

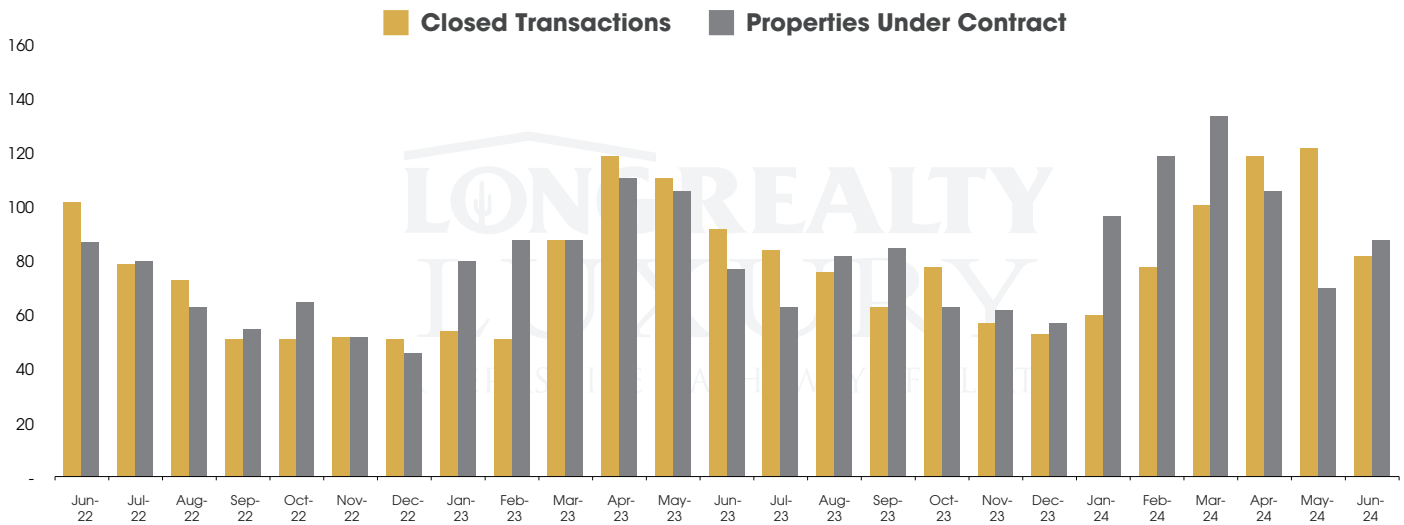
THE LUXURY HOUSING REPORT

TUCSON | JULY 2024

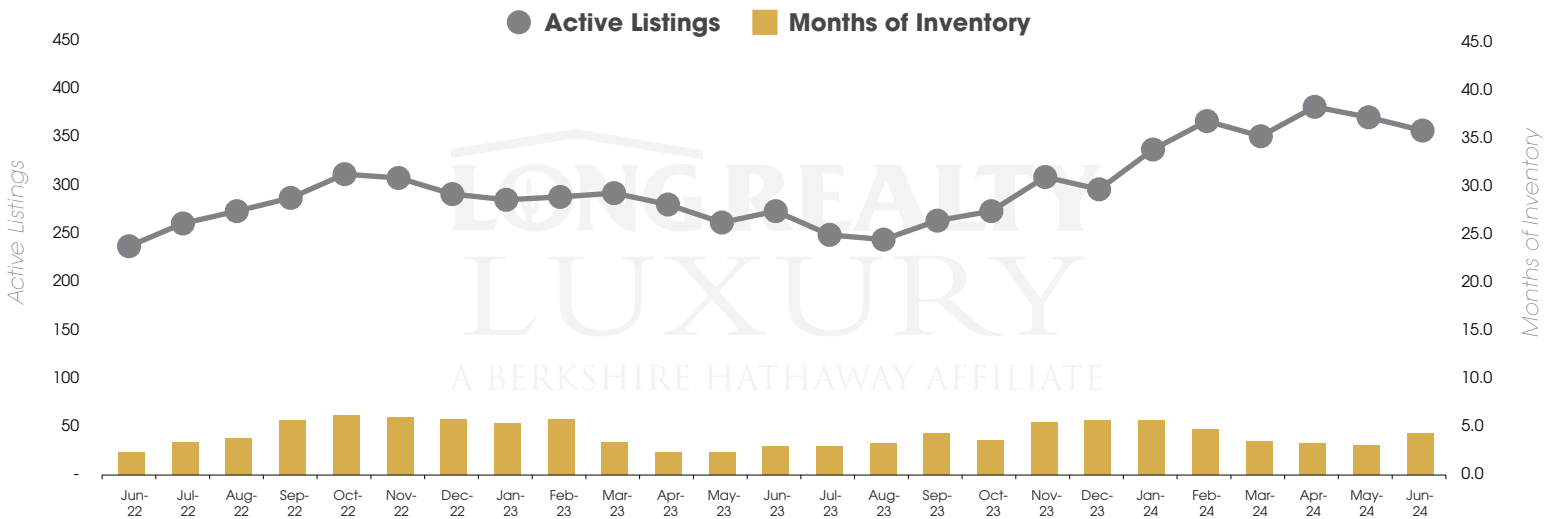


In the Tucson Luxury market, June 2024 active inventory was 364, a 30% increase from June 2023. There were 82 closings in June 2024, an 11% decrease from June 2023. Year-to-date 2024 there were 562 closings, a 9% increase from year-to-date 2023. Months of Inventory was 4.4, up from 3.0 in June 2023. Median price of sold homes was \$1,098,242 for the month of June 2024, virtually unchanged 1% from June 2023. The Tucson Luxury area had 88 new properties under contract in June 2024, up 14% from June 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

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 07/08/2024 is believed to be reliable, but not guaranteed.

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MEDIAN
SOLD PRICE
Tucson Luxury



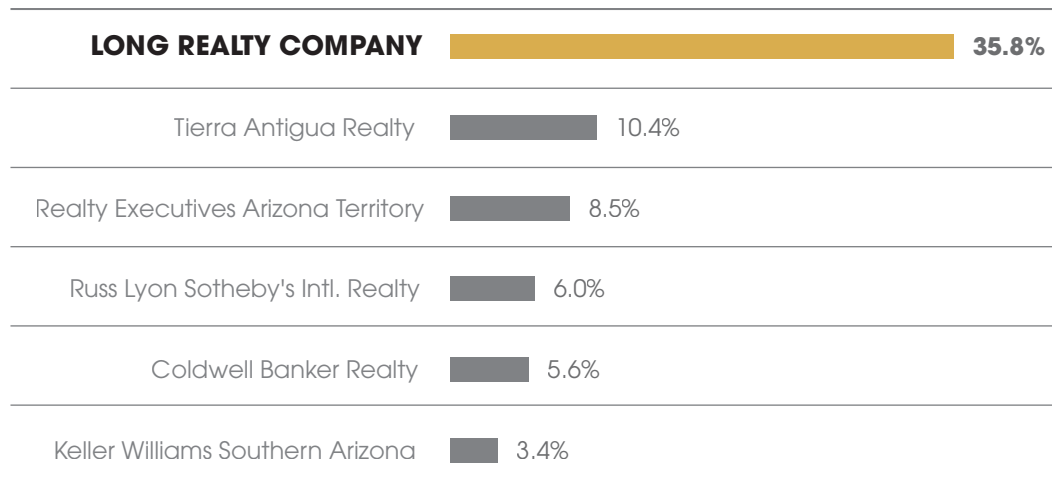
On average, homes sold this % of original list price.

| Jun 2023 | Jun 2024 |
|--------------|--------------|
| 95.8% | 94.3% |

MARKET SHARE
Tucson Luxury

Long Realty leads the market in successful real estate sales.

Data Obtained 07/08/2024 from MLSSAZ using TrendGraphix software for all closed residential sales volume priced \$800,000 and above between 07/01/2023 - 06/30/2024 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 | Last 6 Months Closed Sales | | | | | | Current Months of Inventory | Last 3 Month Trend Months of Inventory | Market Conditions |
|---------------------------|-----------------|----------------------------|-----------|------------|------------|------------|-----------|-----------------------------|--|-------------------|
| | | Jan-24 | Feb-24 | Mar-24 | Apr-24 | May-24 | Jun-24 | | | |
| \$800,000 - \$899,999 | 85 | 16 | 23 | 22 | 32 | 33 | 21 | 4.0 | 2.9 | Seller |
| \$900,000 - \$999,999 | 56 | 14 | 16 | 17 | 16 | 26 | 12 | 4.7 | 3.3 | Seller |
| \$1,000,000 - \$1,249,999 | 70 | 13 | 12 | 24 | 32 | 33 | 24 | 2.9 | 2.4 | Seller |
| \$1,250,000 - \$1,499,999 | 46 | 5 | 15 | 17 | 16 | 9 | 12 | 3.8 | 4.0 | Seller |
| \$1,500,000 - \$1,749,999 | 24 | 4 | 5 | 8 | 10 | 14 | 5 | 4.8 | 2.8 | Seller |
| \$1,750,000 - \$1,999,999 | 17 | 3 | 1 | 5 | 4 | 3 | 5.7 | 4.8 | Slightly Seller | |
| \$2,000,000 - and over | 66 | 5 | 6 | 12 | 8 | 3 | 5 | 13.2 | 12.7 | Buyer |
| TOTAL | 364 | 60 | 78 | 101 | 119 | 122 | 82 | 4.4 | 3.5 | 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 07/08/2024 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 04/01/2024-06/30/2024. Information is believed to be reliable, but not guaranteed.