

**For Immediate  
Release:**

**December 7, 2012**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics November 2012**

Below are some highlights from the November Residential Sales Statistics:

- Total Sales Volume decreased 3.93% in November from October.
- Average Sales Price of \$182,539 in November is a 3.80% increase from \$175,850 in October.
- Average List Price increased 4.34% and is up 18.54% from November 2011.
- Total Under Contract decreased 5.37% but has increased 12.07% since last November.
- Total Unit Sales decreased by 7.45% from last month.
- The Median Sales Price increased 1.14% and is up 18.55% from November 2011.
- New Listings decreased 17.56% this month from October.
- Average Days on Market increased slightly this month to 51 from October's number of 49.
- Active Listings increased to 4,430 in November from 4,195 in October.
- Percentage of cash sales is 33.8% in November compared to 31.8% in October.

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®.**



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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	29	16	3	7	55	22	N	492	1 -30 Days	546
\$30,000 to \$39,999	70	17	15	8	110	24	NE	247	31-60 Days	186
\$40,000 to \$49,999	105	26	17	13	161	26	NW	1250	61 - 90 Days	82
\$50,000 to \$59,999	107	34	19	13	173	32	XNE	22	91-120 Days	65
\$60,000 to \$69,999	105	54	24	22	205	46	XNW	82	121 - 180 Days	55
\$70,000 to \$79,999	131	83	34	8	256	43	C	492	Over 180 Days	60
\$80,000 to \$89,999	134	78	23	15	250	32	E	255	Avg. Days on Market	
\$90,000 to \$99,999	124	82	35	14	255	43	S	133	51	
\$100,000 to \$119,999	244	142	71	28	485	119	SE	277	Avg. Sold Price	
\$120,000 to \$139,999	329	161	58	50	598	86	SW	269	\$182,539	
\$140,000 to \$159,999	287	147	44	46	524	83	XSW	308	Median Sale Price	
\$160,000 to \$179,999	280	119	26	24	449	65	XS	350	\$144,627	
\$180,000 to \$199,999	283	89	25	26	423	65	W	202	New Listings	
\$200,000 to \$249,999	517	116	23	41	697	101	XW	51	1,591	
\$250,000 to \$299,999	420	76	17	22	535	60	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	475	82	10	22	589	76	N	85	\$31,100,799	
\$400,000 to \$499,999	246	45	4	6	301	42	NE	50	\$12,254,947	
\$500,000 to \$749,999	260	31	6	3	300	22	NW	249	\$56,745,322	
\$750,000 to \$999,999	116	7	0	3	126	4	XNE	2	\$470,000	
\$1,000,000 and over	168	4	0	3	175	3	XNW	15	\$1,326,835	
							C	116	\$15,590,916	
							E	93	\$12,829,299	
							S	71	\$5,878,946	
							SE	96	\$15,840,979	
							SW	53	\$5,332,862	
							XSW	37	\$3,919,850	
							XS	70	\$11,697,838	
Totals	4,430	1,409	454	374	6,667	994	W	48	\$7,939,884	
							XW	9	\$515,700	
	Nov-12	Nov-11	% Change	YTD 2012	YTD 2011	% Change	Total Volume		\$181,444,177	
Home Sales Volume	\$181,444,177	\$160,810,437	12.83%	\$2,180,403,366	\$1,947,842,013	11.94%				
Home Sales Units	994	1,015	-2.07%	12,506	11,830	5.71%				
Average Sales Price (All Residential)	\$182,539	\$158,434	15.21%	\$180,356	\$156,371	15.34%				
Median Sales Price	\$144,627	\$122,000	18.55%	\$143,929	\$121,217	18.74%				
Average Days on Market:	51	78	-34.62%	52	77	-32.47%				
Average List Price for Sold:	\$188,700	\$159,187	18.54%	\$186,194	\$160,179	16.24%				
SP/LP %	96.74%	99.53%		96.86%	97.62%					
Total Under Contract	2,237	1,996	12.07%							
Active Listings	4,430	5,191	-14.66%							
New Listings	1,591	1,099	44.77%							

Types of Financing	Totals
FHA	182
VA	79
Other	28
Cash	336
Convention	361
Cash/Loan	0
Carryback	8

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

### Total Sales Volume

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
November	\$181,444,177	\$160,810,437	12.83%
October	\$188,863,288	\$149,078,897	26.69%
Month % Change	-3.93%	7.87%	

### Average Sales Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
November	\$182,539	\$158,434	15.21%
October	\$175,850	\$151,812	15.83%
Month % Change	3.80%	4.36%	

### Average List Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
November	\$188,700	\$159,187	18.54%
October	\$180,855	\$157,841	14.58%
Month % Change	4.34%	0.85%	

### Total Under Contract

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
November	2,237	1,996	12.07%
October	2,364	2,070	14.20%
Month % Change	-5.37%	-3.57%	

### Total Unit Sales

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
November	994	1015	-2.07%
October	1074	982	9.37%
Month % Change	-7.45%	3.36%	

### Median Sales Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
November	\$144,627	\$122,000	18.55%
October	\$143,000	\$120,000	19.17%
Month % Change	1.14%	1.67%	

### New Listings

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
November	1,591	1,099	44.77%
October	1,930	1,280	50.78%
Month % Change	-17.56%	-14.14%	

### Active Listings

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
November	4,430	5,191	-14.66%
October	4,195	5,290	-20.70%
Month % Change	5.60%	-1.87%	

## November 2012 - Active and Sold by Zip Code

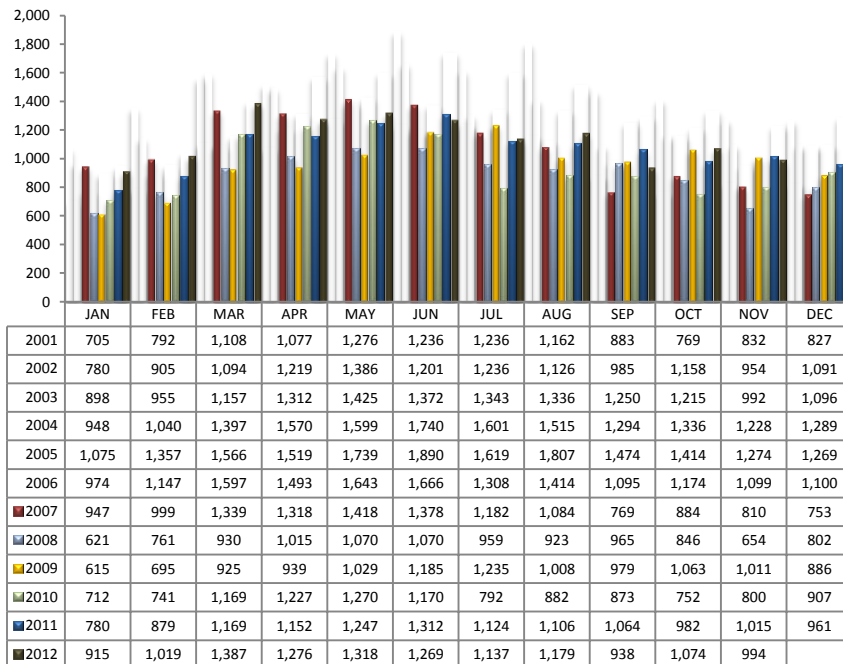
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85145	13	3	23.08%	85645	3	0	0.00%	85714	9	9	100.00%	85743	138	29	21.01%
85321	2	0	0.00%	85648	1	1	100.00%	85715	100	22	22.00%	85745	141	30	21.28%
85601	4	0	0.00%	85653	84	20	23.81%	85716	116	25	21.55%	85746	58	24	41.38%
85602	2	0	0.00%	85658	180	31	17.22%	85718	234	32	13.68%	85747	86	43	50.00%
85611	4	0	0.00%	85701	26	2	7.69%	85719	83	11	13.25%	85748	76	29	38.16%
85614	301	26	8.64%	85704	125	40	32.00%	85730	102	32	31.37%	85749	138	25	18.12%
85616	0	0	0.00%	85705	64	24	37.50%	85735	72	7	9.72%	85750	224	45	20.09%
85619	22	1	4.55%	85706	47	24	51.06%	85736	33	5	15.15%	85755	218	34	15.60%
85622	86	8	9.30%	85710	178	61	34.27%	85737	181	37	20.44%	85756	52	26	50.00%
85623	6	3	50.00%	85711	104	29	27.88%	85739	279	24	8.60%	85757	40	17	42.50%
85629	139	47	33.81%	85712	106	24	22.64%	85741	78	31	39.74%				
85641	152	45	29.61%	85713	202	40	19.80%	85742	113	28	24.78%				

#### NOTE:

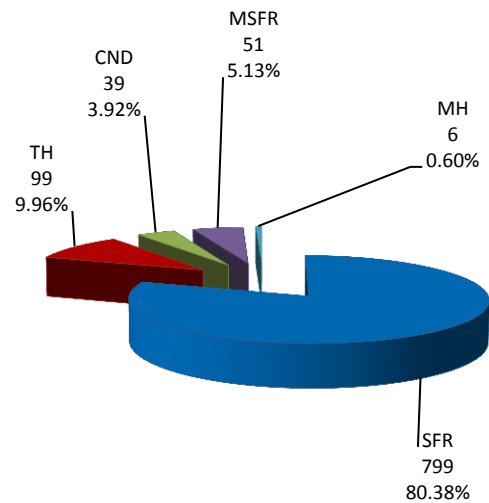
85132- 1 active listing, 85625- 1 active listing, 85633- 1 active listing, 85637- 3 active listings, 85646- 1 active listing

85734- 1 active listing

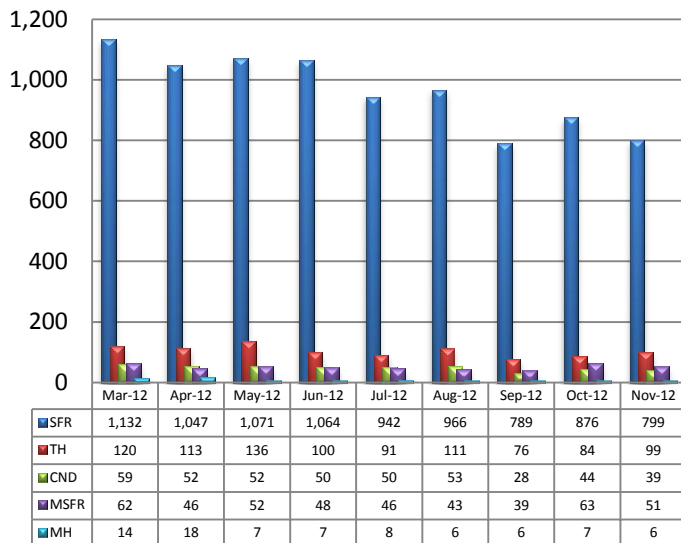
### Total Unit Sales – November 2012



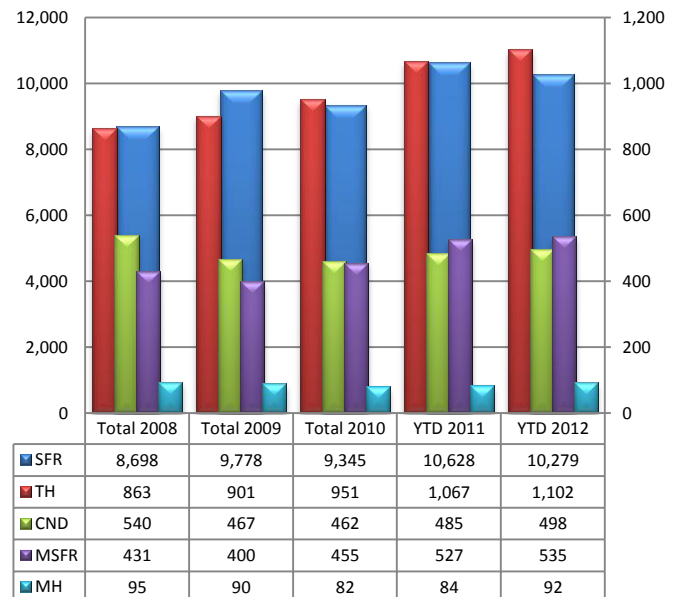
### Unit Sales – Breakdown by Type



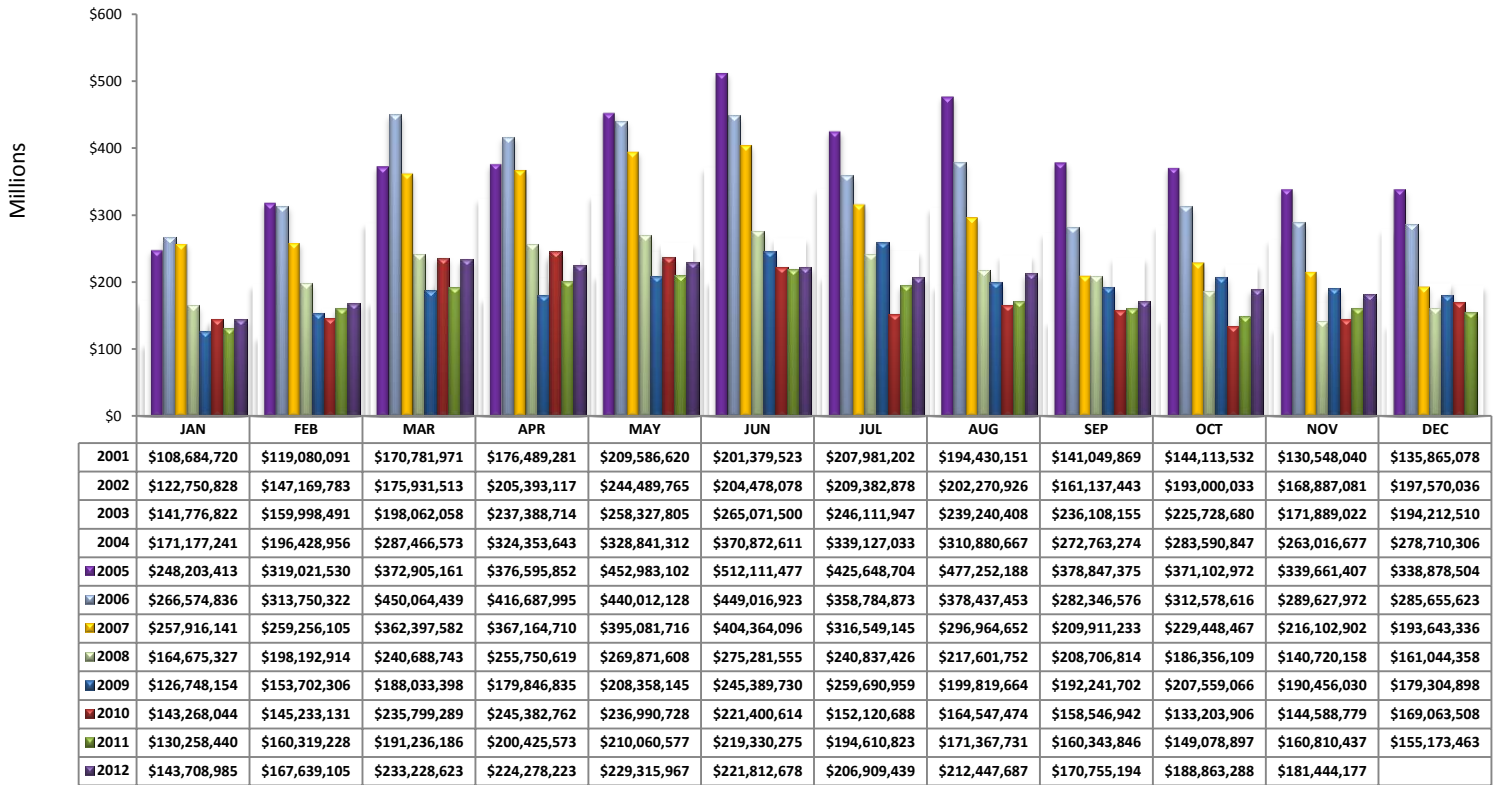
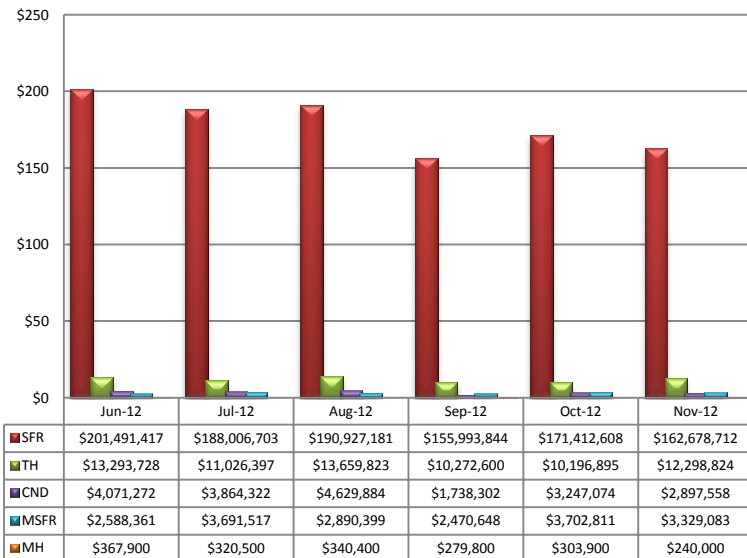
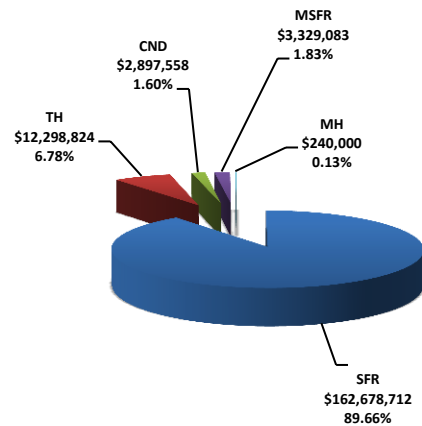
### Total Unit Sales By Type - Monthly Comparison



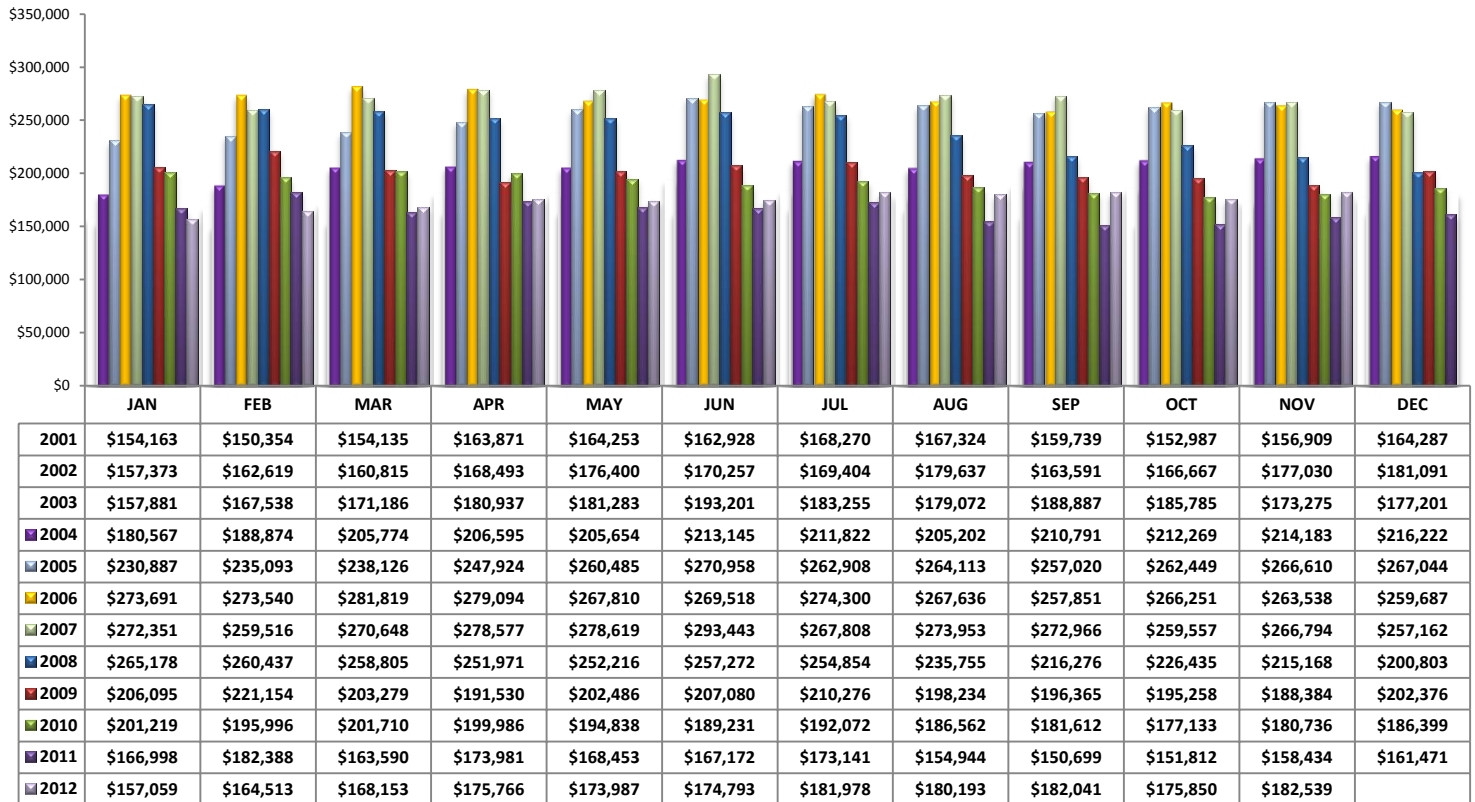
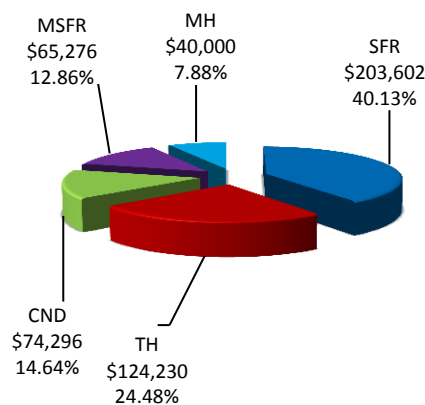
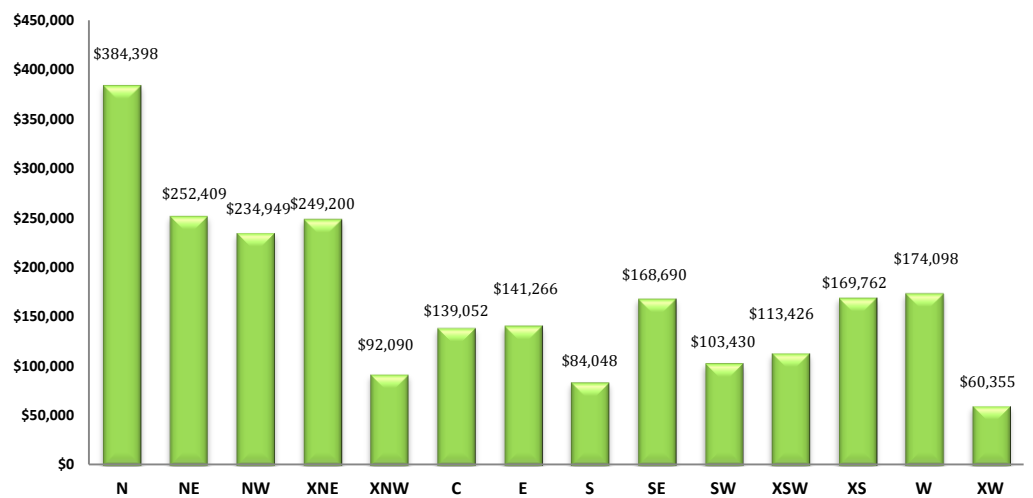
### YTD Annual Comparison – Breakdown by Type



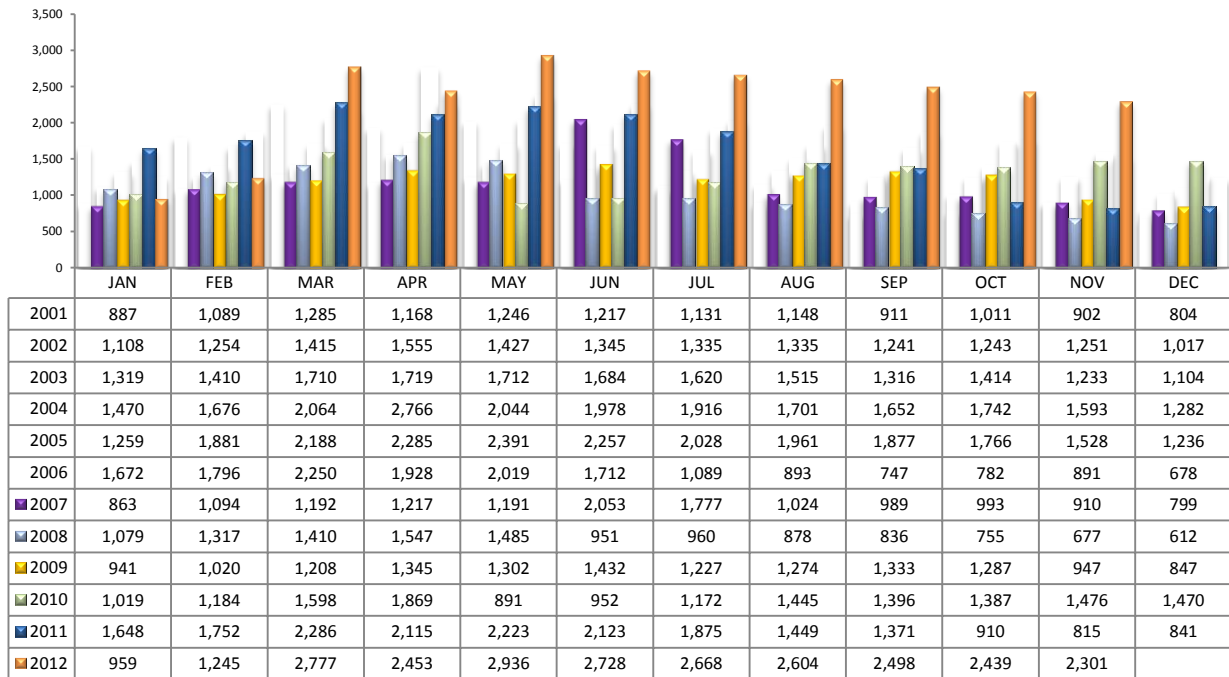
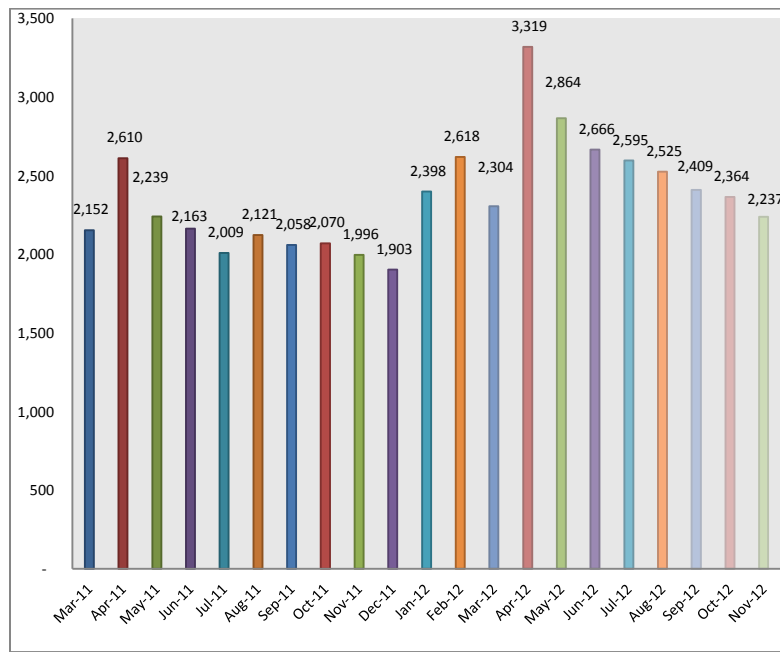
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**Total Sales Volume - November 2012****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

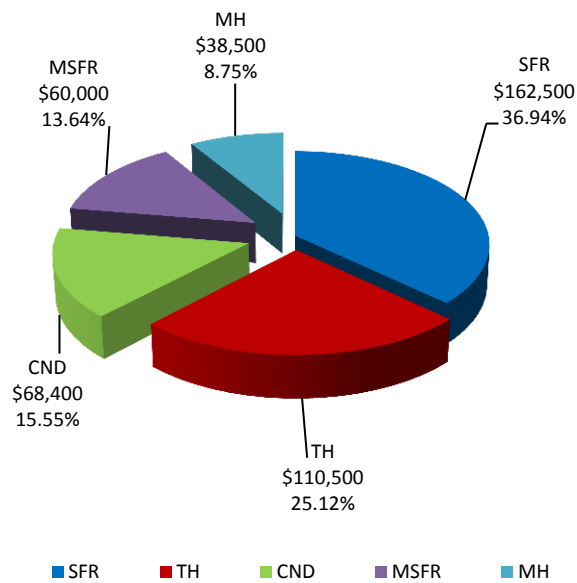
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**Average Sales Price – November 2012****Average Sales Price by Type – November 2012****Average "Listing" Price per Area – November 2012**

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

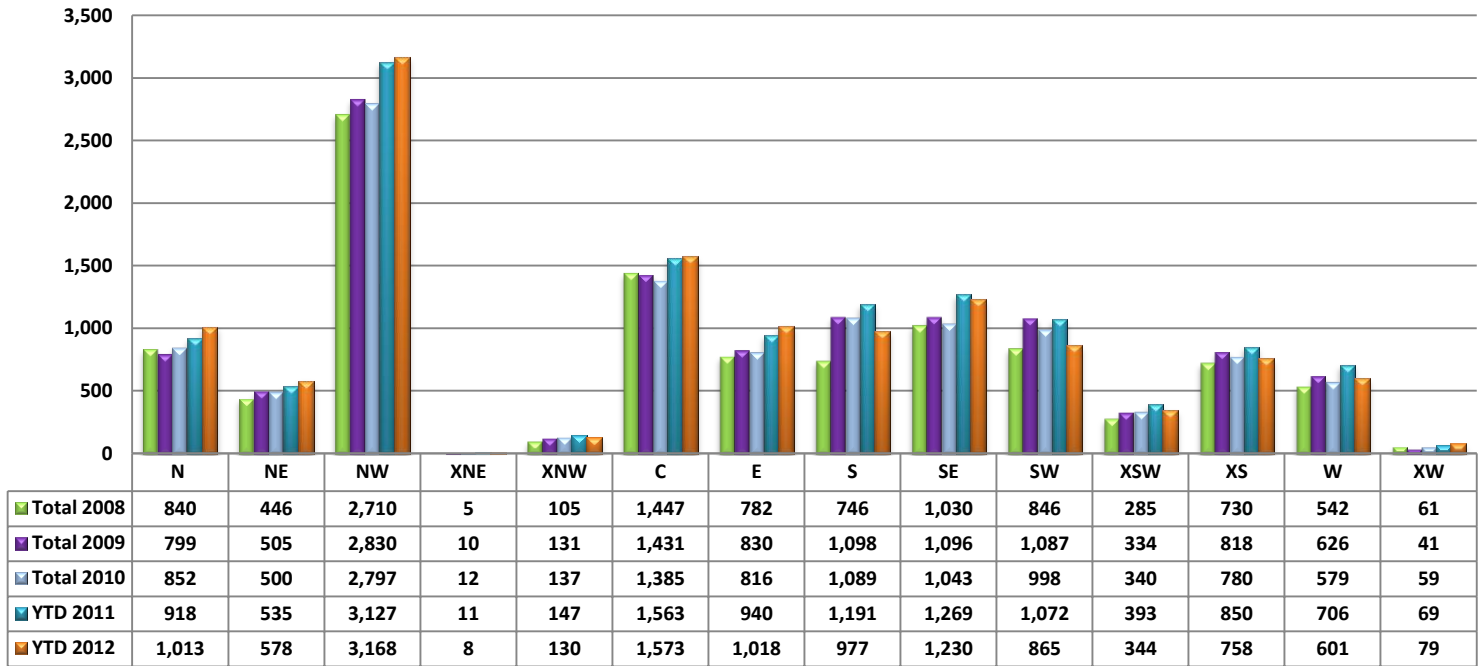
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**Median Sale Price - by Type****Median Sale Price - November 2012**

	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	\$145,000	\$144,950	\$143,000	\$144,627	

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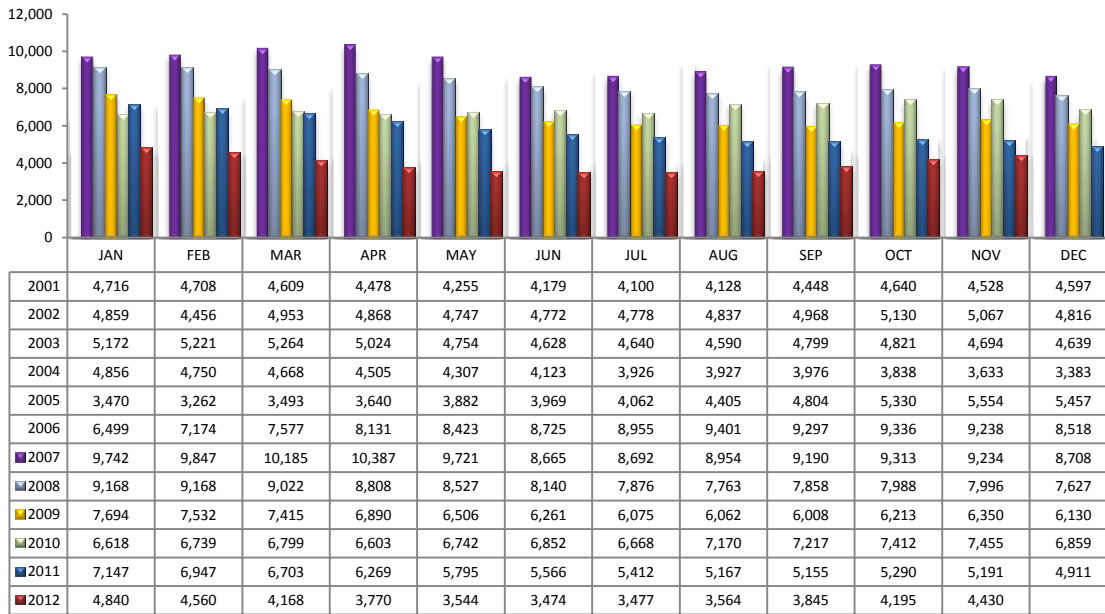
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$169,990	\$312,024	\$602,987	\$569,488	\$365,891
NE	\$108,393	\$207,728	\$312,551	\$426,100	\$245,098
NW	\$188,816	\$224,850	\$247,204	\$332,500	\$227,892
XNE	\$70,000	\$0	\$400,000	\$0	\$235,000
XNW	\$92,785	\$77,698	\$130,000	\$141,500	\$88,455
C	\$87,862	\$134,248	\$236,838	\$190,500	\$134,404
E	\$92,875	\$126,920	\$192,756	\$140,974	\$137,949
S	\$64,084	\$83,784	\$89,635	\$127,140	\$82,802
SE	\$128,053	\$139,801	\$202,203	\$352,566	\$165,010
SW	\$65,207	\$97,380	\$126,341	\$157,452	\$100,620
XSW	\$96,457	\$110,668	\$220,000	\$0	\$105,941
XS	\$131,150	\$161,491	\$180,839	\$201,191	\$167,111
W	\$76,337	\$160,980	\$254,540	\$200,000	\$165,414
XW	\$75,000	\$49,240	\$64,833	\$0	\$57,300

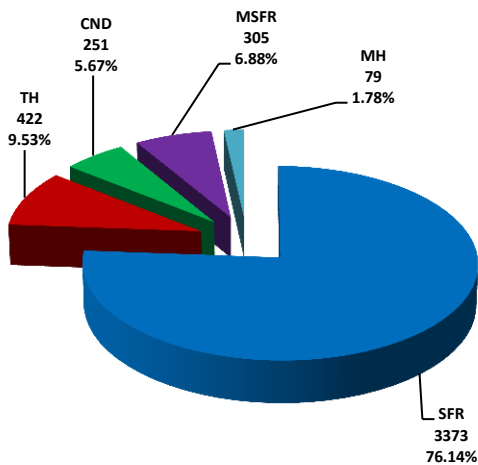
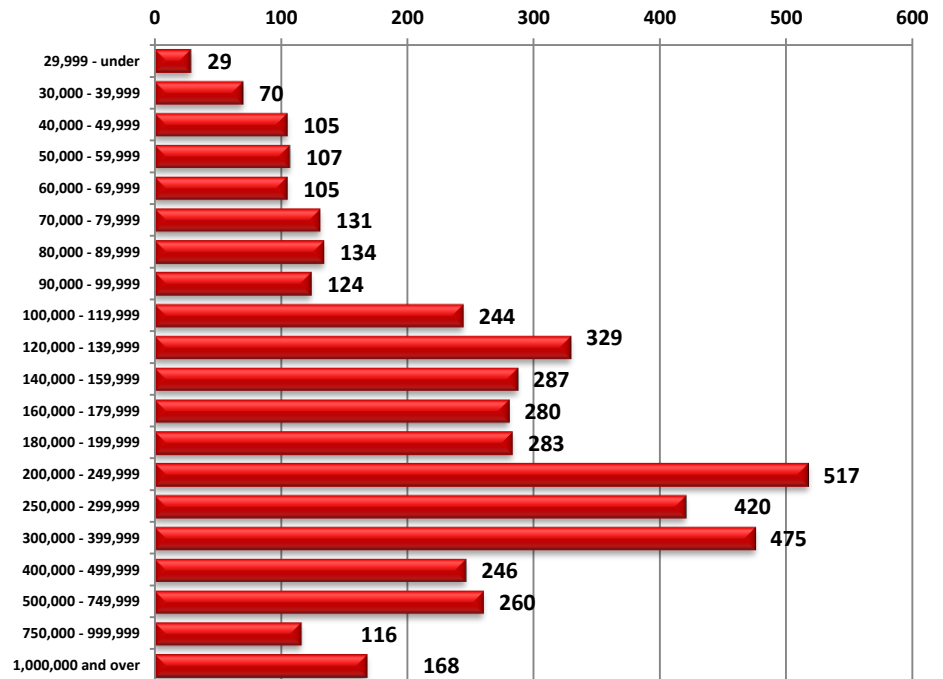
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	23	34	19	9	85
NE	11	14	22	3	50
NW	56	107	76	10	249
XNE	1	0	1	0	2
XNW	3	10	1	1	15
C	32	68	13	3	116
E	16	50	23	4	93
S	19	32	15	5	71
SE	13	49	31	3	96
SW	11	26	14	2	53
XSW	20	16	1	0	37
XS	7	38	19	6	70
W	9	28	10	1	48
XW	1	5	3	0	9

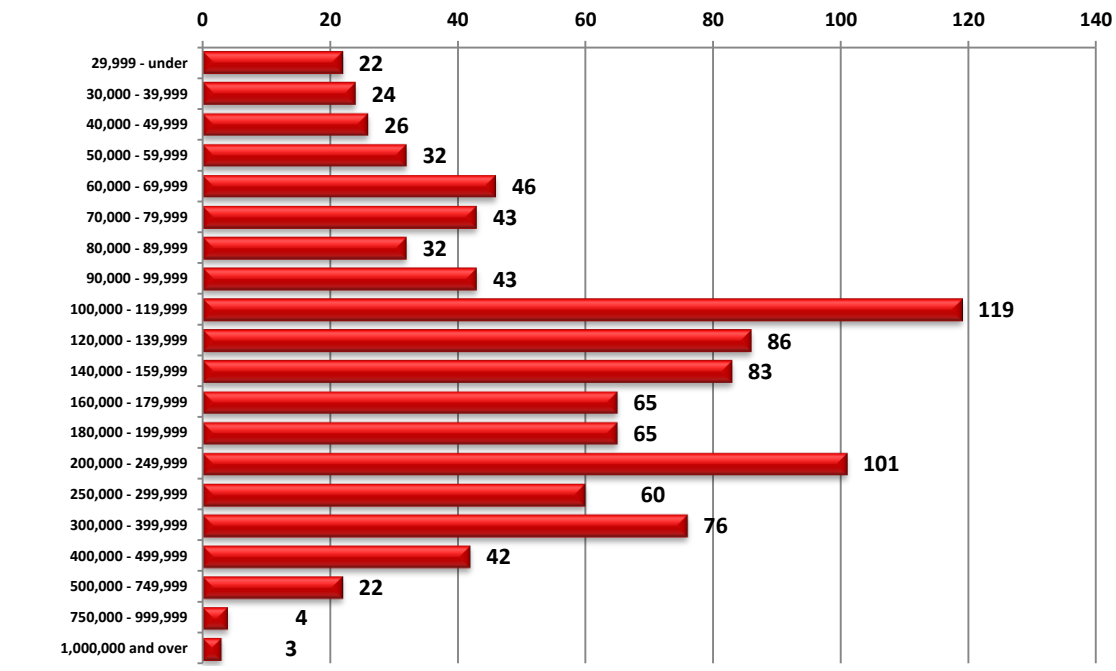
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**Active Listings**

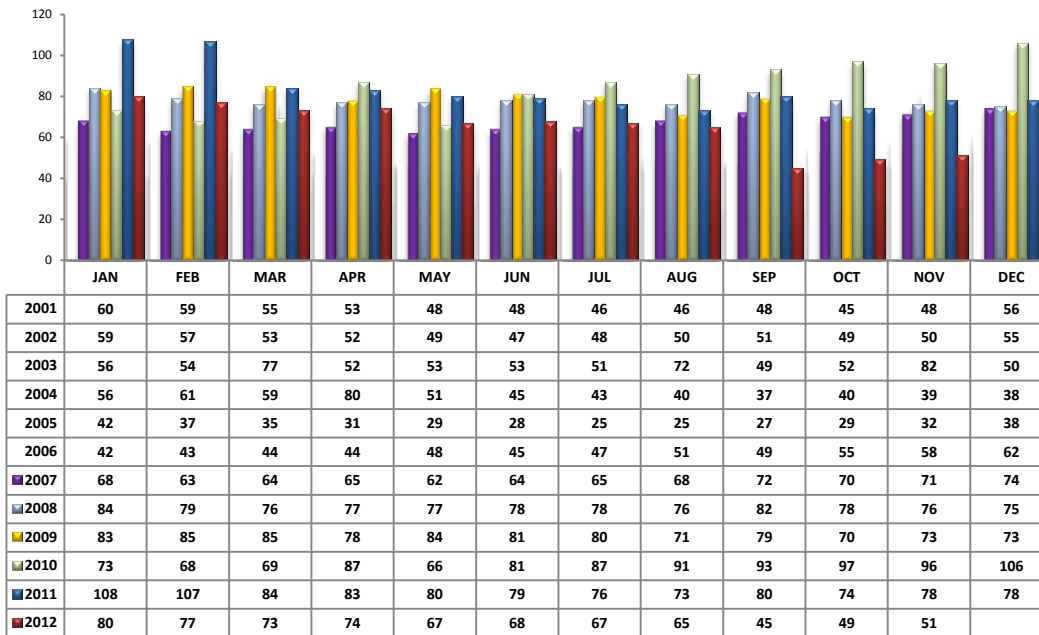
Area	# of Listings
N	492
NE	247
NW	1250
XNE	22
XNW	82
C	492
E	255
S	133
SE	277
SW	269
XSW	308
XS	350
W	202
XW	51

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

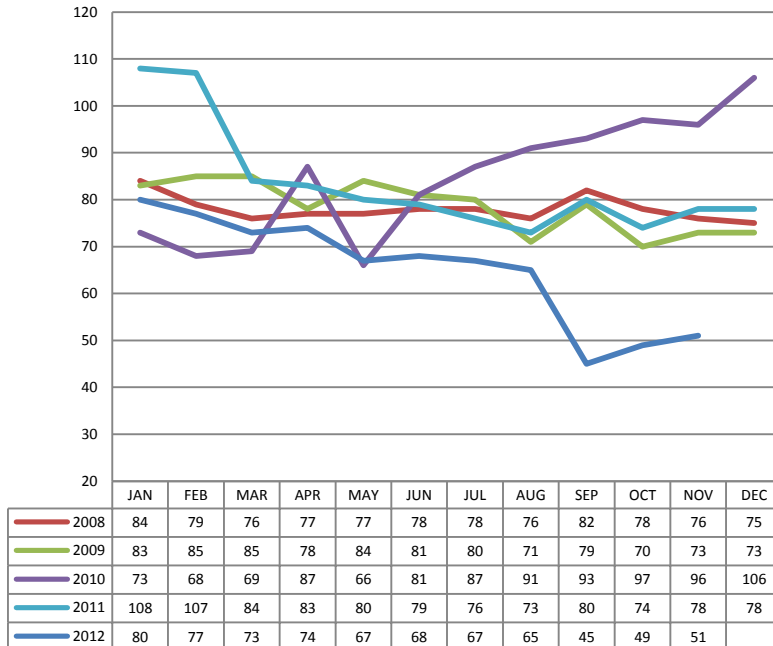
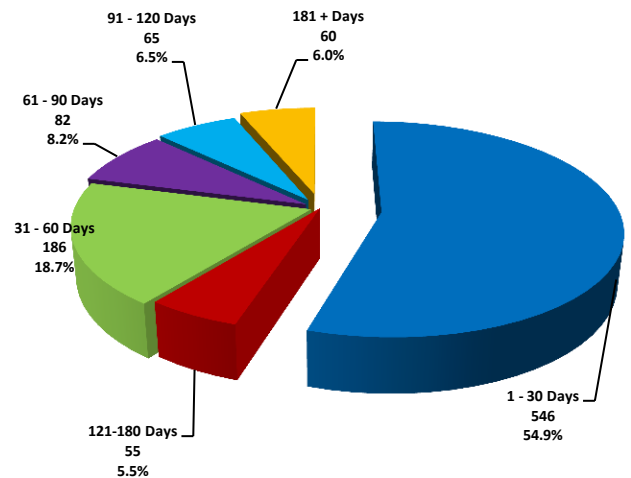
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**Sold Price Breakdown**

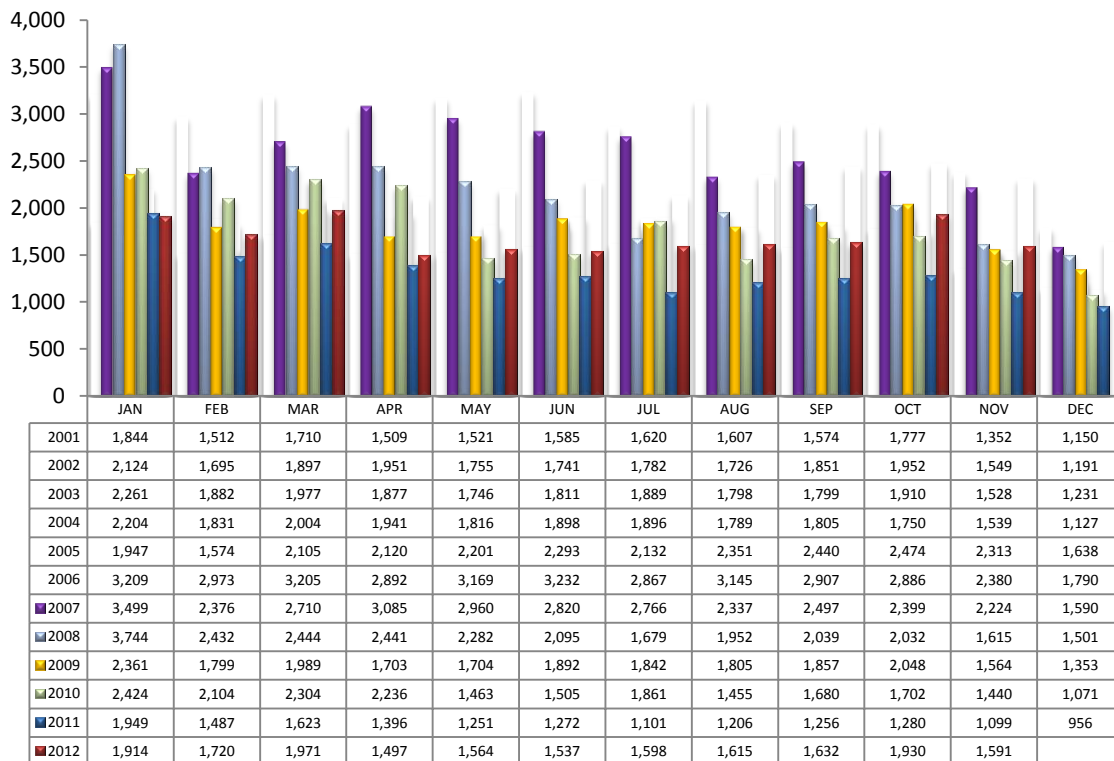
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**Average Days on Market/Listing - November 2012**

Area	Avg. DOM
N	66
NE	41
NW	58
XNE	92
XNW	81
C	49
E	37
S	29
SE	45
SW	44
XSW	93
XS	46
W	46
XW	35

**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 – November 2012**

Area	# of Listings
N	150
NE	84
NW	443
XNE	2
XNW	31
C	189
E	105
S	89
SE	128
SW	101
XSW	80
XS	109
W	63
XW	17

\*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.
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
Aug 2012	152	330	68
Sept 2012	145	302	50
Oct 2012	120	325	57
Nov 2012	101	264	42

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