

**For Immediate
Release:**
November 9, 2012

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics October 2012

Below are some highlights from the October Residential Sales Statistics:

- Total Sales Volume increased 10.60% from September to October.
- Average Sales Price decreased by 3.40% from \$182,041 in September to \$175,850 in October.
- Average List Price decreased 3.70% but is up 14.58% from October 2011.
- Total Under Contract decreased 1.87% since September but has increased 14.20% since last October.
- Total Unit Sales increased by 14.50% from September.
- The Median Sales Price slightly decreased 1.35% from September but is up 19.17% from October 2011.
- New Listings increased 18.26% from September.
- Average Days on Market increased slightly this month to 49.
- Active Listings increased from 3,845 in September to 4,195 in October.
- Percentage of cash sales was 31.8% in October compared with 29.7% in September.

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®.



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.

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	31	16	2	11	60	27	N	484	1 -30 Days	602	
\$30,000 to \$39,999	75	20	16	13	124	31	NE	234	31-60 Days	188	
\$40,000 to \$49,999	91	26	15	13	145	43	NW	1125	61 - 90 Days	98	
\$50,000 to \$59,999	90	43	19	16	168	29	XNE	23	91-120 Days	72	
\$60,000 to \$69,999	106	61	31	19	217	33	XNW	78	121 - 180 Days	56	
\$70,000 to \$79,999	104	74	33	24	235	39	C	489	Over 180 Days	58	
\$80,000 to \$89,999	127	88	27	10	252	64	E	257	Avg. Days on Market		
\$90,000 to \$99,999	118	86	34	18	256	58	S	117	49		
\$100,000 to \$119,999	232	162	65	54	513	83	SE	272	Avg. Sold Price		
\$120,000 to \$139,999	291	181	56	38	566	107	SW	246	\$175,850		
\$140,000 to \$159,999	294	126	50	26	496	105	XSW	275	Median Sale Price		
\$160,000 to \$179,999	254	114	34	24	426	92	XS	345	\$143,000		
\$180,000 to \$199,999	268	89	20	30	407	63	W	200	New Listings		
\$200,000 to \$249,999	467	139	31	53	690	109	XW	50	1,930		
\$250,000 to \$299,999	394	68	20	25	507	60	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	476	89	11	20	596	74	N	88	\$30,476,175		
\$400,000 to \$499,999	228	51	4	14	297	31	NE	42	\$11,231,855		
\$500,000 to \$749,999	278	24	1	10	313	13	NW	272	\$58,770,905		
\$750,000 to \$999,999	115	11	0	1	127	5	XNE	1	\$535,000		
\$1,000,000 and over	156	6	0	2	164	8	XNW	16	\$1,429,989		
							C	124	\$16,653,470		
							E	85	\$11,560,244		
							S	86	\$6,346,867		
							SE	115	\$17,294,444		
							SW	69	\$7,399,245		
							XSW	25	\$2,772,526		
							XS	82	\$13,736,694		
Totals	4,195	1,474	469	421	6,559	1,074	W	58	\$9,673,774		
							XW	11	\$982,100		
							Total Volume		\$188,863,288		
Oct-12		Oct-11	% Change	YTD 2012	YTD 2011	% Change					
Home Sales Volume	\$188,863,288	\$149,078,897	26.69%	\$1,998,959,189	\$1,787,031,576	11.86%					
Home Sales Units	1,074	982	9.37%	11,512	10,815	6.44%					
Average Sales Price (All Residential)	\$175,850	\$151,812	15.83%	\$178,172	\$154,307	15.47%					
Median Sales Price	\$143,000	\$120,000	19.17%	\$143,230	\$120,434	18.93%					
Average Days on Market:	49	74	-33.78%	53	76	-30.26%					
Average List Price for Sold:	\$180,855	\$157,841	14.58%	\$183,688	\$161,171	13.97%					
SP/LP %	97.23%	96.18%		97.00%	95.74%						
Total Under Contract	2,364	2,070	14.20%								
Active Listings	4,195	5,290	-20.70%								
New Listings	1,930	1,280	50.78%								

Types of Financing	Totals
FHA	227
VA	81
Other	32
Cash	342
Convention	381
Cash/Loan	0
Carryback	11

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October 2012 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
October	\$188,863,288	\$149,078,897	26.69%
September	\$170,755,194	\$160,343,846	6.49%
Month % Change	10.60%	-7.03%	

Average Sales Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
October	\$175,850	\$151,812	15.83%
September	\$182,041	\$150,699	20.80%
Month % Change	-3.40%	0.74%	

Average List Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
October	\$180,855	\$157,841	14.58%
September	\$187,811	\$157,886	18.95%
Month % Change	-3.70%	-0.03%	

Total Under Contract

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
October	2,364	2,070	14.20%
September	2,409	2,058	17.06%
Month % Change	-1.87%	0.58%	

Total Unit Sales

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
October	1074	982	9.37%
September	938	1064	-11.84%
Month % Change	14.50%	-7.71%	

Median Sales Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
October	\$143,000	\$120,000	19.17%
September	\$144,950	\$117,500	23.36%
Month % Change	-1.35%	2.13%	

New Listings

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
October	1,930	1,280	50.78%
September	1,632	1,256	29.94%
Month % Change	18.26%	1.91%	

Active Listings

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
October	4,195	5,290	-20.70%
September	3,845	5,155	-25.41%
Month % Change	9.10%	2.62%	

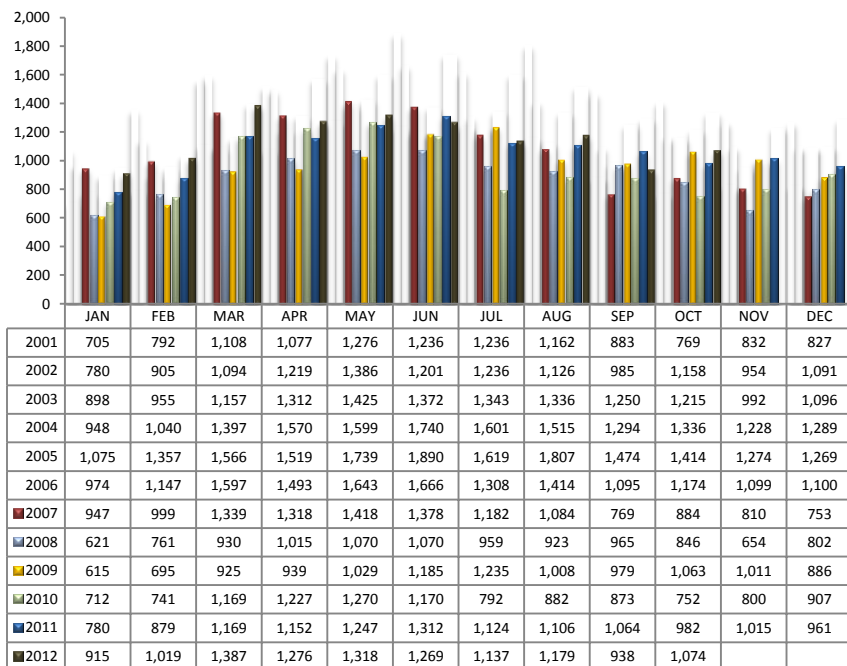
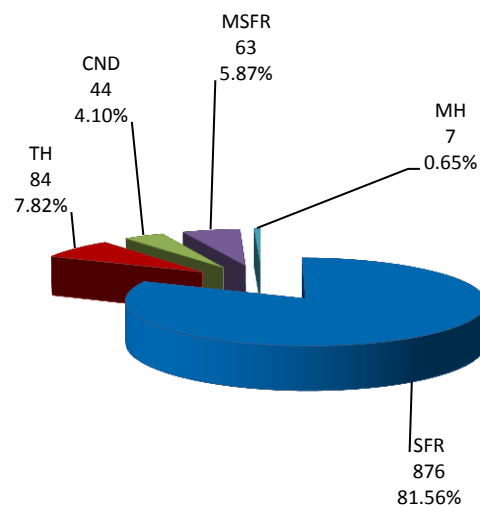
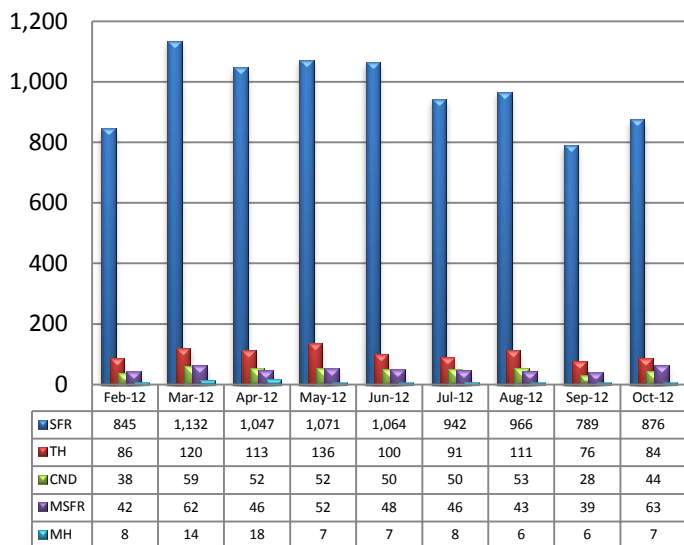
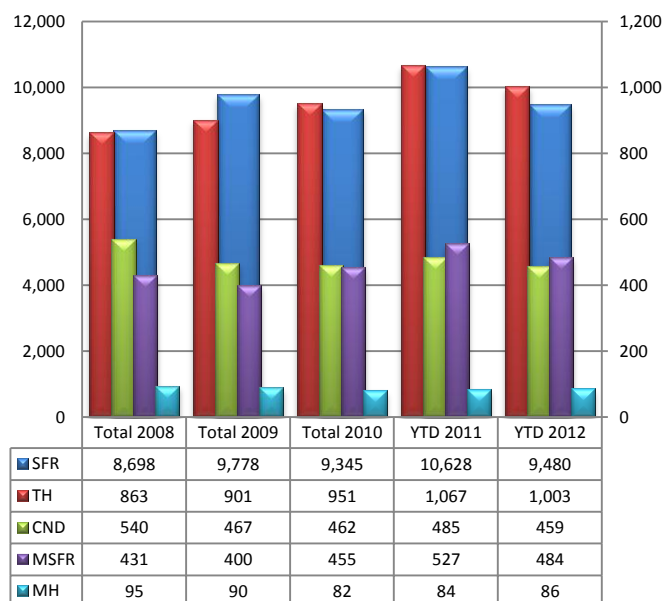
October 2012 - Active and Sold by Zip Code

<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	12	3	25.00%	85645	5	1	20.00%	85715	84	19	22.62%	85744	0	1	0.00%
85321	2	0	0.00%	85653	87	20	22.99%	85716	106	21	19.81%	85745	136	38	27.94%
85601	3	0	0.00%	85658	153	24	15.69%	85718	237	38	16.03%	85746	54	24	44.44%
85602	2	0	0.00%	85701	27	3	11.11%	85719	87	12	13.79%	85747	99	41	41.41%
85611	4	0	0.00%	85704	113	34	30.09%	85730	87	42	48.28%	85748	86	25	29.07%
85614	289	27	9.34%	85705	70	27	38.57%	85735	74	17	22.97%	85749	139	21	15.11%
85616	0	0	0.00%	85706	32	36	112.50%	85736	28	5	17.86%	85750	217	38	17.51%
85619	23	1	4.35%	85710	173	59	34.10%	85737	168	35	20.83%	85755	196	28	14.29%
85622	78	5	6.41%	85711	98	40	40.82%	85739	267	30	11.24%	85756	56	35	62.50%
85623	7	2	28.57%	85712	103	27	26.21%	85741	65	32	49.23%	85757	34	20	58.82%
85629	129	49	37.98%	85713	179	41	22.91%	85742	98	53	54.08%				
85641	152	48	31.58%	85714	10	7	70.00%	85743	118	45	38.14%				

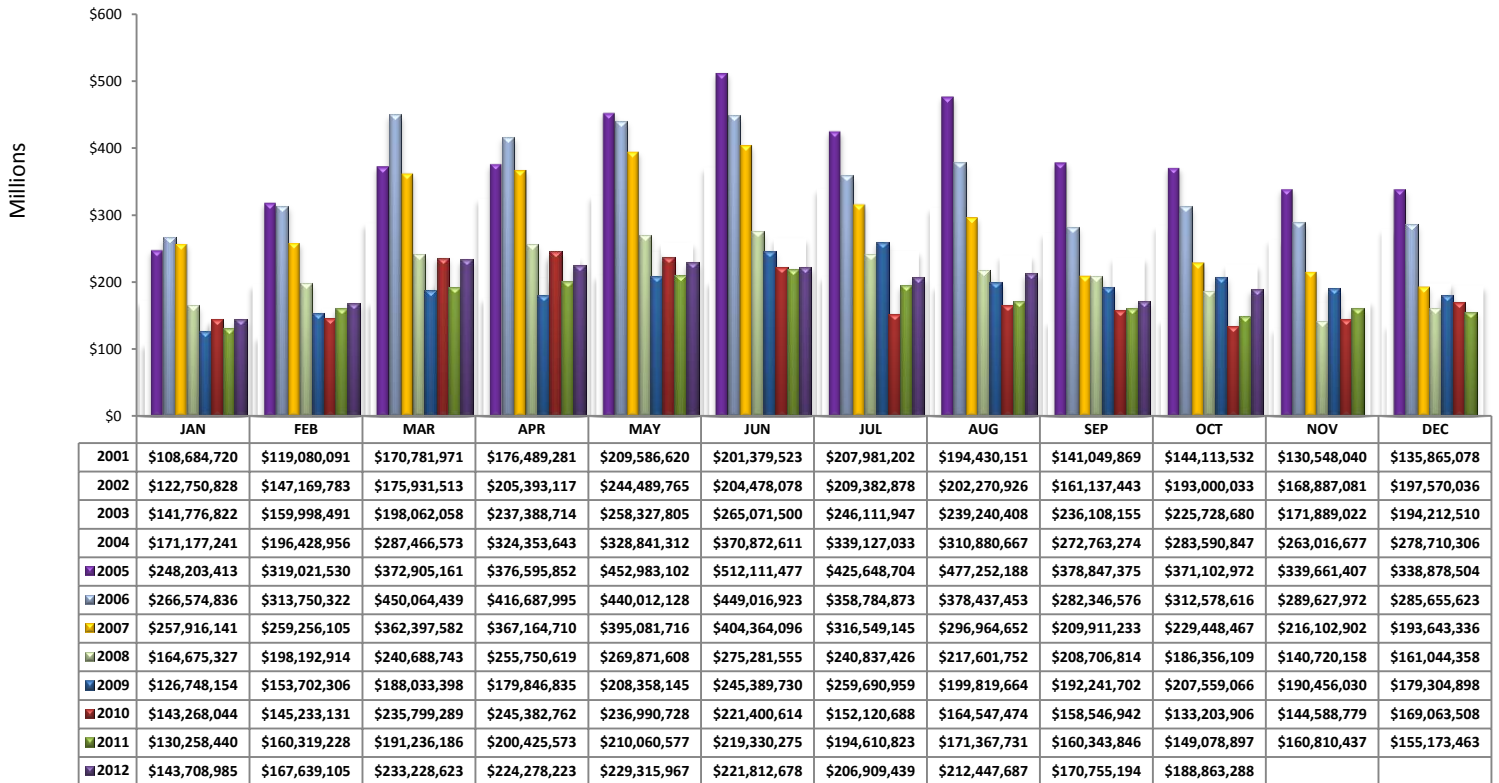
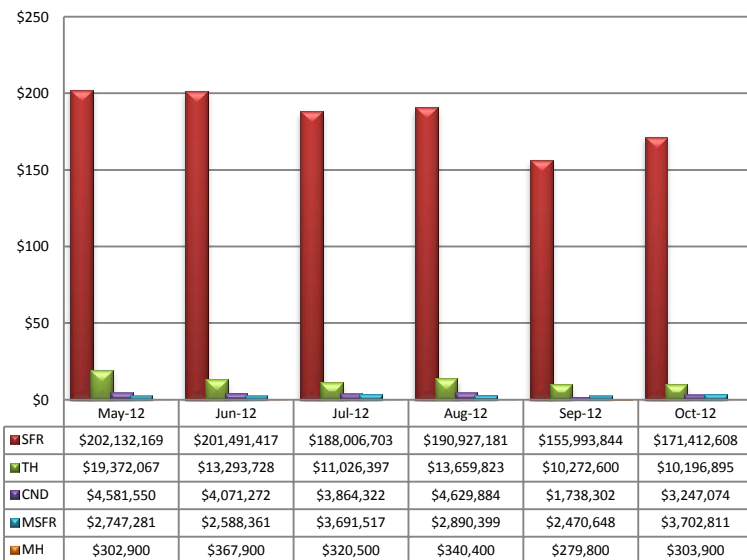
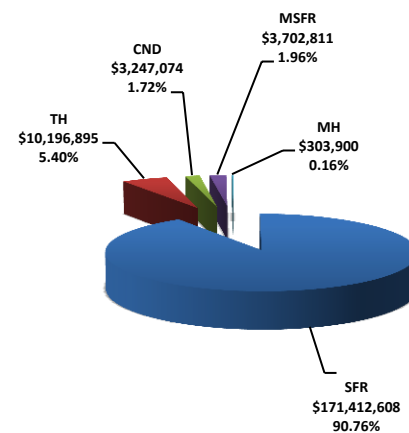
NOTE:

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

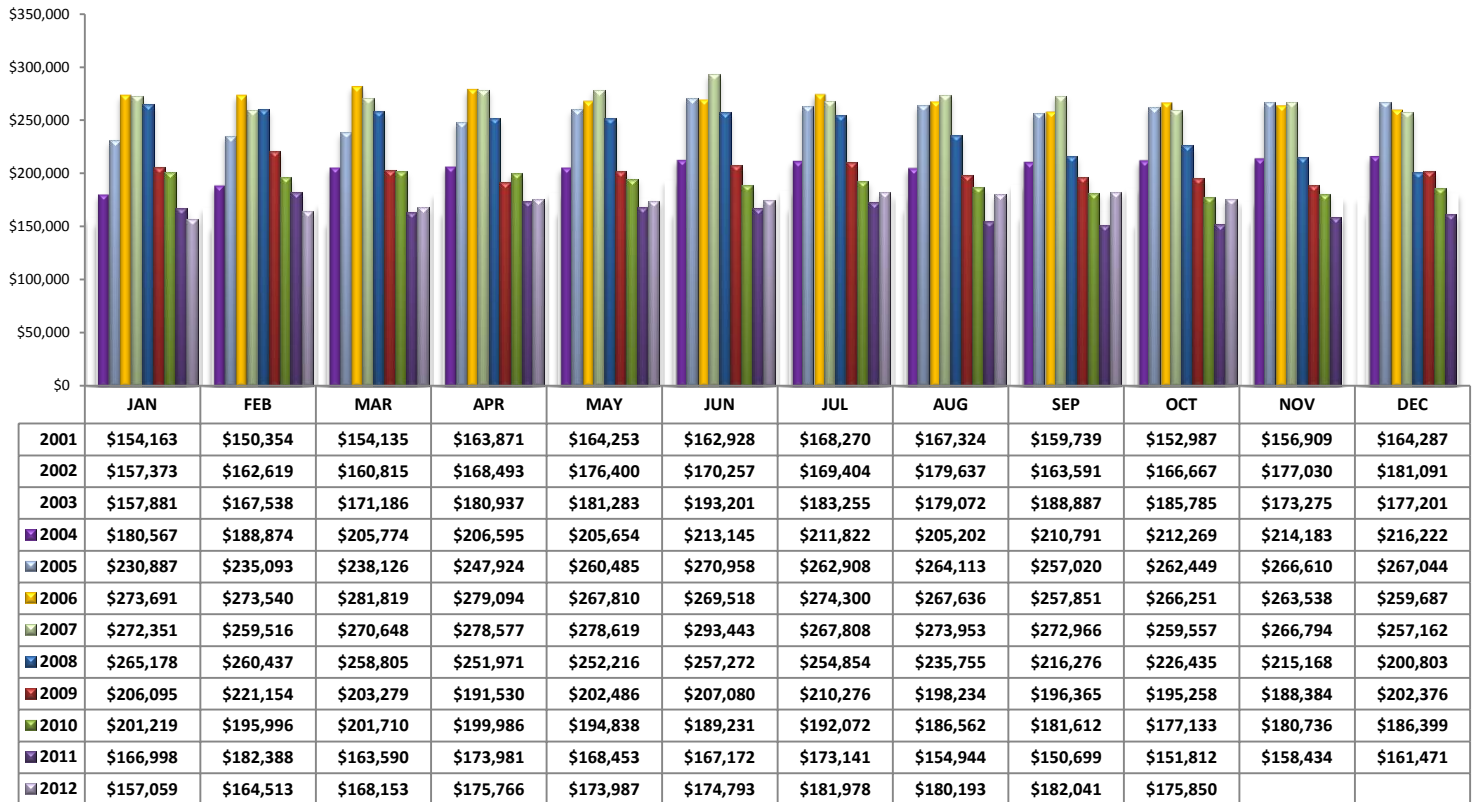
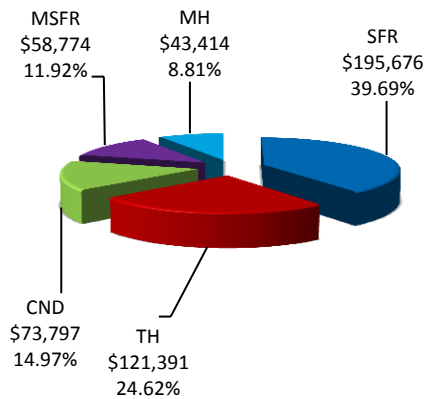
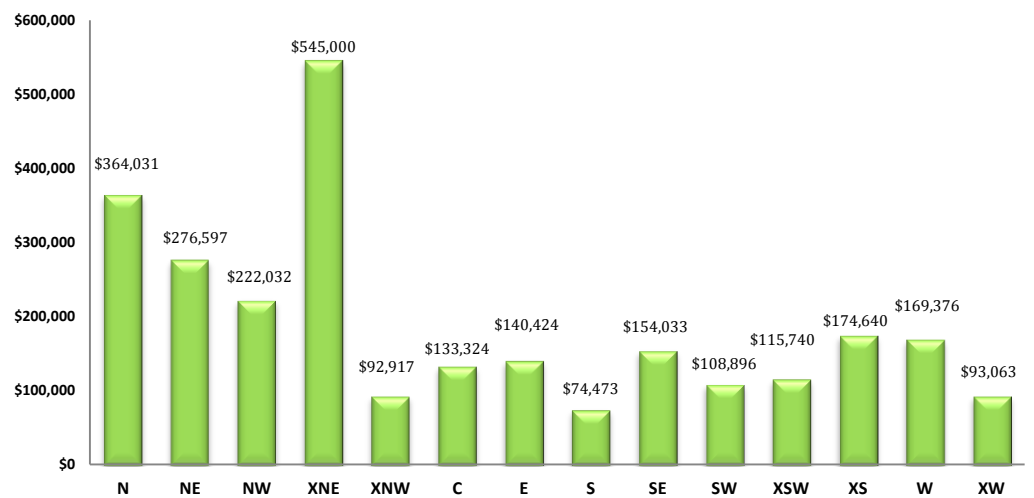
85648- 1 active listing

Total Unit Sales – October 2012**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

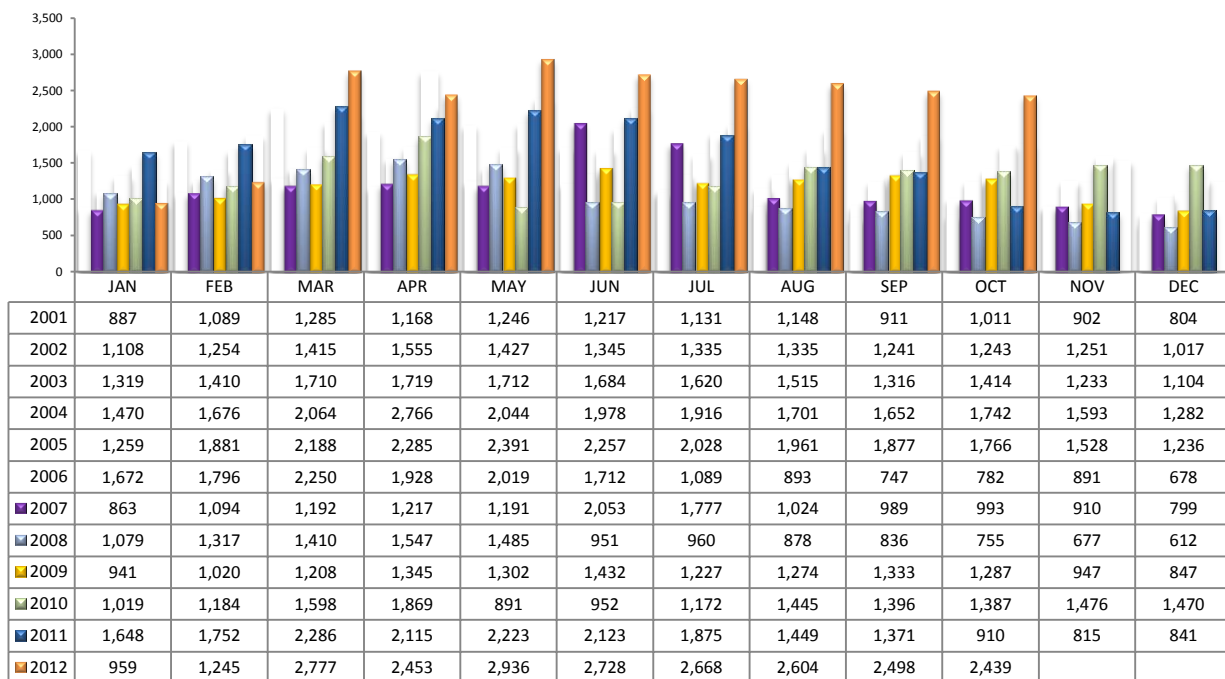
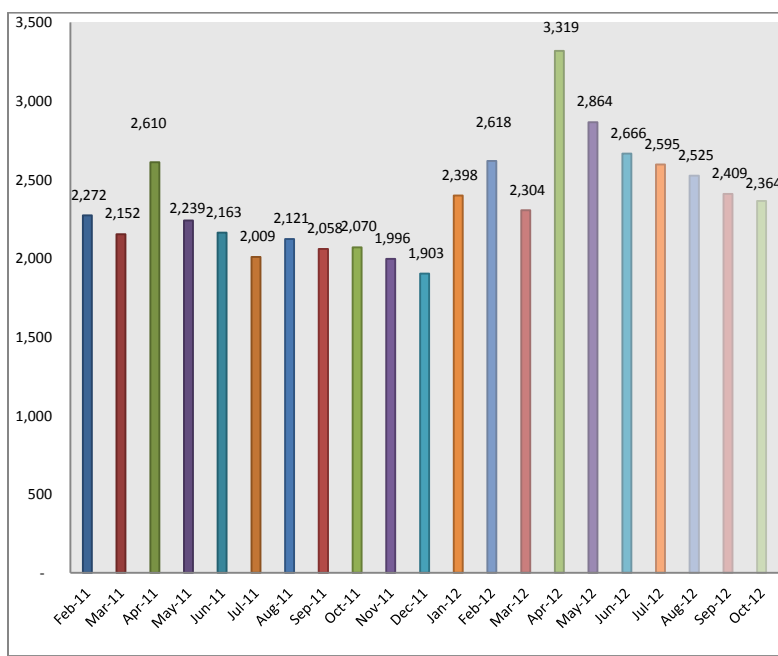
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Total Sales Volume - October 2012**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

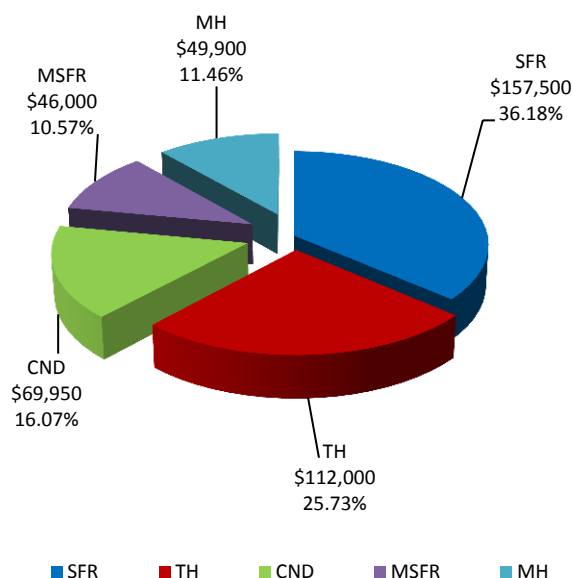
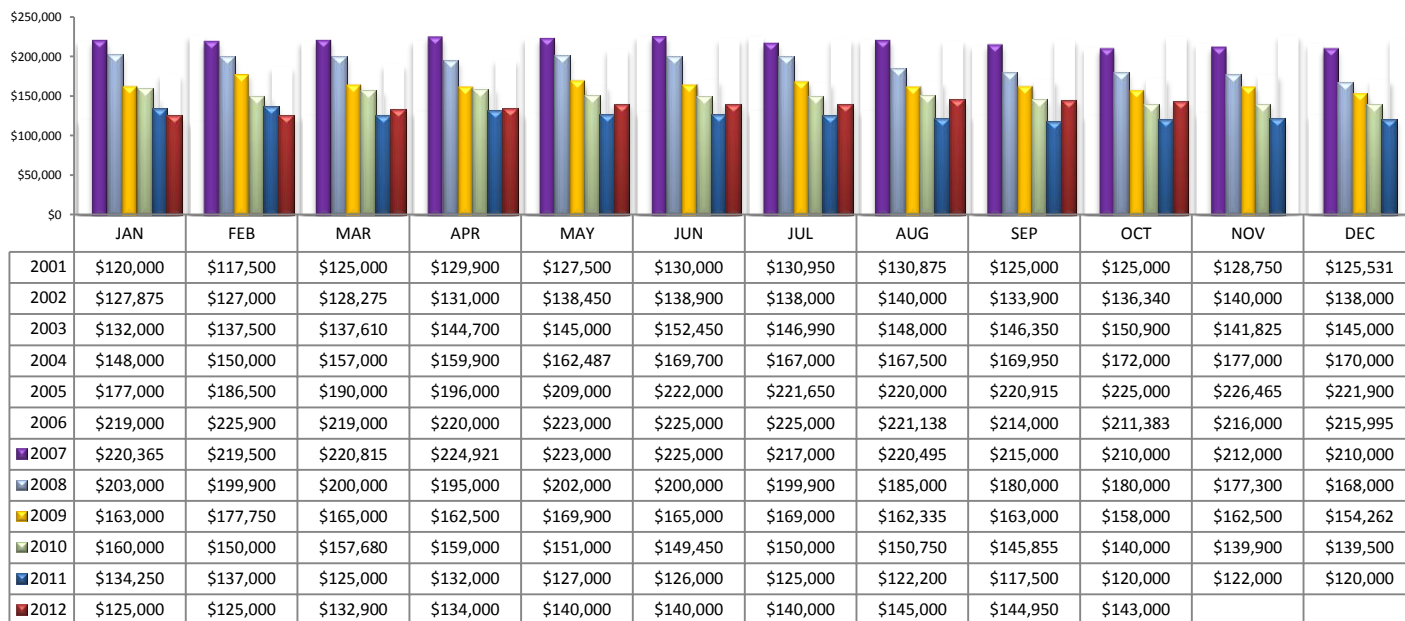
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Average Sales Price – October 2012**Average Sales Price by Type – October 2012****Average "Listing" Price per Area – October 2012**

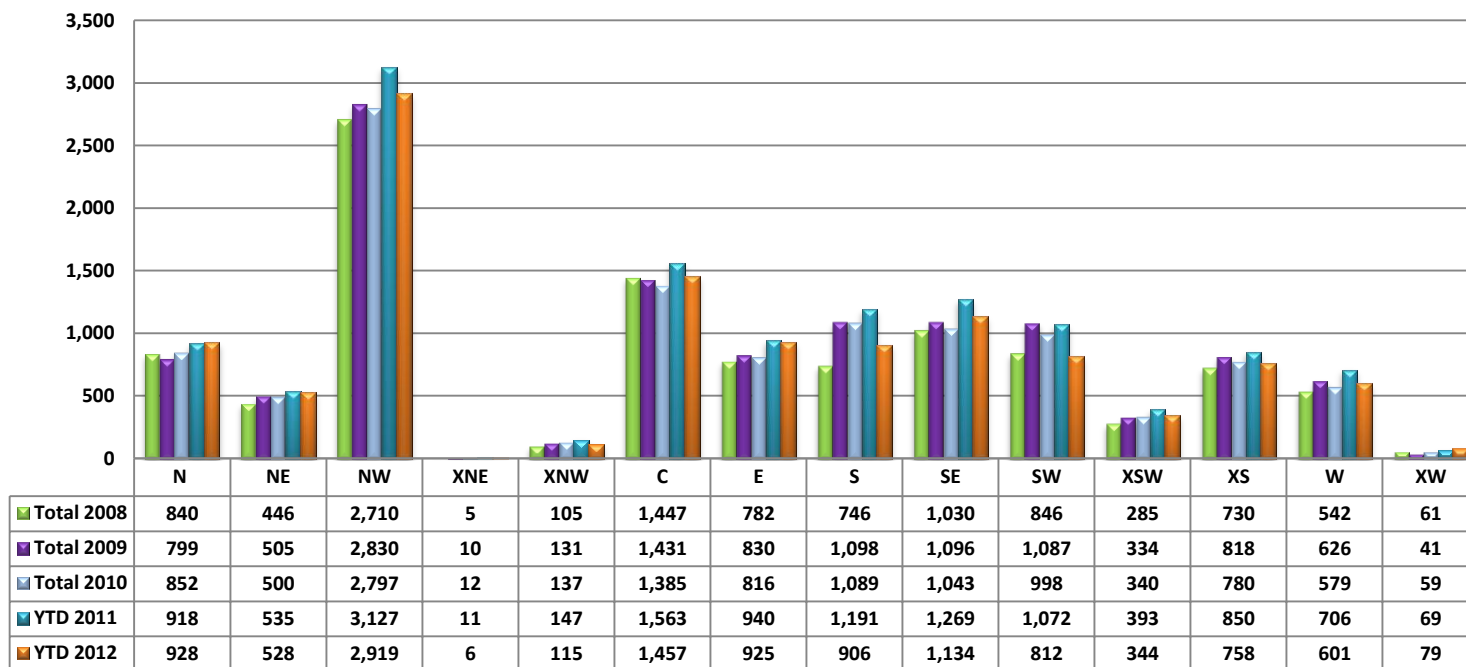
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Newly Under Contract During The Month**Total Listings Still Under Contract At The End of The Month**

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Median Sale Price – by Type**Median Sale Price – October 2012**

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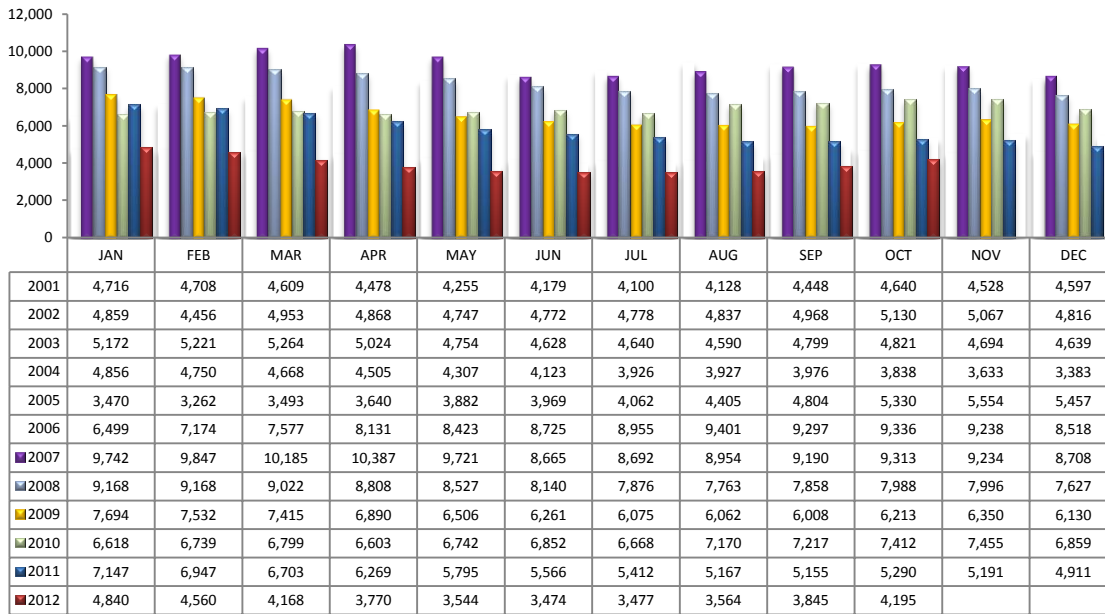
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$159,270	\$331,040	\$497,883	\$696,750	\$346,320
NE	\$72,000	\$205,676	\$273,812	\$559,800	\$267,425
NW	\$221,797	\$190,237	\$236,979	\$378,158	\$216,069
XNE	\$0	\$535,000	\$0	\$0	\$535,000
XNW	\$92,366	\$52,233	\$108,217	\$149,200	\$89,374
C	\$101,567	\$138,895	\$208,123	\$237,466	\$134,302
E	\$69,493	\$127,490	\$189,093	\$185,000	\$136,002
S	\$40,675	\$74,849	\$102,153	\$74,500	\$73,800
SE	\$139,226	\$138,144	\$167,967	\$265,087	\$150,386
SW	\$64,125	\$99,295	\$121,888	\$159,750	\$107,235
XSW	\$110,460	\$130,166	\$74,718	\$0	\$110,901
XS	\$124,800	\$149,610	\$173,783	\$218,445	\$167,520
W	\$70,050	\$142,744	\$260,608	\$0	\$166,789
XW	\$0	\$72,655	\$250,000	\$78,200	\$89,281

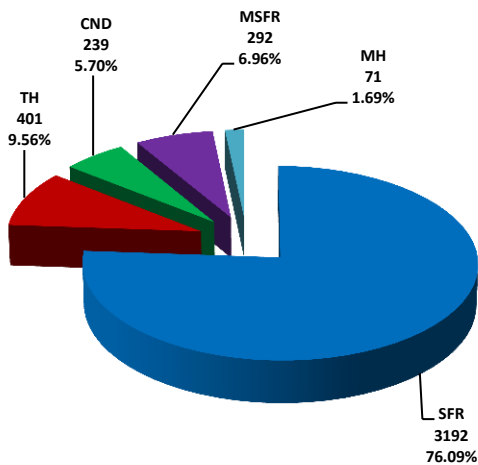
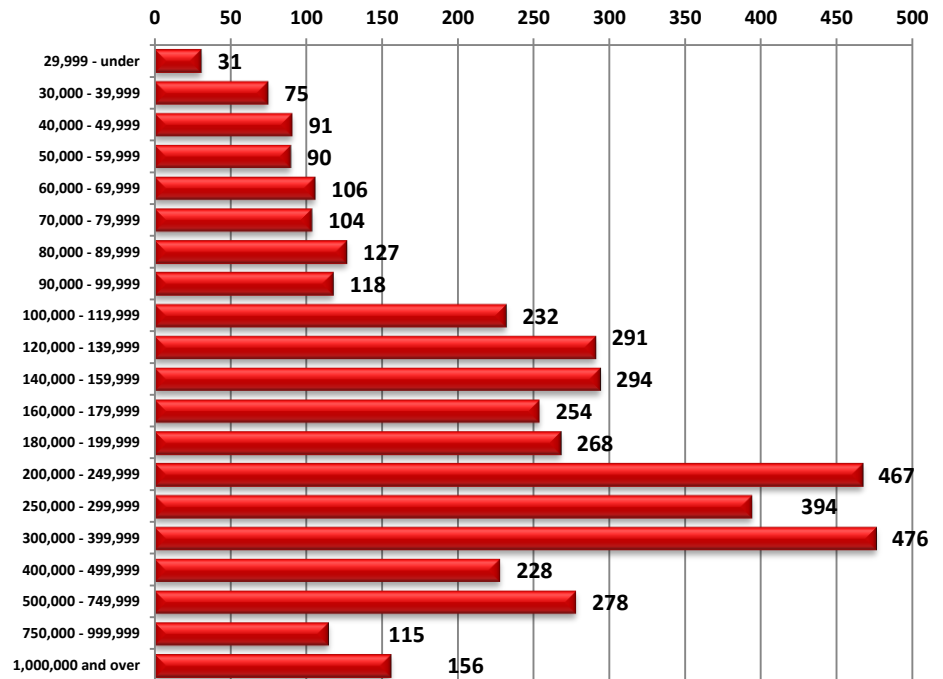
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	24	36	24	4	88
NE	2	19	16	5	42
NW	55	131	77	9	272
XNE	0	1	0	0	1
XNW	3	6	5	2	16
C	51	55	15	3	124
E	15	44	24	2	85
S	17	49	18	2	86
SE	12	66	34	3	115
SW	8	31	26	4	69
XSW	16	6	3	0	25
XS	10	25	34	13	82
W	10	30	18	0	58
XW	0	9	1	1	11

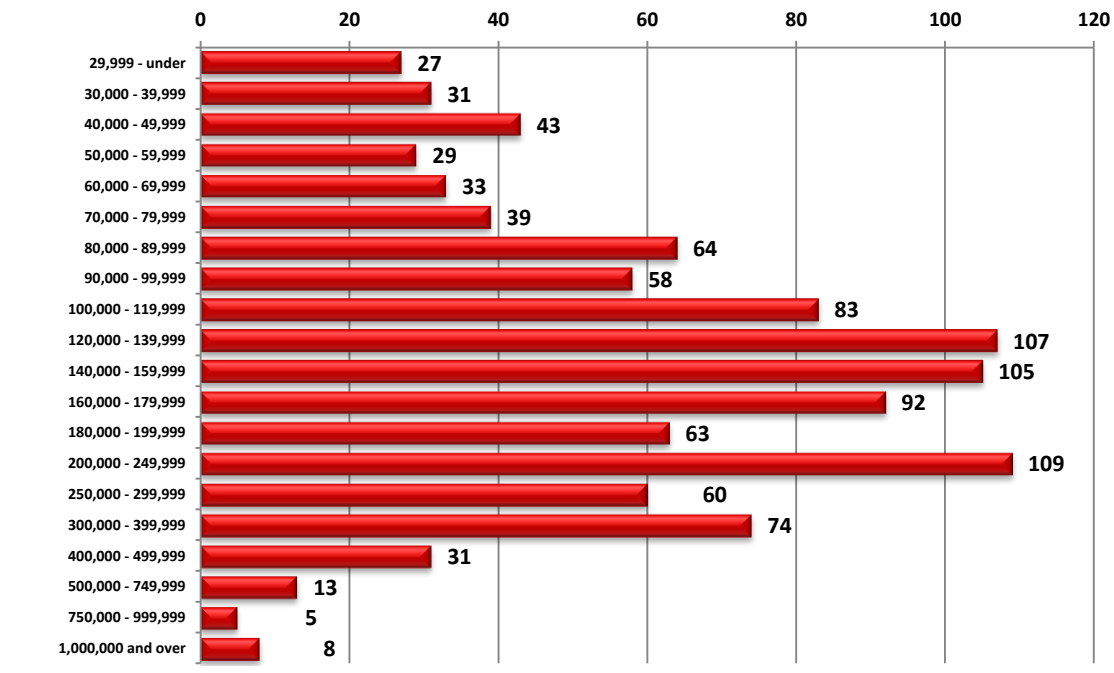
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Active Listings

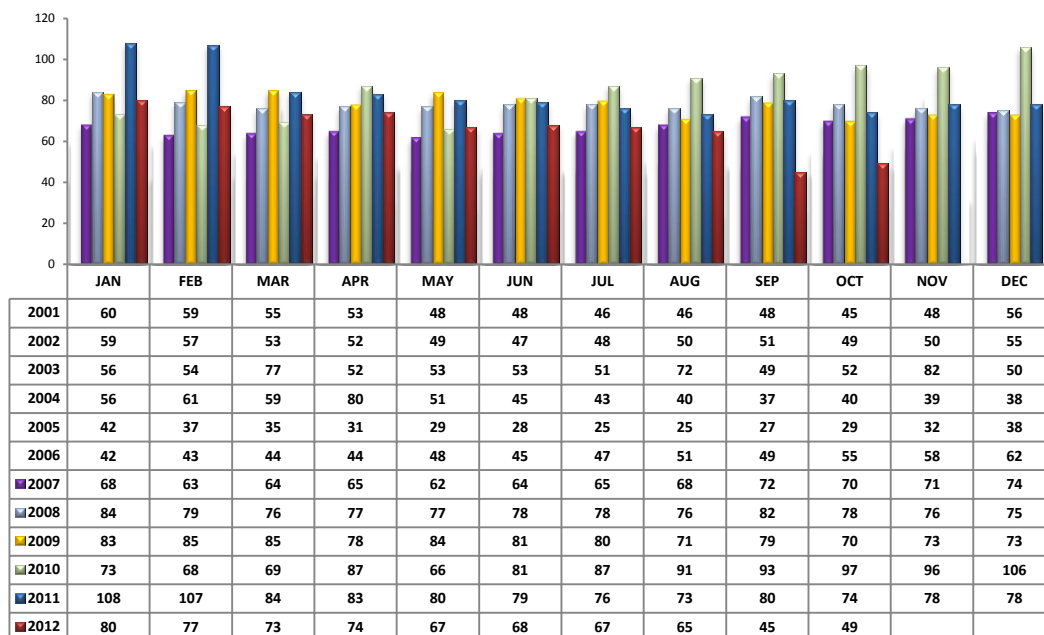
Area	# of Listings
N	484
NE	234
NW	1125
XNE	23
XNW	78
C	489
E	257
S	117
SE	272
SW	246
XSW	275
XS	345
W	200
XW	50

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

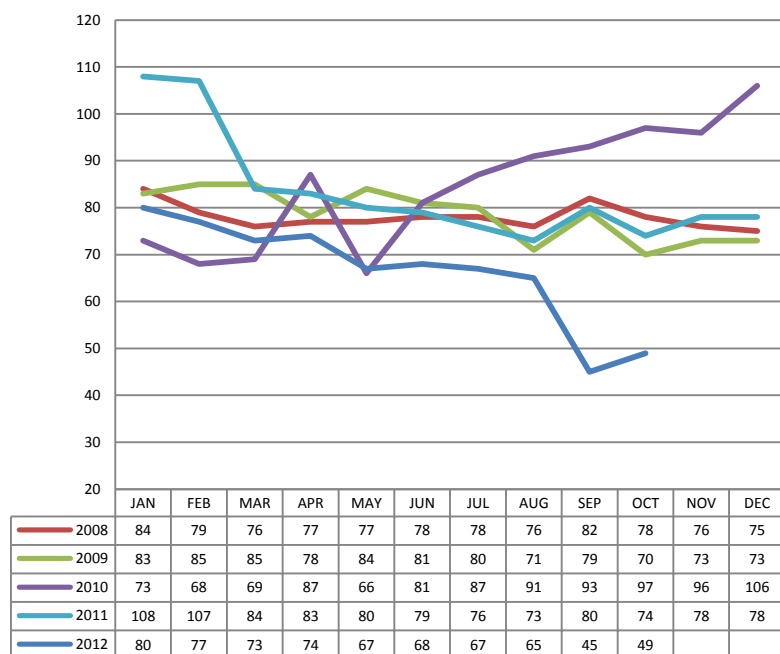
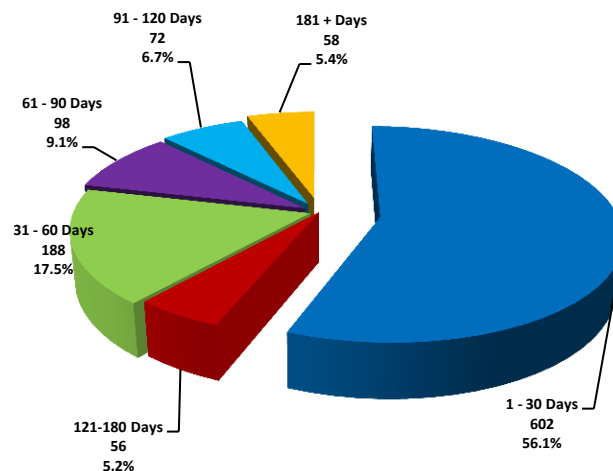
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Sold Price Breakdown

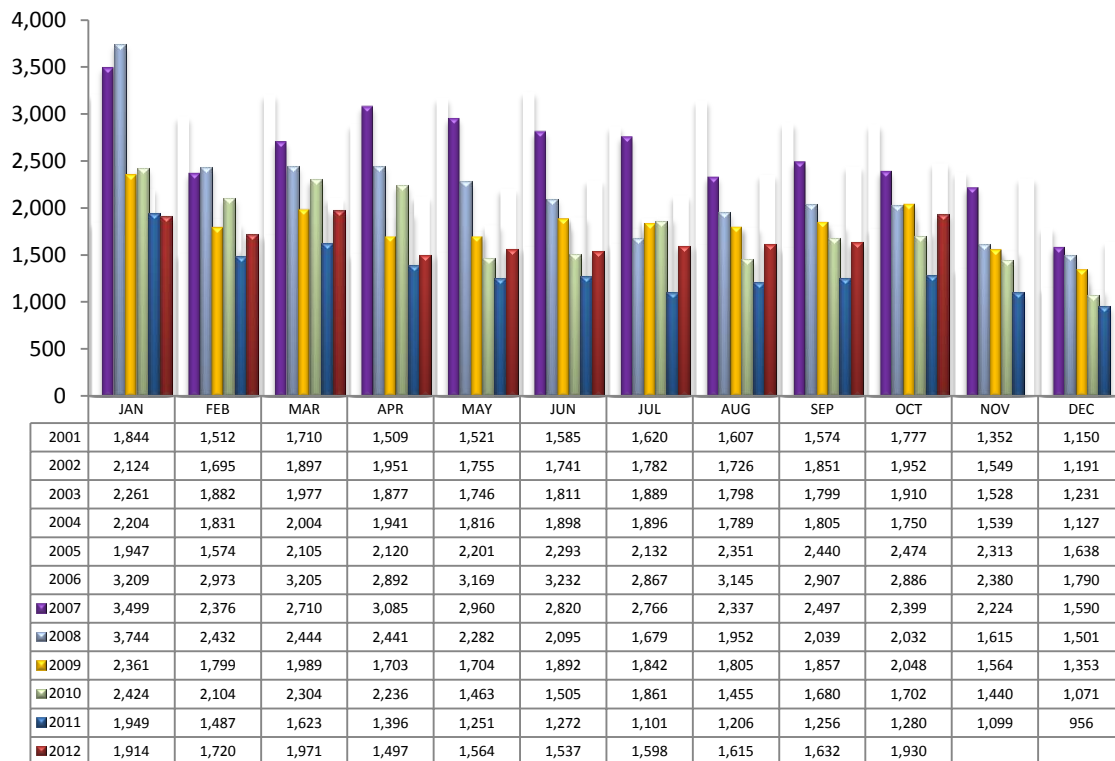
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Average Days on Market/Listing - October 2012

Area	Avg. DOM
N	54
NE	63
NW	49
XNE	118
XNW	37
C	43
E	46
S	26
SE	48
SW	43
XSW	87
XS	68
W	43
XW	45

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

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New Listings – October 2012

Area	# of Listings
N	185
NE	99
NW	497
XNE	1
XNW	27
C	221
E	152
S	102
SE	153
SW	129
XSW	94
XS	142
W	114
XW	14

*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.
Jan 2012	200	356	52
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

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