

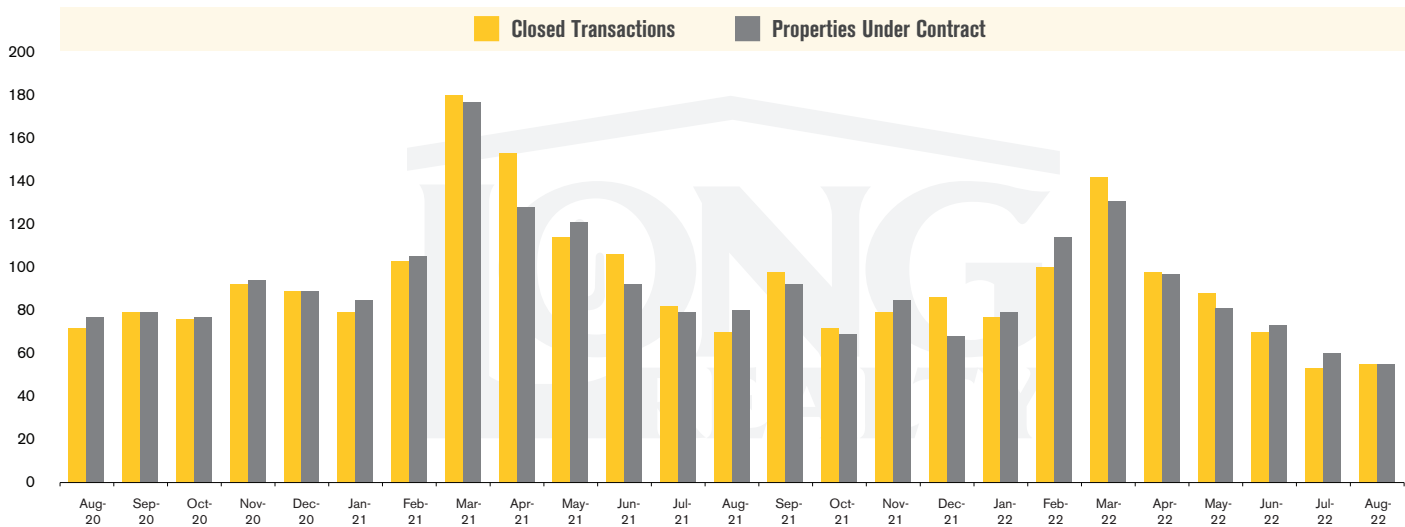
THE LAND REPORT

TUCSON | SEPTEMBER 2022

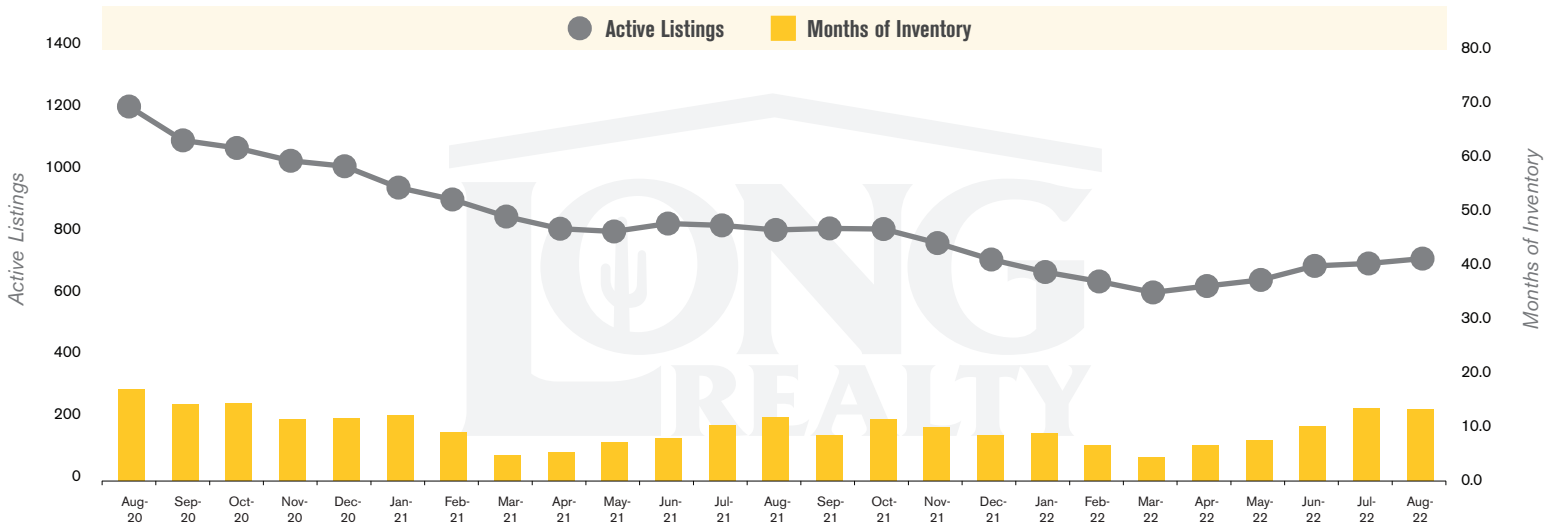


In the Tucson Lot and Land market, August 2022 active inventory was 732, an 11% decrease from August 2021. There were 55 closings in August 2022, a 21% decrease from August 2021. Year-to-date 2022 there were 683 closings, a 23% decrease from year-to-date 2021. Months of Inventory was 13.3, up from 11.8 in August 2021. Median price of sold lots was \$125,587 for the month of August 2022, down 4% from August 2021. The Tucson Lot and Land area had 55 new properties under contract in August 2022, down 31% from August 2021.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON LAND



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON LAND



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 09/07/2022 is believed to be reliable, but not guaranteed.

THE LAND REPORT

TUCSON | SEPTEMBER 2022

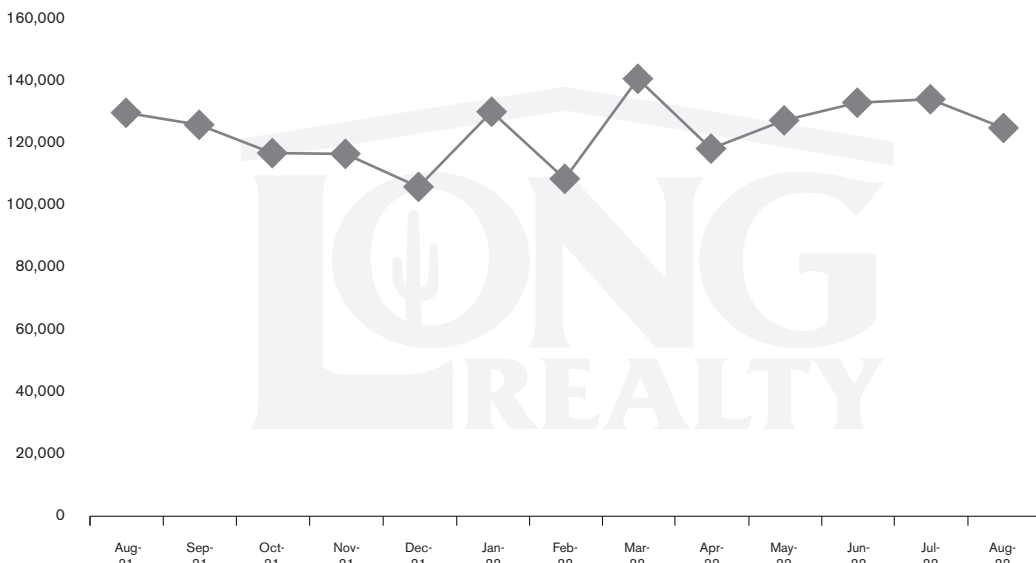


MEDIAN SOLD PRICE

TUCSON LAND

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

Aug 2021	Aug 2022
91.6%	90.6%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 09/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 07/01/2021 – 08/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 25.7%

Tierra Antigua Realty 11.3%

Realty Executives Arizona Territory 8.2%

Jvincent Company LLC 3.5%

Keller Williams Southern Arizona 3.1%

Exp Realty 2.9%



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 09/07/2022. Information is believed to be reliable, but not guaranteed.

THE LAND REPORT

TUCSON | SEPTEMBER 2022



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
		Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22			
\$1 - 49,999	78	25	27	23	16	12	11	7.1	5.6	Balanced
\$50,000 - 74,999	54	12	11	9	7	9	7	7.7	7.5	Slightly Buyer
\$75,000 - 99,999	77	15	9	11	8	5	6	12.8	11.2	Buyer
\$100,000 - 124,999	38	6	6	9	9	5	6	6.3	6.2	Balanced
\$125,000 - 149,999	83	9	8	7	4	5	6	13.8	16.1	Buyer
\$150,000 - 174,999	58	14	8	3	9	6	6	9.7	8.2	Slightly Buyer
\$175,000 - 199,999	54	20	6	7	6	3	3	18.0	13.6	Buyer
\$200,000 - 224,999	36	11	4	3	0	2	0	n/a	55.5	Buyer
\$225,000 - 249,999	36	3	6	3	3	1	3	12.0	15.0	Buyer
\$250,000 - 274,999	34	7	3	2	1	4	2	17.0	14.4	Buyer
\$275,000 - 299,999	28	3	2	3	1	1	1	28.0	25.3	Buyer
\$300,000 - 349,999	32	6	4	2	3	2	1	32.0	16.0	Buyer
\$350,000 - 399,999	31	4	0	0	1	0	0	n/a	95.0	Buyer
\$400,000 - 499,999	26	6	1	3	3	2	1	26.0	13.3	Buyer
\$500,000 - 599,999	22	1	1	0	1	1	1	22.0	18.0	Buyer
\$600,000 - 699,999	7	0	0	1	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	10	0	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	5	0	1	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	20	0	0	2	1	0	1	20.0	31.0	Buyer
TOTAL	732	142	98	88	73	58	55	13.3	11.6	Buyer



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 09/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2022-08/31/2022. Information is believed to be reliable, but not guaranteed.