

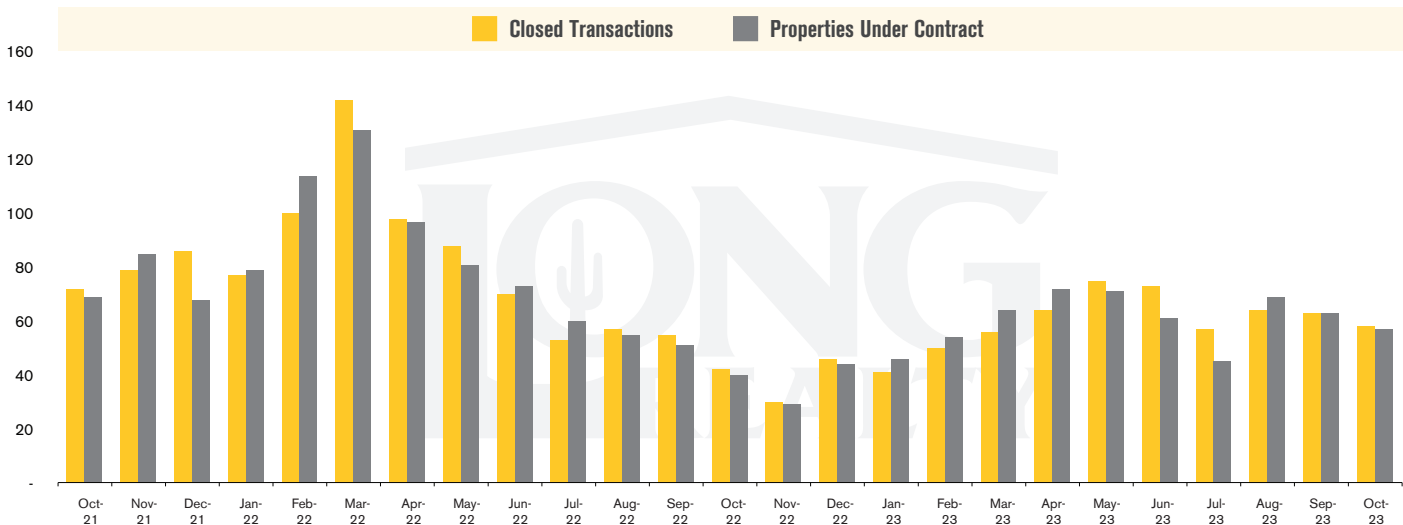
THE LAND REPORT

TUCSON | NOVEMBER 2023

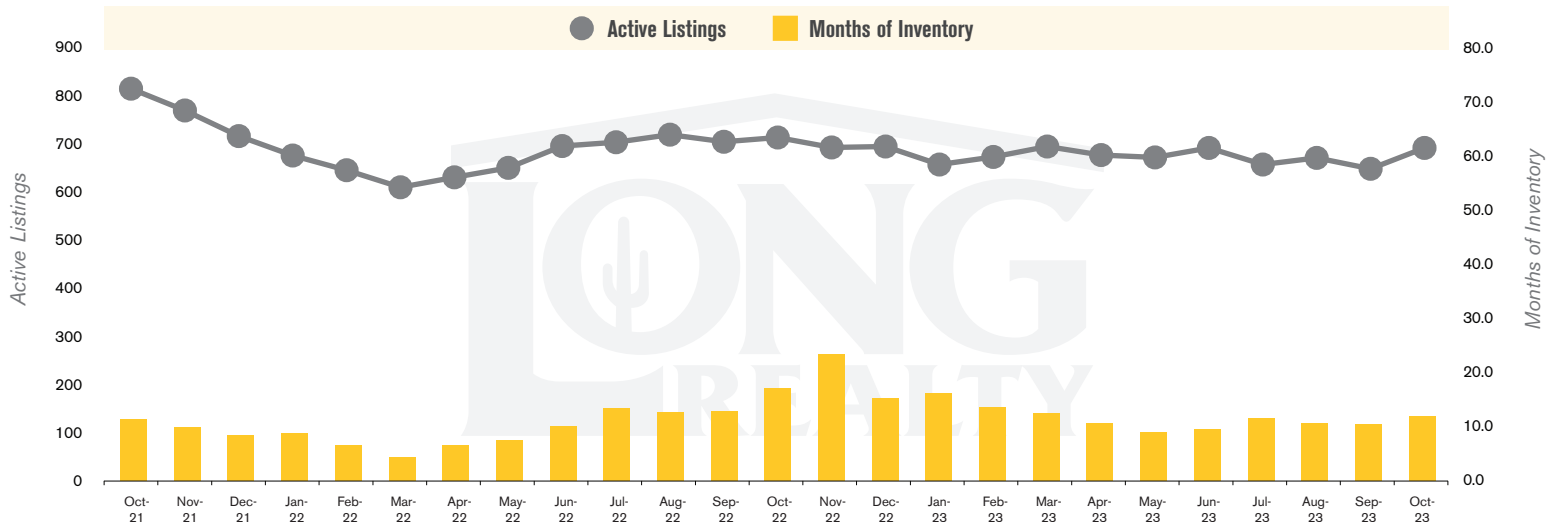


In the Tucson Lot and Land market, October 2023 active inventory was 704, a 3% decrease from October 2022. There were 58 closings in October 2023, a 38% increase from October 2022. Year-to-date 2023 there were 601 closings, a 23% decrease from year-to-date 2021. Months of Inventory was 12.1, down from 17.3 in October 2022. Median price of sold lots was \$106,702 for the month of October 2023, down 30% from October 2022. The Tucson Lot and Land area had 57 new properties under contract in October 2023, up 43% from October 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 11/07/2023 is believed to be reliable, but not guaranteed.

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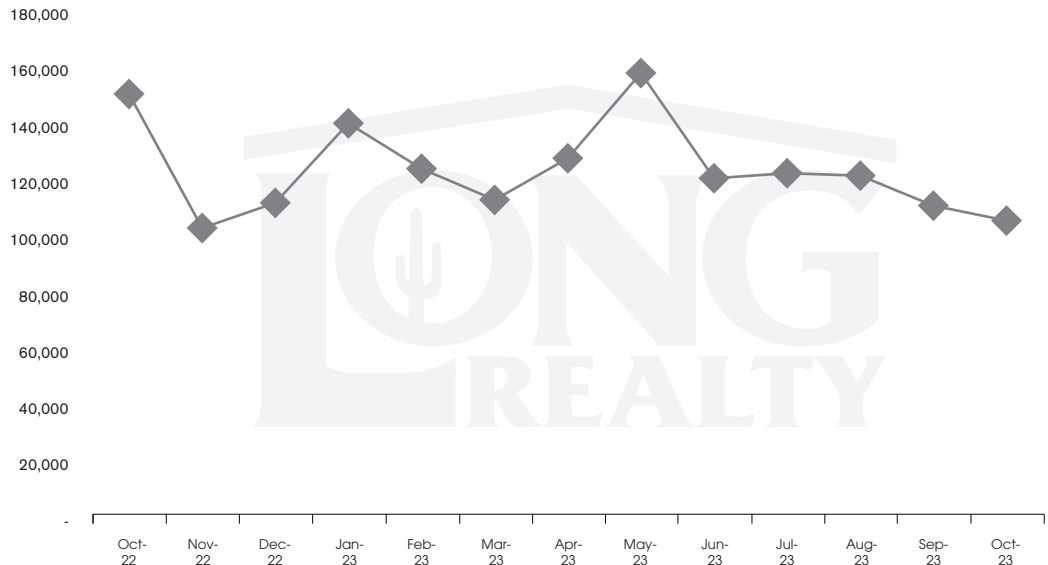


MEDIAN SOLD PRICE

TUCSON LAND

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

Oct 2022	Oct 2023
90.4%	85.3%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 11/07/2023 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 11/01/2022 – 10/31/2023 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 21.9%

Tierra Antigua Realty 13.5%

Realty Executives Arizona Territory 8.1%

Coldwell Banker Realty 4.5%

Omni Homes International 3.4%

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
		May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23			
\$1 - 49,999	74	8	16	10	18	12	18	4.1	5.0	Slightly Seller
\$50,000 - 74,999	64	4	8	9	10	7	4	16.0	9.2	Buyer
\$75,000 - 99,999	75	10	8	8	3	10	6	12.5	11.6	Buyer
\$100,000 - 124,999	34	10	4	4	2	7	11	3.1	4.3	Slightly Seller
\$125,000 - 149,999	50	7	8	8	5	6	4	12.5	9.5	Buyer
\$150,000 - 174,999	47	5	12	5	5	13	2	23.5	7.7	Slightly Buyer
\$175,000 - 199,999	45	7	4	3	7	4	2	22.5	10.7	Buyer
\$200,000 - 224,999	42	3	2	5	6	0	2	21.0	13.9	Buyer
\$225,000 - 249,999	35	6	3	1	2	0	5	7.0	13.0	Buyer
\$250,000 - 274,999	39	2	0	1	1	0	1	39.0	54.5	Buyer
\$275,000 - 299,999	20	1	1	1	0	0	1	20.0	71.0	Buyer
\$300,000 - 349,999	31	4	1	0	3	1	0	n/a	20.3	Buyer
\$350,000 - 399,999	35	3	1	1	0	1	1	35.0	49.0	Buyer
\$400,000 - 499,999	33	2	0	0	0	1	1	33.0	42.5	Buyer
\$500,000 - 599,999	22	0	0	0	1	1	0	n/a	28.0	Buyer
\$600,000 - 699,999	17	1	2	1	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	8	1	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	9	0	0	0	1	0	0	n/a	29.0	Buyer
\$900,000 - 999,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	22	1	2	0	0	0	0	n/a	n/a	n/a
TOTAL	704	75	73	57	64	63	58	12.1	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 11/07/2023. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2023-10/31/2023. Information is believed to be reliable, but not guaranteed.