

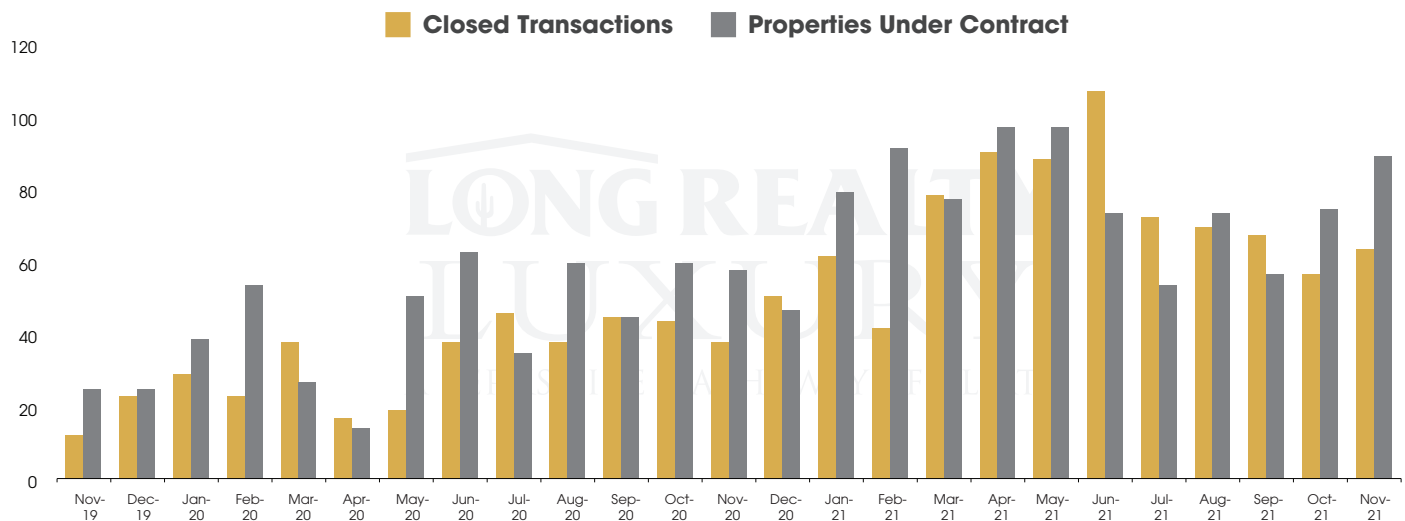
THE LUXURY HOUSING REPORT

TUCSON | DECEMBER 2021

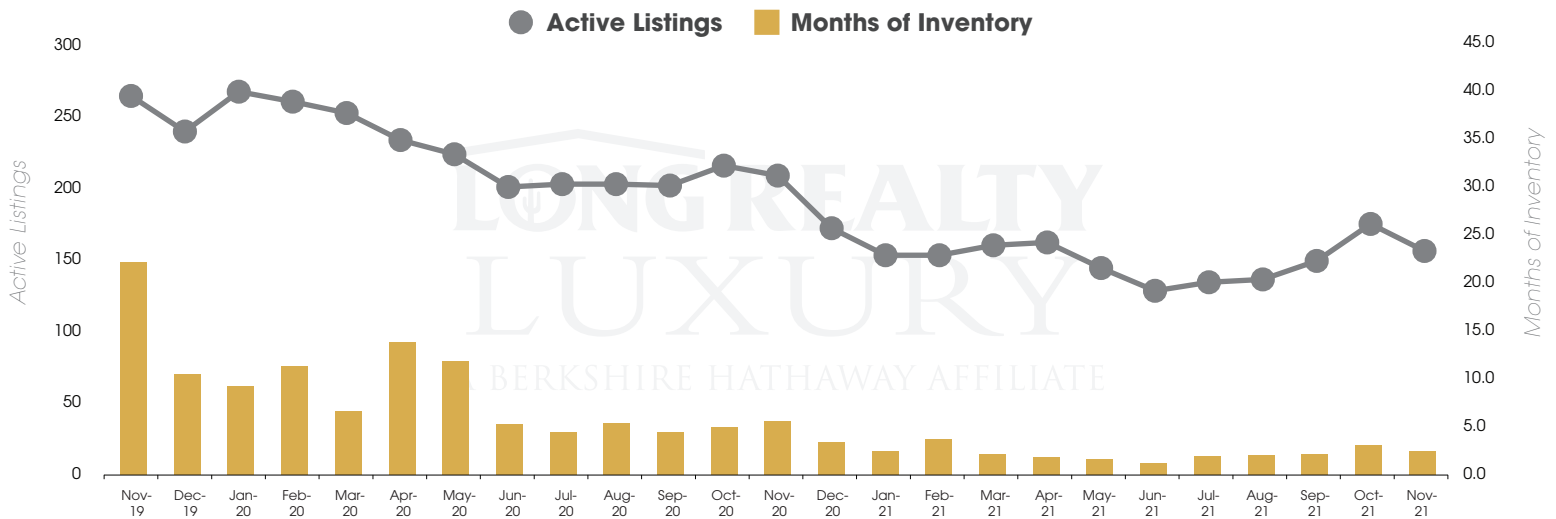
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, November 2021 active inventory was 158, a 25% decrease from November 2020. There were 64 closings in November 2021, a 68% increase from November 2020. Year-to-date 2021 there were 803 closings, a 114% increase from year-to-date 2020. Months of Inventory was 2.5, down from 5.6 in November 2020. Median price of sold homes was \$1,010,469 for the month of November 2021, down 1% from November 2020. The Tucson Luxury area had 90 new properties under contract in November 2021, up 55% from November 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 12/07/2021 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.**

Nov 2020	Nov 2021
95.9%	97.2%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 12/07/2021
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 12/01/2020
– 11/30/2021 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 41.1%

Tierra Antigua Realty 9.3%

Russ Lyon Sotheby's International Realty 8.2%

Coldwell Banker Residential Brokerage 5.5%

Realty Executives Arizona Territory 4.7%

Keller Williams Southern Arizona 4.4%



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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
		Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21			
\$800,000 - \$899,999	25	35	25	19	24	10	23	1.1	1.6	Seller
\$900,000 - \$999,999	21	28	7	17	15	17	11	1.9	1.4	Seller
\$1,000,000 - \$1,249,999	18	18	13	13	17	14	12	1.5	1.5	Seller
\$1,250,000 - \$1,499,999	36	12	7	12	7	6	7	5.1	4.6	Slightly Seller
\$1,500,000 - \$1,749,999	15	2	9	8	2	3	4	3.8	5.6	Balanced
\$1,750,000 - \$1,999,999	9	3	4	0	2	2	1	9.0	5.8	Balanced
\$2,000,000 - and over	34	10	8	1	1	5	6	5.7	8.3	Slightly Buyer
TOTAL	158	108	73	70	68	57	64	2.5	2.6	Seller



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 12/07/2021 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 09/01/2021-11/30/2021. Information is believed to be reliable, but not guaranteed.