

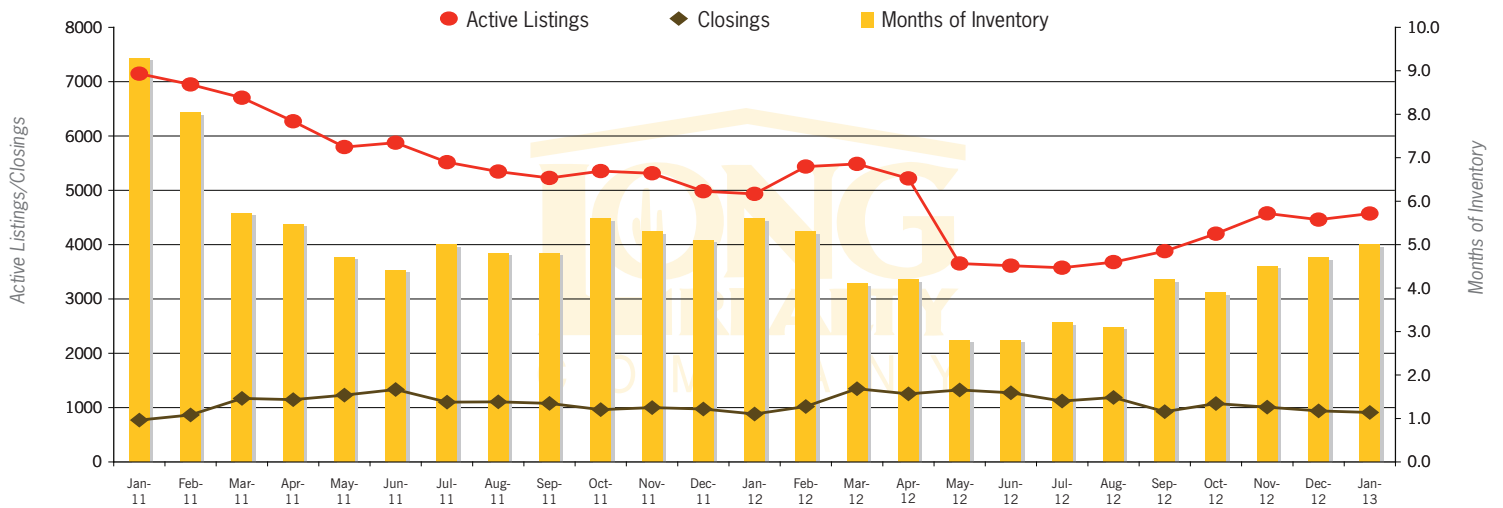
The Housing Report

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Tucson Main Market | February 2013

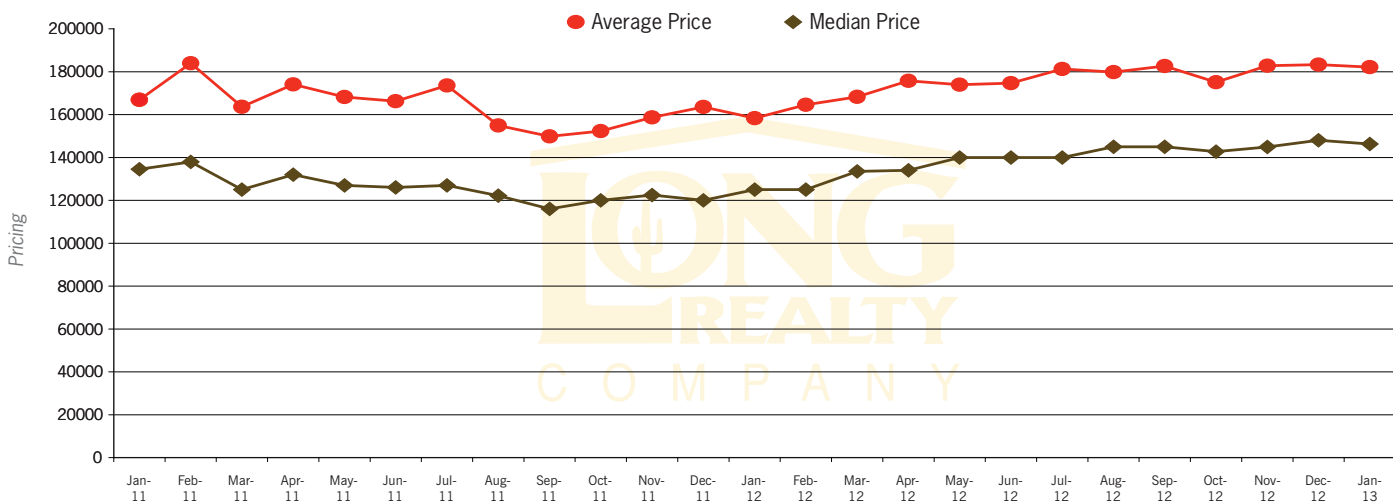
As of January 2013 active inventory was 4,571, a 7% decrease from January 2012. There were 910 closings in January 2013, 3% above January 2012. Months of Inventory was 5.0, down from 5.6 in January 2012. Median price of sold homes was \$146,250 for the month of January 2013, up 17% from January 2012. The Tucson Market had 1,598 new properties under contract in January 2013, down 3% from January 2012.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 2/5/2013. 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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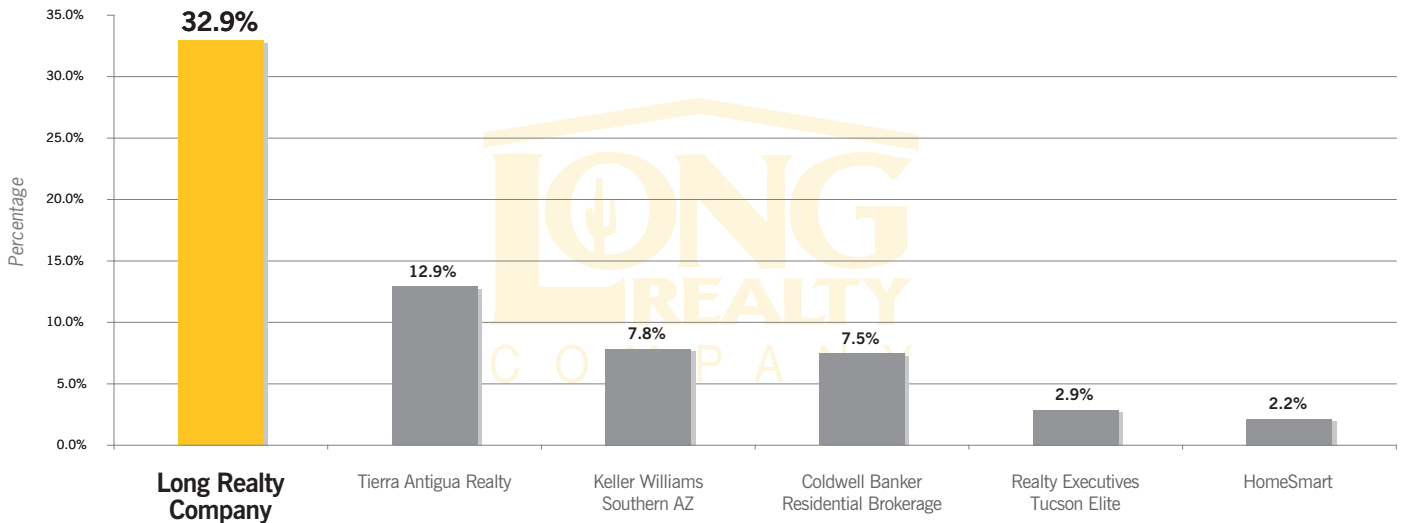
New Properties Under Contract

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



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Market Share



Data Obtained 2/5/2013 from TARMLS using BrokerMetrics software for all closed residential sales volume between 2/1/2012-1/31/2013 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	
	Jan-13	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13		
\$1 - 49,999	220	83	72	104	73	70	63	3.5	
\$50,000 - 74,999	295	114	80	83	110	95	96	3.1	
\$75,000 - 99,999	364	151	131	149	103	89	96	3.8	
\$100,000 - 124,999	340	155	128	115	151	107	92	3.7	
\$125,000 - 149,999	383	155	127	150	124	157	123	3.1	
\$150,000 - 174,999	344	141	112	121	91	108	96	3.6	
\$175,000 - 199,999	394	95	83	88	94	87	69	5.7	
\$200,000 - 224,999	228	76	55	59	67	64	53	4.3	
\$225,000 - 249,999	287	58	42	53	50	44	39	7.4	
\$250,000 - 274,999	201	42	35	35	31	33	28	7.2	
\$275,000 - 299,999	232	43	19	27	34	26	24	9.7	
\$300,000 - 349,999	267	44	44	49	47	41	36	7.4	
\$350,000 - 399,999	196	26	31	28	33	25	27	7.3	
\$400,000 - 499,999	225	36	28	33	46	27	32	7.0	
\$500,000 - 599,999	143	14	11	11	12	14	12	11.9	
\$600,000 - 699,999	88	11	3	3	4	6	6	14.7	
\$700,000 - 799,999	60	8	3	1	7	5	5	12.0	
\$800,000 - 899,999	49	1	3	3	2	2	5	9.8	
\$900,000 - 999,999	32	2	1	0	1	1	0	n/a	
\$1,000,000 - and over	173	5	9	8	3	5	3	57.7	
TOTAL	4,521	1,260	1,017	1,120	1,083	1,006	905	5.0	

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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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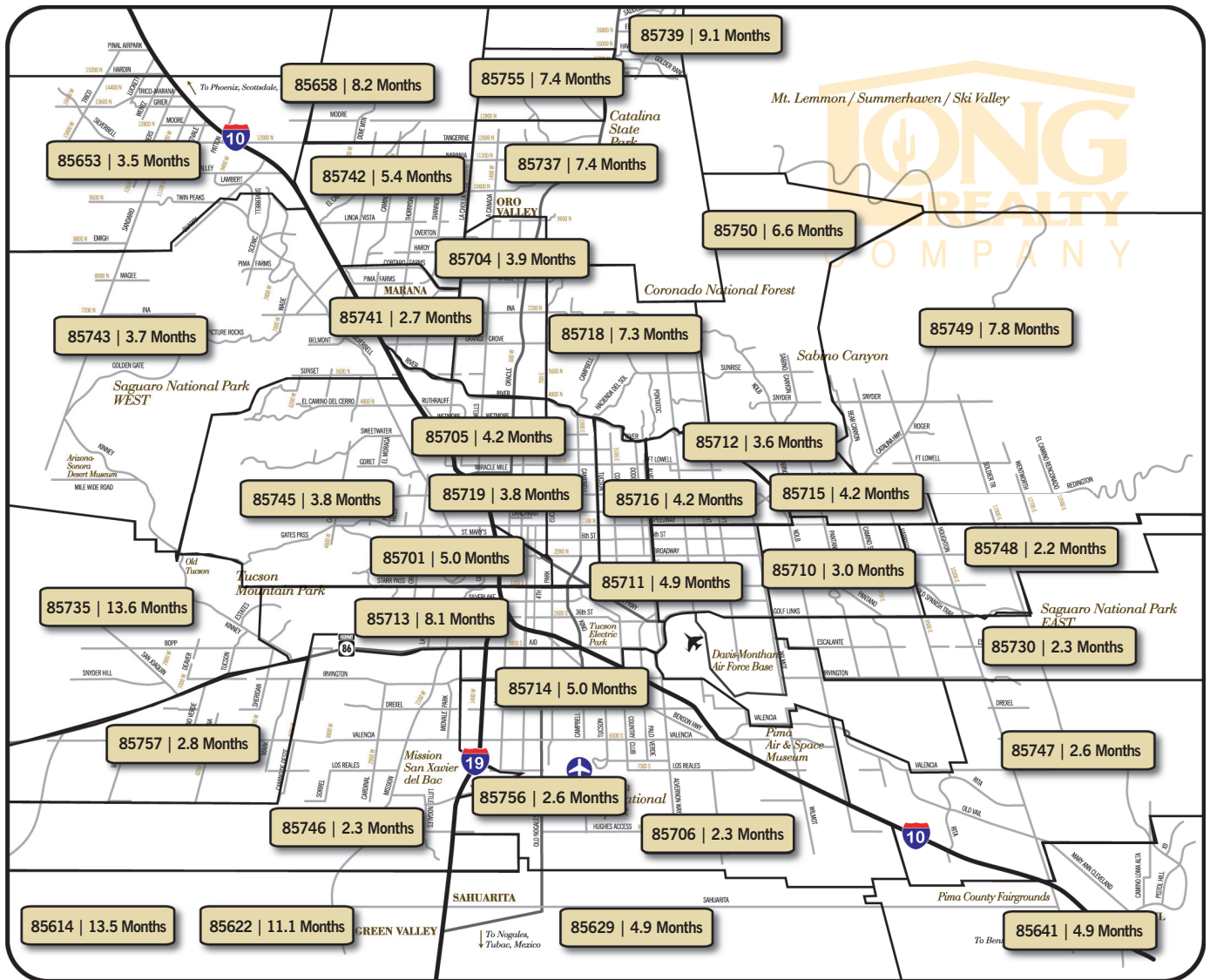


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Months of Inventory by Zip Code



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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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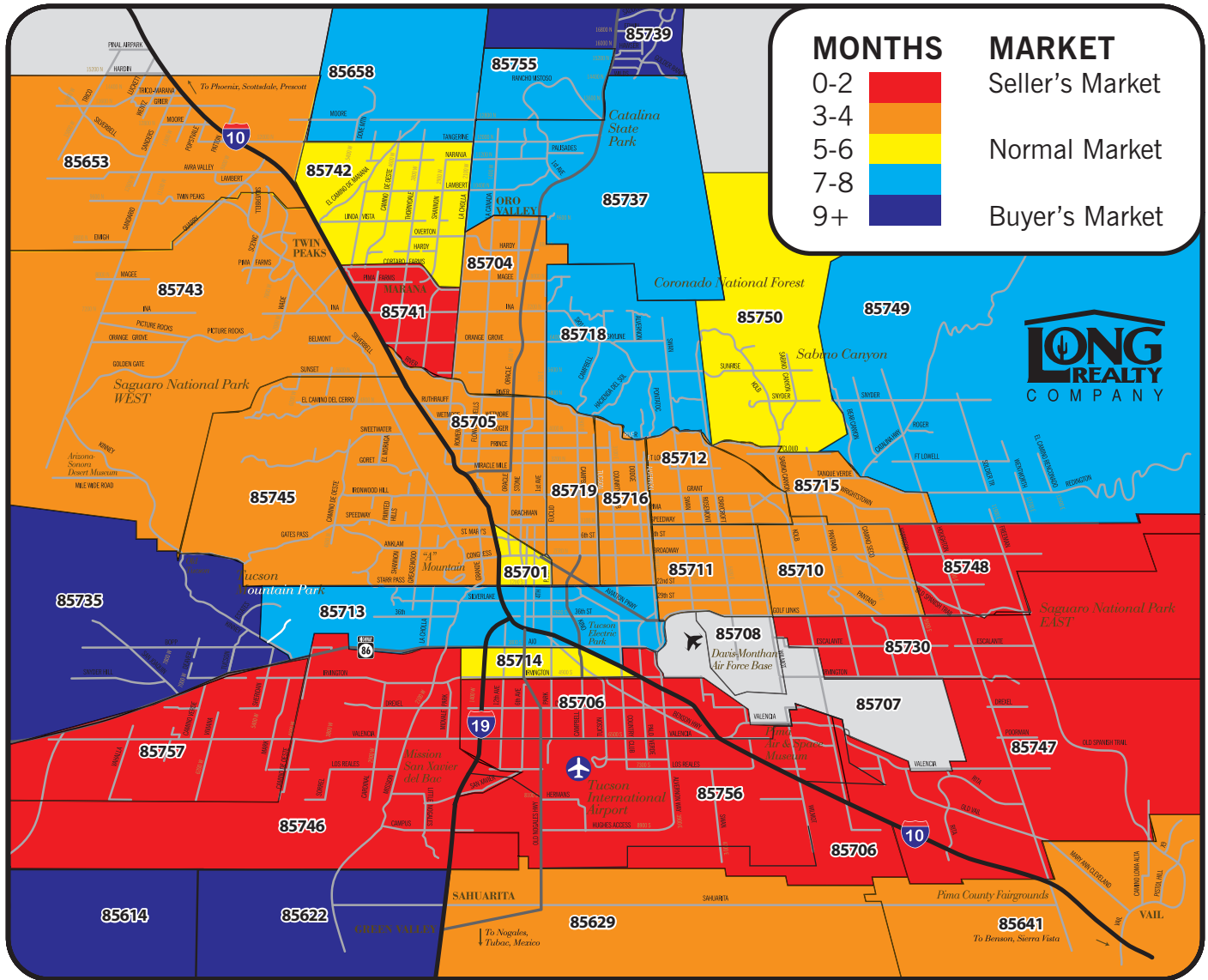


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Months of Inventory Heat Map by Zip Code



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