

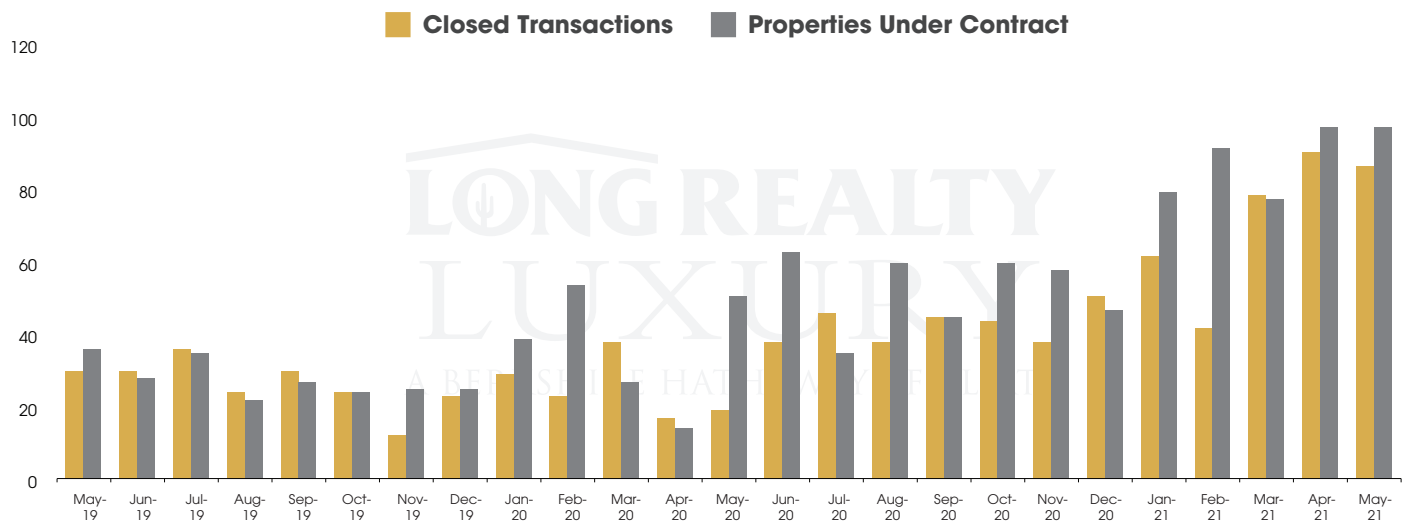
# THE LUXURY HOUSING REPORT

TUCSON | JUNE 2021

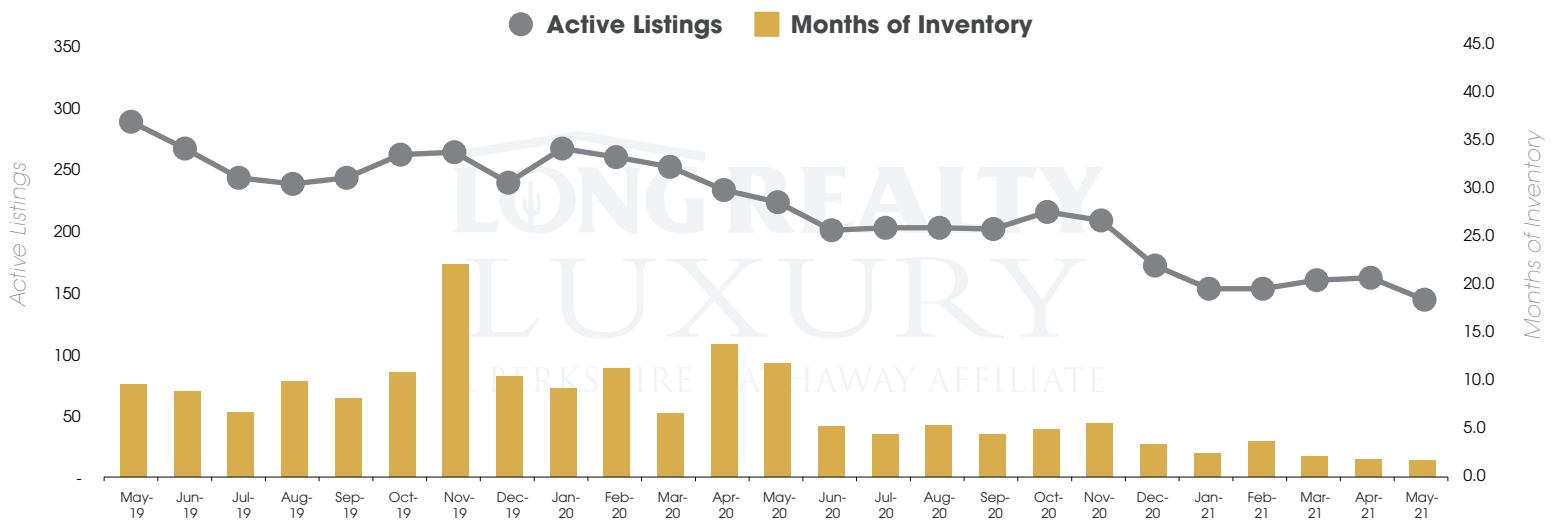
**LONG REALTY**  
**LUXURY**  
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, May 2021 active inventory was 146, a 35% decrease from May 2020. There were 87 closings in May 2021, a 358% increase from May 2020. Year-to-date 2021 there were 361 closings, a 187% increase from year-to-date 2020. Months of Inventory was 1.7, down from 11.9 in May 2020. Median price of sold homes was \$1,029,954 for the month of May 2021, up 10% from May 2020. The Tucson Luxury area had 98 new properties under contract in May 2021, up 92% from May 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 06/07/2021 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.**

May 2020	May 2021
<b>90.3%</b>	<b>96.7%</b>



MARKET SHARE  
Tucson Luxury

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

*Data Obtained 06/07/2021  
from MLSSAZ using  
TrendGraphix software for  
all closed residential sales  
volume priced \$800,000 and  
above between 06/01/2020  
– 05/31/2021 rounded to the  
nearest tenth of one percent  
and deemed to be correct.*

**LONG REALTY COMPANY 44.7%**

Russ Lyon Sotheby's International Realty 10.0%

Tierra Antigua Realty 9.2%

Coldwell Banker Residential Brokerage 5.2%

Realty Executives Arizona Territory 4.3%

Keller Williams Southern Arizona 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
		Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21			
\$800,000 - \$899,999	30	16	21	13	25	33	23	1.3	1.0	Seller
\$900,000 - \$999,999	13	9	13	7	12	11	19	0.7	1.5	Seller
\$1,000,000 - \$1,249,999	19	11	14	9	13	16	16	1.2	1.3	Seller
\$1,250,000 - \$1,499,999	23	2	8	6	9	13	11	2.1	1.8	Seller
\$1,500,000 - \$1,749,999	13	7	3	1	4	10	5	2.6	2.6	Seller
\$1,750,000 - \$1,999,999	8	2	1	3	7	3	3	2.7	2.7	Seller
\$2,000,000 - and over	40	4	2	3	9	5	10	4.0	5.5	Balanced
<b>TOTAL</b>	<b>146</b>	<b>51</b>	<b>62</b>	<b>42</b>	<b>79</b>	<b>91</b>	<b>87</b>	<b>1.7</b>	<b>1.8</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 06/07/2021 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 03/01/2021-05/31/2021. Information is believed to be reliable, but not guaranteed.