

**March  
2005**

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# MLS Month in Review

Tucson Association of REALTORS® Multiple Listing Service, Inc.

The Voice for Real Estate® in Tucson  
1622 North Swan Road, Tucson, Arizona, 85712



For Immediate Release: **April 20, 2005**

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Steve Weathers, Chief Executive Officer, (520) 327-4218

## March 2005 Residential Home Sales

"The first quarter of 2005 has shown record-breaking increases in the Average Sales Price, Total Home Sales Units, Total Home Sales Volume and Total Listings Under Contract as compared to any other quarter of the last nine years," said Judy Lowe, President of the Tucson Association of REALTORS® Multiple Listing Service, Inc. Lowe continued, "65% of all closed listings sold in the first 30 days on the market. This brisk pace is indicative of the dynamics of our local marketplace, and reflects the great majority of listings in virtually all price ranges currently seeing a very active buyer response."

**Home Sales Volume:** Increased 30% from \$279,256,758 in March, 2004, to \$363,509,788 in March, 2005.

**Home Sales Units:** Increased 13.3% from 1,346 units sold in March, 2004, to 1,525 units sold in March, 2005.

**Average Sale Price (all residential types):** Increased 14.9% from \$207,472 in March, 2004, to \$238,367 in March, 2005.

**Median Sale Price (the price at which half the homes were sold above and half below):** Increased 21.4% from \$156,500 in March, 2004, to \$190,000 in March, 2005.

**Average Sale Price (single family residences):** Increased 14.4% from \$220,706 in March, 2004, to \$252,542 in March, 2005.

**Average Days on Market:** Decreased from 60 in March, 2004, to 37 in March, 2005, with 65% of all closed listings selling in the first 30 days on the market.

**Pending contracts (transactions subject to contract but not yet closed escrow):** Increased 6% from 2,064 in March, 2004, to 2,188 in March, 2005.

**Active Listings:** Decreased 25.2% from 4,668 in March, 2004, to 3,493 in March, 2005

**New Listings:** Decreased 5% from the 2,004 listings added in March, 2004, to the 2,105 listings added during March, 2005.

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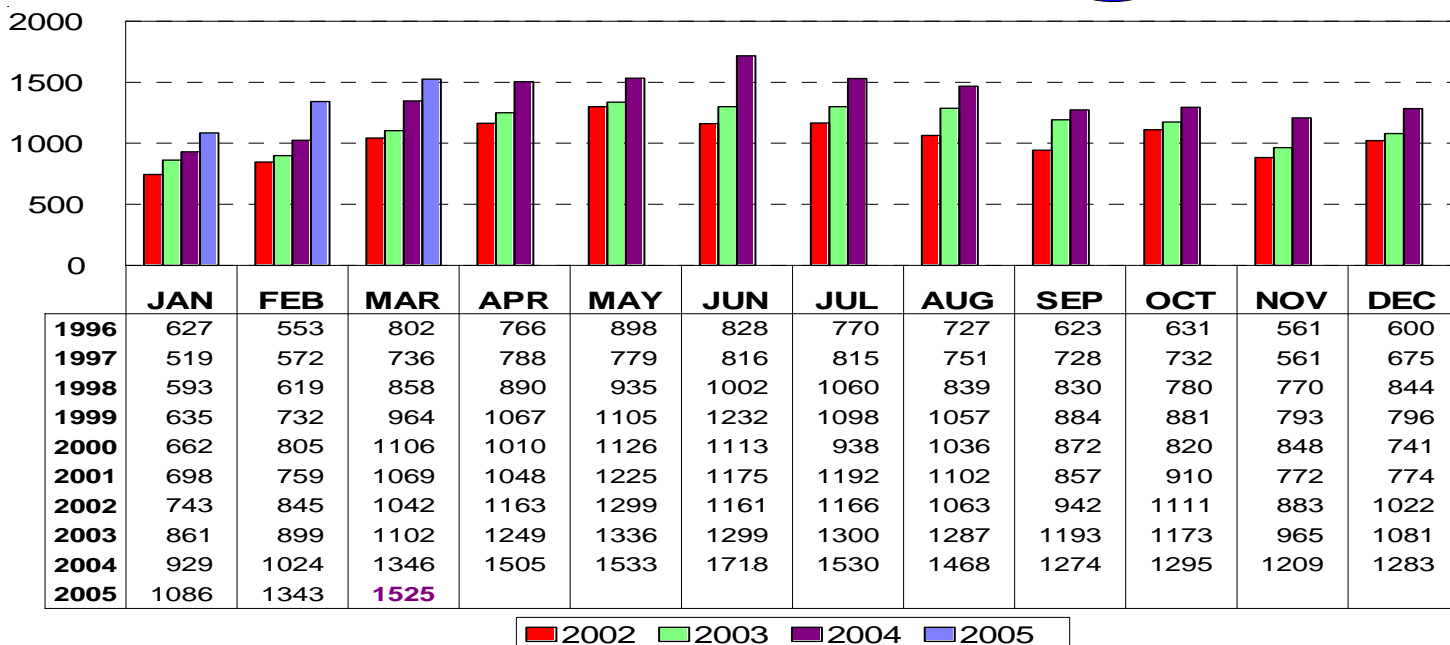
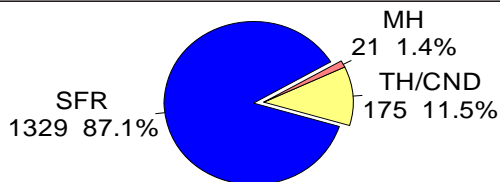
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# RESIDENTIAL STATISTICS

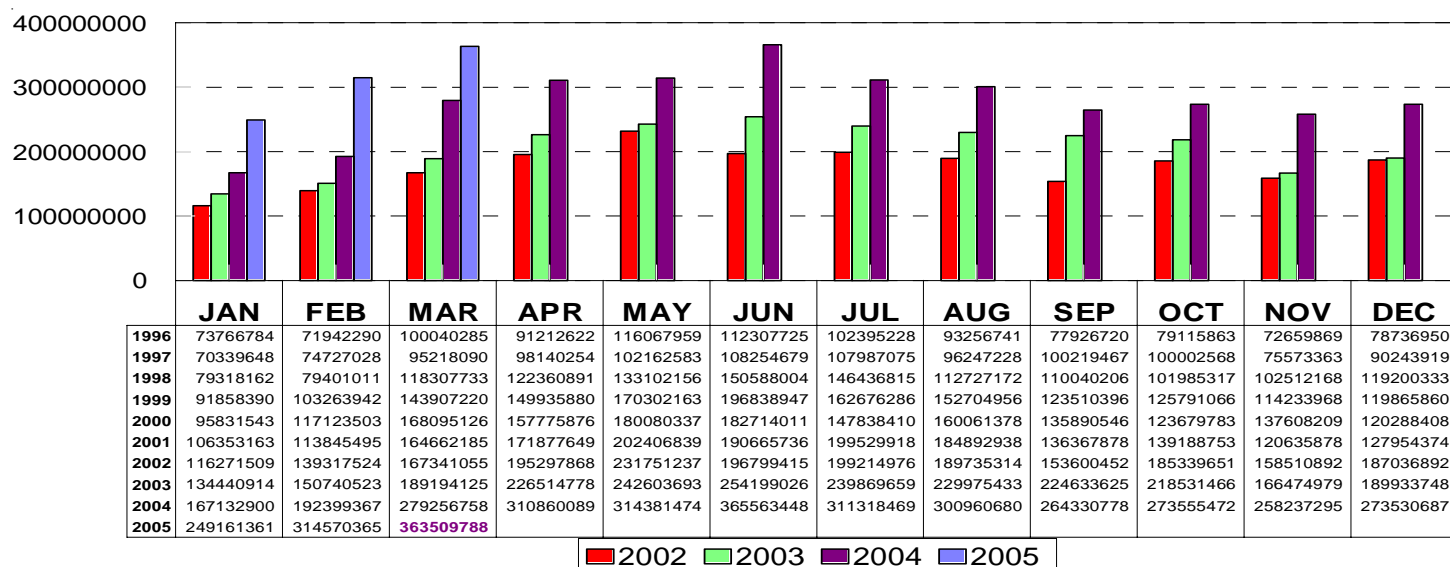
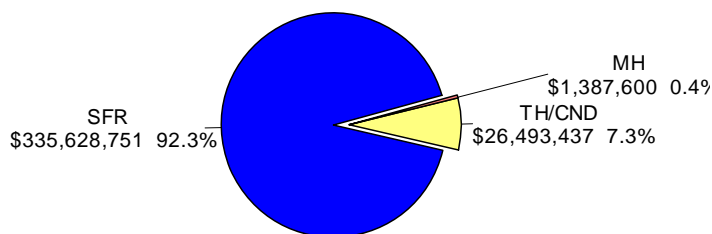
## Total Unit Sales

March 2005: 1,525 Units



## Total Sales Volume

March 2005: \$363,509,788

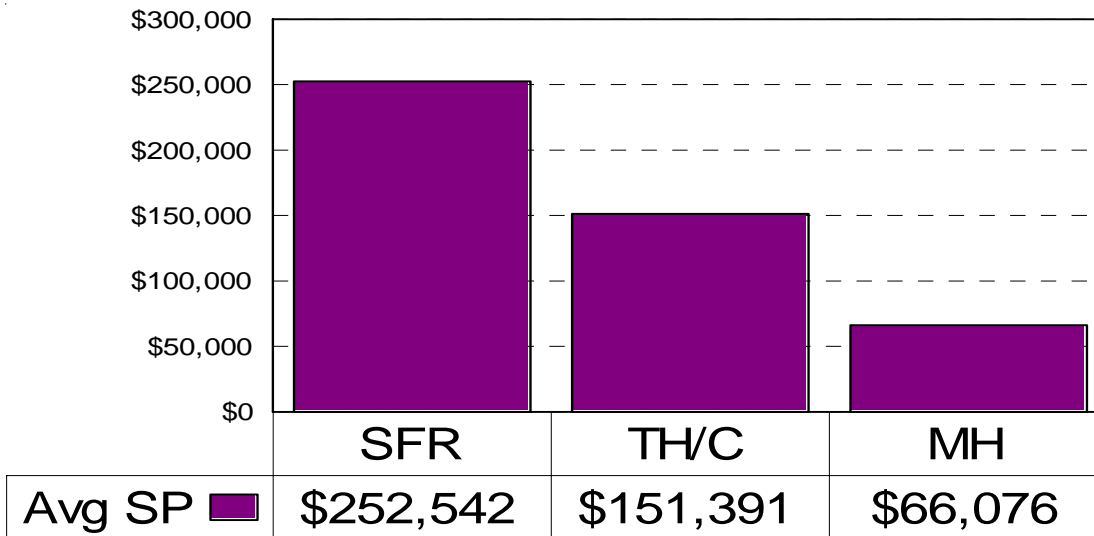
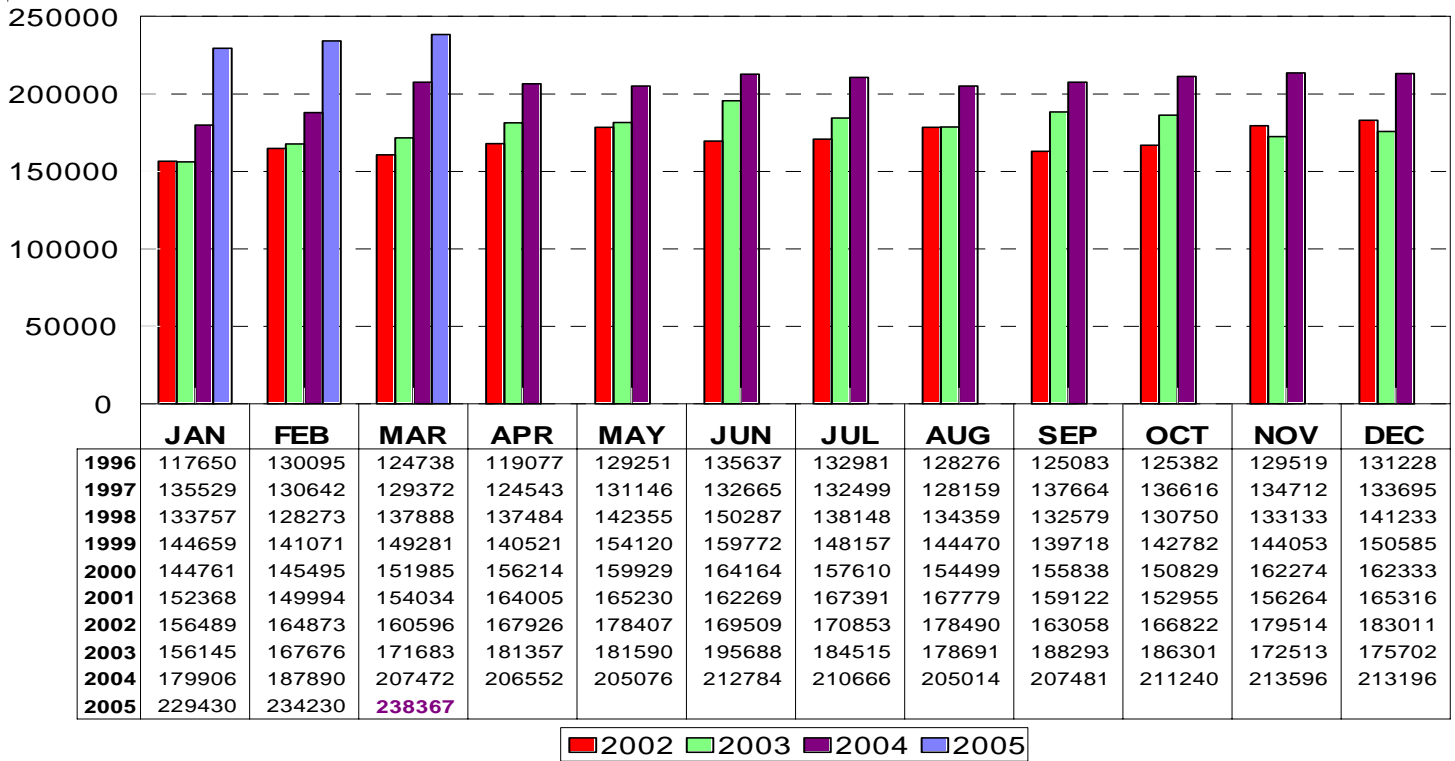


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## RESIDENTIAL STATISTICS

# Average Sale Price

March 2005: \$238,367



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## RESIDENTIAL STATISTICS

### AVERAGE SALE PRICE PER AREA BY # BEDROOMS

	0-2 Bdrrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$279,349	\$465,407	\$638,393	\$961,585	\$527,115
NE	\$216,950	\$290,590	\$418,142	\$920,833	\$362,725
NW	\$197,099	\$233,235	\$361,989	\$390,980	\$263,259
XNW	\$34,000	\$111,437	\$152,333		\$113,818
C	\$145,710	\$193,714	\$243,430	\$218,580	\$181,709
E	\$113,583	\$192,587	\$227,956	\$465,333	\$192,720
S	\$96,143	\$119,881	\$125,778		\$115,071
SE	\$128,450	\$174,742	\$227,950	\$282,580	\$190,330
SW	\$70,489	\$136,315	\$168,987	\$167,000	\$132,173
XSW	\$215,754	\$199,518	\$88,750	\$61,000	\$191,281
XS	\$159,213	\$186,578	\$185,764	\$360,000	\$184,927
W	\$119,303	\$201,375	\$281,547		\$205,861
XW	\$62,043	\$117,000	\$157,380		\$118,949
CAP		\$165,000			\$165,000
CCO	\$187,038	\$147,136	\$82,000		\$162,313
CPI	\$288,298	\$316,236	\$262,750	\$288,500	\$299,205
CSC		\$248,125	\$783,750		\$426,667
PE		\$125,000			\$125,000
TOTAL	\$171,369	\$242,455	\$324,114	\$554,140	\$238,367

### NUMBER OF SOLD LISTINGS PER AREA BY # BEDROOMS

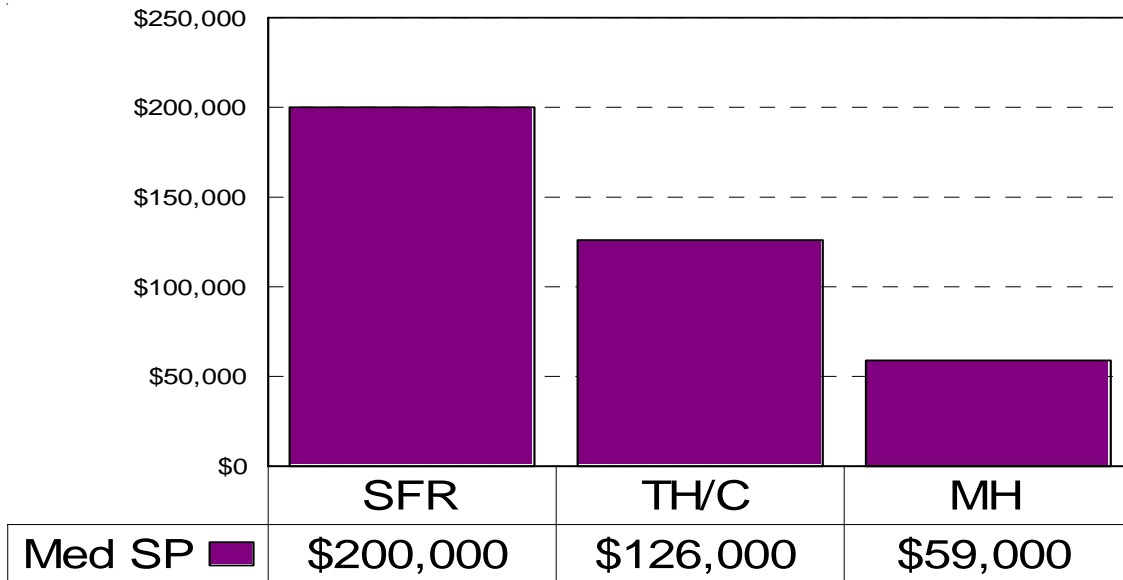
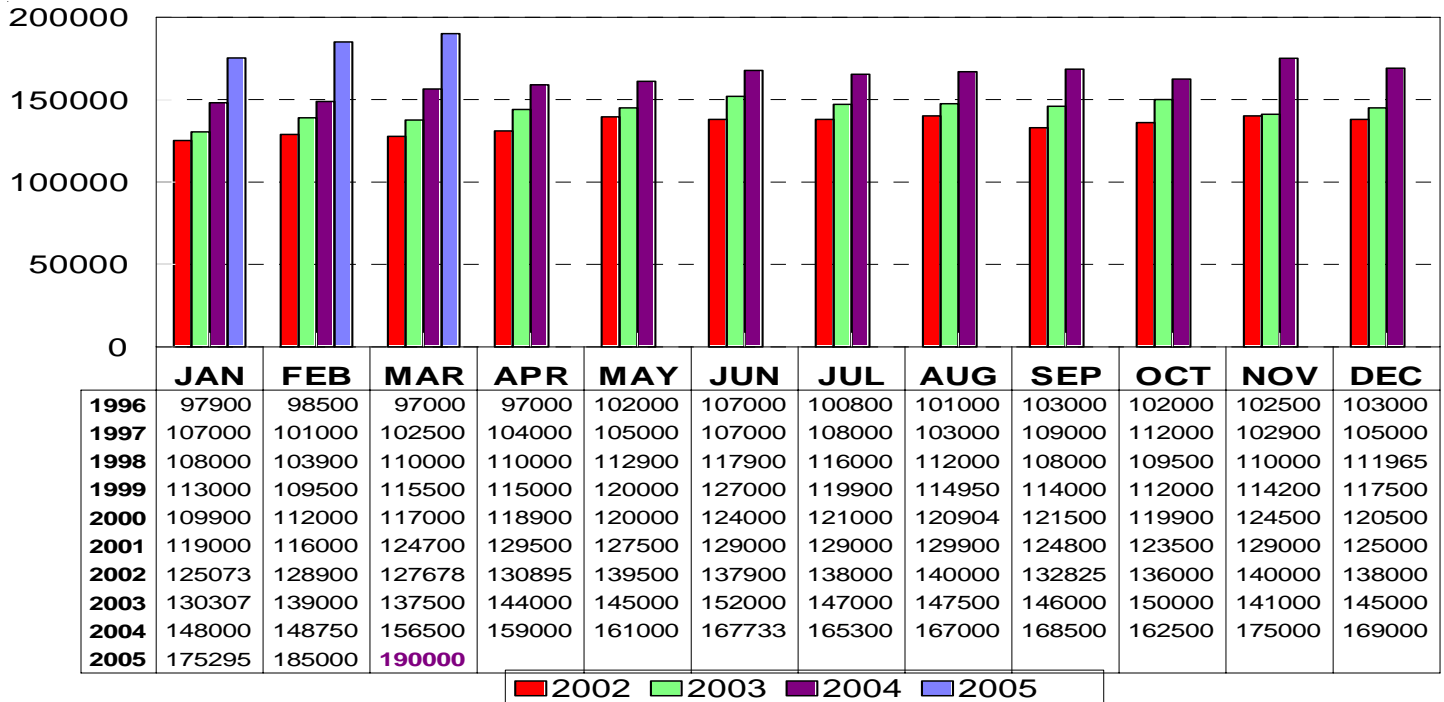
	0-2 Bdrrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	28	46	41	12	127
NE	12	36	18	6	72
NW	76	189	89	15	369
XNW	1	15	3		19
C	87	117	25	5	234
E	24	82	31	3	140
S	15	39	9		63
SE	13	89	46	5	153
SW	18	73	21	1	113
XSW	10	11	2	1	24
XS	8	14	9	1	32
W	15	48	20		83
XW	3	11	5		19
CAP		1			1
CCO	10	11	1		22
CPI	20	22	4	1	47
CSC		4	2		6
PE		1			1
TOTAL	340	809	326	50	1,525

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## RESIDENTIAL STATISTICS

# Median Sale Price

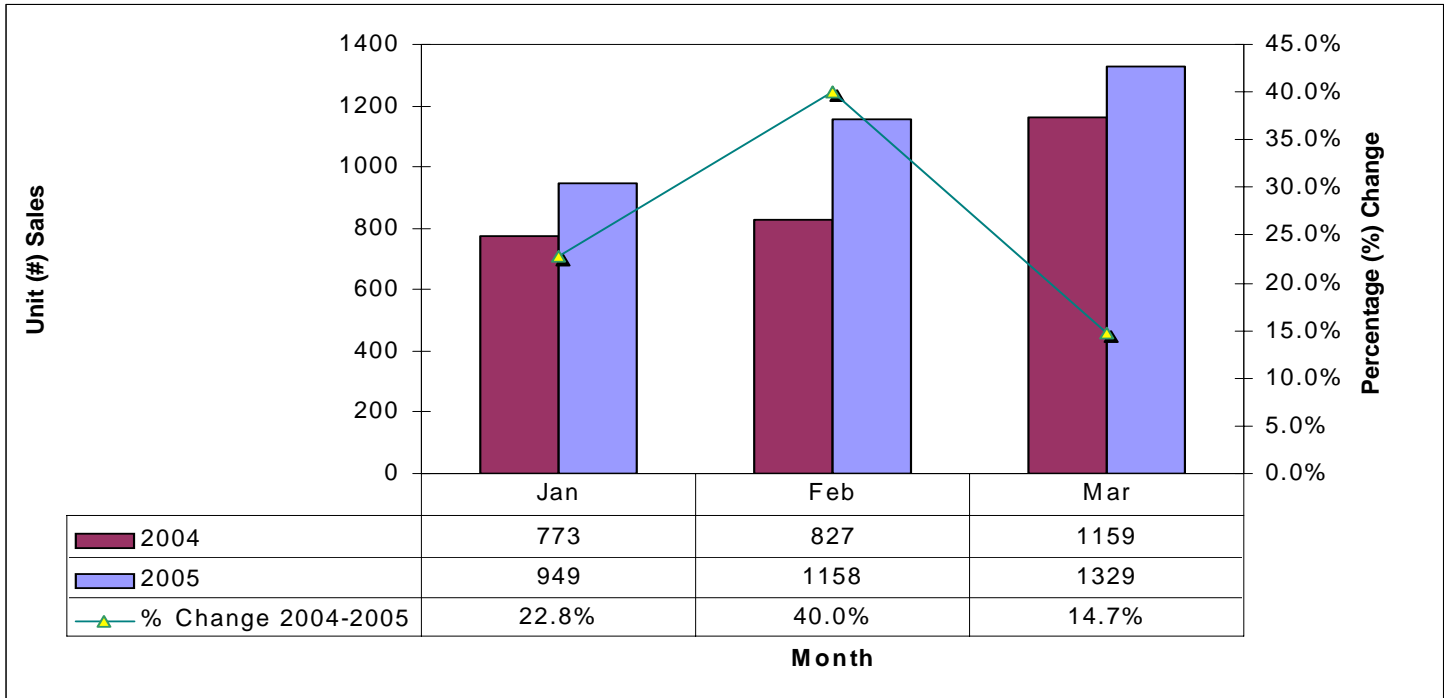
March 2005: \$190,000



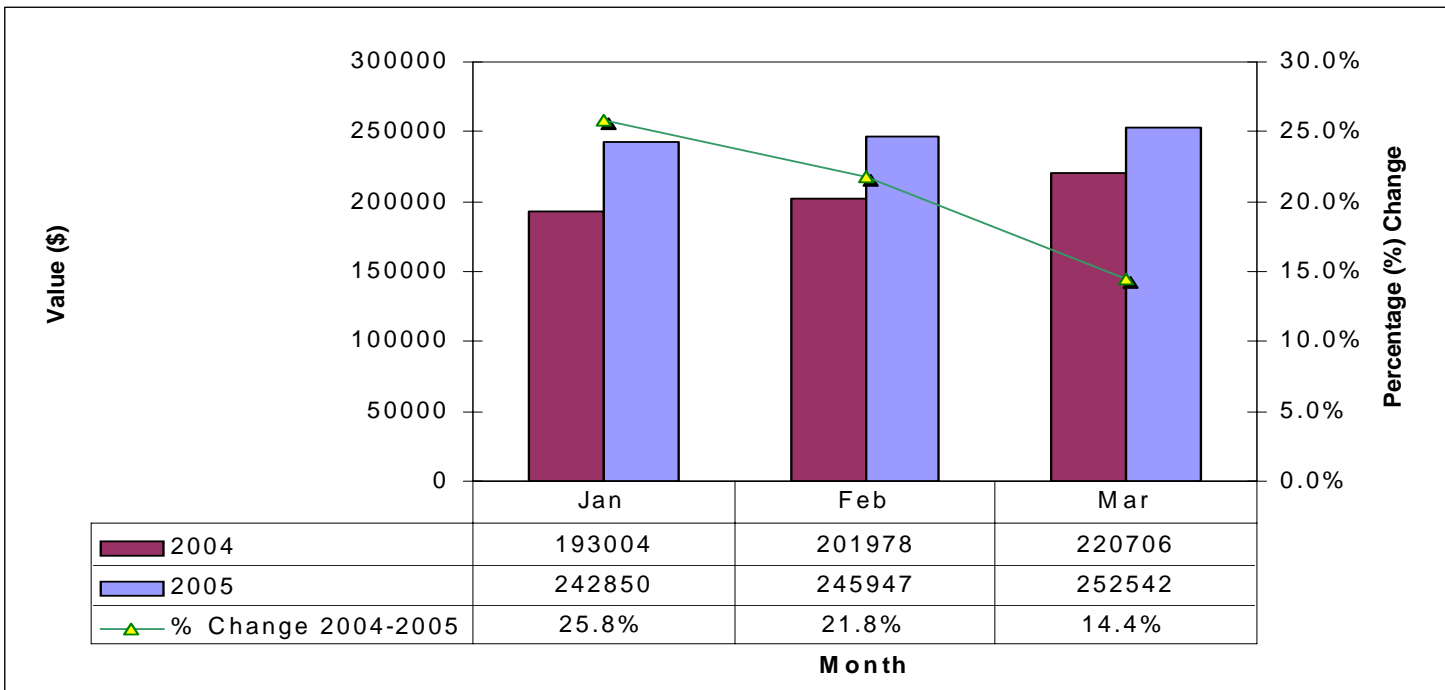
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## RESIDENTIAL STATISTICS

# % Change: SFR Unit Sales



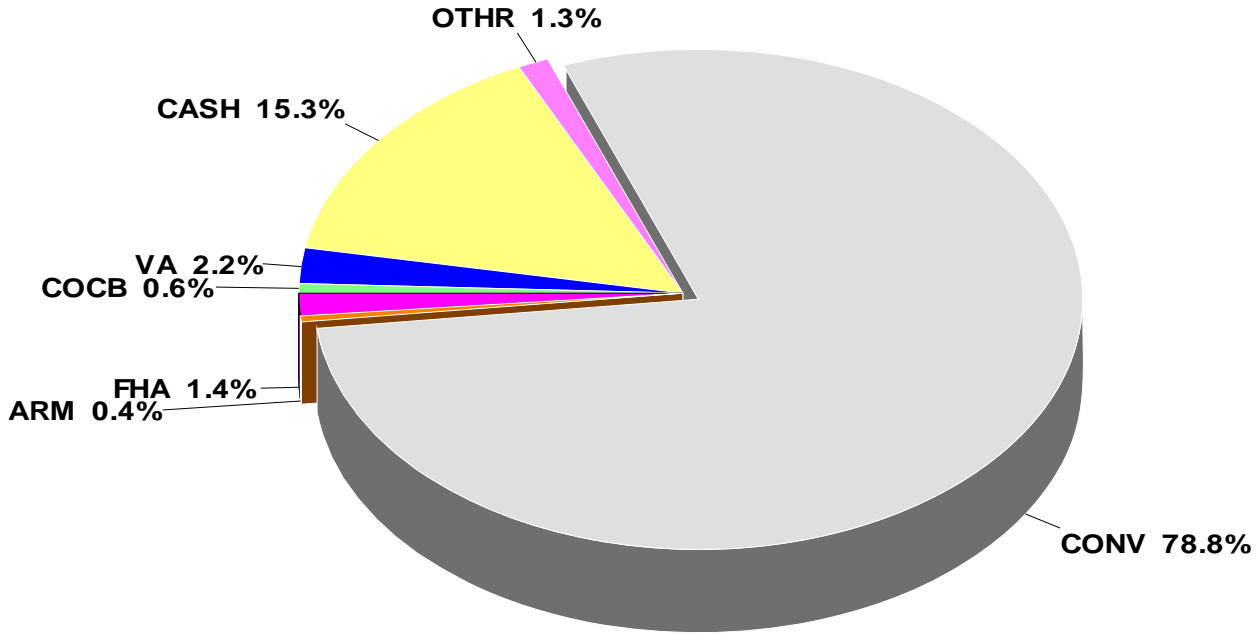
# % Change: SFR Avg Sale Price



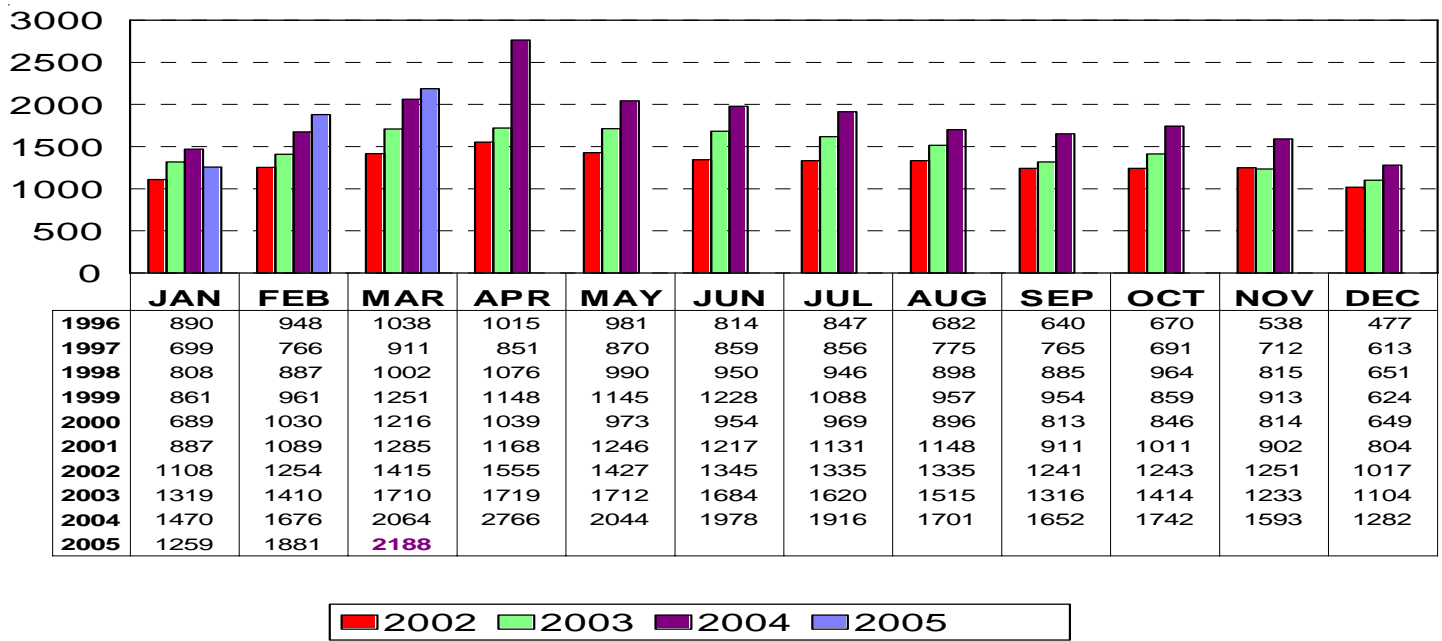
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# RESIDENTIAL STATISTICS

## Terms of Sale: March 2005



## Total Listings Under Contract\* Reported March 2005: 2,188

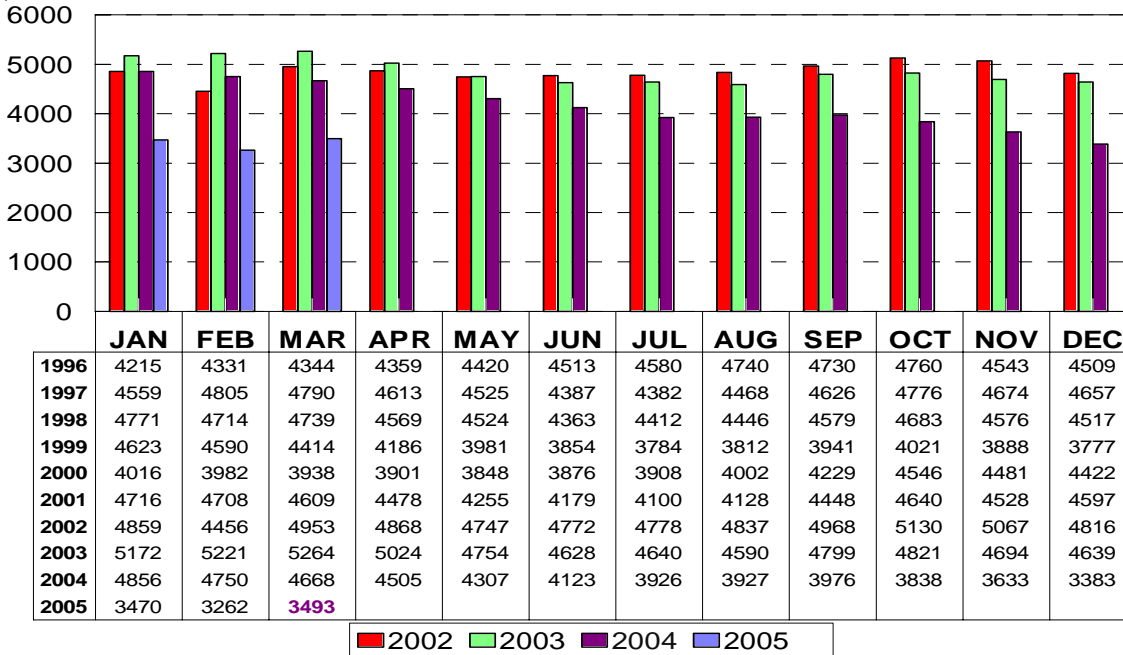
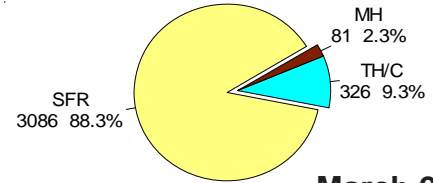


\* Note: Data includes listings under contract that remained active on the market

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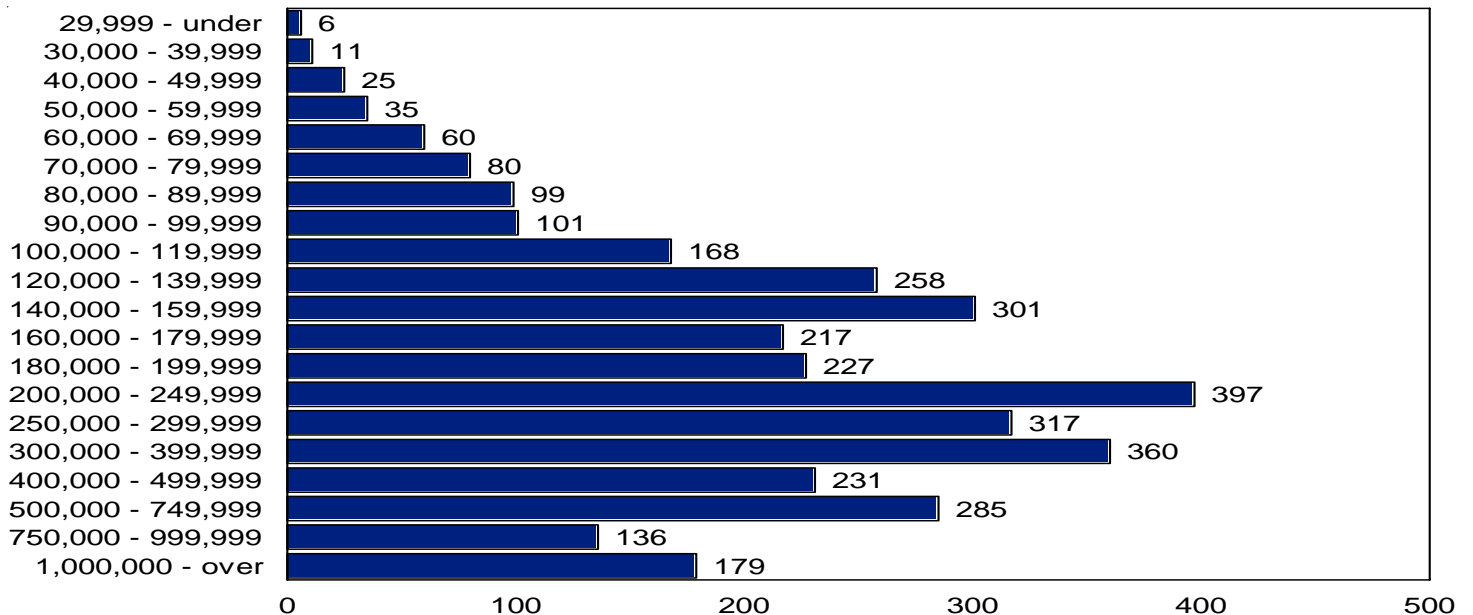
## Active Listings March 2005: 3,493



### March 2005

Area	Listings
N	287
NE	213
NW	702
XNE	1
XNW	80
C	435
E	210
S	160
SE	272
SW	307
XSW	81
XS	112
W	184
XW	53
CAP	2
CCO	198
CGI	1
C	2
CPI	112
CSC	62
CYA	1
PE	6
MEX	12

## Active Listing Price Breakdown March 2005: Average Price: \$355,193



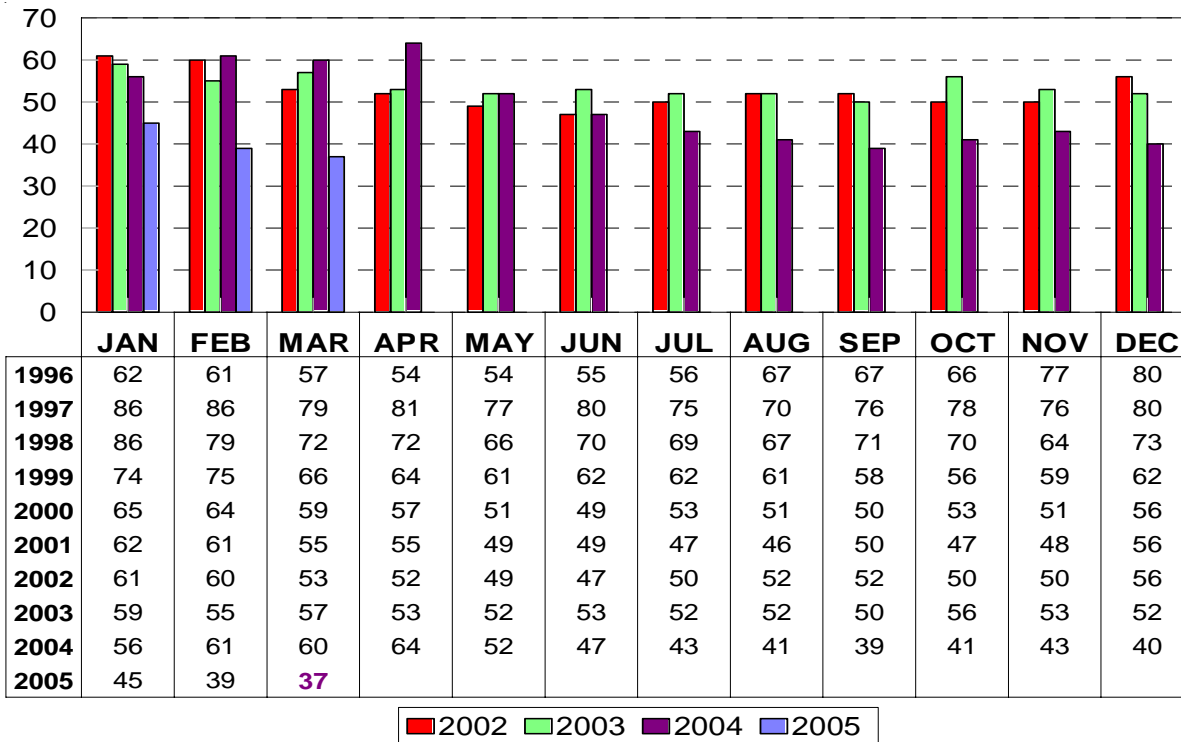
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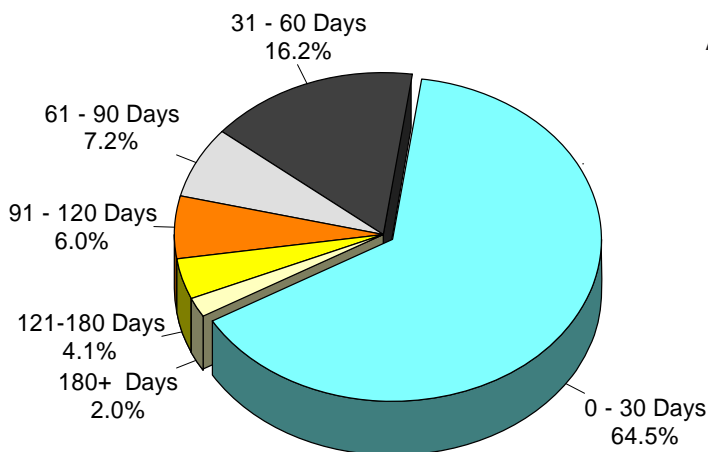
## Average Days on Market March 2005: 37 days

March 2005

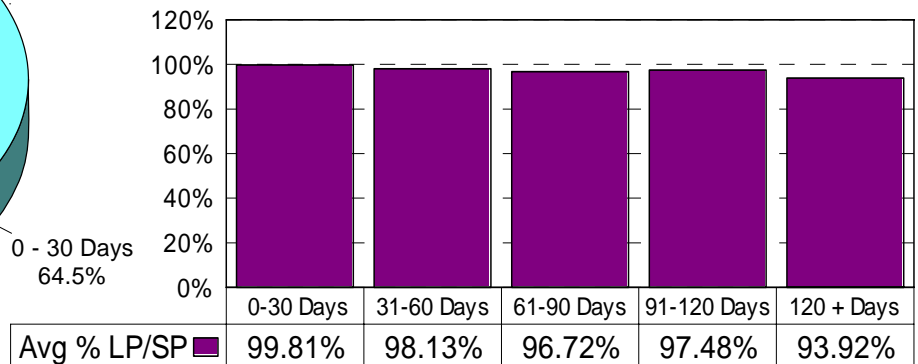


Area	DOM
N	40
NE	29
NW	32
XNW	78
C	28
E	21
S	31
SE	29
SW	48
XSW	64
XS	49
W	36
XW	69
CAP	267
CCO	136
CPI	57
CSC	71
PE	193

### March 2005 Average Days on Market Breakdown



### Average % of List Price Received on Solds by Market Time - March 2005



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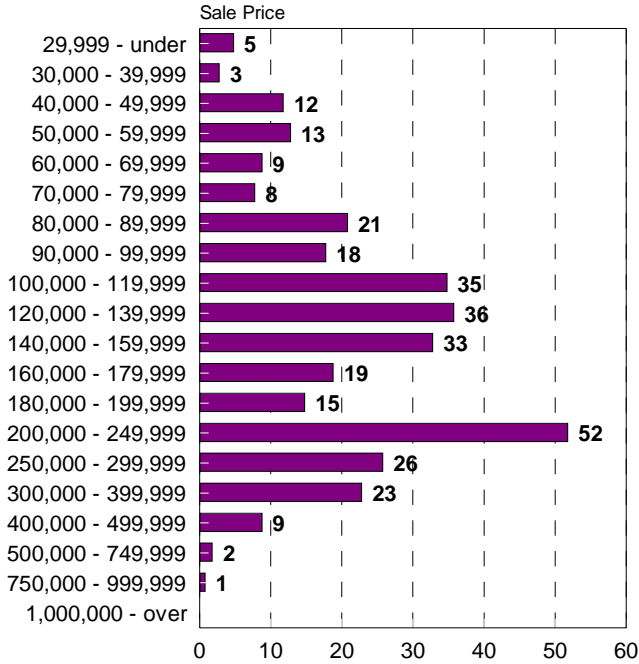
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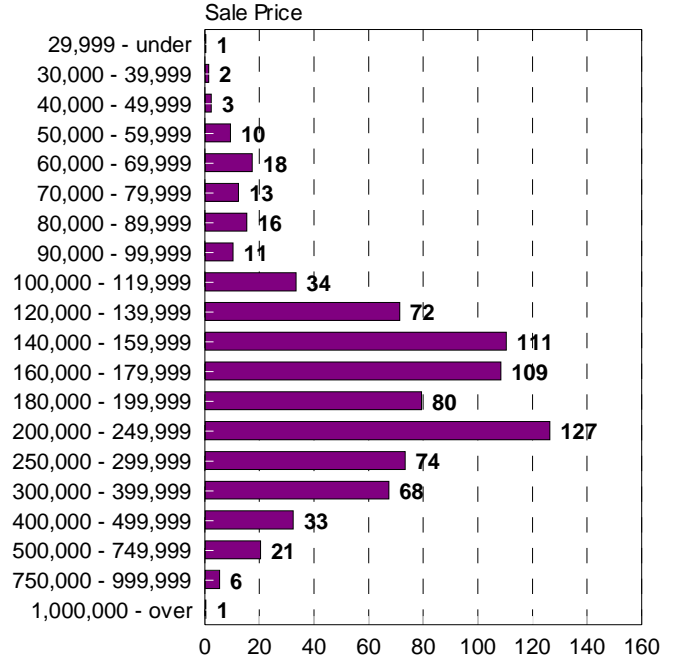
# RESIDENTIAL STATISTICS

## Sales Price Breakdown by Bedrooms

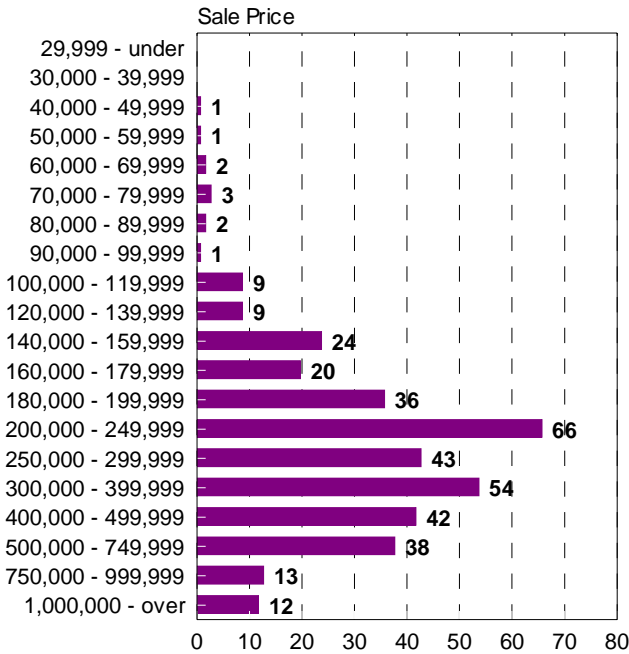
### 0 - 2 Bedrooms March 2005



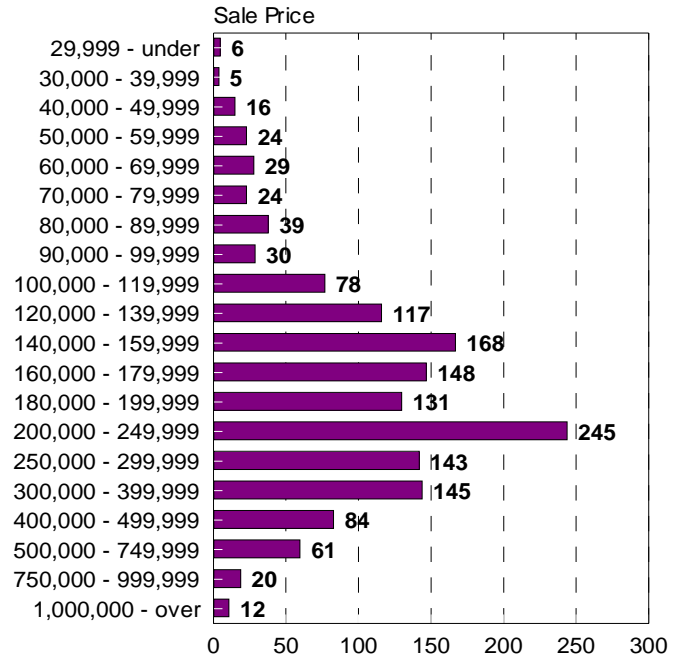
### 3 Bedrooms March 2005



### 4 + Bedrooms March 2005



### All Bedrooms March 2005



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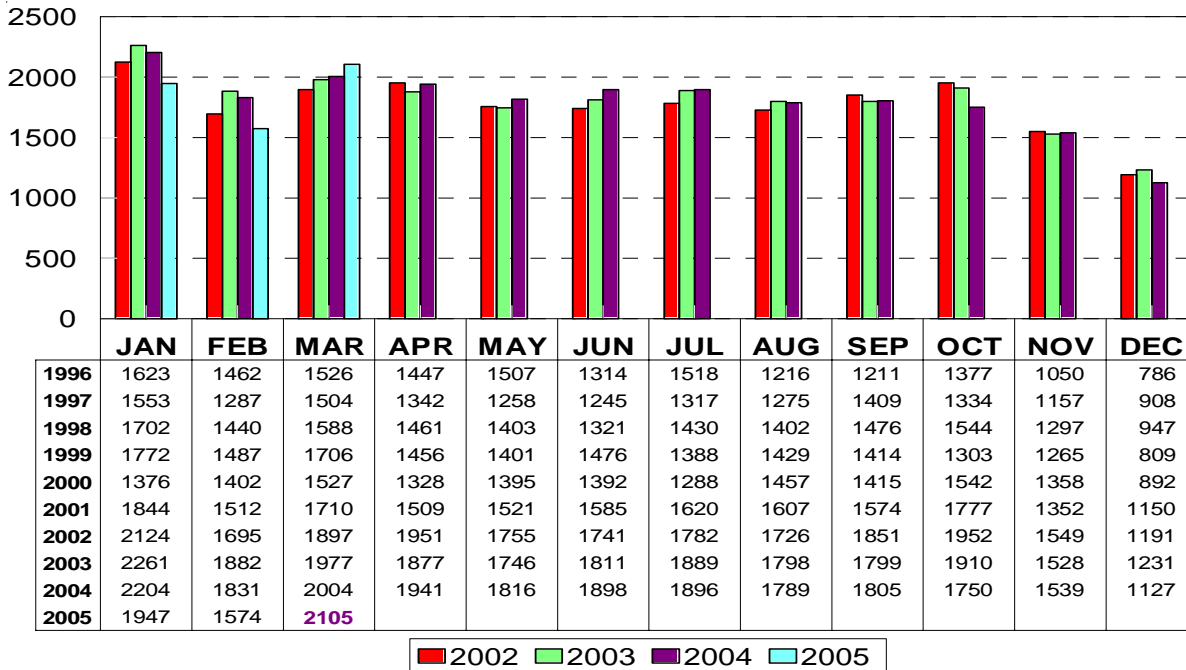
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# RESIDENTIAL STATISTICS

## New Listings

March 2005: 2105

March 2005



Area	New
N	172
NE	121
NW	354
XNW	24
C	342
E	160
S	103
SE	215
SW	197
XSW	42
XS	48
W	94
XW	18
CCO	49
CGI	1
CMC	1
CPI	56
CSC	14
PE	3

## New Construction\* -Sold Information-

March 2005: 39 Units

Month	Units Sold	Sold Volume	Average Price	Median Price
<b>2002 Totals</b>	<b>709</b>	<b>160,184,505</b>	<b>225,930</b>	<b>158,087</b>
2003 Totals	478	108,171,172	226,300	173,185
Jan 2004	30	6,996,767	233,226	191,816
Feb 2004	35	7,584,053	216,687	192,145
Mar 2004	44	12,412,072	282,093	197,452
April 2004	55	14,632,983	266,053	183,402
May 2004	44	12,292,338	279,371	207,566
June 2004	62	18,784,936	302,983	239,010
July 2004	36	9,921,783	275,605	176,946
Aug 2004	66	15,139,066	229,380	171,979
Sep 2004	47	11,701,692	248,972	198,000
Oct 2004	38	8,256,242	217,270	164,992
Nov 2004	33	8,392,870	254,329	215,317
Dec 2004	46	12,472,751	271,147	179,095
<b>2004 Totals</b>	<b>583</b>	<b>138,980,760</b>	<b>258,329</b>	<b>192,272</b>
Jan 2005	30	8,702,404	290,080	202,473
Feb 2005	41	16,728,184	408,004	265,845
<b>Mar 2005</b>	<b>39</b>	<b>11,973,519</b>	<b>307,013</b>	<b>228,776</b>
<b>2005 Totals</b>	<b>110</b>	<b>37,404,107</b>	<b>340,037</b>	<b>227,938</b>

\*Note: This information represents only New Construction Listings entered in the MLS.

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