

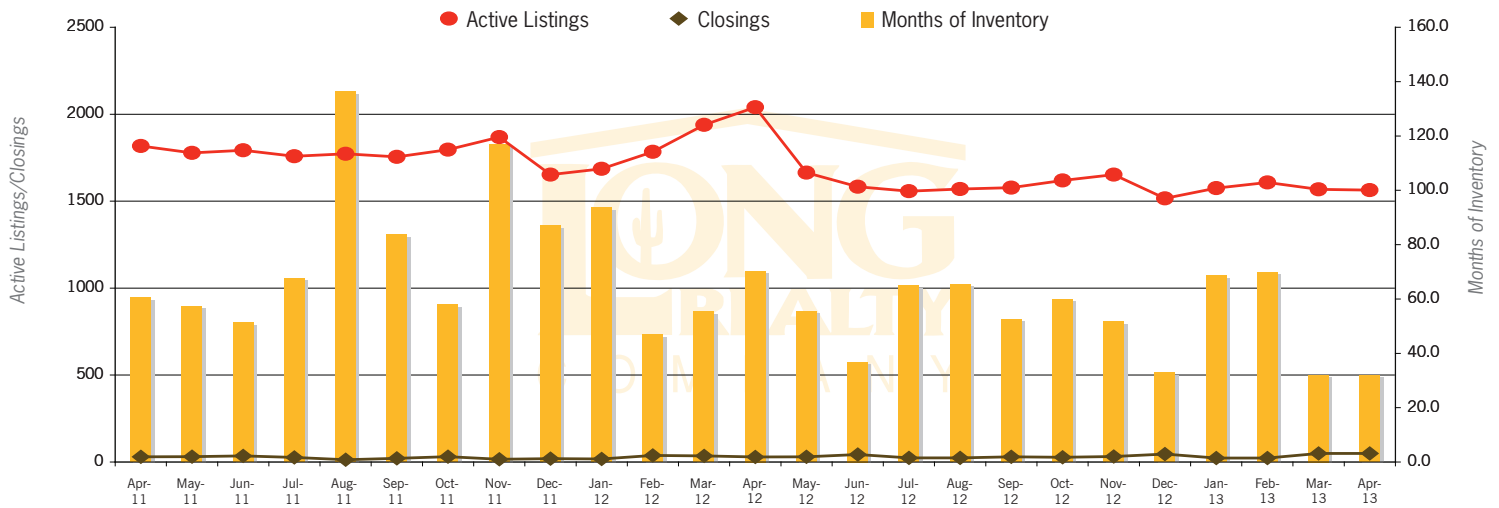
# The Land Report

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Tucson | May 2013

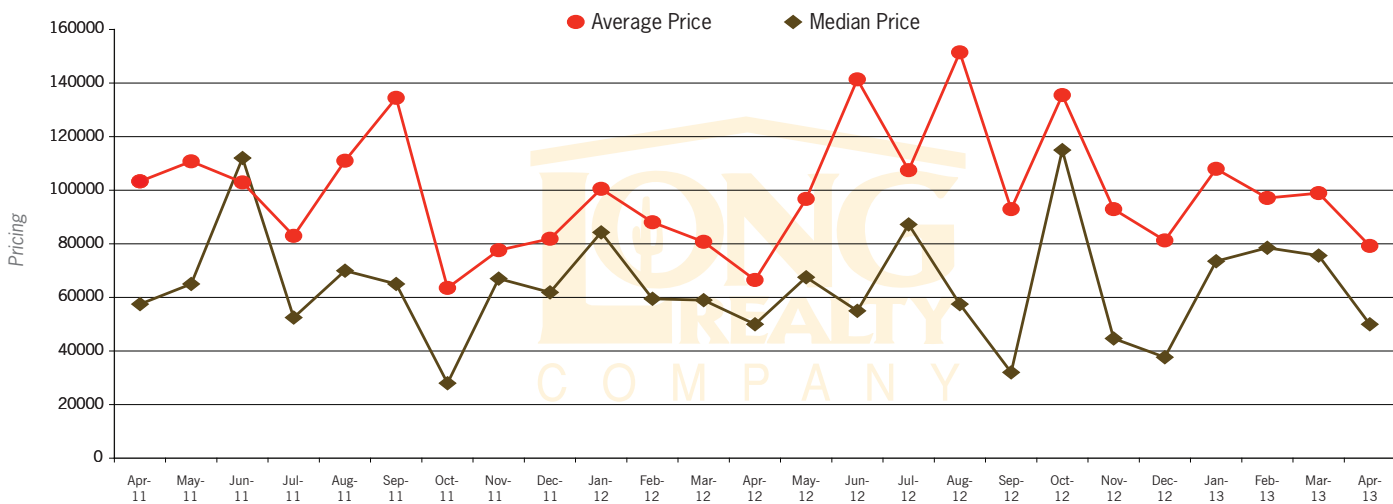
As of April 2013 active lots and land was 1,564, a 23% decrease from April 2012. There were 49 closings in April 2013, 69% above April 2012. Months of Inventory was 31.1, down from 70.3 in April 2012. Median price of sold lots and land properties was \$50,000 for the month of April 2013, virtually unchanged from April 2012. There were 85 new lots and land properties under contract in April 2013, up 73% from April 2012.

## Months of Inventory, Active Listings and Closings



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



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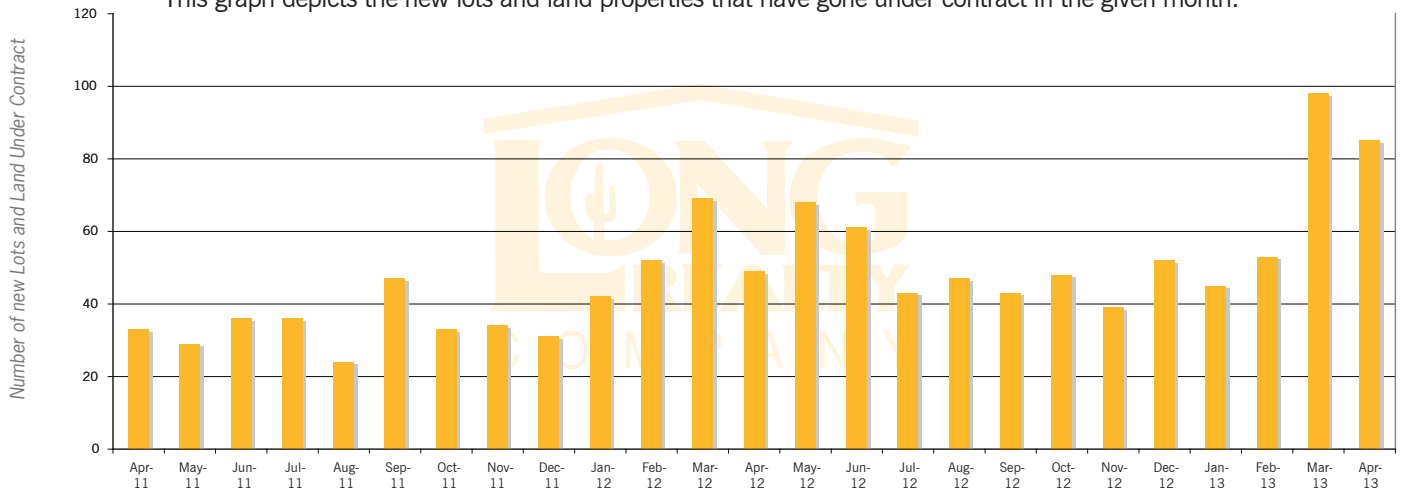
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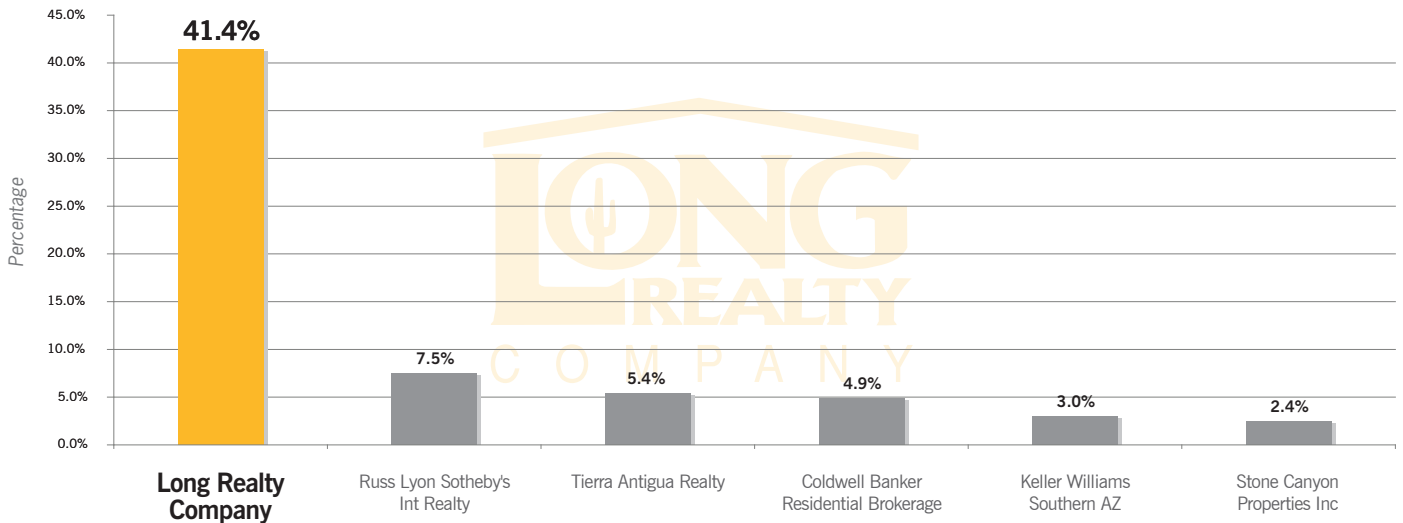
## New Lots and Land Properties Under Contract

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

## Lots and Land Market Share



Data Obtained 5/3/2013 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 5/1/2012-4/30/2013 rounded to the nearest tenth on one percent and deemed to be correct.



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## Price Banded Market Report Lots and Land

Price Band	Active Listings	Homes Sold/Closed						Months of Inventory
	Apr-13	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	
\$1 - 49,999	369	15	29	8	9	16	21	17.6
\$50,000 - 74,999	158	3	3	5	3	8	6	26.3
\$75,000 - 99,999	165	5	1	0	3	4	6	27.5
\$100,000 - 124,999	81	2	1	4	2	8	6	13.5
\$125,000 - 149,999	100	0	3	1	2	4	5	20.0
\$150,000 - 174,999	74	2	1	2	1	3	0	n/a
\$175,000 - 199,999	89	2	2	1	1	5	1	89.0
\$200,000 - 224,999	41	1	2	2	2	1	2	20.5
\$225,000 - 249,999	51	0	2	0	0	0	0	n/a
\$250,000 - 274,999	48	0	0	0	0	0	0	n/a
\$275,000 - 299,999	62	0	1	1	0	1	0	n/a
\$300,000 - 349,999	47	1	1	0	0	0	2	23.5
\$350,000 - 399,999	45	0	0	0	1	0	0	n/a
\$400,000 - 499,999	64	0	0	1	0	0	0	n/a
\$500,000 - 599,999	35	0	0	0	0	1	0	n/a
\$600,000 - 699,999	32	0	0	0	0	0	0	n/a
\$700,000 - 799,999	18	1	0	0	0	0	0	n/a
\$800,000 - 899,999	9	0	0	0	0	0	0	n/a
\$900,000 - 999,999	5	0	0	0	0	0	0	n/a
\$1,000,000 - and over	30	0	0	0	0	0	0	n/a
<b>TOTAL</b>	<b>1,523</b>	<b>32</b>	<b>46</b>	<b>25</b>	<b>24</b>	<b>51</b>	<b>49</b>	<b>31.1</b>

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

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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