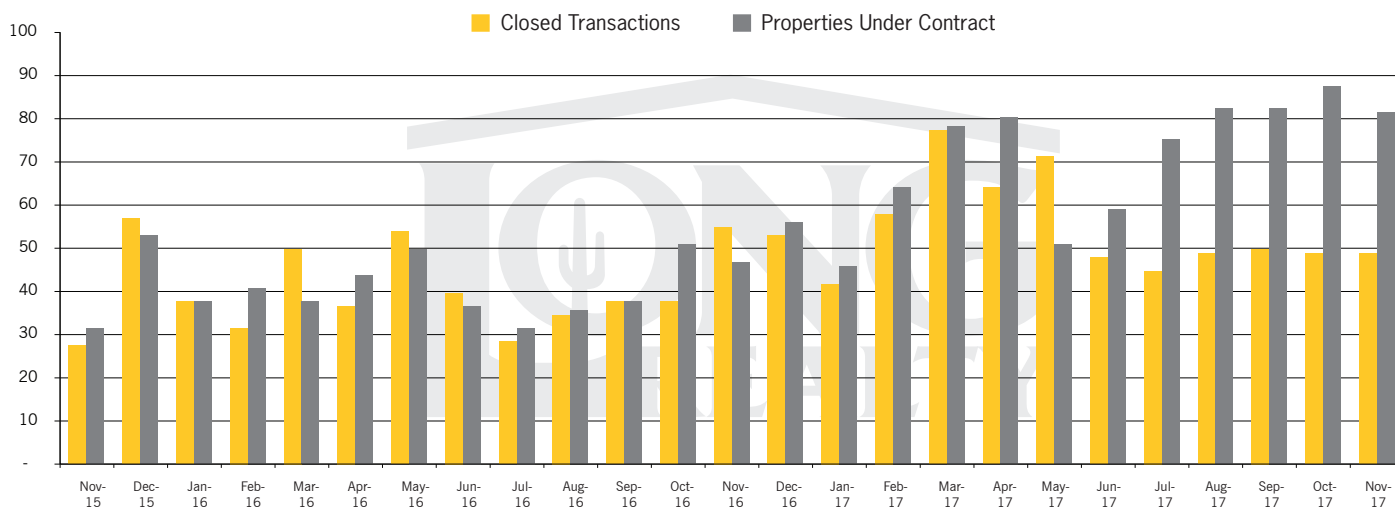




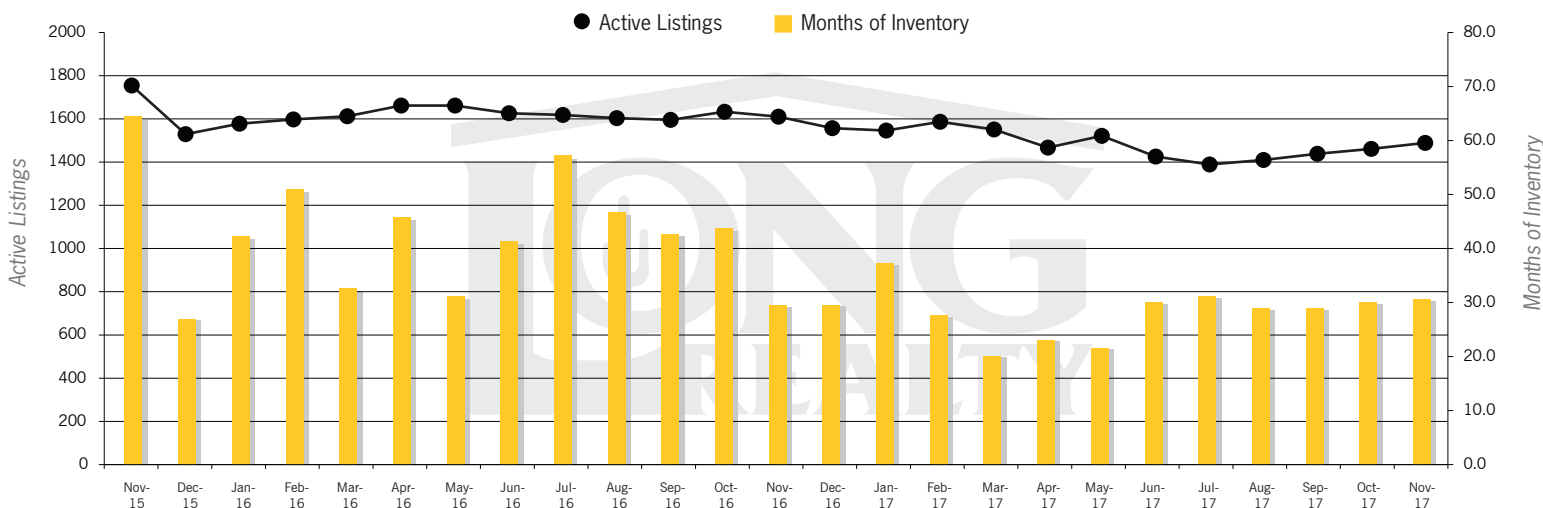
## Tucson | December 2017

In the Tucson Lot and Land market, November 2017 active inventory was 1,483, an 8% decrease from November 2016. There were 48 closings in November 2017, an 11% decrease from November 2016. Year-to-date 2017 there were 600 closings, a 38% increase from year-to-date 2016. Months of Inventory was 30.9, up from 29.7 in November 2016. Median price of sold lots was \$50,000 for the month of November 2017, up 5% from November 2016. The Tucson Lot and Land area had 80 new properties under contract in November 2017, up 74% from November 2016.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LAND



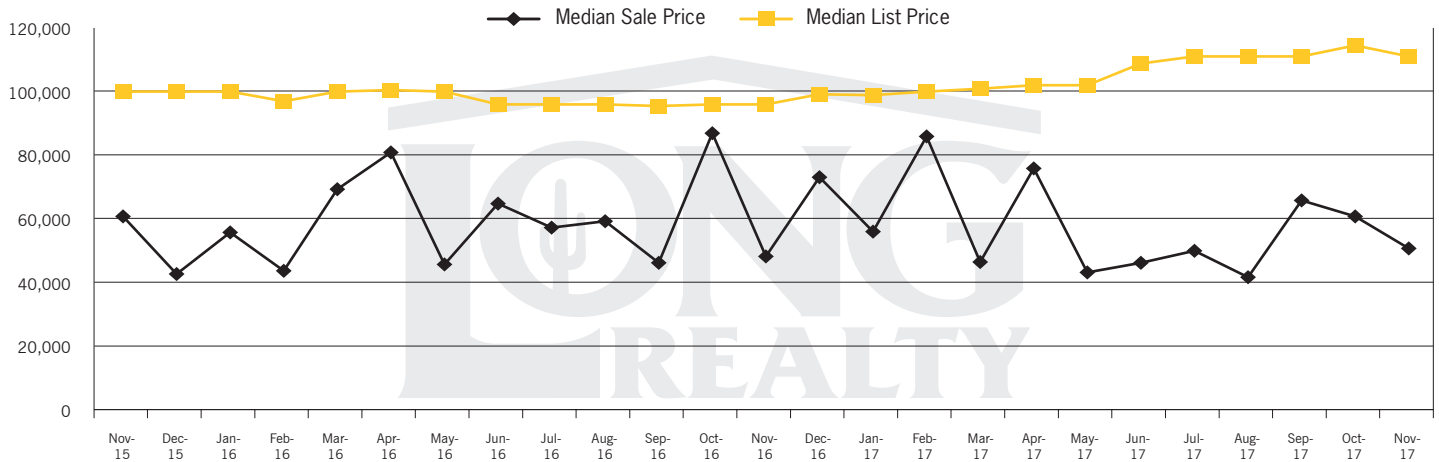
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND



*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
 All data obtained 12/05/2017 is believed to be reliable, but not guaranteed.*

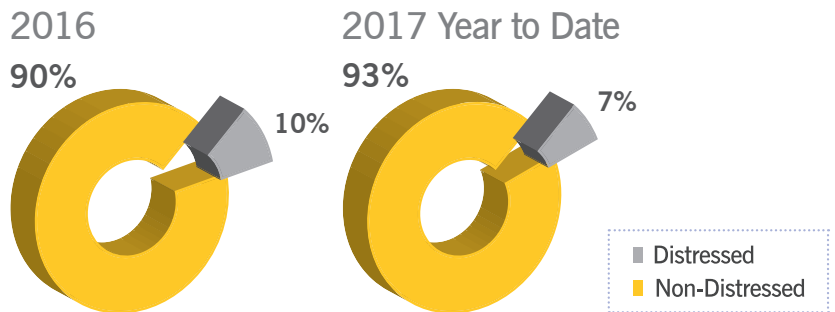


## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LAND



## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LAND

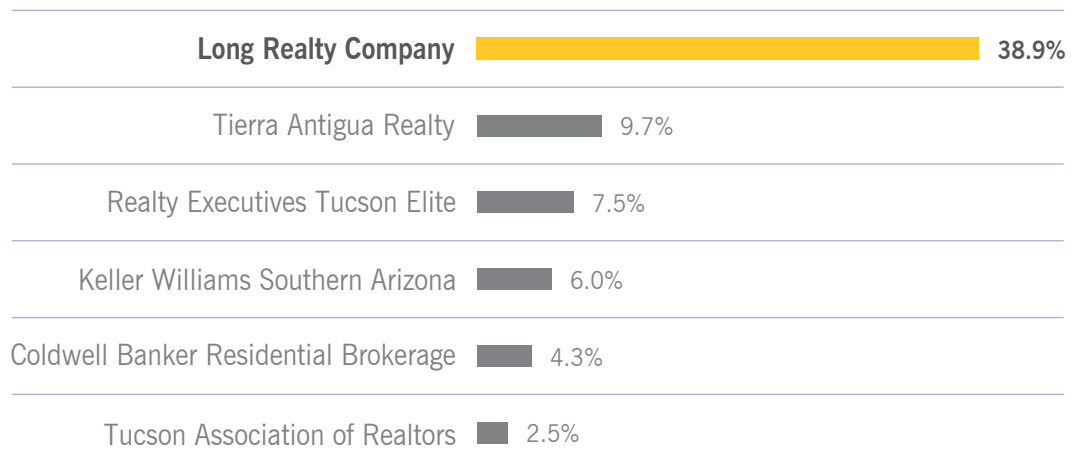
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



## MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 12/05/2017 from MLSSAZ using BrokerMetrics software for all closed lots and land sales volume between 12/01/2016 – 11/30/2017 rounded to the nearest tenth of one percent and deemed to be correct.





## 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-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17			
\$1 - 49,999	366	27	22	32	19	18	22	16.6	18.2	Buyer
\$50,000 - 74,999	167	5	3	5	10	9	5	33.4	20.5	Buyer
\$75,000 - 99,999	156	2	0	5	6	6	6	26.0	25.5	Buyer
\$100,000 - 124,999	102	3	7	1	4	7	1	102.0	24.3	Buyer
\$125,000 - 149,999	115	5	4	0	2	2	6	19.2	34.9	Buyer
\$150,000 - 174,999	85	2	3	4	2	2	1	85.0	50.4	Buyer
\$175,000 - 199,999	98	1	2	0	2	2	2	49.0	47.3	Buyer
\$200,000 - 224,999	55	2	2	1	2	1	0	n/a	54.7	Buyer
\$225,000 - 249,999	62	0	0	1	0	2	0	n/a	90.5	Buyer
\$250,000 - 274,999	37	1	1	0	0	1	2	18.5	37.0	Buyer
\$275,000 - 299,999	48	0	0	0	1	0	0	n/a	147.0	Buyer
\$300,000 - 349,999	39	1	0	0	1	0	0	n/a	112.0	Buyer
\$350,000 - 399,999	30	0	0	0	0	0	2	15.0	49.5	Buyer
\$400,000 - 499,999	39	0	0	0	0	0	1	39.0	104.0	Buyer
\$500,000 - 599,999	24	0	0	2	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	9	0	0	0	1	0	0	n/a	22.0	Buyer
\$700,000 - 799,999	11	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	10	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	26	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>1,483</b>	<b>49</b>	<b>44</b>	<b>51</b>	<b>50</b>	<b>50</b>	<b>48</b>	<b>30.9</b>	<b>29.5</b>	<b>Buyer</b>



The Tucson Land Report is comprised of data for Lots & Land properties in MLSSAZ for the Tucson Metro area. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.

*Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 12/05/2017.*

*3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2017 - 11/30/2017. Information is believed to be reliable, but not guaranteed.*