

# The Housing Report

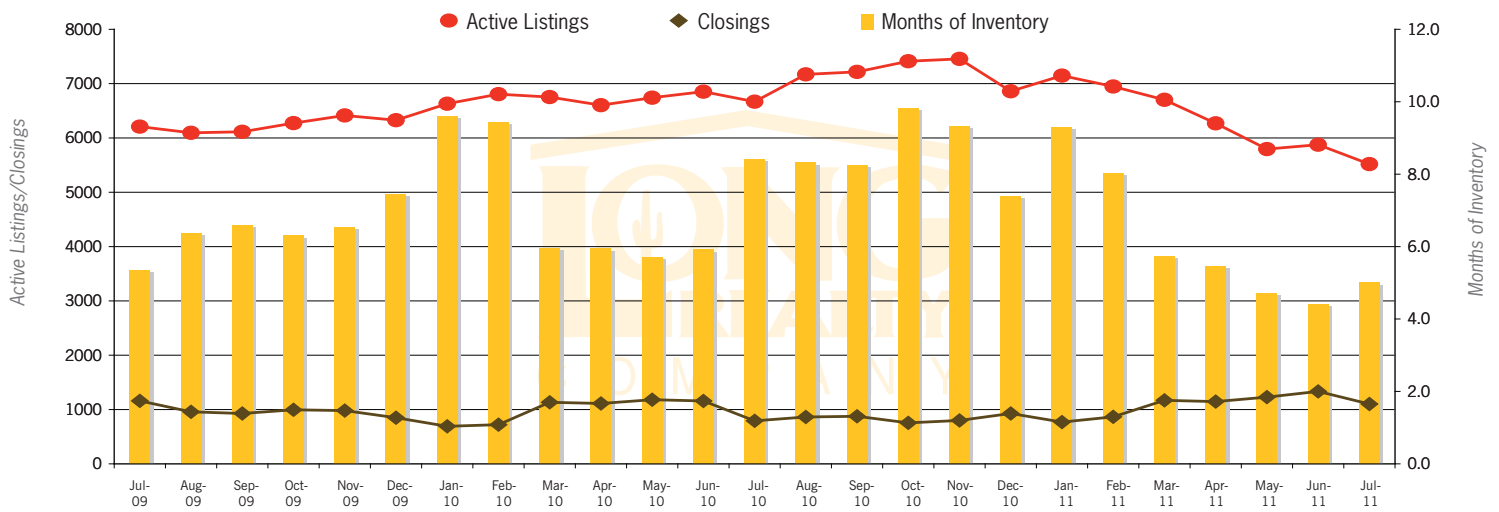
Powered by Long Realty Research Center



## Tucson Main Market | August 2011

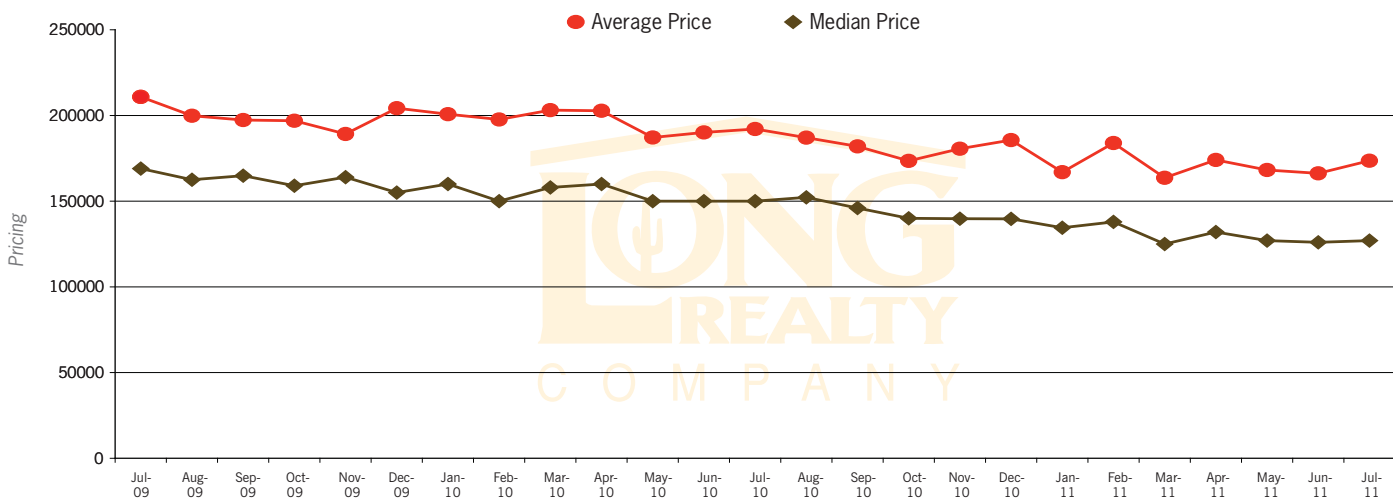
As of July 2011 active inventory was 5,518, a 17% decrease from July 2010. There were 1,102 closings in July 2011, 39% above July 2010. Months of Inventory was 5.0, down from 8.4 in July 2010. Median price of sold homes was \$127,000 for the month of July 2011, down 15% from July 2010. The Tucson Market had 1,381 new properties under contract in July 2011, up 48% from July 2010.

### Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS using Brokermetrics software on 8/3/2011. 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 using Brokermetrics software on 8/3/2011. Information is believed to be reliable, but not guaranteed.

**Gene Thiel**  
 Long Realty Company  
 (520) 918-5158  
 gene@tucsonishome.com  
 http://genet.LongRealty.com



# The Housing Report

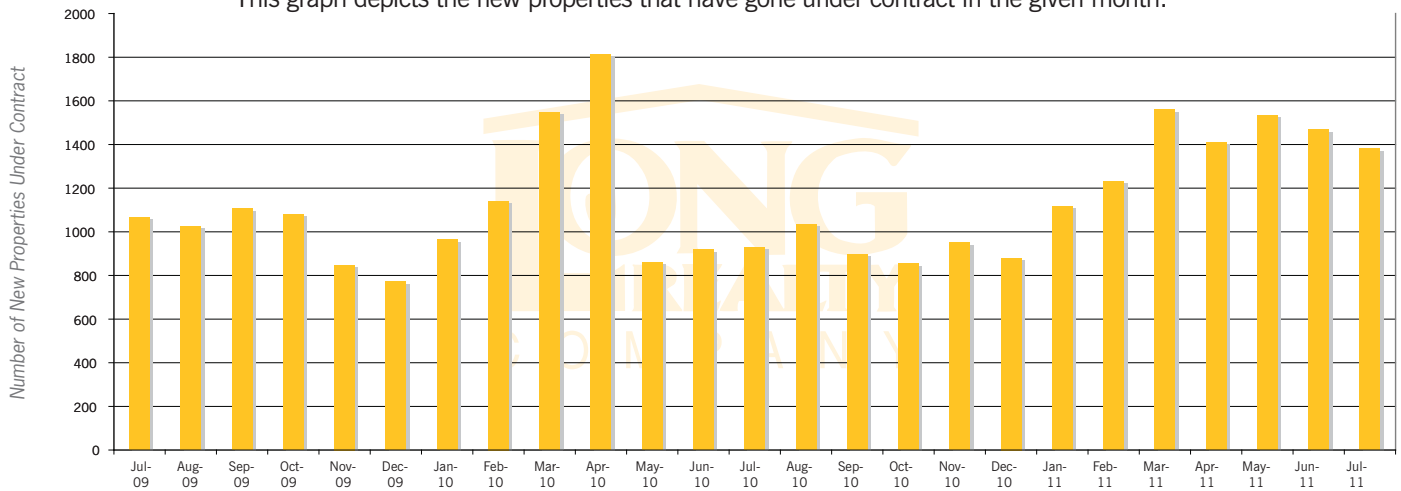
Powered by Long Realty Research Center



## Tucson Main Market | August 2011

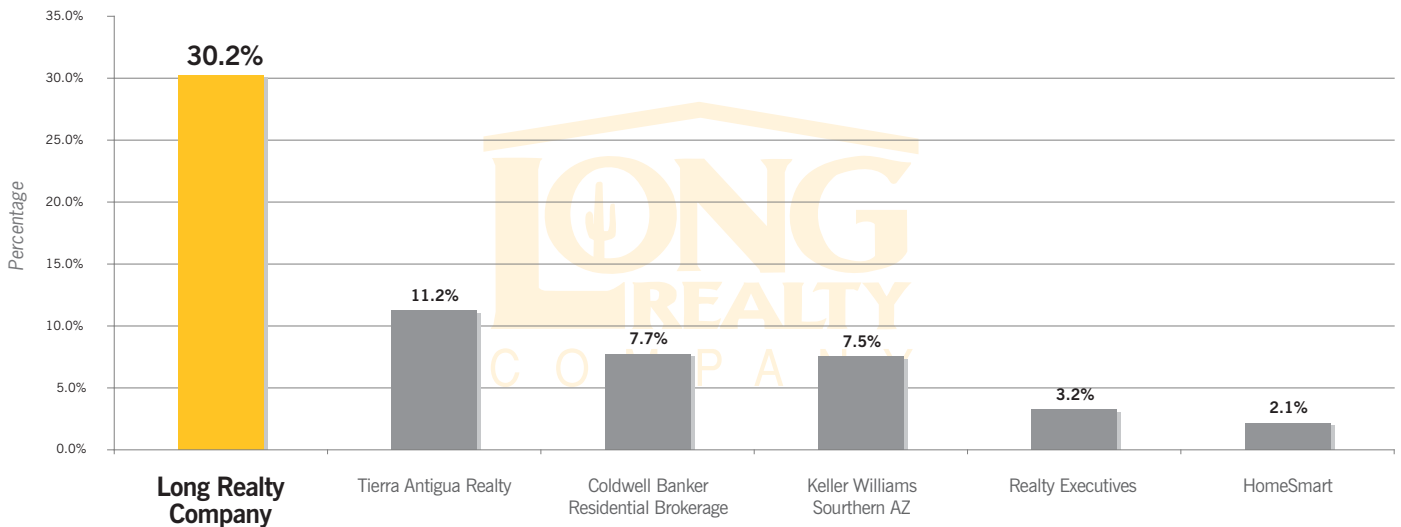
### New Properties Under Contract

This graph depicts the new properties that have gone under contract in the given month.



These statistics are based on information obtained from the TARMLS using BrokerMetrics software on 8/3/2011. Information is believed to be reliable, but not guaranteed.

### Market Share



Data Obtained 8/3/2011 from TARMLS using BrokerMetrics software for all closed residential sales volume between 8/1/2010-7/31/2011 rounded to the nearest tenth on one percent and deemed to be correct.



**Gene Thiel**  
 Long Realty Company  
 (520) 918-5158  
 gene@tucsonishome.com  
<http://genet.LongRealty.com>

# The Housing Report

Powered by Long Realty Research Center



Tucson Main Market | August 2011

## Price Banded Market Report Residential Homes

Price Band	Homes Sold/Closed							Months of Inventory
	July-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	July-11	
\$1 - 49,999	318	78	132	120	139	119	104	3.1
\$50,000 - 74,999	443	71	136	123	133	166	105	4.2
\$75,000 - 99,999	604	109	174	137	168	174	151	4.0
\$100,000 - 124,999	468	143	173	176	196	193	179	2.6
\$125,000 - 149,999	508	116	142	142	156	179	126	4.0
\$150,000 - 174,999	431	63	92	106	116	104	96	4.5
\$175,000 - 199,999	453	73	81	89	83	76	60	7.6
\$200,000 - 224,999	236	58	70	59	68	61	52	4.5
\$225,000 - 249,999	285	39	41	55	42	56	48	5.9
\$250,000 - 274,999	162	28	30	30	33	32	21	7.7
\$275,000 - 299,999	234	23	23	19	32	27	16	14.6
\$300,000 - 349,999	242	29	42	34	30	49	41	5.9
\$350,000 - 399,999	221	23	23	28	28	25	22	10.0
\$400,000 - 499,999	313	34	34	30	35	26	27	11.6
\$500,000 - 749,999	290	23	26	39	31	31	35	8.3
\$750,000 - 999,999	129	7	5	11	6	16	8	16.1
\$1,000,000 - and over	153	4	5	6	8	5	7	21.9
<b>TOTAL</b>	<b>5,490</b>	<b>922</b>	<b>1,229</b>	<b>1,204</b>	<b>1,304</b>	<b>1,339</b>	<b>1,098</b>	<b>5.0</b>

These statistics are based on information obtained from the TARMLS using Brokermetrics software on 8/3/2011. 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.

**Gene Thiel**  
 Long Realty Company  
 (520) 918-5158  
 gene@tucsonishome.com  
 http://genet.LongRealty.com



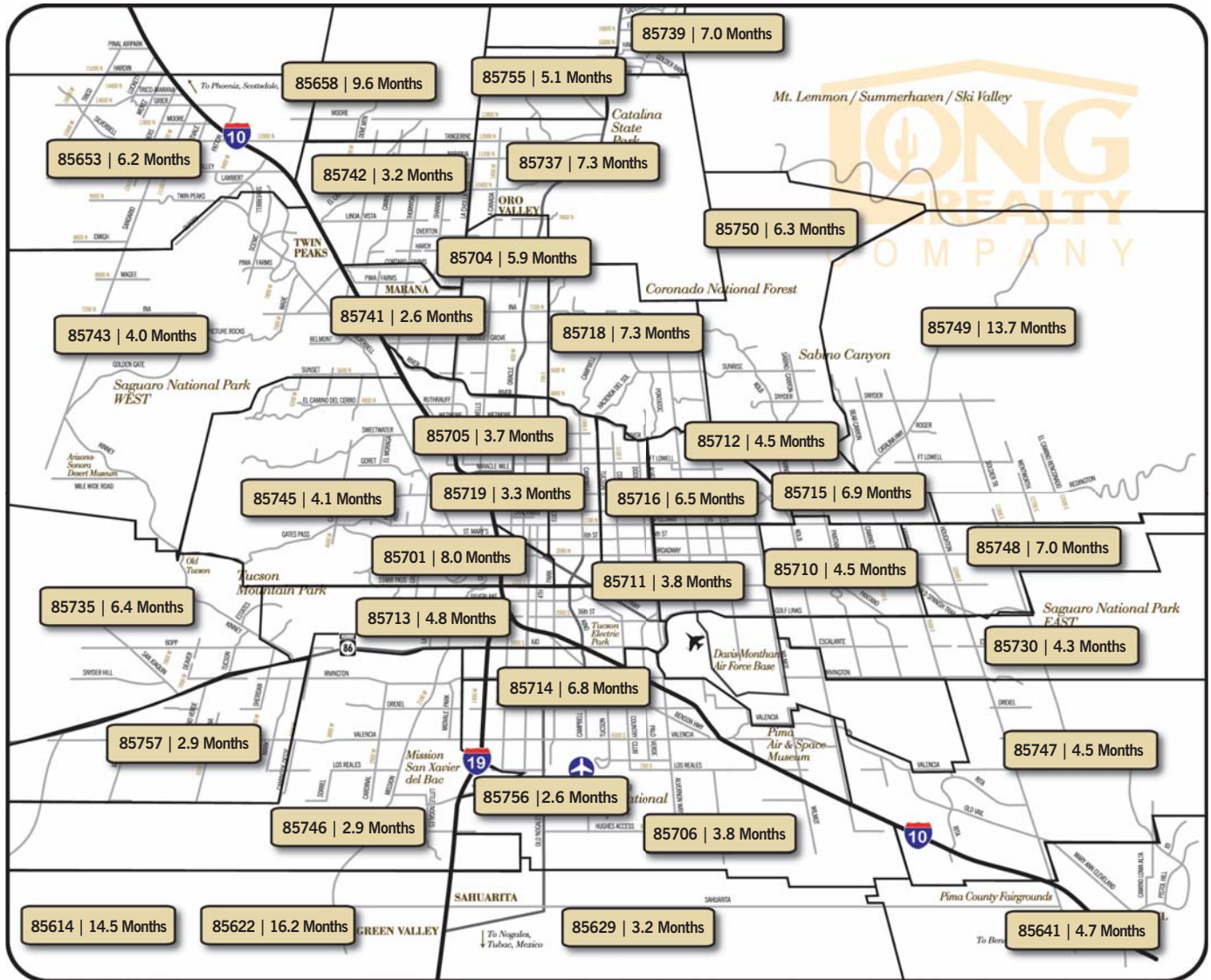
# The Housing Report

Powered by Long Realty Research Center



Tucson Main Market | August 2011

## 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 8/3/2011. 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.

**Gene Thiel**  
Long Realty Company  
(520) 918-5158  
gene@tucsonishome.com  
<http://genet.LongRealty.com>

