

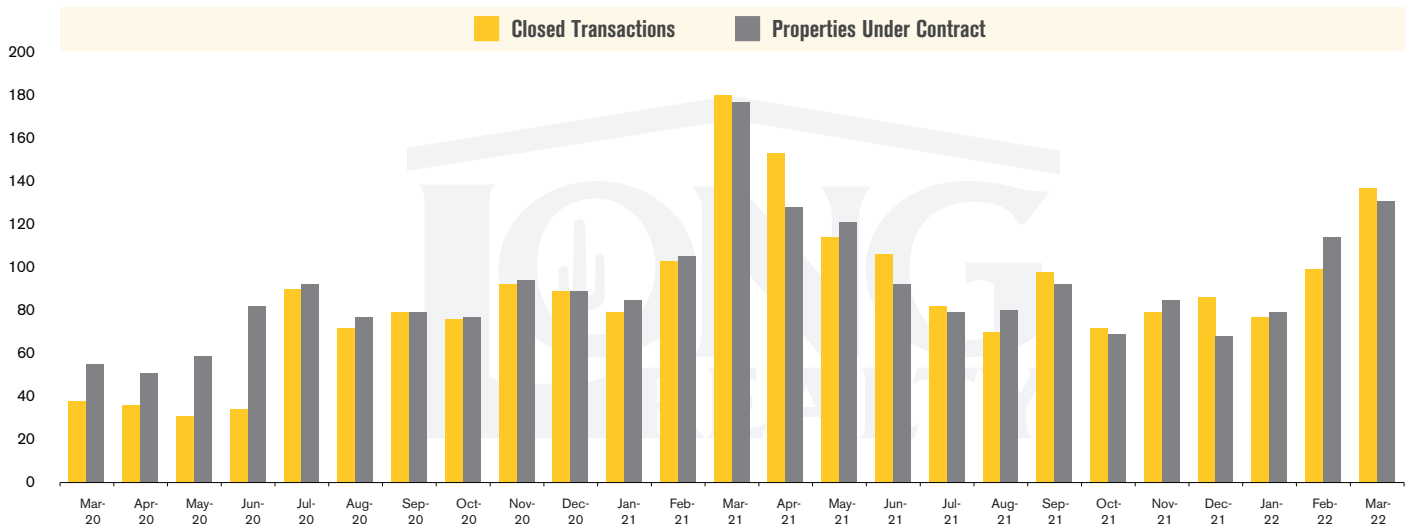
THE LAND REPORT

TUCSON | APRIL 2022

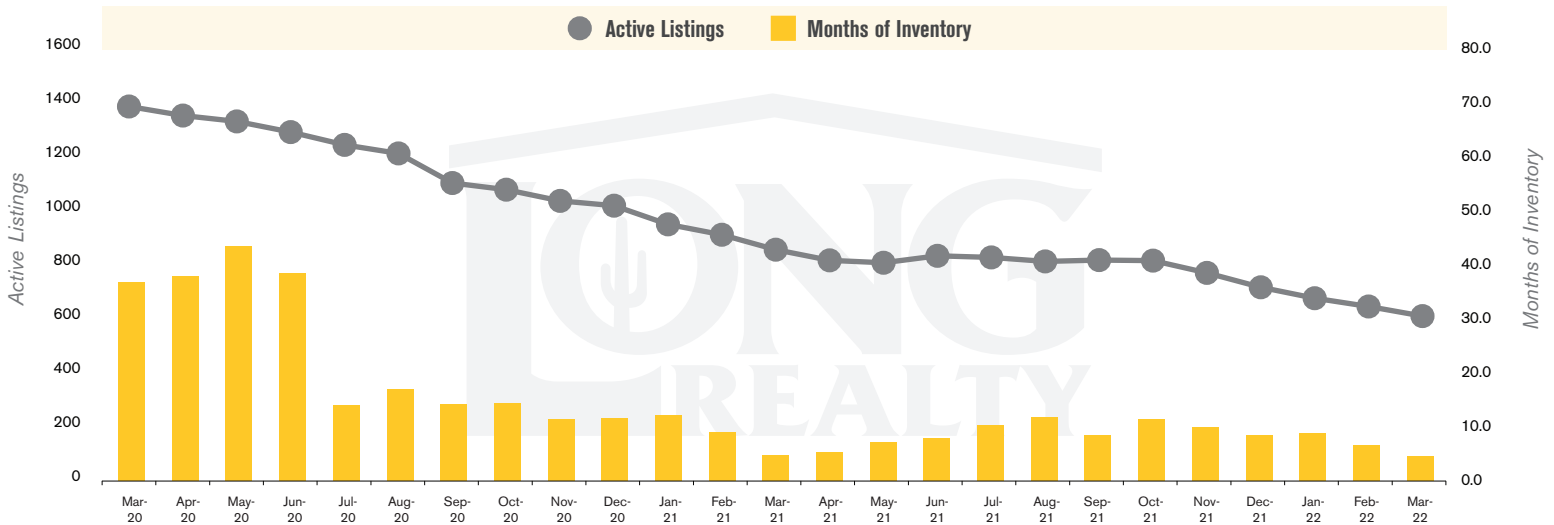


In the Tucson Lot and Land market, March 2022 active inventory was 621, a 29% decrease from March 2021. There were 137 closings in March 2022, a 24% decrease from March 2021. Year-to-date 2022 there were 313 closings, a 14% decrease from year-to-date 2021. Months of Inventory was 4.5, down from 4.8 in March 2021. Median price of sold lots was \$141,182 for the month of March 2022, up 37% from March 2021. The Tucson Lot and Land area had 131 new properties under contract in March 2022, down 26% from March 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 04/07/2022 is believed to be reliable, but not guaranteed.

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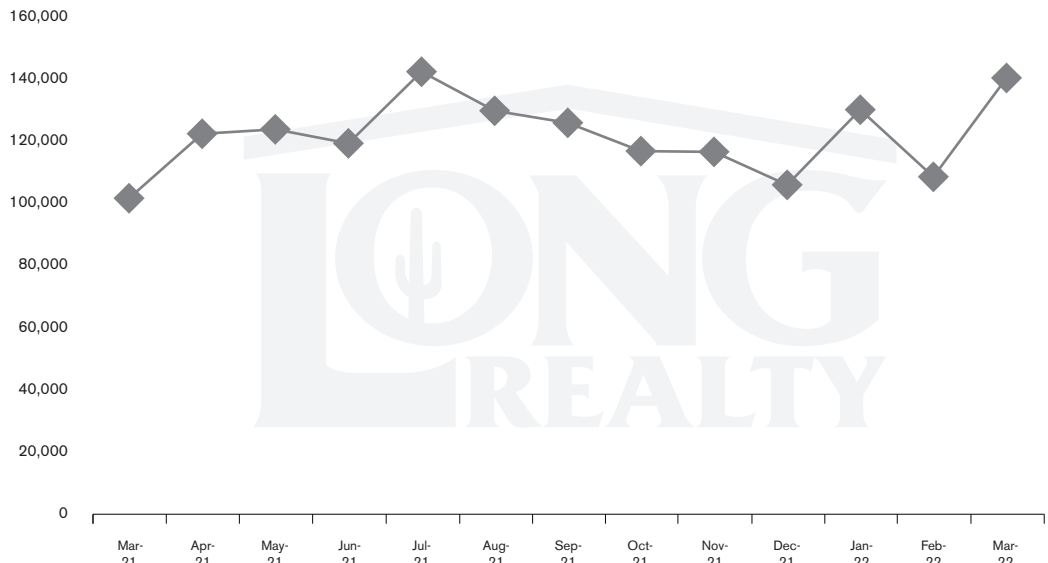


MEDIAN SOLD PRICE

TUCSON LAND

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

Mar 2021	Mar 2022
89.9%	91.1%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 04/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 04/01/2021 – 03/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

26.5%

Tierra Antigua Realty

10.8%

Realty Executives Arizona Territory

8.4%

Jvincent Company LLC

4.1%

Russ Lyon Sothebys International Realty

3.8%

Keller Williams Southern Arizona

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
		Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22			
\$1 - 49,999	76	16	16	20	16	20	25	3.0	4.3	Slightly Seller
\$50,000 - 74,999	49	10	11	17	15	11	11	4.5	3.9	Seller
\$75,000 - 99,999	54	8	9	7	7	9	15	3.6	5.8	Balanced
\$100,000 - 124,999	37	14	10	12	6	7	5	7.4	6.1	Balanced
\$125,000 - 149,999	54	11	13	6	8	23	8	6.8	4.5	Slightly Seller
\$150,000 - 174,999	45	3	2	6	6	9	13	3.5	4.6	Slightly Seller
\$175,000 - 199,999	50	2	3	6	3	6	19	2.6	6.0	Balanced
\$200,000 - 224,999	31	0	3	2	2	3	11	2.8	6.3	Balanced
\$225,000 - 249,999	30	0	1	2	1	3	3	10.0	14.7	Buyer
\$250,000 - 274,999	27	0	1	2	3	3	7	3.9	6.2	Balanced
\$275,000 - 299,999	27	1	7	1	2	1	3	9.0	13.3	Buyer
\$300,000 - 349,999	17	2	0	1	2	0	6	2.8	6.9	Slightly Buyer
\$350,000 - 399,999	30	0	0	0	2	1	4	7.5	12.7	Buyer
\$400,000 - 499,999	34	1	3	2	0	2	6	5.7	11.9	Buyer
\$500,000 - 599,999	10	1	0	0	2	0	1	10.0	12.0	Buyer
\$600,000 - 699,999	13	1	0	1	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	9	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	1	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	23	1	0	1	2	1	0	n/a	25.0	Buyer
TOTAL	621	72	79	86	77	99	137	4.5	6.3	Balanced



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 04/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2022-03/31/2022. Information is believed to be reliable, but not guaranteed.