

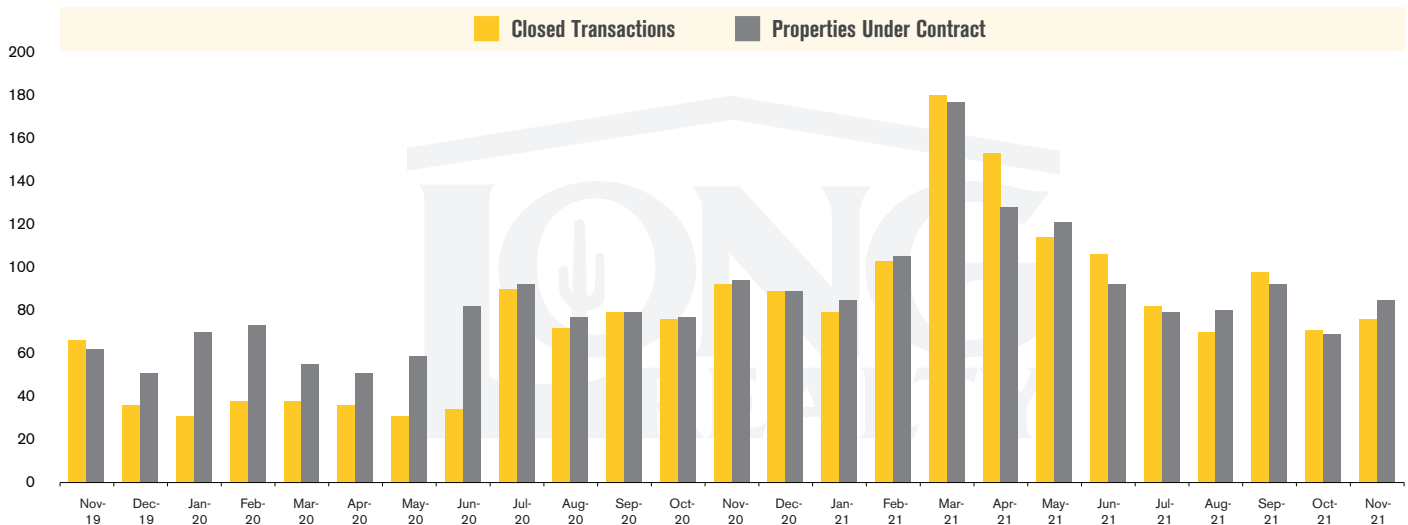
# THE LAND REPORT

TUCSON | DECEMBER 2021

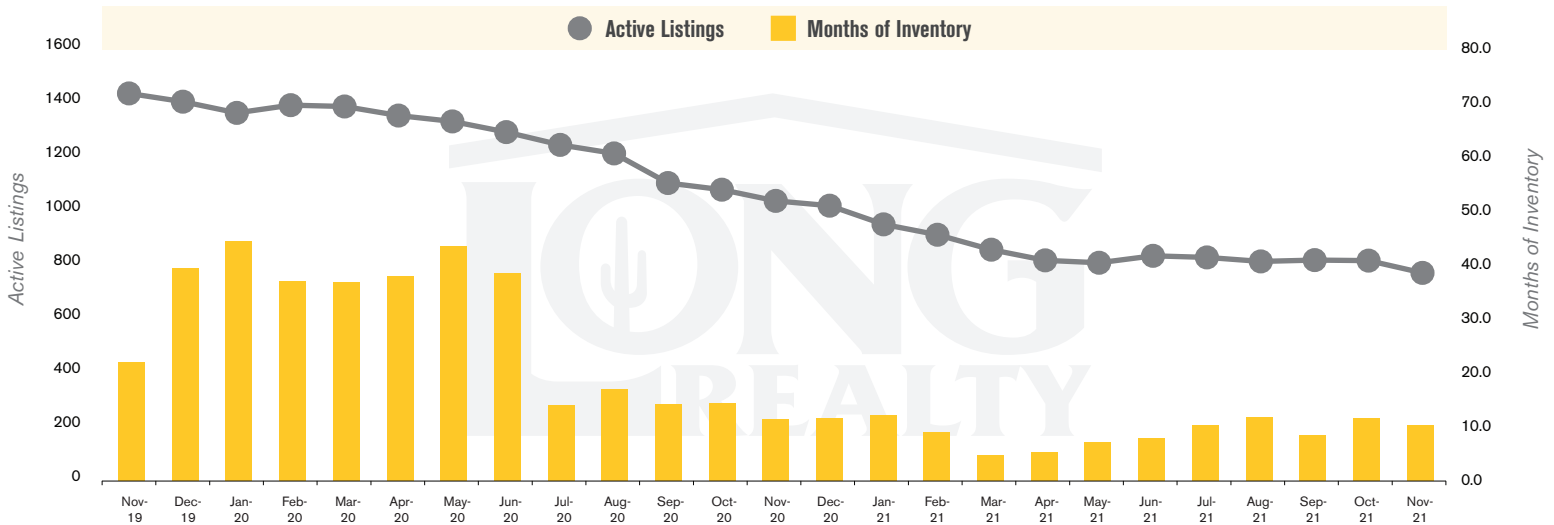


In the Tucson Lot and Land market, November 2021 active inventory was 783, a 26% decrease from November 2020. There were 76 closings in November 2021, a 17% decrease from November 2020. Year-to-date 2021 there were 1,132 closings, a 83% increase from year-to-date 2020. Months of Inventory was 10.3, down from 11.4 in November 2020. Median price of sold lots was \$119,351 for the month of November 2021, up 6% from November 2020. The Tucson Lot and Land area had 85 new properties under contract in November 2021, down 10% from November 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON LAND



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON LAND



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Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 12/07/2021 is believed to be reliable, but not guaranteed.

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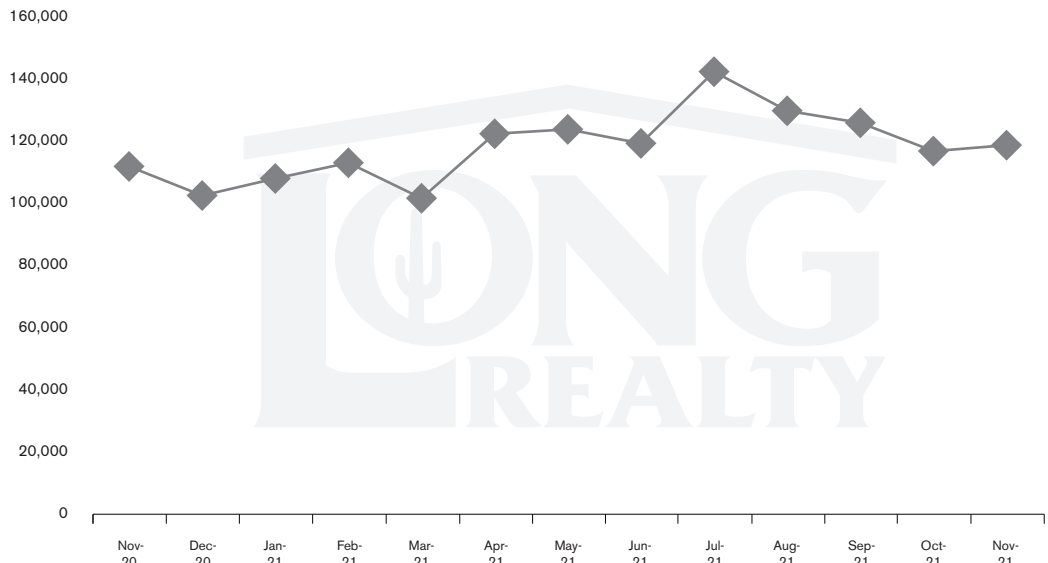


## MEDIAN SOLD PRICE

TUCSON LAND

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

Nov 2020	Nov 2021
89.2%	93.1%



## MARKET SHARE

TUCSON LAND

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

Data Obtained 12/07/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 12/01/2020 – 11/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

**LONG REALTY COMPANY** 30.1%

Tierra Antigua Realty 8.6%

Realty Executives Arizona Territory 7.7%

Keller Williams Southern Arizona 4.3%

Coldwell Banker Realty 3.0%

Dove Mountain Realty LLC 2.7%



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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
		Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21			
\$1 - 49,999	102	24	16	18	15	16	15	6.8	6.9	Slightly Buyer
\$50,000 - 74,999	64	10	12	9	18	10	10	6.4	5.9	Balanced
\$75,000 - 99,999	77	12	12	12	11	8	8	9.6	9.0	Buyer
\$100,000 - 124,999	40	12	5	5	12	14	10	4.0	3.6	Seller
\$125,000 - 149,999	74	15	8	7	10	10	13	5.7	7.1	Slightly Buyer
\$150,000 - 174,999	49	10	3	6	10	3	2	24.5	10.9	Buyer
\$175,000 - 199,999	82	3	2	1	5	2	3	27.3	24.8	Buyer
\$200,000 - 224,999	37	1	4	3	2	0	3	12.3	21.6	Buyer
\$225,000 - 249,999	36	3	3	3	6	0	1	36.0	14.1	Buyer
\$250,000 - 274,999	36	2	2	3	0	0	1	36.0	106.0	Buyer
\$275,000 - 299,999	27	5	6	0	2	1	7	3.9	8.5	Buyer
\$300,000 - 349,999	22	1	3	0	2	2	0	n/a	19.0	Buyer
\$350,000 - 399,999	31	3	0	2	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	30	2	1	0	2	1	3	10.0	15.5	Buyer
\$500,000 - 599,999	16	1	1	0	2	1	0	n/a	16.0	Buyer
\$600,000 - 699,999	9	1	3	1	1	1	0	n/a	15.0	Buyer
\$700,000 - 799,999	7	0	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	5	0	0	0	0	1	0	n/a	16.0	Buyer
\$900,000 - 999,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	33	1	1	0	0	1	0	n/a	89.0	Buyer
<b>TOTAL</b>	<b>783</b>	<b>106</b>	<b>83</b>	<b>70</b>	<b>98</b>	<b>71</b>	<b>76</b>	<b>10.3</b>	<b>10.0</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 12/07/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2021-11/30/2021. Information is believed to be reliable, but not guaranteed.