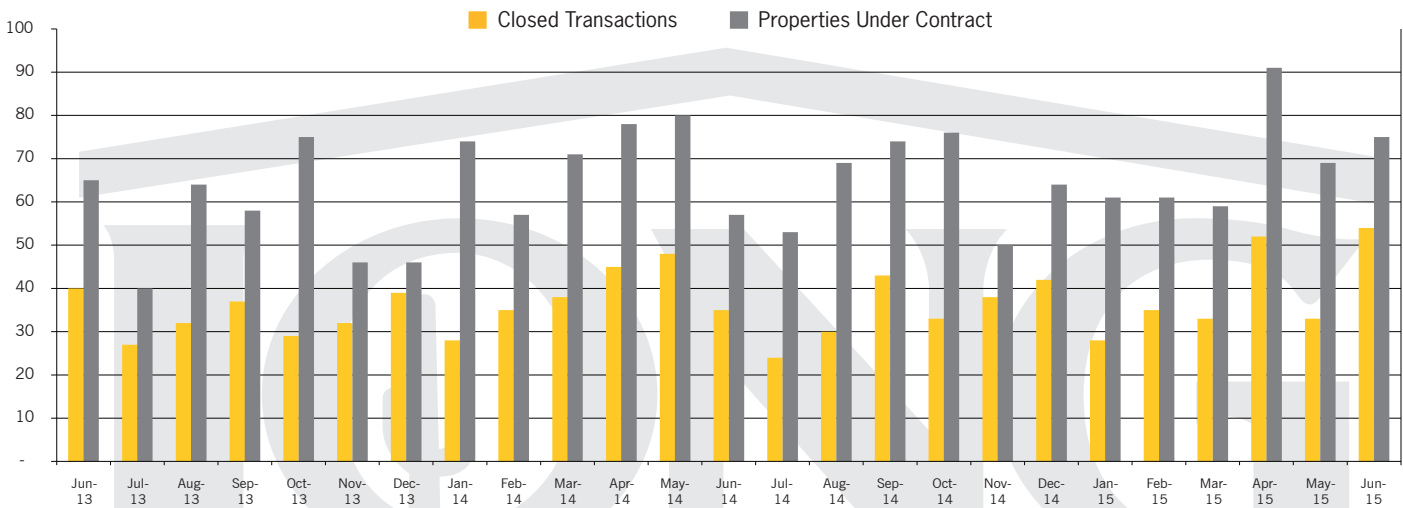


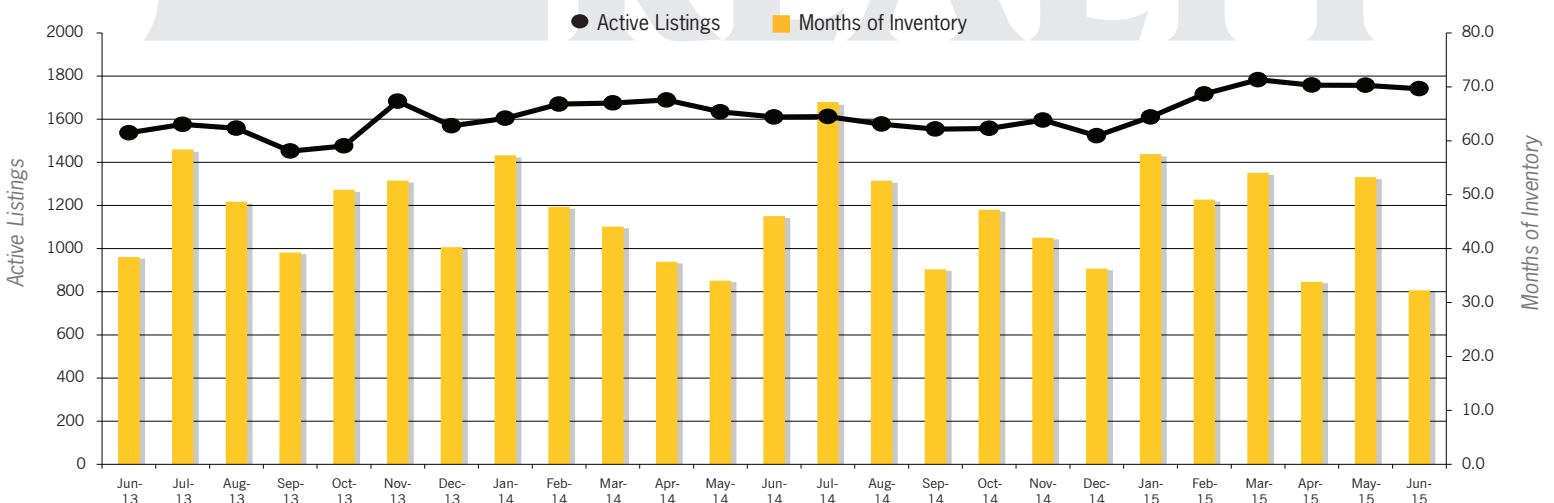


In the Tucson Lot and Land market, June 2015 active inventory was 1,741, an 8% increase from June 2014. There were 54 closings in June 2015, a 54% increase from June 2014. Year-to-date 2015 there were 246 closings, virtually unchanged from year-to-date 2014. Months of Inventory was 32.2, down from 46.0 in June 2014. Median price of sold lots was \$55,000 for the month of June 2015, down 6% from June 2014. The Tucson Lot and Land area had 75 new properties under contract in June 2015, up 32% from June 2014.

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



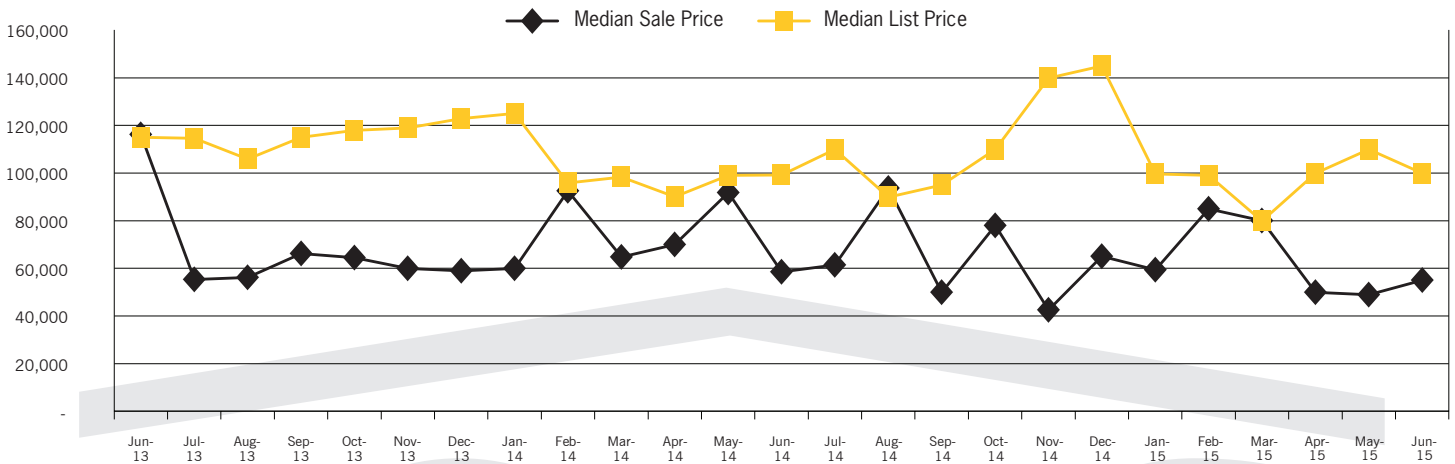
## ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 07/06/2015 is believed to be reliable, but not guaranteed.

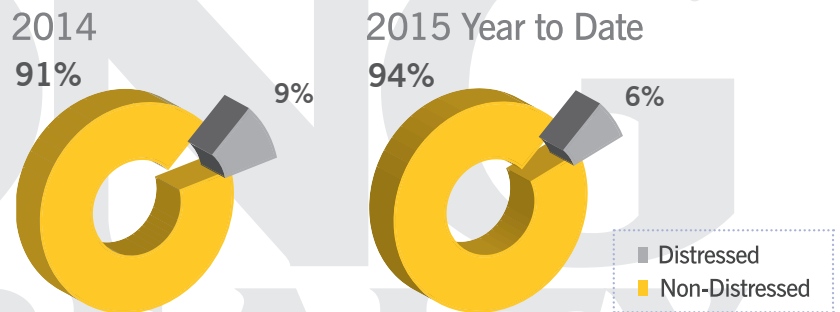


## MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON LAND



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

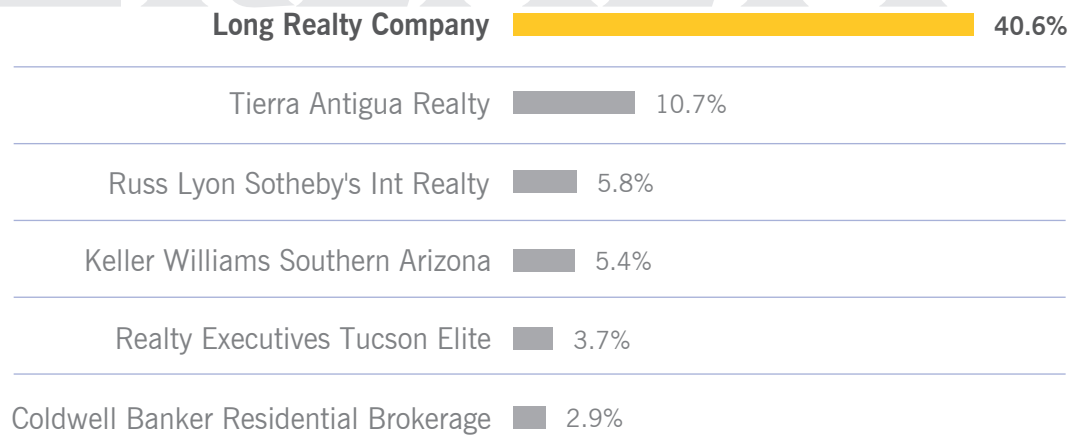
The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



## MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 07/06/2015 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 07/01/2014 – 06/30/2015 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
		Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15			
\$1 - 49,999	476	14	12	12	24	16	23	20.7	22.7	Buyer
\$50,000 - 74,999	167	5	5	4	9	7	9	18.6	19.8	Buyer
\$75,000 - 99,999	203	3	4	6	3	2	6	33.8	54.0	Buyer
\$100,000 - 124,999	110	1	3	4	5	1	0	n/a	54.2	Buyer
\$125,000 - 149,999	123	2	3	4	4	3	3	41.0	35.6	Buyer
\$150,000 - 174,999	81	1	1	1	1	0	6	13.5	37.7	Buyer
\$175,000 - 199,999	99	1	1	1	3	0	3	33.0	51.8	Buyer
\$200,000 - 224,999	58	0	1	1	1	0	2	29.0	53.7	Buyer
\$225,000 - 249,999	64	1	3	1	1	1	0	n/a	106.5	Buyer
\$250,000 - 274,999	30	0	0	0	2	0	0	n/a	44.0	Buyer
\$275,000 - 299,999	43	1	3	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	32	0	2	0	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	60	0	0	0	1	2	0	n/a	60.7	Buyer
\$400,000 - 499,999	53	0	0	0	0	0	2	26.5	83.5	Buyer
\$500,000 - 599,999	27	0	0	0	1	0	0	n/a	77.0	Buyer
\$600,000 - 699,999	16	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	18	0	0	1	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	4	0	0	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	8	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	20	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>1,692</b>	<b>29</b>	<b>38</b>	<b>36</b>	<b>55</b>	<b>32</b>	<b>54</b>	<b>31.3</b>	<b>36.3</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 07/06/2015.*

*3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2015 - 06/30/2015. Information is believed to be reliable, but not guaranteed.*