

# The Land Report

Powered by Long Realty Research Center

Tucson | September 2013

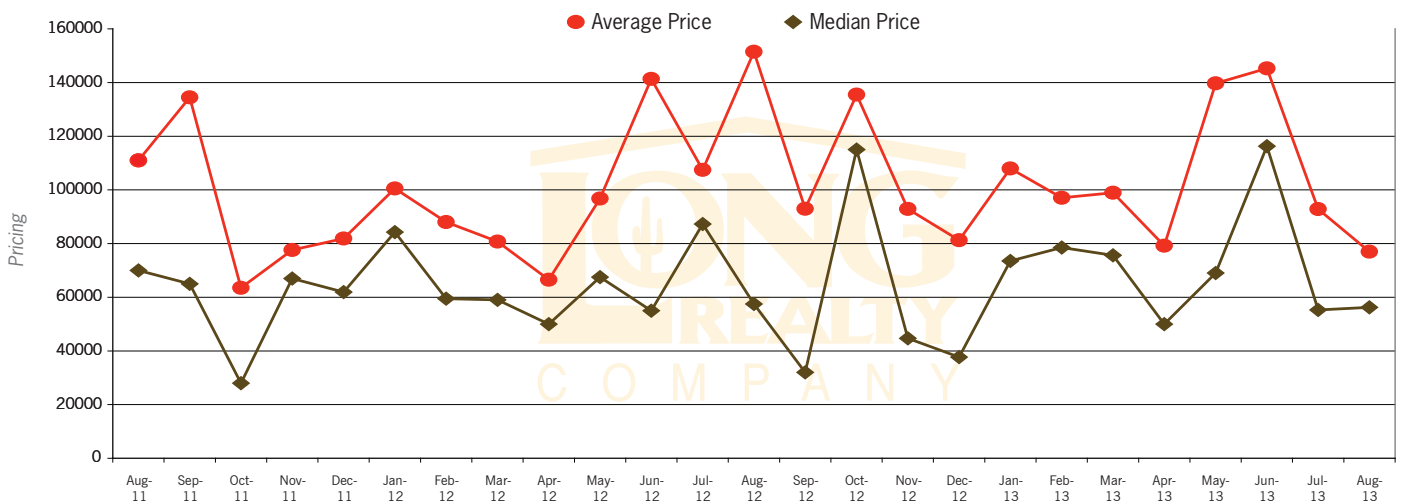
As of August 2013 active lots and land was 1,558, a 1% decrease from August 2012. There were 32 closings in August 2013, 33% above August 2012. Months of Inventory was 47.2, down from 65.4 in August 2012. Median price of sold lots and land properties was \$56,250 for the month of August 2013, down 2% from August 2012. There were 64 new lots and land properties under contract in August 2013, up 36% from August 2012.

## Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 9/5/2013. 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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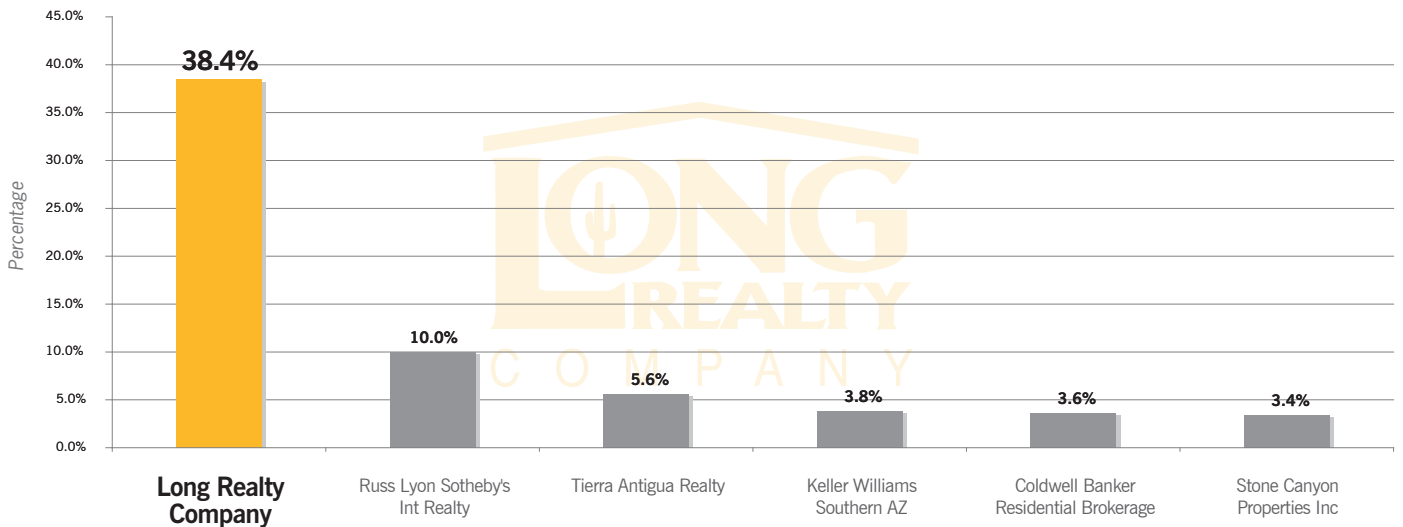
## New Lots and Land Properties Under Contract

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 9/5/2013 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 9/1/2012-8/31/2013 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
	Aug-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	
\$1 - 49,999	388	16	23	16	14	12	13	29.8
\$50,000 - 74,999	145	8	6	8	6	4	6	24.2
\$75,000 - 99,999	153	4	6	8	1	3	6	25.5
\$100,000 - 124,999	73	8	6	1	4	3	1	73.0
\$125,000 - 149,999	99	4	5	2	4	0	1	99.0
\$150,000 - 174,999	71	3	0	0	3	1	2	35.5
\$175,000 - 199,999	86	5	1	2	4	1	0	n/a
\$200,000 - 224,999	35	1	2	2	2	1	1	35.0
\$225,000 - 249,999	60	0	0	1	1	0	1	60.0
\$250,000 - 274,999	56	0	1	1	2	0	0	n/a
\$275,000 - 299,999	58	1	1	2	0	0	0	n/a
\$300,000 - 349,999	51	0	2	3	1	0	1	51.0
\$350,000 - 399,999	48	0	0	1	1	0	0	n/a
\$400,000 - 499,999	65	0	0	0	1	2	0	n/a
\$500,000 - 599,999	30	1	0	0	1	0	0	n/a
\$600,000 - 699,999	30	0	0	1	0	0	0	n/a
\$700,000 - 799,999	19	0	0	0	0	0	0	n/a
\$800,000 - 899,999	10	0	0	1	1	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
<b>TOTAL</b>	<b>1,509</b>	<b>51</b>	<b>53</b>	<b>49</b>	<b>46</b>	<b>27</b>	<b>32</b>	<b>47.2</b>

*These statistics are based on information obtained from the TARMLS using Brokermetrics software on 9/5/2013. 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.*

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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