

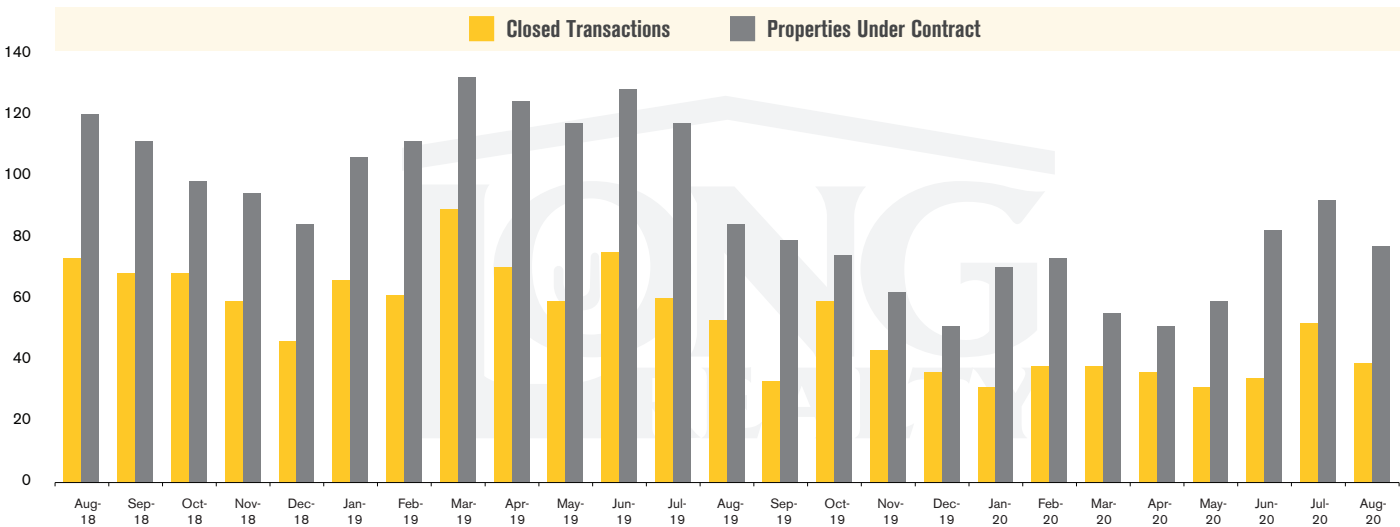
THE LAND REPORT

TUCSON | SEPTEMBER 2020

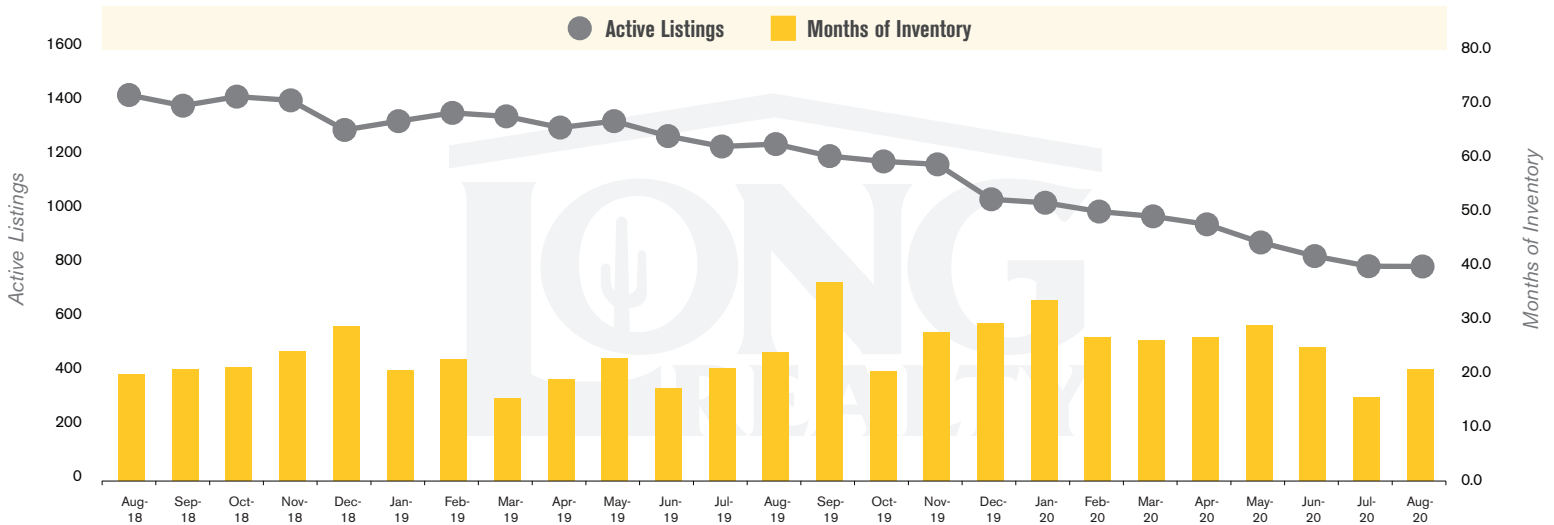


In the Tucson Lot and Land market, August 2020 active inventory was 807, a 36% decrease from August 2019. There were 39 closings in August 2020, a 26% decrease from August 2019. Year-to-date 2020 there were 299 closings, a 44% decrease from year-to-date 2019. Months of Inventory was 20.7, down from 23.9 in August 2019. Median price of sold lots was \$86,000 for the month of August 2020, up 1% from August 2019. The Tucson Lot and Land area had 77 new properties under contract in August 2020, down 8% from August 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON LAND)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON LAND)



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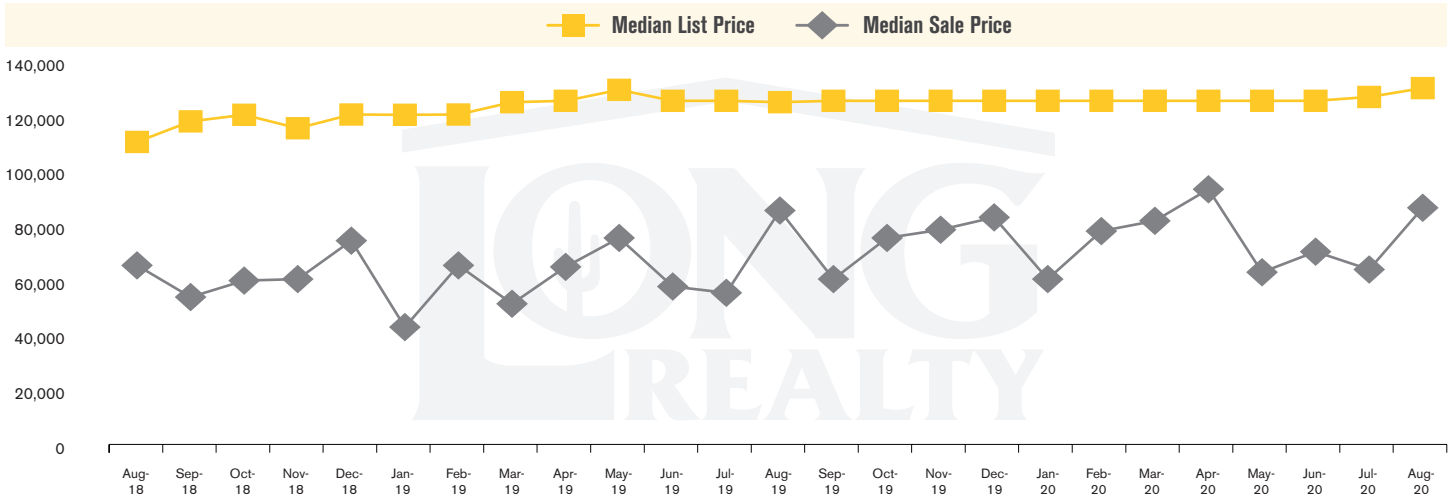
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 09/03/2020 is believed to be reliable, but not guaranteed.

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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 09/03/2020 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

28.8%

Realty Executives Tucson Elite

10.6%

Tierra Antigua Realty

7.9%

Coldwell Banker Residential Brokerage

4.0%

Tucson Land & Home

3.2%

Keller Williams Southern Arizona

3.0%



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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
		Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20			
\$1 - 49,999	135	12	8	11	12	21	11	12.3	9.6	Buyer
\$50,000 - 74,999	81	5	8	8	5	9	6	13.5	12.8	Buyer
\$75,000 - 99,999	79	6	2	3	7	7	6	13.2	12.5	Buyer
\$100,000 - 124,999	69	6	3	2	2	8	3	23.0	15.2	Buyer
\$125,000 - 149,999	86	4	3	0	4	0	4	21.5	34.4	Buyer
\$150,000 - 174,999	69	1	3	3	3	1	2	34.5	31.0	Buyer
\$175,000 - 199,999	69	3	2	1	0	3	2	34.5	44.0	Buyer
\$200,000 - 224,999	23	0	1	1	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	38	1	1	0	1	0	3	12.7	28.8	Buyer
\$250,000 - 274,999	27	0	1	0	0	0	0	n/a	n/a	n/a
\$275,000 - 299,999	29	0	0	0	0	1	1	29.0	42.5	Buyer
\$300,000 - 349,999	20	0	0	0	0	1	0	n/a	59.0	Buyer
\$350,000 - 399,999	17	0	2	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	17	0	2	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	11	0	0	1	0	1	1	11.0	19.5	Buyer
\$600,000 - 699,999	8	0	0	1	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	3	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	0	0	0	0	0	n/a	n/a	n/a
TOTAL	807	38	36	31	34	52	39	20.7	19.7	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 09/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2020-08/31/2020. Information is believed to be reliable, but not guaranteed.