

**For Immediate
Release:**

September 6, 2013

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics August 2013

Below are some highlights from the August Residential Sales Statistics:

- Total Sales Volume of \$230,496,950, has decreased 7.57% from July's number of \$249,372,650 but is an increase of 8.50% since August 2012.
- The Average Sales Price for August of \$191,283 is a 3.12% decrease from July's \$197,444.
- Average List Price for August, \$195,969, is a decrease of 3.62% from July's \$203,333, and an increase of 5.19% from August's 2012's Average List Price of \$186,303.
- Total Under Contract, 2,064, is down this month, resulting in a 7.28% decrease from 2,226 in July.
- Total Unit Sales decreased this month to 1,205 from July's number of 1,263.
- The Median Sales Price of \$160,500 for August is a 0.38% increase from July's \$159,900.
- New Listings increased 5.69% from 1,721 in July to 1,819 in August.
- Total Active Listings for August are 4,249, an increase of 8.03% from July's 3,933.
- Average Days on Market decreased to 48 for August from 50 in July.
- Conventional loan sales accounted for 38% of the sales, exceeding Cash sales of 33%.

Sue Cartun
2012-2013 TARMLS 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

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



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August 2013 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
August	\$230,496,950	\$212,447,687	8.50%
July	\$249,372,650	\$206,909,439	20.52%
Month % Change	-7.57%	2.68%	

Average Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
August	\$191,283	\$180,193	6.15%
July	\$197,444	\$181,978	8.50%
Month % Change	-3.12%	-0.98%	

Average List Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
August	\$195,969	\$186,303	5.19%
July	\$203,333	\$188,333	7.96%
Month % Change	-3.62%	-1.08%	

Total Under Contract

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
August	2,064	2,525	-18.26%
July	2,226	2,595	-14.22%
Month % Change	-7.28%	-2.70%	

Total Unit Sales

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
August	1,205	1,179	2.21%
July	1,263	1,137	11.08%
Month % Change	-4.59%	3.69%	

Median Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
August	\$160,500	\$145,000	10.69%
July	\$159,900	\$140,000	14.21%
Month % Change	0.38%	3.57%	

New Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
August	1,819	1,615	12.63%
July	1,721	1,598	7.70%
Month % Change	5.69%	1.06%	

Active Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
August	4,249	3,564	19.22%
July	3,933	3,477	13.11%
Month % Change	8.03%	2.50%	

August 2013 - 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>
85145	17	9	52.94%	85645	2	0	0.00%	85714	14	8	57.14%	85742	132	42	31.82%
85321	1	0	0.00%	85648	1	0	0.00%	85715	91	26	28.57%	85743	185	51	27.57%
85601	3	0	0.00%	85653	73	28	38.36%	85716	124	22	17.74%	85745	147	41	27.89%
85602	7	1	14.29%	85658	168	25	14.88%	85718	209	38	18.18%	85746	61	35	57.38%
85611	1	0	0.00%	85701	23	3	13.04%	85719	113	27	23.89%	85747	84	40	47.62%
85614	238	47	19.75%	85704	128	33	25.78%	85730	103	53	51.46%	85748	60	19	31.67%
85616	0	0	0.00%	85705	75	27	36.00%	85734	0	0	0.00%	85749	116	29	25.00%
85619	28	0	0.00%	85706	48	46	95.83%	85735	54	10	18.52%	85750	205	55	26.83%
85622	64	9	14.06%	85710	174	71	40.80%	85736	37	0	0.00%	85755	168	48	28.57%
85623	8	0	0.00%	85711	109	49	44.95%	85737	185	41	22.16%	85756	34	38	111.76%
85629	143	41	28.67%	85712	90	38	42.22%	85739	228	26	11.40%	85757	66	21	31.82%
85641	173	53	30.64%	85713	165	28	16.97%	85741	92	27	29.35%				

NOTE:

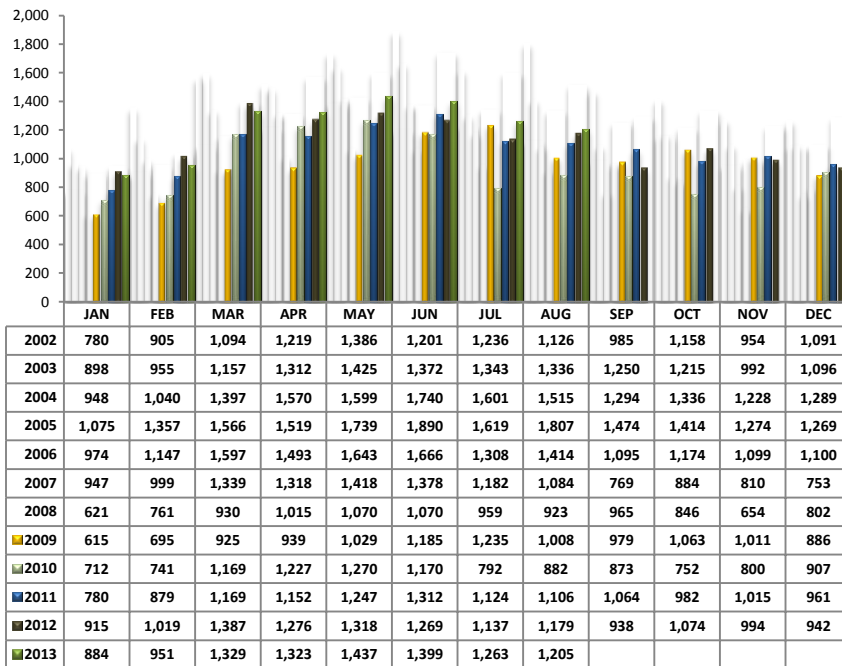
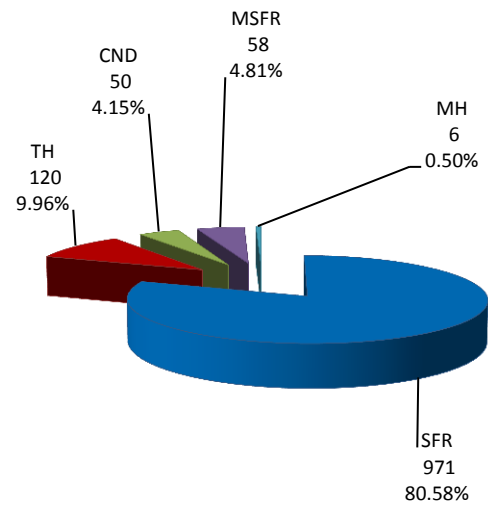
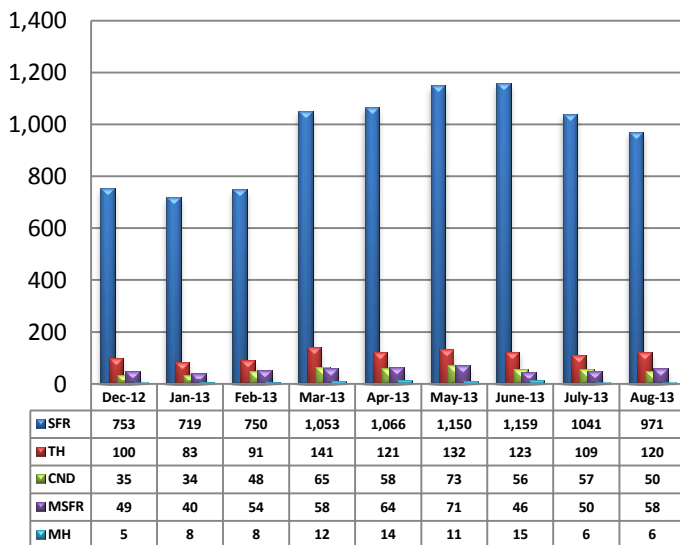
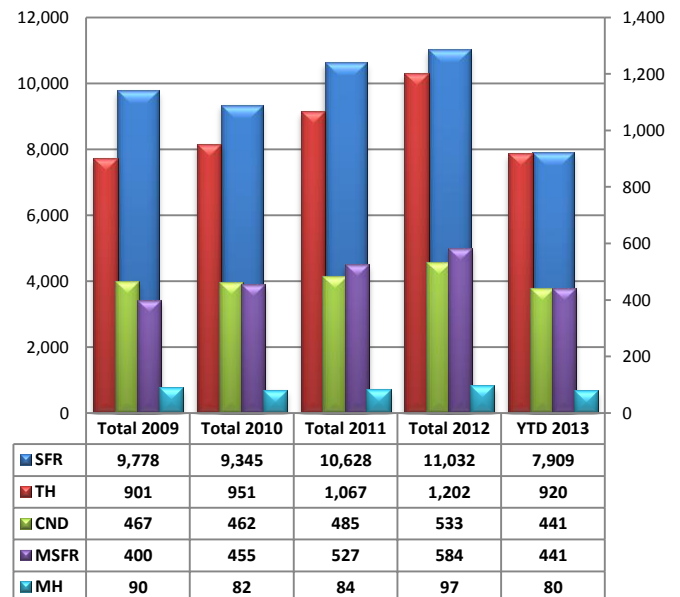
85654- 1 active listing, 85717- 1 active listing

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	42	10	4	8	64	13	N	445	1 -30 Days	673
\$30,000 to \$39,999	51	19	10	13	93	22	NE	222	31-60 Days	212
\$40,000 to \$49,999	81	24	10	8	123	32	NW	1214	61 - 90 Days	132
\$50,000 to \$59,999	90	23	14	12	139	31	XNE	33	91-120 Days	71
\$60,000 to \$69,999	83	45	21	15	164	36	XNW	73	121 - 180 Days	72
\$70,000 to \$79,999	87	47	23	16	173	41	C	535	Over 180 Days	45
\$80,000 to \$89,999	94	55	21	17	187	45	E	234	Avg. Days on Market	
\$90,000 to \$99,999	111	64	20	16	211	41	S	122	48	
\$100,000 to \$119,999	206	115	45	31	397	96	SE	283	Avg. Sold Price	
\$120,000 to \$139,999	295	176	48	41	560	119	SW	251	\$191,283	
\$140,000 to \$159,999	261	130	39	43	473	122	XSW	258	Median Sale Price	
\$160,000 to \$179,999	289	119	26	31	465	111	XS	323	\$160,500	
\$180,000 to \$199,999	278	77	15	27	397	65	W	214	New Listings	
\$200,000 to \$249,999	572	125	22	56	775	173	XW	42	1,819	
\$250,000 to \$299,999	472	82	8	32	594	98	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	483	87	5	42	617	83	N	100	\$32,992,454	
\$400,000 to \$499,999	242	42	3	12	299	36	NE	57	\$16,122,962	
\$500,000 to \$749,999	263	32	3	15	313	31	NW	297	\$72,359,191	
\$750,000 to \$999,999	102	5	4	8	119	8	XNE	0	\$0	
\$1,000,000 and over	147	2	0	1	150	2	XNW	21	\$2,465,056	
							C	158	\$23,637,423	
							E	94	\$12,480,345	
							S	99	\$8,988,240	
							SE	107	\$17,911,888	
							SW	68	\$8,095,311	
							XSW	38	\$5,277,260	
							XS	99	\$18,705,806	
Totals	4,249	1,279	341	444	6,313	1,205	W	62	\$11,015,014	
							XW	5	\$446,000	
							Total Volume		\$230,496,950	
Aug-13		Aug-12	% Change	YTD 2013	YTD 2012	% Change				
Home Sales Volume	\$230,496,950	\$212,447,687	8.50%	\$1,875,661,751	\$1,639,340,707	14.42%				
Home Sales Units	1,205	1,179	2.21%	9,791	9,500	3.06%				
Average Sales Price (All Residential)	\$191,283	\$180,193	6.15%	\$193,320	\$178,947	8.03%				
Median Sales Price	\$160,500	\$145,000	10.69%	\$159,554	\$141,968	12.39%				
Average Days on Market:	48	65	-26.15%	51	67	-23.88%				
Average List Price for Solds:	\$195,969	\$186,303	5.19%	\$198,703	\$185,228	7.27%				
SP/LP %	97.61%	96.72%		97.29%	96.61%					
Total Under Contract	2,064	2,525	-18.26%							
Active Listings	4,249	3,564	19.22%							
New Listings	1,819	1,615	12.63%							

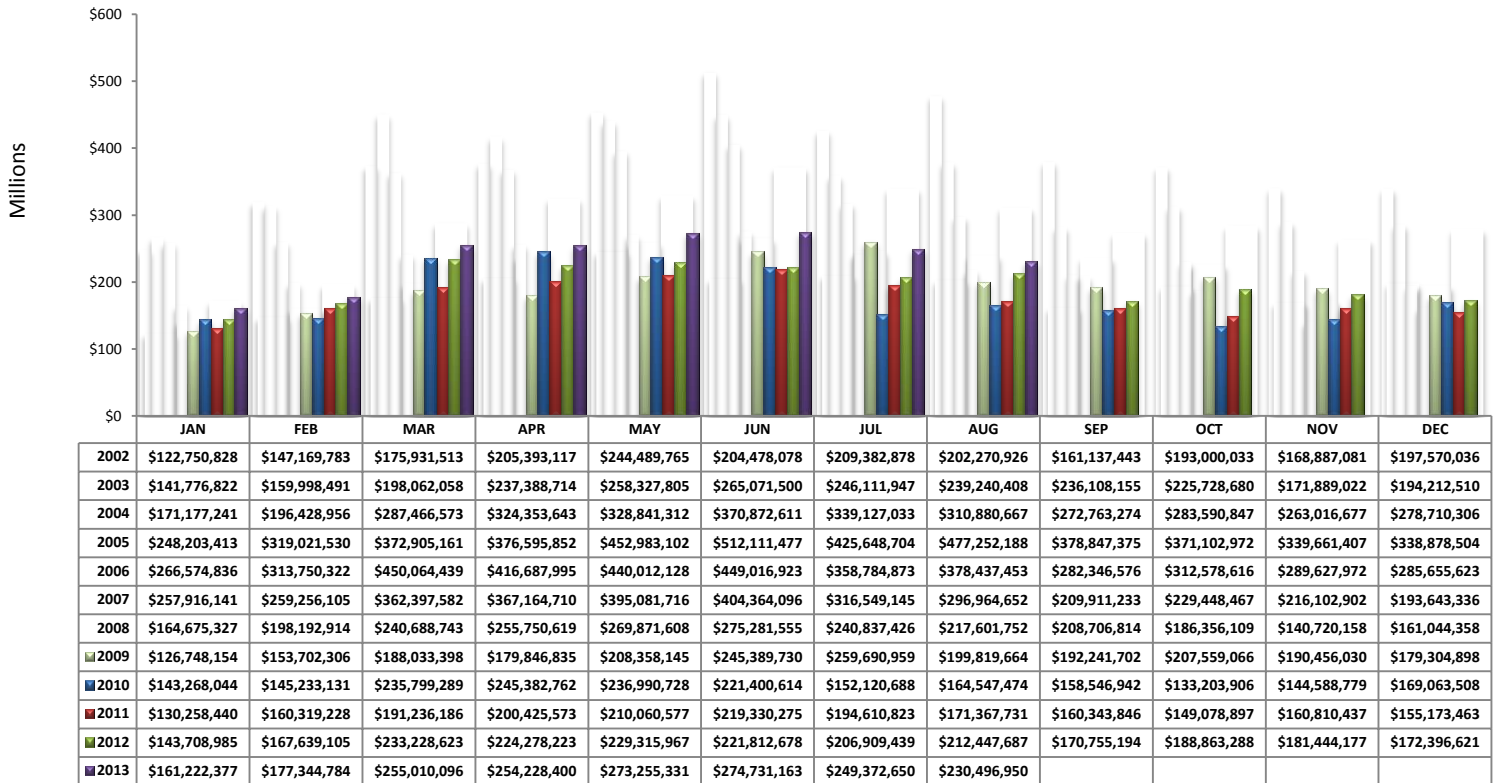
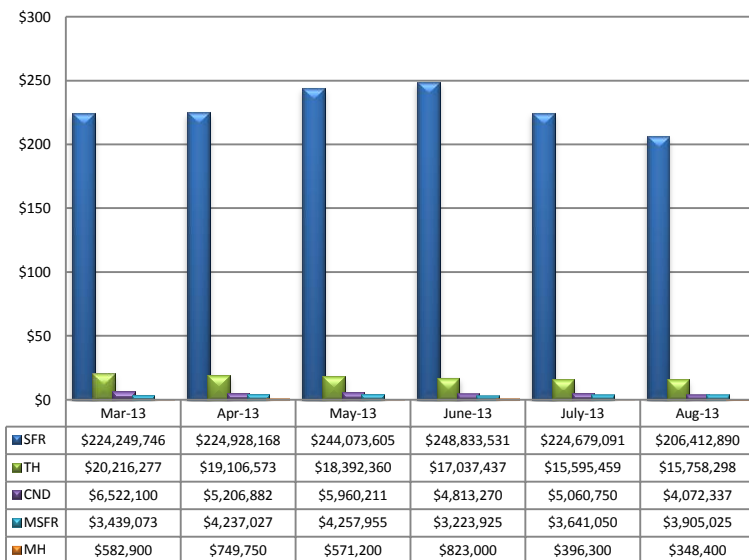
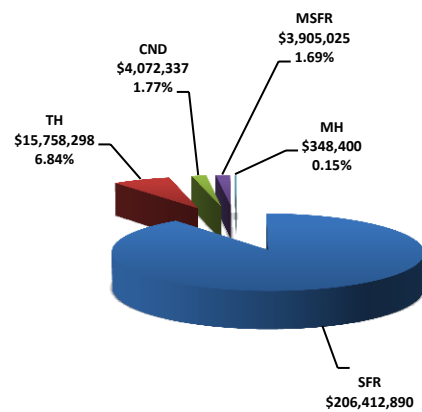
Types of Financing		Totals
FHA		194
VA		118
Other		28
Cash		403
Convention		458
Cash/Loan		0
Carryback		4

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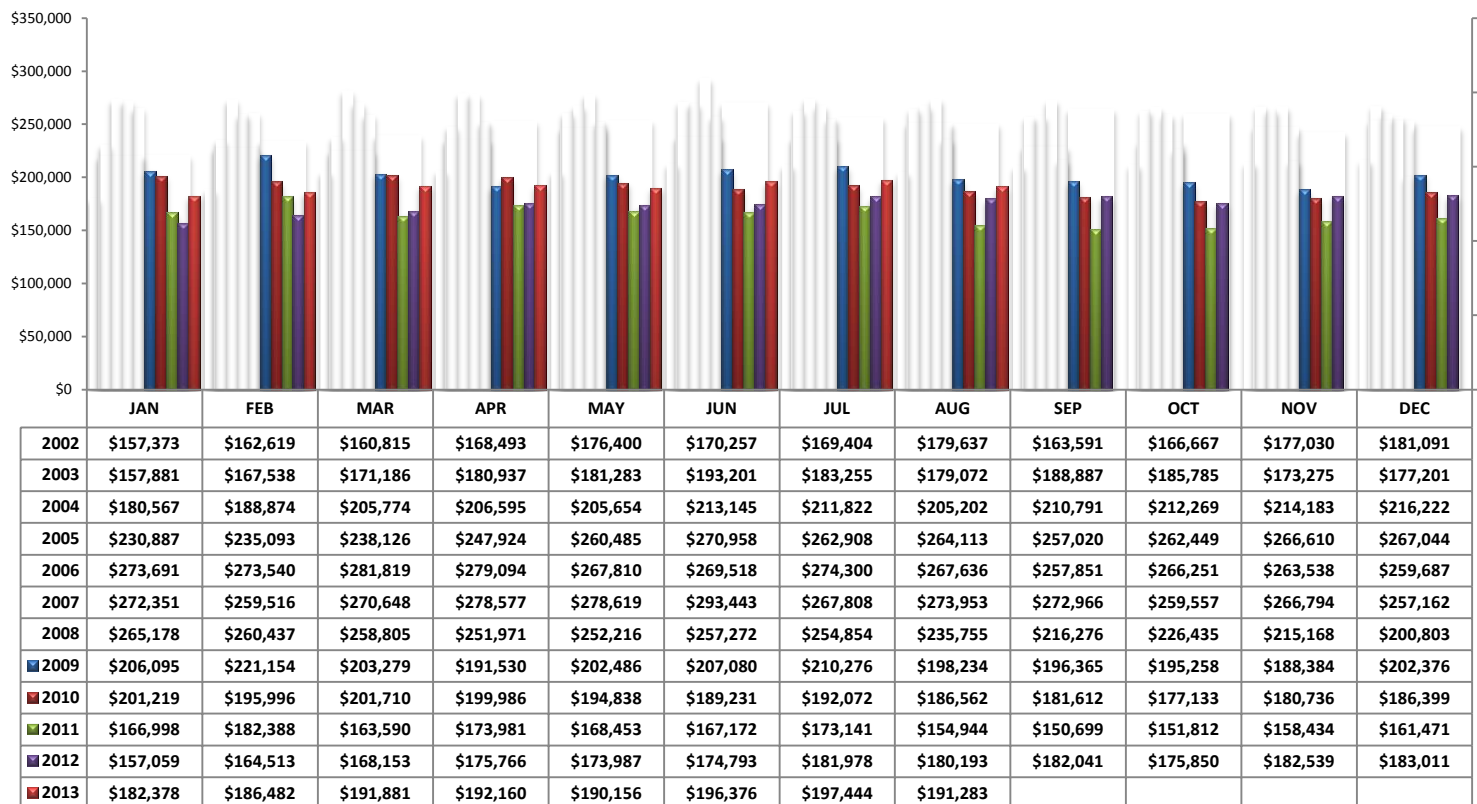
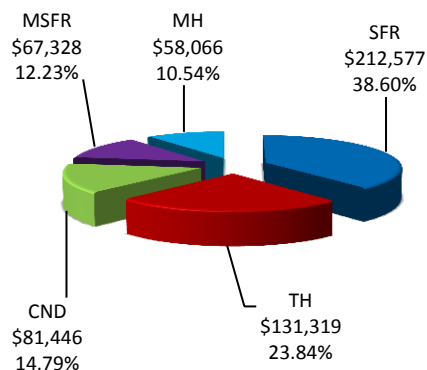
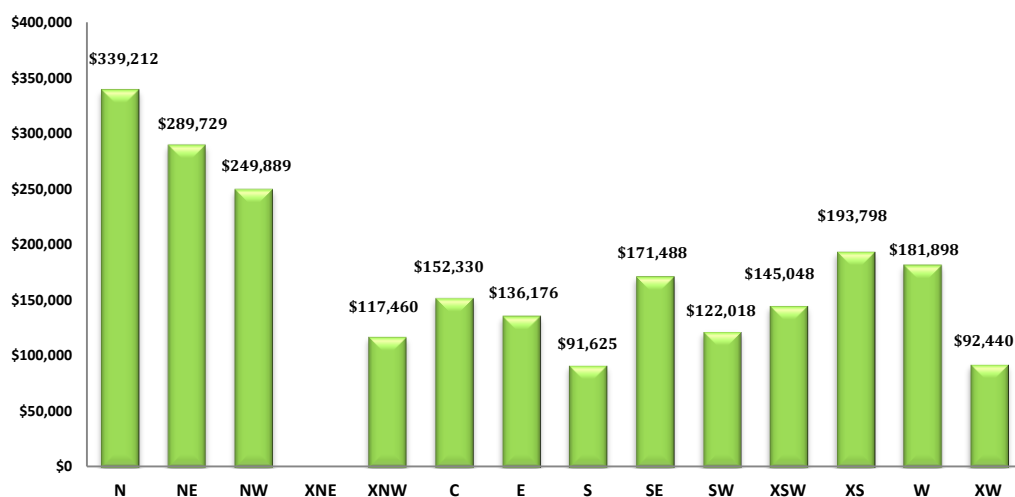
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Total Unit Sales – August2013**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

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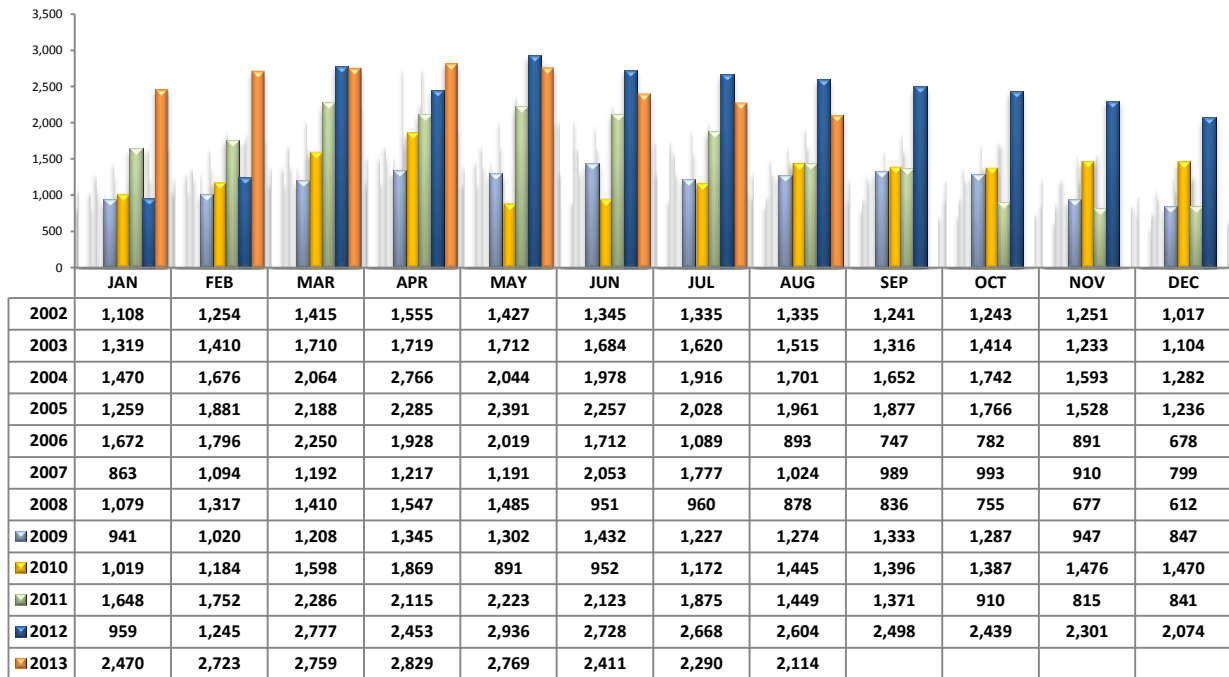
Total Sales Volume - August2013**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

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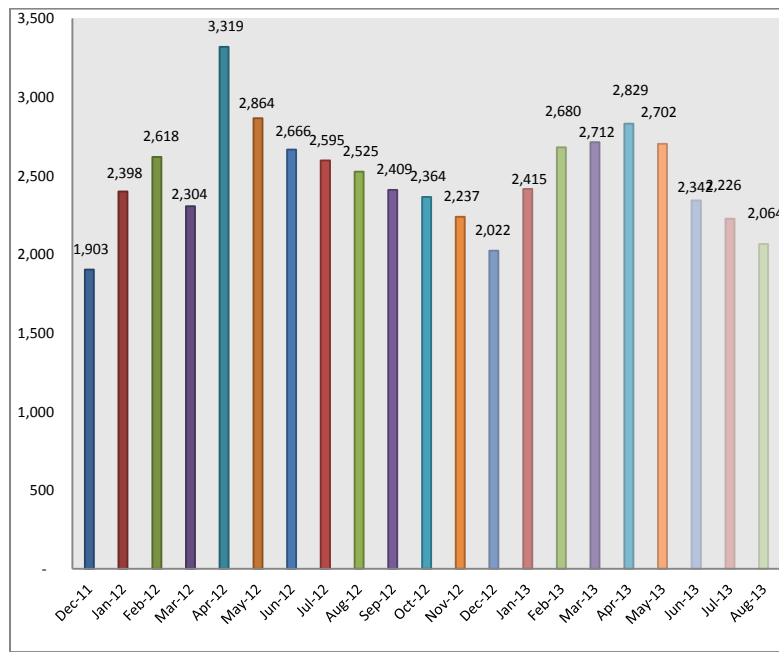
Average Sales Price – August2013**Average Sales Price by Type – August2013****Average "Listing" Price per Area – August2013**

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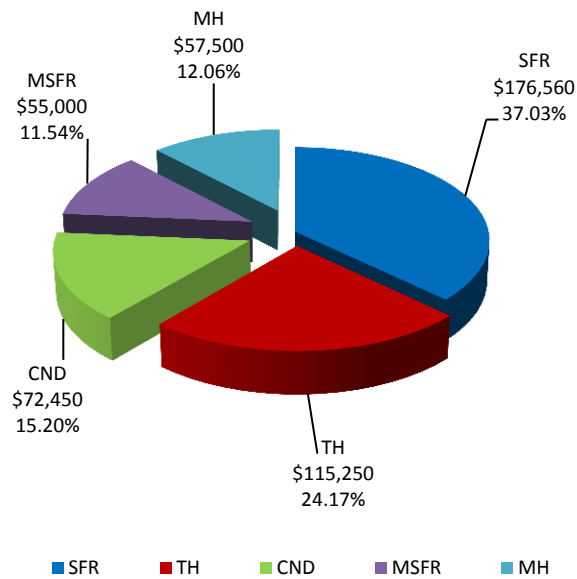
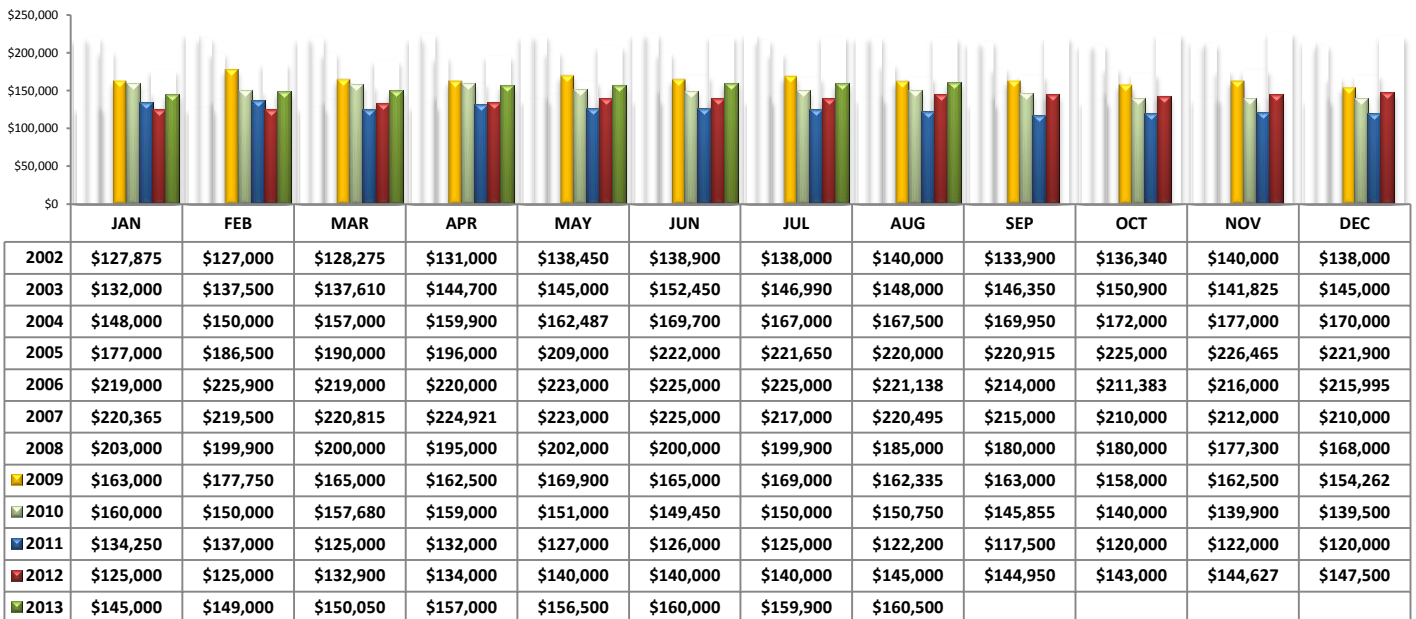
Newly Under Contract During The Month



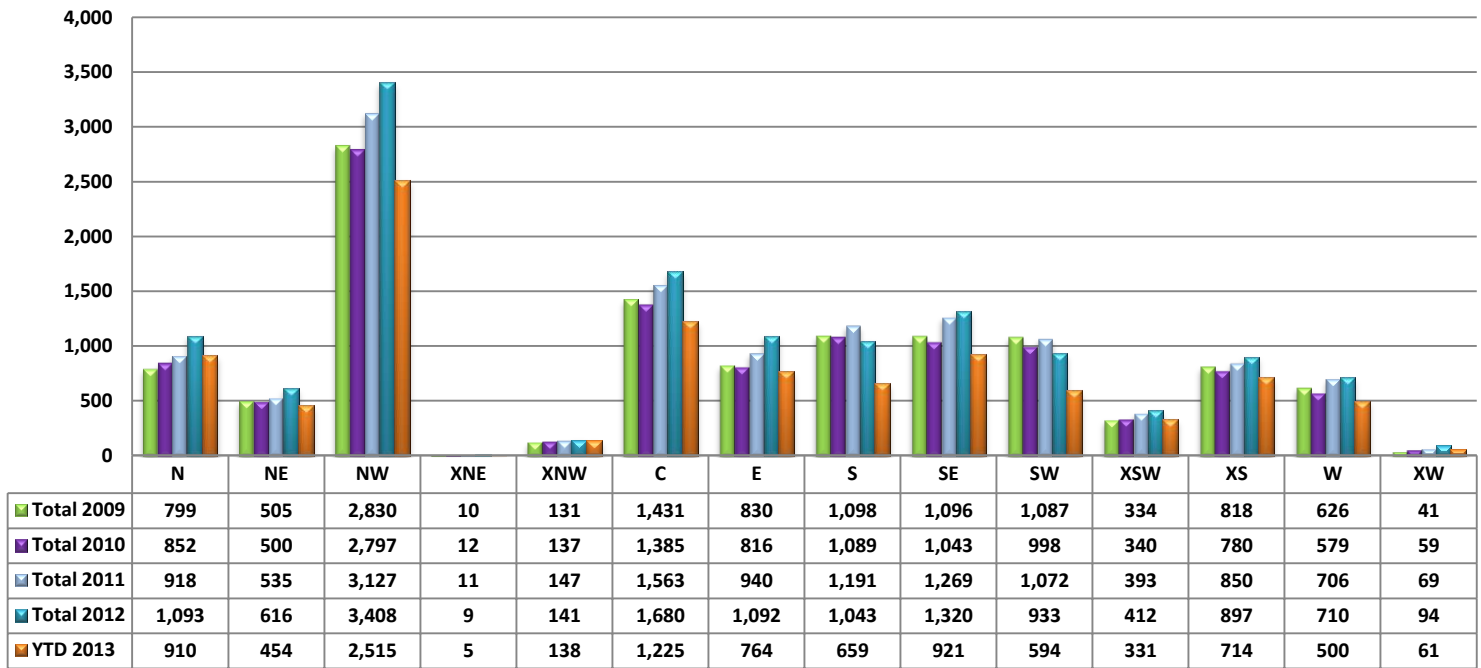
Total Listings Still Under Contract At The End of The Month



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Median Sale Price – by Type**Median Sale Price – August2013**

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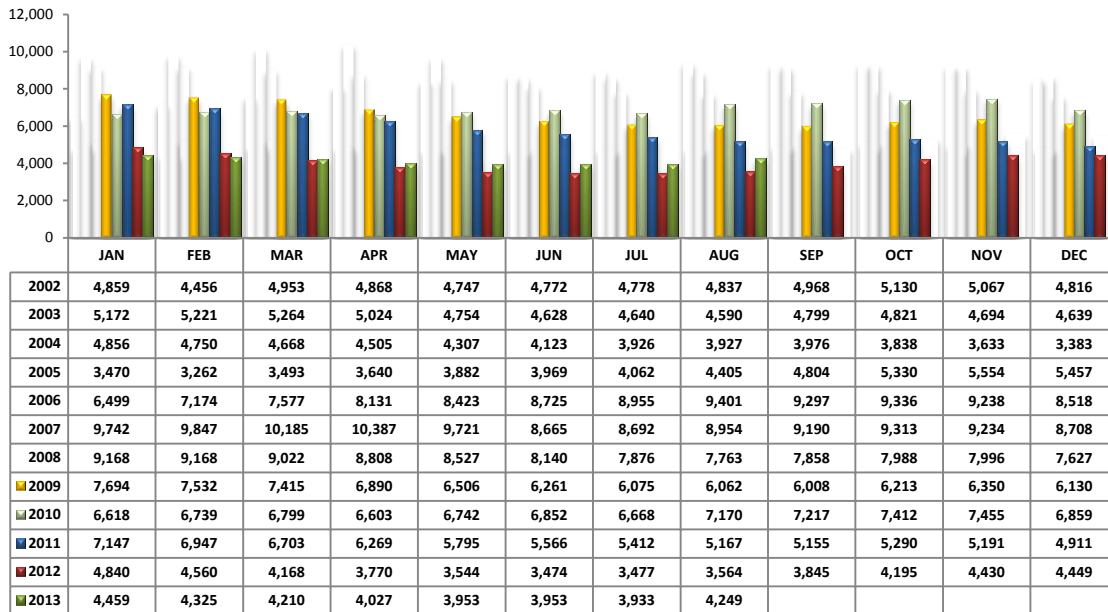
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$208,870	\$301,412	\$413,161	\$545,500	\$329,924
NE	\$107,092	\$257,645	\$416,938	\$377,333	\$282,858
NW	\$196,490	\$210,081	\$310,855	\$323,509	\$243,633
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$0	\$106,357	\$134,327	\$110,250	\$117,383
C	\$111,632	\$159,320	\$228,010	\$0	\$149,603
E	\$92,848	\$134,212	\$156,993	\$165,333	\$132,769
S	\$56,425	\$91,655	\$111,731	\$173,500	\$90,790
SE	\$171,997	\$150,156	\$192,666	\$183,466	\$167,400
SW	\$86,250	\$105,363	\$136,814	\$106,000	\$119,048
XSW	\$131,618	\$167,382	\$153,750	\$77,000	\$138,875
XS	\$142,714	\$174,619	\$225,136	\$243,523	\$188,947
W	\$80,446	\$178,951	\$235,763	\$370,833	\$177,661
XW	\$42,000	\$74,500	\$127,500	\$0	\$89,200

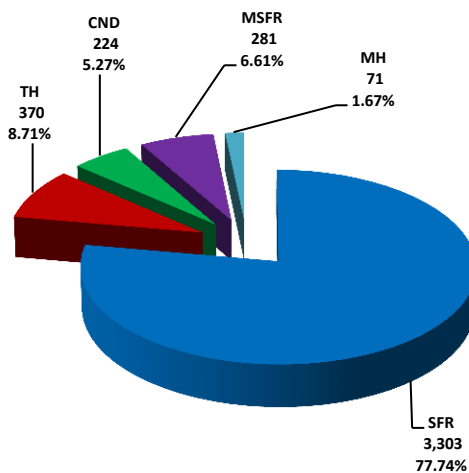
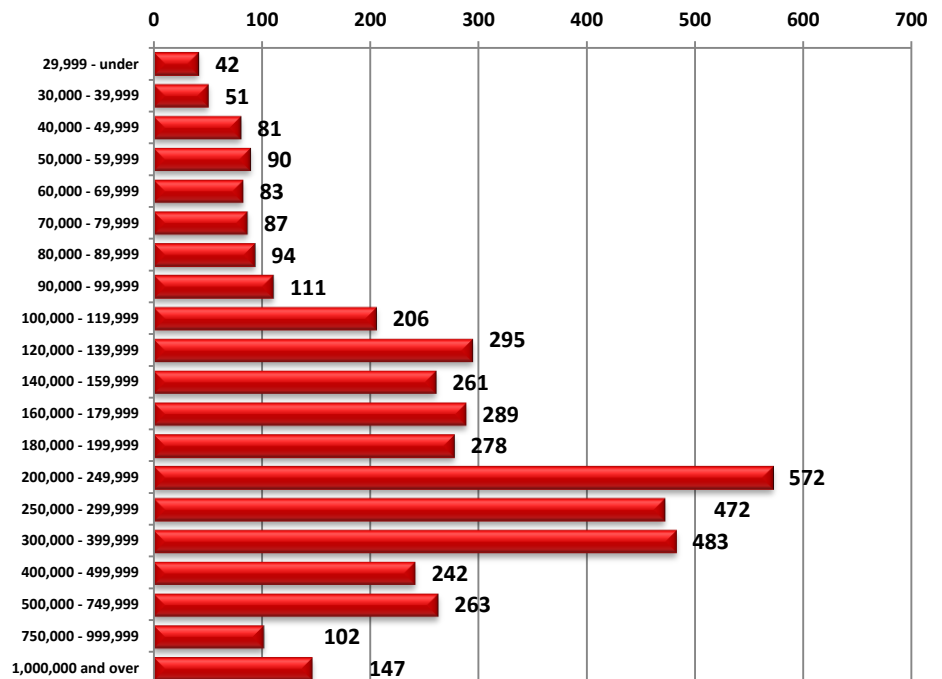
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	33	26	31	10	100
NE	14	20	20	3	57
NW	63	128	95	11	297
XNE	0	0	0	0	0
XNW	0	11	8	2	21
C	61	77	20	0	158
E	16	56	19	3	94
S	19	54	25	1	99
SE	4	61	39	3	107
SW	4	31	32	1	68
XSW	27	8	2	1	38
XS	16	47	30	6	99
W	13	35	11	3	62
XW	1	2	2	0	5

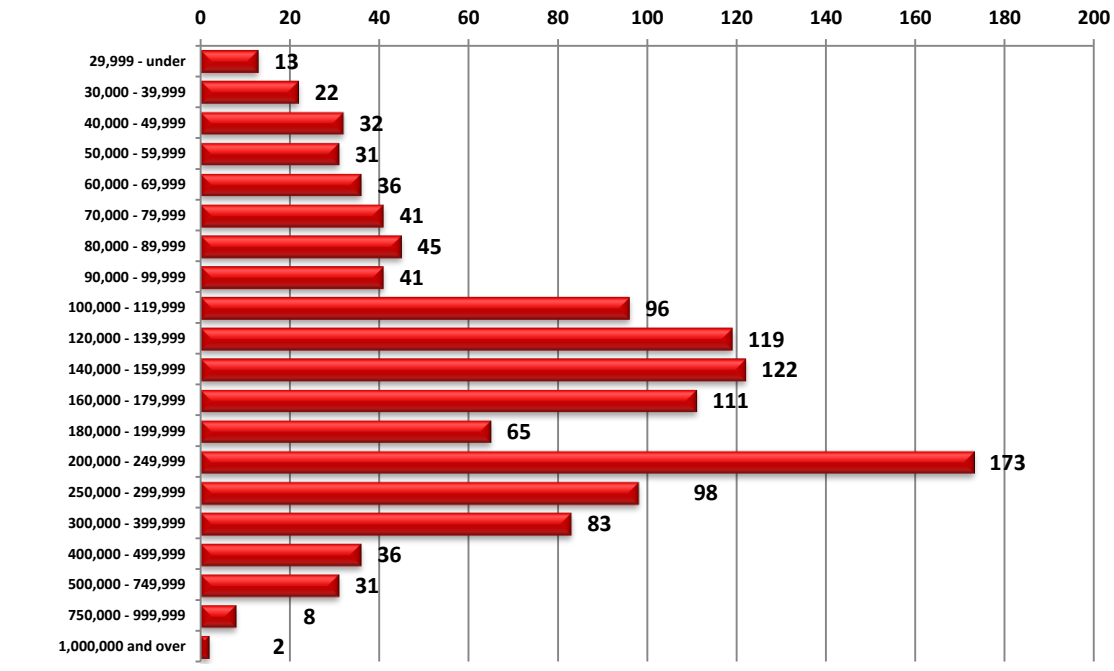
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Active Listings

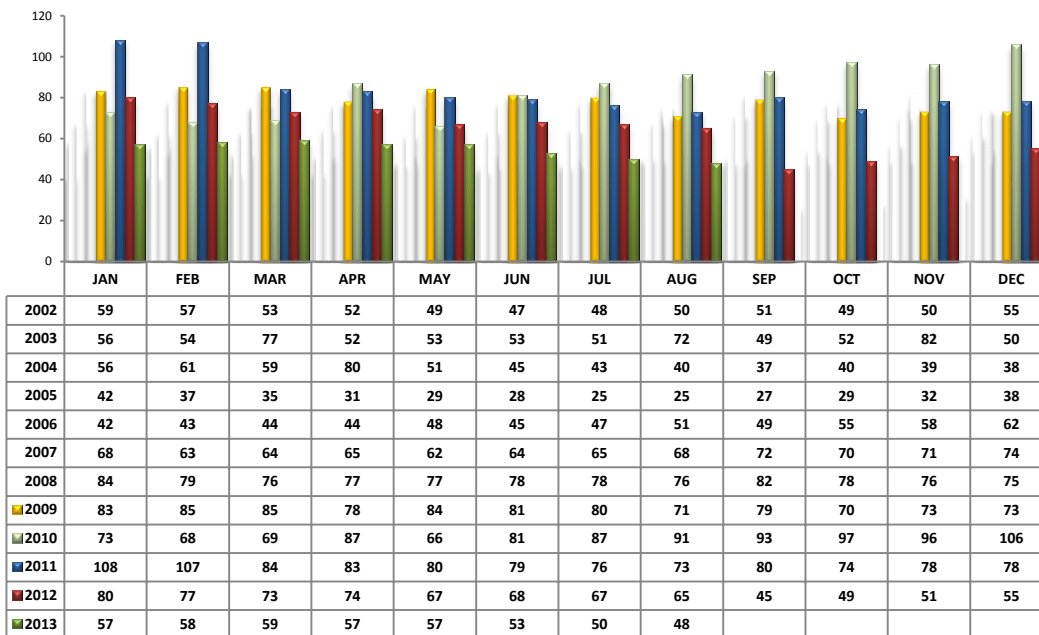
Area	# of Listings
N	445
NE	222
NW	1214
XNE	33
XNW	73
C	535
E	234
S	122
SE	283
SW	251
XSW	258
XS	323
W	214
XW	42

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

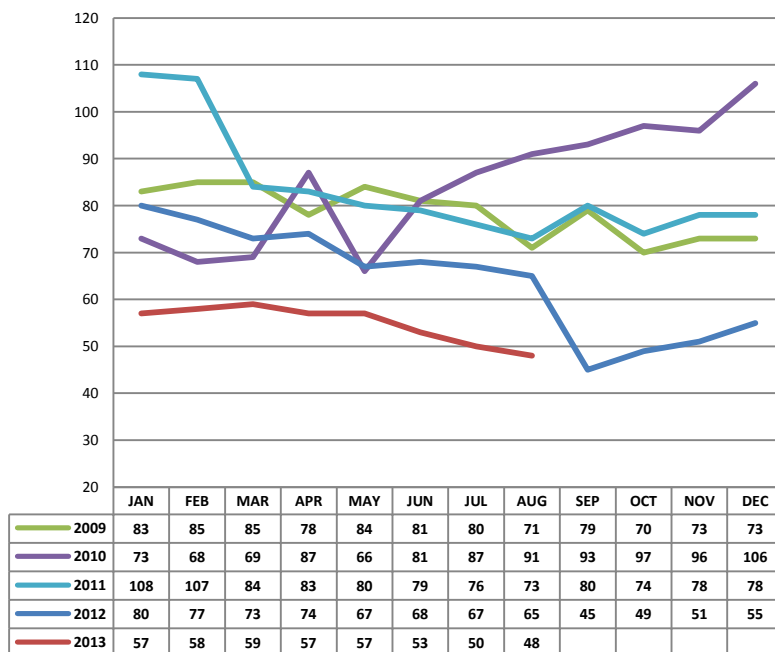
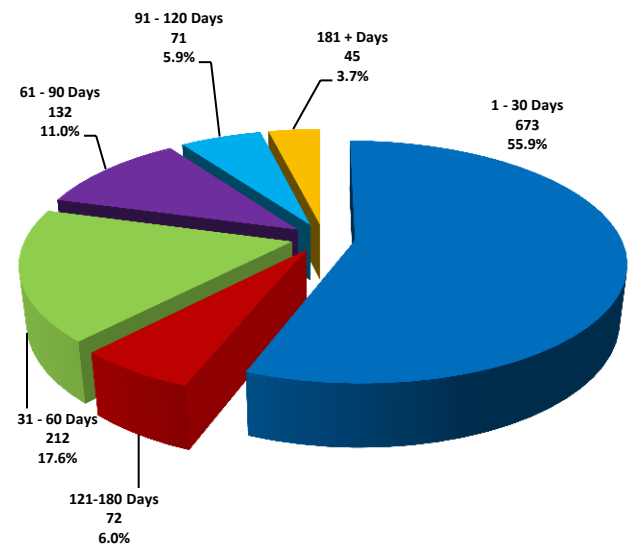
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Sold Price Breakdown

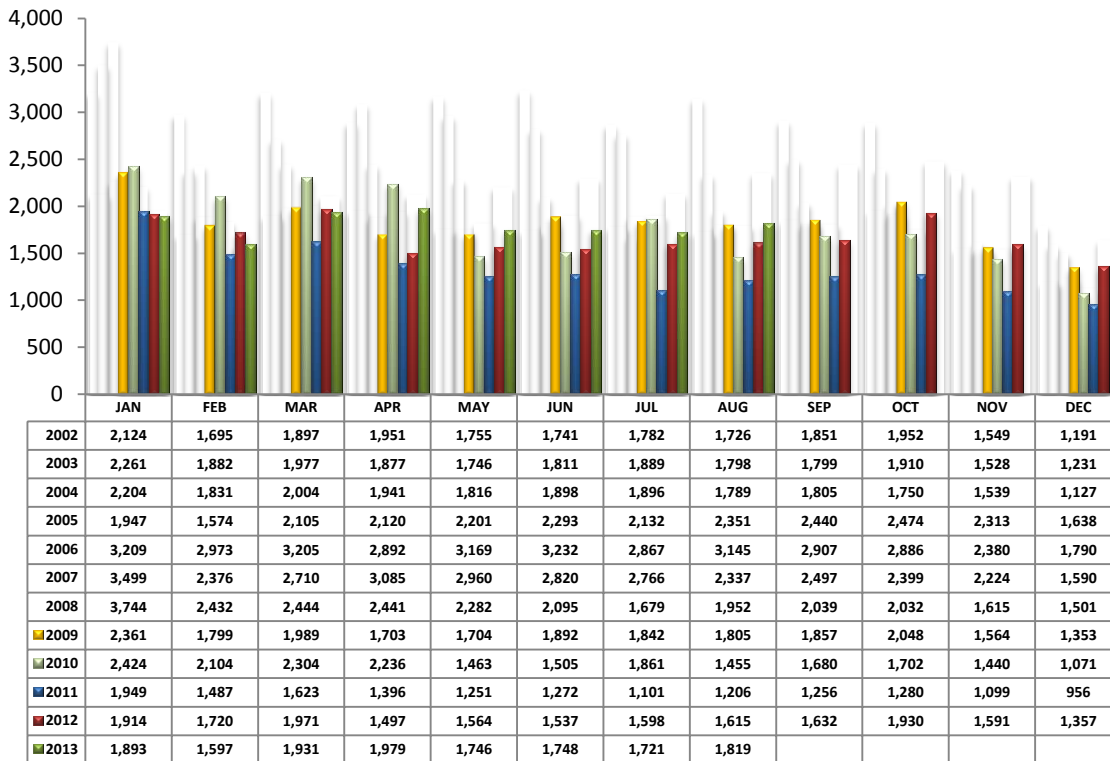
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Average Days on Market/Listing – August2013

Area	Avg. DOM
N	55
NE	45
NW	58
XNE	0
XNW	43
C	37
E	31
S	36
SE	35
SW	38
XSW	109
XS	65
W	38
XW	41

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

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New Listings – August2013

Area	# of Listings
N	152
NE	92
NW	516
XNE	5
XNW	34
C	248
E	127
S	85
SE	174
SW	103
XSW	63
XS	118
W	92
XW	10

*Includes properties that were re-listed

**Beginning August2012, 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.
Nov 2012	101	264	42
Dec 2012	286	274	0
Jan 2013	150	372	73
Feb 2013	116	258	60
March 2013	149	281	51
April 2013	183	322	44
May 2013	168	319	61
June 2013	183	322	67
July 2013	156	344	67
Aug 2013	140	314	71

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