

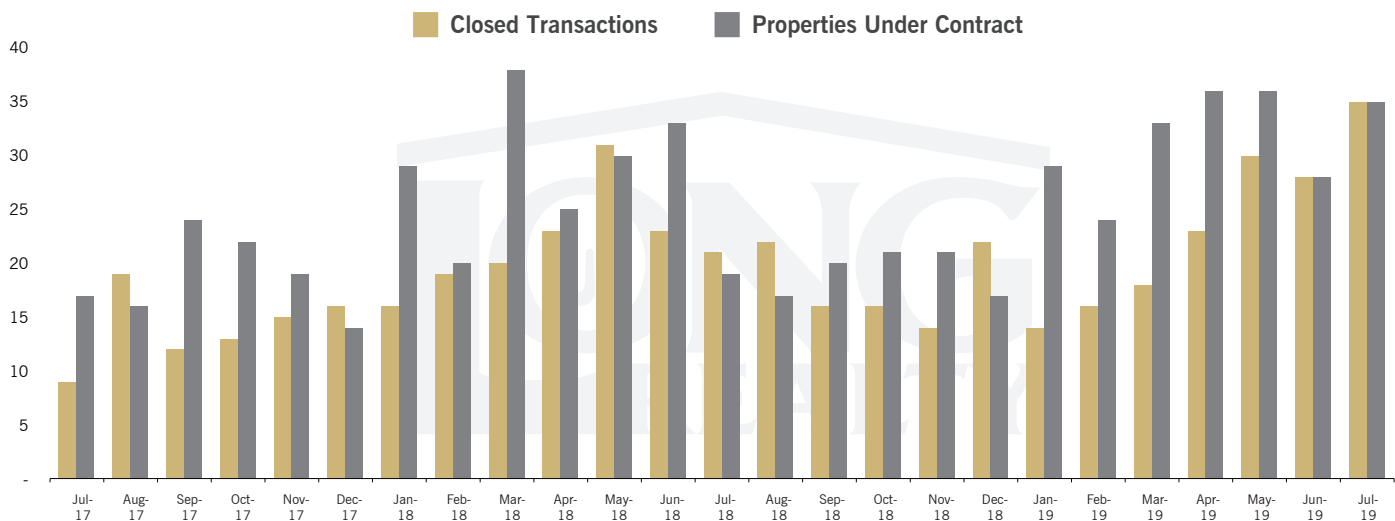
# THE LUXURY HOUSING REPORT

TUCSON | AUGUST 2019

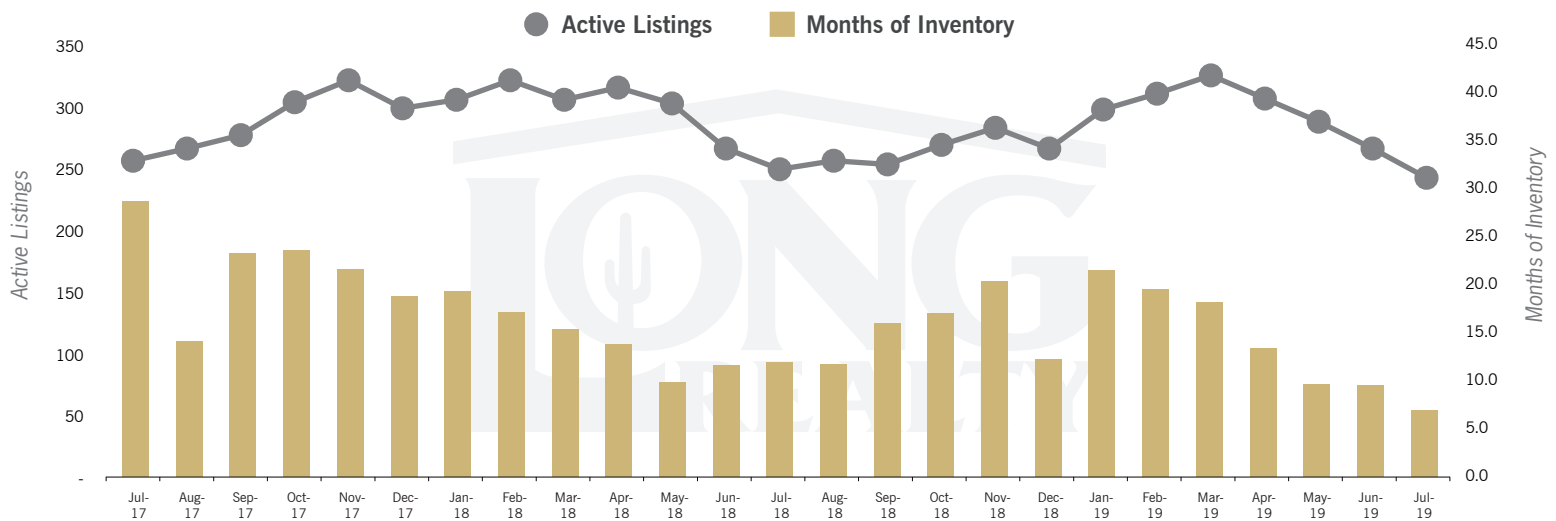


In the Tucson Luxury market, July 2019 active inventory was 246, a 3% decrease from July 2018. There were 35 closings in July 2019, a 67% increase from July 2018. Year-to-date 2019 there were 167 closings, an 8% increase from year-to-date 2018. Months of Inventory was 7.0, up from 12.0 in July 2018. Median price of sold homes was \$927,500 for the month of July 2019, down 11% from July 2018. The Tucson Luxury area had 35 new properties under contract in July 2019, up 84% from July 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 08/05/2019 is believed to be reliable, but not guaranteed.

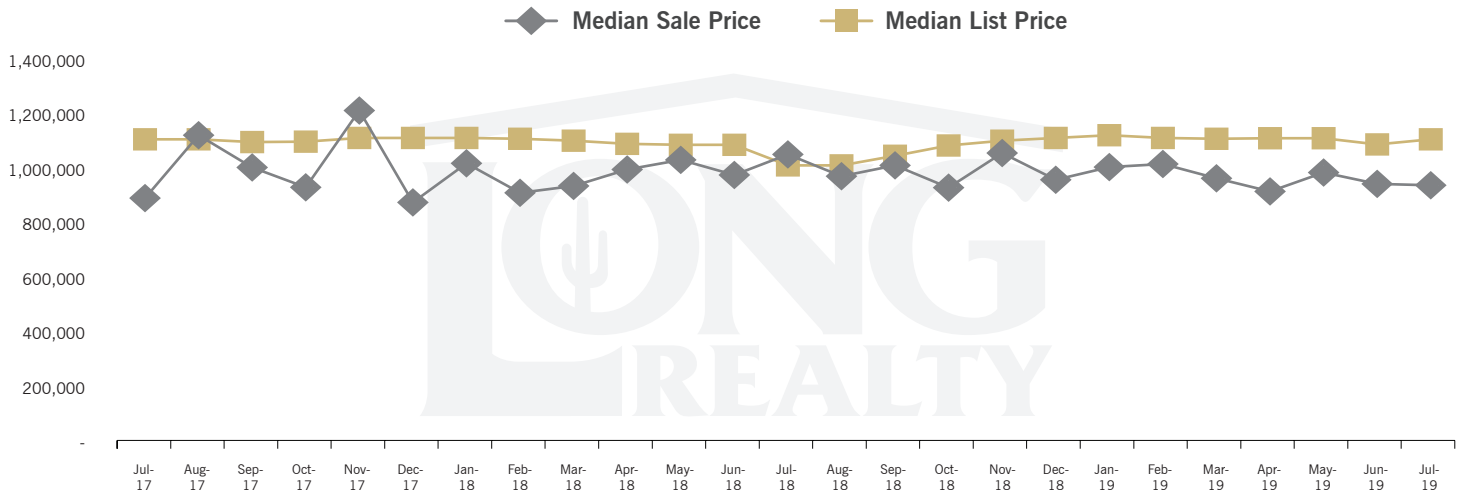


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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LUXURY)



## MARKET SHARE (TUCSON LUXURY)

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

Data Obtained 08/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 08/01/2018 – 07/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

**LONG REALTY COMPANY 48.5%**

Tierra Antigua Realty 9.0%

Russ Lyon Sotheby's International Realty 7.6%

Realty Executives Tucson Elite 5.1%

Keller Williams Southern Arizona 4.0%

Coldwell Banker 3.9%



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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
		Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19			
\$800,000 - \$899,999	62	7	7	10	12	12	10	6.2	6.0	Balanced
\$900,000 - \$999,999	45	2	5	6	4	5	18	2.5	5.1	Balanced
\$1,000,000 - \$1,249,999	42	4	3	3	6	4	4	10.5	11.1	Buyer
\$1,250,000 - \$1,499,999	38	2	1	2	2	5	1	38.0	15.1	Buyer
\$1,500,000 - \$1,749,999	11	1	0	1	4	1	1	11.0	6.7	Slightly Buyer
\$1,750,000 - \$1,999,999	13	1	3	1	1	1	0	n/a	22.0	Buyer
\$2,000,000 - and over	35	0	0	0	1	1	1	35.0	35.0	Buyer
<b>TOTAL</b>	<b>246</b>	<b>17</b>	<b>19</b>	<b>23</b>	<b>30</b>	<b>29</b>	<b>35</b>	<b>7.0</b>	<b>8.6</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 08/05/2019 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 05/01/2019-07/31/2019. Information is believed to be reliable, but not guaranteed.

