

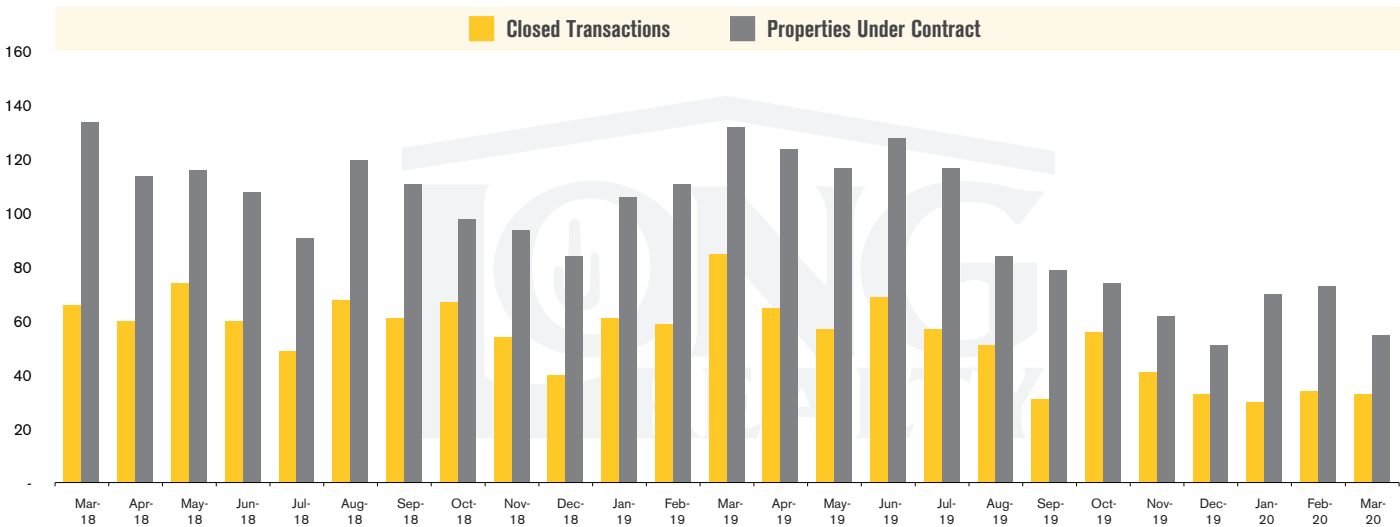
THE LAND REPORT

TUCSON | APRIL 2020

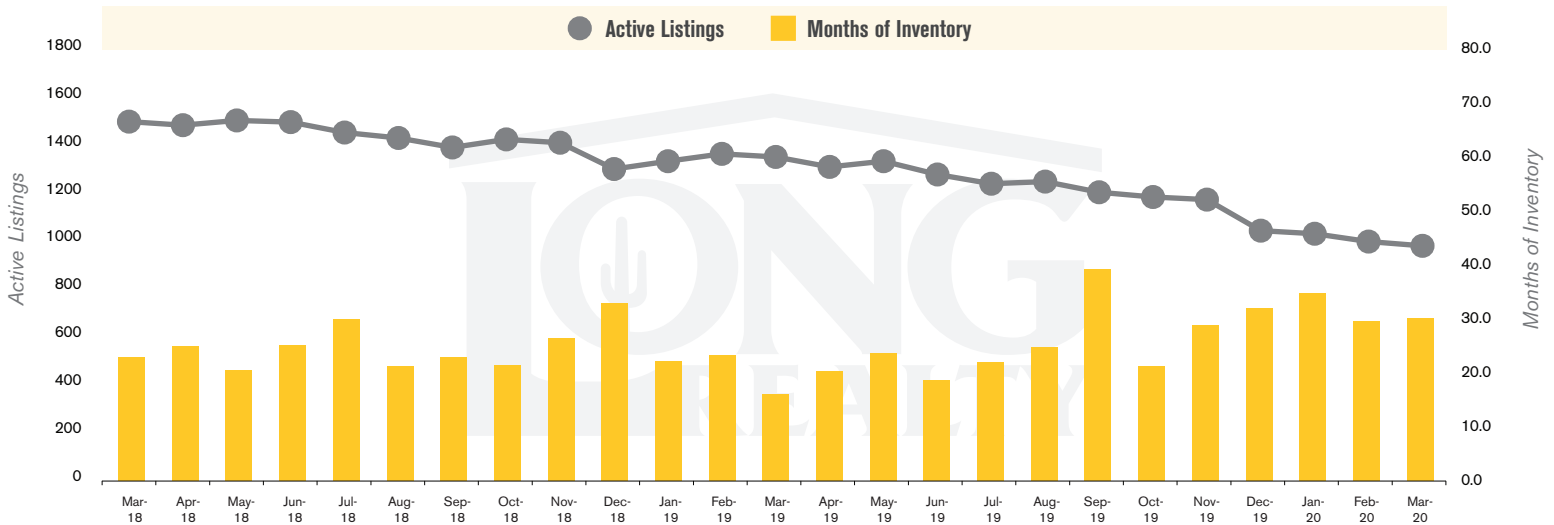


In the Tucson Lot and Land market, March 2020 active inventory was 995, a 27% decrease from March 2019. There were 33 closings in March 2020, a 61% decrease from March 2019. Year-to-date 2020 there were 99 closings, a 53% decrease from year-to-date 2019. Months of Inventory was 30.2, up from 16.1 in March 2019. Median price of sold lots was \$80,000 for the month of March 2020, up 60% from March 2019. The Tucson Lot and Land area had 55 new properties under contract in March 2020, down 58% from March 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON LAND)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON LAND)



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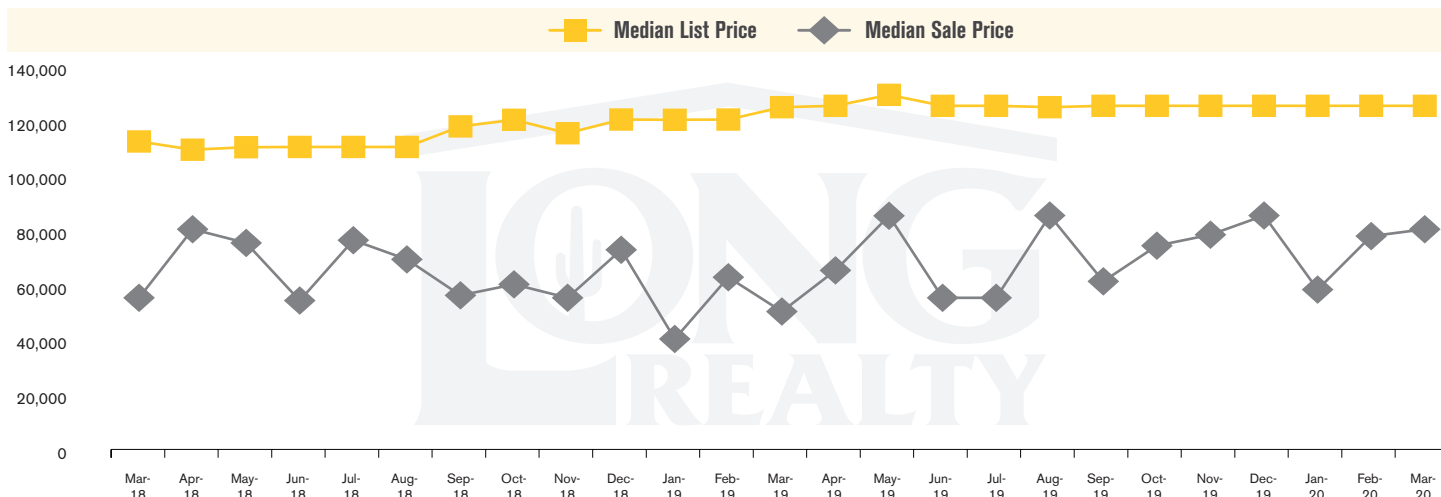
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 04/03/2020 is believed to be reliable, but not guaranteed.

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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 04/03/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2019 – 02/29/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 29.7%

Tierra Antigua Realty 10.8%

Realty Executives Tucson Elite 9.7%

Coldwell Banker Residential Brokerage 5.7%

Keller Williams Southern Arizona 3.4%

Tucson Land & Home LLC 2.6%



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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
		Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20			
\$1 - 49,999	174	21	17	14	13	15	11	15.8	14.1	Buyer
\$50,000 - 74,999	107	6	4	3	3	1	4	26.8	39.6	Buyer
\$75,000 - 99,999	116	8	8	3	6	4	6	19.3	22.4	Buyer
\$100,000 - 124,999	80	4	2	4	0	3	5	16.0	31.4	Buyer
\$125,000 - 149,999	101	2	5	2	2	3	3	33.7	37.0	Buyer
\$150,000 - 174,999	81	3	1	2	2	2	1	81.0	51.2	Buyer
\$175,000 - 199,999	88	3	2	1	1	1	2	44.0	63.5	Buyer
\$200,000 - 224,999	29	1	0	2	1	2	0	n/a	30.0	Buyer
\$225,000 - 249,999	42	1	0	0	0	1	1	42.0	59.5	Buyer
\$250,000 - 274,999	26	2	0	0	0	1	0	n/a	82.0	Buyer
\$275,000 - 299,999	35	3	0	1	1	0	0	n/a	109.0	Buyer
\$300,000 - 349,999	19	1	2	1	2	0	0	n/a	28.5	Buyer
\$350,000 - 399,999	18	1	0	1	0	1	0	n/a	57.0	Buyer
\$400,000 - 499,999	23	1	1	1	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	14	1	1	0	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	0	0	0	0	0	n/a	n/a	n/a
\$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	16	0	0	1	0	1	0	n/a	58.0	Buyer
TOTAL	995	58	43	36	31	35	33	30.2	30.8	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 04/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2020-03/31/2020. Information is believed to be reliable, but not guaranteed.