

The Housing Report

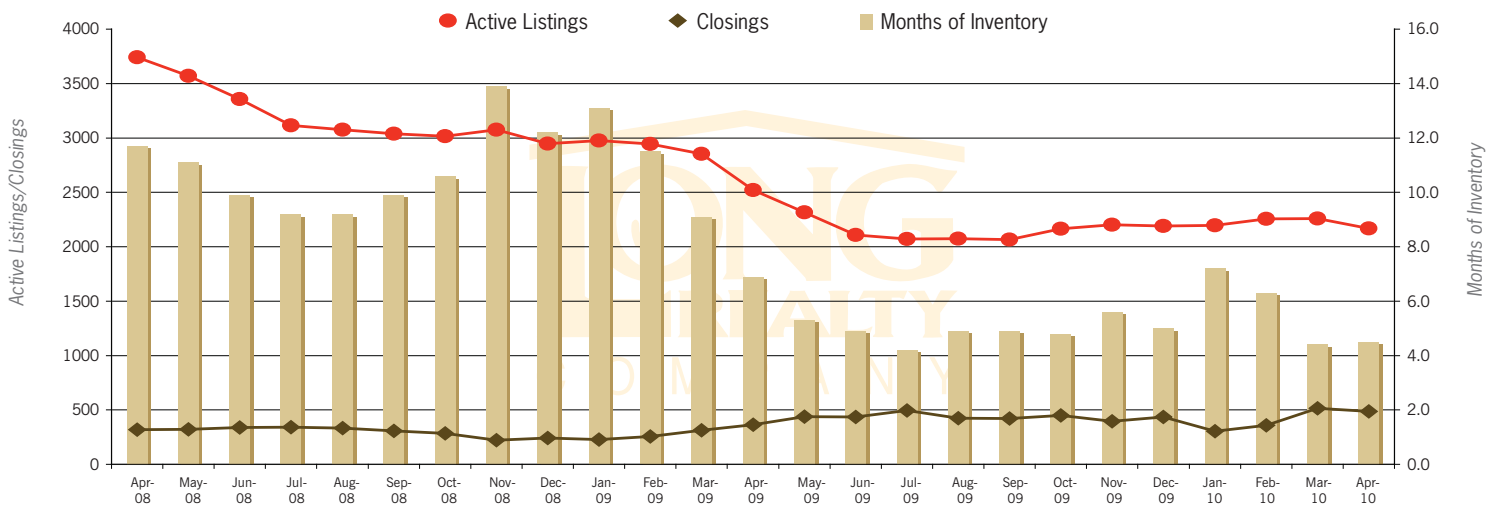
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Phoenix North | May 2010

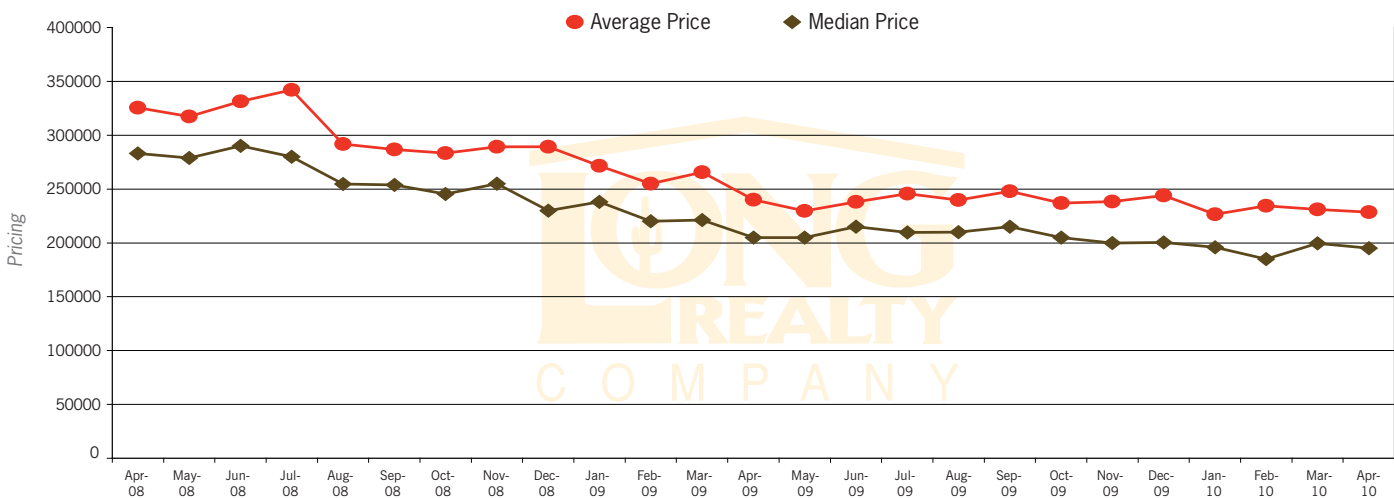
As of April 2010 active inventory was 2,169, a 14% decrease from April 2009. There were 487 closings in April 2010, an increase of 34% above April 2009. Months of Inventory was 4.5, down from 6.9 in April 2009. Median price of sold homes was \$195,000 for the month of April 2010, down 5% from April 2009. The North Phoenix area is experiencing an increase in buyer activity, with new properties under contract up 29% from April 2009.

Months of Inventory, Active Listings and Closings



These statistics are based on information obtained from the ARMLS on 05/05/10 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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Contact your favorite Long Realty Sales Associate for more information.

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Price Banded Market Report Residential Homes

| Price Band | Homes Sold/Closed | | | | | | | Months of Inventory |
|------------------------|-------------------|--------|--------|--------|--------|--------|--------|---------------------|
| | Apr-10 | Nov-09 | Dec-09 | Jan-10 | Feb-10 | Mar-10 | Apr-10 | |
| \$1 - 49,999 | 46 | 8 | 12 | 3 | 13 | 16 | 13 | 3.5 |
| \$50,000 - 74,999 | 56 | 12 | 18 | 23 | 10 | 12 | 18 | 3.1 |
| \$75,000 - 99,999 | 98 | 25 | 18 | 22 | 25 | 21 | 22 | 4.5 |
| \$100,000 - 124,999 | 113 | 30 | 22 | 24 | 29 | 37 | 53 | 2.1 |
| \$125,000 - 149,999 | 190 | 37 | 32 | 33 | 43 | 58 | 55 | 3.5 |
| \$150,000 - 174,999 | 168 | 39 | 49 | 25 | 40 | 61 | 48 | 3.5 |
| \$175,000 - 199,999 | 200 | 43 | 50 | 23 | 32 | 59 | 44 | 4.5 |
| \$200,000 - 224,999 | 117 | 36 | 37 | 23 | 22 | 53 | 33 | 3.5 |
| \$225,000 - 249,999 | 164 | 28 | 30 | 27 | 23 | 38 | 40 | 4.1 |
| \$250,000 - 274,999 | 95 | 23 | 31 | 24 | 15 | 30 | 30 | 3.2 |
| \$275,000 - 299,999 | 124 | 20 | 23 | 11 | 13 | 23 | 22 | 5.6 |
| \$300,000 - 349,999 | 152 | 28 | 25 | 17 | 26 | 31 | 29 | 5.2 |
| \$350,000 - 399,999 | 128 | 19 | 26 | 13 | 21 | 23 | 27 | 4.7 |
| \$400,000 - 499,999 | 154 | 22 | 23 | 22 | 19 | 35 | 32 | 4.8 |
| \$500,000 - 749,999 | 175 | 17 | 12 | 8 | 21 | 18 | 16 | 10.9 |
| \$750,000 - 999,999 | 77 | 5 | 6 | 1 | 3 | 1 | 2 | 38.5 |
| \$1,000,000 - and over | 112 | 2 | 6 | 3 | 2 | 3 | 3 | 37.3 |

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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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