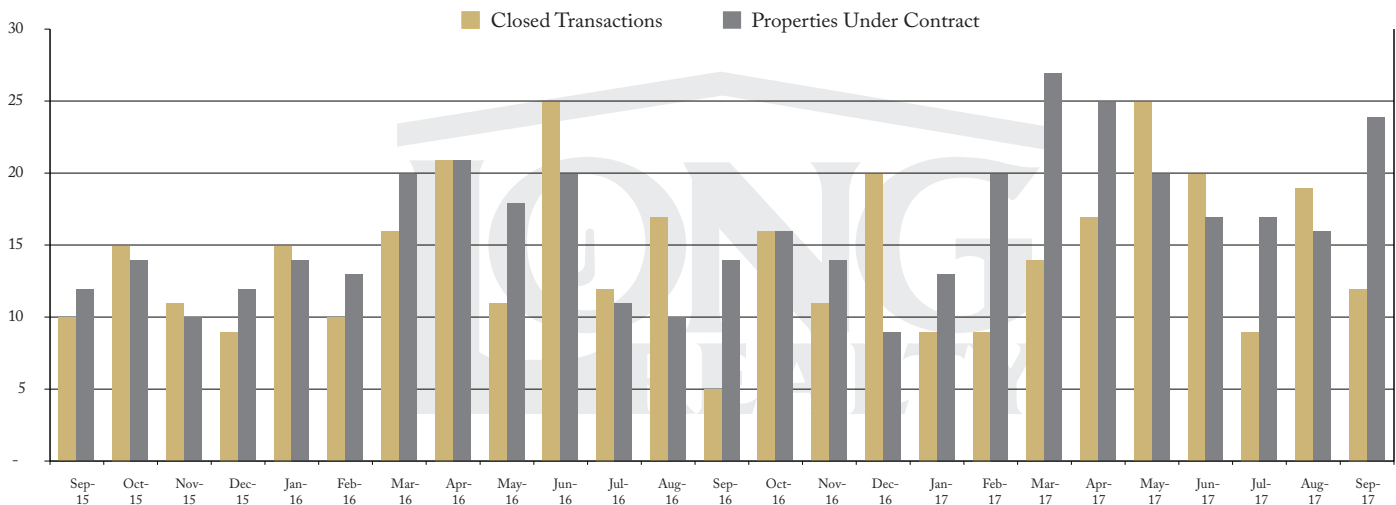




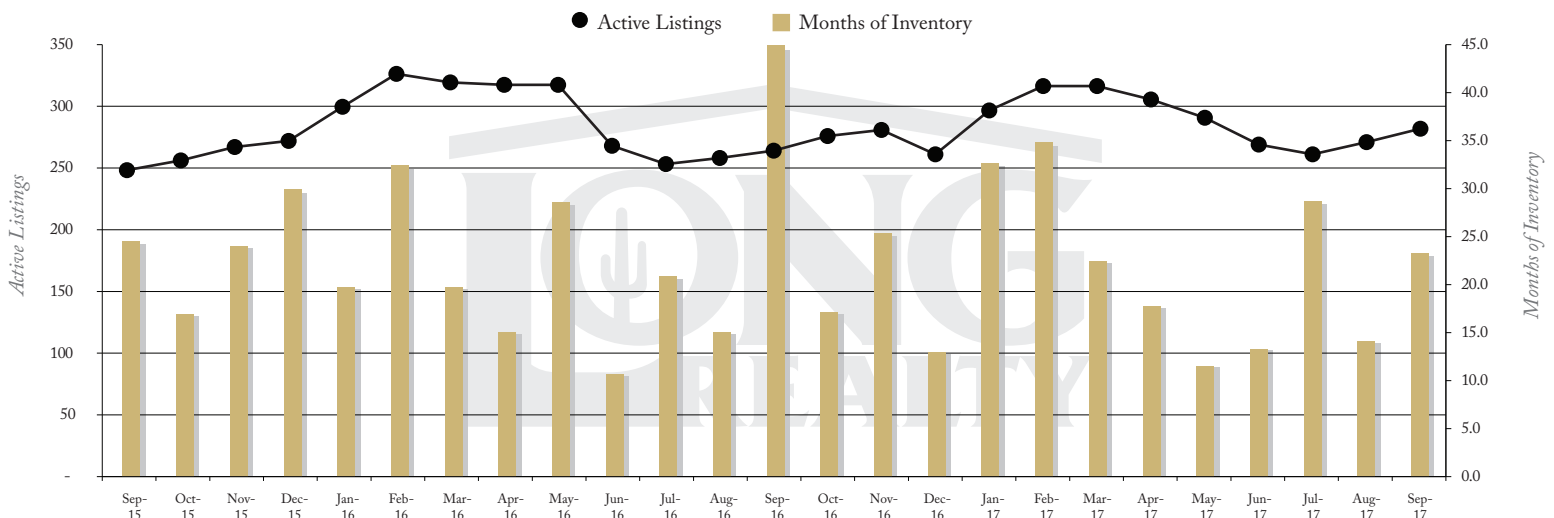
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In the Tucson Luxury market, September 2017 active inventory was 281, a 7% increase from September 2016. There were 12 closings in September 2017, a 140% increase from September 2016. Year-to-date 2017 there were 134 closings, a 2% increase from year-to-date 2016. Months of Inventory was 23.4, down from 52.6 in September 2016. Median price of sold homes was \$992,500 for the month of September 2017, up 5% from September 2016. The Tucson Luxury area had 24 new properties under contract in September 2017, up 71% from September 2016.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LUXURY



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LUXURY

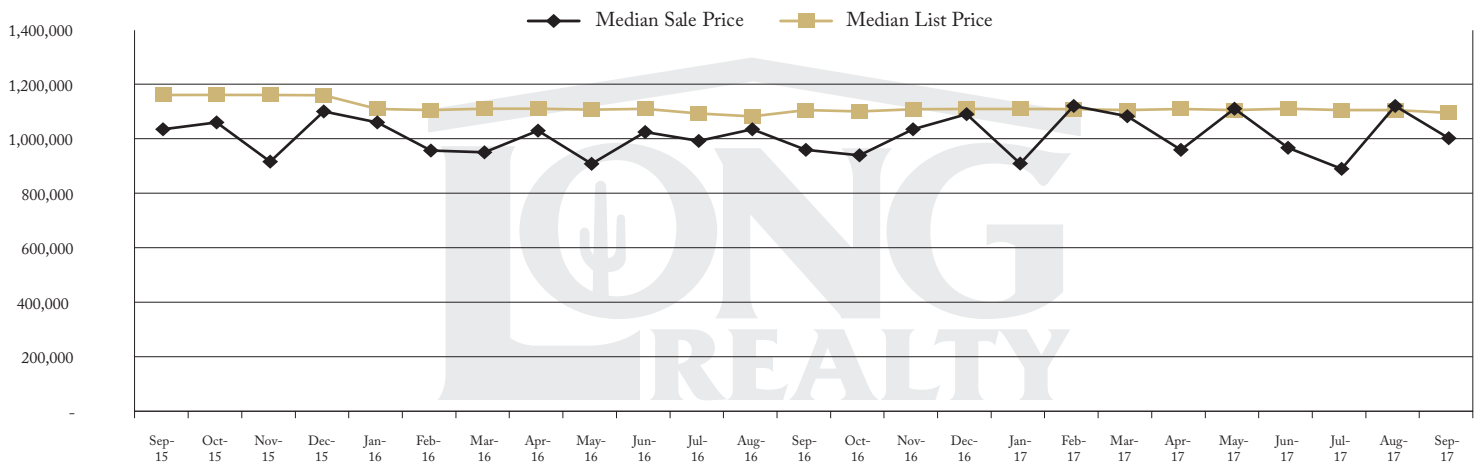


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above. All data obtained 10/04/2017 is believed to be reliable, but not guaranteed.



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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
		Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17			
\$800,000 - 899,999	73	8	7	6	5	3	3	24.3	17.7	Buyer
\$900,000 - 999,999	49	2	3	5	1	6	3	16.3	14.1	Buyer
\$1,000,000 - \$1,249,999	61	2	7	7	2	5	1	61.0	22.5	Buyer
\$1,250,000 - \$1,499,999	38	3	3	1	0	4	2	19.0	20.0	Buyer
\$1,500,000 - \$1,749,999	14	1	3	0	1	1	1	14.0	13.3	Buyer
\$1,750,000 - \$1,999,999	17	0	2	0	0	0	2	8.5	27.0	Buyer
\$2,000,000 - and over	29	1	0	1	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>281</b>	<b>17</b>	<b>25</b>	<b>20</b>	<b>9</b>	<b>19</b>	<b>12</b>	<b>23.4</b>	<b>20.3</b>	<b>Buyer</b>

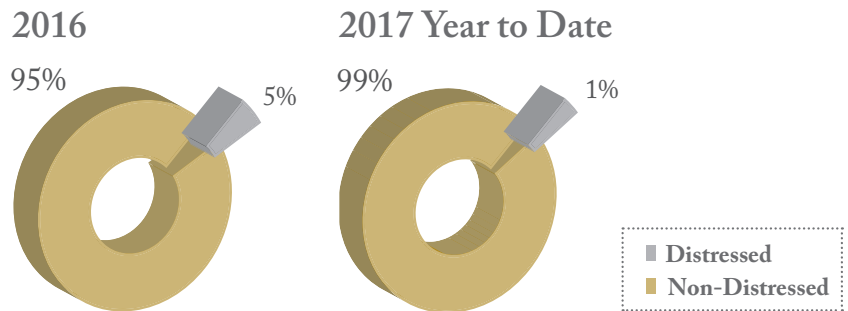
Seller's Market
Slight Seller's Market
Balanced Market
Slight Buyer's Market
Buyer's Market



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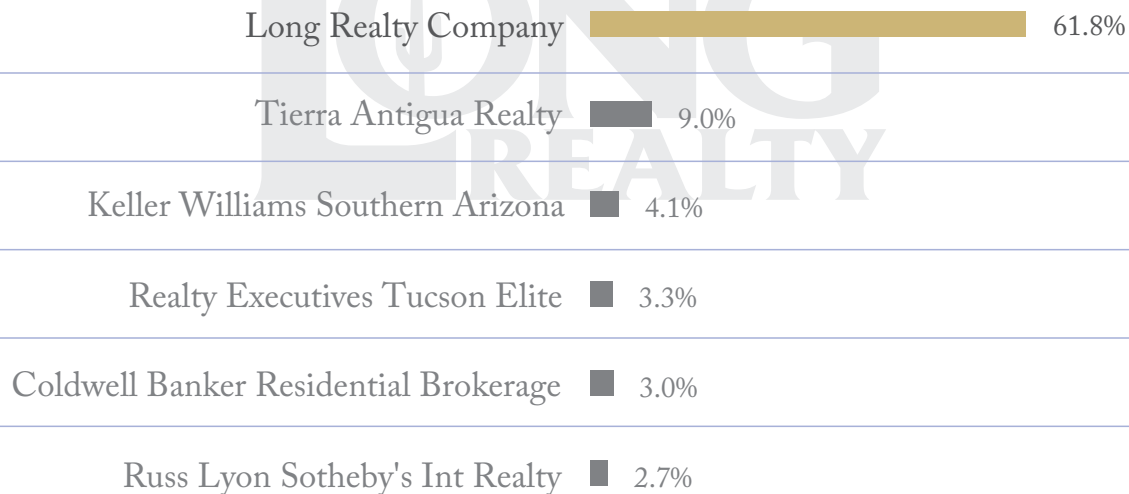
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LUXURY

*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.*



## MARKET SHARE – TUCSON LUXURY

*Long Realty leads the market in successful real estate sales.*



Data Obtained 10/04/2017 from MLSSAZ using BrokerMetrics software for all closed residential units between 10/01/2016 – 09/30/2017 rounded to the nearest tenth of one percent and deemed to be correct.

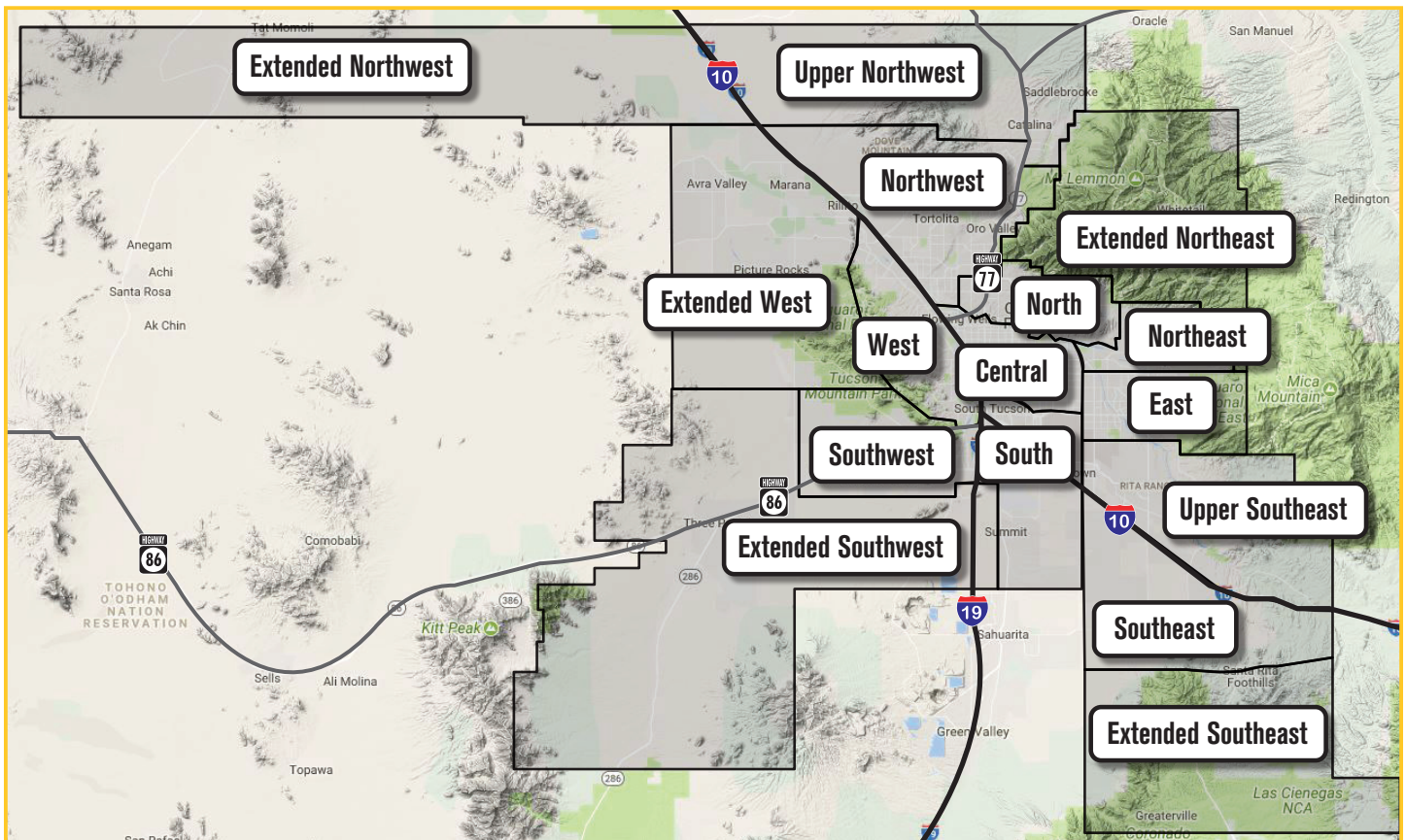
The Tucson Luxury Housing Report is comprised of data for residential luxury properties priced \$800,000 and above in MLSSAZ for the Tucson Metro Area. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact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