

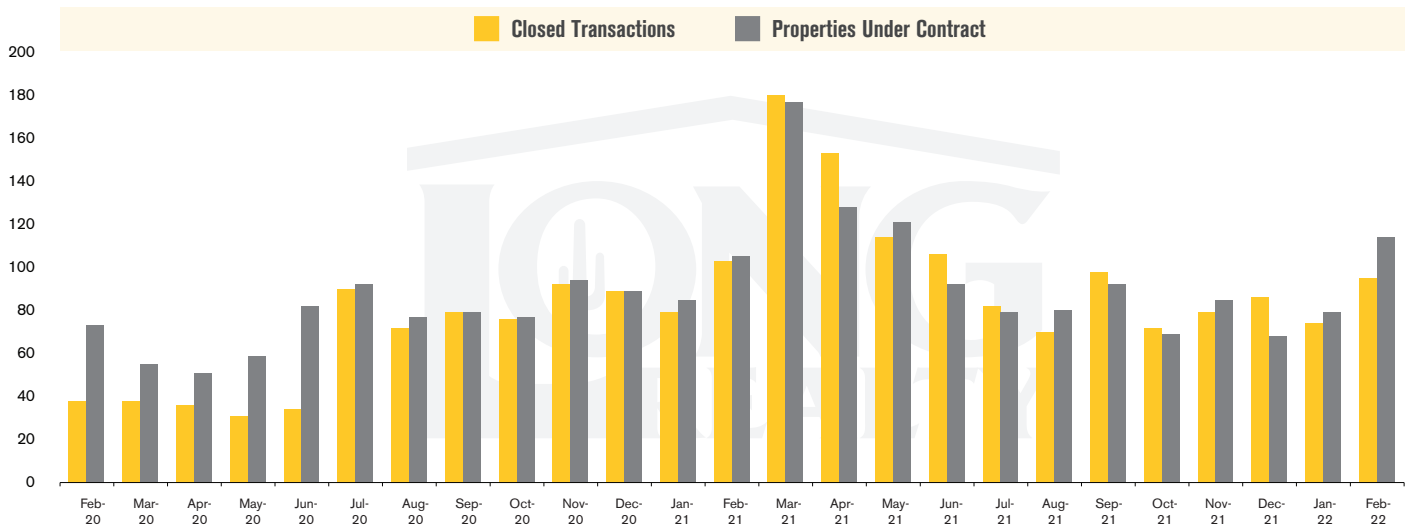
THE LAND REPORT

TUCSON | MARCH 2022

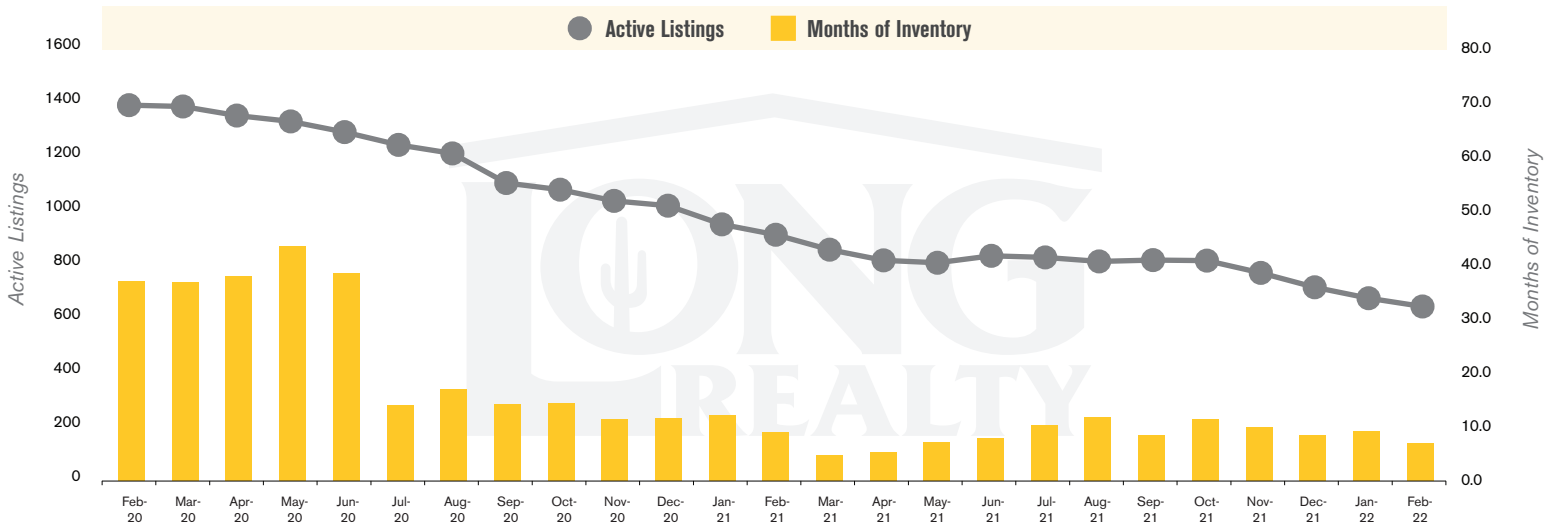


In the Tucson Lot and Land market, February 2022 active inventory was 657, a 29% decrease from February 2021. There were 95 closings in February 2022, an 8% decrease from February 2021. Year-to-date 2022 there were 169 closings, a 7% decrease from year-to-date 2021. Months of Inventory was 6.9, down from 9.0 in February 2021. Median price of sold lots was \$110,550 for the month of February 2022, down 3% from February 2021. The Tucson Lot and Land area had 114 new properties under contract in February 2022, up 9% from February 2021.

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 03/07/2022 is believed to be reliable, but not guaranteed.

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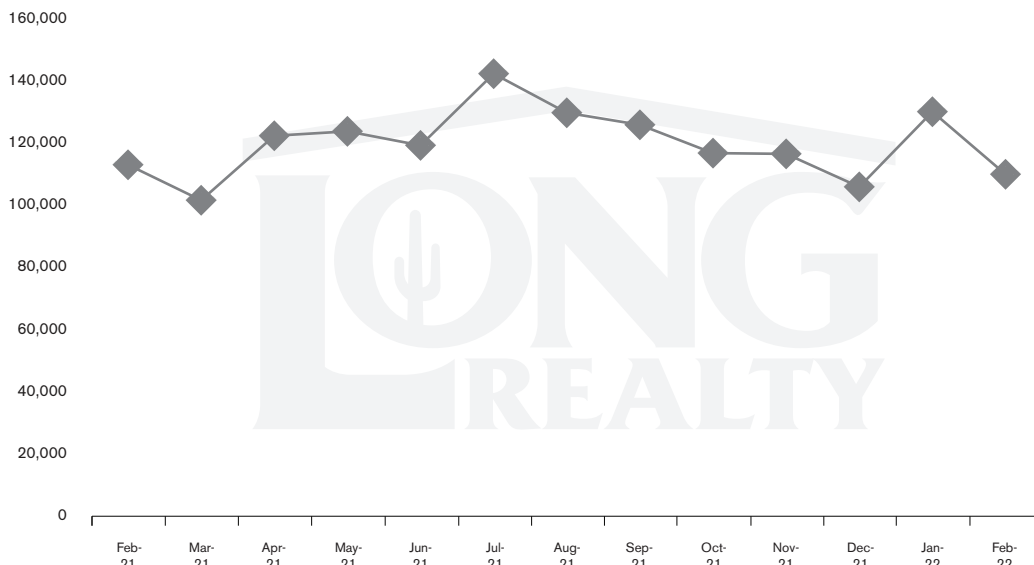


MEDIAN SOLD PRICE

TUCSON LAND

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

Feb 2021	Feb 2022
92.8%	92.2%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 03/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 03/01/2021 – 02/28/2022 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 26.7%

Tierra Antigua Realty 9.8%

Realty Executives Arizona Territory 8.5%

Keller Williams Southern Arizona 4.0%

J Vincent Company 3.7%

Russ Lyon Sothebys International Realty 3.5%



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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
		Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22			
\$1 - 49,999	93	15	16	16	20	16	18	5.2	5.2	Balanced
\$50,000 - 74,999	48	18	10	11	17	12	11	4.4	3.9	Seller
\$75,000 - 99,999	58	11	8	9	7	7	9	6.4	9.1	Buyer
\$100,000 - 124,999	40	12	14	10	12	6	7	5.7	4.5	Slightly Seller
\$125,000 - 149,999	61	10	11	13	6	8	22	2.8	5.2	Balanced
\$150,000 - 174,999	42	10	3	2	6	6	8	5.3	6.5	Balanced
\$175,000 - 199,999	51	5	2	3	6	3	6	8.5	12.6	Buyer
\$200,000 - 224,999	31	2	0	3	2	2	3	10.3	15.3	Buyer
\$225,000 - 249,999	37	6	0	1	2	1	3	12.3	17.8	Buyer
\$250,000 - 274,999	26	0	0	1	2	3	3	8.7	11.0	Buyer
\$275,000 - 299,999	28	2	1	7	1	2	1	28.0	19.0	Buyer
\$300,000 - 349,999	19	2	2	0	1	2	0	n/a	18.7	Buyer
\$350,000 - 399,999	29	0	0	0	0	2	1	29.0	27.3	Buyer
\$400,000 - 499,999	30	2	1	3	2	0	2	15.0	22.3	Buyer
\$500,000 - 599,999	13	2	1	0	0	2	0	n/a	20.0	Buyer
\$600,000 - 699,999	11	1	1	0	1	0	0	n/a	34.0	Buyer
\$700,000 - 799,999	10	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	0	1	0	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	24	0	1	0	1	2	1	24.0	20.5	Buyer
TOTAL	657	98	72	79	86	74	95	6.9	8.1	Slightly 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 03/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2021-02/28/2022. Information is believed to be reliable, but not guaranteed.