

**For Immediate  
Release:**  
**October 9, 2014**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics September**

Below are some highlights from the September Residential Sales Statistics:

- New Listings increased 5.19% from August to September.
- Total Unit Sales dropped from 1,158 in August to 1,038 in September resulting in a 10.36% decrease.
- The Median Sales Price for September was \$165,000, a 1.23% increase since last month, and a 6.18% increase over September 2013.
- Total Sales Volume decreased this month going from \$237,488,113 in August to \$209,188,665 in September, a 11.92% decrease.
- The Average Sales Price decreased 1.73% from last month.
- Average List Price for September was \$207,472, a 1.68% decrease from last month's \$211,024.
- Total Under Contract increased 1.69% from August.
- Total Active Listings of 5,437 is an increase of 5.47% since August's number of 5,155, and is an increase of 15.26% since September 2013.
- Average Days on Market decreased to 59 this month from 65 in August.
- Conventional loan sales of 39.7 exceeded Cash Sales of 26.7% this month.

Kim Clifton  
2014 TARMLS President



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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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## September 2014 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
September	\$209,188,665	\$198,683,662	5.29%
August	\$237,488,113	\$230,496,950	3.03%
Month % Change	-11.92%	-13.80%	

### Average Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
September	\$201,530	\$189,042	6.61%
August	\$205,084	\$191,283	7.21%
Month % Change	-1.73%	-1.17%	

### Average List Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
September	\$207,472	\$194,842	6.48%
August	\$211,024	\$195,969	7.68%
Month % Change	-1.68%	-0.58%	

### Total Under Contract

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
September	1,683	1,868	-9.90%
August	1,655	2,064	-19.82%
Month % Change	1.69%	-9.50%	

### Total Unit Sales

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
September	1,038	1,051	-1.24%
August	1,158	1,205	-3.90%
Month % Change	-10.36%	-12.78%	

### Median Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
September	\$165,000	\$155,399	6.18%
August	\$163,000	\$160,500	1.56%
Month % Change	1.23%	-3.18%	

### New Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
September	2,129	2,014	5.71%
August	2,024	1,819	11.27%
Month % Change	5.19%	10.72%	

### Active Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
September	5,437	4,717	15.26%
August	5,155	4,249	21.32%
Month % Change	5.47%	11.01%	

## September 2014 - 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>
85143	0	0	0.00%	85645	0	0	0.00%	85714	13	5	38.46%	85742	188	47	25.00%
85145	14	3	21.43%	85648	0	0	0.00%	85715	119	22	18.49%	85743	227	47	20.70%
85321	0	0	0.00%	85653	106	17	16.04%	85716	174	19	10.92%	85745	188	25	13.30%
85601	0	0	0.00%	85654	0	0	0.00%	85717	0	0	0.00%	85746	90	38	42.22%
85602	8	0	0.00%	85658	223	21	9.42%	85718	277	40	14.44%	85747	161	43	26.71%
85611	0	0	0.00%	85701	29	4	13.79%	85719	151	23	15.23%	85748	115	28	24.35%
85614	239	30	12.55%	85704	164	36	21.95%	85730	130	46	35.38%	85749	163	19	11.66%
85616	0	0	0.00%	85705	87	17	19.54%	85734	0	0	0.00%	85750	268	47	17.54%
85619	30	1	3.33%	85706	42	26	61.90%	85735	66	6	9.09%	85755	204	42	20.59%
85622	51	7	13.73%	85710	176	49	27.84%	85736	32	2	6.25%	85756	64	30	46.88%
85623	11	1	9.09%	85711	134	24	17.91%	85737	249	30	12.05%	85757	78	28	35.90%
85629	212	43	20.28%	85712	121	28	23.14%	85739	275	27	9.82%				
85641	264	45	17.05%	85713	193	29	15.03%	85741	101	43	42.57%				

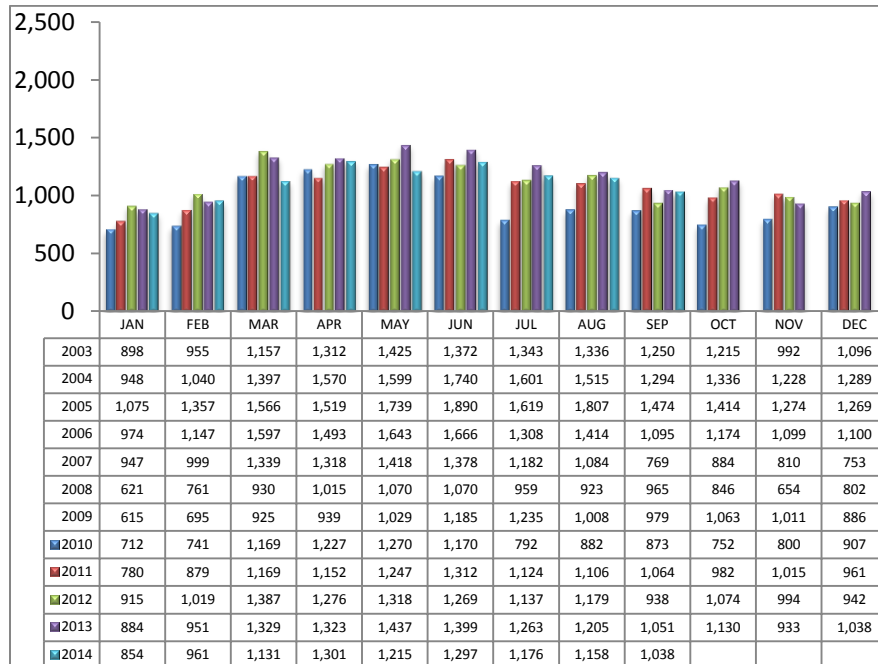
Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold	
Under \$29,999	34	7	1	1	43	4	C	699	1 -30 Days	468
\$30,000 to \$39,999	41	13	3	5	62	12	E	295	31-60 Days	195
\$40,000 to \$49,999	76	13	2	6	97	19	N	597	61 - 90 Days	127
\$50,000 to \$59,999	88	21	8	6	123	21	NE	291	91-120 Days	89
\$60,000 to \$69,999	76	29	8	6	119	27	NW	1563	121 - 180 Days	102
\$70,000 to \$79,999	94	33	12	10	149	30	S	162	Over 180 Days	56
\$80,000 to \$89,999	91	34	12	5	142	31	SE	435	Avg. Days on Market	
\$90,000 to \$99,999	132	50	17	14	213	28	SW	308	59	
\$100,000 to \$119,999	245	104	25	27	401	86	W	266	Avg. Sold Price	
\$120,000 to \$139,999	343	163	38	34	578	106	XNE	30	\$201,530	
\$140,000 to \$159,999	389	136	30	17	572	117	XNW	85	Median Sale Price	
\$160,000 to \$179,999	437	110	15	19	581	109	XS	440	\$165,000	
\$180,000 to \$199,999	424	75	11	19	529	88	XSW	227	New Listings	
\$200,000 to \$249,999	763	122	12	30	927	134	XW	39	2,129	
\$250,000 to \$299,999	597	93	9	35	734	76	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	635	81	6	30	752	83	C	101	\$15,905,872	
\$400,000 to \$499,999	297	40	2	11	350	25	E	76	\$12,363,799	
\$500,000 to \$749,999	356	32	4	10	402	29	N	98	\$38,201,004	
\$750,000 to \$999,999	155	12	1	2	170	9	NE	46	\$12,164,700	
\$1,000,000 and over	164	9	1	2	176	4	NW	283	\$66,349,428	
							S	73	\$7,645,646	
							SE	107	\$18,628,589	
							SW	80	\$9,488,566	
							W	48	\$7,495,950	
							XNE	1	\$277,000	
							XNW	12	\$1,489,000	
							XS	80	\$14,990,935	
Totals	5,437	1,177	217	289	7,120	1,038	XSW	27	\$3,466,176	
							XW	6	\$722,000	
							Total Volume		\$209,188,665	
Sept-14		Sept-13	% Change	YTD 2014	YTD 2013	% Change				
Home Sales Volume	\$209,188,665	\$198,683,662	5.29%	\$2,051,554,134	\$2,074,345,413	-1.10%				
Home Sales Units	1,038	1,051	-1.24%	10,131	10,842	-6.56%				
Average Sales Price (All Residential)	\$201,530	\$189,042	6.61%	\$203,495	\$191,181	6.44%				
Median Sales Price	\$165,000	\$155,399	6.18%	\$165,343	\$157,477	5.00%				
Average Days on Market:	59	47	25.53%	63	49	28.57%				
Average List Price for Sold:	\$207,472	\$194,842	6.48%	\$211,976	\$196,773	7.73%				
SP/LP %	97.14%	97.02%		96.00%	97.16%					
Total Under Contract	1,683	1,868	-9.90%							
Active Listings	5,437	4,717	15.26%							
New Listings	2,129	2,014	5.71%							

Types of Financing	Totals
FHA	168
VA	128
Other	45
Cash	277
Conventional	412
Cash/Loan	1
Carryback	7

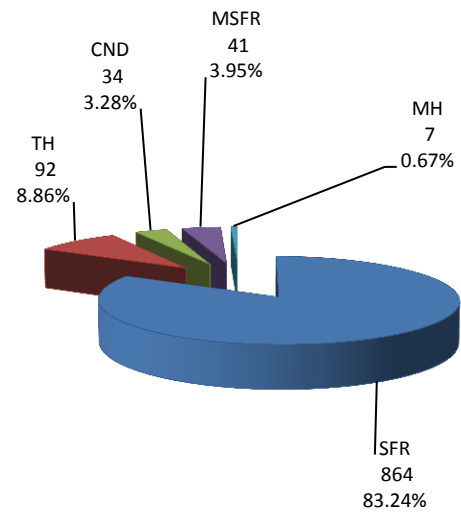
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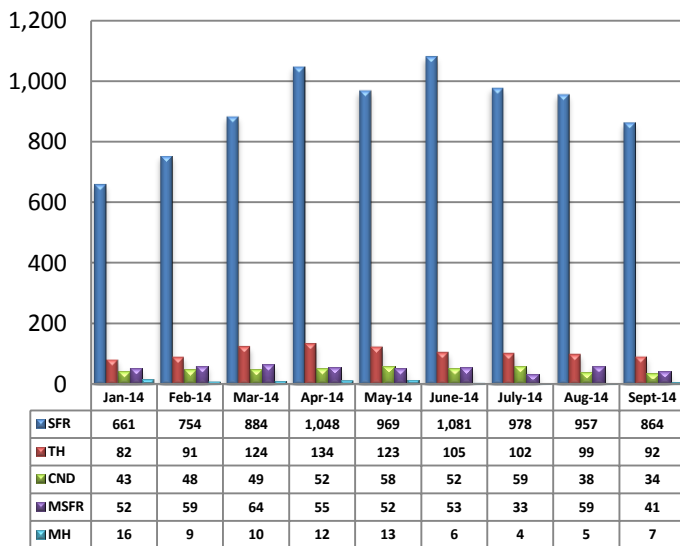
### Total Unit Sales – September 2014



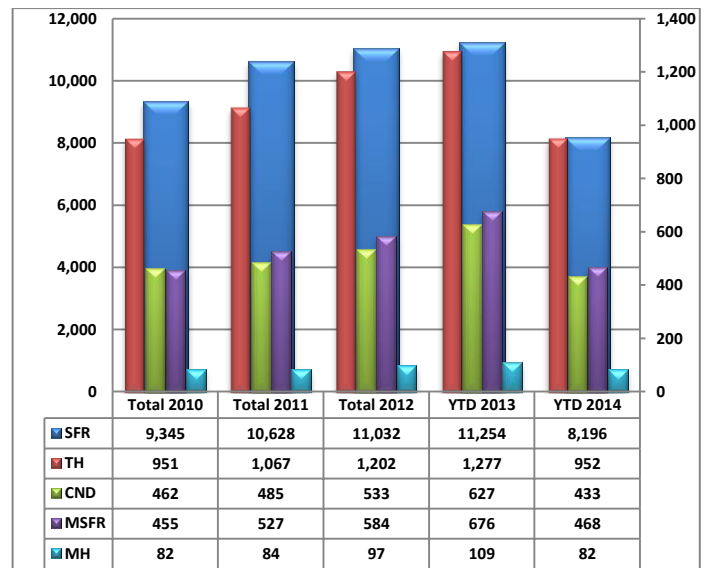
### Unit Sales – Breakdown by Type



### Total Unit Sales By Type - Monthly Comparison

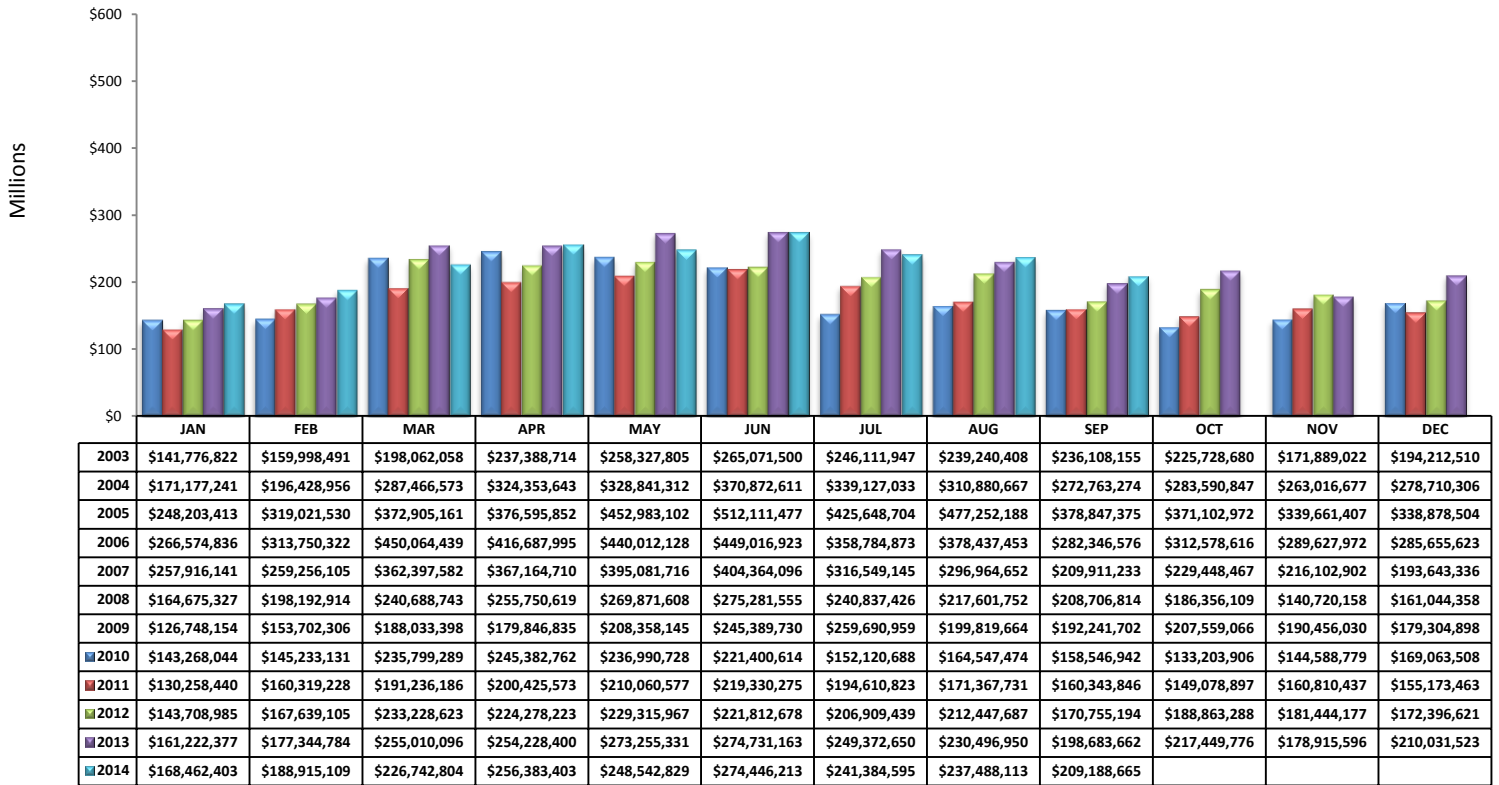


### YTD Annual Comparison – Breakdown by Type

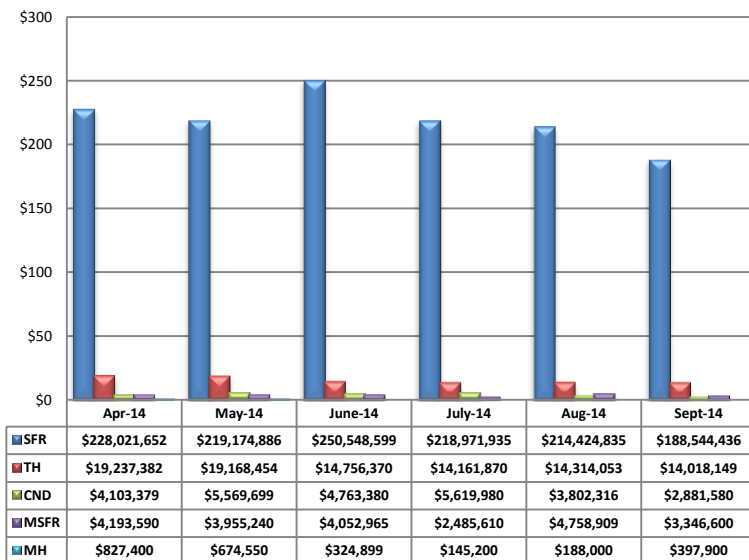


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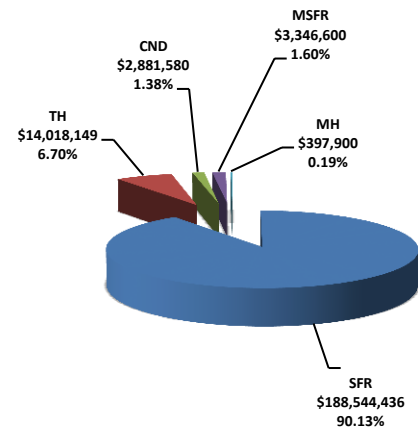
## Total Sales Volume - September 2014



## Total Sales Volume By Type - Monthly Comparison

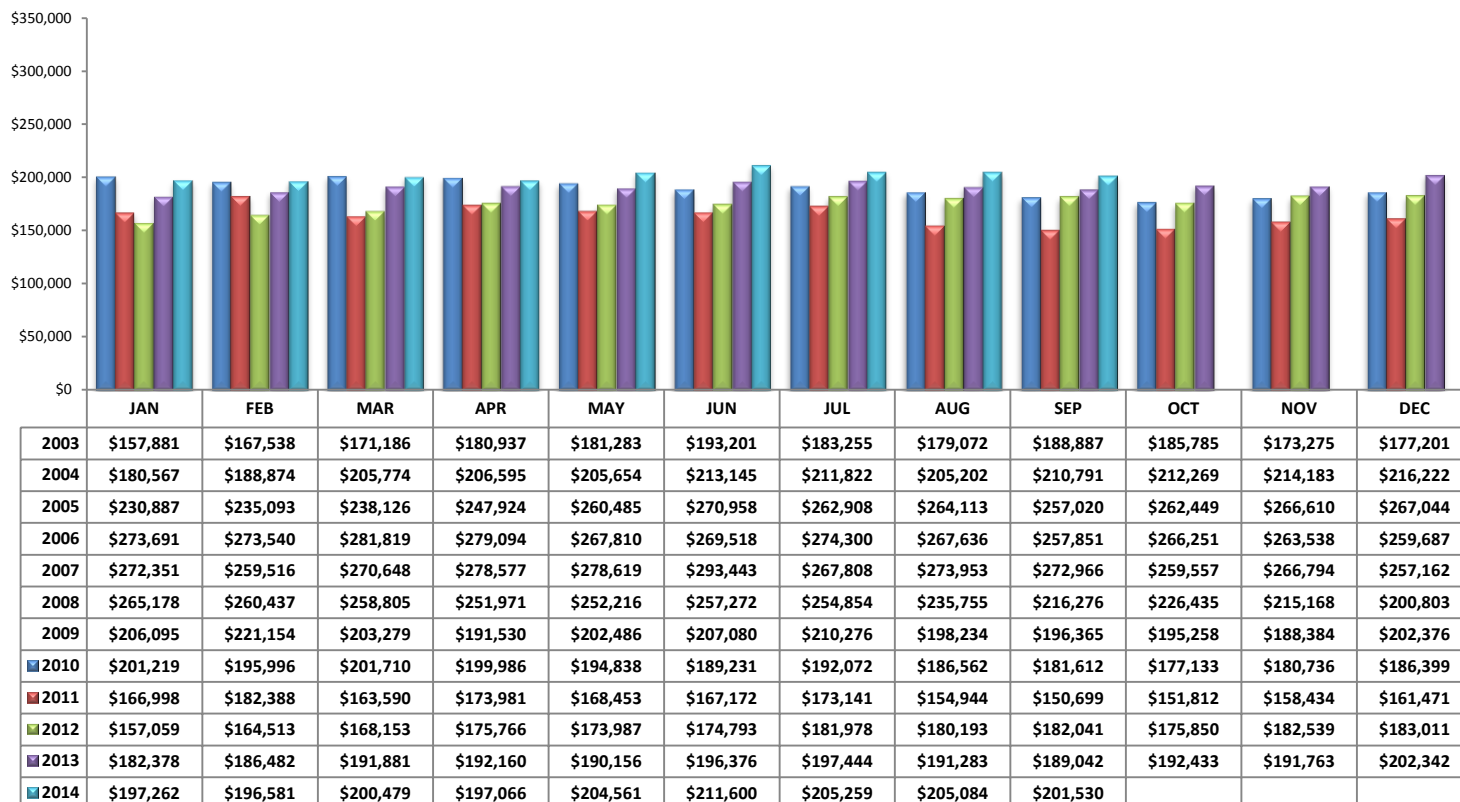


## Monthly Volume by Type

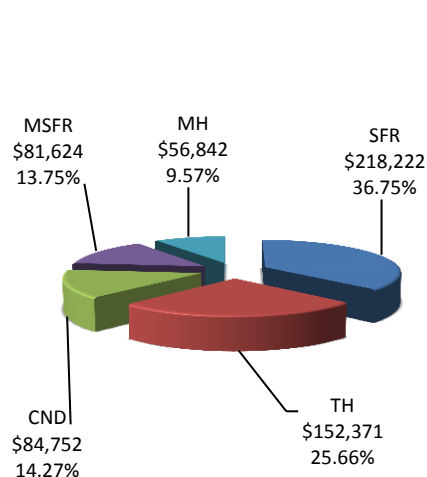


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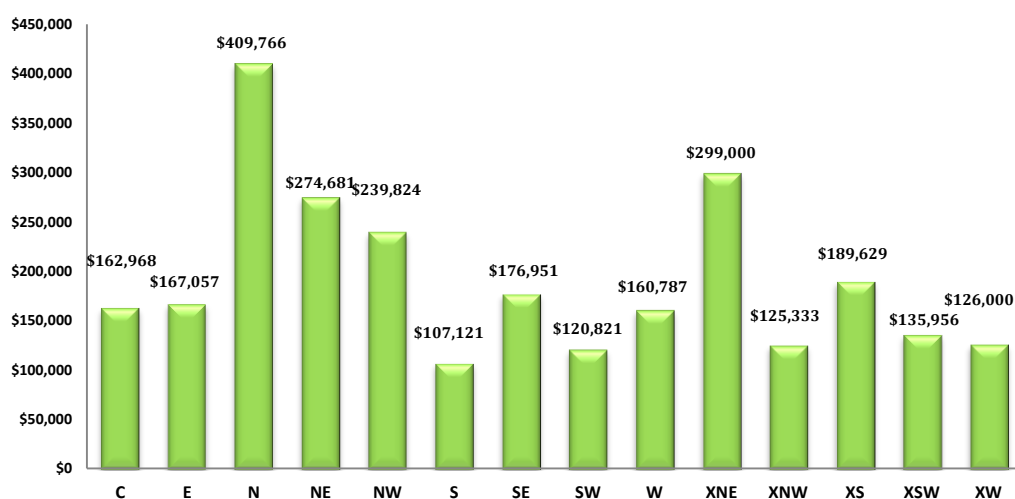
### Average Sales Price – September 2014



### Average Sales Price by Type – September 2014

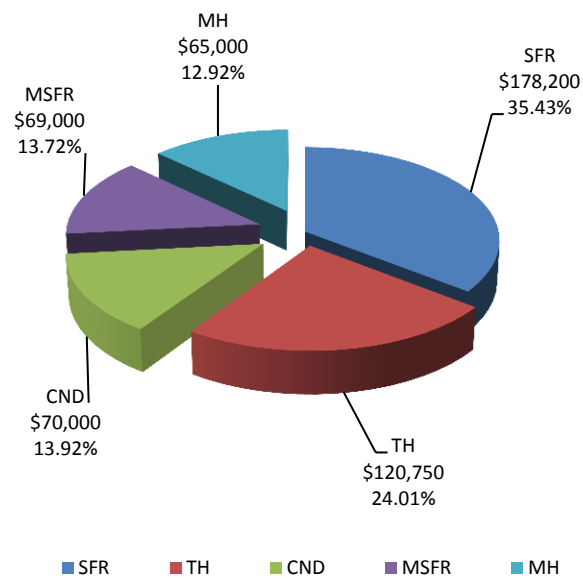


### Average "Listing" Price per Area – September 2014



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## Median Sale Price – by Type

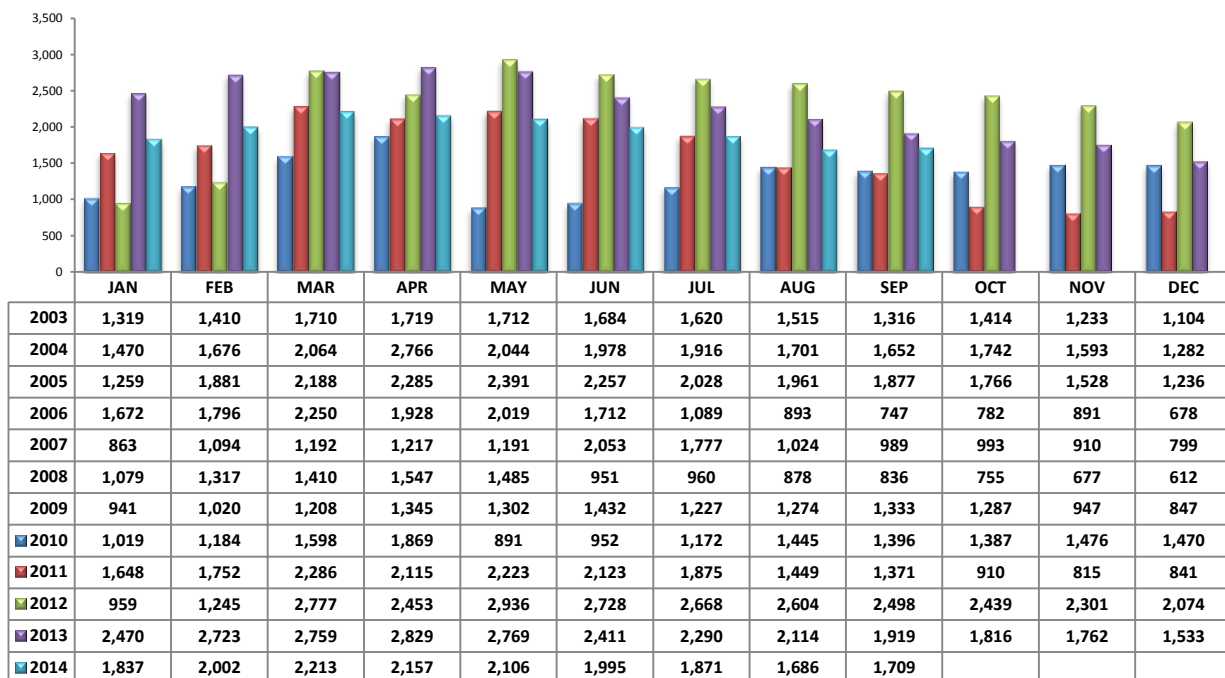


## Median Sale Price – September 2014

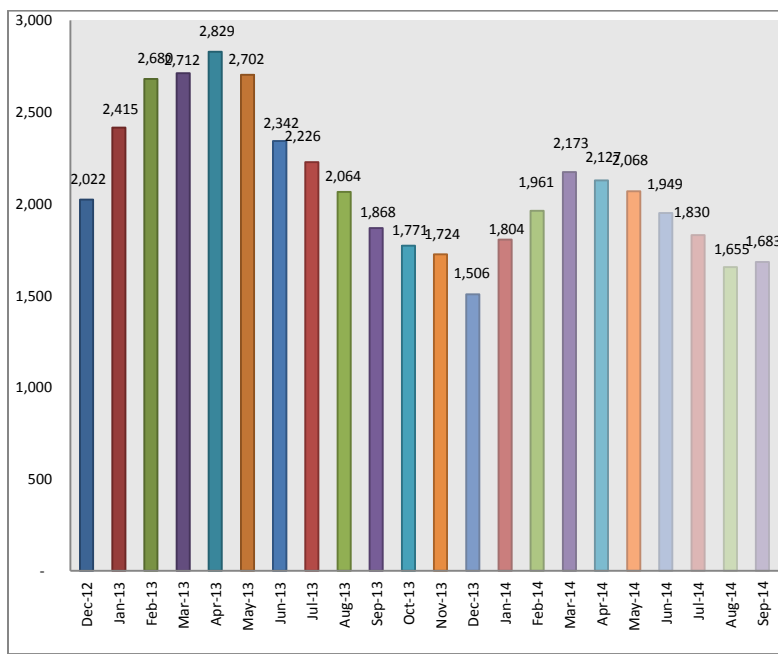
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2003	\$132,000	\$137,500	\$137,610	\$144,700	\$145,000	\$152,450	\$146,990	\$148,000	\$146,350	\$150,900	\$141,825	\$145,000
2004	\$148,000	\$150,000	\$157,000	\$159,900	\$162,487	\$169,700	\$167,000	\$167,500	\$169,950	\$172,000	\$177,000	\$170,000
2005	\$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	\$147,500
2013	\$145,000	\$149,000	\$150,050	\$157,000	\$156,500	\$160,000	\$159,900	\$160,500	\$155,399	\$155,000	\$159,500	\$157,900
2014	\$157,250	\$158,000	\$162,000	\$164,900	\$167,000	\$168,815	\$170,000	\$163,000	\$165,000			

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### Newly Under Contract During The Month



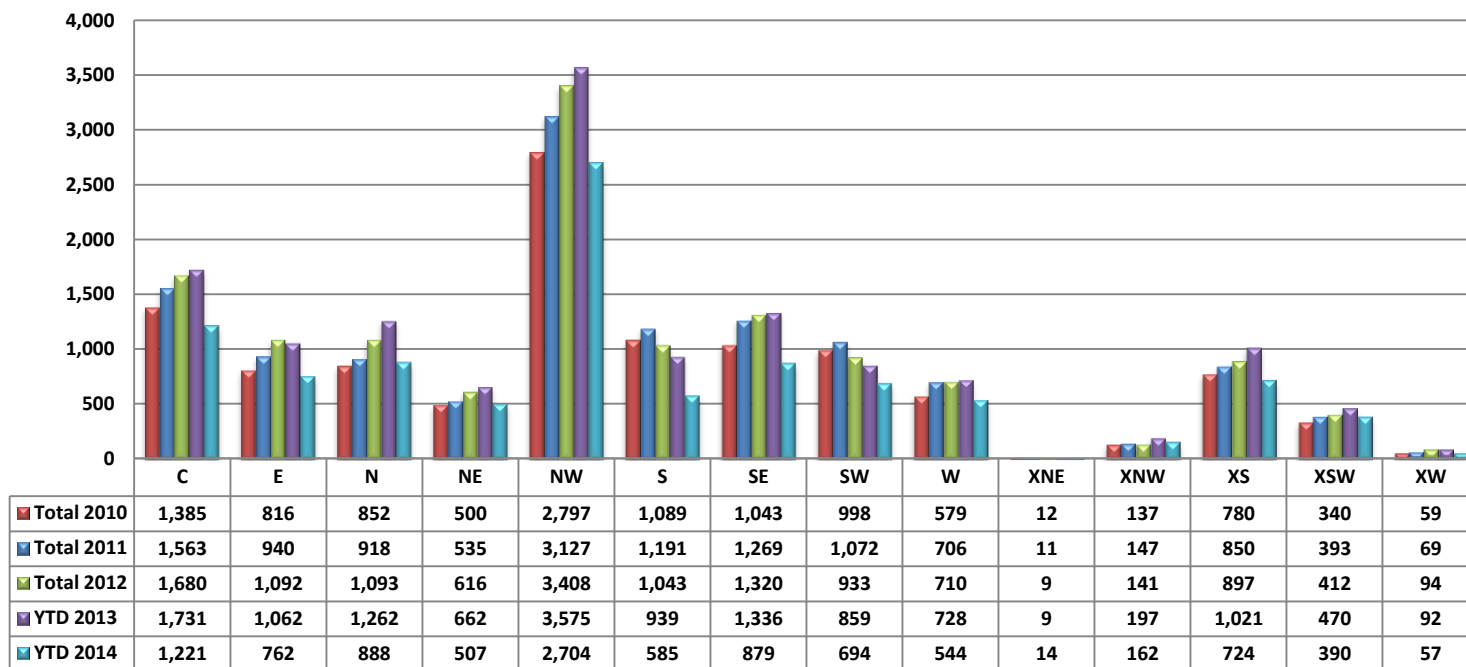
### Total Listings Still Under Contract At The End of The Month



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### Number of Sold Listings by Area - Annual Comparison



### Average \$ Sold per Area by # of Bedrooms

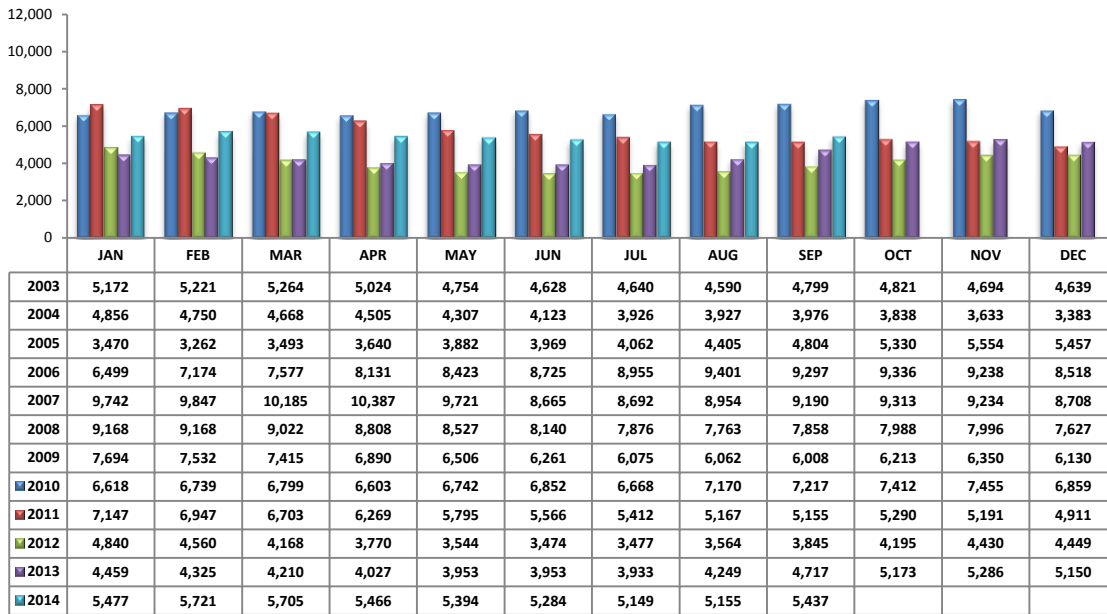
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$122,843	\$151,934	\$264,497	\$180,000	\$157,483
E	\$88,016	\$159,815	\$198,697	\$213,500	\$162,681
N	\$254,036	\$289,234	\$497,749	\$890,666	\$389,806
NE	\$131,687	\$236,709	\$282,592	\$728,000	\$264,450
NW	\$198,768	\$221,798	\$269,720	\$313,300	\$234,450
S	\$64,213	\$104,385	\$136,215	\$86,000	\$104,734
SE	\$210,906	\$156,915	\$179,114	\$286,100	\$174,098
SW	\$72,215	\$122,133	\$132,932	\$165,000	\$118,607
W	\$84,896	\$142,052	\$228,725	\$447,500	\$156,165
XNE	\$277,000	\$0	\$0	\$0	\$277,000
XNW	\$0	\$106,750	\$127,550	\$0	\$124,083
XS	\$176,271	\$178,632	\$198,547	\$258,250	\$187,386
XSW	\$111,765	\$194,316	\$96,166	\$0	\$128,376
XW	\$0	\$91,800	\$263,000	\$0	\$120,333

### Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	32	55	13	1	101
E	12	37	25	2	76
N	18	41	33	6	98
NE	8	21	14	3	46
NW	53	138	83	9	283
S	10	48	14	1	73
SE	4	54	44	5	107
SW	13	36	30	1	80
W	14	22	10	2	48
XNE	1	0	0	0	1
XNW	0	2	10	0	12
XS	7	43	28	2	80
XSW	18	6	3	0	27
XW	0	5	1	0	6

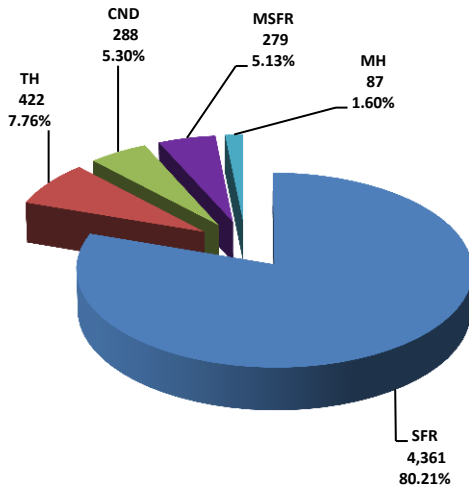
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### Active Listings

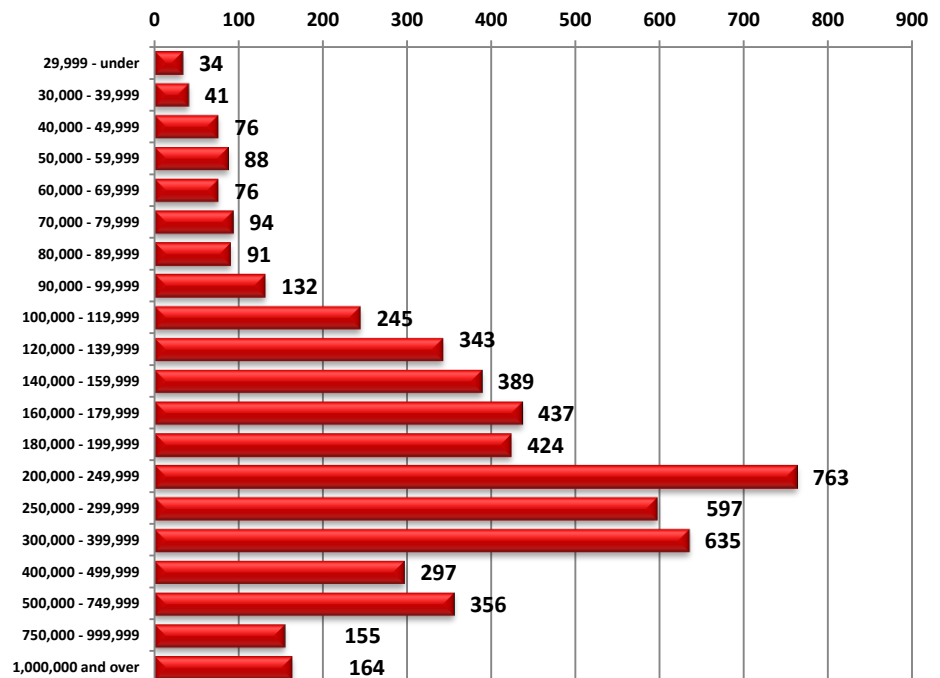


Area	# of Listings
C	699
E	295
N	597
NE	291
NW	1563
S	162
SE	435
SW	308
W	266
XNE	30
XNW	85
XS	440
XSW	227
XW	39

### Active Listings Unit Breakdown

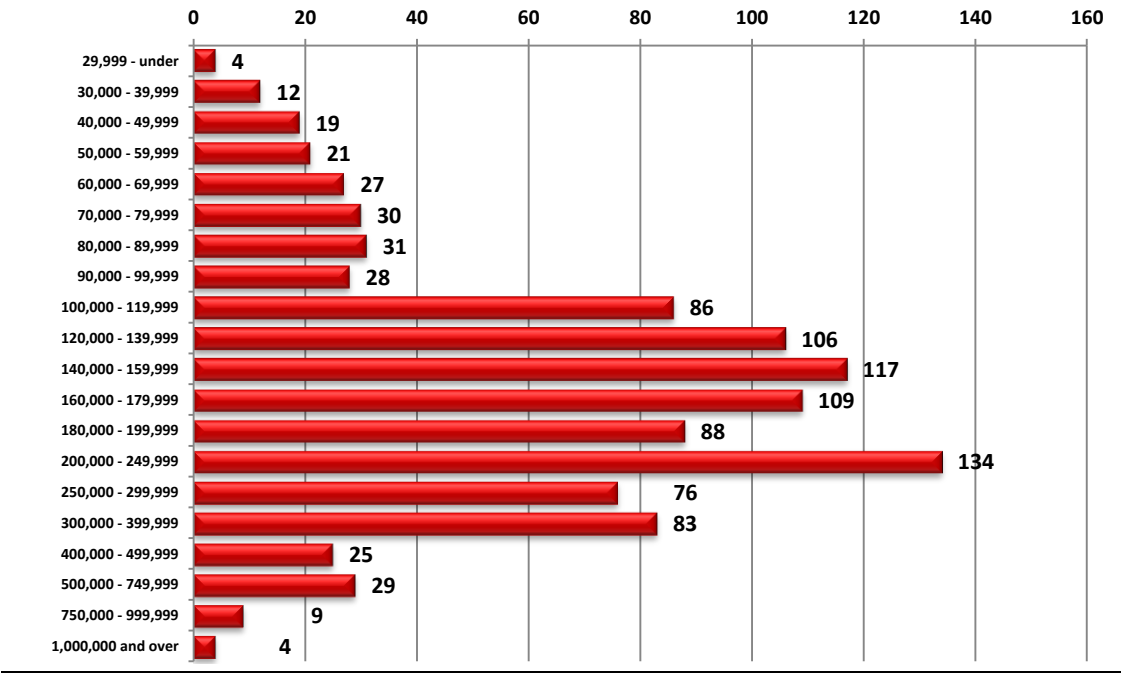


### Active Listings Price Breakdown



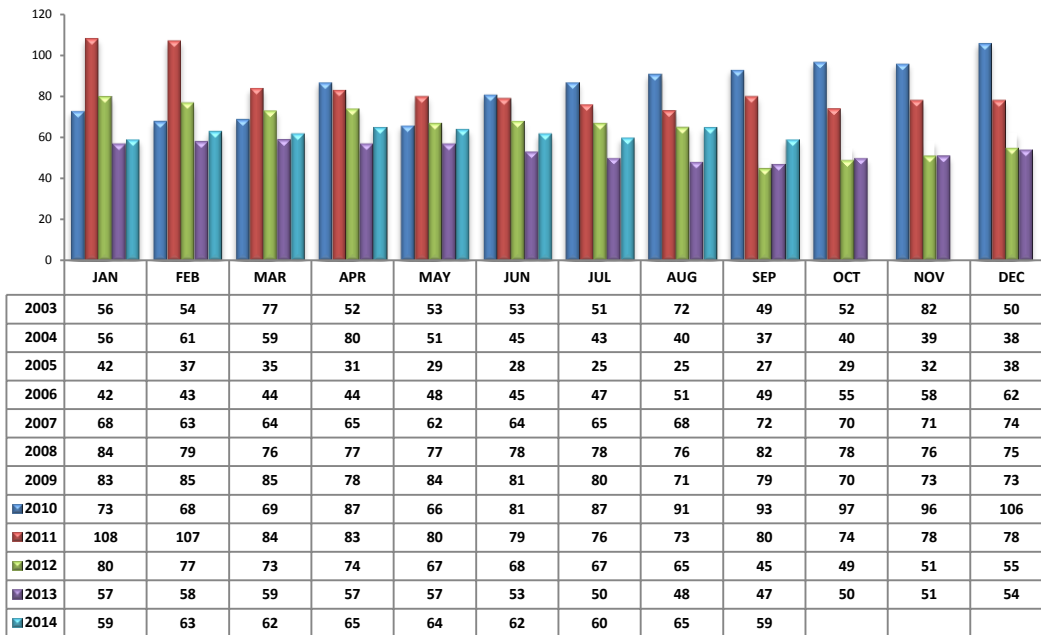
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**Sold Price Breakdown**



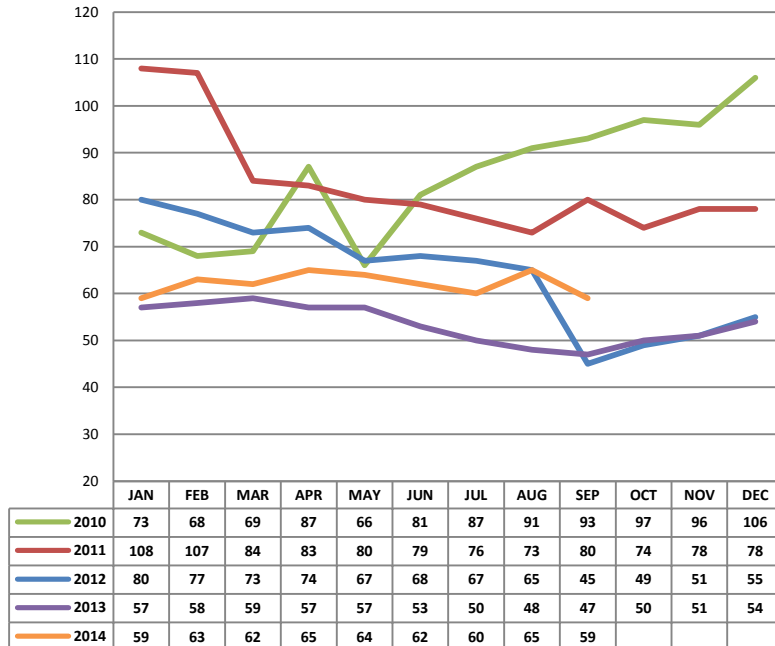
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### Average Days on Market/Listing - September 2014

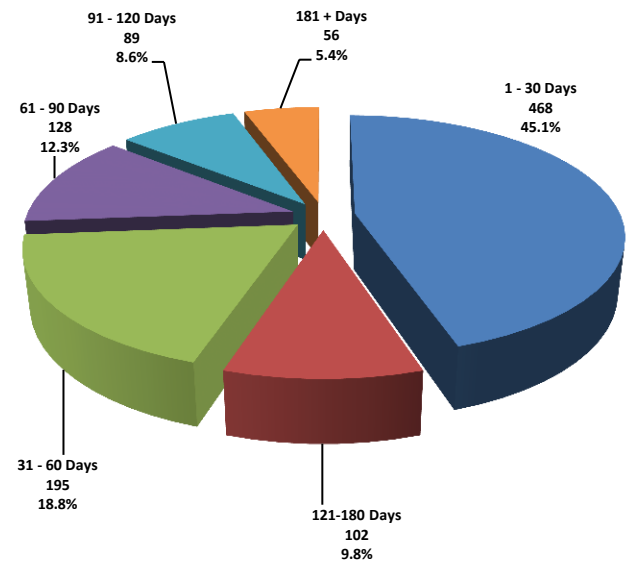


Area	Avg. DOM
C	51
E	44
N	77
NE	68
NW	70
S	33
SE	46
SW	53
W	39
XNE	229
XNW	54
XS	62
XSW	95
XW	67

### Annual Comparison - Average Days on Market

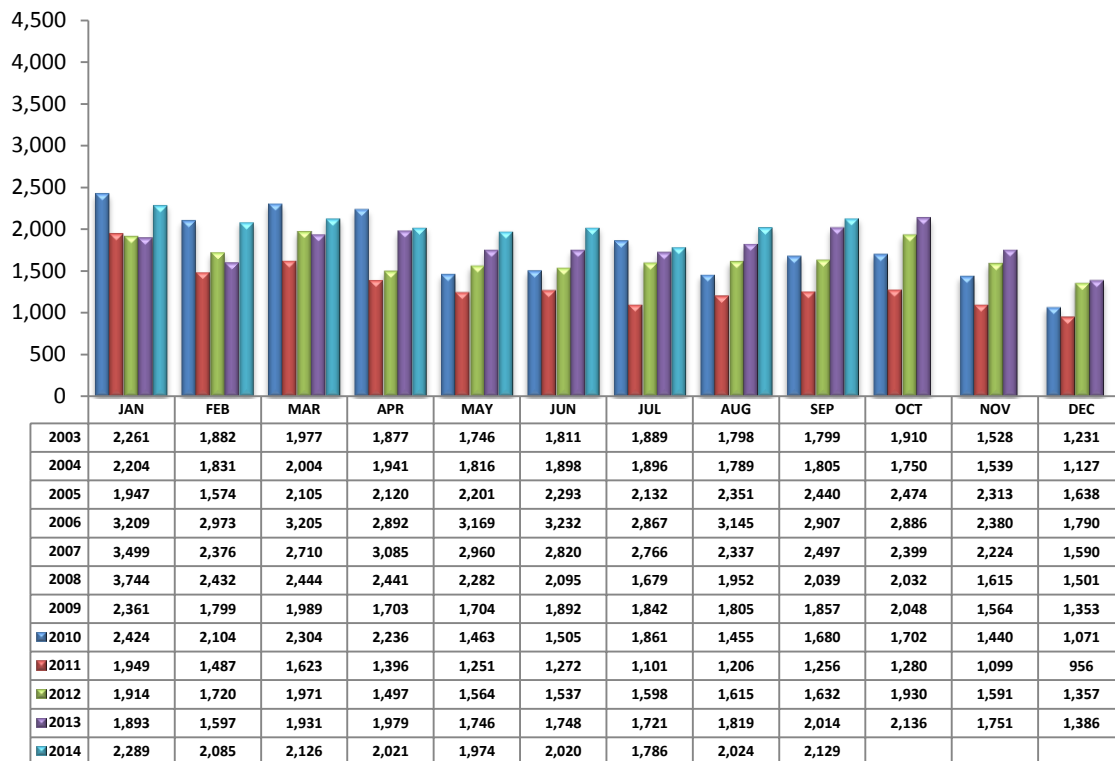


### Average Days on Market/Listing Breakdown



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 – September 2014



Area	# of Listings
C	264
E	141
N	217
NE	120
NW	608
S	98
SE	181
SW	106
W	122
XNE	1
XNW	29
XS	157
XSW	69
XW	16

\*Includes properties that were re-listed

\*\*Beginning September 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.
Dec 2013	348	293	69
Jan 2014	186	433	52
Feb 2014	166	366	53
Mar 2014	203	371	69
Apr 2014	274	421	57
May 2014	256	467	54
June 2014	238	422	62
July 2014	235	462	69
Aug 2014	213	464	59
Sept 2014	232	380	57

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