

The Housing Report

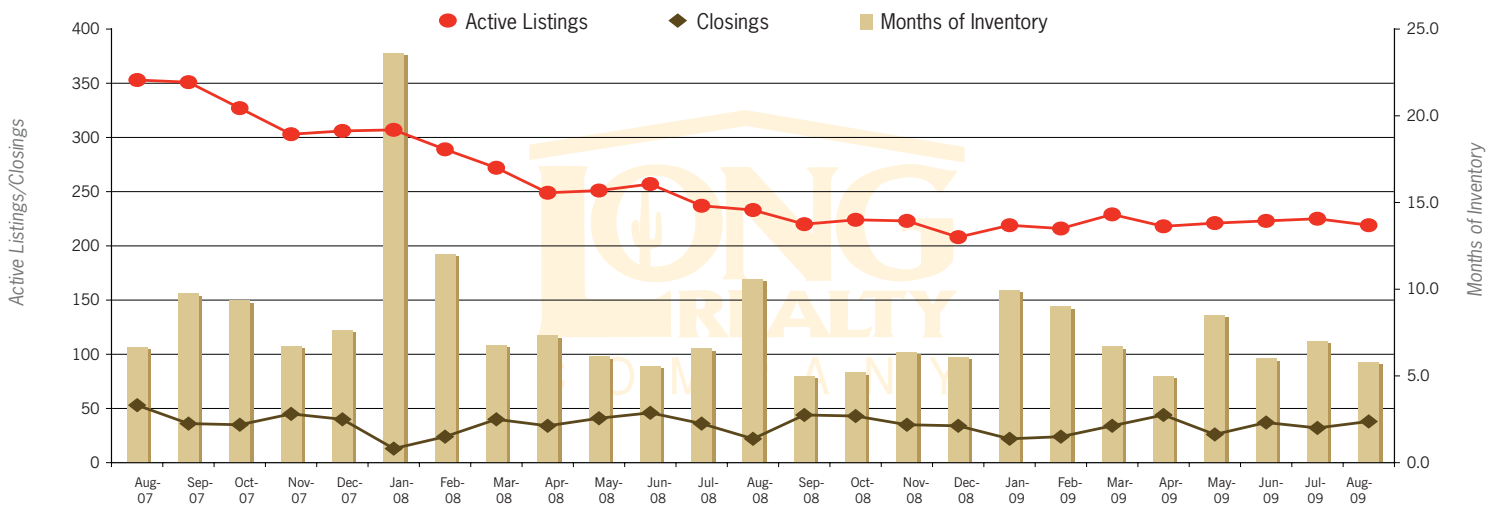
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Sahuarita | September 2009

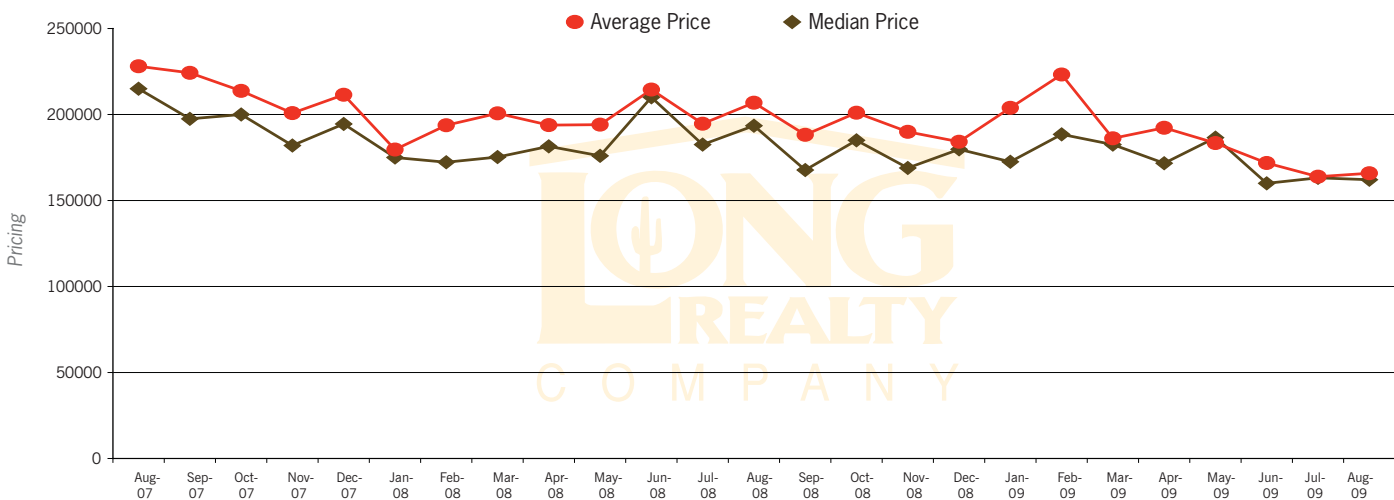
As of August 2009 active inventory was 219, a 6% decrease from August 2008. There were 38 closings in August 2009, 73% above August 2008. Months of Inventory was 5.8, down from 10.6 in August 2008. Median price of sold homes was \$162,084 for the month of August 2009, down 16% from August 2008. Sahuarita is experiencing a significant increase in buyer activity, with new properties under contract up 63% from August 2008. Time is running out on the first time home buyer tax credit for qualifying buyers. Home purchase must close by November 30, 2009. Contact me for more details.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS on 9/03/09 using Brokermetrics software. 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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Price Banded Market Report Residential Homes

Homes on the Market

(Dollars in 1000's)

Homes Sold/Closed

Months of Inventory

Price Band	Aug-09	Mar-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	
\$1 - 49,000	0	0	0	0	1	0	0	NA
\$50,000 - 74,999	0	2	1	0	0	0	0	NA
\$75,000 - 99,999	7	1	2	0	1	2	0	NA
\$100,000 - 124,999	9	0	1	3	4	4	3	3.0
\$125,000 - 149,999	35	5	8	6	9	9	10	3.5
\$150,000 - 174,000	44	6	14	6	5	6	12	3.7
\$175,000 - 199,999	43	4	8	6	7	8	6	7.2
\$200,000 - 224,999	15	8	6	5	5	5	4	3.8
\$225,000 - 249,999	22	6	2	3	2	0	2	11.0
\$250,000 - 274,999	9	0	1	2	1	1	0	NA
\$275,000 - 299,999	7	3	1	0	1	1	1	7.0
\$300,000 - 349,999	12	0	1	0	0	0	0	NA
\$350,000 - 399,999	9	0	1	0	1	0	0	NA
\$400,000 - 499,999	4	0	2	0	0	0	0	NA
\$500,000 - 749,000	2	0	0	0	0	0	0	NA
\$750,000 - 999,999	1	0	0	0	0	0	0	NA
\$1,000,000 +	0	0	0	0	0	0	0	NA

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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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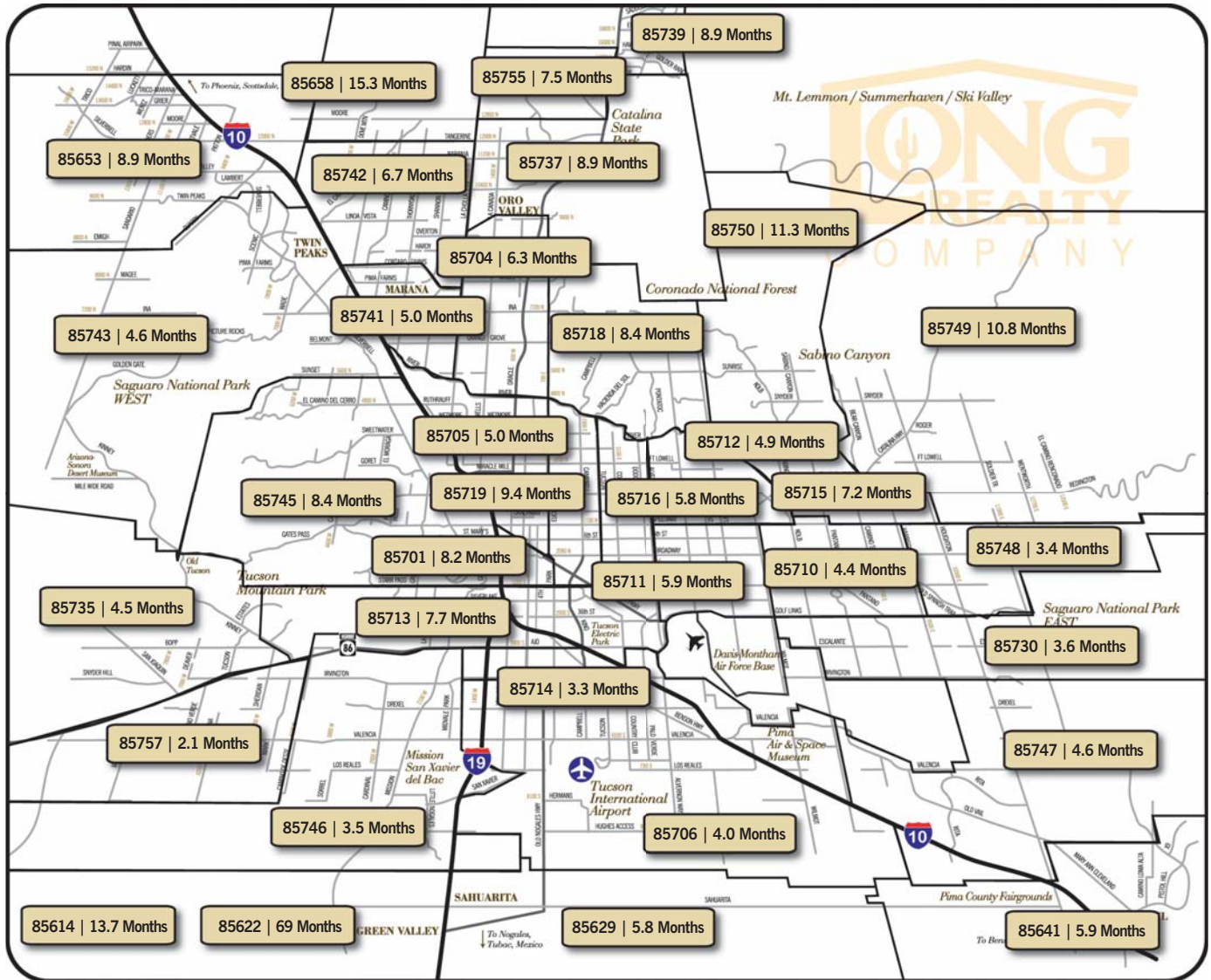
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Months of Inventory by Zip Code



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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 6 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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