

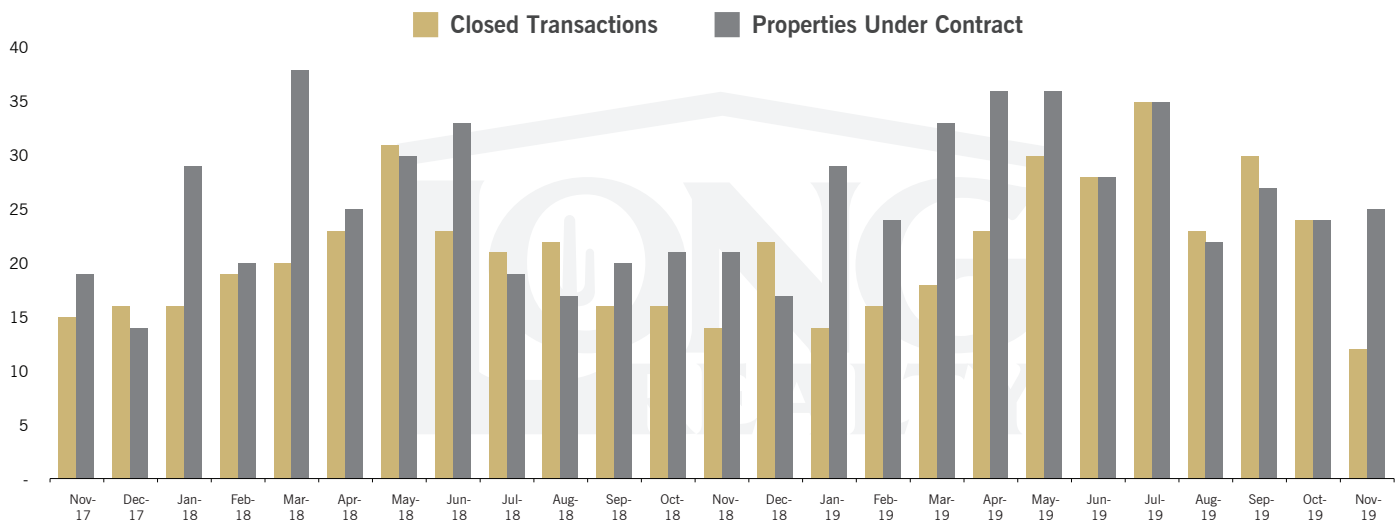
THE LUXURY HOUSING REPORT

TUCSON | DECEMBER 2019

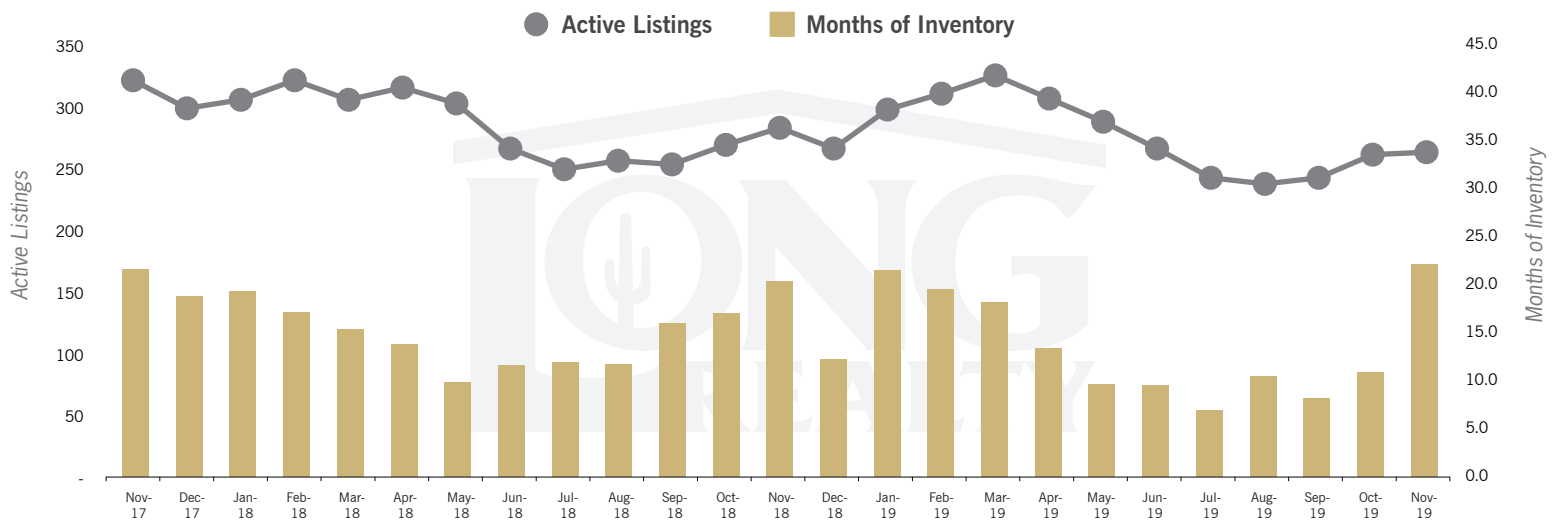


In the Tucson Luxury market, November 2019 active inventory was 267, a 7% decrease from November 2018. There were 12 closings in November 2019, a 14% decrease from November 2018. Year-to-date 2019 there were 259 closings, a 16% increase from year-to-date 2018. Months of Inventory was 22.3, up from 20.5 in November 2018. Median price of sold homes was \$919,750 for the month of November 2019, down 12% from November 2018. The Tucson Luxury area had 25 new properties under contract in November 2019, up 19% from November 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 12/04/2019 is believed to be reliable, but not guaranteed.

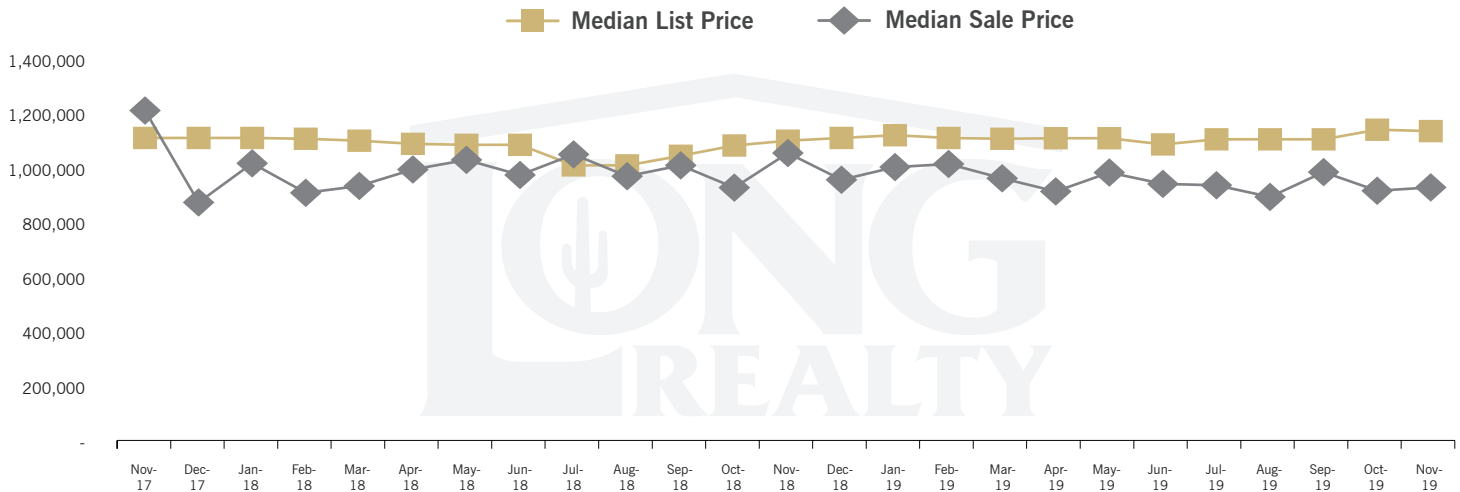


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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LUXURY)



MARKET SHARE (TUCSON LUXURY)

Long Realty leads the market in successful real estate sales.

Data Obtained 12/04/2019 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 12/01/2018 – 11/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 46.1%

Tierra Antigua Realty 9.6%

Russ Lyon Sotheby's International Realty 8.3%

Coldwell Banker 5.8%

Realty Executives Tucson Elite 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
		Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19			
\$800,000 - \$899,999	66	12	10	12	12	11	5	13.2	6.8	Slightly Buyer
\$900,000 - \$999,999	44	5	19	3	4	8	3	14.7	9.3	Buyer
\$1,000,000 - \$1,249,999	47	5	4	3	5	3	3	15.7	11.8	Buyer
\$1,250,000 - \$1,499,999	41	5	1	3	2	1	1	41.0	28.0	Buyer
\$1,500,000 - \$1,749,999	14	1	1	3	2	1	0	n/a	15.0	Buyer
\$1,750,000 - \$1,999,999	13	1	0	0	3	0	0	n/a	12.3	Buyer
\$2,000,000 - and over	42	1	1	0	2	0	0	n/a	62.0	Buyer
TOTAL	267	30	36	24	30	24	12	22.3	11.8	Buyer

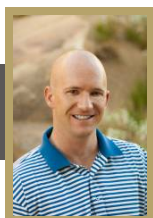
 Seller's Market

 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 12/04/2019 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 09/01/2019-11/30/2019. Information is believed to be reliable, but not guaranteed.

