

**For Immediate  
Release:**

**March 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 February 2013**

Below are some highlights from the February Residential Sales Statistics:

- Total Sales Volume increased 10% this month, going from \$161,222,377 in January to \$177,344,784 in February.
- The Average Sales Price increased 2.25% in February, from \$182,378 in January to \$186,482 in February.
- Average List Price for February, \$193,462 is an increase of 2.35% from January, \$189,011.
- Total Under Contract rose in February to 2,680, from 2,415 in January, showing a 10.97% increase.
- Total Unit Sales have increased 7.58% in February, from 884 in January to 951.
- The Median Sales Price in February of \$149,000 increased 2.76% from \$145,000 in January and has increased 19.2% since February 2012.
- New Listings decreased 15.64% from 1,893 in January to 1,597 in February and a 49.11% increase since February of last year.
- Total Active Listings decreased to 4,325 in February from 4,459 in January.
- Average Days on Market increased to 58 in February, an increase of 1 day since last month.
- Percentage of cash sales was 40.0% in February compared to 36.7% in January.

Sue Cartun  
2012-2013 TARMLS President



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

### Total Sales Volume

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
February	\$177,344,784	\$167,639,105	5.79%
January	\$161,222,377	\$143,708,985	12.19%
Month % Change	10.00%	16.65%	

### Total Unit Sales

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
February	951	1019	-6.67%
January	884	915	-3.39%
Month % Change	7.58%	11.37%	

### Average Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
February	\$186,482	\$164,513	13.35%
January	\$182,378	\$157,059	16.12%
Month % Change	2.25%	4.75%	

### Median Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
February	\$149,000	\$125,000	19.20%
January	\$145,000	\$125,000	16.00%
Month % Change	2.76%	0.00%	

### Average List Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
February	\$193,462	\$171,723	12.66%
January	\$189,011	\$164,112	15.17%
Month % Change	2.35%	4.64%	

### New Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
February	1,597	1,071	49.11%
January	1,893	1,195	58.41%
Month % Change	-15.64%	-10.38%	

### Total Under Contract

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
February	2,680	2,618	2.37%
January	2,415	2,398	0.71%
Month % Change	10.97%	9.17%	

### Active Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
February	4,325	4,560	-5.15%
January	4,459	4,840	-7.87%
Month % Change	-3.01%	-5.79%	

## February 2013 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%
85145	10	5	50.00%	85645	3	1	33.33%	85714	15	5	33.33%	85743	134	35	26.12%
85321	2	0	0.00%	85648	1	0	0.00%	85715	99	21	21.21%	85745	121	28	23.14%
85601	5	0	0.00%	85653	80	24	30.00%	85716	92	25	27.17%	85746	54	17	31.48%
85602	3	0	0.00%	85658	177	31	17.51%	85718	239	35	14.64%	85747	77	30	38.96%
85611	3	0	0.00%	85701	24	1	4.17%	85719	71	11	15.49%	85748	61	28	45.90%
85614	336	39	11.61%	85704	132	33	25.00%	85730	92	37	40.22%	85749	125	25	20.00%
85616	0	0	0.00%	85705	69	17	24.64%	85735	63	9	14.29%	85750	248	47	18.95%
85619	22	0	0.00%	85706	53	19	35.85%	85736	45	4	8.89%	85755	207	35	16.91%
85622	96	9	9.38%	85710	168	58	34.52%	85737	173	34	19.65%	85756	43	25	58.14%
85623	0	0	0.00%	85711	95	25	26.32%	85739	274	28	10.22%	85757	29	16	55.17%
85629	144	27	18.75%	85712	99	27	27.27%	85741	53	38	71.70%				
85641	146	42	28.77%	85713	221	31	14.03%	85742	116	29	25.00%				

#### NOTE:

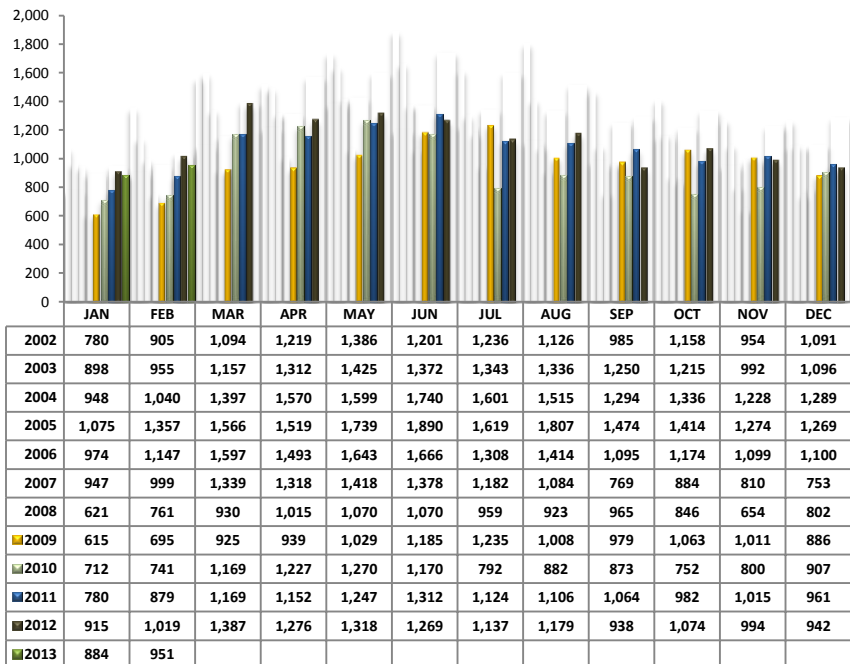
83554- 1 active listing, 85637- 3 active listings, 85717- 1 active listing

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	44	16	2	8	70	16	N	526	1-30 Days	442
\$30,000 to \$39,999	69	28	15	20	132	34	NE	231	31-60 Days	181
\$40,000 to \$49,999	98	22	22	15	157	31	NW	1199	61-90 Days	125
\$50,000 to \$59,999	121	47	18	15	201	27	XNE	22	91-120 Days	92
\$60,000 to \$69,999	120	68	27	34	249	24	XNW	65	121-180 Days	63
\$70,000 to \$79,999	123	72	26	29	250	32	C	457	Over 180 Days	47
\$80,000 to \$89,999	124	74	32	20	250	30	E	231	<b>Avg. Days on Market</b>	
\$90,000 to \$99,999	120	82	34	25	261	53	S	140	58	
\$100,000 to \$119,999	257	177	64	52	550	81	SE	237	<b>Avg. Sold Price</b>	
\$120,000 to \$139,999	275	183	60	56	574	102	SW	261	\$186,482	
\$140,000 to \$159,999	253	166	55	37	511	91	XSW	354	<b>Median Sale Price</b>	
\$160,000 to \$179,999	259	140	26	49	474	91	XS	378	\$149,000	
\$180,000 to \$199,999	261	98	21	38	418	54	W	180	<b>New Listings</b>	
\$200,000 to \$249,999	498	155	23	60	736	103	XW	44	1,597	
\$250,000 to \$299,999	430	114	15	38	597	46	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>	
\$300,000 to \$399,999	462	103	5	42	612	77	N	90	\$33,198,245	
\$400,000 to \$499,999	219	47	2	22	290	27	NE	46	\$12,819,800	
\$500,000 to \$749,999	280	38	1	21	340	18	NW	259	\$58,171,208	
\$750,000 to \$999,999	133	8	0	3	144	7	XNE	0	\$0	
\$1,000,000 and over	179	7	0	3	189	7	XNW	17	\$1,867,935	
							C	100	\$13,159,593	
							E	86	\$11,605,633	
							S	57	\$4,807,392	
							SE	90	\$14,040,015	
							SW	54	\$5,413,040	
							XSW	42	\$4,903,197	
							XS	60	\$10,277,375	
							W	40	\$6,439,857	
							XW	10	\$641,494	
<b>Totals</b>	<b>4,325</b>	<b>1,645</b>	<b>448</b>	<b>587</b>	<b>7,005</b>	<b>951</b>				
									<b>Total Volume</b>	\$177,344,784
	<b>Feb-13</b>	<b>Feb-12</b>	<b>% Change</b>	<b>YTD 2013</b>	<b>YTD 2012</b>	<b>% Change</b>				
<b>Home Sales Volume</b>	\$177,344,784	\$167,639,105	5.79%	\$338,567,161	\$311,348,090	8.74%				
<b>Home Sales Units</b>	951	1,019	-6.67%	1,835	1,934	-5.12%				
<b>Average Sales Price (All Residential)</b>	\$186,482	\$164,513	13.35%	\$184,430	\$160,786	14.71%				
<b>Median Sales Price</b>	\$149,000	\$125,000	19.20%	\$147,000	\$125,000	17.60%				
<b>Average Days on Market:</b>	58	77	-24.68%	58	79	-26.58%				
<b>Average List Price for Solds:</b>	\$193,462	\$171,723	12.66%	\$191,237	\$167,918	13.89%				
<b>SP/LP %</b>	96.39%	95.80%		96.44%	95.75%					
<b>Total Under Contract</b>	2,680	2,618	2.37%							
<b>Active Listings</b>	4,325	4,560	-5.15%							
<b>New Listings</b>	1,597	1,071	49.11%							

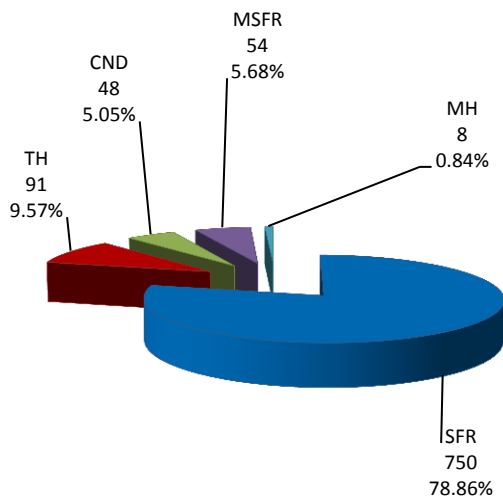
Types of Financing	Totals
FHA	155
VA	72
Other	21
Cash	376
Convention	318
Cash/Loan	1
Carryback	8

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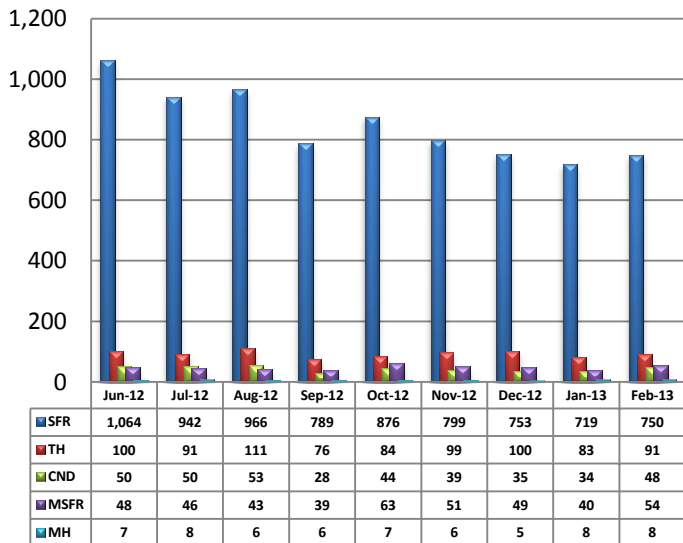
**Total Unit Sales – February 2013**



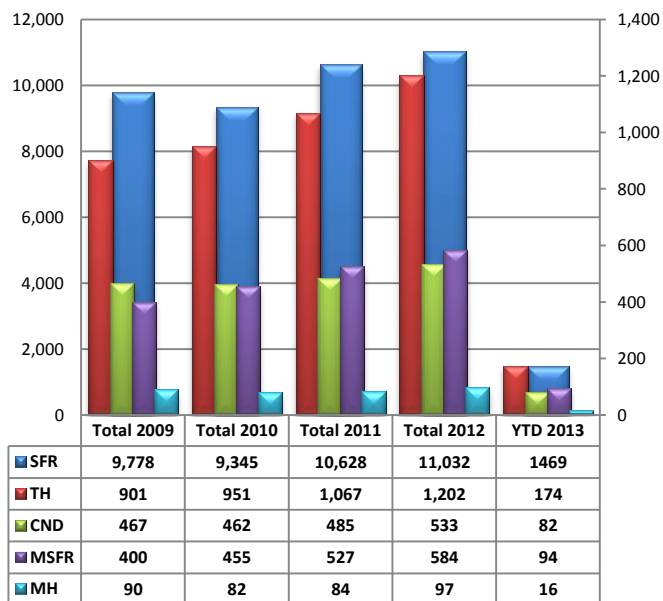
**Unit Sales – Breakdown by Type**



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

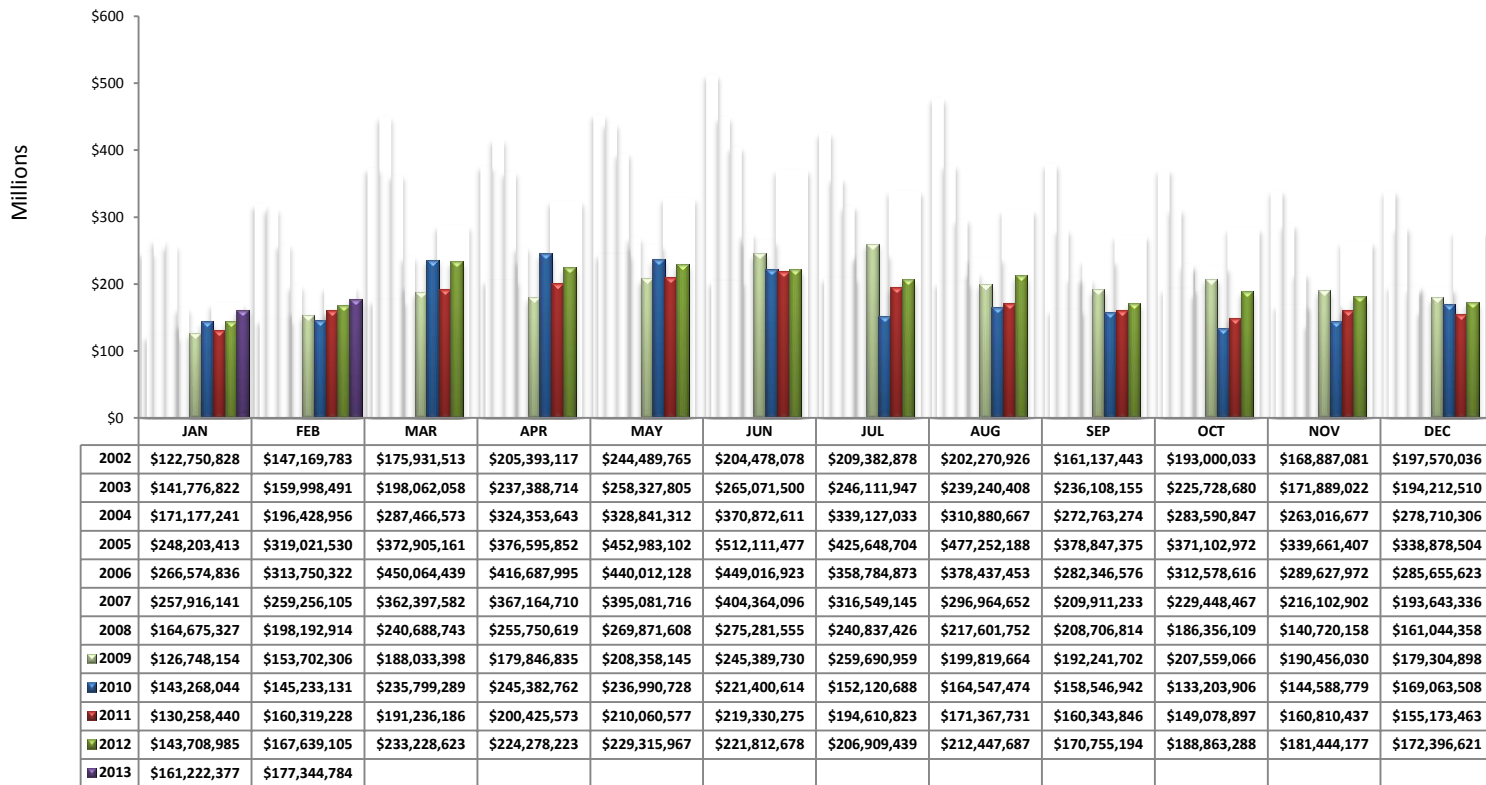


**YTD Annual Comparison – Breakdown by Type**

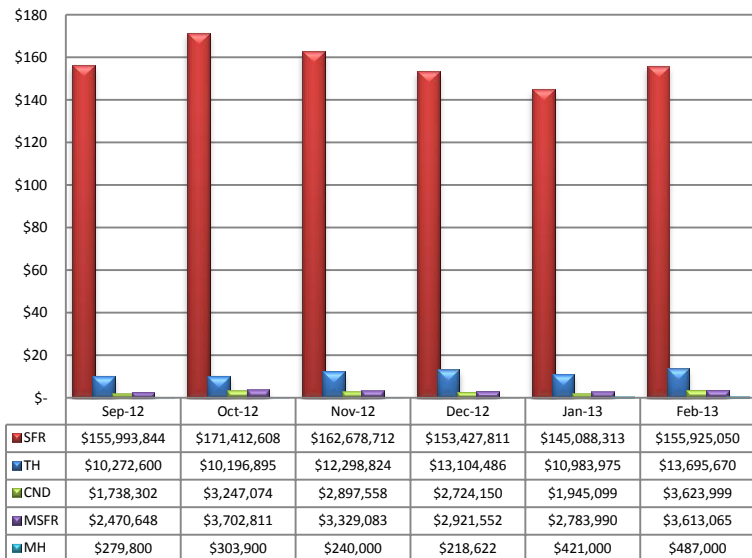


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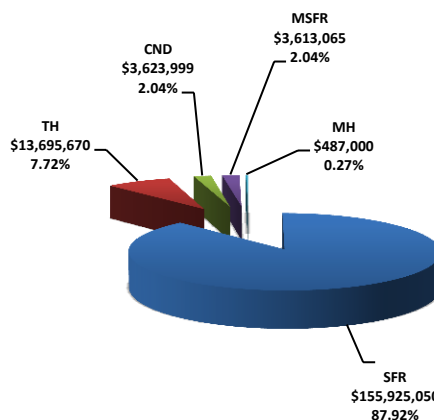
**Total Sales Volume - February 2013**



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

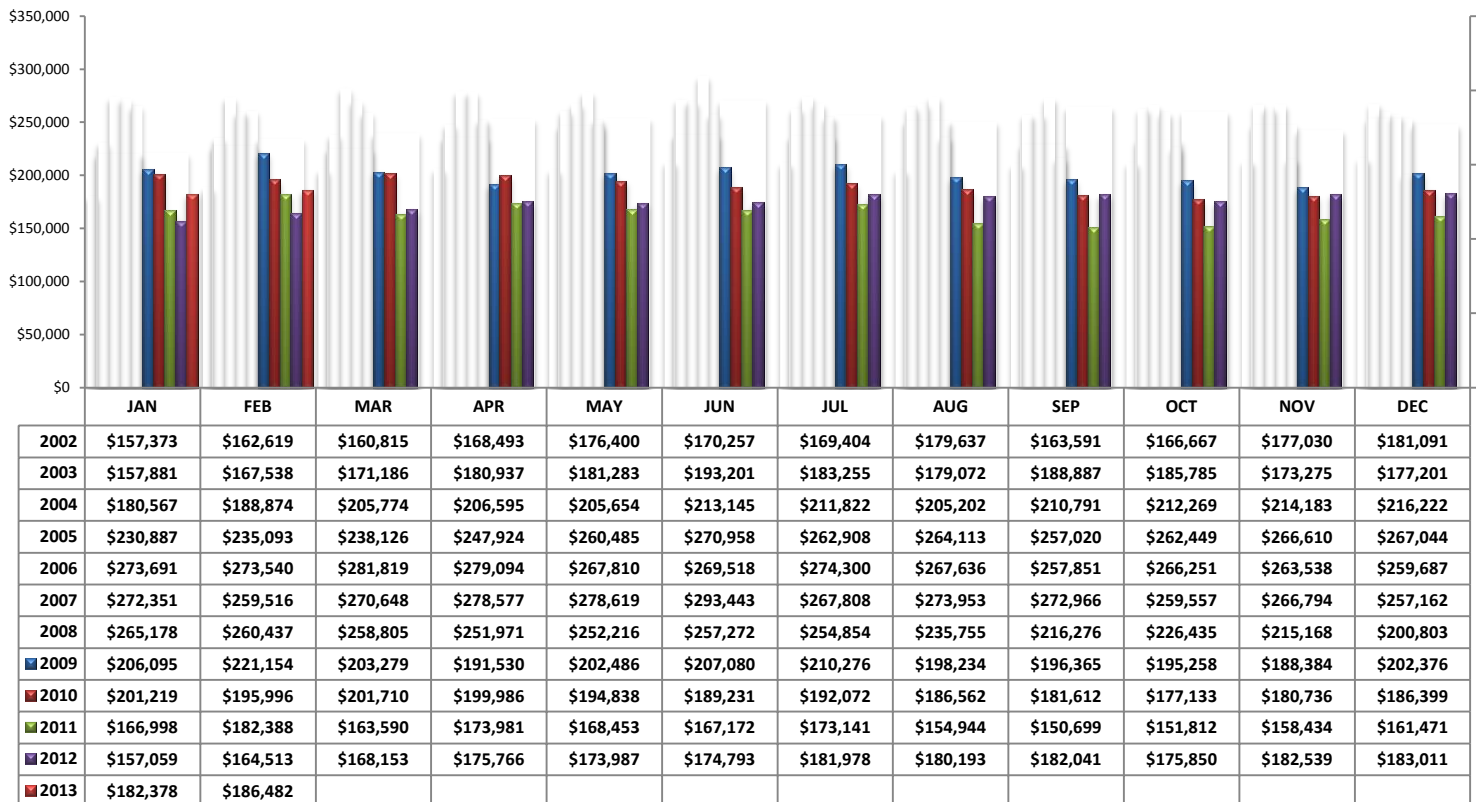


**Monthly Volume by Type**

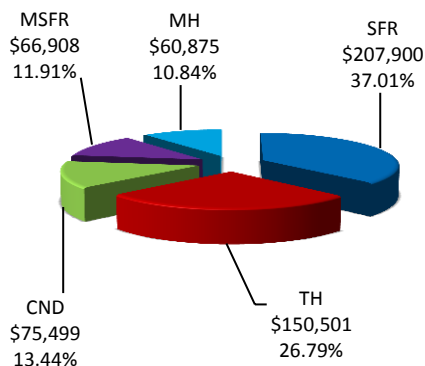


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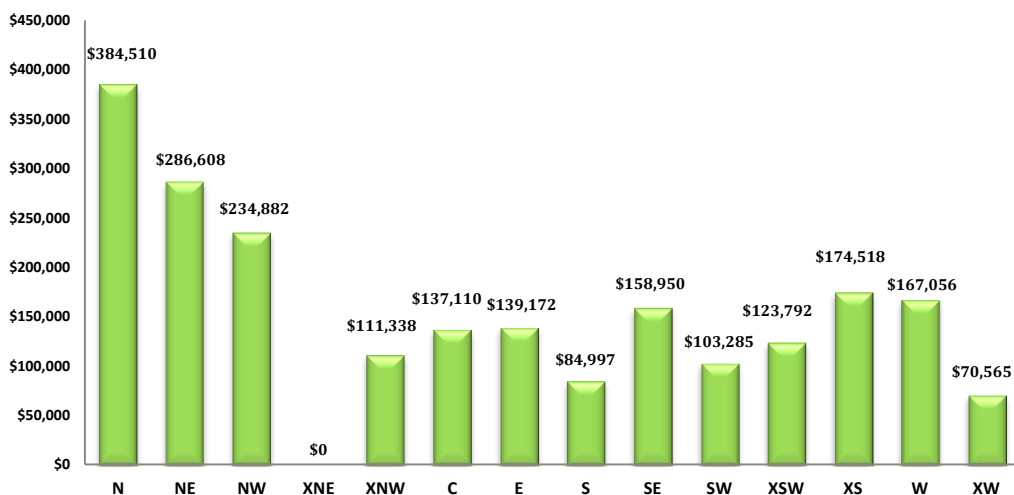
**Average Sales Price – February 2013**



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

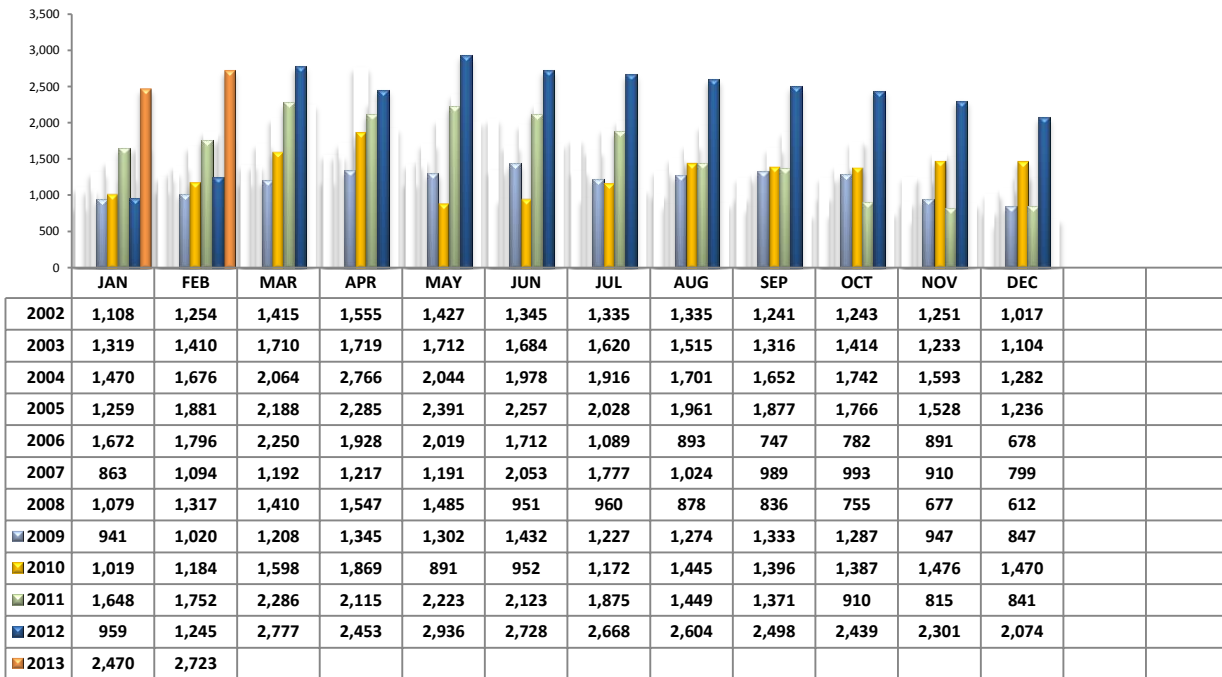


**Average "Listing" Price per Area – February 2013**

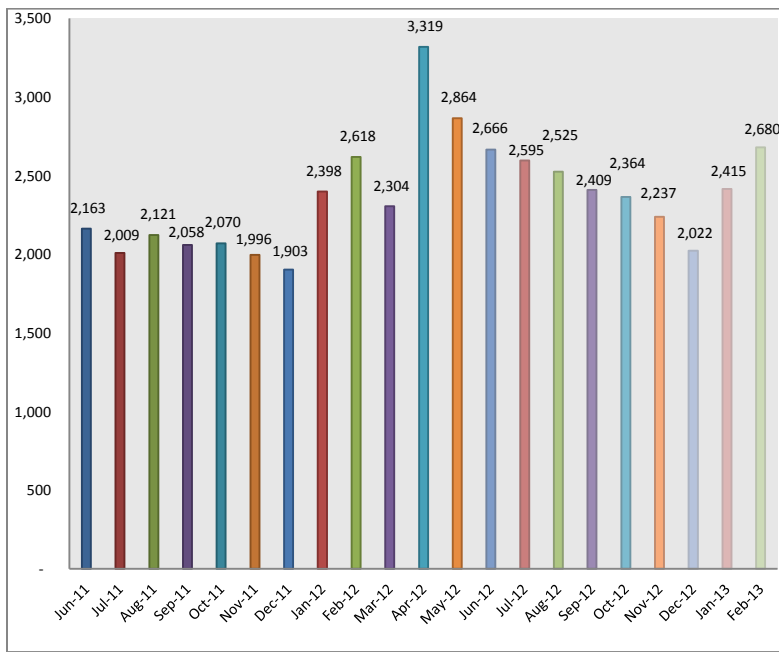


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**Newly Under Contract During The Month**

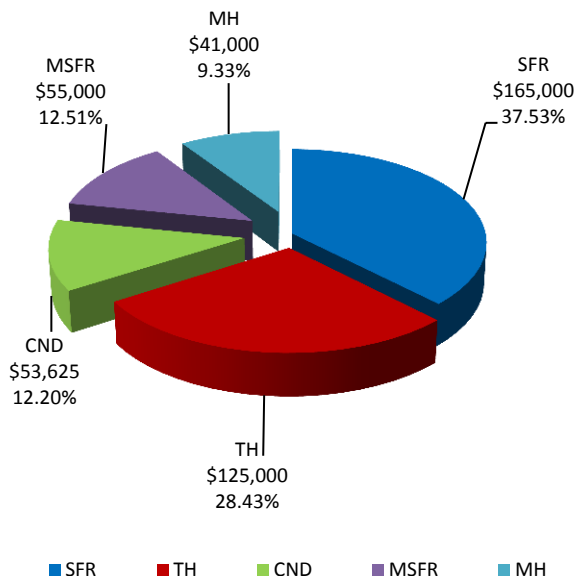


**Total Listings Still Under Contract At The End of The Month**



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### Median Sale Price - by Type



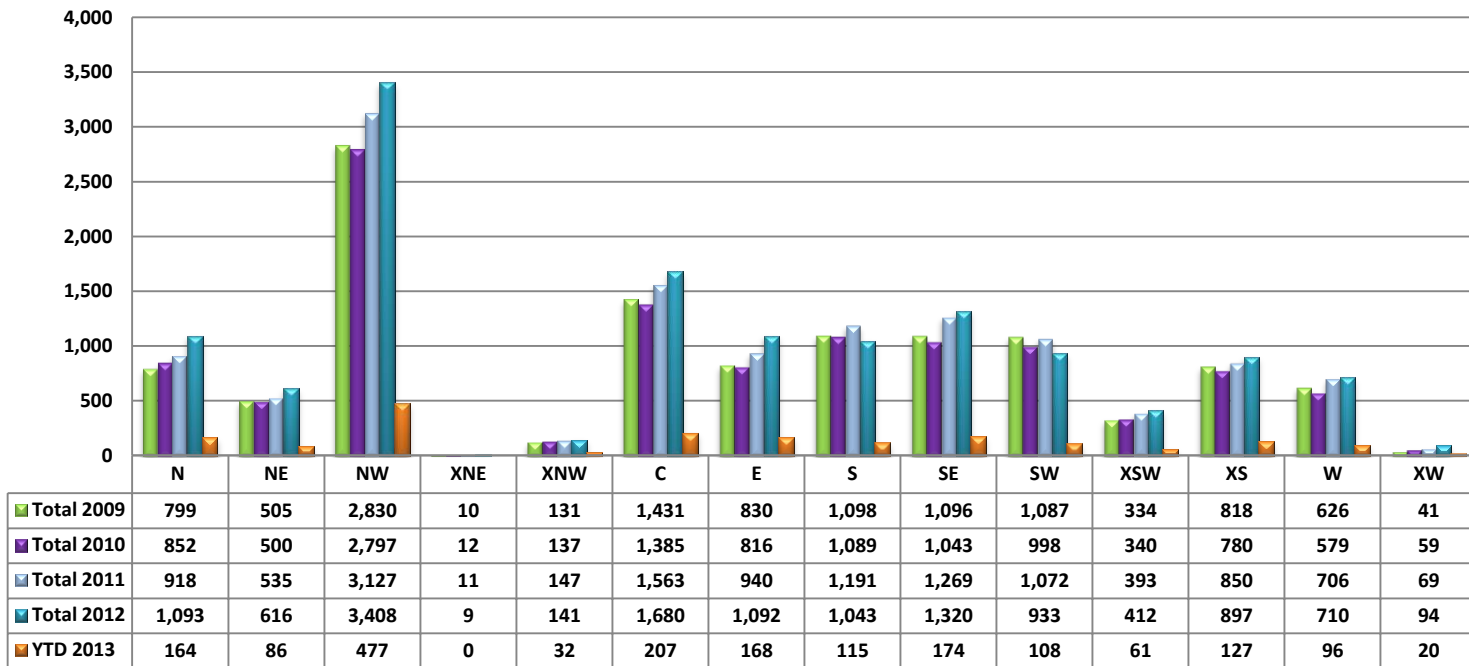
### Median Sale Price - February 2013



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



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

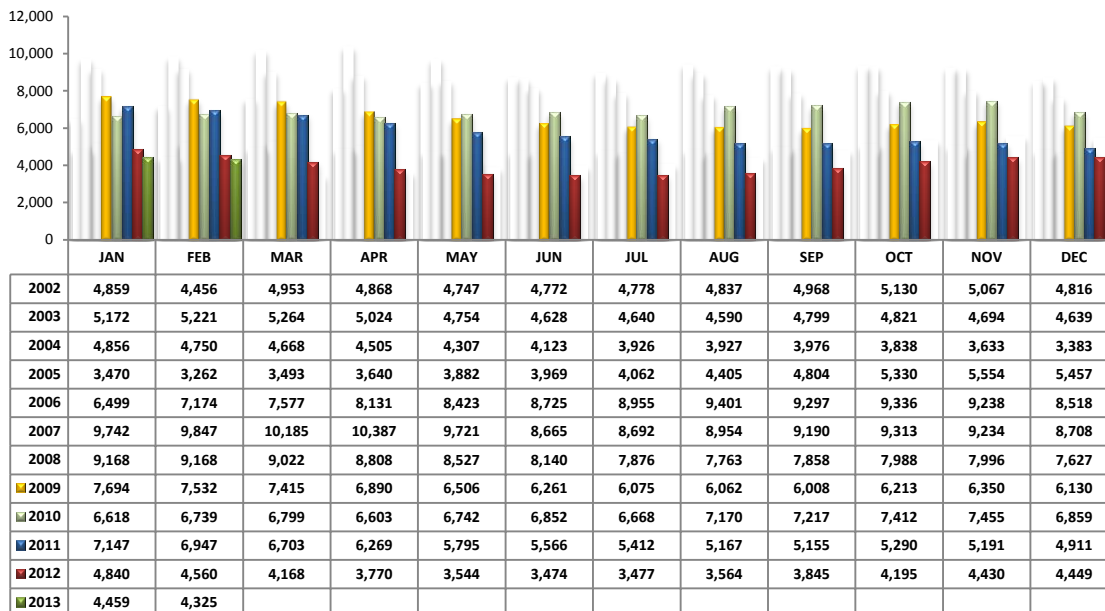
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$228,983	\$323,348	\$555,311	\$791,333	\$368,869
NE	\$105,675	\$218,539	\$358,276	\$640,000	\$278,691
NW	\$181,574	\$218,390	\$257,243	\$293,988	\$224,599
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$149,500	\$100,510	\$105,921	\$172,900	\$109,878
C	\$84,234	\$149,897	\$171,491	\$320,000	\$131,595
E	\$78,333	\$133,306	\$179,106	\$189,633	\$134,949
S	\$61,692	\$82,356	\$107,874	\$178,500	\$84,340
SE	\$90,496	\$140,795	\$184,603	\$284,547	\$156,000
SW	\$76,017	\$93,400	\$122,203	\$209,433	\$100,241
XSW	\$120,665	\$110,272	\$90,250	\$0	\$116,742
XS	\$189,918	\$139,623	\$216,543	\$168,627	\$171,289
W	\$75,500	\$136,602	\$272,740	\$362,000	\$160,996
XW	\$41,000	\$90,475	\$52,198	\$0	\$64,149

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

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	28	36	23	3	90
NE	4	23	17	2	46
NW	59	115	72	13	259
XNE	0	0	0	0	0
XNW	1	8	7	1	17
C	37	49	12	2	100
E	18	44	21	3	86
S	14	30	12	1	57
SE	6	55	25	4	90
SW	17	23	11	3	54
XSW	30	10	2	0	42
XS	11	29	16	4	60
W	10	19	10	1	40
XW	3	4	3	0	10

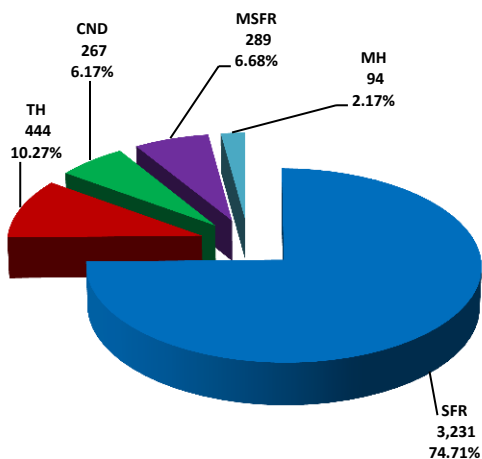
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### Active Listings

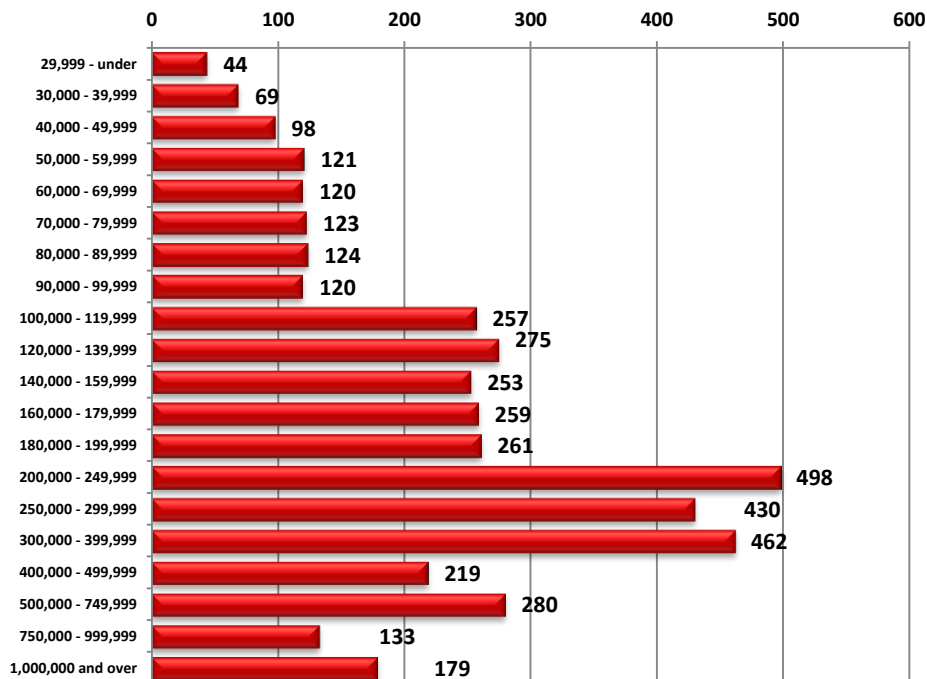


Area	# of Listings
N	526
NE	231
NW	1199
XNE	22
XNW	65
C	457
E	231
S	140
SE	237
SW	261
XSW	354
XS	378
W	180
XW	44

### Active Listings Unit Breakdown

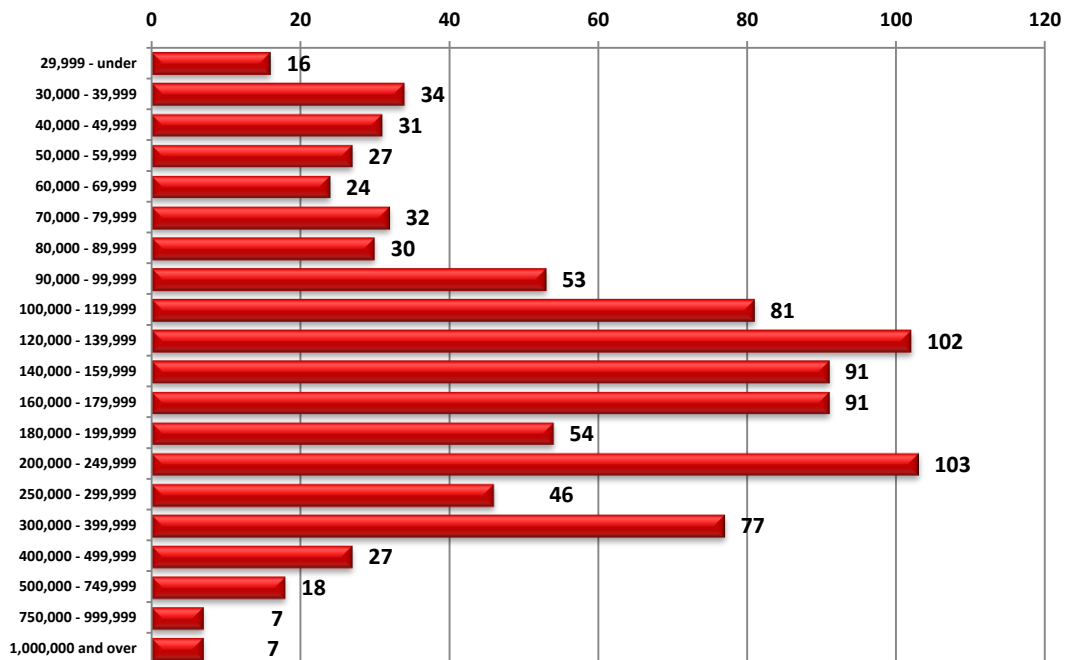


### Active Listings Price Breakdown



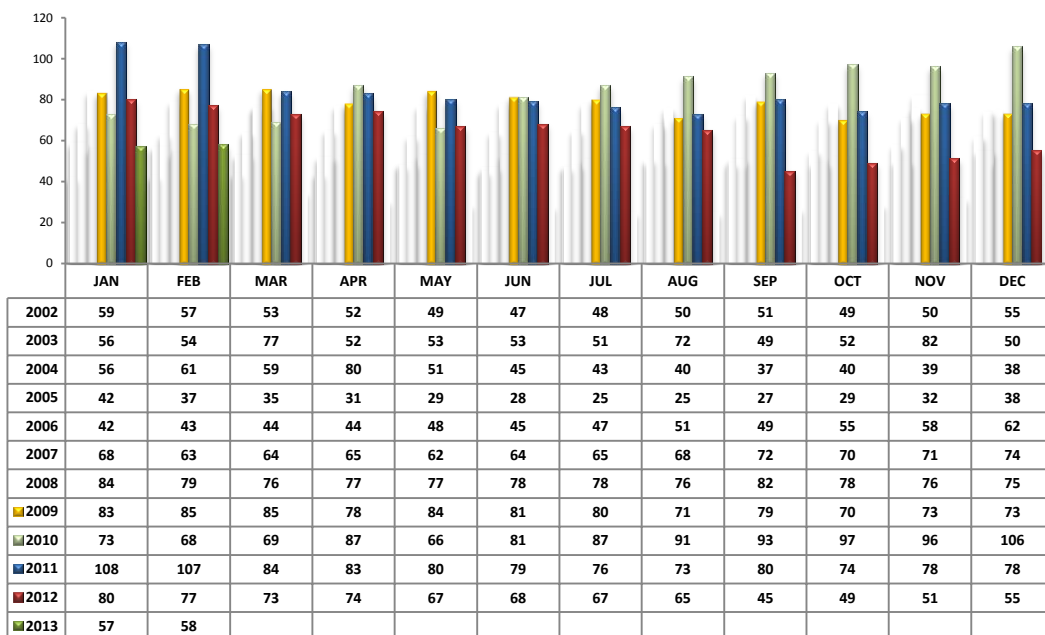
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**Sold Price Breakdown**



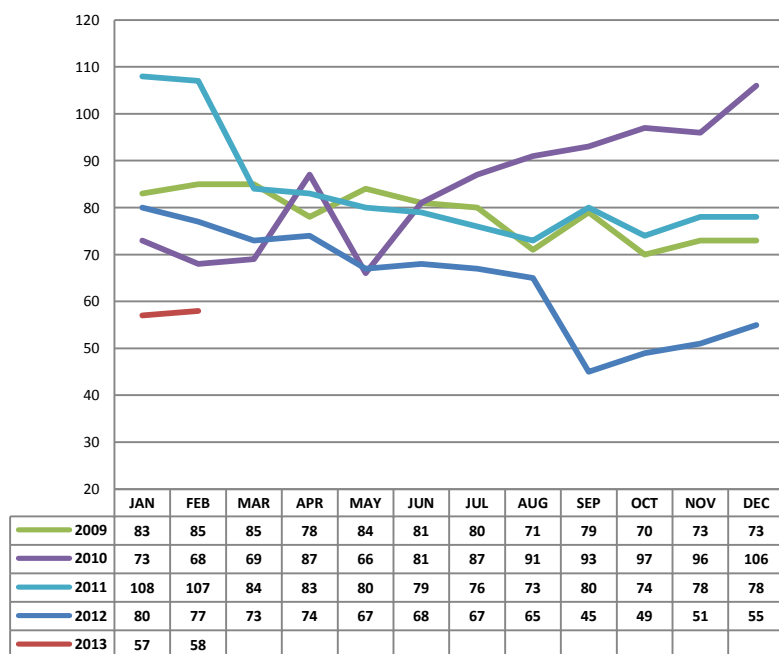
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**Average Days on Market/Listing – February 2013**

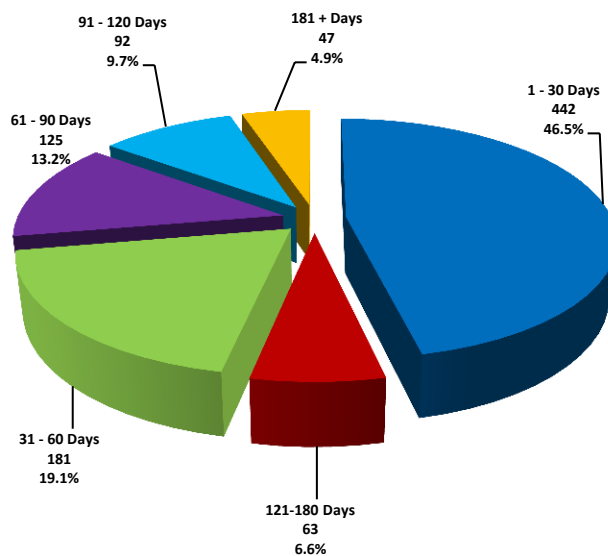


Area	Avg. DOM
N	51
NE	58
NW	64
XNE	0
XNW	37
C	64
E	50
S	31
SE	54
SW	68
XSW	101
XS	45
W	56
XW	67

**Annual Comparison - Average Days on Market**

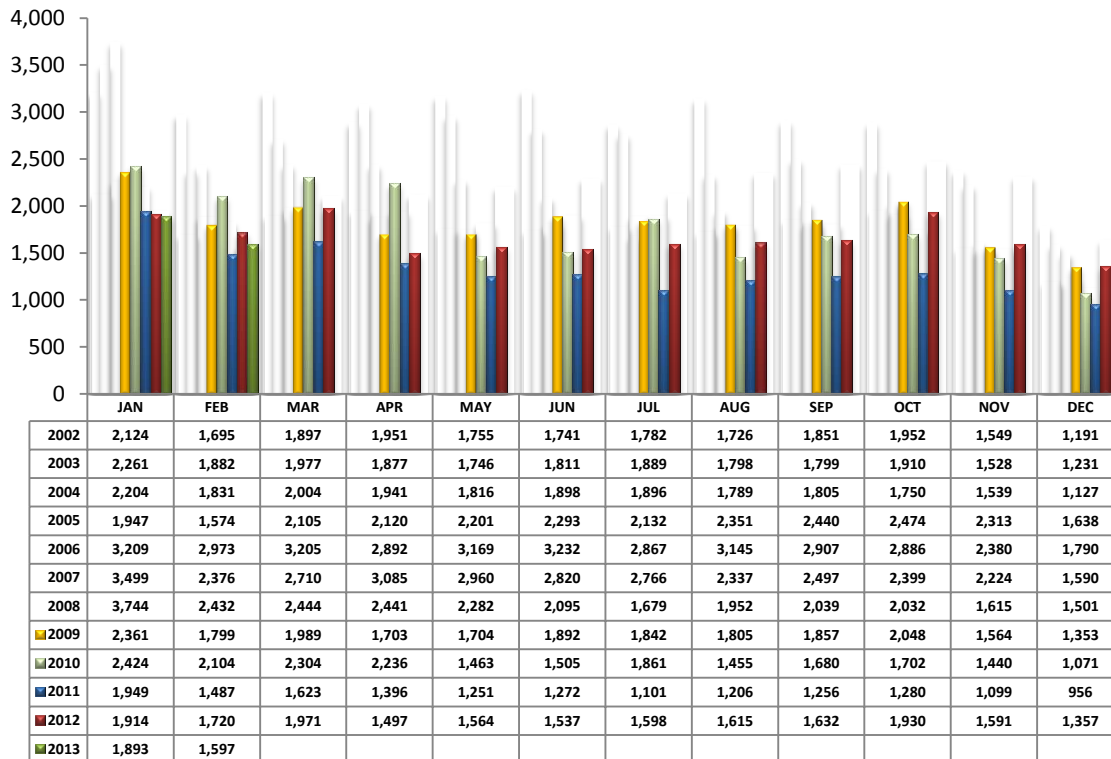


**Average Days on Market/Listing Breakdown**



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**New Listings – February 2013**



Area	# of Listings
N	178
NE	93
NW	437
XNE	2
XNW	24
C	207
E	106
S	86
SE	112
SW	87
XSW	87
XS	100
W	68
XW	10

\*Includes properties that were re-listed

\*\*Beginning February 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.
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
Nov 2012	101	264	42
Dec 2012	286	274	0
Jan 2013	150	372	73
Feb 2013	116	258	60

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