

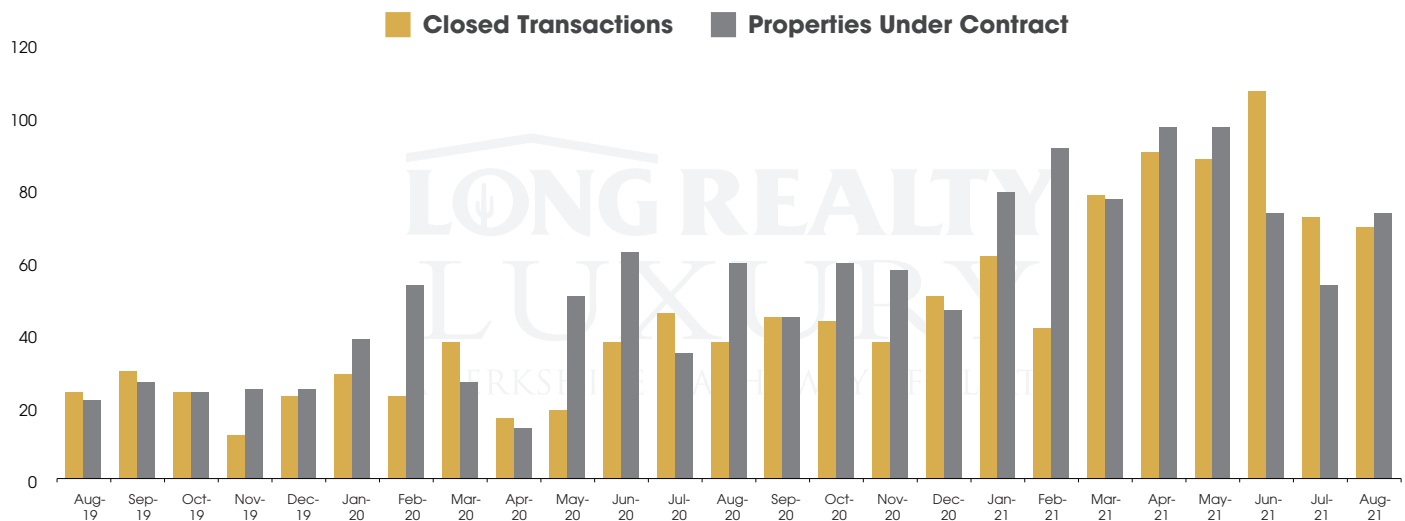
# THE LUXURY HOUSING REPORT

TUCSON | SEPTEMBER 2021

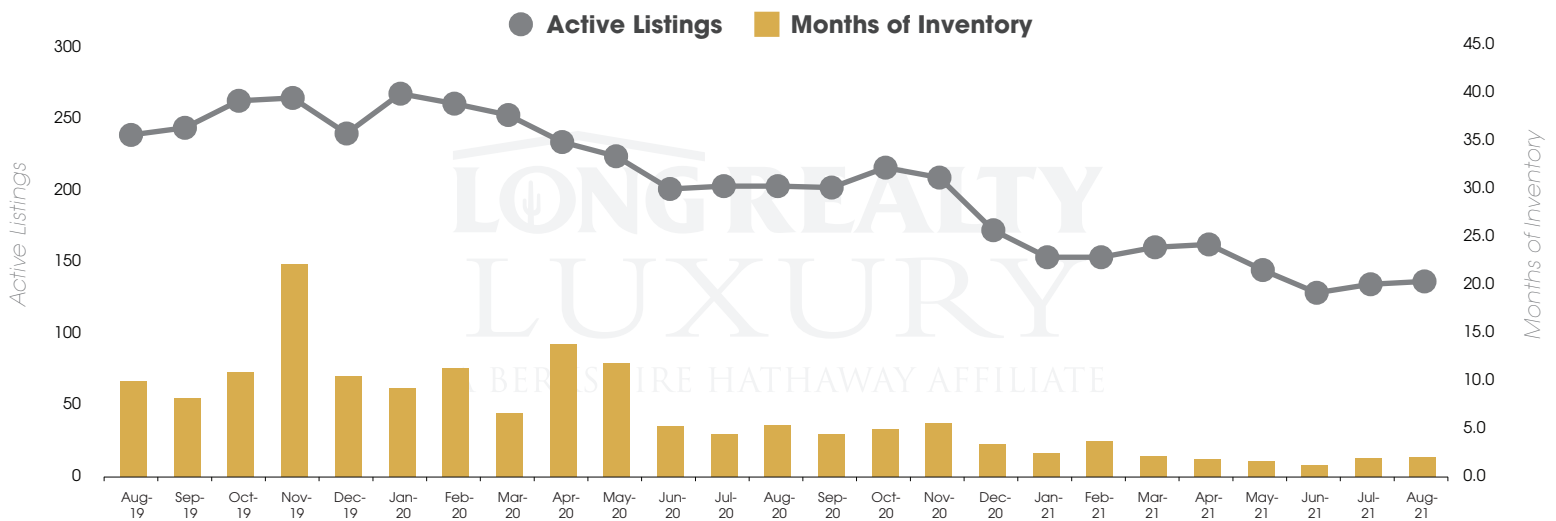
**LONG REALTY**  
**LUXURY**  
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, August 2021 active inventory was 138, a 33% decrease from August 2020. There were 70 closings in August 2021, an 84% increase from August 2020. Year-to-date 2021 there were 614 closings, a 148% increase from year-to-date 2020. Months of Inventory was 2.0, down from 5.4 in August 2020. Median price of sold homes was \$1,022,811 for the month of August 2021, down 18% from August 2020. The Tucson Luxury area had 74 new properties under contract in August 2021, up 23% from August 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 09/08/2021 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.**

Aug 2020	Aug 2021
<b>92.6%</b>	<b>98.3%</b>



MARKET SHARE  
Tucson Luxury

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

*Data Obtained 09/08/2021  
from MLSSAZ using  
TrendGraphix software for  
all closed residential sales  
volume priced \$800,000 and  
above between 09/01/2020  
– 08/31/2021 rounded to the  
nearest tenth of one percent  
and deemed to be correct.*

**LONG REALTY COMPANY** **42.7%**

Russ Lyon Sotheby's International Realty 9.3%

Tierra Antigua Realty 9.3%

Coldwell Banker Residential Brokerage 5.4%

Realty Executives Arizona Territory 4.9%

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
		Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21			
\$800,000 - \$899,999	27	25	33	24	35	25	19	1.4	1.0	Seller
\$900,000 - \$999,999	20	12	11	19	28	7	17	1.2	1.0	Seller
\$1,000,000 - \$1,249,999	15	13	16	16	18	13	13	1.2	1.1	Seller
\$1,250,000 - \$1,499,999	20	9	13	11	12	7	12	1.7	2.0	Seller
\$1,500,000 - \$1,749,999	12	4	10	6	2	9	8	1.5	1.6	Seller
\$1,750,000 - \$1,999,999	12	7	3	3	3	4	0	n/a	4.3	Slightly Seller
\$2,000,000 - and over	32	9	5	10	10	8	1	32.0	5.1	Balanced
<b>TOTAL</b>	<b>138</b>	<b>79</b>	<b>91</b>	<b>89</b>	<b>108</b>	<b>73</b>	<b>70</b>	<b>2.0</b>	<b>1.6</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 09/08/2021 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 06/01/2021-08/31/2021. Information is believed to be reliable, but not guaranteed.