THE LUXURY HOUSING REPORT

LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

TUCSON | NOVEMBER 2020

In the Tucson Luxury market, October 2020 active inventory was 218, an 18% decrease from October 2019. There were 44 closings in October 2020, an 83% increase from October 2019. Year-to-date 2020 there were 337 closings, a 36% increase from year-to-date 2019. Months of Inventory was 5.0, up from 11.0 in October 2019. Median price of sold homes was $933,239 for the month of October 2020, up 2% from October 2019. The Tucson Luxury area had 60 new properties under contract in October 2020, up 150% from October 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT Tucson Luxury
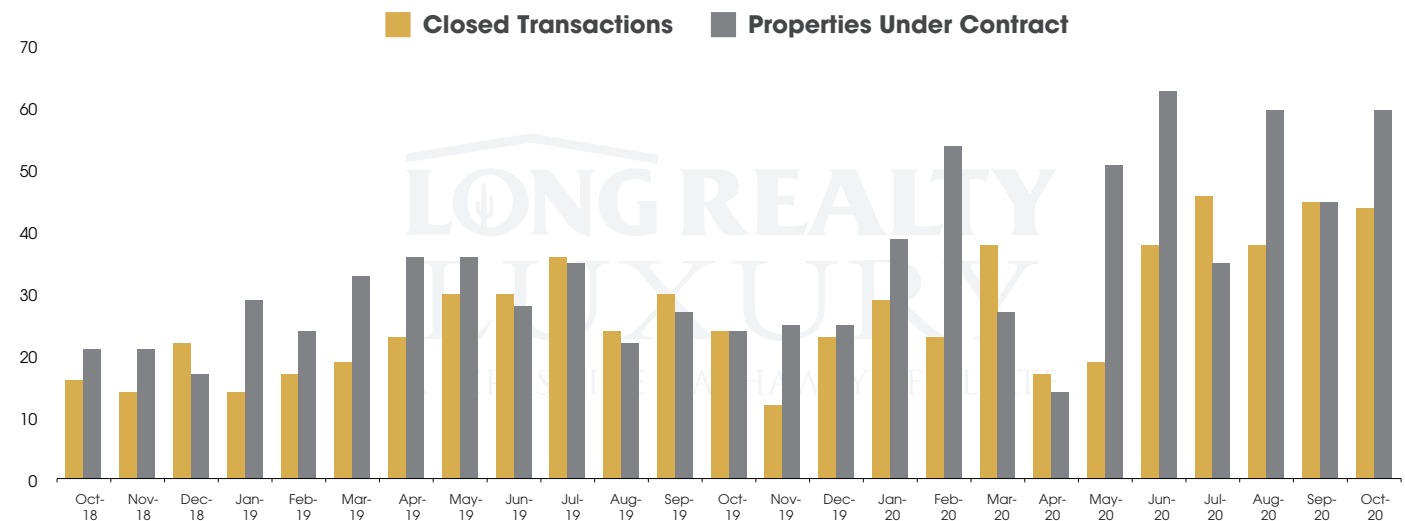
ACTIVE LISTINGS AND MONTHS OF INVENTORY Tucson Luxury
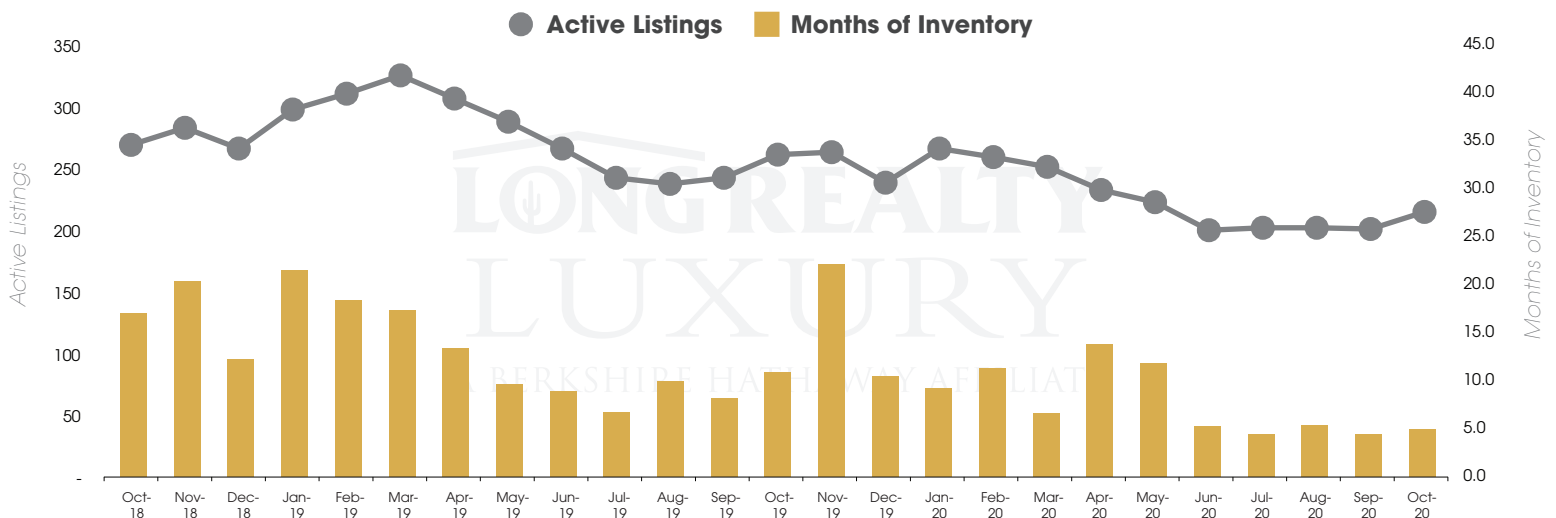
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Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced $800,000 and above. All data obtained 11/06/2020 is believed to be reliable, but not guaranteed.

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE Tucson Luxury

■ Median List Price ◆ Median Sale Price
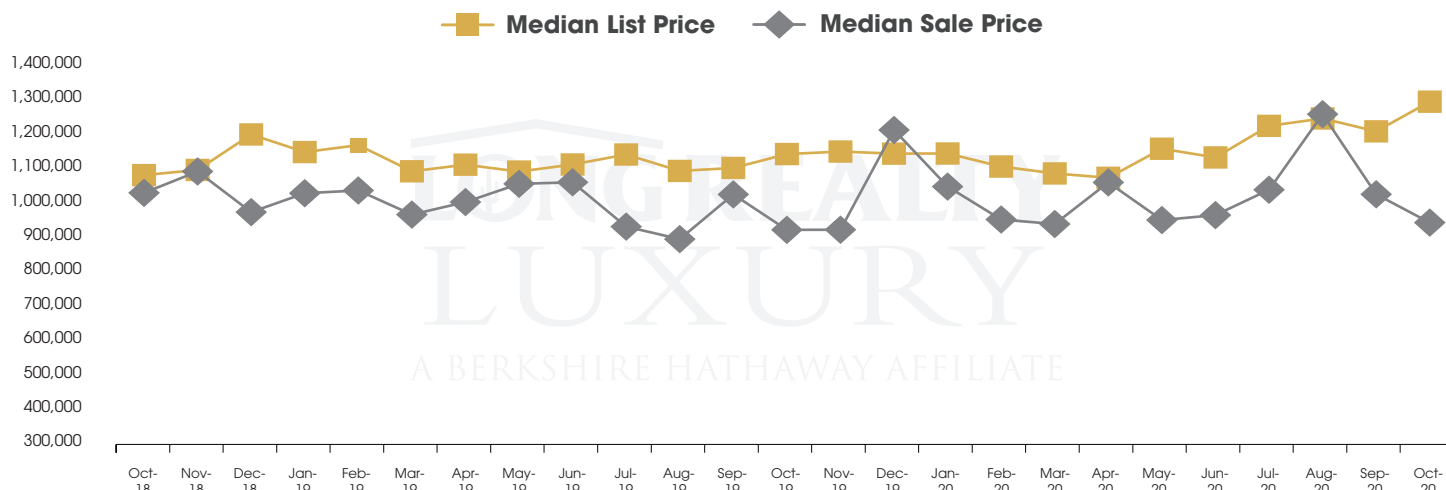
MARKET SHARE
Tucson Luxury

Long Realty leads the market in successful real estate sales.

Data Obtained 11/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume priced $800,000 and above between 11/01/2019 – 10/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.
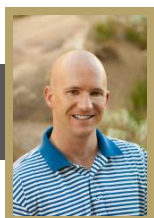
LONG REALTY COMPANY	**49.0%**
Russ Lyon Sotheby's International Realty	10.3%
Tierra Antigua Realty	9.1%
Coldwell Banker Residential Brokerage	4.2%
Keller Williams Southern Arizona	2.9%
Realty Executives Arizona Territory	2.9%

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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
		May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20			
$800,000 - $899,999	50	8	13	17	10	20	21	2.4	3.1	**Seller**
$900,000 - $999,999	33	4	10	12	1	6	6	5.5	8.0	**Slightly Buyer**
$1,000,000 - $1,249,999	27	4	8	7	11	6	4	6.8	3.4	**Seller**
$1,250,000 - $1,499,999	29	1	5	4	7	8	5	5.8	3.7	**Seller**
$1,500,000 - $1,749,999	17	1	0	2	3	1	4	4.3	6.4	**Balanced**
$1,750,000 - $1,999,999	19	1	2	0	1	3	2	9.5	7.5	**Slightly Buyer**
$2,000,000 - and over	43	0	0	4	5	1	2	21.5	15.6	**Buyer**
TOTAL	**218**	**19**	**38**	**46**	**38**	**45**	**44**	**5.0**	**4.9**	**Slightly Seller**

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 TrendGraphix software on 11/06/2020 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 08/01/2020-10/31/2020. Information is believed to be reliable, but not guaranteed.