

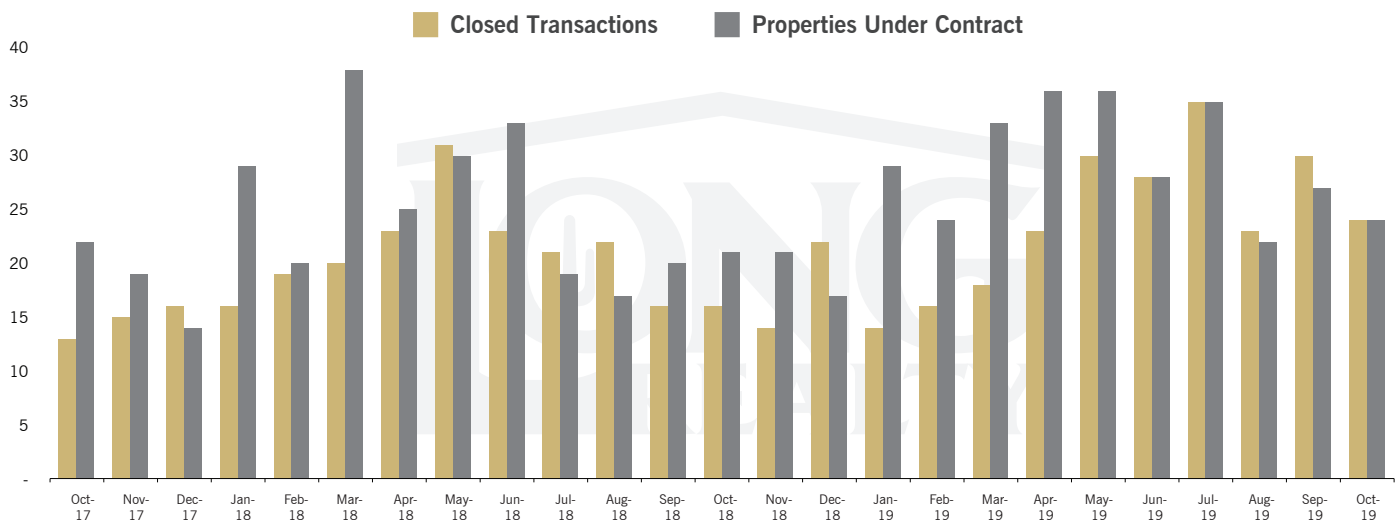
THE LUXURY HOUSING REPORT

TUCSON | NOVEMBER 2019

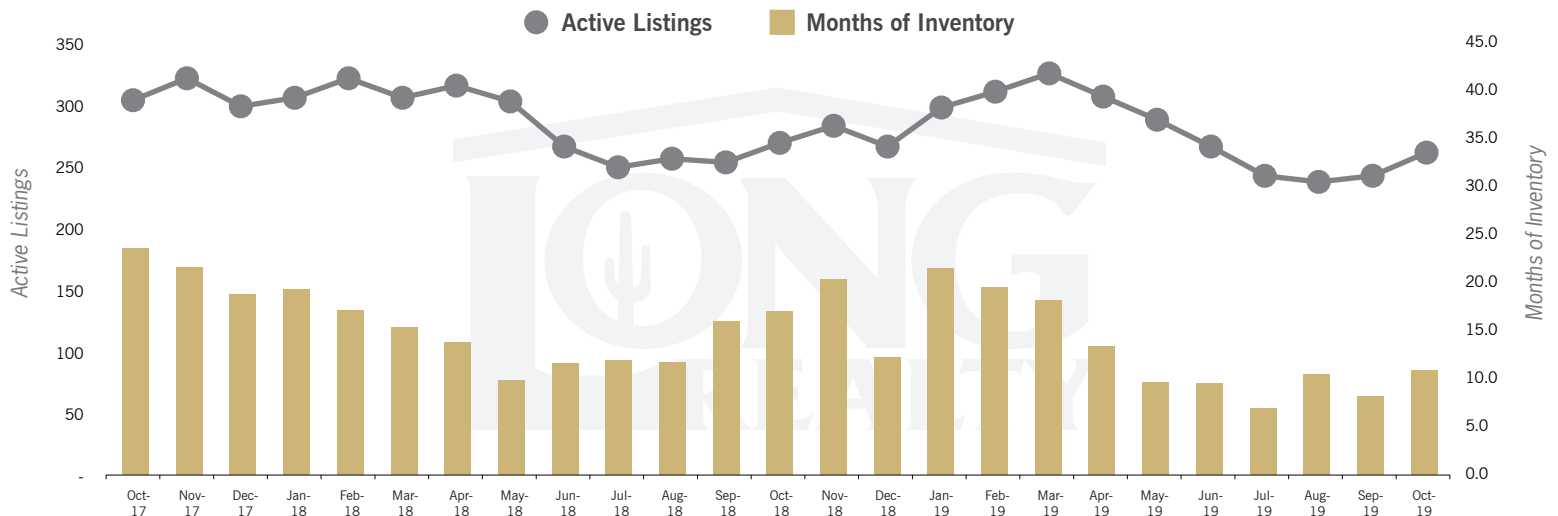


In the Tucson Luxury market, October 2019 active inventory was 265, a 3% decrease from October 2018. There were 24 closings in October 2019, a 50% increase from October 2018. Year-to-date 2019 there were 247 closings, an 18% increase from year-to-date 2018. Months of Inventory was 11.0, down from 17.1 in October 2018. Median price of sold homes was \$907,500 for the month of October 2019, down 1% from October 2018. The Tucson Luxury area had 24 new properties under contract in October 2019, up 14% from October 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 11/05/2019 is believed to be reliable, but not guaranteed.

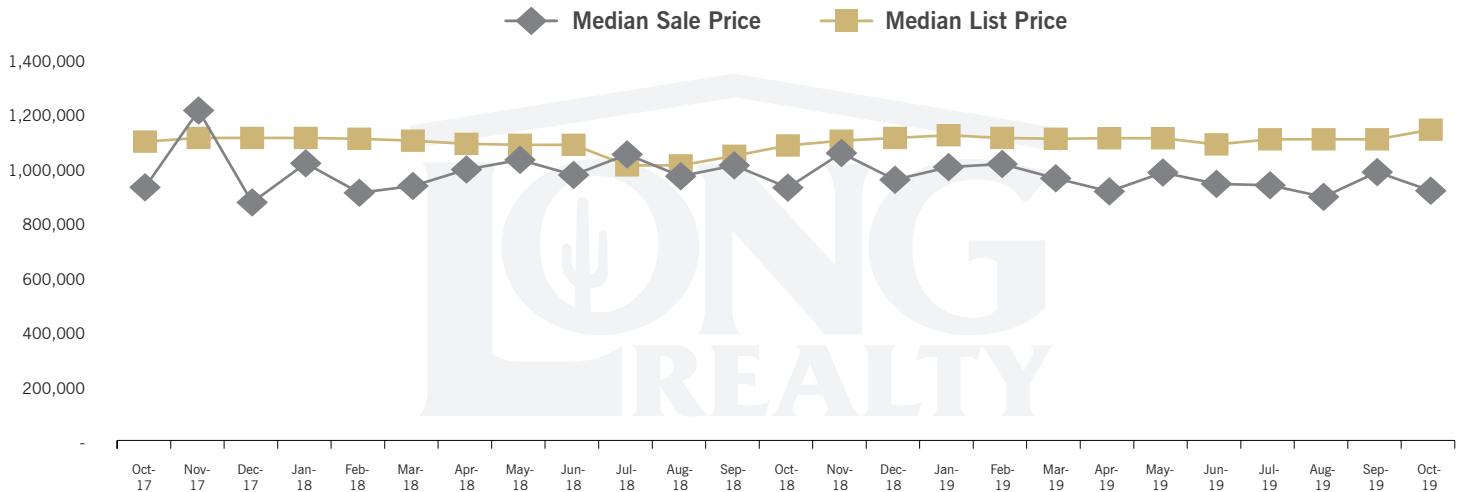


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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LUXURY)



MARKET SHARE (TUCSON LUXURY)

Long Realty leads the market in successful real estate sales.

Data Obtained 11/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 11/01/2018 – 10/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 46.4%

Tierra Antigua Realty 9.0%

Russ Lyon Sotheby's International Realty 8.5%

Coldwell Banker 6.0%

Realty Executives Tucson Elite 5.9%

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
		May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19			
\$800,000 - \$899,999	66	12	12	10	12	12	11	6.0	5.2	Balanced
\$900,000 - \$999,999	50	4	5	19	3	4	8	6.3	9.5	Buyer
\$1,000,000 - \$1,249,999	42	6	5	4	3	5	3	14.0	10.9	Buyer
\$1,250,000 - \$1,499,999	35	2	5	1	3	2	1	35.0	18.3	Buyer
\$1,500,000 - \$1,749,999	17	4	1	1	3	2	1	17.0	7.2	Slightly Buyer
\$1,750,000 - \$1,999,999	12	1	1	0	0	3	0	n/a	12.0	Buyer
\$2,000,000 - and over	43	1	1	1	0	2	0	n/a	59.0	Buyer
TOTAL	265	30	30	36	24	30	24	11.0	9.6	Buyer

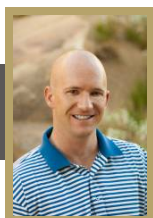
 Seller's Market

 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 11/05/2019 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 08/01/2019-10/31/2019. Information is believed to be reliable, but not guaranteed.

