

**For Immediate  
Release:**

**December 10, 2010**

**CONTACT:**

**Dan Santa Maria**  
MLS President  
(520) 795-1492

**Wes Wiggins**  
Vice President, MLS  
(520) 382-8792

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

# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics November 2010**

Below are some highlights from the November Statistics:

- The number of new listings decreased by 15.39% over October and decreased by 7.93% over November of last year.
- Total Sales Volume increased in November by 8.55% from \$133,203,906 in October to \$144,588,779 in November.
- Average Sales Price increased by 2.03% over October.
- Average List Price increased by 4.30% over October.
- Total unit sales increased in November by 6.38% from 752 in October to 800 in November.
- The median sales price decreased slightly by 0.07% over October. When compared to November of 2009, there was a decrease of 13.91%.
- Active listings increased slightly in November by 0.58% from 7,412 in October to 7,455 in November and up 17.40% over November of 2009.

\*In order to most accurately report the total number of listings under contract for the month, we have reviewed and revised the total "Newly Under Contract During the Month" numbers from January to present.

Dan Santa Maria  
2010 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.*

## November 2010 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2010</u>	<u>2009</u>	<u>Annual % Change</u>
November	\$144,588,779	\$190,456,030	-24.08%
October	\$133,203,906	\$199,843,277	-33.35%
Month % Change	8.55%	-4.70%	

### Average Sales Price

	<u>2010</u>	<u>2009</u>	<u>Annual % Change</u>
November	\$180,736	\$188,384	-4.06%
October	\$177,133	\$195,733	-9.50%
Month % Change	2.03%	-3.75%	

### Average List Price

	<u>2010</u>	<u>2009</u>	<u>Annual % Change</u>
November	\$191,637	\$195,745	-2.10%
October	\$183,743	\$202,649	-9.33%
Month % Change	4.30%	-3.41%	

### Total Under Contract

	<u>2010</u>	<u>2009</u>	<u>Annual % Change</u>
November	1,900	947	100.63%
October	1,899	1,287	47.55%
Month % Change	0.05%	-26.42%	

### Total Unit Sales

	<u>2010</u>	<u>2009</u>	<u>Annual % Change</u>
November	800	1011	-20.87%
October	752	1021	-26.35%
Month % Change	6.38%	-0.98%	

### Median Sales Price

	<u>2010</u>	<u>2009</u>	<u>Annual % Change</u>
November	\$139,900	\$162,500	-13.91%
October	\$140,000	\$158,900	-11.89%
Month % Change	-0.07%	2.27%	

### New Listings

	<u>2010</u>	<u>2009</u>	<u>Annual % Change</u>
November	1,440	1,564	-7.93%
October	1,702	2,048	-16.89%
Month % Change	-15.39%	-23.63%	

### Active Listings

	<u>2010</u>	<u>2009</u>	<u>Annual % Change</u>
November	7,455	6,350	17.40%
October	7,412	6,213	19.30%
Month % Change	0.58%	2.21%	

## November 2010 - 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%	85705	163	22	13.50%	85735	89	6	6.74%	85750	394	20	5.08%
85614	312	29	9.29%	85706	181	27	14.92%	85736	50	3	6.00%	85755	282	32	11.35%
85619	19	2	10.53%	85710	300	38	12.67%	85737	283	23	8.13%	85756	176	25	14.20%
85622	87	5	5.75%	85711	252	20	7.94%	85739	292	14	4.79%	85757	127	22	17.32%
85629	272	34	12.50%	85712	185	29	15.68%	85741	171	24	14.04%				
85641	309	44	14.24%	85713	251	28	11.16%	85742	236	31	13.14%				
85645	5	0	0.00%	85714	33	19	57.58%	85743	282	31	10.99%				
85653	165	14	8.48%	85715	173	17	9.83%	85745	263	26	9.89%				
85658	215	18	8.37%	85716	165	10	6.06%	85746	206	35	16.99%				
85701	40	3	7.50%	85718	348	29	8.33%	85747	192	29	15.10%				
85704	218	21	9.63%	85719	163	11	6.75%	85748	147	15	10.20%				
				85730	232	29	12.50%	85749	160	15	9.38%				

### NOTE:

85145-1 active listing, 85611-2 active listing, 85602- 1 active listing, 85631- 1 active listings, 85637- 3 active listings, 85646- 1 active listing

85702- 1 active listing, 85740- 1 active listing

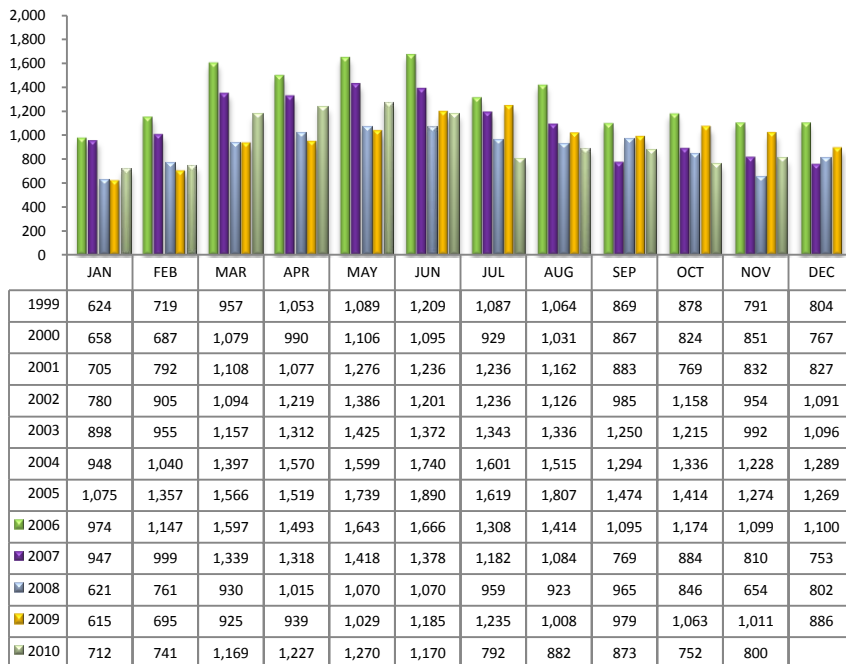
Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold	
Under \$29,999	46	13	3	7	69	24	N	738	1 -30 Days	161
\$30,000 to \$39,999	73	23	5	15	116	22	NE	383	31-60 Days	194
\$40,000 to \$49,999	91	22	7	29	149	34	NW	1,936	61 - 90 Days	140
\$50,000 to \$59,999	159	15	4	19	197	33	XNE	21	91-120 Days	80
\$60,000 to \$69,999	199	30	17	25	271	24	XNW	107	121 - 180 Days	137
\$70,000 to \$79,999	215	29	17	32	293	33	C	934	Over 180 Days	88
\$80,000 to \$89,999	285	68	17	27	397	30	E	481	Avg. Days on Market	
\$90,000 to \$99,999	314	45	33	15	407	28	S	435	96	
\$100,000 to \$119,999	601	114	49	85	849	72	SE	605	Avg. Sold Price	
\$120,000 to \$139,999	714	105	27	56	902	101	SW	514	\$180,736	
\$140,000 to \$159,999	609	70	36	62	777	64	XSW	333	Avg. Median Price	
\$160,000 to \$179,999	512	79	28	47	666	61	XS	543	\$139,900	
\$180,000 to \$199,999	500	51	17	40	608	43	W	378	New Listings	
\$200,000 to \$249,999	800	85	24	59	968	84	XW	47	1,440	
\$250,000 to \$299,999	529	61	22	33	645	47	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	647	52	16	35	750	43	N	50	\$22,001,440	
\$400,000 to \$499,999	358	23	10	20	411	20	NE	33	\$8,848,194	
\$500,000 to \$749,999	418	20	3	19	460	26	NW	195	\$42,497,114	
\$750,000 to \$999,999	164	13	4	6	187	5	XNE	10	\$270,000	
\$1,000,000 and over	221	8	1	3	233	6	XNW	80	\$1,170,750	
							C	62	\$10,957,807	
							E	79	\$8,329,766	
							S	79	\$6,150,986	
							SE	73	\$13,351,007	
							SW	28	\$6,973,202	
							XSW	64	\$3,629,642	
							XS	42	\$11,394,684	
Totals	7,455	926	340	634	9,355	800	W	4	\$8,547,687	
							XW	1	\$466,500	
							Total Volume		\$144,588,779	
	Nov-10	Nov-09	% Change	YTD 2010	YTD 2009	% Change				
Home Sales Volume	\$144,588,779	\$190,456,030	-24.08%	\$1,981,082,357	\$2,152,614,996	-7.97%				
Home Sales Units	800	1,011	-20.87%	10,388	10,688	-2.81%				
Average Sales Price (All Residential)	\$180,736	\$188,384	-4.06%	\$182,873	\$201,405	-9.20%				
Median Sales Price	\$139,900	\$162,500	-13.91%	\$143,832	\$165,000	-12.83%				
Average Days on Market:	96	73	31.51%	93	79	17.72%				
Average List Price for Solds:	\$191,637	\$195,745	-2.10%	\$192,939	\$211,845	-8.92%				
SP/LP %	94.31%	96.24%		94.78%	95.07%					
Total Under Contract	1,900	947	100.63%							
Active Listings	7,455	6,350	17.40%							
New Listings	1,440	1,564	-7.93%							

Types of Financing		Totals
FHA		183
VA		66
Conventional		243
Carryback		5
Cash to Loan		1
Cash		277
Other		25

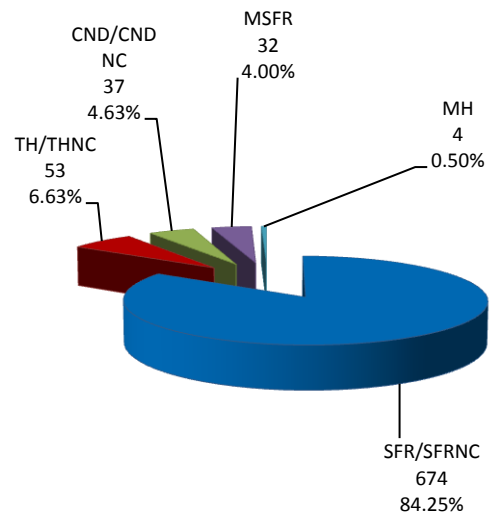
Types of Financing	Totals
FHA	183
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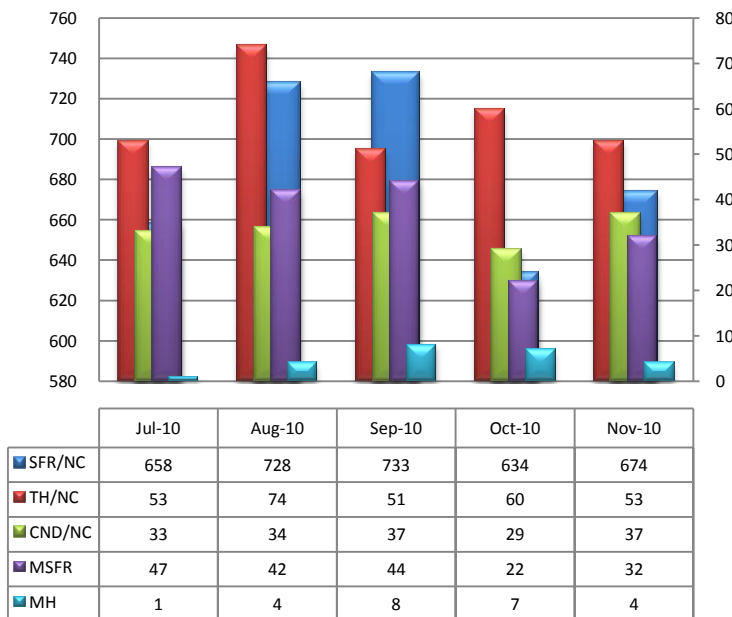
## Total Unit Sales – November 2010



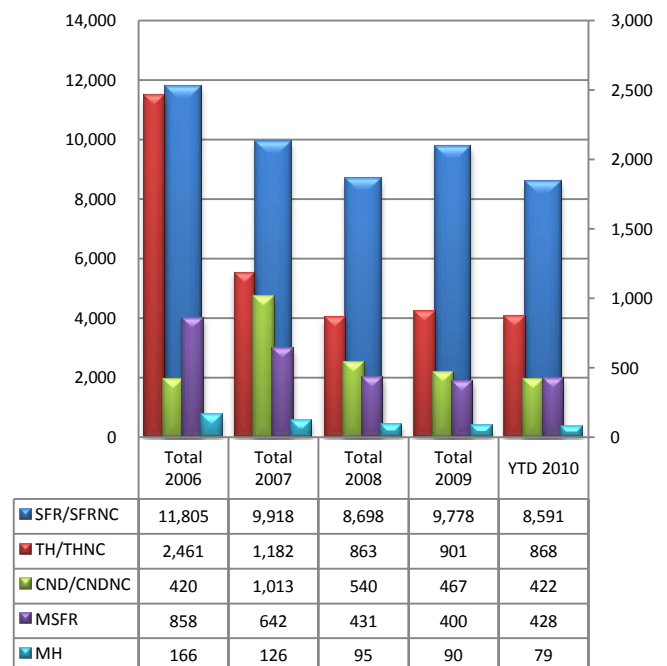
## Unit Sales – Breakdown by Type



## Total Unit Sales By Type - Monthly Comparison

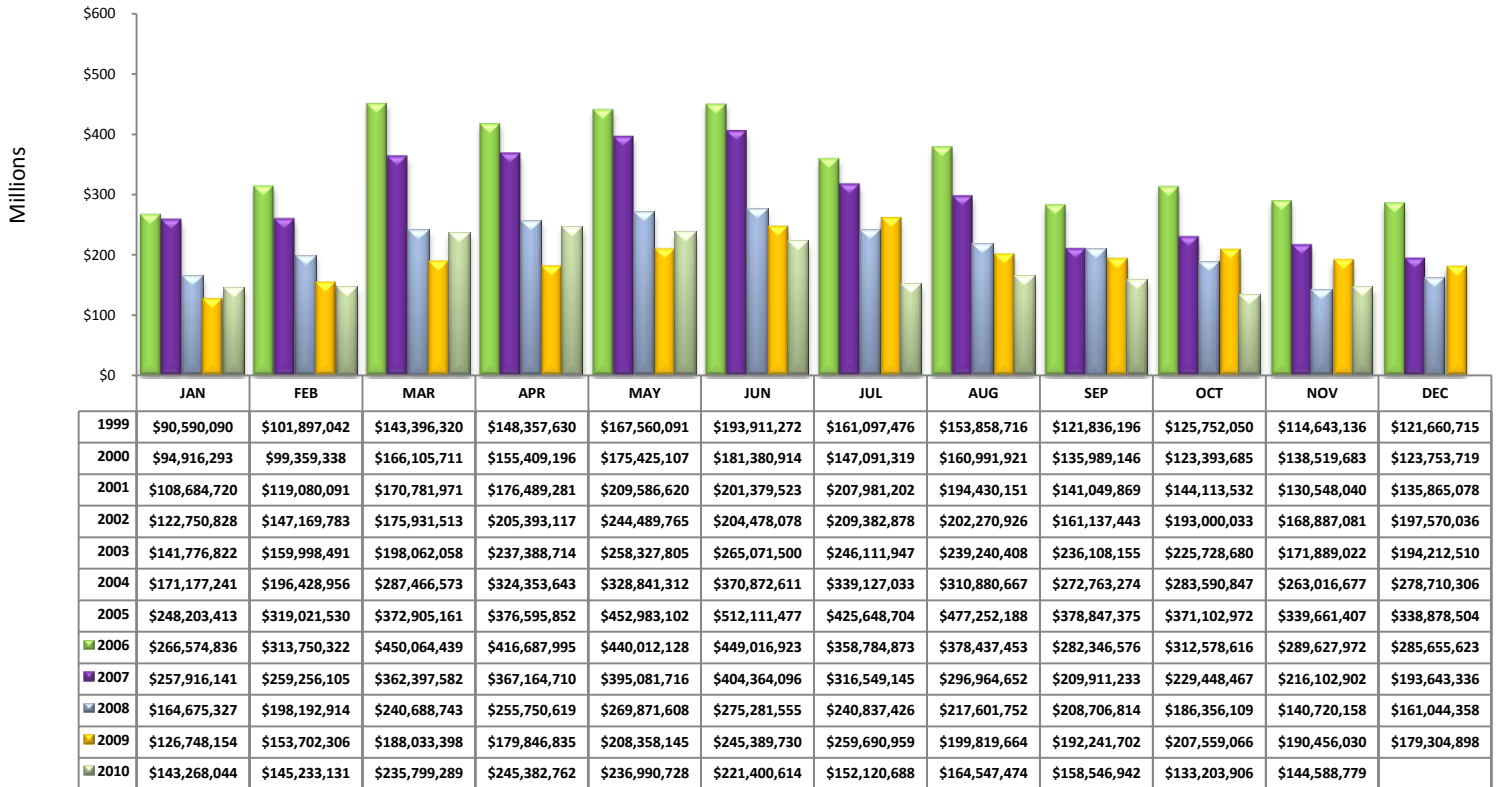


## YTD Annual Comparison – Breakdown by Type

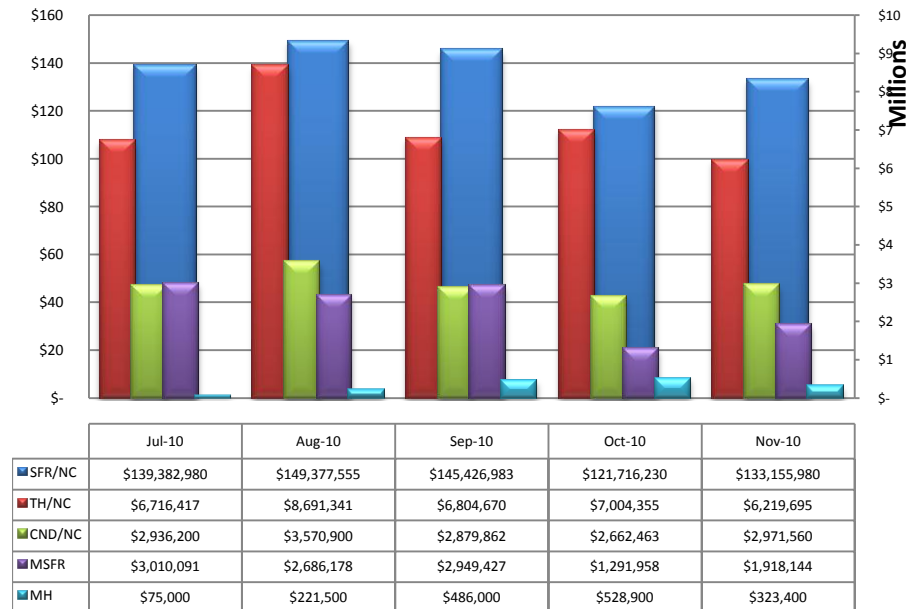


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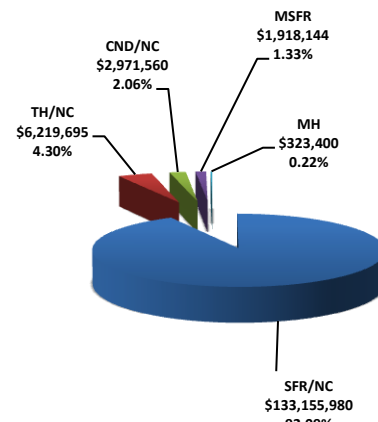
## Total Sales Volume - November 2010



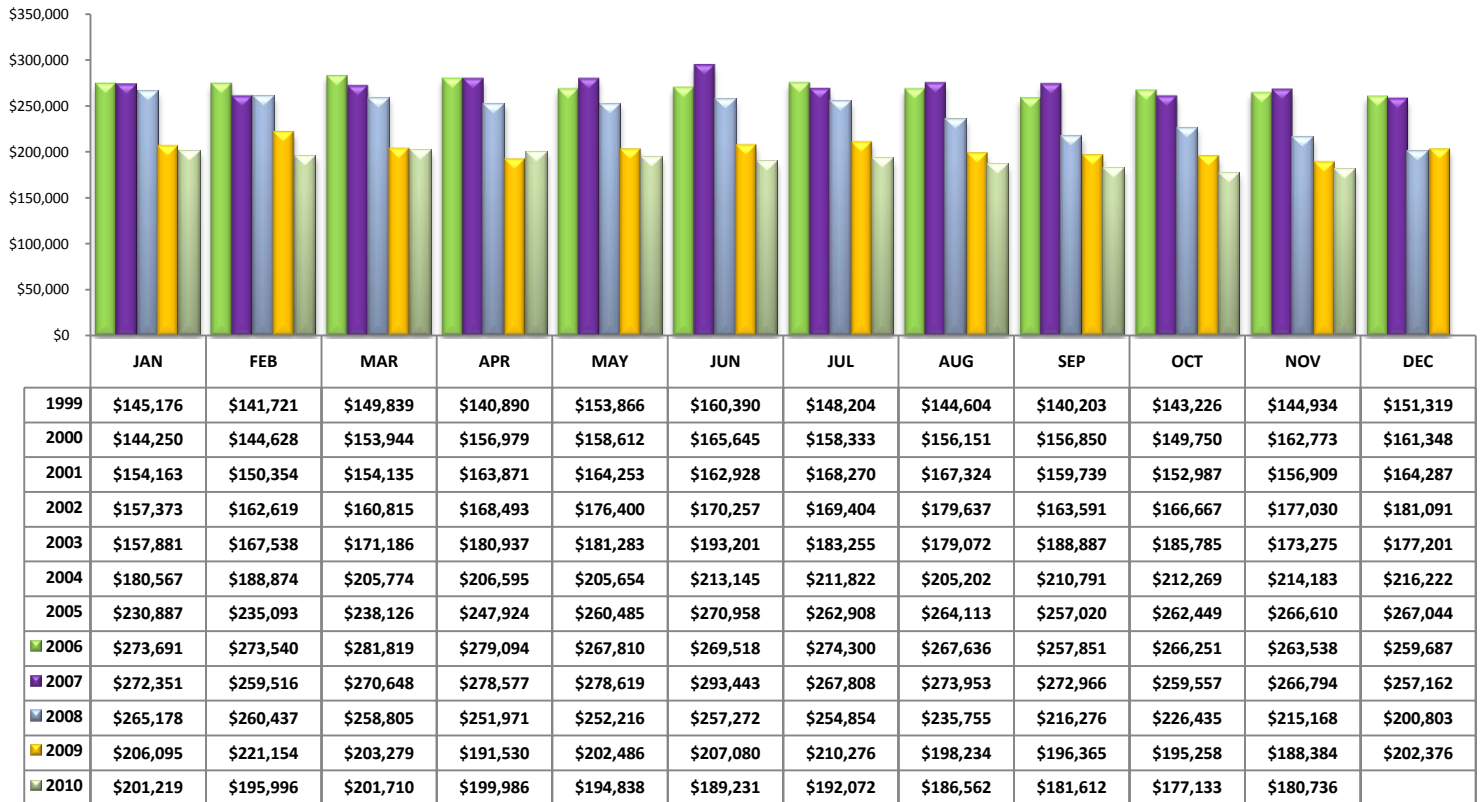
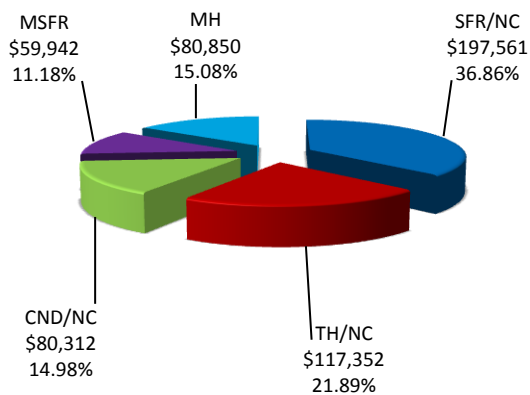
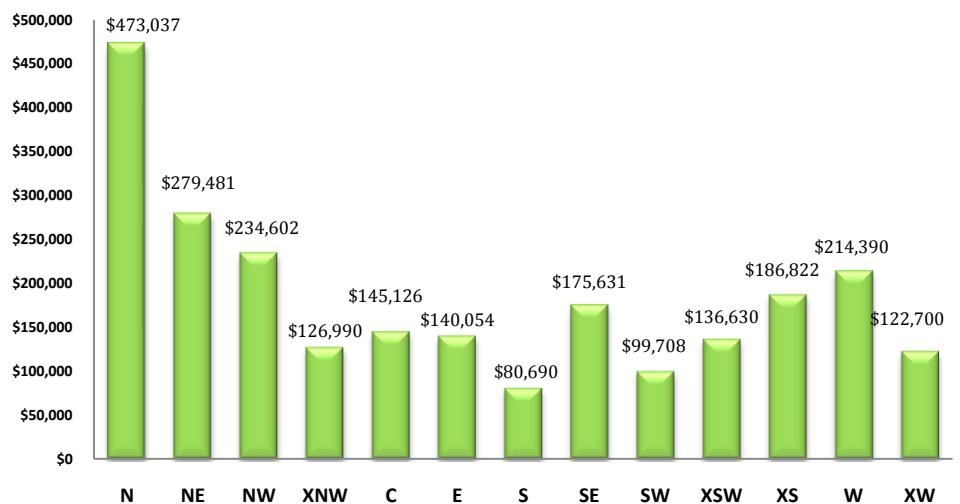
## Total Sales Volume By Type - Monthly Comparison



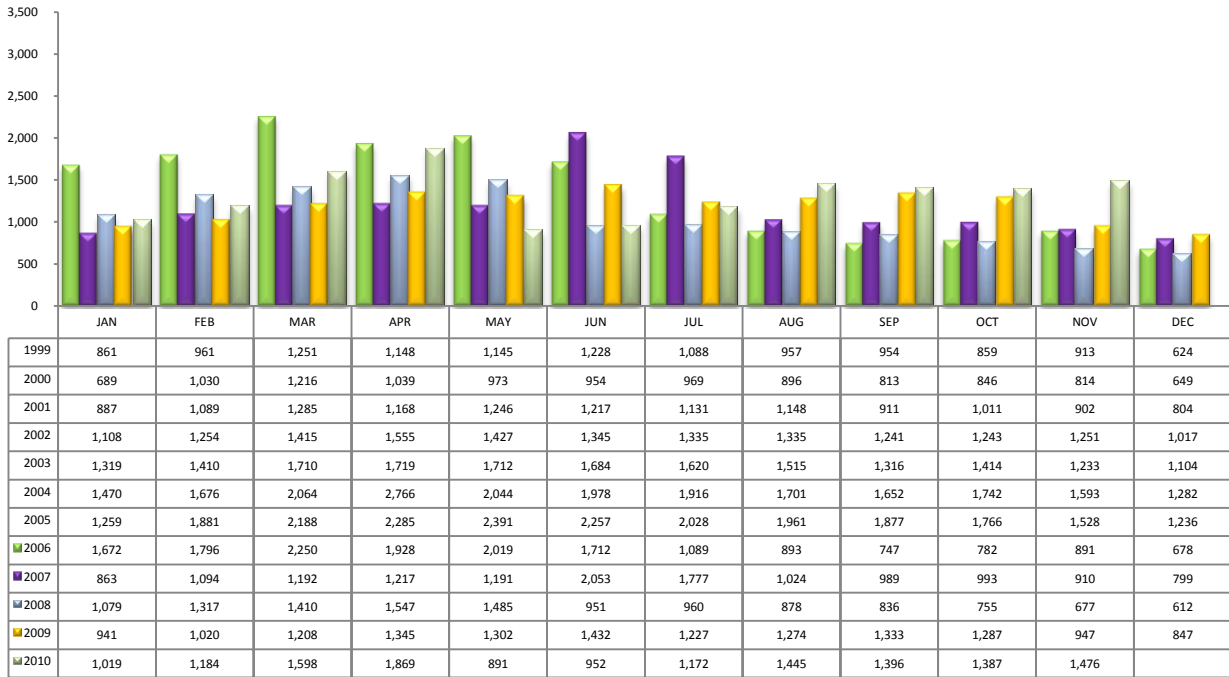
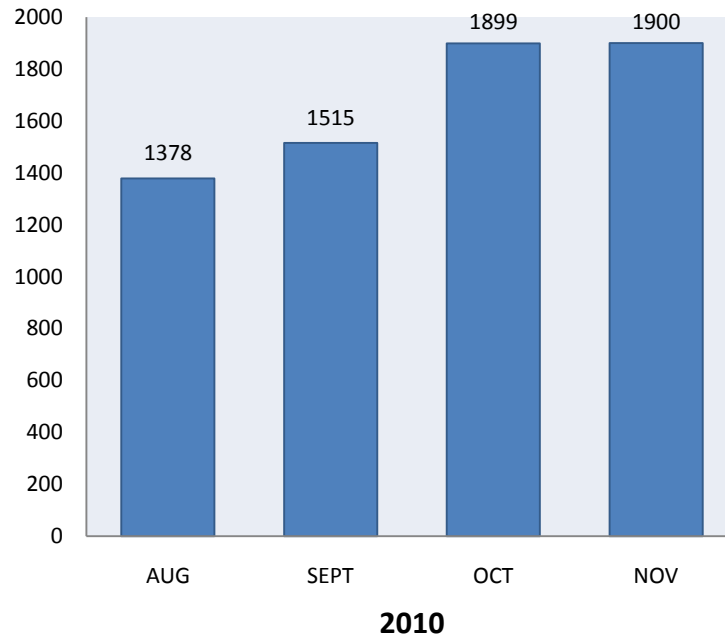
## Monthly Volume by Type



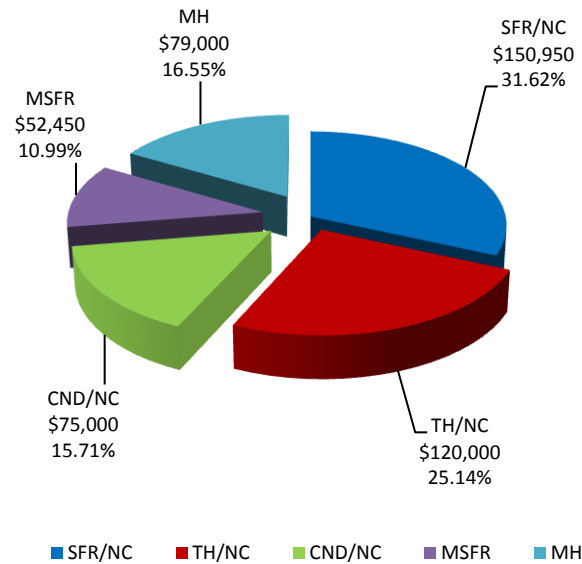
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**Average Sales Price – November 2010****Average Sales Price by Type – November 2010****Average "Listing" Price per Area – November 2010**

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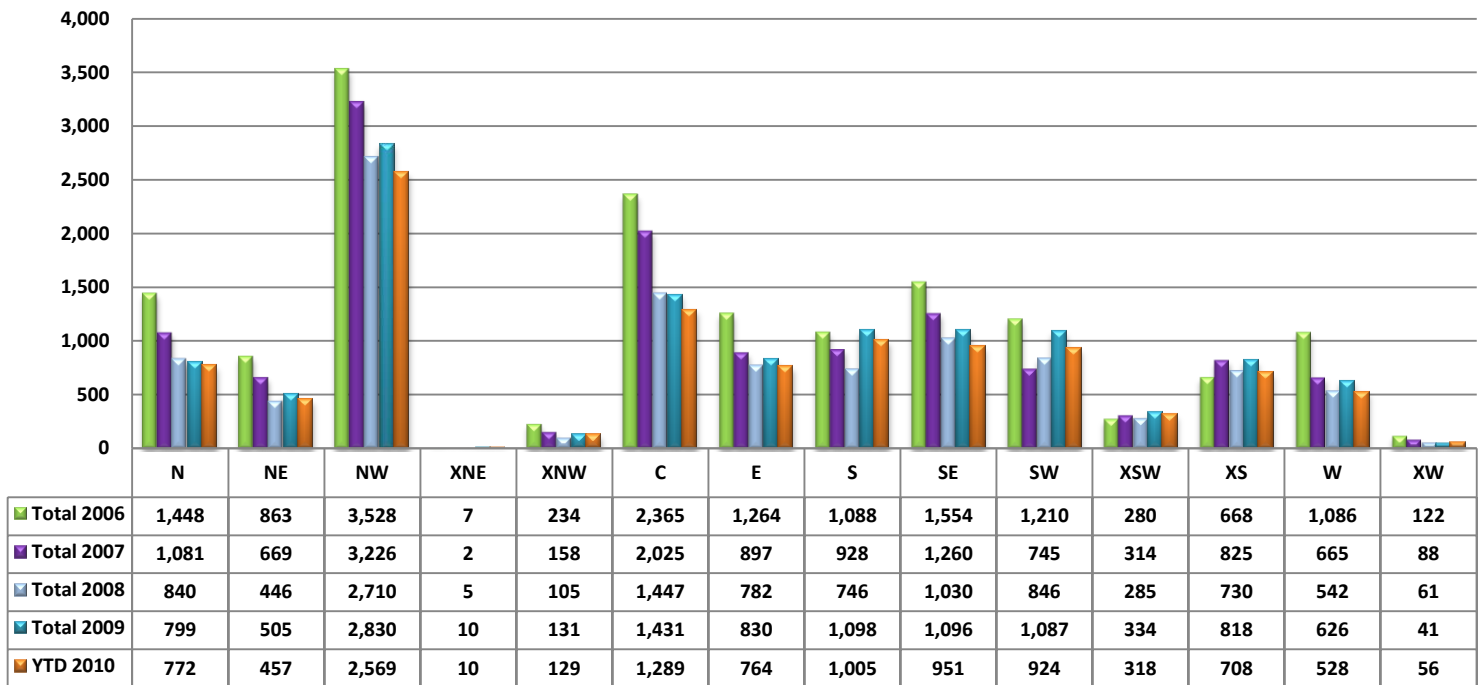
**Newly Under Contract During The Month****Total Listings Still Under Contract At The End of The Month**

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**Median Sale Price – by Type****Median Sale Price – November 2010**

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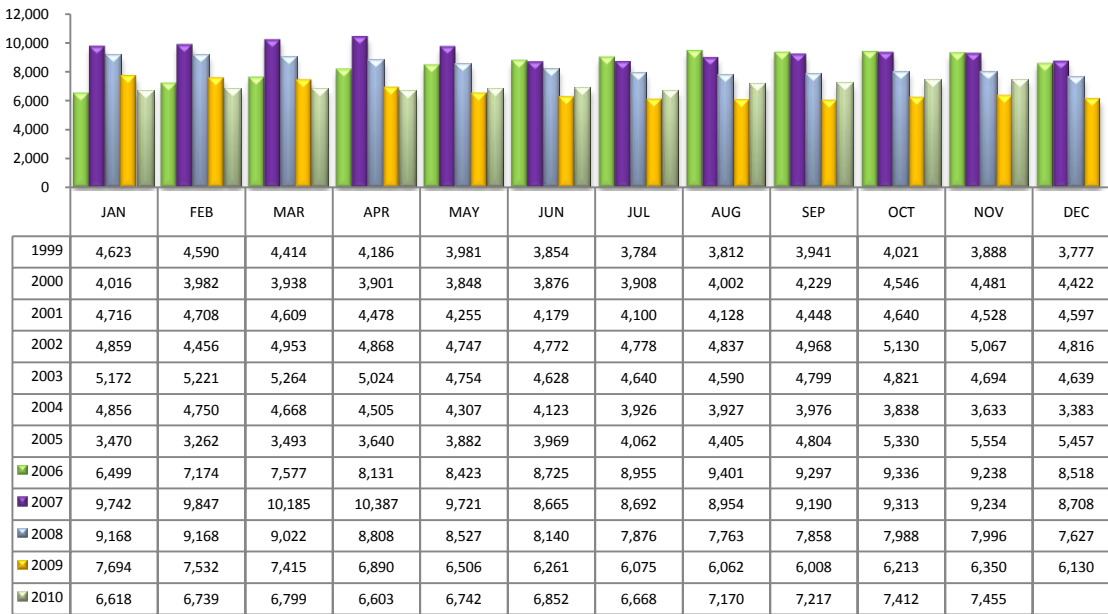
**Number of Sold Listings by Area – Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$141,414	\$427,243	\$501,662	\$814,200	\$440,029
NE	\$151,563	\$263,284	\$319,818	\$695,000	\$268,127
NW	\$193,409	\$181,074	\$282,457	\$318,907	\$217,934
XNW	\$132,375	\$67,500	\$159,000	\$0	\$117,075
C	\$77,578	\$142,253	\$204,611	\$353,333	\$136,973
E	\$58,840	\$127,968	\$177,020	\$163,300	\$134,351
S	\$39,155	\$86,957	\$98,111	\$0	\$77,861
SE	\$49,780	\$142,508	\$236,653	\$243,950	\$169,000
SW	\$63,212	\$82,583	\$117,283	\$129,900	\$95,523
XSW	\$149,025	\$97,934	\$132,950	\$0	\$129,630
XS	\$176,143	\$159,276	\$197,669	\$257,250	\$178,042
W	\$89,207	\$148,898	\$325,429	\$1,625,000	\$203,516
XW	\$0	\$115,500	\$120,000	\$0	\$116,625
XNE	\$270,000	\$0	\$0	\$0	\$270,000

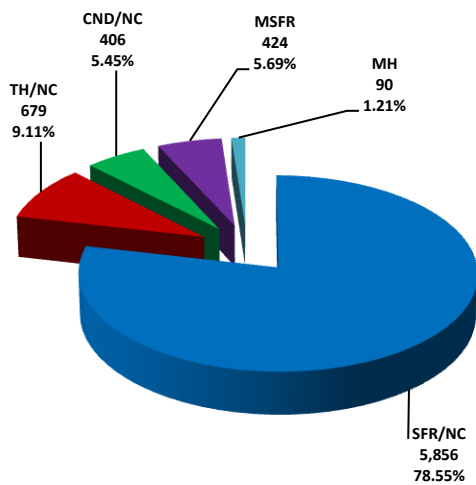
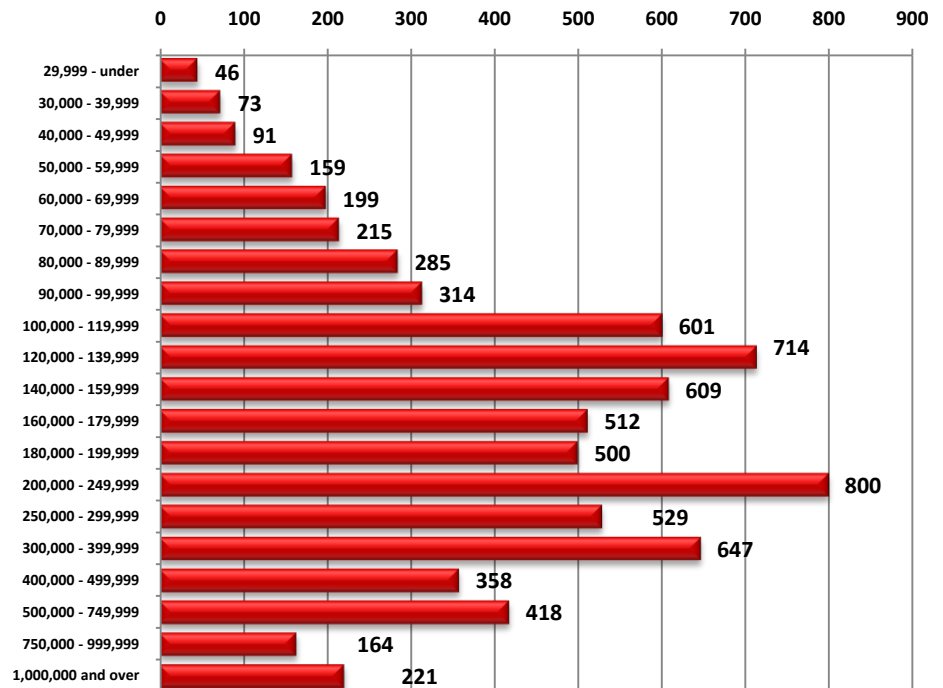
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	10	14	21	5	50
NE	8	13	11	1	33
NW	36	95	57	7	195
XNW	2	4	4	0	10
C	25	43	9	3	80
E	10	29	20	3	62
S	19	43	17	0	79
SE	5	47	25	2	79
SW	11	29	32	1	73
XSW	16	10	2	0	28
XS	7	35	18	4	64
W	7	27	7	1	42
XW	0	3	1	0	4
XNE	1	0	0	0	1

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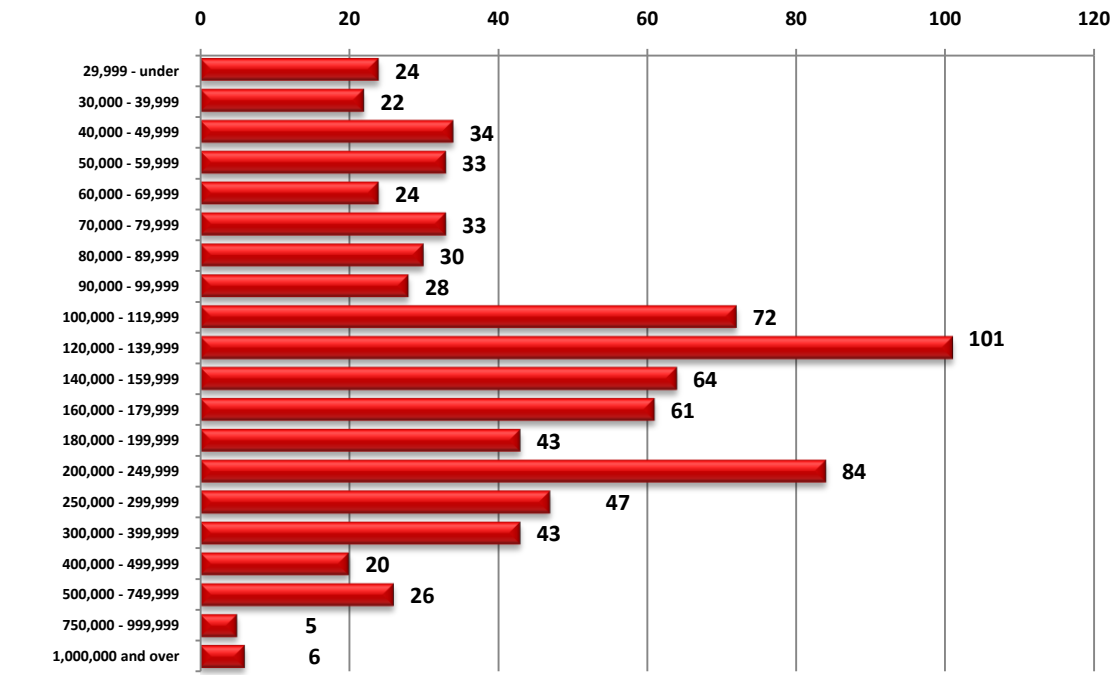
**Active Listings - November 2010**

Area	# of Listings
N	738
NE	383
NW	1936
XNE	21
XNW	107
C	934
E	481
S	435
SE	605
SW	514
XSW	333
XS	543
W	378
XW	47

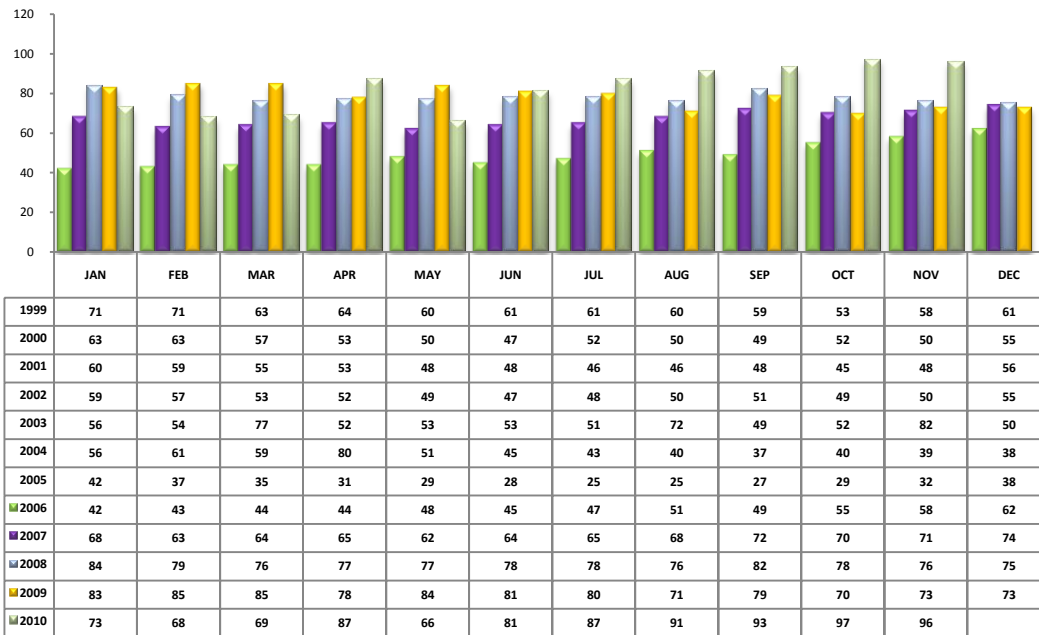
**Active Listings Unit Breakdown****Active Listings Price Breakdown**

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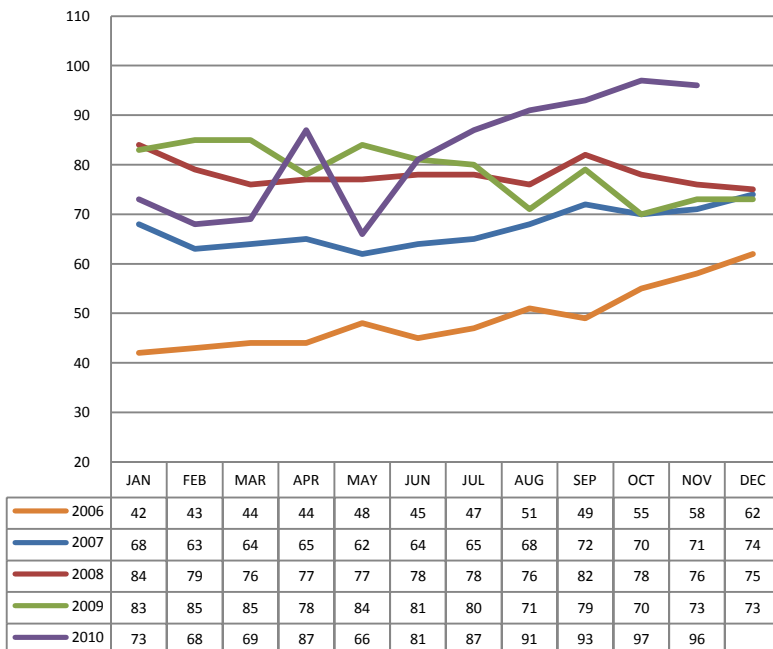
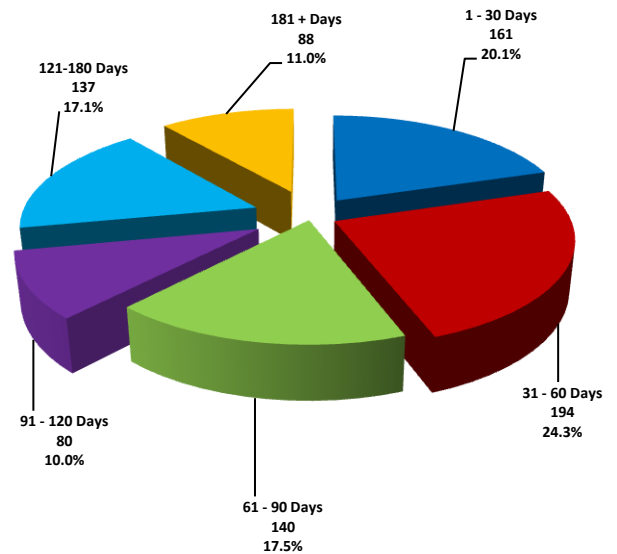
## Sold Price Breakdown



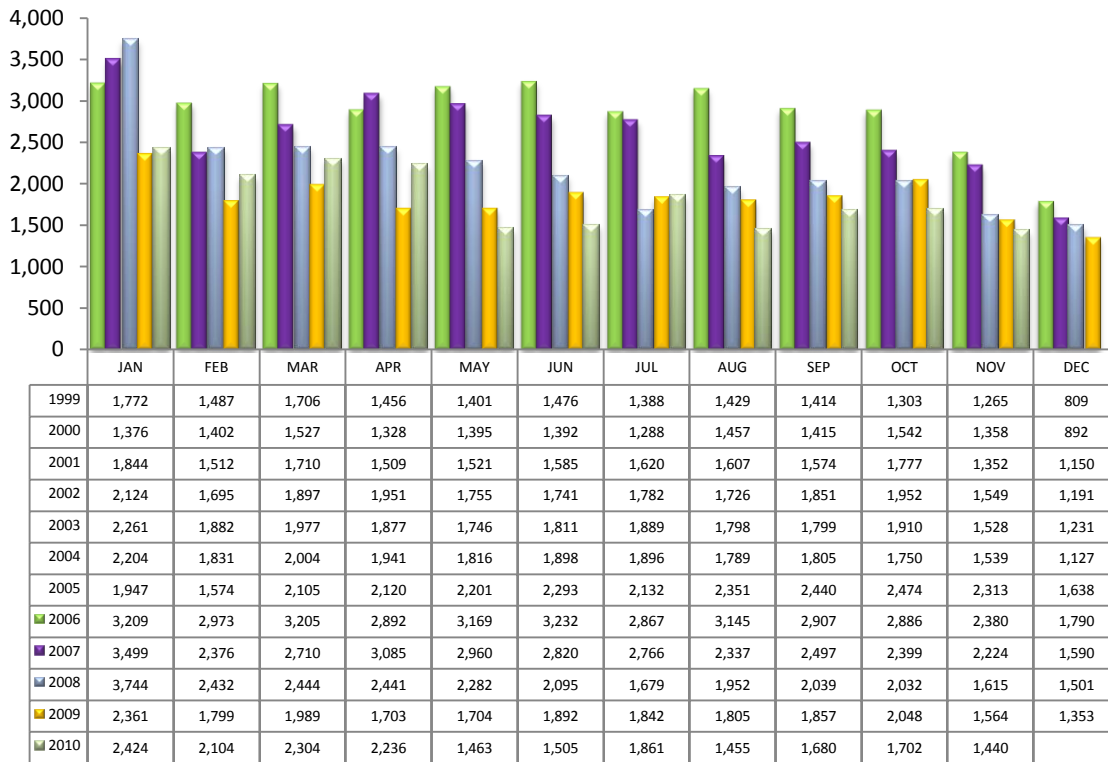
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**Average Days on Market/Listing - November 2010**

Area	Avg. DOM
N	116
NE	96
NW	98
XNE	304
XNW	107
C	96
E	82
S	87
SE	93
SW	93
XSW	119
XS	90
W	83
XW	141

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

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**New Listings – November 2010**

Area	# of Listings
N	129
NE	60
NW	351
XNE	3
XNW	19
C	176
E	98
S	99
SE	124
SW	122
XSW	65
XS	90
W	98
XW	6

\*Includes properties that were re-listed

**Misc. MLS Information – November 2010**

Month	Expired	Cancelled	Temp Off Mkt.
March 2010	361	572	13
April 2010	379	486	12
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

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