

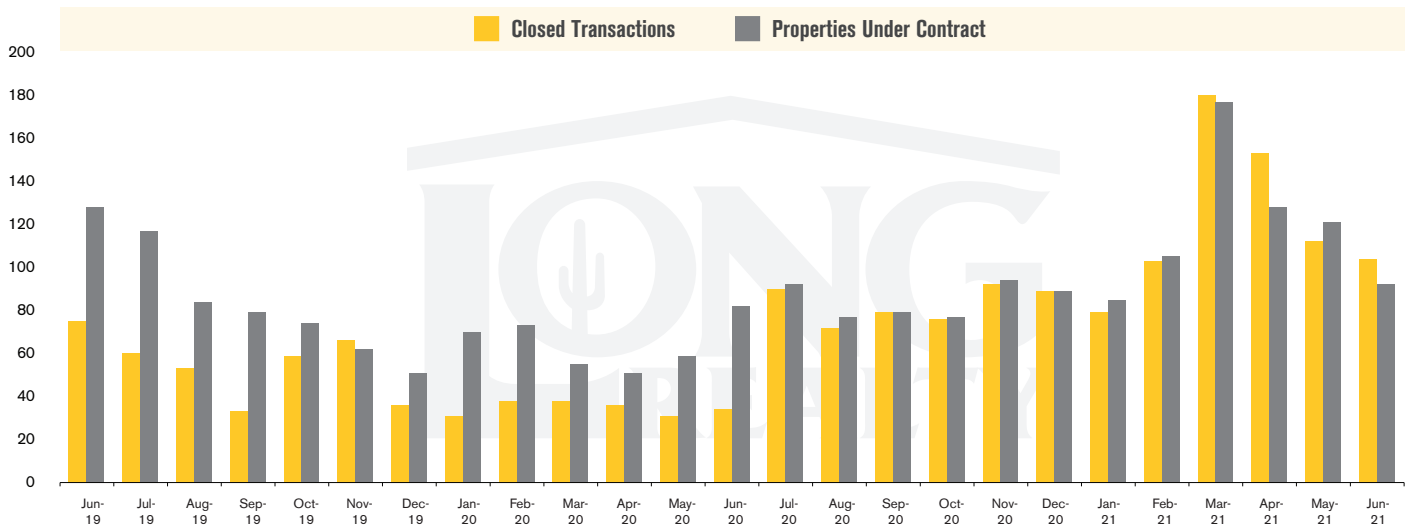
THE LAND REPORT

TUCSON | JULY 2021

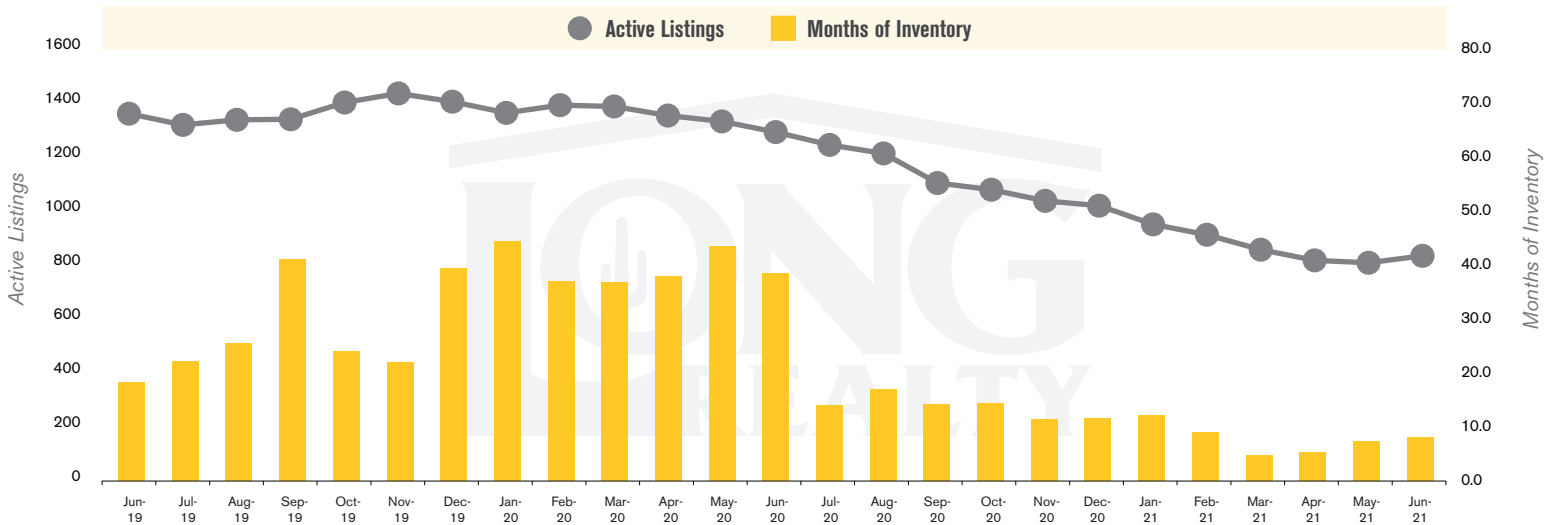


In the Tucson Lot and Land market, June 2021 active inventory was 847, a 35% decrease from June 2020. There were 104 closings in June 2021, a 206% increase from June 2020. Year-to-date 2021 there were 731 closings, a 251% increase from year-to-date 2020. Months of Inventory was 8.1, down from 38.6 in June 2020. Median price of sold lots was \$119,517 for the month of June 2021, up 69% from June 2020. The Tucson Lot and Land area had 92 new properties under contract in June 2021, up 12% from June 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 07/07/2021 is believed to be reliable, but not guaranteed.

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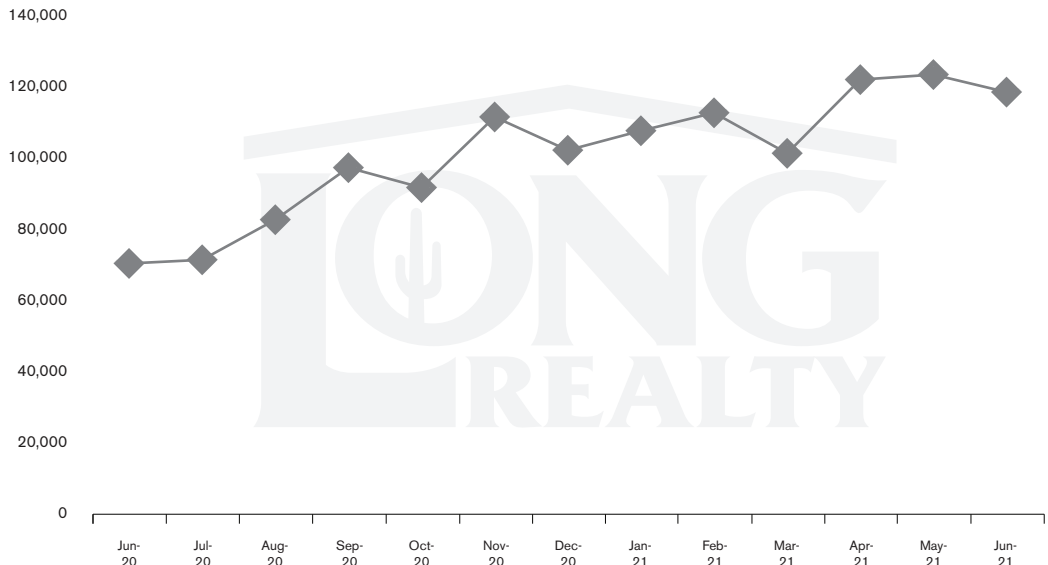


MEDIAN SOLD PRICE

TUCSON LAND

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

Jun 2020	Jun 2021
83.4%	90.8%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 07/07/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 07/01/2020 – 06/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

32.7%

Realty Executives Arizona Territory 7.8%

Tierra Antigua Realty 7.7%

Keller Williams Southern Arizona 4.1%

Coldwell Banker Realty 3.2%

Russ Lyon Sothebys 2.6%



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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
		Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21			
\$1 - 49,999	116	21	29	49	44	27	23	5.0	3.6	Seller
\$50,000 - 74,999	53	8	18	32	16	15	10	5.3	4.0	Seller
\$75,000 - 99,999	98	10	8	22	17	14	12	8.2	6.3	Balanced
\$100,000 - 124,999	51	10	6	17	17	8	12	4.3	4.3	Slightly Seller
\$125,000 - 149,999	73	6	7	10	12	7	15	4.9	6.6	Slightly Buyer
\$150,000 - 174,999	72	3	4	13	14	10	9	8.0	7.2	Slightly Buyer
\$175,000 - 199,999	89	8	10	4	8	3	3	29.7	17.6	Buyer
\$200,000 - 224,999	37	2	2	8	2	6	1	37.0	11.7	Buyer
\$225,000 - 249,999	29	2	4	3	3	4	3	9.7	9.1	Buyer
\$250,000 - 274,999	34	2	1	5	2	5	2	17.0	11.6	Buyer
\$275,000 - 299,999	41	1	1	5	3	2	5	8.2	12.0	Buyer
\$300,000 - 349,999	28	1	4	2	4	4	1	28.0	8.3	Slightly Buyer
\$350,000 - 399,999	23	3	3	3	3	4	3	7.7	7.1	Slightly Buyer
\$400,000 - 499,999	36	1	4	6	3	1	2	18.0	17.3	Buyer
\$500,000 - 599,999	14	0	0	0	3	2	1	14.0	6.5	Balanced
\$600,000 - 699,999	10	0	2	3	1	0	1	10.0	16.0	Buyer
\$700,000 - 799,999	11	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	22	1	0	0	1	0	1	22.0	30.5	Buyer
TOTAL	847	79	103	182	153	112	104	8.1	6.8	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 07/07/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2021-06/30/2021. Information is believed to be reliable, but not guaranteed.