

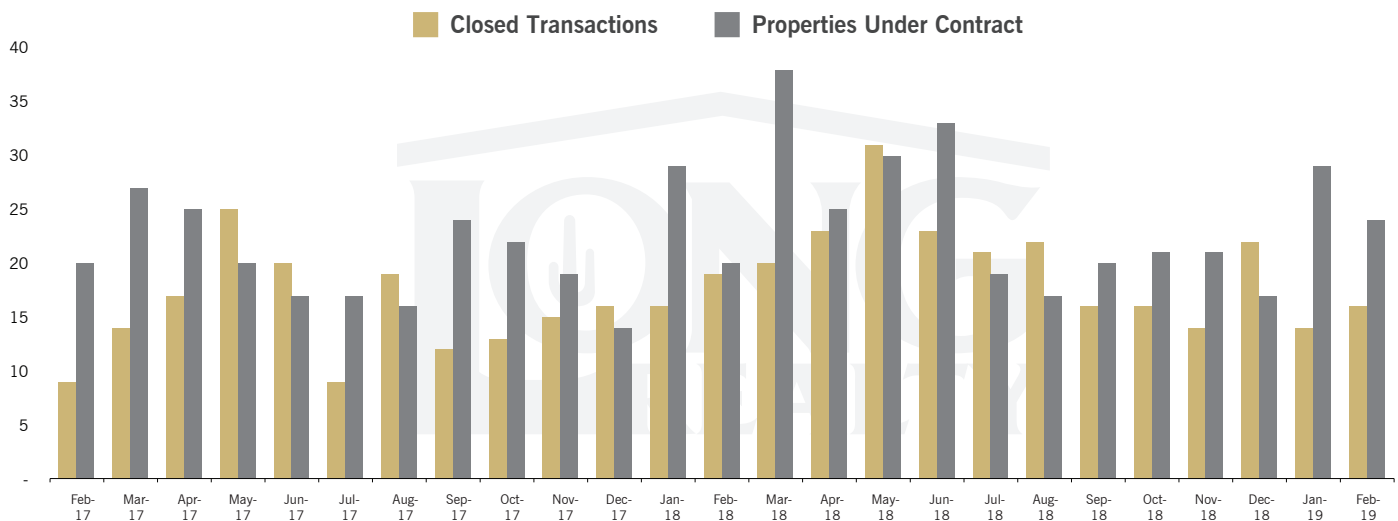
# THE LUXURY HOUSING REPORT

TUCSON | MARCH 2019

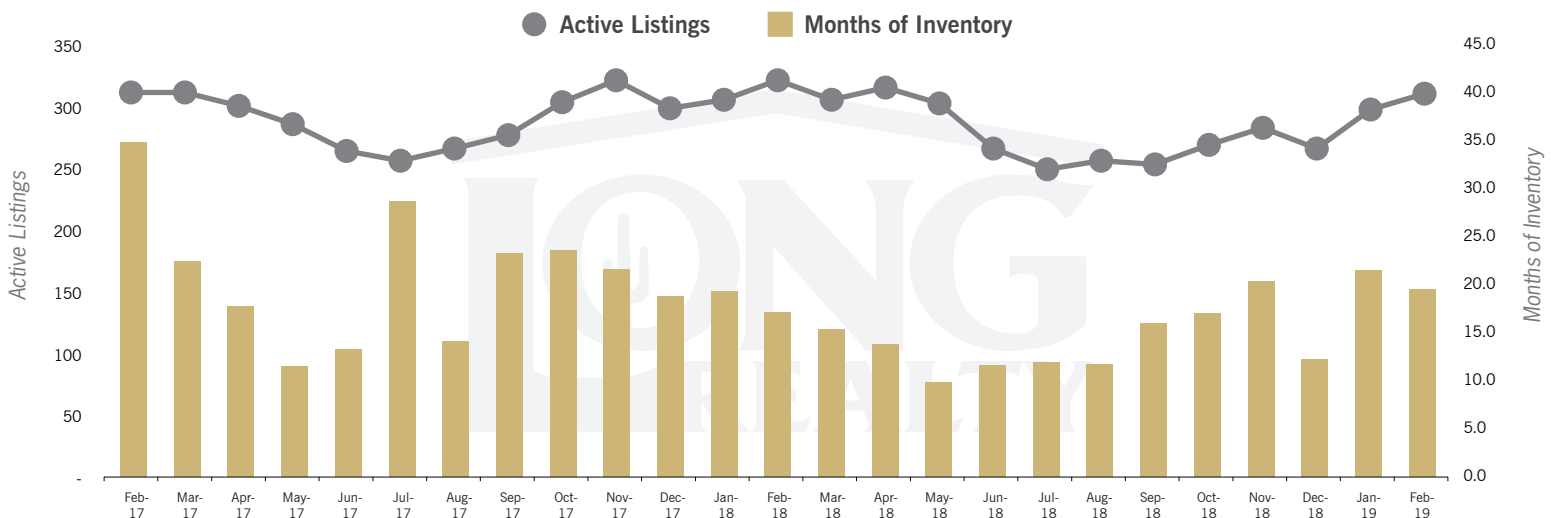


In the Tucson Luxury market, February 2019 active inventory was 315, a 3% decrease from February 2018. There were 16 closings in February 2019, a 16% decrease from February 2018. Year-to-date 2019 there were 30 closings, a 14% decrease from year-to-date 2018. Months of Inventory was 19.7, up from 17.2 in February 2018. Median price of sold homes was \$1,005,000 for the month of February 2019, up 12% from February 2018. The Tucson Luxury area had 24 new properties under contract in February 2019, up 20% from February 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 03/05/2019 is believed to be reliable, but not guaranteed.

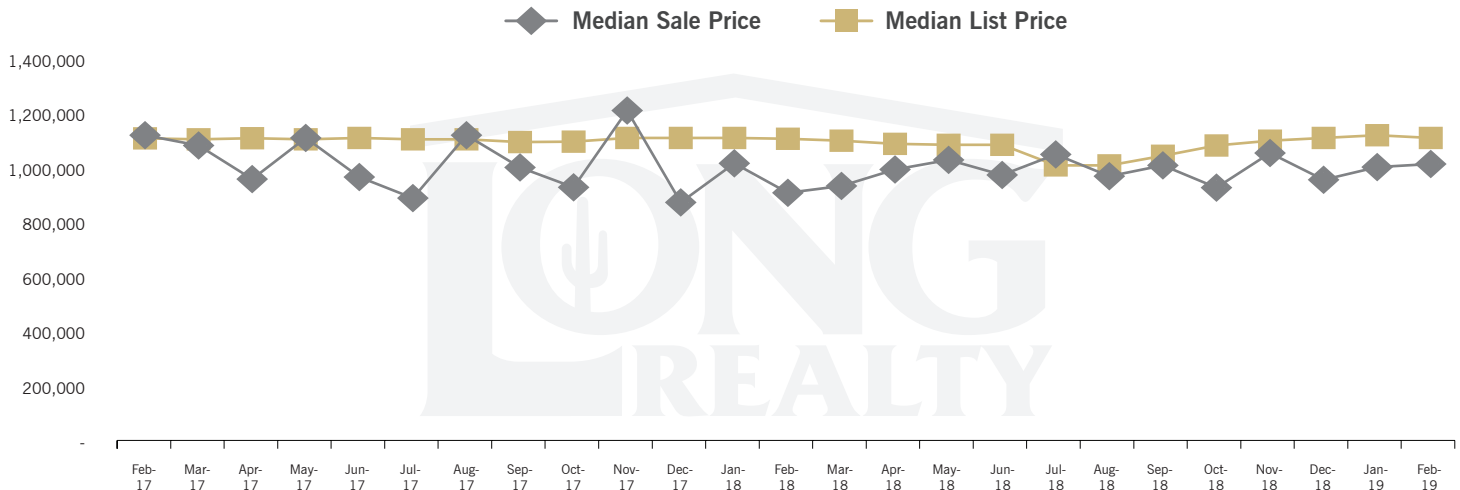
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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LUXURY)



## MARKET SHARE (TUCSON LUXURY)

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

Data Obtained 03/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 03/01/2018 – 02/28/2019 rounded to the nearest tenth of one percent and deemed to be correct.

**LONG REALTY COMPANY 53.0%**

Tierra Antigua Realty 8.0%

Russ Lyon Sotheby's International Realty 7.5%

Realty Executives Tucson Elite 4.7%

Coldwell Banker Residential Brokerage 3.3%

Keller Williams Southern Arizona 3.1%



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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
		Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19			
\$800,000 - \$899,999	66	4	7	4	8	4	7	9.4	10.5	Buyer
\$900,000 - \$999,999	65	3	3	2	7	3	1	65.0	15.7	Buyer
\$1,000,000 - \$1,249,999	60	8	2	7	4	4	4	15.0	13.3	Buyer
\$1,250,000 - \$1,499,999	47	0	2	0	2	2	2	23.5	23.5	Buyer
\$1,500,000 - \$1,749,999	16	0	2	1	1	1	1	16.0	14.7	Buyer
\$1,750,000 - \$1,999,999	23	0	0	0	0	0	1	23.0	56.0	Buyer
\$2,000,000 - and over	38	1	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>315</b>	<b>16</b>	<b>16</b>	<b>14</b>	<b>22</b>	<b>14</b>	<b>16</b>	<b>19.7</b>	<b>17.1</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 03/05/2019 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 12/01/2018-02/28/2019. Information is believed to be reliable, but not guaranteed.

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