

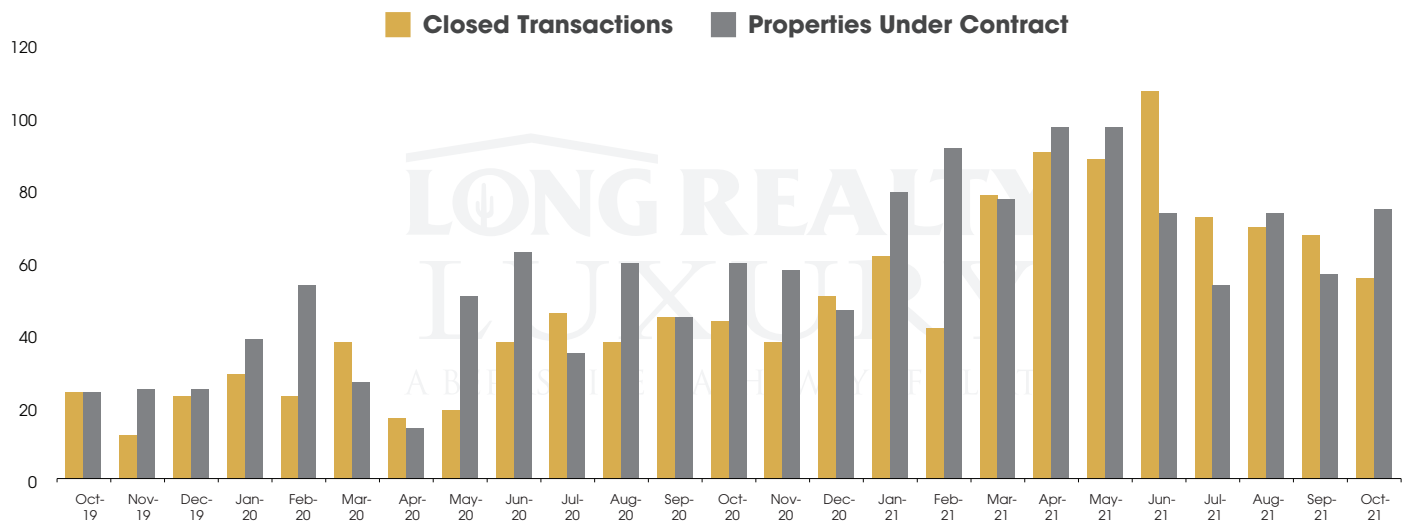
THE LUXURY HOUSING REPORT

TUCSON | NOVEMBER 2021

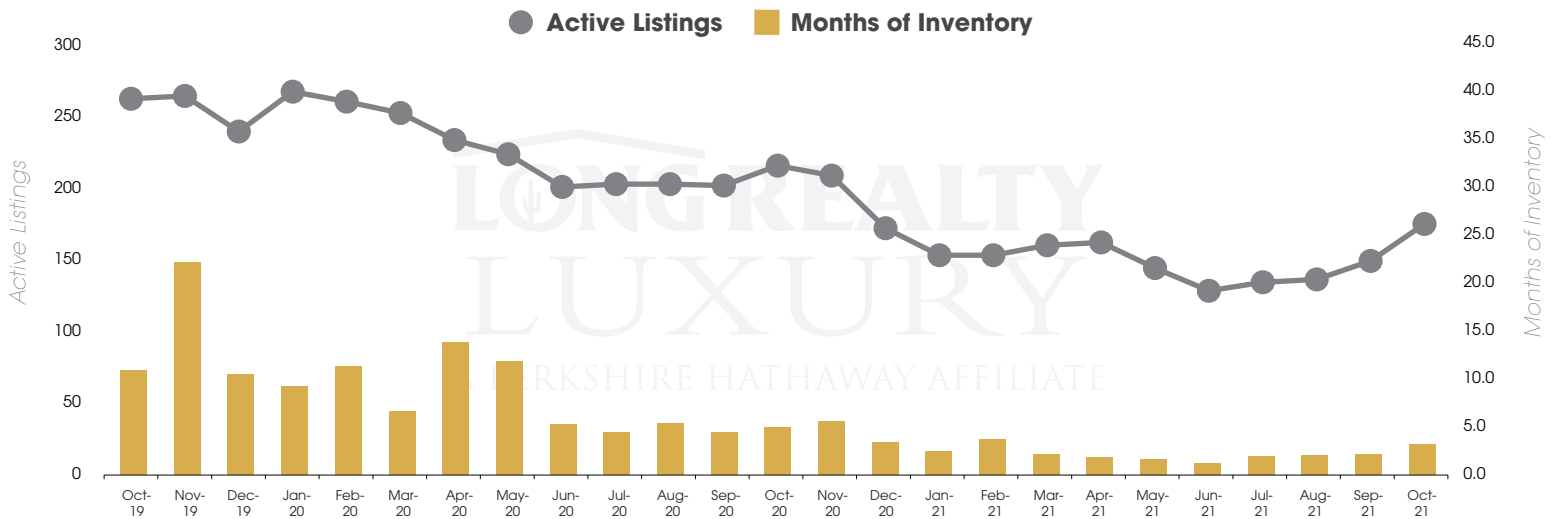
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, October 2021 active inventory was 177, a 19% decrease from October 2020. There were 56 closings in October 2021, a 27% increase from October 2020. Year-to-date 2021 there were 738 closings, a 119% increase from year-to-date 2020. Months of Inventory was 3.2, down from 5.0 in October 2020. Median price of sold homes was \$1,116,634 for the month of October 2021, up 20% from October 2020. The Tucson Luxury area had 75 new properties under contract in October 2021, up 25% from October 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 11/05/2021 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.**

Oct 2020	Oct 2021
94.8%	97.0%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 11/05/2021
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 11/01/2020
– 10/31/2021 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 42.1%

Tierra Antigua Realty 9.1%

Russ Lyon Sotheby's International Realty 8.5%

Coldwell Banker Residential Brokerage 5.3%

Realty Executives Arizona Territory 4.8%

Keller Williams Southern Arizona 4.3%



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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
		May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21			
\$800,000 - \$899,999	36	24	35	25	19	24	9	4.0	1.8	Seller
\$900,000 - \$999,999	22	19	28	7	17	15	17	1.3	1.2	Seller
\$1,000,000 - \$1,249,999	27	16	18	13	13	17	14	1.9	1.4	Seller
\$1,250,000 - \$1,499,999	31	11	12	7	12	7	6	5.2	3.0	Seller
\$1,500,000 - \$1,749,999	18	6	2	9	8	2	3	6.0	3.6	Seller
\$1,750,000 - \$1,999,999	8	3	3	4	0	2	2	4.0	8.0	Slightly Buyer
\$2,000,000 - and over	35	10	10	8	1	1	5	7.0	14.0	Buyer
TOTAL	177	89	108	73	70	68	56	3.2	2.4	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 11/05/2021 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 08/01/2021-10/31/2021. Information is believed to be reliable, but not guaranteed.