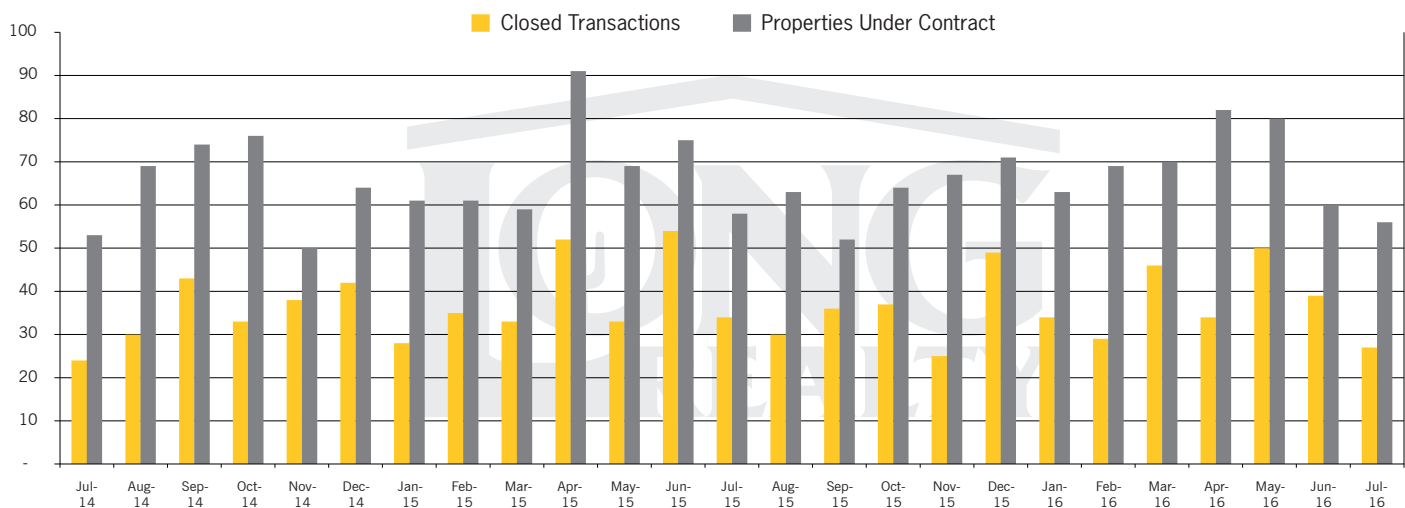




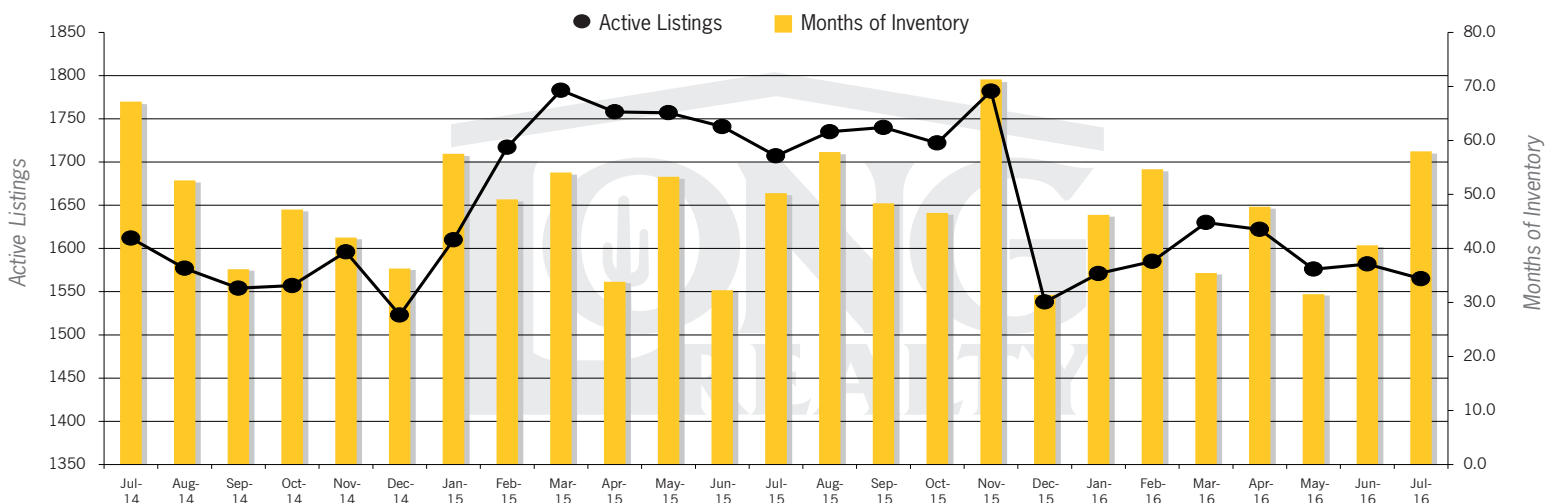
Tucson | August 2016

In the Tucson Lot and Land market, July 2016 active inventory was 1,565, an 8% decrease from July 2015. There were 27 closings in July 2016, a 21% decrease from July 2015. Year-to-date 2016 there were 274 closings, a 5% decrease from year-to-date 2015. Months of Inventory was 58.0, up from 50.2 in July 2015. Median price of sold lots was \$48,000 for the month of July 2016, down 54% from July 2015. The Tucson Lot and Land area had 56 new properties under contract in July 2016, down 3% from July 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LAND



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND

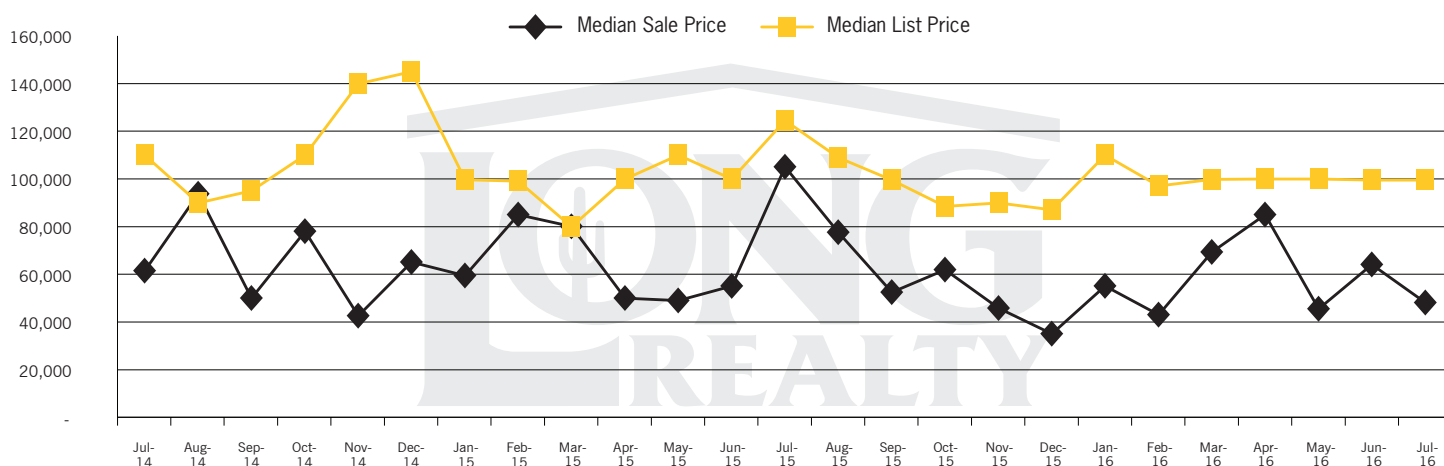


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/03/2016 is believed to be reliable, but not guaranteed.



Tucson | August 2016

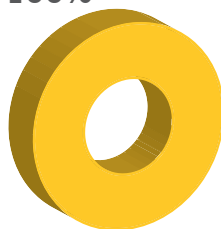
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LAND



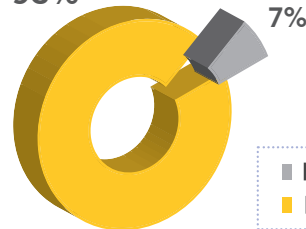
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LAND

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.

2015
100%



2016 Year to Date
93%

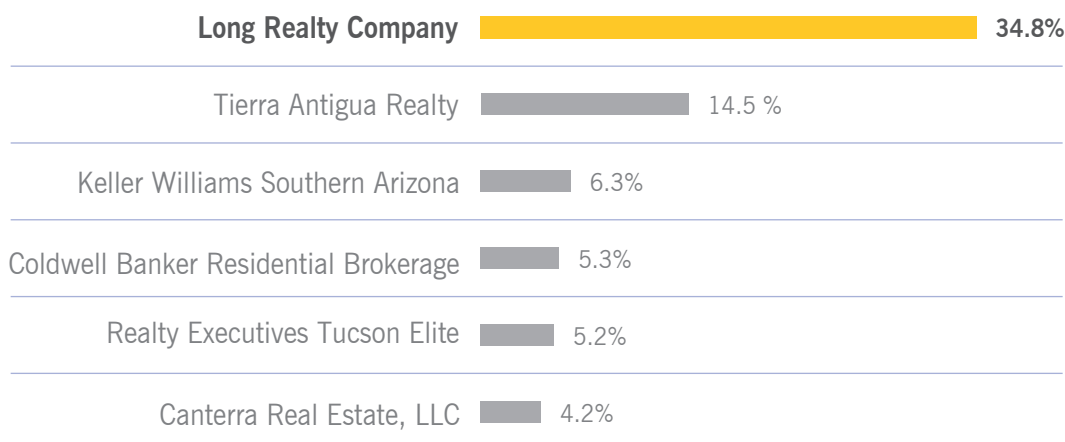


■ Distressed
■ Non-Distressed

MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 08/03/2016 from MLSSAZ using BrokerMetrics software for all closed lots and land sales volume between 08/01/2015 – 07/31/2016 rounded to the nearest tenth of one percent and deemed to be correct.





Tucson | August 2016

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
		Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16			
\$1 - 49,999	426	18	17	13	28	18	14	30.4	21.3	Buyer
\$50,000 - 74,999	201	3	9	3	6	4	1	201.0	51.2	Buyer
\$75,000 - 99,999	167	5	7	4	5	4	4	41.8	39.7	Buyer
\$100,000 - 124,999	95	1	10	4	3	3	3	31.7	32.3	Buyer
\$125,000 - 149,999	114	1	0	1	1	5	0	n/a	57.7	Buyer
\$150,000 - 174,999	79	0	1	1	3	2	1	79.0	41.8	Buyer
\$175,000 - 199,999	93	0	2	5	4	1	3	31.0	35.3	Buyer
\$200,000 - 224,999	42	2	0	3	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	70	0	1	1	0	1	0	n/a	208.0	Buyer
\$250,000 - 274,999	35	1	0	1	1	0	0	n/a	110.0	Buyer
\$275,000 - 299,999	57	0	0	0	0	1	0	n/a	166.0	Buyer
\$300,000 - 349,999	31	0	0	0	0	1	0	n/a	102.0	Buyer
\$350,000 - 399,999	47	0	0	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	32	0	0	0	1	0	1	32.0	47.0	Buyer
\$500,000 - 599,999	34	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	11	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	9	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	6	0	1	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	11	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	1,565	31	48	36	52	40	27	58.0	39.7	Buyer

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

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 08/03/2016.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2016 - 07/31/2016. Information is believed to be reliable, but not guaranteed.