

**For Immediate
Release:**
November 7, 2013

CONTACT:
Sue Cartun
TARMLS President
(520) 529-5126

Sean Murphy
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 October 2013

Below are some highlights from the October Residential Sales Statistics:

- Total Sales Volume of \$217,449,776, has increased 9.45% from September's number of \$198,683,662, and is an increase of 15.14% since October 2012.
- The Average Sales Price for October of \$192,433 is a 1.79% increase from September's \$189,042.
- Average List Price for October, \$199,540, is an increase of 2.41% from September's \$194,842, and an increase of 10.33% from October's 2012's Average List Price of \$180,855.
- Total Under Contract, 1,771, is down this month, resulting in a 5.19% decrease from 1,868 in September.
- Total Unit Sales increased this month to 1,130 from September's number of 1,051.
- The Median Sales Price of \$155,000 for October is a 0.26% decrease from September's \$155,399.
- New Listings increased 6.06% from 2,014 in September to 2,136 in October.
- Total Active Listings for October are 5,173, an increase of 9.67% from September's 4,717.
- Average Days on Market increased to 50 for October from 47 in September.
- Conventional loan sales accounted for 37% of home sales, exceeding Cash sales of 32%.

Sue Cartun
2012-2013 TARMLS 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.

October 2013 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	\$217,449,776	\$188,863,288	15.14%
September	\$198,683,662	\$170,755,194	16.36%
Month % Change	9.45%	10.60%	

Average Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	\$192,433	\$175,850	9.43%
September	\$189,042	\$182,041	3.85%
Month % Change	1.79%	-3.40%	

Average List Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	\$199,540	\$180,855	10.33%
September	\$194,842	\$187,811	3.74%
Month % Change	2.41%	-3.70%	

Total Under Contract

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	1,771	2,364	-25.08%
September	1,868	2,409	-22.46%
Month % Change	-5.19%	-1.87%	

Total Unit Sales

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	1,130	1,074	5.21%
September	1,051	938	12.05%
Month % Change	7.52%	14.50%	

Median Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	\$155,000	\$143,000	8.39%
September	\$155,399	\$144,950	7.21%
Month % Change	-0.26%	-1.35%	

New Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	2,136	1,930	10.67%
September	2,014	1,632	23.41%
Month % Change	6.06%	18.26%	

Active Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	5,173	4,195	23.31%
September	4,717	3,845	22.68%
Month % Change	9.67%	9.10%	

October 2013 - Active and Sold by Zip Code

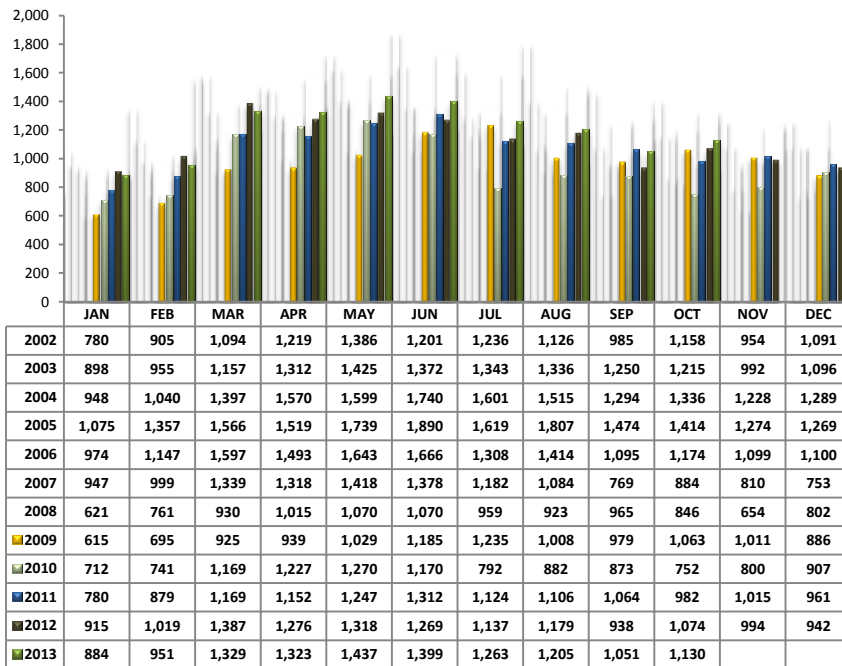
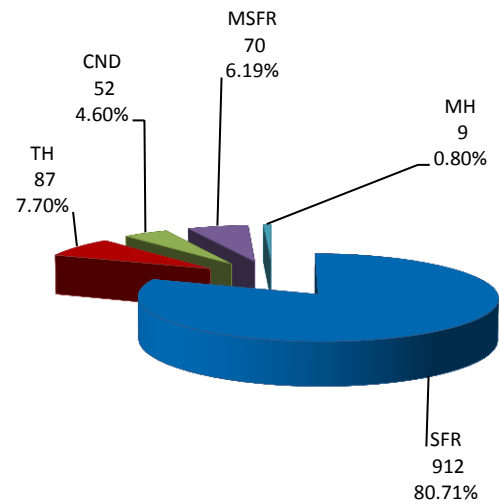
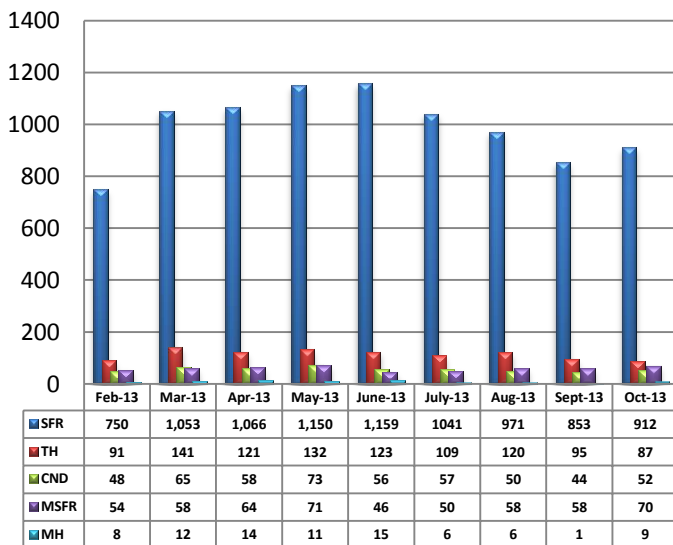
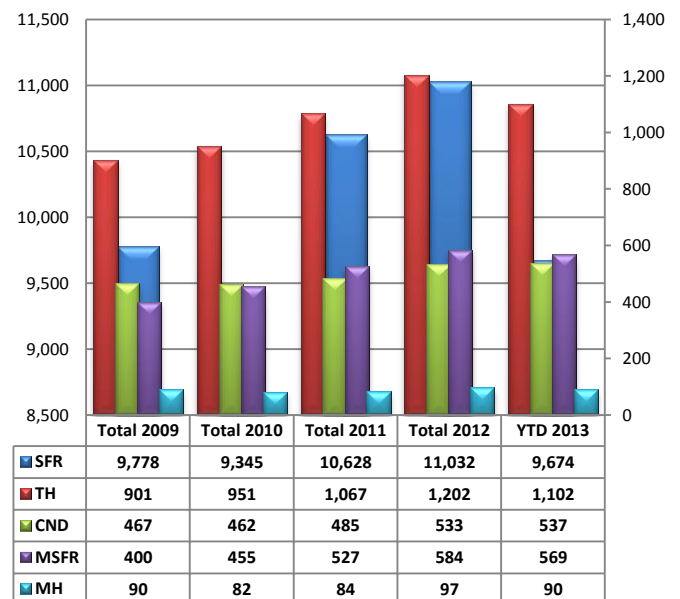
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85145	15	2	13.33%	85645	2	0	0.00%	85714	16	4	25.00%	85742	169	43	25.44%
85321	1	0	0.00%	85648	0	1	0.00%	85715	113	33	29.20%	85743	227	46	20.26%
85601	1	0	0.00%	85653	94	22	23.40%	85716	144	29	20.14%	85745	181	33	18.23%
85602	6	1	16.67%	85658	180	33	18.33%	85718	278	42	15.11%	85746	87	34	39.08%
85611	0	0	0.00%	85701	22	4	18.18%	85719	135	23	17.04%	85747	99	34	34.34%
85614	312	30	9.62%	85704	148	33	22.30%	85730	126	44	34.92%	85748	85	24	28.24%
85616	0	0	0.00%	85705	86	20	23.26%	85734	0	0	0.00%	85749	146	23	15.75%
85619	27	1	3.70%	85706	63	32	50.79%	85735	58	15	25.86%	85750	266	45	16.92%
85622	79	5	6.33%	85710	201	62	30.85%	85736	43	13	30.23%	85755	200	32	16.00%
85623	7	4	57.14%	85711	142	36	25.35%	85737	201	37	18.41%	85756	46	31	67.39%
85629	193	38	19.69%	85712	121	35	28.93%	85739	282	38	13.48%	85757	69	17	24.64%
85641	191	49	25.65%	85713	190	40	21.05%	85741	119	42	35.29%				

NOTE:

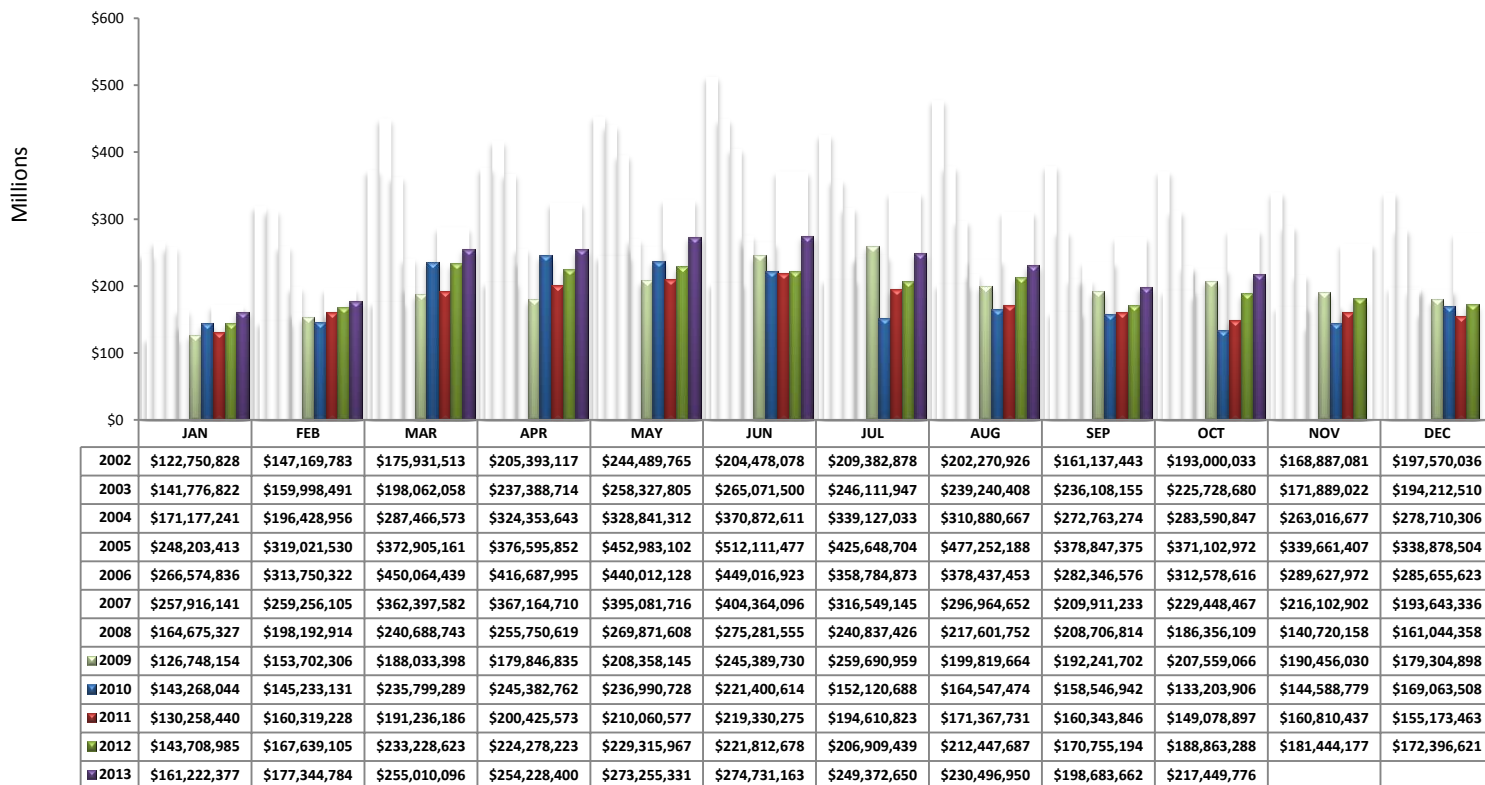
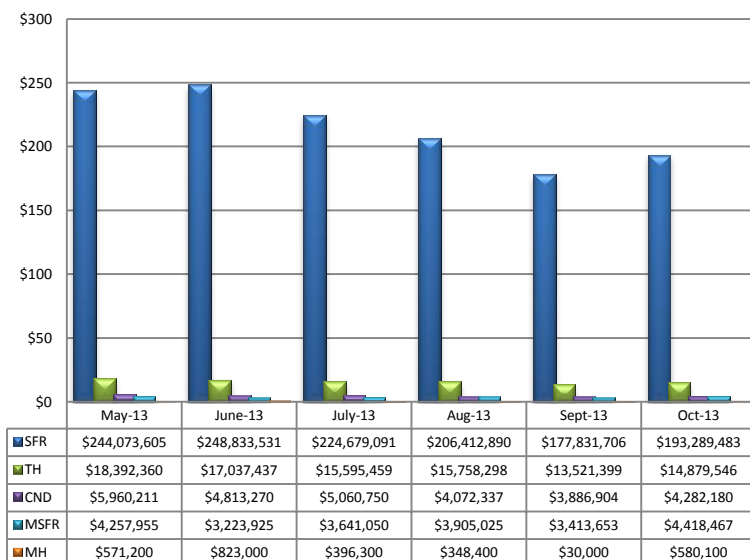
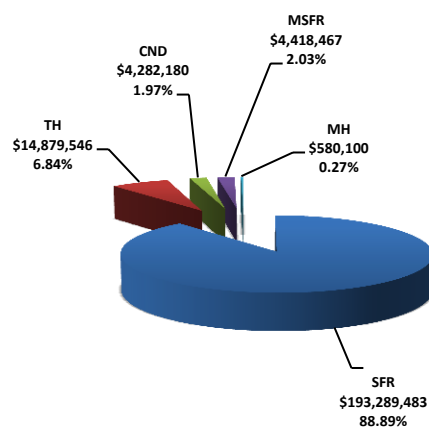
85654- 1 active listing, 85717- 1 active listing

<u>Types of Financing</u>	<u>Totals</u>
FHA	197
VA	109
Other	26
Cash	363
Convention	429
Cash/Loan	0
Carryback	6

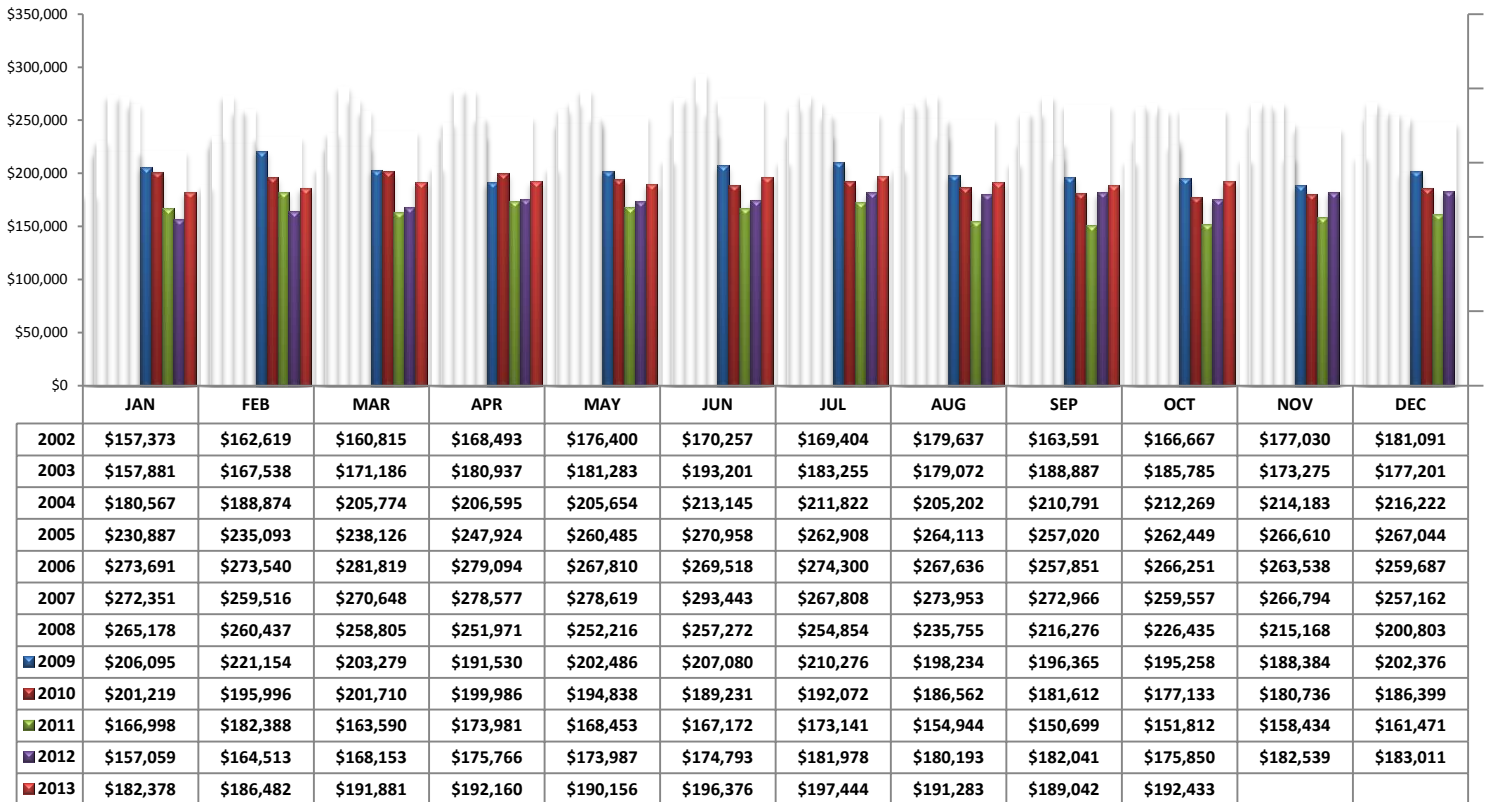
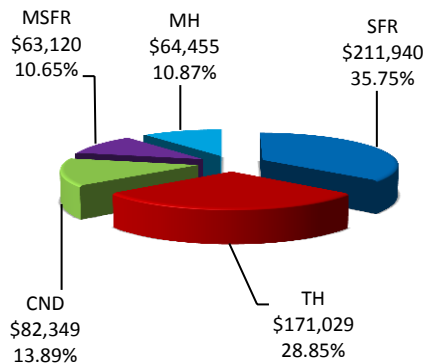
3

Total Unit Sales – October 2013**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

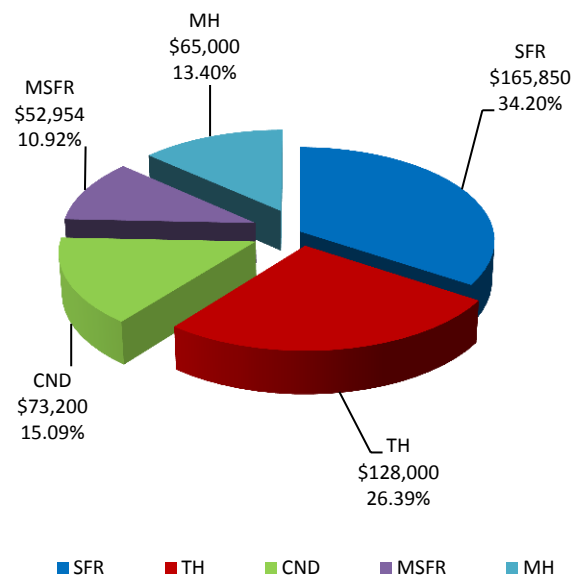
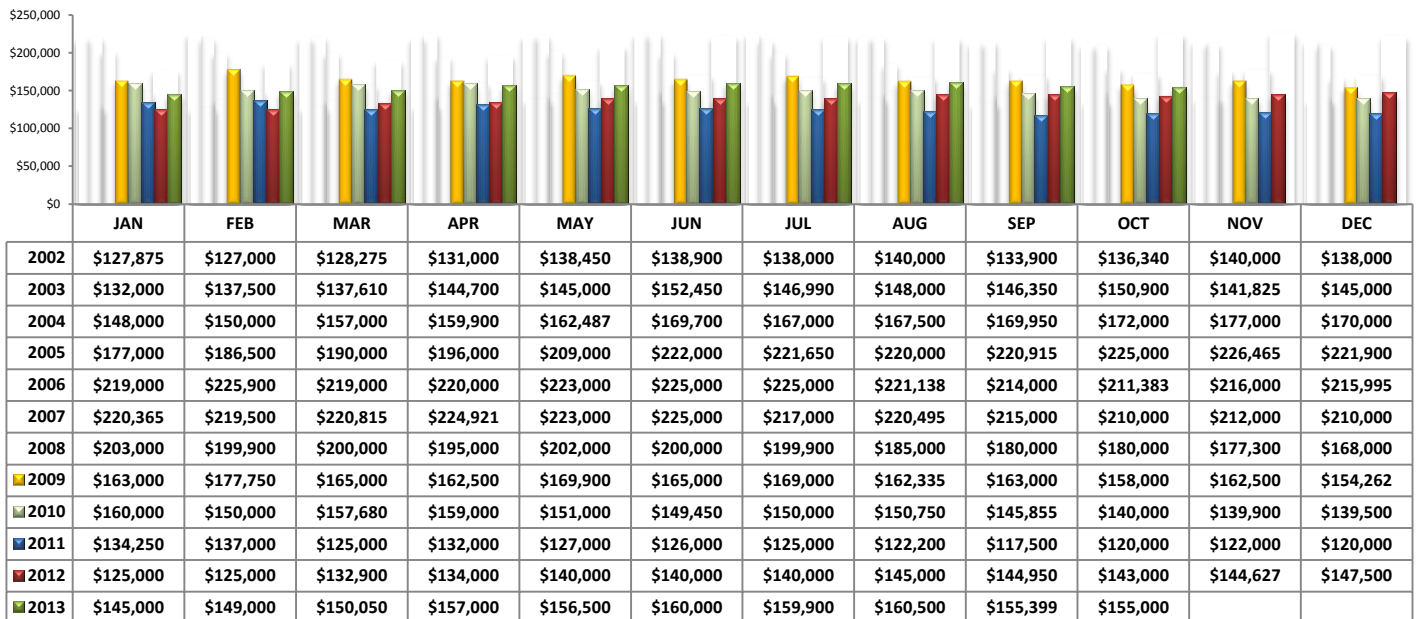
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

Total Sales Volume – October 2013**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

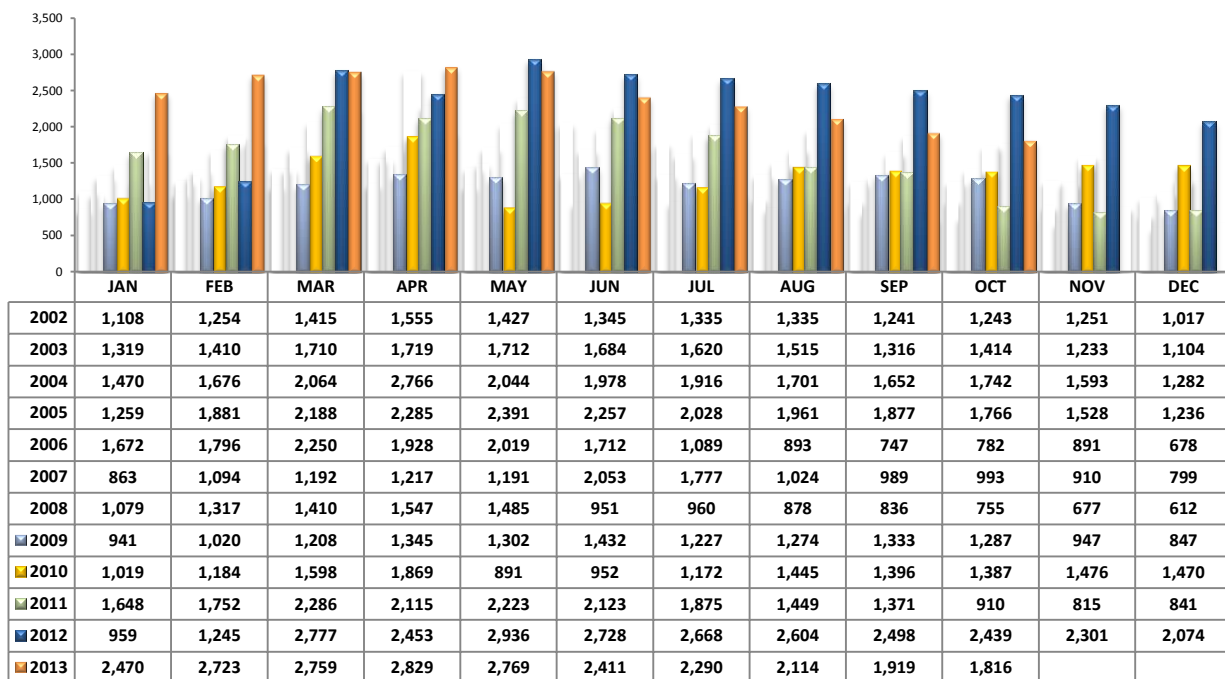
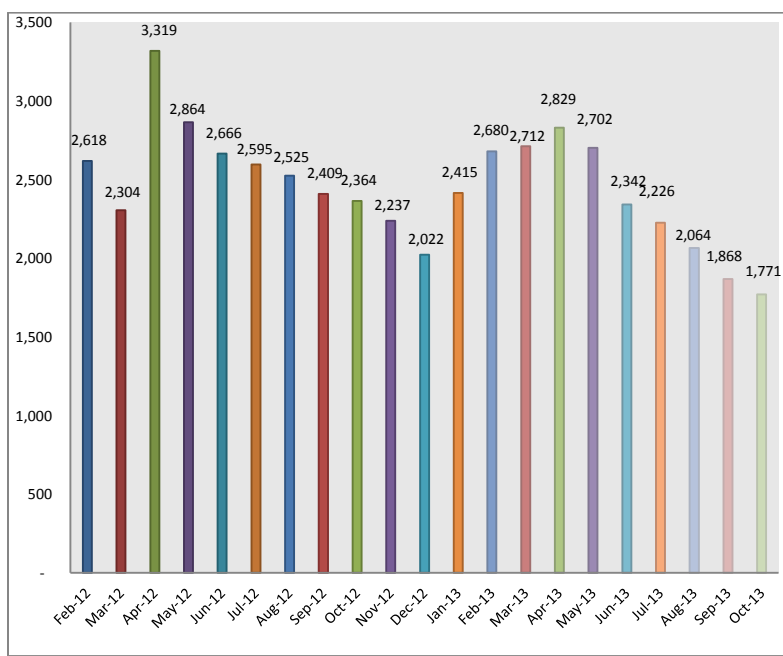
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

Average Sales Price – October 2013**Average Sales Price by Type – October 2013****Average "Listing" Price per Area – October 2013**

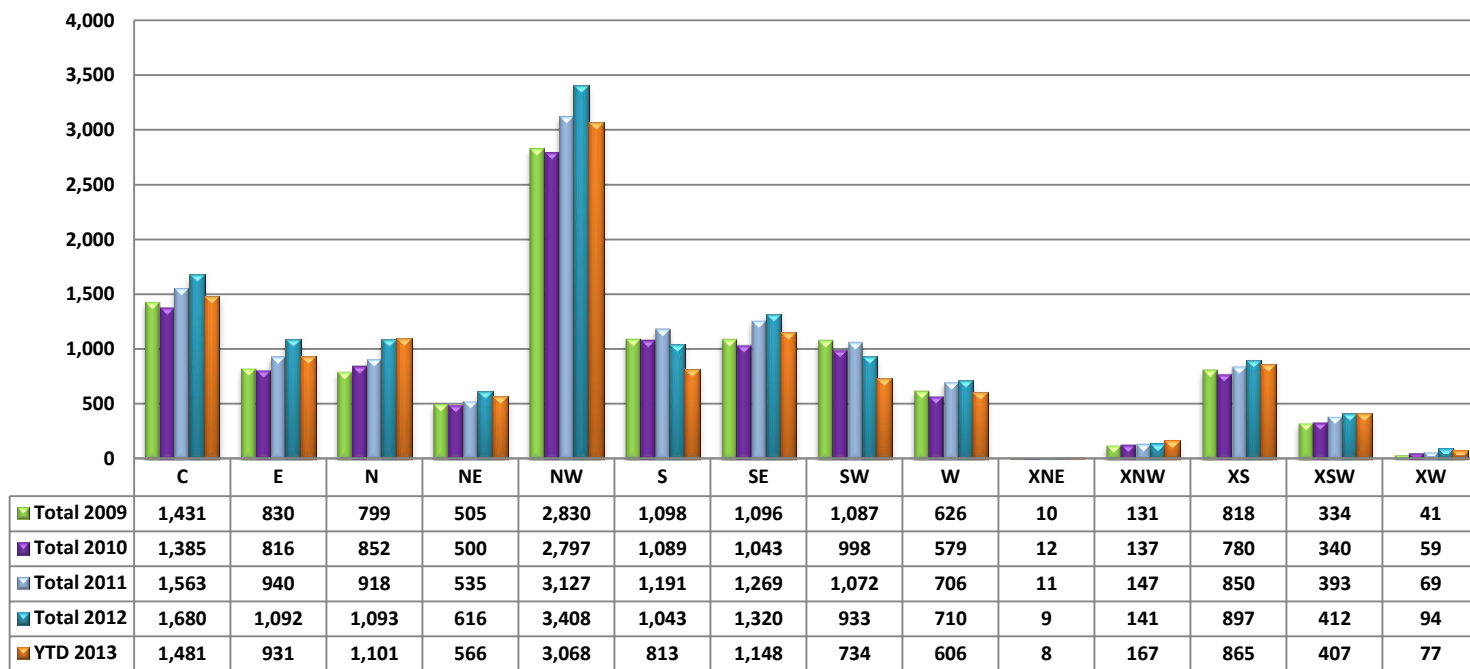
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

Median Sale Price – by Type**Median Sale Price – October 2013**

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.

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

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.

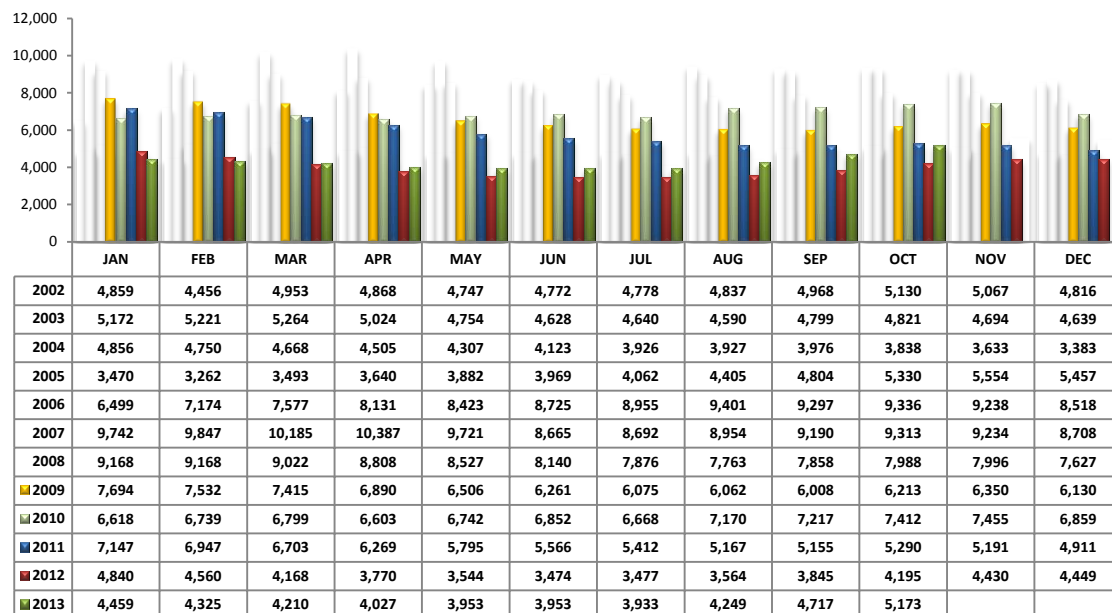
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$106,199	\$149,128	\$164,049	\$172,500	\$137,465
E	\$75,727	\$146,928	\$197,350	\$166,250	\$151,592
N	\$212,997	\$396,270	\$526,666	\$728,321	\$417,736
NE	\$85,700	\$238,858	\$329,522	\$369,949	\$236,507
NW	\$225,572	\$205,905	\$266,165	\$317,840	\$229,142
S	\$85,388	\$88,351	\$129,092	\$100,000	\$97,508
SE	\$120,522	\$177,006	\$195,212	\$329,250	\$183,391
SW	\$71,752	\$111,368	\$130,876	\$147,000	\$107,174
W	\$69,146	\$155,404	\$223,746	\$736,250	\$171,146
XNE	\$0	\$439,000	\$0	\$0	\$439,000
XNW	\$57,400	\$77,566	\$83,359	\$0	\$79,564
XS	\$113,632	\$165,605	\$199,899	\$270,790	\$173,985
XSW	\$127,500	\$90,496	\$102,412	\$0	\$109,483
XW	\$48,453	\$62,577	\$0	\$0	\$59,752

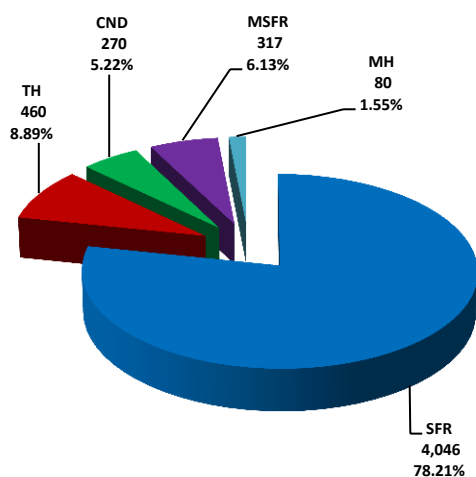
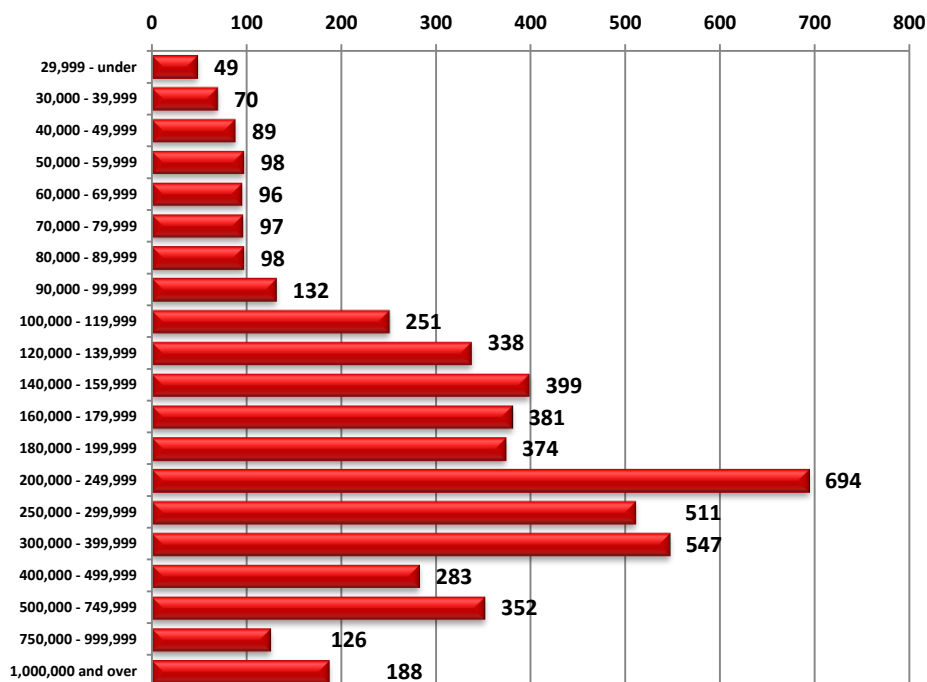
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	46	74	19	2	141
E	11	53	23	2	89
N	21	38	27	7	93
NE	15	23	18	4	60
NW	67	148	73	11	299
S	9	47	17	1	74
SE	9	62	32	4	107
SW	17	38	17	1	73
W	13	31	13	2	59
XNE	0	1	0	0	1
XNW	1	6	9	0	16
XS	17	18	23	6	64
XSW	20	16	8	0	44
XW	2	8	0	0	10

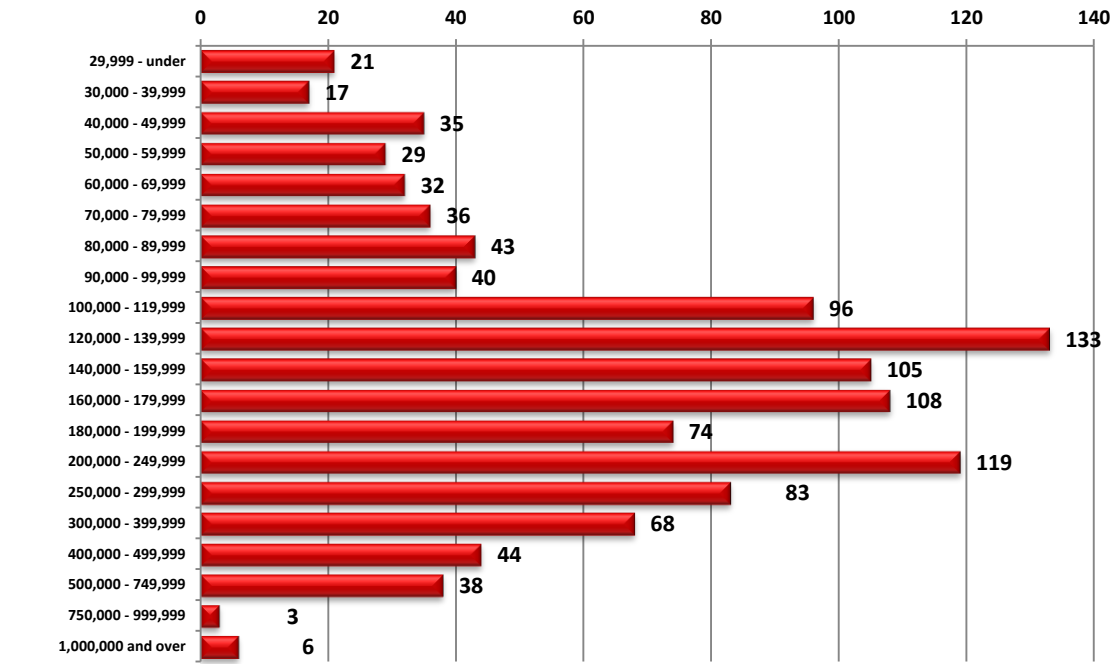
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

Active Listings

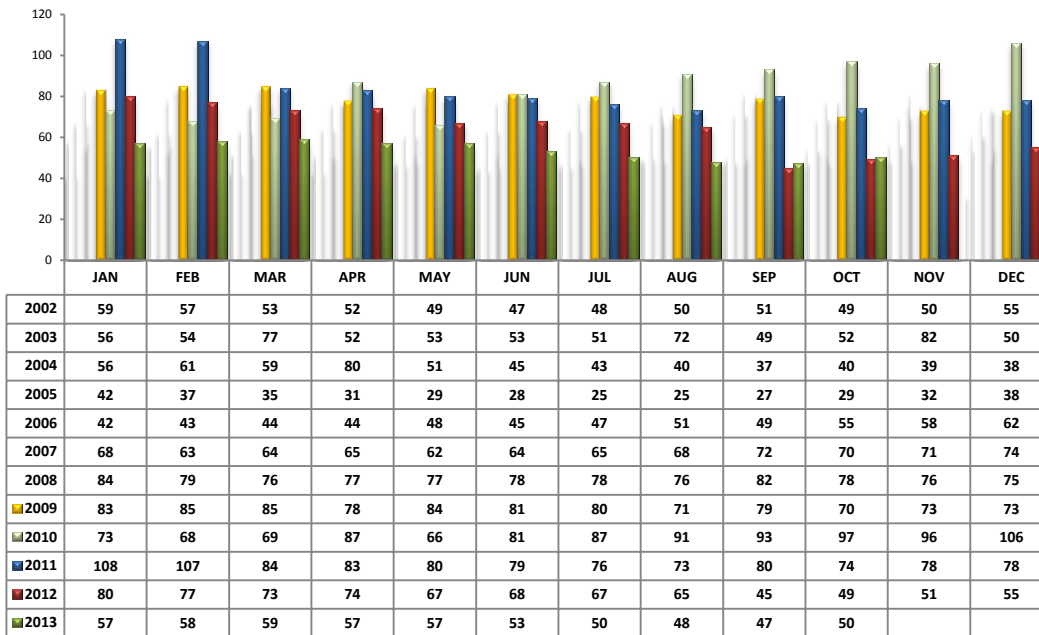
Area	# of Listings
C	650
E	287
N	580
NE	271
NW	1465
S	147
SE	321
SW	296
W	261
XNE	29
XNW	83
XS	425
XSW	316
XW	42

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

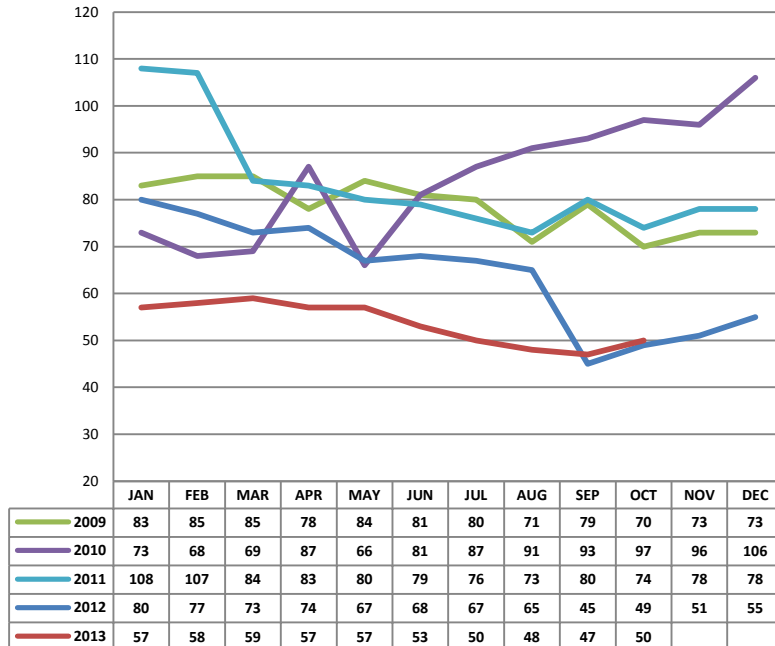
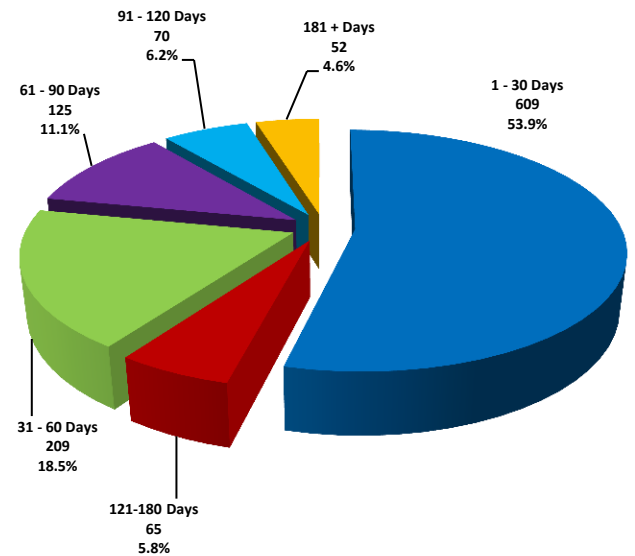
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

Sold Price Breakdown

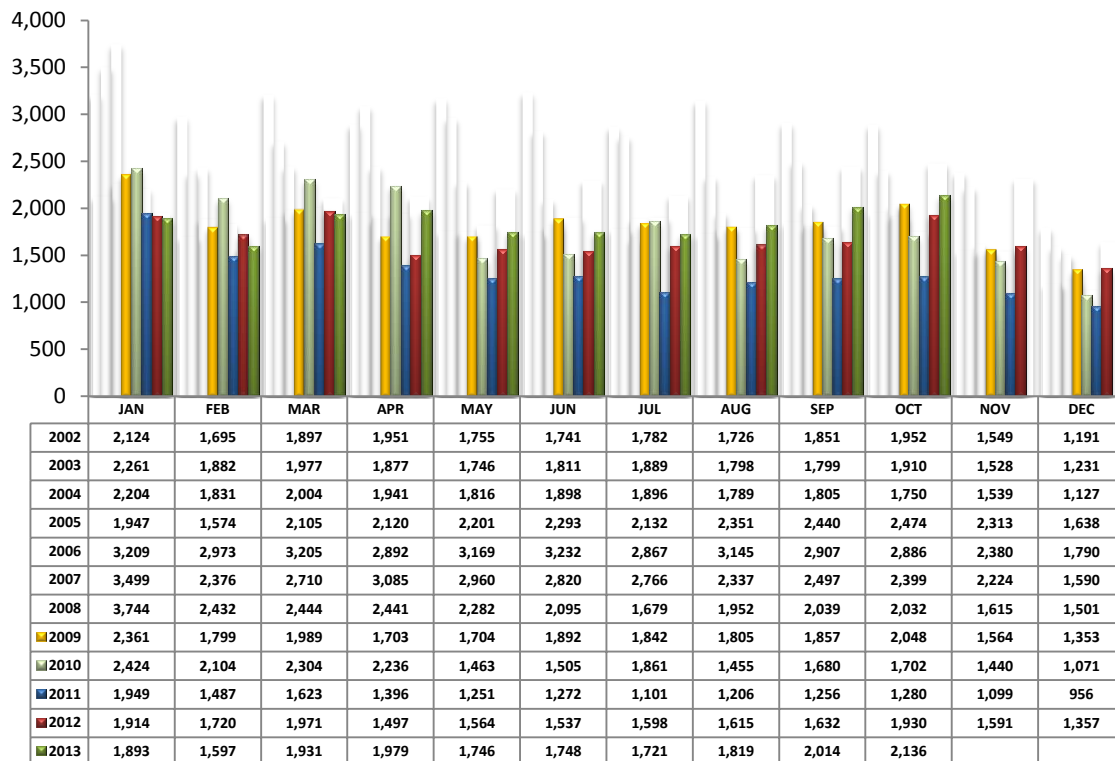
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

Average Days on Market/Listing – October 2013

Area	Avg. DOM
N	53
NE	50
NW	49
XNE	97
XNW	73
C	41
E	43
S	29
SE	38
SW	37
XSW	127
XS	56
W	31
XW	77

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 – October 2013

Area	# of Listings
C	281
E	140
N	229
NE	107
NW	529
S	105
SE	178
SW	128
W	130
XNE	5
XNW	35
XS	155
XSW	99
XW	15

*Includes properties that were re-listed

**Beginning October 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 2013	150	372	73
Feb 2013	116	258	60
March 2013	149	281	51
April 2013	183	322	44
May 2013	168	319	61
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

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.