

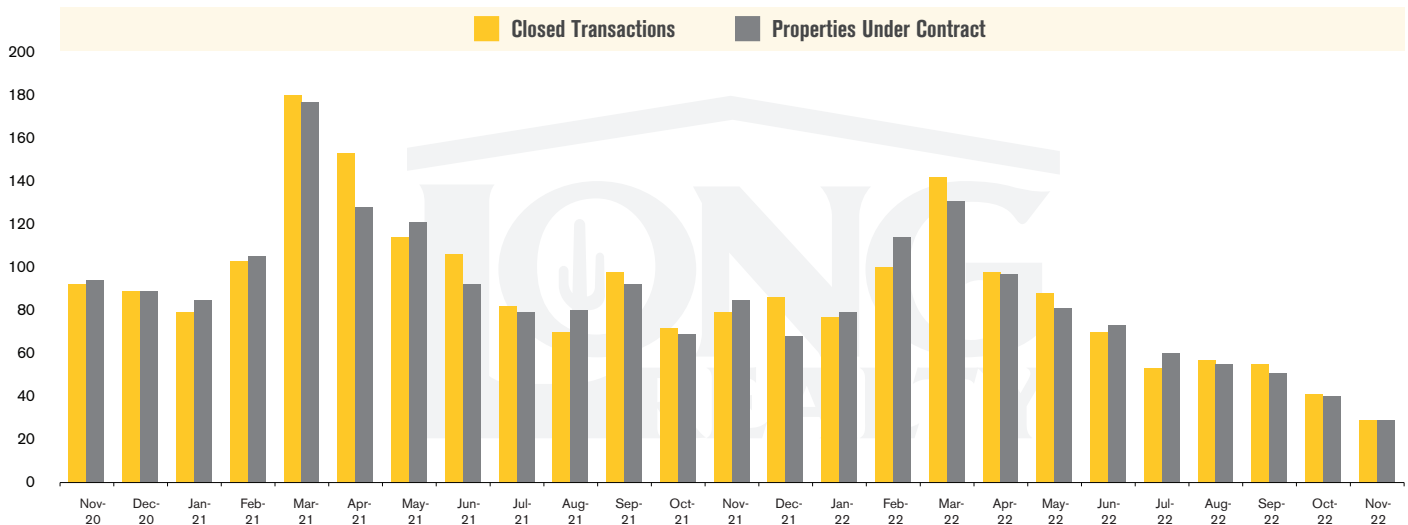
THE LAND REPORT

TUCSON | DECEMBER 2022

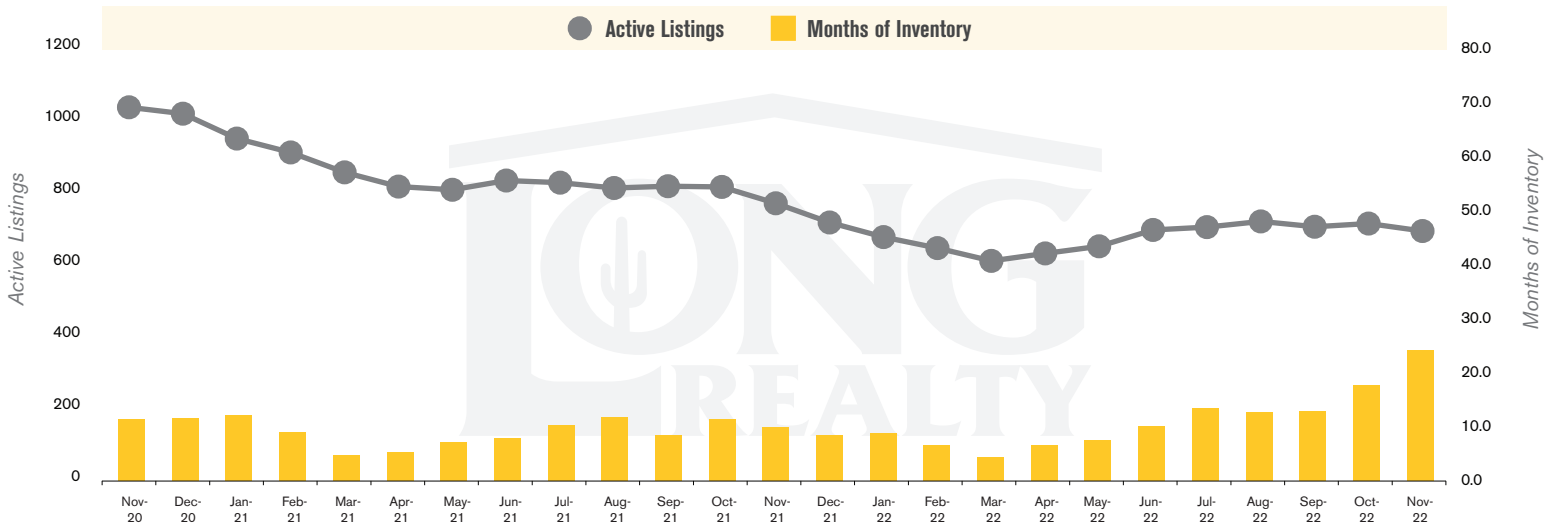


In the Tucson Lot and Land market, November 2022 active inventory was 705, a 10% decrease from November 2021. There were 29 closings in November 2022, a 63% decrease from November 2021. Year-to-date 2022 there were 810 closings, a 29% decrease from year-to-date 2021. Months of Inventory was 24.3, down from 9.9 in November 2021. Median price of sold lots was \$107,824 for the month of November 2022, down 10% from November 2021. The Tucson Lot and Land area had 29 new properties under contract in November 2022, down 66% from November 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 12/07/2022 is believed to be reliable, but not guaranteed.

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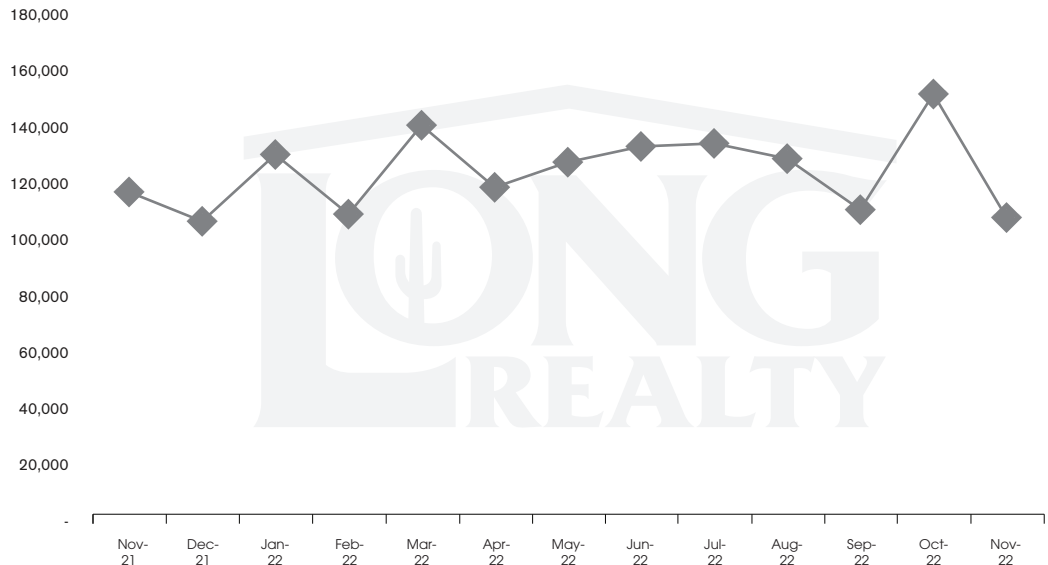


MEDIAN SOLD PRICE

TUCSON LAND

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

Nov 2021	Nov 2022
93.4%	82.9%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 12/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 10/01/2021 – 11/30/2022 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 25.6%

Tierra Antigua Realty 11.3%

Realty Executives Arizona Territory 8.2%

Jvincent Company LLC 3.3%

Exp Realty 3.2%

Keller Williams Southern AZ 3.1%



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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
		Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22			
\$1 - 49,999	70	16	12	11	12	12	8	8.8	7.0	Slightly Buyer
\$50,000 - 74,999	57	7	9	8	10	6	8	7.1	6.8	Slightly Buyer
\$75,000 - 99,999	68	8	5	6	7	2	2	34.0	19.4	Buyer
\$100,000 - 124,999	48	9	5	6	6	2	1	48.0	15.0	Buyer
\$125,000 - 149,999	60	4	5	6	5	4	2	30.0	18.1	Buyer
\$150,000 - 174,999	59	9	6	6	5	3	1	59.0	18.4	Buyer
\$175,000 - 199,999	49	6	3	3	3	1	1	49.0	31.6	Buyer
\$200,000 - 224,999	42	0	2	0	1	2	0	n/a	41.7	Buyer
\$225,000 - 249,999	35	3	1	3	1	0	1	35.0	55.5	Buyer
\$250,000 - 274,999	31	1	4	2	0	2	1	31.0	30.3	Buyer
\$275,000 - 299,999	33	1	1	2	1	2	0	n/a	31.3	Buyer
\$300,000 - 349,999	32	3	2	1	2	0	0	n/a	50.5	Buyer
\$350,000 - 399,999	24	1	0	0	1	0	3	8.0	21.0	Buyer
\$400,000 - 499,999	32	3	2	1	0	2	0	n/a	43.5	Buyer
\$500,000 - 599,999	16	1	1	1	0	1	0	n/a	53.0	Buyer
\$600,000 - 699,999	6	0	0	0	1	1	1	6.0	6.3	Balanced
\$700,000 - 799,999	12	0	0	0	0	1	0	n/a	35.0	Buyer
\$800,000 - 899,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	21	1	0	1	0	0	0	n/a	n/a	n/a
TOTAL	705	73	58	57	55	41	29	24.3	17.2	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 12/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2022-11/30/2022. Information is believed to be reliable, but not guaranteed.