

**For Immediate
Release:**

July 10, 2013

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics June 2013

Below are some highlights from the June Residential Sales Statistics:

- Total Sales Volume of \$274,731,163, is an increase of 0.54% from May's number of \$273,255,331 and a 23.86% increase over June 2012.
- The Average Sales Price for June of \$196,376 is a 3.27% increase from May's \$190,156.
- Average List Price for June, \$202,547, is an increase of 3.07% from May's \$196,508, and an increase of 12% from June 2012's Average List Price of \$180,851.
- Total Under Contract, 2,342, is down this month, resulting in a 13.32% decrease from 2,702 in May.
- Total Unit Sales decreased this month to 1,399 from May's number of 1,437.
- The Median Sales Price of \$160,000 for June is a 2.24% increase from May's \$156,500.
- New Listings increased 0.11% from 1,746 in May to 1,748 in June.
- Total Active Listings were 3,953, exactly the same as they were in May, and have increased 13.79% since June 2012.
- Average Days on Market decreased to 53 for June from 57 in May.
- Conventional loan sales accounted for 39% of the sales, continuing to exceed Cash sales of 28%.

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.

June 2013 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
June	\$274,731,163	\$221,812,678	23.86%
May	\$273,255,331	\$229,315,967	19.16%
Month % Change	0.54%	-3.27%	

Total Unit Sales

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
June	1,399	1,269	10.24%
May	1,437	1,318	9.03%
Month % Change	-2.64%	-3.72%	

Average Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
June	\$196,376	\$174,793	12.35%
May	\$190,156	\$173,987	9.29%
Month % Change	3.27%	0.46%	

Median Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
June	\$160,000	\$140,000	14.29%
May	\$156,500	\$140,000	11.79%
Month % Change	2.24%	0.00%	

Average List Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
June	\$202,547	\$180,851	12.00%
May	\$196,508	\$180,905	8.62%
Month % Change	3.07%	-0.03%	

New Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
June	1,748	1,537	13.73%
May	1,746	1,564	11.64%
Month % Change	0.11%	-1.73%	

Total Under Contract

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
June	2,342	2,666	-12.15%
May	2,702	2,864	-5.66%
Month % Change	-13.32%	-6.91%	

Active Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
June	3,953	3,474	13.79%
May	3,953	3,544	11.54%
Month % Change	0.00%	-1.98%	

June 2013 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%
85145	4	5	125.00%	85645	3	0	0.00%	85714	16	11	68.75%	85742	116	49	42.24%
85321	1	0	0.00%	85648	2	0	0.00%	85715	84	30	35.71%	85743	151	65	43.05%
85601	3	0	0.00%	85653	78	31	39.74%	85716	118	42	35.59%	85745	126	48	38.10%
85602	6	1	16.67%	85658	150	26	17.33%	85718	213	60	28.17%	85746	51	36	70.59%
85611	1	0	0.00%	85701	22	5	22.73%	85719	81	39	48.15%	85747	62	53	85.48%
85614	245	45	18.37%	85704	106	46	43.40%	85730	102	50	49.02%	85748	62	21	33.87%
85616	0	0	0.00%	85705	69	28	40.58%	85734	0	0	0.00%	85749	131	26	19.85%
85619	29	1	3.45%	85706	46	36	78.26%	85735	64	13	20.31%	85750	236	58	24.58%
85622	62	15	24.19%	85710	140	66	47.14%	85736	40	6	15.00%	85755	157	50	31.85%
85623	8	0	0.00%	85711	117	46	39.32%	85737	168	48	28.57%	85756	27	31	114.81%
85629	128	56	43.75%	85712	74	43	58.11%	85739	197	40	20.30%	85757	48	22	45.83%
85641	168	63	37.50%	85713	172	39	22.67%	85741	68	49	72.06%				

NOTE:

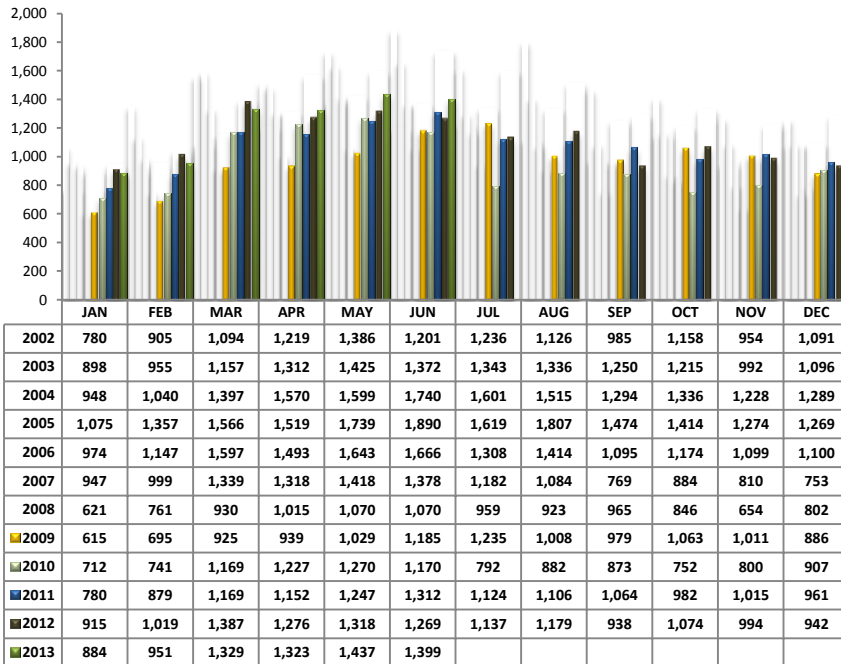
85717- 1 active listing

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	43	10	6	8	67	21	N	472	1 -30 Days	763
\$30,000 to \$39,999	54	16	14	10	94	24	NE	222	31-60 Days	231
\$40,000 to \$49,999	86	26	9	16	137	23	NW	1064	61 - 90 Days	132
\$50,000 to \$59,999	91	31	14	11	147	37	XNE	32	91-120 Days	91
\$60,000 to \$69,999	85	53	19	15	172	37	XNW	59	121 - 180 Days	102
\$70,000 to \$79,999	99	52	24	13	188	35	C	491	Over 180 Days	80
\$80,000 to \$89,999	87	70	28	10	195	55	E	207	Avg. Days on Market	
\$90,000 to \$99,999	106	72	24	20	222	34	S	120	53	
\$100,000 to \$119,999	207	132	50	32	421	131	SE	253	Avg. Sold Price	
\$120,000 to \$139,999	258	191	54	46	549	150	SW	229	\$196,376	
\$140,000 to \$159,999	223	169	48	54	494	142	XSW	265	Median Sale Price	
\$160,000 to \$179,999	239	148	28	35	450	140	XS	311	\$160,000	
\$180,000 to \$199,999	215	80	15	48	358	83	W	188	New Listings	
\$200,000 to \$249,999	524	141	20	53	738	165	XW	40	1,748	
\$250,000 to \$299,999	412	104	16	30	562	117	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	452	106	11	24	593	110	N	127	\$46,877,454	
\$400,000 to \$499,999	247	38	5	14	304	47	NE	62	\$15,788,544	
\$500,000 to \$749,999	263	39	4	9	315	33	NW	370	\$87,120,528	
\$750,000 to \$999,999	112	13	3	6	134	10	XNE	1	\$279,000	
\$1,000,000 and over	150	3	0	2	155	5	XNW	17	\$2,144,720	
							C	191	\$30,422,109	
							E	86	\$12,757,251	
							S	85	\$8,133,390	
							SE	134	\$21,987,014	
							SW	83	\$8,998,620	
							XSW	39	\$5,098,316	
							XS	116	\$21,958,041	
							W	79	\$12,449,576	
							XW	9	\$716,600	
Totals	3,953	1,494	392	456	6,295	1,399				
								Total Volume	\$274,731,163	
	June-13	June-12	% Change	YTD 2013	YTD 2012	% Change				
Home Sales Volume	\$274,731,163	\$221,812,678	23.86%	\$1,395,792,151	\$1,219,983,581	14.41%				
Home Sales Units	1,399	1,269	10.24%	7,323	7,184	1.93%				
Average Sales Price (All Residential)	\$196,376	\$174,793	12.35%	\$193,267	\$173,423	11.44%				
Median Sales Price	\$160,000	\$140,000	14.29%	\$157,316	\$137,869	14.11%				
Average Days on Market:	53	68	-22.06%	56	70	-20.00%				
Average List Price for Solds:	\$202,547	\$180,851	12.00%	\$199,540	\$179,972	10.87%				
SP/LP %	96.95%	96.65%		96.86%	96.36%					
Total Under Contract	2,342	2,666	-12.15%							
Active Listings	3,953	3,474	13.79%							
New Listings	1,748	1,537	13.73%							

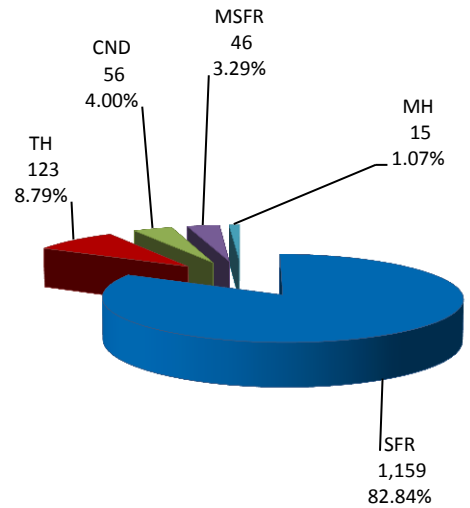
Types of Financing	Totals
FHA	273
VA	129
Other	39
Cash	393
Convention	548
Cash/Loan	3
Carryback	14

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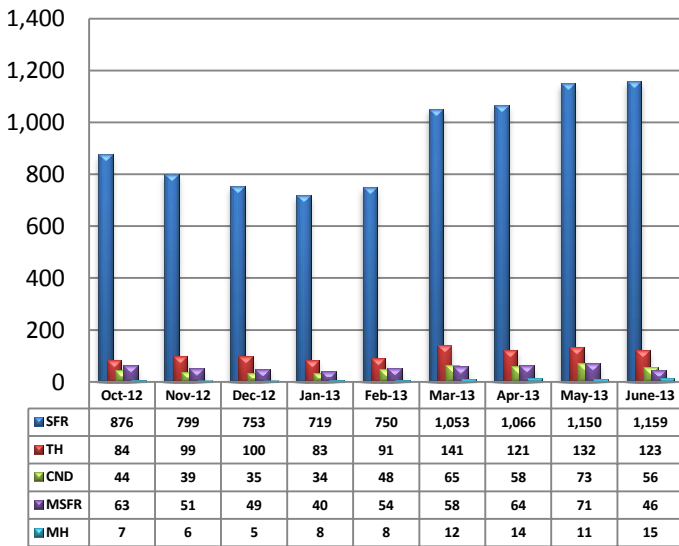
Total Unit Sales – June 2013



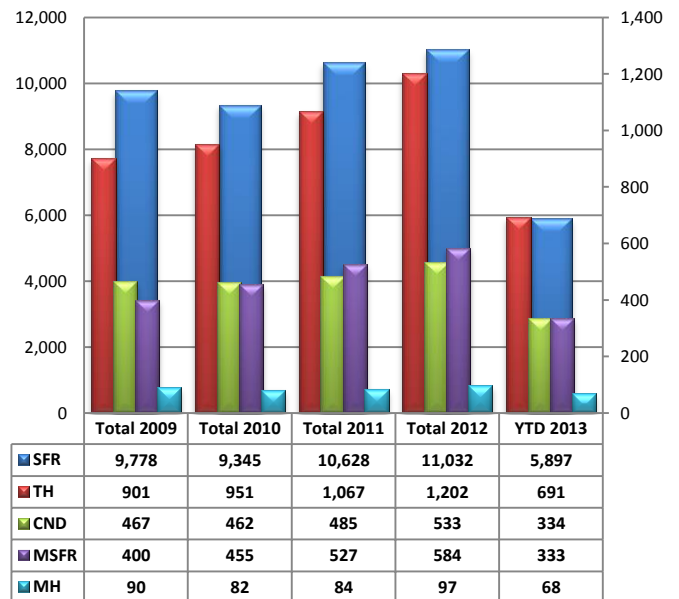
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

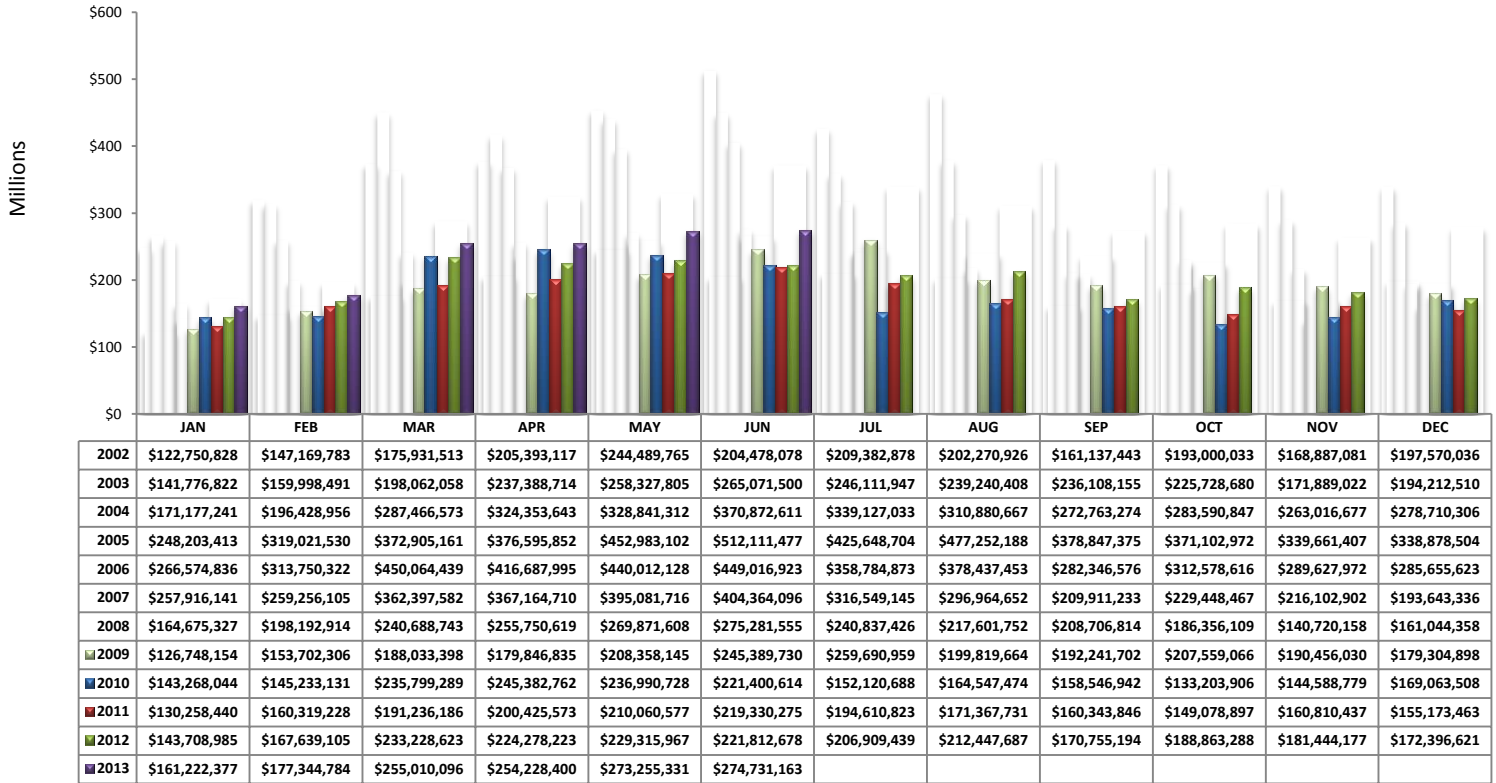


YTD Annual Comparison – Breakdown by Type

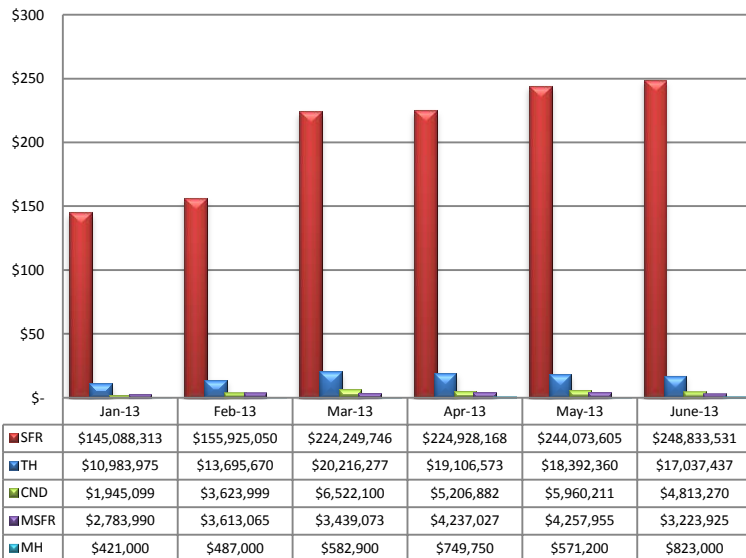


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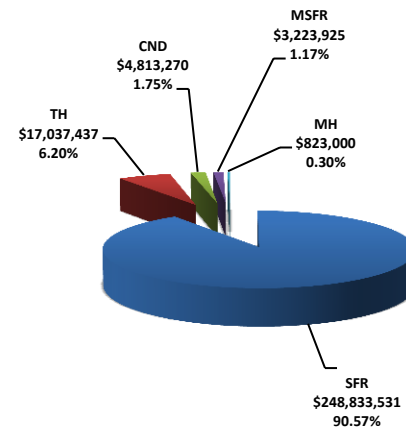
Total Sales Volume - June 2013



Total Sales Volume By Type - Monthly Comparison

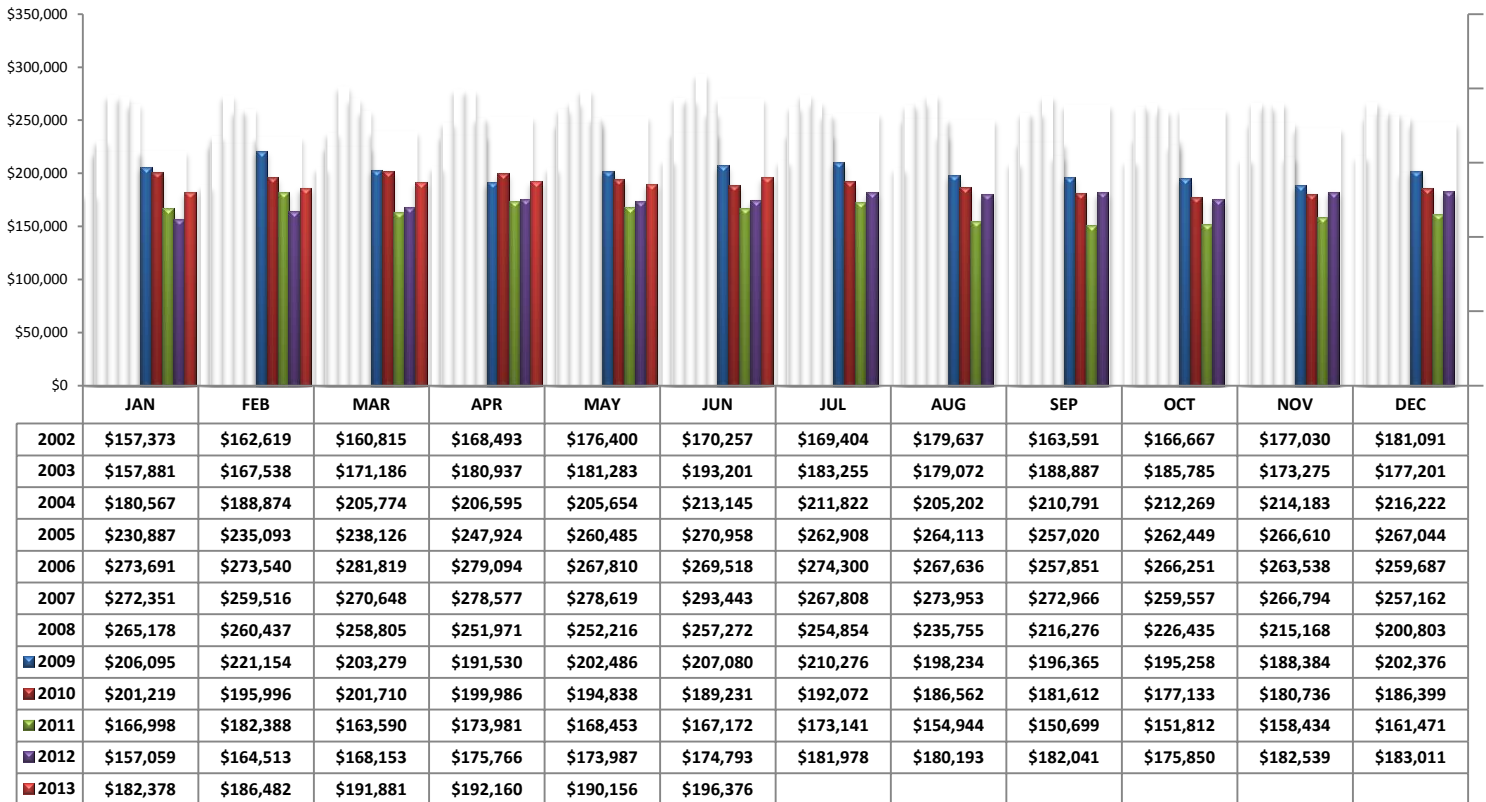


Monthly Volume by Type



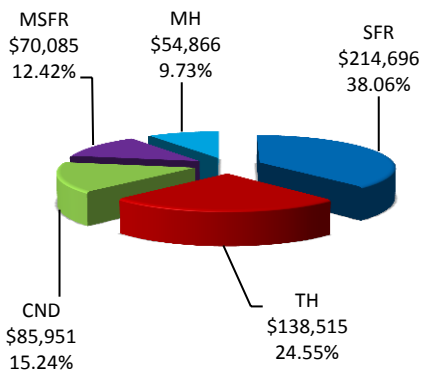
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Average Sales Price – June 2013



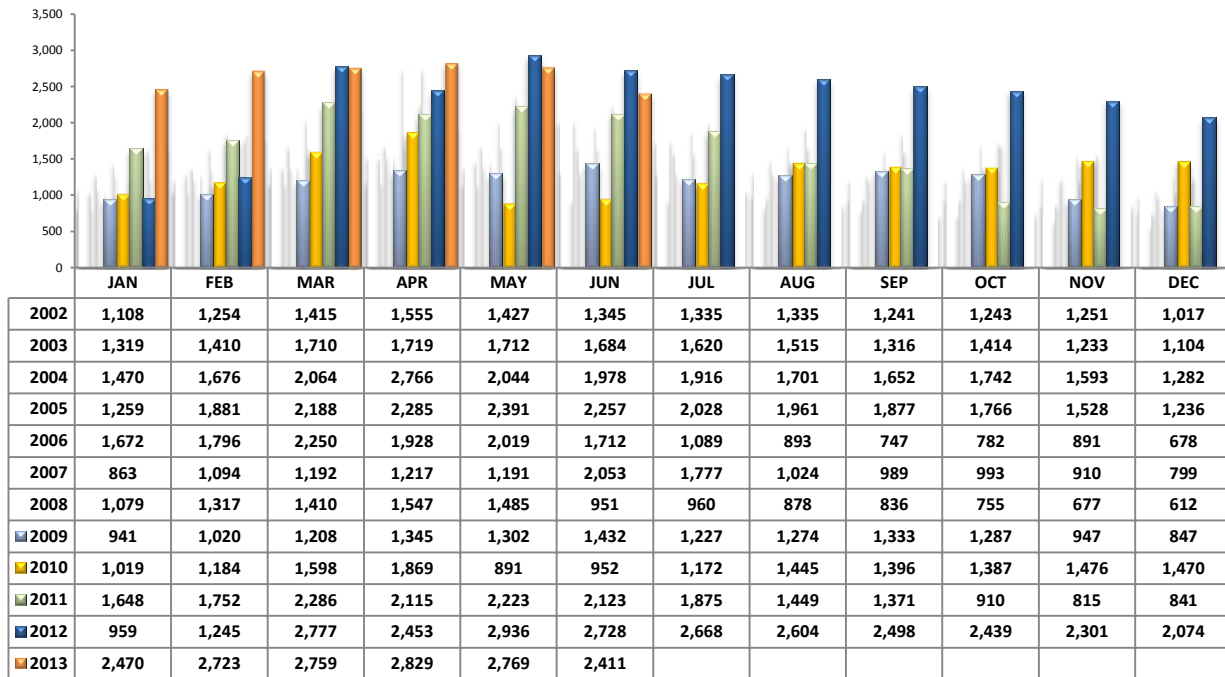
Average Sales Price by Type – June 2013

Average "Listing" Price per Area – June 2013

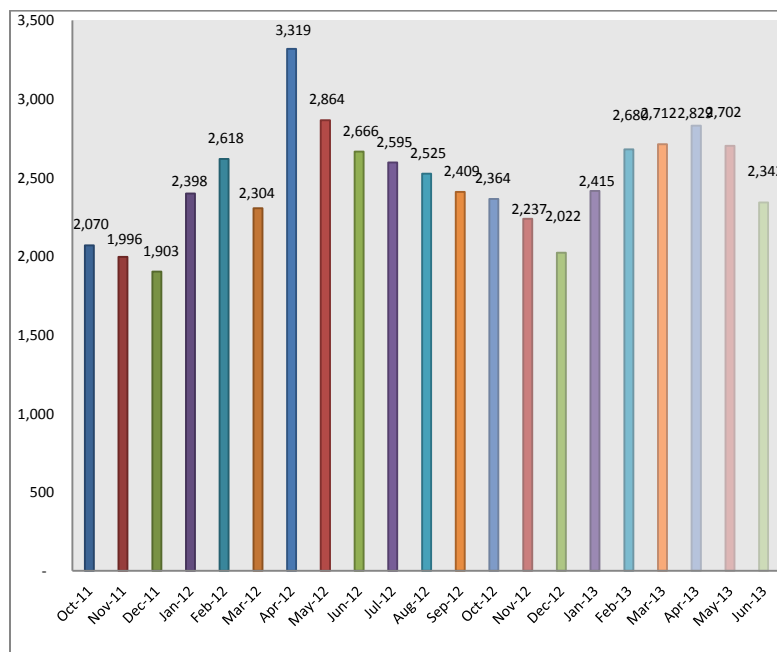


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Newly Under Contract During The Month

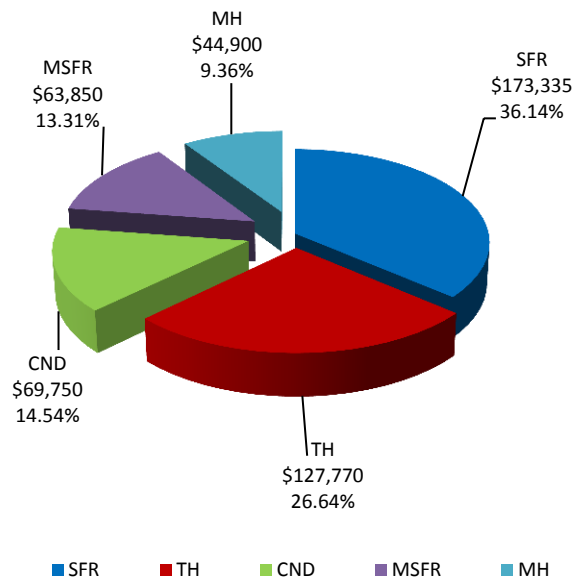


Total Listings Still Under Contract At The End of The Month

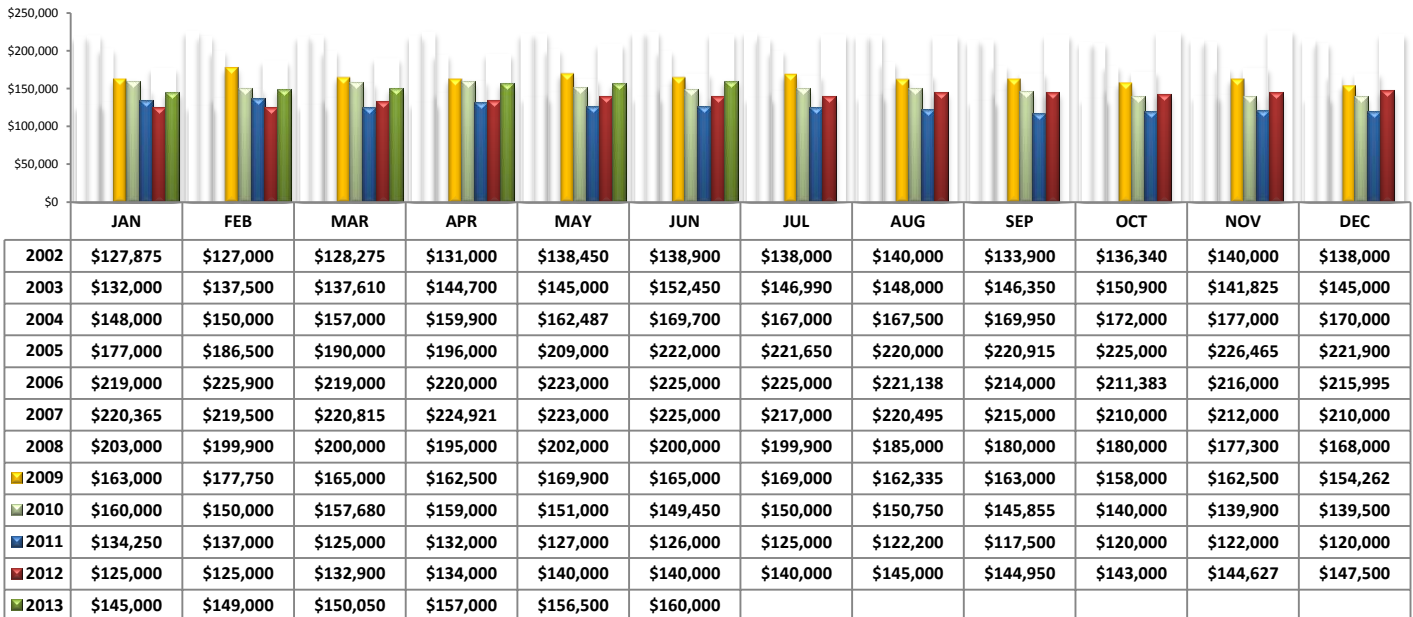


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Median Sale Price - by Type

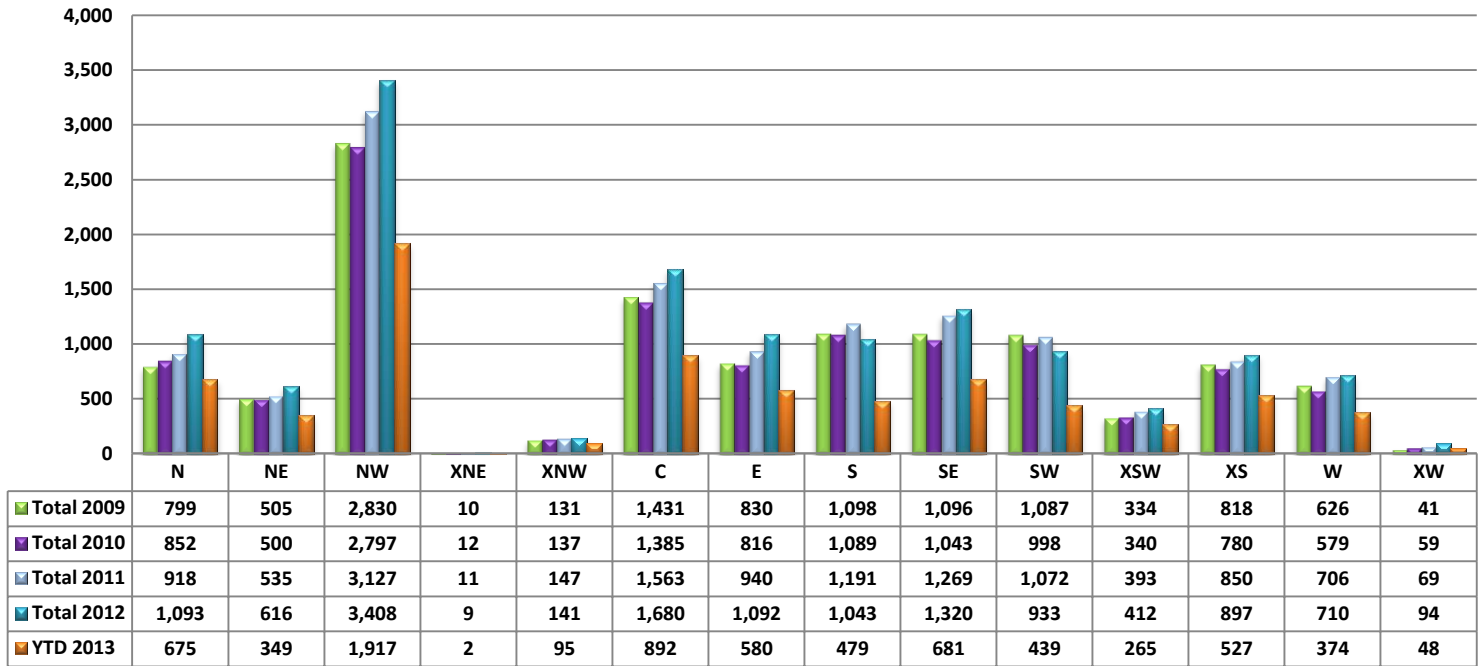


Median Sale Price - June 2013



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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

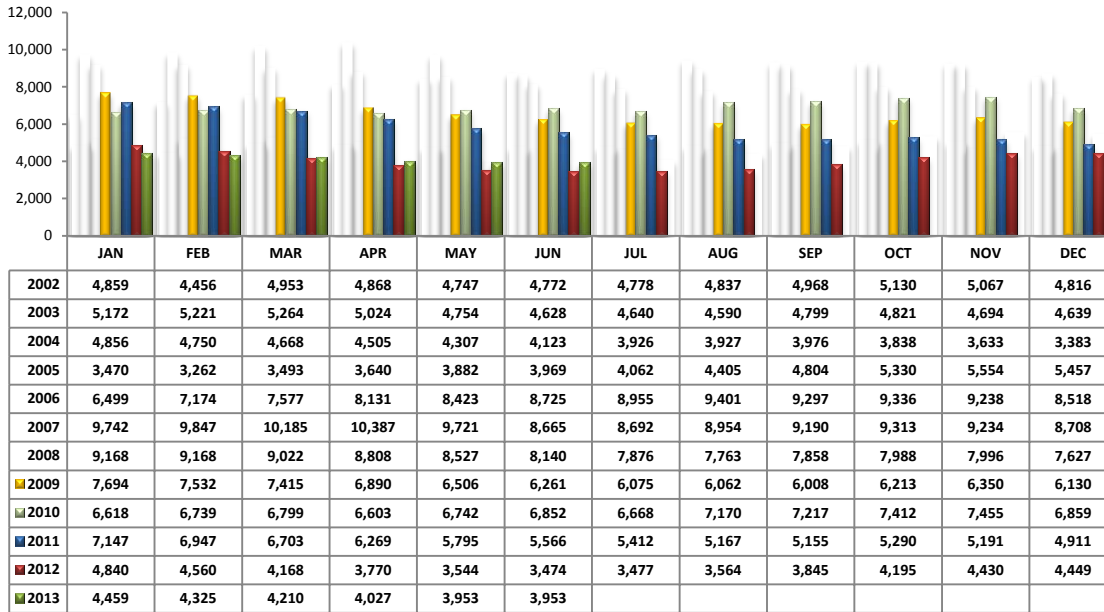
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$187,891	\$374,390	\$507,663	\$444,711	\$369,113
NE	\$82,800	\$257,945	\$351,827	\$525,675	\$254,653
NW	\$198,413	\$208,865	\$274,257	\$325,193	\$235,460
XNE	\$279,000	\$0	\$0	\$0	\$279,000
XNW	\$0	\$106,275	\$145,900	\$246,190	\$126,160
C	\$121,519	\$159,697	\$238,838	\$294,750	\$159,278
E	\$70,188	\$142,512	\$196,863	\$209,880	\$148,340
S	\$46,666	\$95,239	\$132,173	\$68,300	\$95,686
SE	\$120,439	\$153,675	\$190,249	\$252,160	\$164,082
SW	\$70,113	\$109,547	\$130,378	\$223,116	\$108,417
XSW	\$131,707	\$150,388	\$28,508	\$0	\$130,726
XS	\$162,406	\$185,313	\$202,308	\$215,142	\$189,293
W	\$83,343	\$172,996	\$260,481	\$57,700	\$157,589
XW	\$60,000	\$67,080	\$107,066	\$0	\$79,622

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	37	39	42	9	127
NE	18	20	20	4	62
NW	66	164	113	27	370
XNE	1	0	0	0	1
XNW	0	11	5	1	17
C	66	97	24	4	191
E	9	57	15	5	86
S	12	51	19	3	85
SE	14	81	32	7	134
SW	20	43	17	3	83
XSW	28	9	2	0	39
XS	22	47	34	13	116
W	24	42	12	1	79
XW	1	5	3	0	9

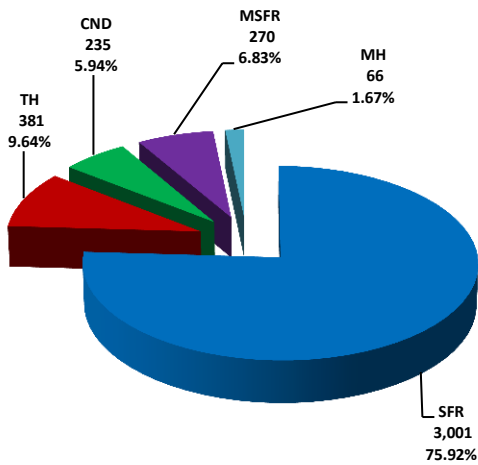
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Active Listings

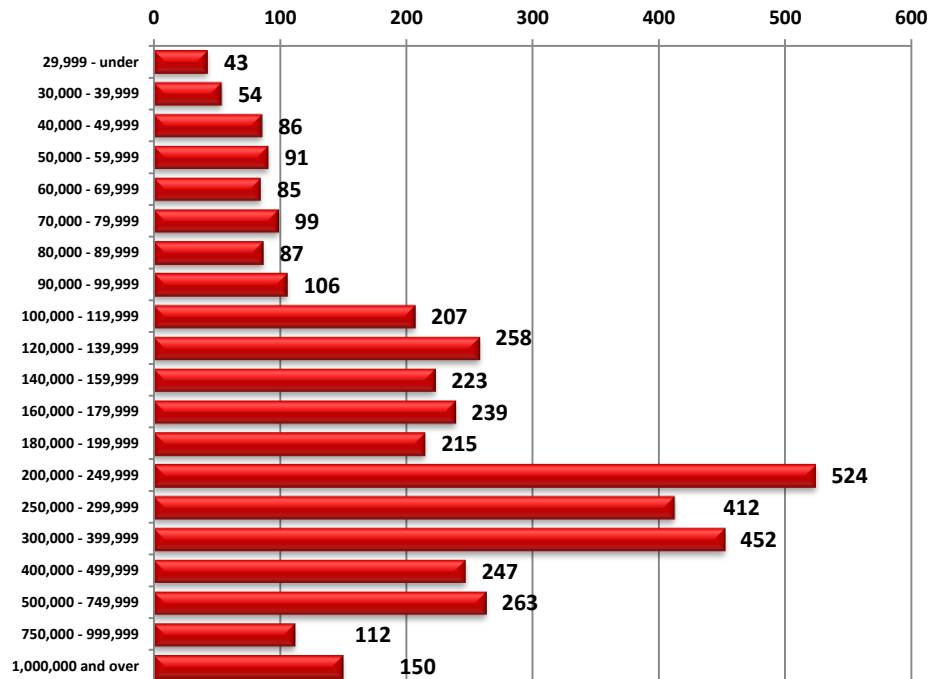


Area	# of Listings
N	472
NE	222
NW	1064
XNE	32
XNW	59
C	491
E	207
S	120
SE	253
SW	229
XSW	265
XS	311
W	188
XW	40

Active Listings Unit Breakdown

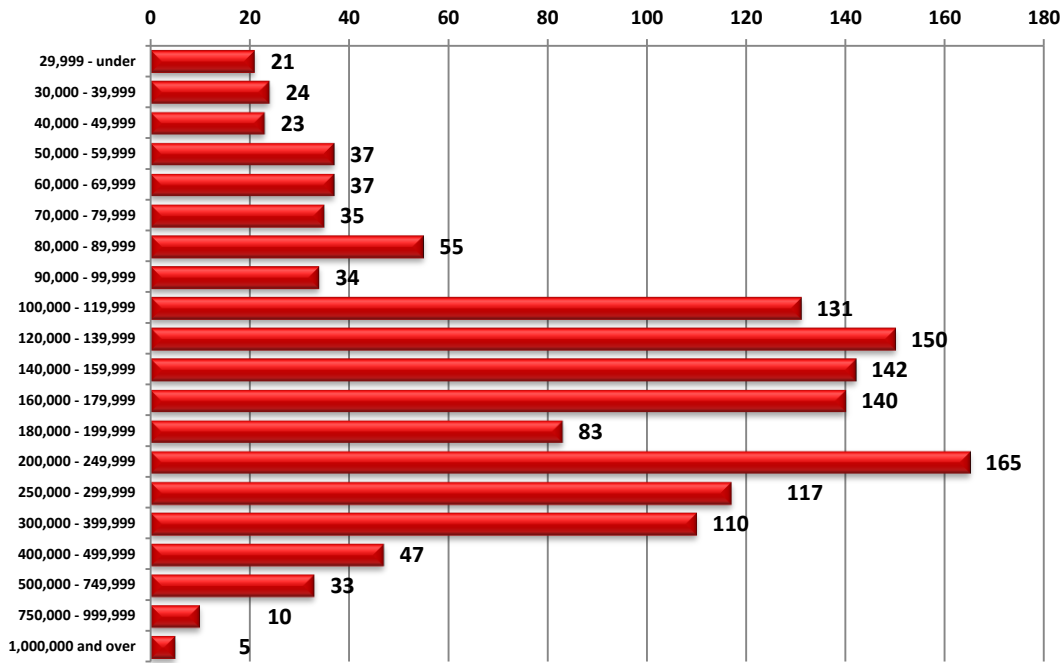


Active Listings Price Breakdown



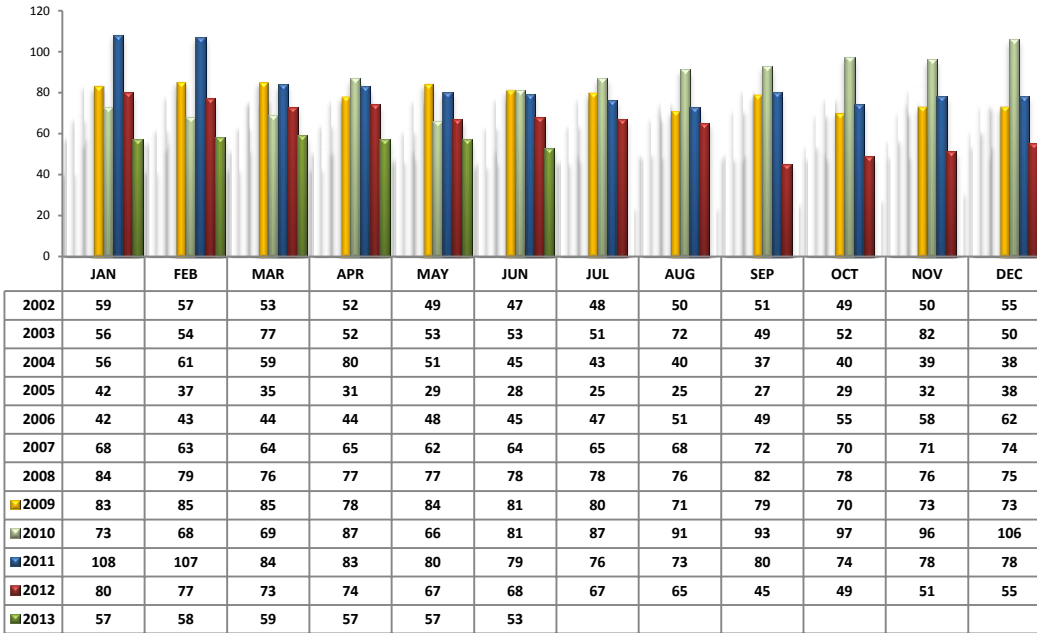
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Sold Price Breakdown



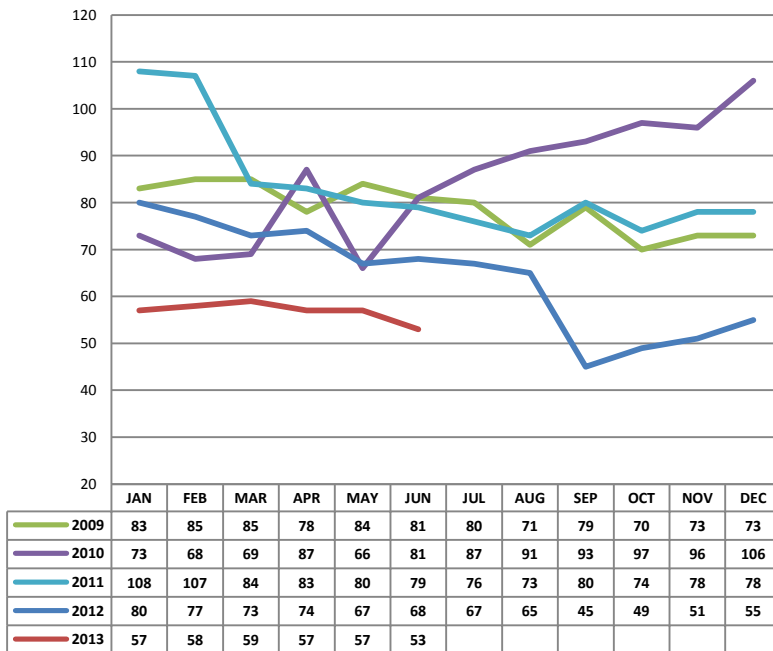
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Average Days on Market/Listing - June 2013

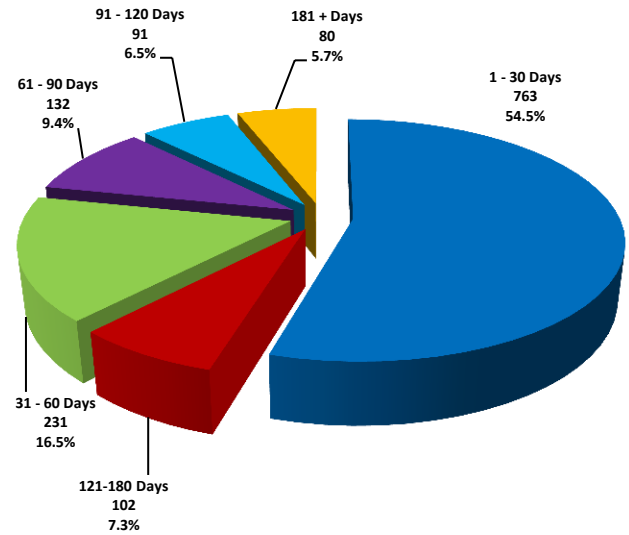


Area	Avg. DOM
N	52
NE	55
NW	61
XNE	70
XNW	58
C	41
E	36
S	23
SE	36
SW	58
XSW	104
XS	85
W	48
XW	39

Annual Comparison - Average Days on Market

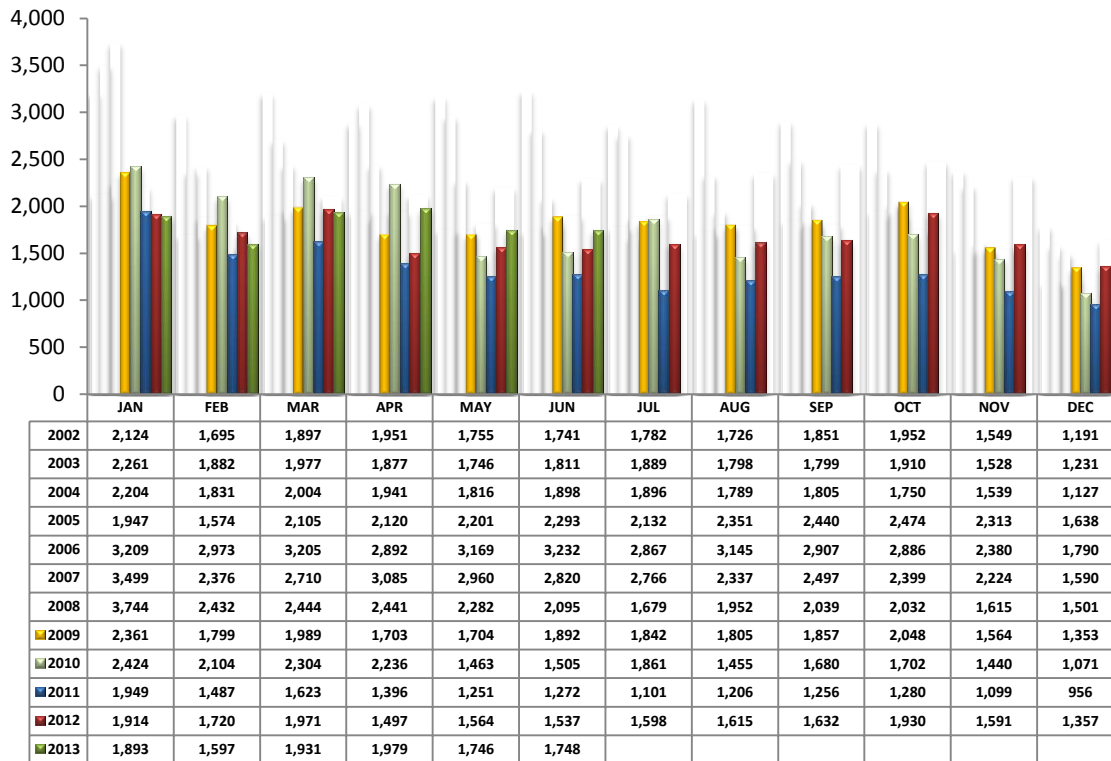


Average Days on Market/Listing Breakdown



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New Listings – June 2013



Area	# of Listings
N	170
NE	82
NW	458
XNE	7
XNW	22
C	262
E	121
S	78
SE	147
SW	113
XSW	53
XS	133
W	88
XW	14

*Includes properties that were re-listed

**Beginning June 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.
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
May 2013	168	319	61
June 2013	183	322	67

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