

# THE LUXURY HOUSING REPORT

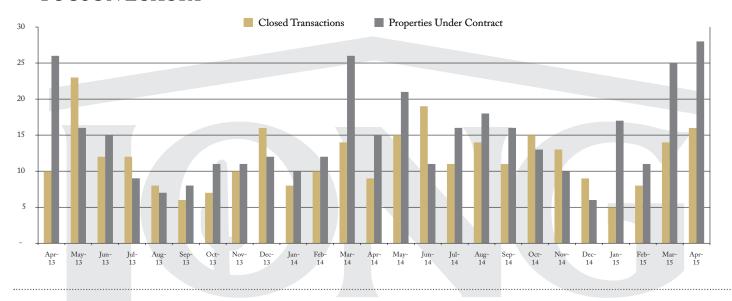


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Tucson | May 2015

In the Tucson Luxury market, April 2015 active inventory was 291, a 2% decrease from April 2014. There were 16 closings in April 2015, a 78% increase from April 2014. Year-to-date 2015 there were 43 closings, a 5% increase from year-to-date 2014. Months of Inventory was 18.2, down from 33.0 in April 2014. Median price of sold homes was \$987,500 for the month of April 2015, up 2% from April 2014. The Tucson Luxury area had 28 new properties under contract in April 2015, up 87% from April 2014.

# CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LUXURY



### ACTIVE LISTINGS AND MONTHS OF INVENTORY - TUCSON LUXURY



LUXURY PORT/OLIO

Properties under contract and Home Sales data is based on information obtained from the TARMLS for all residential properties priced \$800,000 and above. All data obtained 05/05/2015 is believed to be reliable, but not guaranteed.

Months of Inventory



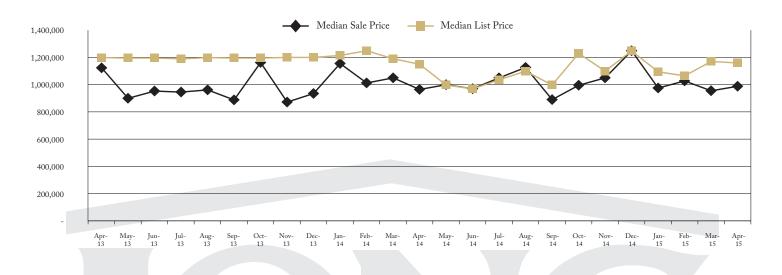
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#### MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE - TUCSON LUXURY



### PRICE BANDED MARKET REPORT - TUCSON LUXURY RESIDENTIAL HOMES

|                           | Active<br>Listings | Last 6 Months<br>Closed Sales |    |        |        |        | Current<br>Months of | Last 3 Month<br>Trend Months | Market<br>Conditions |       |
|---------------------------|--------------------|-------------------------------|----|--------|--------|--------|----------------------|------------------------------|----------------------|-------|
|                           |                    |                               |    | Jan-15 | Feb-15 | Mar-15 | Apr-15               | Inventory                    | of Inventory         |       |
| \$800,000 - 899,999       | 59                 | 4                             | 2  | 0      | 0      | 4      | 6                    | 9.8                          | 21.5                 | Buyer |
| \$900,000 - 999,999       | 48                 | 1                             | 1  | 3      | 3      | 6      | 2                    | 24.0                         | 12.2                 | Buyer |
| \$1,000,000 - \$1,249,999 | 59                 | 5                             | 2  | 1      | 2      | 2      | 5                    | 11.8                         | 21.2                 | Buyer |
| \$1,250,000 - \$1,499,999 | 56                 | 1                             | 2  | 1      | 1      | 2      | 2                    | 28.0                         | 32.8                 | Buyer |
| \$1,500,000 - \$1,749,999 | 16                 | 1                             | 2  | 0      | 1      | 0      | 1                    | 16.0                         | 27.0                 | Buyer |
| \$1,750,000 - \$1,999,999 | 21                 | 1                             | 0  | 0      | 0      | 0      | 0                    | n/a                          | n/a                  | n/a   |
| \$2,000,000 - and over    | 29                 | 0                             | 1  | 0      | 2      | 0      | 0                    | n/a                          | 50.5                 | Buyer |
| TOTAL                     | 288                | 13                            | 10 | 5      | 9      | 14     | 16                   | 18.0                         | 23.7                 | Buyer |







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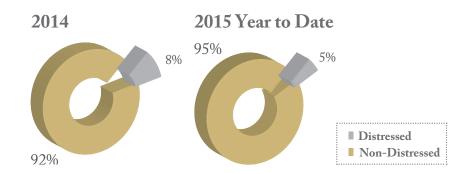


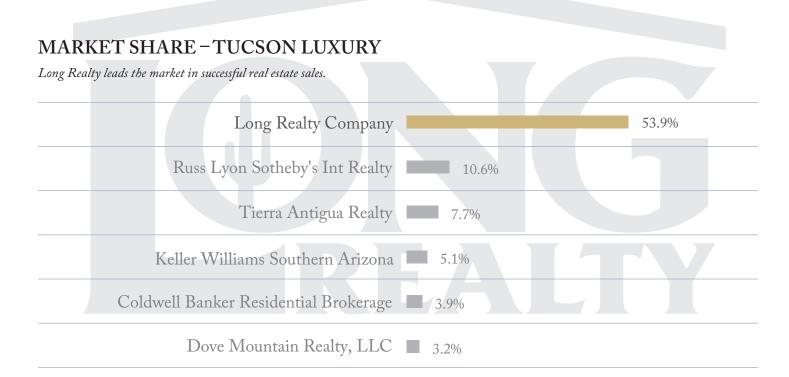
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## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LUXURY

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.





Data Obtained 05/05/2015 from TARMLS using BrokerMetrics software for all closed residential units between 04/01/2014 – 03/31/2015 rounded to the nearest tenth of one percent and deemed to be correct.

The Tucson Luxury Housing Report is comprised of data for residential luxury properties priced \$800,000 and above in TARMLS for the Tucson Metro Area. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.

