

# The Land Report

Powered by Long Realty Research Center

**Tucson | February 2013**

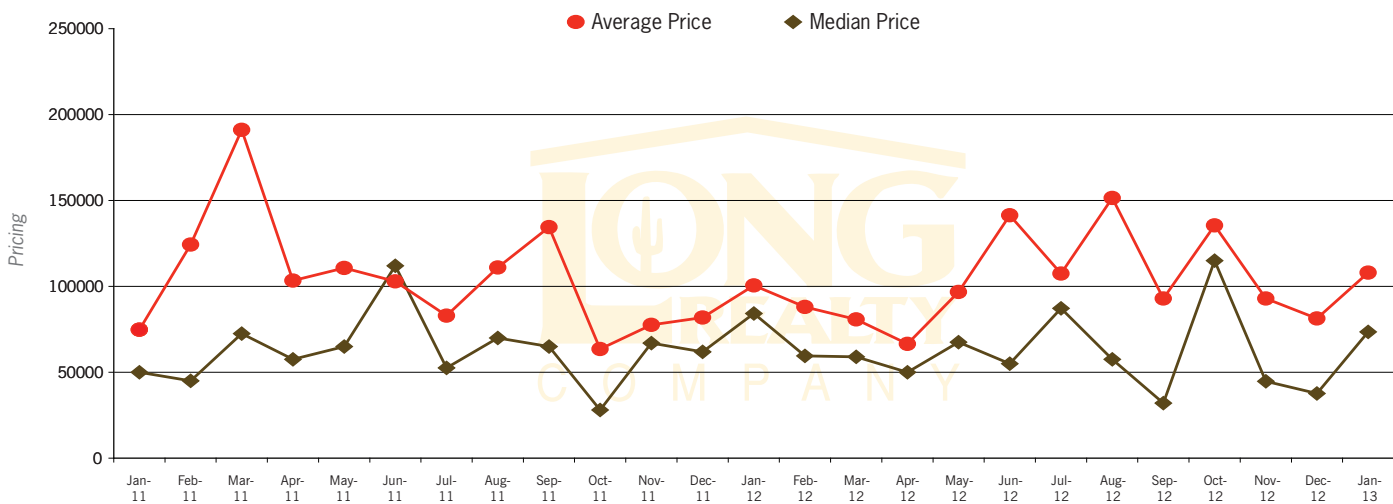
As of January 2013 active lots and land was 1,575, a 7% decrease from January 2012. There were 23 closings in January 2013, 28% above January 2012. Months of Inventory was 68.5, down from 93.7 in January 2012. Median price of sold lots and land properties was \$73,500 for the month of January 2013, down 13% from January 2012. There were 45 new lots and land properties under contract in January 2013, up 7% from January 2012.

## Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 2/5/2013. 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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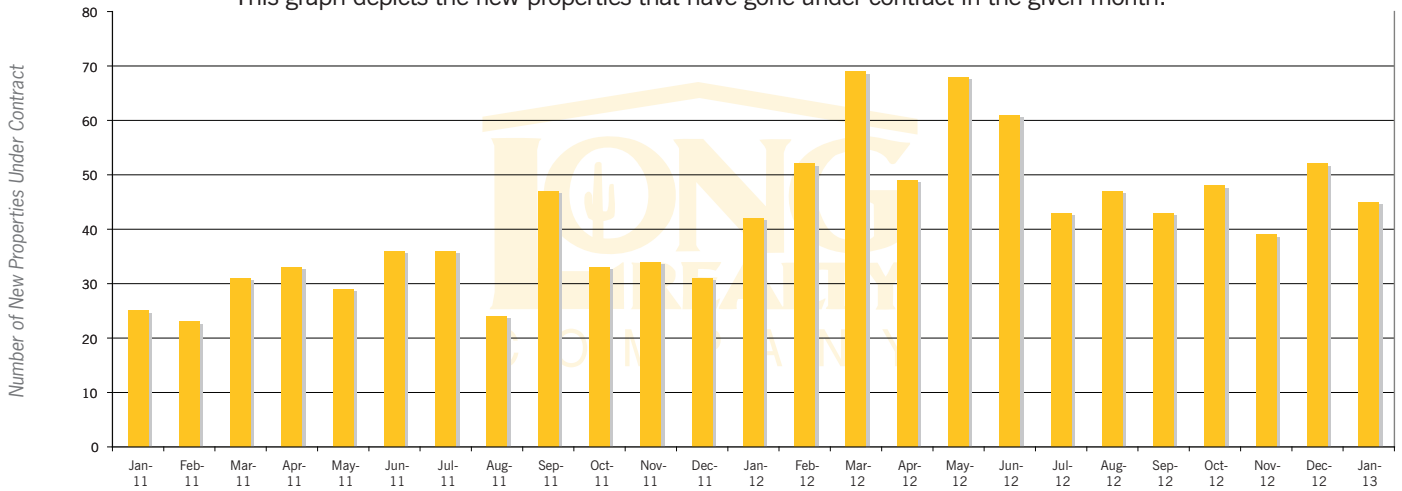
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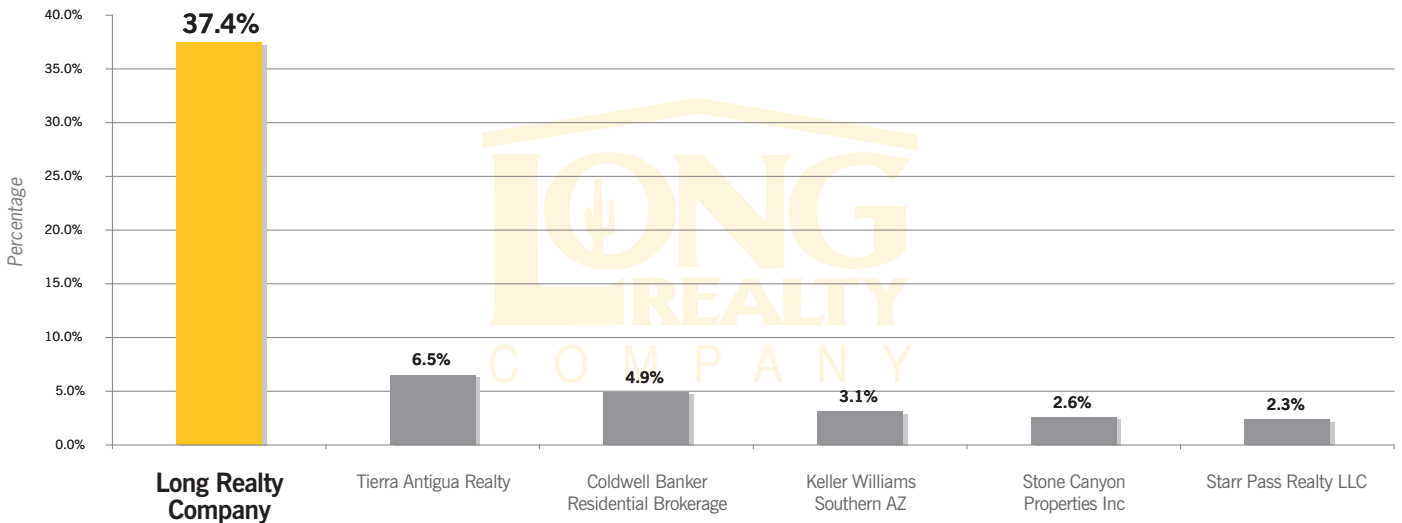
## New Properties Under Contract

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



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## Market Share



Data Obtained 2/5/2013 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 2/1/2012-1/31/2013 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
	Jan-13	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	
\$1 - 49,999	353	12	17	5	15	29	7	50.4
\$50,000 - 74,999	160	2	2	5	3	3	5	32.0
\$75,000 - 99,999	157	2	3	4	5	1	0	n/a
\$100,000 - 124,999	100	1	3	4	2	1	4	25.0
\$125,000 - 149,999	91	1	2	2	0	3	1	91.0
\$150,000 - 174,999	97	0	1	2	2	1	2	48.5
\$175,000 - 199,999	102	2	0	2	2	2	1	102.0
\$200,000 - 224,999	45	0	0	1	1	2	1	45.0
\$225,000 - 249,999	54	1	1	1	0	2	0	n/a
\$250,000 - 274,999	44	0	0	0	0	0	0	n/a
\$275,000 - 299,999	66	1	0	1	0	1	1	66.0
\$300,000 - 349,999	43	1	0	0	1	1	0	n/a
\$350,000 - 399,999	53	0	0	1	0	0	0	n/a
\$400,000 - 499,999	61	0	0	0	0	0	1	61.0
\$500,000 - 599,999	35	0	1	1	0	0	0	n/a
\$600,000 - 699,999	29	0	1	0	0	0	0	n/a
\$700,000 - 799,999	15	0	0	0	1	0	0	n/a
\$800,000 - 899,999	10	1	0	0	0	0	0	n/a
\$900,000 - 999,999	6	1	0	0	0	0	0	n/a
\$1,000,000 - and over	24	0	0	0	0	0	0	n/a
<b>TOTAL</b>	<b>1,545</b>	<b>25</b>	<b>31</b>	<b>29</b>	<b>32</b>	<b>46</b>	<b>23</b>	<b>67.2</b>

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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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