

The Land Report

Powered by Long Realty Research Center

Tucson | July 2013

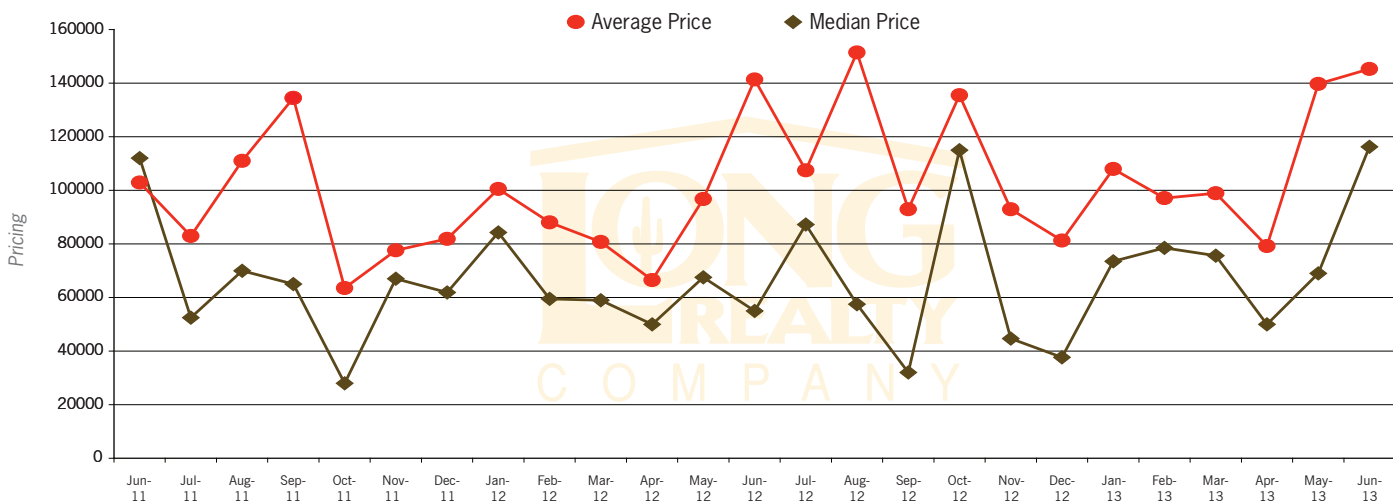
As of June 2013 active lots and land was 1,537, a 3% decrease from June 2012. There were 40 closings in June 2013, 7% below June 2012. Months of Inventory was 38.3, up from 36.8 in June 2012. Median price of sold lots and land properties was \$116,250 for the month of June 2013, up 111% from June 2012. There were 65 new lots and land properties under contract in June 2013, up 7% from June 2012.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 7/3/2013. 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)



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 7/3/2013. Information is believed to be reliable, but not guaranteed.



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



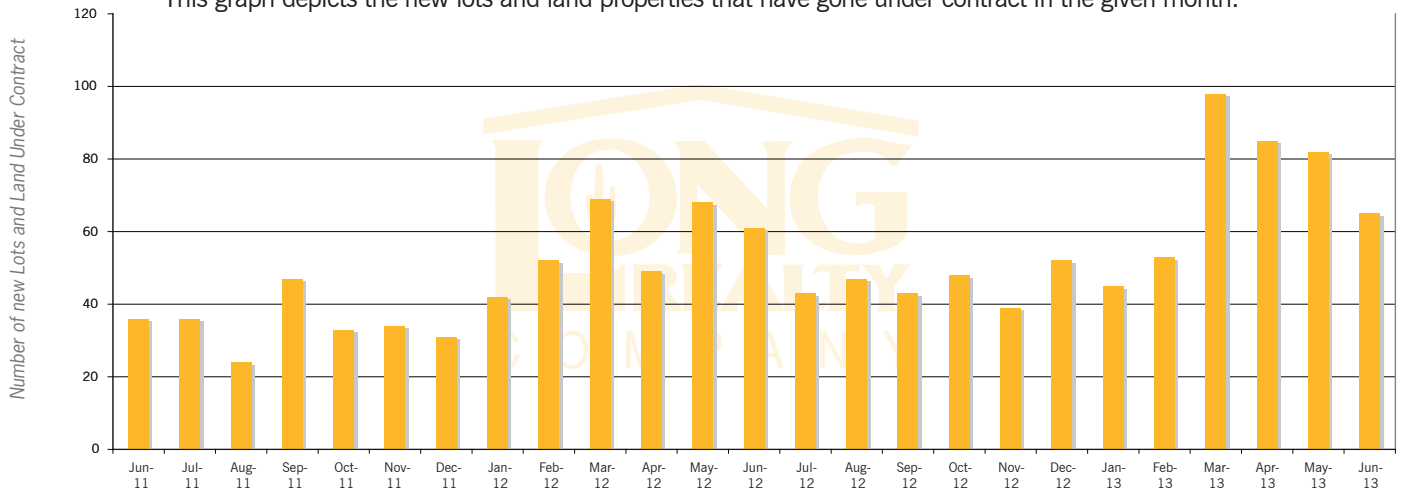
The Land Report

Powered by Long Realty Research Center

Tucson | July 2013

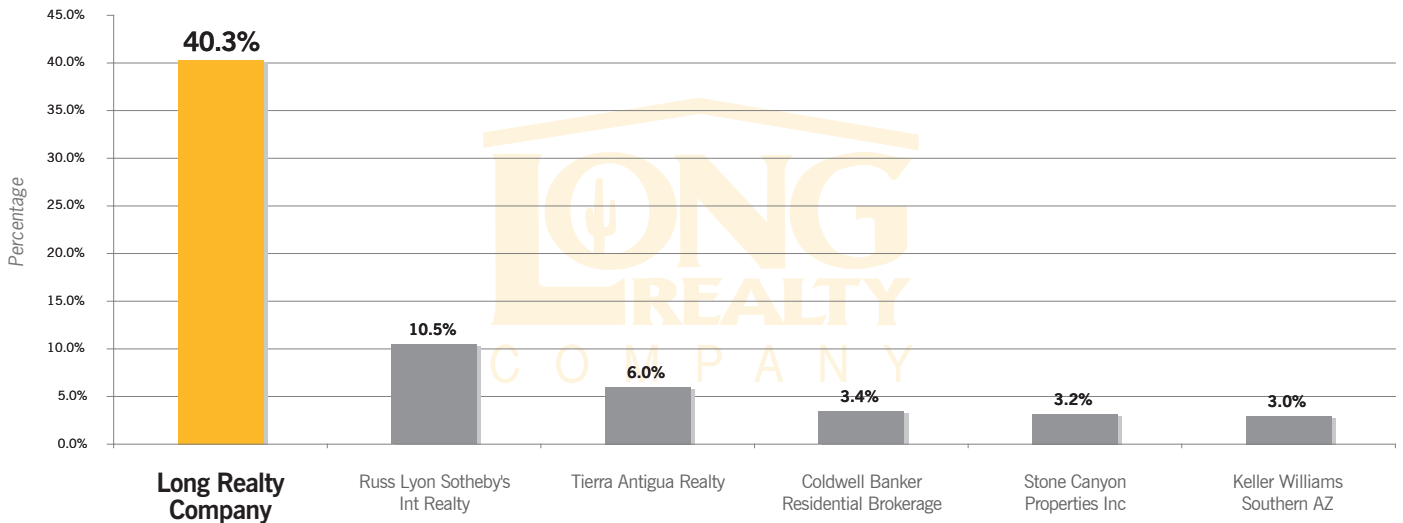
New Lots and Land Properties Under Contract

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 7/3/2013. Information is believed to be reliable, but not guaranteed.

Lots and Land Market Share



Data Obtained 7/3/2013 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 7/1/2012-6/30/2013 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



The Land Report

Powered by Long Realty Research Center

Tucson | July 2013

Price Banded Market Report Lots and Land

Price Band	Active Listings	Homes Sold/Closed						Months of Inventory
	Jun-13	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	
\$1 - 49,999	376	8	9	16	23	16	11	34.2
\$50,000 - 74,999	149	5	3	8	6	8	5	29.8
\$75,000 - 99,999	143	0	3	4	6	7	1	143.0
\$100,000 - 124,999	84	4	2	8	6	1	4	21.0
\$125,000 - 149,999	97	1	2	4	5	2	4	24.3
\$150,000 - 174,999	73	2	1	3	0	0	3	24.3
\$175,000 - 199,999	82	1	1	5	1	2	4	20.5
\$200,000 - 224,999	39	2	2	1	2	2	1	39.0
\$225,000 - 249,999	58	0	0	0	0	1	1	58.0
\$250,000 - 274,999	52	0	0	0	0	1	1	52.0
\$275,000 - 299,999	65	1	0	1	1	2	0	n/a
\$300,000 - 349,999	44	0	0	0	2	3	1	44.0
\$350,000 - 399,999	47	0	1	0	0	1	0	n/a
\$400,000 - 499,999	60	1	0	0	0	0	1	60.0
\$500,000 - 599,999	34	0	0	1	0	0	1	34.0
\$600,000 - 699,999	33	0	0	0	0	1	0	n/a
\$700,000 - 799,999	19	0	0	0	0	0	0	n/a
\$800,000 - 899,999	9	0	0	0	0	1	1	9.0
\$900,000 - 999,999	5	0	0	0	0	0	0	n/a
\$1,000,000 - and over	26	0	0	0	0	0	0	n/a
TOTAL	1,495	25	24	51	52	48	39	38.3

These statistics are based on information obtained from the TARMLS using Brokermetrics software on 7/3/2013. 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.



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

