

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

## *Multiple Listing Service*

### Monthly Statistics October 2014

Below are some highlights from the October Residential Sales Statistics:

- Total Sales Volume increased this month going from \$209,188,665 in September to \$223,081,453 in October, a 6.64% difference.
- The Average Sales Price increased 4.43% from last month.
- Average List Price for October was \$217,786, a 4.97% increase over September's \$207,472.
- Total Under Contract increased .89% from September.
- Total Unit Sales increased from 1,038 in September to 1,060 in October resulting in a 2.12% increase.
- The Median Sales Price for October was \$166,500, a .91% increase since last month, and a 7.42% increase over October 2013.
- New Listings decreased 3.62% from September to October.
- Total Active Listings of 5,649 is an increase of 3.90% since September's number of 5,437, and is an increase of 9.20% since October 2013.
- Average Days on Market increased to 64 this month from 59 in September.
- Conventional loan sales of 40.5 exceeded Cash Sales of 26.8% 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:**  
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Talk to a REALTOR®!  
With the complexity of a real estate transaction, you need a REALTOR®.



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

### Total Sales Volume

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>October</b>	\$223,081,453	\$217,449,776	2.59%
<b>September</b>	\$209,188,665	\$198,683,662	5.29%
<b>Month % Change</b>	6.64%	9.45%	

### Average Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>October</b>	\$210,454	\$192,433	9.36%
<b>September</b>	\$201,530	\$189,042	6.61%
<b>Month % Change</b>	4.43%	1.79%	

### Average List Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>October</b>	\$217,786	\$199,540	9.14%
<b>September</b>	\$207,472	\$194,842	6.48%
<b>Month % Change</b>	4.97%	2.41%	

### Total Under Contract

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>October</b>	1,698	1,771	-4.12%
<b>September</b>	1,683	1,868	-9.90%
<b>Month % Change</b>	0.89%	-5.19%	

### Total Unit Sales

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>October</b>	1,060	1,130	-6.19%
<b>September</b>	1,038	1,051	-1.24%
<b>Month % Change</b>	2.12%	7.52%	

### Median Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>October</b>	\$166,500	\$155,000	7.42%
<b>September</b>	\$165,000	\$155,399	6.18%
<b>Month % Change</b>	0.91%	-0.26%	

### New Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>October</b>	2,052	2,136	-3.93%
<b>September</b>	2,129	2,014	5.71%
<b>Month % Change</b>	-3.62%	6.06%	

### Active Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
<b>October</b>	5,649	5,173	9.20%
<b>September</b>	5,437	4,717	15.26%
<b>Month % Change</b>	3.90%	9.67%	

## October 2014 - Active and Sold by Zip Code

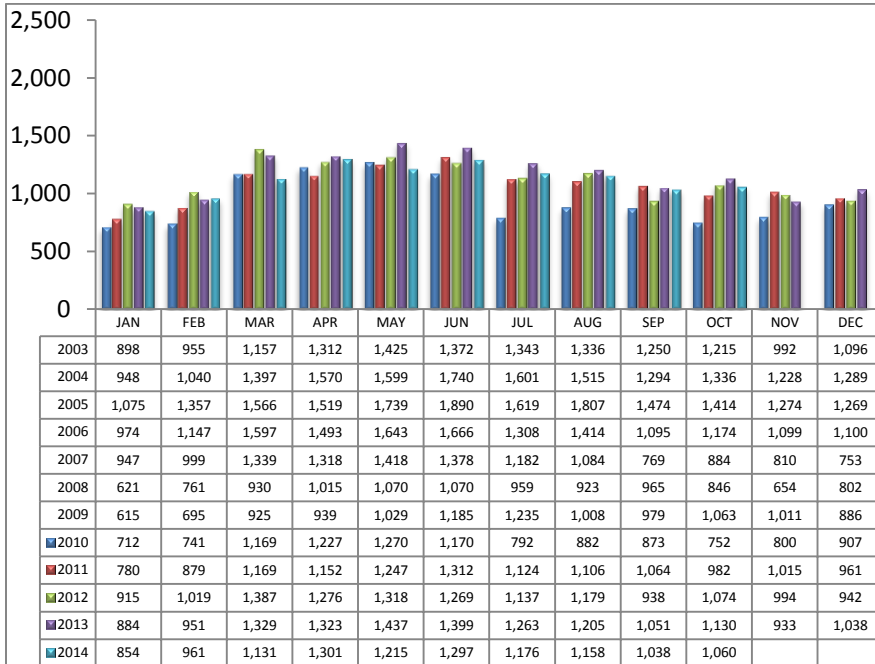
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85143	0	0	0.00%	85645	0	0	0.00%	85713	210	28	13.33%	85740	0	1	0.00%
85145	15	4	26.67%	85648	0	0	0.00%	85714	14	11	78.57%	85741	91	37	40.66%
85321	0	0	0.00%	85653	131	18	13.74%	85715	129	26	20.16%	85742	188	36	19.15%
85601	0	0	0.00%	85654	0	0	0.00%	85716	192	28	14.58%	85743	220	49	22.27%
85602	6	0	0.00%	85658	225	33	14.67%	85717	0	0	0.00%	85745	174	37	21.26%
85611	0	0	0.00%	85701	26	4	15.38%	85718	290	57	19.66%	85746	95	25	26.32%
85614	251	43	17.13%	85704	172	22	12.79%	85719	151	32	21.19%	85747	165	28	16.97%
85616	0	0	0.00%	85705	83	21	25.30%	85730	136	47	34.56%	85748	109	27	24.77%
85619	30	2	6.67%	85706	50	25	50.00%	85734	0	0	0.00%	85749	175	17	9.71%
85622	61	1	1.64%	85709	0	1	0.00%	85735	72	7	9.72%	85750	290	48	16.55%
85623	11	0	0.00%	85710	192	56	29.17%	85736	36	6	16.67%	85755	221	37	16.74%
85629	212	34	16.04%	85711	144	31	21.53%	85737	277	35	12.64%	85756	72	28	38.89%
85641	261	49	18.77%	85712	121	26	21.49%	85739	281	27	9.61%	85757	70	16	22.86%

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	36	6	0	0	42	11	C	717	1-30 Days	472
\$30,000 to \$39,999	46	7	3	3	59	11	E	304	31-60 Days	197
\$40,000 to \$49,999	74	13	2	2	91	25	N	620	61-90 Days	130
\$50,000 to \$59,999	105	24	5	5	139	16	NE	313	91-120 Days	95
\$60,000 to \$69,999	74	27	9	8	118	20	NW	1634	121-180 Days	90
\$70,000 to \$79,999	98	37	12	7	154	22	S	169	Over 180 Days	76
\$80,000 to \$89,999	92	36	13	14	155	25	SE	440	<b>Avg. Days on Market</b>	
\$90,000 to \$99,999	135	38	17	16	206	38	SW	337	64	
\$100,000 to \$119,999	240	103	24	39	406	80	W	256	<b>Avg. Sold Price</b>	
\$120,000 to \$139,999	369	163	42	38	612	118	XNE	30	\$210,454	
\$140,000 to \$159,999	403	127	25	32	587	116	XNW	87	<b>Median Sale Price</b>	
\$160,000 to \$179,999	454	110	15	28	607	101	XS	444	\$166,500	
\$180,000 to \$199,999	428	83	12	25	548	70	XSW	251	<b>New Listings</b>	
\$200,000 to \$249,999	773	105	11	49	938	127	XW	47	2,052	
\$250,000 to \$299,999	634	83	10	24	751	105	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>	
\$300,000 to \$399,999	639	79	10	32	760	92	C	132	\$22,216,683	
\$400,000 to \$499,999	326	43	3	11	383	36	E	84	\$13,016,578	
\$500,000 to \$749,999	383	24	6	12	425	29	N	113	\$46,045,513	
\$750,000 to \$999,999	165	11	1	5	182	12	NE	47	\$11,825,242	
\$1,000,000 and over	175	4	1	4	184	6	NW	266	\$64,881,774	
							S	68	\$7,677,891	
							SE	97	\$17,524,312	
							SW	53	\$7,426,710	
							W	64	\$10,477,223	
							XNE	2	\$512,500	
							XNW	14	\$1,653,350	
							XS	74	\$14,545,777	
							XSW	36	\$4,561,300	
							XW	10	\$716,600	
<b>Totals</b>	<b>5,649</b>	<b>1,123</b>	<b>221</b>	<b>354</b>	<b>7,347</b>	<b>1,060</b>				
									<b>Total Volume</b>	\$223,081,453
	<b>Oct-14</b>	<b>Oct-13</b>	<b>% Change</b>	<b>YTD 2014</b>	<b>YTD 2013</b>	<b>% Change</b>				
<b>Home Sales Volume</b>	\$223,081,453	\$217,449,776	2.59%	\$2,274,635,587	\$2,291,795,189	-0.75%				
<b>Home Sales Units</b>	1,060	1,130	-6.19%	11,191	11,972	-6.52%				
<b>Average Sales Price (All Residential)</b>	\$210,454	\$192,433	9.36%	\$206,975	\$191,807	7.91%				
<b>Median Sales Price</b>	\$166,500	\$155,000	7.42%	\$165,922	\$156,239	6.20%				
<b>Average Days on Market:</b>	64	50	28.00%	64	50	28.00%				
<b>Average List Price for Sold:</b>	\$217,786	\$199,540	9.14%	\$214,881	\$198,157	8.44%				
<b>SP/LP %</b>	96.63%	96.44%		96.32%	96.80%					
<b>Total Under Contract</b>	1,698	1,771	-4.12%							
<b>Active Listings</b>	5,649	5,173	9.20%							
<b>New Listings</b>	2,052	2,136	-3.93%							

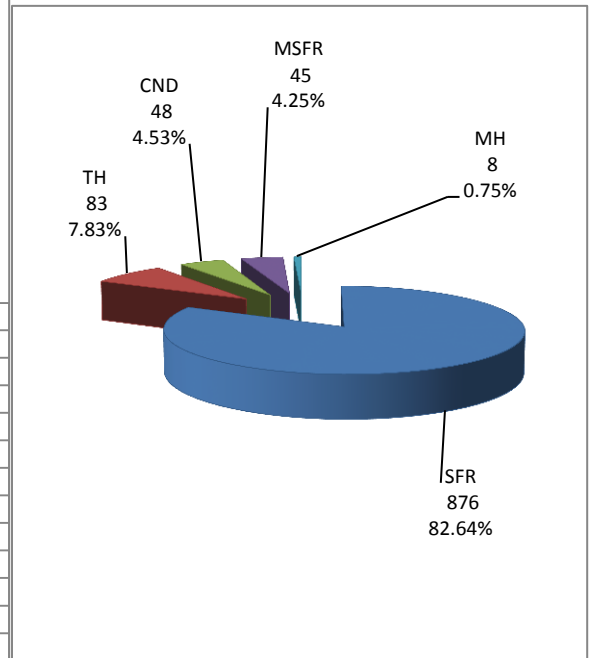
Types of Financing	Totals
FHA	194
VA	113
Other	27
Cash	284
Conventional	429
Cash/Loan	1
Carryback	12

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.

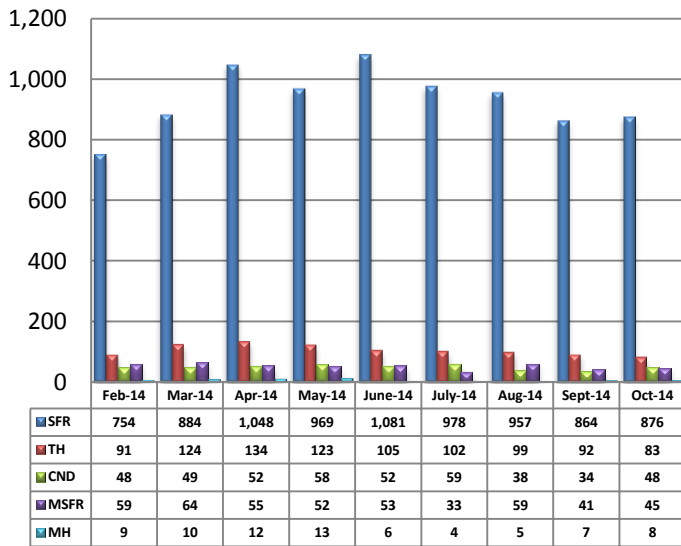
**Total Unit Sales - October 2014**



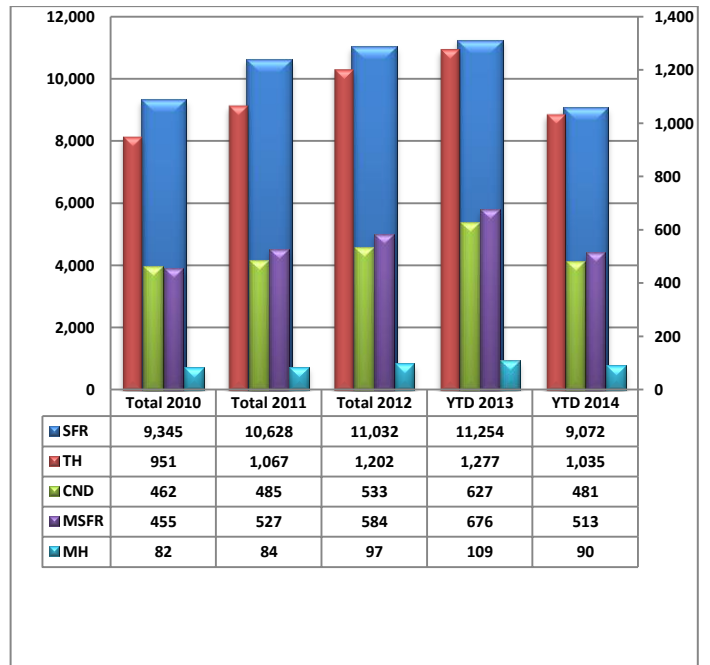
**Unit Sales - Breakdown by Type**



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

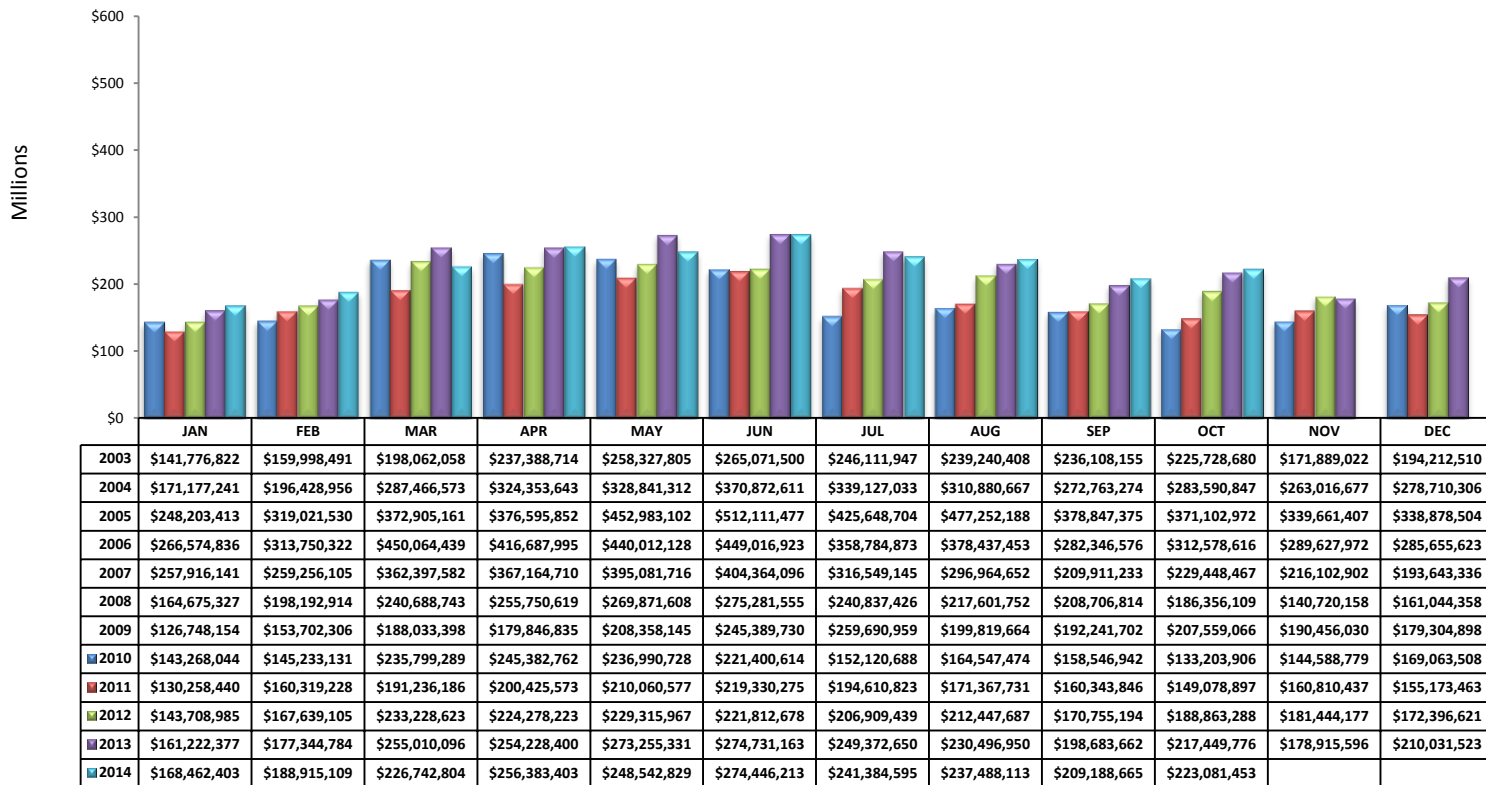


**YTD Annual Comparison - Breakdown by Type**

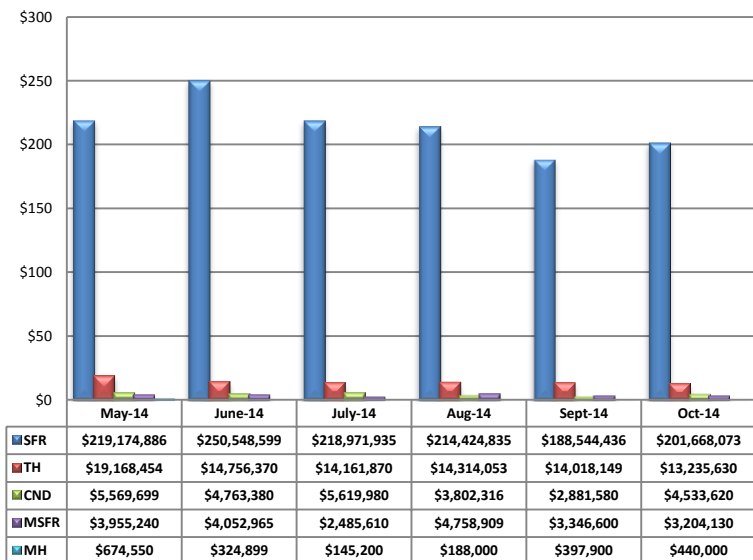


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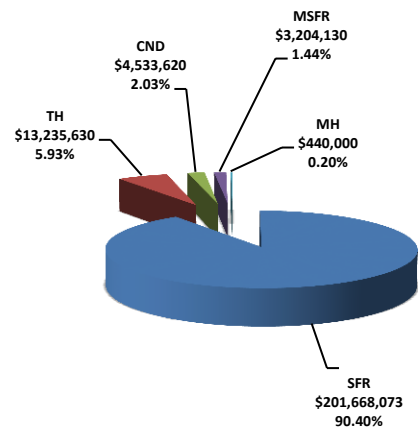
**Total Sales Volume - October 2014**



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

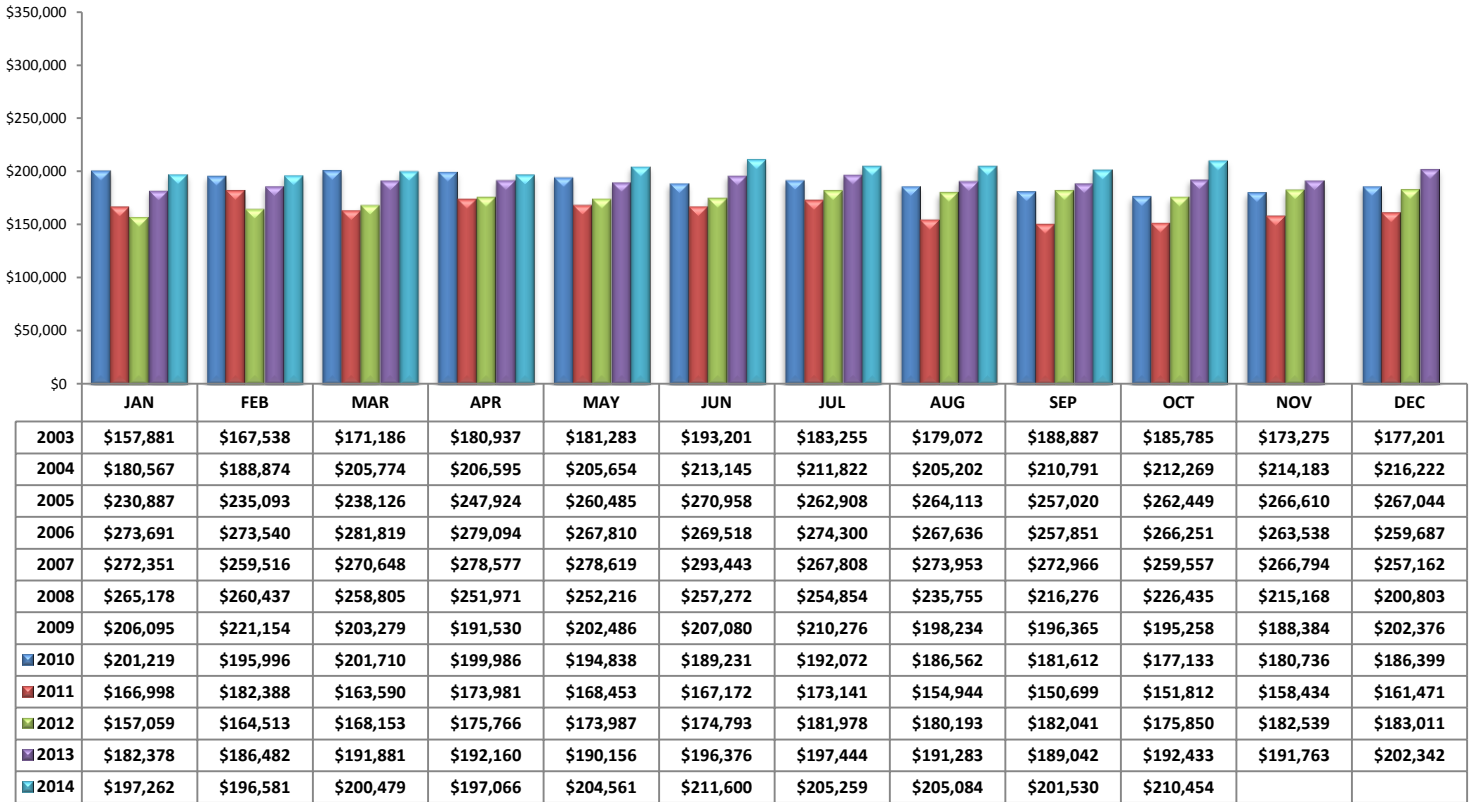


**Monthly Volume by Type**

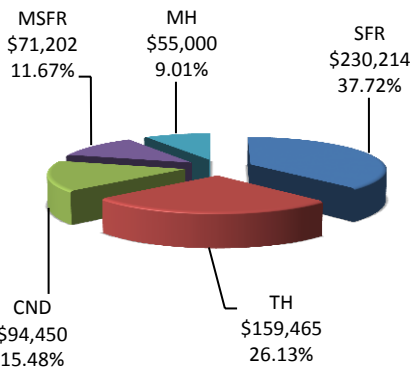


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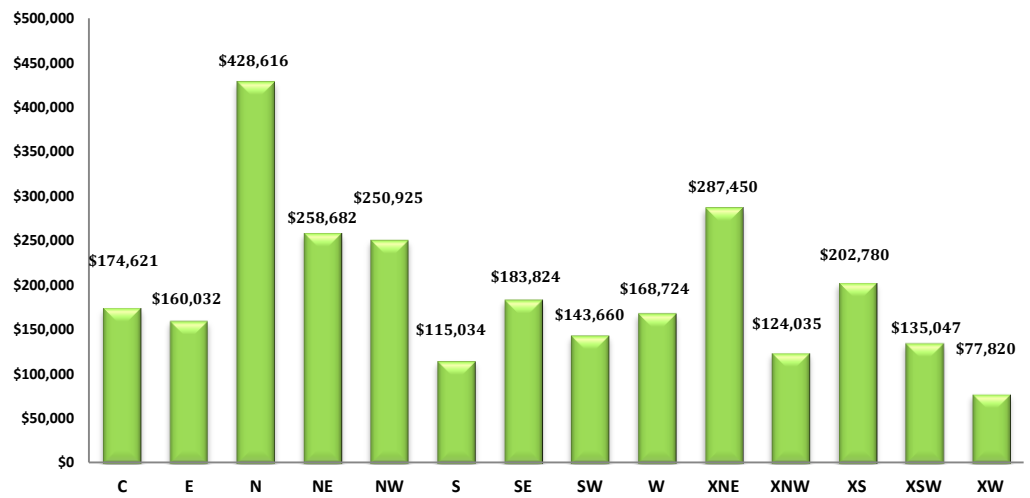
**Average Sales Price – October 2014**



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

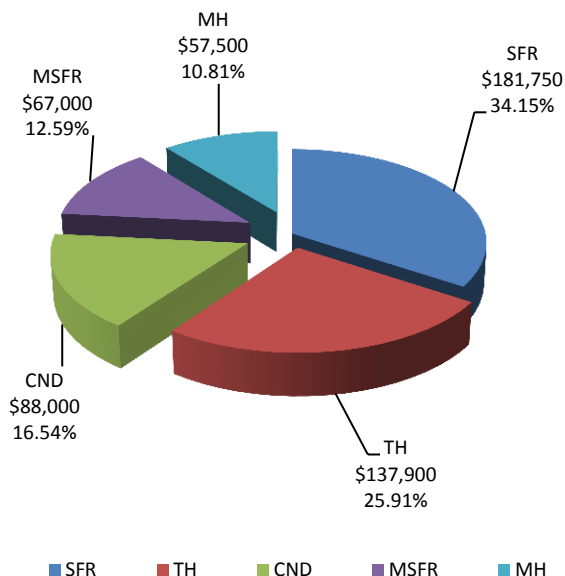


**Average "Listing" Price per Area – October 2014**

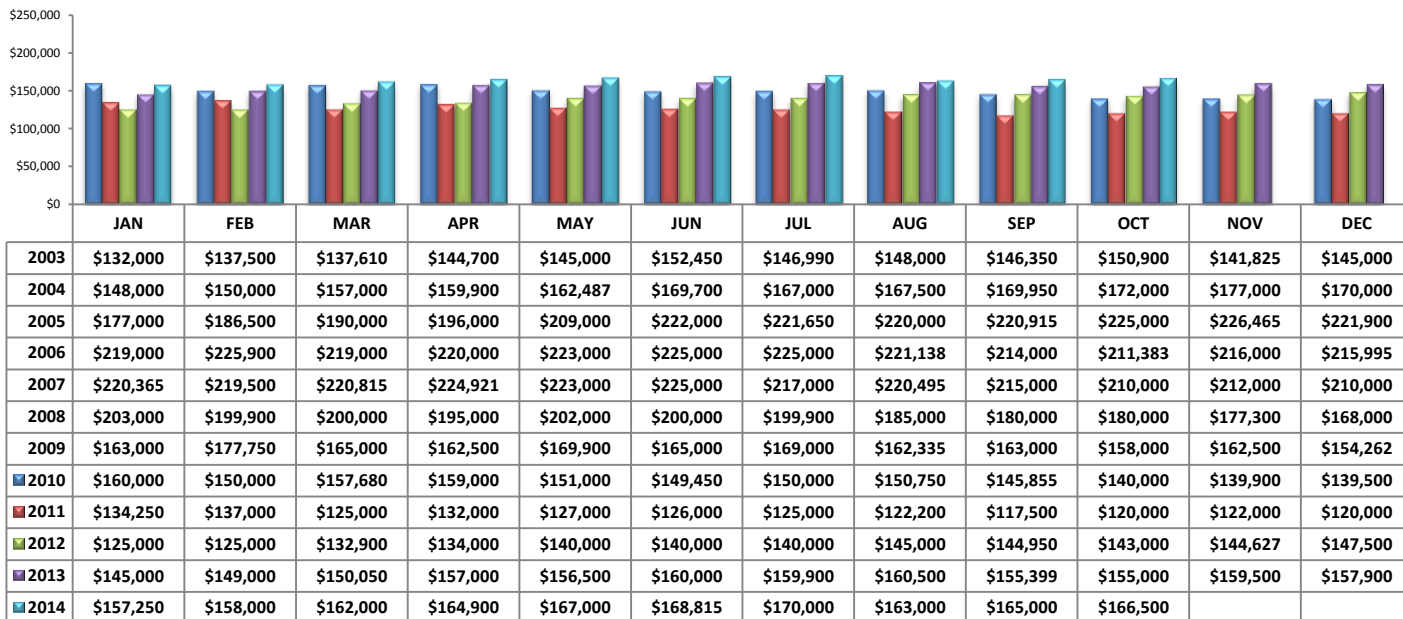


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**Median Sale Price - by Type**

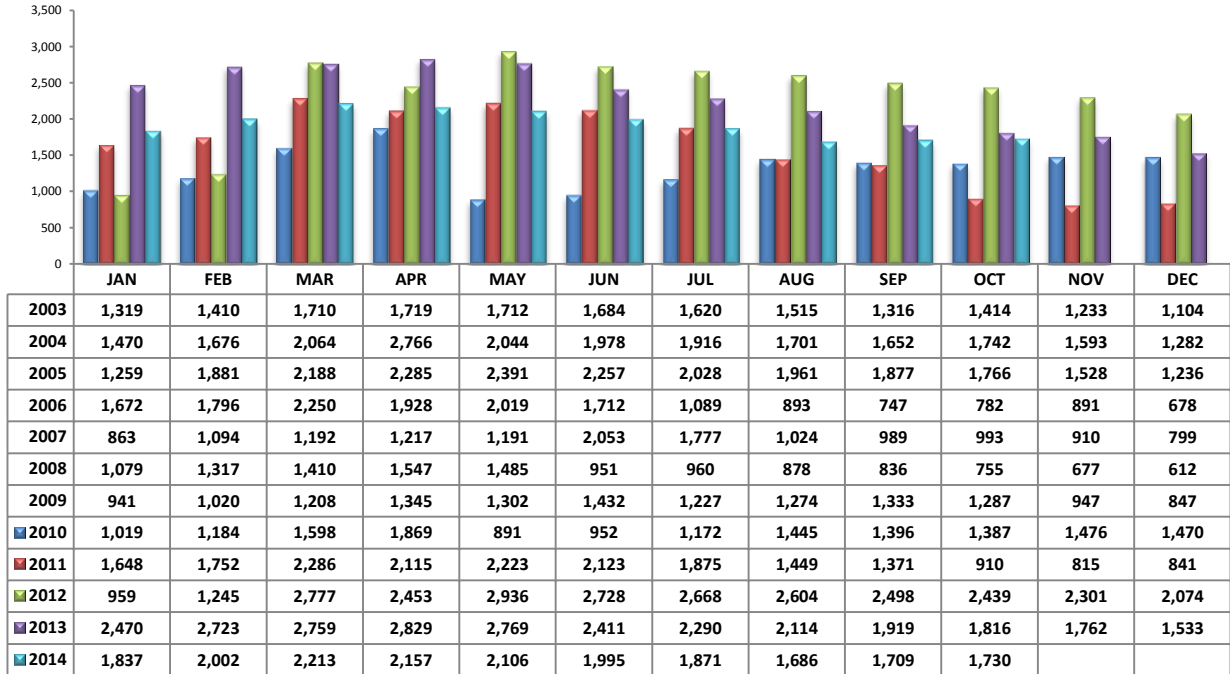


**Median Sale Price - October 2014**

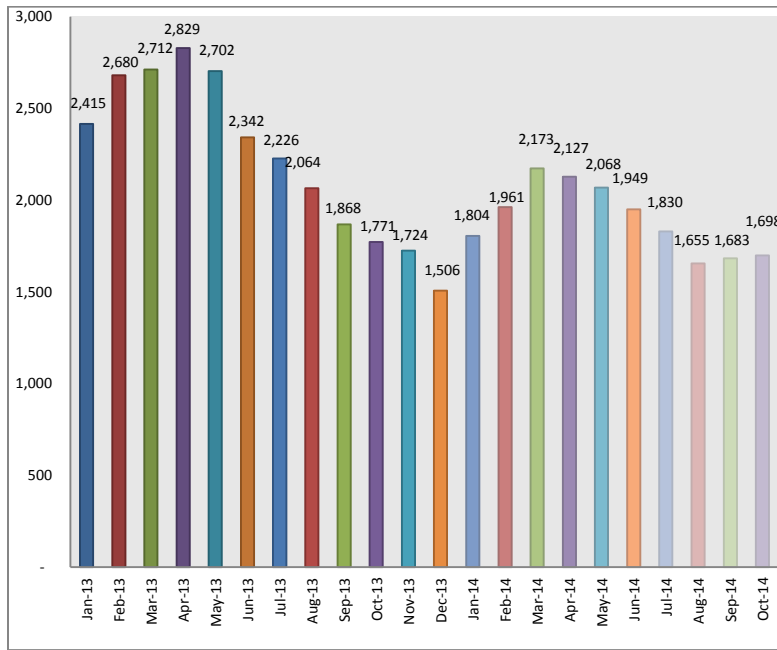


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**Newly Under Contract During The Month**



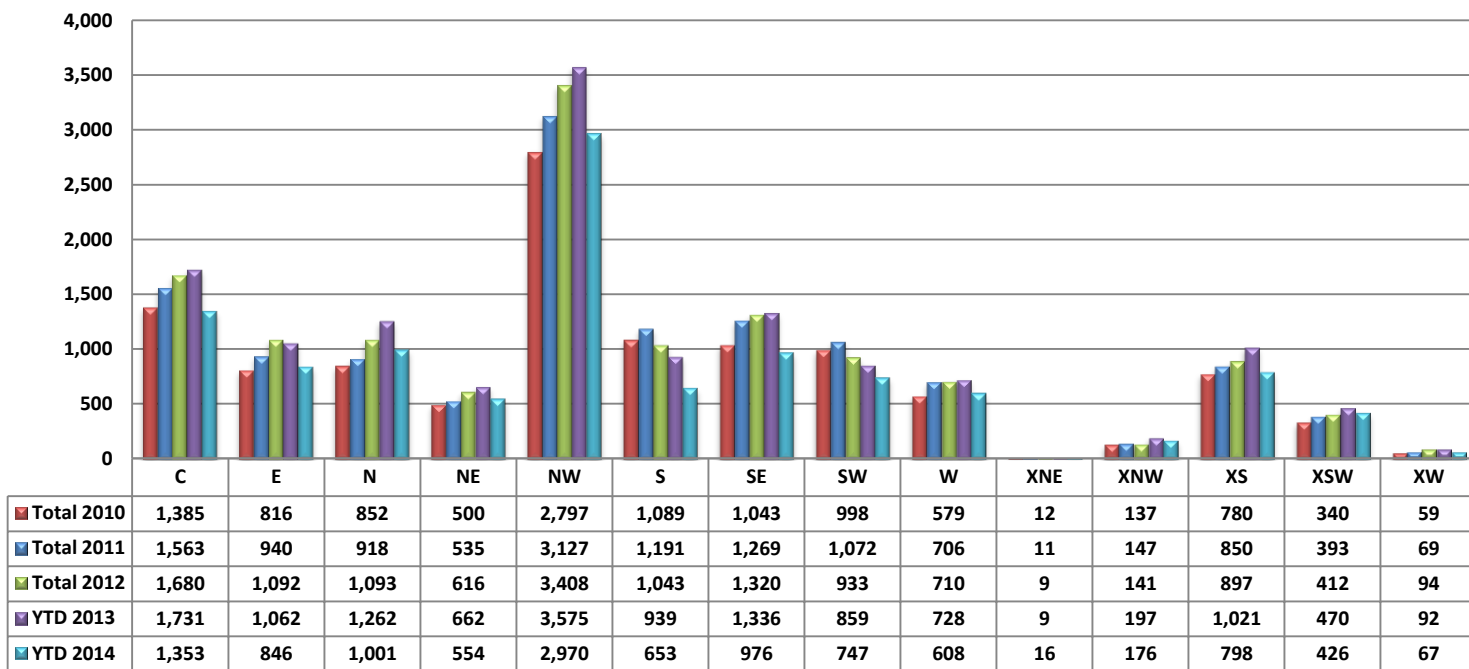
**Total Listings Still Under Contract At The End of The Month**



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



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

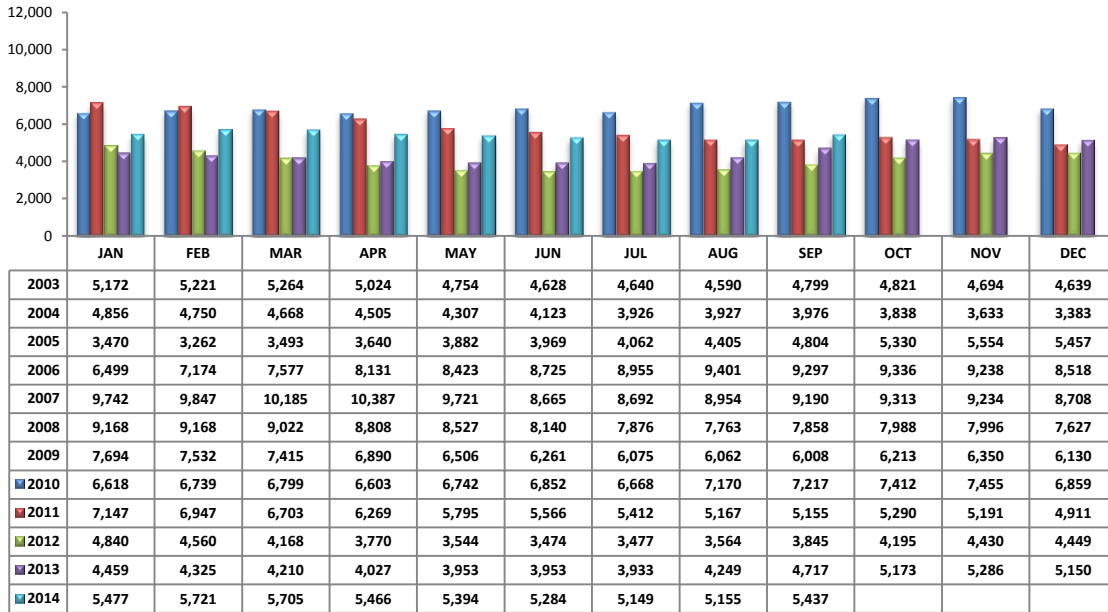
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$123,781	\$176,029	\$215,679	\$296,000	\$168,308
E	\$73,718	\$158,282	\$178,435	\$284,250	\$154,959
N	\$221,460	\$296,380	\$539,600	\$788,782	\$407,482
NE	\$108,755	\$234,727	\$354,782	\$0	\$251,600
NW	\$218,325	\$219,347	\$303,832	\$305,073	\$243,916
S	\$63,050	\$111,813	\$144,884	\$0	\$112,910
SE	\$139,248	\$167,082	\$209,198	\$231,166	\$180,663
SW	\$70,016	\$135,825	\$169,673	\$195,500	\$140,126
W	\$83,737	\$165,151	\$226,976	\$203,700	\$163,706
XNE	\$182,500	\$330,000	\$0	\$0	\$256,250
XNW	\$25,000	\$107,927	\$164,250	\$0	\$118,096
XS	\$188,700	\$190,992	\$208,055	\$201,870	\$196,564
XSW	\$121,619	\$97,030	\$196,500	\$223,750	\$126,702
XW	\$44,000	\$66,125	\$81,620	\$0	\$71,660

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

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	37	76	17	2	132
E	12	46	24	2	84
N	25	42	33	13	113
NE	8	24	15	0	47
NW	69	119	65	13	266
S	10	41	17	0	68
SE	8	54	32	3	97
SW	8	25	17	3	53
W	13	35	15	1	64
XNE	1	1	0	0	2
XNW	1	9	4	0	14
XS	13	34	24	3	74
XSW	21	10	3	2	36
XW	1	4	5	0	10

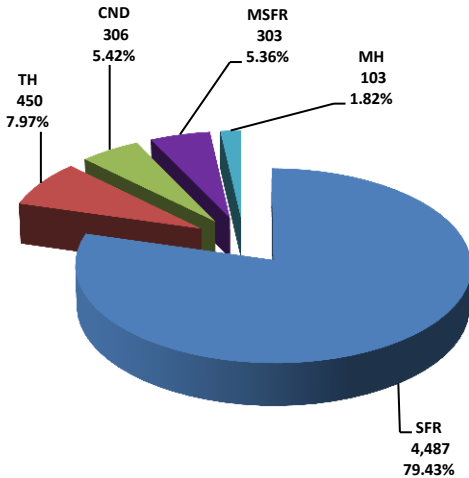
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**Active Listings**

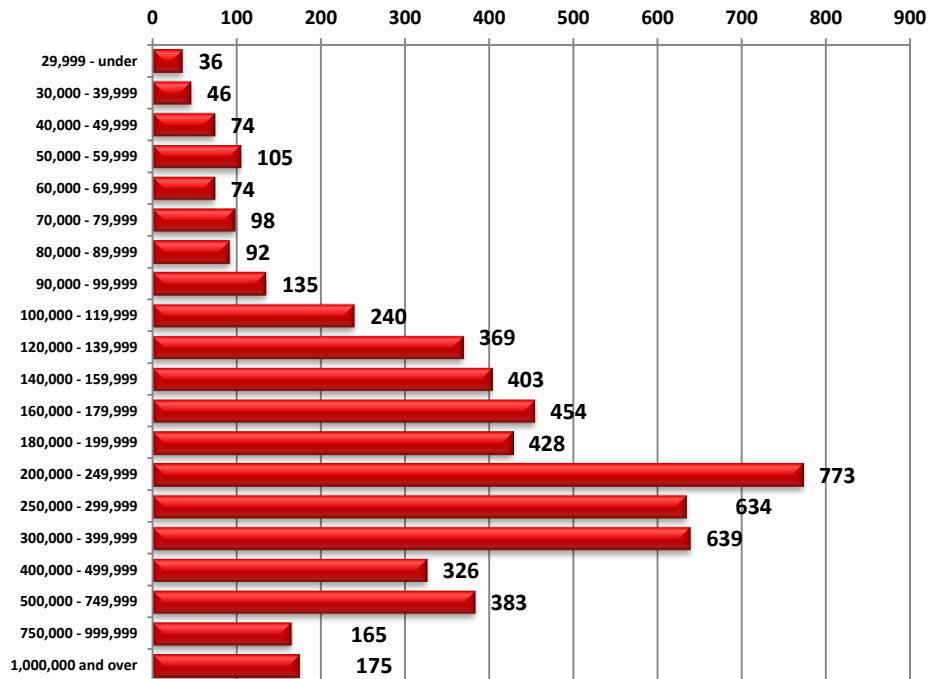


Area	# of Listings
C	717
E	304
N	620
NE	313
NW	1634
S	169
SE	440
SW	337
W	256
XNE	30
XNW	87
XS	444
XSW	251
XW	47

**Active Listings Unit Breakdown**

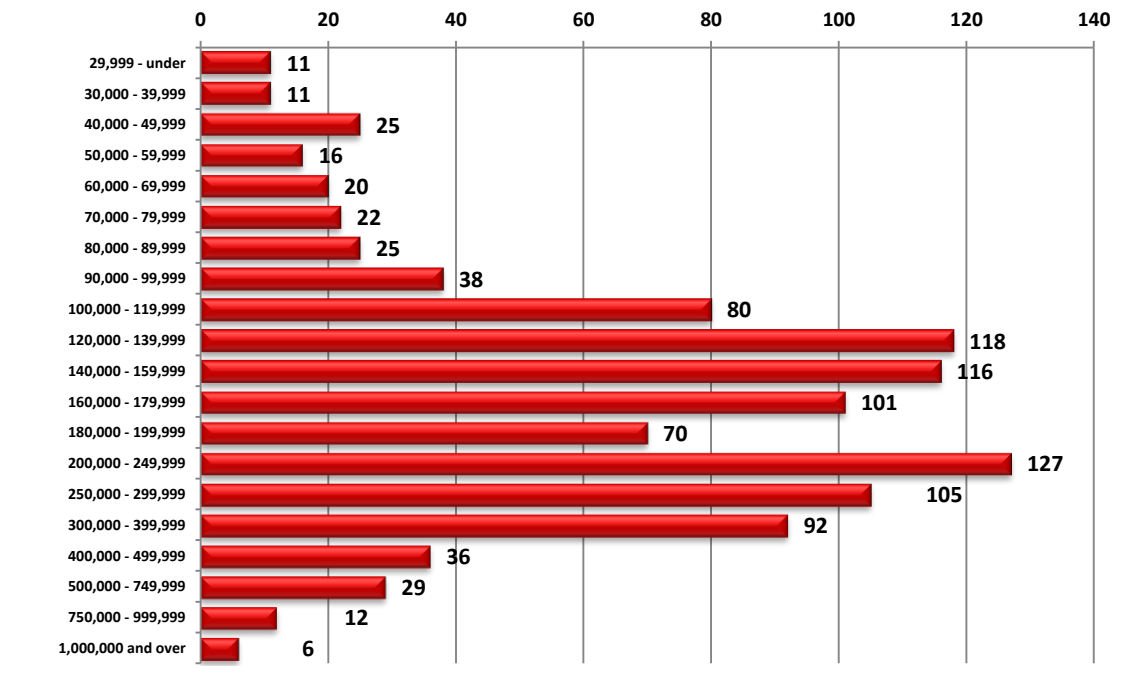


**Active Listings Price Breakdown**



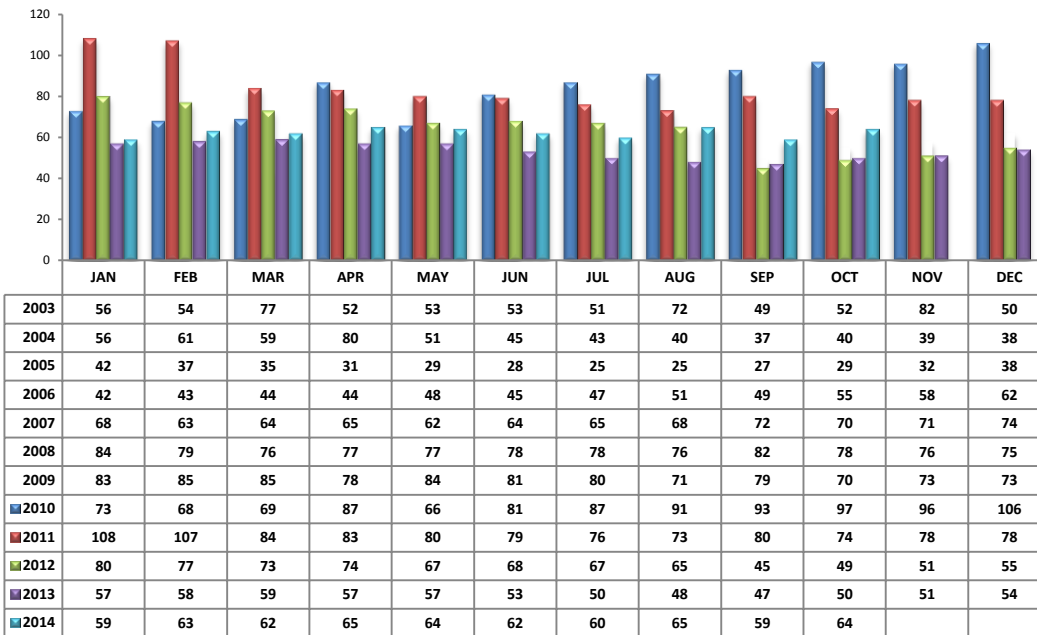
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**Sold Price Breakdown**



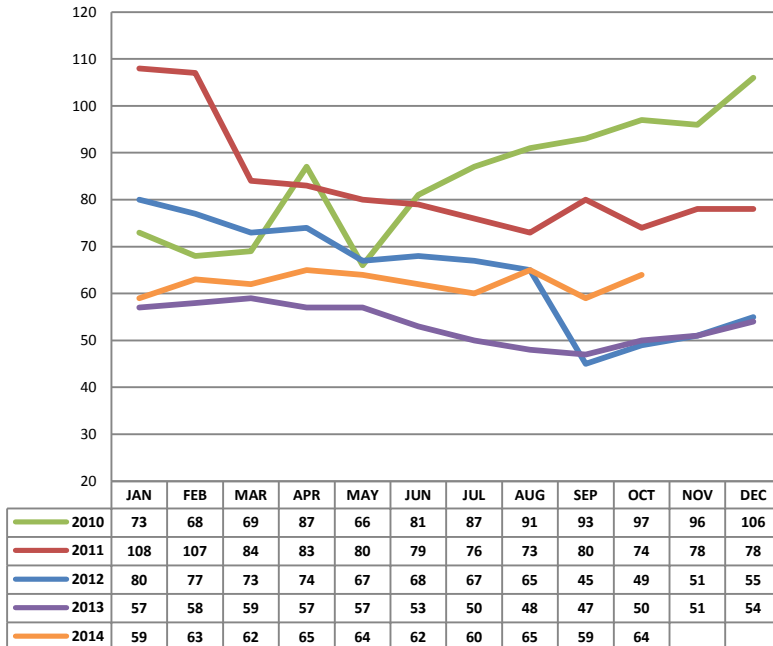
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**Average Days on Market/Listing - October 2014**

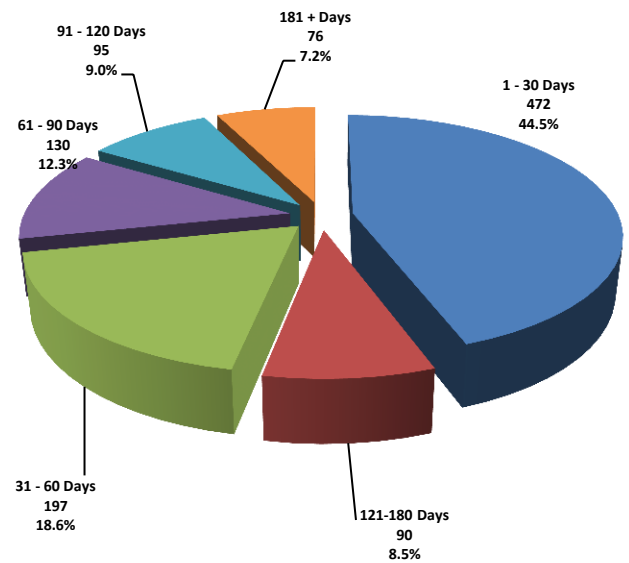


Area	Avg. DOM
C	46
E	50
N	76
NE	68
NW	69
S	38
SE	52
SW	79
W	42
XNE	301
XNW	44
XS	96
XSW	101
XW	64

**Annual Comparison - Average Days on Market**

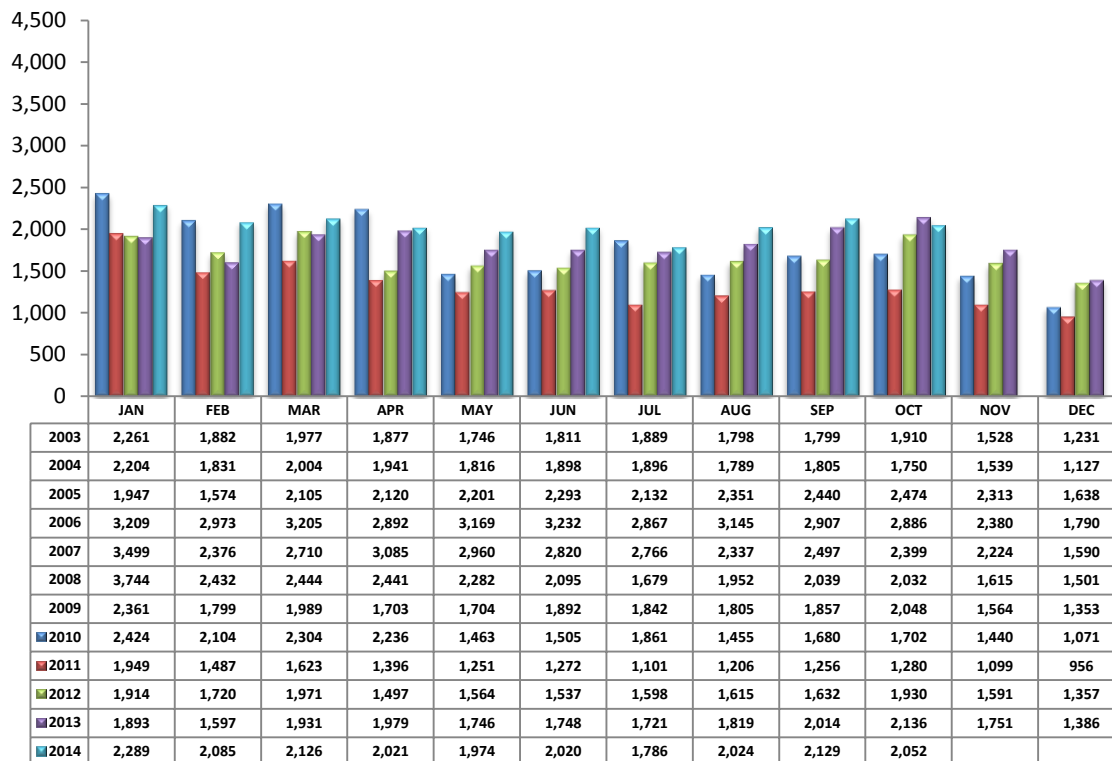


**Average Days on Market/Listing Breakdown**



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### New Listings - October 2014



Area	# of Listings
C	250
E	147
N	206
NE	116
NW	555
S	88
SE	164
SW	146
W	104
XNE	3
XNW	29
XS	151
XSW	78
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 2014	186	433	52
Feb 2014	166	366	53
Mar 2014	203	371	69
Apr 2014	274	421	57
May 2014	256	467	54
June 2014	238	422	62
July 2014	235	462	69
Aug 2014	213	464	59
Sept 2014	232	380	57
Oct 2014	201	410	51

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.