

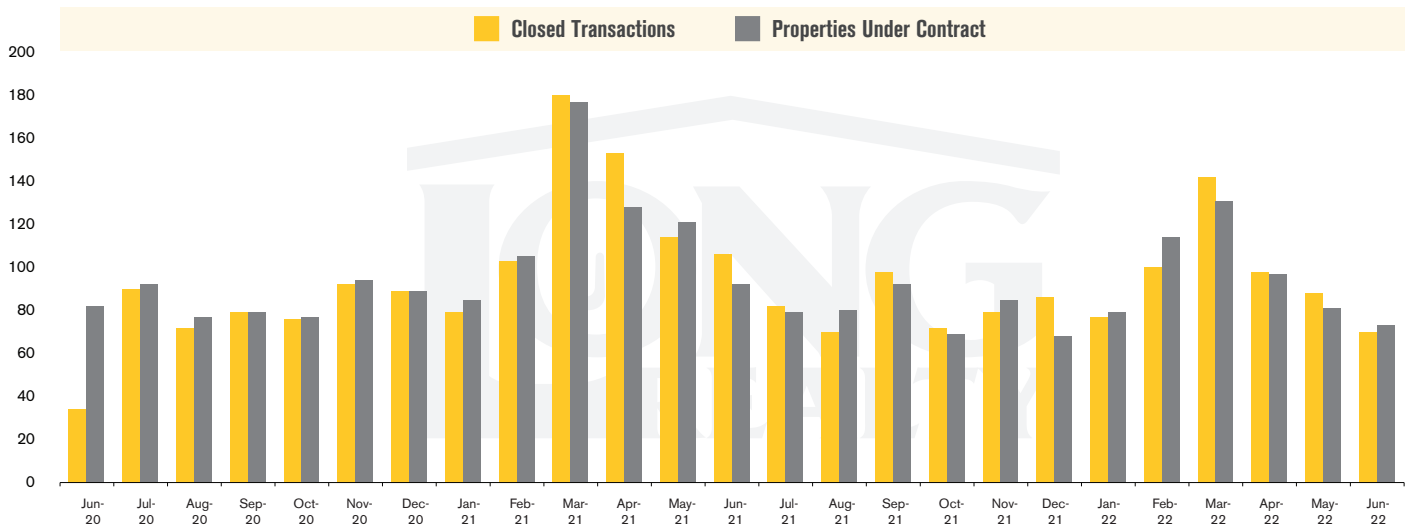
# THE LAND REPORT

TUCSON | JULY 2022

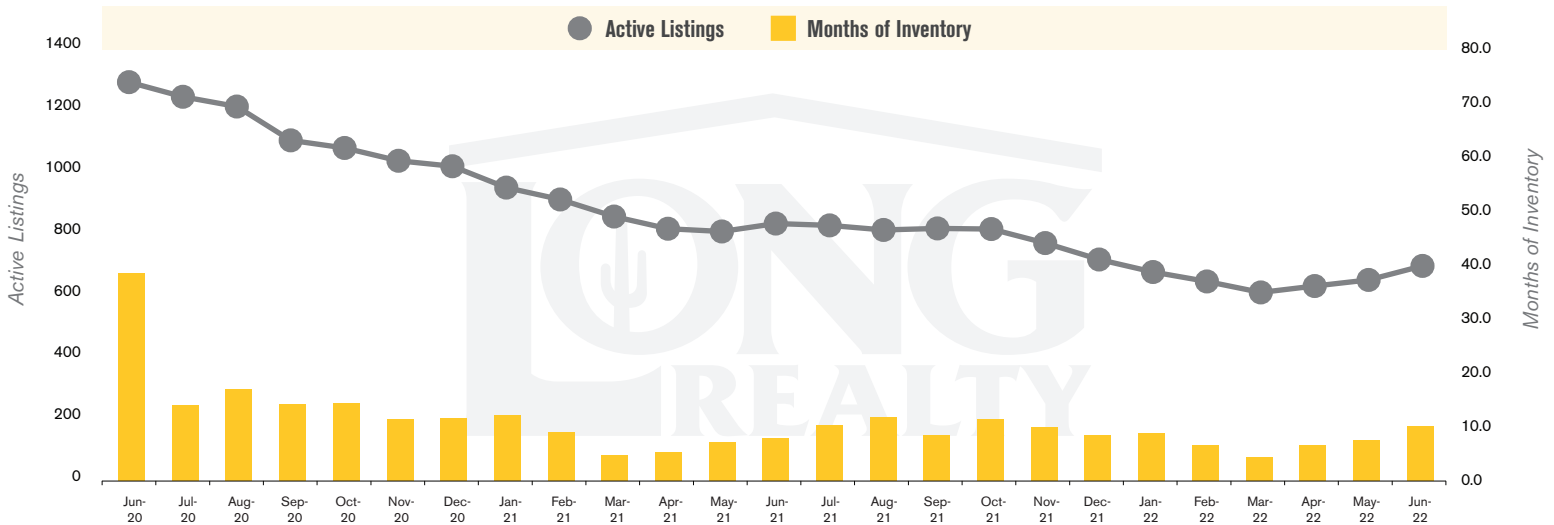


In the Tucson Lot and Land market, June 2022 active inventory was 708, a 16% decrease from June 2021. There were 70 closings in June 2022, a 34% decrease from June 2021. Year-to-date 2022 there were 575 closings, a 22% decrease from year-to-date 2021. Months of Inventory was 10.1, down from 8.0 in June 2021. Median price of sold lots was \$135,921 for the month of June 2022, up 13% from June 2021. The Tucson Lot and Land area had 73 new properties under contract in June 2022, down 21% from June 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 07/06/2022 is believed to be reliable, but not guaranteed.

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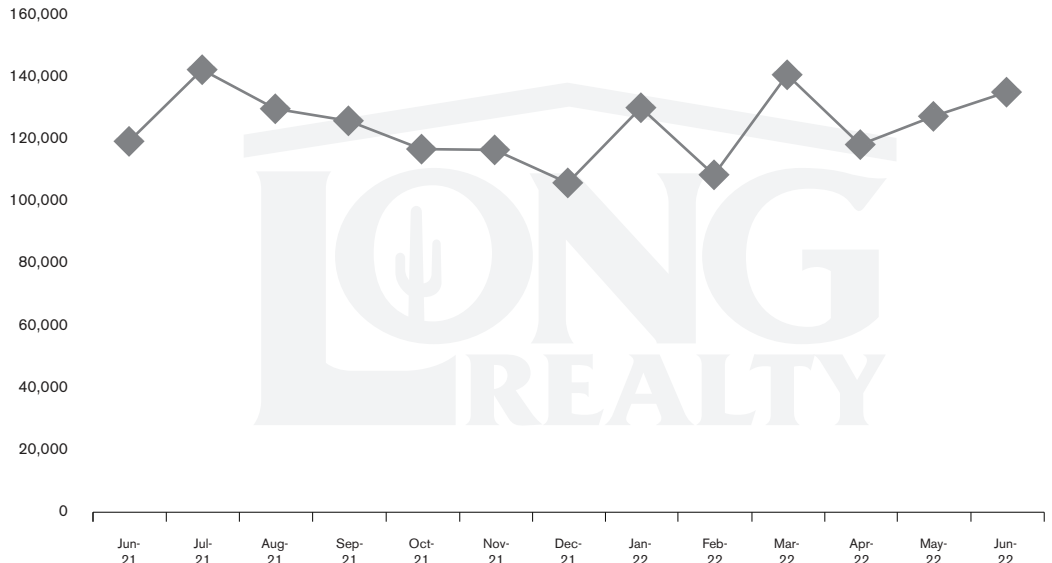


## MEDIAN SOLD PRICE

TUCSON LAND

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

Jun 2021	Jun 2022
92.5%	93.3%



## MARKET SHARE

TUCSON LAND

**Long Realty leads the market in successful real estate sales.**

*Data Obtained 07/06/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 05/01/2021 – 06/30/2022 rounded to the nearest tenth of one percent and deemed to be correct.*

**LONG REALTY COMPANY**

**25.2%**

Tierra Antigua Realty

11.4%

Realty Executives Arizona Territory

8.9%

Jvincent Company LLC

3.8%

Keller Williams Southern Arizona

3.4%

Russ Lyon Sothebys

3.2%



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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
		Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22			
\$1 - 49,999	70	16	20	25	27	23	15	4.7	3.4	Seller
\$50,000 - 74,999	62	15	11	12	11	9	7	8.9	6.0	Balanced
\$75,000 - 99,999	63	7	9	15	9	11	7	9.0	7.1	Slightly Buyer
\$100,000 - 124,999	42	6	8	6	6	9	9	4.7	4.3	Slightly Seller
\$125,000 - 149,999	82	8	23	9	8	7	4	20.5	10.9	Buyer
\$150,000 - 174,999	57	6	9	14	8	3	8	7.1	8.4	Slightly Buyer
\$175,000 - 199,999	57	3	6	20	6	7	6	9.5	8.8	Buyer
\$200,000 - 224,999	38	2	3	11	4	3	0	n/a	15.3	Buyer
\$225,000 - 249,999	34	1	3	3	6	3	3	11.3	8.6	Buyer
\$250,000 - 274,999	31	3	3	7	3	2	1	31.0	12.8	Buyer
\$275,000 - 299,999	24	2	1	3	2	3	1	24.0	12.2	Buyer
\$300,000 - 349,999	29	2	0	6	4	2	3	9.7	7.8	Slightly Buyer
\$350,000 - 399,999	32	2	1	4	0	0	1	32.0	96.0	Buyer
\$400,000 - 499,999	27	0	2	6	1	3	3	9.0	12.3	Buyer
\$500,000 - 599,999	16	2	0	1	1	0	1	16.0	21.0	Buyer
\$600,000 - 699,999	8	0	0	0	0	1	0	n/a	27.0	Buyer
\$700,000 - 799,999	11	0	0	0	1	0	0	n/a	32.0	Buyer
\$800,000 - 899,999	1	0	0	0	1	0	0	n/a	3.0	Seller
\$900,000 - 999,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	21	2	1	0	0	2	1	21.0	23.0	Buyer
<b>TOTAL</b>	<b>708</b>	<b>77</b>	<b>100</b>	<b>142</b>	<b>98</b>	<b>88</b>	<b>70</b>	<b>10.1</b>	<b>7.9</b>	<b>Slightly Buyer</b>



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 07/06/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2022-06/30/2022. Information is believed to be reliable, but not guaranteed.