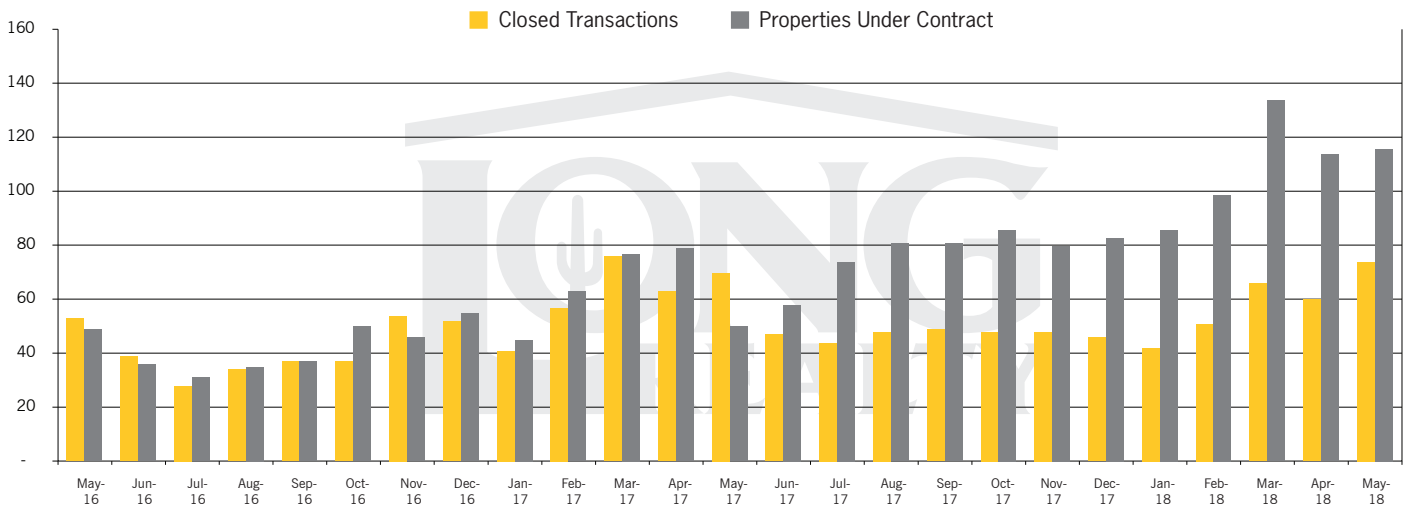




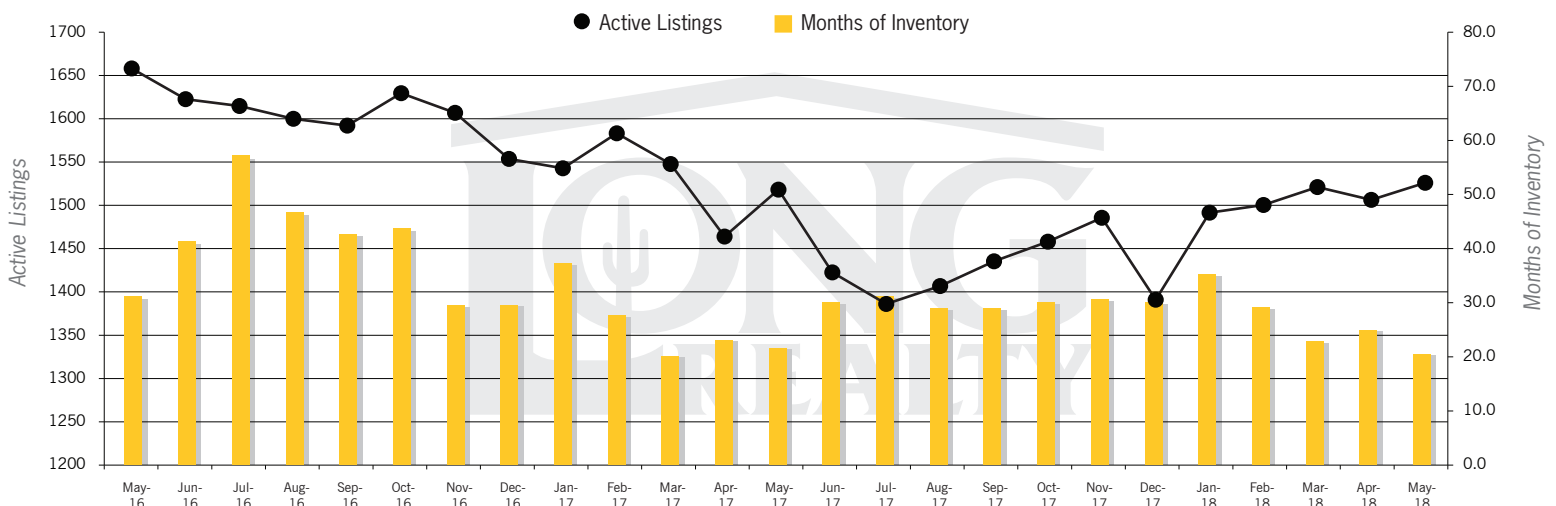
Tucson | June 2018

In the Tucson Lot and Land market, May 2018 active inventory was 1,524, virtually unchanged from May 2017. There were 74 closings in May 2018, a 6% increase from May 2017. Year-to-date 2018 there were 313 closings, a 2% increase from year-to-date 2017. Months of Inventory was 20.6, down from 21.7 in May 2017. Median price of sold lots was \$75,000 for the month of May 2018, up 77% from May 2017. The Tucson Lot and Land area had 116 new properties under contract in May 2018, up 132% from May 2017.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND

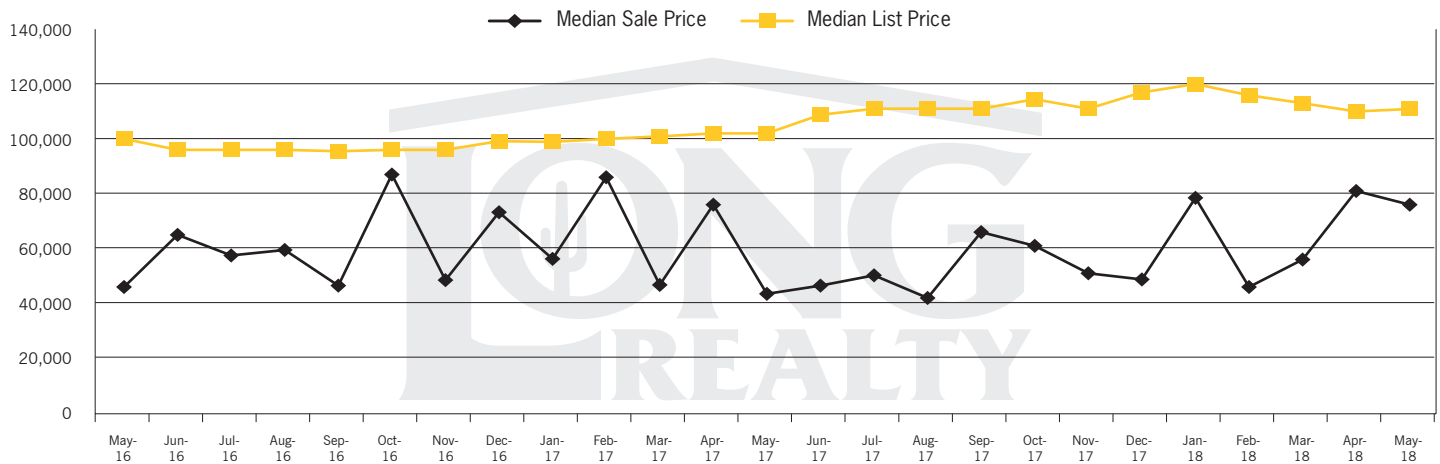


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 06/05/2018 is believed to be reliable, but not guaranteed.



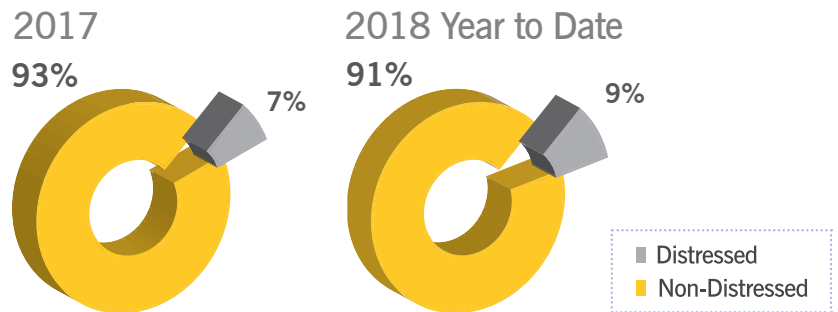
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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LAND



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

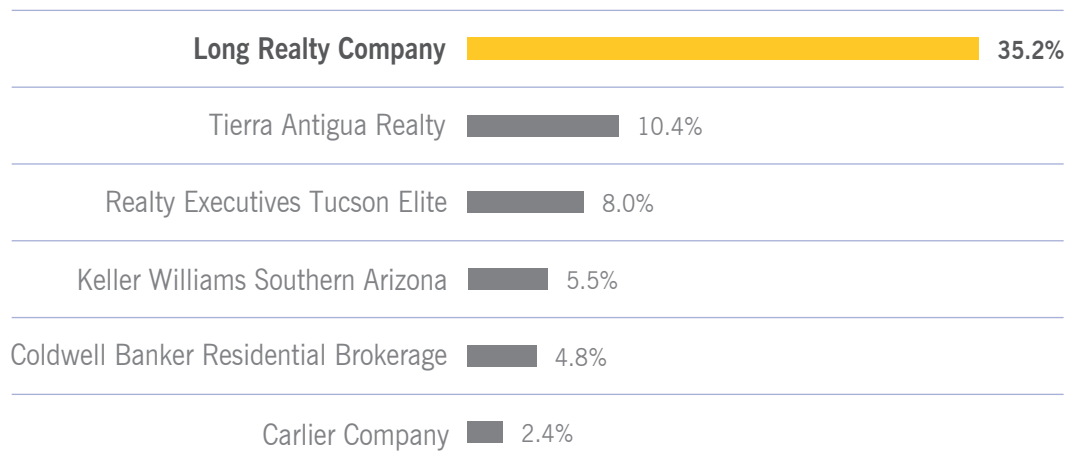
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



## MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 06/05/2018 from MLSSAZ using BrokerMetrics software for all closed lots and land sales volume between 06/01/2017 – 05/31/2018 rounded to the nearest tenth of one percent and deemed to be correct.





# The Land Report

Stephen Woodall | (520) 818-4504  
Stephen@TeamWoodall.com | TeamWoodall.com



Tucson | June 2018

## 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
		Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18			
\$1 - 49,999	413	25	14	29	29	25	27	15.3	15.2	Buyer
\$50,000 - 74,999	137	5	8	7	12	6	9	15.2	15.6	Buyer
\$75,000 - 99,999	157	5	9	4	4	10	11	14.3	19.2	Buyer
\$100,000 - 124,999	95	1	5	6	2	7	4	23.8	21.3	Buyer
\$125,000 - 149,999	122	5	3	4	9	3	2	61.0	25.9	Buyer
\$150,000 - 174,999	97	3	2	3	5	5	7	13.9	17.0	Buyer
\$175,000 - 199,999	114	2	1	1	3	5	4	28.5	27.8	Buyer
\$200,000 - 224,999	56	1	2	1	1	1	3	18.7	32.6	Buyer
\$225,000 - 249,999	68	1	1	1	0	0	3	22.7	68.7	Buyer
\$250,000 - 274,999	31	1	2	1	0	0	2	15.5	45.5	Buyer
\$275,000 - 299,999	53	0	0	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	37	2	0	0	1	1	0	n/a	56.0	Buyer
\$350,000 - 399,999	24	0	0	0	1	0	1	24.0	37.5	Buyer
\$400,000 - 499,999	39	0	0	1	0	1	0	n/a	113.0	Buyer
\$500,000 - 599,999	25	0	0	1	1	0	1	25.0	39.0	Buyer
\$600,000 - 699,999	10	0	0	0	0	1	0	n/a	30.0	Buyer
\$700,000 - 799,999	11	0	0	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	6	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	24	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>1,524</b>	<b>51</b>	<b>47</b>	<b>59</b>	<b>68</b>	<b>65</b>	<b>74</b>	<b>20.6</b>	<b>22.0</b>	<b>Buyer</b>

				
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 06/05/2018.*

*3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2018 - 05/31/2018. Information is believed to be reliable, but not guaranteed.*