

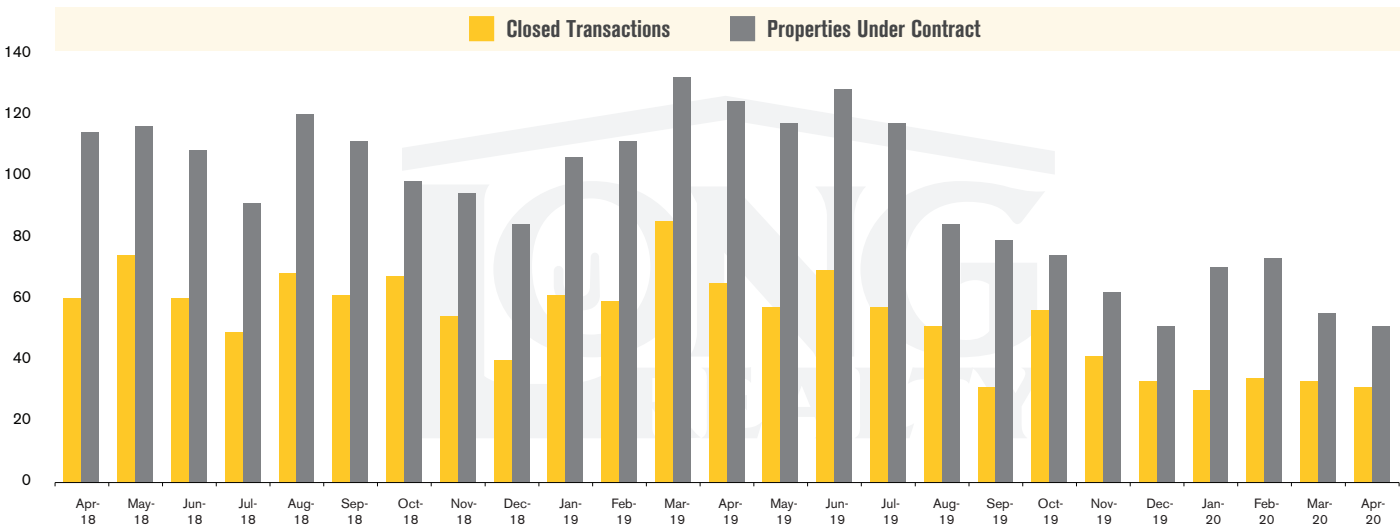
THE LAND REPORT

TUCSON | MAY 2020

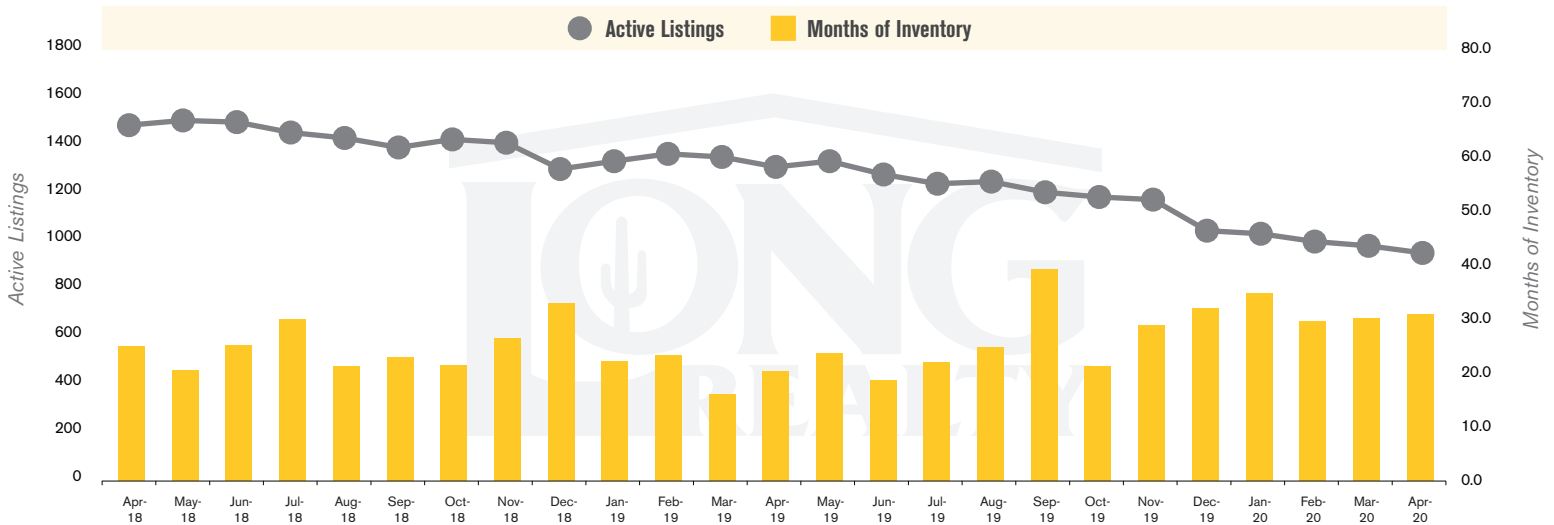


In the Tucson Lot and Land market, April 2020 active inventory was 965, a 27% decrease from April 2019. There were 31 closings in April 2020, a 52% decrease from April 2019. Year-to-date 2020 there were 139 closings, a 51% decrease from year-to-date 2019. Months of Inventory was 31.1, up from 20.4 in April 2019. Median price of sold lots was \$85,500 for the month of April 2020, up 32% from April 2019. The Tucson Lot and Land area had 51 new properties under contract in April 2020, down 59% from April 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON LAND)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON LAND)



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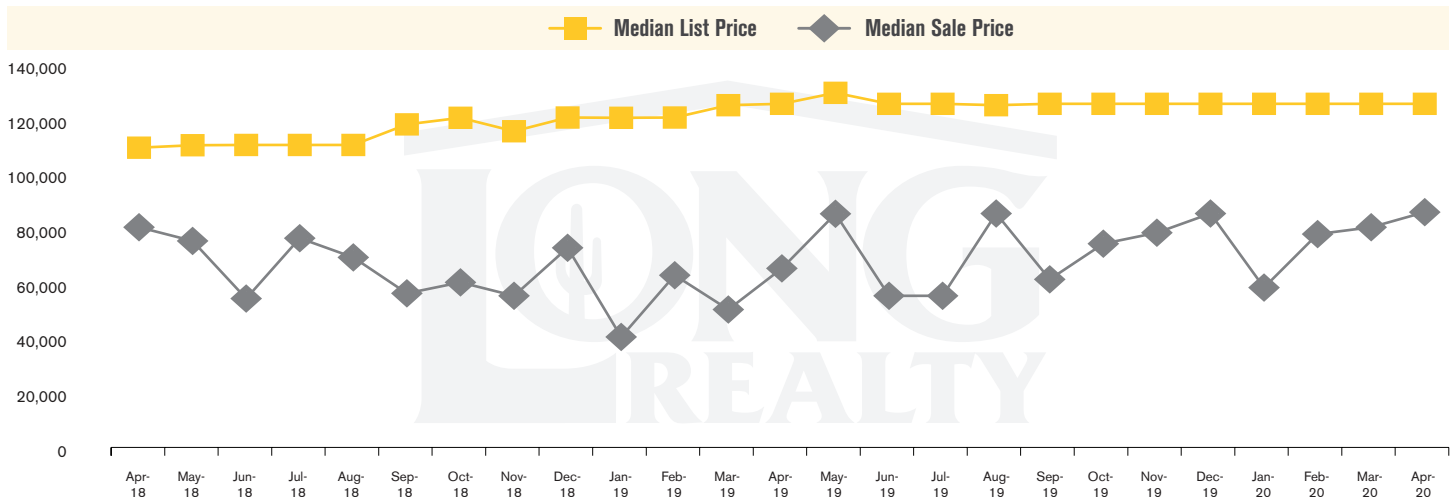
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 05/05/2020 is believed to be reliable, but not guaranteed.

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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 05/05/2020 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 28.9%

Realty Executives Tucson Elite 10.5%

Tierra Antigua Realty 10.1%

Coldwell Banker Residential Brokerage 4.7%

Keller Williams Southern Arizona 3.5%

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
		Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20			
\$1 - 49,999	163	17	14	13	17	12	6	27.2	14.9	Buyer
\$50,000 - 74,999	104	4	3	3	1	5	8	13.0	22.7	Buyer
\$75,000 - 99,999	114	8	3	6	4	6	2	57.0	28.9	Buyer
\$100,000 - 124,999	77	2	4	0	3	5	3	25.7	22.1	Buyer
\$125,000 - 149,999	101	5	2	2	3	3	1	101.0	42.7	Buyer
\$150,000 - 174,999	77	1	2	2	3	1	2	38.5	40.5	Buyer
\$175,000 - 199,999	81	2	1	1	1	3	2	40.5	42.0	Buyer
\$200,000 - 224,999	31	0	2	1	2	0	1	31.0	30.0	Buyer
\$225,000 - 249,999	41	0	0	0	1	1	1	41.0	40.0	Buyer
\$250,000 - 274,999	28	0	0	0	1	0	1	28.0	41.0	Buyer
\$275,000 - 299,999	36	0	1	1	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	19	2	1	2	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	21	0	1	0	1	0	2	10.5	19.7	Buyer
\$400,000 - 499,999	19	1	1	0	0	0	2	9.5	32.5	Buyer
\$500,000 - 599,999	14	1	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	9	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	7	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	4	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	17	0	1	0	1	0	0	n/a	53.0	Buyer
TOTAL	965	43	36	31	38	36	31	31.1	28.3	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 05/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2020-04/30/2020. Information is believed to be reliable, but not guaranteed.