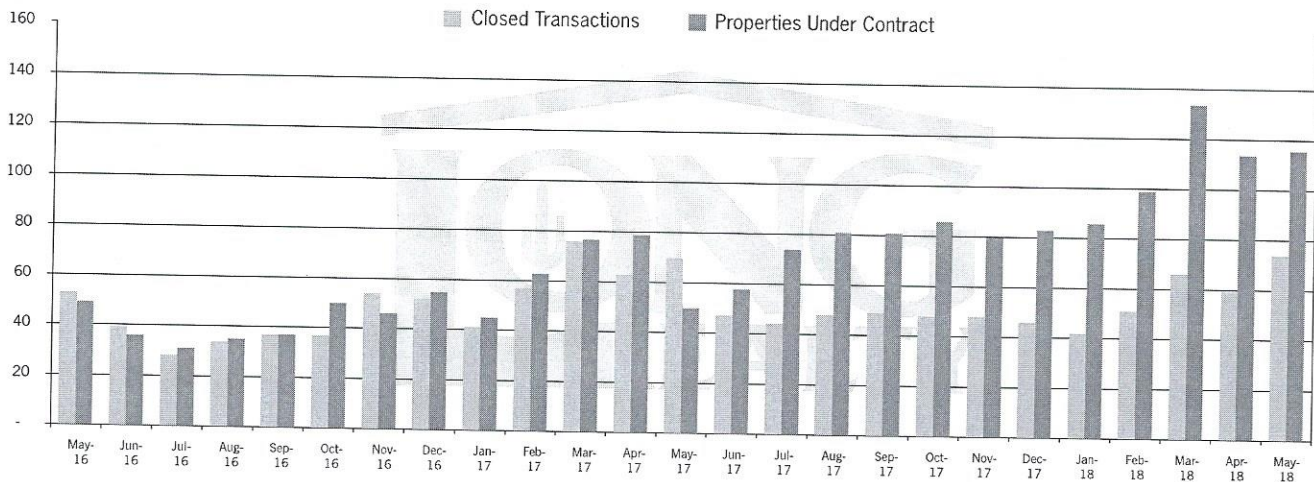


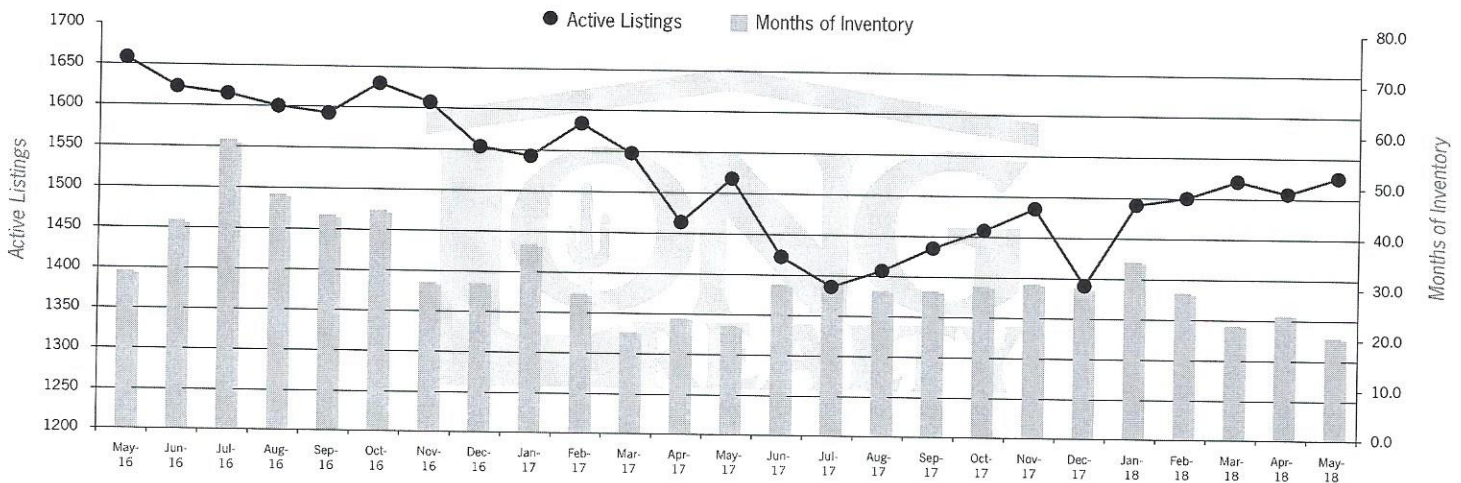


In the Tucson Lot and Land market, May 2018 active inventory was 1,524, virtually unchanged from May 2017. There were 74 closings in May 2018, a 6% increase from May 2017. Year-to-date 2018 there were 313 closings, a 2% increase from year-to-date 2017. Months of Inventory was 20.6, down from 21.7 in May 2017. Median price of sold lots was \$75,000 for the month of May 2018, up 77% from May 2017. The Tucson Lot and Land area had 116 new properties under contract in May 2018, up 132% from May 2017.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LAND



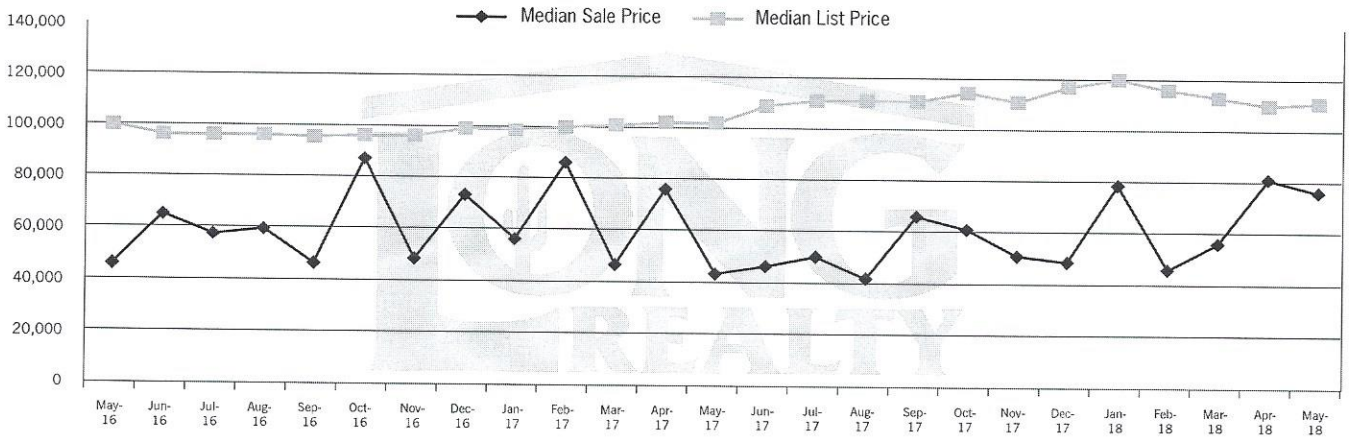
## ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.  
All data obtained 06/05/2018 is believed to be reliable, but not guaranteed.

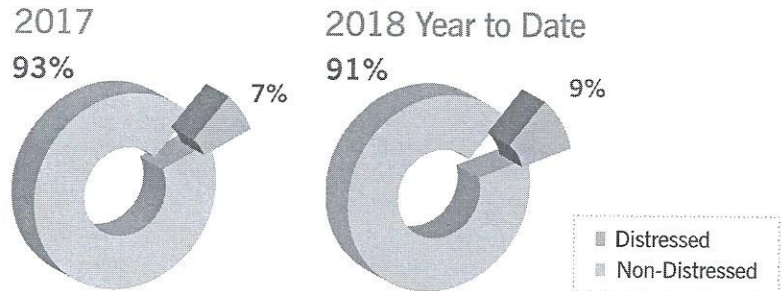


## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LAND



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

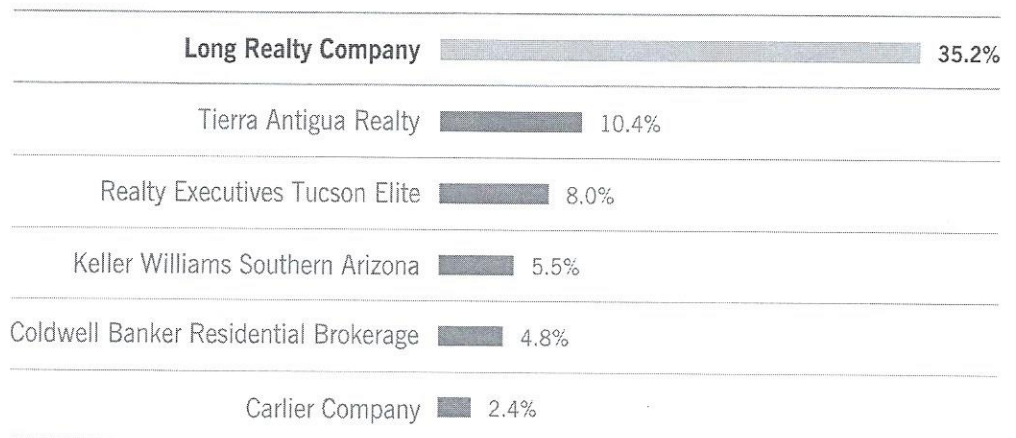
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



## MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 06/05/2018 from MLSSAZ using BrokerMetrics software for all closed lots and land sales volume between 06/01/2017 – 05/31/2018 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 06/05/2018. Information is believed to be reliable, but not guaranteed.



# The Land Report



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Tucson | June 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 |
|------------------------|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------------------------|--|-------------------|
|                        |                 | Dec-17                     | Jan-18    | Feb-18    | Mar-18    | Apr-18    | May-18    |                             |  |                   |
| \$1 - 49,999           | 413             | 25                         | 14        | 29        | 29        | 25        | 27        | 15.3                        | 15.2                                   | Buyer             |
| \$50,000 - 74,999      | 137             | 5                          | 8         | 7         | 12        | 6         | 9         | 15.2                        | 15.6                                   | Buyer             |
| \$75,000 - 99,999      | 157             | 5                          | 9         | 4         | 4         | 10        | 11        | 14.3                        | 19.2                                   | Buyer             |
| \$100,000 - 124,999    | 95              | 1                          | 5         | 6         | 2         | 7         | 4         | 23.8                        | 21.3                                   | Buyer             |
| \$125,000 - 149,999    | 122             | 5                          | 3         | 4         | 9         | 3         | 2         | 61.0                        | 25.9                                   | Buyer             |
| \$150,000 - 174,999    | 97              | 3                          | 2         | 3         | 5         | 5         | 7         | 13.9                        | 17.0                                   | Buyer             |
| \$175,000 - 199,999    | 114             | 2                          | 1         | 1         | 3         | 5         | 4         | 28.5                        | 27.8                                   | Buyer             |
| \$200,000 - 224,999    | 56              | 1                          | 2         | 1         | 1         | 1         | 3         | 18.7                        | 32.6                                   | Buyer             |
| \$225,000 - 249,999    | 68              | 1                          | 1         | 1         | 0         | 0         | 3         | 22.7                        | 68.7                                   | Buyer             |
| \$250,000 - 274,999    | 31              | 1                          | 2         | 1         | 0         | 0         | 2         | 15.5                        | 45.5                                   | Buyer             |
| \$275,000 - 299,999    | 53              | 0                          | 0         | 0         | 0         | 0         | 0         | n/a                         | n/a                                    | n/a               |
| \$300,000 - 349,999    | 37              | 2                          | 0         | 0         | 1         | 1         | 0         | n/a                         | 56.0                                   | Buyer             |
| \$350,000 - 399,999    | 24              | 0                          | 0         | 0         | 1         | 0         | 1         | 24.0                        | 37.5                                   | Buyer             |
| \$400,000 - 499,999    | 39              | 0                          | 0         | 1         | 0         | 1         | 0         | n/a                         | 113.0                                  | Buyer             |
| \$500,000 - 599,999    | 25              | 0                          | 0         | 1         | 1         | 0         | 1         | 25.0                        | 39.0                                   | Buyer             |
| \$600,000 - 699,999    | 10              | 0                          | 0         | 0         | 0         | 1         | 0         | n/a                         | 30.0                                   | 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>1,524</b>    | <b>51</b>                  | <b>47</b> | <b>59</b> | <b>68</b> | <b>65</b> | <b>74</b> | <b>20.6</b>                 | <b>22.0</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 06/05/2018.  
3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2018 - 05/31/2018. Information is believed to be reliable, but not guaranteed.