

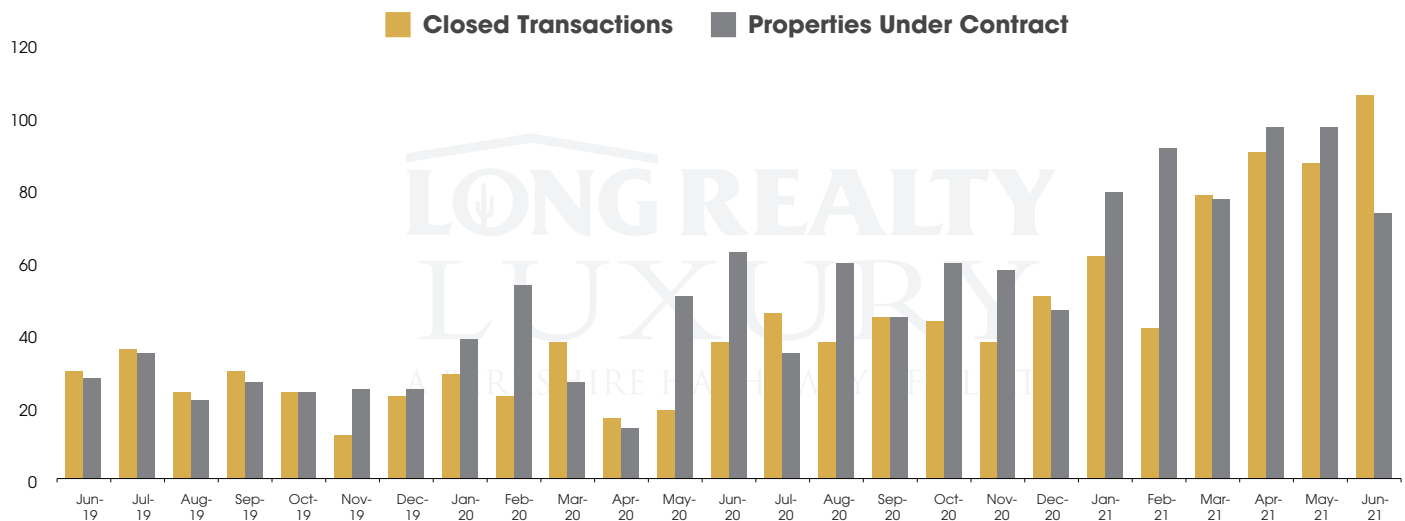
THE LUXURY HOUSING REPORT

TUCSON | JULY 2021

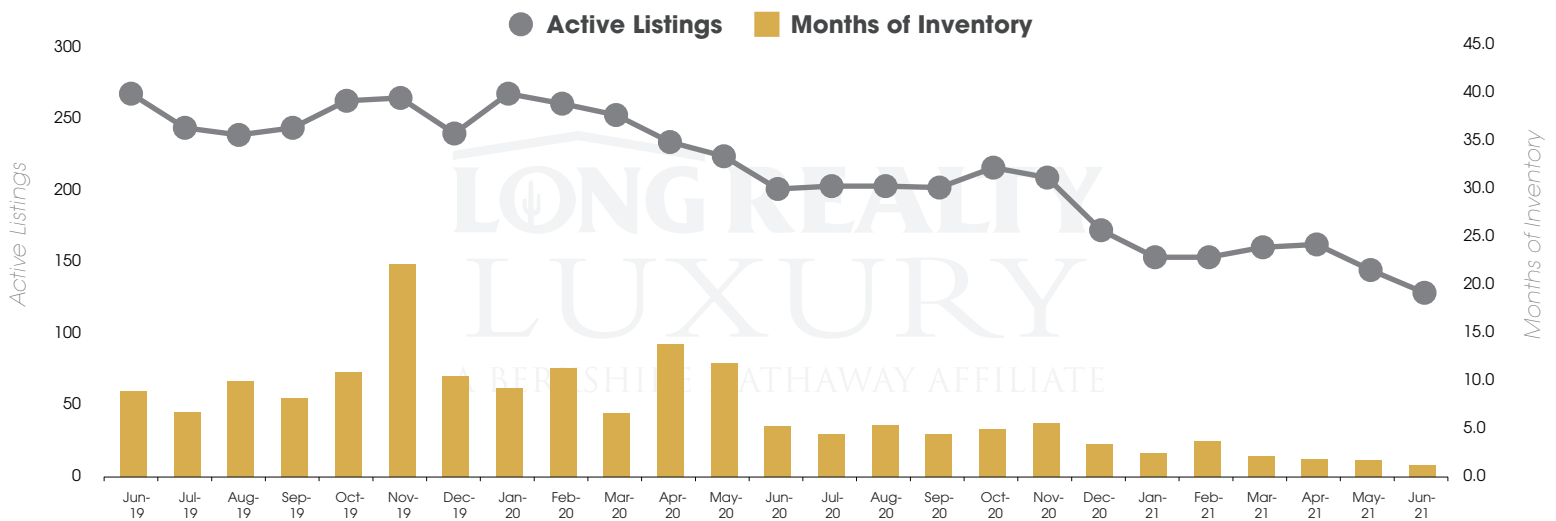
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, June 2021 active inventory was 130, a 36% decrease from June 2020. There were 107 closings in June 2021, a 182% increase from June 2020. Year-to-date 2021 there were 469 closings, a 186% increase from year-to-date 2020. Months of Inventory was 1.2, down from 5.3 in June 2020. Median price of sold homes was \$984,014 for the month of June 2021, up 3% from June 2020. The Tucson Luxury area had 74 new properties under contract in June 2021, up 17% from June 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 07/07/2021 is believed to be reliable, but not guaranteed.

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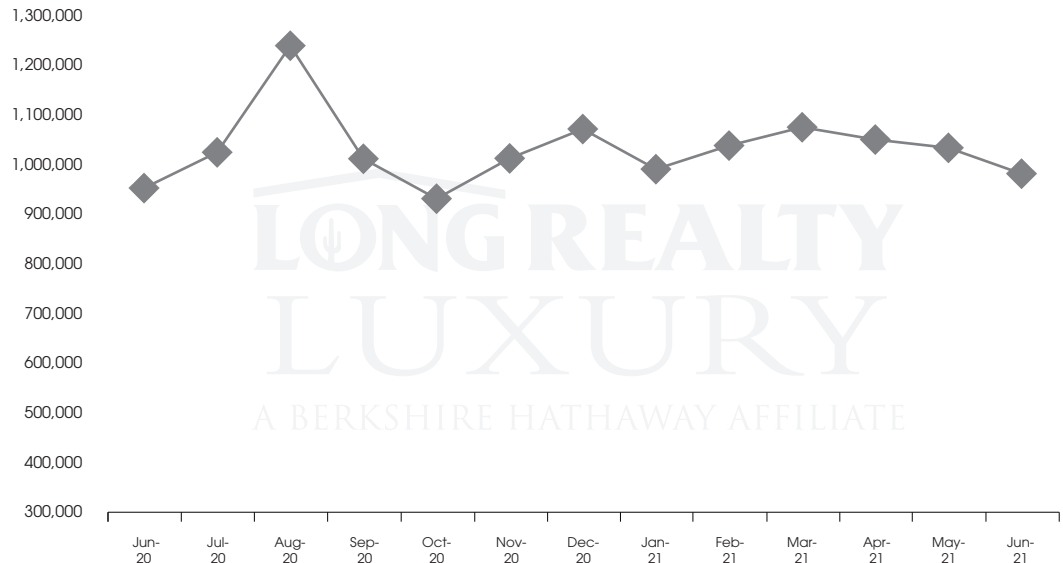
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MEDIAN
SOLD PRICE
Tucson Luxury

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

Jun 2020	Jun 2021
93.8%	97.9%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 07/07/2021
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 07/01/2020
– 06/30/2021 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 42.9%

Russ Lyon Sotheby's International Realty 10.1%

Tierra Antigua Realty 9.3%

Coldwell Banker Residential Brokerage 5.4%

Realty Executives Arizona Territory 4.6%

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
		Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21			
\$800,000 - \$899,999	24	21	13	25	33	23	35	0.7	0.9	Seller
\$900,000 - \$999,999	17	13	7	12	11	19	27	0.6	0.9	Seller
\$1,000,000 - \$1,249,999	16	14	9	13	16	16	18	0.9	1.1	Seller
\$1,250,000 - \$1,499,999	20	8	6	9	13	11	12	1.7	1.7	Seller
\$1,500,000 - \$1,749,999	11	3	1	4	10	6	2	5.5	2.4	Seller
\$1,750,000 - \$1,999,999	9	1	3	7	3	3	3	3.0	3.1	Seller
\$2,000,000 - and over	33	2	3	9	5	10	10	3.3	4.8	Slightly Seller
TOTAL	130	62	42	79	91	88	107	1.2	1.5	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 07/07/2021 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 04/01/2021-06/30/2021. Information is believed to be reliable, but not guaranteed.