

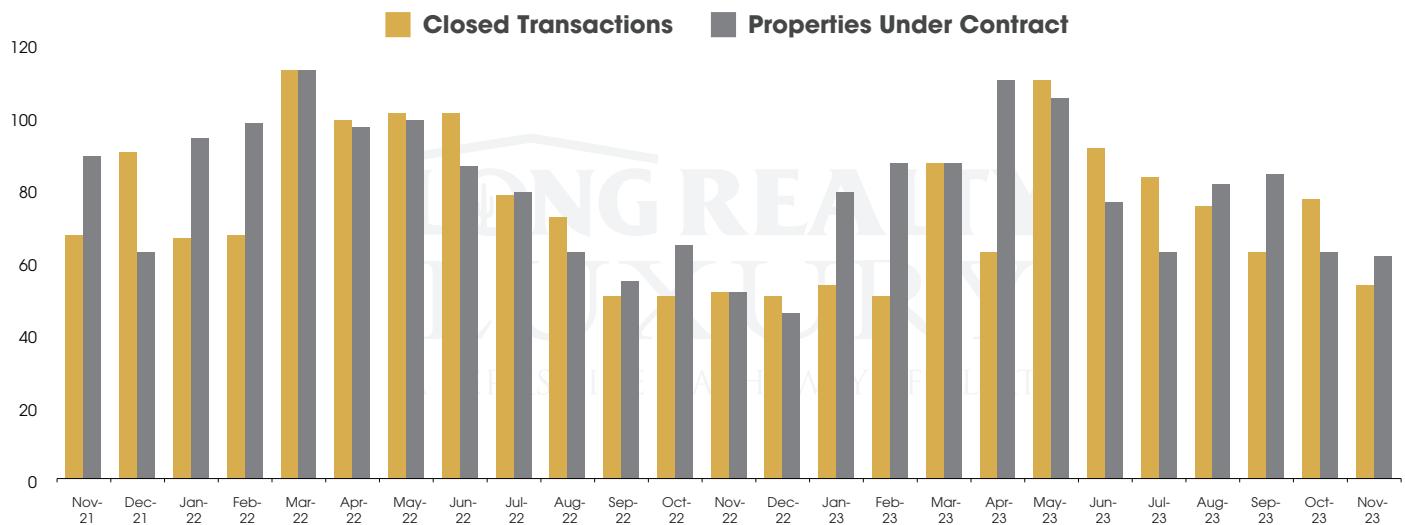
THE LUXURY HOUSING REPORT

TUCSON | DECEMBER 2023

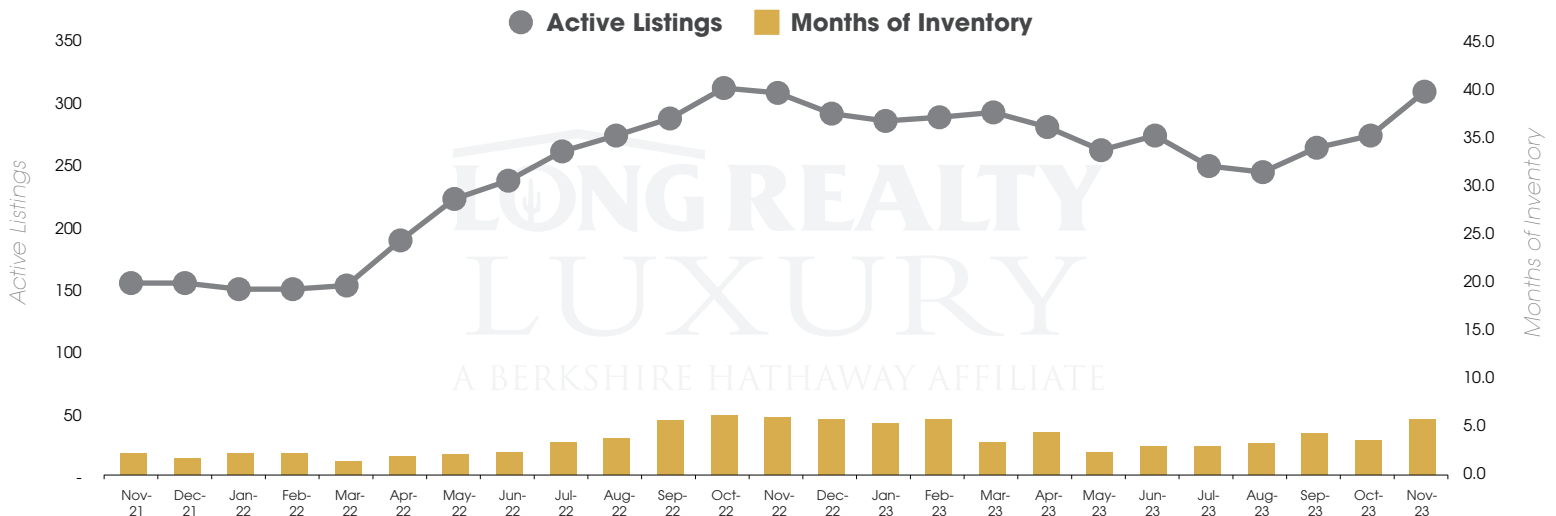
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, November 2023 active inventory was 315, virtually unchanged from November 2022. There were 54 closings in November 2023, a 4% increase from November 2022. Year-to-date 2023 there were 814 closings, a 5% decrease from year-to-date 2021. Months of Inventory was 5.8, down from 6.0 in November 2022. Median price of sold homes was \$1,091,167 for the month of November 2023, down 3% from November 2022. The Tucson Luxury area had 62 new properties under contract in November 2023, up 19% from November 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 12/06/2023 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.**

Nov 2022	Nov 2023
95.0%	95.3%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 12/06/2023
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 12/01/2022
– 11/30/2023 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY **35.0%**

Tierra Antigua Realty 10.0%

Russ Lyon Sotheby's International Realty 7.0%

Coldwell Banker Realty 6.5%

Realty Executives Arizona Territory 6.2%

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
		Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23			
\$800,000 - \$899,999	77	25	27	25	15	16	14	5.5	4.3	Slightly Seller
\$900,000 - \$999,999	36	19	16	11	14	14	7	5.1	2.9	Seller
\$1,000,000 - \$1,249,999	55	14	17	17	11	25	13	4.2	3.4	Seller
\$1,250,000 - \$1,499,999	50	18	13	8	10	13	10	5.0	3.8	Seller
\$1,500,000 - \$1,749,999	26	5	7	8	5	3	2	13.0	7.0	Slightly Buyer
\$1,750,000 - \$1,999,999	12	2	1	4	4	0	3	4.0	4.4	Slightly Seller
\$2,000,000 - and over	59	9	3	3	4	7	5	11.8	10.9	Buyer
TOTAL	315	92	84	76	63	78	54	5.8	4.4	Slightly 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 12/06/2023 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 09/01/2023-11/30/2023. Information is believed to be reliable, but not guaranteed.