

**For Immediate  
Release:**

**May 9, 2013**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics April 2013**

Below are some highlights from the April Residential Sales Statistics:

- Total Sales Volume of \$254,228,400, is a slight decrease of .31% from March's number of \$255,010,096.
- The Average Sales Price for April of \$192,160 is a .15% increase from March's \$191,881.
- Average List Price for April, \$198,491, is an increase of .24% from March, and has increased 8.08% from April 2012.
- Total Under Contract rose in April to 2,829, a 4.31% increase from March's number of 2,712.
- Total Unit Sales decreased in April, going from 1,329 in March to 1,323 in April.
- The Median Sales Price increased this month to \$157,000, a 4.63% jump from \$150,050 in March.
- New Listings increased 2.49% from 1,931 in March to 1,979 in April.
- Total Active Listings decreased to 4,027 in April from 4,210 in March.
- Average Days on Market decreased to 57 in April, a decline of 2 days since last month.
- Conventional loan sales were up 36.2% in April, exceeding cash sales of 34.8% for the first month since December 2012.

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®.**



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## April 2013 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
April	\$254,228,400	\$224,278,223	13.35%
March	\$255,010,096	\$233,228,623	9.34%
Month % Change	-0.31%	-3.84%	

### Total Unit Sales

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
April	1323	1276	3.68%
March	1329	1387	-4.18%
Month % Change	-0.45%	-8.00%	

### Average Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
April	\$192,160	\$175,766	9.33%
March	\$191,881	\$168,153	14.11%
Month % Change	0.15%	4.53%	

### Median Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
April	\$157,000	\$134,000	17.16%
March	\$150,050	\$132,900	12.90%
Month % Change	4.63%	0.83%	

### Average List Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
April	\$198,491	\$183,654	8.08%
March	\$198,009	\$173,890	13.87%
Month % Change	0.24%	5.62%	

### New Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
April	1,979	1,497	32.20%
March	1,931	1,971	-2.03%
Month % Change	2.49%	-24.05%	

### Total Under Contract

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
April	2,829	3,319	-14.76%
March	2,712	2,777	-2.34%
Month % Change	4.31%	19.52%	

### Active Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
April	4,027	3,770	6.82%
March	4,210	4,168	1.01%
Month % Change	-4.35%	-9.55%	

## April 2013 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%
85145	7	3	42.86%	85645	4	0	0.00%	85714	8	6	75.00%	85742	98	50	51.02%
85321	1	0	0.00%	85648	1	0	0.00%	85715	84	27	32.14%	85743	145	45	31.03%
85601	5	0	0.00%	85653	91	25	27.47%	85716	103	26	25.24%	85745	127	49	38.58%
85602	6	0	0.00%	85658	163	28	17.18%	85718	243	50	20.58%	85746	45	39	86.67%
85611	1	0	0.00%	85701	26	4	15.38%	85719	80	26	32.50%	85747	60	32	53.33%
85614	288	50	17.36%	85704	121	47	38.84%	85730	81	56	69.14%	85748	60	32	53.33%
85616	0	0	0.00%	85705	61	21	34.43%	85734	0	0	0.00%	85749	132	23	17.42%
85619	24	0	0.00%	85706	41	34	82.93%	85735	66	17	25.76%	85750	235	64	27.23%
85622	67	21	31.34%	85710	122	89	72.95%	85736	44	5	11.36%	85755	168	66	39.29%
85623	8	0	0.00%	85711	95	45	47.37%	85737	168	43	25.60%	85756	48	36	75.00%
85629	121	45	37.19%	85712	66	41	62.12%	85739	250	43	17.20%	85757	54	11	20.37%
85641	170	42	24.71%	85713	178	42	23.60%	85741	60	40	66.67%				

NOTE:

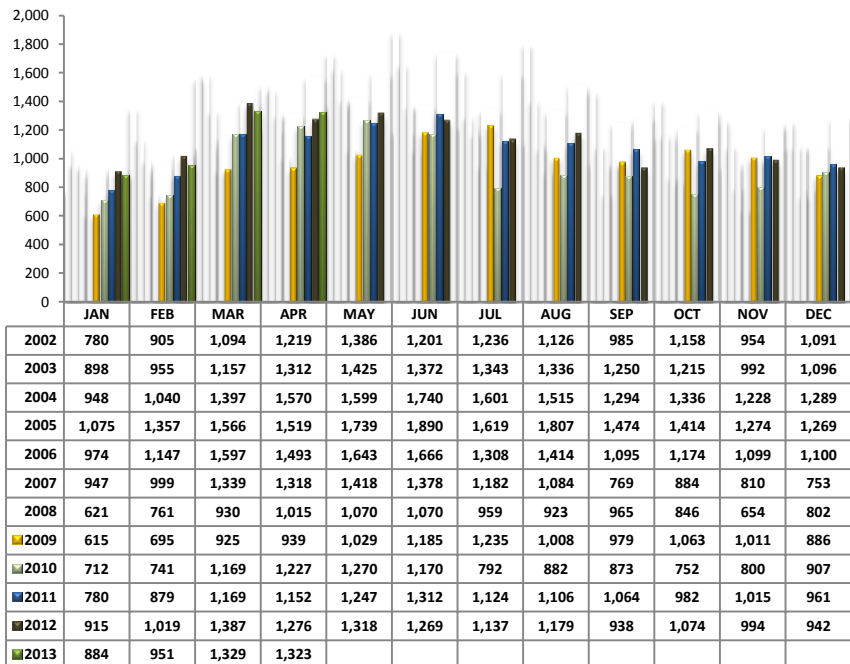
85637- 1 active listings

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	45	15	4	7	71	13	N	505	1 -30 Days	689
\$30,000 to \$39,999	59	33	12	10	114	32	NE	224	31-60 Days	225
\$40,000 to \$49,999	92	43	15	13	163	33	NW	1128	61 - 90 Days	128
\$50,000 to \$59,999	104	45	15	18	182	28	XNE	27	91-120 Days	95
\$60,000 to \$69,999	99	60	19	22	200	35	XNW	65	121 - 180 Days	110
\$70,000 to \$79,999	103	71	23	26	223	42	C	436	Over 180 Days	76
\$80,000 to \$89,999	89	94	31	20	234	64	E	188	<b>Avg. Days on Market</b>	
\$90,000 to \$99,999	103	96	28	25	252	46	S	118	57	
\$100,000 to \$119,999	209	154	67	60	490	133	SE	222	<b>Avg. Sold Price</b>	
\$120,000 to \$139,999	255	214	57	34	560	126	SW	248	\$192,160	
\$140,000 to \$159,999	243	174	52	39	508	128	XSW	308	<b>Median Sale Price</b>	
\$160,000 to \$179,999	240	150	33	38	461	112	XS	332	\$157,000	
\$180,000 to \$199,999	228	126	19	34	407	95	W	186	<b>New Listings</b>	
\$200,000 to \$249,999	450	196	24	60	730	169	XW	40	1,979	
\$250,000 to \$299,999	438	136	13	44	631	80	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>	
\$300,000 to \$399,999	477	118	12	56	663	92	N	132	\$50,859,071	
\$400,000 to \$499,999	239	51	4	13	307	49	NE	51	\$13,236,523	
\$500,000 to \$749,999	287	44	4	12	347	35	NW	357	\$79,464,225	
\$750,000 to \$999,999	112	23	1	4	140	4	XNE	0	\$0	
\$1,000,000 and over	155	9	1	8	173	7	XNW	7	\$747,850	
							C	160	\$24,515,019	
							E	122	\$17,102,480	
							S	88	\$8,383,797	
							SE	108	\$16,477,139	
							SW	79	\$7,628,998	
							XSW	58	\$7,761,099	
							XS	87	\$16,162,255	
							W	67	\$11,204,843	
							XW	7	\$685,101	
<b>Totals</b>	<b>4,027</b>	<b>1,852</b>	<b>434</b>	<b>543</b>	<b>6,856</b>	<b>1,323</b>	<b>Total Volume</b>		\$254,228,400	
	<b>Apr-13</b>	<b>Apr-12</b>	<b>% Change</b>	<b>YTD 2013</b>	<b>YTD 2012</b>	<b>% Change</b>				
<b>Home Sales Volume</b>	\$254,228,400	\$224,278,223	13.35%	\$847,805,657	\$768,854,936	10.27%				
<b>Home Sales Units</b>	1,323	1,276	3.68%	4,487	4,597	-2.39%				
<b>Average Sales Price (All Residential)</b>	\$192,160	\$175,766	9.33%	\$190,158	\$170,118	11.78%				
<b>Median Sales Price</b>	\$157,000	\$134,000	17.16%	\$152,763	\$131,475	16.19%				
<b>Average Days on Market:</b>	57	74	-22.97%	58	75	-22.67%				
<b>Average List Price for Solds:</b>	\$198,491	\$183,654	8.08%	\$196,557	\$177,279	10.87%				
<b>SP/LP %</b>	96.81%	95.70%		96.74%	95.96%					
<b>Total Under Contract</b>	2,829	3,319	-14.76%							
<b>Active Listings</b>	4,027	3,770	6.82%							
<b>New Listings</b>	1,979	1,497	32.20%							

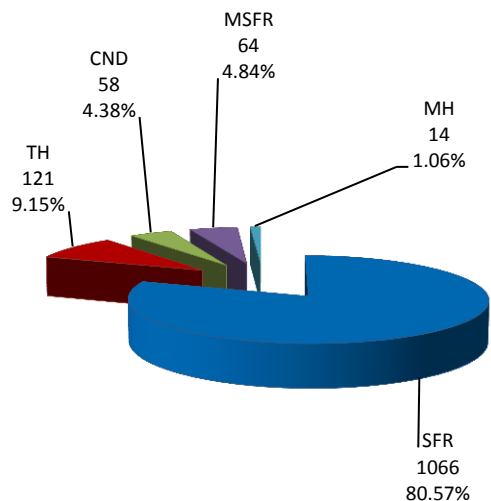
Types of Financing	Totals
FHA	256
VA	105
Other	31
Cash	443
Convention	479
Cash/Loan	0
Carryback	9

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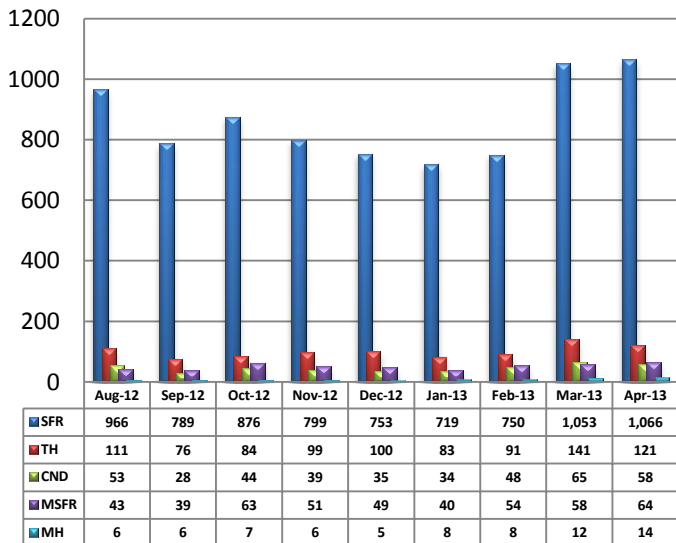
**Total Unit Sales – April 2013**



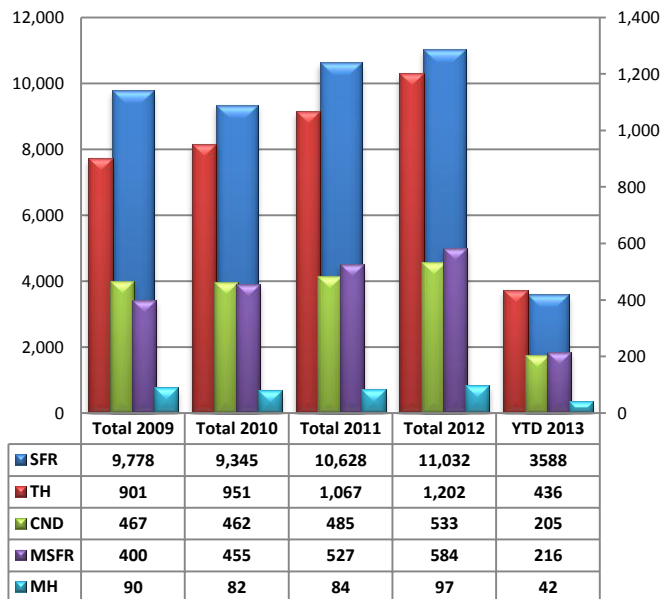
**Unit Sales – Breakdown by Type**



**Total Unit Sales By Type - Monthly Comparison**

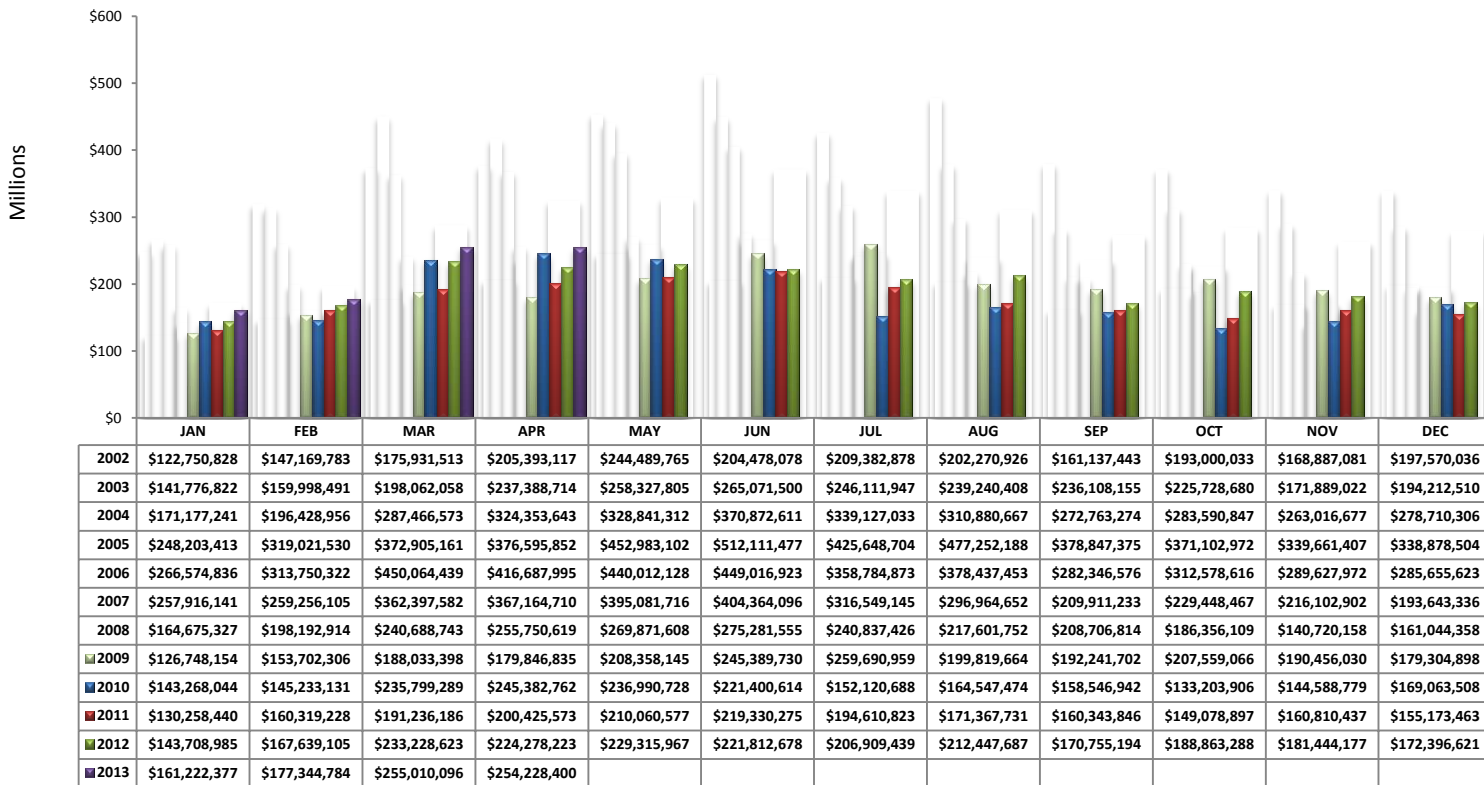


**YTD Annual Comparison – Breakdown by Type**

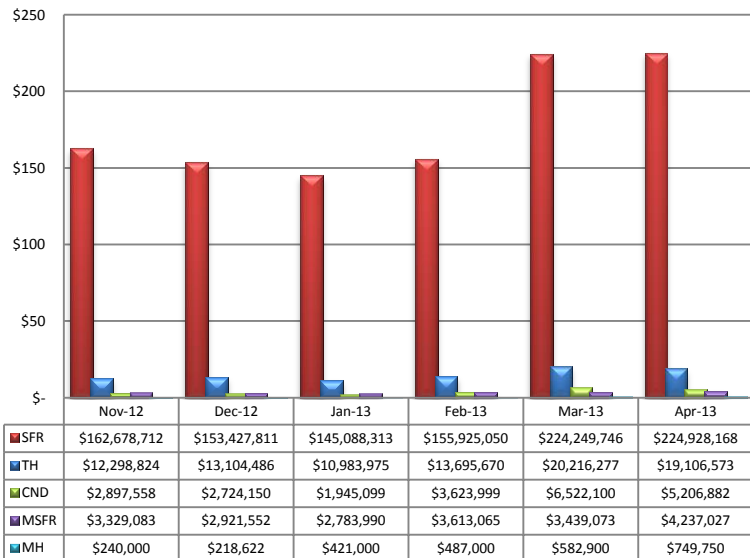


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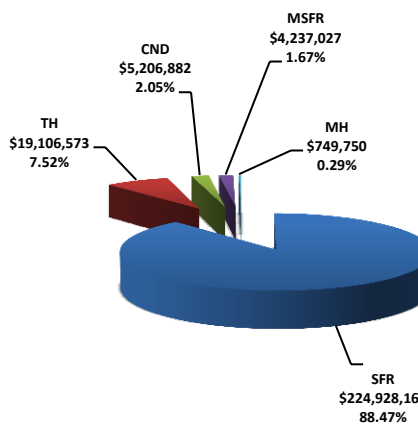
**Total Sales Volume - April 2013**



**Total Sales Volume By Type - Monthly Comparison**

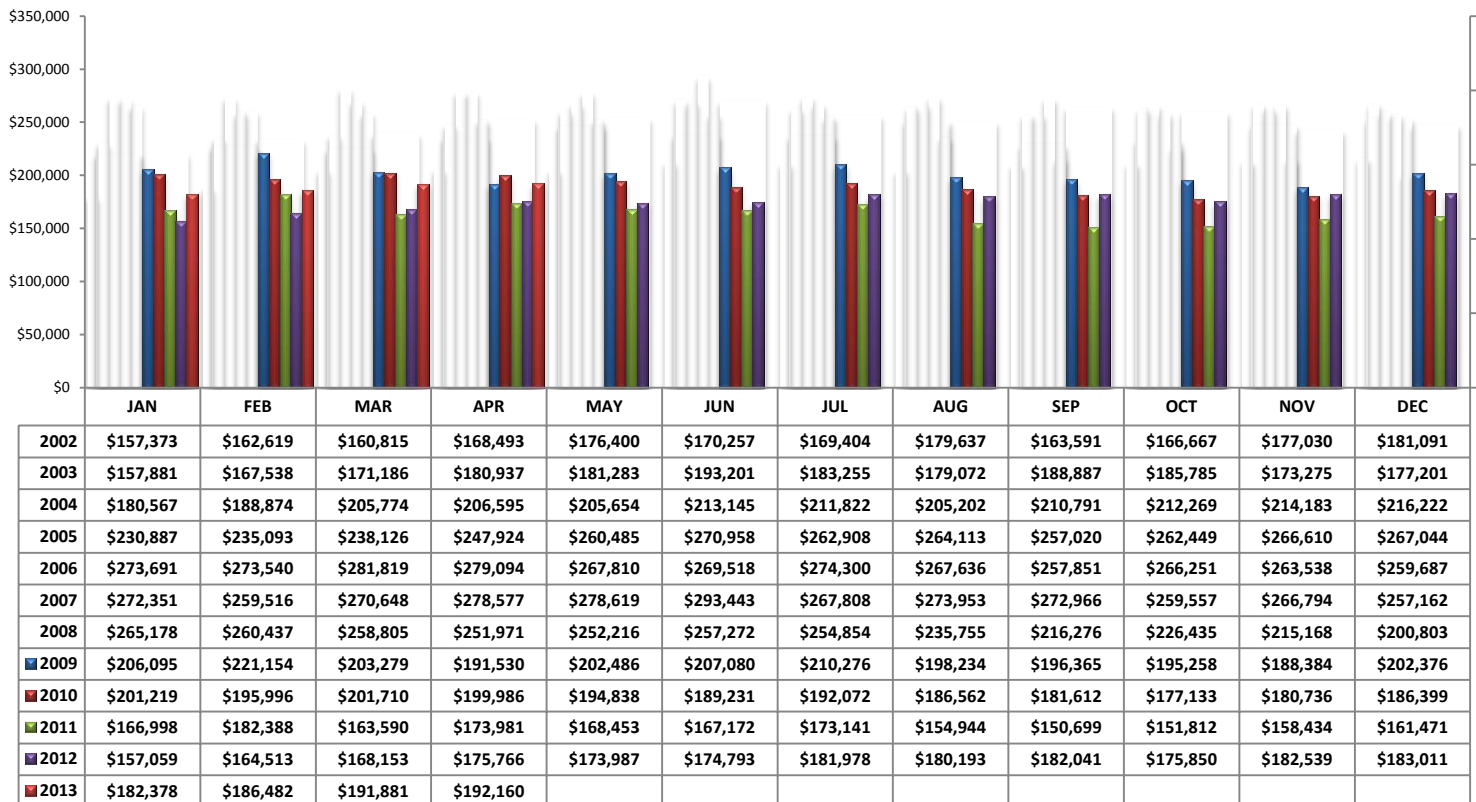


**Monthly Volume by Type**

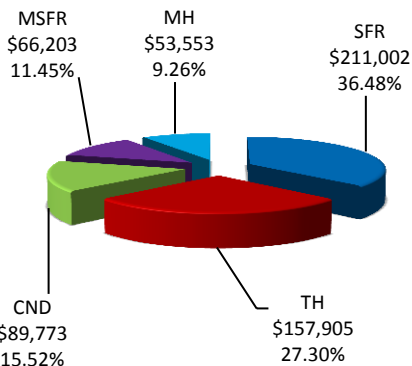


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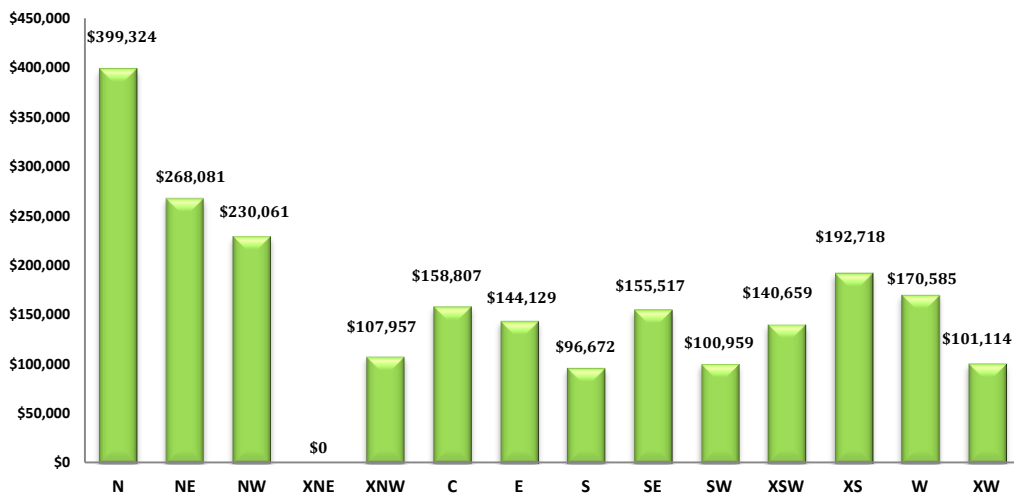
**Average Sales Price – April 2013**



**Average Sales Price by Type – April 2013**

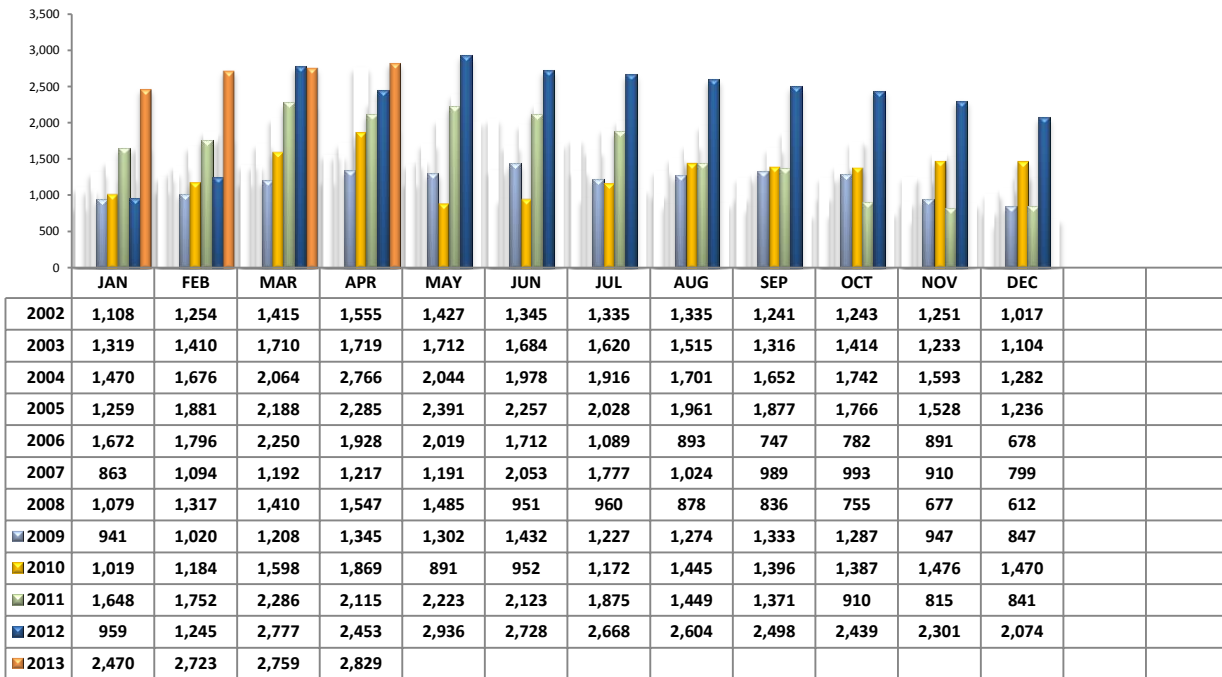


**Average "Listing" Price per Area – April 2013**

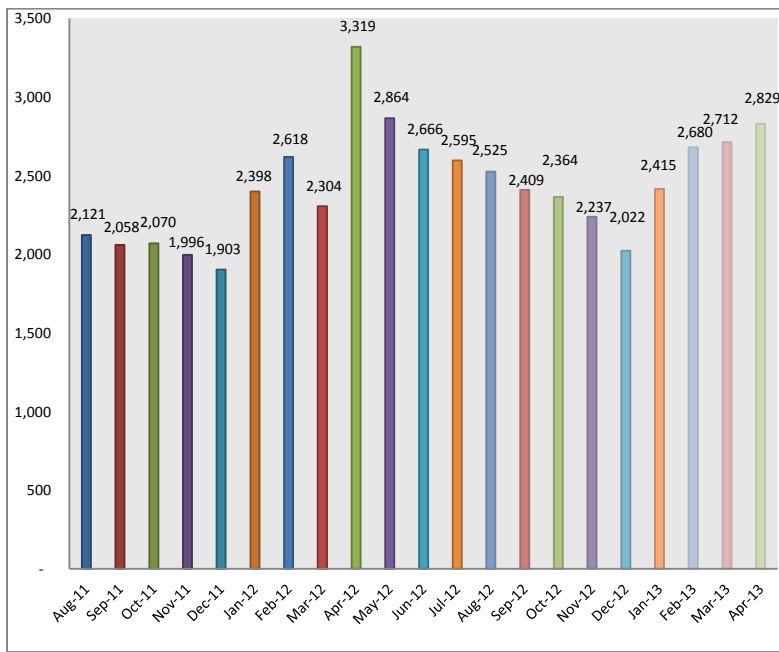


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### Newly Under Contract During The Month

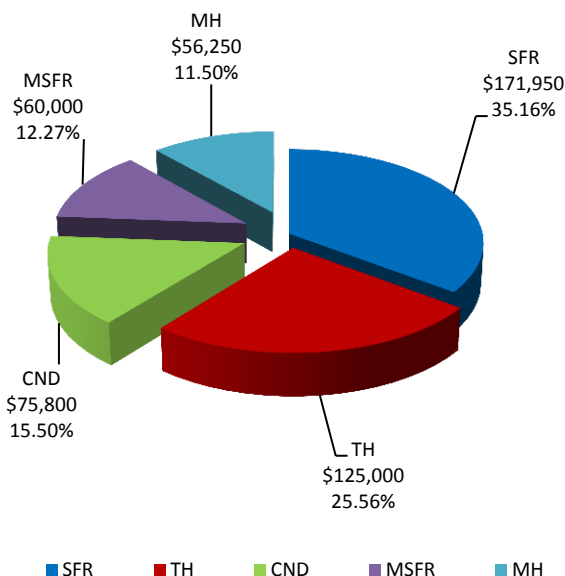


### Total Listings Still Under Contract At The End of The Month



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### Median Sale Price - by Type



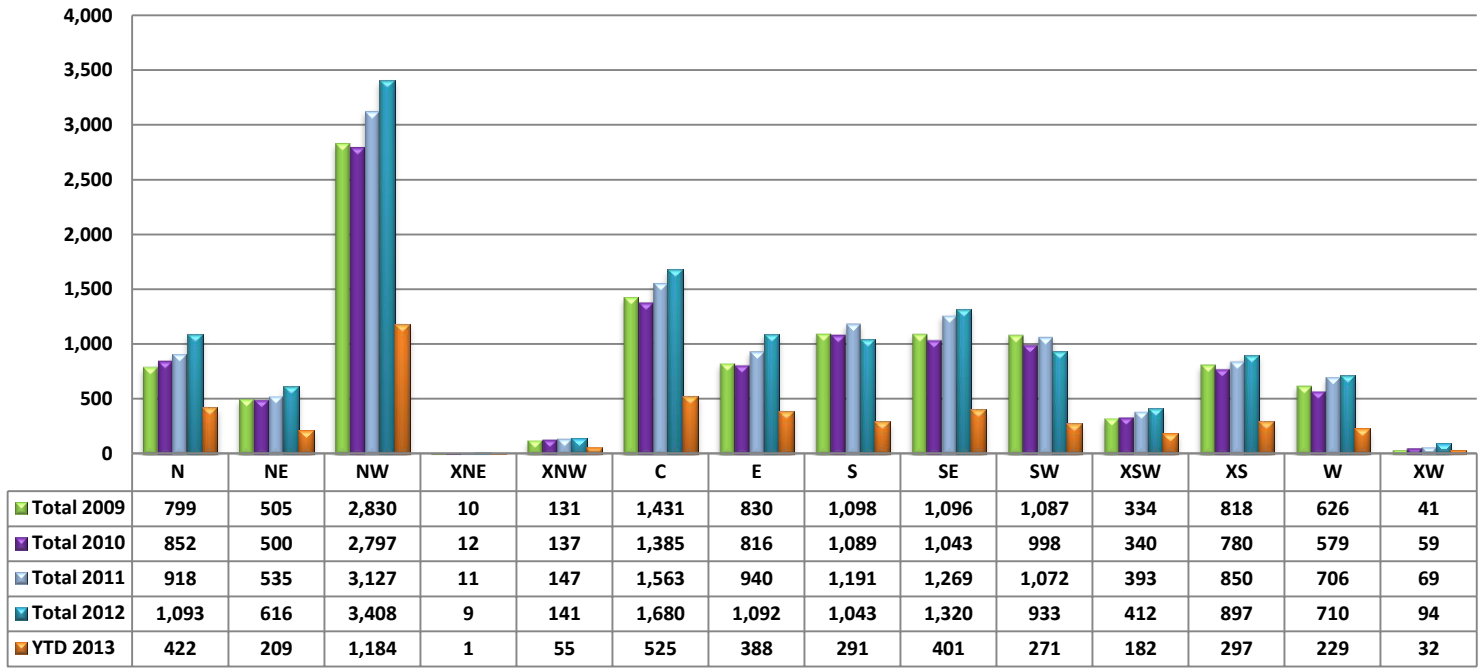
### Median Sale Price - April 2013



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



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

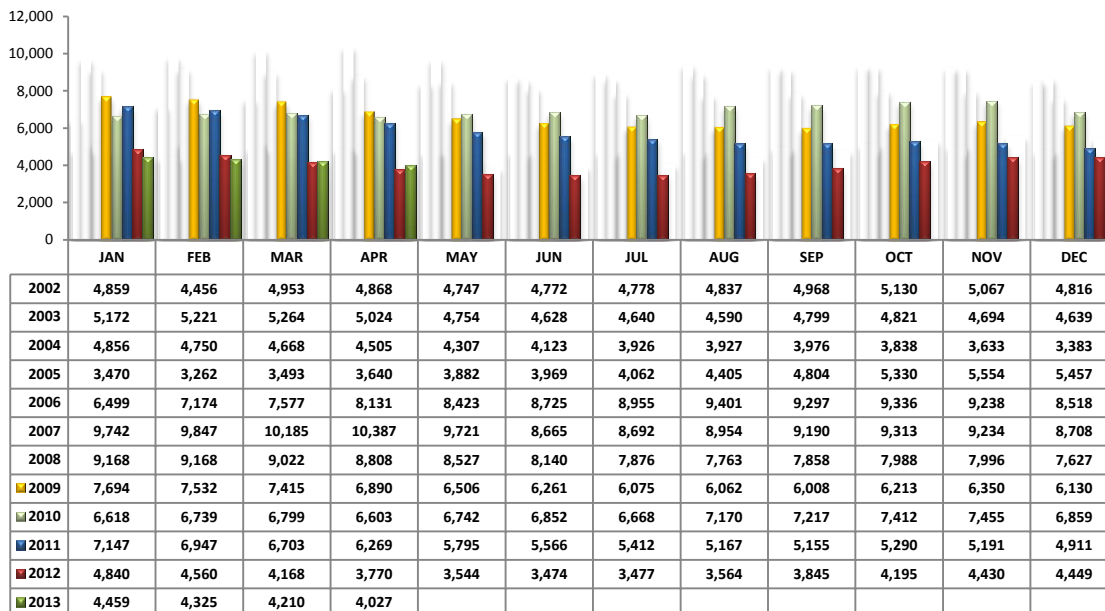
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$235,500	\$365,759	\$478,464	\$996,500	\$385,295
NE	\$120,000	\$229,780	\$301,411	\$437,000	\$259,539
NW	\$204,329	\$202,825	\$261,170	\$317,238	\$222,588
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$0	\$98,212	\$118,333	\$0	\$106,835
C	\$114,015	\$157,829	\$221,372	\$361,666	\$153,218
E	\$89,303	\$141,355	\$167,190	\$278,000	\$140,184
S	\$81,641	\$81,220	\$131,295	\$70,950	\$95,270
SE	\$151,455	\$127,218	\$183,053	\$170,800	\$152,566
SW	\$74,038	\$88,698	\$122,694	\$199,503	\$96,569
XSW	\$135,398	\$142,283	\$108,500	\$105,000	\$133,812
XS	\$157,326	\$198,101	\$187,771	\$208,587	\$185,773
W	\$85,342	\$163,471	\$242,300	\$325,000	\$167,236
XW	\$178,225	\$55,900	\$68,187	\$0	\$97,871

**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	43	44	39	6	132
NE	3	26	20	2	51
NW	99	155	87	16	357
XNE	0	0	0	0	0
XNW	0	4	3	0	7
C	54	87	16	3	160
E	27	59	33	3	122
S	12	49	25	2	88
SE	9	53	42	4	108
SW	22	36	18	3	79
XSW	36	15	5	2	58
XS	21	37	25	4	87
W	17	31	18	1	67
XW	2	1	4	0	7

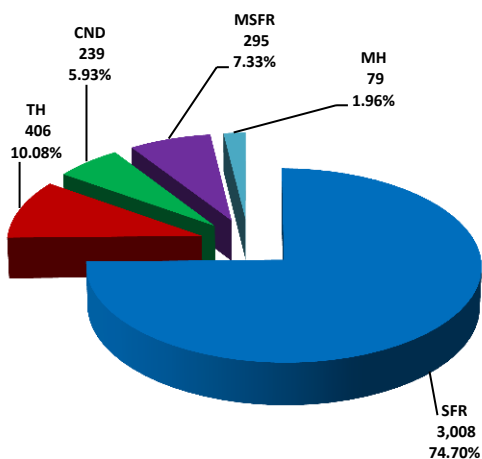
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### Active Listings

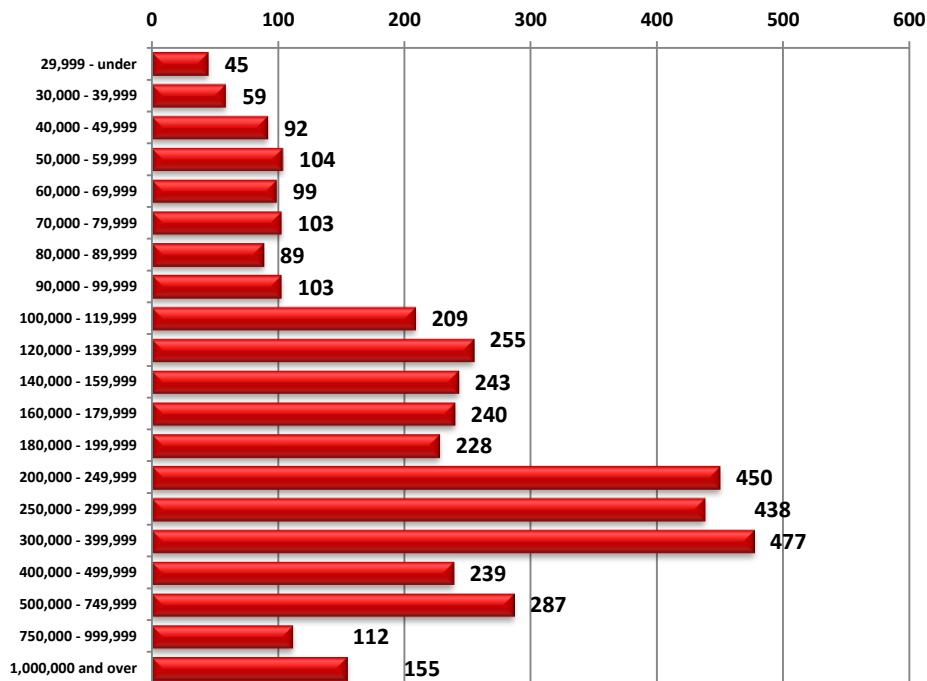


Area	# of Listings
N	505
NE	224
NW	1128
XNE	27
XNW	65
C	436
E	188
S	118
SE	222
SW	248
XSW	308
XS	332
W	186
XW	40

### Active Listings Unit Breakdown

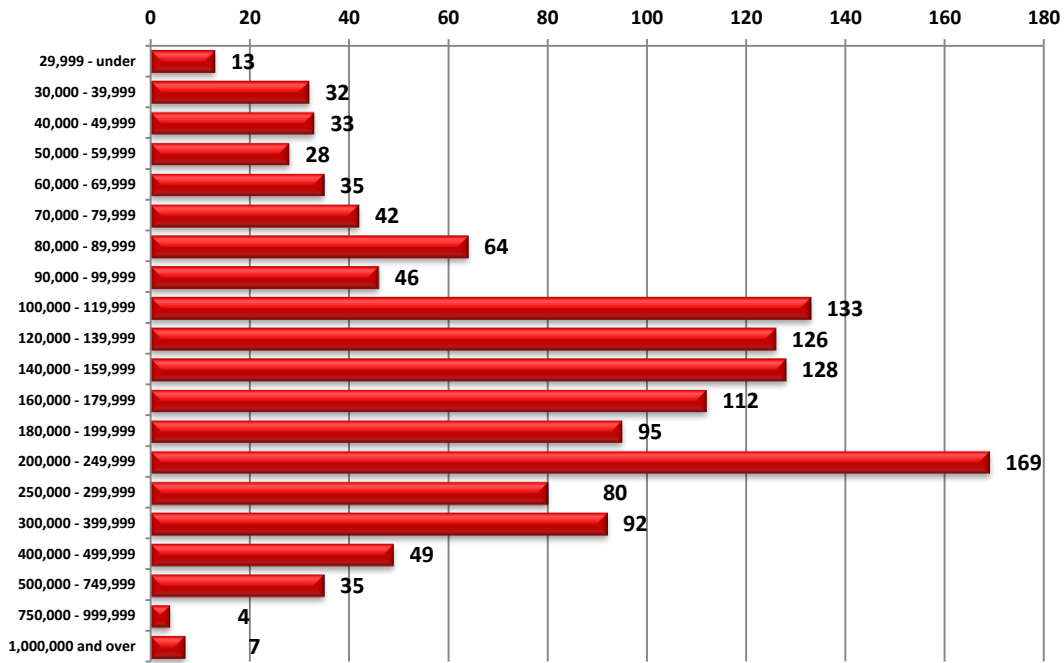


### Active Listings Price Breakdown



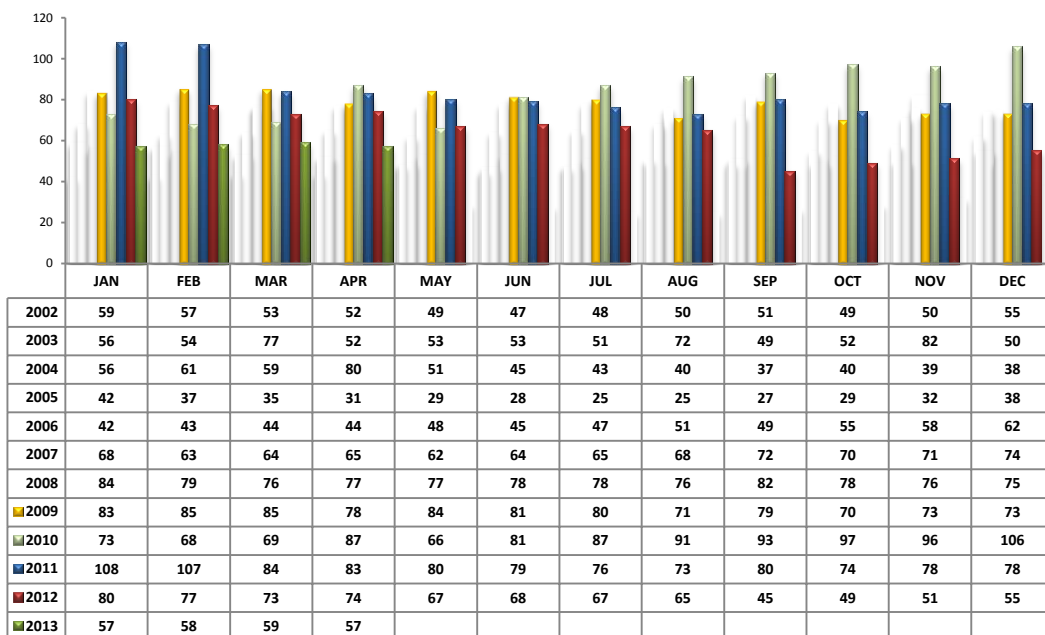
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**Sold Price Breakdown**



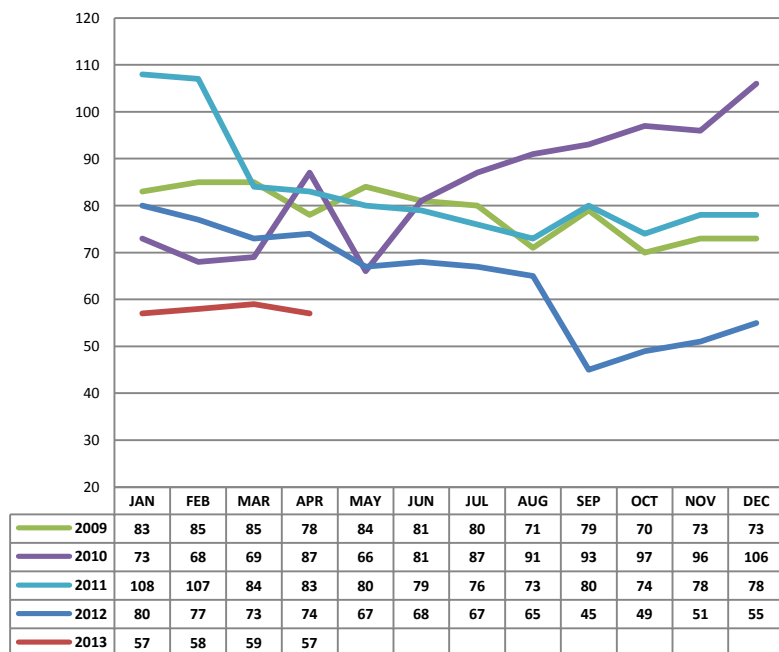
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### Average Days on Market/Listing - April 2013

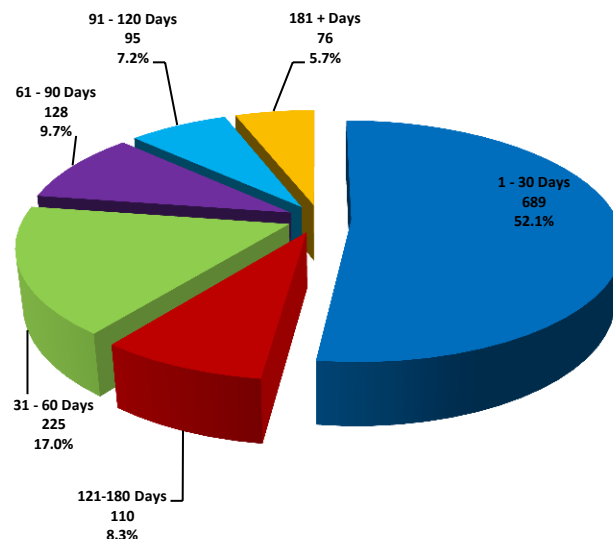


Area	Avg. DOM
N	60
NE	47
NW	58
XNE	0
XNW	43
C	46
E	44
S	30
SE	58
SW	63
XSW	85
XS	84
W	72
XW	27

### Annual Comparison - Average Days on Market

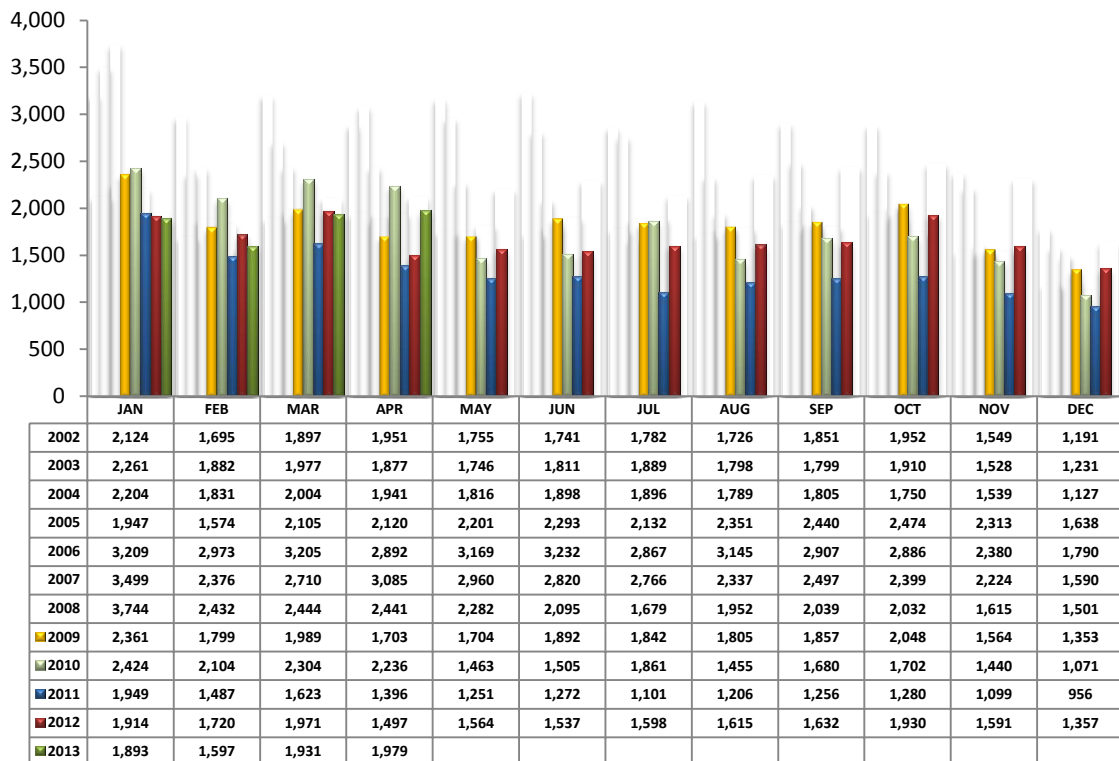


### Average Days on Market/Listing Breakdown



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**New Listings - April 2013**



Area	# of Listings
N	211
NE	111
NW	491
XNE	6
XNW	26
C	264
E	150
S	113
SE	154
SW	123
XSW	75
XS	131
W	112
XW	12

\*Includes properties that were re-listed

\*\*Beginning April 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.
July 2012	165	248	54
Aug 2012	152	330	68
Sept 2012	145	302	50
Oct 2012	120	325	57
Nov 2012	101	264	42
Dec 2012	286	274	0
Jan 2013	150	372	73
Feb 2013	116	258	60
March 2013	149	281	51
April 2013	183	322	44

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