

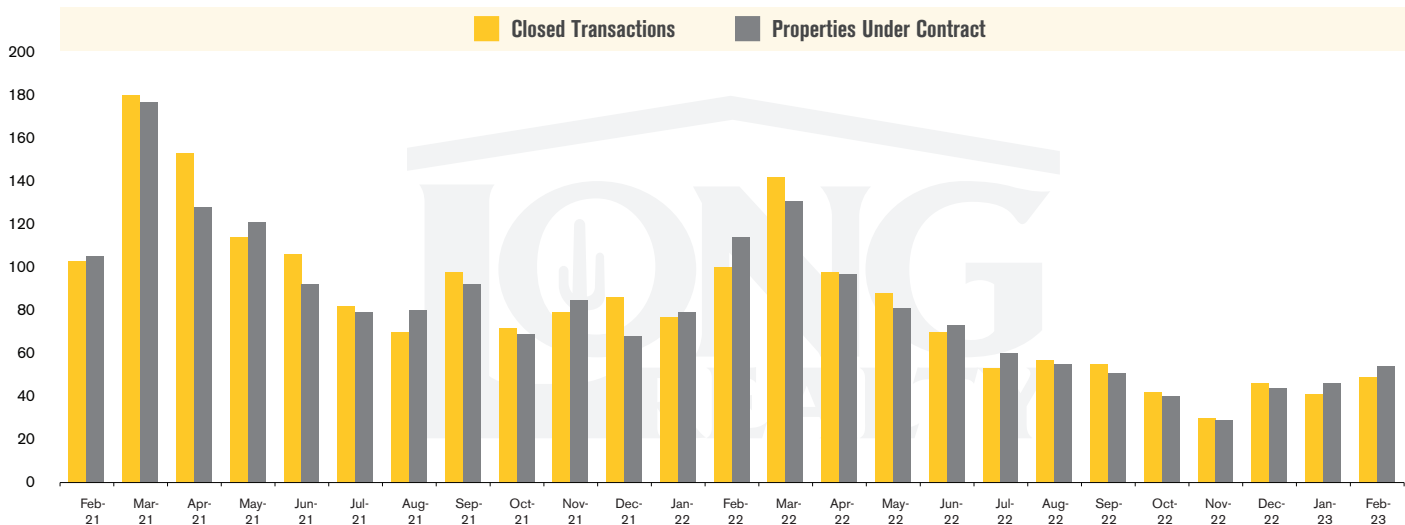
THE LAND REPORT

TUCSON | MARCH 2023

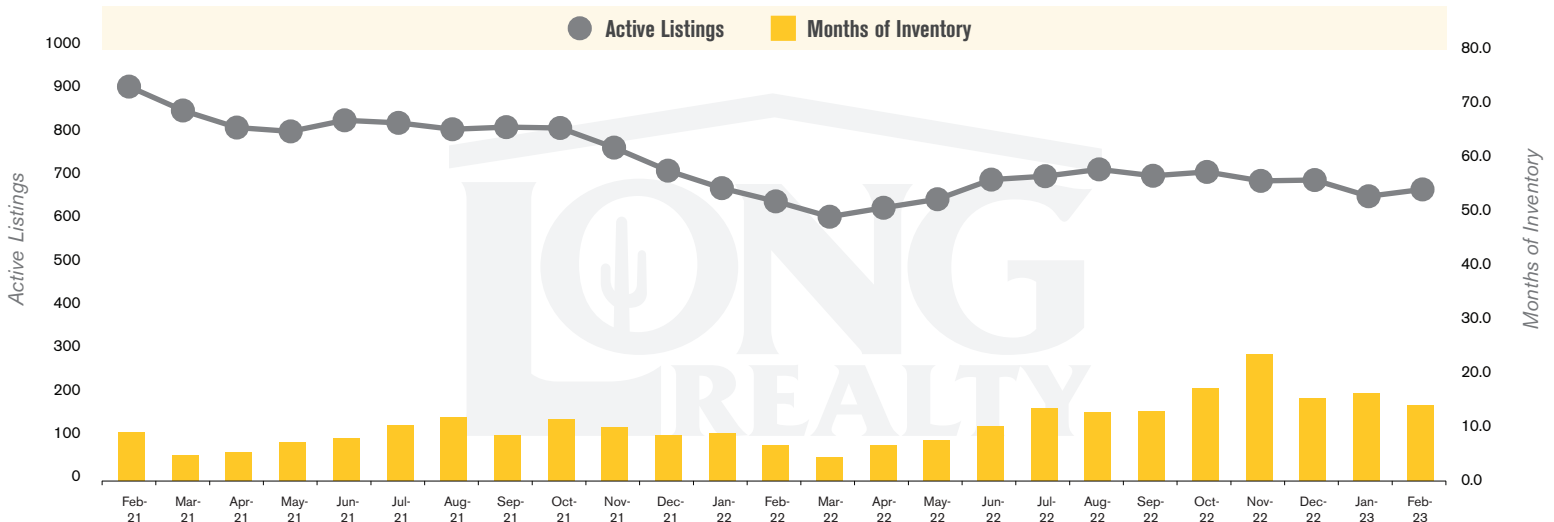


In the Tucson Lot and Land market, February 2023 active inventory was 685, a 4% increase from February 2022. There were 49 closings in February 2023, a 51% decrease from February 2022. Year-to-date 2023 there were 90 closings, a 49% decrease from year-to-date 2021. Months of Inventory was 14.0, down from 6.6 in February 2022. Median price of sold lots was \$124,571 for the month of February 2023, up 14% from February 2022. The Tucson Lot and Land area had 54 new properties under contract in February 2023, down 53% from February 2022.

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 03/07/2023 is believed to be reliable, but not guaranteed.

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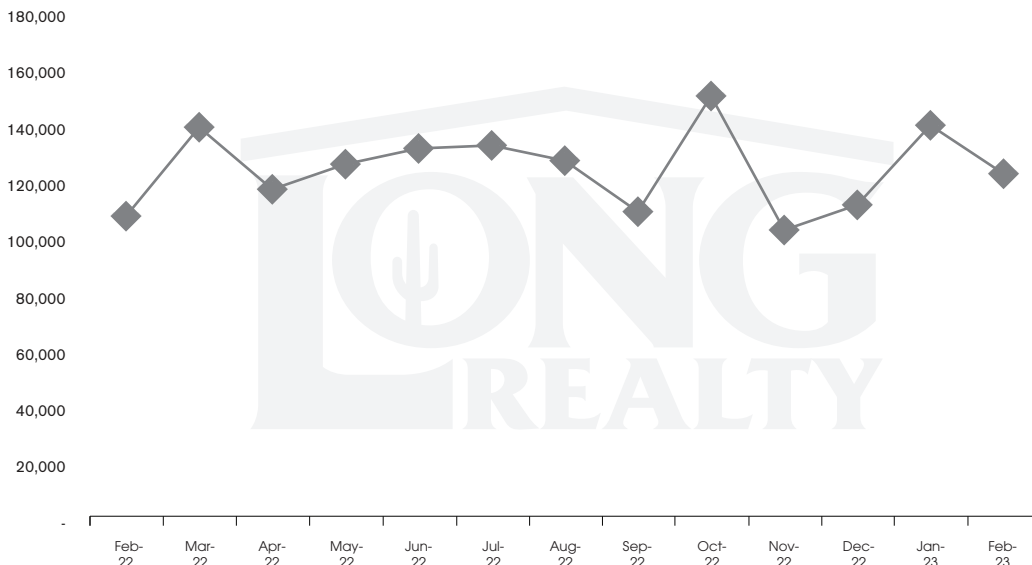


MEDIAN SOLD PRICE

TUCSON LAND

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

Feb 2022	Feb 2023
91.1%	88.8%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 03/07/2023 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 03/01/2022 – 02/28/2023 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 26.9%

Tierra Antigua Realty 10.8%

Realty Executives Arizona Territory 7.5%

Jvincent Company LLC 3.7%

Keller Williams Southern Arizona 3.4%

Dove Mountain Realty, LLC 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
		Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23			
\$1 - 49,999	70	12	12	9	7	11	7	10.0	8.4	Slightly Buyer
\$50,000 - 74,999	59	10	7	8	8	5	12	4.9	6.6	Slightly Buyer
\$75,000 - 99,999	59	7	2	2	6	4	6	9.8	11.8	Buyer
\$100,000 - 124,999	36	6	2	1	2	2	8	4.5	9.8	Buyer
\$125,000 - 149,999	57	5	4	2	6	2	2	28.5	17.0	Buyer
\$150,000 - 174,999	62	5	3	1	6	2	3	20.7	16.7	Buyer
\$175,000 - 199,999	47	3	1	1	2	2	0	n/a	37.8	Buyer
\$200,000 - 224,999	31	1	2	0	1	4	5	6.2	10.9	Buyer
\$225,000 - 249,999	35	1	0	1	3	1	2	17.5	17.5	Buyer
\$250,000 - 274,999	34	0	2	1	2	2	0	n/a	23.3	Buyer
\$275,000 - 299,999	36	1	1	0	1	2	2	18.0	20.4	Buyer
\$300,000 - 349,999	29	2	0	0	1	1	0	n/a	46.0	Buyer
\$350,000 - 399,999	21	1	0	3	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	32	0	2	0	0	3	0	n/a	31.0	Buyer
\$500,000 - 599,999	20	0	1	0	0	0	2	10.0	26.5	Buyer
\$600,000 - 699,999	8	1	1	1	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	9	0	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	7	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	8	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	25	0	0	0	1	0	0	n/a	70.0	Buyer
TOTAL	685	55	41	30	46	41	49	14.0	15.2	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 03/07/2023. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2022-02/28/2023. Information is believed to be reliable, but not guaranteed.