

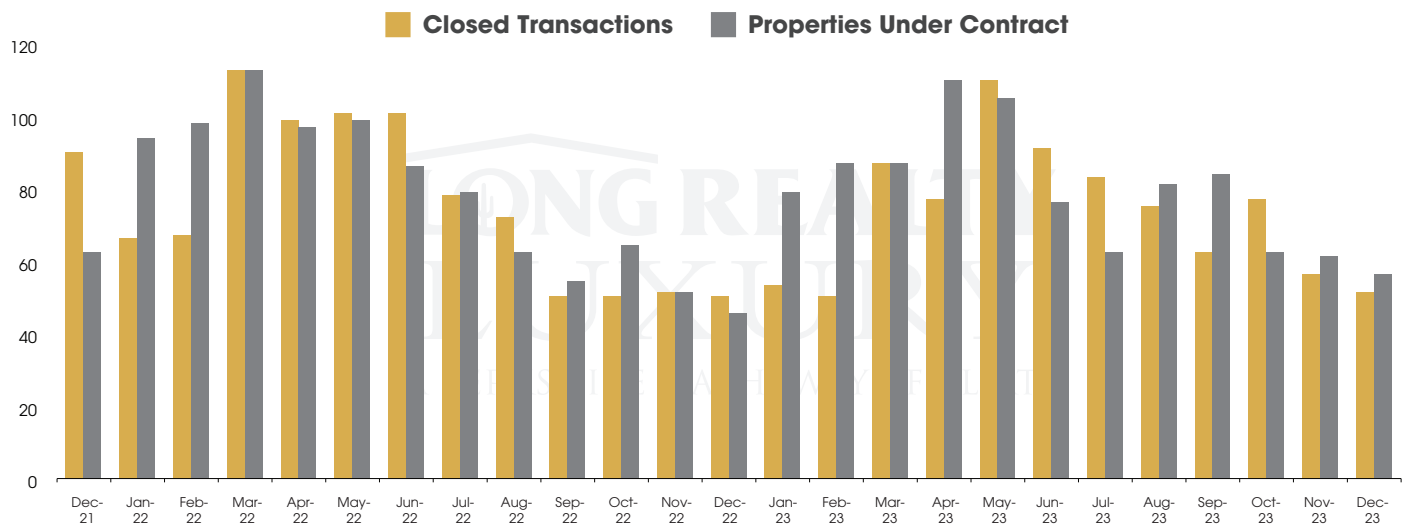
THE LUXURY HOUSING REPORT

TUCSON | JANUARY 2024

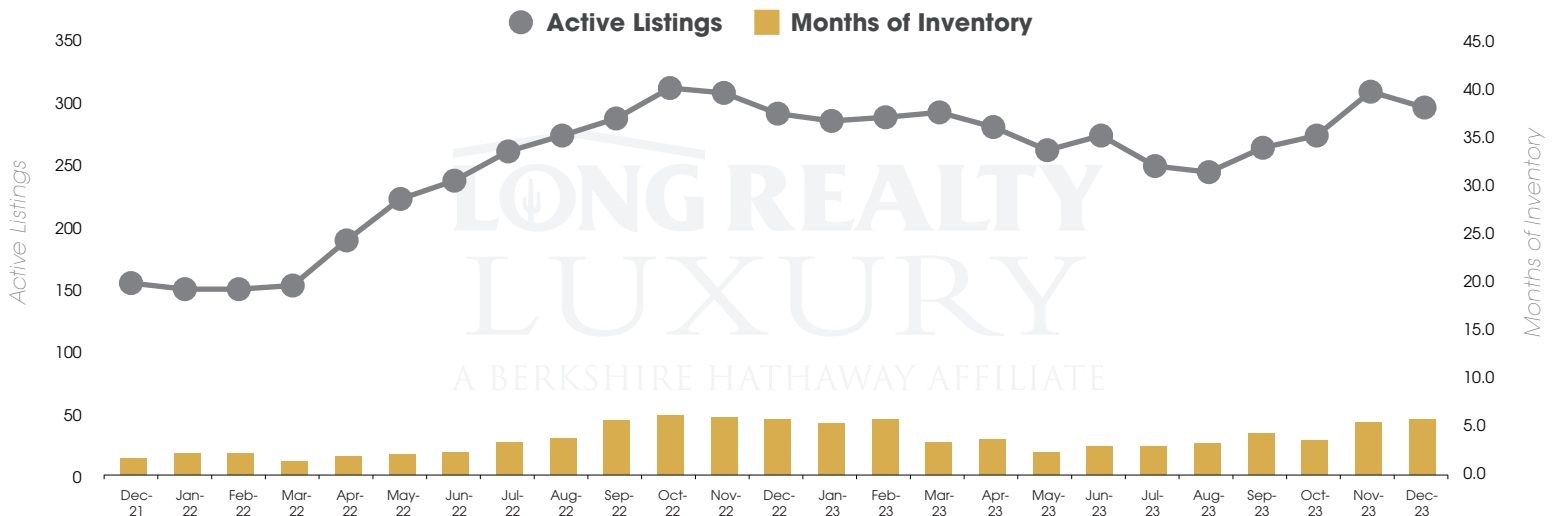
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, December 2023 active inventory was 302, a 2% increase from December 2022. There were 52 closings in December 2023, a 2% increase from December 2022. Year-to-date 2023 there were 884 closings, a 3% decrease from year-to-date 2021. Months of Inventory was 5.8, unchanged from 5.8 in December 2022. Median price of sold homes was \$1,128,221 for the month of December 2023, up 12% from December 2022. The Tucson Luxury area had 57 new properties under contract in December 2023, up 24% from December 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 01/08/2024 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.**

Dec 2022	Dec 2023
96.5%	94.7%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 01/08/2024
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 01/01/2023
– 12/31/2023 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 Intl. Realty 6.9%

Realty Executives Arizona Territory 6.4%

Coldwell Banker Realty 5.9%

Dove Mountain Realty, LLC 3.6%



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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
		Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23			
\$800,000 - \$899,999	67	27	25	15	16	14	7	9.6	5.6	Balanced
\$900,000 - \$999,999	46	16	11	14	14	8	8	5.8	3.7	Seller
\$1,000,000 - \$1,249,999	47	17	17	11	25	14	19	2.5	2.8	Seller
\$1,250,000 - \$1,499,999	49	13	8	10	13	10	10	4.9	4.1	Slightly Seller
\$1,500,000 - \$1,749,999	26	7	8	5	3	2	2	13.0	10.6	Buyer
\$1,750,000 - \$1,999,999	12	1	4	4	0	3	0	n/a	11.0	Buyer
\$2,000,000 - and over	55	3	3	4	7	6	6	9.2	9.2	Buyer
TOTAL	302	84	76	63	78	57	52	5.8	4.8	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 01/08/2024 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 10/01/2023-12/31/2023. Information is believed to be reliable, but not guaranteed.