

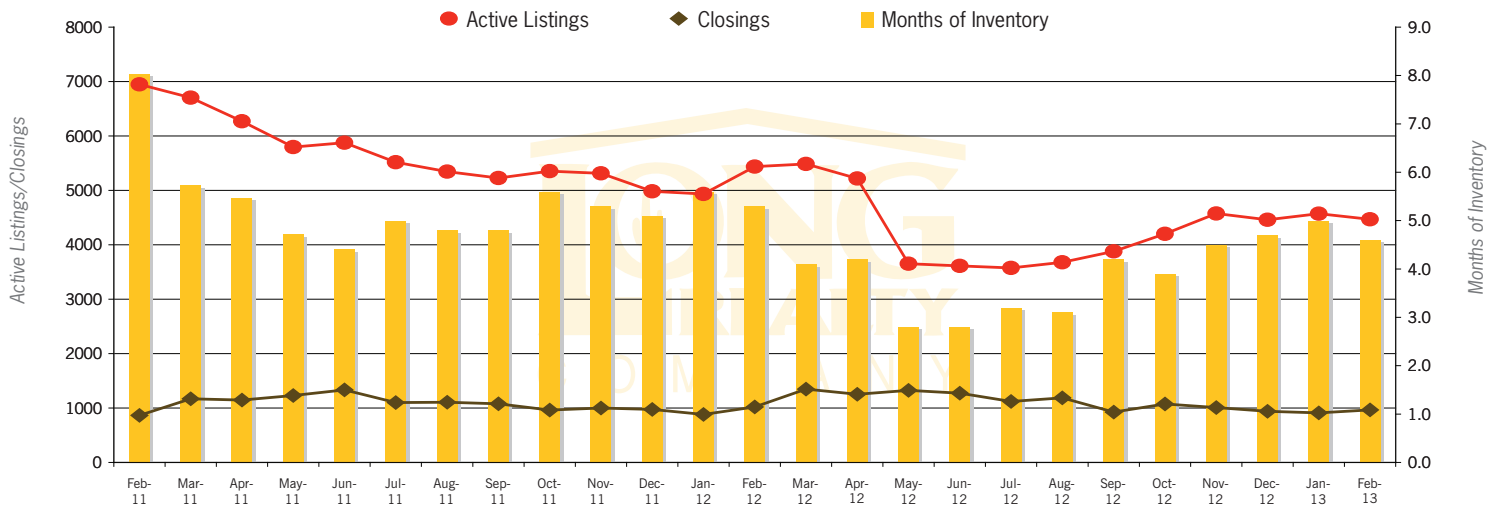
The Housing Report

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Tucson Main Market | March 2013

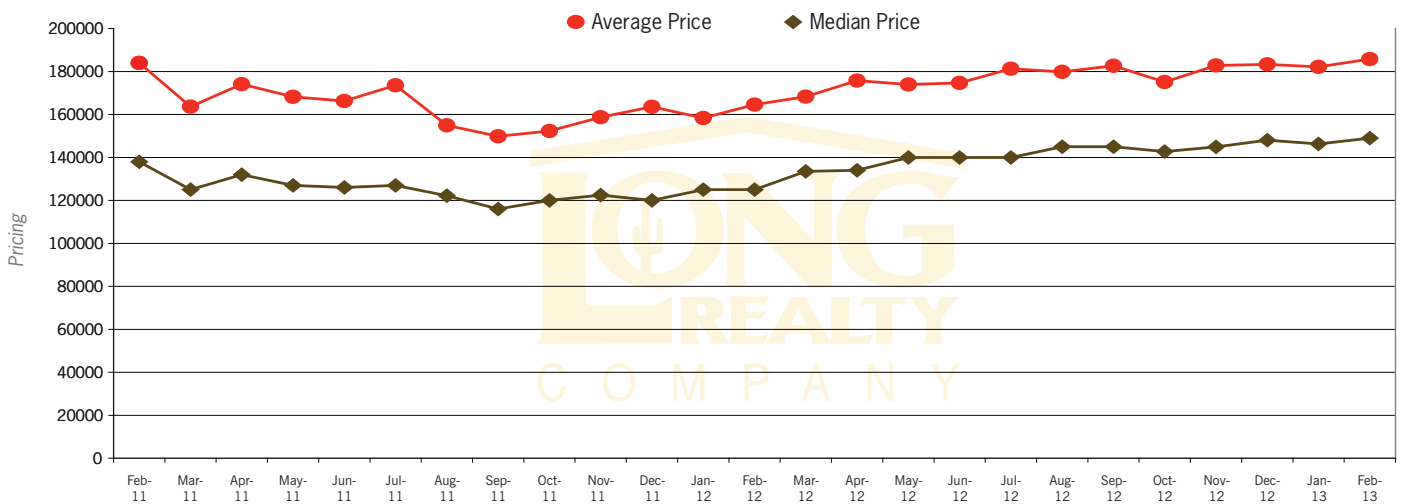
As of February 2013 active inventory was 4,468, an 18% decrease from February 2012. There were 965 closings in February 2013, 5% below February 2012. Months of Inventory was 4.6, down from 5.3 in February 2012. Median price of sold homes was \$149,000 for the month of February 2013, up 19% from February 2012. The Tucson Market had 1,666 new properties under contract in February 2013, down 5% from February 2012.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 3/5/2013. 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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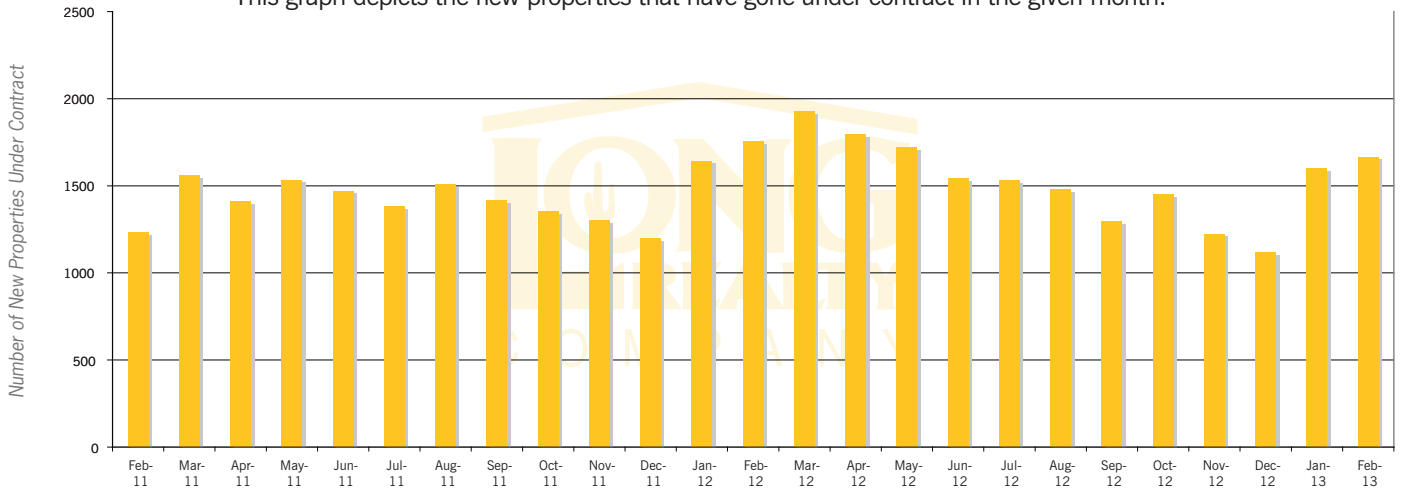
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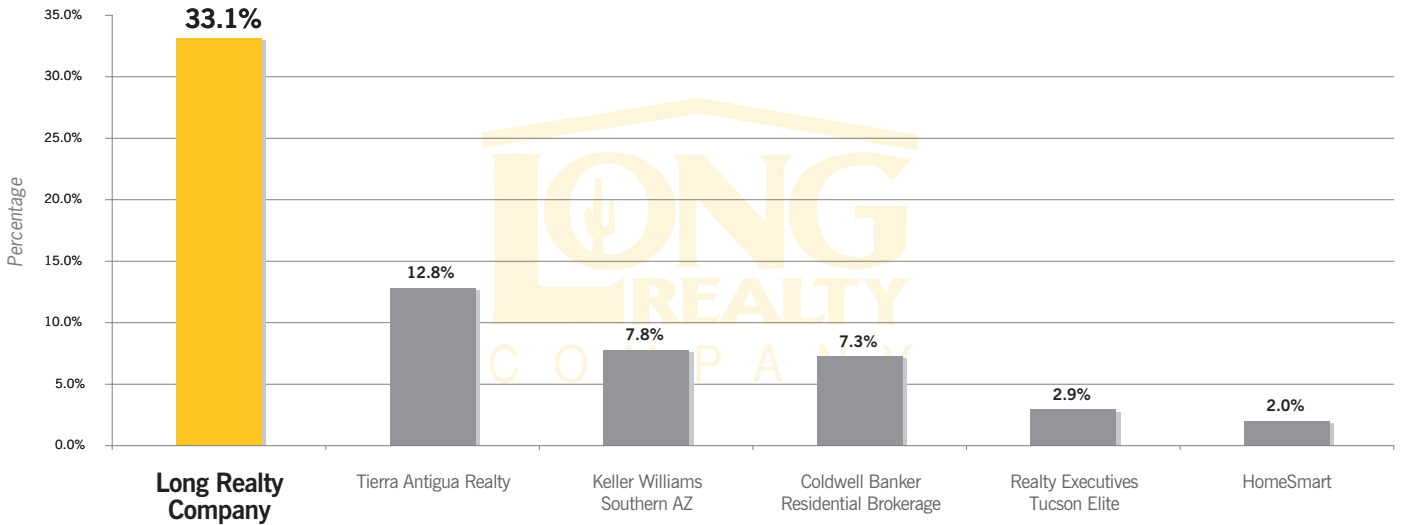
New Properties Under Contract

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



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Market Share



Data Obtained 3/5/2013 from TARMLS using BrokerMetrics software for all closed residential sales volume between 3/1/2012-2/28/2013 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
	Feb-13	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	
\$1 - 49,999	216	72	104	74	71	68	81	2.7
\$50,000 - 74,999	291	81	83	111	97	98	58	5.0
\$75,000 - 99,999	339	131	149	103	91	98	110	3.1
\$100,000 - 124,999	332	128	115	152	108	95	107	3.1
\$125,000 - 149,999	358	127	150	125	157	129	129	2.8
\$150,000 - 174,999	314	112	121	93	110	99	108	2.9
\$175,000 - 199,999	349	83	89	96	89	75	78	4.5
\$200,000 - 224,999	203	55	60	70	64	55	63	3.2
\$225,000 - 249,999	300	42	53	50	43	41	41	7.3
\$250,000 - 274,999	189	35	35	31	33	29	26	7.3
\$275,000 - 299,999	248	19	27	34	26	26	20	12.4
\$300,000 - 349,999	262	44	49	48	41	38	43	6.1
\$350,000 - 399,999	199	31	28	34	25	28	33	6.0
\$400,000 - 499,999	219	28	33	47	27	31	27	8.1
\$500,000 - 599,999	146	11	11	12	14	13	8	18.3
\$600,000 - 699,999	101	3	3	4	6	6	7	14.4
\$700,000 - 799,999	71	3	1	7	5	5	5	14.2
\$800,000 - 899,999	53	3	3	2	2	6	4	13.3
\$900,000 - 999,999	45	1	0	1	1	0	1	45.0
\$1,000,000 - and over	178	9	8	3	5	3	7	25.4
TOTAL	4,413	1,018	1,122	1,097	1,015	943	956	4.6

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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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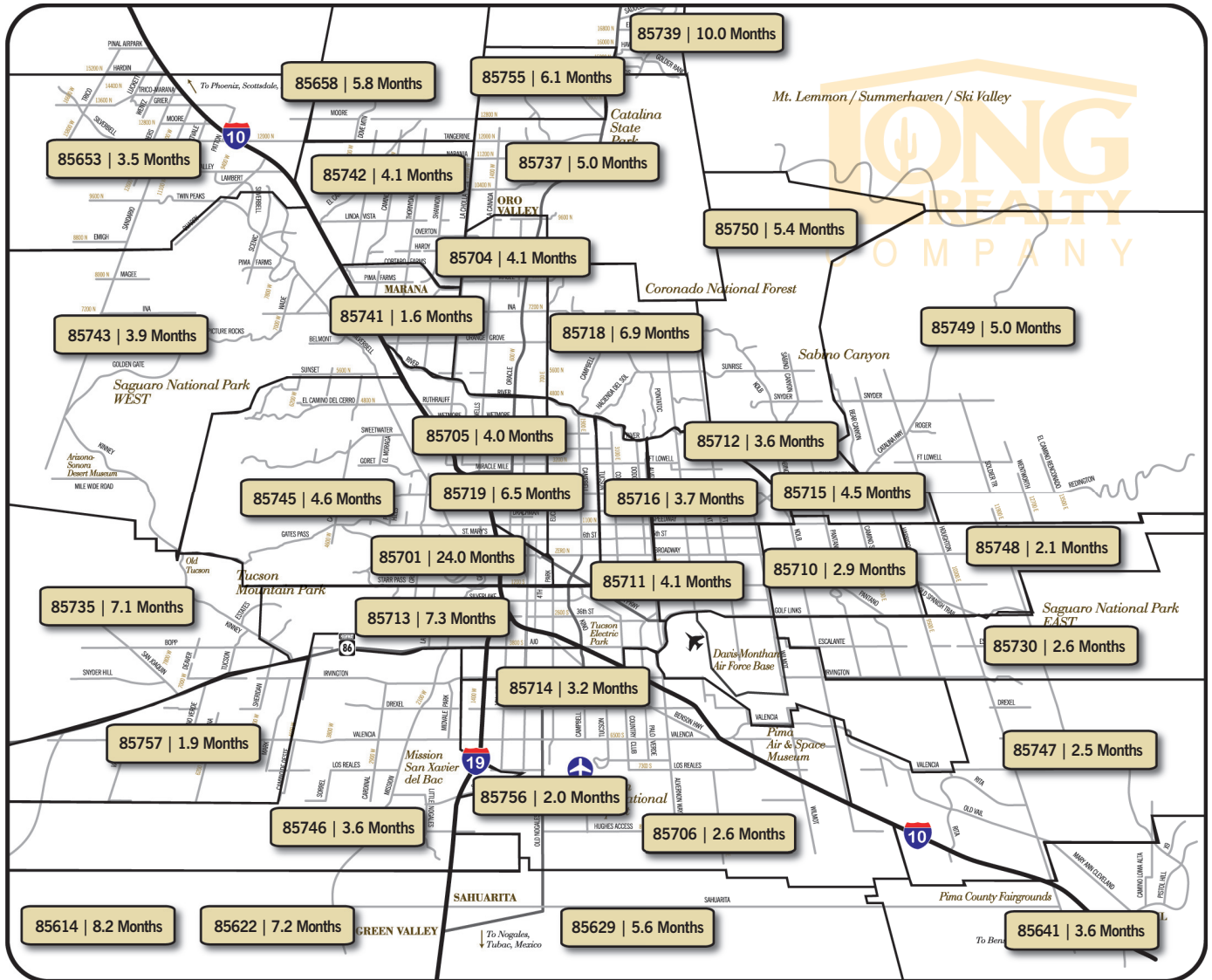


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Months of Inventory by Zip Code



These statistics are based on information obtained from the TARMLS using Brokermetrics software and from the GV/SAH MLS on 3/5/2013. 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.

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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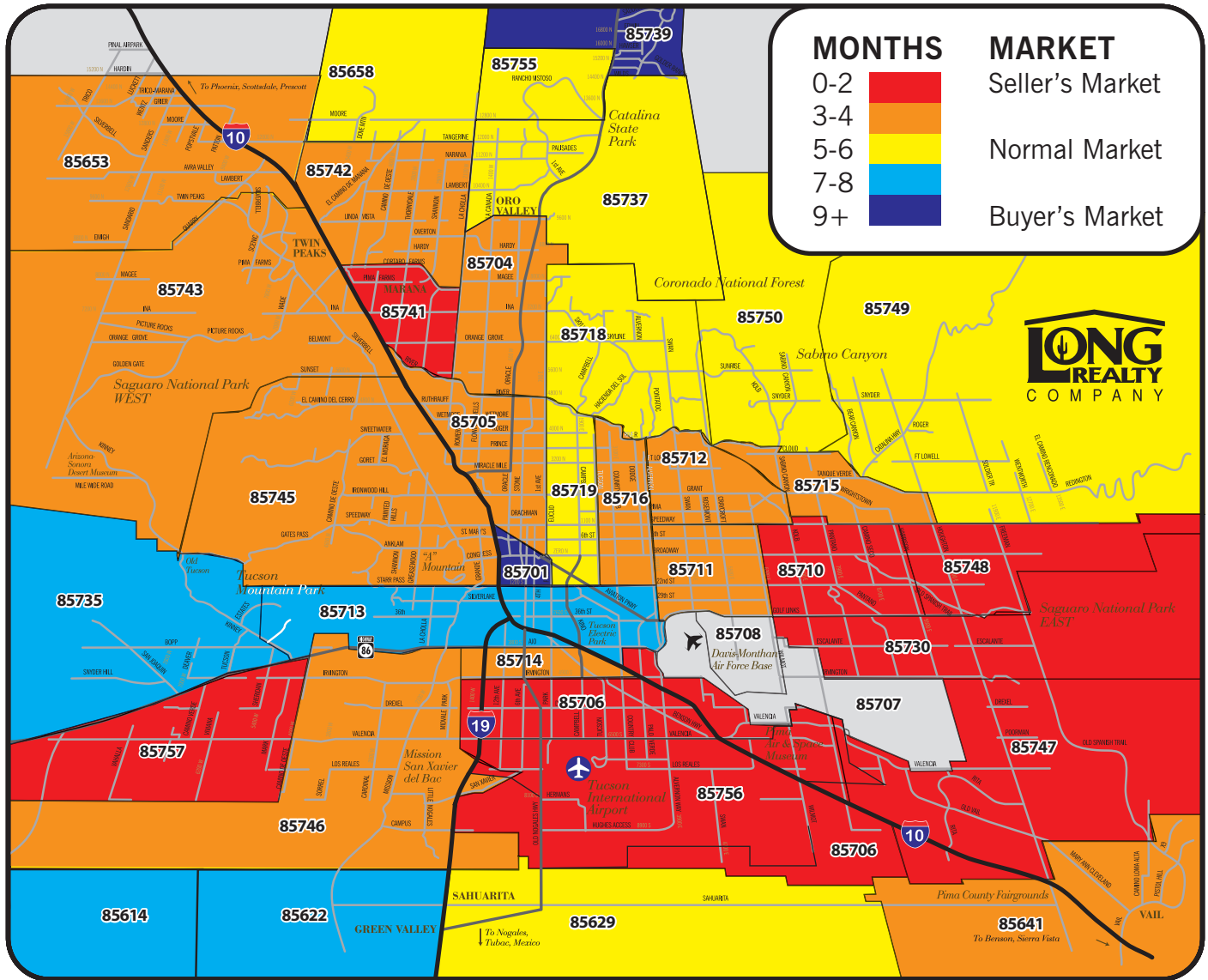


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Months of Inventory Heat Map by Zip Code



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