

# The Housing Report

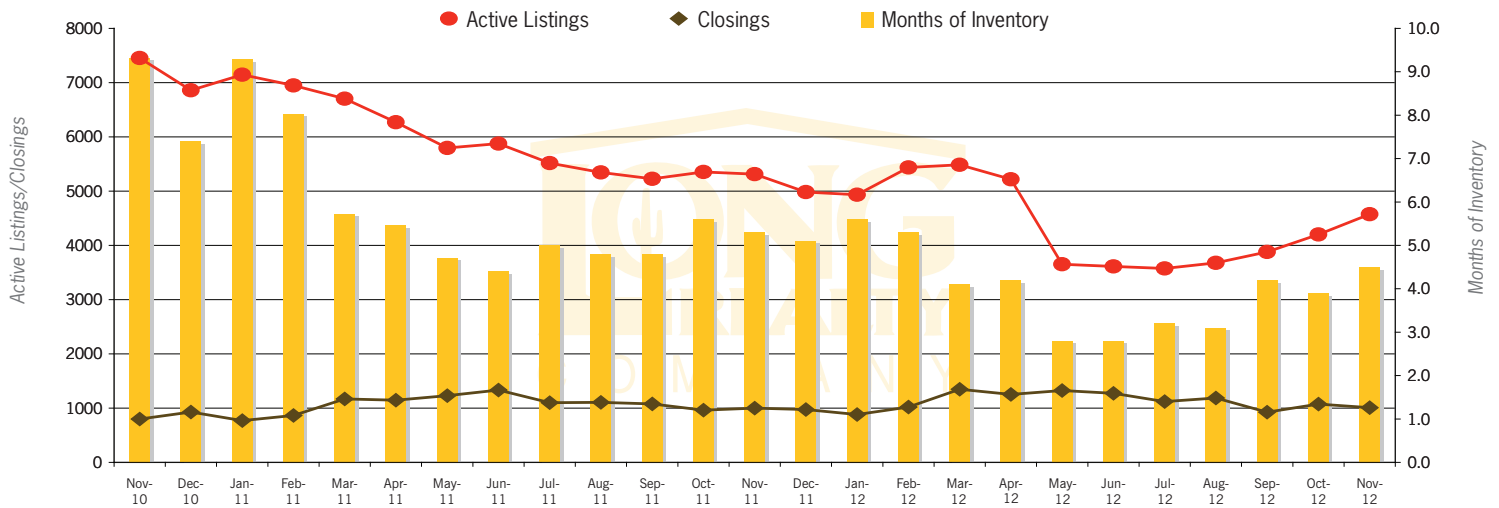
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## Tucson Main Market | December 2012

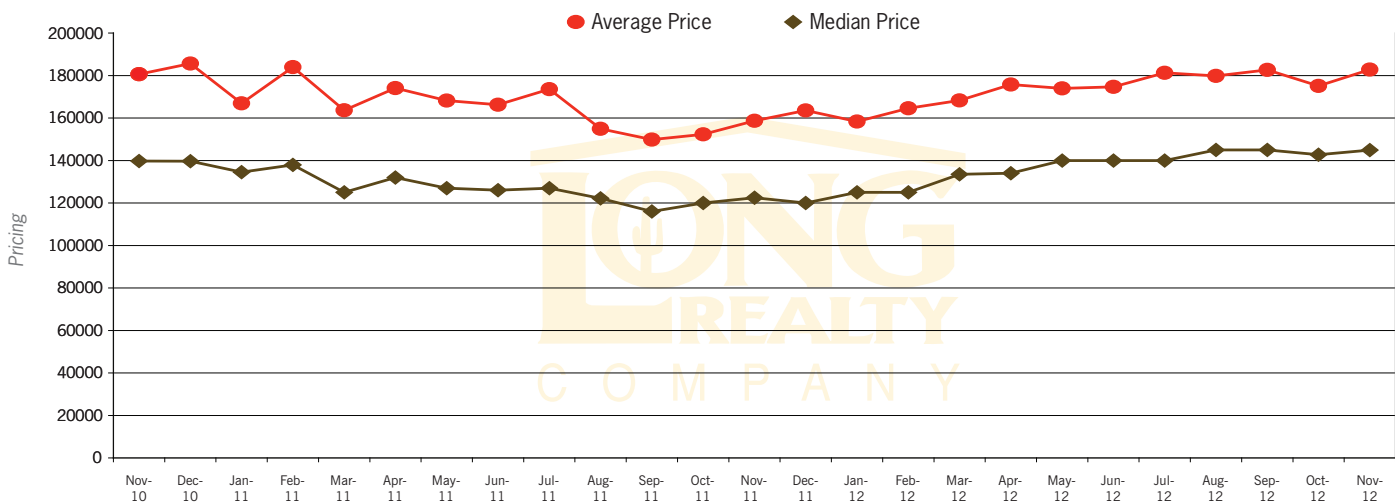
As of November 2012 active inventory was 4,576, a 14% decrease from November 2011. There were 1,009 closings in November 2012, 1% above November 2011. Months of Inventory was 4.5, down from 5.3 in November 2011. Median price of sold homes was \$144,900 for the month of November 2012, up 18% from November 2011. The Tucson Market had 1,223 new properties under contract in November 2012, down 6% from November 2011.

### Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 12/5/2012. 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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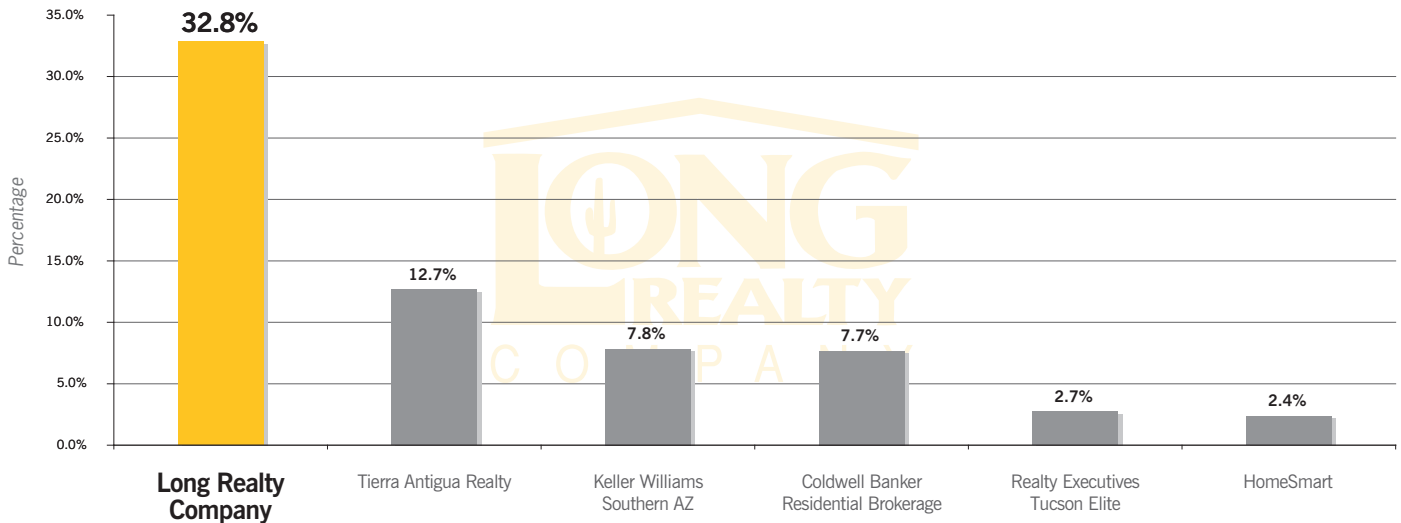
### New Properties Under Contract

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



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### Market Share



Data Obtained 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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## 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	219	106	87	82	71	103	72	3.0
\$50,000 - 74,999	264	117	115	113	79	82	105	2.5
\$75,000 - 99,999	343	148	126	151	130	149	95	3.6
\$100,000 - 124,999	335	183	166	155	127	114	140	2.4
\$125,000 - 149,999	411	187	143	154	125	148	115	3.6
\$150,000 - 174,999	341	139	132	141	111	119	83	4.1
\$175,000 - 199,999	388	106	72	95	82	86	84	4.6
\$200,000 - 224,999	254	80	65	76	55	59	62	4.1
\$225,000 - 249,999	268	47	58	58	42	53	41	6.5
\$250,000 - 274,999	193	38	50	42	35	35	28	6.9
\$275,000 - 299,999	234	38	27	43	19	27	33	7.1
\$300,000 - 349,999	261	50	45	44	43	49	45	5.8
\$350,000 - 399,999	215	36	31	26	31	28	31	6.9
\$400,000 - 499,999	245	31	29	36	28	32	43	5.7
\$500,000 - 599,999	130	18	13	14	10	11	13	10.0
\$600,000 - 699,999	102	12	8	11	3	3	4	25.5
\$700,000 - 799,999	57	4	9	8	3	1	7	8.1
\$800,000 - 899,999	58	1	3	1	3	3	2	29.0
\$900,000 - 999,999	24	4	2	2	1	0	1	24.0
\$1,000,000 - and over	171	4	9	5	9	8	3	57.0
<b>TOTAL</b>	<b>4,513</b>	<b>1,349</b>	<b>1,190</b>	<b>1,257</b>	<b>1,007</b>	<b>1,110</b>	<b>1,007</b>	<b>4.5</b>

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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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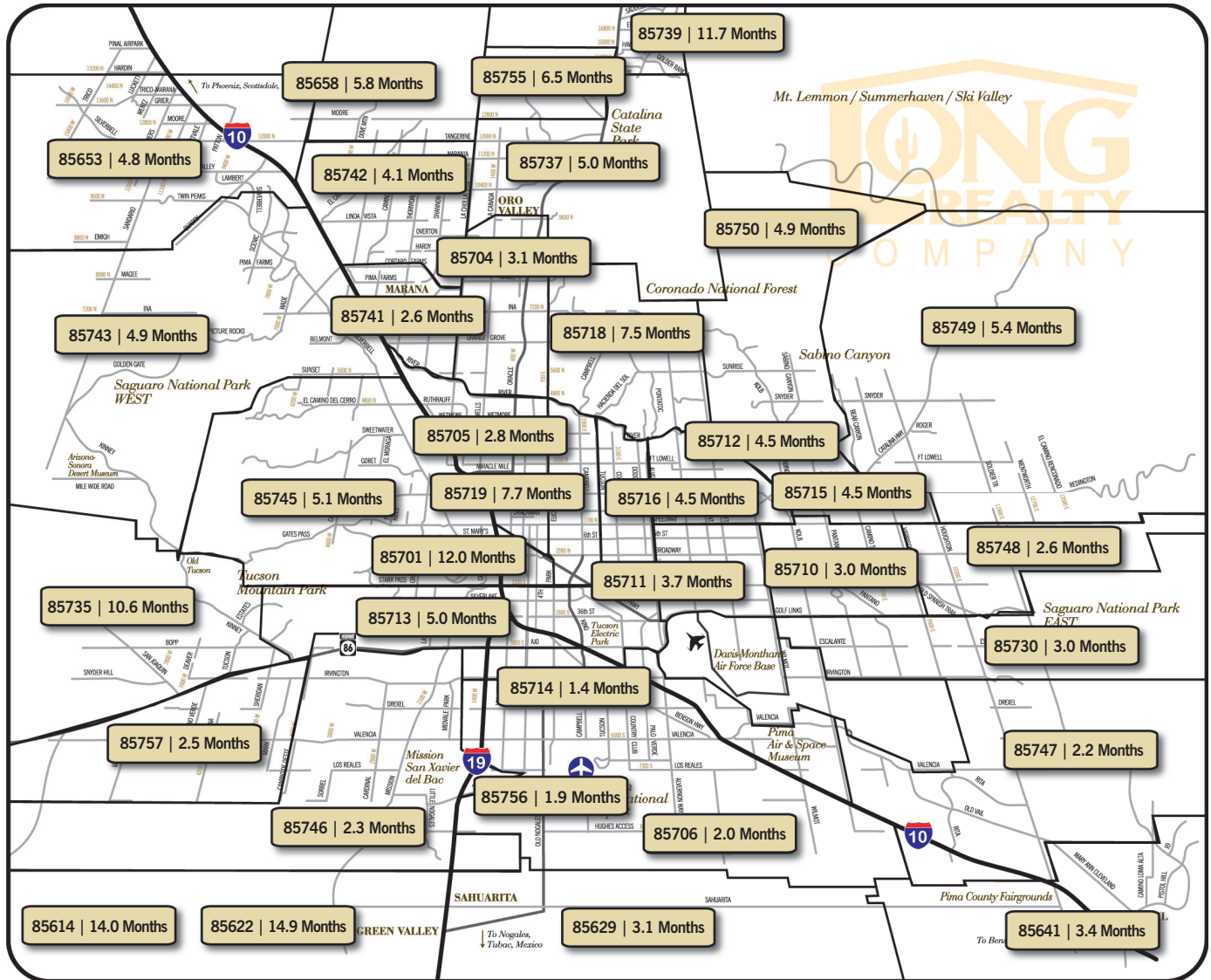
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## Months of Inventory by Zip Code



These statistics are based on information obtained from the TARMLS using Brokermetrics software and from the GV/SAH MLS on 12/5/2012. 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.

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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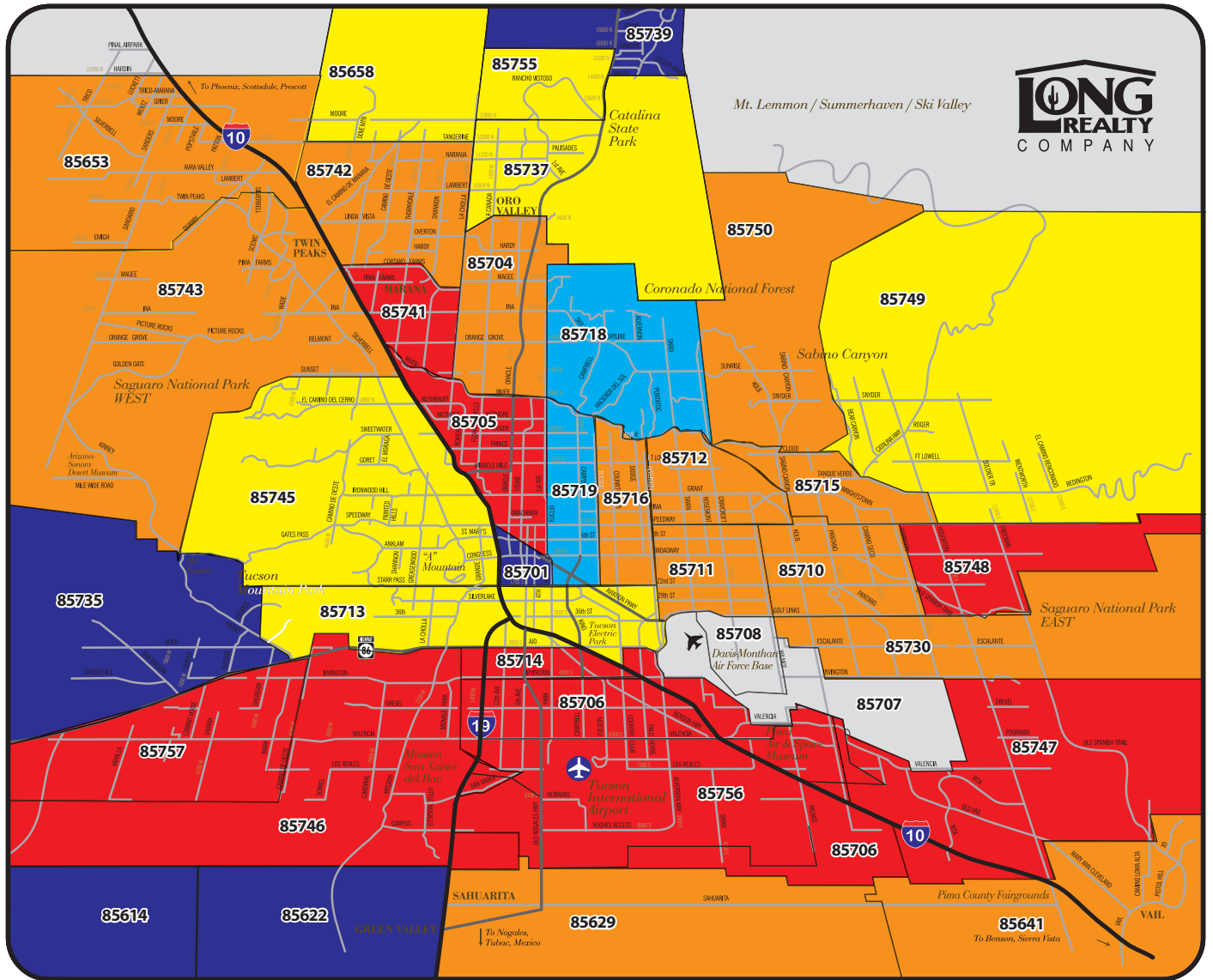
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## Months of Inventory Heat Map by Zip Code



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### MONTHS



### MARKET

Seller's Market  
Normal Market  
Buyer's Market

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