

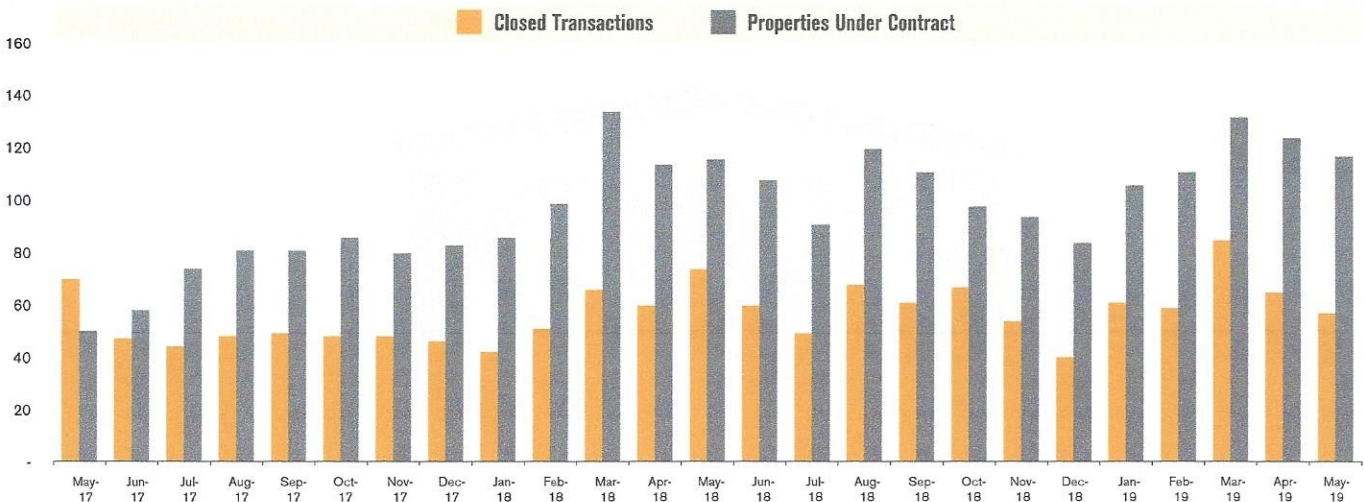
THE LAND REPORT



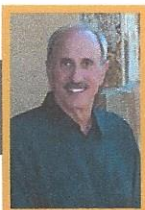
TUCSON | JUNE 2019

In the Tucson Lot and Land market, May 2019 active inventory was 1,352, an 11% decrease from May 2018. There were 57 closings in May 2019, a 23% decrease from May 2018. Year-to-date 2019 there were 327 closings, a 12% increase from year-to-date 2018. Months of Inventory was 23.7, up from 20.6 in May 2018. Median price of sold lots was \$84,900 for the month of May 2019, up 13% from May 2018. The Tucson Lot and Land area had 117 new properties under contract in May 2019, up 1% from May 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 06/05/2019 is believed to be reliable, but not guaranteed.

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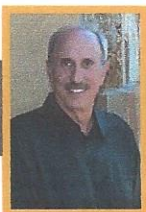
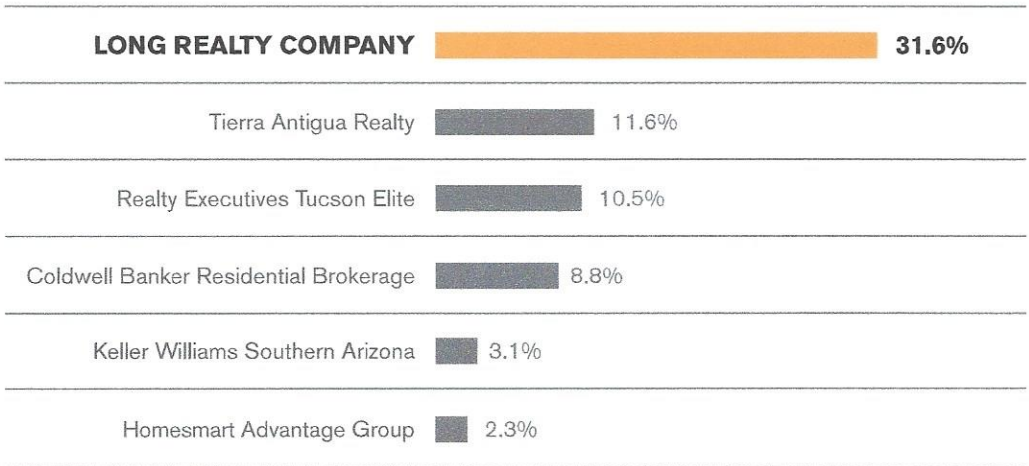
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LAND)



MARKET SHARE (TUCSON LAND)

Long Realty leads the market in successful real estate sales.

Data Obtained 06/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 06/01/2018 – 05/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.



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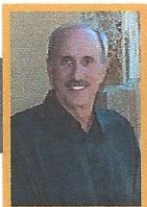
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MARKET CONDITIONS BY PRICE BAND (TUCSON LAND)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19			
\$1 - 49,999	266	14	38	25	41	30	22	12.1	8.3	Slightly Buyer
\$50,000 - 74,999	117	8	7	9	10	8	5	23.4	15.4	Buyer
\$75,000 - 99,999	162	8	8	7	15	13	7	23.1	13.9	Buyer
\$100,000 - 124,999	102	2	0	5	8	5	2	51.0	20.1	Buyer
\$125,000 - 149,999	110	2	2	6	3	2	4	27.5	37.9	Buyer
\$150,000 - 174,999	99	2	1	4	2	3	5	19.8	31.3	Buyer
\$175,000 - 199,999	107	3	2	1	4	2	5	21.4	31.3	Buyer
\$200,000 - 224,999	49	0	4	3	1	1	1	49.0	51.0	Buyer
\$225,000 - 249,999	57	1	1	0	2	1	1	57.0	42.3	Buyer
\$250,000 - 274,999	40	1	1	0	1	1	2	20.0	27.8	Buyer
\$275,000 - 299,999	41	0	0	0	1	0	0	n/a	127.0	Buyer
\$300,000 - 349,999	37	1	2	0	0	0	1	37.0	102.0	Buyer
\$350,000 - 399,999	38	2	0	0	1	1	1	38.0	37.3	Buyer
\$400,000 - 499,999	43	1	0	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	16	0	0	0	0	0	1	16.0	48.0	Buyer
\$600,000 - 699,999	12	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	12	0	0	0	0	1	0	n/a	32.0	Buyer
\$800,000 - 899,999	7	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	32	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	1,352	45	66	60	89	68	57	23.7	18.9	Buyer



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 06/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2019-05/31/2019. Information is believed to be reliable, but not guaranteed.