

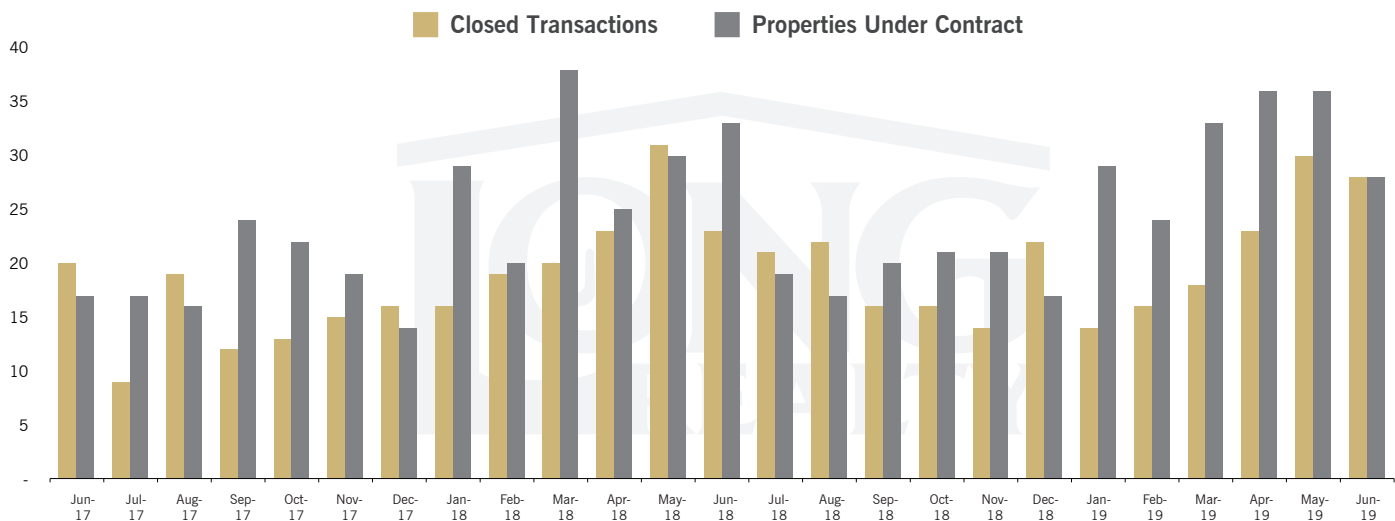
THE LUXURY HOUSING REPORT

TUCSON | JULY 2019

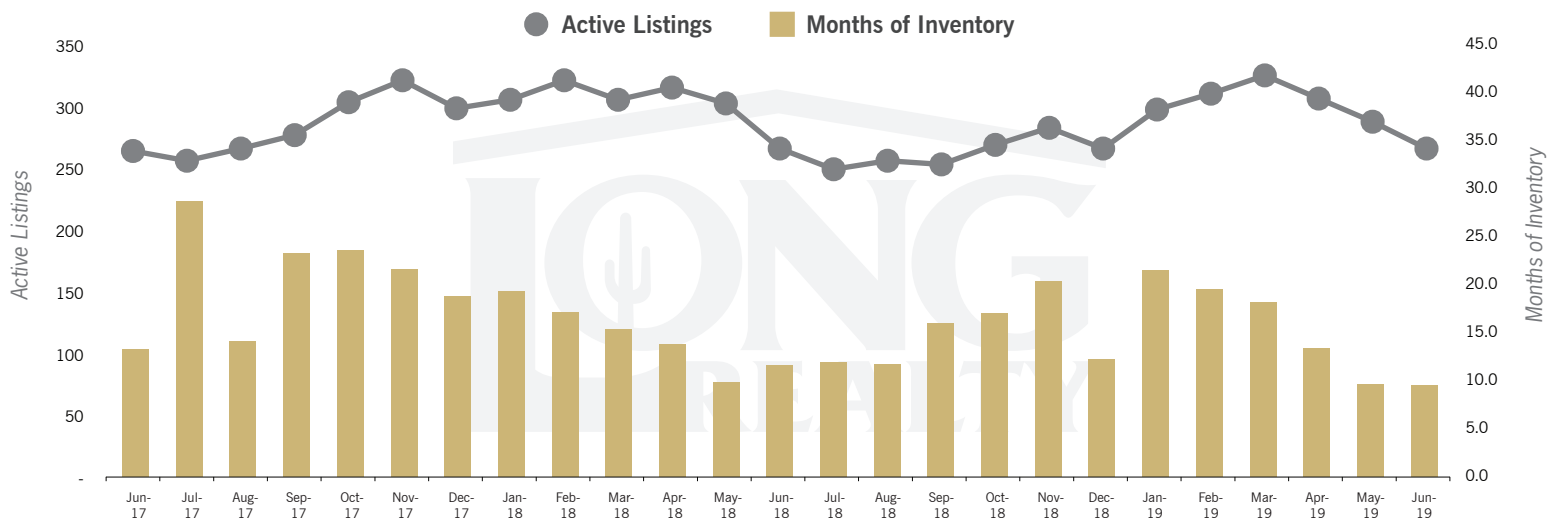


In the Tucson Luxury market, June 2019 active inventory was 270, virtually unchanged from June 2018. There were 28 closings in June 2019, a 22% increase from June 2018. Year-to-date 2019 there were 129 closings, a 2% decrease from year-to-date 2018. Months of Inventory was 9.6, up from 11.7 in June 2018. Median price of sold homes was \$932,500 for the month of June 2019, down 3% from June 2018. The Tucson Luxury area had 28 new properties under contract in June 2019, down 15% from June 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 07/03/2019 is believed to be reliable, but not guaranteed.

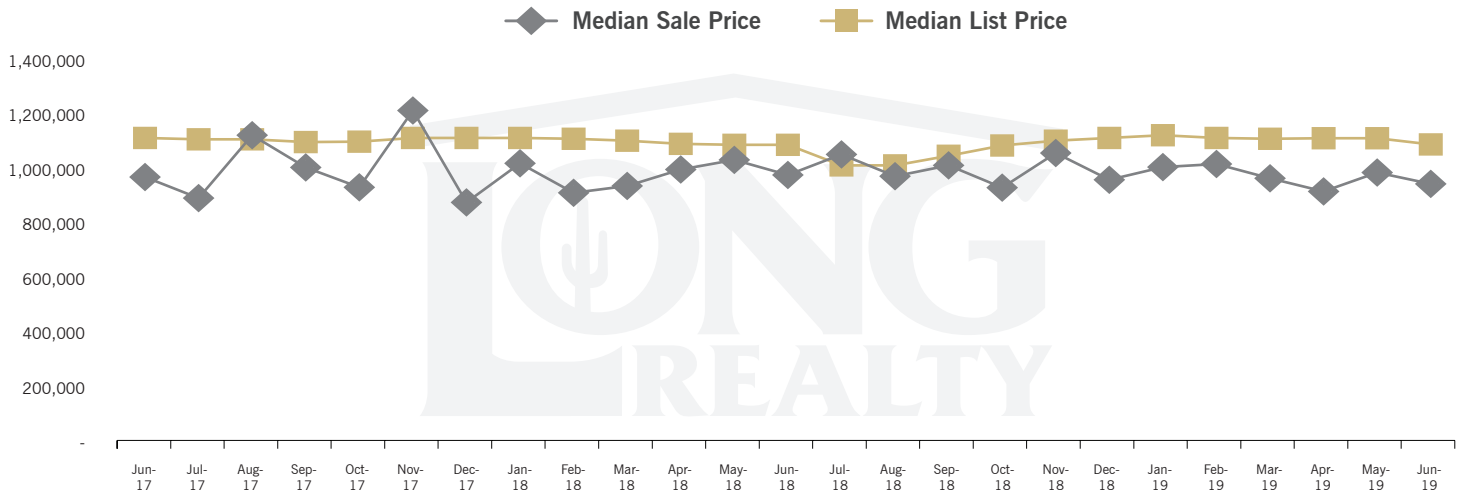


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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LUXURY)



MARKET SHARE (TUCSON LUXURY)

Long Realty leads the market in successful real estate sales.

Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 07/01/2018 – 06/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 47.1%

Tierra Antigua Realty 9.9%

Russ Lyon Sotheby's International Realty 7.9%

Realty Executives Tucson Elite 4.5%

Keller Williams Southern Arizona 4.4%

Coldwell Banker 4.3%



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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
		Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19			
\$800,000 - \$899,999	69	4	7	7	10	12	12	5.8	6.4	Balanced
\$900,000 - \$999,999	45	3	2	5	6	4	4	11.3	10.6	Buyer
\$1,000,000 - \$1,249,999	55	4	4	3	3	6	4	13.8	13.5	Buyer
\$1,250,000 - \$1,499,999	41	2	2	1	2	2	5	8.2	14.1	Buyer
\$1,500,000 - \$1,749,999	13	1	1	0	1	4	1	13.0	7.3	Slightly Buyer
\$1,750,000 - \$1,999,999	14	0	1	3	1	1	1	14.0	17.0	Buyer
\$2,000,000 - and over	33	0	0	0	0	1	1	33.0	55.0	Buyer
TOTAL	270	14	17	19	23	30	28	9.6	10.8	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 07/03/2019 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 04/01/2019-06/30/2019. Information is believed to be reliable, but not guaranteed.

