

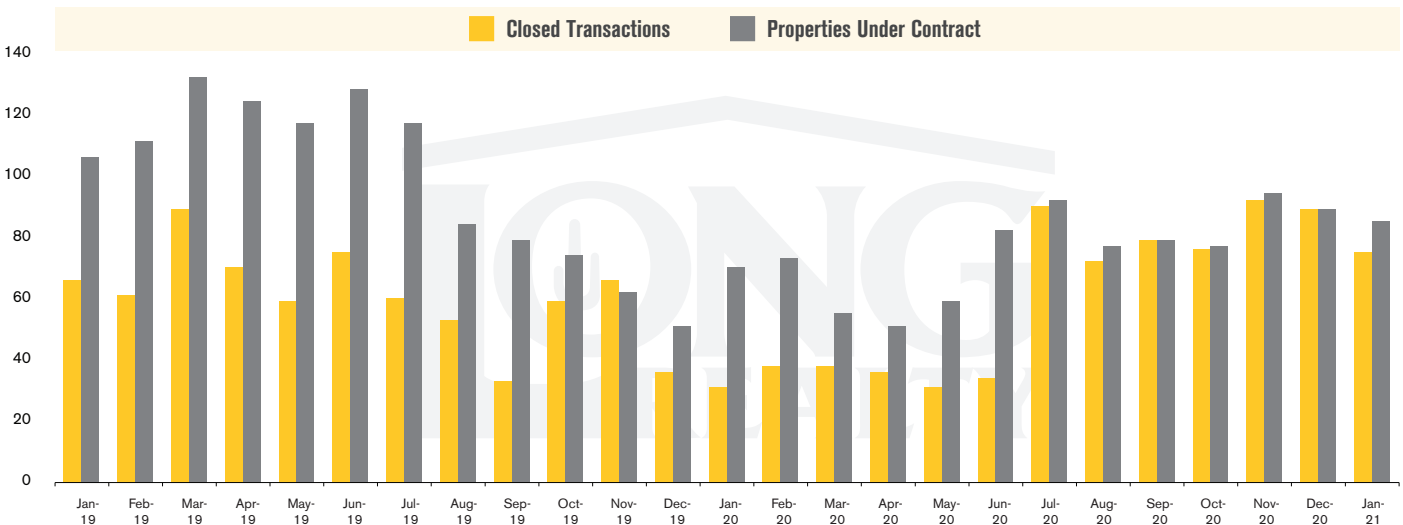
# THE LAND REPORT

TUCSON | FEBRUARY 2021

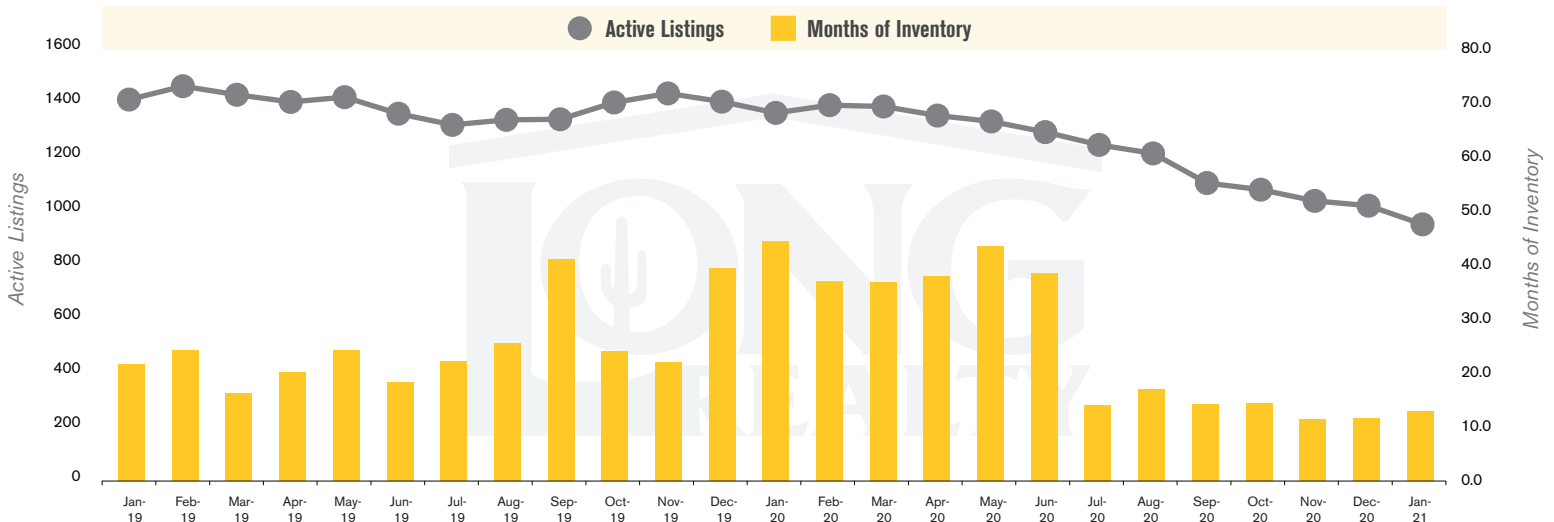


In the Tucson Lot and Land market, January 2021 active inventory was 965, a 30% decrease from January 2020. There were 75 closings in January 2021, a 142% increase from January 2020. Months of Inventory was 12.9, down from 44.6 in January 2020. Median price of sold lots was \$109,229 for the month of January 2021, up 36% from January 2020. The Tucson Lot and Land area had 85 new properties under contract in January 2021, up 21% from January 2020.

## 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 02/05/2021 is believed to be reliable, but not guaranteed.

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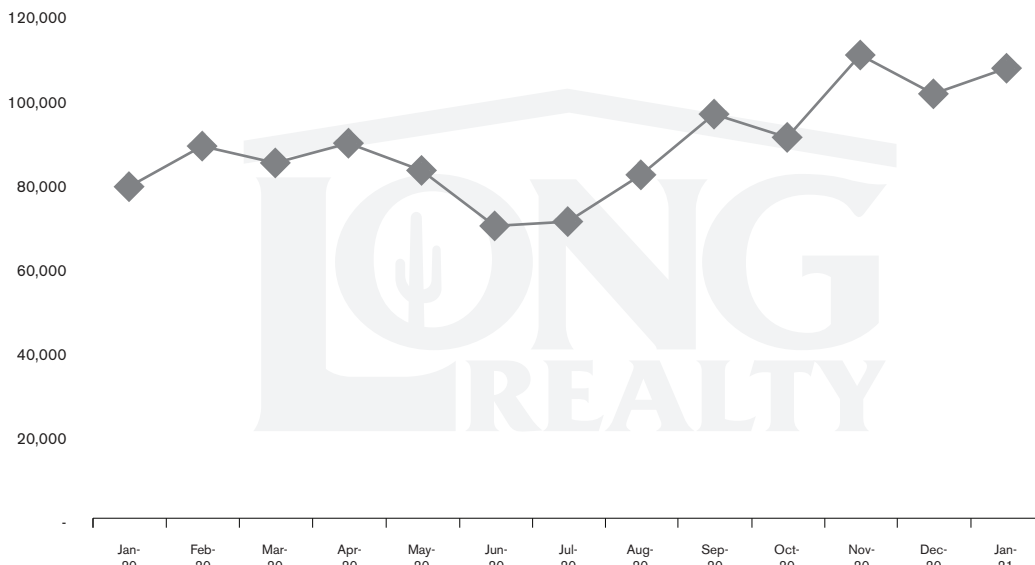


## MEDIAN SOLD PRICE

TUCSON LAND

**On average, homes sold this % of original list price.**

Jan 2020	Jan 2021
81.6%	84.6%



## MARKET SHARE

TUCSON LAND

**Long Realty leads the market in successful real estate sales.**

*Data Obtained 02/05/2021 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 31.1%**

Realty Executives Arizona Territory 10.5%

Tierra Antigua Realty 9.2%

Coldwell Banker Realty 4.0%

Keller Williams Southern Arizona 3.8%

Homesmart Advantage Group 2.0%



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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
		Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21			
\$1 - 49,999	166	25	26	22	28	31	21	7.9	6.6	Slightly Buyer
\$50,000 - 74,999	76	11	10	18	14	7	8	9.5	8.9	Buyer
\$75,000 - 99,999	90	8	11	11	6	12	10	9.0	11.3	Buyer
\$100,000 - 124,999	79	6	7	6	12	9	10	7.9	8.4	Slightly Buyer
\$125,000 - 149,999	94	8	6	6	5	5	6	15.7	17.7	Buyer
\$150,000 - 174,999	91	5	3	2	5	8	2	45.5	18.9	Buyer
\$175,000 - 199,999	79	3	2	2	6	4	6	13.2	15.3	Buyer
\$200,000 - 224,999	27	1	1	0	0	2	1	27.0	28.0	Buyer
\$225,000 - 249,999	49	3	5	1	2	2	2	24.5	26.0	Buyer
\$250,000 - 274,999	29	0	2	0	3	4	2	14.5	10.9	Buyer
\$275,000 - 299,999	37	1	0	1	4	0	1	37.0	22.2	Buyer
\$300,000 - 349,999	27	0	2	1	3	0	1	27.0	19.5	Buyer
\$350,000 - 399,999	33	0	2	0	0	0	3	11.0	25.7	Buyer
\$400,000 - 499,999	30	0	1	4	1	4	1	30.0	15.5	Buyer
\$500,000 - 599,999	15	1	0	1	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	11	0	0	0	1	0	0	n/a	32.0	Buyer
\$700,000 - 799,999	6	0	0	1	1	0	0	n/a	23.0	Buyer
\$800,000 - 899,999	4	0	0	0	1	0	0	n/a	9.0	Buyer
\$900,000 - 999,999	7	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	15	0	1	0	0	1	1	15.0	25.5	Buyer
<b>TOTAL</b>	<b>965</b>	<b>72</b>	<b>79</b>	<b>76</b>	<b>92</b>	<b>89</b>	<b>75</b>	<b>12.9</b>	<b>11.9</b>	<b>Buyer</b>



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 02/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2020-01/31/2021. Information is believed to be reliable, but not guaranteed.