

The Land Report

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Tucson | August 2013

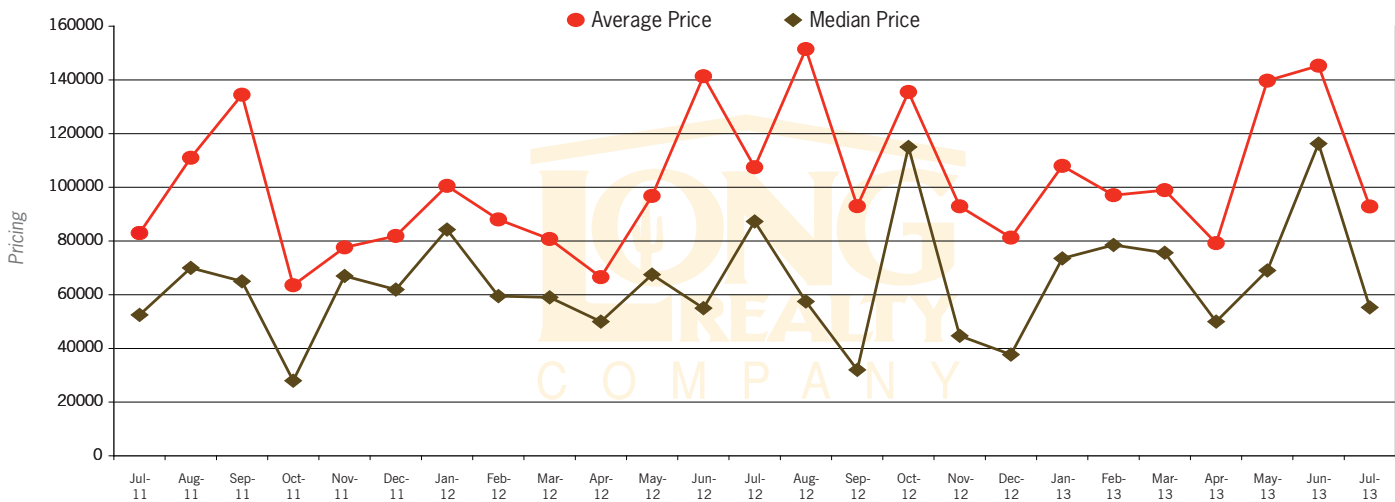
As of July 2013 active lots and land was 1,576, a 1% increase from July 2012. There were 27 closings in July 2013, 13% above July 2012. Months of Inventory was 56.7, down from 64.9 in July 2012. Median price of sold lots and land properties was \$55,265 for the month of July 2013, down 37% from July 2012. There were 40 new lots and land properties under contract in July 2013, down 7% from July 2012.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 8/5/2013. 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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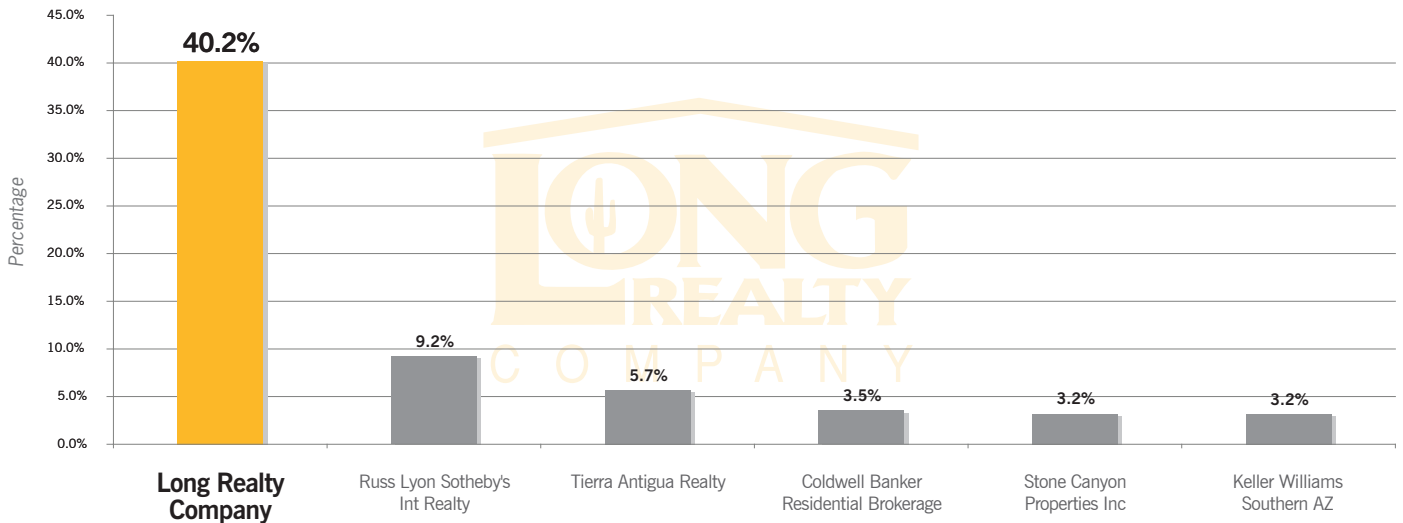
New Lots and Land Properties Under Contract

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 8/5/2013 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 8/1/2012-7/31/2013 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
	Jul-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	
\$1 - 49,999	396	9	16	23	16	12	12	33.0
\$50,000 - 74,999	151	3	8	6	8	6	4	37.8
\$75,000 - 99,999	149	3	4	6	8	1	3	49.7
\$100,000 - 124,999	80	2	8	6	1	4	3	26.7
\$125,000 - 149,999	104	2	4	5	2	4	0	n/a
\$150,000 - 174,999	67	1	3	0	0	3	1	67.0
\$175,000 - 199,999	92	1	5	1	2	4	1	92.0
\$200,000 - 224,999	35	2	1	2	2	1	1	35.0
\$225,000 - 249,999	62	0	0	0	1	1	0	n/a
\$250,000 - 274,999	53	0	0	0	1	2	0	n/a
\$275,000 - 299,999	63	0	1	1	2	0	0	n/a
\$300,000 - 349,999	46	0	0	2	3	1	0	n/a
\$350,000 - 399,999	46	1	0	0	1	1	0	n/a
\$400,000 - 499,999	61	0	0	0	0	1	2	30.5
\$500,000 - 599,999	34	0	1	0	0	1	0	n/a
\$600,000 - 699,999	34	0	0	0	1	0	0	n/a
\$700,000 - 799,999	19	0	0	0	0	0	0	n/a
\$800,000 - 899,999	8	0	0	0	1	1	0	n/a
\$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	1,531	24	51	52	49	43	27	56.7

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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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