

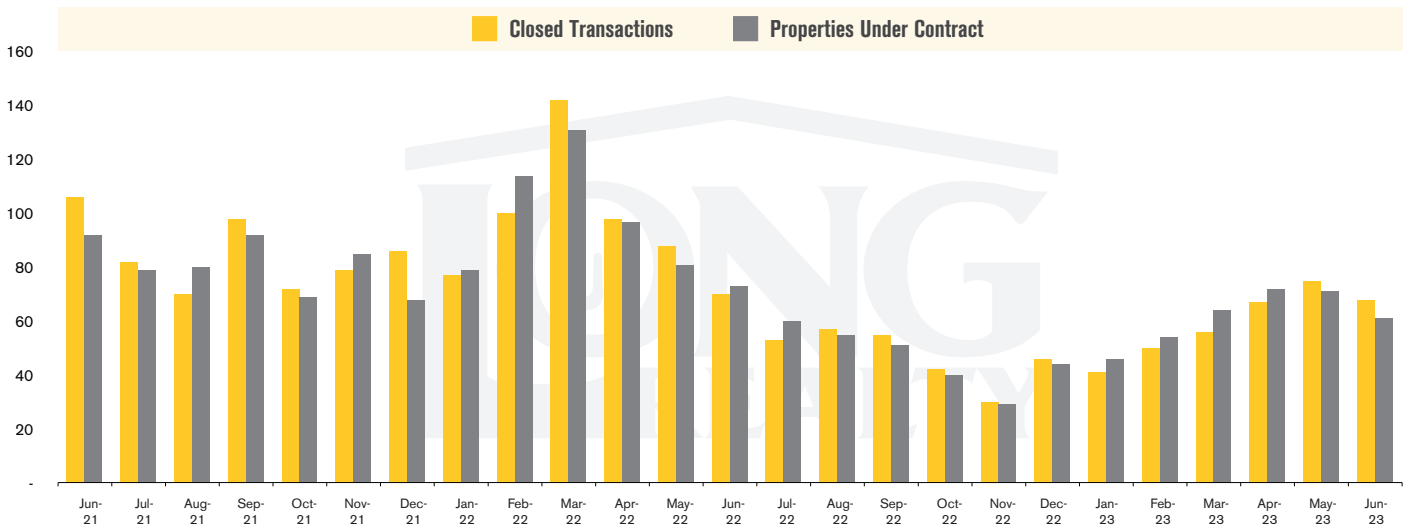
THE LAND REPORT

TUCSON | JULY 2023

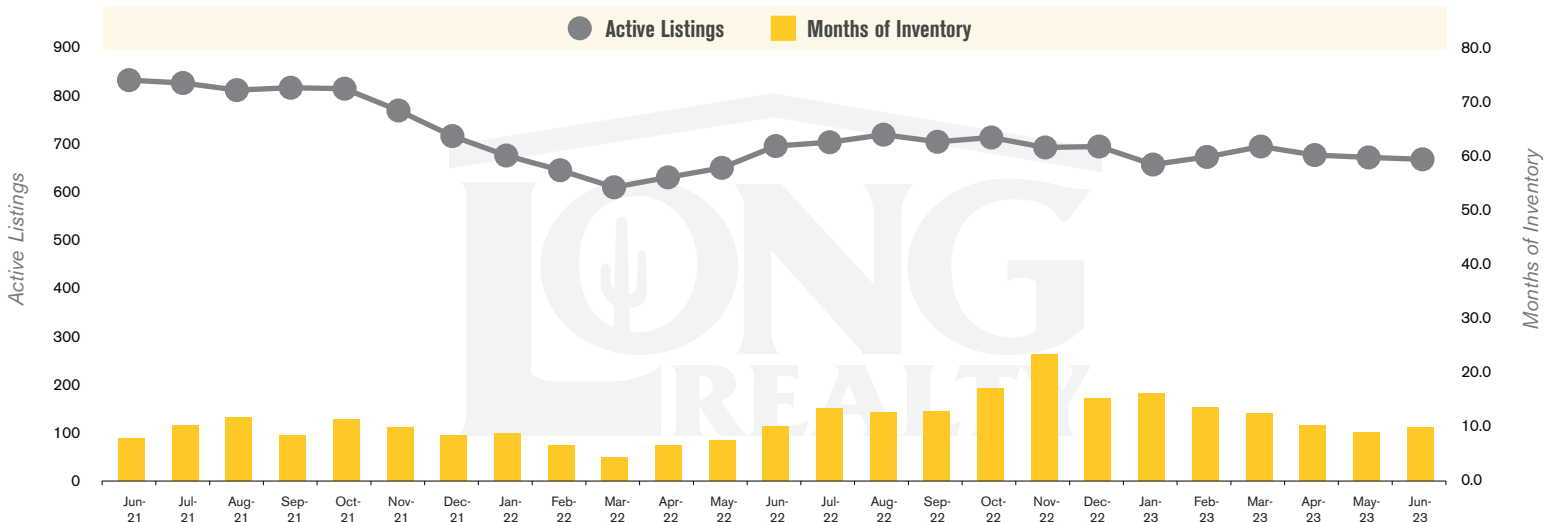


In the Tucson Lot and Land market, June 2023 active inventory was 680, a 4% decrease from June 2022. There were 68 closings in June 2023, a 3% decrease from June 2022. Year-to-date 2023 there were 357 closings, a 38% decrease from year-to-date 2021. Months of Inventory was 10.0, down from 10.1 in June 2022. Median price of sold lots was \$117,454 for the month of June 2023, down 14% from June 2022. The Tucson Lot and Land area had 61 new properties under contract in June 2023, down 16% from June 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 07/06/2023 is believed to be reliable, but not guaranteed.

THE LAND REPORT

TUCSON | JULY 2023

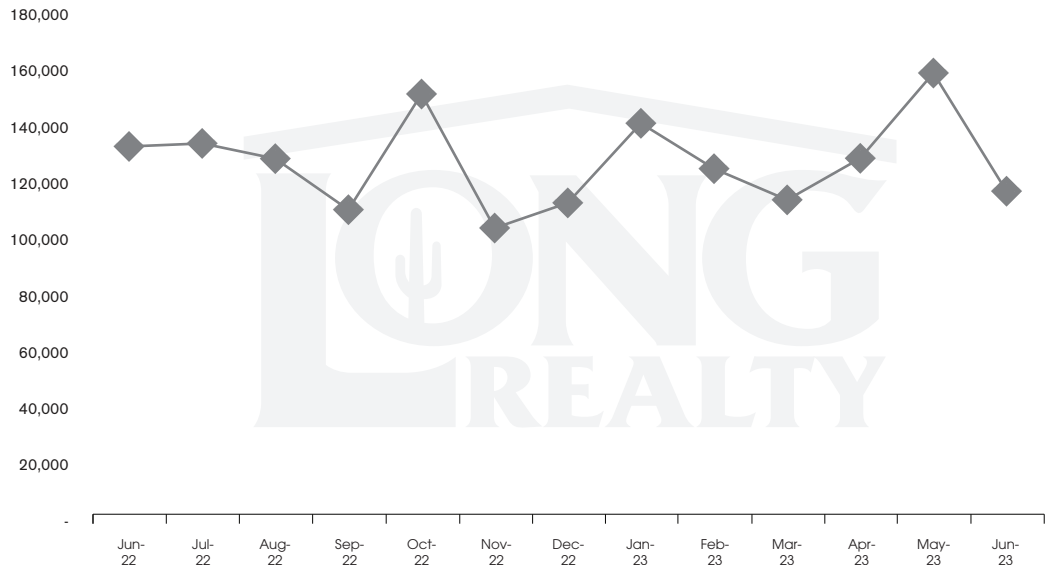


MEDIAN SOLD PRICE

TUCSON LAND

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

Jun 2022	Jun 2023
92.8%	85.5%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 07/06/2023 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 07/01/2022 – 06/30/2023 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 22.8%

Tierra Antigua Realty 13.1%

Realty Executives Arizona Territory 8.2%

Coldwell Banker Realty 3.7%

Dove Mountain Realty, LLC 3.7%

Jvincent Company LLC 3.5%



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 07/06/2023. Information is believed to be reliable, but not guaranteed.

THE LAND REPORT

TUCSON | JULY 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
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23			
\$1 - 49,999	80	11	7	14	17	8	15	5.3	5.8	Balanced
\$50,000 - 74,999	73	5	12	7	7	4	8	9.1	10.9	Buyer
\$75,000 - 99,999	72	4	6	4	9	10	8	9.0	7.3	Slightly Buyer
\$100,000 - 124,999	26	2	8	10	6	10	4	6.5	4.7	Slightly Seller
\$125,000 - 149,999	50	2	3	4	7	7	7	7.1	7.2	Slightly Buyer
\$150,000 - 174,999	58	2	3	3	3	5	10	5.8	10.3	Buyer
\$175,000 - 199,999	49	2	0	1	5	7	4	12.3	9.9	Buyer
\$200,000 - 224,999	29	4	5	4	2	3	2	14.5	12.0	Buyer
\$225,000 - 249,999	26	1	2	2	2	6	3	8.7	7.6	Slightly Buyer
\$250,000 - 274,999	34	2	0	0	1	2	0	n/a	31.3	Buyer
\$275,000 - 299,999	24	2	2	0	2	1	1	24.0	19.5	Buyer
\$300,000 - 349,999	27	1	0	3	2	4	1	27.0	12.1	Buyer
\$350,000 - 399,999	28	0	0	2	0	3	1	28.0	20.0	Buyer
\$400,000 - 499,999	29	3	0	1	2	2	0	n/a	23.0	Buyer
\$500,000 - 599,999	15	0	2	0	1	0	0	n/a	49.0	Buyer
\$600,000 - 699,999	14	0	0	0	0	1	1	14.0	22.0	Buyer
\$700,000 - 799,999	7	0	0	1	0	1	1	7.0	10.5	Buyer
\$800,000 - 899,999	10	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	0	0	0	1	1	2	11.5	16.3	Buyer
TOTAL	680	41	50	56	67	75	68	10.0	9.8	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 07/06/2023. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2023-06/30/2023. Information is believed to be reliable, but not guaranteed.