

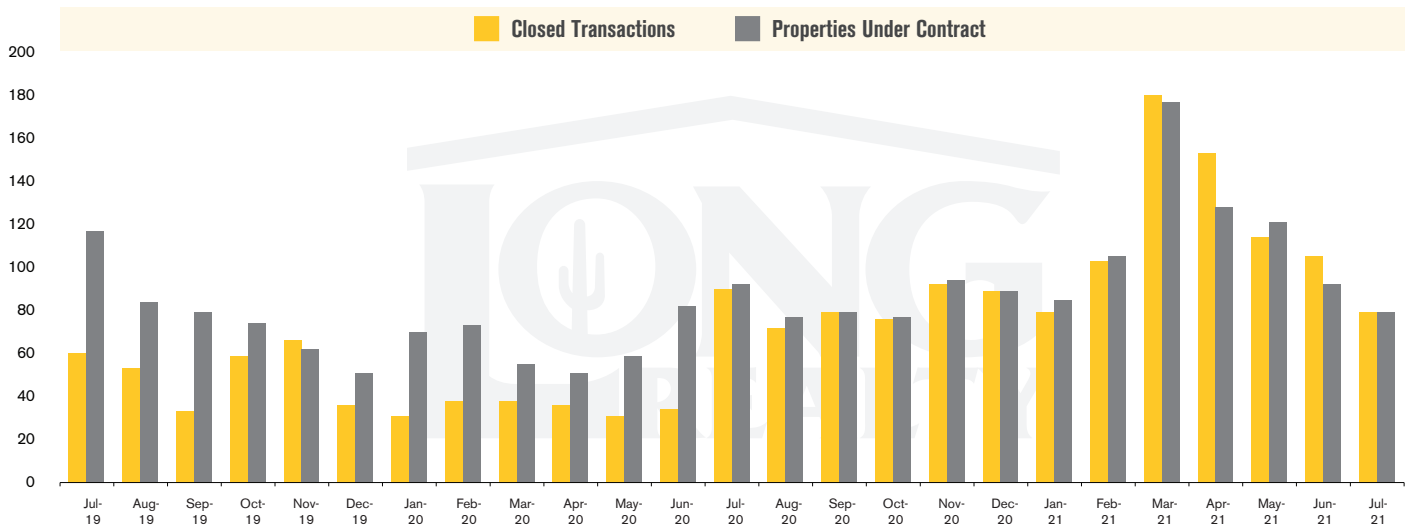
THE LAND REPORT

TUCSON | AUGUST 2021

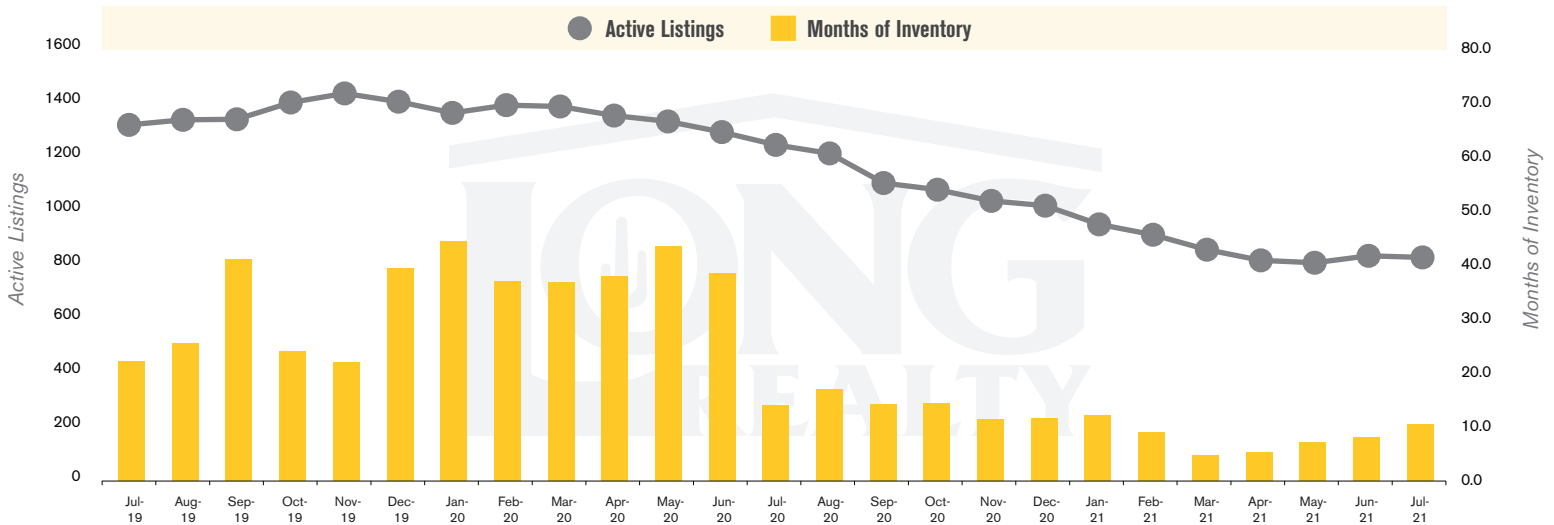


In the Tucson Lot and Land market, July 2021 active inventory was 841, a 33% decrease from July 2020. There were 79 closings in July 2021, a 12% decrease from July 2020. Year-to-date 2021 there were 813 closings, a 173% increase from year-to-date 2020. Months of Inventory was 10.6, down from 14.0 in July 2020. Median price of sold lots was \$144,087 for the month of July 2021, up 101% from July 2020. The Tucson Lot and Land area had 79 new properties under contract in July 2021, down 14% from July 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 08/05/2021 is believed to be reliable, but not guaranteed.

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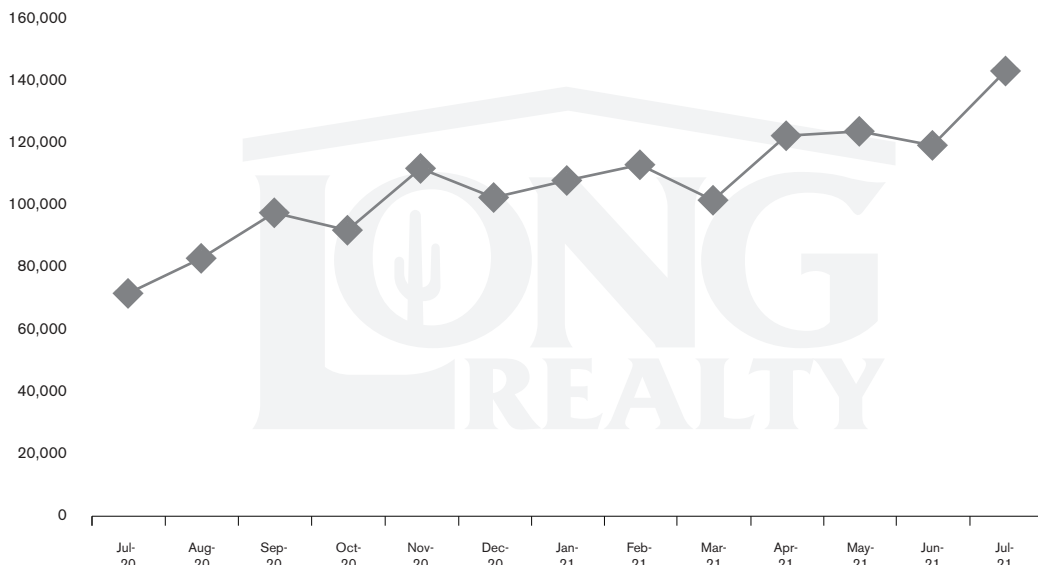


MEDIAN SOLD PRICE

TUCSON LAND

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

Jul 2020	Jul 2021
86.2%	88.8%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 08/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 08/01/2020 – 07/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 31.3%

Realty Executives Arizona Territory 8.1%

Tierra Antigua Realty 7.5%

Keller Williams Southern Arizona 4.0%

Coldwell Banker Realty 3.0%

Dove Mountain Realty, Llc 2.7%



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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
		Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21			
\$1 - 49,999	111	29	49	44	29	23	15	7.4	5.0	Slightly Seller
\$50,000 - 74,999	62	18	32	16	15	10	12	5.2	4.5	Slightly Seller
\$75,000 - 99,999	88	8	22	17	14	12	12	7.3	7.3	Slightly Buyer
\$100,000 - 124,999	58	6	17	17	8	12	4	14.5	6.8	Slightly Buyer
\$125,000 - 149,999	80	7	10	12	7	15	7	11.4	7.8	Slightly Buyer
\$150,000 - 174,999	66	4	13	14	10	10	3	22.0	9.6	Buyer
\$175,000 - 199,999	91	10	4	8	3	3	2	45.5	32.9	Buyer
\$200,000 - 224,999	34	2	8	2	6	1	4	8.5	9.5	Buyer
\$225,000 - 249,999	27	4	3	3	4	3	3	9.0	8.4	Slightly Buyer
\$250,000 - 274,999	33	1	5	2	5	2	2	16.5	11.3	Buyer
\$275,000 - 299,999	39	1	5	3	2	5	5	7.8	9.8	Buyer
\$300,000 - 349,999	25	4	2	4	4	1	3	8.3	9.6	Buyer
\$350,000 - 399,999	25	3	3	3	4	3	0	n/a	10.1	Buyer
\$400,000 - 499,999	35	4	6	3	1	2	1	35.0	26.8	Buyer
\$500,000 - 599,999	16	0	0	3	2	1	1	16.0	10.5	Buyer
\$600,000 - 699,999	9	2	3	1	0	1	3	3.0	7.8	Slightly Buyer
\$700,000 - 799,999	9	0	0	0	0	0	1	9.0	28.0	Buyer
\$800,000 - 899,999	4	0	0	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	23	0	0	1	0	1	1	23.0	32.0	Buyer
TOTAL	841	103	182	153	114	105	79	10.6	8.4	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 08/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2021-07/31/2021. Information is believed to be reliable, but not guaranteed.