

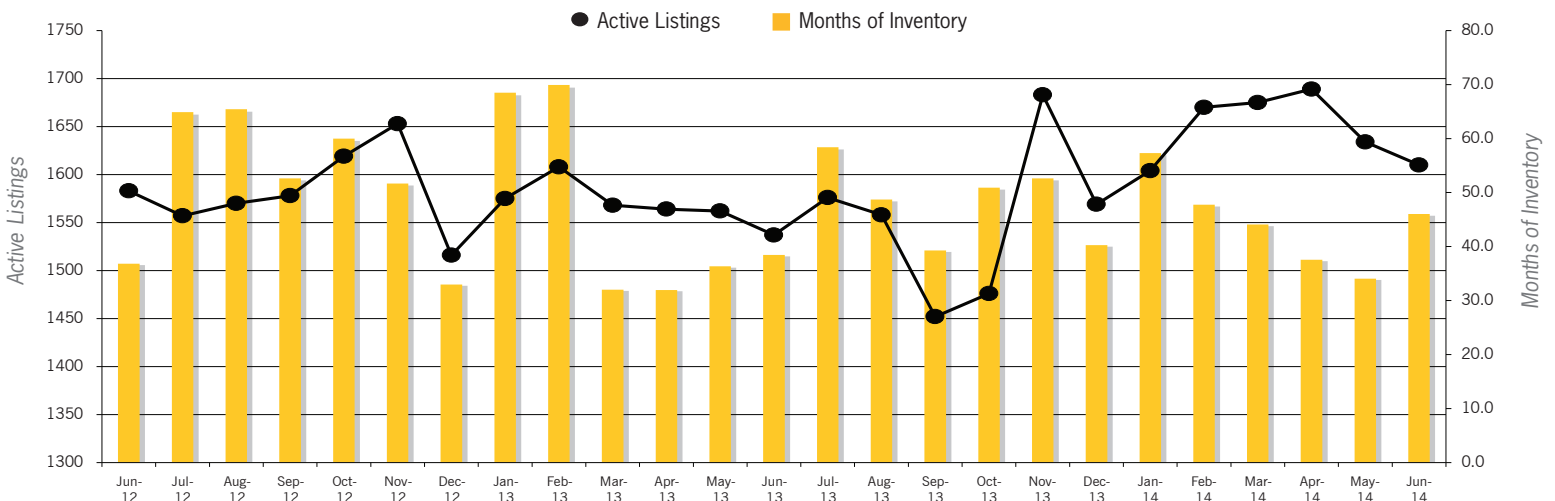


In the Tucson Lot and Land area, June 2014 active inventory was 1,610, a 5% increase from June 2013. There were 35 closings in June 2014, a 13% decrease from June 2013. Months of Inventory was 46.0, up from 38.4 in June 2013. Median price of sold homes was \$58,500 for the month of June 2014, down 50% from June 2013. The Tucson Lot and Land area had 57 new properties under contract in June 2014, down 12% from June 2013.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LAND



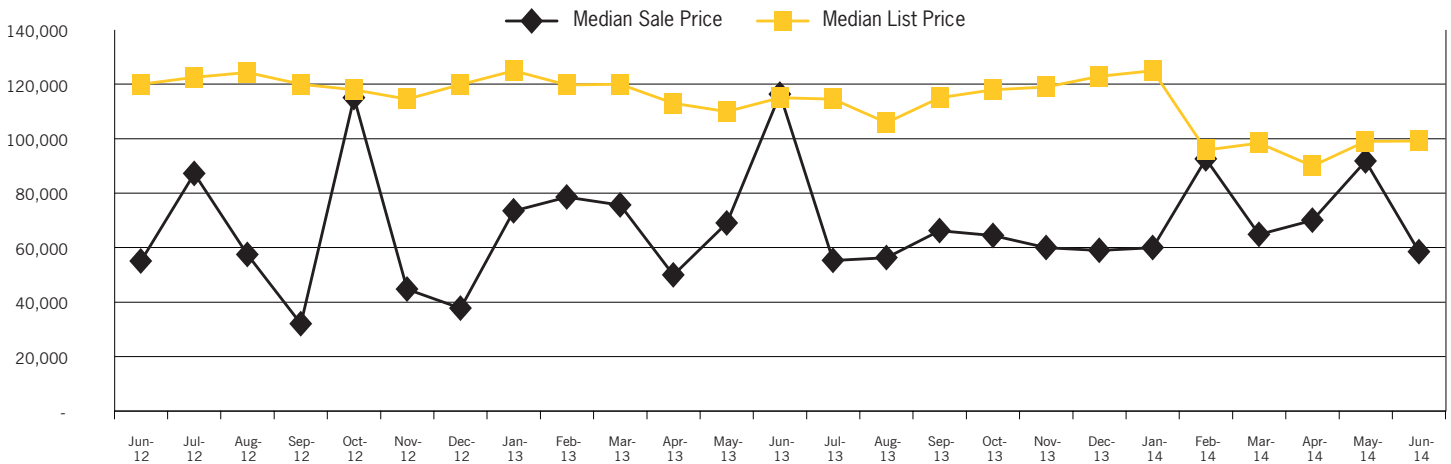
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 07/03/2014 is believed to be reliable, but not guaranteed.



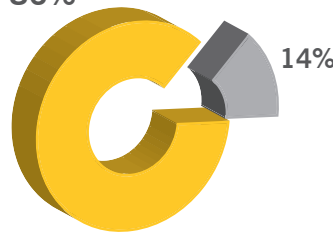
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LAND



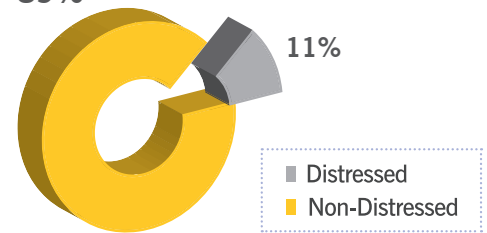
DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LAND

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.

2013
86%



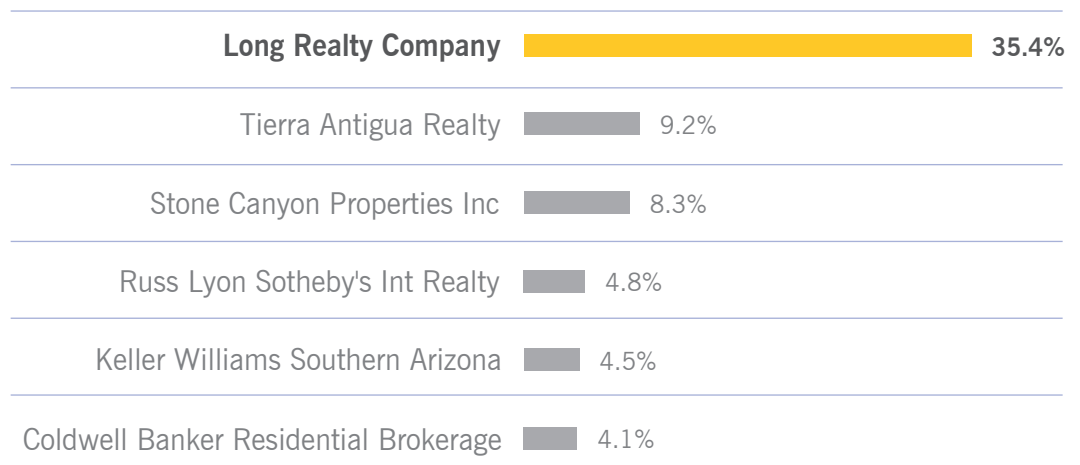
2014 Year to Date
89%



MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 07/03/2014 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 07/01/2013 – 06/30/2014 rounded to the nearest tenth of one percent and deemed to be correct.





The Land Report



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Tucson | July 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
		Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14			
\$1 - 49,999	378	13	13	12	17	14	13	29.1	26.3	Buyer
\$50,000 - 74,999	142	3	2	11	8	4	7	20.3	22.5	Buyer
\$75,000 - 99,999	191	0	4	7	0	7	6	31.8	44.8	Buyer
\$100,000 - 124,999	80	3	5	0	2	7	1	80.0	25.1	Buyer
\$125,000 - 149,999	101	0	4	3	6	5	2	50.5	22.8	Buyer
\$150,000 - 174,999	72	1	3	5	2	1	0	n/a	75.0	Buyer
\$175,000 - 199,999	86	5	1	1	4	4	0	n/a	33.1	Buyer
\$200,000 - 224,999	57	0	1	1	2	1	2	28.5	34.8	Buyer
\$225,000 - 249,999	86	3	1	0	1	1	0	n/a	125.0	Buyer
\$250,000 - 274,999	39	1	0	1	3	2	0	n/a	26.0	Buyer
\$275,000 - 299,999	54	0	0	1	0	0	1	54.0	175.0	Buyer
\$300,000 - 349,999	46	0	1	2	1	1	1	46.0	47.3	Buyer
\$350,000 - 399,999	64	0	0	0	0	1	0	n/a	202.0	Buyer
\$400,000 - 499,999	43	0	1	0	0	0	1	43.0	135.0	Buyer
\$500,000 - 599,999	30	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	23	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	22	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	12	0	0	0	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	24	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	1,554	29	36	44	46	48	34	45.7	37.2	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 07/03/2014.
 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2014 - 6/30/2014. Information is believed to be reliable, but not guaranteed.