

**For Immediate  
Release:**

**June 6, 2014**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics May 2014**

Below are some highlights from the May Residential Sales Statistics:

- Total Sales Volume showed a decrease this month going from \$256,383,403 in April to \$248,542,829 in May, a 3.06% decline.
- The Average Sales Price increased 3.80% from last month.
- Average List Price for May was \$211,204, a 3.92% increase over last month, and has increased 7.48% since May 2013.
- Total Under Contract decreased 2.77% from April.
- Total Unit Sales of 1,215 for May is down from April's 1,301, resulting in a 6.61% decrease.
- The Median Sales Price this month of \$167,000 is a 1.27% increase since last month.
- New Listings decreased 2.33% from April to May.
- Total Active Listings of 5,394 is a decrease of 1.32% since April's number of 5,466, but is an increase of 36.45% since May 2013.
- Average Days on Market of 64 is a decrease from April's number of 65.
- Conventional loan sales of 39% exceeded Cash Sales of 31% this month.

Kim Clifton  
2014 TARMLS President



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No matter what area or type of home you are interested in, you have a variety of options.

**Financial:**  
Multiple financing opportunities are available

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## May 2014 Recap by Month and Year - % of Change

### Total Sales Volume

	2014	2013	Annual % Change
May	\$248,542,829	\$273,255,331	-9.04%
April	\$256,383,403	\$254,228,400	0.85%
Month % Change	-3.06%	7.48%	

### Average Sales Price

	2014	2013	Annual % Change
May	\$204,561	\$190,156	7.58%
April	\$197,066	\$192,160	2.55%
Month % Change	3.80%	-1.04%	

### Average List Price

	2014	2013	Annual % Change
May	\$211,204	\$196,508	7.48%
April	\$203,238	\$198,491	2.39%
Month % Change	3.92%	-1.00%	

### Total Under Contract

	2014	2013	Annual % Change
May	2,068	2,702	-23.46%
April	2,127	2,829	-24.81%
Month % Change	-2.77%	-4.49%	

### Total Unit Sales

	2014	2013	Annual % Change
May	1,215	1,437	-15.45%
April	1,301	1,323	-1.66%
Month % Change	-6.61%	8.62%	

### Median Sales Price

	2014	2013	Annual % Change
May	\$167,000	\$156,500	6.71%
April	\$164,900	\$157,000	5.03%
Month % Change	1.27%	-0.32%	

### New Listings

	2014	2013	Annual % Change
May	1,974	1,746	13.06%
April	2,021	1,979	2.12%
Month % Change	-2.33%	-11.77%	

### Active Listings

	2014	2013	Annual % Change
May	5,394	3,953	36.45%
April	5,466	4,027	35.73%
Month % Change	-1.32%	-1.84%	

## May 2014 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%
85143	0	1	0.00%	85645	0	1	0.00%	85714	18	3	16.67%	85743	239	52	21.76%
85145	13	2	15.38%	85648	0	0	0.00%	85715	128	26	20.31%	85744	0	1	0.00%
85321	0	0	0.00%	85653	88	16	18.18%	85716	156	40	25.64%	85745	152	40	26.32%
85601	1	0	0.00%	85654	0	0	0.00%	85718	277	54	19.49%	85746	78	27	34.62%
85602	6	2	33.33%	85658	196	27	13.78%	85719	154	30	19.48%	85747	145	37	25.52%
85611	0	0	0.00%	85701	25	4	16.00%	85730	110	38	34.55%	85748	115	30	26.09%
85614	246	51	20.73%	85704	169	41	24.26%	85734	0	0	0.00%	85749	185	31	16.76%
85616	0	0	0.00%	85705	77	24	31.17%	85735	63	13	20.63%	85750	316	57	18.04%
85619	30	1	3.33%	85706	41	20	48.78%	85736	32	7	21.88%	85755	215	49	22.79%
85622	68	14	20.59%	85710	200	57	28.50%	85737	205	46	22.44%	85756	74	35	47.30%
85623	9	0	0.00%	85711	132	40	30.30%	85739	263	40	15.21%	85757	100	13	13.00%
85629	216	41	18.98%	85712	113	35	30.97%	85741	110	34	30.91%				
85641	257	50	19.46%	85713	174	49	28.16%	85742	195	36	18.46%				

NOTE:

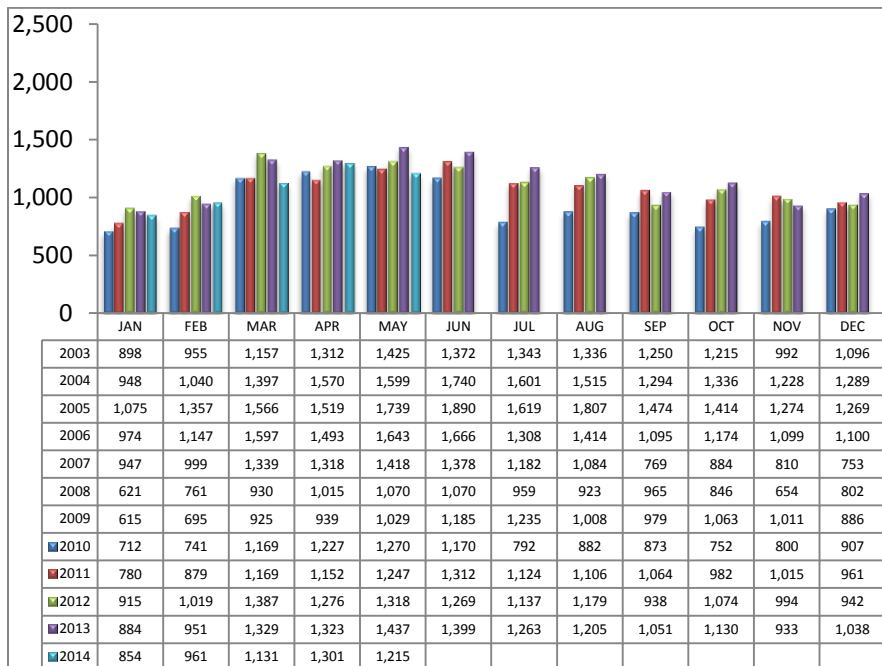
85707- 1 active listing, 85717- 1 active listing, 85738- 1 active listing

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	37	4	2	5	48	7	C	659	1-30 Days	515
\$30,000 to \$39,999	53	10	3	6	72	19	E	312	31-60 Days	264
\$40,000 to \$49,999	62	18	4	4	88	25	N	636	61-90 Days	153
\$50,000 to \$59,999	78	23	11	7	119	19	NE	329	91-120 Days	91
\$60,000 to \$69,999	78	29	14	13	134	22	NW	1530	121-180 Days	113
\$70,000 to \$79,999	93	37	16	12	158	23	S	164	Over 180 Days	79
\$80,000 to \$89,999	96	37	18	15	166	42	SE	392	<b>Avg. Days on Market</b>	
\$90,000 to \$99,999	121	54	16	14	205	41	SW	318	64	
\$100,000 to \$119,999	252	108	34	26	420	114	W	218	<b>Avg. Sold Price</b>	
\$120,000 to \$139,999	359	174	44	35	612	107	XNE	30	\$204,561	
\$140,000 to \$159,999	393	161	31	27	612	145	XNW	68	<b>Median Sale Price</b>	
\$160,000 to \$179,999	444	137	16	37	634	113	XS	443	\$167,000	
\$180,000 to \$199,999	400	99	8	33	540	82	XSW	251	<b>New Listings</b>	
\$200,000 to \$249,999	684	159	16	54	913	173	XW	44	1,974	
\$250,000 to \$299,999	573	110	13	46	742	101	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>	
\$300,000 to \$399,999	659	98	16	41	814	90	C	167	\$26,216,171	
\$400,000 to \$499,999	317	47	7	20	391	43	E	90	\$13,150,402	
\$500,000 to \$749,999	360	46	3	17	426	30	N	121	\$46,388,859	
\$750,000 to \$999,999	150	11	0	6	167	11	NE	59	\$16,566,013	
\$1,000,000 and over	185	11	1	4	201	8	NW	309	\$73,188,265	
							S	73	\$7,907,472	
							SE	98	\$18,360,805	
							SW	68	\$8,026,029	
							W	68	\$13,194,380	
							XNE	1	\$140,000	
							XNW	13	\$1,701,000	
							XS	102	\$17,864,953	
							XSW	39	\$5,289,905	
							XW	7	\$548,575	
<b>Totals</b>	<b>5,394</b>	<b>1,373</b>	<b>273</b>	<b>422</b>	<b>7,462</b>	<b>1,215</b>				
									<b>Total Volume</b>	\$248,542,829
	<b>May-14</b>	<b>May-13</b>	<b>% Change</b>	<b>YTD 2014</b>	<b>YTD 2013</b>	<b>% Change</b>				
<b>Home Sales Volume</b>	\$248,542,829	\$273,255,331	-9.04%	\$1,089,046,548	\$1,121,060,988	-2.86%				
<b>Home Sales Units</b>	1,215	1,437	-15.45%	5,462	5,924	-7.80%				
<b>Average Sales Price (All Residential)</b>	\$204,561	\$190,156	7.58%	\$201,222	\$190,157	5.82%				
<b>Median Sales Price</b>	\$167,000	\$156,500	6.71%	\$164,678	\$154,632	6.50%				
<b>Average Days on Market:</b>	64	57	12.28%	64	58	10.34%				
<b>Average List Price for Sold:</b>	\$211,204	\$196,508	7.48%	\$207,684	\$196,533	5.67%				
<b>SP/LP %</b>	96.85%	96.77%		96.89%	96.76%					
<b>Total Under Contract</b>	2,068	2,702	-23.46%							
<b>Active Listings</b>	5,394	3,953	36.45%							
<b>New Listings</b>	1,974	1,746	13.06%							

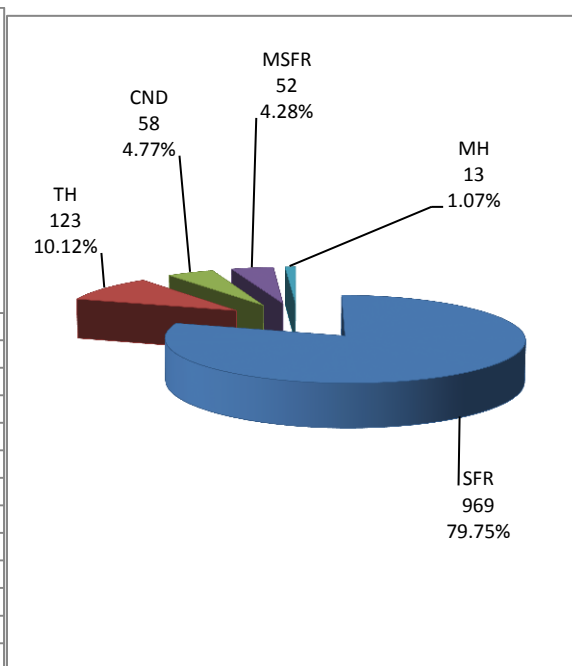
Types of Financing	Totals
FHA	188
VA	119
Other	32
Cash	380
Convention	485
Cash/Loan	1
Carryback	10

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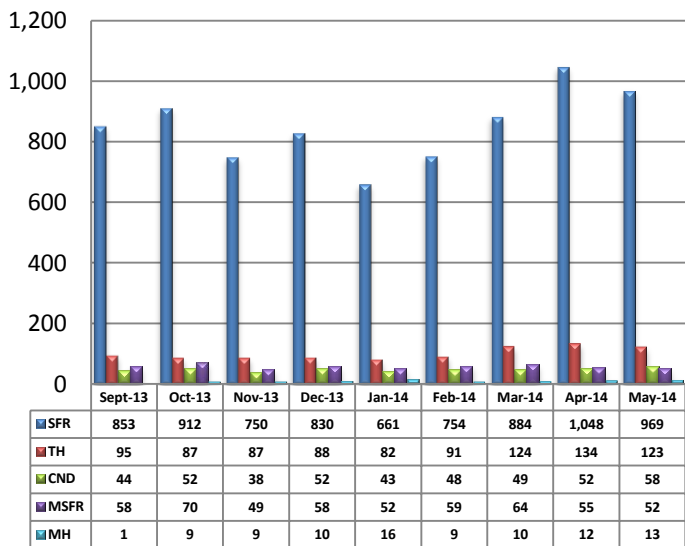
**Total Unit Sales – May 2014**



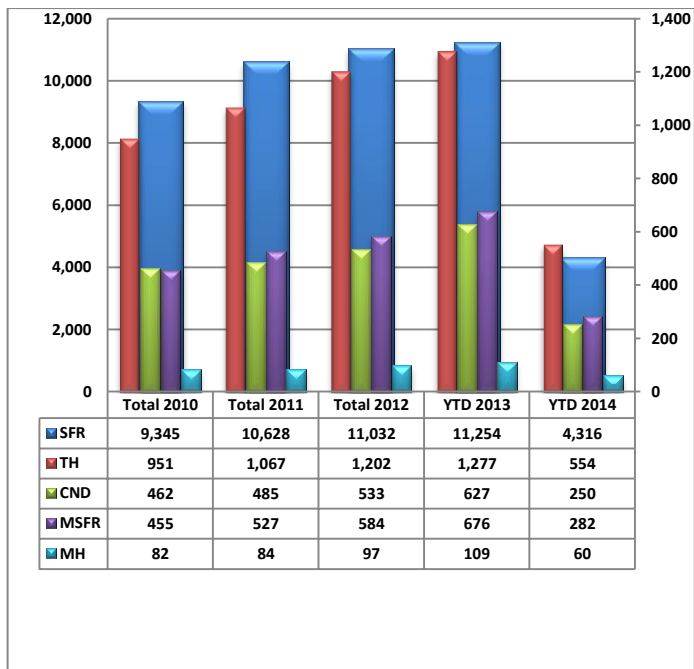
**Unit Sales – Breakdown by Type**



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

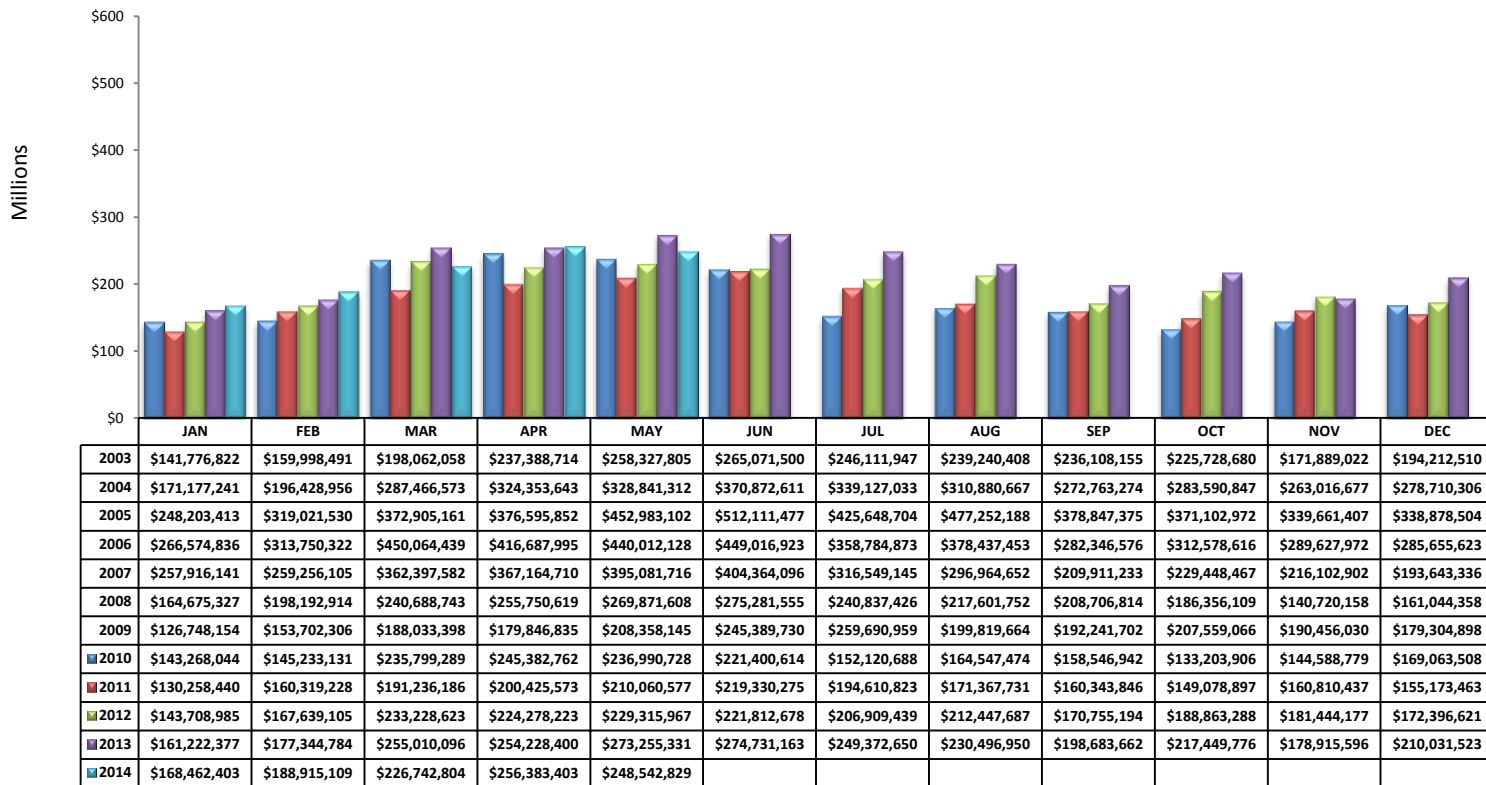


**YTD Annual Comparison – Breakdown by Type**

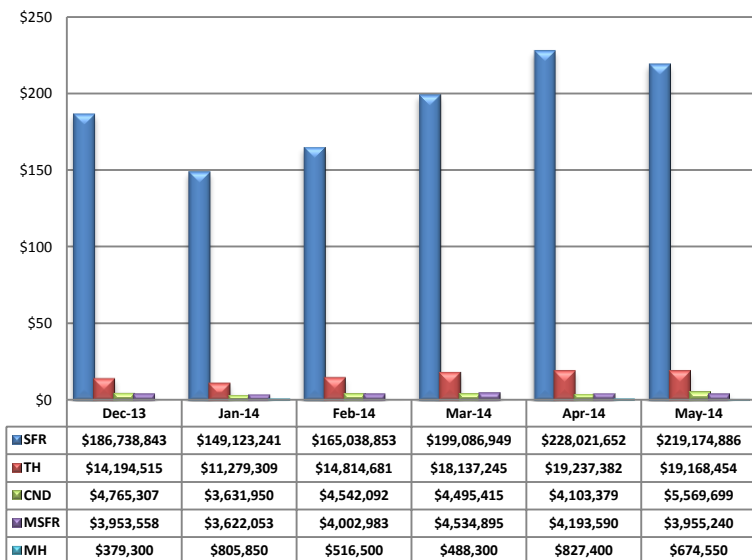


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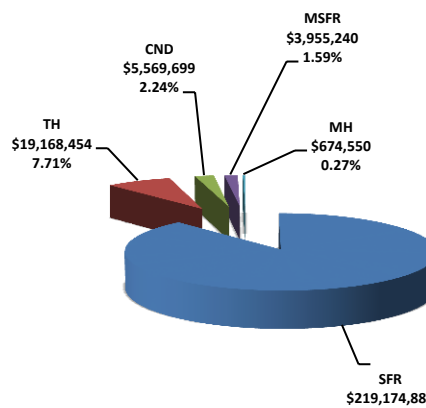
**Total Sales Volume - May 2014**



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

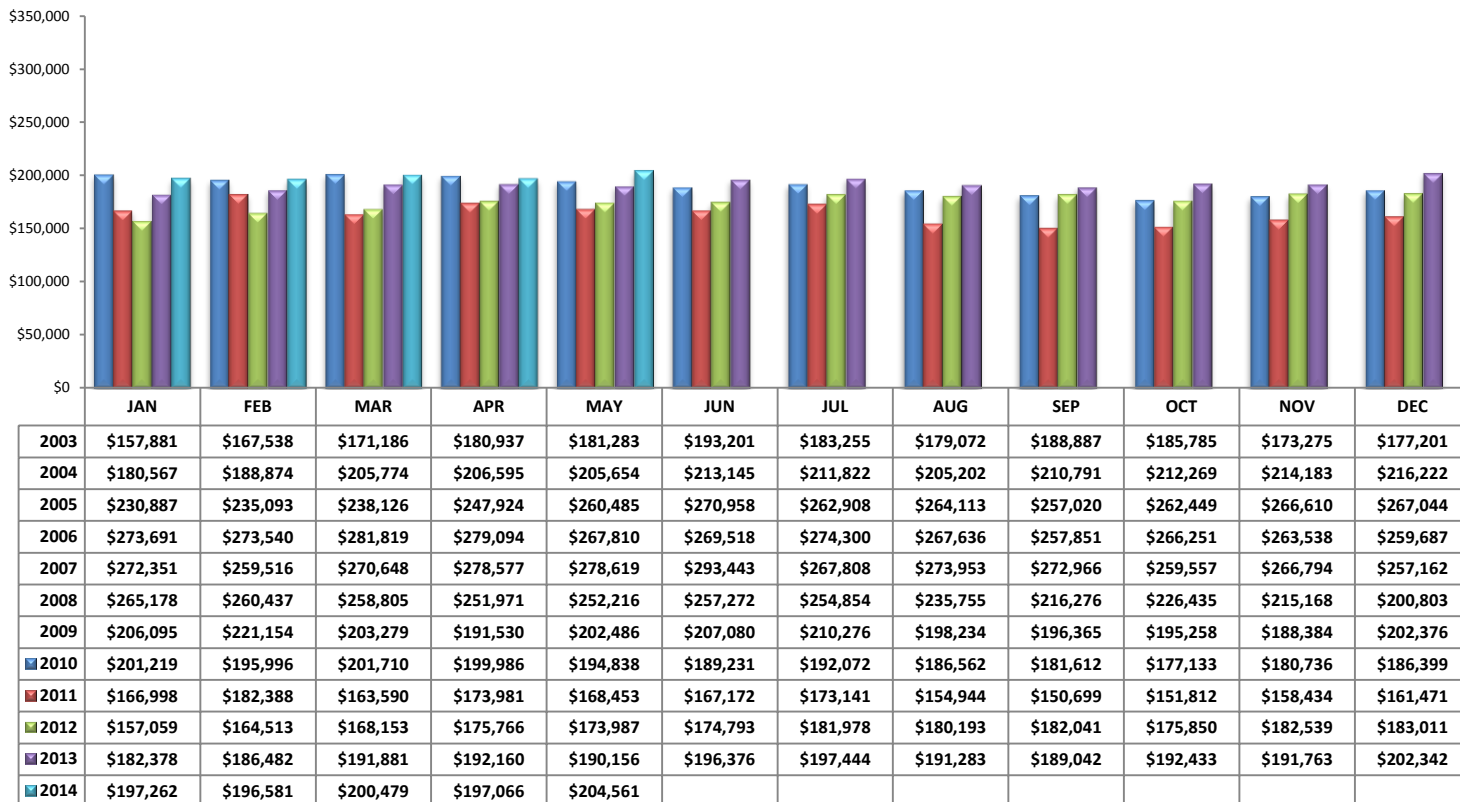


**Monthly Volume by Type**

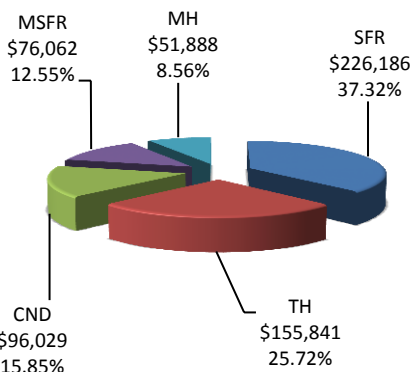


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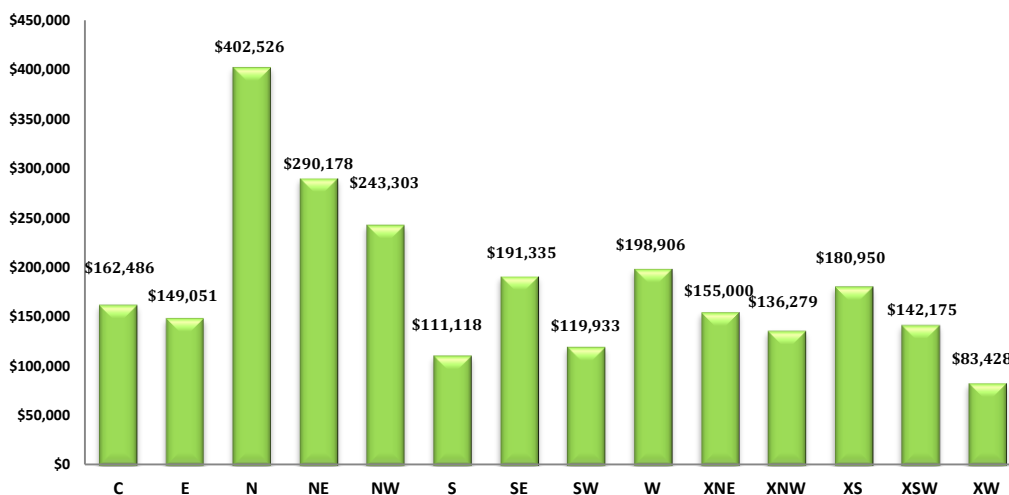
**Average Sales Price – May 2014**



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

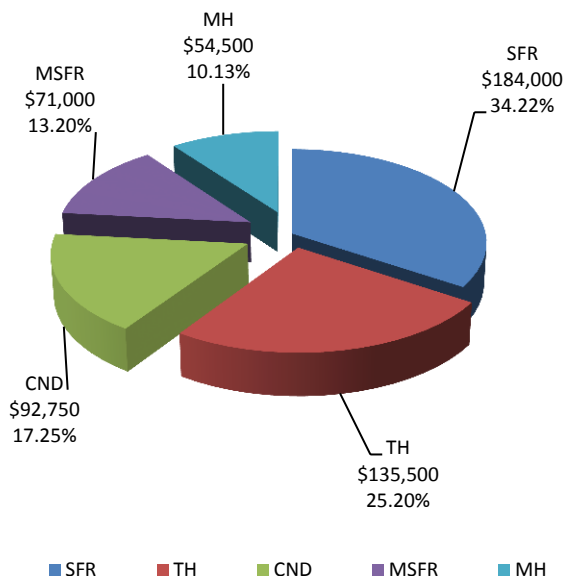


**Average "Listing" Price per Area – May 2014**



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**Median Sale Price - by Type**

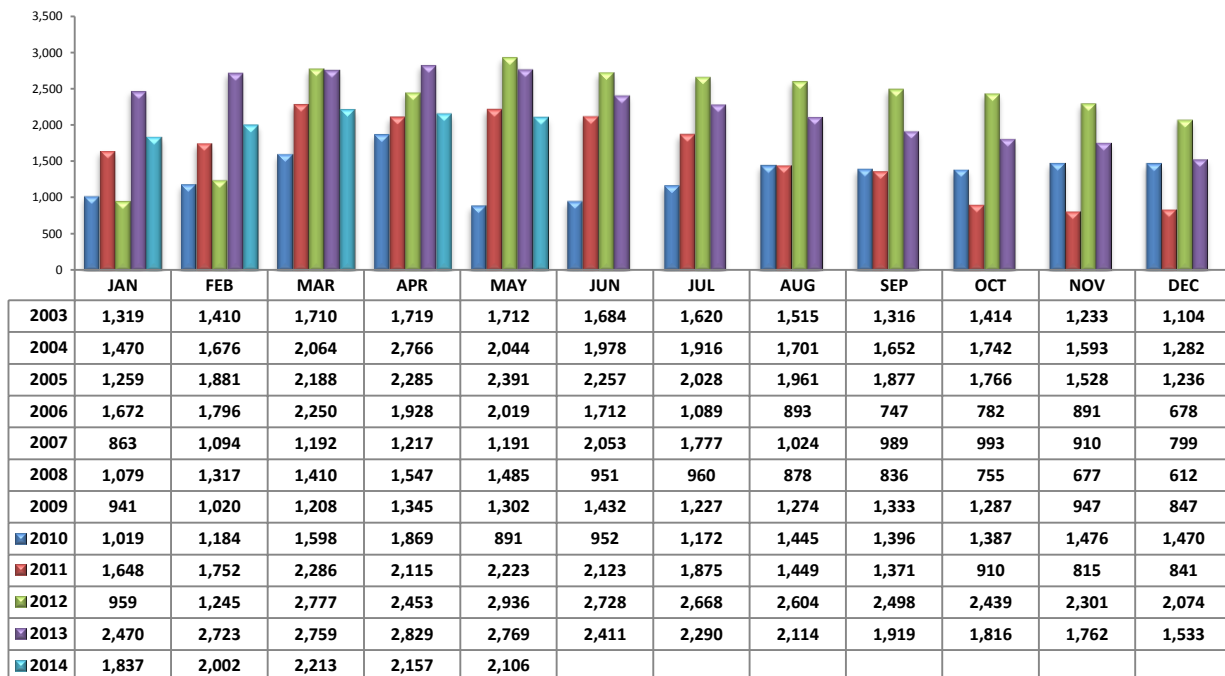


**Median Sale Price - May 2014**

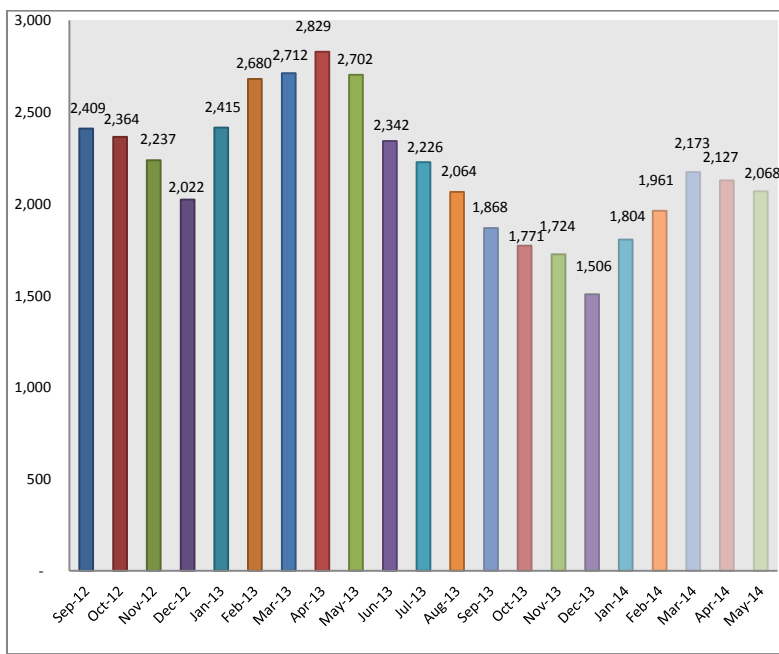
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2003	\$132,000	\$137,500	\$137,610	\$144,700	\$145,000	\$152,450	\$146,990	\$148,000	\$146,350	\$150,900	\$141,825	\$145,000
2004	\$148,000	\$150,000	\$157,000	\$159,900	\$162,487	\$169,700	\$167,000	\$167,500	\$169,950	\$172,000	\$177,000	\$170,000
2005	\$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	\$167,000							

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### Newly Under Contract During The Month



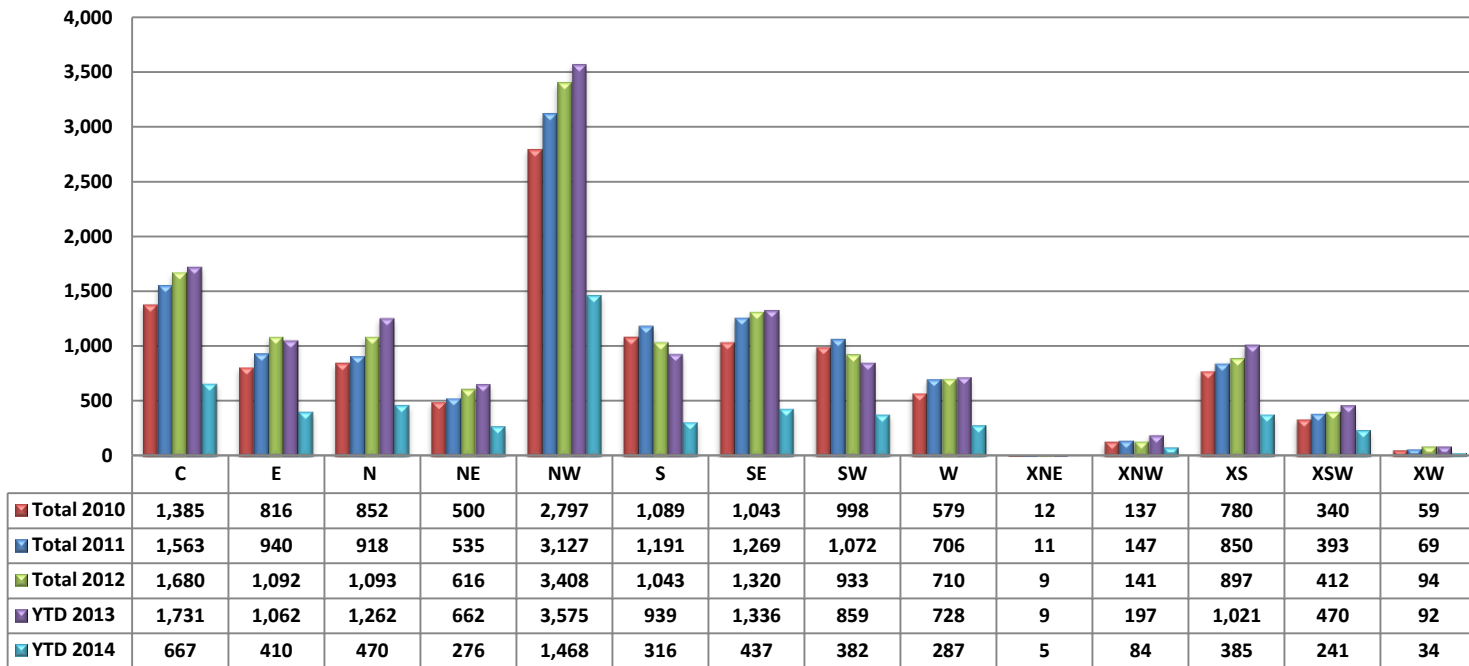
### Total Listings Still Under Contract At The End of The Month



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



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

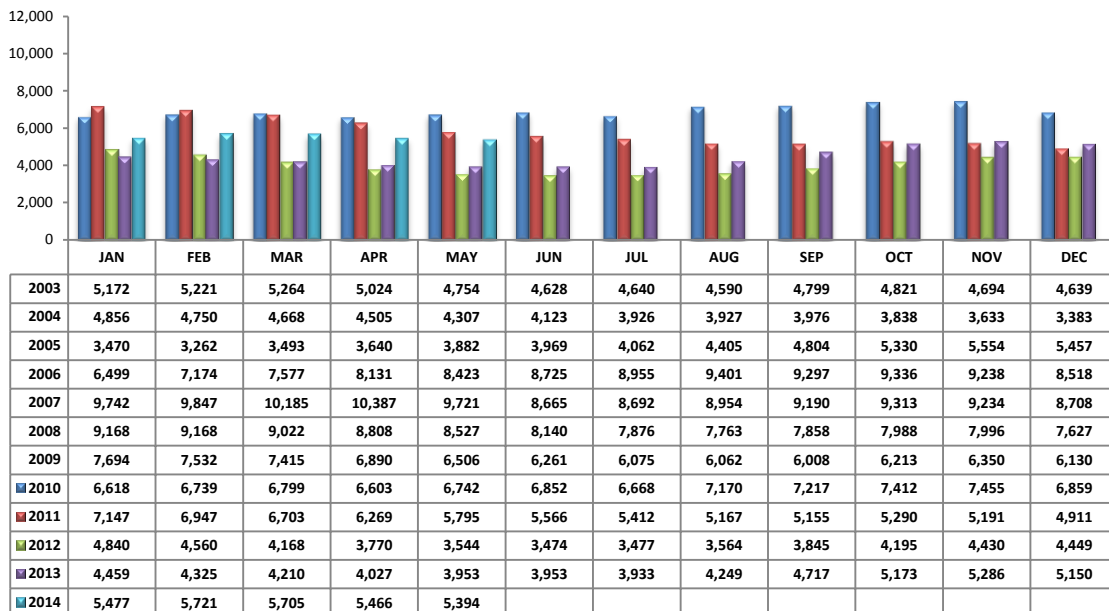
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$119,769	\$171,258	\$200,052	\$183,540	\$156,983
E	\$106,413	\$144,596	\$169,804	\$199,350	\$146,115
N	\$202,236	\$332,053	\$584,664	\$761,090	\$383,379
NE	\$115,203	\$251,460	\$411,250	\$487,598	\$280,779
NW	\$199,764	\$226,720	\$260,670	\$377,564	\$236,855
S	\$68,590	\$100,310	\$143,416	\$215,000	\$108,321
SE	\$149,265	\$151,899	\$223,464	\$346,625	\$187,355
SW	\$89,116	\$116,521	\$129,405	\$190,169	\$118,029
W	\$96,307	\$192,705	\$244,577	\$398,500	\$194,035
XNE	\$140,000	\$0	\$0	\$0	\$140,000
XNW	\$0	\$122,380	\$159,066	\$0	\$130,846
XS	\$162,600	\$159,725	\$197,210	\$233,296	\$175,146
XSW	\$120,122	\$147,814	\$195,250	\$0	\$135,638
XW	\$0	\$78,367	\$0	\$0	\$78,367

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

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	57	88	17	5	167
E	18	44	24	4	90
N	43	39	28	11	121
NE	13	26	16	4	59
NW	73	134	88	14	309
S	11	42	19	1	73
SE	9	47	38	4	98
SW	15	32	17	4	68
W	13	38	14	3	68
XNE	1	0	0	0	1
XNW	0	10	3	0	13
XS	29	40	26	7	102
XSW	24	11	4	0	39
XW	0	7	0	0	7

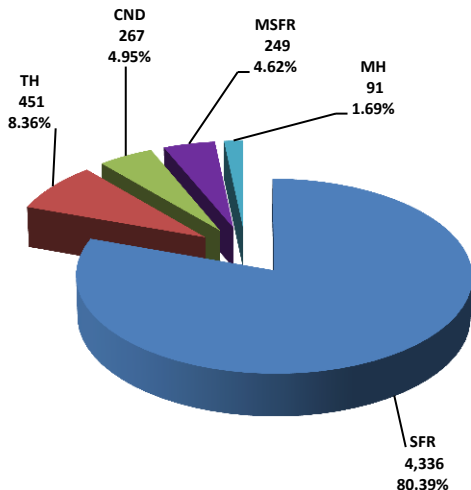
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### Active Listings

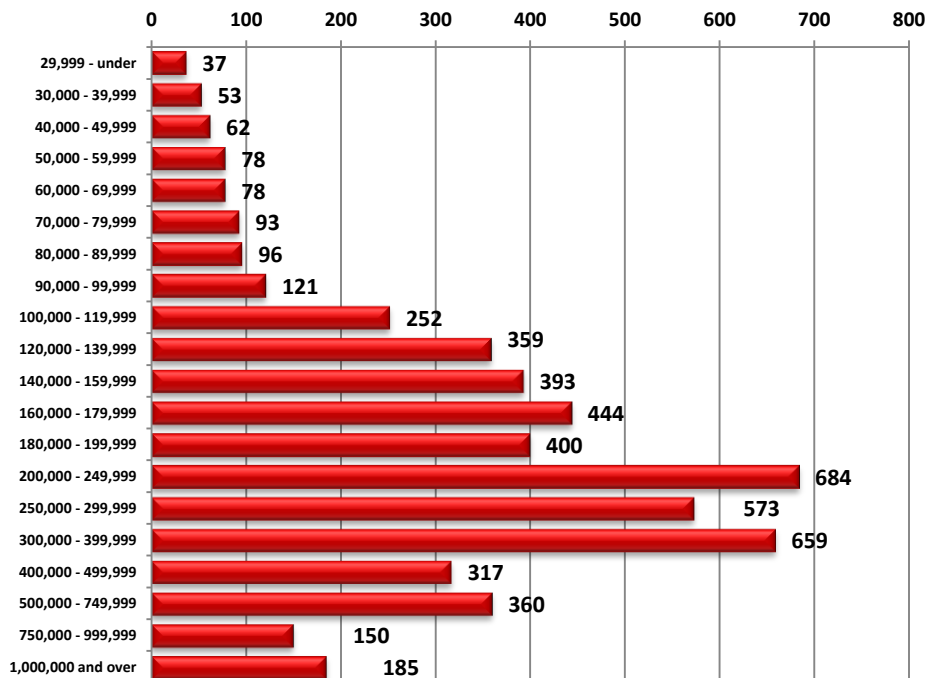


Area	# of Listings
C	659
E	312
N	636
NE	329
NW	1530
S	164
SE	392
SW	318
W	218
XNE	30
XNW	68
XS	443
XSW	251
XW	44

### Active Listings Unit Breakdown

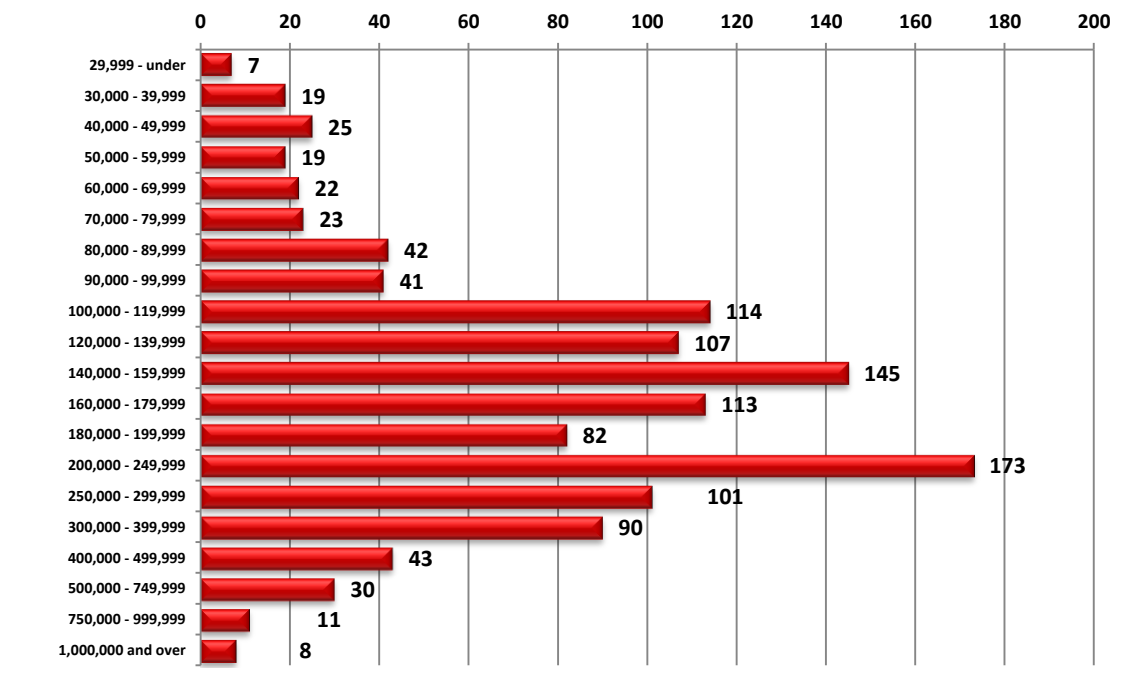


### Active Listings Price Breakdown



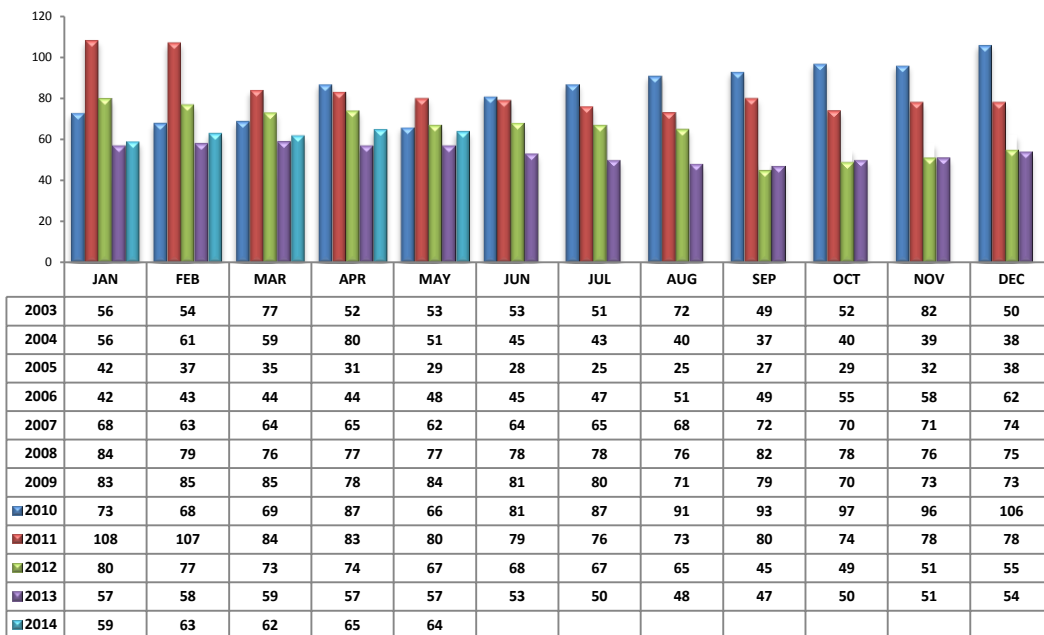
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**Sold Price Breakdown**



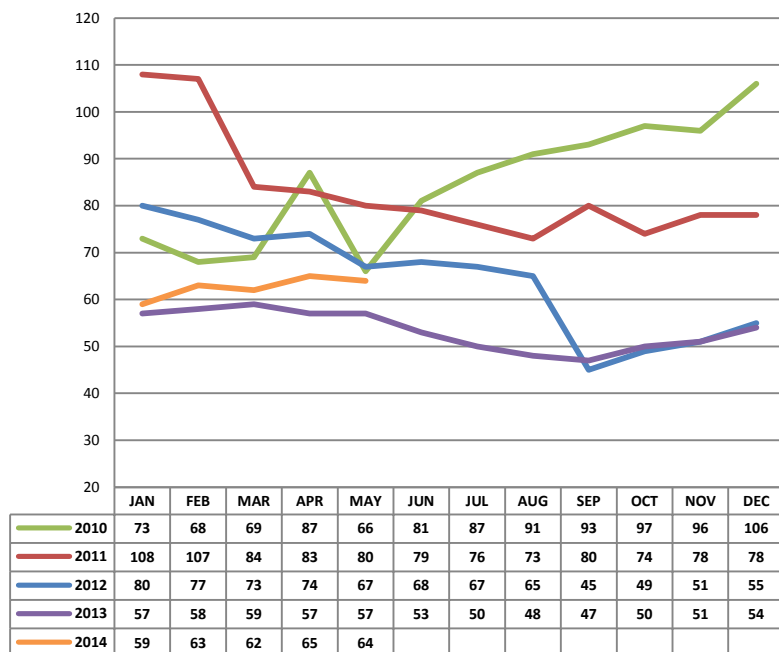
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**Average Days on Market/Listing - May 2014**

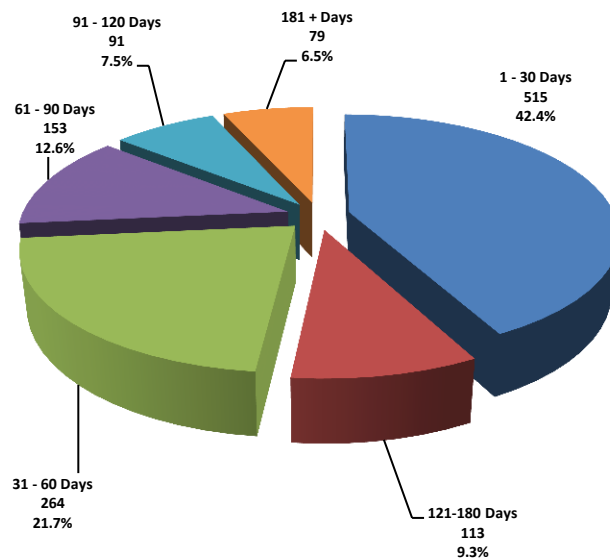


Area	Avg. DOM
N	56
NE	50
NW	66
XNE	44
XNW	76
C	42
E	51
S	57
SE	56
SW	77
XSW	69
XS	84
W	100
XW	115

**Annual Comparison - Average Days on Market**

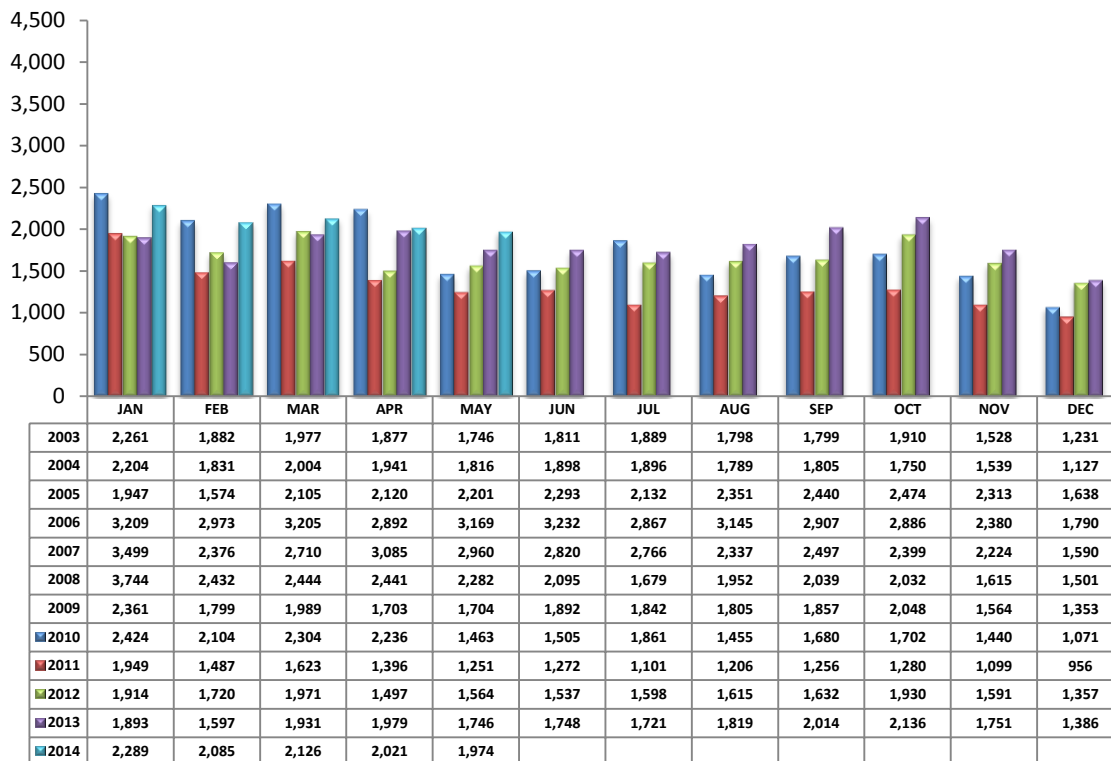


**Average Days on Market/Listing Breakdown**



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**New Listings – May 2014**



Area	# of Listings
C	308
E	145
N	196
NE	120
NW	483
S	89
SE	186
SW	109
W	94
XNE	7
XNW	32
XS	133
XSW	64
XW	8

\*Includes properties that were re-listed

\*\*Beginning May2012, 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.
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
May 2014	256	467	54

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