



# The Land Report



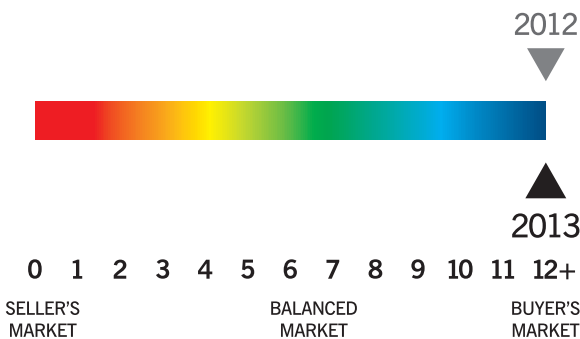
Stephen Woodall | (520) 818-4504  
 Stephen@TeamWoodall.com | TeamWoodall.com

Tucson | November 2013

In the Tucson area, October 2013 land & lots active inventory was 1,476, an 8.8% decrease from October 2012. There were 29 closings in October 2013, a 12.1% decrease from October 2012. Months of Inventory was 50.9 down from 60.0 in October 2012. Median price of sold land & lots was \$64,450 for the month of October 2013, down 44% from October 2012. The Tucson area had 75 new land & lots under contract in October 2013, up 56.3% from October 2012.

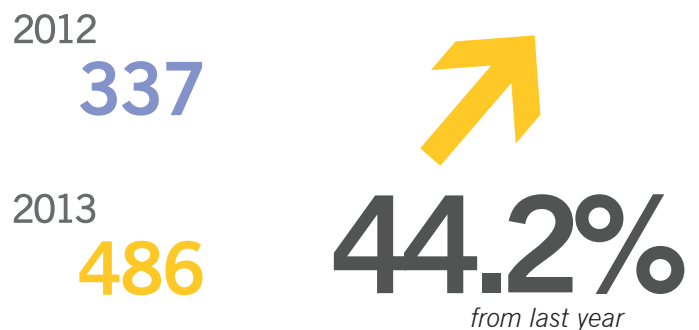
## TUCSON LAND MARKET CONDITIONS

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 home sales.



## 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.



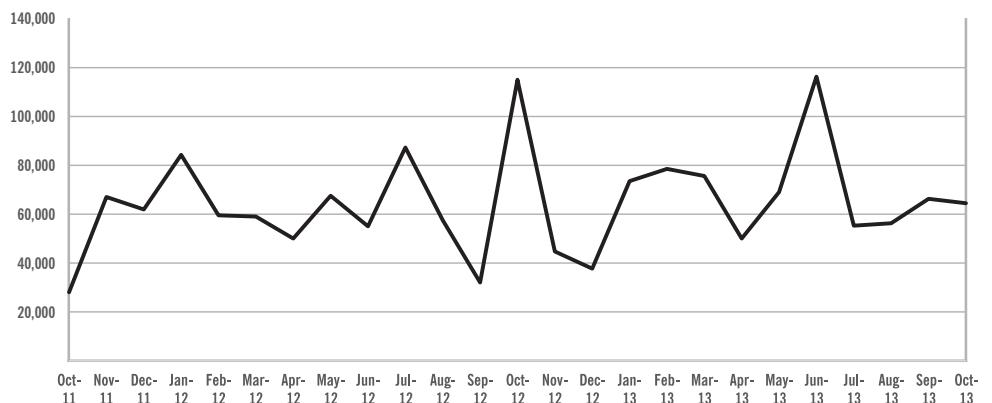
## TUCSON LAND CLOSED SALES

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



## TUCSON LAND PRICING TREND

This graph represents the median sold home prices over the past two years.



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software on 11/05/2013. Information is believed to be reliable, but not guaranteed.



# The Land Report



Stephen Woodall | (520) 818-4504  
 Stephen@TeamWoodall.com | TeamWoodall.com

Tucson | November 2013

## TUCSON LAND MARKET CONDITIONS BY PRICE BAND

	Active Listings	Oct 2012 Closed Sales	Last 3 Months Closed Sale			Current Months of Inventory	3 Mo. Trend Months of Inventory	Market Conditions
			Aug-13	Sep-13	Oct-13			
\$1 - 49,999	414	5	16	11	20	20.7	25.3	Buyer
\$50,000 - 74,999	158	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	8	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	104	2	1	0	3	34.7	75.0	Buyer
\$150,000 - 174,999	79	2	2	5	0	n/a	31.9	Buyer
\$175,000 - 199,999	103	2	0	0	2	51.5	134.0	Buyer
\$200,000 - 224,999	42	1	1	4	1	42.0	19.5	Buyer
\$225,000 - 249,999	73	1	1	1	1	73.0	66.3	Buyer
\$250,000 - 274,999	56	5	0	0	0	n/a	n/a	n/a
\$275,000 - 299,999	67	6	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	48	9	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	61	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	62	0	0	0	2	31.0	91.5	Buyer
\$500,000 - 599,999	31	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	9	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	6	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	29	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>1,476</b>	<b>33</b>	<b>21</b>	<b>21</b>	<b>29</b>	<b>50.9</b>	<b>65.1</b>	<b>Buyer</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 11/05/2013.

3 month trend in months of inventory is the average of closed sales and active listing data from 08/01/2013 – 10/31/2013. Information is believed to be reliable, but not guaranteed.



# The Land Report

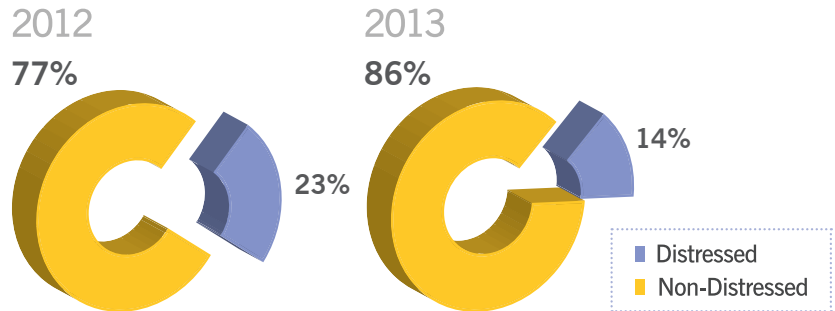


Stephen Woodall | (520) 818-4504  
 Stephen@TeamWoodall.com | TeamWoodall.com

Tucson | November 2013

## 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 the 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



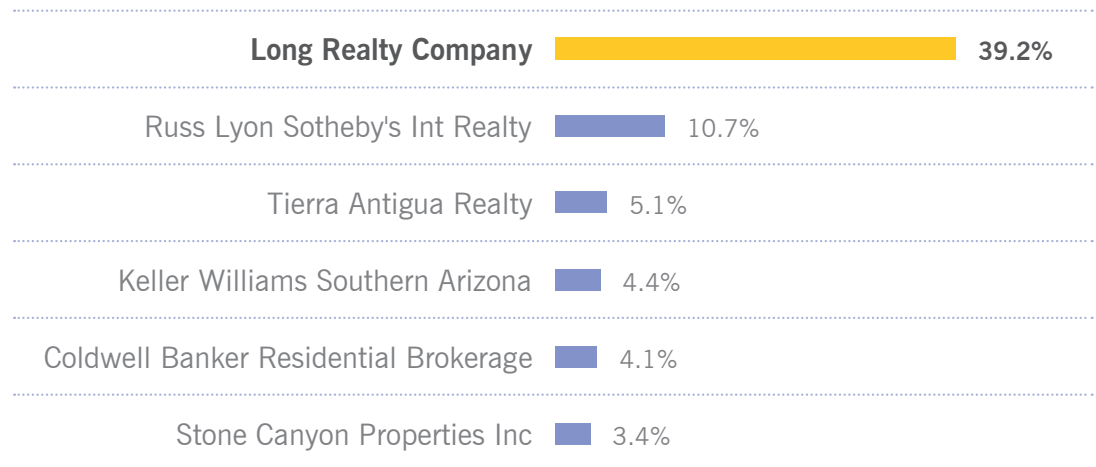
### Units - %Change



## TUCSON LAND MARKET SHARE

Long Realty leads the market in successful real estate sales.

Data Obtained 11/05/13 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 11/01/2012 – 10/31/2013 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.