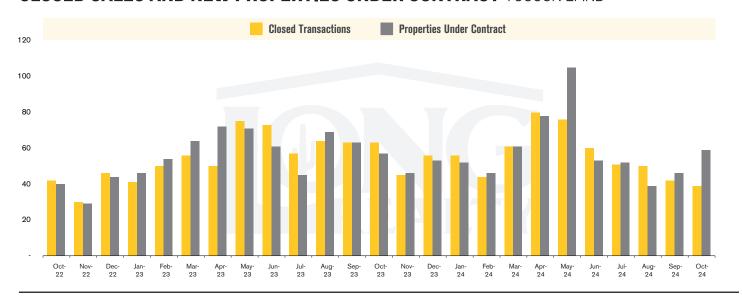
THE **LAND** REPORT



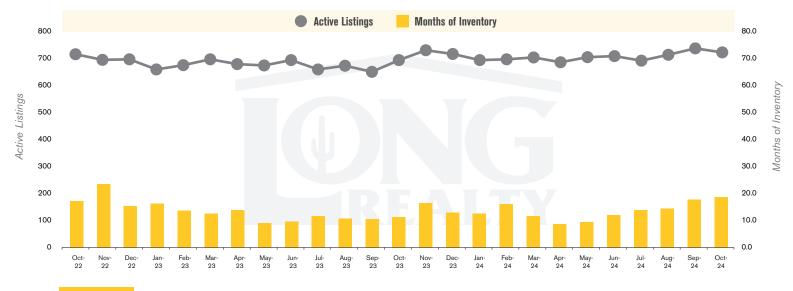
TUCSON | NOVEMBER 2024

In the Tucson Lot and Land market, October 2024 active inventory was 733, a 4% increase from October 2023. There were 39 closings in October 2024, a 38% decrease from October 2023. Year-to-date 2024 there were 559 closings, a 6% decrease from year-to-date 2023. Months of Inventory was 18.8, up from 11.2 in October 2023. Median price of sold lots was \$131,721 for the month of October 2024, up 20% from October 2023. The Tucson Lot and Land area had 59 new properties under contract in October 2024, up 4% from October 2023.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON LAND



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON LAND





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MEDIAN SOLD PRICE

TUCSON LAND

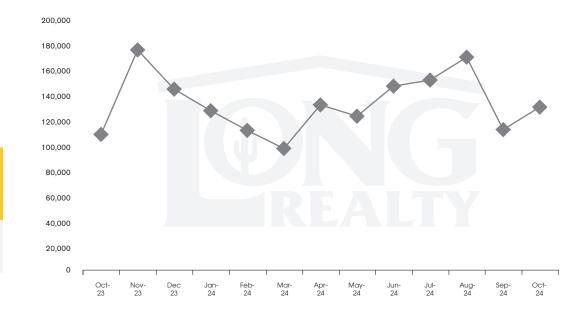
On average, homes sold this % of original list price.

Oct 2023

Oct 2024

85.5%

88.6%

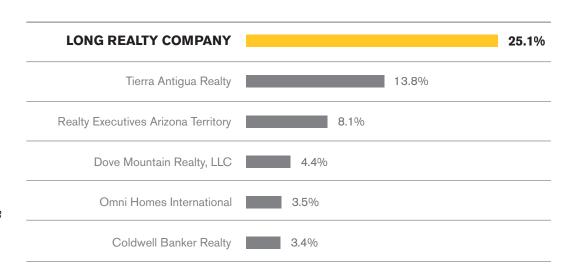


MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 11/06/2024 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 11/01/2023 – 10/31/2024 rounded to the nearest tenth of one percent and deemed to be correct.





THE **LAND** REPORT



TUCSON | NOVEMBER 2024

MARKET CONDITIONS BY PRICE BAND TUCSON LAND

	Active Listings	May-24		Close	Months ed Sales Aug-24	;	Oct-24	Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
\$1 - 49,999	86	11	7	12	11	10	6	14.3	9.9	Buyer
\$50,000 - 74,999	48	11	10	4	4	6	5	9.6	10.0	Buyer
\$75,000 - 99,999	98	12	7	4	4	10	5	19.6	14.2	Buyer
\$100,000 - 124,999	42	7	4	4	3	4	4	10.5	14.1	Buyer
\$125,000 - 149,999	47	9	3	6	3	3	6	7.8	12.4	Buyer
\$150,000 - 174,999	55	9	5	4	4	0	3	18.3	21.7	Buyer
\$175,000 - 199,999	43	3	2	2	5	2	1	43.0	16.5	Buyer
\$200,000 - 224,999	35	2	8	3	2	1	4	8.8	15.7	Buyer
\$225,000 - 249,999	36	0	2	2	2	1	2	18.0	21.6	Buyer
\$250,000 - 274,999	25	0	2	2	1	0	1	25.0	39.5	Buyer
\$275,000 - 299,999	20	3	0	1	1	1	0	n/a	27.0	Buyer
\$300,000 - 349,999	37	3	5	2	3	1	1	37.0	21.8	Buyer
\$350,000 - 399,999	44	1	2	2	2	2	1	44.0	25.4	Buyer
\$400,000 - 499,999	39	2	0	1	3	0	0	n/a	41.3	Buyer
\$500,000 - 599,999	22	2	1	1	1	1	0	n/a	29.5	Buyer
\$600,000 - 699,999	15	0	1	0	1	0	0	n/a	44.0	Buyer
\$700,000 - 799,999	10	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	7	1	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	4	0	1	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	20	0	0	1	0	0	0	n/a	n/a	n/a
TOTAL	733	76	60	51	50	42	39	18.8	16.8	Buyer



Seller's Market

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Slight Seller's Market

Long Realty Company

Buyer's Market

Slight Buyer's Market

Balanced Market