

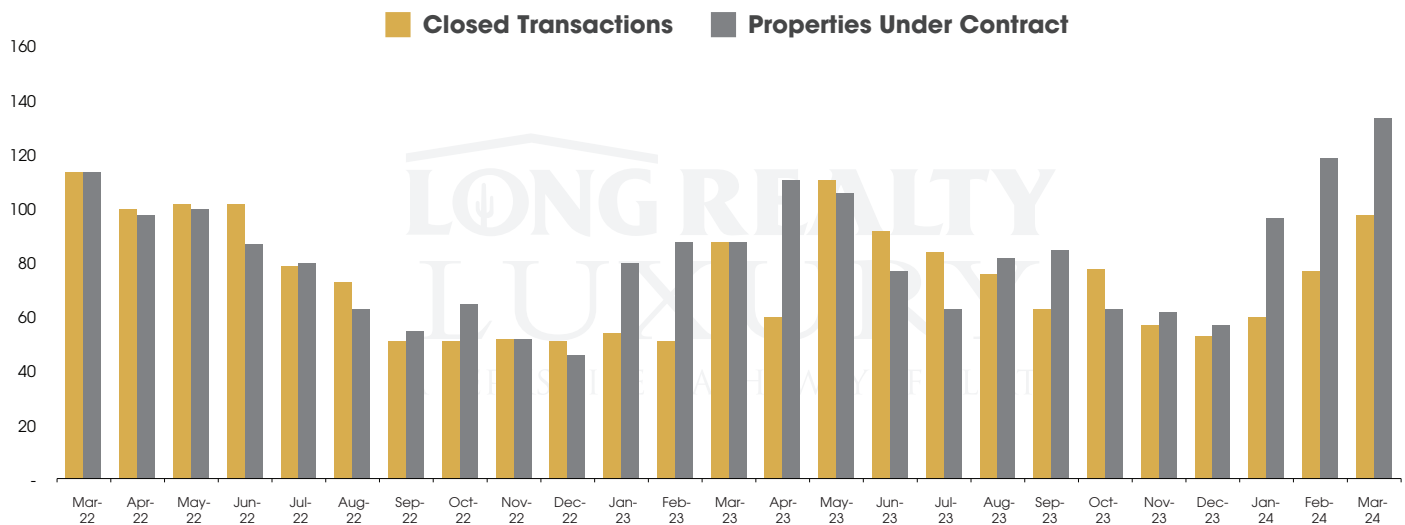
THE LUXURY HOUSING REPORT

TUCSON | APRIL 2024

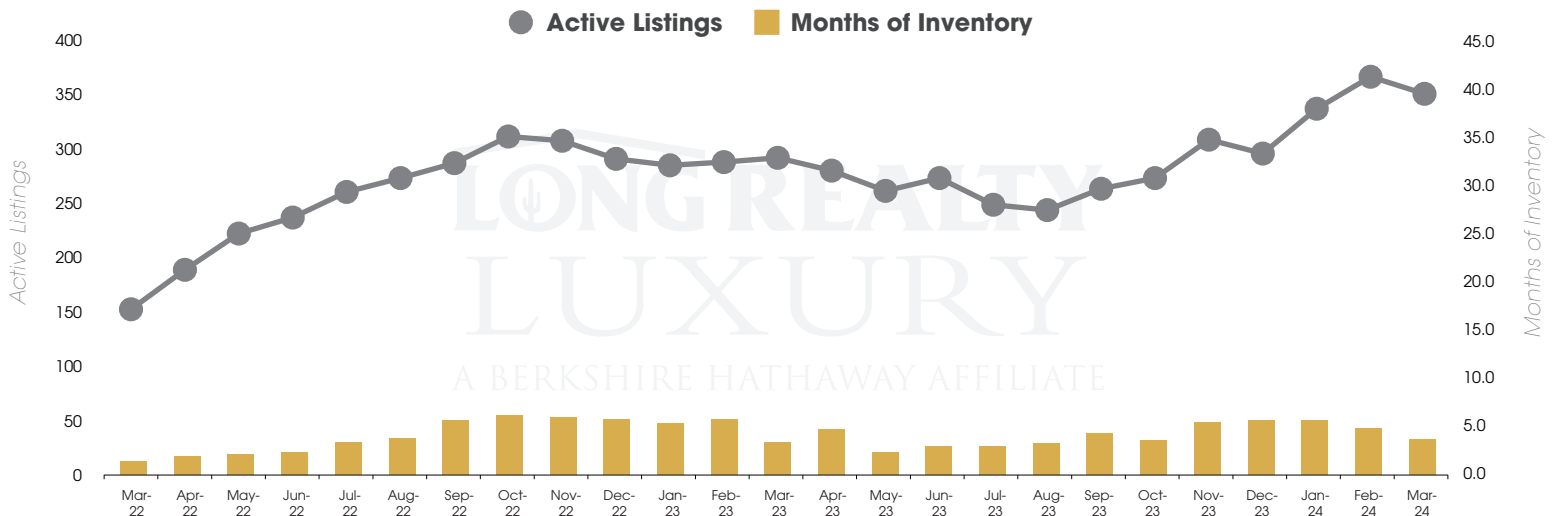
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

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



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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 04/05/2024 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.**

| 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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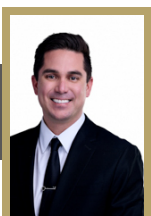
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MARKET CONDITIONS BY PRICE BAND Tucson Luxury

| | 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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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 04/05/2024 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 01/01/2024-03/31/2024. Information is believed to be reliable, but not guaranteed.