

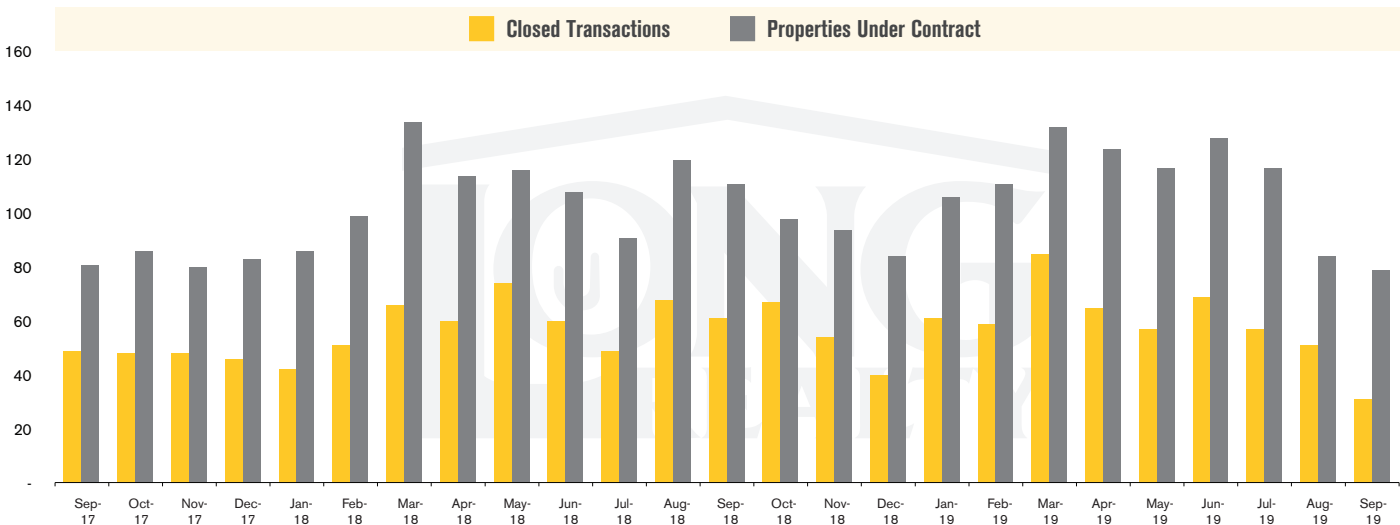
THE LAND REPORT

TUCSON | OCTOBER 2019

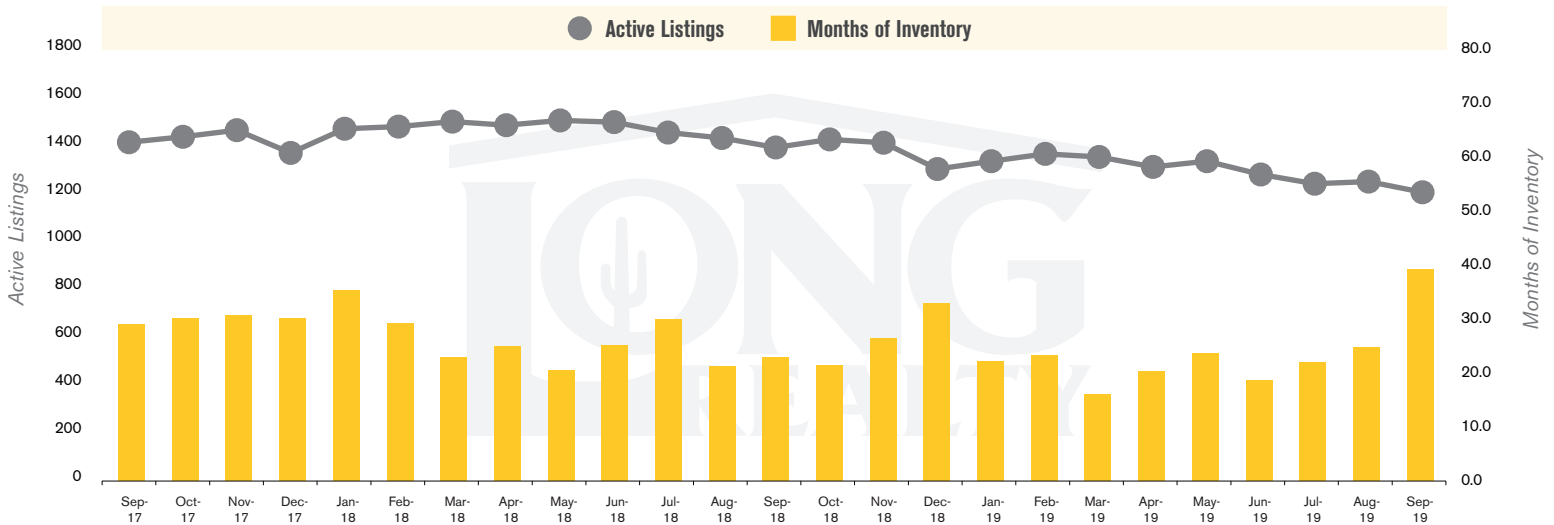


In the Tucson Lot and Land market, September 2019 active inventory was 1,221, a 13% decrease from September 2018. There were 31 closings in September 2019, a 49% decrease from September 2018. Year-to-date 2019 there were 554 closings, a 6% increase from year-to-date 2018. Months of Inventory was 39.4, up from 23.1 in September 2018. Median price of sold lots was \$61,000 for the month of September 2019, up 9% from September 2018. The Tucson Lot and Land area had 79 new properties under contract in September 2019, down 29% from September 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

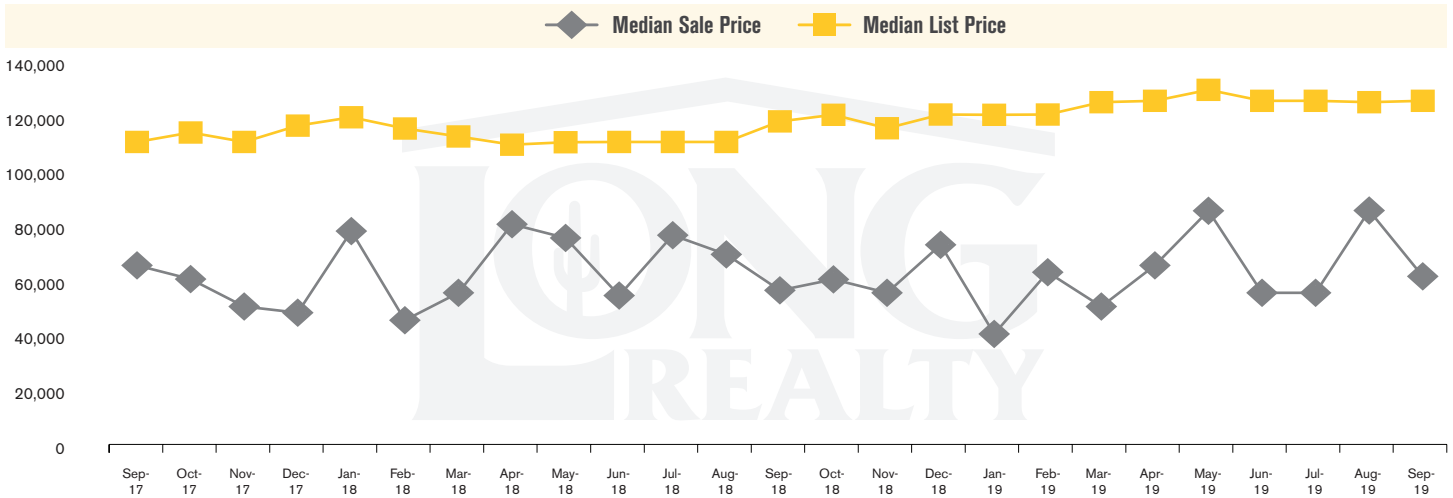
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 10/03/2019 is believed to be reliable, but not guaranteed.

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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 10/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 10/01/2018 – 09/30/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

30.6%

Realty Executives Tucson Elite

12.5%

Tierra Antigua Realty

10.8%

Coldwell Banker Residential Brokerage

9.8%

Keller Williams Southern Arizona

3.5%

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
		Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19			
\$1 - 49,999	242	31	23	33	27	17	13	18.6	13.0	Buyer
\$50,000 - 74,999	113	9	6	9	7	4	4	28.3	23.5	Buyer
\$75,000 - 99,999	148	13	7	6	6	12	3	49.3	21.0	Buyer
\$100,000 - 124,999	95	5	2	6	4	6	2	47.5	23.5	Buyer
\$125,000 - 149,999	110	2	4	4	1	3	0	n/a	79.3	Buyer
\$150,000 - 174,999	92	3	5	3	3	4	4	23.0	25.5	Buyer
\$175,000 - 199,999	93	2	5	6	4	2	2	46.5	37.0	Buyer
\$200,000 - 224,999	48	1	1	1	3	0	0	n/a	49.3	Buyer
\$225,000 - 249,999	46	1	1	0	2	3	0	n/a	28.2	Buyer
\$250,000 - 274,999	37	1	2	3	2	0	0	n/a	58.5	Buyer
\$275,000 - 299,999	42	0	0	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	26	0	1	1	0	0	1	26.0	77.0	Buyer
\$350,000 - 399,999	29	1	1	1	1	1	0	n/a	49.0	Buyer
\$400,000 - 499,999	30	0	0	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	16	0	1	0	0	0	1	16.0	52.0	Buyer
\$600,000 - 699,999	10	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	10	1	0	1	0	1	0	n/a	31.0	Buyer
\$800,000 - 899,999	3	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	27	0	0	0	0	0	1	27.0	85.0	Buyer
TOTAL	1,221	70	59	74	60	53	31	39.4	26.0	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 10/03/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2019-09/30/2019. Information is believed to be reliable, but not guaranteed.