

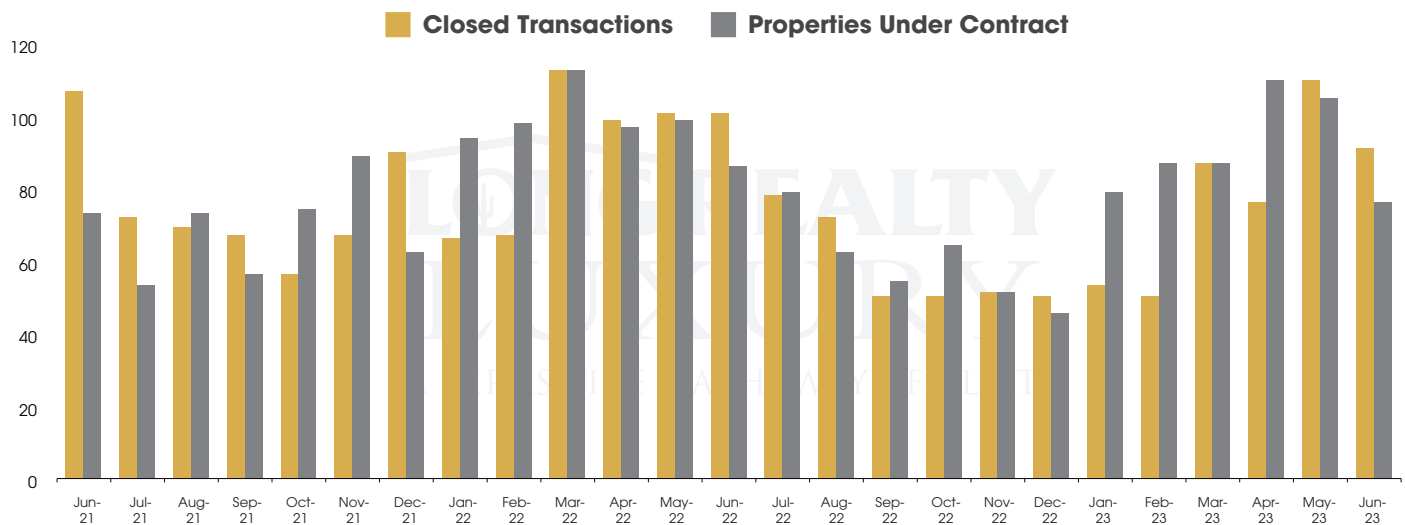
# THE LUXURY HOUSING REPORT

TUCSON | JULY 2023

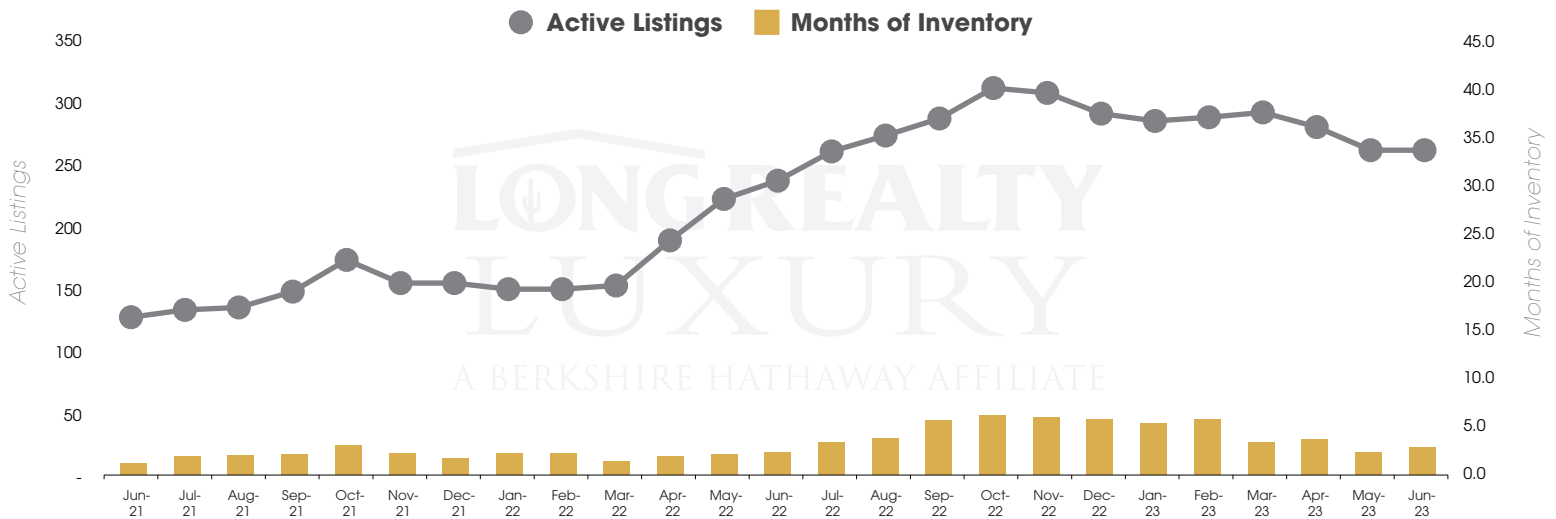
**LONG REALTY**  
**LUXURY**  
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, June 2023 active inventory was 267, a 10% increase from June 2022. There were 92 closings in June 2023, a 10% decrease from June 2022. Year-to-date 2023 there were 473 closings, a 14% decrease from year-to-date 2021. Months of Inventory was 2.9, up from 2.4 in June 2022. Median price of sold homes was \$1,092,363 for the month of June 2023, up 5% from June 2022. The Tucson Luxury area had 77 new properties under contract in June 2023, down 11% from June 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 07/06/2023 is believed to be reliable, but not guaranteed.

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**LUXURY**  
A BERKSHIRE HATHAWAY AFFILIATE

MEDIAN  
SOLD PRICE  
Tucson Luxury

**On average, homes  
sold this % of  
original list price.**

Jun 2022	Jun 2023
<b>101.6%</b>	<b>95.5%</b>



MARKET SHARE  
Tucson Luxury

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

*Data Obtained 07/06/2023  
from MLSSAZ using  
TrendGraphix software for  
all closed residential sales  
volume priced \$800,000 and  
above between 07/01/2022  
– 06/30/2023 rounded to the  
nearest tenth of one percent  
and deemed to be correct.*

**LONG REALTY COMPANY 36.3%**

Tierra Antigua Realty 9.2%

Russ Lyon Sotheby's International Realty 7.8%

Realty Executives Arizona Territory 6.1%

Coldwell Banker Realty 6.1%

Omni Homes International 3.2%



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# THE LUXURY HOUSING REPORT

TUCSON | JULY 2023



## 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
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23			
\$800,000 - \$899,999	52	13	15	35	20	26	25	2.1	2.3	<b>Seller</b>
\$900,000 - \$999,999	37	10	10	19	17	25	19	1.9	1.8	<b>Seller</b>
\$1,000,000 - \$1,249,999	51	8	14	10	12	20	14	3.6	3.3	<b>Seller</b>
\$1,250,000 - \$1,499,999	40	13	6	11	14	16	18	2.2	2.5	<b>Seller</b>
\$1,500,000 - \$1,749,999	22	3	3	7	6	4	5	4.4	3.7	<b>Seller</b>
\$1,750,000 - \$1,999,999	12	4	0	2	5	11	2	6.0	2.4	<b>Seller</b>
\$2,000,000 - and over	53	3	3	4	3	9	9	5.9	8.4	<b>Slightly Buyer</b>
<b>TOTAL</b>	<b>267</b>	<b>54</b>	<b>51</b>	<b>88</b>	<b>77</b>	<b>111</b>	<b>92</b>	<b>2.9</b>	<b>2.9</b>	<b>Seller</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 07/06/2023 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 04/01/2023-06/30/2023. Information is believed to be reliable, but not guaranteed.