

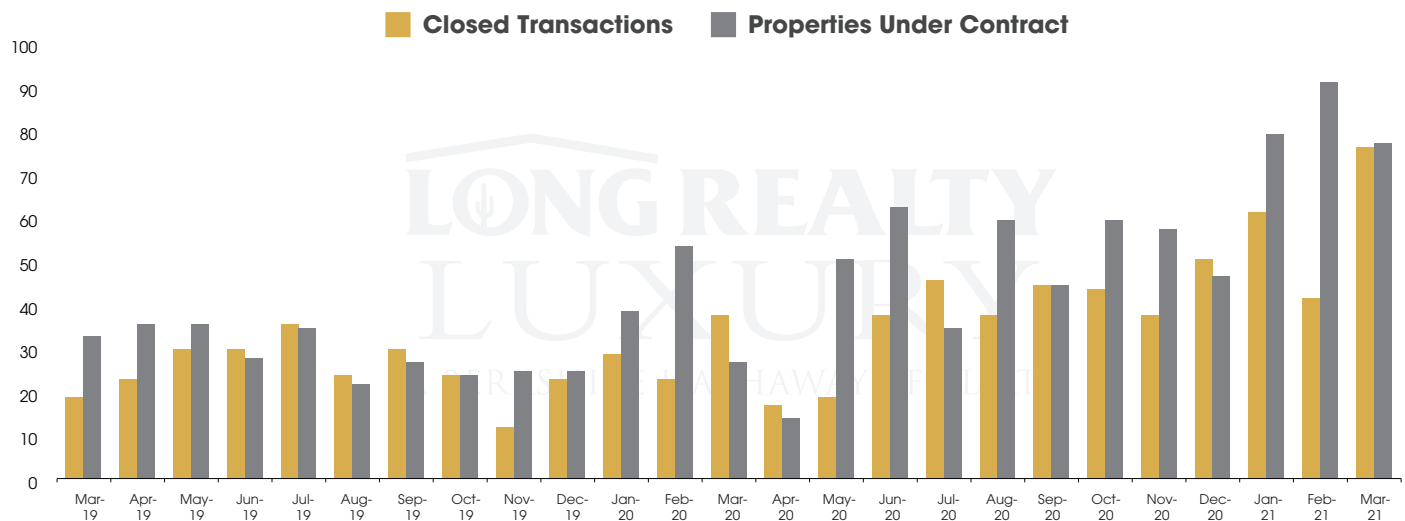
# THE LUXURY HOUSING REPORT

TUCSON | APRIL 2021

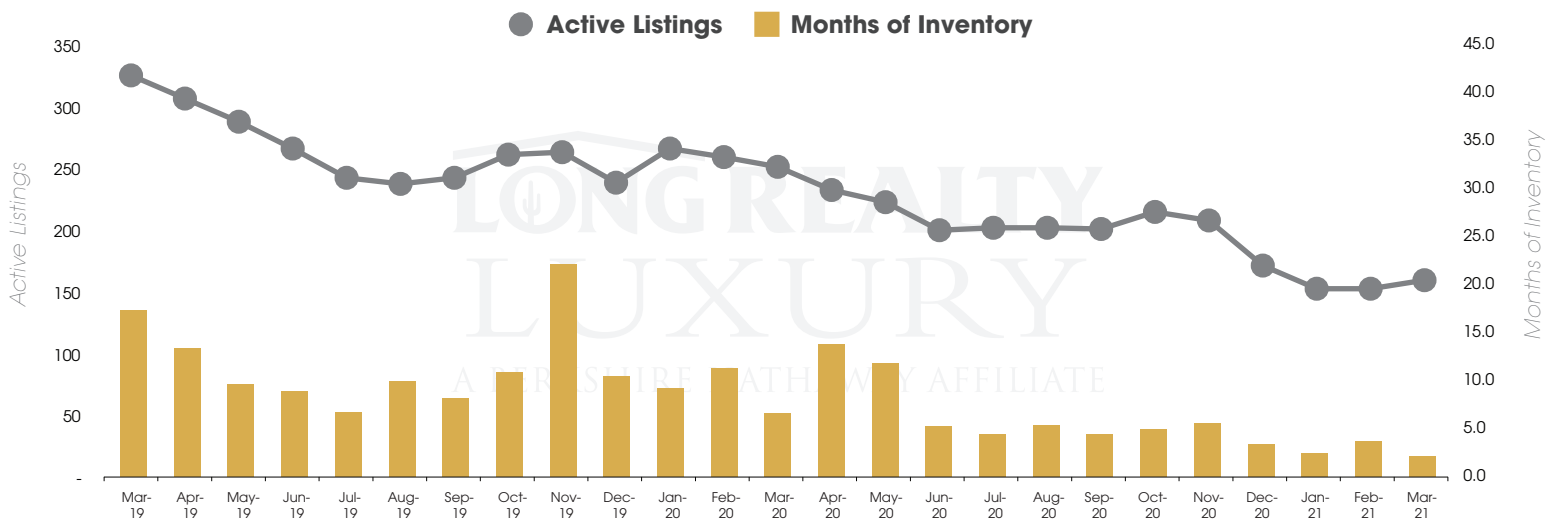
**LONG REALTY**  
**LUXURY**  
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, March 2021 active inventory was 162, a 36% decrease from March 2020. There were 77 closings in March 2021, a 103% increase from March 2020. Year-to-date 2021 there were 181 closings, a 101% increase from year-to-date 2020. Months of Inventory was 2.1, down from 6.7 in March 2020. Median price of sold homes was \$1,039,714 for the month of March 2021, up 12% from March 2020. The Tucson Luxury area had 78 new properties under contract in March 2021, up 189% from March 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 04/06/2021 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.**

Mar 2020	Mar 2021
<b>97.0%</b>	<b>97.4%</b>



MARKET SHARE  
Tucson Luxury

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

*Data Obtained 04/06/2021  
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 45.2%**

Russ Lyon Sotheby's International Realty 10.0%

Tierra Antigua Realty 8.8%

Coldwell Banker Residential Brokerage 5.3%

Realty Executives Arizona Territory 4.1%

Keller Williams Southern Arizona 3.9%



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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
		Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21			
\$800,000 - \$899,999	19	21	17	16	21	13	25	0.8	1.2	Seller
\$900,000 - \$999,999	27	6	3	9	13	7	12	2.3	2.3	Seller
\$1,000,000 - \$1,249,999	21	4	10	11	14	9	13	1.6	1.4	Seller
\$1,250,000 - \$1,499,999	17	5	5	2	8	6	8	2.1	2.6	Seller
\$1,500,000 - \$1,749,999	16	4	3	7	3	1	3	5.3	6.1	Balanced
\$1,750,000 - \$1,999,999	16	2	0	2	1	3	7	2.3	4.2	Slightly Seller
\$2,000,000 - and over	46	2	0	4	2	3	9	5.1	9.6	Slightly Buyer
<b>TOTAL</b>	<b>162</b>	<b>44</b>	<b>38</b>	<b>51</b>	<b>62</b>	<b>42</b>	<b>77</b>	<b>2.1</b>	<b>2.6</b>	<b>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 04/06/2021 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 01/01/2021-03/31/2021. Information is believed to be reliable, but not guaranteed.