

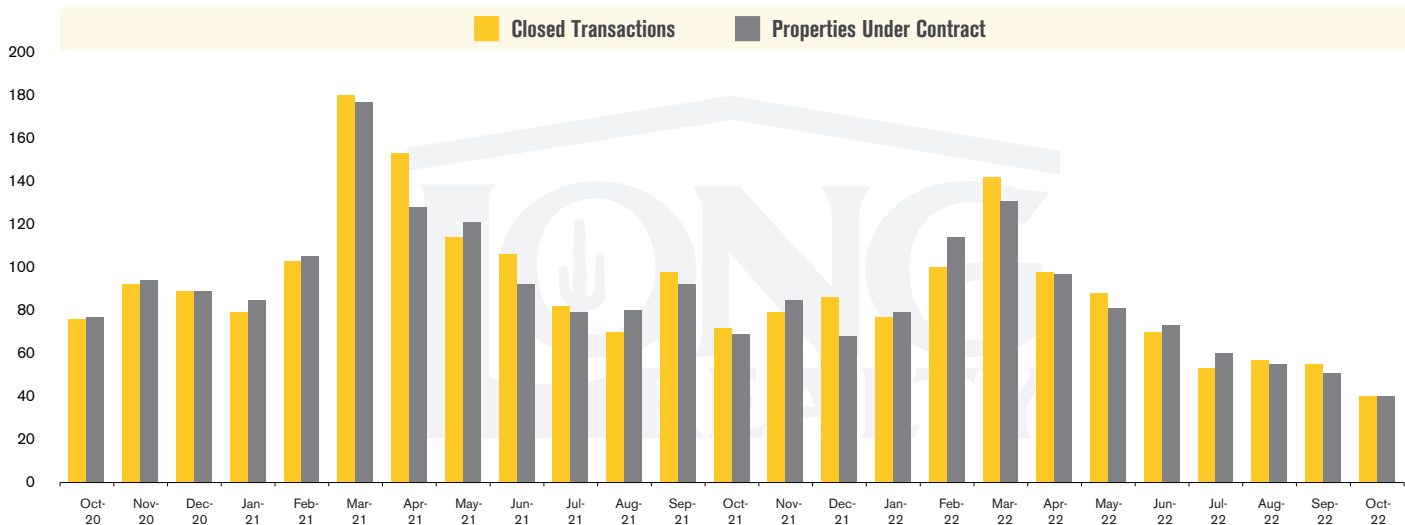
# THE LAND REPORT

TUCSON | NOVEMBER 2022

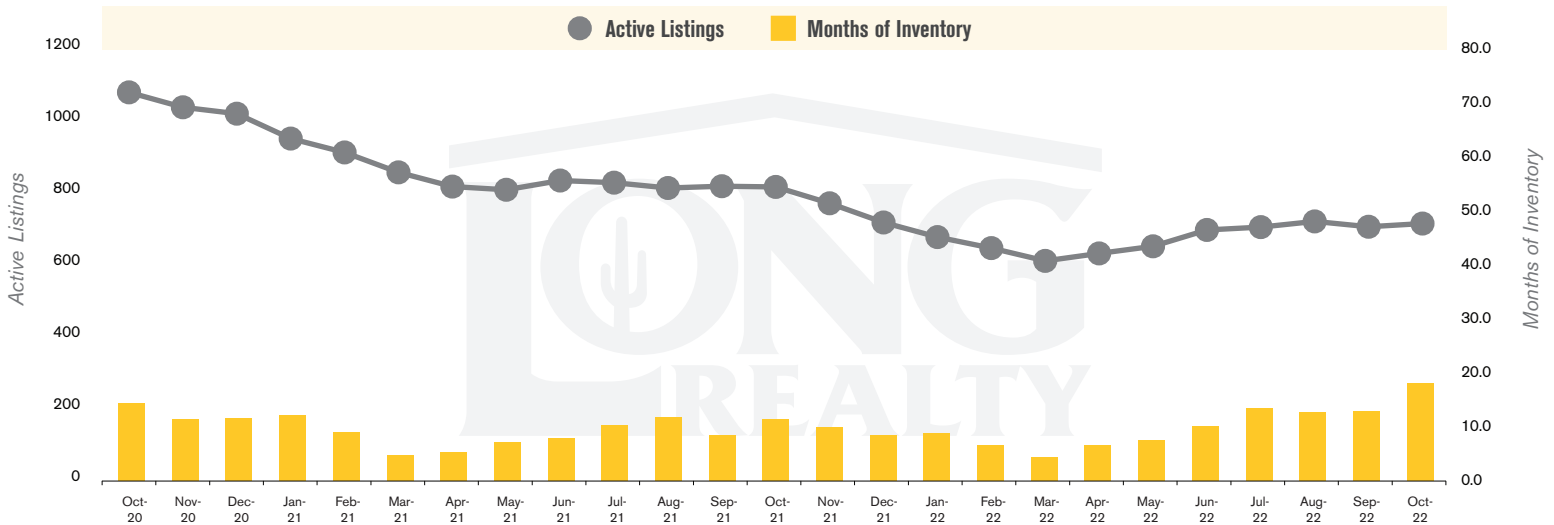


In the Tucson Lot and Land market, October 2022 active inventory was 726, a 12% decrease from October 2021. There were 40 closings in October 2022, a 44% decrease from October 2021. Year-to-date 2022 there were 780 closings, a 26% decrease from year-to-date 2021. Months of Inventory was 18.2, up from 11.5 in October 2021. Median price of sold lots was \$156,163 for the month of October 2022, up 33% from October 2021. The Tucson Lot and Land area had 40 new properties under contract in October 2022, down 42% from October 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 11/07/2022 is believed to be reliable, but not guaranteed.

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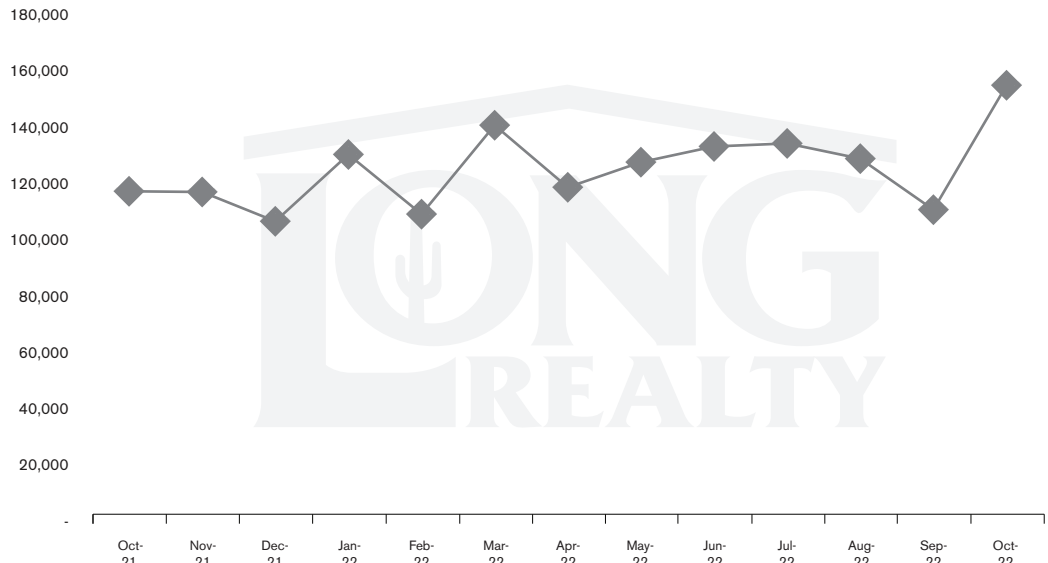


## MEDIAN SOLD PRICE

TUCSON LAND

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

Oct 2021	Oct 2022
1.0%	1.0%



## MARKET SHARE

TUCSON LAND

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

*Data Obtained 11/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 09/01/2021 – 10/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.*

**LONG REALTY COMPANY 25.3%**

Tierra Antigua Realty 10.7%

Realty Executives Arizona Territory 8.0%

Russ Lyon Sothebys 3.3%

Jvincent Company LLC 3.3%

Keller Williams Southern AZ 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
		May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22			
\$1 - 49,999	76	23	16	12	11	12	11	6.9	6.8	Slightly Buyer
\$50,000 - 74,999	58	9	7	9	8	10	6	9.7	6.6	Slightly Buyer
\$75,000 - 99,999	72	11	8	5	6	7	2	36.0	14.8	Buyer
\$100,000 - 124,999	46	9	9	5	6	6	2	23.0	8.9	Buyer
\$125,000 - 149,999	64	7	4	5	6	5	4	16.0	14.8	Buyer
\$150,000 - 174,999	54	3	9	6	6	5	3	18.0	11.8	Buyer
\$175,000 - 199,999	54	7	6	3	3	3	1	54.0	23.3	Buyer
\$200,000 - 224,999	44	3	0	2	0	1	2	22.0	39.7	Buyer
\$225,000 - 249,999	38	3	3	1	3	1	0	n/a	28.0	Buyer
\$250,000 - 274,999	31	2	1	4	2	0	2	15.5	23.5	Buyer
\$275,000 - 299,999	30	3	1	1	2	1	2	15.0	17.8	Buyer
\$300,000 - 349,999	35	2	3	2	1	2	0	n/a	33.7	Buyer
\$350,000 - 399,999	27	0	1	0	0	1	0	n/a	91.0	Buyer
\$400,000 - 499,999	29	3	3	2	1	0	2	14.5	27.0	Buyer
\$500,000 - 599,999	18	0	1	1	1	0	1	18.0	29.5	Buyer
\$600,000 - 699,999	6	1	0	0	0	1	1	6.0	10.0	Buyer
\$700,000 - 799,999	12	0	0	0	0	0	1	12.0	33.0	Buyer
\$800,000 - 899,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	23	2	1	0	1	0	0	n/a	64.0	Buyer
<b>TOTAL</b>	<b>726</b>	<b>88</b>	<b>73</b>	<b>58</b>	<b>57</b>	<b>55</b>	<b>40</b>	<b>18.2</b>	<b>14.3</b>	<b>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 11/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2022-10/31/2022. Information is believed to be reliable, but not guaranteed.