

**For Immediate  
Release:**  
**March 10, 2011**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics February 2011**

Below are some highlights from the February Statistics:

- Total Sales Volume increased significantly from \$130,258,440 in January to \$160,319,228 in February, an increase of 23.08%!
- Average Sales Price is up 9.22% from January.
- Average List Price of \$191,957 showed an 8.43% increase over January.
- Total Under Contract had a 12.87% increase from January.
- Total Unit Sales rose by 12.69%, from 780 in January to 879 in February, and by 18.62% compared to January 2010.
- The Median Sales Price went from \$134,250 in January to \$137,000 in February with a total increase of 2.05%.



**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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## February 2011 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
February	\$160,319,228	\$145,233,131	10.39%
January	\$130,258,440	\$143,268,044	-9.08%
Month % Change	23.08%	1.37%	

### Average Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
February	\$182,388	\$195,996	-6.94%
January	\$166,998	\$201,219	-17.01%
Month % Change	9.22%	-2.60%	

### Average List Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
February	\$191,957	\$206,843	-7.20%
January	\$177,036	\$210,592	-15.93%
Month % Change	8.43%	-1.78%	

### Total Under Contract

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
February	2,272	1,417	60.34%
January	2,013	1,155	74.29%
Month % Change	12.87%	22.68%	

### Total Unit Sales

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
February	879	741	18.62%
January	780	712	9.55%
Month % Change	12.69%	4.07%	

### Median Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
February	\$137,000	\$150,000	-8.67%
January	\$134,250	\$160,000	-16.09%
Month % Change	2.05%	-6.25%	

### New Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
February	1,487	2,104	-29.33%
January	1,949	2,424	-19.60%
Month % Change	-23.70%	-13.20%	

### Active Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
February	6,947	6,739	3.09%
January	7,147	6,618	7.99%
Month % Change	-2.80%	1.83%	

## February 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>
85601	6	0	0.00%	85658	213	17	7.98%	85716	162	18	11.11%	85745	245	28	11.43%
85611	3	0	0.00%	85701	28	3	10.71%	85718	381	30	7.87%	85746	188	35	18.62%
85614	307	38	12.38%	85704	205	25	12.20%	85719	153	11	7.19%	85747	167	30	17.96%
85619	15	0	0.00%	85705	155	17	10.97%	85730	202	32	15.84%	85748	132	14	10.61%
85622	99	8	8.08%	85706	170	31	18.24%	85735	82	7	8.54%	85749	172	13	7.56%
85623	1	0	0.00%	85710	265	36	13.58%	85736	42	2	4.76%	85750	342	44	12.87%
85629	240	33	13.75%	85711	211	29	13.74%	85737	244	37	15.16%	85755	291	32	11.00%
85641	289	32	11.07%	85712	169	21	12.43%	85739	307	25	8.14%	85756	161	18	11.18%
85645	6	0	0.00%	85713	266	28	10.53%	85741	160	24	15.00%	85757	105	23	21.90%
85646	0	1	0.00%	85714	47	9	19.15%	85742	199	38	19.10%				
85653	120	29	24.17%	85715	153	21	13.73%	85743	233	40	17.17%				

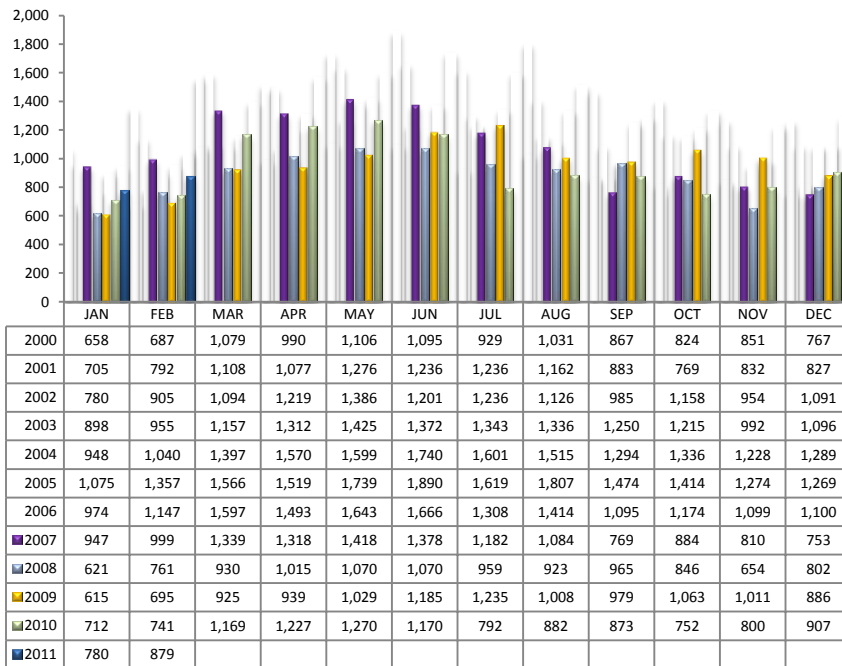
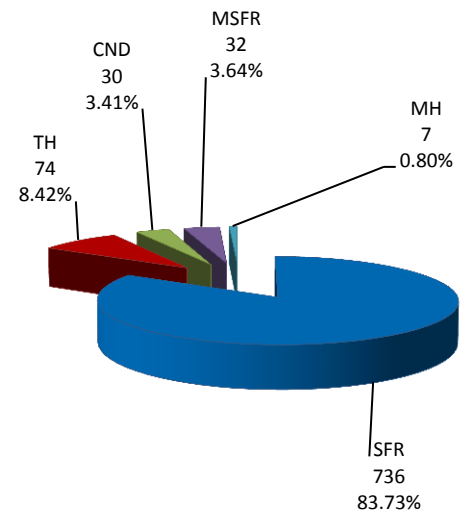
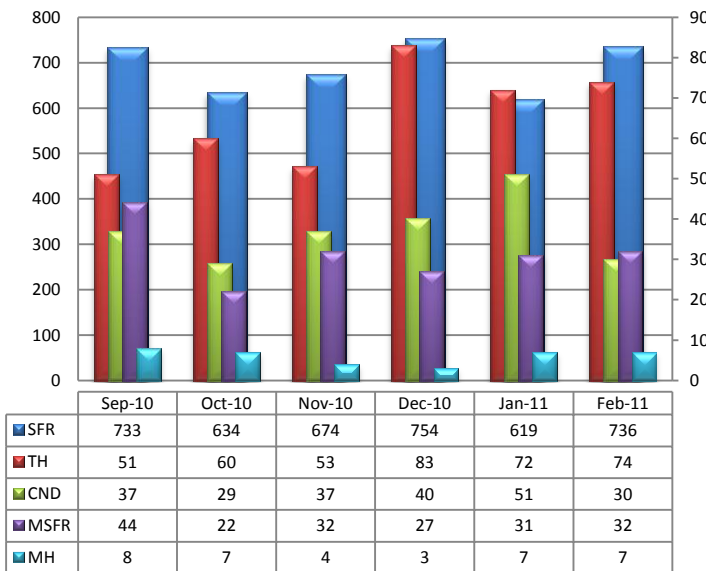
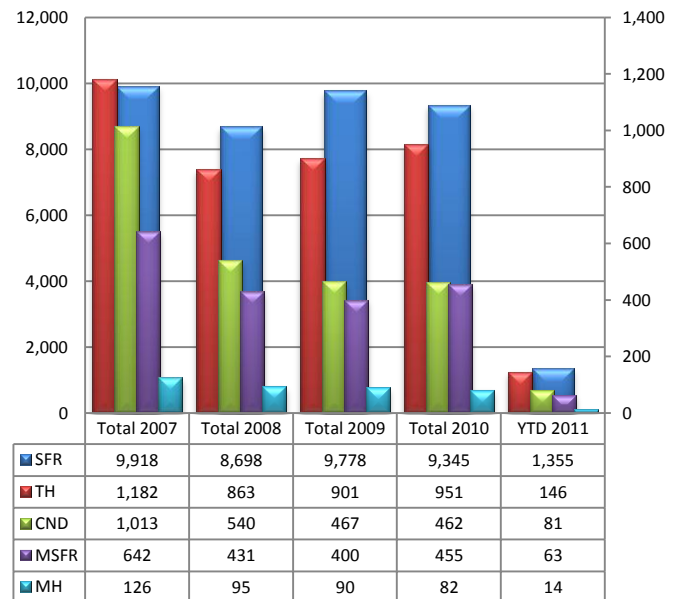
### NOTE:

85321- 1 active listing, 85535- 1 active listing, 85602-1 active listing, 85618- 1 active listing, 85621- 1 active listing, 85631- 1 active listing, 85637- 2 active listings, 85643- 1 active listing  
85648- 1 active listing, 85702- 1 active listing

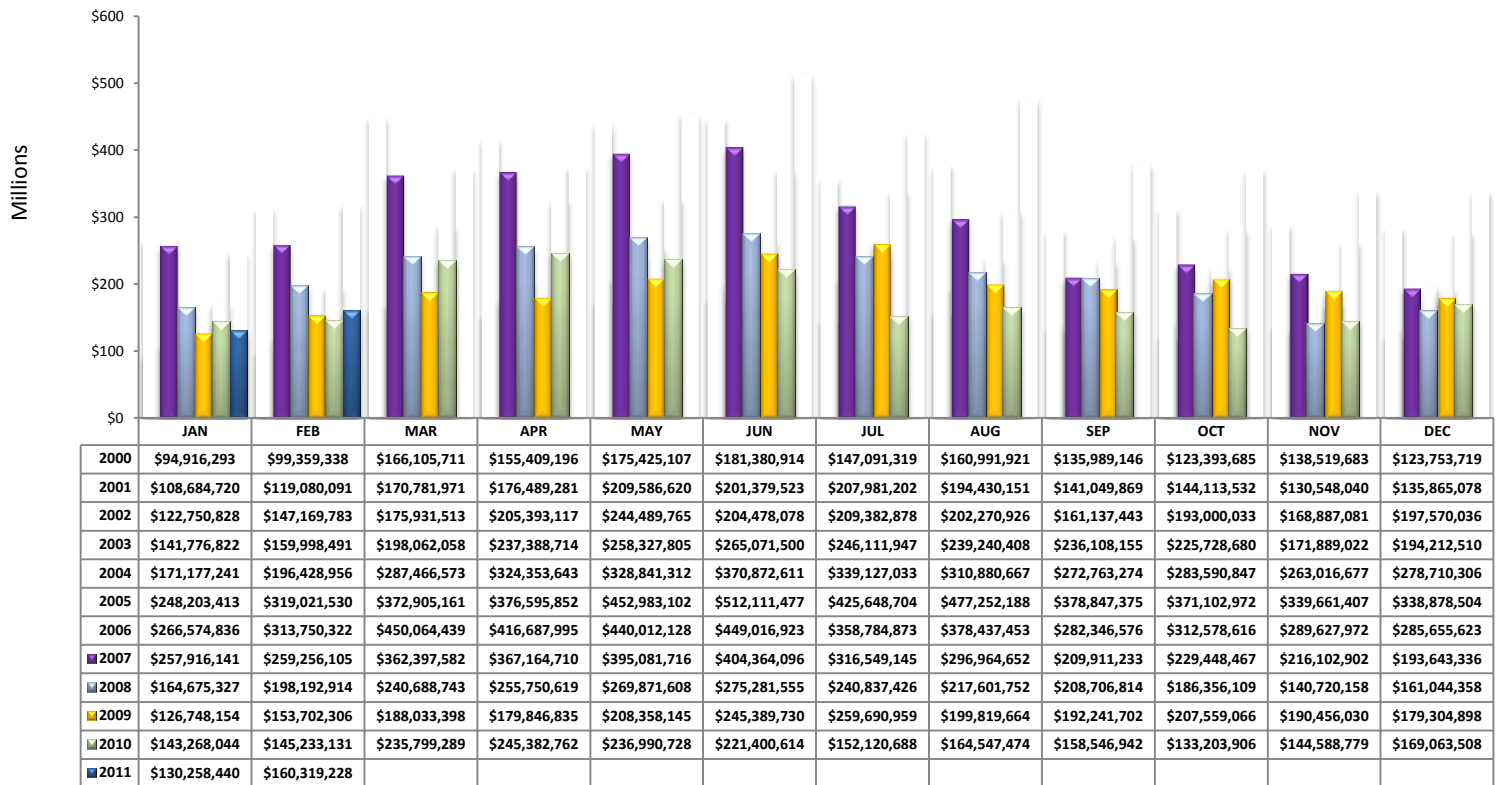
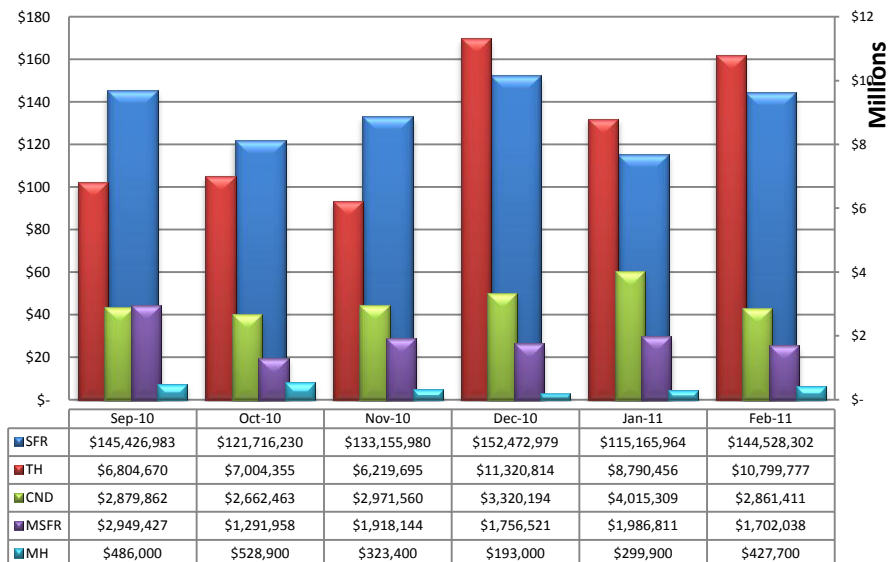
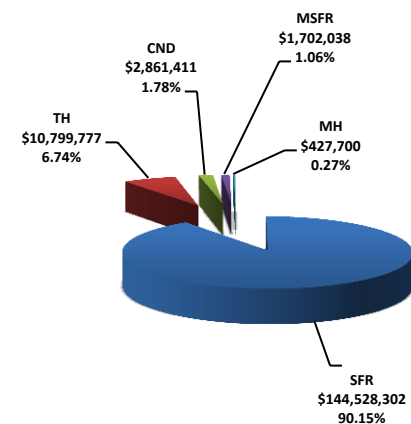
Residential Listing Statistics							Active Listings		Days on Market		
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold		
Under \$29,999	44	18	3	16	81	18	N	727	0-30 Days	172	
\$30,000 to \$39,999	83	29	7	27	146	28	NE	372	31-60 Days	141	
\$40,000 to \$49,999	140	28	13	31	212	27	NW	1772	61 - 90 Days	154	
\$50,000 to \$59,999	162	36	12	34	244	21	XNW	104	91-120 Days	129	
\$60,000 to \$69,999	237	52	22	35	346	32	C	869	121 - 180 Days	142	
\$70,000 to \$79,999	226	57	16	45	344	32	E	417	Over 180 Days	141	
\$80,000 to \$89,999	285	73	25	35	418	44	S	419	Avg. Days on Market		
\$90,000 to \$99,999	302	63	34	57	456	42	SE	529	107		
\$100,000 to \$119,999	537	144	37	62	780	105	SW	486	Avg. Sold Price		
\$120,000 to \$139,999	598	139	49	69	855	101	XSW	334	\$182,388		
\$140,000 to \$159,999	492	101	31	59	683	69	XS	501	Avg. Median Price		
\$160,000 to \$179,999	473	63	24	50	610	50	W	362	\$137,000		
\$180,000 to \$199,999	389	72	21	46	528	51	XW	38	New Listings		
\$200,000 to \$249,999	731	96	28	60	915	93	XNE	17	1,487		
\$250,000 to \$299,999	483	50	15	41	589	48	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	609	63	15	43	730	50	N	79	\$29,803,126		
\$400,000 to \$499,999	362	25	5	21	413	34	NE	37	\$9,068,884		
\$500,000 to \$749,999	436	31	3	13	483	23	NW	246	\$53,408,223		
\$750,000 to \$999,999	164	5	2	4	175	7	XNW	11	\$1,173,393		
\$1,000,000 and over	194	12	1	4	211	4	C	91	\$12,334,503		
							E	55	\$8,273,549		
							S	64	\$4,969,081		
							SE	77	\$11,377,852		
							SW	76	\$7,626,882		
							XSW	33	\$4,174,197		
							XS	67	\$11,255,803		
							W	38	\$6,188,335		
Totals	6,947	1,157	363	752	9,219	879	XW	5	\$665,400		
							XNE	0	\$0		
	Feb-11	Feb-10	% Change	YTD 2011	YTD 2010	% Change	Total Volume		\$160,319,228		
Home Sales Volume	\$160,319,228	\$145,233,131	10.39%	\$290,577,668	\$290,264,439	0.11%	<div><div>Types of Financing</div><div>Totals</div><div>FHA</div><div>195</div><div>VA</div><div>55</div><div>Conventional</div><div>261</div><div>Carryback</div><div>9</div><div>Cash to Loan</div><div>0</div><div>Cash</div><div>336</div><div>Other</div><div>23</div></div>				
Home Sales Units	879	741	18.62%	1,659	1,471	12.78%					
Average Sales Price (All Residential)	\$182,388	\$195,996	-6.94%	\$174,693	\$197,325	-11.47%					
Median Sales Price	\$137,000	\$150,000	-8.67%	\$135,625	\$155,000	-12.50%					
Average Days on Market:	107	68	57.35%	108	70	54.29%					
Average List Price for Sold:	\$191,957	\$206,843	-7.20%	\$184,497	\$207,450	-11.06%					
SP/LP %	95.02%	94.76%		94.69%	95.12%						
Total Under Contract	2,272	1,417	60.34%								
Active Listings	6,947	6,739	3.09%								
New Listings	1,487	2,104	-29.33%								

Types of Financing	Totals
FHA	195
VA	55
Conventional	261
Carryback	9
Cash to Loan	0
Cash	336
Other	23

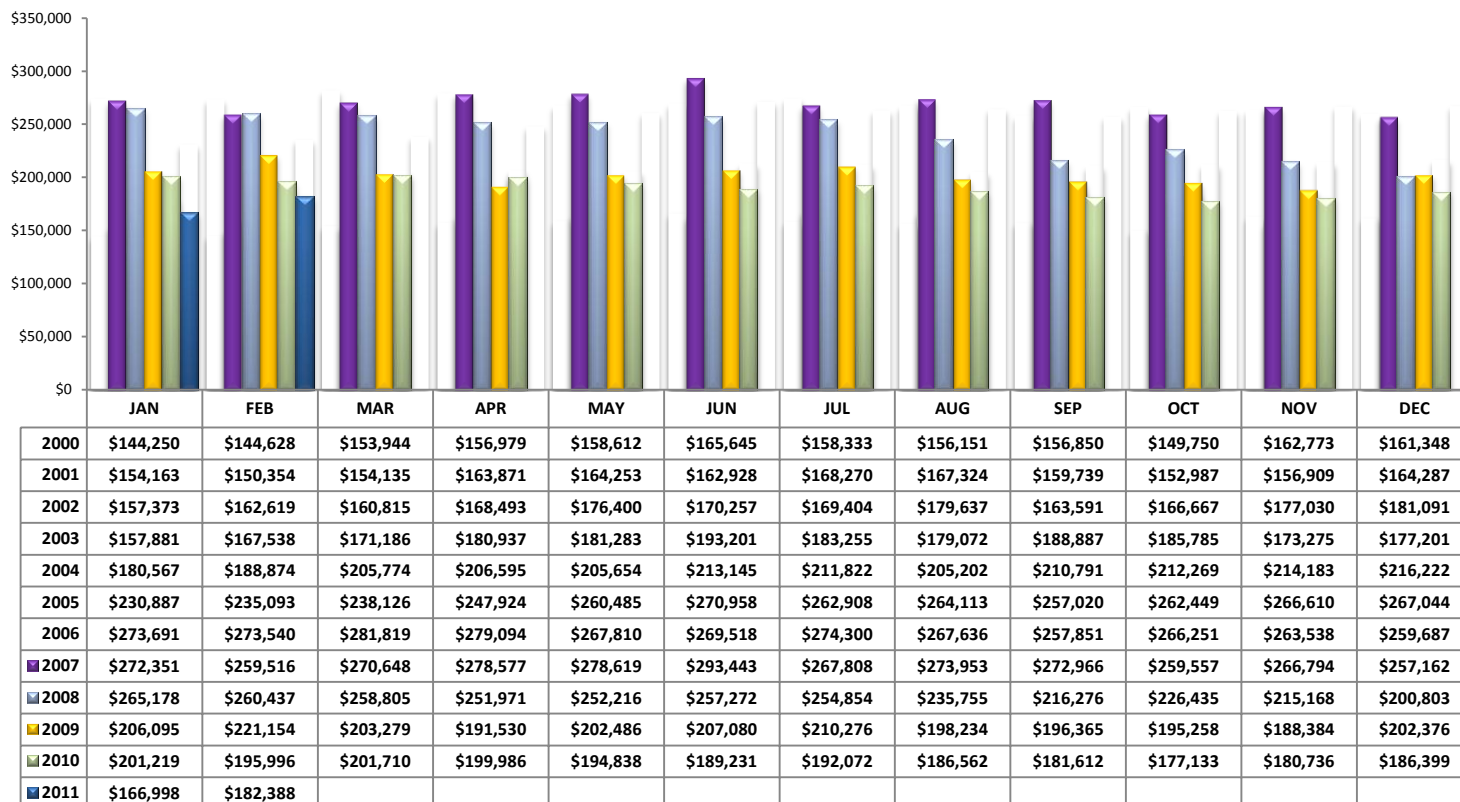
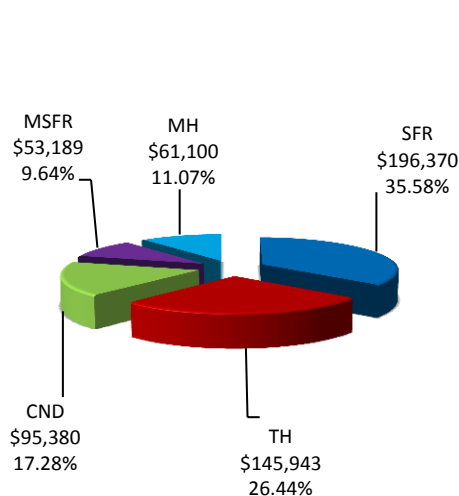
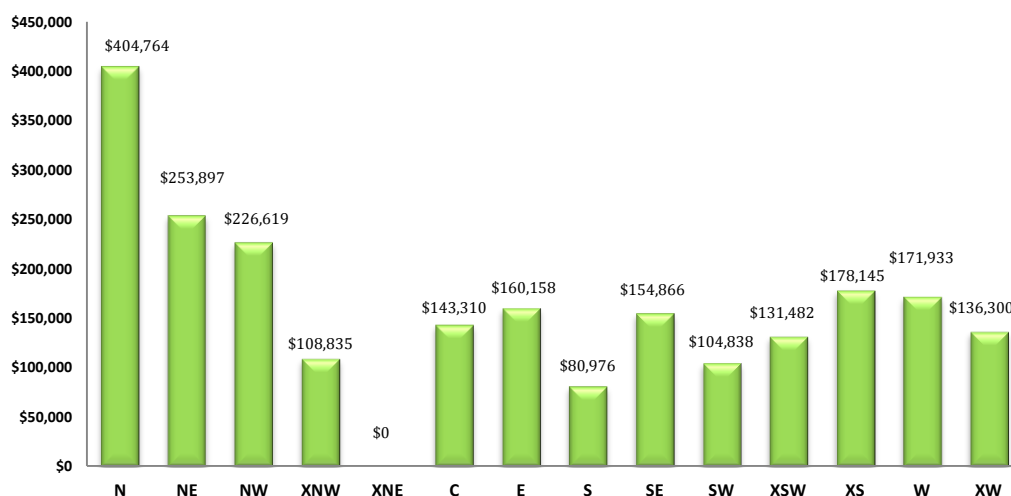
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**Total Unit Sales – February 2011****Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

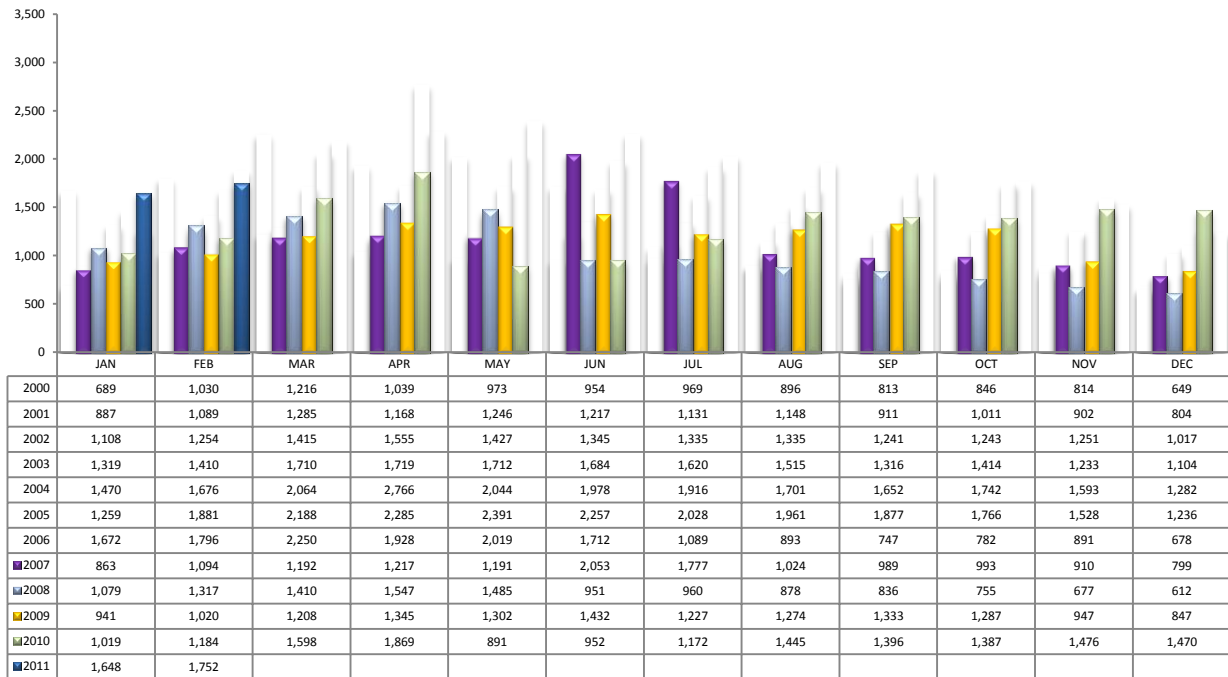
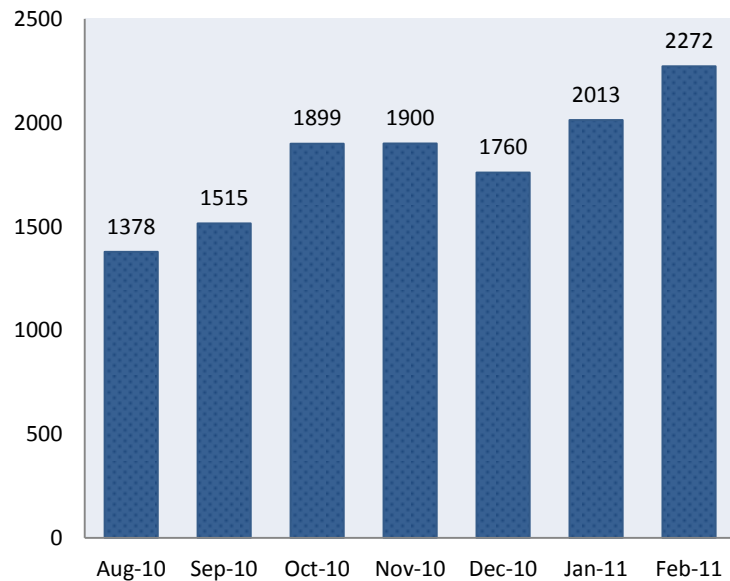
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**Total Sales Volume - February 2011****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

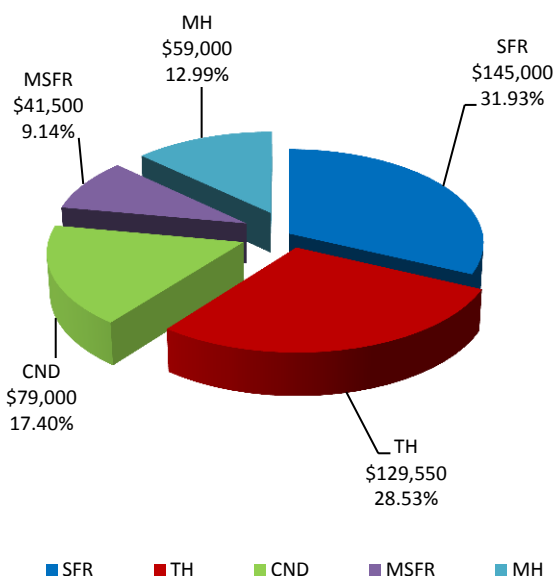
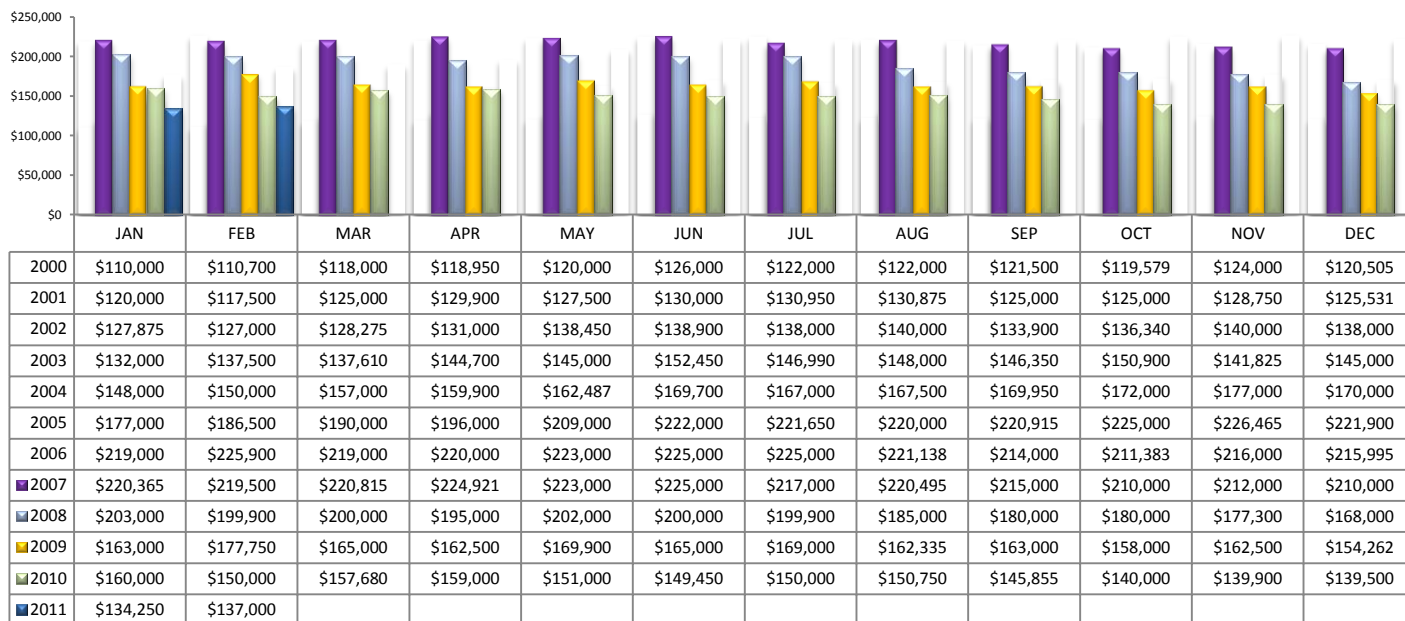
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**Average Sales Price – February 2011****Average Sales Price by Type – February 2011****Average "Listing" Price per Area – February 2011**

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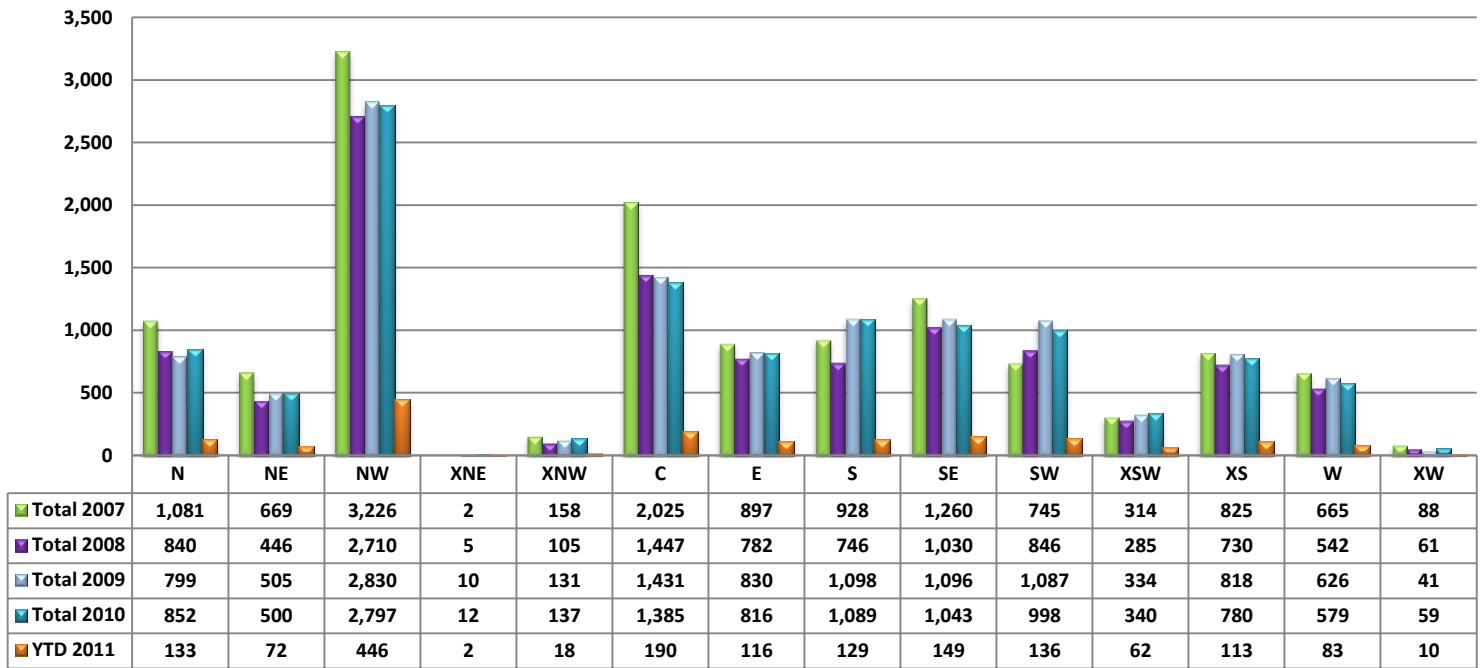
**Newly Under Contract During The Month****Total Listings Still Under Contract At The End of The Month**

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

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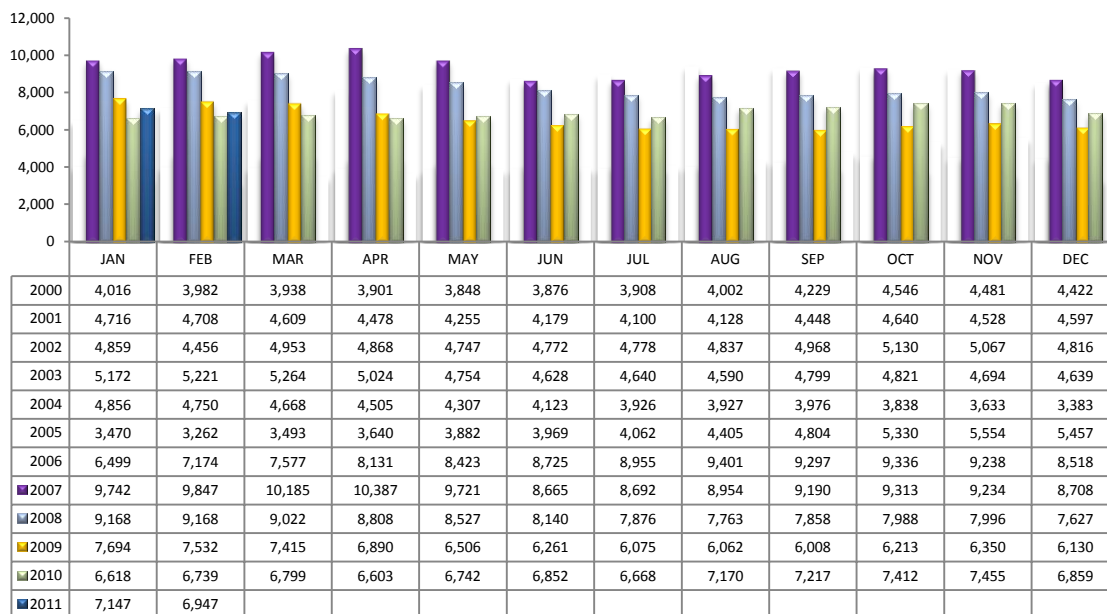
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$221,302	\$291,054	\$621,100	\$653,700	\$377,255
NE	\$84,803	\$186,742	\$331,160	\$851,000	\$245,105
NW	\$188,474	\$182,530	\$290,069	\$343,809	\$217,107
XNW	\$60,000	\$65,514	\$218,264	\$0	\$106,672
C	\$132,100	\$119,602	\$206,892	\$140,000	\$135,544
E	\$73,175	\$145,229	\$138,205	\$1,120,000	\$150,428
S	\$26,644	\$75,812	\$111,200	\$140,000	\$77,642
SE	\$120,505	\$121,092	\$190,821	\$313,000	\$147,764
SW	\$95,096	\$87,622	\$110,178	\$161,250	\$100,354
XSW	\$125,878	\$118,143	\$150,667	\$0	\$126,491
XS	\$170,588	\$164,933	\$156,912	\$265,488	\$167,997
W	\$146,662	\$116,547	\$262,678	\$320,000	\$162,851
XW	\$0	\$175,000	\$70,200	\$0	\$133,080
XNE	\$0	\$0	\$0	\$0	\$0

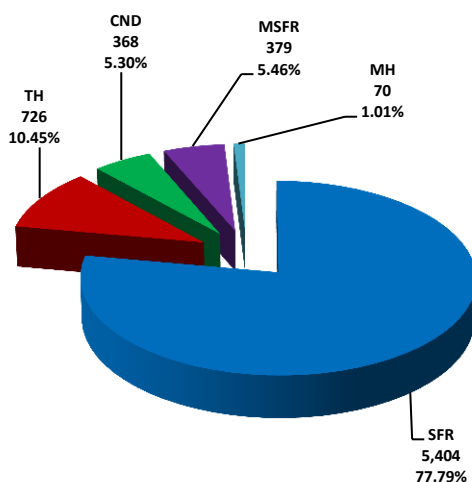
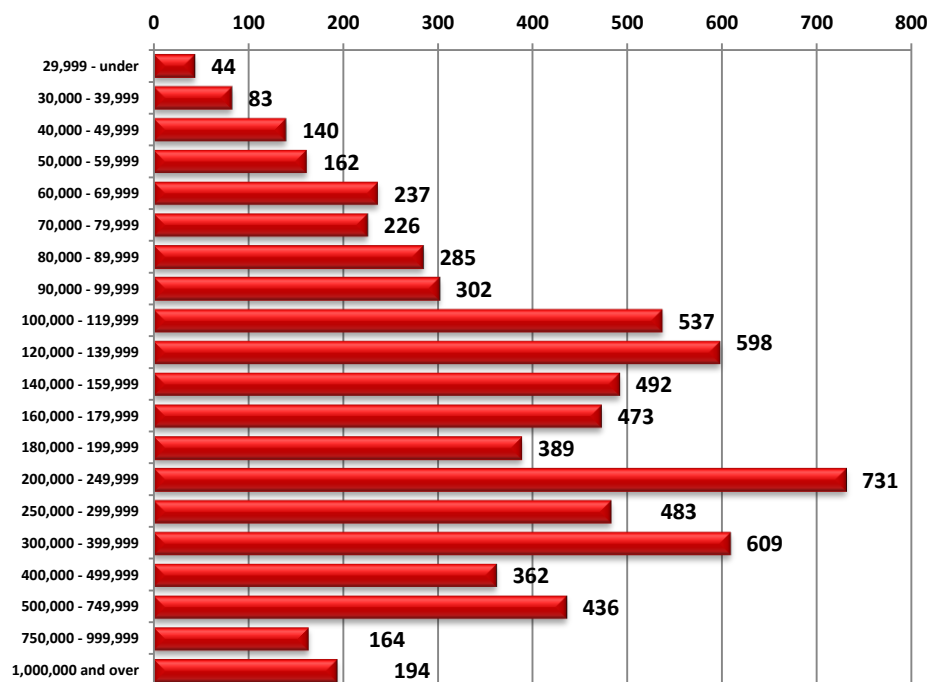
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	23	31	20	5	79
NE	8	12	16	1	37
NW	47	128	60	11	246
XNW	1	7	3	0	11
C	29	48	12	2	91
E	8	30	16	1	55
S	9	40	14	1	64
SE	6	45	24	2	77
SW	10	40	20	6	76
XSW	23	7	3	0	33
XS	17	23	24	3	67
W	8	20	9	1	38
XW	0	3	2	0	5
XNE	0	0	0	0	0

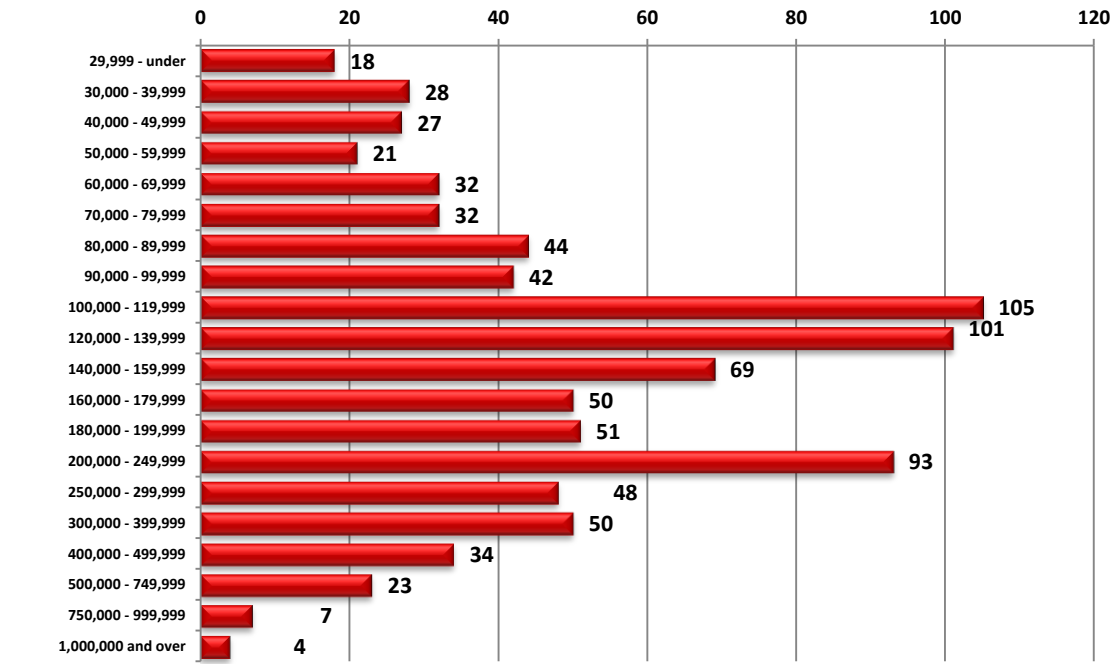
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**Active Listings - February 2011**

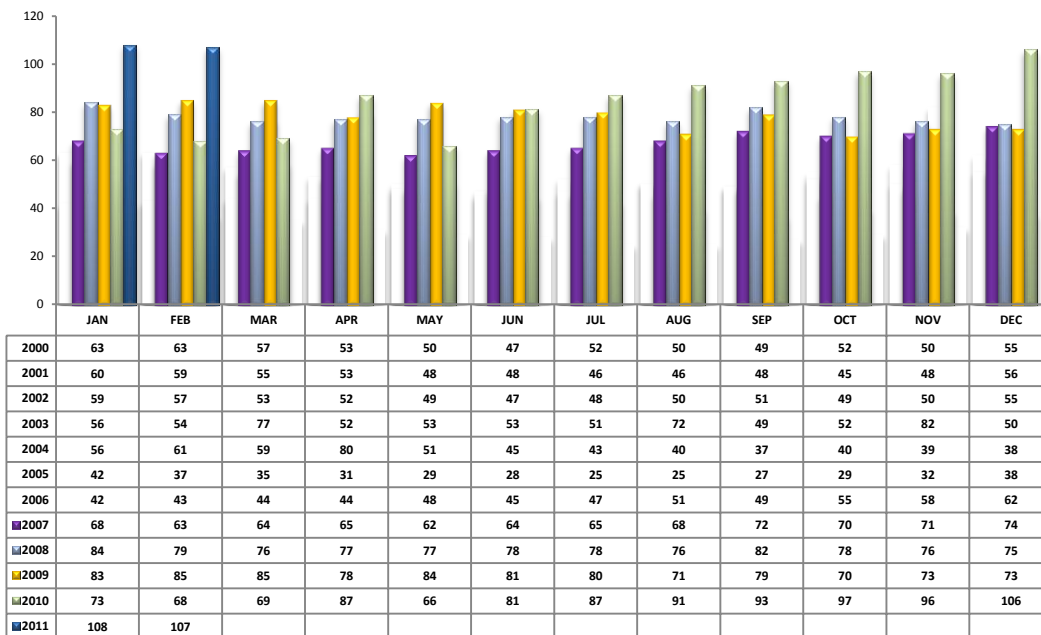
Area	# of Listings
N	727
NE	372
NW	1772
XNE	17
XNW	104
C	869
E	417
S	419
SE	529
SW	486
XSW	334
XS	501
W	362
XW	38

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

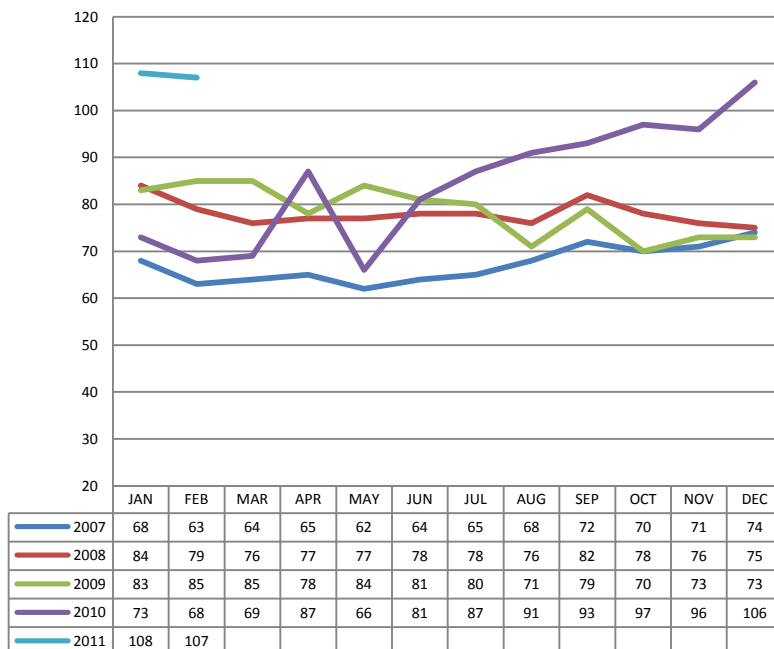
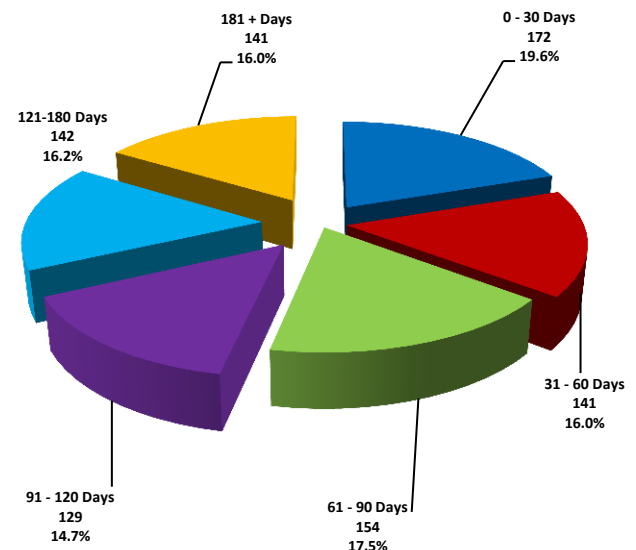
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**Sold Price Breakdown**

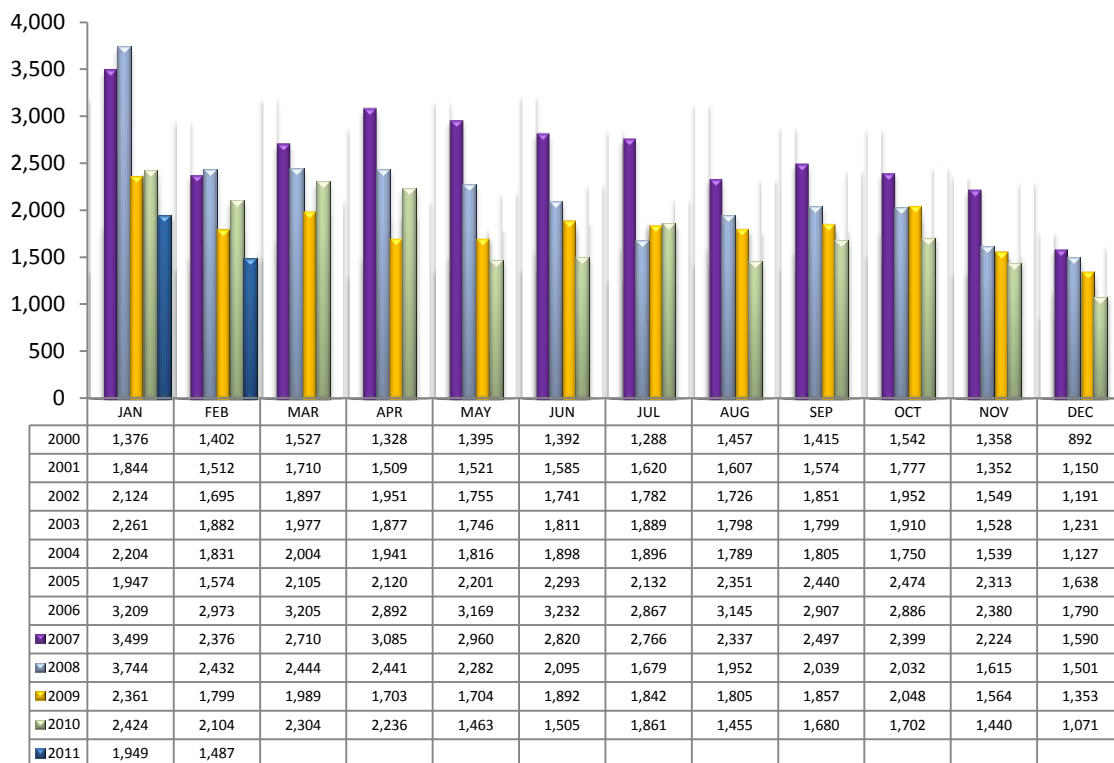
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**Average Days on Market/Listing - February 2011**

Area	Avg. DOM
N	111
NE	130
NW	115
XNE	N/A
XNW	51
C	98
E	103
S	87
SE	107
SW	106
XSW	78
XS	127
W	93
XW	79

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

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**New Listings – February 2011**

Area	# of Listings
N	140
NE	83
NW	355
XNE	4
XNW	21
C	202
E	97
S	119
SE	140
SW	96
XSW	55
XS	86
W	80
XW	9

\*Includes properties that were re-listed

**Misc. MLS Information – February 2011**

Month	Expired	Cancelled	Temp Off Mkt.
May 2010	391	83	N/A
June 2010	419	522	75
July 2010	384	556	91
Aug 2010	396	551	55
Sept 2010	423	521	88
Oct 2010	456	517	103
Nov 2010	320	432	60
Dec 2010	707	486	64
Jan 2011	401	577	76
Feb 2011	350	453	85

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