

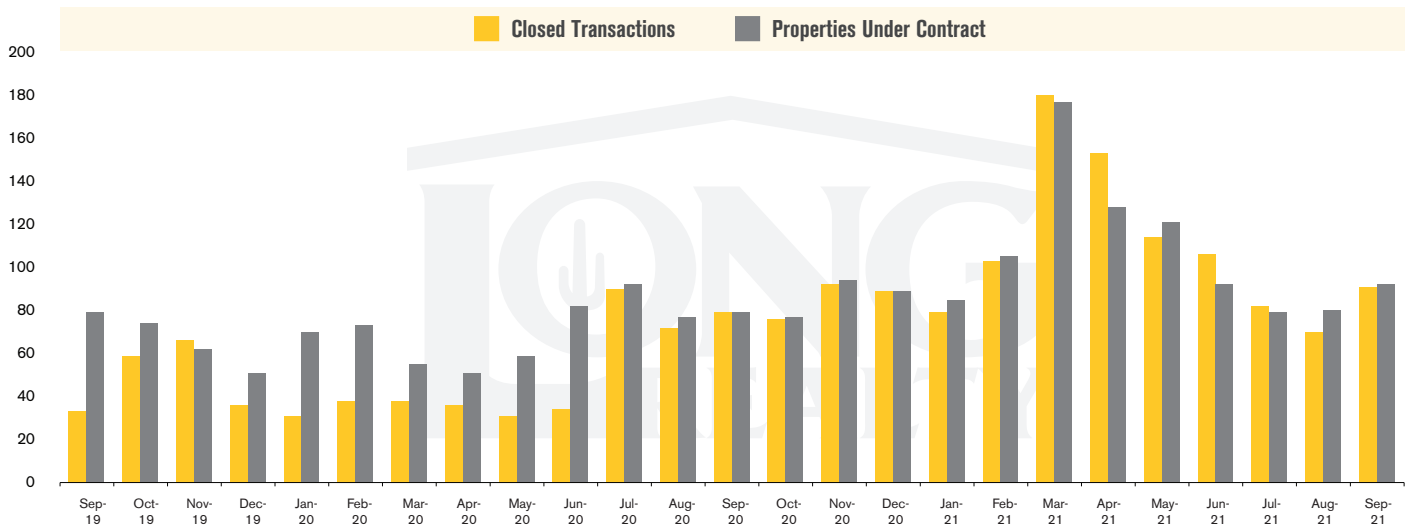
THE LAND REPORT

TUCSON | OCTOBER 2021

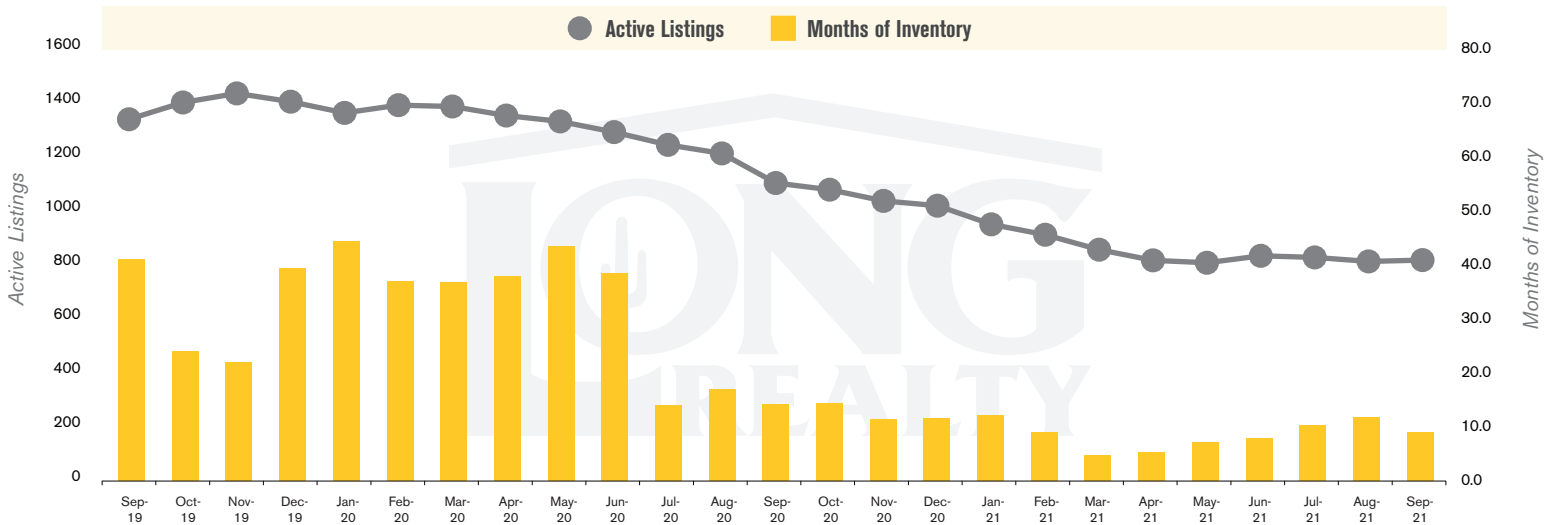


In the Tucson Lot and Land market, September 2021 active inventory was 831, a 26% decrease from September 2020. There were 91 closings in September 2021, a 15% increase from September 2020. Year-to-date 2021 there were 978 closings, a 118% increase from year-to-date 2020. Months of Inventory was 9.1, up from 14.2 in September 2020. Median price of sold lots was \$110,172 for the month of September 2021, up 10% from September 2020. The Tucson Lot and Land area had 92 new properties under contract in September 2021, up 16% from September 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 10/06/2021 is believed to be reliable, but not guaranteed.

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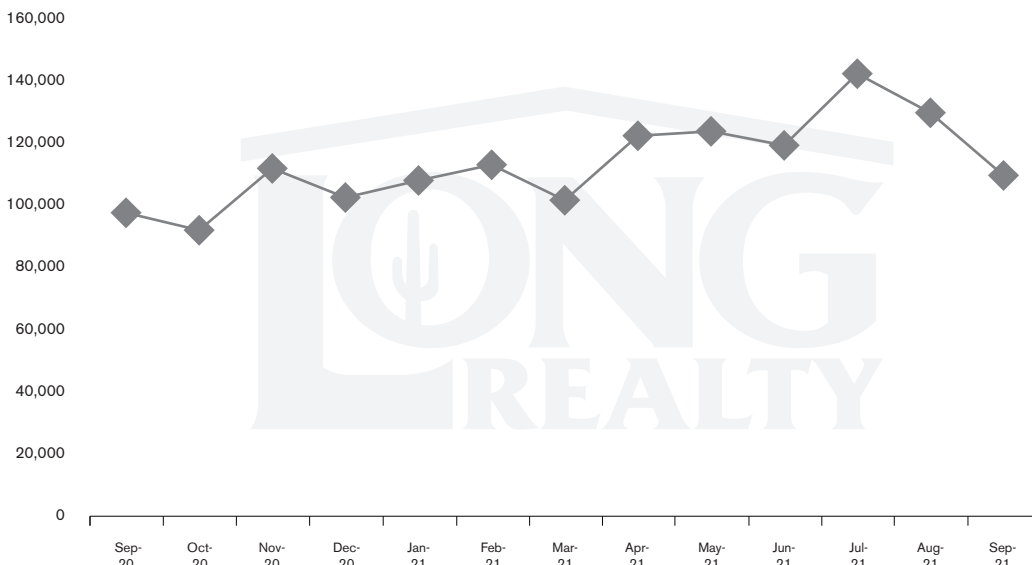


MEDIAN SOLD PRICE

TUCSON LAND

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

Sep 2020	Sep 2021
83.9%	91.6%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 10/06/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 10/01/2020 – 09/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 31.4%

Realty Executives Arizona Territory 8.5%

Tierra Antigua Realty 8.2%

Keller Williams Southern Arizona 4.5%

Coldwell Banker Realty 3.2%

Dove Mountain Realty LLC 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
		Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21			
\$1 - 49,999	105	44	29	24	16	18	13	8.1	6.8	Slightly Buyer
\$50,000 - 74,999	76	16	15	10	12	9	16	4.8	5.8	Balanced
\$75,000 - 99,999	87	17	14	12	12	12	9	9.7	7.9	Slightly Buyer
\$100,000 - 124,999	49	17	8	12	4	5	11	4.5	7.9	Slightly Buyer
\$125,000 - 149,999	79	12	7	15	8	7	10	7.9	9.6	Buyer
\$150,000 - 174,999	62	14	10	10	3	6	10	6.2	10.1	Buyer
\$175,000 - 199,999	80	8	3	3	2	1	5	16.0	31.9	Buyer
\$200,000 - 224,999	33	2	6	1	4	3	2	16.5	11.4	Buyer
\$225,000 - 249,999	29	3	4	3	3	3	6	4.8	6.6	Slightly Buyer
\$250,000 - 274,999	37	2	5	2	2	3	0	n/a	21.0	Buyer
\$275,000 - 299,999	30	3	2	5	6	0	2	15.0	12.8	Buyer
\$300,000 - 349,999	28	4	4	1	3	0	2	14.0	16.0	Buyer
\$350,000 - 399,999	31	3	4	3	0	2	0	n/a	41.0	Buyer
\$400,000 - 499,999	31	3	1	2	1	0	2	15.5	33.7	Buyer
\$500,000 - 599,999	17	3	2	1	1	0	2	8.5	15.7	Buyer
\$600,000 - 699,999	11	1	0	1	3	1	1	11.0	6.0	Balanced
\$700,000 - 799,999	8	0	0	0	1	0	0	n/a	27.0	Buyer
\$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	28	1	0	1	1	0	0	n/a	75.0	Buyer
TOTAL	831	153	114	106	82	70	91	9.1	10.3	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 10/06/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2021-09/30/2021. Information is believed to be reliable, but not guaranteed.