

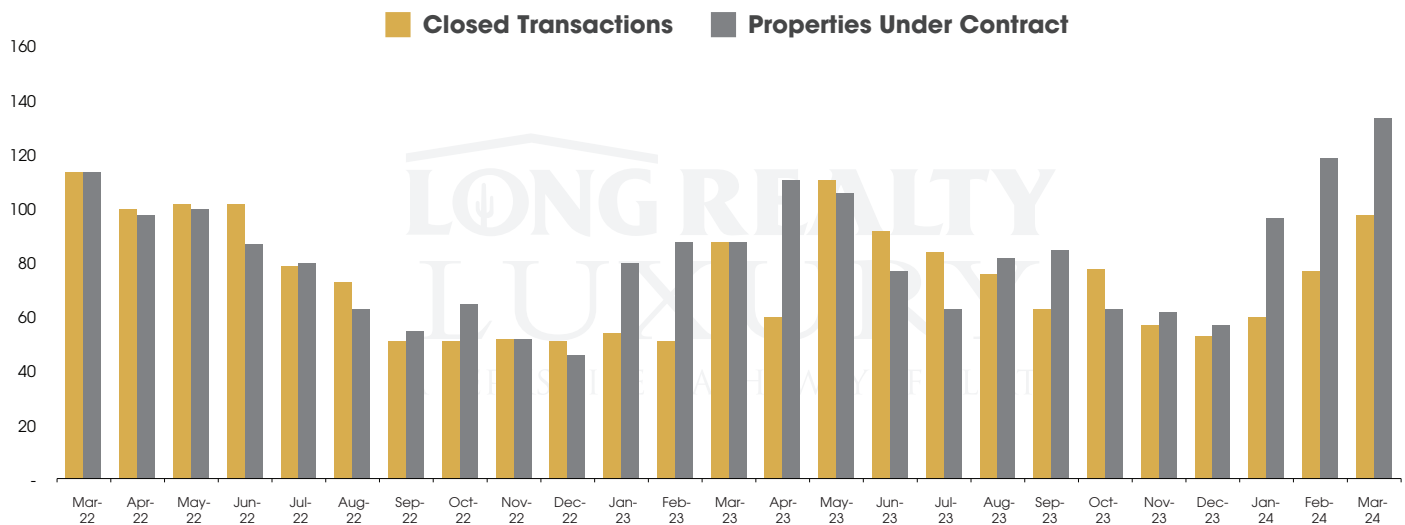
# THE LUXURY HOUSING REPORT

TUCSON | APRIL 2024

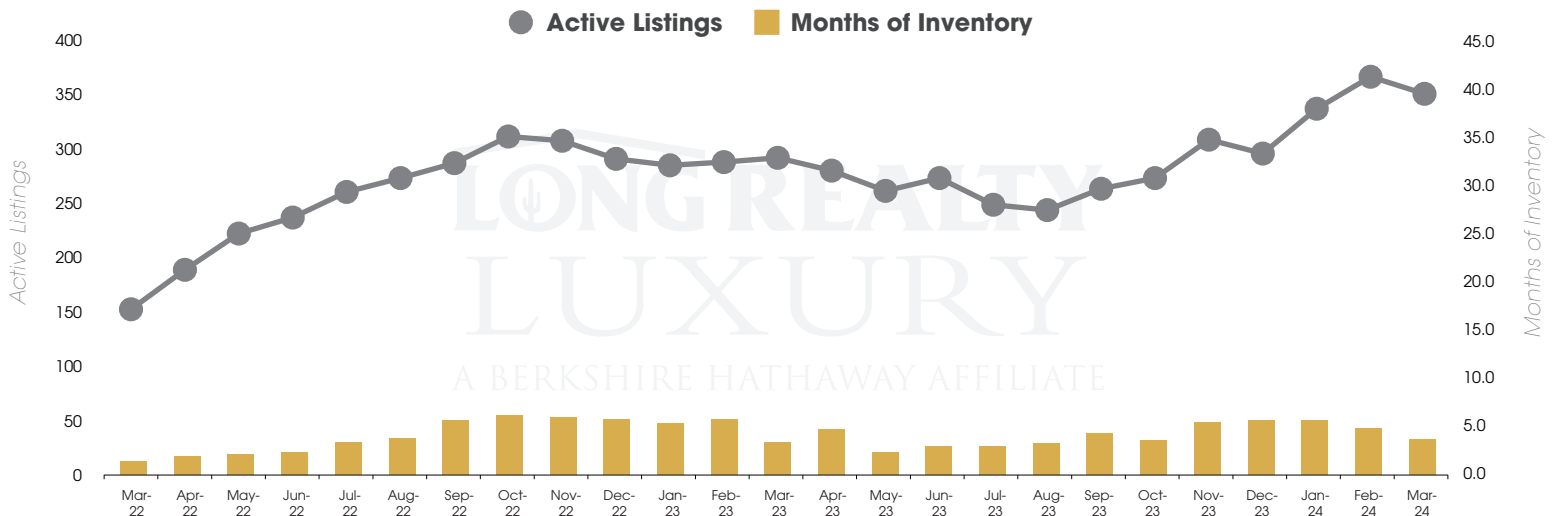
**LONG REALTY**  
**LUXURY**  
A BERKSHIRE HATHAWAY AFFILIATE

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     |
|--------------|--------------|
| <b>97.7%</b> | <b>97.2%</b> |



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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## 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         |
| <b>TOTAL</b>              | <b>358</b>      | <b>78</b>                  | <b>57</b> | <b>53</b> | <b>60</b> | <b>77</b> | <b>98</b> | <b>3.7</b>                  | <b>4.6</b>                             | <b>Slightly Seller</b> |

|   |   |   |   |   |
|---|---|---|---|---|
|  |  |  |  |  |
| 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.