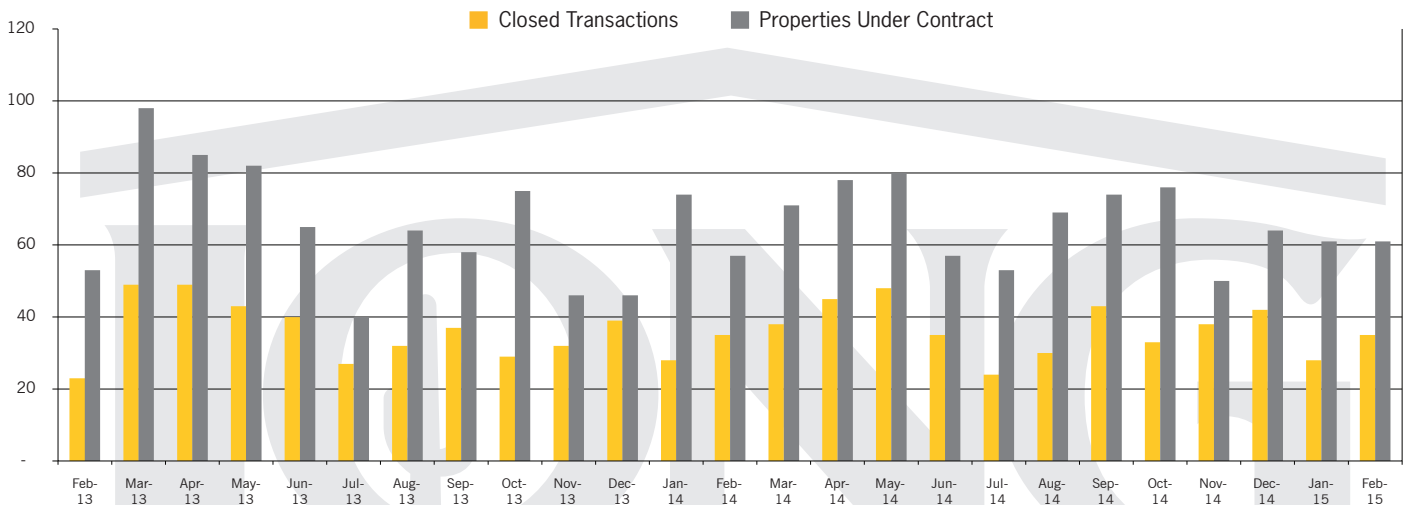




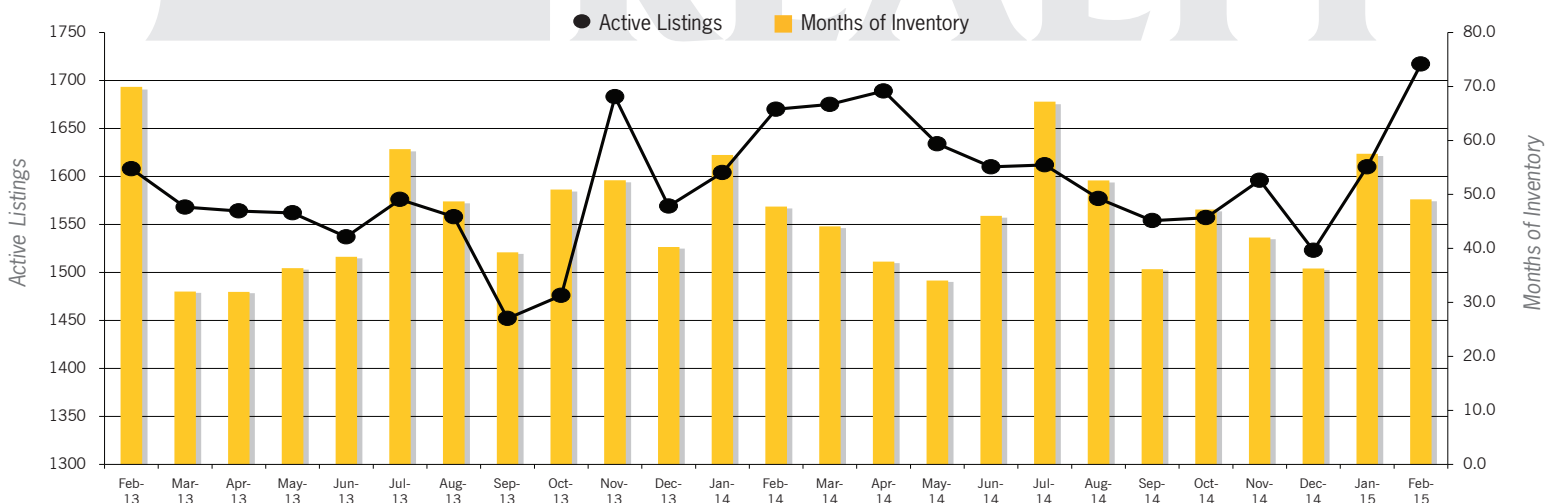
Tucson | March 2015

In the Tucson Lot and Land market, February 2015 active inventory was 1,717, a 3% increase from February 2014. There were 35 closings in February 2015, virtually unchanged from February 2014. Year-to-date 2015 there were 63 closings, virtually unchanged from year-to-date 2014. Months of Inventory was 49.1, up from 47.7 in February 2014. Median price of sold lots was \$85,000 for the month of February 2015, down 8% from February 2014. The Tucson Lot and Land area had 61 new properties under contract in February 2015, up 7% from February 2014.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LAND

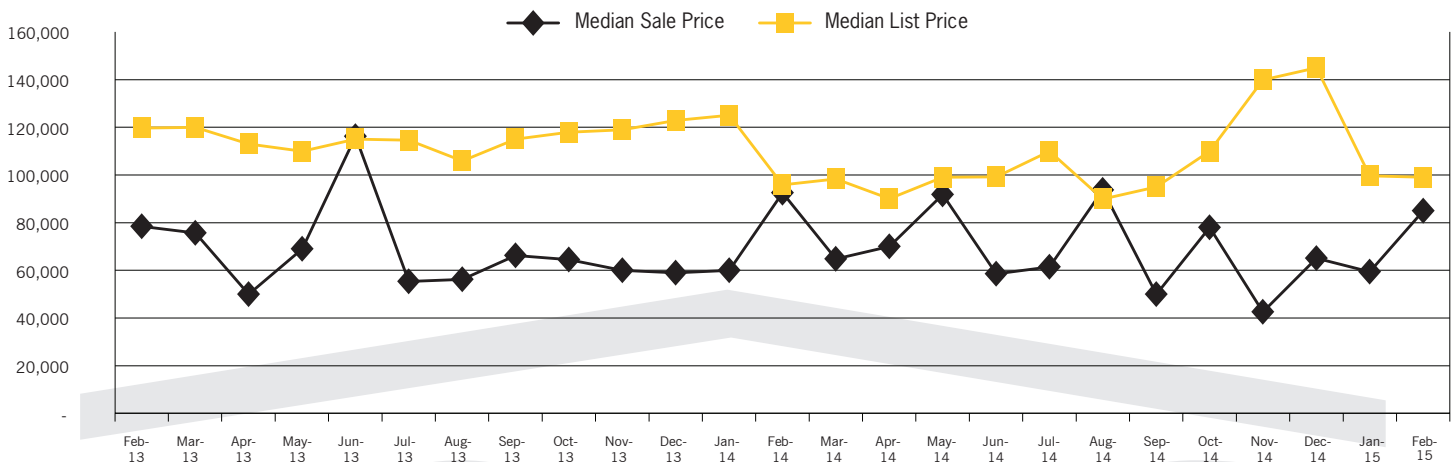


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 03/04/2015 is believed to be reliable, but not guaranteed.



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



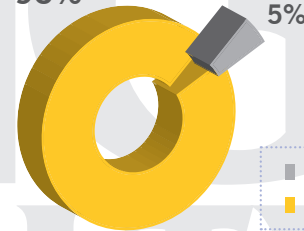
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LAND

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.

2014  
91%



2015 Year to Date  
95%

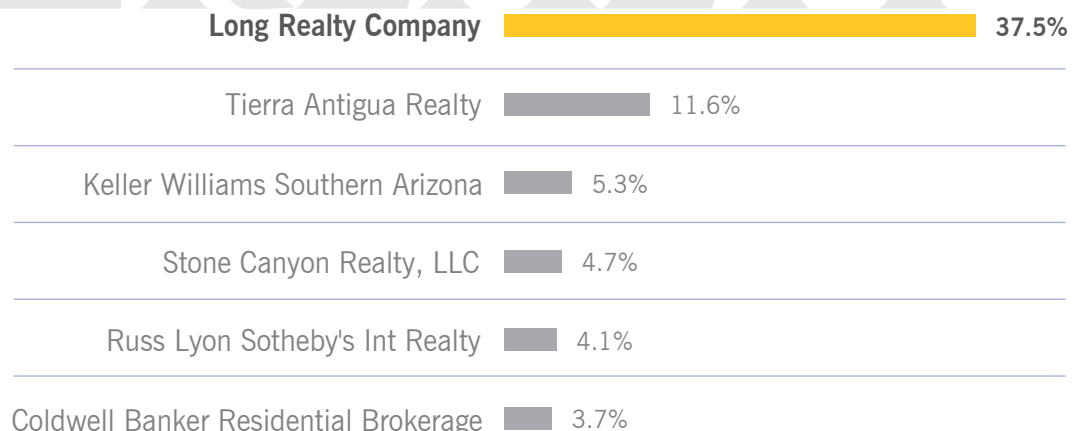


■ Distressed  
■ Non-Distressed

## MARKET SHARE – TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 03/04/2015 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 03/01/2014 – 02/28/2015 rounded to the nearest tenth of one percent and deemed to be correct.





# The Land Report

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## 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
		Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15			
\$1 - 49,999	461	24	14	21	13	14	12	38.4	32.1	Buyer
\$50,000 - 74,999	169	5	4	5	7	5	4	42.3	28.5	Buyer
\$75,000 - 99,999	191	3	6	2	3	3	4	47.8	56.6	Buyer
\$100,000 - 124,999	92	4	2	1	4	1	3	30.7	33.4	Buyer
\$125,000 - 149,999	115	2	2	1	3	2	3	38.3	40.4	Buyer
\$150,000 - 174,999	88	3	0	4	3	1	1	88.0	53.8	Buyer
\$175,000 - 199,999	91	4	2	2	1	1	0	n/a	121.5	Buyer
\$200,000 - 224,999	50	1	2	0	1	0	1	50.0	76.5	Buyer
\$225,000 - 249,999	83	0	0	0	2	1	3	27.7	35.7	Buyer
\$250,000 - 274,999	31	0	0	1	2	0	0	n/a	49.5	Buyer
\$275,000 - 299,999	52	1	1	0	0	1	3	17.3	35.3	Buyer
\$300,000 - 349,999	49	0	1	1	0	0	1	49.0	152.0	Buyer
\$350,000 - 399,999	55	0	1	0	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	53	0	1	0	0	0	0	n/a	n/a	n/a
\$500,000 - 599,999	24	0	0	0	1	0	0	n/a	74.0	Buyer
\$600,000 - 699,999	21	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	15	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	7	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	7	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	20	0	0	1	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>1,674</b>	<b>47</b>	<b>36</b>	<b>39</b>	<b>40</b>	<b>29</b>	<b>35</b>	<b>47.8</b>	<b>45.4</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 03/04/2015.*

*3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2014 - 02/28/2015. Information is believed to be reliable, but not guaranteed.*