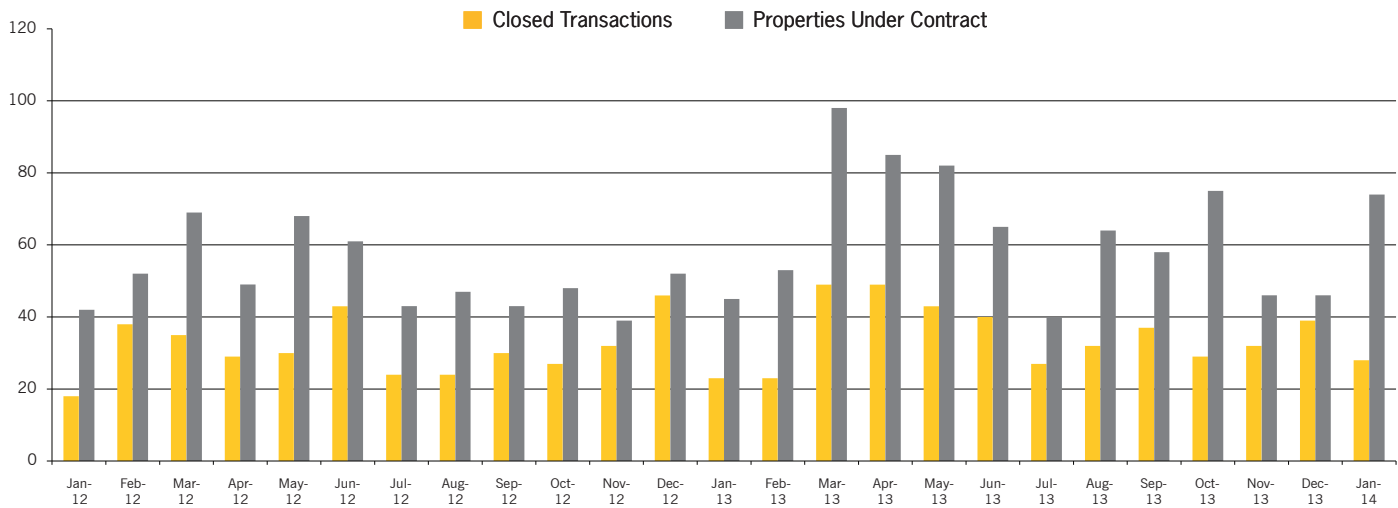




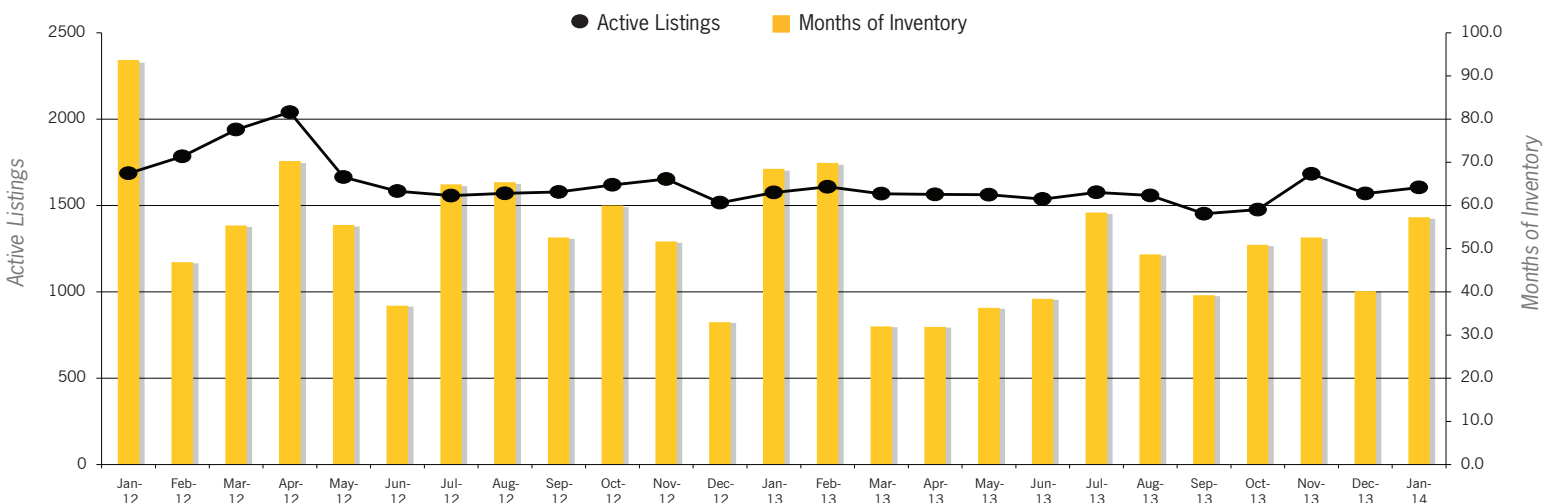
## Tucson | February 2014

In the Tucson area, January 2014 land & lots active inventory was 1,604, a 2% increase from January 2013. There were 28 closings in January 2014, a 22% increase from January 2013. Months of Inventory was 54.9, down from 68.5 in January 2013. Median price of sold land & lots was \$60,000 for the month of January 2014, down 18% from January 2013. The Tucson area had 74 new land & lots under contract in January 2014, up 64% from January 2013.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LAND



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND



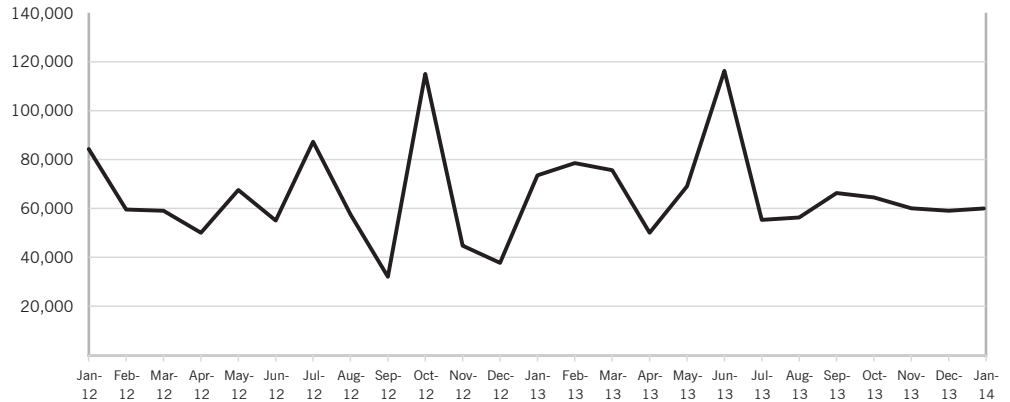
Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 02/05/2014 is believed to be reliable, but not guaranteed.



Tucson | February 2014

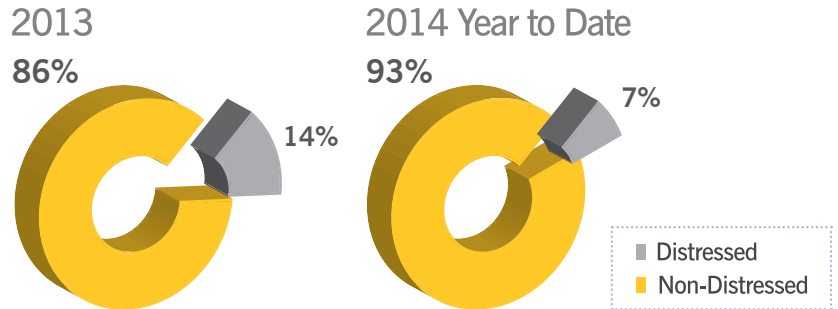
## MEDIAN PRICE – TUCSON LAND

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



## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LAND

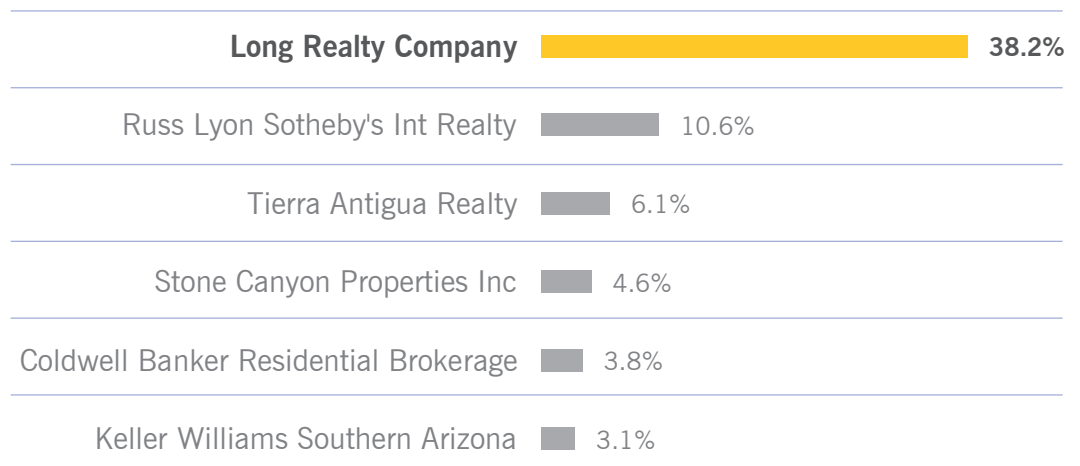
*The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.*



## MARKET SHARE – TUCSON LAND

*Long Realty leads the market in successful real estate sales.*

Data Obtained 02/05/2014 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 02/01/2013 – 01/31/2014 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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Tucson | February 2014

## 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
		Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14			
\$1 - 49,999	352	16	11	23	9	17	13	27.1	27.8	Buyer
\$50,000 - 74,999	136	6	4	6	14	6	3	45.3	17.5	Buyer
\$75,000 - 99,999	163	6	4	5	3	7	0	n/a	49.9	Buyer
\$100,000 - 124,999	89	2	4	5	1	2	3	29.7	41.0	Buyer
\$125,000 - 149,999	96	1	0	3	3	2	0	n/a	58.8	Buyer
\$150,000 - 174,999	76	2	5	0	1	2	1	76.0	56.8	Buyer
\$175,000 - 199,999	93	0	0	2	1	0	5	18.6	46.3	Buyer
\$200,000 - 224,999	46	1	4	1	0	0	0	n/a	n/a	n/a
\$225,000 - 249,999	66	1	1	1	1	1	2	33.0	54.5	Buyer
\$250,000 - 274,999	48	0	1	0	0	1	1	48.0	79.0	Buyer
\$275,000 - 299,999	63	1	0	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	62	2	0	1	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	65	0	1	1	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	58	0	1	0	0	1	0	n/a	195.0	Buyer
\$500,000 - 599,999	29	0	1	1	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	26	0	0	0	0	1	0	n/a	79.0	Buyer
\$700,000 - 799,999	23	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	12	0	0	0	1	0	0	n/a	36.0	Buyer
\$900,000 - 999,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	30	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>1,538</b>	<b>38</b>	<b>37</b>	<b>49</b>	<b>34</b>	<b>40</b>	<b>28</b>	<b>54.9</b>	<b>45.7</b>	<b>Buyer</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 02/05/2014.  
 3 month trend in months of inventory is the average of closed sales and active listing data from 11/01/2013 - 1/31/2014. Information is believed to be reliable, but not guaranteed.