 6-7 months of inventory

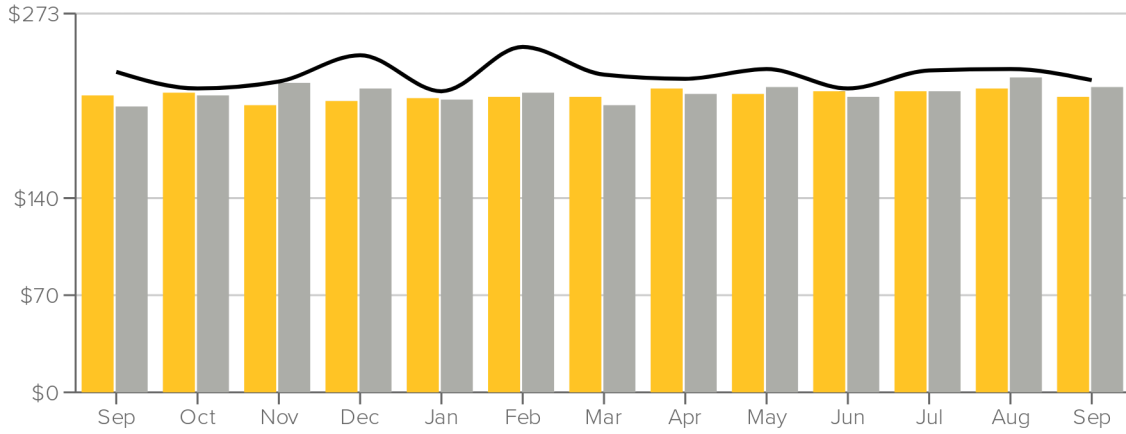
Buyer's Market
 More than 7 months of inventory



Compare Continental Ranch to Zip Code and City

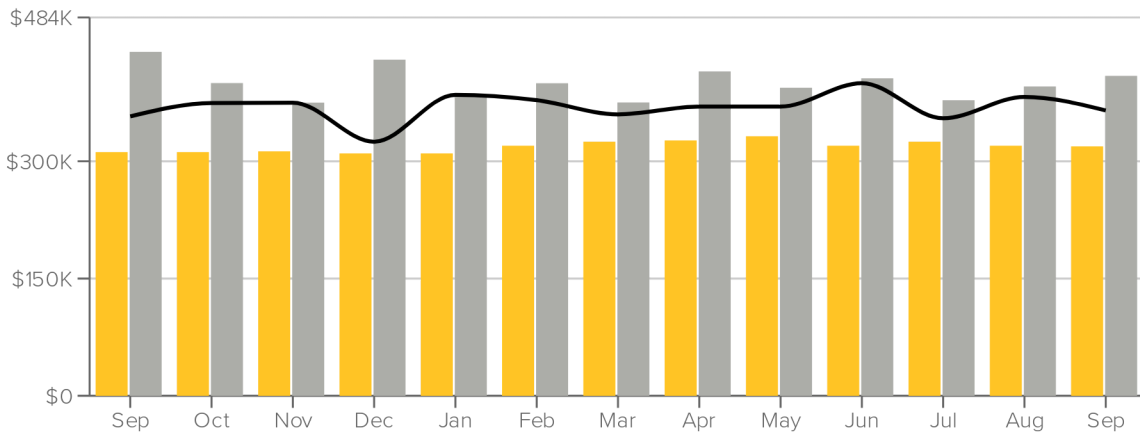
The charts below compare the average price per square foot and median sale price indicators of the neighborhood to its parent zip code and city.

Average Price per Square Foot



Tucson 85743 Continental Ranch

Median Sale Price



Tucson 85743 Continental Ranch



Statistics

Days on Market by Price Range

The bar graph below indicates the median days on the market value for each price range breakpoint in Continental Ranch. The values are based on closed transactions in September 2024.

