

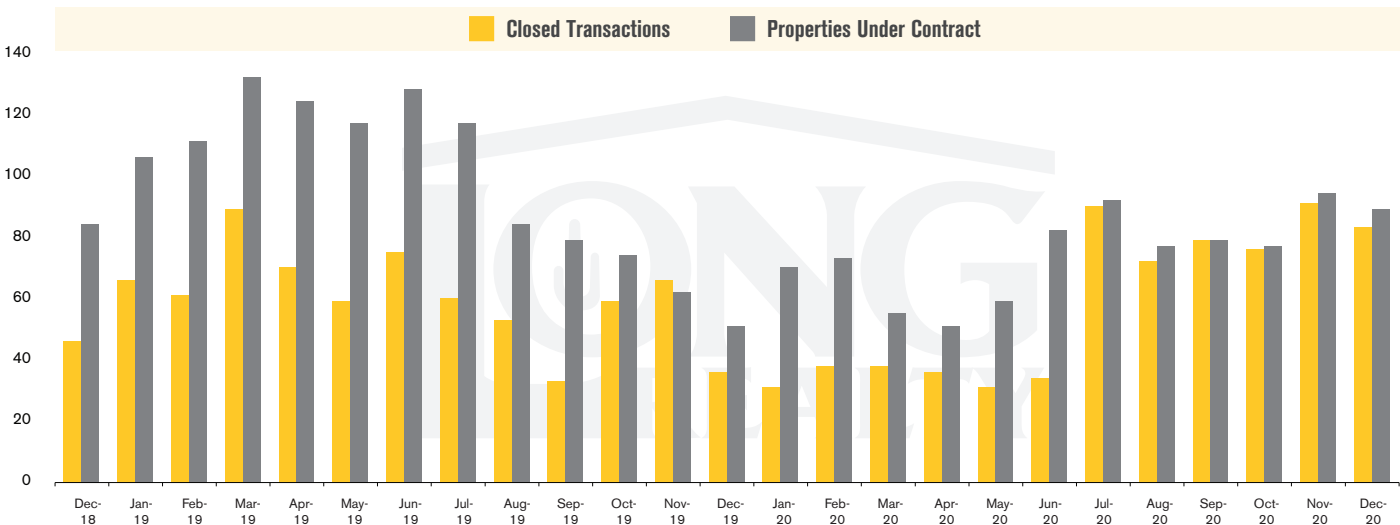
# THE LAND REPORT

TUCSON | JANUARY 2021

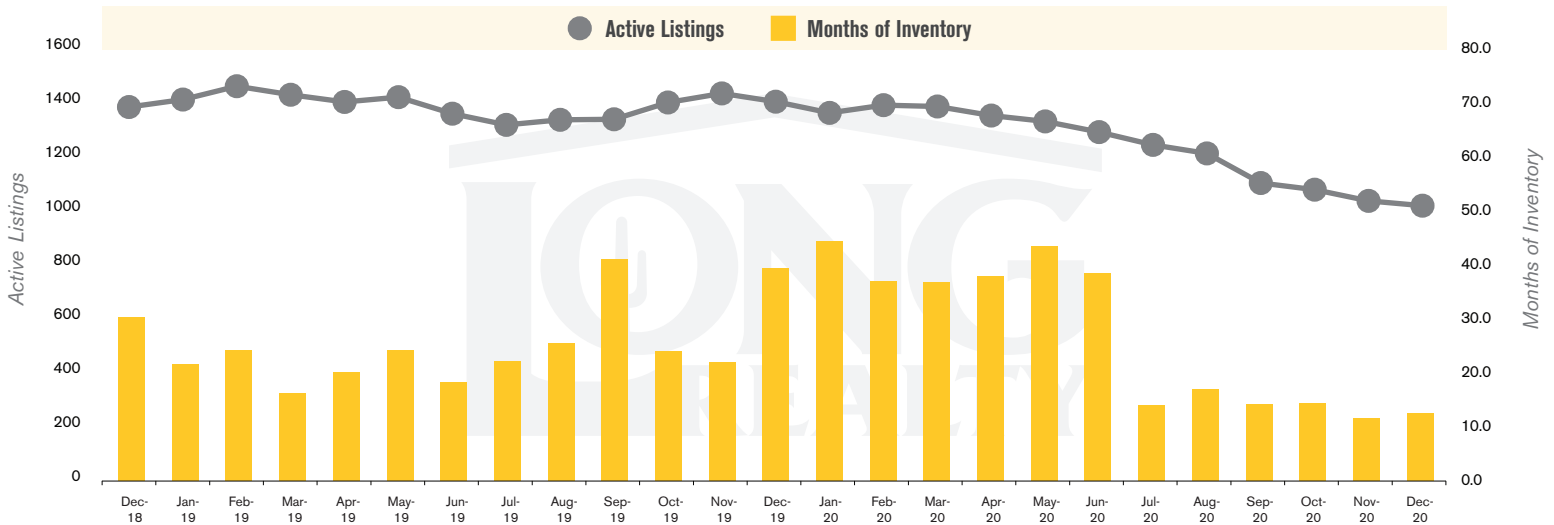


In the Tucson Lot and Land market, December 2020 active inventory was 1,035, a 27% decrease from December 2019. There were 83 closings in December 2020, a 131% increase from December 2019. Year-to-date 2020 there were 699 closings, a 4% decrease from year-to-date 2019. Months of Inventory was 12.5, down from 39.6 in December 2019. Median price of sold lots was \$103,361 for the month of December 2020, up 12% from December 2019. The Tucson Lot and Land area had 89 new properties under contract in December 2020, up 75% from December 2019.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON LAND



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON LAND



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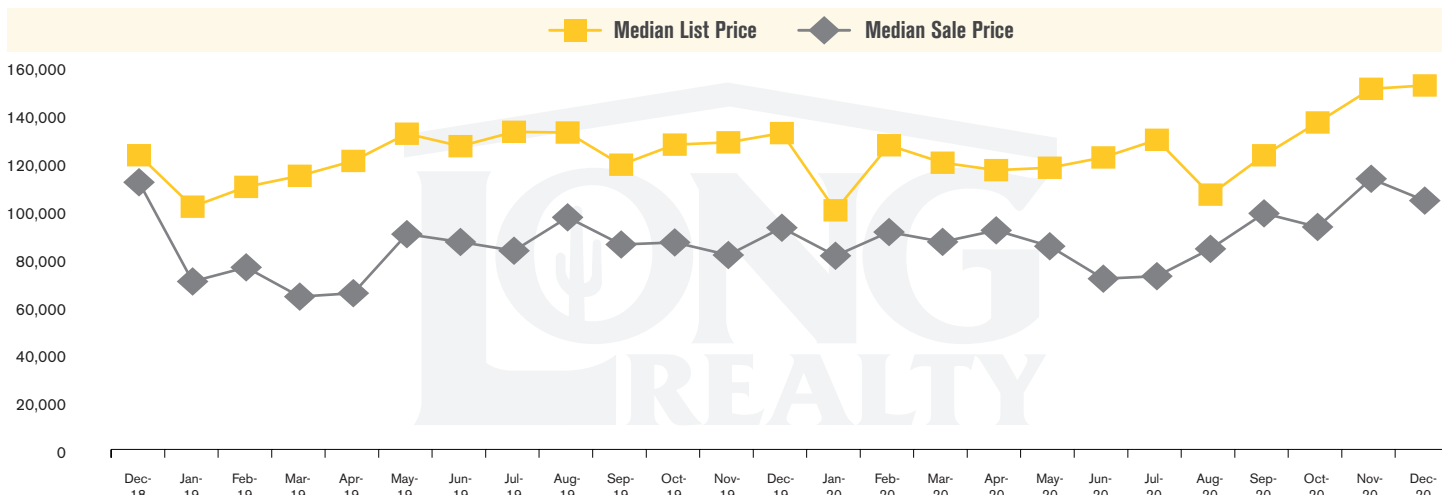
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON LAND



## MARKET SHARE TUCSON LAND

**Long Realty leads the market in successful real estate sales.**

Data Obtained 01/08/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 03/01/2019 – 02/29/2020 rounded to the nearest tenth of one percent and deemed to be correct.

**LONG REALTY COMPANY** 30.4%

Realty Executives Arizona Territory 11.0%

Tierra Antigua Realty 9.0%

Keller Williams Southern Arizona 4.5%

Coldwell Banker Realty 4.1%

Homesmart Advantage Group 2.2%



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## MARKET CONDITIONS BY PRICE BAND TUCSON LAND

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20			
\$1 - 49,999	174	41	25	26	22	27	30	5.8	7.1	Slightly Buyer
\$50,000 - 74,999	94	13	11	10	18	14	6	15.7	7.3	Slightly Buyer
\$75,000 - 99,999	112	11	8	11	11	6	12	9.3	11.8	Buyer
\$100,000 - 124,999	88	10	6	7	6	12	8	11.0	10.8	Buyer
\$125,000 - 149,999	96	3	8	6	6	5	5	19.2	18.0	Buyer
\$150,000 - 174,999	94	1	5	3	2	5	7	13.4	20.7	Buyer
\$175,000 - 199,999	85	4	3	2	2	6	3	28.3	22.7	Buyer
\$200,000 - 224,999	28	1	1	1	0	0	2	14.0	42.5	Buyer
\$225,000 - 249,999	53	0	3	5	1	2	1	53.0	42.3	Buyer
\$250,000 - 274,999	33	1	0	2	0	3	4	8.3	15.1	Buyer
\$275,000 - 299,999	35	1	1	0	1	4	0	n/a	22.6	Buyer
\$300,000 - 349,999	26	2	0	2	1	3	0	n/a	18.5	Buyer
\$350,000 - 399,999	24	0	0	2	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	34	1	0	1	4	1	4	8.5	10.1	Buyer
\$500,000 - 599,999	17	1	1	0	1	0	0	n/a	53.0	Buyer
\$600,000 - 699,999	9	0	0	0	0	1	0	n/a	31.0	Buyer
\$700,000 - 799,999	9	0	0	0	1	1	0	n/a	12.5	Buyer
\$800,000 - 899,999	3	0	0	0	0	1	0	n/a	9.0	Buyer
\$900,000 - 999,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	16	0	0	1	0	0	1	16.0	56.0	Buyer
<b>TOTAL</b>	<b>1,035</b>	<b>90</b>	<b>72</b>	<b>79</b>	<b>76</b>	<b>91</b>	<b>83</b>	<b>12.5</b>	<b>12.7</b>	<b>Buyer</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 01/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2020-12/31/2020. Information is believed to be reliable, but not guaranteed.