

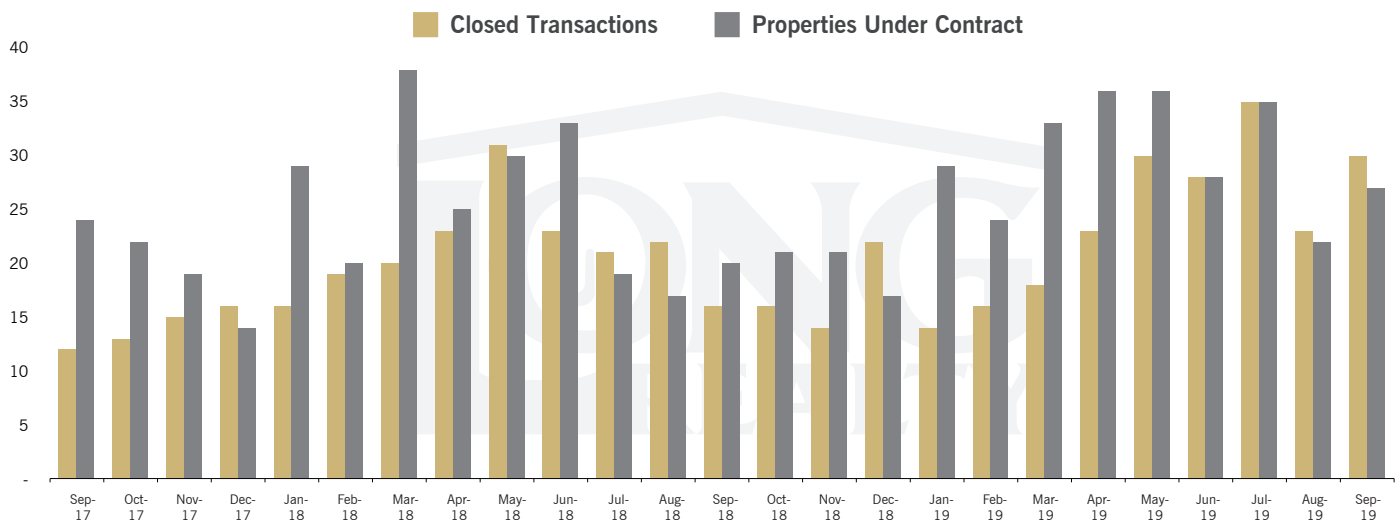
THE LUXURY HOUSING REPORT

TUCSON | OCTOBER 2019

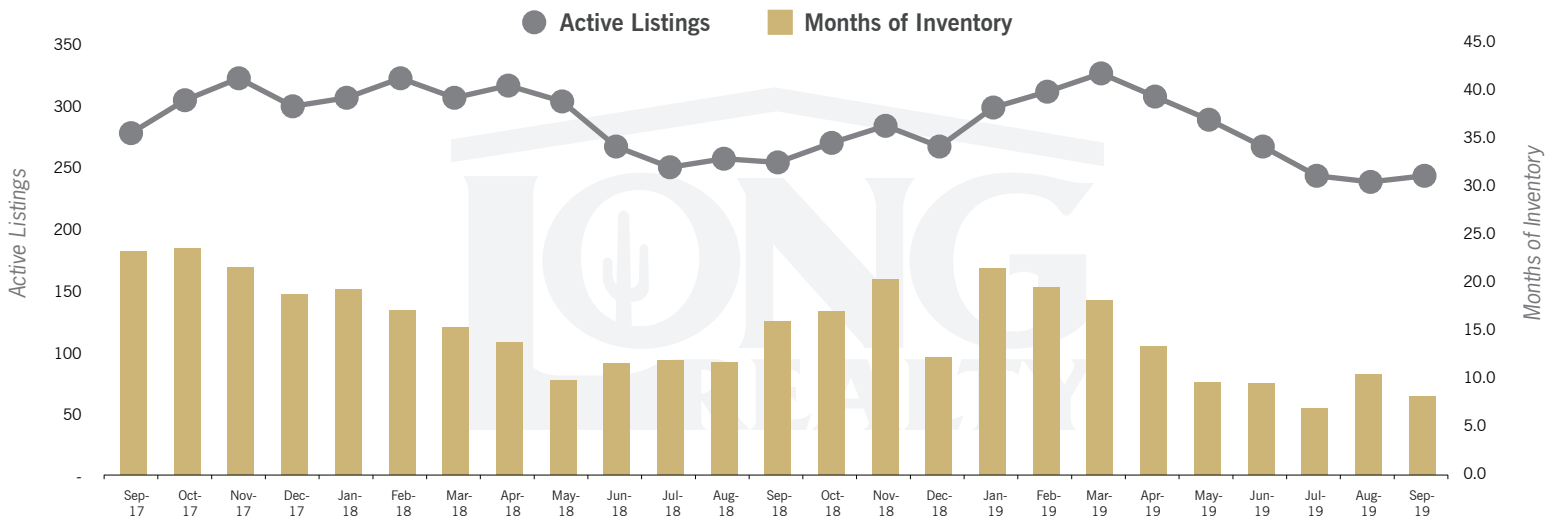


In the Tucson Luxury market, September 2019 active inventory was 246, a 4% decrease from September 2018. There were 30 closings in September 2019, an 88% increase from September 2018. Year-to-date 2019 there were 222 closings, a 14% increase from year-to-date 2018. Months of Inventory was 8.2, down from 16.1 in September 2018. Median price of sold homes was \$975,500 for the month of September 2019, down 3% from September 2018. The Tucson Luxury area had 27 new properties under contract in September 2019, up 35% from September 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 10/03/2019 is believed to be reliable, but not guaranteed.

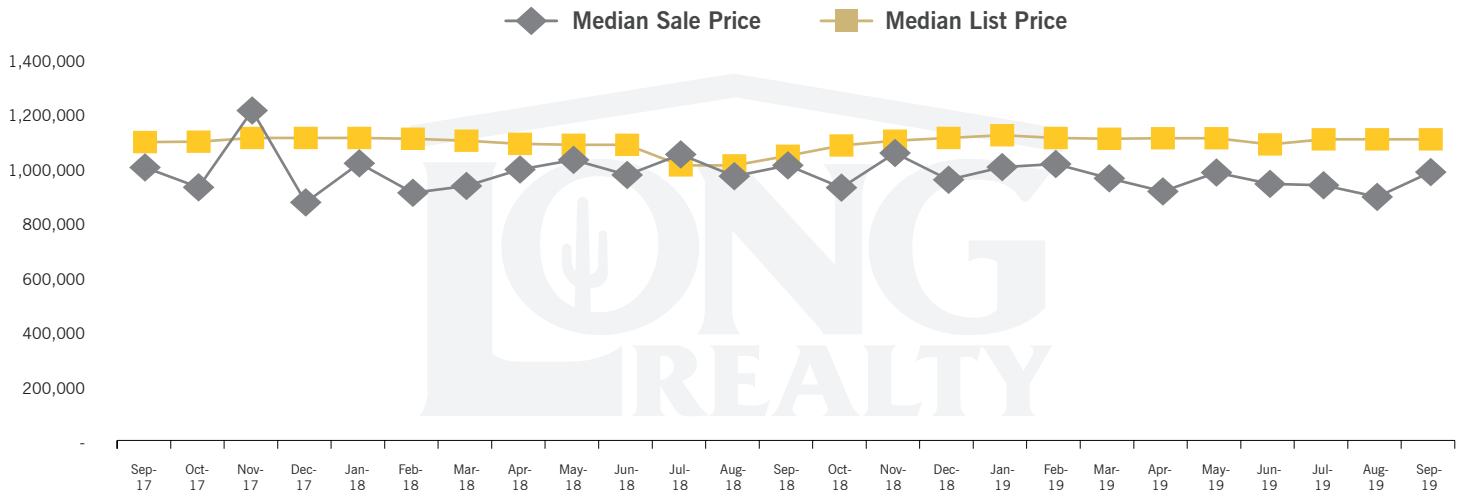


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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LUXURY)



MARKET SHARE (TUCSON LUXURY)

Long Realty leads the market in successful real estate sales.

Data Obtained 10/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 10/01/2018 – 09/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 47.3%

Tierra Antigua Realty 9.1%

Russ Lyon Sotheby's International Realty 7.5%

Realty Executives Tucson Elite 5.8%

Coldwell Banker 5.8%

Keller Williams Southern Arizona 4.2%



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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
		Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19			
\$800,000 - \$899,999	59	10	12	12	10	12	12	4.9	5.2	Balanced
\$900,000 - \$999,999	45	6	4	5	19	3	4	11.3	5.3	Balanced
\$1,000,000 - \$1,249,999	41	3	6	5	4	3	5	8.2	10.0	Buyer
\$1,250,000 - \$1,499,999	36	2	2	5	1	2	2	18.0	22.6	Buyer
\$1,500,000 - \$1,749,999	14	1	4	1	1	3	2	7.0	6.2	Balanced
\$1,750,000 - \$1,999,999	12	1	1	1	0	0	3	4.0	12.3	Buyer
\$2,000,000 - and over	39	0	1	1	1	0	2	19.5	36.7	Buyer
TOTAL	246	23	30	30	36	23	30	8.2	8.2	Slightly 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 10/03/2019 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 07/01/2019-09/30/2019. Information is believed to be reliable, but not guaranteed.

