

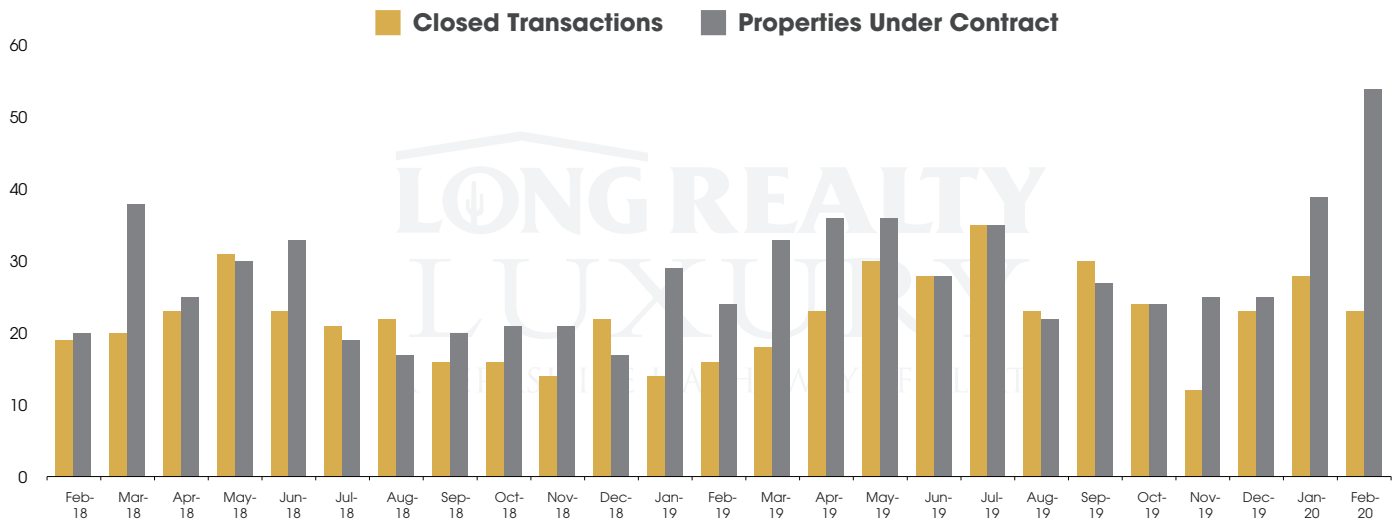
# THE LUXURY HOUSING REPORT

TUCSON | MARCH 2020

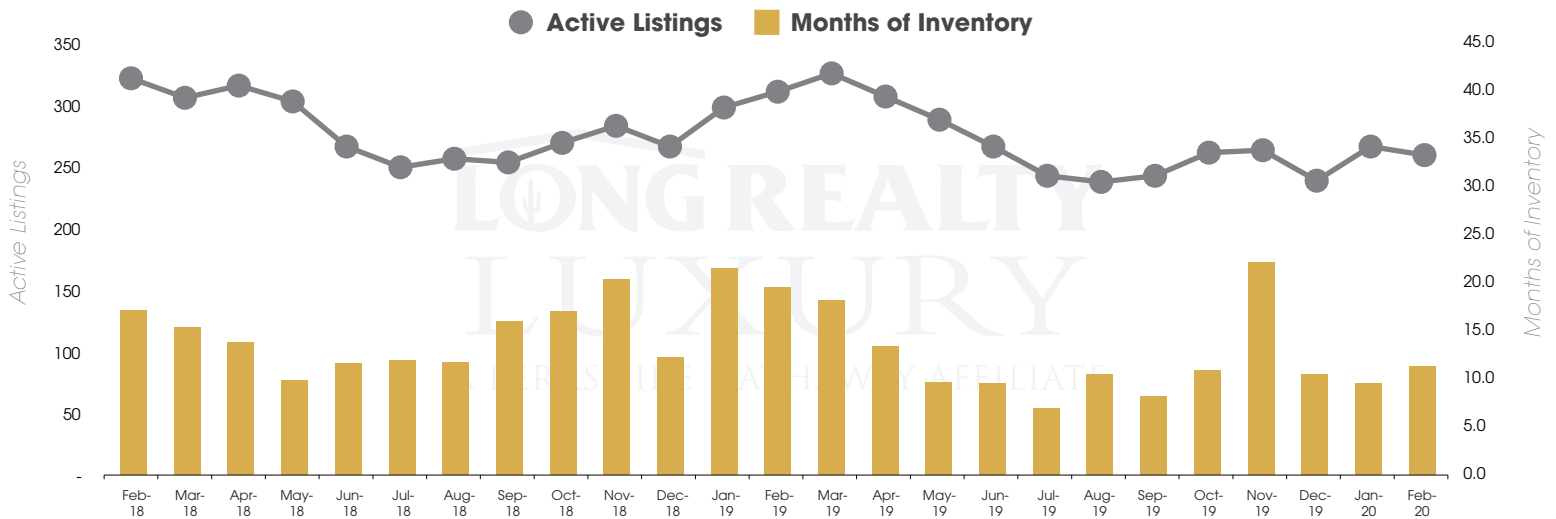


In the Tucson Luxury market, February 2020 active inventory was 263, a 17% decrease from February 2019. There were 23 closings in February 2020, a 44% increase from February 2019. Year-to-date 2020 there were 52 closings, a 68% increase from year-to-date 2018. Months of Inventory was 11.4, down from 19.7 in February 2019. Median price of sold homes was \$882,000 for the month of February 2020, down 12% from February 2019. The Tucson Luxury area had 54 new properties under contract in February 2020, up 125% from February 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (Tucson Luxury)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (Tucson Luxury)



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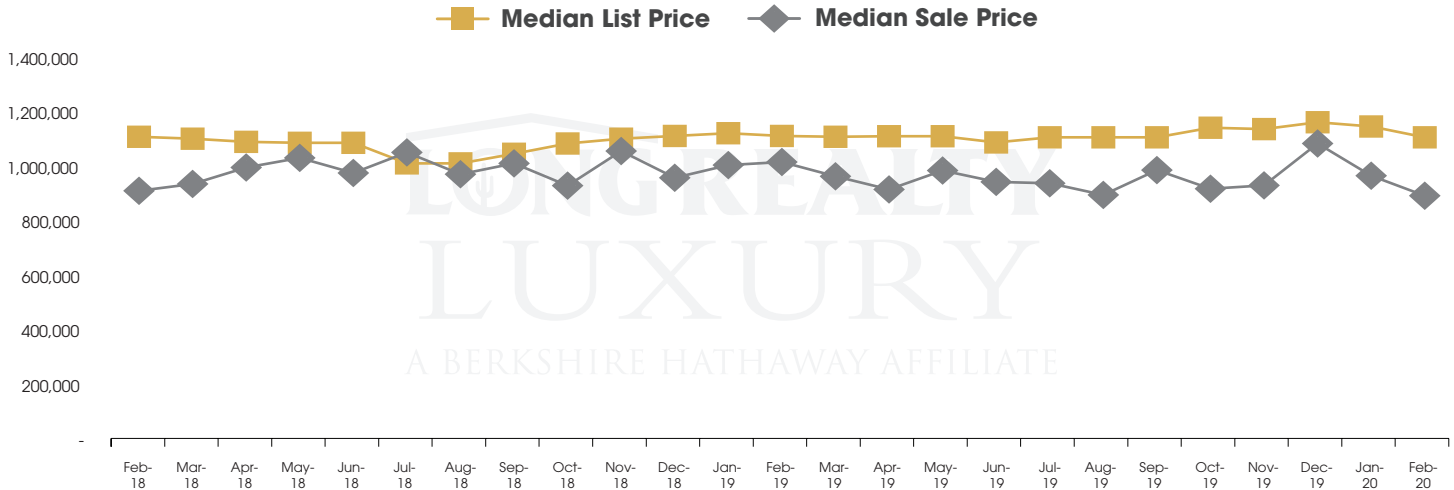
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above. All data obtained 03/04/2020 is believed to be reliable, but not guaranteed.

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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 03/04/2020 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 03/01/2019 – 02/29/2020 rounded to the nearest tenth of one percent and deemed to be correct.*

### LONG REALTY COMPANY

**49.0%**

Russ Lyon Sotheby's International Realty 9.3%

Tierra Antigua Realty 8.8%

Coldwell Banker Residential Brokerage 5.4%

Realty Executives Tucson Elite 4.8%

Keller Williams Southern Arizona 3.4%



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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
		Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20			
\$800,000 - \$899,999	65	12	11	5	7	7	12	5.4	7.9	Slightly Buyer
\$900,000 - \$999,999	44	4	8	3	3	10	3	14.7	7.7	Slightly Buyer
\$1,000,000 - \$1,249,999	46	5	3	3	3	4	6	7.7	9.9	Buyer
\$1,250,000 - \$1,499,999	34	2	1	1	4	5	2	17.0	10.2	Buyer
\$1,500,000 - \$1,749,999	15	2	1	0	4	1	0	n/a	9.0	Buyer
\$1,750,000 - \$1,999,999	14	3	0	0	1	0	0	n/a	39.0	Buyer
\$2,000,000 - and over	45	2	0	0	1	2	0	n/a	40.7	Buyer
<b>TOTAL</b>	<b>263</b>	<b>30</b>	<b>24</b>	<b>12</b>	<b>23</b>	<b>29</b>	<b>23</b>	<b>11.4</b>	<b>10.3</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 03/04/2020 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 12/01/2019-02/29/2020. Information is believed to be reliable, but not guaranteed.