

**For Immediate  
Release:**  
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# Tucson Association of REALTORS®

## *Multiple Listing Service*

### Monthly Statistics September 2013

Below are some highlights from the September Residential Sales Statistics:

- Total Sales Volume of \$198,683,662, has decreased 13.80% from August's number of \$230,496,950, but is an increase of 16.36% since September 2012.
- The Average Sales Price for September of \$189,042 is a 1.17% decrease from August's \$191,283.
- Average List Price for September, \$194,842, is a decrease of 0.58% from August's \$195,969, and an increase of 3.74% from September's 2012's Average List Price of \$187,811.
- Total Under Contract, 1,868, is down this month, resulting in a 9.50% decrease from 2,064 in August.
- Total Unit Sales decreased this month to 1,051 from August's number of 1,205.
- The Median Sales Price of \$155,399 for September is a 3.18% decrease from August's \$160,500.
- New Listings increased 10.72% from 1,819 in August to 2,014 in September.
- Total Active Listings for September are 4,717, an increase of 11.01% from August's 4,249.
- Average Days on Market decreased to 47 for September from 48 in August.
- Conventional loan sales accounted for 37.2% of the sales, exceeding Cash sales of 29.8%.

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

### Total Sales Volume

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
September	\$198,683,662	\$170,755,194	16.36%
August	\$230,496,950	\$212,447,687	8.50%
Month % Change	-13.80%	-19.62%	

### Total Unit Sales

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
September	1,051	938	12.05%
August	1,205	1,179	2.21%
Month % Change	-12.78%	-20.44%	

### Average Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
September	\$189,042	\$182,041	3.85%
August	\$191,283	\$180,193	6.15%
Month % Change	-1.17%	1.03%	

### Median Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
September	\$155,399	\$144,950	7.21%
August	\$160,500	\$145,000	10.69%
Month % Change	-3.18%	-0.03%	

### Average List Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
September	\$194,842	\$187,811	3.74%
August	\$195,969	\$186,303	5.19%
Month % Change	-0.58%	0.81%	

### New Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
September	2,014	1,632	23.41%
August	1,819	1,615	12.63%
Month % Change	10.72%	1.05%	

### Total Under Contract

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
September	1,868	2,409	-22.46%
August	2,064	2,525	-18.26%
Month % Change	-9.50%	-4.59%	

### Active Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
September	4,717	3,845	22.68%
August	4,249	3,564	19.22%
Month % Change	11.01%	7.88%	

## September 2013 - 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	17	2	11.76%	85645	2	0	0.00%	85714	17	3	17.65%	85742	148	37	25.00%
85321	0	0	0.00%	85648	0	0	0.00%	85715	105	31	29.52%	85743	207	48	23.19%
85601	3	0	0.00%	85653	85	18	21.18%	85716	137	26	18.98%	85745	171	29	16.96%
85602	5	1	20.00%	85658	179	32	17.88%	85718	248	42	16.94%	85746	70	28	40.00%
85611	1	0	0.00%	85701	25	1	17.88%	85719	115	11	9.57%	85747	88	33	37.50%
85614	269	27	10.04%	85704	142	31	4.00%	85730	113	54	47.79%	85748	78	21	26.92%
85616	0	0	0.00%	85705	77	21	21.83%	85734	0	0	0.00%	85749	139	19	13.67%
85619	29	2	6.90%	85706	57	32	27.27%	85735	66	15	22.73%	85750	224	50	22.32%
85622	76	6	7.89%	85710	182	56	56.14%	85736	41	4	9.76%	85755	187	33	17.65%
85623	6	1	16.67%	85711	123	37	30.77%	85737	189	33	17.46%	85756	40	37	92.50%
85629	162	51	31.48%	85712	104	25	30.08%	85739	270	16	5.93%	85757	69	24	34.78%
85641	179	60	33.52%	85713	167	27	24.04%	85741	103	27	26.21%				

NOTE:

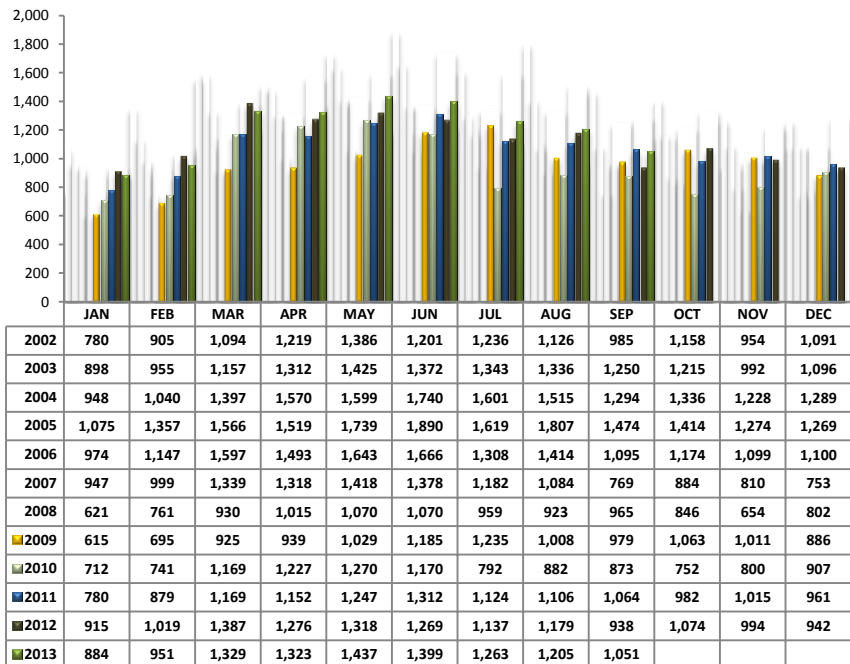
85654- 1 active listing, 85717- 1 active listing

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	40	13	4	5	62	11	N	505	1 -30 Days	573
\$30,000 to \$39,999	65	16	5	12	98	24	NE	259	31-60 Days	187
\$40,000 to \$49,999	80	20	6	17	123	24	NW	1358	61 - 90 Days	110
\$50,000 to \$59,999	96	21	12	11	140	21	XNE	29	91-120 Days	74
\$60,000 to \$69,999	90	39	17	13	159	36	XNW	79	121 - 180 Days	64
\$70,000 to \$79,999	96	50	18	9	173	35	C	567	Over 180 Days	43
\$80,000 to \$89,999	88	55	21	14	178	27	E	261	<b>Avg. Days on Market</b>	
\$90,000 to \$99,999	121	60	20	9	210	49	S	137	47	
\$100,000 to \$119,999	223	116	43	14	396	84	SE	287	<b>Avg. Sold Price</b>	
\$120,000 to \$139,999	322	167	44	36	569	121	SW	281	\$189,042	
\$140,000 to \$159,999	315	131	36	29	511	110	XSW	287	<b>Median Sale Price</b>	
\$160,000 to \$179,999	321	120	24	27	492	88	XS	376	\$155,399	
\$180,000 to \$199,999	332	71	12	24	439	64	W	249	<b>New Listings</b>	
\$200,000 to \$249,999	653	99	20	53	825	141	XW	42	2,014	
\$250,000 to \$299,999	493	99	12	25	629	64	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>	
\$300,000 to \$399,999	525	67	5	18	615	91	N	98	\$32,269,381	
\$400,000 to \$499,999	253	41	3	11	308	24	NE	52	\$11,967,853	
\$500,000 to \$749,999	311	28	0	12	351	28	NW	254	\$61,282,486	
\$750,000 to \$999,999	121	6	1	0	128	8	XNE	2	\$1,309,000	
\$1,000,000 and over	172	5	0	2	179	1	XNW	13	\$1,028,770	
							C	115	\$15,711,387	
							E	78	\$11,166,009	
							S	80	\$7,922,405	
							SE	120	\$19,804,941	
							SW	67	\$7,882,686	
							XSW	32	\$3,651,575	
							XS	87	\$16,978,044	
							W	47	\$7,329,414	
							XW	6	\$379,711	
<b>Totals</b>	<b>4,717</b>	<b>1,224</b>	<b>303</b>	<b>341</b>	<b>6,585</b>	<b>1,051</b>				
								<b>Total Volume</b>	\$198,683,662	
	<b>Sept-13</b>	<b>Sept-12</b>	<b>% Change</b>	<b>YTD 2013</b>	<b>YTD 2012</b>	<b>% Change</b>				
<b>Home Sales Volume</b>	\$198,683,662	\$170,755,194	16.36%	\$2,074,345,413	\$1,810,095,901	14.60%				
<b>Home Sales Units</b>	1,051	938	12.05%	10,842	10,438	3.87%				
<b>Average Sales Price (All Residential)</b>	\$189,042	\$182,041	3.85%	\$191,181	\$180,494	5.92%				
<b>Median Sales Price</b>	\$155,399	\$144,950	7.21%	\$157,477	\$143,459	9.77%				
<b>Average Days on Market:</b>	47	45	4.44%	49	56	-12.50%				
<b>Average List Price for Sold:</b>	\$194,842	\$187,811	3.74%	\$196,773	\$186,520	5.50%				
<b>SP/LP %</b>	97.02%	96.93%		97.16%	96.77%					
<b>Total Under Contract</b>	1,868	2,409	-22.46%							
<b>Active Listings</b>	4,717	3,845	22.68%							
<b>New Listings</b>	2,014	1,632	23.41%							

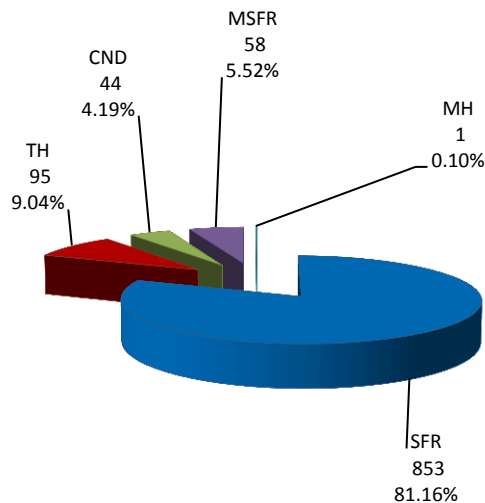
Types of Financing	Totals
FHA	188
VA	114
Other	37
Cash	313
Convention	391
Cash/Loan	0
Carryback	8

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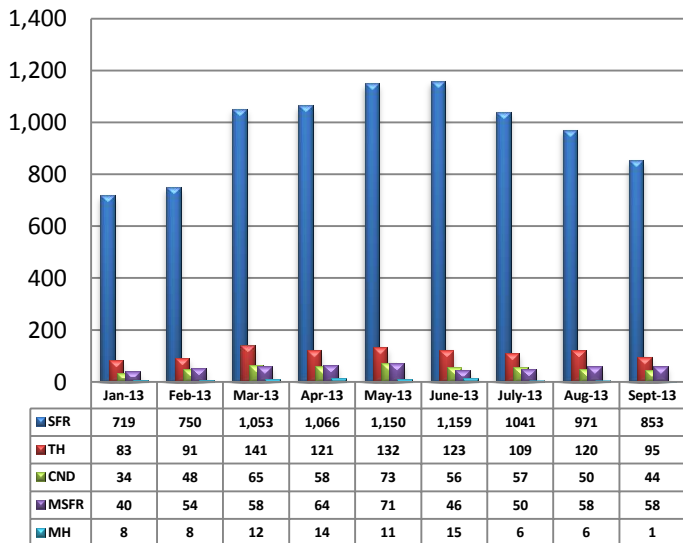
**Total Unit Sales – September 2013**



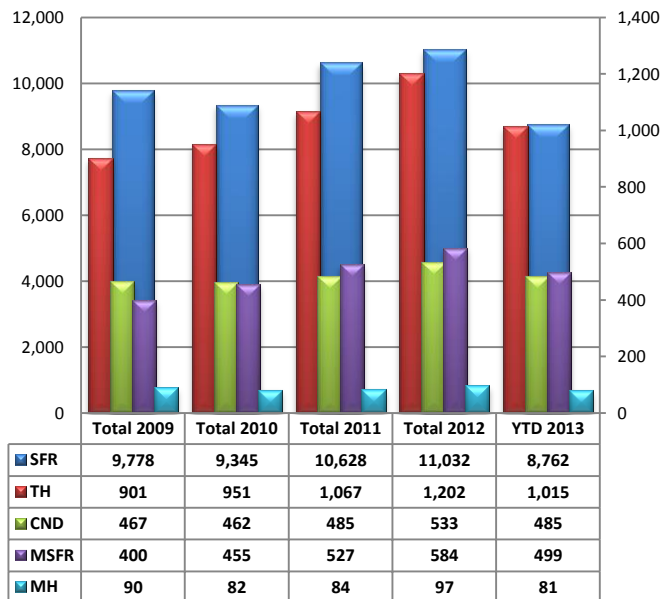
**Unit Sales – Breakdown by Type**



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

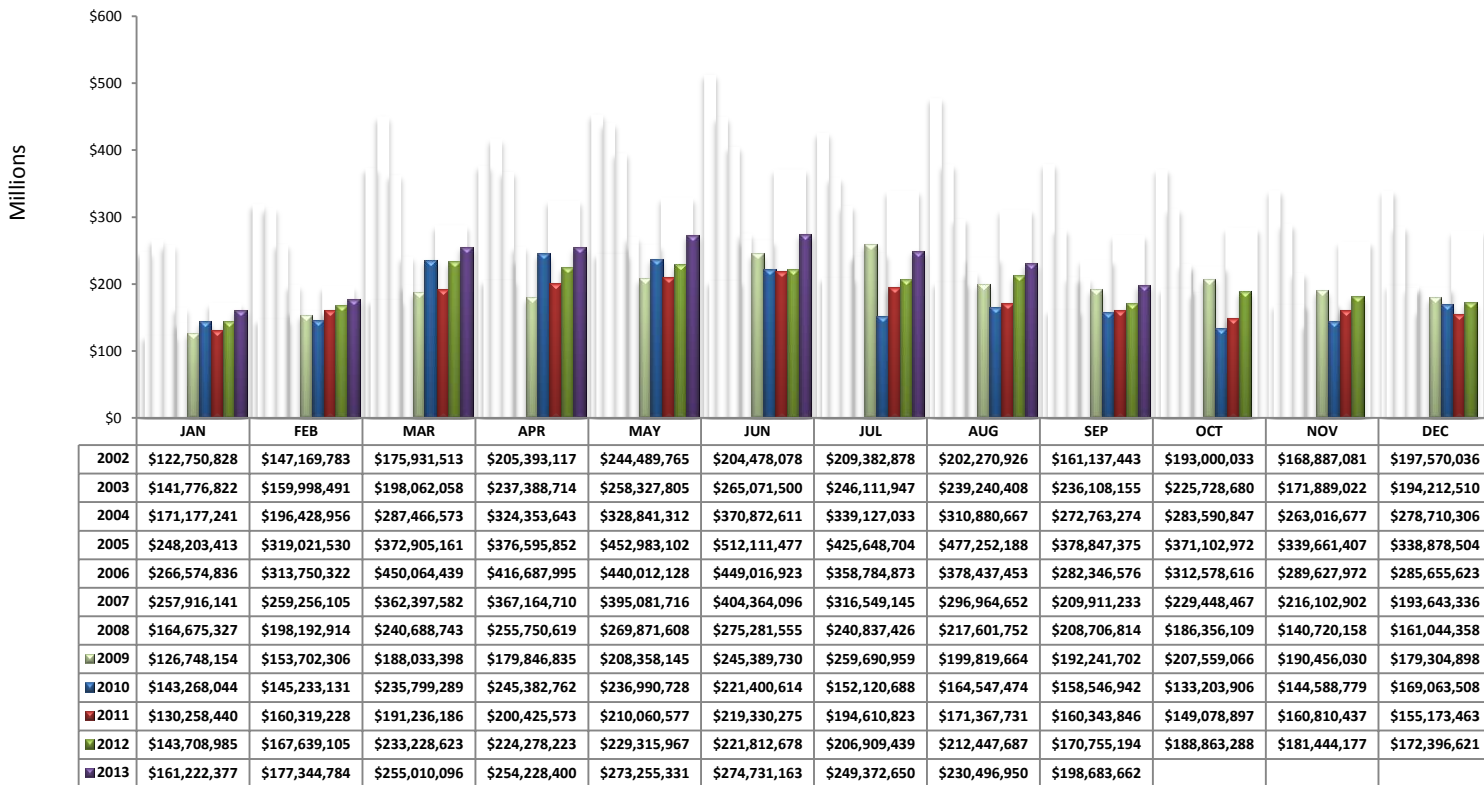


**YTD Annual Comparison – Breakdown by Type**



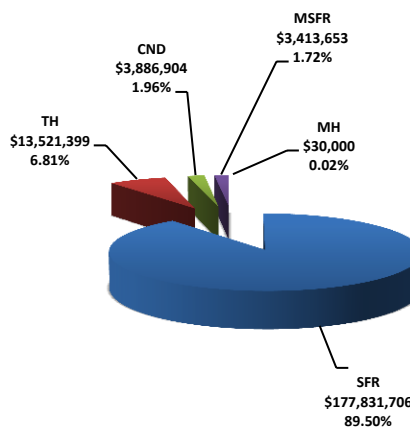
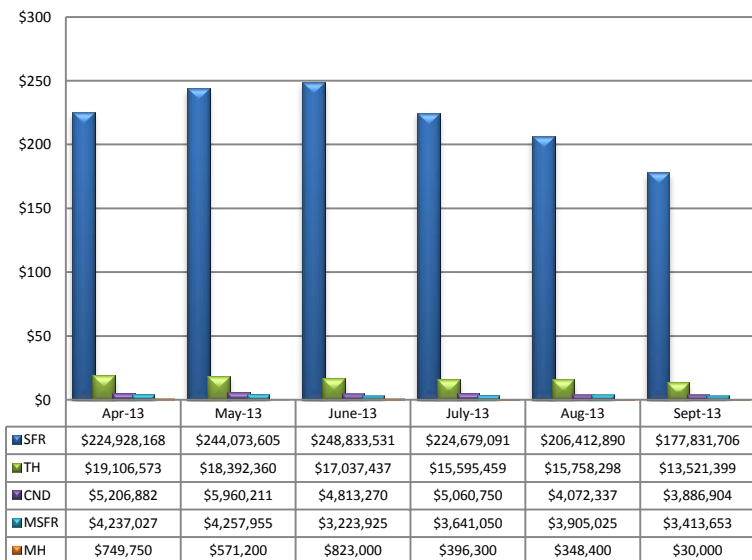
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**Total Sales Volume - September 2013**



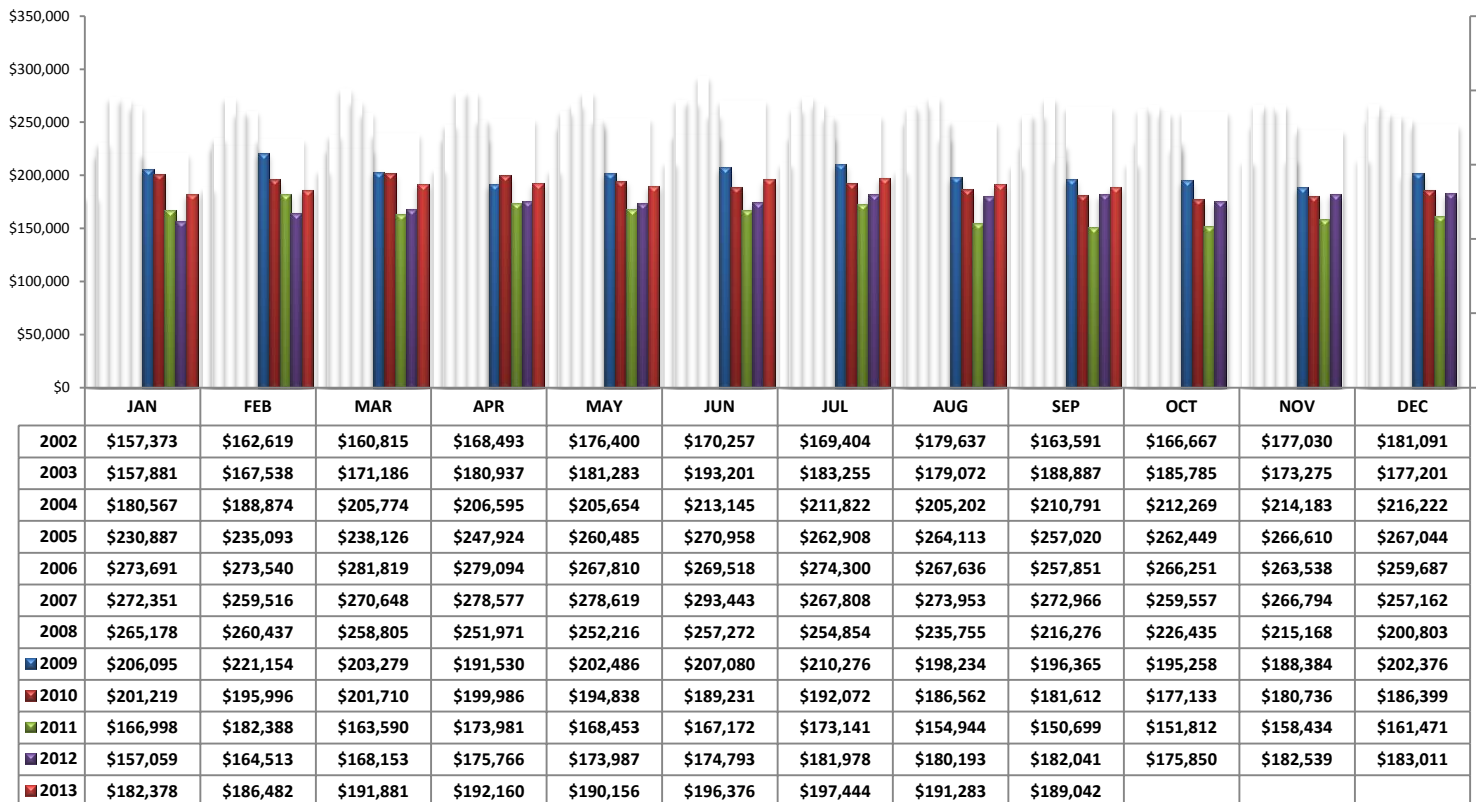
**Total Sales Volume By Type - Monthly Comparison**

**Monthly Volume by Type**

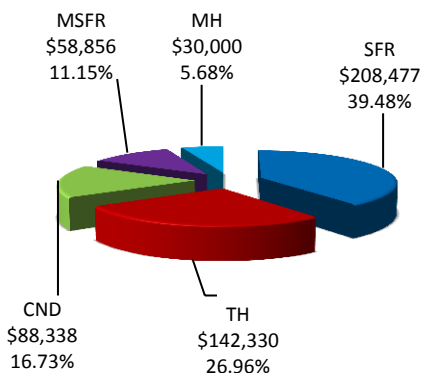


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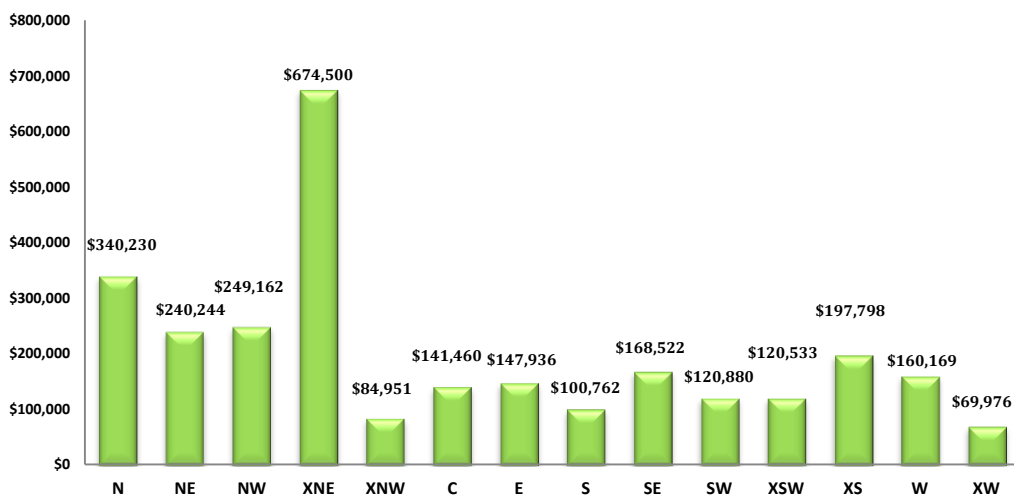
**Average Sales Price – September 2013**



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

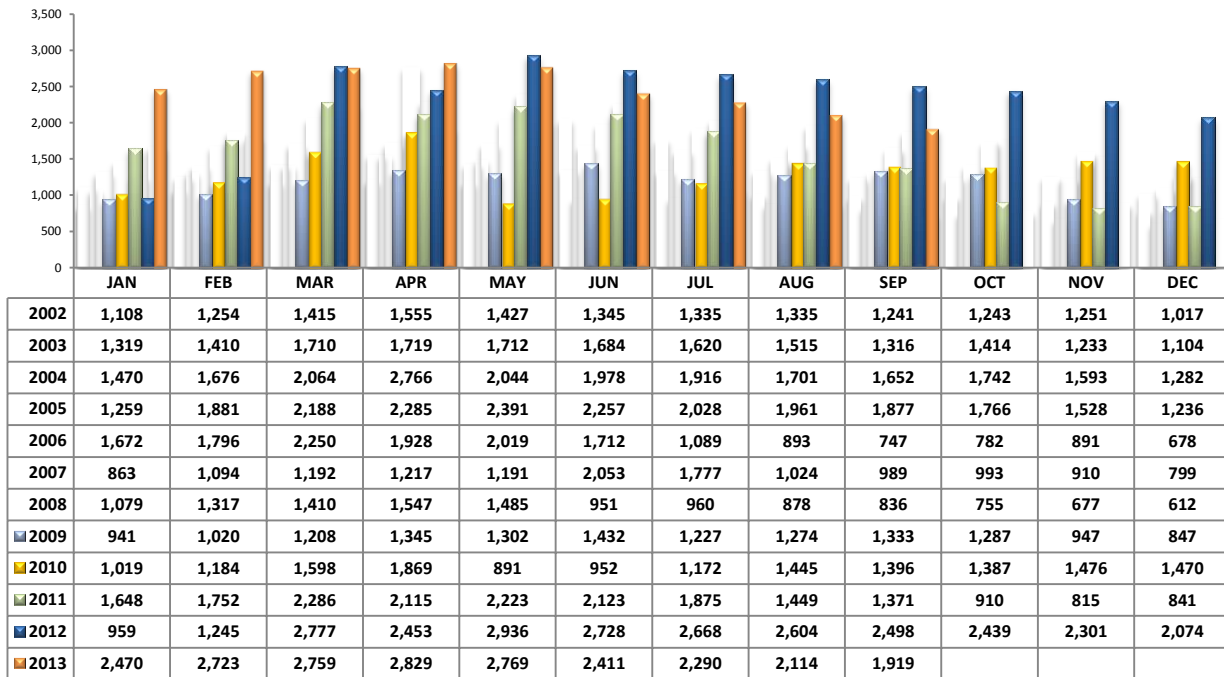


**Average "Listing" Price per Area – September 2013**

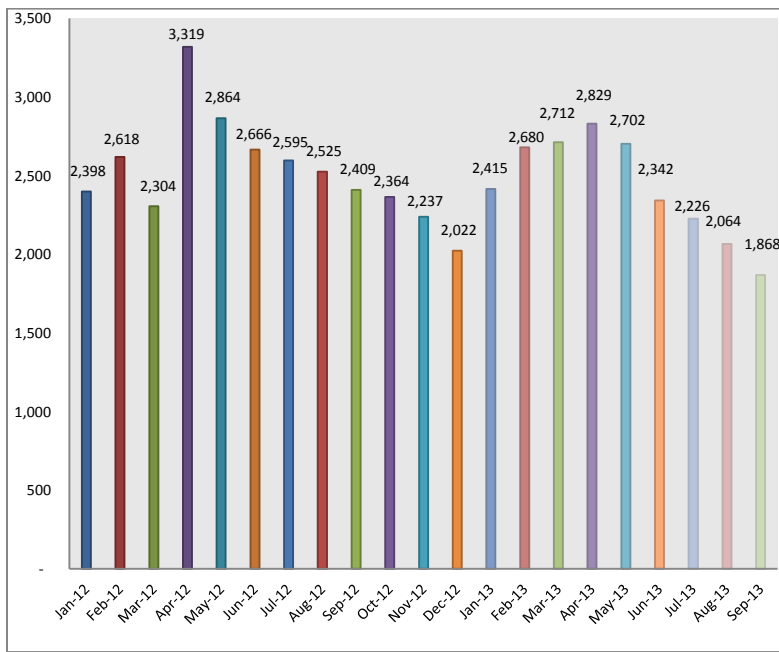


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**Newly Under Contract During The Month**

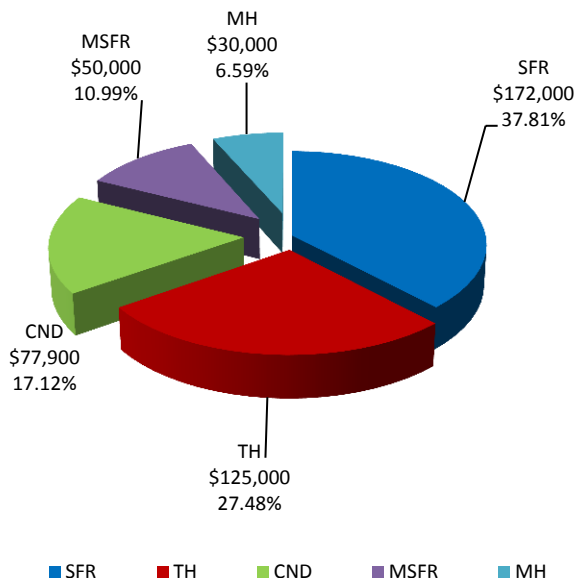


**Total Listings Still Under Contract At The End of The Month**



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### Median Sale Price - by Type



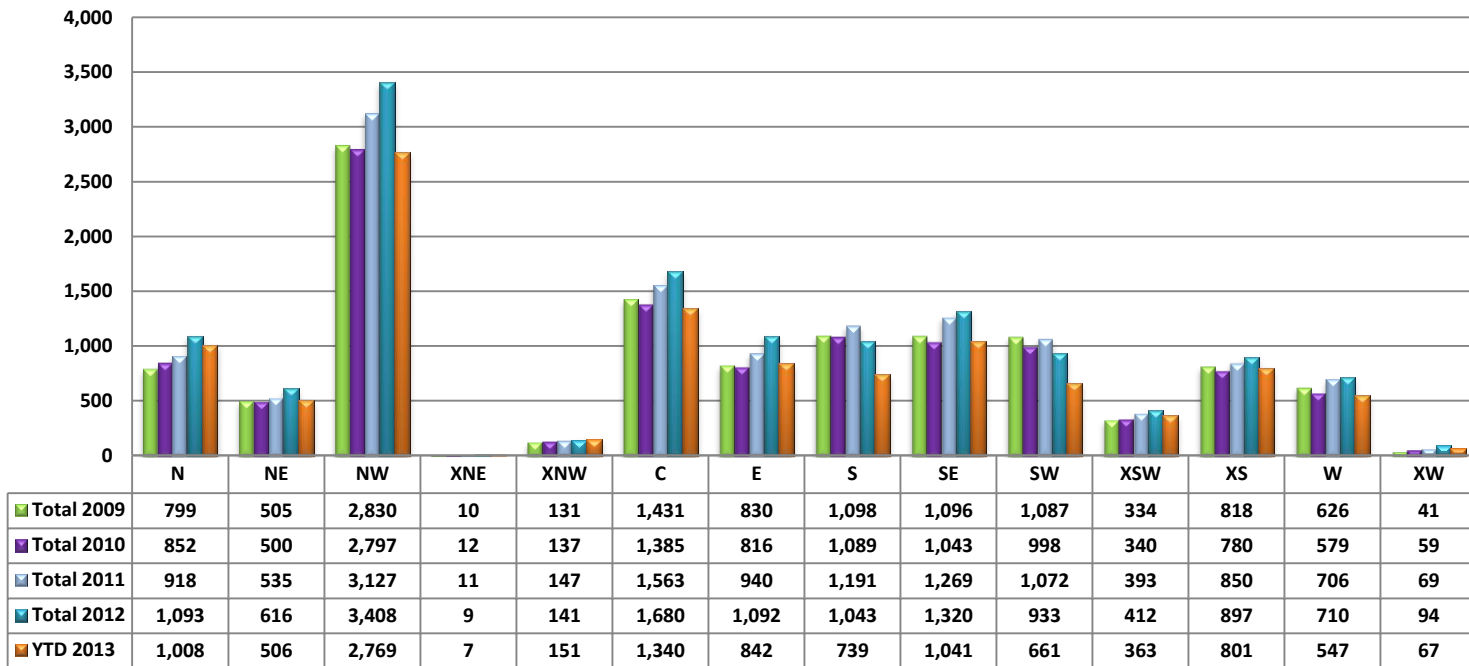
### Median Sale Price - September 2013



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



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

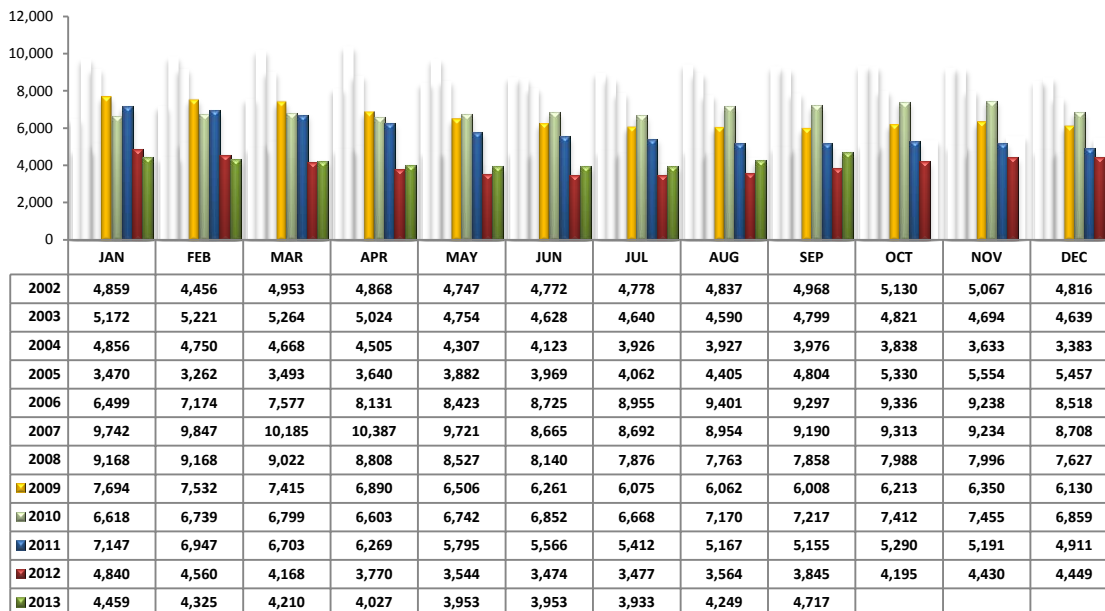
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$191,501	\$350,852	\$460,127	\$430,999	\$329,279
NE	\$127,359	\$245,334	\$292,999	\$286,833	\$230,151
NW	\$187,750	\$198,872	\$308,049	\$400,569	\$241,269
XNE	\$0	\$510,000	\$799,000	\$0	\$654,500
XNW	\$65,000	\$54,975	\$140,245	\$188,500	\$79,136
C	\$97,320	\$158,412	\$162,667	\$171,625	\$136,620
E	\$72,363	\$138,346	\$170,817	\$275,543	\$143,153
S	\$74,073	\$96,956	\$118,155	\$205,000	\$99,030
SE	\$181,527	\$141,643	\$184,237	\$276,000	\$165,041
SW	\$74,787	\$106,603	\$153,742	\$205,747	\$117,652
XSW	\$106,889	\$138,550	\$21,400	\$0	\$114,111
XS	\$196,059	\$160,885	\$224,628	\$241,155	\$195,149
W	\$79,729	\$154,240	\$226,800	\$399,000	\$155,944
XW	\$24,000	\$75,677	\$53,000	\$0	\$63,285

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

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	30	42	20	6	98
NE	13	23	13	3	52
NW	43	119	79	13	254
XNE	0	1	1	0	2
XNW	1	9	2	1	13
C	43	52	16	4	115
E	11	46	17	4	78
S	16	43	20	1	80
SE	11	62	43	4	120
SW	8	39	19	1	67
XSW	21	10	1	0	32
XS	13	37	27	10	87
W	10	28	8	1	47
XW	1	4	1	0	6

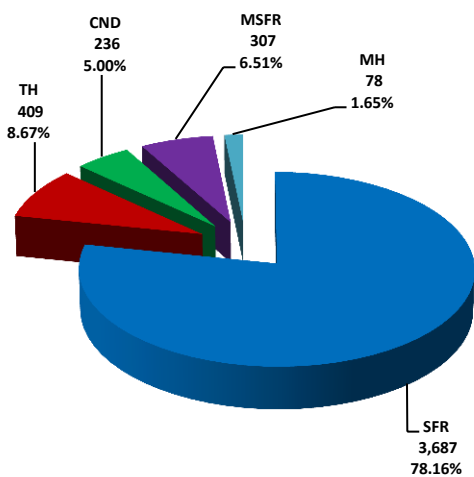
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### Active Listings

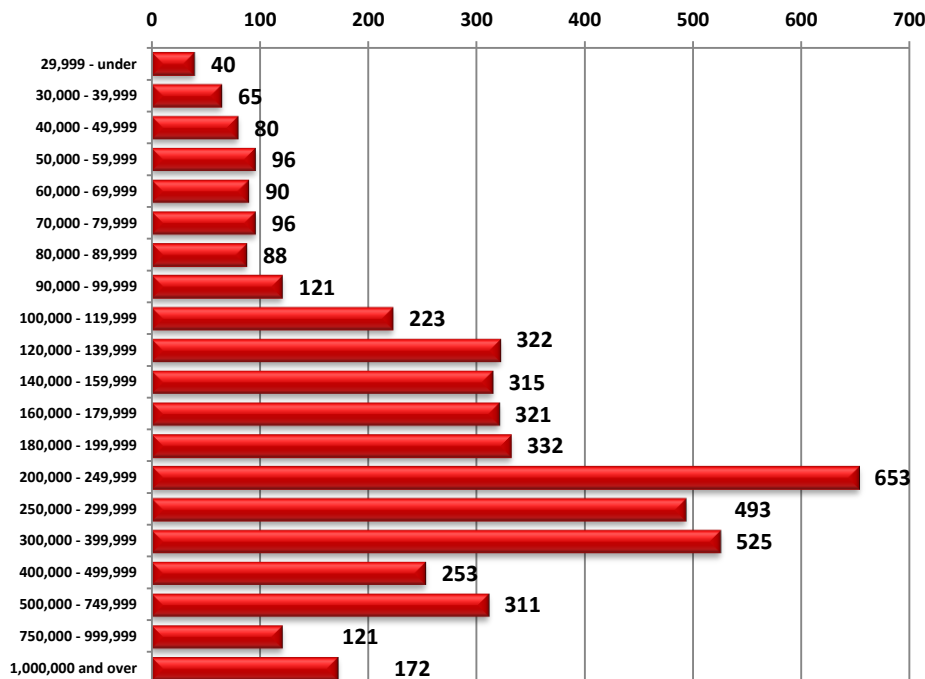


Area	# of Listings
N	505
NE	259
NW	1358
XNE	29
XNW	79
C	567
E	261
S	137
SE	287
SW	281
XSW	287
XS	376
W	249
XW	42

### Active Listings Unit Breakdown

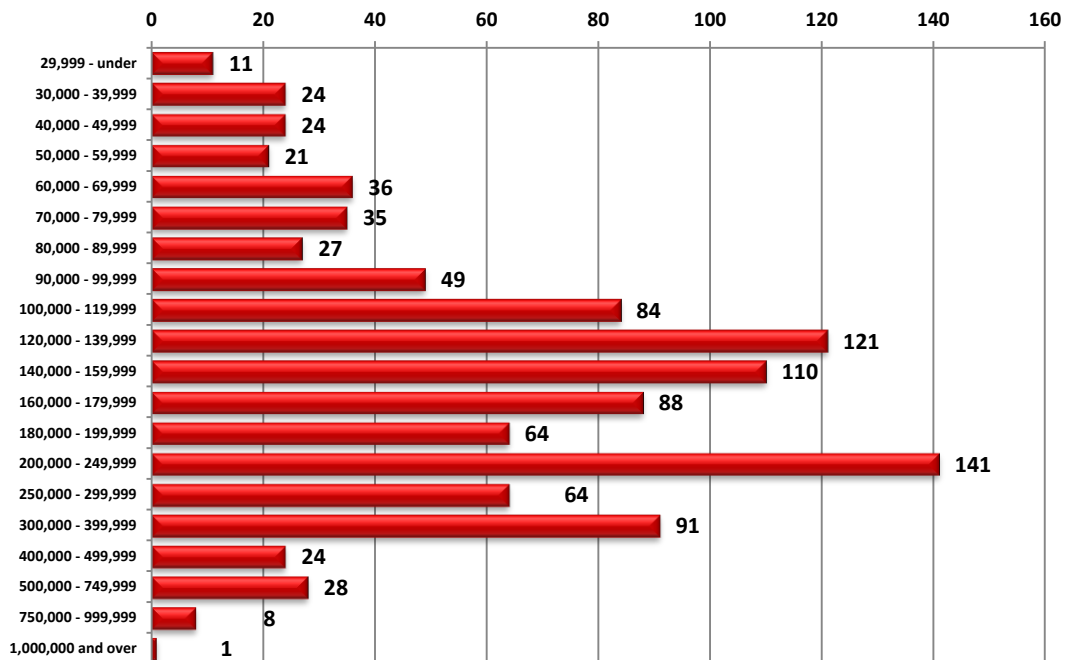


### Active Listings Price Breakdown



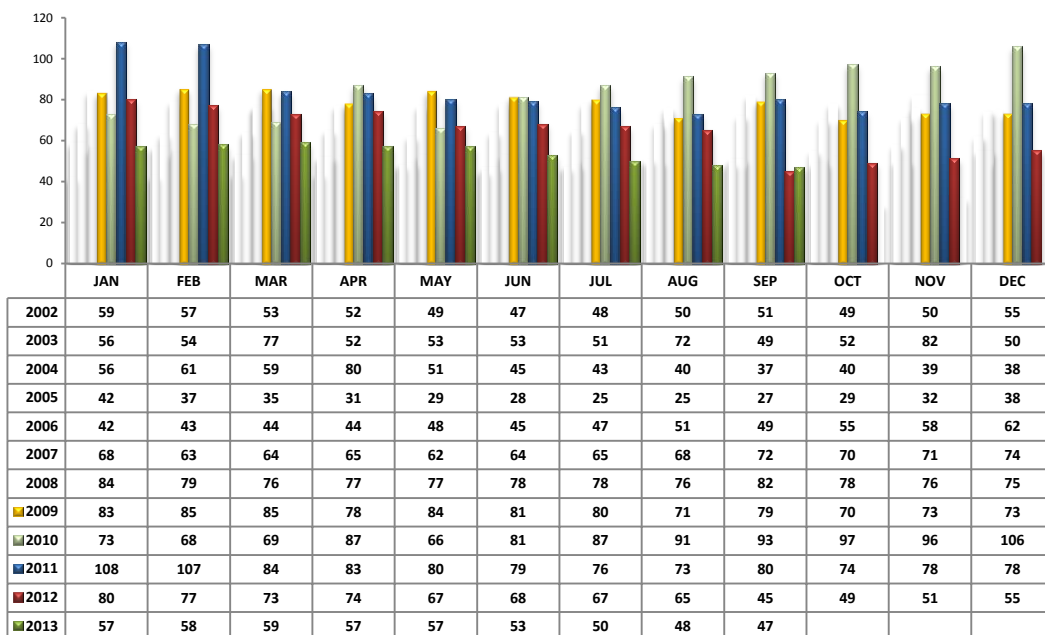
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**Sold Price Breakdown**



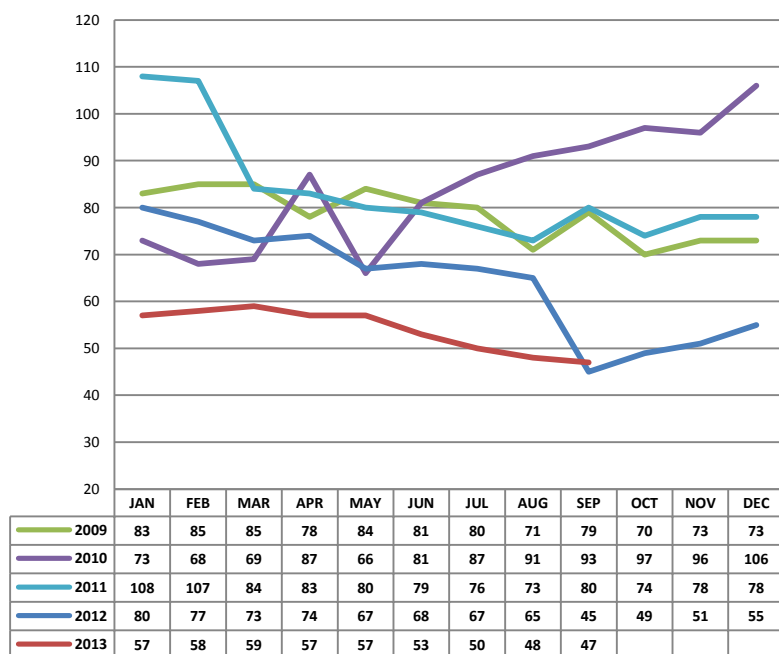
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**Average Days on Market/Listing - September 2013**

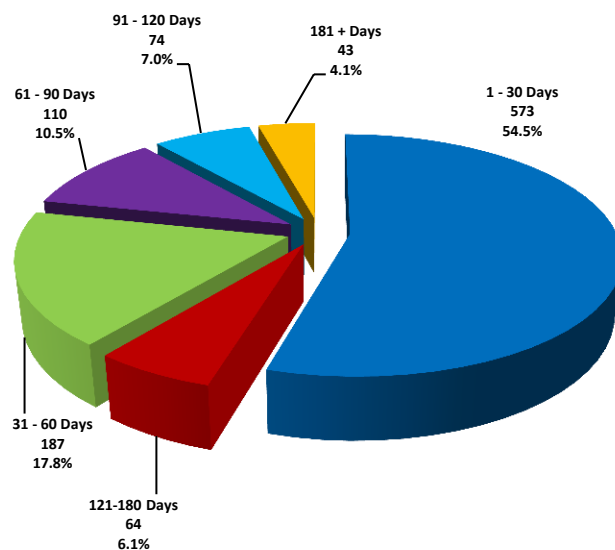


Area	Avg. DOM
N	53
NE	50
NW	49
XNE	97
XNW	73
C	41
E	43
S	29
SE	38
SW	37
XSW	127
XS	56
W	31
XW	77

**Annual Comparison - Average Days on Market**

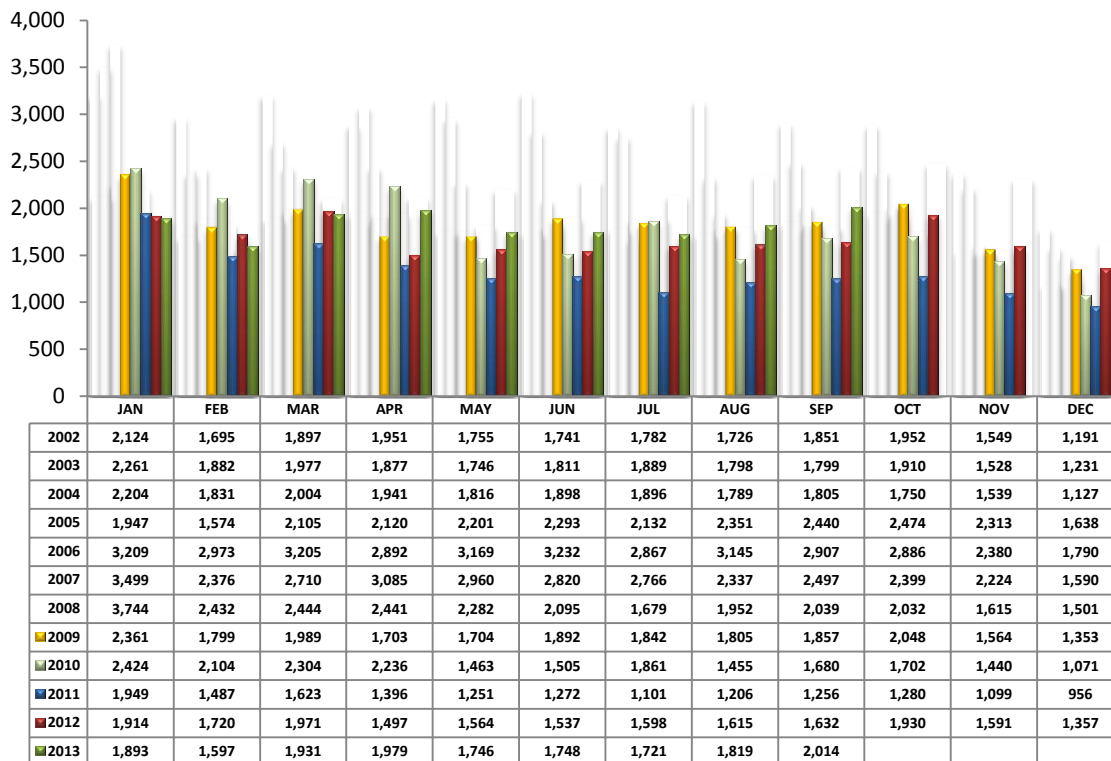


**Average Days on Market/Listing Breakdown**



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**New Listings – September 2013**



Area	# of Listings
N	196
NE	108
NW	545
XNE	1
XNW	31
C	246
E	162
S	91
SE	154
SW	107
XSW	89
XS	154
W	117
XW	13

\*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 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
July 2013	156	344	67
Aug 2013	140	314	71
Sept 2013	136	362	65

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.