



The Land Report



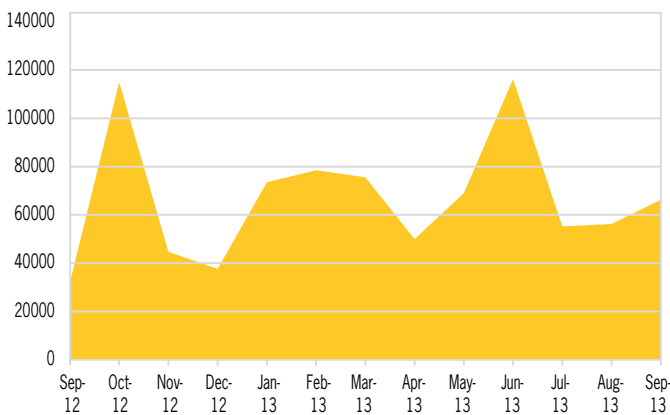
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Tucson | October 2013

In the Tucson Land area, September 2013 active inventory was 1452, an 8.0% decrease from September 2012. There were 22 closings in September 2013, a 42.1% decrease from September 2012. Months of Inventory was 66.0 up from 54.4 in September 2012. Median price of sold land was \$66,250 for the month of September 2013, up 107.0% from September 2012. The Tucson Land area had 58 new properties under contract in September 2013, up 34.9% from September 2012.

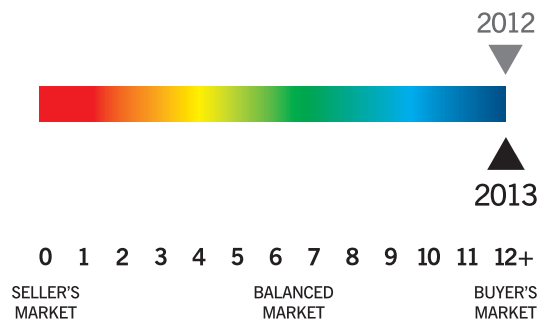
TUCSON LAND PRICING TREND

Median Price



TUCSON LAND MARKET CONDITIONS

Months of inventory is an important indicator of the overall health of the housing market. The balance of supply and demand is reflected by taking into account current inventory levels and the rate of sales.



TUCSON LAND CLOSED SALES

This chart reflects the number of closed property sales year to date as compared to same time period last year.

2012

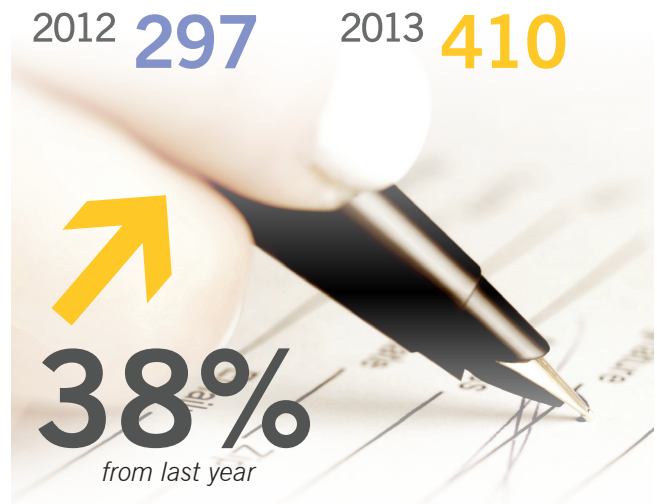


2013



TUCSON LAND UNDER CONTRACT

The number of properties under contract is a leading indicator of future closed sales. This graphic compares year to date properties under contract to the same time period last year.



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software on 10/03/2013. Information is believed to be reliable, but not guaranteed.



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TUCSON LAND MARKET CONDITIONS BY PRICE BAND

	Active Listings	Sept 2012 Closed Sales	Last 3 Months Closed Sale			Current Months of Inventory	3 Mo. Trend Months of Inventory	Market Conditions
			Jul-13	Aug-13	Sep-13			
\$1 - 49,999	398	15	10	14	10	39.8	34.6	Buyer
\$50,000 - 74,999	156	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	11	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	79	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	108	2	0	1	0	n/a	303.0	Buyer
\$150,000 - 174,999	80	1	1	2	5	16.0	26.8	Buyer
\$175,000 - 199,999	98	0	1	0	0	n/a	263.0	Buyer
\$200,000 - 224,999	39	0	1	1	4	9.8	18.2	Buyer
\$225,000 - 249,999	70	1	0	1	1	70.0	94.5	Buyer
\$250,000 - 274,999	56	5	0	0	0	n/a	n/a	n/a
\$275,000 - 299,999	59	6	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	52	8	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	55	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	59	0	0	0	2	29.5	92.0	Buyer
\$500,000 - 599,999	33	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	28	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	19	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	10	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	7	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	35	0	0	0	0	n/a	n/a	n/a
TOTAL	1452	38	13	19	22	66.0	84.5	Buyer



Statistics based on information obtained from TARMLS and using Brokermetrics software on 10/03/2013.

3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2013 – 9/30/2013. Information is believed to be reliable, but not guaranteed.



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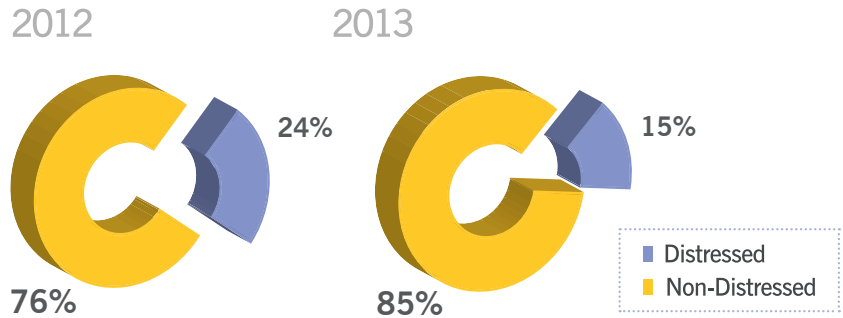


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TUCSON LAND DISTRESSED VS NON-DISTRESSED SALES

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



TUCSON LAND MARKET PERFORMANCE

Long Realty is outpacing the market in both sold units and total dollars sold in real estate.

\$Volume - %Change



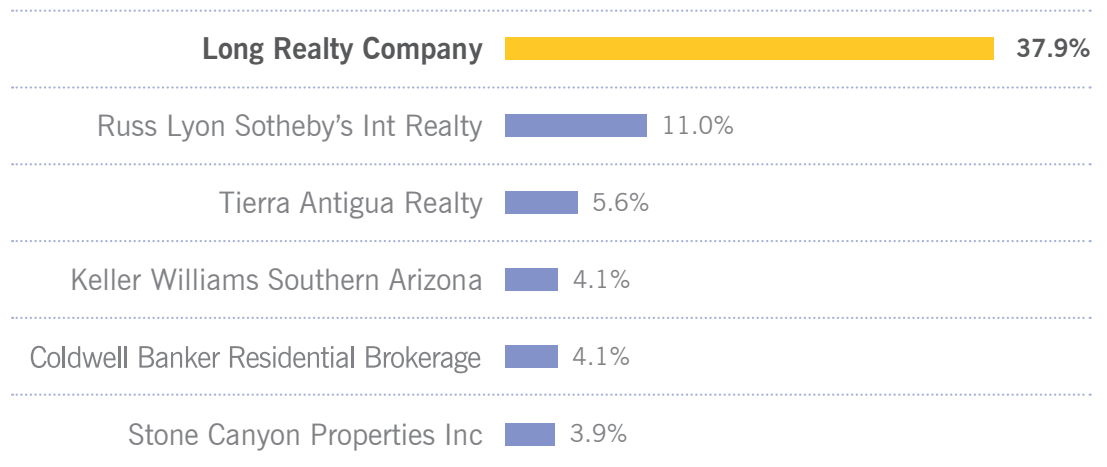
Units - %Change



TUCSON LAND MARKET SHARE

Long Realty leads the market in successful real estate sales.

Data Obtained 10/03/13 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 10/01/2012 - 09/30/2013 rounded to the nearest tenth on one percent and deemed to be correct.



The Tucson Land Report is comprised of data for Lots & Land properties in TARMLS for the Tucson Metro area. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.

Distressed sales and market performance data is based on information obtained from the TARMLS on 10/03/2013. Information is believed to be reliable, but not guaranteed.