

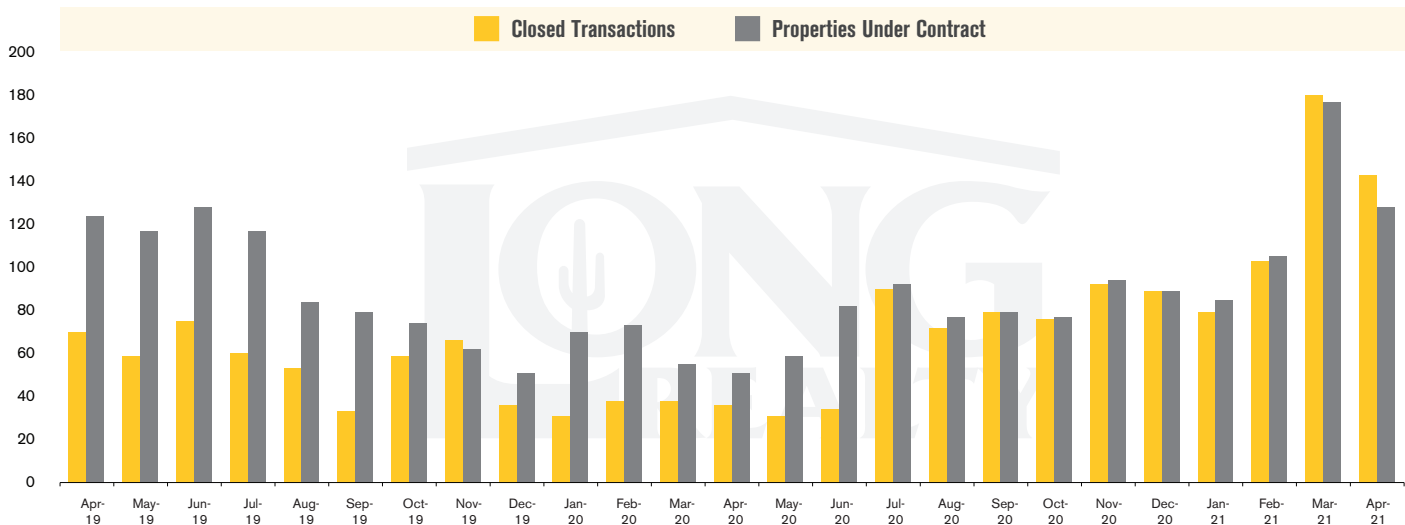
THE LAND REPORT

TUCSON | MAY 2021

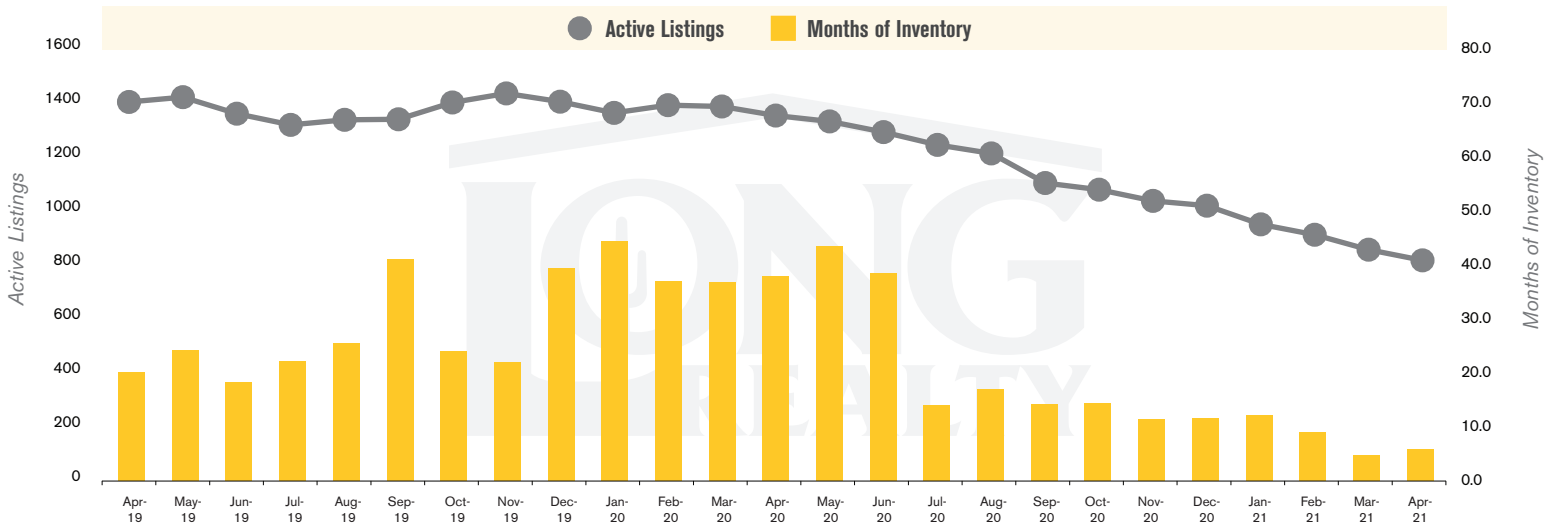


In the Tucson Lot and Land market, April 2021 active inventory was 830, a 40% decrease from April 2020. There were 143 closings in April 2021, a 297% increase from April 2020. Year-to-date 2021 there were 505 closings, a 253% increase from year-to-date 2020. Months of Inventory was 5.8, up from 38.1 in April 2020. Median price of sold lots was \$124,145 for the month of April 2021, up 37% from April 2020. The Tucson Lot and Land area had 128 new properties under contract in April 2021, up 151% from April 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 05/06/2021 is believed to be reliable, but not guaranteed.

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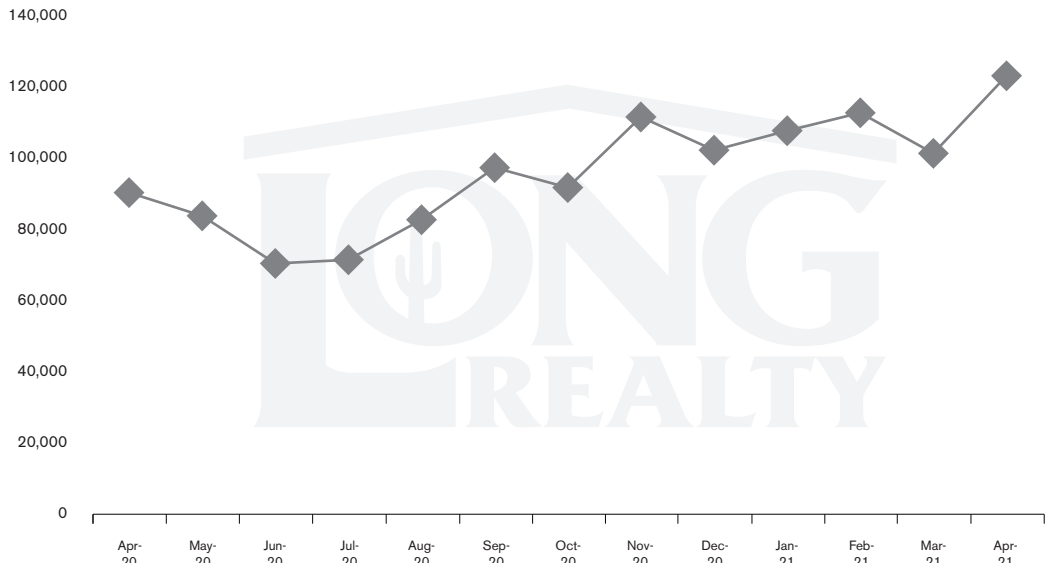


MEDIAN SOLD PRICE

TUCSON LAND

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

Apr 2020	Apr 2021
80.2%	89.9%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 05/06/2021 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 32.1%

Realty Executives Arizona Territory 8.5%

Tierra Antigua Realty 8.3%

Keller Williams Southern Arizona 4.1%

Coldwell Banker Realty 3.6%

Russ Lyon Sothebys 3.1%



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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
		Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21			
\$1 - 49,999	114	28	31	21	29	49	42	2.7	3.3	Seller
\$50,000 - 74,999	58	14	7	8	18	31	16	3.6	2.9	Seller
\$75,000 - 99,999	84	6	12	10	8	21	15	5.6	6.2	Balanced
\$100,000 - 124,999	53	12	9	10	6	17	16	3.3	5.1	Balanced
\$125,000 - 149,999	78	5	5	6	7	10	12	6.5	8.6	Buyer
\$150,000 - 174,999	82	5	8	3	4	13	10	8.2	9.4	Buyer
\$175,000 - 199,999	74	6	4	8	10	4	8	9.3	10.2	Buyer
\$200,000 - 224,999	35	0	2	2	2	8	2	17.5	8.3	Slightly Buyer
\$225,000 - 249,999	34	2	2	2	4	3	3	11.3	10.8	Buyer
\$250,000 - 274,999	35	3	4	2	1	5	2	17.5	12.1	Buyer
\$275,000 - 299,999	42	4	0	1	1	5	3	14.0	12.8	Buyer
\$300,000 - 349,999	23	3	0	1	4	2	4	5.8	7.5	Slightly Buyer
\$350,000 - 399,999	25	0	0	3	3	3	3	8.3	9.2	Buyer
\$400,000 - 499,999	32	1	4	1	4	6	3	10.7	6.6	Slightly Buyer
\$500,000 - 599,999	13	0	0	0	0	0	2	6.5	21.0	Buyer
\$600,000 - 699,999	10	1	0	0	2	3	1	10.0	5.7	Balanced
\$700,000 - 799,999	7	1	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	4	1	0	0	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	20	0	1	1	0	0	1	20.0	56.0	Buyer
TOTAL	830	92	89	79	103	180	143	5.8	6.2	Balanced



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 05/06/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2021-04/30/2021. Information is believed to be reliable, but not guaranteed.