

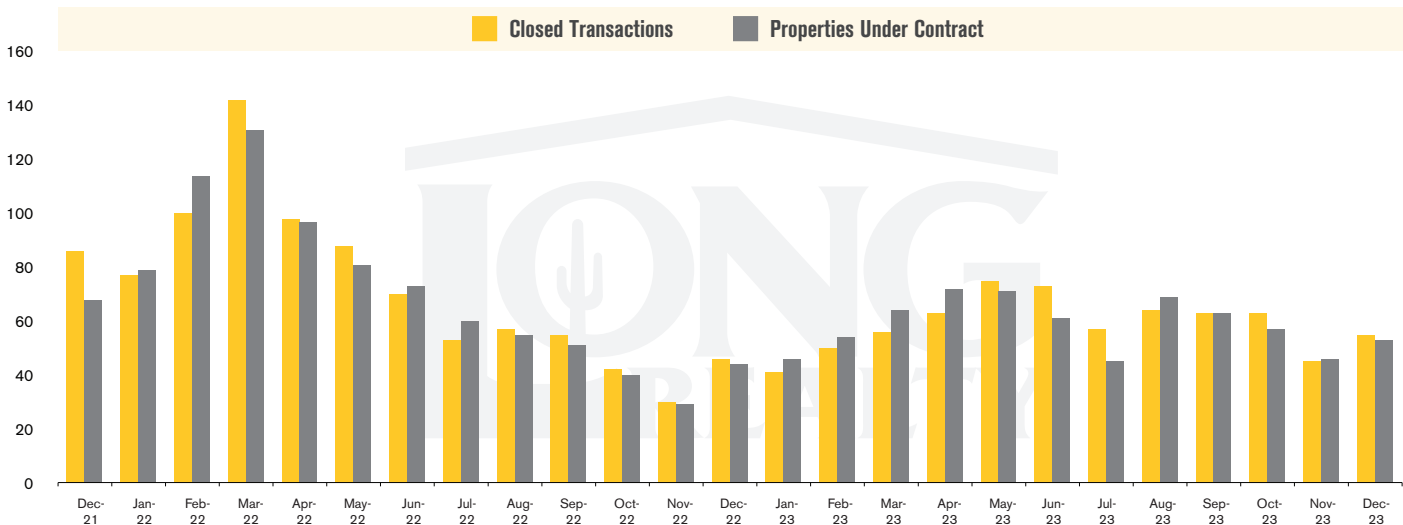
THE LAND REPORT

TUCSON | JANUARY 2024

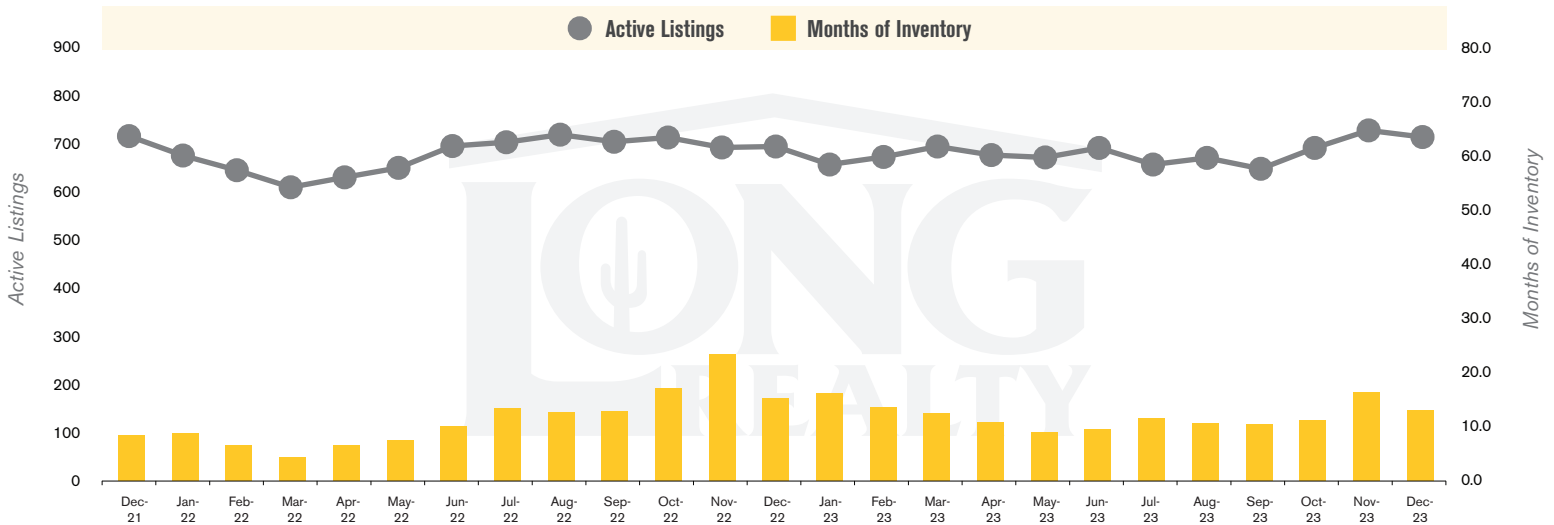


In the Tucson Lot and Land market, December 2023 active inventory was 727, a 3% increase from December 2022. There were 55 closings in December 2023, a 20% increase from December 2022. Year-to-date 2023 there were 705 closings, an 18% decrease from year-to-date 2021. Months of Inventory was 13.2, down from 15.4 in December 2022. Median price of sold lots was \$150,580 for the month of December 2023, up 33% from December 2022. The Tucson Lot and Land area had 53 new properties under contract in December 2023, up 20% from December 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 01/08/2024 is believed to be reliable, but not guaranteed.

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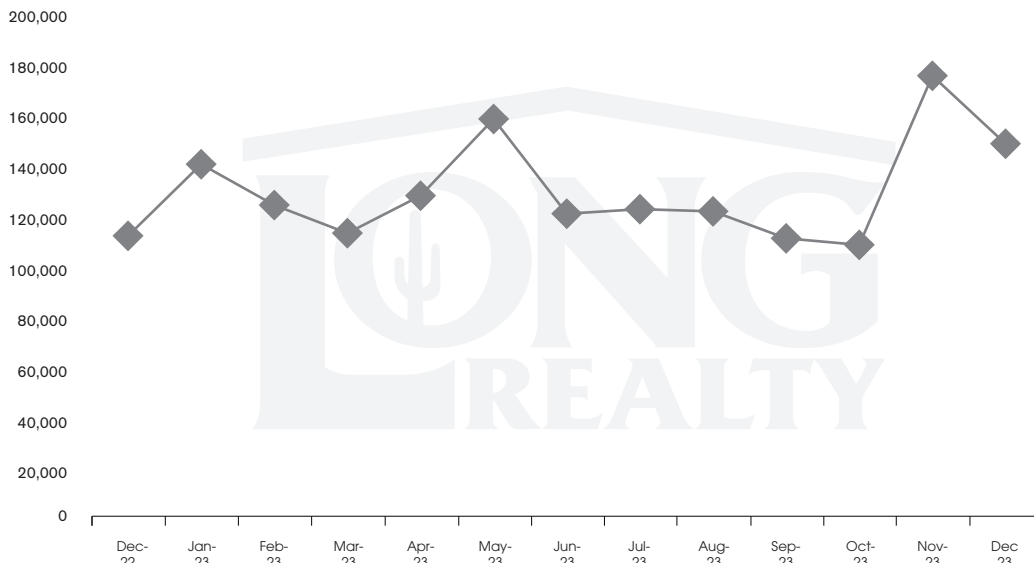


MEDIAN SOLD PRICE

TUCSON LAND

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

Dec 2022	Dec 2023
87.4%	95.2%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 01/08/2024 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2023 – 12/31/2023 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 21.4%

Tierra Antigua Realty 13.5%

Realty Executives Arizona Territory 9.6%

Coldwell Banker Realty 4.4%

Dove Mountain Realty, LLC 3.6%

Omni Homes International 3.5%



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MARKET CONDITIONS BY PRICE BAND TUCSON LAND

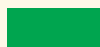
	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23			
\$1 - 49,999	59	10	18	12	19	6	6	9.8	6.8	Slightly Buyer
\$50,000 - 74,999	66	9	10	7	4	3	4	16.5	17.6	Buyer
\$75,000 - 99,999	100	8	3	10	7	7	10	10.0	10.9	Buyer
\$100,000 - 124,999	47	4	2	7	13	3	5	9.4	6.0	Balanced
\$125,000 - 149,999	47	8	5	6	4	4	6	7.8	10.4	Buyer
\$150,000 - 174,999	43	5	5	13	2	7	2	21.5	12.4	Buyer
\$175,000 - 199,999	53	3	7	4	2	5	7	7.6	10.7	Buyer
\$200,000 - 224,999	37	5	6	0	2	2	2	18.5	19.2	Buyer
\$225,000 - 249,999	32	1	2	0	5	1	0	n/a	17.2	Buyer
\$250,000 - 274,999	31	1	1	0	1	0	3	10.3	27.0	Buyer
\$275,000 - 299,999	23	1	0	0	1	2	2	11.5	12.6	Buyer
\$300,000 - 349,999	33	0	3	1	1	1	2	16.5	24.3	Buyer
\$350,000 - 399,999	40	1	0	1	1	1	0	n/a	58.0	Buyer
\$400,000 - 499,999	36	0	0	1	1	0	4	9.0	21.2	Buyer
\$500,000 - 599,999	23	0	1	1	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	17	1	0	0	0	0	1	17.0	49.0	Buyer
\$700,000 - 799,999	10	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	9	0	1	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	2	0	0	0	0	1	0	n/a	6.0	Balanced
\$1,000,000 - and over	19	0	0	0	0	2	1	19.0	20.7	Buyer
TOTAL	727	57	64	63	63	45	55	13.2	13.3	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 01/08/2024. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2023-12/31/2023. Information is believed to be reliable, but not guaranteed.