

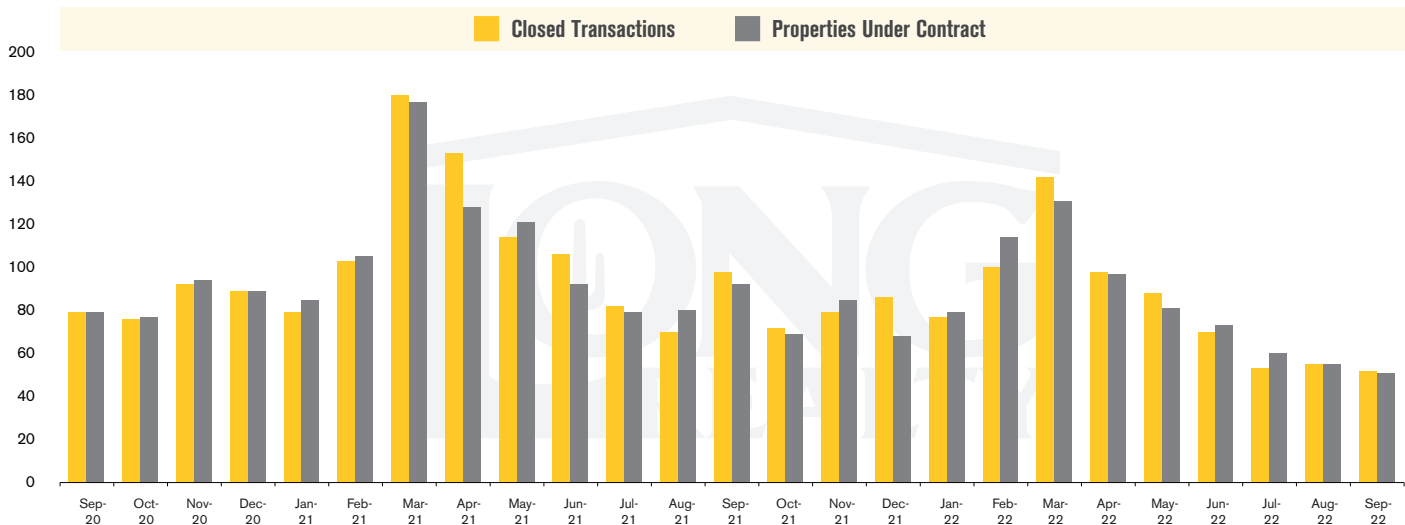
THE LAND REPORT

TUCSON | OCTOBER 2022

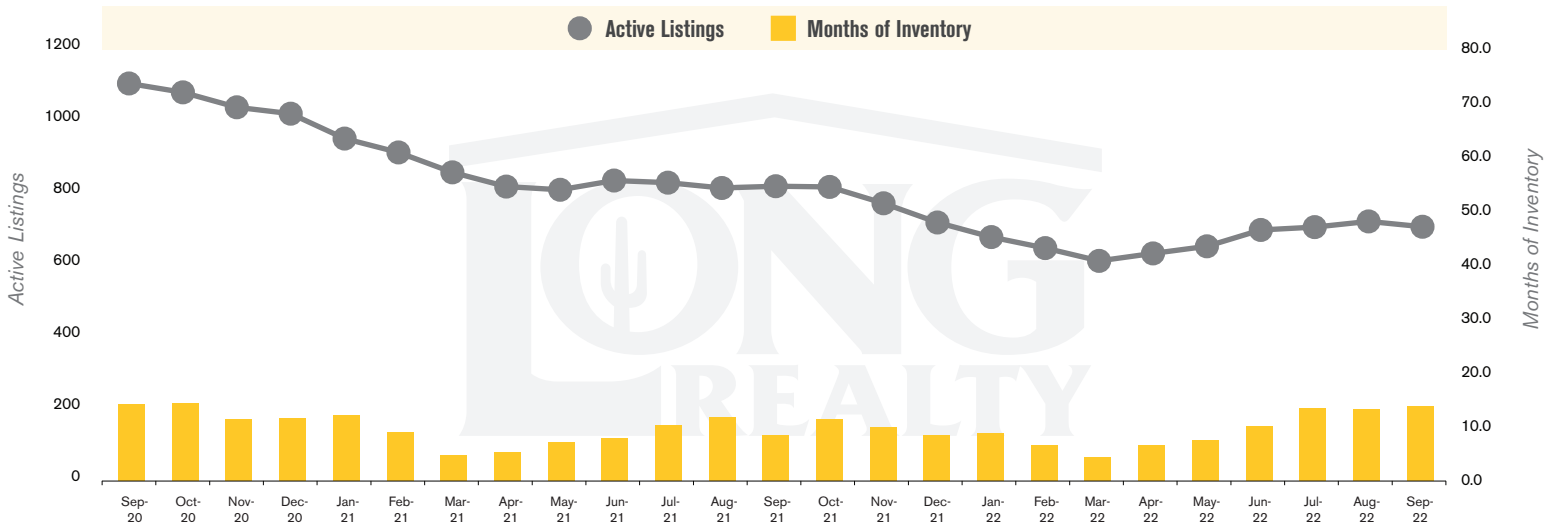


In the Tucson Lot and Land market, September 2022 active inventory was 717, a 14% decrease from September 2021. There were 52 closings in September 2022, a 47% decrease from September 2021. Year-to-date 2022 there were 735 closings, a 25% decrease from year-to-date 2021. Months of Inventory was 13.8, down from 8.5 in September 2021. Median price of sold lots was \$110,696 for the month of September 2022, down 13% from September 2021. The Tucson Lot and Land area had 51 new properties under contract in September 2022, down 45% from September 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 10/05/2022 is believed to be reliable, but not guaranteed.

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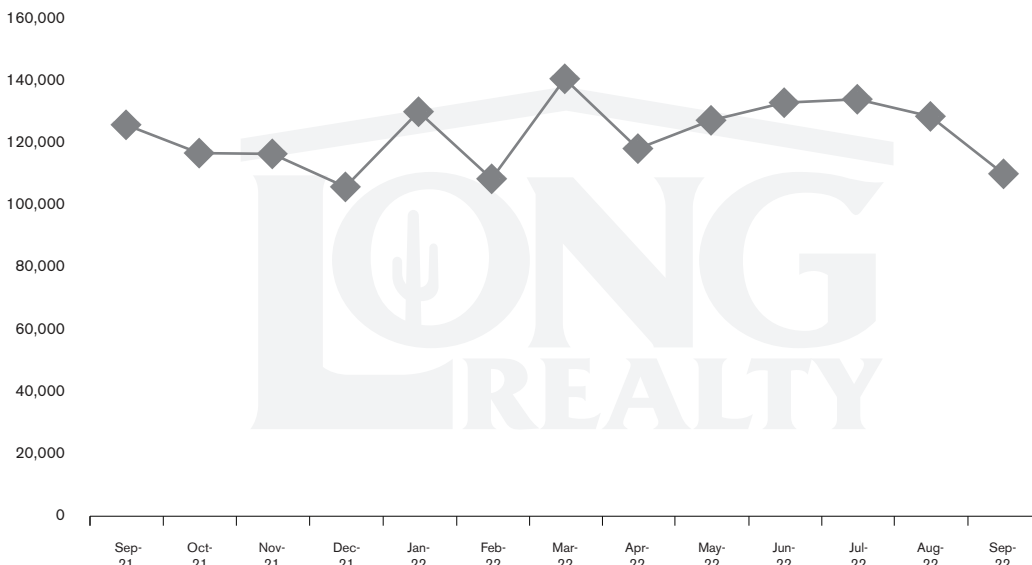


MEDIAN SOLD PRICE

TUCSON LAND

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

Sep 2021	Sep 2022
93.8%	87.9%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 10/05/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 08/01/2021 – 09/30/2022 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 25.3%

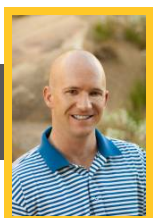
Tierra Antigua Realty 10.8%

Realty Executives Arizona Territory 7.8%

Jvincent Company LLC 3.8%

Russ Lyon Sothebys 3.2%

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
		Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22			
\$1 - 49,999	77	27	23	16	12	11	11	7.0	6.7	Slightly Buyer
\$50,000 - 74,999	47	11	9	7	9	7	10	4.7	6.1	Balanced
\$75,000 - 99,999	73	9	11	8	5	6	7	10.4	12.3	Buyer
\$100,000 - 124,999	41	6	9	9	5	6	6	6.8	7.2	Slightly Buyer
\$125,000 - 149,999	75	8	7	4	5	6	4	18.8	15.7	Buyer
\$150,000 - 174,999	53	8	3	9	6	6	4	13.3	10.5	Buyer
\$175,000 - 199,999	55	6	7	6	3	3	3	18.3	17.9	Buyer
\$200,000 - 224,999	39	4	3	0	2	0	1	39.0	37.3	Buyer
\$225,000 - 249,999	38	6	3	3	1	3	1	38.0	21.8	Buyer
\$250,000 - 274,999	29	3	2	1	4	2	0	n/a	16.5	Buyer
\$275,000 - 299,999	31	2	3	1	1	2	1	31.0	20.8	Buyer
\$300,000 - 349,999	34	4	2	3	2	1	2	17.0	20.2	Buyer
\$350,000 - 399,999	33	0	0	1	0	0	1	33.0	96.0	Buyer
\$400,000 - 499,999	26	1	3	3	2	1	0	n/a	26.3	Buyer
\$500,000 - 599,999	19	1	0	1	1	1	0	n/a	28.5	Buyer
\$600,000 - 699,999	7	0	1	0	0	0	1	7.0	21.0	Buyer
\$700,000 - 799,999	11	1	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	5	1	0	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	21	0	2	1	0	1	0	n/a	62.0	Buyer
TOTAL	717	98	88	73	58	56	52	13.8	13.0	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 10/05/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2022-09/30/2022. Information is believed to be reliable, but not guaranteed.