

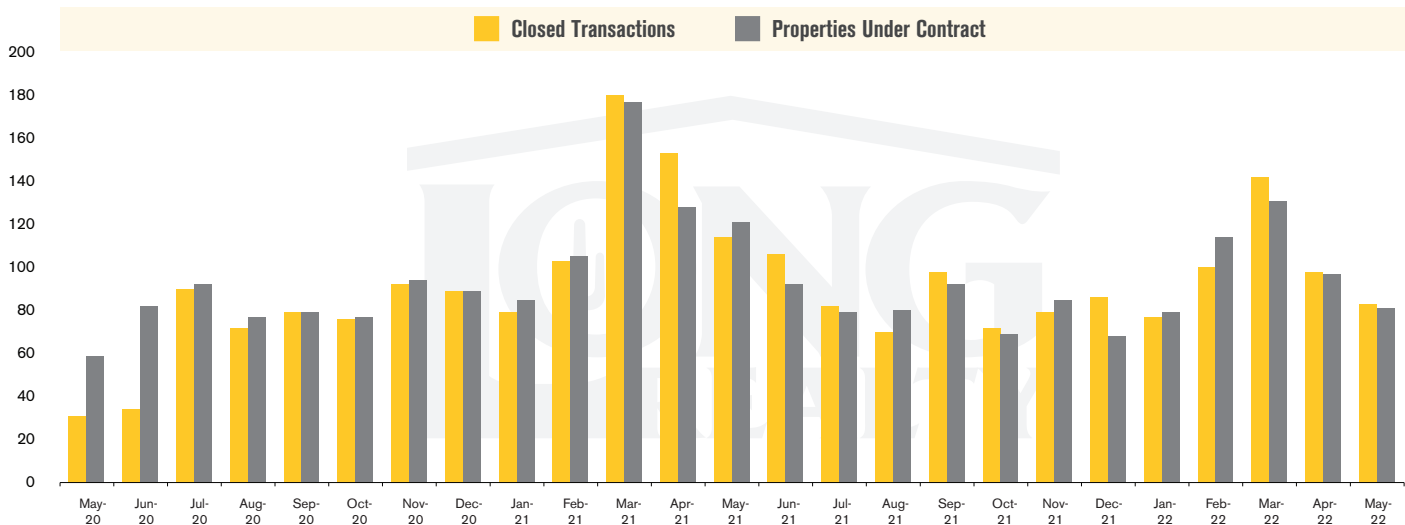
THE LAND REPORT

TUCSON | JUNE 2022

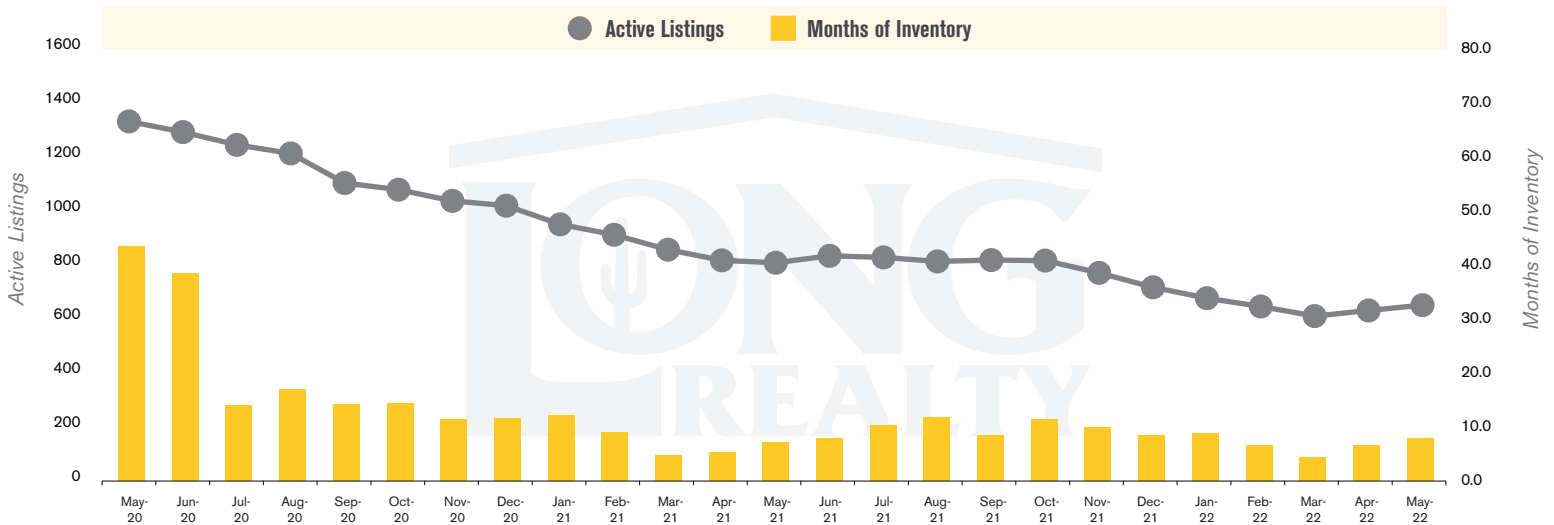


In the Tucson Lot and Land market, May 2022 active inventory was 662, a 19% decrease from May 2021. There were 83 closings in May 2022, a 27% decrease from May 2021. Year-to-date 2022 there were 500 closings, a 21% decrease from year-to-date 2021. Months of Inventory was 8.0, up from 7.2 in May 2021. Median price of sold lots was \$128,988 for the month of May 2022, up 4% from May 2021. The Tucson Lot and Land area had 81 new properties under contract in May 2022, down 33% from May 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 06/07/2022 is believed to be reliable, but not guaranteed.

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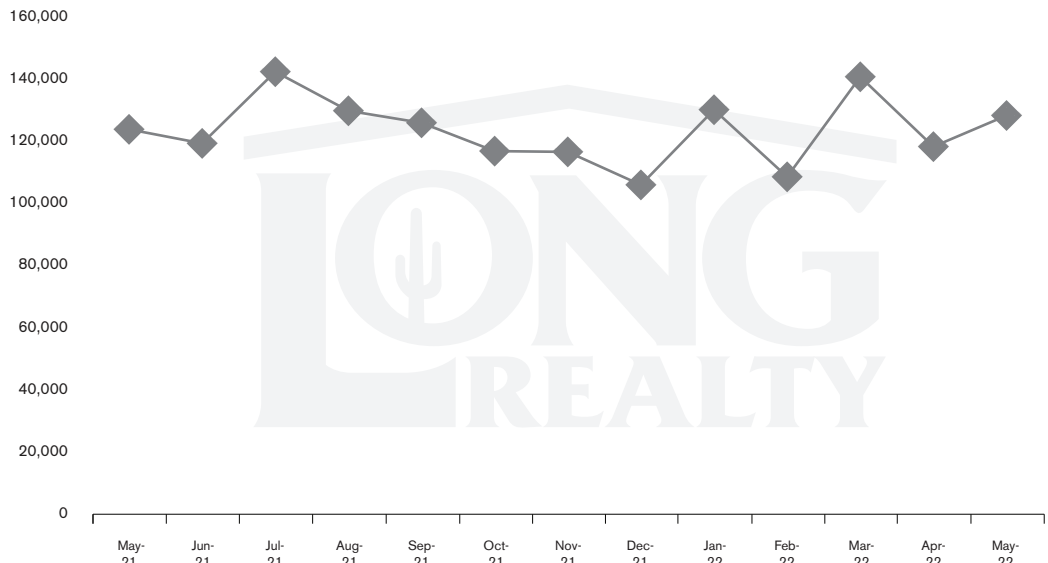


MEDIAN SOLD PRICE

TUCSON LAND

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

May 2021	May 2022
90.6%	93.1%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 06/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 04/01/2021 – 05/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 27.6%

Tierra Antigua Realty 11.1%

Realty Executives Arizona Territory 8.7%

Jvincent Company LLC 3.6%

Keller Williams Southern Arizona 3.6%

Exp Realty 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
		Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22			
\$1 - 49,999	73	20	16	20	25	27	21	3.5	3.2	Seller
\$50,000 - 74,999	49	17	15	11	12	11	8	6.1	4.8	Slightly Seller
\$75,000 - 99,999	67	7	7	9	15	9	11	6.1	5.2	Balanced
\$100,000 - 124,999	30	12	6	8	6	6	9	3.3	4.7	Slightly Seller
\$125,000 - 149,999	66	6	8	23	9	8	7	9.4	7.5	Slightly Buyer
\$150,000 - 174,999	50	6	6	9	14	8	3	16.7	5.9	Balanced
\$175,000 - 199,999	58	6	3	6	20	6	7	8.3	4.9	Slightly Seller
\$200,000 - 224,999	37	2	2	3	11	4	3	12.3	5.6	Balanced
\$225,000 - 249,999	37	2	1	3	3	6	3	12.3	8.3	Slightly Buyer
\$250,000 - 274,999	21	2	3	3	7	3	1	21.0	6.6	Slightly Buyer
\$275,000 - 299,999	25	1	2	1	3	2	3	8.3	9.5	Buyer
\$300,000 - 349,999	23	1	2	0	6	4	2	11.5	4.8	Slightly Seller
\$350,000 - 399,999	34	0	2	1	4	0	0	n/a	23.5	Buyer
\$400,000 - 499,999	28	2	0	2	6	1	3	9.3	9.3	Buyer
\$500,000 - 599,999	14	0	2	0	1	1	0	n/a	18.0	Buyer
\$600,000 - 699,999	8	1	0	0	0	0	1	8.0	32.0	Buyer
\$700,000 - 799,999	12	0	0	0	0	1	0	n/a	30.0	Buyer
\$800,000 - 899,999	1	0	0	0	0	1	0	n/a	4.0	Seller
\$900,000 - 999,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	25	1	2	1	0	0	1	25.0	71.0	Buyer
TOTAL	662	86	77	100	142	98	83	8.0	6.0	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 06/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2022-05/31/2022. Information is believed to be reliable, but not guaranteed.