



# Neighborhood Market Report



**Stephen Woodall - Team Woodall**  
(520) 818-4504  
Stephen@TeamWoodall.com  
<https://TeamWoodall.com>

## Continental Ranch

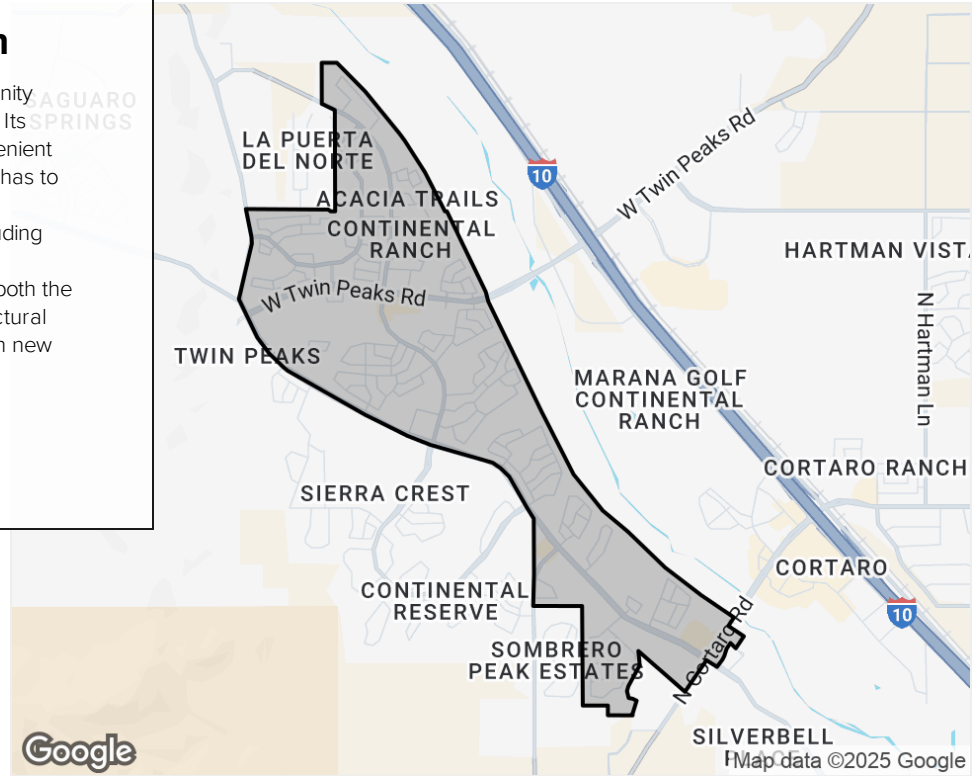
Tucson, Arizona

March 2025



## 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 February 2025.

	Current Period Feb 2025	Last Month Jan 2025	Change From Last Month	Last Year Feb 2024	Change From Last Year
<b>Homes Sold</b>	9	10	▼ 10%	10	▼ 10%
<b>Median Sale Price</b>	\$340,000	\$347,500	▼ 2%	\$378,210	▼ 10%
<b>Median List Price</b>	\$355,000	\$351,500	▲ 1%	\$377,000	▼ 6%
<b>Sale to List Price Ratio</b>	99%	98%	▲ 1%	100%	▼ 1%
<b>Sales Volume</b>	\$3,134,000	\$3,537,000	▼ 11%	\$3,765,909	▼ 17%
<b>Average Days on Market</b>	68 days	25 days	▲ 43 days	38 days	▲ 30 days
<b>Homes Sold Year to Date</b>	19	10	▲ 90%	23	▼ 17%
<b>For Sale at Month's End</b>	62	54	▲ 15%	32	▲ 94%

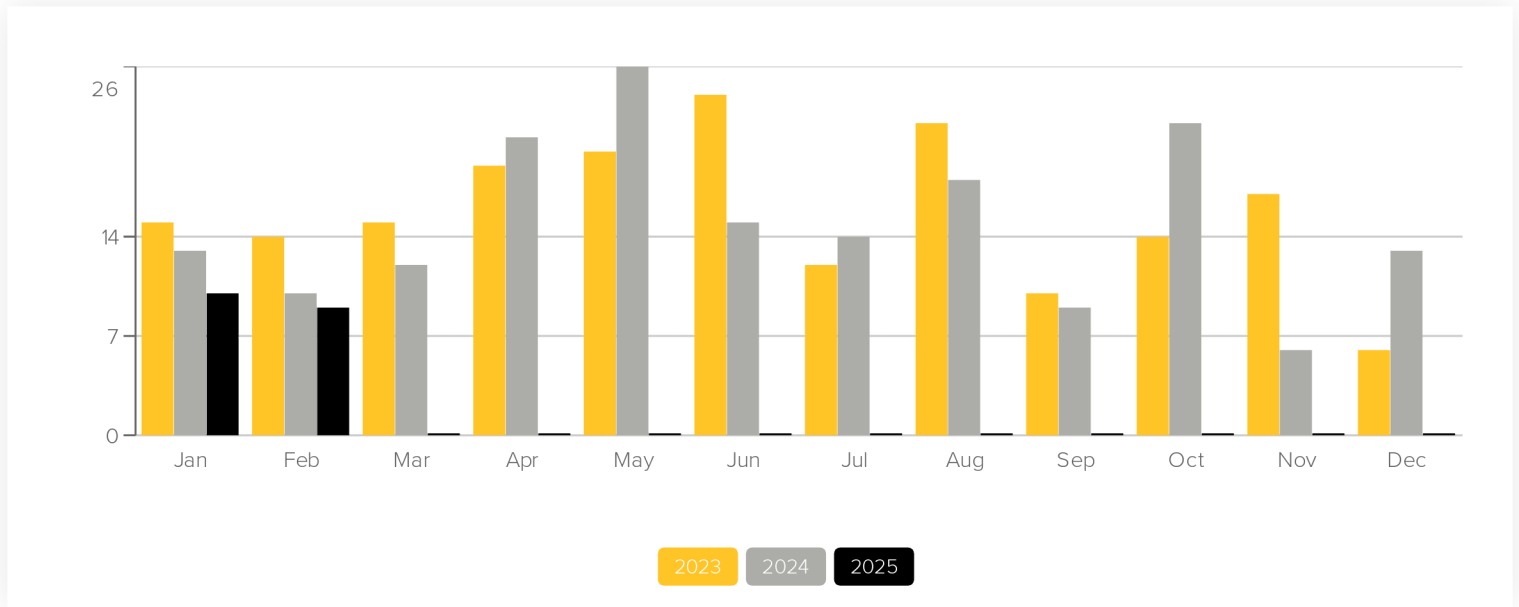
### Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of March 4, 2025. 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.

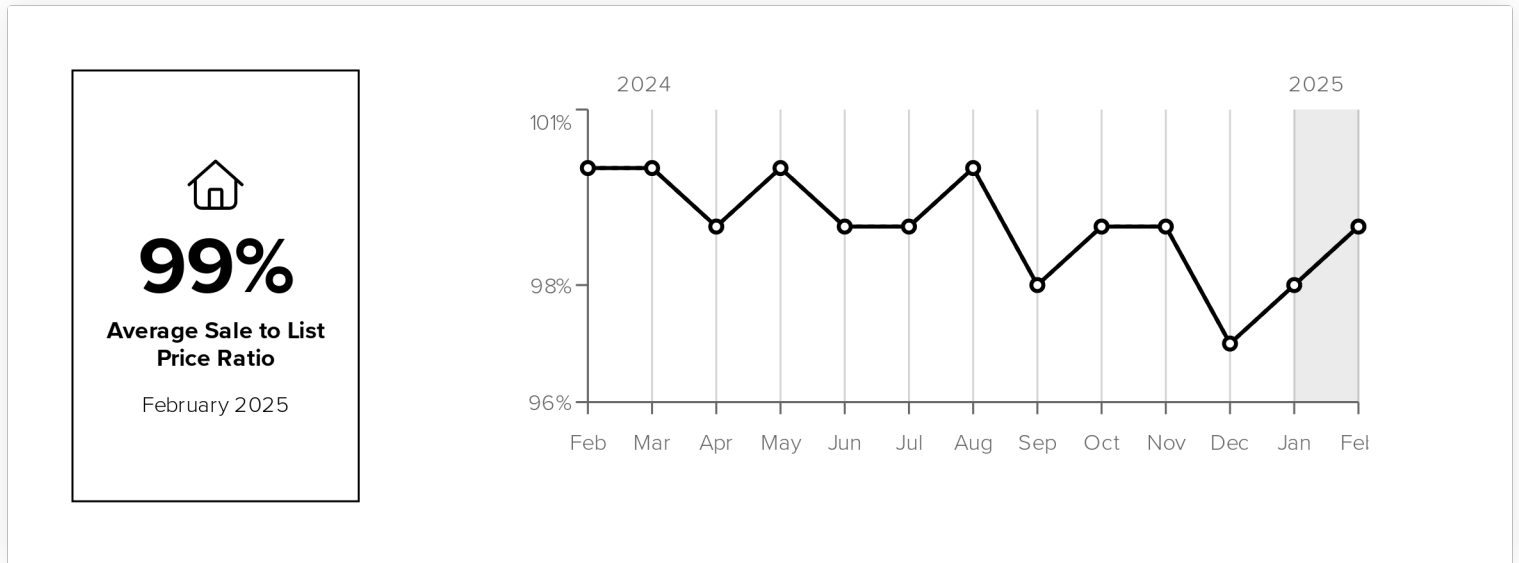
<b>61</b> Homes for Sale	<b>21</b> Homes Under Contract	<b>\$625,000</b> High Price
<b>\$289,900</b> Low Price	<b>\$389,000</b> Median List Price	



**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 3/4/25	Current Period Feb 2025	3 Month Trend	Current Period Feb 2025	6 Month Avg	
<b>All Price Ranges</b>	61	6.8	1.9	9	12	Buyer's	
< \$75,000	0	—	—	0	0	—	
\$75,000 - \$150,000	0	—	—	0	0	—	
\$150,000 - \$225,000	0	—	—	0	0	—	
\$225,000 - \$300,000	3	3.0	0.5	1	1	● Seller's	
\$300,000 - \$375,000	18	3.0	1.3	6	6	● Seller's	
\$375,000 - \$450,000	25	12.5	2.3	2	3	● Buyer's	
\$450,000 - \$525,000	9	—	9.0	0	0	—	
\$525,000 - \$600,000	4	—	—	0	0	—	
\$600,000 - \$675,000	2	—	—	0	0	—	
\$675,000 - \$750,000	0	—	—	0	0	—	
> \$750,000	0	—	—	0	0	—	

**Seller's Market**  
 Less than 4 months of inventory

**Balanced Market**  
 Between 4-6 months of inventory

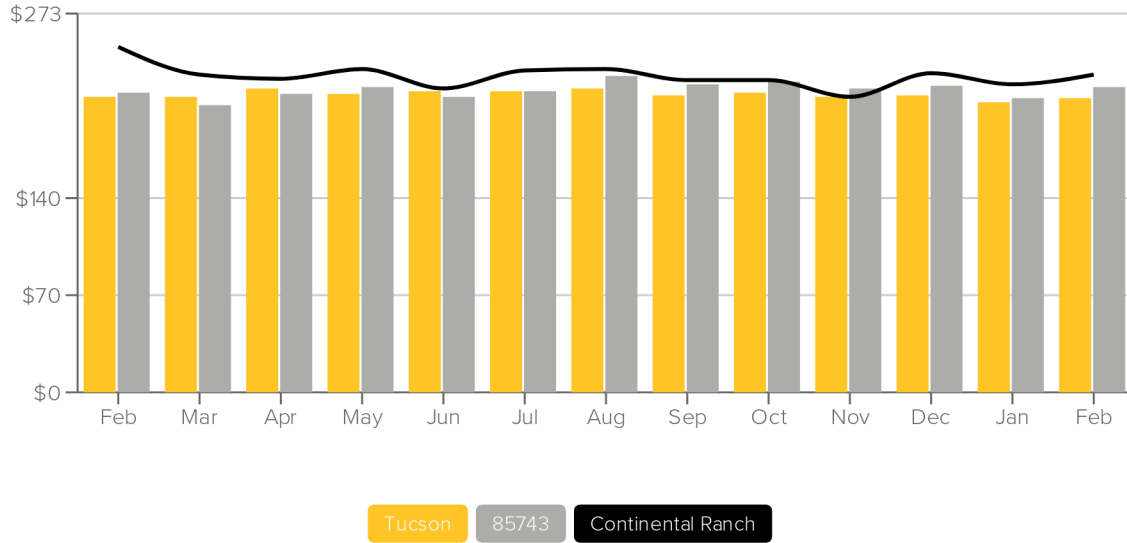
**Buyer's Market**  
 More than 6 months of inventory



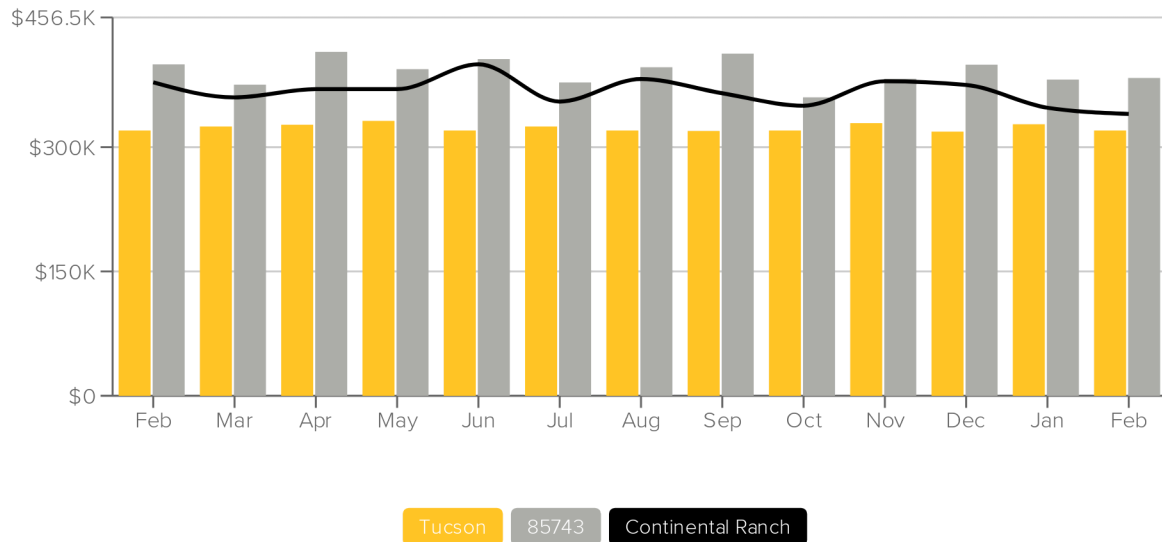
# Compare Continental Ranch to Zip Code and City

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



## Median Sale Price





# 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 February 2025.

