

**For Immediate
Release:**

December 10, 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 November 2013

Below are some highlights from the November Residential Sales Statistics:

- Total Sales Volume of \$178,915,596, has decreased 17.72% from October's number of \$217,449,776, and has also decreased 1.39% since November 2012.
- The Average Sales Price for November of \$191,763 is a 0.35% decrease from October's \$192,433.
- Average List Price for November, \$197,805, has decreased 0.87% from October's \$199,540, but is an increase of 4.83% from November 2012's Average List Price of \$188,700.
- Total Under Contract, 1,724, is down from October, resulting in a 2.65% decrease from 1,771 in October.
- Total Unit Sales decreased this month to 933 from October's number of 1,130.
- The Median Sales Price of \$159,500 is an increase of 2.90% from October's \$155,000 and a 10.28% increase over November 2012.
- New Listings decreased 18.02% from 2,136 in October to 1,751 in November.
- Total Active Listings for November are 5,286, an increase of 2.18% from October's 5,173.
- Average Days on Market increased to 51 for November from 50 in October.
- Conventional loan sales accounted for 35% 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.

November 2013 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
November	\$178,915,596	\$181,444,177	-1.39%
October	\$217,449,776	\$188,863,288	15.14%
Month % Change	-17.72%	-3.93%	

Average Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
November	\$191,763	\$182,539	5.05%
October	\$192,433	\$175,850	9.43%
Month % Change	-0.35%	3.80%	

Average List Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
November	\$197,805	\$188,700	4.83%
October	\$199,540	\$180,855	10.33%
Month % Change	-0.87%	4.34%	

Total Under Contract

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
November	1,724	2,237	-22.93%
October	1,771	2,364	-25.08%
Month % Change	-2.65%	-5.37%	

Total Unit Sales

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
November	933	994	-6.14%
October	1,130	1,074	5.21%
Month % Change	-17.43%	-7.45%	

Median Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
November	\$159,500	\$144,627	10.28%
October	\$155,000	\$143,000	8.39%
Month % Change	2.90%	1.14%	

New Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
November	1,751	1,591	10.06%
October	2,136	1,930	10.67%
Month % Change	-18.02%	-17.56%	

Active Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
November	5,286	4,430	19.32%
October	5,173	4,195	23.31%
Month % Change	2.18%	5.60%	

November 2013 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%
85145	15	4	26.67%	85645	1	0	0.00%	85714	12	4	33.33%	85742	176	27	15.34%
85321	1	0	0.00%	85648	0	0	0.00%	85715	120	22	18.33%	85743	237	46	19.41%
85601	1	0	0.00%	85653	99	20	20.20%	85716	136	25	18.38%	85745	184	36	19.57%
85602	4	2	50.00%	85658	200	23	11.50%	85718	284	35	12.32%	85746	85	23	27.06%
85611	0	1	0.00%	85701	28	5	17.86%	85719	125	19	15.20%	85747	112	33	29.46%
85614	317	32	10.09%	85704	154	27	17.53%	85730	122	39	31.97%	85748	103	19	18.45%
85616	0	0	0.00%	85705	72	23	31.94%	85734	0	0	0.00%	85749	147	24	16.33%
85619	26	1	3.85%	85706	58	22	37.93%	85735	61	9	14.75%	85750	278	31	11.15%
85622	85	10	11.76%	85710	201	43	21.39%	85736	40	7	17.50%	85755	212	33	15.57%
85623	9	1	11.11%	85711	133	31	23.31%	85737	215	25	11.63%	85756	42	28	66.67%
85629	173	44	25.43%	85712	121	27	22.31%	85739	285	28	9.82%	85757	85	22	25.88%
85641	209	30	14.35%	85713	209	26	12.44%	85741	108	26	24.07%				

NOTE:

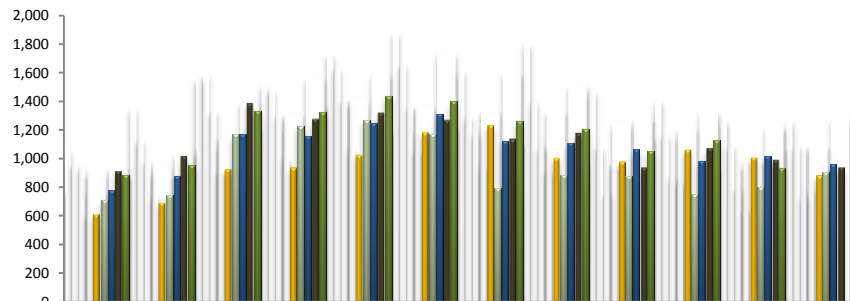
85717- 1 active listing

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	46	10	2	1	59	15	C	621	1 -30 Days	472
\$30,000 to \$39,999	67	14	4	8	93	19	E	306	31-60 Days	192
\$40,000 to \$49,999	79	12	9	7	107	15	N	593	61 - 90 Days	106
\$50,000 to \$59,999	97	25	17	14	153	23	NE	278	91-120 Days	65
\$60,000 to \$69,999	82	28	12	12	134	32	NW	1521	121 - 180 Days	60
\$70,000 to \$79,999	109	37	17	7	170	27	S	142	Over 180 Days	38
\$80,000 to \$89,999	111	41	20	11	183	33	SE	345	Avg. Days on Market	
\$90,000 to \$99,999	120	55	14	10	199	27	SW	328	51	
\$100,000 to \$119,999	268	104	36	30	438	79	W	263	Avg. Sold Price	
\$120,000 to \$139,999	364	148	39	29	580	102	XNE	29	\$191,763	
\$140,000 to \$159,999	402	110	36	37	585	96	XNW	83	Median Sale Price	
\$160,000 to \$179,999	388	95	29	22	534	66	XS	407	\$159,500	
\$180,000 to \$199,999	371	76	14	27	488	70	XSW	319	New Listings	
\$200,000 to \$249,999	711	100	22	38	871	122	XW	51	1,751	
\$250,000 to \$299,999	539	68	10	36	653	81	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	539	73	10	25	647	67	C	121	\$19,641,114	
\$400,000 to \$499,999	292	37	2	15	346	29	E	64	\$8,641,970	
\$500,000 to \$749,999	361	32	3	18	414	19	N	69	\$25,428,767	
\$750,000 to \$999,999	139	5	1	4	149	10	NE	46	\$12,422,814	
\$1,000,000 and over	201	3	0	3	207	1	NW	233	\$54,098,948	
							S	61	\$6,172,277	
							SE	87	\$14,062,157	
							SW	57	\$6,810,610	
							W	59	\$10,682,441	
							XNE	1	\$235,000	
							XNW	19	\$1,639,811	
							XS	75	\$13,878,244	
Totals	5,286	1,073	297	354	7,010	933	XSW	36	\$4,736,032	
							XW	5	\$465,411	
							Total Volume		\$178,915,596	
	Nov-13	Nov-12	% Change	YTD 2013	YTD 2012	% Change				
Home Sales Volume	\$178,915,596	\$181,444,177	-1.39%	\$2,470,710,785	\$2,180,403,366	13.31%				
Home Sales Units	933	994	-6.14%	12,905	12,506	3.19%				
Average Sales Price (All Residential)	\$191,763	\$182,539	5.05%	\$191,785	\$180,356	6.34%				
Median Sales Price	\$159,500	\$144,627	10.28%	\$157,870	\$143,929	9.69%				
Average Days on Market:	51	51	0.00%	51	52	-1.92%				
Average List Price for Solds:	\$197,805	\$188,700	4.83%	\$197,981	\$186,194	6.33%				
SP/LP %	96.95%	96.74%		96.87%	96.86%					
Total Under Contract	1,724	2,237	-22.93%							
Active Listings	5,286	4,430	19.32%							
New Listings	1,751	1,591	10.06%							

Types of Financing	Totals
FHA	162
VA	98
Other	31
Cash	300
Convention	334
Cash/Loan	1
Carryback	7

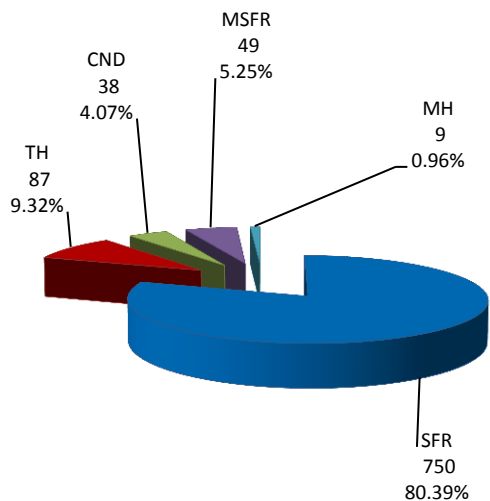
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Total Unit Sales – November 2013

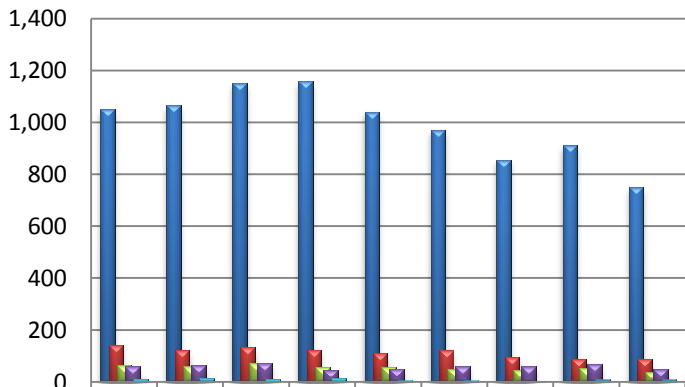


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2002	780	905	1,094	1,219	1,386	1,201	1,236	1,126	985	1,158	954	1,091
2003	898	955	1,157	1,312	1,425	1,372	1,343	1,336	1,250	1,215	992	1,096
2004	948	1,040	1,397	1,570	1,599	1,740	1,601	1,515	1,294	1,336	1,228	1,289
2005	1,075	1,357	1,566	1,519	1,739	1,890	1,619	1,807	1,474	1,414	1,274	1,269
2006	974	1,147	1,597	1,493	1,643	1,666	1,308	1,414	1,095	1,174	1,099	1,100
2007	947	999	1,339	1,318	1,418	1,378	1,182	1,084	769	884	810	753
2008	621	761	930	1,015	1,070	1,070	959	923	965	846	654	802
2009	615	695	925	939	1,029	1,185	1,235	1,008	979	1,063	1,011	886
2010	712	741	1,169	1,227	1,270	1,170	792	882	873	752	800	907
2011	780	879	1,169	1,152	1,247	1,312	1,124	1,106	1,064	982	1,015	961
2012	915	1,019	1,387	1,276	1,318	1,269	1,137	1,179	938	1,074	994	942
2013	884	951	1,329	1,323	1,437	1,399	1,263	1,205	1,051	1,130	933	

Unit Sales – Breakdown by Type

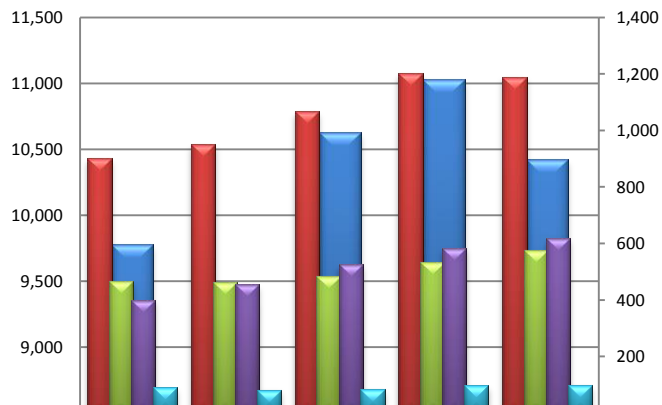


Total Unit Sales By Type - Monthly Comparison



	Mar-13	Apr-13	May-13	June-13	July-13	Aug-13	Sept-13	Oct-13	Nov-13
SFR	1,053	1,066	1,150	1,159	1,041	971	853	912	750
TH	141	121	132	123	109	120	95	87	87
CND	65	58	73	56	57	50	44	52	38
MSFR	58	64	71	46	50	58	58	70	49
MH	12	14	11	15	6	6	1	9	9

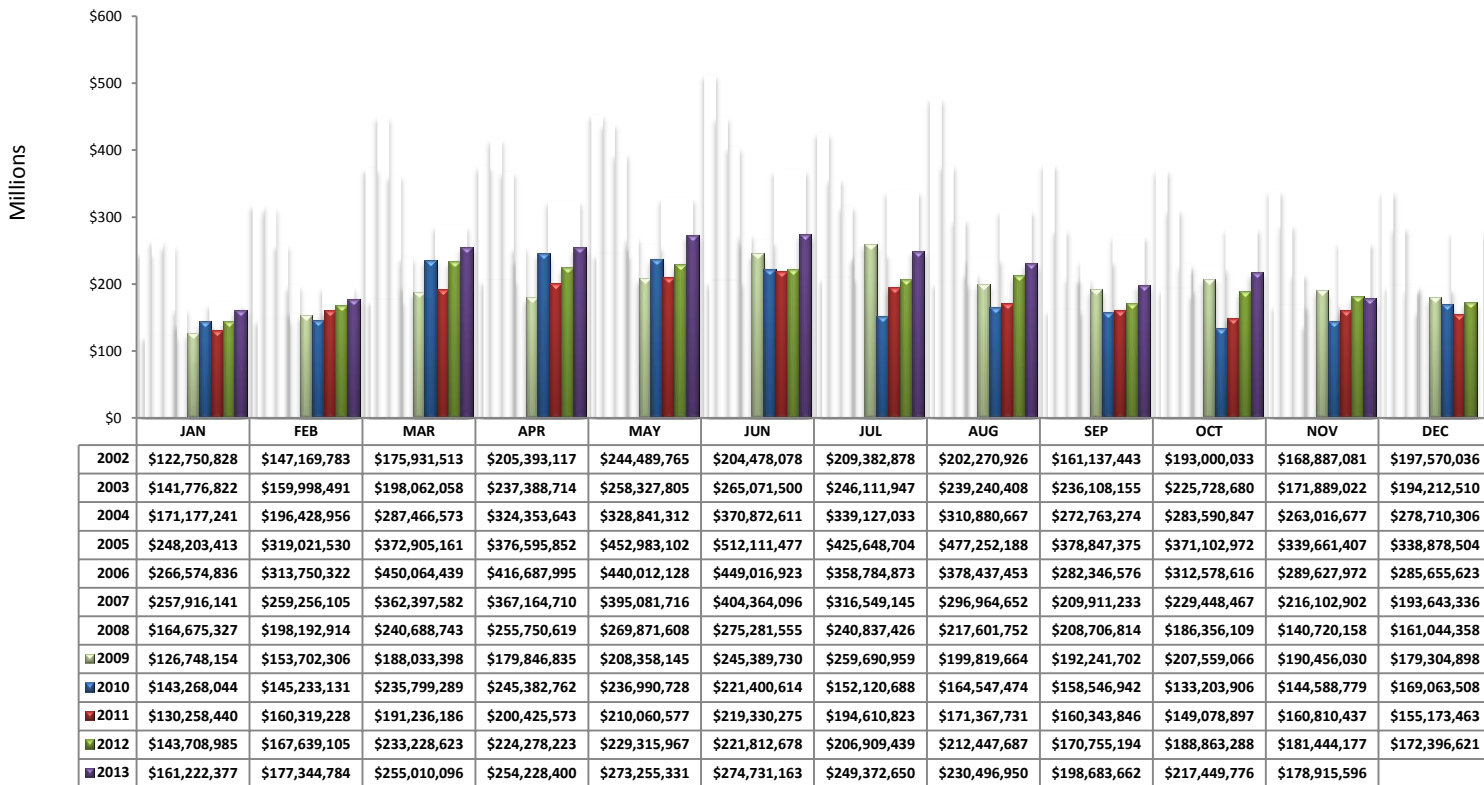
YTD Annual Comparison – Breakdown by Type



	Total 2009	Total 2010	Total 2011	Total 2012	YTD 2013
SFR	9,778	9,345	10,628	11,032	10,424
TH	901	951	1,067	1,202	1,189
CND	467	462	485	533	575
MSFR	400	455	527	584	618
MH	90	82	84	97	99

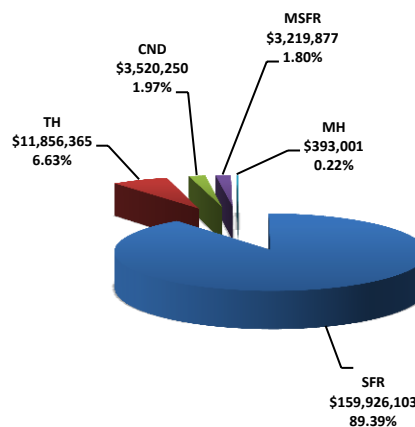
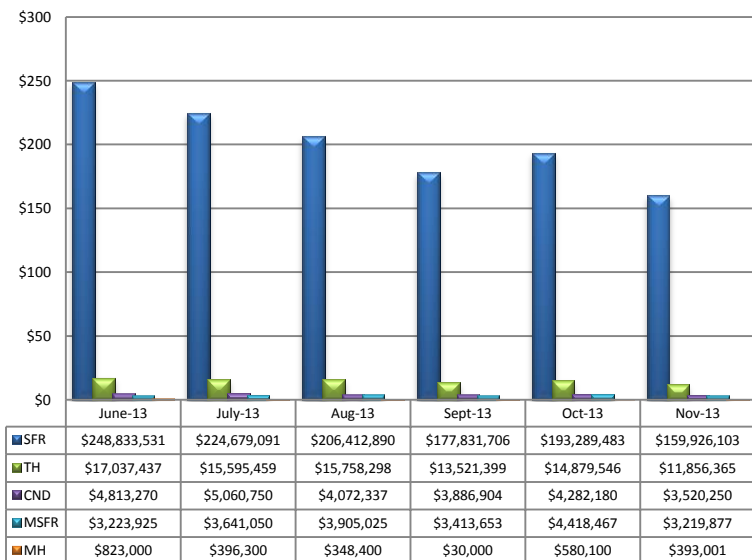
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Total Sales Volume - November 2013



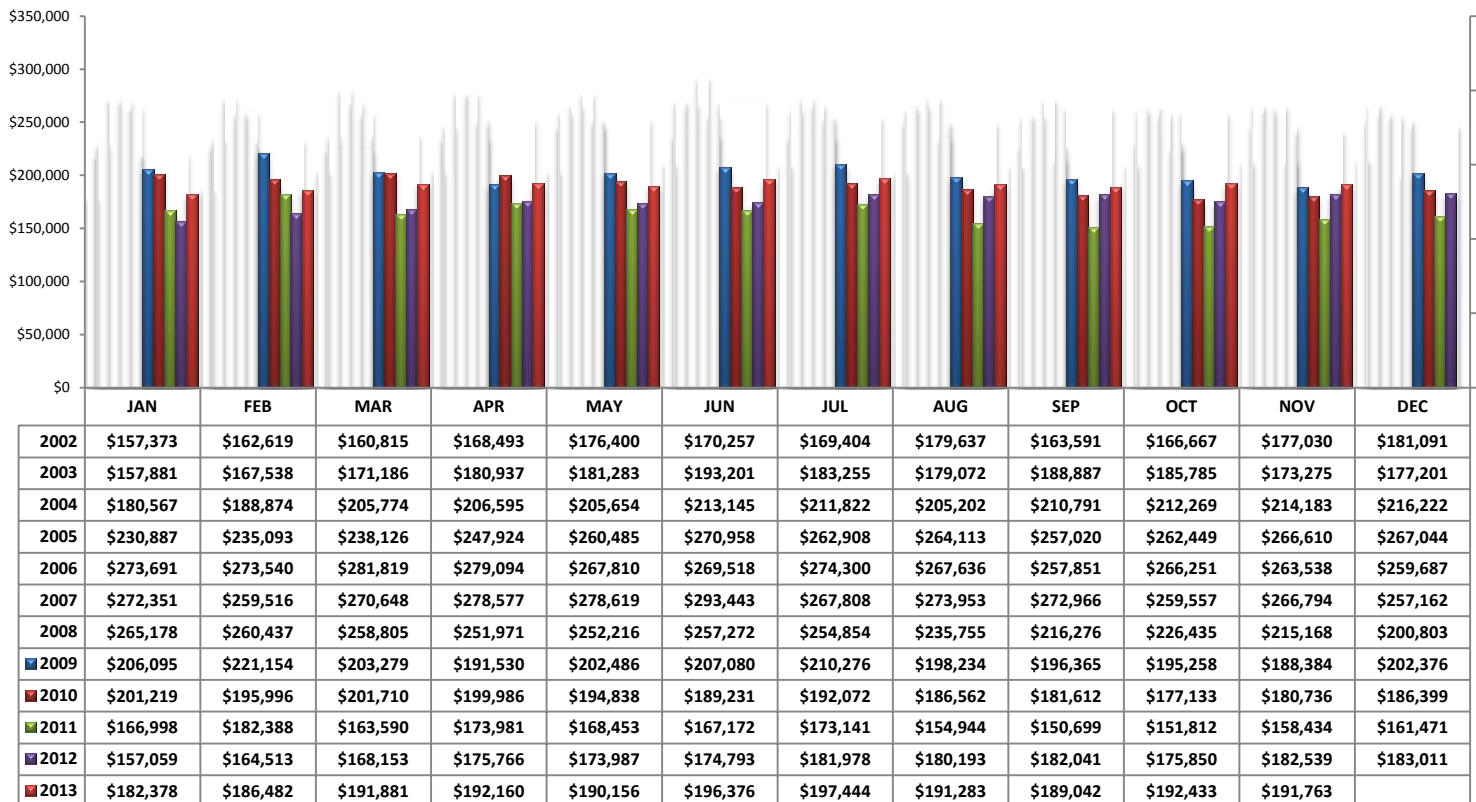
Total Sales Volume By Type - Monthly Comparison

Monthly Volume by Type

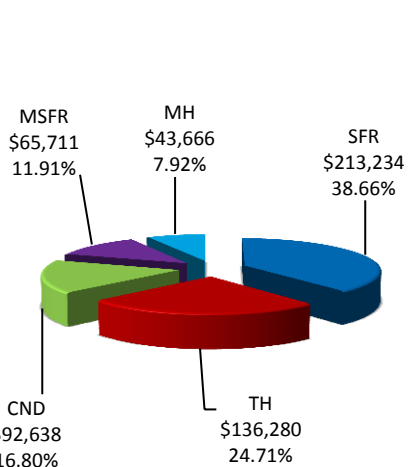


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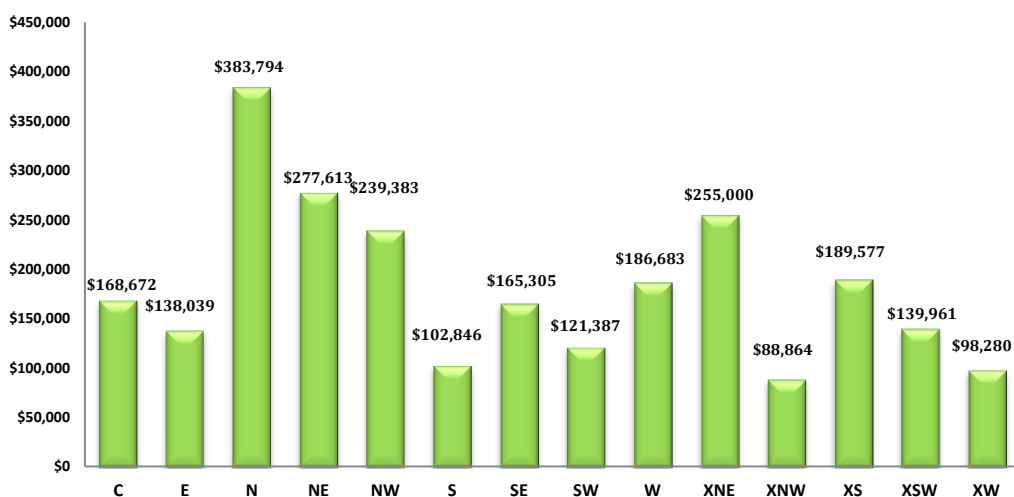
Average Sales Price – November 2013



Average Sales Price by Type – November 2013

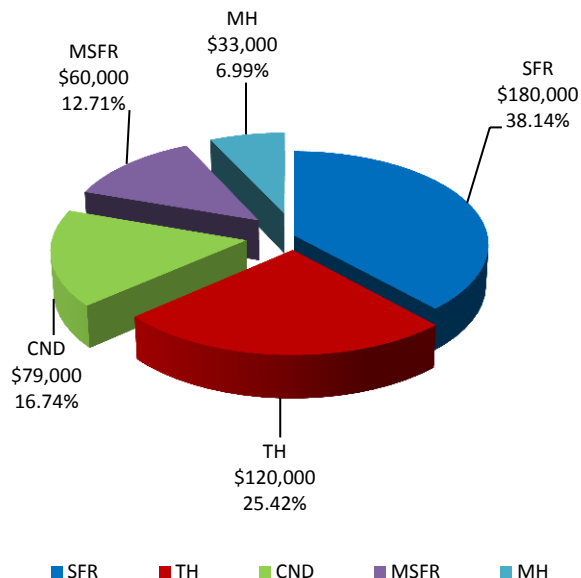


Average "Listing" Price per Area – November 2013



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Median Sale Price - by Type

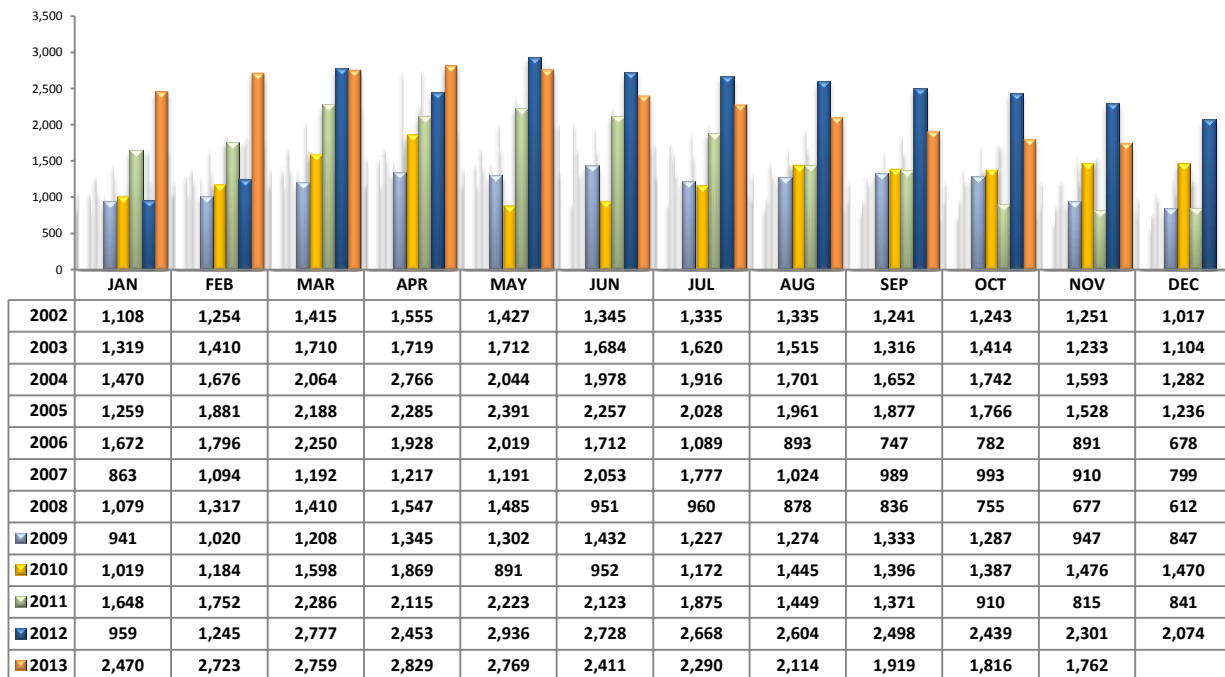


Median Sale Price - November 2013

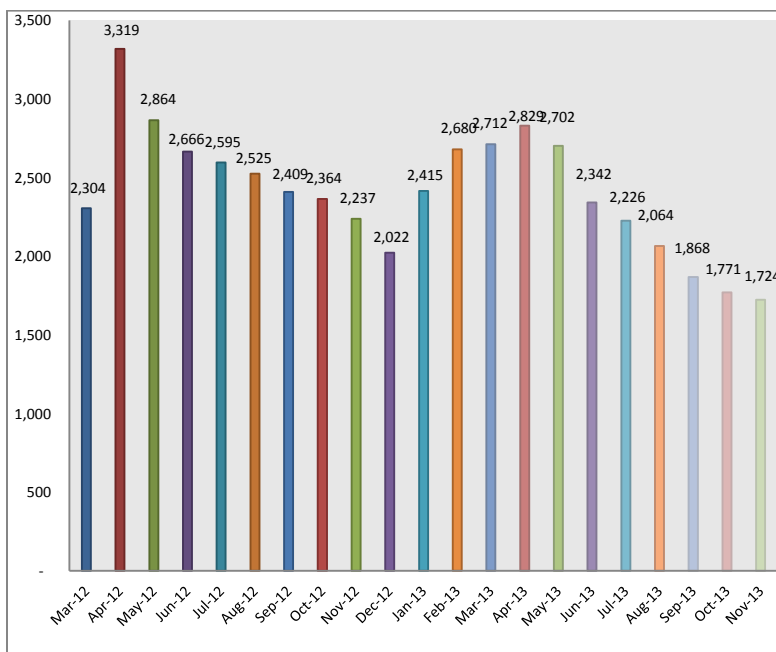


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Newly Under Contract During The Month

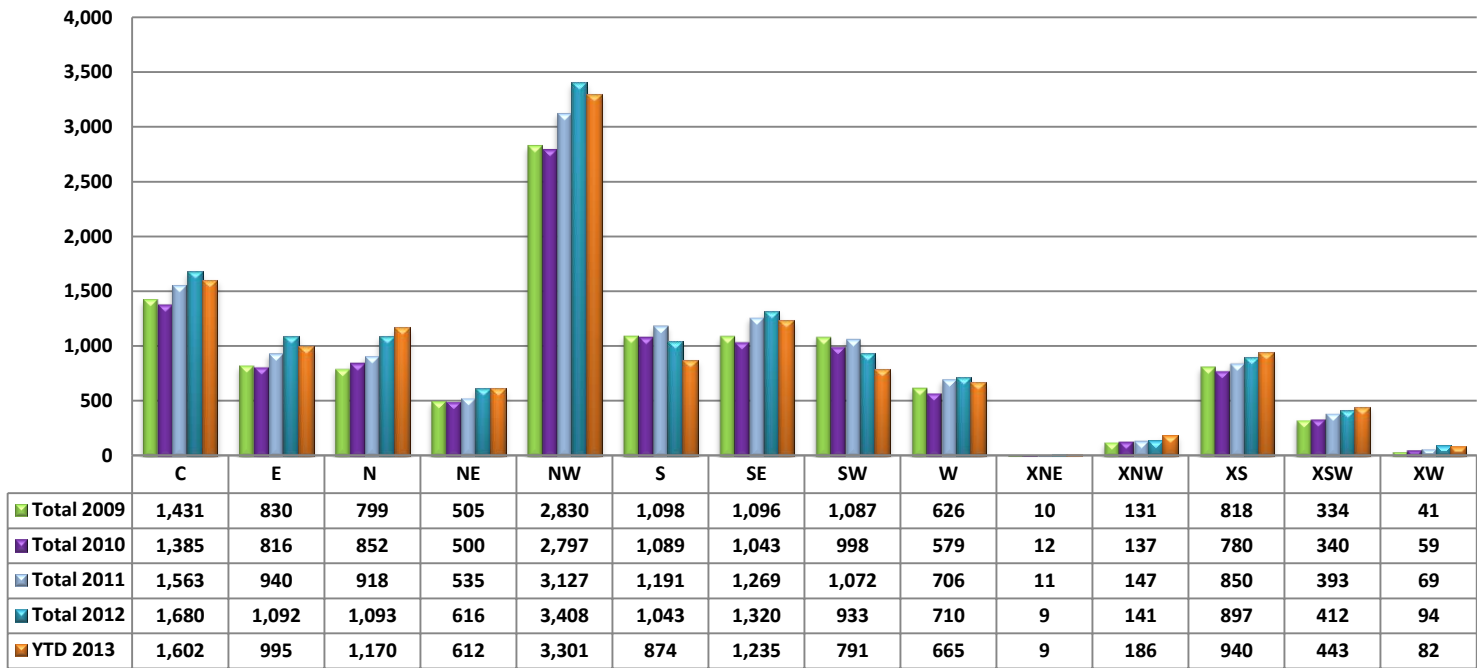


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

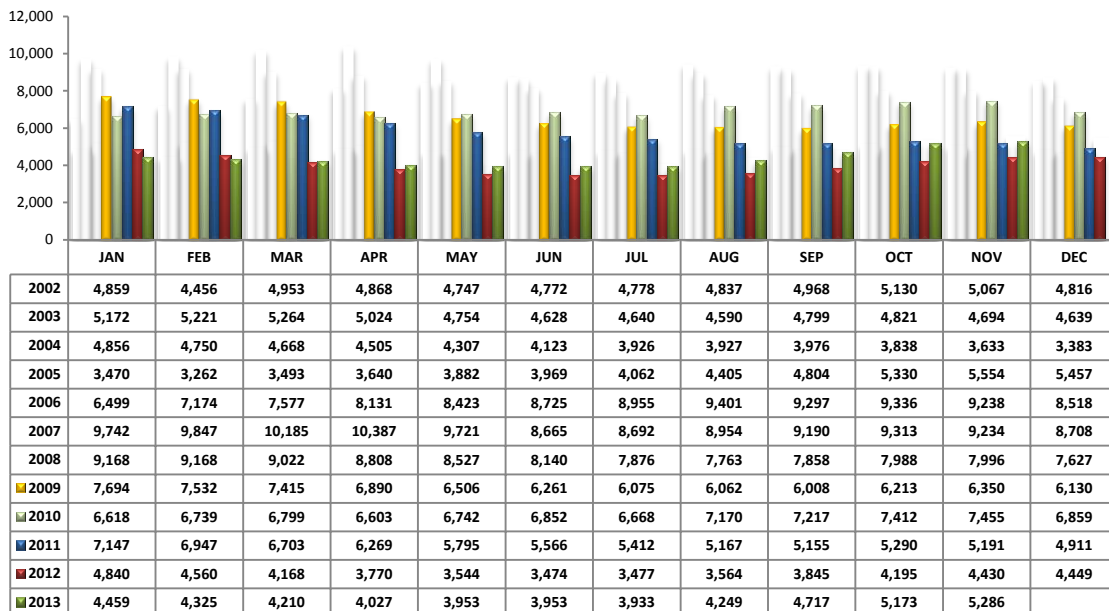
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$132,532	\$164,180	\$216,500	\$361,166	\$162,323
E	\$99,134	\$125,500	\$182,413	\$175,000	\$135,030
N	\$192,330	\$347,809	\$523,405	\$721,312	\$368,532
NE	\$163,500	\$243,513	\$362,583	\$298,000	\$270,061
NW	\$196,172	\$209,689	\$286,571	\$352,533	\$232,184
S	\$79,444	\$98,218	\$131,530	\$115,000	\$101,184
SE	\$147,000	\$156,184	\$173,772	\$0	\$161,633
SW	\$66,011	\$111,346	\$151,647	\$169,450	\$119,484
W	\$73,646	\$185,487	\$313,857	\$332,500	\$181,058
XNE	\$235,000	\$0	\$0	\$0	\$235,000
XNW	\$95,000	\$58,901	\$122,580	\$142,000	\$86,305
XS	\$134,000	\$189,533	\$194,667	\$266,341	\$185,043
XSW	\$125,944	\$134,684	\$154,600	\$0	\$131,556
XW	\$39,521	\$97,450	\$115,495	\$0	\$93,082

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	39	71	8	3	121
E	13	34	15	2	64
N	23	22	20	4	69
NE	6	23	12	5	46
NW	60	102	62	9	233
S	9	41	10	1	61
SE	2	57	28	0	87
SW	11	23	21	2	57
W	13	37	7	2	59
XNE	1	0	0	0	1
XNW	1	11	5	2	19
XS	14	31	26	4	75
XSW	22	10	4	0	36
XW	1	2	2	0	5

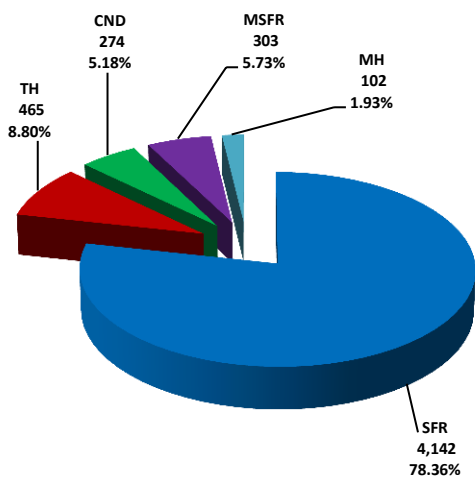
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Active Listings

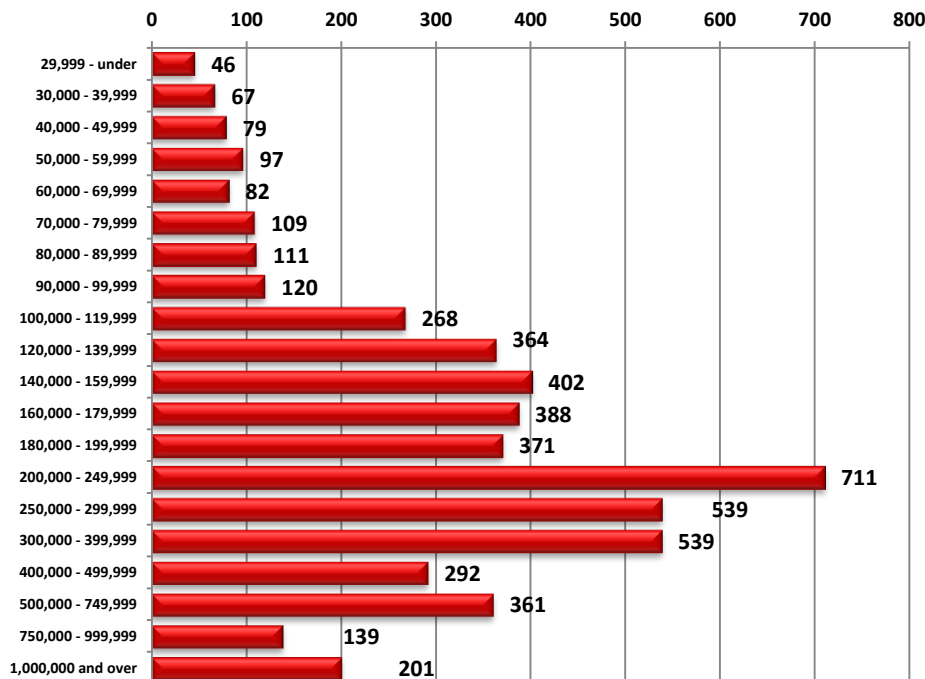


Area	# of Listings
C	621
E	306
N	593
NE	278
NW	1521
S	142
SE	345
SW	328
W	263
XNE	29
XNW	83
XS	407
XSW	319
XW	51

Active Listings Unit Breakdown

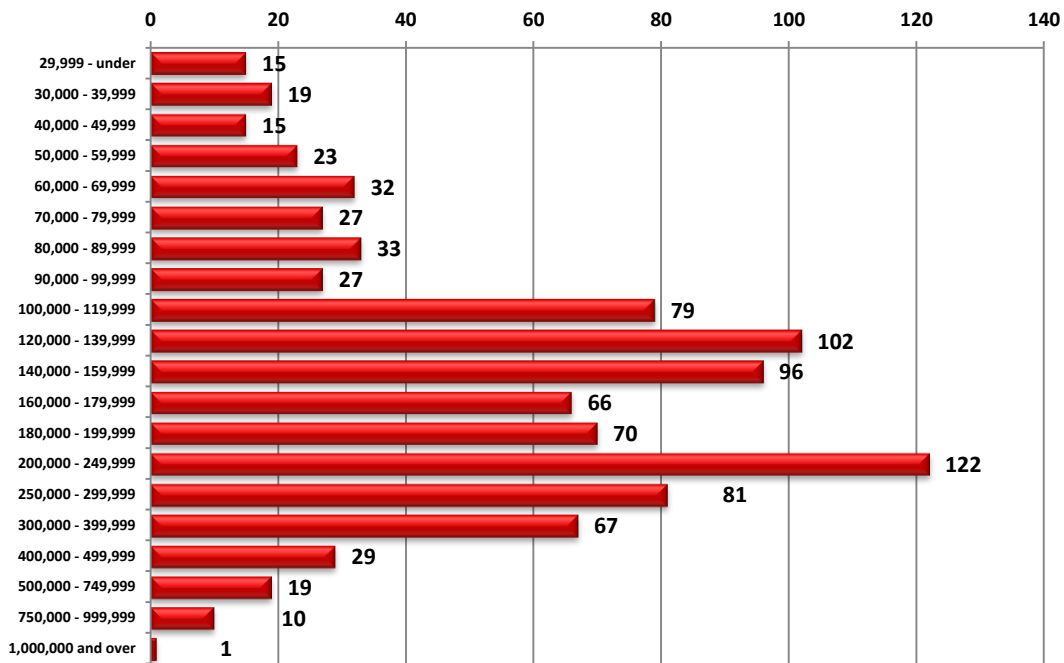


Active Listings Price Breakdown



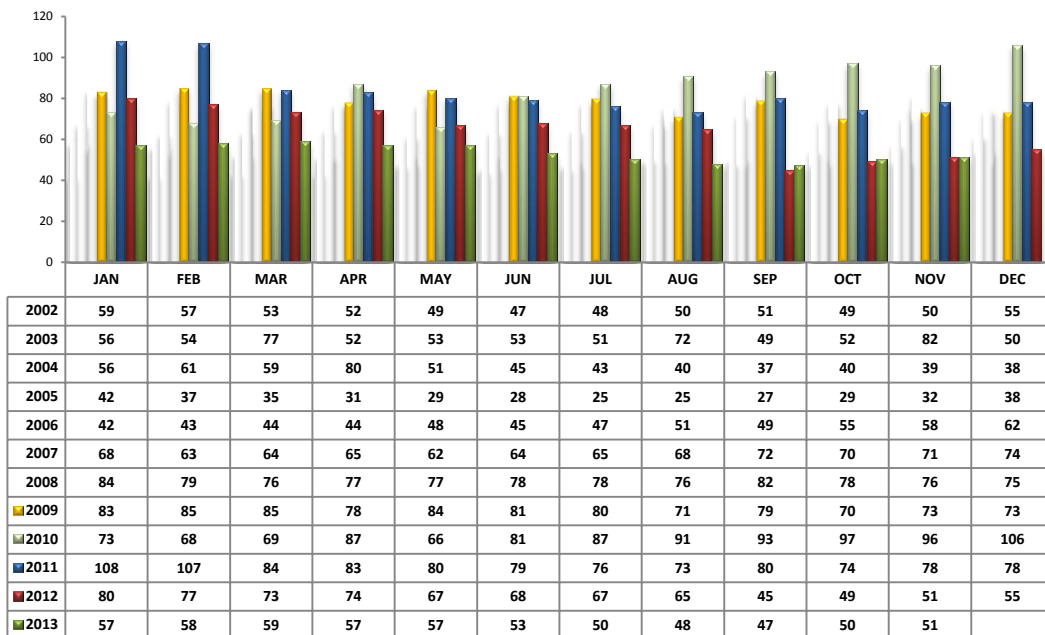
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Sold Price Breakdown



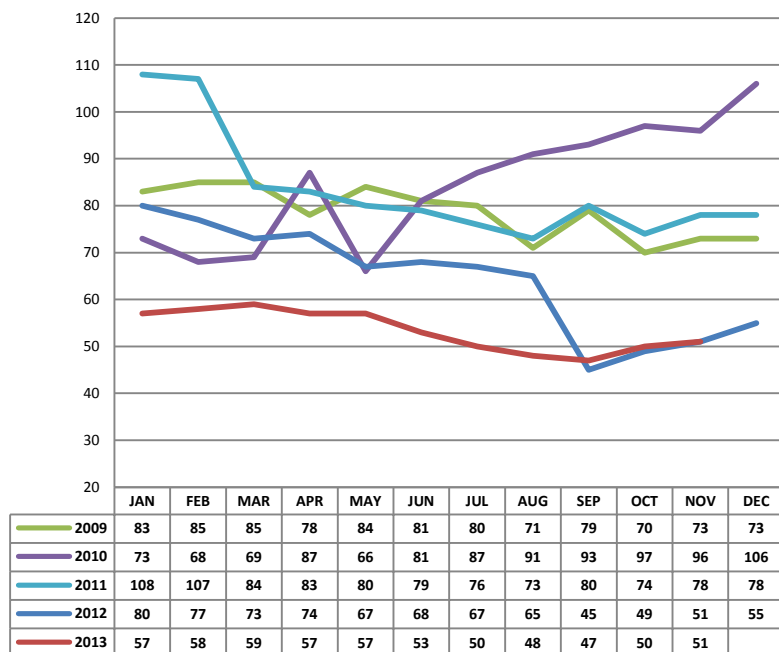
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Average Days on Market/Listing - November 2013

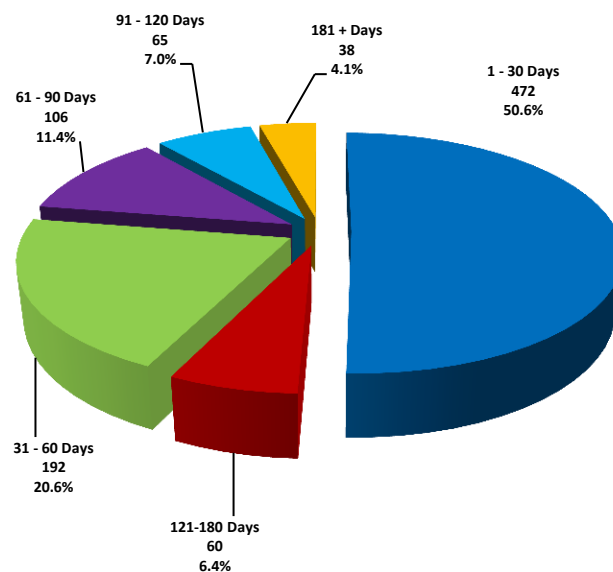


Area	Avg. DOM
N	46
NE	37
NW	58
XNE	41
XNW	57
C	25
E	36
S	42
SE	37
SW	31
XSW	63
XS	78
W	84
XW	132

Annual Comparison - Average Days on Market

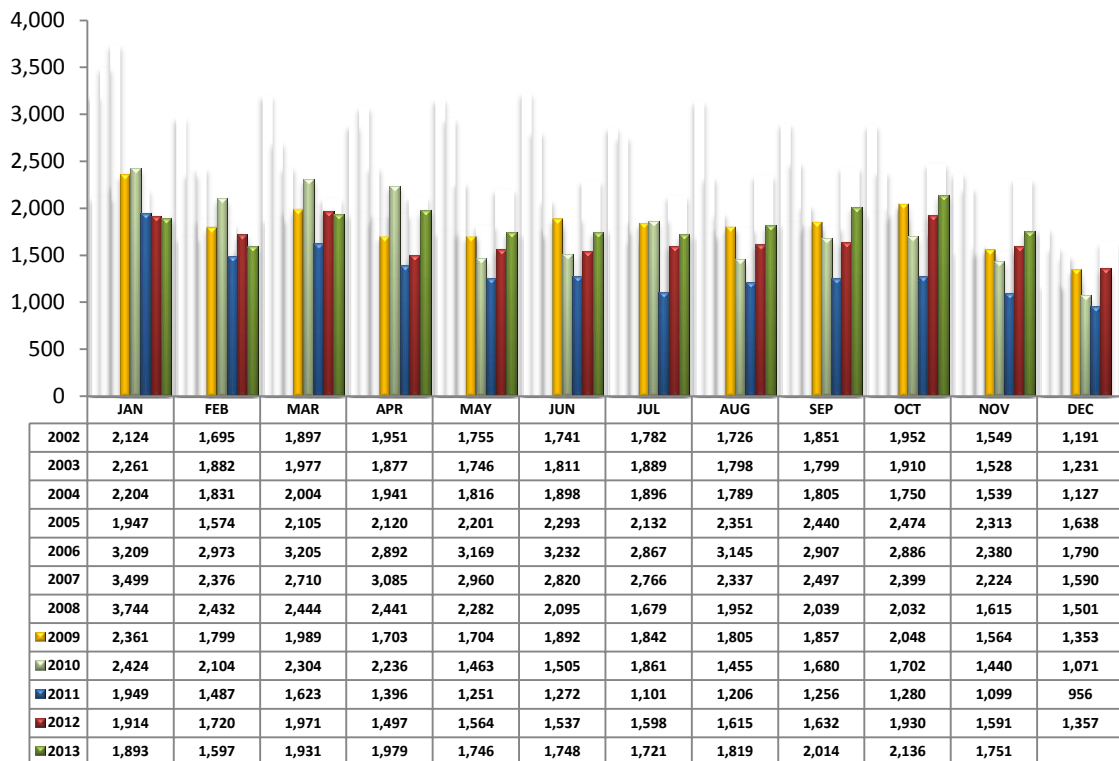


Average Days on Market/Listing Breakdown



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.

New Listings - November 2013



Area	# of Listings
C	192
E	121
N	188
NE	76
NW	491
S	76
SE	153
SW	126
W	88
XNE	2
XNW	29
XS	113
XSW	78
XW	18

*Includes properties that were re-listed

**Beginning November 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.
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
Nov 2013	123	323	56

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