

The Housing Report

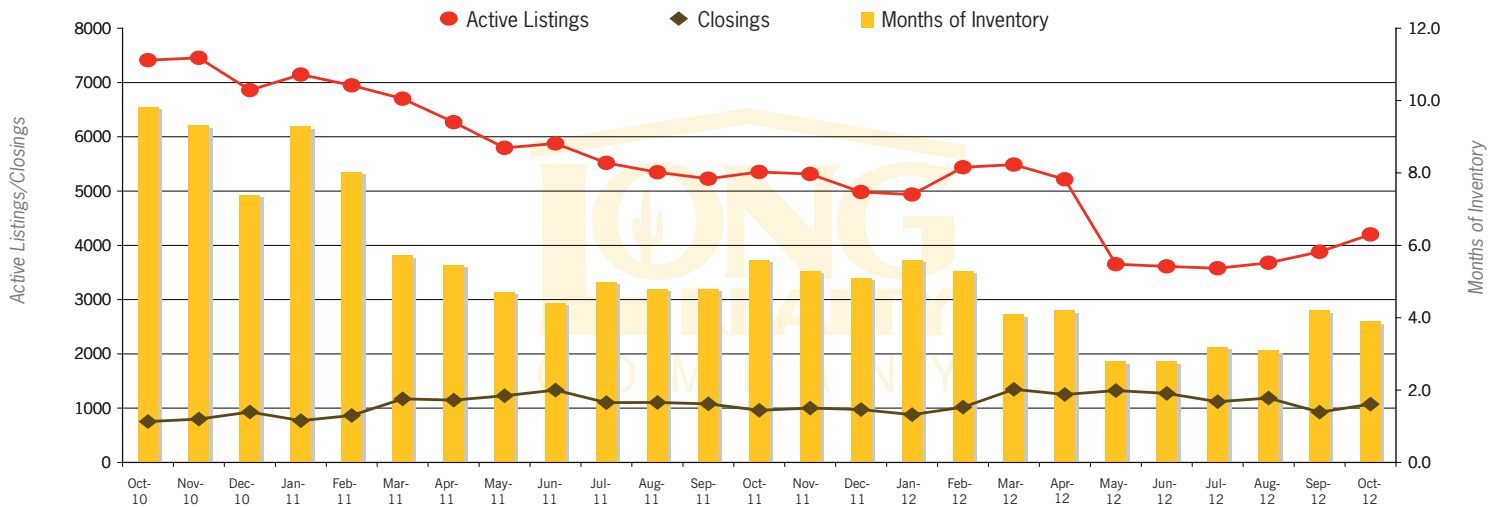
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Tucson Main Market | November 2012

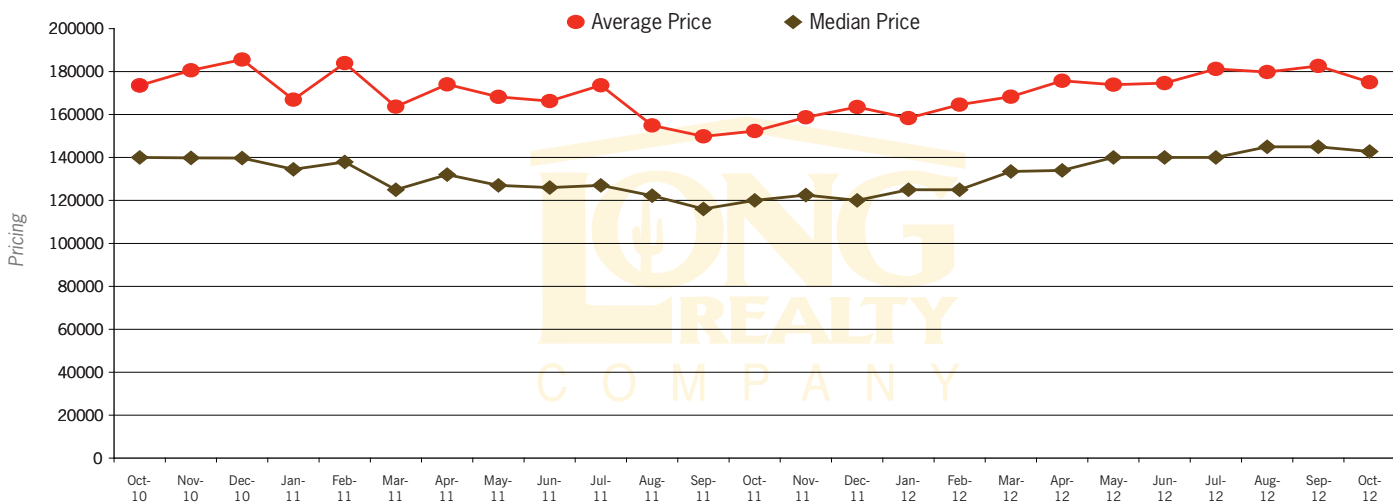
As of October 2012 active inventory was 4,201, a 22% decrease from October 2011. There were 1,074 closings in October 2012, 12% above October 2011. Months of Inventory was 3.9, down from 5.6 in October 2011. Median price of sold homes was \$142,750 for the month of October 2012, up 19% from October 2011. The Tucson Market had 1,451 new properties under contract in October 2012, up 7% from October 2011.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 11/5/2012. 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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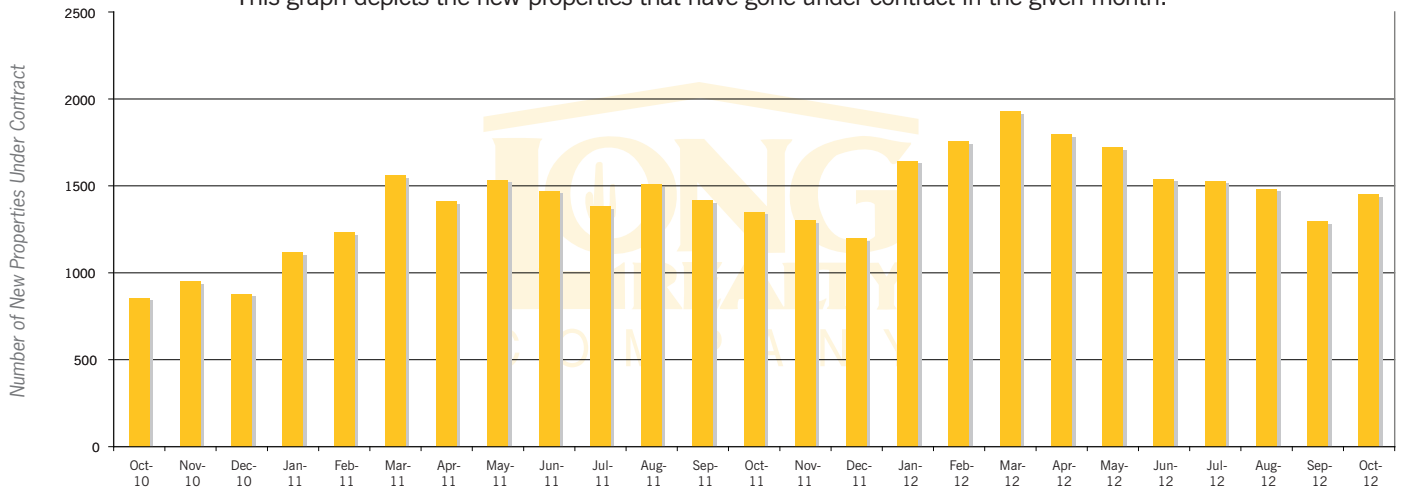
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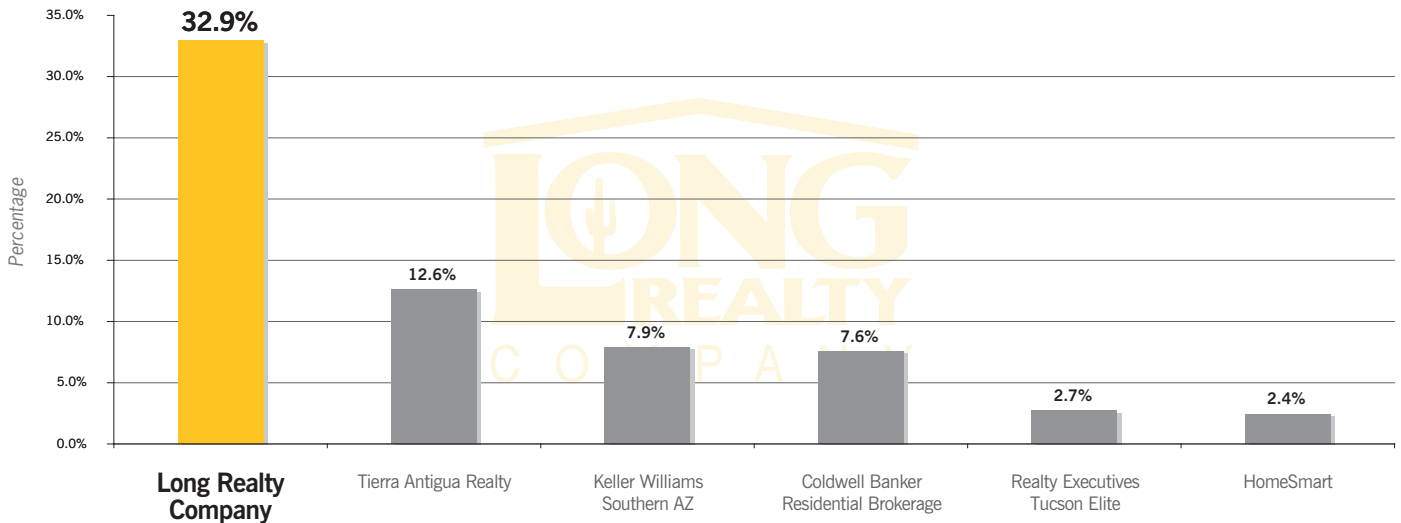
New Properties Under Contract

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



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Market Share



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	196	114	106	87	81	70	101	1.9
\$50,000 - 74,999	233	148	117	115	113	78	77	3.0
\$75,000 - 99,999	322	173	148	126	150	130	146	2.2
\$100,000 - 124,999	285	173	183	166	155	127	109	2.6
\$125,000 - 149,999	398	179	187	143	154	123	138	2.9
\$150,000 - 174,999	278	143	139	132	141	111	116	2.4
\$175,000 - 199,999	366	111	106	72	96	81	84	4.4
\$200,000 - 224,999	216	66	80	65	75	55	59	3.7
\$225,000 - 249,999	248	69	47	58	58	40	49	5.1
\$250,000 - 274,999	163	50	38	50	42	34	33	4.9
\$275,000 - 299,999	212	31	38	27	43	18	27	7.9
\$300,000 - 349,999	260	40	50	45	44	43	48	5.4
\$350,000 - 399,999	208	39	36	31	26	31	26	8.0
\$400,000 - 499,999	223	40	31	29	36	28	31	7.2
\$500,000 - 599,999	140	12	18	13	14	10	10	14.0
\$600,000 - 699,999	102	5	12	8	11	3	3	34.0
\$700,000 - 799,999	62	4	4	9	8	3	1	62.0
\$800,000 - 899,999	56	6	1	3	1	3	3	18.7
\$900,000 - 999,999	27	0	4	2	2	1	0	n/a
\$1,000,000 - and over	154	9	4	9	5	9	8	19.3
TOTAL	4,149	1,412	1,349	1,190	1,255	998	1,069	3.9

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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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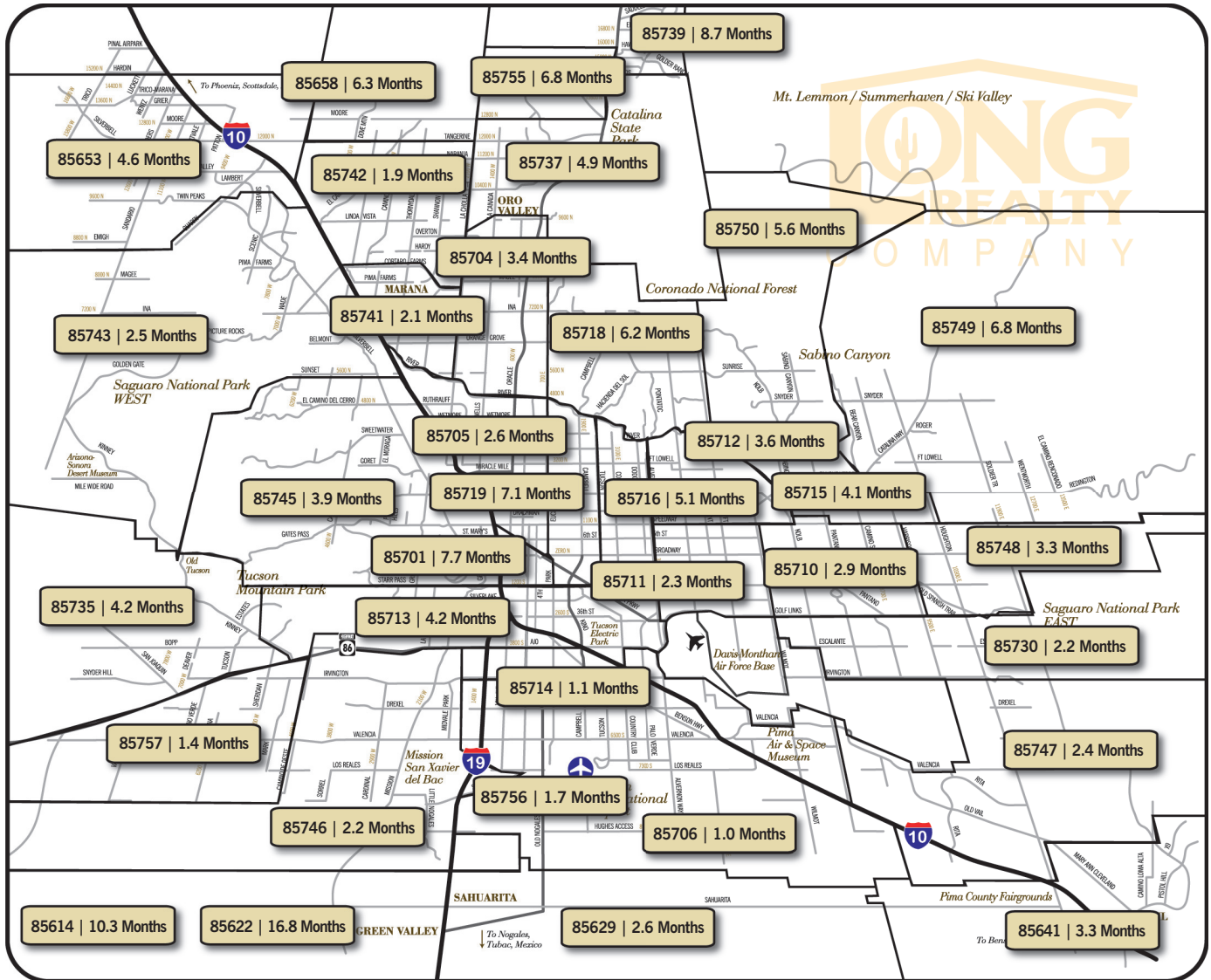
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Months of Inventory by Zip Code



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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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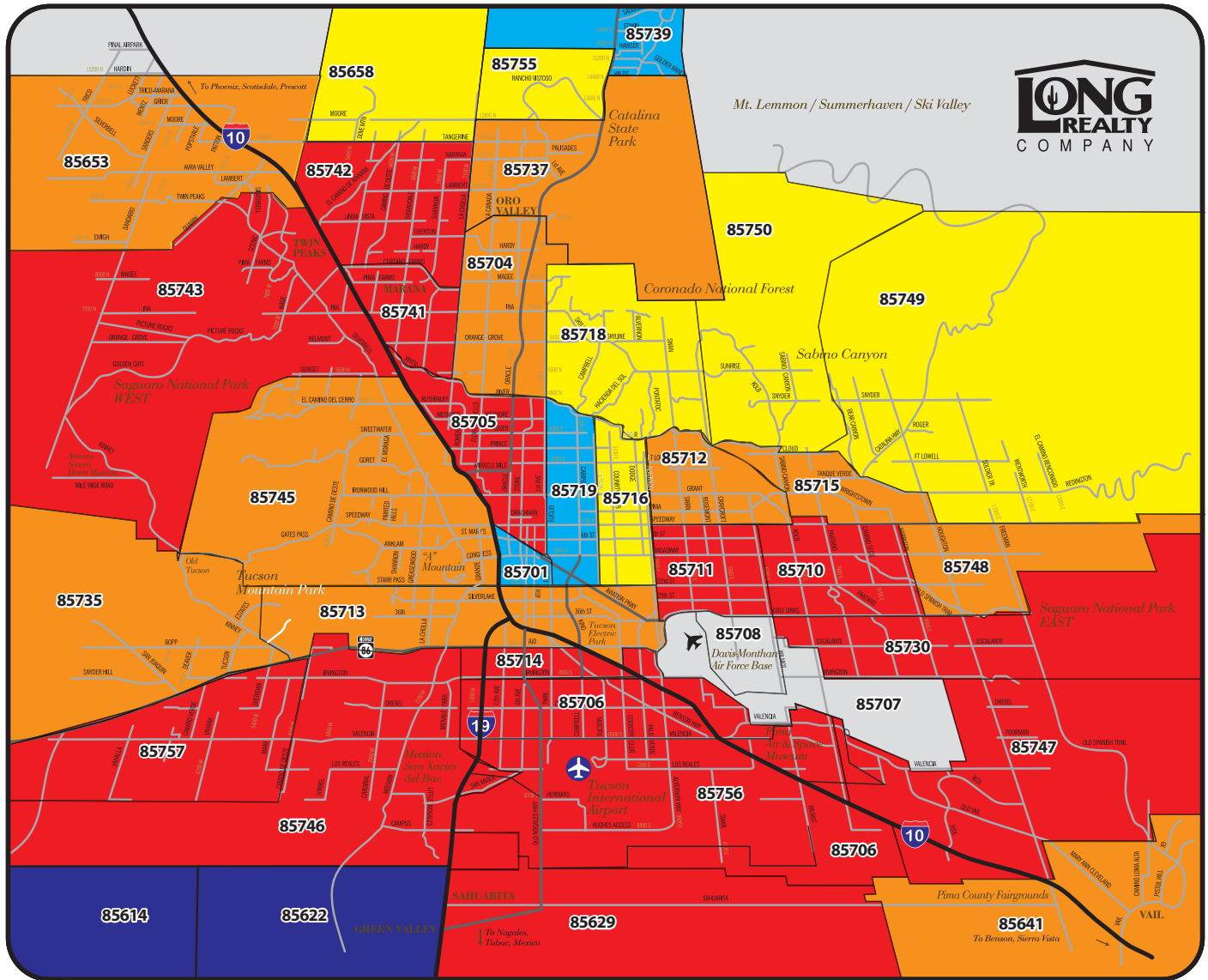
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Months of Inventory Heat Map by Zip Code



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

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