

**For Immediate  
Release:**

**May 7, 2014**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics April 2014**

Below are some highlights from the April Residential Sales Statistics:

- Total Sales Volume increased by 13.07% this month going from \$226,742,804 in March to \$256,383,403 in April.
- The Average Sales Price saw a 1.70% decrease from last month.
- Average List Price decreased slightly by 1.94% but has increased 2.39% since April 2013.
- Total Under Contract went down by 2.12% from March.
- Total Unit Sales of 1,301 for April is a jump of 15.03% from last month's number of 1,131.
- The Median Sales Price increased 1.79% since March, going from \$162,000 to \$164,900.
- New Listings decreased 4.94% from March to April.
- Total Active Listings fell this month, going from 5,705 in March to 5,466 in April, a 4.19% decrease, but have increased 35.73% since April 2013.
- Average Days on Market increased to 65 in April, from 62 in March.
- Conventional loan sales of 37% exceeded Cash Sales of 30% this month.

Kim Clifton  
2014 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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## April 2014 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>April</b>	\$256,383,403	\$254,228,400	0.85%
<b>March</b>	\$226,742,804	\$255,010,096	-11.08%
<b>Month % Change</b>	13.07%	-0.31%	

### Average Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>April</b>	\$197,066	\$192,160	2.55%
<b>March</b>	\$200,479	\$191,881	4.48%
<b>Month % Change</b>	-1.70%	0.15%	

### Average List Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>April</b>	\$203,238	\$198,491	2.39%
<b>March</b>	\$207,255	\$198,009	4.67%
<b>Month % Change</b>	-1.94%	0.24%	

### Total Under Contract

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>April</b>	2,127	2,829	-24.81%
<b>March</b>	2,173	2,712	-19.87%
<b>Month % Change</b>	-2.12%	4.31%	

### Total Unit Sales

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>April</b>	1,301	1,323	-1.66%
<b>March</b>	1,131	1,329	-14.90%
<b>Month % Change</b>	15.03%	-0.45%	

### Median Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>April</b>	\$164,900	\$157,000	5.03%
<b>March</b>	\$162,000	\$150,050	7.96%
<b>Month % Change</b>	1.79%	4.63%	

### New Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>April</b>	2,021	1,979	2.12%
<b>March</b>	2,126	1,931	10.10%
<b>Month % Change</b>	-4.94%	2.49%	

### Active Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>April</b>	5,466	4,027	35.73%
<b>March</b>	5,705	4,210	35.51%
<b>Month % Change</b>	-4.19%	-4.35%	

## April 2014 - 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	5	33.33%	85645	0	0	0.00%	85713	180	50	27.78%	85741	94	34	36.17%
85321	0	0	0.00%	85648	0	0	0.00%	85714	21	5	23.81%	85742	196	44	22.45%
85601	1	0	0.00%	85653	98	18	18.37%	85715	123	34	27.64%	85743	222	63	28.38%
85602	10	1	10.00%	85654	0	0	0.00%	85716	157	28	17.83%	85744	0	0	0.00%
85611	0	0	0.00%	85658	203	37	18.23%	85718	302	37	12.25%	85745	169	49	28.99%
85614	257	47	18.29%	85701	24	4	16.67%	85719	135	23	17.04%	85746	80	39	48.75%
85616	0	0	0.00%	85704	155	49	31.61%	85730	128	48	37.50%	85747	142	40	28.17%
85619	27	1	3.70%	85705	76	20	26.32%	85734	0	0	0.00%	85748	111	29	26.13%
85622	79	18	22.78%	85706	44	32	72.73%	85735	64	16	25.00%	85749	186	23	12.37%
85623	9	2	22.22%	85710	197	69	35.03%	85736	31	8	25.81%	85750	324	50	15.43%
85629	227	46	20.26%	85711	130	51	39.23%	85737	216	46	21.30%	85755	227	48	21.15%
85641	240	50	20.83%	85712	121	41	33.88%	85739	277	43	15.52%	85756	67	25	37.31%
												85757	99	28	28.28%

NOTE:

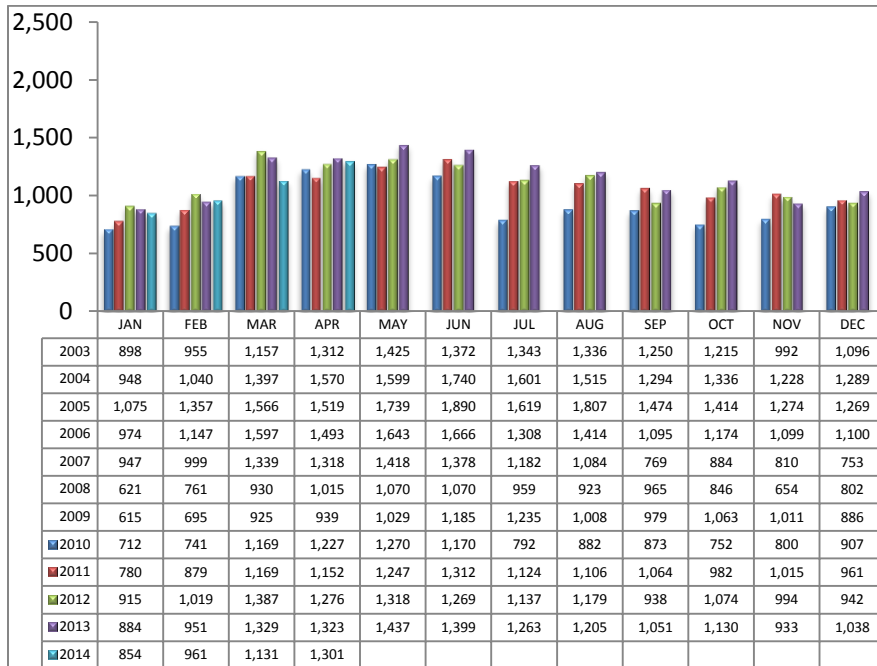
85707- 1 active listing, 85717- 1 active listing

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	34	4	2	3	43	13	C	641	1-30 Days	541
\$30,000 to \$39,999	62	15	5	2	84	19	E	301	31-60 Days	264
\$40,000 to \$49,999	70	13	10	7	100	24	N	667	61-90 Days	166
\$50,000 to \$59,999	83	24	10	6	123	33	NE	331	91-120 Days	117
\$60,000 to \$69,999	75	29	10	14	128	30	NW	1538	121-180 Days	117
\$70,000 to \$79,999	95	39	16	9	159	21	S	157	Over 180 Days	96
\$80,000 to \$89,999	97	47	19	8	171	33	SE	403	<b>Avg. Days on Market</b>	
\$90,000 to \$99,999	110	56	16	13	195	36	SW	327	65	
\$100,000 to \$119,999	253	131	34	42	460	125	W	238	<b>Avg. Sold Price</b>	
\$120,000 to \$139,999	365	165	45	40	615	151	XNE	27	\$197,066	
\$140,000 to \$159,999	405	181	28	38	652	133	XNW	71	<b>Median Sale Price</b>	
\$160,000 to \$179,999	434	128	19	24	605	133	XS	454	\$164,900	
\$180,000 to \$199,999	397	110	9	25	541	94	XSW	266	<b>New Listings</b>	
\$200,000 to \$249,999	694	181	18	61	954	190	XW	45	2,021	
\$250,000 to \$299,999	570	115	7	29	721	96	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>	
\$300,000 to \$399,999	655	106	12	41	814	78	C	164	\$27,220,030	
\$400,000 to \$499,999	332	52	3	15	402	42	E	100	\$15,082,207	
\$500,000 to \$749,999	378	45	3	9	435	32	N	96	\$34,106,325	
\$750,000 to \$999,999	150	13	1	6	170	13	NE	61	\$14,302,551	
\$1,000,000 and over	207	8	0	6	221	5	NW	351	\$84,126,215	
							S	73	\$7,562,651	
							SE	108	\$17,569,909	
							SW	98	\$11,882,143	
							W	75	\$15,198,922	
							XNE	1	\$65,000	
							XNW	18	\$2,276,007	
							XS	92	\$18,806,908	
<b>Totals</b>	<b>5,466</b>	<b>1,462</b>	<b>267</b>	<b>398</b>	<b>7,593</b>	<b>1,301</b>	XSW	56	\$7,605,050	
							XW	8	\$579,485	
							<b>Total Volume</b>		\$256,383,403	
	<b>Apr-14</b>	<b>Apr-13</b>	<b>% Change</b>	<b>YTD 2014</b>	<b>YTD 2013</b>	<b>% Change</b>				
<b>Home Sales Volume</b>	\$256,383,403	\$254,228,400	0.85%	\$840,503,719	\$847,805,657	-0.86%				
<b>Home Sales Units</b>	1,301	1,323	-1.66%	4,247	4,487	-5.35%				
<b>Average Sales Price (All Residential)</b>	\$197,066	\$192,160	2.55%	\$197,884	\$190,158	4.06%				
<b>Median Sales Price</b>	\$164,900	\$157,000	5.03%	\$162,357	\$152,763	6.28%				
<b>Average Days on Market:</b>	65	57	14.04%	64	58	10.34%				
<b>Average List Price for Solds:</b>	\$203,238	\$198,491	2.39%	\$204,164	\$196,557	3.87%				
<b>SP/LP %</b>	96.96%	96.81%		96.92%	96.74%					
<b>Total Under Contract</b>	2,127	2,829	-24.81%							
<b>Active Listings</b>	5,466	4,027	35.73%							
<b>New Listings</b>	2,021	1,979	2.12%							

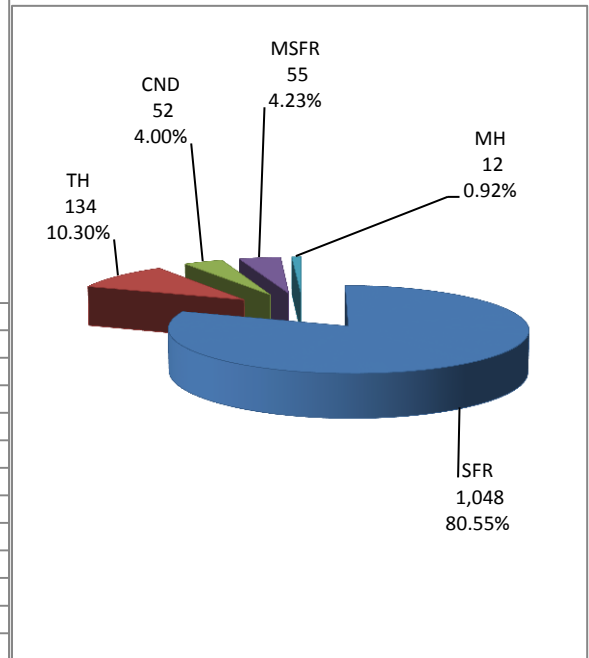
Types of Financing	Totals
FHA	229
VA	144
Other	37
Cash	397
Convention	486
Cash/Loan	0
Carryback	5

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 nor is in any way responsible for its accuracy.

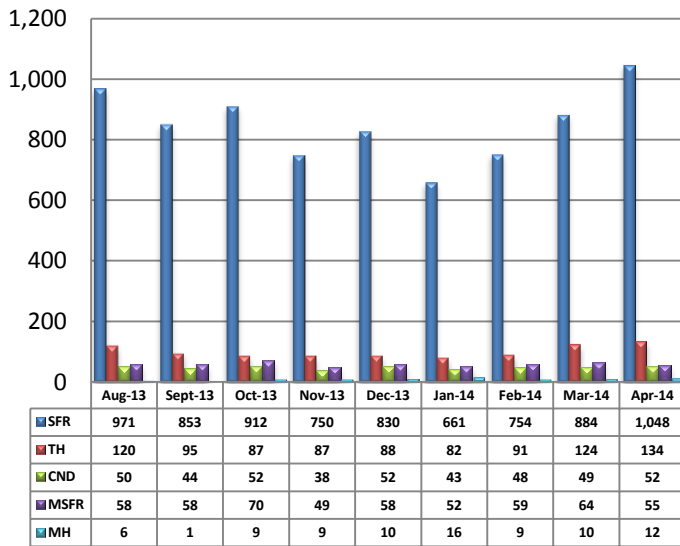
**Total Unit Sales – April 2014**



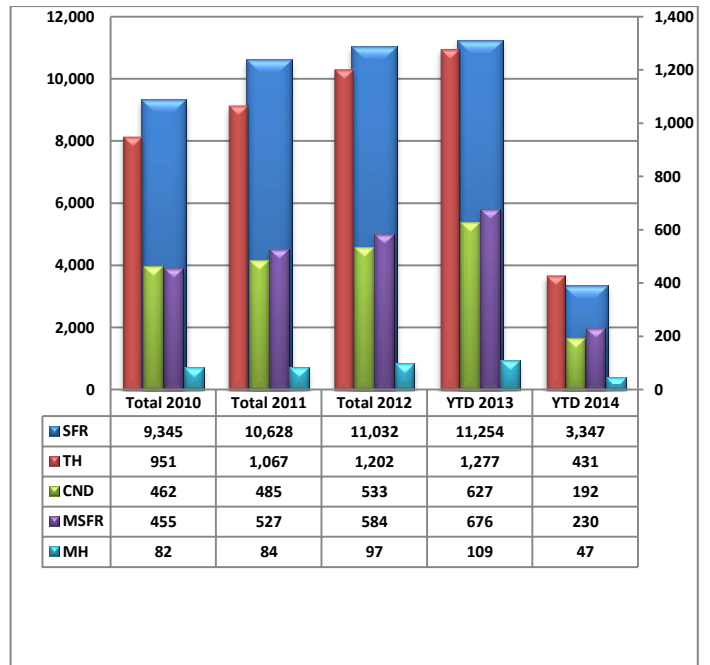
**Unit Sales – Breakdown by Type**



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

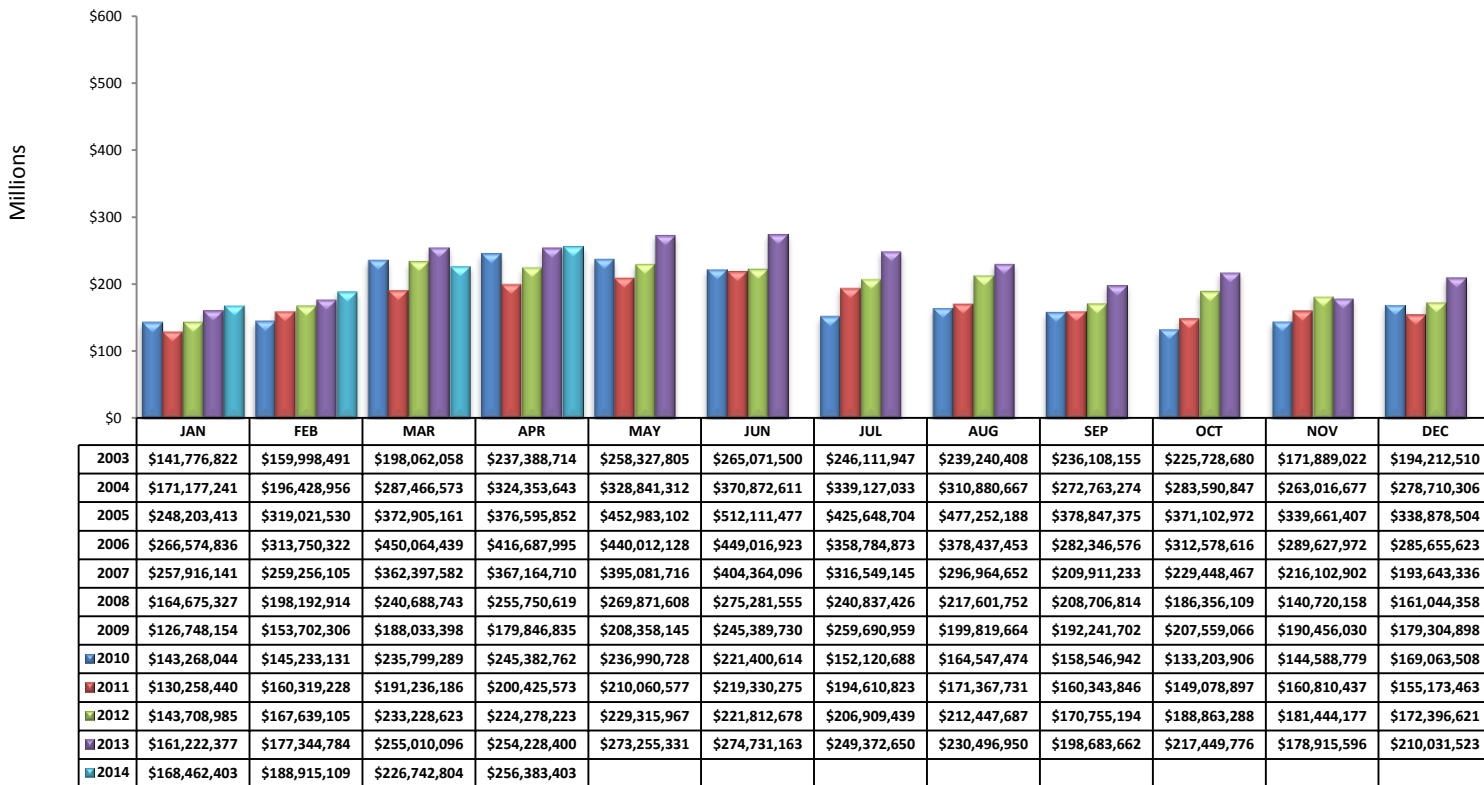


**YTD Annual Comparison – Breakdown by Type**

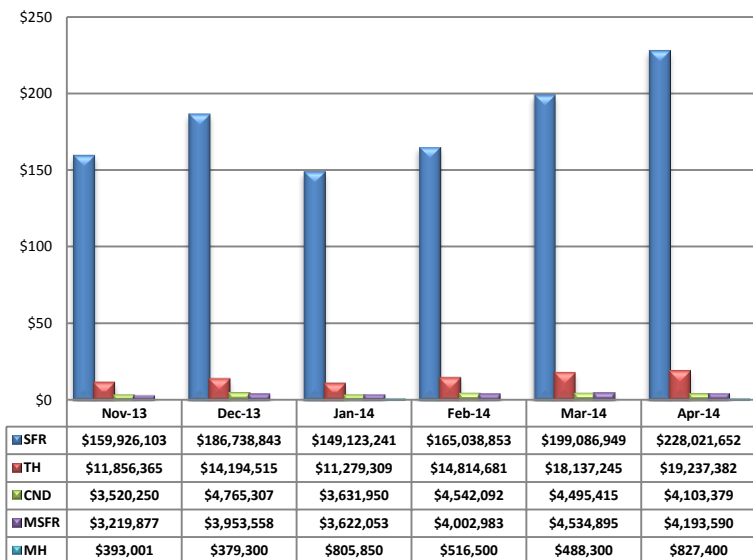


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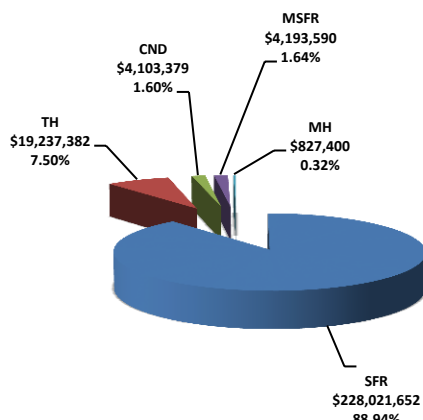
**Total Sales Volume - April 2014**



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

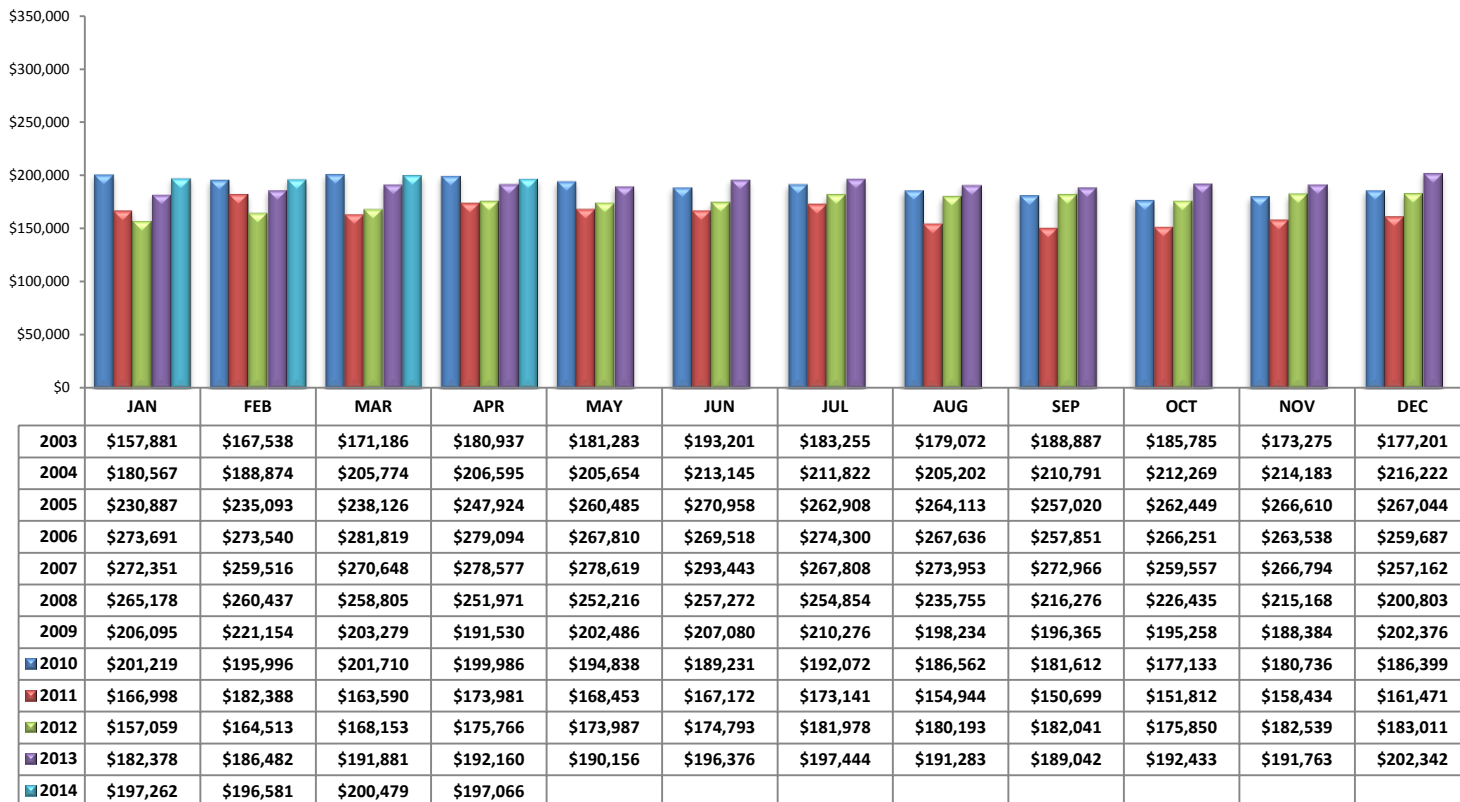


**Monthly Volume by Type**

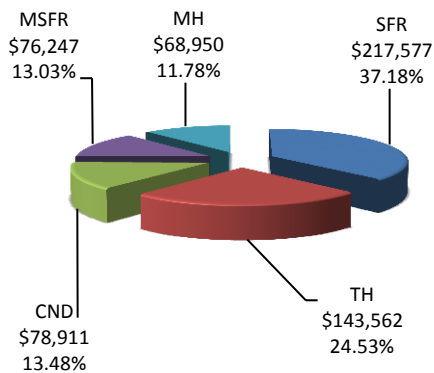


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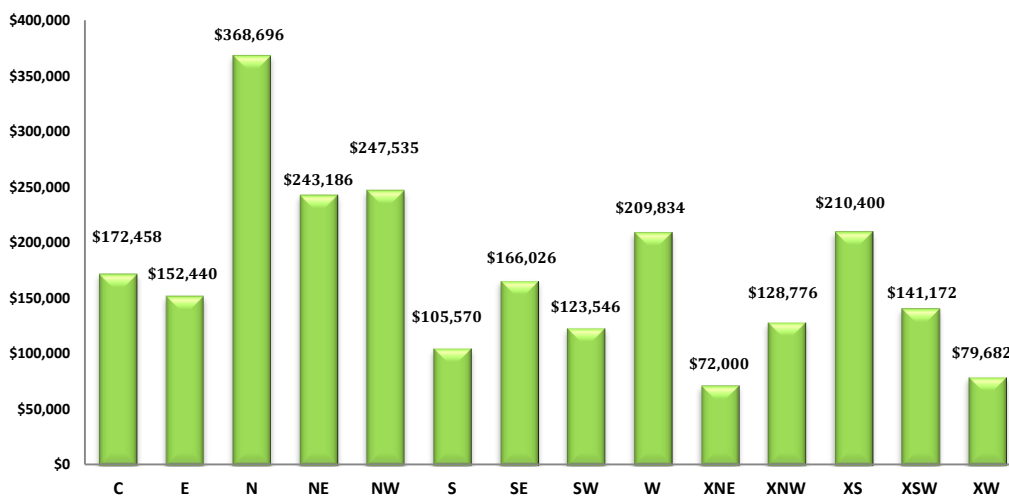
**Average Sales Price – April 2014**



**Average Sales Price by Type – April 2014**

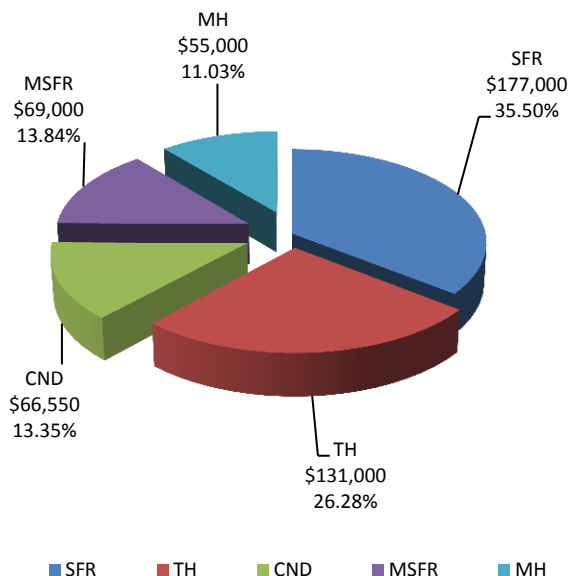


**Average "Listing" Price per Area – April 2014**



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**Median Sale Price - by Type**

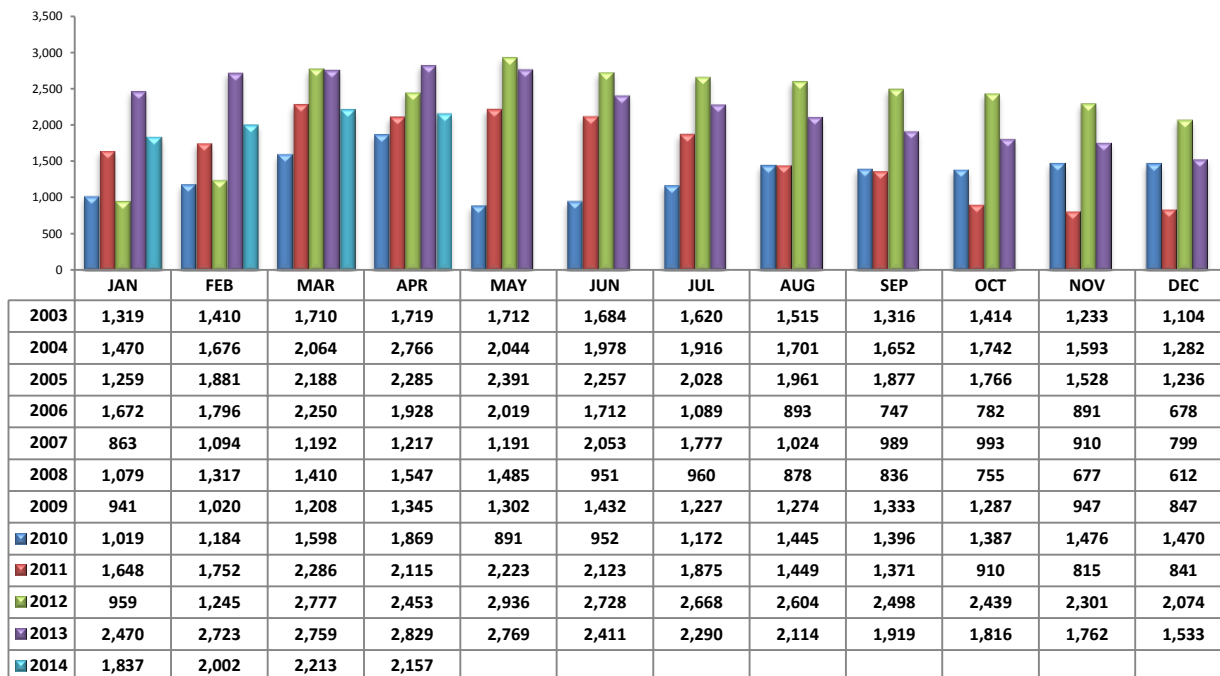


**Median Sale Price - April 2014**

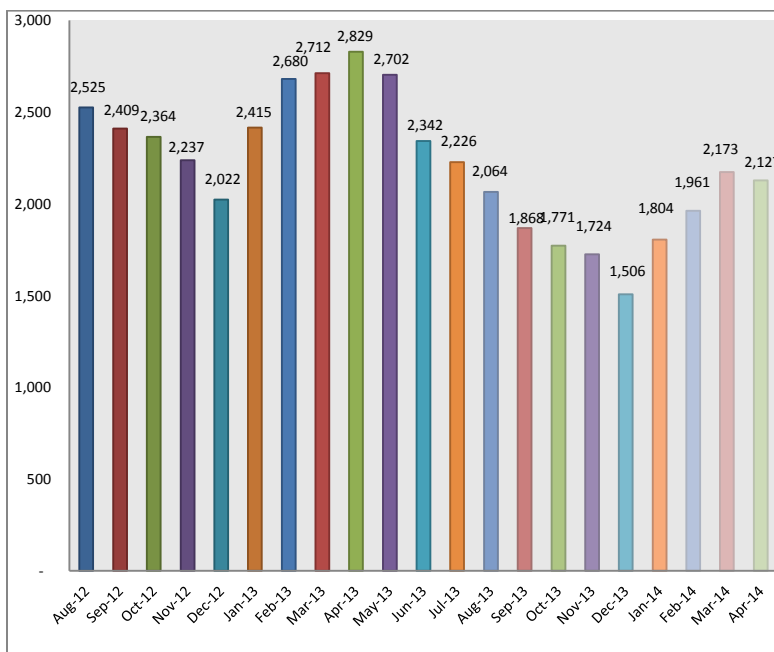
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2003	\$132,000	\$137,500	\$137,610	\$144,700	\$145,000	\$152,450	\$146,990	\$148,000	\$146,350	\$150,900	\$141,825	\$145,000
2004	\$148,000	\$150,000	\$157,000	\$159,900	\$162,487	\$169,700	\$167,000	\$167,500	\$169,950	\$172,000	\$177,000	\$170,000
2005	\$177,000	\$186,500	\$190,000	\$196,000	\$209,000	\$222,000	\$221,650	\$220,000	\$220,915	\$225,000	\$226,465	\$221,900
2006	\$219,000	\$225,900	\$219,000	\$220,000	\$223,000	\$225,000	\$225,000	\$221,138	\$214,000	\$211,383	\$216,000	\$215,995
2007	\$220,365	\$219,500	\$220,815	\$224,921	\$223,000	\$225,000	\$217,000	\$220,495	\$215,000	\$210,000	\$212,000	\$210,000
2008	\$203,000	\$199,900	\$200,000	\$195,000	\$202,000	\$200,000	\$199,900	\$185,000	\$180,000	\$180,000	\$177,300	\$168,000
2009	\$163,000	\$177,750	\$165,000	\$162,500	\$169,900	\$165,000	\$169,000	\$162,335	\$163,000	\$158,000	\$162,500	\$154,262
2010	\$160,000	\$150,000	\$157,680	\$159,000	\$151,000	\$149,450	\$150,000	\$150,750	\$145,855	\$140,000	\$139,900	\$139,500
2011	\$134,250	\$137,000	\$125,000	\$132,000	\$127,000	\$126,000	\$125,000	\$122,200	\$117,500	\$120,000	\$122,000	\$120,000
2012	\$125,000	\$125,000	\$132,900	\$134,000	\$140,000	\$140,000	\$140,000	\$145,000	\$144,950	\$143,000	\$144,627	\$147,500
2013	\$145,000	\$149,000	\$150,050	\$157,000	\$156,500	\$160,000	\$159,900	\$160,500	\$155,399	\$155,000	\$159,500	\$157,900
2014	\$157,250	\$158,000	\$162,000	\$164,900								

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### Newly Under Contract During The Month



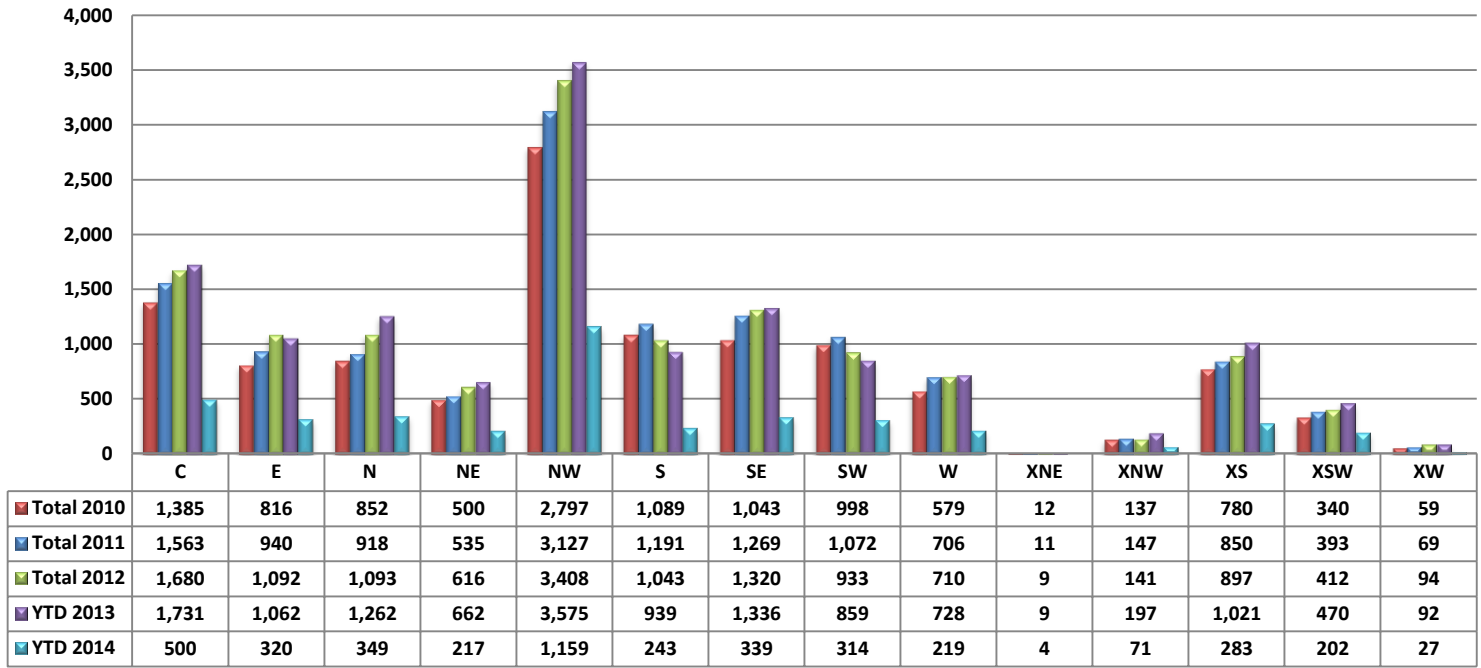
### Total Listings Still Under Contract At The End of The Month



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



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

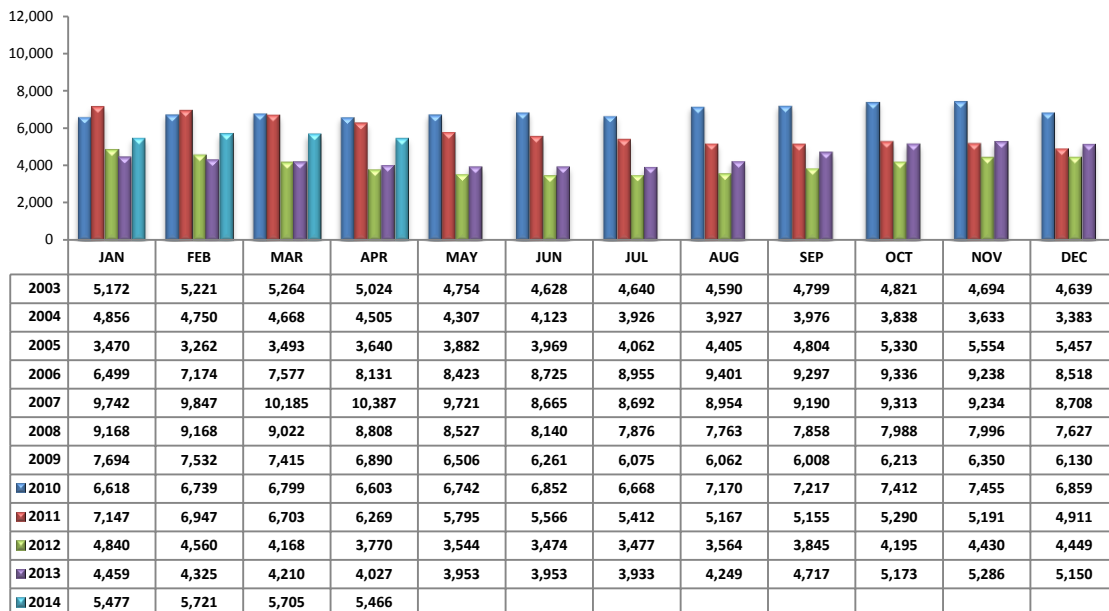
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$126,140	\$170,020	\$220,138	\$222,583	\$165,975
E	\$84,502	\$144,741	\$209,047	\$186,062	\$150,822
N	\$187,490	\$340,096	\$537,601	\$908,000	\$355,274
NE	\$123,263	\$239,032	\$318,216	\$308,125	\$234,468
NW	\$208,839	\$242,517	\$257,930	\$316,007	\$239,675
S	\$61,451	\$103,321	\$139,699	\$194,900	\$103,597
SE	\$168,095	\$145,334	\$189,616	\$228,900	\$162,684
SW	\$91,940	\$112,196	\$156,569	\$179,400	\$121,246
W	\$109,965	\$183,805	\$353,800	\$495,000	\$202,652
XNE	\$65,000	\$0	\$0	\$0	\$65,000
XNW	\$31,750	\$127,009	\$148,500	\$184,951	\$126,444
XS	\$199,547	\$185,594	\$218,552	\$246,020	\$204,422
XSW	\$124,370	\$152,213	\$168,900	\$0	\$135,804
XW	\$47,500	\$74,697	\$111,000	\$0	\$72,435

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

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	52	80	26	6	164
E	14	62	20	4	100
N	33	32	30	1	96
NE	13	32	12	4	61
NW	94	154	93	10	351
S	13	46	13	1	73
SE	11	63	31	3	108
SW	22	47	27	2	98
W	15	46	13	1	75
XNE	1	0	0	0	1
XNW	2	11	3	2	18
XS	21	29	40	2	92
XSW	36	15	5	0	56
XW	2	5	1	0	8

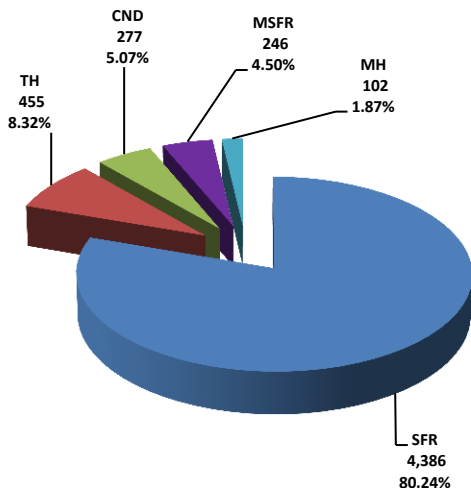
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### Active Listings

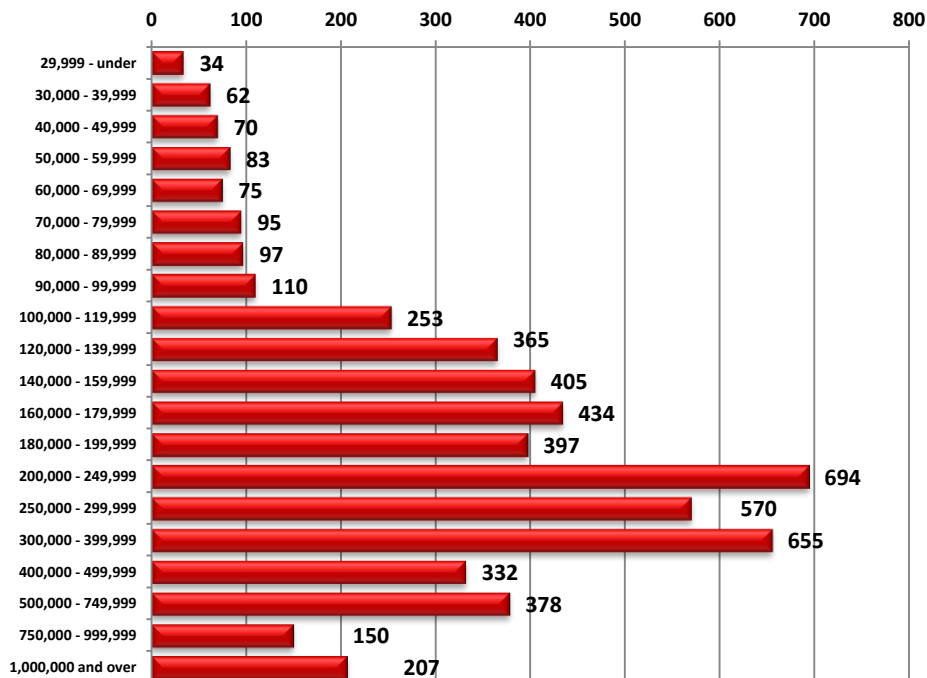


Area	# of Listings
C	641
E	301
N	667
NE	331
NW	1538
S	157
SE	403
SW	327
W	238
XNE	27
XNW	71
XS	454
XSW	266
XW	45

### Active Listings Unit Breakdown

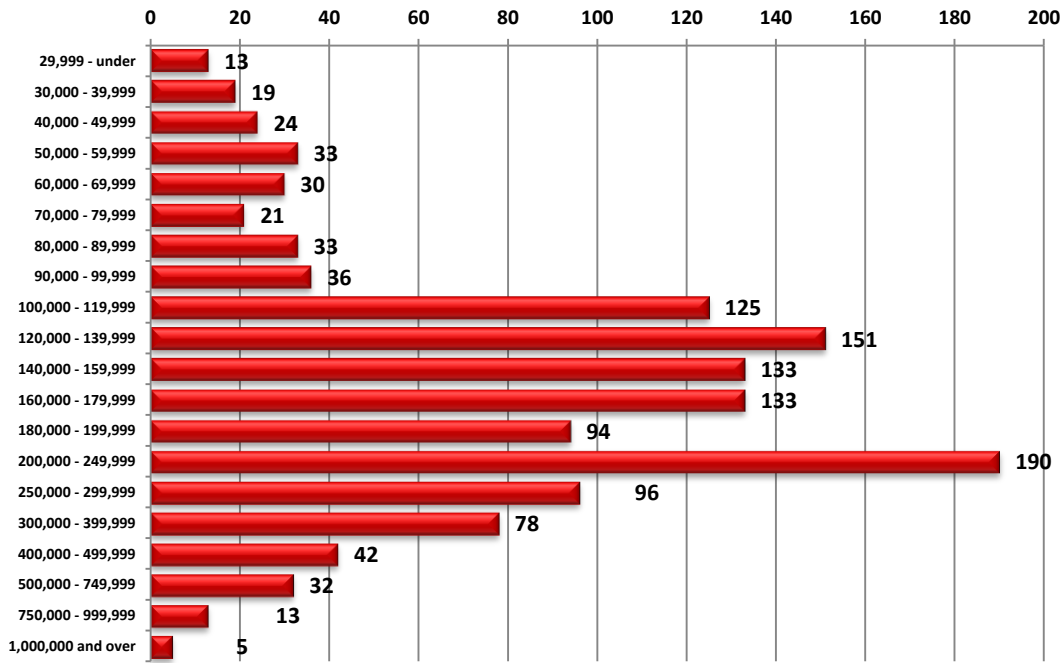


### Active Listings Price Breakdown



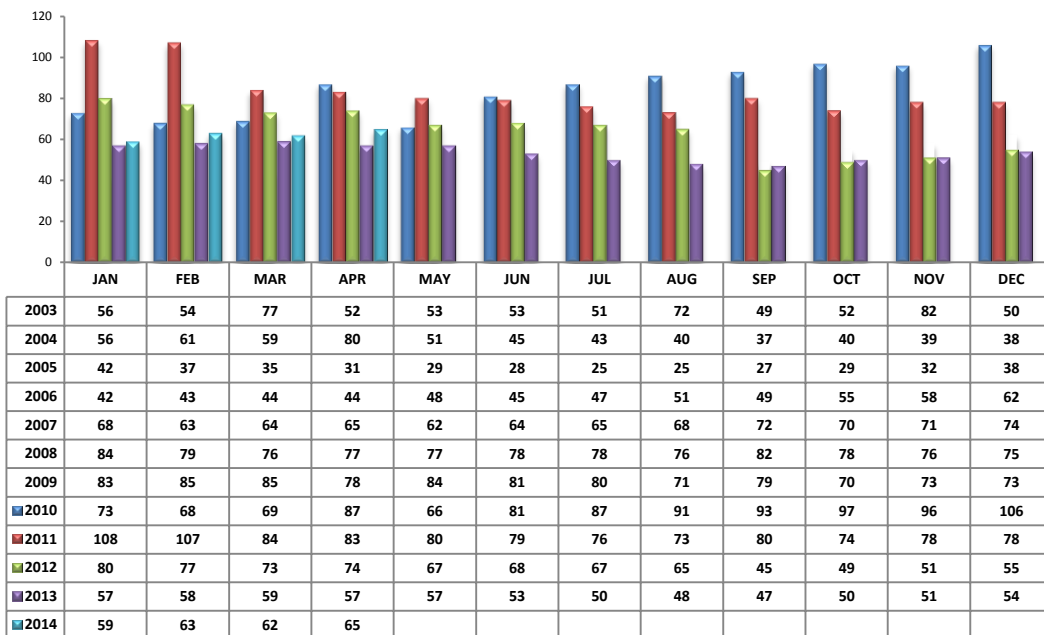
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**Sold Price Breakdown**



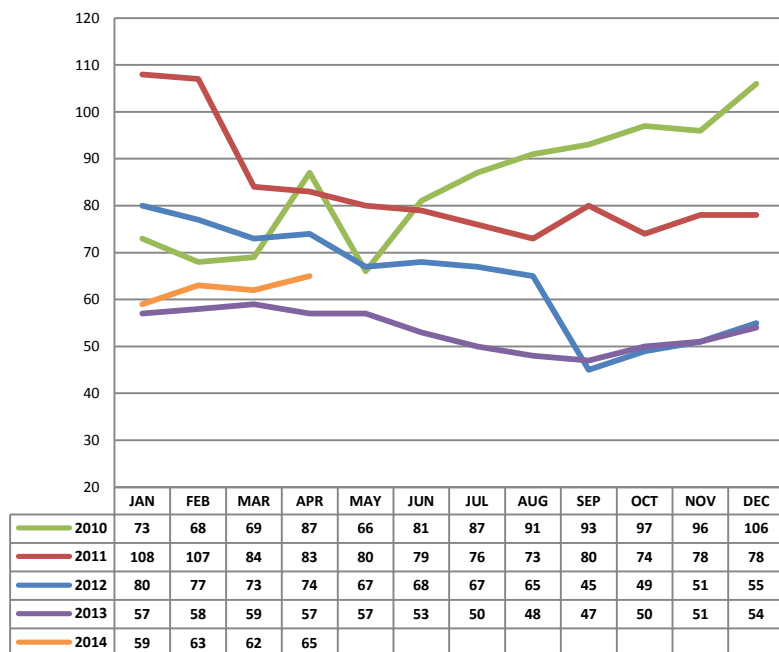
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

**Average Days on Market/Listing - April 2014**

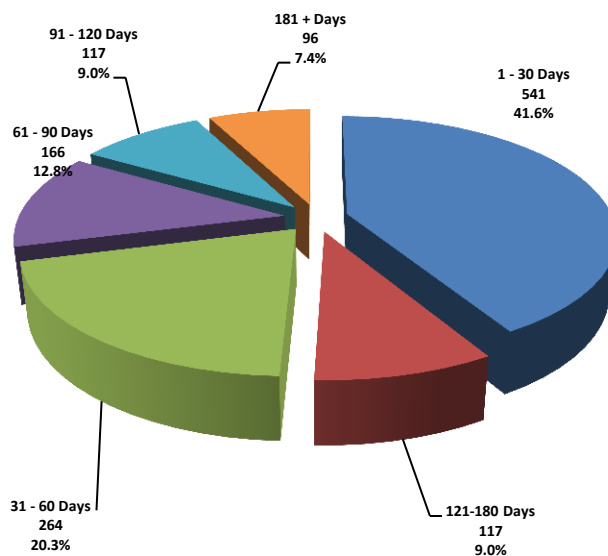


Area	Avg. DOM
N	57
NE	64
NW	55
XNE	59
XNW	71
C	40
E	54
S	73
SE	68
SW	74
XSW	74
XS	82
W	77
XW	57

**Annual Comparison - Average Days on Market**

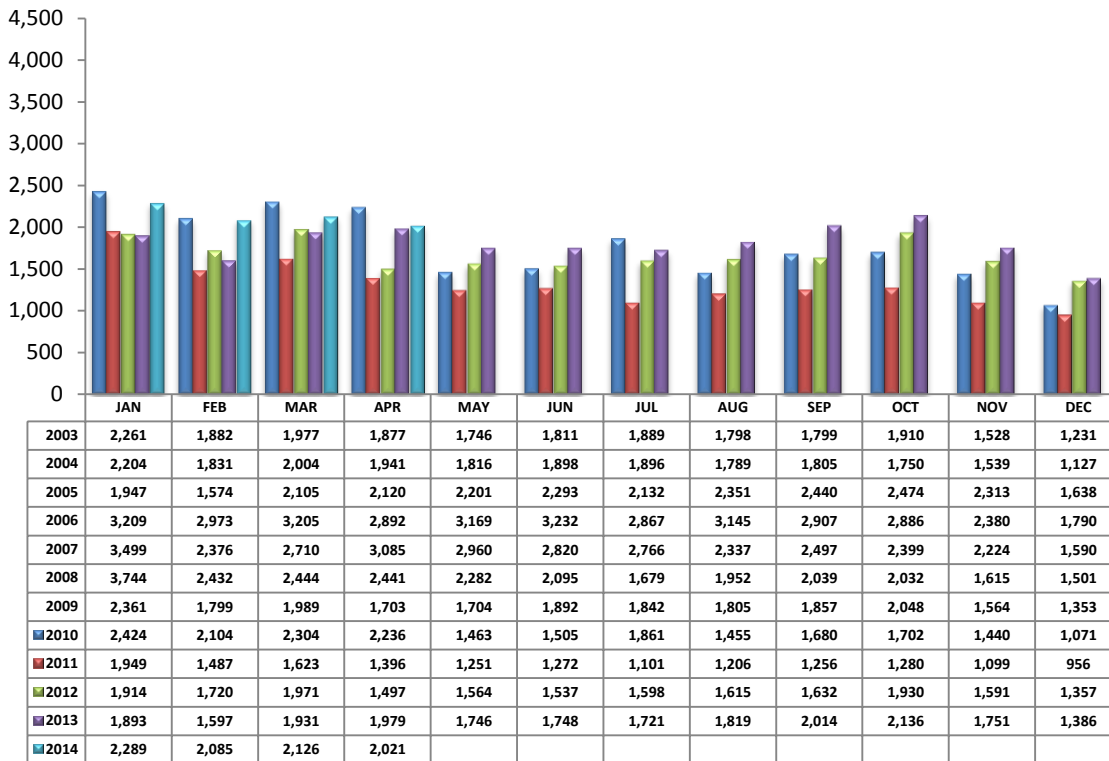


**Average Days on Market/Listing Breakdown**



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**New Listings - April 2014**



Area	# of Listings
C	281
E	142
N	233
NE	112
NW	544
S	87
SE	174
SW	117
W	90
XNE	4
XNW	28
XS	138
XSW	60
XW	11

\*Includes properties that were re-listed

\*\*Beginning April 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.
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
Jan 2014	186	433	52
Feb 2014	166	366	53
Mar 2014	203	371	69
Apr 2014	274	421	57

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