

**For Immediate
Release:**
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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics December 2011

Below are some highlights from the December Statistics:

- Total Sales Volume for December was 155,173,463, a slight decrease of 3.51% from November.
- Average Sales Price increased 1.92% from November.
- Average List Price increased significantly from \$159,187 in November to \$171,015 in December, a total increase of 7.43%.
- Total Unit Sales were up 5.95% from December 2010.
- The Median Sales Price shows a slight decrease of 1.64% from November.
- New Listings decreased from 1,099 in November to 956 in December.
- There were 4,911 Active Listings in December.



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®.

Greg Hollman
2011 MLS President



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December 2011 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
December	\$155,173,463	\$169,063,508	-8.22%
November	\$160,810,437	\$144,588,779	11.22%
Month % Change	-3.51%	16.93%	

Average Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
December	\$161,471	\$186,399	-13.37%
November	\$158,434	\$180,736	-12.34%
Month % Change	1.92%	3.13%	

Average List Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
December	\$171,015	\$197,457	-13.39%
November	\$159,187	\$191,637	-16.93%
Month % Change	7.43%	3.04%	

Total Under Contract

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
December	1,903	1,760	8.13%
November	1,996	1,900	5.05%
Month % Change	-4.66%	-7.37%	

Total Unit Sales

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
December	961	907	5.95%
November	1,015	800	26.88%
Month % Change	-5.32%	13.38%	

Median Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
December	\$120,000	\$139,500	-13.98%
November	\$122,000	\$139,900	-12.79%
Month % Change	-1.64%	-0.29%	

New Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
December	956	1,071	-10.74%
November	1,099	1,440	-23.68%
Month % Change	-13.01%	-25.63%	

Active Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
December	4,911	6,859	-28.40%
November	5,191	7,455	-30.37%
Month % Change	-5.39%	-7.99%	

December 2011 - 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>
85321	2	0	0.00%	85645	4	0	0.00%	85714	26	10	38.46%	85742	131	25	19.08%
85601	5	0	0.00%	85653	91	17	18.68%	85715	123	21	17.07%	85743	156	26	16.67%
85611	1	0	0.00%	85658	176	21	11.93%	85716	139	20	14.39%	85745	143	29	20.28%
85614	289	25	8.65%	85701	19	4	21.05%	85718	253	44	17.39%	85746	135	46	34.07%
85619	20	2	10.00%	85704	157	31	19.75%	85719	88	10	11.36%	85747	116	34	29.31%
85621	0	0	0.00%	85705	93	19	20.43%	85730	127	43	33.86%	85748	103	18	17.48%
85622	97	6	6.19%	85706	87	48	55.17%	85735	61	12	19.67%	85749	145	25	17.24%
85623	3	0	0.00%	85710	197	61	30.96%	85736	31	4	12.90%	85750	268	32	11.94%
85629	129	30	23.26%	85711	108	37	34.26%	85737	180	36	20.00%	85755	219	24	10.96%
85635	0	0	0.00%	85712	110	25	22.73%	85739	279	18	6.45%	85756	90	31	34.44%
85641	184	32	17.39%	85713	178	38	21.35%	85741	83	37	44.58%	85757	58	20	34.48%

NOTE:

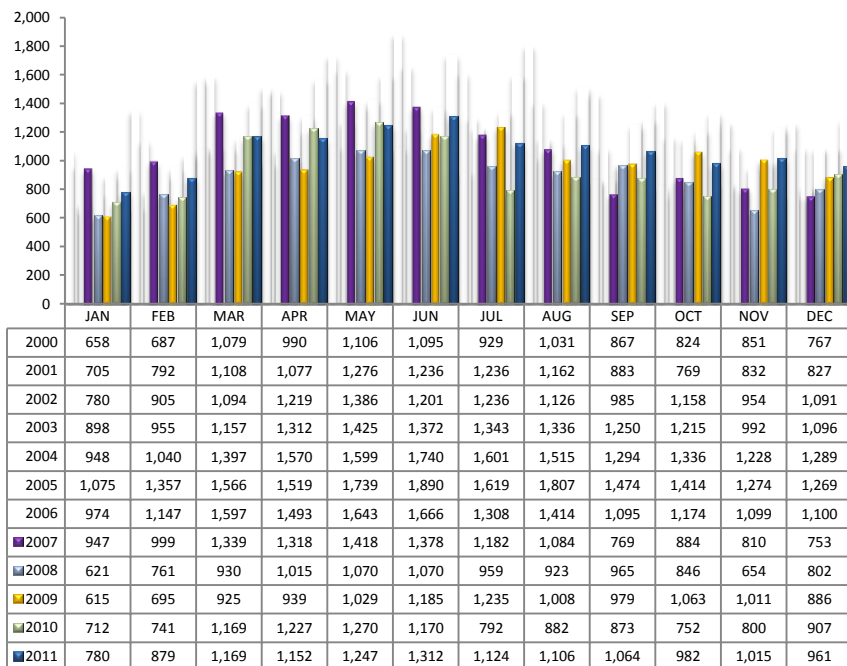
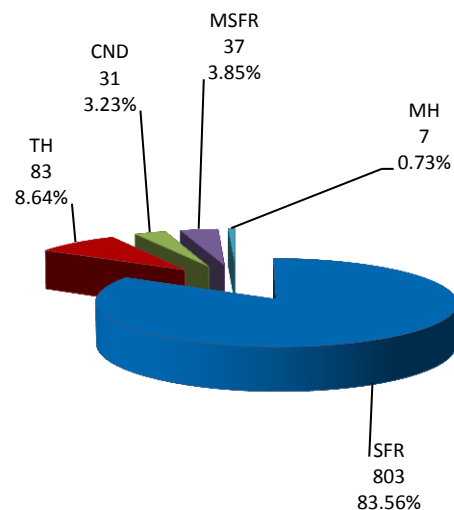
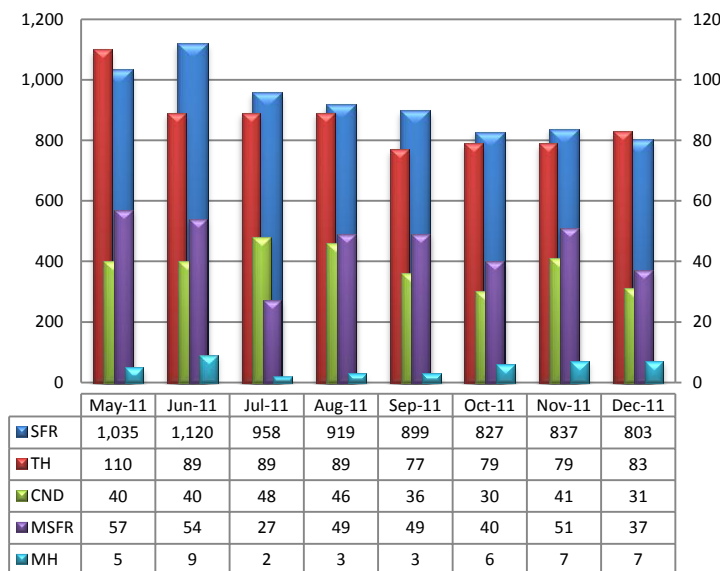
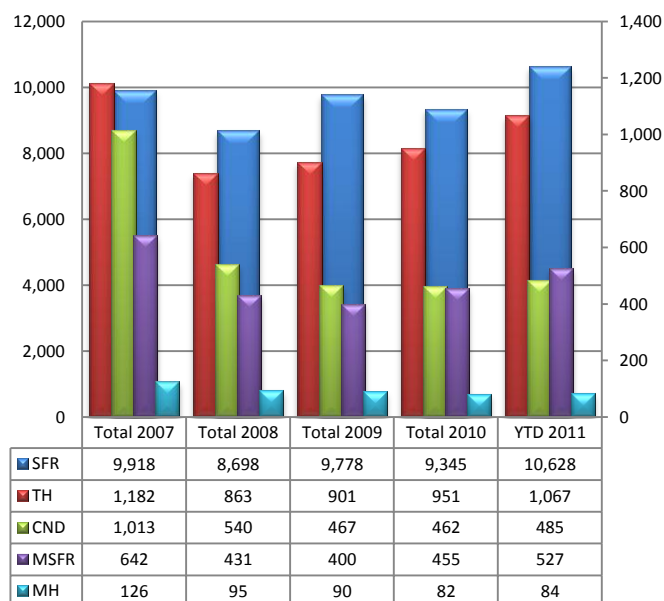
85602- 2 active listings, 85603- 1 active listing, 85616- 1 active listing, 85631- 1 active listing, 85637- 2 active listings

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	48	20	11	15	94	39	N	516	0-30 Days	344
\$30,000 to \$39,999	70	25	15	16	126	48	NE	302	31-60 Days	183
\$40,000 to \$49,999	124	24	11	23	182	31	NW	1325	61 - 90 Days	127
\$50,000 to \$59,999	136	38	20	20	214	45	XNE	21	91-120 Days	107
\$60,000 to \$69,999	176	46	28	12	262	45	XNW	71	121 - 180 Days	107
\$70,000 to \$79,999	167	64	27	16	274	44	C	548	Over 180 Days	93
\$80,000 to \$89,999	177	81	30	20	308	62	E	309	Avg. Days on Market 78	
\$90,000 to \$99,999	205	57	41	14	317	46	S	219		
\$100,000 to \$119,999	354	142	55	33	584	116	SE	347	Avg. Sold Price \$161,471	
\$120,000 to \$139,999	357	146	52	30	585	94	SW	346		
\$140,000 to \$159,999	311	86	36	32	465	76	XSW	307	Median Sales Price \$120,000	
\$160,000 to \$179,999	331	74	29	20	454	55	XS	340		
\$180,000 to \$199,999	273	54	24	25	376	46	W	214	New Listings 956	
\$200,000 to \$249,999	540	86	24	24	674	60	XW	46		
\$250,000 to \$299,999	383	55	18	16	472	47	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	452	51	14	22	539	64	N	80	\$34,157,824	
\$400,000 to \$499,999	263	21	3	8	295	12	NE	44	\$11,159,107	
\$500,000 to \$749,999	268	20	2	7	297	20	NW	219	\$41,076,234	
\$750,000 to \$999,999	122	8	0	2	132	4	XNW	10	\$581,265	
\$1,000,000 and over	154	7	2	1	164	7	C	105	\$11,768,913	
							E	89	\$10,233,102	
							S	94	\$7,420,689	
							SE	99	\$13,714,277	
							SW	86	\$7,056,641	
							XSW	33	\$4,165,999	
							XS	44	\$5,954,700	
							W	53	\$6,345,812	
Totals	4,911	1,105	442	356	6,814	961	XW	3	\$203,900	
							XNE	2	\$1,335,000	
							Total Volume		\$155,173,463	
	Dec-11	Dec-10	% Change	YTD 2011	YTD 2010	% Change				
Home Sales Volume	\$155,173,463	\$169,063,508	-8.22%	\$2,103,015,476	\$2,150,145,865	-2.19%				
Home Sales Units	961	907	5.95%	12,791	11,295	13.24%				
Average Sales Price (All Residential)	\$161,471	\$186,399	-13.37%	\$158,921	\$184,636	-13.93%				
Median Sales Price	\$120,000	\$139,500	-13.98%	\$120,609	\$141,666	-14.86%				
Average Days on Market:	78	106	-26.42%	78	100	-22.00%				
Average List Price for Sold:	\$171,015	\$197,457	-13.39%	\$165,597	\$195,198	-15.16%				
SP/LP %	94.42%	94.40%		95.97%	94.59%					
Total Under Contract	1,903	1,760	8.13%							
Active Listings	4,911	6,859	-28.40%							
New Listings	956	1,071	-10.74%							

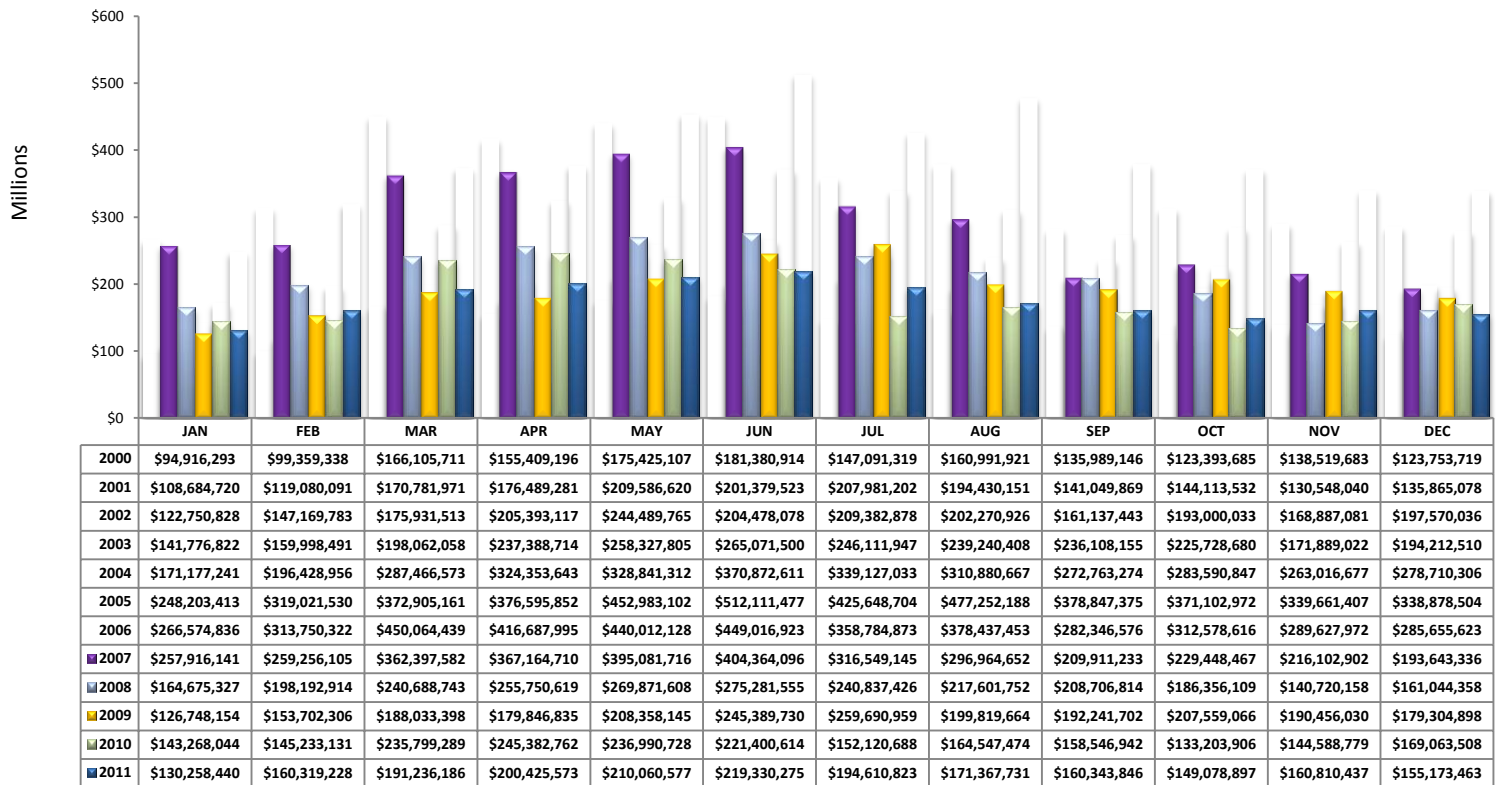
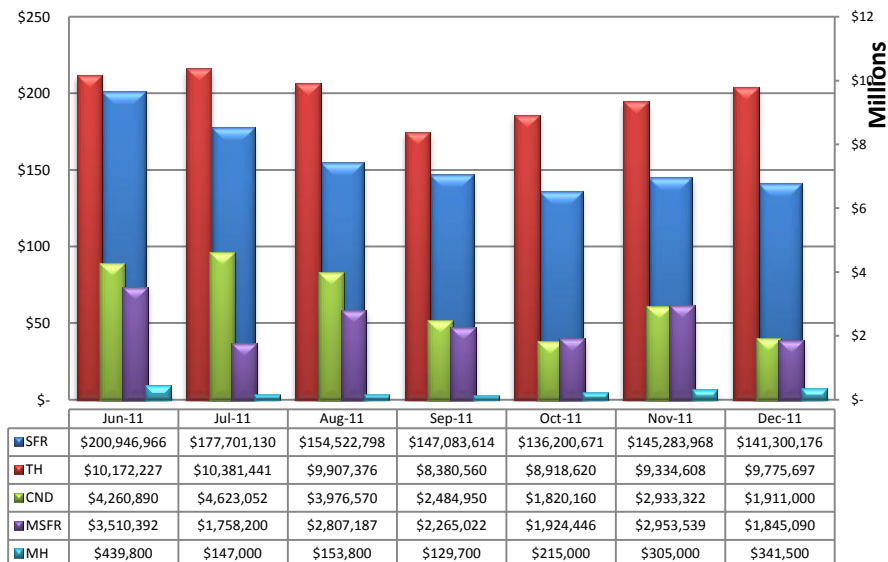
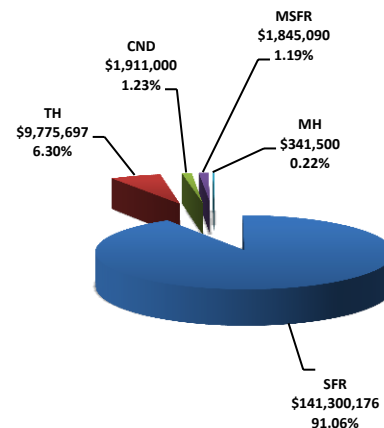
Types of Financing		Totals
FHA		223
VA		89
Conventional		287
Cash Owner		8
Lease Option		0
Cash		324
Other		30

Types of Financing	Totals
FHA	223
VA	89
Conventional	287
Cash Owner	8
Lease Option	0
Cash	324
Other	30

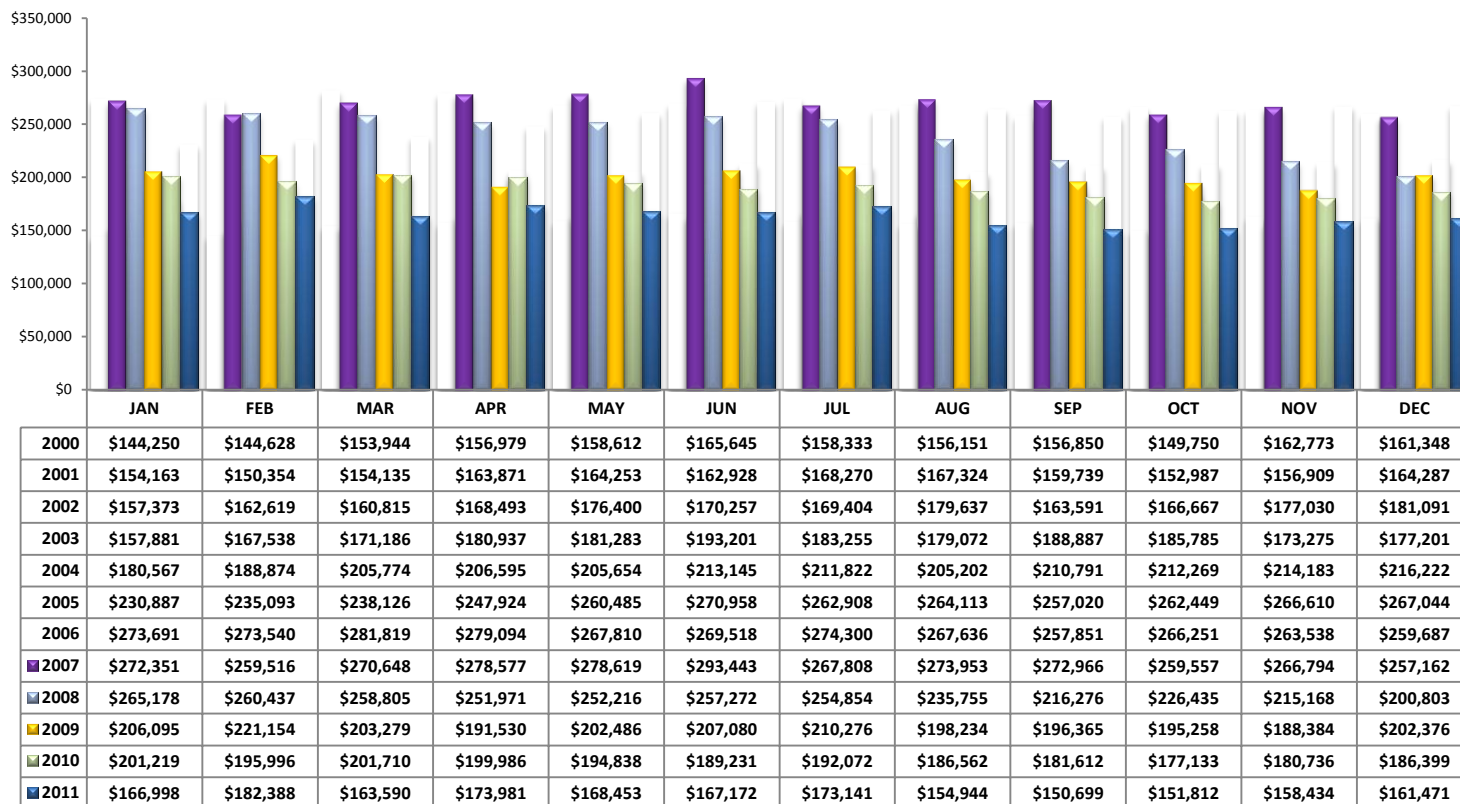
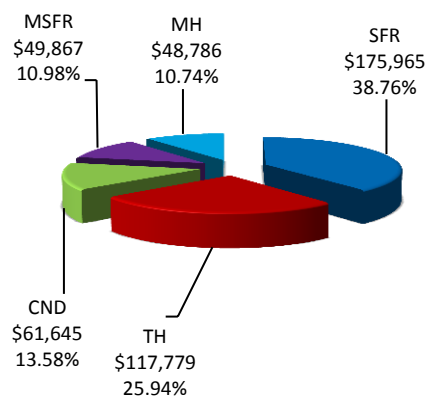
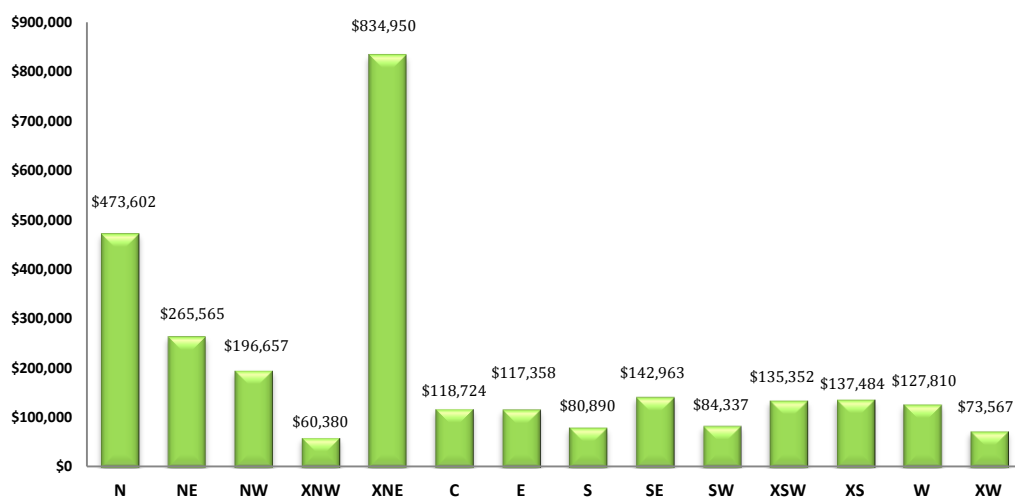
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Total Unit Sales – December 2011**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

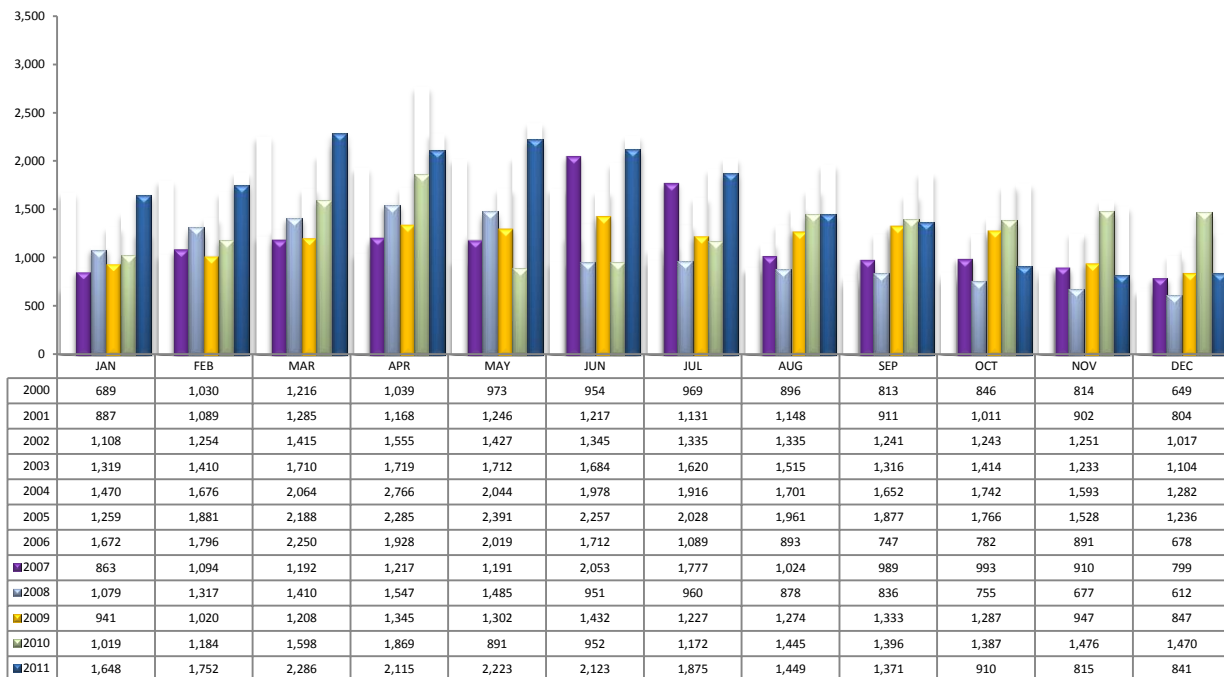
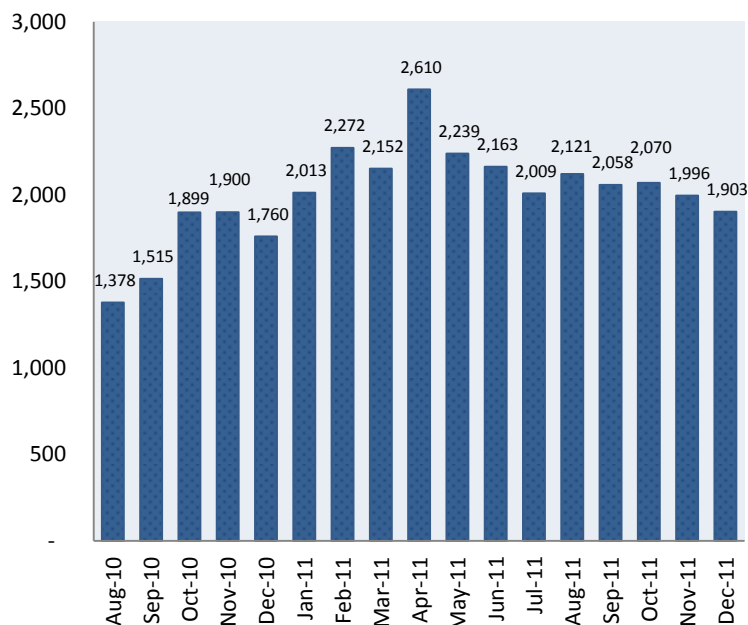
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Total Sales Volume - December 2011**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

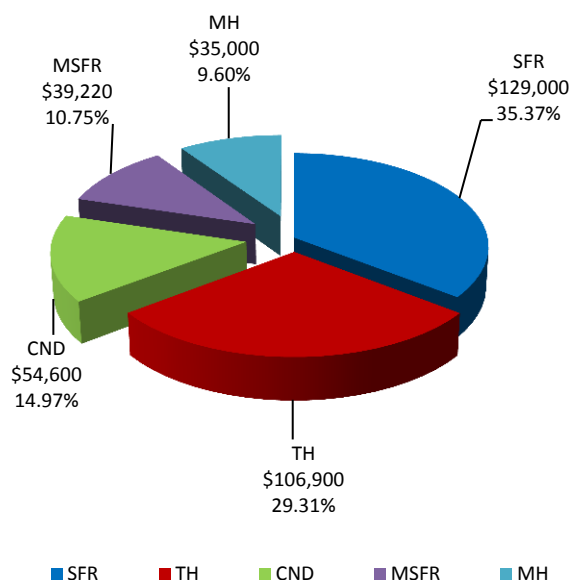
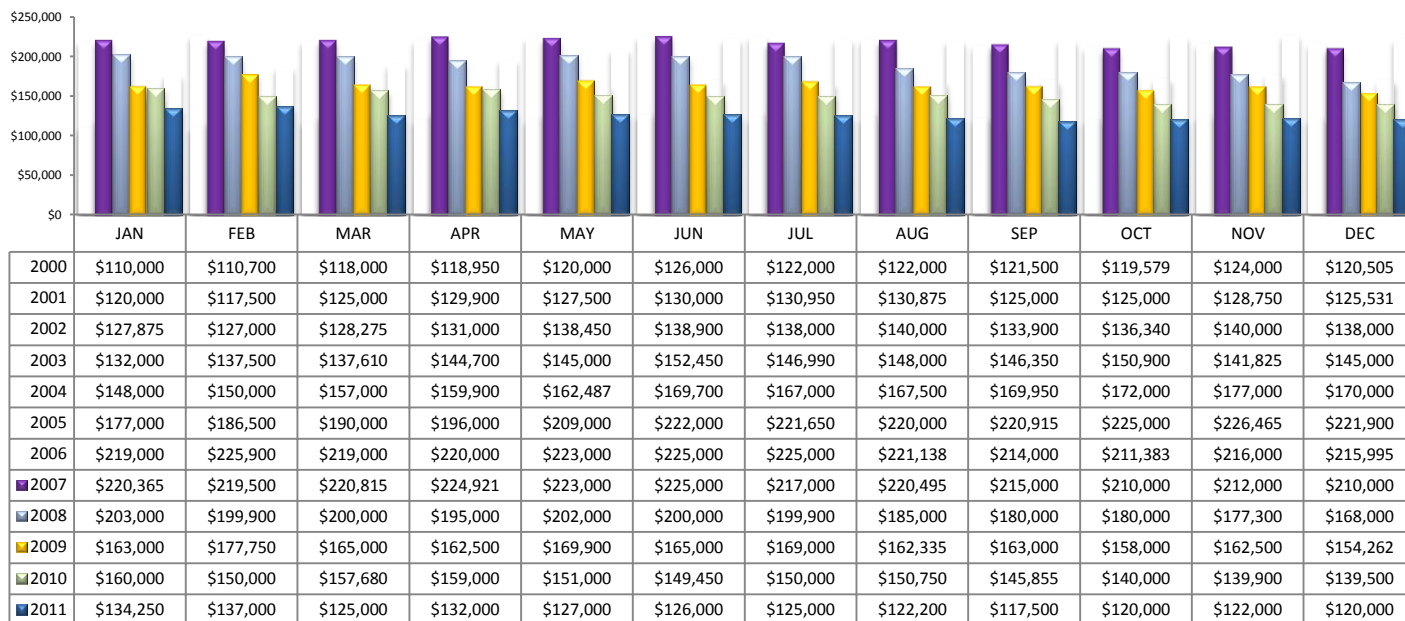
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Average Sales Price – December 2011**Average Sales Price by Type – December 2011****Average "Listing" Price per Area – December 2011**

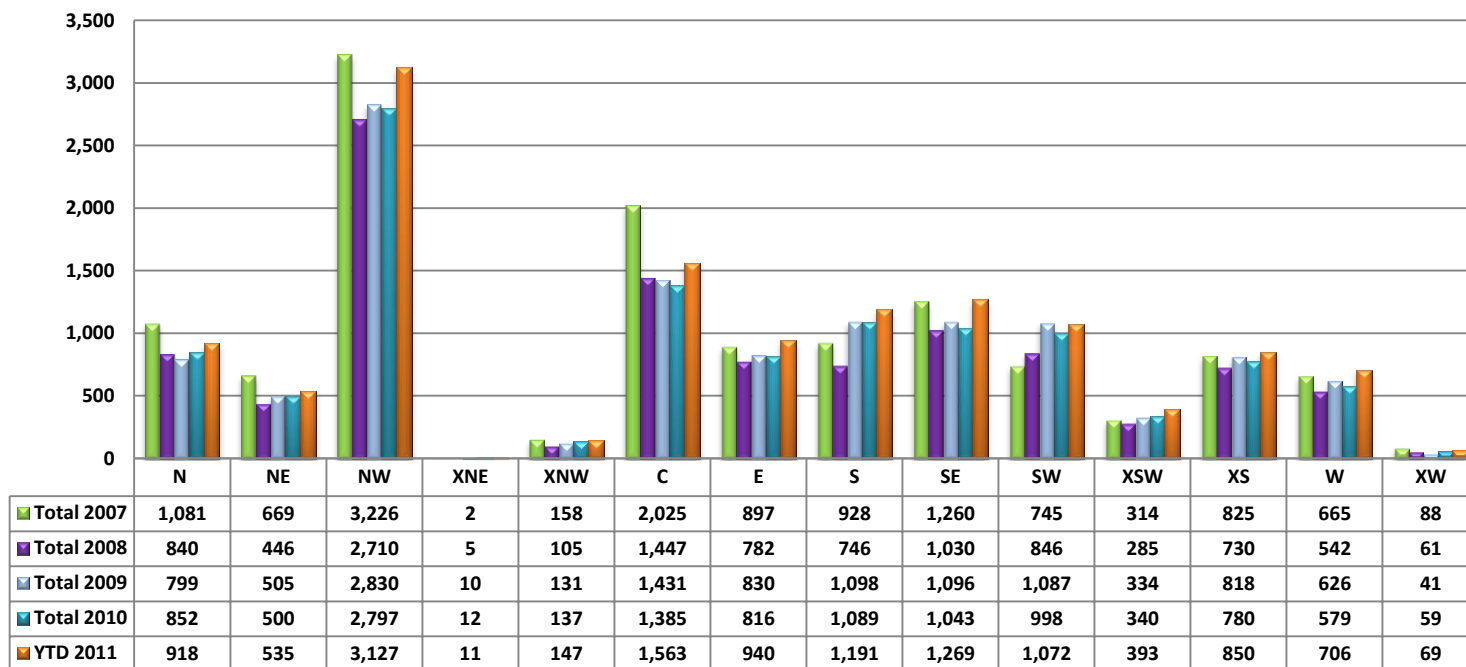
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Newly Under Contract During The Month**Total Listings Still Under Contract At The End of The Month**

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Median Sale Price – by Type**Median Sale Price – December 2011**

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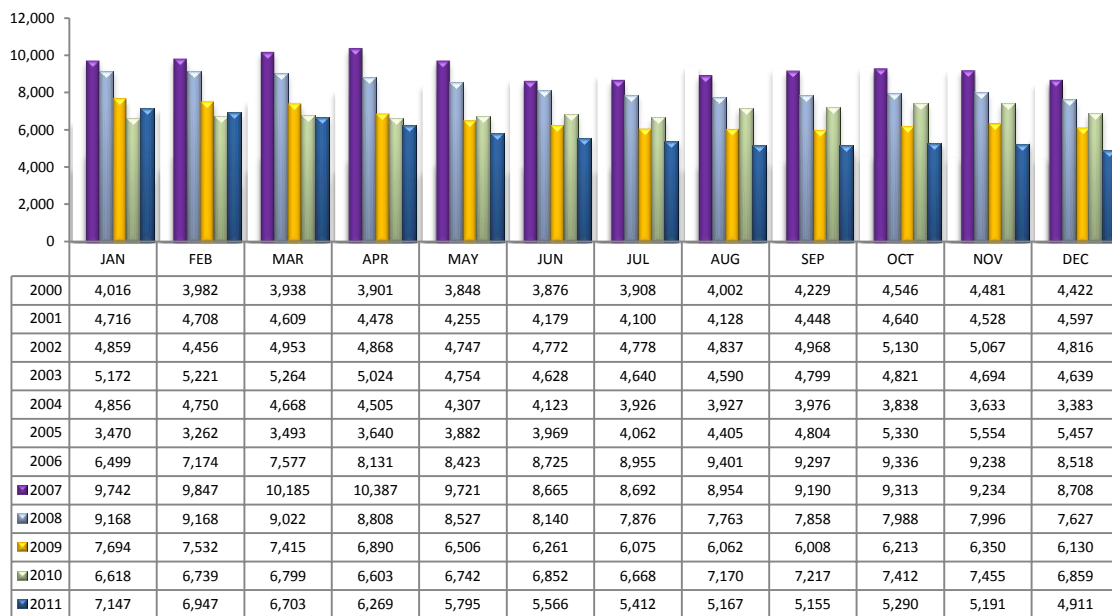
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$183,419	\$367,337	\$579,553	\$777,854	\$426,973
NE	\$119,210	\$231,135	\$285,382	\$440,000	\$253,616
NW	\$176,841	\$168,181	\$213,902	\$275,640	\$187,563
XNW	\$33,000	\$54,357	\$83,883	\$0	\$58,127
C	\$93,218	\$114,061	\$148,585	\$159,900	\$112,085
E	\$59,742	\$120,378	\$129,598	\$137,000	\$114,979
S	\$48,555	\$72,261	\$112,658	\$126,900	\$78,944
SE	\$85,494	\$119,029	\$174,056	\$250,625	\$138,528
SW	\$53,086	\$72,729	\$105,730	\$140,000	\$82,054
XSW	\$125,053	\$142,500	\$40,000	\$0	\$126,242
XS	\$133,043	\$131,024	\$132,580	\$211,000	\$135,334
W	\$70,923	\$100,659	\$223,506	\$308,000	\$119,732
XW	\$0	\$67,967	\$0	\$0	\$67,967
XNE	\$155,000	\$0	\$0	\$1180,000	\$667,500

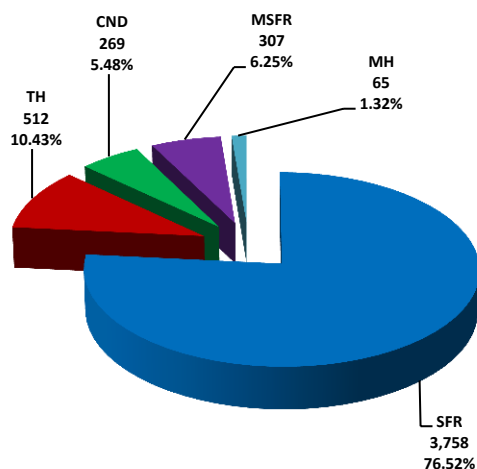
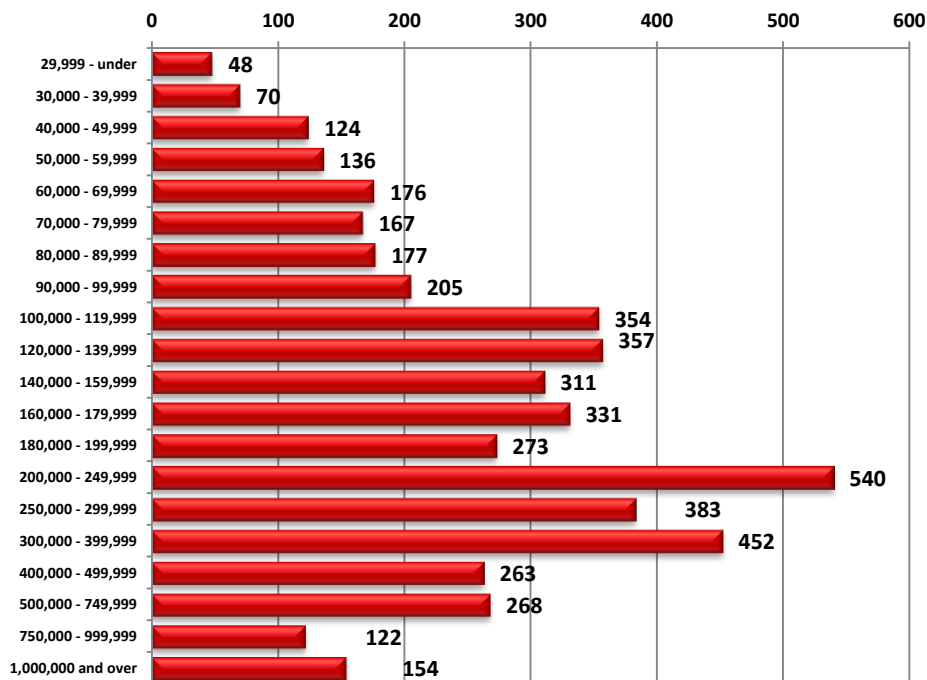
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	25	23	19	13	80
NE	5	19	17	3	44
NW	44	104	61	10	219
XNW	1	7	2	0	10
C	37	52	15	1	105
E	12	51	25	1	89
S	15	55	23	1	94
SE	9	55	31	4	99
SW	13	42	30	1	86
XSW	19	12	2	0	33
XS	7	25	10	2	44
W	13	30	8	2	53
XW	0	3	0	0	3
XNE	1	0	0	1	2

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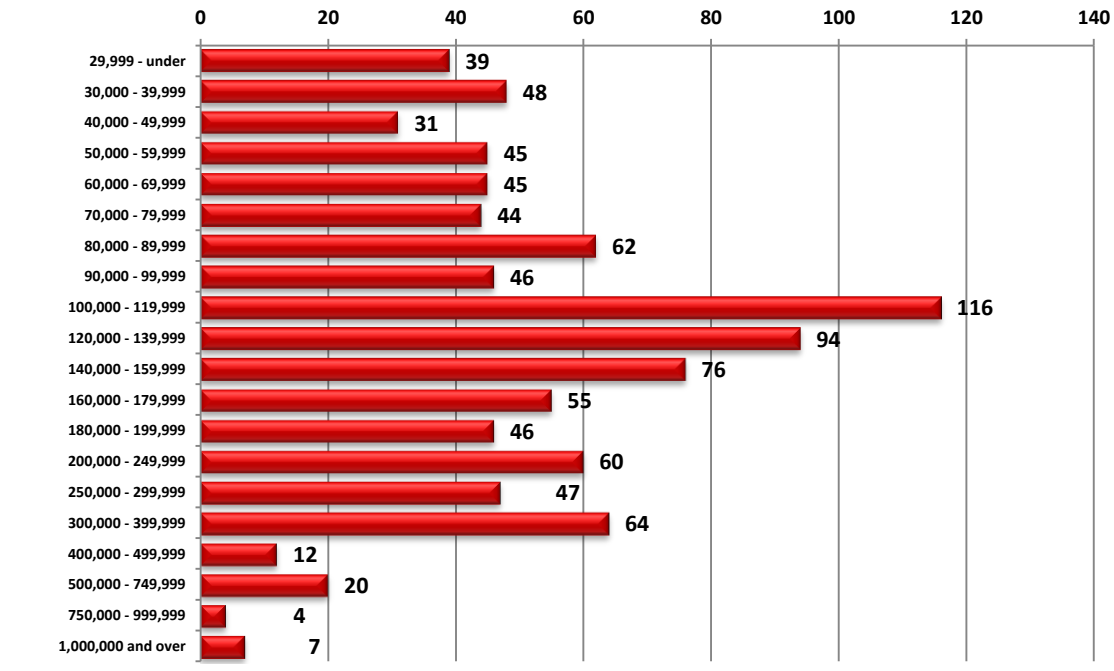
Active Listings

Area	# of Listings
N	516
NE	302
NW	1325
XNE	21
XNW	71
C	548
E	309
S	219
SE	347
SW	346
XSW	307
XS	340
W	214
XW	46

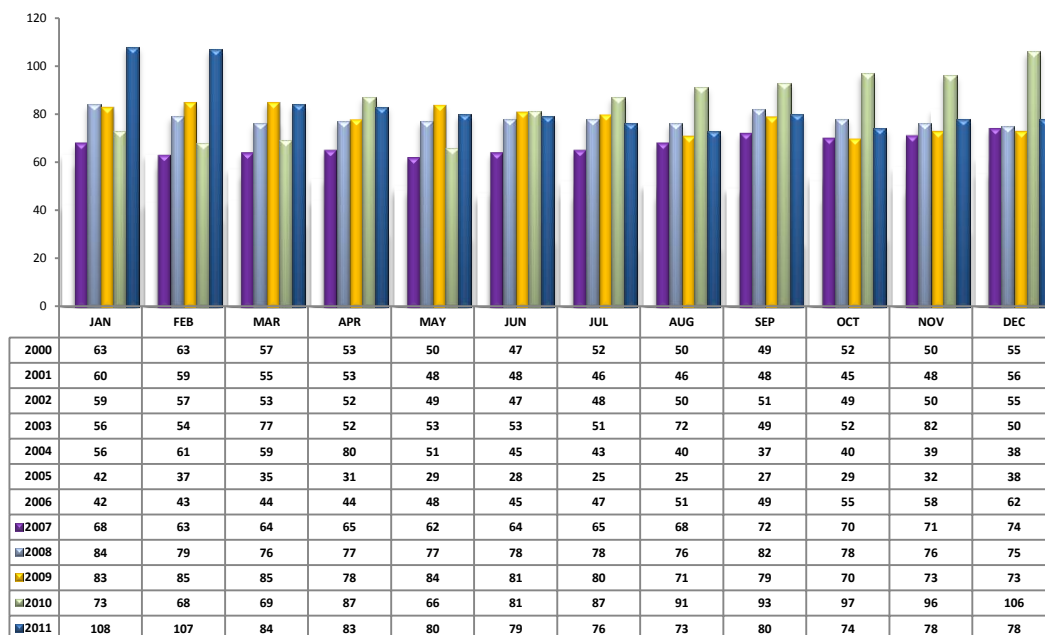
Active Listings Unit Breakdown**Active Listings Price Breakdown**

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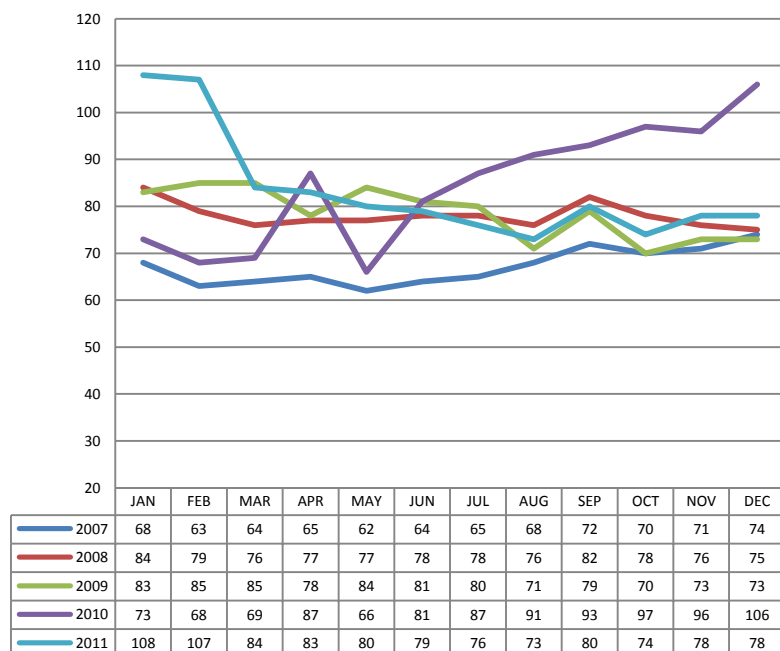
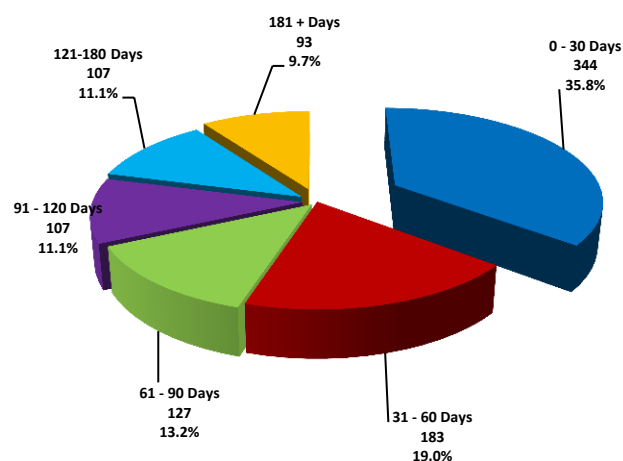
Sold Price Breakdown



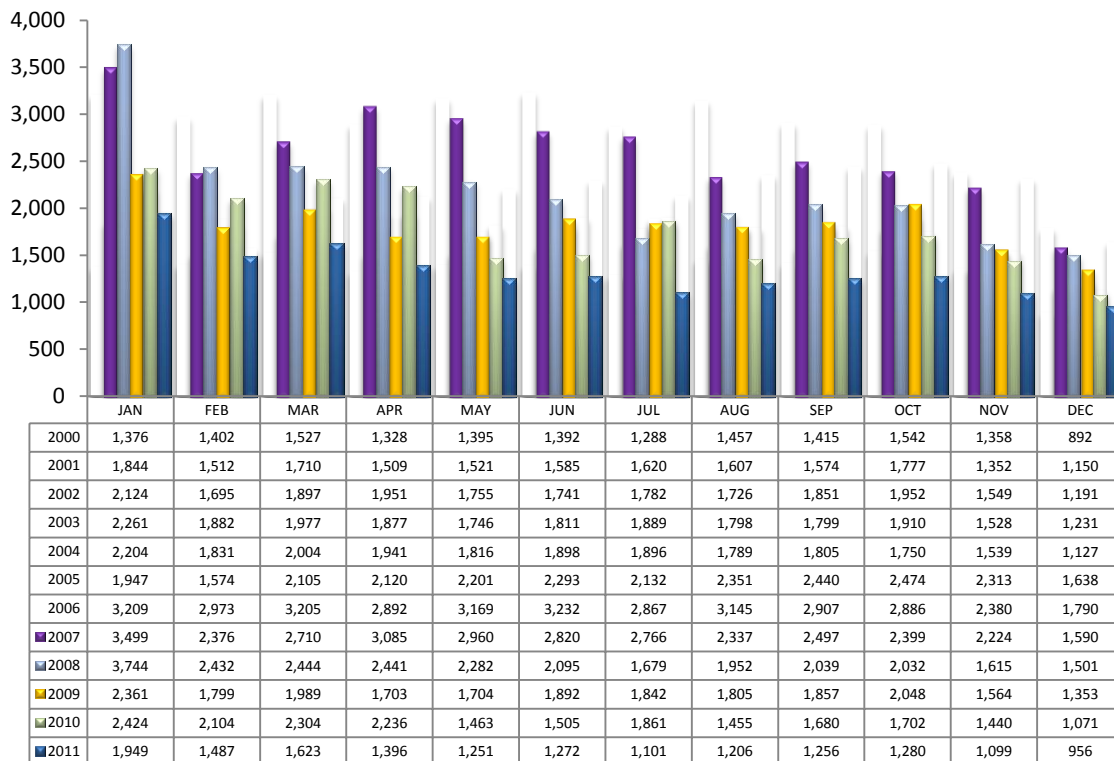
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Average Days on Market/Listing - December 2011

Area	Avg. DOM
N	88
NE	78
NW	89
XNE	145
XNW	101
C	73
E	76
S	72
SE	65
SW	69
XSW	86
XS	73
W	73
XW	119

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

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New Listings – December 2011

Area	# of Listings
N	81
NE	44
NW	223
XNE	n/a
XNW	12
C	117
E	73
S	73
SE	79
SW	88
XSW	54
XS	60
W	44
XW	8

*Includes properties that were re-listed

Misc. MLS Information – December 2011

Month	Expired	Cancelled	Temp Off Mkt.
Mar 2011	378	537	71
Apr 2011	392	505	71
May 2011	366	499	272
June 2011	345	427	90
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

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