

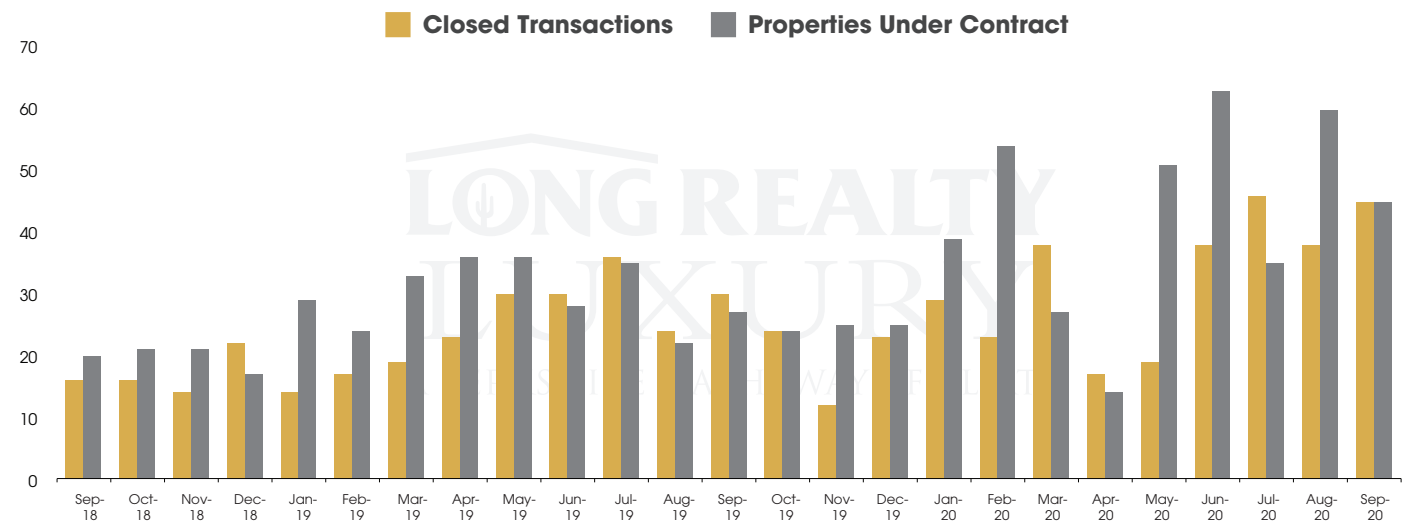
THE LUXURY HOUSING REPORT

TUCSON | OCTOBER 2020

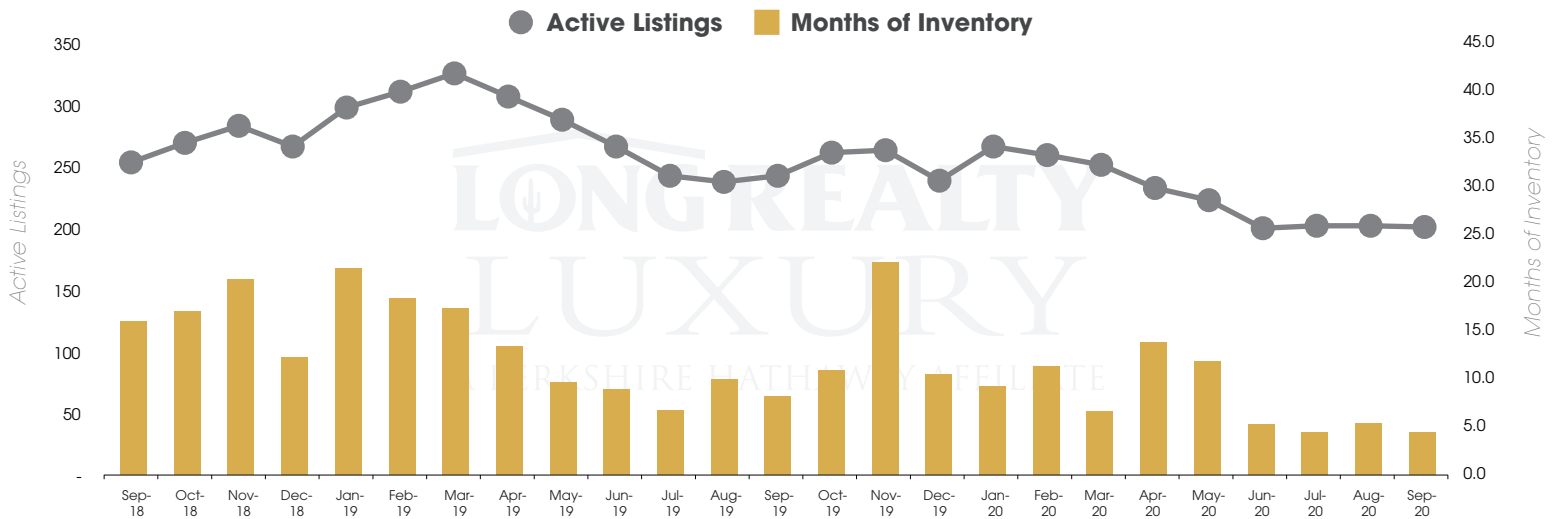
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, September 2020 active inventory was 204, a 17% decrease from September 2019. There were 45 closings in September 2020, a 50% increase from September 2019. Year-to-date 2020 there were 293 closings, a 31% increase from year-to-date 2019. Months of Inventory was 4.5, down from 8.2 in September 2019. Median price of sold homes was \$1,014,292 for the month of September 2020, virtually unchanged % from September 2019. The Tucson Luxury area had 45 new properties under contract in September 2020, up 67% from September 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (Tucson Luxury)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (Tucson Luxury)



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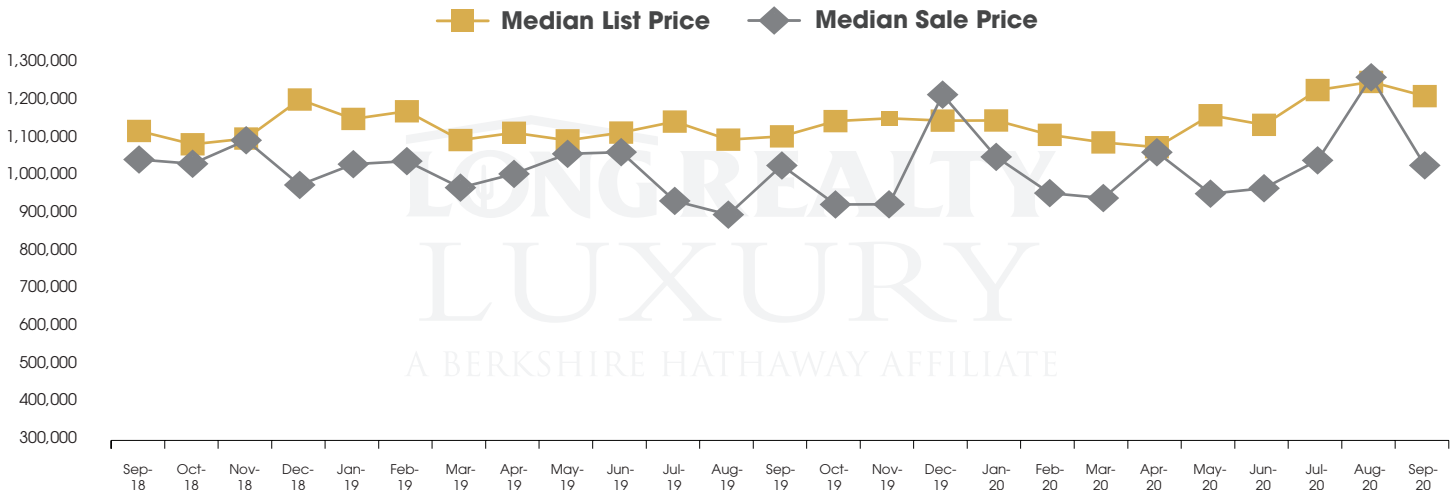
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above. All data obtained 10/06/2020 is believed to be reliable, but not guaranteed.

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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 10/06/2020 from MLSSAZ using TrendGraphix software for all closed residential sales volume priced \$800,000 and above between 10/01/2019 – 09/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 50.2%

Russ Lyon Sotheby's International Realty 9.8%

Tierra Antigua Realty 8.3%

Coldwell Banker Residential Brokerage 4.1%

Realty Executives Arizona Territory 3.5%

Keller Williams Southern Arizona 2.7%



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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
		Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20			
\$800,000 - \$899,999	55	7	8	13	17	10	20	2.8	3.6	Seller
\$900,000 - \$999,999	37	4	4	10	12	1	6	6.2	5.5	Balanced
\$1,000,000 - \$1,249,999	20	0	4	8	7	11	6	3.3	2.7	Seller
\$1,250,000 - \$1,499,999	22	3	1	5	4	7	8	2.8	3.5	Seller
\$1,500,000 - \$1,749,999	17	1	1	0	2	3	1	17.0	7.8	Slightly Buyer
\$1,750,000 - \$1,999,999	14	1	1	2	0	1	3	4.7	10.0	Buyer
\$2,000,000 - and over	39	1	0	0	4	5	1	39.0	12.3	Buyer
TOTAL	204	17	19	38	46	38	45	4.5	4.8	Slightly 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 10/06/2020 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 07/01/2020-09/30/2020. Information is believed to be reliable, but not guaranteed.