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Your Neighborhood Pulse

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LUXURY 2019 MID YEAR UPDATE...

I thought you might find it interesting to look back at home sales in the luxury market (\$800,000 and up in the entire Tucson area) for the 1st half of 2019 as compared to 2018. This comparison provides an overview of the luxury housing market's current condition as compared to the same time last year. So far this year, closed sale prices of single-family homes have ranged from \$800,000- \$2,600,000. Total market time, or the number of days a home took to sell, increased from 107 to 108 days. The median price of luxury homes decreased -3% in the 1st half of 2019 as compared to 2018. Total sales decreased -3%

The below chart summarizes this analysis.

LUXURY HOMES	(Jan. - Jun.) 2018	(Jan. - Jun.) 2019	% Change
Median Price	\$980,000	\$950,000	-3%
Number of Sales	141	137	-3%
Day on Market	107	108	+1%

JUST CLOSED I BROUGHT THE BUYER!

5185 N Vía De La Granja (\$858,000)

Outstanding panoramic SUNSET, SUNRISE, MOUNTAIN & CITY VIEWS in this exquisite estate where elegance meets entertainment. Luxury home full of upgrades. Elevated home on 1.42 acres

LUXURY MARKET UPDATE

In the entire Tucson area, including Oro Valley & Marana the median price of luxury sold homes (valued \$800,000 or more) was \$927,500 for the month of July 2019, down 11% from July 2018. Year-to-date 2019 there were 167 closings, an 8% increase from year-to-date 2018. Active inventory was 246, a 3% decrease from July 2018. Months of inventory was 7.0, up from 12 months in July 2018.

ORO VALLEY & MARANA LUXURY SALES

Highlighted below is an analysis of six (6) gated luxury subdivisions in Oro Valley & Marana including: **Stone Canyon, Honey Bee Ridge, Naranja Ridge, Saguaro Ranch, Canyon Pass, Dove Mountain Resort & The Gallery**. Your home is in one of the six (6). **This analysis is limited to luxury home sales \$800,000 and up and does not include new construction.** Over the last three months eleven (11) homes have sold at the average sold price of \$1,163,182. Thirty-three (33) homes are currently for sale with an average asking price of \$1,713,765. These homes have a range of asking prices varying from \$825,000 to \$1,525,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$1,163,182
Average Sold Price / Sq. Ft.	\$297
Avg. Cumulative Days on Market	197
Lowest Sold Price	\$825,000
Highest Sold Price	\$1,525,000
HOMES ON THE MARKET	
Average Asking Price	\$1,713,765
Avg. Asking Price / Sq. Ft.	\$354
Avg. Days on The Market	207
Lowest Asking Price	\$820,000
Highest Asking Price	\$3,495,000

See reverse side for details on the above homes

OVER

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* Not intended to solicit a property currently listed.

**** GATED ORO VALLEY & MARANA LUXURY REAL ESTATE RECENT ACTIVITY REPORT ****

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
I. ACTIVE (8/13/19)					
13949 N STONE GATE PLACE 1	\$820,000		2007	2,673	\$307
13662 N OLD FOREST TRAIL 7	\$850,000		2007	2,816	\$302
13865 N STONE GATE PLACE 15	\$860,000		2015	2,880	\$299
13954 N SILVER CLOUD DRIVE 2	\$930,000		2003	3,724	\$250
14515 N SHADED STONE PLACE 1	\$939,000		2017	2,889	\$325
442 E SUN SPRING PLACE 1	\$965,000		2013	4,334	\$223
14249 N HONEY BEE TRAIL 15	\$965,000		2000	5,927	\$168
14361 N SUNSET GALLERY DRIVE 1	\$1,050,000		2016	4,186	\$251
1083 W VISTOSO HIGHLANDS DRIVE 1	\$1,149,000		2006	4,154	\$277
14842 N DOVE CANYON PASS 1	\$1,188,888		2006	3,226	\$369
14200 N STONE VIEW PLACE 6	\$1,257,457		2017	2,751	\$458
14564 N QUIET RAIN DRIVE 2	\$1,260,000		2003	5,867	\$215
13841 N OLD FOREST TRAIL 1	\$1,315,000		2008	5,056	\$260
1945 W MOUNTIAN MIRAGE PLACE 1	\$1,325,000		2008	4,349	\$305
15247 N HUMMING HILL PLACE 12	\$1,350,000		2010	3,778	\$357
4560 W CUSH CANYON LOOP 1	\$1,375,000		2007	4,477	\$307
1550 W AERO STAR WAY 1	\$1,395,000		1979	6,728	\$207
1570 W NINER WAY 1	\$1,400,000		1990	3,726	\$376
14206 N HORIZON VIEW LANE 4	\$1,495,000		2006	4,550	\$329
931 W TORTOLITA MOUNTAIN CIRCLE 1	\$1,499,000		1991	4,799	\$312
13920 N COPPER SUNSET DRIVE 9	\$1,681,000		2007	5,035	\$334
1106 W TORTOLITA MOUNTAIN CIRCLE 165 1	\$1,750,000		2008	4,453	\$393
3818 W CAYTON MOUNTAIN DRIVE 1	\$1,995,000		2007	6,026	\$331
259 E DUSTY VIEW DRIVE 1	\$1,999,900		2009	5,115	\$391
13528 N POINTED ROCK COURT 1	\$2,000,000		2013	3,140	\$637
1620 W NINER WAY 1	\$2,250,000		1992	8,242	\$273
14123 N HOHOKAM VILLAGE PLACE 1	\$2,500,000		2002	5,935	\$421
3980 W CAYTON MOUNTAIN DRIVE 1	\$2,850,000		2015	5,826	\$489
14262 N GIANT SAGUARO PLACE 1	\$2,950,000		2002	6,726	\$439
14292 N GIANT SAGUARO PLACE 1	\$3,000,000		2008	6,147	\$487
6231 W ROCKPOINT RIDGE PLACE 2	\$3,200,000		2015	4,724	\$677
812 W GRANITE GORGE DRIVE 1	\$3,495,000		2012	7,133	\$490
1130 W TORTOLITA MOUNTAIN CIRCLE 1	\$3,495,000		2009	7,876	\$444
II. ACTIVE CONTINGENT (UNDER CONTRACT)					
1132 W VISTOSO HIGHLANDS DRIVE 1	\$875,000		2001	3,932	\$223
13898 N COPPER SUNSET DRIVE 1	\$995,000		2007	5,120	\$194
1215 WEATHERED STONE PLACE 2	\$1,100,000		2005	4,395	\$250
14572 N SHADED STONE PLACE 239 15	\$1,300,000		2019	3,503	\$371
13991 N OLD FOREST TRAIL 1	\$1,375,000		2008	4,209	\$327
III. SOLD (5/13/19 - 8/13/19)					
15075 N CUSH CAYTON PLACE	\$849,000	\$825,000	2003	4,618	\$179
1361 W TORTOLITA MOUNTAIN CIRCLE	\$995,000	\$900,000	2013	2,527	\$356
14153 N BLAZING CANYON PLACE	\$1,000,000	\$960,000	2007	3,691	\$260
615 E QUIET RAIN PLACE	\$1,000,000	\$985,000	2014	4,786	\$206
11156 N DESERT WHISPER WAY	\$1,099,000	\$1,050,000	2005	3,870	\$271
6345 W SUNLIT BRIDGE PLACE	\$1,195,000	\$1,100,000	2014	2,308	\$477
6385 W SUNLIT BRIDGE PLACE	\$1,395,000	\$1,250,000	2012	3,334	\$375
14480 N SUNSET GALLERY DRIVE	\$1,350,000	\$1,300,000	2009	4,318	\$301
238 E ALLTHORN PLACE	\$1,490,000	\$1,400,000	2000	5,973	\$234
13736 N OLD RANCH HOUSE ROAD	\$1,990,000	\$1,500,000	2009	5,440	\$276
4145 W CAYTON MOUNTAIN DRIVE	\$1,650,000	\$1,525,000	2007	4,551	\$335

*Information deemed reliable, but not guaranteed. MLS August 2019. Not intended to solicit a currently listed home. Listing Broker: 1) Long Realty, 2) Sotheby's, 3) Dove Mountain Realty, 4) Coldwell Banker, 5) Premier Stone Canyon Properties, 6) MTH Realty, 7) Keller Williams, 8) Re/Max, 9) Exp Realty, 10) We MoveTucson.com, 11) Engel & Volkers, 12) West USA Realty, 13) At Home Tucson Realty, 14) Excelsior, 15) Realty Executives, 16) Tierra Antigua, 17) Century 21.