

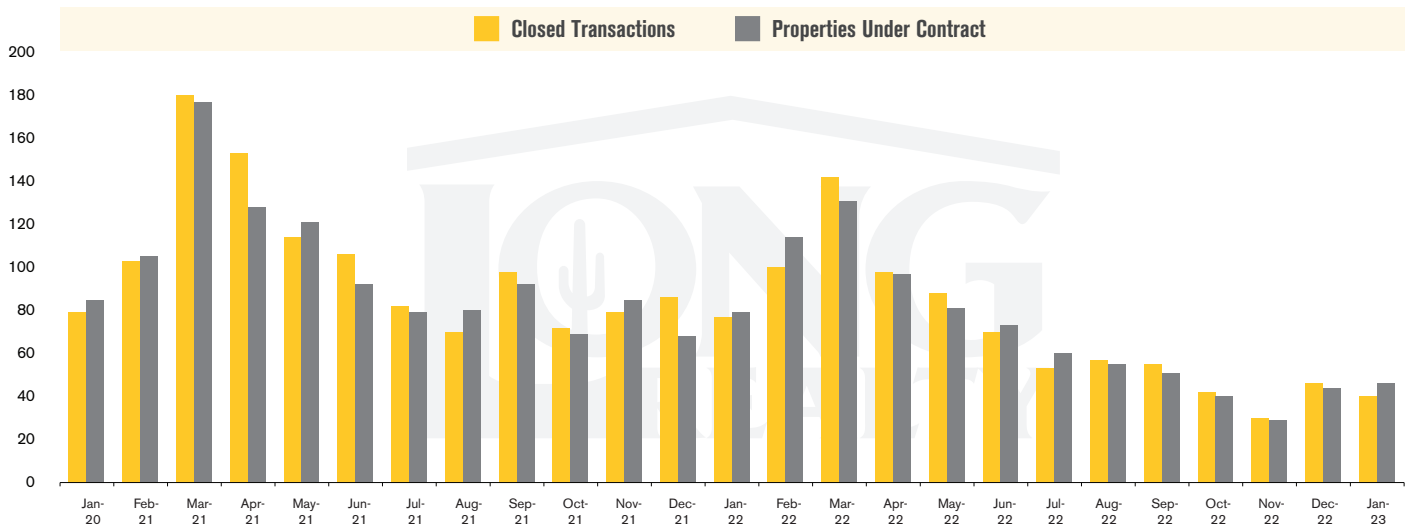
THE LAND REPORT

TUCSON | FEBRUARY 2023

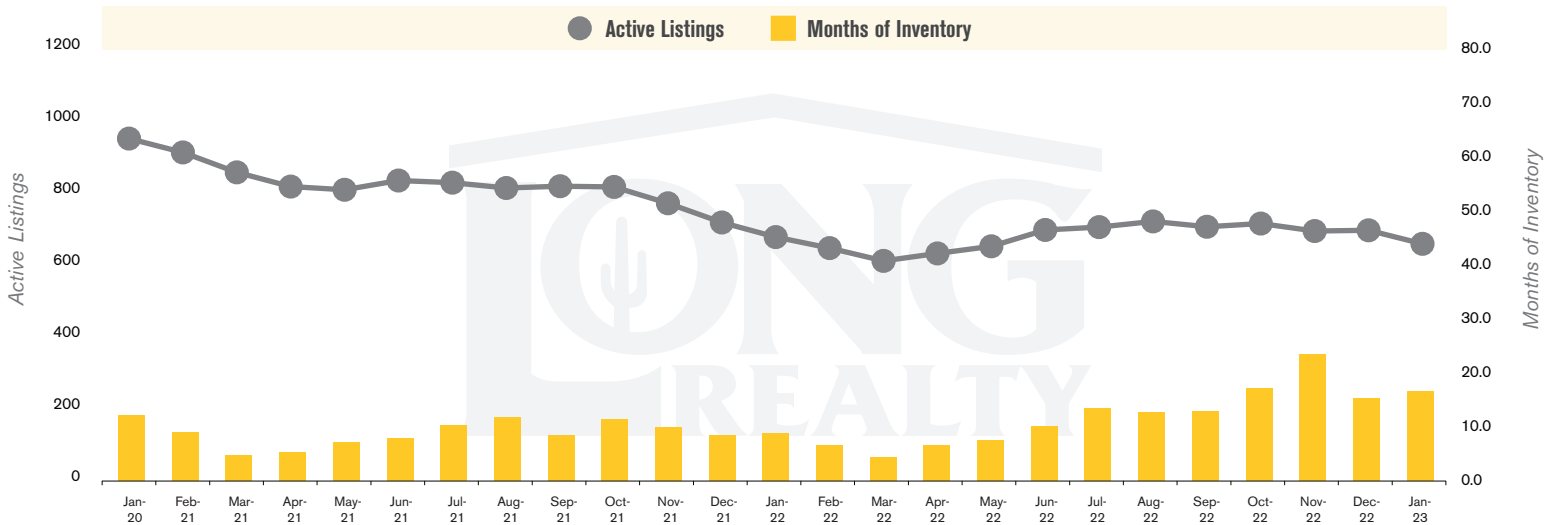


In the Tucson Lot and Land market, January 2023 active inventory was 669, a 3% decrease from January 2022. There were 40 closings in January 2023, a 48% decrease from January 2022. Year-to-date 2023 there were 40 closings, a 48% decrease from year-to-date 2021. Months of Inventory was 16.7, down from 8.9 in January 2022. Median price of sold lots was \$138,232 for the month of January 2023, up 6% from January 2022. The Tucson Lot and Land area had 46 new properties under contract in January 2023, down 42% from January 2022.

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 02/07/2023 is believed to be reliable, but not guaranteed.

THE LAND REPORT

TUCSON | FEBRUARY 2023

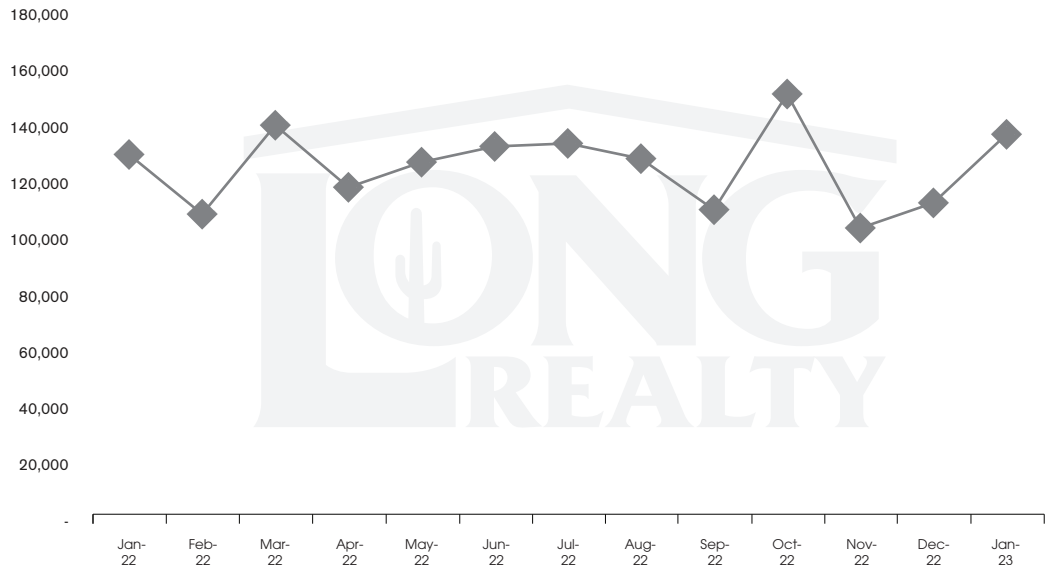


MEDIAN SOLD PRICE

TUCSON LAND

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

Jan 2022	Jan 2023
84.4%	86.8%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 02/07/2023 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 02/01/2022 – 01/31/2023 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 26.0%

Tierra Antigua Realty 12.1%

Realty Executives Arizona Territory 8.9%

Jvincent Company LLC 3.5%

Dove Mountain Realty, Llc 3.2%

Keller Williams Southern Arizona 3.0%



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 02/07/2023. Information is believed to be reliable, but not guaranteed.

THE LAND REPORT

TUCSON | FEBRUARY 2023



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
		Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23			
\$1 - 49,999	64	11	12	12	9	7	11	5.8	7.7	Slightly Buyer
\$50,000 - 74,999	57	8	10	7	8	8	5	11.4	7.8	Slightly Buyer
\$75,000 - 99,999	59	6	7	2	2	6	4	14.8	16.4	Buyer
\$100,000 - 124,999	37	6	6	2	1	2	2	18.5	26.0	Buyer
\$125,000 - 149,999	54	6	5	4	2	6	2	27.0	17.3	Buyer
\$150,000 - 174,999	59	6	5	3	1	6	2	29.5	20.1	Buyer
\$175,000 - 199,999	56	3	3	1	1	2	3	18.7	25.5	Buyer
\$200,000 - 224,999	36	0	1	2	0	1	4	9.0	24.0	Buyer
\$225,000 - 249,999	33	3	1	0	1	3	1	33.0	21.0	Buyer
\$250,000 - 274,999	29	2	0	2	1	2	1	29.0	22.5	Buyer
\$275,000 - 299,999	31	2	1	2	0	1	1	31.0	49.5	Buyer
\$300,000 - 349,999	30	1	2	0	0	1	1	30.0	47.5	Buyer
\$350,000 - 399,999	24	0	1	0	3	0	0	n/a	25.0	Buyer
\$400,000 - 499,999	30	1	0	2	0	0	3	10.0	31.0	Buyer
\$500,000 - 599,999	18	1	0	1	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	9	0	1	1	1	0	0	n/a	21.0	Buyer
\$700,000 - 799,999	8	0	0	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	23	1	0	0	0	1	0	n/a	66.0	Buyer
TOTAL	669	57	55	42	30	46	40	16.7	17.9	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 02/07/2023. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2022-01/31/2023. Information is believed to be reliable, but not guaranteed.