

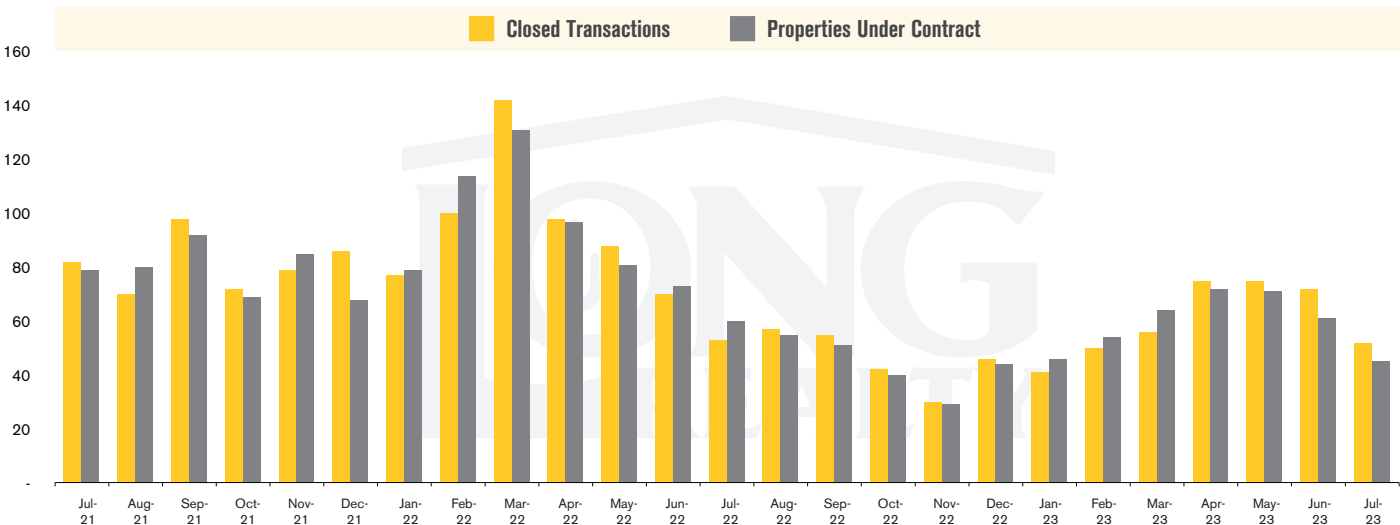
THE LAND REPORT

TUCSON | AUGUST 2023

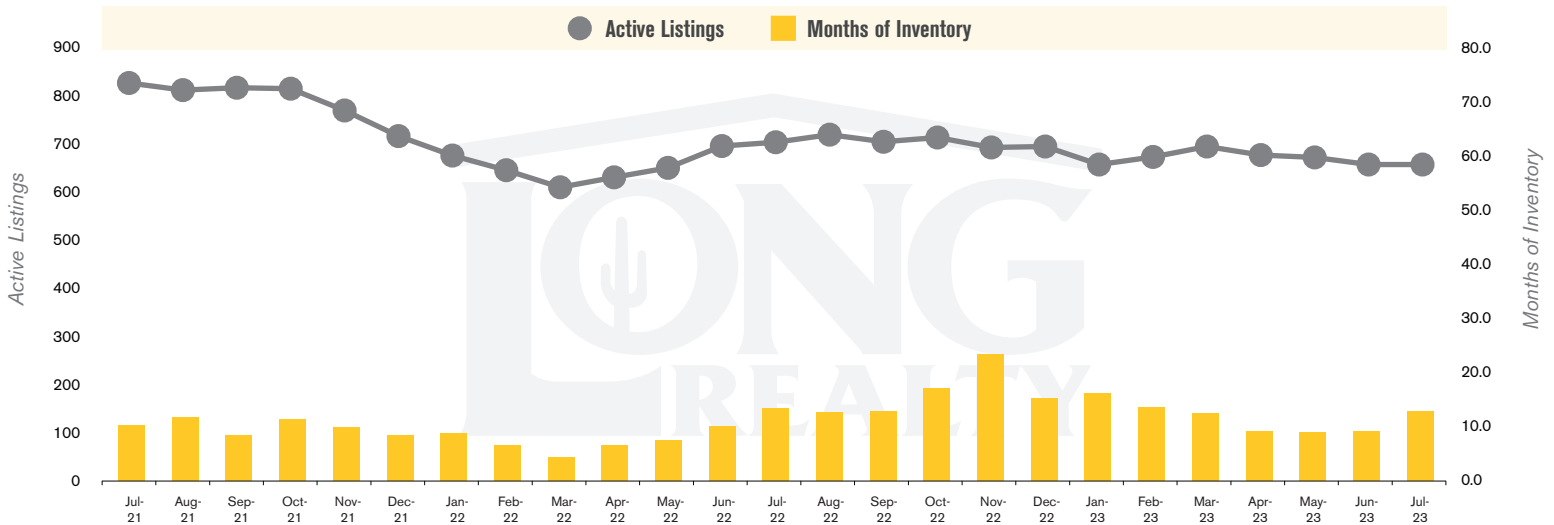


In the Tucson Lot and Land market, July 2023 active inventory was 669, a 7% decrease from July 2022. There were 52 closings in July 2023, a 2% decrease from July 2022. Year-to-date 2023 there were 421 closings, a 33% decrease from year-to-date 2021. Months of Inventory was 12.9, down from 13.5 in July 2022. Median price of sold lots was \$127,631 for the month of July 2023, virtually unchanged 1% from July 2022. The Tucson Lot and Land area had 45 new properties under contract in July 2023, down 25% from July 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 08/07/2023 is believed to be reliable, but not guaranteed.

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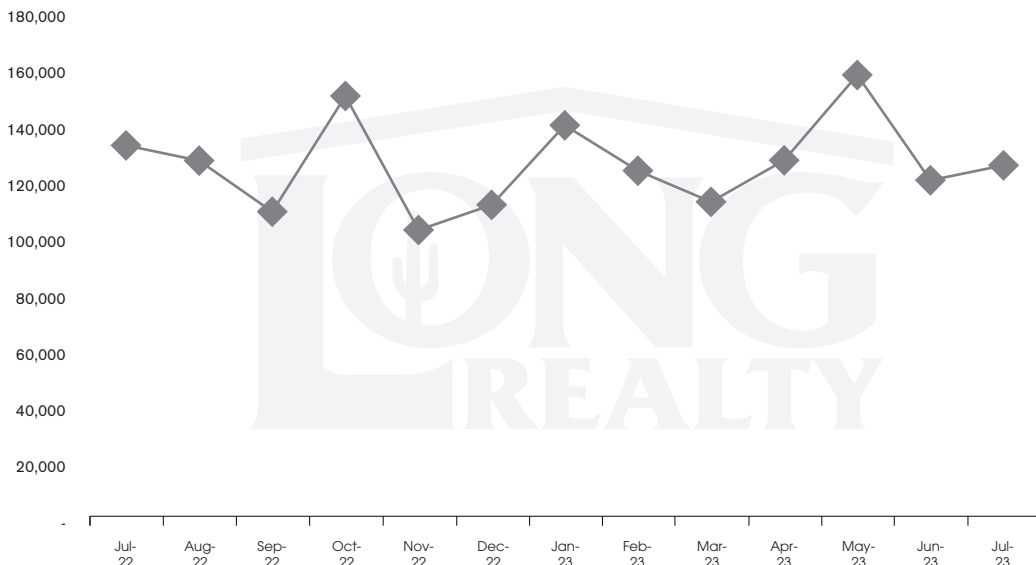


MEDIAN SOLD PRICE

TUCSON LAND

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

Jul 2022	Jul 2023
92.7%	90.2%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 08/07/2023 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 08/01/2022 – 07/31/2023 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 21.5%

Tierra Antigua Realty 13.5%

Realty Executives Arizona Territory 8.2%

Omni Homes International 3.7%

Coldwell Banker Realty 3.6%

Jvincent Company LLC 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
		Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
\$1 - 49,999	78	7	14	17	8	16	10	7.8	6.9	Slightly Buyer
\$50,000 - 74,999	69	12	7	7	4	8	8	8.6	10.8	Buyer
\$75,000 - 99,999	72	6	4	9	10	8	6	12.0	8.6	Buyer
\$100,000 - 124,999	29	8	10	6	10	4	3	9.7	5.2	Balanced
\$125,000 - 149,999	49	3	4	7	7	8	7	7.0	6.7	Slightly Buyer
\$150,000 - 174,999	59	3	3	3	5	11	5	11.8	8.4	Slightly Buyer
\$175,000 - 199,999	51	0	1	5	7	4	3	17.0	10.9	Buyer
\$200,000 - 224,999	26	5	4	2	3	2	5	5.2	8.3	Slightly Buyer
\$225,000 - 249,999	30	2	2	2	6	3	1	30.0	8.6	Buyer
\$250,000 - 274,999	32	0	0	1	2	0	1	32.0	32.0	Buyer
\$275,000 - 299,999	24	2	0	2	1	1	1	24.0	24.7	Buyer
\$300,000 - 349,999	26	0	3	2	4	1	0	n/a	16.0	Buyer
\$350,000 - 399,999	29	0	2	0	3	1	1	29.0	17.0	Buyer
\$400,000 - 499,999	24	0	1	2	2	0	0	n/a	42.5	Buyer
\$500,000 - 599,999	16	2	0	1	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	11	0	0	0	1	2	1	11.0	10.0	Buyer
\$700,000 - 799,999	7	0	1	0	1	1	0	n/a	10.5	Buyer
\$800,000 - 899,999	8	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	24	0	0	1	1	2	0	n/a	22.3	Buyer
TOTAL	669	50	56	67	75	72	52	12.9	10.2	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 08/07/2023. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2023-07/31/2023. Information is believed to be reliable, but not guaranteed.