

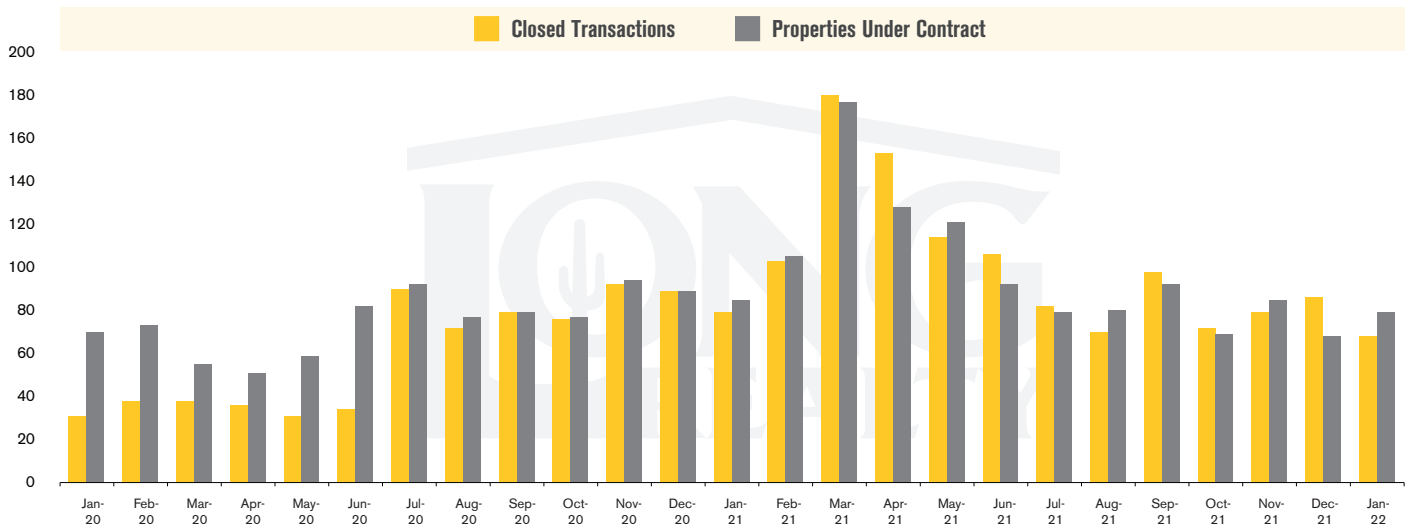
THE LAND REPORT

TUCSON | FEBRUARY 2022

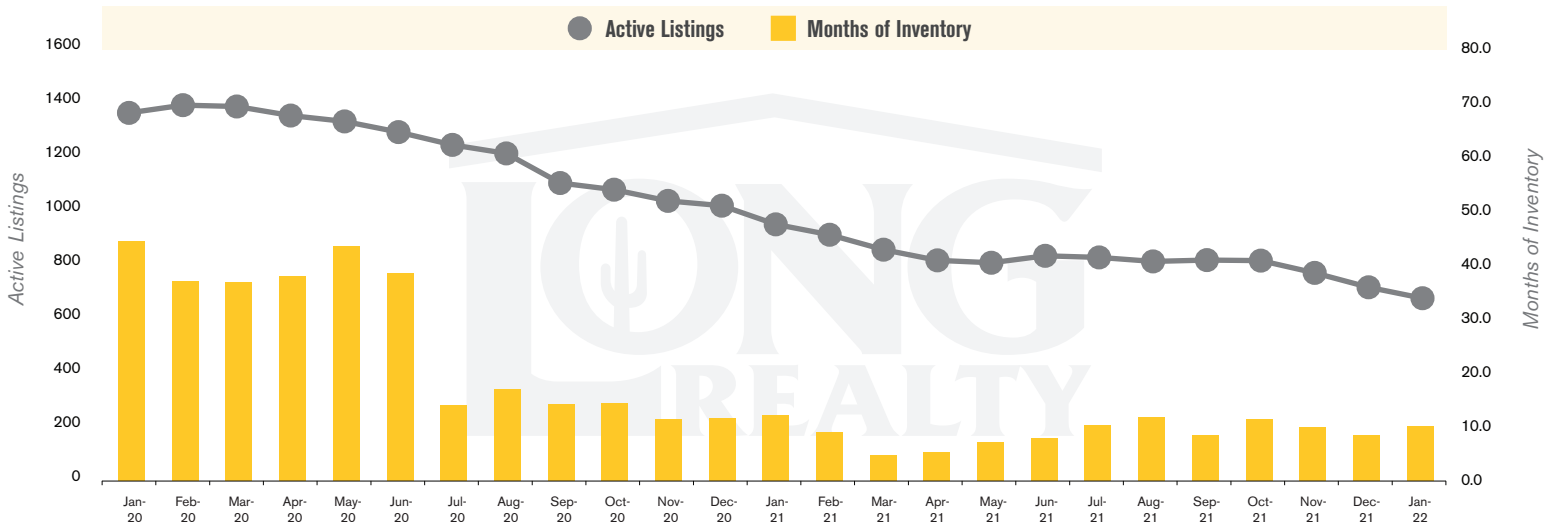


In the Tucson Lot and Land market, January 2022 active inventory was 688, a 29% decrease from January 2021. There were 68 closings in January 2022, a 14% decrease from January 2021. Year-to-date 2022 there were 68 closings, a 14% decrease from year-to-date 2021. Months of Inventory was 10.1, down from 12.2 in January 2021. Median price of sold lots was \$136,926 for the month of January 2022, up 26% from January 2021. The Tucson Lot and Land area had 79 new properties under contract in January 2022, down 7% from January 2021.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON LAND



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON LAND



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 02/07/2022 is believed to be reliable, but not guaranteed.

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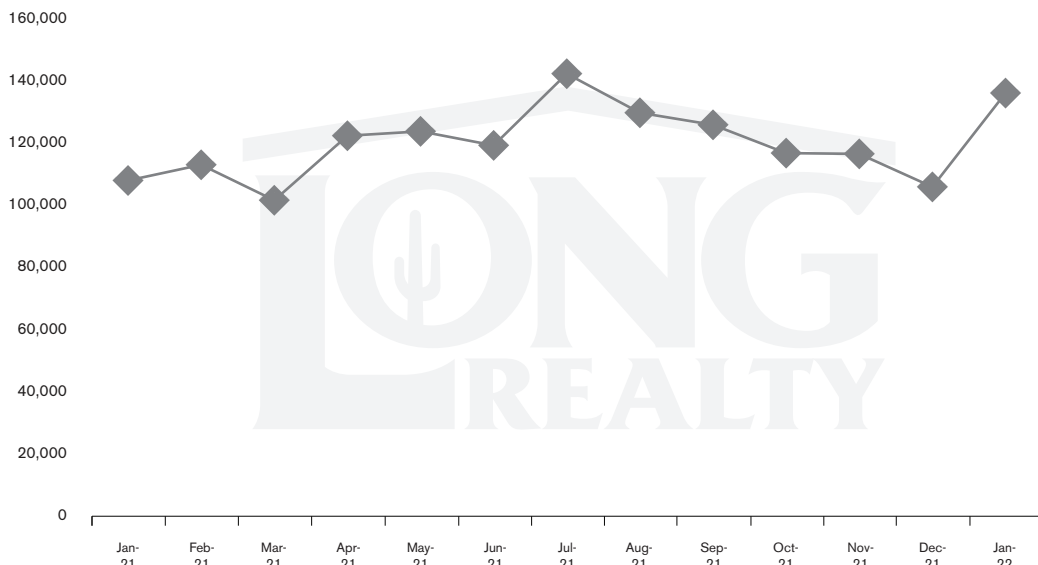


MEDIAN SOLD PRICE

TUCSON LAND

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

Jan 2021	Jan 2022
86.2%	88.8%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 02/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 02/01/2021 – 1/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 28.0%

Tierra Antigua Realty 8.2%

Realty Executives Arizona Territory 7.5%

Keller Williams Southern Arizona 4.3%

J Vincent Company 4.0%

Russ Lyon Sothebys International Realty 3.6%



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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
		Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22			
\$1 - 49,999	91	18	15	16	16	20	14	6.5	5.8	Balanced
\$50,000 - 74,999	48	9	18	10	11	17	9	5.3	4.6	Slightly Seller
\$75,000 - 99,999	69	12	11	8	9	7	7	9.9	9.9	Buyer
\$100,000 - 124,999	33	5	12	14	10	12	6	5.5	4.0	Seller
\$125,000 - 149,999	60	7	10	11	13	6	8	7.5	7.4	Slightly Buyer
\$150,000 - 174,999	43	6	10	3	2	6	6	7.2	9.8	Buyer
\$175,000 - 199,999	68	1	5	2	3	6	3	22.7	18.3	Buyer
\$200,000 - 224,999	38	3	2	0	3	2	2	19.0	16.1	Buyer
\$225,000 - 249,999	36	3	6	0	1	2	1	36.0	26.5	Buyer
\$250,000 - 274,999	28	3	0	0	1	2	2	14.0	19.6	Buyer
\$275,000 - 299,999	25	0	2	1	7	1	2	12.5	7.5	Slightly Buyer
\$300,000 - 349,999	19	0	2	2	0	1	2	9.5	19.7	Buyer
\$350,000 - 399,999	30	2	0	0	0	0	2	15.0	42.0	Buyer
\$400,000 - 499,999	31	0	2	1	3	2	0	n/a	17.8	Buyer
\$500,000 - 599,999	13	0	2	1	0	0	2	6.5	21.5	Buyer
\$600,000 - 699,999	12	1	1	1	0	1	0	n/a	32.0	Buyer
\$700,000 - 799,999	10	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	0	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	28	0	0	1	0	1	2	14.0	30.3	Buyer
TOTAL	688	70	98	72	79	86	68	10.1	9.4	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 02/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2021-01/31/2022. Information is believed to be reliable, but not guaranteed.