

**For Immediate
Release:**
November 7, 2013

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics October 2013

Below are some highlights from the October Residential Sales Statistics:

- Total Sales Volume of \$217,449,776, has increased 9.45% from September's number of \$198,683,662, and is an increase of 15.14% since October 2012.
- The Average Sales Price for October of \$192,433 is a 1.79% increase from September's \$189,042.
- Average List Price for October, \$199,540, is an increase of 2.41% from September's \$194,842, and an increase of 10.33% from October's 2012's Average List Price of \$180,855.
- Total Under Contract, 1,771, is down this month, resulting in a 5.19% decrease from 1,868 in September.
- Total Unit Sales increased this month to 1,130 from September's number of 1,051.
- The Median Sales Price of \$155,000 for October is a 0.26% decrease from September's \$155,399.
- New Listings increased 6.06% from 2,014 in September to 2,136 in October.
- Total Active Listings for October are 5,173, an increase of 9.67% from September's 4,717.
- Average Days on Market increased to 50 for October from 47 in September.
- Conventional loan sales accounted for 37% of home sales, exceeding Cash sales of 32%.

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.

October 2013 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	\$217,449,776	\$188,863,288	15.14%
September	\$198,683,662	\$170,755,194	16.36%
Month % Change	9.45%	10.60%	

Total Unit Sales

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	1,130	1,074	5.21%
September	1,051	938	12.05%
Month % Change	7.52%	14.50%	

Average Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	\$192,433	\$175,850	9.43%
September	\$189,042	\$182,041	3.85%
Month % Change	1.79%	-3.40%	

Median Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	\$155,000	\$143,000	8.39%
September	\$155,399	\$144,950	7.21%
Month % Change	-0.26%	-1.35%	

Average List Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	\$199,540	\$180,855	10.33%
September	\$194,842	\$187,811	3.74%
Month % Change	2.41%	-3.70%	

New Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	2,136	1,930	10.67%
September	2,014	1,632	23.41%
Month % Change	6.06%	18.26%	

Total Under Contract

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	1,771	2,364	-25.08%
September	1,868	2,409	-22.46%
Month % Change	-5.19%	-1.87%	

Active Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
October	5,173	4,195	23.31%
September	4,717	3,845	22.68%
Month % Change	9.67%	9.10%	

October 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	15	2	13.33%	85645	2	0	0.00%	85714	16	4	25.00%	85742	169	43	25.44%
85321	1	0	0.00%	85648	0	1	0.00%	85715	113	33	29.20%	85743	227	46	20.26%
85601	1	0	0.00%	85653	94	22	23.40%	85716	144	29	20.14%	85745	181	33	18.23%
85602	6	1	16.67%	85658	180	33	18.33%	85718	278	42	15.11%	85746	87	34	39.08%
85611	0	0	0.00%	85701	22	4	18.33%	85719	135	23	17.04%	85747	99	34	34.34%
85614	312	30	9.62%	85704	148	33	18.18%	85730	126	44	34.92%	85748	85	24	28.24%
85616	0	0	0.00%	85705	86	20	22.30%	85734	0	0	0.00%	85749	146	23	15.75%
85619	27	1	3.70%	85706	63	32	23.26%	85735	58	15	25.86%	85750	266	45	16.92%
85622	79	5	6.33%	85710	201	62	50.79%	85736	43	13	30.23%	85755	200	32	16.00%
85623	7	4	57.14%	85711	142	36	30.85%	85737	201	37	18.41%	85756	46	31	67.39%
85629	193	38	19.69%	85712	121	35	25.35%	85739	282	38	13.48%	85757	69	17	24.64%
85641	191	49	25.65%	85713	190	40	28.93%	85741	119	42	35.29%				

NOTE:

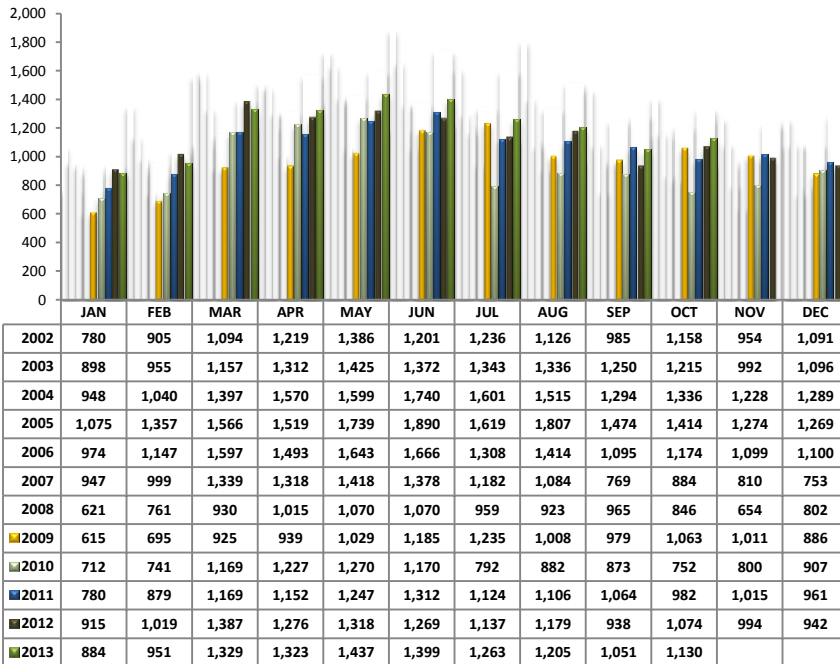
85654- 1 active listing, 85717- 1 active listing

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	49	10	4	4	67	21	C	650	1 -30 Days	609
\$30,000 to \$39,999	70	13	6	8	97	17	E	287	31-60 Days	209
\$40,000 to \$49,999	89	9	9	6	113	35	N	580	61 - 90 Days	125
\$50,000 to \$59,999	98	26	16	8	148	29	NE	271	91-120 Days	70
\$60,000 to \$69,999	96	34	9	10	149	32	NW	1465	121 - 180 Days	65
\$70,000 to \$79,999	97	42	18	14	171	36	S	147	Over 180 Days	52
\$80,000 to \$89,999	98	43	20	12	173	43	SE	321	Avg. Days on Market	
\$90,000 to \$99,999	132	73	17	10	232	40	SW	296	50	
\$100,000 to \$119,999	251	90	43	32	416	96	W	261	Avg. Sold Price	
\$120,000 to \$139,999	338	163	45	27	573	133	XNE	29	\$192,433	
\$140,000 to \$159,999	399	121	30	19	569	105	XNW	83	Median Sale Price	
\$160,000 to \$179,999	381	97	23	18	519	108	XS	425	\$155,000	
\$180,000 to \$199,999	374	79	10	26	489	74	XSW	316	New Listings	
\$200,000 to \$249,999	694	112	23	40	869	119	XW	42	2,136	
\$250,000 to \$299,999	511	94	10	29	644	83	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	547	62	7	26	642	68	C	141	\$19,382,612	
\$400,000 to \$499,999	283	38	1	8	330	44	E	89	\$13,491,767	
\$500,000 to \$749,999	352	44	1	6	403	38	N	93	\$38,849,465	
\$750,000 to \$999,999	126	11	1	4	142	3	NE	60	\$14,190,454	
\$1,000,000 and over	188	5	0	5	198	6	NW	299	\$68,513,696	
							S	74	\$7,215,602	
							SE	107	\$19,622,921	
							SW	73	\$7,823,716	
							W	59	\$10,097,650	
							XNE	1	\$439,000	
							XNW	16	\$1,273,032	
							XS	64	\$11,135,072	
							XSW	44	\$4,817,262	
							XW	10	\$597,527	
Totals	5,173	1,166	293	312	6,944	1,130	Total Volume		\$217,449,776	
	Oct-13	Oct-12	% Change	YTD 2013	YTD 2012	% Change				
Home Sales Volume	\$217,449,776	\$188,863,288	15.14%	\$2,291,795,189	\$1,998,959,189	14.65%				
Home Sales Units	1,130	1,074	5.21%	11,972	11,512	4.00%				
Average Sales Price (All Residential)	\$192,433	\$175,850	9.43%	\$191,807	\$178,172	7.65%				
Median Sales Price	\$155,000	\$143,000	8.39%	\$156,239	\$143,230	9.08%				
Average Days on Market:	50	49	2.04%	50	53	-5.66%				
Average List Price for Solds:	\$199,540	\$180,855	10.33%	\$198,157	\$183,688	7.88%				
SP/LP %	96.44%	97.23%		96.80%	97.00%					
Total Under Contract	1,771	2,364	-25.08%							
Active Listings	5,173	4,195	23.31%							
New Listings	2,136	1,930	10.67%							

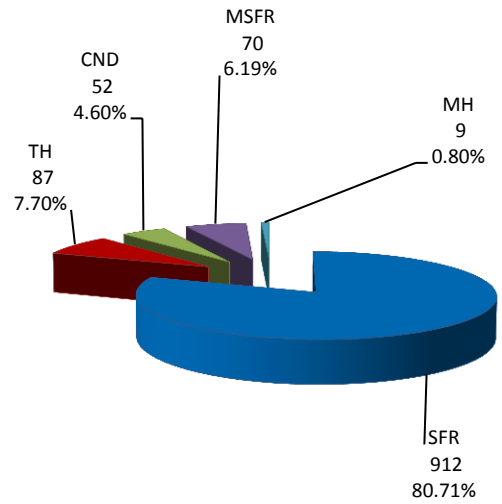
Types of Financing	Totals
FHA	197
VA	109
Other	26
Cash	363
Convention	429
Cash/Loan	0
Carryback	6

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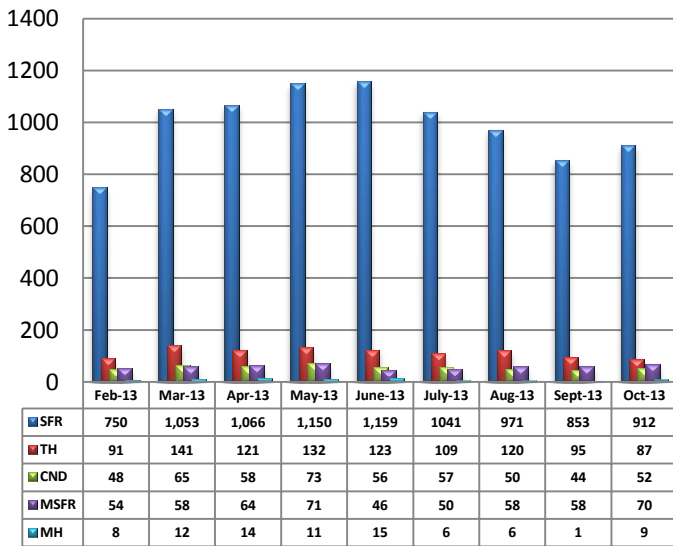
Total Unit Sales – October 2013



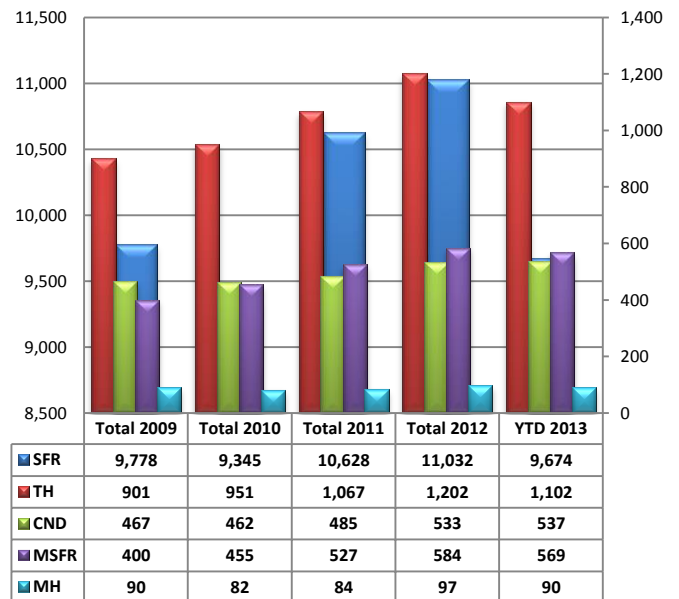
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

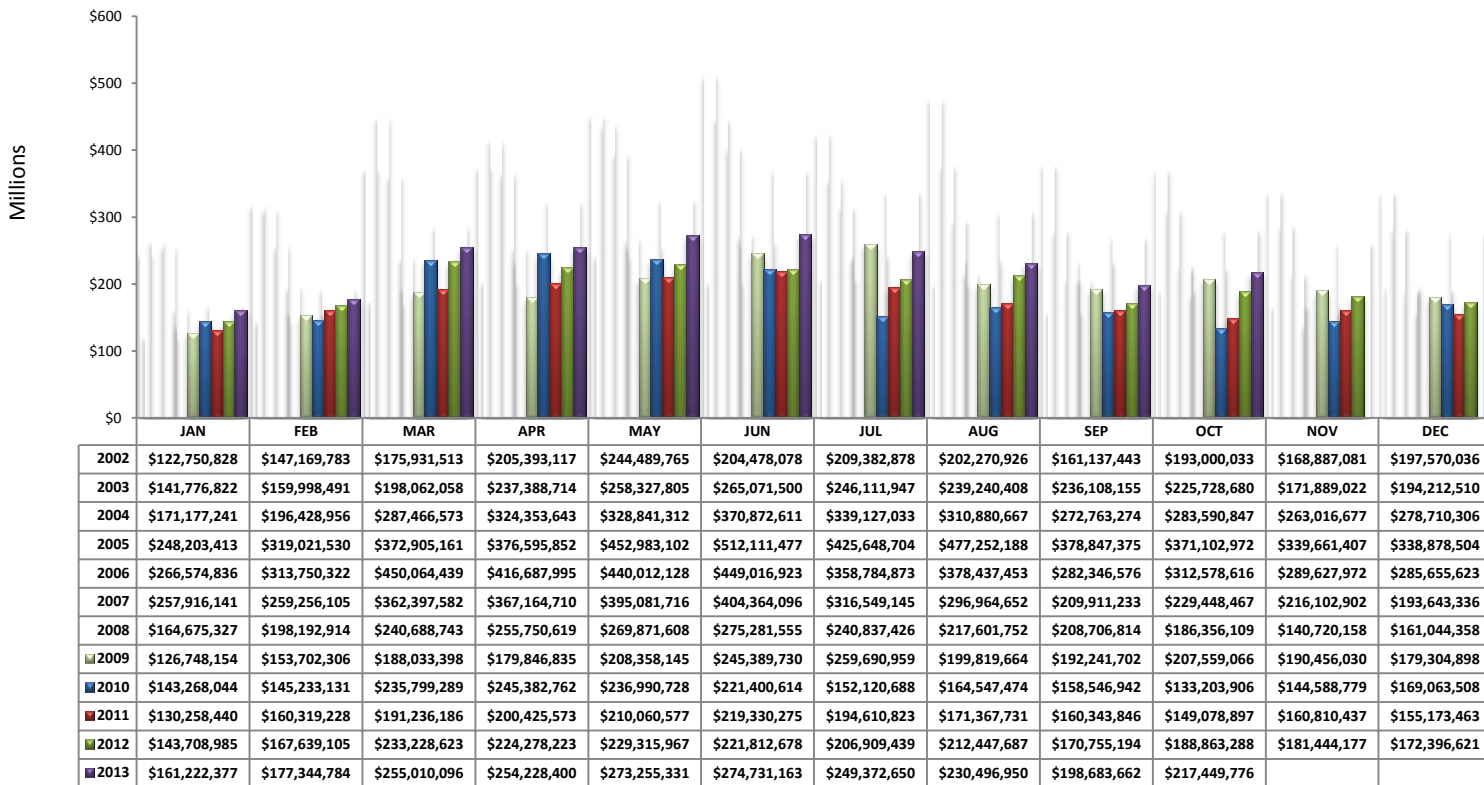


YTD Annual Comparison – Breakdown by Type

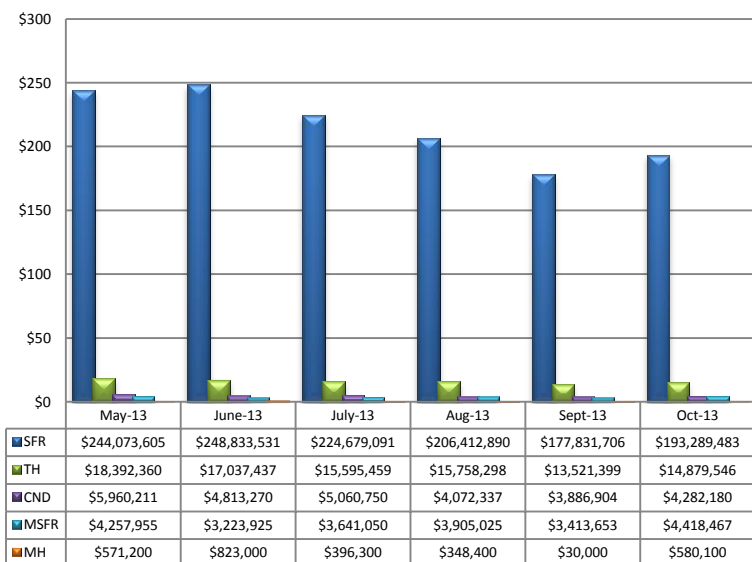


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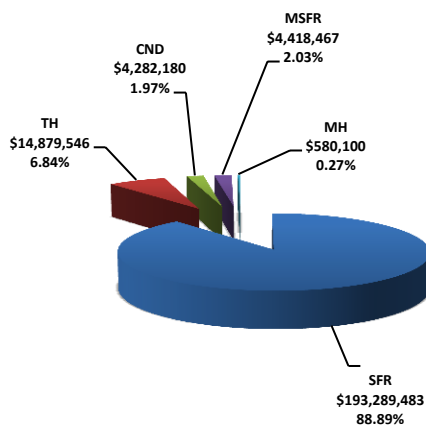
Total Sales Volume - October 2013



Total Sales Volume By Type - Monthly Comparison

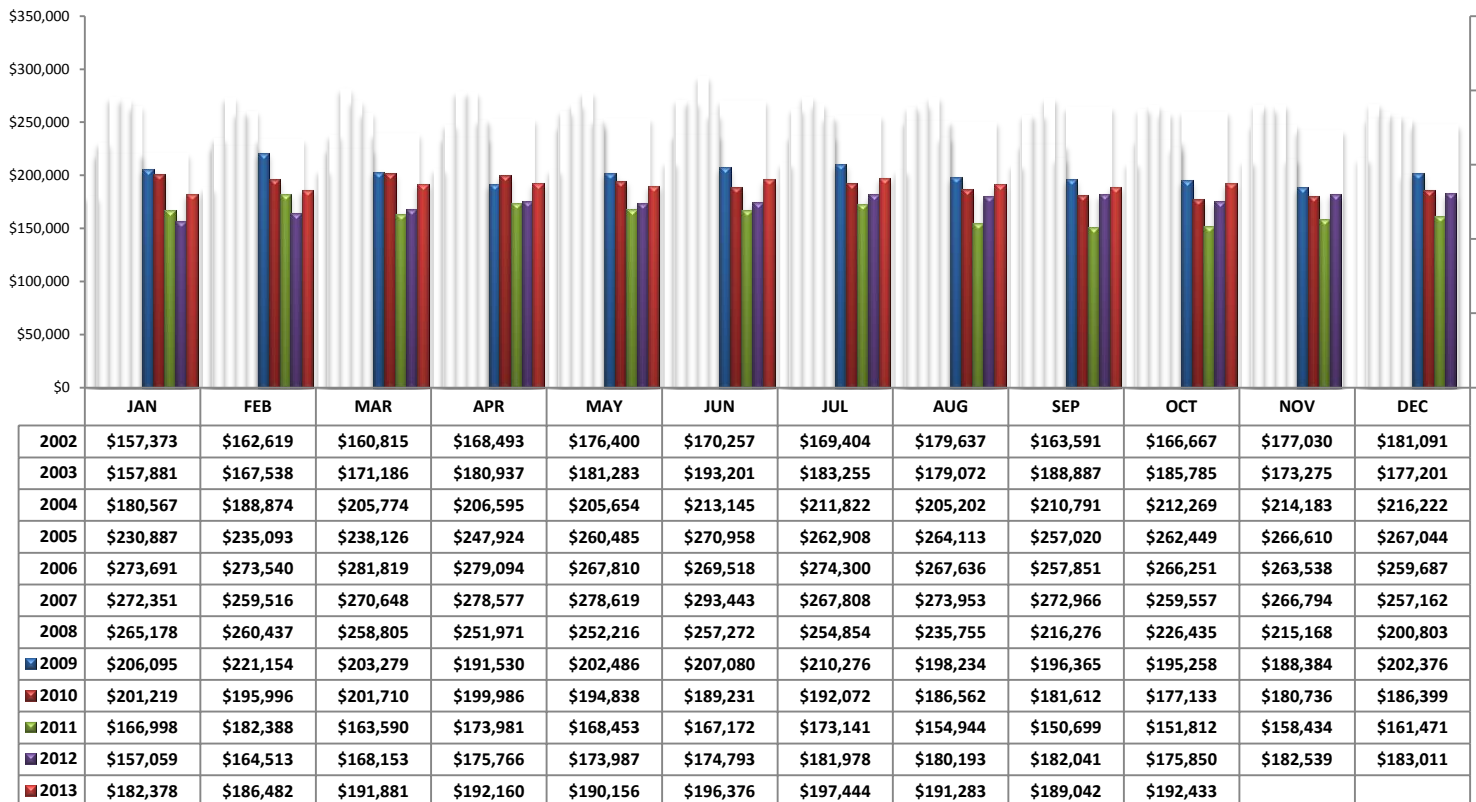


Monthly Volume by Type

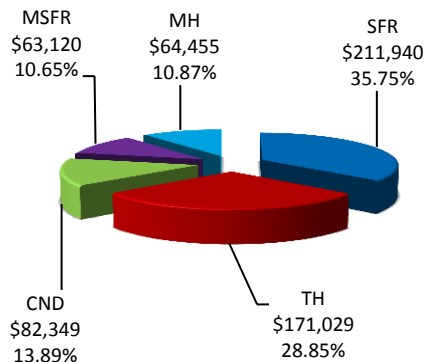


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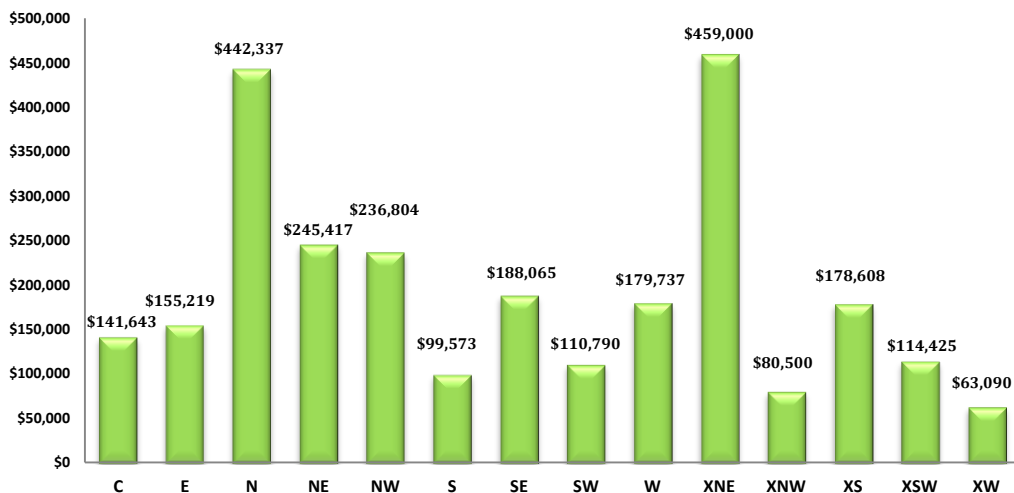
Average Sales Price – October 2013



Average Sales Price by Type – October 2013

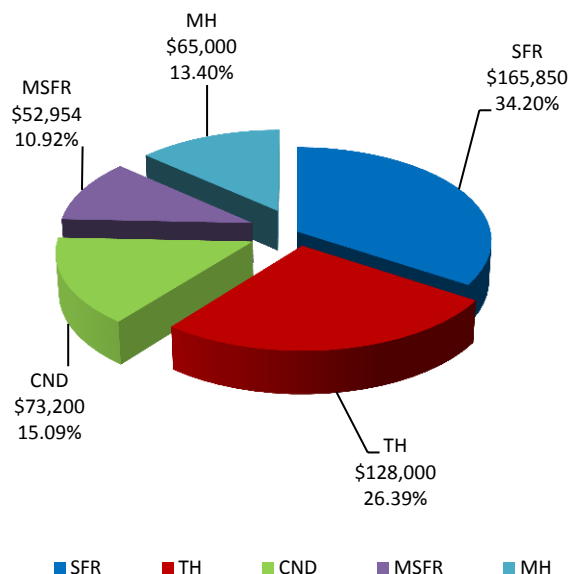


Average "Listing" Price per Area – October 2013

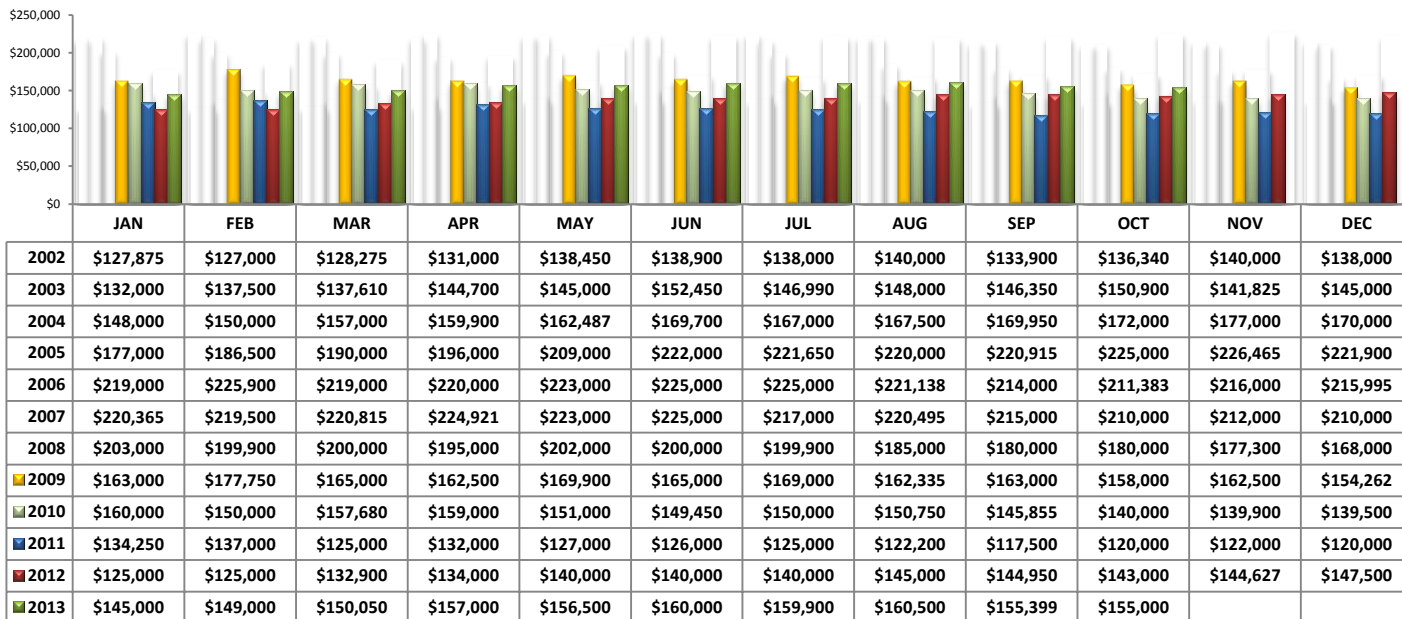


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Median Sale Price - by Type

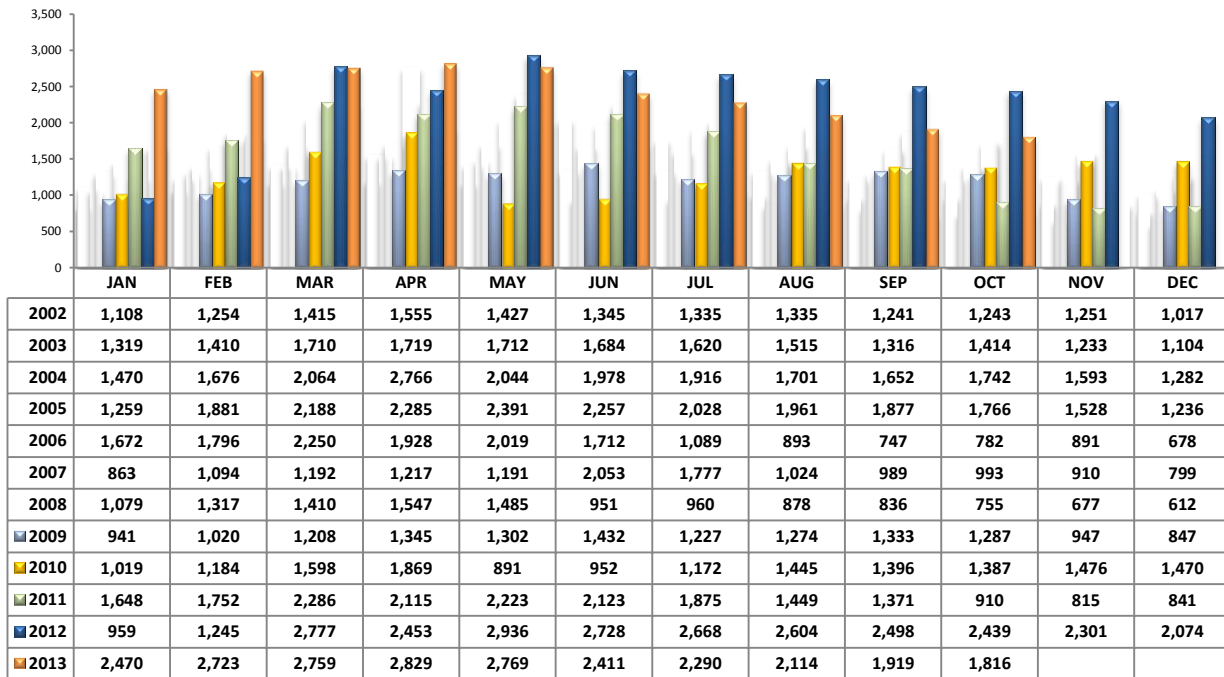


Median Sale Price - October 2013

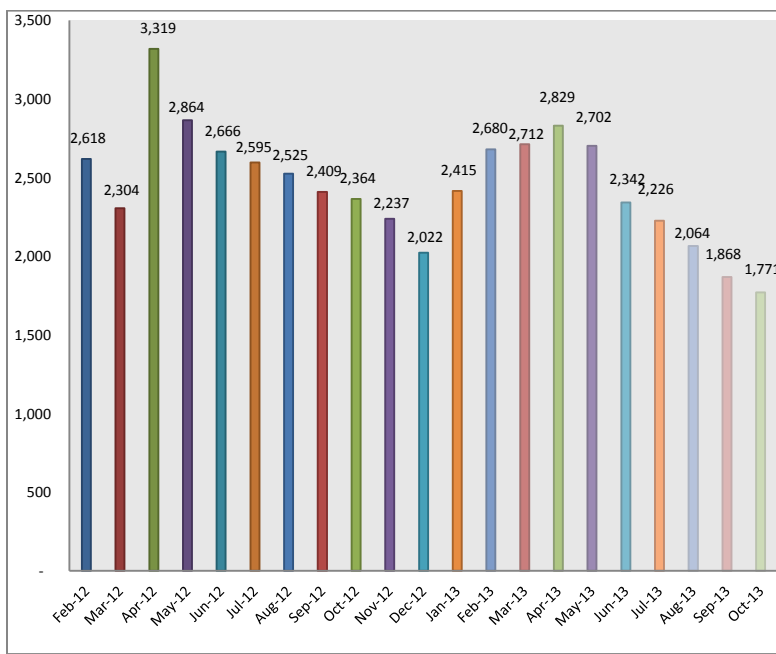


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Newly Under Contract During The Month

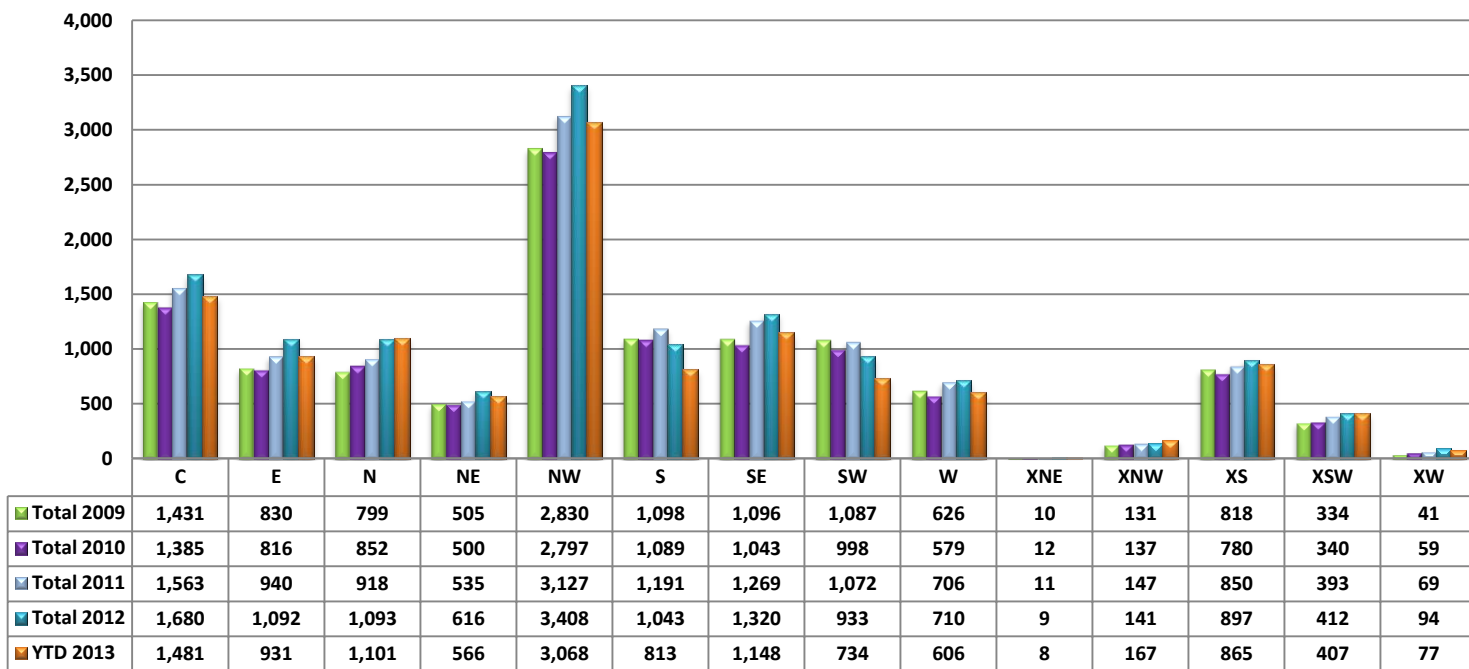


Total Listings Still Under Contract At The End Of The Month



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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

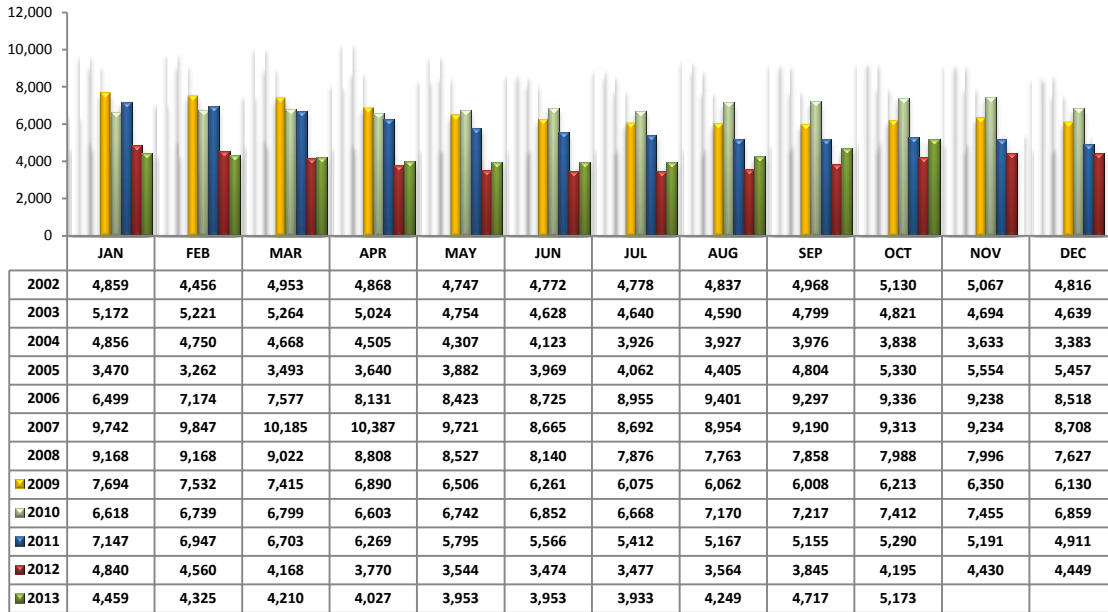
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$106,199	\$149,128	\$164,049	\$172,500	\$137,465
E	\$75,727	\$146,928	\$197,350	\$166,250	\$151,592
N	\$212,997	\$396,270	\$526,666	\$728,321	\$417,736
NE	\$85,700	\$238,858	\$329,522	\$369,949	\$236,507
NW	\$225,572	\$205,905	\$266,165	\$317,840	\$229,142
S	\$85,388	\$88,351	\$129,092	\$100,000	\$97,508
SE	\$120,522	\$177,006	\$195,212	\$329,250	\$183,391
SW	\$71,752	\$111,368	\$130,876	\$147,000	\$107,174
W	\$69,146	\$155,404	\$223,746	\$736,250	\$171,146
XNE	\$0	\$439,000	\$0	\$0	\$439,000
XNW	\$57,400	\$77,566	\$83,359	\$0	\$79,564
XS	\$113,632	\$165,605	\$199,899	\$270,790	\$173,985
XSW	\$127,500	\$90,496	\$102,412	\$0	\$109,483
XW	\$48,453	\$62,577	\$0	\$0	\$59,752

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	46	74	19	2	141
E	11	53	23	2	89
N	21	38	27	7	93
NE	15	23	18	4	60
NW	67	148	73	11	299
S	9	47	17	1	74
SE	9	62	32	4	107
SW	17	38	17	1	73
W	13	31	13	2	59
XNE	0	1	0	0	1
XNW	1	6	9	0	16
XS	17	18	23	6	64
XSW	20	16	8	0	44
XW	2	8	0	0	10

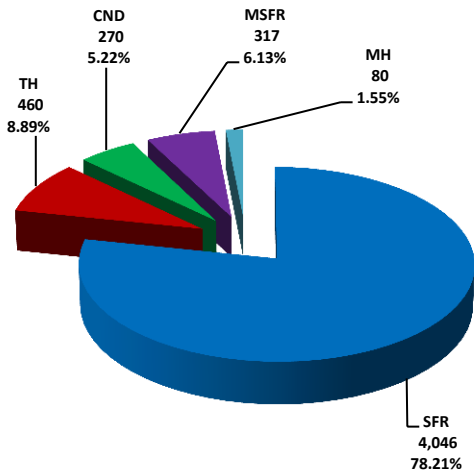
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Active Listings

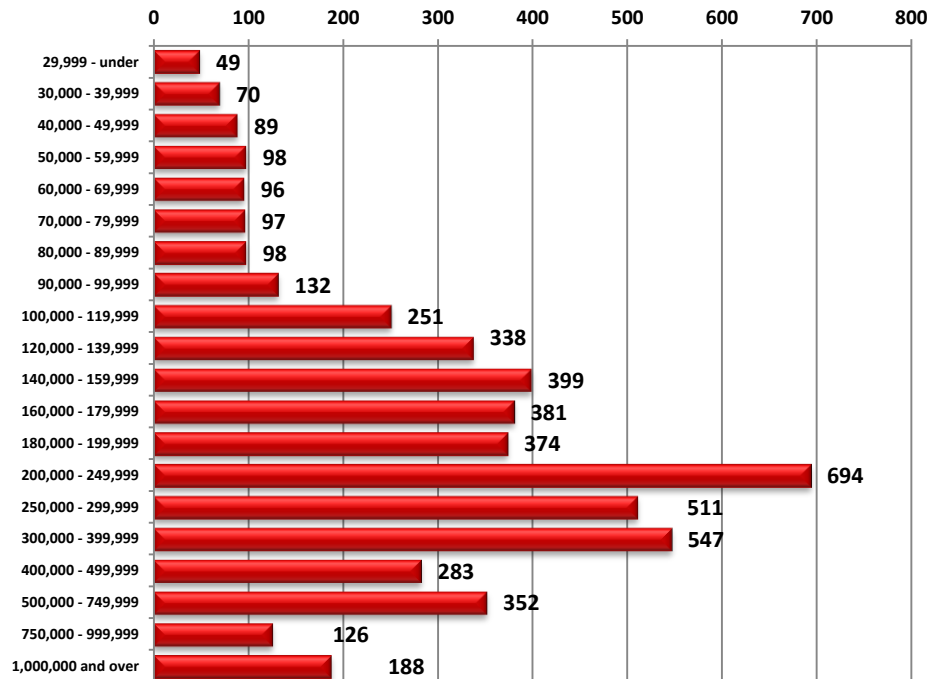


Area	# of Listings
C	650
E	287
N	580
NE	271
NW	1465
S	147
SE	321
SW	296
W	261
XNE	29
XNW	83
XS	425
XSW	316
XW	42

Active Listings Unit Breakdown

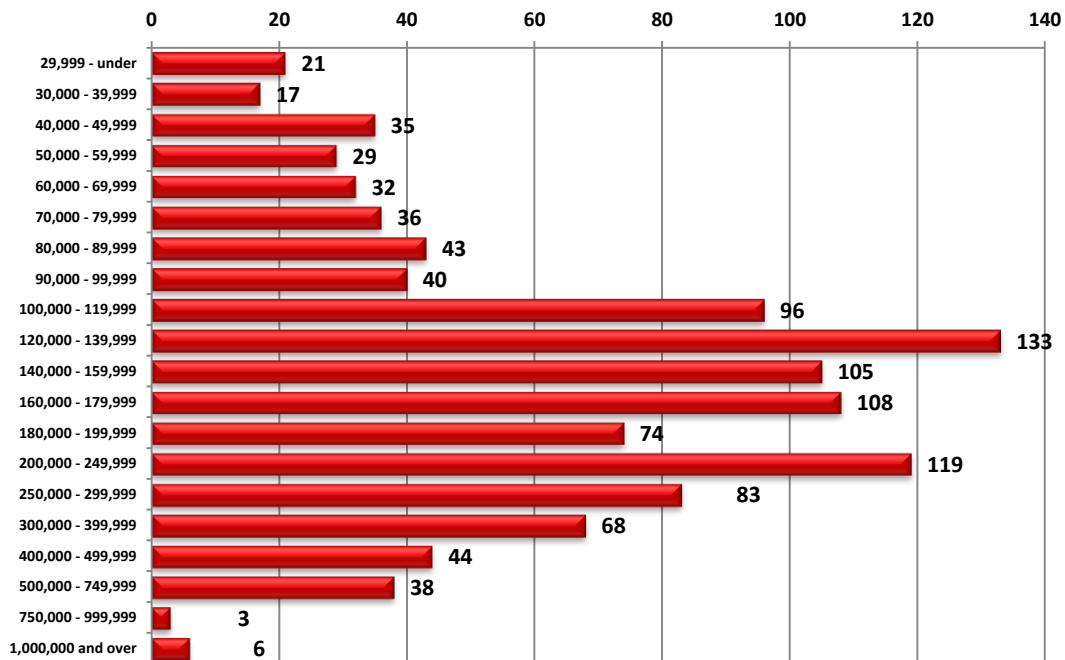


Active Listings Price Breakdown



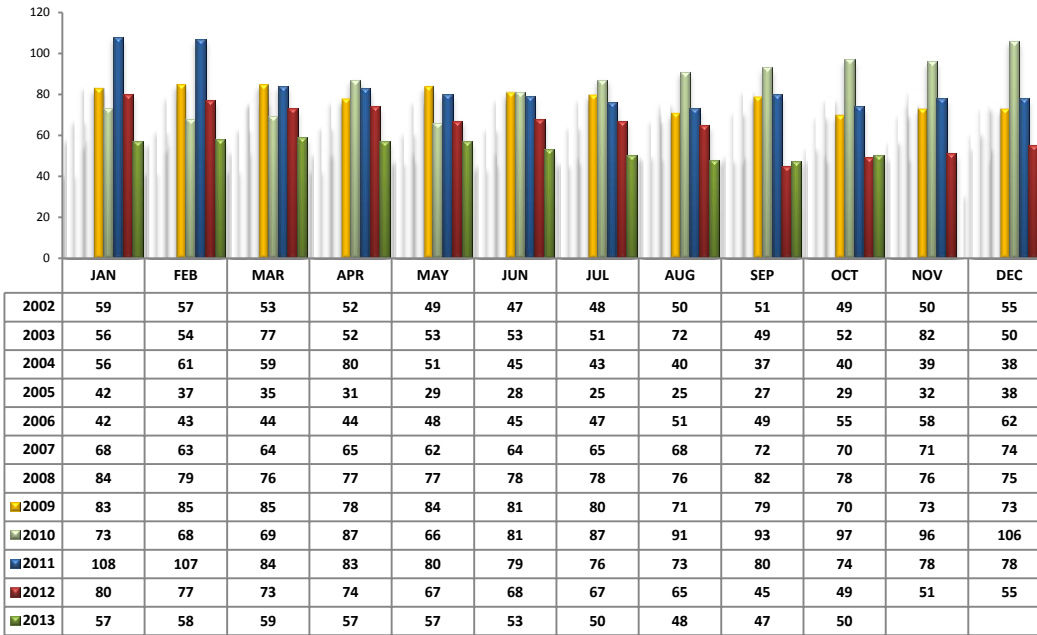
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Sold Price Breakdown



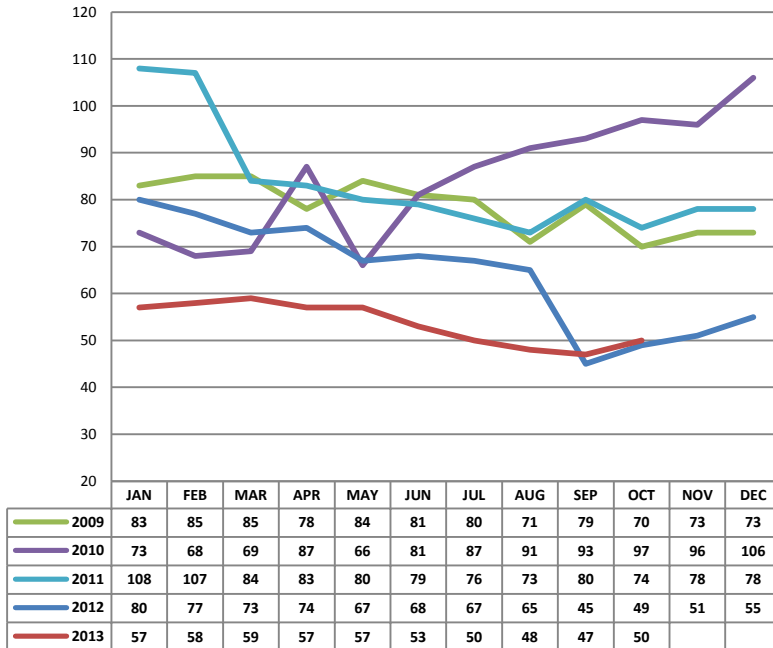
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Average Days on Market/Listing - October 2013

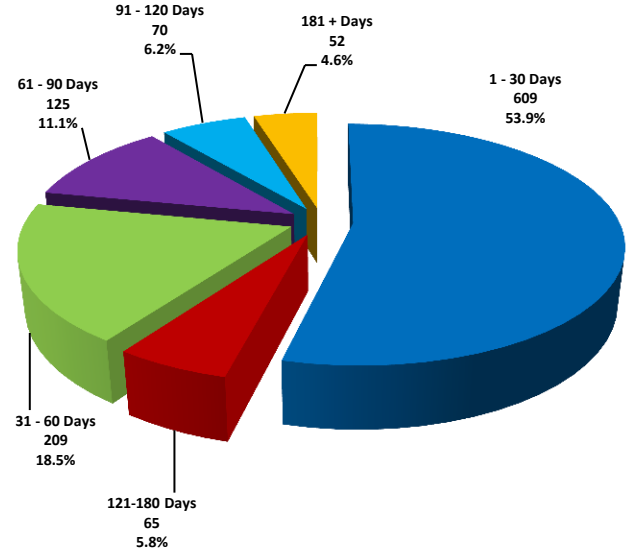


Area	Avg. DOM
N	53
NE	50
NW	49
XNE	97
XNW	73
C	41
E	43
S	29
SE	38
SW	37
XSW	127
XS	56
W	31
XW	77

Annual Comparison - Average Days on Market

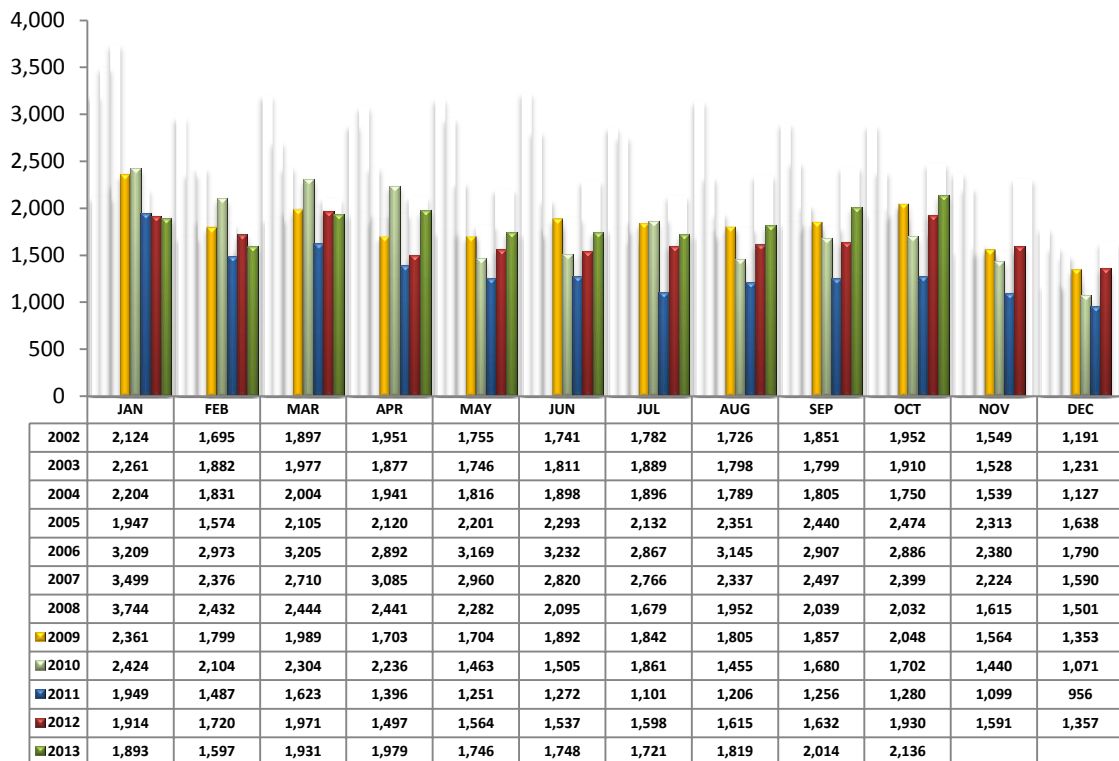


Average Days on Market/Listing Breakdown



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New Listings - October 2013



Area	# of Listings
C	281
E	140
N	229
NE	107
NW	529
S	105
SE	178
SW	128
W	130
XNE	5
XNW	35
XS	155
XSW	99
XW	15

*Includes properties that were re-listed

**Beginning October 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.
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
Oct 2013	191	341	37

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