

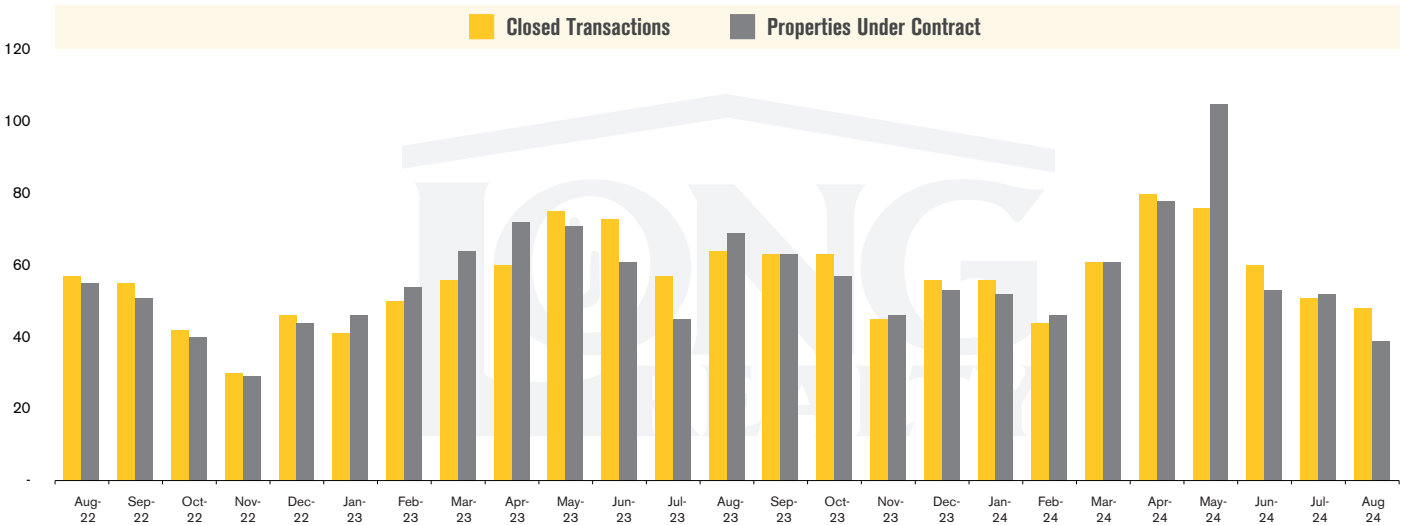
# THE LAND REPORT



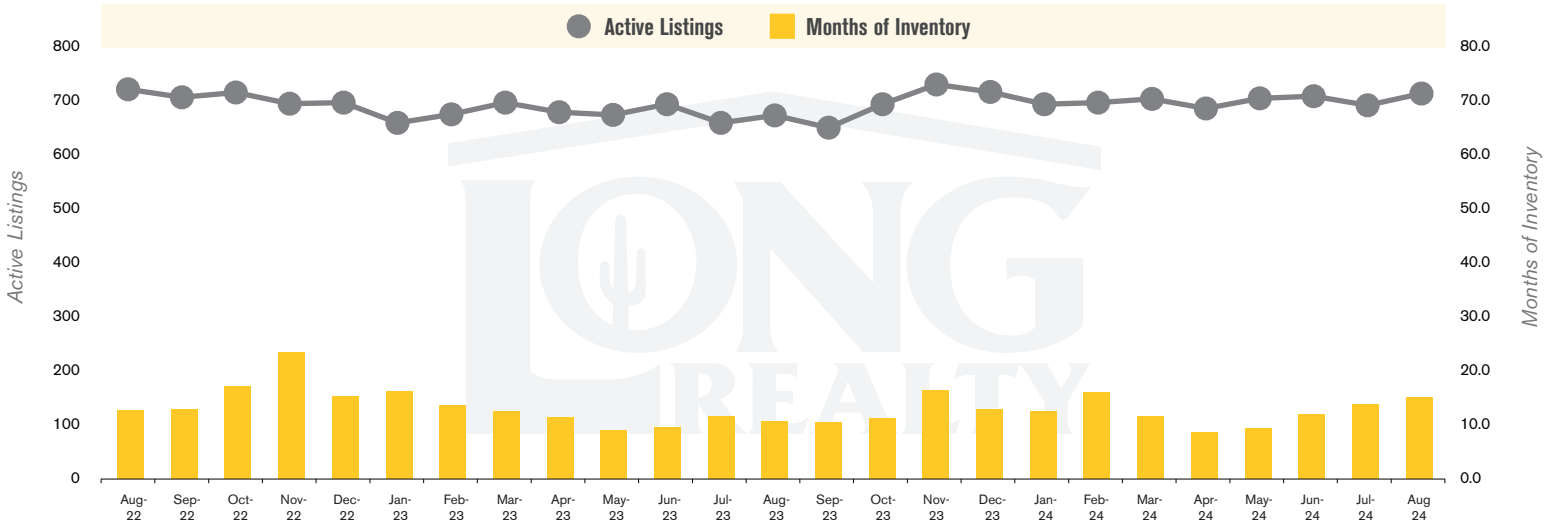
TUCSON | SEPTEMBER 2024

In the Tucson Lot and Land market, August 2024 active inventory was 724, a 6% increase from August 2023. There were 48 closings in August 2024, a 25% decrease from August 2023. Year-to-date 2024 there were 476 closings, virtually unchanged from year-to-date 2023. Months of Inventory was 15.1, up from 10.7 in August 2023. Median price of sold lots was \$174,860 for the month of August 2024, up 42% from August 2023. The Tucson Lot and Land area had 39 new properties under contract in August 2024, down 43% from August 2023.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON LAND



## ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON LAND



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*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software. All data obtained 09/06/2024 is believed to be reliable, but not guaranteed.*

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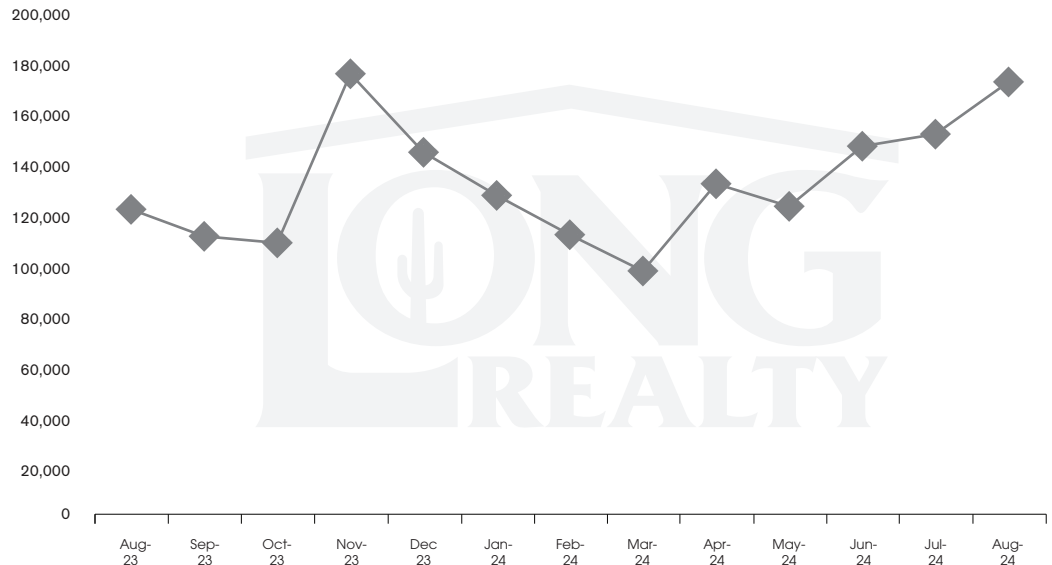


## MEDIAN SOLD PRICE

TUCSON LAND

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

Aug 2023	Aug 2024
<b>86.0%</b>	<b>91.3%</b>

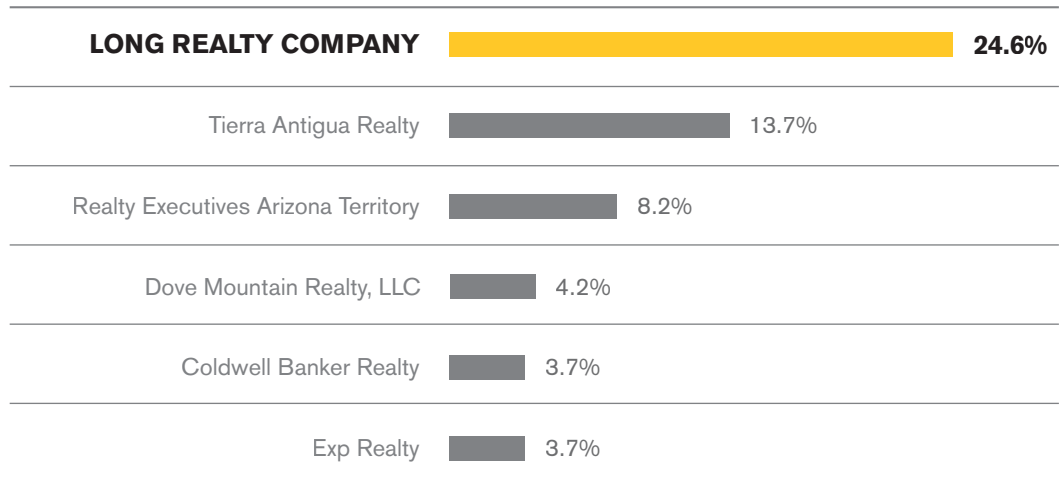


## MARKET SHARE

TUCSON LAND

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

*Data Obtained 09/06/2024 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 09/01/2023 – 08/31/2024 rounded to the nearest tenth of one percent and deemed to be correct.*



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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-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24			
\$1 - 49,999	91	19	13	11	7	12	10	9.1	8.6	Buyer
\$50,000 - 74,999	48	6	15	11	10	4	4	12.0	8.9	Buyer
\$75,000 - 99,999	80	8	7	12	7	4	4	20.0	16.9	Buyer
\$100,000 - 124,999	56	6	6	7	4	4	3	18.7	13.7	Buyer
\$125,000 - 149,999	49	7	5	9	3	6	3	16.3	11.8	Buyer
\$150,000 - 174,999	46	4	11	9	5	4	3	15.3	10.8	Buyer
\$175,000 - 199,999	41	1	1	3	2	2	5	8.2	14.1	Buyer
\$200,000 - 224,999	39	2	3	2	8	3	2	19.5	9.0	Buyer
\$225,000 - 249,999	37	2	6	0	2	2	2	18.5	19.8	Buyer
\$250,000 - 274,999	26	0	1	0	2	2	1	26.0	14.2	Buyer
\$275,000 - 299,999	17	1	0	3	0	1	1	17.0	28.0	Buyer
\$300,000 - 349,999	36	4	6	3	5	2	3	12.0	10.9	Buyer
\$350,000 - 399,999	40	0	0	1	2	2	2	20.0	19.3	Buyer
\$400,000 - 499,999	48	1	2	2	0	1	3	16.0	34.8	Buyer
\$500,000 - 599,999	19	0	4	2	1	1	1	19.0	20.0	Buyer
\$600,000 - 699,999	14	0	0	0	1	0	1	14.0	21.5	Buyer
\$700,000 - 799,999	10	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	6	0	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	4	0	0	0	1	0	0	n/a	9.0	Buyer
\$1,000,000 - and over	17	0	0	0	0	1	0	n/a	53.0	Buyer
<b>TOTAL</b>	<b>724</b>	<b>61</b>	<b>80</b>	<b>76</b>	<b>60</b>	<b>51</b>	<b>48</b>	<b>15.1</b>	<b>13.5</b>	<b>Buyer</b>



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*Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 09/06/2024. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2024-08/31/2024. Information is believed to be reliable, but not guaranteed.*