

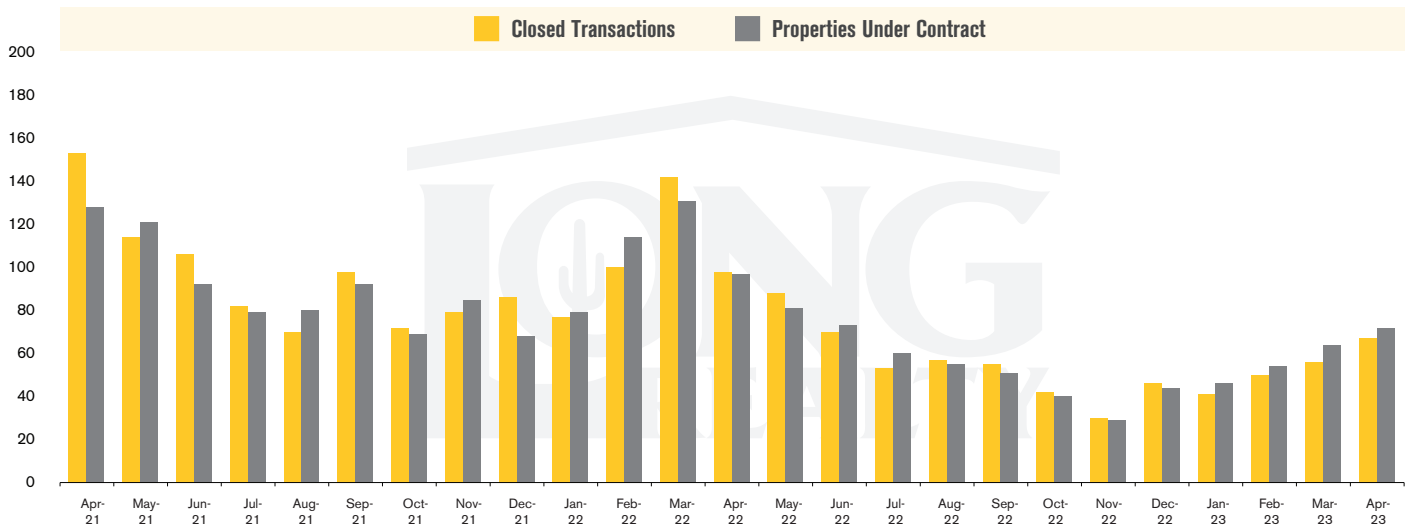
THE LAND REPORT

TUCSON | MAY 2023

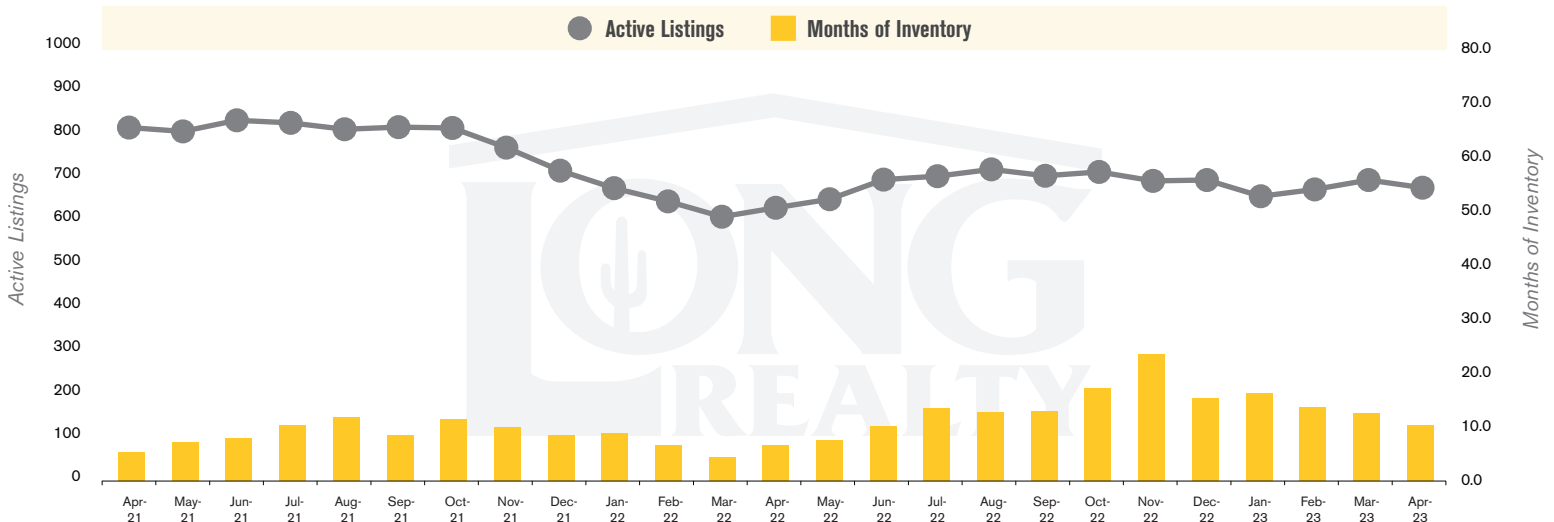


In the Tucson Lot and Land market, April 2023 active inventory was 689, a 7% increase from April 2022. There were 67 closings in April 2023, a 32% decrease from April 2022. Year-to-date 2023 there were 214 closings, a 49% decrease from year-to-date 2021. Months of Inventory was 10.3, down from 6.6 in April 2022. Median price of sold lots was \$129,472 for the month of April 2023, up 9% from April 2022. The Tucson Lot and Land area had 72 new properties under contract in April 2023, down 26% from April 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 05/05/2023 is believed to be reliable, but not guaranteed.

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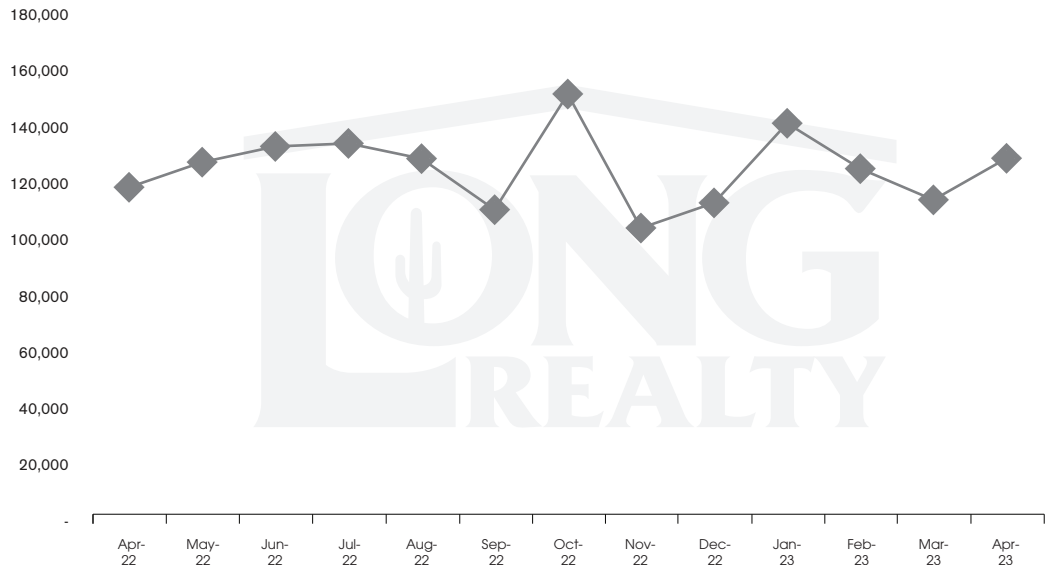


MEDIAN SOLD PRICE

TUCSON LAND

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

Apr 2022	Apr 2023
87.8%	88.5%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 05/05/2023 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 05/01/2022 – 04/30/2023 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 23.6%

Tierra Antigua Realty 11.1%

Realty Executives Arizona Territory 7.6%

Dove Mountain Realty, LLC 5.0%

Jvincent Company LLC 3.8%

Keller Williams Southern Arizona 3.6%



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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
		Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23			
\$1 - 49,999	75	9	7	11	7	14	17	4.4	5.9	Balanced
\$50,000 - 74,999	61	8	8	5	12	7	7	8.7	6.9	Slightly Buyer
\$75,000 - 99,999	64	2	6	4	6	4	9	7.1	9.8	Buyer
\$100,000 - 124,999	34	1	2	2	8	10	6	5.7	4.4	Slightly Seller
\$125,000 - 149,999	53	2	6	2	3	4	7	7.6	11.8	Buyer
\$150,000 - 174,999	68	1	6	2	3	3	3	22.7	21.9	Buyer
\$175,000 - 199,999	56	1	2	2	0	1	5	11.2	25.7	Buyer
\$200,000 - 224,999	27	0	1	4	5	4	2	13.5	8.3	Slightly Buyer
\$225,000 - 249,999	28	1	3	1	2	2	2	14.0	16.2	Buyer
\$250,000 - 274,999	30	1	2	2	0	0	1	30.0	95.0	Buyer
\$275,000 - 299,999	28	0	1	2	2	0	2	14.0	24.8	Buyer
\$300,000 - 349,999	31	0	1	1	0	3	2	15.5	18.0	Buyer
\$350,000 - 399,999	24	3	0	0	0	2	0	n/a	34.5	Buyer
\$400,000 - 499,999	31	0	0	3	0	1	2	15.5	32.7	Buyer
\$500,000 - 599,999	17	0	0	0	2	0	1	17.0	18.0	Buyer
\$600,000 - 699,999	15	1	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	7	0	0	0	0	1	0	n/a	24.0	Buyer
\$800,000 - 899,999	11	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	7	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	70.0	Buyer
TOTAL	689	30	46	41	50	56	67	10.3	12.0	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 05/05/2023. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2023-04/30/2023. Information is believed to be reliable, but not guaranteed.