

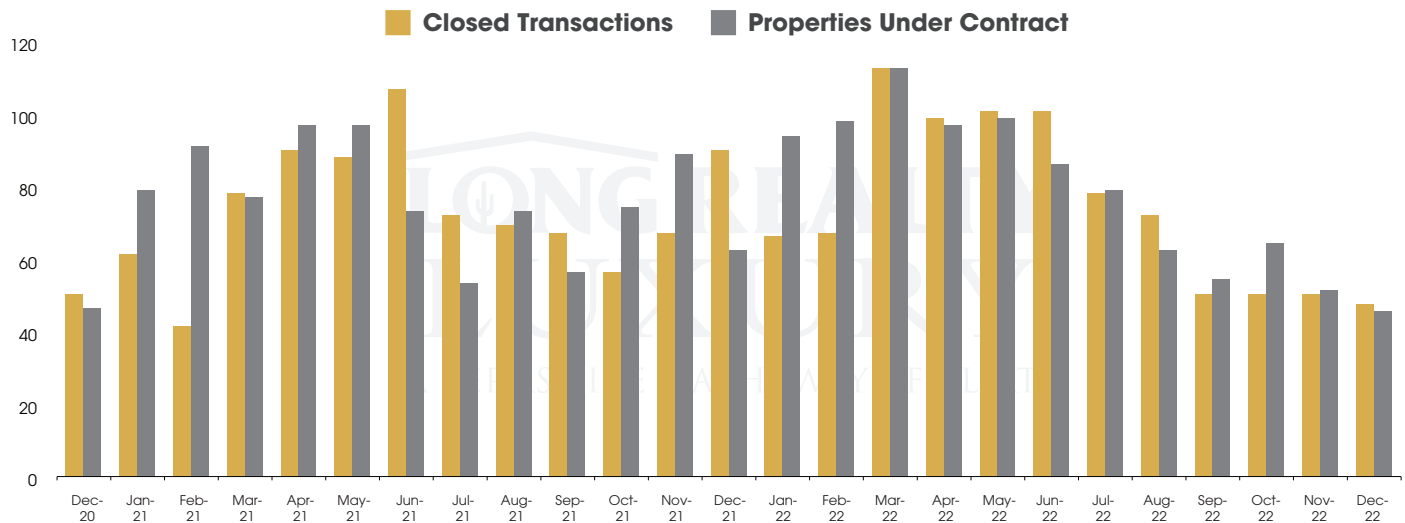
THE LUXURY HOUSING REPORT

TUCSON | JANUARY 2023

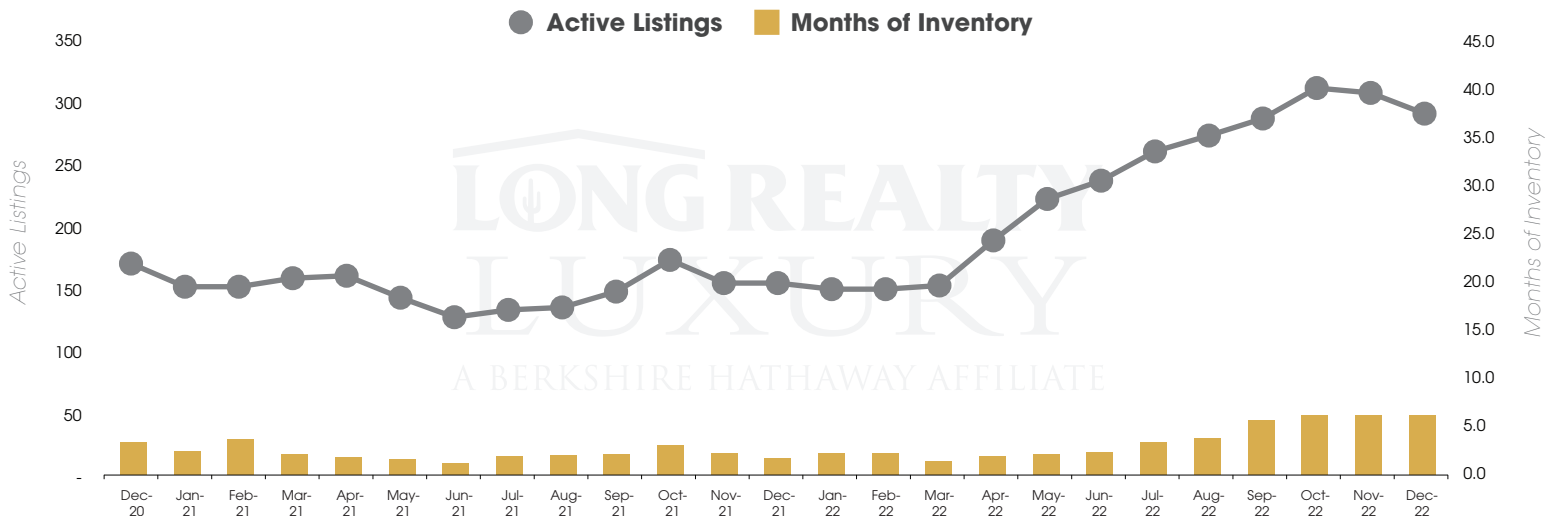
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, December 2022 active inventory was 297, an 88% increase from December 2021. There were 48 closings in December 2022, a 47% decrease from December 2021. Year-to-date 2022 there were 906 closings, a 1% increase from year-to-date 2021. Months of Inventory was 6.2, up from 1.7 in December 2021. Median price of sold homes was \$1,006,625 for the month of December 2022, up 4% from December 2021. The Tucson Luxury area had 46 new properties under contract in December 2022, down 27% from December 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 01/06/2023 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.**

Dec 2021	Dec 2022
96.1%	97.3%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 01/06/2023
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 11/01/2021
– 12/31/2022 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 37.1%

Tierra Antigua Realty 10.3%

Russ Lyon Sotheby's International Realty 8.0%

Realty Executives Arizona Territory 6.3%

Coldwell Banker Realty 5.2%

Keller Williams Southern Arizona 4.0%



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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
		Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22			
\$800,000 - \$899,999	66	28	25	15	15	16	20	3.3	3.8	Seller
\$900,000 - \$999,999	44	16	13	10	9	5	7	6.3	6.4	Balanced
\$1,000,000 - \$1,249,999	48	16	16	12	13	12	5	9.6	5.4	Balanced
\$1,250,000 - \$1,499,999	52	6	9	3	5	9	4	13.0	9.1	Buyer
\$1,500,000 - \$1,749,999	20	6	2	7	1	5	6	3.3	4.9	Slightly Seller
\$1,750,000 - \$1,999,999	18	4	4	1	3	1	3	6.0	9.4	Buyer
\$2,000,000 - and over	49	4	4	3	5	3	3	16.3	13.7	Buyer
TOTAL	297	80	73	51	51	51	48	6.2	6.2	Balanced

				
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 01/06/2023 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 10/01/2022-12/31/2022. Information is believed to be reliable, but not guaranteed.