

The Land Report

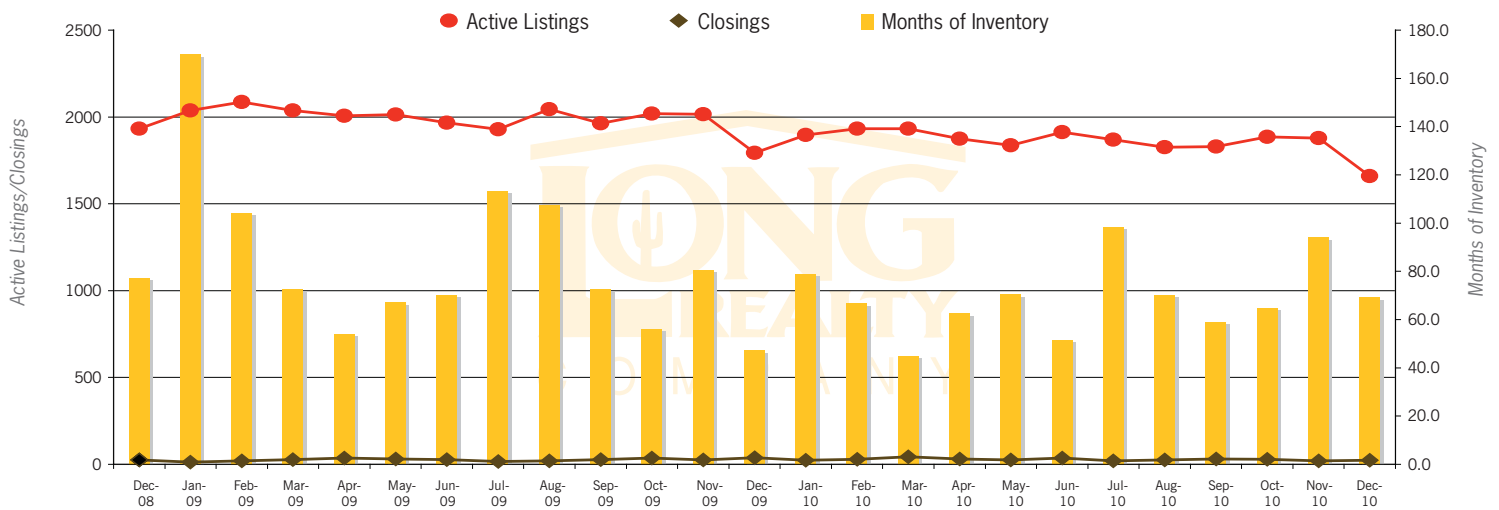
Powered by Long Realty Research Center



Tucson | January 2011

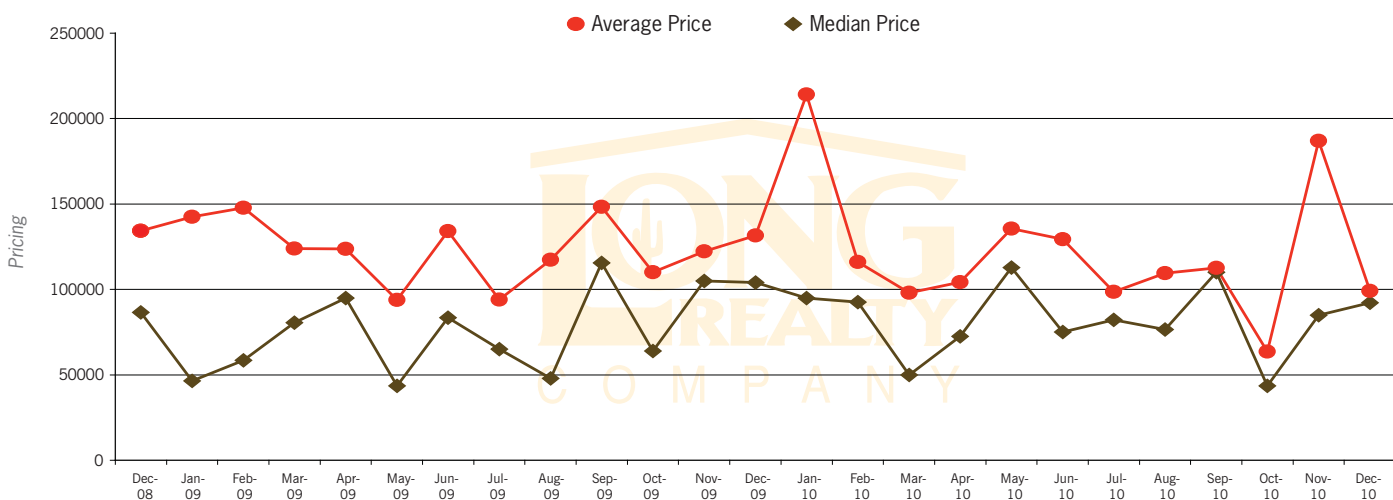
As of December 2010 active lots and land was 1,659, a 7% decrease from December 2009. There were 24 closings in December 2010, 37% below December 2009. Months of Inventory was 69.1, up from 47.2 in December 2009. Median price of sold lots and land properties was \$92,275 for the month of December 2010, down 11% from December 2009. There were 16 new lots and land properties under contract in December 2010, down 33% from December 2009.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 1/5/2011. Information is believed to be reliable, but not guaranteed. Months of Inventory (MOI) reflect the time period required to sell all the properties on the market given the number of closed transactions in the preceding month, provided no new product becomes available. This is an excellent benchmark to show the velocity of transactions in relation to the market inventories. This measurement is a broad one and will vary (in some cases dramatically) by price range, location and type of property.

Median and Average Price (Closed Sales)



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 1/5/2011. Information is believed to be reliable, but not guaranteed.

Rick Sack
 Foothills
 4051 E Sunrise Dr, Ste 101
 Tucson, Arizona 85718
 (520) 918-5477
 rick@BuyTucsonLots.com
 http://ricksack.LongRealty.com



The Land Report

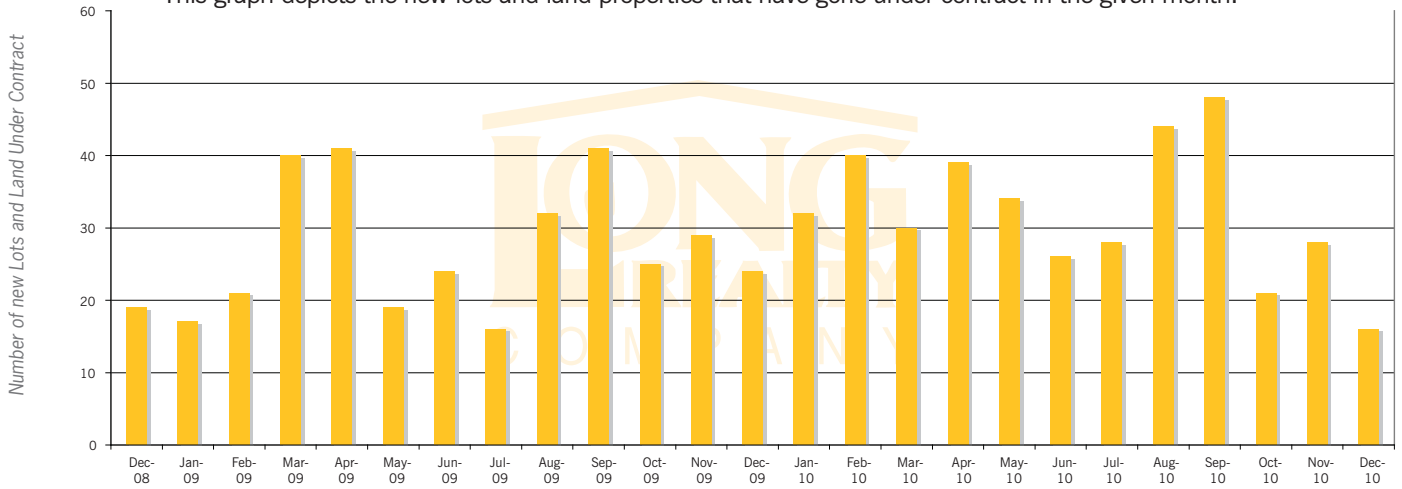
Powered by Long Realty Research Center



Tucson | January 2011

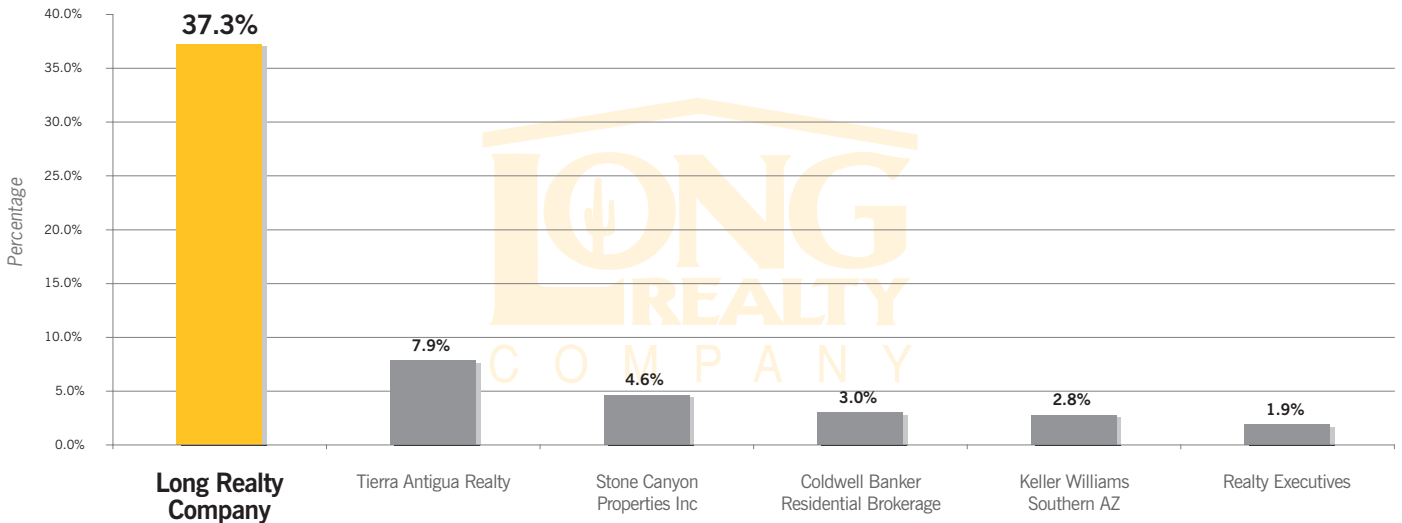
New Lots and Land Properties Under Contract

This graph depicts the new lots and land properties that have gone under contract in the given month.



These statistics are based on information obtained from the TARMLS using BrokerMetrics software on 1/5/2011. Information is believed to be reliable, but not guaranteed.

Lots and Land Market Share



Data Obtained 1/5/2011x from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 1/1/2010 - 12/31/2010 rounded to the nearest tenth on one percent and deemed to be correct.

Rick Sack
 Foothills
 4051 E Sunrise Dr, Ste 101
 Tucson, Arizona 85718
 (520) 918-5477
rick@BuyTucsonLots.com
<http://ricksack.LongRealty.com>



The Land Report

Powered by Long Realty Research Center



Tucson | January 2011

Price Banded Market Report Residential Homes

Price Band	Land and Lots on the Market		Land and Lots Sold/Closed					Months of Inventory	
	Dec-10		Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	
\$1 - 49,999	265		6	9	8	16	9	7	37.9
\$50,000 - 74,999	158		2	1	5	4	2	4	39.5
\$75,000 - 99,999	193		4	6	1	5	0	1	193.0
\$100,000 - 124,999	85		3	4	6	1	1	3	28.3
\$125,000 - 149,999	114		1	3	6	1	2	2	57.0
\$150,000 - 174,999	95		1	1	1	2	0	3	31.7
\$175,000 - 199,999	132		1	1	0	1	2	2	66.0
\$200,000 - 224,999	55		0	0	0	0	0	1	55.0
\$225,000 - 249,999	69		0	0	0	0	1	1	69.0
\$250,000 - 274,999	35		0	0	2	0	0	0	n/a
\$275,000 - 299,999	75		0	0	0	0	0	0	n/a
\$300,000 - 349,999	67		0	0	2	0	0	0	n/a
\$350,000 - 399,999	86		0	0	0	0	0	0	n/a
\$400,000 - 499,999	60		1	1	1	0	0	0	n/a
\$500,000 - 749,999	65		0	1	0	0	4	0	n/a
\$750,000 - 999,999	32		0	0	0	0	0	0	n/a
\$1,000,000 - and over	46		0	0	0	0	0	0	n/a

These statistics are based on information obtained from the TARMLS using Brokermetrics software on 1/5/2011. Information is believed to be reliable, but not guaranteed. Months of Inventory (MOI) reflect the time period required to sell all the properties on the market given the number of closed transactions in the preceding month, provided no new product becomes available. This is an excellent benchmark to show the velocity of transactions in relation to the market inventories. This measurement is a broad one and will vary (in some cases dramatically) by price range, location and type of property.

Real estate is in fact very localized. Market conditions can vary greatly by not only geographic area but also by price range, as demonstrated in the above Long Realty Research Center chart. Find the price range of interest to you to track relevant market conditions, and contact me for a more in-depth analysis.

Rick Sack
Foothills
4051 E Sunrise Dr, Ste 101
Tucson, Arizona 85718
(520) 918-5477
rick@BuyTucsonLots.com
<http://ricksack.LongRealty.com>

