

The Housing Report

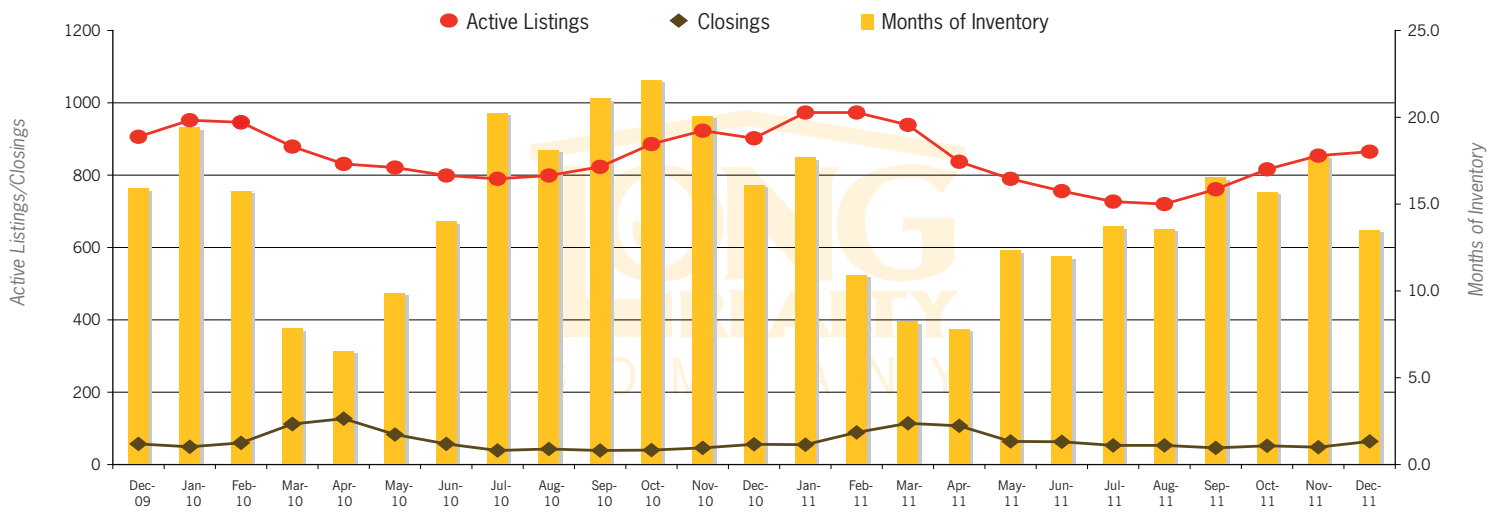
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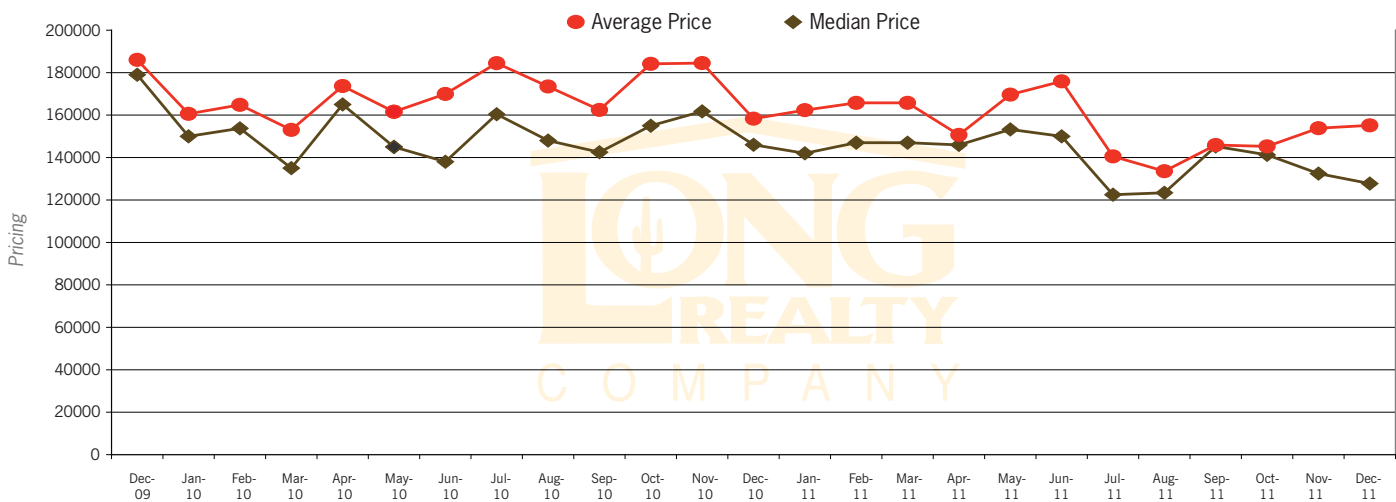
As of December 2011 active inventory was 865, a 4% decrease from December 2010. There were 64 closings in December 2011, 14% above December 2010. Months of Inventory was 13.5, down from 16.1 in December 2010. Median price of sold homes was \$127,750 for the month of December 2011, down 13% from December 2010.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the GV/SAH MLS on 1/5/2012. 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 on the Market							Homes Sold/Closed							Months of Inventory
	Dec-11	Jul-11	11-Aug	Sep-11	Oct-11	Nov-11	Dec-11	Dec-11	Jul-11	11-Aug	Sep-11	Oct-11	Nov-11	Dec-11	
\$0 - 59,000	60	4	4	4	7	2	6	10.0							
\$60,000 - 79,999	52	8	5	4	3	3	4	13.0							
\$80,000 - 99,999	59	8	5	8	8	7	5	11.8							
\$100,000 - 119,999	72	5	9	3	3	11	14	5.1							
\$120,000 - 139,999	80	6	10	3	3	2	6	13.3							
\$140,000 - 159,999	75	6	7	6	9	4	8	9.4							
\$160,000 - 179,999	91	4	2	4	7	4	4	22.8							
\$180,000 - 199,999	53	3	6	7	3	4	2	26.5							
\$200,000 - 249,999	99	3	3	4	5	5	4	24.8							
\$250,000 - 299,999	84	3	1	2	3	3	4	21.0							
\$300,000 - 349,999	42	1	0	0	1	2	5	8.4							
\$350,000 - 399,999	35	2	1	0	0	0	1	35.0							
\$400,000 - 499,999	24	0	0	1	0	1	1	24.0							
\$500,000 - 749,999	26	0	0	0	0	0	0	n/a							
\$750,000 - 1,000,000	9	0	0	0	0	0	0	n/a							
\$1,000,000 +	4	0	0	0	0	0	0	n/a							
TOTAL	865	53	53	46	52	48	64	13.5							

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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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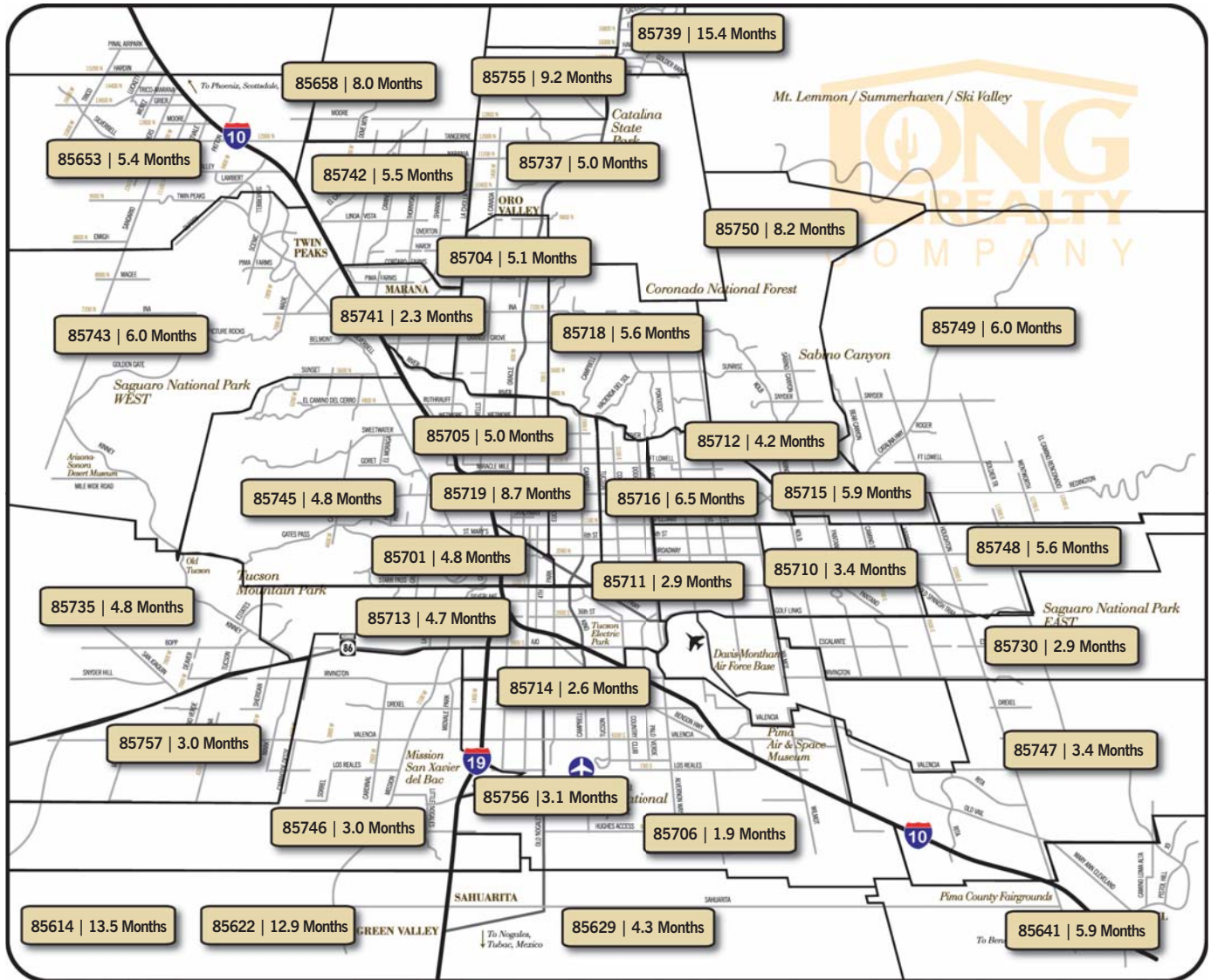
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Months of Inventory by Zip Code



These statistics are based on information obtained from the TARMLS using Brokermetrics software and from the GV/SAH MLS on 1/5/2012. 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.

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