

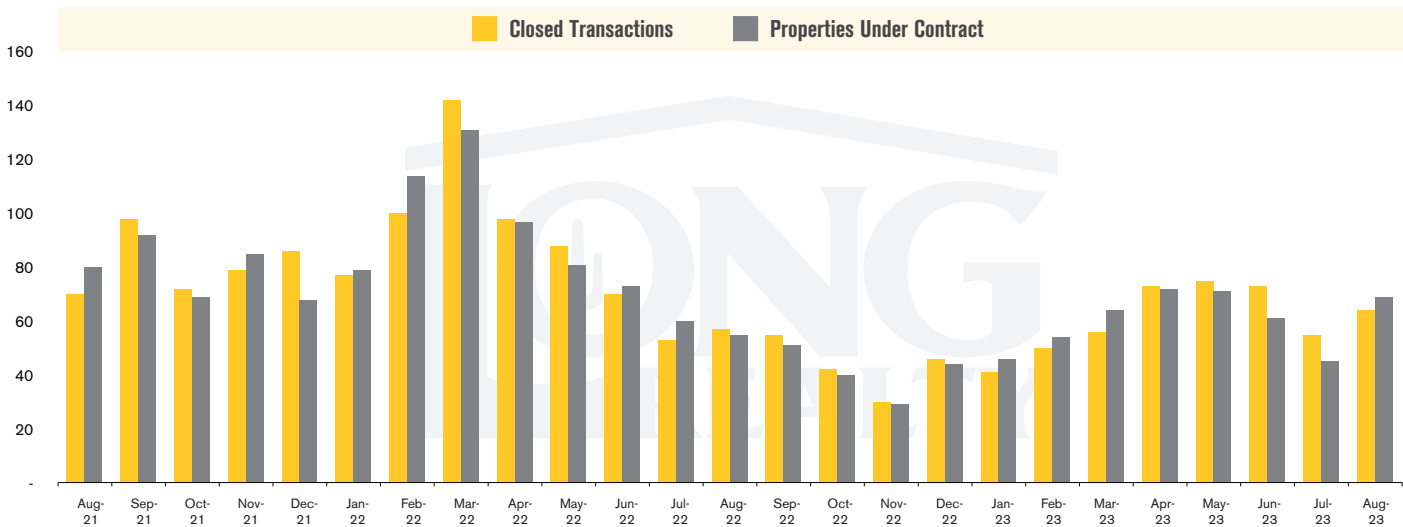
THE LAND REPORT

TUCSON | SEPTEMBER 2023

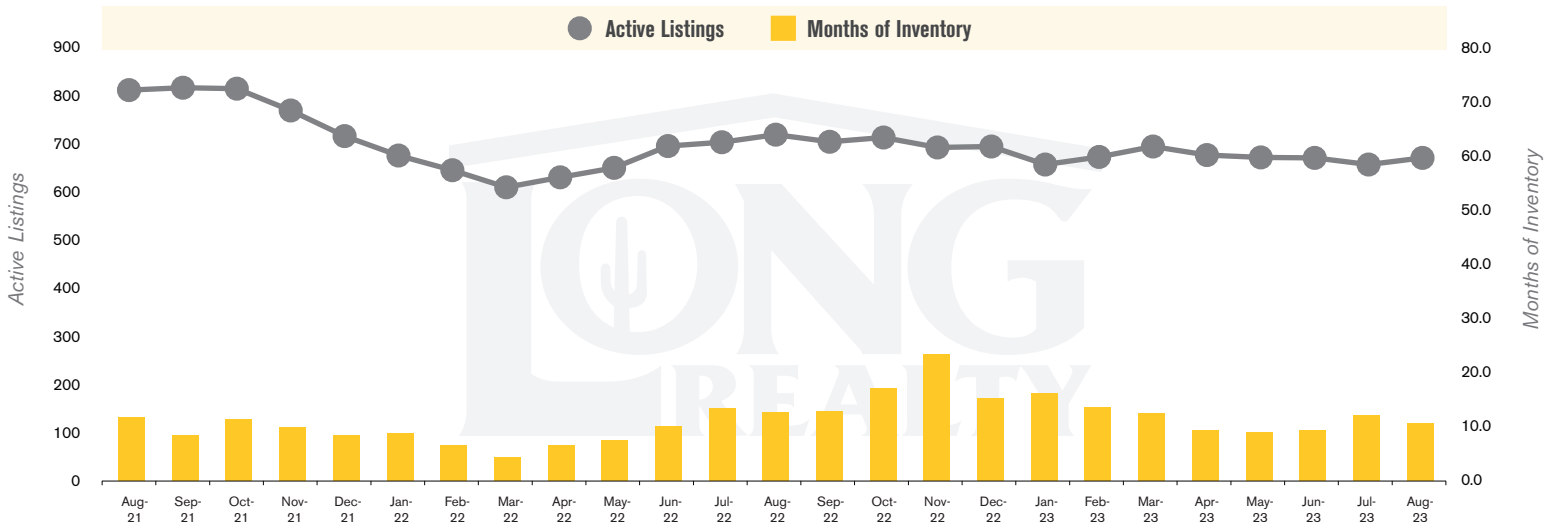


In the Tucson Lot and Land market, August 2023 active inventory was 683, a 7% decrease from August 2022. There were 64 closings in August 2023, a 12% increase from August 2022. Year-to-date 2023 there were 487 closings, a 29% decrease from year-to-date 2021. Months of Inventory was 10.7, down from 12.8 in August 2022. Median price of sold lots was \$123,133 for the month of August 2023, down 2% from August 2022. The Tucson Lot and Land area had 69 new properties under contract in August 2023, up 25% from August 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 09/06/2023 is believed to be reliable, but not guaranteed.

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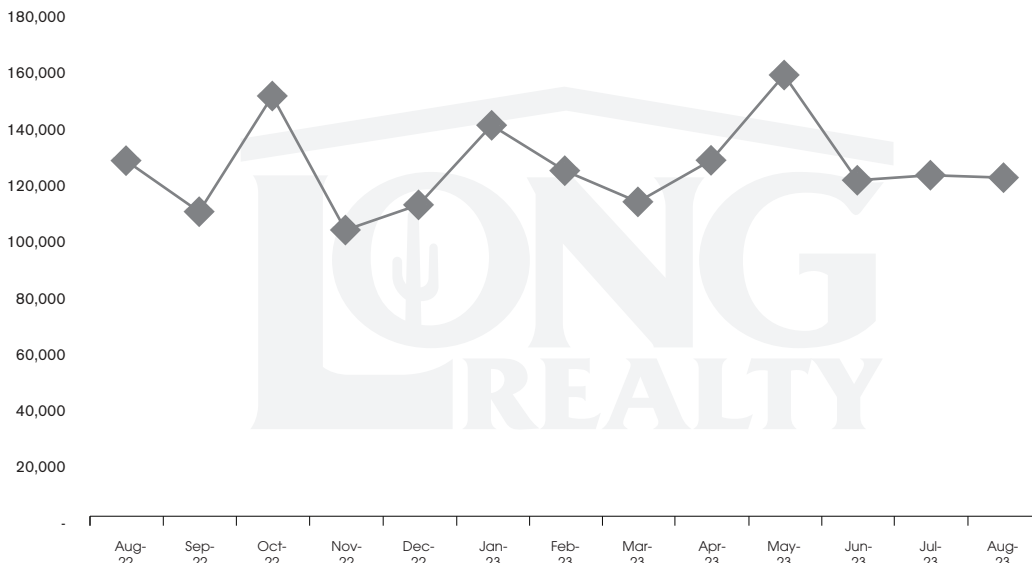


MEDIAN SOLD PRICE

TUCSON LAND

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

Aug 2022	Aug 2023
90.8%	87.3%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 09/06/2023 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 09/01/2022 – 08/31/2023 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 22.1%

Tierra Antigua Realty 13.6%

Realty Executives Arizona Territory 8.7%

Coldwell Banker Realty 4.0%

Omni Homes International 3.5%

Keller Williams Southern Arizona 3.4%



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MARKET CONDITIONS BY PRICE BAND TUCSON LAND

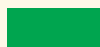
	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23			
\$1 - 49,999	82	14	17	8	16	10	18	4.6	5.5	Balanced
\$50,000 - 74,999	68	7	7	4	8	8	10	6.8	8.1	Slightly Buyer
\$75,000 - 99,999	77	4	9	10	8	8	3	25.7	11.6	Buyer
\$100,000 - 124,999	24	10	6	10	4	4	2	12.0	7.9	Slightly Buyer
\$125,000 - 149,999	45	4	7	7	8	7	5	9.0	7.2	Slightly Buyer
\$150,000 - 174,999	61	3	3	5	12	5	5	12.2	8.1	Slightly Buyer
\$175,000 - 199,999	48	1	5	7	4	3	7	6.9	10.6	Buyer
\$200,000 - 224,999	32	4	2	3	2	5	6	5.3	6.7	Slightly Buyer
\$225,000 - 249,999	27	2	2	6	3	1	2	13.5	13.8	Buyer
\$250,000 - 274,999	38	0	1	2	0	1	1	38.0	52.0	Buyer
\$275,000 - 299,999	26	0	2	1	1	1	0	n/a	37.0	Buyer
\$300,000 - 349,999	25	3	2	4	1	0	3	8.3	19.5	Buyer
\$350,000 - 399,999	31	2	0	3	1	1	0	n/a	44.0	Buyer
\$400,000 - 499,999	24	1	2	2	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	17	0	1	0	0	0	1	17.0	48.0	Buyer
\$600,000 - 699,999	12	0	0	1	2	1	0	n/a	12.3	Buyer
\$700,000 - 799,999	9	1	0	1	1	0	0	n/a	23.0	Buyer
\$800,000 - 899,999	10	0	0	0	0	0	1	10.0	28.0	Buyer
\$900,000 - 999,999	3	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	24	0	1	1	2	0	0	n/a	35.5	Buyer
TOTAL	683	56	67	75	73	55	64	10.7	10.6	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 09/06/2023. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2023-08/31/2023. Information is believed to be reliable, but not guaranteed.