

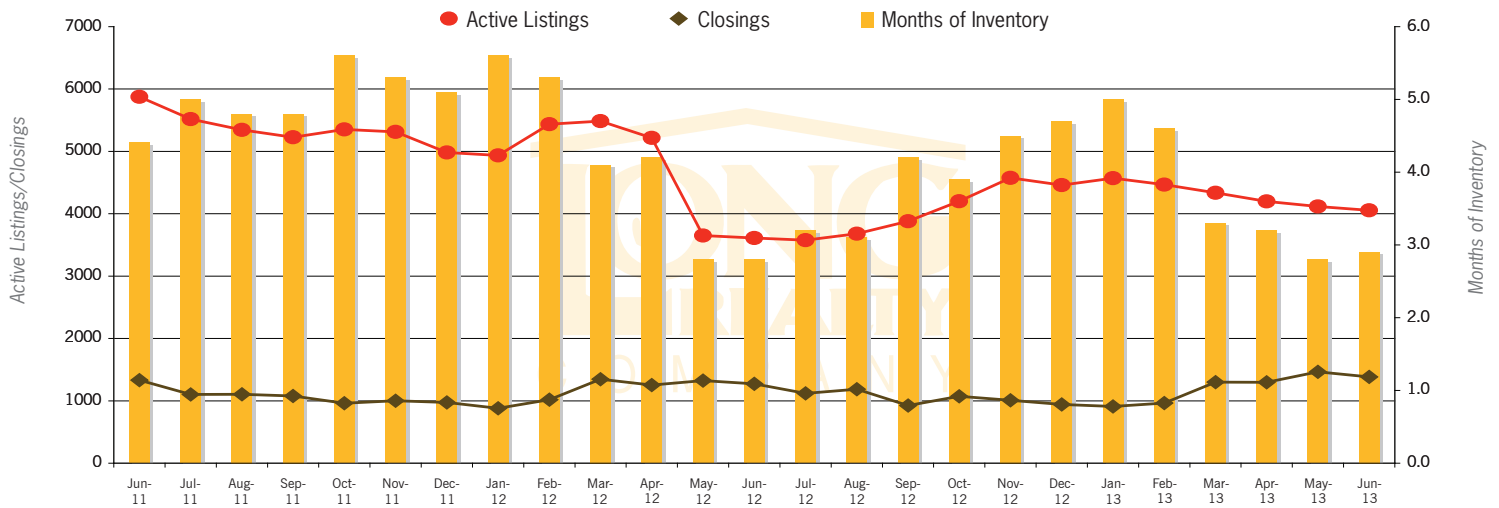
The Housing Report

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Tucson Main Market | July 2013

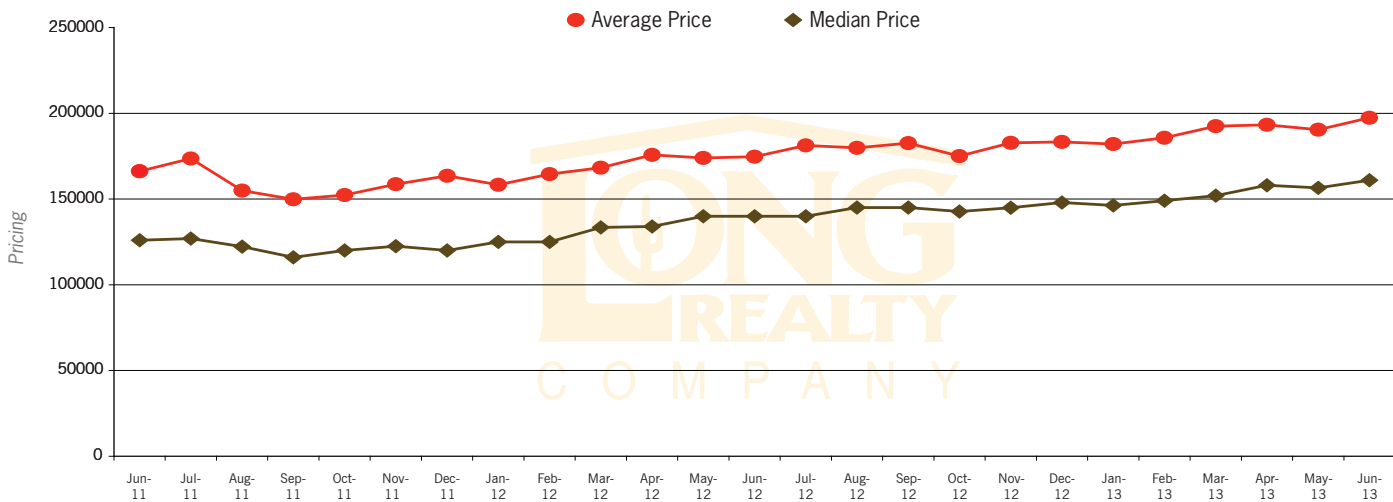
As of June 2013 active inventory was 4,055, a 12% increase from June 2012. There were 1,383 closings in June 2013, 9% above June 2012. Months of Inventory was 2.9, up from 2.8 in June 2012. Median price of sold homes was \$161,000 for the month of June 2013, up 15% from June 2012. The Tucson Market had 1,509 new properties under contract in June 2013, down 2% from June 2012.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 7/3/2013. 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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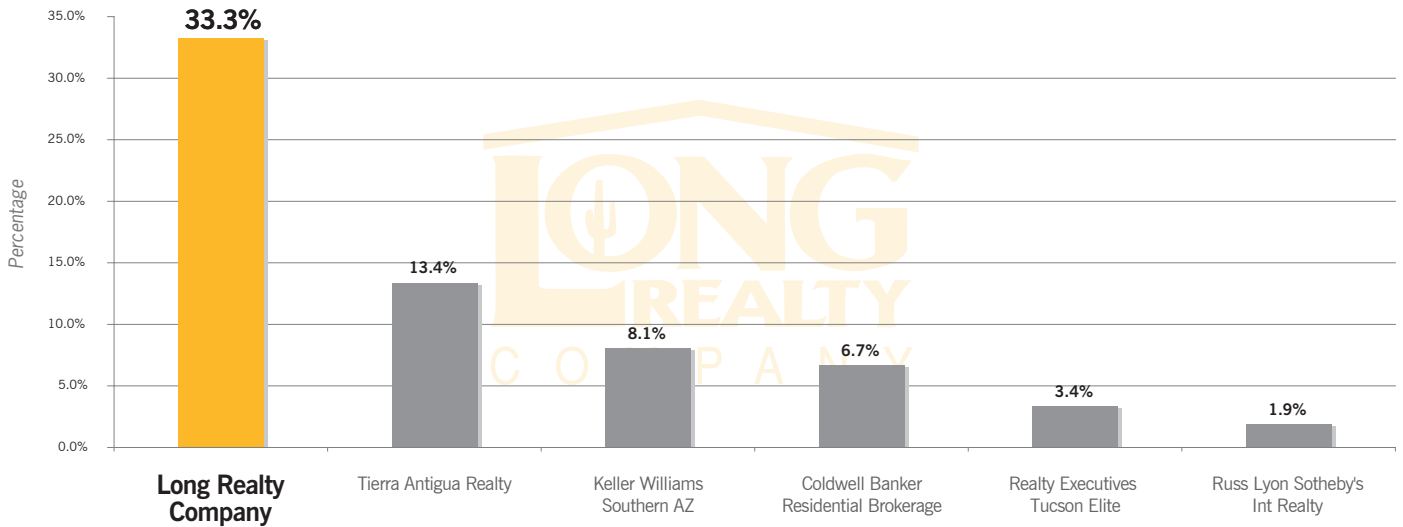
New Properties Under Contract

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



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Market Share



Data Obtained 7/3/2013 from TARMLS using BrokerMetrics software for all closed residential sales volume between 7/1/2012-6/30/2013 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
	Jun-13	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	
\$1 - 49,999	188	68	88	93	85	110	67	2.8
\$50,000 - 74,999	229	101	67	125	90	101	89	2.6
\$75,000 - 99,999	255	100	120	123	137	158	104	2.5
\$100,000 - 124,999	268	95	124	182	171	170	163	1.6
\$125,000 - 149,999	330	129	140	161	161	171	170	1.9
\$150,000 - 174,999	270	99	120	146	159	175	186	1.5
\$175,000 - 199,999	297	76	85	115	138	140	116	2.6
\$200,000 - 224,999	215	55	67	77	84	97	77	2.8
\$225,000 - 249,999	306	42	48	74	90	85	86	3.6
\$250,000 - 274,999	178	30	27	48	47	70	53	3.4
\$275,000 - 299,999	231	28	22	43	36	55	64	3.6
\$300,000 - 349,999	251	40	46	58	69	53	70	3.6
\$350,000 - 399,999	203	27	36	38	33	41	39	5.2
\$400,000 - 499,999	245	31	28	50	51	34	47	5.2
\$500,000 - 599,999	145	13	8	23	18	23	20	7.3
\$600,000 - 699,999	104	6	7	12	14	16	9	11.6
\$700,000 - 799,999	54	5	5	7	6	2	7	7.7
\$800,000 - 899,999	45	6	4	1	3	11	3	15.0
\$900,000 - 999,999	35	0	1	3	0	4	4	8.8
\$1,000,000 - and over	150	3	7	12	7	9	5	30.0
TOTAL	3,999	954	1,050	1,391	1,399	1,525	1,379	2.9

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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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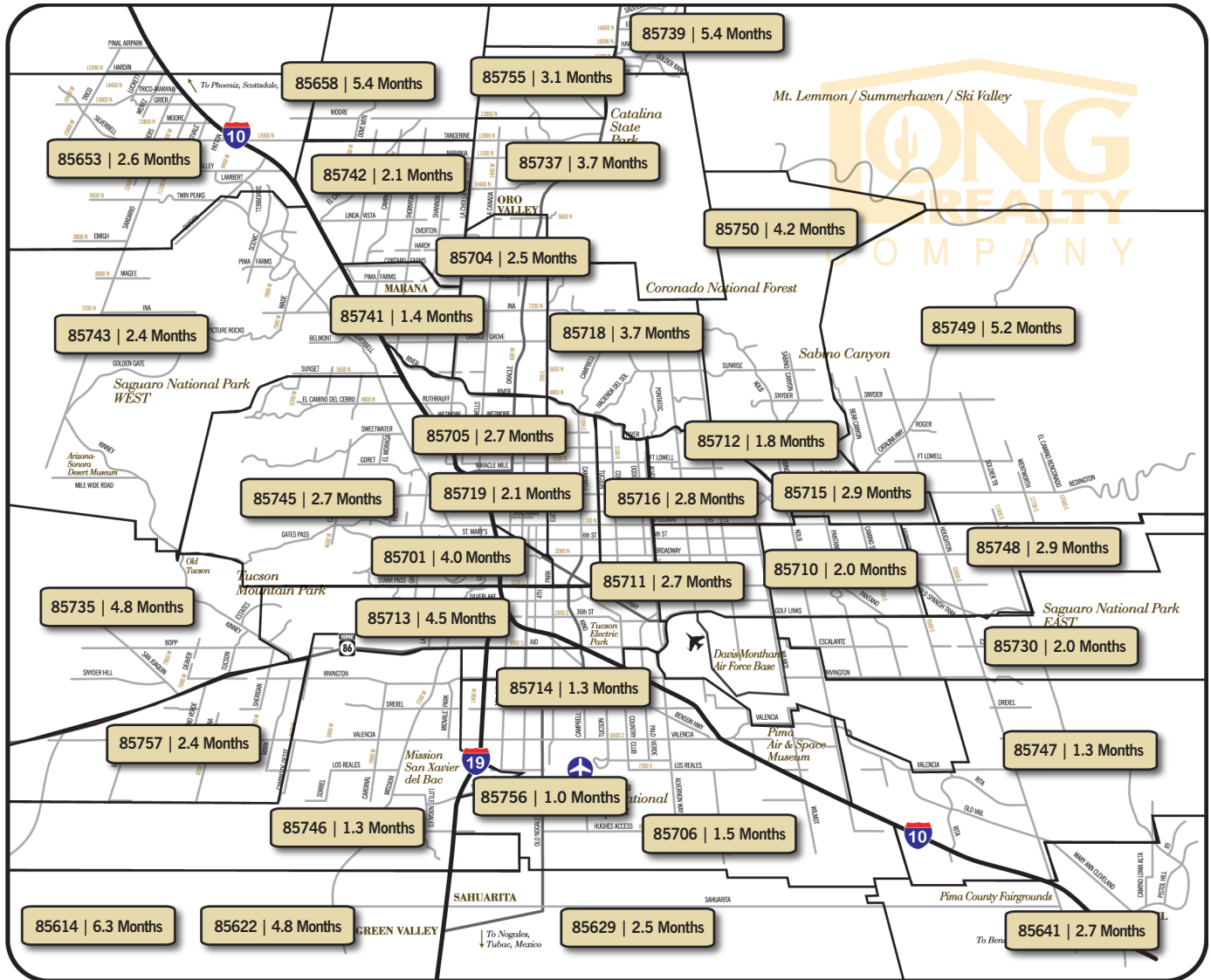


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Months of Inventory by Zip Code



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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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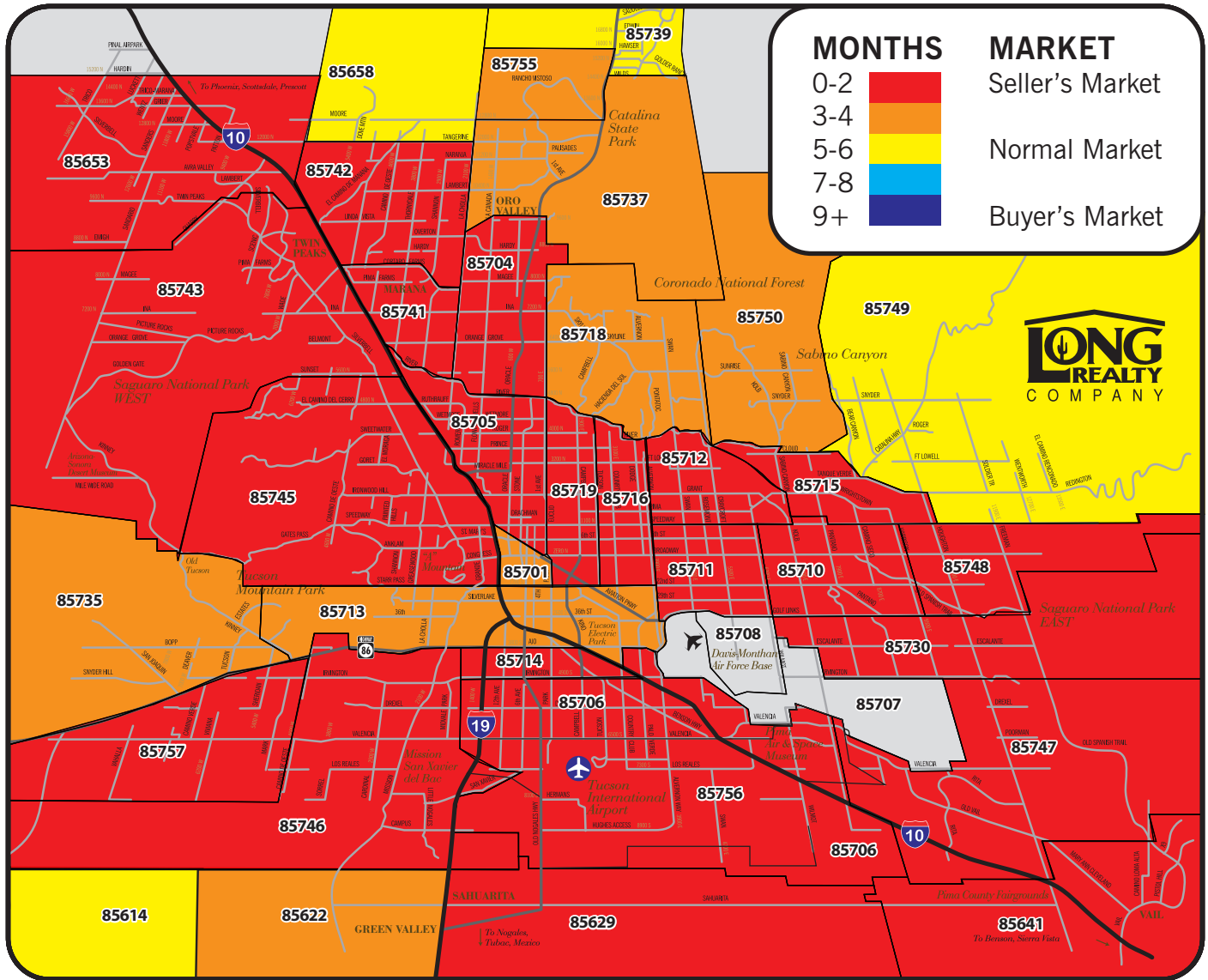


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Months of Inventory Heat Map by Zip Code



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