

The Housing Report

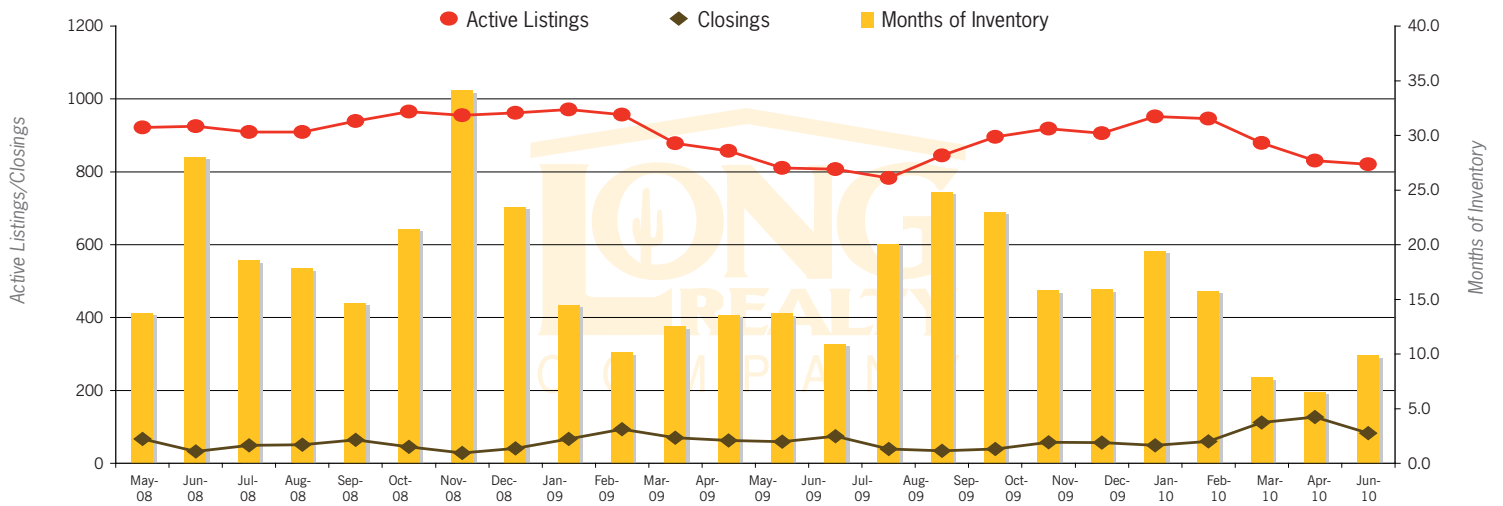
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Green Valley | July 2010

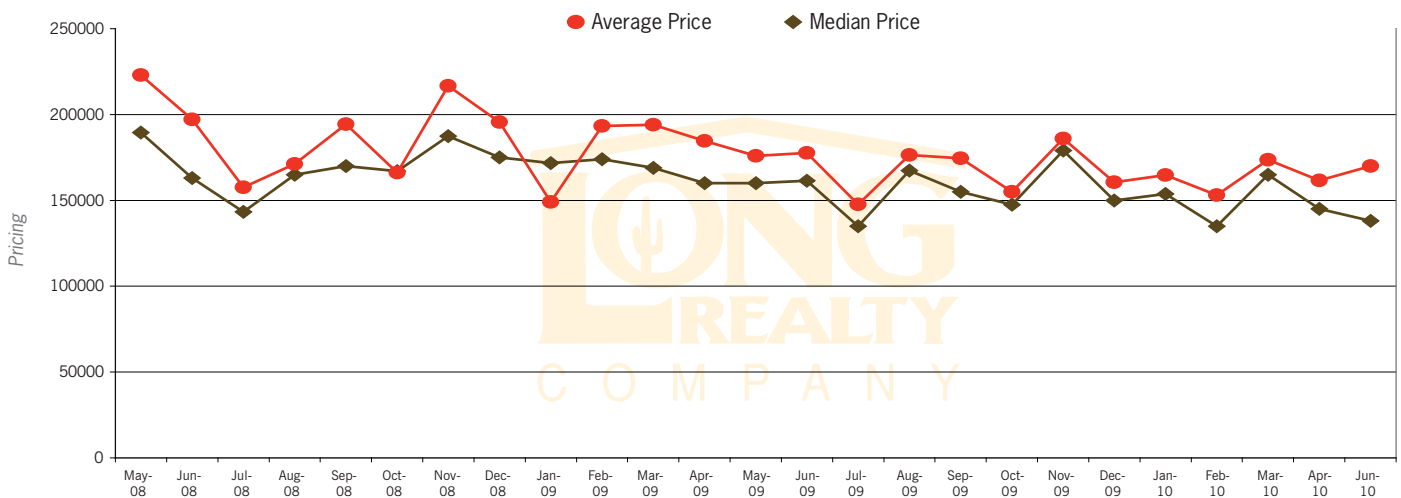
As of June 2010 active inventory was 799, a 4% decrease from June 2009. There were 57 closings in June 2010, an increase of 32% above June 2009. Months of Inventory was 14.0, up from 13.7 in June 2009. Median price of sold homes was \$138,000 for the month of June 2010, down 14% from June 2009.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the GV/SAH MLS on 7/6/10. 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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Contact your favorite Long Realty Sales Associate for more information.

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Price Banded Market Report Residential Homes

| Price Band | Homes Sold/Closed | | | | | | | Months of Inventory |
|-----------------------|-------------------|--------|--------|--------|--------|--------|--------|---------------------|
| | Jun-10 | Jan-10 | Feb-10 | Mar-10 | Apr-10 | May-10 | Jun-10 | |
| \$0 - 59,000 | 25 | 5 | 4 | 6 | 4 | 5 | 3 | 8.3 |
| \$60,000 - 79,999 | 37 | 1 | 7 | 10 | 9 | 7 | 3 | 12.3 |
| \$80,000 - 99,999 | 29 | 4 | 6 | 4 | 9 | 5 | 5 | 5.8 |
| \$100,000 - 119,999 | 58 | 10 | 5 | 18 | 10 | 12 | 4 | 14.5 |
| \$120,000 - 139,999 | 86 | 2 | 6 | 20 | 17 | 9 | 15 | 5.7 |
| \$140,000 - 159,999 | 82 | 4 | 4 | 7 | 13 | 8 | 5 | 16.4 |
| \$160,000 - 179,999 | 84 | 8 | 6 | 18 | 12 | 3 | 2 | 42.0 |
| \$180,000 - 199,999 | 54 | 3 | 4 | 3 | 10 | 11 | 3 | 18.0 |
| \$200,000 - 249,999 | 99 | 4 | 8 | 18 | 17 | 12 | 8 | 12.4 |
| \$250,000 - 299,999 | 76 | 4 | 4 | 6 | 19 | 7 | 4 | 19.0 |
| \$300,000 - 349,999 | 50 | 4 | 2 | 0 | 4 | 3 | 1 | 50.0 |
| \$350,000 - 399,999 | 34 | 0 | 4 | 0 | 2 | 1 | 3 | 11.3 |
| \$400,000 - 499,999 | 40 | 0 | 0 | 1 | 1 | 0 | 0 | n/a |
| \$500,000 - 749,999 | 27 | 0 | 0 | 1 | 0 | 0 | 1 | 27.0 |
| \$750,000 - 1,000,000 | 10 | 0 | 0 | 0 | 0 | 0 | 0 | n/a |
| \$1,000,000 + | 8 | 0 | 0 | 0 | 0 | 0 | 0 | n/a |

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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.

Contact your favorite Long Realty Sales Associate for more information.

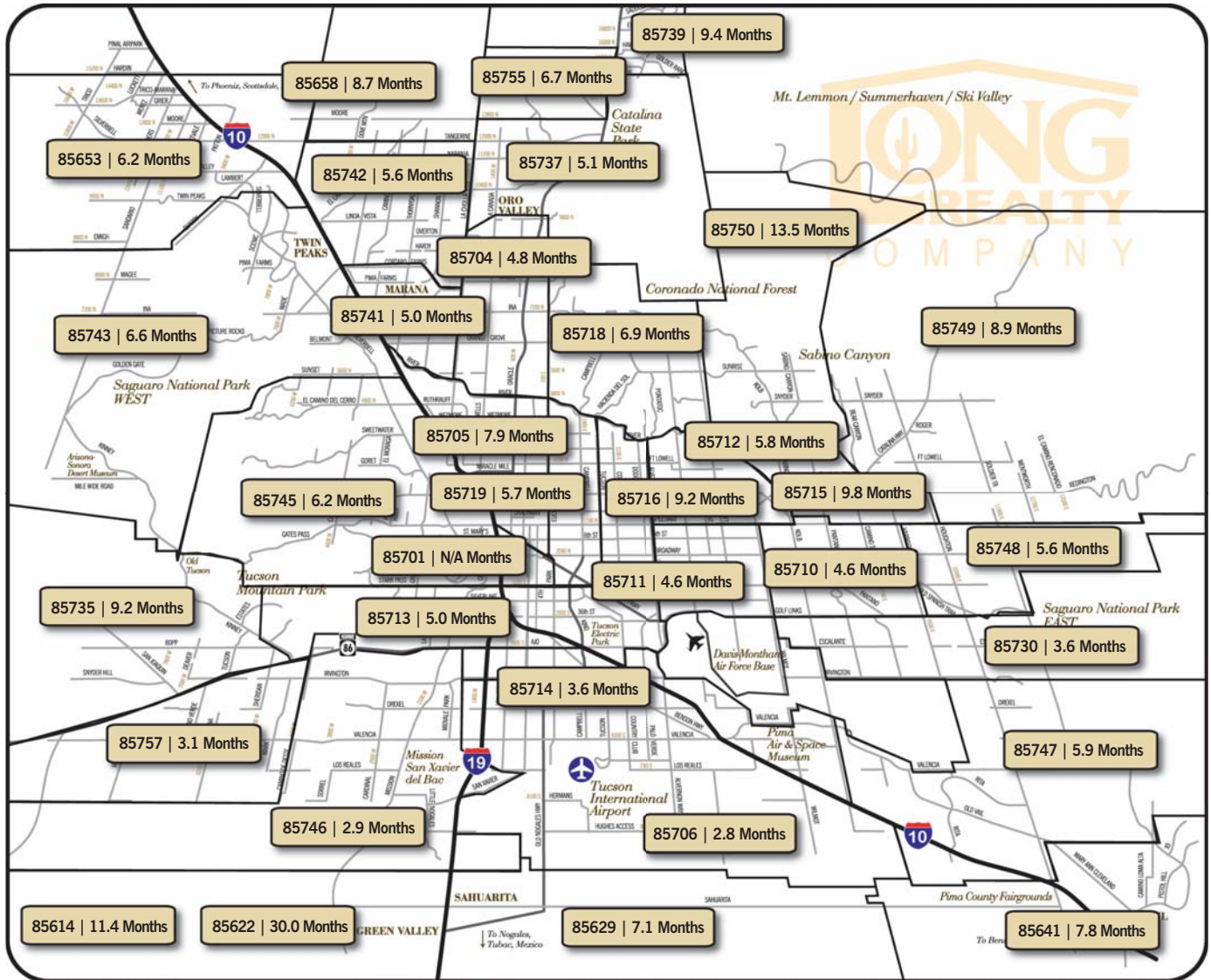
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Months of Inventory by Zip Code



These statistics are based on information obtained from the TARMLS using Brokermetrics software and from the GV/SAH MLS on 7/6/10. 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.

Contact your favorite Long Realty Sales Associate for more information.