

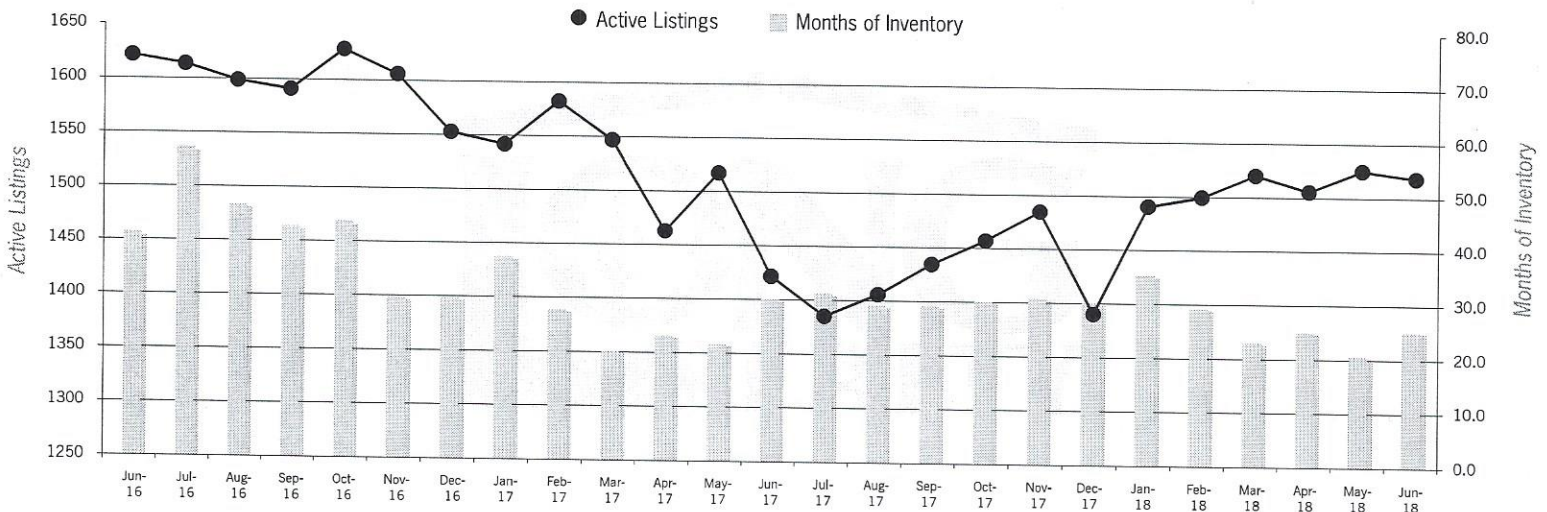


In the Tucson Lot and Land market, June 2018 active inventory was 1,517, a 7% increase from June 2017. There were 60 closings in June 2018, a 28% increase from June 2017. Year-to-date 2018 there were 376 closings, a 5% increase from year-to-date 2017. Months of Inventory was 25.3, down from 30.2 in June 2017. Median price of sold lots was \$54,000 for the month of June 2018, up 19% from June 2017. The Tucson Lot and Land area had 108 new properties under contract in June 2018, up 86% from June 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 07/06/2018 is believed to be reliable, but not guaranteed.

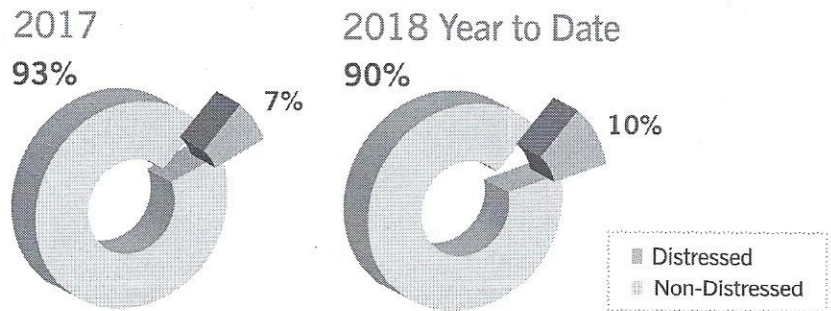


## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LAND



## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LAND

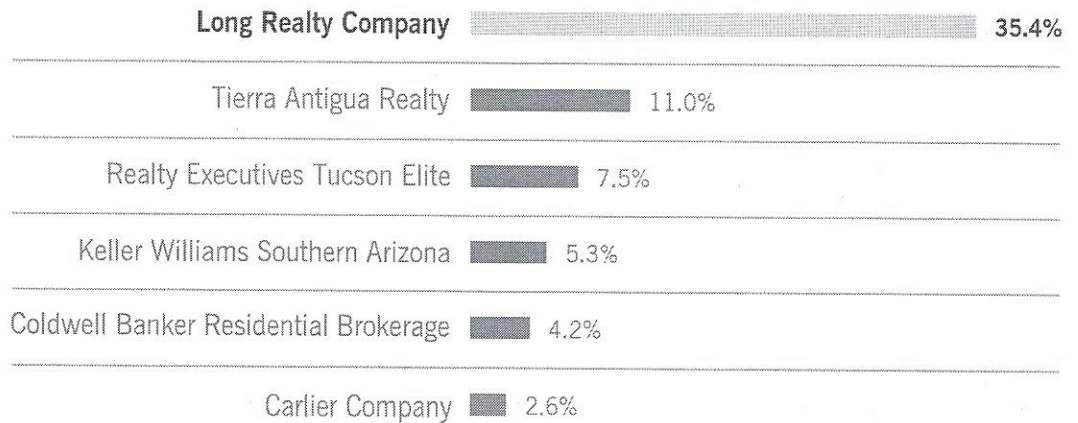
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



## MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 07/06/2018 from MLSSAZ using BrokerMetrics software for all closed lots and land sales volume between 07/01/2017 – 06/30/2018 rounded to the nearest tenth of one percent and deemed to be correct.



Distressed sales and market performance data is based on information obtained from the MLSSAZ on 07/06/2018. Information is believed to be reliable, but not guaranteed.



## 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
		Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18			
\$1 - 49,999	416	14	29	29	25	29	27	15.4	15.3	Buyer
\$50,000 - 74,999	143	8	7	12	6	10	11	13.0	15.7	Buyer
\$75,000 - 99,999	150	9	4	4	10	11	7	21.4	16.9	Buyer
\$100,000 - 124,999	100	5	6	2	7	4	2	50.0	22.0	Buyer
\$125,000 - 149,999	122	3	4	9	3	2	3	40.7	45.5	Buyer
\$150,000 - 174,999	101	2	3	5	5	7	3	33.7	19.7	Buyer
\$175,000 - 199,999	111	1	1	3	5	4	1	111.0	32.6	Buyer
\$200,000 - 224,999	50	2	1	1	1	3	1	50.0	31.8	Buyer
\$225,000 - 249,999	64	1	1	0	0	3	2	32.0	39.6	Buyer
\$250,000 - 274,999	32	2	1	0	0	2	0	n/a	45.0	Buyer
\$275,000 - 299,999	50	0	0	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	36	0	0	1	1	0	1	36.0	54.0	Buyer
\$350,000 - 399,999	24	0	0	1	0	1	2	12.0	24.7	Buyer
\$400,000 - 499,999	37	0	1	0	1	0	0	n/a	114.0	Buyer
\$500,000 - 599,999	26	0	1	1	0	1	0	n/a	78.0	Buyer
\$600,000 - 699,999	9	0	0	0	1	0	0	n/a	28.0	Buyer
\$700,000 - 799,999	11	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	6	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
<b>TOTAL</b>	<b>1,517</b>	<b>47</b>	<b>59</b>	<b>68</b>	<b>65</b>	<b>77</b>	<b>60</b>	<b>25.3</b>	<b>22.5</b>	<b>Buyer</b>



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 07/06/2018. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2018 - 06/30/2018. Information is believed to be reliable, but not guaranteed.