

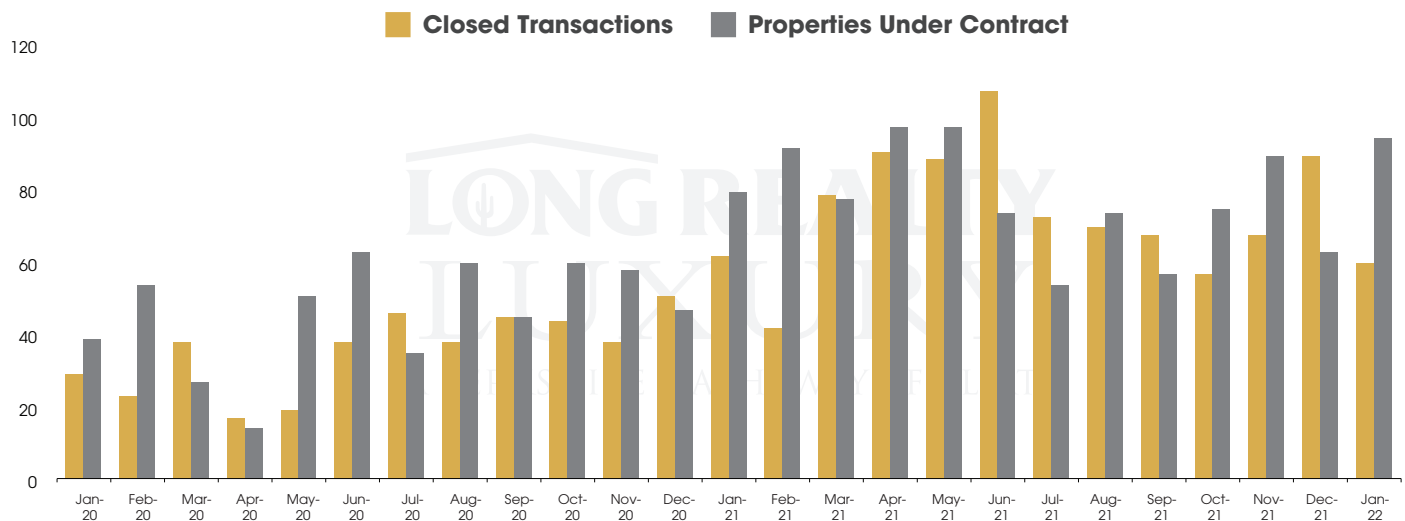
# THE LUXURY HOUSING REPORT

TUCSON | FEBRUARY 2022

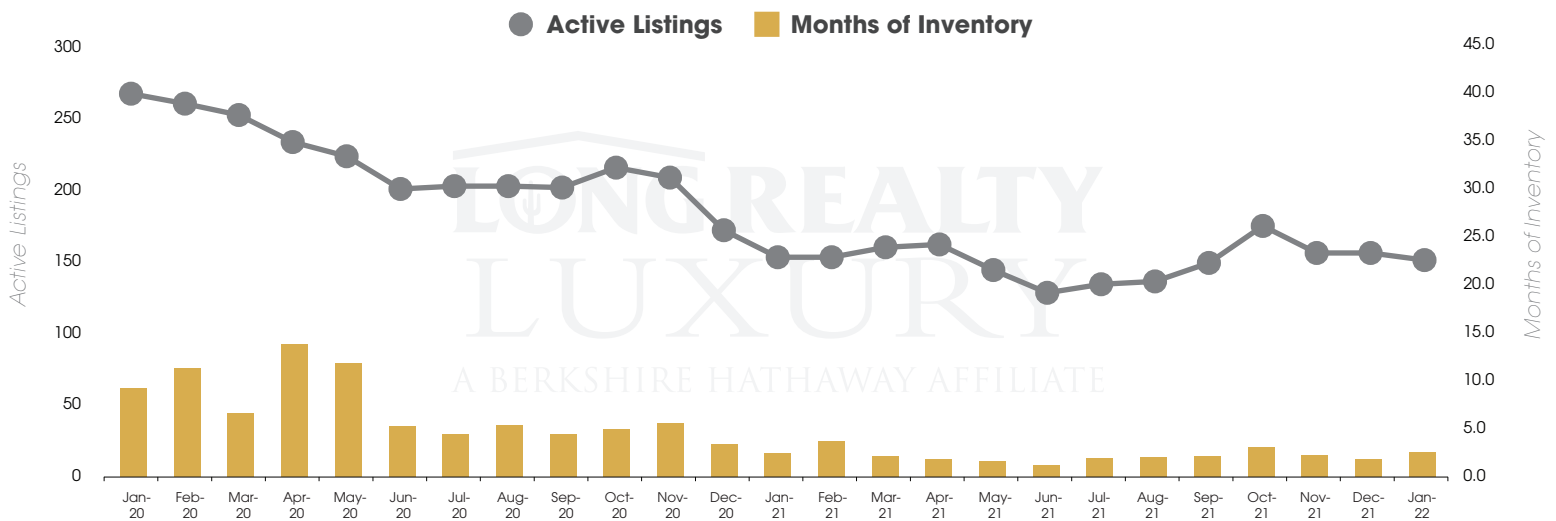
**LONG REALTY**  
**LUXURY**  
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, January 2022 active inventory was 153, a 1% decrease from January 2021. There were 60 closings in January 2022, a 3% decrease from January 2021. Year-to-date 2022 there were 60 closings, a 3% decrease from year-to-date 2021. Months of Inventory was 2.6, up from 2.5 in January 2021. Median price of sold homes was \$1,089,798 for the month of January 2022, up 10% from January 2021. The Tucson Luxury area had 95 new properties under contract in January 2022, up 19% from January 2021.

## 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 02/07/2022 is believed to be reliable, but not guaranteed.

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MEDIAN  
SOLD PRICE  
Tucson Luxury

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

Jan 2021	Jan 2022
<b>94.9%</b>	<b>98.0%</b>



MARKET SHARE  
Tucson Luxury

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

*Data Obtained 02/07/2022  
from MLSSAZ using  
TrendGraphix software for  
all closed residential sales  
volume priced \$800,000 and  
above between 02/01/2021  
– 1/31/2022 rounded to the  
nearest tenth of one percent  
and deemed to be correct.*

**LONG REALTY COMPANY 41.2%**

Tierra Antigua Realty 9.5%

Russ Lyon Sotheby's International Realty 8.1%

Coldwell Banker Residential Brokerage 5.3%

Realty Executives Arizona Territory 5.1%

Keller Williams Southern Arizona 4.3%



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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-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22			
\$800,000 - \$899,999	24	19	24	10	25	32	17	1.4	1.1	Seller
\$900,000 - \$999,999	19	17	15	17	11	20	8	2.4	1.5	Seller
\$1,000,000 - \$1,249,999	25	13	17	14	13	18	18	1.4	1.3	Seller
\$1,250,000 - \$1,499,999	26	12	7	6	8	11	8	3.3	3.4	Seller
\$1,500,000 - \$1,749,999	14	8	2	3	4	4	5	2.8	3.3	Seller
\$1,750,000 - \$1,999,999	10	0	2	2	1	1	1	10.0	9.7	Buyer
\$2,000,000 - and over	35	1	1	5	6	4	3	11.7	8.2	Slightly Buyer
<b>TOTAL</b>	<b>153</b>	<b>70</b>	<b>68</b>	<b>57</b>	<b>68</b>	<b>90</b>	<b>60</b>	<b>2.6</b>	<b>2.2</b>	<b>Seller</b>

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 02/07/2022 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 11/01/2021-01/31/2022. Information is believed to be reliable, but not guaranteed.