

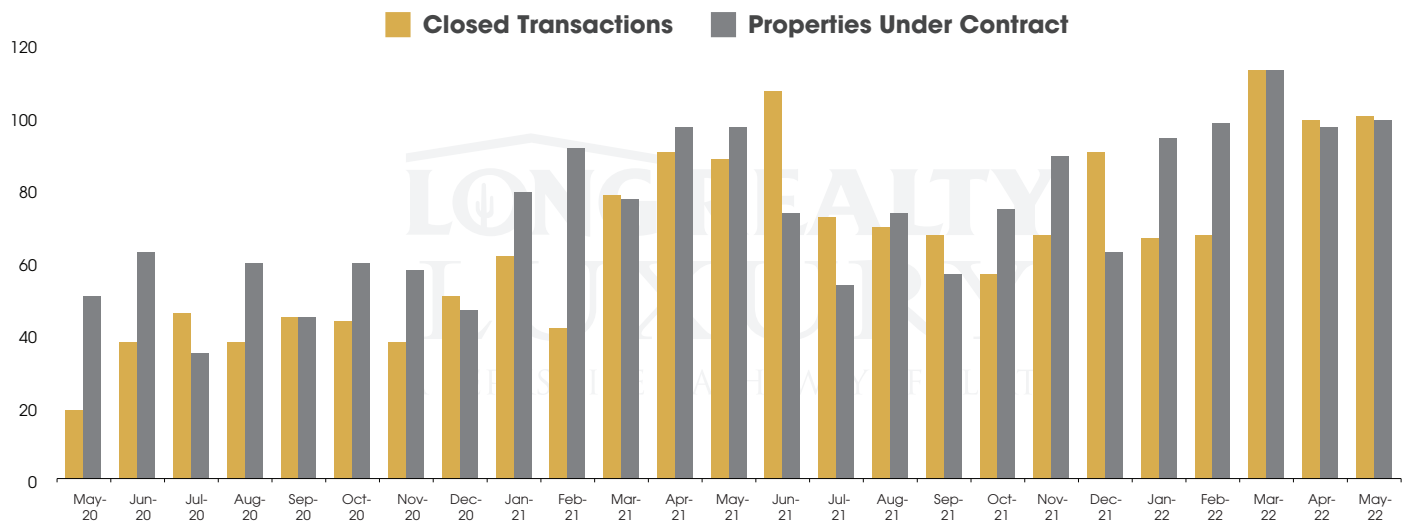
THE LUXURY HOUSING REPORT

TUCSON | JUNE 2022

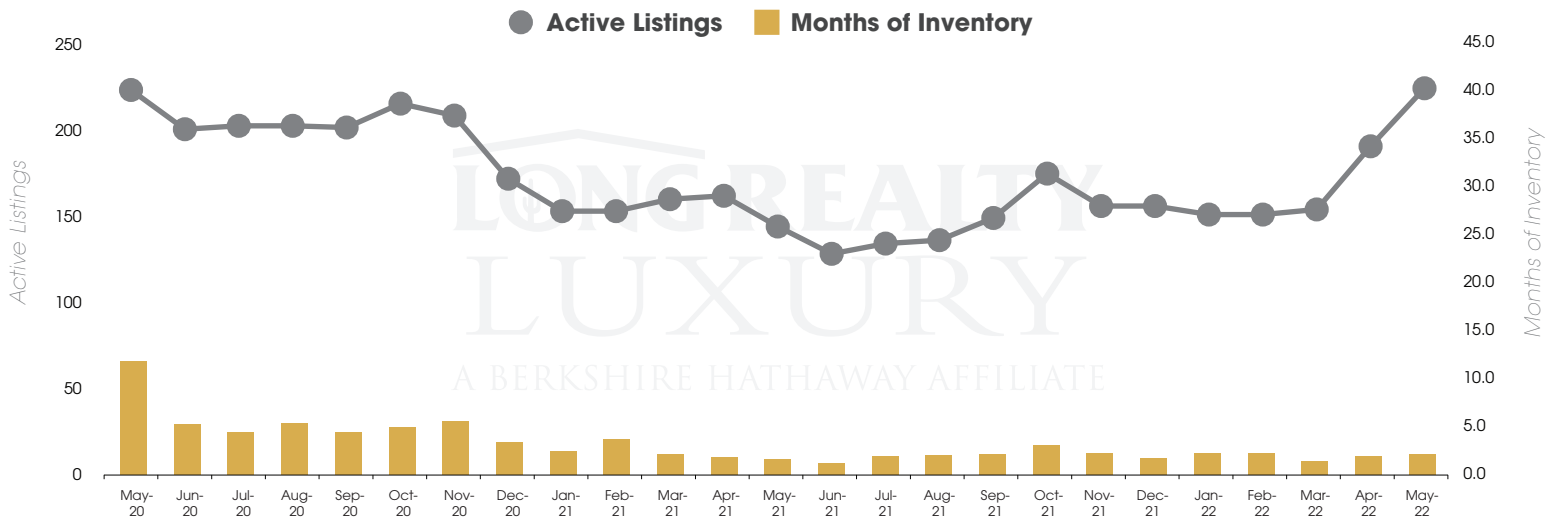
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, May 2022 active inventory was 227, a 55% increase from May 2021. There were 101 closings in May 2022, a 13% increase from May 2021. Year-to-date 2022 there were 450 closings, a 24% increase from year-to-date 2021. Months of Inventory was 2.2, up from 1.6 in May 2021. Median price of sold homes was \$1,030,000 for the month of May 2022, virtually unchanged 1% from May 2021. The Tucson Luxury area had 100 new properties under contract in May 2022, up 2% from May 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 06/07/2022 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.**

May 2021	May 2022
96.8%	101.4%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 06/07/2022
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 04/01/2021
– 05/31/2022 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 38.5%

Tierra Antigua Realty 9.7%

Russ Lyon Sotheby's International Realty 7.7%

Realty Executives Arizona Territory 5.7%

Coldwell Banker Realty 4.9%

Keller Williams Southern Arizona 4.8%



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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
		Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22			
\$800,000 - \$899,999	43	32	18	16	25	29	26	1.7	1.2	Seller
\$900,000 - \$999,999	25	21	10	18	23	21	25	1.0	1.1	Seller
\$1,000,000 - \$1,249,999	37	18	19	11	24	19	22	1.7	1.3	Seller
\$1,250,000 - \$1,499,999	41	11	10	9	17	17	10	4.1	2.3	Seller
\$1,500,000 - \$1,749,999	13	4	5	2	6	4	9	1.4	2.1	Seller
\$1,750,000 - \$1,999,999	19	1	2	5	12	4	4	4.8	2.2	Seller
\$2,000,000 - and over	49	4	3	7	7	6	5	9.8	7.7	Slightly Buyer
TOTAL	227	91	67	68	114	100	101	2.2	1.8	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 06/07/2022 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 03/01/2022-05/31/2022. Information is believed to be reliable, but not guaranteed.