# January 2013 Market Statistics
## Lake Havasu City

## Vacant Land Summary

<table>
<thead>
<tr>
<th></th>
<th>December 2012</th>
<th>January 2013</th>
<th>January 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Land Sold</td>
<td>33</td>
<td>14</td>
<td>15</td>
</tr>
<tr>
<td>Month End Inventory</td>
<td>455</td>
<td>483</td>
<td>548</td>
</tr>
</tbody>
</table>

## Residential Sales Summary

<table>
<thead>
<tr>
<th></th>
<th>December 2012</th>
<th>January 2013</th>
<th>January 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Sold</td>
<td>125</td>
<td>113</td>
<td>102</td>
</tr>
<tr>
<td>Month-End Inventory</td>
<td>677</td>
<td>635</td>
<td>625</td>
</tr>
<tr>
<td>Average Sales Price</td>
<td>210,451</td>
<td>189,208</td>
<td>160,779</td>
</tr>
<tr>
<td>Average $ per square foot</td>
<td>120</td>
<td>111</td>
<td>96</td>
</tr>
<tr>
<td>% of Total Sold</td>
<td>16%</td>
<td>21%</td>
<td>30%</td>
</tr>
</tbody>
</table>

## January 2012

- Single Family: 15
- Multi-Family: 1
- Commercial: 0
- Total: 16

## January 2013

- Single Family: 17
- Multi-Family: 0
- Commercial: 0
- Total: 17

## December 2012

- Single Family: 14
- Multi-Family: 3
- Commercial: 0
- Total: 17

- Single Family: 102
- Multi-Family: 8
- Commercial: 4
- Total: 114

## Sold volume of Single Family Residences DECREASED 10% from the prior month.
- Square foot average price DECREASED 10% from the previous month for single family homes.
- Absorption rate for single family homes (the number of months of inventory we have on hand) INCREASED to 5.6 from 5.1, meaning we have about 5.6 months of inventory on hand.
- Resale inventory for single family residences DECREASED 6% from the prior month.
- Single Family Land inventory is lower than the same time in 2011 by 65 listings.
- Of the sold residential resale, approximately 29% of the properties were distressed (e.g., either foreclosed or short sale); last month was 22%.

Information herein deemed reliable but not guaranteed.

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