

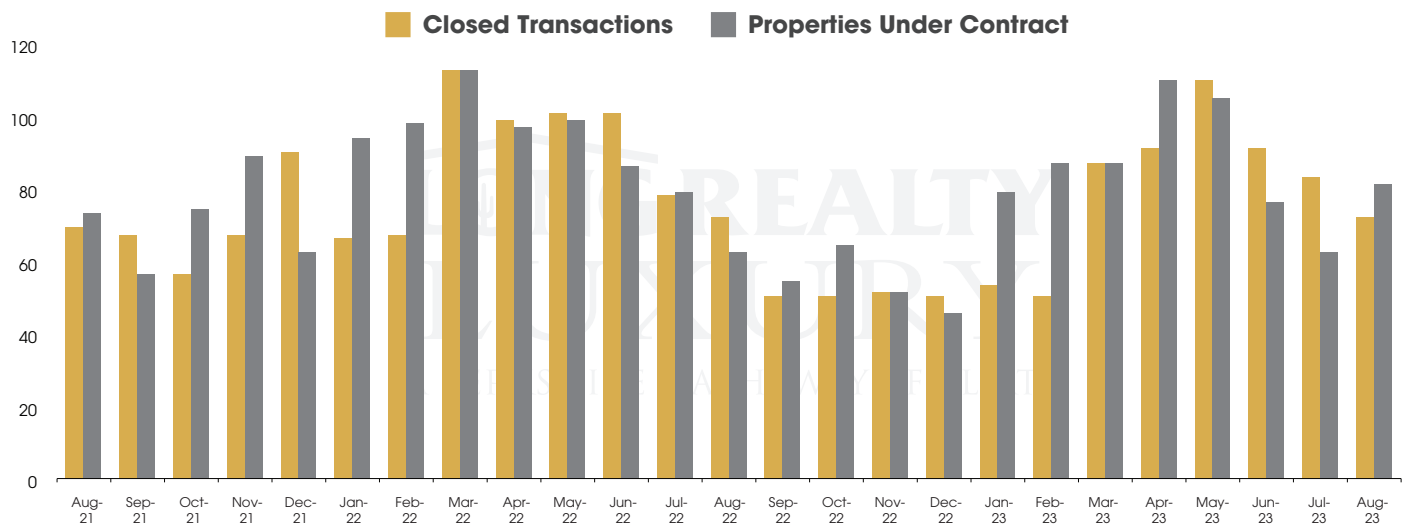
THE LUXURY HOUSING REPORT

TUCSON | SEPTEMBER 2023

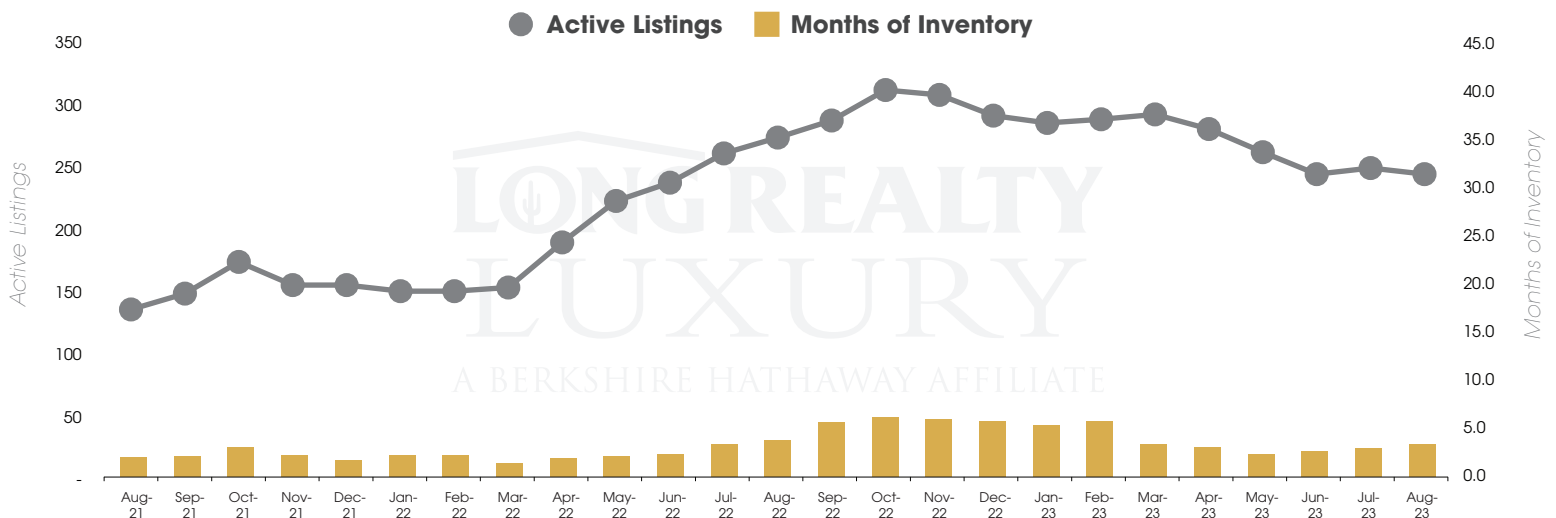
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, August 2023 active inventory was 249, an 11% decrease from August 2022. There were 73 closings in August 2023, virtually unchanged from August 2022. Year-to-date 2023 there were 645 closings, a 9% decrease from year-to-date 2021. Months of Inventory was 3.4, down from 3.8 in August 2022. Median price of sold homes was \$1,084,452 for the month of August 2023, virtually unchanged % from August 2022. The Tucson Luxury area had 82 new properties under contract in August 2023, up 30% from August 2022.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT Tucson Luxury



ACTIVE LISTINGS AND MONTHS OF INVENTORY Tucson Luxury



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

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 09/06/2023 is believed to be reliable, but not guaranteed.

THE LUXURY HOUSING REPORT

TUCSON | SEPTEMBER 2023

LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

MEDIAN
SOLD PRICE
Tucson Luxury

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

| Aug 2022 | Aug 2023 |
|--------------|--------------|
| 93.9% | 95.5% |



MARKET SHARE
Tucson Luxury

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

*Data Obtained 09/06/2023
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 09/01/2022
– 08/31/2023 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 35.7%

Tierra Antigua Realty 10.0%

Russ Lyon Sotheby's International Realty 7.1%

Coldwell Banker Realty 6.6%

Realty Executives Arizona Territory 6.4%

Keller Williams Southern Arizona 3.1%



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 09/06/2023 for all residential properties priced \$800,000 and above. Information is believed to be reliable, but not guaranteed.

THE LUXURY HOUSING REPORT

TUCSON | SEPTEMBER 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 |
|---------------------------|-----------------|----------------------------|-----------|------------|-----------|-----------|-----------|-----------------------------|--|-------------------|
| | | Mar-23 | Apr-23 | May-23 | Jun-23 | Jul-23 | Aug-23 | | | |
| \$800,000 - \$899,999 | 51 | 35 | 20 | 26 | 25 | 27 | 23 | 2.2 | 2.1 | Seller |
| \$900,000 - \$999,999 | 31 | 19 | 17 | 25 | 19 | 16 | 11 | 2.8 | 2.2 | Seller |
| \$1,000,000 - \$1,249,999 | 48 | 10 | 12 | 20 | 14 | 17 | 16 | 3.0 | 3.1 | Seller |
| \$1,250,000 - \$1,499,999 | 33 | 11 | 14 | 16 | 18 | 13 | 8 | 4.1 | 2.8 | Seller |
| \$1,500,000 - \$1,749,999 | 18 | 7 | 6 | 4 | 5 | 7 | 8 | 2.3 | 3.2 | Seller |
| \$1,750,000 - \$1,999,999 | 13 | 2 | 5 | 11 | 2 | 1 | 4 | 3.3 | 5.0 | Balanced |
| \$2,000,000 - and over | 55 | 4 | 3 | 9 | 9 | 3 | 3 | 18.3 | 10.7 | Buyer |
| TOTAL | 249 | 88 | 77 | 111 | 92 | 84 | 73 | 3.4 | 3.1 | Seller |

 Seller's Market
  Slight Seller's Market
  Balanced Market
  Slight Buyer's Market
  Buyer's Market



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 09/06/2023 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 06/01/2023-08/31/2023. Information is believed to be reliable, but not guaranteed.