

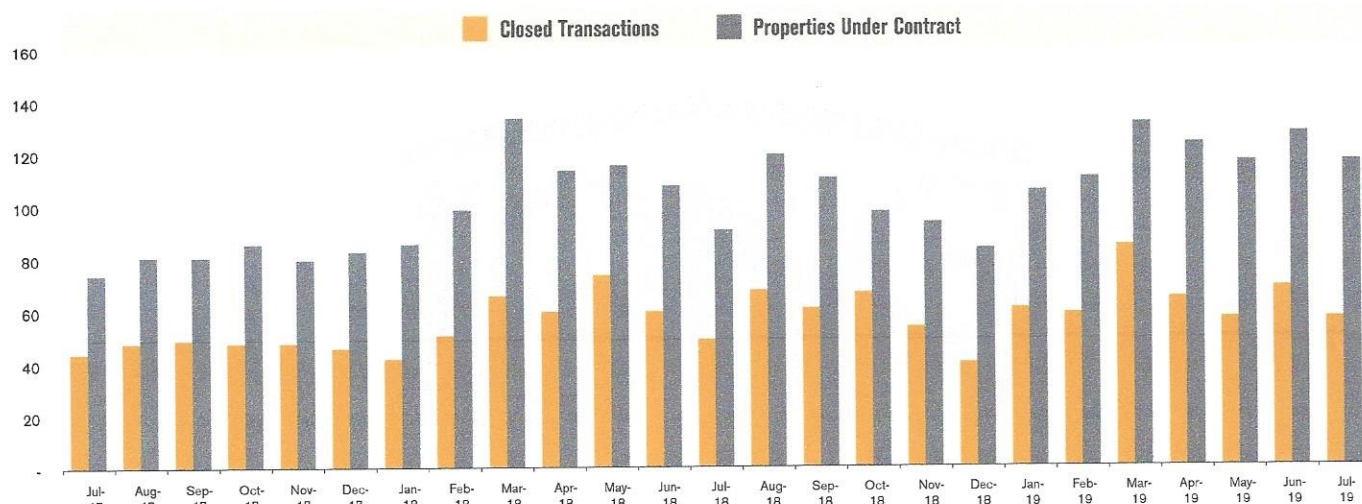
# THE LAND REPORT



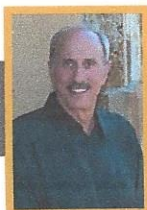
TUCSON | AUGUST 2019

In the Tucson Lot and Land market, July 2019 active inventory was 1,257, a 15% decrease from July 2018. There were 57 closings in July 2019, a 16% increase from July 2018. Year-to-date 2019 there were 470 closings, a 21% increase from year-to-date 2018. Months of Inventory was 22.1, down from 30.1 in July 2018. Median price of sold lots was \$55,000 for the month of July 2019, down 28% from July 2018. The Tucson Lot and Land area had 117 new properties under contract in July 2019, up 29% from July 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 MLSSAZ using Brokermetrics software. All data obtained 08/05/2019 is believed to be reliable, but not guaranteed.

# THE LAND REPORT



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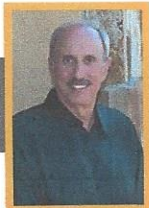
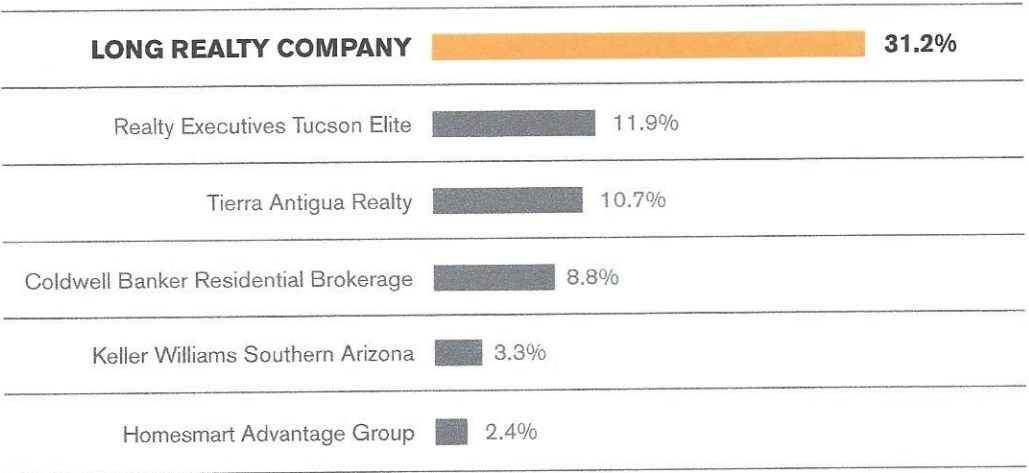
## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LAND)



## MARKET SHARE (TUCSON LAND)

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

*Data Obtained 08/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 08/01/2018 – 07/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.*



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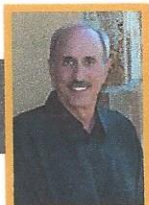
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## MARKET CONDITIONS BY PRICE BAND (TUCSON LAND)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19			
\$1 - 49,999	244	25	41	31	23	33	25	9.8	9.3	Buyer
\$50,000 - 74,999	119	9	10	9	6	9	7	17.0	15.8	Buyer
\$75,000 - 99,999	146	7	15	13	7	6	6	24.3	24.9	Buyer
\$100,000 - 124,999	92	5	8	5	2	6	4	23.0	23.9	Buyer
\$125,000 - 149,999	97	7	3	2	4	4	1	97.0	34.8	Buyer
\$150,000 - 174,999	97	4	2	3	5	3	3	32.3	26.5	Buyer
\$175,000 - 199,999	101	1	4	2	5	6	4	25.3	20.7	Buyer
\$200,000 - 224,999	47	3	1	1	1	1	3	15.7	28.2	Buyer
\$225,000 - 249,999	50	0	2	1	1	0	2	25.0	54.0	Buyer
\$250,000 - 274,999	42	0	1	1	2	3	1	42.0	19.3	Buyer
\$275,000 - 299,999	43	0	1	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	27	0	0	0	1	1	0	n/a	48.5	Buyer
\$350,000 - 399,999	37	0	1	1	1	1	1	37.0	38.3	Buyer
\$400,000 - 499,999	33	0	0	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	18	0	0	0	1	0	0	n/a	52.0	Buyer
\$600,000 - 699,999	13	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	12	0	0	1	0	1	0	n/a	37.0	Buyer
\$800,000 - 899,999	4	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	30	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>1,257</b>	<b>61</b>	<b>89</b>	<b>70</b>	<b>59</b>	<b>74</b>	<b>57</b>	<b>22.1</b>	<b>20.6</b>	<b>Buyer</b>



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 08/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2019-07/31/2019. Information is believed to be reliable, but not guaranteed.