

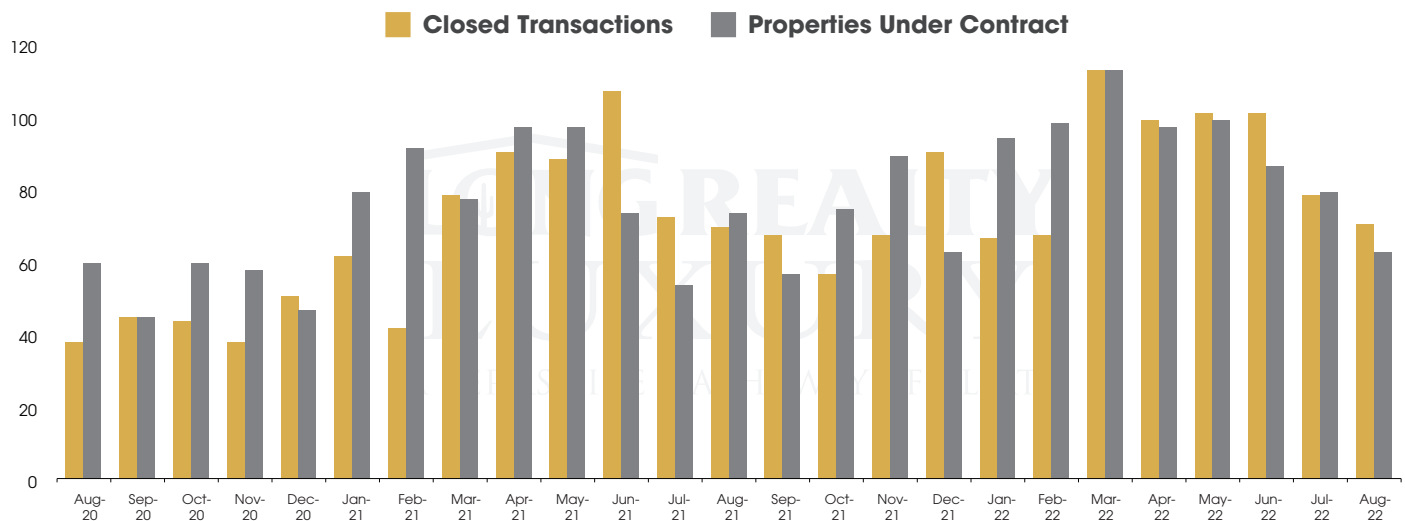
THE LUXURY HOUSING REPORT

TUCSON | SEPTEMBER 2022

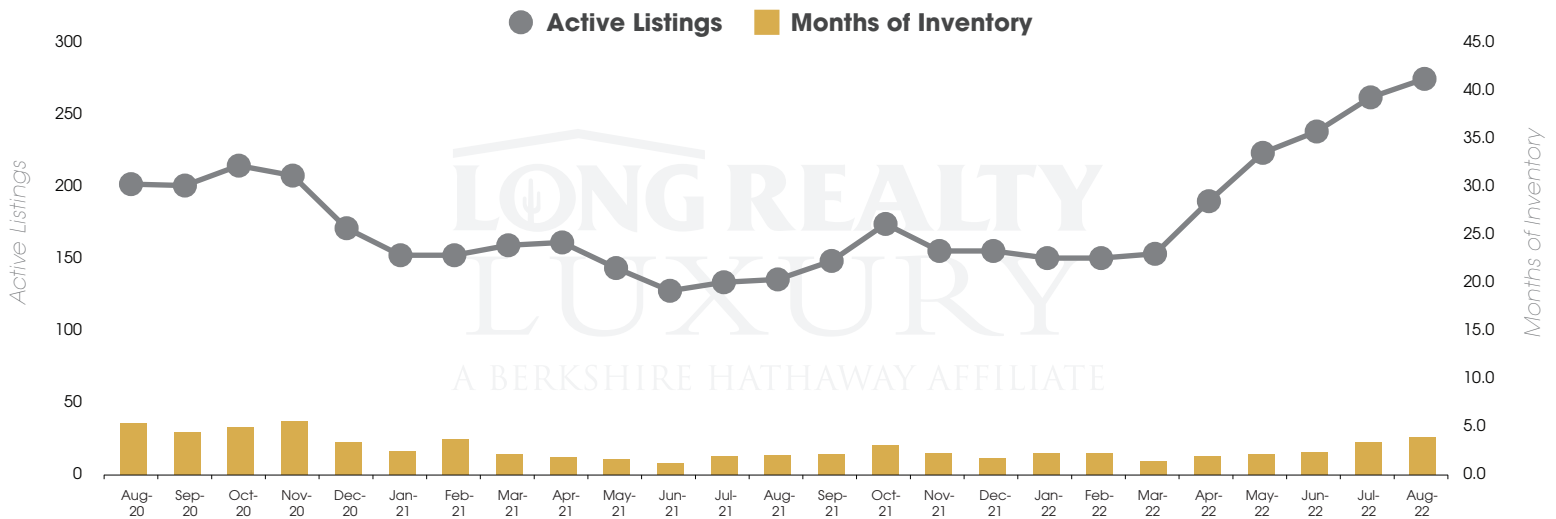
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, August 2022 active inventory was 279, a 102% increase from August 2021. There were 71 closings in August 2022, a 1% increase from August 2021. Year-to-date 2022 there were 703 closings, a 14% increase from year-to-date 2021. Months of Inventory was 3.9, up from 2.0 in August 2021. Median price of sold homes was \$1,080,591 for the month of August 2022, up 6% from August 2021. The Tucson Luxury area had 63 new properties under contract in August 2022, down 15% from August 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 09/07/2022 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.**

Aug 2021	Aug 2022
98.3%	94.5%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 09/07/2022
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 07/01/2021
– 08/31/2022 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY **37.8%**

Tierra Antigua Realty 10.3%

Russ Lyon Sotheby's International Realty 7.4%

Realty Executives Arizona Territory 5.8%

Coldwell Banker Realty 4.8%

Keller Williams Southern Arizona 4.5%



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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
		Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22			
\$800,000 - \$899,999	57	25	29	27	36	28	25	2.3	1.8	Seller
\$900,000 - \$999,999	40	23	21	25	17	16	12	3.3	2.2	Seller
\$1,000,000 - \$1,249,999	44	24	19	22	13	16	15	2.9	2.9	Seller
\$1,250,000 - \$1,499,999	50	17	17	10	24	6	9	5.6	3.4	Seller
\$1,500,000 - \$1,749,999	19	6	4	9	8	6	2	9.5	4.0	Seller
\$1,750,000 - \$1,999,999	21	12	4	4	1	4	4	5.3	6.3	Balanced
\$2,000,000 - and over	48	7	6	5	7	4	4	12.0	9.7	Buyer
TOTAL	279	114	100	102	106	80	71	3.9	3.1	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 09/07/2022 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 06/01/2022-08/31/2022. Information is believed to be reliable, but not guaranteed.