

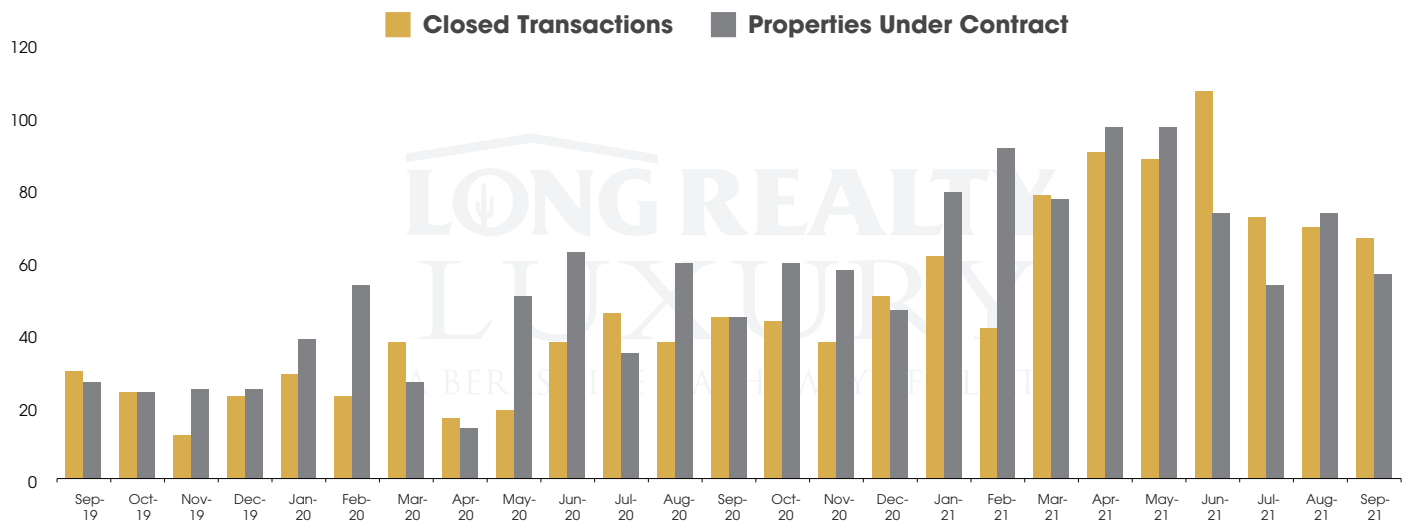
THE LUXURY HOUSING REPORT

TUCSON | OCTOBER 2021

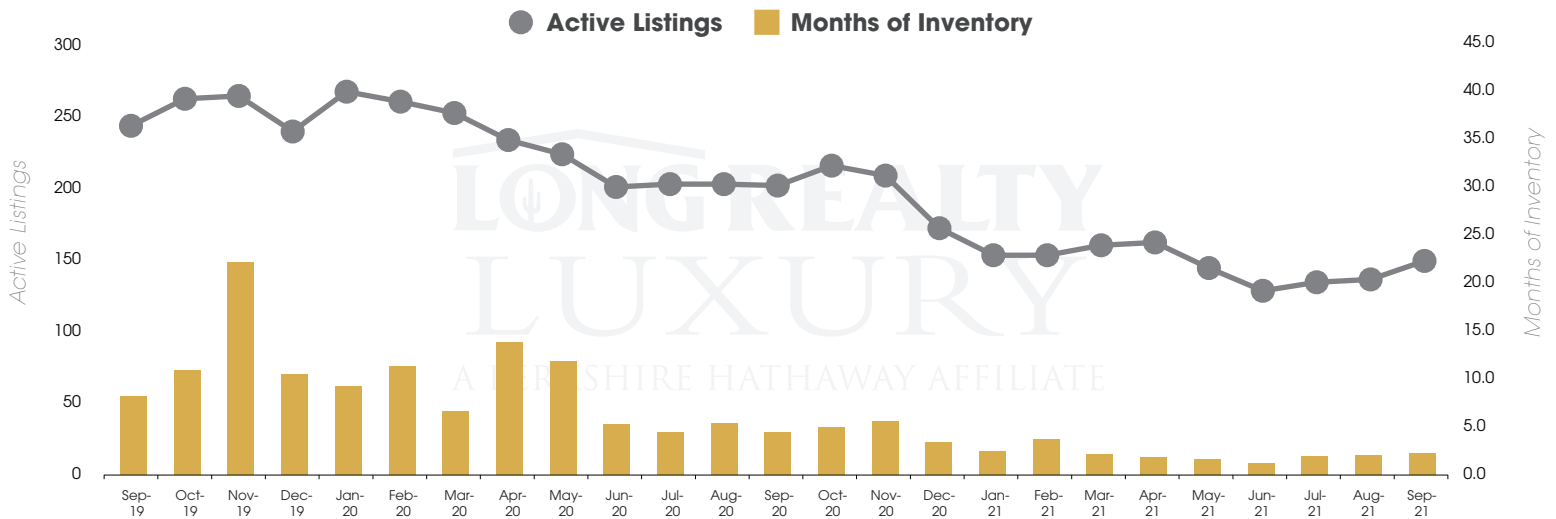
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, September 2021 active inventory was 151, a 26% decrease from September 2020. There were 67 closings in September 2021, a 49% increase from September 2020. Year-to-date 2021 there were 681 closings, a 132% increase from year-to-date 2020. Months of Inventory was 2.3, down from 4.5 in September 2020. Median price of sold homes was \$977,600 for the month of September 2021, down 4% from September 2020. The Tucson Luxury area had 57 new properties under contract in September 2021, up 27% from September 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT Tucson Luxury



ACTIVE LISTINGS AND MONTHS OF INVENTORY Tucson Luxury



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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 10/06/2021 is believed to be reliable, but not guaranteed.

THE LUXURY HOUSING REPORT

TUCSON | OCTOBER 2021

LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

MEDIAN
SOLD PRICE
Tucson Luxury

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

Sep 2020	Sep 2021
94.3%	99.7%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 10/06/2021
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 10/01/2020
– 09/30/2021 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 42.4%

Tierra Antigua Realty 9.4%

Russ Lyon Sotheby's International Realty 9.0%

Coldwell Banker Residential Brokerage 5.3%

Realty Executives Arizona Territory 4.8%

Keller Williams Southern Arizona 4.2%



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 10/06/2021 for all residential properties priced \$800,000 and above. Information is believed to be reliable, but not guaranteed.

THE LUXURY HOUSING REPORT

TUCSON | OCTOBER 2021



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
		Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21			
\$800,000 - \$899,999	30	33	24	35	25	19	24	1.3	1.3	Seller
\$900,000 - \$999,999	18	11	19	28	7	17	15	1.2	1.4	Seller
\$1,000,000 - \$1,249,999	18	16	16	18	13	13	16	1.1	1.2	Seller
\$1,250,000 - \$1,499,999	25	13	11	12	7	12	7	3.6	2.6	Seller
\$1,500,000 - \$1,749,999	17	10	6	2	9	8	2	8.5	1.9	Seller
\$1,750,000 - \$1,999,999	12	3	3	3	4	0	2	6.0	5.5	Balanced
\$2,000,000 - and over	31	5	10	10	8	1	1	31.0	9.5	Buyer
TOTAL	151	91	89	108	73	70	67	2.3	2.0	Seller

Seller's Market
 Slight Seller's Market
 Balanced Market
 Slight Buyer's Market
 Buyer's Market



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 10/06/2021 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 07/01/2021-09/30/2021. Information is believed to be reliable, but not guaranteed.