

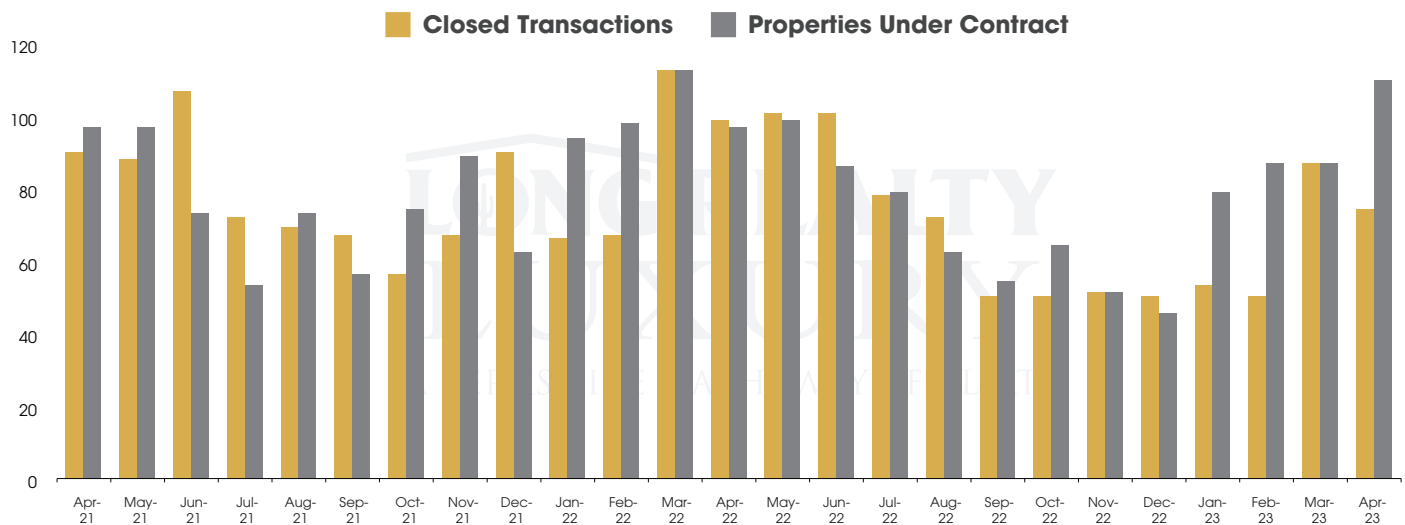
THE LUXURY HOUSING REPORT

TUCSON | MAY 2023

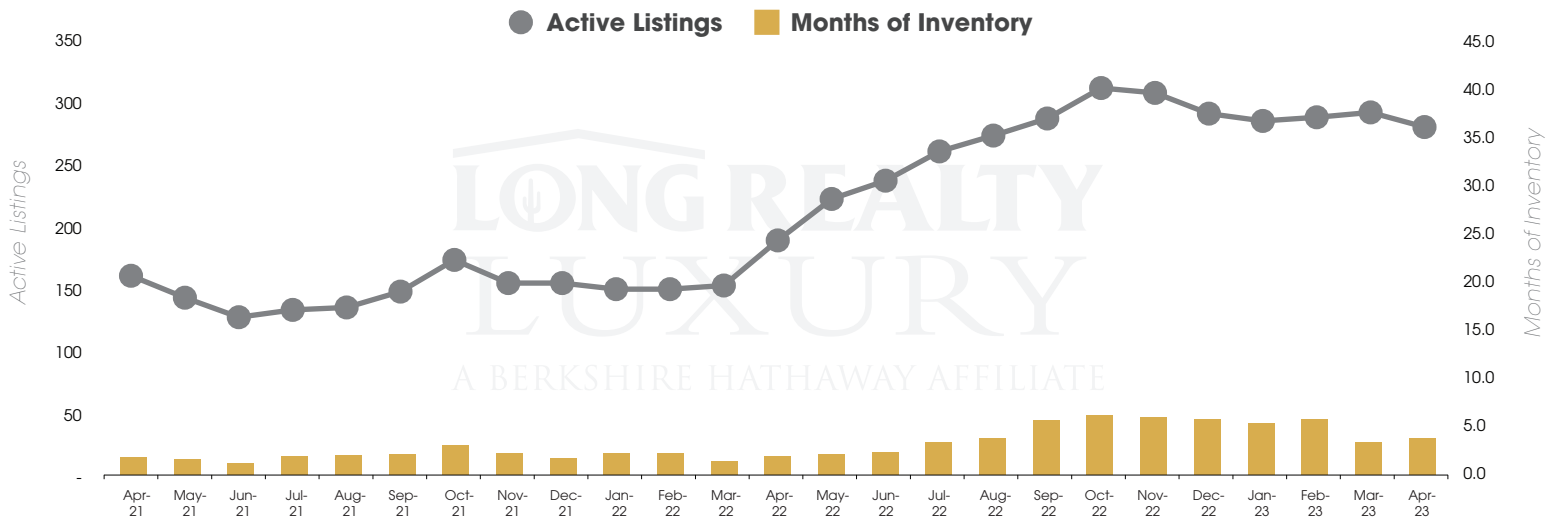
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, April 2023 active inventory was 286, a 48% increase from April 2022. There were 75 closings in April 2023, a 25% decrease from April 2022. Year-to-date 2023 there were 268 closings, a 23% decrease from year-to-date 2021. Months of Inventory was 3.8, up from 1.9 in April 2022. Median price of sold homes was \$1,040,453 for the month of April 2023, down 3% from April 2022. The Tucson Luxury area had 111 new properties under contract in April 2023, up 13% from April 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 05/05/2023 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.**

Apr 2022	Apr 2023
101.3%	96.6%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 05/05/2023
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 05/01/2022
– 04/30/2023 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 37.3%

Tierra Antigua Realty 9.7%

Russ Lyon Sotheby's International Realty 7.9%

Realty Executives Arizona Territory 6.7%

Coldwell Banker Realty 5.7%

Keller Williams Southern Arizona 3.7%



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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
		Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23			
\$800,000 - \$899,999	59	16	21	13	15	35	19	3.1	2.4	Seller
\$900,000 - \$999,999	34	5	7	10	10	19	17	2.0	2.3	Seller
\$1,000,000 - \$1,249,999	56	13	7	8	14	10	12	4.7	4.8	Slightly Seller
\$1,250,000 - \$1,499,999	43	9	4	13	6	11	13	3.3	4.9	Slightly Seller
\$1,500,000 - \$1,749,999	15	5	6	3	3	7	6	2.5	3.1	Seller
\$1,750,000 - \$1,999,999	16	1	3	4	0	2	5	3.2	7.0	Slightly Buyer
\$2,000,000 - and over	63	3	3	3	3	4	3	21.0	18.9	Buyer
TOTAL	286	52	51	54	51	88	75	3.8	4.1	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 05/05/2023 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 02/01/2023-04/30/2023. Information is believed to be reliable, but not guaranteed.