

**For Immediate  
Release:**  
**August 9, 2011**

**CONTACT:**  
**Greg Hollman**  
**MLS President**  
**(520) 577-7433**

**Philip Tedesco, RCE, CAE**  
**CEO, TAR & MLS**  
**(520) 327-4218**

# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics July 2011**

Below are some highlights from the July Statistics:

- Total Sales Volume dipped a little this month by 11.27%, but is up 27.93% from July 2010.
- Average Sales Price increased by 3.57% from June.
- The Average List Price of \$181,603 is up 4.21% from June's number of \$174,262.
- Total Unit Sales decreased 14.33% from June, but increased 41.92% from July 2010.
- Median Sales Price decreased slightly to \$125,000.
- Active Listings showed a slight decrease of 2.77% from June.



#### **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



*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.*

## July 2011 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
July	\$194,610,823	\$152,120,688	27.93%
June	\$219,330,275	\$221,400,614	-0.94%
Month % Change	-11.27%	-31.29%	

### Average Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
July	\$173,141	\$192,072	-9.86%
June	\$167,172	\$189,231	-11.66%
Month % Change	3.57%	1.50%	

### Average List Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
July	\$181,603	\$202,792	-10.45%
June	\$174,262	\$198,791	-12.34%
Month % Change	4.21%	2.01%	

### Total Under Contract

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
July	2,009	990	102.93%
June	2,163	1,145	88.91%
Month % Change	-7.12%	-13.54%	

### Total Unit Sales

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
July	1,124	792	41.92%
June	1,312	1,170	12.14%
Month % Change	-14.33%	-32.31%	

### Median Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
July	\$125,000	\$150,000	-16.67%
June	\$126,000	\$149,450	-15.69%
Month % Change	-0.79%	0.37%	

### New Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
July	1,101	1,861	-40.84%
June	1,272	1,505	-15.48%
Month % Change	-13.44%	23.65%	

### Active Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
July	5,412	6,668	-18.84%
June	5,566	6,852	-18.77%
Month % Change	-2.77%	-2.69%	

## July 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	1	16.67%	85653	104	17	16.35%	85715	106	15	14.15%	85743	197	50	25.38%
85611	2	0	0.00%	85658	162	18	11.11%	85716	149	26	17.45%	85745	188	46	24.47%
85614	224	21	9.38%	85701	23	3	13.04%	85718	282	40	14.18%	85746	121	44	36.36%
85619	25	0	0.00%	85704	180	32	17.78%	85719	104	32	30.77%	85747	139	33	23.74%
85622	74	5	6.76%	85705	110	30	27.27%	85730	175	44	25.14%	85748	120	19	15.83%
85623	3	0	0.00%	85706	131	41	31.30%	85735	64	10	15.63%	85749	167	12	7.19%
85629	153	46	30.07%	85710	247	57	23.08%	85736	36	5	13.89%	85750	267	42	15.73%
85641	253	55	21.74%	85711	156	43	27.56%	85737	195	28	14.36%	85755	192	37	19.27%
85645	3	2	66.67%	85712	139	32	23.02%	85739	227	36	15.86%	85756	106	37	34.91%
85646	0	0	0.00%	85713	217	47	21.66%	85741	106	41	38.68%	85757	72	26	36.11%
85648	0	0	0.00%	85714	38	6	15.79%	85742	138	45	32.61%				

#### NOTE:

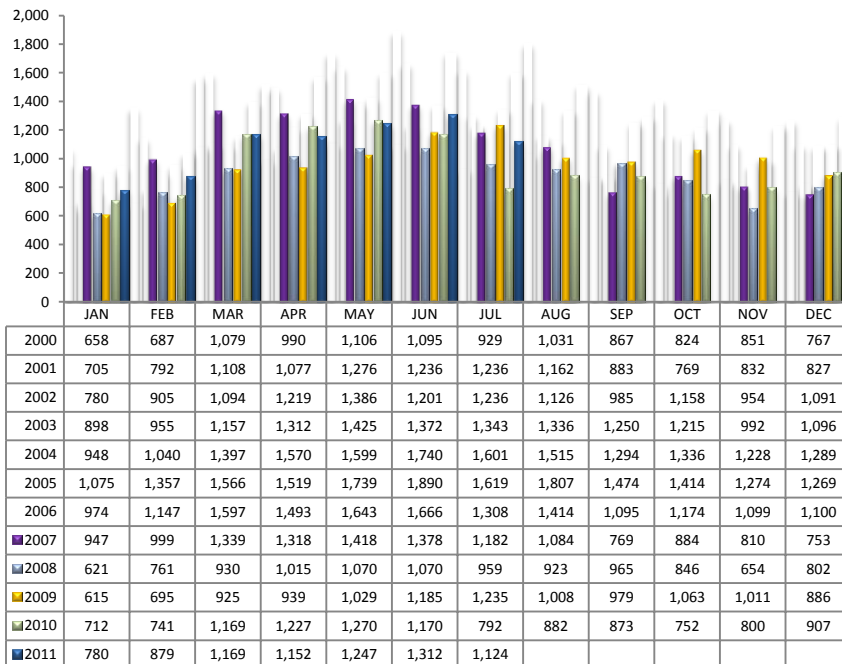
85321- 2 active listing, 85602-2 active listing, 85603- 1 active listing, 85621- 2 active listings, 85635- 1 active listing, 85637- 3 active listings

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	49	18	4	16	87	26	N	543	0-30 Days	455
\$30,000 to \$39,999	98	32	5	20	155	31	NE	327	31-60 Days	201
\$40,000 to \$49,999	157	30	8	24	219	50	NW	1337	61 - 90 Days	147
\$50,000 to \$59,999	172	52	19	18	261	39	XNE	25	91-120 Days	101
\$60,000 to \$69,999	172	45	19	22	258	49	XNW	81	121 - 180 Days	105
\$70,000 to \$79,999	199	69	22	27	317	42	C	680	Over 180 Days	115
\$80,000 to \$89,999	219	68	37	23	347	63	E	375	Avg. Days on Market 76	
\$90,000 to \$99,999	250	84	37	22	393	73	S	306		
\$100,000 to \$119,999	383	152	70	42	647	142	SE	453	Avg. Sold Price \$173,141	
\$120,000 to \$139,999	411	129	44	32	616	128	SW	329		
\$140,000 to \$159,999	348	102	30	33	513	91	XSW	263	Median Price \$125,000	
\$160,000 to \$179,999	369	75	30	29	503	64	XS	370		
\$180,000 to \$199,999	322	70	17	17	426	46	W	282	New Listings 1,101	
\$200,000 to \$249,999	517	80	33	30	660	101	XW	41		
\$250,000 to \$299,999	385	66	12	27	490	37	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	464	60	15	11	550	63	N	82	\$34,353,935	
\$400,000 to \$499,999	314	22	7	8	351	27	NE	35	\$9,508,260	
\$500,000 to \$749,999	294	17	5	7	323	36	NW	283	\$61,211,952	
\$750,000 to \$999,999	130	3	1	1	135	9	XNW	12	\$952,899	
\$1,000,000 and over	159	6	5	0	170	7	C	162	\$20,840,434	
							E	78	\$10,206,200	
							S	98	\$8,559,419	
							SE	108	\$16,454,629	
							SW	85	\$7,951,363	
							XSW	31	\$3,639,480	
							XS	74	\$10,290,424	
							W	72	\$10,334,928	
Totals	5,412	1,180	420	409	7,421	1,124	XW	4	\$306,900	
							XNE	0	\$0	
	July-11	July-10	% Change	YTD 2011	YTD 2010	% Change	Total Volume		\$194,610,823	
Home Sales Volume	\$194,610,823	\$152,120,688	27.93%	\$1,306,241,102	\$1,380,195,256	-5.36%	<div>Types of FinancingTotals</div> <div>FHA305</div> <div>VA106</div> <div>Conventional312</div> <div>Cash Owner13</div> <div>Lease Option1</div> <div>Cash353</div> <div>Other34</div>			
Home Sales Units	1,124	792	41.92%	7,663	7,081	8.22%				
Average Sales Price (All Residential)	\$173,141	\$192,072	-9.86%	\$170,866	\$196,436	-13.02%				
Median Sales Price	\$125,000	\$150,000	-16.67%	\$126,270	\$153,876	-17.94%				
Average Days on Market:	76	87	-12.64%	79	76	3.95%				
Average List Price for Sold:	\$181,603	\$202,792	-10.45%	\$179,690	\$205,391	-12.51%				
SP/LP %	95.34%	94.71%		95.09%	95.64%					
Total Under Contract	2,009	990	102.93%							
Active Listings	5,412	6,668	-18.84%							
New Listings	1,101	1,861	-40.84%							

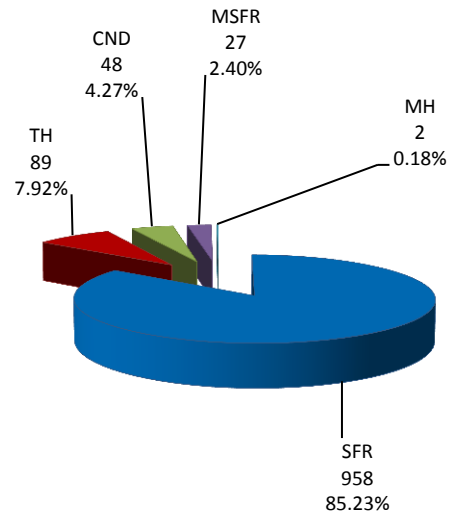
Types of Financing	Totals
FHA	305
VA	106
Conventional	312
Cash Owner	13
Lease Option	1
Cash	353
Other	34

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 nor is in any way responsible for its accuracy.

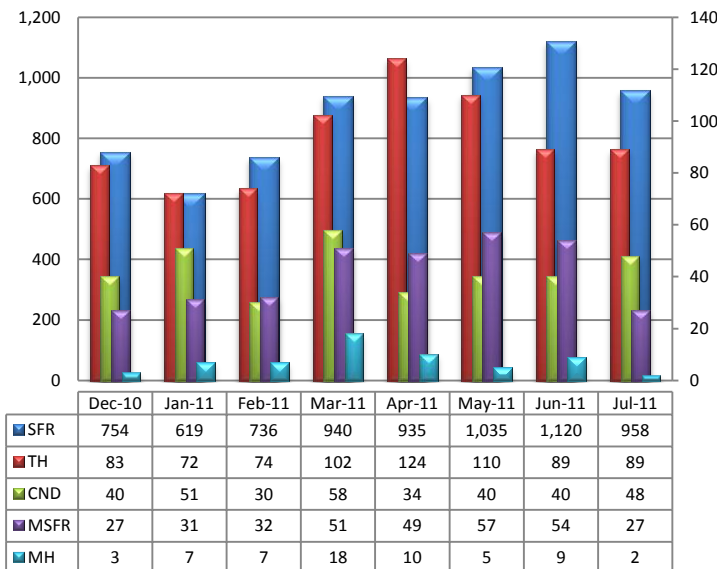
### Total Unit Sales – July 2011



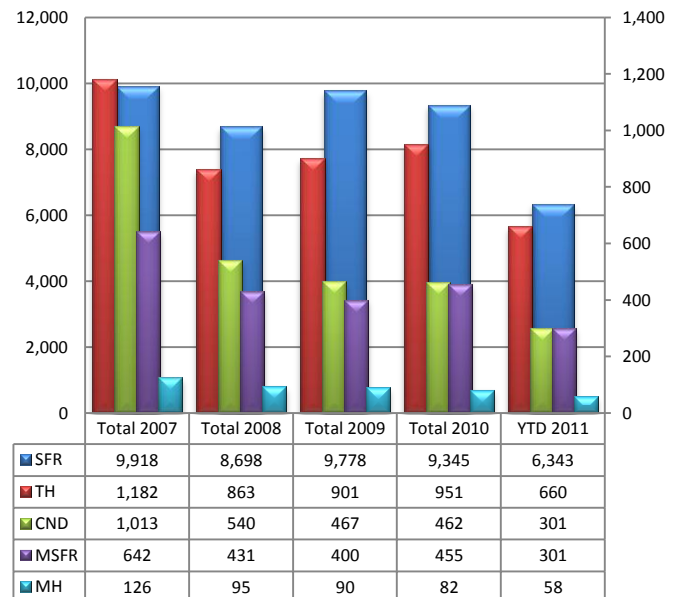
### Unit Sales – Breakdown by Type



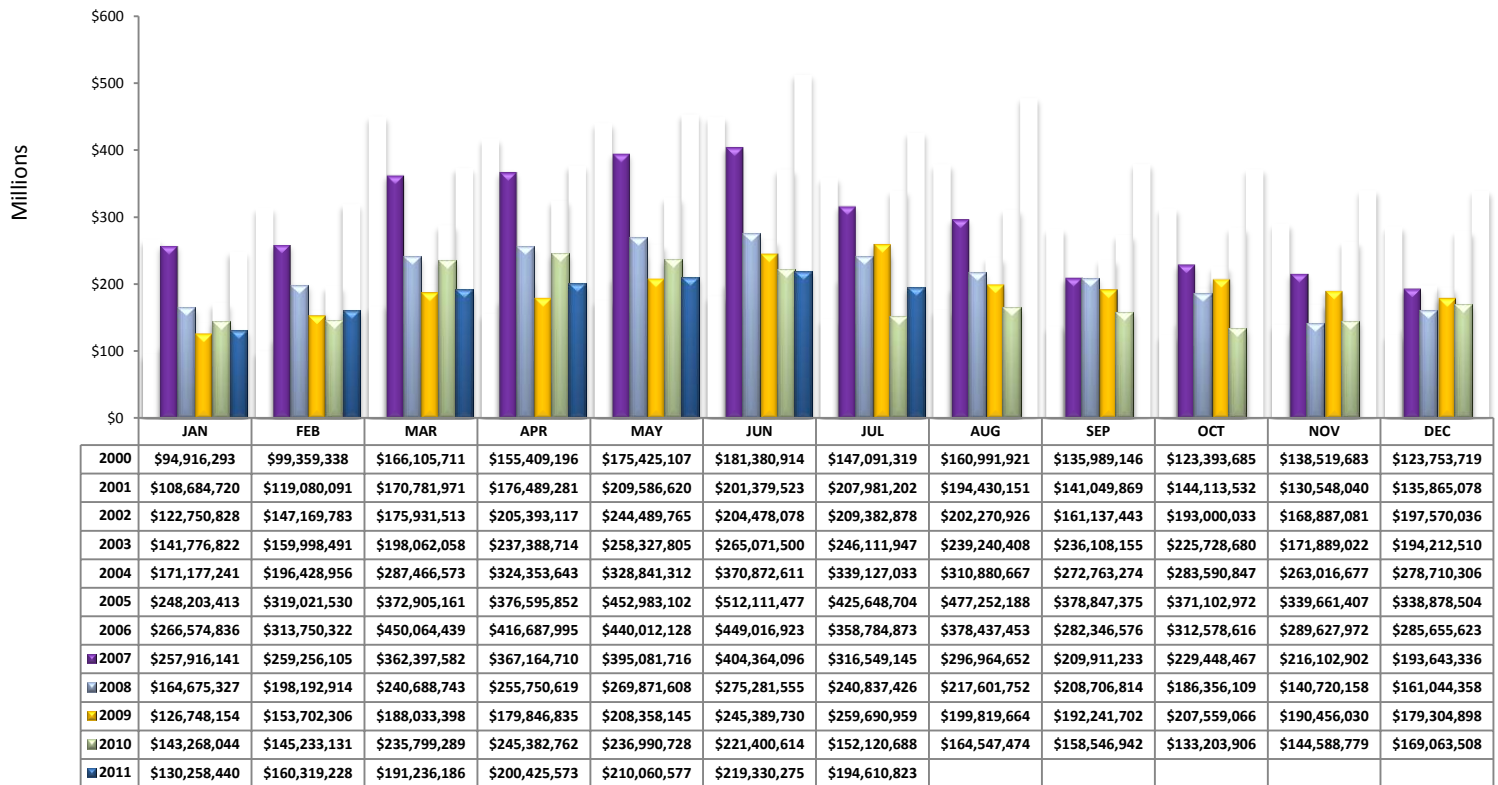
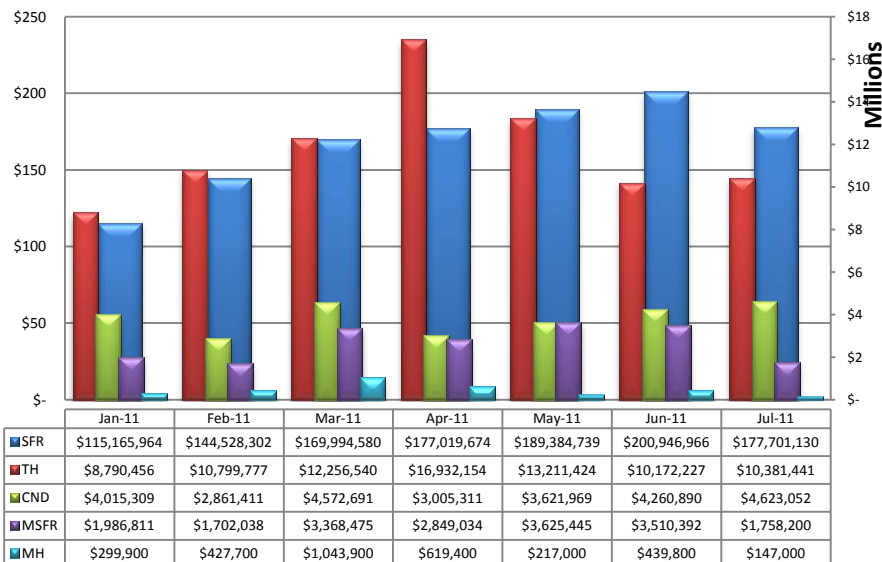
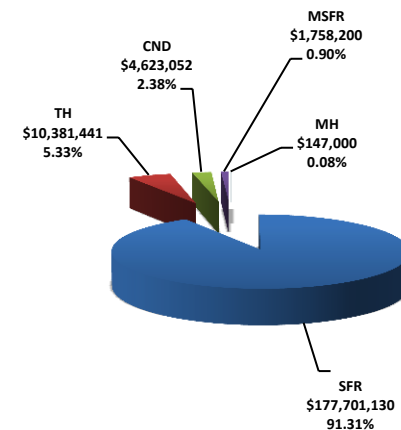
### Total Unit Sales By Type - Monthly Comparison



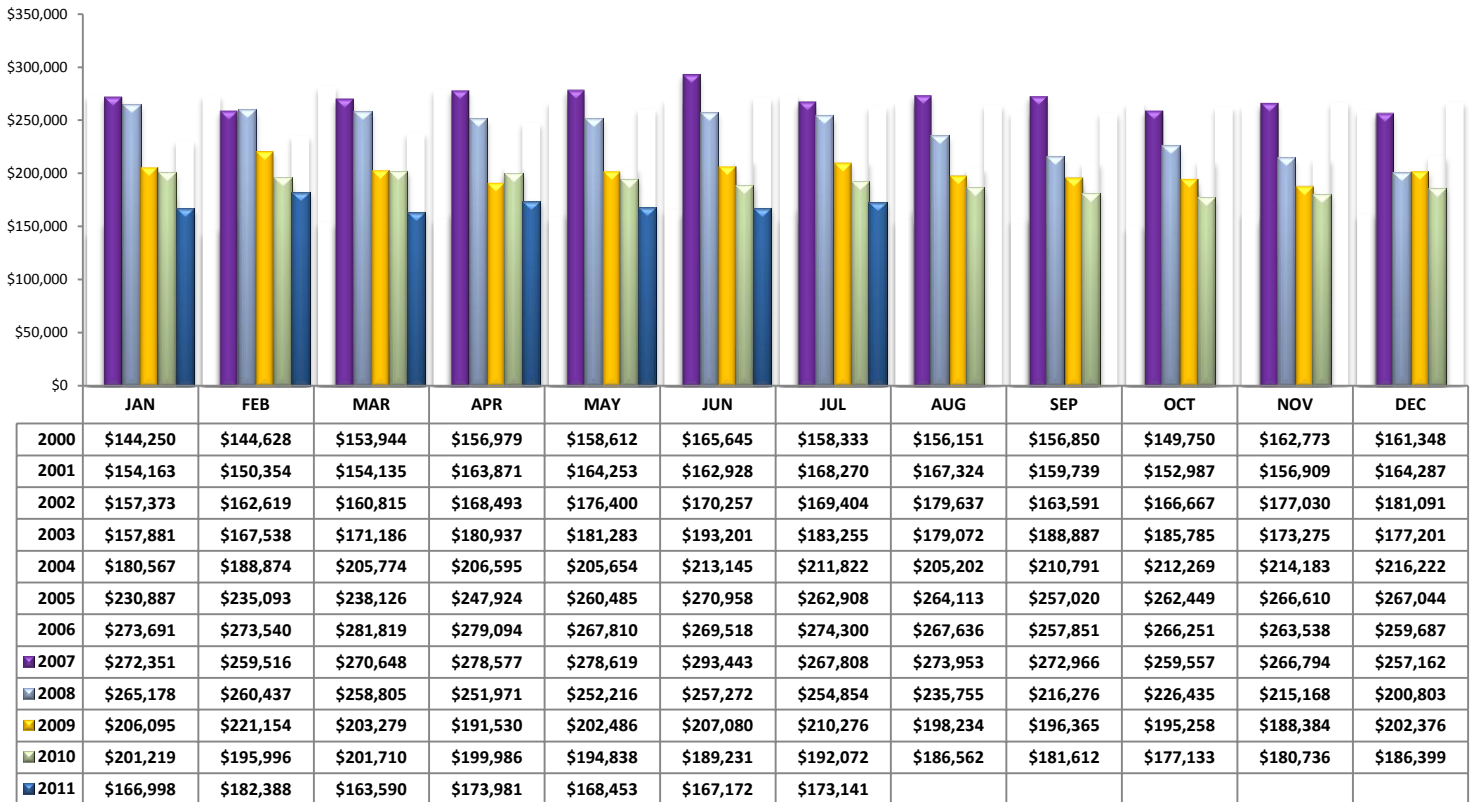
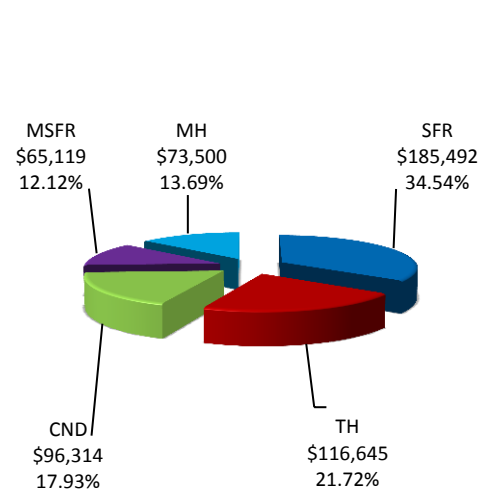
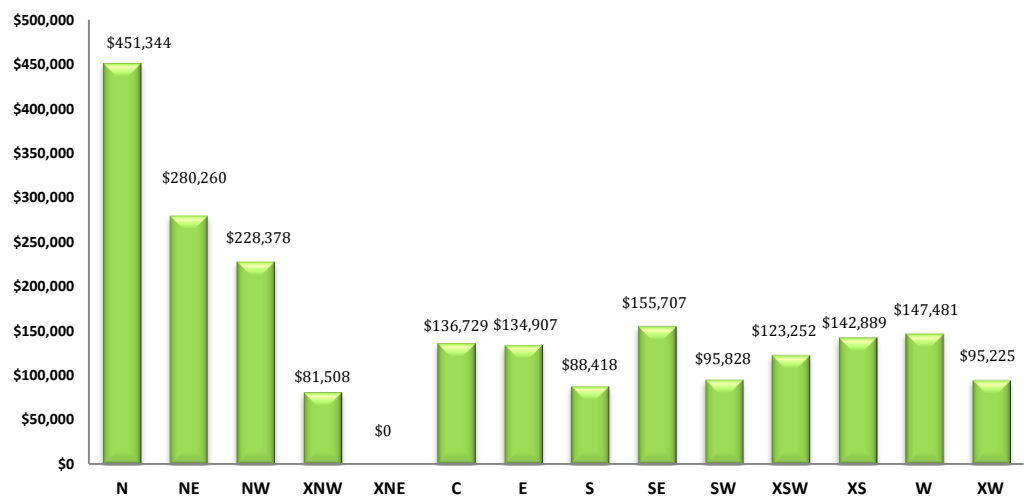
### YTD Annual Comparison – Breakdown by Type



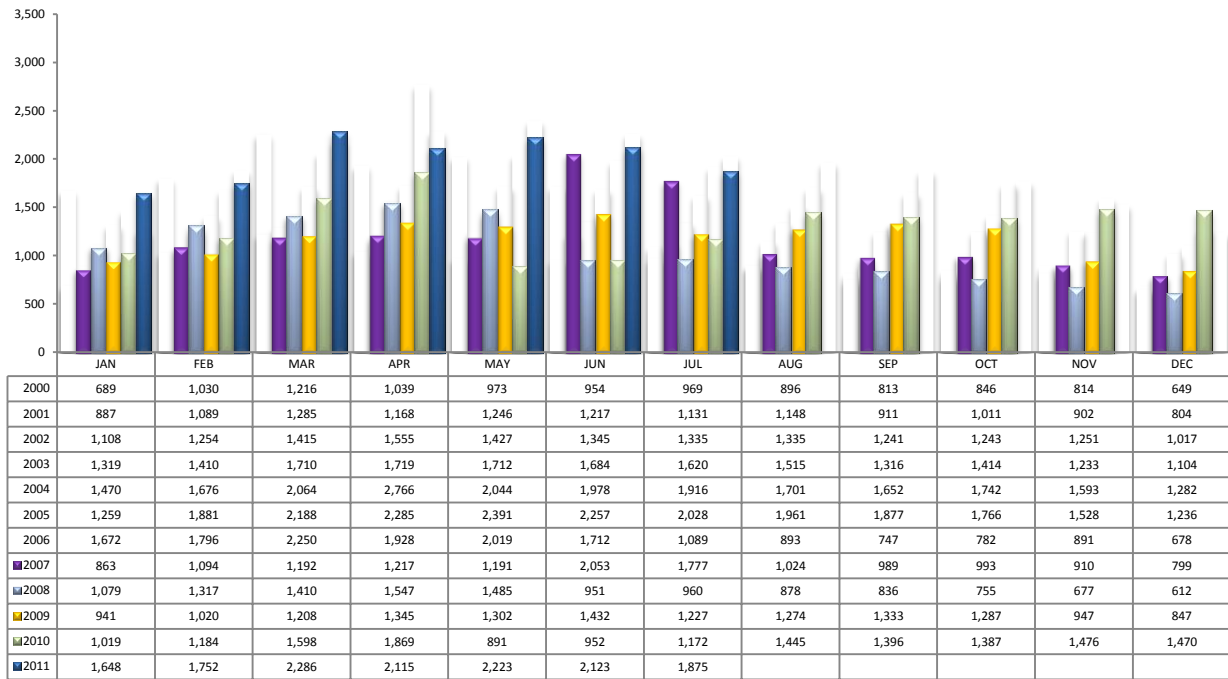
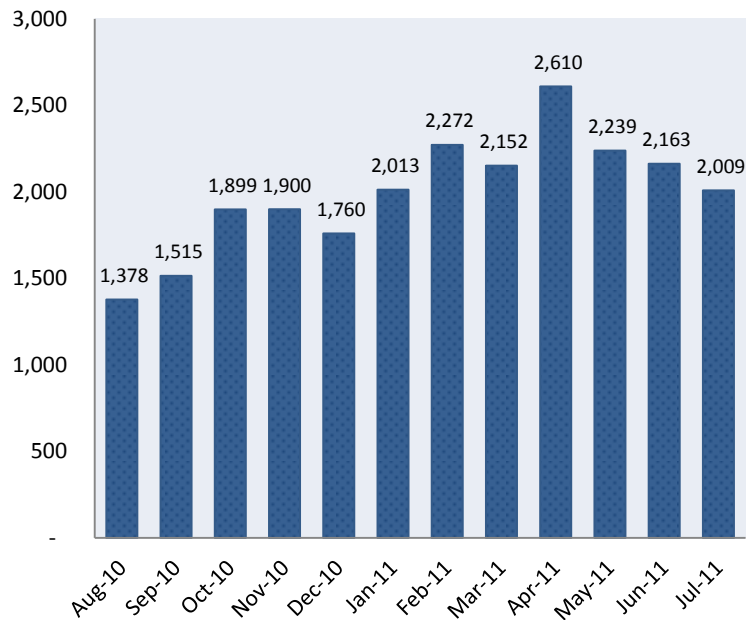
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

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

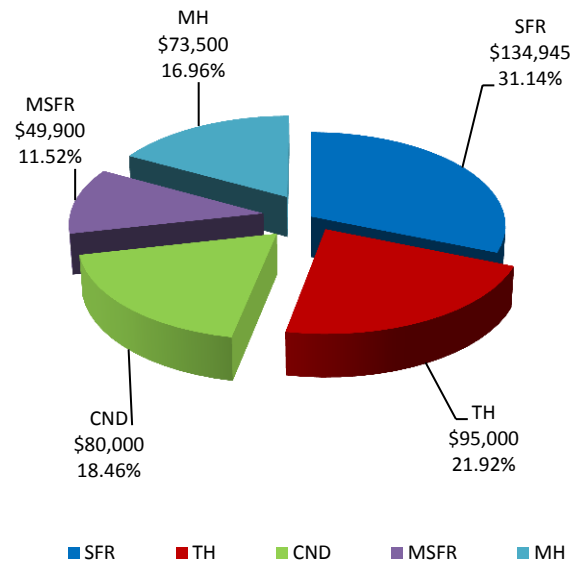
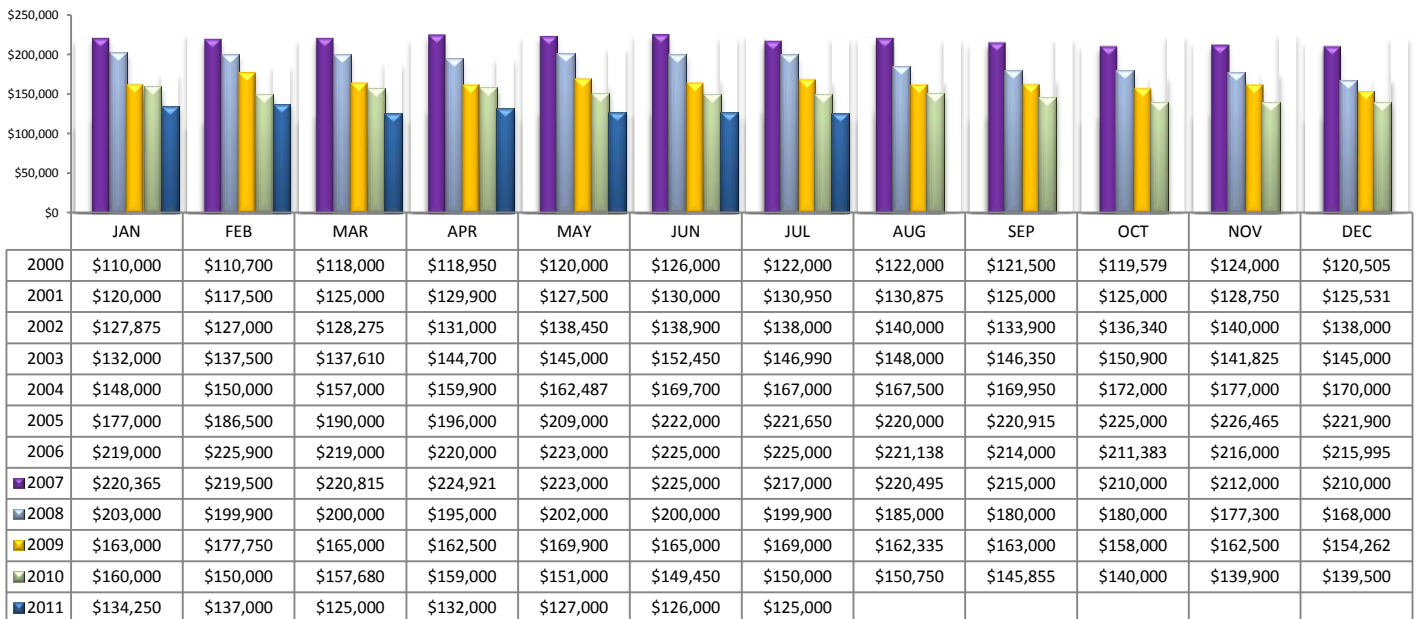
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

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

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.

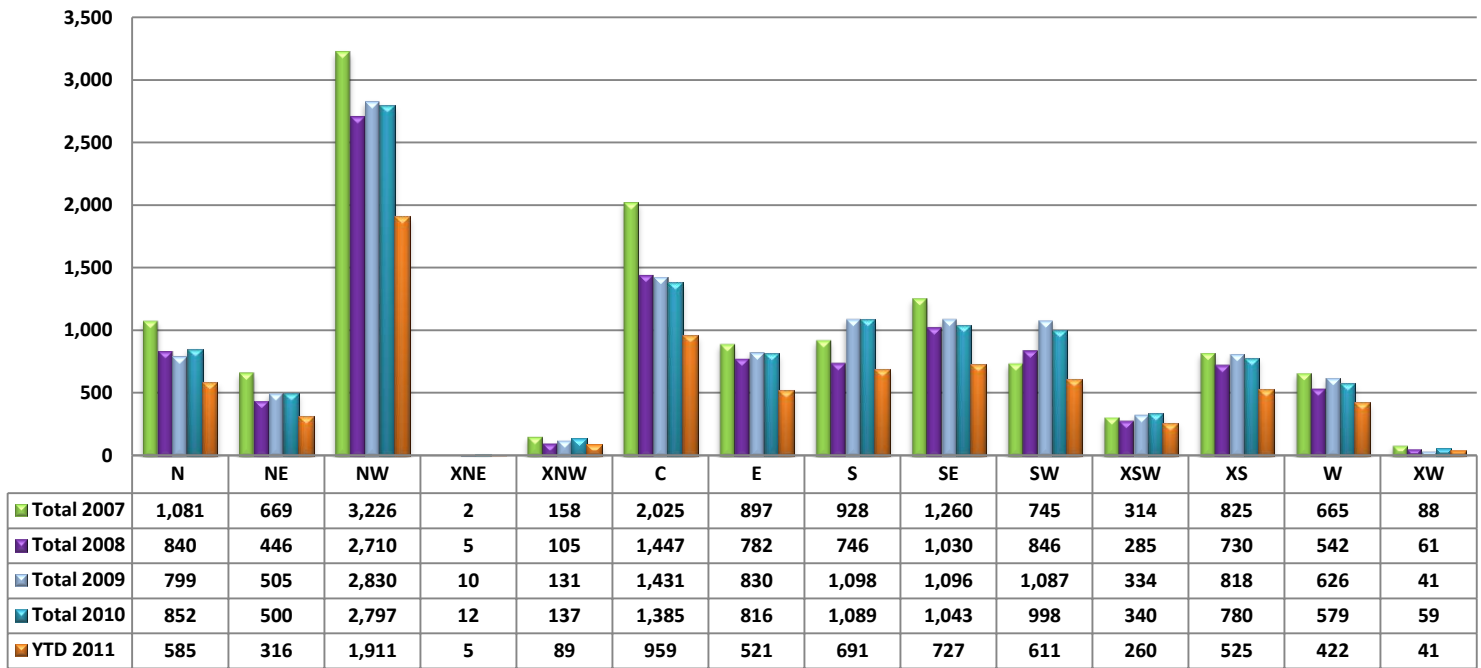
**Newly Under Contract During The Month****Total Listings Still Under Contract At The End of The Month**

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.

**Median Sale Price - by Type****Median Sale Price - July 2011**

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.



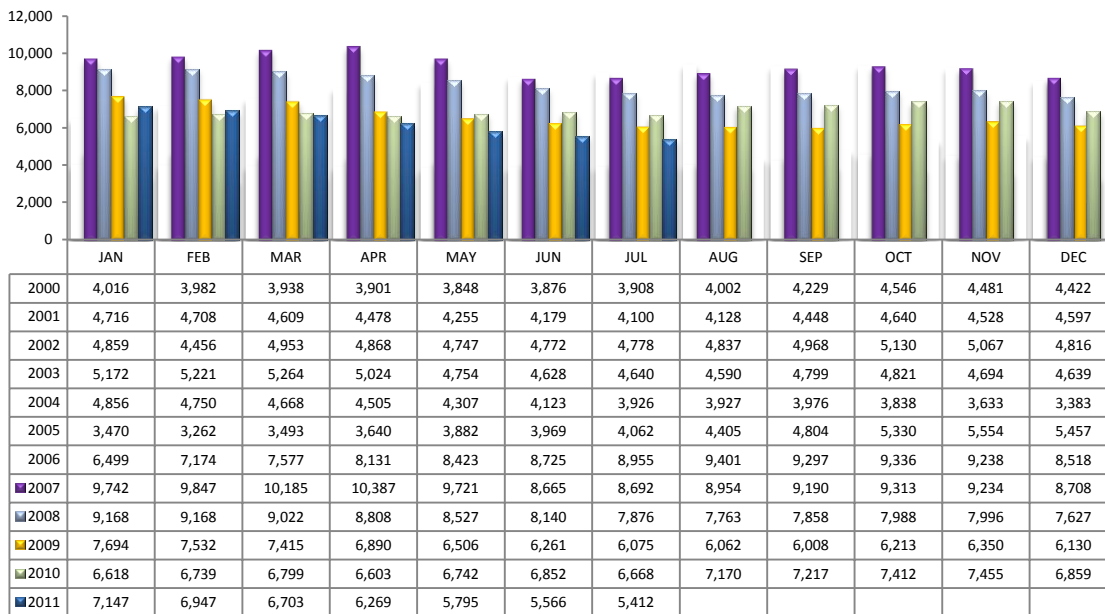
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$148,543	\$314,187	\$565,300	\$901,857	\$418,950
NE	\$103,400	\$242,638	\$320,690	\$475,538	\$271,665
NW	\$178,283	\$193,398	\$247,578	\$325,695	\$216,297
XNW	\$37,633	\$87,633	\$104,733	\$0	\$79,408
C	\$101,210	\$124,492	\$194,776	\$260,300	\$128,645
E	\$71,400	\$110,599	\$155,566	\$534,250	\$130,849
S	\$39,250	\$83,731	\$112,522	\$50,000	\$87,341
SE	\$75,629	\$135,363	\$188,170	\$217,667	\$152,358
SW	\$59,360	\$90,233	\$104,461	\$194,500	\$93,545
XSW	\$108,631	\$116,754	\$119,400	\$240,000	\$117,403
XS	\$120,693	\$122,277	\$161,173	\$192,000	\$139,060
W	\$52,463	\$140,334	\$220,629	\$500,000	\$143,541
XW	\$74,000	\$58,900	\$100,000	\$0	\$76,725
XNE	\$0	\$0	\$0	\$0	\$0

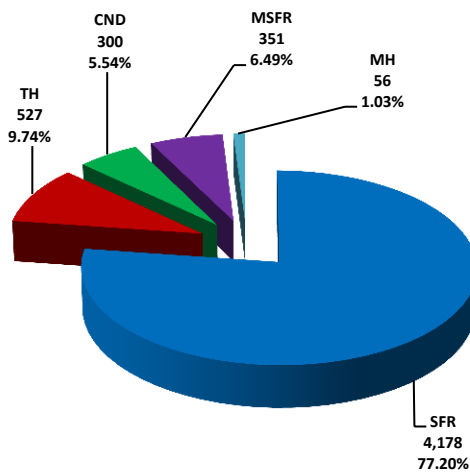
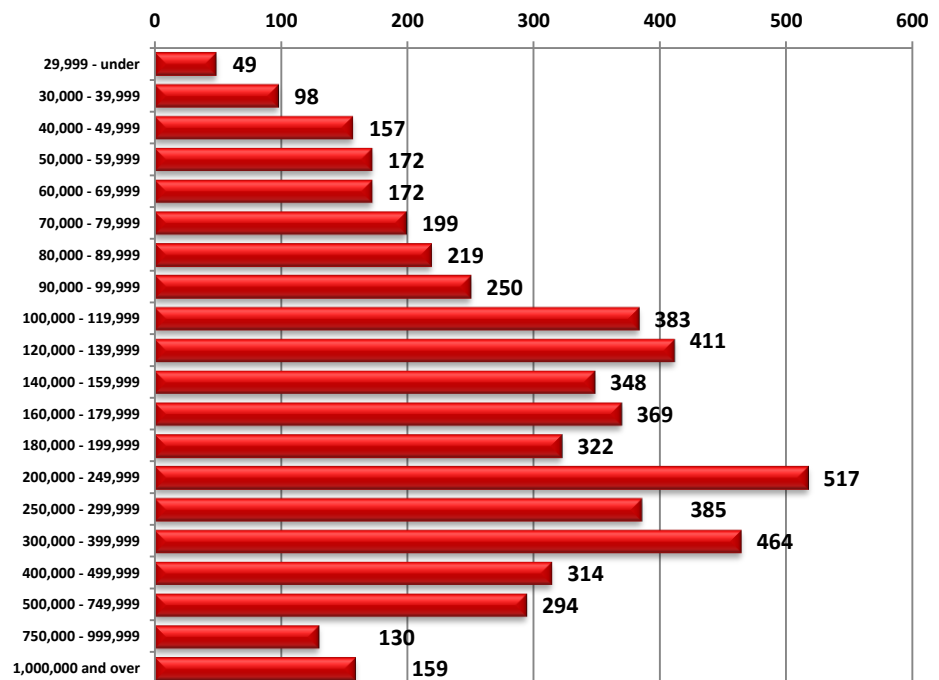
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	23	19	33	7	82
NE	5	16	10	4	35
NW	51	127	85	20	283
XNW	3	6	3	0	12
C	52	86	21	3	162
E	10	41	25	2	78
S	12	53	32	1	98
SE	7	60	38	3	108
SW	11	43	29	2	85
XSW	14	12	4	1	31
XS	11	33	27	3	74
W	17	37	17	1	72
XW	2	1	1	0	4
XNE	0	0	0	0	0

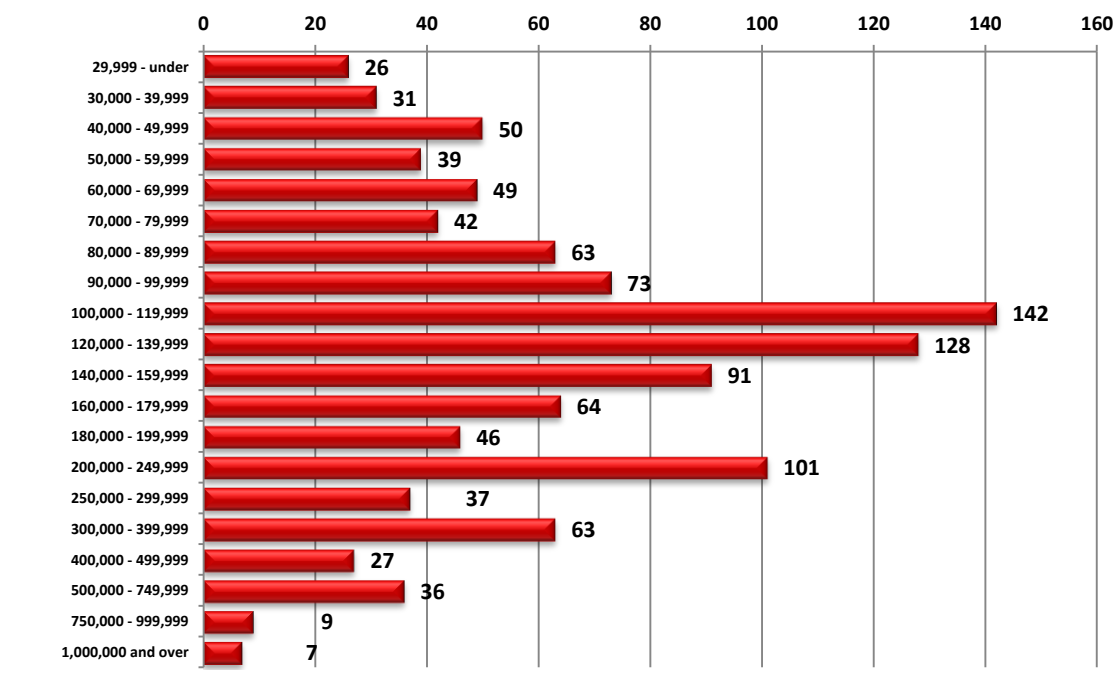
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

**Active Listings**

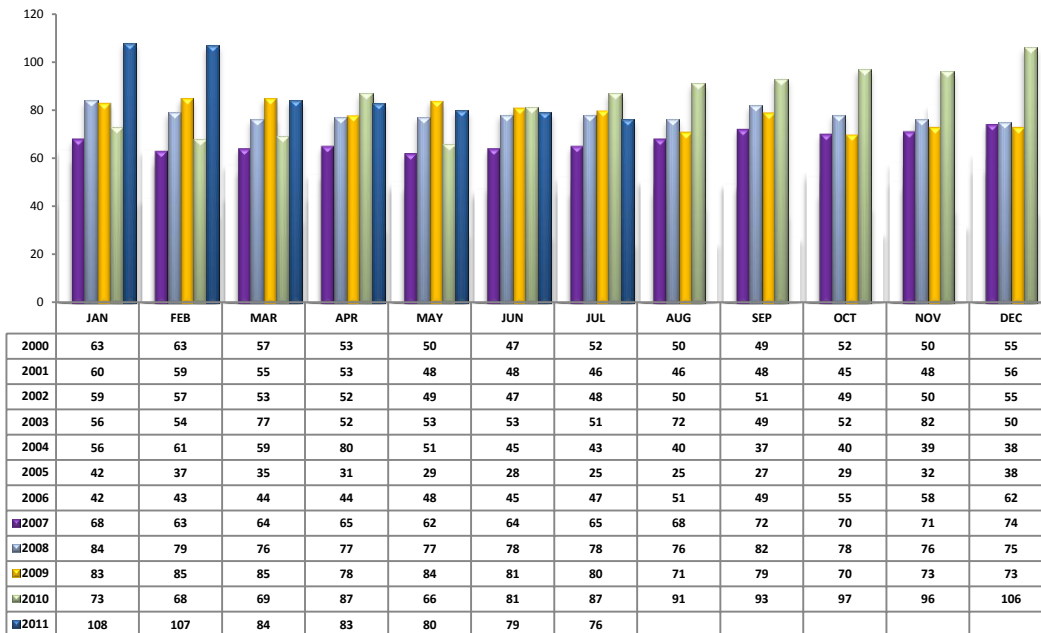
Area	# of Listings
N	543
NE	327
NW	1337
XNE	25
XNW	81
C	680
E	375
S	306
SE	453
SW	329
XSW	263
XS	370
W	282
XW	41

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

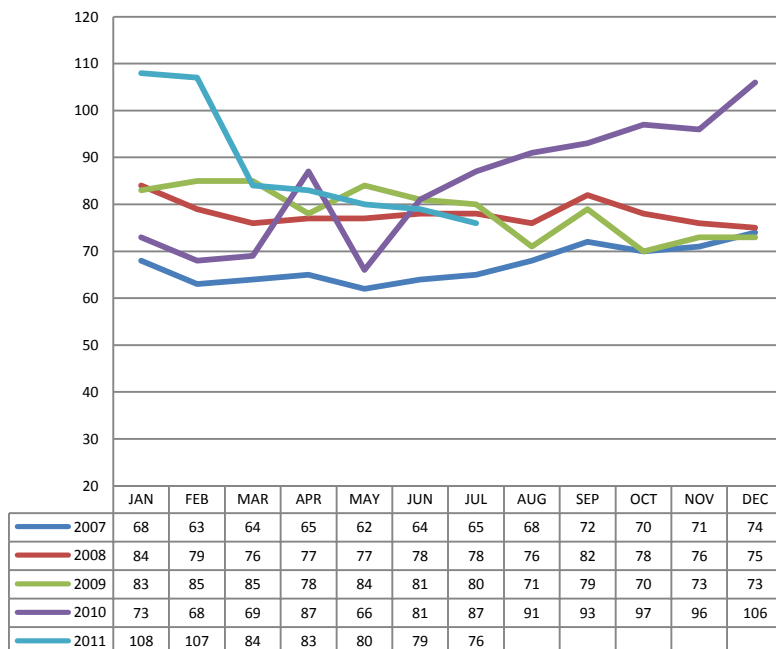
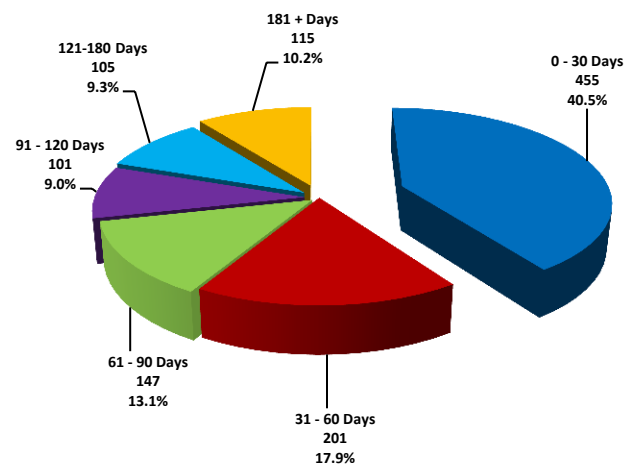
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

**Sold Price Breakdown**

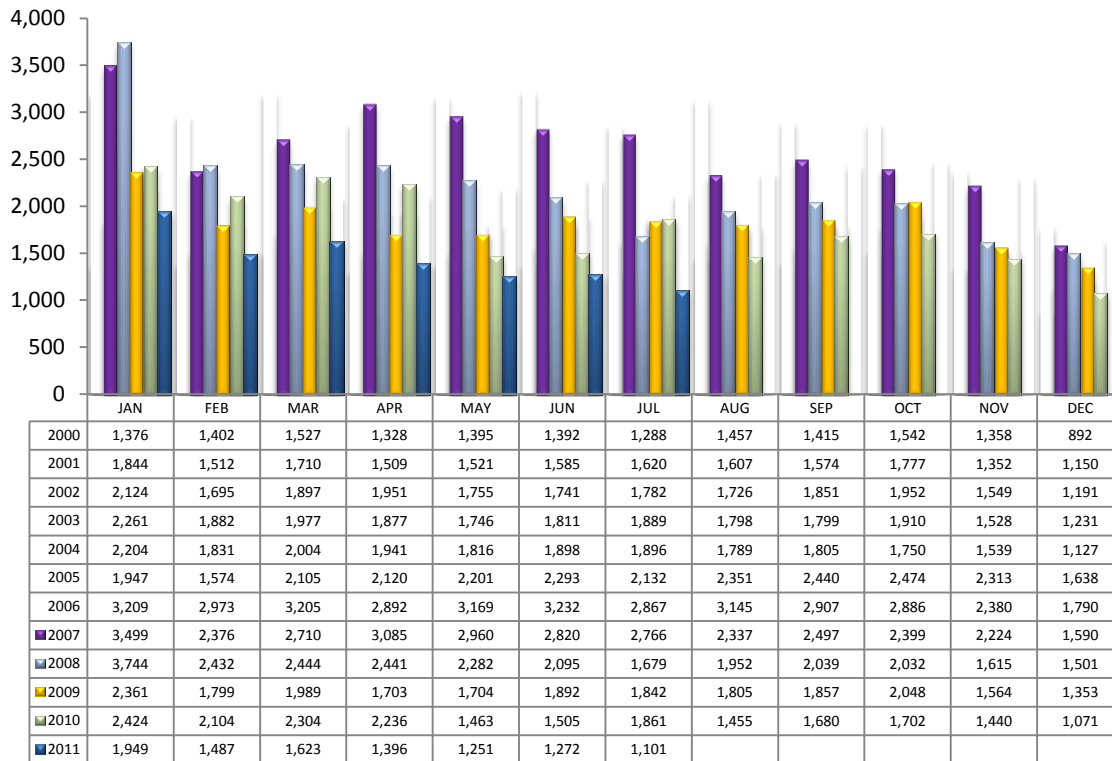
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

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

Area	Avg. DOM
N	101
NE	79
NW	81
XNE	n/a
XNW	55
C	76
E	77
S	73
SE	62
SW	74
XSW	83
XS	70
W	73
XW	135

**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 – July 2011**

Area	# of Listings
N	96
NE	74
NW	243
XNE	2
XNW	8
C	135
E	92
S	83
SE	109
SW	79
XSW	40
XS	68
W	69
XW	3

\*Includes properties that were re-listed

**Misc. MLS Information – July 2011**

Month	Expired	Cancelled	Temp Off Mkt.
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
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

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.