

The Housing Report

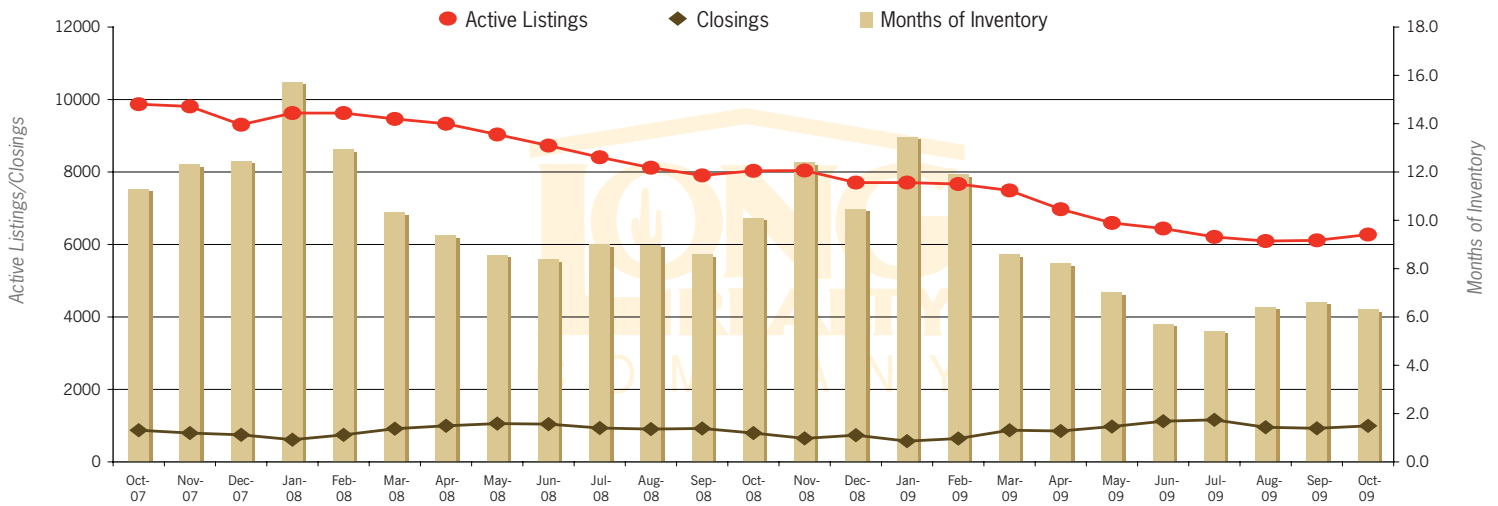
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Tucson Main Market | November 2009

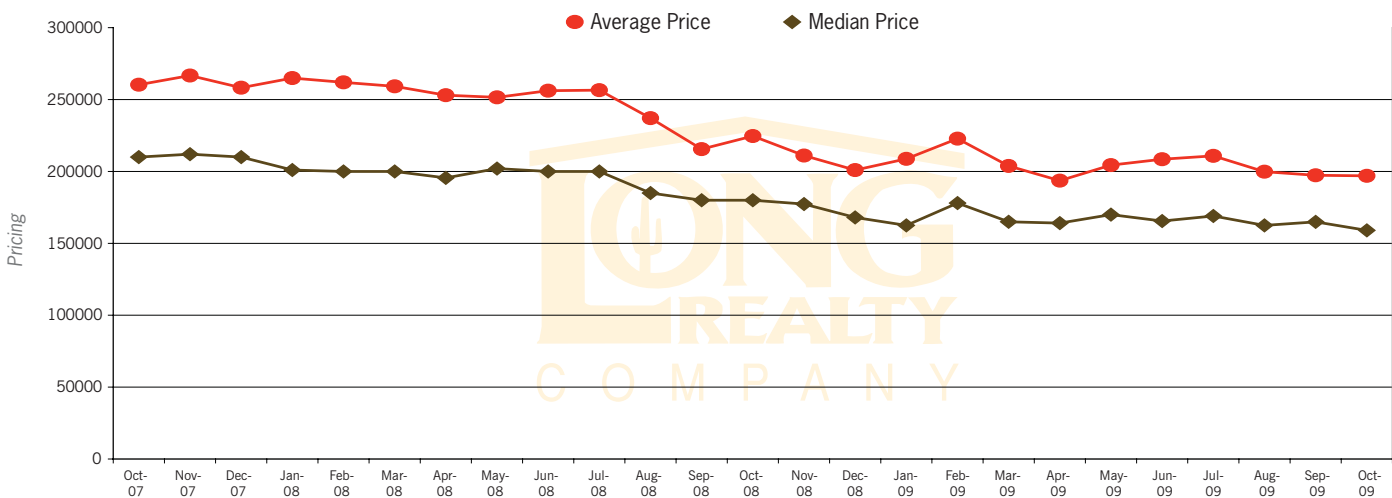
As of October 2009 active inventory was 6,273, a 22% decrease from October 2008. There were 995 closings in October 2009, a 25% increase from October 2008. Months of Inventory was 6.3, down from 10.1 in October 2008. Median price of sold homes was \$159,000 for the month of October 2009, down 12% from October 2008. Tucson is experiencing a significant increase in buyer activity, with new properties under contract up 83% from October 2008. Contact me for more information and for market conditions in your specific neighborhood.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 11/4/09. 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

| Price Band | Homes Sold/Closed | | | | | | | Months of Inventory |
|------------------------|-------------------|--------|--------|--------|--------|--------|--------|---------------------|
| | Oct-09 | May-09 | Jun-09 | Jul-09 | Aug-09 | Sep-09 | Oct-09 | |
| \$1 - 49,999 | 100 | 39 | 48 | 28 | 47 | 48 | 50 | 2.0 |
| \$50,000 - 74,999 | 216 | 65 | 75 | 81 | 68 | 57 | 52 | 4.2 |
| \$75,000 - 99,999 | 386 | 77 | 96 | 93 | 84 | 77 | 96 | 4.0 |
| \$100,000 - 124,999 | 389 | 92 | 106 | 124 | 109 | 106 | 111 | 3.5 |
| \$125,000 - 149,999 | 594 | 121 | 162 | 155 | 114 | 108 | 132 | 4.5 |
| \$150,000 - 174,999 | 567 | 134 | 139 | 154 | 140 | 141 | 135 | 4.2 |
| \$175,000 - 199,999 | 577 | 107 | 120 | 117 | 92 | 102 | 82 | 7.0 |
| \$200,000 - 224,999 | 380 | 85 | 77 | 103 | 63 | 66 | 77 | 4.9 |
| \$225,000 - 249,999 | 421 | 70 | 70 | 61 | 62 | 53 | 49 | 8.6 |
| \$250,000 - 274,999 | 262 | 47 | 45 | 57 | 37 | 36 | 35 | 7.5 |
| \$275,000 - 299,999 | 321 | 33 | 40 | 44 | 33 | 33 | 25 | 12.8 |
| \$300,000 - 349,999 | 351 | 42 | 59 | 69 | 45 | 34 | 42 | 8.4 |
| \$350,000 - 399,999 | 310 | 36 | 42 | 27 | 23 | 26 | 35 | 8.9 |
| \$400,000 - 499,999 | 367 | 33 | 40 | 46 | 29 | 26 | 24 | 15.3 |
| \$500,000 - 749,999 | 489 | 23 | 31 | 38 | 18 | 25 | 38 | 12.9 |
| \$750,000 - 999,999 | 215 | 5 | 11 | 6 | 6 | 7 | 8 | 26.9 |
| \$1,000,000 - and over | 292 | 7 | 8 | 7 | 12 | 7 | 3 | 97.3 |

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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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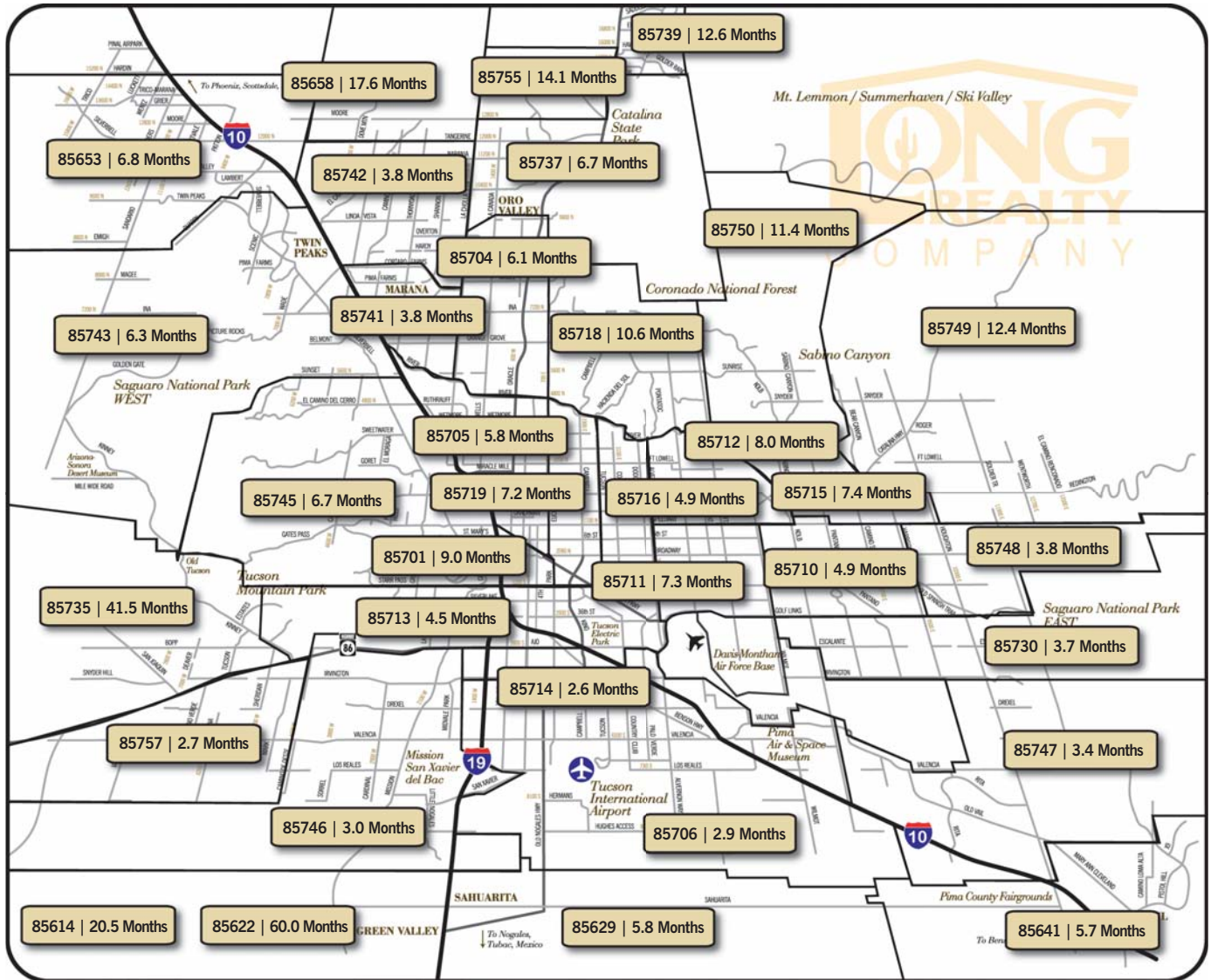
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Months of Inventory by Zip Code



These statistics are based on information obtained from the TARMLS using Brokermetrics software and from the GV/SAH MLS on 11/4/09. 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 8 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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