

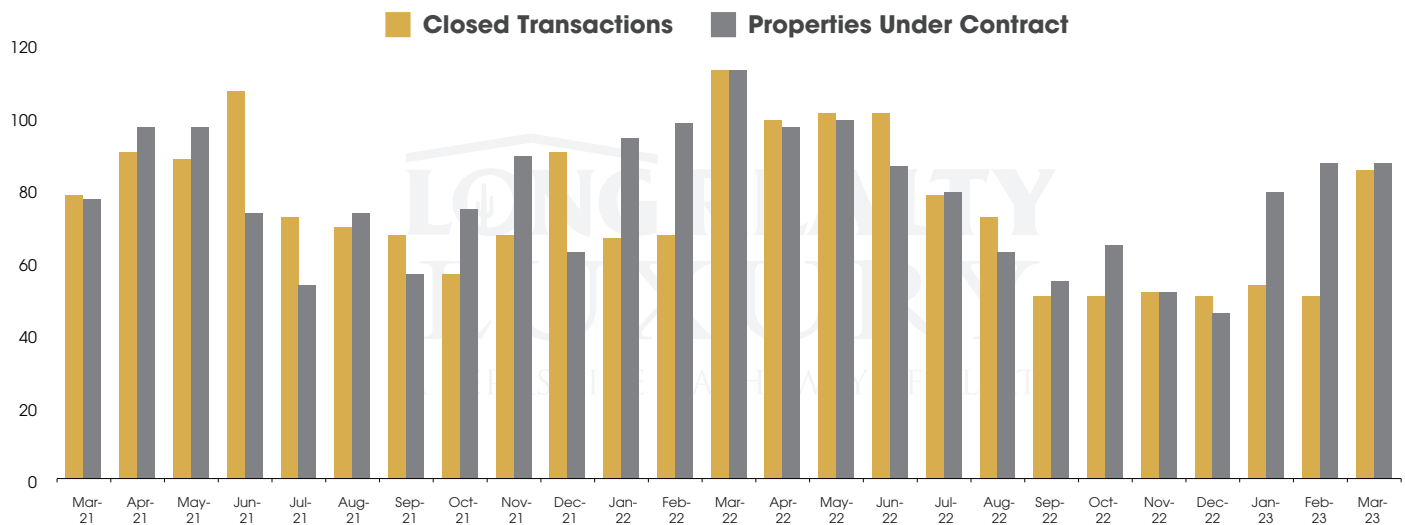
THE LUXURY HOUSING REPORT

TUCSON | APRIL 2023

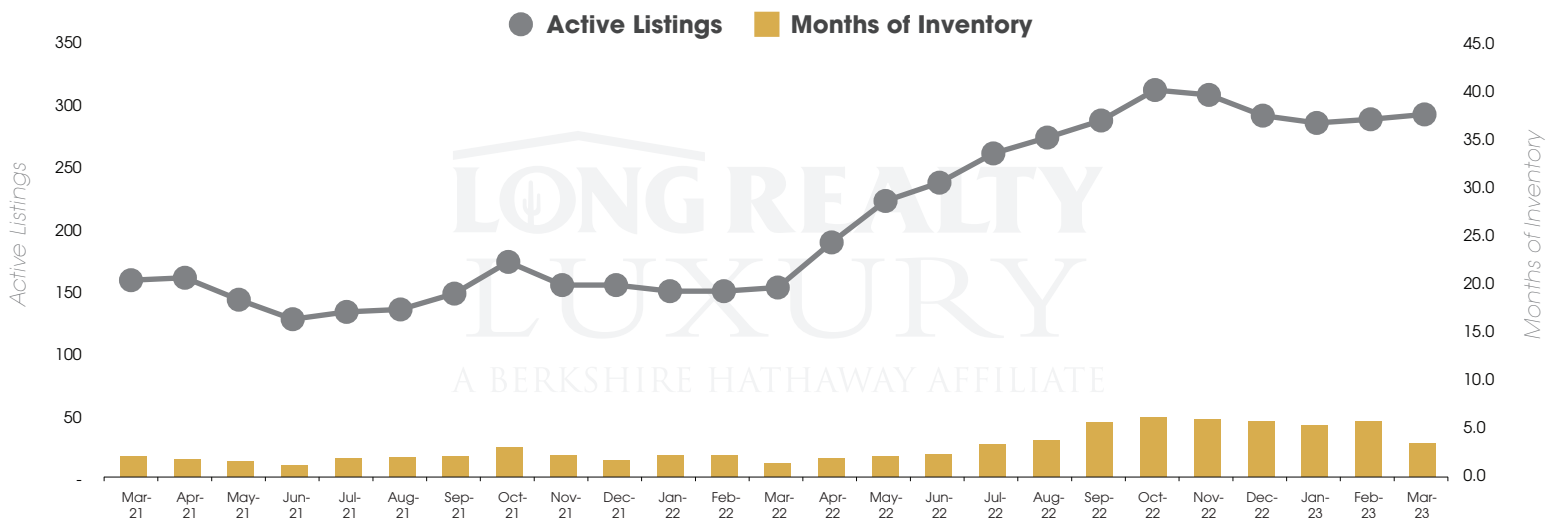
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, March 2023 active inventory was 298, a 91% increase from March 2022. There were 86 closings in March 2023, a 25% decrease from March 2022. Year-to-date 2023 there were 191 closings, a 23% decrease from year-to-date 2021. Months of Inventory was 3.5, up from 1.4 in March 2022. Median price of sold homes was \$961,619 for the month of March 2023, down 14% from March 2022. The Tucson Luxury area had 88 new properties under contract in March 2023, down 23% from March 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 04/05/2023 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.**

Mar 2022	Mar 2023
101.3%	97.9%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 04/05/2023
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 04/01/2022
– 03/31/2023 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 37.0%

Tierra Antigua Realty 10.0%

Russ Lyon Sotheby's International Realty 7.8%

Realty Executives Arizona Territory 6.7%

Coldwell Banker Realty 5.6%

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
		Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23			
\$800,000 - \$899,999	54	15	16	21	13	15	34	1.6	2.7	Seller
\$900,000 - \$999,999	33	9	5	7	10	10	18	1.8	2.8	Seller
\$1,000,000 - \$1,249,999	59	13	13	7	8	14	10	5.9	5.2	Balanced
\$1,250,000 - \$1,499,999	57	5	9	4	13	6	11	5.2	5.1	Balanced
\$1,500,000 - \$1,749,999	16	1	5	6	3	3	7	2.3	4.2	Slightly Seller
\$1,750,000 - \$1,999,999	16	3	1	3	4	0	2	8.0	8.5	Buyer
\$2,000,000 - and over	63	5	3	3	3	3	4	15.8	18.7	Buyer
TOTAL	298	51	52	51	54	51	86	3.5	4.6	Slightly 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 04/05/2023 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 01/01/2023-03/31/2023. Information is believed to be reliable, but not guaranteed.