

The Land Report

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Tucson | December 2012

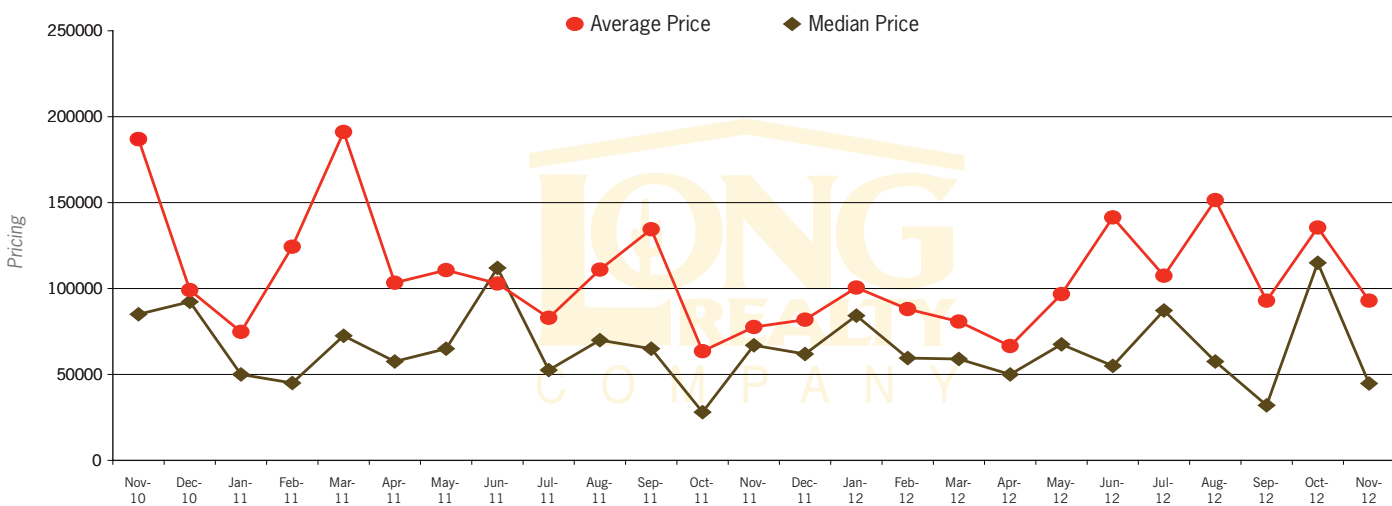
As of November 2012 active lots and land was 1,653, a 12% decrease from November 2011. There were 32 closings in November 2012, 100% above November 2011. Months of Inventory was 52.3, down from 116.8 in November 2011. Median price of sold lots and land properties was \$44,700 for the month of November 2012, down 33% from November 2011. There were 39 new lots and land properties under contract in November 2012, up 15% from November 2011.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 12/5/2012. Information is believed to be reliable, but not guaranteed. Months of Inventory (MOI) reflect the time period required to sell all the properties on the market given the number of closed transactions in the preceding month, provided no new product becomes available. This is an excellent benchmark to show the velocity of transactions in relation to the market inventories. This measurement is a broad one and will vary (in some cases dramatically) by price range, location and type of property.

Median and Average Price (Closed Sales)



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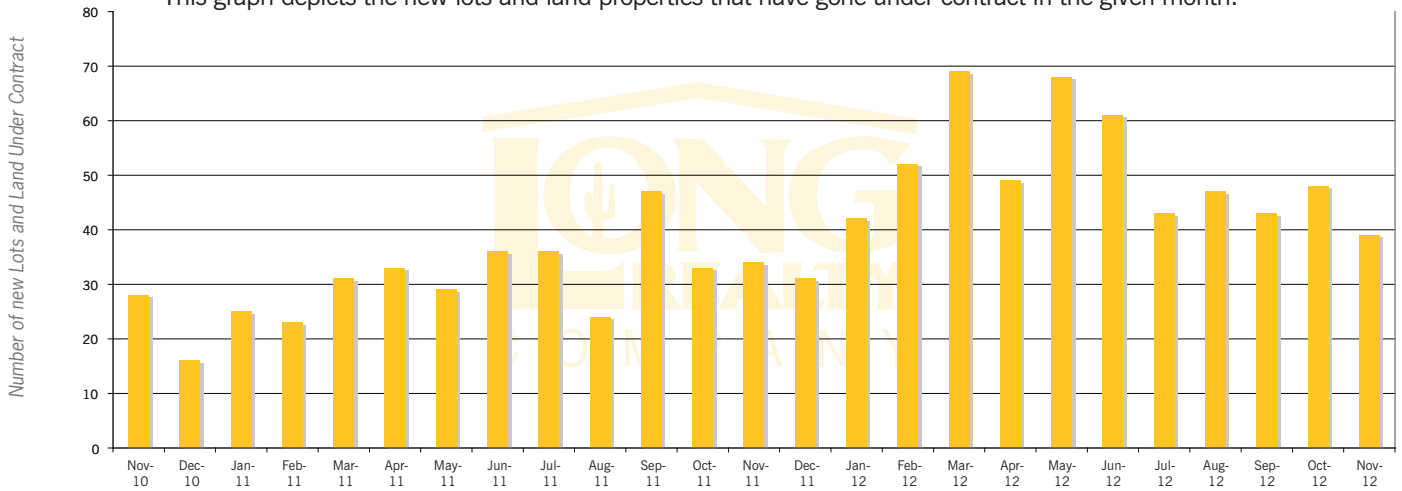
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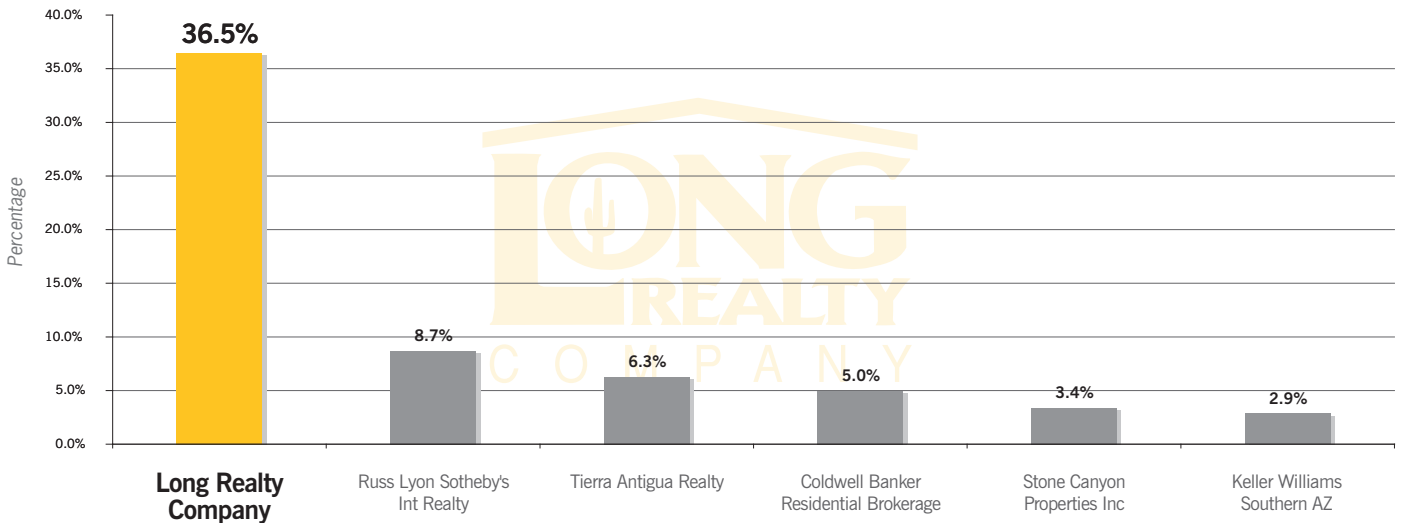
New Lots and Land Properties Under Contract

This graph depicts the new lots and land properties that have gone under contract in the given month.



These statistics are based on information obtained from the TARMLS using BrokerMetrics software on 12/5/2012. Information is believed to be reliable, but not guaranteed.

Lots and Land Market Share



Data Obtained 12/5/2012 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 12/1/2011-11/30/2012 rounded to the nearest tenth on one percent and deemed to be correct.

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Price Banded Market Report Land & Lots

Price Band	Active Listings	Land & Lots Sold/Closed						Months of Inventory
	Nov-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	
\$1 - 49,999	368	20	11	12	17	5	15	24.5
\$50,000 - 74,999	164	8	2	2	2	5	2	82.0
\$75,000 - 99,999	178	5	4	2	3	3	5	35.6
\$100,000 - 124,999	100	5	2	1	3	4	2	50.0
\$125,000 - 149,999	106	2	2	1	2	2	0	n/a
\$150,000 - 174,999	94	2	4	0	1	2	2	47.0
\$175,000 - 199,999	102	1	1	2	0	2	2	51.0
\$200,000 - 224,999	50	1	0	0	0	1	1	50.0
\$225,000 - 249,999	67	1	0	1	1	1	0	n/a
\$250,000 - 274,999	46	0	0	0	0	0	0	n/a
\$275,000 - 299,999	74	0	0	1	0	1	0	n/a
\$300,000 - 349,999	48	0	1	1	0	0	1	48.0
\$350,000 - 399,999	52	1	0	0	0	1	0	n/a
\$400,000 - 499,999	57	1	0	0	0	0	0	n/a
\$500,000 - 599,999	36	0	0	0	1	1	0	n/a
\$600,000 - 699,999	27	1	1	0	1	0	0	n/a
\$700,000 - 799,999	11	0	0	0	0	0	1	11.0
\$800,000 - 899,999	15	0	0	1	0	0	0	n/a
\$900,000 - 999,999	6	0	0	1	0	0	0	n/a
\$1,000,000 - and over	21	1	0	0	0	0	0	n/a
TOTAL	1,622	49	28	25	31	28	31	52.3

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Real estate is in fact very localized. Market conditions can vary greatly by not only geographic area but also by price range, as demonstrated in the above Long Realty Research Center chart. Find the price range of interest to you to track relevant market conditions, and contact me for a more in-depth analysis.

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