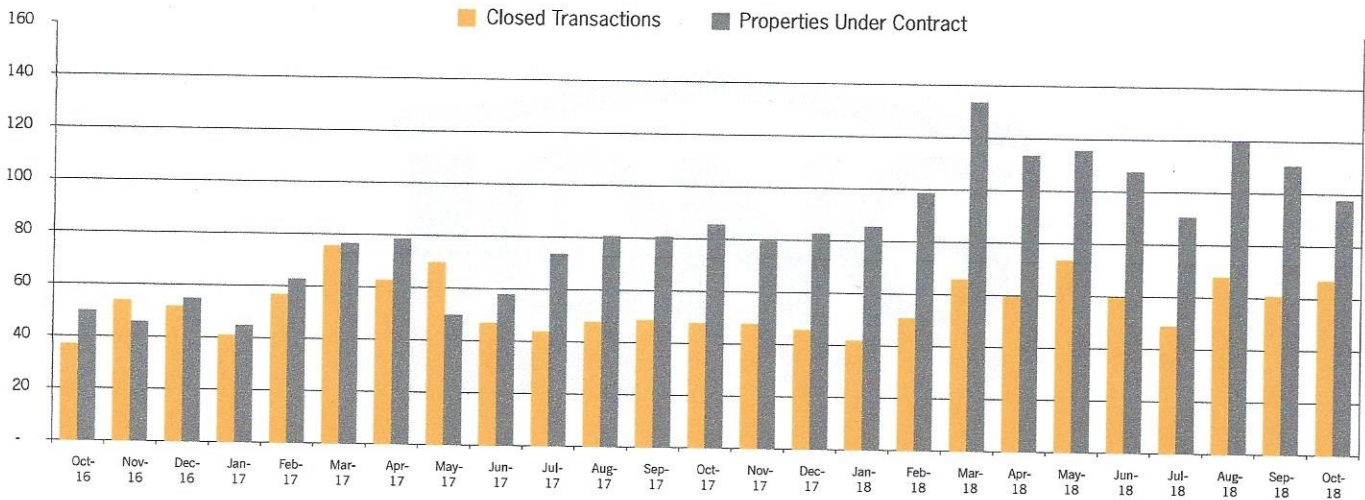




Tucson | November 2018

In the Tucson Lot and Land market, October 2018 active inventory was 1,444, down 1% from October 2017. There were 67 closings in October 2018, a 40% increase from October 2017. Year-to-date 2018 there were 637 closings, a 15% increase from year-to-date 2017. Months of Inventory was 21.6, down from 30.3 in October 2017. Median price of sold lots was \$59,900 for the month of October 2018, virtually unchanged % from October 2017. The Tucson Lot and Land area had 98 new properties under contract in October 2018, up 14% from October 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LAND



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 11/05/2018 is believed to be reliable, but not guaranteed.

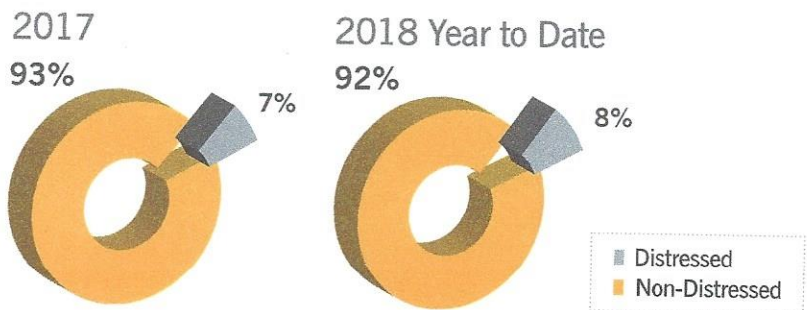


MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LAND



DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LAND

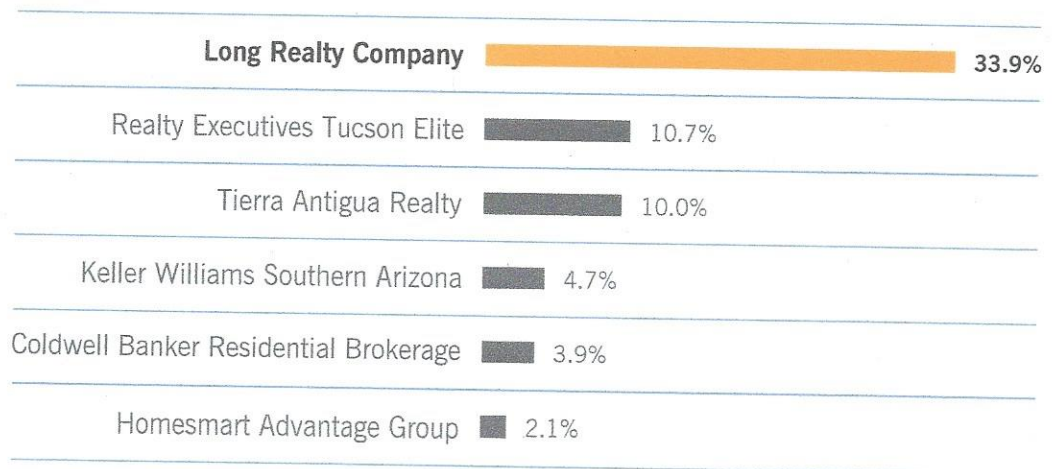
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 11/05/2018 from MLSSAZ using BrokerMetrics software for all closed lots and land sales volume between 11/01/2017 – 10/31/2018 rounded to the nearest tenth of one percent and deemed to be correct.





The Land Report



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Tucson | November 2018

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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
| | | May-18 | Jun-18 | Jul-18 | Aug-18 | Sep-18 | Oct-18 | | | |
| \$1 - 49,999 | 340 | 29 | 30 | 16 | 27 | 31 | 28 | 12.1 | 12.0 | Buyer |
| \$50,000 - 74,999 | 136 | 10 | 11 | 9 | 13 | 10 | 8 | 17.0 | 12.8 | Buyer |
| \$75,000 - 99,999 | 169 | 11 | 8 | 8 | 11 | 9 | 4 | 42.3 | 20.0 | Buyer |
| \$100,000 - 124,999 | 92 | 4 | 2 | 5 | 3 | 5 | 3 | 30.7 | 26.1 | Buyer |
| \$125,000 - 149,999 | 125 | 2 | 3 | 0 | 4 | 4 | 9 | 13.9 | 21.8 | Buyer |
| \$150,000 - 174,999 | 107 | 7 | 3 | 6 | 3 | 1 | 3 | 35.7 | 43.4 | Buyer |
| \$175,000 - 199,999 | 103 | 4 | 2 | 5 | 4 | 2 | 3 | 34.3 | 33.7 | Buyer |
| \$200,000 - 224,999 | 47 | 3 | 1 | 2 | 1 | 0 | 1 | 47.0 | 70.0 | Buyer |
| \$225,000 - 249,999 | 63 | 3 | 2 | 0 | 2 | 0 | 2 | 31.5 | 48.8 | Buyer |
| \$250,000 - 274,999 | 33 | 2 | 0 | 0 | 0 | 1 | 0 | n/a | 97.0 | Buyer |
| \$275,000 - 299,999 | 50 | 0 | 0 | 0 | 2 | 1 | 0 | n/a | 50.3 | Buyer |
| \$300,000 - 349,999 | 36 | 0 | 1 | 0 | 0 | 1 | 2 | 18.0 | 35.3 | Buyer |
| \$350,000 - 399,999 | 29 | 1 | 2 | 0 | 2 | 0 | 0 | n/a | 42.0 | Buyer |
| \$400,000 - 499,999 | 41 | 0 | 0 | 0 | 0 | 0 | 1 | 41.0 | 120.0 | Buyer |
| \$500,000 - 599,999 | 20 | 1 | 0 | 0 | 0 | 0 | 1 | 20.0 | 72.0 | Buyer |
| \$600,000 - 699,999 | 9 | 0 | 0 | 0 | 0 | 0 | 2 | 4.5 | 16.0 | Buyer |
| \$700,000 - 799,999 | 10 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| \$800,000 - 899,999 | 5 | 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 | 24 | 0 | 0 | 0 | 0 | 0 | 0 | n/a | n/a | n/a |
| TOTAL | 1,444 | 77 | 65 | 51 | 72 | 65 | 67 | 21.6 | 21.1 | Buyer |



The Tucson Land Report is comprised of data for Lots & Land properties in MLSSAZ for the Tucson Metro area. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 11/05/2018. 3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2018-10/31/2018. Information is believed to be reliable, but not guaranteed.