THE LUXURY HOUSING REPORT



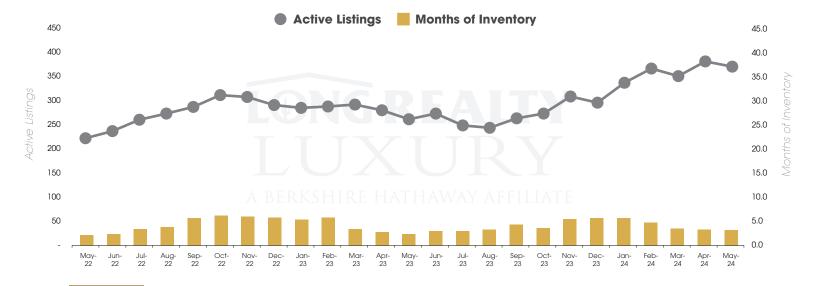


In the Tucson Luxury market, May 2024 active inventory was 378, a 42% increase from May 2023. There were 119 closings in May 2024, a 7% increase from May 2023. Year-to-date 2024 there were 477 closings, an 18% increase from year-to-date 2023. Months of Inventory was 3.2, up from 2.4 in May 2023. Median price of sold homes was \$1,051,957 for the month of May 2024, down 6% from May 2023. The Tucson Luxury area had 70 new properties under contract in May 2024, down 34% from May 2023.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT Tucson Luxury



ACTIVE LISTINGS AND MONTHS OF INVENTORY Tucson Luxury





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Long Realty Company

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TUCSON | JUNE 2024



Tucson Luxury

On average, homes sold this % of original list price.

May 2023

May 2024

94.2%

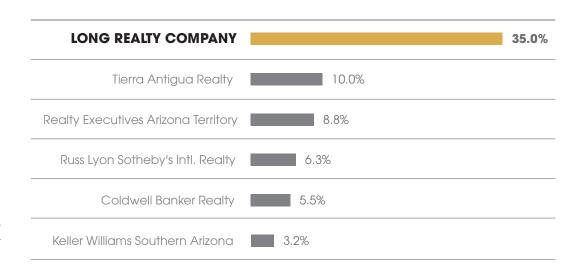
97.3%



MARKET SHARE Tucson Luxury

Long Realty leads the market in successful real estate sales.

Data Obtained 06/05/2024 from MLSSAZ using TrendGraphix software for all closed residential sales volume priced \$800,000 and above between 06/01/2023 - 05/31/2024 rounded to the nearest tenth of one percent and deemed to be correct.





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MARKET CONDITIONS BY PRICE BAND Tucson Luxury

| | Active Listings | | | | Month | | | | Last 3 Month Trend Months | Market Conditions |
|---------------------------|--------------------|--------|--------|--------|--------|---------|--------|-------------|------------------------------|----------------------|
| | | Dec-23 | Jan-24 | Feb-24 | Mar-24 | Apr-24 | May-24 | Inventory | of Inventory | |
| \$800,000 - \$899,999 | 77 | 8 | 16 | 23 | 22 | 32 | 33 | 2.3 | 2.8 | Seller |
| \$900,000 - \$999,999 | 64 | 8 | 14 | 16 | 17 | 16 | 24 | 2.7 | 3.1 | Seller |
| \$1,000,000 - \$1,249,999 | 72 | 19 | 13 | 12 | 24 | 32 | 32 | 2.3 | 2.4 | Seller |
| \$1,250,000 - \$1,499,999 | 48 | 10 | 5 | 15 | 17 | 16 | 9 | 5.3 | 3.7 | Seller |
| \$1,500,000 - \$1,749,999 | 29 | 2 | 4 | 5 | 8 | 10 | 14 | 2.1 | 2.5 | Seller |
| \$1,750,000 - \$1,999,999 | 18 | 0 | BEI3K | SHIR | E HA | T [5] A | W.4Y | AFFI 4.5ATE | 6.4 | Balanced |
| \$2,000,000 - and over | 70 | 6 | 5 | 6 | 12 | 8 | 3 | 23.3 | 8.7 | Buyer |
| TOTAL | 378 | 53 | 60 | 78 | 101 | 119 | 119 | 3.2 | 3.3 | Seller |



