

**September  
2004**

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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: **October 19, 2004**

Contact: Judy Lowe, President, (520) 529-5100  
Cheryl L. Schnebly, Vice President, Administration,  
(520) 327-4218

## September 2004 Residential Home Sales

The Tucson Association of REALTORS® Multiple Listing Service, Inc. reports that September 2004's total home sales volume increased 17.7% from last year's \$224,633,625 to \$264,330,778, while home sales units increased by 6.8% from the 1,193 units sold in September, 2003, to 1,274 units sold in September, 2004. September's average sale price for all residential types shows an increase of 10.2% from last year's \$188,293 to \$207,481 in 2004. The median sale price, the price at which half the homes were sold above and half below, increased 15.4% from 2003's \$146,000 to \$168,500, in September, 2004. The average sale price for Single Family Residences was \$220,928 in September, 2004, compared with \$202,320 in September, 2003, resulting in a 9.2% increase.

Average days on market decreased to 39 in September, 2004 compared to 50 in September, 2003, with 61.5% 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, increased by 25.5% from 1,316 in September, 2003, to 1,652 in September, 2004. The 3,976 active listings in September, 2004, were 17.1% under the 4,799 in September, 2003, and the 1,805 listings added during September, 2004, increased by .3% from the 1,799 listings added in September, 2003.

"A 15.5% increase in contracts written in Sept. '04 over Sept. '03, definitely supports the very active real estate market," said Judy Lowe, President of the Tucson Association of REALTORS® Multiple Listing Service. "There is a seasonal slowing from the numbers we saw through the summer, however, there is no indication that the market is changing to any great degree."

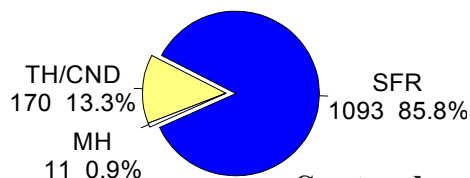
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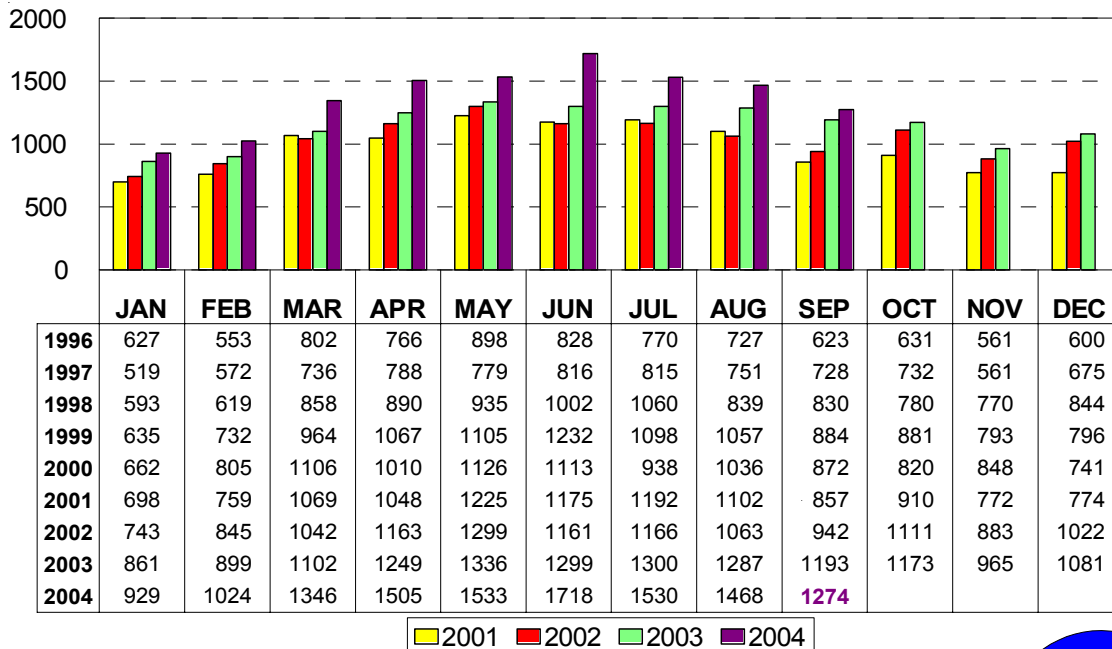
# RESIDENTIAL STATISTICS

## Total Unit Sales

September 2004: 1,274 Units



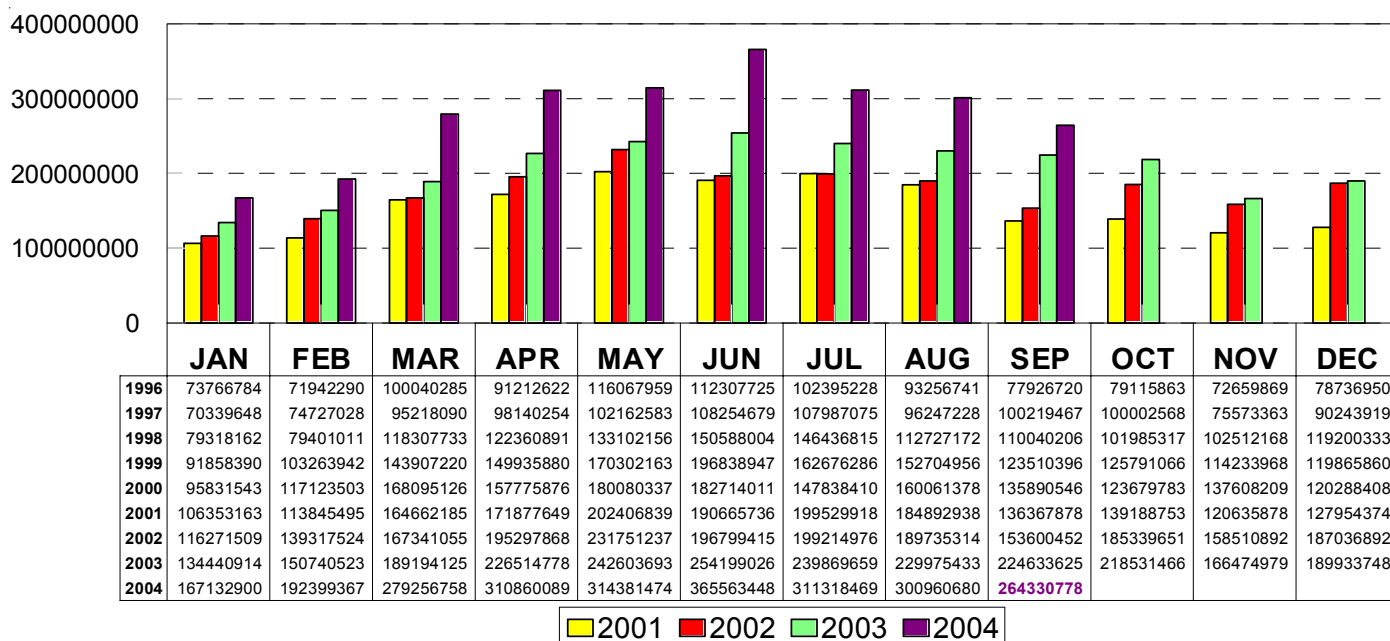
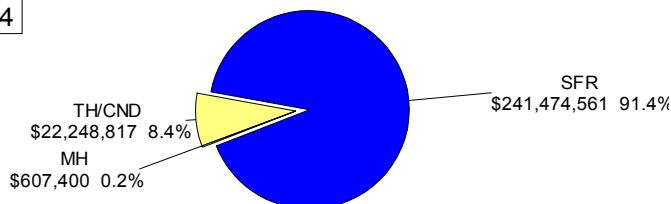
September 2004



Area	Sales	Avg Sale Price (\$)
N	85	440031
NE	104	286185
NW	331	222960
XNW	15	72221
C	157	172740
E	119	169759
S	53	101363
SE	121	160286
SW	85	120553
XSW	15	167570
XS	27	208140
W	69	198732
XW	11	80655
CAP	1	1100000
CCO	34	116494
CGI	1	65900
CPI	39	232176
CSC	6	485317
PE	1	120000

## Total Sales Volume

September 2004: \$264,330,778

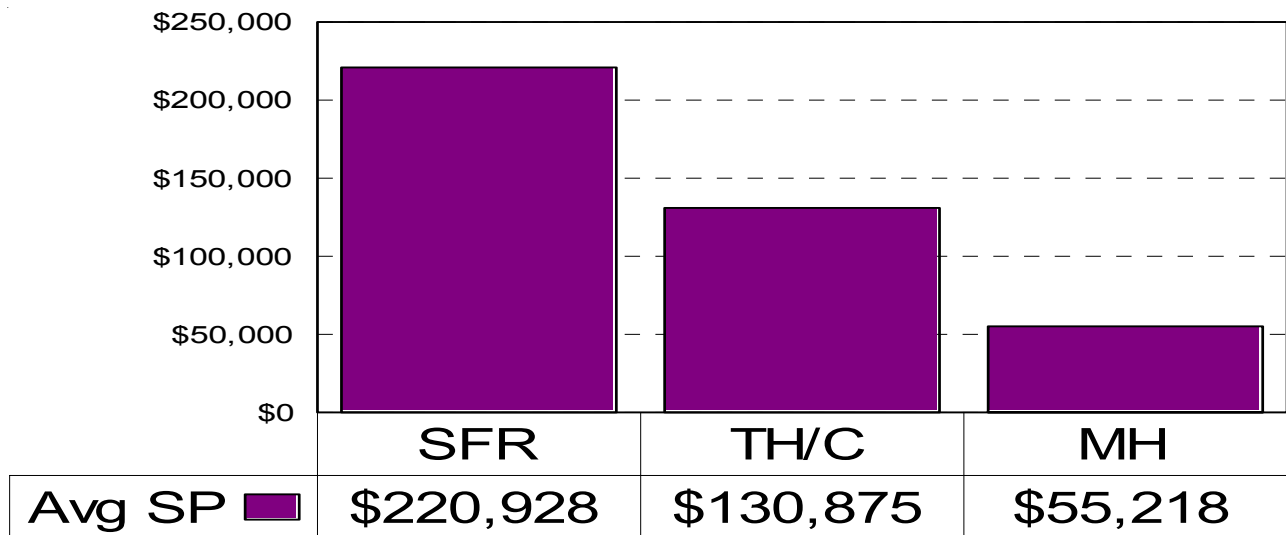
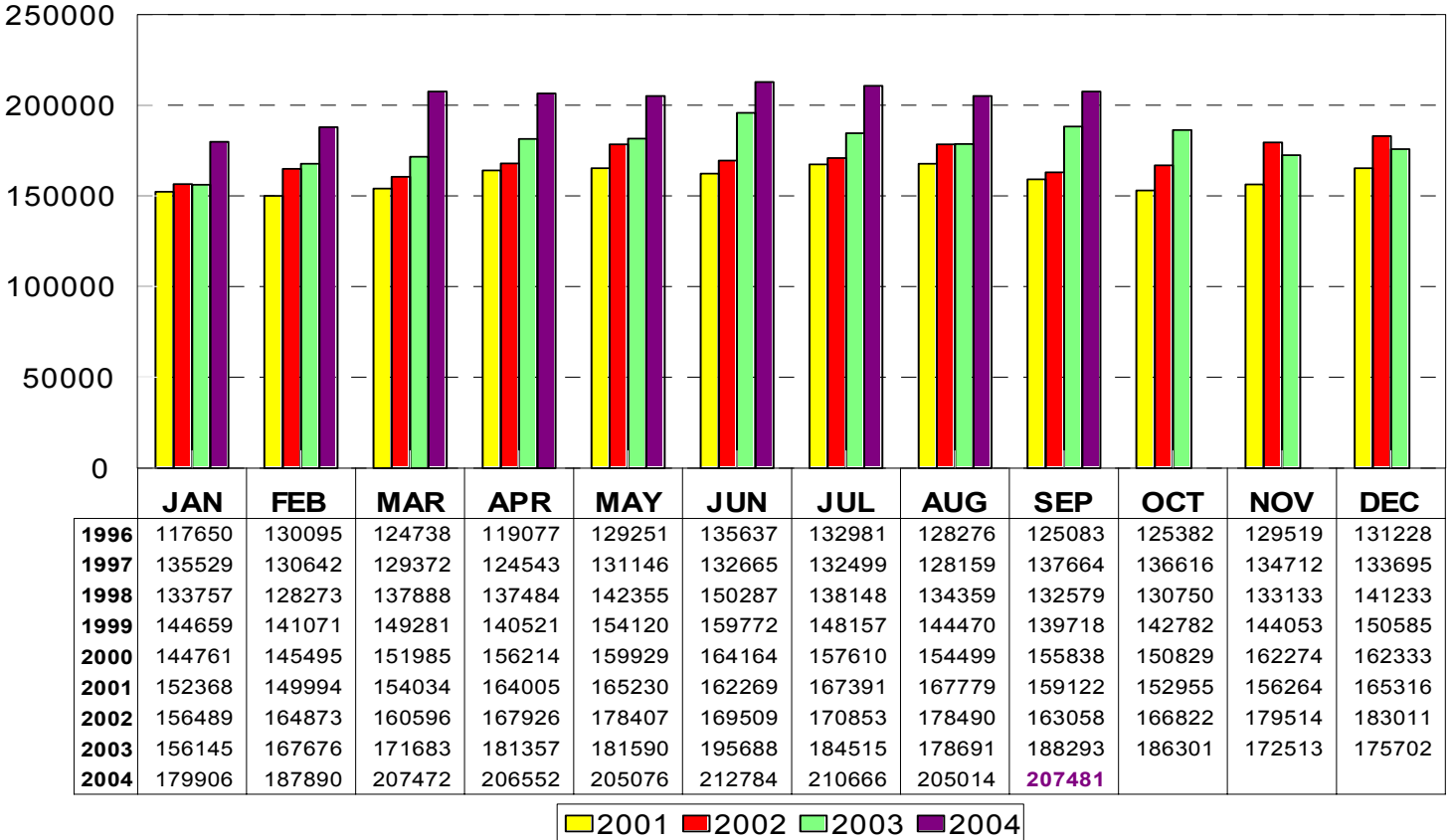


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## RESIDENTIAL STATISTICS

# Average Sale Price

September 2004: \$207,481

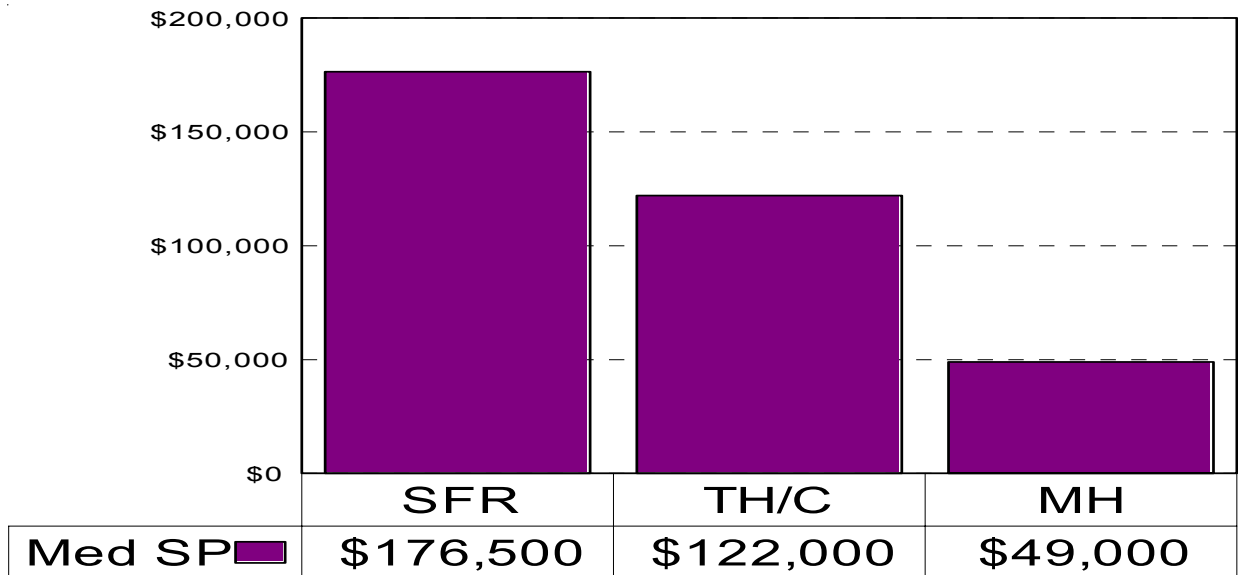
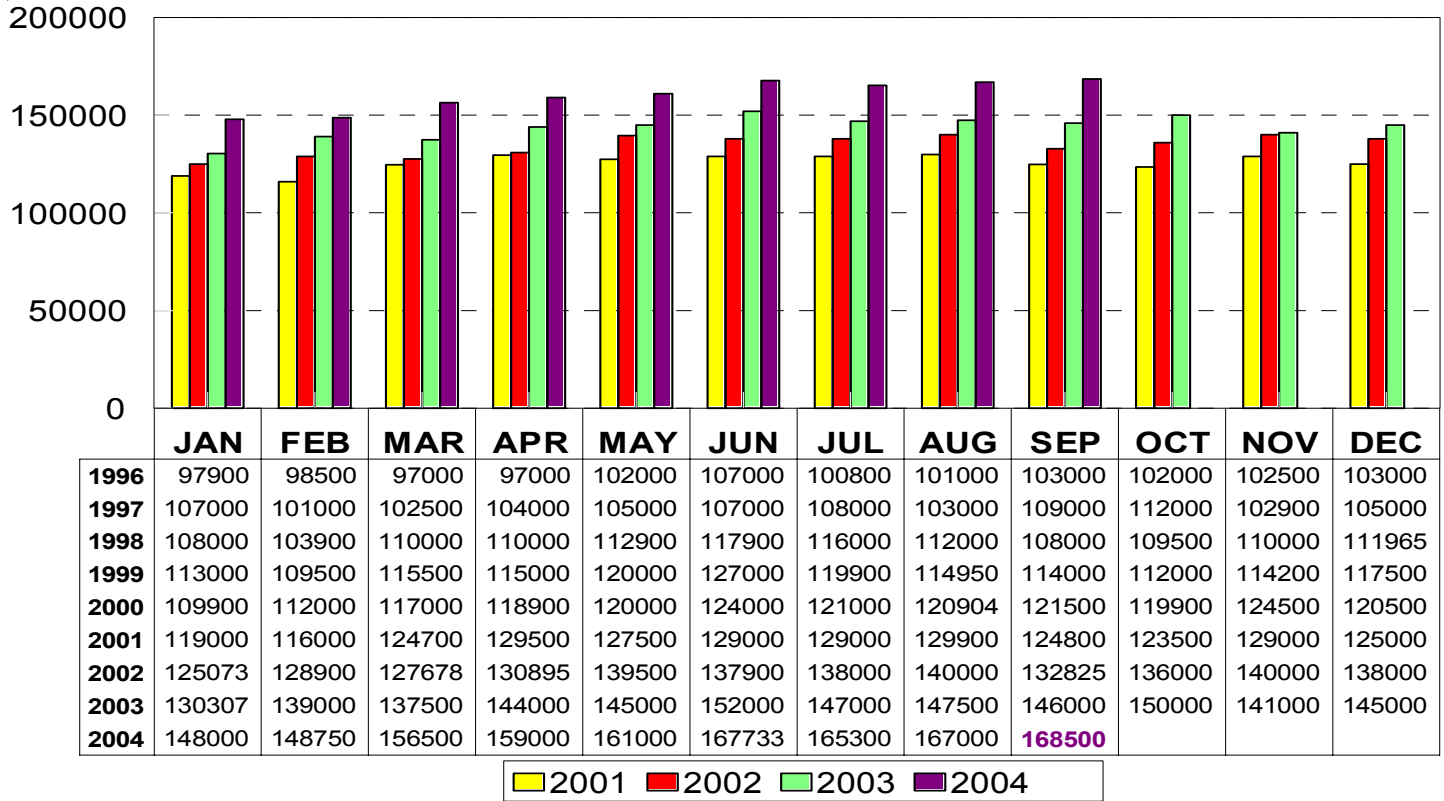


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## RESIDENTIAL STATISTICS

# Median Sale Price

September 2004: \$168,500



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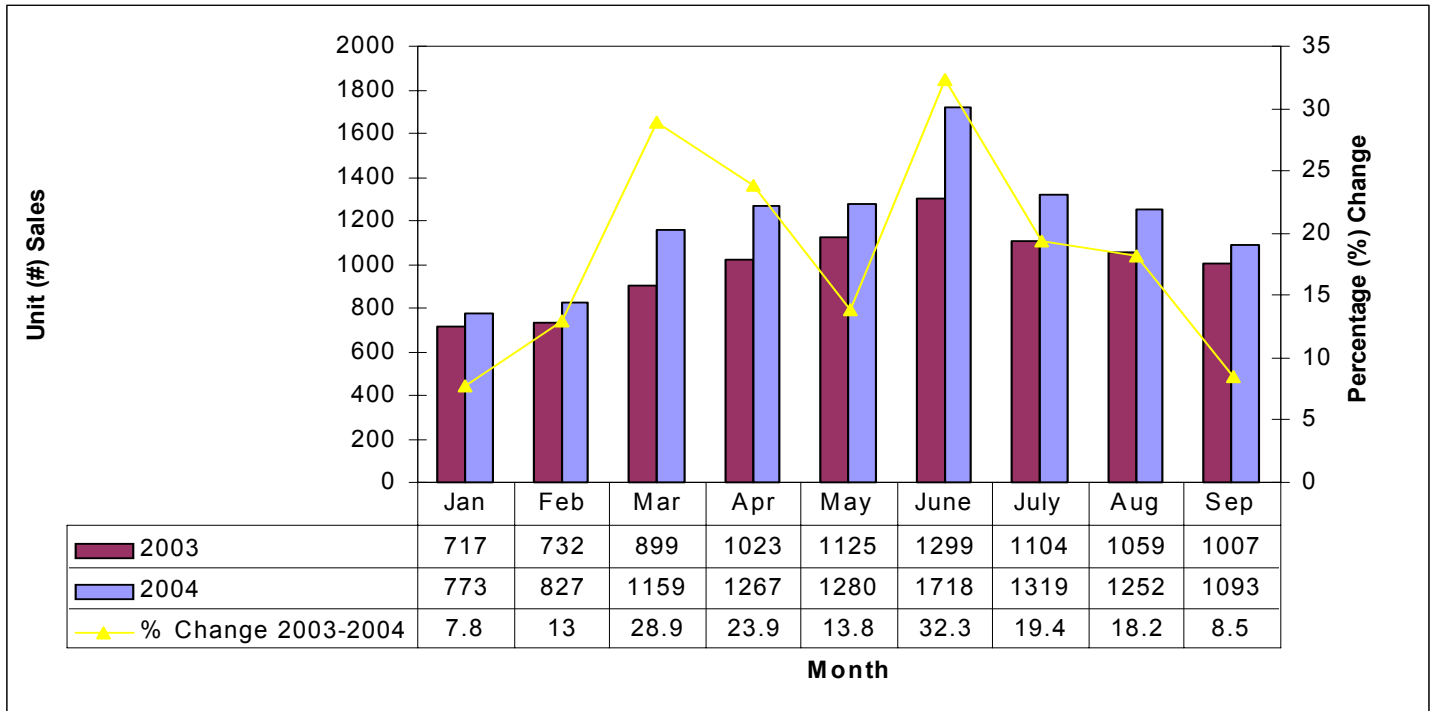
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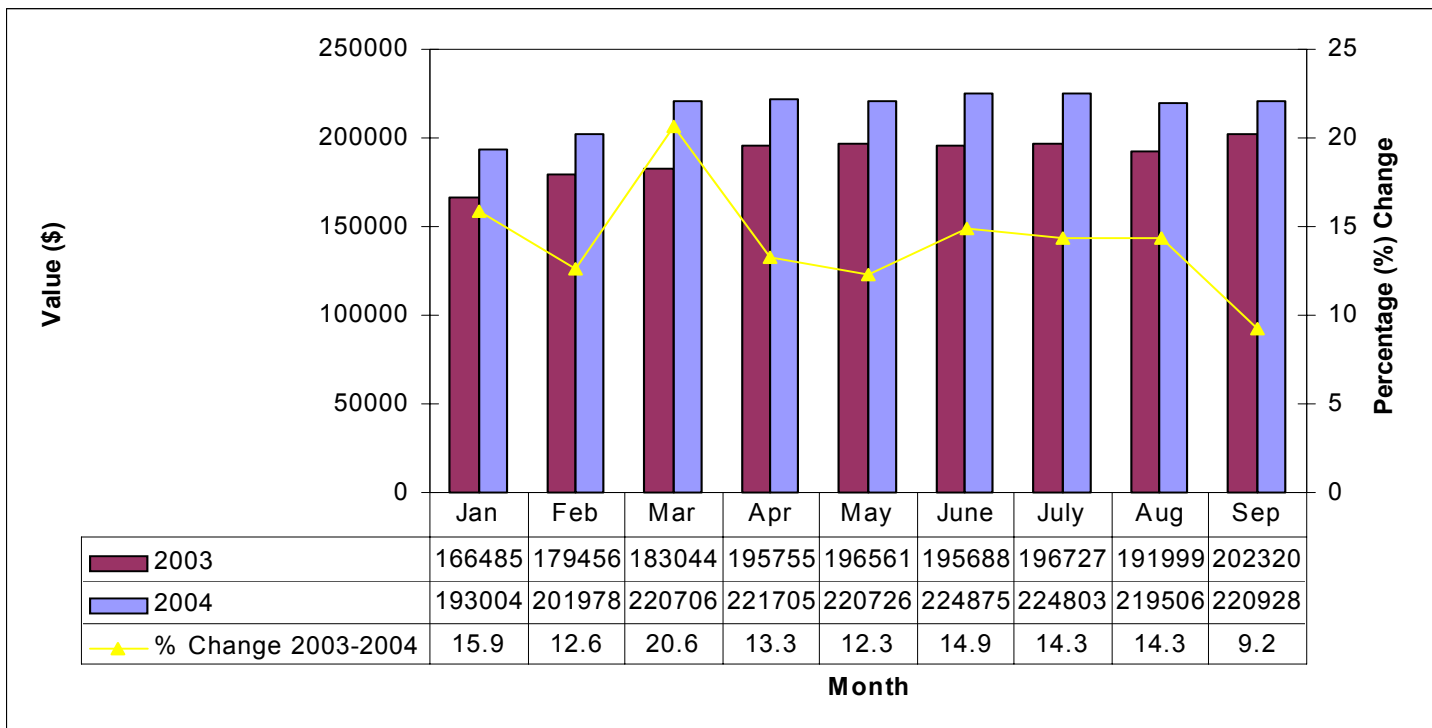
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## RESIDENTIAL STATISTICS

# % Change: SFR Unit Sales



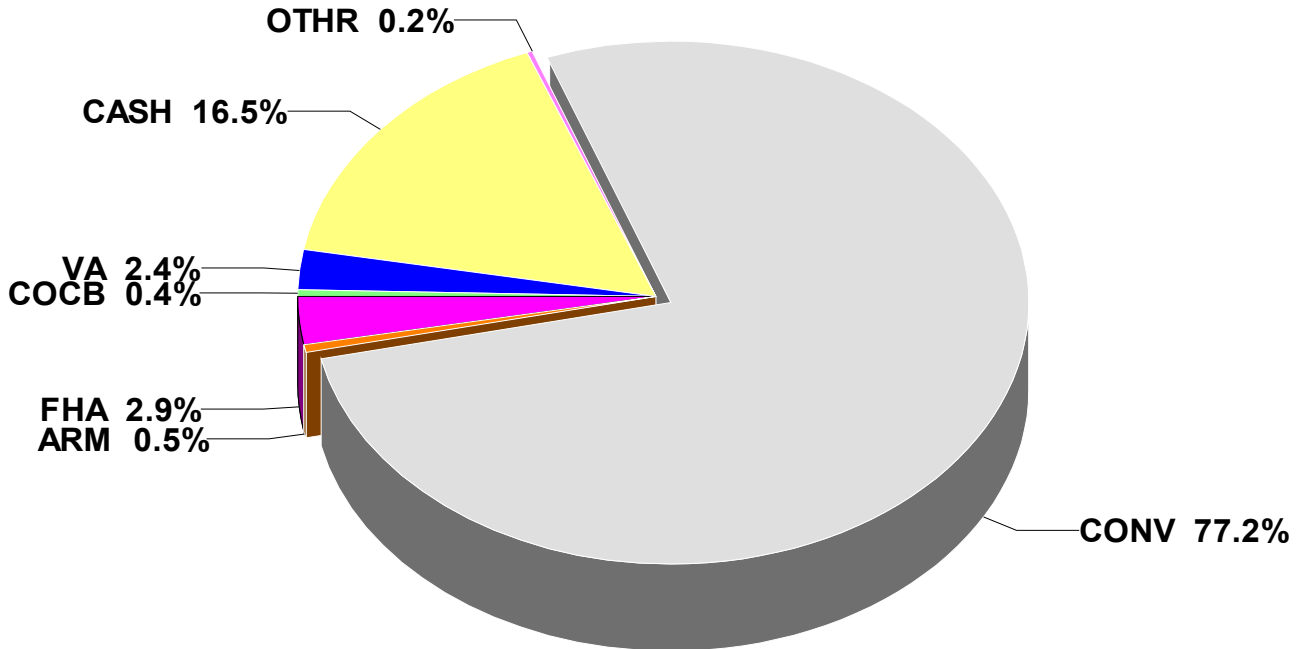
# % Change: SFR Avg Sale Price



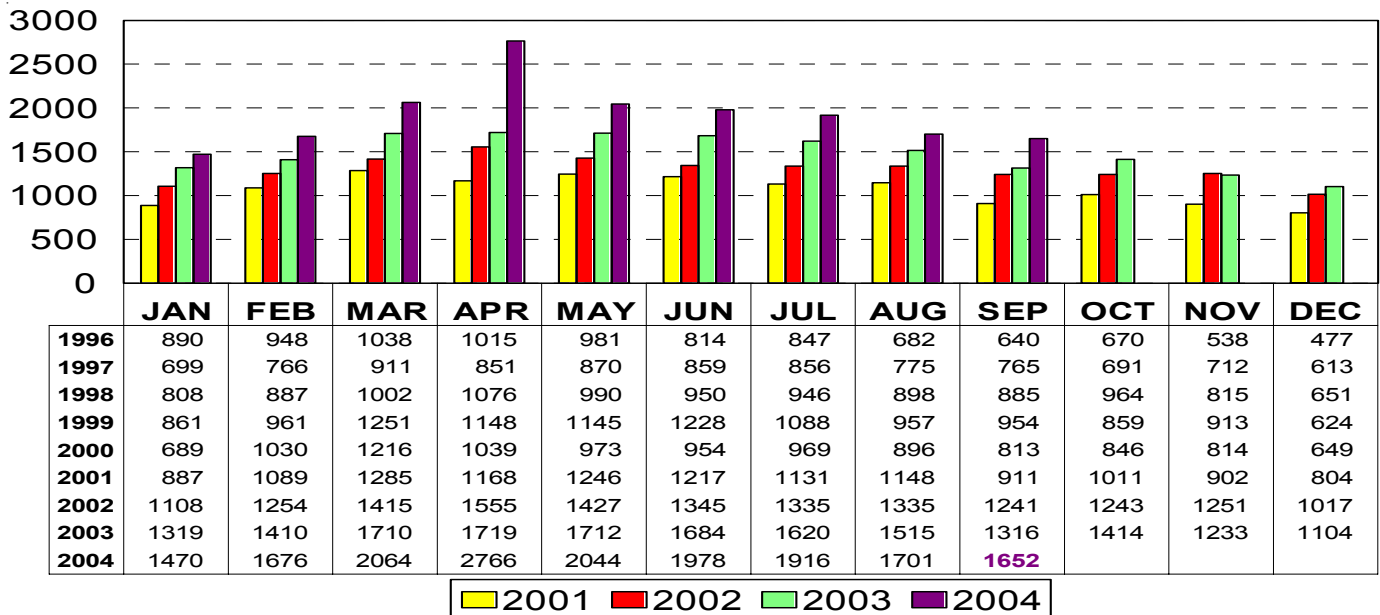
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# RESIDENTIAL STATISTICS

## Terms of Sale: September 2004



## Total Listings Under Contract\* Reported September 2004: 1,652



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

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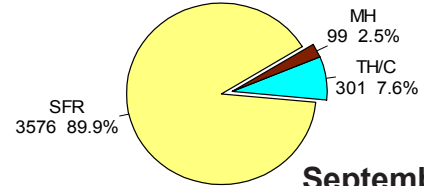
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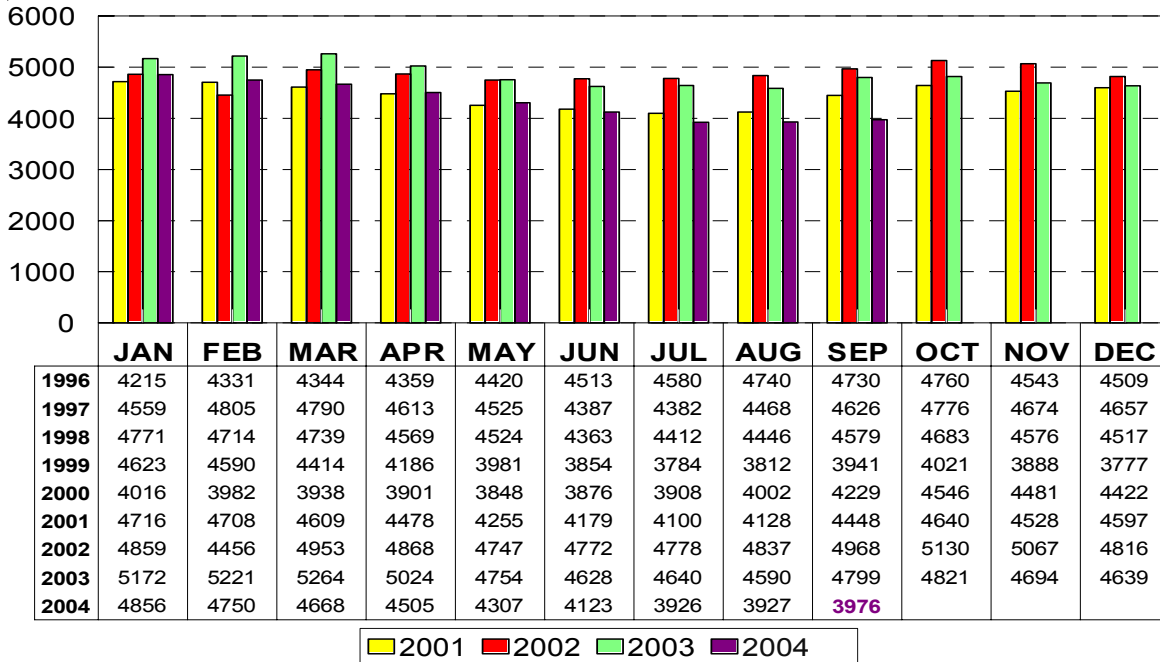
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# RESIDENTIAL STATISTICS

## Active Listings September 2004: 3,976

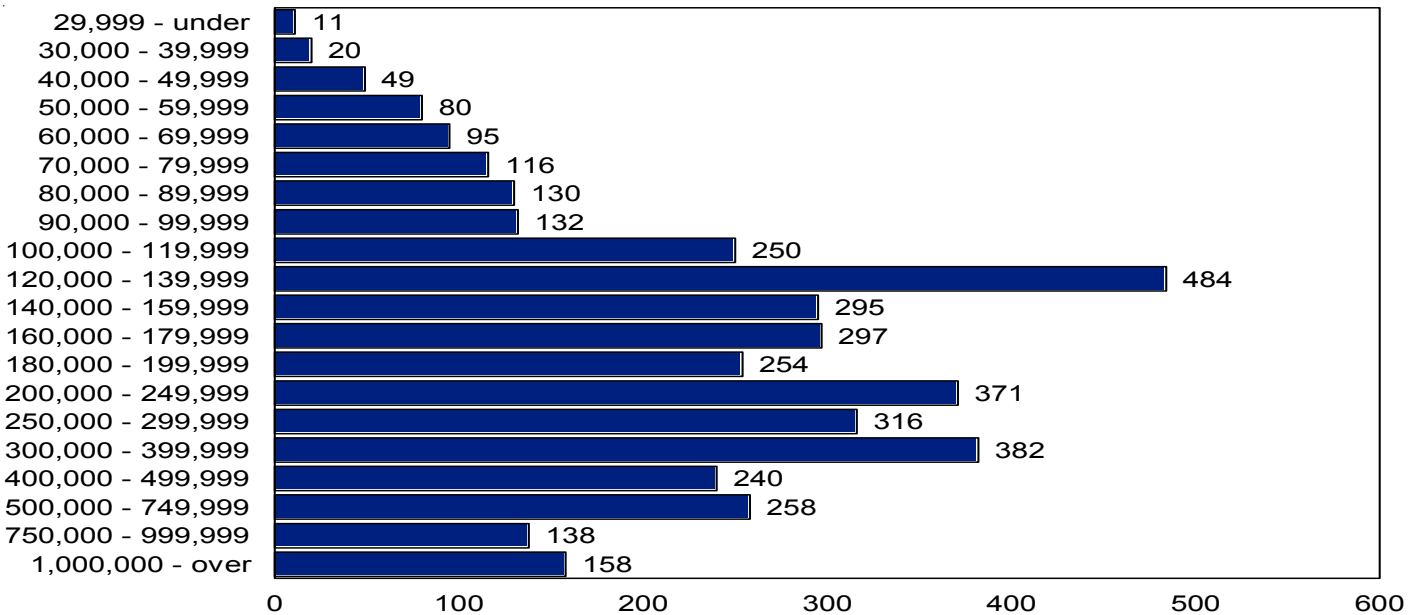


September 2004



Area	Listings
N	363
NE	244
NW	812
XNE	3
XNW	95
C	452
E	223
S	153
SE	337
SW	331
XSW	102
XS	163
W	207
XW	66
CAP	1
CCO	210
CGI	1
CGR	2
CNA	1
CPI	149
CSC	63
CYA	2
PE	5
MEX	11

## Active Listing Price Breakdown September 2004: Average Price: \$311,640

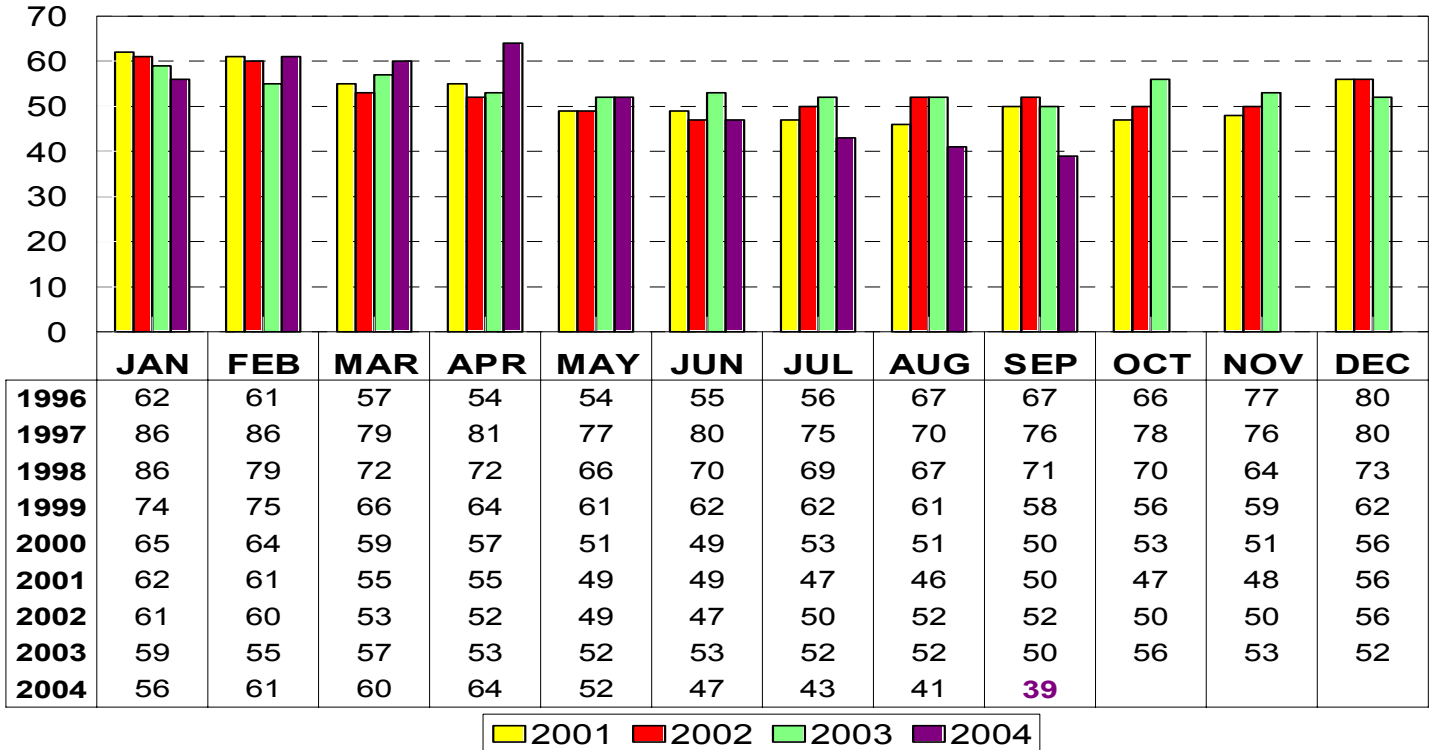


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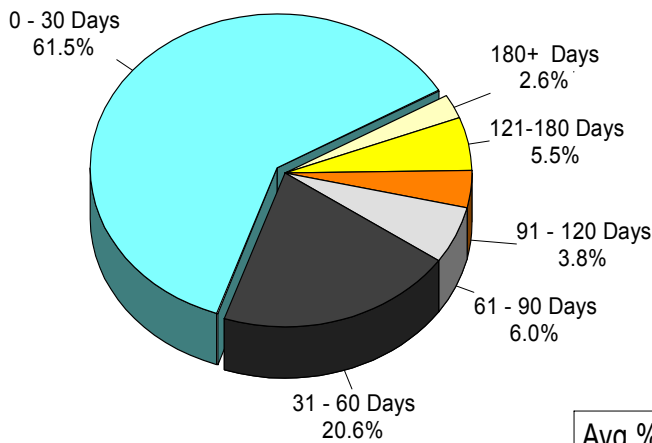
# RESIDENTIAL STATISTICS

## Average Days on Market

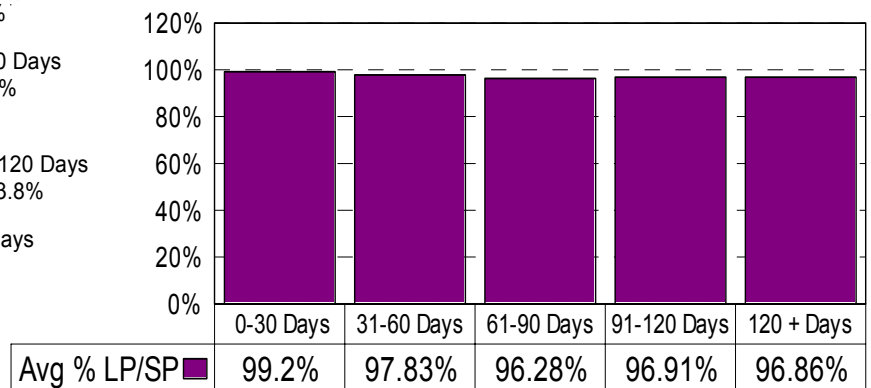
September 2004: 39 days



### September 2004 Average Days on Market Breakdown



### Average % of List Price Received on Solds by Market Time - September 2004



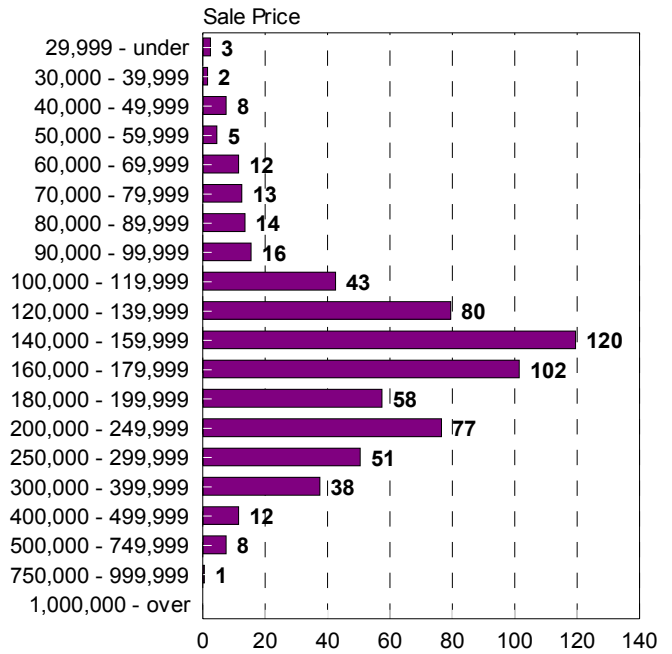
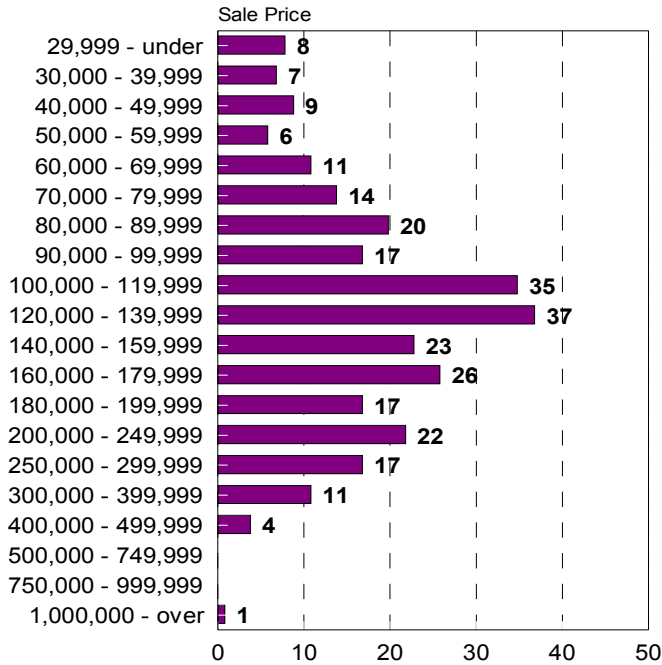
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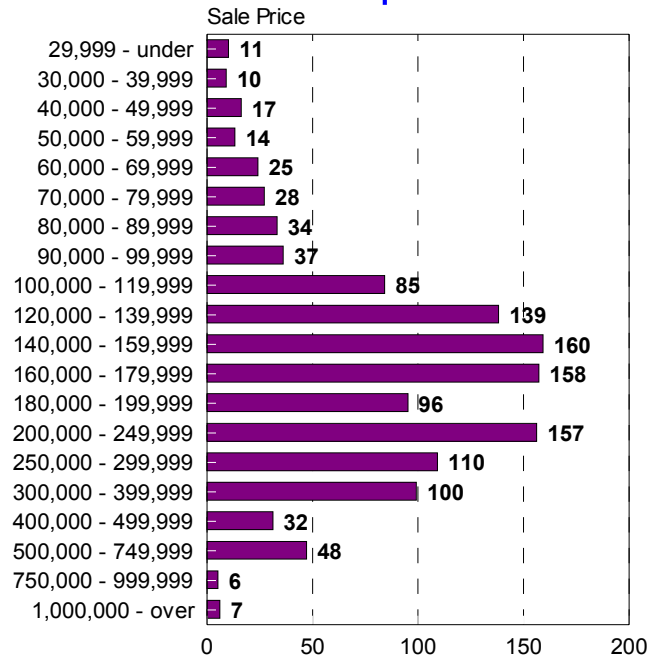
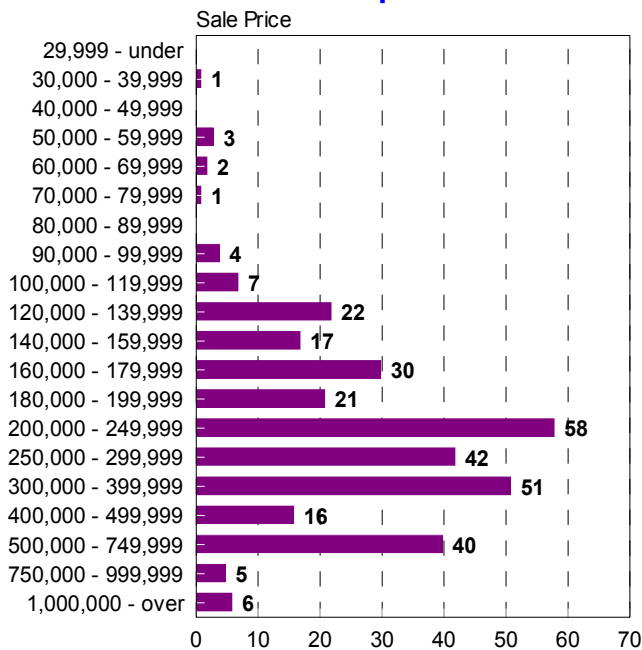
# RESIDENTIAL STATISTICS

## Sales Price Breakdown by Bedrooms

### 0 - 2 Bedrooms September 2004 3 Bedrooms September 2004



### 4 + Bedrooms September 2004 All Bedrooms September 2004



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