THE LUXURY HOUSING REPORT
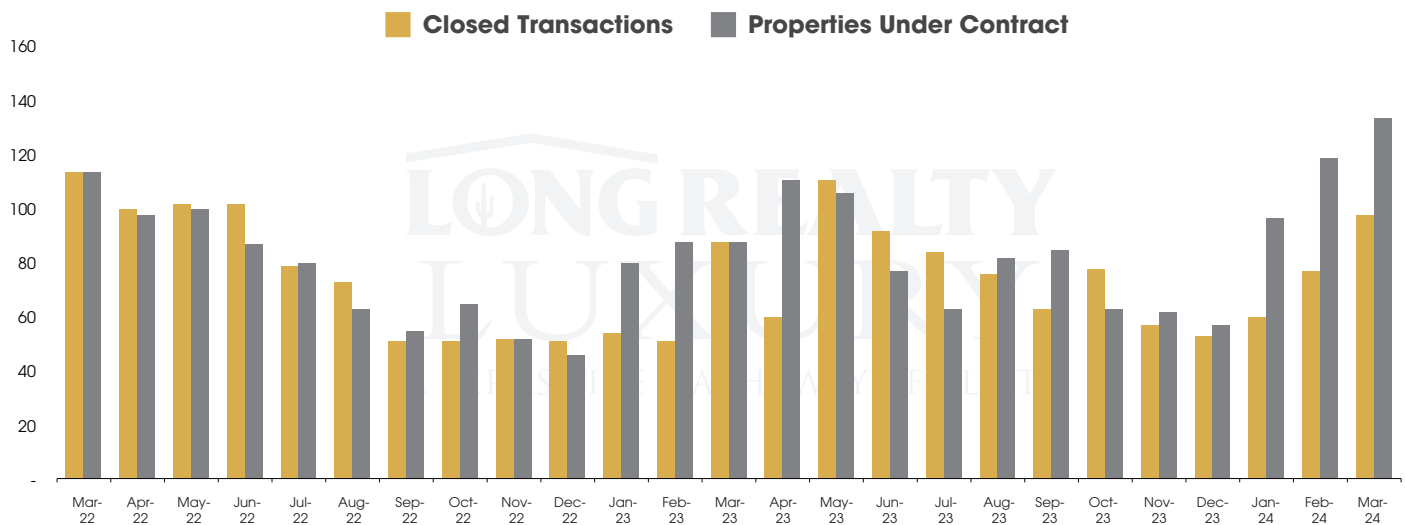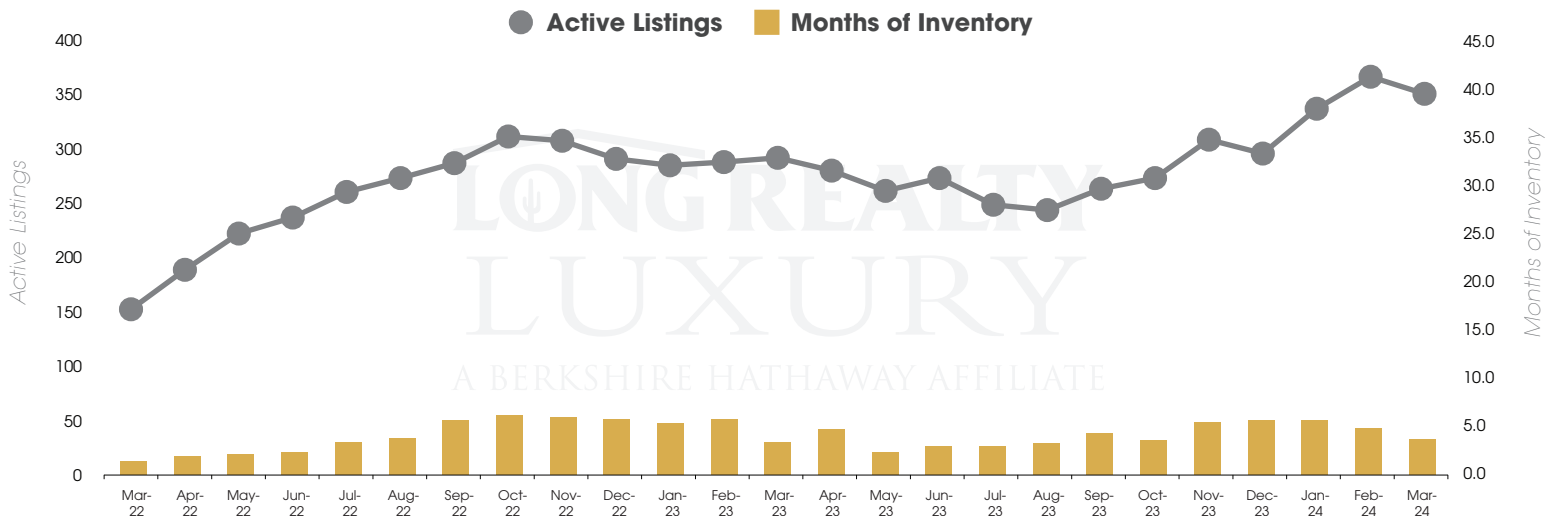
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, March 2024 active inventory was 358, a 20% increase from March 2023. There were 98 closings in March 2024, an 11% increase from March 2023. Year-to-date 2024 there were 235 closings, a 22% increase from year-to-date 2021. Months of Inventory was 3.7, up from 3.4 in March 2023. Median price of sold homes was $1,160,082 for the month of March 2024, up 22% from March 2023. The Tucson Luxury area had 134 new properties under contract in March 2024, up 52% from March 2023.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT Tucson Luxury

ACTIVE LISTINGS AND MONTHS OF INVENTORY Tucson Luxury

The Casey and Dave Team

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MEDIAN SOLD PRICE
Tucson Luxury

On average, homes sold this % of original list price.	
Mar 2023	Mar 2024
97.7%	**97.2%**

MARKET SHARE
Tucson Luxury

Long Realty leads the market in successful real estate sales.

Data Obtained 04/05/2024 from MLSSAZ using TrendGraphix software for all closed residential sales volume priced $800,000 and above between 04/01/2023 – 03/31/2024 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY	**35.1%**
Tierra Antigua Realty	10.1%
Russ Lyon Sotheby's Intl. Realty	6.9%
Realty Executives Arizona Territory	6.6%
Coldwell Banker Realty	5.7%
Keller Williams Southern Arizona	3.1%

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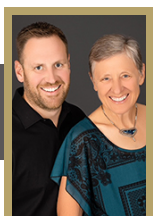
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MARKET CONDITIONS BY PRICE BAND Tucson Luxury

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-23			
$800,000 - $899,999	77	16	14	8	16	23	22	3.5	3.9	Seller
$900,000 - $999,999	55	14	8	8	14	15	17	3.2	3.6	Seller
$1,000,000 - $1,249,999	66	25	14	19	13	12	22	3.0	4.1	Slightly Seller
$1,250,000 - $1,499,999	52	13	10	10	5	15	16	3.3	4.7	Slightly Seller
$1,500,000 - $1,749,999	23	3	2	2	4	5	8	2.9	4.3	Slightly Seller
$1,750,000 - $1,999,999	23	0	3	0	3	1	1	23.0	11.2	Buyer
$2,000,000 - and over	62	7	6	6	5	6	12	5.2	7.8	Slightly Buyer
TOTAL	358	78	57	53	60	77	98	3.7	4.6	Slightly Seller

Seller's Market   Slight Seller's Market   Balanced Market   Slight Buyer's Market   Buyer's Market

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