

**For Immediate  
Release:**

**April 13, 2012**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics March 2012**

Below are some highlights from the March Residential Sales Statistics:

- Total Sales Volume increased significantly in March by 39.13% over February, and is up 21.96% from March 2011.
- Average Sales Price is up 2.21% from February.
- Average List Price increased from \$171,723 in February to \$173,890 in March.
- Under Contract increased 6.07% over February and 29.04% over March 2011.
- Total Unit Sales rose 36.11% over February are up 18.65% over March 2011.
- The Median Sales Price jumped up to 132,900, an increase of 6.32% over February.
- Average Days on Market decreased to 73 from February's number of 77, and decreased 13.10% from March 2011.
- New Listings shows an increase of 14.59% over February. Beginning January 2012, TAR/MLS implemented a change in the calculation of New Listings to include all new listings input to the MLS database.



**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®.**

Sue Cartun  
2012 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.*

## March 2012 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
March	\$233,228,623	\$191,236,186	21.96%
February	\$167,639,105	\$160,319,228	4.57%
Month % Change	39.13%	19.28%	

### Average Sales Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
March	\$168,153	\$163,590	2.79%
February	\$164,513	\$182,388	-9.80%
Month % Change	2.21%	-10.31%	

### Average List Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
March	\$173,890	\$173,178	0.41%
February	\$171,723	\$191,957	-10.54%
Month % Change	1.26%	-9.78%	

### Total Under Contract

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
March	2,777	2,152	29.04%
February	2,618	2,272	15.23%
Month % Change	6.07%	-5.28%	

### Total Unit Sales

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
March	1387	1169	18.65%
February	1019	879	15.93%
Month % Change	36.11%	32.99%	

### Median Sales Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
March	\$132,900	\$125,000	6.32%
February	\$125,000	\$137,000	-8.76%
Month % Change	6.32%	-8.76%	

### New Listings

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
March	1,971	1,623	21.44%
February	1,720	1,487	15.67%
Month % Change	14.59%	9.15%	

### Active Listings

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
March	4,168	6,703	-37.82%
February	4,560	6,947	-34.36%
Month % Change	-8.60%	-3.51%	

## March 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>
85601	5	0	0.00%	85658	152	35	23.03%	85716	124	33	26.61%	85745	144	48	33.33%
85611	3	0	0.00%	85701	14	6	42.86%	85718	240	48	20.00%	85746	62	51	82.26%
85614	270	44	16.30%	85704	131	46	35.11%	85719	75	32	42.67%	85747	96	39	40.63%
85616	0	0	0.00%	85705	69	37	53.62%	85730	83	43	51.81%	85748	74	29	39.19%
85619	17	0	0.00%	85706	52	54	103.85%	85735	54	13	24.07%	85749	146	29	19.86%
85622	96	21	21.88%	85710	153	82	53.59%	85736	32	12	37.50%	85750	250	61	24.40%
85623	3	0	0.00%	85711	94	48	51.06%	85737	183	31	16.94%	85755	201	52	25.87%
85629	117	50	42.74%	85712	85	40	47.06%	85739	239	35	14.64%	85756	50	41	82.00%
85641	153	73	47.71%	85713	161	33	20.50%	85741	56	48	85.71%	85757	21	23	109.52%
85645	6	0	0.00%	85714	21	9	42.86%	85742	120	41	34.17%				
85653	74	27	36.49%	85715	98	32	32.65%	85743	133	41	30.83%				

### NOTE:

85145- 2 active listings, 85321- 1 active listing, 85626- 1 active listing, 85633-1 active listing, 85637- 3 active listings, 85640- 1 active listing, 85646- 1 active listing, 85733- 1 active listing

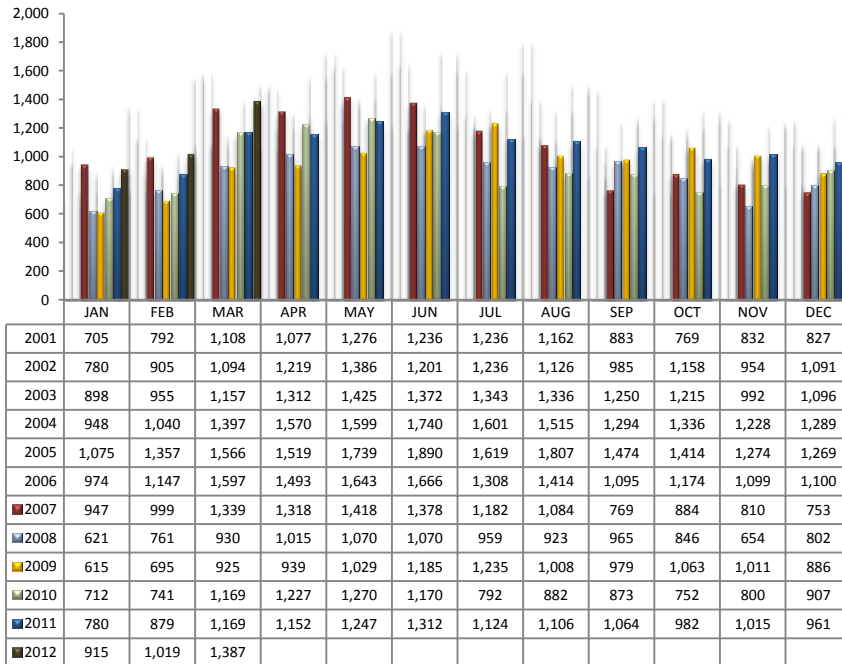
Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold	
Under \$29,999	27	26	12	4	69	45	N	472	1 -30 Days	596
\$30,000 to \$39,999	56	36	18	15	125	47	NE	288	31-60 Days	248
\$40,000 to \$49,999	111	46	17	24	198	56	NW	1171	61 - 90 Days	148
\$50,000 to \$59,999	122	69	22	16	229	51	XNE	18	91-120 Days	126
\$60,000 to \$69,999	110	79	39	21	249	60	XNW	60	121 - 180 Days	144
\$70,000 to \$79,999	151	102	41	21	315	51	C	454	Over 180 Days	125
\$80,000 to \$89,999	136	110	43	15	304	71	E	235	Avg. Days on Market	
\$90,000 to \$99,999	135	93	44	21	293	61	S	145	73	
\$100,000 to \$119,999	227	206	67	68	568	159	SE	259	Avg. Sold Price	
\$120,000 to \$139,999	246	211	86	44	587	141	SW	221	\$168,153	
\$140,000 to \$159,999	271	143	42	31	487	129	XSW	273	Median Sale Price	
\$160,000 to \$179,999	262	98	34	33	427	91	XS	336	\$132,900	
\$180,000 to \$199,999	244	114	23	26	407	79	W	199	New Listings	
\$200,000 to \$249,999	466	151	24	48	689	122	XW	37	1,971	
\$250,000 to \$299,999	365	86	25	18	494	65	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	436	93	18	32	579	82	N	112	\$40,704,275	
\$400,000 to \$499,999	249	39	3	10	301	39	NE	70	\$18,964,877	
\$500,000 to \$749,999	272	26	2	15	315	22	NW	330	\$68,569,534	
\$750,000 to \$999,999	116	9	0	3	128	8	XNE	0	\$0	
\$1,000,000 and over	166	7	0	8	181	8	XNW	11	\$1,168,849	
							C	180	\$22,881,446	
							E	112	\$13,423,151	
							S	105	\$8,426,571	
							SE	124	\$17,376,220	
							SW	102	\$8,758,880	
							XSW	52	\$6,112,399	
							XS	111	\$17,200,656	
Totals	4,168	1,744	560	473	6,945	1,387	W	72	\$9,216,860	
							XW	6	\$424,905	
							Total Volume		\$233,228,623	
	Mar-12	Mar-11	% Change	YTD 2012	YTD 2011	% Change				
Home Sales Volume	\$233,228,623	\$191,236,186	21.96%	\$544,576,713	\$481,813,854	13.03%				
Home Sales Units	1,387	1,169	18.65%	3,321	2,828	17.43%				
Average Sales Price (All Residential)	\$168,153	\$163,590	2.79%	\$164,470	\$169,142	-2.76%				
Median Sales Price	\$132,900	\$125,000	6.32%	\$128,950	\$130,313	-1.05%				
Average Days on Market:	73	84	-13.10%	76	96	-20.83%				
Average List Price for Sold:	\$173,890	\$173,178	0.41%	\$170,904	\$178,838	-4.44%				
SP/LP %	96.70%	94.46%		96.24%	94.58%					
Total Under Contract	2,777	2,152	29.04%							
Active Listings	4,168	6,703	-37.82%							
New Listings	1,971	1,623	21.44%							

Types of Financing	Totals
FHA	278
VA	112
Other	30
Cash	531
Convention	421
Cash/Loan	2
Carryback	13

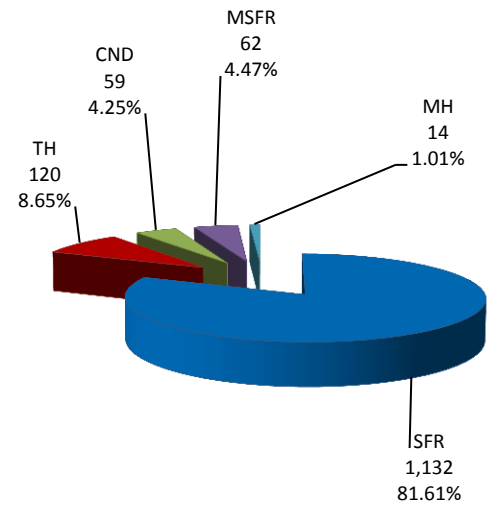
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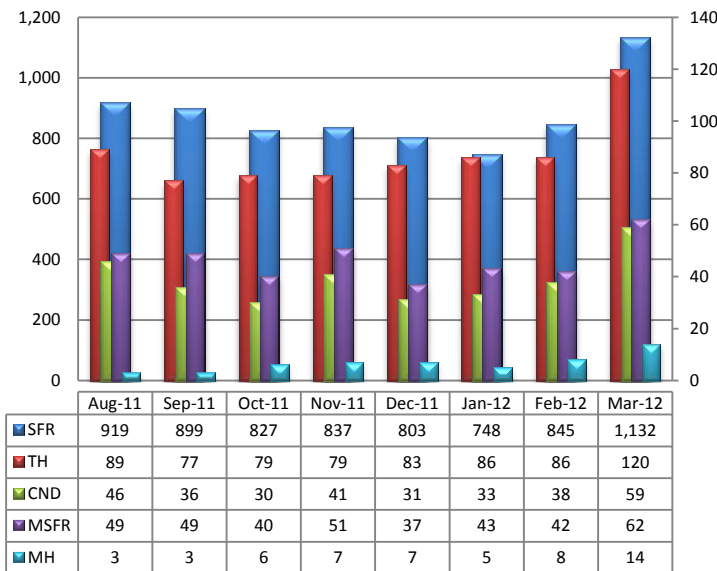
### Total Unit Sales – March 2012



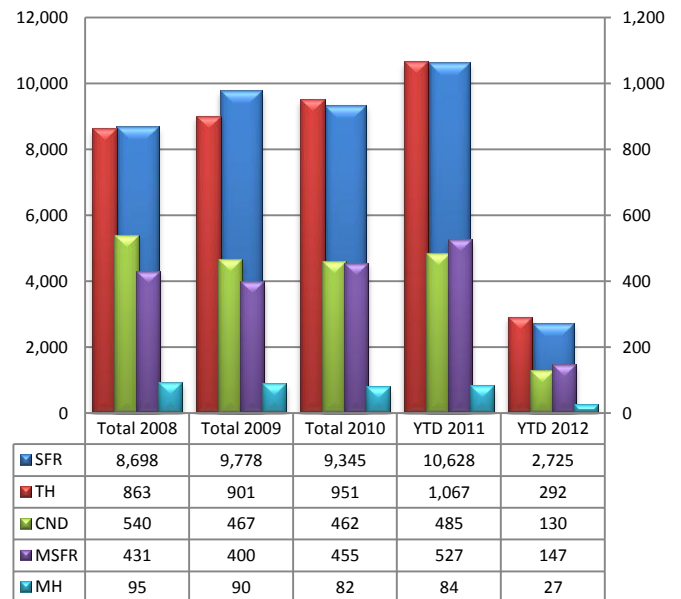
### Unit Sales – Breakdown by Type



### Total Unit Sales By Type - Monthly Comparison

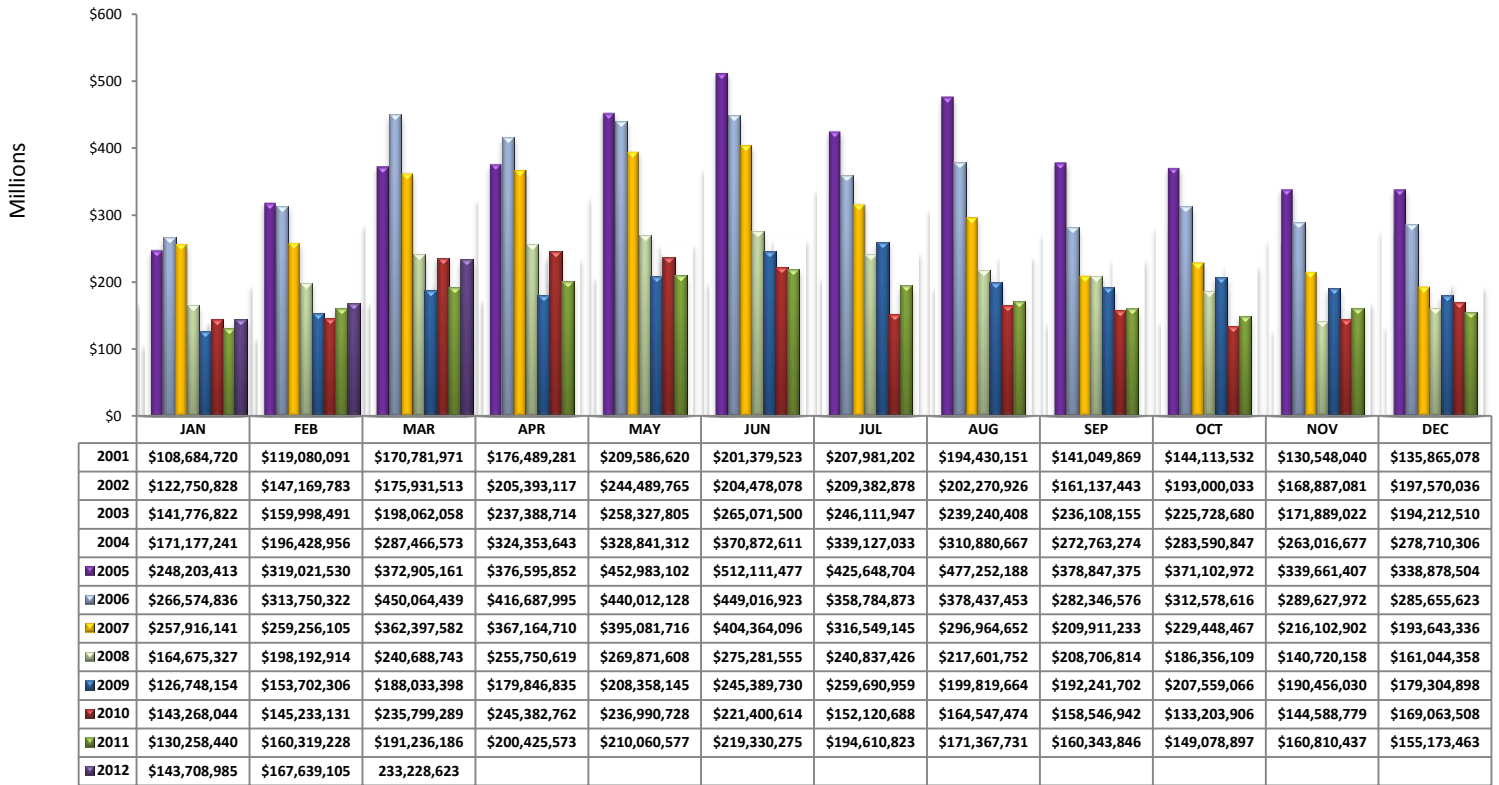


### YTD Annual Comparison – Breakdown by Type

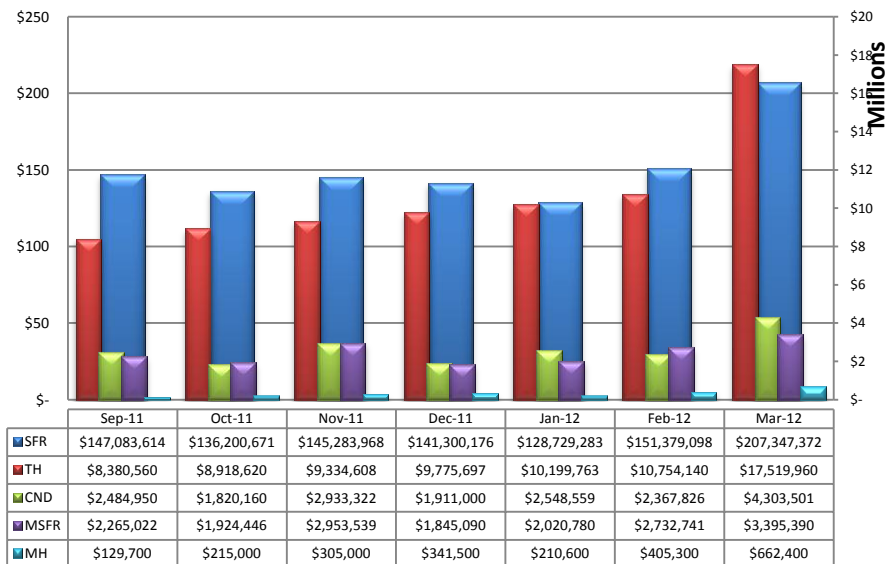


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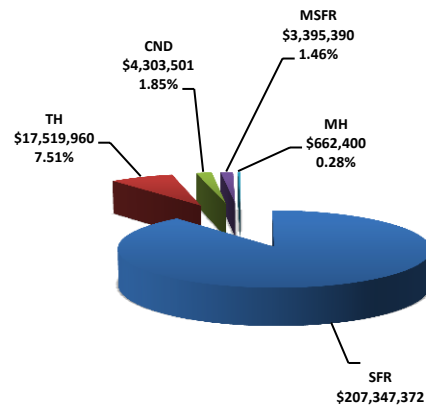
## Total Sales Volume - March 2012



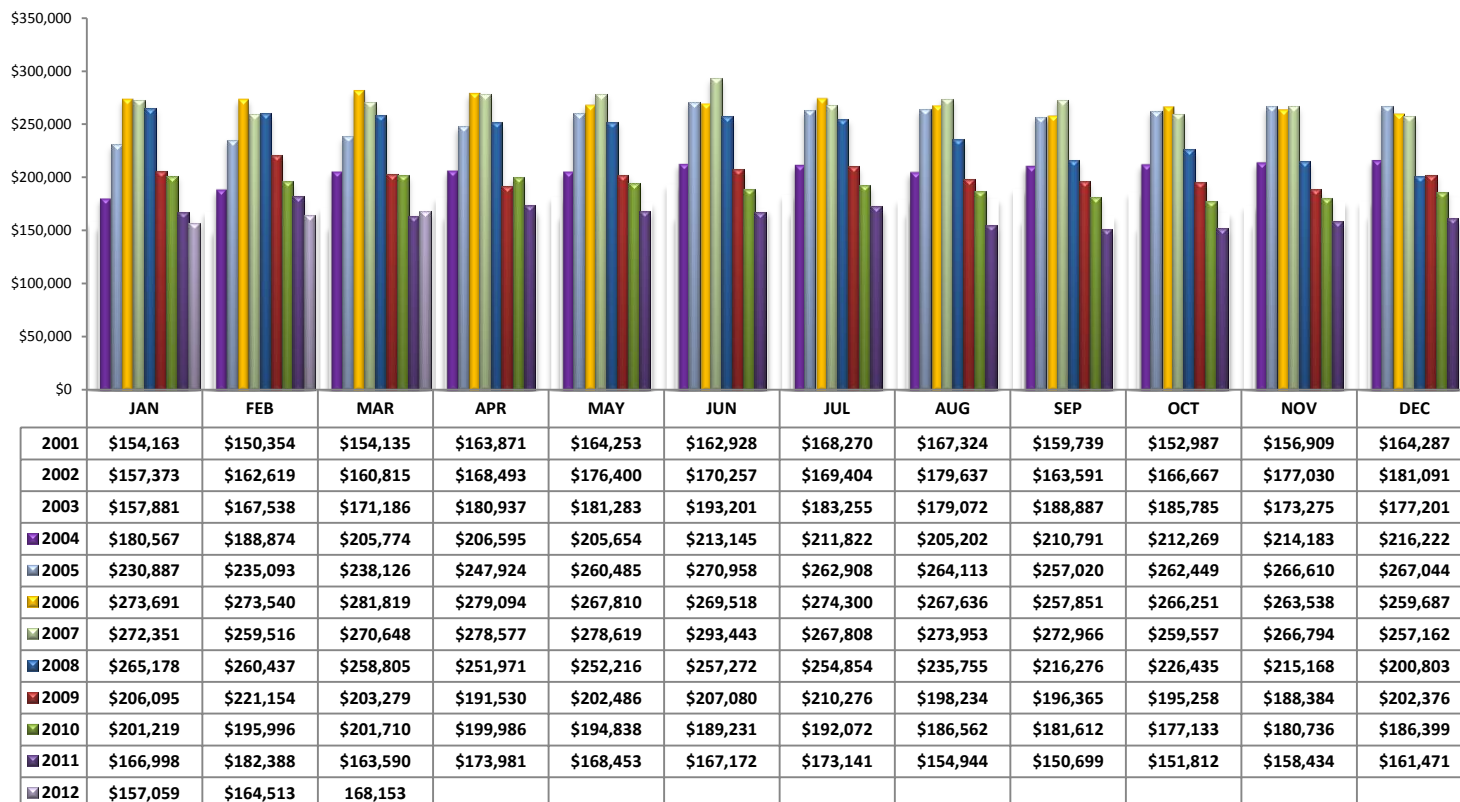
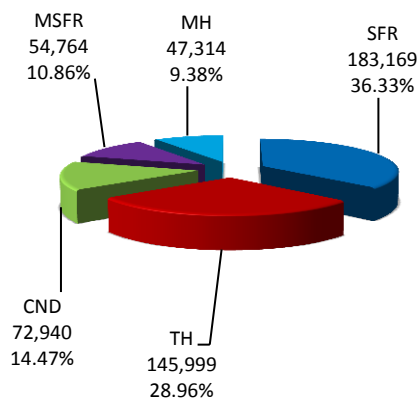
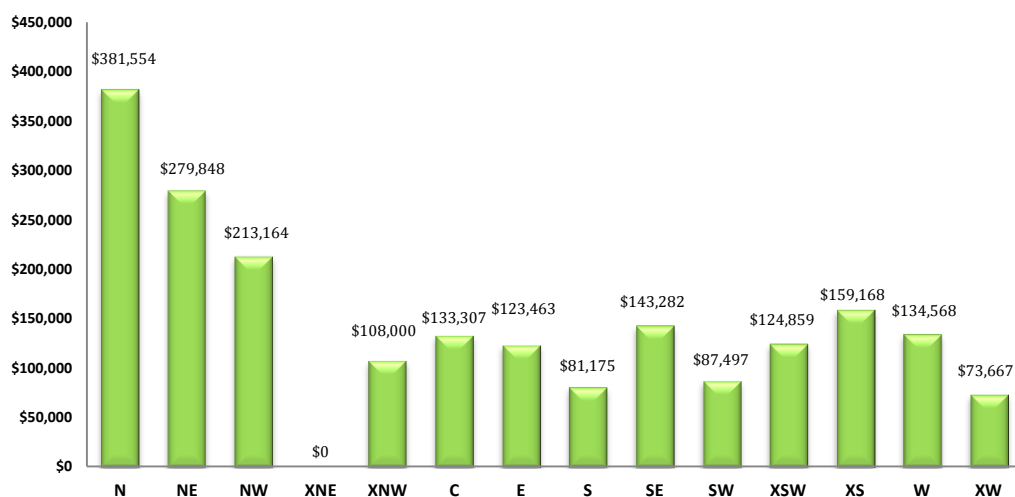
## Total Sales Volume By Type - Monthly Comparison



## Monthly Volume by Type

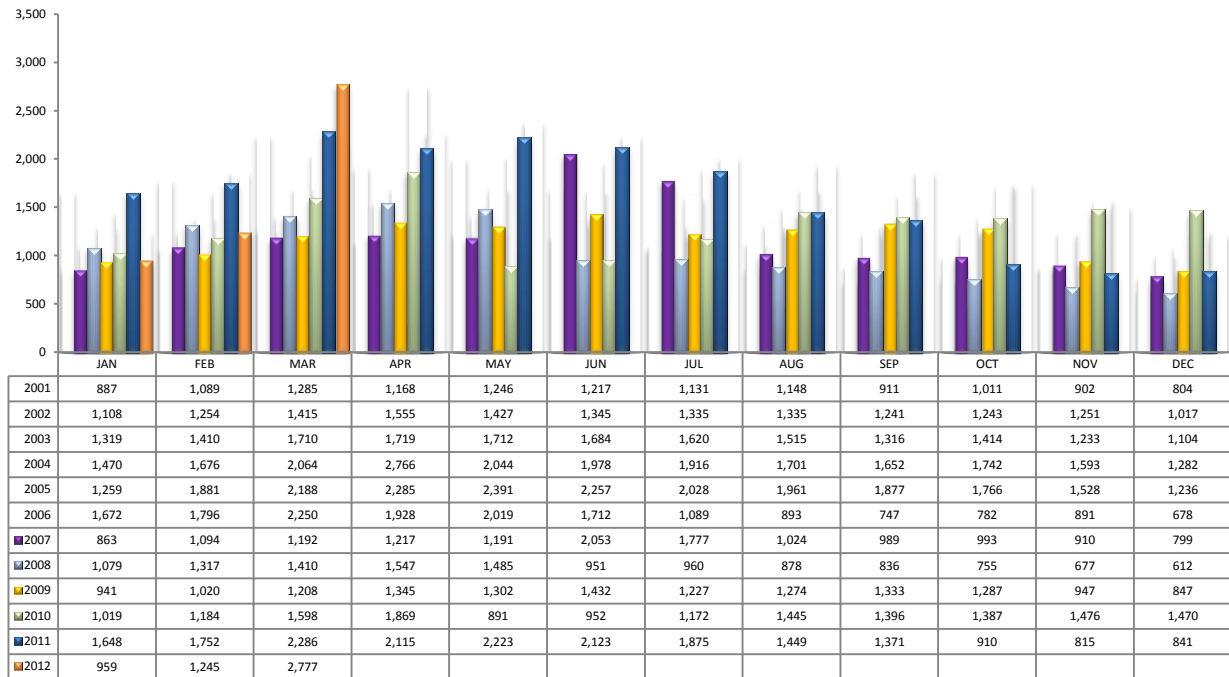


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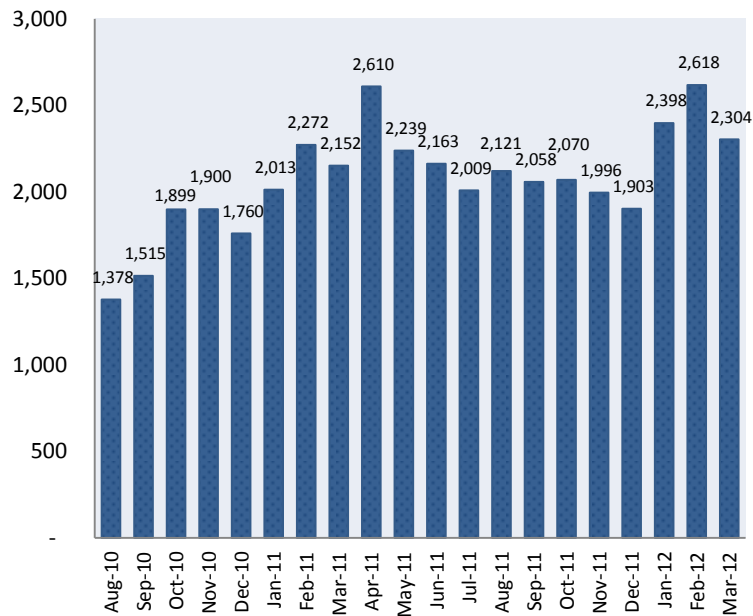
**Average Sales Price – March 2012****Average Sales Price by Type – March 2012****Average "Listing" Price per Area – March 2012**

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### Newly Under Contract During The Month

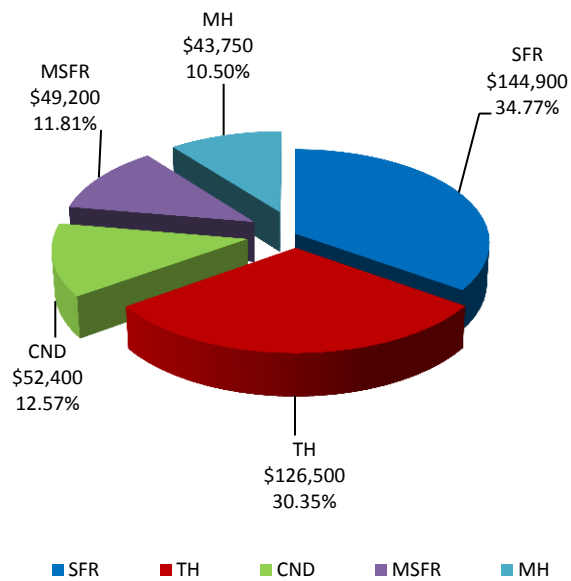


### Total Listings Still Under Contract At The End of The Month

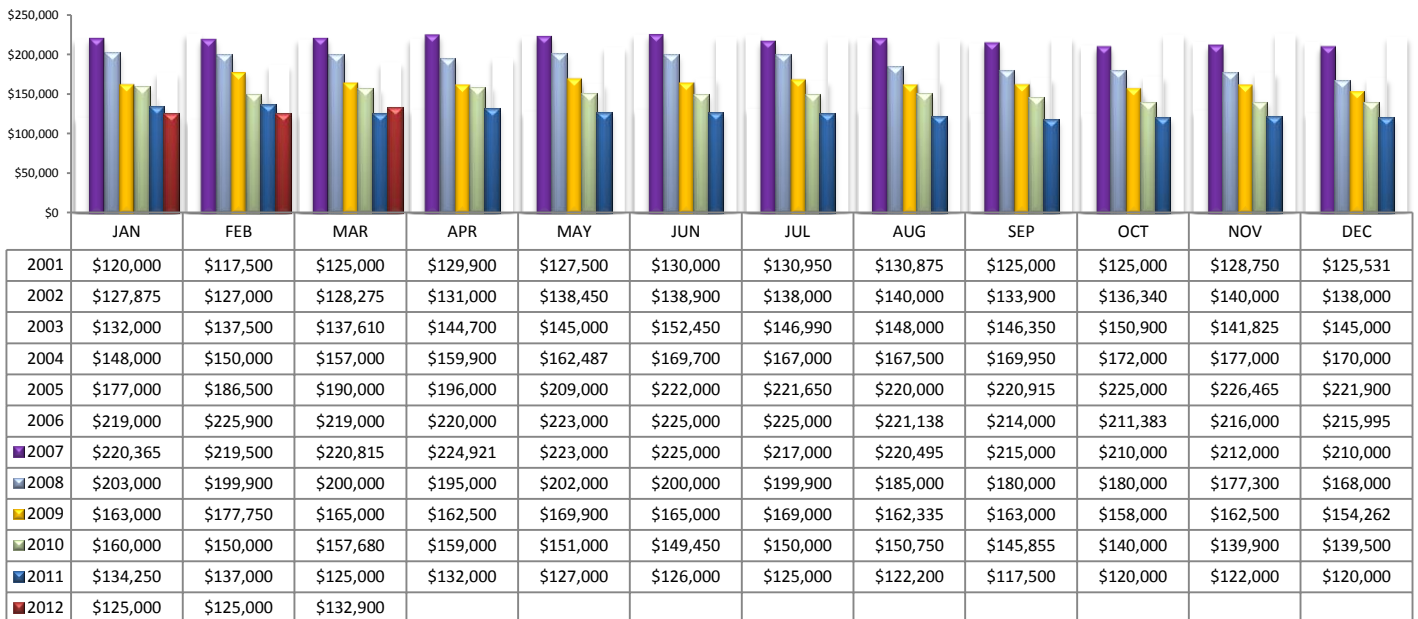


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### Median Sale Price - by Type



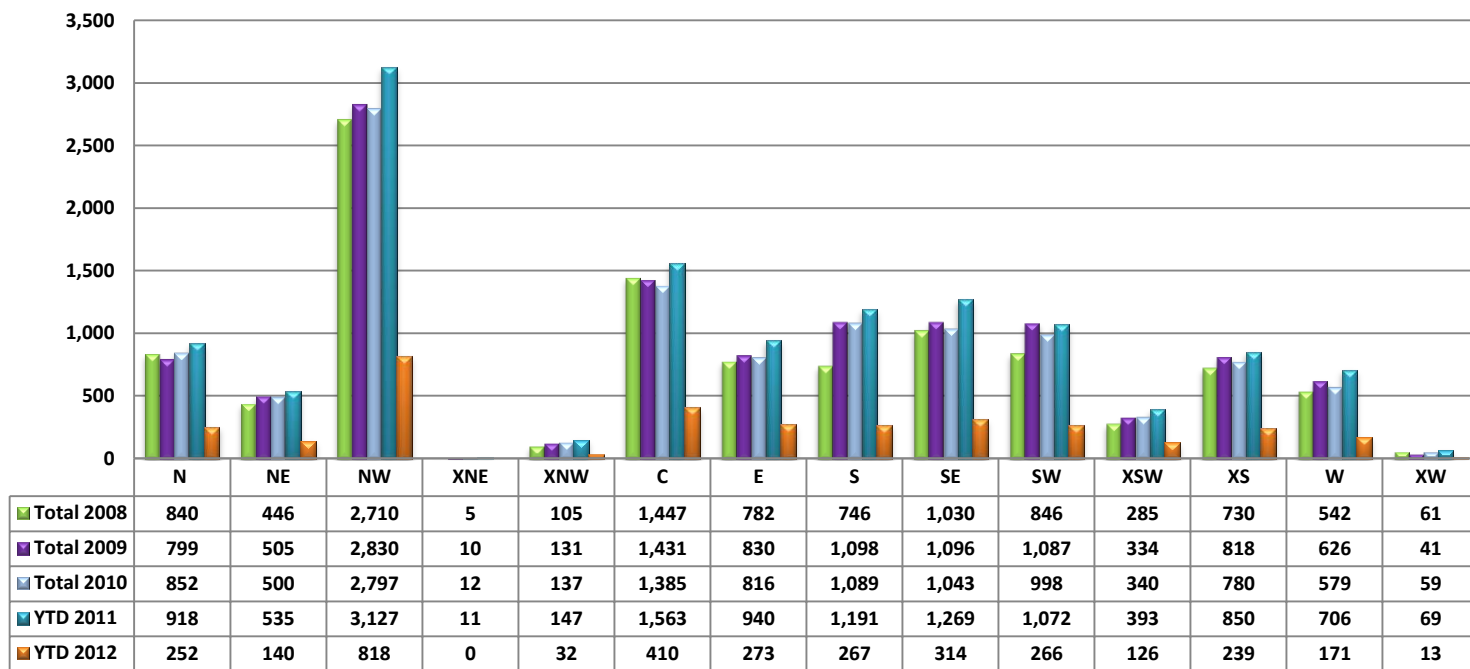
### Median Sale Price - March 2012



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### Number of Sold Listings by Area - Annual Comparison



### Average \$ Sold per Area by # of Bedrooms

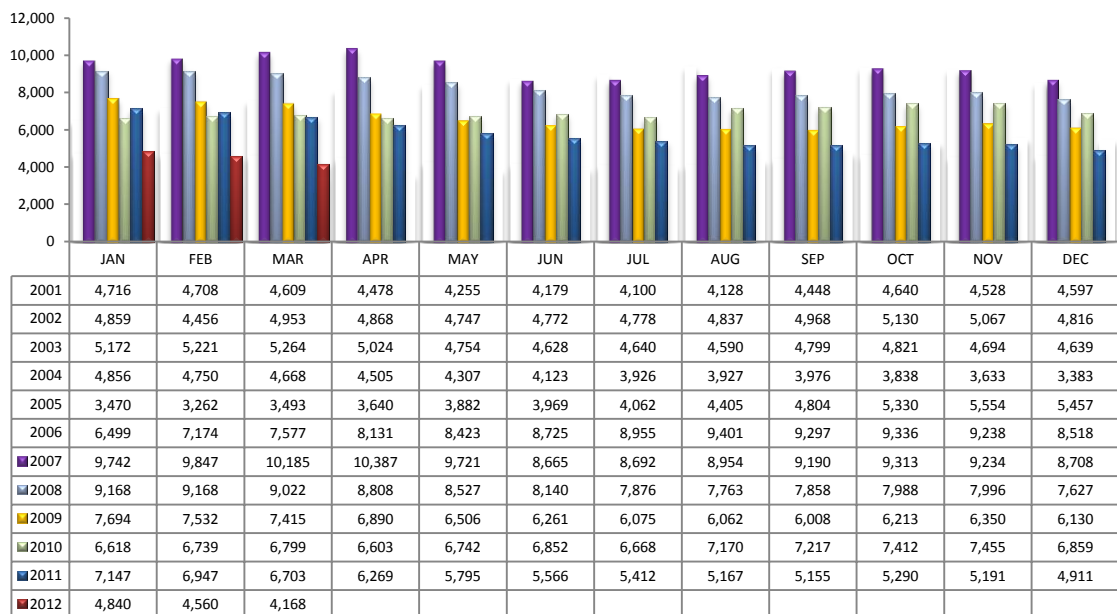
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$209,589	\$358,880	\$513,780	\$518,875	\$363,431
NE	\$123,580	\$211,198	\$325,113	\$443,111	\$270,926
NW	\$202,781	\$176,313	\$243,609	\$333,816	\$207,786
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$22,000	\$104,680	\$148,250	\$30,449	\$106,259
C	\$89,517	\$138,097	\$182,831	\$206,492	\$127,119
E	\$91,676	\$112,389	\$150,227	\$195,862	\$119,849
S	\$35,128	\$72,216	\$110,949	\$120,000	\$80,253
SE	\$154,722	\$126,143	\$144,144	\$249,860	\$140,130
SW	\$59,600	\$81,251	\$109,796	\$173,666	\$85,871
XSW	\$134,554	\$91,300	\$96,079	\$0	\$117,546
XS	\$126,654	\$145,392	\$160,942	\$225,754	\$154,960
W	\$58,720	\$127,332	\$222,935	\$203,000	\$128,011
XW	\$36,000	\$63,135	\$99,750	\$0	\$70,817

### Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	32	46	30	4	112
NE	10	27	22	11	70
NW	92	148	69	21	330
XNE	0	0	0	0	0
XNW	1	5	4	1	11
C	67	86	24	3	180
E	20	65	22	5	112
S	13	58	33	1	105
SE	17	67	35	5	124
SW	24	49	23	3	102
XSW	31	16	4	0	52
XS	23	41	33	12	111
W	21	35	14	2	72
XW	1	3	2	0	6

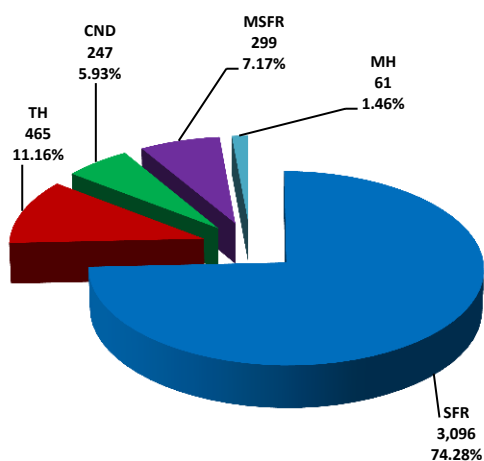
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## Active Listings

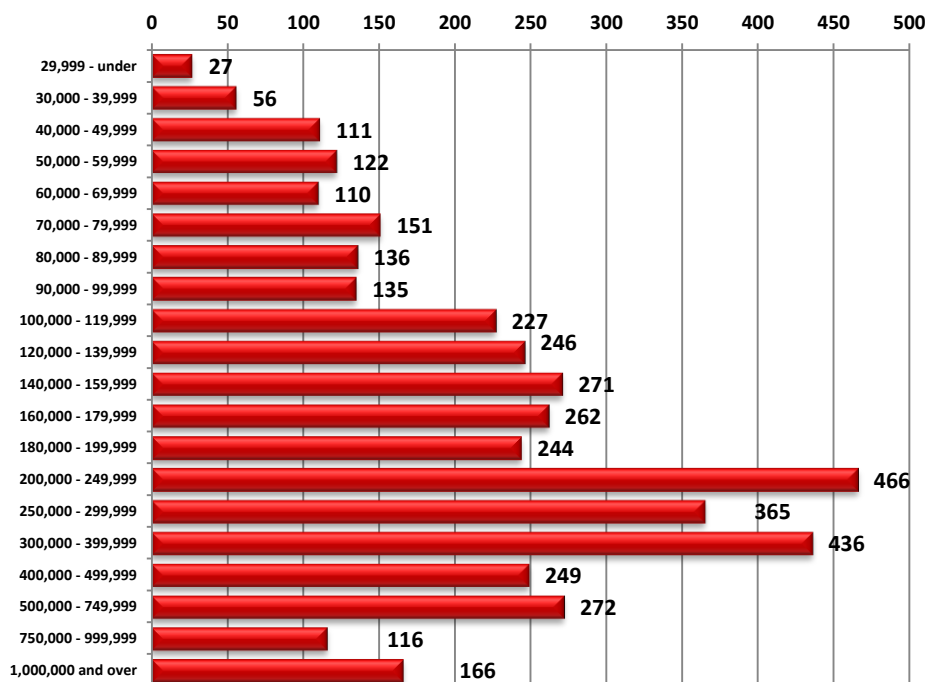


Area	# of Listings
N	472
NE	288
NW	1171
XNE	18
XNW	60
C	454
E	235
S	145
SE	259
SW	221
XSW	273
XS	336
W	199
XW	37

## Active Listings Unit Breakdown

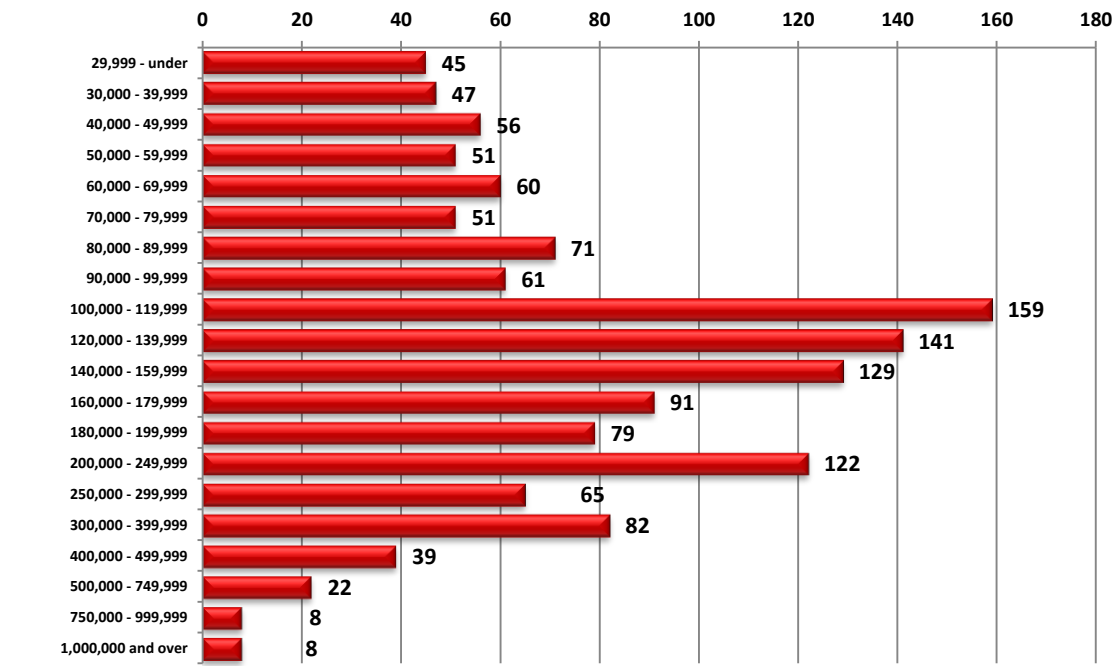


## Active Listings Price Breakdown



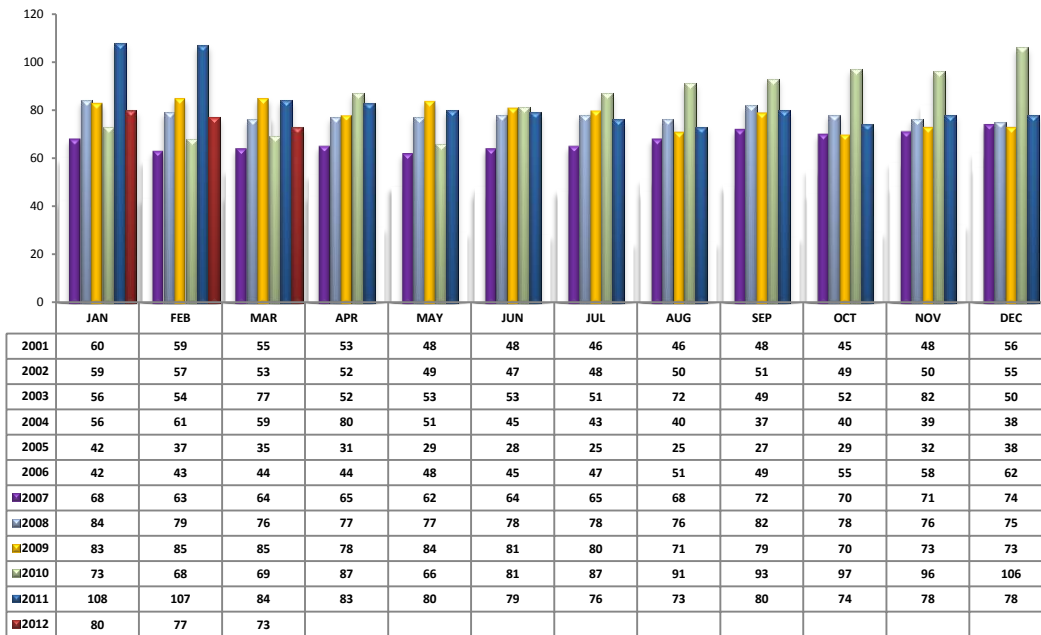
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### Sold Price Breakdown



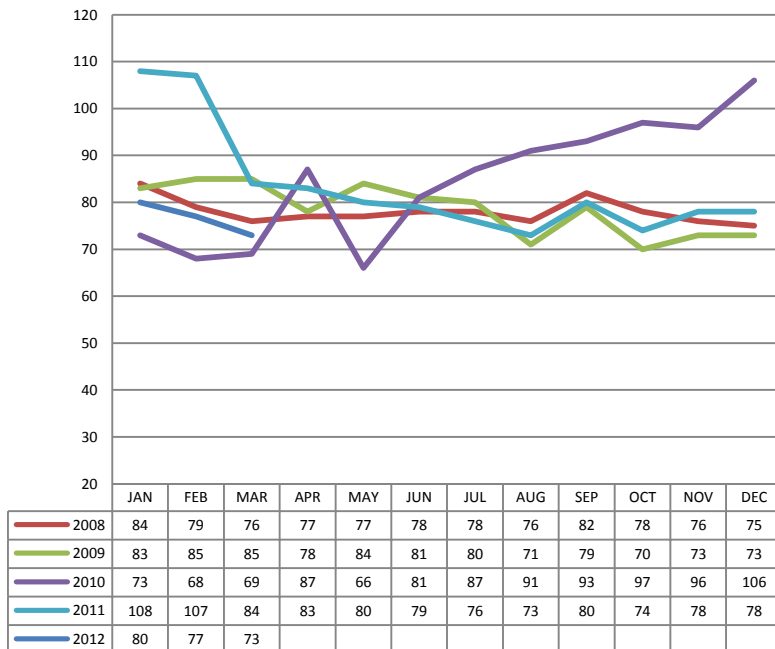
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### Average Days on Market/Listing - March 2012

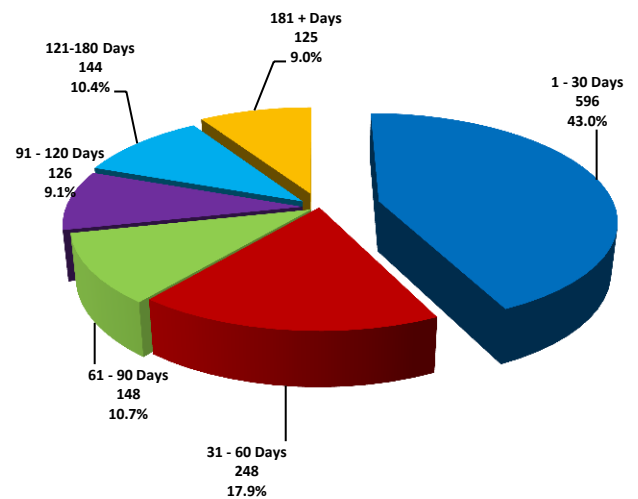


Area	Avg. DOM
N	70
NE	102
NW	83
XNE	N/A
XNW	56
C	60
E	70
S	50
SE	75
SW	55
XSW	104
XS	76
W	70
XW	59

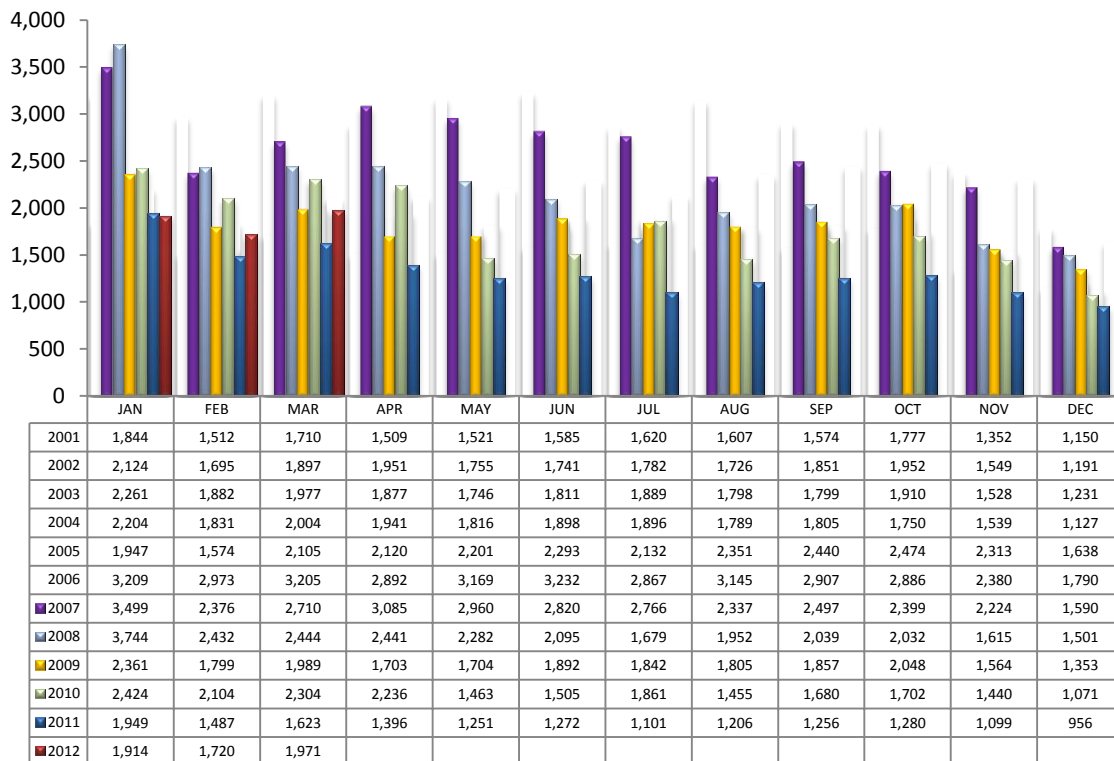
### Annual Comparison - Average Days on Market



### Average Days on Market/Listing Breakdown



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**New Listings – March 2012**

Area	# of Listings
N	203
NE	109
NW	514
XNE	4
XNW	24
C	223
E	141
S	128
SE	191
SW	108
XSW	71
XS	137
W	109
XW	9

\*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 – March 2012**

Month	Expired	Cancelled	Temp Off Mkt.
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
Jan 2012	200	356	52
Feb 2012	184	318	48
Mar 2012	216	378	58

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