

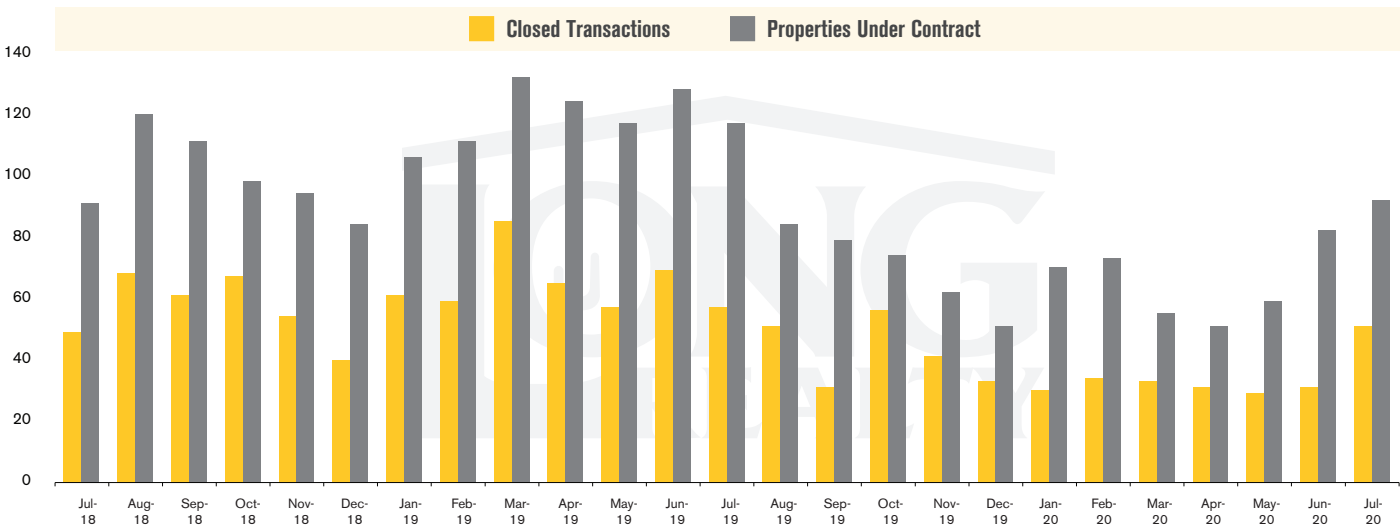
THE LAND REPORT

TUCSON | AUGUST 2020

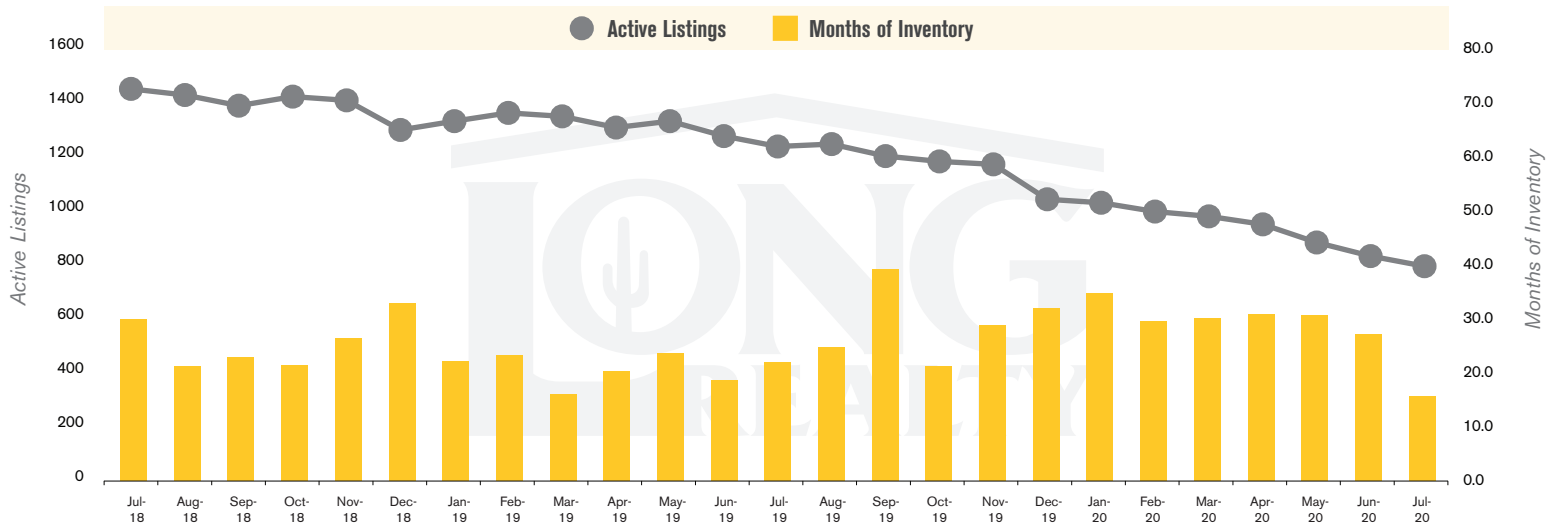


In the Tucson Lot and Land market, July 2020 active inventory was 808, a 36% decrease from July 2019. There were 51 closings in July 2020, a 11% decrease from July 2019. Year-to-date 2020 there were 259 closings, a 45% decrease from year-to-date 2019. Months of Inventory was 15.8, down from 22.1 in July 2019. Median price of sold lots was \$65,000 for the month of July 2020, up 18% from July 2019. The Tucson Lot and Land area had 92 new properties under contract in July 2020, down 21% from July 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON LAND)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON LAND)



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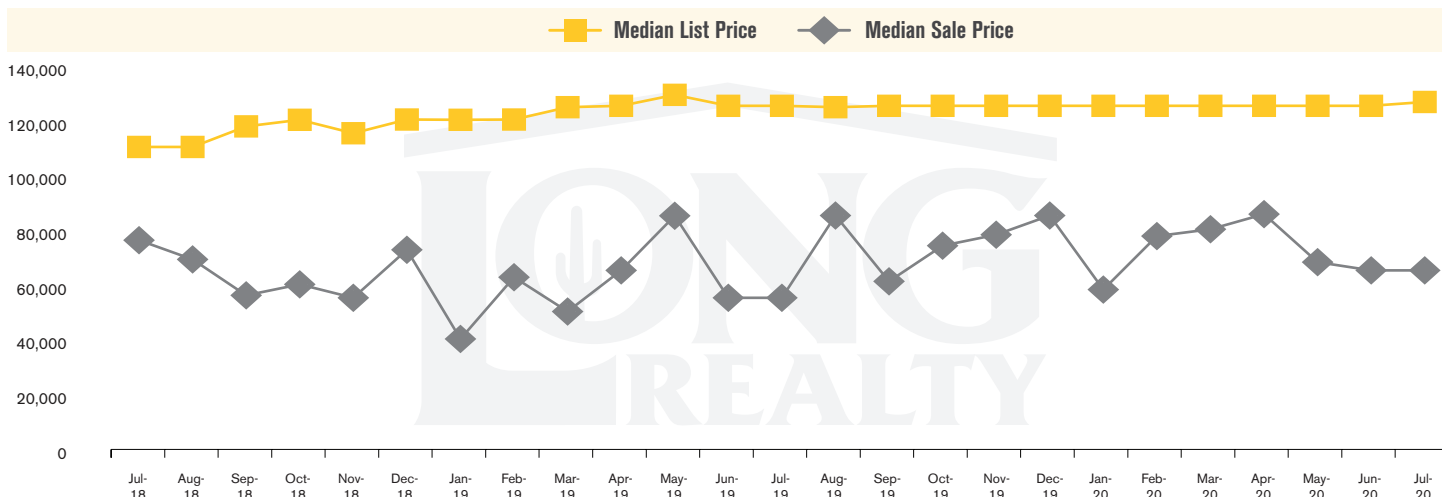
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 08/05/2020 is believed to be reliable, but not guaranteed.

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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 08/05/2020 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 28.7%

Realty Executives Tucson Elite 11.7%

Tierra Antigua Realty 8.9%

Coldwell Banker Residential Brokerage 3.8%

Tucson Land & Home 3.1%

Keller Williams Southern Arizona 2.9%



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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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
| | | Feb-20 | Mar-20 | Apr-20 | May-20 | Jun-20 | Jul-20 | | | |
| \$1 - 49,999 | 140 | 17 | 12 | 8 | 11 | 12 | 20 | 7.0 | 10.5 | Buyer |
| \$50,000 - 74,999 | 86 | 1 | 5 | 8 | 8 | 5 | 9 | 9.6 | 12.5 | Buyer |
| \$75,000 - 99,999 | 81 | 4 | 6 | 2 | 3 | 7 | 7 | 11.6 | 15.6 | Buyer |
| \$100,000 - 124,999 | 63 | 3 | 6 | 3 | 2 | 2 | 8 | 7.9 | 16.7 | Buyer |
| \$125,000 - 149,999 | 92 | 3 | 4 | 3 | 0 | 4 | 0 | n/a | 72.5 | Buyer |
| \$150,000 - 174,999 | 57 | 3 | 1 | 3 | 3 | 3 | 1 | 57.0 | 25.7 | Buyer |
| \$175,000 - 199,999 | 74 | 1 | 3 | 2 | 1 | 0 | 3 | 24.7 | 56.0 | Buyer |
| \$200,000 - 224,999 | 23 | 2 | 0 | 1 | 1 | 0 | 0 | n/a | 76.0 | Buyer |
| \$225,000 - 249,999 | 37 | 1 | 1 | 1 | 0 | 1 | 0 | n/a | 117.0 | Buyer |
| \$250,000 - 274,999 | 24 | 1 | 0 | 1 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$275,000 - 299,999 | 28 | 0 | 0 | 0 | 0 | 0 | 1 | 28.0 | 85.0 | Buyer |
| \$300,000 - 349,999 | 20 | 0 | 0 | 0 | 0 | 0 | 1 | 20.0 | 58.0 | Buyer |
| \$350,000 - 399,999 | 18 | 1 | 0 | 2 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$400,000 - 499,999 | 16 | 0 | 0 | 2 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$500,000 - 599,999 | 13 | 0 | 0 | 0 | 1 | 0 | 1 | 13.0 | 20.0 | Buyer |
| \$600,000 - 699,999 | 8 | 0 | 0 | 0 | 1 | 0 | 0 | n/a | 24.0 | 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 | 15 | 1 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| TOTAL | 808 | 38 | 38 | 36 | 31 | 34 | 51 | 15.8 | 22.0 | 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 08/05/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2020-07/31/2020. Information is believed to be reliable, but not guaranteed.