

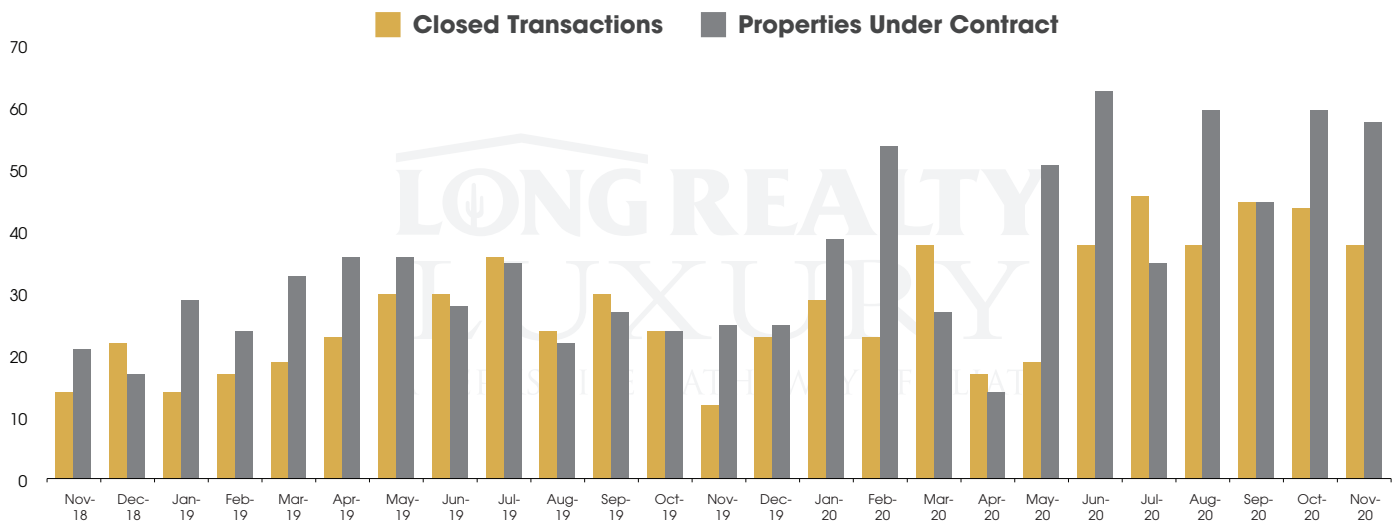
# THE LUXURY HOUSING REPORT

TUCSON | DECEMBER 2020

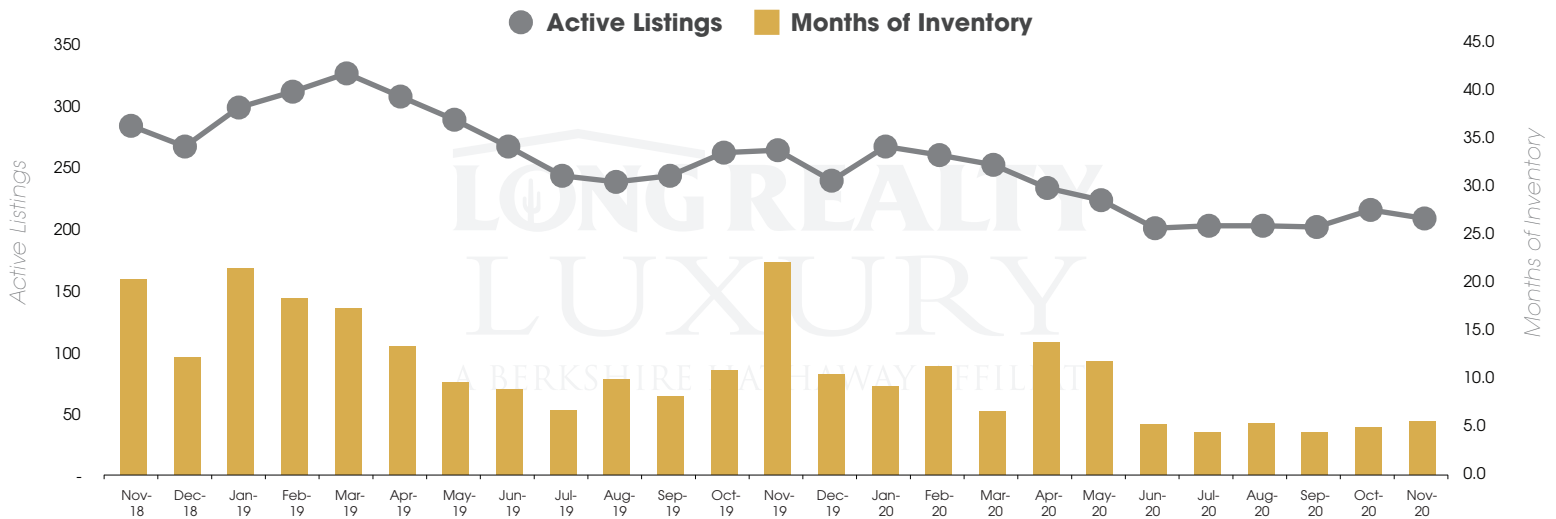
**LONG REALTY**  
**LUXURY**  
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, November 2020 active inventory was 211, a 21% decrease from November 2019. There were 38 closings in November 2020, a 217% increase from November 2019. Year-to-date 2020 there were 375 closings, a 45% increase from year-to-date 2019. Months of Inventory was 5.6, up from 22.3 in November 2019. Median price of sold homes was \$1,015,078 for the month of November 2020, up 11% from November 2019. The Tucson Luxury area had 58 new properties under contract in November 2020, up 132% from November 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT Tucson Luxury



## ACTIVE LISTINGS AND MONTHS OF INVENTORY Tucson Luxury



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

Long Realty Company

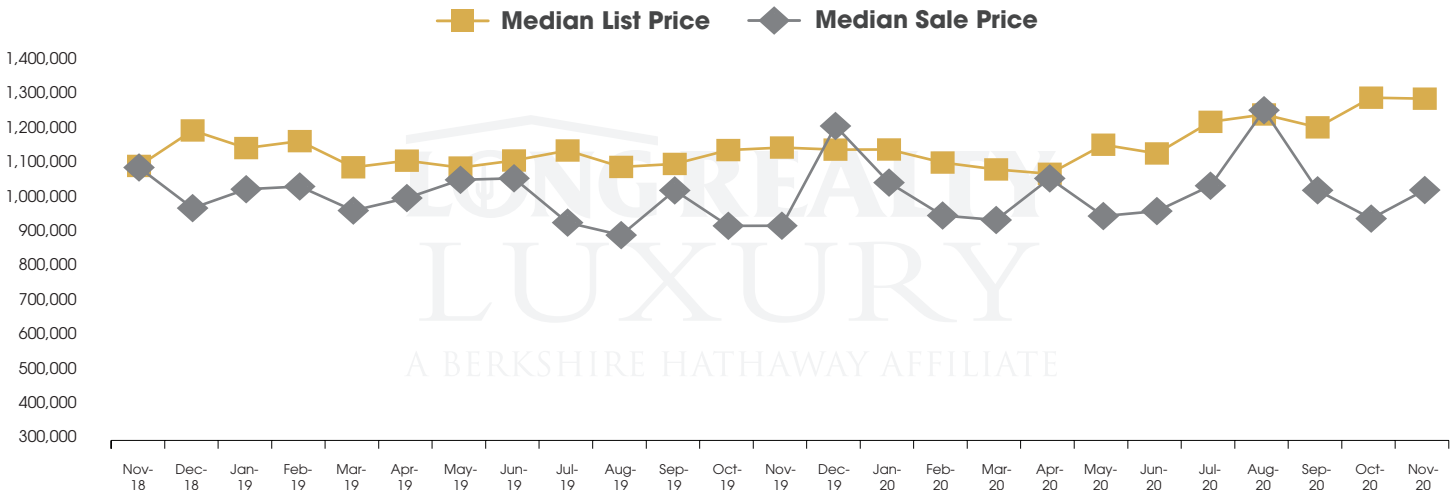
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above. All data obtained 12/07/2020 is believed to be reliable, but not guaranteed.

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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 12/07/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume priced \$800,000 and above between 12/01/2019 – 11/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

**LONG REALTY COMPANY 49.1%**

Russ Lyon Sotheby's International Realty 10.6%

Tierra Antigua Realty 8.8%

Coldwell Banker Residential Brokerage 4.1%

Realty Executives Arizona Territory 3.3%

Keller Williams Southern Arizona 2.8%



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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
		Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20			
\$800,000 - \$899,999	46	13	17	10	20	21	17	2.7	2.6	<b>Seller</b>
\$900,000 - \$999,999	39	10	12	1	6	6	3	13.0	7.3	<b>Slightly Buyer</b>
\$1,000,000 - \$1,249,999	22	8	7	11	6	4	10	2.2	3.5	<b>Seller</b>
\$1,250,000 - \$1,499,999	26	5	4	7	8	5	5	5.2	4.3	<b>Slightly Seller</b>
\$1,500,000 - \$1,749,999	15	0	2	3	1	4	3	5.0	6.1	<b>Balanced</b>
\$1,750,000 - \$1,999,999	16	2	0	1	3	2	0	n/a	9.8	<b>Buyer</b>
\$2,000,000 - and over	47	0	4	5	1	2	0	n/a	43.0	<b>Buyer</b>
<b>TOTAL</b>	<b>211</b>	<b>38</b>	<b>46</b>	<b>38</b>	<b>45</b>	<b>44</b>	<b>38</b>	<b>5.6</b>	<b>5.0</b>	<b>Slightly Seller</b>

				
<b>Seller's Market</b>	<b>Slight Seller's Market</b>	<b>Balanced Market</b>	<b>Slight Buyer's Market</b>	<b>Buyer's Market</b>



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 12/07/2020 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 09/01/2020-11/30/2020. Information is believed to be reliable, but not guaranteed.