

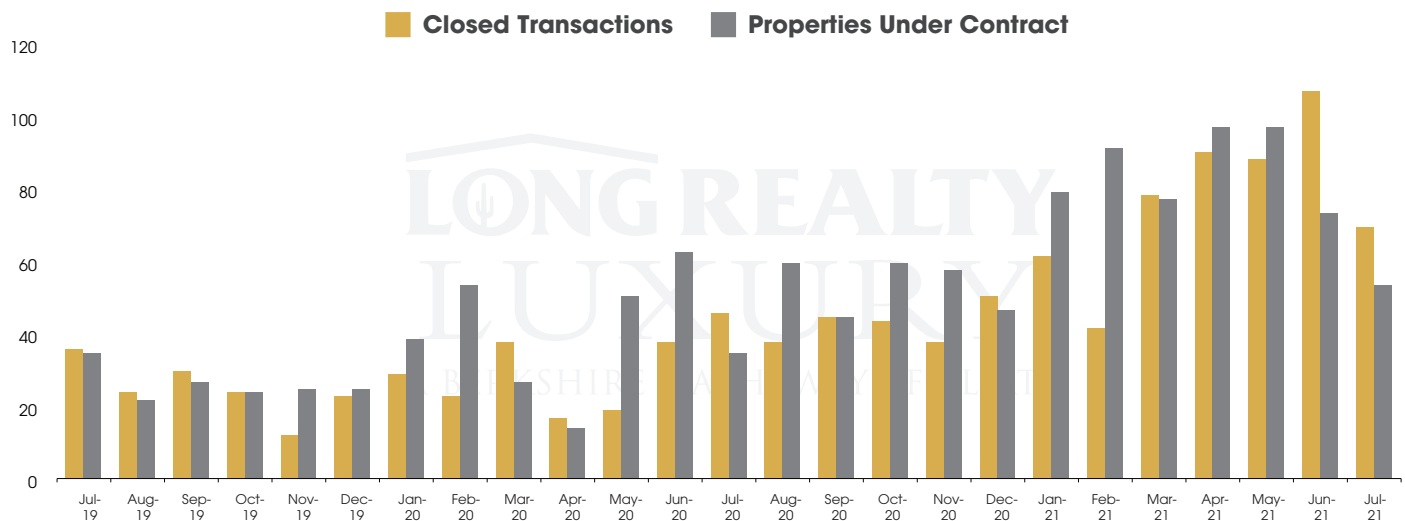
THE LUXURY HOUSING REPORT

TUCSON | AUGUST 2021

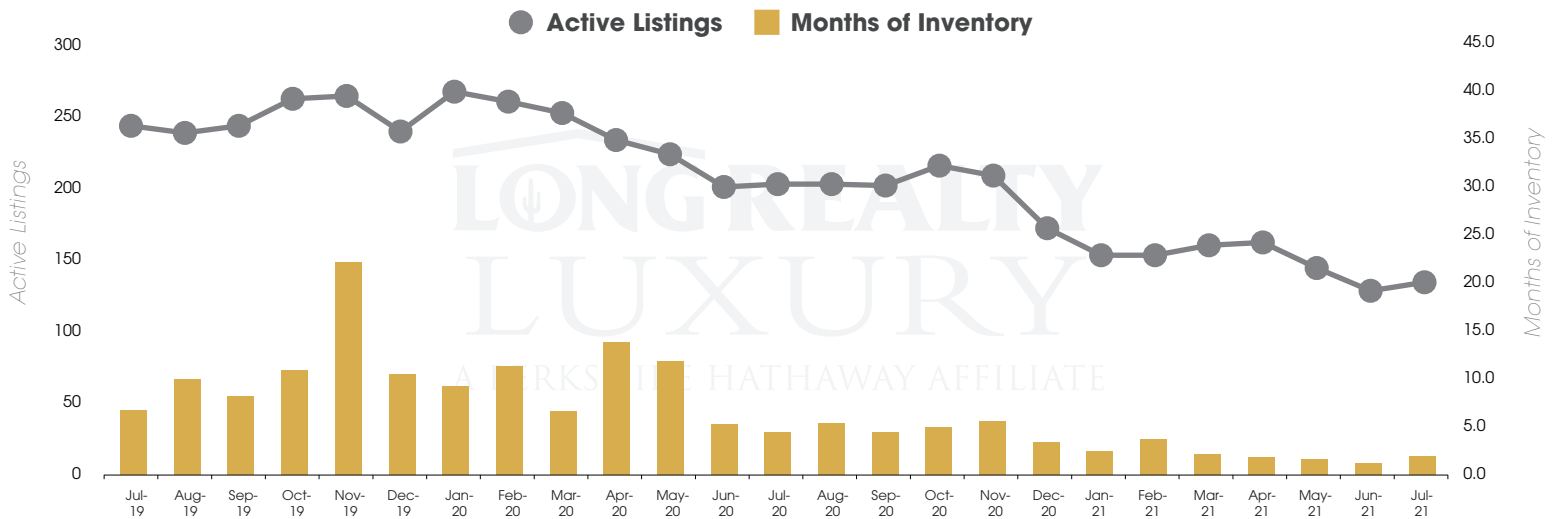
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, July 2021 active inventory was 136, a 34% decrease from July 2020. There were 70 closings in July 2021, a 52% increase from July 2020. Year-to-date 2021 there were 541 closings, a 158% increase from year-to-date 2020. Months of Inventory was 1.9, down from 4.5 in July 2020. Median price of sold homes was \$1,141,500 for the month of July 2021, up 11% from July 2020. The Tucson Luxury area had 54 new properties under contract in July 2021, up 54% from July 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 08/05/2021 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.**

Jul 2020	Jul 2021
93.8%	98.2%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 08/05/2021
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 08/01/2020
– 07/31/2021 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 43.3%

Russ Lyon Sotheby's International Realty 9.8%

Tierra Antigua Realty 9.2%

Coldwell Banker Residential Brokerage 5.2%

Realty Executives Arizona Territory 4.5%

Keller Williams Southern Arizona 4.0%



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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
		Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21			
\$800,000 - \$899,999	31	13	25	33	24	35	25	1.2	1.0	Seller
\$900,000 - \$999,999	17	7	12	11	19	28	7	2.4	0.9	Seller
\$1,000,000 - \$1,249,999	16	9	13	16	16	18	11	1.5	1.1	Seller
\$1,250,000 - \$1,499,999	23	6	9	13	11	12	7	3.3	2.2	Seller
\$1,500,000 - \$1,749,999	8	1	4	10	6	2	8	1.0	2.0	Seller
\$1,750,000 - \$1,999,999	9	3	7	3	3	3	4	2.3	2.6	Seller
\$2,000,000 - and over	32	3	9	5	10	10	8	4.0	3.8	Seller
TOTAL	136	42	79	91	89	108	70	1.9	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 08/05/2021 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 05/01/2021-07/31/2021. Information is believed to be reliable, but not guaranteed.