

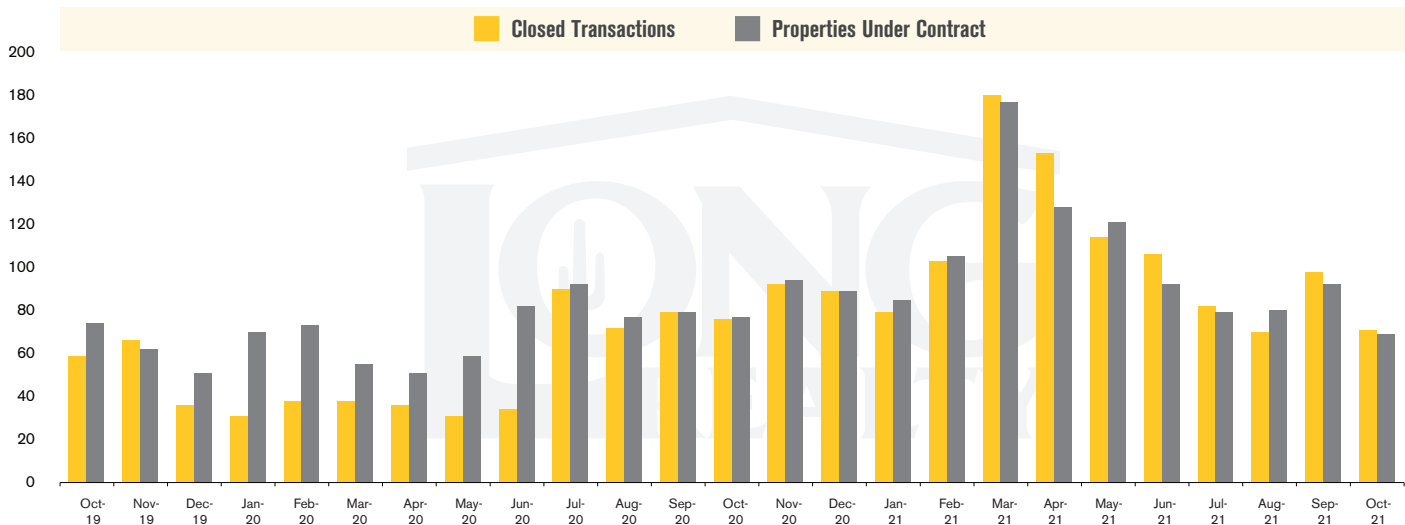
THE LAND REPORT

TUCSON | NOVEMBER 2021

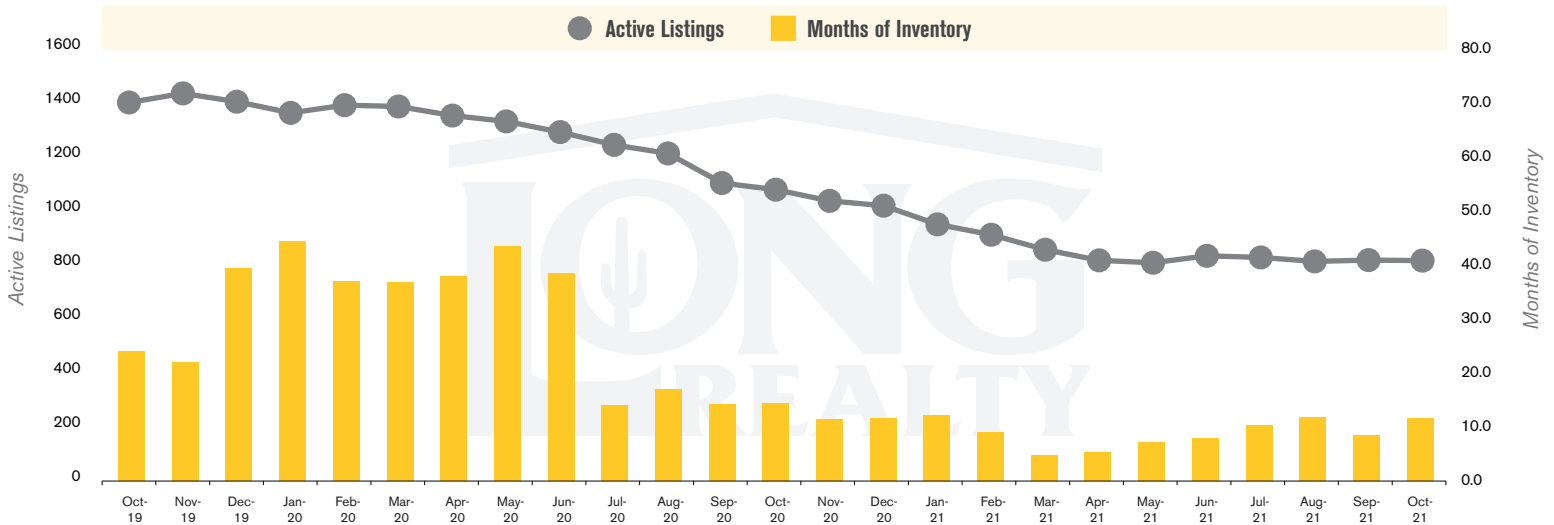


In the Sun City Oro Valley area, October 2021 active inventory was 14, a 56% increase from October 2020. There were 11 closings in October 2021, a 35% decrease from October 2020. Year-to-date 2021 there were 142 closings, a 33% increase from year-to-date 2020. Months of Inventory was 1.3, up from 0.5 in October 2020. Median price of sold homes was \$378,500 for the month of October 2021, up 20% from October 2020. The Sun City Oro Valley area had 18 new properties under contract in October 2021, up 50% from October 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 11/05/2021 is believed to be reliable, but not guaranteed.

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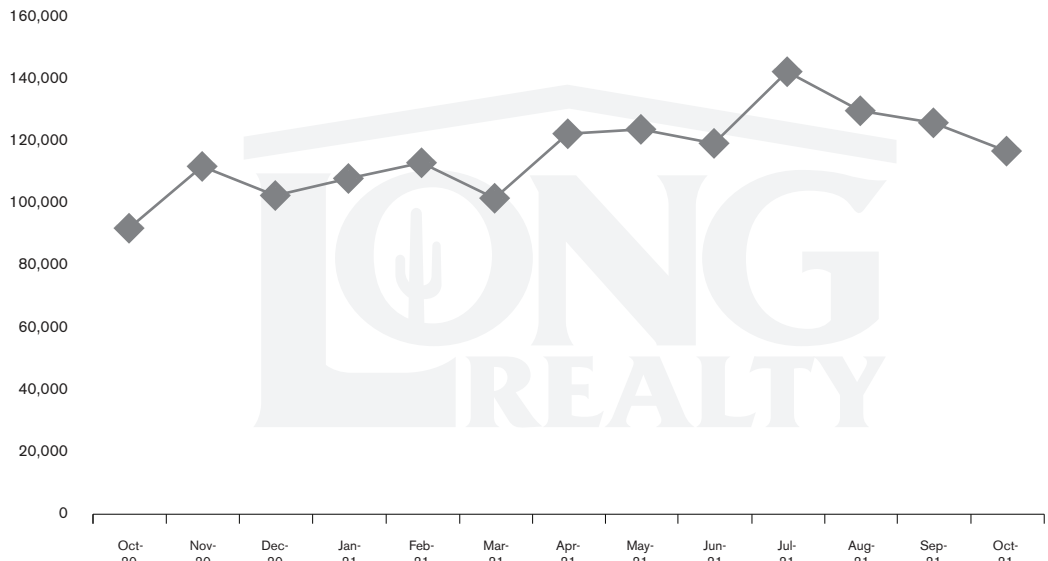


MEDIAN SOLD PRICE

TUCSON LAND

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

Oct 2020	Oct 2021
82.7%	83.4%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 11/05/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 11/01/2020 – 10/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 31.4%

Tierra Antigua Realty 8.8%

Realty Executives Arizona Territory 8.3%

Keller Williams Southern Arizona 4.2%

Coldwell Banker Realty 3.1%

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
		May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21			
\$1 - 49,999	112	27	24	16	18	16	16	7.0	6.4	Balanced
\$50,000 - 74,999	84	17	10	12	9	17	10	8.4	6.6	Slightly Buyer
\$75,000 - 99,999	79	14	12	12	12	11	8	9.9	8.2	Slightly Buyer
\$100,000 - 124,999	42	9	12	5	5	12	14	3.0	4.5	Slightly Seller
\$125,000 - 149,999	82	6	15	8	7	10	10	8.2	9.0	Buyer
\$150,000 - 174,999	52	10	10	3	6	10	3	17.3	9.3	Buyer
\$175,000 - 199,999	86	3	3	2	1	5	2	43.0	31.3	Buyer
\$200,000 - 224,999	38	6	1	4	3	2	0	n/a	21.4	Buyer
\$225,000 - 249,999	34	4	3	3	3	6	0	n/a	9.6	Buyer
\$250,000 - 274,999	33	5	2	2	3	0	0	n/a	35.0	Buyer
\$275,000 - 299,999	28	2	5	6	0	2	1	28.0	30.3	Buyer
\$300,000 - 349,999	26	3	1	3	0	2	2	13.0	20.3	Buyer
\$350,000 - 399,999	31	4	3	0	2	0	0	n/a	44.0	Buyer
\$400,000 - 499,999	32	1	2	1	0	2	1	32.0	32.7	Buyer
\$500,000 - 599,999	15	2	1	1	0	2	1	15.0	15.3	Buyer
\$600,000 - 699,999	10	0	1	3	1	1	2	5.0	7.8	Slightly Buyer
\$700,000 - 799,999	7	0	0	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	6	1	0	0	0	0	1	6.0	15.0	Buyer
\$900,000 - 999,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	28	0	1	1	0	0	0	n/a	n/a	n/a
TOTAL	829	114	106	83	70	98	71	11.7	10.4	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 11/05/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2021-10/31/2021. Information is believed to be reliable, but not guaranteed.