

**For Immediate  
Release:**

**April 9, 2014**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics March 2014**

Below are some highlights from the March Residential Sales Statistics:

- Total Sales Volume increased quite a bit this month going from \$188,915,109 in February to \$226,742,804 in March, resulting in a 20.02% increase.
- The Average Sales Price increased 1.98% from last month.
- Average List Price increased 2.20% and has increased 4.67% since March 2013.
- Total Under Contract this month is 2,173, rising 10.81% since February.
- Total Unit Sales went from 961 in February to 1,131 in March, an increase of 17.69%.
- The Median Sales Price increased 2.53% since February, going from \$158,000 to \$162,000.
- New Listings increased 1.97% from February to March.
- Total Active Listings fell slightly this month, going from 5,721 in February to 5,705 in March, a 0.28% decrease, but have increased 35.51% since March 2013.
- Average Days on Market decreased to 62 in March, from 63 in February.
- Conventional loan sales of 37.1% exceeded Cash Sales of 33.5% this month.

Kim Clifton  
2014 TARMLS President



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## March 2014 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
March	\$226,742,804	\$255,010,096	-11.08%
February	\$188,915,109	\$177,344,784	6.52%
Month % Change	20.02%	43.79%	

### Average Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
March	\$200,479	\$191,881	4.48%
February	\$196,581	\$186,482	5.42%
Month % Change	1.98%	2.90%	

### Average List Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
March	\$207,255	\$198,009	4.67%
February	\$202,787	\$193,462	4.82%
Month % Change	2.20%	2.35%	

### Total Under Contract

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
March	2,173	2,712	-19.87%
February	1,961	2,680	-26.83%
Month % Change	10.81%	1.19%	

### Total Unit Sales

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
March	1,131	1,329	-14.90%
February	961	951	1.05%
Month % Change	17.69%	39.75%	

### Median Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
March	\$162,000	\$150,050	7.96%
February	\$158,000	\$149,000	6.04%
Month % Change	2.53%	0.70%	

### New Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
March	2,126	1,931	10.10%
February	2,085	1,597	30.56%
Month % Change	1.97%	20.91%	

### Active Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
March	5,705	4,210	35.51%
February	5,721	4,325	32.28%
Month % Change	-0.28%	-2.66%	

## March 2014 - 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	23	2	8.70%	85645	2	0	0.00%	85713	202	25	12.38%	85741	89	57	64.04%
85321	0	0	0.00%	85648	0	0	0.00%	85714	17	6	35.29%	85742	196	56	28.57%
85601	1	0	0.00%	85653	92	32	34.78%	85715	126	34	26.98%	85743	215	60	27.91%
85602	8	1	12.50%	85654	0	0	0.00%	85716	147	17	11.56%	85744	1	1	100.00%
85611	0	0	0.00%	85658	220	33	15.00%	85718	319	42	13.17%	85745	184	31	16.85%
85614	300	58	19.33%	85701	26	6	23.08%	85719	140	16	11.43%	85746	90	30	33.33%
85616	0	0	0.00%	85704	151	43	28.48%	85730	144	33	22.92%	85747	127	46	36.22%
85619	30	0	0.00%	85705	79	14	17.72%	85734	0	0	0.00%	85748	118	20	16.95%
85622	100	18	18.00%	85706	47	25	53.19%	85735	65	11	16.92%	85749	188	31	16.49%
85623	10	0	0.00%	85710	200	50	25.00%	85736	29	7	24.14%	85750	337	45	13.35%
85629	225	42	18.67%	85711	141	36	25.53%	85737	235	43	18.30%	85755	248	39	15.73%
85641	238	28	11.76%	85712	120	28	23.33%	85739	305	30	9.84%	85756	75	15	20.00%
												85757	92	20	21.74%

NOTE:

85707- 1 active listing, 85717- 2 active listings

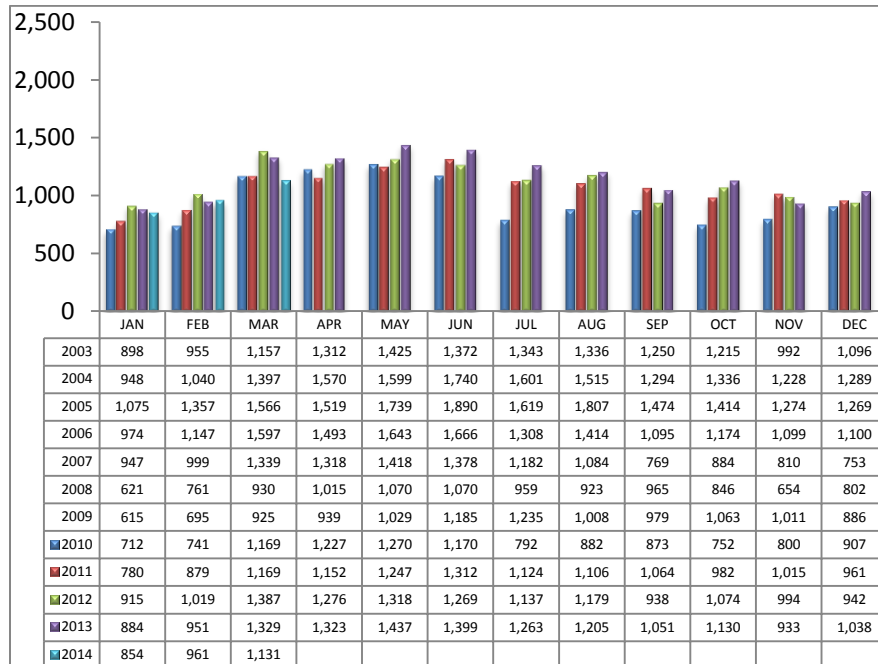
Residential Listing Statistics							Active Listings		Days on Market		
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold		
Under \$29,999	47	5	2	3	57	19	C	660	1 -30 Days	498	
\$30,000 to \$39,999	60	13	6	4	83	15	E	313	31-60 Days	208	
\$40,000 to \$49,999	77	14	9	8	108	14	N	698	61 - 90 Days	124	
\$50,000 to \$59,999	83	25	15	5	128	29	NE	332	91-120 Days	120	
\$60,000 to \$69,999	88	33	9	11	141	34	NW	1602	121 - 180 Days	119	
\$70,000 to \$79,999	107	40	17	5	169	32	S	162	Over 180 Days	62	
\$80,000 to \$89,999	97	50	16	16	179	33	SE	404	Avg. Days on Market		
\$90,000 to \$99,999	109	61	13	14	197	45	SW	340	62		
\$100,000 to \$119,999	281	137	33	41	492	92	W	259	Avg. Sold Price		
\$120,000 to \$139,999	394	185	39	33	651	123	XNE	30	\$200,479		
\$140,000 to \$159,999	413	174	27	45	659	106	XNW	83	Median Sale Price		
\$160,000 to \$179,999	429	156	23	36	644	109	XS	471	\$162,000		
\$180,000 to \$199,999	407	101	11	22	541	85	XSW	306	New Listings		
\$200,000 to \$249,999	724	172	17	67	980	149	XW	45	2,126		
\$250,000 to \$299,999	549	118	9	46	722	84	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	675	103	12	24	814	83	C	109	\$17,809,374		
\$400,000 to \$499,999	377	42	5	9	433	32	E	72	\$10,750,973		
\$500,000 to \$749,999	409	43	4	13	469	30	N	95	\$35,361,540		
\$750,000 to \$999,999	158	15	0	7	180	9	NE	68	\$20,509,206		
\$1,000,000 and over	221	9	0	1	231	8	NW	349	\$78,655,821		
							S	50	\$5,002,628		
							SE	91	\$13,948,635		
							SW	68	\$8,037,788		
							W	53	\$10,281,250		
							XNE	0	\$0		
							XNW	25	\$2,830,437		
							XS	74	\$13,718,879		
							XSW	69	\$9,144,673		
Totals	5,705	1,496	267	410	7,878	1,131	XW	8	\$691,600		
							Total Volume		\$226,742,804		
Mar-14		Mar-13	% Change	YTD 2014	YTD 2013	% Change					
Home Sales Volume	\$226,742,804	\$255,010,096	-11.08%	\$584,120,316	\$593,577,257	-1.59%					
Home Sales Units	1,131	1,329	-14.90%	2,946	3,164	-6.89%					
Average Sales Price (All Residential)	\$200,479	\$191,881	4.48%	\$198,701	\$188,156	5.60%					
Median Sales Price	\$162,000	\$150,050	7.96%	\$159,813	\$148,525	7.60%					
Average Days on Market:	62	59	5.08%	62	59	5.08%					
Average List Price for Solds:	\$207,255	\$198,009	4.67%	\$205,090	\$194,623	5.38%					
SP/LP %	96.73%	96.91%		96.88%	96.68%						
Total Under Contract	2,173	2,712	-19.87%								
Active Listings	5,705	4,210	35.51%								
New Listings	2,126	1,931	10.10%								

Types of Financing		Totals
FHA		181
VA		111
Other		31
Cash		379
Convention		420
Cash/Loan		1
Carryback		8

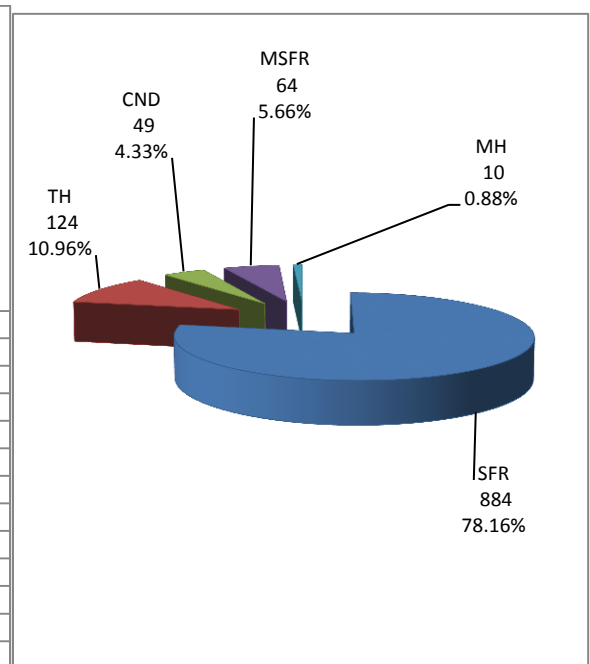
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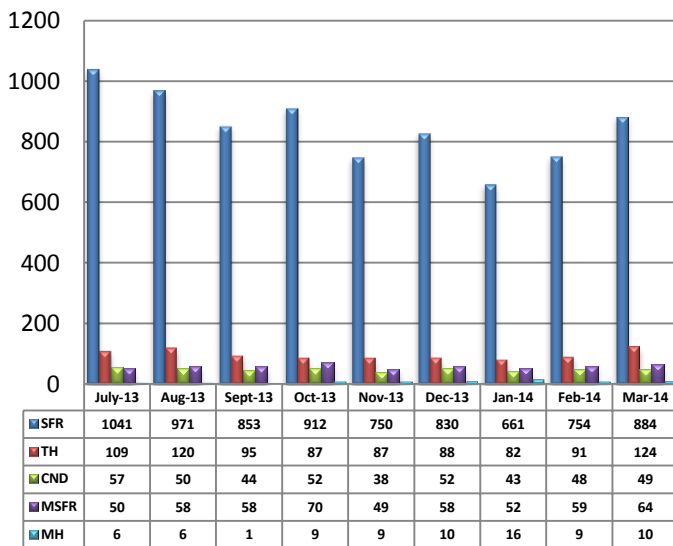
### Total Unit Sales – March 2014



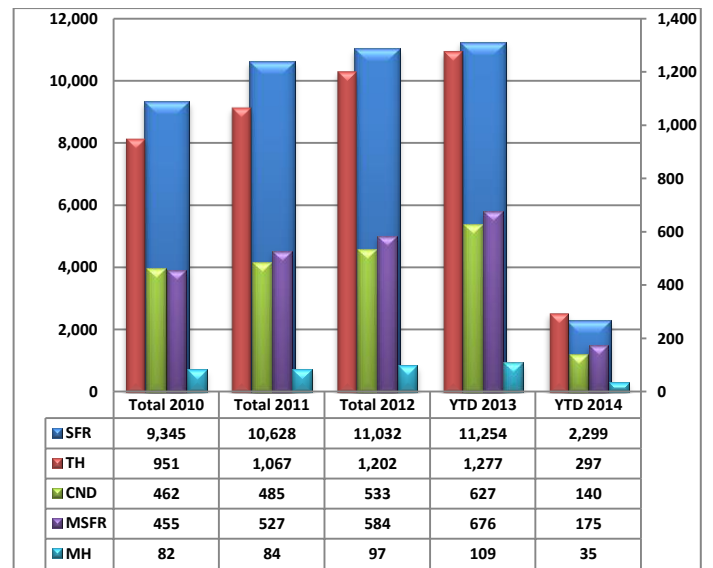
### Unit Sales – Breakdown by Type



### Total Unit Sales By Type - Monthly Comparison

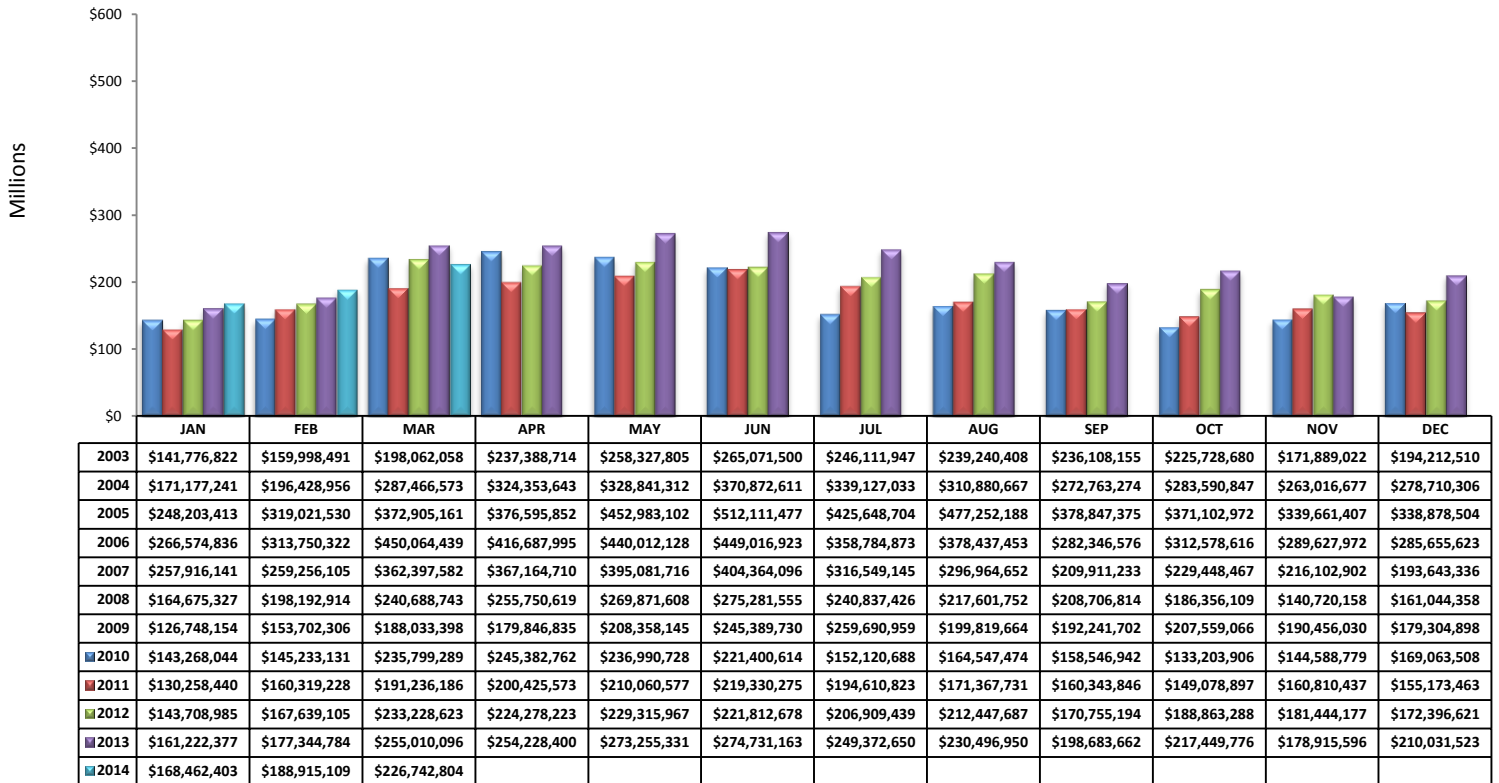


### YTD Annual Comparison – Breakdown by Type

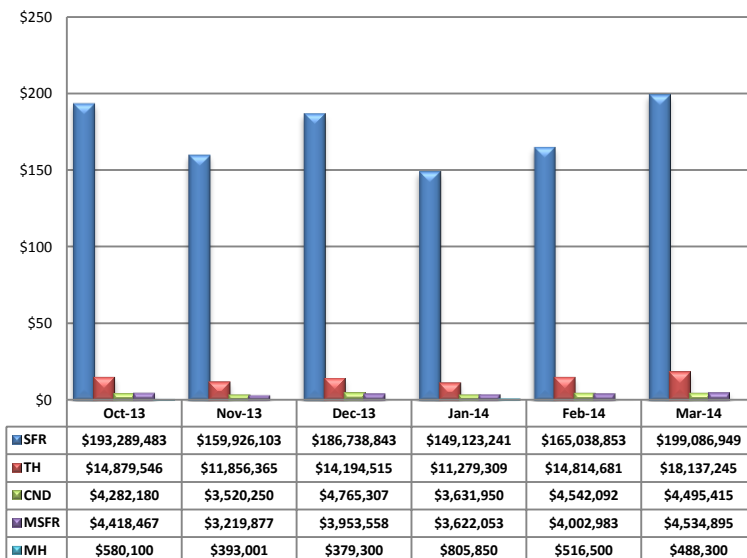


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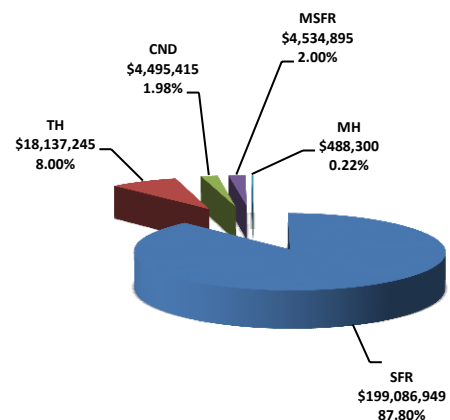
## Total Sales Volume - March 2014



## Total Sales Volume By Type - Monthly Comparison

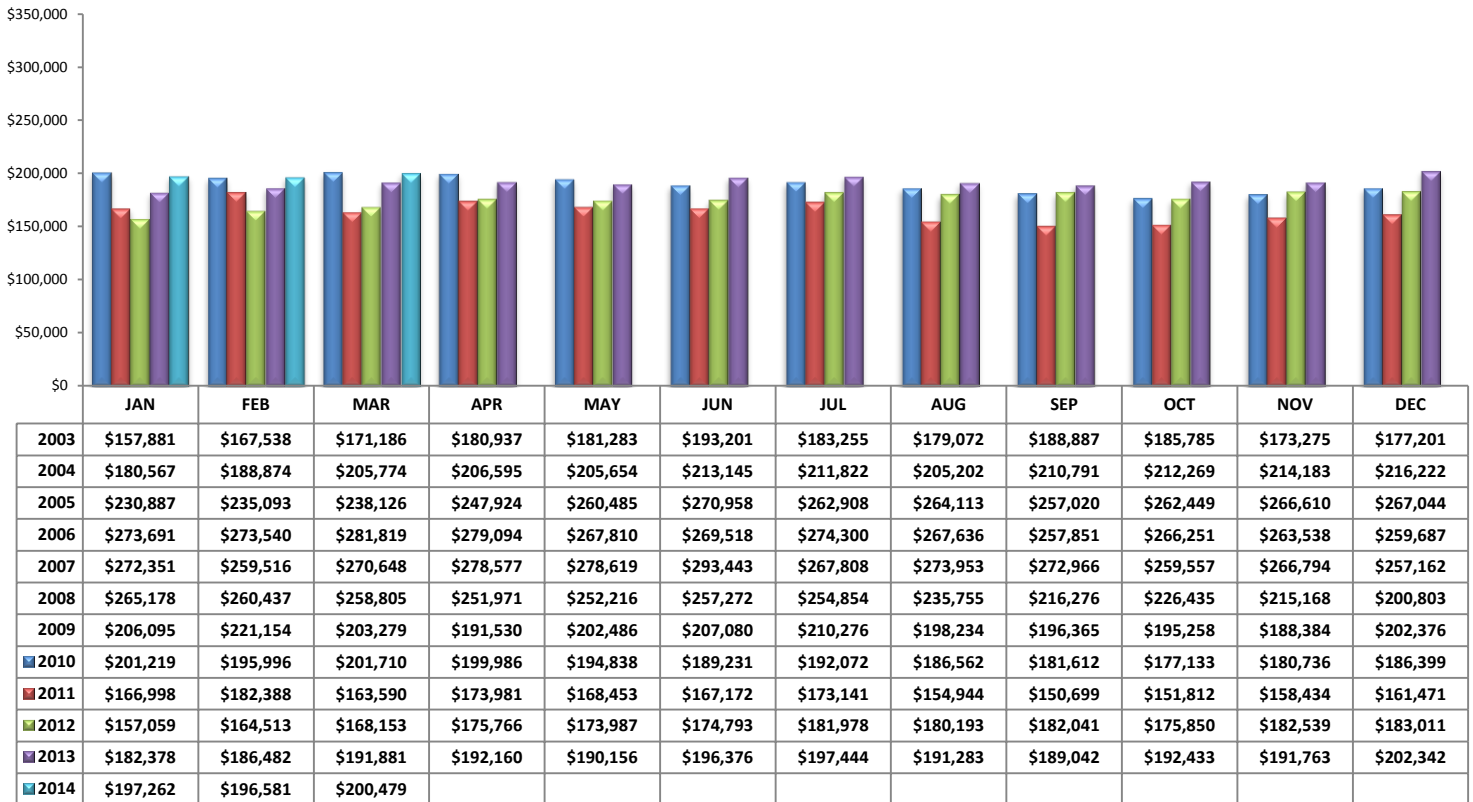


## Monthly Volume by Type

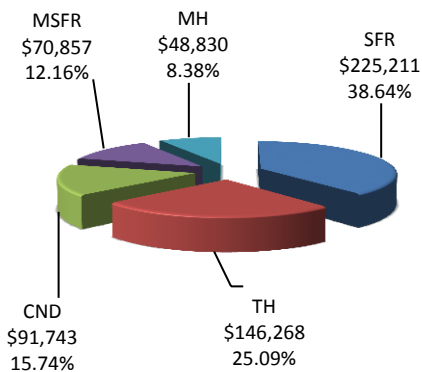


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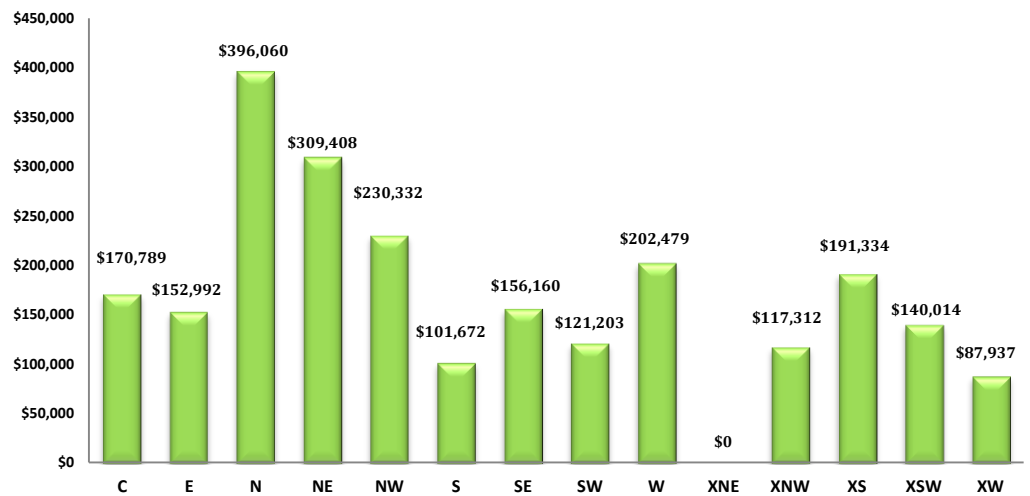
### Average Sales Price – March 2014



### Average Sales Price by Type – March 2014

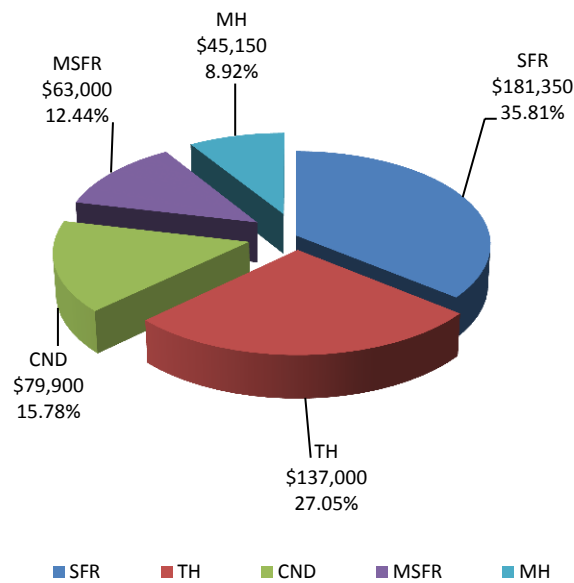


### Average "Listing" Price per Area – March 2014



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### Median Sale Price – by Type

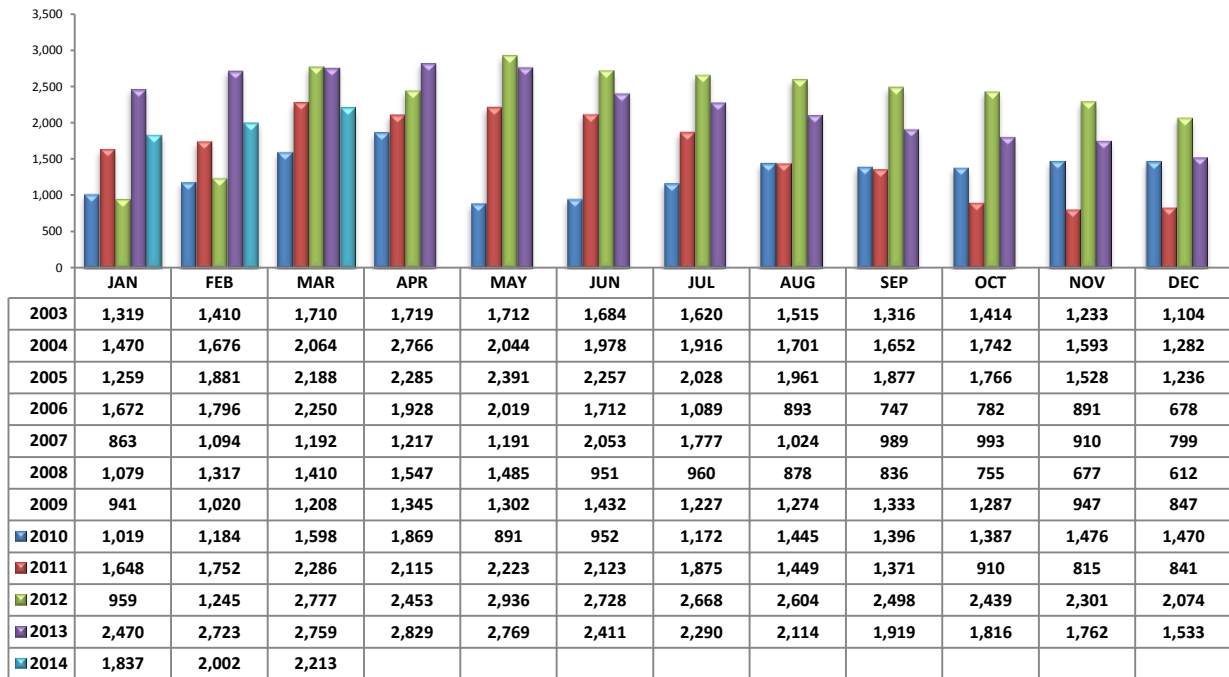


### Median Sale Price – March 2014

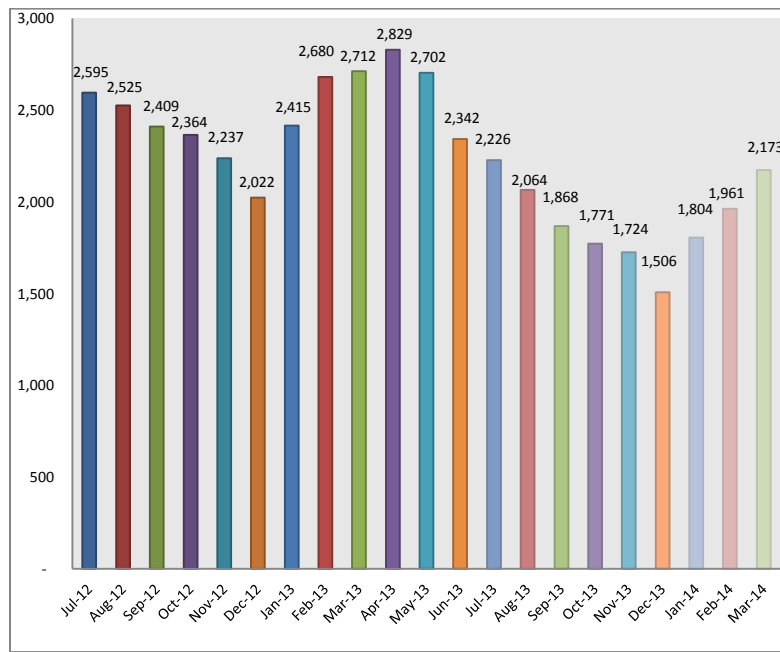
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2003	\$132,000	\$137,500	\$137,610	\$144,700	\$145,000	\$152,450	\$146,990	\$148,000	\$146,350	\$150,900	\$141,825	\$145,000
2004	\$148,000	\$150,000	\$157,000	\$159,900	\$162,487	\$169,700	\$167,000	\$167,500	\$169,950	\$172,000	\$177,000	\$170,000
2005	\$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	\$145,000	\$144,950	\$143,000	\$144,627	\$147,500
2013	\$145,000	\$149,000	\$150,050	\$157,000	\$156,500	\$160,000	\$159,900	\$160,500	\$155,399	\$155,000	\$159,500	\$157,900
2014	\$157,250	\$158,000	\$162,000									

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### Newly Under Contract During The Month



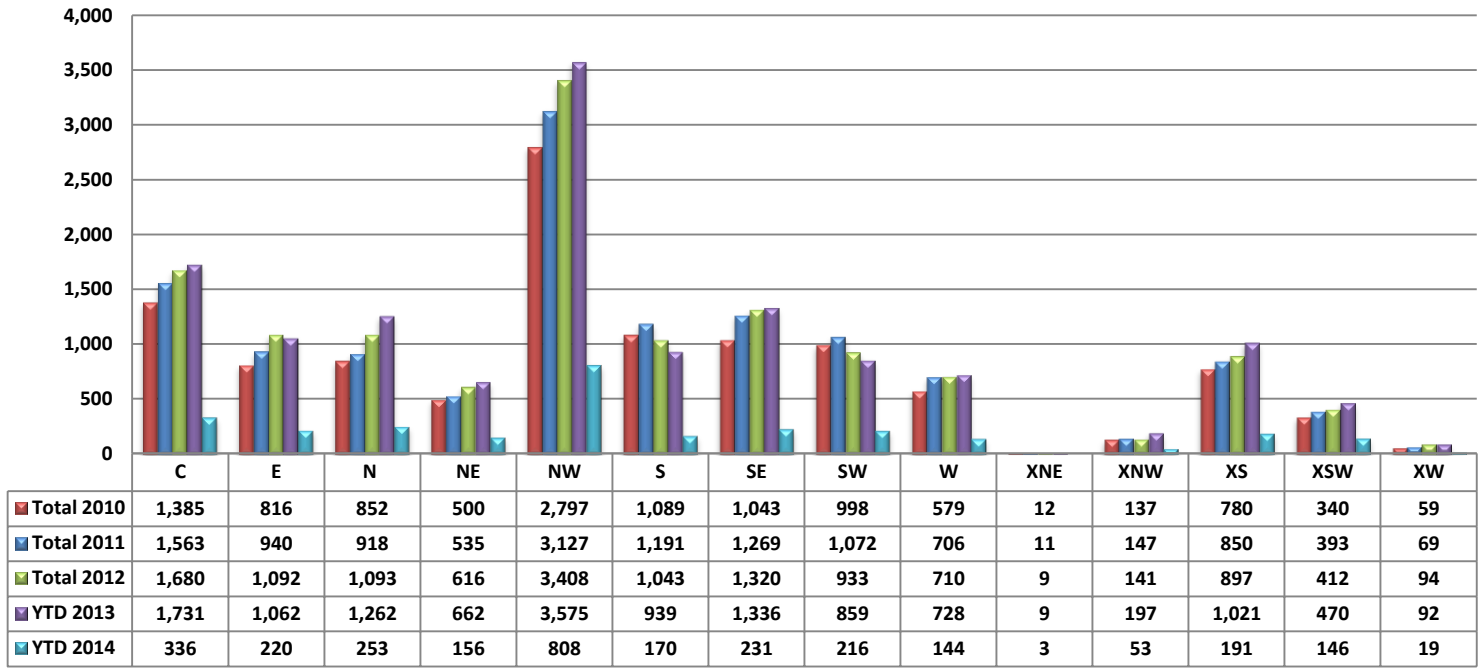
### Total Listings Still Under Contract At The End of The Month



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



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

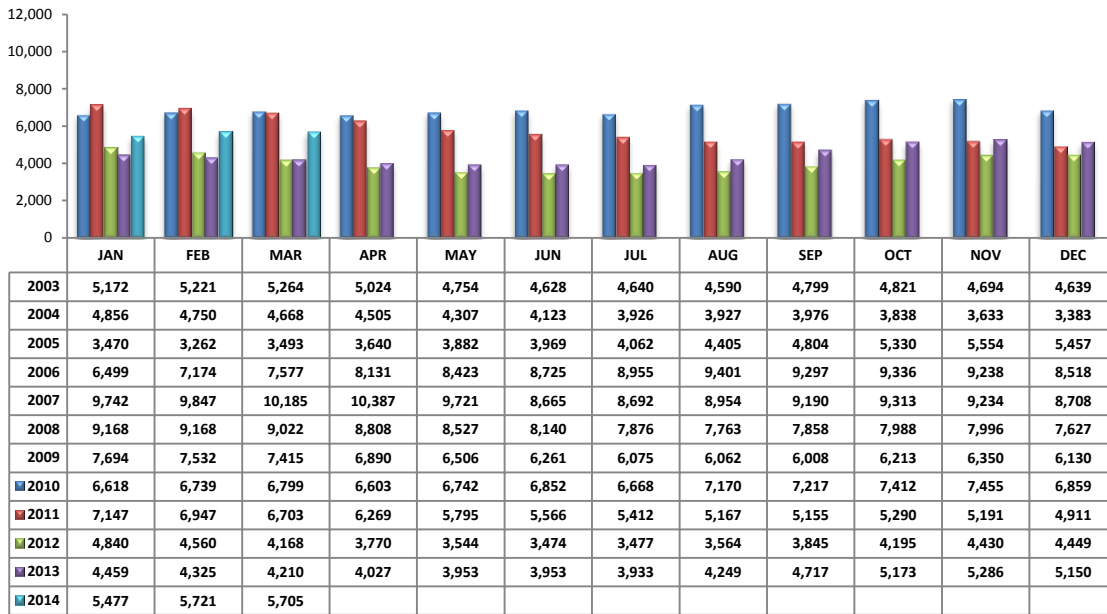
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$107,001	\$153,368	\$259,604	\$217,500	\$163,388
E	\$64,343	\$146,577	\$206,479	\$350,000	\$149,319
N	\$195,029	\$398,897	\$523,052	\$780,000	\$372,226
NE	\$106,216	\$242,552	\$392,692	\$537,850	\$301,605
NW	\$185,327	\$228,651	\$248,395	\$342,592	\$225,374
S	\$63,250	\$94,500	\$123,585	\$89,900	\$100,052
SE	\$112,484	\$141,956	\$174,354	\$242,000	\$153,281
SW	\$72,026	\$118,914	\$159,846	\$0	\$118,202
W	\$147,307	\$193,098	\$206,000	\$396,666	\$193,985
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$32,850	\$110,073	\$131,259	\$0	\$113,217
XS	\$160,144	\$167,443	\$211,570	\$246,933	\$185,390
XSW	\$121,024	\$155,289	\$192,500	\$0	\$132,531
XW	\$66,100	\$91,280	\$103,000	\$0	\$86,450

### Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	31	53	22	3	109
E	11	45	15	1	72
N	37	28	25	5	95
NE	11	28	21	8	68
NW	84	172	86	7	349
S	4	31	14	1	50
SE	8	46	36	1	91
SW	15	37	16	0	68
W	14	30	6	3	53
XNE	0	0	0	0	0
XNW	2	12	11	0	25
XS	20	23	28	3	74
XSW	48	19	2	0	69
XW	2	5	1	0	8

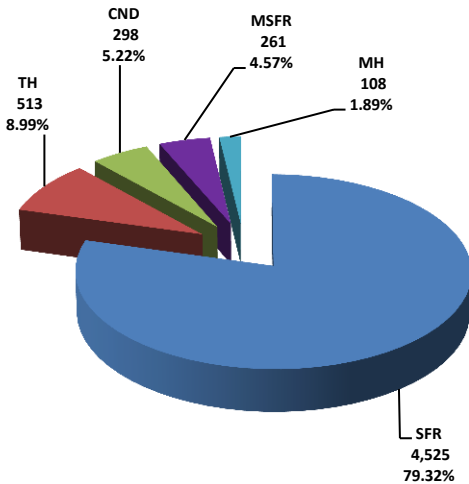
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### Active Listings

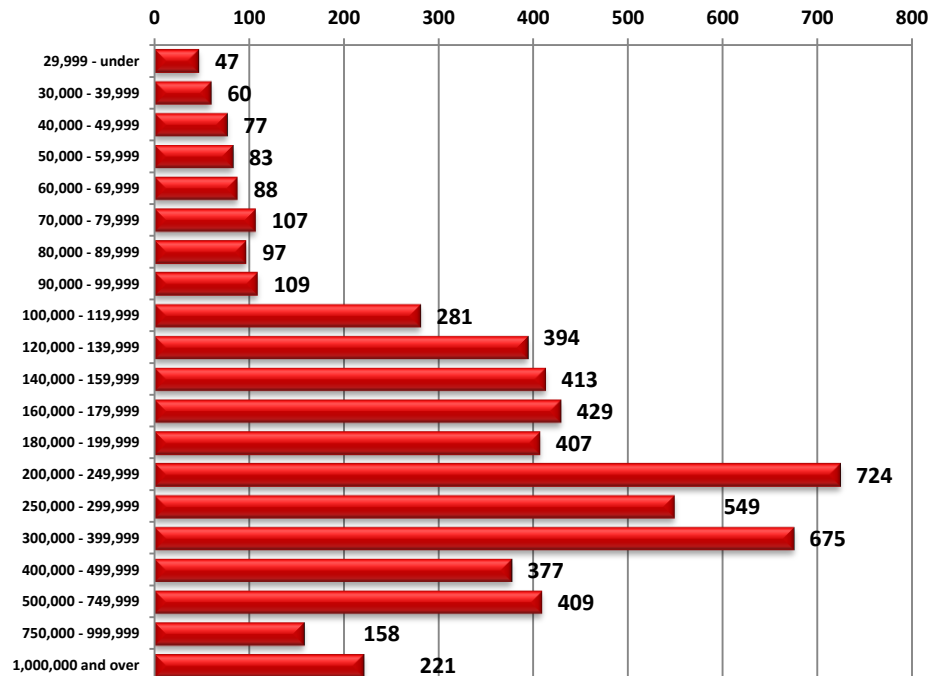


Area	# of Listings
C	660
E	313
N	698
NE	332
NW	1602
S	162
SE	404
SW	340
W	259
XNE	30
XNW	83
XS	471
XSW	306
XW	45

### Active Listings Unit Breakdown

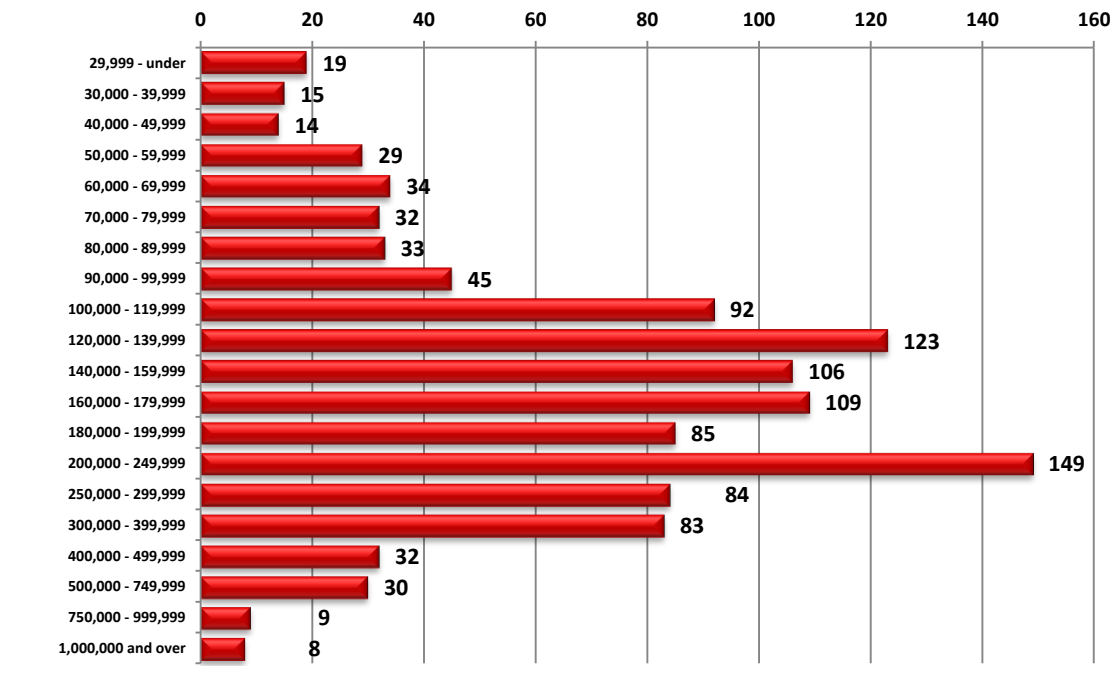


### Active Listings Price Breakdown



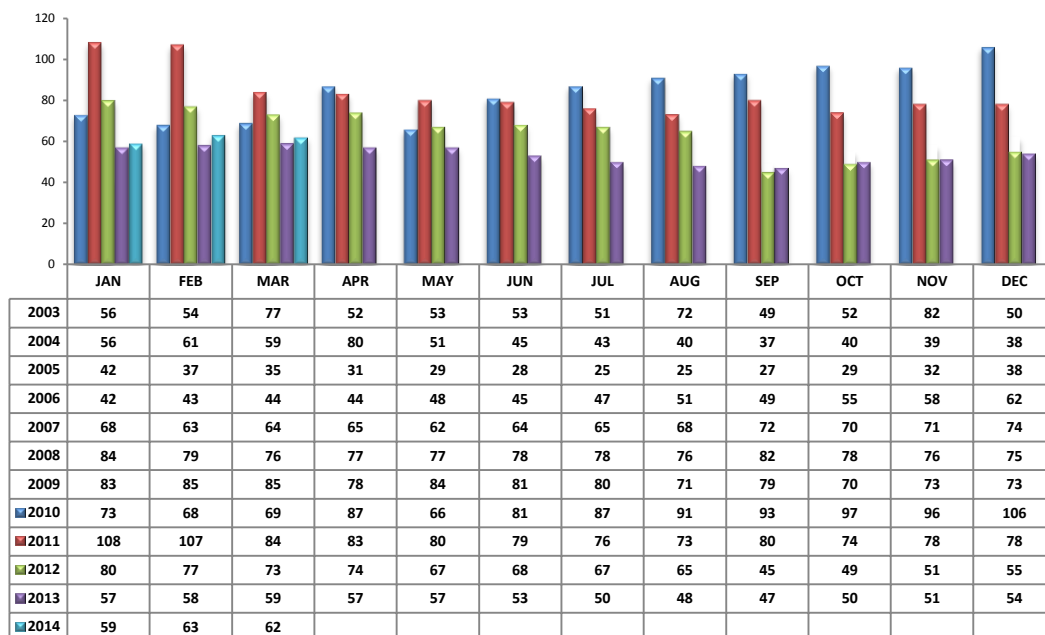
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### Sold Price Breakdown



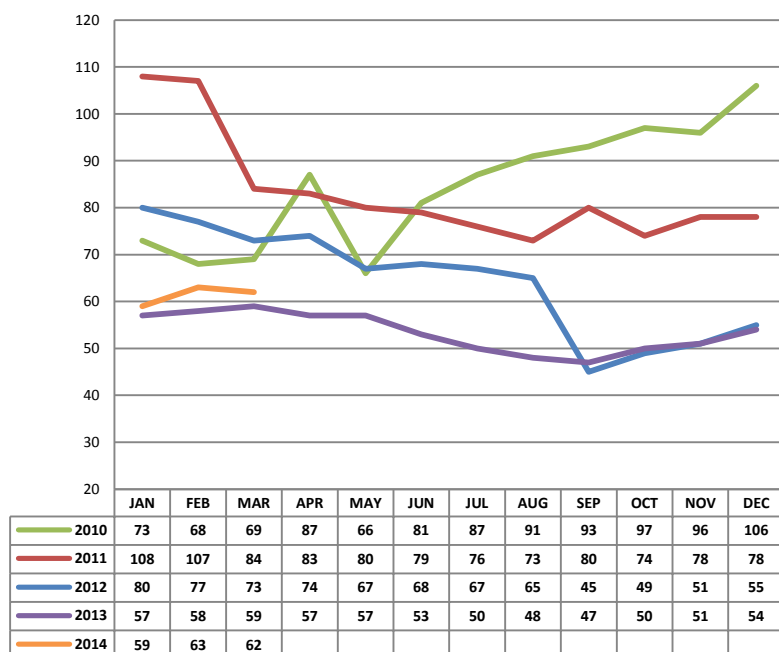
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### Average Days on Market/Listing - March 2014

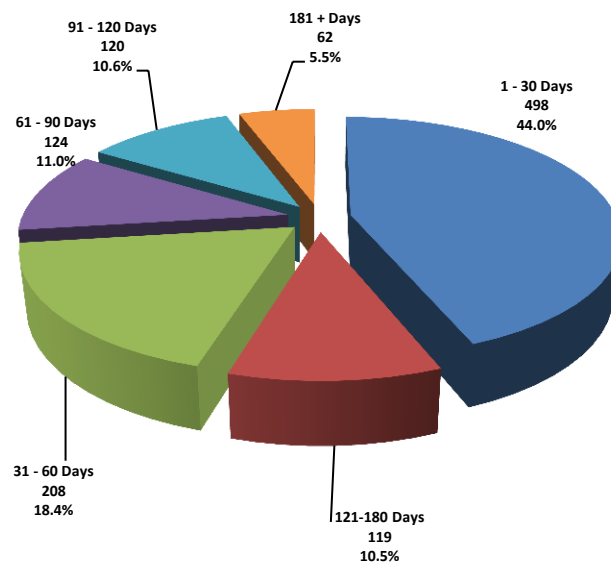


Area	Avg. DOM
N	57
NE	45
NW	55
XNE	49
XNW	67
C	43
E	50
S	60
SE	73
SW	61
XSW	59
XS	64
W	99
XW	116

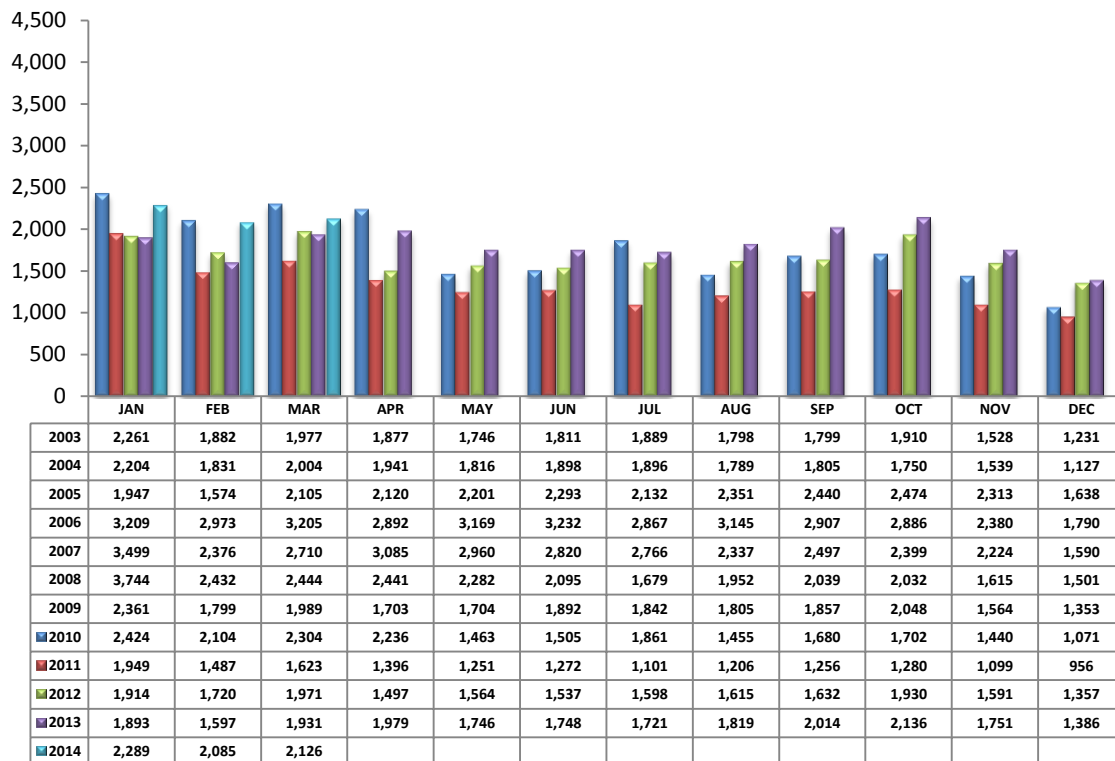
### Annual Comparison - Average Days on Market



### 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 – March 2014**

Area	# of Listings
C	271
E	153
N	234
NE	135
NW	543
S	89
SE	186
SW	126
W	109
XNE	5
XNW	25
XS	154
XSW	84
XW	12

\*Includes properties that were re-listed

\*\*Beginning March 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.
June 2013	183	322	67
July 2013	156	344	67
Aug 2013	140	314	71
Sept 2013	136	362	65
Oct 2013	191	341	37
Nov 2013	123	323	56
Dec 2013	348	293	69
Jan 2014	186	433	52
Feb 2014	166	366	53
Mar 2014	203	371	69

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