# The Land Report

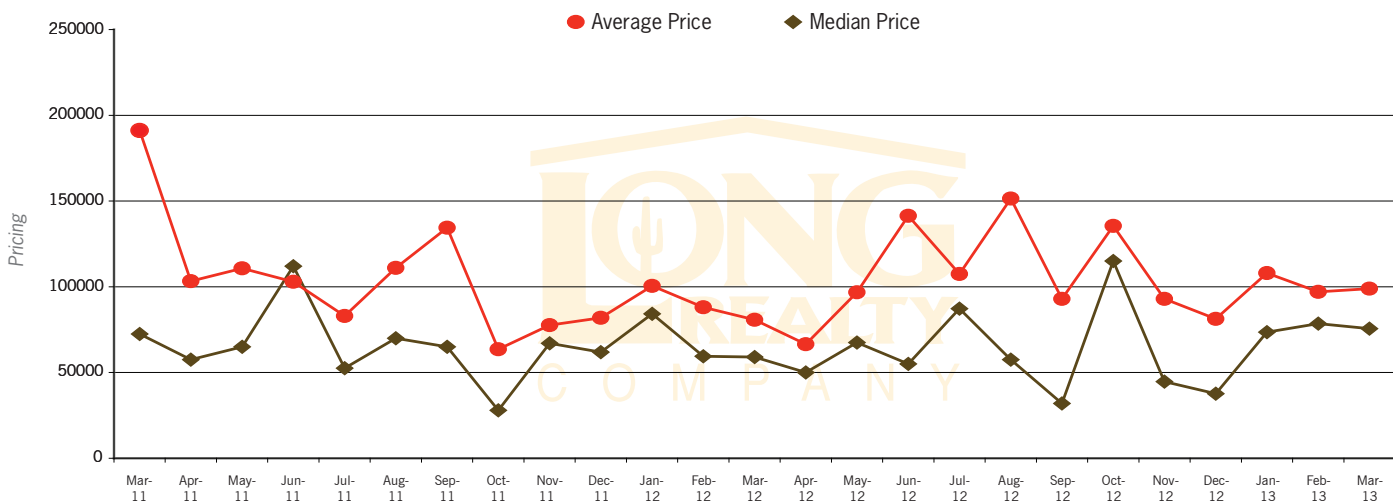Powered by **Long Realty Research Center**

Tucson | April 2013

As of March 2013 active lots and land was 1,568, a 19% decrease from March 2012. There were 49 closings in March 2013, 40% above March 2012. Months of Inventory was 31.2, down from 55.4 in March 2012. Median price of sold lots and land properties was $75,600 for the month of March 2013, up 28% from March 2012. There were 98 new lots and land properties under contract in March 2013, up 42% from March 2012.

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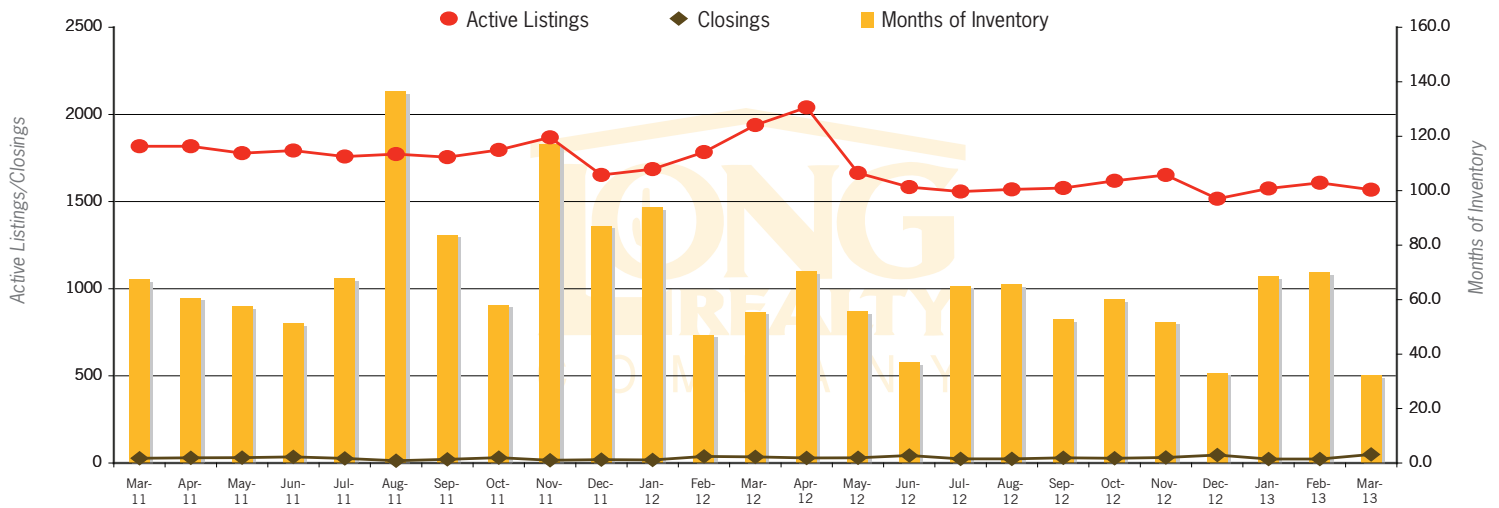
● Active Listings ◆ Closings ▮ Months of Inventory

These statistics are based on information obtained from the TARMLS using Brokermetrics software on 4/3/2013. 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

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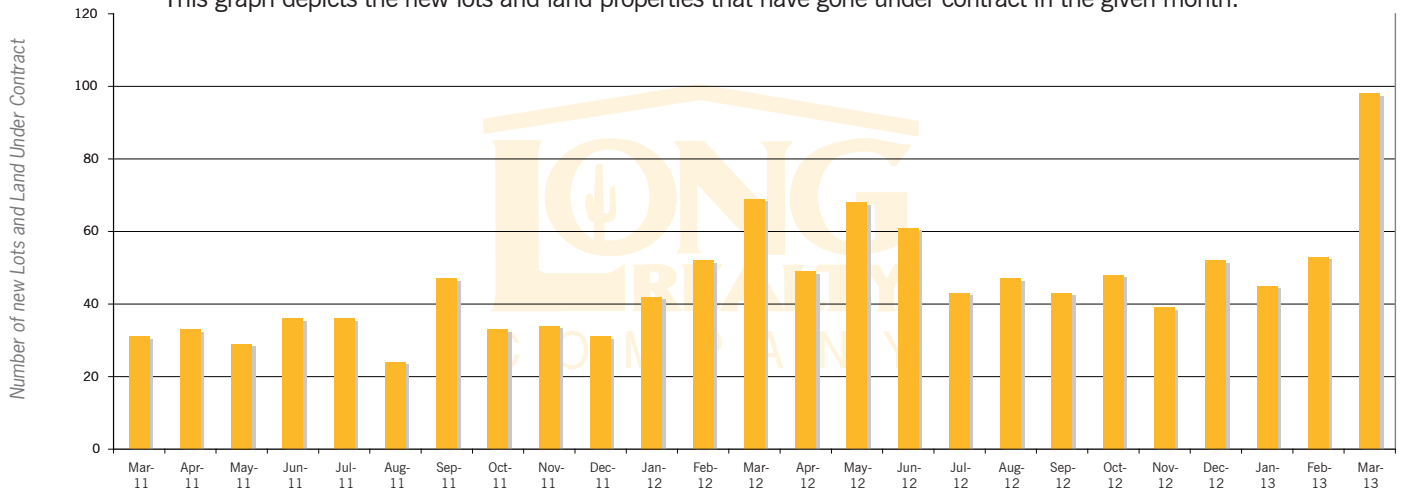(520) 818-4504
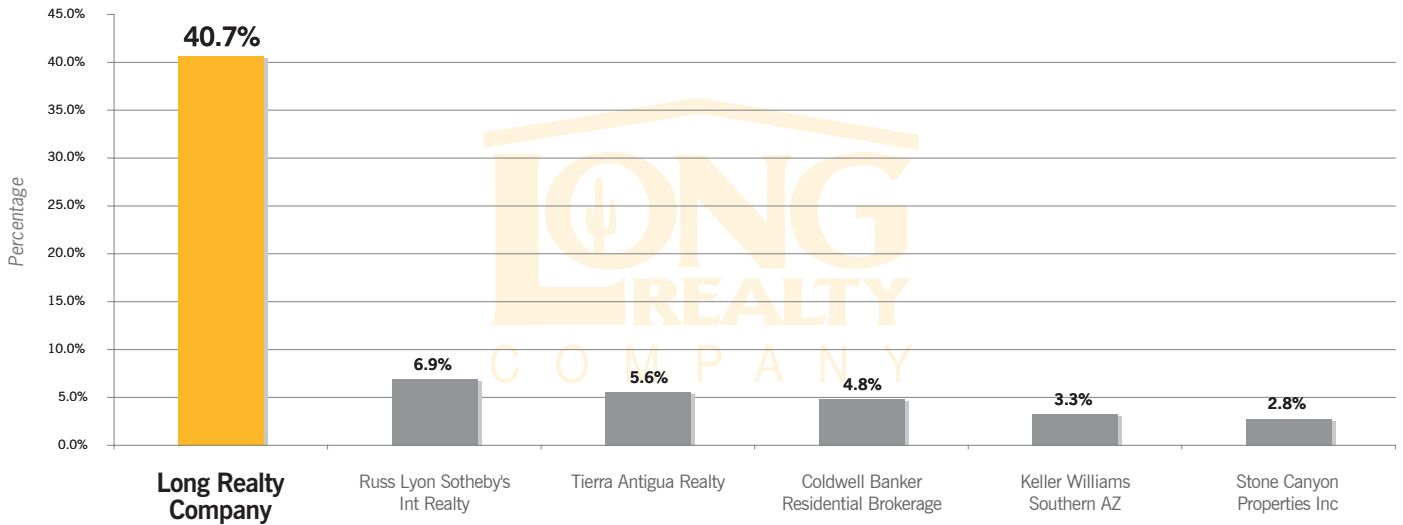Stephen@TeamWoodall.com
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New Lots and Land Properties Under Contract

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

Number of new Lots and Land Under Contract

| Mar-11 | Apr-11 | May-11 | Jun-11 | Jul-11 | Aug-11 | Sep-11 | Oct-11 | Nov-11 | Dec-11 | Jan-12 | Feb-12 | Mar-12 | Apr-12 | May-12 | Jun-12 | Jul-12 | Aug-12 | Sep-12 | Oct-12 | Nov-12 | Dec-12 | Jan-13 | Feb-13 | Mar-13 |

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Lots and Land Market Share

Percentage

Long Realty Company	Russ Lyon Sotheby's Int Realty	Tierra Antigua Realty	Coldwell Banker Residential Brokerage	Keller Williams Southern AZ	Stone Canyon Properties Inc
40.7%	6.9%	5.6%	4.8%	3.3%	2.8%

Data Obtained 4/3/2013 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 4/1/2012-3/31/2013 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
	Mar-13	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	
$1 - 49,999	356	5	15	29	8	9	15	23.7
$50,000 - 74,999	146	5	3	3	5	3	8	18.3
$75,000 - 99,999	147	4	5	1	0	3	4	36.8
$100,000 - 124,999	88	4	2	1	4	2	8	11.0
$125,000 - 149,999	103	2	0	3	1	2	3	34.3
$150,000 - 174,999	86	2	2	1	2	1	3	28.7
$175,000 - 199,999	89	2	2	2	1	1	5	17.8
$200,000 - 224,999	46	1	1	2	2	2	1	46.0
$225,000 - 249,999	57	1	0	2	0	0	0	n/a
$250,000 - 274,999	48	0	0	0	0	0	0	n/a
$275,000 - 299,999	63	1	0	1	1	0	1	63.0
$300,000 - 349,999	50	0	1	1	0	0	0	n/a
$350,000 - 399,999	50	1	0	0	0	1	0	n/a
$400,000 - 499,999	66	0	0	0	1	0	0	n/a
$500,000 - 599,999	38	1	0	0	0	0	1	38.0
$600,000 - 699,999	34	0	0	0	0	0	0	n/a
$700,000 - 799,999	17	0	1	0	0	0	0	n/a
$800,000 - 899,999	11	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	26	0	0	0	0	0	0	n/a
TOTAL	**1,527**	**29**	**32**	**46**	**25**	**24**	**49**	**31.2**

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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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