

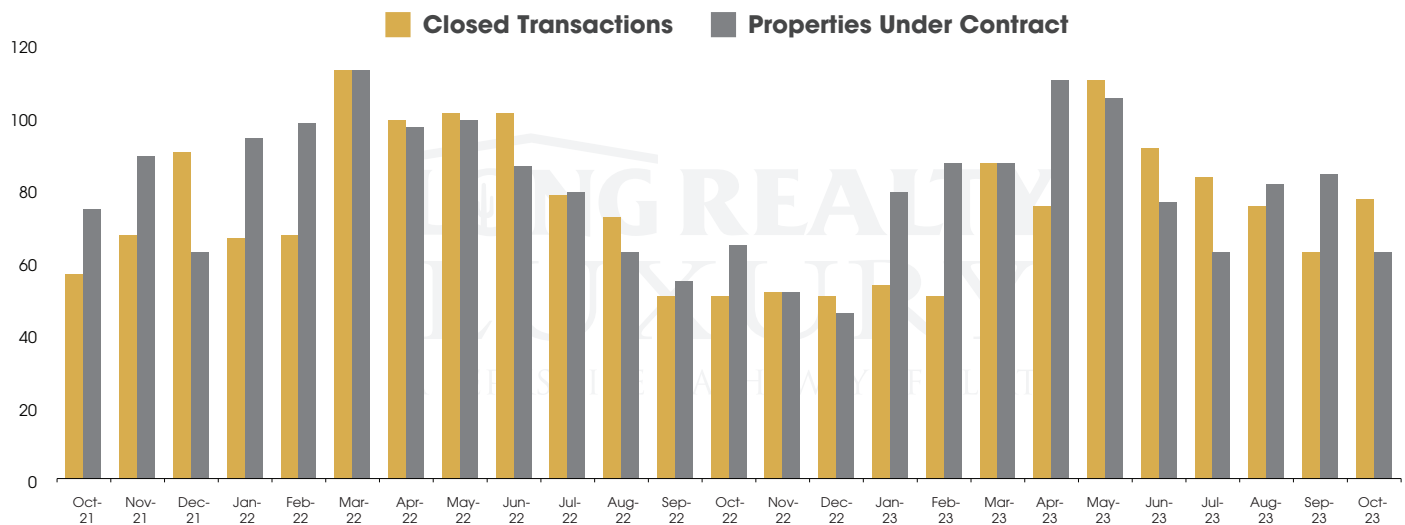
THE LUXURY HOUSING REPORT

TUCSON | NOVEMBER 2023

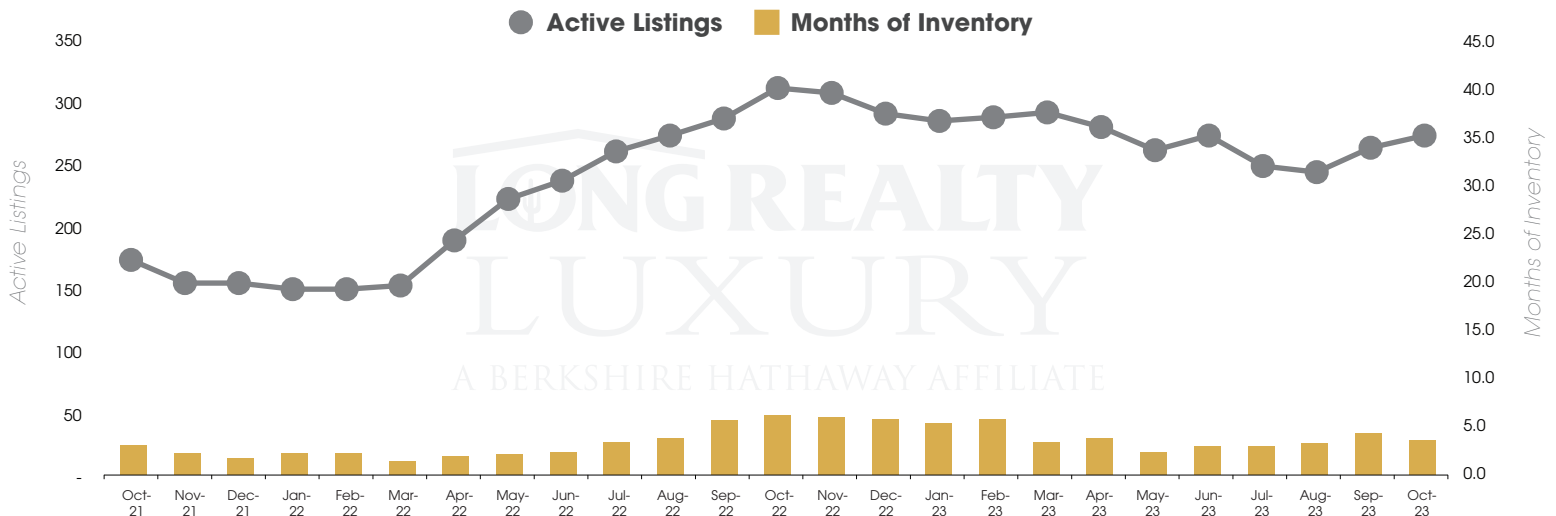
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, October 2023 active inventory was 279, a 12% decrease from October 2022. There were 78 closings in October 2023, a 53% increase from October 2022. Year-to-date 2023 there were 773 closings, a 4% decrease from year-to-date 2022. Months of Inventory was 3.6, down from 6.2 in October 2022. Median price of sold homes was \$1,089,000 for the month of October 2023, up 6% from October 2022. The Tucson Luxury area had 63 new properties under contract in October 2023, down 3% from October 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 11/07/2023 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.**

Oct 2022	Oct 2023
95.2%	97.5%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 11/07/2023
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 11/01/2022
– 10/31/2023 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 35.5%

Tierra Antigua Realty 9.8%

Russ Lyon Sotheby's International Realty 7.1%

Coldwell Banker Realty 6.3%

Realty Executives Arizona Territory 6.2%

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
		May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23			
\$800,000 - \$899,999	64	26	25	27	25	15	16	4.0	3.0	Seller
\$900,000 - \$999,999	30	25	19	16	11	14	14	2.1	2.5	Seller
\$1,000,000 - \$1,249,999	58	20	14	17	17	11	25	2.3	3.0	Seller
\$1,250,000 - \$1,499,999	36	16	18	13	8	10	13	2.8	3.5	Seller
\$1,500,000 - \$1,749,999	22	4	5	7	8	5	3	7.3	3.9	Seller
\$1,750,000 - \$1,999,999	9	11	2	1	4	4	0	n/a	4.0	Seller
\$2,000,000 - and over	60	9	9	3	3	4	7	8.6	12.2	Buyer
TOTAL	279	111	92	84	76	63	78	3.6	3.7	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 11/07/2023 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 08/01/2023-10/31/2023. Information is believed to be reliable, but not guaranteed.