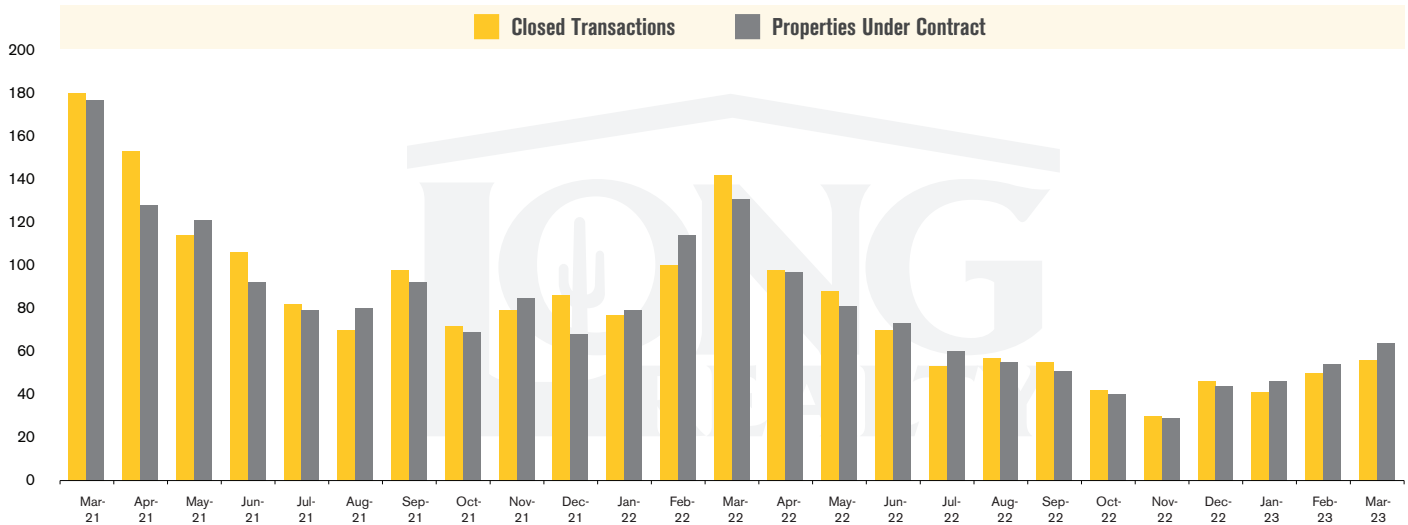
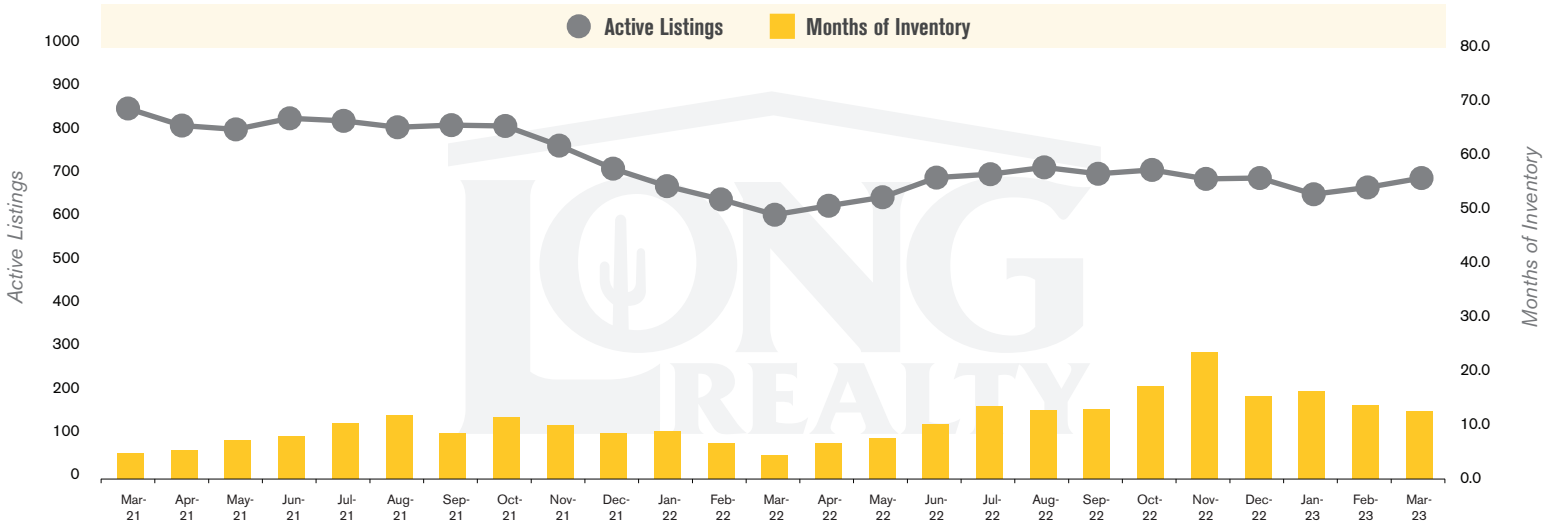


In the Tucson Lot and Land market, March 2023 active inventory was 707, a 14% increase from March 2022. There were 56 closings in March 2023, a 61% decrease from March 2022. Year-to-date 2023 there were 147 closings, a 54% decrease from year-to-date 2021. Months of Inventory was 12.6, down from 4.4 in March 2022. Median price of sold lots was \$114,284 for the month of March 2023, down 19% from March 2022. The Tucson Lot and Land area had 64 new properties under contract in March 2023, down 51% from March 2022.

## 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 MLSAZ using TrendGraphix software. All data obtained 04/05/2023 is believed to be reliable, but not guaranteed.*

# THE LAND REPORT

TUCSON | APRIL 2023

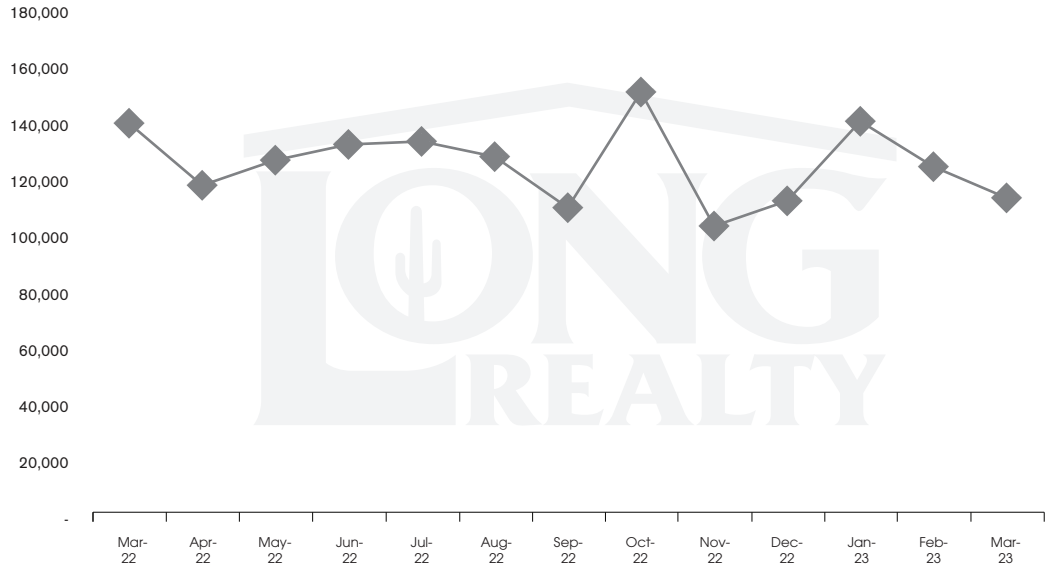


## MEDIAN SOLD PRICE

TUCSON LAND

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

Mar 2022	Mar 2023
<b>91.0%</b>	<b>89.0%</b>

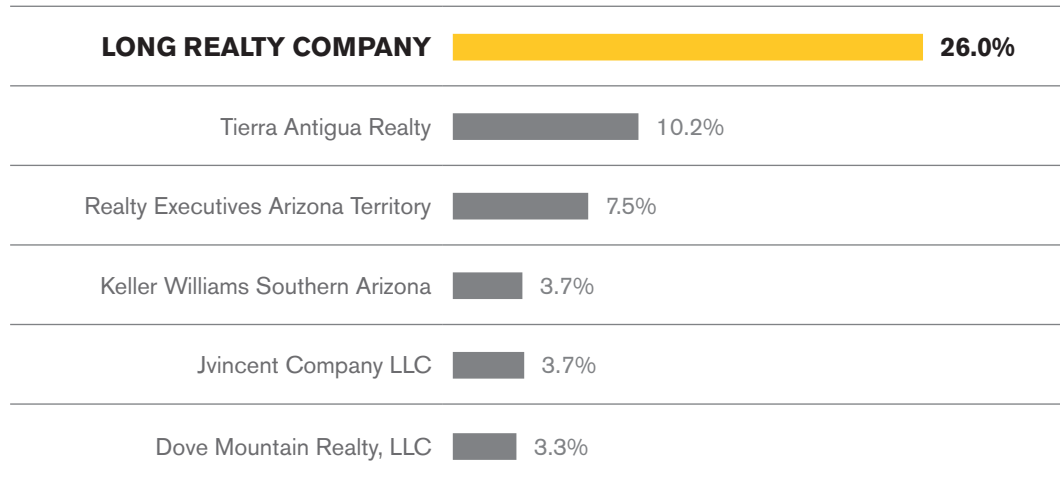


## MARKET SHARE

TUCSON LAND

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

*Data Obtained 04/05/2023 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 04/01/2022 – 03/31/2023 rounded to the nearest tenth of one percent and deemed to be correct.*



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*These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 04/05/2023. Information is believed to be reliable, but not guaranteed.*

# THE LAND REPORT

TUCSON | APRIL 2023



## 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
		Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23			
\$1 - 49,999	78	12	9	7	11	7	14	5.6	6.6	Slightly Buyer
\$50,000 - 74,999	60	7	8	8	5	12	7	8.6	7.3	Slightly Buyer
\$75,000 - 99,999	64	2	2	6	4	6	4	16.0	13.0	Buyer
\$100,000 - 124,999	35	2	1	2	2	8	10	3.5	5.4	Balanced
\$125,000 - 149,999	55	4	2	6	2	3	4	13.8	18.4	Buyer
\$150,000 - 174,999	67	3	1	6	2	3	3	22.3	23.5	Buyer
\$175,000 - 199,999	51	1	1	2	2	0	1	51.0	51.3	Buyer
\$200,000 - 224,999	33	2	0	1	4	5	4	8.3	7.7	Slightly Buyer
\$225,000 - 249,999	34	0	1	3	1	2	2	17.0	20.4	Buyer
\$250,000 - 274,999	31	2	1	2	2	0	0	n/a	47.0	Buyer
\$275,000 - 299,999	35	1	0	1	2	2	0	n/a	25.5	Buyer
\$300,000 - 349,999	30	0	0	1	1	0	3	10.0	22.3	Buyer
\$350,000 - 399,999	24	0	3	0	0	0	2	12.0	34.5	Buyer
\$400,000 - 499,999	35	2	0	0	3	0	1	35.0	24.3	Buyer
\$500,000 - 599,999	17	1	0	0	0	2	0	n/a	27.5	Buyer
\$600,000 - 699,999	11	1	1	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	8	1	0	0	0	0	1	8.0	25.0	Buyer
\$800,000 - 899,999	9	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	7	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	23	0	0	1	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>707</b>	<b>41</b>	<b>30</b>	<b>46</b>	<b>41</b>	<b>50</b>	<b>56</b>	<b>12.6</b>	<b>14.0</b>	<b>Buyer</b>



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 04/05/2023. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2023-03/31/2023. Information is believed to be reliable, but not guaranteed.*