

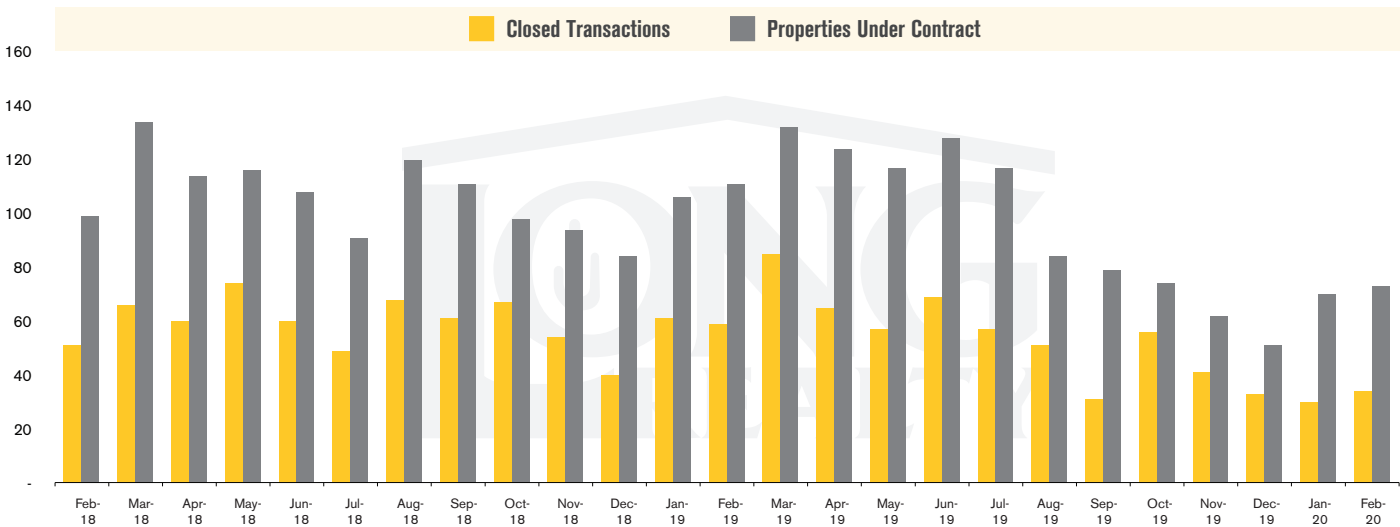
THE LAND REPORT

TUCSON | MARCH 2020

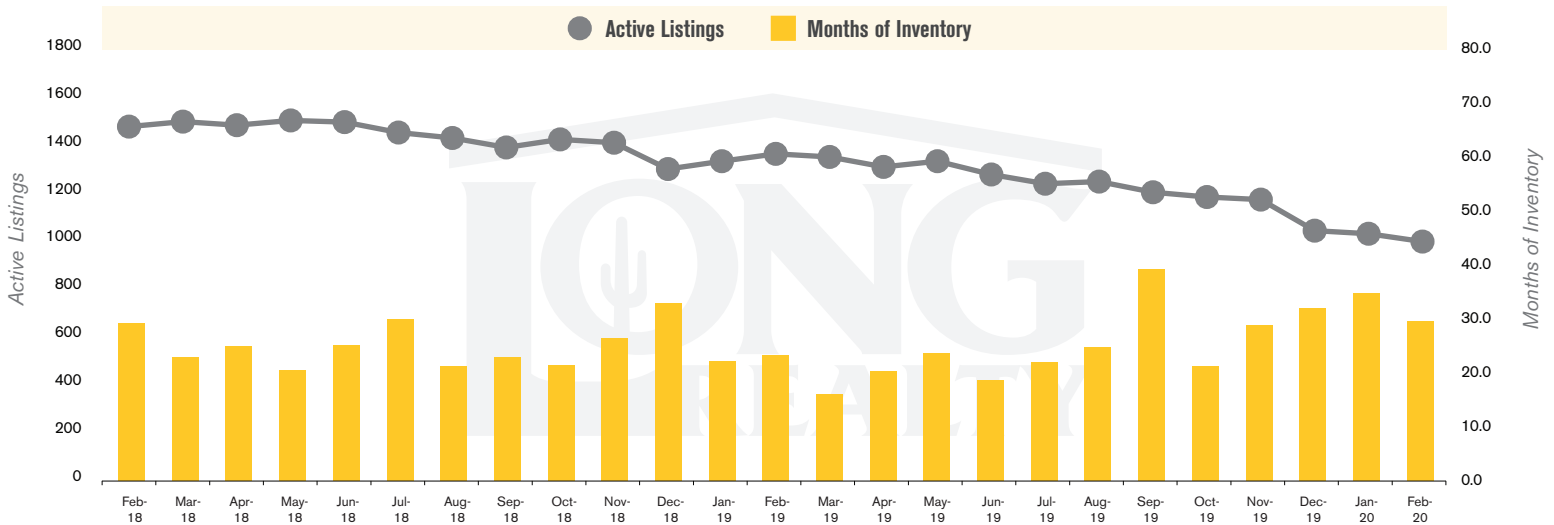


In the Tucson Lot and Land market, February 2020 active inventory was 1,013, a 27% decrease from February 2019. There were 34 closings in February 2020, a 42% decrease from February 2019. Year-to-date 2020 there were 65 closings, a 48% decrease from year-to-date 2018. Months of Inventory was 29.8, up from 23.4 in February 2019. Median price of sold lots was \$77,500 for the month of February 2020, up 24% from February 2019. The Tucson Lot and Land area had 73 new properties under contract in February 2020, down 34% from February 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON LAND)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON LAND)



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Long Realty Company

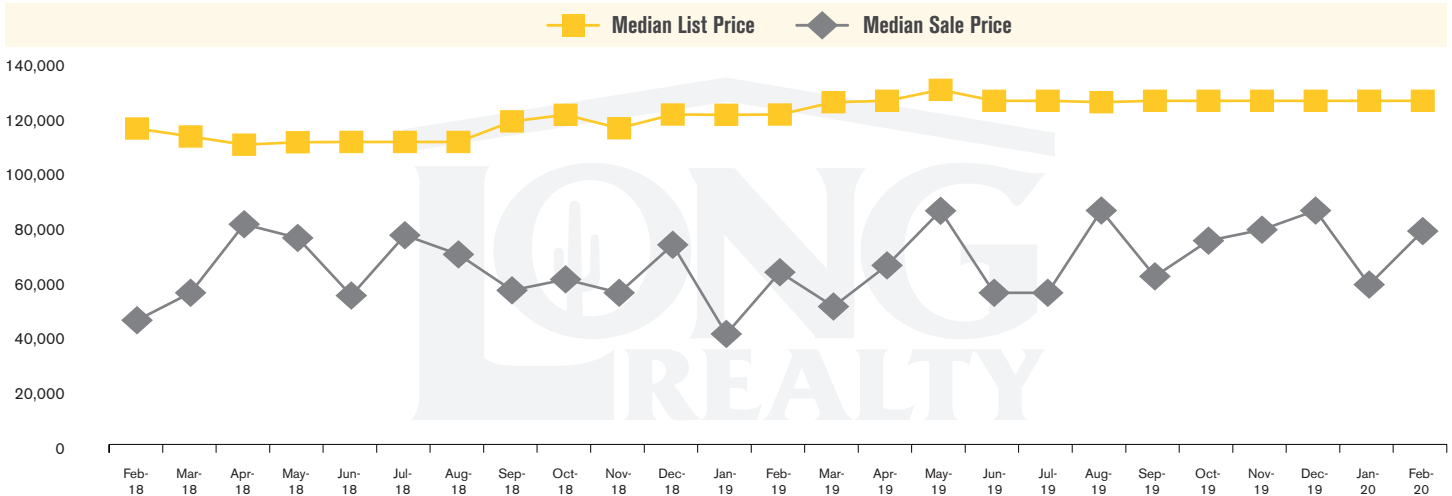
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/04/2020 is believed to be reliable, but not guaranteed.

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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 03/04/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2019 – 02/29/2020 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

31.1%

Tierra Antigua Realty

10.7%

Realty Executives Tucson Elite

10.3%

Coldwell Banker Residential Brokerage

5.4%

Keller Williams Southern Arizona

3.4%

Homesmart Advantage Group

2.5%



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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
		Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20			
\$1 - 49,999	184	14	21	17	14	13	15	12.3	13.8	Buyer
\$50,000 - 74,999	107	5	6	4	3	3	1	107.0	45.1	Buyer
\$75,000 - 99,999	117	3	8	8	3	6	4	29.3	28.9	Buyer
\$100,000 - 124,999	86	2	4	2	4	0	3	28.7	35.3	Buyer
\$125,000 - 149,999	97	0	2	5	2	2	3	32.3	42.6	Buyer
\$150,000 - 174,999	85	4	3	1	2	2	2	42.5	44.3	Buyer
\$175,000 - 199,999	83	2	3	2	1	1	1	83.0	81.3	Buyer
\$200,000 - 224,999	30	0	1	0	2	1	2	15.0	18.8	Buyer
\$225,000 - 249,999	37	0	1	0	0	0	1	37.0	118.0	Buyer
\$250,000 - 274,999	28	0	2	0	0	0	1	28.0	85.0	Buyer
\$275,000 - 299,999	37	0	3	0	1	1	0	n/a	55.0	Buyer
\$300,000 - 349,999	17	1	1	2	1	2	0	n/a	19.7	Buyer
\$350,000 - 399,999	20	0	1	0	1	0	1	20.0	29.0	Buyer
\$400,000 - 499,999	23	0	1	1	1	0	0	n/a	80.0	Buyer
\$500,000 - 599,999	18	1	1	1	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	11	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	8	0	0	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	20	1	0	0	1	0	0	n/a	63.0	Buyer
TOTAL	1,013	33	58	43	36	31	34	29.8	30.9	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 Brokermetrics software on 03/04/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2019-02/29/2020. Information is believed to be reliable, but not guaranteed.