

The Land Report

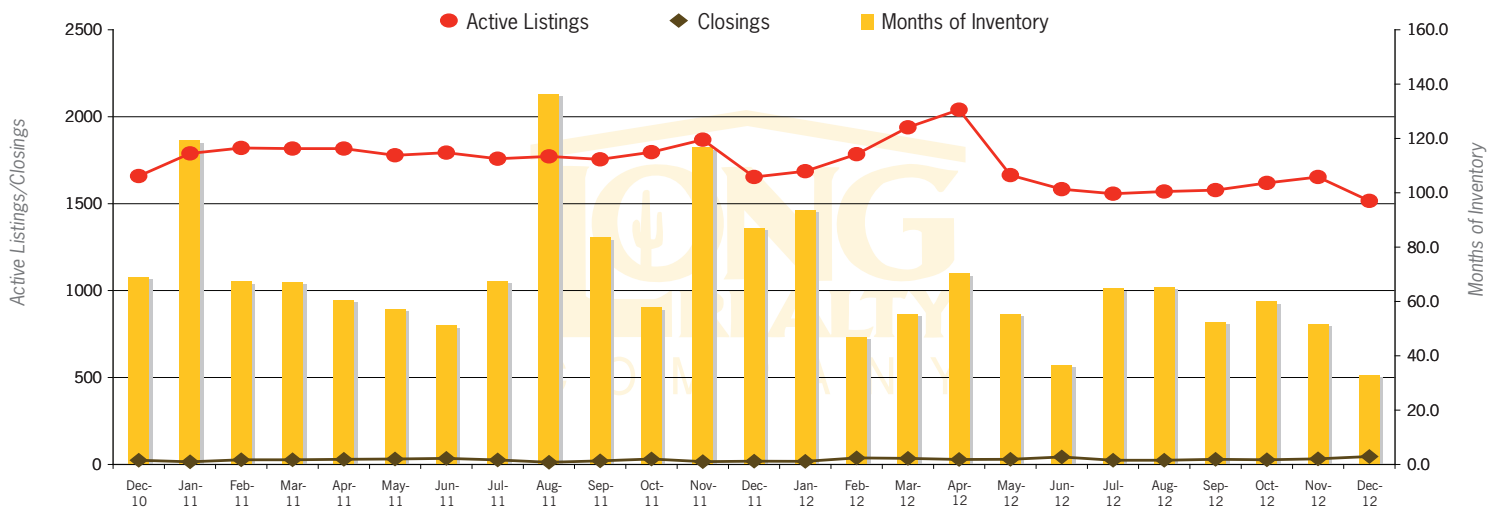
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Tucson | January 2013

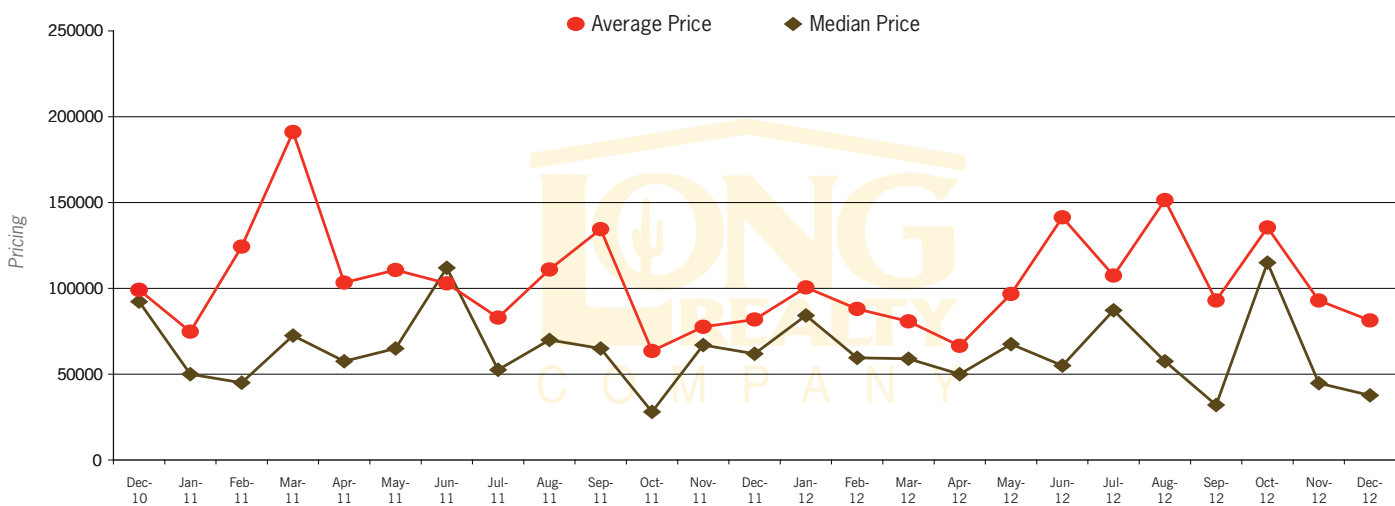
As of December 2012 active lots and land was 1,516, an 8% decrease from December 2011. There were 46 closings in December 2012, 142% above December 2011. Months of Inventory was 32.3, down from 87.0 in December 2011. Median price of sold lots and land properties was \$37,677 for the month of December 2012, down 39% from December 2011. There were 52 new lots and land properties under contract in December 2012, up 68% from December 2011.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 1/4/2013. 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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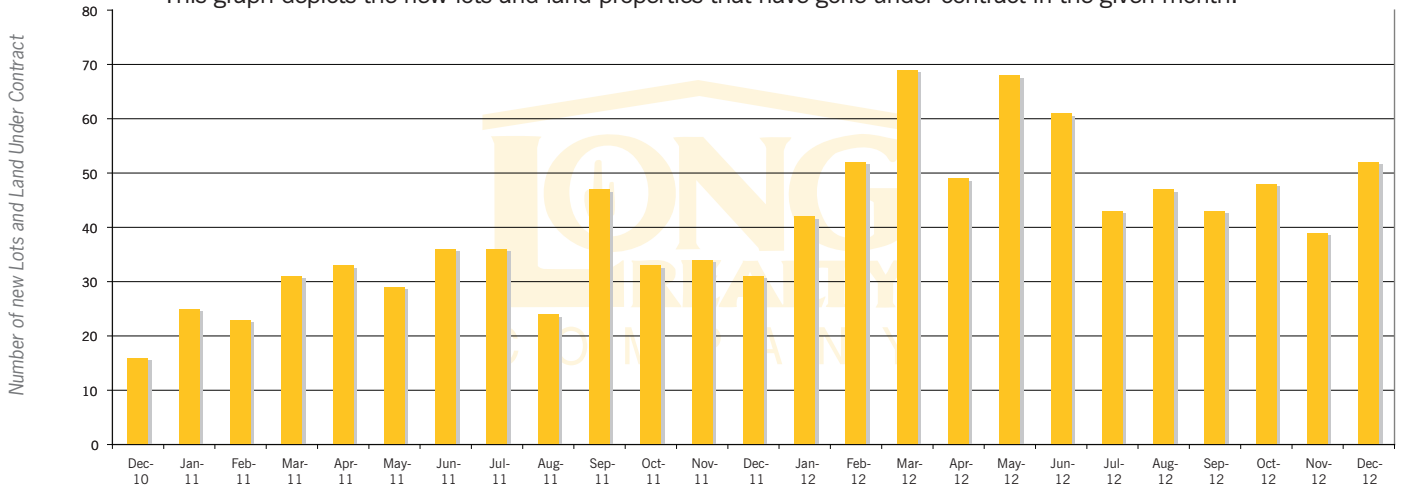
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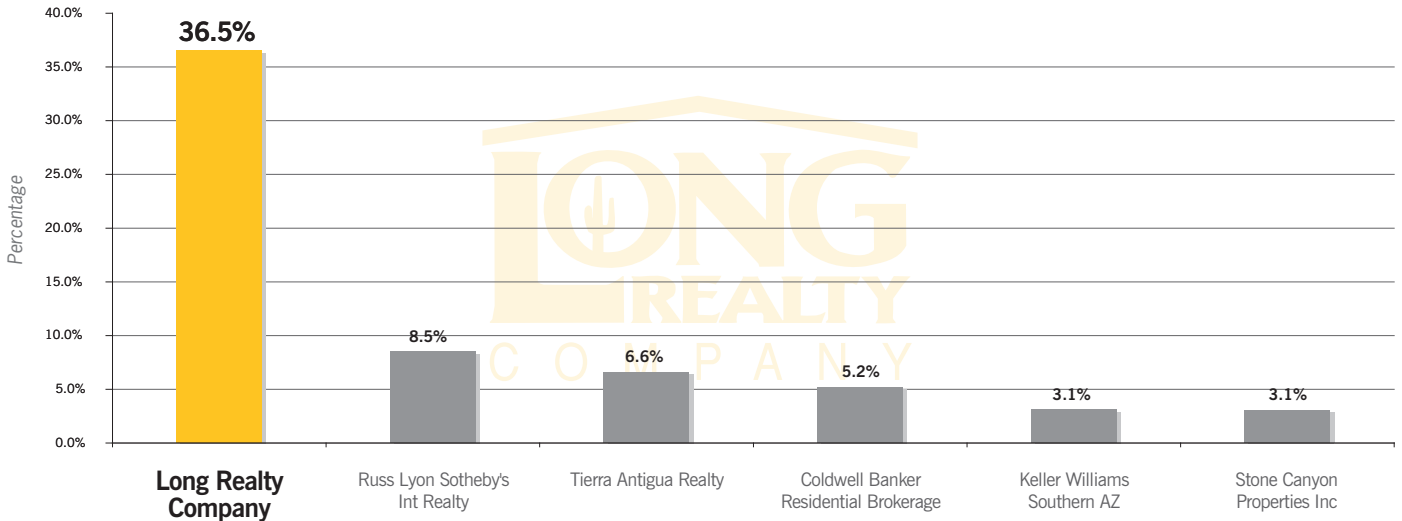
New Lots and Land Properties Under Contract

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



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Lots and Land Market Share



Data Obtained 1/4/2013 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 1/1/2012-12/31/2012 rounded to the nearest tenth on one percent and deemed to be correct.

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Price Banded Market Report Residential Homes

Price Band	Active Listings	Homes Sold/Closed						Months of Inventory
	Dec-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	
\$1 - 49,999	330	11	12	17	5	15	29	11.4
\$50,000 - 74,999	150	2	2	2	5	3	3	50.0
\$75,000 - 99,999	146	4	2	3	3	5	1	146.0
\$100,000 - 124,999	94	2	1	3	4	2	1	94.0
\$125,000 - 149,999	91	2	1	2	2	0	3	30.3
\$150,000 - 174,999	90	4	0	1	2	2	1	90.0
\$175,000 - 199,999	99	1	2	0	2	2	2	49.5
\$200,000 - 224,999	49	0	0	0	1	1	2	24.5
\$225,000 - 249,999	54	0	1	1	1	0	2	27.0
\$250,000 - 274,999	41	0	0	0	0	0	0	n/a
\$275,000 - 299,999	72	0	1	0	1	0	1	72.0
\$300,000 - 349,999	48	1	1	0	0	1	1	48.0
\$350,000 - 399,999	51	0	0	0	1	0	0	n/a
\$400,000 - 499,999	62	0	0	0	0	0	0	n/a
\$500,000 - 599,999	30	0	0	1	1	0	0	n/a
\$600,000 - 699,999	25	1	0	1	0	0	0	n/a
\$700,000 - 799,999	14	0	0	0	0	1	0	n/a
\$800,000 - 899,999	13	0	1	0	0	0	0	n/a
\$900,000 - 999,999	4	0	1	0	0	0	0	n/a
\$1,000,000 - and over	21	0	0	0	0	0	0	n/a
TOTAL	1,484	28	25	31	28	32	46	32.3

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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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