

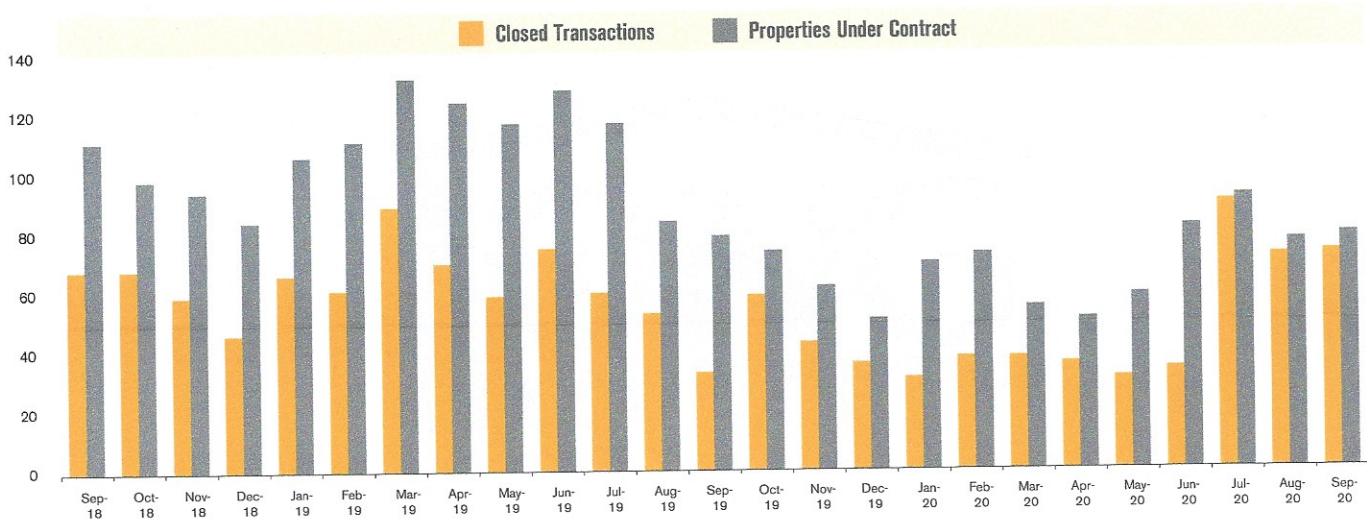
THE LAND REPORT



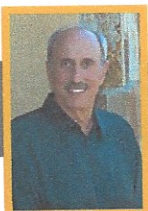
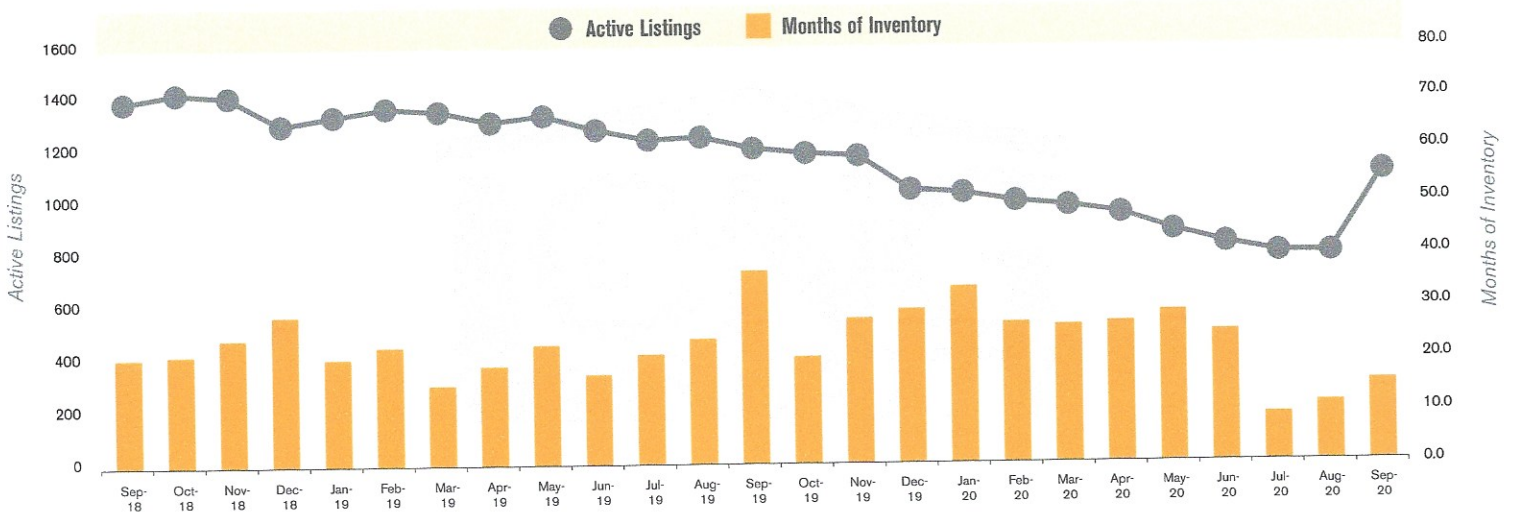
TUCSON | OCTOBER 2020

In the Tucson Lot and Land market, September 2020 active inventory was 1,120, an 8% decrease from September 2019. There were 73 closings in September 2020, a 121% increase from September 2019. Year-to-date 2020 there were 443 closings, a 22% decrease from year-to-date 2019. Months of Inventory was 15.3, down from 37.0 in September 2019. Median price of sold lots was \$100,353 for the month of September 2020, up 18% from September 2019. The Tucson Lot and Land area had 79 new properties under contract in September 2020, unchanged from September 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON LAND)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON LAND)



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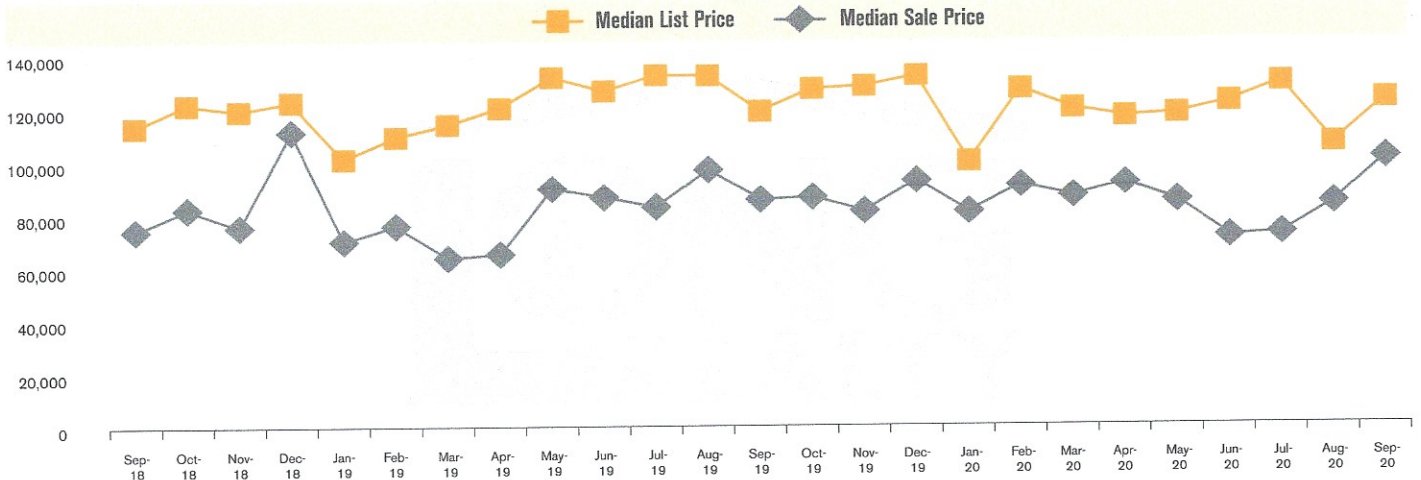
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software. All data obtained 10/06/2020 is believed to be reliable, but not guaranteed.

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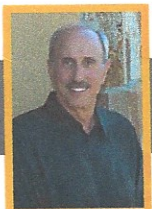
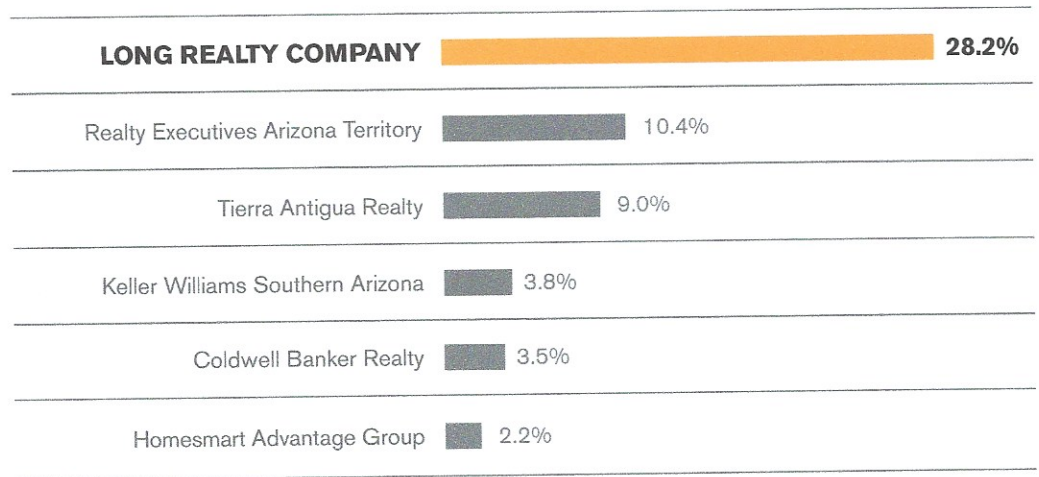
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LAND)



MARKET SHARE (TUCSON LAND)

Long Realty leads the market in successful real estate sales.

Data Obtained 10/06/2020 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.



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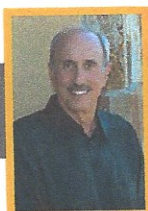
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MARKET CONDITIONS BY PRICE BAND (TUCSON LAND)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20			
\$1 - 49,999	235	23	23	32	41	25	25	9.4	5.6	Balanced
\$50,000 - 74,999	110	10	11	7	13	11	8	13.8	8.7	Buyer
\$75,000 - 99,999	109	4	4	11	11	8	10	10.9	9.3	Buyer
\$100,000 - 124,999	87	5	5	6	10	6	7	12.4	9.5	Buyer
\$125,000 - 149,999	105	4	2	6	3	8	5	21.0	17.7	Buyer
\$150,000 - 174,999	98	3	4	7	1	5	2	49.0	28.0	Buyer
\$175,000 - 199,999	80	3	2	1	4	3	2	40.0	24.8	Buyer
\$200,000 - 224,999	25	2	1	1	1	1	1	25.0	23.7	Buyer
\$225,000 - 249,999	67	2	1	2	0	3	5	13.4	17.8	Buyer
\$250,000 - 274,999	39	2	0	1	1	0	2	19.5	30.0	Buyer
\$275,000 - 299,999	38	0	0	1	1	1	0	n/a	47.5	Buyer
\$300,000 - 349,999	21	0	0	0	2	0	2	10.5	15.3	Buyer
\$350,000 - 399,999	25	2	0	1	0	0	2	12.5	30.0	Buyer
\$400,000 - 499,999	28	2	0	0	1	0	1	28.0	30.5	Buyer
\$500,000 - 599,999	13	0	1	0	1	1	0	n/a	18.5	Buyer
\$600,000 - 699,999	7	0	2	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	9	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	16	0	0	0	0	0	1	16.0	48.0	Buyer
TOTAL	1,120	62	56	76	90	72	73	15.3	11.6	Buyer



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 10/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2020-09/30/2020. Information is believed to be reliable, but not guaranteed.