As of October 2011 active inventory was 533, a 25% decrease from October 2010. There were 53 closings in October 2011, 2% above October 2010. Months of Inventory was 10.1, down from 13.7 in October 2010. Median price of sold homes was $295,000 for the month of October 2011, up 5% from October 2010. The North area had 84 new properties under contract in October 2011, up 71% from October 2010.

These statistics are based on information obtained from the TARMLS using Brokermetrics software on 11/03/2011. 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 11/03/2011. Information is believed to be reliable, but not guaranteed.
New Properties Under Contract
This graph depicts the new properties that have gone under contract in the given month.

Market Share

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>55.6%</td>
<td>Long Realty Company</td>
</tr>
<tr>
<td>8.3%</td>
<td>Tierra Antigua Realty</td>
</tr>
<tr>
<td>7.2%</td>
<td>Coldwell Banker Residential Brokerage</td>
</tr>
<tr>
<td>4.8%</td>
<td>Keller Williams Southern AZ</td>
</tr>
<tr>
<td>1.7%</td>
<td>Win3 Realty</td>
</tr>
<tr>
<td>1.6%</td>
<td>Realty Executives Southern AZ</td>
</tr>
</tbody>
</table>

These statistics are based on information obtained from the TARMLS using Brokermetrics software on 11/03/2011. Information is believed to be reliable, but not guaranteed.

Data Obtained 11/03/2011 from TARMLS using BrokerMetrics software for all closed residential sales volume between 11/01/2010–10/31/2011 rounded to the nearest tenth on one percent and deemed to be correct.
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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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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