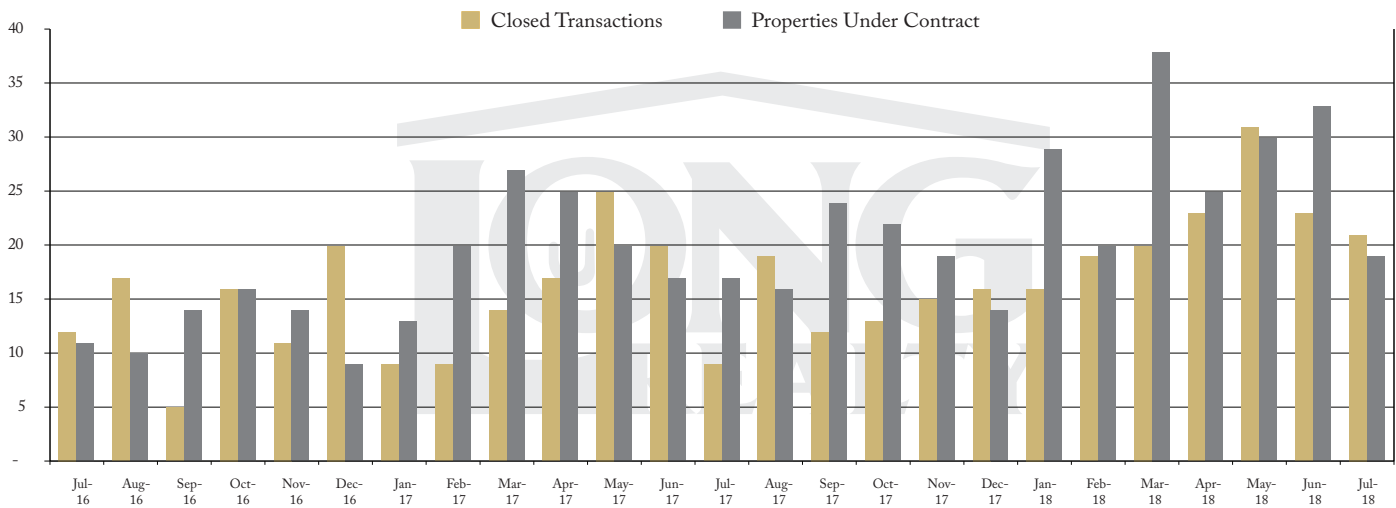




Tucson | August 2018

In the Tucson Luxury market, July 2018 active inventory was 253, a 3% decrease from July 2017. There were 21 closings in July 2018, a 133% increase from July 2017. Year-to-date 2018 there were 156 closings, a 51% increase from year-to-date 2017. Months of Inventory was 12.0, down from 28.9 in July 2017. Median price of sold homes was \$1,040,000 for the month of July 2018, up 18% from July 2017. The Tucson Luxury area had 19 new properties under contract in July 2018, up 12% from July 2017.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LUXURY



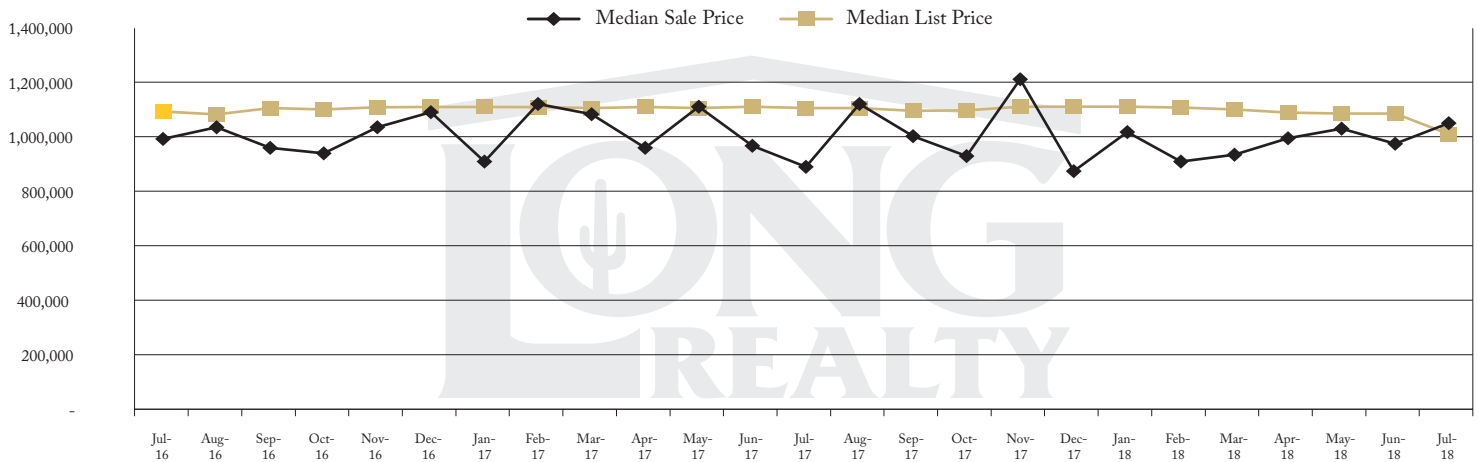
## ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LUXURY



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 08/03/2018 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LUXURY



## PRICE BANDED MARKET REPORT – TUCSON LUXURY RESIDENTIAL HOMES

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18			
\$800,000 - 899,999	62	8	9	7	9	8	8	7.8	8.0	Slightly Buyer
\$900,000 - 999,999	59	4	4	8	4	5	2	29.5	17.5	Buyer
\$1,000,000 - \$1,249,999	50	2	4	2	9	4	5	10.0	8.8	Buyer
\$1,250,000 - \$1,499,999	28	3	3	3	5	4	1	28.0	9.8	Buyer
\$1,500,000 - \$1,749,999	16	1	0	3	1	0	2	8.0	18.0	Buyer
\$1,750,000 - \$1,999,999	16	1	0	1	1	0	3	5.3	12.8	Buyer
\$2,000,000 - and over	22	1	1	0	2	2	0	n/a	18.5	Buyer
<b>TOTAL</b>	<b>253</b>	<b>20</b>	<b>21</b>	<b>24</b>	<b>31</b>	<b>23</b>	<b>21</b>	<b>12.0</b>	<b>11.1</b>	<b>Buyer</b>



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 08/03/2018 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 05/01/2018-07/31/2018. Information is believed to be reliable, but not guaranteed.



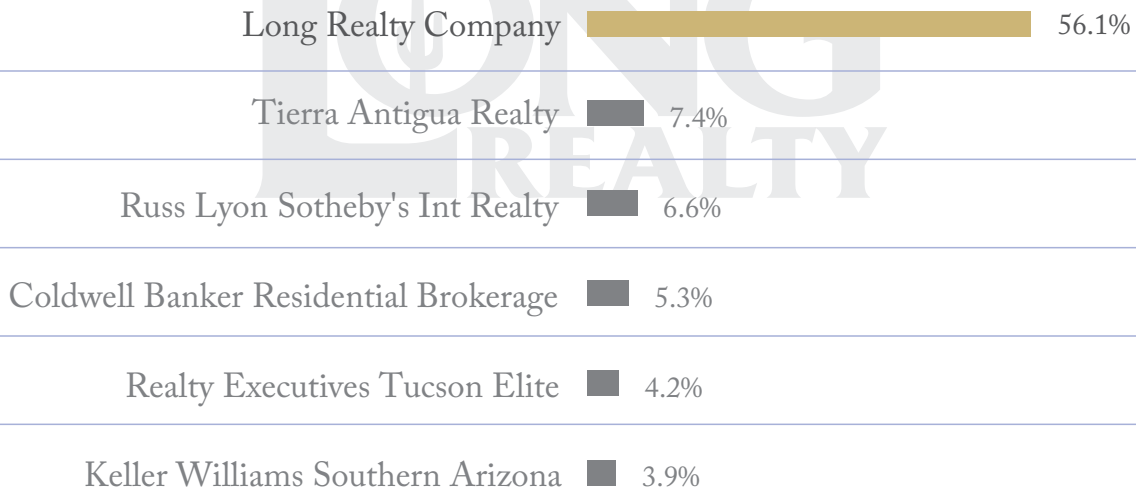
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LUXURY

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



## MARKET SHARE – TUCSON LUXURY

Long Realty leads the market in successful real estate sales.



Data Obtained 08/03/2018 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 08/01/2017 – 07/31/2018 rounded to the nearest tenth of one percent and deemed to be correct.

The Tucson Luxury Housing Report is comprised of data for residential luxury properties priced \$800,000 and above in MLSSAZ for the Tucson Metro Area. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.