

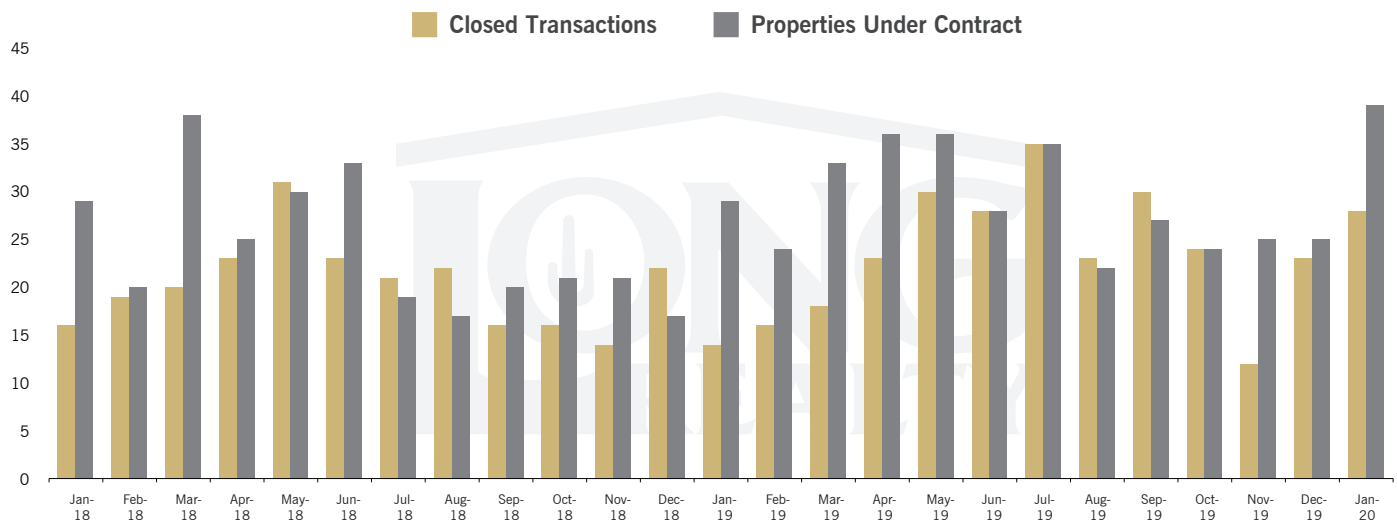
# THE LUXURY HOUSING REPORT

TUCSON | FEBRUARY 2020

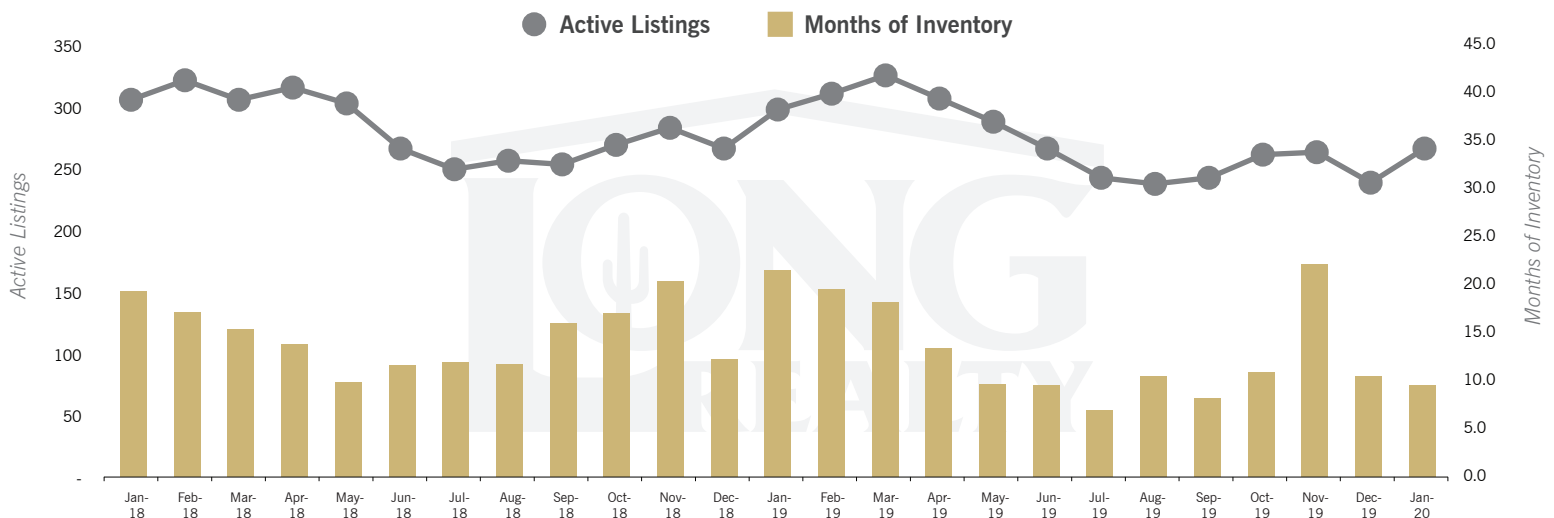


In the Tucson Luxury market, January 2020 active inventory was 270, an 11% decrease from January 2019. There were 28 closings in January 2020, a 100% increase from January 2019. Year-to-date 2020 there were 28 closings, a 100% increase from year-to-date 2018. Months of Inventory was 9.6, up from 21.6 in January 2019. Median price of sold homes was \$955,000 for the month of January 2020, down 4% from January 2019. The Tucson Luxury area had 39 new properties under contract in January 2020, up 34% from January 2019.

## 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 02/05/2020 is believed to be reliable, but not guaranteed.

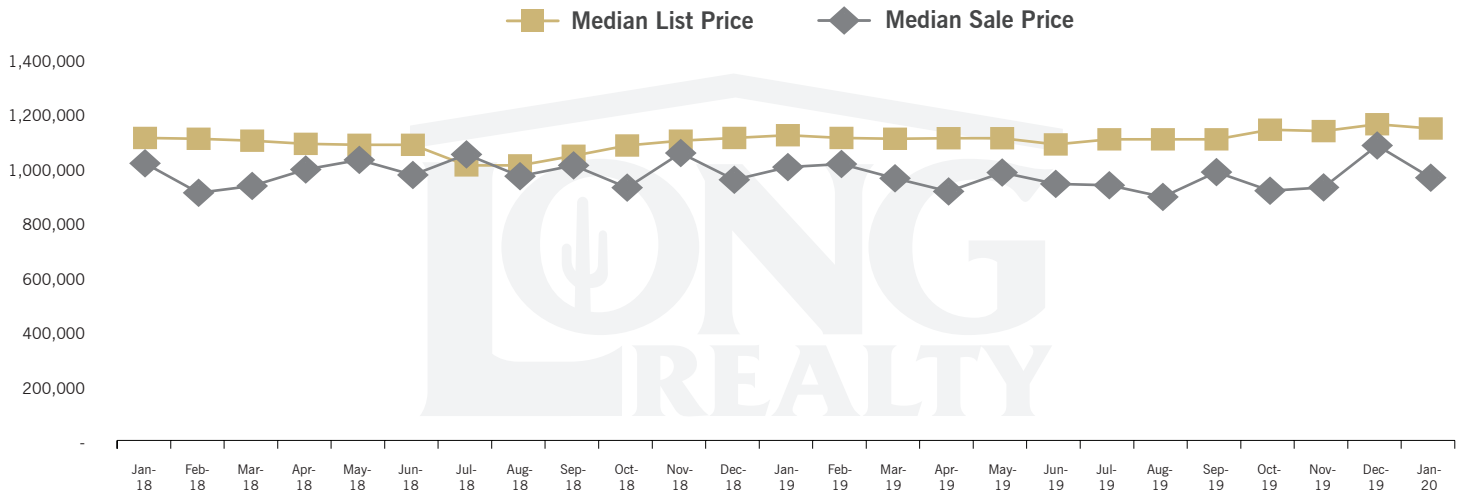


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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LUXURY)



## MARKET SHARE (TUCSON LUXURY)

**Long Realty leads the market in successful real estate sales.**

*Data Obtained 02/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 02/01/2019 – 01/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.*

**LONG REALTY COMPANY 48.5%**

Russ Lyon Sotheby's International Realty 9.8%

Tierra Antigua Realty 9.1%

Coldwell Banker Residential Brokerage 5.9%

Realty Executives Tucson Elite 5.0%

Keller Williams Southern Arizona 3.5%



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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
		Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20			
\$800,000 - \$899,999	74	12	12	11	5	7	7	10.6	10.8	Buyer
\$900,000 - \$999,999	41	3	4	8	3	3	9	4.6	8.2	Slightly Buyer
\$1,000,000 - \$1,249,999	43	3	5	3	3	3	4	10.8	13.0	Buyer
\$1,250,000 - \$1,499,999	44	3	2	1	1	4	5	8.8	11.9	Buyer
\$1,500,000 - \$1,749,999	17	3	2	1	0	4	1	17.0	8.8	Buyer
\$1,750,000 - \$1,999,999	12	0	3	0	0	1	0	n/a	38.0	Buyer
\$2,000,000 - and over	39	0	2	0	0	1	2	19.5	39.7	Buyer
<b>TOTAL</b>	<b>270</b>	<b>24</b>	<b>30</b>	<b>24</b>	<b>12</b>	<b>23</b>	<b>28</b>	<b>9.6</b>	<b>12.4</b>	<b>Buyer</b>

 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 02/05/2020 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 11/01/2019-01/31/2020. Information is believed to be reliable, but not guaranteed.

