

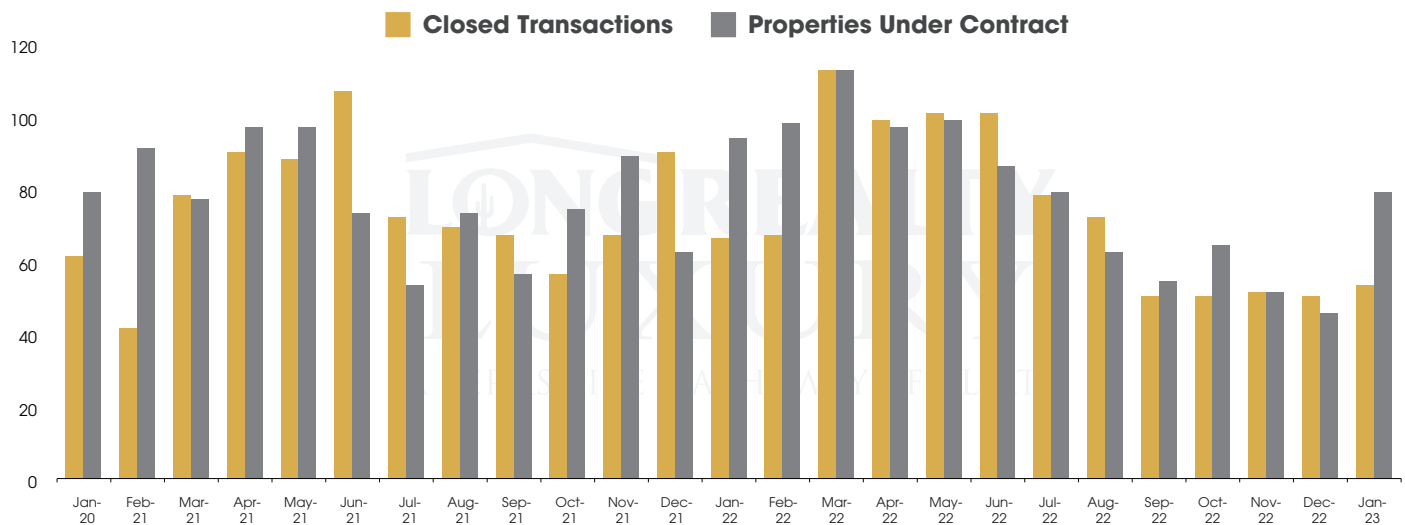
THE LUXURY HOUSING REPORT

TUCSON | FEBRUARY 2023

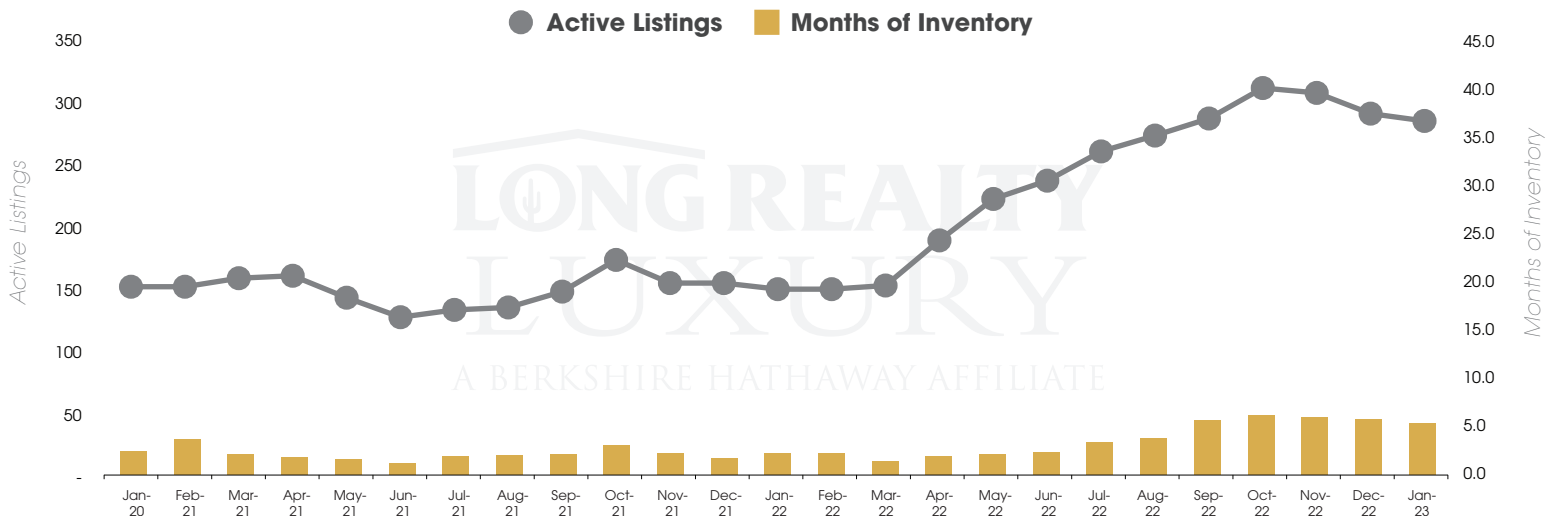
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, January 2023 active inventory was 291, a 90% increase from January 2022. There were 54 closings in January 2023, a 19% decrease from January 2022. Year-to-date 2023 there were 54 closings, a 19% decrease from year-to-date 2021. Months of Inventory was 5.4, up from 2.3 in January 2022. Median price of sold homes was \$1,138,261 for the month of January 2023, up 5% from January 2022. The Tucson Luxury area had 80 new properties under contract in January 2023, down 16% from January 2022.

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 02/07/2023 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.**

Jan 2022	Jan 2023
97.1%	94.2%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 02/07/2023
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 02/01/2022
– 01/31/2023 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY **37.3%**

Tierra Antigua Realty 10.0%

Russ Lyon Sotheby's International Realty 8.2%

Realty Executives Arizona Territory 6.4%

Coldwell Banker Realty 5.5%

Keller Williams Southern Arizona 3.9%



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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
		Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23			
\$800,000 - \$899,999	58	25	15	15	16	21	13	4.5	3.8	Seller
\$900,000 - \$999,999	37	13	10	9	5	7	10	3.7	5.7	Balanced
\$1,000,000 - \$1,249,999	49	16	12	13	13	7	8	6.1	5.4	Balanced
\$1,250,000 - \$1,499,999	49	9	3	5	9	4	13	3.8	5.9	Balanced
\$1,500,000 - \$1,749,999	19	2	7	1	5	6	3	6.3	4.4	Slightly Seller
\$1,750,000 - \$1,999,999	18	4	1	3	1	3	4	4.5	7.4	Slightly Buyer
\$2,000,000 - and over	61	4	3	5	3	3	3	20.3	17.8	Buyer
TOTAL	291	73	51	51	52	51	54	5.4	5.7	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 02/07/2023 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 11/01/2022-01/31/2023. Information is believed to be reliable, but not guaranteed.