

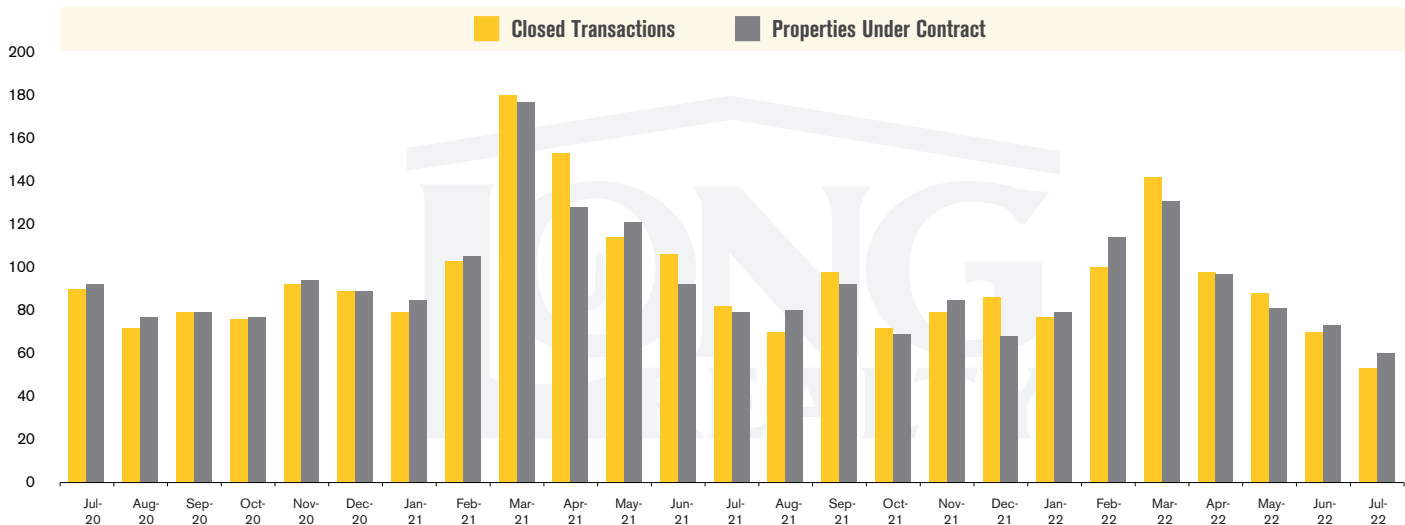
THE LAND REPORT

TUCSON | AUGUST 2022

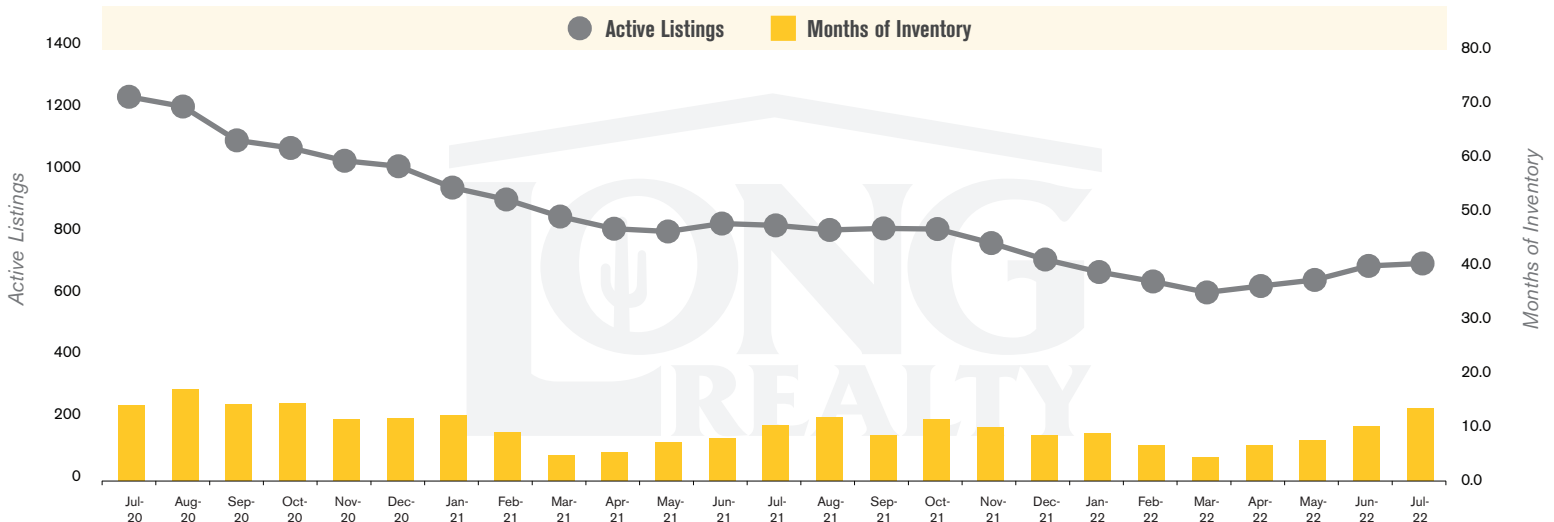


In the Tucson Lot and Land market, July 2022 active inventory was 716, a 15% decrease from July 2021. There were 53 closings in July 2022, a 35% decrease from July 2021. Year-to-date 2022 there were 628 closings, a 23% decrease from year-to-date 2021. Months of Inventory was 13.5, up from 10.3 in July 2021. Median price of sold lots was \$128,396 for the month of July 2022, down 10% from July 2021. The Tucson Lot and Land area had 60 new properties under contract in July 2022, down 24% from July 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 08/08/2022 is believed to be reliable, but not guaranteed.

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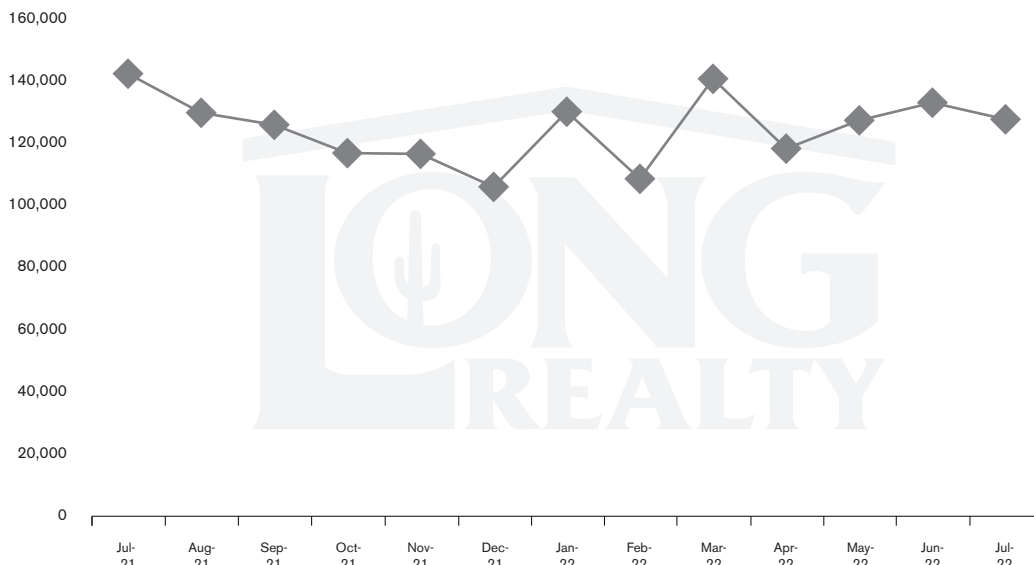


MEDIAN SOLD PRICE

TUCSON LAND

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

Jul 2021	Jul 2022
92.0%	94.2%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 08/08/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 06/01/2021 – 07/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 26.0%

Tierra Antigua Realty 11.7%

Realty Executives Arizona Territory 8.4%

Jvincent Company LLC 3.5%

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
		Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22			
\$1 - 49,999	72	20	25	27	23	16	11	6.5	4.3	Slightly Seller
\$50,000 - 74,999	57	11	12	11	9	7	9	6.3	6.7	Slightly Buyer
\$75,000 - 99,999	72	9	15	9	11	8	5	14.4	8.4	Slightly Buyer
\$100,000 - 124,999	44	8	6	6	9	9	5	8.8	5.0	Balanced
\$125,000 - 149,999	77	23	9	8	7	4	5	15.4	14.1	Buyer
\$150,000 - 174,999	57	9	14	8	3	9	5	11.4	9.6	Buyer
\$175,000 - 199,999	52	6	20	6	7	6	1	52.0	11.9	Buyer
\$200,000 - 224,999	37	3	11	4	3	0	2	18.5	22.4	Buyer
\$225,000 - 249,999	35	3	3	6	3	3	0	n/a	17.7	Buyer
\$250,000 - 274,999	36	3	7	3	2	1	4	9.0	12.6	Buyer
\$275,000 - 299,999	24	1	3	2	3	1	1	24.0	14.6	Buyer
\$300,000 - 349,999	35	0	6	4	2	3	2	17.5	12.4	Buyer
\$350,000 - 399,999	32	1	4	0	0	1	0	n/a	98.0	Buyer
\$400,000 - 499,999	27	2	6	1	3	3	2	13.5	10.3	Buyer
\$500,000 - 599,999	16	0	1	1	0	1	1	16.0	23.0	Buyer
\$600,000 - 699,999	7	0	0	0	1	0	0	n/a	23.0	Buyer
\$700,000 - 799,999	11	0	0	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	0	0	1	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	21	1	0	0	2	1	0	n/a	22.3	Buyer
TOTAL	716	100	142	98	88	73	53	13.5	9.7	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 08/08/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2022-07/31/2022. Information is believed to be reliable, but not guaranteed.