

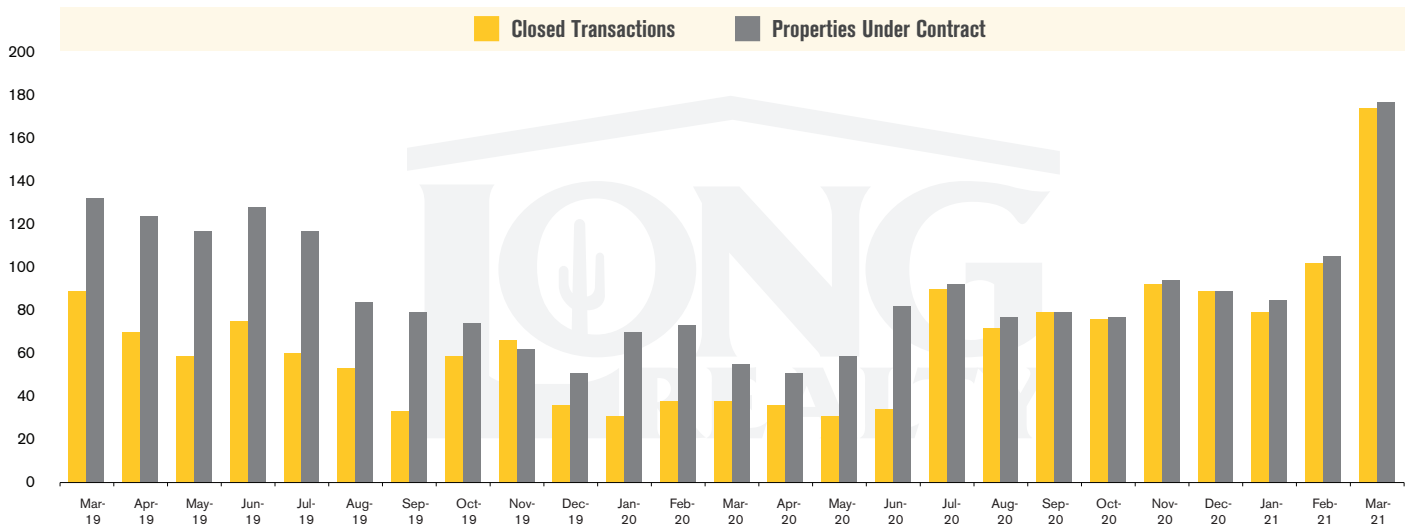
THE LAND REPORT

TUCSON | APRIL 2021

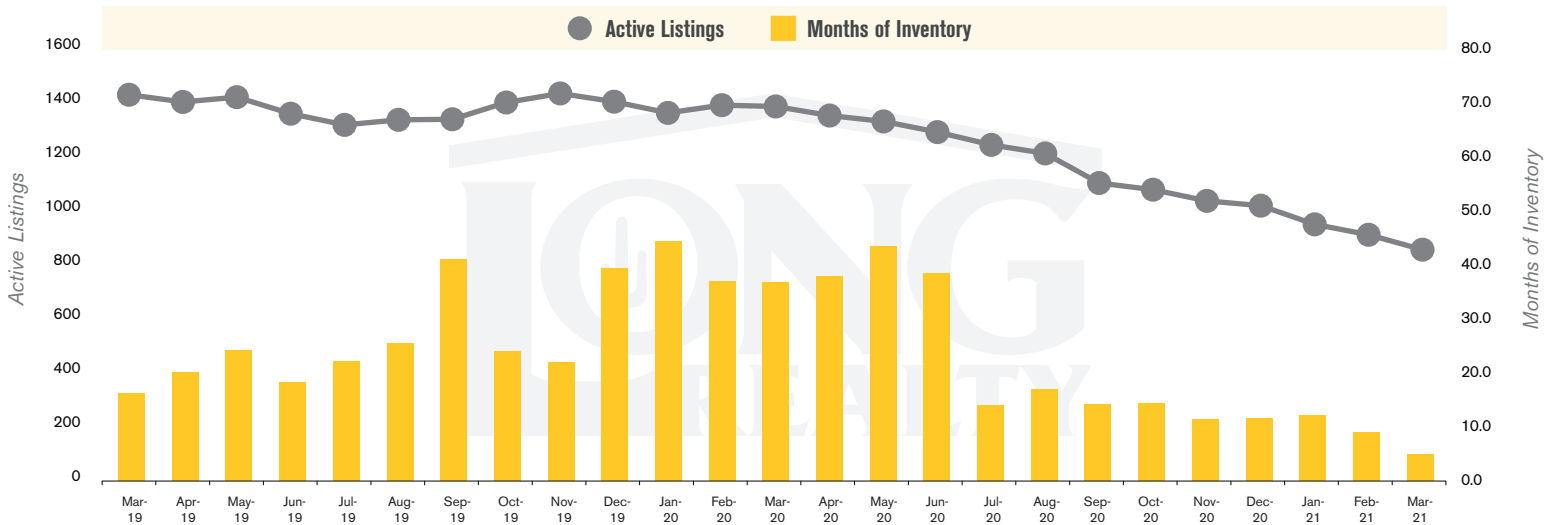


In the Tucson Lot and Land market, March 2021 active inventory was 870, a 38% decrease from March 2020. There were 174 closings in March 2021, a 358% increase from March 2020. Year-to-date 2021 there were 355 closings, a 232% increase from year-to-date 2020. Months of Inventory was 5.0, up from 37.0 in March 2020. Median price of sold lots was \$103,406 for the month of March 2021, up 20% from March 2020. The Tucson Lot and Land area had 177 new properties under contract in March 2021, up 222% from March 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 04/06/2021 is believed to be reliable, but not guaranteed.

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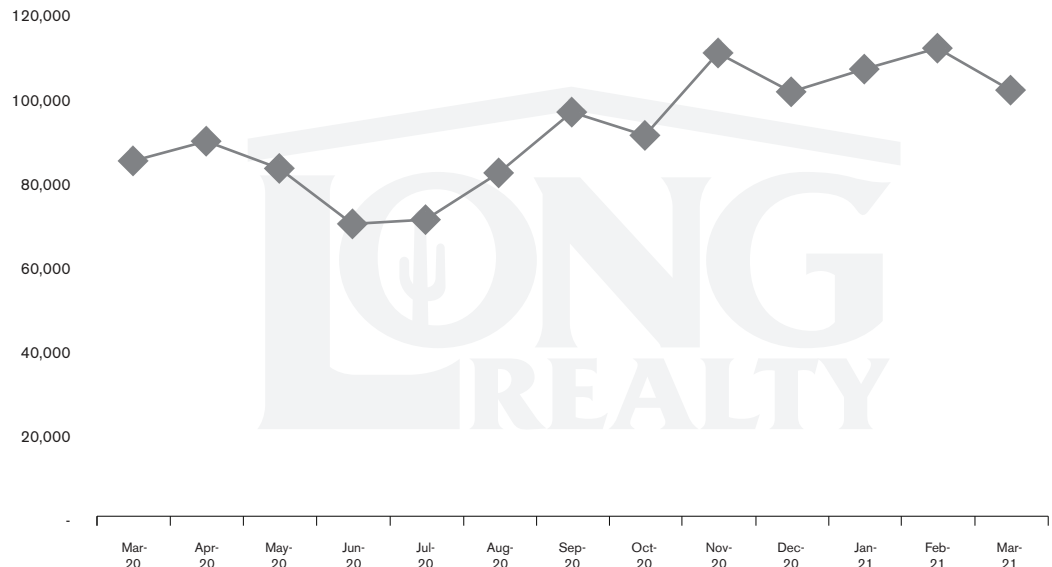


MEDIAN SOLD PRICE

TUCSON LAND

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

Mar 2020	Mar 2021
77.2%	89.1%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 04/06/2021 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 32.7%

Realty Executives Arizona Territory 8.9%

Tierra Antigua Realty 8.7%

Keller Williams Southern Arizona 4.2%

Coldwell Banker Realty 3.7%

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
		Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21			
\$1 - 49,999	126	22	28	31	21	29	46	2.7	4.7	Slightly Seller
\$50,000 - 74,999	65	18	14	7	8	18	31	2.1	3.6	Seller
\$75,000 - 99,999	91	11	6	12	10	8	19	4.8	7.5	Slightly Buyer
\$100,000 - 124,999	64	6	12	9	10	6	16	4.0	7.0	Slightly Buyer
\$125,000 - 149,999	87	6	5	5	6	6	10	8.7	12.0	Buyer
\$150,000 - 174,999	82	2	5	8	3	4	13	6.3	13.1	Buyer
\$175,000 - 199,999	76	2	6	4	8	10	4	19.0	10.4	Buyer
\$200,000 - 224,999	34	0	0	2	2	2	8	4.3	7.6	Slightly Buyer
\$225,000 - 249,999	34	1	2	2	2	4	3	11.3	13.7	Buyer
\$250,000 - 274,999	32	0	3	4	2	1	5	6.4	11.4	Buyer
\$275,000 - 299,999	37	1	4	0	1	1	5	7.4	15.7	Buyer
\$300,000 - 349,999	25	1	3	0	1	4	2	12.5	11.3	Buyer
\$350,000 - 399,999	27	0	0	0	3	3	3	9.0	10.1	Buyer
\$400,000 - 499,999	27	4	1	4	1	4	6	4.5	7.6	Slightly Buyer
\$500,000 - 599,999	14	1	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	12	0	1	0	0	2	3	4.0	7.0	Slightly Buyer
\$700,000 - 799,999	8	1	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	4	0	1	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	19	0	0	1	1	0	0	n/a	51.0	Buyer
TOTAL	870	76	92	89	79	102	174	5.0	7.8	Slightly 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 04/06/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2021-03/31/2021. Information is believed to be reliable, but not guaranteed.