

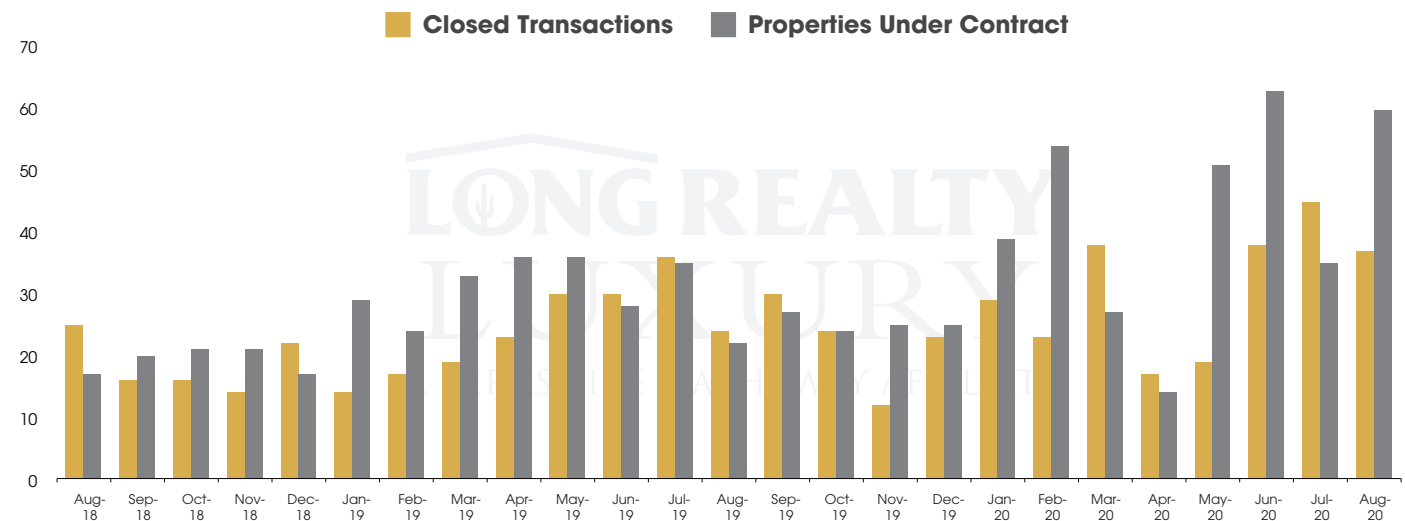
# THE LUXURY HOUSING REPORT

TUCSON | SEPTEMBER 2020

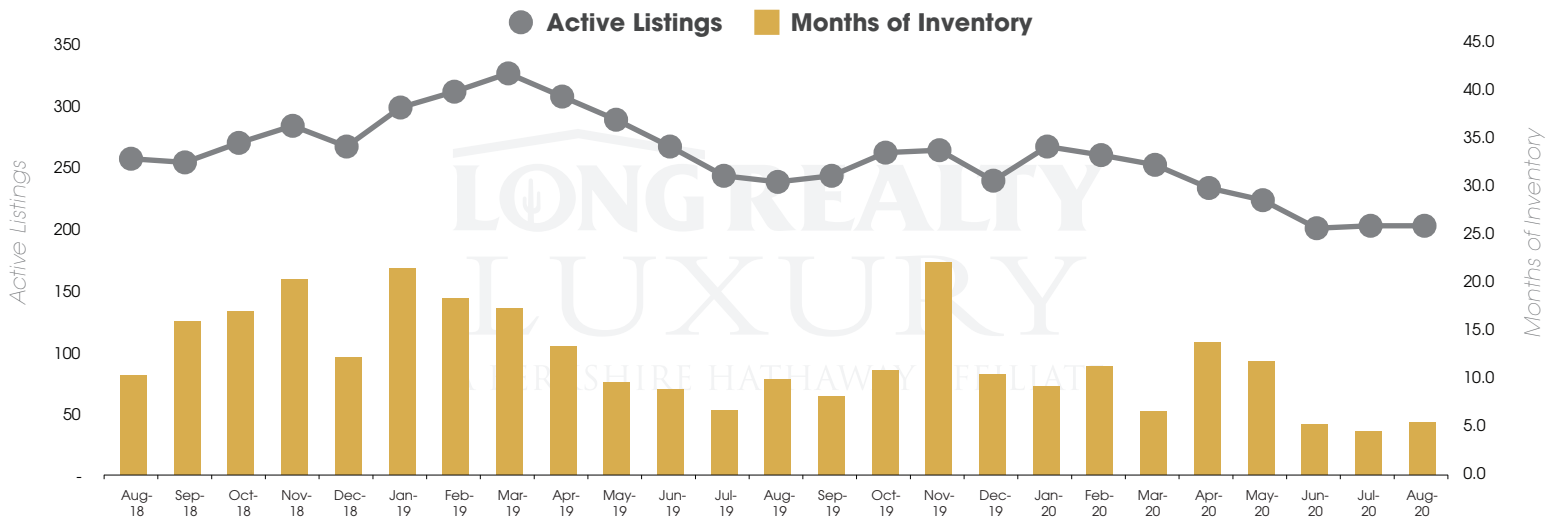
**LONG REALTY**  
**LUXURY**  
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, August 2020 active inventory was 205, a 15% decrease from August 2019. There were 37 closings in August 2020, a 54% increase from August 2019. Year-to-date 2020 there were 246 closings, a 27% increase from year-to-date 2019. Months of Inventory was 5.5, up from 10.0 in August 2019. Median price of sold homes was \$1,174,000 for the month of August 2020, up 32% from August 2019. The Tucson Luxury area had 60 new properties under contract in August 2020, up 173% from August 2019.

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



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



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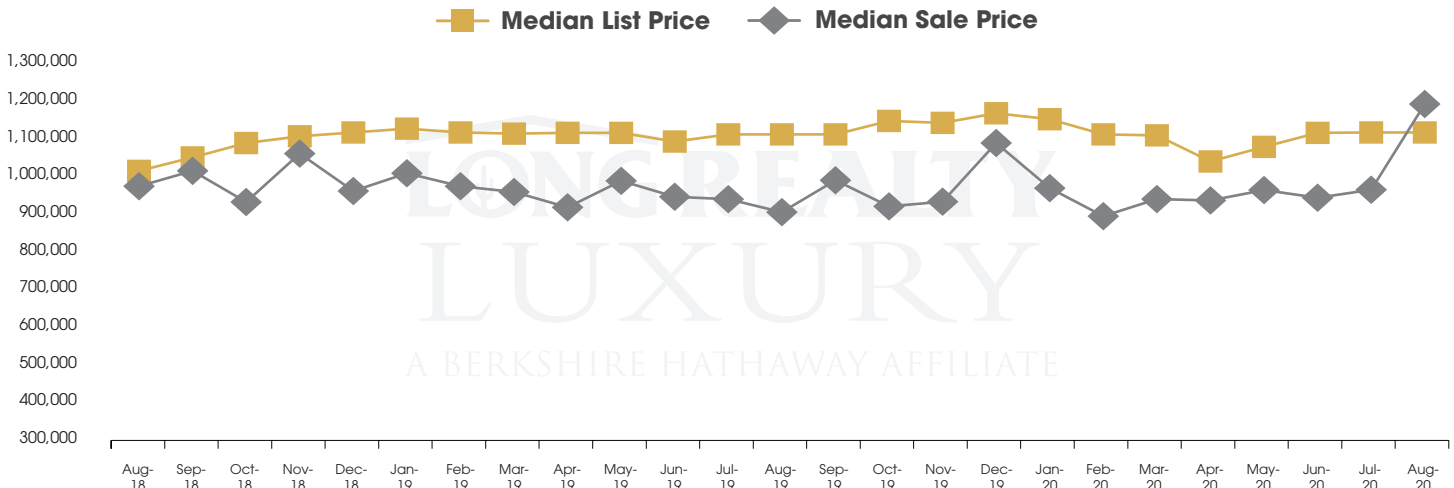
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above. All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

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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 09/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume priced \$800,000 and above between 09/01/2019 – 08/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.*

**LONG REALTY COMPANY 49.6%**

Russ Lyon Sotheby's International Realty 10.4%

Tierra Antigua Realty 8.3%

Coldwell Banker Residential Brokerage 4.2%

Realty Executives Tucson Elite 3.4%

Keller Williams Southern Arizona 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
		Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20			
\$800,000 - \$899,999	53	13	7	8	13	17	9	5.9	4.3	Slightly Seller
\$900,000 - \$999,999	34	12	4	4	10	12	1	34.0	4.4	Slightly Seller
\$1,000,000 - \$1,249,999	24	9	0	4	8	6	11	2.2	2.7	Seller
\$1,250,000 - \$1,499,999	22	2	3	1	5	4	7	3.1	4.6	Slightly Seller
\$1,500,000 - \$1,749,999	17	1	1	1	0	2	3	5.7	8.6	Buyer
\$1,750,000 - \$1,999,999	12	0	1	1	2	0	1	12.0	12.3	Buyer
\$2,000,000 - and over	43	1	1	0	0	4	5	8.6	13.6	Buyer
<b>TOTAL</b>	<b>205</b>	<b>38</b>	<b>17</b>	<b>19</b>	<b>38</b>	<b>45</b>	<b>37</b>	<b>5.5</b>	<b>5.1</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 09/03/2020 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 06/01/2020-08/31/2020. Information is believed to be reliable, but not guaranteed.