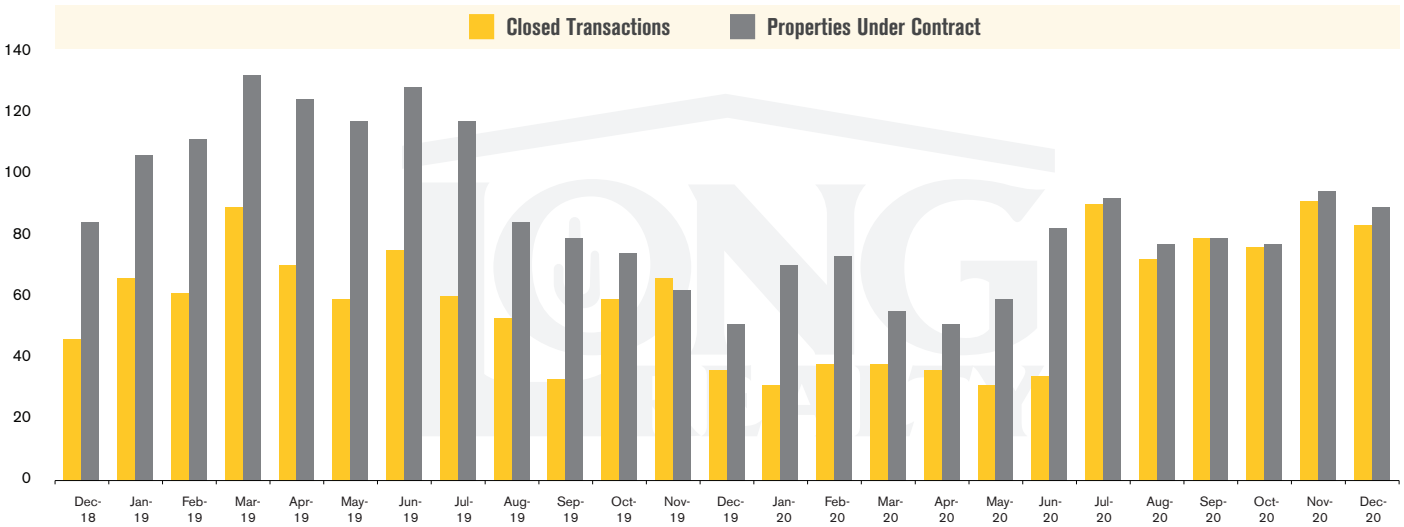
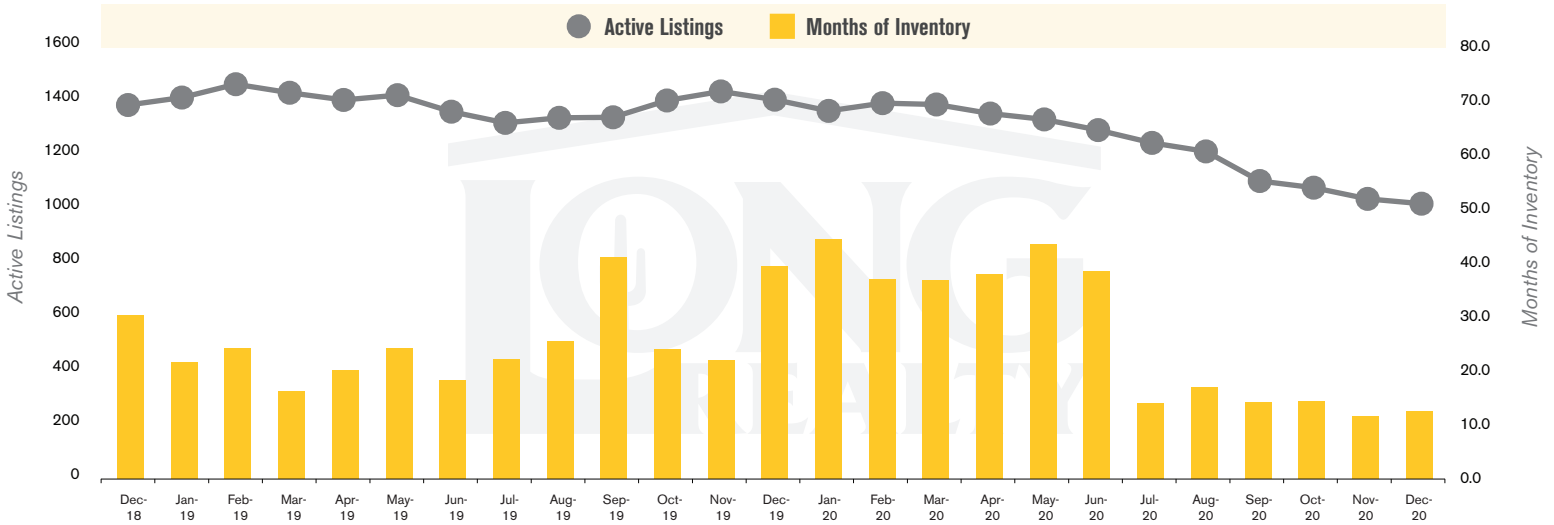


In the Tucson Lot and Land market, December 2020 active inventory was 1,035, a 27% decrease from December 2019. There were 83 closings in December 2020, a 131% increase from December 2019. Year-to-date 2020 there were 699 closings, a 4% decrease from year-to-date 2019. Months of Inventory was 12.5, down from 39.6 in December 2019. Median price of sold lots was \$103,361 for the month of December 2020, up 12% from December 2019. The Tucson Lot and Land area had 89 new properties under contract in December 2020, up 75% from December 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON LAND



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON LAND

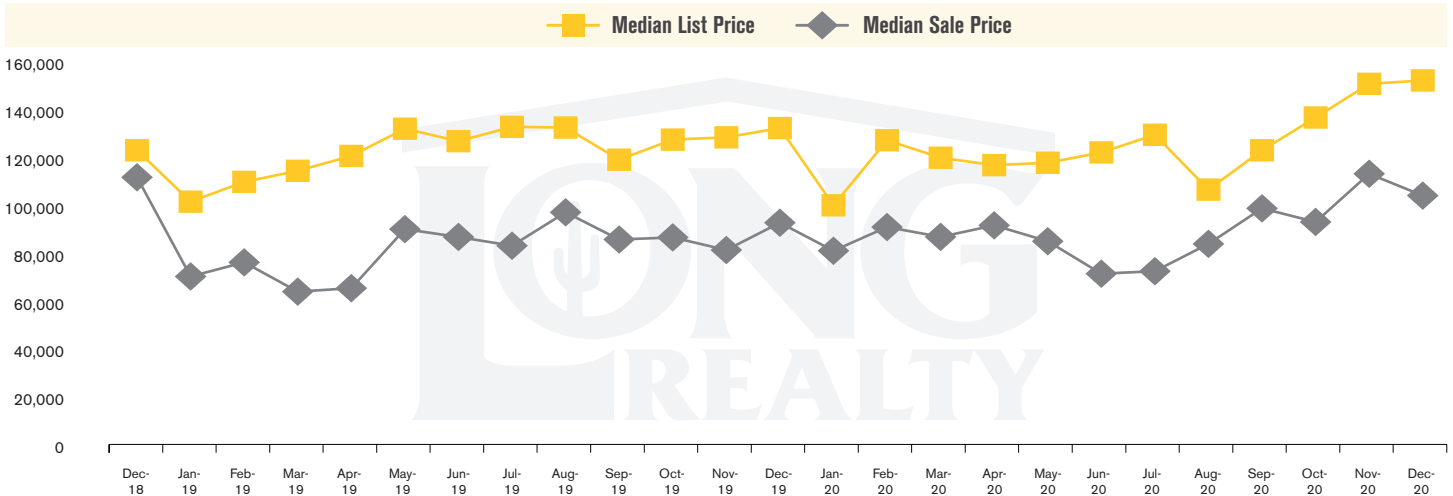


Rick Sack
 (520) 918-5477 | rick@BuyTucsonLots.com

Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSAZ using TrendGraphix software. All data obtained 01/08/2021 is believed to be reliable, but not guaranteed.

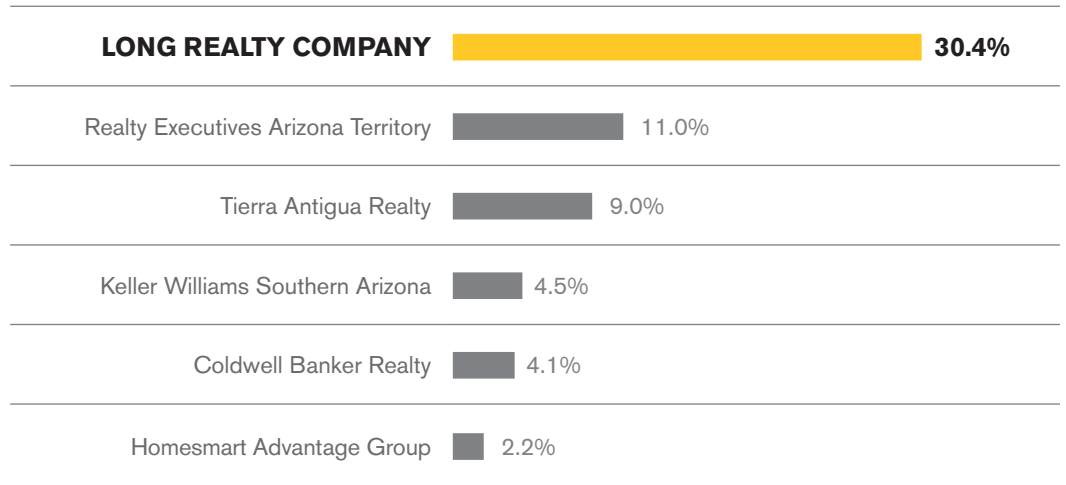
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE TUCSON LAND



MARKET SHARE TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 01/08/2021 from MLSSAZ using TrendGraphix 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.



Rick Sack
 (520) 918-5477 | rick@BuyTucsonLots.com

Long Realty Company

These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 01/08/2021. Information is believed to be reliable, but not guaranteed.

THE LAND REPORT

TUCSON | JANUARY 2021



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
		Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20			
\$1 - 49,999	174	41	25	26	22	27	30	5.8	7.1	Slightly Buyer
\$50,000 - 74,999	94	13	11	10	18	14	6	15.7	7.3	Slightly Buyer
\$75,000 - 99,999	112	11	8	11	11	6	12	9.3	11.8	Buyer
\$100,000 - 124,999	88	10	6	7	6	12	8	11.0	10.8	Buyer
\$125,000 - 149,999	96	3	8	6	6	5	5	19.2	18.0	Buyer
\$150,000 - 174,999	94	1	5	3	2	5	7	13.4	20.7	Buyer
\$175,000 - 199,999	85	4	3	2	2	6	3	28.3	22.7	Buyer
\$200,000 - 224,999	28	1	1	1	0	0	2	14.0	42.5	Buyer
\$225,000 - 249,999	53	0	3	5	1	2	1	53.0	42.3	Buyer
\$250,000 - 274,999	33	1	0	2	0	3	4	8.3	15.1	Buyer
\$275,000 - 299,999	35	1	1	0	1	4	0	n/a	22.6	Buyer
\$300,000 - 349,999	26	2	0	2	1	3	0	n/a	18.5	Buyer
\$350,000 - 399,999	24	0	0	2	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	34	1	0	1	4	1	4	8.5	10.1	Buyer
\$500,000 - 599,999	17	1	1	0	1	0	0	n/a	53.0	Buyer
\$600,000 - 699,999	9	0	0	0	0	1	0	n/a	31.0	Buyer
\$700,000 - 799,999	9	0	0	0	1	1	0	n/a	12.5	Buyer
\$800,000 - 899,999	3	0	0	0	0	1	0	n/a	9.0	Buyer
\$900,000 - 999,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	16	0	0	1	0	0	1	16.0	56.0	Buyer
TOTAL	1,035	90	72	79	76	91	83	12.5	12.7	Buyer



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



Rick Sack
(520) 918-5477 | rick@BuyTucsonLots.com

Long Realty Company

Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 01/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2020-12/31/2020. Information is believed to be reliable, but not guaranteed.