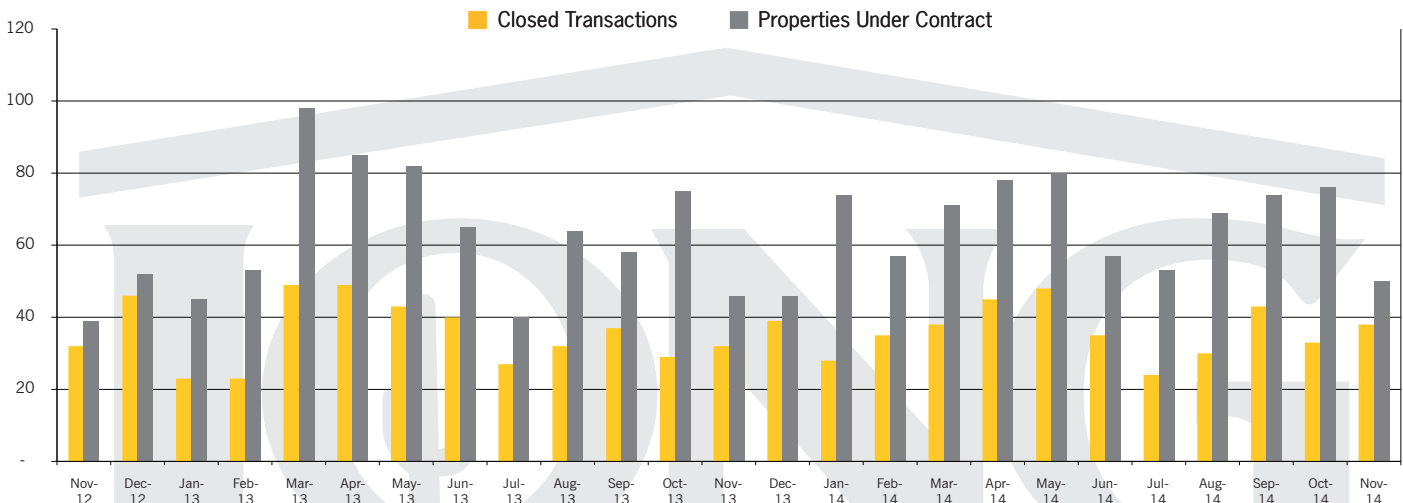




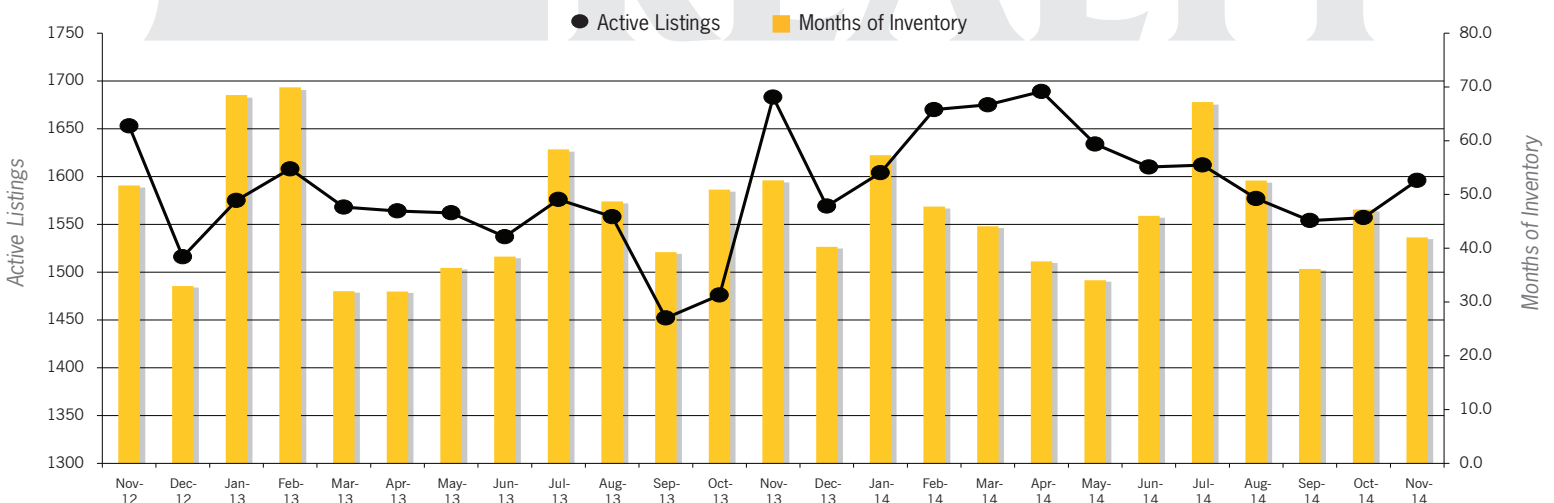
## Tucson | December 2014

In the Tucson Lot and Land market, November 2014 active inventory was 1,596, a 5% decrease from November 2013. There were 38 closings in November 2014, a 19% increase from November 2013. Months of Inventory was 42.0, down from 52.6 in November 2013. Median price of sold lots was \$42,475 for the month of November 2014, down 29% from November 2013. The Tucson Lot and Land market had 50 new properties under contract in November 2014, up 9% from November 2013.

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



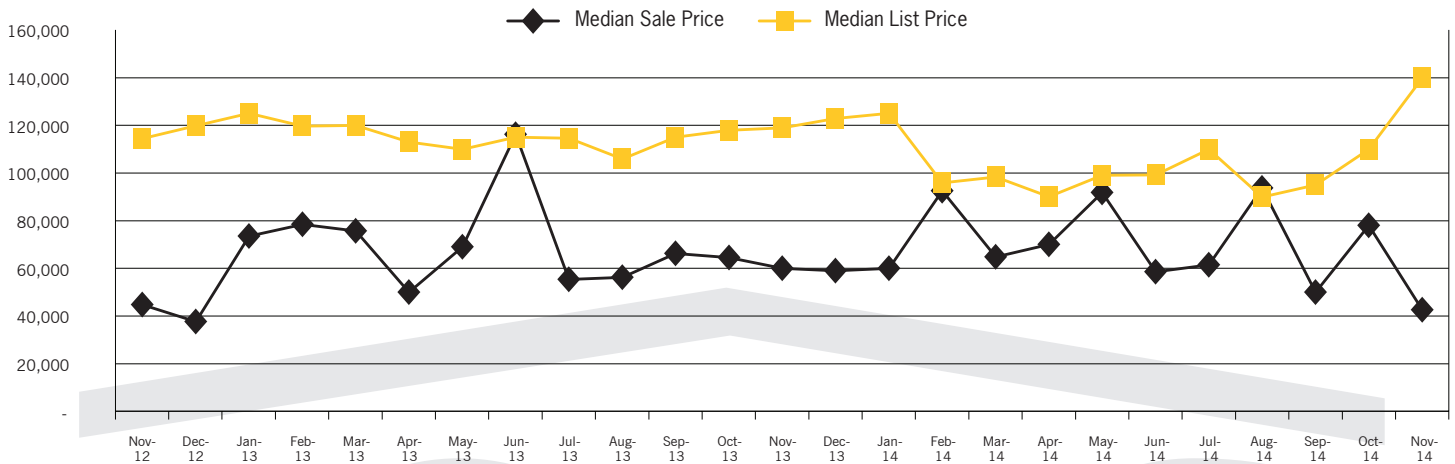
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 12/03/2014 is believed to be reliable, but not guaranteed.

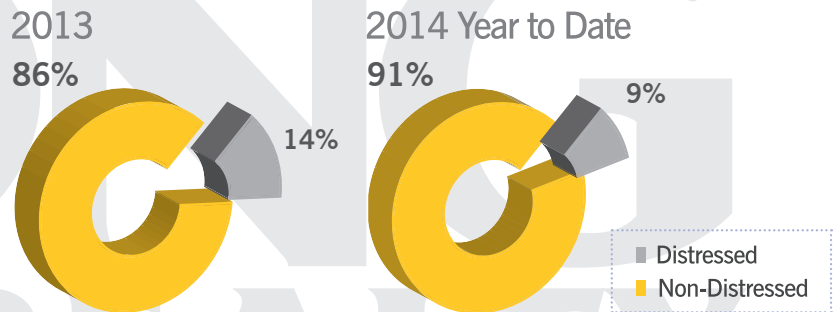


## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LAND



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

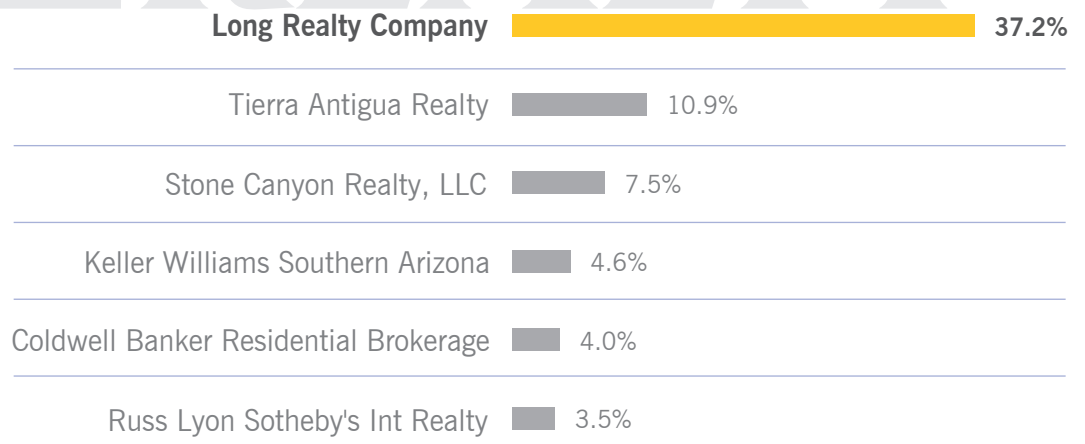
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



## MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 12/03/2014 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 12/01/2013 – 11/30/2014 rounded to the nearest tenth of one percent and deemed to be correct.





## 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
		Jun-14	Ju1-14	Aug-14	Sep-14	Oct-14	Nov-14			
\$1 - 49,999	415	13	13	11	24	14	20	20.8	20.2	Buyer
\$50,000 - 74,999	157	7	3	3	5	4	5	31.4	33.2	Buyer
\$75,000 - 99,999	188	6	3	2	3	6	2	94.0	50.8	Buyer
\$100,000 - 124,999	94	1	0	3	4	2	1	94.0	39.3	Buyer
\$125,000 - 149,999	109	2	1	4	2	2	1	109.0	63.2	Buyer
\$150,000 - 174,999	81	0	2	1	3	0	4	20.3	34.4	Buyer
\$175,000 - 199,999	85	1	4	1	4	2	2	42.5	31.1	Buyer
\$200,000 - 224,999	54	2	1	2	1	2	0	n/a	55.7	Buyer
\$225,000 - 249,999	55	0	0	0	0	0	0	n/a	n/a	n/a
\$250,000 - 274,999	38	0	0	2	0	0	1	38.0	116.0	Buyer
\$275,000 - 299,999	45	1	0	0	1	1	0	n/a	61.5	Buyer
\$300,000 - 349,999	48	1	0	2	0	1	1	48.0	71.0	Buyer
\$350,000 - 399,999	48	0	0	0	0	1	0	n/a	143.0	Buyer
\$400,000 - 499,999	38	1	0	0	0	1	0	n/a	116.0	Buyer
\$500,000 - 599,999	27	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	11	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	9	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	6	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	19	0	0	0	0	0	1	19.0	66.0	Buyer
<b>TOTAL</b>	<b>1,550</b>	<b>35</b>	<b>27</b>	<b>31</b>	<b>47</b>	<b>36</b>	<b>38</b>	<b>40.8</b>	<b>37.8</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 12/03/2014.*

*3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2014 - 11/30/2014. Information is believed to be reliable, but not guaranteed.*