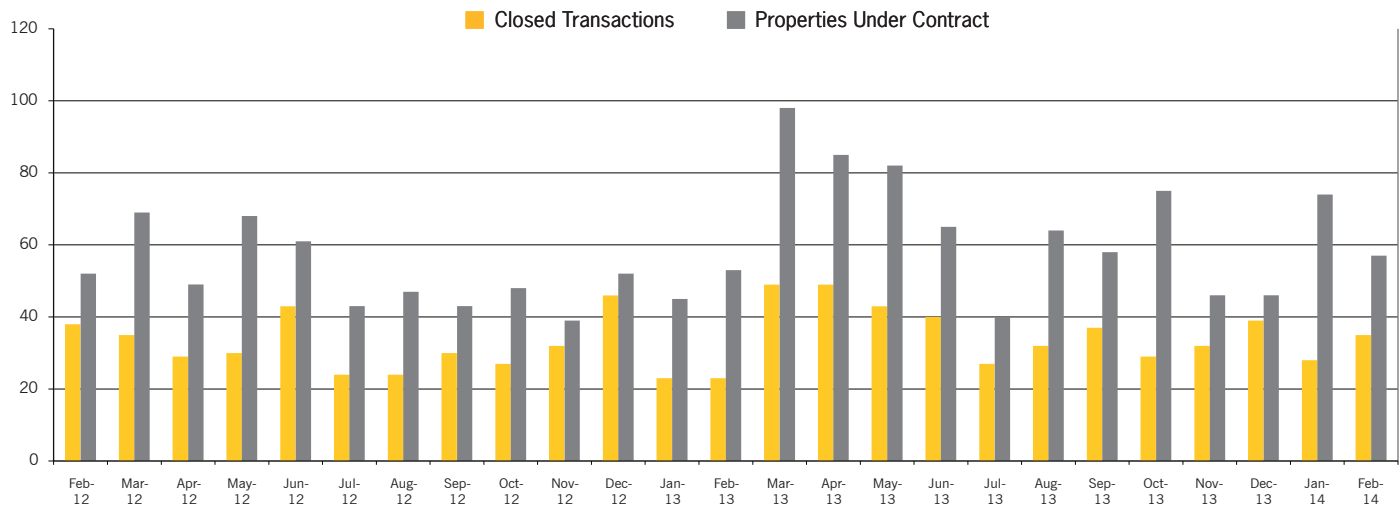




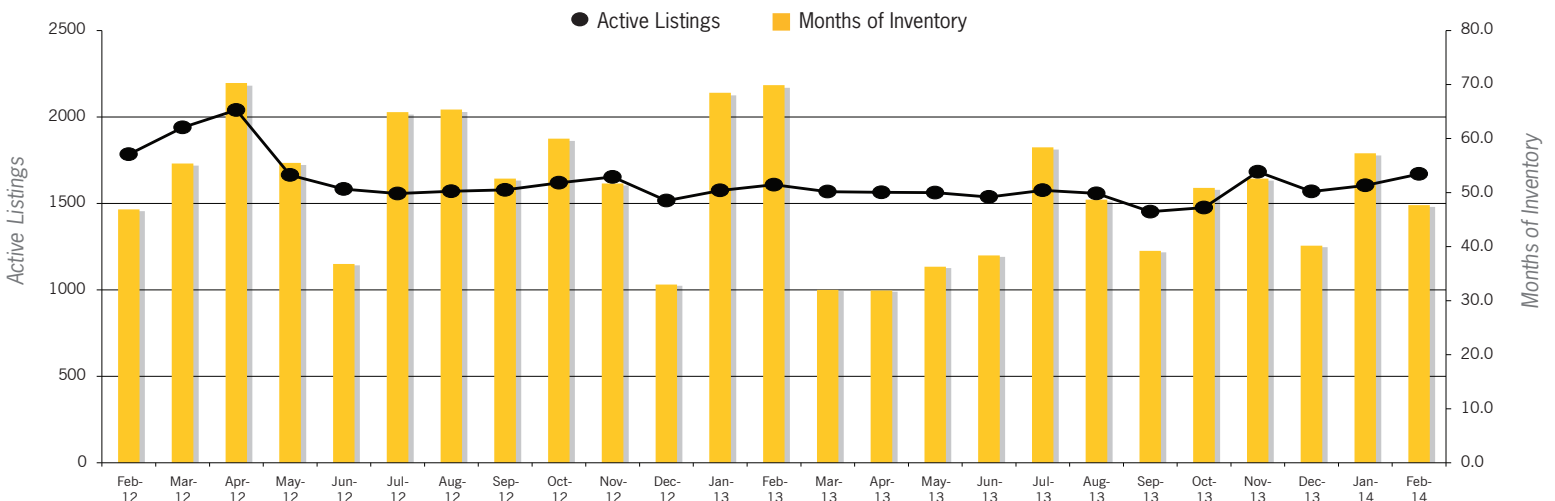
Tucson | March 2014

In the Tucson area, February 2014 land & lots active inventory was 1,670, a 4% increase from February 2013. There were 35 closings in February 2014, a 52% increase from February 2013. Months of Inventory was 47.7, down from 69.9 in February 2013. Median price of sold land & lots was \$92,500 for the month of February 2014, up 18% from February 2013. The Tucson area had 57 new land & lots under contract in February 2014, up 8% from February 2013.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LAND



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND

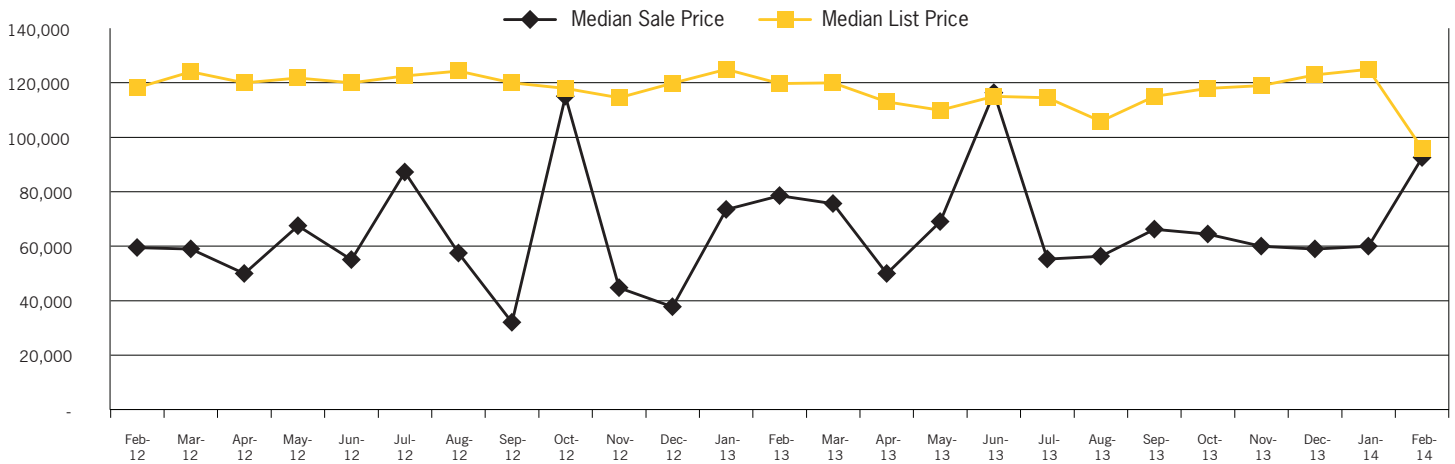


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 03/05/2014 is believed to be reliable, but not guaranteed.



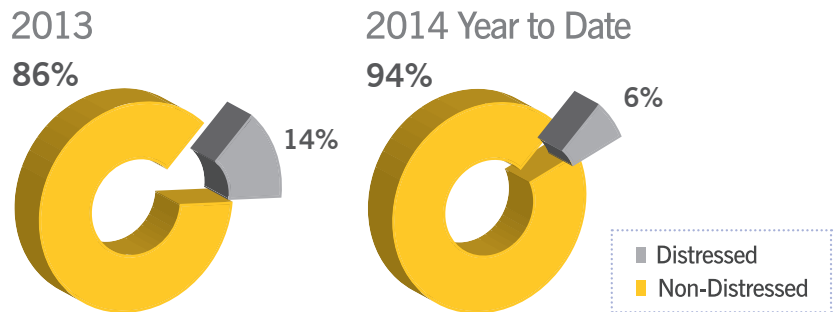
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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LAND



DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LAND

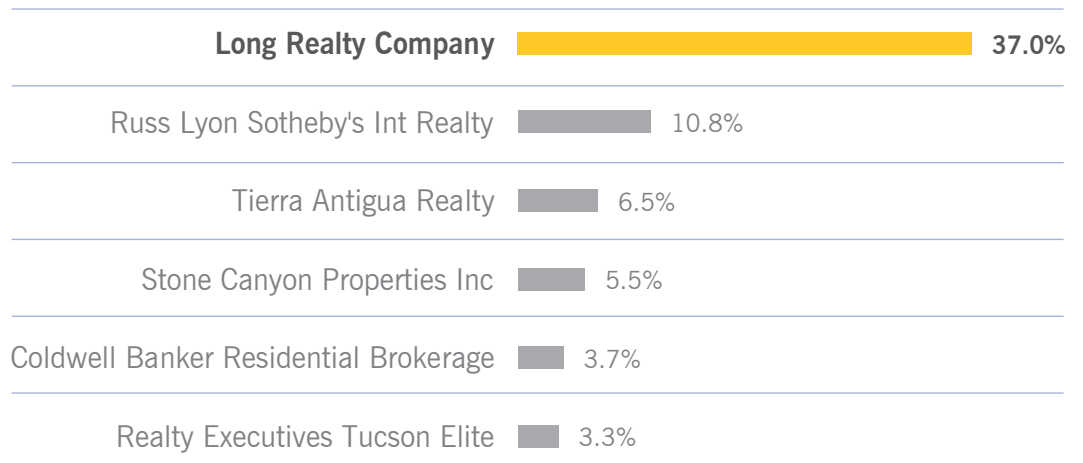
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 03/05/2014 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 03/01/2013 – 02/28/2014 rounded to the nearest tenth of one percent and deemed to be correct.





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
		Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14			
\$1 - 49,999	383	11	23	9	17	13	11	34.8	26.4	Buyer
\$50,000 - 74,999	142	4	6	14	6	3	2	71.0	37.1	Buyer
\$75,000 - 99,999	185	4	5	3	7	0	4	46.3	45.7	Buyer
\$100,000 - 124,999	86	4	5	1	2	3	5	17.2	25.7	Buyer
\$125,000 - 149,999	97	0	3	3	2	0	4	24.3	47.8	Buyer
\$150,000 - 174,999	80	5	0	1	2	1	3	26.7	38.2	Buyer
\$175,000 - 199,999	98	0	2	1	0	5	1	98.0	46.7	Buyer
\$200,000 - 224,999	48	4	1	0	0	0	1	48.0	134.0	Buyer
\$225,000 - 249,999	69	1	1	1	1	3	1	69.0	41.4	Buyer
\$250,000 - 274,999	44	1	0	0	1	1	0	n/a	72.5	Buyer
\$275,000 - 299,999	67	0	0	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	58	0	1	0	0	0	1	58.0	177.0	Buyer
\$350,000 - 399,999	66	1	1	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	57	1	0	0	1	0	0	n/a	183.0	Buyer
\$500,000 - 599,999	29	1	1	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	29	0	0	0	1	0	0	n/a	83.0	Buyer
\$700,000 - 799,999	24	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	13	0	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	4	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	31	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	1,610	37	49	34	40	29	33	48.8	45.6	Buyer



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.

Statistics based on information obtained from TARMLS and using Brokermetrics software on 03/05/2014.
 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2013 - 2/28/2014. Information is believed to be reliable, but not guaranteed.