

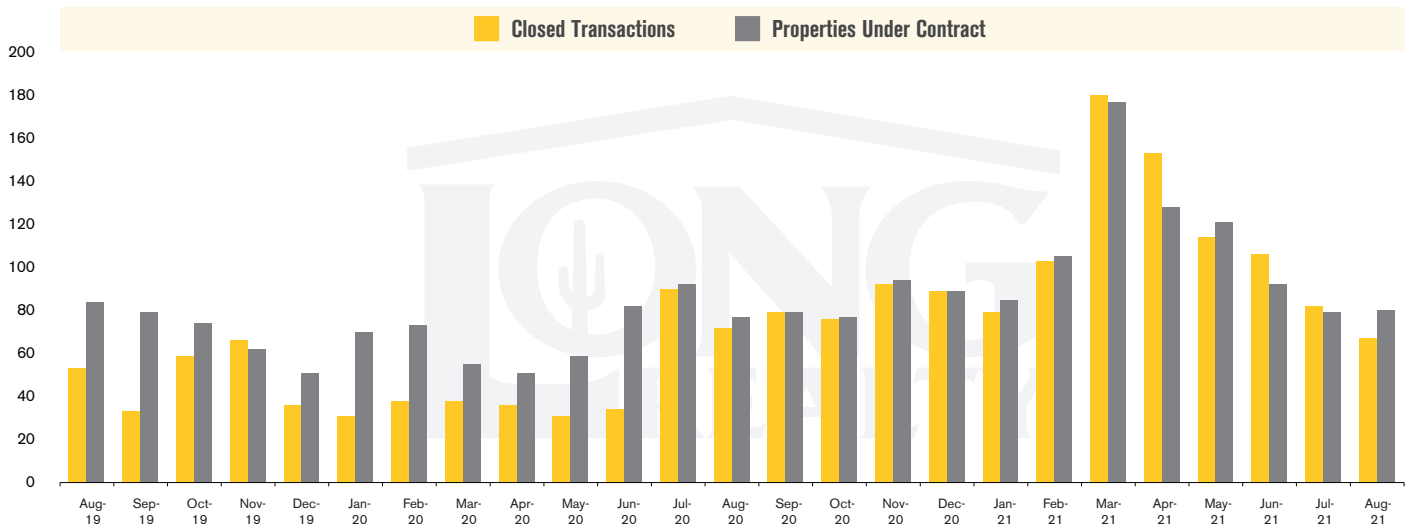
THE LAND REPORT

TUCSON | SEPTEMBER 2021

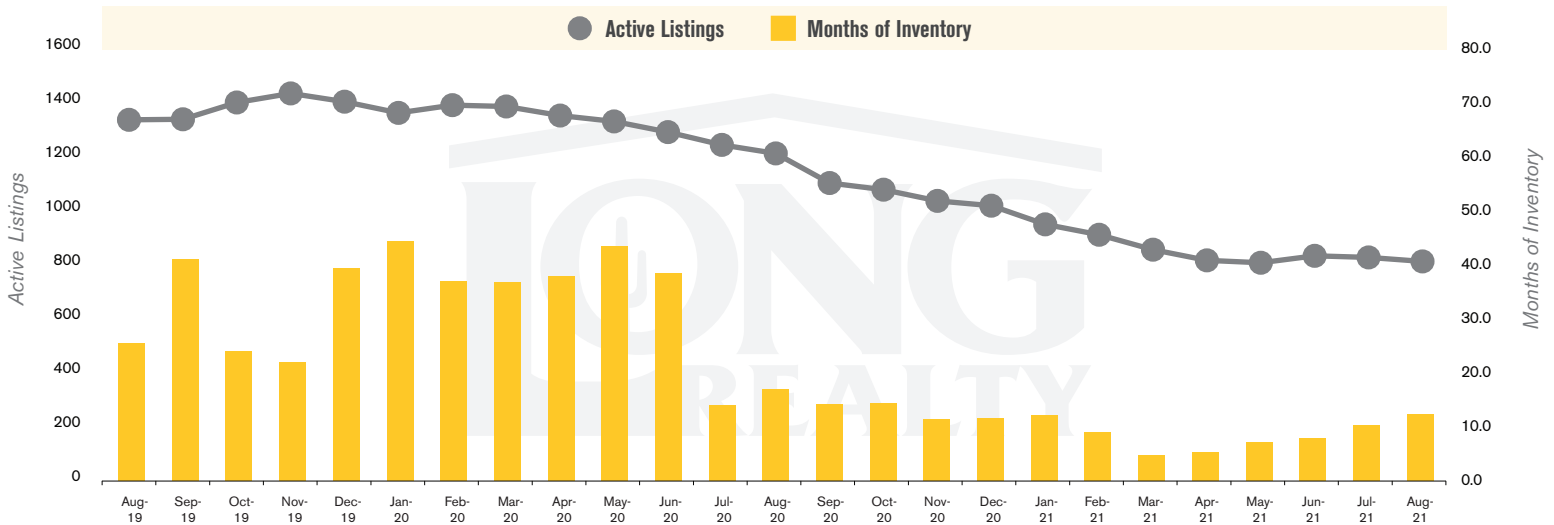


In the Tucson Lot and Land market, August 2021 active inventory was 826, a 33% decrease from August 2020. There were 67 closings in August 2021, a 7% decrease from August 2020. Year-to-date 2021 there were 884 closings, a 139% increase from year-to-date 2020. Months of Inventory was 12.3, down from 17.1 in August 2020. Median price of sold lots was \$108,523 for the month of August 2021, up 30% from August 2020. The Tucson Lot and Land area had 80 new properties under contract in August 2021, up 4% from August 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 09/08/2021 is believed to be reliable, but not guaranteed.

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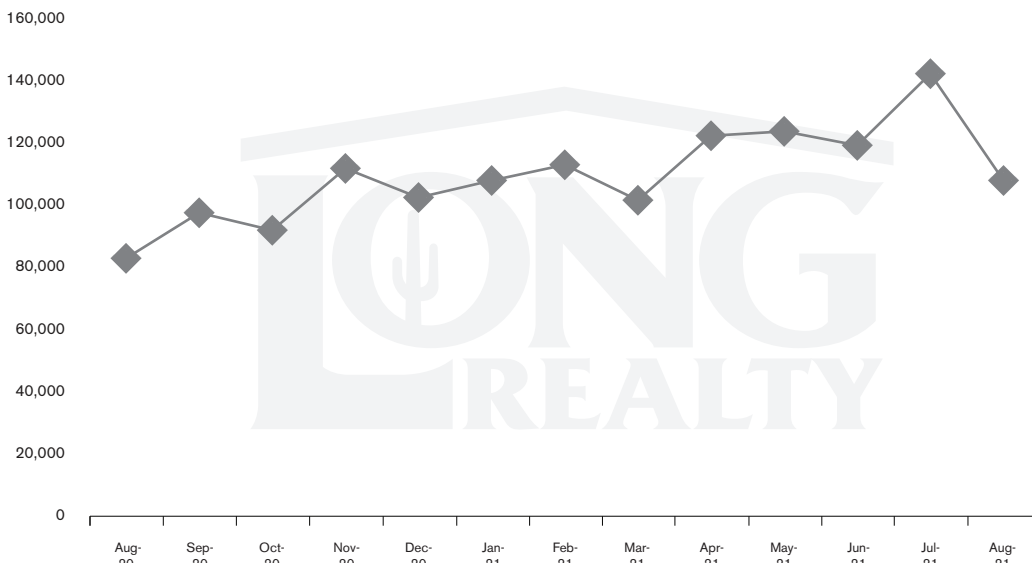


MEDIAN SOLD PRICE

TUCSON LAND

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

Aug 2020	Aug 2021
81.8%	84.2%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 09/08/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 09/01/2020 – 08/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 31.6%

Realty Executives Arizona Territory 8.3%

Tierra Antigua Realty 7.7%

Keller Williams Southern Arizona 4.2%

Coldwell Banker Realty 2.9%

Russ Lyon Sothebys 2.8%



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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
		Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21			
\$1 - 49,999	103	49	44	29	24	16	18	5.7	5.7	Balanced
\$50,000 - 74,999	76	32	16	15	10	12	9	8.4	6.2	Balanced
\$75,000 - 99,999	87	22	17	14	12	12	10	8.7	8.0	Slightly Buyer
\$100,000 - 124,999	50	17	17	8	12	4	5	10.0	7.6	Slightly Buyer
\$125,000 - 149,999	81	10	12	7	15	8	7	11.6	7.8	Slightly Buyer
\$150,000 - 174,999	63	13	14	10	10	3	5	12.6	11.2	Buyer
\$175,000 - 199,999	84	4	8	3	3	2	1	84.0	44.0	Buyer
\$200,000 - 224,999	36	8	2	6	1	4	3	12.0	13.4	Buyer
\$225,000 - 249,999	23	3	3	4	3	3	3	7.7	8.8	Buyer
\$250,000 - 274,999	35	5	2	5	2	2	3	11.7	14.6	Buyer
\$275,000 - 299,999	33	5	3	2	5	6	0	n/a	10.3	Buyer
\$300,000 - 349,999	27	2	4	4	1	3	0	n/a	20.0	Buyer
\$350,000 - 399,999	26	3	3	4	3	0	2	13.0	14.8	Buyer
\$400,000 - 499,999	35	6	3	1	2	1	0	n/a	35.3	Buyer
\$500,000 - 599,999	14	0	3	2	1	1	0	n/a	22.0	Buyer
\$600,000 - 699,999	10	3	1	0	1	3	1	10.0	5.8	Balanced
\$700,000 - 799,999	10	0	0	0	0	1	0	n/a	30.0	Buyer
\$800,000 - 899,999	4	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	24	0	1	0	1	1	0	n/a	34.5	Buyer
TOTAL	826	182	153	114	106	82	67	12.3	9.9	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 09/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2021-08/31/2021. Information is believed to be reliable, but not guaranteed.