

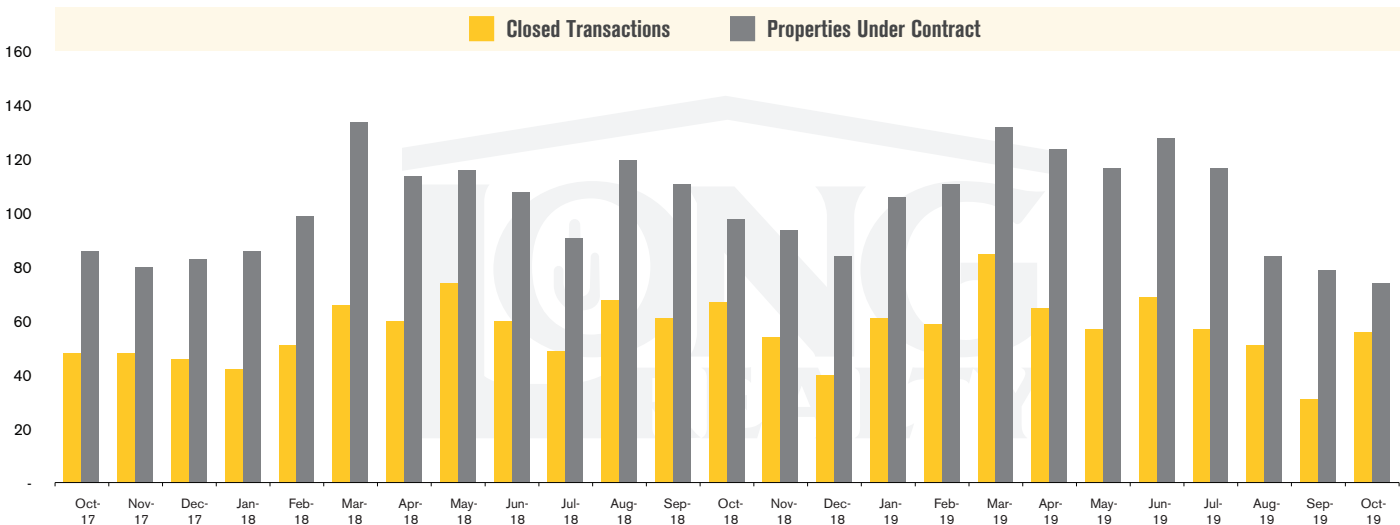
THE LAND REPORT

TUCSON | NOVEMBER 2019

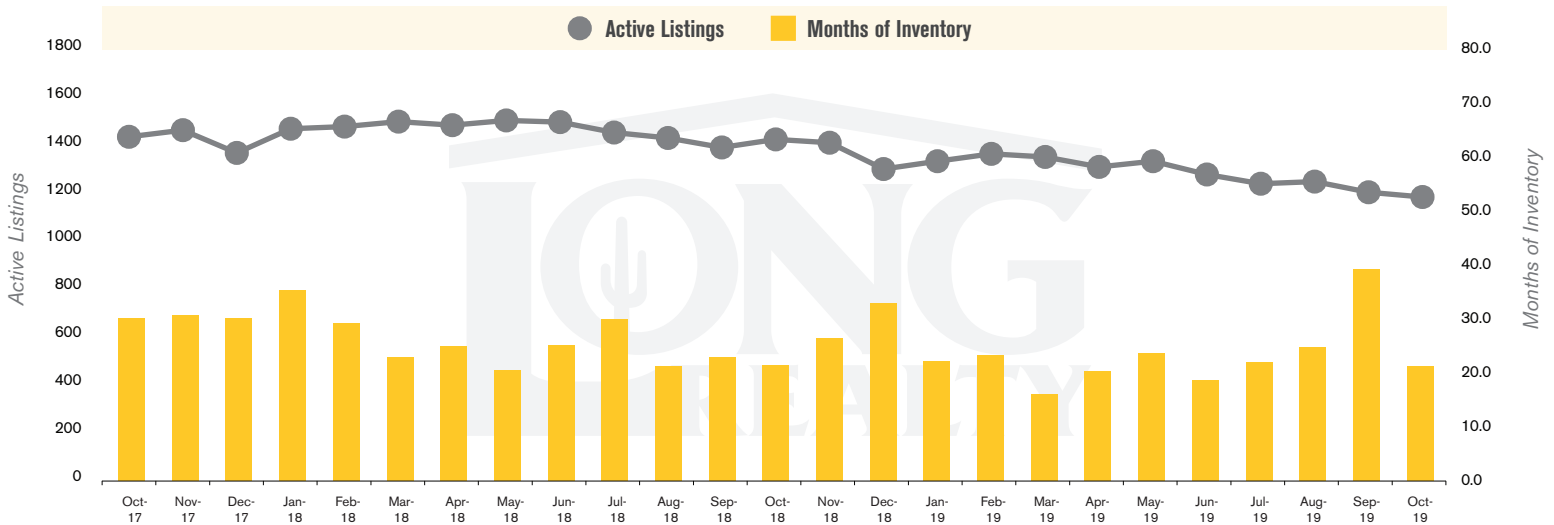


In the Tucson Lot and Land market, October 2019 active inventory was 1,201, a 17% decrease from October 2018. There were 56 closings in October 2019, a 16% decrease from October 2018. Year-to-date 2019 there were 613 closings, a 7% increase from year-to-date 2018. Months of Inventory was 21.4, down from 21.6 in October 2018. Median price of sold lots was \$74,000 for the month of October 2019, up 24% from October 2018. The Tucson Lot and Land area had 74 new properties under contract in October 2019, down 24% from October 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON LAND)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON LAND)



Stephen Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

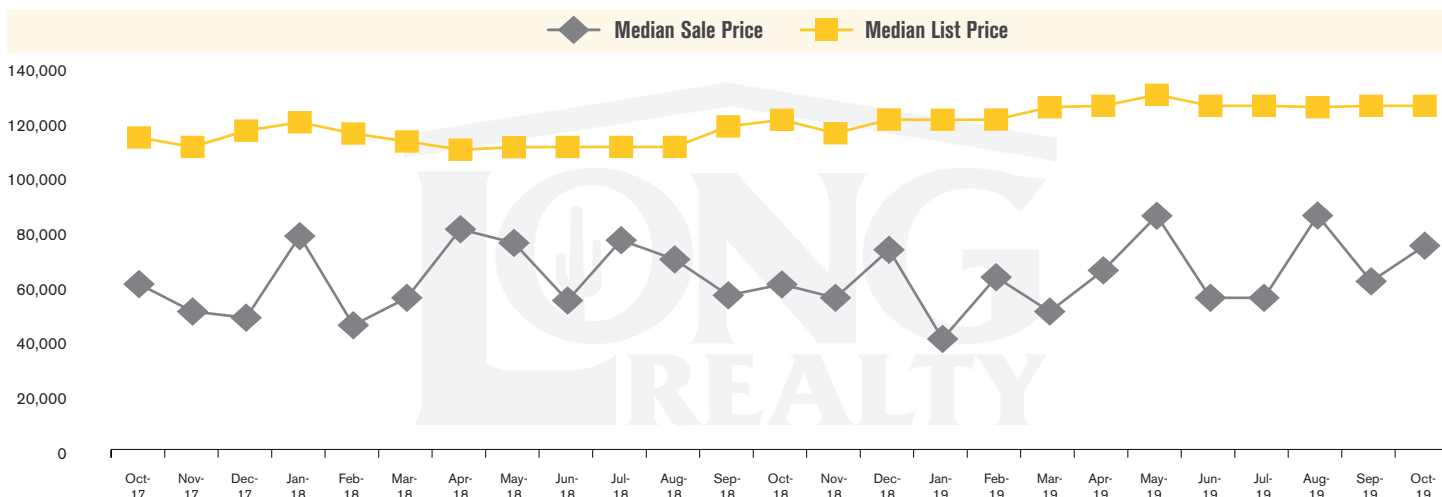
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/05/2019 is believed to be reliable, but not guaranteed.

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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 11/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 11/01/2018 – 10/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 31.3%

Tierra Antigua Realty 11.1%

Realty Executives Tucson Elite 10.2%

Coldwell Banker Residential Brokerage 9.8%

Keller Williams Southern Arizona 3.5%

Homesmart Advantage Group 2.5%



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MARKET CONDITIONS BY PRICE BAND (TUCSON LAND)

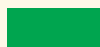
	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19			
\$1 - 49,999	233	23	33	27	17	14	22	10.6	13.8	Buyer
\$50,000 - 74,999	108	6	9	7	4	5	6	18.0	22.8	Buyer
\$75,000 - 99,999	148	7	6	6	12	3	8	18.5	19.3	Buyer
\$100,000 - 124,999	92	2	6	4	6	2	4	23.0	23.5	Buyer
\$125,000 - 149,999	114	4	5	1	3	0	2	57.0	66.8	Buyer
\$150,000 - 174,999	95	5	3	3	4	4	3	31.7	25.3	Buyer
\$175,000 - 199,999	89	5	6	4	2	2	2	44.5	47.3	Buyer
\$200,000 - 224,999	43	1	1	3	0	0	1	43.0	144.0	Buyer
\$225,000 - 249,999	49	1	0	2	3	0	1	49.0	35.0	Buyer
\$250,000 - 274,999	33	2	3	2	0	0	2	16.5	54.0	Buyer
\$275,000 - 299,999	42	0	0	0	0	0	1	42.0	130.0	Buyer
\$300,000 - 349,999	26	1	1	0	0	1	1	26.0	38.0	Buyer
\$350,000 - 399,999	27	1	1	1	1	0	1	27.0	44.0	Buyer
\$400,000 - 499,999	31	0	0	0	0	0	1	31.0	93.0	Buyer
\$500,000 - 599,999	17	1	0	0	0	1	1	17.0	25.5	Buyer
\$600,000 - 699,999	9	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	10	0	1	0	1	0	0	n/a	29.0	Buyer
\$800,000 - 899,999	2	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	1	0	n/a	83.0	Buyer
TOTAL	1,201	59	75	60	53	33	56	21.4	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 11/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2019-10/31/2019. Information is believed to be reliable, but not guaranteed.