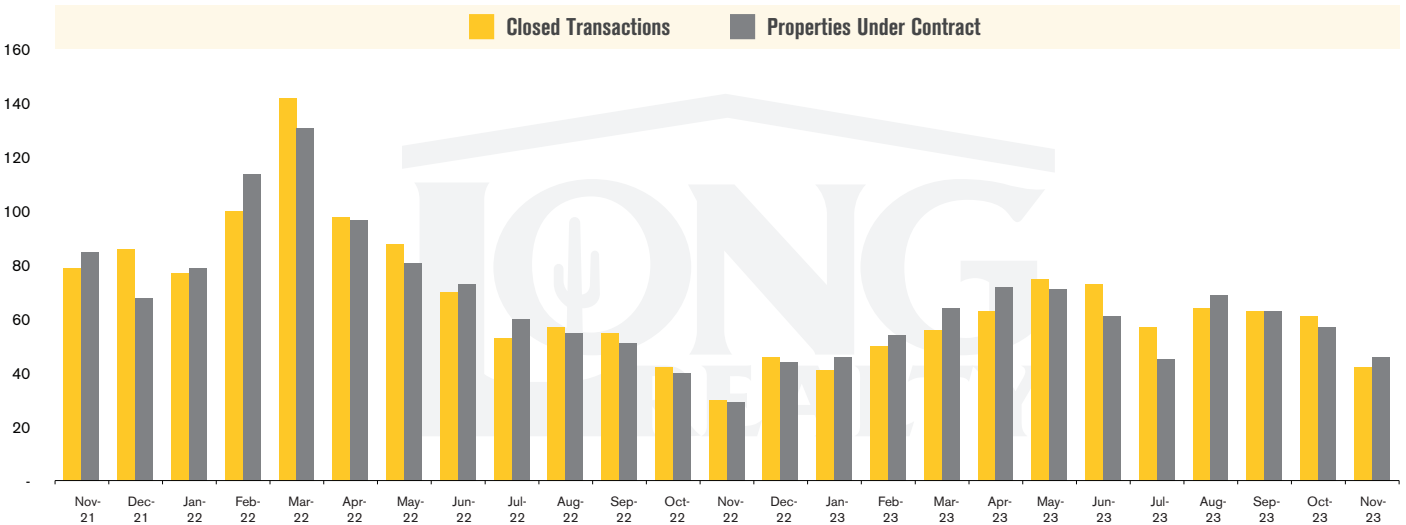
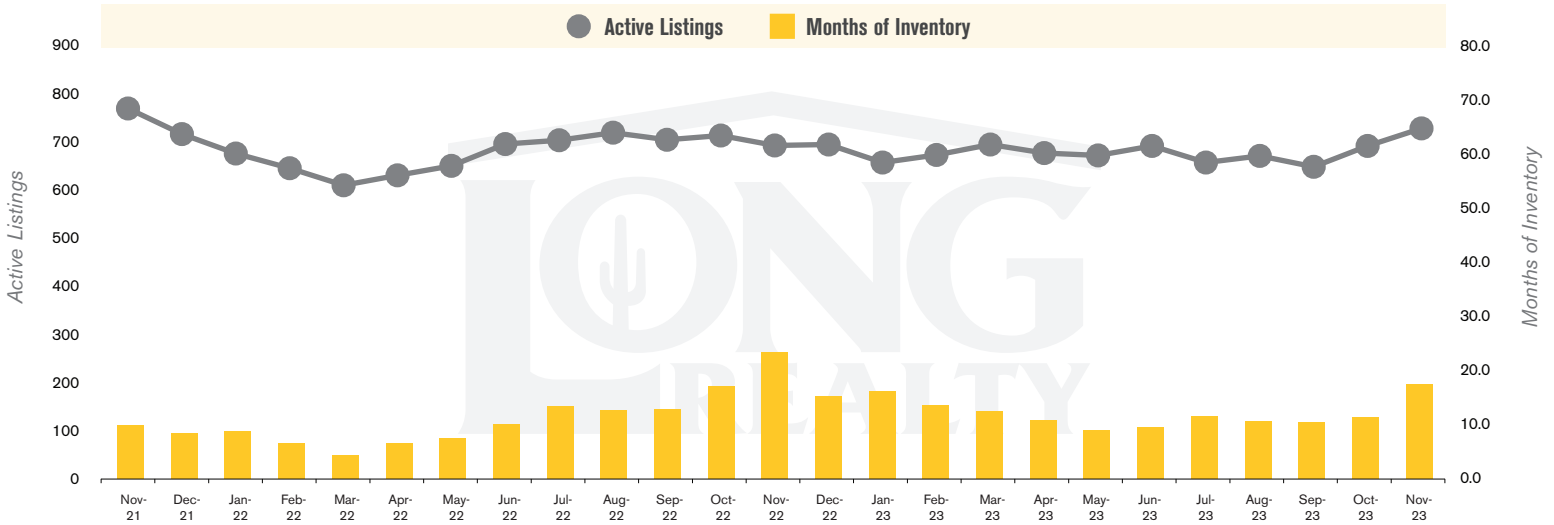


In the Tucson Lot and Land market, November 2023 active inventory was 741, a 5% increase from November 2022. There were 42 closings in November 2023, a 40% increase from November 2022. Year-to-date 2023 there were 645 closings, a 21% decrease from year-to-date 2021. Months of Inventory was 17.6, down from 23.5 in November 2022. Median price of sold lots was \$184,116 for the month of November 2023, up 77% from November 2022. The Tucson Lot and Land area had 46 new properties under contract in November 2023, up 59% from November 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 12/06/2023 is believed to be reliable, but not guaranteed.

THE LAND REPORT

TUCSON | DECEMBER 2023

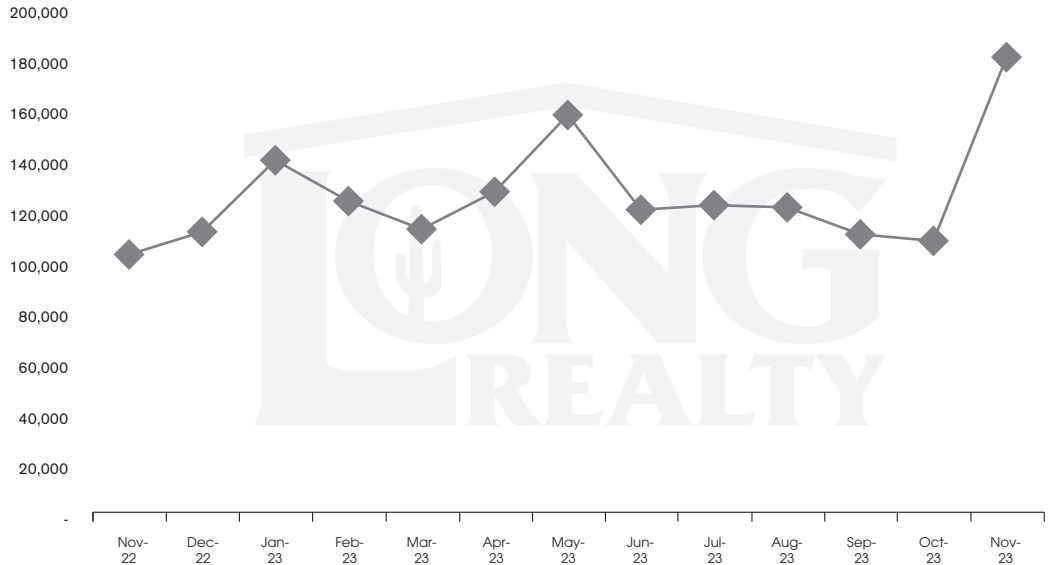


MEDIAN SOLD PRICE

TUCSON LAND

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

Nov 2022	Nov 2023
84.1%	93.1%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 12/06/2023 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 12/01/2022 – 11/30/2023 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 21.7%

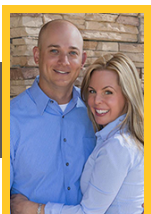
Tierra Antigua Realty 13.4%

Realty Executives Arizona Territory 9.0%

Coldwell Banker Realty 4.3%

Omni Homes International 3.5%

Jvincent Company LLC 3.0%



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THE LAND REPORT

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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
		Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23			
\$1 - 49,999	79	16	10	18	12	18	6	13.2	6.6	Slightly Buyer
\$50,000 - 74,999	64	8	9	10	7	4	3	21.3	13.5	Buyer
\$75,000 - 99,999	87	8	8	3	10	6	7	12.4	10.0	Buyer
\$100,000 - 124,999	44	4	4	2	7	13	3	14.7	4.6	Slightly Seller
\$125,000 - 149,999	48	8	8	5	6	4	3	16.0	11.2	Buyer
\$150,000 - 174,999	46	12	5	5	13	2	5	9.2	6.9	Slightly Buyer
\$175,000 - 199,999	52	4	3	7	4	2	5	10.4	13.0	Buyer
\$200,000 - 224,999	36	2	5	6	0	2	2	18.0	28.8	Buyer
\$225,000 - 249,999	36	3	1	2	0	5	1	36.0	16.7	Buyer
\$250,000 - 274,999	38	0	1	1	0	1	0	n/a	109.0	Buyer
\$275,000 - 299,999	20	1	1	0	0	1	2	10.0	21.7	Buyer
\$300,000 - 349,999	33	1	0	3	1	1	1	33.0	29.7	Buyer
\$350,000 - 399,999	41	1	1	0	1	1	1	41.0	36.0	Buyer
\$400,000 - 499,999	37	0	0	0	1	1	0	n/a	49.0	Buyer
\$500,000 - 599,999	24	0	0	1	1	0	0	n/a	63.0	Buyer
\$600,000 - 699,999	15	2	1	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	8	1	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	10	0	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	2	0	0	0	0	0	1	2.0	6.0	Balanced
\$1,000,000 - and over	21	2	0	0	0	0	2	10.5	33.0	Buyer
TOTAL	741	73	57	64	63	61	42	17.6	12.7	Buyer



Seller's Market



Slight Seller's Market



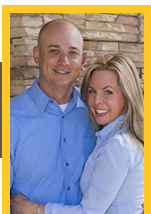
Balanced Market



Slight Buyer's Market



Buyer's Market



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Long Realty Company

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 12/06/2023. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2023-11/30/2023. Information is believed to be reliable, but not guaranteed.