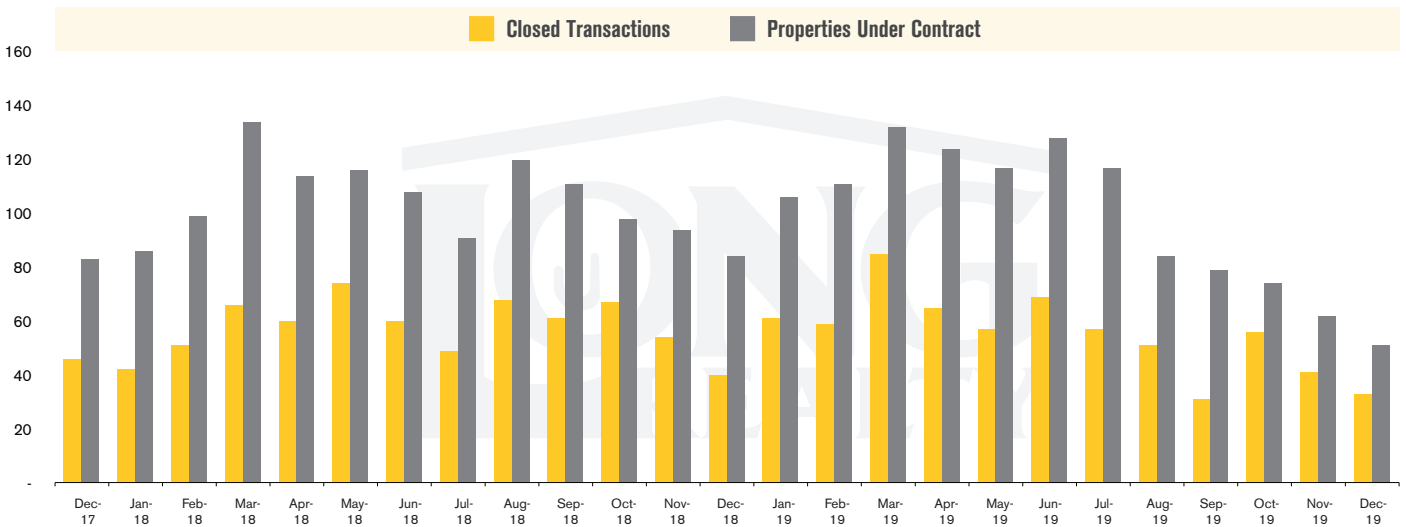
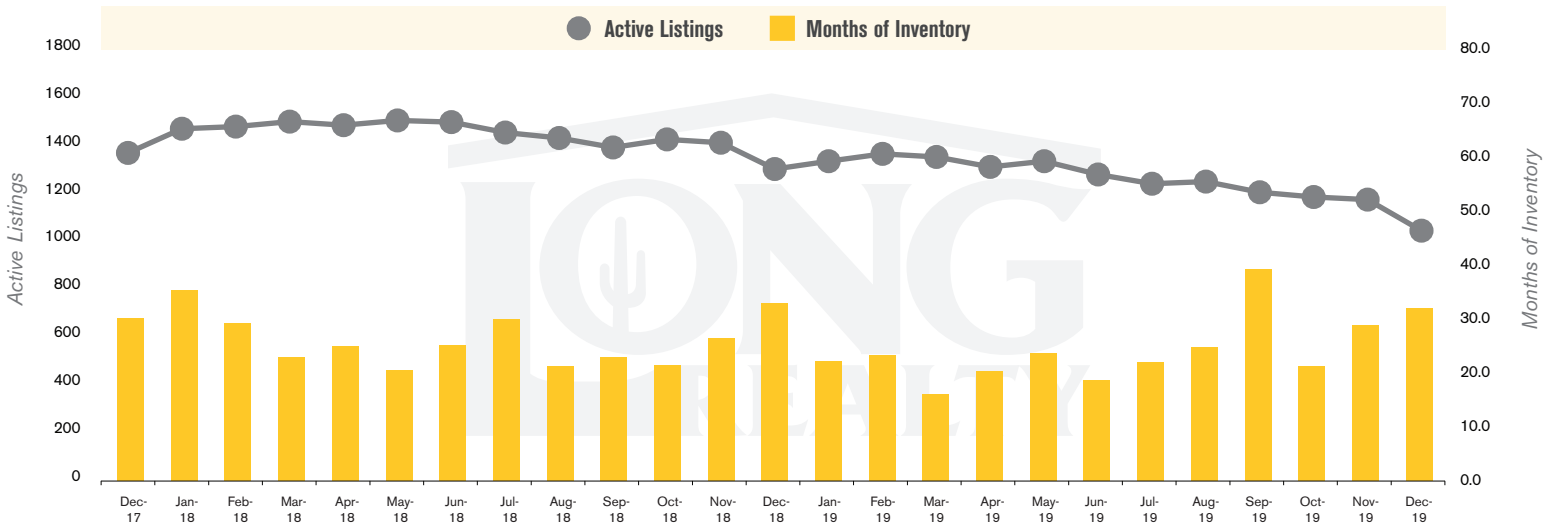


In the Tucson Lot and Land market, December 2019 active inventory was 1,059, a 20% decrease from December 2018. There were 33 closings in December 2019, an 18% decrease from December 2018. Year-to-date 2019 there were 691 closings, a 6% increase from year-to-date 2018. Months of Inventory was 32.1, down from 33.0 in December 2018. Median price of sold lots was \$85,000 for the month of December 2019, up 17% from December 2018. The Tucson Lot and Land area had 51 new properties under contract in December 2019, down 39% from December 2018.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON LAND)



## ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON LAND)

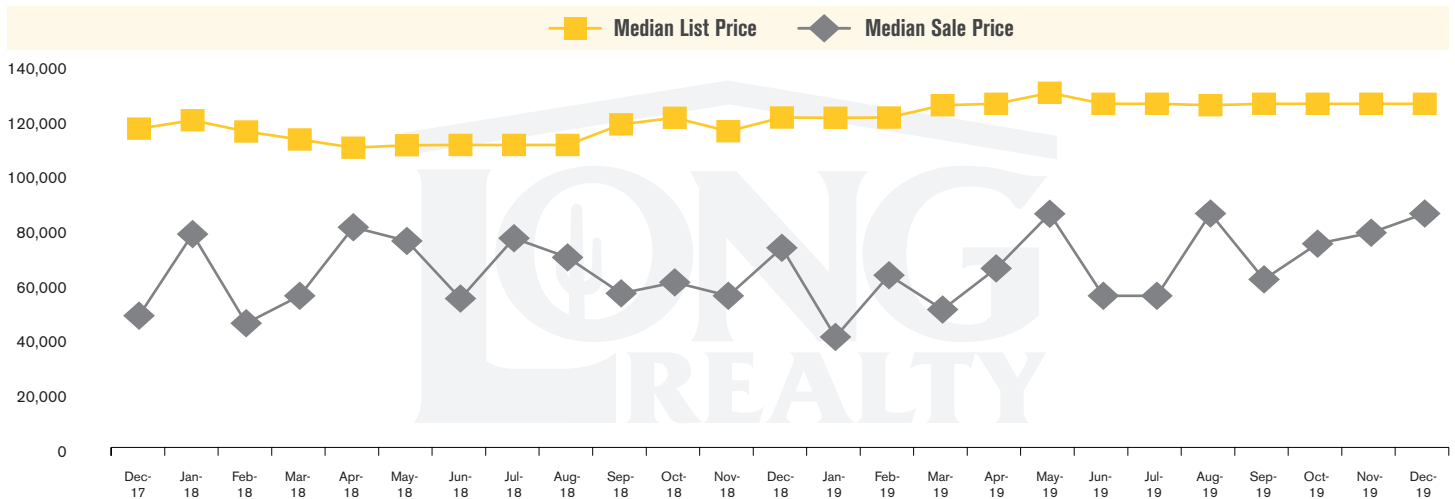


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Properties under contract and Home Sales data is based on information obtained from the MLSAZ using Brokermetrics software. All data obtained 01/06/2020 is believed to be reliable, but not guaranteed.

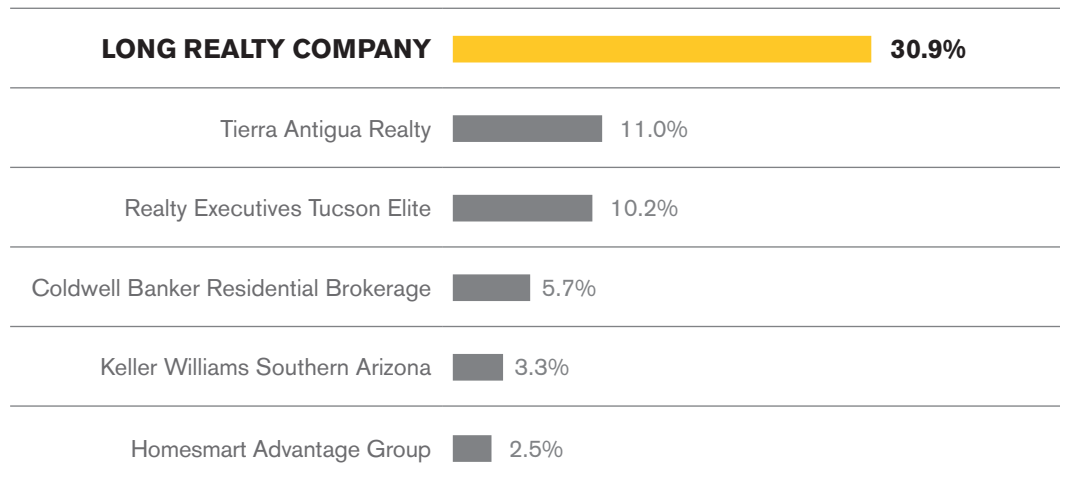
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LAND)



## MARKET SHARE (TUCSON LAND)

**Long Realty leads the market in successful real estate sales.**

*Data Obtained 01/06/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 01/01/2019 – 12/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.*



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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
		Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19			
\$1 - 49,999	206	27	17	14	22	17	12	17.2	13.1	Buyer
\$50,000 - 74,999	106	7	4	5	6	4	3	35.3	24.8	Buyer
\$75,000 - 99,999	134	6	12	3	8	8	3	44.7	22.4	Buyer
\$100,000 - 124,999	76	4	6	2	4	2	4	19.0	25.5	Buyer
\$125,000 - 149,999	103	1	3	0	2	5	2	51.5	36.7	Buyer
\$150,000 - 174,999	91	3	4	4	3	1	2	45.5	48.2	Buyer
\$175,000 - 199,999	78	4	2	2	2	2	1	78.0	51.8	Buyer
\$200,000 - 224,999	33	3	0	0	1	0	1	33.0	58.0	Buyer
\$225,000 - 249,999	41	2	3	0	1	0	0	n/a	137.0	Buyer
\$250,000 - 274,999	29	2	0	0	2	0	0	n/a	46.5	Buyer
\$275,000 - 299,999	36	0	0	0	3	0	1	36.0	29.5	Buyer
\$300,000 - 349,999	21	0	0	1	1	2	1	21.0	18.5	Buyer
\$350,000 - 399,999	19	1	1	0	1	0	1	19.0	35.0	Buyer
\$400,000 - 499,999	27	0	0	0	1	1	1	27.0	30.3	Buyer
\$500,000 - 599,999	16	0	0	1	1	1	0	n/a	25.0	Buyer
\$600,000 - 699,999	8	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	9	0	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	21	0	0	1	0	0	1	21.0	77.0	Buyer
<b>TOTAL</b>	<b>1,059</b>	<b>60</b>	<b>53</b>	<b>33</b>	<b>58</b>	<b>43</b>	<b>33</b>	<b>32.1</b>	<b>25.7</b>	<b>Buyer</b>



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 Brokermetrics software on 01/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2019-12/31/2019. Information is believed to be reliable, but not guaranteed.*