

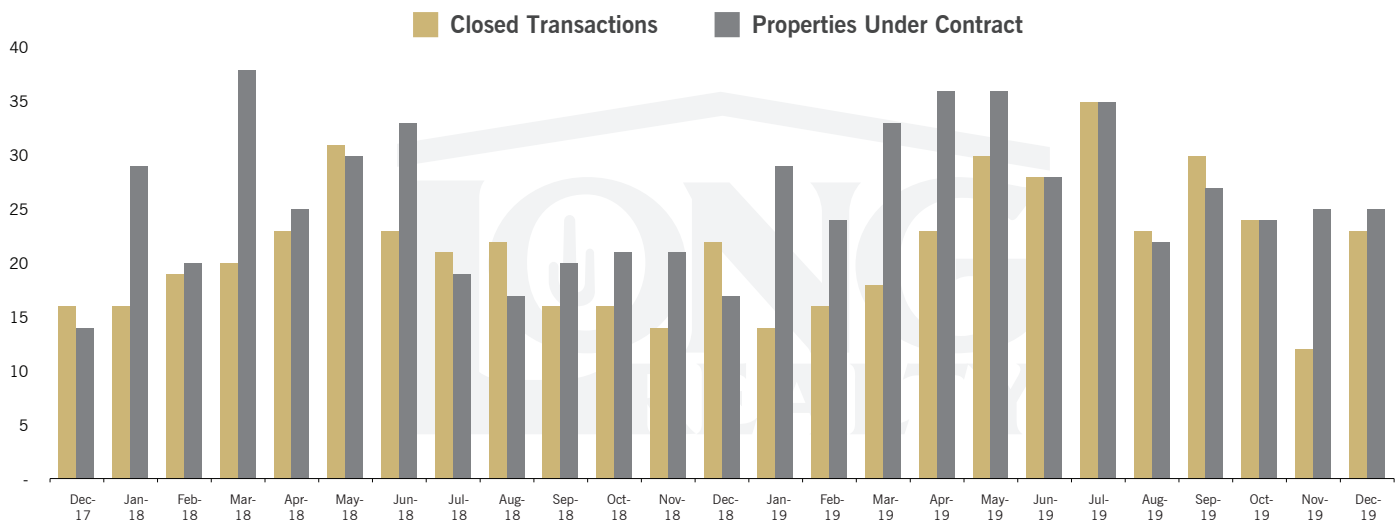
THE LUXURY HOUSING REPORT

TUCSON | JANUARY 2020

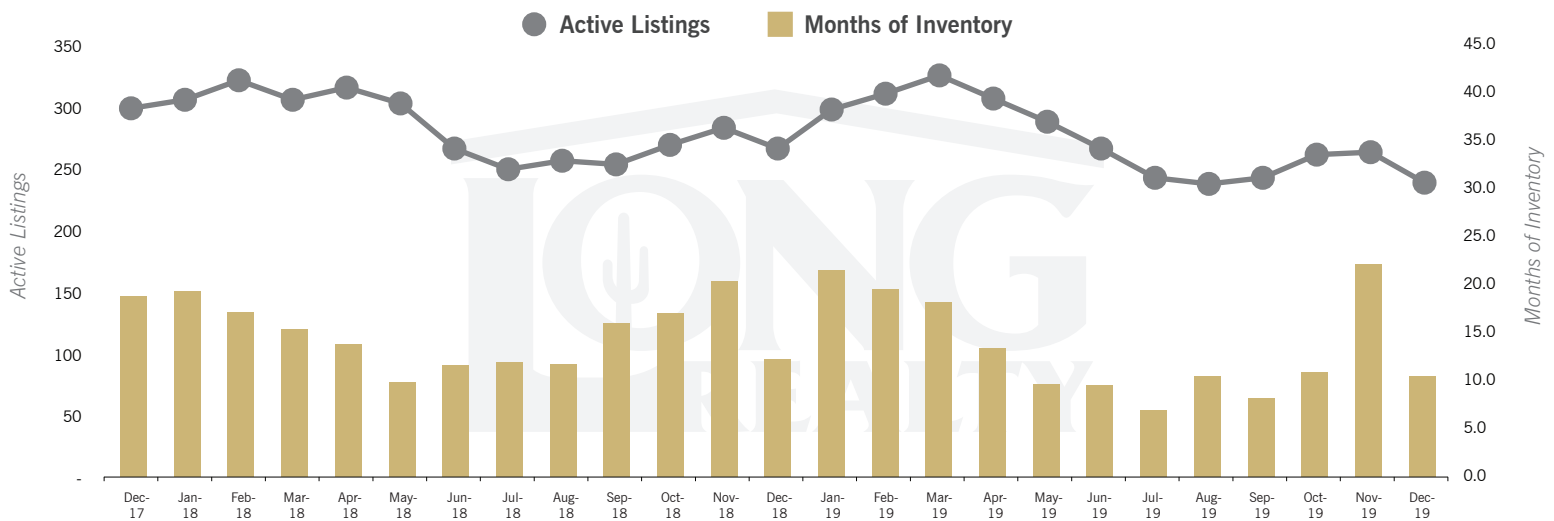


In the Tucson Luxury market, December 2019 active inventory was 242, a 10% decrease from December 2018. There were 23 closings in December 2019, a 5% increase from December 2018. Year-to-date 2019 there were 282 closings, a 15% increase from year-to-date 2018. Months of Inventory was 10.5, down from 12.3 in December 2018. Median price of sold homes was \$1,072,500 for the month of December 2019, up 13% from December 2018. The Tucson Luxury area had 25 new properties under contract in December 2019, up 47% from December 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 01/06/2020 is believed to be reliable, but not guaranteed.

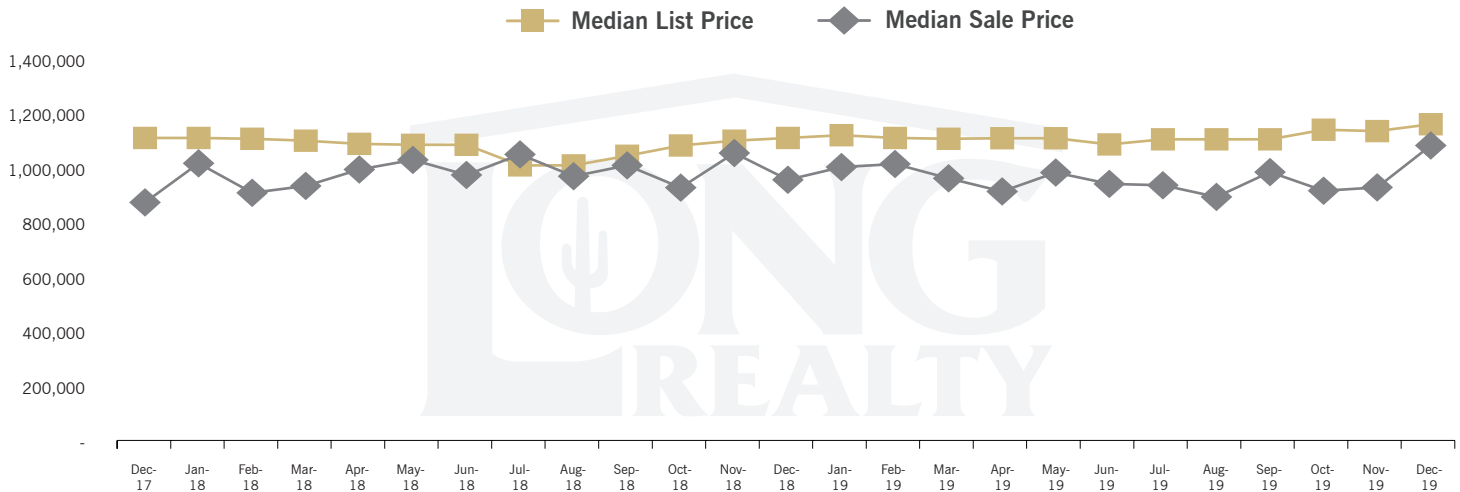


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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LUXURY)



MARKET SHARE (TUCSON LUXURY)

Long Realty leads the market in successful real estate sales.

Data Obtained 01/06/2020 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 01/01/2019 – 12/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 47.3%

Tierra Antigua Realty 9.0%

Russ Lyon Sotheby's International Realty 8.0%

Coldwell Banker 5.8%

Realty Executives Tucson Elite 5.5%

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
		Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19			
\$800,000 - \$899,999	66	10	12	12	11	5	7	9.4	8.6	Buyer
\$900,000 - \$999,999	38	19	3	4	8	3	3	12.7	9.4	Buyer
\$1,000,000 - \$1,249,999	40	4	3	5	3	3	3	13.3	14.3	Buyer
\$1,250,000 - \$1,499,999	34	1	3	2	1	1	4	8.5	18.3	Buyer
\$1,500,000 - \$1,749,999	13	1	3	2	1	0	4	3.3	8.8	Buyer
\$1,750,000 - \$1,999,999	13	0	0	3	0	0	1	13.0	38.0	Buyer
\$2,000,000 - and over	38	1	0	2	0	0	1	38.0	123.0	Buyer
TOTAL	242	36	24	30	24	12	23	10.5	13.1	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 01/06/2020 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 10/01/2019-12/31/2019. Information is believed to be reliable, but not guaranteed.

