

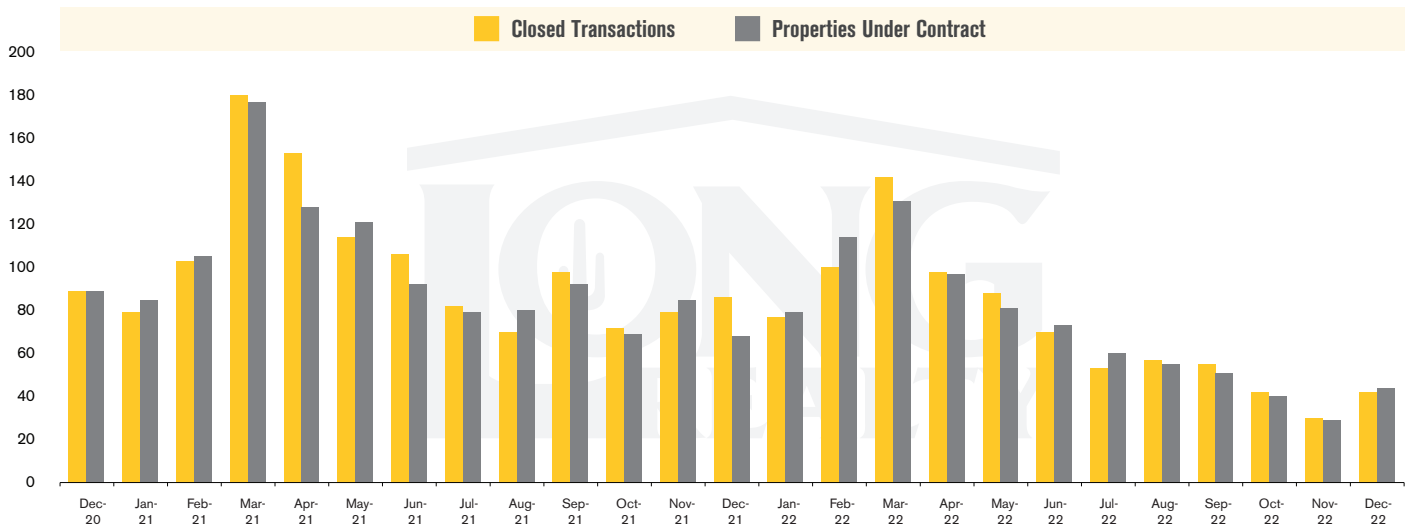
# THE LAND REPORT

TUCSON | JANUARY 2023

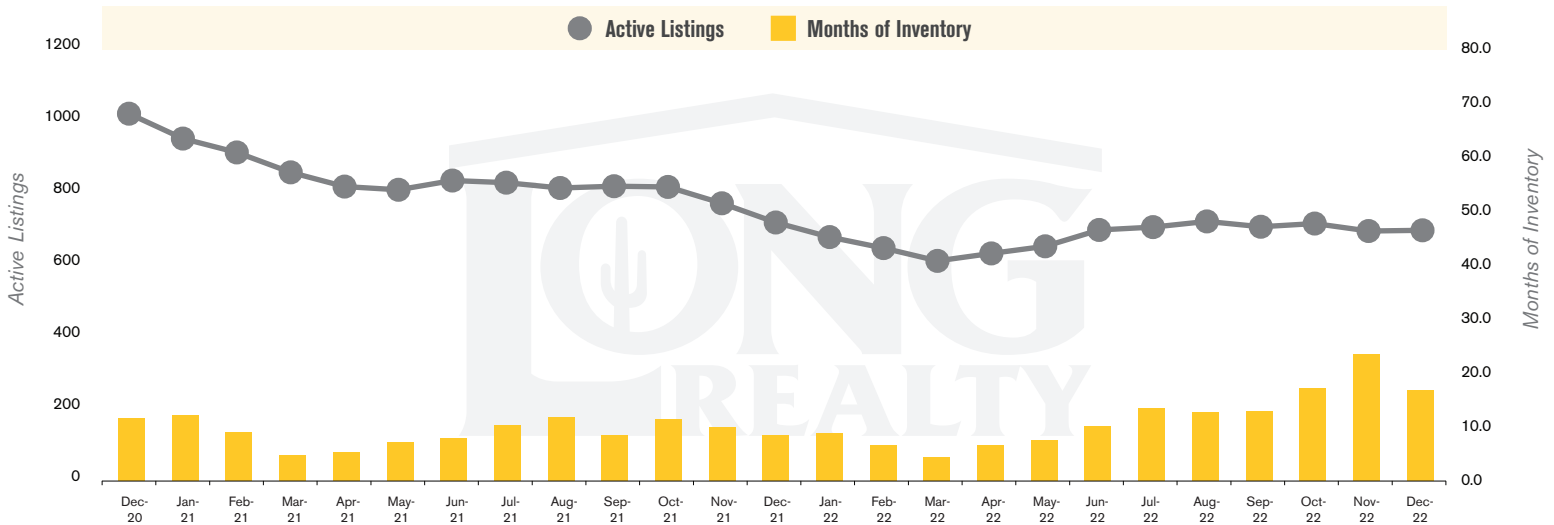


In the Tucson Lot and Land market, December 2022 active inventory was 707, a 3% decrease from December 2021. There were 42 closings in December 2022, a 51% decrease from December 2021. Year-to-date 2022 there were 854 closings, a 30% decrease from year-to-date 2021. Months of Inventory was 16.8, down from 8.5 in December 2021. Median price of sold lots was \$113,131 for the month of December 2022, up 6% from December 2021. The Tucson Lot and Land area had 44 new properties under contract in December 2022, down 35% from December 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 01/06/2023 is believed to be reliable, but not guaranteed.

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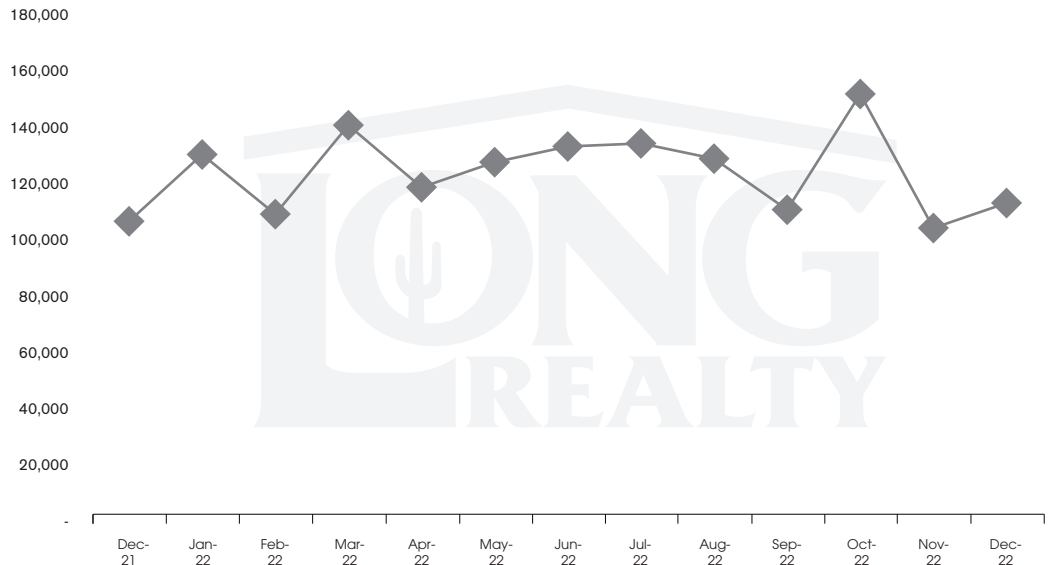


## MEDIAN SOLD PRICE

TUCSON LAND

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

Dec 2021	Dec 2022
<b>84.6%</b>	<b>87.1%</b>



## MARKET SHARE

TUCSON LAND

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

*Data Obtained 01/06/2023 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 11/01/2021 – 12/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.*

**LONG REALTY COMPANY** 25.4%

Tierra Antigua Realty 11.5%

Realty Executives Arizona Territory 8.0%

Jvincent Company LLC 5.6%

Keller Williams Southern Arizona 3.1%

Exp Realty 2.9%



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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
		Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22			
\$1 - 49,999	75	12	11	12	12	9	7	10.7	7.9	Slightly Buyer
\$50,000 - 74,999	49	9	8	10	7	8	6	8.2	7.8	Slightly Buyer
\$75,000 - 99,999	70	5	6	7	2	2	6	11.7	21.0	Buyer
\$100,000 - 124,999	45	5	6	6	2	1	2	22.5	27.8	Buyer
\$125,000 - 149,999	59	5	6	5	4	2	6	9.8	15.3	Buyer
\$150,000 - 174,999	63	6	6	5	3	1	6	10.5	17.6	Buyer
\$175,000 - 199,999	48	3	3	3	1	1	2	24.0	37.8	Buyer
\$200,000 - 224,999	42	2	0	1	2	0	1	42.0	42.7	Buyer
\$225,000 - 249,999	37	1	3	1	0	1	2	18.5	36.7	Buyer
\$250,000 - 274,999	30	4	2	0	2	1	2	15.0	18.4	Buyer
\$275,000 - 299,999	35	1	2	1	2	0	1	35.0	32.7	Buyer
\$300,000 - 349,999	33	2	1	2	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	27	0	0	1	0	3	0	n/a	26.0	Buyer
\$400,000 - 499,999	31	2	1	0	2	0	0	n/a	46.0	Buyer
\$500,000 - 599,999	15	1	1	0	1	0	0	n/a	49.0	Buyer
\$600,000 - 699,999	6	0	0	1	1	1	0	n/a	9.0	Buyer
\$700,000 - 799,999	9	0	0	0	1	0	0	n/a	33.0	Buyer
\$800,000 - 899,999	6	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	22	0	1	0	0	0	1	22.0	66.0	Buyer
<b>TOTAL</b>	<b>707</b>	<b>58</b>	<b>57</b>	<b>55</b>	<b>42</b>	<b>30</b>	<b>42</b>	<b>16.8</b>	<b>18.8</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 01/06/2023. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2022-12/31/2022. Information is believed to be reliable, but not guaranteed.