

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

Multiple Listing Service

Monthly Statistics December 2013

Below are some highlights from the December Residential Sales Statistics:

- Total Sales Volume of \$210,031,523 has increased 17.39% from November's number of \$178,915,596, and has also increased 21.83% since December 2012.
- The Average Sales Price for December of \$202,342 is a 5.52% increase from November's \$191,763.
- Average List Price for December, \$208,818, has increased 5.57% from November's \$197,805, and is an increase of 10.35% from December 2012's Average List Price of \$189,229.
- Total Under Contract for December, 1,506, is down from November's 1,724, resulting in a 12.65% decrease.
- Total Unit Sales increased this month to 1,038 from November's number of 933.
- The Median Sales Price of \$157,900 is a decrease of 1% from November's \$159,500 and a 7.05% increase over December 2012.
- New Listings decreased 20.85% from 1,751 in November to 1,386 in December.
- Total Active Listings for December are 5,150, a decrease of 2.57% from November's 5,286.
- Average Days on Market increased to 54 for December from 51 in November.
- Conventional loan sales accounted for 36% 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.

December 2013 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
December	\$210,031,523	\$172,396,621	21.83%
November	\$178,915,596	\$181,444,177	-1.39%
Month % Change	17.39%	-4.99%	

Average Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
December	\$202,342	\$183,011	10.56%
November	\$191,763	\$182,539	5.05%
Month % Change	5.52%	0.26%	

Average List Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
December	\$208,818	\$189,229	10.35%
November	\$197,805	\$188,700	4.83%
Month % Change	5.57%	0.28%	

Total Under Contract

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
December	1,506	2,022	-25.52%
November	1,724	2,237	-22.93%
Month % Change	-12.65%	-9.61%	

Total Unit Sales

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
December	1,038	942	10.19%
November	933	994	-6.14%
Month % Change	11.25%	-5.23%	

Median Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
December	\$157,900	\$147,500	7.05%
November	\$159,500	\$144,627	10.28%
Month % Change	-1.00%	1.99%	

New Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
December	1,386	1,357	2.14%
November	1,751	1,591	10.06%
Month % Change	-20.85%	-14.71%	

Active Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
December	5,150	4,449	15.76%
November	5,286	4,430	19.32%
Month % Change	-2.57%	0.43%	

December 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	12	3	25.00%	85645	2	0	0.00%	85713	198	31	15.66%	85741	116	30	25.86%
85321	1	0	0.00%	85648	0	0	0.00%	85714	12	8	0.00%	85742	173	40	0.00%
85601	1	0	0.00%	85653	93	19	20.43%	85715	102	23	22.55%	85743	223	52	23.32%
85602	5	0	0.00%	85654	0	1	0.00%	85716	124	25	20.16%	85745	177	37	20.90%
85611	0	0	0.00%	85658	207	36	17.39%	85718	258	46	17.83%	85746	95	32	33.68%
85614	310	39	12.58%	85701	27	3	11.11%	85719	105	23	21.90%	85747	114	39	34.21%
85616	0	0	0.00%	85704	147	30	20.41%	85730	117	45	38.46%	85748	92	19	20.65%
85619	23	0	0.00%	85705	65	30	46.15%	85734	0	0	0.00%	85749	140	25	17.86%
85622	93	5	5.38%	85706	59	32	54.24%	85735	65	12	18.46%	85750	275	38	13.82%
85623	5	0	0.00%	85710	197	48	24.37%	85736	38	5	13.16%	85755	195	35	17.95%
85629	171	41	23.98%	85711	130	40	30.77%	85737	206	26	12.62%	85756	55	18	32.73%
85641	226	35	15.49%	85712	121	23	19.01%	85739	284	31	10.92%	85757	90	13	14.44%

NOTE:

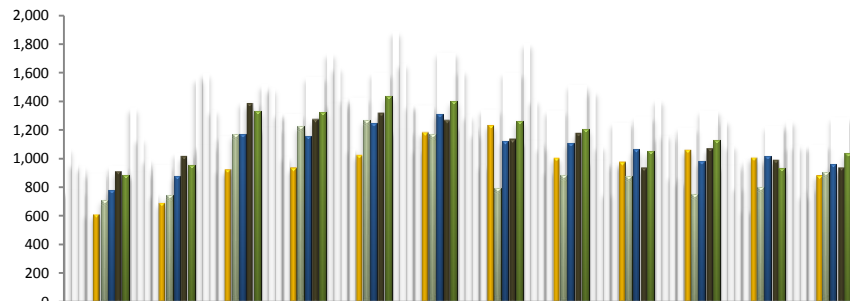
85717- 1 active listing

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	45	6	2	2	55	18	C	577	1 -30 Days	480
\$30,000 to \$39,999	57	9	6	6	78	18	E	291	31-60 Days	214
\$40,000 to \$49,999	72	10	9	10	101	27	N	563	61 - 90 Days	122
\$50,000 to \$59,999	88	25	17	10	140	24	NE	256	91-120 Days	102
\$60,000 to \$69,999	84	23	10	7	124	20	NW	1494	121 - 180 Days	83
\$70,000 to \$79,999	118	38	21	10	187	33	S	156	Over 180 Days	37
\$80,000 to \$89,999	99	35	16	7	157	41	SE	353	Avg. Days on Market	
\$90,000 to \$99,999	111	50	18	20	199	37	SW	339	54	
\$100,000 to \$119,999	273	86	32	23	414	80	W	244	Avg. Sold Price	
\$120,000 to \$139,999	373	137	40	29	579	117	XNE	24	\$202,342	
\$140,000 to \$159,999	395	84	35	26	540	114	XNW	76	Median Sale Price	
\$160,000 to \$179,999	401	88	20	19	528	90	XS	409	\$157,900	
\$180,000 to \$199,999	373	53	8	23	457	72	XSW	326	New Listings	
\$200,000 to \$249,999	685	99	20	39	843	105	XW	42	1,386	
\$250,000 to \$299,999	507	63	10	23	603	77	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	525	59	11	24	619	72	C	129	\$20,742,276	
\$400,000 to \$499,999	284	19	1	12	316	36	E	67	\$10,345,600	
\$500,000 to \$749,999	343	27	3	10	383	39	N	92	\$35,897,020	
\$750,000 to \$999,999	126	6	1	2	135	13	NE	50	\$15,831,443	
\$1,000,000 and over	191	5	0	2	198	5	NW	274	\$66,168,614	
							S	65	\$6,139,612	
							SE	101	\$16,255,525	
							SW	68	\$8,026,755	
							W	63	\$10,293,150	
							XNE	0	\$0	
							XNW	11	\$782,150	
							XS	81	\$14,819,443	
							XSW	27	\$3,730,258	
							XW	10	\$999,677	
Totals	5,150	922	280	304	6,656	1,038				
									Total Volume	\$210,031,523
	Dec-13	Dec-12	% Change	YTD 2013	YTD 2012	% Change				
Home Sales Volume	\$210,031,523	\$172,396,621	21.83%	\$2,680,742,308	\$2,352,799,987	13.94%				
Home Sales Units	1,038	942	10.19%	13,943	13,448	3.68%				
Average Sales Price (All Residential)	\$202,342	\$183,011	10.56%	\$197,064	\$181,684	8.47%				
Median Sales Price	\$157,900	\$147,500	7.05%	\$157,885	\$145,715	8.35%				
Average Days on Market:	54	55	-1.82%	53	54	-1.85%				
Average List Price for Solds:	\$208,818	\$189,229	10.35%	\$203,400	\$187,712	8.36%				
SP/LP %	96.90%	96.71%		96.88%	96.79%					
Total Under Contract	1,506	2,022	-25.52%							
Active Listings	5,150	4,449	15.76%							
New Listings	1,386	1,357	2.14%							

Types of Financing	Totals
FHA	185
VA	108
Other	23
Cash	335
Convention	375
Cash/Loan	0
Carryback	12

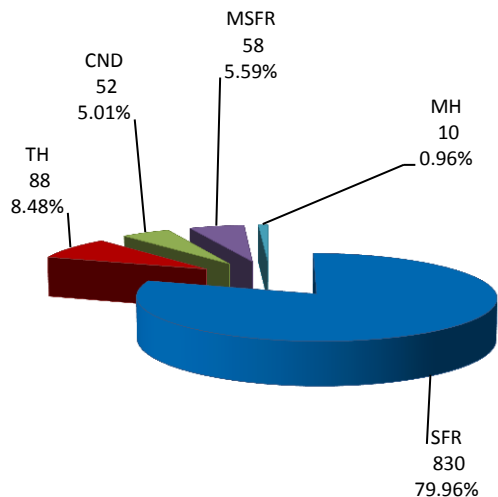
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Total Unit Sales – December 2013

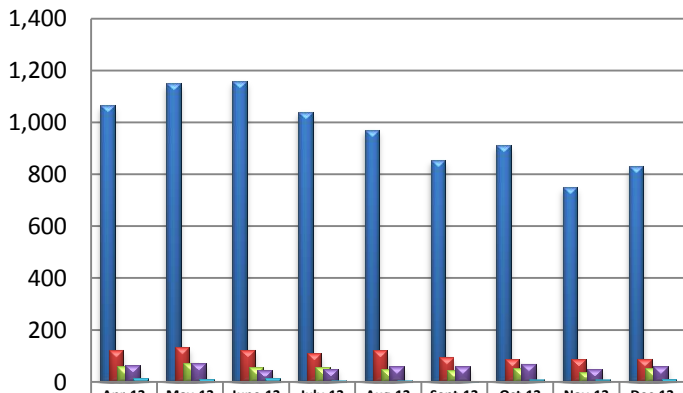


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2002	780	905	1,094	1,219	1,386	1,201	1,236	1,126	985	1,158	954	1,091
2003	898	955	1,157	1,312	1,425	1,372	1,343	1,336	1,250	1,215	992	1,096
2004	948	1,040	1,397	1,570	1,599	1,740	1,601	1,515	1,294	1,336	1,228	1,289
2005	1,075	1,357	1,566	1,519	1,739	1,890	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	1,038

Unit Sales – Breakdown by Type

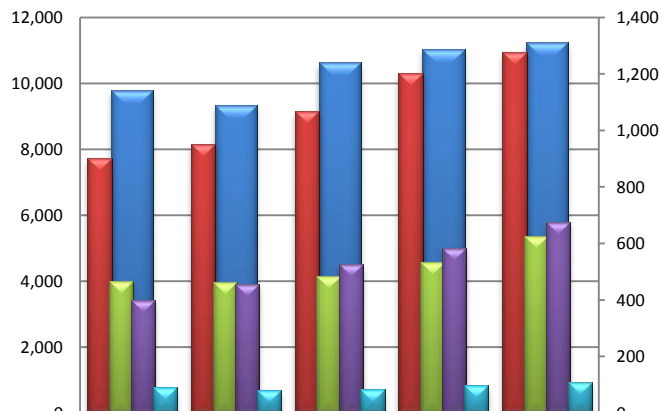


Total Unit Sales By Type - Monthly Comparison



	Apr-13	May-13	June-13	July-13	Aug-13	Sept-13	Oct-13	Nov-13	Dec-13
SFR	1,066	1,150	1,159	1,041	971	853	912	750	830
TH	121	132	123	109	120	95	87	87	88
CND	58	73	56	57	50	44	52	38	52
MSFR	64	71	46	50	58	58	70	49	58
MH	14	11	15	6	6	1	9	9	10

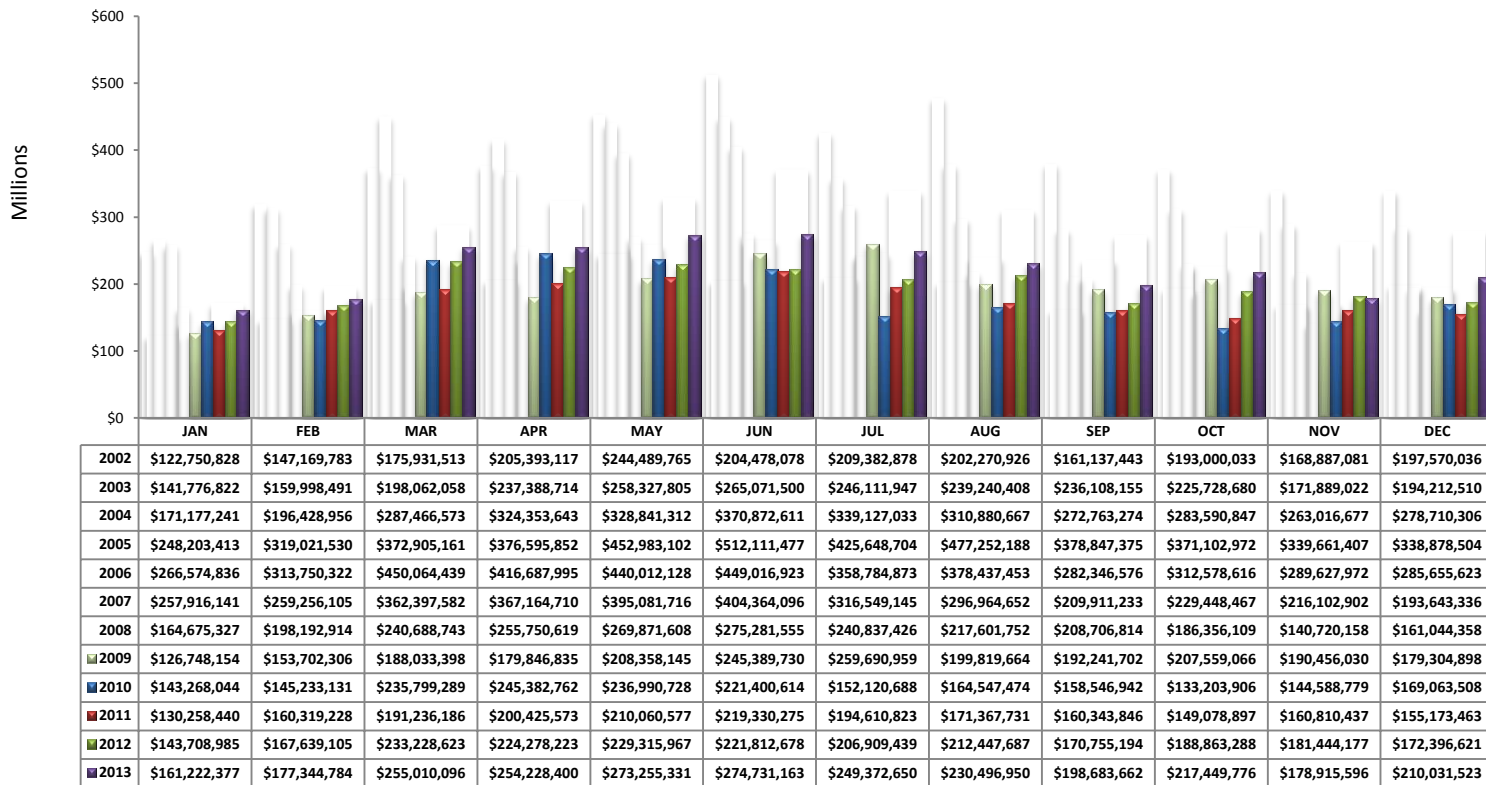
YTD Annual Comparison – Breakdown by Type



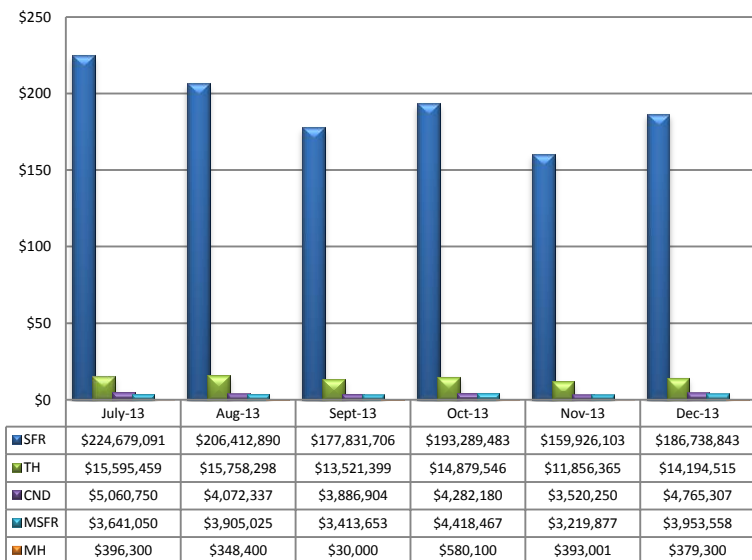
	Total 2009	Total 2010	Total 2011	Total 2012	YTD 2013
SFR	9,778	9,345	10,628	11,032	11,254
TH	901	951	1,067	1,202	1,277
CND	467	462	485	533	627
MSFR	400	455	527	584	676
MH	90	82	84	97	109

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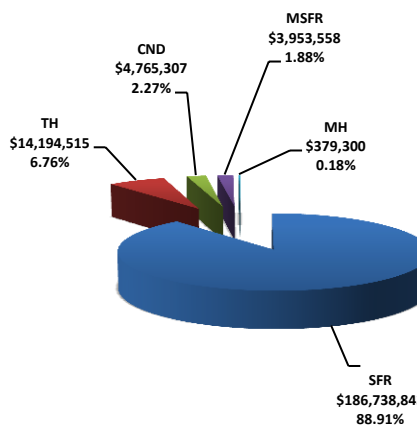
Total Sales Volume - December 2013



Total Sales Volume By Type - Monthly Comparison

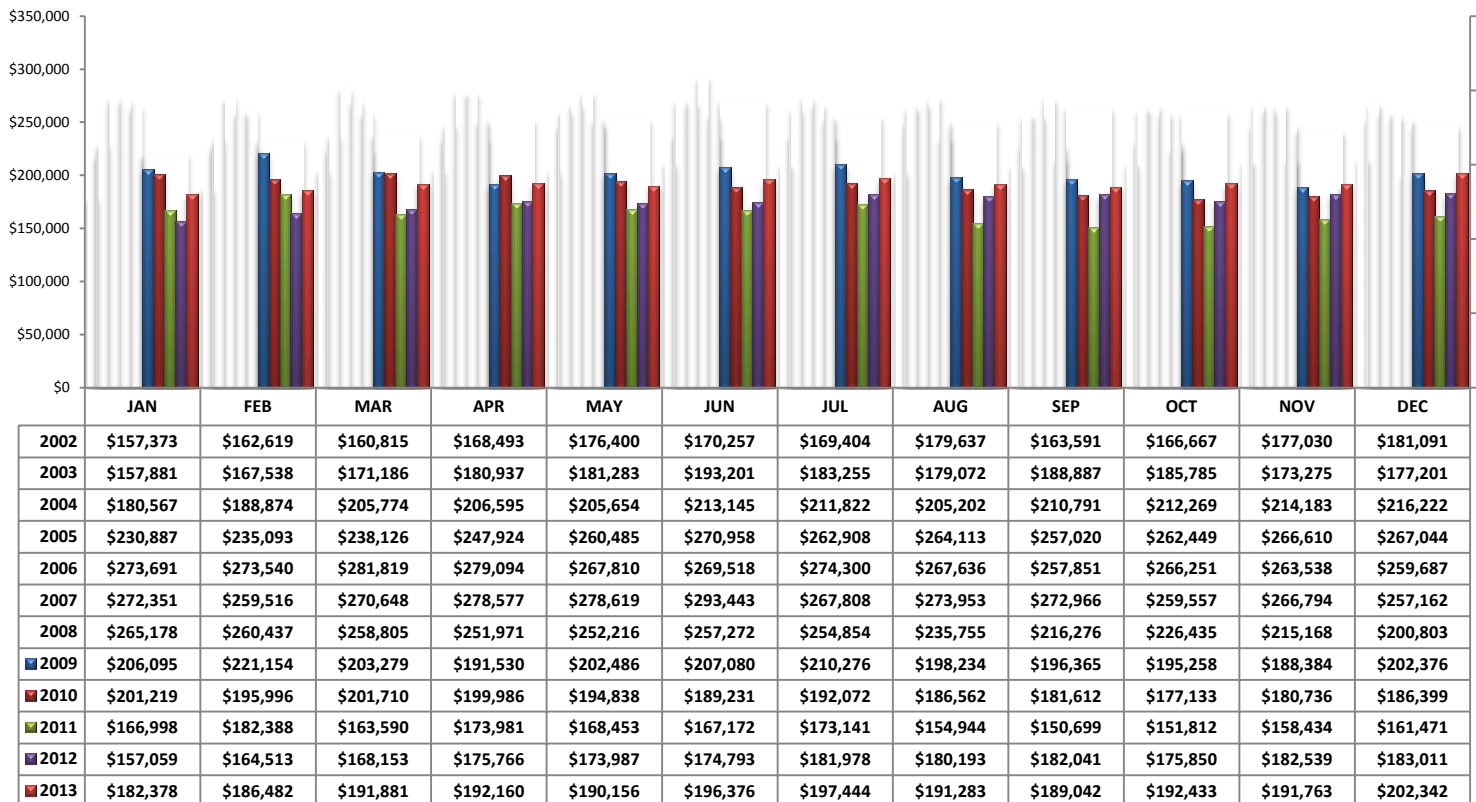


Monthly Volume by Type

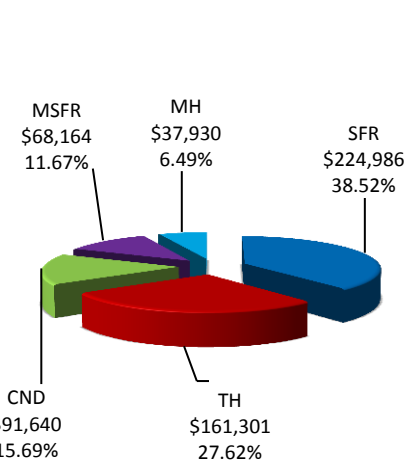


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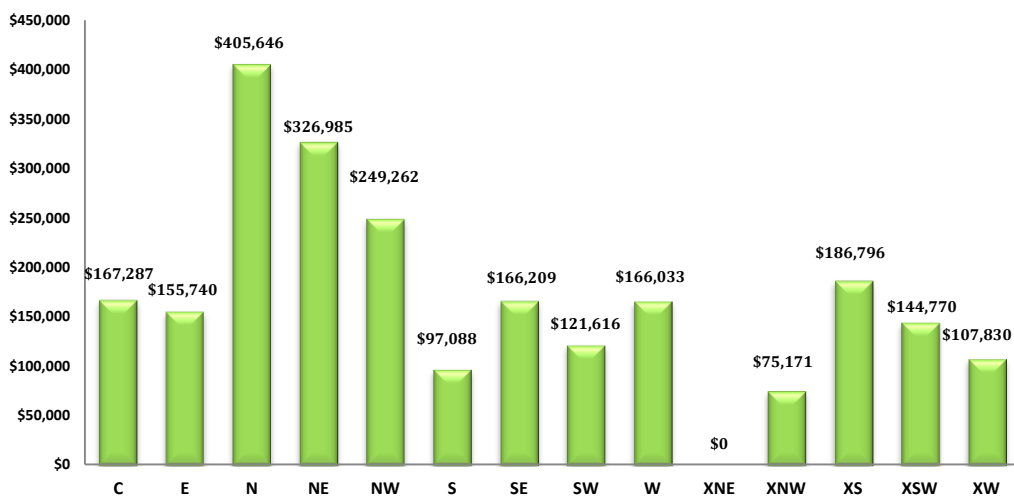
Average Sales Price – December 2013



Average Sales Price by Type – December 2013

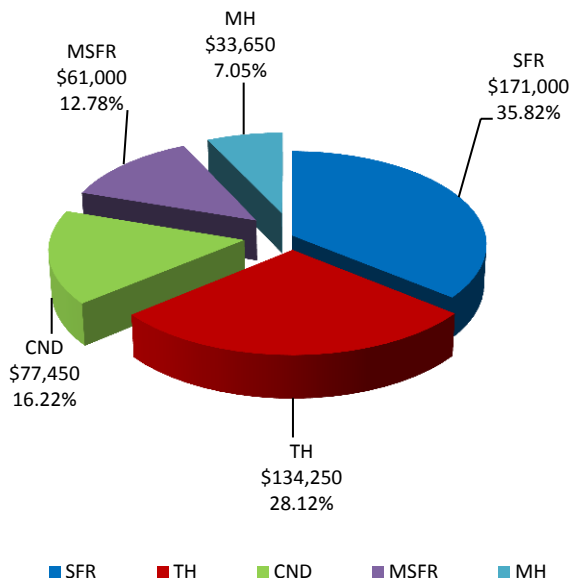


Average "Listing" Price per Area – December 2013



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Median Sale Price - by Type

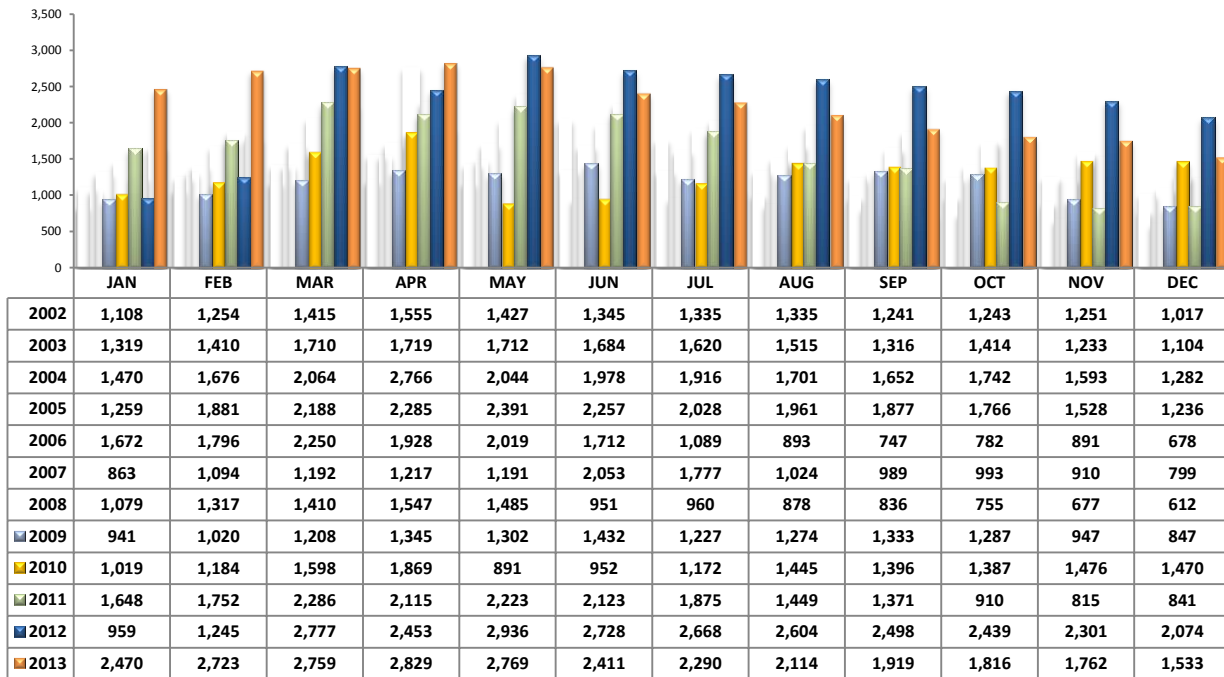


Median Sale Price - December 2013

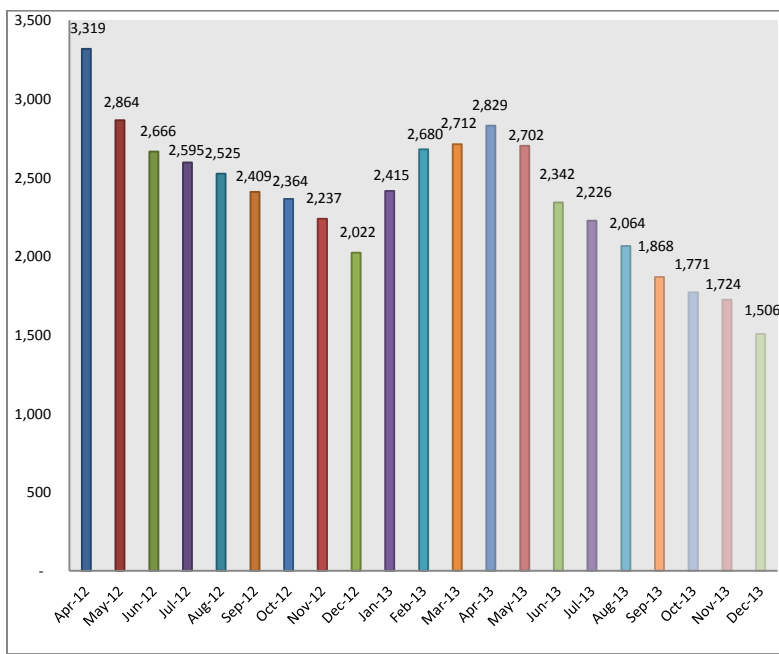


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Newly Under Contract During The Month

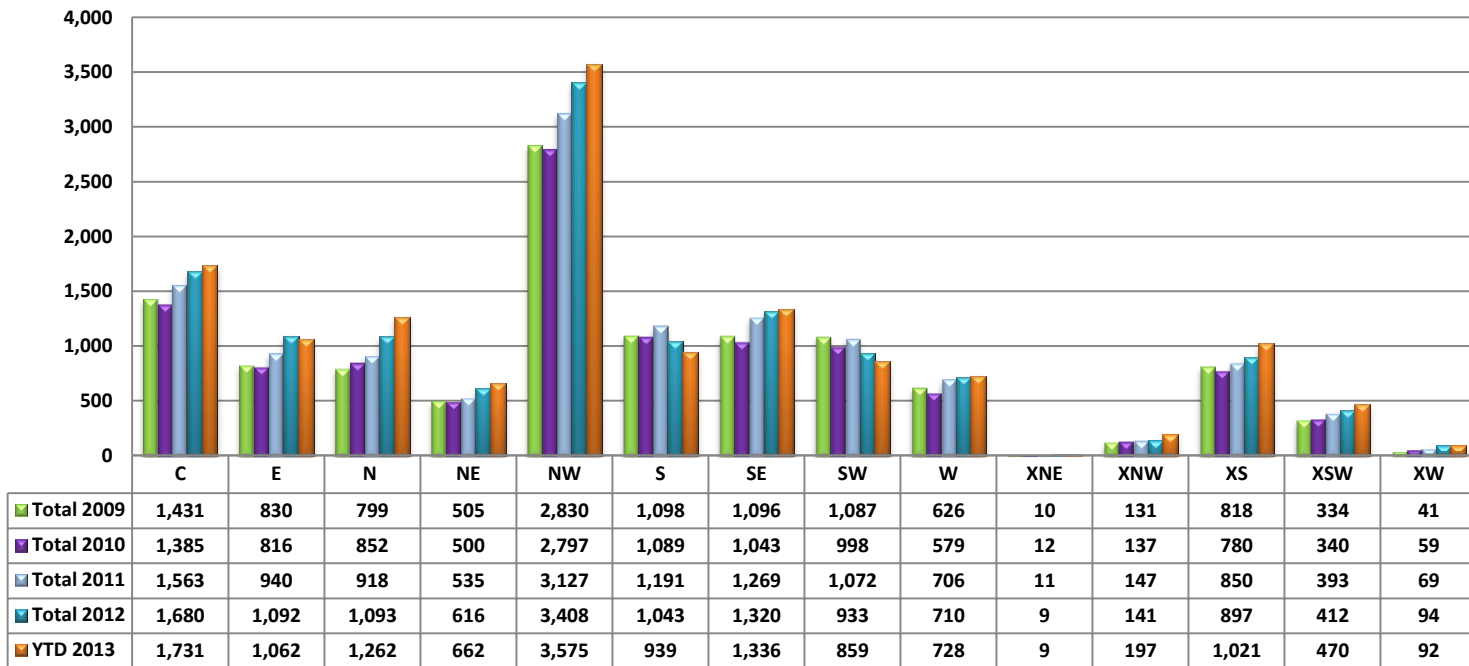


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

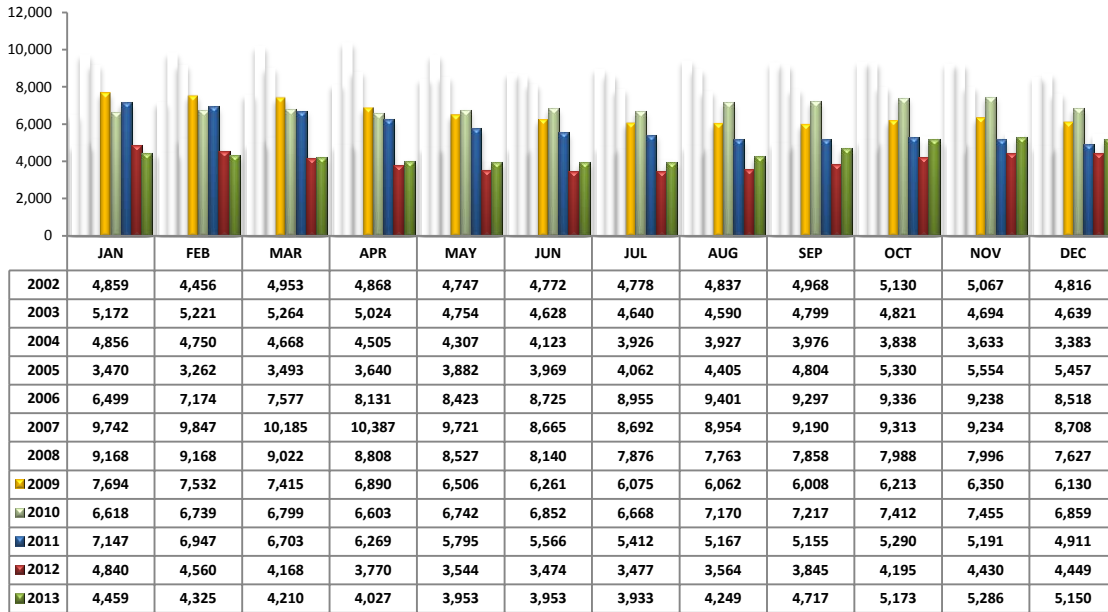
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$119,902	\$143,166	\$212,990	\$467,125	\$160,792
E	\$70,030	\$157,121	\$201,177	\$209,666	\$154,411
N	\$201,069	\$410,910	\$544,070	\$807,500	\$390,185
NE	\$116,211	\$299,026	\$425,416	\$488,025	\$316,628
NW	\$202,507	\$210,788	\$304,813	\$349,213	\$241,491
S	\$60,275	\$101,135	\$111,771	\$80,500	\$94,455
SE	\$128,091	\$145,056	\$180,966	\$224,428	\$160,945
SW	\$58,269	\$130,231	\$148,270	\$111,250	\$118,040
W	\$94,453	\$170,845	\$205,710	\$0	\$163,383
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$21,000	\$66,405	\$90,680	\$0	\$71,104
XS	\$152,033	\$178,021	\$188,880	\$263,915	\$182,956
XSW	\$138,725	\$92,643	\$215,538	\$0	\$138,157
XW	\$66,000	\$54,435	\$198,500	\$0	\$99,967

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	36	63	26	4	129
E	13	33	18	3	67
N	30	33	27	2	92
NE	9	23	14	4	50
NW	53	133	75	13	274
S	13	37	13	2	65
SE	5	55	36	5	101
SW	14	40	12	2	68
W	13	35	15	0	63
XNE	0	0	0	0	0
XNW	1	6	4	0	11
XS	19	35	19	8	81
XSW	16	7	4	0	27
XW	2	5	3	0	10

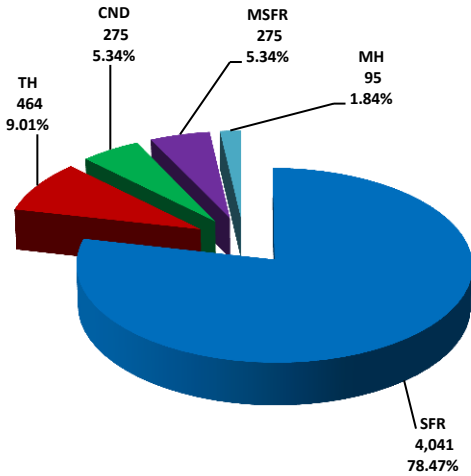
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Active Listings

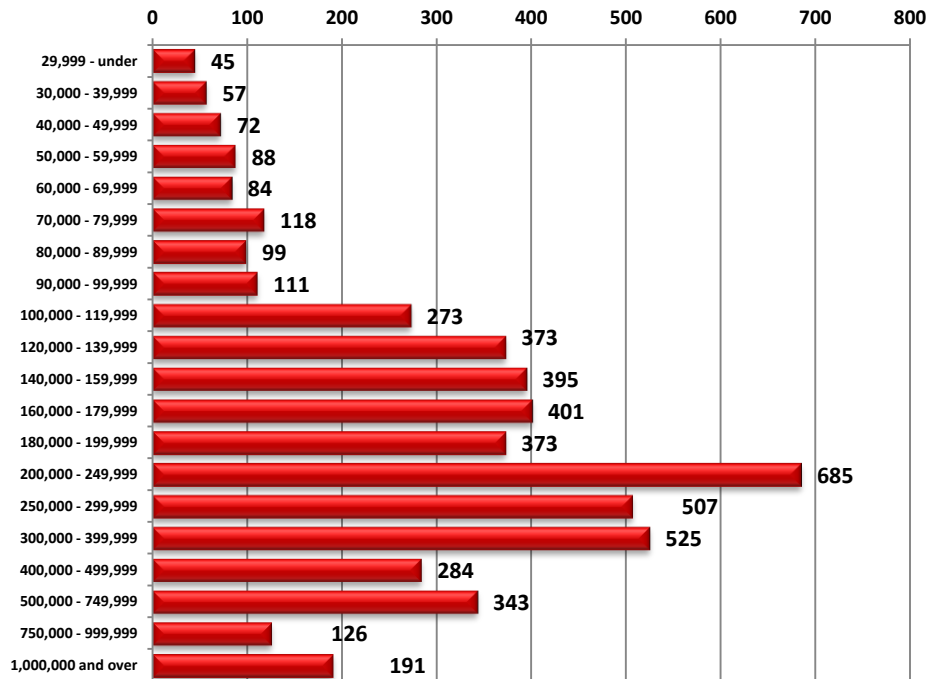


Area	# of Listings
C	577
E	291
N	563
NE	256
NW	1494
S	156
SE	353
SW	339
W	244
XNE	24
XNW	76
XS	409
XSW	326
XW	42

Active Listings Unit Breakdown

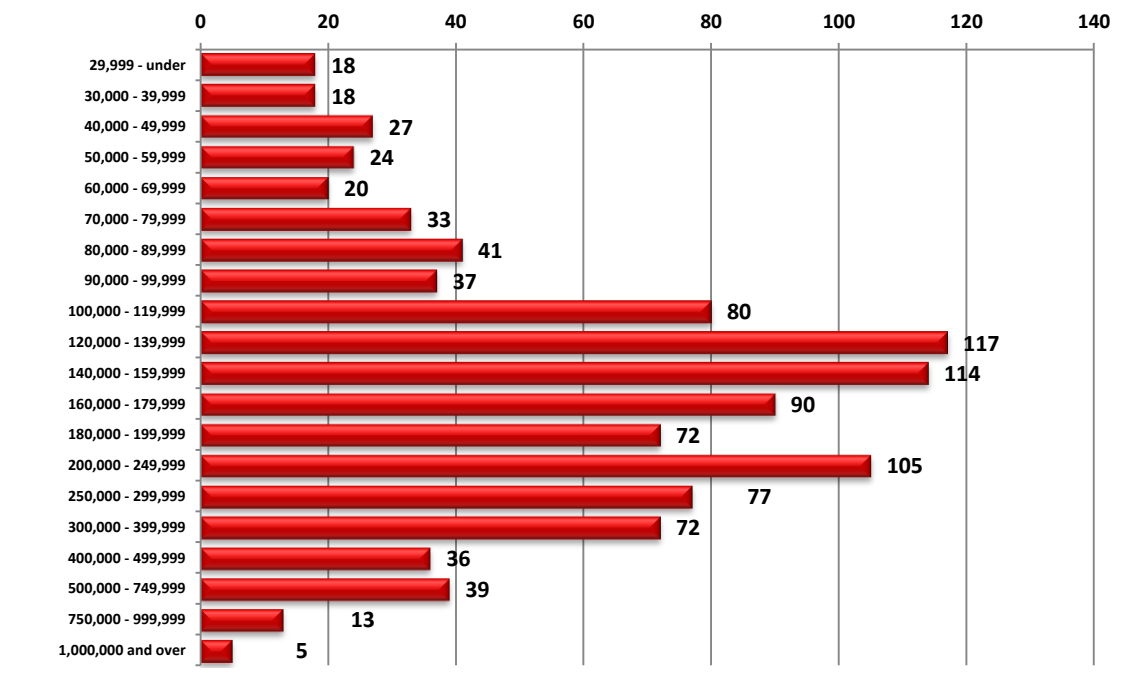


Active Listings Price Breakdown



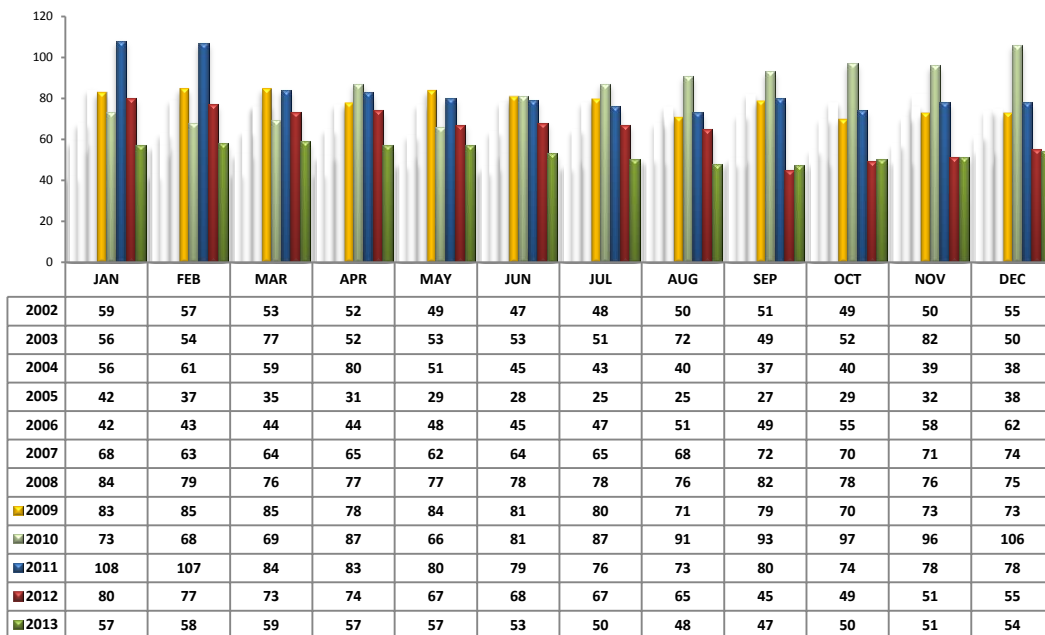
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Sold Price Breakdown



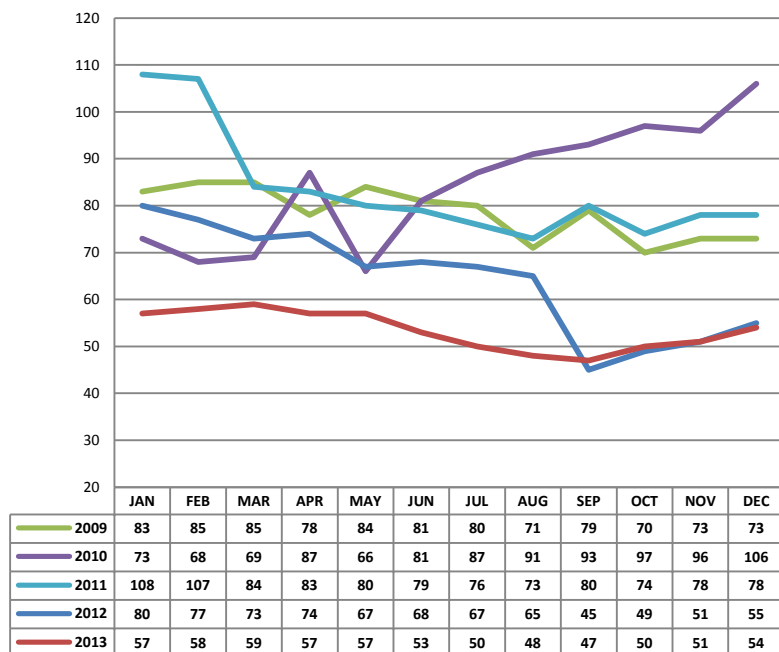
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Average Days on Market/Listing - December 2013

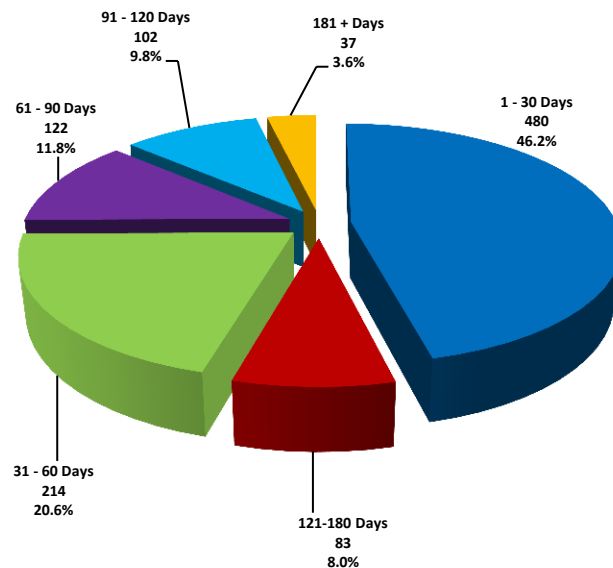


Area	Avg. DOM
N	49
NE	53
NW	51
XNE	57
XNW	55
C	33
E	45
S	59
SE	50
SW	0
XSW	63
XS	65
W	112
XW	43

Annual Comparison - Average Days on Market

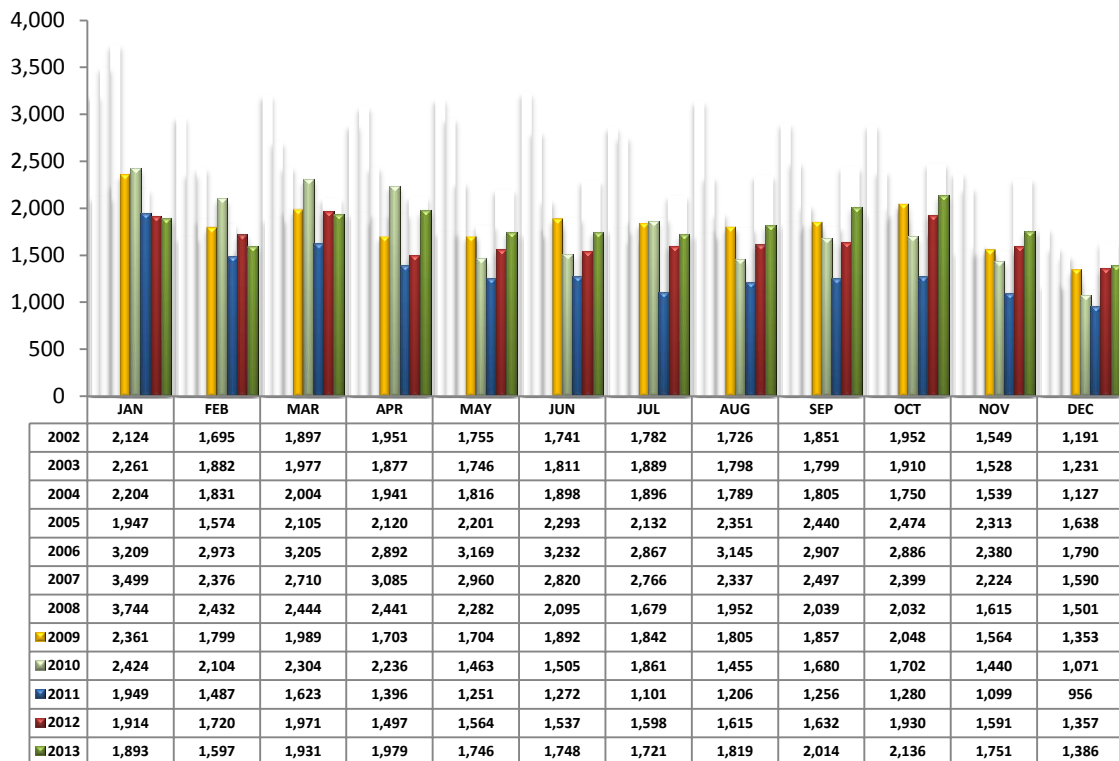


Average Days on Market/Listing Breakdown



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 - December 2013



Area	# of Listings
C	166
E	88
N	146
NE	72
NW	362
S	81
SE	114
SW	102
W	70
XNE	3
XNW	16
XS	99
XSW	62
XW	5

*Includes properties that were re-listed

**Beginning December 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.
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
Dec 2013	348	293	69

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