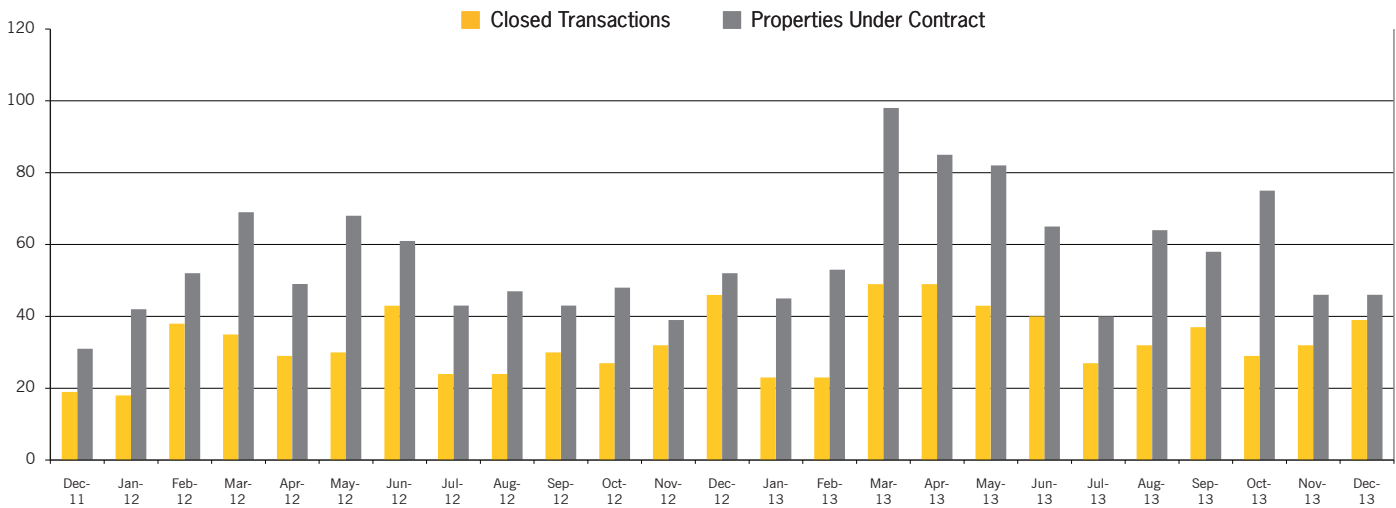




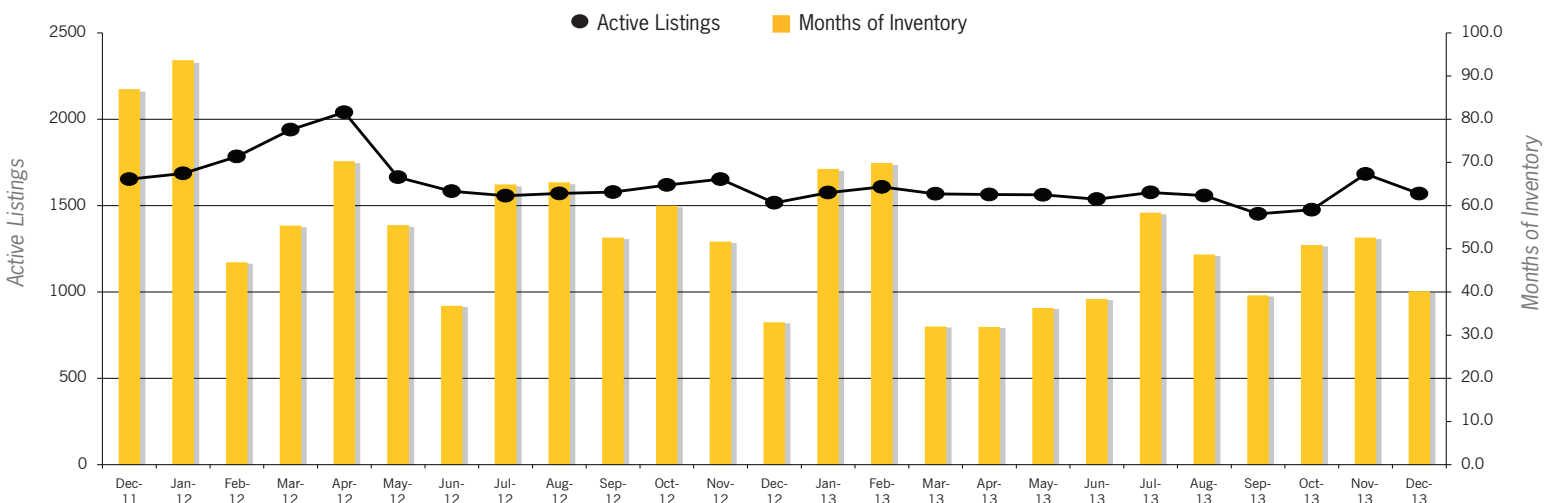
Tucson | January 2014

In the Tucson area, December 2013 land & lots active inventory was 1,569, a 3% increase from December 2012. There were 39 closings in December 2013, a 15% decrease from December 2012. Months of Inventory was 39.5, up from 33.0 in December 2012. Median price of sold land & lots was \$59,000 for the month of December 2013, up 57% from December 2012. The Tucson area had 46 new land & lots under contract in December 2013, down 12% from December 2012.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LAND



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND



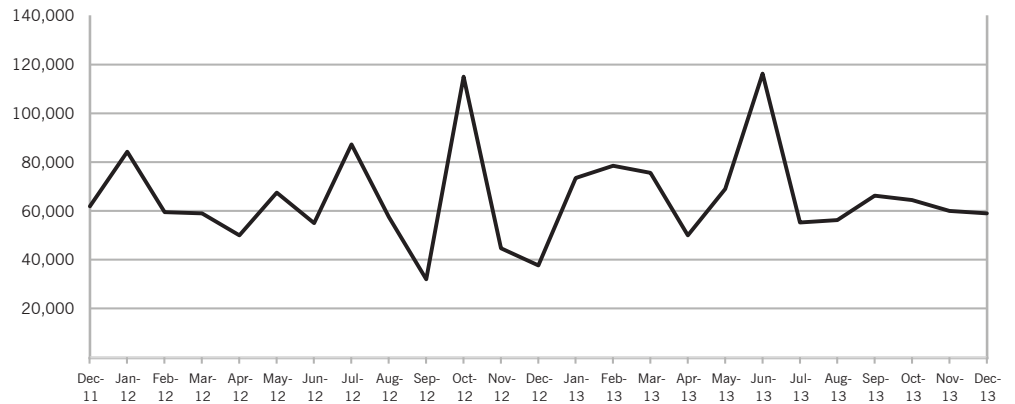
Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 01/06/2014 is believed to be reliable, but not guaranteed.



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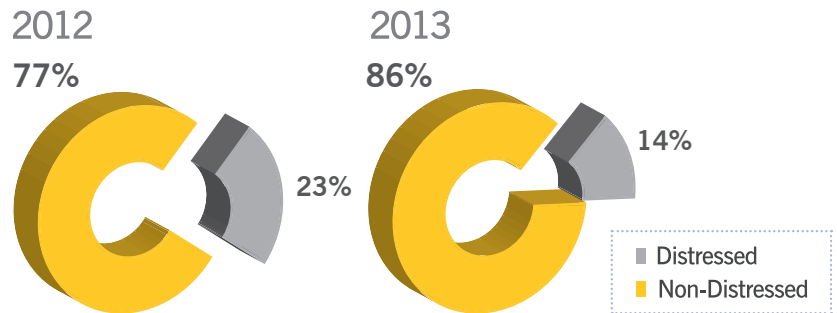
MEDIAN PRICE – TUCSON LAND

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



DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LAND

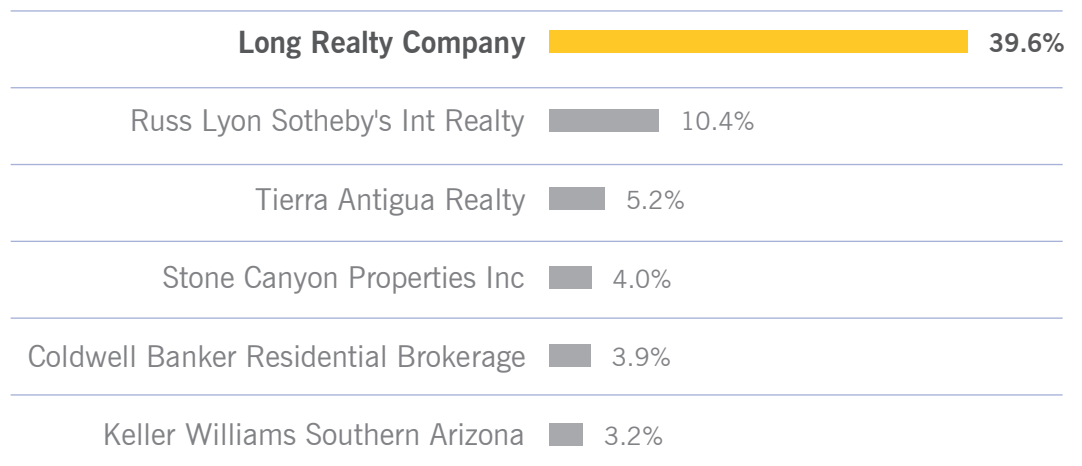
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 01/06/2014 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 01/01/2013 – 12/31/2013 rounded to the nearest tenth of 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.



The Land Report



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MARKET CONDITIONS BY PRICE BAND – TUCSON LAND

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
\$1 - 49,999	346	12	16	11	22	9	16	21.6	24.2	Buyer
\$50,000 - 74,999	130	4	6	4	6	14	5	26.0	16.4	Buyer
\$75,000 - 99,999	155	3	6	4	5	3	7	22.1	33.4	Buyer
\$100,000 - 124,999	82	4	2	4	5	1	2	41.0	29.0	Buyer
\$125,000 - 149,999	94	0	1	0	3	3	2	47.0	37.4	Buyer
\$150,000 - 174,999	73	1	2	5	0	1	2	36.5	75.7	Buyer
\$175,000 - 199,999	89	1	0	0	2	1	0	n/a	94.0	Buyer
\$200,000 - 224,999	40	1	1	4	1	0	0	n/a	131.0	Buyer
\$225,000 - 249,999	72	0	1	1	1	1	1	72.0	74.7	Buyer
\$250,000 - 274,999	53	0	0	1	0	0	1	53.0	164.0	Buyer
\$275,000 - 299,999	60	0	1	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	57	0	2	0	1	0	0	n/a	164.0	Buyer
\$350,000 - 399,999	64	0	0	1	1	0	0	n/a	187.0	Buyer
\$400,000 - 499,999	68	2	0	1	0	0	1	68.0	197.0	Buyer
\$500,000 - 599,999	25	0	0	1	1	0	0	n/a	84.0	Buyer
\$600,000 - 699,999	28	0	0	0	0	0	1	28.0	81.0	Buyer
\$700,000 - 799,999	21	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	12	0	0	0	0	1	0	n/a	33.0	Buyer
\$900,000 - 999,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	26	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	1,501	28	38	37	48	34	38	39.5	39.3	Buyer



Statistics based on information obtained from TARMLS and using Brokermetrics software on 01/06/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2013 - 12/31/2013. Information is believed to be reliable, but not guaranteed.