

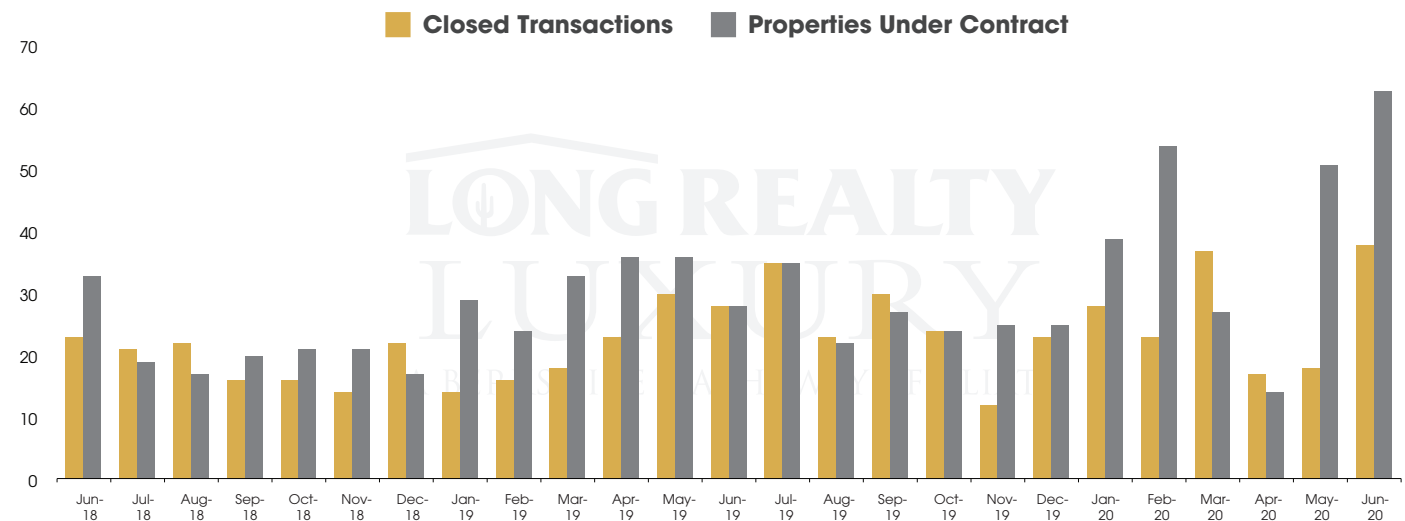
THE LUXURY HOUSING REPORT

TUCSON | JULY 2020

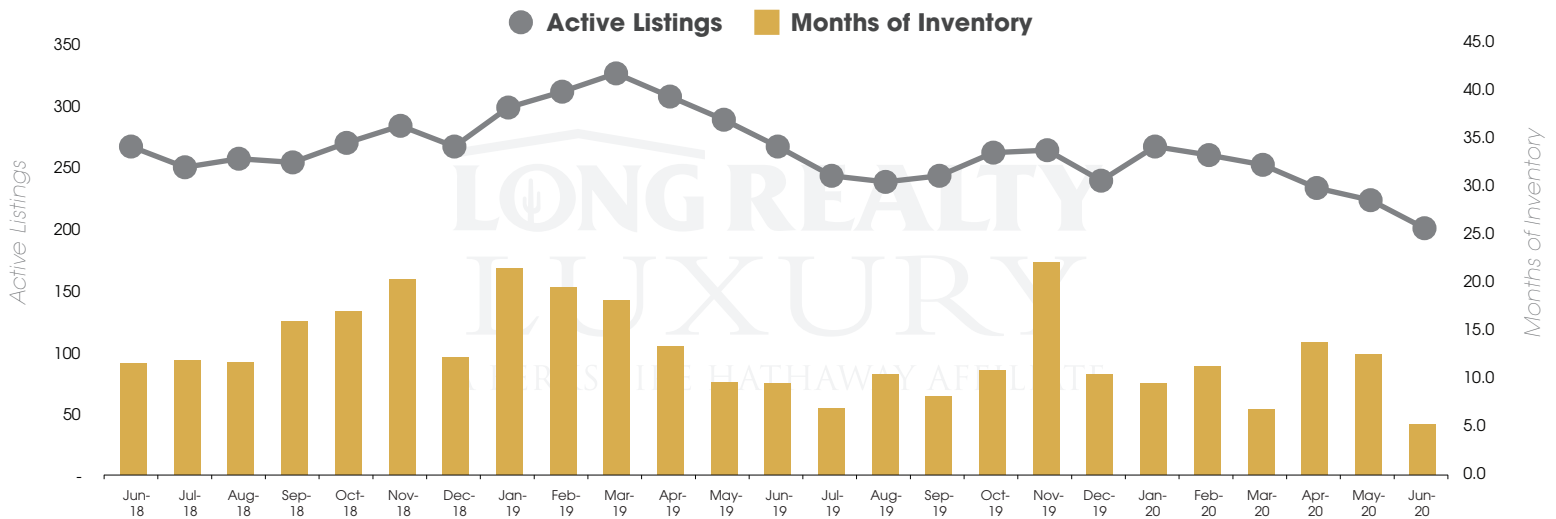
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, June 2020 active inventory was 203, a 25% decrease from June 2019. There were 38 closings in June 2020, a 36% increase from June 2019. Year-to-date 2020 there were 164 closings, a 24% increase from year-to-date 2019. Months of Inventory was 5.3, down from 9.6 in June 2019. Median price of sold homes was \$930,020 for the month of June 2020, virtually unchanged % from June 2019. The Tucson Luxury area had 63 new properties under contract in June 2020, up 125% from June 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (Tucson Luxury)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (Tucson Luxury)



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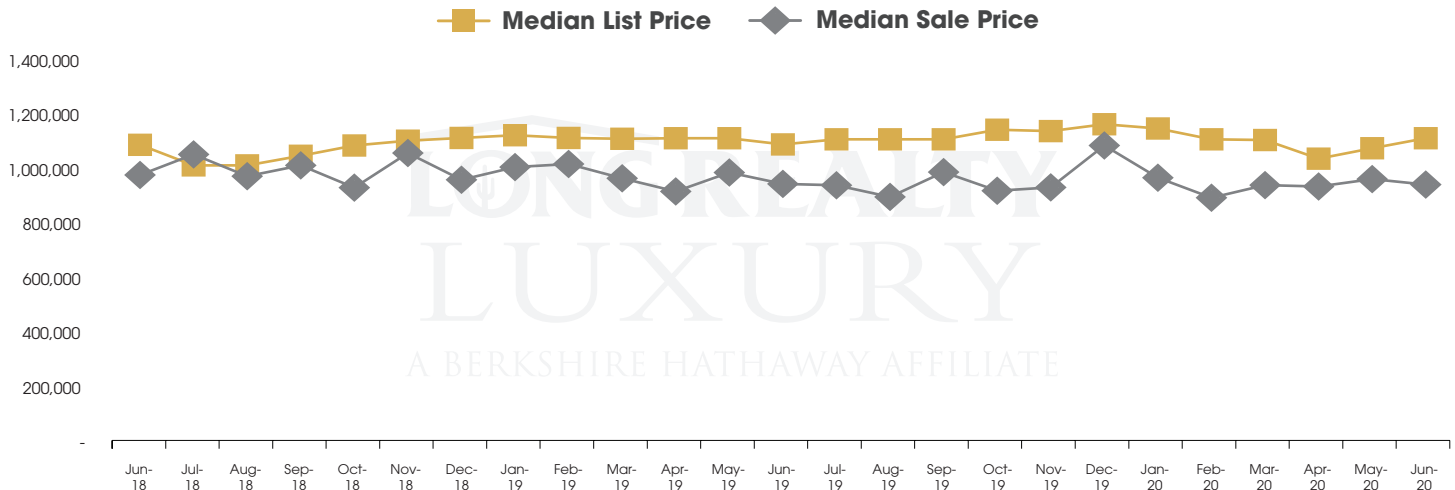
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above. All data obtained 07/06/2020 is believed to be reliable, but not guaranteed.

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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 07/06/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume priced \$800,000 and above between 07/01/2019 – 06/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 51.2%

Russ Lyon Sotheby's International Realty 8.4%

Tierra Antigua Realty 7.3%

Coldwell Banker Residential Brokerage 5.2%

Realty Executives Tucson Elite 5.1%

Keller Williams Southern Arizona 2.4%



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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
		Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20			
\$800,000 - \$899,999	55	7	12	13	7	8	13	4.2	6.7	Slightly Buyer
\$900,000 - \$999,999	35	10	3	12	4	4	10	3.5	6.8	Slightly Buyer
\$1,000,000 - \$1,249,999	23	4	6	9	0	4	8	2.9	6.8	Slightly Buyer
\$1,250,000 - \$1,499,999	28	5	2	2	3	1	5	5.6	9.1	Buyer
\$1,500,000 - \$1,749,999	13	1	0	1	1	1	0	n/a	21.5	Buyer
\$1,750,000 - \$1,999,999	11	0	0	0	1	1	2	5.5	8.0	Slightly Buyer
\$2,000,000 - and over	38	2	0	1	1	0	0	n/a	115.0	Buyer
TOTAL	203	29	23	38	17	19	38	5.3	9.0	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 07/06/2020 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 04/01/2020-06/30/2020. Information is believed to be reliable, but not guaranteed.