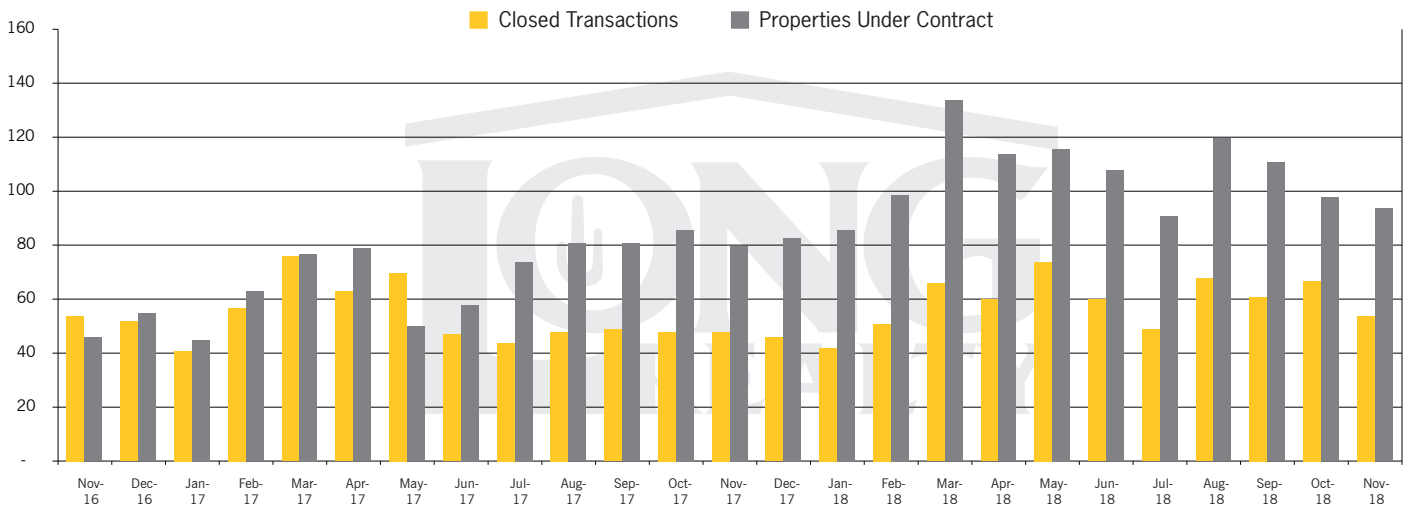




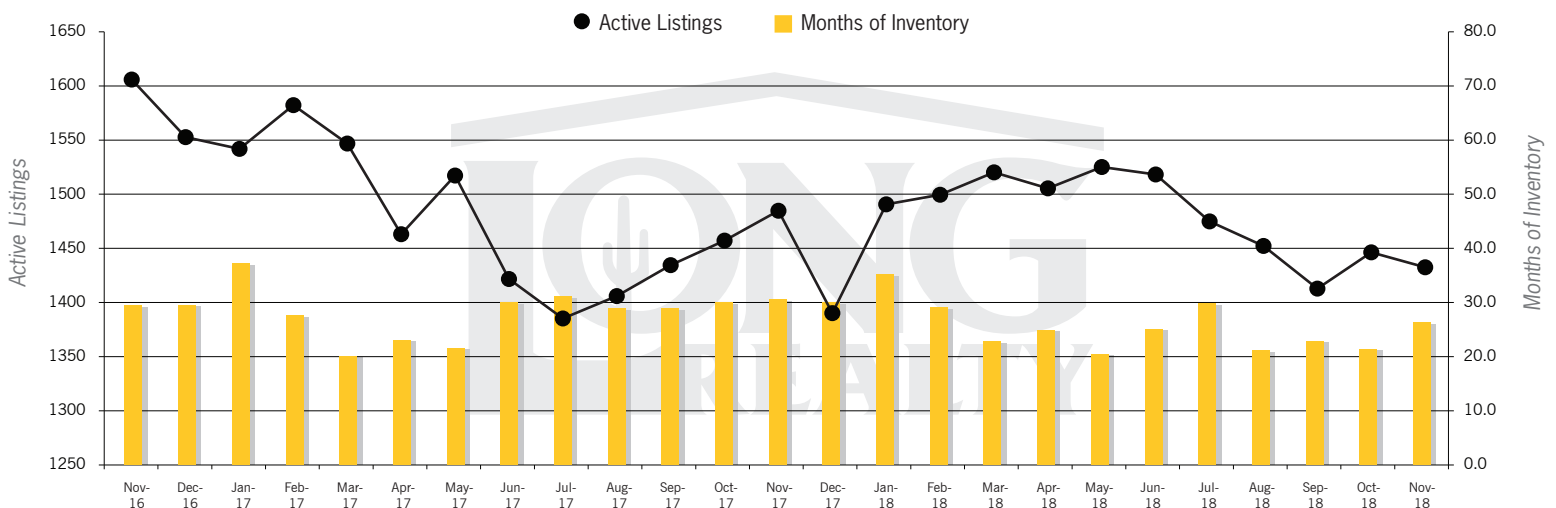
Tucson | December 2018

In the Tucson Lot and Land market, November 2018 active inventory was 1,430, a 4% decrease from November 2017. There were 54 closings in November 2018, a 13% increase from November 2017. Year-to-date 2018 there were 695 closings, a 15% increase from year-to-date 2017. Months of Inventory was 26.5, down from 30.9 in November 2017. Median price of sold lots was \$55,000 for the month of November 2018, up 10% from November 2017. The Tucson Lot and Land area had 94 new properties under contract in November 2018, up 18% from November 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LAND



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND

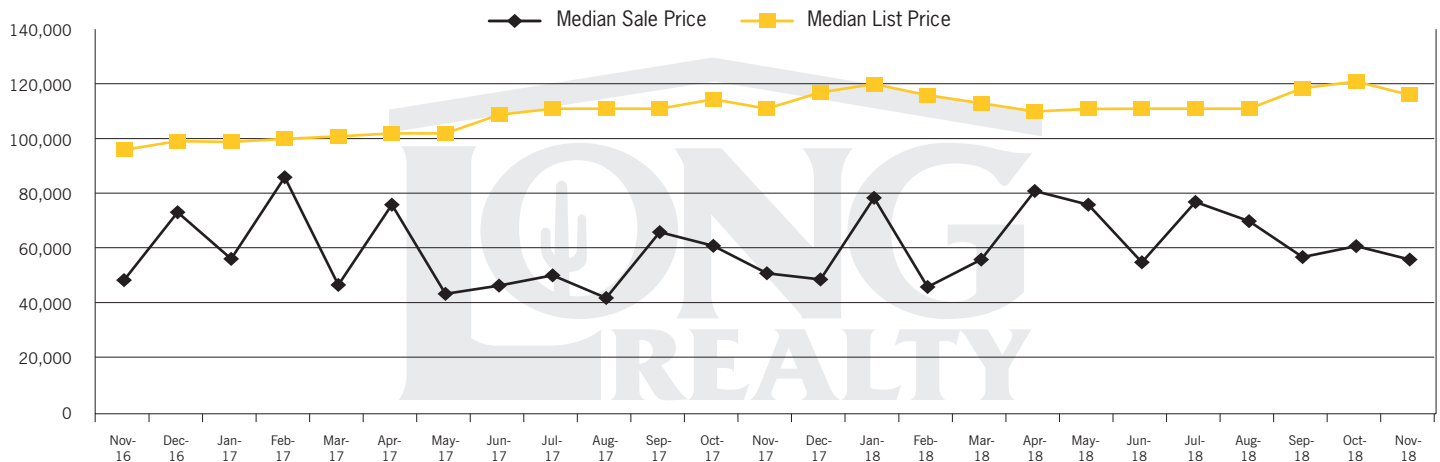


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 12/05/2018 is believed to be reliable, but not guaranteed.



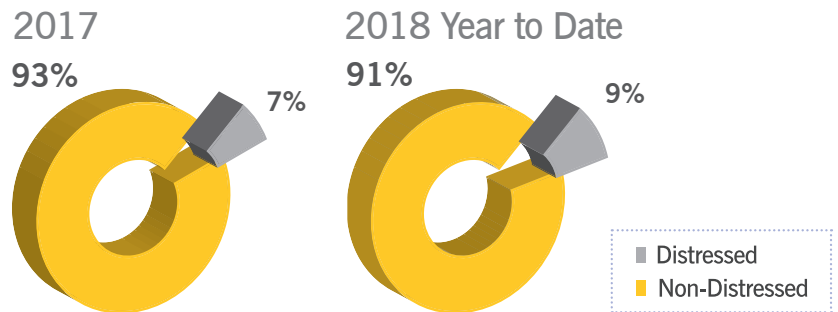
Tucson | December 2018

MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LAND



DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LAND

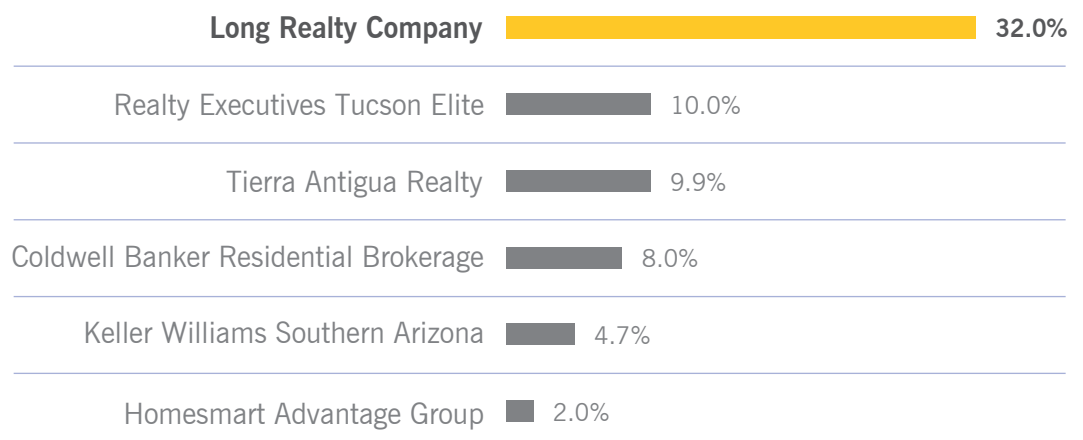
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 12/05/2018 from MLSSAZ using BrokerMetrics software for all closed lots and land sales volume between 12/01/2017 – 11/30/2018 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



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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-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18			
\$1 - 49,999	326	30	16	27	32	29	25	13.0	11.5	Buyer
\$50,000 - 74,999	130	11	9	13	10	8	8	16.3	15.3	Buyer
\$75,000 - 99,999	174	8	8	11	9	4	5	34.8	28.1	Buyer
\$100,000 - 124,999	102	2	5	3	5	3	3	34.0	25.9	Buyer
\$125,000 - 149,999	126	3	0	4	4	9	0	n/a	28.8	Buyer
\$150,000 - 174,999	103	3	6	3	1	3	7	14.7	28.5	Buyer
\$175,000 - 199,999	107	2	5	4	3	3	1	107.0	44.4	Buyer
\$200,000 - 224,999	48	1	2	1	0	1	0	n/a	142.0	Buyer
\$225,000 - 249,999	59	2	0	2	0	2	0	n/a	94.5	Buyer
\$250,000 - 274,999	32	0	0	0	1	0	0	n/a	95.0	Buyer
\$275,000 - 299,999	45	0	0	2	1	0	0	n/a	146.0	Buyer
\$300,000 - 349,999	38	1	0	0	1	2	0	n/a	36.3	Buyer
\$350,000 - 399,999	29	2	0	2	0	0	3	9.7	28.3	Buyer
\$400,000 - 499,999	39	0	0	0	0	1	1	39.0	59.5	Buyer
\$500,000 - 599,999	20	0	0	0	0	1	0	n/a	65.0	Buyer
\$600,000 - 699,999	9	0	0	0	0	2	0	n/a	14.5	Buyer
\$700,000 - 799,999	10	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	5	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	23	0	0	0	0	0	1	23.0	70.0	Buyer
TOTAL	1,430	65	51	72	67	68	54	26.5	22.7	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 12/05/2018.

3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2018-11/30/2018. Information is believed to be reliable, but not guaranteed.