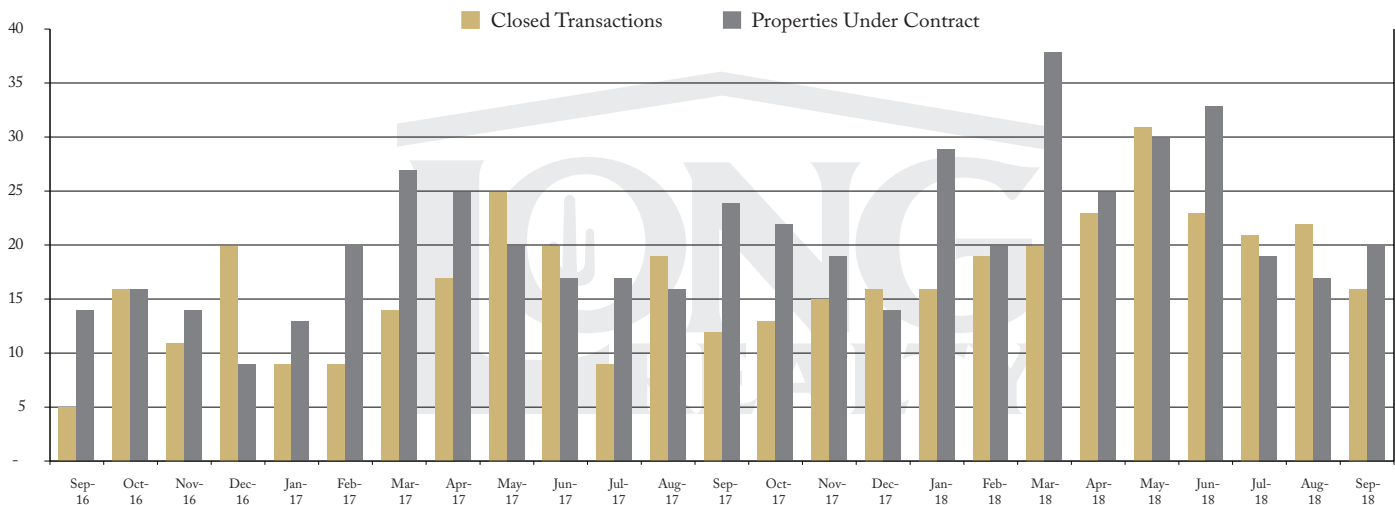




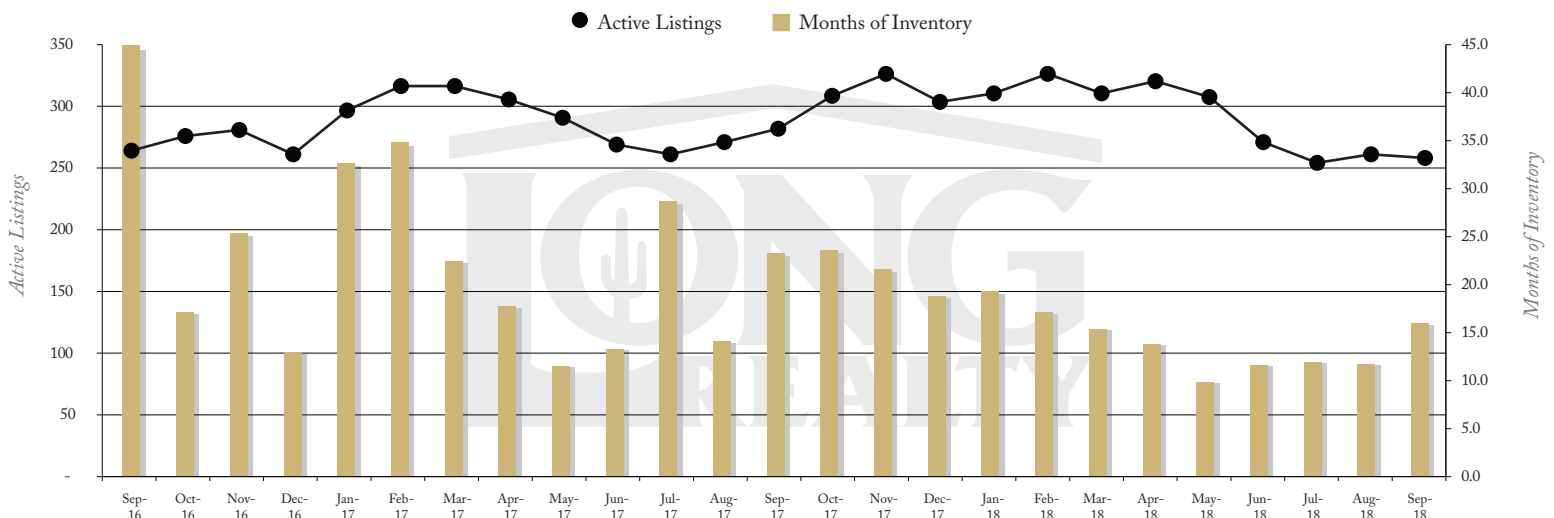
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In the Tucson Luxury market, September 2018 active inventory was 257, an 9% decrease from September 2017. There were 16 closings in September 2018, a 33% increase from September 2017. Year-to-date 2018 there were 197 closings, a 46% increase from year-to-date 2017. Months of Inventory was 16.1, down from 23.4 in September 2017. Median price of sold homes was \$1,000,000 for the month of September 2018, up 1% from September 2017. The Tucson Luxury area had 20 new properties under contract in September 2018, down 17% from September 2017.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LUXURY

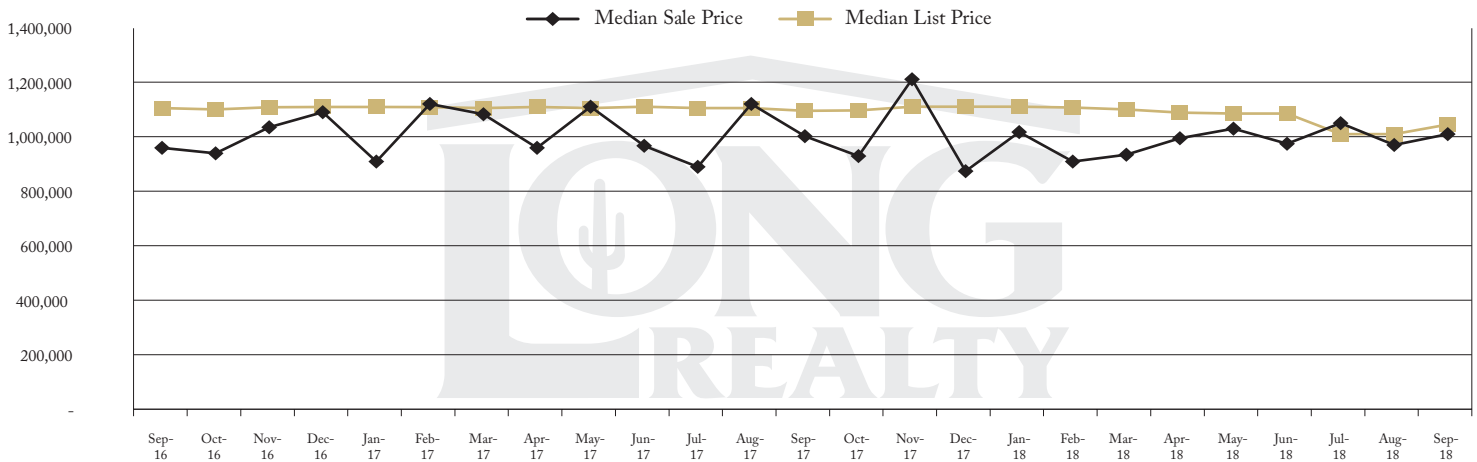


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above.  
All data obtained 10/03/2018 is believed to be reliable, but not guaranteed.



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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-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18			
\$800,000 - 899,999	70	7	9	8	8	10	4	17.5	9.4	Buyer
\$900,000 - 999,999	52	8	4	5	2	4	3	17.3	18.1	Buyer
\$1,000,000 - \$1,249,999	44	2	9	4	5	2	8	5.5	9.5	Buyer
\$1,250,000 - \$1,499,999	32	3	5	4	2	5	0	n/a	12.6	Buyer
\$1,500,000 - \$1,749,999	17	3	1	0	2	2	0	n/a	12.8	Buyer
\$1,750,000 - \$1,999,999	18	1	1	0	3	0	0	n/a	17.3	Buyer
\$2,000,000 - and over	24	0	2	2	0	1	1	24.0	34.0	Buyer
<b>TOTAL</b>	<b>257</b>	<b>24</b>	<b>31</b>	<b>23</b>	<b>22</b>	<b>24</b>	<b>16</b>	<b>16.1</b>	<b>12.4</b>	<b>Buyer</b>

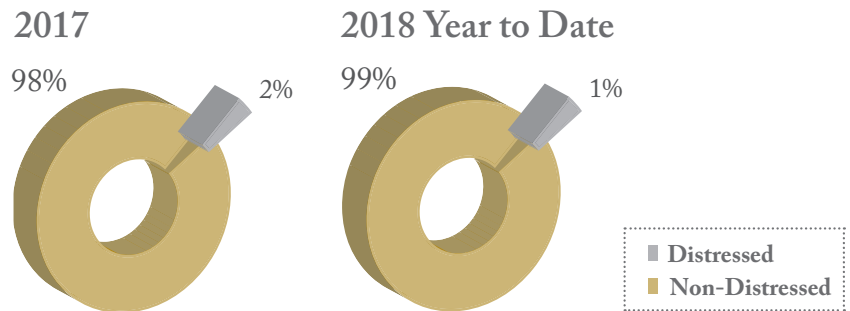
Seller's Market
Slight Seller's Market
Balanced Market
Slight Buyer's Market
Buyer's Market



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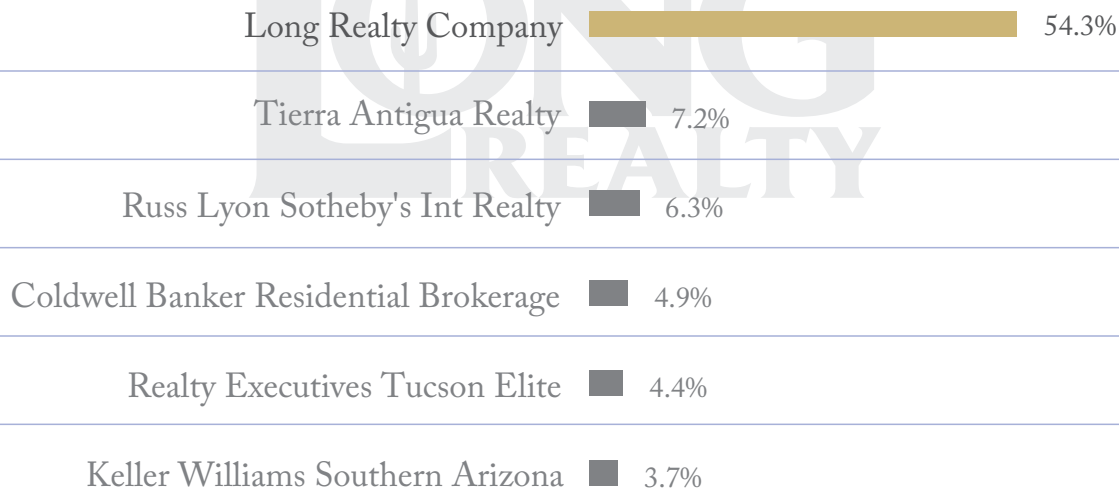
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LUXURY

*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 10/03/2018 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 10/01/2017 – 09/30/2018 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.