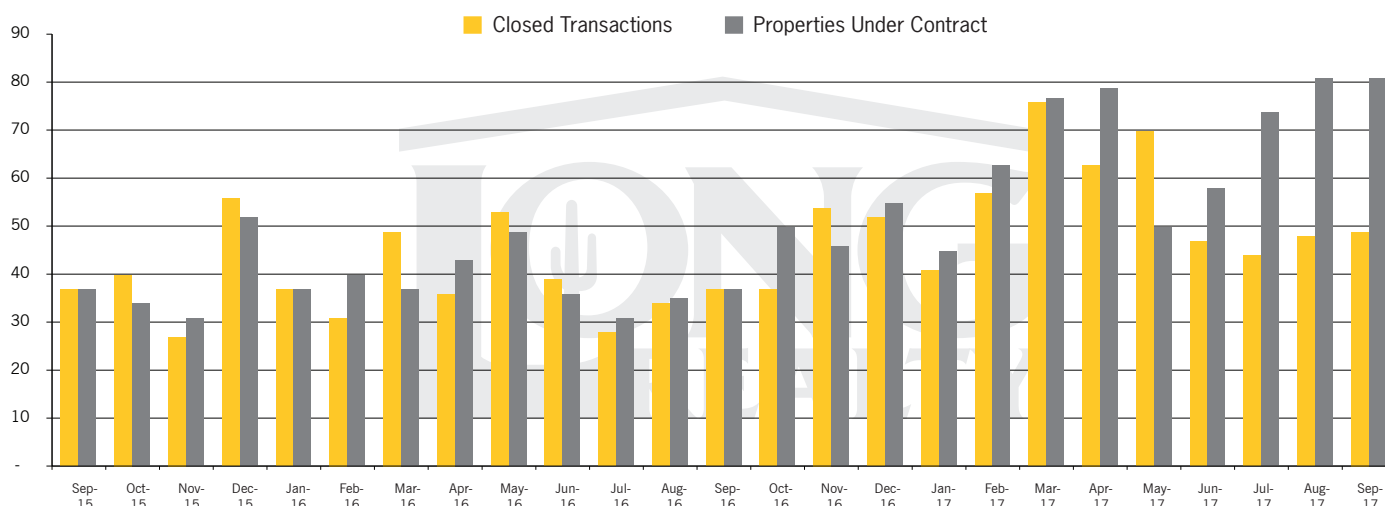




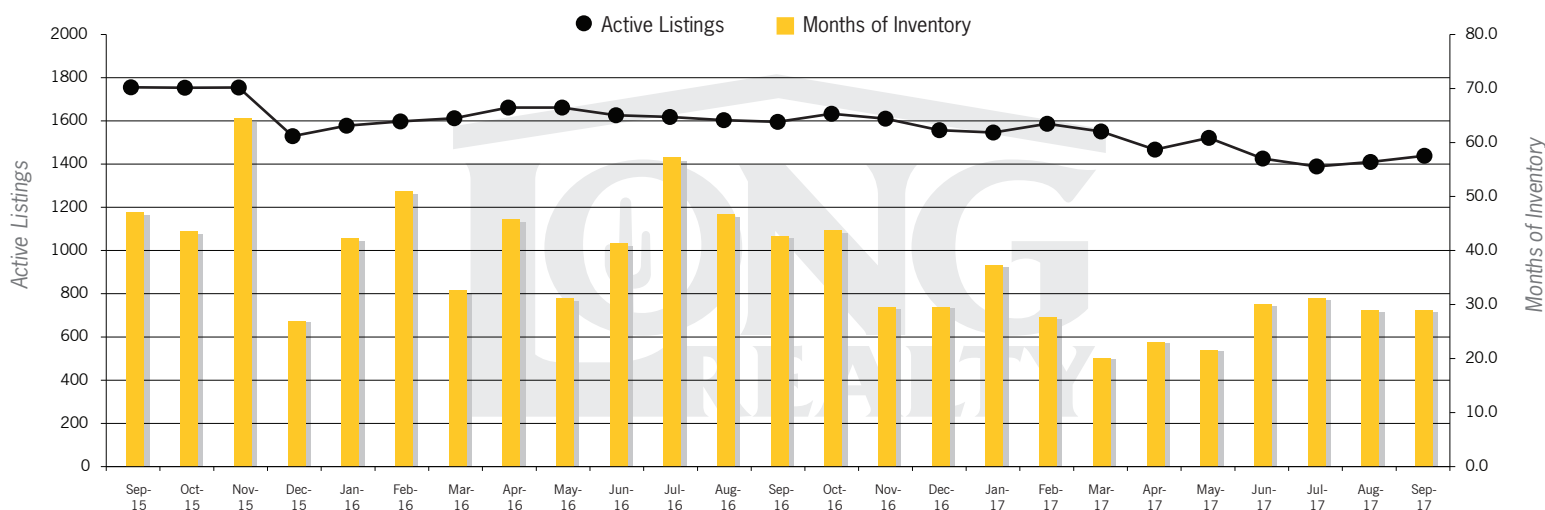
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In the Tucson Lot and Land market, September 2017 active inventory was 1,432, a 10% decrease from September 2016. There were 49 closings in September 2017, a 32% increase from September 2016. Year-to-date 2017 there were 474 closings, a 48% increase from year-to-date 2016. Months of Inventory was 29.2, down from 43.0 in September 2016. Median price of sold lots was \$65,000 for the month of September 2017, up 43% from September 2016. The Tucson Lot and Land area had 81 new properties under contract in September 2017, up 119% from September 2016.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LAND



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND

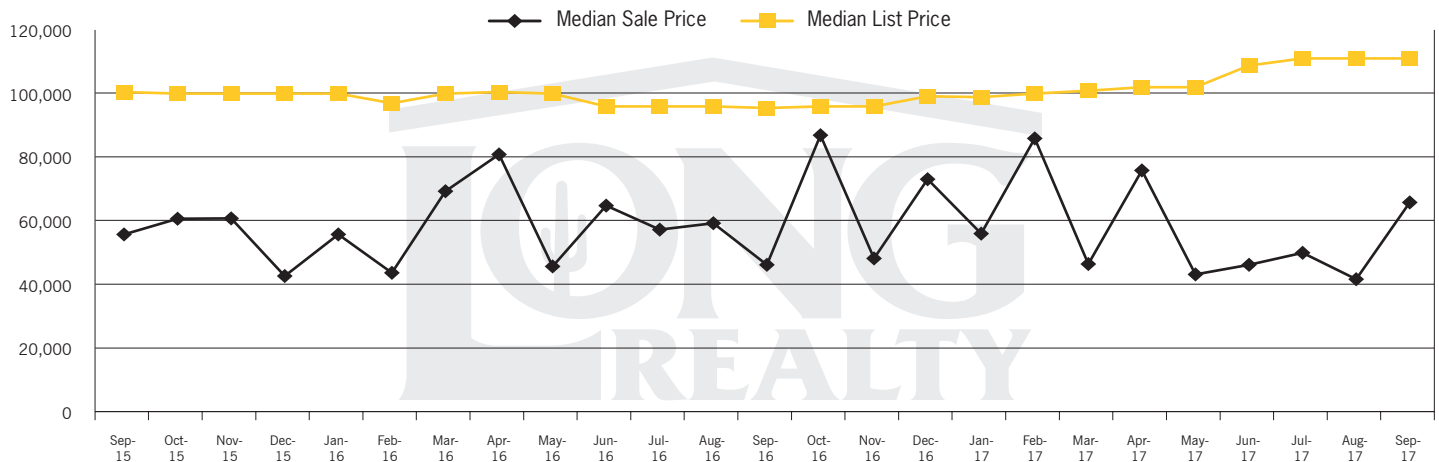


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/04/2017 is believed to be reliable, but not guaranteed.*



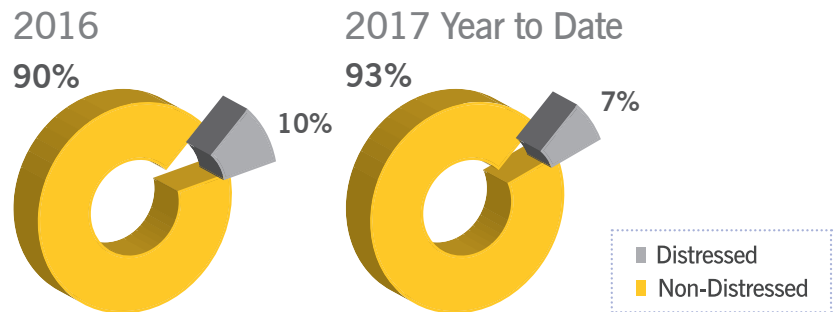
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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LAND



DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LAND

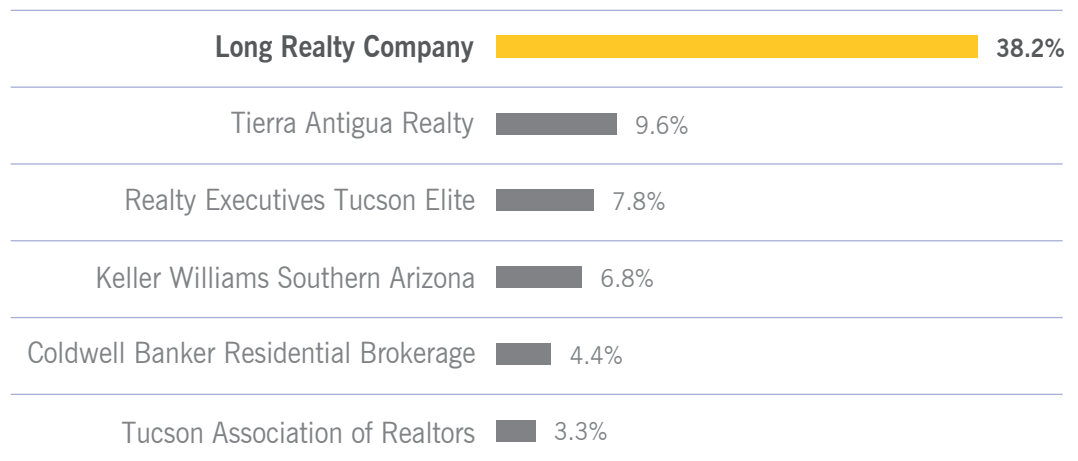
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 10/04/2017 from MLSSAZ using BrokerMetrics software for all closed lots and land sales volume between 10/01/2016 – 09/30/2017 rounded to the nearest tenth of one percent and deemed to be correct.





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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
		Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17			
\$1 - 49,999	345	26	39	27	22	31	19	18.2	13.9	Buyer
\$50,000 - 74,999	165	5	9	5	3	5	9	18.3	28.7	Buyer
\$75,000 - 99,999	149	10	2	2	0	5	6	24.8	42.0	Buyer
\$100,000 - 124,999	95	4	8	3	7	1	4	23.8	24.0	Buyer
\$125,000 - 149,999	114	2	3	5	4	0	2	57.0	56.8	Buyer
\$150,000 - 174,999	83	2	2	2	3	4	2	41.5	24.8	Buyer
\$175,000 - 199,999	89	1	1	1	2	0	2	44.5	67.3	Buyer
\$200,000 - 224,999	59	2	1	2	2	1	2	29.5	34.8	Buyer
\$225,000 - 249,999	58	1	2	0	0	1	0	n/a	162.0	Buyer
\$250,000 - 274,999	38	2	0	1	1	0	0	n/a	106.0	Buyer
\$275,000 - 299,999	49	0	0	0	0	0	1	49.0	148.0	Buyer
\$300,000 - 349,999	36	5	0	1	0	0	1	36.0	105.0	Buyer
\$350,000 - 399,999	35	2	0	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	30	0	3	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	28	0	0	0	0	2	0	n/a	43.5	Buyer
\$600,000 - 699,999	7	0	0	0	0	0	1	7.0	22.0	Buyer
\$700,000 - 799,999	12	1	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	8	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	27	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	1,432	63	71	49	44	50	49	29.2	29.5	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 10/04/2017.

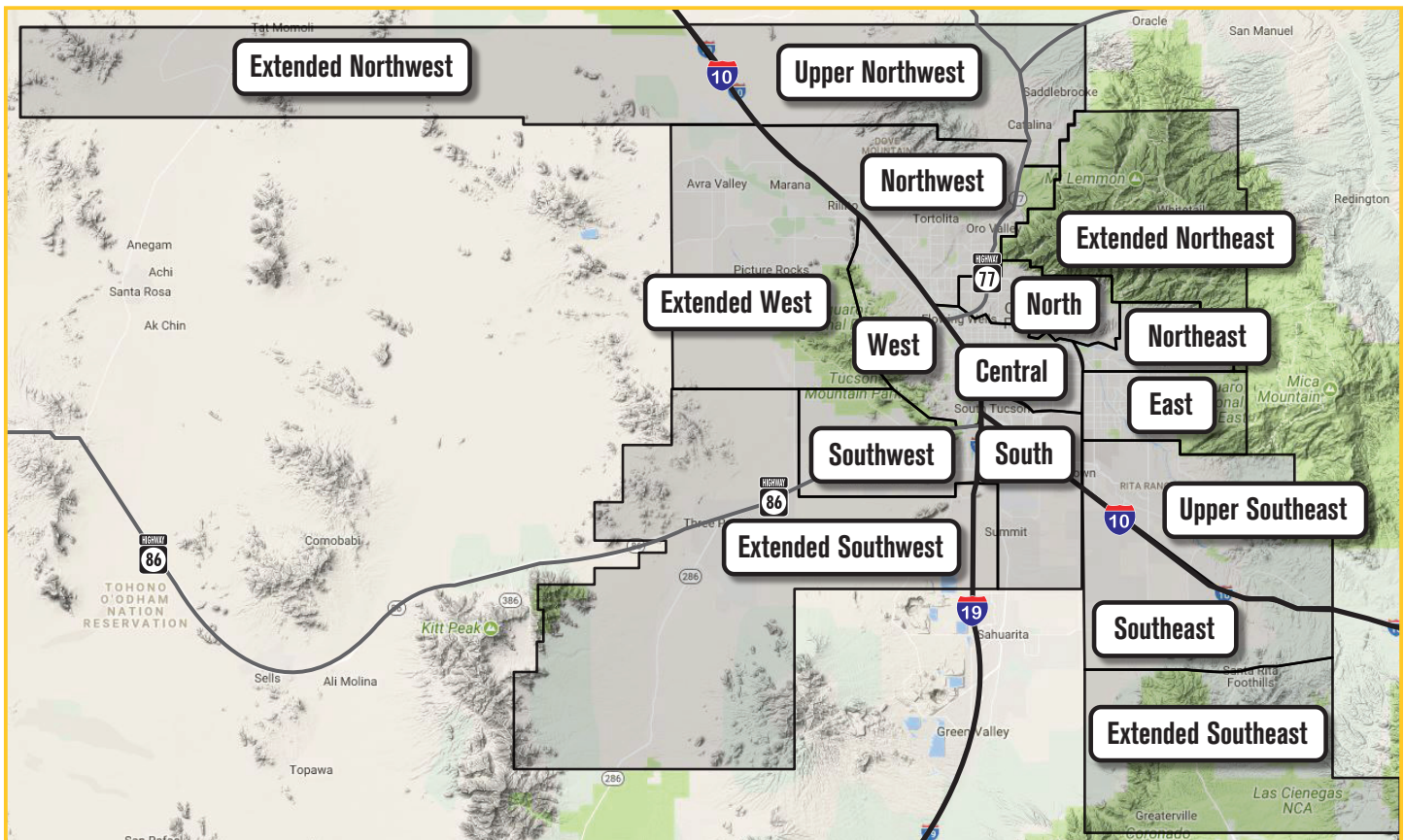
3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2017 - 09/30/2017. Information is believed to be reliable, but not guaranteed.



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The MLS of Southern Arizona made changes to the MLS Area boundaries in August of 2017. Those changes affected the area defined as "Tucson Land." Minor changes to the outlying boundaries, shown below, will result in some small changes in statistics.

All of the current and historical data have been updated to reflect the new boundaries.



IF YOU HAVE ANY QUESTIONS ABOUT THE LOCAL HOUSING MARKET, TALK TO ME.

How's the market?

You have questions,
I have the answers.

Talk To Me.

Where Every Home & Every Person *Matters*