

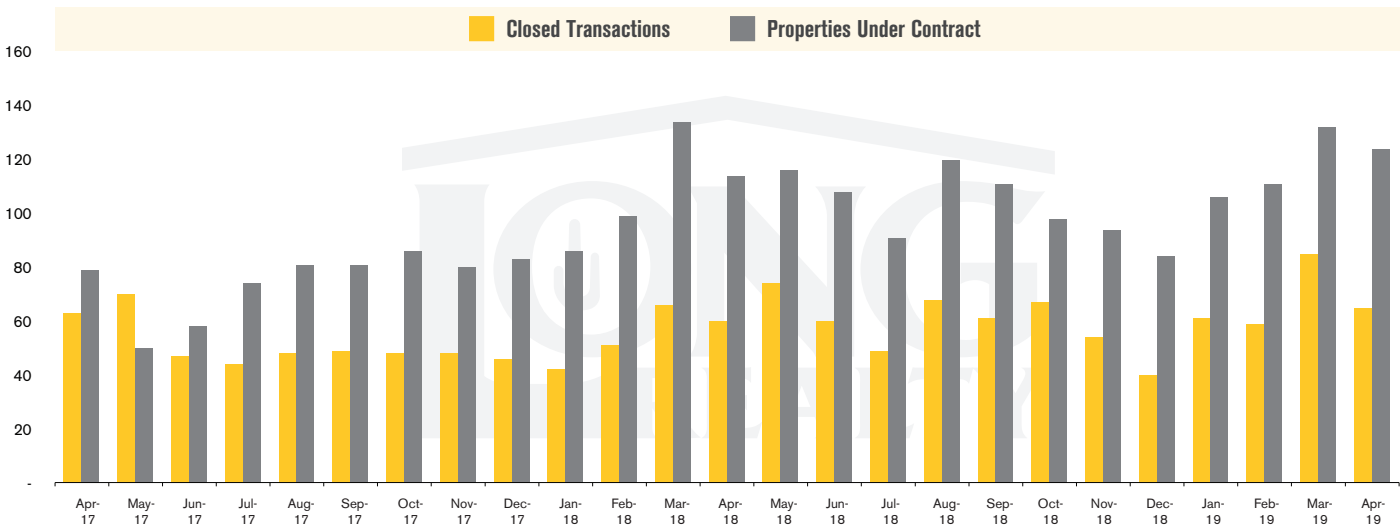
THE LAND REPORT

TUCSON | MAY 2019

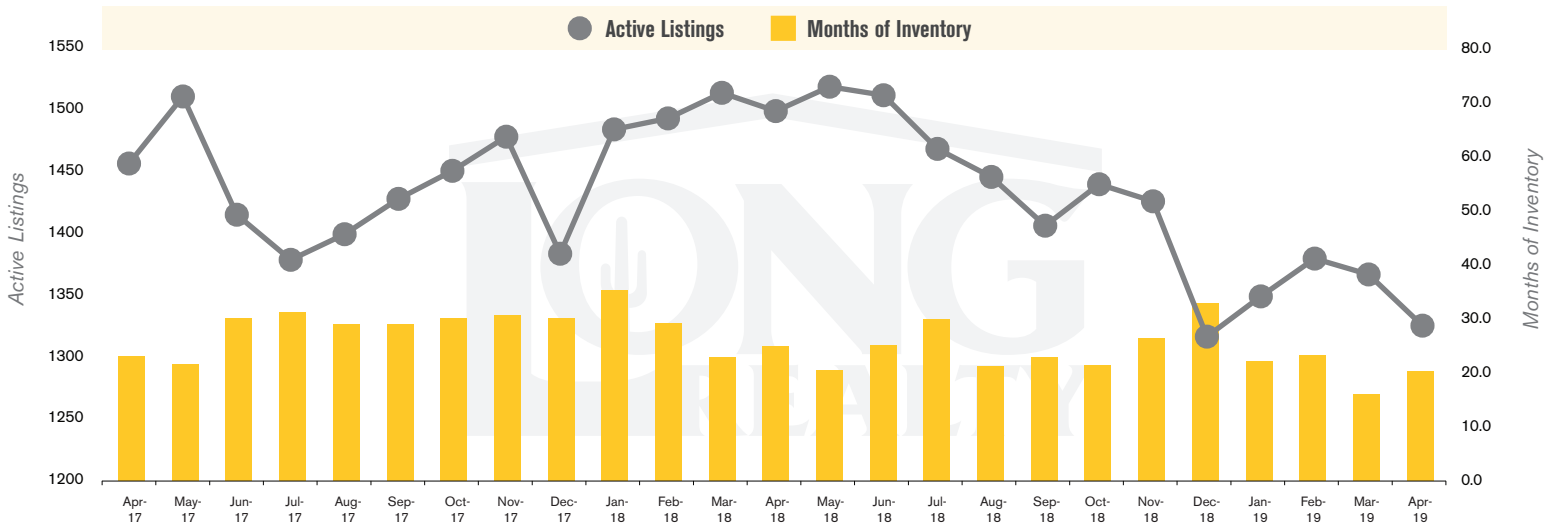


In the Tucson Lot and Land market, April 2019 active inventory was 1,328, a 12% decrease from April 2018. There were 65 closings in April 2019, an 8% increase from April 2018. Year-to-date 2019 there were 270 closings, a 23% increase from year-to-date 2018. Months of Inventory was 20.4, down from 25.1 in April 2018. Median price of sold lots was \$65,000 for the month of April 2019, down 19% from April 2018. The Tucson Lot and Land area had 124 new properties under contract in April 2019, up 9% from April 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON LAND)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON LAND)



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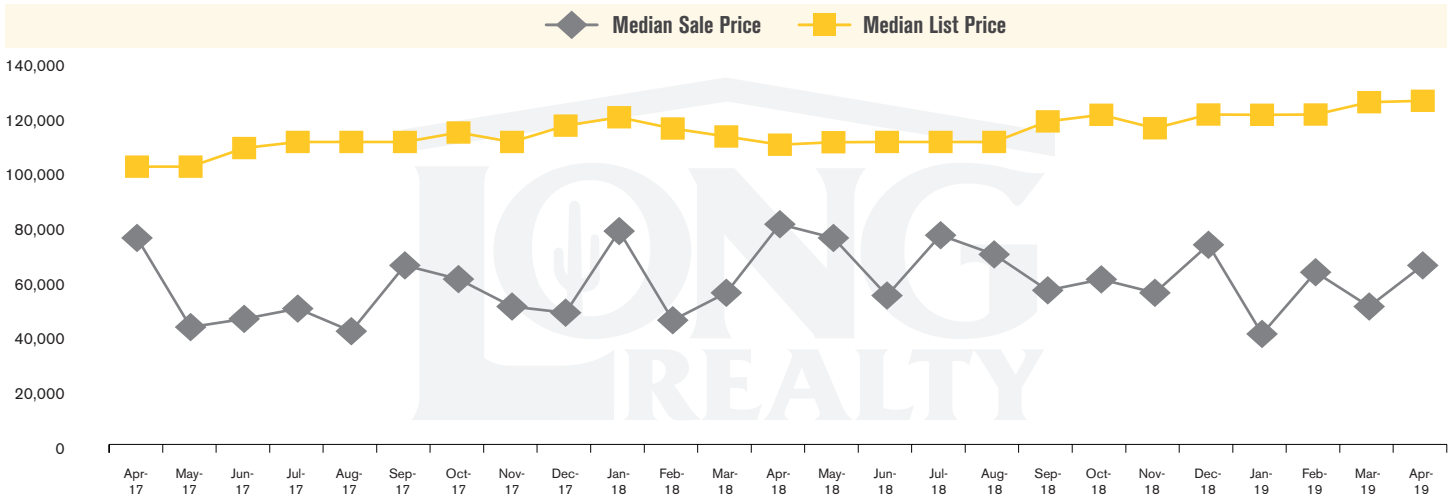
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/03/2019 is believed to be reliable, but not guaranteed.

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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 05/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 05/01/2018 – 04/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

31.4%

Realty Executives Tucson Elite

11.1%

Tierra Antigua Realty

10.2%

Coldwell Banker Residential Brokerage

8.9%

Keller Williams Southern Arizona

3.1%

Exp Realty

2.2%



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MARKET CONDITIONS BY PRICE BAND (TUCSON LAND)

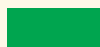
	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19			
\$1 - 49,999	247	26	14	38	25	41	29	8.5	8.4	Slightly Buyer
\$50,000 - 74,999	117	10	8	7	9	10	7	16.7	13.8	Buyer
\$75,000 - 99,999	161	6	8	8	7	15	13	12.4	14.0	Buyer
\$100,000 - 124,999	99	3	2	0	5	8	5	19.8	16.7	Buyer
\$125,000 - 149,999	112	0	2	2	6	3	2	56.0	31.5	Buyer
\$150,000 - 174,999	106	7	2	1	4	2	3	35.3	35.7	Buyer
\$175,000 - 199,999	119	1	3	2	1	4	2	59.5	50.9	Buyer
\$200,000 - 224,999	52	0	0	4	3	1	1	52.0	31.2	Buyer
\$225,000 - 249,999	54	0	1	1	0	2	1	54.0	55.7	Buyer
\$250,000 - 274,999	34	0	1	1	0	1	0	n/a	107.0	Buyer
\$275,000 - 299,999	41	0	0	0	0	1	0	n/a	131.0	Buyer
\$300,000 - 349,999	33	0	1	2	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	38	3	2	0	0	1	1	38.0	55.0	Buyer
\$400,000 - 499,999	34	1	1	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	16	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	14	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	9	0	0	0	0	0	1	9.0	31.0	Buyer
\$800,000 - 899,999	10	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	28	1	0	0	0	0	0	n/a	n/a	n/a
TOTAL	1,328	58	45	66	60	89	65	20.4	19.1	Buyer



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 05/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2019-04/30/2019. Information is believed to be reliable, but not guaranteed.