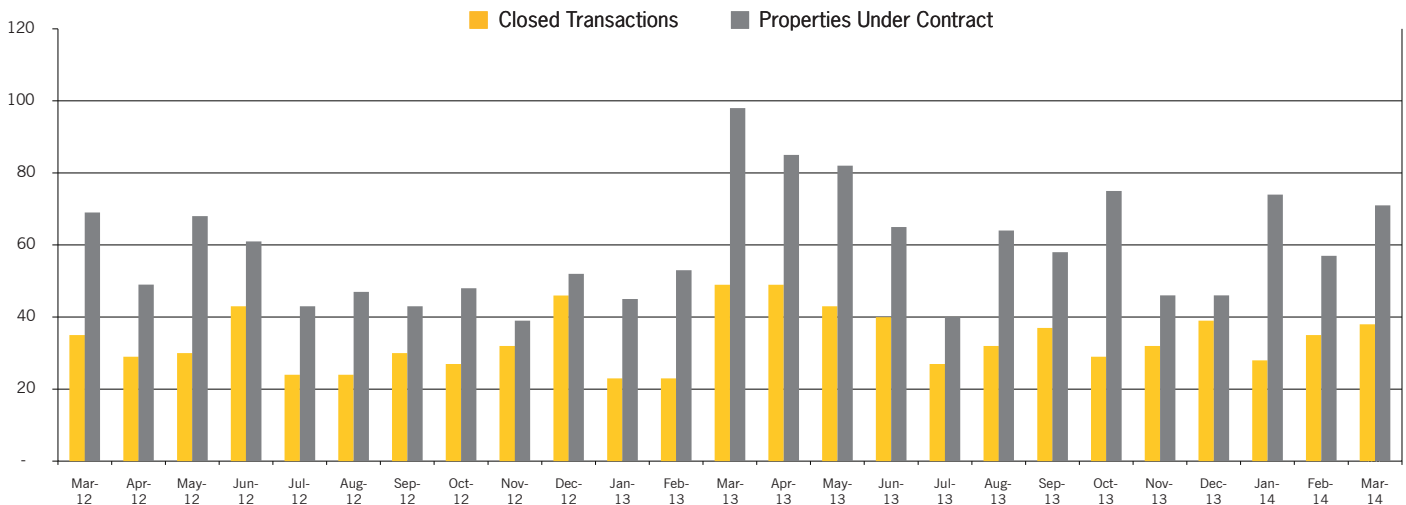




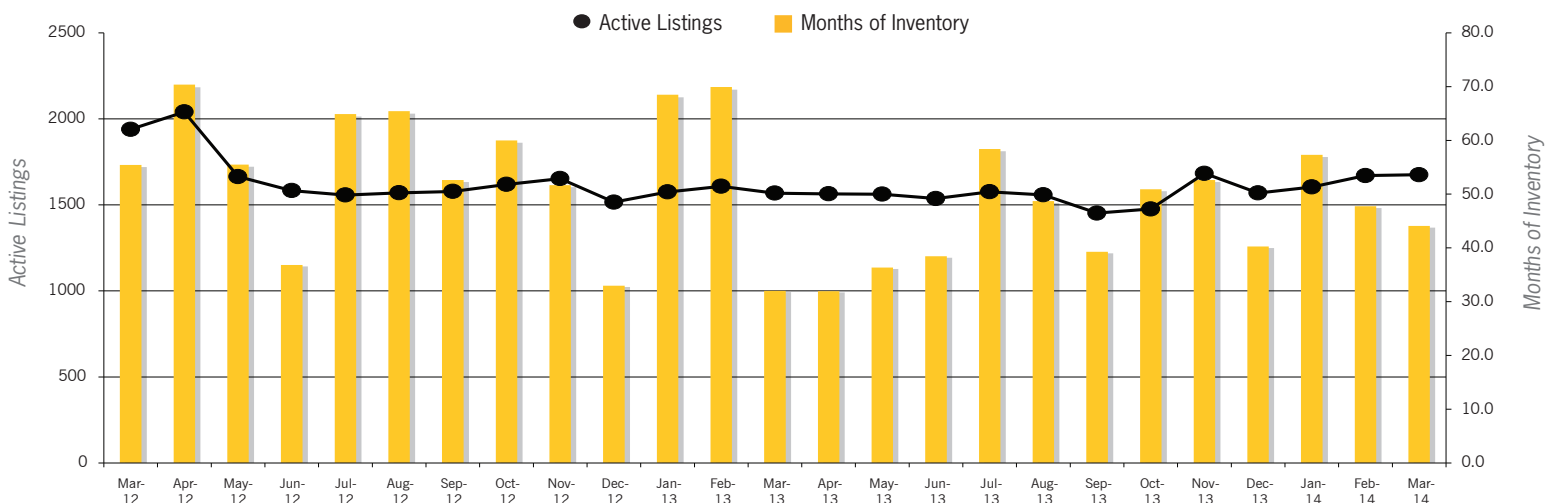
Tucson | April 2014

In the Tucson area, March 2014 land and lots active inventory was 1,675, a 7% increase from March 2013. There were 38 closings in March 2014, a 22% decrease from March 2013. Months of Inventory was 42.6, up from 32.0 in March 2013. Median price of sold land and lots was \$64,750 for the month of March 2014, down 14% from March 2013. The Tucson area had 71 new land and lots under contract in March 2014, down 28% from March 2013.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND

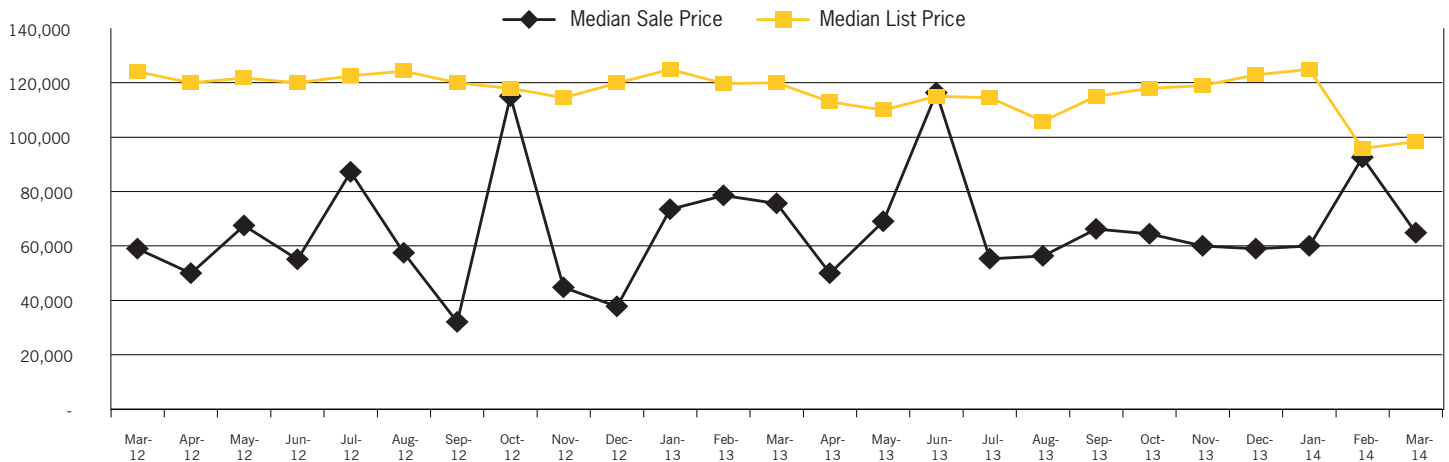


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 04/03/2014 is believed to be reliable, but not guaranteed.



Tucson | April 2014

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



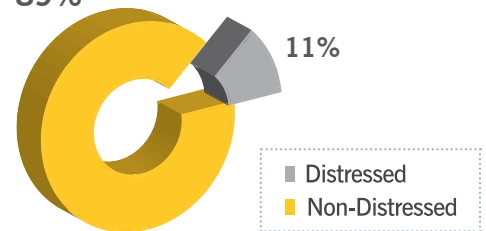
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LAND

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%



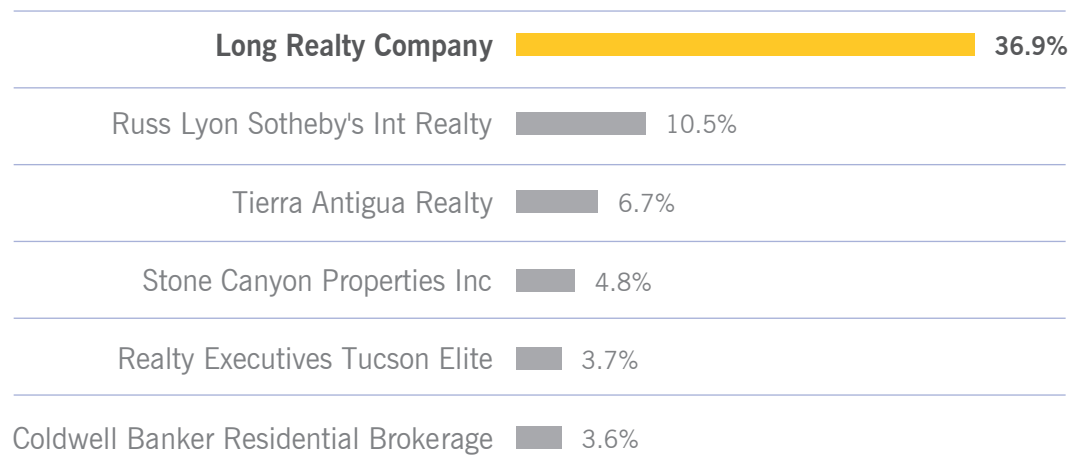
2014 Year to Date  
89%



## MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 04/03/2014 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 04/01/2013 – 03/31/2014 rounded to the nearest tenth of one percent and deemed to be correct.





# The Land Report

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Tucson | April 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
		Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14			
\$1 - 49,999	384	23	9	17	13	13	12	32.0	29.4	Buyer
\$50,000 - 74,999	139	6	14	6	3	2	8	17.4	32.1	Buyer
\$75,000 - 99,999	189	5	3	7	0	4	5	37.8	59.7	Buyer
\$100,000 - 124,999	92	5	1	2	3	5	0	n/a	33.4	Buyer
\$125,000 - 149,999	102	3	3	2	0	4	2	51.0	49.2	Buyer
\$150,000 - 174,999	81	0	1	2	1	3	5	16.2	26.3	Buyer
\$175,000 - 199,999	92	2	1	0	5	1	1	92.0	40.4	Buyer
\$200,000 - 224,999	47	1	0	0	0	1	1	47.0	70.5	Buyer
\$225,000 - 249,999	83	1	1	1	3	1	0	n/a	54.5	Buyer
\$250,000 - 274,999	51	0	0	1	1	0	1	51.0	71.5	Buyer
\$275,000 - 299,999	63	0	0	0	0	0	1	63.0	193.0	Buyer
\$300,000 - 349,999	52	1	0	0	0	1	2	26.0	57.3	Buyer
\$350,000 - 399,999	68	1	0	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	54	0	0	1	0	1	0	n/a	169.0	Buyer
\$500,000 - 599,999	30	1	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	27	0	0	1	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	19	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	13	0	1	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	28	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>1,618</b>	<b>49</b>	<b>34</b>	<b>40</b>	<b>29</b>	<b>36</b>	<b>38</b>	<b>42.6</b>	<b>46.3</b>	<b>Buyer</b>

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

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 04/03/2014.*

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