

The Housing Report

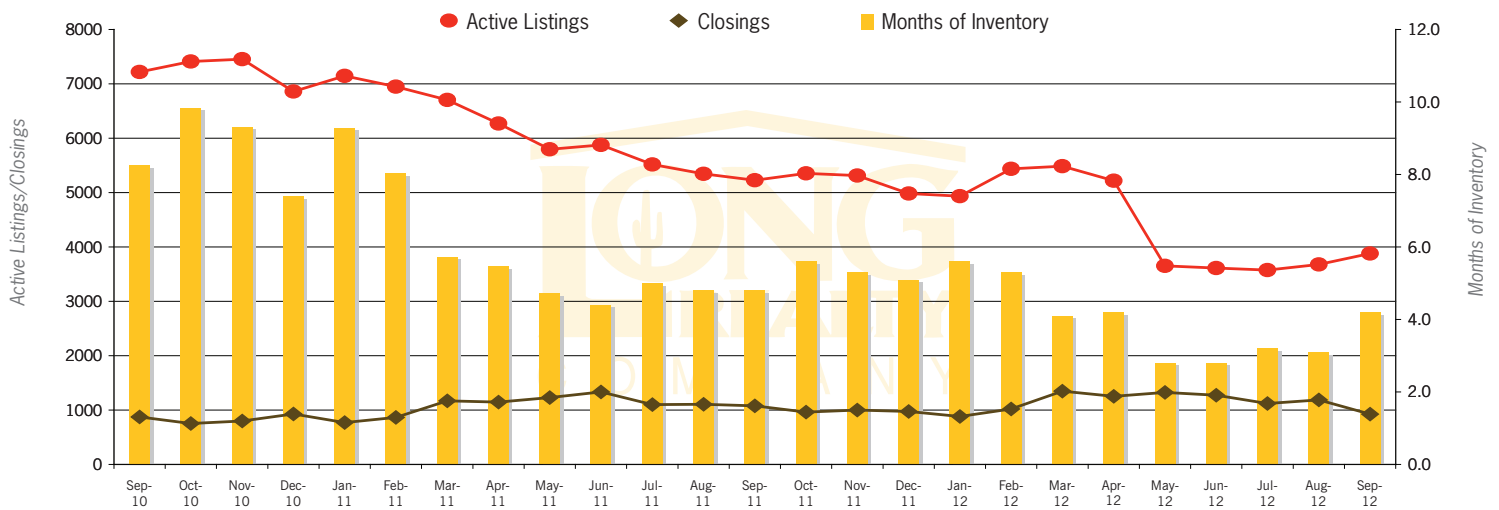
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Tucson Main Market | October 2012

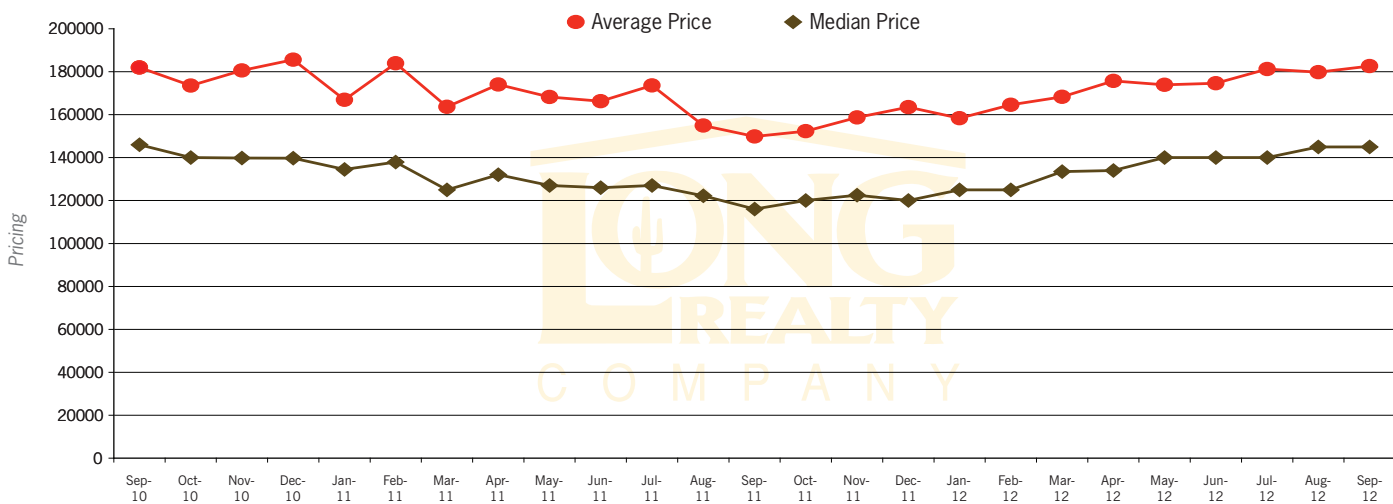
As of September 2012 active inventory was 3,880, a 26% decrease from September 2011. There were 926 closings in September 2012, 14% below September 2011. Months of Inventory was 4.2, down from 4.8 in September 2011. Median price of sold homes was \$145,000 for the month of September 2012, up 25% from September 2011. The Tucson Market had 1,295 new properties under contract in September 2012, down 8% 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)



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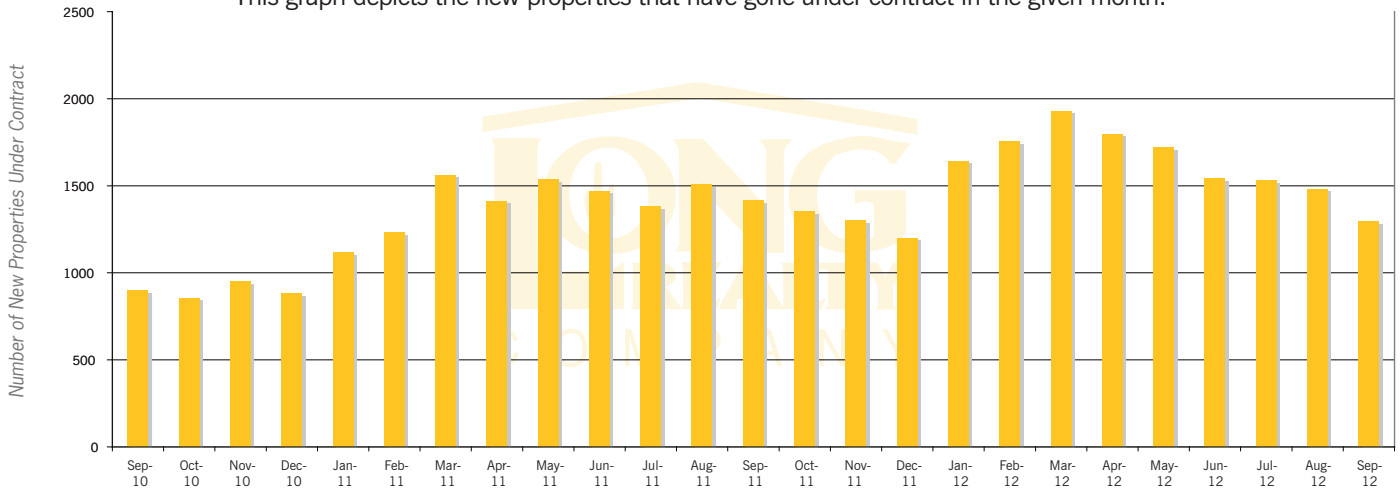
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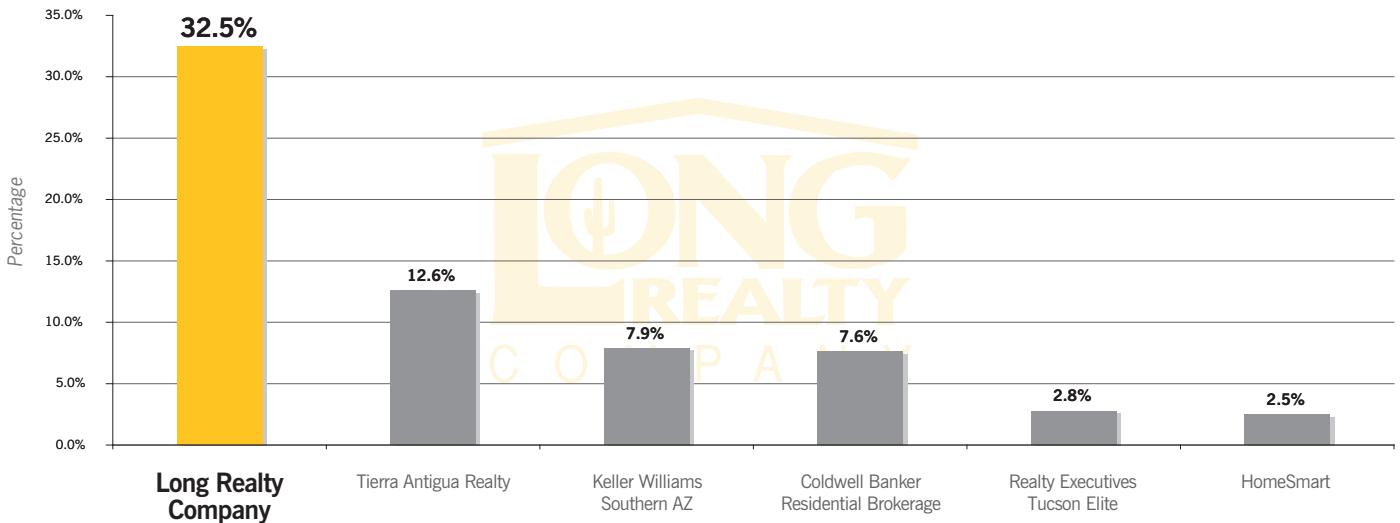
New Properties Under Contract

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



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Market Share



Data Obtained 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.

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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	187	119	114	106	87	80	69	2.7
\$50,000 - 74,999	238	139	148	117	115	113	70	3.4
\$75,000 - 99,999	264	159	173	148	126	148	119	2.2
\$100,000 - 124,999	292	197	172	183	165	155	113	2.6
\$125,000 - 149,999	322	156	179	187	143	154	116	2.8
\$150,000 - 174,999	259	126	143	138	132	141	102	2.5
\$175,000 - 199,999	327	97	111	105	72	96	73	4.5
\$200,000 - 224,999	199	72	66	80	64	74	51	3.9
\$225,000 - 249,999	212	62	69	47	58	57	39	5.4
\$250,000 - 274,999	163	31	50	38	50	42	33	4.9
\$275,000 - 299,999	189	28	31	38	27	43	16	11.8
\$300,000 - 349,999	250	48	40	49	45	44	43	5.8
\$350,000 - 399,999	211	31	39	36	31	26	28	7.5
\$400,000 - 499,999	221	31	40	31	29	36	25	8.8
\$500,000 - 599,999	129	19	12	18	13	14	9	14.3
\$600,000 - 699,999	105	18	5	12	8	11	3	35.0
\$700,000 - 799,999	56	3	4	4	9	7	3	18.7
\$800,000 - 899,999	48	3	6	1	3	1	3	16.0
\$900,000 - 999,999	28	2	0	4	2	2	1	28.0
\$1,000,000 - and over	140	10	9	4	9	5	9	15.6
TOTAL	3,840	1,351	1,411	1,346	1,188	1,249	925	4.2

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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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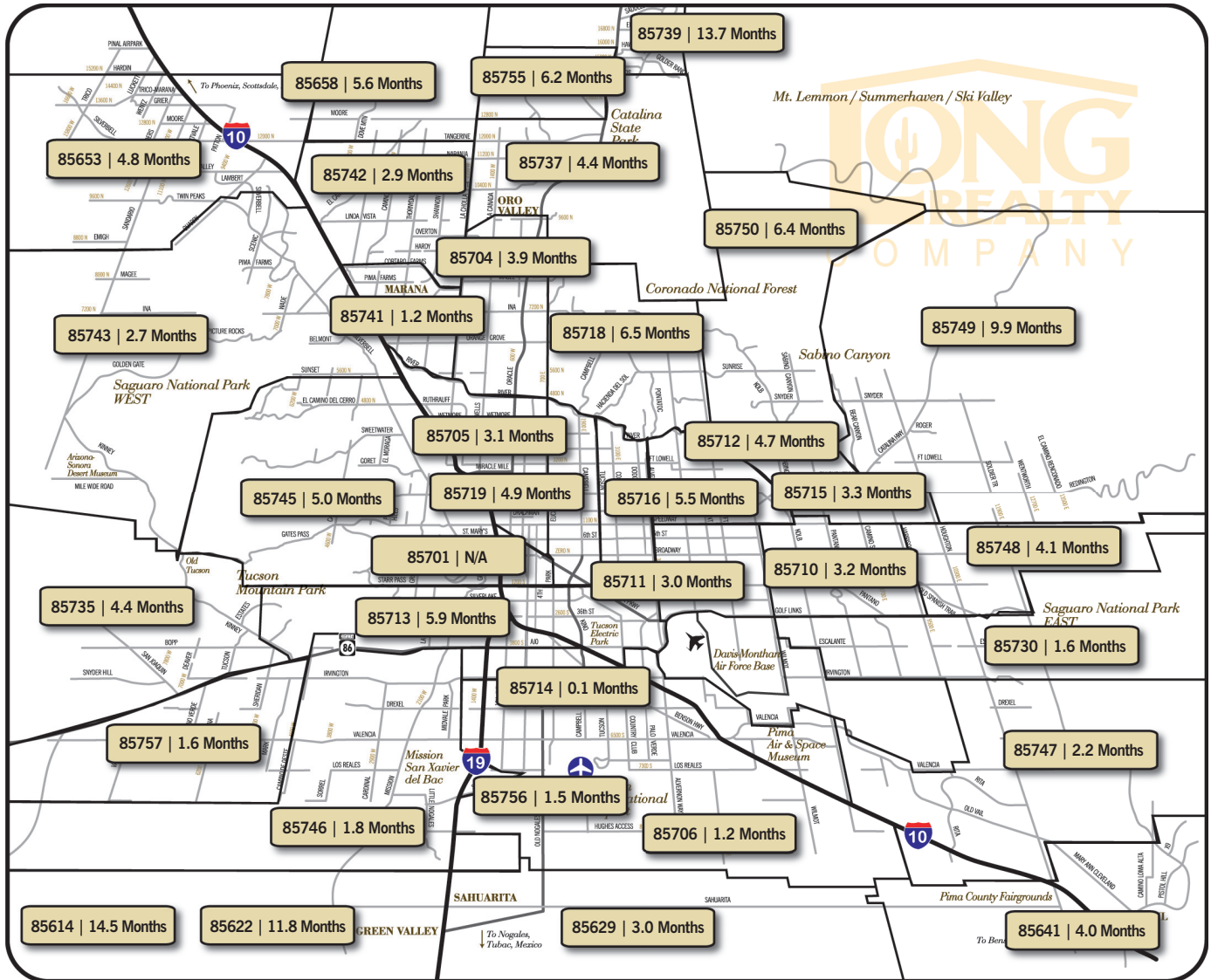
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Months of Inventory by Zip Code



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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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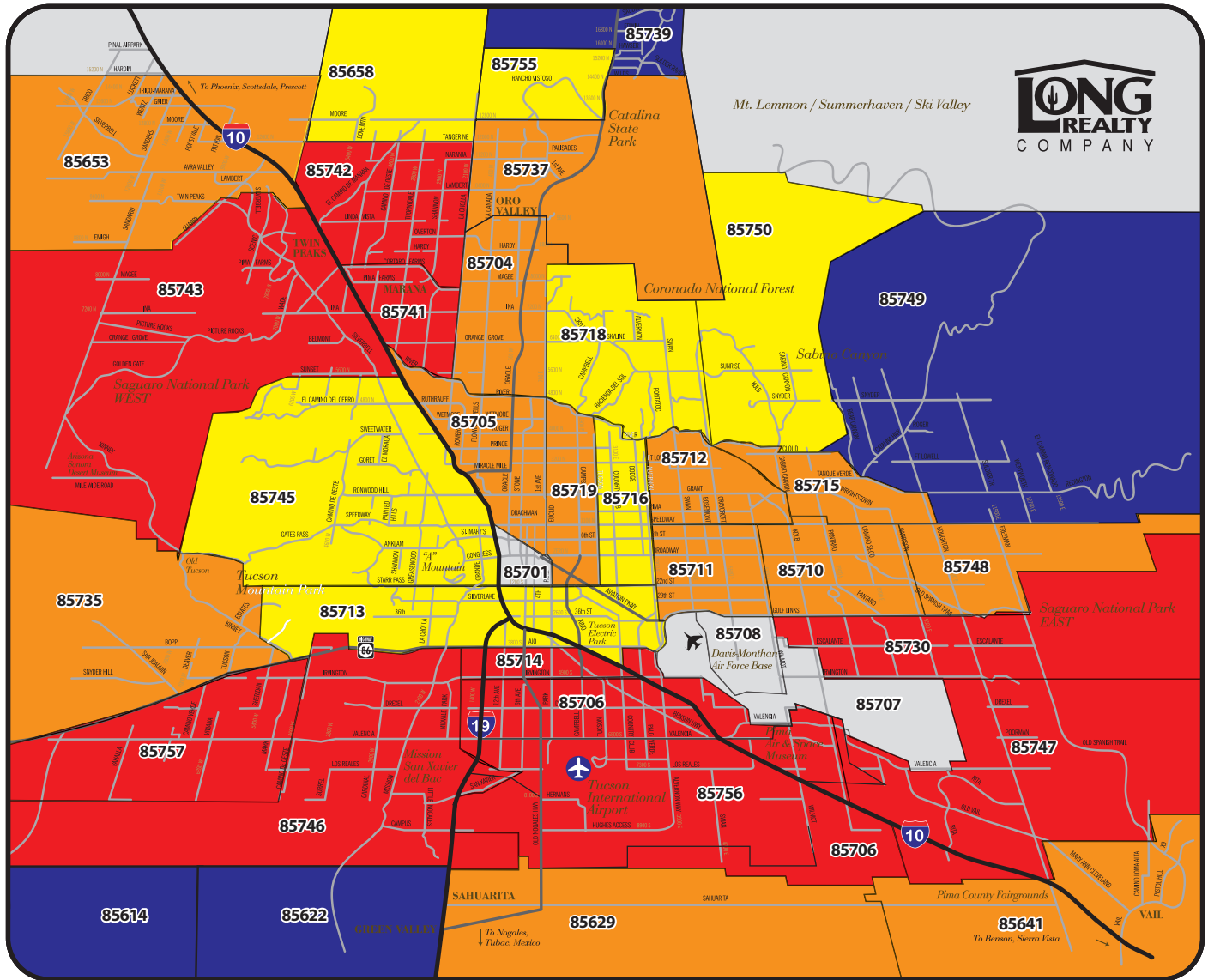
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Months of Inventory Heat Map by Zip Code



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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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