

**For Immediate
Release:**
November 8, 2011

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics October 2011

Below are some highlights from the October Statistics:

- Total Sales Volume showed a slight decrease from September to October of 7.03% but an increase of 11.92% over October 2010.
- Average Sales Price increased .74% from \$150,699 in September to \$151,812 in October.
- Total Under Contract increased .58% over September, and increased 9% from October 2010.
- Total Unit Sales decreased from 1,064 in September to 982 in October, resulting in a 7.71% decrease.
- The Median Sales Price increased 2.13% from September.
- New Listings increased from 1,256 in September to 1,280 in October.
- There are 5,290 Active Listings in October.



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®.

Greg Hollman
2011 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.

October 2011 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
October	\$149,078,897	\$133,203,906	11.92%
September	\$160,343,846	\$158,546,942	1.13%
Month % Change	-7.03%	-15.98%	

Average Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
October	\$151,812	\$177,133	-14.29%
September	\$150,699	\$181,612	-17.02%
Month % Change	0.74%	-2.47%	

Average List Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
October	\$157,841	\$183,743	-14.10%
September	\$157,886	\$191,866	-17.71%
Month % Change	-0.03%	-4.23%	

Total Under Contract

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
October	2,070	1,899	9.00%
September	2,058	1,515	35.84%
Month % Change	0.58%	25.35%	

Total Unit Sales

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
October	982	752	30.59%
September	1,064	873	21.88%
Month % Change	-7.71%	-13.86%	

Median Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
October	\$120,000	\$140,000	-14.29%
September	\$117,500	\$145,855	-19.44%
Month % Change	2.13%	-4.01%	

New Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
October	1,280	1,702	-24.79%
September	1,256	1,680	-25.24%
Month % Change	1.91%	1.31%	

Active Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
October	5,290	7,412	-28.63%
September	5,155	7,217	-28.57%
Month % Change	2.62%	2.70%	

October 2011 - 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>
85321	1	1	100.00%	85653	85	30	35.29%	85715	130	15	11.54%	85743	183	47	25.68%
85601	4	0	0.00%	85658	181	19	10.50%	85716	157	17	10.83%	85745	168	34	20.24%
85611	2	0	0.00%	85701	22	4	18.18%	85718	284	25	8.80%	85746	128	44	34.38%
85614	254	18	7.09%	85704	165	36	21.82%	85719	104	20	19.23%	85747	114	31	27.19%
85619	24	2	8.33%	85705	103	20	19.42%	85730	137	44	32.12%	85748	108	20	18.52%
85622	91	7	7.69%	85706	97	34	35.05%	85735	61	10	16.39%	85749	173	15	8.67%
85623	3	0	0.00%	85710	224	55	24.55%	85736	37	5	13.51%	85750	277	32	11.55%
85629	137	53	38.69%	85711	126	39	30.95%	85737	225	21	9.33%	85755	229	26	11.35%
85635	0	0	0.00%	85712	142	28	19.72%	85739	278	19	6.83%	85756	97	36	37.11%
85641	214	45	21.03%	85713	196	40	20.41%	85741	88	29	32.95%	85757	61	29	47.54%
85645	5	0	0.00%	85714	28	9	32.14%	85742	140	23	16.43%				

NOTE:

85602-1 active listing, 85621- 2 active listings, 85637- 3 active listings, 85732- 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	68	16	6	20	110	30	N	548	0-30 Days	388	
\$30,000 to \$39,999	84	20	4	27	135	41	NE	349	31-60 Days	198	
\$40,000 to \$49,999	126	36	11	26	199	39	NW	1425	61 - 90 Days	127	
\$50,000 to \$59,999	156	38	18	28	240	45	XNE	25	91-120 Days	95	
\$60,000 to \$69,999	154	44	28	35	261	36	XNW	73	121 - 180 Days	86	
\$70,000 to \$79,999	187	51	26	59	323	58	C	644	Over 180 Days	88	
\$80,000 to \$89,999	183	66	28	35	312	51	E	350	Avg. Days on Market 74		
\$90,000 to \$99,999	208	82	36	28	354	56	S	252			
\$100,000 to \$119,999	362	118	67	70	617	127	SE	363	Avg. Sold Price \$151,812		
\$120,000 to \$139,999	410	121	36	65	632	114	SW	322			
\$140,000 to \$159,999	313	97	43	55	508	80	XSW	291	Median Sales Price \$120,000		
\$160,000 to \$179,999	343	63	32	42	480	76	XS	359			
\$180,000 to \$199,999	286	53	18	26	383	42	W	252	New Listings 1,280		
\$200,000 to \$249,999	587	80	22	31	720	69	XW	37			
\$250,000 to \$299,999	409	49	10	25	493	39	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	540	47	11	32	630	38	N	54	\$19,844,968		
\$400,000 to \$499,999	287	17	3	6	313	20	NE	42	\$12,028,675		
\$500,000 to \$749,999	295	26	5	8	334	13	NW	225	\$41,895,731		
\$750,000 to \$999,999	130	3	1	4	138	4	XNW	12	\$1,800,000		
\$1,000,000 and over	162	7	2	7	178	4	C	123	\$15,140,505		
							E	77	\$9,607,864		
							S	85	\$6,306,858		
							SE	91	\$12,033,504		
							SW	93	\$7,478,146		
							XSW	32	\$3,081,500		
							XS	83	\$12,552,991		
							W	57	\$6,301,855		
Totals	5,290	1,034	407	629	7,360	982	XW	6	\$397,300		
							XNE	2	\$609,000		
							Total Volume		\$149,078,897		
	Oct-11	Oct-10	% Change	YTD 2011	YTD 2010	% Change					
Home Sales Volume	\$149,078,897	\$133,203,906	11.92%	\$1,787,031,576	\$1,836,493,578	-2.69%					
Home Sales Units	982	752	30.59%	10,815	9,588	12.80%					
Average Sales Price (All Residential)	\$151,812	\$177,133	-14.29%	\$154,307	\$185,010	-16.60%					
Median Sales Price	\$120,000	\$140,000	-14.29%	\$120,434	\$147,763	-18.50%					
Average Days on Market:	74	97	-23.71%	76	90	-15.56%					
Average List Price for Sold:	\$157,841	\$183,743	-14.10%	\$161,171	\$194,241	-17.03%					
SP/LP %	96.18%	96.40%		95.74%	95.25%						
Total Under Contract	2,070	1,899	9.00%								
Active Listings	5,290	7,412	-28.63%								
New Listings	1,280	1,702	-24.79%								

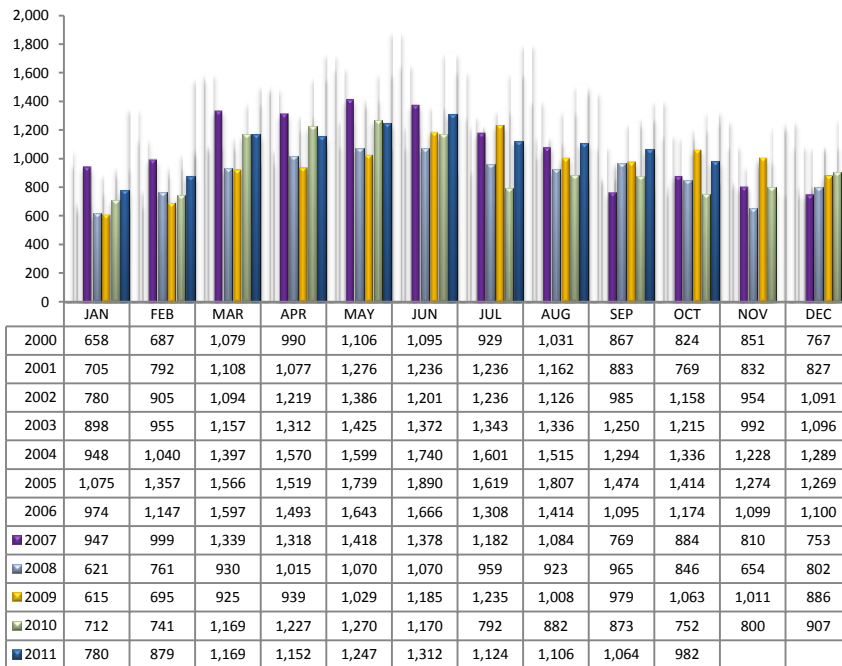
Types of Financing		Totals
FHA		258
VA		83
Conventional		281
Cash Owner		7
Lease Option		0
Cash		317
Other		36

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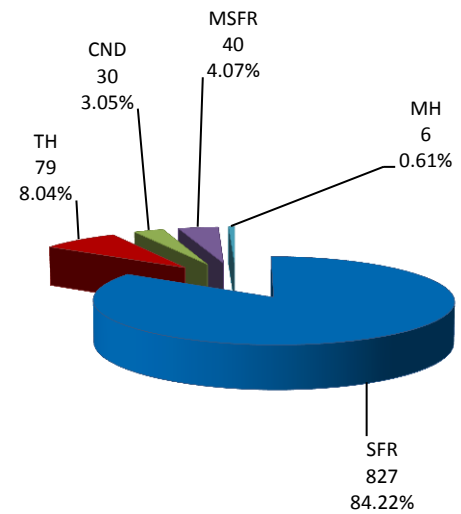
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OCTOBER 2011 RESIDENTIAL SALES STATISTICS

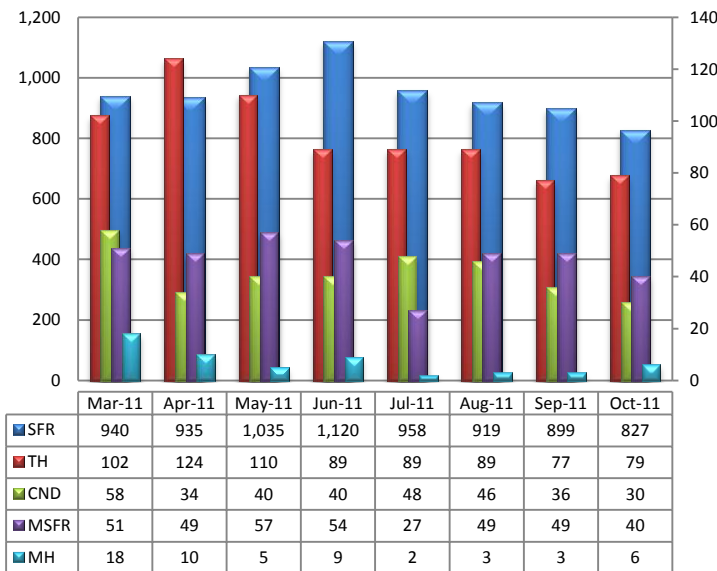
Total Unit Sales – October 2011



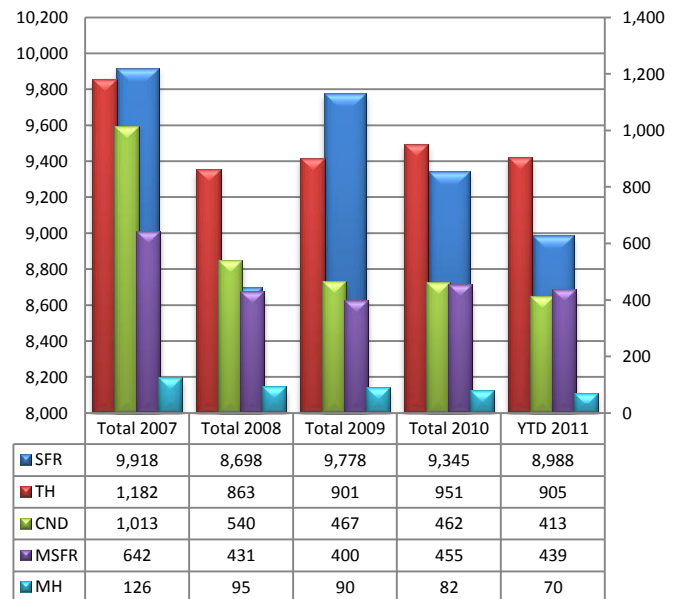
Unit Sales – Breakdown by Type



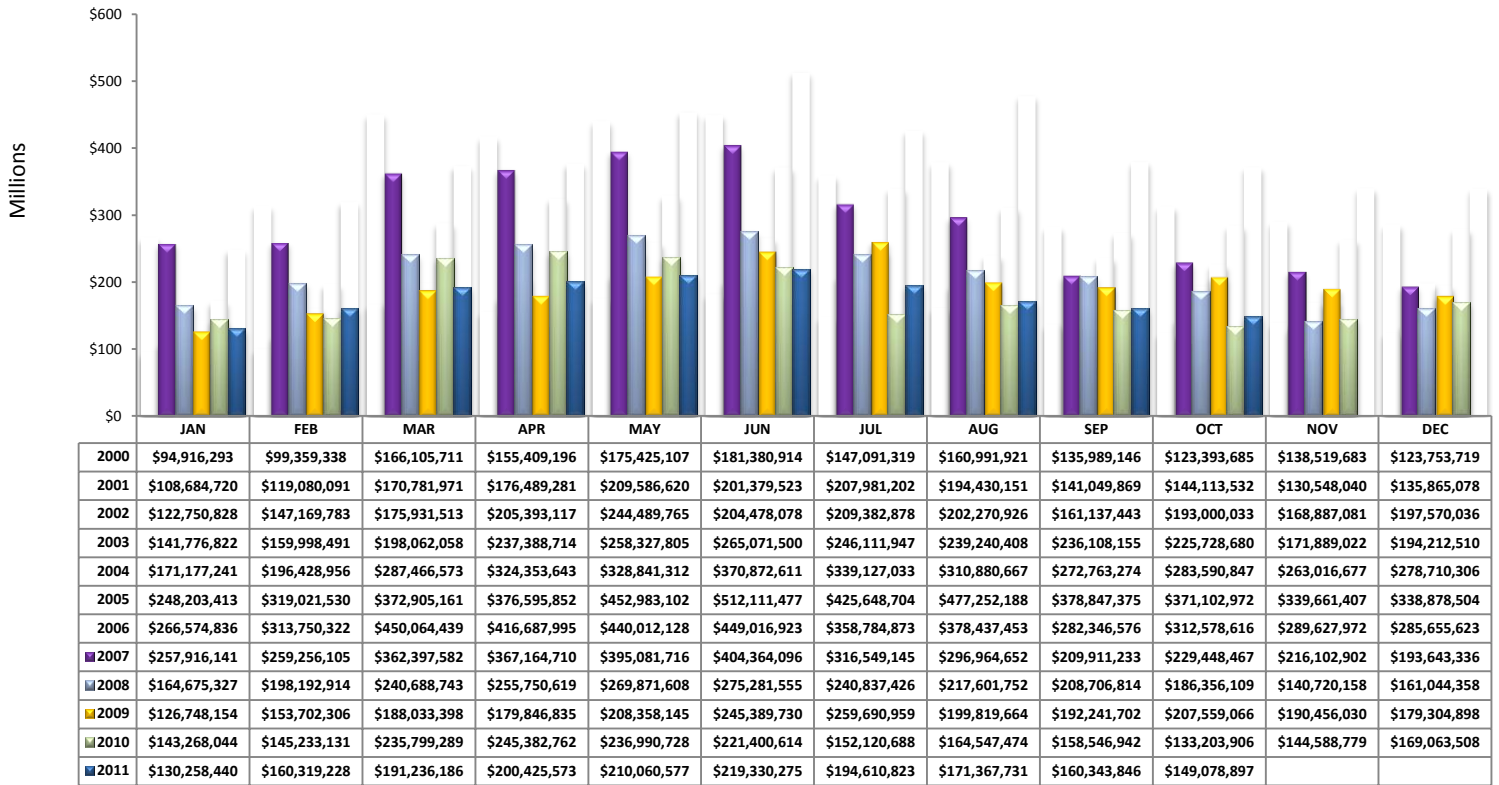
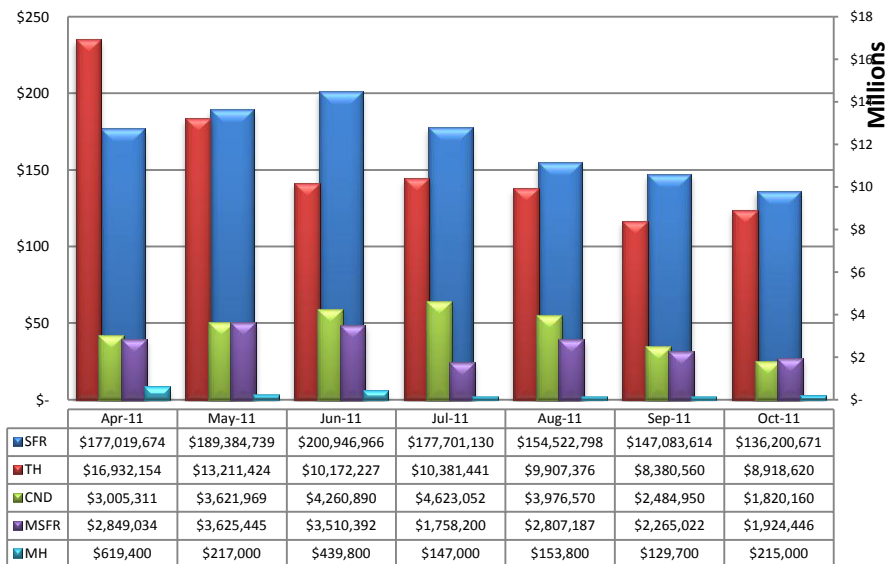
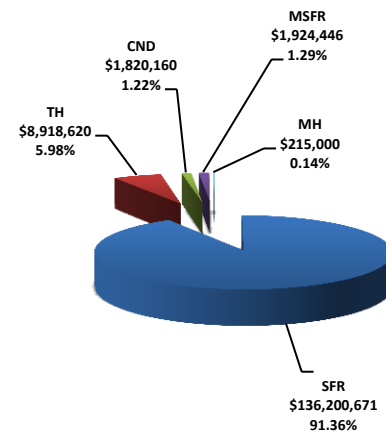
Total Unit Sales By Type - Monthly Comparison



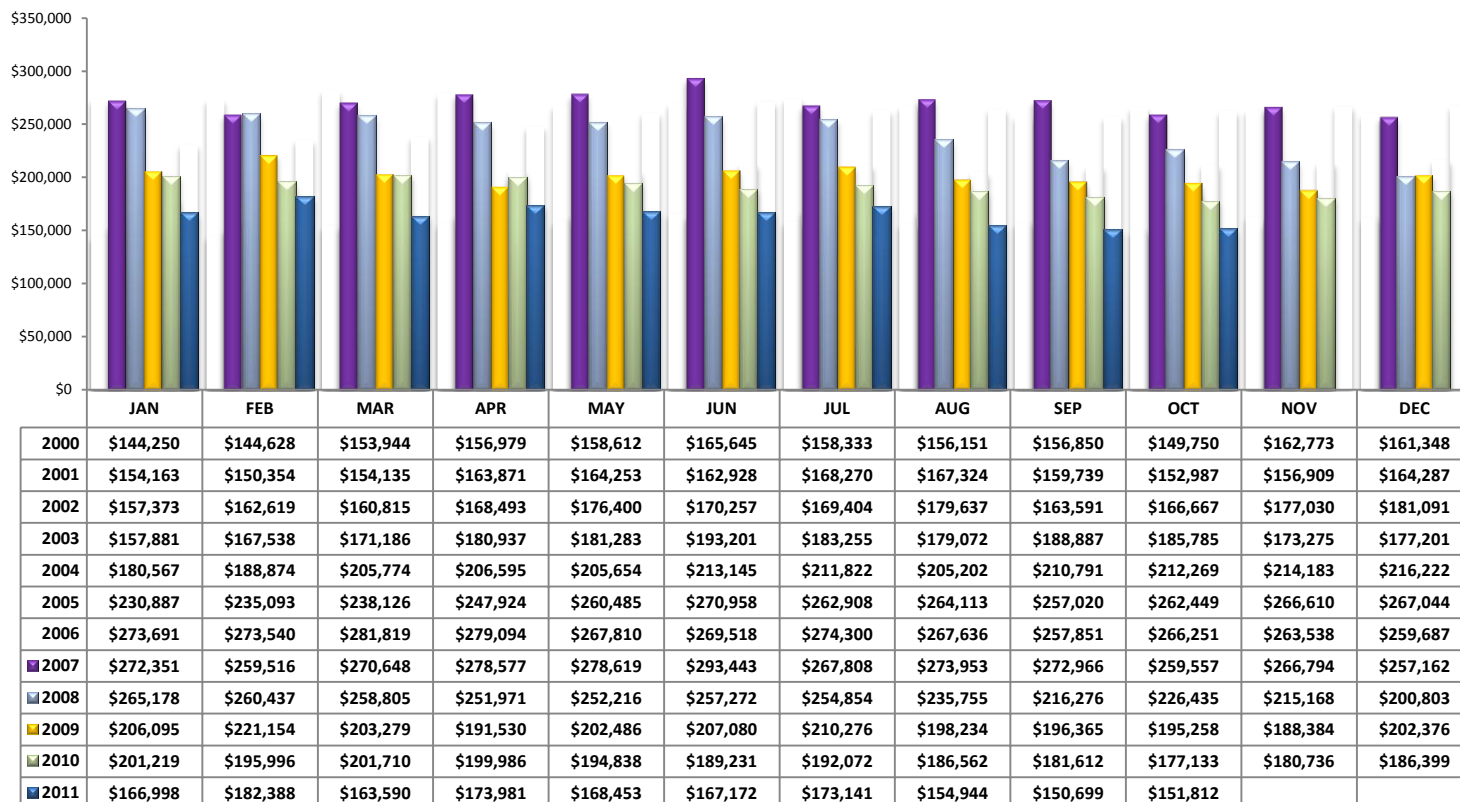
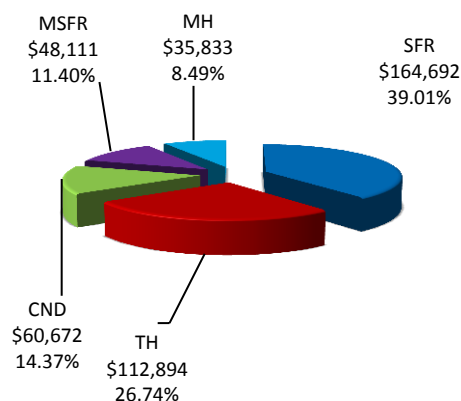
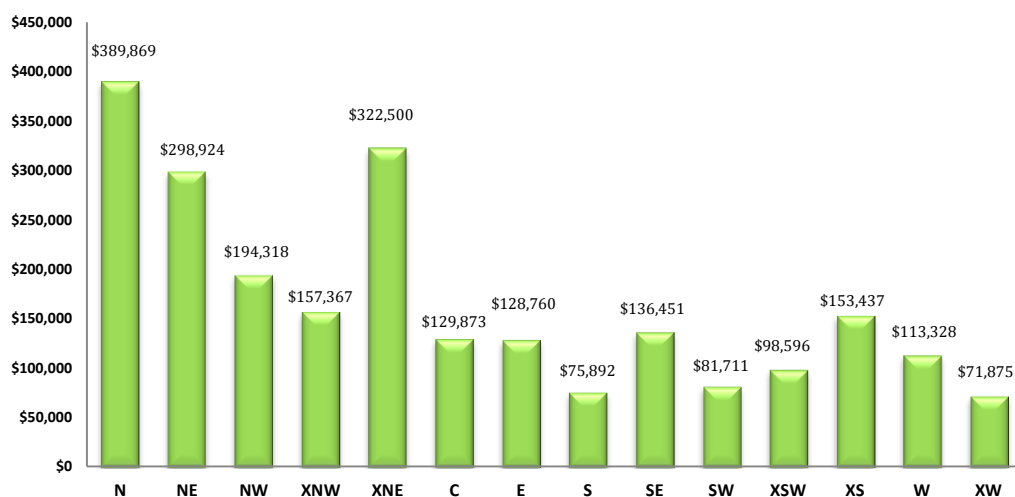
YTD Annual Comparison – Breakdown by Type



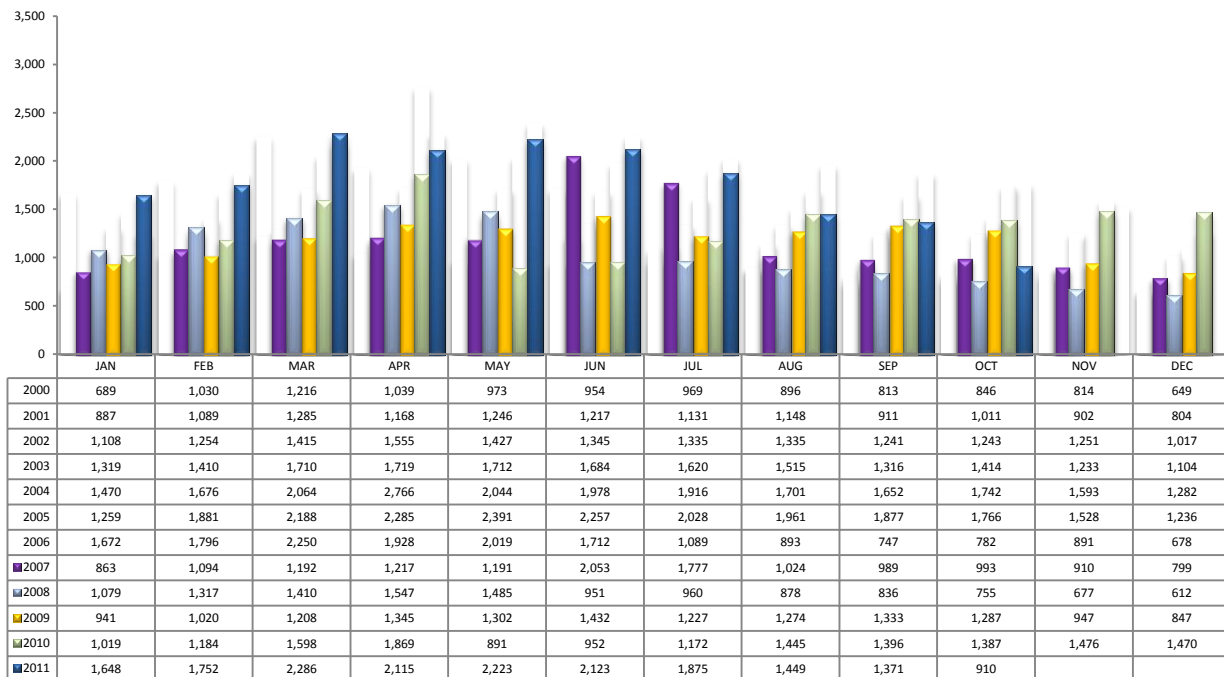
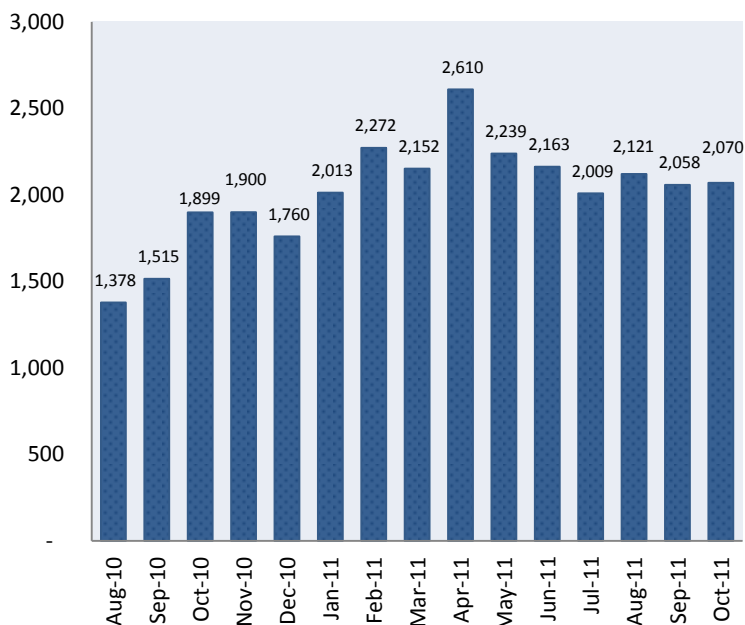
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Total Sales Volume - October 2011**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

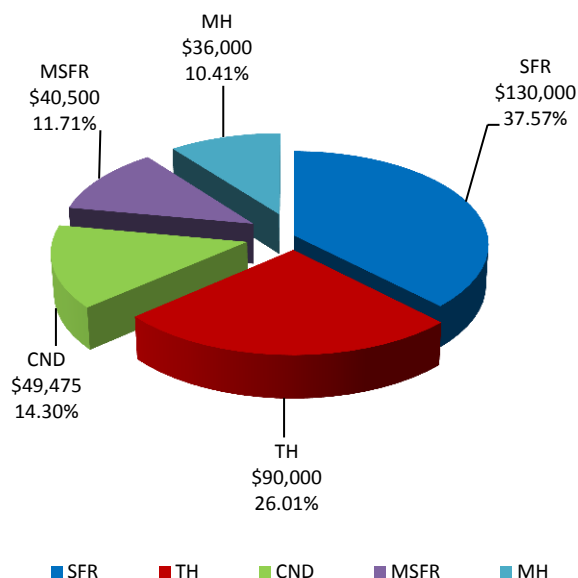
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Average Sales Price – October 2011**Average Sales Price by Type – October 2011****Average "Listing" Price per Area – October 2011**

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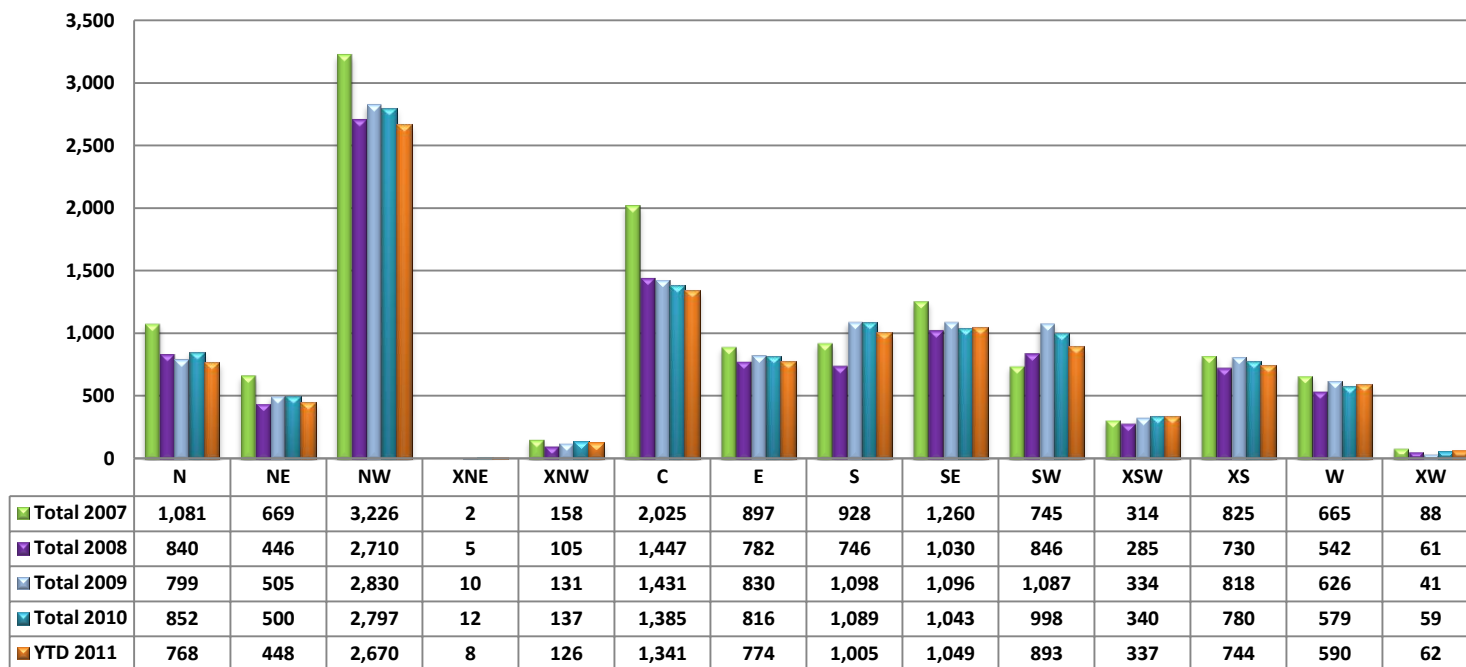
Newly Under Contract During The Month**Total Listings Still Under Contract At The End of The Month**

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Median Sale Price - by Type**Median Sale Price - October 2011**

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2000	\$110,000	\$110,700	\$118,000	\$118,950	\$120,000	\$126,000	\$122,000	\$122,000	\$121,500	\$119,579	\$124,000	\$120,505
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		

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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	\$176,207	\$302,533	\$448,146	\$857,250	\$367,499
NE	\$98,463	\$199,875	\$391,782	\$492,500	\$286,397
NW	\$158,237	\$180,486	\$205,921	\$224,869	\$186,203
XNW	\$33,000	\$84,000	\$127,000	\$293,333	\$150,000
C	\$92,461	\$131,882	\$143,978	\$157,833	\$123,094
E	\$75,255	\$121,073	\$167,498	\$0	\$124,777
S	\$37,943	\$80,539	\$80,566	\$108,950	\$74,198
SE	\$79,379	\$116,885	\$163,072	\$437,000	\$132,236
SW	\$44,220	\$79,307	\$95,168	\$98,100	\$80,410
XSW	\$106,034	\$88,500	\$82,290	\$0	\$96,297
XS	\$162,597	\$125,855	\$166,099	\$184,221	\$151,241
W	\$64,153	\$109,930	\$157,912	\$346,000	\$110,559
XW	\$0	\$68,080	\$56,900	\$0	\$66,217
XNE	\$304,500	\$0	\$0	\$0	\$304,500

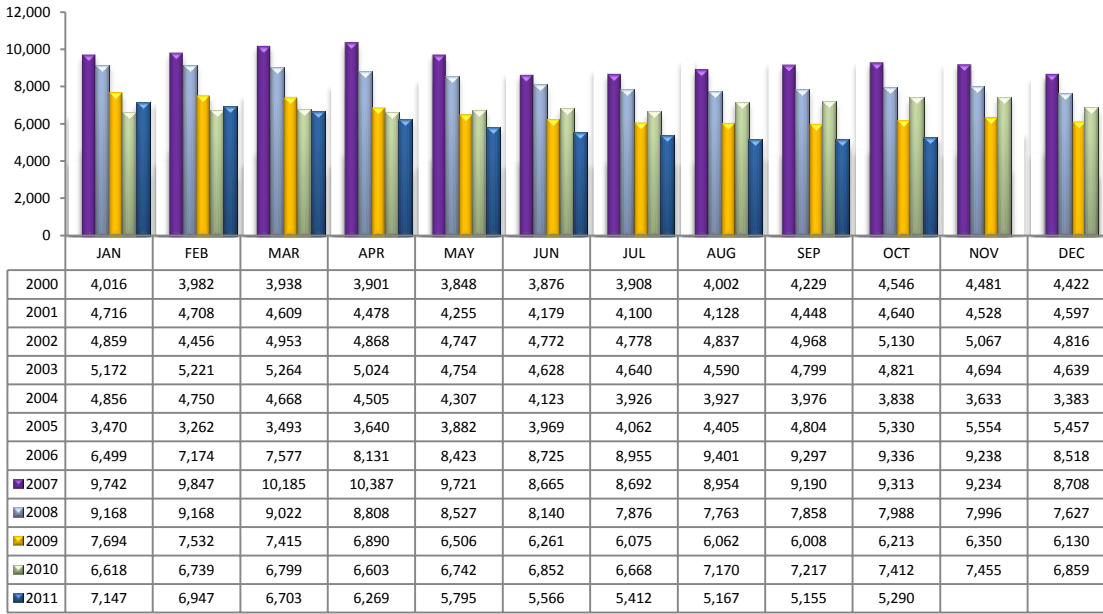
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	14	15	21	4	54
NE	4	18	18	2	42
NW	37	114	62	12	225
XNW	1	3	5	3	12
C	34	71	15	3	123
E	11	49	17	0	77
S	14	49	20	2	85
SE	7	54	29	1	91
SW	15	43	33	1	93
XSW	16	11	5	0	32
XS	8	34	32	9	83
W	18	25	13	1	57
XW	0	5	1	0	6
XNE	2	0	0	0	2

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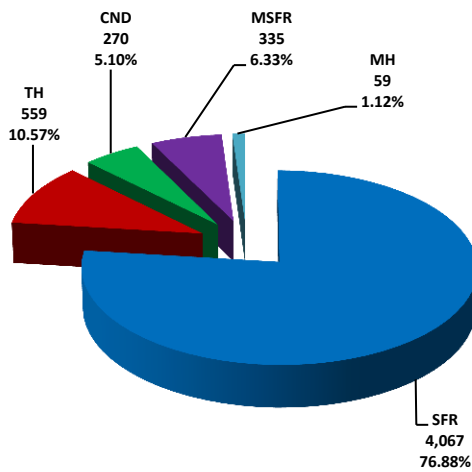
OCTOBER 2011 RESIDENTIAL SALES STATISTICS

Active Listings

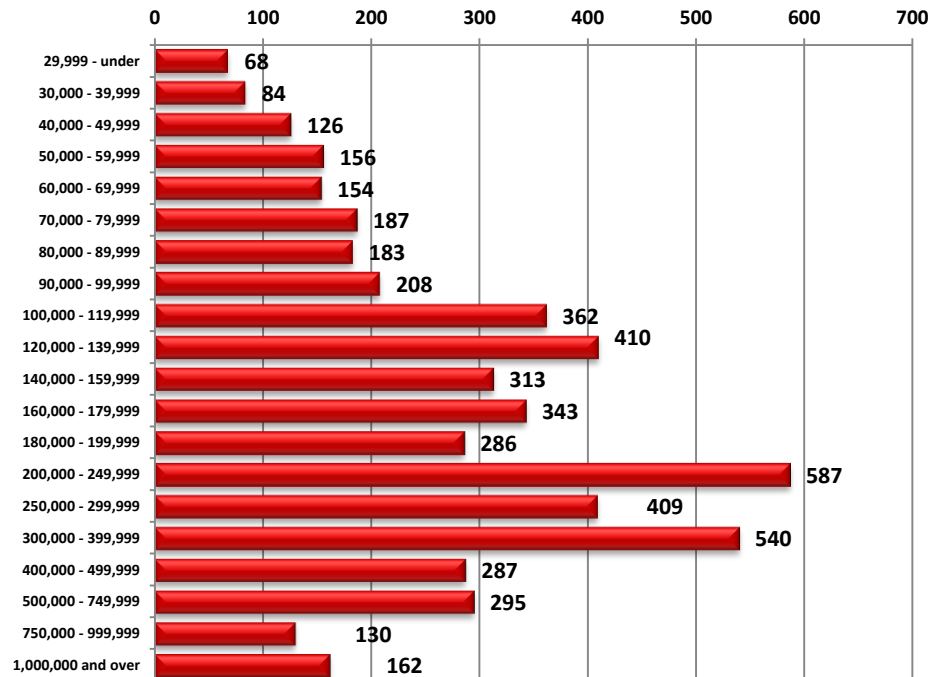


Area	# of Listings
N	548
NE	349
NW	1425
XNE	25
XNW	73
C	644
E	350
S	252
SE	363
SW	322
XSW	291
XS	359
W	252
XW	37

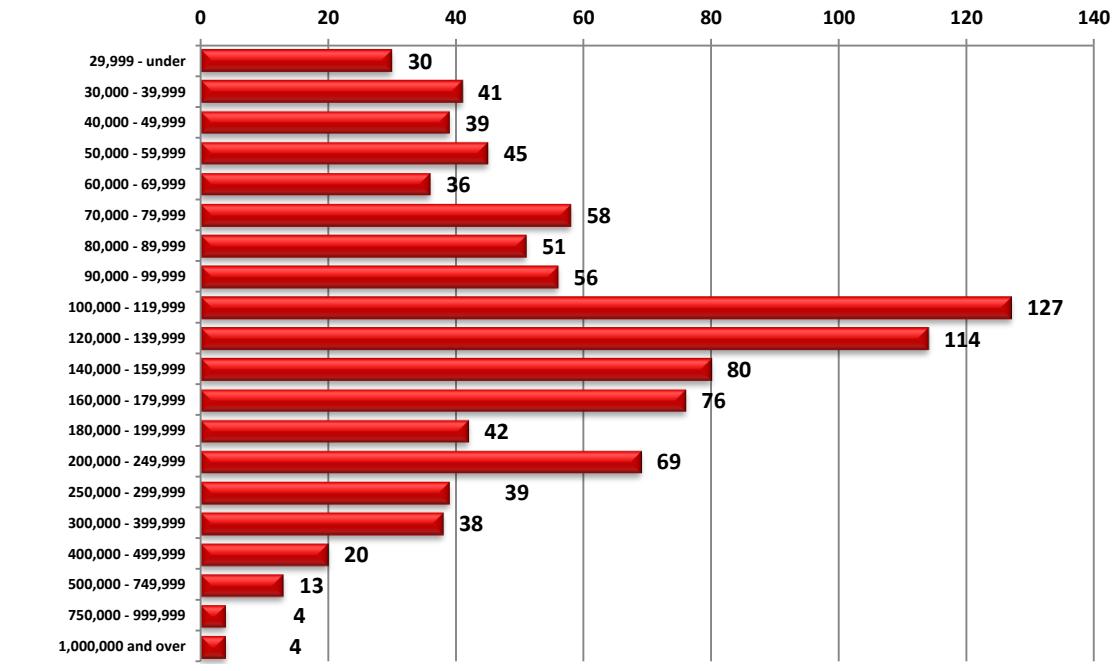
Active Listings Unit Breakdown



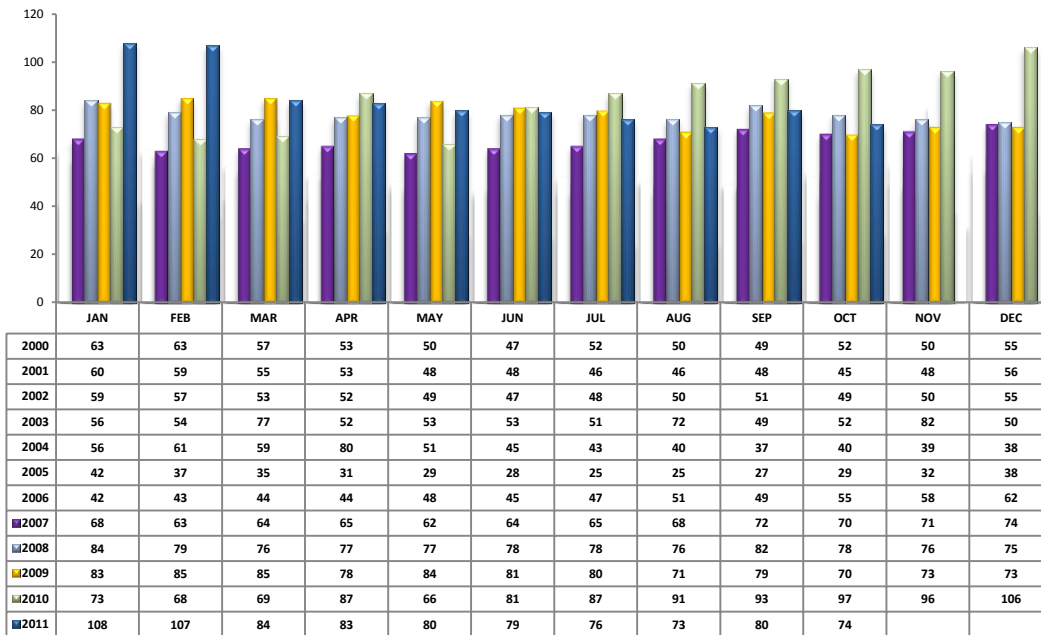
Active Listings Price Breakdown



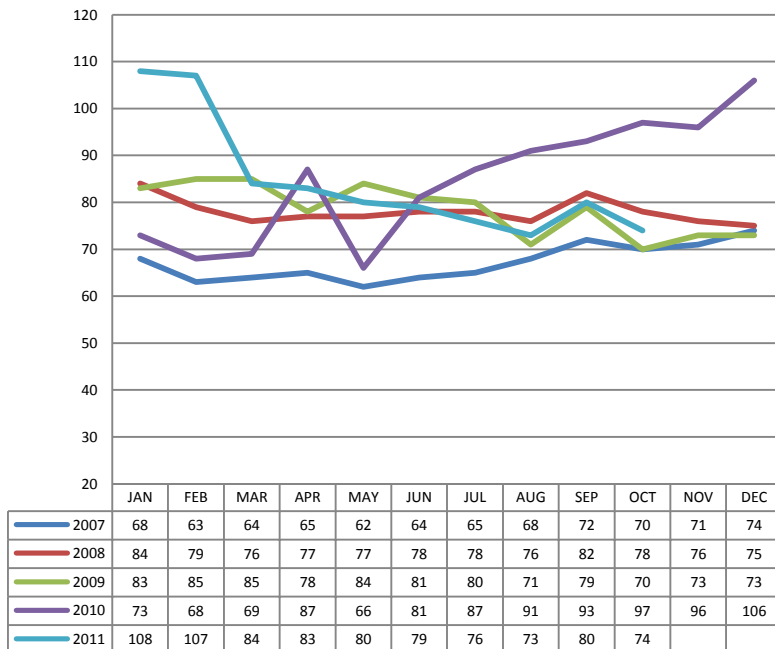
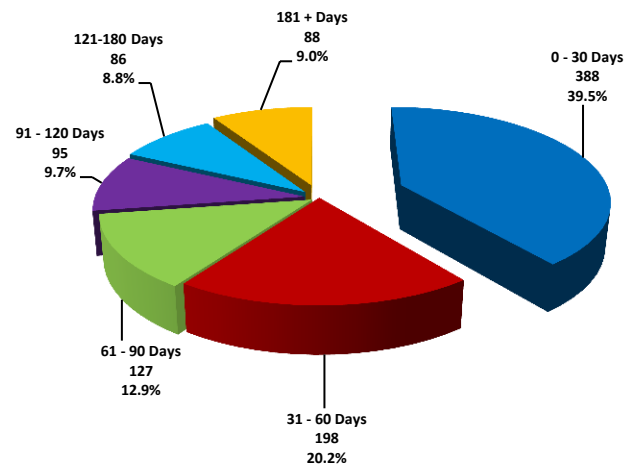
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Sold Price Breakdown

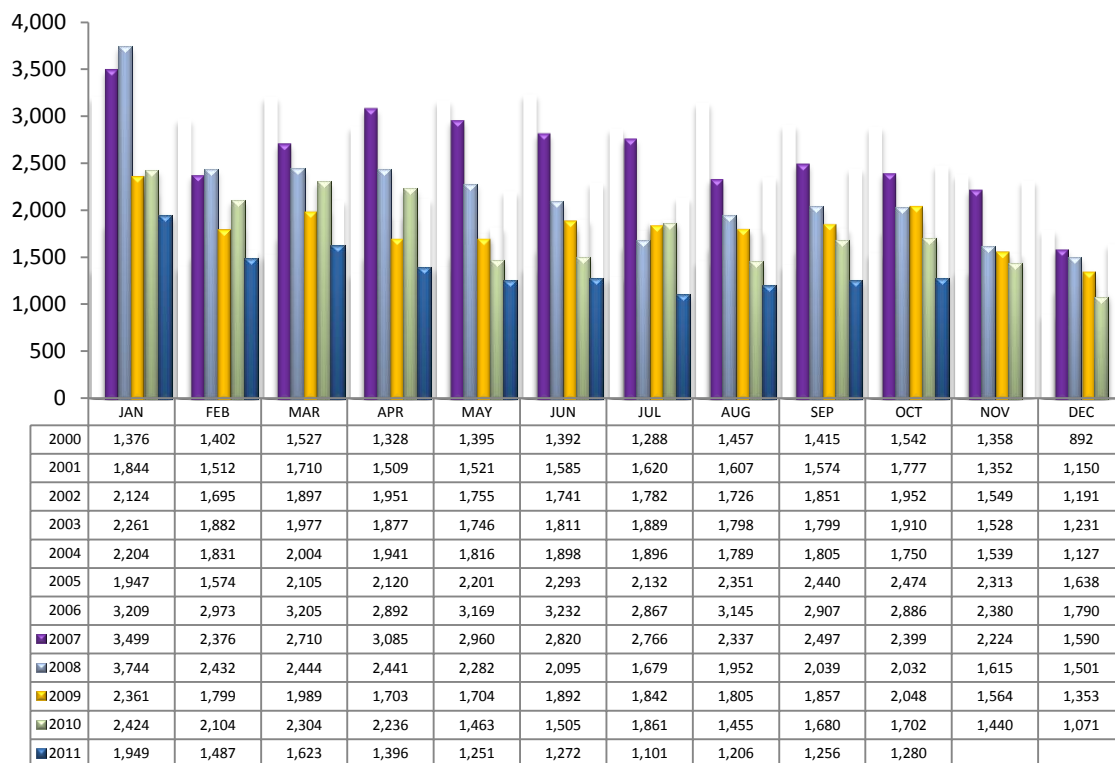
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Average Days on Market/Listing - October 2011

Area	Avg. DOM
N	89
NE	91
NW	68
XNE	103
XNW	123
C	66
E	78
S	66
SE	67
SW	75
XSW	74
XS	89
W	66
XW	90

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

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New Listings – October 2011

Area	# of Listings
N	112
NE	76
NW	351
XNE	1
XNW	14
C	146
E	91
S	82
SE	98
SW	78
XSW	71
XS	85
W	66
XW	9

*Includes properties that were re-listed

Misc. MLS Information – October 2011

Month	Expired	Cancelled	Temp Off Mkt.
Jan 2011	401	577	76
Feb 2011	350	453	85
Mar 2011	378	537	71
Apr 2011	392	505	71
May 2011	366	499	272
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

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.