

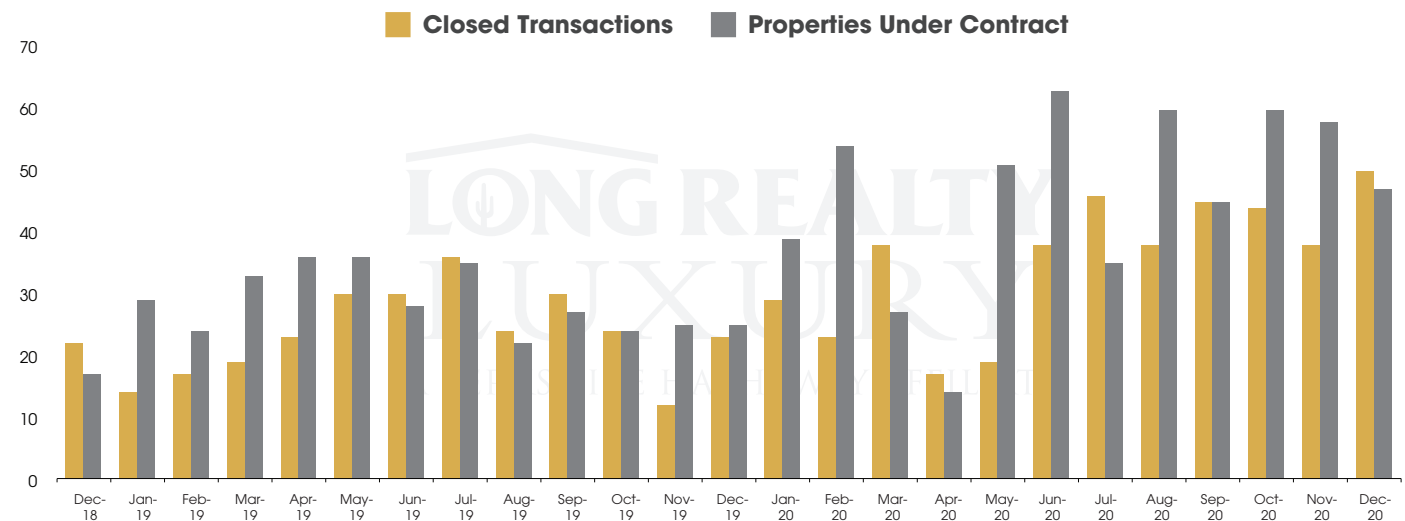
# THE LUXURY HOUSING REPORT

TUCSON | JANUARY 2021

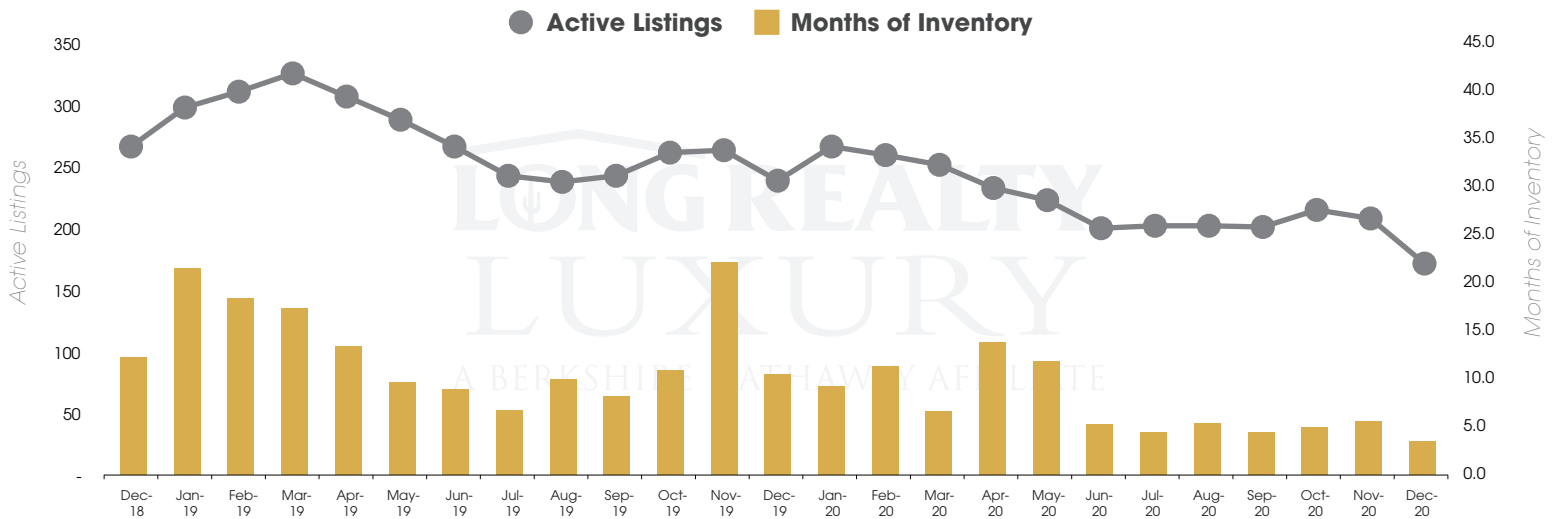
**LONG REALTY**  
**LUXURY**  
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, December 2020 active inventory was 174, a 28% decrease from December 2019. There were 50 closings in December 2020, a 117% increase from December 2019. Year-to-date 2020 there were 425 closings, a 51% increase from year-to-date 2019. Months of Inventory was 3.5, up from 10.5 in December 2019. Median price of sold homes was \$1,078,194 for the month of December 2020, down 10% from December 2019. The Tucson Luxury area had 47 new properties under contract in December 2020, up 88% from December 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT Tucson Luxury



## ACTIVE LISTINGS AND MONTHS OF INVENTORY Tucson Luxury



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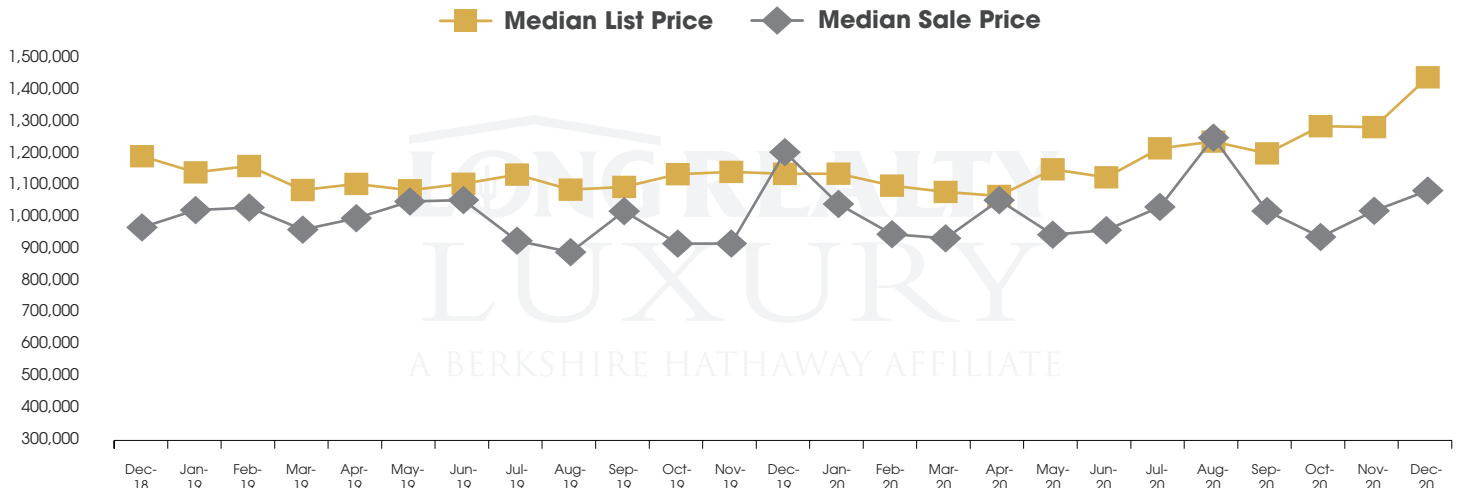
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above. All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

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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 01/08/2021 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 48.2%**

Russ Lyon Sotheby's International Realty 10.5%

Tierra Antigua Realty 9.2%

Coldwell Banker Residential Brokerage 4.2%

Realty Executives Arizona Territory 3.6%

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
		Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20			
\$800,000 - \$899,999	36	17	10	20	21	17	16	2.3	2.4	<b>Seller</b>
\$900,000 - \$999,999	24	12	1	6	6	3	8	3.0	5.6	<b>Balanced</b>
\$1,000,000 - \$1,249,999	20	7	11	6	4	10	11	1.8	2.8	<b>Seller</b>
\$1,250,000 - \$1,499,999	24	4	7	8	5	5	2	12.0	6.6	<b>Slightly Buyer</b>
\$1,500,000 - \$1,749,999	13	2	3	1	4	3	7	1.9	3.2	<b>Seller</b>
\$1,750,000 - \$1,999,999	13	0	1	3	2	0	2	6.5	12.0	<b>Buyer</b>
\$2,000,000 - and over	44	4	5	1	2	0	4	11.0	22.3	<b>Buyer</b>
<b>TOTAL</b>	<b>174</b>	<b>46</b>	<b>38</b>	<b>45</b>	<b>44</b>	<b>38</b>	<b>50</b>	<b>3.5</b>	<b>4.6</b>	<b>Slightly Seller</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 TrendGraphix software on 01/08/2021 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 10/01/2020-12/31/2020. Information is believed to be reliable, but not guaranteed.