

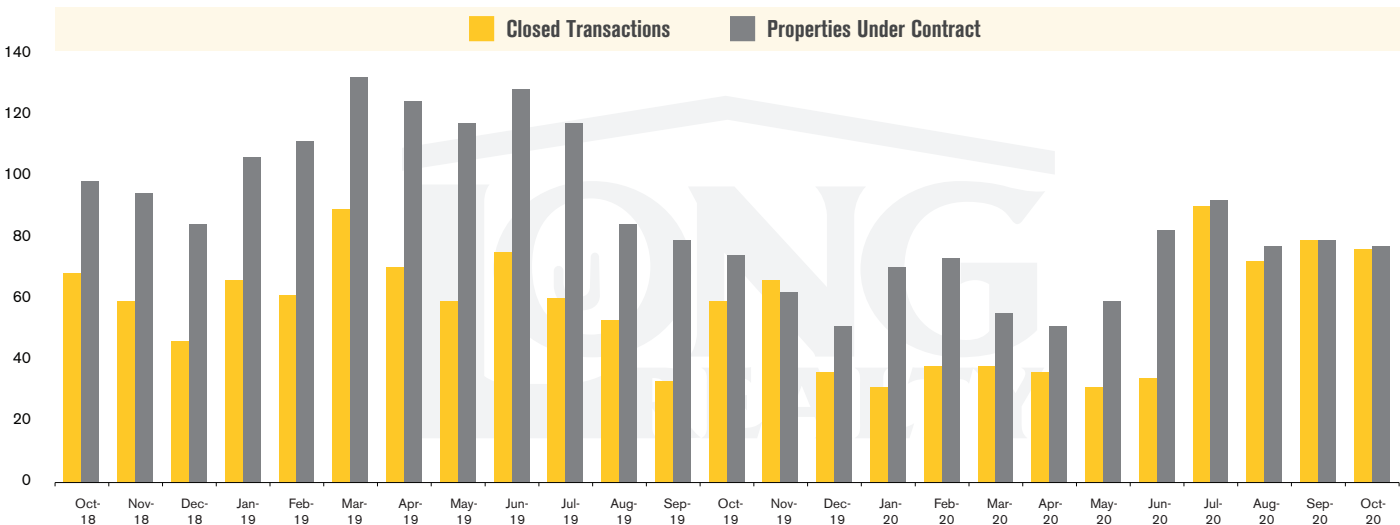
THE LAND REPORT

TUCSON | NOVEMBER 2020

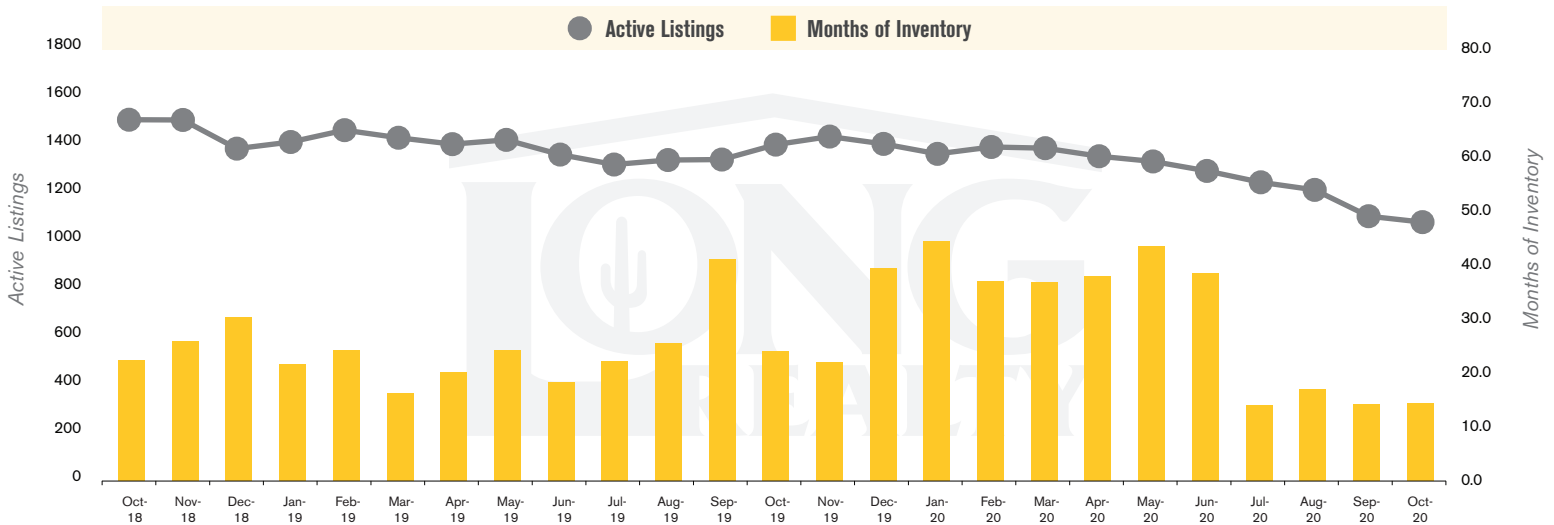


In the Tucson Lot and Land market, October 2020 active inventory was 1,095, a 23% decrease from October 2019. There were 76 closings in October 2020, a 29% increase from October 2019. Year-to-date 2020 there were 525 closings, a 16% decrease from year-to-date 2019. Months of Inventory was 14.4, down from 24.1 in October 2019. Median price of sold lots was \$92,113 for the month of October 2020, up 7% from October 2019. The Tucson Lot and Land area had 77 new properties under contract in October 2020, up 4% from October 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

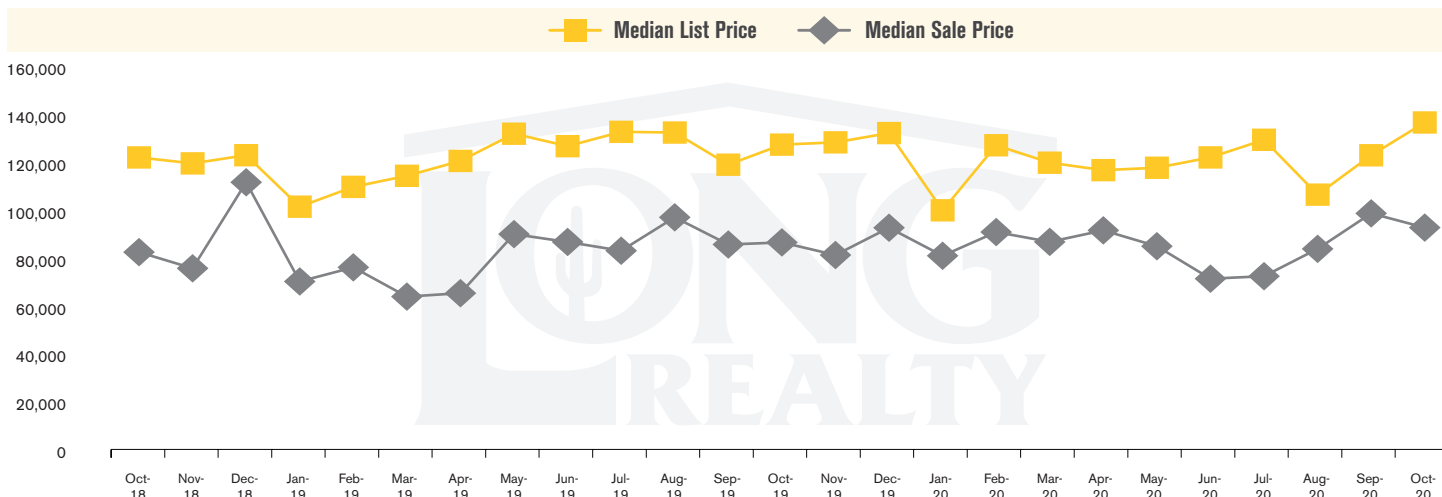
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 11/06/2020 is believed to be reliable, but not guaranteed.

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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 11/06/2020 from MLSSAZ using TrendGraphix 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 28.2%

Realty Executives Arizona Territory 10.1%

Tierra Antigua Realty 8.7%

Keller Williams Southern Arizona 4.2%

Coldwell Banker Realty 3.7%

Russ Lyons Sotheby's International 2.5%



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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
		May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20			
\$1 - 49,999	200	23	32	41	25	26	22	9.1	7.8	Slightly Buyer
\$50,000 - 74,999	96	11	7	13	11	10	18	5.3	7.4	Slightly Buyer
\$75,000 - 99,999	117	4	11	11	8	11	12	9.8	9.8	Buyer
\$100,000 - 124,999	99	5	6	10	6	7	5	19.8	14.2	Buyer
\$125,000 - 149,999	99	2	6	3	8	6	6	16.5	14.5	Buyer
\$150,000 - 174,999	97	4	7	1	5	3	2	48.5	26.4	Buyer
\$175,000 - 199,999	84	2	1	4	3	2	2	42.0	33.3	Buyer
\$200,000 - 224,999	28	1	1	1	1	1	0	n/a	38.0	Buyer
\$225,000 - 249,999	62	1	2	0	3	5	1	62.0	18.6	Buyer
\$250,000 - 274,999	37	0	1	1	0	2	0	n/a	51.5	Buyer
\$275,000 - 299,999	39	0	1	1	1	0	1	39.0	53.0	Buyer
\$300,000 - 349,999	23	0	0	2	0	2	1	23.0	21.3	Buyer
\$350,000 - 399,999	22	0	1	0	0	2	0	n/a	32.0	Buyer
\$400,000 - 499,999	28	0	0	1	0	1	4	7.0	14.6	Buyer
\$500,000 - 599,999	18	1	0	1	1	0	1	18.0	21.0	Buyer
\$600,000 - 699,999	10	2	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	8	0	0	0	0	0	1	8.0	22.0	Buyer
\$800,000 - 899,999	4	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	20	0	0	0	0	1	0	n/a	53.0	Buyer
TOTAL	1,095	56	76	90	72	79	76	14.4	13.3	Buyer



Seller's Market



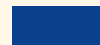
Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 11/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2020-10/31/2020. Information is believed to be reliable, but not guaranteed.