

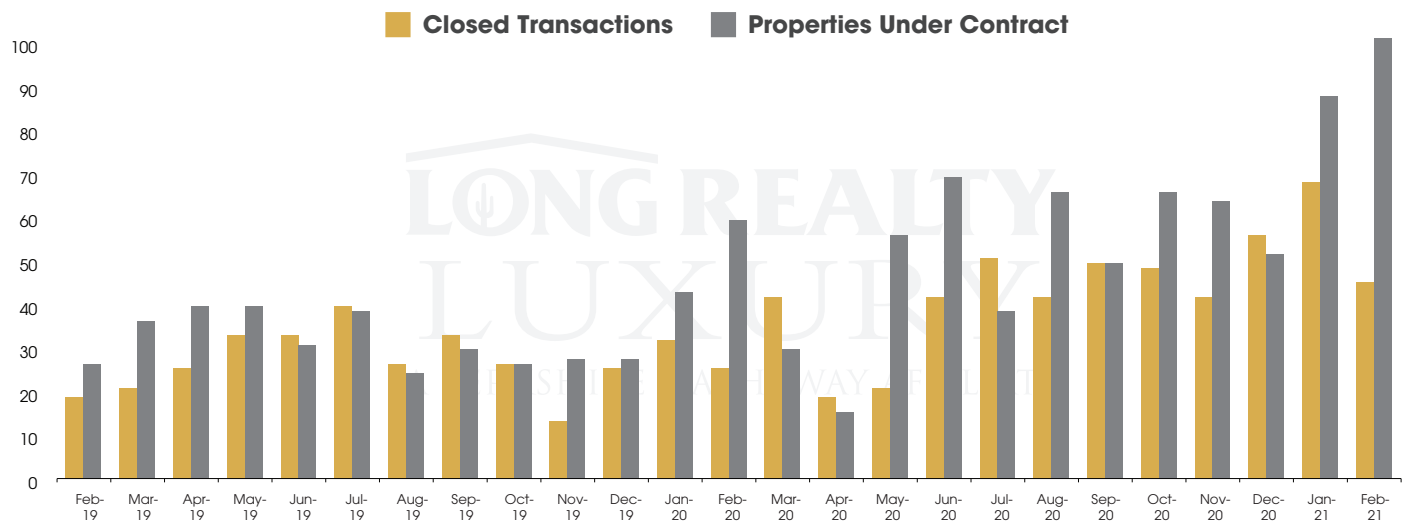
THE LUXURY HOUSING REPORT

TUCSON | MARCH 2021

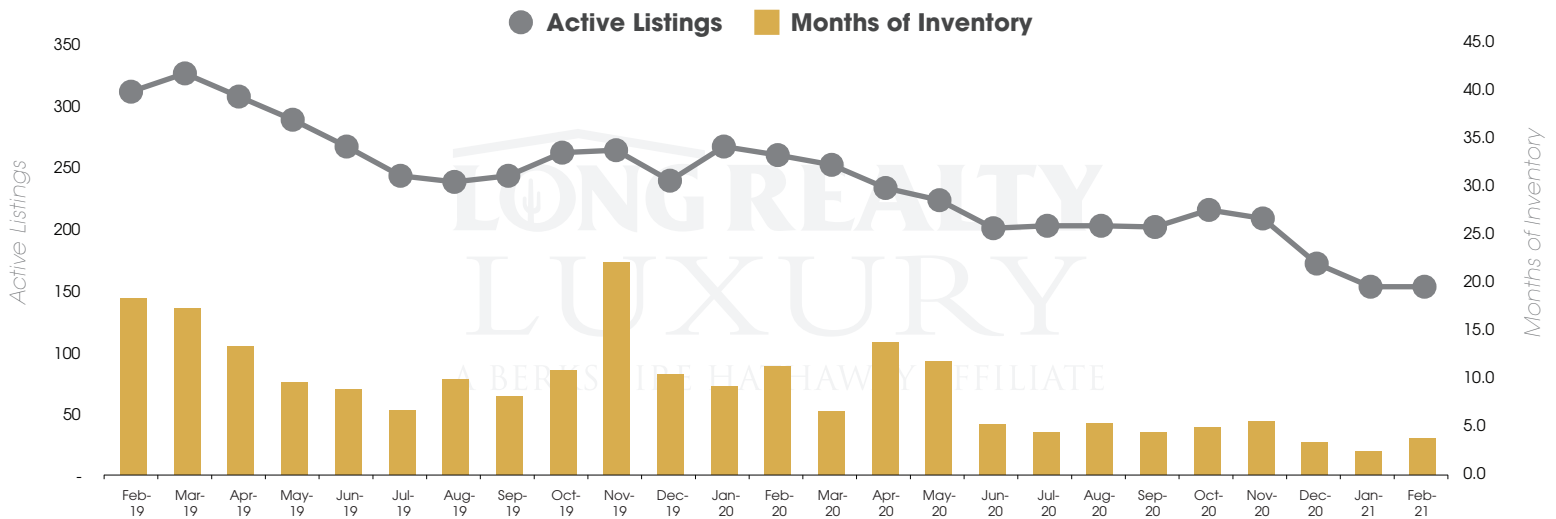
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, February 2021 active inventory was 155, a 41% decrease from February 2020. There were 41 closings in February 2021, a 78% increase from February 2020. Year-to-date 2021 there were 103 closings, a 98% increase from year-to-date 2020. Months of Inventory was 3.8, up from 11.4 in February 2020. Median price of sold homes was \$1,035,707 for the month of February 2021, up 10% from February 2020. The Tucson Luxury area had 92 new properties under contract in February 2021, up 70% from February 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT Tucson Luxury



ACTIVE LISTINGS AND MONTHS OF INVENTORY Tucson Luxury



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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 03/05/2021 is believed to be reliable, but not guaranteed.

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MEDIAN
SOLD PRICE
Tucson Luxury

**On average, homes
sold this % of
original list price.**

Feb 2020	Feb 2021
92.3%	94.7%



MARKET SHARE
Tucson Luxury

**Long Realty leads the
market in successful
real estate sales.**

*Data Obtained 03/05/2021
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 46.3%

Russ Lyon Sotheby's International Realty 9.9%

Tierra Antigua Realty 9.0%

Coldwell Banker Residential Brokerage 4.7%

Keller Williams Southern Arizona 4.0%

Realty Executives Arizona Territory 3.8%



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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
		Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21			
\$800,000 - \$899,999	20	20	21	17	16	21	13	1.5	1.7	Seller
\$900,000 - \$999,999	24	6	6	3	9	13	7	3.4	2.4	Seller
\$1,000,000 - \$1,249,999	17	6	4	10	11	14	9	1.9	1.5	Seller
\$1,250,000 - \$1,499,999	22	8	5	5	2	8	5	4.4	4.3	Slightly Seller
\$1,500,000 - \$1,749,999	13	1	4	3	7	3	1	13.0	3.6	Seller
\$1,750,000 - \$1,999,999	16	3	2	0	2	1	3	5.3	7.2	Slightly Buyer
\$2,000,000 - and over	43	1	2	0	4	2	3	14.3	14.7	Buyer
TOTAL	155	45	44	38	51	62	41	3.8	3.1	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 03/05/2021 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 12/01/2020-02/28/2021. Information is believed to be reliable, but not guaranteed.