# The Land Report

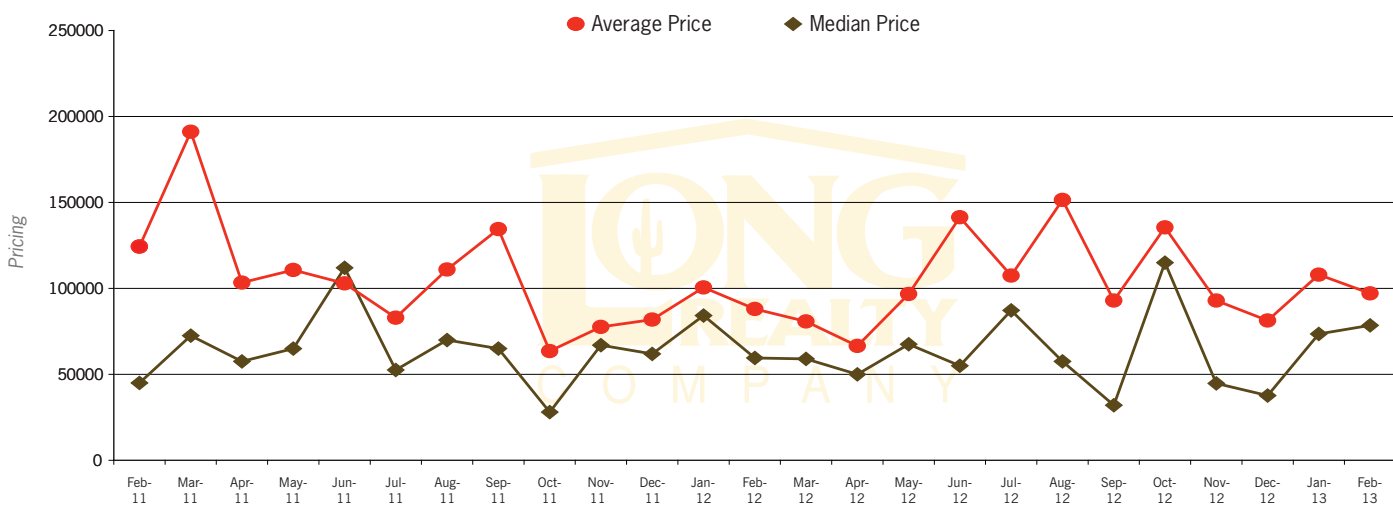Powered by **Long Realty Research Center**

Tucson | March 2013

As of February 2013 active lots and land was 1,608, a 10% decrease from February 2012. There were 23 closings in February 2013, 39% below February 2012. Months of Inventory was 68.2, up from 46.9 in February 2012. Median price of sold lots and land properties was $78,500 for the month of February 2013, up 32% from February 2012. There were 53 new lots and land properties under contract in February 2013, up 2% from February 2012.

Months of Inventory, Active Listings and Closings
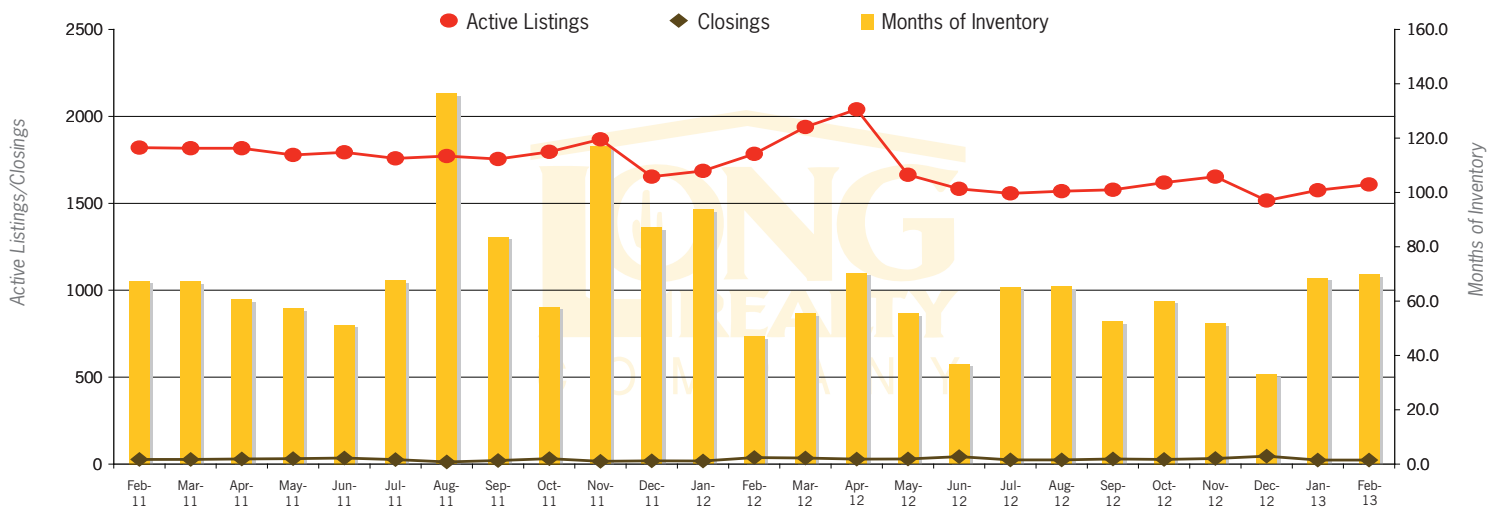
● Active Listings　◆ Closings　▮ Months of Inventory

These statistics are based on information obtained from the TARMLS using Brokermetrics software on 3/5/2013. 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)

● Average Price　◆ Median Price

These statistics are based on information obtained from the TARMLS using Brokermetrics software on 3/5/2013. Information is believed to be reliable, but not guaranteed.

LONG REALTY
A BERKSHIRE HATHAWAY AFFILIATE

Stephen Woodall
Oro Valley
10445 N. Oracle Rd #121
Oro Valley, Arizona 85737
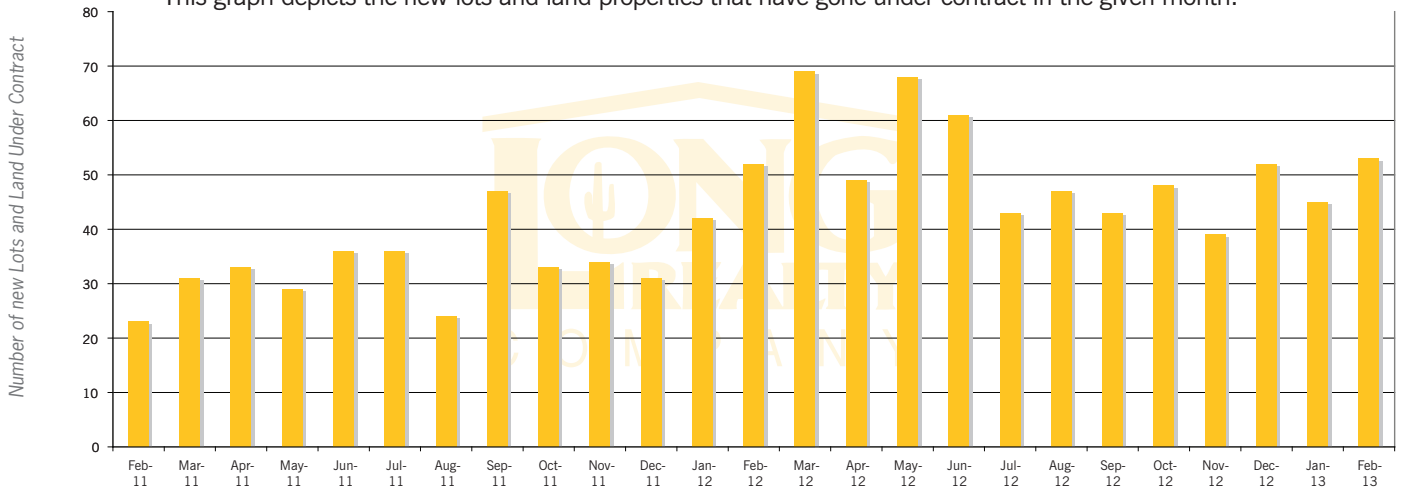(520) 818-4504
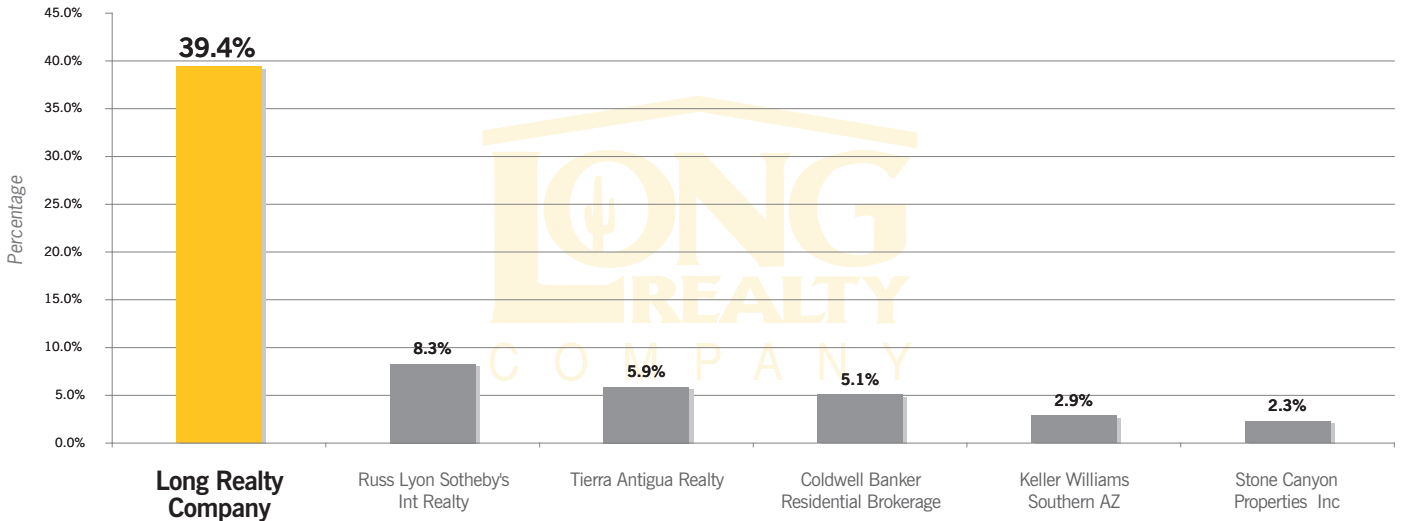Stephen@TeamWoodall.com
http://TeamWoodall.com

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 3/5/2013. Information is believed to be reliable, but not guaranteed.

Lots and Land Market Share

Long Realty Company 39.4%	Russ Lyon Sotheby's Int Realty 8.3%	Tierra Antigua Realty 5.9%
Coldwell Banker Residential Brokerage 5.1%	Keller Williams Southern AZ 2.9%	Stone Canyon Properties Inc 2.3%

Data Obtained 3/5/2013 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 3/1/2012-2/28/2013 rounded to the nearest tenth on one percent and deemed to be correct.

Stephen Woodall
Oro Valley
10445 N. Oracle Rd #121
Oro Valley, Arizona 85737
(520) 818-4504
Stephen@TeamWoodall.com
http://TeamWoodall.com

LONG REALTY
A BERKSHIRE HATHAWAY AFFILIATE

Price Banded Market Report Residential Homes

Price Band	Active Listings	Homes Sold/Closed						Months of Inventory
	Feb-13	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	
$1 - 49,999	348	17	5	15	29	8	8	43.5
$50,000 - 74,999	158	2	5	3	3	5	3	52.7
$75,000 - 99,999	159	3	4	5	1	0	3	53.0
$100,000 - 124,999	98	3	4	2	1	4	2	49.0
$125,000 - 149,999	102	2	2	0	3	1	2	51.0
$150,000 - 174,999	99	1	2	2	1	2	1	99.0
$175,000 - 199,999	107	0	2	2	2	1	1	107.0
$200,000 - 224,999	45	0	1	1	2	2	2	22.5
$225,000 - 249,999	60	1	1	0	2	0	0	n/a
$250,000 - 274,999	43	0	0	0	0	0	0	n/a
$275,000 - 299,999	71	0	1	0	1	1	0	n/a
$300,000 - 349,999	45	0	0	1	1	0	0	n/a
$350,000 - 399,999	49	0	1	0	0	0	1	49.0
$400,000 - 499,999	63	0	0	0	0	1	0	n/a
$500,000 - 599,999	36	1	1	0	0	0	0	n/a
$600,000 - 699,999	30	1	0	0	0	0	0	n/a
$700,000 - 799,999	15	0	0	1	0	0	0	n/a
$800,000 - 899,999	10	0	0	0	0	0	0	n/a
$900,000 - 999,999	6	0	0	0	0	0	0	n/a
$1,000,000 - and over	25	0	0	0	0	0	0	n/a
TOTAL	**1,569**	**31**	**29**	**32**	**46**	**25**	**23**	**68.2**

These statistics are based on information obtained from the TARMLS using Brokermetrics software on 3/5/2013. 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.

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.

LONG REALTY
A BERKSHIRE HATHAWAY AFFILIATE

Stephen Woodall
Oro Valley
10445 N. Oracle Rd #121
Oro Valley, Arizona 85737
(520) 818-4504
Stephen@TeamWoodall.com
http://TeamWoodall.com