

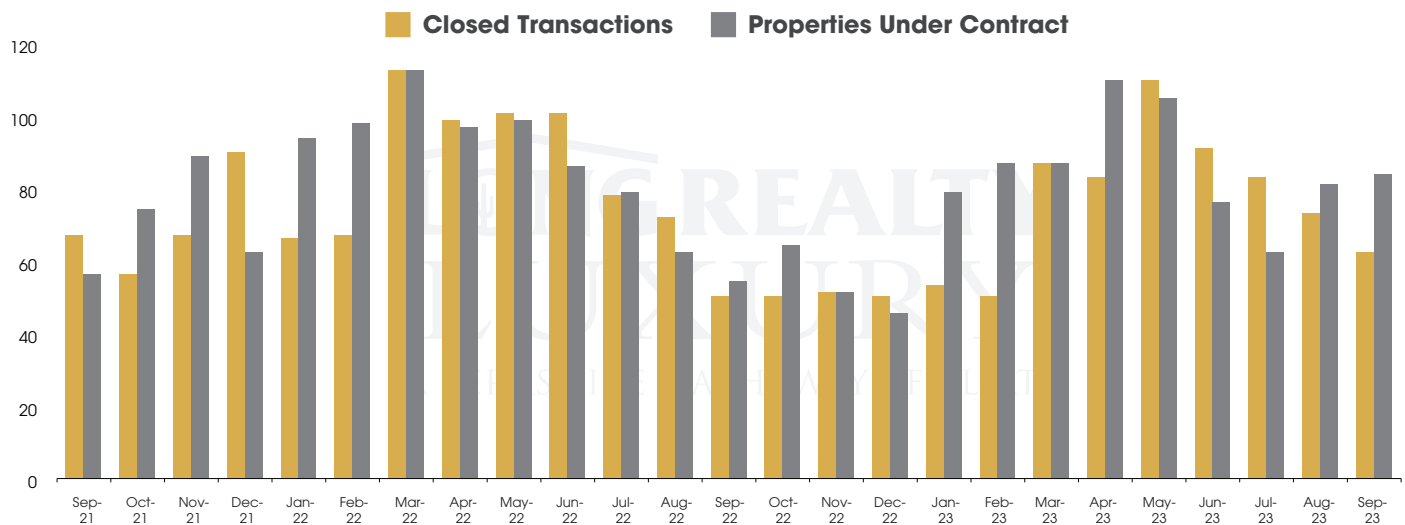
THE LUXURY HOUSING REPORT

TUCSON | OCTOBER 2023

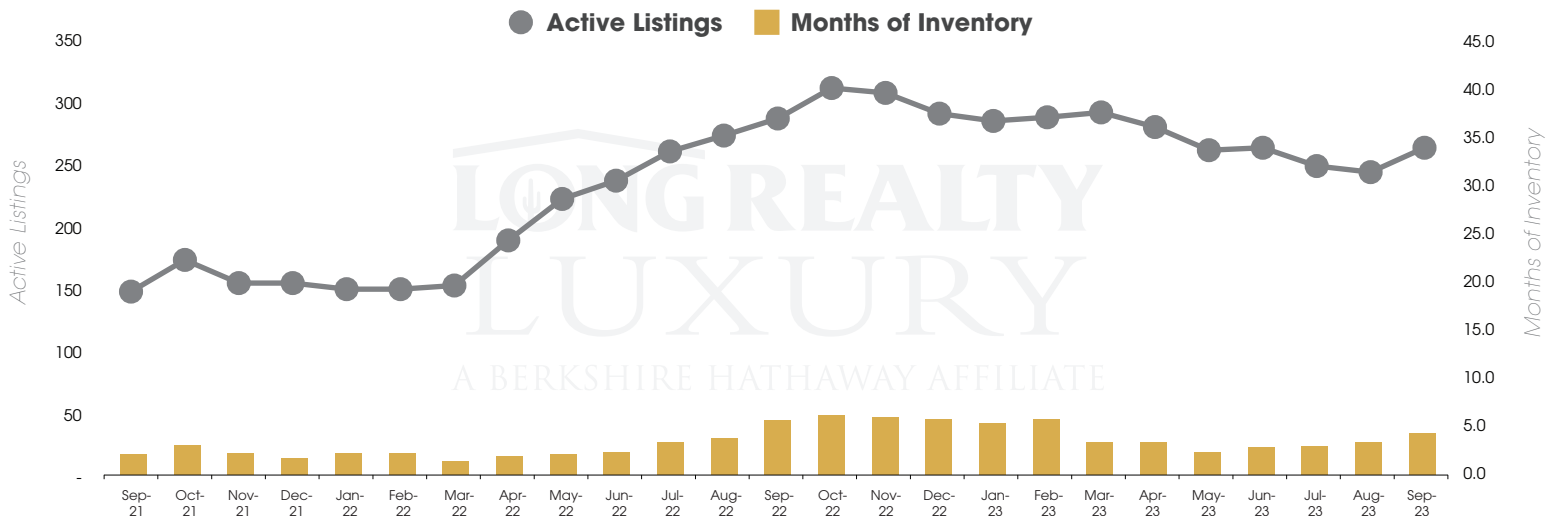
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, September 2023 active inventory was 269, an 8% decrease from September 2022. There were 63 closings in September 2023, a 24% increase from September 2022. Year-to-date 2023 there were 701 closings, a 7% decrease from year-to-date 2021. Months of Inventory was 4.3, down from 5.7 in September 2022. Median price of sold homes was \$1,133,525 for the month of September 2023, up 4% from September 2022. The Tucson Luxury area had 85 new properties under contract in September 2023, up 55% from September 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 10/06/2023 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.**

Sep 2022	Sep 2023
96.7%	94.9%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 10/06/2023
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 10/01/2022
– 09/30/2023 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 36.2%

Tierra Antigua Realty 9.7%

Russ Lyon Sotheby's International Realty 7.2%

Coldwell Banker Realty 6.5%

Realty Executives Arizona Territory 6.1%

Keller Williams Southern Arizona 3.5%



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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
		Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23			
\$800,000 - \$899,999	52	20	26	25	27	24	15	3.5	2.3	Seller
\$900,000 - \$999,999	36	17	25	19	16	11	14	2.6	2.4	Seller
\$1,000,000 - \$1,249,999	54	12	20	14	17	16	11	4.9	3.4	Seller
\$1,250,000 - \$1,499,999	39	14	16	18	13	8	10	3.9	3.5	Seller
\$1,500,000 - \$1,749,999	22	6	4	5	7	8	5	4.4	3.2	Seller
\$1,750,000 - \$1,999,999	10	5	11	2	1	4	4	2.5	3.7	Seller
\$2,000,000 - and over	56	3	9	9	3	3	4	14.0	16.4	Buyer
TOTAL	269	77	111	92	84	74	63	4.3	3.5	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 10/06/2023 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 07/01/2023-09/30/2023. Information is believed to be reliable, but not guaranteed.