

The Housing Report

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Continental Ranch | April 2013

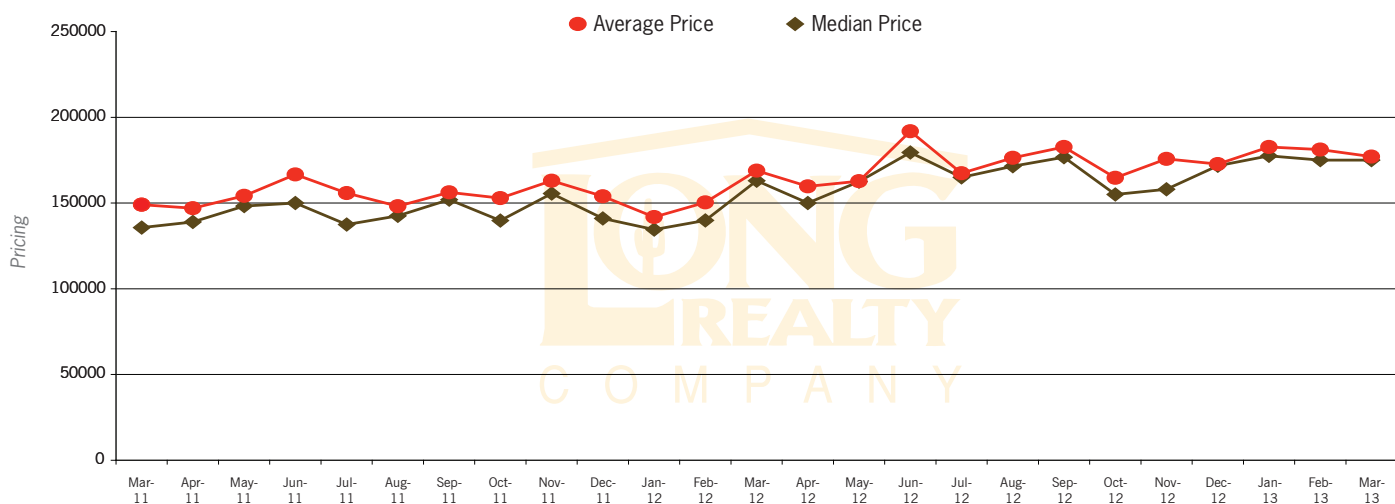
As of March 2013 active inventory was 48, a 4% decrease from March 2012. There were 28 closings in March 2013, 27% above March 2012. Months of Inventory was 1.7 down from 2.3 in March 2012. Median price of sold homes was \$175,000 for the month of March 2013, up 7% from March 2012. The Continental Ranch area had 29 new properties under contract in March 2013, down 15% from March 2012.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 4/3/2013. 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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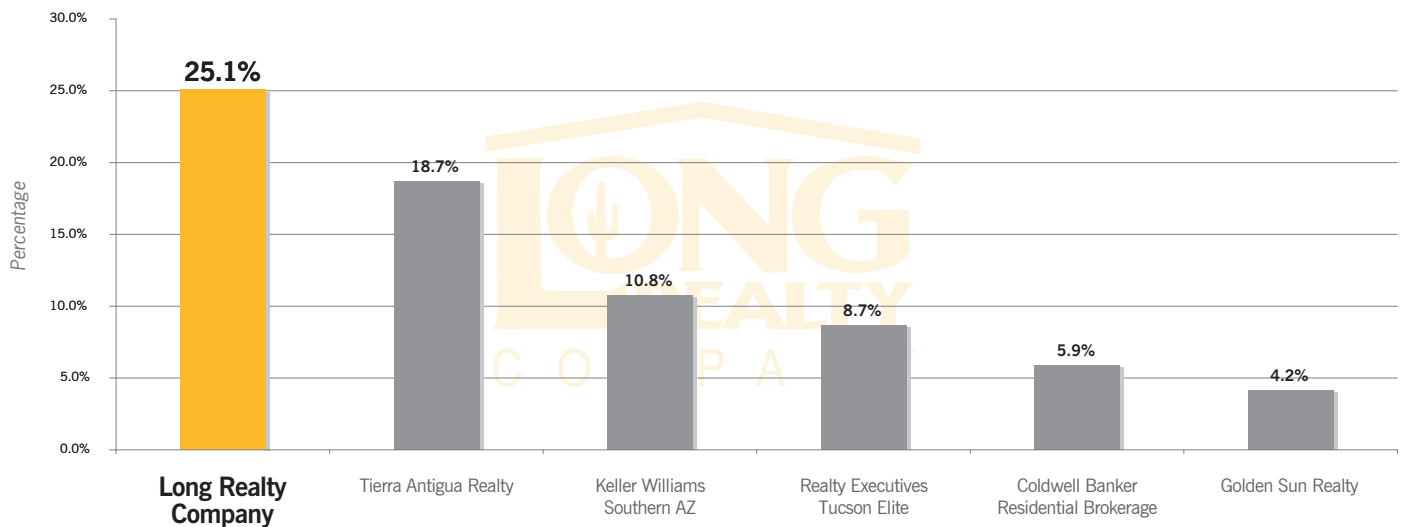
New Properties Under Contract

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



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Market Share



Data Obtained 4/3/2013 from TARMLS using BrokerMetrics software for all closed residential sales volume between 4/1/2012-3/31/2013 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 |
|------------------------|-----------------|-------------------|-----------|-----------|-----------|-----------|-----------|---------------------|
| | Mar-13 | Oct-12 | Nov-12 | Dec-12 | Jan-13 | Feb-13 | Mar-13 | |
| \$1 - 49,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a |
| \$50,000 - 74,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a |
| \$75,000 - 99,999 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | n/a |
| \$100,000 - 124,999 | 0 | 0 | 0 | 1 | 2 | 1 | 2 | n/a |
| \$125,000 - 149,999 | 2 | 8 | 2 | 2 | 3 | 5 | 2 | 1.0 |
| \$150,000 - 174,999 | 9 | 7 | 6 | 5 | 4 | 2 | 8 | 1.1 |
| \$175,000 - 199,999 | 14 | 2 | 1 | 4 | 7 | 5 | 9 | 1.6 |
| \$200,000 - 224,999 | 10 | 1 | 0 | 1 | 2 | 4 | 4 | 2.5 |
| \$225,000 - 249,999 | 8 | 2 | 3 | 1 | 1 | 2 | 3 | 2.7 |
| \$250,000 - 274,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a |
| \$275,000 - 299,999 | 3 | 0 | 0 | 0 | 2 | 0 | 0 | n/a |
| \$300,000 - 349,999 | 2 | 0 | 0 | 0 | 0 | 1 | 0 | n/a |
| \$350,000 - 399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a |
| \$400,000 - 499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a |
| \$500,000 - 599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | n/a |
| \$600,000 - 699,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 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 | 48 | 20 | 13 | 14 | 21 | 20 | 28 | 1.7 |

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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.

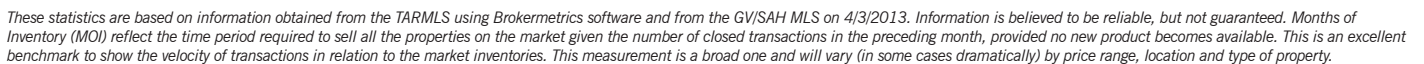


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Months of Inventory by Zip Code



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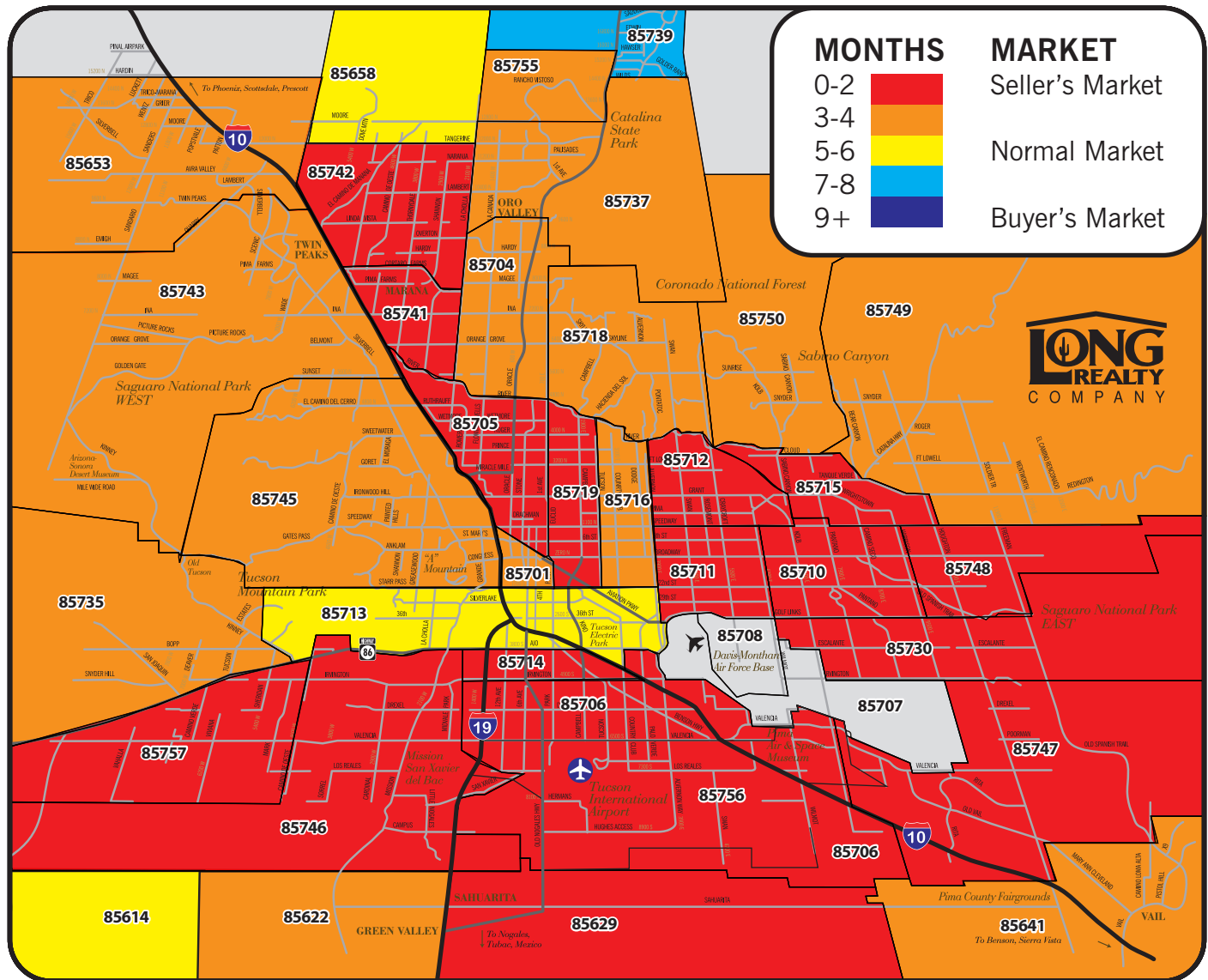


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Months of Inventory Heat Map by Zip Code



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