

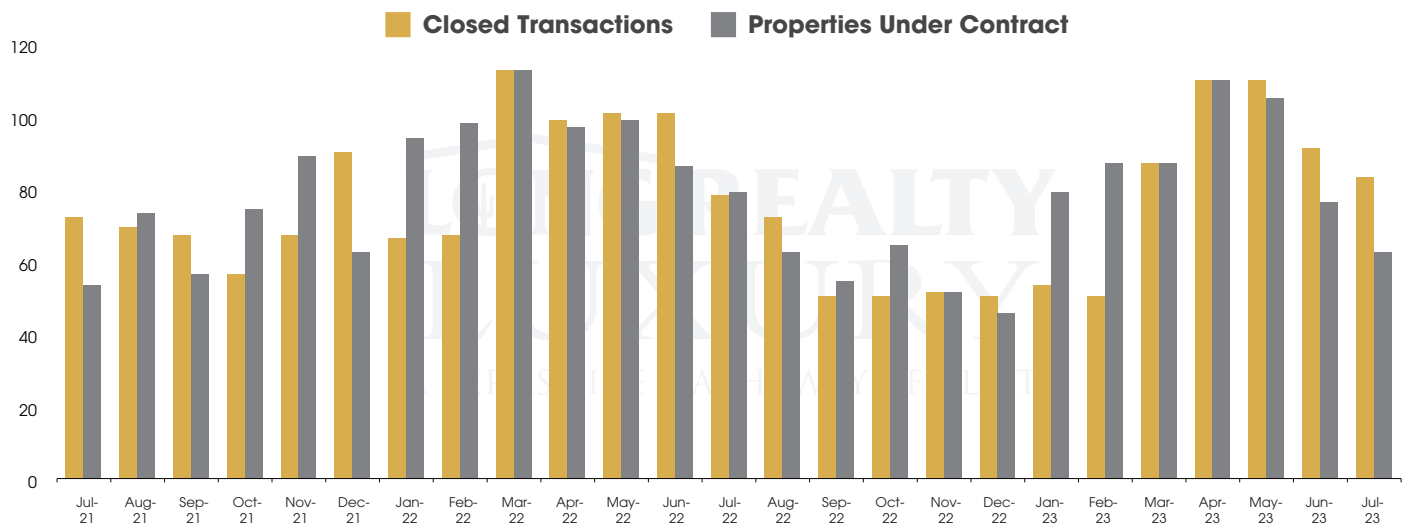
THE LUXURY HOUSING REPORT

TUCSON | AUGUST 2023

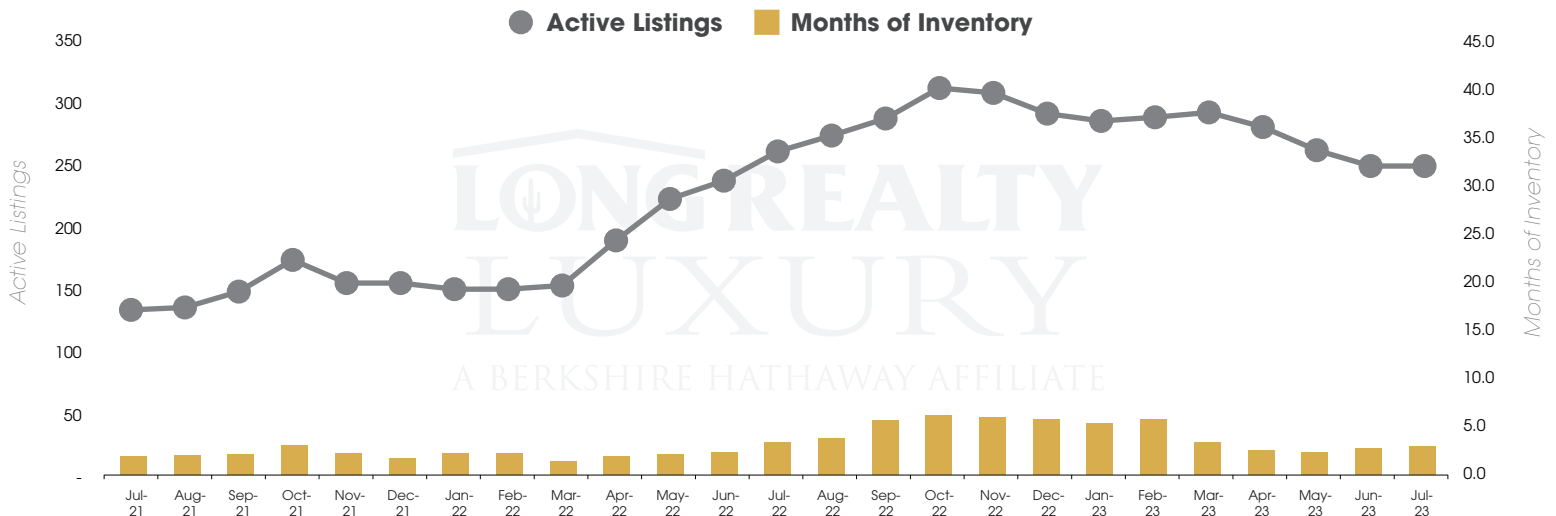
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, July 2023 active inventory was 254, a 5% decrease from July 2022. There were 84 closings in July 2023, a 6% increase from July 2022. Year-to-date 2023 there were 591 closings, a 6% decrease from year-to-date 2021. Months of Inventory was 3.0, down from 3.4 in July 2022. Median price of sold homes was \$1,045,445 for the month of July 2023, up 5% from July 2022. The Tucson Luxury area had 63 new properties under contract in July 2023, down 21% from July 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 08/07/2023 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.**

Jul 2022	Jul 2023
98.4%	97.1%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 08/07/2023
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 08/01/2022
– 07/31/2023 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 35.8%

Tierra Antigua Realty 9.1%

Russ Lyon Sotheby's International Realty 7.4%

Realty Executives Arizona Territory 6.5%

Coldwell Banker Realty 6.5%

Keller Williams Southern Arizona 3.4%



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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
		Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
\$800,000 - \$899,999	52	15	35	20	26	25	27	1.9	2.0	Seller
\$900,000 - \$999,999	31	10	19	17	25	19	16	1.9	1.8	Seller
\$1,000,000 - \$1,249,999	47	14	10	12	20	14	17	2.8	2.8	Seller
\$1,250,000 - \$1,499,999	37	6	11	14	16	18	13	2.8	2.4	Seller
\$1,500,000 - \$1,749,999	24	3	7	6	4	5	7	3.4	4.0	Seller
\$1,750,000 - \$1,999,999	10	0	2	5	11	2	1	10.0	2.6	Seller
\$2,000,000 - and over	53	3	4	3	9	9	3	17.7	8.0	Slightly Buyer
TOTAL	254	51	88	77	111	92	84	3.0	2.7	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 08/07/2023 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 05/01/2023-07/31/2023. Information is believed to be reliable, but not guaranteed.