

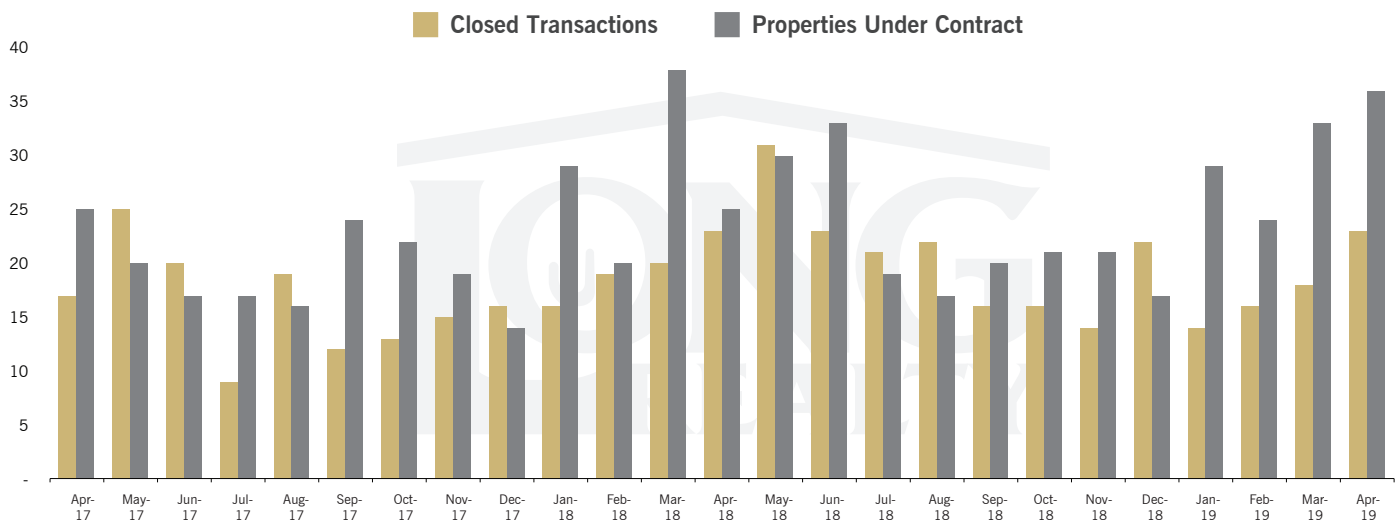
THE LUXURY HOUSING REPORT

TUCSON | MAY 2019

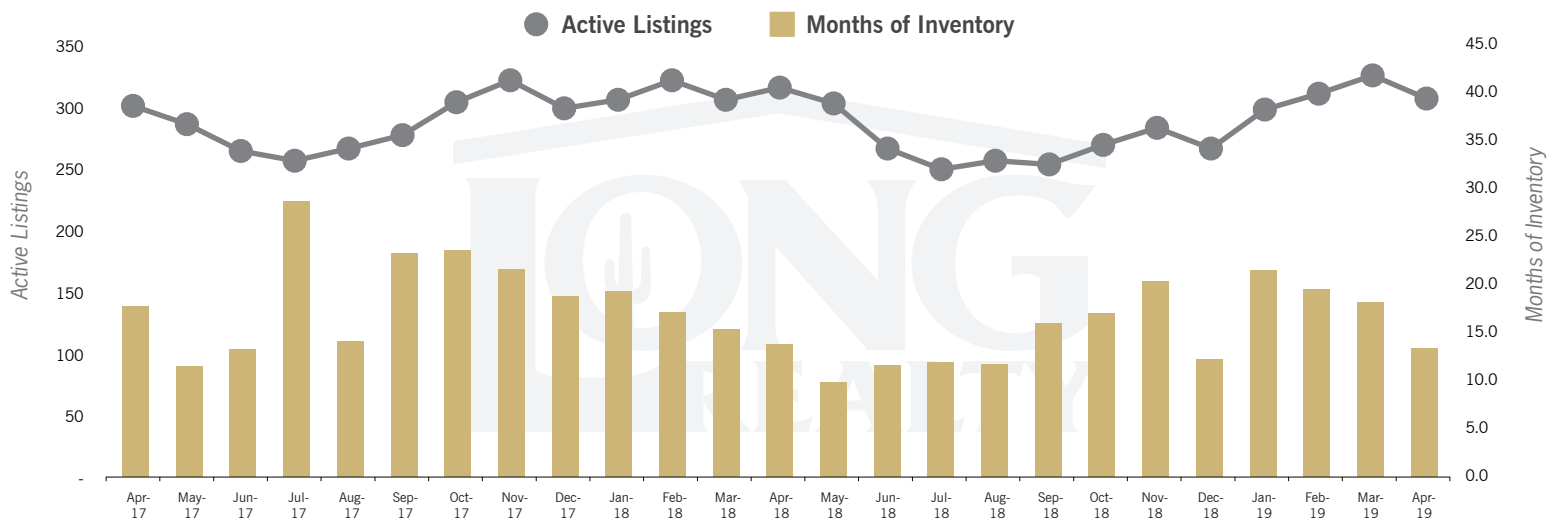


In the Tucson Luxury market, April 2019 active inventory was 311, a 3% decrease from April 2018. There were 23 closings in April 2019, virtually unchanged from April 2018. Year-to-date 2019 there were 71 closings, a 9% decrease from year-to-date 2018. Months of Inventory was 13.5, down from 13.9 in April 2018. Median price of sold homes was \$905,000 for the month of April 2019, down 8% from April 2018. The Tucson Luxury area had 36 new properties under contract in April 2019, up 44% from April 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON LUXURY)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON LUXURY)



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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 05/03/2019 is believed to be reliable, but not guaranteed.

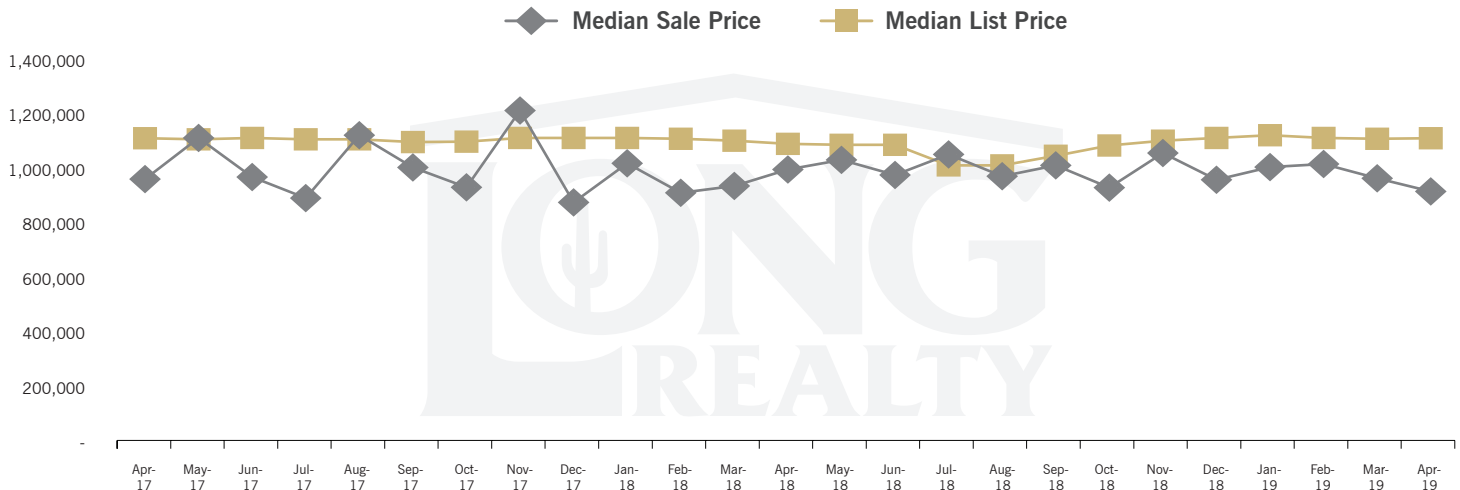


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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LUXURY)



MARKET SHARE (TUCSON LUXURY)

Long Realty leads the market in successful real estate sales.

Data Obtained 05/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 05/01/2018 – 04/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 50.9%

Tierra Antigua Realty 8.0%

Russ Lyon Sotheby's International Realty 8.0%

Realty Executives Tucson Elite 4.9%

Keller Williams Southern Arizona 3.6%

Dove Mountain Realty, LLC 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
		Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19			
\$800,000 - \$899,999	76	4	8	4	7	7	10	7.6	9.2	Buyer
\$900,000 - \$999,999	54	2	7	3	2	5	6	9.0	14.0	Buyer
\$1,000,000 - \$1,249,999	62	7	4	4	4	3	3	20.7	18.7	Buyer
\$1,250,000 - \$1,499,999	44	0	2	2	2	1	2	22.0	26.6	Buyer
\$1,500,000 - \$1,749,999	15	1	1	1	1	0	1	15.0	22.5	Buyer
\$1,750,000 - \$1,999,999	20	0	0	0	1	3	1	20.0	13.6	Buyer
\$2,000,000 - and over	40	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	311	14	22	14	17	19	23	13.5	16.2	Buyer

 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 05/03/2019 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 02/01/2019-04/30/2019. Information is believed to be reliable, but not guaranteed.

