

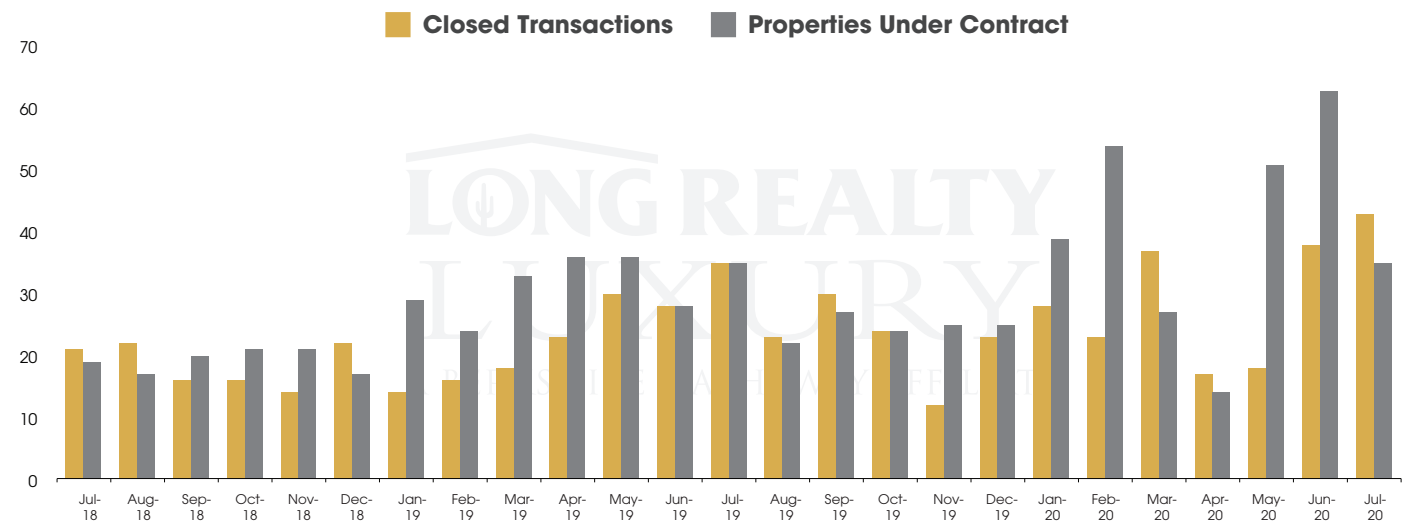
# THE LUXURY HOUSING REPORT

TUCSON | AUGUST 2020

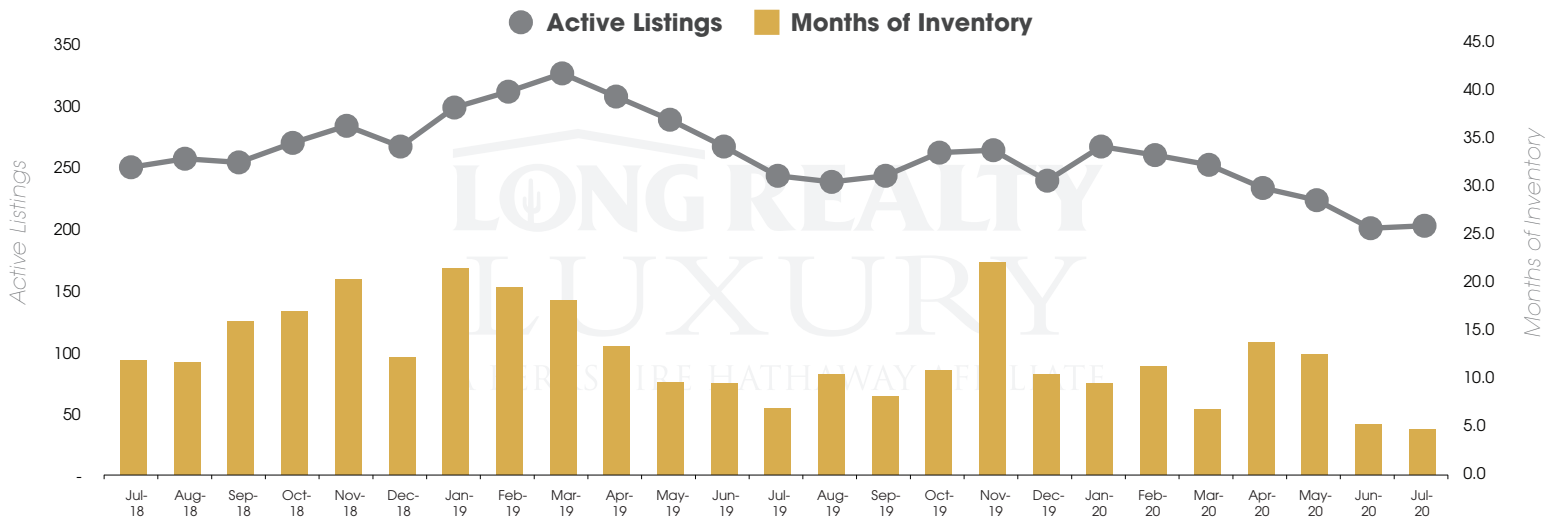
**LONG REALTY**  
**LUXURY**  
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, July 2020 active inventory was 205, a 17% decrease from July 2019. There were 43 closings in July 2020, a 23% increase from July 2019. Year-to-date 2020 there were 207 closings, a 22% increase from year-to-date 2019. Months of Inventory was 4.8, down from 7.0 in July 2019. Median price of sold homes was \$950,812 for the month of July 2020, up 3% from July 2019. The Tucson Luxury area had 35 new properties under contract in July 2020, virtually unchanged from July 2019.

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



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



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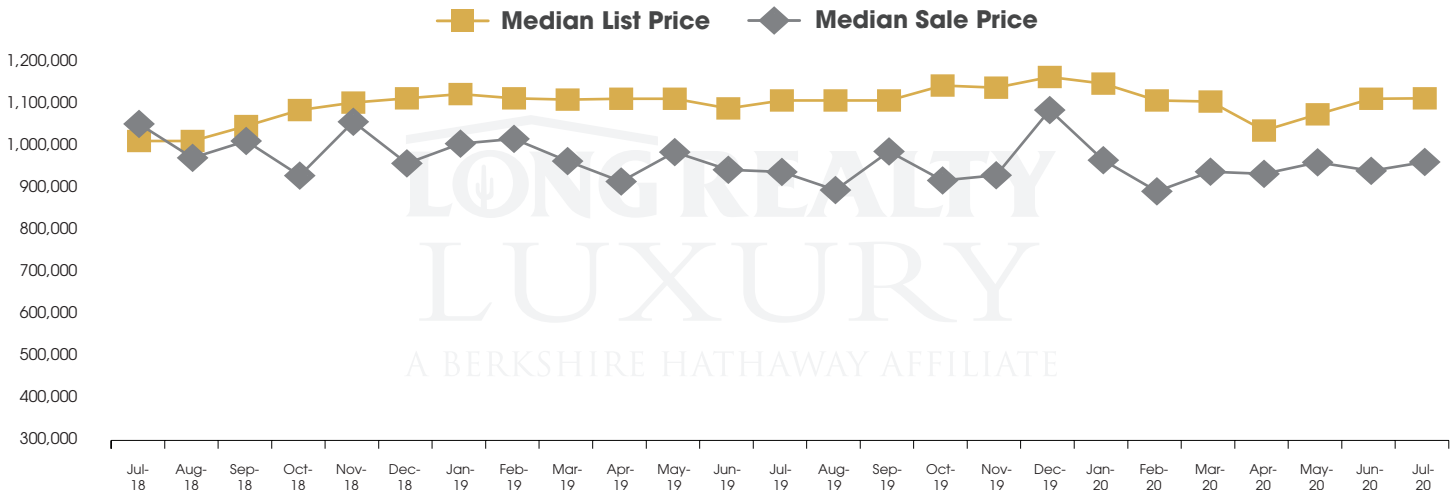
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above. All data obtained 08/05/2020 is believed to be reliable, but not guaranteed.

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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 08/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume priced \$800,000 and above between 08/01/2019 – 07/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.*

**LONG REALTY COMPANY** 49.7%

Russ Lyon Sotheby's International Realty 8.2%

Tierra Antigua Realty 8.2%

Coldwell Banker Residential Brokerage 5.3%

Realty Executives Tucson Elite 4.3%

Excelsior Real Estate 2.6%



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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
		Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20			
\$800,000 - \$899,999	61	12	13	7	8	13	16	3.8	4.9	Slightly Seller
\$900,000 - \$999,999	33	3	12	4	4	10	11	3.0	4.4	Slightly Seller
\$1,000,000 - \$1,249,999	20	6	9	0	4	8	6	3.3	3.9	Seller
\$1,250,000 - \$1,499,999	23	2	2	3	1	5	4	5.8	7.8	Slightly Buyer
\$1,500,000 - \$1,749,999	13	0	1	1	1	0	2	6.5	14.0	Buyer
\$1,750,000 - \$1,999,999	14	0	0	1	1	2	0	n/a	12.0	Buyer
\$2,000,000 - and over	41	0	1	1	0	0	4	10.3	29.5	Buyer
<b>TOTAL</b>	<b>205</b>	<b>23</b>	<b>38</b>	<b>17</b>	<b>19</b>	<b>38</b>	<b>43</b>	<b>4.8</b>	<b>6.3</b>	<b>Balanced</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 08/05/2020 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 05/01/2020-07/31/2020. Information is believed to be reliable, but not guaranteed.