

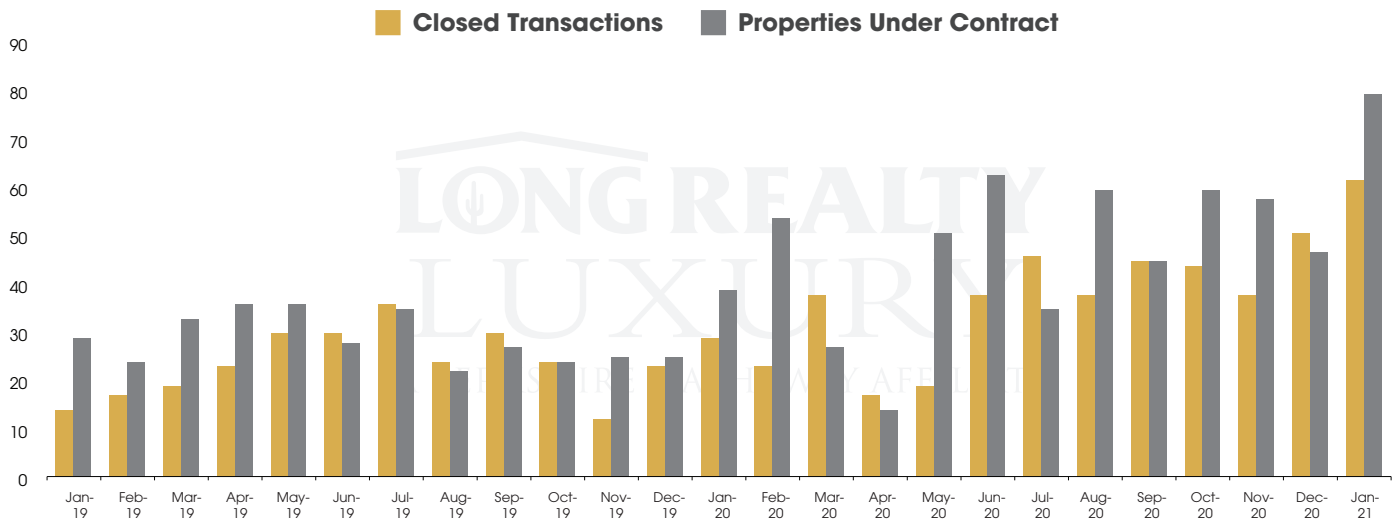
THE LUXURY HOUSING REPORT

TUCSON | FEBRUARY 2021

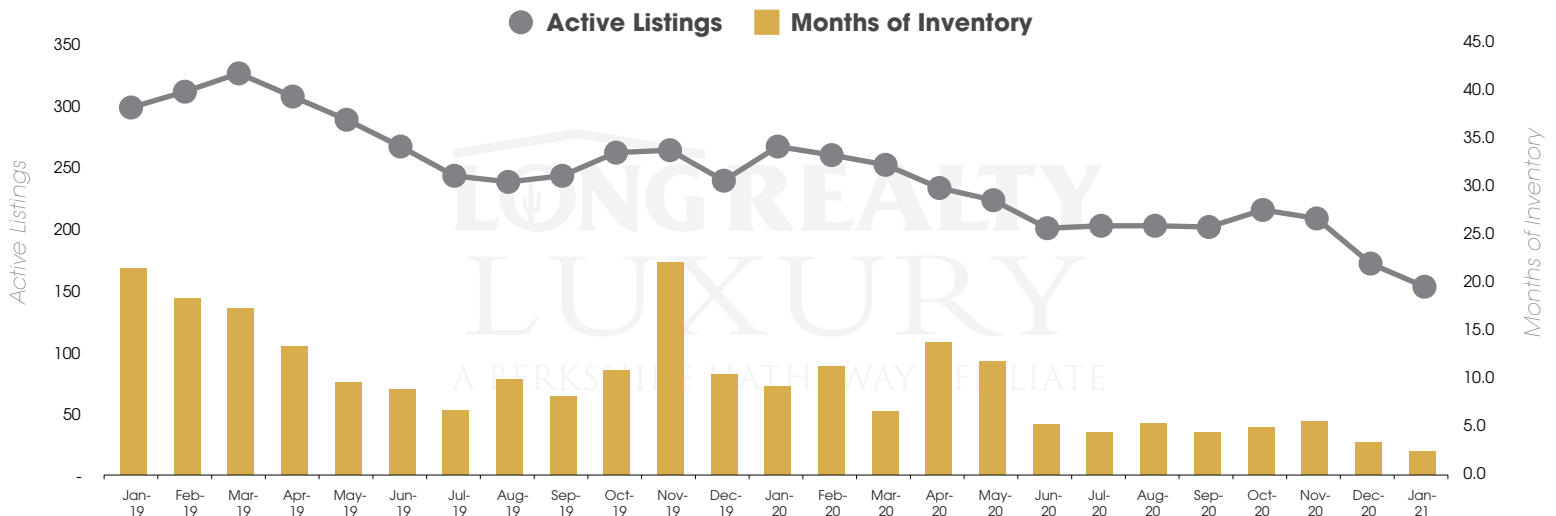
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, January 2021 active inventory was 155, a 43% decrease from January 2020. There were 62 closings in January 2021, a 114% increase from January 2020. Months of Inventory was 2.5, down from 9.3 in January 2020. Median price of sold homes was \$993,193 for the month of January 2021, down 4% from January 2020. The Tucson Luxury area had 80 new properties under contract in January 2021, up 105% from January 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 02/05/2021 is believed to be reliable, but not guaranteed.

THE LUXURY HOUSING REPORT

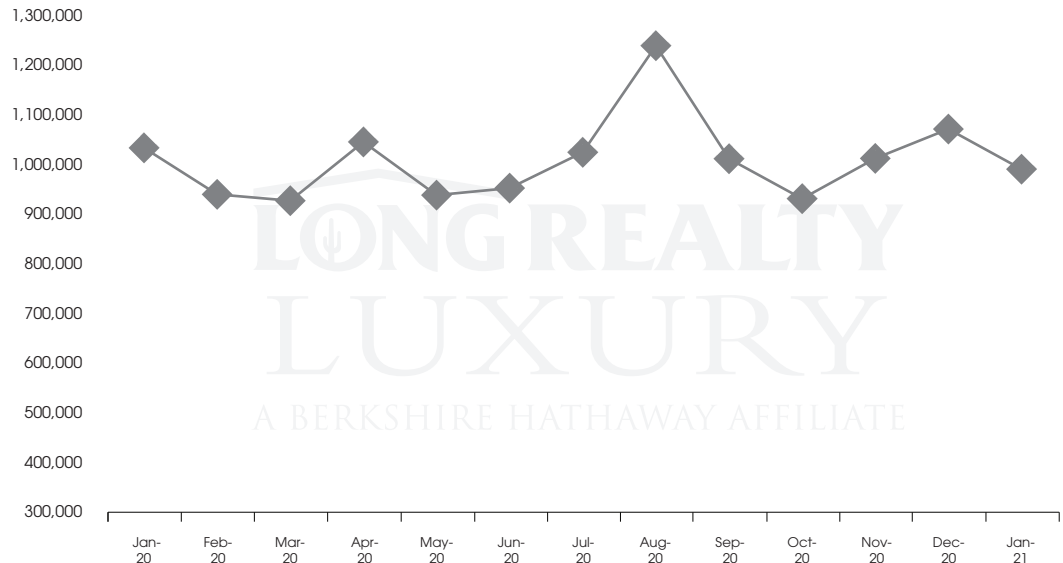
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MEDIAN SOLD PRICE Tucson Luxury

**On average, homes
sold this % of
original list price.**

Jan 2020	Jan 2021
91.7%	94.7%



MARKET SHARE Tucson Luxury

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

*Data Obtained 02/05/2021
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 12/01/2019
– 11/30/2020 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 46.9%

Russ Lyon Sotheby's International Realty 9.5%

Tierra Antigua Realty 9.3%

Coldwell Banker Residential Brokerage 4.5%

Keller Williams Southern Arizona 3.7%

Realty Executives Arizona Territory 3.6%



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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
		Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21			
\$800,000 - \$899,999	29	10	20	21	17	16	21	1.4	2.1	Seller
\$900,000 - \$999,999	22	1	6	6	3	9	13	1.7	3.4	Seller
\$1,000,000 - \$1,249,999	13	11	6	4	10	11	14	0.9	1.6	Seller
\$1,250,000 - \$1,499,999	18	7	8	5	5	2	8	2.3	4.5	Slightly Seller
\$1,500,000 - \$1,749,999	14	3	1	4	3	7	3	4.7	3.2	Seller
\$1,750,000 - \$1,999,999	14	1	3	2	0	2	1	14.0	14.3	Buyer
\$2,000,000 - and over	45	5	1	2	0	4	2	22.5	22.7	Buyer
TOTAL	155	38	45	44	38	51	62	2.5	3.6	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 02/05/2021 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 11/01/2020-01/31/2021. Information is believed to be reliable, but not guaranteed.