

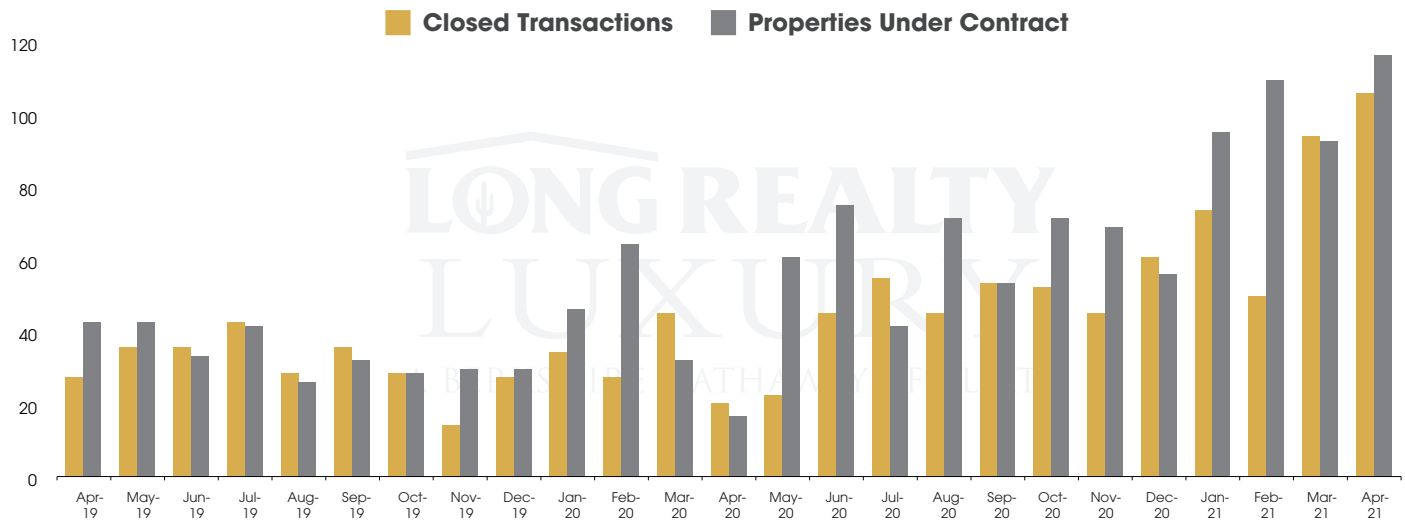
THE LUXURY HOUSING REPORT

TUCSON | MAY 2021

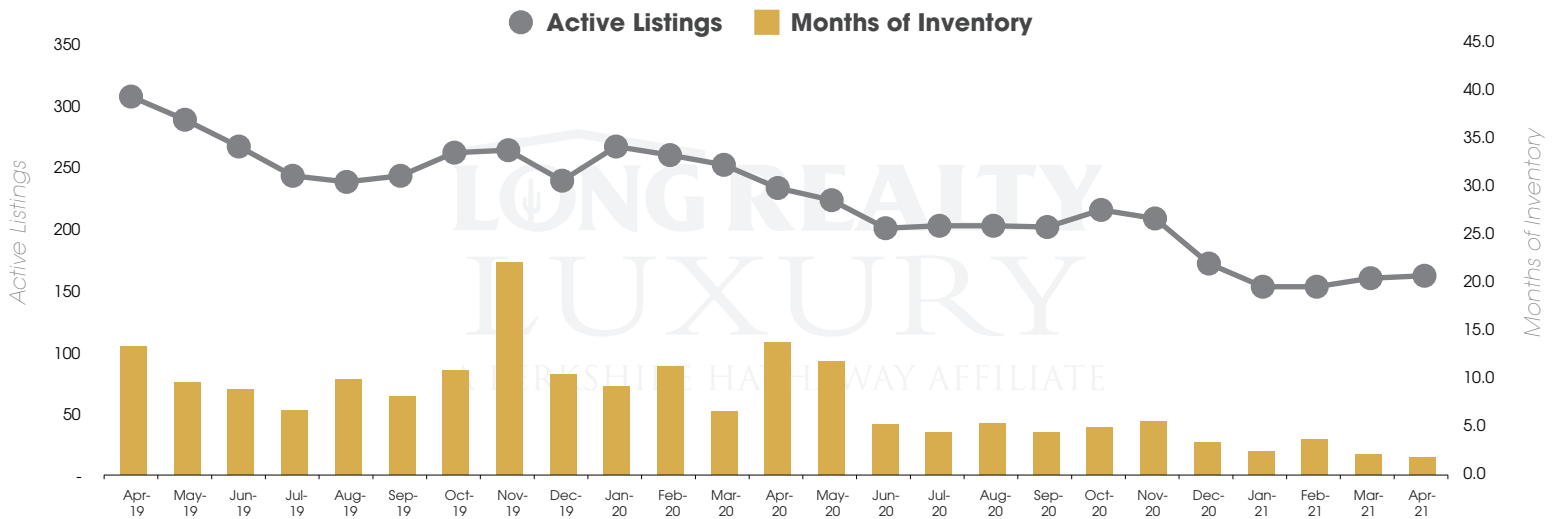
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, April 2021 active inventory was 164, a 31% decrease from April 2020. There were 89 closings in April 2021, a 424% increase from April 2020. Year-to-date 2021 there were 272 closings, a 154% increase from year-to-date 2020. Months of Inventory was 1.8, down from 13.9 in April 2020. Median price of sold homes was \$1,059,061 for the month of April 2021, up 1% from April 2020. The Tucson Luxury area had 98 new properties under contract in April 2021, up 600% from April 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 05/06/2021 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.**

Apr 2020	Apr 2021
96.8%	97.0%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 05/06/2021
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 05/01/2020
– 04/30/2021 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 44.7%

Russ Lyon Sotheby's International Realty 9.7%

Tierra Antigua Realty 9.7%

Coldwell Banker Residential Brokerage 5.0%

Realty Executives Arizona Territory 4.4%

Keller Williams Southern Arizona 4.2%



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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
		Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21			
\$800,000 - \$899,999	29	17	16	21	13	25	32	0.9	1.0	Seller
\$900,000 - \$999,999	21	3	9	13	7	12	10	2.1	2.5	Seller
\$1,000,000 - \$1,249,999	19	10	11	14	9	13	16	1.2	1.5	Seller
\$1,250,000 - \$1,499,999	18	5	2	8	6	9	13	1.4	2.0	Seller
\$1,500,000 - \$1,749,999	20	3	7	3	1	4	10	2.0	3.3	Seller
\$1,750,000 - \$1,999,999	11	0	2	1	3	7	3	3.7	3.3	Seller
\$2,000,000 - and over	46	0	4	2	3	9	5	9.2	7.9	Slightly Buyer
TOTAL	164	38	51	62	42	79	89	1.8	2.3	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 05/06/2021 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 02/01/2021-04/30/2021. Information is believed to be reliable, but not guaranteed.