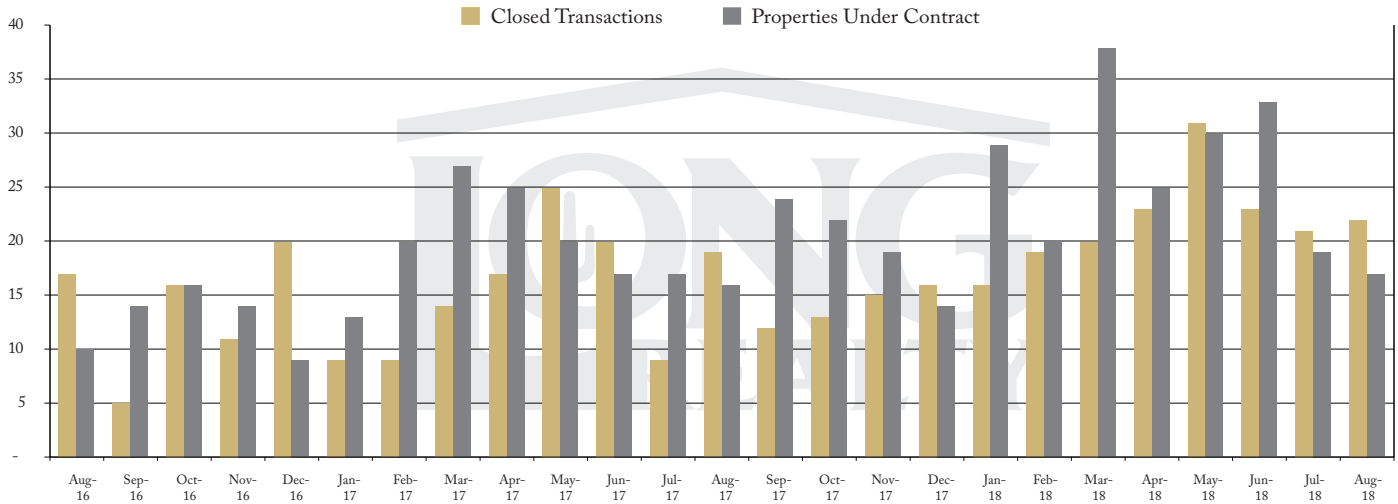




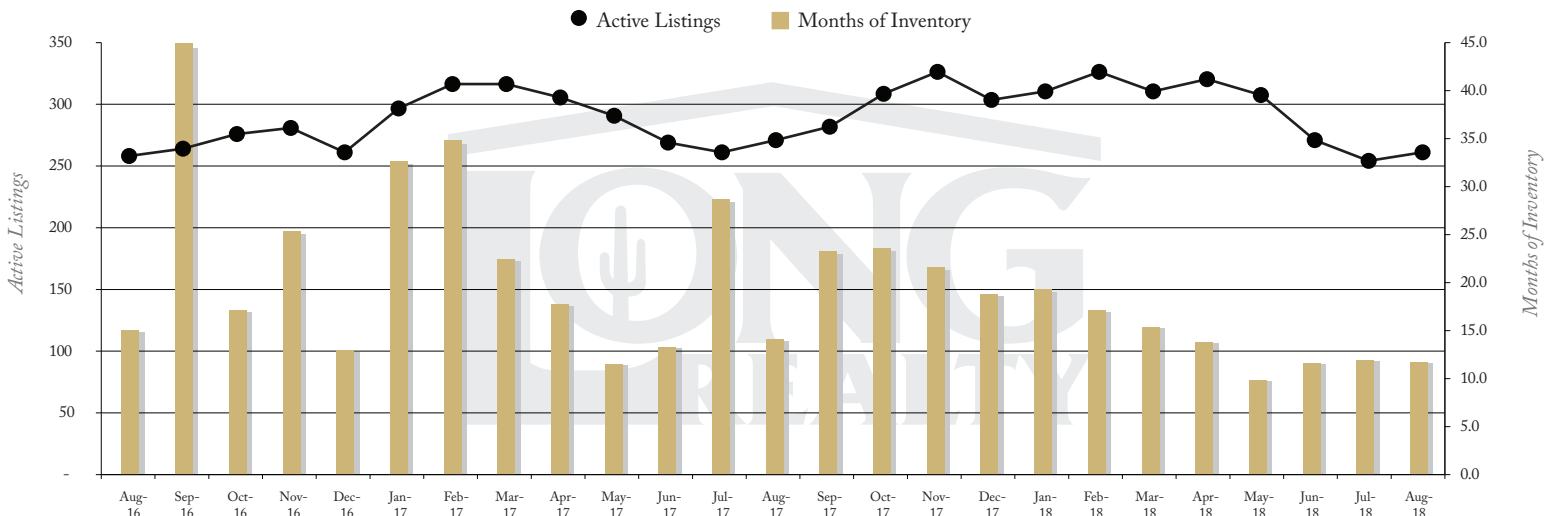
Tucson | September 2018

In the Tucson Luxury market, August 2018 active inventory was 260, a 4% decrease from August 2017. There were 22 closings in August 2018, a 16% increase from August 2017. Year-to-date 2018 there were 179 closings, a 47% increase from year-to-date 2017. Months of Inventory was 11.8, down from 14.2 in August 2017. Median price of sold homes was \$960,500 for the month of August 2018, down 14% from August 2017. The Tucson Luxury area had 17 new properties under contract in August 2018, up 6% from August 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LUXURY



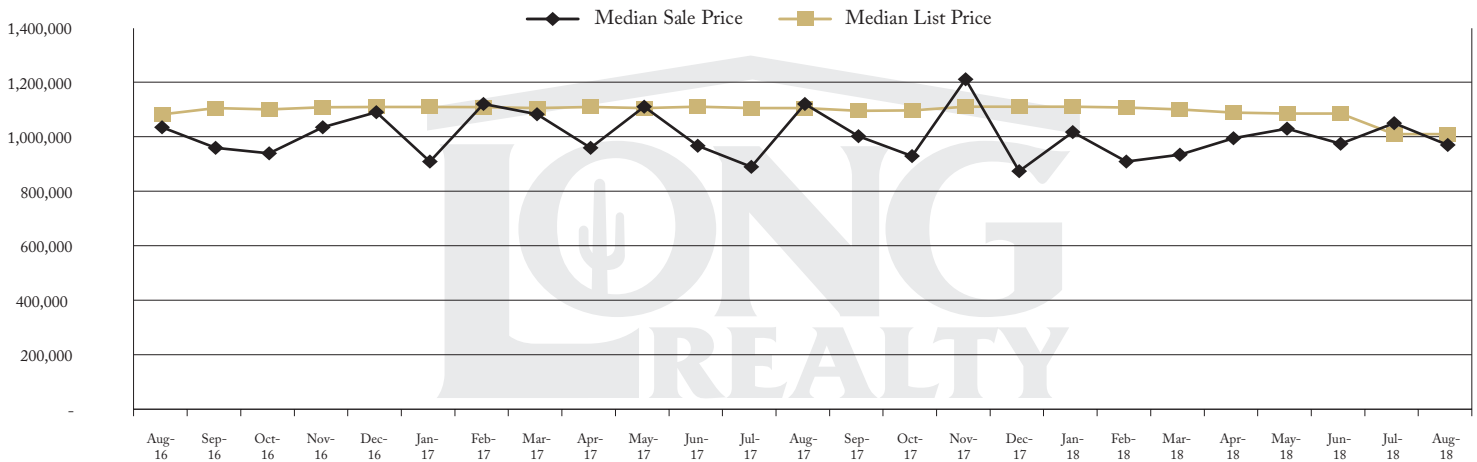
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LUXURY





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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-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18			
\$800,000 - 899,999	74	9	7	9	8	8	9	8.2	8.0	Slightly Buyer
\$900,000 - 999,999	52	4	8	4	5	2	4	13.0	15.9	Buyer
\$1,000,000 - \$1,249,999	48	4	2	9	4	5	2	24.0	13.6	Buyer
\$1,250,000 - \$1,499,999	28	3	3	5	4	2	4	7.0	8.6	Buyer
\$1,500,000 - \$1,749,999	18	0	3	1	0	2	2	9.0	13.3	Buyer
\$1,750,000 - \$1,999,999	18	0	1	1	0	3	0	n/a	16.7	Buyer
\$2,000,000 - and over	22	1	0	2	2	0	1	22.0	22.7	Buyer
TOTAL	260	21	24	31	23	22	22	11.8	11.7	Buyer

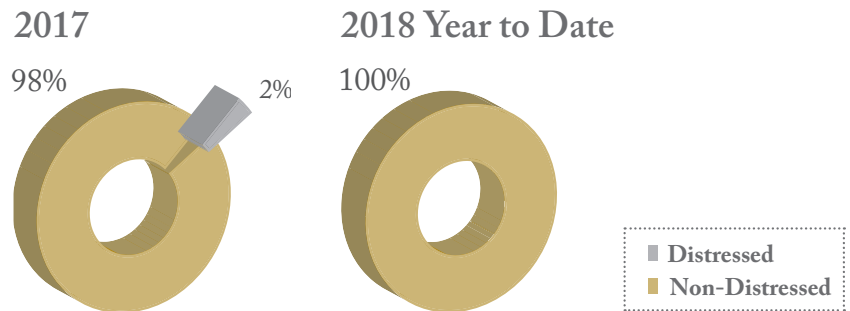
Seller's Market
Slight Seller's Market
Balanced Market
Slight Buyer's Market
Buyer's Market



Tucson | September 2018

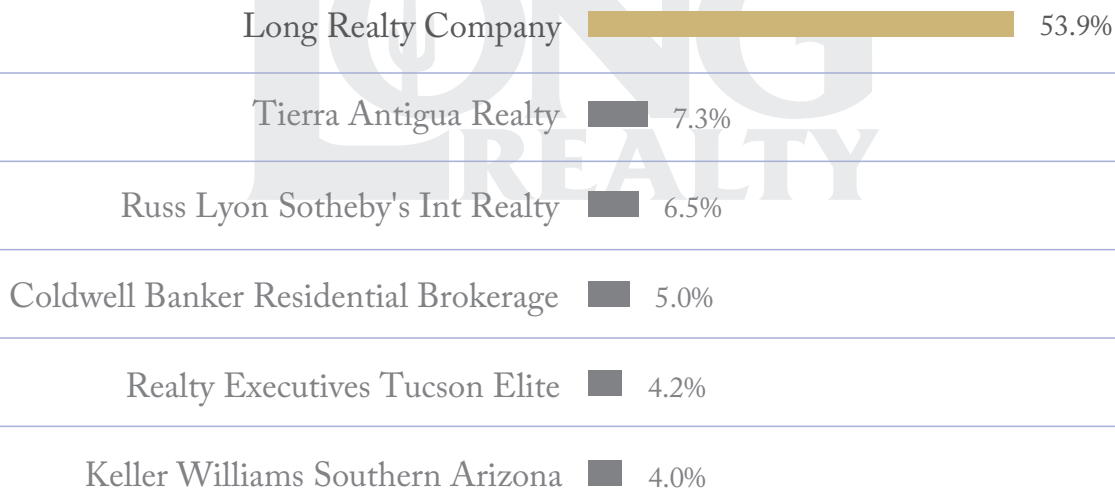
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LUXURY

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 09/06/2018 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 09/01/2017 – 08/31/2018 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.