

The Land Report

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Tucson | June 2013

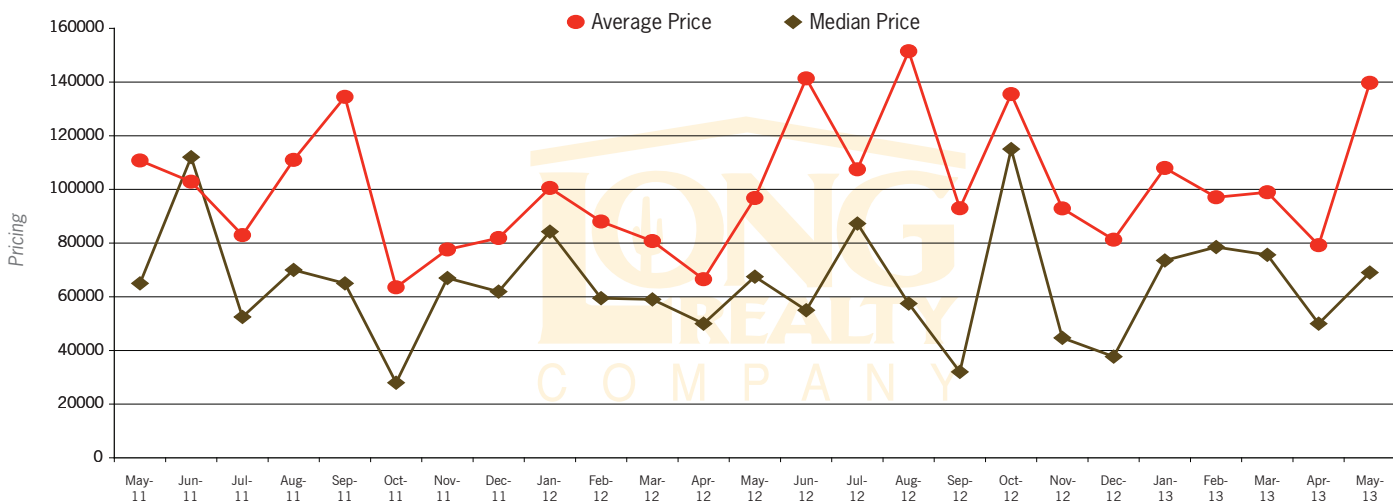
As of May 2013 active lots and land was 1,562, a 6% decrease from May 2012. There were 43 closings in May 2013, 43% above May 2012. Months of Inventory was 37.1, down from 55.5 in May 2012. Median price of sold lots and land properties was \$69,000 for the month of May 2013, up 2% from May 2012. There were 82 new lots and land properties under contract in May 2013, up 21% from May 2012.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 6/5/2013. 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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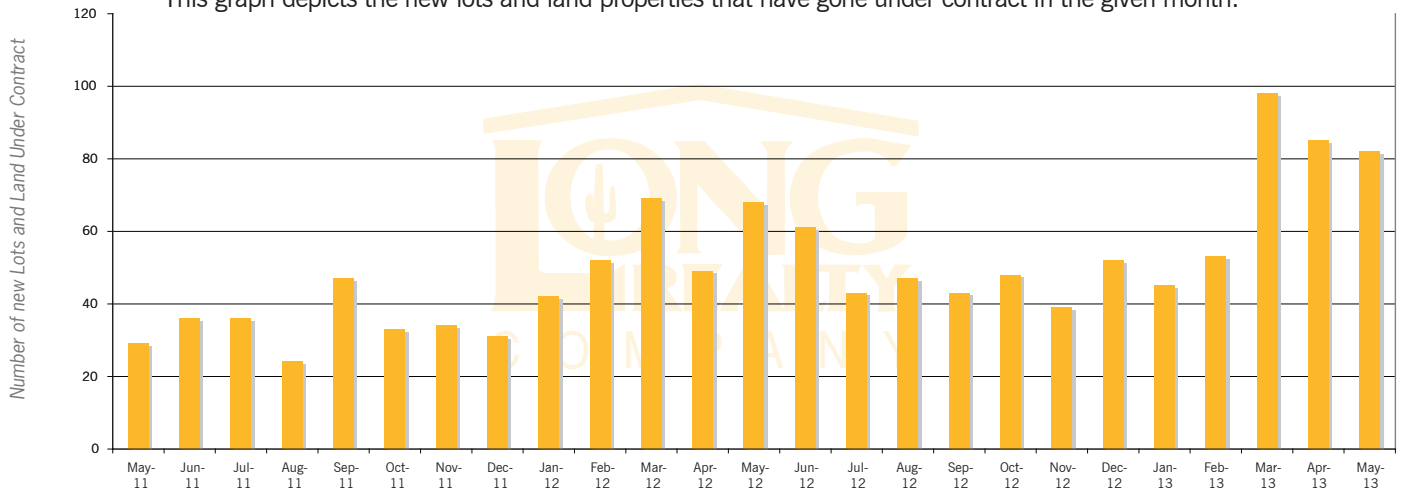
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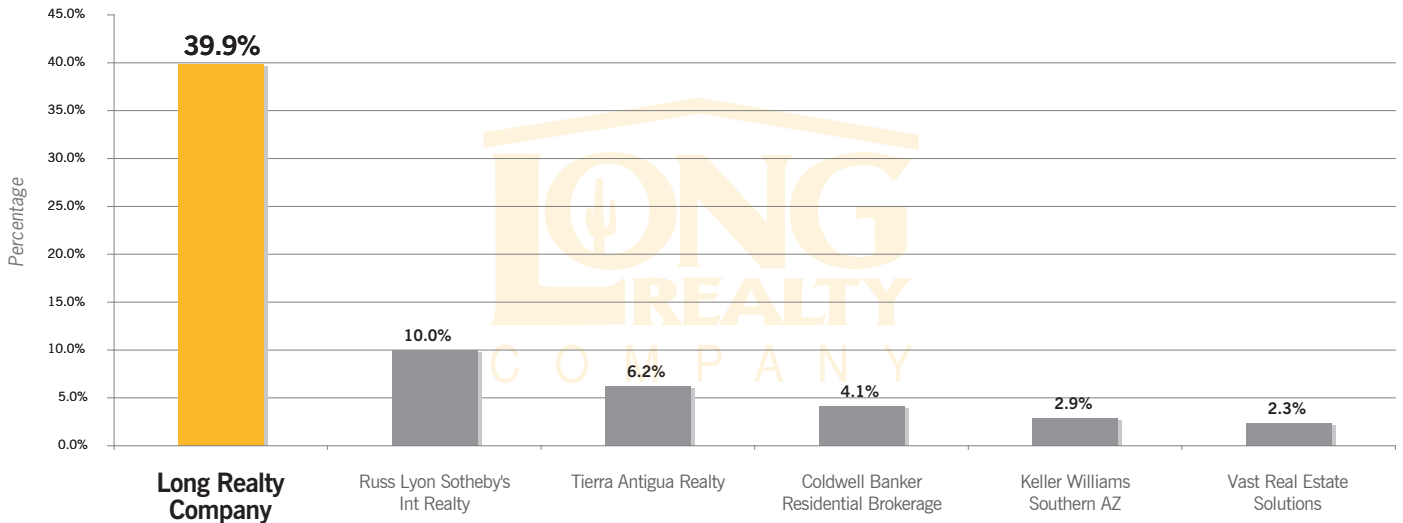
New Lots and Land Properties Under Contract

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 6/5/2013 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 6/1/2012-5/31/2013 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
	May-13	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	
\$1 - 49,999	386	29	8	9	16	22	15	25.7
\$50,000 - 74,999	159	3	5	3	8	6	6	26.5
\$75,000 - 99,999	159	1	0	3	4	6	4	39.8
\$100,000 - 124,999	84	1	4	2	8	6	1	84.0
\$125,000 - 149,999	96	3	1	2	4	5	2	48.0
\$150,000 - 174,999	75	1	2	1	3	0	0	n/a
\$175,000 - 199,999	83	2	1	1	5	1	1	83.0
\$200,000 - 224,999	39	2	2	2	1	2	2	19.5
\$225,000 - 249,999	56	2	0	0	0	0	1	56.0
\$250,000 - 274,999	47	0	0	0	0	0	1	47.0
\$275,000 - 299,999	58	1	1	0	1	0	2	29.0
\$300,000 - 349,999	47	1	0	0	0	2	3	15.7
\$350,000 - 399,999	49	0	0	1	0	0	1	49.0
\$400,000 - 499,999	59	0	1	0	0	0	0	n/a
\$500,000 - 599,999	34	0	0	0	1	0	0	n/a
\$600,000 - 699,999	33	0	0	0	0	0	1	33.0
\$700,000 - 799,999	17	0	0	0	0	0	0	n/a
\$800,000 - 899,999	8	0	0	0	0	0	1	8.0
\$900,000 - 999,999	5	0	0	0	0	0	0	n/a
\$1,000,000 - and over	28	0	0	0	0	0	0	n/a
TOTAL	1,522	46	25	24	51	50	41	37.1

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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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