

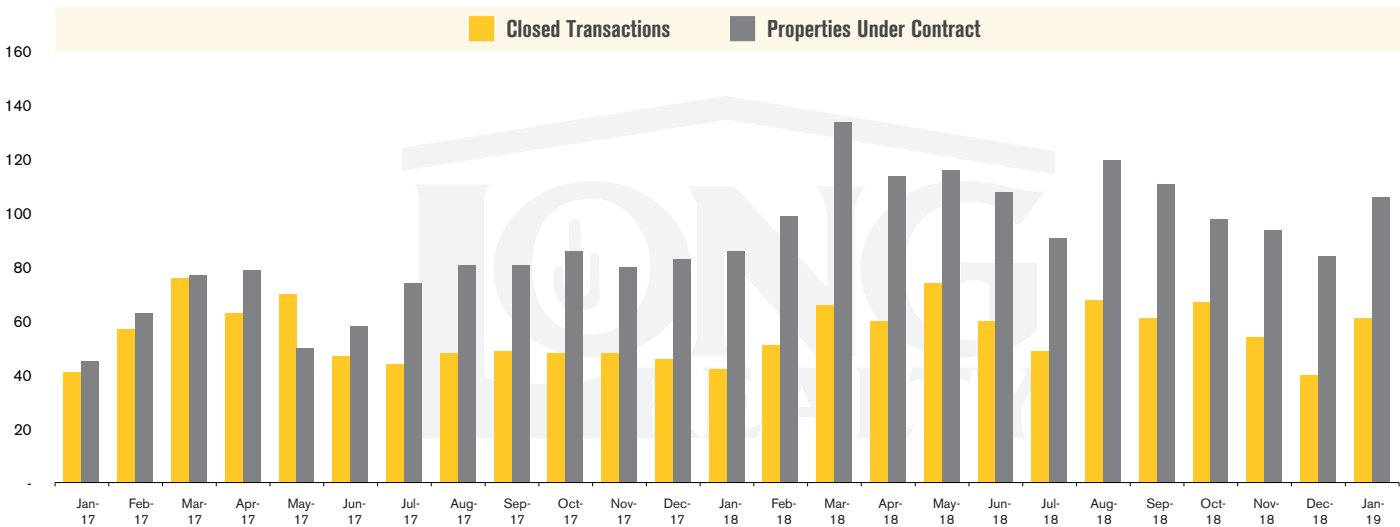
# THE LAND REPORT

TUCSON | FEBRUARY 2019

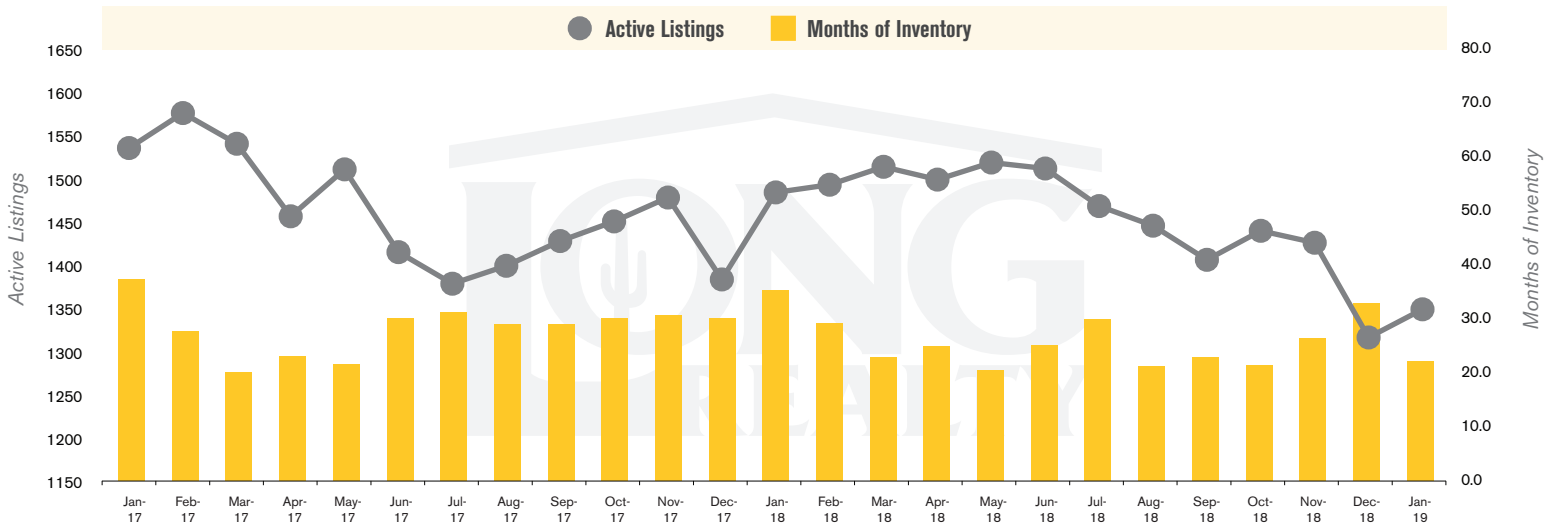


In the Tucson Lot and Land market, January 2019 active inventory was 1,352, a 9% decrease from January 2018. There were 61 closings in January 2019, a 45% increase from January 2018. Months of Inventory was 22.2, down from 35.5 in January 2018. Median price of sold lots was \$40,000 for the month of January 2019, down 48% from January 2018. The Tucson Lot and Land area had 106 new properties under contract in January 2019, up 23% from January 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON LAND)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON LAND)



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Long Realty Company

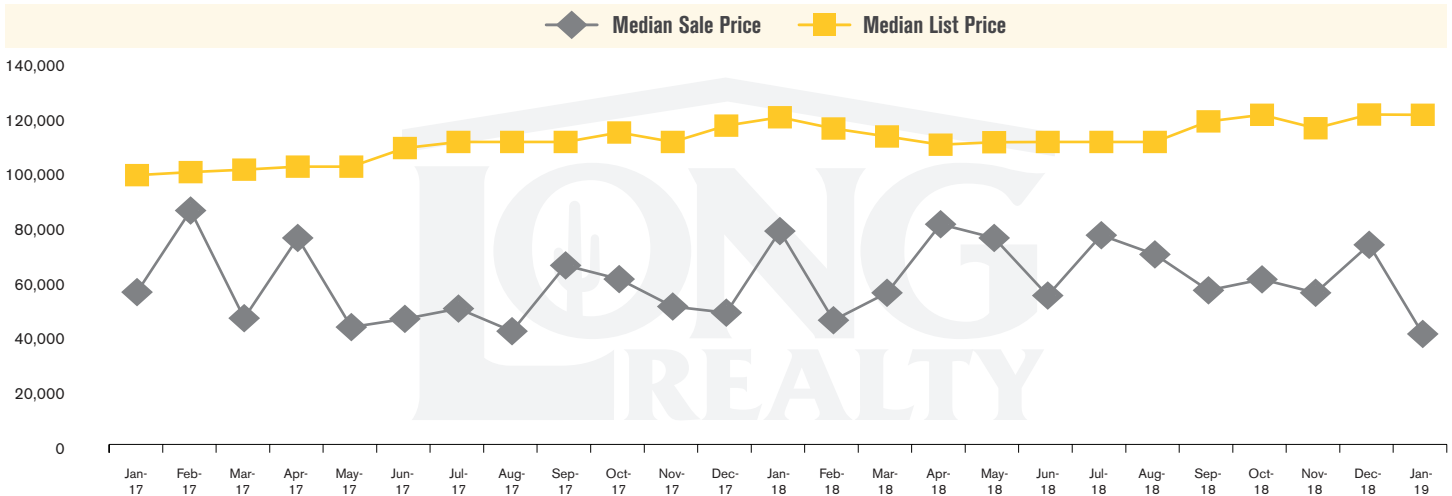
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 02/05/2019 is believed to be reliable, but not guaranteed.

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## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LAND)



## MARKET SHARE (TUCSON LAND)

**Long Realty leads the market in successful real estate sales.**

Data Obtained 02/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 02/01/2018 – 01/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

32.4%

Realty Executives Tucson Elite

10.8%

Tierra Antigua Realty

9.9%

Coldwell Banker Residential Brokerage

7.6%

Keller Williams Southern Arizona

3.7%

Russ Lyon Sotheby's

2.2%



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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
		Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19			
\$1 - 49,999	305	28	33	29	26	14	36	8.5	12.2	Buyer
\$50,000 - 74,999	121	13	10	8	10	8	7	17.3	15.1	Buyer
\$75,000 - 99,999	160	11	9	4	6	8	8	20.0	22.5	Buyer
\$100,000 - 124,999	95	3	5	3	3	2	0	n/a	58.6	Buyer
\$125,000 - 149,999	110	4	4	9	0	2	2	55.0	85.3	Buyer
\$150,000 - 174,999	99	3	1	3	7	2	1	99.0	29.7	Buyer
\$175,000 - 199,999	118	4	3	3	1	3	2	59.0	55.7	Buyer
\$200,000 - 224,999	43	1	0	1	0	0	3	14.3	42.0	Buyer
\$225,000 - 249,999	54	2	0	2	0	1	0	n/a	167.0	Buyer
\$250,000 - 274,999	31	0	1	0	0	1	1	31.0	47.0	Buyer
\$275,000 - 299,999	45	2	1	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	28	0	1	2	0	1	1	28.0	48.0	Buyer
\$350,000 - 399,999	30	2	0	0	3	2	0	n/a	18.4	Buyer
\$400,000 - 499,999	40	0	0	1	1	1	0	n/a	57.0	Buyer
\$500,000 - 599,999	16	0	0	1	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	10	0	0	2	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	12	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	4	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	26	0	0	0	1	0	0	n/a	74.0	Buyer
<b>TOTAL</b>	<b>1,352</b>	<b>73</b>	<b>68</b>	<b>68</b>	<b>58</b>	<b>45</b>	<b>61</b>	<b>22.2</b>	<b>25.0</b>	<b>Buyer</b>



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 02/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2018-01/31/2019. Information is believed to be reliable, but not guaranteed.