

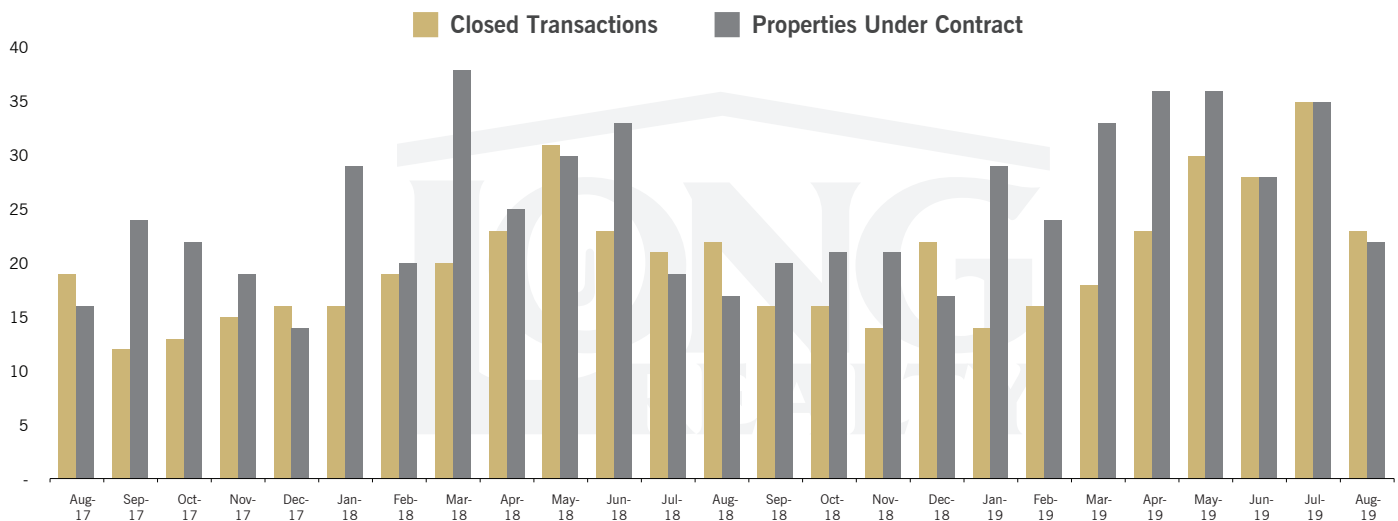
THE LUXURY HOUSING REPORT

TUCSON | SEPTEMBER 2019

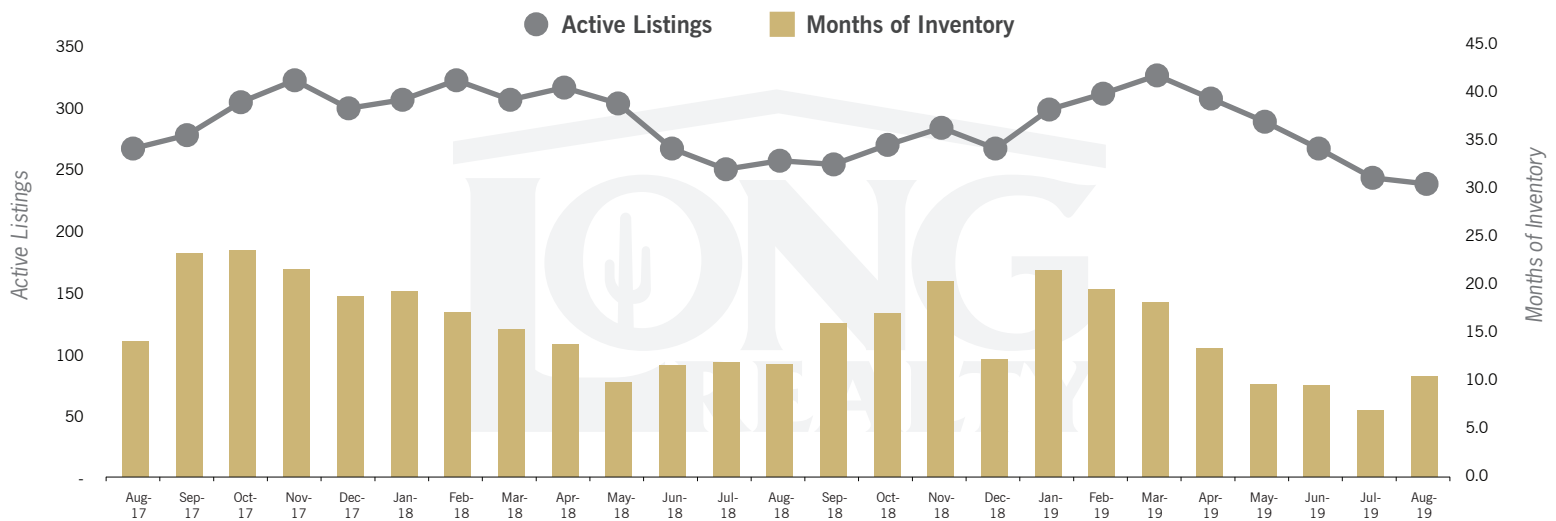


In the Tucson Luxury market, August 2019 active inventory was 241, a 7% decrease from August 2018. There were 23 closings in August 2019, a 5% increase from August 2018. Year-to-date 2019 there were 191 closings, a 7% increase from year-to-date 2018. Months of Inventory was 10.5, down from 11.8 in August 2018. Median price of sold homes was \$885,000 for the month of August 2019, down 8% from August 2018. The Tucson Luxury area had 22 new properties under contract in August 2019, up 29% from August 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 09/05/2019 is believed to be reliable, but not guaranteed.

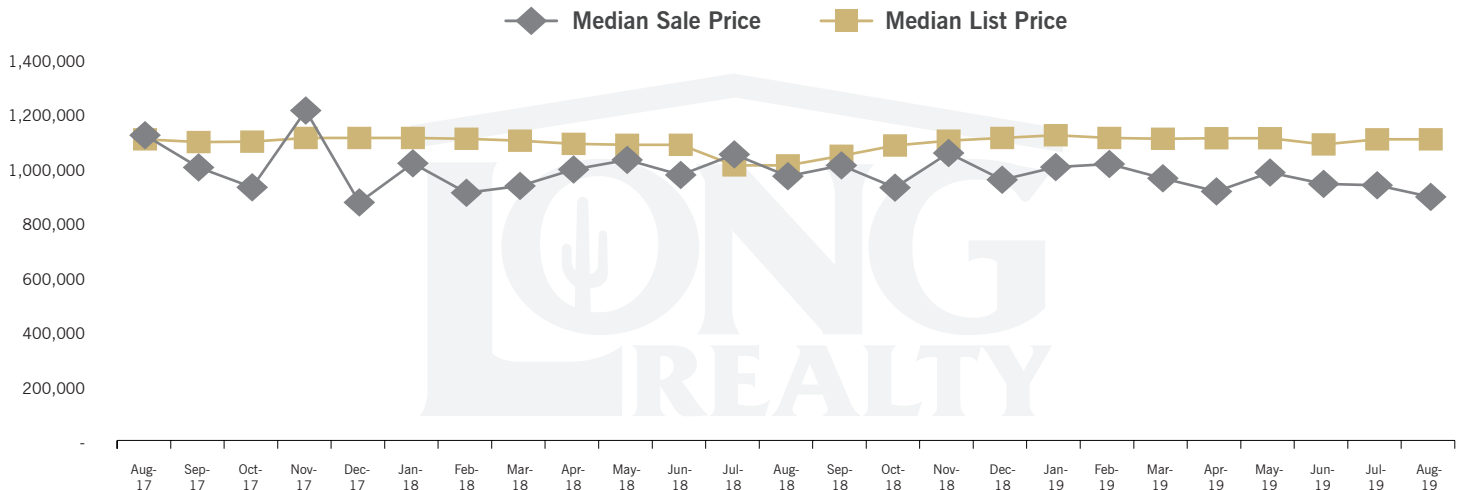


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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LUXURY)



MARKET SHARE (TUCSON LUXURY)

Long Realty leads the market in successful real estate sales.

Data Obtained 09/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 09/01/2018 – 08/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 48.6%

Tierra Antigua Realty 8.7%

Russ Lyon Sotheby's International Realty 8.0%

Realty Executives Tucson Elite 5.5%

Coldwell Banker 5.0%

Keller Williams Southern Arizona 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
		Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19			
\$800,000 - \$899,999	57	7	10	12	12	10	12	4.8	5.5	Balanced
\$900,000 - \$999,999	48	5	6	4	5	19	3	16.0	5.1	Balanced
\$1,000,000 - \$1,249,999	37	3	3	6	4	4	3	12.3	12.2	Buyer
\$1,250,000 - \$1,499,999	39	1	2	2	5	1	2	19.5	14.8	Buyer
\$1,500,000 - \$1,749,999	12	0	1	4	1	1	3	4.0	7.2	Slightly Buyer
\$1,750,000 - \$1,999,999	12	3	1	1	1	0	0	n/a	39.0	Buyer
\$2,000,000 - and over	36	0	0	1	1	1	0	n/a	52.0	Buyer
TOTAL	241	19	23	30	29	36	23	10.5	8.6	Buyer

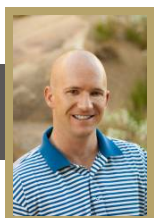
 Seller's Market

 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 09/05/2019 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 06/01/2019-08/31/2019. Information is believed to be reliable, but not guaranteed.

