

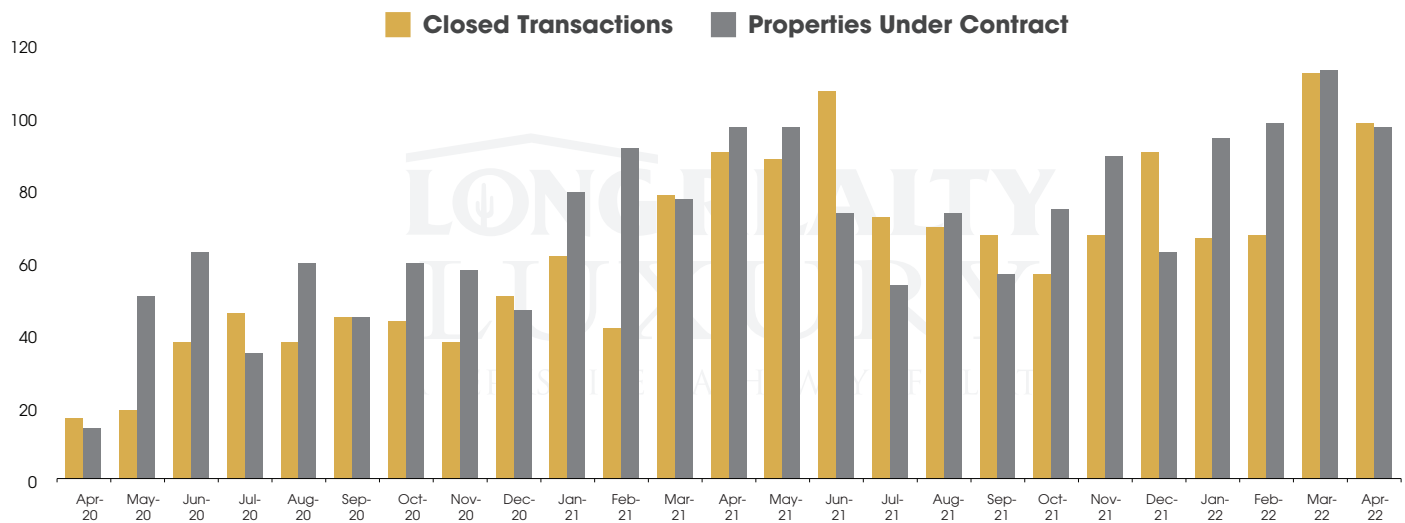
THE LUXURY HOUSING REPORT

TUCSON | MAY 2022

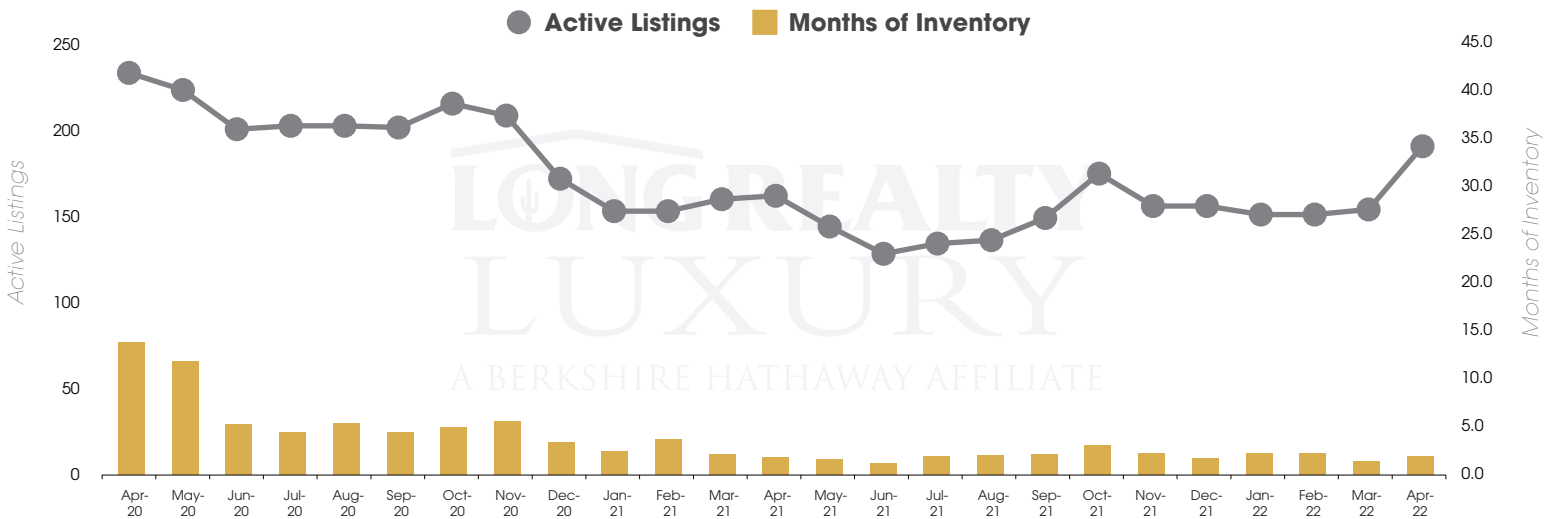


In the Tucson Luxury market, April 2022 active inventory was 193, a 18% increase from April 2021. There were 99 closings in April 2022, a 9% increase from April 2021. Year-to-date 2022 there were 347 closings, a 27% increase from year-to-date 2021. Months of Inventory was 1.9, up from 1.8 in April 2021. Median price of sold homes was \$1,074,151 for the month of April 2022, up 2% from April 2021. The Tucson Luxury area had 98 new properties under contract in April 2022, virtually unchanged from April 2021.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT Tucson Luxury



ACTIVE LISTINGS AND MONTHS OF INVENTORY Tucson Luxury



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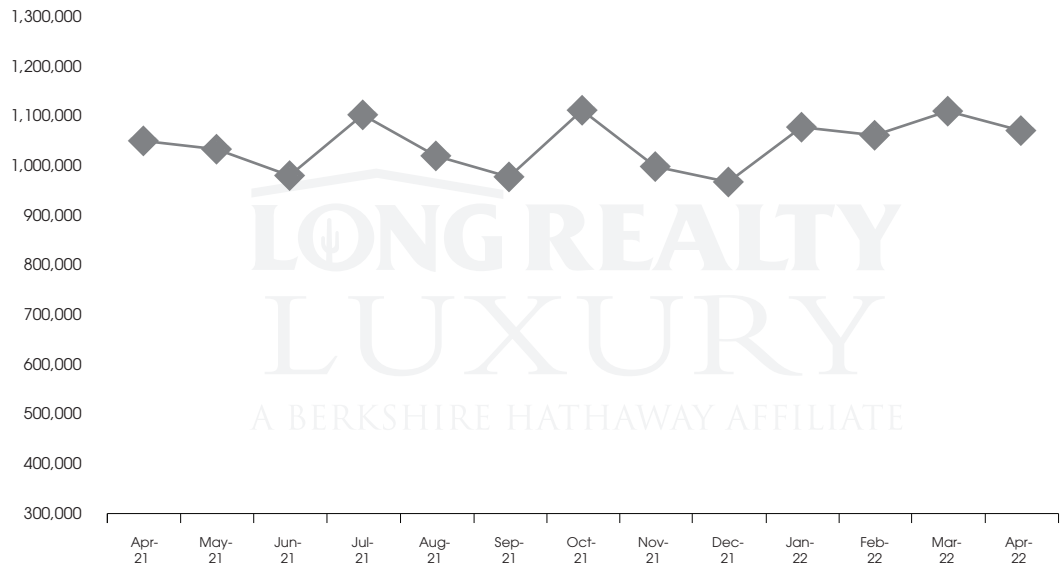
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above. All data obtained 05/05/2022 is believed to be reliable, but not guaranteed.

THE LUXURY HOUSING REPORT

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MEDIAN
SOLD PRICE
Tucson Luxury



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

| Apr 2021 | Apr 2022 |
|--------------|---------------|
| 97.3% | 101.4% |

MARKET SHARE
Tucson Luxury

Long Realty leads the market in successful real estate sales.

Data Obtained 05/05/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume priced \$800,000 and above between 05/01/2021 - 04/30/2022 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 39.6%

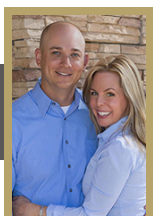
Tierra Antigua Realty 9.4%

Russ Lyon Sotheby's International Realty 7.8%

Realty Executives Arizona Territory 5.2%

Coldwell Banker Residential Brokerage 4.8%

Keller Williams Southern Arizona 4.3%



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 05/05/2022 for all residential properties priced \$800,000 and above. Information is believed to be reliable, but not guaranteed.

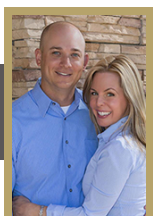
THE LUXURY HOUSING REPORT

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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-21 | Dec-21 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | | | |
| \$800,000 - \$899,999 | 32 | 25 | 32 | 18 | 16 | 24 | 28 | 1.1 | 1.0 | Seller |
| \$900,000 - \$999,999 | 24 | 11 | 21 | 10 | 18 | 23 | 21 | 1.1 | 1.1 | Seller |
| \$1,000,000 - \$1,249,999 | 28 | 13 | 18 | 19 | 11 | 24 | 19 | 1.5 | 1.2 | Seller |
| \$1,250,000 - \$1,499,999 | 36 | 8 | 11 | 10 | 9 | 17 | 17 | 2.1 | 2.0 | Seller |
| \$1,500,000 - \$1,749,999 | 10 | 4 | 4 | 5 | 2 | 6 | 4 | 2.5 | 3.7 | Seller |
| \$1,750,000 - \$1,999,999 | 14 | 1 | 1 | 2 | 5 | 12 | 4 | 3.5 | 1.7 | Seller |
| \$2,000,000 - and over | 49 | 6 | 4 | 3 | 7 | 7 | 6 | 8.2 | 6.6 | Slightly Buyer |
| TOTAL | 193 | 68 | 91 | 67 | 68 | 113 | 99 | 1.9 | 1.8 | Seller |



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 05/05/2022 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 02/01/2022-04/30/2022. Information is believed to be reliable, but not guaranteed.