

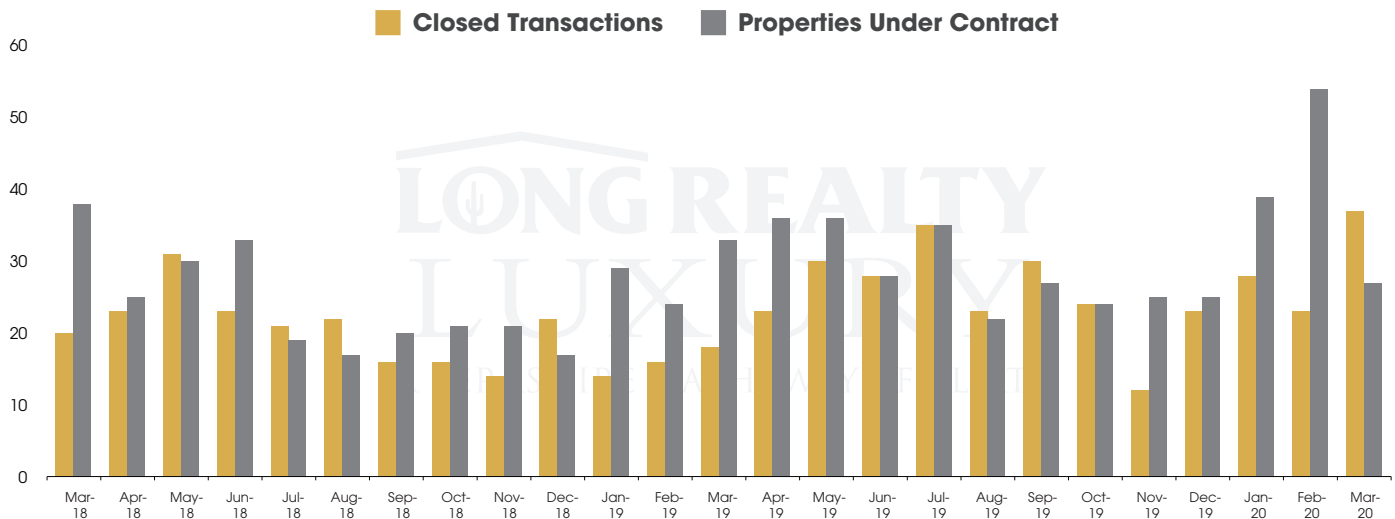
# THE LUXURY HOUSING REPORT

TUCSON | APRIL 2020

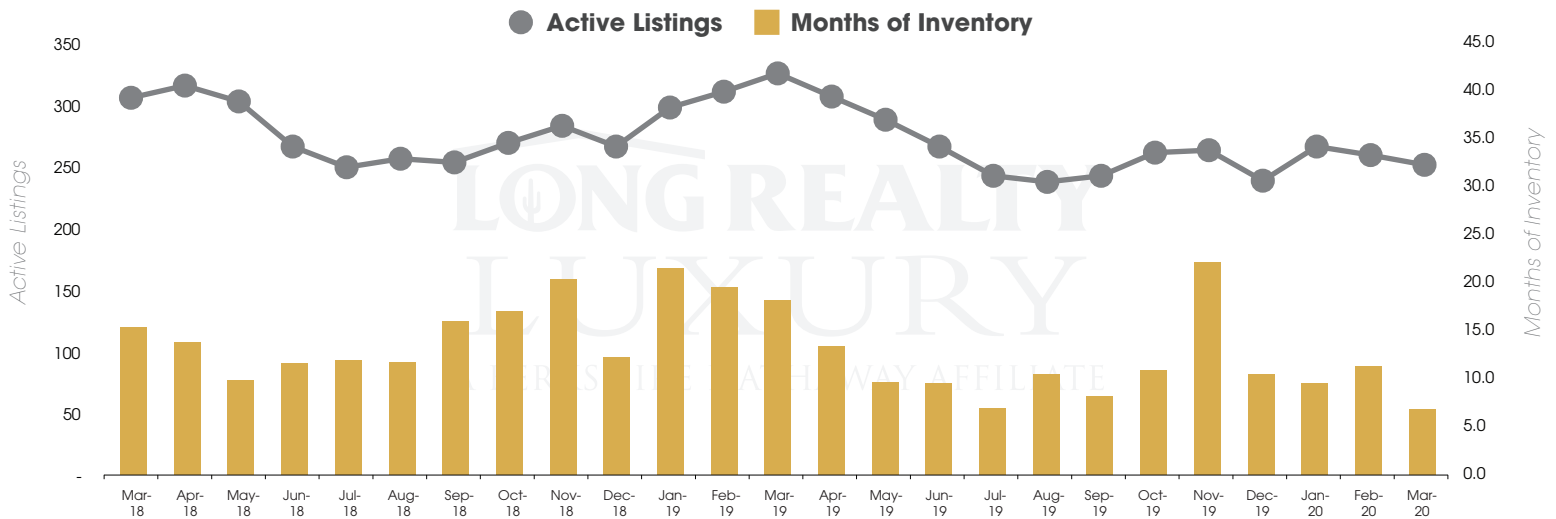
**LONG REALTY**  
**LUXURY**  
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, March 2020 active inventory was 255, a 23% decrease from March 2019. There were 37 closings in March 2020, a 106% increase from March 2019. Year-to-date 2020 there were 89 closings, a 78% increase from year-to-date 2019. Months of Inventory was 6.9, up from 18.3 in March 2019. Median price of sold homes was \$928,000 for the month of March 2020, down 3% from March 2019. The Tucson Luxury area had 27 new properties under contract in March 2020, down 18% from March 2019.

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



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



Stephen Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

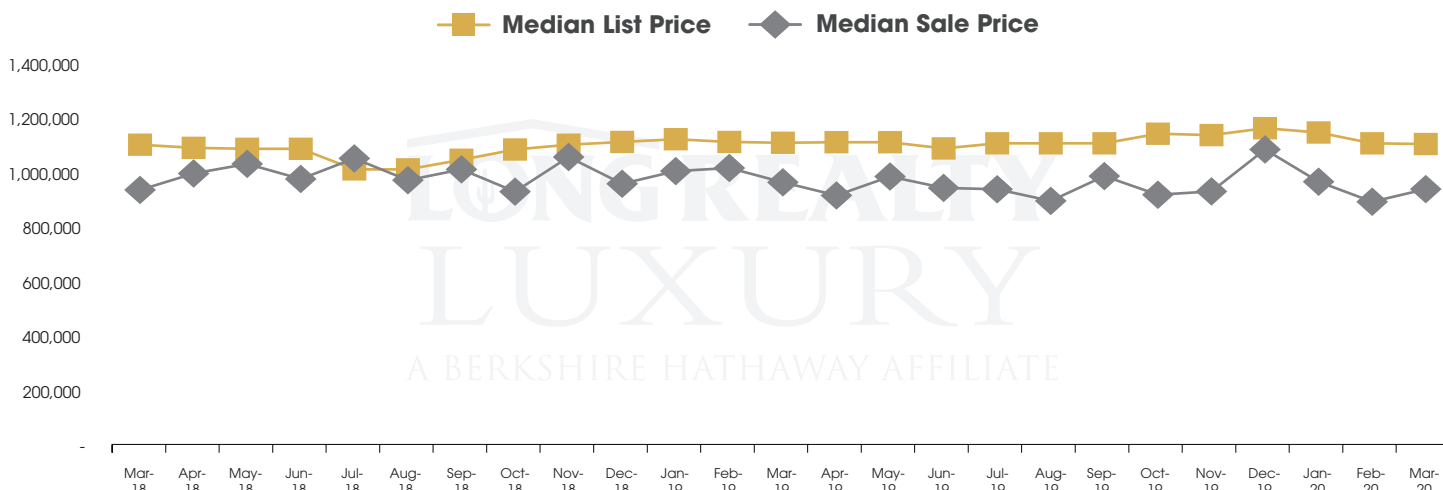
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above. All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

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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 04/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 04/01/2019 – 03/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.*

**LONG REALTY COMPANY 50.9%**

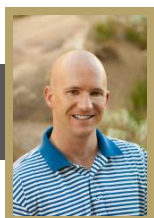
Tierra Antigua Realty 8.8%

Russ Lyon Sotheby's International Realty 8.5%

Coldwell Banker Residential Brokerage 5.7%

Realty Executives Tucson Elite 4.7%

Keller Williams Southern Arizona 3.0%



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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
		Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20			
\$800,000 - \$899,999	68	11	5	7	7	12	12	5.7	6.7	Slightly Buyer
\$900,000 - \$999,999	51	8	3	3	10	3	12	4.3	5.4	Balanced
\$1,000,000 - \$1,249,999	35	3	3	3	4	6	9	3.9	6.5	Slightly Buyer
\$1,250,000 - \$1,499,999	35	1	1	4	5	2	2	17.5	12.6	Buyer
\$1,500,000 - \$1,749,999	13	1	0	4	1	0	1	13.0	22.5	Buyer
\$1,750,000 - \$1,999,999	12	0	0	1	0	0	0	n/a	n/a	n/a
\$2,000,000 - and over	41	0	0	1	2	0	1	41.0	41.7	Buyer
<b>TOTAL</b>	<b>255</b>	<b>24</b>	<b>12</b>	<b>23</b>	<b>29</b>	<b>23</b>	<b>37</b>	<b>6.9</b>	<b>8.9</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 04/03/2020 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 01/01/2020-03/31/2020. Information is believed to be reliable, but not guaranteed.