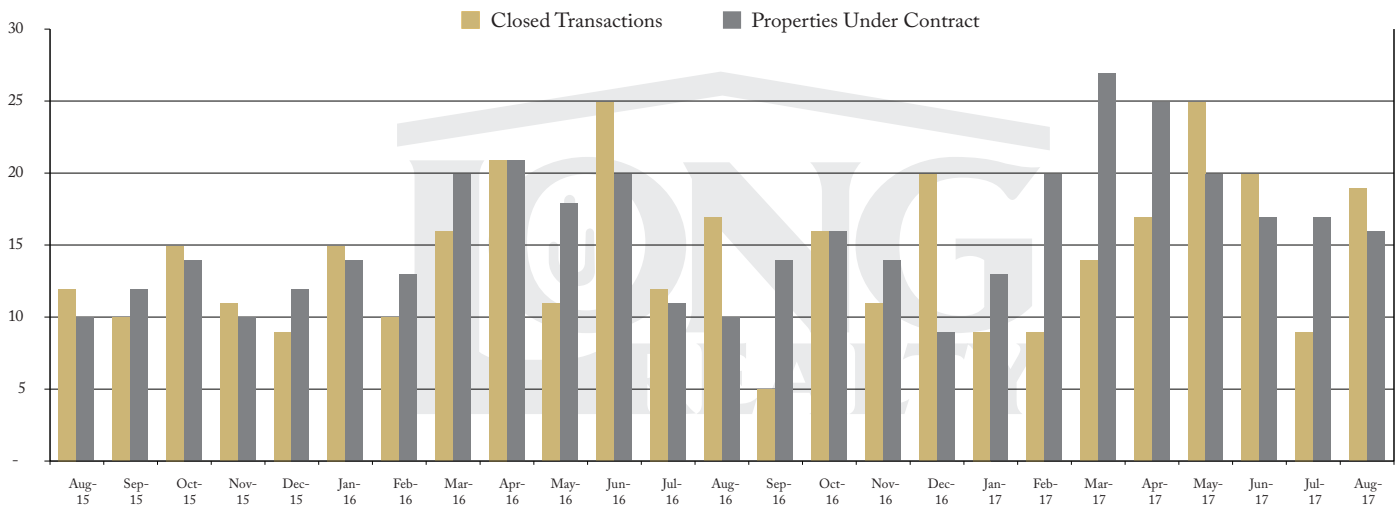




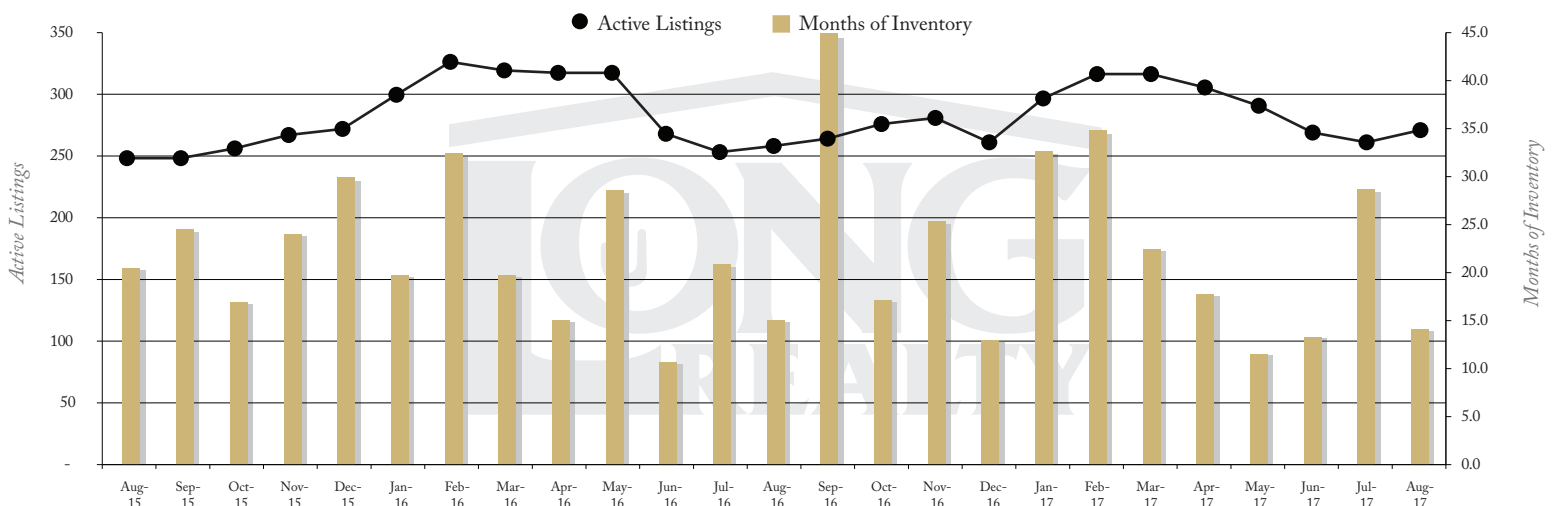
Tucson | September 2017

In the Tucson Luxury market, August 2017 active inventory was 270, a 5% increase from August 2016. There were 19 closings in August 2017, a 12% increase from August 2016. Year-to-date 2017 there were 122 closings, a 4% decrease from year-to-date 2016. Months of Inventory was 14.2, down from 15.1 in August 2016. Median price of sold homes was \$1,110,000 for the month of August 2017, up 8% from August 2016. The Tucson Luxury area had 16 new properties under contract in August 2017, up 60% from August 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LUXURY



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LUXURY

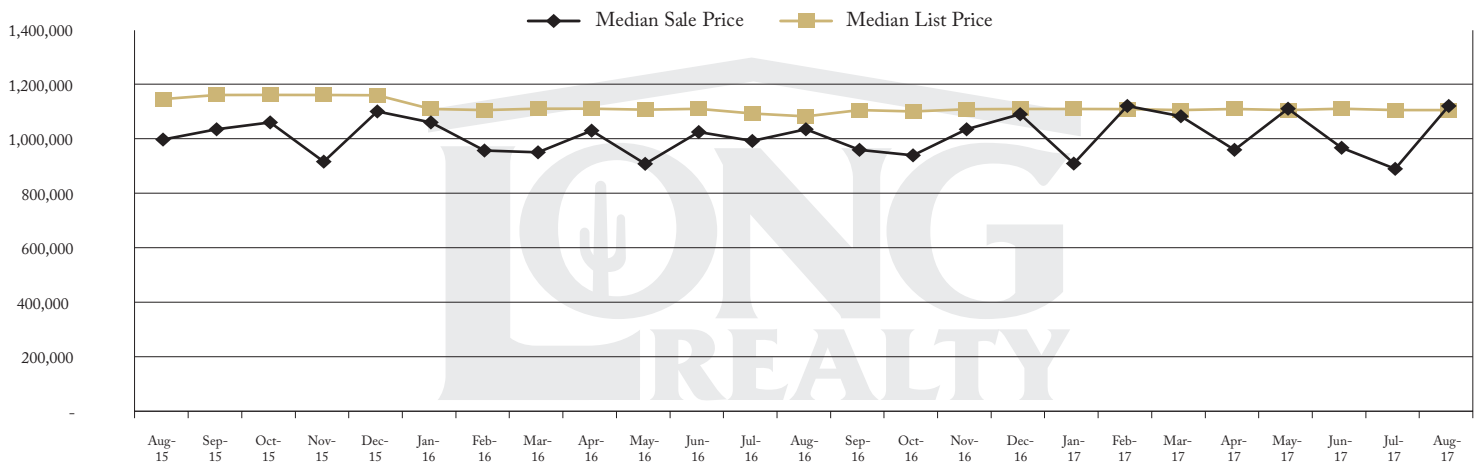


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above. All data obtained 09/06/2017 is believed to be reliable, but not guaranteed.



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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LUXURY



PRICE BANDED MARKET REPORT – TUCSON LUXURY RESIDENTIAL HOMES

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17			
\$800,000 - 899,999	65	3	8	7	6	5	3	21.7	12.7	Buyer
\$900,000 - 999,999	49	1	2	3	5	1	6	8.2	11.8	Buyer
\$1,000,000 - \$1,249,999	60	6	2	7	7	2	5	12.0	12.9	Buyer
\$1,250,000 - \$1,499,999	38	3	3	3	1	0	4	9.5	25.6	Buyer
\$1,500,000 - \$1,749,999	14	0	1	3	0	1	1	14.0	18.5	Buyer
\$1,750,000 - \$1,999,999	18	1	0	2	0	0	0	n/a	n/a	n/a
\$2,000,000 - and over	26	0	1	0	1	0	0	n/a	77.0	Buyer
TOTAL	270	14	17	25	20	9	19	14.2	16.6	Buyer

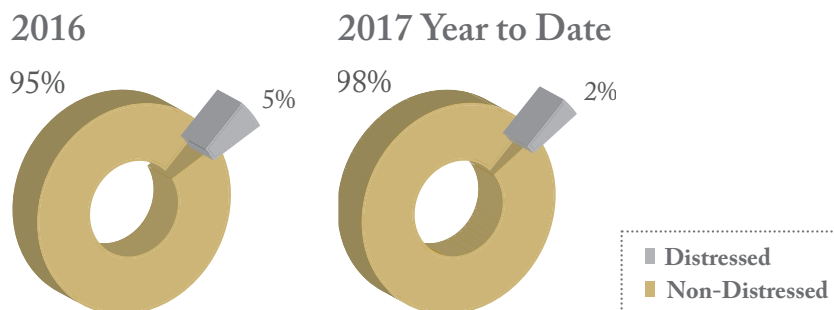
Seller's Market
Slight Seller's Market
Balanced Market
Slight Buyer's Market
Buyer's Market



Tucson | September 2017

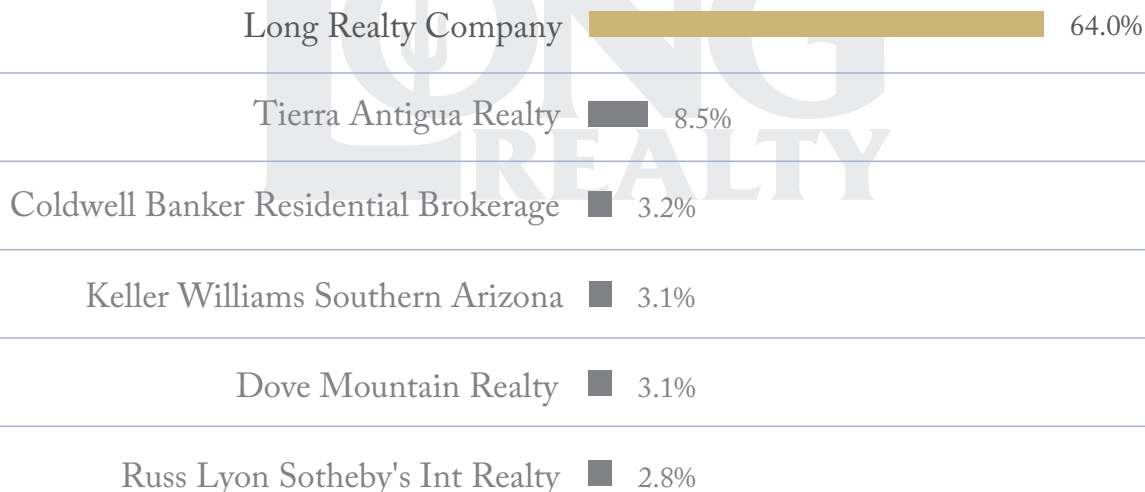
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LUXURY

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.



MARKET SHARE – TUCSON LUXURY

Long Realty leads the market in successful real estate sales.



Data Obtained 09/06/2017 from MLSSAZ using BrokerMetrics software for all closed residential units between 09/01/2016 – 08/31/2017 rounded to the nearest tenth of one percent and deemed to be correct.

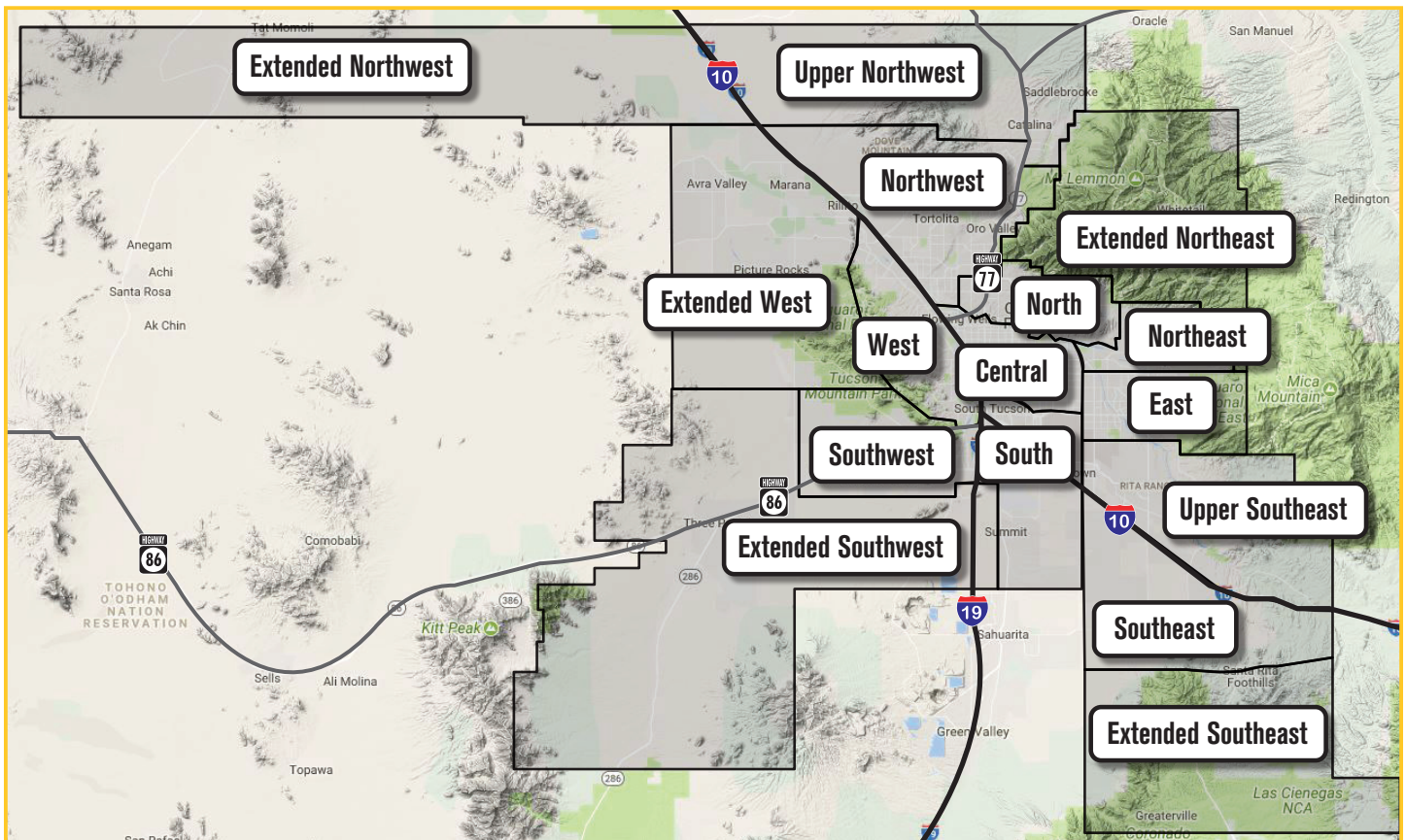
The Tucson Luxury Housing Report is comprised of data for residential luxury properties priced \$800,000 and above in MLSSAZ for the Tucson Metro Area. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact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



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The MLS of Southern Arizona made changes to the MLS Area boundaries in August of 2017. Those changes affected the area defined as “Tucson Luxury.” Minor changes to the outlying boundaries, shown below, will result in some small changes in statistics.

All of the current and historical data have been updated to reflect the new boundaries.



IF YOU HAVE ANY QUESTIONS ABOUT THE LOCAL HOUSING MARKET, TALK TO ME.

How's the market?

You have questions,
I have the answers.

Talk To Me.

Where Every Home & Every Person *Matters*