

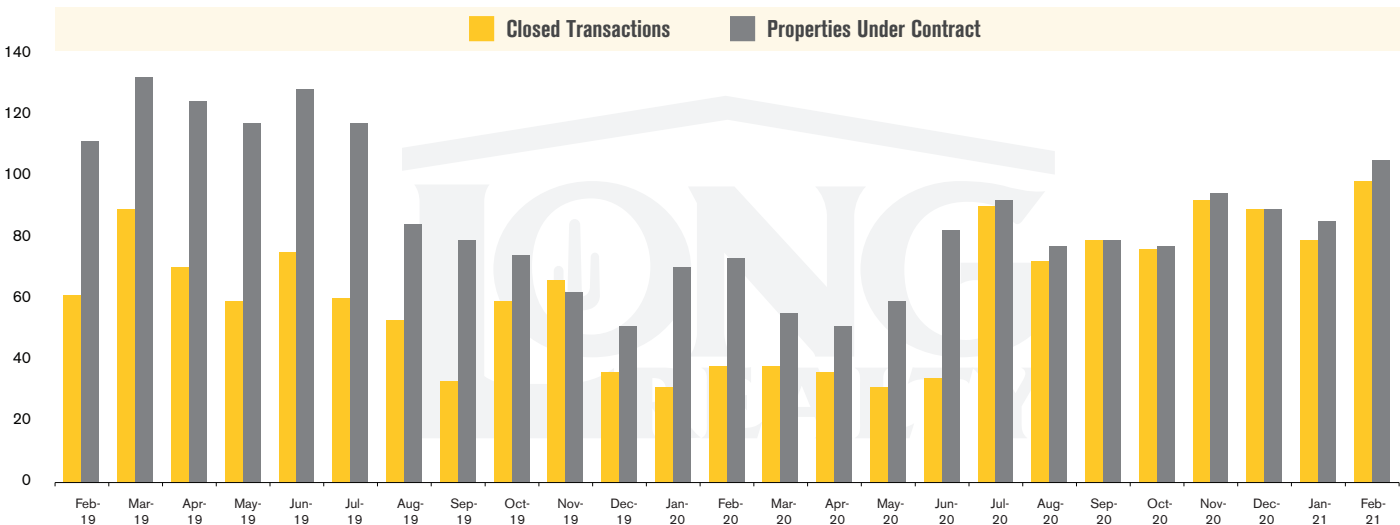
# THE LAND REPORT

TUCSON | MARCH 2021

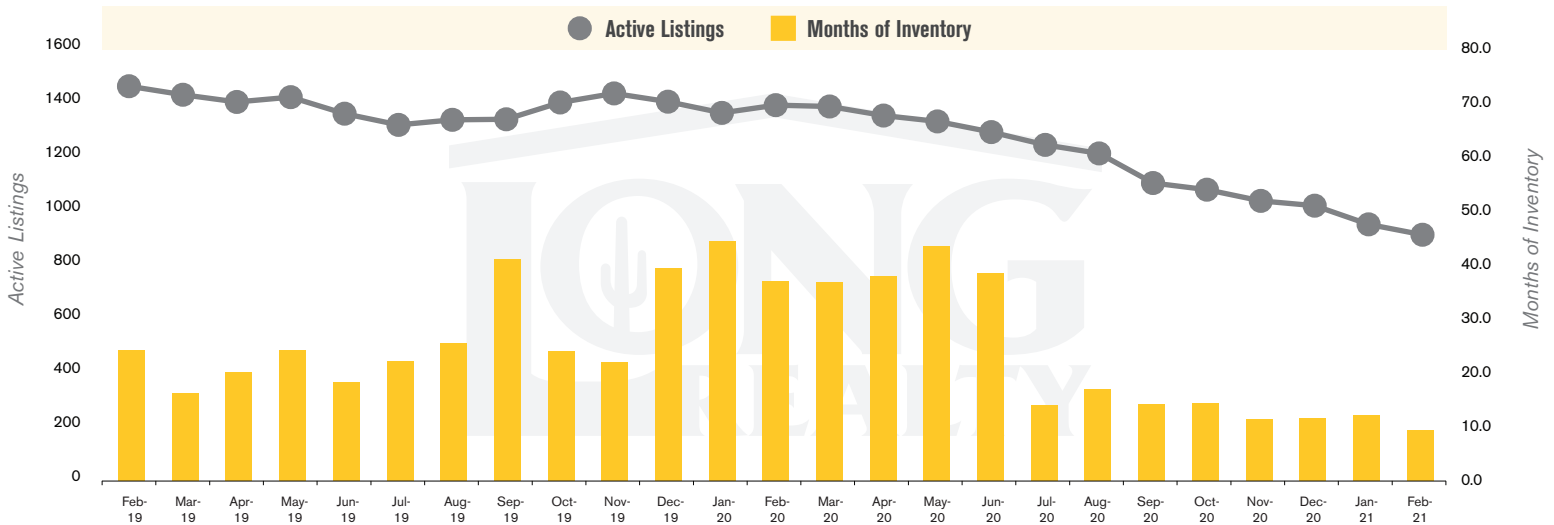


In the Tucson Lot and Land market, February 2021 active inventory was 926, a 34% decrease from February 2020. There were 98 closings in February 2021, a 158% increase from February 2020. Year-to-date 2021 there were 177 closings, a 157% increase from year-to-date 2020. Months of Inventory was 9.4, up from 37.2 in February 2020. Median price of sold lots was \$112,907 for the month of February 2021, up 25% from February 2020. The Tucson Lot and Land area had 105 new properties under contract in February 2021, up 44% from February 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 03/05/2021 is believed to be reliable, but not guaranteed.

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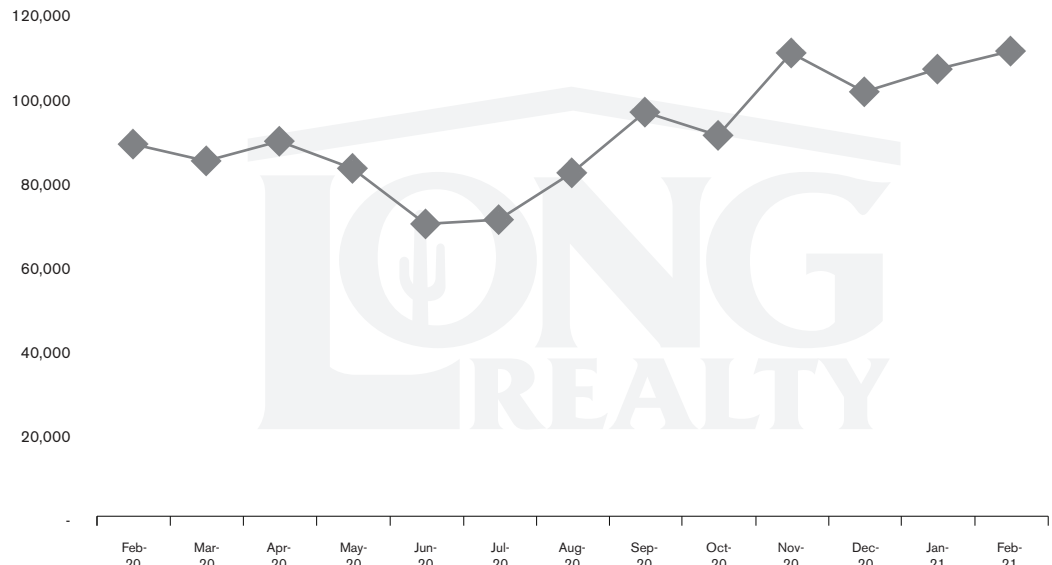


## MEDIAN SOLD PRICE

TUCSON LAND

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

Feb 2020	Feb 2021
<b>80.3%</b>	<b>90.4%</b>



## MARKET SHARE

TUCSON LAND

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

*Data Obtained 03/05/2021 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 32.3%**

Realty Executives Arizona Territory 9.4%

Tierra Antigua Realty 9.0%

Keller Williams Southern Arizona 4.2%

Coldwell Banker Realty 3.8%

Exp Realty 2.2%



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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
		Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21			
\$1 - 49,999	155	26	22	28	31	21	29	5.3	6.1	Balanced
\$50,000 - 74,999	64	10	18	14	7	8	16	4.0	7.5	Slightly Buyer
\$75,000 - 99,999	98	11	11	6	12	10	7	14.0	10.3	Buyer
\$100,000 - 124,999	80	7	6	12	9	10	6	13.3	9.9	Buyer
\$125,000 - 149,999	84	6	6	5	5	6	6	14.0	16.1	Buyer
\$150,000 - 174,999	89	3	2	5	8	3	4	22.3	18.3	Buyer
\$175,000 - 199,999	74	2	2	6	4	8	10	7.4	10.8	Buyer
\$200,000 - 224,999	30	1	0	0	2	2	2	15.0	14.2	Buyer
\$225,000 - 249,999	40	5	1	2	2	2	4	10.0	17.8	Buyer
\$250,000 - 274,999	30	2	0	3	4	2	0	n/a	15.3	Buyer
\$275,000 - 299,999	36	0	1	4	0	1	1	36.0	54.0	Buyer
\$300,000 - 349,999	27	2	1	3	0	1	4	6.8	16.0	Buyer
\$350,000 - 399,999	31	2	0	0	0	3	3	10.3	14.7	Buyer
\$400,000 - 499,999	27	1	4	1	4	1	4	6.8	10.1	Buyer
\$500,000 - 599,999	15	0	1	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	12	0	0	1	0	0	2	6.0	16.0	Buyer
\$700,000 - 799,999	7	0	1	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	3	0	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	7	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	17	1	0	0	1	1	0	n/a	24.0	Buyer
<b>TOTAL</b>	<b>926</b>	<b>79</b>	<b>76</b>	<b>92</b>	<b>89</b>	<b>79</b>	<b>98</b>	<b>9.4</b>	<b>11.0</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 03/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2020-02/28/2021. Information is believed to be reliable, but not guaranteed.