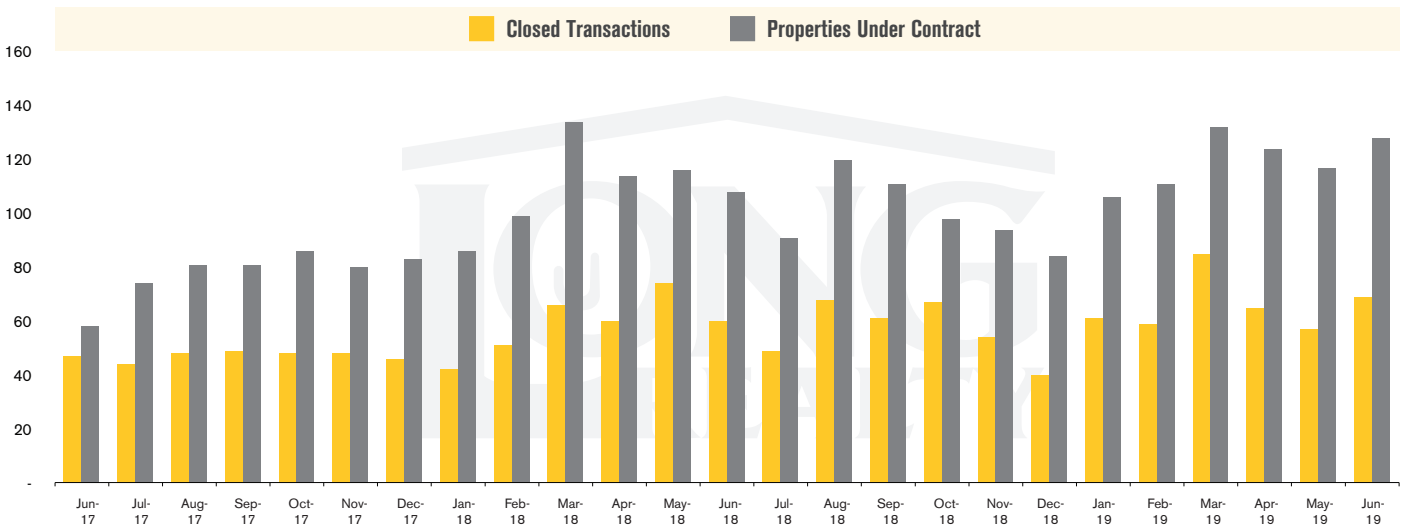
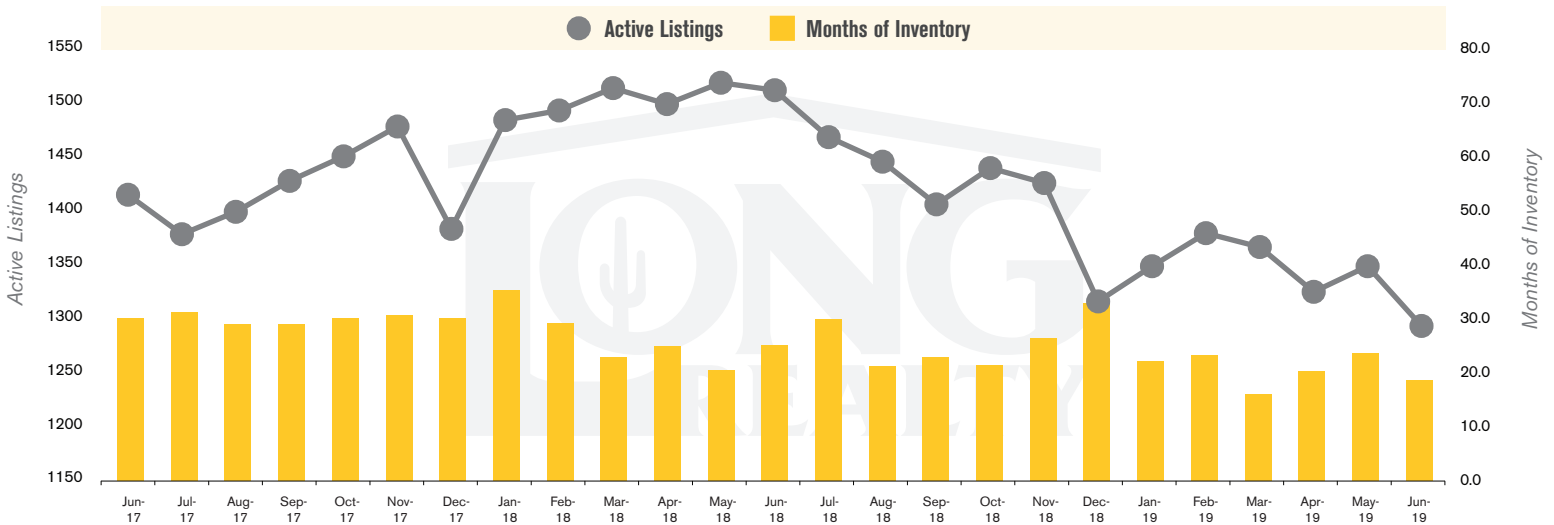


In the Tucson Lot and Land market, June 2019 active inventory was 1,296, a 15% decrease from June 2018. There were 69 closings in June 2019, a 15% increase from June 2018. Year-to-date 2019 there were 396 closings, a 12% increase from year-to-date 2018. Months of Inventory was 18.8, down from 25.3 in June 2018. Median price of sold lots was \$55,000 for the month of June 2019, up 2% from June 2018. The Tucson Lot and Land area had 128 new properties under contract in June 2019, up 19% from June 2018.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON LAND)

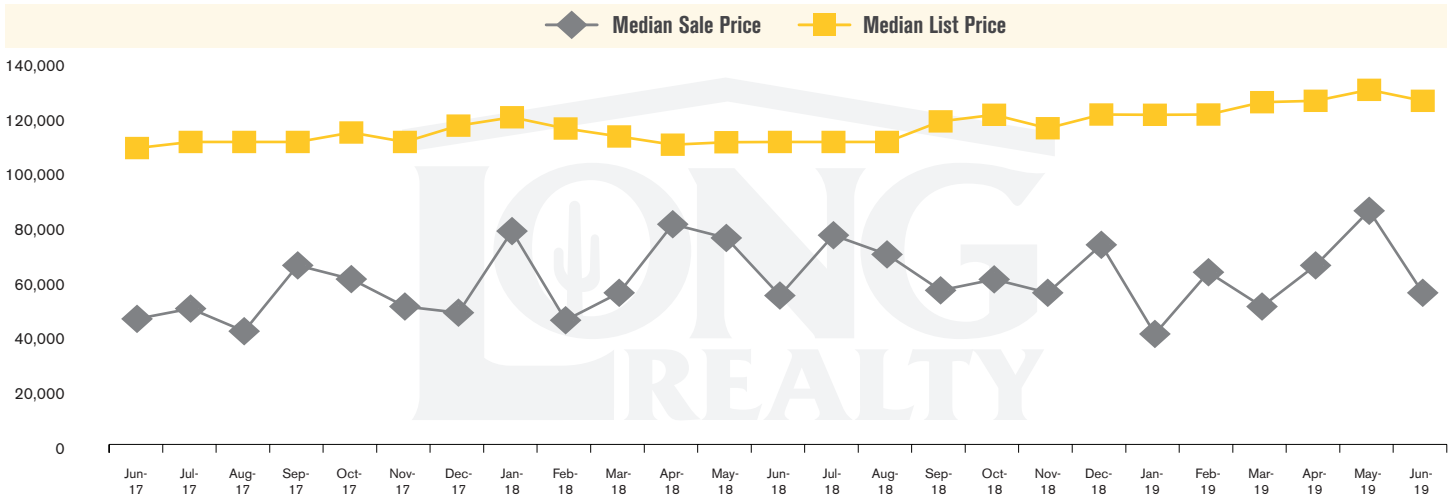


ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON LAND)



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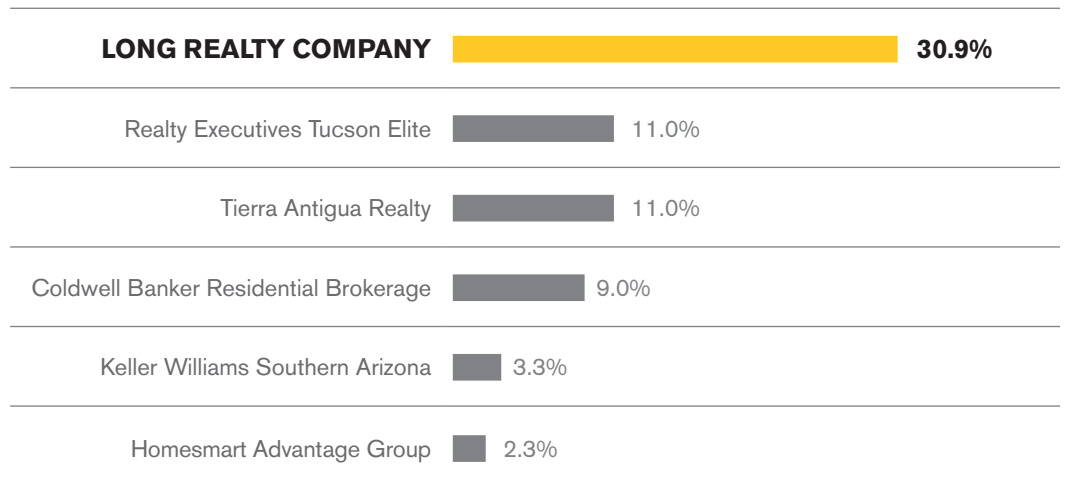
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON LAND)



MARKET SHARE (TUCSON LAND)

Long Realty leads the market in successful real estate sales.

Data Obtained 07/03/2019 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2018 – 06/30/2019 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
		Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19			
\$1 - 49,999	247	38	25	41	31	22	31	8.0	9.0	Buyer
\$50,000 - 74,999	112	7	9	10	9	6	9	12.4	14.4	Buyer
\$75,000 - 99,999	166	8	7	15	13	7	5	33.2	19.6	Buyer
\$100,000 - 124,999	93	0	5	8	5	2	6	15.5	22.6	Buyer
\$125,000 - 149,999	106	2	6	3	2	4	4	26.5	32.8	Buyer
\$150,000 - 174,999	96	1	4	2	3	5	3	32.0	27.4	Buyer
\$175,000 - 199,999	102	2	1	4	2	5	5	20.4	27.3	Buyer
\$200,000 - 224,999	45	4	3	1	1	1	1	45.0	48.7	Buyer
\$225,000 - 249,999	55	1	0	2	1	1	0	n/a	83.0	Buyer
\$250,000 - 274,999	34	1	0	1	1	2	2	17.0	21.6	Buyer
\$275,000 - 299,999	41	0	0	1	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	33	2	0	0	0	1	1	33.0	51.5	Buyer
\$350,000 - 399,999	40	0	0	1	1	1	1	40.0	38.7	Buyer
\$400,000 - 499,999	38	0	0	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	18	0	0	0	0	1	0	n/a	50.0	Buyer
\$600,000 - 699,999	13	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	13	0	0	0	1	0	1	13.0	17.0	Buyer
\$800,000 - 899,999	5	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	34	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	1,296	66	60	89	70	58	69	18.8	20.2	Buyer



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market

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