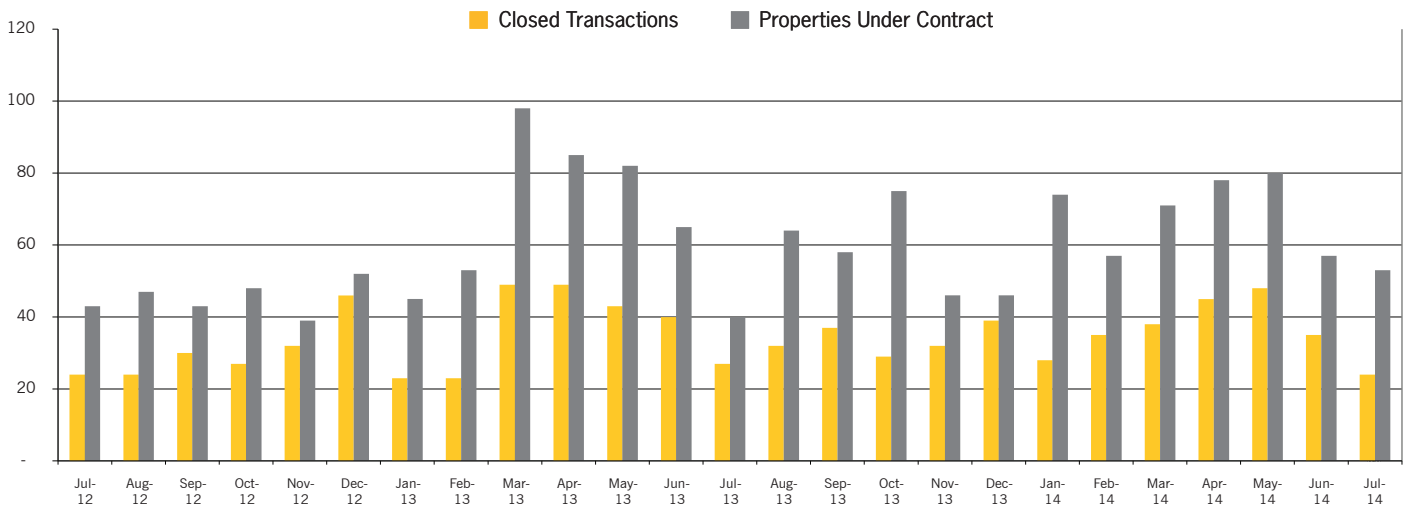


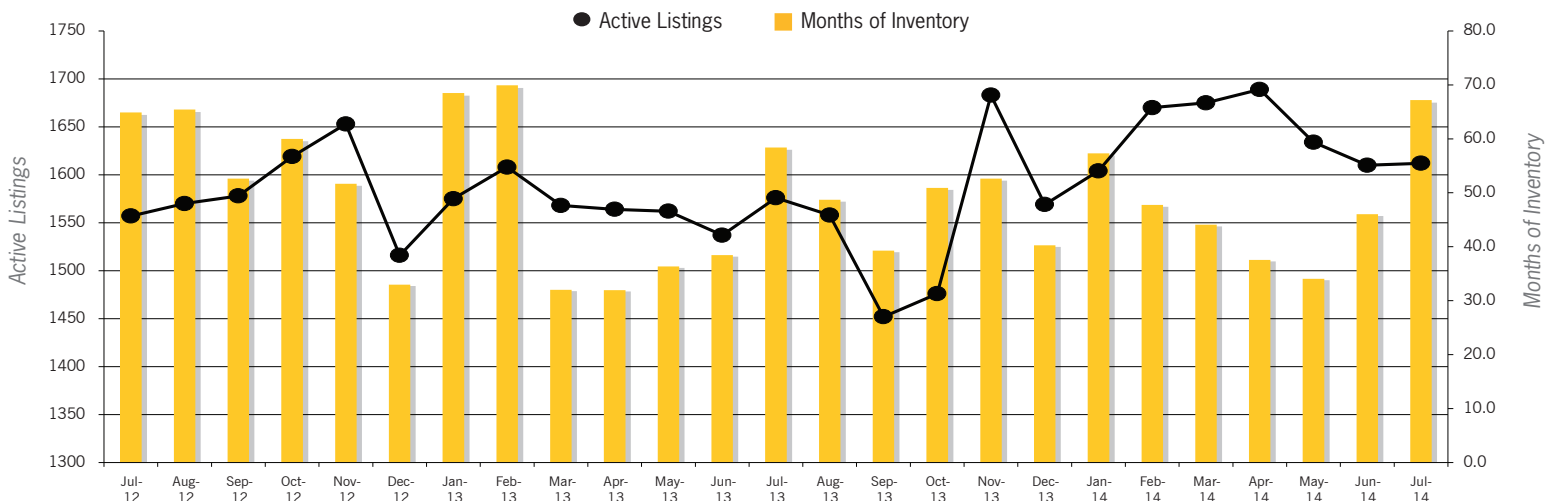


In the Tucson Lot and Land market, July 2014 active inventory was 1,612, a 2% increase from July 2013. There were 24 closings in July 2014, an 11% decrease from July 2013. Months of Inventory was 67.2, up from 58.4 in July 2013. Median price of sold homes was \$61,500 for the month of July 2014, up 11% from July 2013. The Tucson Lot and Land area had 53 new properties under contract in July 2014, up 33% from July 2013.

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



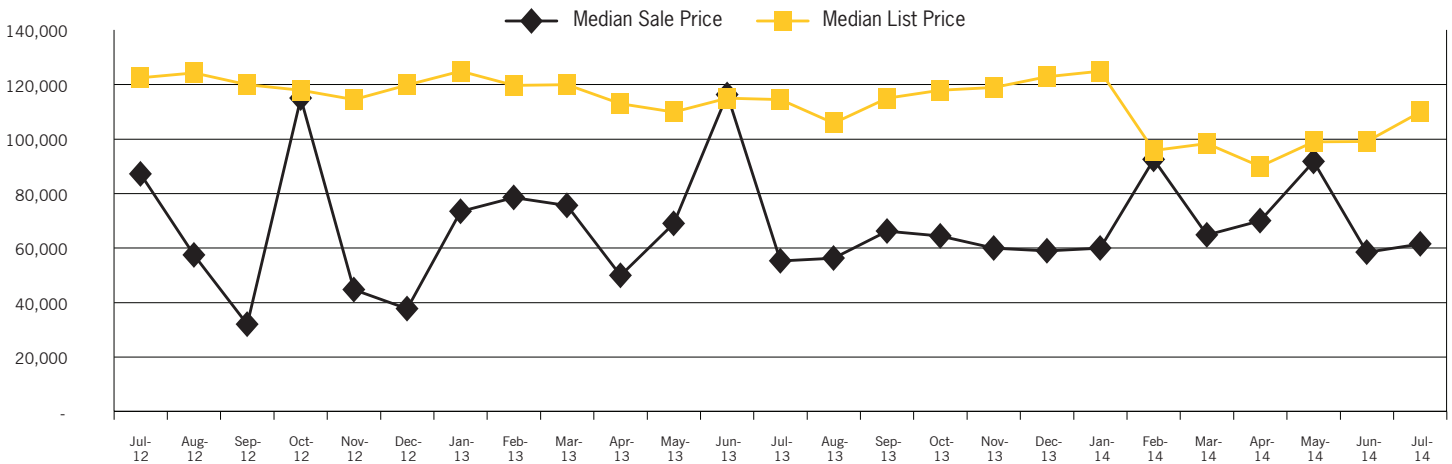
## ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 08/05/2014 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LAND



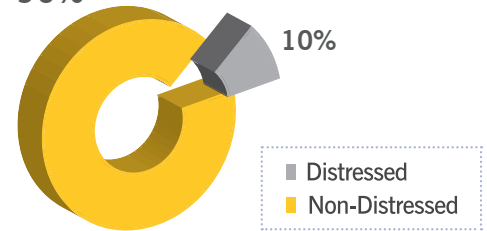
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LAND

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%



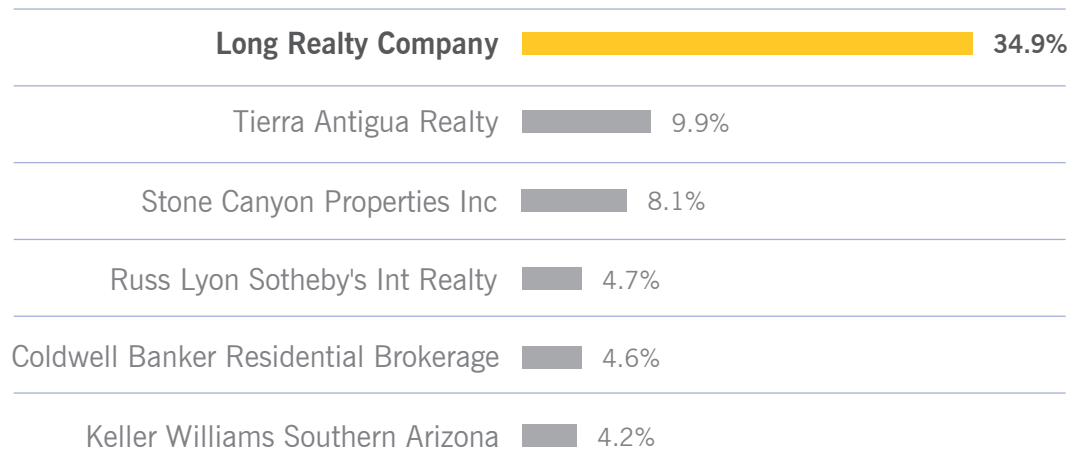
2014 Year to Date  
90%



## MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 08/05/2014 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 08/01/2013 – 07/31/2014 rounded to the nearest tenth of one percent and deemed to be correct.





# The Land Report



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Tucson | August 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
		Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14			
\$1 - 49,999	379	13	12	17	14	13	10	37.9	30.9	Buyer
\$50,000 - 74,999	145	2	11	8	4	7	3	48.3	30.7	Buyer
\$75,000 - 99,999	188	4	7	0	7	6	4	47.0	33.5	Buyer
\$100,000 - 124,999	86	5	0	2	7	1	0	n/a	31.1	Buyer
\$125,000 - 149,999	97	4	3	6	5	2	1	97.0	36.9	Buyer
\$150,000 - 174,999	75	3	5	2	1	0	2	37.5	73.3	Buyer
\$175,000 - 199,999	84	1	1	4	4	1	3	28.0	32.3	Buyer
\$200,000 - 224,999	56	1	1	2	1	2	1	56.0	43.5	Buyer
\$225,000 - 249,999	85	1	0	1	1	0	0	n/a	252.0	Buyer
\$250,000 - 274,999	41	0	1	3	2	0	0	n/a	62.0	Buyer
\$275,000 - 299,999	54	0	1	0	0	1	0	n/a	166.0	Buyer
\$300,000 - 349,999	50	1	2	1	1	1	0	n/a	70.0	Buyer
\$350,000 - 399,999	64	0	0	0	1	0	0	n/a	195.0	Buyer
\$400,000 - 499,999	41	1	0	0	0	1	0	n/a	130.0	Buyer
\$500,000 - 599,999	28	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	25	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	23	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	13	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	26	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>1,564</b>	<b>36</b>	<b>44</b>	<b>46</b>	<b>48</b>	<b>35</b>	<b>24</b>	<b>65.2</b>	<b>43.9</b>	<b>Buyer</b>



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 08/05/2014.

3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2014 - 7/31/2014. Information is believed to be reliable, but not guaranteed.