

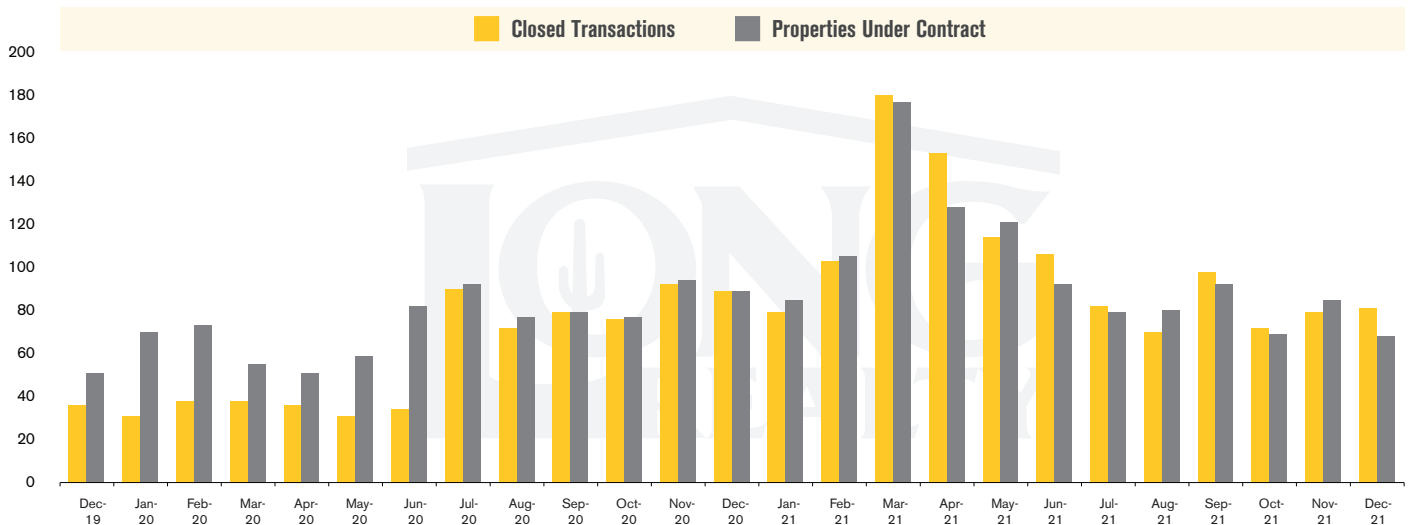
THE LAND REPORT

TUCSON | JANUARY 2022

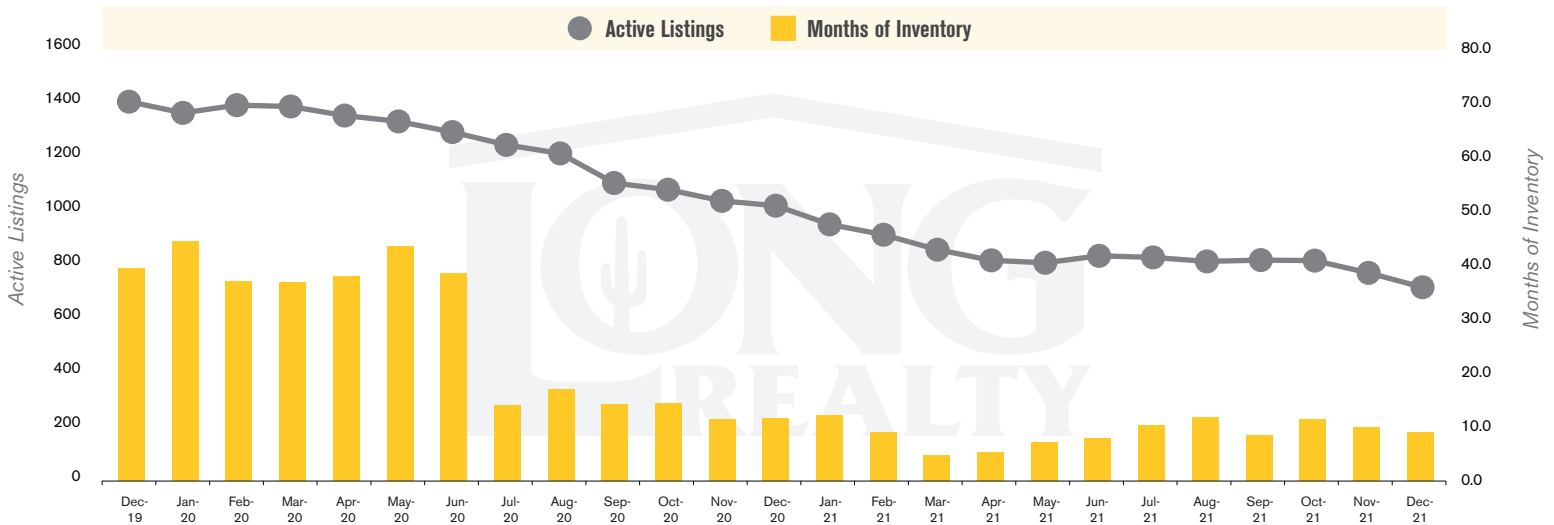


In the Tucson Lot and Land market, December 2021 active inventory was 729, a 30% decrease from December 2020. There were 81 closings in December 2021, a 9% decrease from December 2020. Year-to-date 2021 there were 1,217 closings, a 72% increase from year-to-date 2020. Months of Inventory was 9.0, up from 11.6 in December 2020. Median price of sold lots was \$102,375 for the month of December 2021, down 1% from December 2020. The Tucson Lot and Land area had 68 new properties under contract in December 2021, down 24% from December 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 01/06/2022 is believed to be reliable, but not guaranteed.

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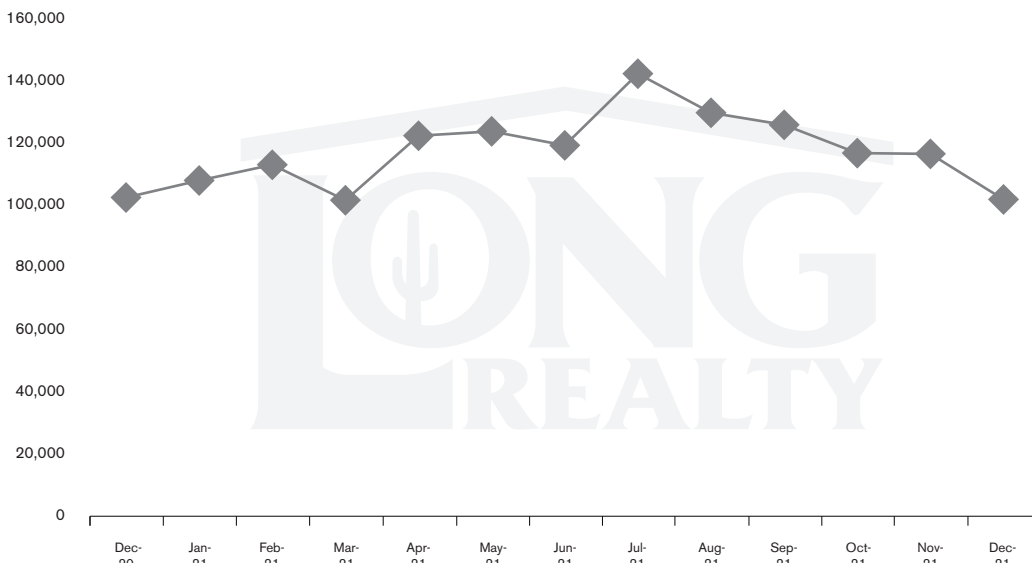


MEDIAN SOLD PRICE

TUCSON LAND

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

Dec 2020	Dec 2021
82.4%	86.9%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 01/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2021 – 12/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 29.3%

Tierra Antigua Realty 8.4%

Realty Executives Arizona Territory 7.6%

Keller Williams Southern Arizona 4.3%

Coldwell Banker Realty 3.5%

Dove Mountain Realty LLC 2.9%



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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-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21			
\$1 - 49,999	99	16	18	15	16	16	19	5.2	6.1	Balanced
\$50,000 - 74,999	60	12	9	18	10	11	16	3.8	5.6	Balanced
\$75,000 - 99,999	82	12	12	11	8	9	7	11.7	9.9	Buyer
\$100,000 - 124,999	39	5	5	12	14	10	10	3.9	3.6	Seller
\$125,000 - 149,999	66	8	7	10	11	13	6	11.0	7.4	Slightly Buyer
\$150,000 - 174,999	45	3	6	10	3	2	6	7.5	13.3	Buyer
\$175,000 - 199,999	70	2	1	5	2	3	6	11.7	21.6	Buyer
\$200,000 - 224,999	38	4	3	2	0	3	2	19.0	22.6	Buyer
\$225,000 - 249,999	34	3	3	6	0	1	2	17.0	34.7	Buyer
\$250,000 - 274,999	34	2	3	0	0	1	2	17.0	34.3	Buyer
\$275,000 - 299,999	23	6	0	2	1	7	1	23.0	8.7	Buyer
\$300,000 - 349,999	18	3	0	2	2	0	1	18.0	22.0	Buyer
\$350,000 - 399,999	23	0	2	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	28	1	0	2	1	3	2	14.0	15.0	Buyer
\$500,000 - 599,999	14	1	0	2	1	0	0	n/a	45.0	Buyer
\$600,000 - 699,999	11	3	1	1	1	0	0	n/a	30.0	Buyer
\$700,000 - 799,999	8	1	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	0	0	0	1	0	0	n/a	13.0	Buyer
\$900,000 - 999,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	30	1	0	0	1	0	1	30.0	45.5	Buyer
TOTAL	729	83	70	98	72	79	81	9.0	10.1	Buyer



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 01/06/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2021-12/31/2021. Information is believed to be reliable, but not guaranteed.