

**For Immediate
Release:**
October 6, 2012

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics September 2012

Below are some highlights from the September Residential Sales Statistics:

- The Median Sales Price changed slightly from \$145,000 in August to \$144,950 in September, and increased 23.36% from September 2011.
- Total Sales Volume decreased 19.62% from August, but is up 6.49% from last year at this time.
- Average Sales Price increased by 1.03% from \$180,193 in August to \$182,041 in September.
- Average List Price increased slightly to .81% and is up 18.95% from September 2011.
- Total Under Contract decreased 4.59% since August but increased 17.06% since last September.
- Total Unit Sales decreased by 20.44% from August.
- New Listings increased 1.05% over August and 29.94% over September 2011.
- Average Days on Market of 45 days was a decrease of 43.75% from August.
- Active Listings increased from 3,564 in August to 3,845 in September.
- Percentage of cash sales was 29.7% in September compared with 33% in August.

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 of Units Sold	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area		
Under \$29,999	26	21	4	7	58	24	N	455	1-30 Days	571
\$30,000 to \$39,999	79	14	16	19	128	18	NE	223	31-60 Days	155
\$40,000 to \$49,999	81	30	18	13	142	28	NW	1019	61-90 Days	80
\$50,000 to \$59,999	98	46	23	14	181	25	XNE	23	91-120 Days	46
\$60,000 to \$69,999	98	57	32	19	206	30	XNW	81	121-180 Days	51
\$70,000 to \$79,999	110	78	32	16	236	44	C	425	Over 180 Days	35
\$80,000 to \$89,999	104	104	33	23	264	57	E	241	Avg. Days on Market	
\$90,000 to \$99,999	92	86	38	29	245	40	S	116	45	
\$100,000 to \$119,999	248	158	68	39	513	85	SE	257	Avg. Sold Price	
\$120,000 to \$139,999	235	187	63	42	527	92	SW	209	\$182,041	
\$140,000 to \$159,999	238	128	56	24	446	97	XSW	249	Median Sale Price	
\$160,000 to \$179,999	241	99	40	21	401	76	XS	300	\$144,950	
\$180,000 to \$199,999	239	99	25	24	387	57	W	195	New Listings	
\$200,000 to \$249,999	416	132	32	37	617	90	XW	52	1,632	
\$250,000 to \$299,999	346	78	15	25	464	50	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	466	84	11	29	590	72	N	73	\$27,655,925	
\$400,000 to \$499,999	216	46	5	9	276	25	NE	36	\$7,112,098	
\$500,000 to \$749,999	261	24	2	6	293	13	NW	243	\$56,744,120	
\$750,000 to \$999,999	105	8	0	8	121	6	XNE	1	\$385,000	
\$1,000,000 and over	146	7	1	5	159	9	XNW	13	\$1,258,133	
							C	97	\$14,091,247	
							E	76	\$10,450,774	
							S	82	\$6,939,876	
							SE	112	\$18,809,313	
							SW	73	\$7,692,263	
							XSW	21	\$2,311,953	
							XS	60	\$9,726,906	
							W	45	\$7,064,586	
							XW	6	\$513,000	
Totals	3,845	1,486	514	409	6,254	938				
								Total Volume	\$170,755,194	
	Sept-12	Sept-11	% Change	YTD 2012	YTD 2011	% Change				
Home Sales Volume	\$170,755,194	\$160,343,846	6.49%	\$1,810,095,901	\$1,637,952,679	10.51%				
Home Sales Units	938	1,064	-11.84%	10,438	9,833	6.15%				
Average Sales Price (All Residential)	\$182,041	\$150,699	20.80%	\$180,494	\$156,802	15.11%				
Median Sales Price	\$144,950	\$117,500	23.36%	\$143,459	\$120,868	18.69%				
Average Days on Market:	45	80	-43.75%	56	78	-28.21%				
Average List Price for Sold:	\$187,811	\$157,886	18.95%	\$186,520	\$164,500	13.39%				
SP/LP %	96.93%	95.45%		96.77%	95.32%					
Total Under Contract	2,409	2,058	17.06%							
Active Listings	3,845	5,155	-25.41%							
New Listings	1,632	1,256	29.94%							

Types of Financing	Totals
FHA	187
VA	81
Other	27
Cash	279
Convention	357
Cash/Loan	1
Carryback	6

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September 2012 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
September	\$170,755,194	\$160,343,846	6.49%
August	\$212,447,687	\$171,367,731	23.97%
Month % Change	-19.62%	-6.43%	

Total Unit Sales

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
September	938	1064	-11.84%
August	1179	1106	6.60%
Month % Change	-20.44%	-3.80%	

Average Sales Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
September	\$182,041	\$150,699	20.80%
August	\$180,193	\$154,944	16.30%
Month % Change	1.03%	-2.74%	

Median Sales Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
September	\$144,950	\$117,500	23.36%
August	\$145,000	\$122,200	18.66%
Month % Change	-0.03%	-3.85%	

Average List Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
September	\$187,811	\$157,886	18.95%
August	\$186,303	\$162,537	14.62%
Month % Change	0.81%	-2.86%	

New Listings

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
September	1,632	1,256	29.94%
August	1,615	1,206	33.91%
Month % Change	1.05%	4.15%	

Total Under Contract

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
September	2,409	2,058	17.06%
August	2,525	2,121	19.05%
Month % Change	-4.59%	-2.97%	

Active Listings

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
September	3,845	5,155	-25.41%
August	3,564	5,167	-31.02%
Month % Change	7.88%	-0.23%	

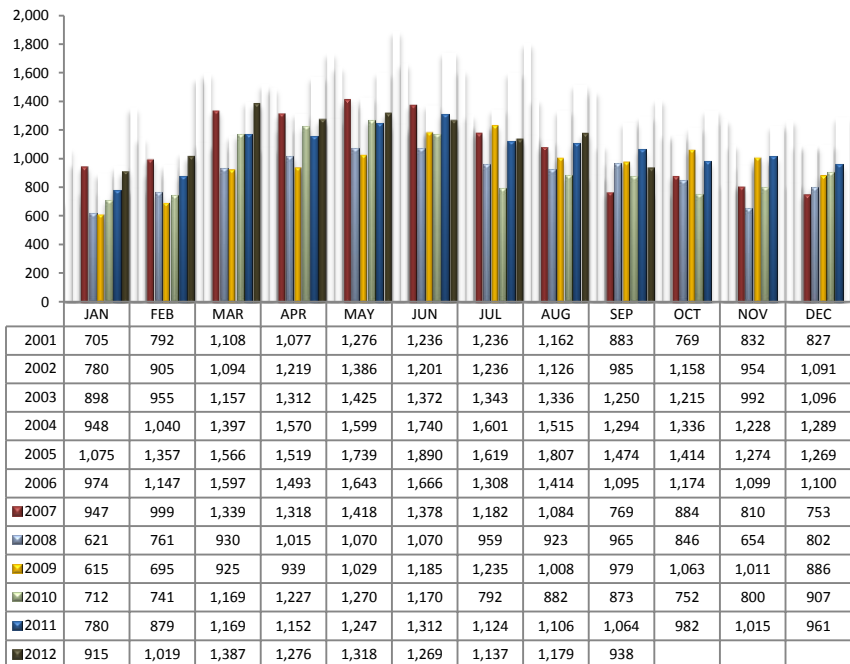
September 2012 - Active and Sold by Zip Code

<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	2	0.00%	85645	7	0	0.00%	85715	82	25	30.49%	85745	138	27	19.57%
85321	2	0	0.00%	85653	97	20	20.62%	85716	86	18	20.93%	85746	52	28	53.85%
85601	3	0	0.00%	85658	138	22	15.94%	85718	216	33	15.28%	85747	89	40	44.94%
85602	0	0	0.00%	85701	20	0	0.00%	85719	81	18	22.22%	85748	75	17	22.67%
85611	4	0	0.00%	85704	112	29	25.89%	85730	67	47	70.15%	85749	135	15	11.11%
85614	254	21	8.27%	85705	67	22	32.84%	85735	59	13	22.03%	85750	210	34	16.19%
85616	0	0	0.00%	85706	38	33	86.84%	85736	28	2	7.14%	85755	162	27	16.67%
85619	23	1	4.35%	85710	164	51	31.10%	85737	155	35	22.58%	85756	52	39	75.00%
85622	72	6	8.33%	85711	86	30	34.88%	85739	249	18	7.23%	85757	29	22	75.86%
85623	8	0	0.00%	85712	89	20	22.47%	85741	50	41	82.00%				
85629	103	35	33.98%	85713	149	25	16.78%	85742	94	33	35.11%				
85641	170	42	24.71%	85714	7	7	100.00%	85743	101	40	39.60%				

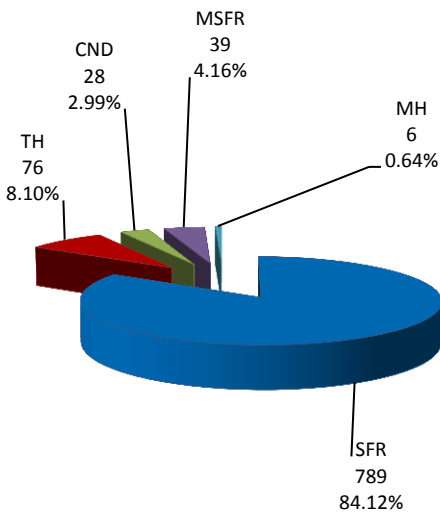
NOTE:

85132- 1 active listing, 85625- 1 active listing, 85633- 1 active listing, 85637- 3 active listings, 85646- 1 active listing
85648- 3 active listing

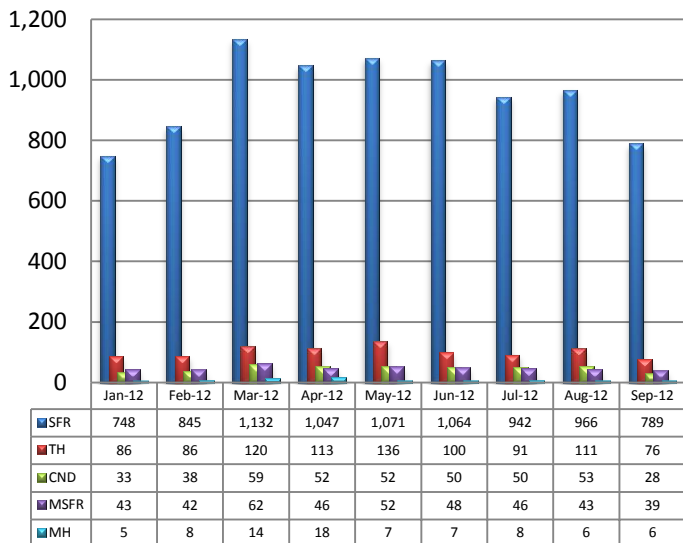
Total Unit Sales – September 2012



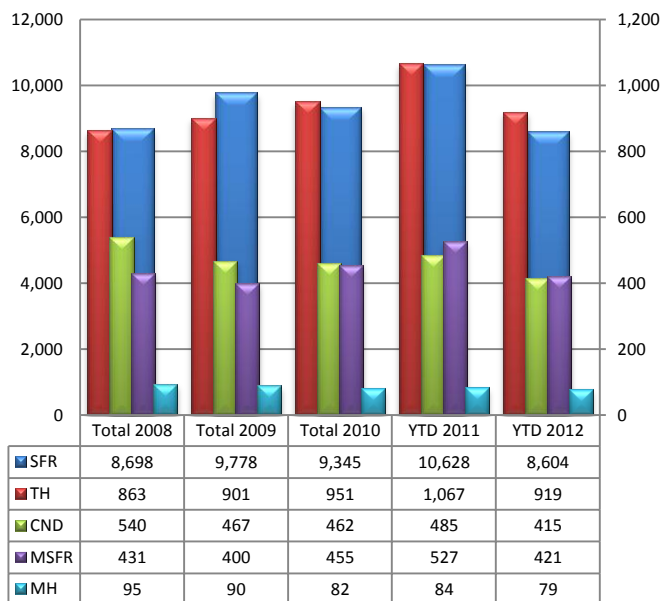
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

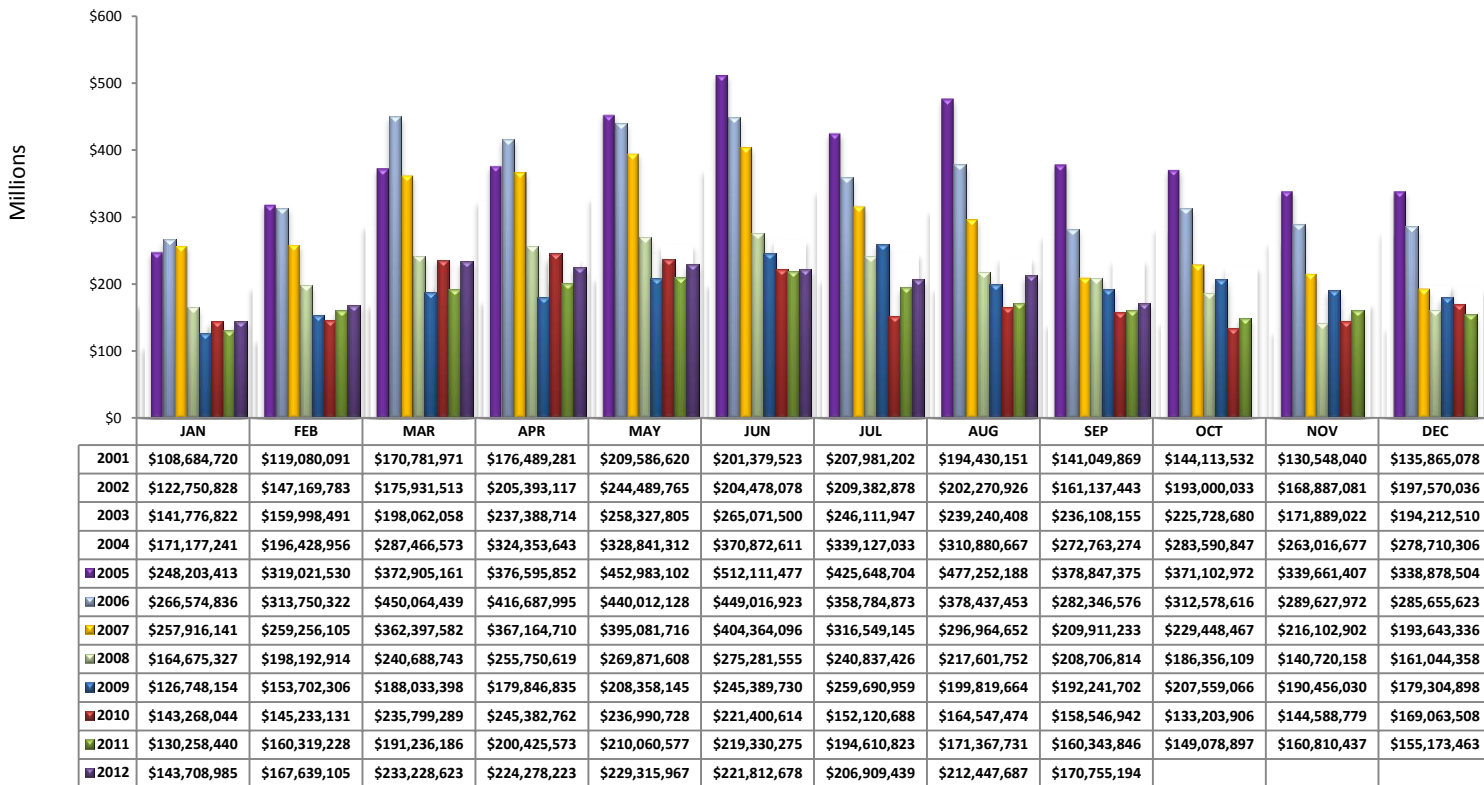


YTD Annual Comparison – Breakdown by Type

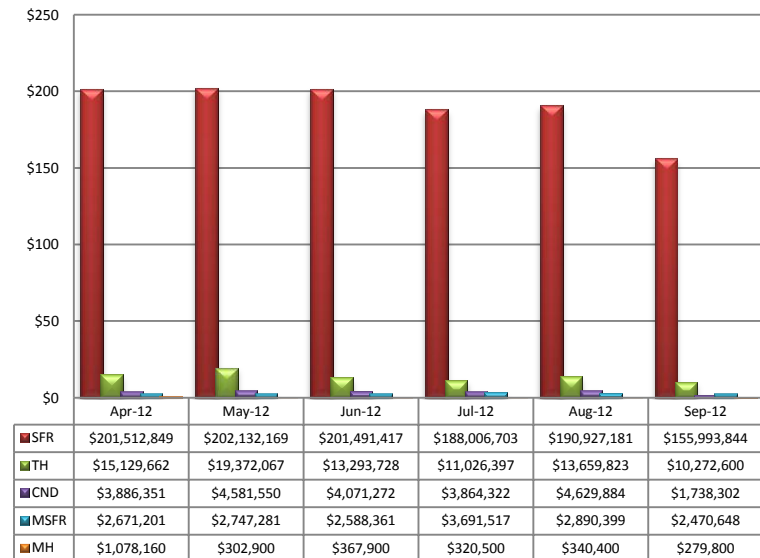


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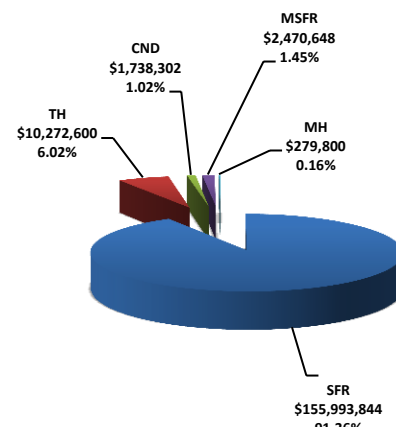
Total Sales Volume - September 2012



Total Sales Volume By Type - Monthly Comparison

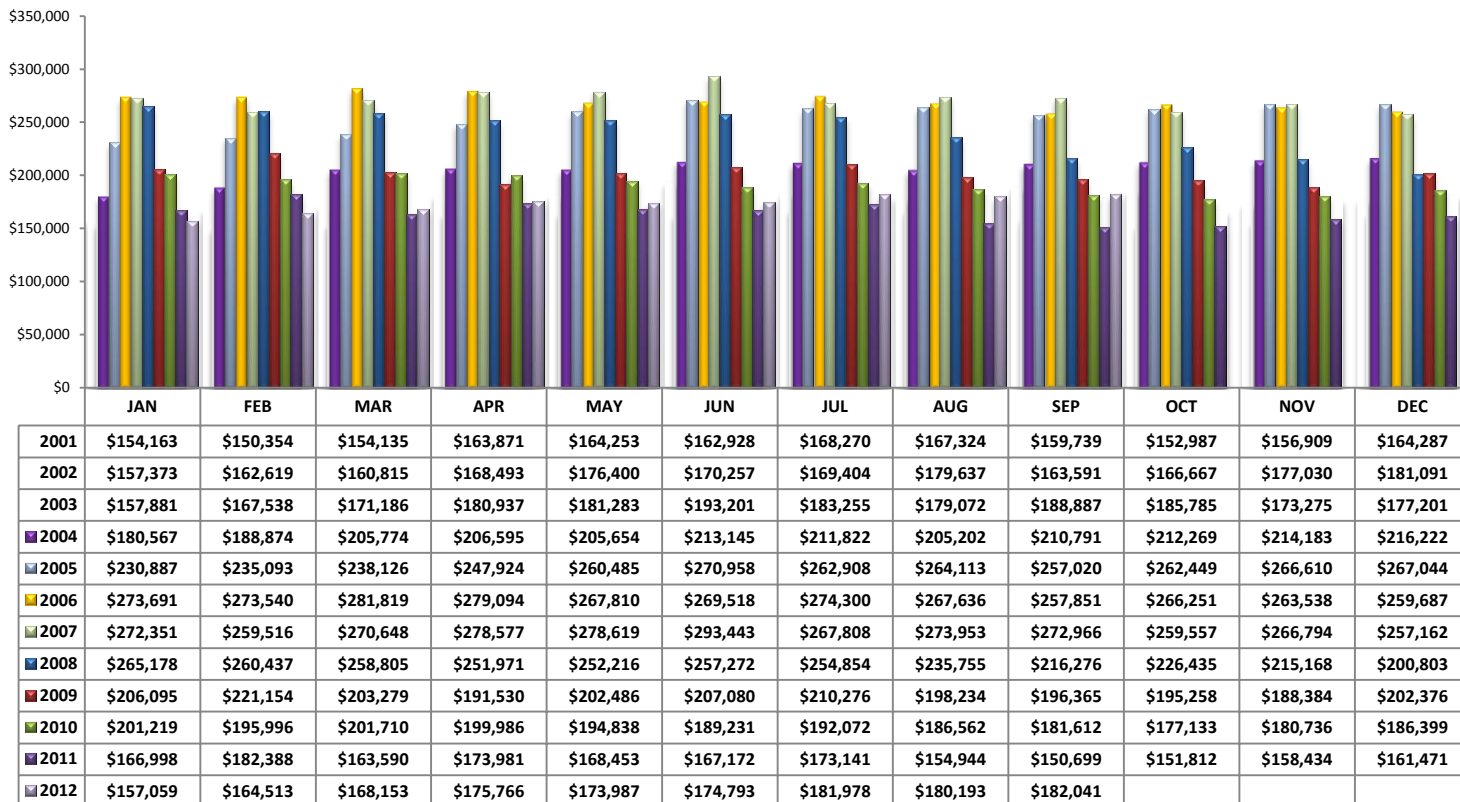


Monthly Volume by Type

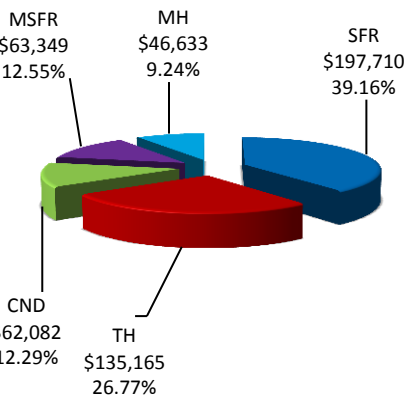


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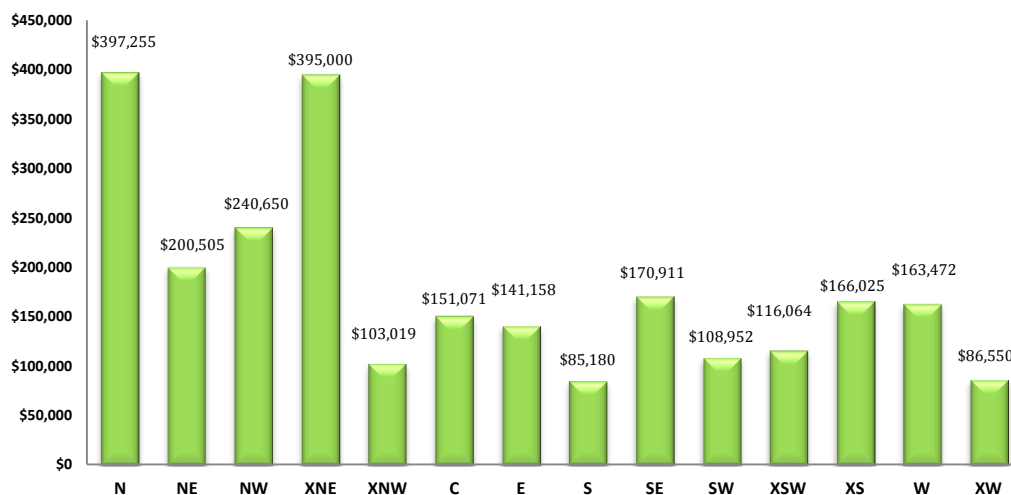
Average Sales Price – September 2012



Average Sales Price by Type – September 2012

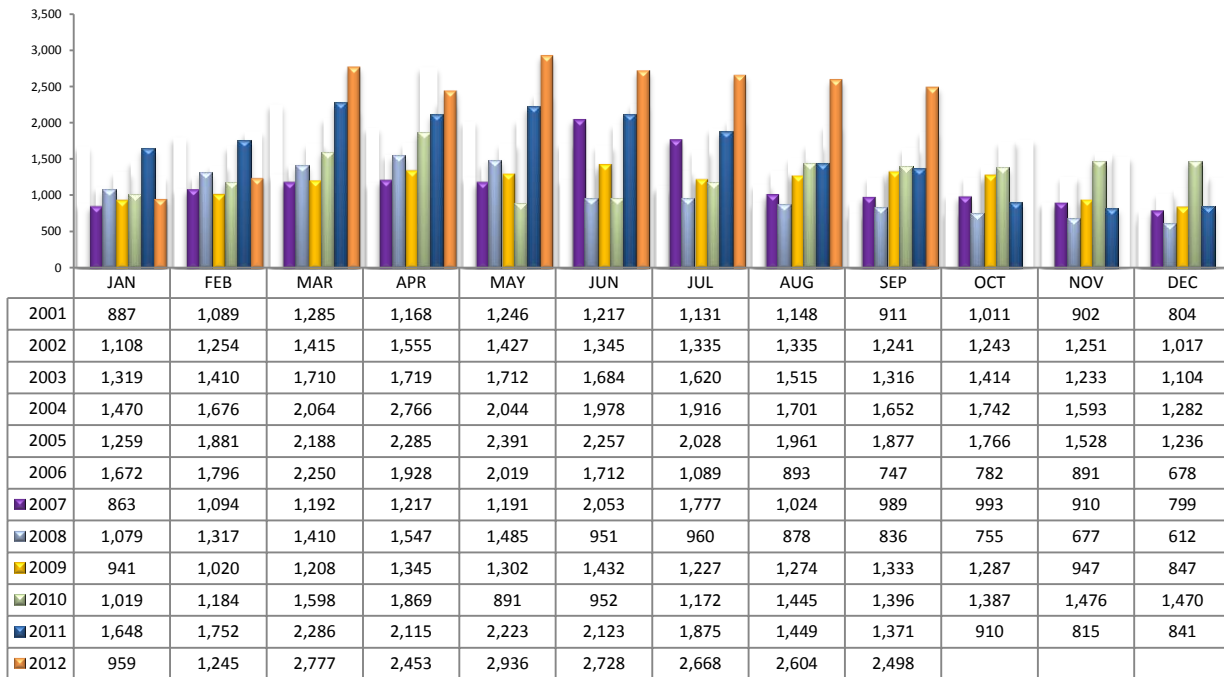


Average "Listing" Price per Area – September 2012

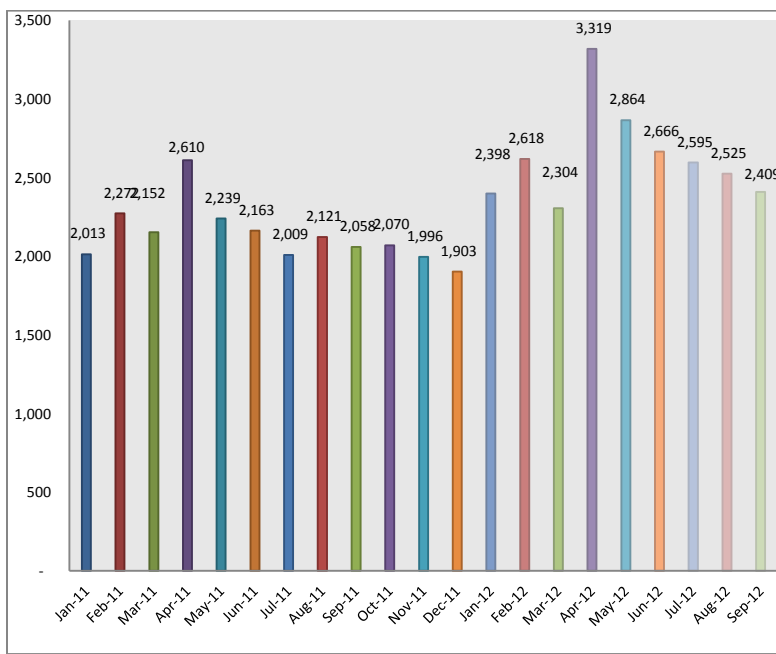


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Newly Under Contract During The Month

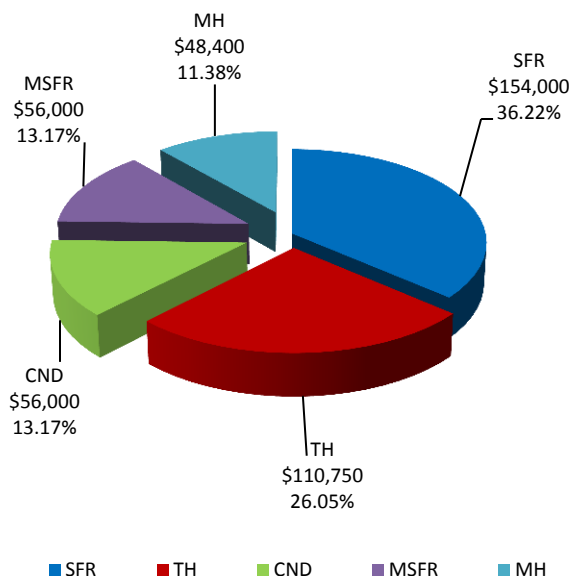


Total Listings Still Under Contract At The End of The Month

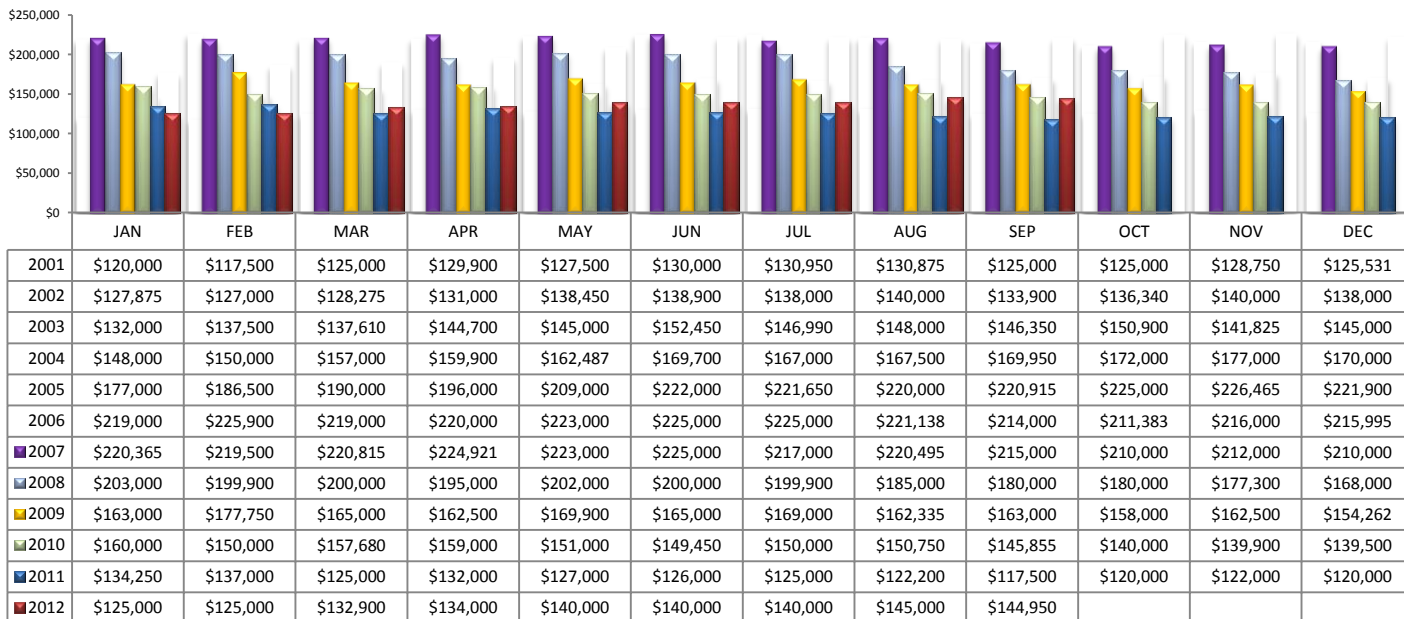


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Median Sale Price - by Type

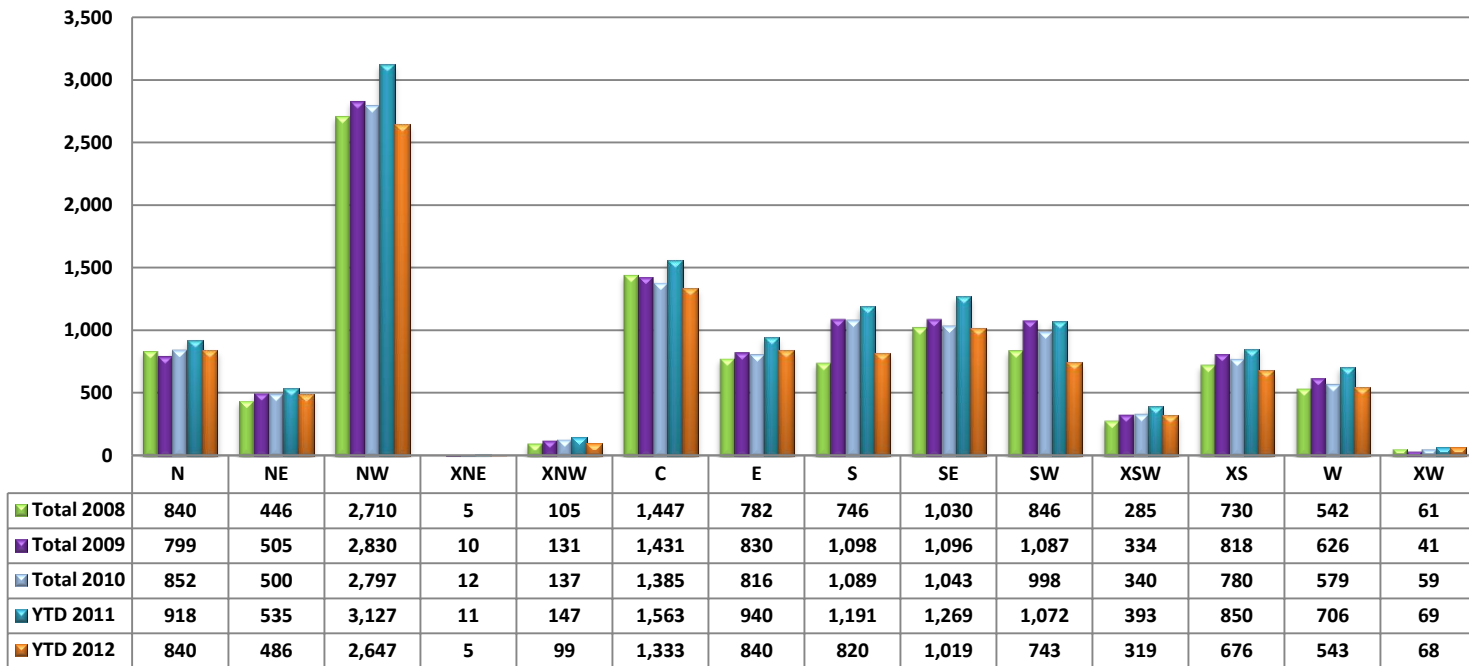


Median Sale Price - September 2012



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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

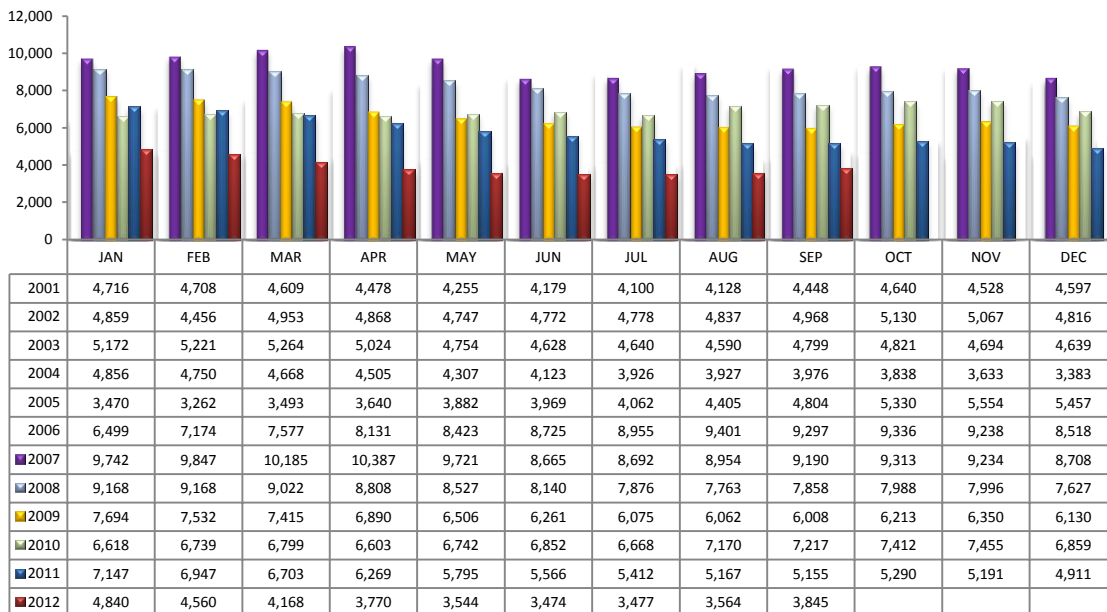
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$198,411	\$308,890	\$515,594	\$730,750	\$378,848
NE	\$100,908	\$196,346	\$305,480	\$293,900	\$197,558
NW	\$197,381	\$216,680	\$256,058	\$411,400	\$233,514
XNE	\$0	\$385,000	\$0	\$0	\$385,000
XNW	\$16,500	\$97,257	\$104,018	\$138,000	\$96,779
C	\$93,774	\$144,813	\$212,491	\$300,333	\$145,270
E	\$73,100	\$136,855	\$189,206	\$0	\$137,510
S	\$44,142	\$80,482	\$130,681	\$244,000	\$84,632
SE	\$74,566	\$154,361	\$189,978	\$346,000	\$167,940
SW	\$63,081	\$101,508	\$124,523	\$177,750	\$105,373
XSW	\$100,838	\$121,292	\$152,000	\$0	\$110,093
XS	\$133,964	\$135,026	\$182,313	\$199,394	\$162,115
W	\$76,585	\$142,066	\$222,777	\$0	\$156,990
XW	\$82,500	\$91,250	\$65,500	\$0	\$85,500

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	18	29	18	8	73
NE	12	13	10	1	36
NW	44	113	76	10	243
XNE	0	1	0	0	1
XNW	1	6	5	1	13
C	32	48	11	6	97
E	14	44	18	0	76
S	20	43	18	1	82
SE	6	63	40	3	112
SW	11	36	24	2	73
XSW	13	7	1	0	21
XS	7	21	25	7	60
W	7	24	14	0	45
XW	1	4	1	0	6

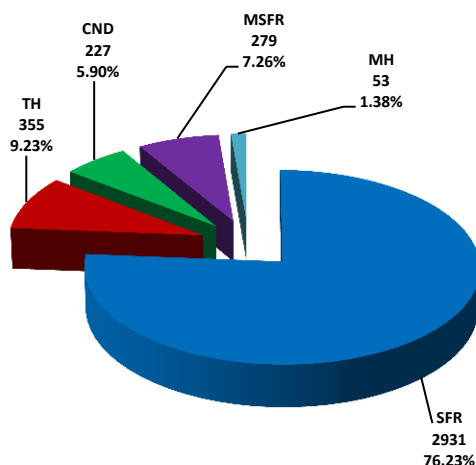
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Active Listings

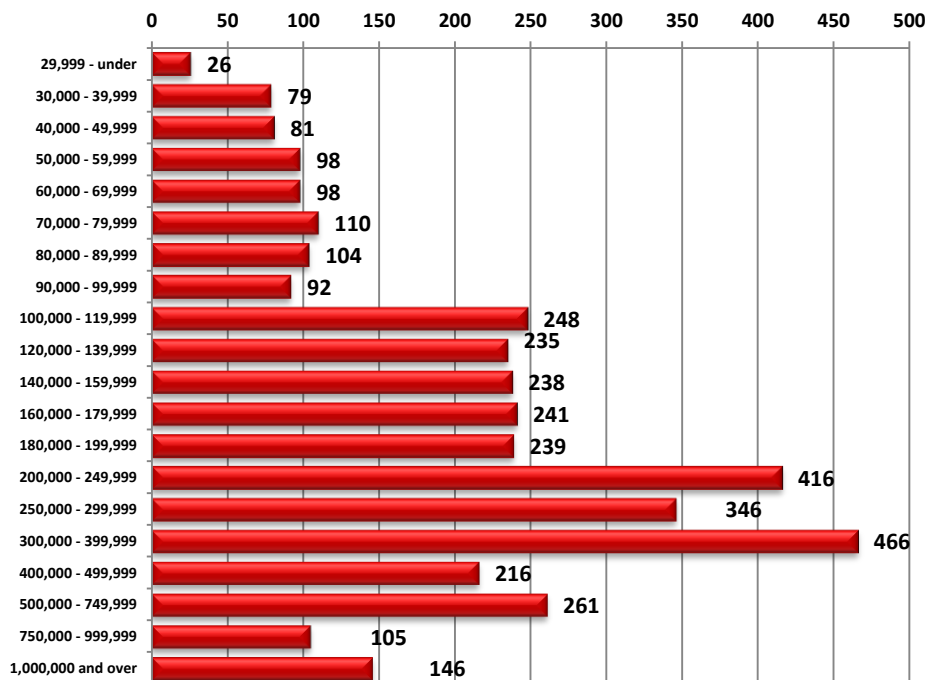


Area	# of Listings
N	455
NE	223
NW	1019
XNE	23
XNW	81
C	425
E	241
S	116
SE	257
SW	209
XSW	249
XS	300
W	195
XW	52

Active Listings Unit Breakdown

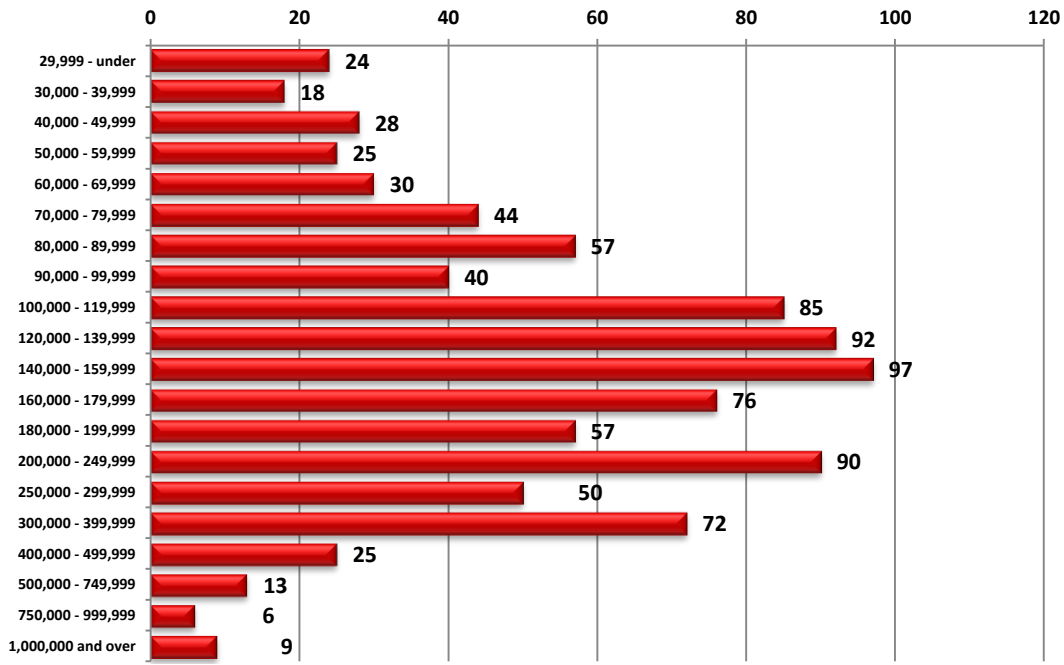


Active Listings Price Breakdown



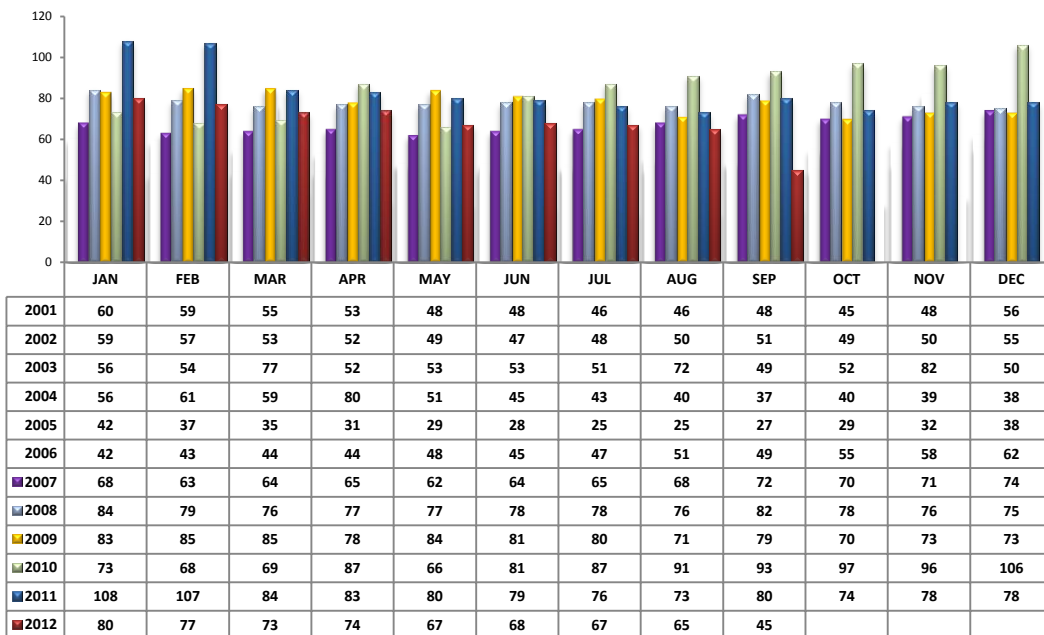
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Sold Price Breakdown



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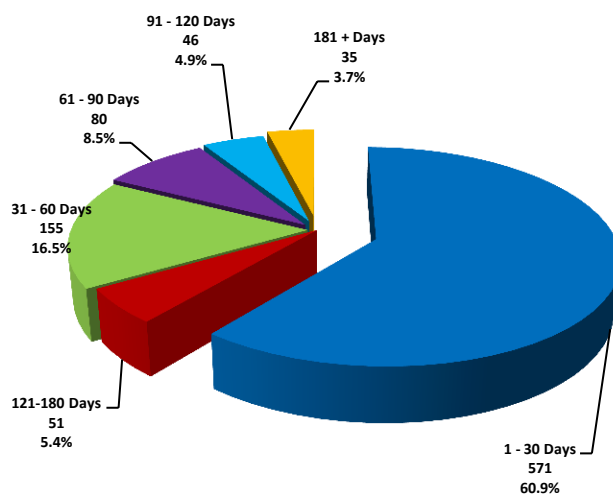
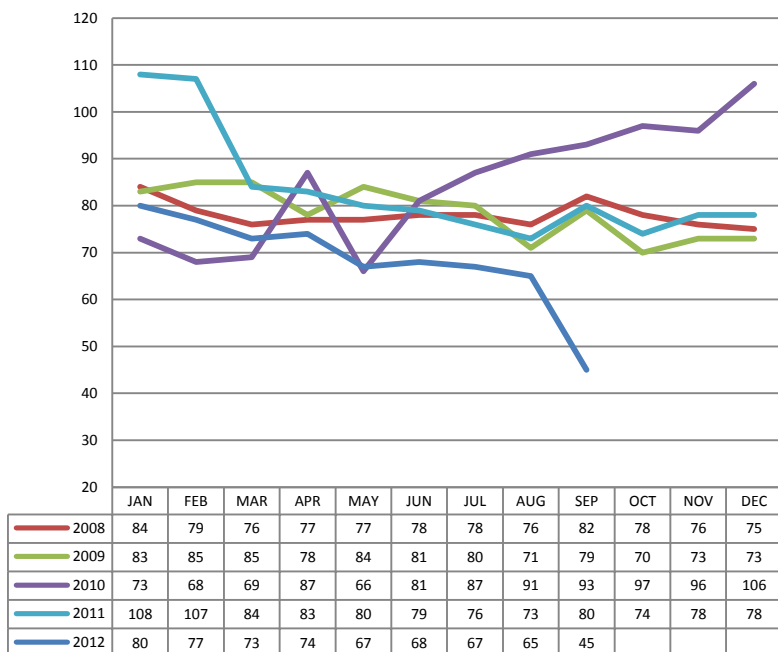
Average Days on Market/Listing - September 2012



Area	Avg. DOM
N	66
NE	47
NW	48
XNE	18
XNW	96
C	47
E	28
S	18
SE	44
SW	44
XSW	71
XS	51
W	33
XW	18

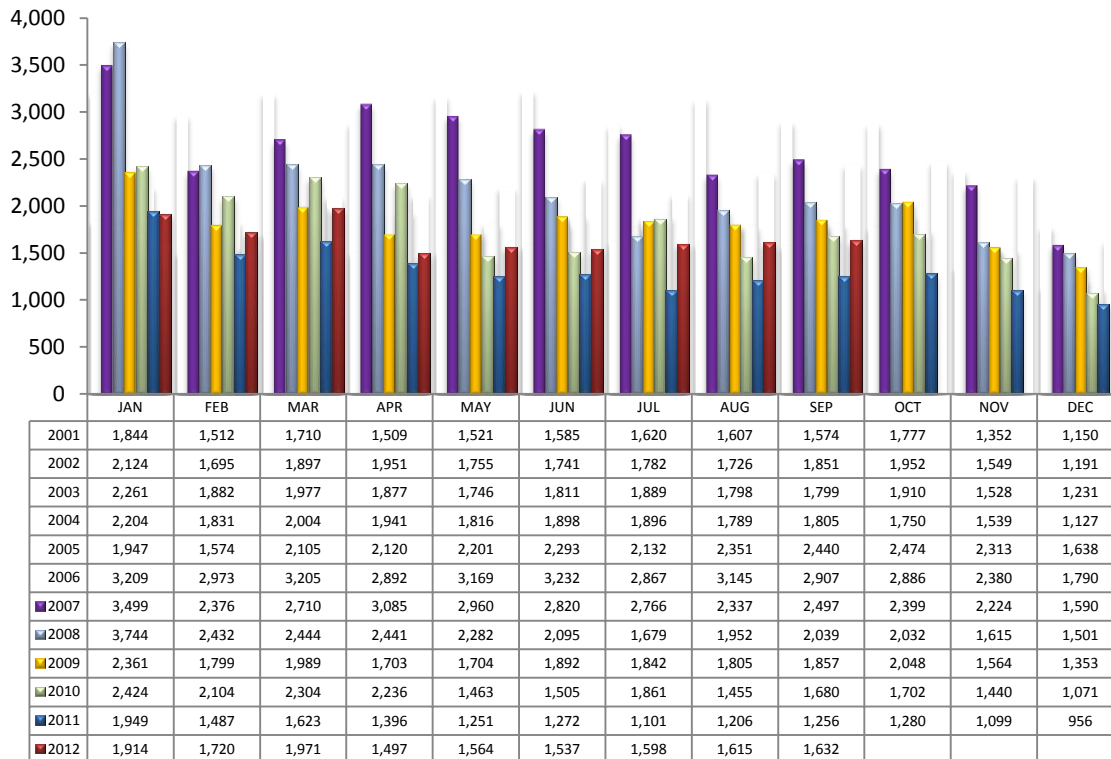
Annual Comparison - Average Days on Market

Average Days on Market/Listing Breakdown



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New Listings – September 2012



Area	# of Listings
N	159
NE	92
NW	423
XNE	3
XNW	30
C	178
E	122
S	88
SE	132
SW	100
XSW	80
XS	130
W	82
XW	13

*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.
Dec 2011	430	284	202
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

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