

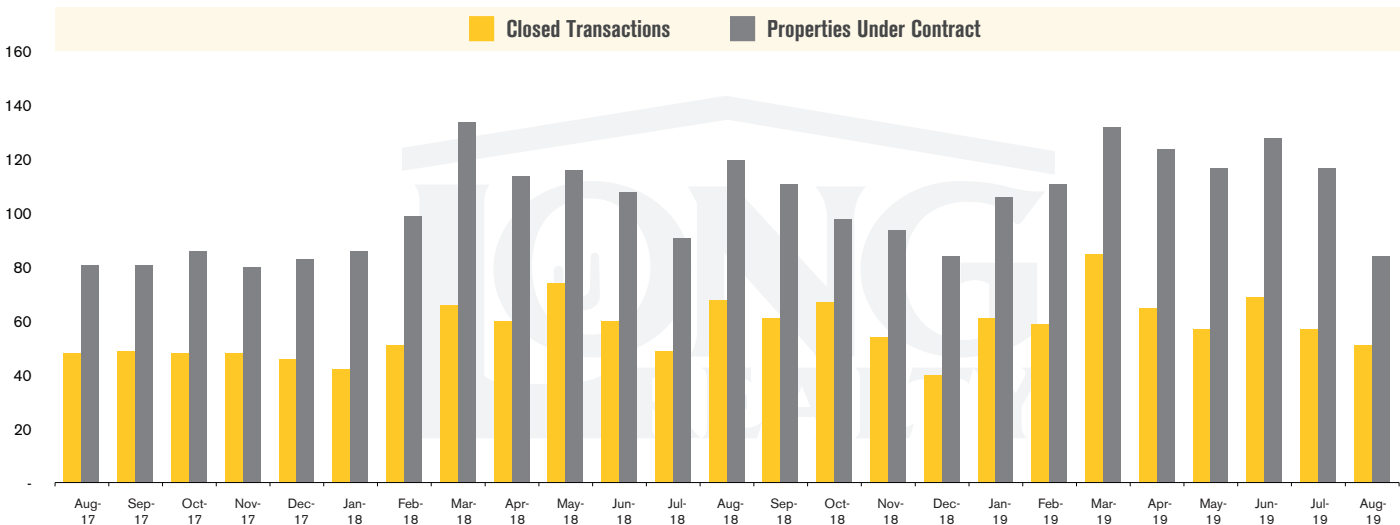
THE LAND REPORT

TUCSON | SEPTEMBER 2019

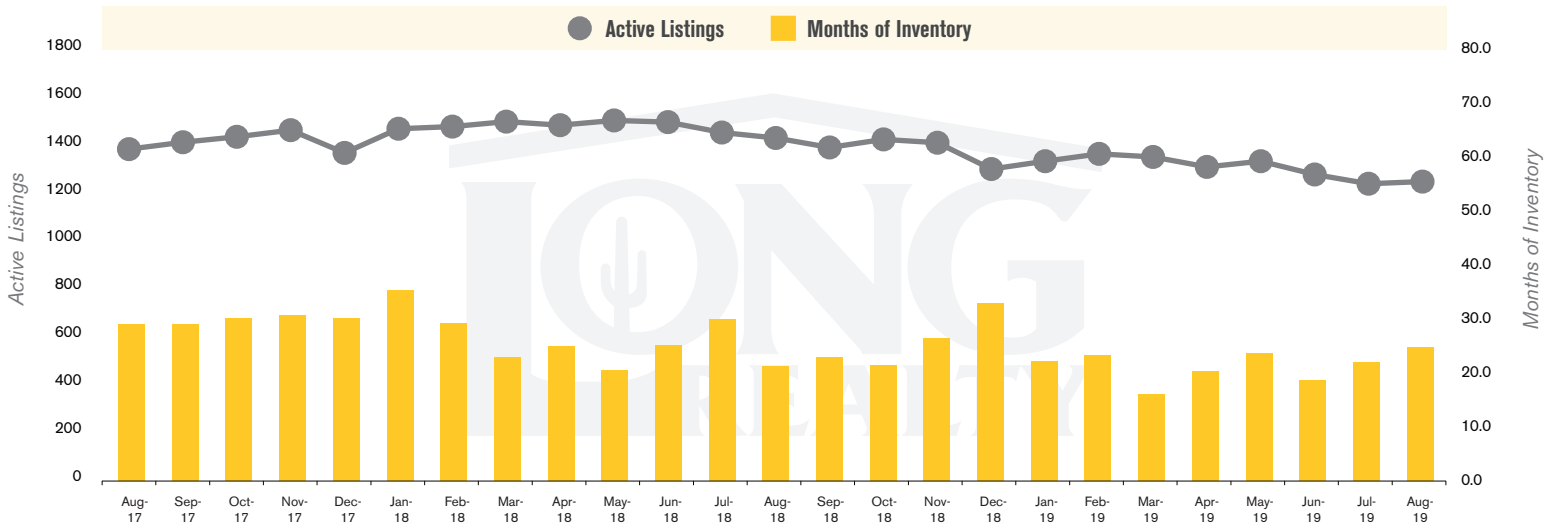


In the Tucson Lot and Land market, August 2019 active inventory was 1,266, a 13% decrease from August 2018. There were 51 closings in August 2019, a 25% decrease from August 2018. Year-to-date 2019 there were 521 closings, a 14% increase from year-to-date 2018. Months of Inventory was 24.8, up from 21.3 in August 2018. Median price of sold lots was \$85,000 for the month of August 2019, up 23% from August 2018. The Tucson Lot and Land area had 84 new properties under contract in August 2019, down 30% from August 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON LAND)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON LAND)



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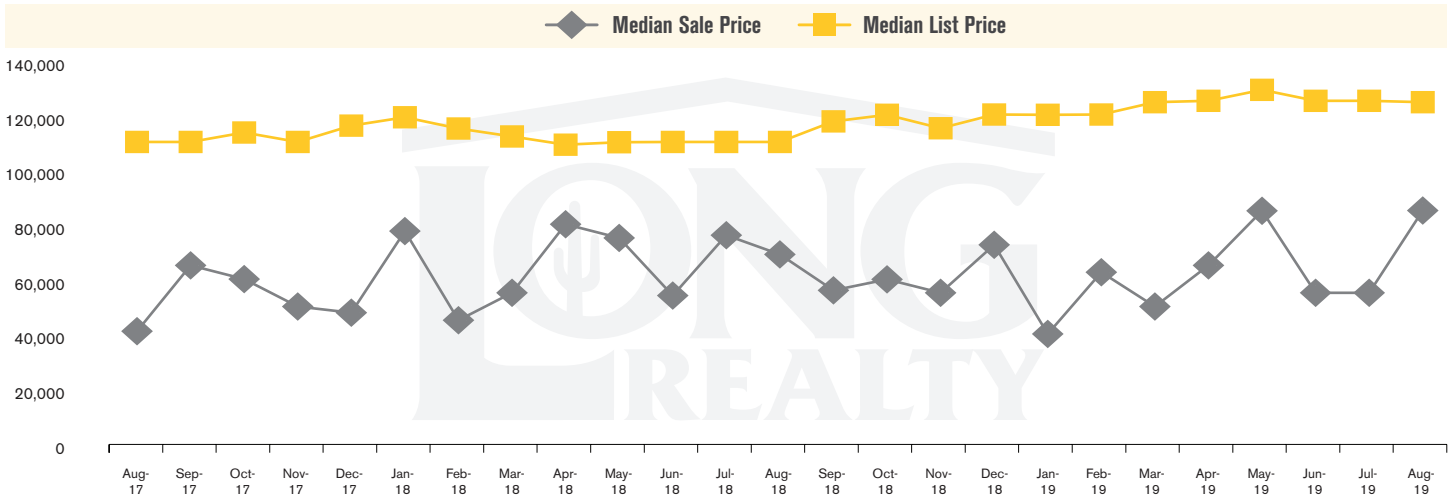
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/05/2019 is believed to be reliable, but not guaranteed.

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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 09/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2018 – 08/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

30.8%

Realty Executives Tucson Elite

11.7%

Tierra Antigua Realty

10.7%

Coldwell Banker Residential Brokerage

8.9%

Keller Williams Southern Arizona

3.4%

Homesmart Advantage Group

2.3%



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MARKET CONDITIONS BY PRICE BAND (TUCSON LAND)

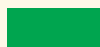
	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19			
\$1 - 49,999	256	41	31	23	33	27	17	15.1	9.7	Buyer
\$50,000 - 74,999	121	10	9	6	9	7	4	30.3	17.6	Buyer
\$75,000 - 99,999	148	15	13	7	6	6	11	13.5	20.0	Buyer
\$100,000 - 124,999	95	8	5	2	6	4	6	15.8	17.5	Buyer
\$125,000 - 149,999	110	3	2	4	4	1	3	36.7	39.1	Buyer
\$150,000 - 174,999	91	2	3	5	3	3	5	18.2	25.8	Buyer
\$175,000 - 199,999	102	4	2	5	6	4	2	51.0	25.4	Buyer
\$200,000 - 224,999	53	1	1	1	1	3	0	n/a	36.3	Buyer
\$225,000 - 249,999	45	2	1	1	0	2	2	22.5	37.5	Buyer
\$250,000 - 274,999	38	1	1	2	3	2	0	n/a	22.8	Buyer
\$275,000 - 299,999	46	1	0	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	24	0	0	1	1	0	0	n/a	84.0	Buyer
\$350,000 - 399,999	32	1	1	1	1	1	0	n/a	54.5	Buyer
\$400,000 - 499,999	32	0	0	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	18	0	0	1	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	10	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	9	0	1	0	1	0	1	9.0	17.0	Buyer
\$800,000 - 899,999	3	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	28	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	1,266	89	70	59	74	60	51	24.8	20.6	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 09/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2019-08/31/2019. Information is believed to be reliable, but not guaranteed.