The Housing Report

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Sahuarita | December 2012

As of November 2012 active inventory was 152, a 6% increase from November 2011. There were 48 closings in November 2012, 33% above November 2011. Months of Inventory was 3.2, down from 4.0 in November 2011. Median price of sold homes was $149,500 for the month of November 2012, up 15% from November 2011. Sahuarita had 50 new properties under contract in November 2012, down 17% from November 2011.

Months of Inventory, Active Listings and Closings

● Active Listings   ◆ Closings   ▮ Months of Inventory

These statistics are based on information obtained from the *TARMLS* on 12/5/2012 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)
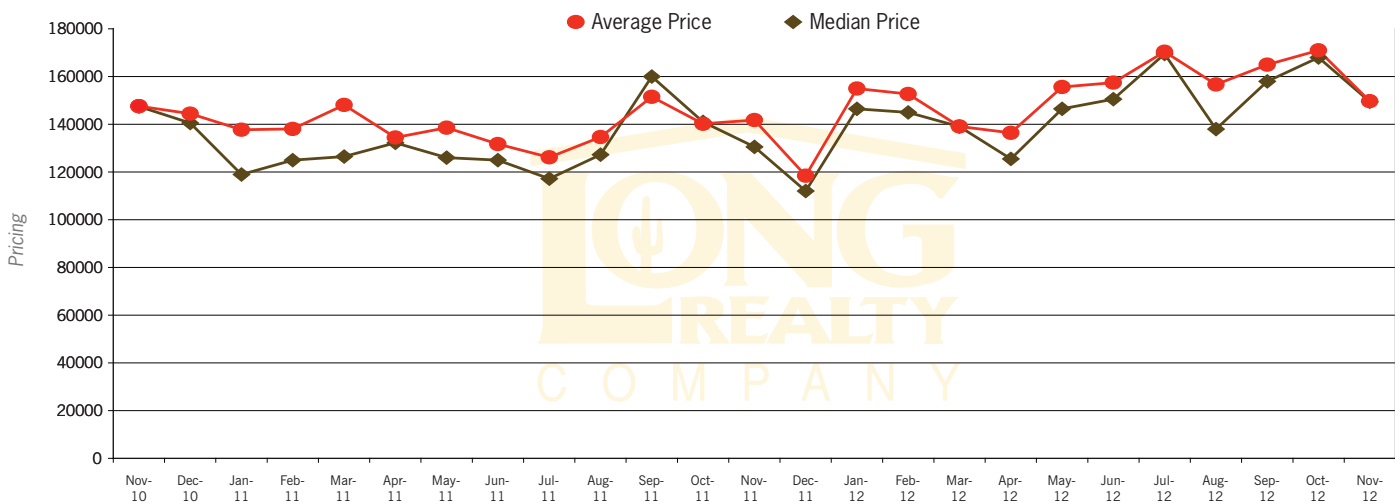
● Average Price   ◆ Median Price

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New Properties Under Contract
This graph depicts the new properties that have gone under contract in the given month.

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Market Share

Long Realty Company	19.1%
Tierra Antigua Realty	10.8%
Coldwell Banker Residential Brokerage	10.1%
Keller Williams Southern AZ	8.9%
Maracay Realty, LLC	2.8%
Realty Executives Tucson Elite	2.5%

Data Obtained 12/5/2012 from TARMLS using BrokerMetrics software for all closed residential sales volume between 12/1/2011-11/30/2012 rounded to the nearest tenth on one percent and deemed to be correct.

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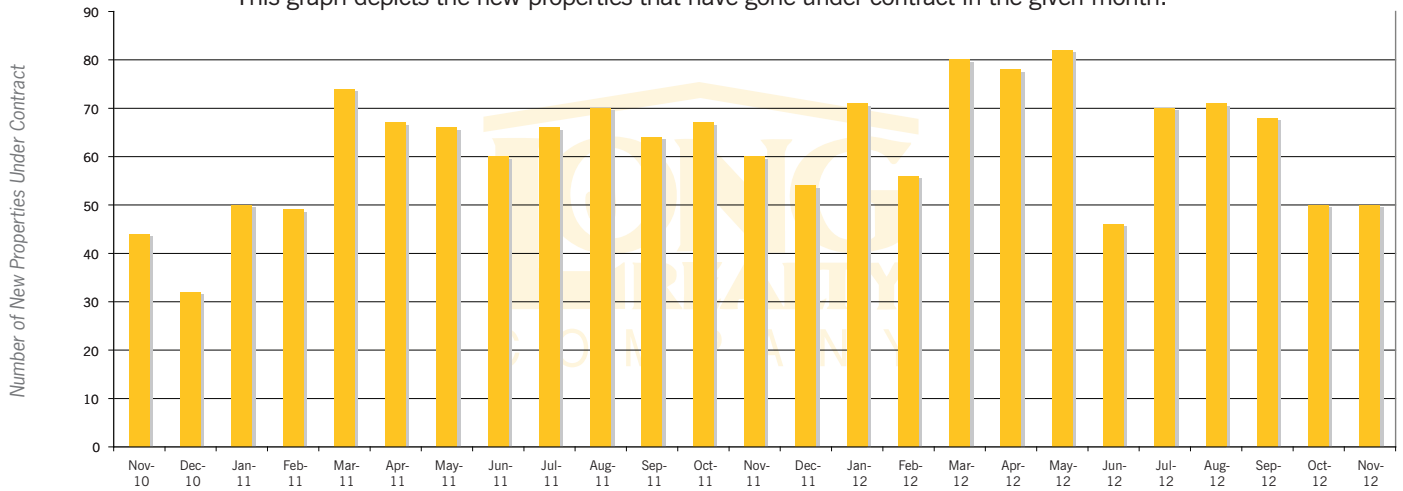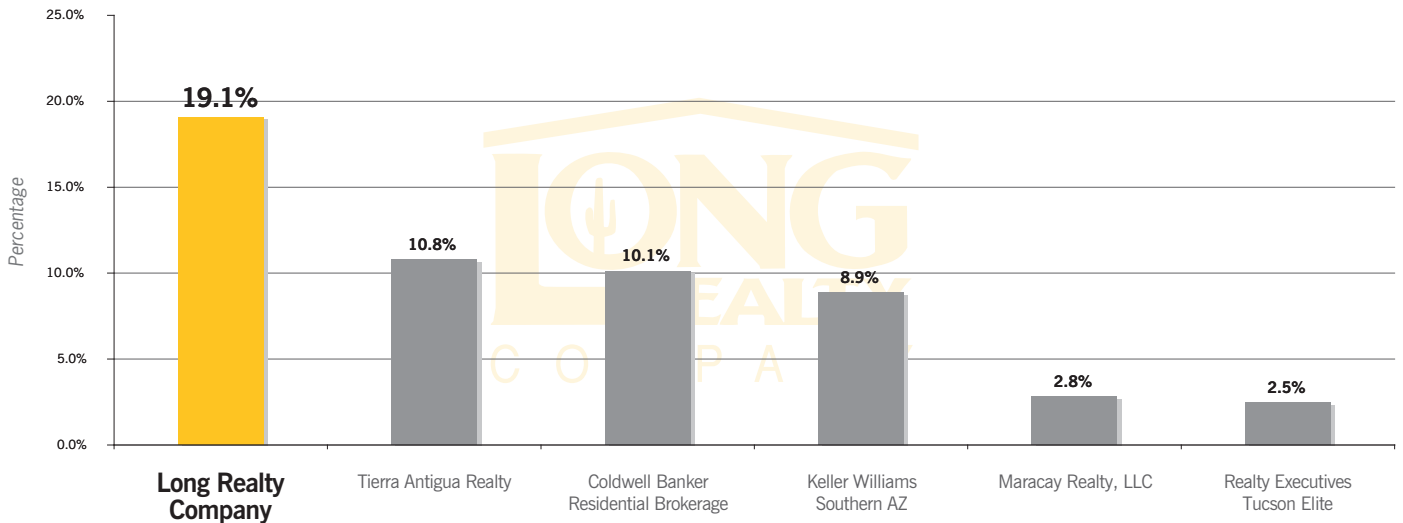http://TeamWoodall.com

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Price Banded Market Report Residential Homes

Price Band	Active Listings	Homes Sold/Closed						Months of Inventory
	Nov-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	
$1 - 49,999	5	0	0	0	0	1	0	n/a
$50,000 - 74,999	3	3	1	1	0	1	2	1.5
$75,000 - 99,999	12	2	5	5	3	1	3	4.0
$100,000 - 124,999	18	11	4	6	2	3	14	1.3
$125,000 - 149,999	22	7	5	12	9	11	5	4.4
$150,000 - 174,999	21	8	7	3	12	8	12	1.8
$175,000 - 199,999	16	8	7	6	5	8	6	2.7
$200,000 - 224,999	13	6	1	3	5	5	3	4.3
$225,000 - 249,999	13	3	5	2	3	6	1	13.0
$250,000 - 274,999	8	1	7	2	0	2	1	8.0
$275,000 - 299,999	9	1	0	1	0	2	1	9.0
$300,000 - 349,999	5	1	0	1	1	1	0	n/a
$350,000 - 399,999	4	0	0	0	0	0	0	n/a
$400,000 - 499,999	1	0	0	0	0	0	0	n/a
$500,000 - 599,999	2	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	0	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	**152**	**51**	**42**	**42**	**40**	**49**	**48**	**3.2**

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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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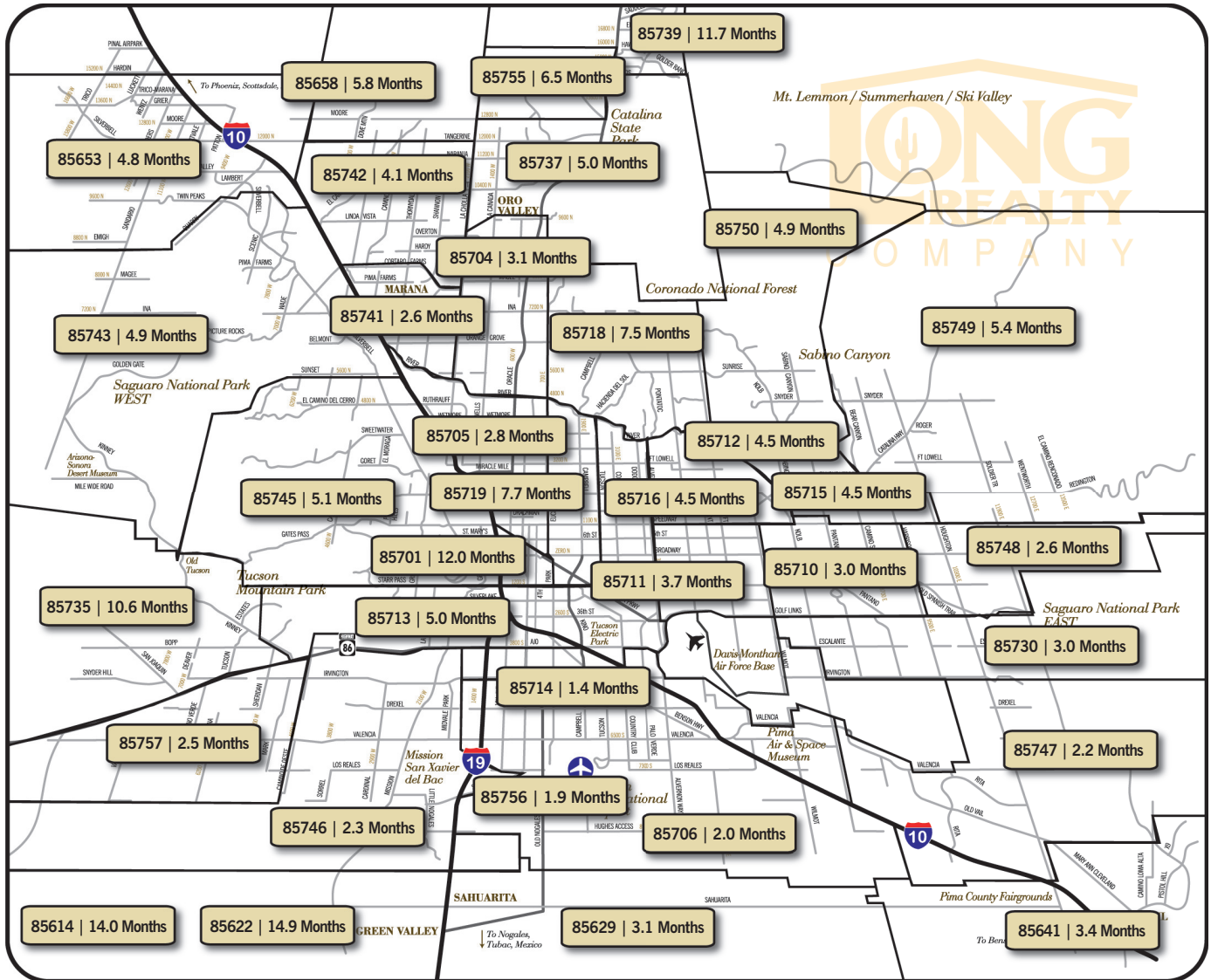Stephen@TeamWoodall.com
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Months of Inventory by Zip Code

85739 | 11.7 Months

85658 | 5.8 Months

85755 | 6.5 Months

Mt. Lemmon / Summerhaven / Ski Valley

85653 | 4.8 Months

85742 | 4.1 Months

85737 | 5.0 Months

Catalina State Park

85750 | 4.9 Months

85704 | 3.1 Months

Coronado National Forest

85741 | 2.6 Months

85743 | 4.9 Months

85718 | 7.5 Months

85749 | 5.4 Months

Sabino Canyon

85705 | 2.8 Months

85712 | 4.5 Months

85745 | 5.1 Months

85719 | 7.7 Months

85716 | 4.5 Months

85715 | 4.5 Months

85701 | 12.0 Months

85748 | 2.6 Months

85711 | 3.7 Months

85710 | 3.0 Months

Saguaro National Park EAST

85735 | 10.6 Months

85713 | 5.0 Months

85730 | 3.0 Months

Davis-Monthan Air Force Base

85714 | 1.4 Months

85757 | 2.5 Months

85747 | 2.2 Months

Pima Air & Space Museum

85756 | 1.9 Months

85746 | 2.3 Months

85706 | 2.0 Months

SAHUARITA

85614 | 14.0 Months

85622 | 14.9 Months

85629 | 3.1 Months

85641 | 3.4 Months

To Nogales, Tubac, Mexico

To Ben...

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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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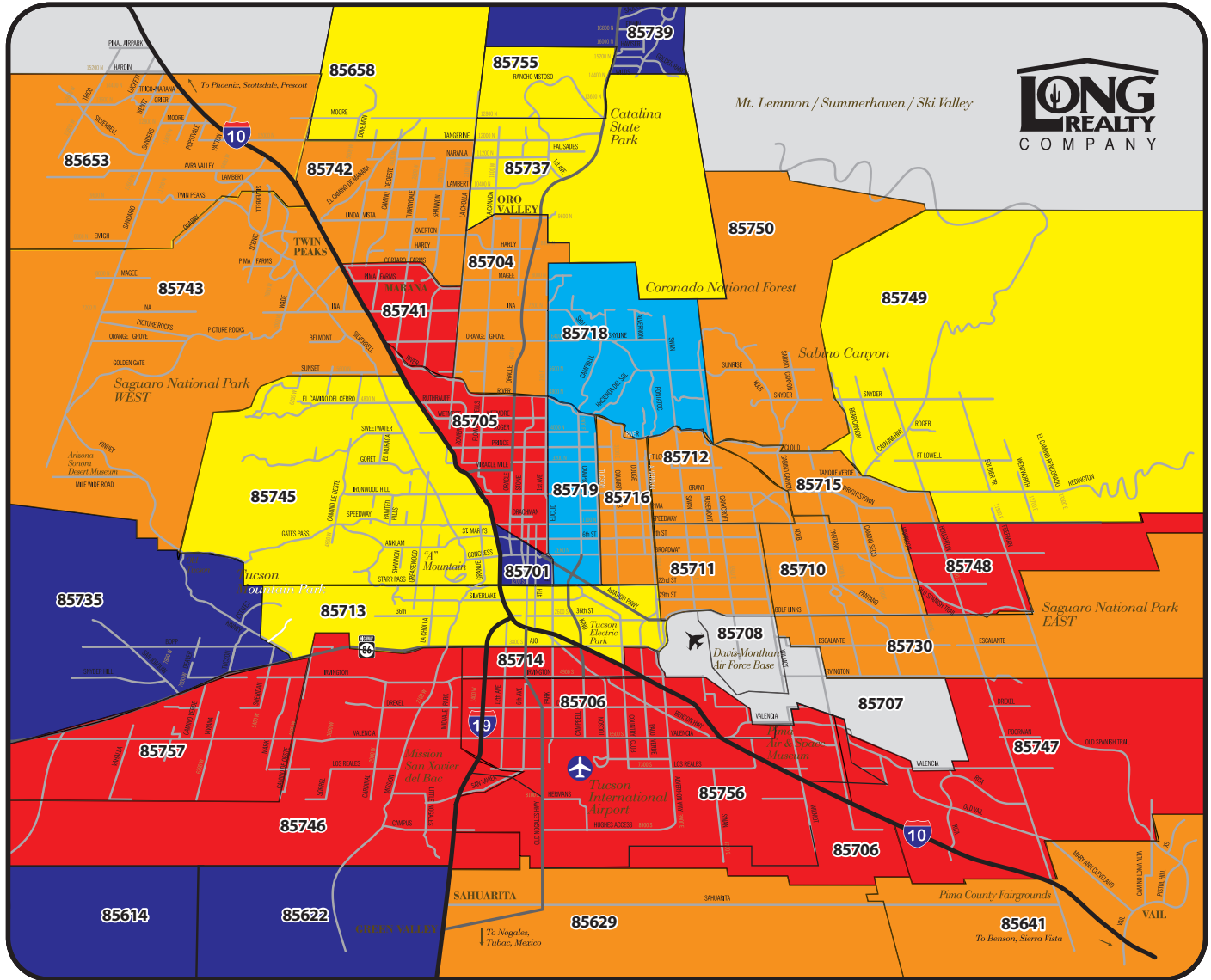http://TeamWoodall.com

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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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