# The Housing Report

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Sahuarita | November 2012

As of October 2012 active inventory was 131, a 5% decrease from October 2011. There were 49 closings in October 2012, 9% below October 2011. Months of Inventory was 2.7, up from 2.6 in October 2011. Median price of sold homes was $168,000 for the month of October 2012, up 19% from October 2011. Sahuarita had 50 new properties under contract in October 2012, down 25% from October 2011.

Months of Inventory, Active Listings and Closings
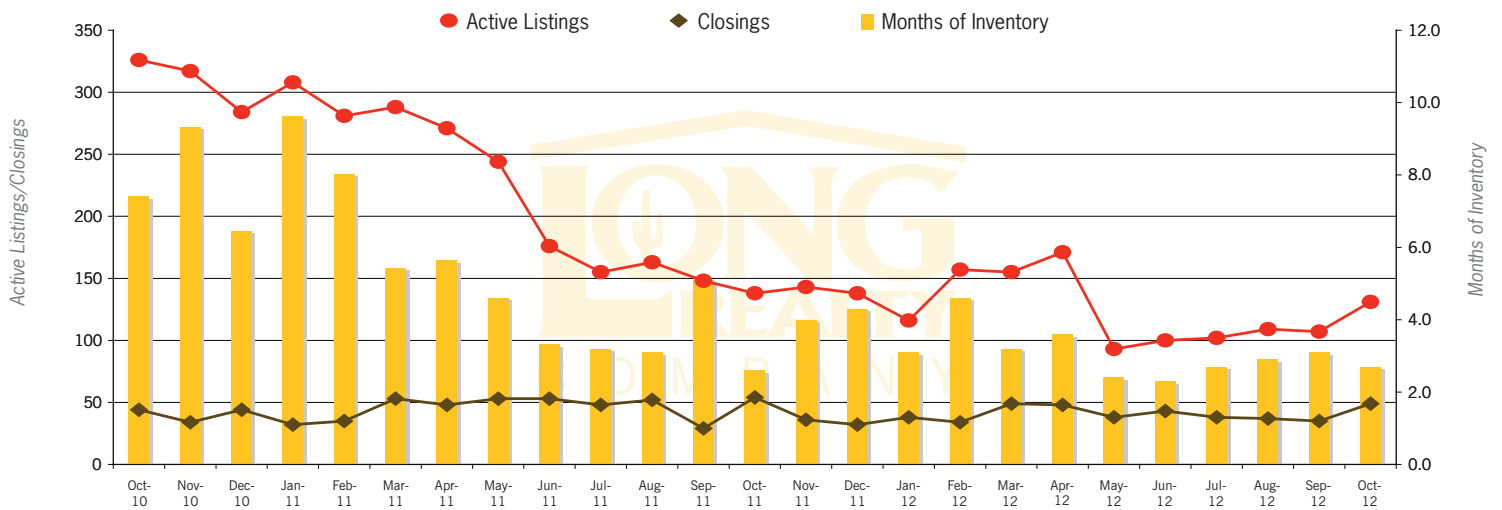
Legend: ● Active Listings ◆ Closings ▮ Months of Inventory

These statistics are based on information obtained from the *TARMLS* on 11/5/2012 using Brokermetrics software. 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)
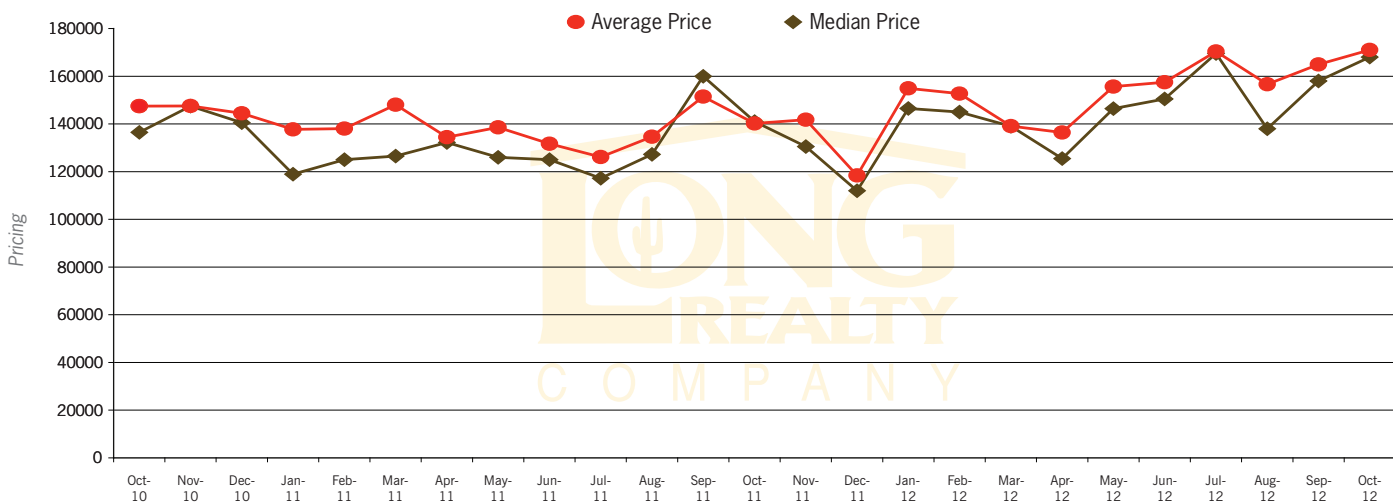
Legend: ● Average Price ◆ Median Price

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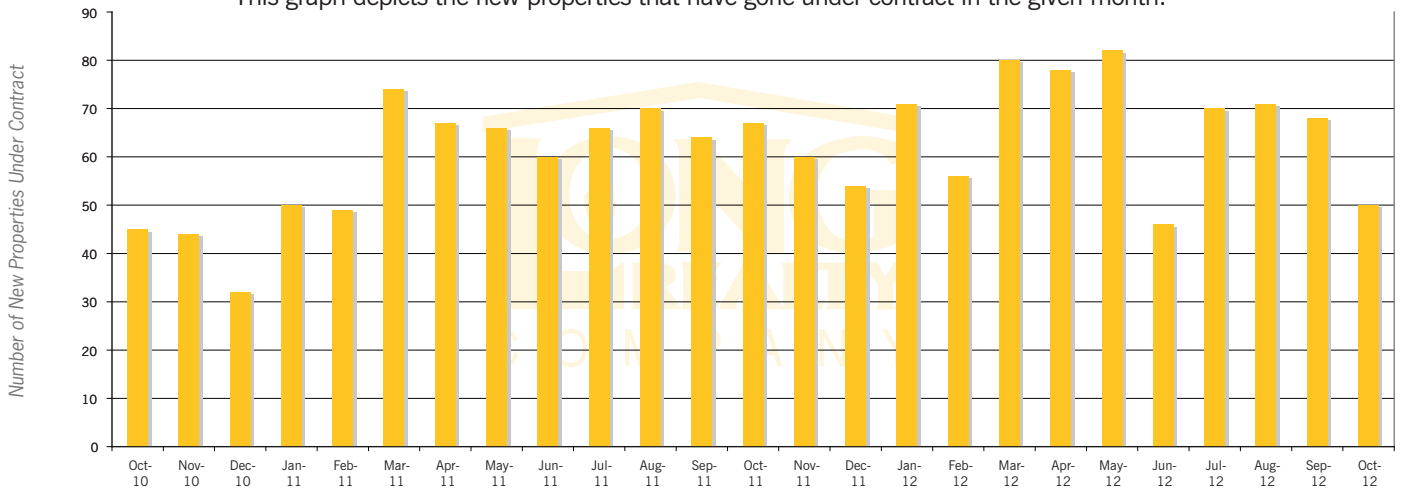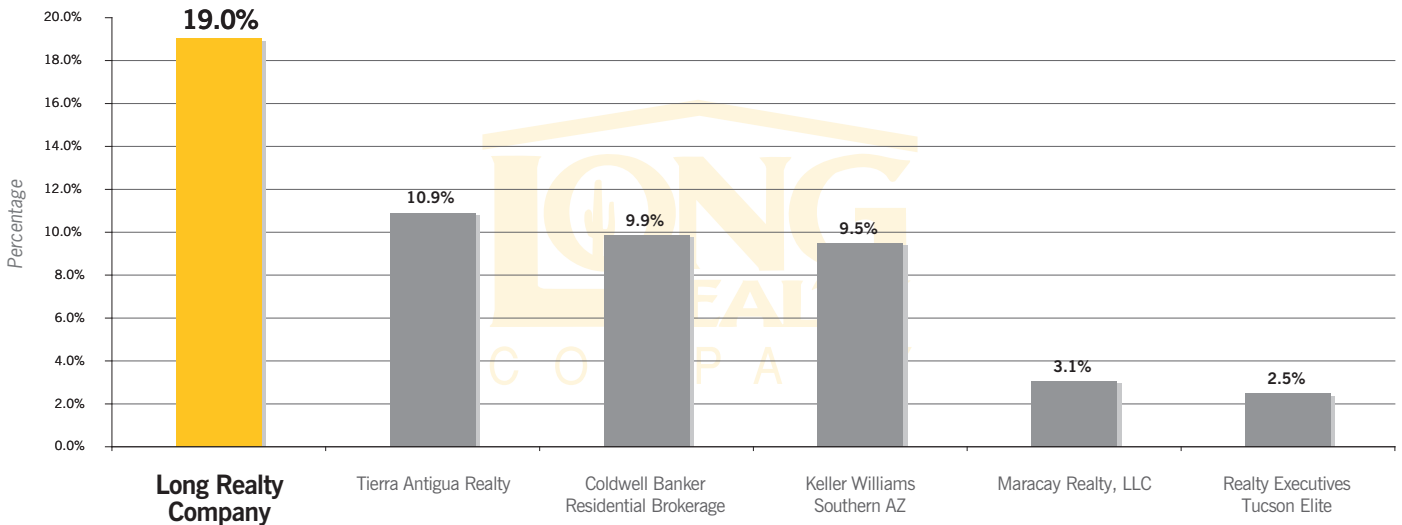
New Properties Under Contract

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

Number of New Properties Under Contract

Month	Value
Oct-10	45
Nov-10	44
Dec-10	32
Jan-11	50
Feb-11	49
Mar-11	74
Apr-11	67
May-11	66
Jun-11	60
Jul-11	66
Aug-11	70
Sep-11	64
Oct-11	67
Nov-11	60
Dec-11	54
Jan-12	71
Feb-12	56
Mar-12	80
Apr-12	78
May-12	82
Jun-12	46
Jul-12	70
Aug-12	71
Sep-12	68
Oct-12	50

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Market Share

Company	Percentage
Long Realty Company	19.0%
Tierra Antigua Realty	10.9%
Coldwell Banker Residential Brokerage	9.9%
Keller Williams Southern AZ	9.5%
Maracay Realty, LLC	3.1%
Realty Executives Tucson Elite	2.5%

Data Obtained 11/5/2012 from TARMLS using BrokerMetrics software for all closed residential sales volume between 11/1/2011-10/31/2012 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	Active Listings	Homes Sold/Closed						Months of Inventory
	Oct-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	
$1 - 49,999	3	0	0	0	0	0	2	1.5
$50,000 - 74,999	2	2	3	1	1	0	1	2.0
$75,000 - 99,999	13	5	2	5	5	3	1	13.0
$100,000 - 124,999	12	4	11	4	6	2	3	4.0
$125,000 - 149,999	19	10	7	5	12	9	11	1.7
$150,000 - 174,999	21	5	8	7	3	12	8	2.6
$175,000 - 199,999	16	10	8	7	6	5	8	2.0
$200,000 - 224,999	9	2	6	1	3	5	5	1.8
$225,000 - 249,999	11	4	3	5	2	2	6	1.8
$250,000 - 274,999	9	1	1	7	2	0	1	9.0
$275,000 - 299,999	7	0	1	0	1	0	2	3.5
$300,000 - 349,999	4	0	1	0	1	1	1	4.0
$350,000 - 399,999	4	1	0	0	0	0	0	n/a
$400,000 - 499,999	0	0	0	0	0	0	0	n/a
$500,000 - 599,999	0	0	0	0	0	0	0	n/a
$600,000 - 699,999	0	0	0	0	0	0	0	n/a
$700,000 - 799,999	1	0	0	0	0	0	0	n/a
$800,000 - 899,999	0	0	0	0	0	0	0	n/a
$900,000 - 999,999	0	0	0	0	0	0	0	n/a
$1,000,000 - and over	0	0	0	0	0	0	0	n/a
TOTAL	**131**	**44**	**51**	**42**	**42**	**39**	**49**	**2.7**

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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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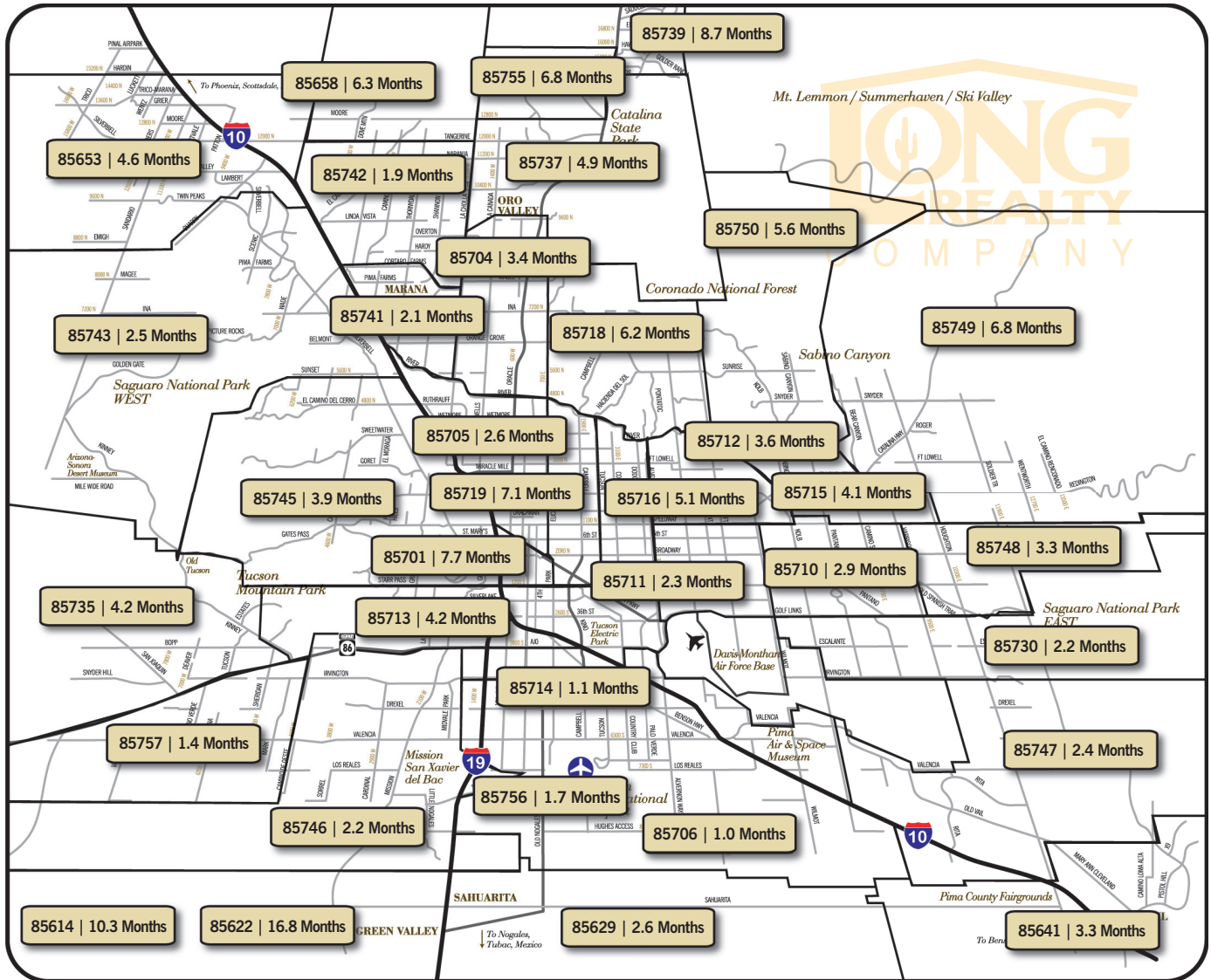(520) 818-4504
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Months of Inventory by Zip Code

85739 | 8.7 Months
85658 | 6.3 Months
85755 | 6.8 Months
85653 | 4.6 Months
85742 | 1.9 Months
85737 | 4.9 Months
85750 | 5.6 Months
85704 | 3.4 Months
85743 | 2.5 Months
85741 | 2.1 Months
85718 | 6.2 Months
85749 | 6.8 Months
85705 | 2.6 Months
85712 | 3.6 Months
85745 | 3.9 Months
85719 | 7.1 Months
85716 | 5.1 Months
85715 | 4.1 Months
85701 | 7.7 Months
85748 | 3.3 Months
85711 | 2.3 Months
85710 | 2.9 Months
85735 | 4.2 Months
85713 | 4.2 Months
85730 | 2.2 Months
85714 | 1.1 Months
85757 | 1.4 Months
85747 | 2.4 Months
85756 | 1.7 Months
85746 | 2.2 Months
85706 | 1.0 Months
85614 | 10.3 Months
85622 | 16.8 Months
85629 | 2.6 Months
85641 | 3.3 Months

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Months of Inventory (MOI) is a good indicator of market health, taking into account both current inventory and sales rates. As a rule of thumb, a market is considered "balanced" when Months of Inventory is around 6. As you can see by this Long Realty Research Center map, market conditions can vary significantly by area. Contact me to get Months of Inventory information for your specific neighborhood.

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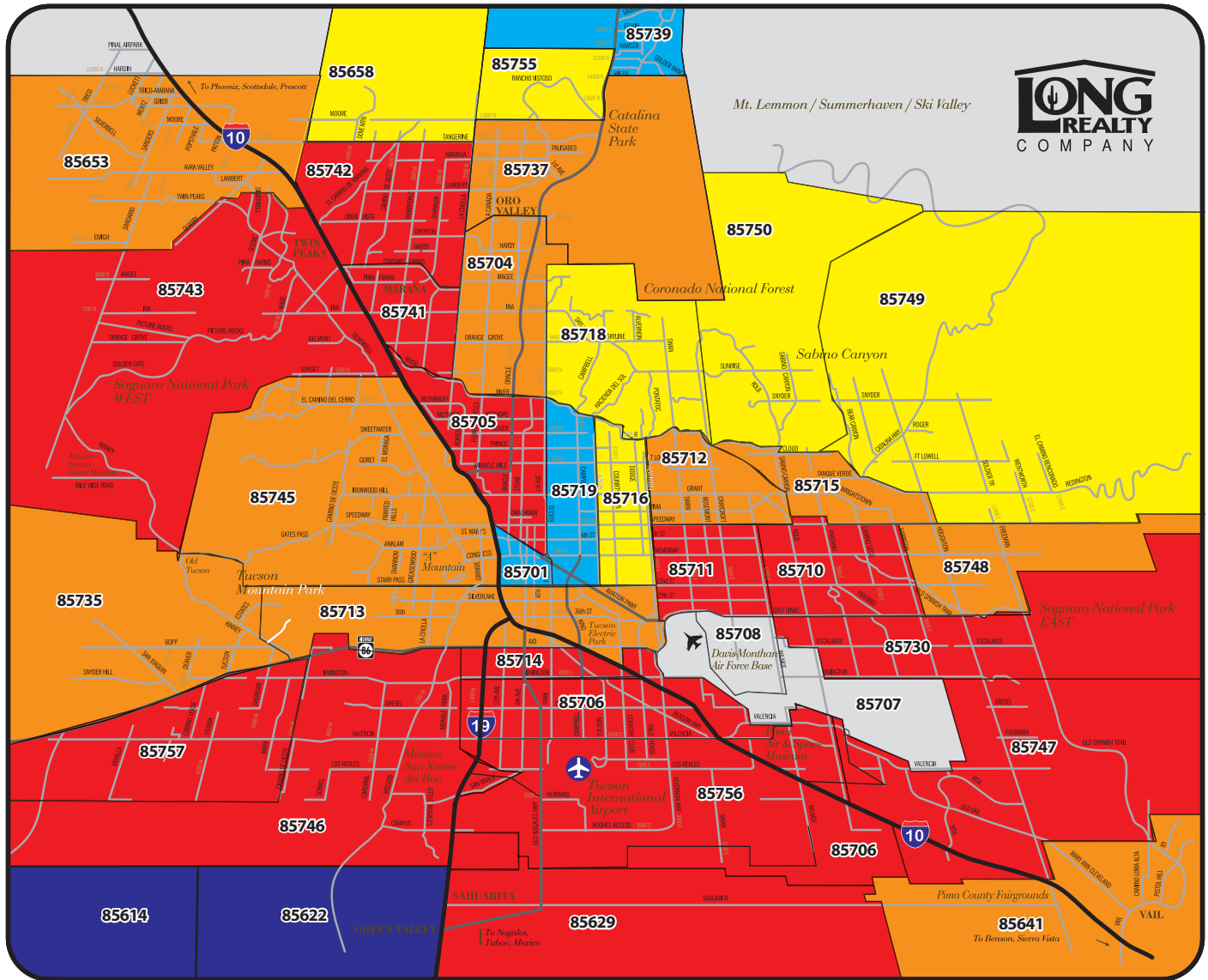Stephen@TeamWoodall.com
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Months of Inventory Heat Map by Zip Code

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MONTHS   MARKET

Months	Market
0-2	Seller's Market
3-4	
5-6	Normal Market
7-8	
9+	Buyer's Market

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