Tucson Association of REALTORS® Multiple Listing Service, Inc.

Monthly Statistical Digest

July 2006

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LETTER FROM THE PRESIDENT

The summer months in Tucson often reflect a slowing of the market from the rush of springtime. This year the slowing is more obvious as we recover from the hot 2004 and 2005 markets.

There is an abundance of real estate currently on the market, which is great news for buyers! Sales volume and unit sales have slowed from last month as well as last year. The median and average sales prices seem to be level with last month, however still higher than last year. Even though we see a 34.47% increase in new listings over last year, we actually had 365 fewer new listings appear than we did in June. This is good news for anxious sellers.

It seems that our market is slowing and that with the amount of inventory available, sellers should be prepared to wait a little longer, and to consider some buyer concessions. Realistic pricing and professional marketing will be the key to selling real estate in Tucson.

- Paul Olson, CRS, ABR, GRI, MRE, e-PRO
2006 MLS President

Sales Snapshot

Home Sales Volume
Decreased 18.54% from $412,305,542 in July 2005 to $335,850,770 in July 2006. Graph on page 4.

Home Sales Units
Decreased 22.54% from 1,584 in July 2005 to 1,227 in July 2006. Graph on page 3.

Average Sales Price (all residential types)
Increased 5.16% from $260,294 in July 2005 to $273,717 in July 2006. Graph on page 5.

Median Sales Price
Increased 2.27% from $220,000 in July 2005 to $225,000 in July 2006. Graph on page 8.

Average Days on Market
Increased 88.46% from 26 days in July 2005 to 49 days in July 2006. Graph on page 11.

Pending Contracts (not yet closed in escrow)
Decreased 46.30% from 2,028 in July 2005 to 1,089 in July 2006. Graph on page 9.

Active Listings
Increased 120.46% from 4,062 in July 2005 to 8,955 in July 2006. Graph on page 10.

New Listings
Increased 34.47% from 2,132 in July 2005 to 2,867 in July 2006. Graph on page 12.

Sales Analysis

Unit Sales Declining
Unit sales began declining after holding steady from March to April and rising again in May. 357 fewer units were sold in July 2006 as compared to July 2005. Another look reveals that this decline is an example of the typical summer trend, with 297 fewer units sold compared to last month! For the past two years, units sold have dipped in July after a strong June. See graph on page 3.

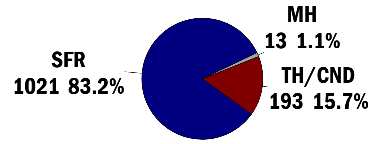
Average Sales Pricing Not Rising as Quickly
The average sales price for all residential types was $273,717 in July 2006. Again we see the trend. There is a large increase over this time last year however a slowing from month to month. The average property sale price is only $16.00 dollars higher than it was last month! See graph on page 5.

Market Time Increases
The average days on market has increased from 46 to 49 days since last month. Expect this to continue until inventory levels and average prices drop a bit. See graph on page 11.

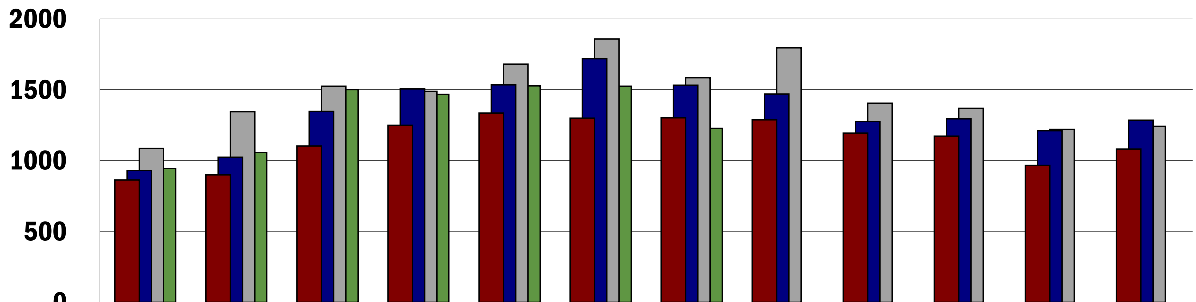
Inventory Continues to Grows in July
The number of active listings increased to 8,955 in July 2006. The increase in market time is a key factor in this number. Longer market times mean that inventory will increase as more properties sit longer on the market. This may be turning around soon as the rate of new listings taken over a month-to-month analysis shows that REALTORS® actually took 365 fewer new listings in July than they did in June. There are actually only 230 more total listings on the market in July than there were in June 2006. See graph on page 10.

Total Unit Sales

July 2006: 1,227 Units



The Annual Comparison, below, shows that 2006 is following the typical summer trend, with a drop in the number of units sold in July. Both 2004 and 2005 saw a similar slowdown in July.

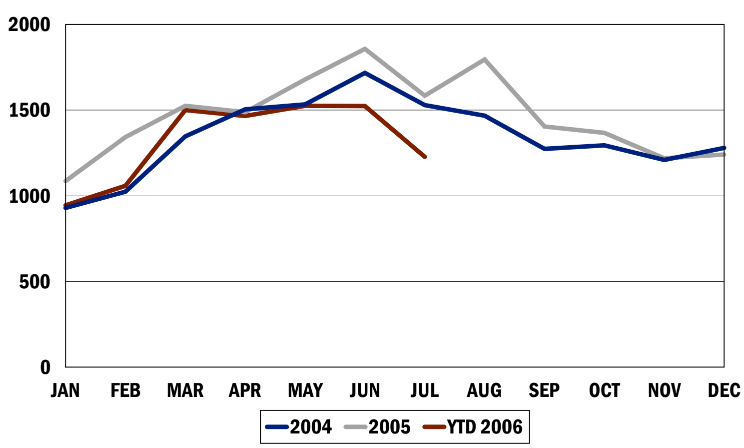


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
1996	627	553	802	766	898	828	770	727	623	631	561	600
1997	519	572	736	788	779	816	815	751	728	732	561	675
1998	593	619	858	890	935	1002	1060	839	830	780	770	844
1999	635	732	964	1067	1105	1232	1098	1057	884	881	793	796
2000	662	805	1106	1010	1126	1113	938	1036	872	820	848	741
2001	698	759	1069	1048	1225	1175	1192	1102	857	910	772	774
2002	743	845	1042	1163	1299	1161	1166	1063	942	1111	883	1022
2003	861	899	1102	1249	1336	1299	1300	1287	1193	1173	965	1081
2004	929	1024	1346	1505	1533	1718	1530	1468	1274	1295	1209	1283
2005	1086	1343	1525	1489	1679	1858	1584	1795	1404	1368	1219	1241
2006	944	1058	1501	1466	1526	1524	1227					

2003 2004 2005 2006

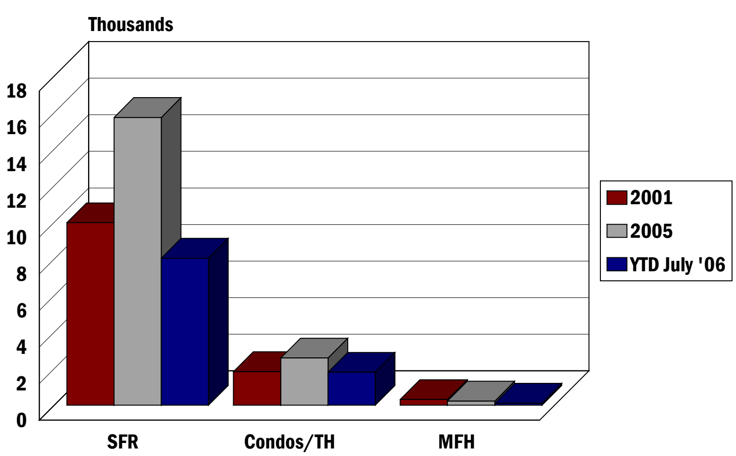
Total Unit Sales

Annual Comparison



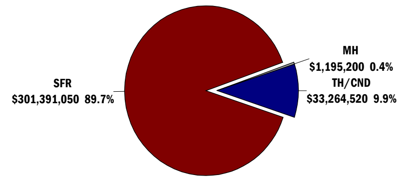
Types of Units Sold

Annual Comparison

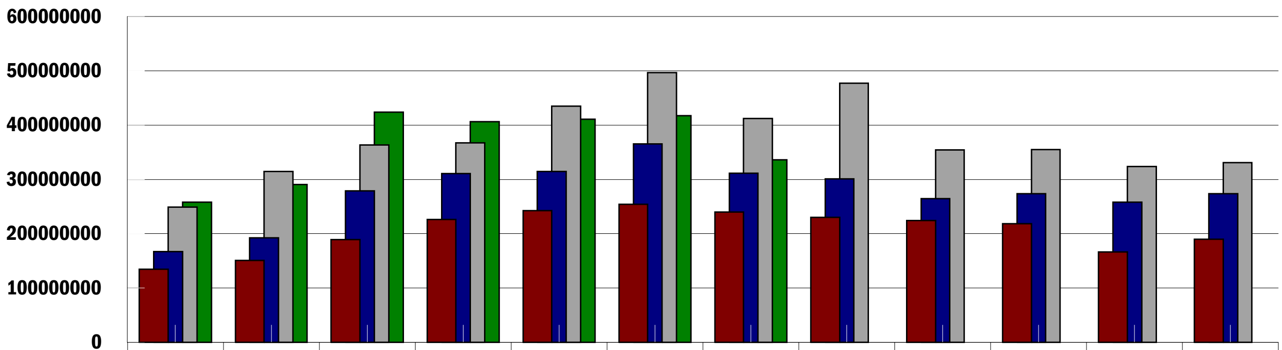


Total Sales Volume

July 2006: $335,850,770



Total sales volume fell in July when compared to June 2006, following patterns seen in 2004 and 2005.

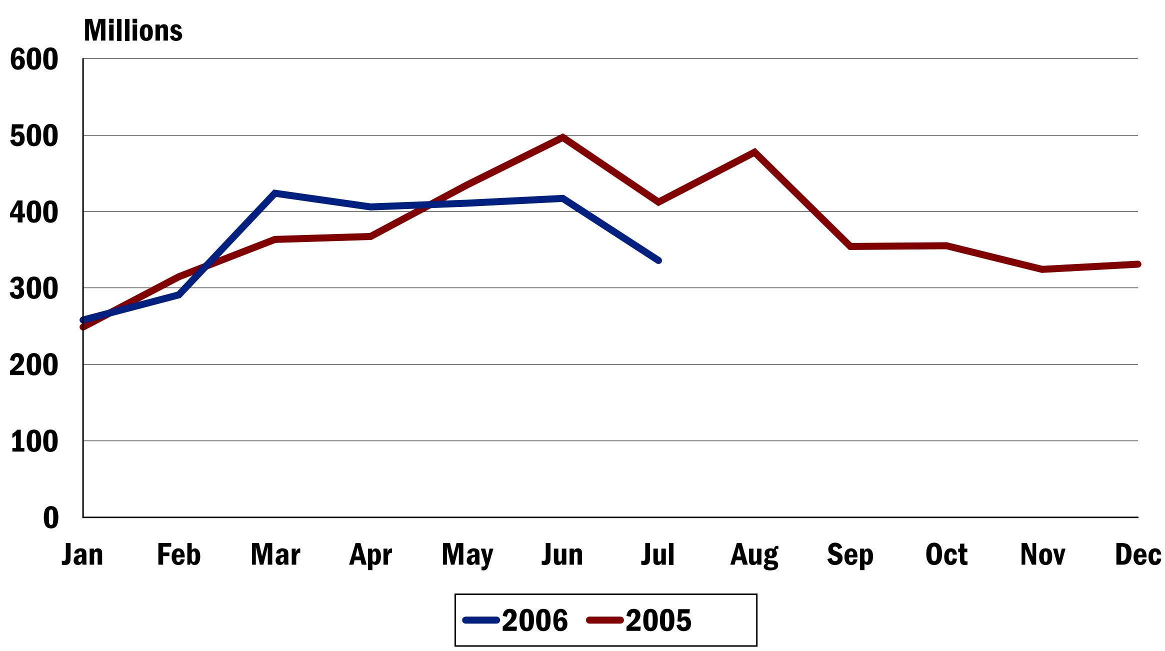


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
1997	70339648	74727028	95218090	98140254	102162583	108254679	107987075	96247228	100219467	100002568	75573363	90243919
1998	79318162	79401011	118307733	122360891	133102156	150588004	146436815	112727172	110040206	101985317	102512168	119200333
1999	91858390	103263942	143907220	149935880	170302163	196838947	162676286	152704956	123510396	125791066	114233968	119865860
2000	95831543	117123503	168095126	157775876	180080337	182714011	147838410	160061378	135890546	123679783	137608209	120288408
2001	106353163	113845495	164662185	171877649	202406839	190665736	199529918	184892938	136367878	139188753	120635878	127954374
2002	116271509	139317524	167341055	195297868	231751237	196799415	199214976	189735314	153600452	185339651	158510892	187036892
2003	134440914	150740523	189194125	226514778	242603693	254199026	239869659	229975433	224633625	218531466	166474979	189933748
2004	167132900	192399367	279256758	310860089	314381474	365563448	311318469	300960680	264330778	273555472	258237295	273530687
2005	249161361	314570365	363509788	367270423	434584740	497024359	412305542	477375669	354531292	355266466	324188934	331013714
2006	258363162	290894840	423941592	406193433	410825563	417120079	335850770					

2003 2004 2005 2006

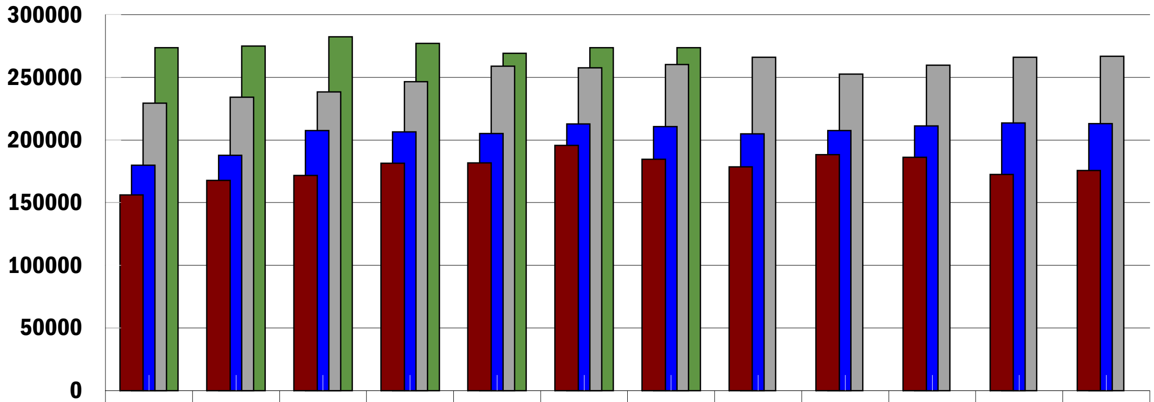
Total Sales Volume

Annual Comparison

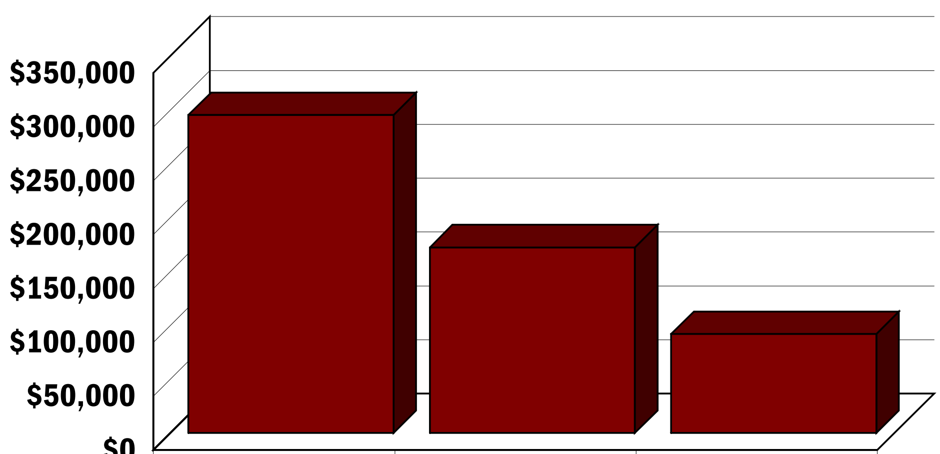


Average Sales Price
July 2006: $273,717

Again we see the trend. There is a large increase over this time last year however a slowing from month to month. The average property sale price is only $16.00 dollars higher than it was last month!



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
1997	135529	130642	129372	124543	131146	132665	132499	128159	137664	136616	134712	133695
1998	133757	128273	137888	137484	142355	150287	138148	134359	132579	130750	133133	141233
1999	144659	141071	149281	140521	154120	159772	148157	144470	139718	142782	144053	150585
2000	144761	145495	151985	156214	159929	164164	157610	154499	155838	150829	162274	162333
2001	152368	149994	154034	164005	165230	162269	167391	167779	159122	152955	156264	165316
2002	156489	164873	160596	167926	178407	169509	170853	178490	163058	166822	179514	183011
2003	156145	167676	171683	181357	181590	195688	184515	178691	188293	186301	172513	175702
2004	179906	187890	207472	206552	205076	212784	210666	205014	207481	211240	213596	213196
2005	229430	234230	238367	246656	258835	257505	260294	265947	252515	259698	265947	266731
2006	273690	274948	282439	277076	269217	273701	273717					



	SFR	TH/C	MH
Avg SP	$295,192	$172,355	$91,938

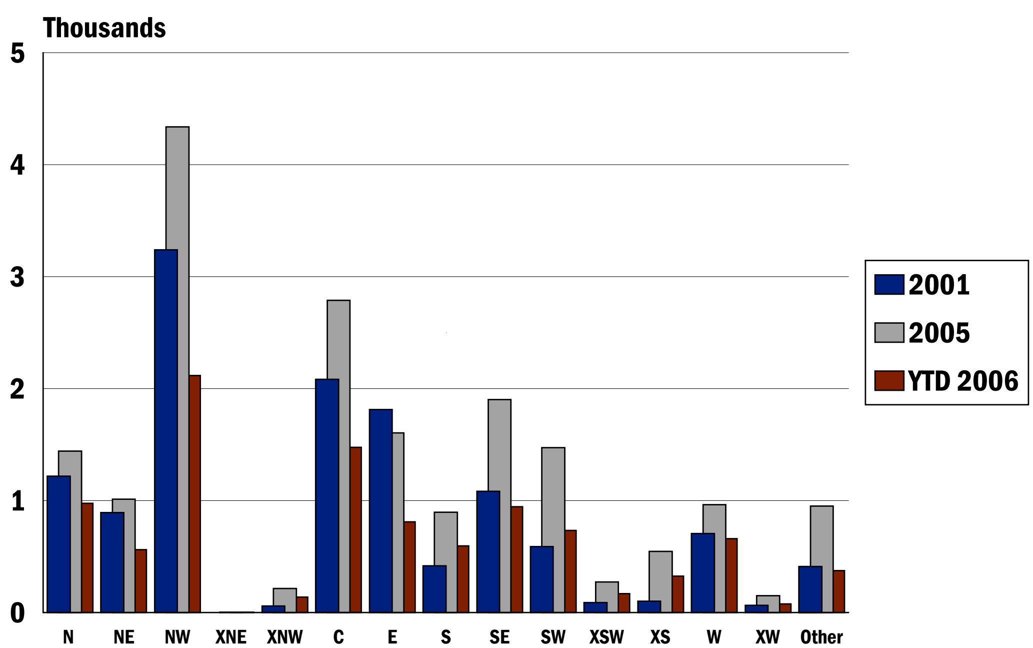
Number Of Sold Listings Per Area By # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	45	32	21	6	104
NE	15	25	23	6	39
NW	46	146	84	13	289
XNW	3	89	9		21
C	67	92	22	2	183
E	14	51	25	5	95
S	9	47	17	3	76
SE	6	63	37	8	114
SW	8	44	23	3	78
XSW	8	7	2		17
XS	2	24	18	4	48
W	25	43	9	2	79
XW	2	5	3	1	11
CCO	9	9	3	1	22
CPI	3	11		1	15
CSC	2	3	1		6
TOTAL	264	611	297	55	1,227

LEGEND

N	North
NE	Northeast
NW	Northwest
XNW	Extreme NW
C	Central
E	East
S	South
SE	Southeast
SW	Southwest
XSW	Extreme SW
XS	Extreme South
W	West
XW	Extreme West
CCO	Cochise County
CPI	Pinal County
CSC	Santa Cruz County
PE	Pima East

Number of Units Sold
By Area; Annual Comparison



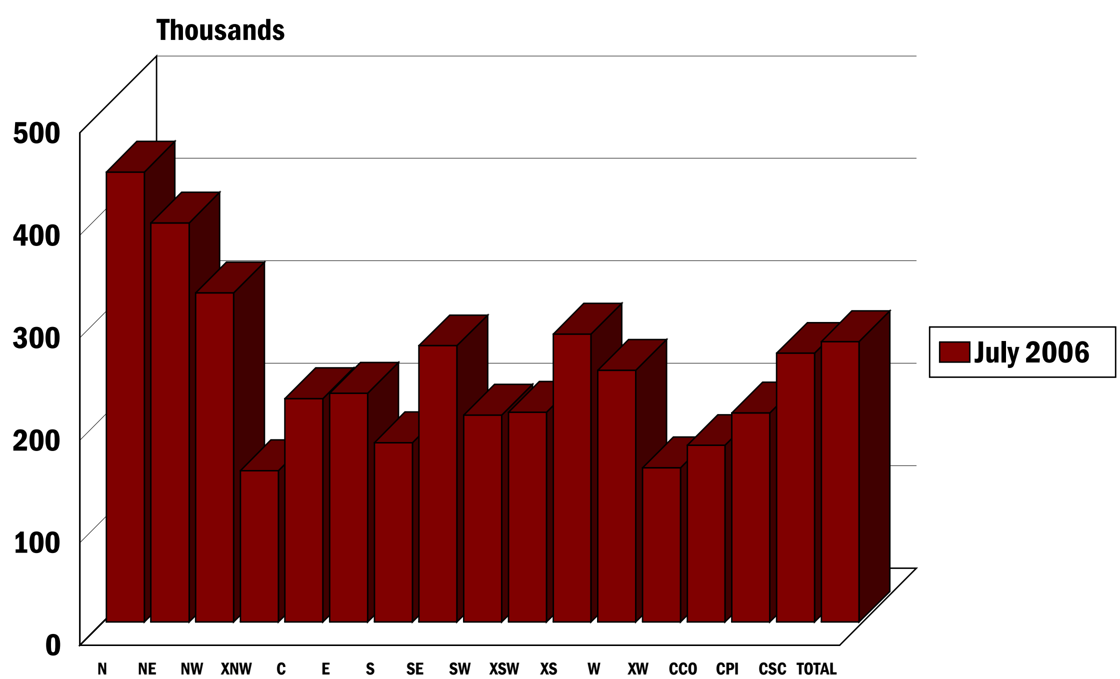
Average Sales Price Per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	$239,622	$451,756	$757,229	$755,150	$439,153
NE	$139,164	$347,720	$489,726	$804,317	$389,421
NW	$229,583	$273,965	$431,298	$467,007	$321,315
XNW	$73,167	$131,533	$188,749		$147,716
C	$163,439	$234,890	$285,045	$522,000	$217,898
E	$137,989	$211,945	$279,068	$300,980	$223,396
S	$12,822	$179,098	$183,215	$220,816	$175,002
SE	$168,000	$220,950	$323,293	$481,956	$269,693
SW	$112,975	$198,678	$228,647	$284,667	$202,032
XSW	$183,988	$166,286	$423,500		$204,878
XS	$218,000	$248,265	$302,401	$410,838	$280,853
W	$144,554	$244,481	$440,944	$651,815	$245,553
XW	$142,500	$155,900	$151,333	$174,000	$150,591
CCO	$94,333	$195,759	$175,000	$656,000	$172,356
CPI	$91,667	$212,682		$446,000	$204,033
CSC	$137,500	$379,667	$160,000		$262,333
TOTAL	$176,970	$247,930	$370,620	$501,302	$273,717

LEGEND

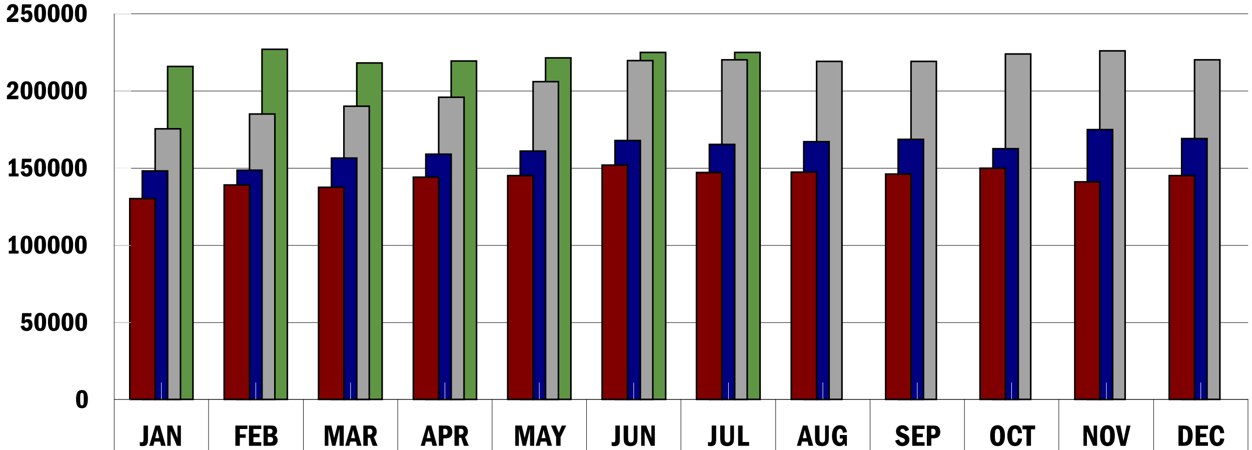
N	North
NE	Northeast
NW	Northwest
XNW	Extreme NW
C	Central
E	East
S	South
SE	Southeast
SW	Southwest
XSW	Extreme SW
XS	Extreme South
W	West
XW	Extreme West
CCO	Cochise County
CPI	Pinal County
CSC	Santa Cruz County
PE	Pima East

Average Sales Price Per Area

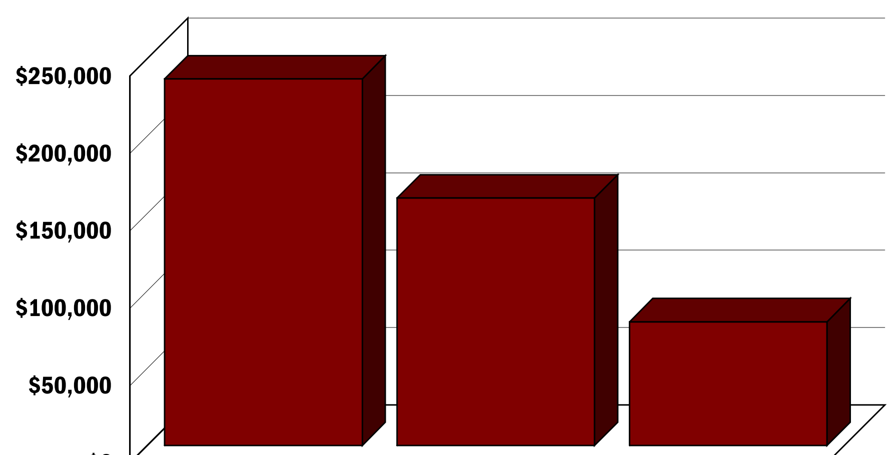


Median Sales Price
July 2006: $225,000

The Median Sale Price has not changed from last month, and stays at $225,000 for July. This is another indicator that prices are not rising as quickly as they were previously.

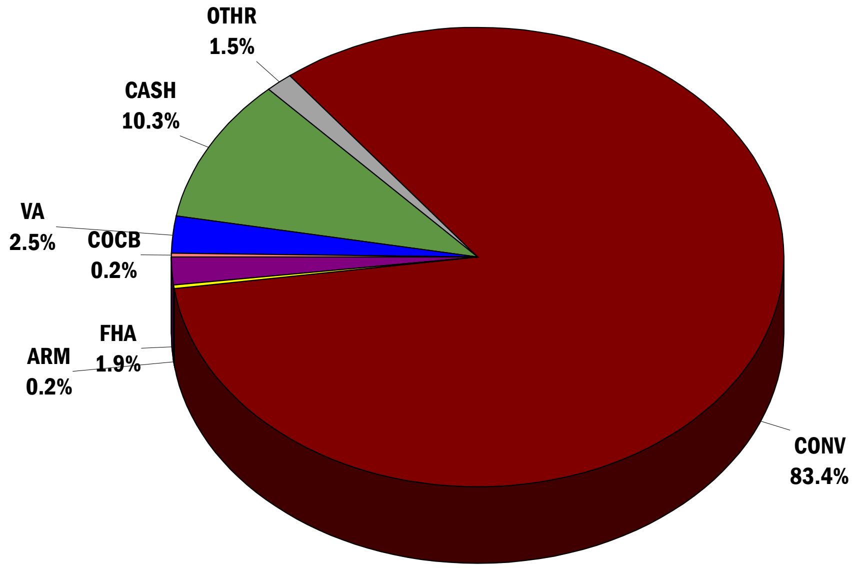


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
1997	107000	101000	102500	104000	105000	107000	108000	103000	109000	112000	102900	105000
1998	108000	103900	110000	110000	112900	117900	116000	112000	108000	109500	110000	111965
1999	113000	109500	115500	115000	120000	127000	119900	114950	114000	112000	114200	117500
2000	109900	112000	117000	118900	120000	124000	121000	120904	121500	119900	124500	120500
2001	119000	116000	124700	129500	127500	129000	129000	129900	124800	123500	129000	125000
2002	125073	128900	127678	130895	139500	137900	138000	140000	132825	136000	140000	138000
2003	130307	139000	137500	144000	145000	152000	147000	147500	146000	150000	141000	145000
2004	148000	148750	156500	159000	161000	167733	165300	167000	168500	162500	175000	169000
2005	175295	185000	190000	196000	206000	219500	220000	219000	219000	224000	226000	220000
2006	215875	227000	218000	219250	221250	225000	225000					



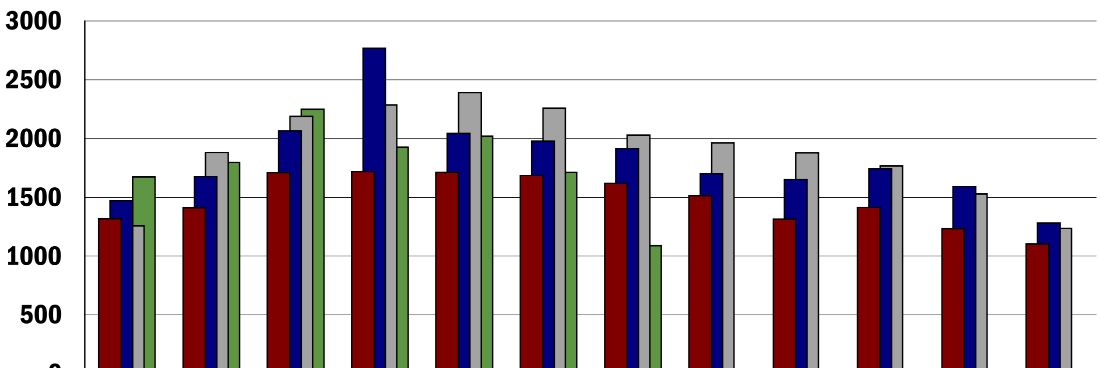
	SFR	TH/C	MH
Med SP	$237,000	$160,000	$80,000

Terms of Sale
July 2006



Total Listings Under Contract* Reported
July 2006: 1,089

Slowing sales activity shows up here when compared to June 2006. There are now 623 less pending contracts than there were in June!

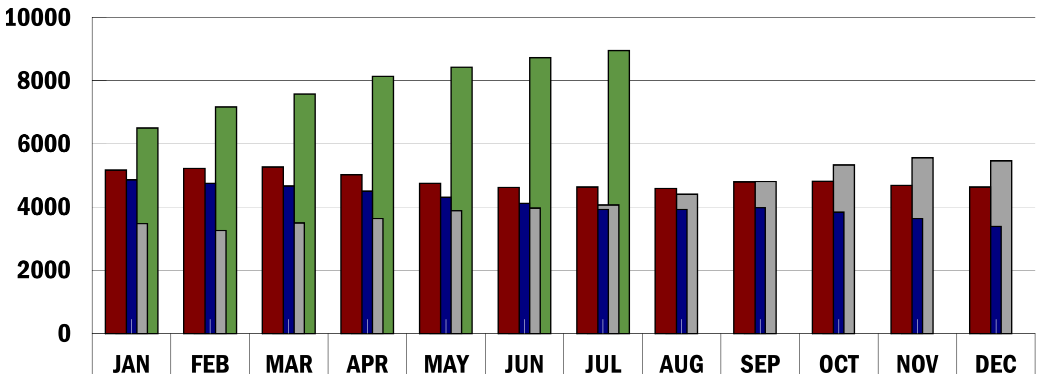


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
1997	699	766	911	851	870	859	856	775	765	691	712	613
1998	808	887	1002	1076	990	950	946	898	885	964	815	651
1999	861	961	1251	1148	1145	1228	1088	957	954	859	913	624
2000	689	1030	1216	1039	973	954	969	896	813	846	814	649
2001	887	1089	1285	1168	1246	1217	1131	1148	911	1011	902	804
2002	1108	1254	1415	1555	1427	1345	1335	1335	1241	1243	1251	1017
2003	1319	1410	1710	1719	1712	1684	1620	1515	1316	1414	1233	1104
2004	1470	1676	2064	2766	2044	1978	1916	1701	1652	1742	1593	1282
2005	1259	1881	2188	2285	2391	2257	2028	1961	1877	1766	1528	1236
2006	1672	1796	2250	1928	2019	1712	1089					

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

Active Listings
July 2006: 8,955

The rate of growth is slowing here as well, which is good news for sellers. There are 230 more listings than there were in June.

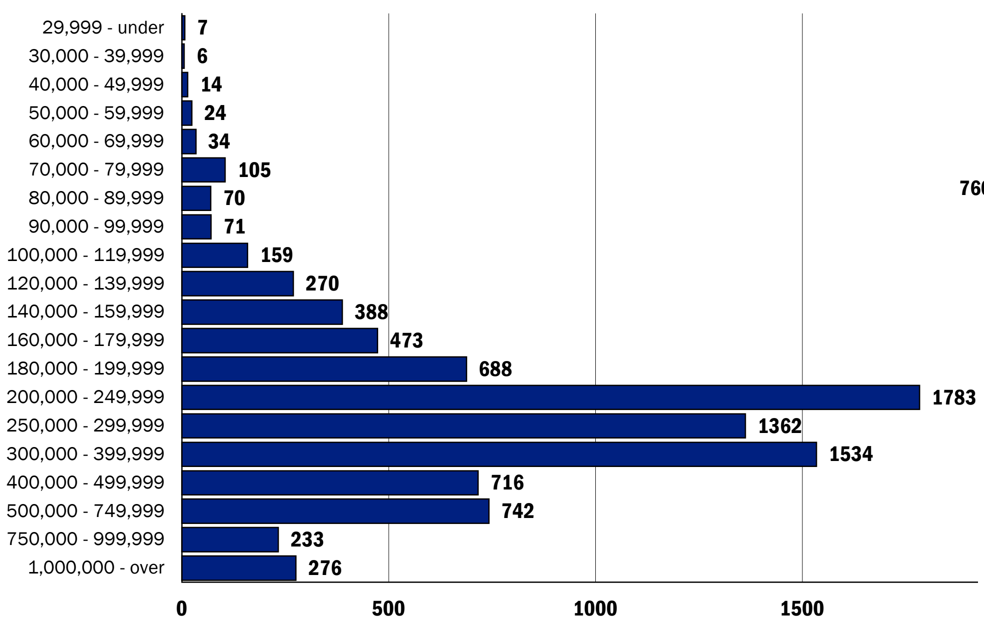


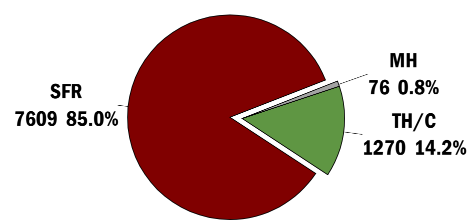
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
1997	4559	4805	4790	4613	4525	4387	4382	4468	4626	4776	4674	4657
1998	4771	4714	4739	4569	4524	4363	4412	4446	4579	4683	4576	4517
1999	4623	4590	4414	4186	3981	3854	3784	3812	3941	4021	3888	3777
2000	4016	3982	3938	3901	3848	3876	3908	4002	4229	4546	4481	4422
2001	4716	4708	4609	4478	4255	4179	4100	4128	4448	4640	4528	4597
2002	4859	4456	4953	4868	4747	4772	4778	4837	4968	5130	5067	4816
2003	5172	5221	5264	5024	4754	4628	4640	4590	4799	4821	4694	4639
2004	4856	4750	4668	4505	4307	4123	3926	3927	3976	3838	3633	3383
2005	3470	3262	3493	3640	3882	3969	4062	4405	4804	5330	5554	5457
2006	6499	7174	7577	8131	8423	8725	8955					

July 2006

Area	Listings
N	773
NE	433
NW	2272
XNE	3
XNW	111
C	1110
E	488
S	478
SE	866
SW	622
XSW	224
XS	557
W	434
XW	68
CCO	223
CGI	4
CGR	1
CGE	1
CMA	5
CNA	2
CPI	138
CSC	107
CYA	1
PE	6
PNW	1
PS	9
MEX	15
ZZZ	1

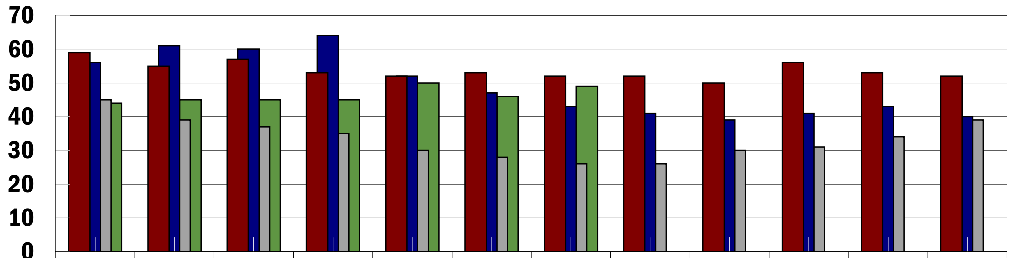
Active Listing Price Breakdown





Average Days on Market
July 2006: 49 Days

The average days on market has increased from 46 to 49 days since last month. Expect this to continue until inventory levels and average prices drop a bit.

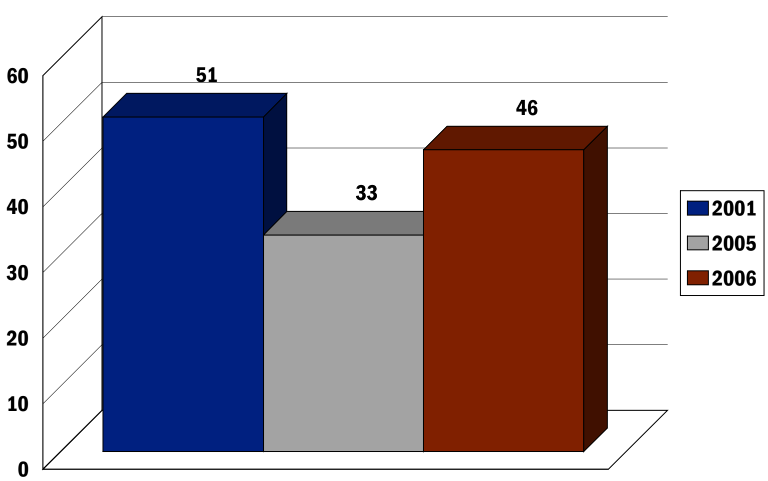


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
1997	86	86	79	81	77	80	75	70	76	78	76	80
1998	86	79	72	72	66	70	69	67	71	70	64	73
1999	74	75	66	64	61	62	62	61	58	56	59	62
2000	65	64	59	57	51	49	53	51	50	53	51	56
2001	62	61	55	55	49	49	47	46	50	47	48	56
2002	61	60	53	52	49	47	50	52	52	50	50	56
2003	59	55	57	53	52	53	52	52	50	56	53	52
2004	56	61	60	64	52	47	43	41	39	41	43	40
2005	45	39	37	35	30	28	26	26	30	31	34	39
2006	44	45	45	45	50	46	49					

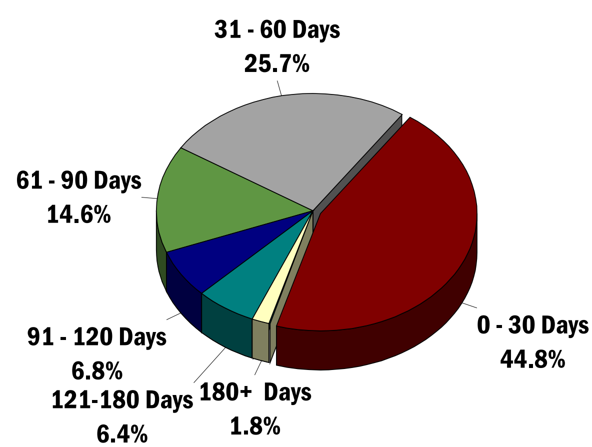
July 2006

Area	DOM
N	49
NE	49
NW	47
XNW	76
C	43
E	40
S	44
SE	50
SW	45
XSW	46
XS	68
W	39
XW	95
CCO	110
CPI	51
CSC	109

Average Days on Market
Annual Comparison

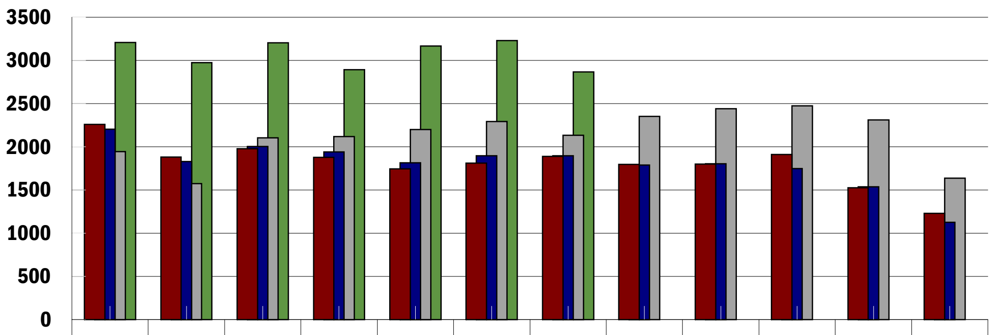


Average Days on Market
July 2006



New Listings
July 2006: 2,867 Listings

Even though we show a 34.47% Increase over a year ago, we actually had 365 FEWER new listings taken in July than we did in June 2006! Remember that most buyers and sellers are usually only in the market for the short term of a few months.



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
1997	1553	1287	1504	1342	1258	1245	1317	1275	1409	1334	1157	908
1998	1702	1440	1588	1461	1403	1321	1430	1402	1476	1544	1297	947
1999	1772	1487	1706	1456	1401	1476	1388	1429	1414	1303	1265	809
2000	1376	1402	1527	1328	1395	1392	1288	1457	1415	1542	1358	892
2001	1844	1512	1710	1509	1521	1585	1620	1607	1574	1777	1352	1150
2002	2124	1695	1897	1951	1755	1741	1782	1726	1851	1952	1549	1191
2003	2261	1882	1977	1877	1746	1811	1889	1798	1799	1910	1528	1231
2004	2204	1831	2004	1941	1816	1898	1896	1789	1805	1750	1539	1127
2005	1947	1574	2105	2120	2201	2293	2132	2351	2440	2474	2313	1638
2006	3209	2973	3205	2892	3169	3232	2867					

July 2006

Area	New
N	209
NE	153
NW	736
XNE	1
XNW	29
C	387
E	181
S	181
SE	285
SW	214
XSW	49
XS	175
W	144
XW	19
CCO	43
CGI	3
CGR	1
CNA	2
CPI	36
CSC	15
PS	1
MEX	2

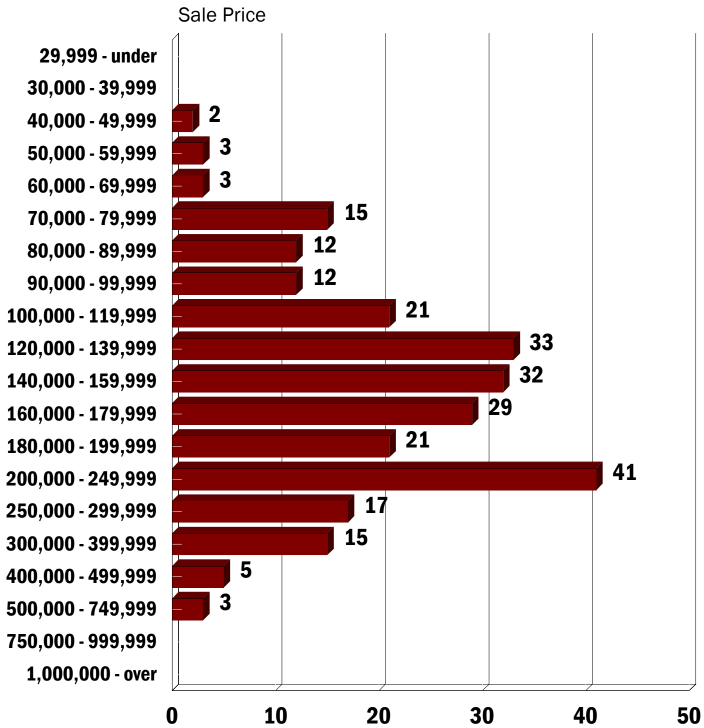
New Construction* Sold Information
July 2006: 31 Units

Month	Units Sold	Sold Volume	Average Price	Median Price
2002 Totals	**709**	**160,184,505**	**225,930**	**158,087**
2003 Totals	**478**	**108,171,172**	**226,300**	**173,185**
2004 Totals	**583**	**138,980,760**	**258,329**	**192,272**
Jan 2005	30	8,702,404	290,080	202,473
Feb 2005	42	16,922,033	402,906	265,423
Mar 2005	49	14,010,238	285,923	221,381
Apr 2005	37	13,640,716	368,668	269,664
May 2005	63	19,405,839	308,029	238,000
June 2005	56	16,891,324	301,631	227,058
July 2005	59	19,944,379	338,040	249,490
Aug 2005	57	17,216,830	302,050	227,383
Sep 2005	63	21,132,309	335,433	253,017
Oct 2005	49	13,403,555	273,542	216,667
Nov 2005	37	11,934,443	322,553	226,500
Dec 2005	38	10,594,734	278,809	226,897
2005 Totals	**580**	**183,798,804**	**316,894**	**233,720**
Jan 2006	31	9,041,525	291,662	217,994
Feb 2006	33	8,990,364	272,435	207,734
Mar 2006	78	26,087,154	334,451	207,963
Apr 2006	82	29,559,489	360,482	246,236
May 2006	70	20,898,933	298,556	232,870
June 2006	59	17,234,391	292,108	248,624
July 2006	**31**	**13,097,584**	**422,503**	**373,235**
2006 Totals	**384**	**12,490,944**	**325,285**	**240,200**

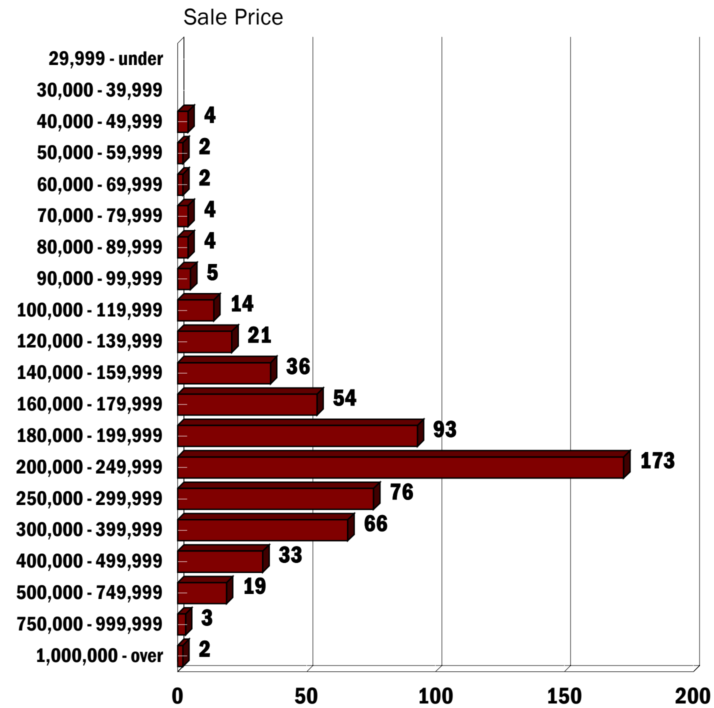
**Note: This information represents only New Construction Listings entered in the MLS.*

Sales Price by Bedrooms

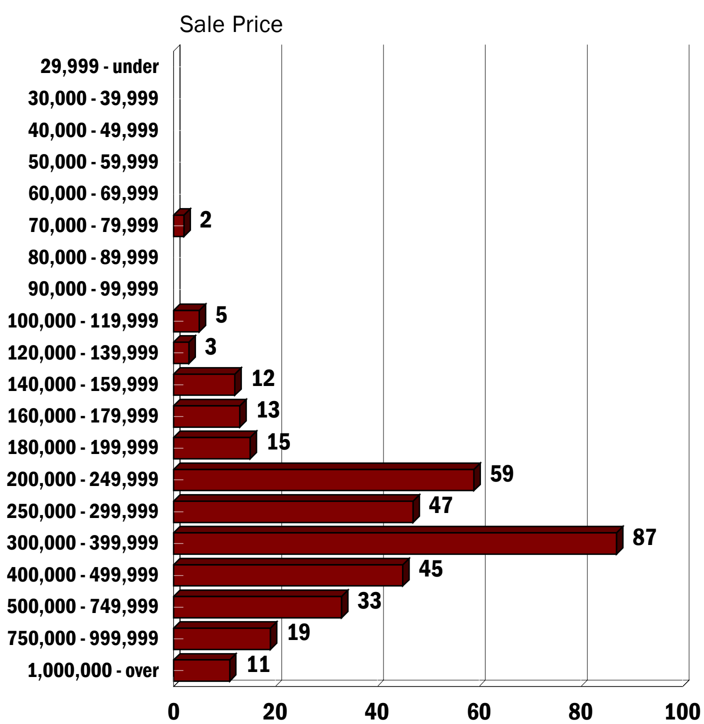
0-2 Bedrooms



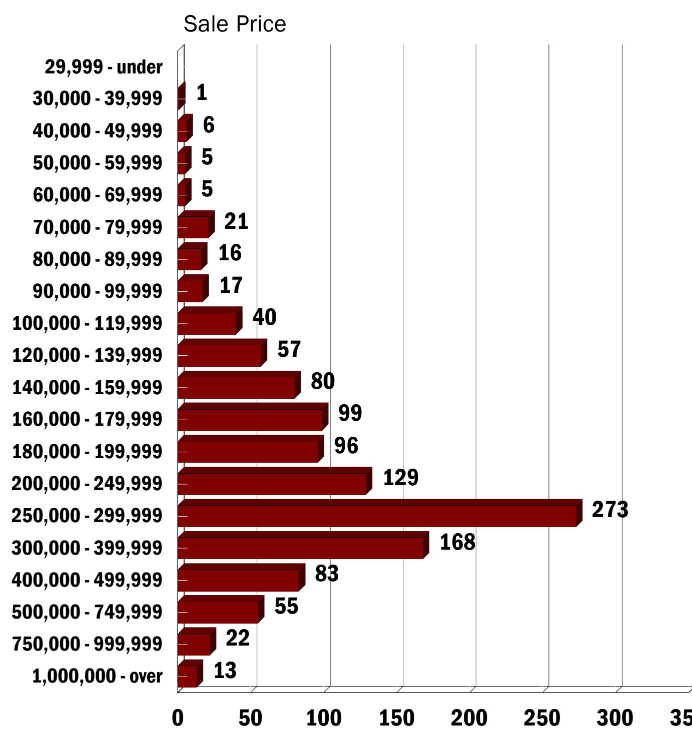
3 Bedrooms



4+ Bedrooms

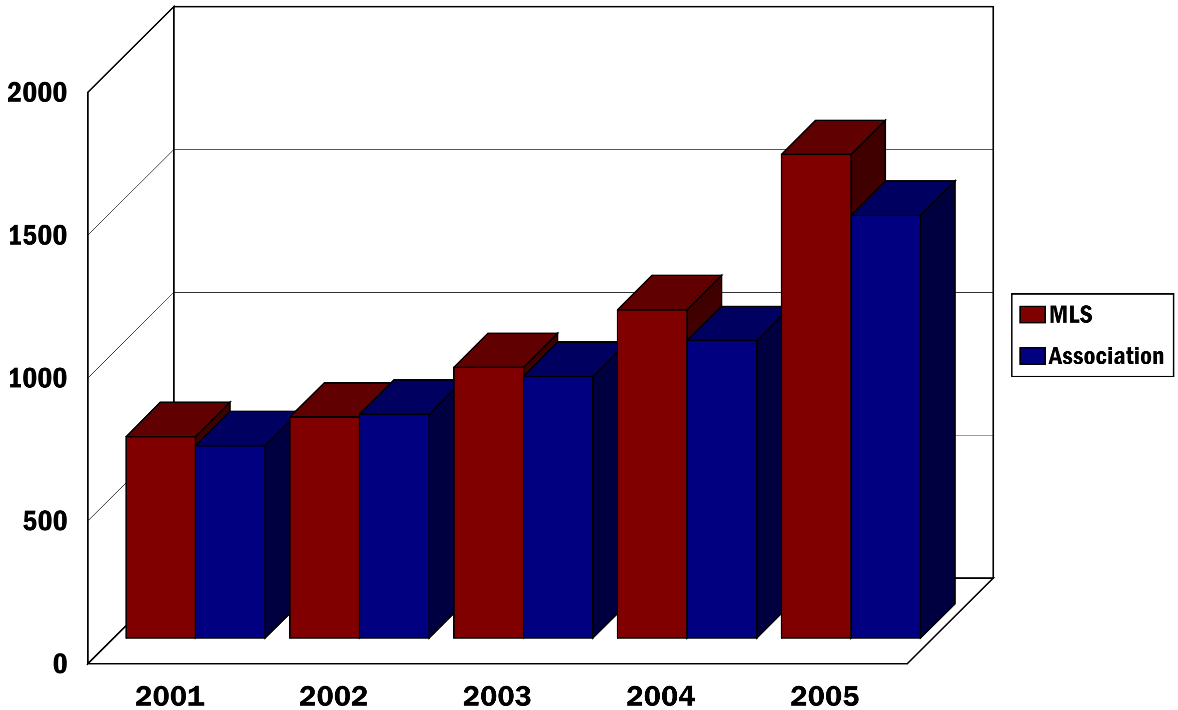


All Bedrooms



Annual Members Added

Please note that the MLS member count includes "board of choice" members, who belong to another local REALTOR® Association. The Tucson Association of REALTORS® had 6,534 members at the end of July, and the Multiple Listing Service membership totaled 7,123.



Annual Year-End Membership Totals