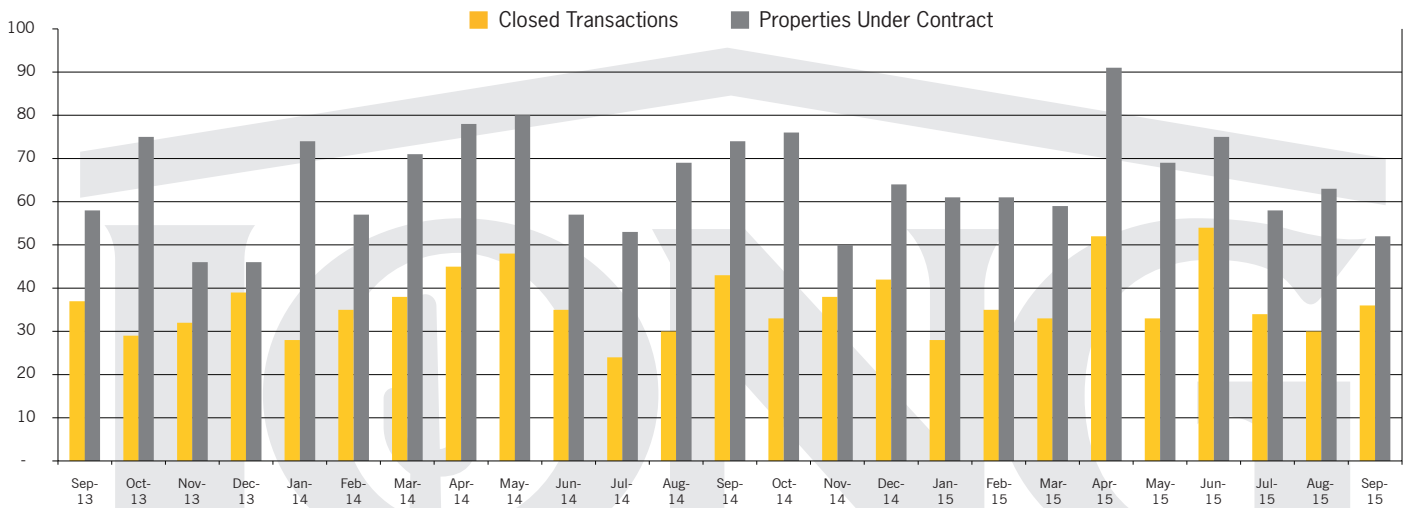




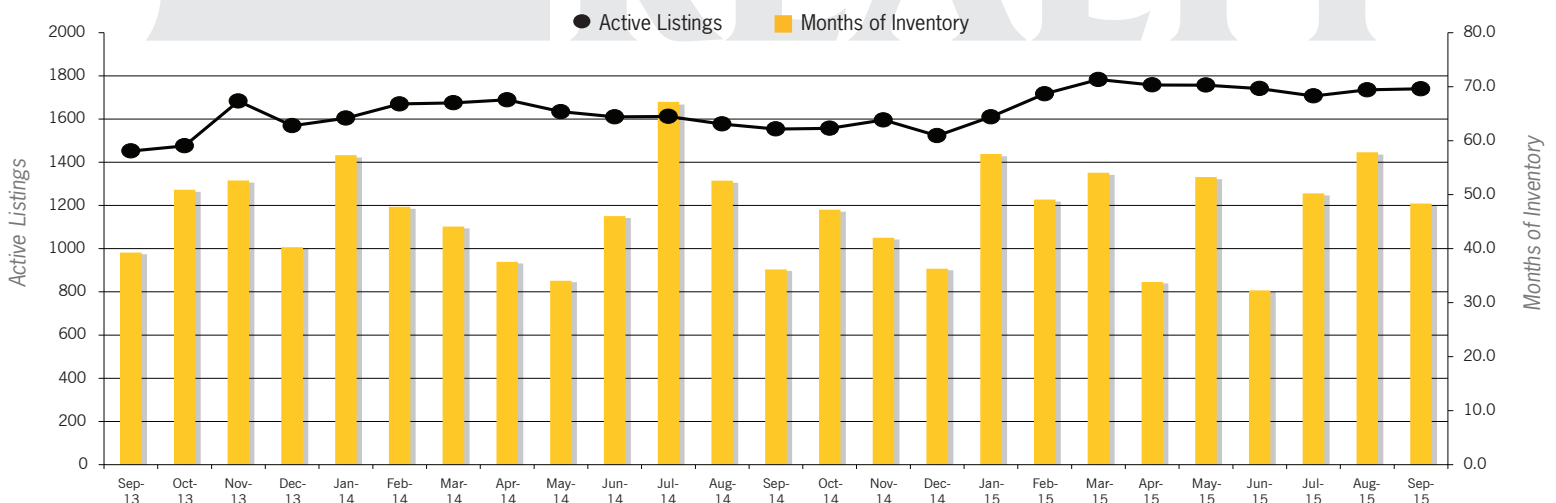
## Tucson | October 2015

In the Tucson Lot and Land market, September 2015 active inventory was 1,740, a 12% increase from September 2014. There were 36 closings in September 2015, a 16% decrease from September 2014. Year-to-date 2015 there were 353 closings, virtually unchanged from year-to-date 2014. Months of Inventory was 48.3, up from 36.1 in September 2014. Median price of sold lots was \$52,450 for the month of September 2015, up 5% from September 2014. The Tucson Lot and Land area had 52 new properties under contract in September 2015, down 30% from September 2014.

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



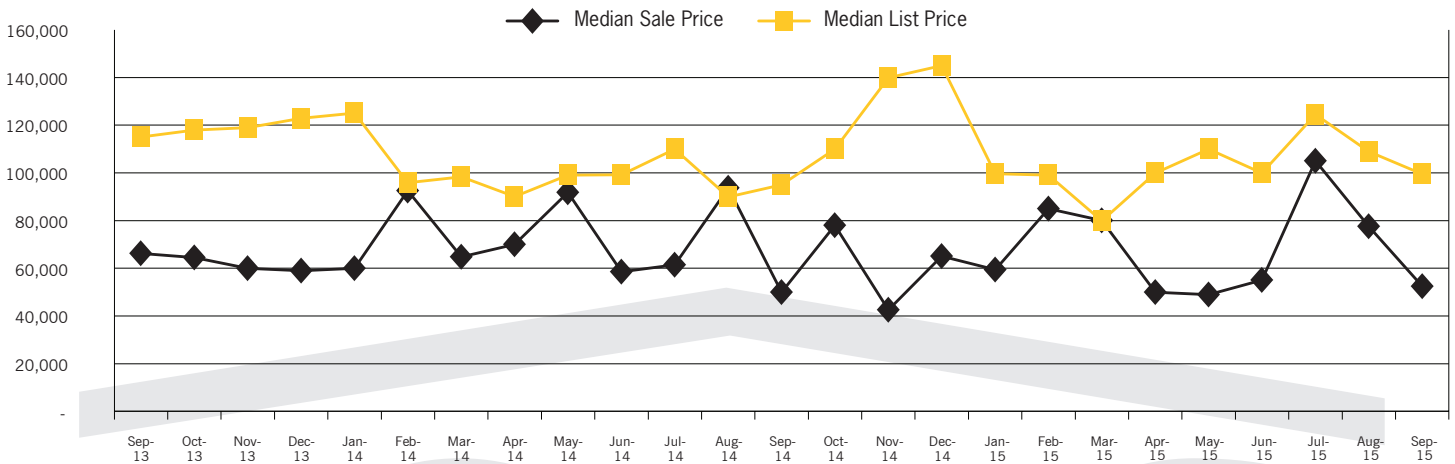
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 10/05/2015 is believed to be reliable, but not guaranteed.

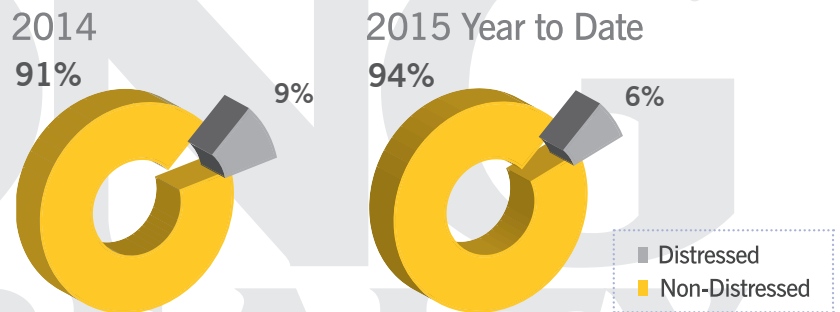


## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LAND



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

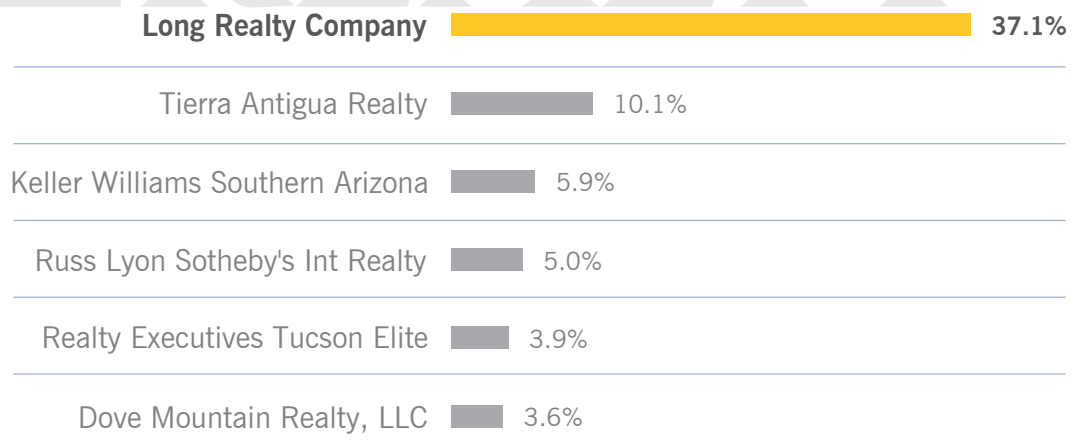
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



## MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 10/05/2015 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 10/01/2014 – 09/30/2015 rounded to the nearest tenth of one percent and deemed to be correct.





# The Land Report



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Tucson | October 2015

## 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
		Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15			
\$1 - 49,999	503	24	16	26	9	12	17	29.6	39.0	Buyer
\$50,000 - 74,999	156	9	8	9	4	2	5	31.2	42.1	Buyer
\$75,000 - 99,999	194	3	2	6	4	4	2	97.0	57.5	Buyer
\$100,000 - 124,999	112	5	1	0	4	1	2	56.0	47.0	Buyer
\$125,000 - 149,999	123	4	3	3	4	4	3	41.0	33.3	Buyer
\$150,000 - 174,999	74	1	0	6	3	2	0	n/a	45.0	Buyer
\$175,000 - 199,999	100	3	0	3	3	2	0	n/a	58.8	Buyer
\$200,000 - 224,999	49	1	0	2	0	1	1	49.0	82.5	Buyer
\$225,000 - 249,999	75	1	1	0	0	3	1	75.0	52.8	Buyer
\$250,000 - 274,999	29	2	0	0	0	0	0	n/a	n/a	n/a
\$275,000 - 299,999	51	0	0	0	2	0	0	n/a	72.5	Buyer
\$300,000 - 349,999	37	0	0	0	1	0	1	37.0	55.0	Buyer
\$350,000 - 399,999	55	1	2	0	1	0	0	n/a	176.0	Buyer
\$400,000 - 499,999	48	0	0	2	0	0	1	48.0	148.0	Buyer
\$500,000 - 599,999	27	1	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	15	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	14	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	3	0	0	0	0	0	1	3.0	10.0	Buyer
\$900,000 - 999,999	7	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	26	0	0	0	0	0	1	26.0	70.0	Buyer
<b>TOTAL</b>	<b>1,698</b>	<b>55</b>	<b>33</b>	<b>57</b>	<b>35</b>	<b>31</b>	<b>35</b>	<b>48.5</b>	<b>50.0</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 10/05/2015.*

*3 month trend in months of inventory is the average of closed sales and active listing data from 07/01/2015 - 09/30/2015. Information is believed to be reliable, but not guaranteed.*