

# The Housing Report

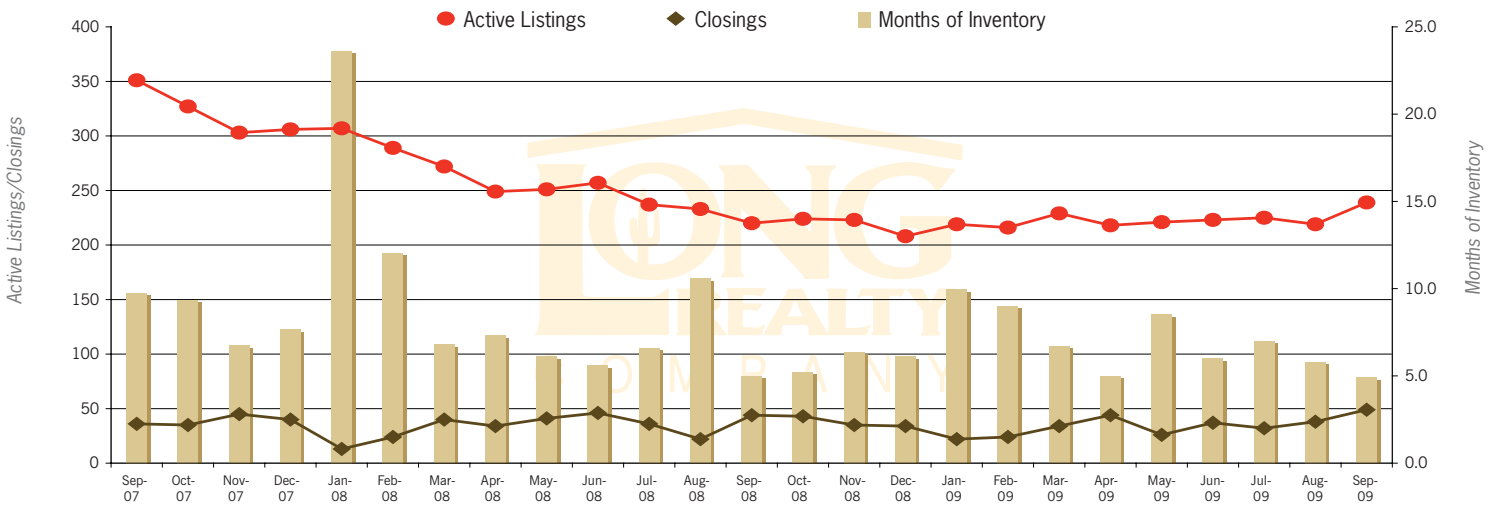
Powered by Long Realty Research Center



## Sahuarita | October 2009

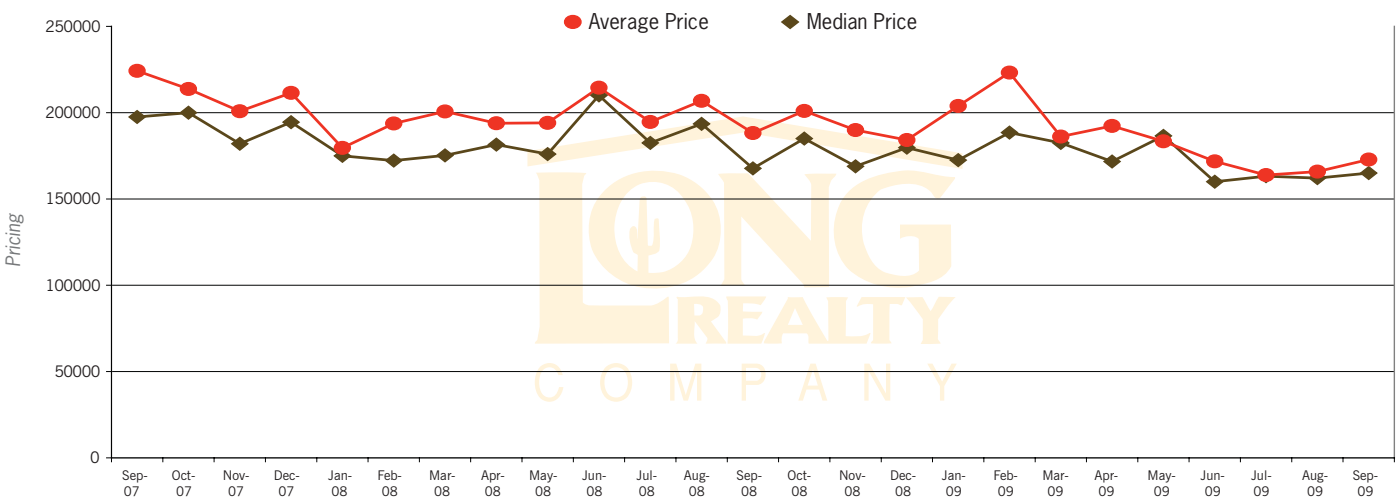
As of September 2009 active inventory was 239, a 9% increase from September 2008. There were 49 closings in September 2009, 11% above September 2008. Months of Inventory was 4.9, down from 10.6 in September 2008. Median price of sold homes was \$165,000 for the month of September 2009, down 2% from September 2008. Sahuarita is experiencing a significant increase in buyer activity, with new properties under contract up 68% from September 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 10/5/09 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)



These statistics are based on information obtained from the TARMLS on 10/5/09 using Brokermetrics software. Information is believed to be reliable, but not guaranteed.

**Rosey Koberlein** | 520.918.3836  
**Long Realty Home Office** | 900 E. River Road  
 roseyk@longrealty.com | www.roseyk.longrealty.com



# The Housing Report

Powered by Long Realty Research Center



Sahuarita | October 2009

## Price Banded Market Report Residential Homes

### Homes on the Market

(Dollars in 1000's)

### Homes Sold/Closed

### Months of Inventory

Price Band	Sep-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	Months of Inventory
\$1 - 49,000	0	0	0	1	0	0	0	n/a
\$50,000 - 74,999	2	1	0	0	0	0	0	n/a
\$75,000 - 99,999	7	2	0	1	2	0	3	2.3
\$100,000 - 124,999	8	1	3	4	4	3	4	2.0
\$125,000 - 149,999	43	8	6	9	9	10	9	4.8
\$150,000 - 174,000	45	14	6	5	6	12	13	3.5
\$175,000 - 199,999	44	8	6	7	8	6	7	6.3
\$200,000 - 224,999	21	6	5	5	5	4	8	2.6
\$225,000 - 249,999	24	2	3	2	0	2	2	12.0
\$250,000 - 274,999	8	1	2	1	1	1	1	8.0
\$275,000 - 299,999	11	1	0	1	1	1	0	n/a
\$300,000 - 349,999	11	1	0	0	0	0	2	5.5
\$350,000 - 399,999	7	1	0	1	0	0	0	n/a
\$400,000 - 499,999	5	2	0	0	0	0	0	n/a
\$500,000 - 749,000	2	0	0	0	0	0	0	n/a
\$750,000 - 999,999	1	0	0	0	0	0	0	n/a
\$1,000,000 +	0	0	0	0	0	0	0	n/a

These statistics are based on information obtained from the TARMLS on 10/5/09 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.

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.

**Rosey Koberlein** | 520.918.3836  
**Long Realty Home Office** | 900 E. River Road  
 roseyk@longrealty.com | www.roseyk.longrealty.com



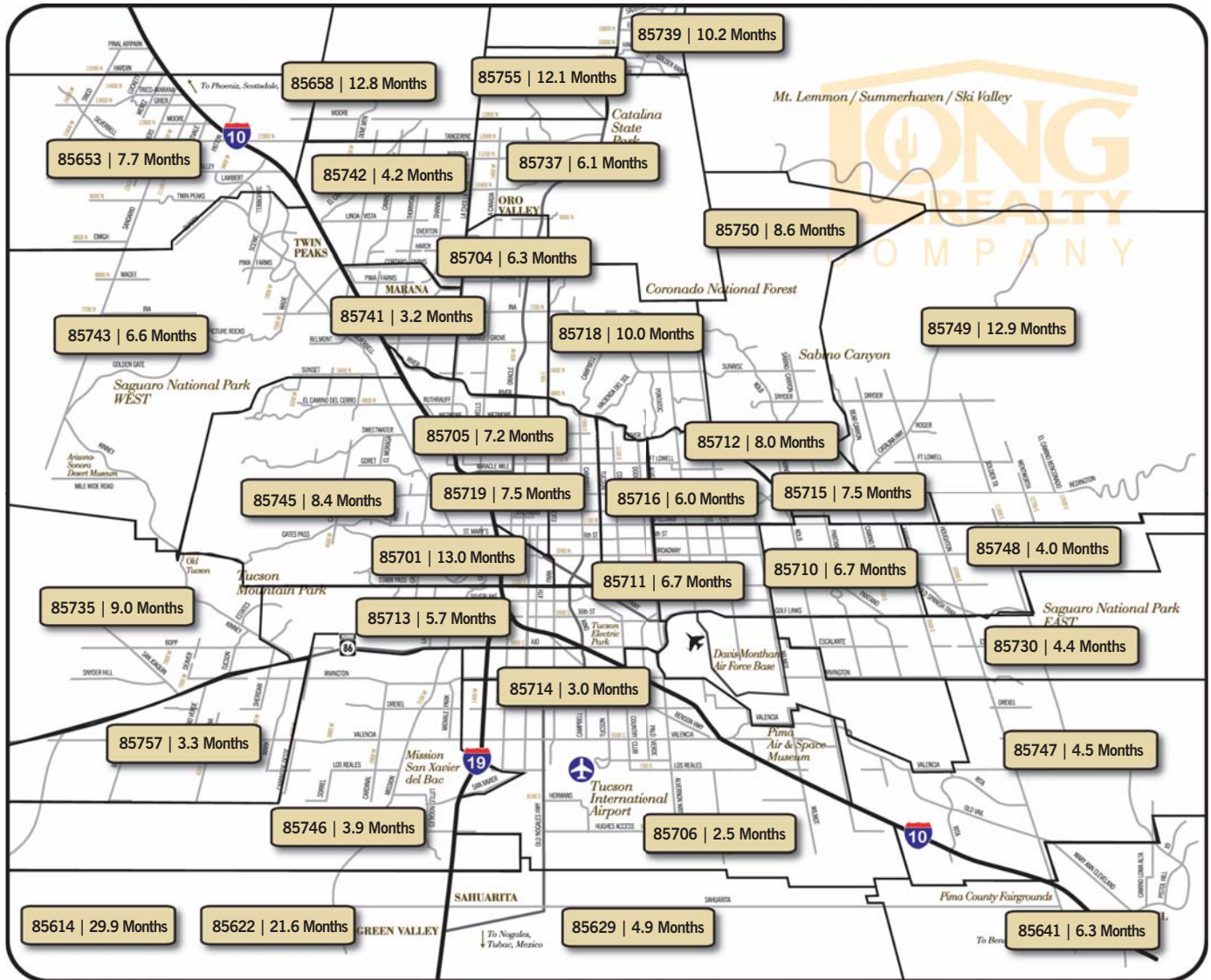
# The Housing Report

Powered by Long Realty Research Center



Sahuarita | October 2009

## Months of Inventory by Zip Code



*These statistics are based on information obtained from the TARMLS using Brokermetrics software on 10/5/09. 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 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.

**Rosey Koberlein** | 520.918.3836  
**Long Realty Home Office** | 900 E. River Road  
roseyk@longrealty.com | www.roseyk.longrealty.com

