

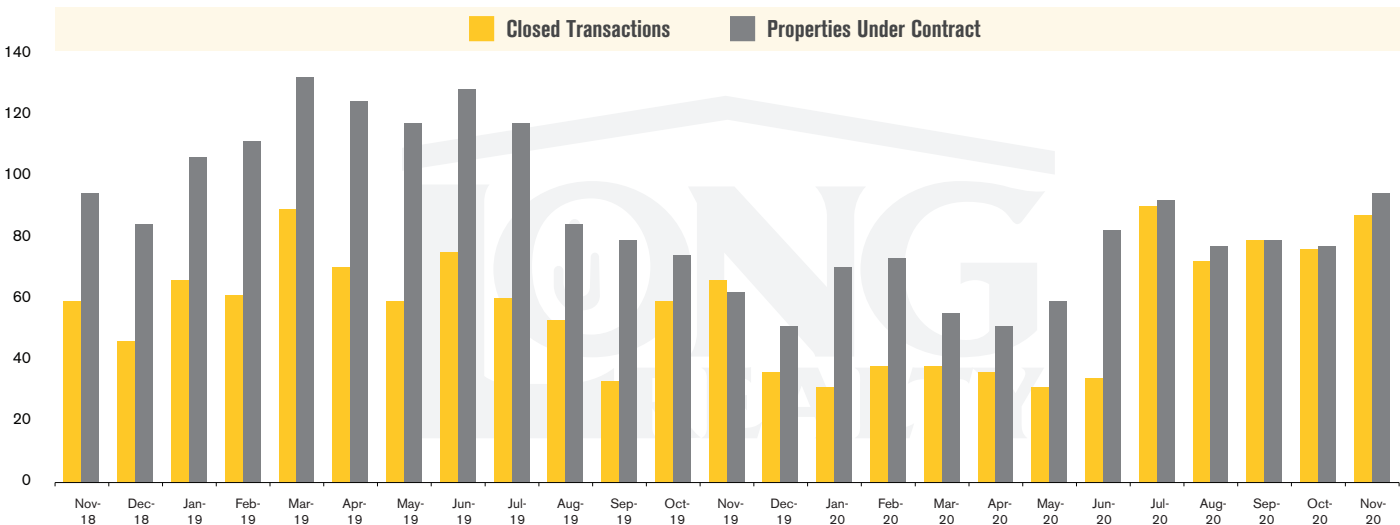
THE LAND REPORT

TUCSON | DECEMBER 2020

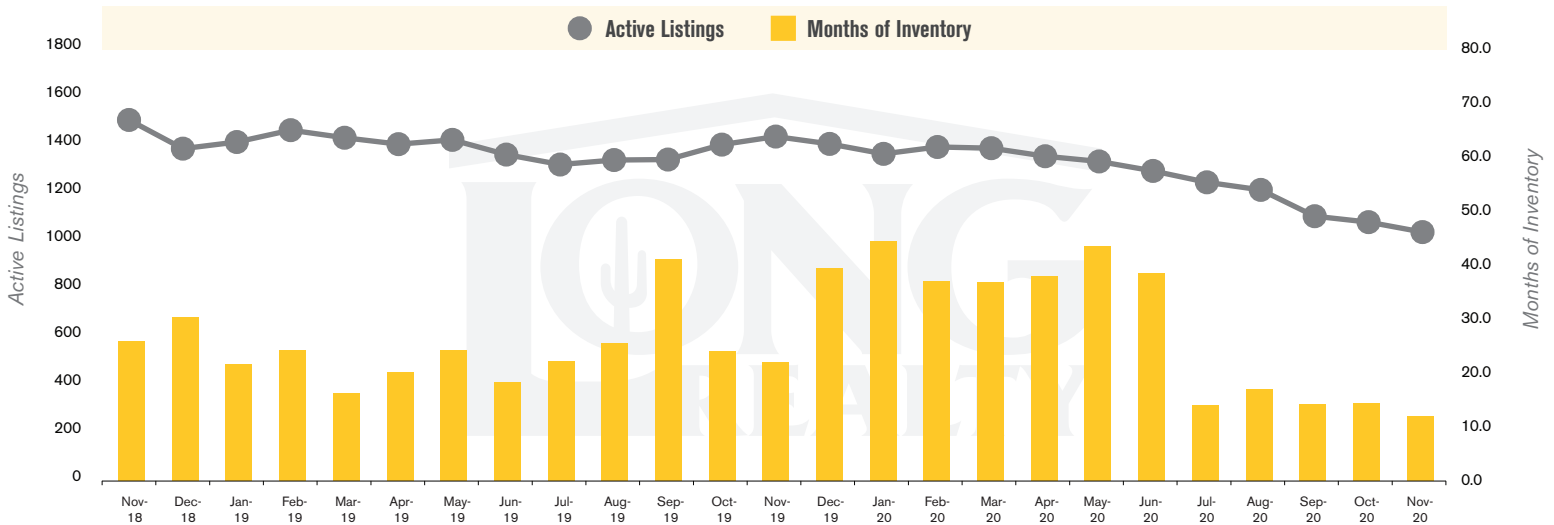


In the Tucson Lot and Land market, November 2020 active inventory was 1,053, a 28% decrease from November 2019. There were 87 closings in November 2020, a 32% increase from November 2019. Year-to-date 2020 there were 612 closings, an 11% decrease from year-to-date 2019. Months of Inventory was 12.1, down from 22.1 in November 2019. Median price of sold lots was \$110,132 for the month of November 2020, up 37% from November 2019. The Tucson Lot and Land area had 94 new properties under contract in November 2020, up 52% from November 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON LAND



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON LAND



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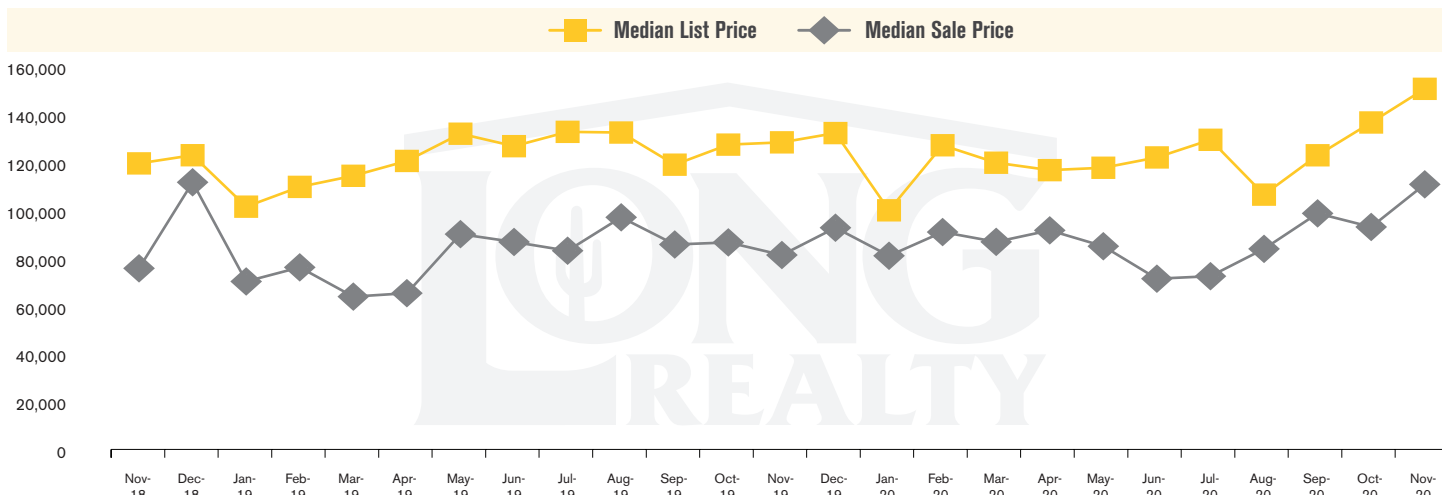
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 12/07/2020 is believed to be reliable, but not guaranteed.

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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 12/07/2020 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 29.4%

Realty Executives Arizona Territory 10.3%

Tierra Antigua Realty 8.5%

Keller Williams Southern Arizona 4.0%

Coldwell Banker Realty 4.0%

Russ Lyons Sotheby's International 2.4%



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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
		Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20			
\$1 - 49,999	189	32	41	25	26	22	25	7.6	8.5	Buyer
\$50,000 - 74,999	87	7	13	11	10	18	14	6.2	7.0	Slightly Buyer
\$75,000 - 99,999	114	11	11	8	11	11	6	19.0	12.1	Buyer
\$100,000 - 124,999	93	6	10	6	7	6	11	8.5	11.6	Buyer
\$125,000 - 149,999	93	6	3	8	6	6	5	18.6	17.5	Buyer
\$150,000 - 174,999	99	7	1	5	3	2	5	19.8	29.4	Buyer
\$175,000 - 199,999	81	1	4	3	2	2	6	13.5	24.5	Buyer
\$200,000 - 224,999	29	1	1	1	1	0	0	n/a	82.0	Buyer
\$225,000 - 249,999	54	2	0	3	5	1	2	27.0	22.9	Buyer
\$250,000 - 274,999	36	1	1	0	2	0	3	12.0	22.4	Buyer
\$275,000 - 299,999	39	1	1	1	0	1	3	13.0	29.0	Buyer
\$300,000 - 349,999	25	0	2	0	2	1	3	8.3	11.5	Buyer
\$350,000 - 399,999	20	1	0	0	2	0	0	n/a	33.5	Buyer
\$400,000 - 499,999	29	0	1	0	1	4	1	29.0	14.2	Buyer
\$500,000 - 599,999	18	0	1	1	0	1	0	n/a	49.0	Buyer
\$600,000 - 699,999	12	0	0	0	0	0	1	12.0	29.0	Buyer
\$700,000 - 799,999	8	0	0	0	0	1	1	8.0	12.5	Buyer
\$800,000 - 899,999	2	0	0	0	0	0	1	2.0	10.0	Buyer
\$900,000 - 999,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	20	0	0	0	1	0	0	n/a	56.0	Buyer
TOTAL	1,053	76	90	72	79	76	87	12.1	13.5	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 12/07/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2020-11/30/2020. Information is believed to be reliable, but not guaranteed.