

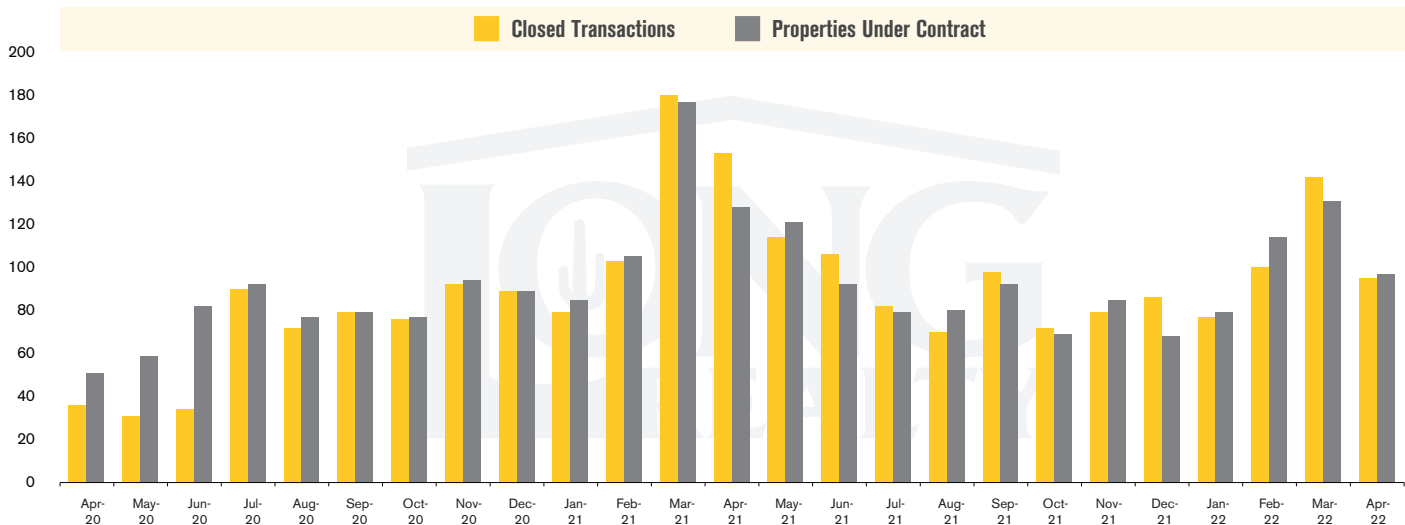
THE LAND REPORT

TUCSON | MAY 2022

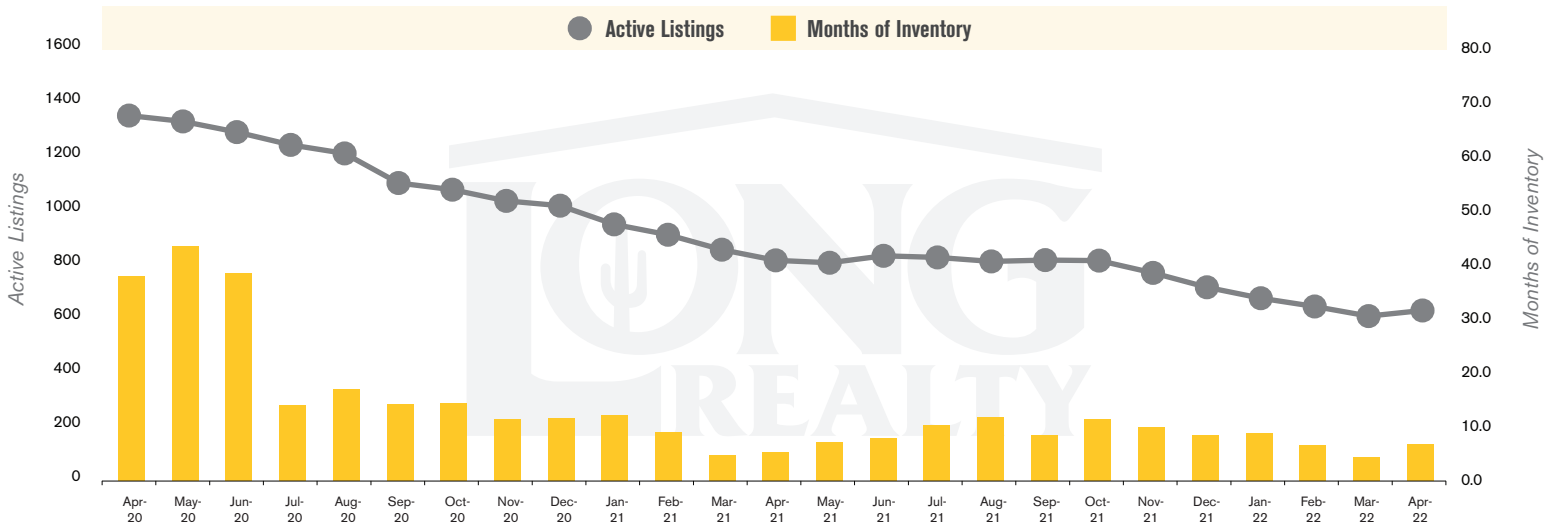


In the Tucson Lot and Land market, April 2022 active inventory was 642, a 23% decrease from April 2021. There were 95 closings in April 2022, a 38% decrease from April 2021. Year-to-date 2022 there were 414 closings, a 20% decrease from year-to-date 2021. Months of Inventory was 6.8, up from 5.4 in April 2021. Median price of sold lots was \$118,807 for the month of April 2022, down 4% from April 2021. The Tucson Lot and Land area had 97 new properties under contract in April 2022, down 24% from April 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 05/05/2022 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE

TUCSON LAND

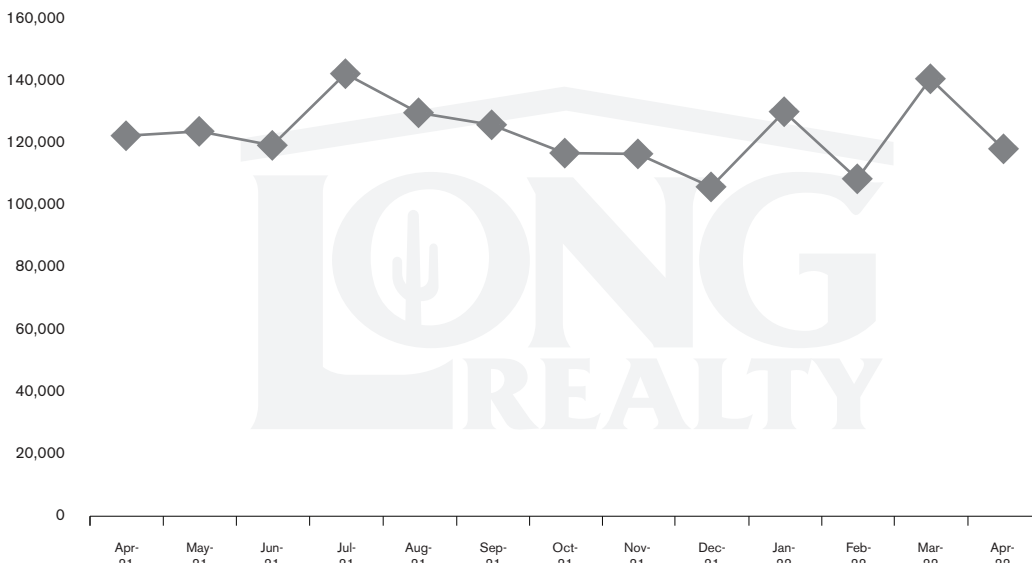
On average, homes sold this % of original list price.

Apr 2021

91.5%

Apr 2022

93.2%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 05/05/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 05/01/2021 – 04/30/2022 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

27.6%

Tierra Antigua Realty

11.2%

Realty Executives Arizona Territory

8.4%

Jvincent Company LLC

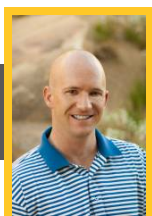
4.2%

Russ Lyon Sothebys International Realty

3.4%

Keller Williams Southern Arizona

3.0%



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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
		Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22			
\$1 - 49,999	81	16	20	16	20	25	26	3.1	3.5	Seller
\$50,000 - 74,999	51	11	17	15	11	12	11	4.6	4.4	Slightly Seller
\$75,000 - 99,999	61	9	7	7	9	15	8	7.6	5.4	Balanced
\$100,000 - 124,999	32	10	12	6	8	6	6	5.3	5.5	Balanced
\$125,000 - 149,999	60	13	6	8	23	9	8	7.5	4.4	Slightly Seller
\$150,000 - 174,999	52	2	6	6	9	14	8	6.5	4.5	Slightly Seller
\$175,000 - 199,999	53	3	6	3	6	20	6	8.8	4.8	Slightly Seller
\$200,000 - 224,999	32	3	2	2	3	11	4	8.0	5.2	Balanced
\$225,000 - 249,999	32	1	2	1	3	3	5	6.4	9.0	Buyer
\$250,000 - 274,999	25	1	2	3	3	7	3	8.3	6.0	Balanced
\$275,000 - 299,999	24	7	1	2	1	3	2	12.0	13.2	Buyer
\$300,000 - 349,999	18	0	1	2	0	6	4	4.5	5.4	Balanced
\$350,000 - 399,999	30	0	0	2	1	4	0	n/a	17.8	Buyer
\$400,000 - 499,999	31	3	2	0	2	6	1	31.0	10.6	Buyer
\$500,000 - 599,999	12	0	0	2	0	1	1	12.0	17.5	Buyer
\$600,000 - 699,999	11	0	1	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	9	0	0	0	0	0	1	9.0	28.0	Buyer
\$800,000 - 899,999	1	0	0	0	0	0	1	1.0	5.0	Balanced
\$900,000 - 999,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	23	0	1	2	1	0	0	n/a	70.0	Buyer
TOTAL	642	79	86	77	100	142	95	6.8	5.7	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 05/05/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2022-04/30/2022. Information is believed to be reliable, but not guaranteed.