

**October
1999**

<http://www.tarmls.com>

MLS Month in Review

Tucson Association of REALTORS® Multiple Listing Service, Inc.

"The Voice for Real Estate" in Tucson, Arizona

1622 North Swan Road, Tucson, Arizona, 85712



For Immediate Release: **November 22, 1999**

Contact: Dan McEvoy, President, (520) 544-4545
Gary E. Doran, Chief Executive Officer, (520) 327-4218

October 1999 Residential Home Sales

The Tucson Association of REALTORS® Multiple Listing Service, Inc. reports that October 1999's 865 existing home sales increased by 11% over the 780 units sold in October, 1998, while total sales volume increased 21% from last year's \$101,985,317 to \$123,804,532. October's average sale price for all residential types rose 9% to \$143,127 in 1999 from \$130,750 in 1998. The average sale price for Single Family Residences was \$156,577 in October, 1999 compared to \$143,984 in October, 1998. The median sale price, the price at which half the homes were sold above and below, rose by 2% from October 1998's \$109,500 to \$112,000 in 1999.

Average days on market dropped by 20% to 56 in October, 1999, compared to 70 in October, 1998, with 43% of all closed listings selling in the first 30 days on the market. Pending contracts, those transactions subject to contract, but not yet closed escrow, decreased by 11% from 964 in October, 1998, to 859 in October, 1999. The 4,021 active listings in October, 1999, were 14% below the 4,683 in October, 1998, and the 1,303 listings added during October, 1999, are 16% below the 1,544 added in October, 1998.

"As of October 1999, Total Sales Volume, \$ 1,382,535,809, has surpassed the record year we had in all of 1998, \$1,375,979,968. Total Units Sold through October 1999, 9,375, is a mere 645 units below the full year of 1998, 10,020", said Dan McEvoy, President of the Tucson Association of REALTORS®. He continued, "This is definitely another record breaking year for resale home sales in Tucson."

Check Us Out Online at:

<http://www.tarmls.com>

The Tucson Association of REALTORS®, with more than 3,800 members, is affiliated with the Arizona Association of REALTORS® and the National Association of REALTORS®. Only members of the Association can use the term REALTOR®. Its members provide professional real estate services to buyers and sellers and adhere to the organization's strict professional Code of Ethics.

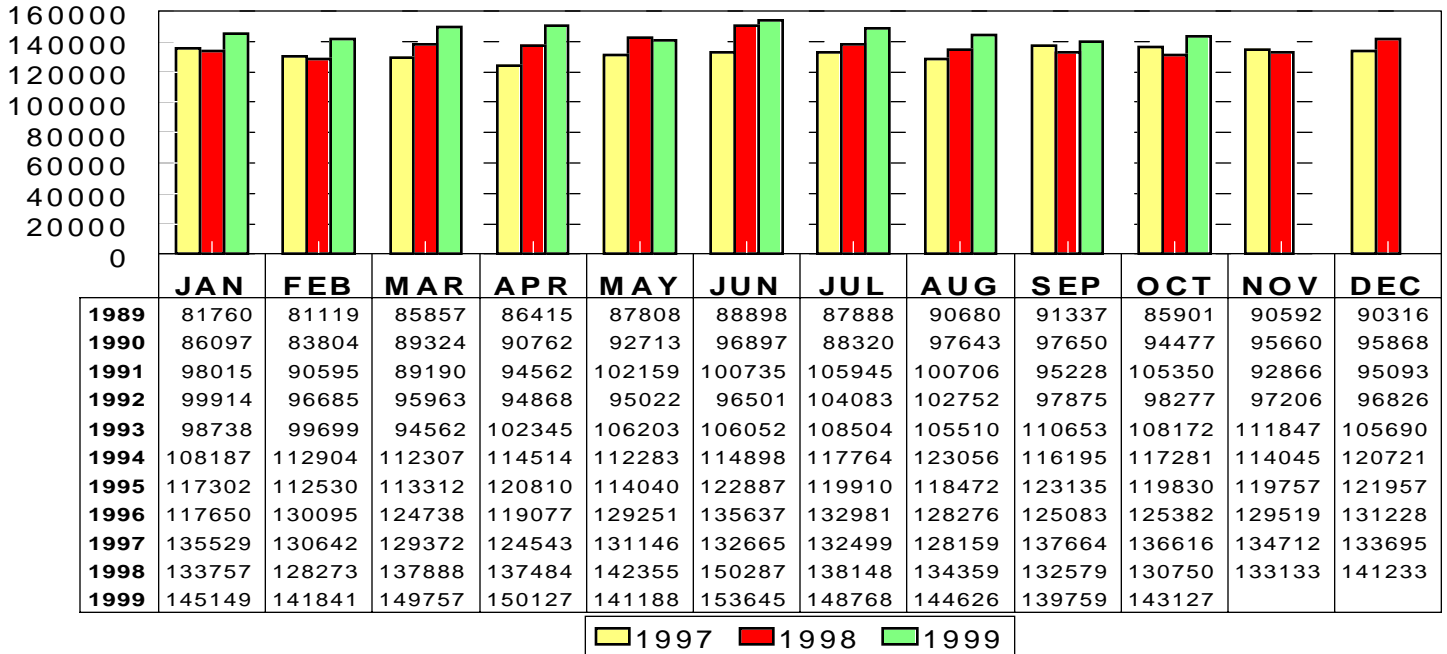
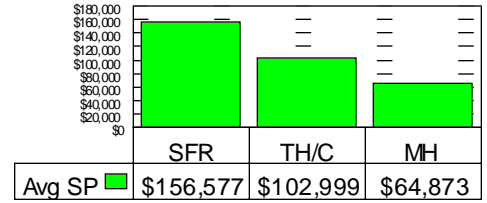
###

RESIDENTIAL STATISTICS

Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

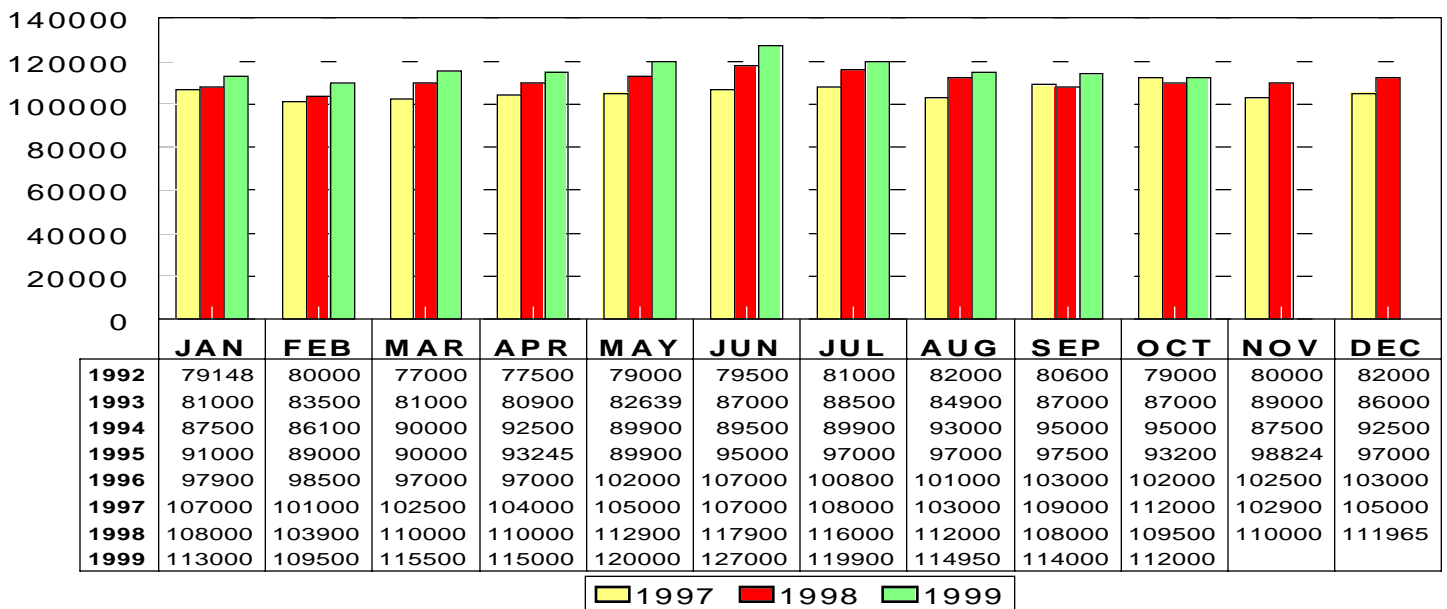
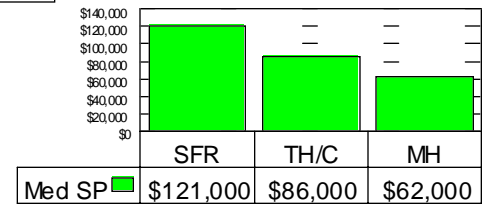
Average Sale Price

October 1999: \$143,127



Median Sale Price

October 1999: \$112,000



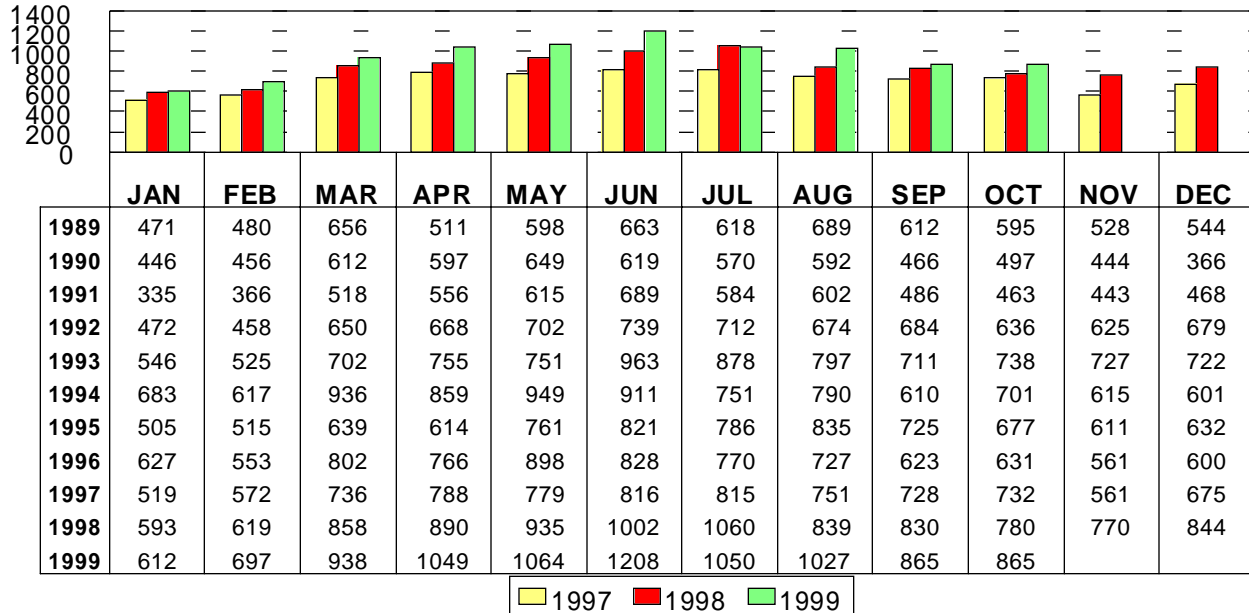
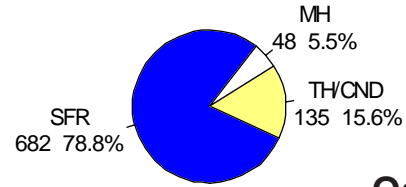
This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.

RESIDENTIAL STATISTICS

Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Total Unit Sales

October 1999: 865 Units

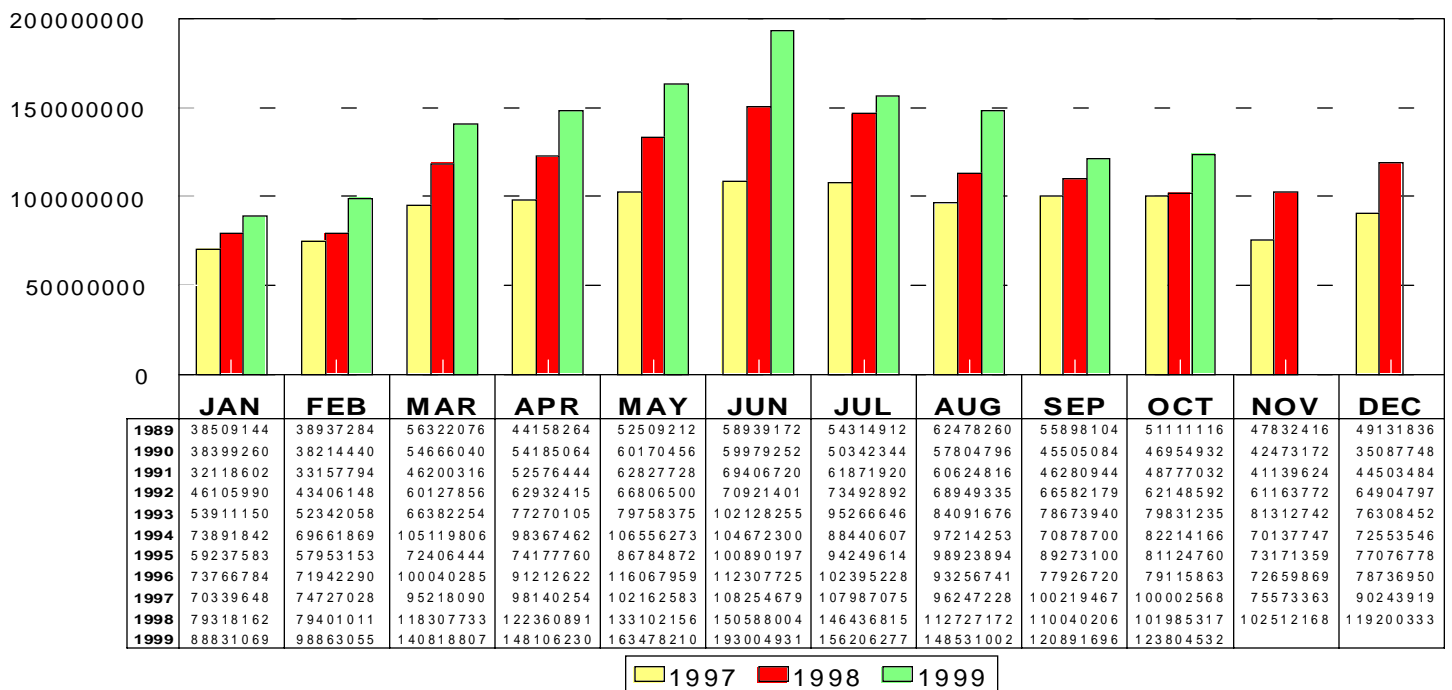
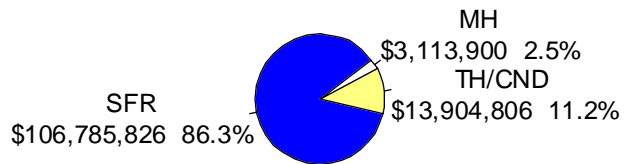


Oct 1999

Area	Sales
C	160
CCO	11
CPI	18
CSC	2
E	82
N	83
NE	54
NW	197
S	30
SE	62
SW	47
W	59
XNW	33
XS	1
XSE	3
XSW	6
XW	17
XSW	8
XW	7

Total Sales Volume

October 1999: \$123,804,532

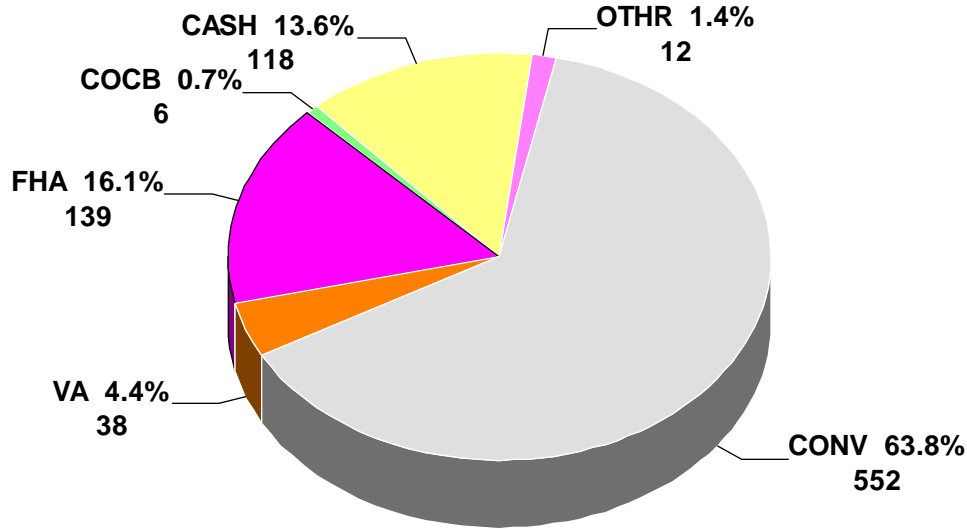


This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.

RESIDENTIAL STATISTICS

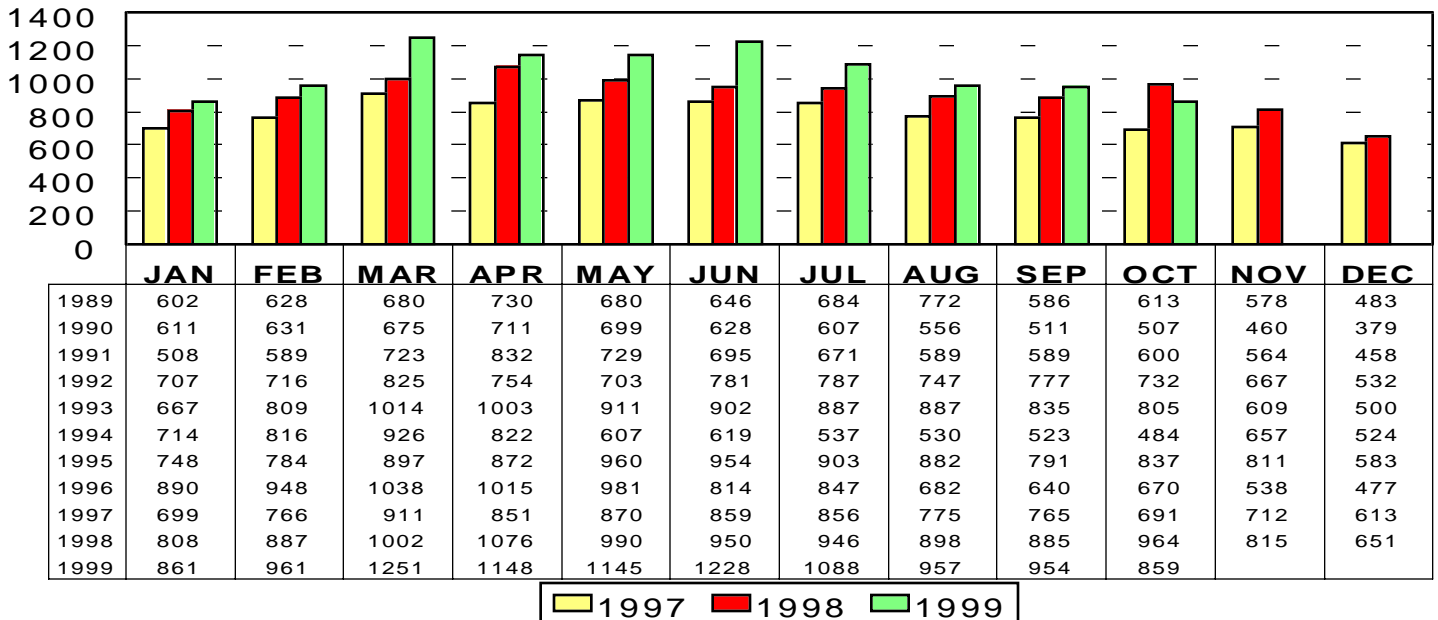
Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Terms of Sale: October 1999



Total Listings Under Contract Reported

October 1999: 859



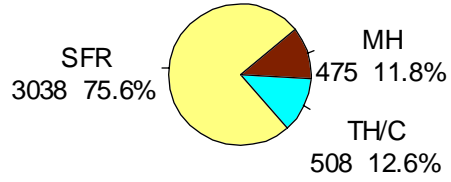
* Note: 1995 and forward data includes listings under contract that remained active on the market

This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.

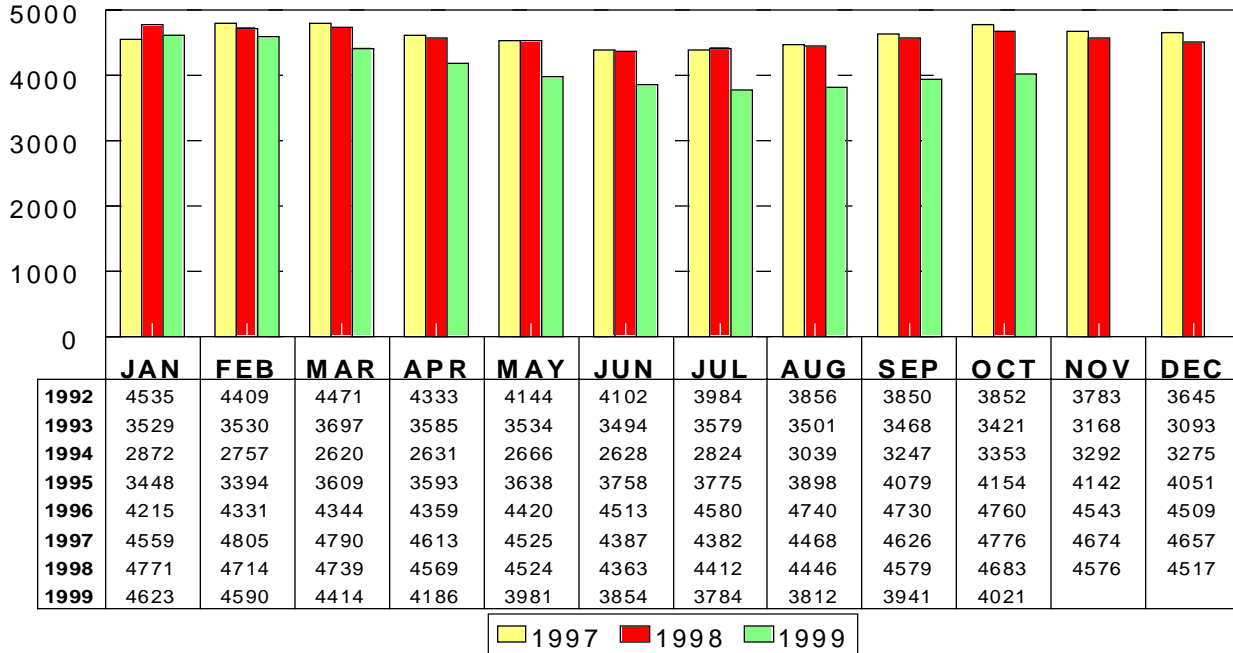
RESIDENTIAL STATISTICS

Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Active Listings October 1999: 4,021

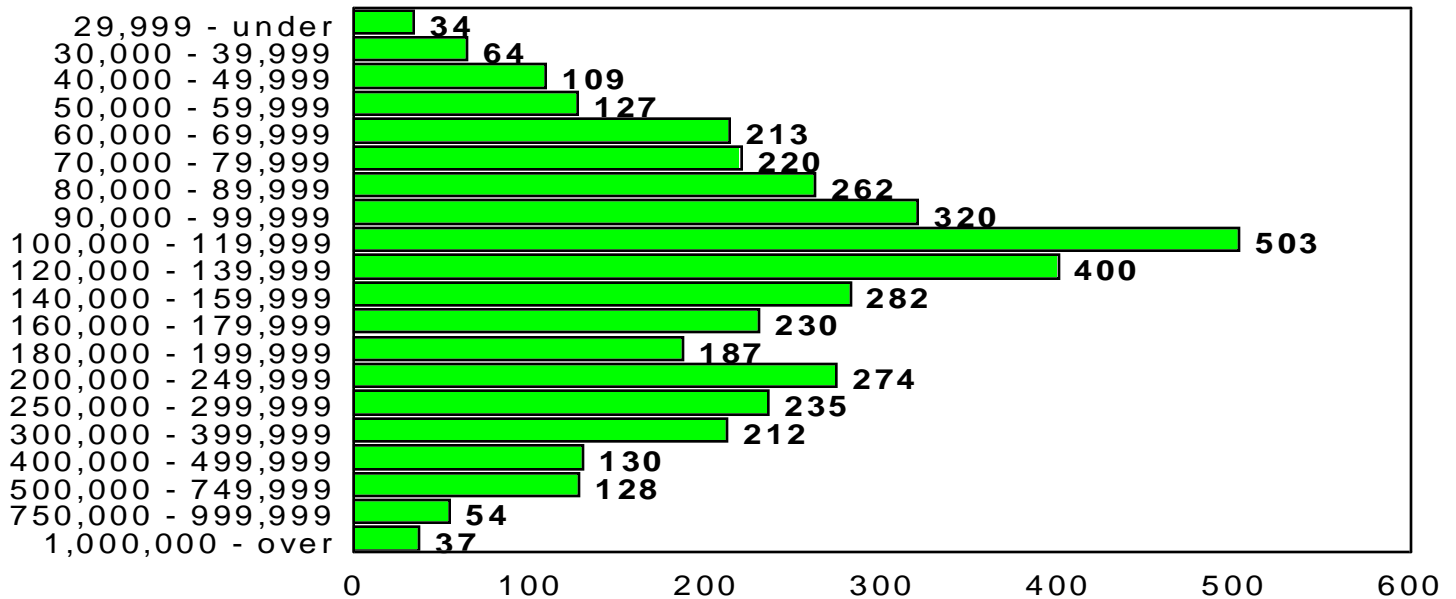


Oct 1999



Area	Listings
C	566
CCO	139
CGI	1
CNA	11
CPI	148
CSC	53
E	266
MEX	3
N	419
NE	275
NW	724
PSW	1
S	134
SE	205
SW	263
SWA	1
W	261
XNE	1
XNW	223
XS	48
XSE	54
XSW	78
XW	147
XW	135

Active Listing Price Breakdown October 1999: Average Price: \$190,197



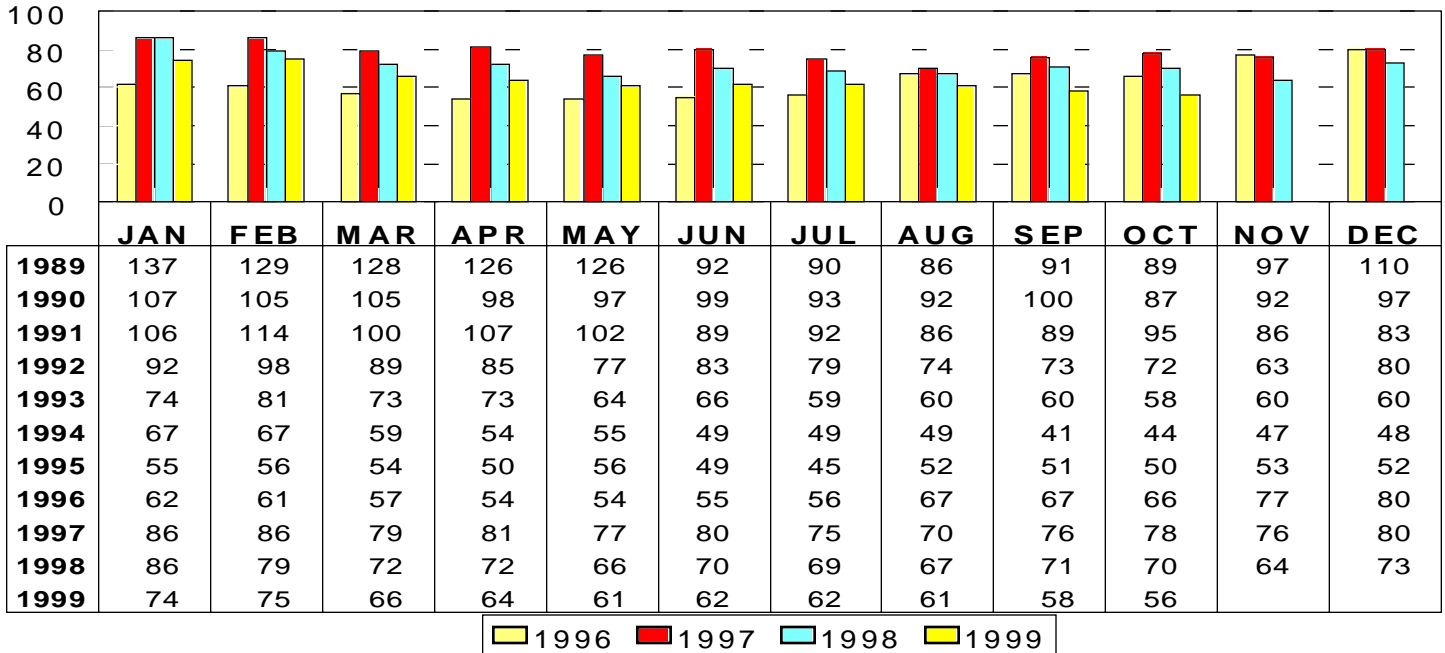
This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.

RESIDENTIAL STATISTICS

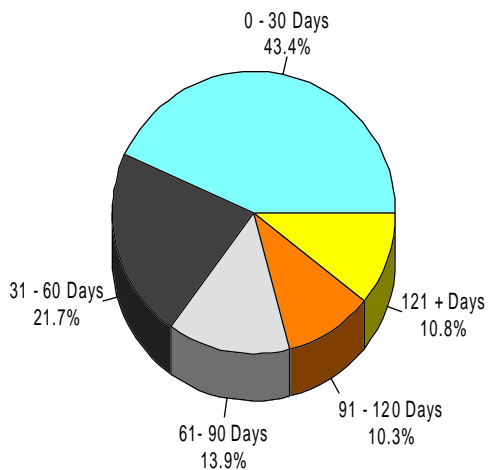
Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Average Days on Market

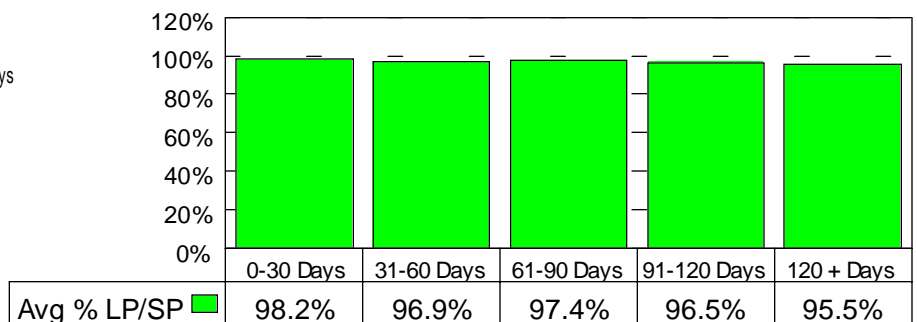
October 1999: 56 days



October 1999 Average Days on Market Breakdown



Average % of List Price Received on Solds by Market time - October 1999



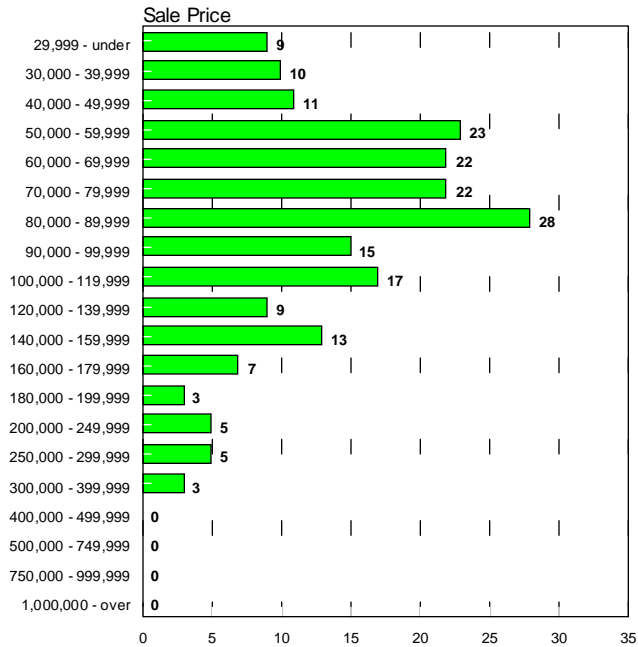
This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.

RESIDENTIAL STATISTICS

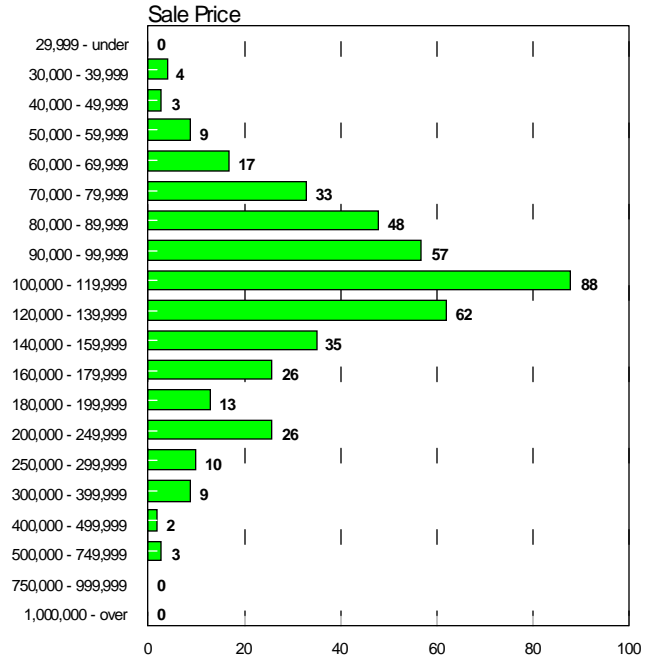
Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Sales Price Breakdown by Bedrooms

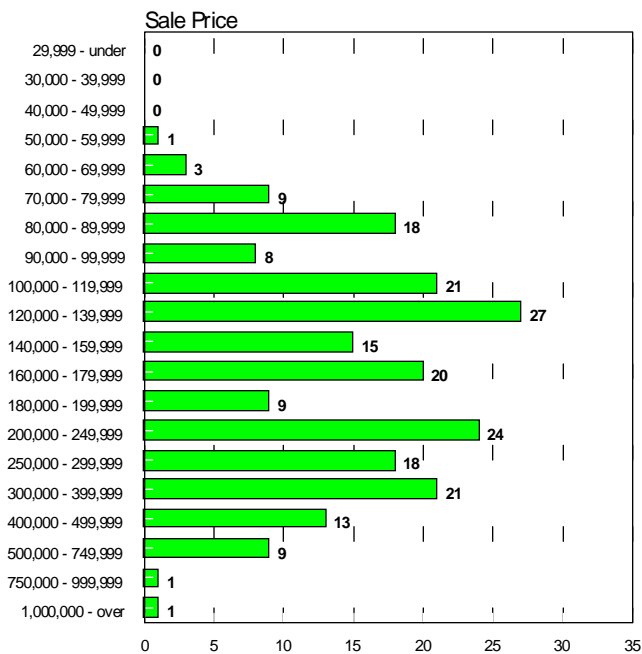
0 - 2 Bedrooms October 1999



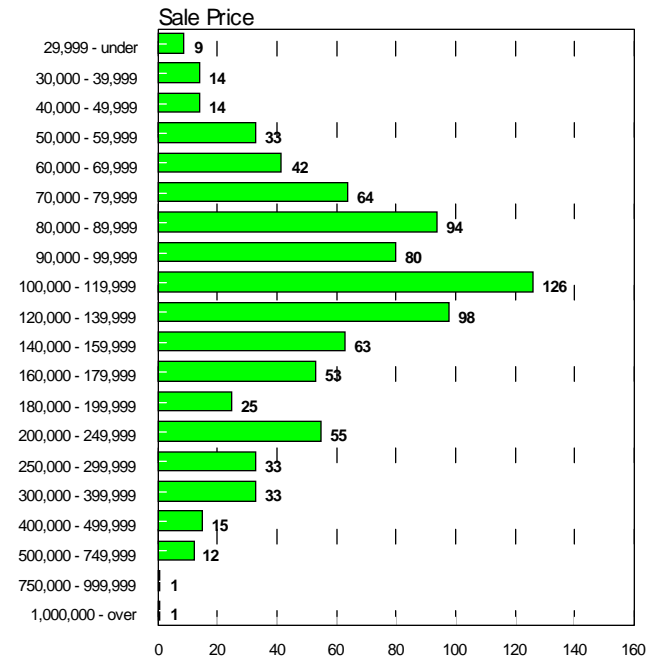
3 Bedrooms October 1999



4 + Bedrooms October 1999



All Bedrooms October 1999



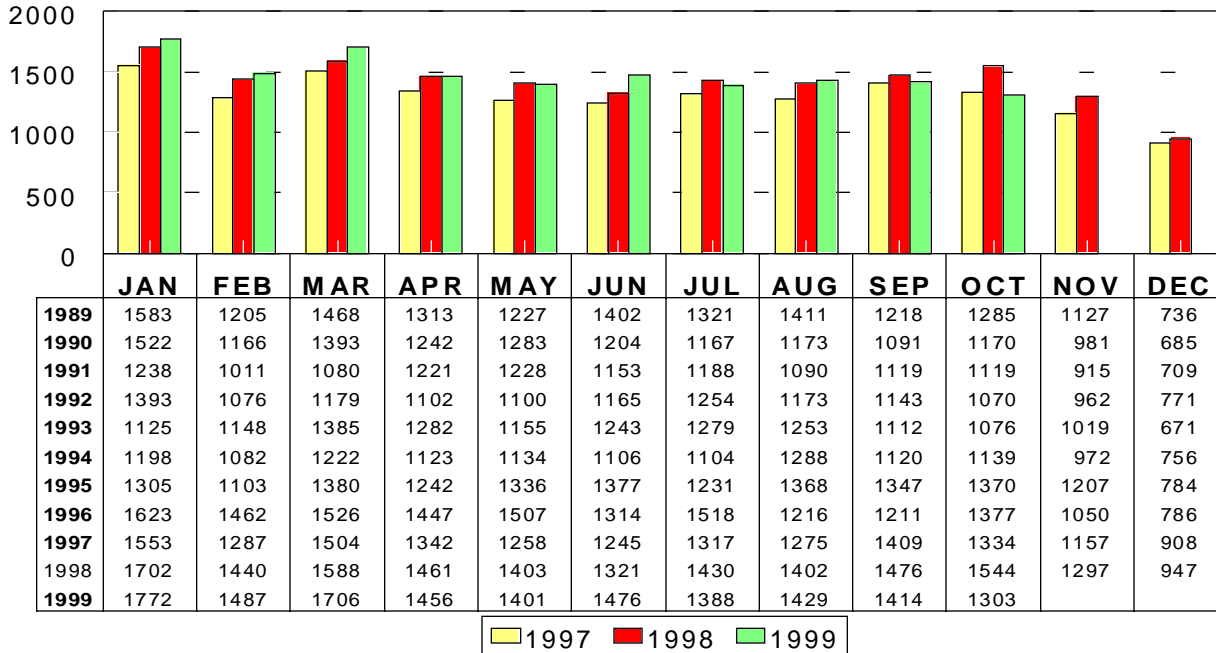
This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.

RESIDENTIAL STATISTICS

Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

New Listings

October 1999: 1,303

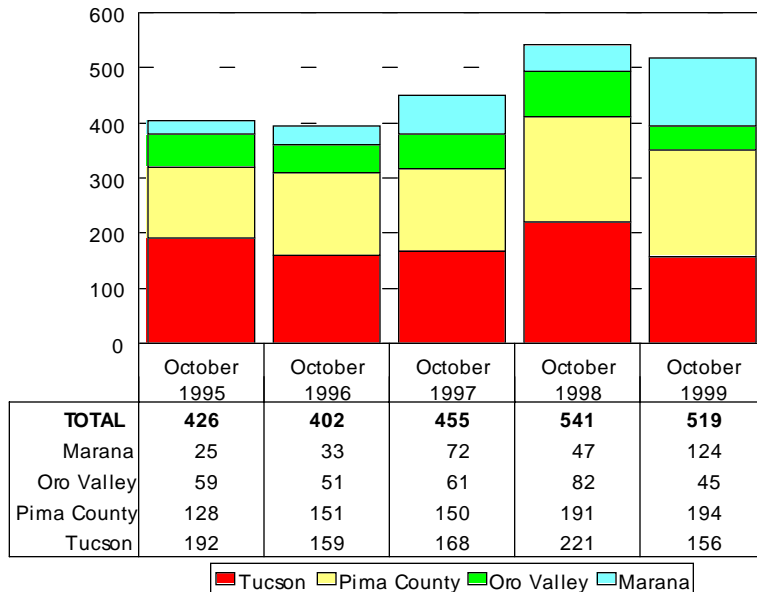


Oct 1999

Area	New
C	219
OCO	16
CNA	1
CPI	41
CSC	6
E	108
N	111
NE	90
NW	244
S	64
SE	100
SW	77
W	95
XNW	52
XS	19
XSE	16
XSW	12
XW	32
XSE	12
XSW	17
XW	36

New Housing Permits

October 1999: 519



October 1999 Type of Permits Issued
Tucson Metro Area

Type	# Issued
Commercial Addition	28
Commercial Alteration	90
Commercial Demolition	3
Commercial New	28
Commercial Other	296
Commercial Tenant Improv	17
Duplex New	2
Duplex Other	3
Fence	7
Mobile Homes	161
Multi Family Alteration	2
Multi Family New	1
Multi Family Other	23
Patio/Ret. Wall	122
Residence Pool	102
Residential Demolition	6
Semi Public Pool	0
Sign	10
Single Family Addition	104
Single Family Alteration	18
Single Family New	519
Single Family Other	617
Travel Trailer	12
Industrial New	2
Industrial Other	0
Single Family Renewal	0
TOTAL	2173

Source: Bright Future Business Consultants

Source: Bright Future Business Consultants

This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.