

The Land Report

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Tucson | September 2011

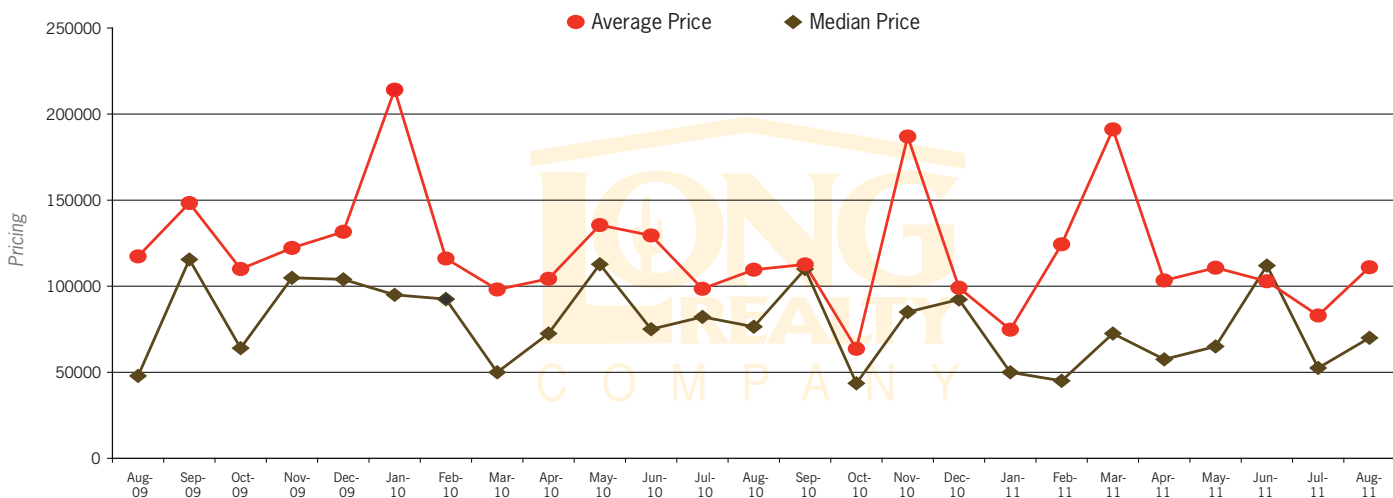
As of August 2011 active lots and land was 1,772, a 3% decrease from August 2010. There were 13 closings in August 2011, 50% below August 2010. Months of Inventory was 136.3, up from 70.2 in August 2010. Median price of sold lots and land properties was \$70,000 for the month of August 2011, down 8% from August 2010. There were 24 new lots and land properties under contract in August 2011, down 45% from August 2010.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 9/6/2011. 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)



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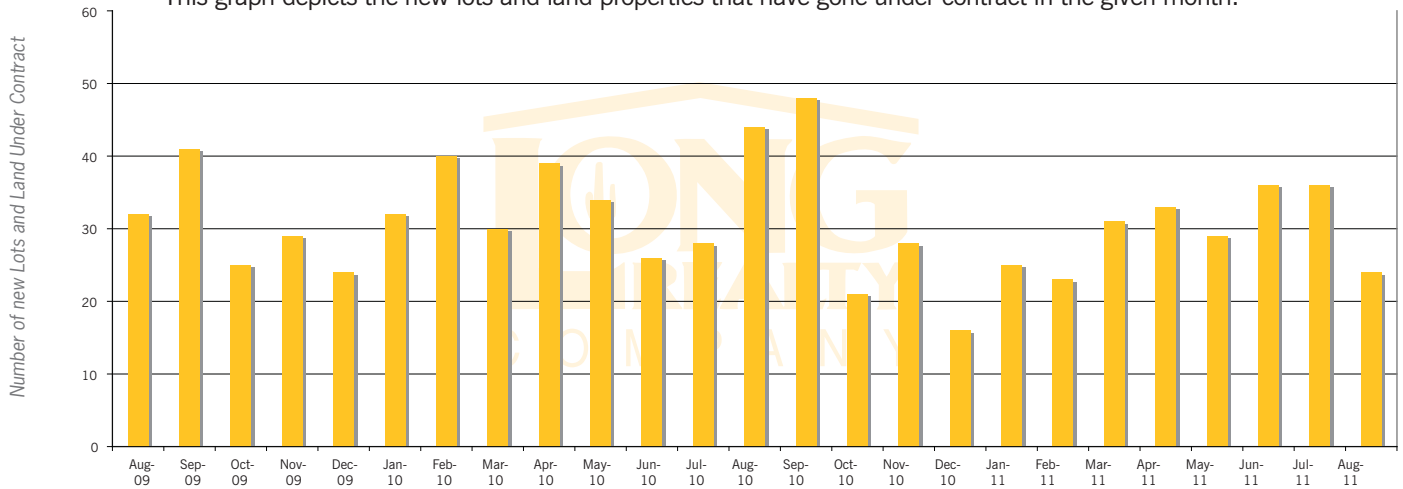
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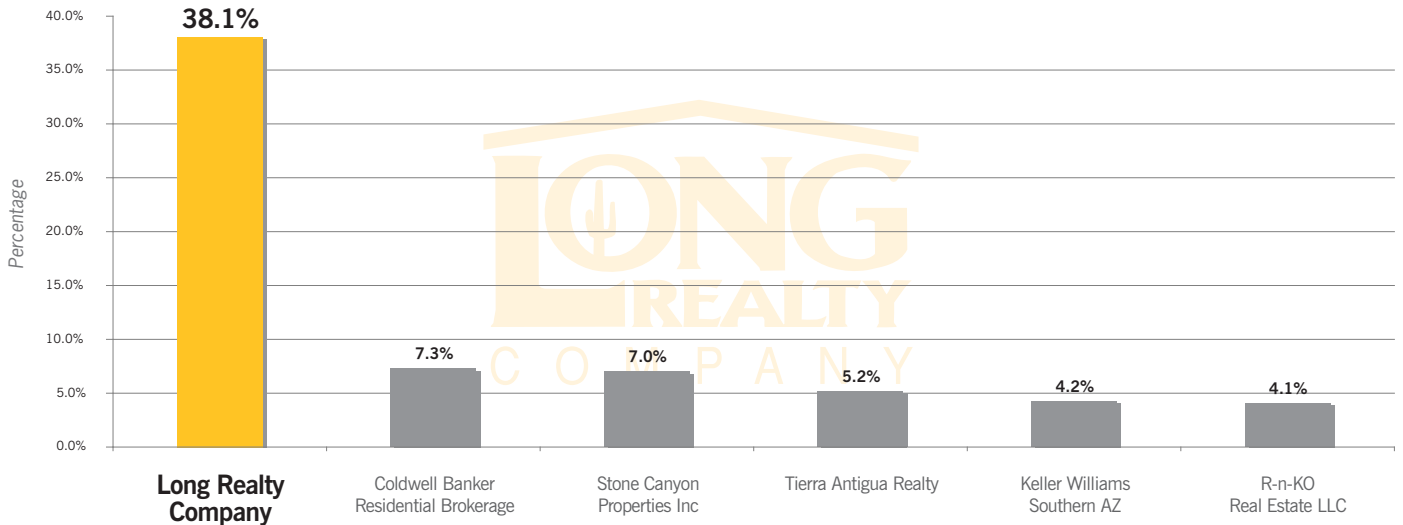
New Lots and Land Properties Under Contract

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



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Lots and Land Market Share



Data Obtained 9/6/2011 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 9/1/2010-8/30/2011 rounded to the nearest tenth on one percent and deemed to be correct.

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Price Banded Market Report Residential Homes

Price Band	Homes Sold/Closed							Months of Inventory
	Aug-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	
\$1 - 49,999	376	11	15	13	14	14	5	75.2
\$50,000 - 74,999	172	5	3	5	5	3	2	86.0
\$75,000 - 99,999	195	3	1	3	0	2	2	97.5
\$100,000 - 124,999	94	0	1	3	2	1	0	n/a
\$125,000 - 149,999	108	2	3	1	7	1	0	n/a
\$150,000 - 174,999	114	0	3	0	1	3	1	114.0
\$175,000 - 199,999	127	3	3	2	3	1	0	n/a
\$200,000 - 224,999	50	1	1	0	2	1	1	50.0
\$225,000 - 249,999	71	0	0	1	0	0	0	n/a
\$250,000 - 274,999	52	0	2	1	0	1	0	n/a
\$275,000 - 299,999	71	2	1	0	0	0	0	n/a
\$300,000 - 349,999	70	0	0	1	3	0	2	35.0
\$350,000 - 399,999	58	0	0	1	0	0	0	n/a
\$400,000 - 499,999	49	0	0	1	0	0	0	n/a
\$500,000 - 749,999	69	0	1	0	0	0	0	n/a
\$750,000 - 999,999	38	2	0	0	0	0	0	n/a
\$1,000,000 - and over	38	1	0	0	0	0	0	n/a
TOTAL	1,752	30	34	32	37	27	13	134.8

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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.

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