

# The Housing Report

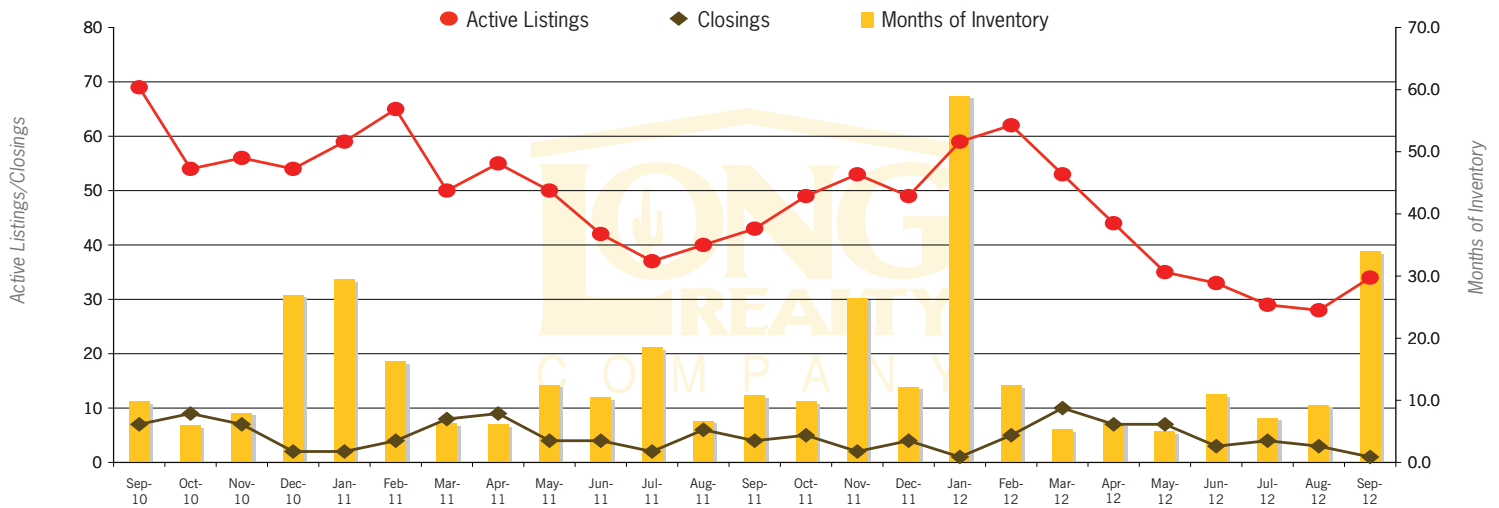
Powered by Long Realty Research Center



## Heritage Highlands | October 2012

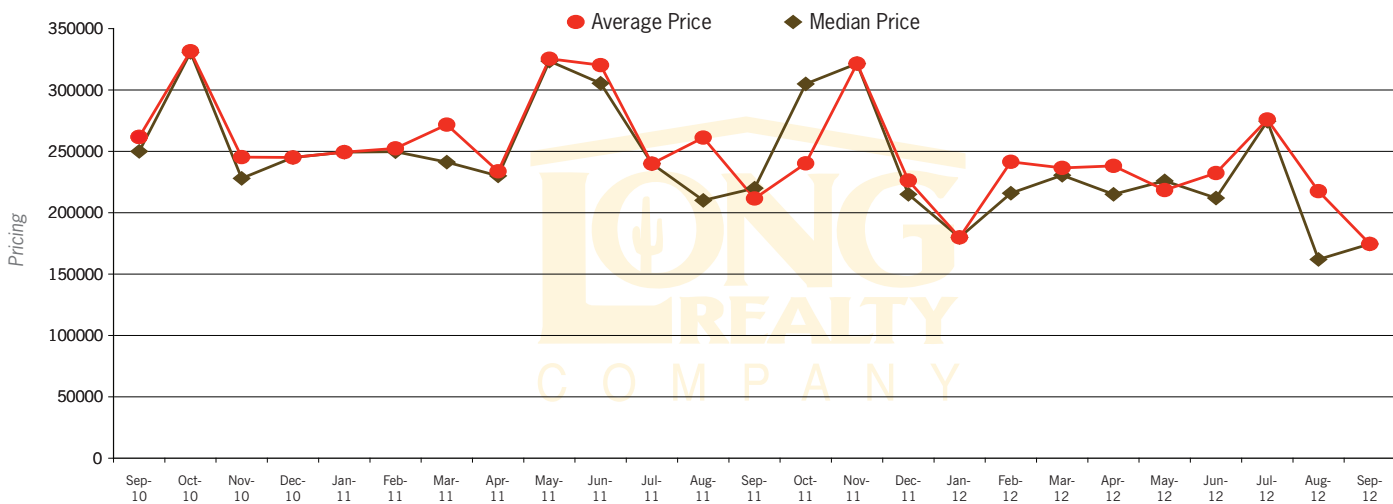
As of September 2012 active inventory was 34, a 21% decrease from September 2011. There was 1 closings in September 2012, 75% below September 2011. Months of Inventory was 34.0, up from 10.8 in September 2011. Median price of sold homes was \$174,500 for the month of September 2012, down 21% from September 2011. Heritage Highlands had 5 new properties under contract in September 2012, up 25% from September 2011.

### Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 10/3/2012. 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)



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 10/3/2012. Information is believed to be reliable, but not guaranteed.

**Stephen Woodall**  
 Oro Valley  
 10445 N. Oracle Rd #121  
 Oro Valley, Arizona 85737  
 (520) 818-4504  
 Stephen@TeamWoodall.com  
 http://TeamWoodall.com



# The Housing Report

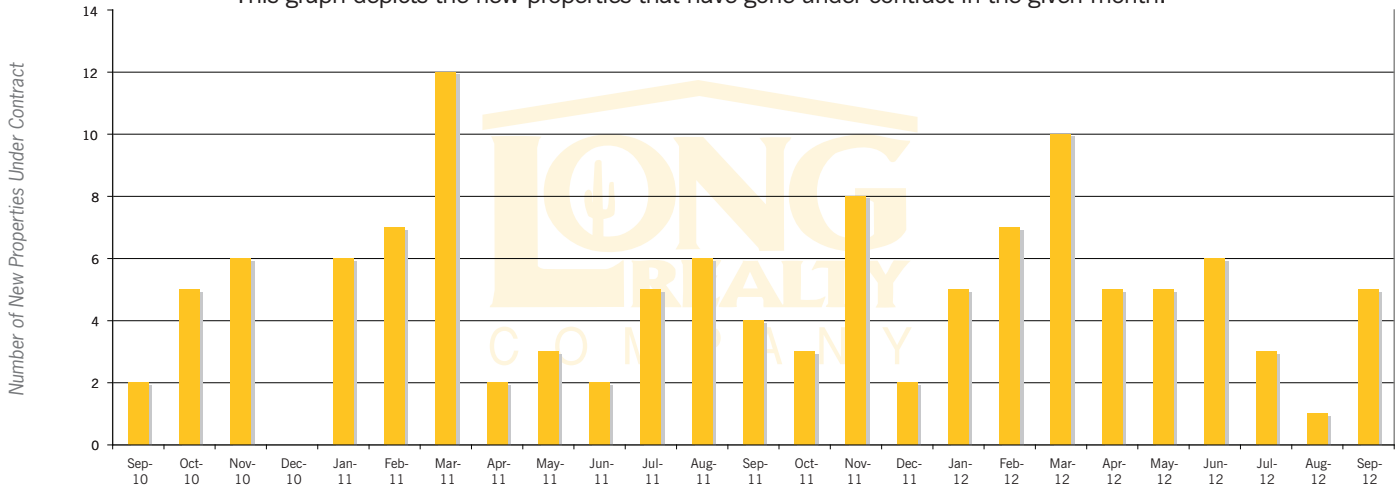
Powered by Long Realty Research Center



Heritage Highlands | October 2012

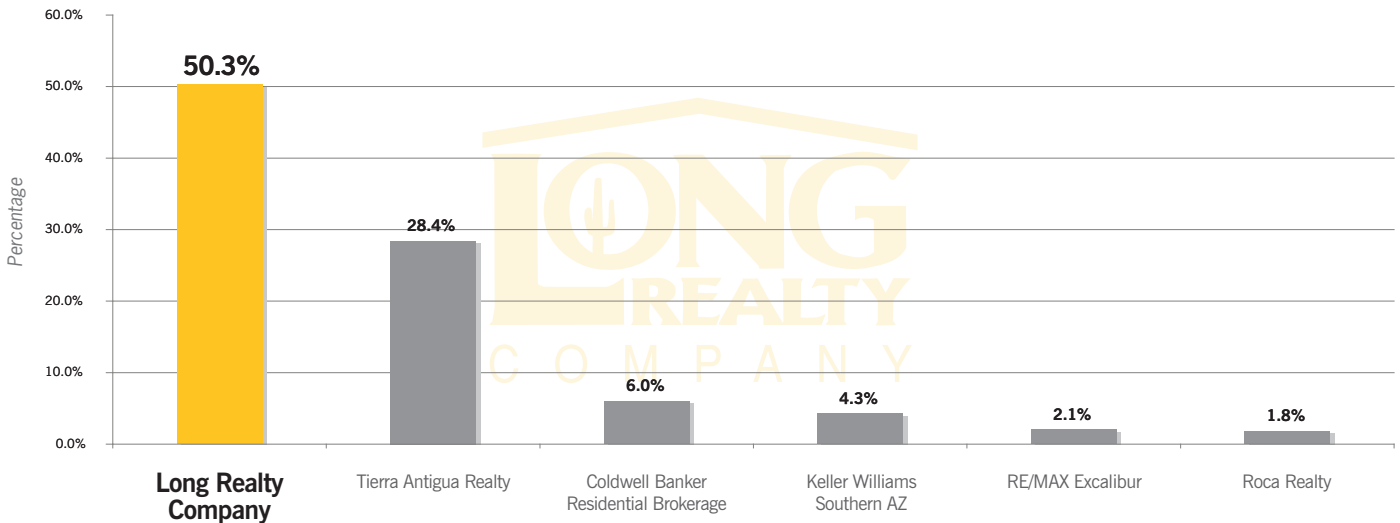
## New Properties Under Contract

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



These statistics are based on information obtained from the TARMLS using BrokerMetrics software on 10/3/2012. Information is believed to be reliable, but not guaranteed.

## Market Share



Data Obtained 10/3/2012 from TARMLS using BrokerMetrics software for all closed residential sales volume between 10/1/2011-9/30/2012 rounded to the nearest tenth on one percent and deemed to be correct.

**Stephen Woodall**  
 Oro Valley  
 10445 N. Oracle Rd #121  
 Oro Valley, Arizona 85737  
 (520) 818-4504  
 Stephen@TeamWoodall.com  
 http://TeamWoodall.com



# The Housing Report

Powered by Long Realty Research Center



Heritage Highlands | October 2012

## Price Banded Market Report Residential Homes

Price Band	Active Listings	Homes Sold/Closed						Months of Inventory
	Sep-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	
\$1 - 49,999	0	0	0	0	0	0	0	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a
\$125,000 - 149,999	0	0	0	0	0	1	0	n/a
\$150,000 - 174,999	4	2	1	0	0	1	1	4.0
\$175,000 - 199,999	4	1	2	0	0	0	0	n/a
\$200,000 - 224,999	5	1	0	2	0	0	0	n/a
\$225,000 - 249,999	5	0	3	0	2	0	0	n/a
\$250,000 - 274,999	5	1	0	0	0	0	0	n/a
\$275,000 - 299,999	3	1	1	1	0	0	0	n/a
\$300,000 - 349,999	2	0	0	0	2	0	0	n/a
\$350,000 - 399,999	3	1	0	0	0	1	0	n/a
\$400,000 - 499,999	2	0	0	0	0	0	0	n/a
\$500,000 - 599,999	1	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
<b>TOTAL</b>	<b>34</b>	<b>7</b>	<b>7</b>	<b>3</b>	<b>4</b>	<b>3</b>	<b>1</b>	<b>34.0</b>

These statistics are based on information obtained from the TARMLS using Brokermetrics software on 10/3/2012. 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.

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.

**Stephen Woodall**  
 Oro Valley  
 10445 N. Oracle Rd #121  
 Oro Valley, Arizona 85737  
 (520) 818-4504  
 Stephen@TeamWoodall.com  
 http://TeamWoodall.com



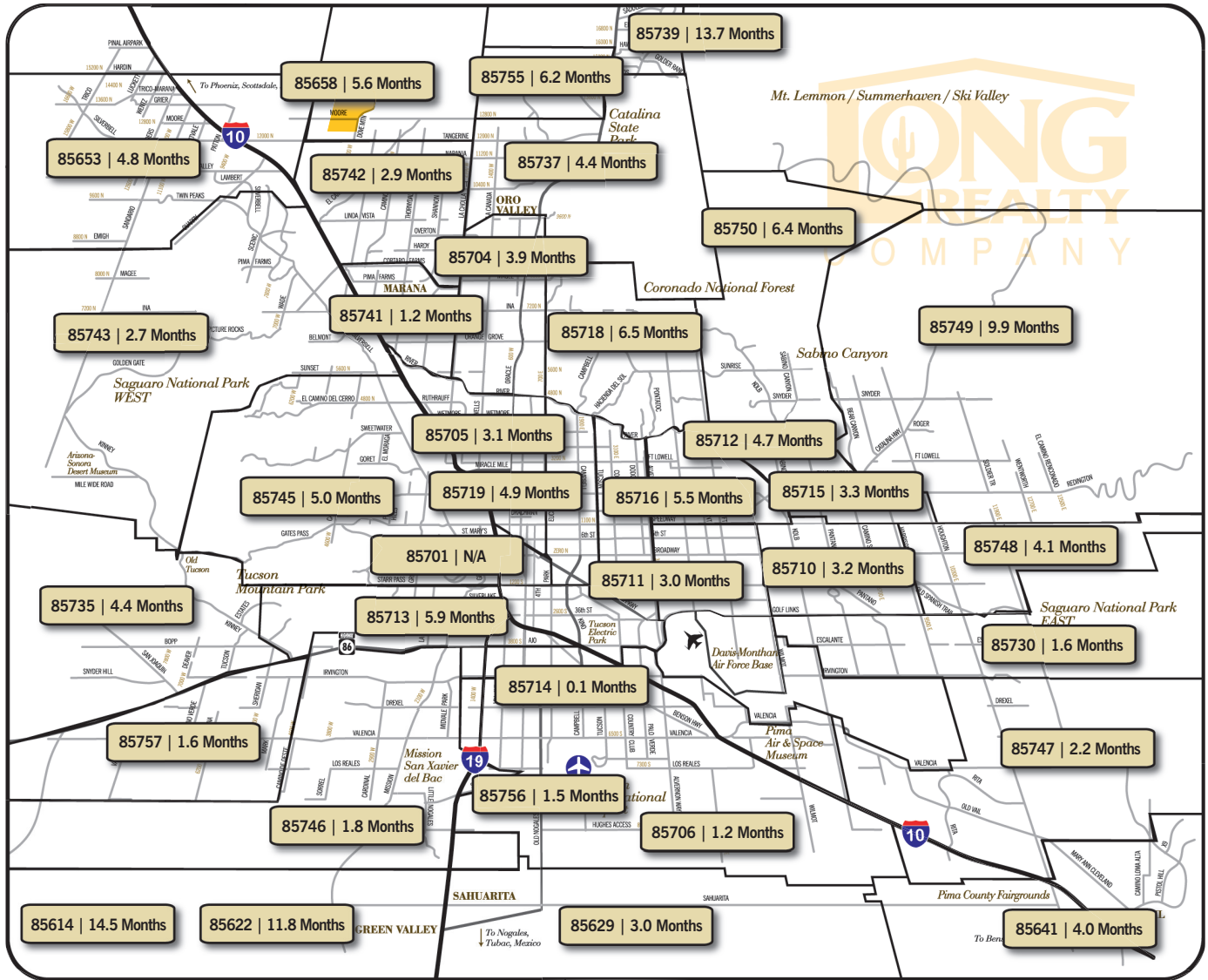
# The Housing Report

Powered by Long Realty Research Center



Heritage Highlands | October 2012

## 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 10/3/2012. 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.

**Stephen Woodall**  
Oro Valley  
10445 N. Oracle Rd #121  
Oro Valley, Arizona 85737  
(520) 818-4504  
Stephen@TeamWoodall.com  
http://TeamWoodall.com



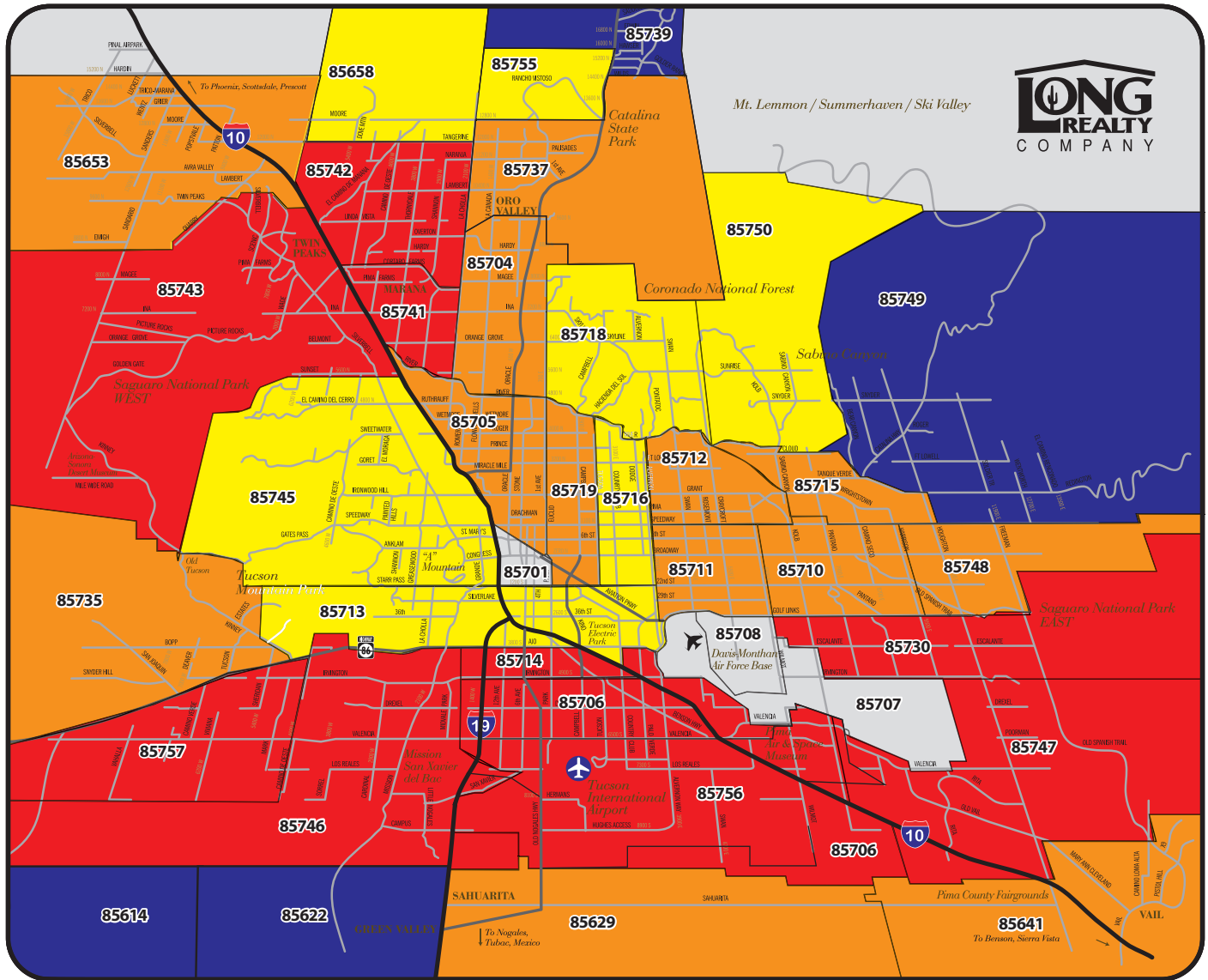
# The Housing Report

Powered by Long Realty Research Center



Heritage Highlands | October 2012

## Months of Inventory Heat Map by Zip Code



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 10/3/2012. 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



### MARKET

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

**Stephen Woodall**

Oro Valley  
10445 N. Oracle Rd #121  
Oro Valley, Arizona 85737  
(520) 818-4504  
Stephen@TeamWoodall.com  
<http://TeamWoodall.com>

