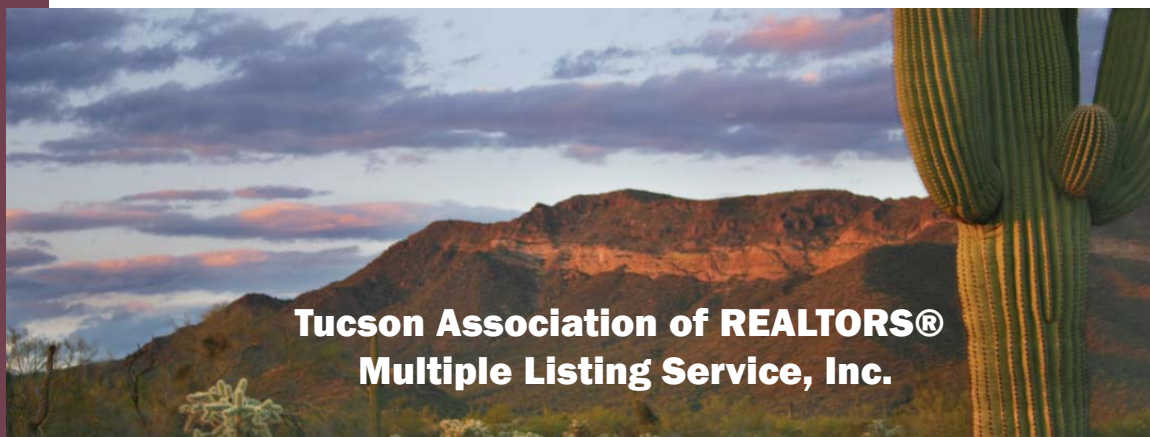


# Monthly

# Statistics



**April 2009**

**FOR IMMEDIATE RELEASE:**  
**May 5, 2009**

**CONTACT:**  
Kimberly Clifton, President  
(520) 954-8000  
Wes Wiggins Vice President, MLS  
(520) 382-8792  
Rick Hodges, CEO  
(520) 327-4218

As always, the April statistics were pulled on the 2nd business day of the month and we're releasing them to you immediately. Highpoints include the notable fact that inventory is the lowest it has been since January '06 with just 6,890 listings. At this time last year, there were 8,800 or 21.78% more. The number of days on market is down in the 70's from the 80's; always a welcome trend. Also, our year to date (YTD) sales units are down just 219 units from YTD '08.

The median sales price dropped less than one percent last month and is now \$164,000. This is down 15.90% from YTD '08. Home sales volume is down 5.86% from last year. There aren't any remarkable changes in the March to April comparison.

We draw your attention to a new graph that is being introduced this month at the back of this report. It shows the relationship between inventory and net pending sales dating back to January 2004. This is a graph worth studying and sharing with your clients. Once you become accustomed to the report focus on the first 4 months of 2009. You'll notice that the inventory and pending sales are moving closer together. There are those who say 4-5 months defines a trend and this would be a good trend. When inventory is dropping and new sales are increasing we're starting to eat into that over supply. Between that and the fact that new home permits are down considerably, the housing supply is coming closer and closer to demand.

These statistics should reassure you as well as your clients. Typically prices don't continue to fall when supply is on the decrease in relation to demand. While we don't pretend to have a crystal ball we do have hopeful statistical indicators. It isn't the time for "irrational exuberance" but then again, was it ever?

*Sincerely,*  
*Kimberly Clifton*  
*2009 MLS President*



**April 2009 Recap – By Month and by Year - % of Change****Home Sales Volume**

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
<b>April</b>	\$170,535,544	\$246,878,039	-30.92%
<b>March</b>	\$182,129,095	\$233,207,940	-21.90%
<b>Month % Change</b>	-6.37%	5.86%	

**New Listings**

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
<b>April</b>	1,703	2,441	-30.23%
<b>March</b>	1,989	2,444	-18.62%
<b>Month % Change</b>	-14.38%	-0.12%	

**Average Sales Price**

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
<b>April</b>	\$193,351	\$253,729	-23.80%
<b>March</b>	\$204,181	\$259,120	-21.20%
<b>Month % Change</b>	-5.30%	-2.08%	

**Home Sales Units**

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
<b>April</b>	882	1,015	-13.10%
<b>March</b>	892	930	-4.09%
<b>Month % Change</b>	-1.12%	9.14%	

**Pending Contracts**

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
<b>April</b>	1,345	1,547	-13.06%
<b>March</b>	1,208	1,410	-14.33%
<b>Month % Change</b>	11.34%	9.72%	

**Median Sales Price**

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
<b>April</b>	\$164,000	\$195,000	-15.90%
<b>March</b>	\$165,000	\$200,000	-17.50%
<b>Month % Change</b>	-0.61%	-2.50%	

**Active Listings**

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
<b>April</b>	6,890	8,808	-21.78%
<b>March</b>	7,415	9,022	-17.81%
<b>Month % Change</b>	-7.08%	-2.37%	

**Active / Sold by Zip Code**

<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>
85601	13	0
85614/22	339	38
85619	17	0
85629	221	42
85641	304	33
85653	161	30
85658	220	16
85701	33	1
85704	229	25

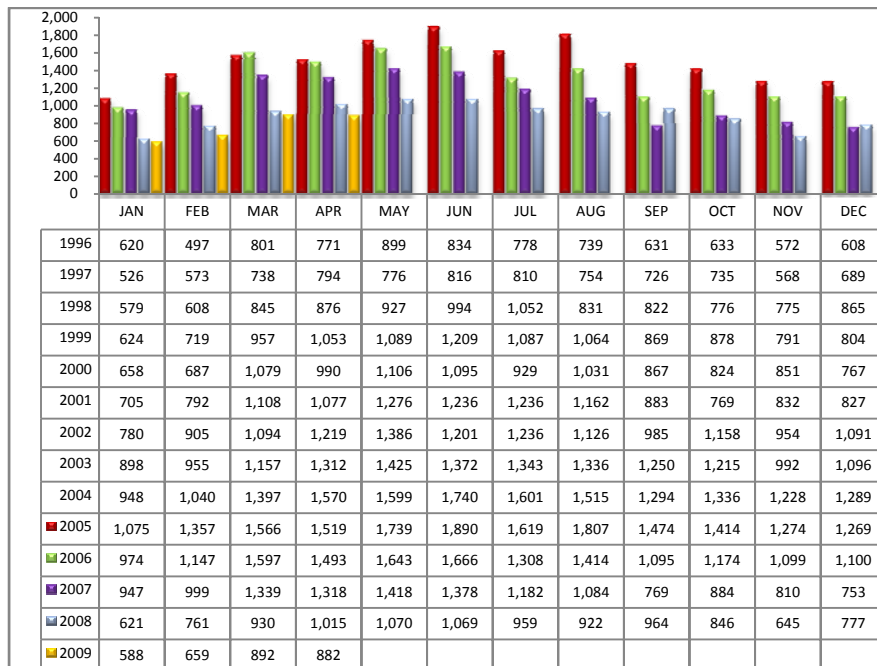
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>
85705	184	14
85706/56	319	75
85710	238	47
85711	144	25
85712	156	27
85713	261	28
85714	37	9
85715	147	20
85716	166	20

<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>
85718	456	27
85719	161	20
85730	145	27
85735	72	8
85736	44	1
85737	294	36
85739	240	16
85741	119	29
85742	226	39

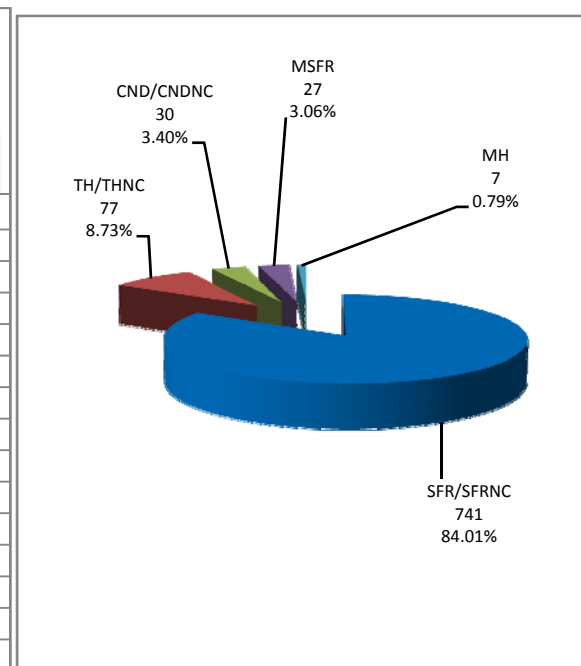
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>
85743	256	33
85745	246	30
85746	233	31
85747	167	24
85748	109	25
85749	211	20
85750	352	25
85755	286	24
85757	84	17

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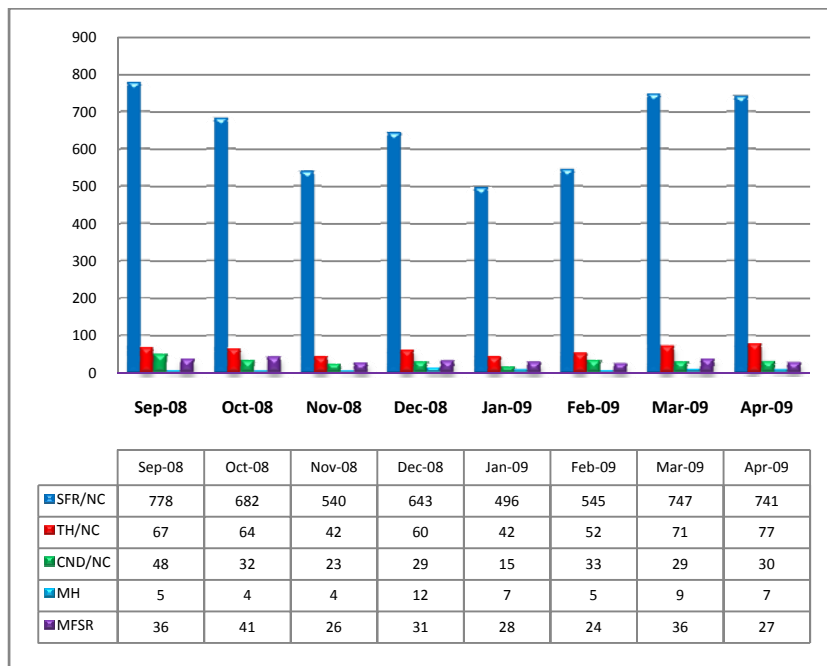
### Total Unit Sales – April 2009



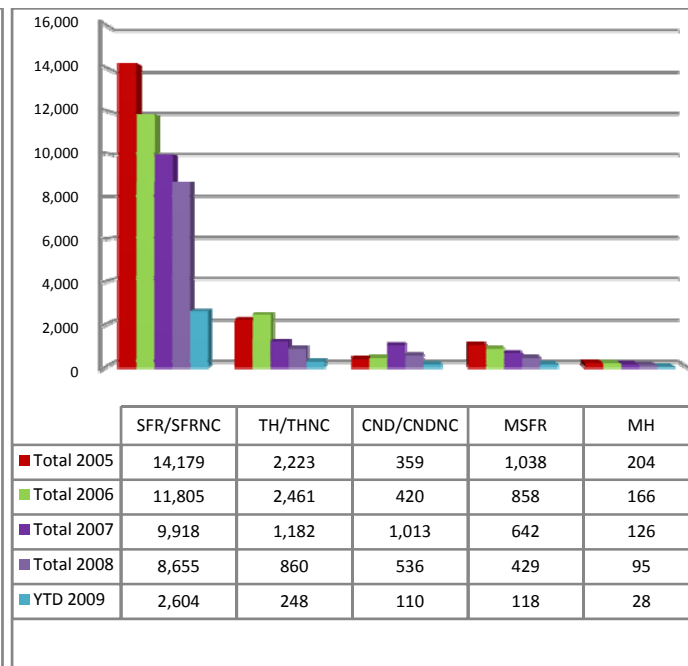
### Unit Sales – Breakdown by Type



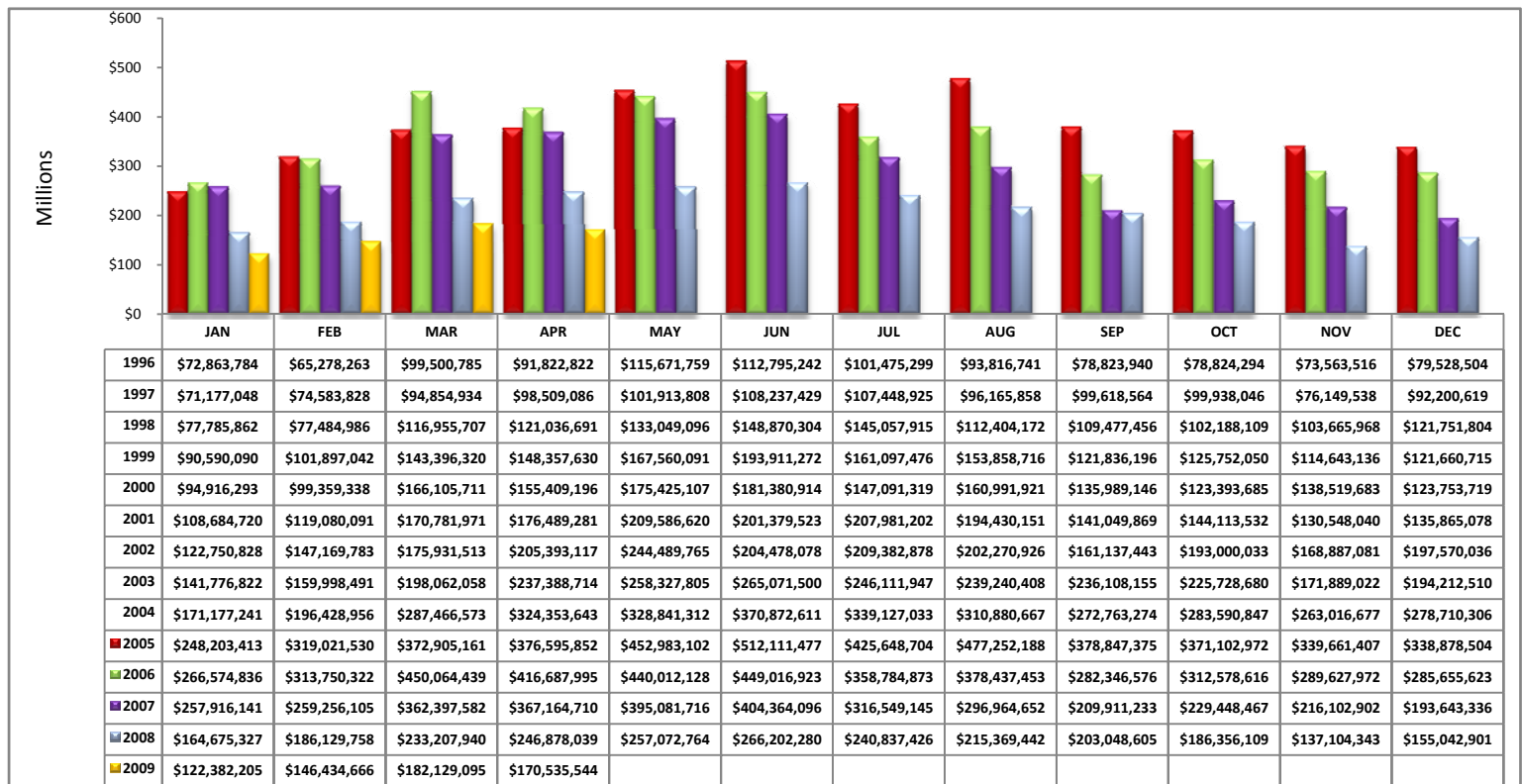
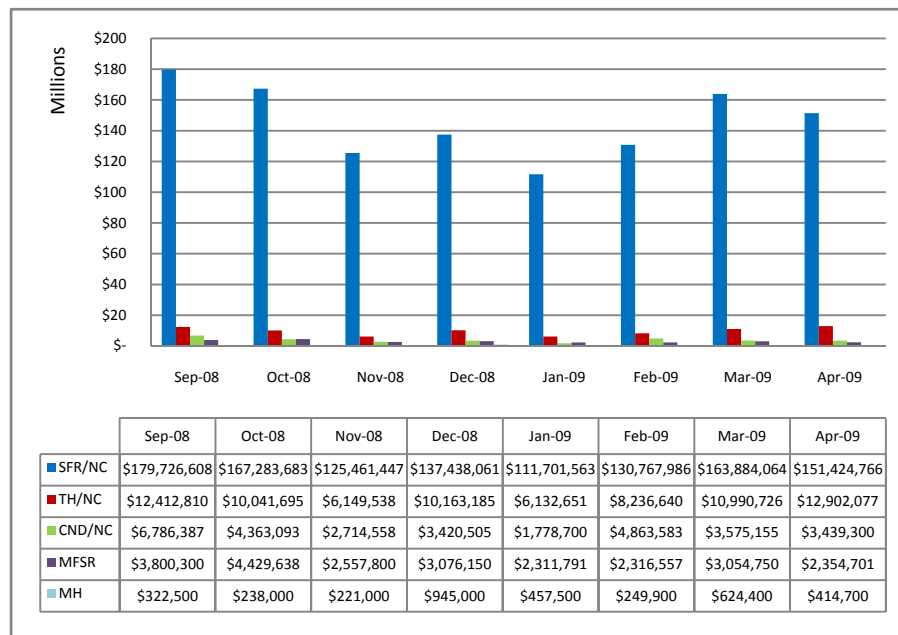
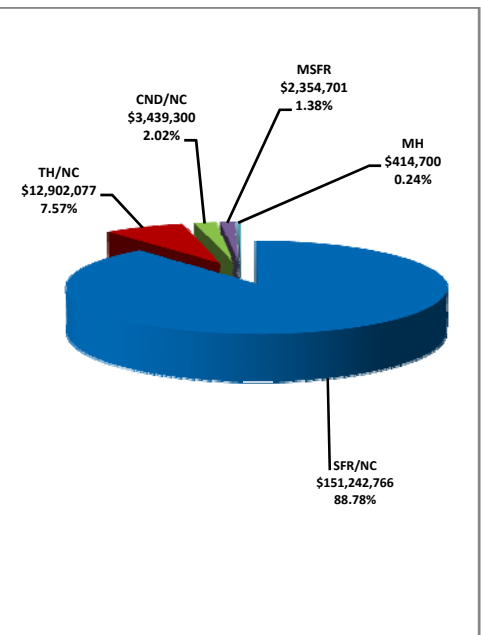
### Total Unit Sales By Type - Monthly Comparison



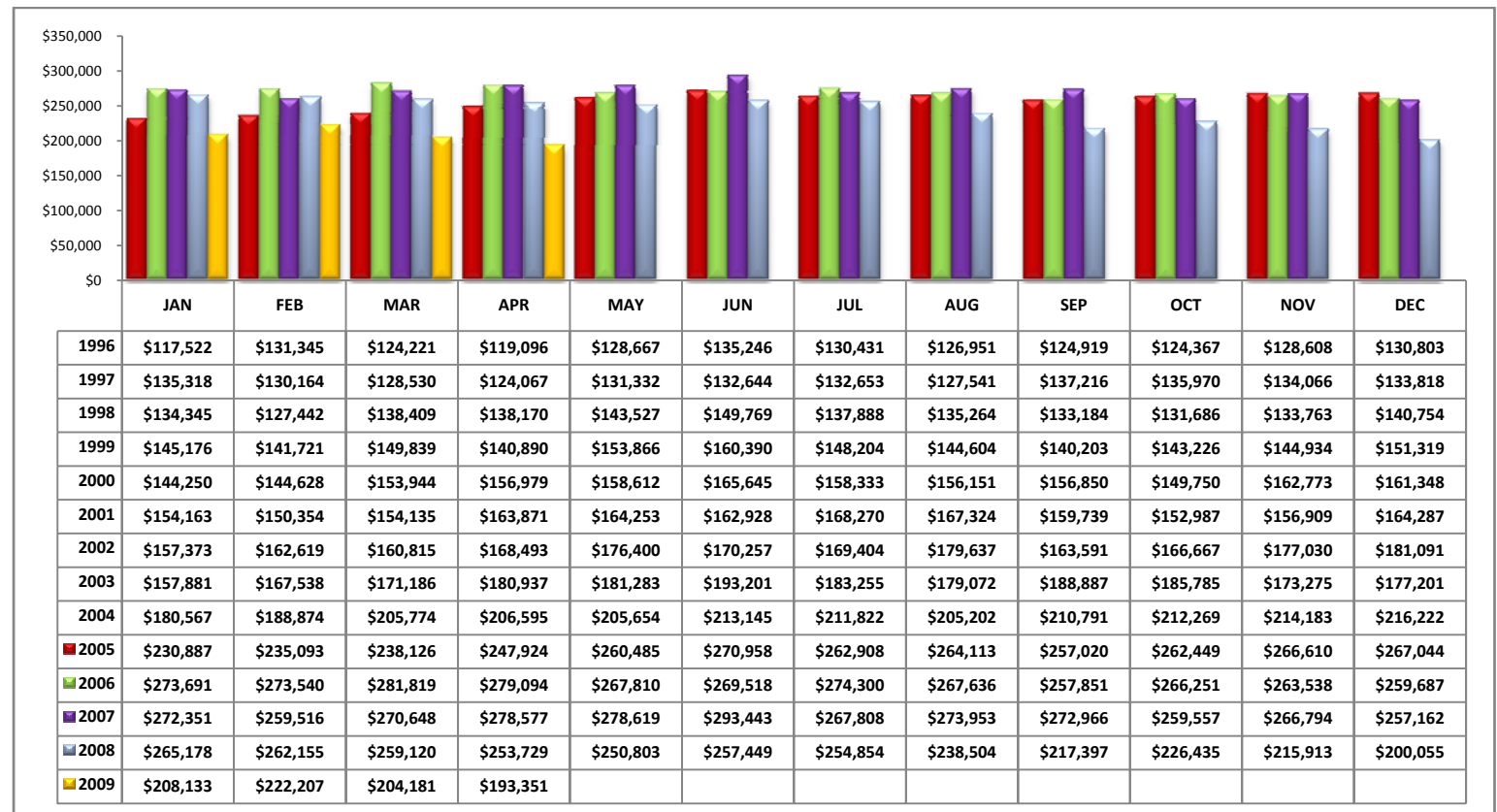
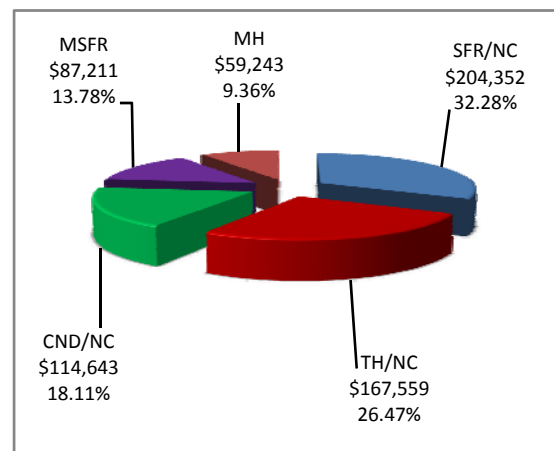
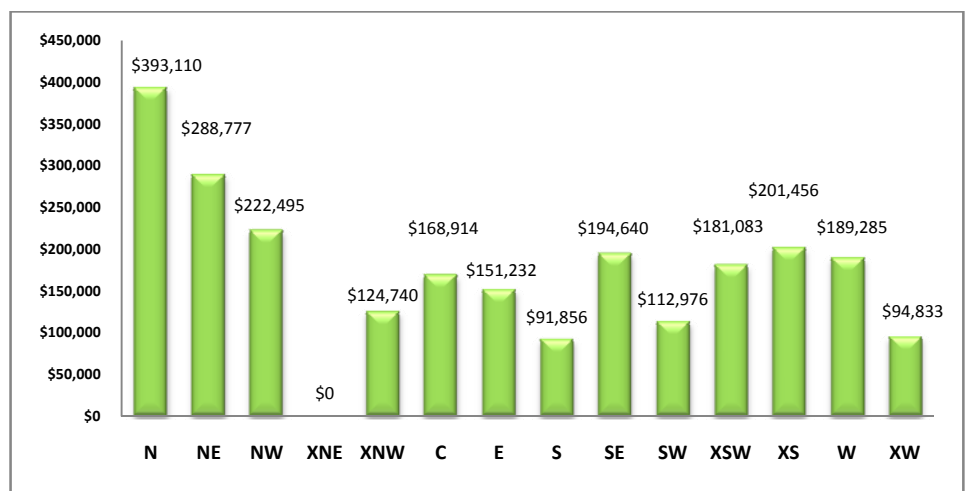
### YTD Annual Comparison – Breakdown by Type



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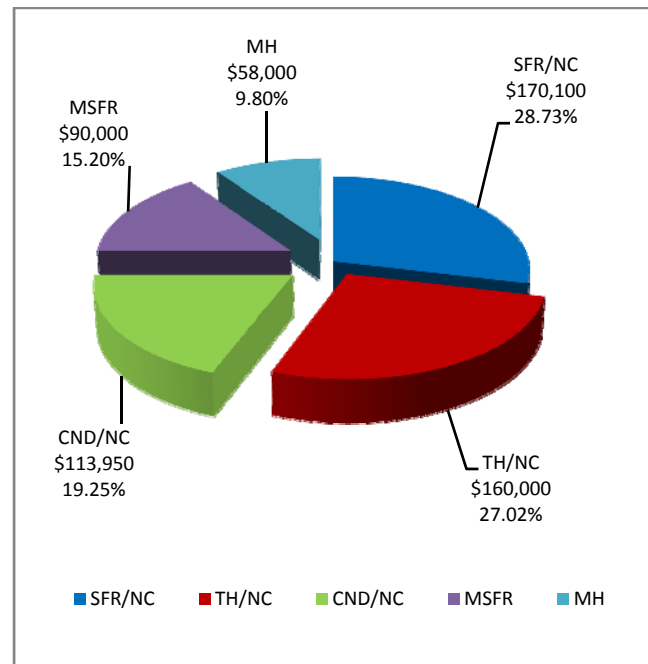
**Total Sales Volume - April 2009****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

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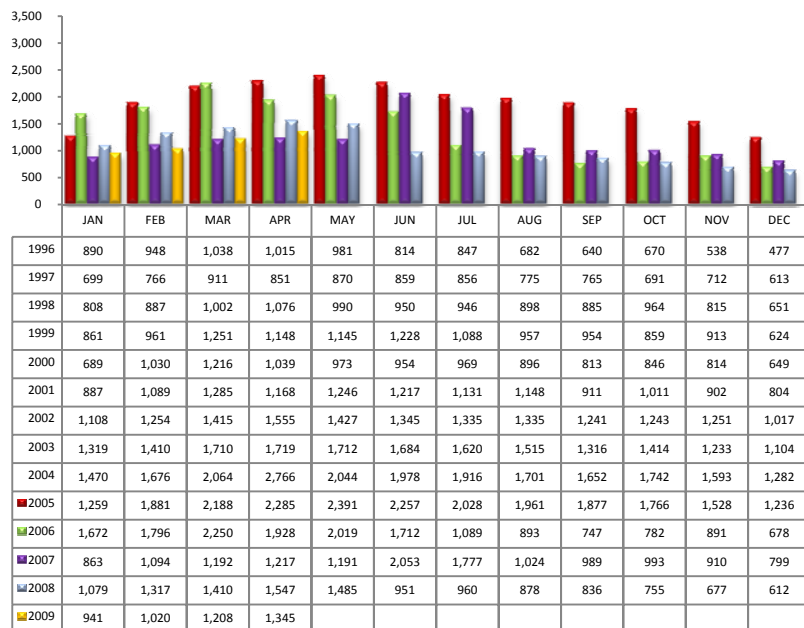
**Average Sales Price – April 2009****Average Sales Price by Type – April 2009****Average Sale Price per Area – April 2009**

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## Median Sale Price – by Type

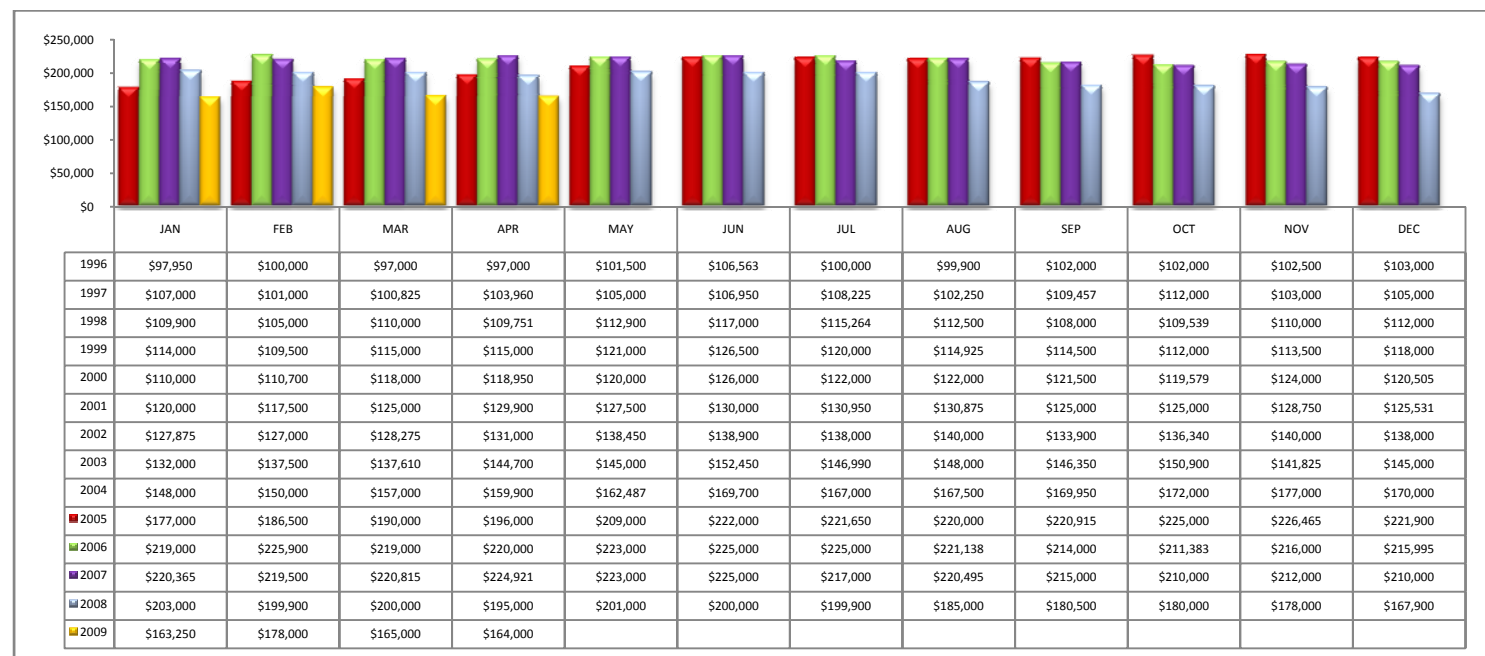


## Total Listings Under Contract

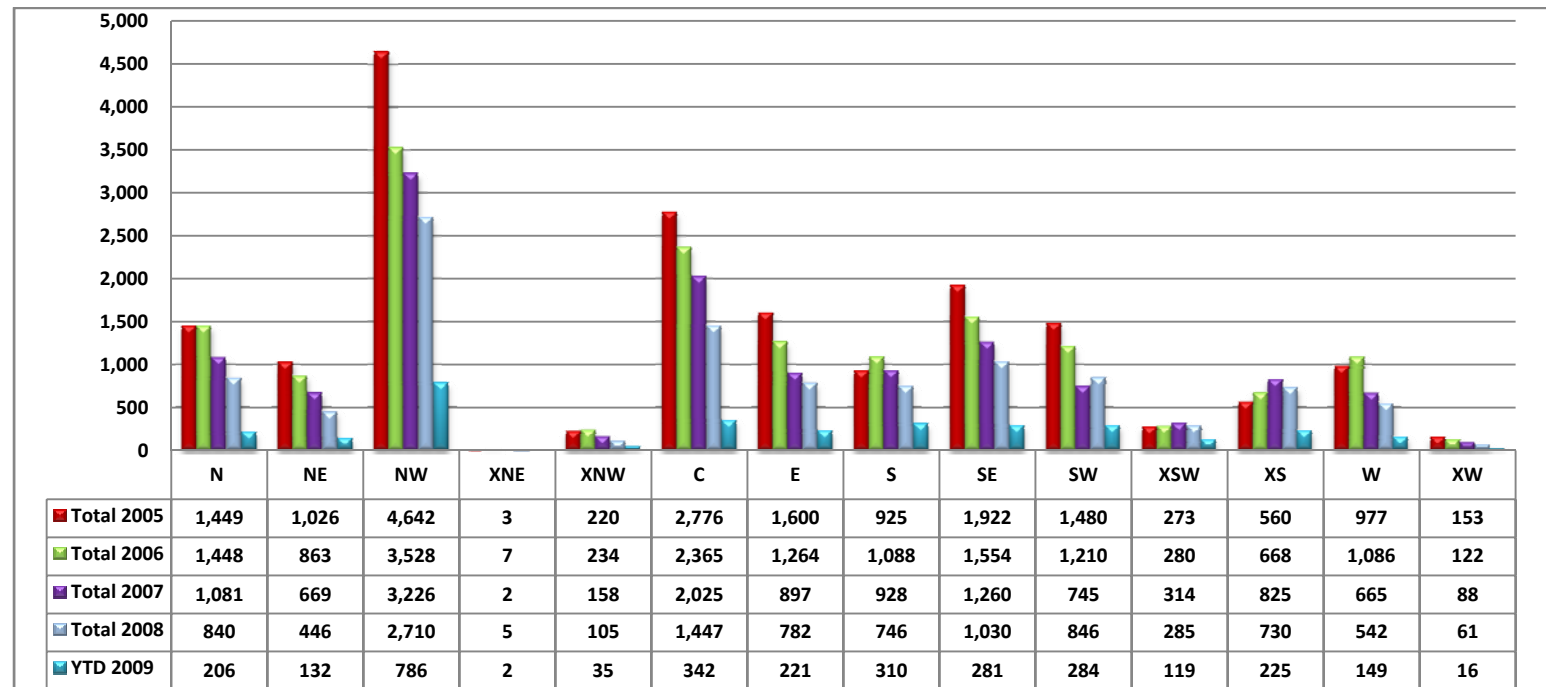


**\*\*Total Under Contract now calculating how many listings went under contract during the month rather than the total number of under contract in the MLS. (Eff. 06/08)**

## Median Sale Price – April 2009



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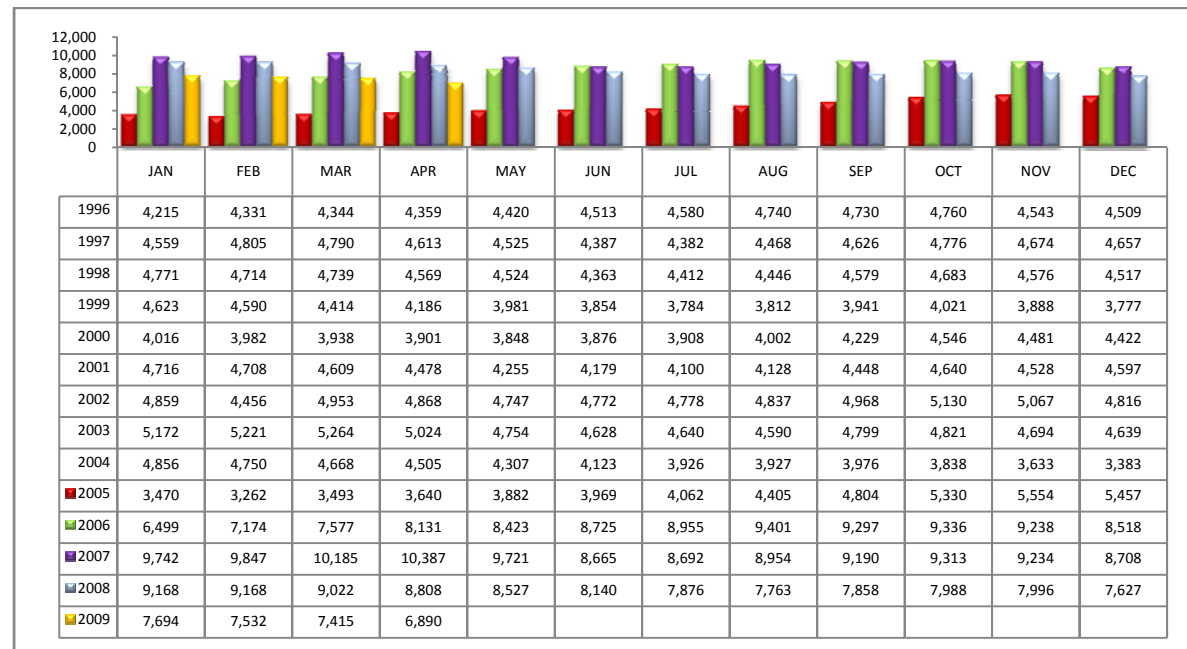
**Number of Sold Listings by Area – Annual Comparison****Average Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$ 255,475	\$ 394,011	\$ 542,923	\$ 574,667	\$ 393,110
NE	\$ 159,000	\$ 259,094	\$ 326,813	\$ 477,300	\$ 288,777
NW	\$ 209,808	\$ 184,494	\$ 282,403	\$ 353,940	\$ 222,495
XNW	\$ 45,000	\$ 130,000	\$ 140,800	\$ 0	\$ 124,740
C	\$ 153,988	\$ 169,824	\$ 189,858	\$ 223,750	\$ 168,914
E	\$ 112,235	\$ 154,995	\$ 197,490	\$ 170,500	\$ 151,232
S	\$ 75,399	\$ 89,138	\$ 113,873	\$ 0	\$ 91,856
SE	\$ 100,600	\$ 155,041	\$ 266,282	\$ 315,000	\$ 194,641
SW	\$ 73,088	\$ 111,744	\$ 119,585	\$ 198,333	\$ 112,976
XSW	\$ 168,167	\$ 207,450	\$ 165,500	\$ 0	\$ 181,083
XS	\$ 201,439	\$ 170,492	\$ 231,133	\$ 280,450	\$ 201,456
W	\$ 131,340	\$ 191,496	\$ 239,988	\$ 307,824	\$ 189,285
XW	\$ 0	\$ 97,250	\$ 90,000	\$ 0	\$ 94,833
XNE	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0

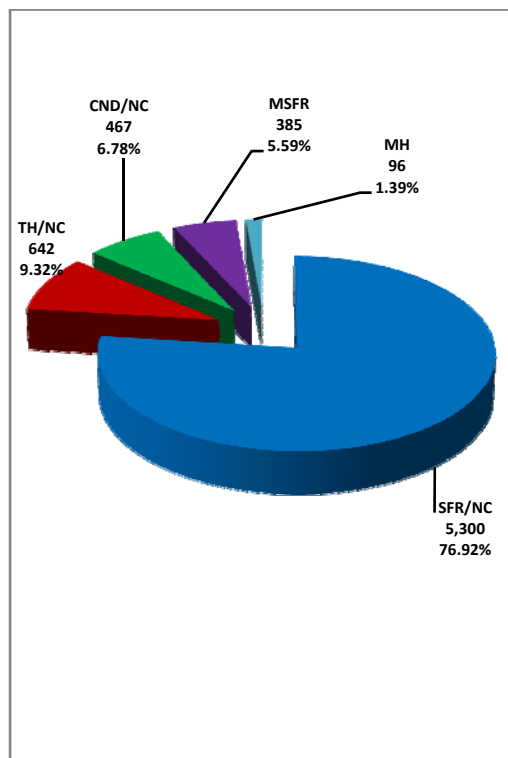
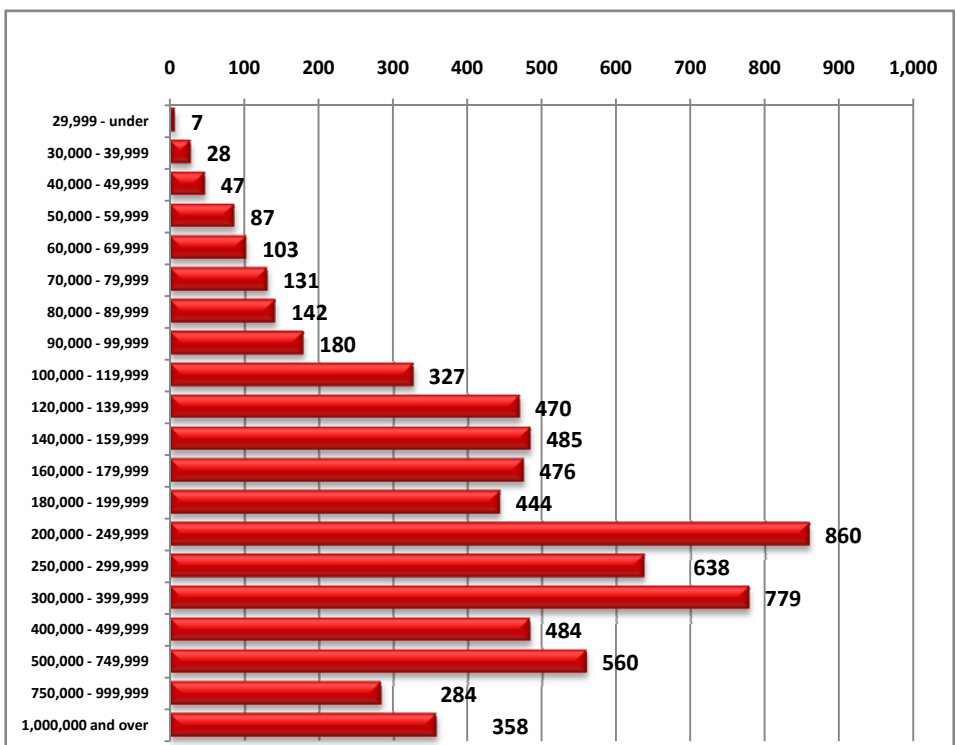
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	16	19	13	3	51
NE	8	16	15	5	44
NW	54	108	58	10	230
XNW	1	6	3	0	10
C	24	66	9	2	101
E	17	43	10	2	72
S	18	53	20	0	91
SE	4	40	24	2	70
SW	8	40	17	3	68
XSW	18	10	2	0	30
XS	15	30	18	5	68
W	10	25	8	1	44
XW	0	2	1	0	3
XNE	0	0	0	0	0

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**Active Listings - April 2009**

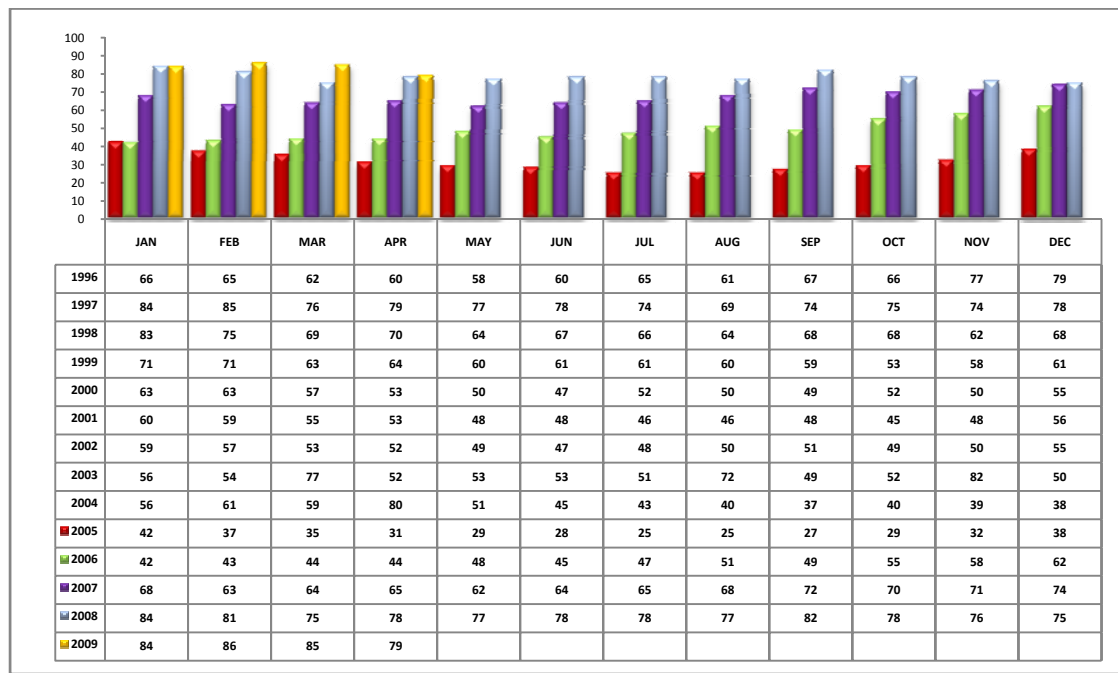
Area	# of Listings
N	822
NE	404
NW	1,818
XNE	17
XNW	117
C	791
E	373
S	399
SE	473
SW	483
XSW	272
XS	493
W	385
XW	43

**Active Listings Unit Breakdown****Active Listings Price Breakdown**

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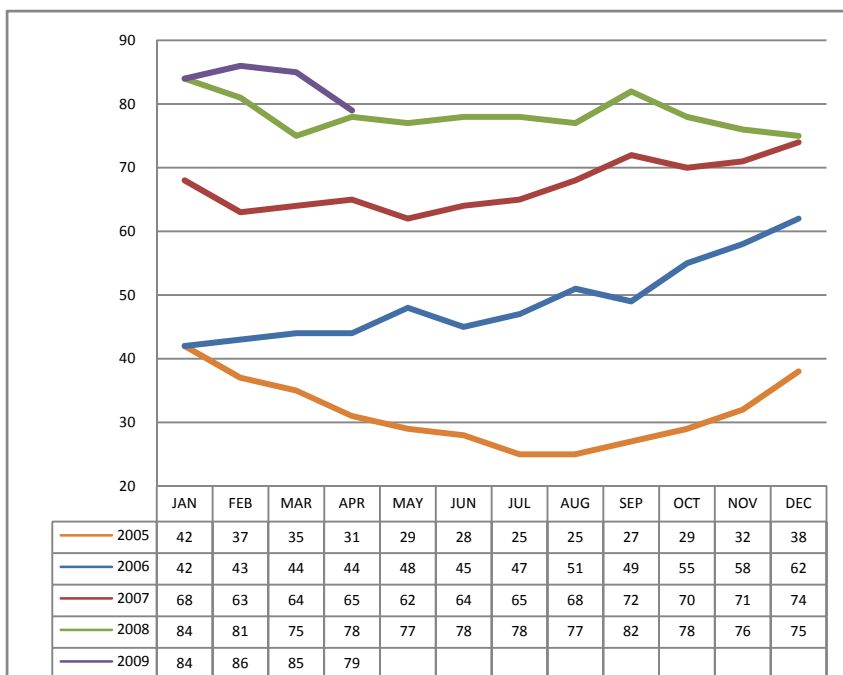


### Average Days on Market/Listing - April 2009

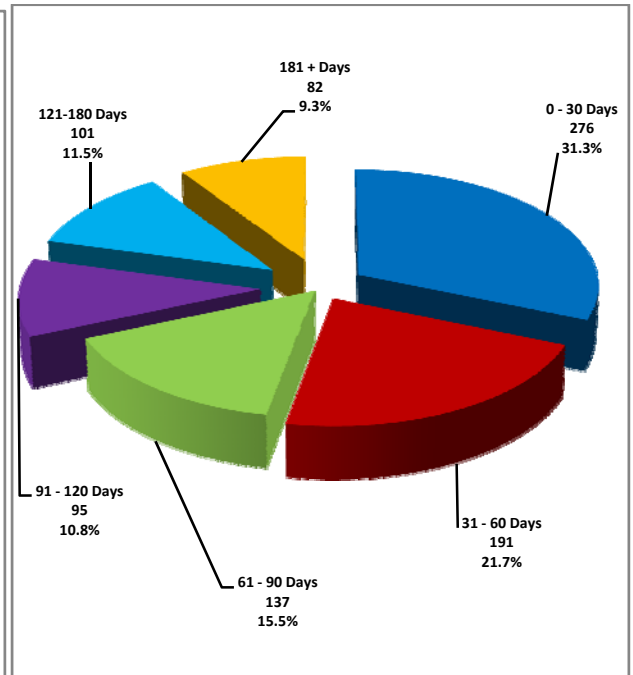


Area	Avg. DOM
N	84
NE	80
NW	84
XNE	N/A
XNW	100
C	74
E	80
S	63
SE	61
SW	92
XSW	110
XS	82
W	59
XW	52

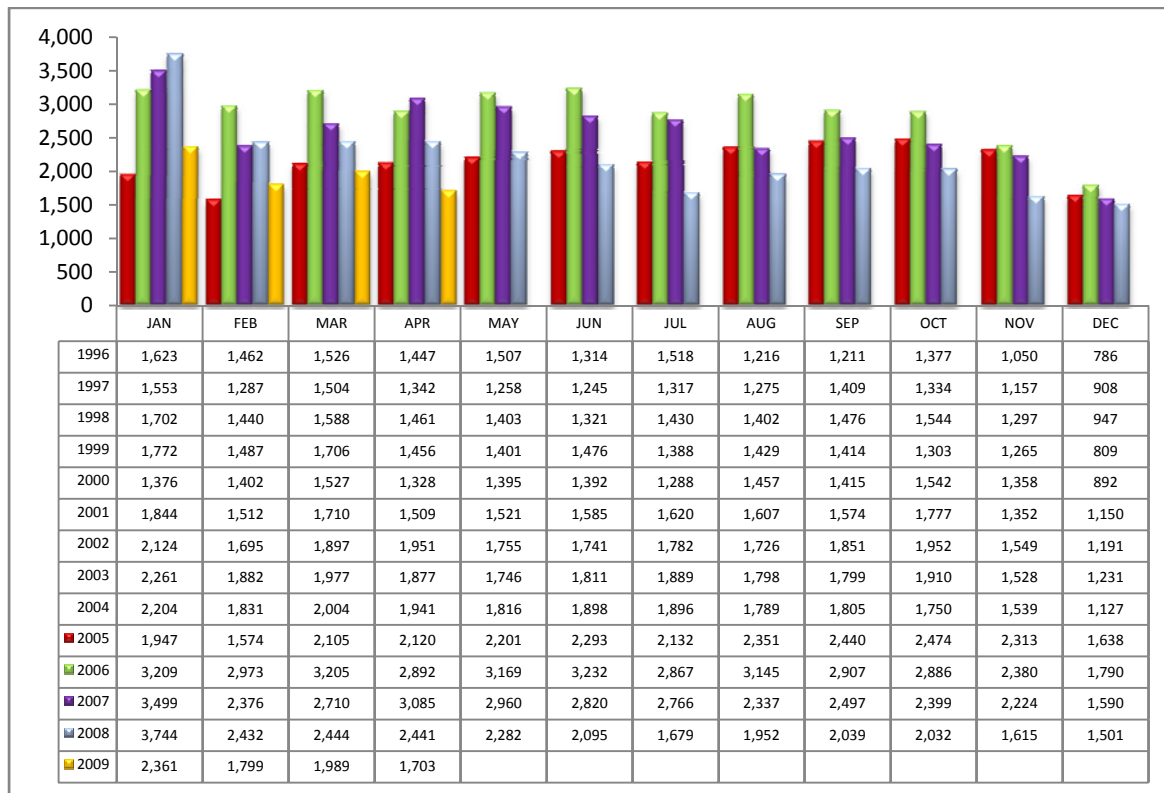
### Annual Comparison - Average Days on Market/Listing



### Average Days on Market/Listing Breakdown



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**New Listings – April 2009**

Area	# of Listings
N	162
NE	97
NW	417
XNE	1
XNW	24
C	209
E	116
S	137
SE	155
SW	143
XSW	37
XS	108
W	88
XW	8

\*Includes properties that were re-listed

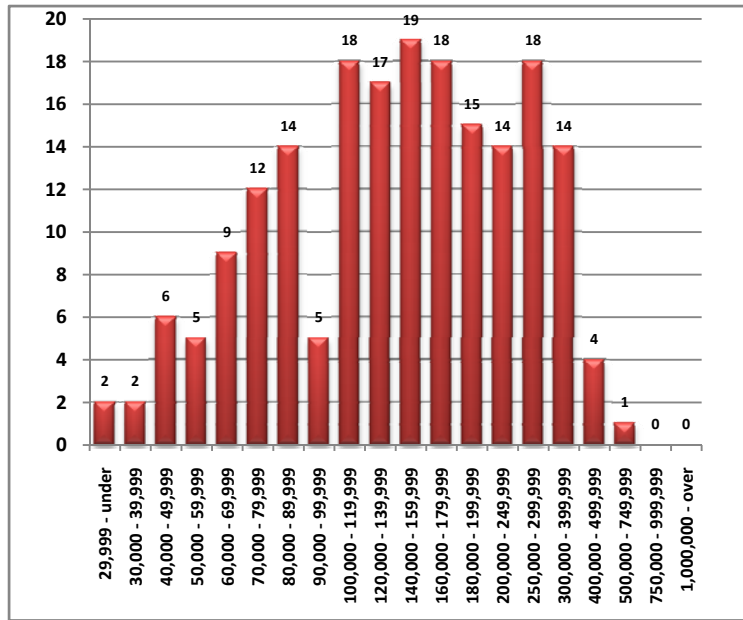
**Misc. MLS Information – April 2009**

Month	#Expired	WD Release	WD Temp	Re-Lists
January 2009	559	642	20	136
February 2009	435	596	7	83
March 2009	539	534	9	62
April 2009	452	513	7	41
May 2008	629	836	19	121
June 2008	615	962	14	88
July 2008	595	719	28	81
August 2008	575	686	15	87
September 2008	502	664	17	74
October 2008	550	647	9	75
November 2008	437	584	3	67
December 2008	918	527	7	48

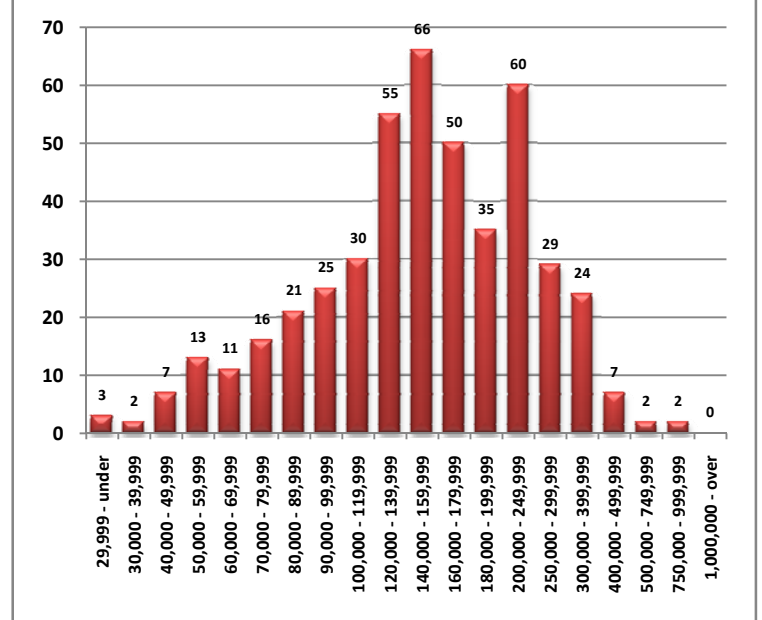
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## Sale Price by Bedroom

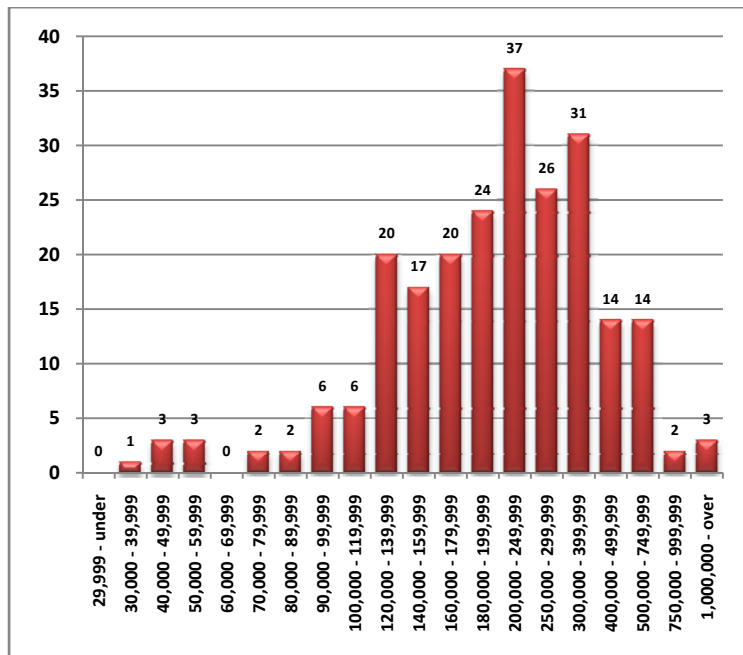
### 0 to 2 Bedrooms



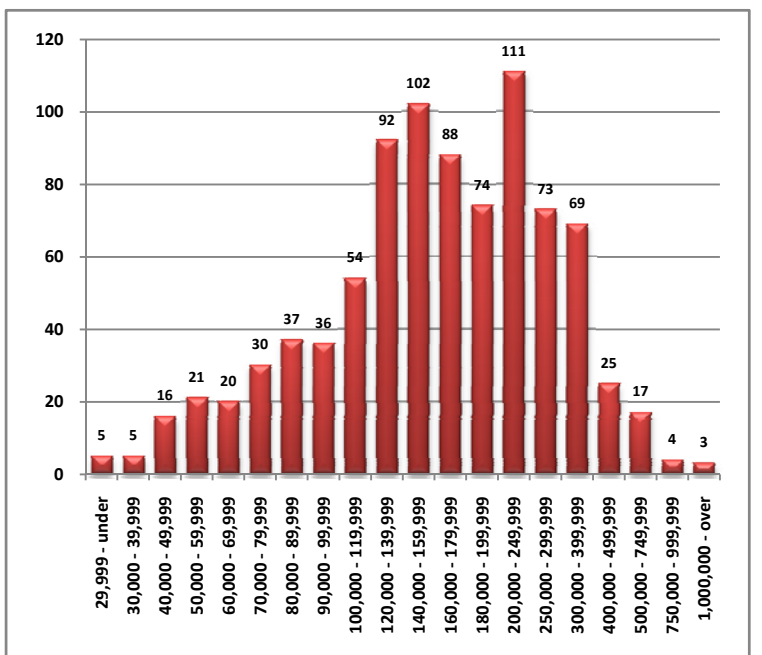
### 3 Bedrooms



### 4 or More Bedrooms



### Total Bedrooms



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Tucson Association of REALTORS®, Real Estate Trend Indicator

Tucson, AZ

From: 4/01/2009 to 4/30/2009

Statistics generated on: 5/05/09

Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold	
Under \$29,999	7	1	1	1	10	5	N	822	1 -30 Days	276
\$30,000 to \$39,999	28	3		2	33	5	NE	404	31-60 Days	191
\$40,000 to \$49,999	47	13		10	70	16	NW	1,818	61 - 90 Days	137
\$50,000 to \$59,999	87	15	1	10	113	21	XNE	17	91-120 Days	95
\$60,000 to \$69,999	103	17	3	12	135	20	XNW	117	121 - 180 Days	101
\$70,000 to \$79,999	131	27	1	19	178	30	C	791	Over 180 Days	82
\$80,000 to \$89,999	142	34	1	7	184	37	E	373	Avg. Days on Market	
\$90,000 to \$99,999	180	38	3	8	229	36	S	399	79	
\$100,000 to \$119,999	327	60	11	26	424	54	SE	473	Avg. Sold Price	
\$120,000 to \$139,999	470	75	16	28	589	92	SW	483	\$193,351	
\$140,000 to \$159,999	485	112	19	42	658	102	XSW	272	Avg. Median Price	
\$160,000 to \$179,999	476	74	12	36	598	88	XS	493	\$164,000	
\$180,000 to \$199,999	444	82	6	36	568	74	W	385	New Listings	
\$200,000 to \$249,999	860	112	11	49	1032	111	XW	43	1,703	
\$250,000 to \$299,999	638	62	8	30	738	73	Sold Units per		Sales Volume by Area	
\$300,000 to \$349,999	400	25	6	22	453	40	N	51	\$20,048,600	
\$350,000 to \$399,999	379	32	4	10	425	29	NE	44	\$12,706,188	
\$400,000 to \$449,999	224	19	2	4	249	18	NW	230	\$51,173,767	
\$450,000 to \$499,999	260	11		8	279	7	XNE	0	\$0	
\$500,000 to \$749,999	560	29	3	7	599	17	XNW	10	\$1,247,400	
\$750,000 to \$999,999	284	10			294	4	C	101	\$17,060,285	
\$1,000,000 to \$1,249,999	76	6		1	83	2	E	72	\$10,888,676	
\$1,250,000 to \$1,499,999	92	6		2	100		S	91	\$8,358,936	
\$1,500,000 to \$1,999,999	102	1		1	104	1	SE	70	\$13,624,791	
\$2,000,000 to \$2,999,999	57	1			58		SW	68	\$7,682,401	
\$3,000,000 and over	31	1			32		XSW	30	\$5,432,500	
Totals	6,890	866	108	371	8,235	882	XS	68	\$13,698,976	
							W	44	\$8,328,524	
							XW	3	\$284,500	
							Total Volume		\$170,535,544	
	Apr. 2009	Apr. 2008	% Change	YTD 2009	YTD 2008	% Change				
Home Sales Volume	\$170,535,544	\$246,878,039	-30.92%	\$637,534,802	\$859,307,603	-25.81%				
Home Sales Units	882	1,015	-13.10%	3,108	3,327	-6.58%				
Average Sales Price (All Residential)	\$193,351	\$253,729	-23.80%	\$205,127	\$258,283	-20.58%				
Median Sales Price	\$164,000	\$195,000	-15.90%	\$165,000	\$199,990	-17.50%				
Average Days on Market:	79	78	1.28%	83	79	5.06%				
Average List Price for Sold:	\$217,123	\$263,725	-17.67%	\$ 217,861	\$ 271,787	-19.84%				
SP/LP %	89.05%	96.21%		94.15%	95.03%					
Pending Contracts	1,208	1,547	-21.91%							
Active Listings	7,415	8,808	-15.82%							
New Listings	1,703	2,441	-30.23%							
							Types of Financing		Totals	
							FHA		268	
							VA		68	
							Conventional		310	
							Carryback		6	
							Wrap		0	
							Cash		215	
							Other		15	

Types of Financing	Totals
FHA	268
VA	68
Conventional	310
Carryback	6
Wrap	0
Cash	215
Other	15

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