

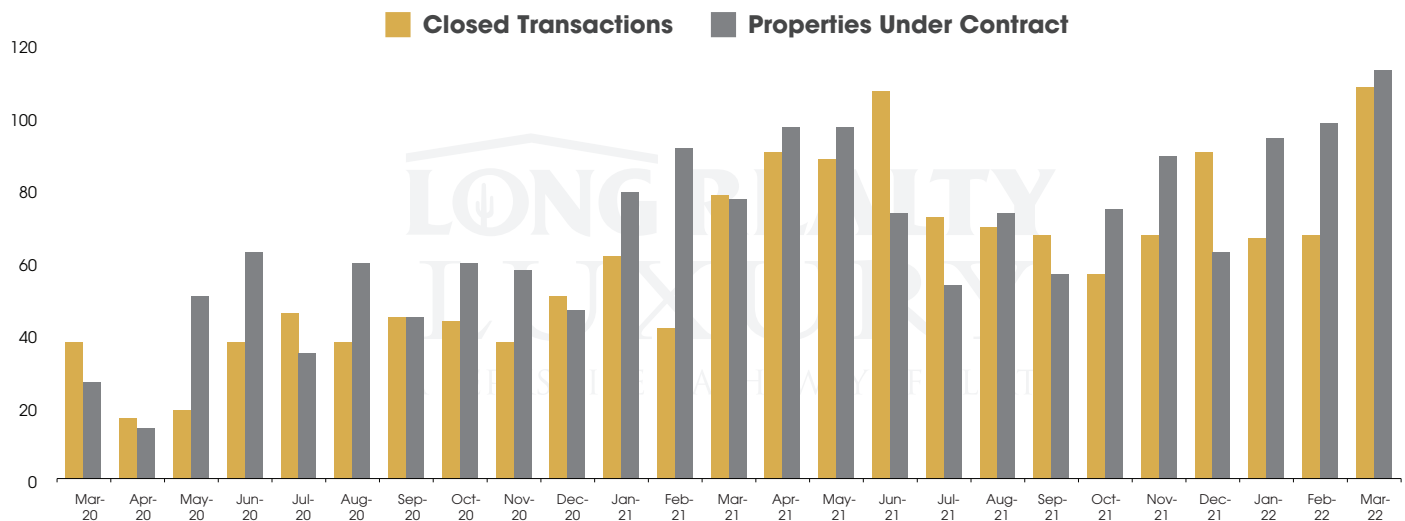
THE LUXURY HOUSING REPORT

TUCSON | APRIL 2022

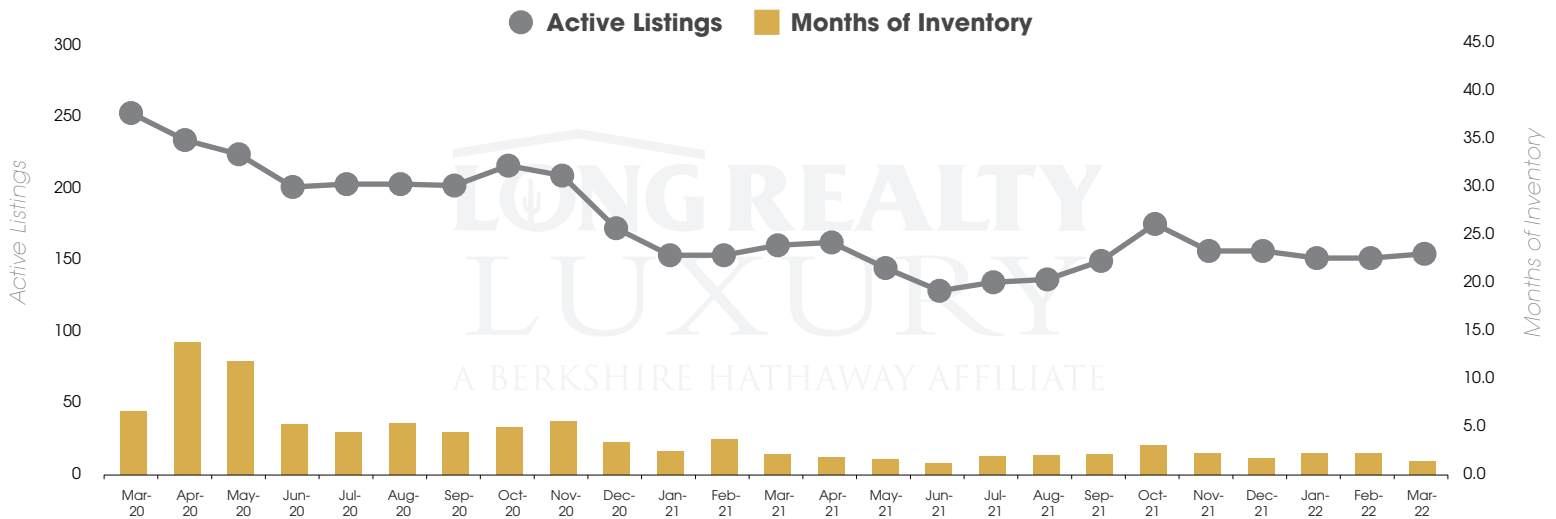
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, March 2022 active inventory was 156, a 4% decrease from March 2021. There were 109 closings in March 2022, a 38% increase from March 2021. Year-to-date 2022 there were 244 closings, a 33% increase from year-to-date 2021. Months of Inventory was 1.4, down from 2.1 in March 2021. Median price of sold homes was \$1,122,490 for the month of March 2022, up 8% from March 2021. The Tucson Luxury area had 114 new properties under contract in March 2022, up 46% from March 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 04/07/2022 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.**

Mar 2021	Mar 2022
97.8%	102.1%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 04/07/2022
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 04/01/2021
– 03/31/2022 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 40.2%

Tierra Antigua Realty 9.6%

Russ Lyon Sotheby's International Realty 7.8%

Realty Executives Arizona Territory 5.1%

Coldwell Banker Residential Brokerage 4.7%

Keller Williams Southern Arizona 4.2%



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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
		Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22			
\$800,000 - \$899,999	20	10	25	32	18	16	22	0.9	1.1	Seller
\$900,000 - \$999,999	24	17	11	21	10	18	23	1.0	1.3	Seller
\$1,000,000 - \$1,249,999	20	14	13	18	19	11	24	0.8	1.2	Seller
\$1,250,000 - \$1,499,999	25	6	8	11	10	9	16	1.6	2.2	Seller
\$1,500,000 - \$1,749,999	16	3	4	4	5	2	6	2.7	3.7	Seller
\$1,750,000 - \$1,999,999	11	2	1	1	2	5	11	1.0	1.8	Seller
\$2,000,000 - and over	40	5	6	4	3	7	7	5.7	6.9	Slightly Buyer
TOTAL	156	57	68	91	67	68	109	1.4	1.9	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 04/07/2022 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 01/01/2022-03/31/2022. Information is believed to be reliable, but not guaranteed.