

**For Immediate
Release:**

May 8, 2012

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics April 2012

Below are some highlights from the April Residential Sales Statistics:

- Average Sales Price saw an increase of 4.53% from March to April.
- Average List Price is up 5.62% over March.
- Total Under Contract rose significantly from March to April by 19.52%, and 27.16% from April 2011.
- Total Unit Sales decreased 8% from March, while up 10.76% from April 2011.
- The Median Sales Price increased again in April to \$134,000, a .83% increase from March, and a 1.52% increase over April 2011.
- Total Sales Volume decreased slightly in April by 3.84%, but increased 11.90% from April 2011.
- The number of New Listings decreased 24.05% from March and increased 7.23% over April 2011.
- Average Days on Market decreased again, from 77 in March to 74 in April.
- 37.8% of April closed sales are attributed to cash, while conventional loans made up 31% and government loans accounted for 27.7%, leaving 3.5% as other financing.

Sue Cartun
2012 MLS President



Lifestyle Opportunities:

No matter what area or type of home you are interested in, you have a variety of options.

Financial:

Multiple financing opportunities are available

Talk to a REALTOR®!

With the complexity of a real estate transaction, you need a REALTOR®.



The Tucson Multiple Listing Service, Inc. is a wholly owned subsidiary of the Tucson Association of REALTORS®, dedicated to providing a reliable real estate database for members and the public. The Association represents the interests of 5,400 professionals in the real estate industry, and is affiliated with the National Association of REALTORS®. REALTOR® is a registered collective membership mark which may only be used by professionals who are members and subscribe to its strict code of ethics.

April 2012 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
April	\$224,278,223	\$200,425,573	11.90%
March	\$233,228,623	\$191,236,186	21.96%
Month % Change	-3.84%	4.81%	

Average Sales Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
April	\$175,766	\$173,981	1.03%
March	\$168,153	\$163,590	2.79%
Month % Change	4.53%	6.35%	

Average List Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
April	\$183,654	\$184,119	-0.25%
March	\$173,890	\$173,178	0.41%
Month % Change	5.62%	6.32%	

Total Under Contract

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
April	3,319	2,610	27.16%
March	2,777	2,152	29.04%
Month % Change	19.52%	21.28%	

Total Unit Sales

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
April	1276	1152	10.76%
March	1387	1169	18.65%
Month % Change	-8.00%	-1.45%	

Median Sales Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
April	\$134,000	\$132,000	1.52%
March	\$132,900	\$125,000	6.32%
Month % Change	0.83%	5.60%	

New Listings

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
April	1,497	1,396	7.23%
March	1,971	1,623	21.44%
Month % Change	-24.05%	-13.99%	

Active Listings

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
April	3,770	6,269	-39.86%
March	4,168	6,703	-37.82%
Month % Change	-9.55%	-6.47%	

April 2012 - Active and Sold by Zip Code

<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85601	4	0	0.00%	85658	138	34	24.64%	85716	107	32	29.91%	85745	130	38	29.23%
85611	3	0	0.00%	85701	11	2	18.18%	85718	226	52	23.01%	85746	58	45	77.59%
85614	235	42	17.87%	85704	126	40	31.75%	85719	74	21	28.38%	85747	81	36	44.44%
85616	0	0	0.00%	85705	73	32	43.84%	85730	69	66	95.65%	85748	65	26	40.00%
85619	20	1	5.00%	85706	51	40	78.43%	85735	51	12	23.53%	85749	134	18	13.43%
85622	80	14	17.50%	85710	131	71	54.20%	85736	36	1	2.78%	85750	233	53	22.75%
85623	3	0	0.00%	85711	74	44	59.46%	85737	174	39	22.41%	85755	179	51	28.49%
85629	99	49	49.49%	85712	57	36	63.16%	85739	223	32	14.35%	85756	34	40	117.65%
85641	158	35	22.15%	85713	151	47	31.13%	85741	53	41	77.36%	85757	18	23	127.78%
85645	6	0	0.00%	85714	16	10	62.50%	85742	91	39	42.86%				
85653	77	30	38.96%	85715	88	34	38.64%	85743	123	50	40.65%				

NOTE:

85321- 1 active listing, 85602- 1 active listing, 85625- 1 active listing, 85626- 1 active listing, 85633-1 active listing, 85637- 3 active listings, 85646- 1 active listing, 85733- 1 active listing

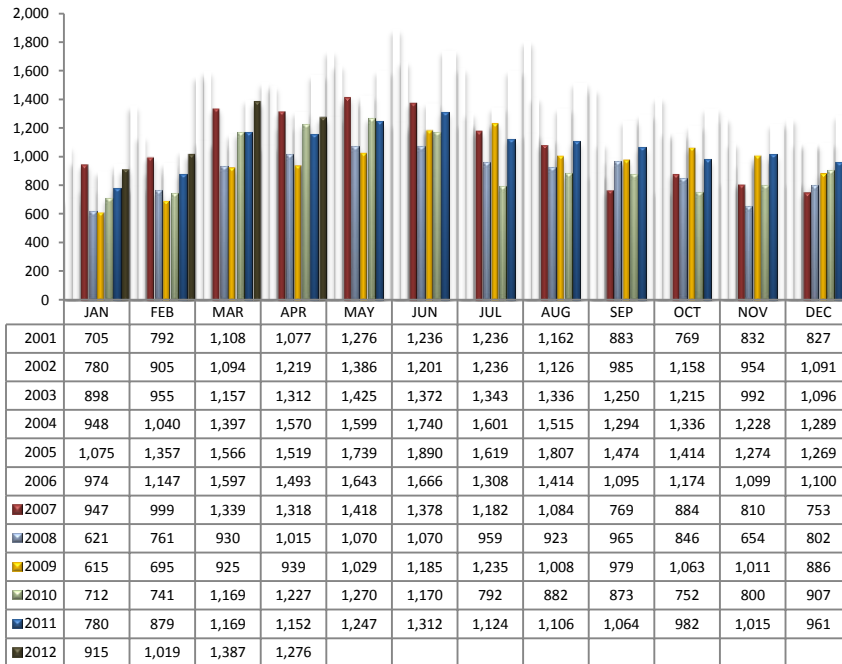
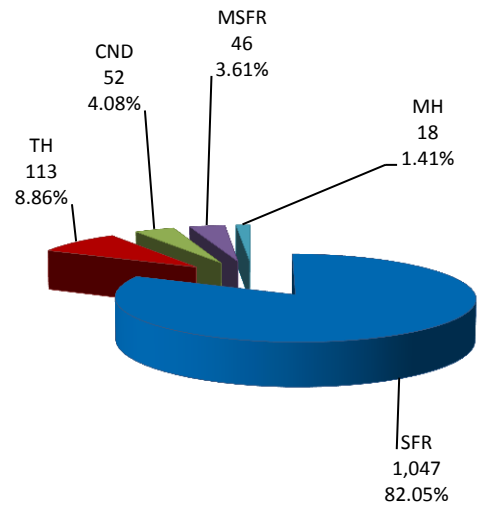
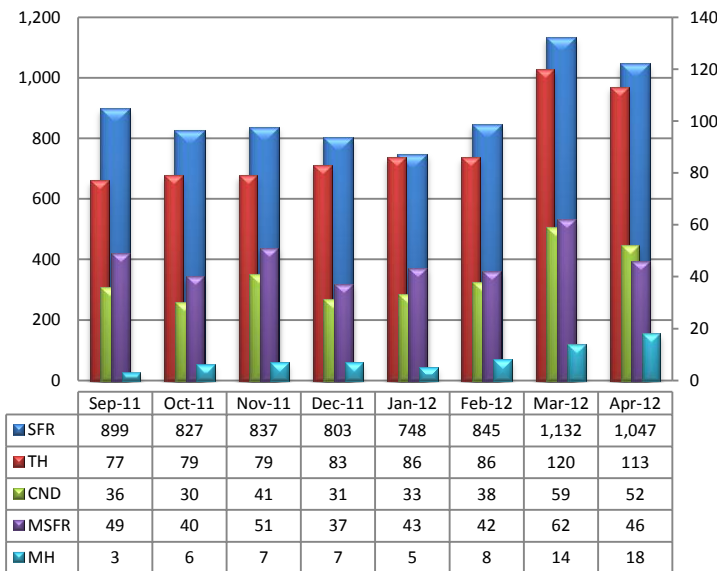
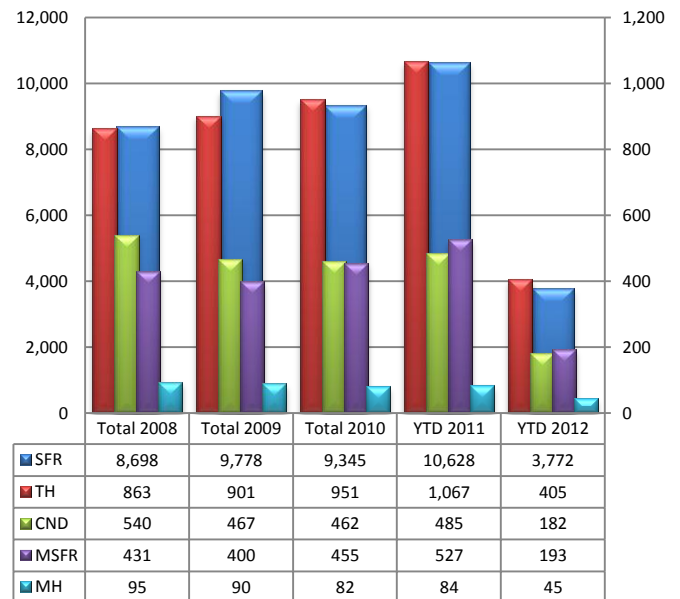
Residential Listing Statistics							Active Listings		Days on Market		
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold		
Under \$29,999	28	18	11	16	73	28	N	439	1 -30 Days	543	
\$30,000 to \$39,999	67	24	18	23	132	43	NE	274	31-60 Days	227	
\$40,000 to \$49,999	90	57	19	43	209	43	NW	1063	61 - 90 Days	144	
\$50,000 to \$59,999	99	67	29	41	236	46	XNE	21	91-120 Days	101	
\$60,000 to \$69,999	102	78	42	44	266	52	XNW	54	121 - 180 Days	145	
\$70,000 to \$79,999	129	106	45	35	315	61	C	390	Over 180 Days	116	
\$80,000 to \$89,999	115	112	45	39	311	60	E	203	Avg. Days on Market 74		
\$90,000 to \$99,999	118	102	46	53	319	65	S	126			
\$100,000 to \$119,999	178	212	70	92	552	151	SE	225	Avg. Sold Price \$175,766		
\$120,000 to \$139,999	234	185	77	88	584	119	SW	196			
\$140,000 to \$159,999	209	169	40	86	504	104	XSW	248	Median Sale Price \$134,000		
\$160,000 to \$179,999	235	131	41	57	464	90	XS	299			
\$180,000 to \$199,999	205	120	25	55	405	70	W	191	New Listings 1,497		
\$200,000 to \$249,999	394	171	26	95	686	129	XW	41			
\$250,000 to \$299,999	349	85	25	56	515	54	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	426	81	16	66	589	75	N	105	\$41,149,550		
\$400,000 to \$499,999	248	42	4	18	312	31	NE	60	\$13,016,397		
\$500,000 to \$749,999	265	31	1	12	309	38	NW	324	\$69,427,777		
\$750,000 to \$999,999	114	9	2	8	133	7	XNE	1	\$107,777		
\$1,000,000 and over	165	4	0	6	175	10	XNW	14	\$1,673,869		
							C	154	\$25,398,231		
							E	104	\$12,797,596		
							S	103	\$7,659,442		
							SE	125	\$16,785,532		
							SW	92	\$8,464,089		
							XSW	47	\$6,423,900		
							XS	72	\$11,007,962		
Totals	3,770	1,804	582	933	7,089	1,276	W	68	\$9,840,601		
							XW	7	\$525,500		
							Total Volume		\$224,278,223		
Apr-12		Apr-11	% Change	YTD 2012	YTD 2011	% Change					
Home Sales Volume	\$224,278,223	\$200,425,573	11.90%	\$768,854,936	\$682,239,427	12.70%					
Home Sales Units	1,276	1,152	10.76%	4,597	3,980	15.50%					
Average Sales Price (All Residential)	\$175,766	\$173,981	1.03%	\$170,118	\$171,562	-0.84%					
Median Sales Price	\$134,000	\$132,000	1.52%	\$131,475	\$131,157	0.24%					
Average Days on Market:	74	83	-10.84%	75	90	-16.67%					
Average List Price for Sold:	\$183,654	\$184,119	-0.25%	\$177,279	\$181,479	-2.31%					
SP/LP %	95.70%	94.49%		95.96%	94.54%						
Total Under Contract	3,319	2,610	27.16%								
Active Listings	3,770	6,269	-39.86%								
New Listings	1,497	1,396	7.23%								

Types of Financing		Totals
FHA		265
VA		88
Other		35
Cash		483
Convention		396
Cash/Loan		2
Carryback		7

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FHA	265
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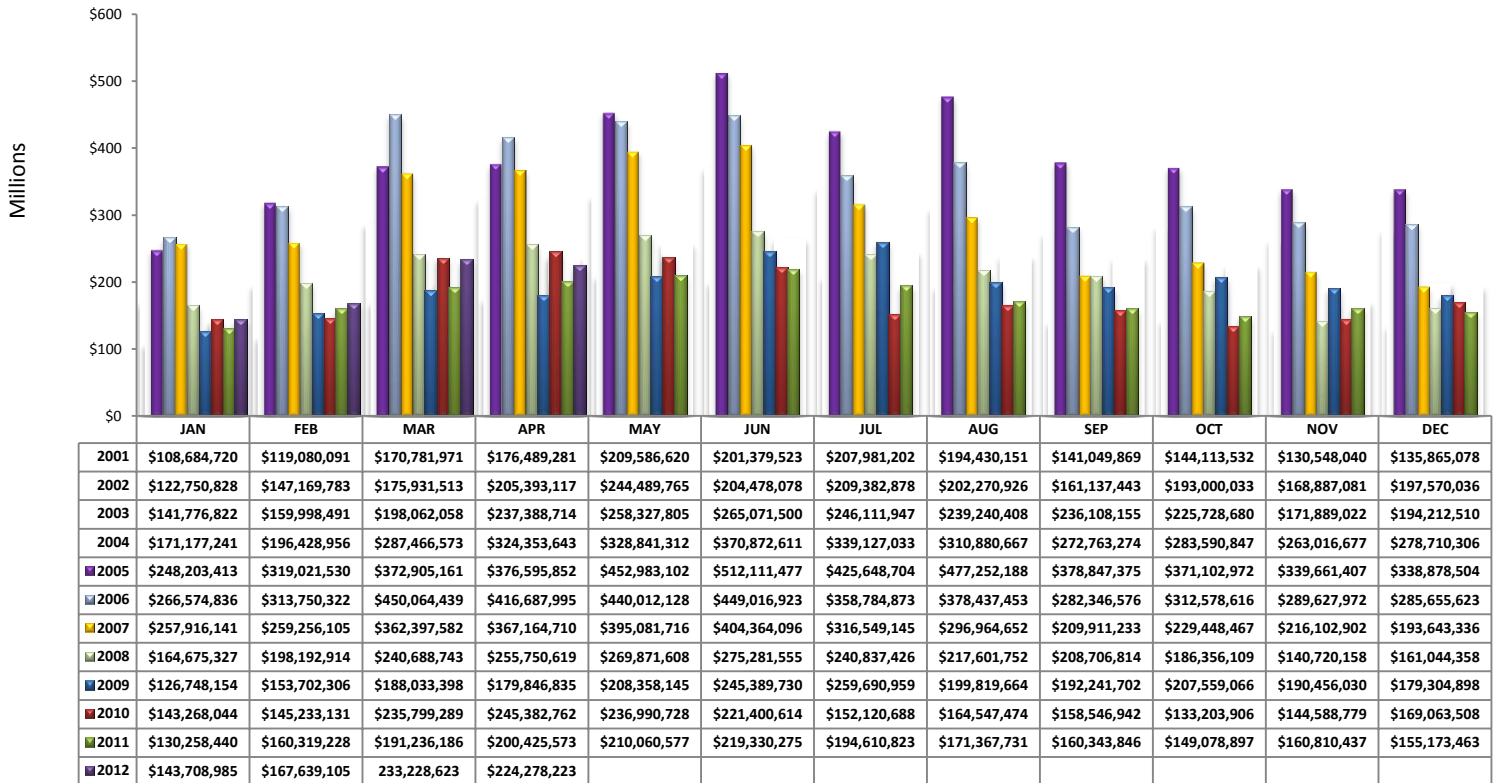
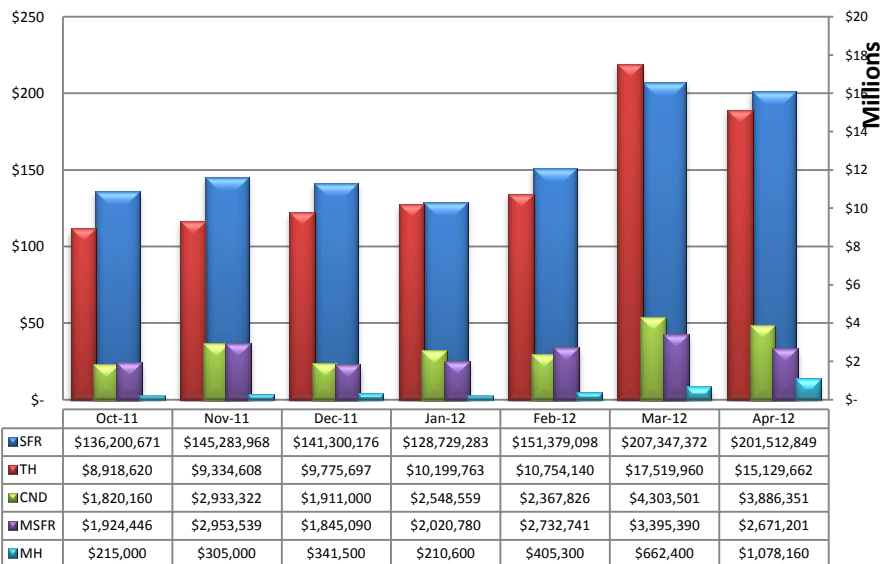
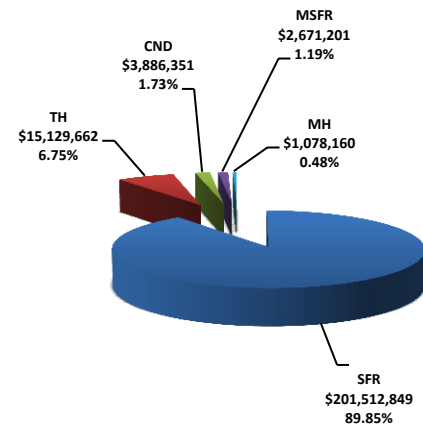
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APRIL 2012 RESIDENTIAL SALES STATISTICS

Total Unit Sales – April 2012**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

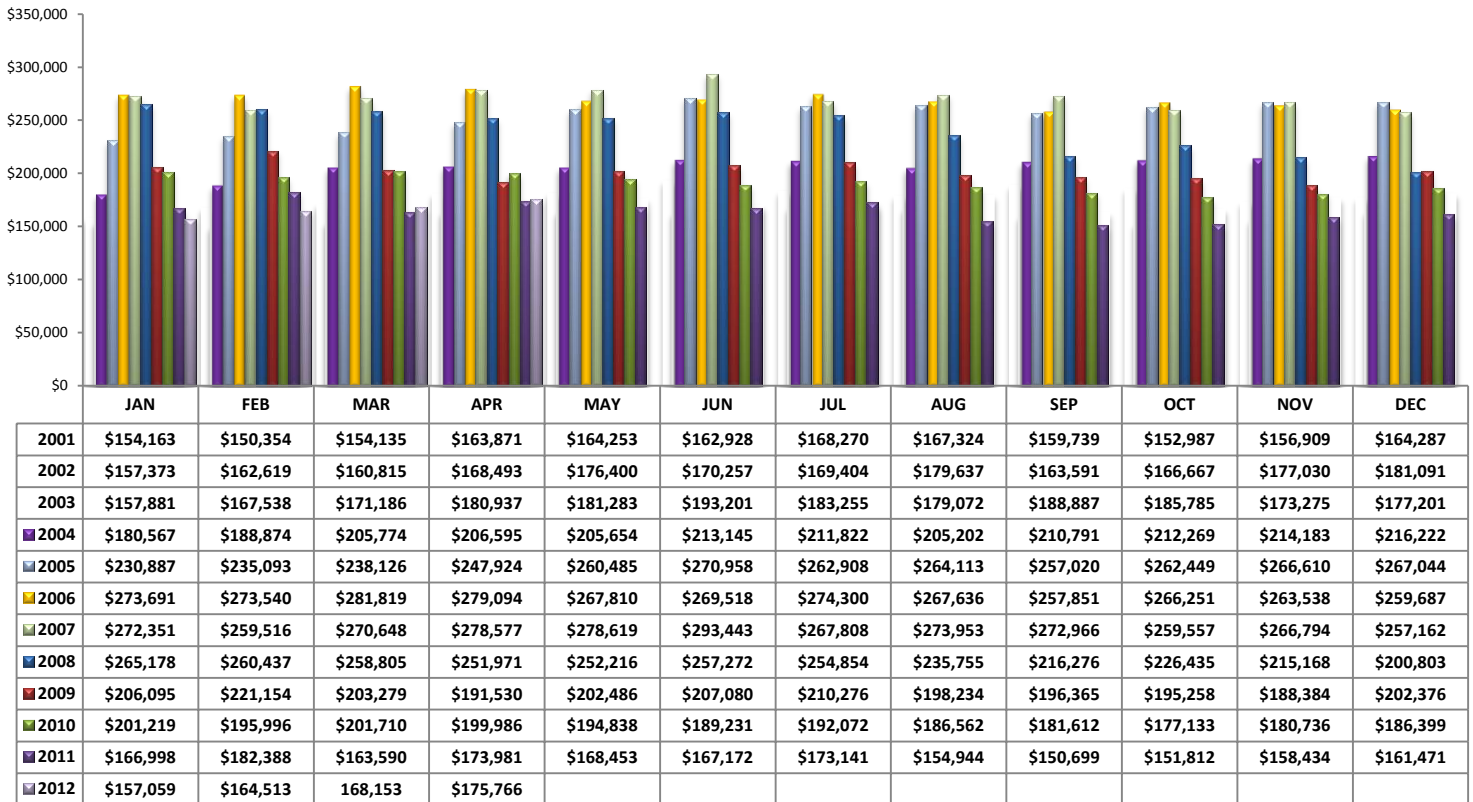
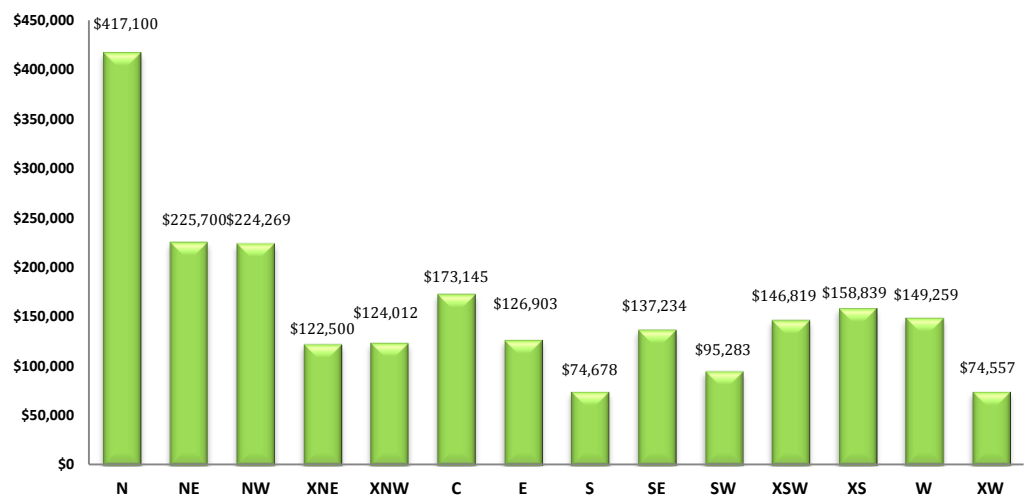
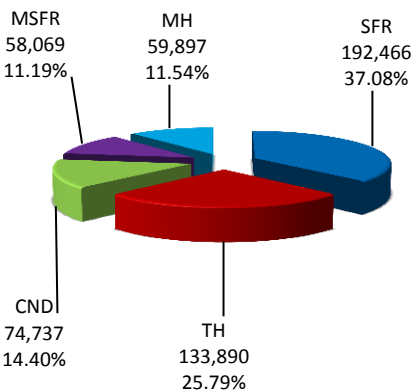
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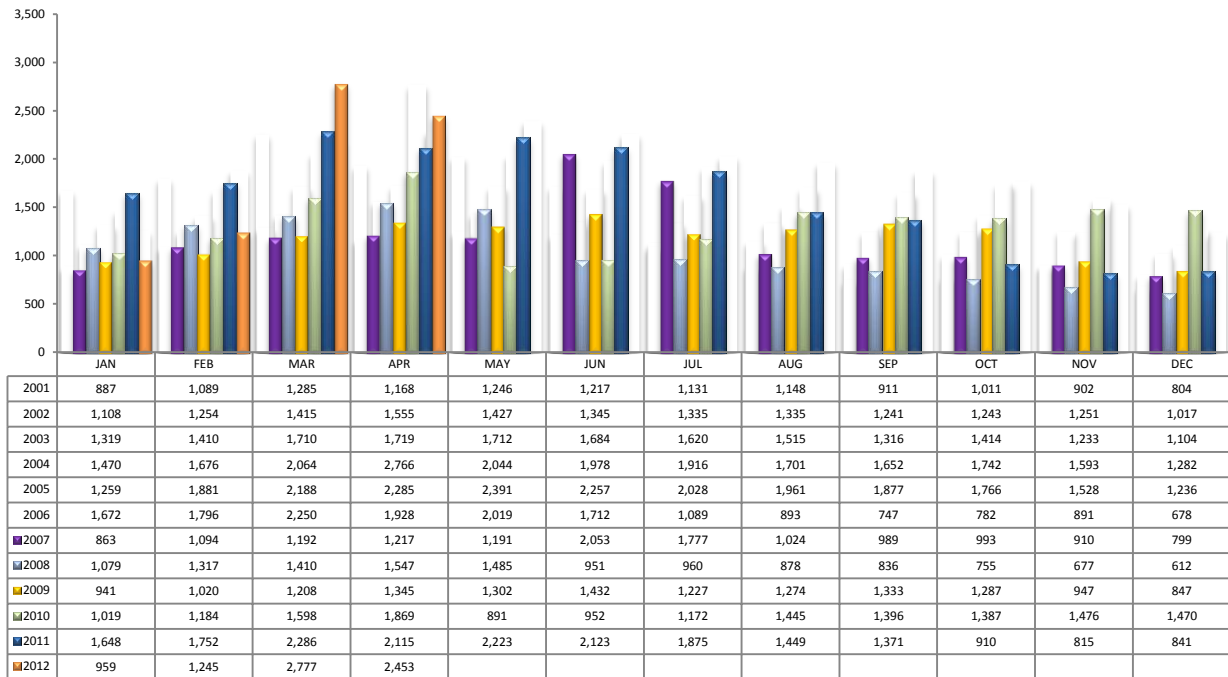
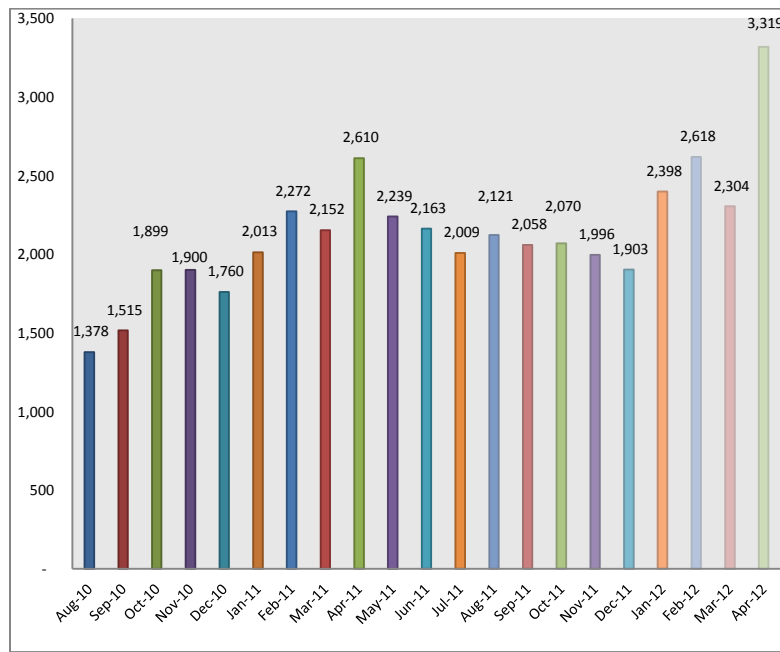
Total Sales Volume - April 2012**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

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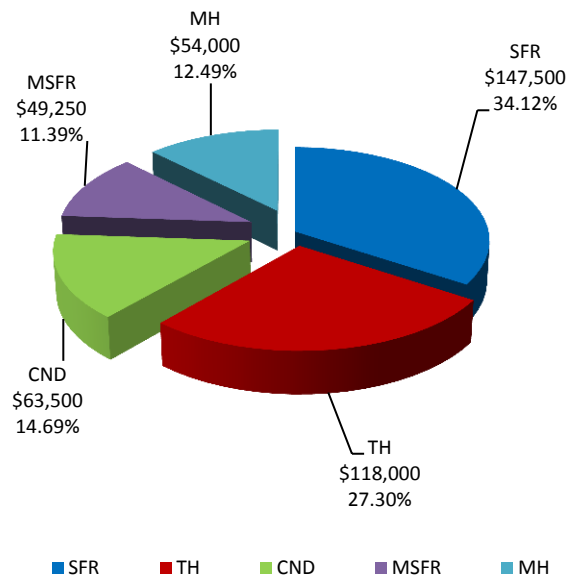
APRIL 2012 RESIDENTIAL SALES STATISTICS

Average Sales Price – April 2012**Average Sales Price by Type – April 2012****Average "Listing" Price per Area – April 2012**

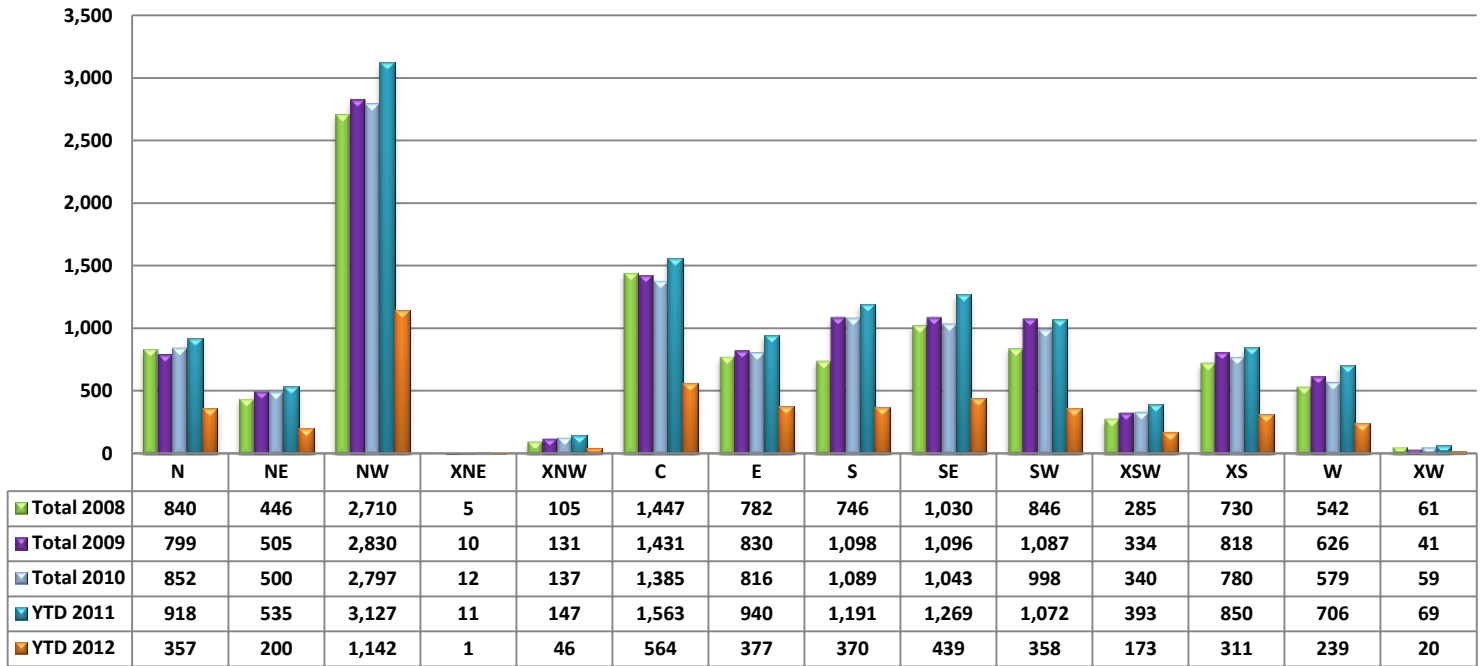
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Newly Under Contract During The Month**Total Listings Still Under Contract At The End of The Month**

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Median Sale Price - by Type**Median Sale Price - April 2012**

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Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

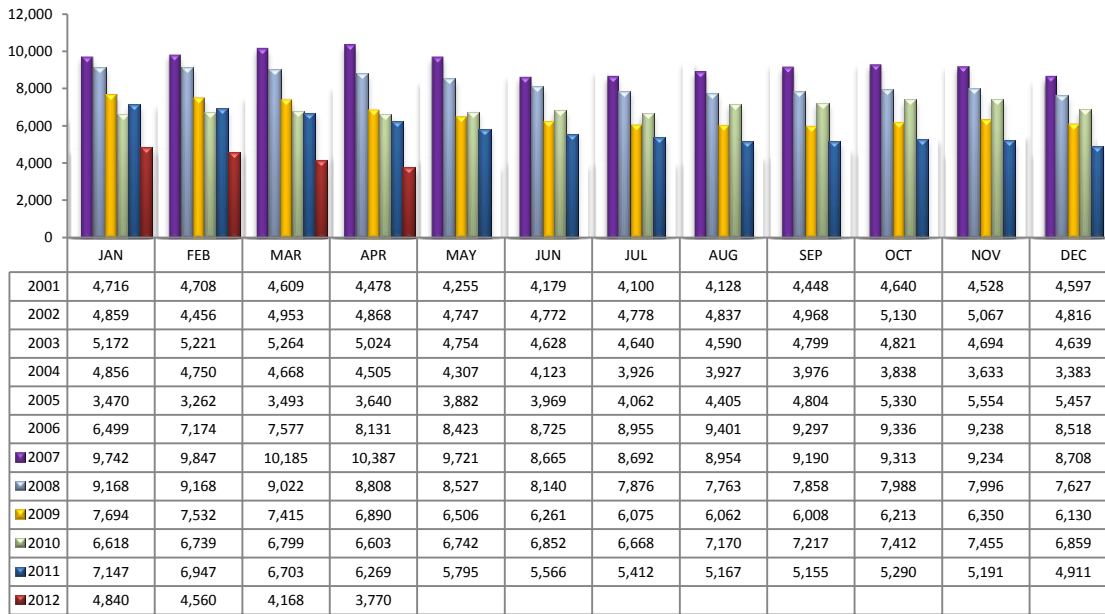
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$216,383	\$370,725	\$533,708	\$596,090	\$391,900
NE	\$135,350	\$184,080	\$289,465	\$271,875	\$216,939
NW	\$167,378	\$207,604	\$262,458	\$276,327	\$214,283
XNE	\$107,777	\$0	\$0	\$0	\$107,777
XNW	\$0	\$90,218	\$172,380	\$0	\$119,562
C	\$103,027	\$148,638	\$245,296	\$451,660	\$164,923
E	\$61,481	\$124,166	\$151,295	\$157,666	\$123,053
S	\$39,807	\$72,319	\$94,117	\$118,862	\$74,363
SE	\$105,616	\$123,578	\$169,639	\$236,500	\$134,284
SW	\$62,471	\$91,276	\$106,490	\$138,000	\$92,000
XSW	\$130,055	\$151,493	\$126,633	\$0	\$136,678
XS	\$149,284	\$132,449	\$164,331	\$206,142	\$152,888
W	\$42,404	\$141,437	\$223,449	\$0	\$144,714
XW	\$0	\$85,166	\$67,500	\$0	\$75,071

Units Sold per Area by # of Bedrooms

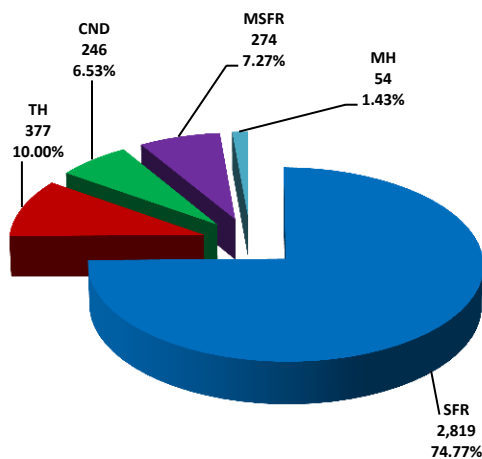
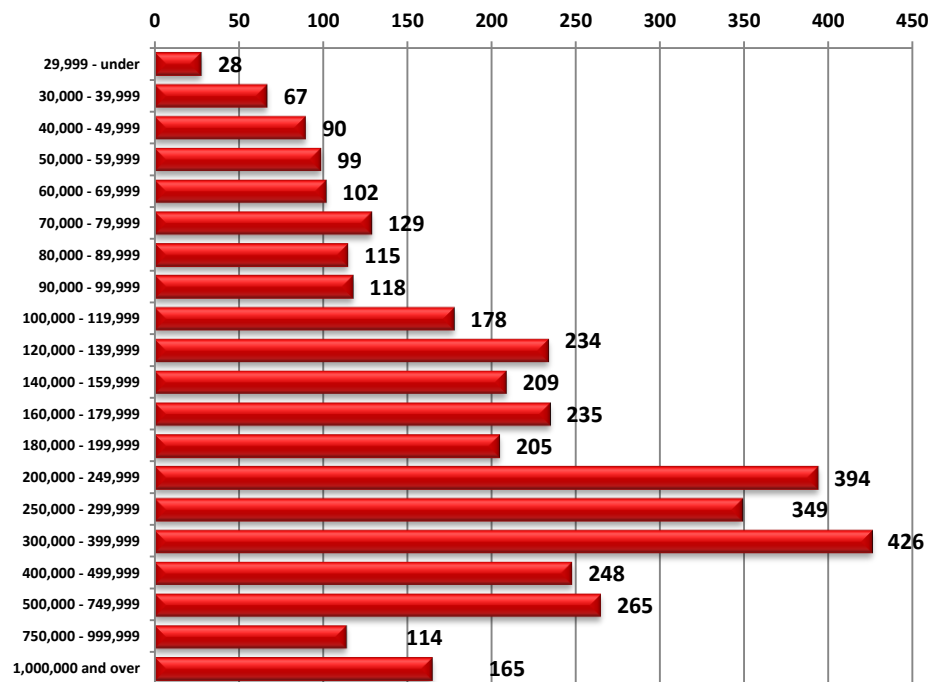
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	27	43	24	11	105
NE	10	26	20	4	60
NW	85	140	88	11	324
XNE	1	0	0	0	1
XNW	0	9	5	0	14
C	39	92	13	10	154
E	16	56	29	3	104
S	14	63	22	4	103
SE	15	78	30	2	125
SW	19	43	25	5	92
XSW	29	15	3	0	47
XS	17	27	21	7	72
W	11	41	16	0	68
XW	0	3	4	0	7

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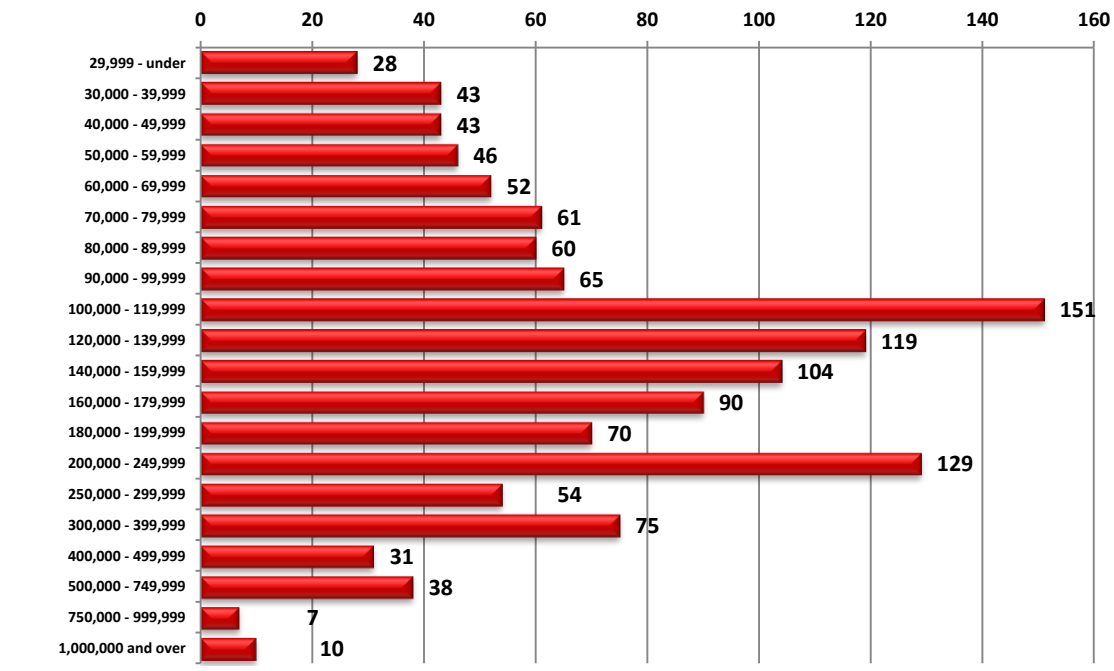
APRIL 2012 RESIDENTIAL SALES STATISTICS

Active Listings

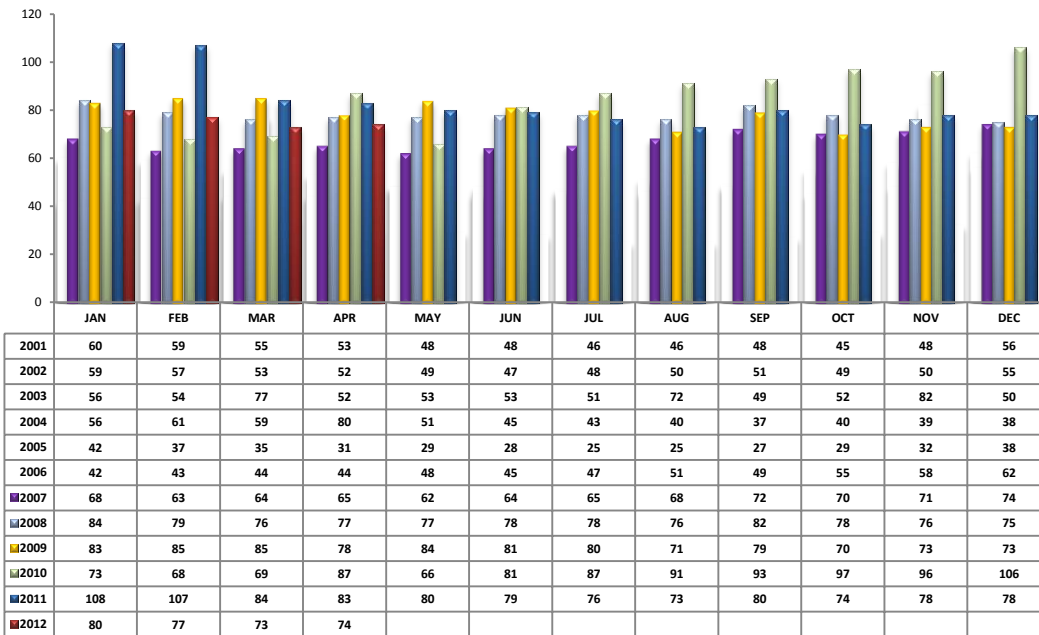
Area	# of Listings
N	439
NE	274
NW	1063
XNE	21
XNW	54
C	390
E	203
S	126
SE	225
SW	196
XSW	248
XS	299
W	191
XW	41

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

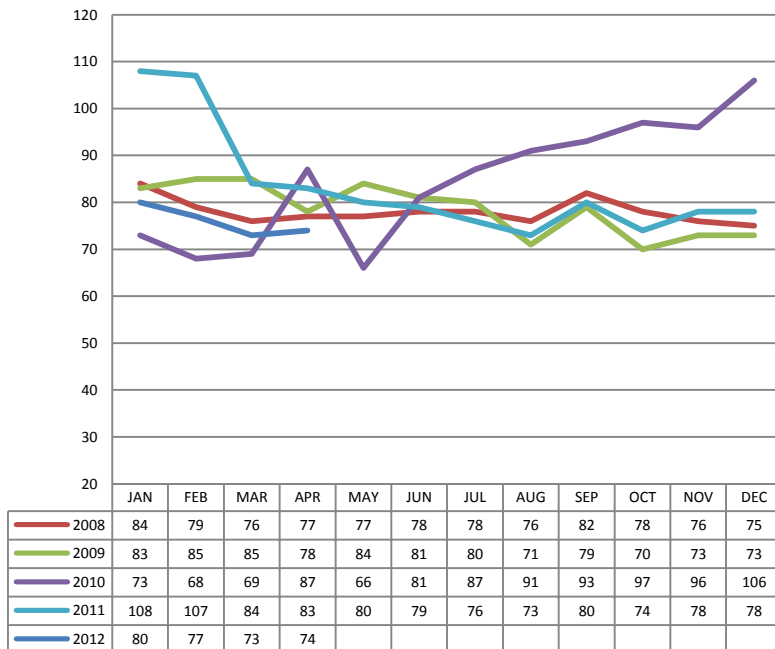
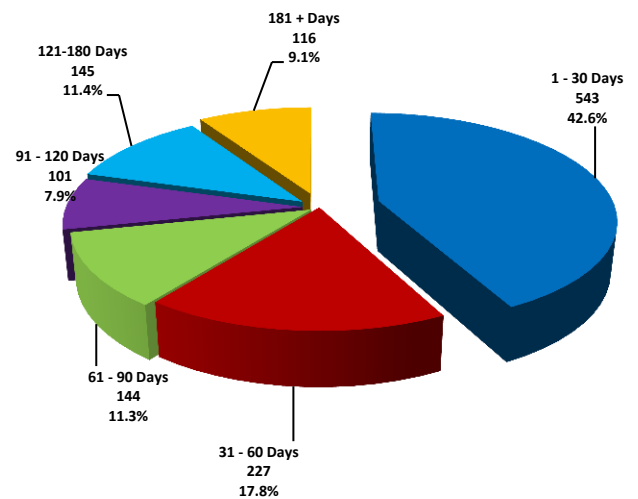
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Sold Price Breakdown

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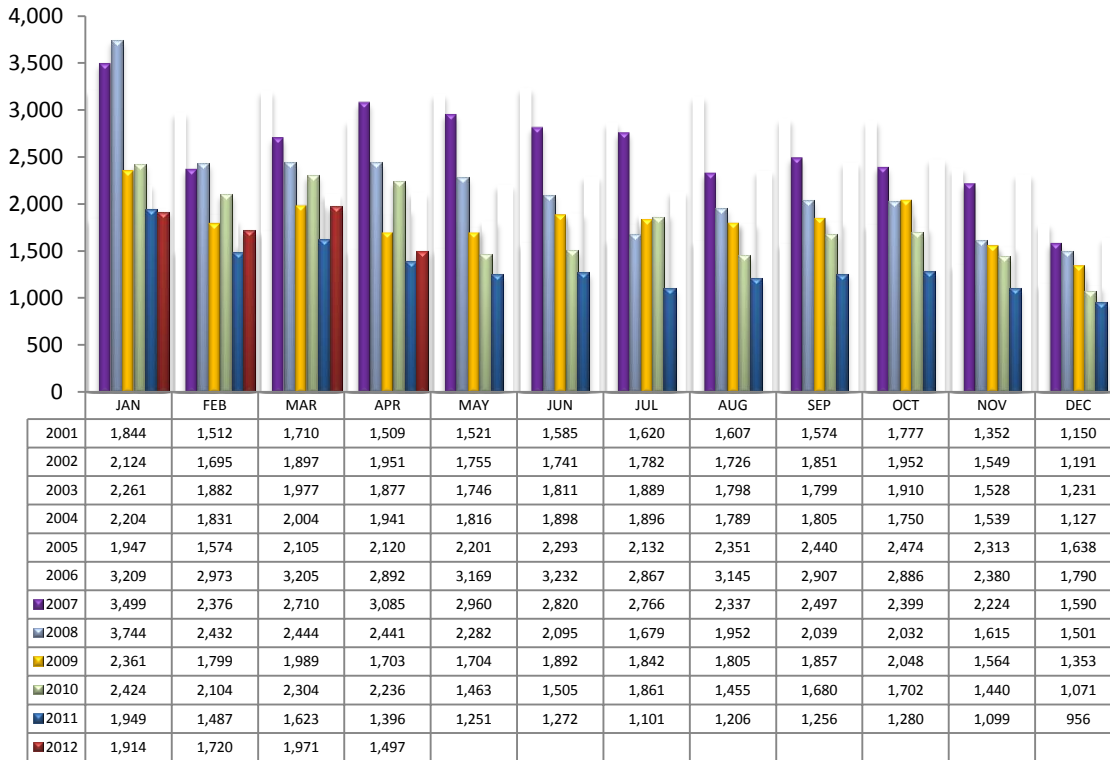
Average Days on Market/Listing - April 2012

Area	Avg. DOM
N	86
NE	84
NW	73
XNE	25
XNW	96
C	66
E	88
S	42
SE	60
SW	82
XSW	123
XS	86
W	65
XW	63

Annual Comparison - Average Days on Market**Average Days on Market/Listing Breakdown**

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APRIL 2012 RESIDENTIAL SALES STATISTICS

New Listings – April 2012

Area	# of Listings
N	137
NE	77
NW	402
XNE	6
XNW	18
C	176
E	102
S	110
SE	137
SW	88
XSW	41
XS	99
W	89
XW	15

*Includes properties that were re-listed

**Beginning January 2012, TAR/MLS implemented a change in the calculation of New Listings to include all new listings input to the MLS database. The changes are reflected above.

Misc. MLS Information

Month	Expired	Cancelled	Temp Off Mkt.
July 2011	304	371	70
August 2011	309	435	75
Sept 2011	297	356	48
Oct 2011	213	314	79
Nov 2011	207	325	67
Dec 2011	430	284	202
Jan 2012	200	356	52
Feb 2012	184	318	48
Mar 2012	216	378	58
Apr 2012	182	349	47

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