

**For Immediate  
Release:**

**September 10, 2014**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics August 2014**

Below are some highlights from the August Residential Sales Statistics:

- The Median Sales Price for August was \$163,000, a 4.12% decrease since last month, but a 1.56% increase over August 2013.
- Total Sales Volume fell slightly this month going from \$241,384,595 in July to \$237,488,113 in August, resulting in a 1.61% decrease.
- The Average Sales Price decreased .09% from last month.
- Average List Price for August was \$211,024, a .66% decrease from last month's \$212,418.
- Total Under Contract decreased 9.56% from July.
- Total Unit Sales of 1,158 for August is a 1.53% decrease from July's 1,176.
- New Listings increased 13.33% from July to August.
- Total Active Listings of 5,155 is an increase of .12% since July's number of 5,149, and is an increase of 21.32% since August 2013.
- Average Days on Market rose to 65 this month from 60 in July.
- Conventional loan sales of 38.5% exceeded Cash Sales of 25.9% this month.

Kim Clifton  
2014 TARMLS President



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## August 2014 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
August	\$237,488,113	\$230,496,950	3.03%
July	\$241,384,595	\$249,372,650	-3.20%
Month % Change	-1.61%	-7.57%	

### Average Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
August	\$205,084	\$191,283	7.21%
July	\$205,259	\$197,444	3.96%
Month % Change	-0.09%	-3.12%	

### Average List Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
August	\$211,024	\$195,969	7.68%
July	\$212,418	\$203,333	4.47%
Month % Change	-0.66%	-3.62%	

### Total Under Contract

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
August	1,655	2,064	-19.82%
July	1,830	2,226	-17.79%
Month % Change	-9.56%	-7.28%	

### Total Unit Sales

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
August	1,158	1,205	-3.90%
July	1,176	1,263	-6.89%
Month % Change	-1.53%	-4.59%	

### Median Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
August	\$163,000	\$160,500	1.56%
July	\$170,000	\$159,900	6.32%
Month % Change	-4.12%	0.38%	

### New Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
August	2,024	1,819	11.27%
July	1,786	1,721	3.78%
Month % Change	13.33%	5.69%	

### Active Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
August	5,155	4,249	21.32%
July	5,149	3,933	30.92%
Month % Change	0.12%	8.03%	

## August 2014 - 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>
85143	0	0	0.00%	85645	0	0	0.00%	85714	18	9	50.00%	85742	172	54	31.40%
85145	14	6	42.86%	85648	0	0	0.00%	85715	119	28	23.53%	85743	201	56	27.86%
85321	0	0	0.00%	85653	101	32	31.68%	85716	164	29	17.68%	85745	167	31	18.56%
85601	0	0	0.00%	85654	0	0	0.00%	85717	0	0	0.00%	85746	79	32	40.51%
85602	10	1	10.00%	85658	172	35	20.35%	85718	242	40	16.53%	85747	144	40	27.78%
85611	0	0	0.00%	85701	26	4	15.38%	85719	155	22	14.19%	85748	109	26	23.85%
85614	215	33	15.35%	85704	146	38	26.03%	85730	126	44	34.92%	85749	157	34	21.66%
85616	0	0	0.00%	85705	93	28	30.11%	85734	0	0	0.00%	85750	260	45	17.31%
85619	28	2	7.14%	85706	52	29	55.77%	85735	66	12	18.18%	85755	188	42	22.34%
85622	53	8	15.09%	85710	177	64	36.16%	85736	33	4	12.12%	85756	81	25	30.86%
85623	7	0	0.00%	85711	122	37	30.33%	85737	237	29	12.24%	85757	89	19	21.35%
85629	213	48	22.54%	85712	116	23	19.83%	85739	253	30	11.86%				
85641	259	46	17.76%	85713	193	28	14.51%	85741	96	45	46.88%				

NOTE:

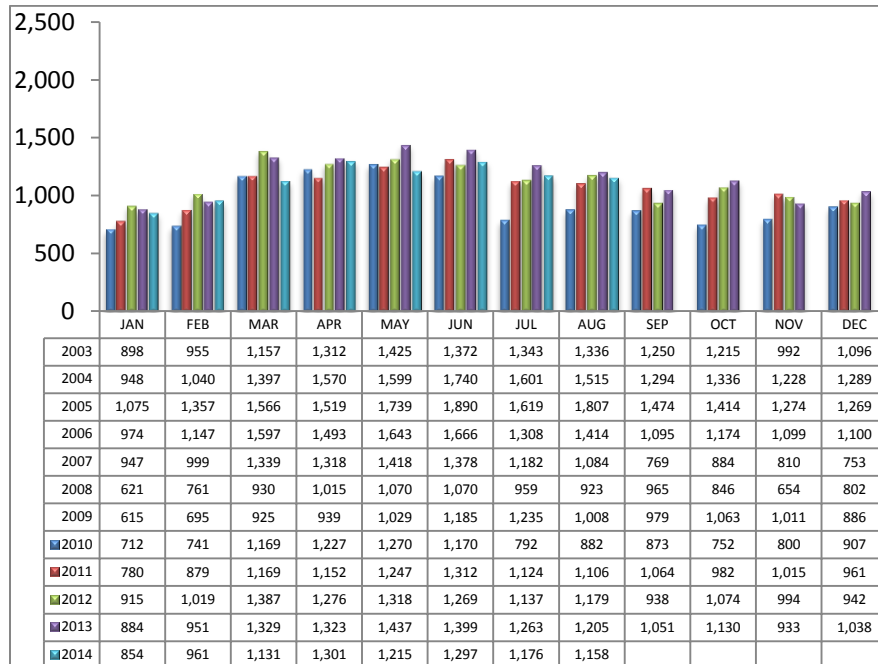
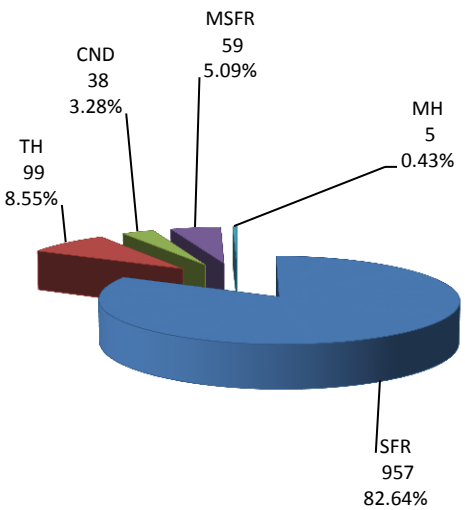
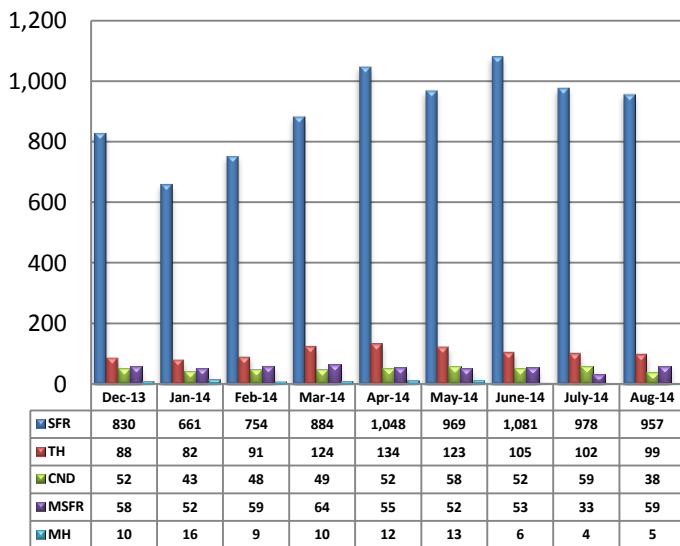
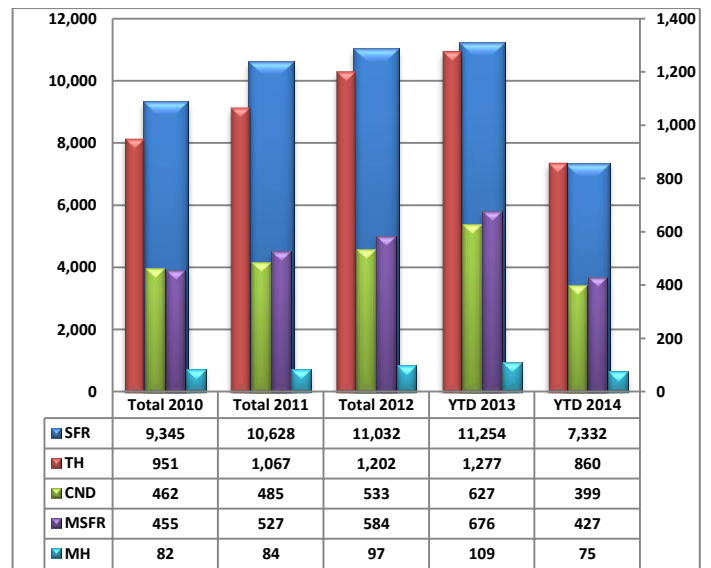
85709- 1 active listing, 85740- 1 active listing

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	29	7	1	1	38	14	C	676	1 -30 Days	477	
\$30,000 to \$39,999	42	11	3	5	61	15	E	287	31-60 Days	236	
\$40,000 to \$49,999	65	8	2	7	82	14	N	555	61 - 90 Days	155	
\$50,000 to \$59,999	81	17	7	1	106	24	NE	287	91-120 Days	106	
\$60,000 to \$69,999	83	24	8	8	123	26	NW	1398	121 - 180 Days	104	
\$70,000 to \$79,999	97	33	14	12	156	27	S	185	Over 180 Days	80	
\$80,000 to \$89,999	86	32	15	7	140	26	SE	423	Avg. Days on Market		
\$90,000 to \$99,999	127	41	20	15	203	45	SW	307	65		
\$100,000 to \$119,999	262	106	29	22	419	88	W	253	Avg. Sold Price		
\$120,000 to \$139,999	353	146	37	27	563	110	XNE	28	\$205,084		
\$140,000 to \$159,999	404	124	28	34	590	166	XNW	79	Median Sale Price		
\$160,000 to \$179,999	415	117	16	20	568	115	XS	415	\$163,000		
\$180,000 to \$199,999	408	85	12	23	528	78	XSW	222	New Listings		
\$200,000 to \$249,999	671	100	11	33	815	150	XW	40	2,024		
\$250,000 to \$299,999	542	101	17	26	686	82	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	597	87	8	30	722	96	C	133	\$19,384,154		
\$400,000 to \$499,999	286	39	1	6	332	35	E	88	\$13,746,658		
\$500,000 to \$749,999	314	27	5	11	357	29	N	96	\$37,906,184		
\$750,000 to \$999,999	131	11	0	4	146	7	NE	65	\$20,110,952		
\$1,000,000 and over	162	7	2	4	175	11	NW	310	\$72,735,124		
							S	69	\$7,157,173		
							SE	108	\$18,428,888		
							SW	68	\$8,546,440		
							W	61	\$11,883,584		
							XNE	2	\$545,000		
							XNW	33	\$4,504,481		
							XS	77	\$16,612,963		
							XSW	40	\$5,352,678		
Totals	5,155	1,123	236	296	6,810	1,158	XW	8	\$573,834		
							Total Volume		\$237,488,113		
Aug-14		Aug-13	% Change	YTD 2014	YTD 2013	% Change					
Home Sales Volume	\$237,488,113	\$230,496,950	3.03%	\$1,842,365,469	\$1,875,661,751	-1.78%					
Home Sales Units	1,158	1,205	-3.90%	9,093	9,791	-7.13%					
Average Sales Price (All Residential)	\$205,084	\$191,283	7.21%	\$205,459	\$193,320	6.28%					
Median Sales Price	\$163,000	\$160,500	1.56%	\$165,686	\$159,554	3.84%					
Average Days on Market:	65	48	35.42%	63	51	23.53%					
Average List Price for Sold:	\$211,024	\$195,969	7.68%	\$211,976	\$198,703	6.68%					
SP/LP %	97.19%	97.61%		96.93%	97.29%						
Total Under Contract	1,655	2,064	-19.82%								
Active Listings	5,155	4,249	21.32%								
New Listings	2,024	1,819	11.27%								

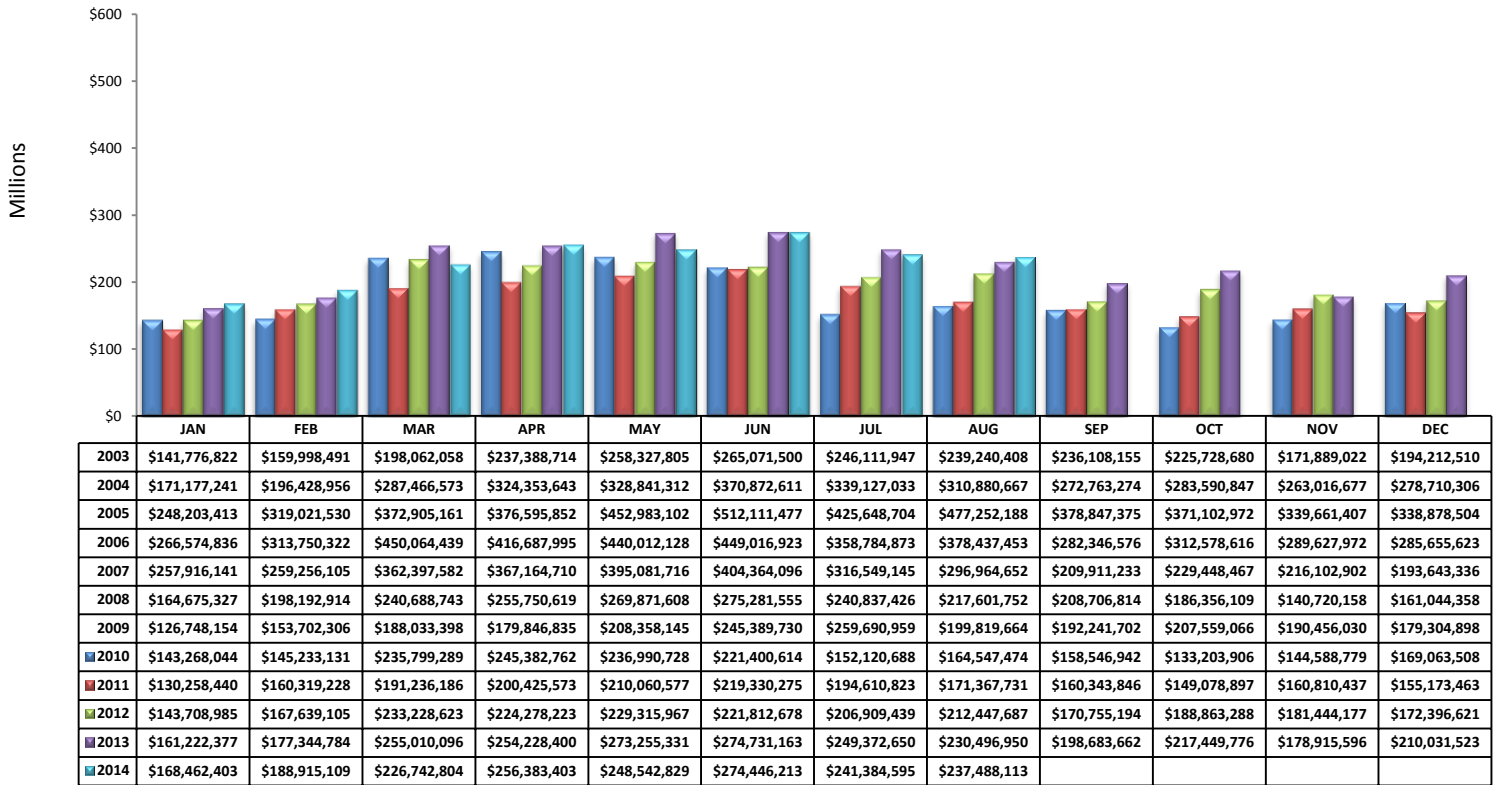
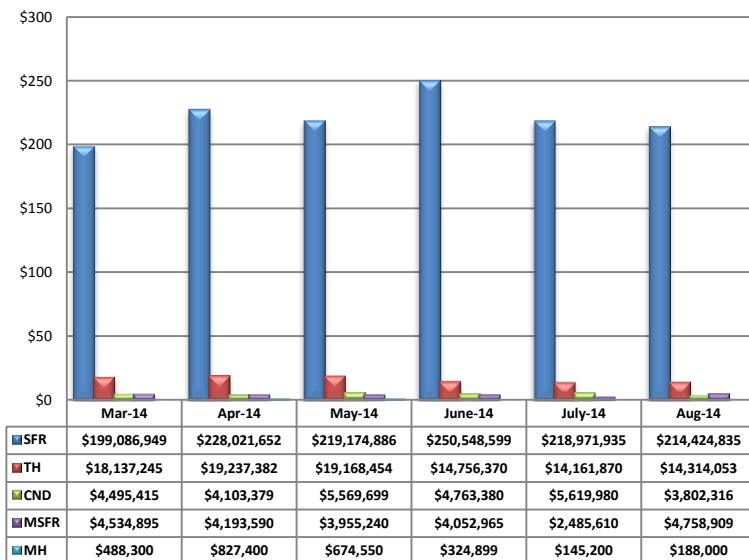
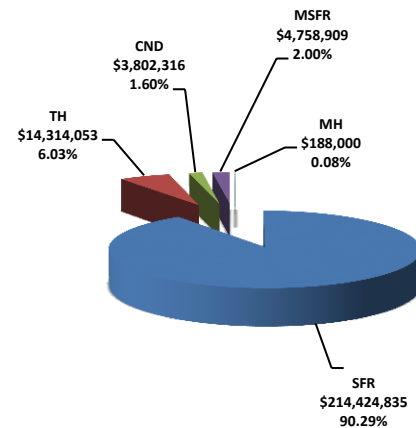
Types of Financing		Totals
FHA		240
VA		123
Other		40
Cash		301
Conventional		446
Cash/Loan		0
Carryback		8

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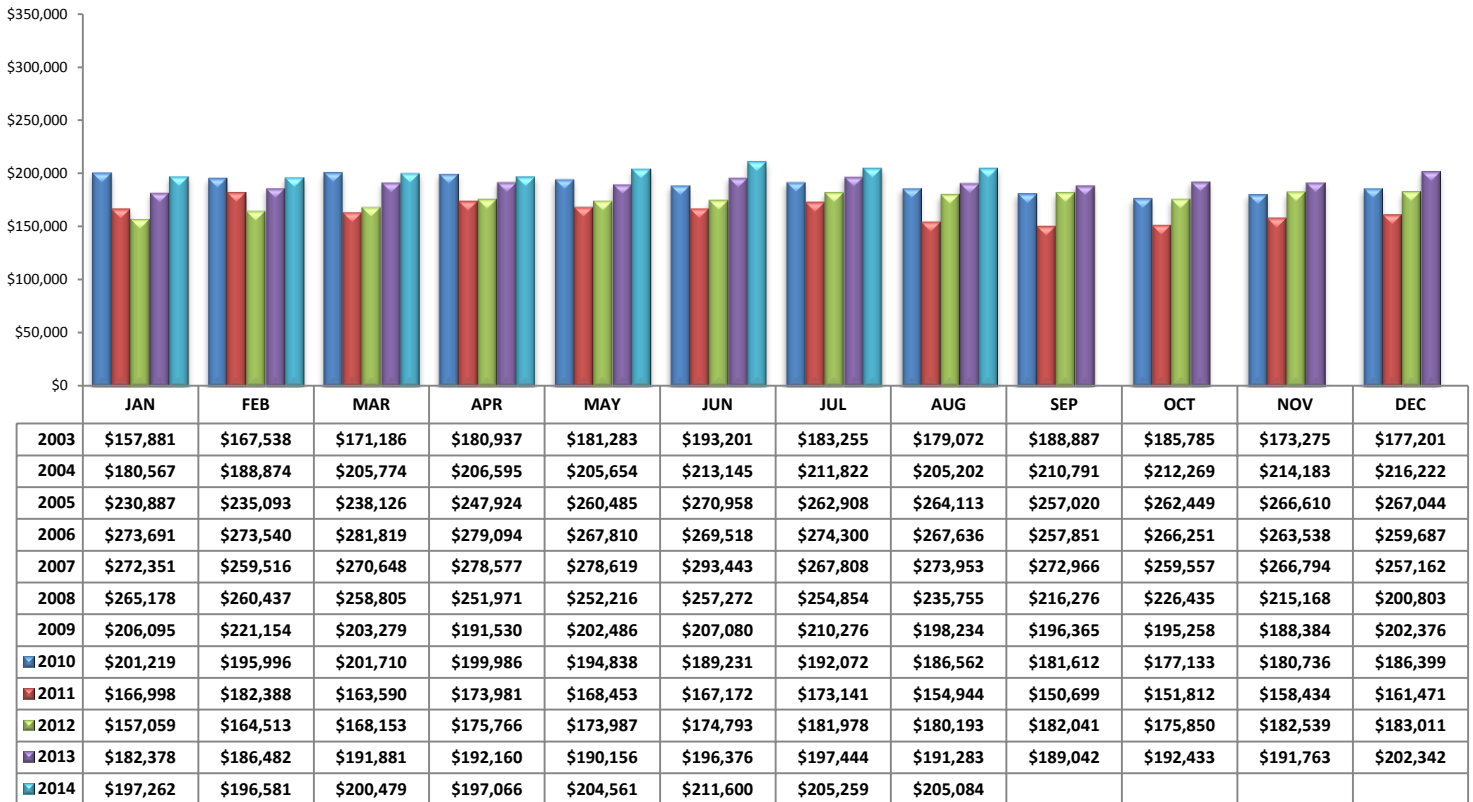
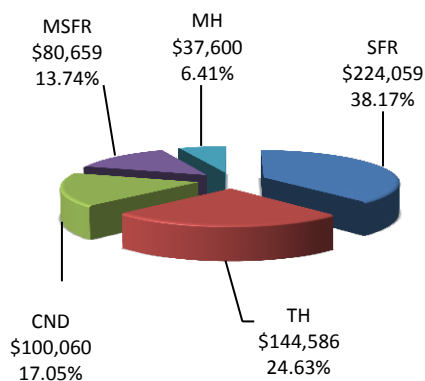
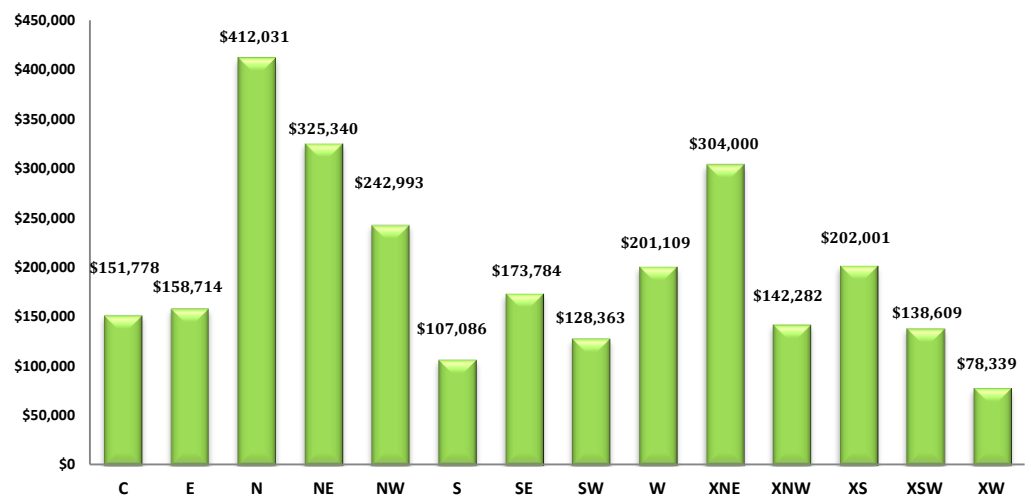
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**Total Unit Sales – August 2014****Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

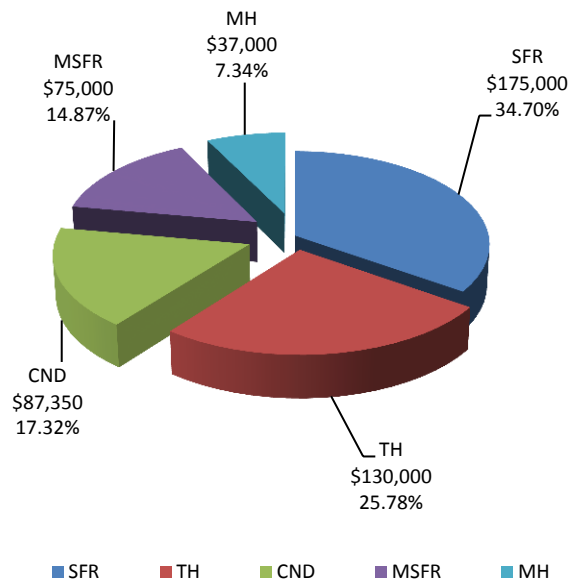
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**Total Sales Volume - August 2014****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

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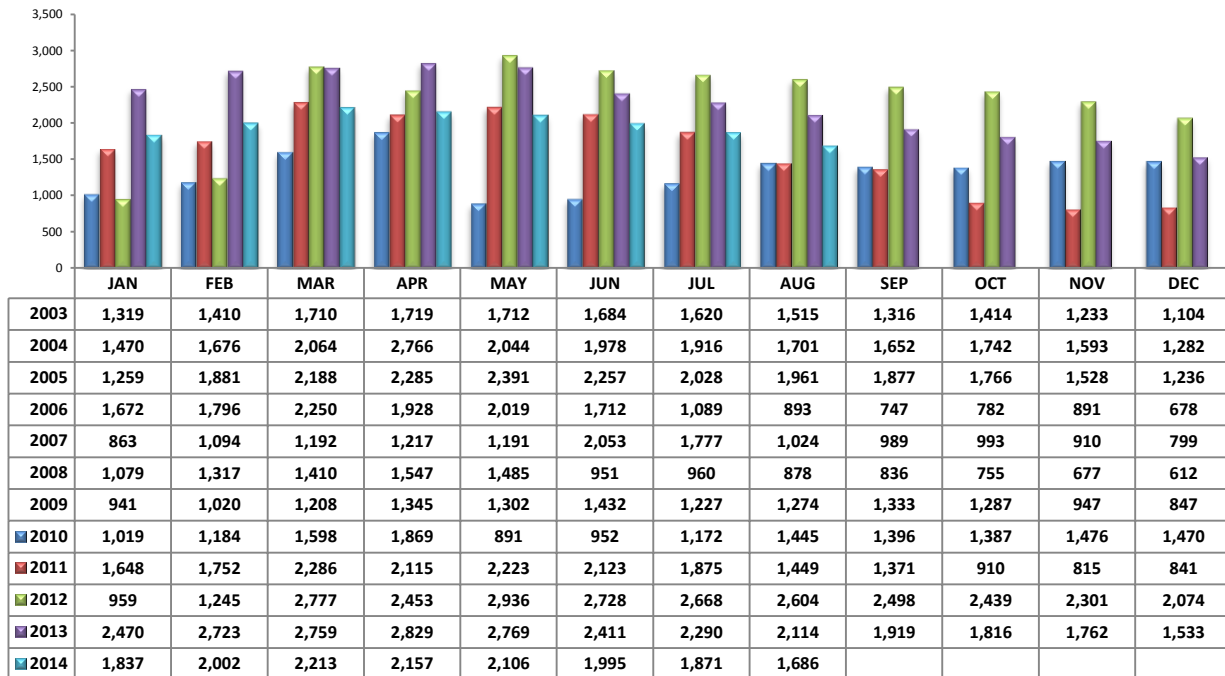
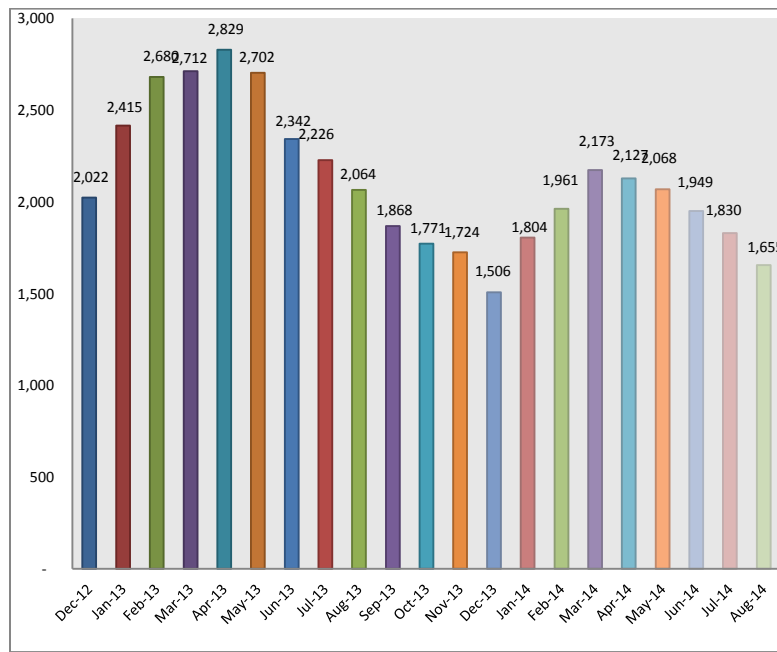
**Average Sales Price – August 2014****Average Sales Price by Type – August 2014****Average "Listing" Price per Area – August 2014**

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**Median Sale Price – by Type****Median Sale Price – August 2014**

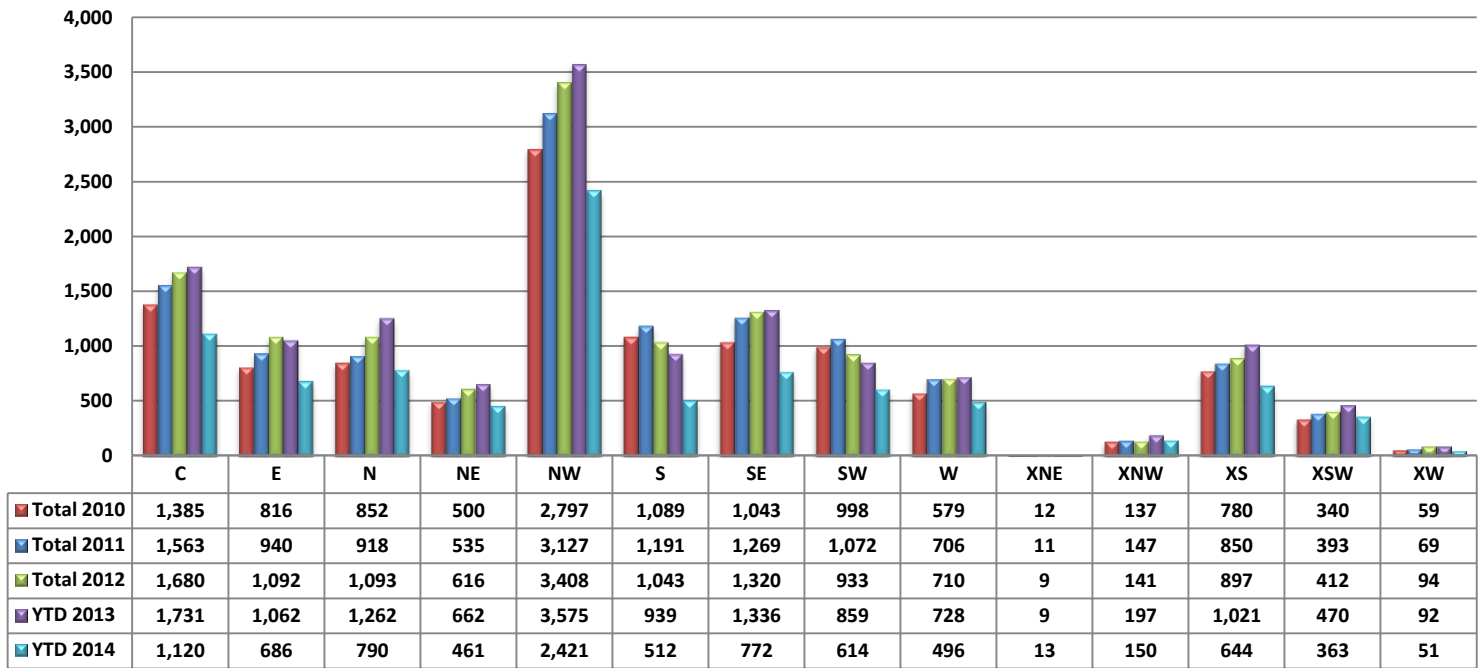
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2003	\$132,000	\$137,500	\$137,610	\$144,700	\$145,000	\$152,450	\$146,990	\$148,000	\$146,350	\$150,900	\$141,825	\$145,000
2004	\$148,000	\$150,000	\$157,000	\$159,900	\$162,487	\$169,700	\$167,000	\$167,500	\$169,950	\$172,000	\$177,000	\$170,000
2005	\$177,000	\$186,500	\$190,000	\$196,000	\$209,000	\$222,000	\$221,650	\$220,000	\$220,915	\$225,000	\$226,465	\$221,900
2006	\$219,000	\$225,900	\$219,000	\$220,000	\$223,000	\$225,000	\$225,000	\$221,138	\$214,000	\$211,383	\$216,000	\$215,995
2007	\$220,365	\$219,500	\$220,815	\$224,921	\$223,000	\$225,000	\$217,000	\$220,495	\$215,000	\$210,000	\$212,000	\$210,000
2008	\$203,000	\$199,900	\$200,000	\$195,000	\$202,000	\$200,000	\$199,900	\$185,000	\$180,000	\$180,000	\$177,300	\$168,000
2009	\$163,000	\$177,750	\$165,000	\$162,500	\$169,900	\$165,000	\$169,000	\$162,335	\$163,000	\$158,000	\$162,500	\$154,262
2010	\$160,000	\$150,000	\$157,680	\$159,000	\$151,000	\$149,450	\$150,000	\$150,750	\$145,855	\$140,000	\$139,900	\$139,500
2011	\$134,250	\$137,000	\$125,000	\$132,000	\$127,000	\$126,000	\$125,000	\$122,200	\$117,500	\$120,000	\$122,000	\$120,000
2012	\$125,000	\$125,000	\$132,900	\$134,000	\$140,000	\$140,000	\$140,000	\$145,000	\$144,950	\$143,000	\$144,627	\$147,500
2013	\$145,000	\$149,000	\$150,050	\$157,000	\$156,500	\$160,000	\$159,900	\$160,500	\$155,399	\$155,000	\$159,500	\$157,900
2014	\$157,250	\$158,000	\$162,000	\$164,900	\$167,000	\$168,815	\$170,000	\$163,000				

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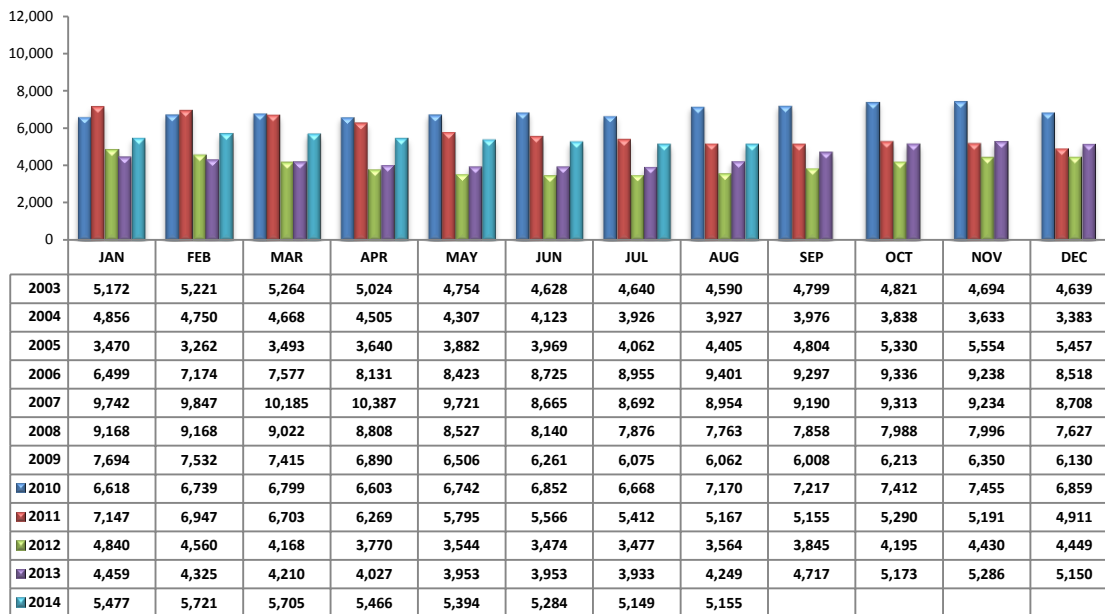
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$112,562	\$157,129	\$191,861	\$0	\$145,745
E	\$103,234	\$144,591	\$212,334	\$335,000	\$156,212
N	\$172,982	\$361,948	\$497,475	\$922,571	\$394,856
NE	\$128,912	\$286,596	\$380,438	\$363,500	\$309,399
NW	\$201,177	\$212,410	\$261,780	\$373,154	\$234,629
S	\$65,681	\$95,341	\$130,364	\$127,500	\$103,727
SE	\$145,831	\$145,398	\$200,398	\$303,381	\$170,637
SW	\$67,985	\$115,342	\$141,810	\$303,000	\$125,682
W	\$84,185	\$166,857	\$230,498	\$472,000	\$194,812
XNE	\$290,000	\$255,000	\$0	\$0	\$272,500
XNW	\$72,357	\$111,318	\$210,000	\$0	\$136,499
XS	\$190,425	\$225,958	\$216,827	\$231,805	\$215,752
XSW	\$139,057	\$117,199	\$345,000	\$29,500	\$133,816
XW	\$0	\$76,771	\$0	\$36,434	\$71,729

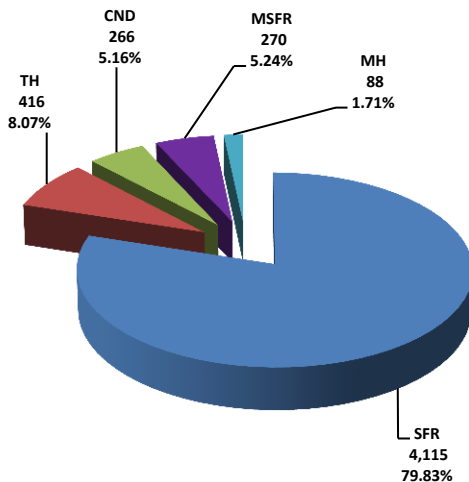
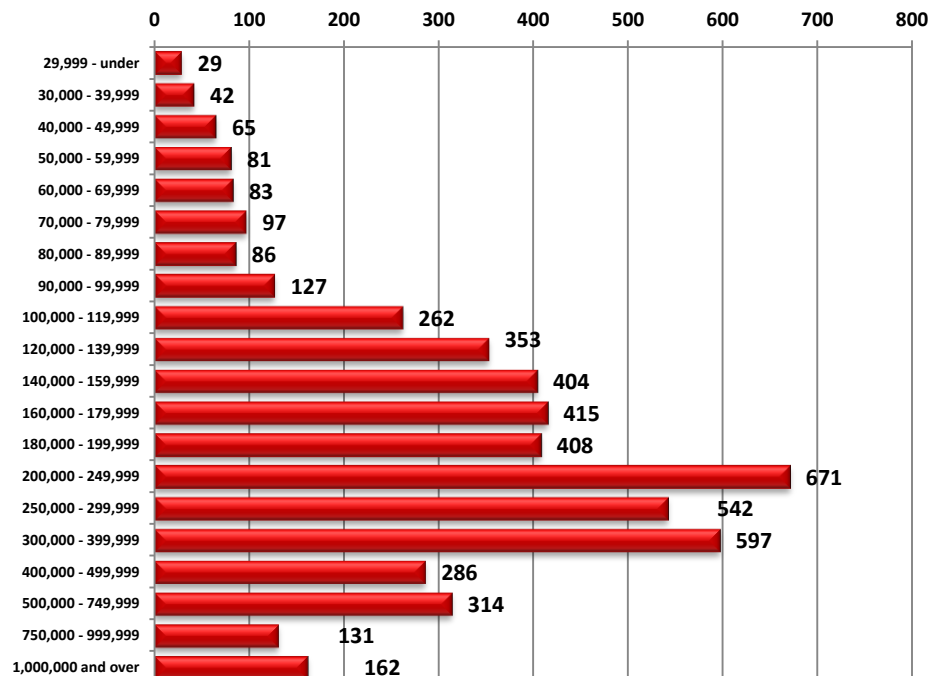
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	48	67	18	0	133
E	11	57	19	1	88
N	27	30	32	7	96
NE	11	19	31	4	65
NW	51	153	86	20	310
S	11	32	24	2	69
SE	9	57	38	4	108
SW	7	28	32	1	68
W	6	28	25	2	61
XNE	1	1	0	0	2
XNW	4	19	10	0	33
XS	16	29	27	5	77
XSW	24	14	1	1	40
XW	0	7	0	1	8

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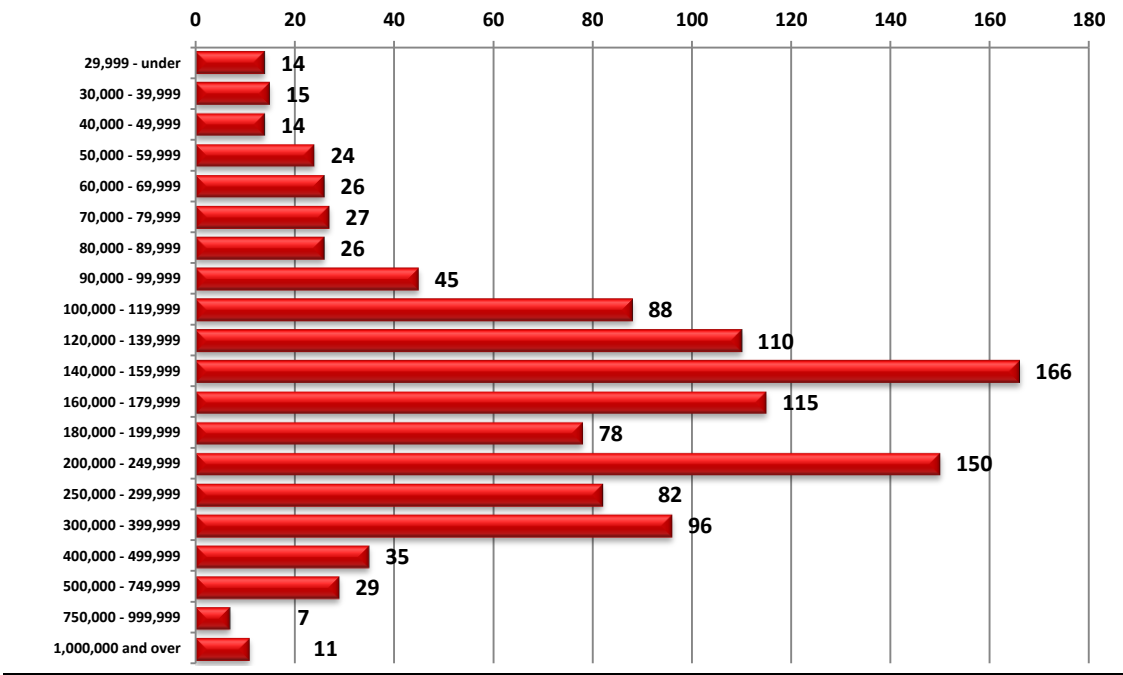
**Active Listings**

Area	# of Listings
C	676
E	287
N	555
NE	287
NW	1398
S	185
SE	423
SW	307
W	253
XNE	28
XNW	79
XS	415
XSW	222
XW	40

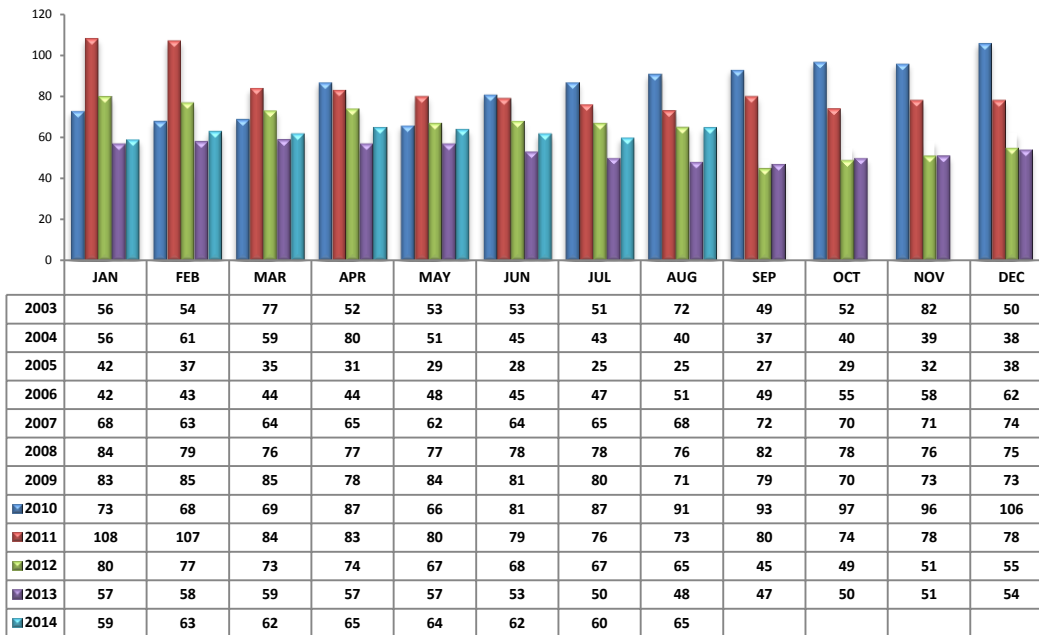
**Active Listings Unit Breakdown****Active Listings Price Breakdown**

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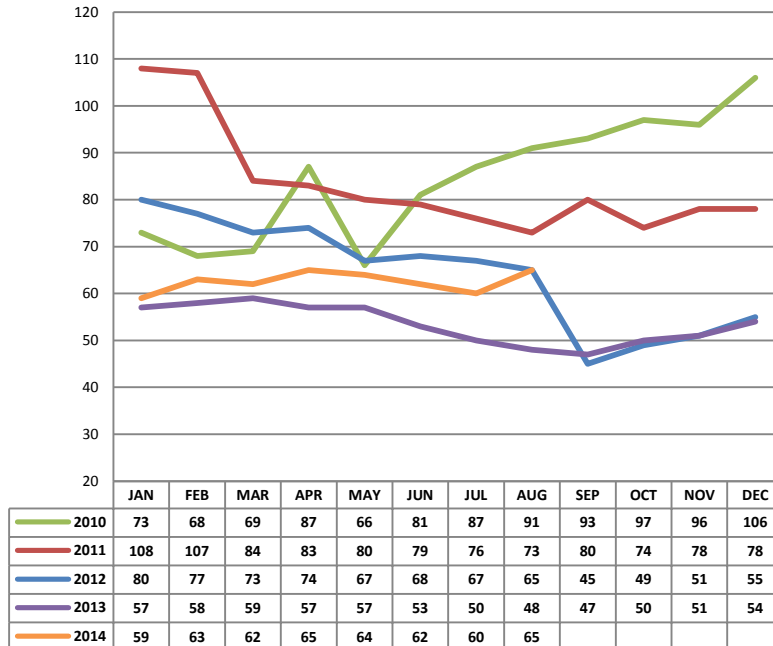
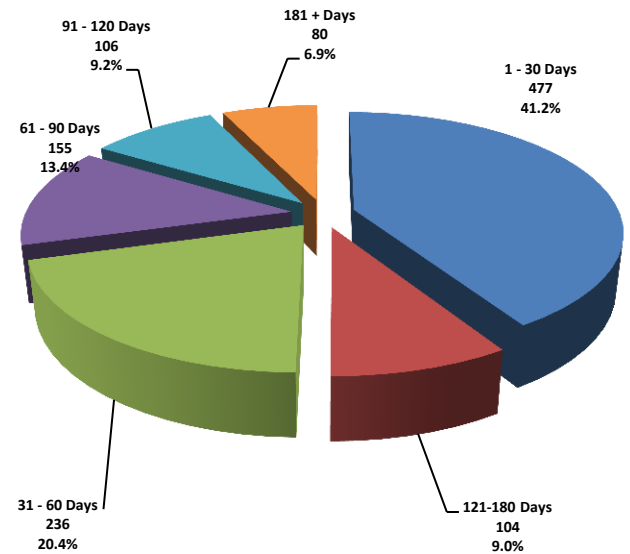
**Sold Price Breakdown**



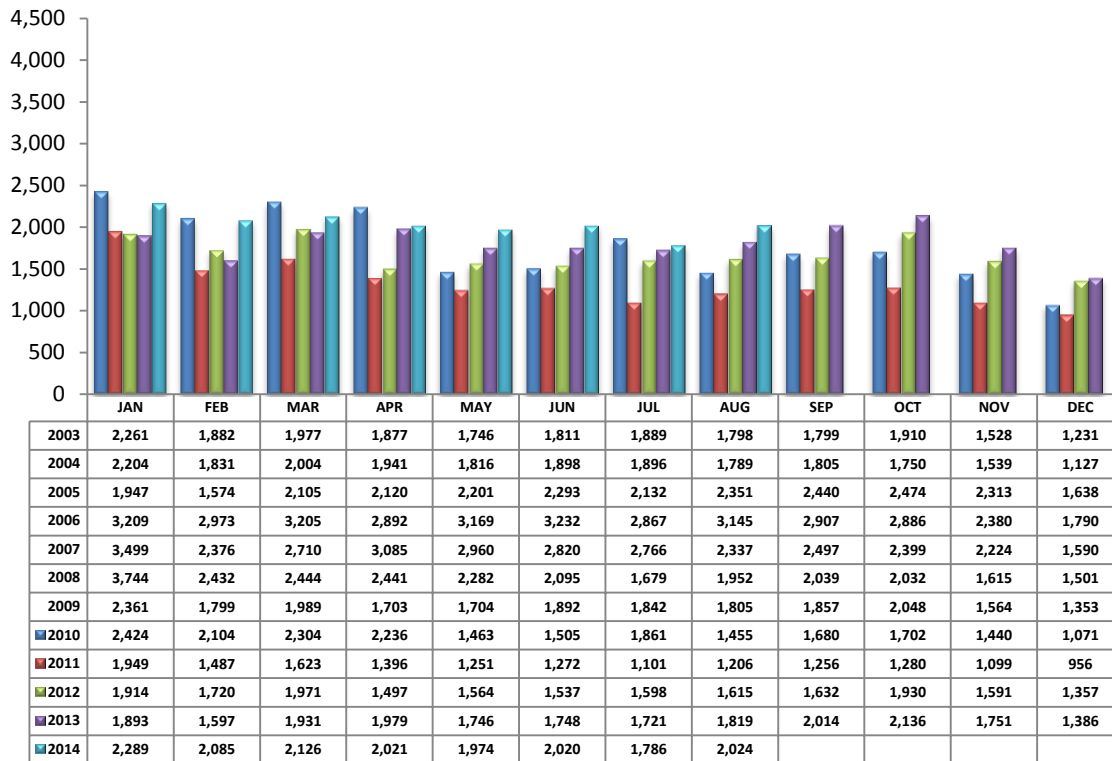
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**Average Days on Market/Listing – August 2014**

Area	Avg. DOM
C	51
E	60
N	67
NE	80
NW	72
S	43
SE	48
SW	84
W	55
XNE	163
XNW	55
XS	69
XSW	99
XW	59

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

PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report does not represent all real estate activity in the area as it does not include unrepresented sales, commercial sales or a substantial portion of new home sales. Though the data and materials presented here are deemed to be substantially correct, neither the Tucson Association of REALTORS® nor the MLS guarantees, or is in any way responsible for its accuracy.

**New Listings – August 2014**

Area	# of Listings
C	288
E	140
N	200
NE	109
NW	518
S	113
SE	185
SW	106
W	112
XNE	3
XNW	33
XS	141
XSW	62
XW	14

\*Includes properties that were re-listed

\*\*Beginning August 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.
Nov 2013	123	323	56
Dec 2013	348	293	69
Jan 2014	186	433	52
Feb 2014	166	366	53
Mar 2014	203	371	69
Apr 2014	274	421	57
May 2014	256	467	54
June 2014	238	422	62
July 2014	235	462	69
Aug 2014	213	464	59

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