

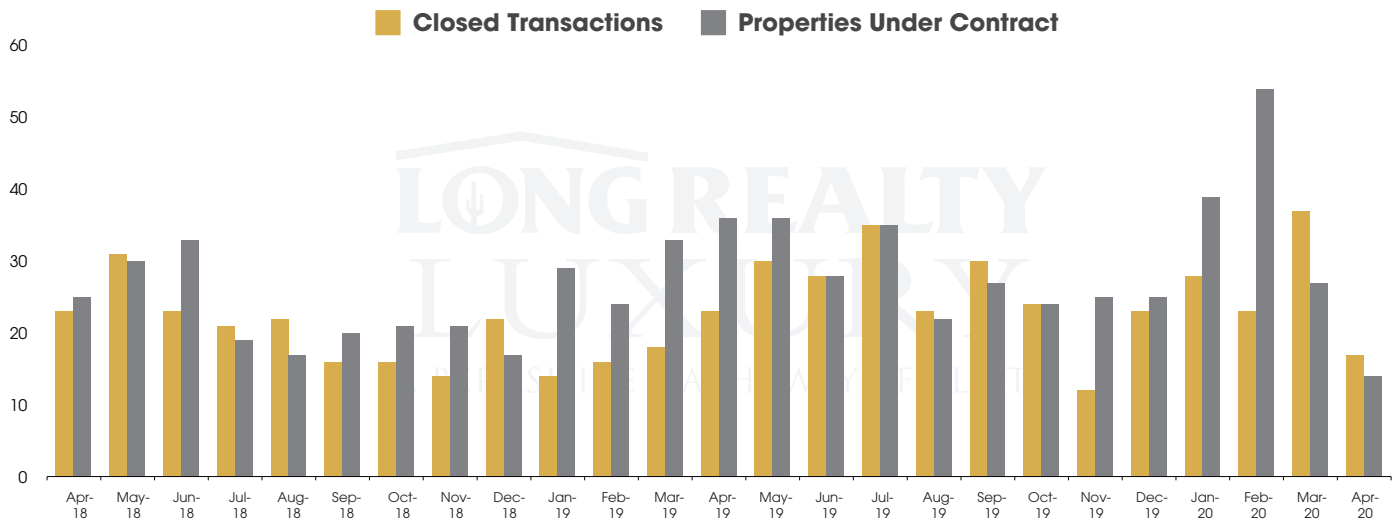
THE LUXURY HOUSING REPORT

TUCSON | MAY 2020

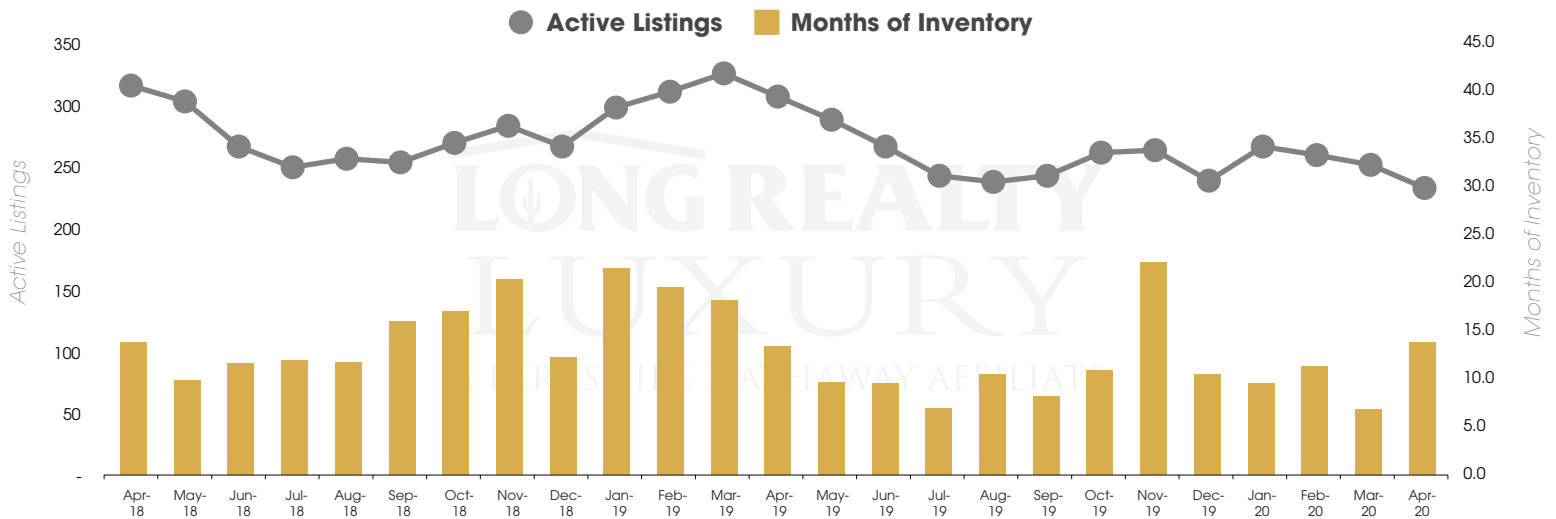
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, April 2020 active inventory was 236, a 24% decrease from April 2019. There were 17 closings in April 2020, a 26% decrease from April 2019. Year-to-date 2020 there were 107 closings, a 47% increase from year-to-date 2019. Months of Inventory was 13.9, up from 13.5 in April 2019. Median price of sold homes was \$923,000 for the month of April 2020, up 2% from April 2019. The Tucson Luxury area had 14 new properties under contract in April 2020, down 61% from April 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (Tucson Luxury)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (Tucson Luxury)



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Long Realty Company

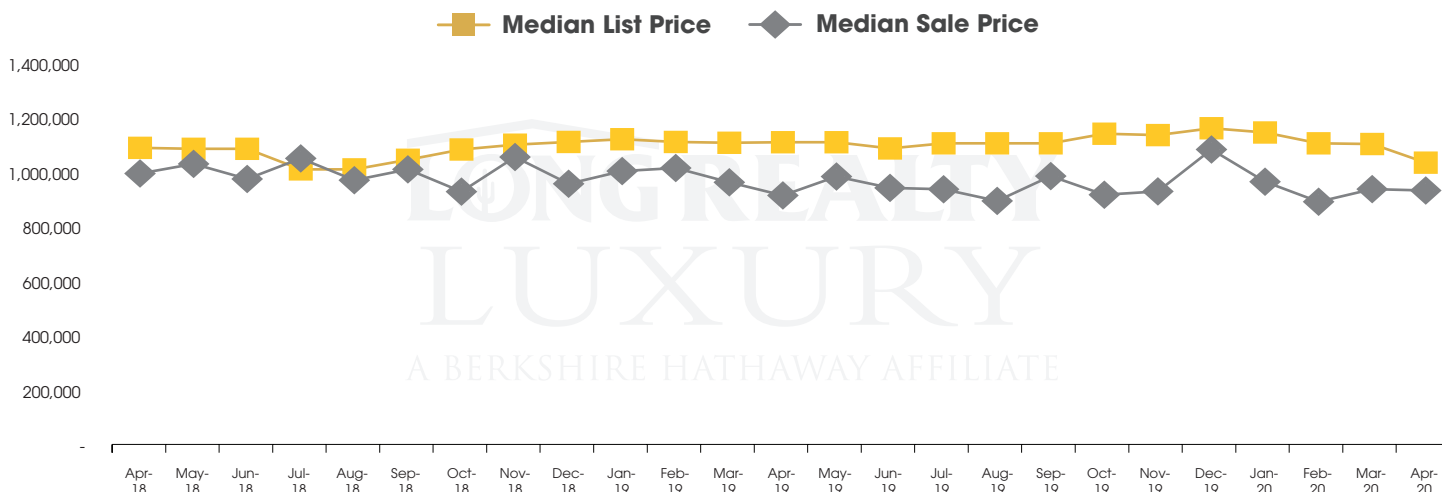
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above. All data obtained 05/05/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (Tucson Luxury)



MARKET SHARE (Tucson Luxury)

Long Realty leads the market in successful real estate sales.

Data Obtained 05/05/2020 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 05/01/2019 – 04/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 49.2%

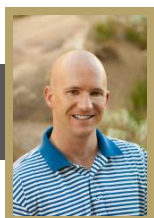
Tierra Antigua Realty 9.1%

Russ Lyon Sotheby's International Realty 7.4%

Coldwell Banker Residential Brokerage 5.5%

Realty Executives Tucson Elite 4.9%

Keller Williams Southern Arizona 3.4%



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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
		Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20			
\$800,000 - \$899,999	68	5	7	7	12	13	7	9.7	6.3	Balanced
\$900,000 - \$999,999	47	3	3	10	3	12	4	11.8	7.5	Slightly Buyer
\$1,000,000 - \$1,249,999	32	3	3	4	6	9	0	n/a	7.5	Slightly Buyer
\$1,250,000 - \$1,499,999	27	1	4	5	2	2	3	9.0	13.7	Buyer
\$1,500,000 - \$1,749,999	14	0	4	1	0	1	1	14.0	21.0	Buyer
\$1,750,000 - \$1,999,999	10	0	1	0	0	0	1	10.0	36.0	Buyer
\$2,000,000 - and over	38	0	1	2	0	1	1	38.0	62.0	Buyer
TOTAL	236	12	23	29	23	38	17	13.9	9.7	Buyer

 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 Brokermetrics software on 05/05/2020 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 02/01/2020-04/30/2020. Information is believed to be reliable, but not guaranteed.