

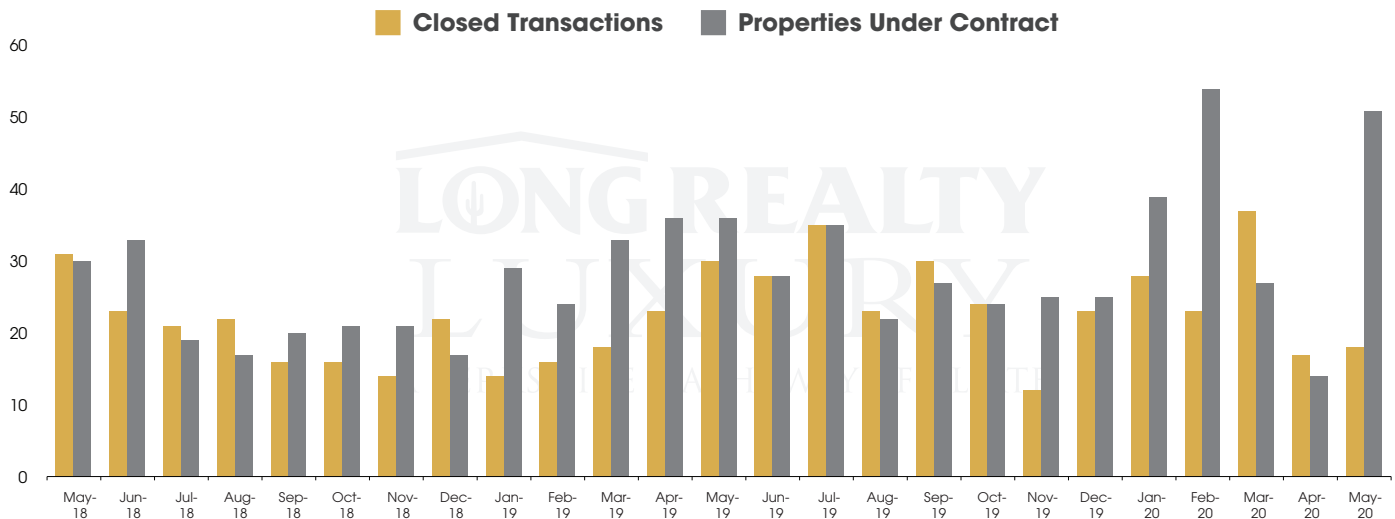
THE LUXURY HOUSING REPORT

TUCSON | JUNE 2020

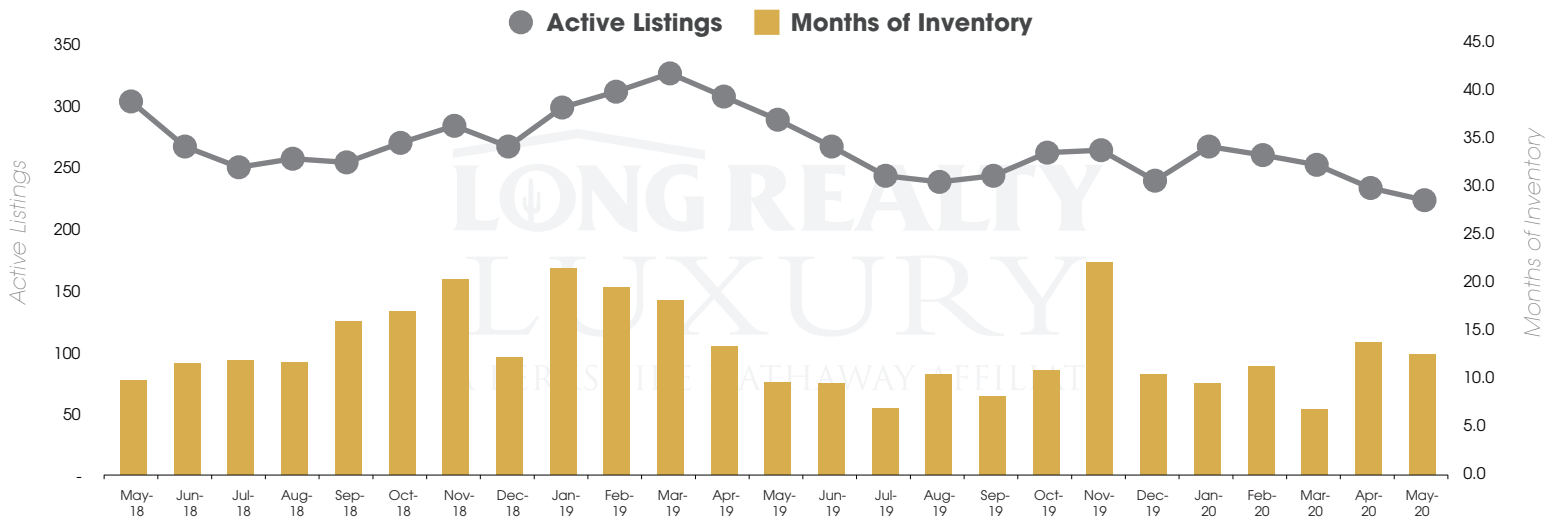
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, May 2020 active inventory was 226, a 23% decrease from May 2019. There were 18 closings in May 2020, a 40% decrease from May 2019. Year-to-date 2020 there were 125 closings, a 21% increase from year-to-date 2019. Months of Inventory was 12.6, down from 9.7 in May 2019. Median price of sold homes was \$950,000 for the month of May 2020, down 3% from May 2019. The Tucson Luxury area had 51 new properties under contract in May 2020, up 42% from May 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (Tucson Luxury)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (Tucson Luxury)



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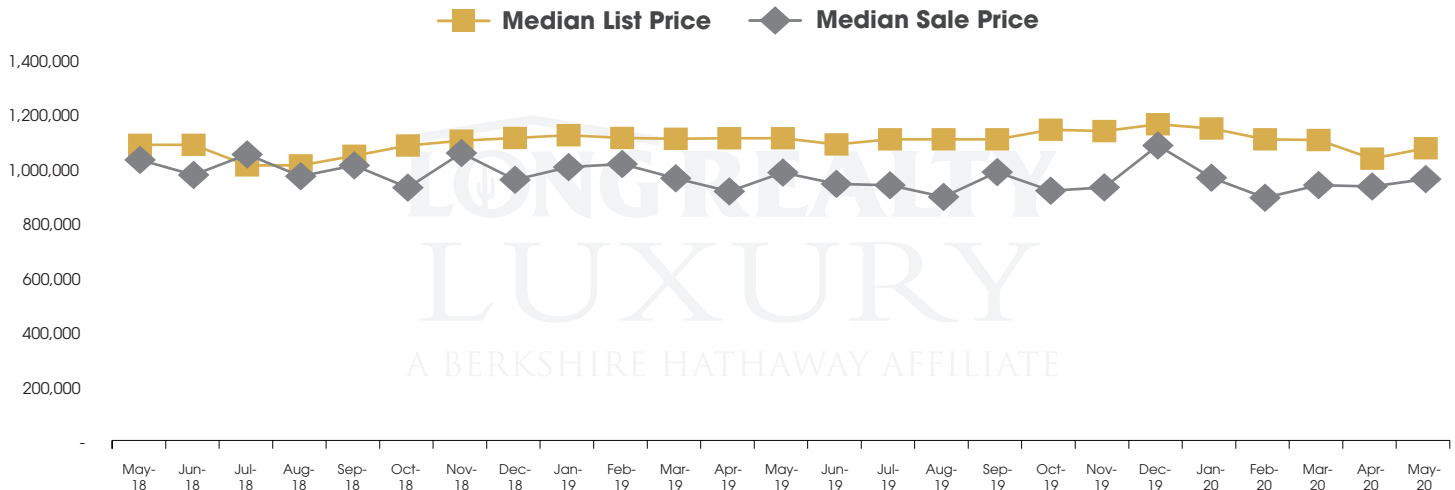
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above. All data obtained 06/03/2020 is believed to be reliable, but not guaranteed.

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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 06/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential units priced \$800,000 and above between 06/01/2019 – 05/31/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 51.5%

Tierra Antigua Realty 8.3%

Russ Lyon Sotheby's International Realty 7.6%

Coldwell Banker Residential Brokerage 5.1%

Realty Executives Tucson Elite 4.7%

Keller Williams Southern Arizona 2.8%



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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
		Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20			
\$800,000 - \$899,999	65	7	7	12	13	7	7	9.3	7.4	Slightly Buyer
\$900,000 - \$999,999	41	3	10	3	12	4	4	10.3	7.0	Slightly Buyer
\$1,000,000 - \$1,249,999	27	3	4	6	9	0	4	6.8	7.2	Slightly Buyer
\$1,250,000 - \$1,499,999	27	4	5	2	2	3	1	27.0	14.8	Buyer
\$1,500,000 - \$1,749,999	16	4	1	0	1	1	1	16.0	14.3	Buyer
\$1,750,000 - \$1,999,999	11	1	0	0	0	1	1	11.0	16.5	Buyer
\$2,000,000 - and over	39	1	2	0	1	1	0	n/a	59.0	Buyer
TOTAL	226	23	29	23	38	17	18	12.6	9.8	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 06/03/2020 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 03/01/2020-05/31/2020. Information is believed to be reliable, but not guaranteed.