

The Housing Report

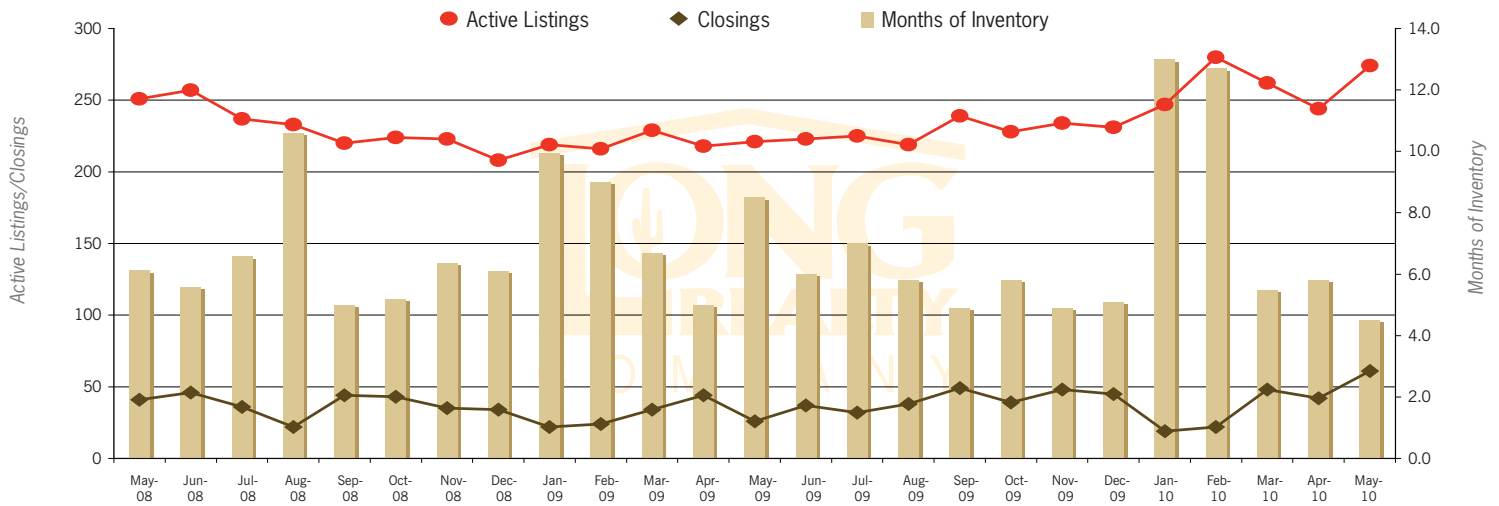
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Sahuarita | June 2010

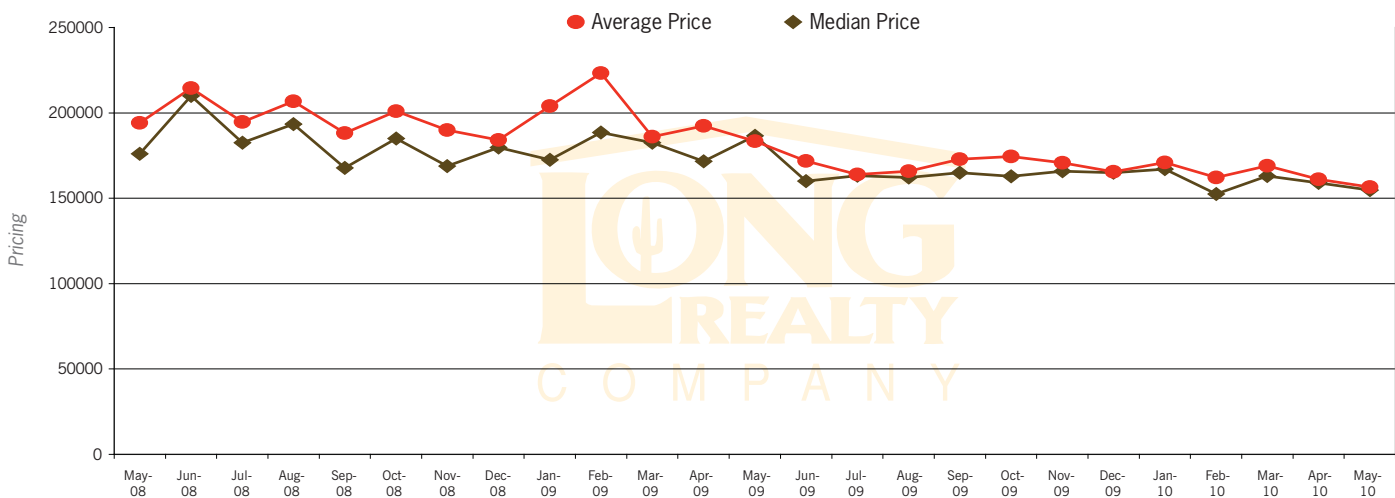
As of May 2010 active inventory was 274, a 24% increase from May 2009. There were 61 closings in May 2010, 135% above May 2009. Months of Inventory was 4.5, down from 8.5 in May 2009. Median price of sold homes was \$154,750 for the month of May 2010, down 17% from May 2009. There were 40 new properties under contract in May 2010, up 5% from May 2009. Contact me for more details.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the TARMLS on 6/3/10 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)



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Patrick Sedillo
 Green Valley
 275 W Continental Rd. #101
 Green Valley, Arizona 85622
 (520) 918-8171
 PatrickS@LongRealty.com
 www.PatrickSedillo.com



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Price Banded Market Report Residential Homes

Price Band	Homes Sold/Closed							Months of Inventory
	May-10	Dec-09	Jan-10	Feb-10	10-Mar	Apr-10	May-10	
\$1 - 49,000	1	0	0	0	1	1	1	1.0
\$50,000 - 74,999	8	2	0	0	1	1	3	2.7
\$75,000 - 99,999	11	1	1	0	1	1	3	3.7
\$100,000 - 124,999	17	5	3	3	3	7	6	2.8
\$125,000 - 149,999	58	10	6	7	8	8	14	4.1
\$150,000 - 174,000	67	15	7	7	17	18	11	6.1
\$175,000 - 199,999	29	6	5	1	6	4	11	2.6
\$200,000 - 224,999	16	7	2	1	6	2	8	2.0
\$225,000 - 249,999	30	3	0	4	5	4	3	10.0
\$250,000 - 274,999	10	1	1	1	1	1	1	10.0
\$275,000 - 299,999	11	1	0	0	1	0	0	N/A
\$300,000 - 349,999	5	0	0	0	0	0	0	N/A
\$350,000 - 399,999	4	0	0	0	0	0	0	N/A
\$400,000 - 499,999	6	0	0	0	0	0	0	N/A
\$500,000 - 749,000	1	0	0	0	0	0	0	N/A
\$750,000 - 999,999	0	0	0	0	0	0	0	N/A
\$1,000,000 +	0	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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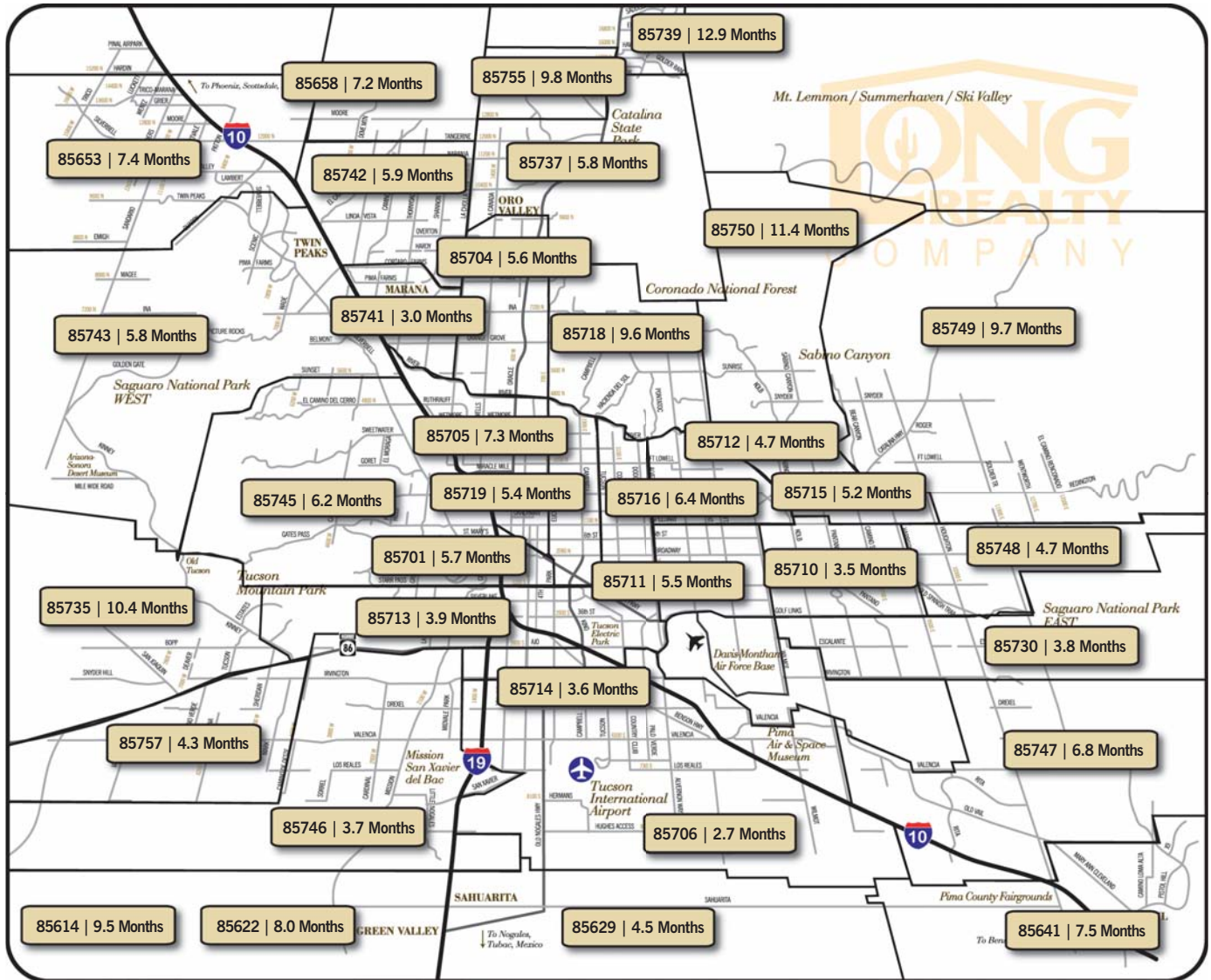
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Months of Inventory by Zip Code



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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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