



## Neighborhood Market Report



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## Continental Ranch

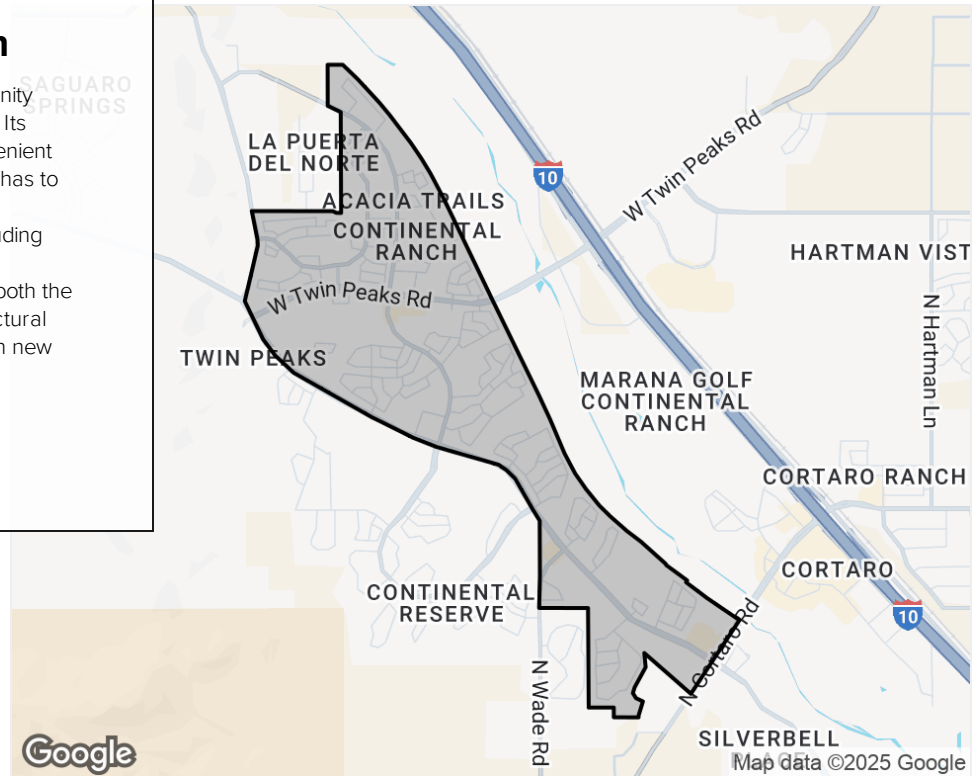
Tucson, Arizona

September 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 August 2025.

	Current Period Aug 2025	Last Month Jul 2025	Change From Last Month	Last Year Aug 2024	Change From Last Year
Homes Sold	20	11	▲ 82%	17	▲ 18%
Median Sale Price	\$345,000	\$354,000	▼ 3%	\$389,500	▼ 11%
Median List Price	\$348,500	\$358,900	▼ 3%	\$389,500	▼ 11%
Sale to List Price Ratio	99%	99%	0%	99%	0%
Sales Volume	\$7,157,900	\$4,065,441	▲ 76%	\$6,970,050	▲ 3%
Average Days on Market	87 days	61 days	▲ 26 days	35 days	▲ 52 days
Homes Sold Year to Date	117	97	▲ 21%	128	▼ 9%
For Sale at Month's End	57	69	▼ 17%	44	▲ 30%

## Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of September 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.

47

Homes for Sale

11

Homes Under Contract

\$695,000

High Price

\$285,000

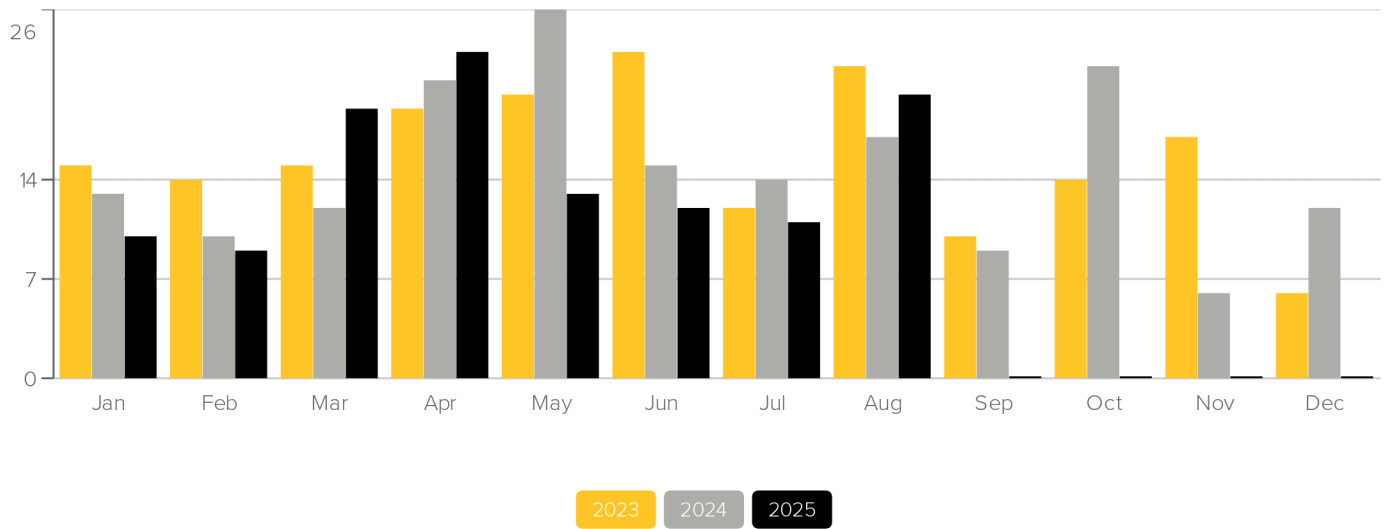
Low Price

\$375,000

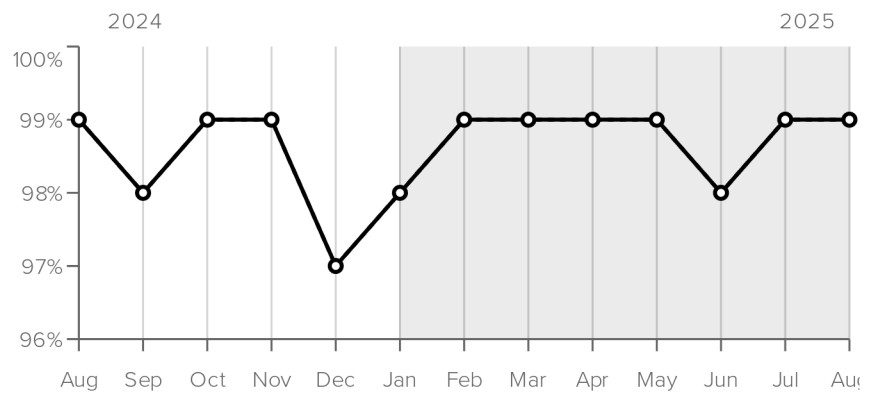
Median List Price



## 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 9/4/25	Current Period Aug 2025	3 Month Trend	Current Period Aug 2025	6 Month Avg
<b>All Price Ranges</b>	47	2.4	1.1	20	16	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	3	3.0	1.5	1	1	● Seller's
\$300,000 - \$375,000	19	1.6	0.8	12	7	● Seller's
\$375,000 - \$450,000	13	2.2	1.3	6	3	● Seller's
\$450,000 - \$525,000	7	7.0	1.4	1	2	● Buyer's
\$525,000 - \$600,000	4	—	4.0	0	0	—
\$600,000 - \$675,000	0	—	0.0	0	0	—
\$675,000 - \$750,000	1	—	—	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

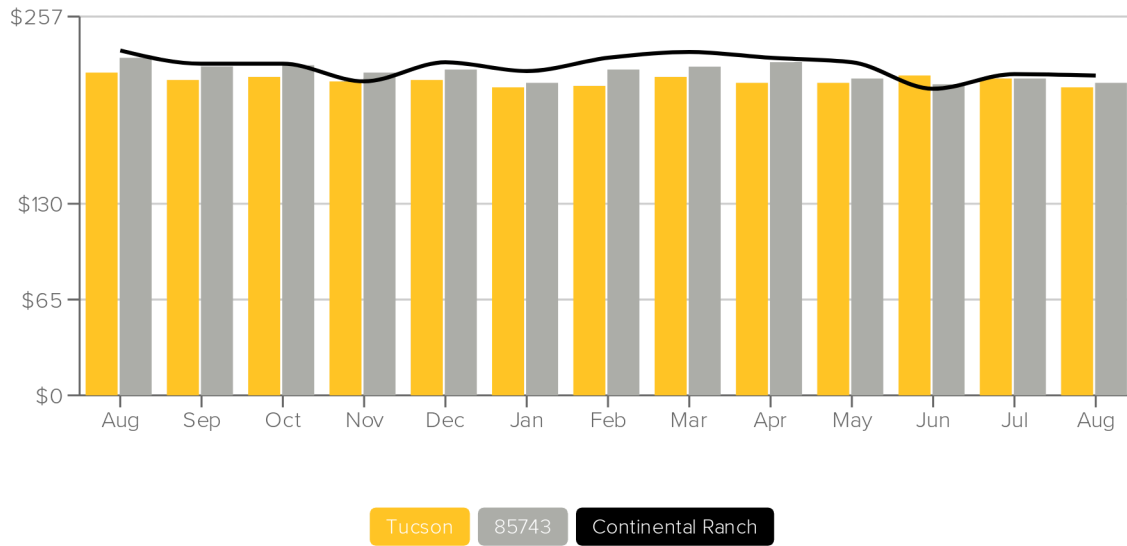
More than 6 months of inventory



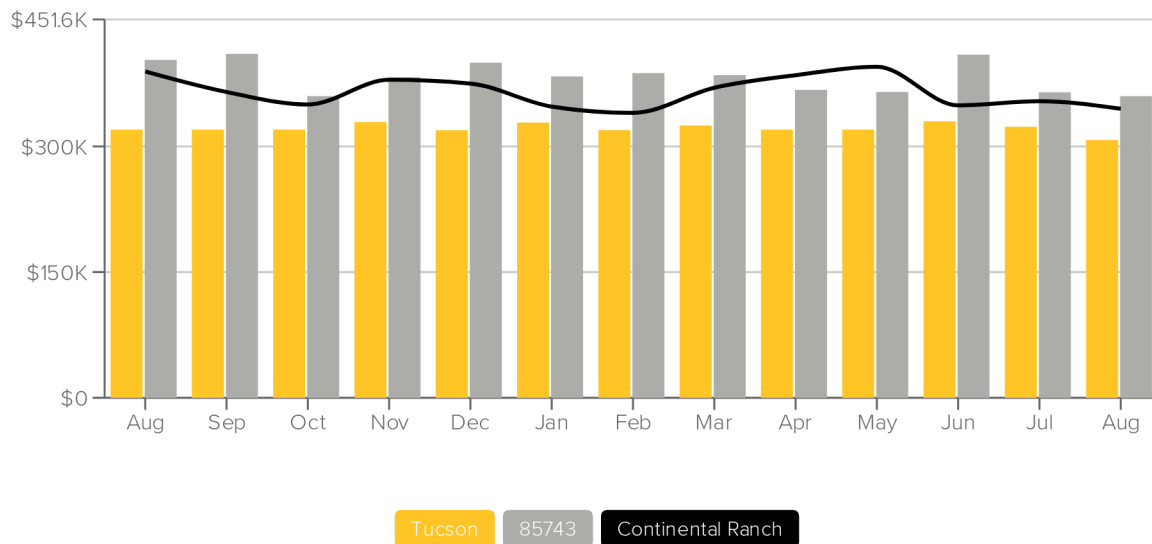
# Compare Continental Ranch to Zip Code and City

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 August 2025.

