

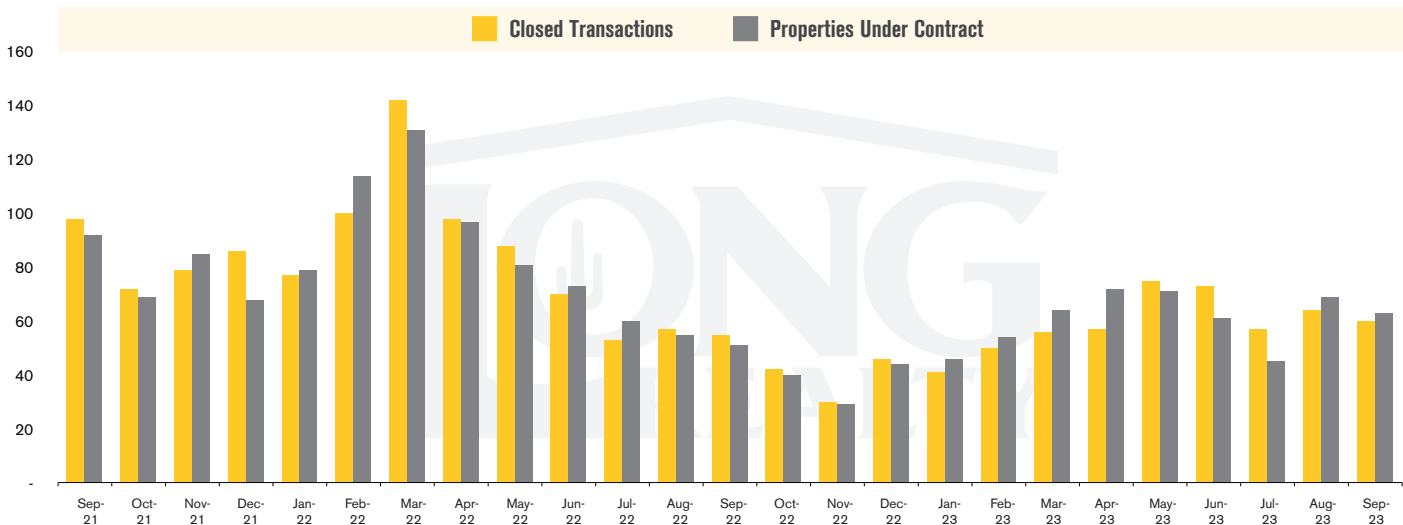
THE LAND REPORT

TUCSON | OCTOBER 2023

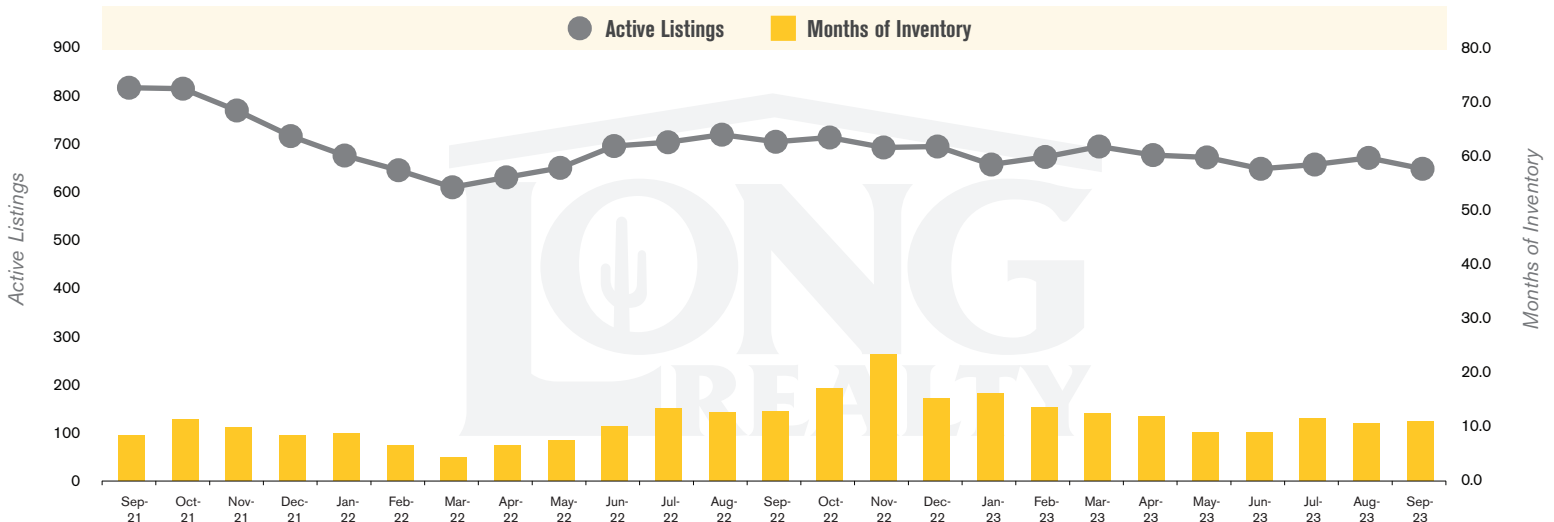


In the Tucson Lot and Land market, September 2023 active inventory was 660, an 8% decrease from September 2022. There were 60 closings in September 2023, a 9% increase from September 2022. Year-to-date 2023 there were 533 closings, a 28% decrease from year-to-date 2021. Months of Inventory was 11.0, down from 13.0 in September 2022. Median price of sold lots was \$113,079 for the month of September 2023, up 2% from September 2022. The Tucson Lot and Land area had 63 new properties under contract in September 2023, up 24% from September 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 10/06/2023 is believed to be reliable, but not guaranteed.

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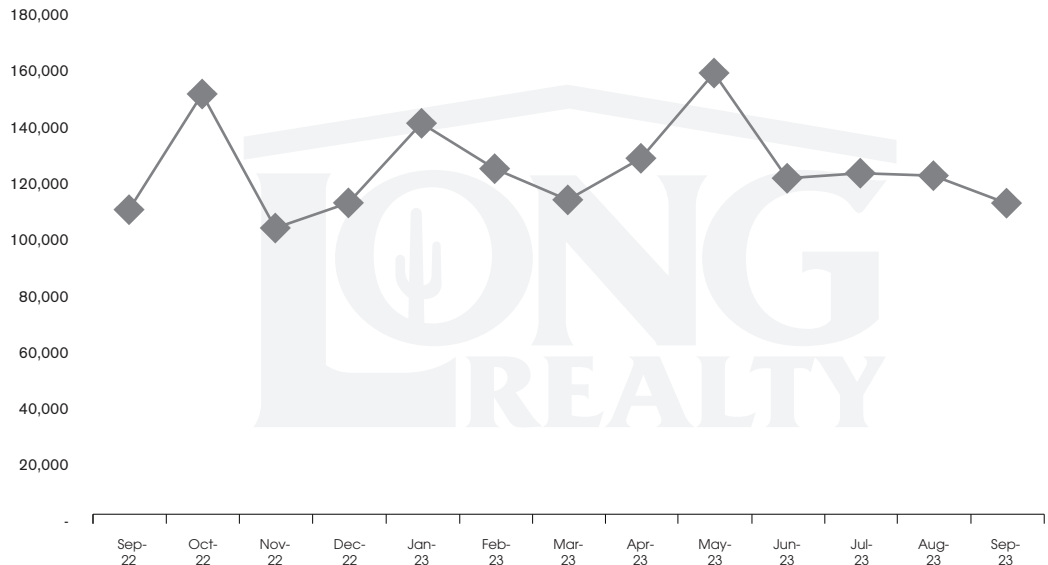


MEDIAN SOLD PRICE

TUCSON LAND

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

Sep 2022	Sep 2023
90.1%	86.9%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 10/06/2023 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 10/01/2022 – 09/30/2023 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 21.9%

Tierra Antigua Realty 13.6%

Realty Executives Arizona Territory 9.0%

Coldwell Banker Realty 4.0%

Omni Homes International 3.6%

Jvincent Company 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
		Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23			
\$1 - 49,999	83	17	8	16	10	18	12	6.9	6.1	Balanced
\$50,000 - 74,999	61	7	4	8	9	10	6	10.2	7.9	Slightly Buyer
\$75,000 - 99,999	68	9	10	8	8	3	9	7.6	10.9	Buyer
\$100,000 - 124,999	28	6	10	4	4	2	6	4.7	6.8	Slightly Buyer
\$125,000 - 149,999	47	7	7	8	8	5	6	7.8	7.4	Slightly Buyer
\$150,000 - 174,999	45	3	5	12	5	5	13	3.5	7.2	Slightly Buyer
\$175,000 - 199,999	46	5	7	4	3	7	4	11.5	10.4	Buyer
\$200,000 - 224,999	37	2	3	2	5	6	0	n/a	8.6	Buyer
\$225,000 - 249,999	29	2	6	3	1	2	0	n/a	28.7	Buyer
\$250,000 - 274,999	32	1	2	0	1	1	0	n/a	51.0	Buyer
\$275,000 - 299,999	25	2	1	1	1	0	0	n/a	75.0	Buyer
\$300,000 - 349,999	25	2	4	1	0	3	1	25.0	19.0	Buyer
\$350,000 - 399,999	32	0	3	1	1	0	1	32.0	46.0	Buyer
\$400,000 - 499,999	28	2	2	0	0	0	1	28.0	76.0	Buyer
\$500,000 - 599,999	17	1	0	0	0	1	1	17.0	25.0	Buyer
\$600,000 - 699,999	13	0	1	2	1	0	0	n/a	36.0	Buyer
\$700,000 - 799,999	9	0	1	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	10	0	0	0	0	1	0	n/a	28.0	Buyer
\$900,000 - 999,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	23	1	1	2	0	0	0	n/a	n/a	n/a
TOTAL	660	67	75	73	57	64	60	11.0	11.1	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 10/06/2023. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2023-09/30/2023. Information is believed to be reliable, but not guaranteed.