

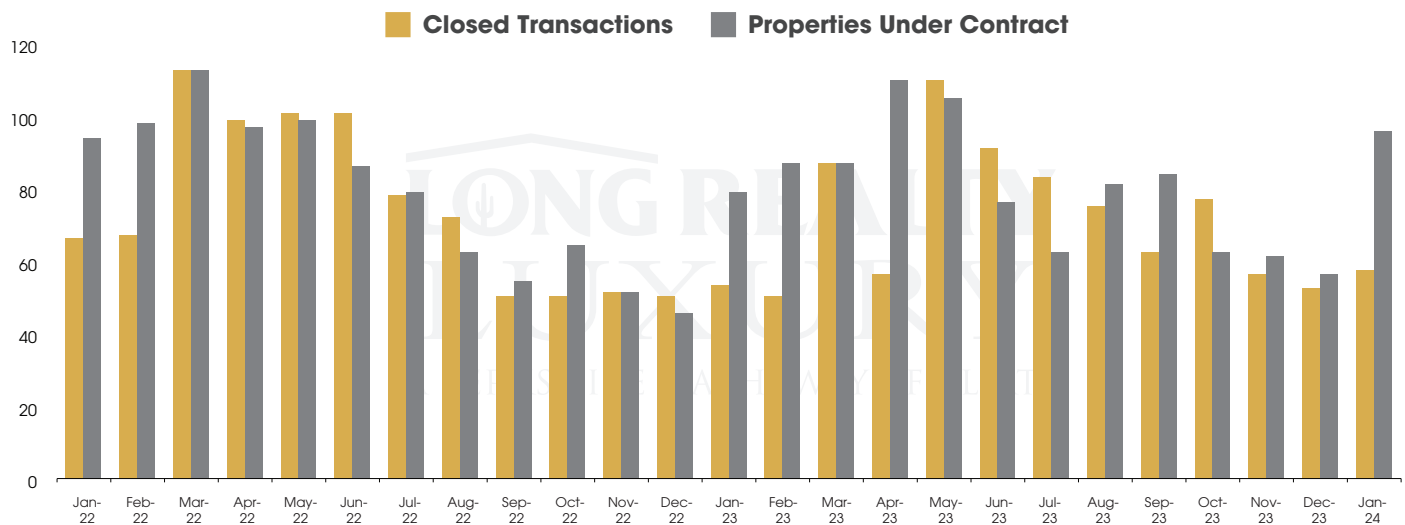
THE LUXURY HOUSING REPORT

TUCSON | FEBRUARY 2024

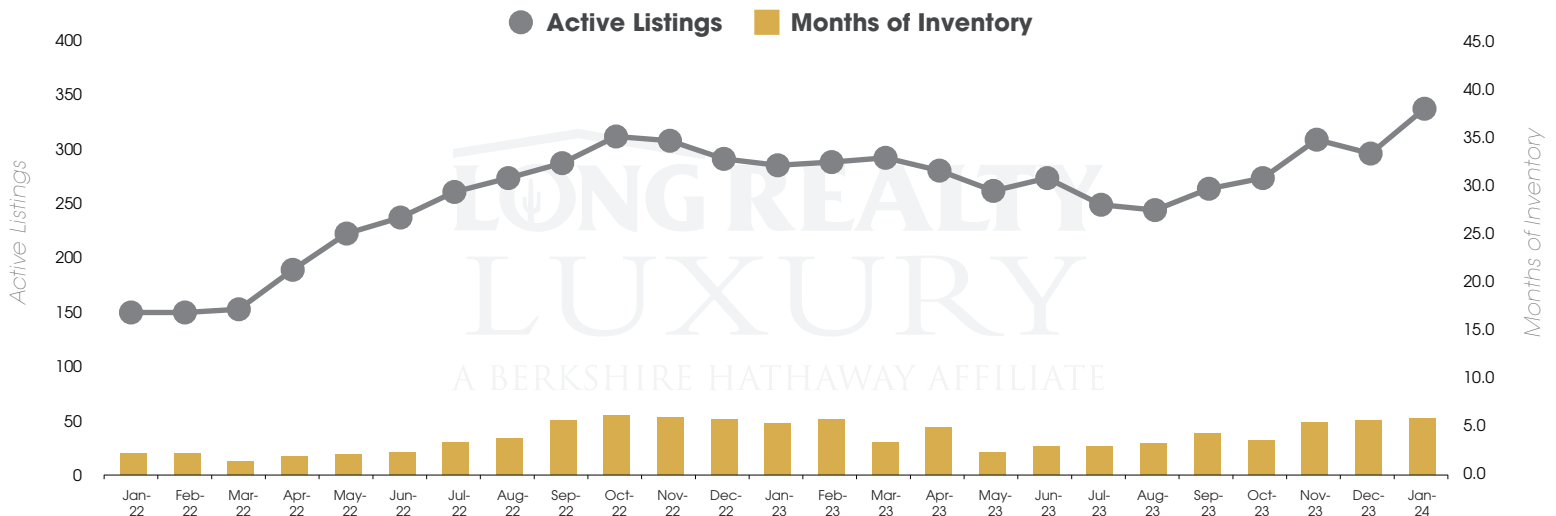
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, January 2024 active inventory was 344, an 18% increase from January 2023. There were 58 closings in January 2024, a 7% increase from January 2023. Year-to-date 2024 there were 58 closings, a 7% increase from year-to-date 2023. Months of Inventory was 5.9, up from 5.4 in January 2023. Median price of sold homes was \$1,002,044 for the month of January 2024, down 12% from January 2023. The Tucson Luxury area had 97 new properties under contract in January 2024, up 21% from January 2023.

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 02/07/2024 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.**

Jan 2023	Jan 2024
93.8%	94.8%



MARKET SHARE
Tucson Luxury

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

*Data Obtained 02/07/2024
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 02/01/2023
– 01/31/2024 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY

35.2%

Tierra Antigua Realty

9.8%

Realty Executives Arizona Territory

6.9%

Russ Lyon Sotheby's Intl. Realty

6.6%

Coldwell Banker Realty

5.7%

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
		Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24			
\$800,000 - \$899,999	82	25	15	16	14	8	14	5.9	6.3	Balanced
\$900,000 - \$999,999	53	11	14	14	8	8	14	3.8	4.5	Slightly Seller
\$1,000,000 - \$1,249,999	57	17	11	25	14	19	13	4.4	3.5	Seller
\$1,250,000 - \$1,499,999	59	8	10	13	10	10	5	11.8	6.3	Balanced
\$1,500,000 - \$1,749,999	27	8	5	3	2	2	4	6.8	9.9	Buyer
\$1,750,000 - \$1,999,999	13	4	4	0	3	0	3	4.3	6.2	Balanced
\$2,000,000 - and over	53	3	4	7	6	6	5	10.6	9.8	Buyer
TOTAL	344	76	63	78	57	53	58	5.9	5.7	Balanced

 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 02/07/2024 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 11/01/2023-01/31/2024. Information is believed to be reliable, but not guaranteed.