

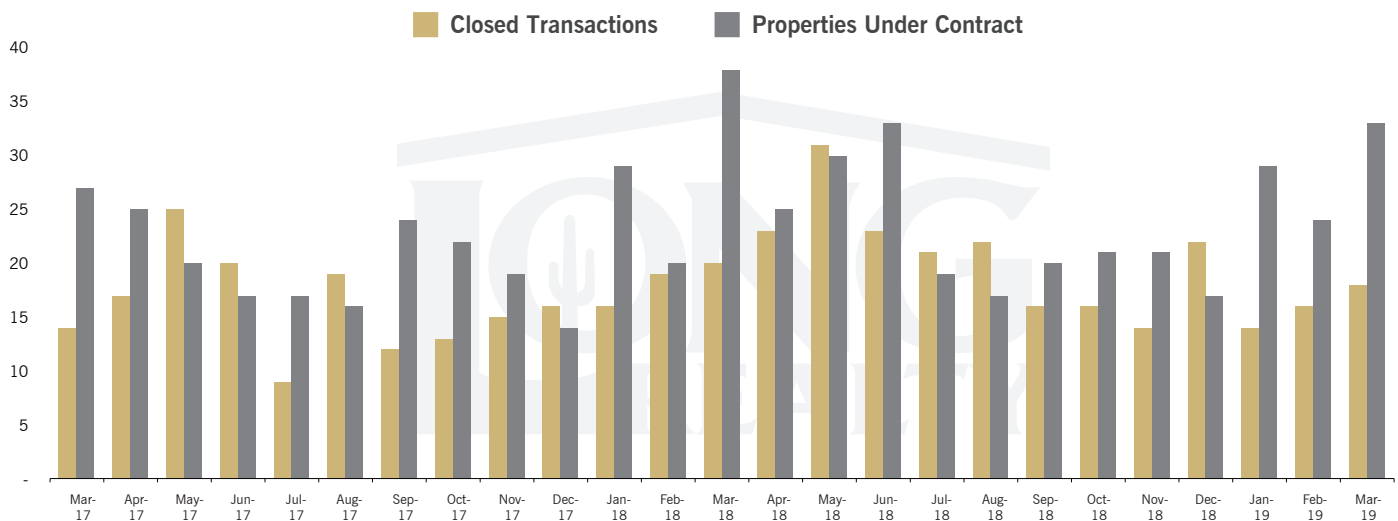
# THE LUXURY HOUSING REPORT

TUCSON | APRIL 2019

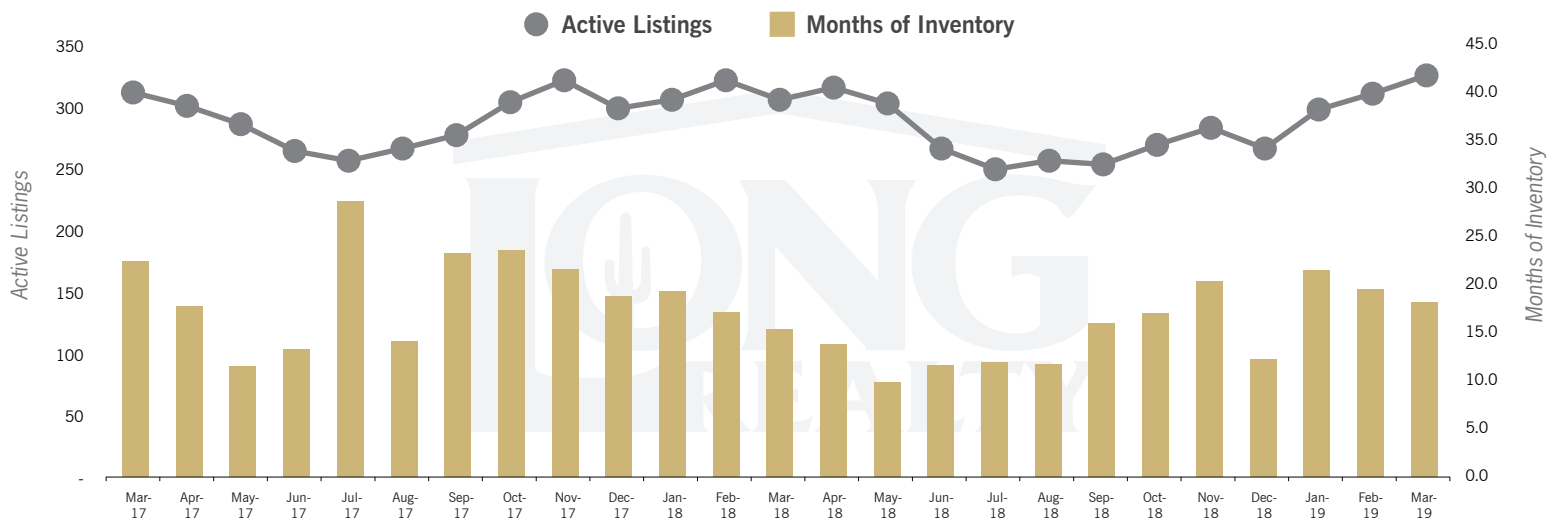


In the Tucson Luxury market, March 2019 active inventory was 330, a 6% increase from March 2018. There were 18 closings in March 2019, a 10% decrease from March 2018. Year-to-date 2019 there were 48 closings, a 13% decrease from year-to-date 2018. Months of Inventory was 18.3, up from 15.5 in March 2018. Median price of sold homes was \$952,875 for the month of March 2019, up 3% from March 2018. The Tucson Luxury area had 33 new properties under contract in March 2019, down 13% from March 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 04/03/2019 is believed to be reliable, but not guaranteed.

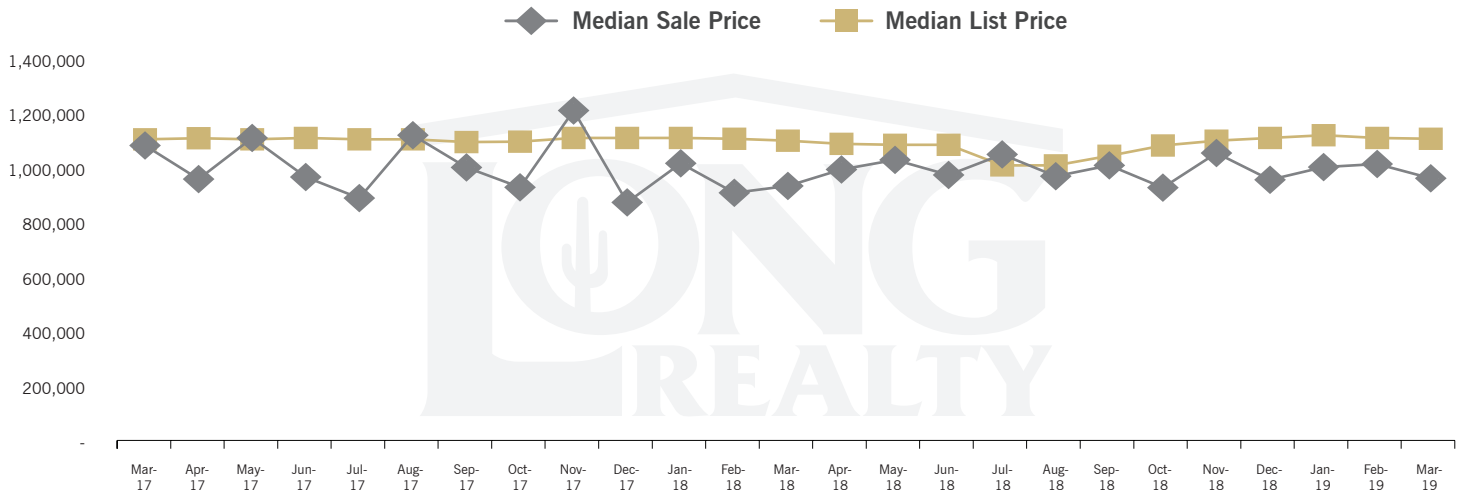


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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LUXURY)



## MARKET SHARE (TUCSON LUXURY)

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

Data Obtained 04/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 04/01/2018 – 03/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

**LONG REALTY COMPANY 51.4%**

Tierra Antigua Realty 8.0%

Russ Lyon Sotheby's International Realty 7.8%

Realty Executives Tucson Elite 4.7%

Coldwell Banker Residential Brokerage 3.3%

Keller Williams Southern Arizona 3.3%



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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
		Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19			
\$800,000 - \$899,999	79	7	4	8	4	7	7	11.3	11.7	Buyer
\$900,000 - \$999,999	63	3	2	7	3	2	4	15.8	20.9	Buyer
\$1,000,000 - \$1,249,999	65	2	7	4	4	4	3	21.7	16.2	Buyer
\$1,250,000 - \$1,499,999	42	2	0	2	2	2	1	42.0	27.8	Buyer
\$1,500,000 - \$1,749,999	14	2	1	1	1	1	0	n/a	22.0	Buyer
\$1,750,000 - \$1,999,999	25	0	0	0	0	1	3	8.3	17.0	Buyer
\$2,000,000 - and over	42	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>330</b>	<b>16</b>	<b>14</b>	<b>22</b>	<b>14</b>	<b>17</b>	<b>18</b>	<b>18.3</b>	<b>19.3</b>	<b>Buyer</b>

 Seller's Market

 Slight Seller's Market

 Balanced Market

 Slight Buyer's Market

 Buyer's Market



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 04/03/2019 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 01/01/2019-03/31/2019. Information is believed to be reliable, but not guaranteed.

