

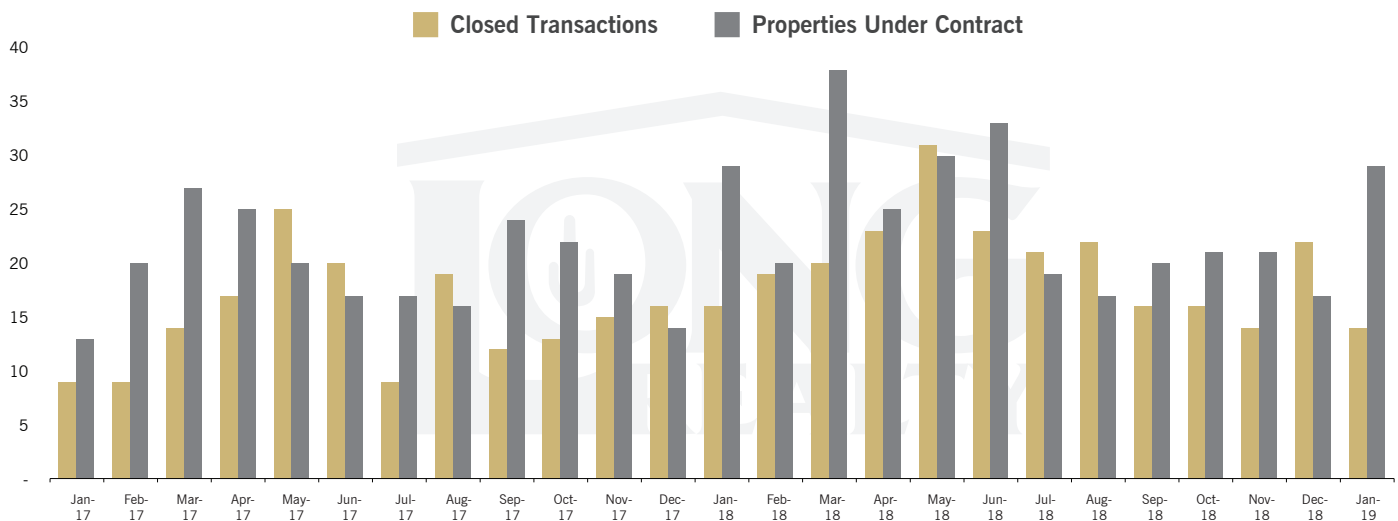
# THE LUXURY HOUSING REPORT

TUCSON | FEBRUARY 2019

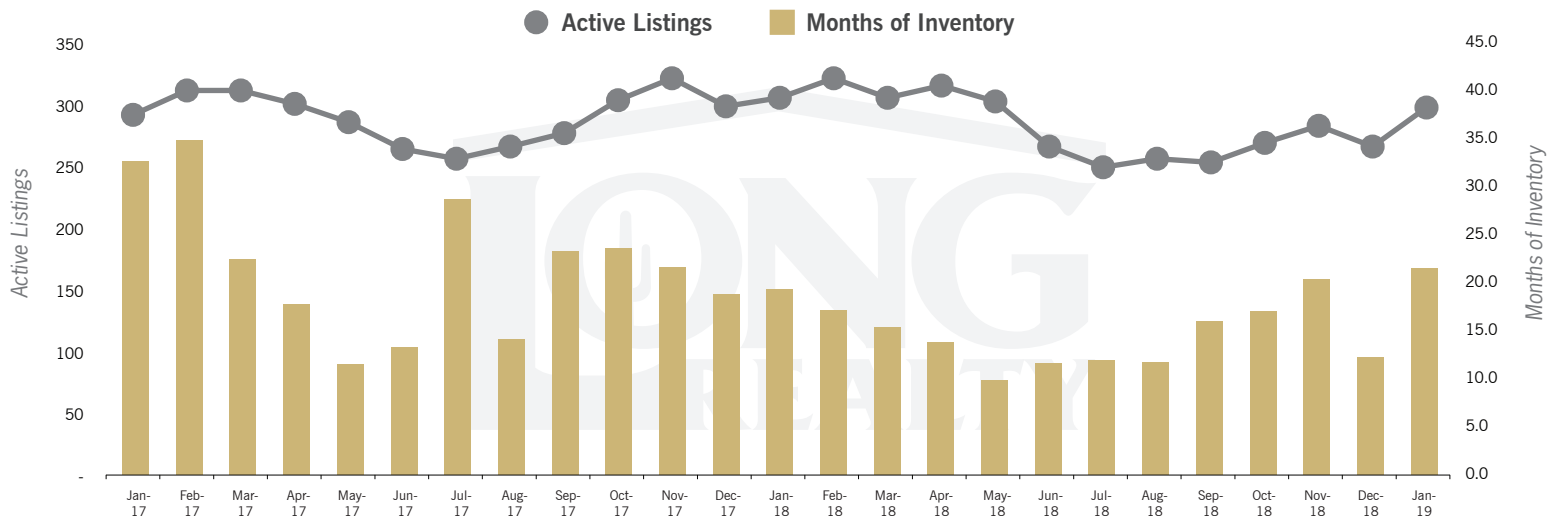


In the Tucson Luxury market, January 2019 active inventory was 302, a 3% decrease from January 2018. There were 14 closings in January 2019, a 13% decrease from January 2018. Months of Inventory was 21.6, up from 19.4 in January 2018. Median price of sold homes was \$993,750 for the month of January 2019, down 1% from January 2018. The Tucson Luxury area had 29 new properties under contract in January 2019, virtually unchanged from January 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON LUXURY)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON LUXURY)



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Long Realty Company

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 02/05/2019 is believed to be reliable, but not guaranteed.

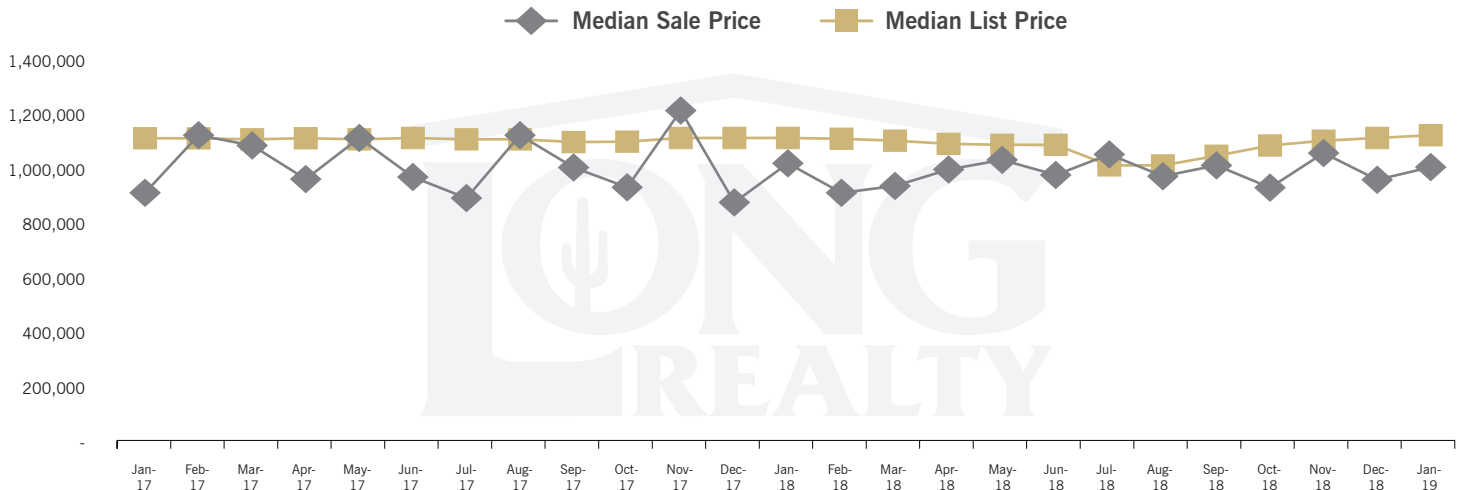
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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LUXURY)



## MARKET SHARE (TUCSON LUXURY)

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

Data Obtained 02/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 02/01/2018 – 01/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

**LONG REALTY COMPANY 51.6%**

Tierra Antigua Realty 8.4%

Russ Lyon Sotheby's International Realty 7.4%

Realty Executives Tucson Elite 4.1%

Coldwell Banker Residential Brokerage 3.8%

Keller Williams Southern Arizona 2.9%



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## MARKET CONDITIONS BY PRICE BAND (TUCSON LUXURY)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19			
\$800,000 - \$899,999	66	11	4	7	4	8	4	16.5	13.0	Buyer
\$900,000 - \$999,999	60	4	3	3	2	7	3	20.0	13.2	Buyer
\$1,000,000 - \$1,249,999	53	2	8	2	7	4	4	13.3	10.2	Buyer
\$1,250,000 - \$1,499,999	50	5	0	2	0	2	2	25.0	34.8	Buyer
\$1,500,000 - \$1,749,999	14	2	0	2	1	1	1	14.0	14.7	Buyer
\$1,750,000 - \$1,999,999	20	0	0	0	0	0	0	n/a	n/a	n/a
\$2,000,000 - and over	39	1	1	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>302</b>	<b>25</b>	<b>16</b>	<b>16</b>	<b>14</b>	<b>22</b>	<b>14</b>	<b>21.6</b>	<b>17.2</b>	<b>Buyer</b>

 Seller's Market

 Slight Seller's Market

 Balanced Market

 Slight Buyer's Market

 Buyer's Market



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 02/05/2019 for all residential properties priced \$800,000 and above. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2018-01/31/2019. Information is believed to be reliable, but not guaranteed.

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