

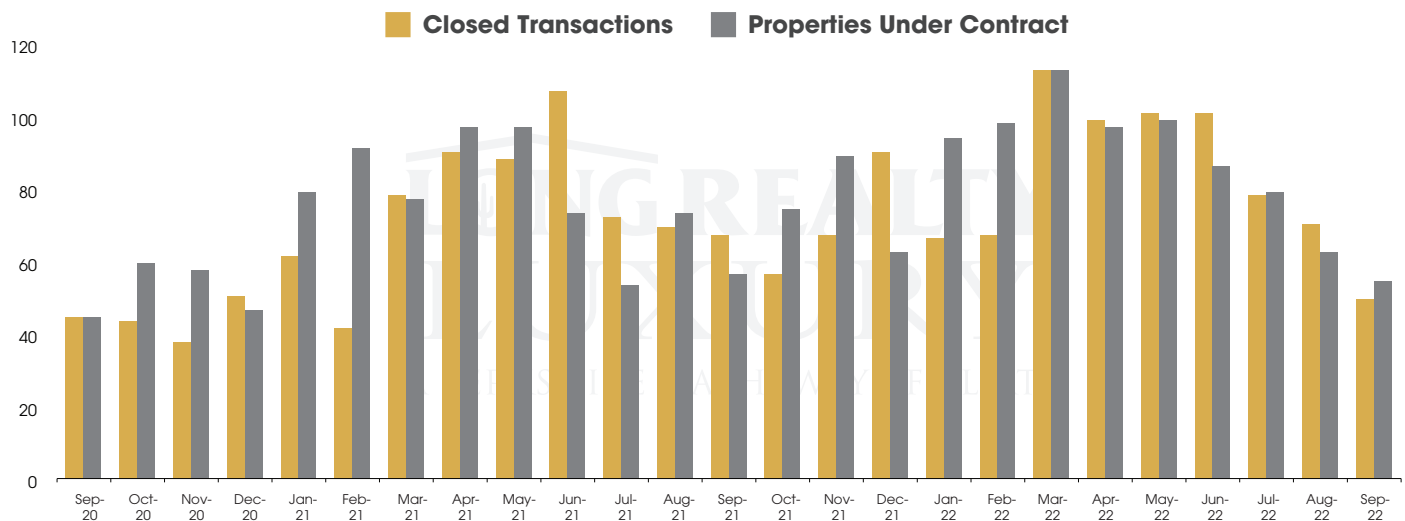
# THE LUXURY HOUSING REPORT

TUCSON | OCTOBER 2022

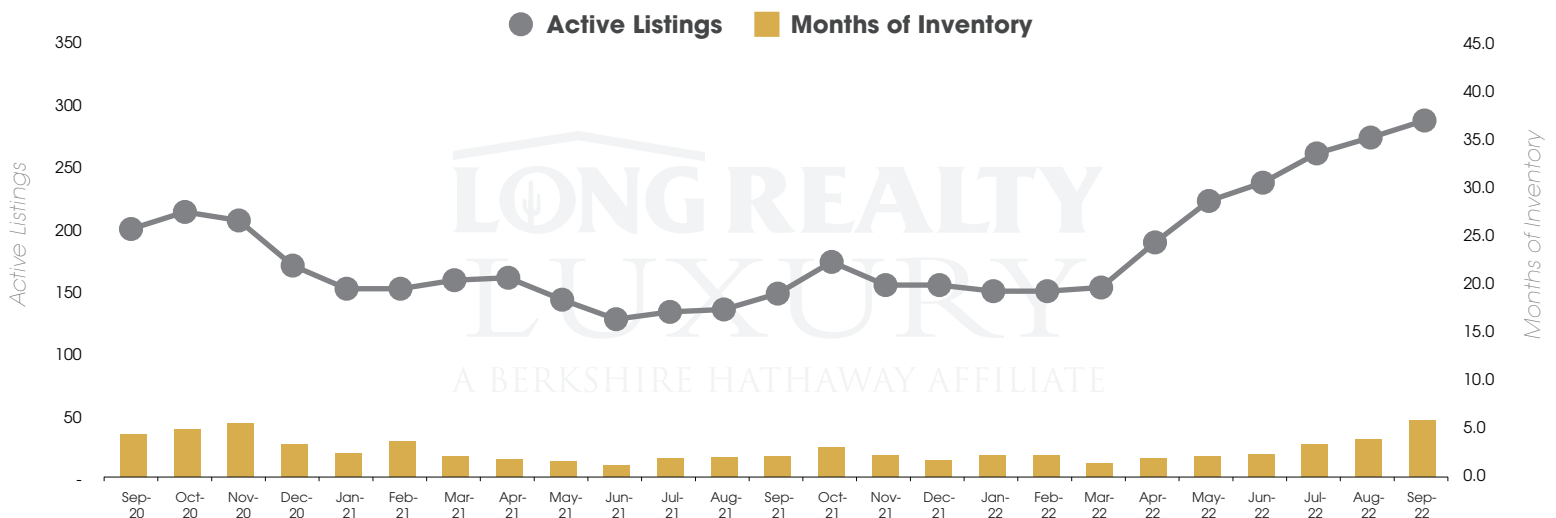
**LONG REALTY**  
**LUXURY**  
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, September 2022 active inventory was 293, a 94% increase from September 2021. There were 50 closings in September 2022, a 26% decrease from September 2021. Year-to-date 2022 there were 753 closings, a 10% increase from year-to-date 2021. Months of Inventory was 5.9, up from 2.2 in September 2021. Median price of sold homes was \$1,085,627 for the month of September 2022, up 11% from September 2021. The Tucson Luxury area had 55 new properties under contract in September 2022, down 4% from September 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 10/05/2022 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.**

Sep 2021	Sep 2022
<b>100.0%</b>	<b>96.7%</b>



MARKET SHARE  
Tucson Luxury

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

*Data Obtained 10/05/2022  
from MLSSAZ using  
TrendGraphix software for  
all closed residential sales  
volume priced \$800,000 and  
above between 08/01/2021  
– 09/30/2022 rounded to the  
nearest tenth of one percent  
and deemed to be correct.*

**LONG REALTY COMPANY** **37.1%**

Tierra Antigua Realty 10.5%

Russ Lyon Sotheby's International Realty 7.7%

Realty Executives Arizona Territory 6.2%

Coldwell Banker Realty 4.9%

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
		Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22			
\$800,000 - \$899,999	65	29	27	36	28	25	14	4.6	2.7	<b>Seller</b>
\$900,000 - \$999,999	37	21	25	17	16	13	10	3.7	2.7	<b>Seller</b>
\$1,000,000 - \$1,249,999	53	19	22	13	16	15	12	4.4	3.3	<b>Seller</b>
\$1,250,000 - \$1,499,999	52	17	10	24	6	9	3	17.3	8.0	<b>Slightly Buyer</b>
\$1,500,000 - \$1,749,999	16	4	9	8	6	2	7	2.3	3.9	<b>Seller</b>
\$1,750,000 - \$1,999,999	22	4	4	1	4	4	1	22.0	7.1	<b>Slightly Buyer</b>
\$2,000,000 - and over	48	6	5	7	4	4	3	16.0	13.2	<b>Buyer</b>
<b>TOTAL</b>	<b>293</b>	<b>100</b>	<b>102</b>	<b>106</b>	<b>80</b>	<b>72</b>	<b>50</b>	<b>5.9</b>	<b>4.1</b>	<b>Slightly Seller</b>

				
<b>Seller's Market</b>	<b>Slight Seller's Market</b>	<b>Balanced Market</b>	<b>Slight Buyer's Market</b>	<b>Buyer's Market</b>



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 10/05/2022 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 07/01/2022-09/30/2022. Information is believed to be reliable, but not guaranteed.