

# The Housing Report

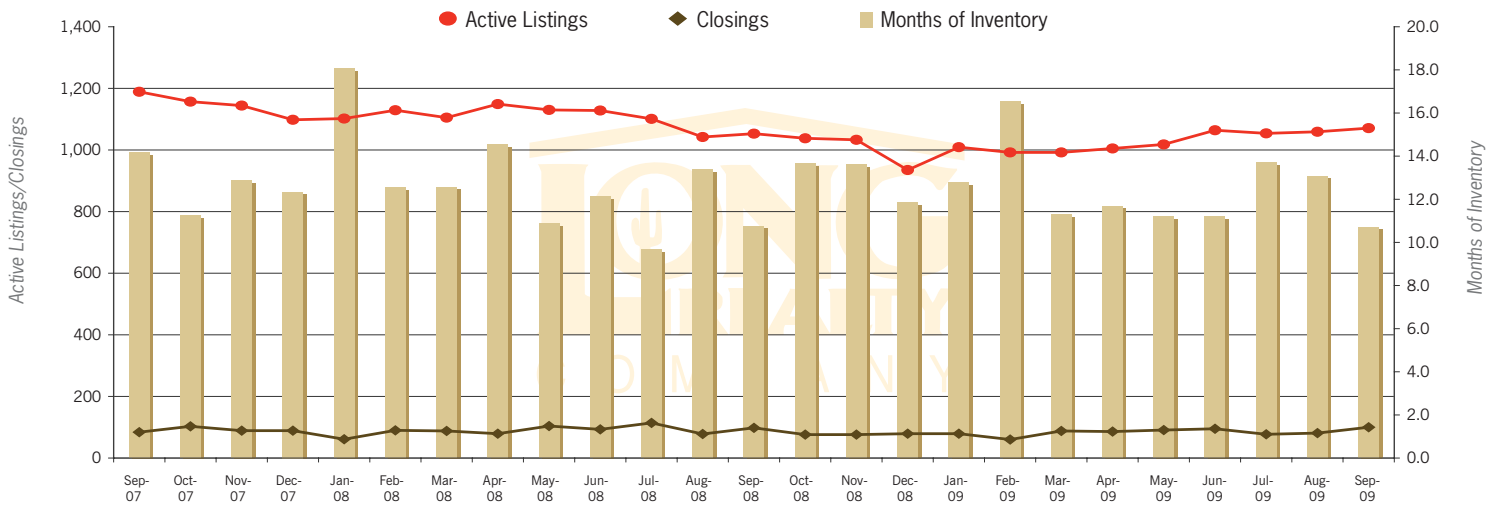
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## Sierra Vista and Surrounding Areas | October 2009

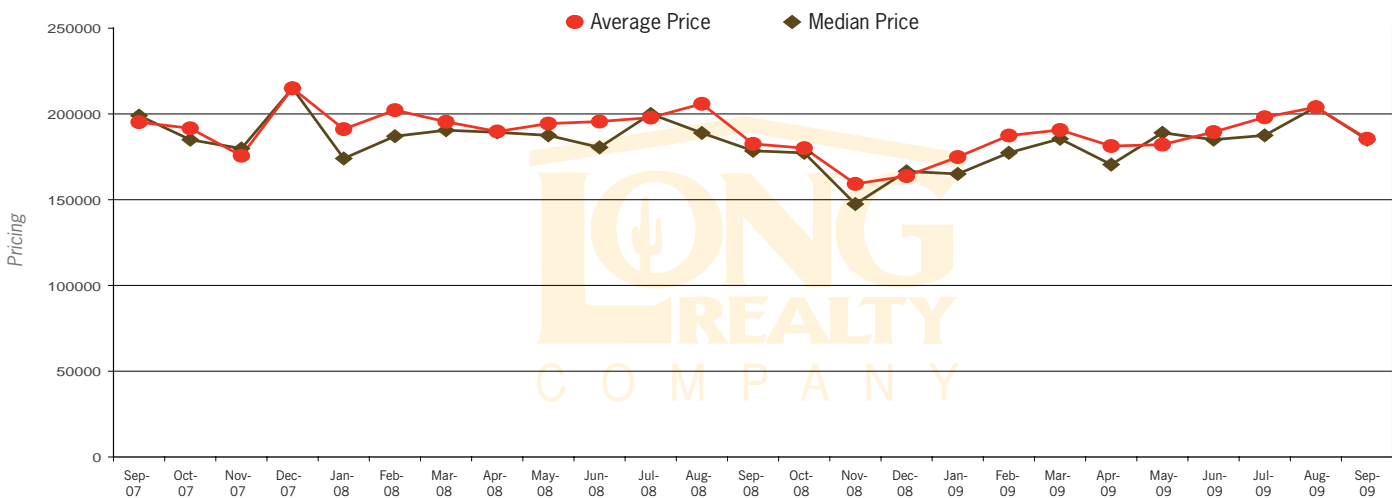
As of September 2009 active inventory was 1,071, a 2% increase from September 2008. There were 100 closings in September 2009, 2% above September 2008. Months of Inventory was 10.7, which is relatively unchanged from September 2008. Median price of sold homes was \$185,000 for the month of September 2009, up 4% 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 Southeast Arizona MLS 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.

### Median and Average Price (Closed Sales)



These statistics are based on information obtained from the Southeast Arizona MLS on 10/5/09. Information is believed to be reliable, but not guaranteed.

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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	Sep-09	Apr-09	May-09	Jun-09	Jul-09	Aug-09	Sep-09	
\$0 - 59,000	40	4	2	6	2	6	4	10.0
\$60,000 - 79,999	57	2	5	2	1	3	4	14.3
\$80,000 - 99,999	63	3	5	7	2	3	5	12.6
\$100,000 - 119,999	52	5	8	6	6	1	7	7.4
\$120,000 - 139,999	95	10	9	12	8	6	7	13.6
\$140,000 - 159,999	82	12	3	4	5	2	8	10.3
\$160,000 - 179,999	110	10	11	6	8	10	12	9.2
\$180,000 - 199,999	89	9	10	15	13	9	16	5.6
\$200,000 - 249,999	183	16	24	14	16	21	18	10.2
\$250,000 - 299,999	127	9	9	12	7	7	11	11.6
\$300,000 - 399,999	102	6	4	10	7	11	7	14.6
\$400,000 - 499,999	40	0	1	0	2	2	1	40.0
\$500,000 - 749,999	22	0	0	1	0	0	0	n/a
\$750,000 - 1,000,000	3	0	0	0	0	0	0	n/a
\$1,000,000 +	6	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.

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