

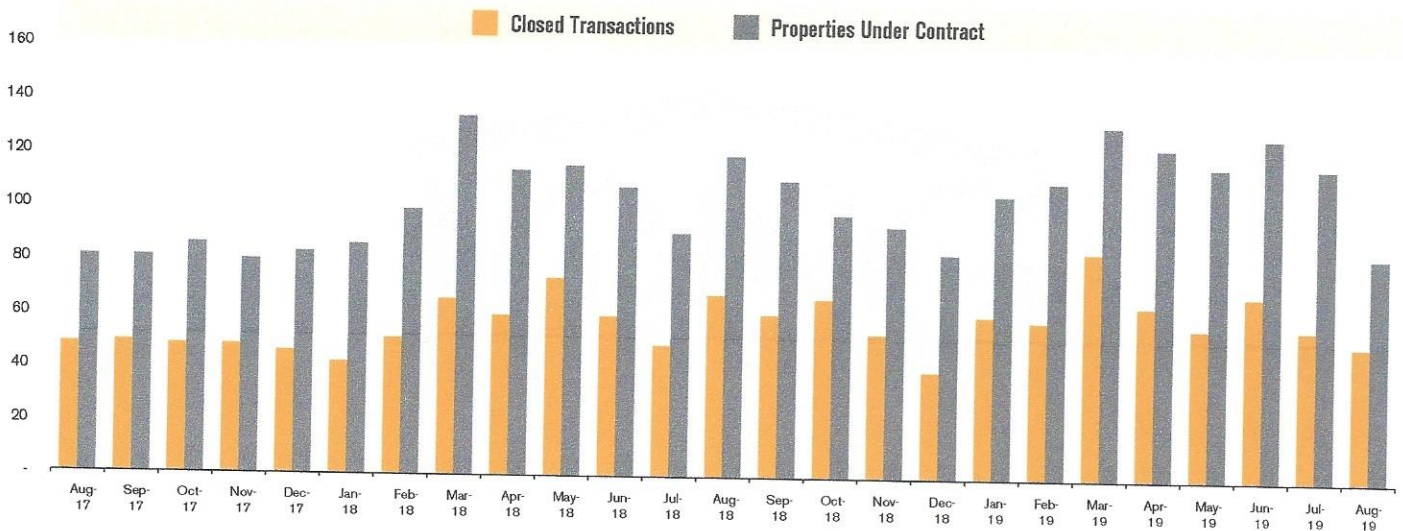
THE LAND REPORT

TUCSON | SEPTEMBER 2019

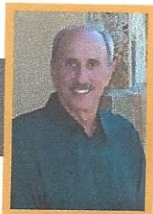
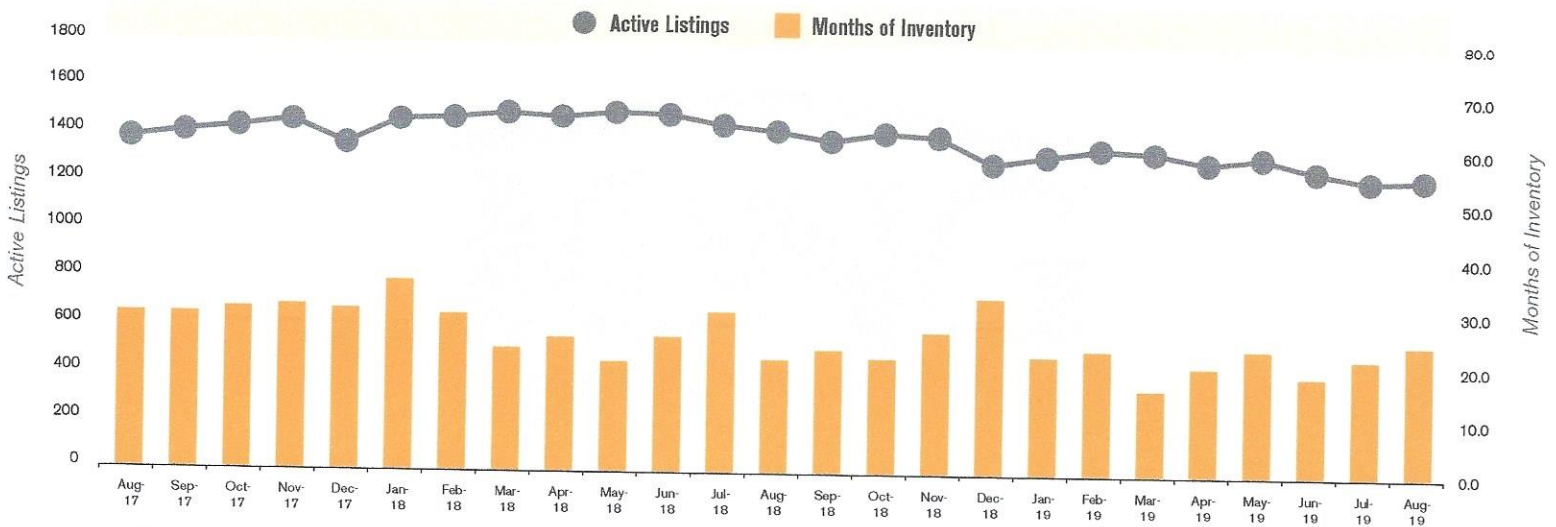


In the Tucson Lot and Land market, August 2019 active inventory was 1,266, a 13% decrease from August 2018. There were 51 closings in August 2019, a 25% decrease from August 2018. Year-to-date 2019 there were 521 closings, a 14% increase from year-to-date 2018. Months of Inventory was 24.8, up from 21.3 in August 2018. Median price of sold lots was \$85,000 for the month of August 2019, up 23% from August 2018. The Tucson Lot and Land area had 84 new properties under contract in August 2019, down 30% from August 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 09/05/2019 is believed to be reliable, but not guaranteed.

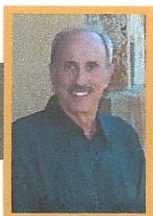
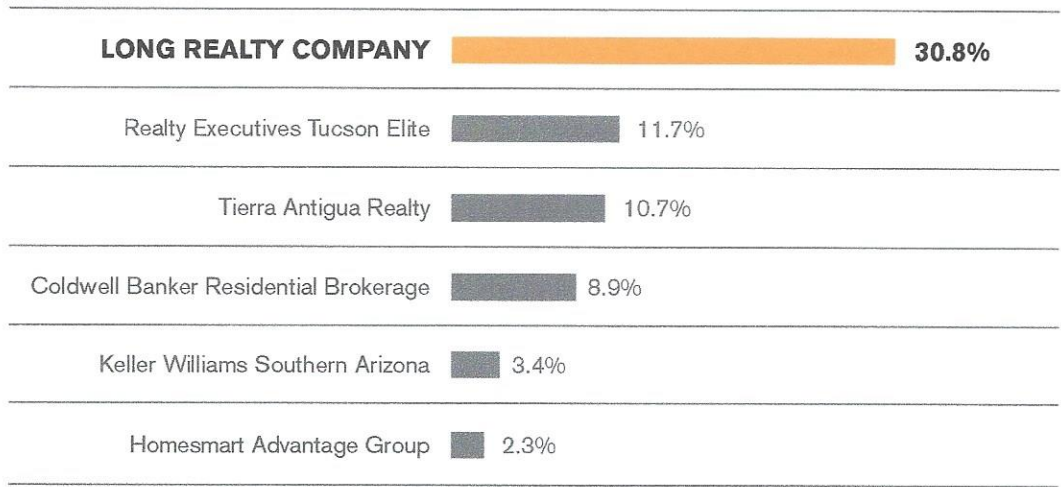
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LAND)



MARKET SHARE (TUCSON LAND)

Long Realty leads the market in successful real estate sales.

Data Obtained 09/05/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2018 – 08/31/2019 rounded to the nearest tenth of one percent and deemed to be correct.



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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
		Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19			
\$1 - 49,999	256	41	31	23	33	27	17	15.1	9.7	Buyer
\$50,000 - 74,999	121	10	9	6	9	7	4	30.3	176	Buyer
\$75,000 - 99,999	148	15	13	7	6	6	11	13.5	20.0	Buyer
\$100,000 - 124,999	95	8	5	2	6	4	6	15.8	17.5	Buyer
\$125,000 - 149,999	110	3	2	4	4	1	3	36.7	39.1	Buyer
\$150,000 - 174,999	91	2	3	5	3	3	5	18.2	25.8	Buyer
\$175,000 - 199,999	102	4	2	5	6	4	2	51.0	25.4	Buyer
\$200,000 - 224,999	53	1	1	1	1	3	0	n/a	36.3	Buyer
\$225,000 - 249,999	45	2	1	1	0	2	2	22.5	37.5	Buyer
\$250,000 - 274,999	38	1	1	2	3	2	0	n/a	22.8	Buyer
\$275,000 - 299,999	46	1	0	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	24	0	0	1	1	0	0	n/a	84.0	Buyer
\$350,000 - 399,999	32	1	1	1	1	1	0	n/a	54.5	Buyer
\$400,000 - 499,999	32	0	0	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	18	0	0	1	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	10	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	9	0	1	0	1	0	1	9.0	17.0	Buyer
\$800,000 - 899,999	3	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	28	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	1,266	89	70	59	74	60	51	24.8	20.6	Buyer

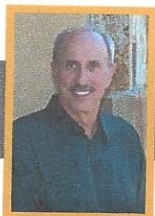
 Seller's Market

 Slight Seller's Market

 Balanced Market

 Slight Buyer's Market

 Buyer's Market



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 09/05/2019. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2019-08/31/2019. Information is believed to be reliable, but not guaranteed.