

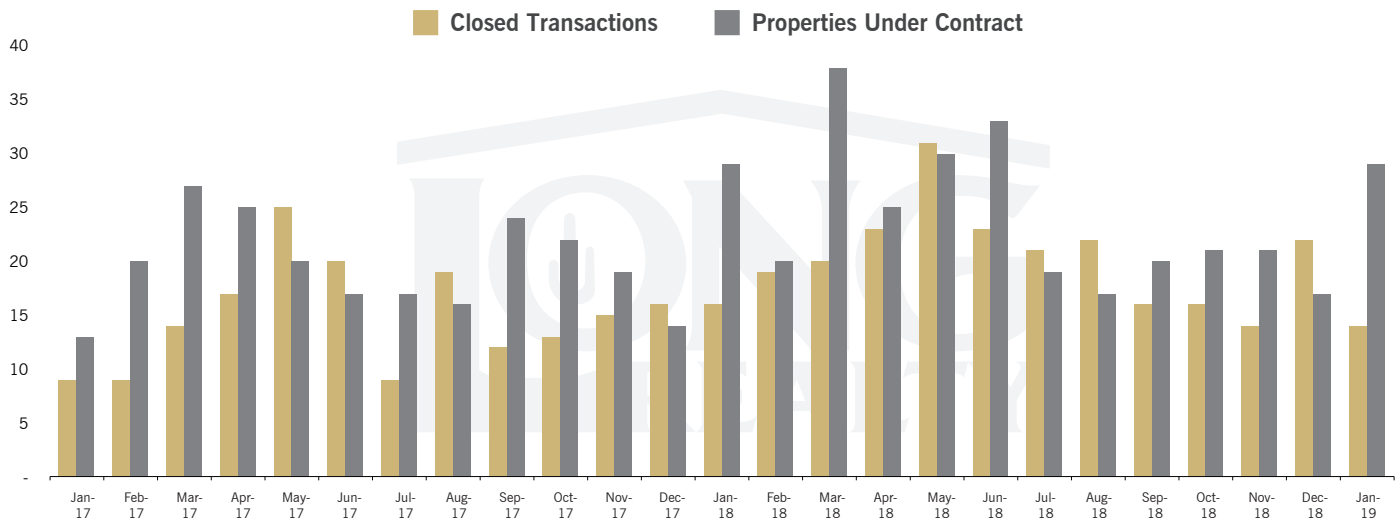
THE LUXURY HOUSING REPORT

TUCSON | FEBRUARY 2019

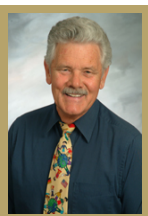
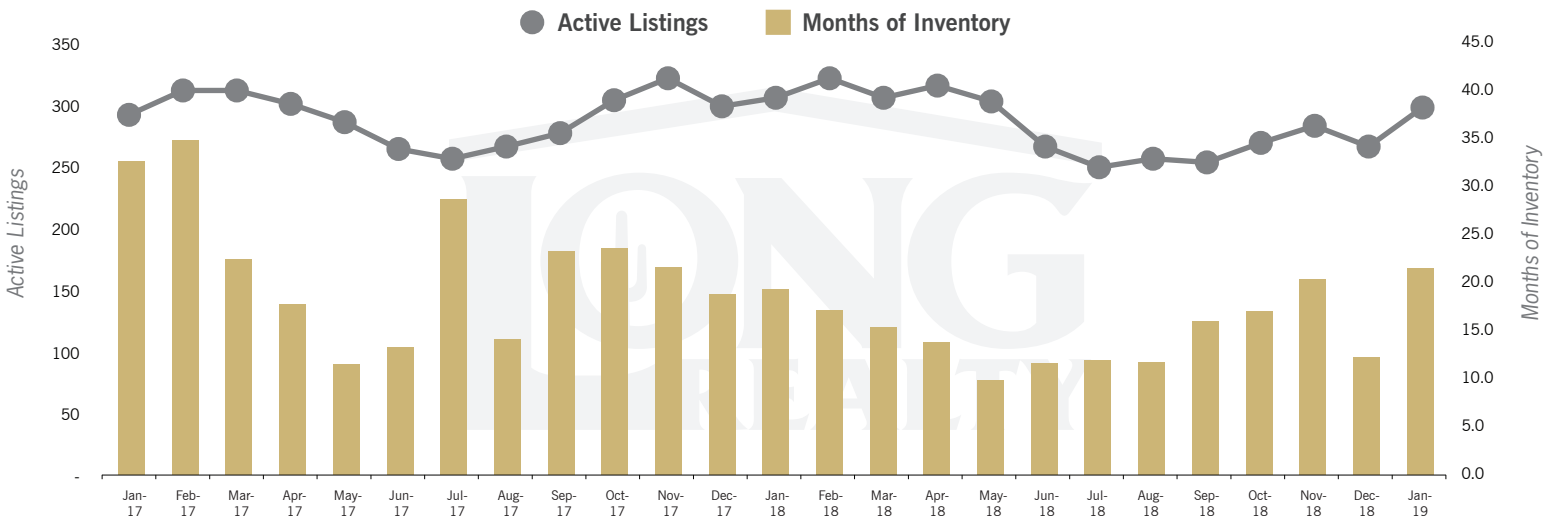


In the Tucson Luxury market, January 2019 active inventory was 302, a 3% decrease from January 2018. There were 14 closings in January 2019, a 13% decrease from January 2018. Months of Inventory was 21.6, up from 19.4 in January 2018. Median price of sold homes was \$993,750 for the month of January 2019, down 1% from January 2018. The Tucson Luxury area had 29 new properties under contract in January 2019, virtually unchanged from January 2018.

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 02/05/2019 is believed to be reliable, but not guaranteed.

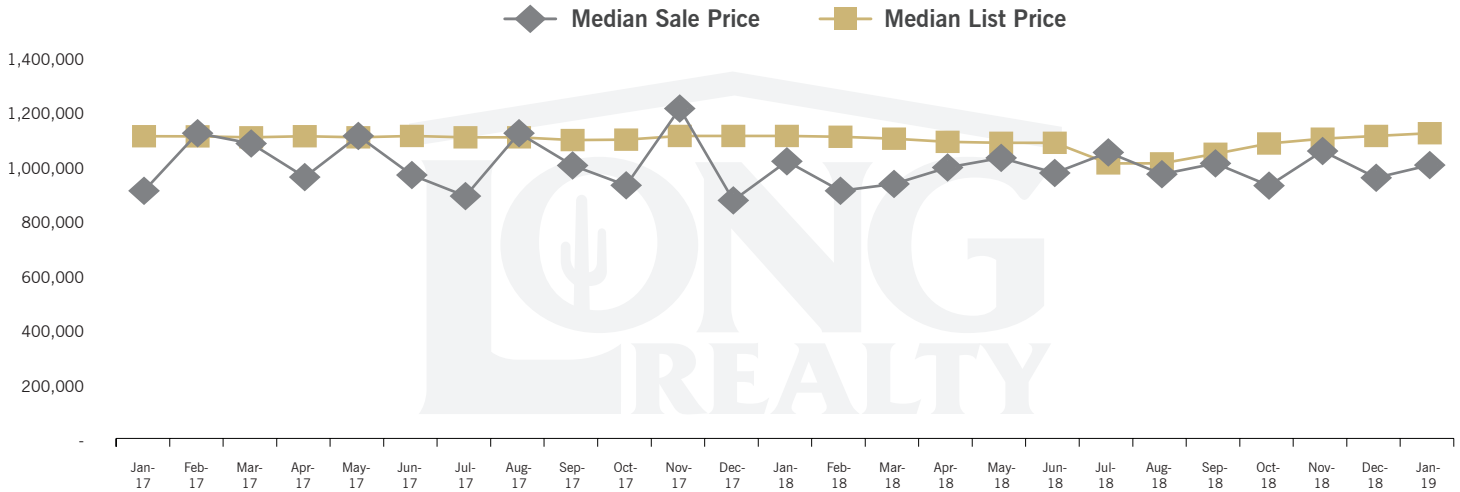
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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LUXURY)



MARKET SHARE (TUCSON LUXURY)

Long Realty leads the market in successful real estate sales.

Data Obtained 02/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 02/01/2018 – 01/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 51.6%

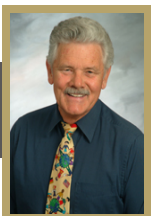
Tierra Antigua Realty 8.4%

Russ Lyon Sotheby's International Realty 7.4%

Realty Executives Tucson Elite 4.1%

Coldwell Banker Residential Brokerage 3.8%

Keller Williams Southern Arizona 2.9%



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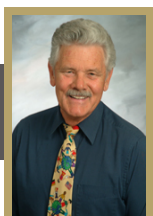
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MARKET CONDITIONS BY PRICE BAND (TUCSON LUXURY)

| | Active Listings | Last 6 Months Closed Sales | | | | | | Current Months of Inventory | Last 3 Month Trend Months of Inventory | Market Conditions |
|---------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
| | | Aug-18 | Sep-18 | Oct-18 | Nov-18 | Dec-18 | Jan-19 | | | |
| \$800,000 - \$899,999 | 66 | 11 | 4 | 7 | 4 | 8 | 4 | 16.5 | 13.0 | Buyer |
| \$900,000 - \$999,999 | 60 | 4 | 3 | 3 | 2 | 7 | 3 | 20.0 | 13.2 | Buyer |
| \$1,000,000 - \$1,249,999 | 53 | 2 | 8 | 2 | 7 | 4 | 4 | 13.3 | 10.2 | Buyer |
| \$1,250,000 - \$1,499,999 | 50 | 5 | 0 | 2 | 0 | 2 | 2 | 25.0 | 34.8 | Buyer |
| \$1,500,000 - \$1,749,999 | 14 | 2 | 0 | 2 | 1 | 1 | 1 | 14.0 | 14.7 | Buyer |
| \$1,750,000 - \$1,999,999 | 20 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$2,000,000 - and over | 39 | 1 | 1 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| TOTAL | 302 | 25 | 16 | 16 | 14 | 22 | 14 | 21.6 | 17.2 | 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 02/05/2019 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 11/01/2018-01/31/2019. Information is believed to be reliable, but not guaranteed.

