

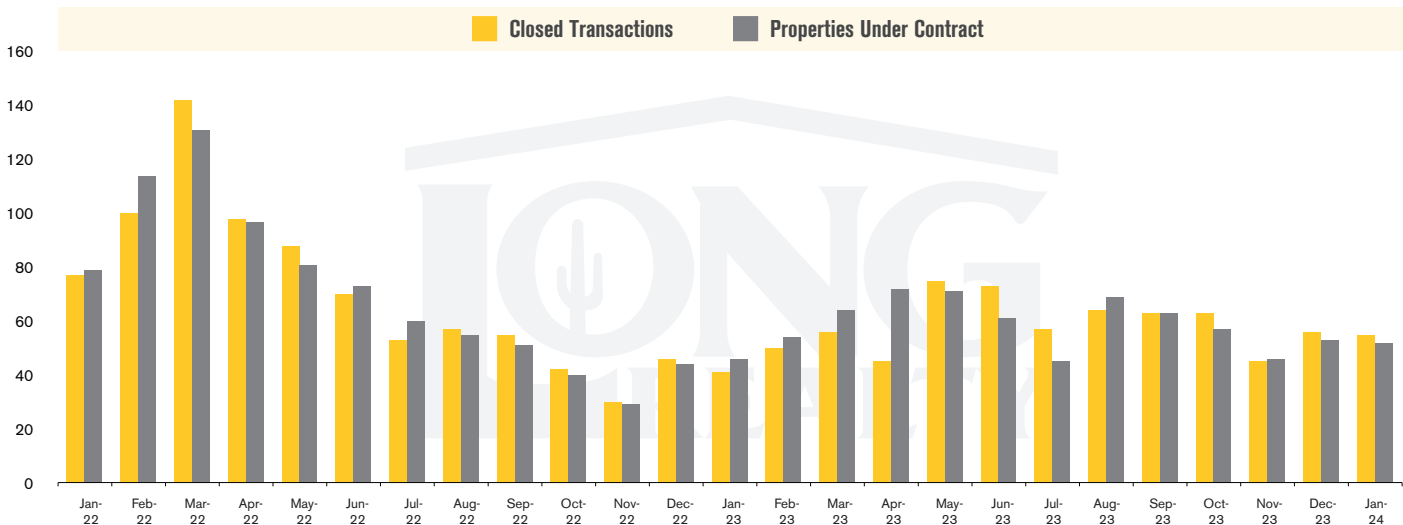
# THE LAND REPORT

TUCSON | FEBRUARY 2024

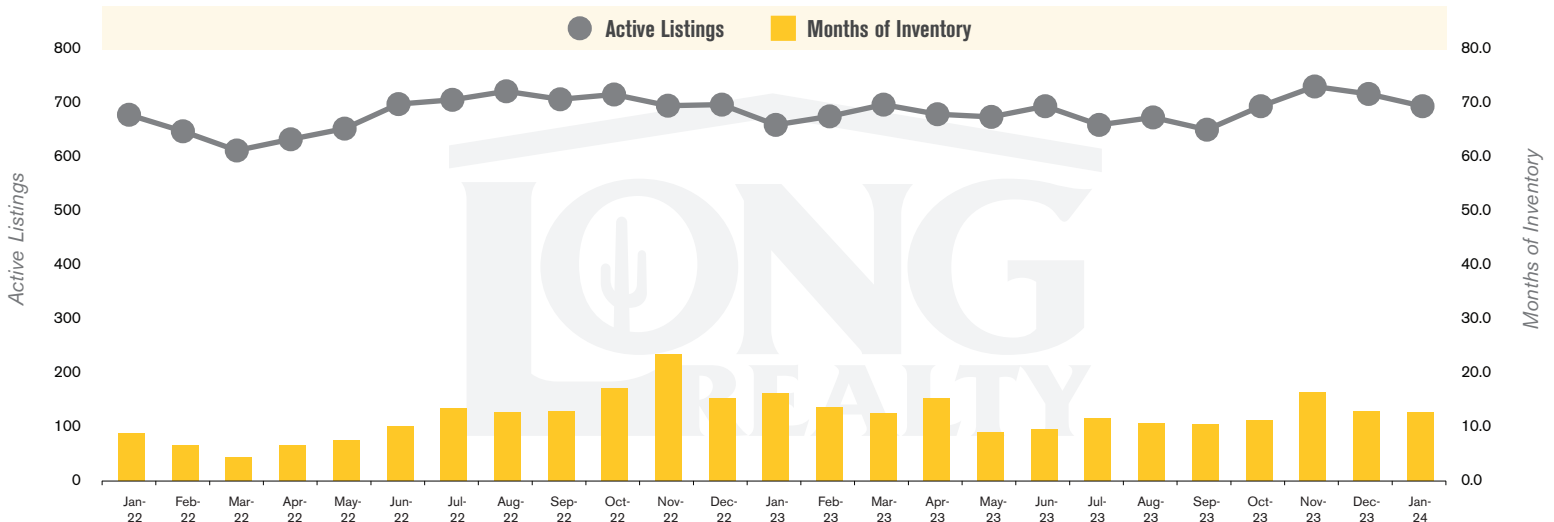


In the Tucson Lot and Land market, January 2024 active inventory was 704, a 5% increase from January 2023. There were 55 closings in January 2024, a 34% increase from January 2023. Year-to-date 2024 there were 55 closings, a 34% increase from year-to-date 2021. Months of Inventory was 12.8, down from 16.3 in January 2023. Median price of sold lots was \$131,106 for the month of January 2024, down 8% from January 2023. The Tucson Lot and Land area had 52 new properties under contract in January 2024, up 13% from January 2023.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON LAND



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON LAND



Stephen Woodall - Team Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 02/07/2024 is believed to be reliable, but not guaranteed.

# THE LAND REPORT

TUCSON | FEBRUARY 2024

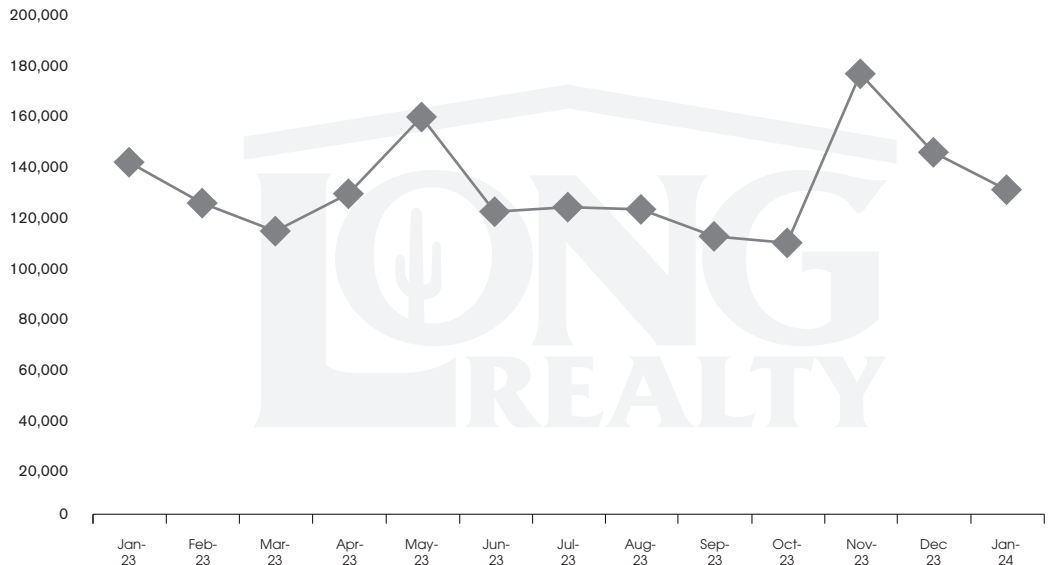


## MEDIAN SOLD PRICE

TUCSON LAND

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

Jan 2023	Jan 2024
89.8%	90.6%



## MARKET SHARE

TUCSON LAND

**Long Realty leads the market in successful real estate sales.**

Data Obtained 02/07/2024 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 02/01/2023 – 01/31/2024 rounded to the nearest tenth of one percent and deemed to be correct.

**LONG REALTY COMPANY**

**21.8%**

Tierra Antigua Realty

13.6%

Realty Executives Arizona Territory

9.0%

Coldwell Banker Realty

4.7%

Dove Mountain Realty, LLC

3.8%

Omni Homes International

3.4%



Stephen Woodall - Team Woodall  
(520) 818-4504 | [Stephen@TeamWoodall.com](mailto:Stephen@TeamWoodall.com)

**Long Realty Company**

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 02/07/2024. Information is believed to be reliable, but not guaranteed.

# THE LAND REPORT

TUCSON | FEBRUARY 2024



## 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
		Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24			
\$1 - 49,999	49	18	12	19	6	7	14	3.5	6.9	Slightly Buyer
\$50,000 - 74,999	80	10	7	4	3	4	7	11.4	15.0	Buyer
\$75,000 - 99,999	94	3	10	7	7	10	6	15.7	12.2	Buyer
\$100,000 - 124,999	41	2	7	13	3	5	8	5.1	8.3	Slightly Buyer
\$125,000 - 149,999	51	5	6	4	4	6	1	51.0	13.3	Buyer
\$150,000 - 174,999	36	6	13	2	7	2	1	36.0	12.5	Buyer
\$175,000 - 199,999	57	7	4	2	5	7	3	19.0	10.8	Buyer
\$200,000 - 224,999	33	6	0	2	2	2	4	8.3	13.3	Buyer
\$225,000 - 249,999	32	2	0	5	1	0	4	8.0	20.0	Buyer
\$250,000 - 274,999	31	1	0	1	0	3	1	31.0	25.0	Buyer
\$275,000 - 299,999	21	0	0	1	2	2	2	10.5	10.7	Buyer
\$300,000 - 349,999	36	3	1	1	1	2	0	n/a	34.0	Buyer
\$350,000 - 399,999	39	0	1	1	1	0	2	19.5	40.0	Buyer
\$400,000 - 499,999	36	0	1	1	0	4	1	36.0	21.8	Buyer
\$500,000 - 599,999	18	1	1	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	13	0	0	0	0	1	0	n/a	45.0	Buyer
\$700,000 - 799,999	9	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	9	1	0	0	0	0	1	9.0	28.0	Buyer
\$900,000 - 999,999	1	0	0	0	1	0	0	n/a	5.0	Balanced
\$1,000,000 - and over	18	0	0	0	2	1	0	n/a	19.3	Buyer
<b>TOTAL</b>	<b>704</b>	<b>65</b>	<b>63</b>	<b>63</b>	<b>45</b>	<b>56</b>	<b>55</b>	<b>12.8</b>	<b>13.9</b>	<b>Buyer</b>



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Stephen Woodall - Team Woodall  
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 02/07/2024. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2023-01/31/2024. Information is believed to be reliable, but not guaranteed.