

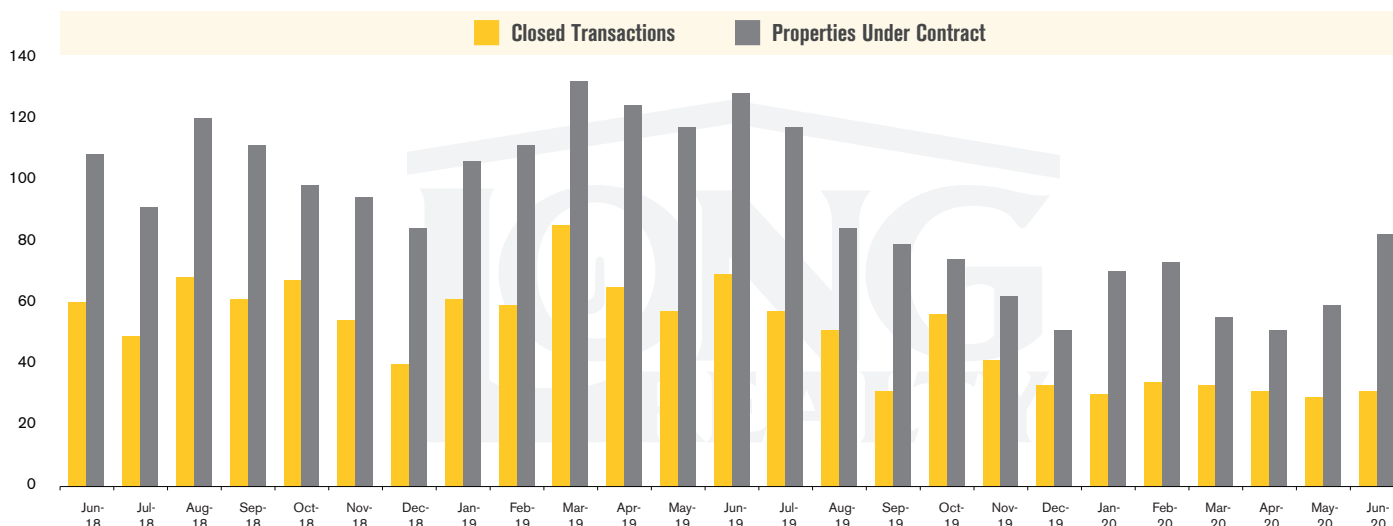
THE LAND REPORT

TUCSON | JULY 2020

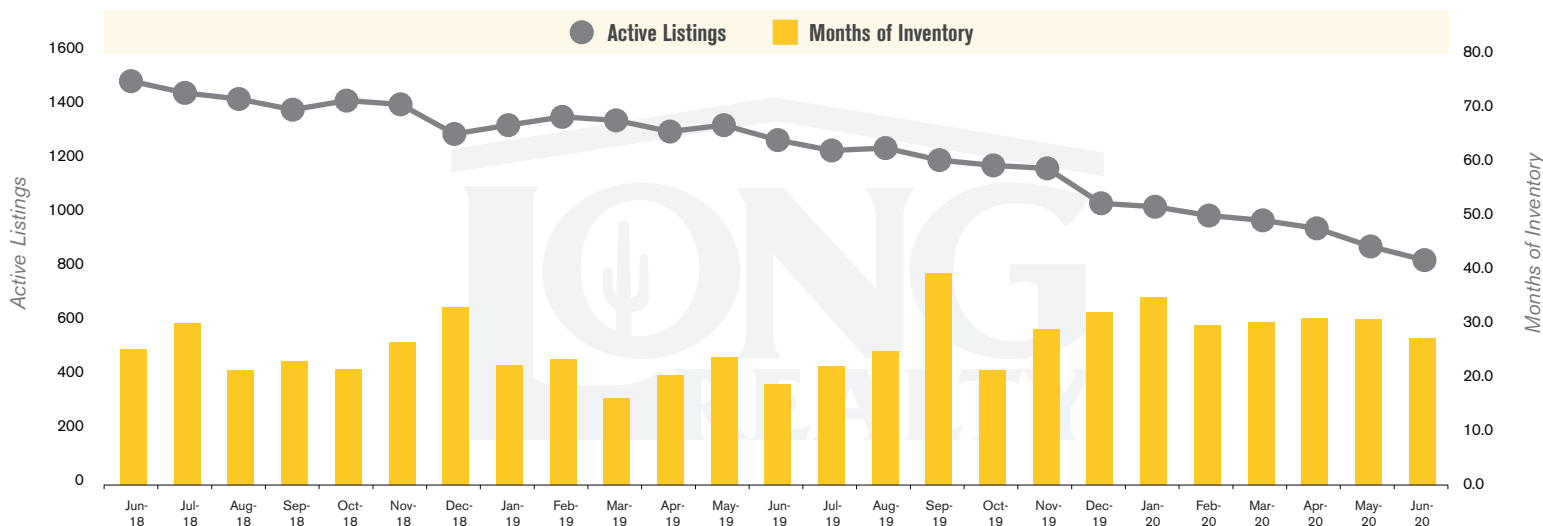


In the Tucson Lot and Land market, June 2020 active inventory was 846, a 35% decrease from June 2019. There were 31 closings in June 2020, a 55% decrease from June 2019. Year-to-date 2020 there were 205 closings, a 51% decrease from year-to-date 2019. Months of Inventory was 27.3, up from 18.8 in June 2019. Median price of sold lots was \$65,000 for the month of June 2020, up 18% from June 2019. The Tucson Lot and Land area had 82 new properties under contract in June 2020, down 36% from June 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON LAND)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON LAND)



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Long Realty Company

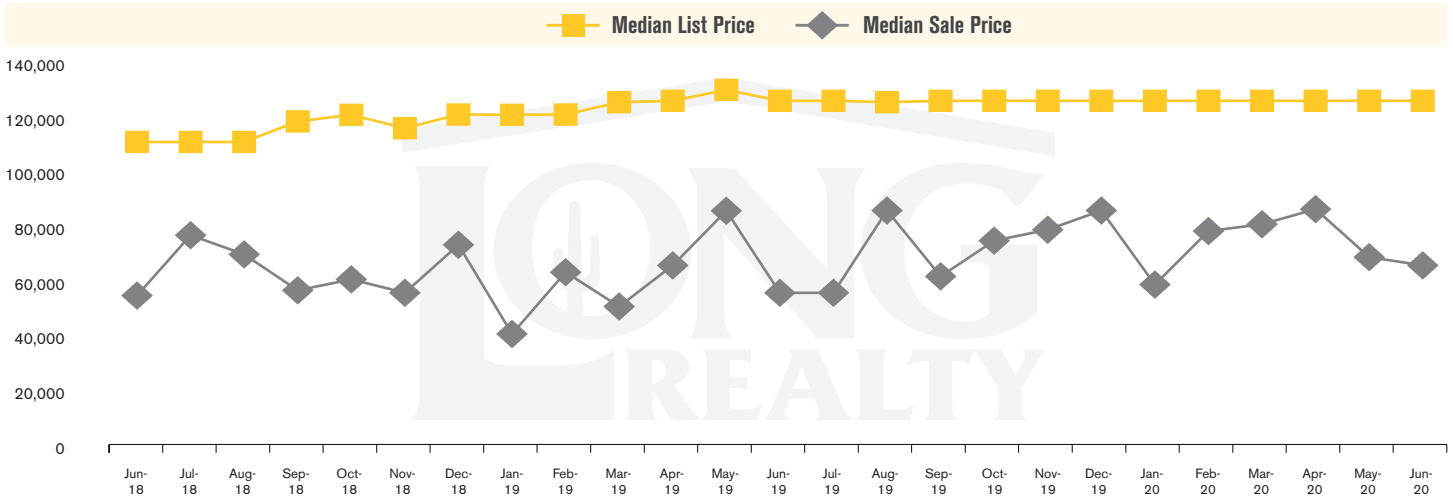
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2020 is believed to be reliable, but not guaranteed.

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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 07/06/2020 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

29.3%

Realty Executives Tucson Elite

12.2%

Tierra Antigua Realty

8.2%

Coldwell Banker Residential Brokerage

3.9%

Keller Williams Southern Arizona

3.1%

Tucson Land & Home LLC

2.7%



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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
		Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20			
\$1 - 49,999	149	13	17	12	8	10	11	13.5	16.4	Buyer
\$50,000 - 74,999	89	3	1	5	8	8	5	17.8	13.9	Buyer
\$75,000 - 99,999	89	6	4	6	2	3	5	17.8	29.9	Buyer
\$100,000 - 124,999	65	0	3	6	3	2	2	32.5	30.6	Buyer
\$125,000 - 149,999	97	2	3	4	3	0	4	24.3	42.7	Buyer
\$150,000 - 174,999	60	2	3	1	3	3	3	20.0	22.2	Buyer
\$175,000 - 199,999	77	1	1	3	2	1	0	n/a	77.0	Buyer
\$200,000 - 224,999	26	1	2	0	1	1	0	n/a	42.0	Buyer
\$225,000 - 249,999	40	0	1	1	1	0	1	40.0	60.5	Buyer
\$250,000 - 274,999	24	0	1	0	1	0	0	n/a	76.0	Buyer
\$275,000 - 299,999	28	1	0	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	19	2	0	0	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	19	0	1	0	2	0	0	n/a	30.5	Buyer
\$400,000 - 499,999	15	0	0	0	2	0	0	n/a	26.0	Buyer
\$500,000 - 599,999	15	0	0	0	0	1	0	n/a	41.0	Buyer
\$600,000 - 699,999	7	0	0	0	0	1	0	n/a	25.0	Buyer
\$700,000 - 799,999	5	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	6	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	14	0	1	0	0	0	0	n/a	n/a	n/a
TOTAL	846	31	38	38	36	30	31	27.3	27.9	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 07/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2020-06/30/2020. Information is believed to be reliable, but not guaranteed.