

The Housing Report

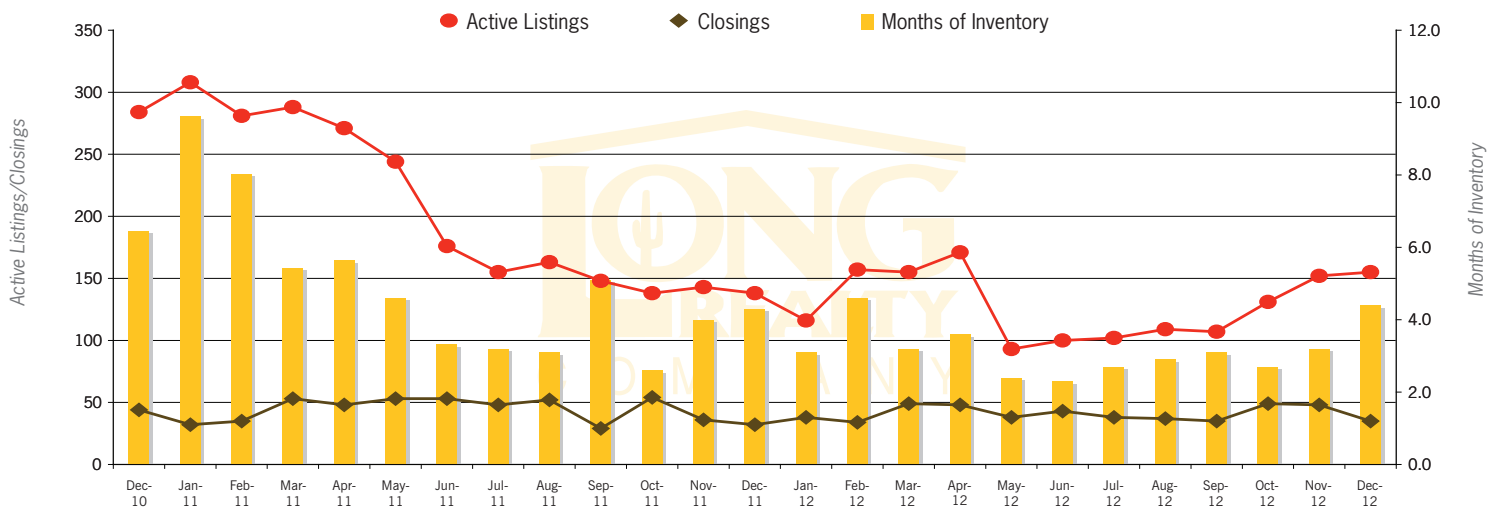
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Sahuarita | January 2013

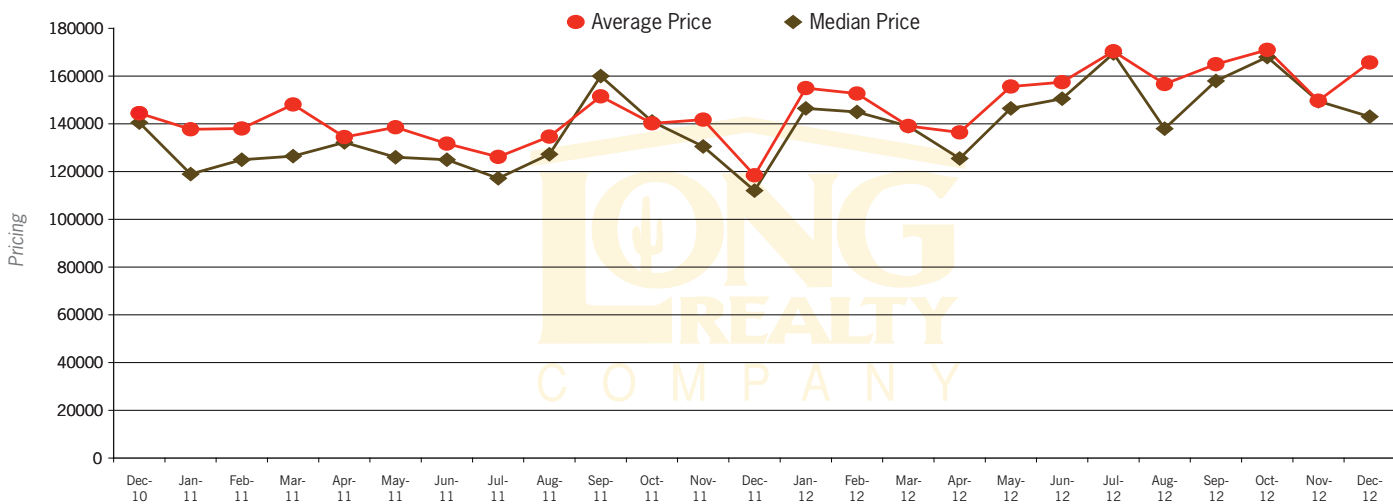
As of December 2012 active inventory was 155, a 12% increase from December 2011. There were 35 closings in December 2012, 9% above December 2011. Months of Inventory was 4.4, up from 4.3 in December 2011. Median price of sold homes was \$143,000 for the month of December 2012, up 28% from December 2011. Sahuarita had 36 new properties under contract in December 2012, down 33% from December 2011.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS on 1/4/2013 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)



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



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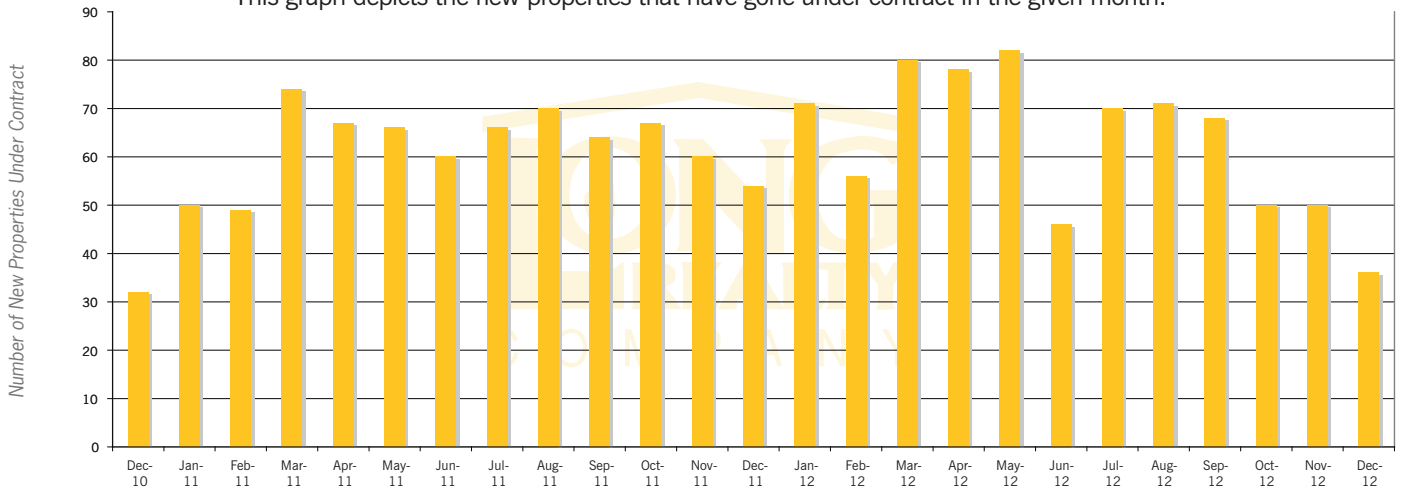
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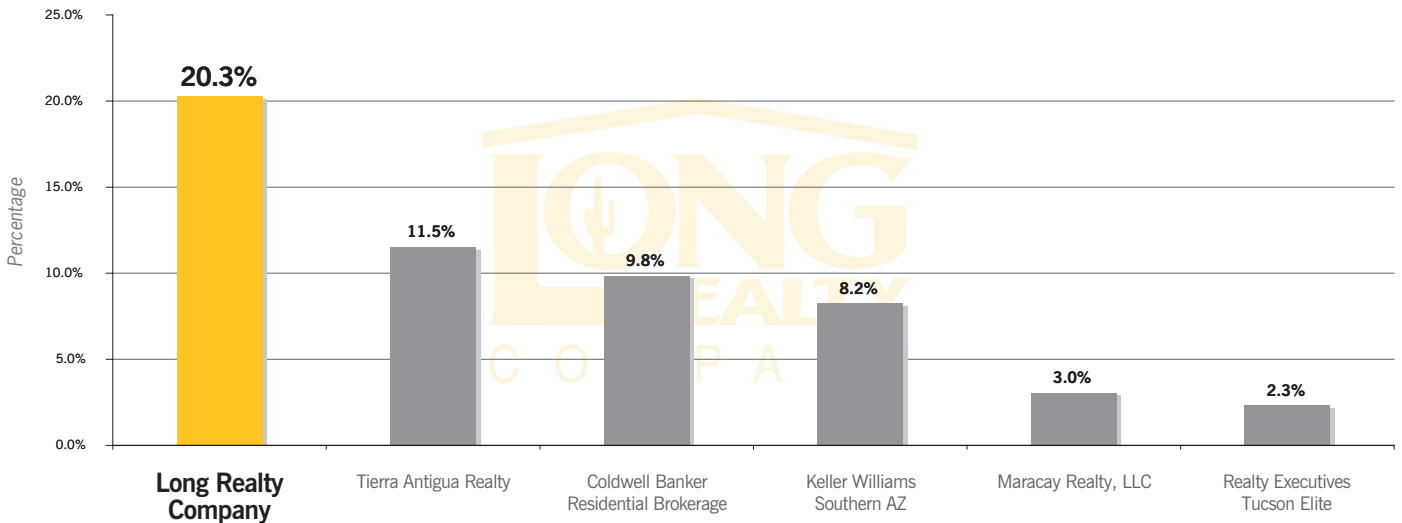
New Properties Under Contract

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



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Market Share



Data Obtained 1/4/2013 from TARMLS using BrokerMetrics software for all closed residential sales volume between 1/1/2012-12/31/2012 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 |
|------------------------|-----------------|-------------------|-----------|-----------|-----------|-----------|-----------|---------------------|
| | Dec-12 | Jul-12 | Aug-12 | Sep-12 | Oct-12 | Nov-12 | Dec-12 | |
| \$1 - 49,999 | 3 | 0 | 0 | 0 | 1 | 0 | 1 | 3.0 |
| \$50,000 - 74,999 | 3 | 1 | 1 | 0 | 1 | 2 | 2 | 1.5 |
| \$75,000 - 99,999 | 15 | 5 | 5 | 3 | 1 | 4 | 1 | 15.0 |
| \$100,000 - 124,999 | 14 | 4 | 6 | 2 | 3 | 14 | 4 | 3.5 |
| \$125,000 - 149,999 | 26 | 5 | 12 | 9 | 11 | 5 | 12 | 2.2 |
| \$150,000 - 174,999 | 22 | 7 | 3 | 12 | 8 | 12 | 5 | 4.4 |
| \$175,000 - 199,999 | 22 | 7 | 6 | 5 | 8 | 6 | 3 | 7.3 |
| \$200,000 - 224,999 | 11 | 1 | 3 | 5 | 5 | 3 | 2 | 5.5 |
| \$225,000 - 249,999 | 13 | 5 | 2 | 3 | 6 | 2 | 3 | 4.3 |
| \$250,000 - 274,999 | 7 | 7 | 2 | 0 | 2 | 1 | 1 | 7.0 |
| \$275,000 - 299,999 | 8 | 0 | 1 | 0 | 2 | 1 | 0 | n/a |
| \$300,000 - 349,999 | 6 | 0 | 1 | 1 | 1 | 0 | 0 | n/a |
| \$350,000 - 399,999 | 2 | 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 | 1 | 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 | 155 | 42 | 42 | 40 | 49 | 50 | 35 | 4.4 |

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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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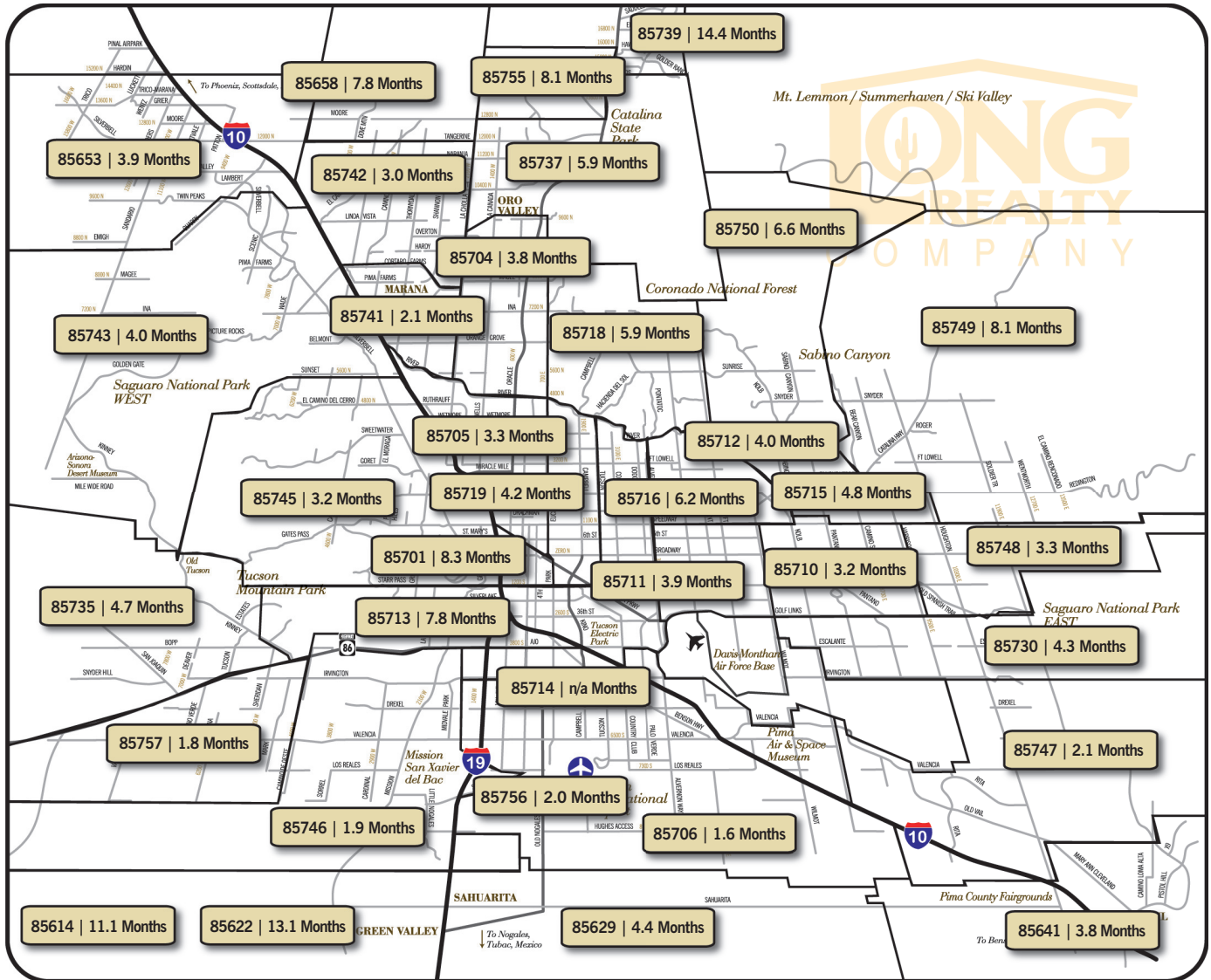
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Months of Inventory by Zip Code



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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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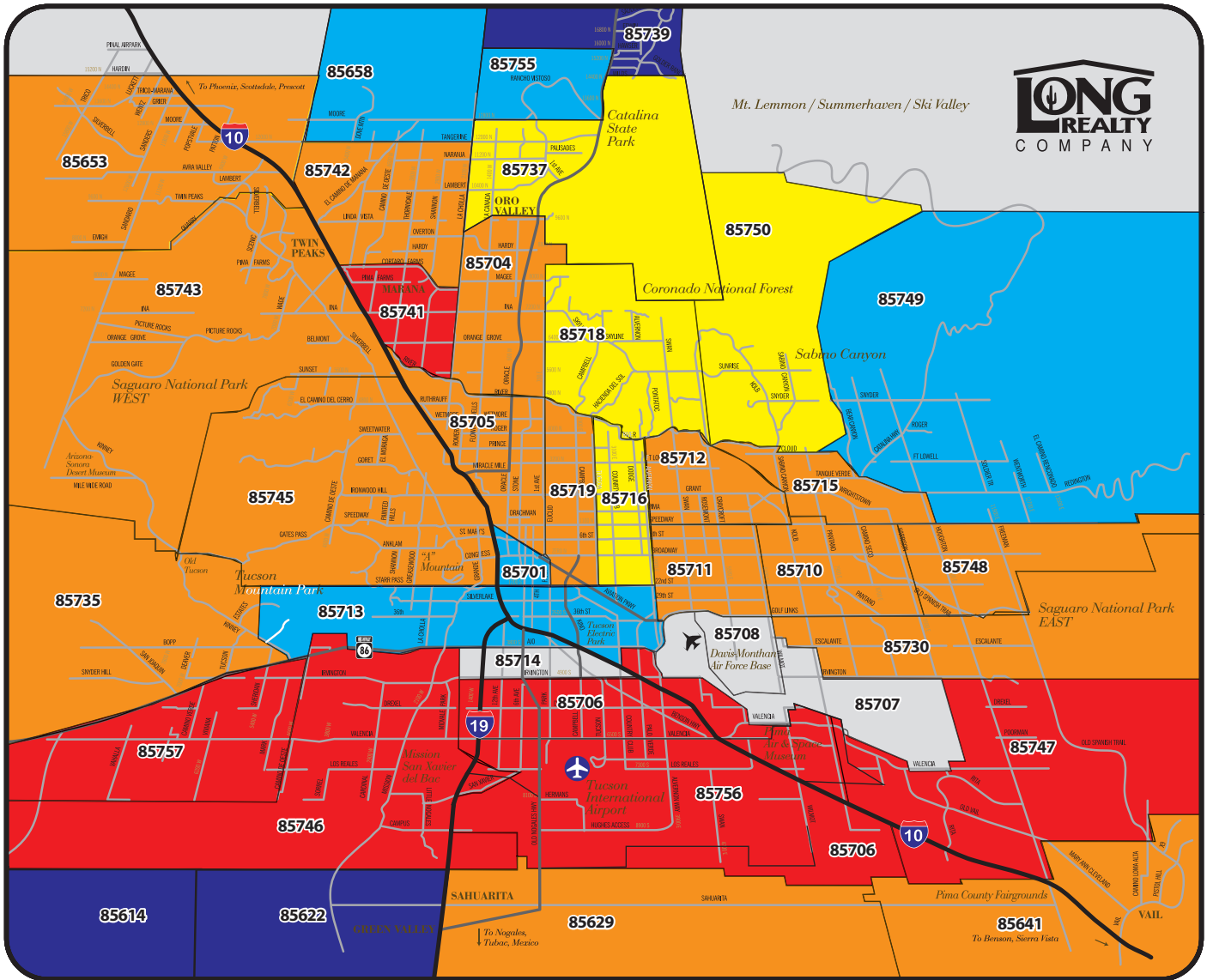
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Months of Inventory Heat Map by Zip Code



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MONTHS



MARKET

Seller's Market
Normal Market
Buyer's Market

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