

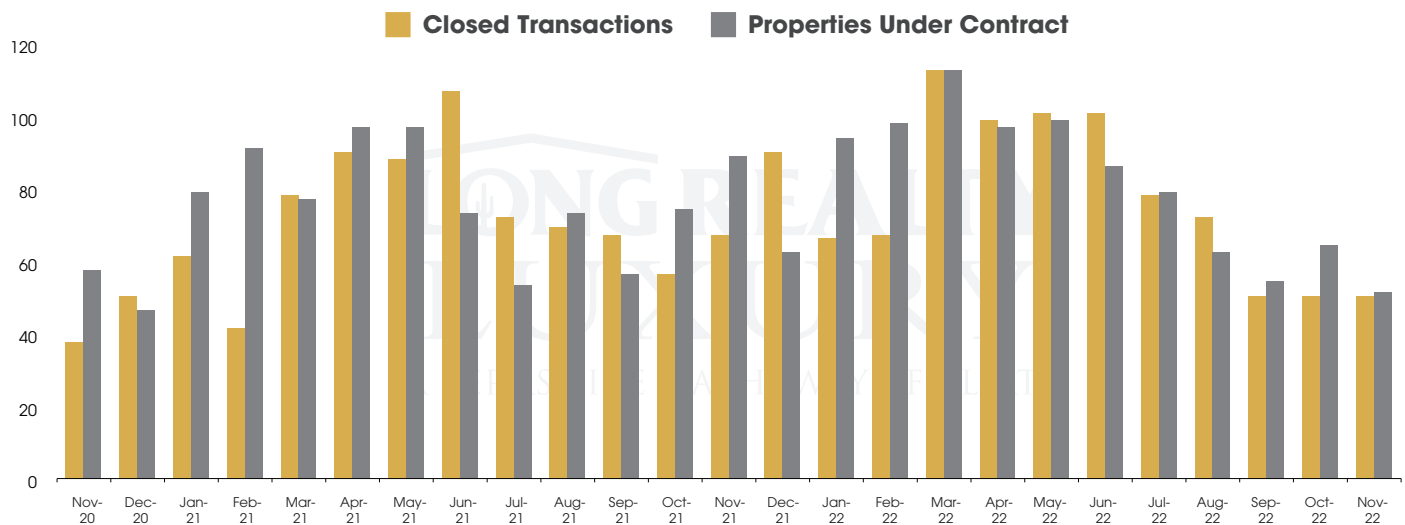
# THE LUXURY HOUSING REPORT

TUCSON | DECEMBER 2022

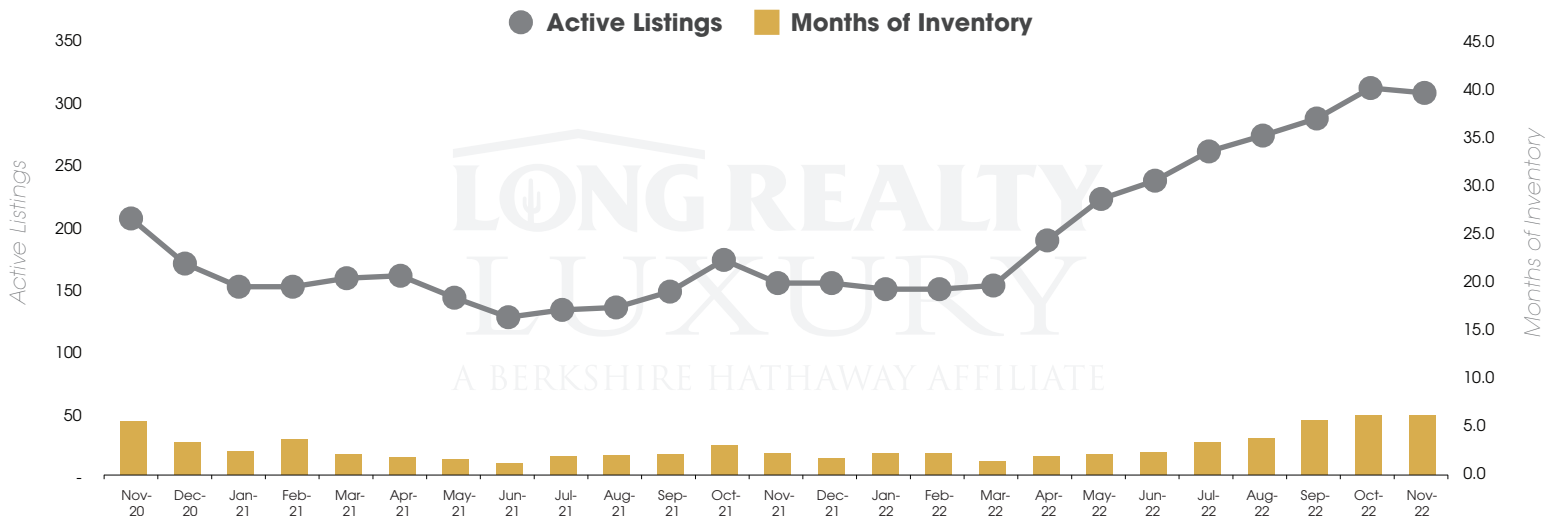
**LONG REALTY**  
**LUXURY**  
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, November 2022 active inventory was 314, a 99% increase from November 2021. There were 51 closings in November 2022, a 25% decrease from November 2021. Year-to-date 2022 there were 858 closings, a 6% increase from year-to-date 2021. Months of Inventory was 6.2, up from 2.3 in November 2021. Median price of sold homes was \$1,124,775 for the month of November 2022, up 11% from November 2021. The Tucson Luxury area had 52 new properties under contract in November 2022, down 42% from November 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 12/07/2022 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.**

Nov 2021	Nov 2022
<b>97.2%</b>	<b>95.1%</b>



MARKET SHARE  
Tucson Luxury

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

*Data Obtained 12/07/2022  
from MLSSAZ using  
TrendGraphix software for  
all closed residential sales  
volume priced \$800,000 and  
above between 10/01/2021  
– 11/30/2022 rounded to the  
nearest tenth of one percent  
and deemed to be correct.*

**LONG REALTY COMPANY 37.9%**

Tierra Antigua Realty 10.4%

Russ Lyon Sotheby's International Realty 7.8%

Realty Executives Arizona Territory 6.3%

Coldwell Banker Realty 4.9%

Keller Williams Southern Arizona 4.1%



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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
		Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22			
\$800,000 - \$899,999	67	36	28	25	15	15	16	4.2	4.2	Slightly Seller
\$900,000 - \$999,999	45	17	16	13	10	9	5	9.0	5.3	Balanced
\$1,000,000 - \$1,249,999	54	13	16	16	12	13	12	4.5	4.5	Slightly Seller
\$1,250,000 - \$1,499,999	52	24	6	9	3	5	9	5.8	9.6	Buyer
\$1,500,000 - \$1,749,999	23	8	6	2	7	1	5	4.6	4.2	Slightly Seller
\$1,750,000 - \$1,999,999	23	1	4	4	1	3	1	23.0	14.0	Buyer
\$2,000,000 - and over	50	7	4	4	3	5	3	16.7	13.6	Buyer
<b>TOTAL</b>	<b>314</b>	<b>106</b>	<b>80</b>	<b>73</b>	<b>51</b>	<b>51</b>	<b>51</b>	<b>6.2</b>	<b>6.0</b>	<b>Balanced</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 12/07/2022 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 09/01/2022-11/30/2022. Information is believed to be reliable, but not guaranteed.