

**For Immediate
Release:**
August 9, 2012

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics July 2012

Below are some highlights from the July Residential Sales Statistics:

- The Median Sales Price held steady at \$140,000 for the third month in a row now, and has increased 12% from July 2011.
- Total Sales Volume decreased by 6.72% from June, but is up 6.32% from last year at this time.
- Average Sales Price increased 4.11% from \$174,793 in June to \$181,978 in July.
- Average List Price increased 4.14% over June and 3.71% over July 2011.
- Total Under Contract decreased by 2.66% since June but has increased 29.17% since last July.
- Total Unit Sales decreased by 10.40% from June and increased 1.16% from July 2011.
- New Listings saw an increase of 3.97% over June and 45.14% over July 2011.
- Average Days on Market decreased again slightly to 67.
- Active Listings increased from 3,474 in June to 3,477 in July. Last July Active Listings were 5,412.
- Percentage of Cash Transactions in July were 33.33%.

Sue Cartun
2012 MLS 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
Talk to a REALTOR®!
With the complexity of a real estate transaction, you need a REALTOR®.



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 2012 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
July	\$206,909,439	\$194,610,823	6.32%
June	\$221,812,678	\$219,330,275	1.13%
Month % Change	-6.72%	-11.27%	

Average Sales Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
July	\$181,978	\$173,141	5.10%
June	\$174,793	\$167,172	4.56%
Month % Change	4.11%	3.57%	

Average List Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
July	\$188,333	\$181,603	3.71%
June	\$180,851	\$174,262	3.78%
Month % Change	4.14%	4.21%	

Total Under Contract

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
July	2,595	2,009	29.17%
June	2,666	2,163	23.25%
Month % Change	-2.66%	-7.12%	

Total Unit Sales

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
July	1137	1124	1.16%
June	1269	1312	-3.28%
Month % Change	-10.40%	-14.33%	

Median Sales Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
July	\$140,000	\$125,000	12.00%
June	\$140,000	\$126,000	11.11%
Month % Change	0.00%	-0.79%	

New Listings

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
July	1,598	1,101	45.14%
June	1,537	1,272	20.83%
Month % Change	3.97%	-13.44%	

Active Listings

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
July	3,477	5,412	-35.75%
June	3,474	5,566	-37.59%
Month % Change	0.09%	-2.77%	

July 2012 - 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	0	2	0.00%	85641	169	50	29.59%	85713	135	40	29.63%	85741	61	38	62.30%
85321	2	0	0.00%	85645	10	0	0.00%	85714	9	13	144.44%	85742	83	36	43.37%
85601	3	1	33.33%	85653	73	17	23.29%	85715	81	27	33.33%	85743	95	55	57.89%
85602	0	0	0.00%	85658	117	21	17.95%	85716	87	34	39.08%	85745	130	41	31.54%
85611	2	0	0.00%	85701	23	6	26.09%	85718	206	37	17.96%	85746	48	30	62.50%
85614	196	25	12.76%	85704	109	40	36.70%	85719	75	31	41.33%	85747	76	42	55.26%
85616	0	0	0.00%	85705	54	26	48.15%	85730	74	41	55.41%	85748	43	22	51.16%
85619	26	1	3.85%	85706	30	38	126.67%	85735	57	11	19.30%	85749	126	17	13.49%
85622	56	6	10.71%	85710	123	74	60.16%	85736	26	3	11.54%	85750	183	54	29.51%
85623	7	0	0.00%	85711	87	42	48.28%	85737	160	41	25.63%	85755	149	32	21.48%
85629	96	38	39.58%	85712	79	26	32.91%	85739	226	28	12.39%	85756	35	36	102.86%
												85757	28	15	53.57%

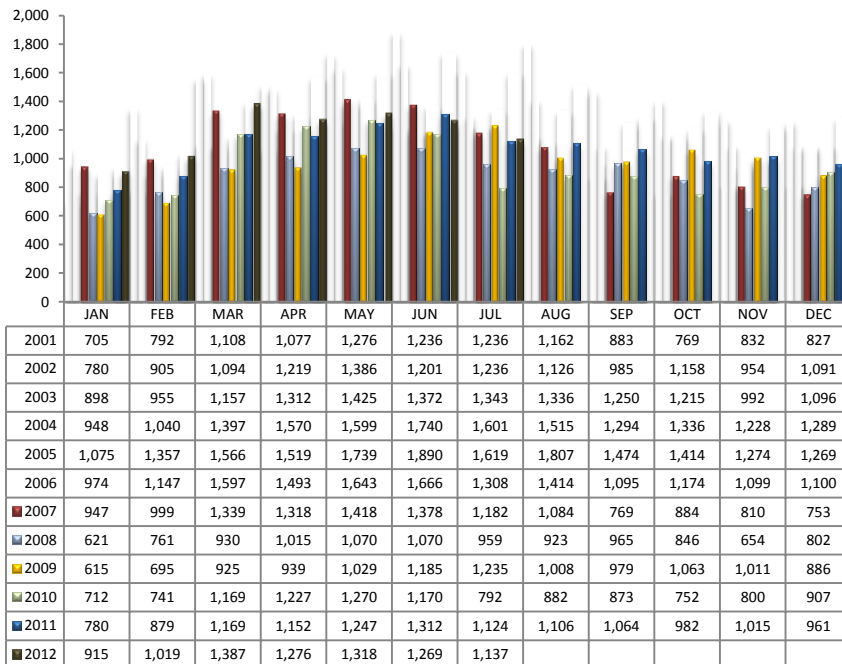
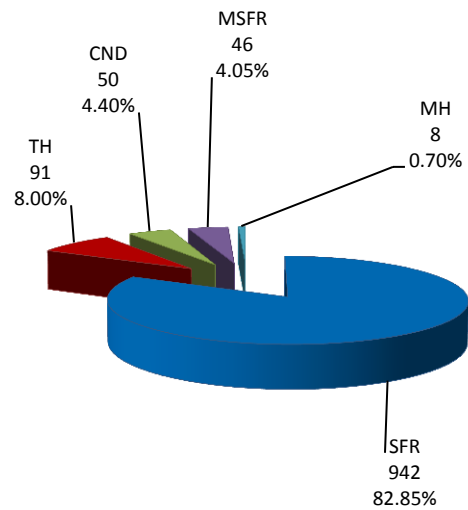
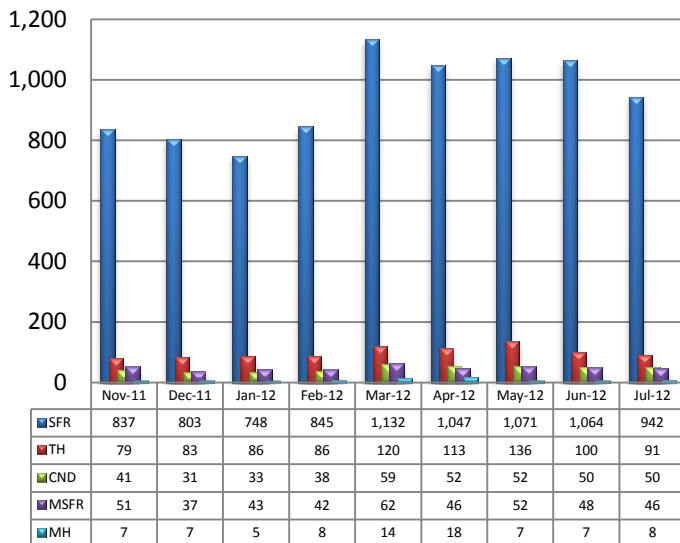
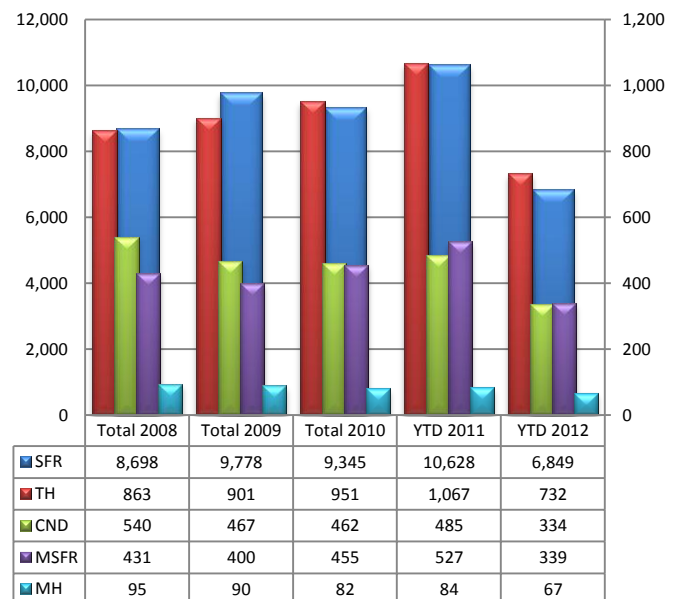
NOTE:

85132- 1 active listing, 85145- 13 active listings, 85625- 1 active listing, 85633-1 active listing, 85637- 3 active listings, 85646- 1 active listing
85648- 2 active listing

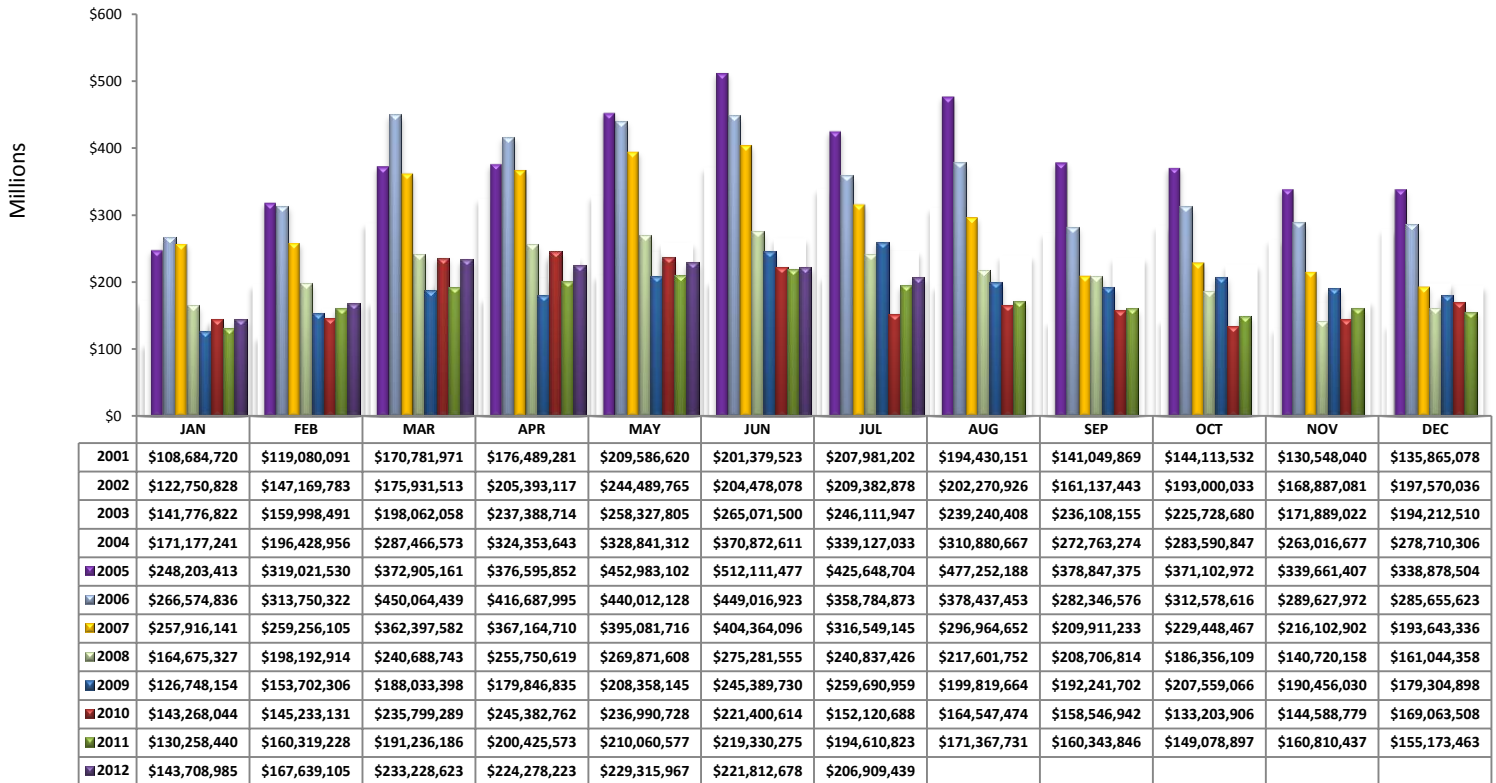
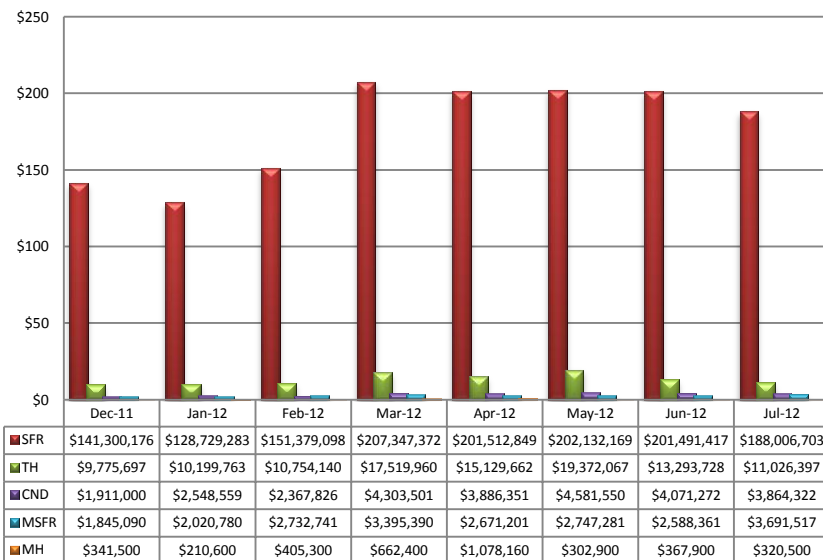
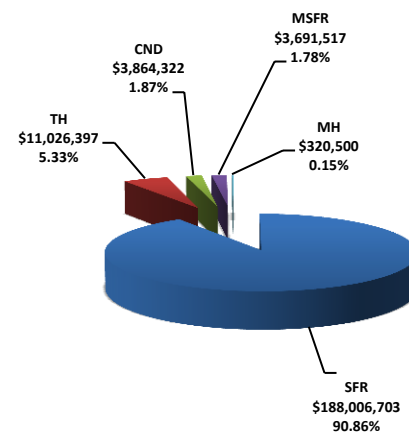
Residential Listing Statistics							Active Listings		Days on Market																		
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold																		
Under \$29,999	32	15	8	7	62	23	N	383	1 -30 Days	546																	
\$30,000 to \$39,999	65	16	12	10	103	35	NE	234	31-60 Days	201																	
\$40,000 to \$49,999	77	41	20	23	161	26	NW	944	61 - 90 Days	133																	
\$50,000 to \$59,999	95	53	24	9	181	42	XNE	28	91-120 Days	76																	
\$60,000 to \$69,999	82	69	38	18	207	46	XNW	74	121 - 180 Days	78																	
\$70,000 to \$79,999	118	91	40	19	268	47	C	414	Over 180 Days	103																	
\$80,000 to \$89,999	102	103	42	32	279	54	E	177	Avg. Days on Market																		
\$90,000 to \$99,999	95	103	40	23	261	43	S	102	67																		
\$100,000 to \$119,999	173	186	70	43	472	127	SE	242	Avg. Sold Price																		
\$120,000 to \$139,999	185	181	72	37	475	123	SW	195	\$181,978																		
\$140,000 to \$159,999	201	136	48	32	417	96	XSW	203	Median Sale Price																		
\$160,000 to \$179,999	220	131	41	27	419	95	XS	264	\$140,000																		
\$180,000 to \$199,999	202	105	22	24	353	53	W	168	New Listings																		
\$200,000 to \$249,999	377	154	31	40	602	112	XW	49	1,598																		
\$250,000 to \$299,999	306	90	19	26	441	72	Sold Units per Area		Sales Volume by Area																		
\$300,000 to \$399,999	445	74	15	26	560	71	N	90	\$34,230,200																		
\$400,000 to \$499,999	228	42	5	6	281	29	NE	50	\$13,528,584																		
\$500,000 to \$749,999	239	20	1	9	269	26	NW	277	\$60,947,916																		
\$750,000 to \$999,999	98	10	2	5	115	8	XNE	1	\$419,700																		
\$1,000,000 and over	137	9	0	0	146	9	XNW	12	\$1,280,658																		
							C	165	\$26,019,107																		
							E	98	\$13,017,217																		
							S	91	\$7,502,707																		
							SE	106	\$15,465,522																		
							SW	70	\$6,690,807																		
							XSW	22	\$3,304,500																		
							XS	79	\$12,794,368																		
Totals	3,477	1,629	550	416	6,072	1,137	W	62	\$10,384,454																		
							XW	14	\$1,323,699																		
	July-12	July-11	% Change	YTD 2012	YTD 2011	% Change	Total Volume		\$206,909,439																		
Home Sales Volume	\$206,909,439	\$194,610,823	6.32%	\$1,426,893,020	\$1,306,241,102	9.24%	<table><tr><th>Types of Financing</th><th>Totals</th></tr><tr><td>FHA</td><td>227</td></tr><tr><td>VA</td><td>93</td></tr><tr><td>Other</td><td>33</td></tr><tr><td>Cash</td><td>379</td></tr><tr><td>Convention</td><td>396</td></tr><tr><td>Cash/Loan</td><td>0</td></tr><tr><td>Carryback</td><td>9</td></tr></table>					Types of Financing	Totals	FHA	227	VA	93	Other	33	Cash	379	Convention	396	Cash/Loan	0	Carryback	9
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Cash/Loan	0																										
Carryback	9																										
Home Sales Units	1,137	1,124	1.16%	8,321	7,663	8.59%																					
Average Sales Price (All Residential)	\$181,978	\$173,141	5.10%	\$177,701	\$170,866	4.00%																					
Median Sales Price	\$140,000	\$125,000	12.00%	\$138,935	\$126,270	10.03%																					
Average Days on Market:	67	76	-11.84%	69	79	-12.66%																					
Average List Price for Sold:	\$188,333	\$181,603	3.71%	\$184,153	\$179,690	2.48%																					
SP/LP %	96.63%	95.34%		96.50%	95.09%																						
Total Under Contract	2,595	2,009	29.17%																								
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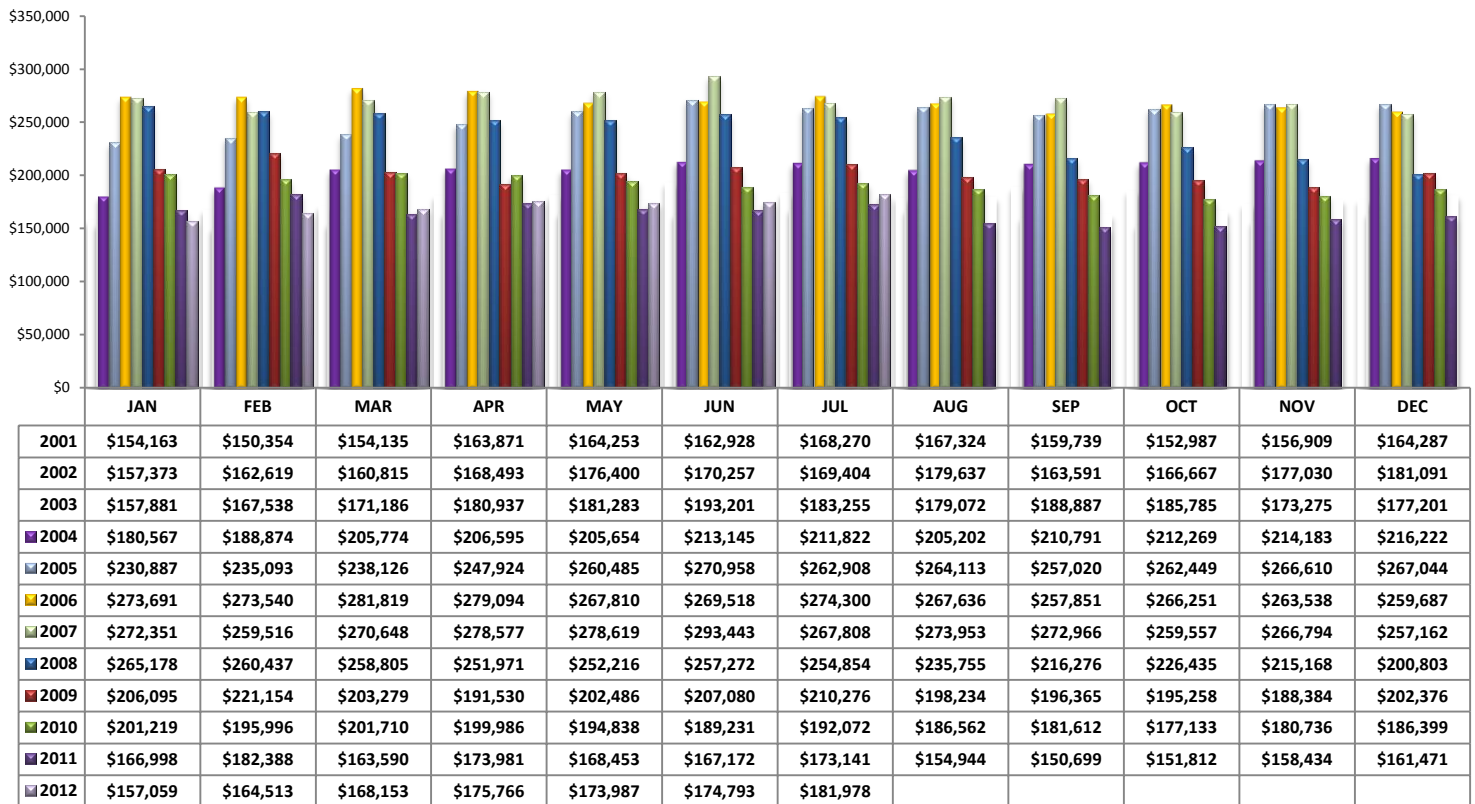
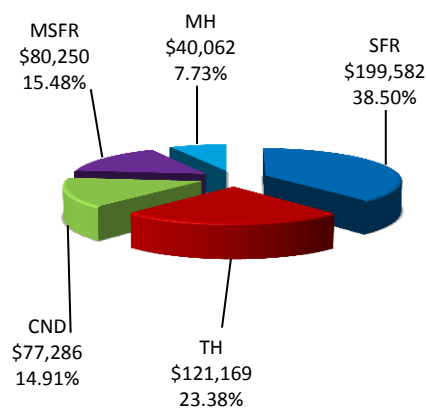
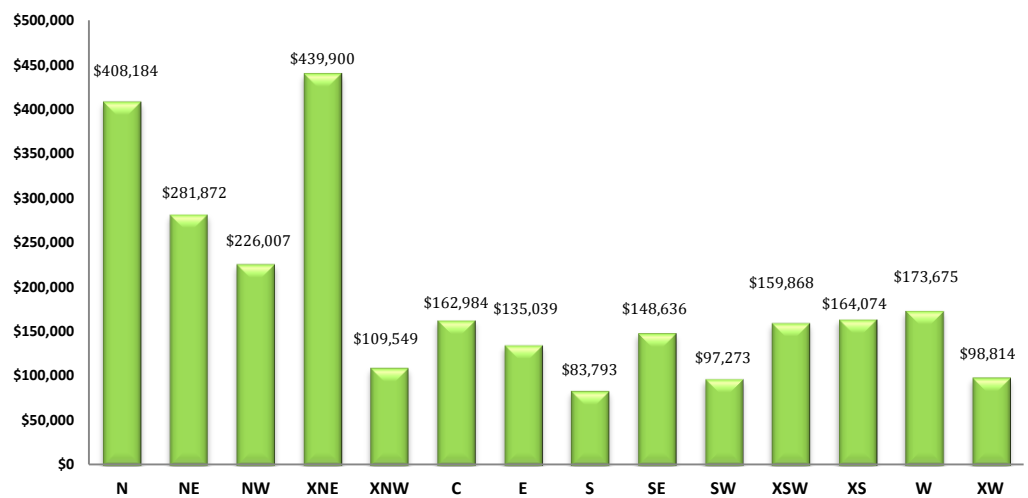
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Total Unit Sales – July 2012**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

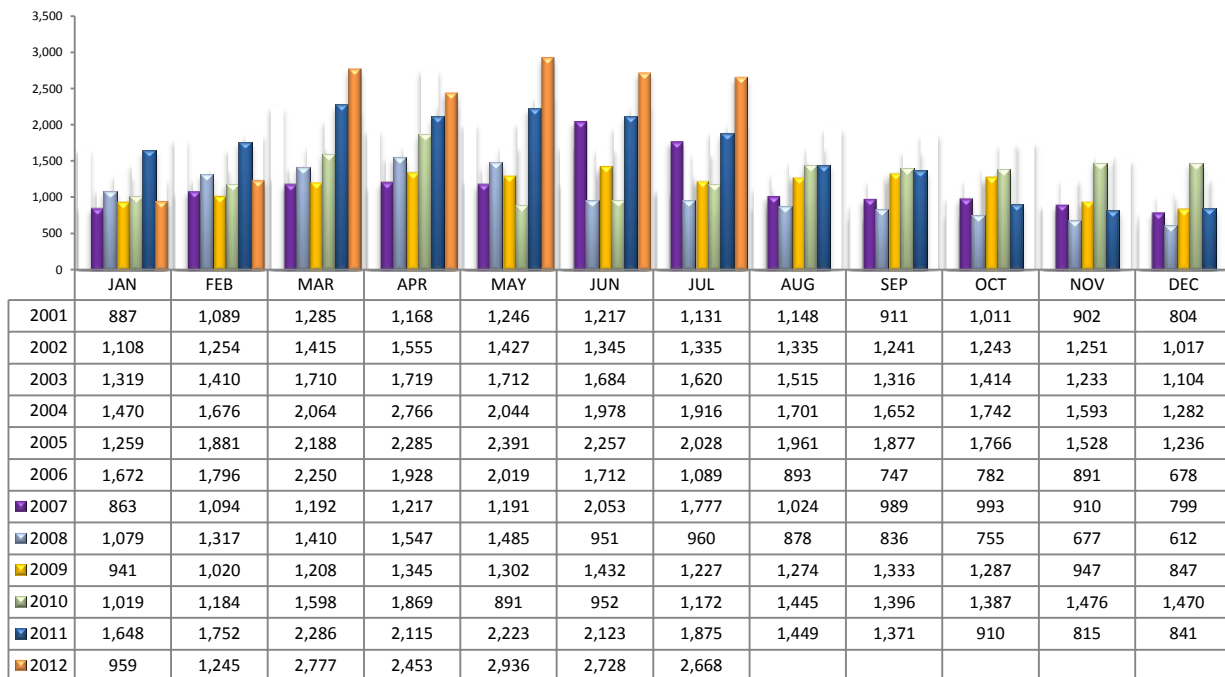
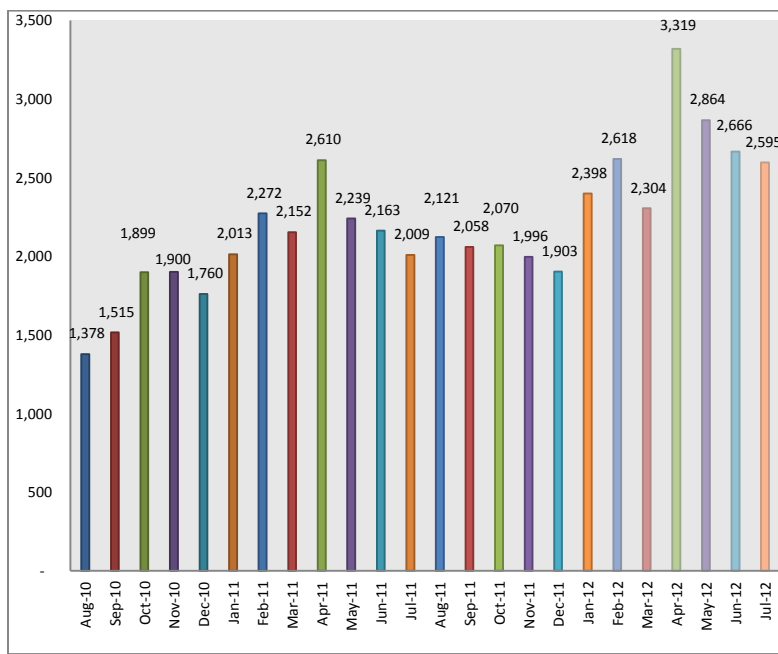
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Total Sales Volume - July 2012**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

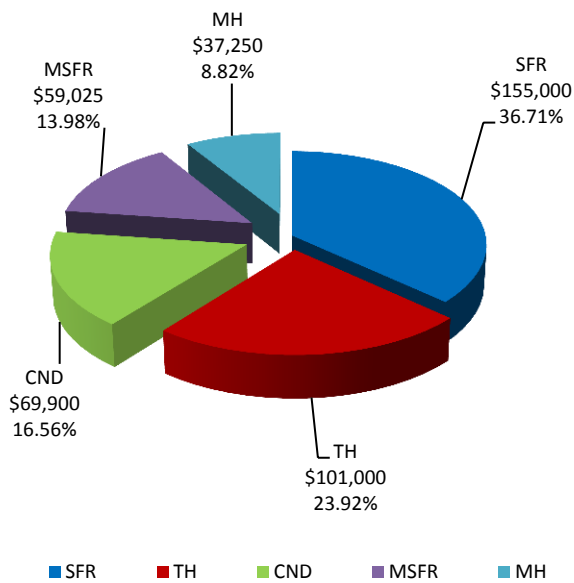
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Average Sales Price – July 2012**Average Sales Price by Type – July 2012****Average "Listing" Price per Area – July 2012**

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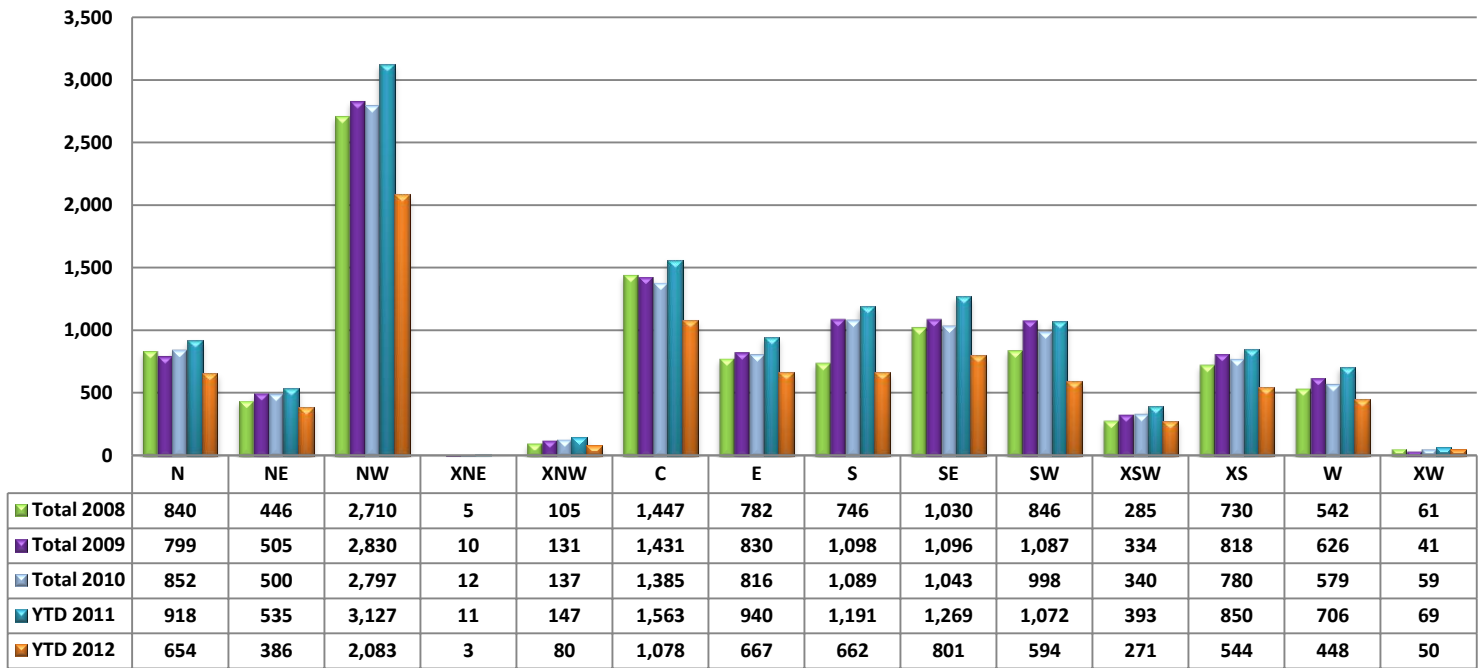
Newly Under Contract During The Month**Total Listings Still Under Contract At The End of The Month**

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Median Sale Price – by Type**Median Sale Price – July 2012**

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2001	\$120,000	\$117,500	\$125,000	\$129,900	\$127,500	\$130,000	\$130,950	\$130,875	\$125,000	\$125,000	\$128,750	\$125,531
2002	\$127,875	\$127,000	\$128,275	\$131,000	\$138,450	\$138,900	\$138,000	\$140,000	\$133,900	\$136,340	\$140,000	\$138,000
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					

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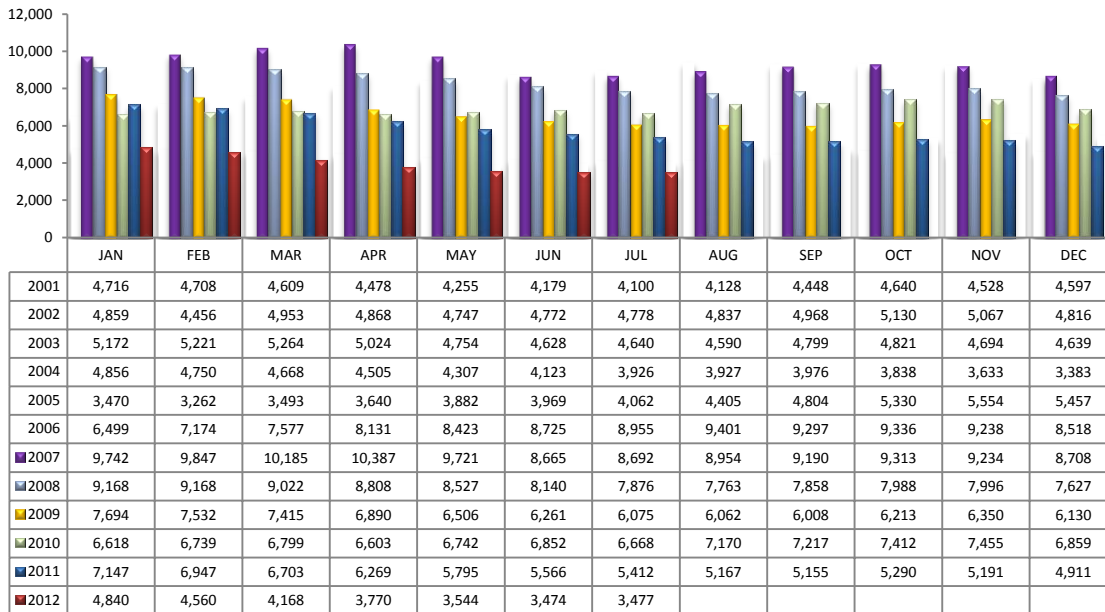
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$129,429	\$343,568	\$568,100	\$816,083	\$380,335
NE	\$131,633	\$248,403	\$335,690	\$505,700	\$270,571
NW	\$181,728	\$180,410	\$258,272	\$399,595	\$220,028
XNE	\$0	\$419,700	\$0	\$0	\$419,700
XNW	\$0	\$107,322	\$87,666	\$133,200	\$106,721
C	\$105,825	\$134,923	\$246,103	\$704,525	\$157,691
E	\$76,835	\$136,287	\$162,550	\$141,333	\$132,828
S	\$53,209	\$72,853	\$112,836	\$82,367	\$82,447
SE	\$108,306	\$131,226	\$168,703	\$198,666	\$145,901
SW	\$56,827	\$87,357	\$118,056	\$159,437	\$95,582
XSW	\$149,909	\$121,687	\$227,333	\$0	\$150,204
XS	\$102,937	\$140,057	\$194,973	\$229,889	\$161,954
W	\$63,710	\$165,660	\$241,583	\$404,600	\$167,491
XW	\$61,833	\$110,888	\$70,099	\$0	\$94,549

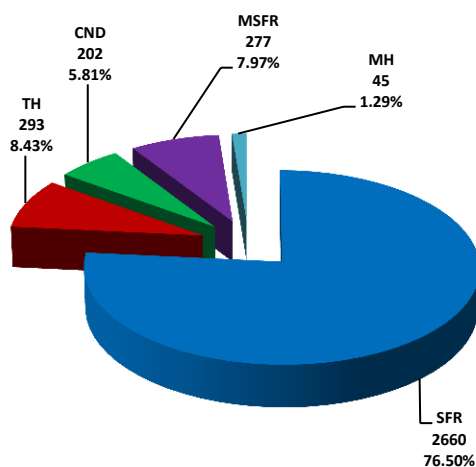
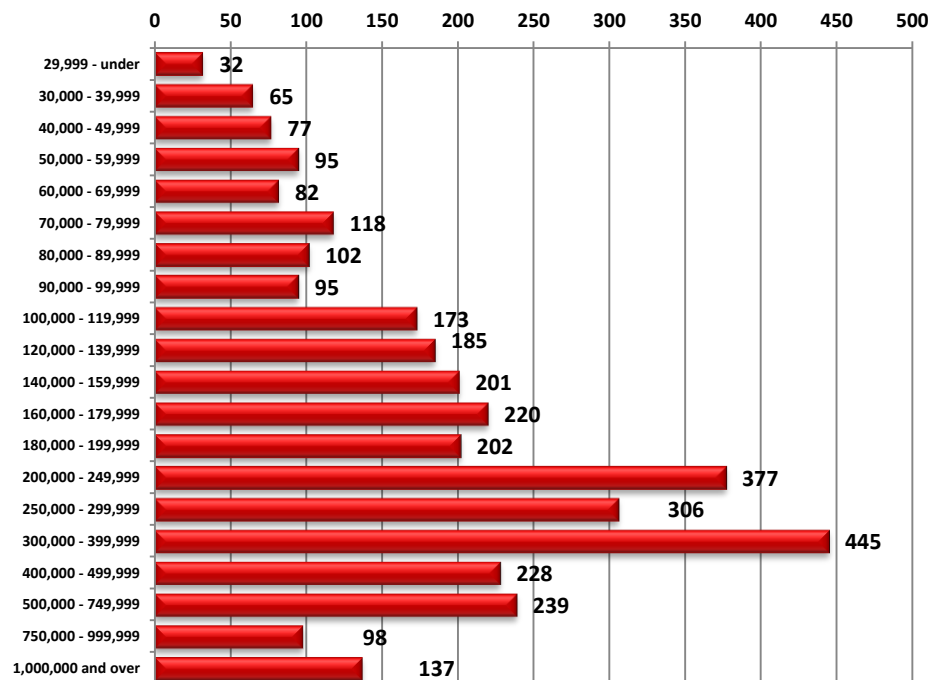
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	24	35	25	6	90
NE	9	26	10	5	50
NW	49	126	81	21	277
XNE	0	1	0	0	1
XNW	0	7	3	2	12
C	60	72	29	4	165
E	17	53	25	3	98
S	14	46	28	3	91
SE	8	54	41	3	106
SW	11	32	25	2	70
XSW	11	8	3	0	22
XS	8	36	32	3	79
W	14	32	14	2	62
XW	3	9	2	0	14

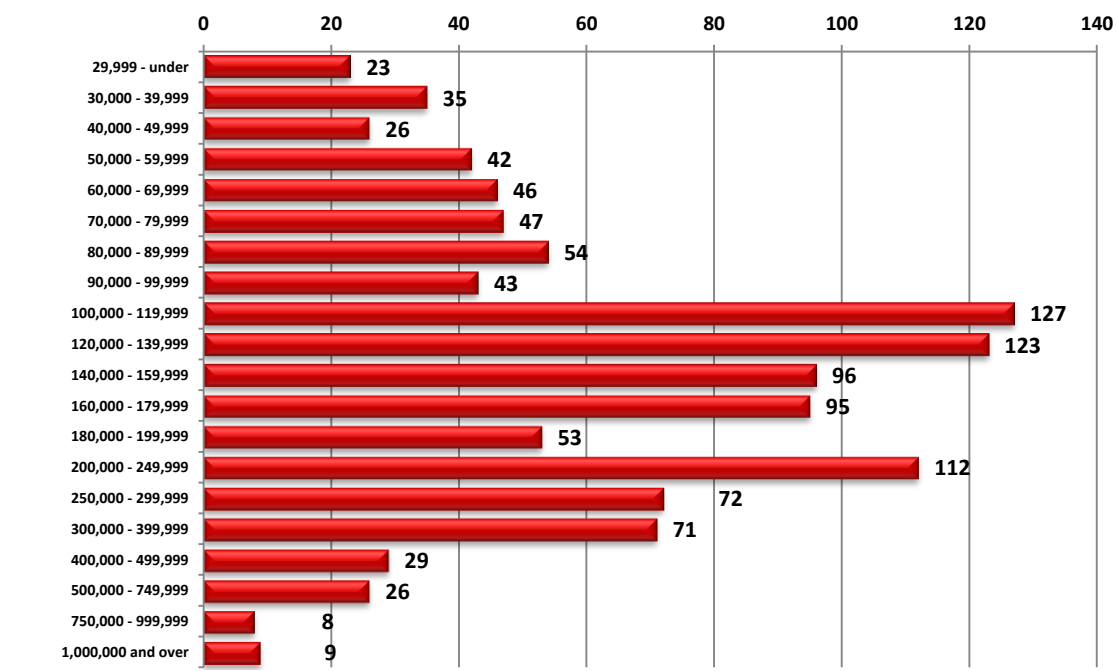
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Active Listings

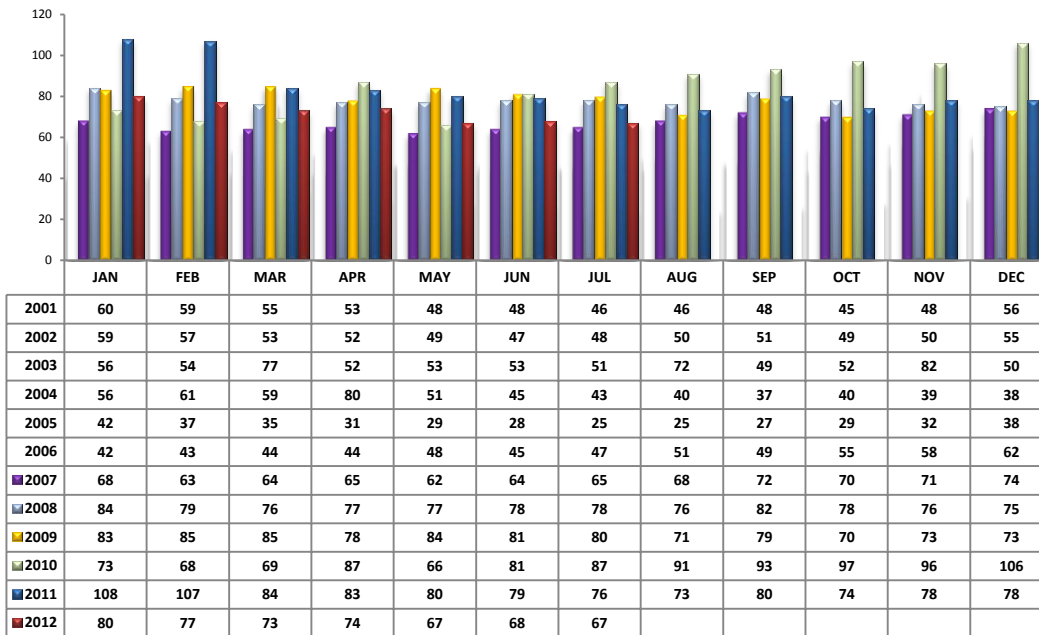
Area	# of Listings
N	383
NE	234
NW	944
XNE	28
XNW	74
C	414
E	177
S	102
SE	242
SW	195
XSW	203
XS	264
W	168
XW	49

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

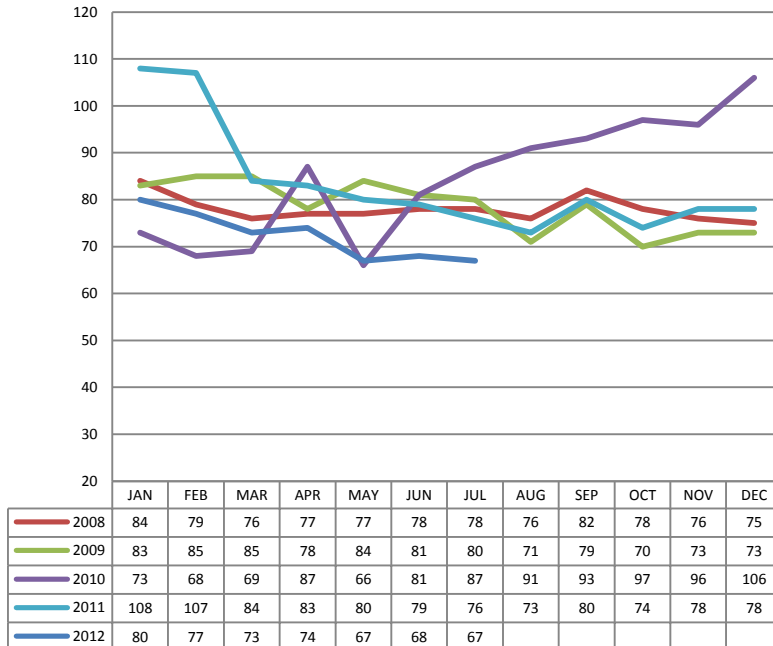
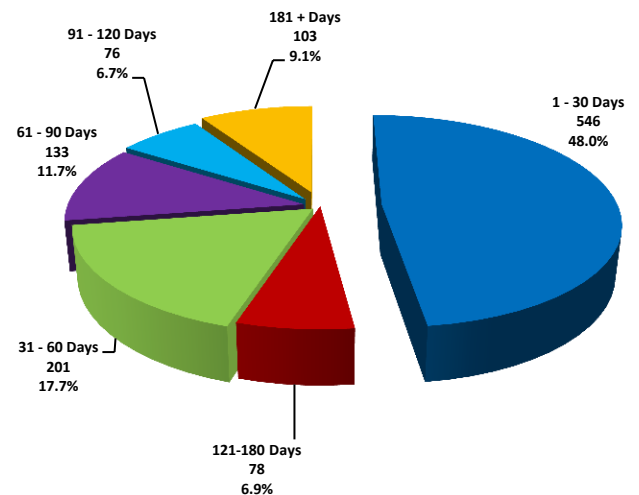
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Sold Price Breakdown

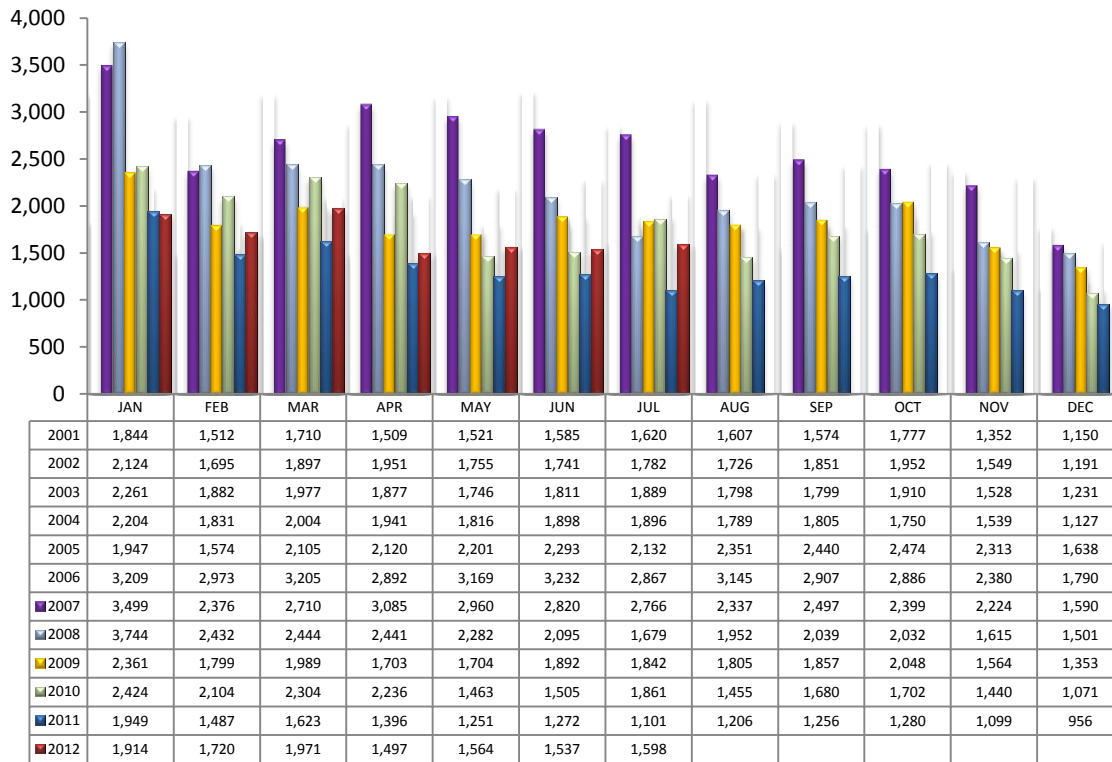
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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 2012

Area	Avg. DOM
N	86
NE	67
NW	73
XNE	115
XNW	44
C	49
E	62
S	44
SE	68
SW	69
XSW	129
XS	66
W	66
XW	110

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

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New Listings – July 2012

Area	# of Listings
N	135
NE	98
NW	394
XNE	4
XNW	35
C	201
E	114
S	101
SE	147
SW	101
XSW	49
XS	116
W	88
XW	15

*Includes properties that were re-listed

**Beginning January 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.
Oct 2011	213	314	79
Nov 2011	207	325	67
Dec 2011	430	284	202
Jan 2012	200	356	52
Feb 2012	184	318	48
Mar 2012	216	378	58
Apr 2012	182	349	47
May 2012	223	334	65
June 2012	203	287	56
July 2012	165	248	54

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