

The Land Report

Powered by Long Realty Research Center



Tucson | December 2010

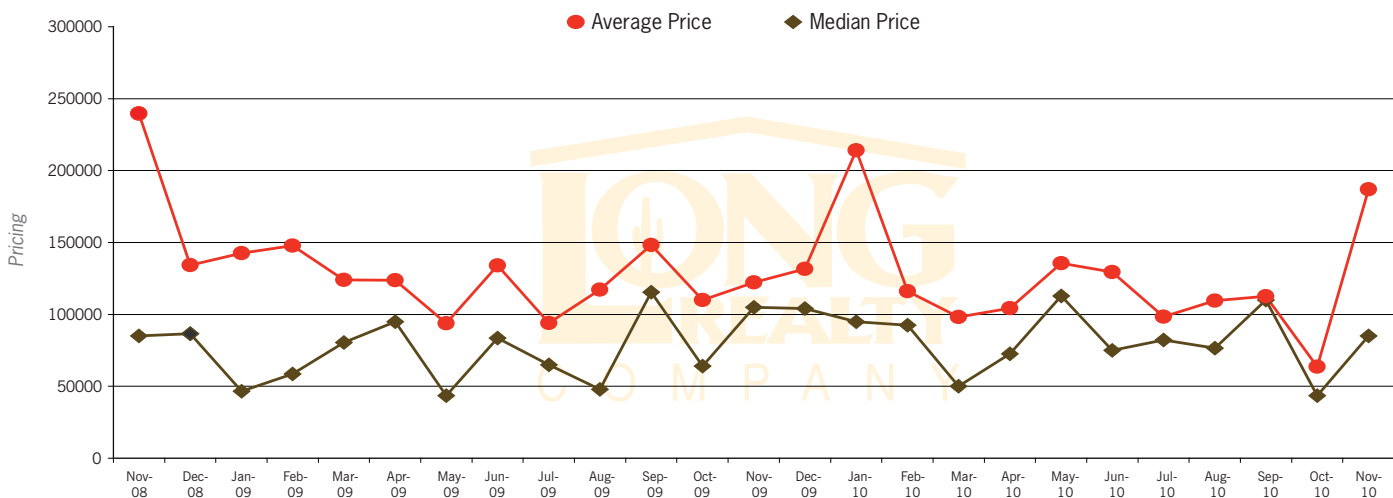
As of November 2010 active lots and land was 1,879, a 7% decrease from November 2009. There were 20 closings in November 2010, 20% below November 2009. Months of Inventory was 94.0, up from 80.6 in November 2009. Median price of sold lots and land properties was \$85,000 for the month of November 2010, down 19% from November 2009. There were 28 new lots and land properties under contract in November 2010, down 3% from November 2009.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 12/03/2010. 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 12/03/2010. 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

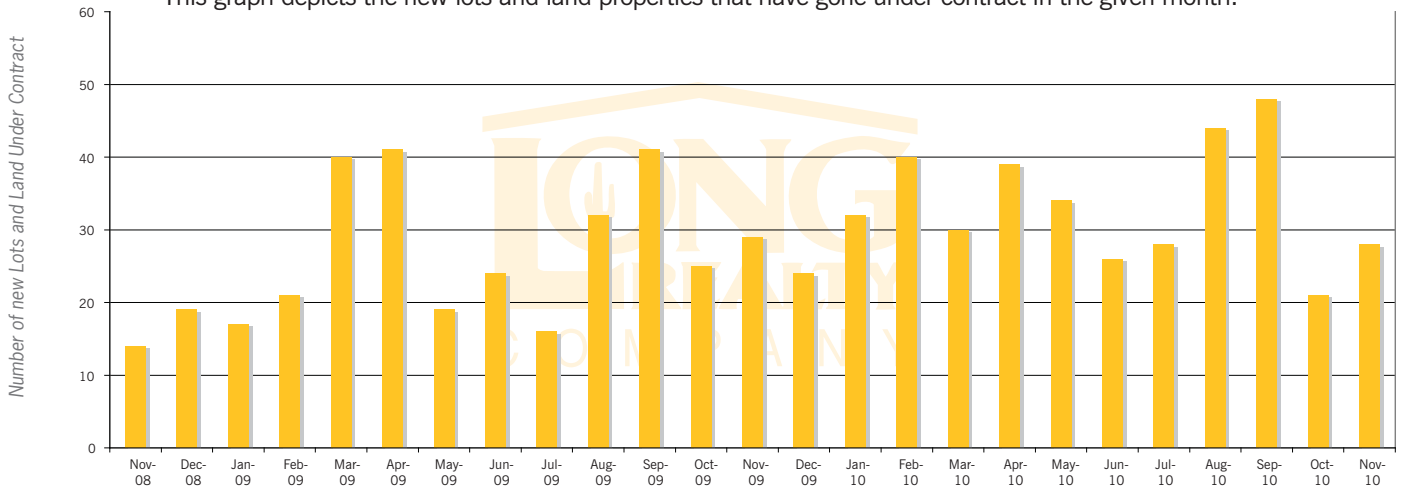
Powered by Long Realty Research Center



Tucson | December 2010

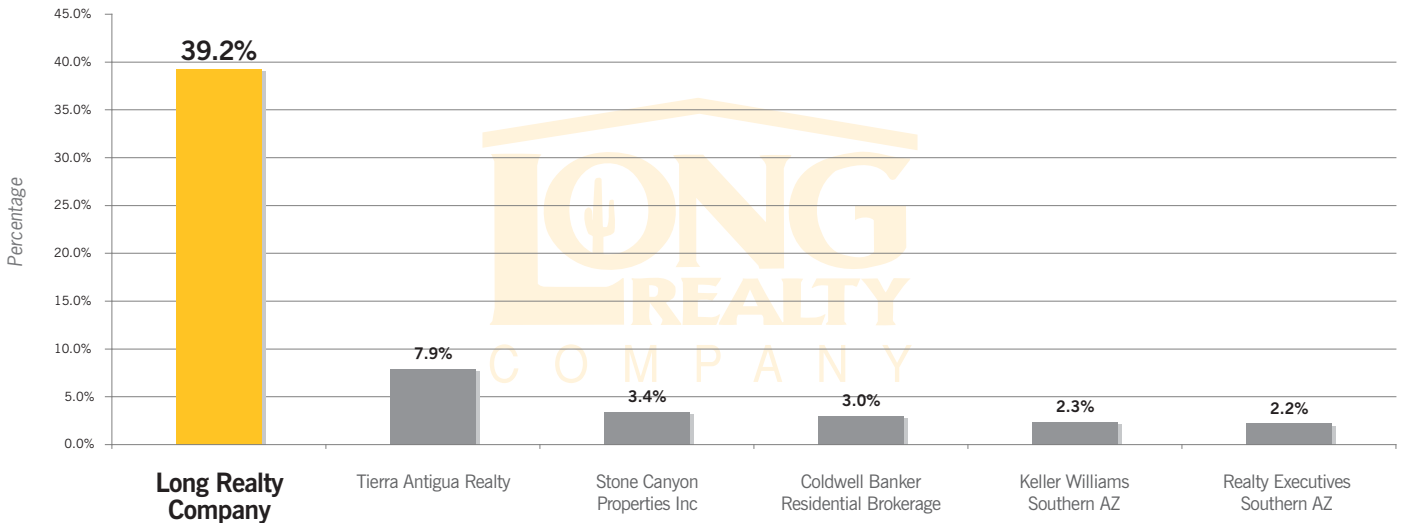
New Lots and Land Properties Under Contract

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 12/03/2010. Information is believed to be reliable, but not guaranteed.

Lots and Land Market Share



Data Obtained 12/03/2010x from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 12/1/2009 - 11/30/2010 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 | December 2010

Price Banded Market Report Residential Homes

Price Band	Land and Lots on the Market		Land and Lots Sold/Closed					Months of Inventory	
	Nov-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10		
\$1 - 49,999	331	13	6	9	8	16	9	36.8	
\$50,000 - 74,999	173	5	2	1	5	4	2	86.5	
\$75,000 - 99,999	215	4	4	6	1	5	0	n/a	
\$100,000 - 124,999	92	3	3	4	6	1	1	92.0	
\$125,000 - 149,999	142	1	1	3	6	1	2	71.0	
\$150,000 - 174,999	103	2	1	1	1	2	0	n/a	
\$175,000 - 199,999	157	2	1	1	0	1	2	78.5	
\$200,000 - 224,999	58	1	0	0	0	0	0	n/a	
\$225,000 - 249,999	75	0	0	0	0	0	1	75.0	
\$250,000 - 274,999	43	0	0	0	1	0	0	n/a	
\$275,000 - 299,999	79	1	0	0	0	0	0	n/a	
\$300,000 - 349,999	71	1	0	0	2	0	0	n/a	
\$350,000 - 399,999	88	0	0	0	0	0	0	n/a	
\$400,000 - 499,999	71	0	1	1	1	0	0	n/a	
\$500,000 - 749,999	71	2	0	1	0	0	4	17.8	
\$750,000 - 999,999	36	0	0	0	0	0	0	n/a	
\$1,000,000 - and over	50	0	0	0	0	0	0	n/a	

These statistics are based on information obtained from the TARMLS using Brokermetrics software on 12/03/2010. 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>

