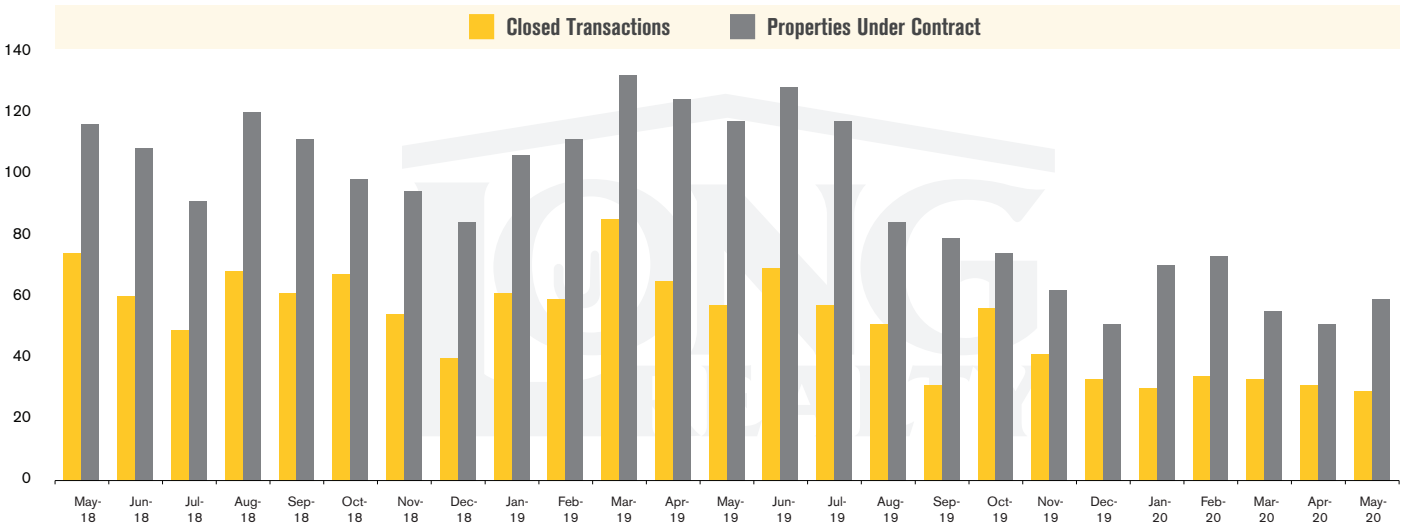


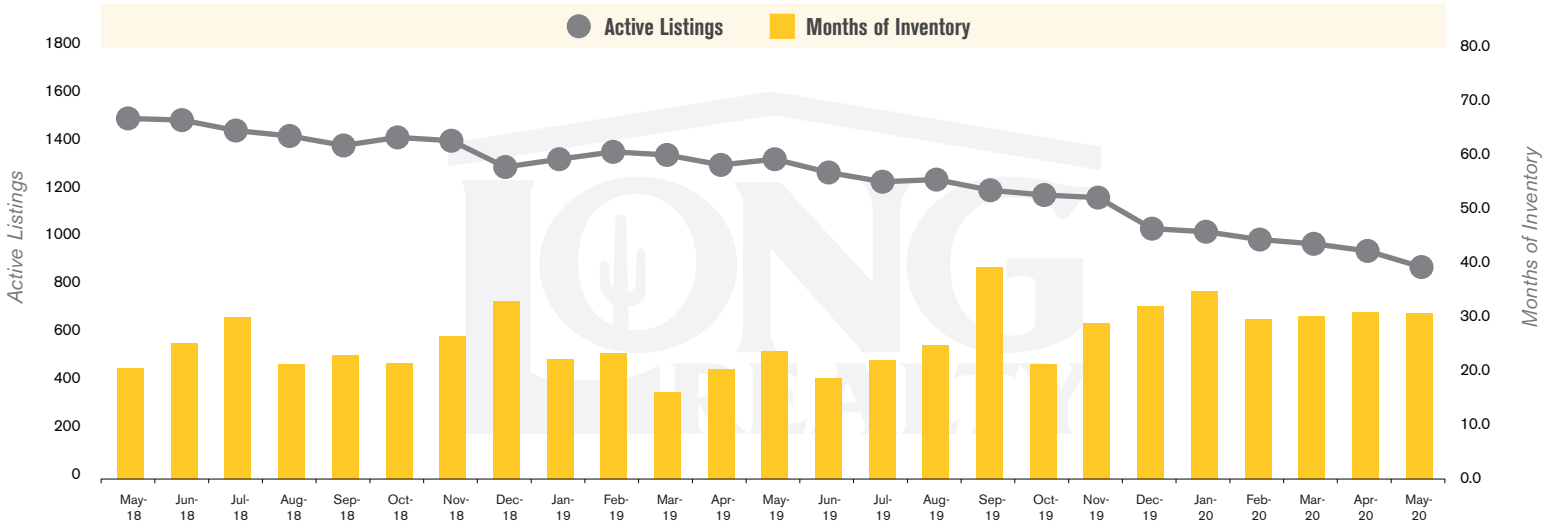
TUCSON | JUNE 2020

In the Tucson Lot and Land market, May 2020 active inventory was 897, a 34% decrease from May 2019. There were 29 closings in May 2020, a 49% decrease from May 2019. Year-to-date 2020 there were 172 closings, a 50% decrease from year-to-date 2019. Months of Inventory was 30.9, up from 23.7 in May 2019. Median price of sold lots was \$68,000 for the month of May 2020, down 20% from May 2019. The Tucson Lot and Land area had 59 new properties under contract in May 2020, down 50% from May 2019.

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



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



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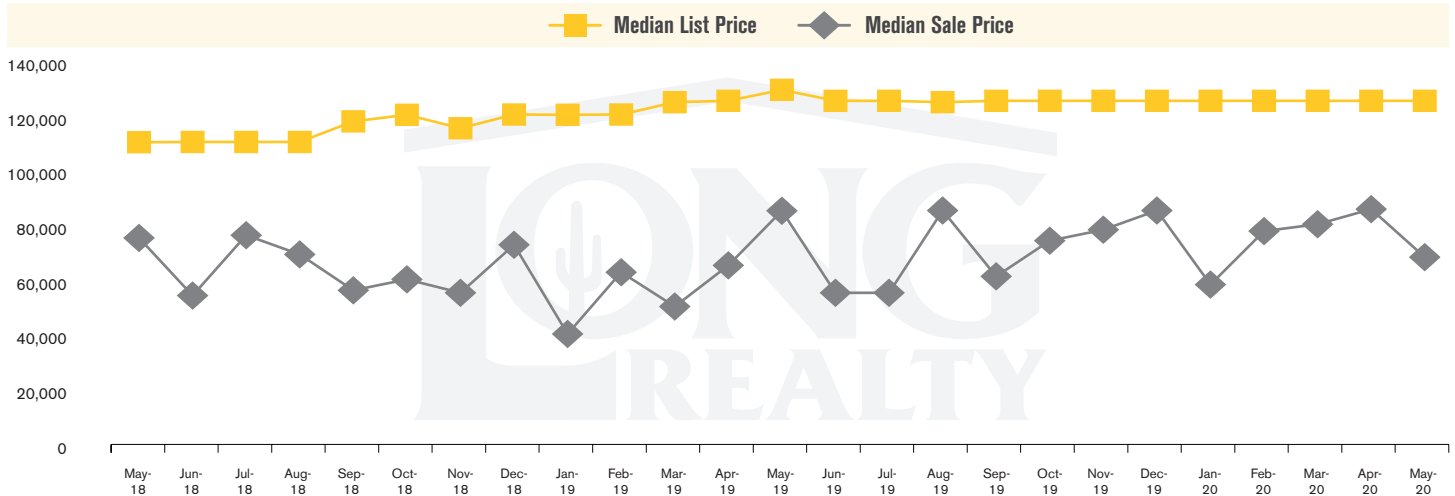
*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software. All data obtained 06/03/2020 is believed to be reliable, but not guaranteed.*

# THE LAND REPORT

TUCSON | JUNE 2020



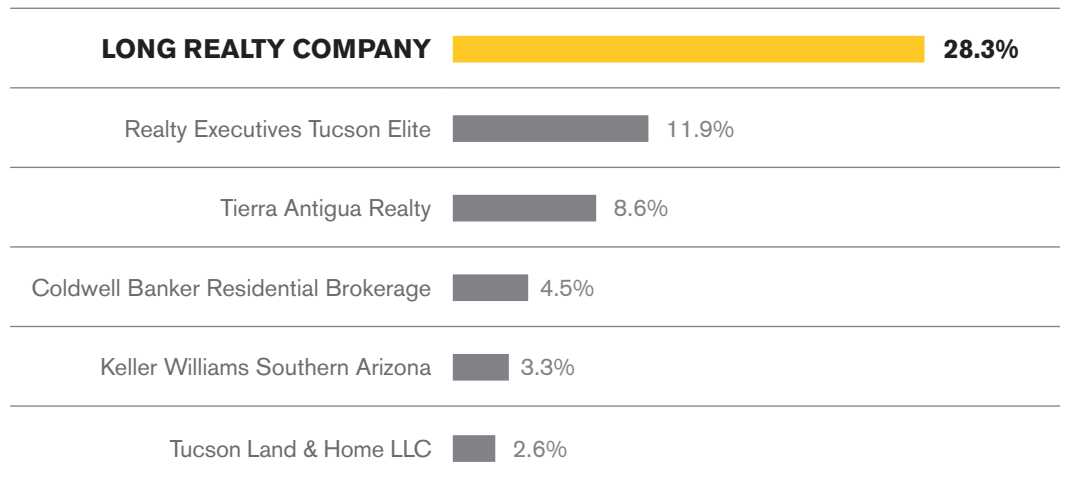
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LAND)



## MARKET SHARE (TUCSON LAND)

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

*Data Obtained 06/03/2020 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.*



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*These statistics are based on information obtained from MLSSAZ and using Brokermetrics software on 06/03/2020. Information is believed to be reliable, but not guaranteed.*

## 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
		Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20			
\$1 - 49,999	164	14	13	17	12	8	10	16.4	16.7	Buyer
\$50,000 - 74,999	99	3	3	1	5	8	7	14.1	15.5	Buyer
\$75,000 - 99,999	96	3	6	4	6	2	3	32.0	29.6	Buyer
\$100,000 - 124,999	72	4	0	3	6	3	2	36.0	20.8	Buyer
\$125,000 - 149,999	101	2	2	3	4	3	0	n/a	43.3	Buyer
\$150,000 - 174,999	63	2	2	3	1	3	3	21.0	31.6	Buyer
\$175,000 - 199,999	73	1	1	1	3	2	1	73.0	40.3	Buyer
\$200,000 - 224,999	27	2	1	2	0	1	1	27.0	43.5	Buyer
\$225,000 - 249,999	40	0	0	1	1	1	0	n/a	61.5	Buyer
\$250,000 - 274,999	24	0	0	1	0	1	0	n/a	78.0	Buyer
\$275,000 - 299,999	29	1	1	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	19	1	2	0	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	21	1	0	1	0	2	0	n/a	30.0	Buyer
\$400,000 - 499,999	18	1	0	0	0	2	0	n/a	30.0	Buyer
\$500,000 - 599,999	12	0	0	0	0	0	1	12.0	40.0	Buyer
\$600,000 - 699,999	9	0	0	0	0	0	1	9.0	28.0	Buyer
\$700,000 - 799,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	2	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	16	1	0	1	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>897</b>	<b>36</b>	<b>31</b>	<b>38</b>	<b>38</b>	<b>36</b>	<b>29</b>	<b>30.9</b>	<b>27.7</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 06/03/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2020-05/31/2020. Information is believed to be reliable, but not guaranteed.*