

**Tucson Association of REALTORS® Multiple Listing Service, Inc.**  
*Monthly Statistical Digest*



**October 2006**

**FOR IMMEDIATE RELEASE:** November 6, 2006

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**LETTER FROM THE PRESIDENT**

Please take a second to note today's date! In response to memberships requests, our amazing MLS staff has devised a way to bring you the MLS Monthly Statistical Report several weeks earlier than was possible previously. Please realize that we must wait until all the new sold and active listing information is entered into the system by our membership at the end of each month before we can begin to obtain the statistics. My hat is off to our staff!

The market is moving along nicely with a small increase in median sales price from last month. Inventory is beginning to stabilize which helps anxious sellers, yet buyers have a very ample inventory of properties to chose from. Loans are readily available. Interest rates are attractive but may raise over time. Perhaps it's time to go shopping again?

MLS wishes you all a wonderful holiday!

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



*The Tucson Multiple Listing Service, Inc. is a wholly owned subsidiary of the Tucson Association of REALTORS®, dedicated to providing a reliable real estate database for members and the public. The Association represents the interests of 6,300 professionals in the real estate industry, and is affiliated with the National Association of REALTORS®. REALTOR® is a registered collective membership mark which may only be used by professionals who are members and subscribe to its strict code of ethics.*

## Sales Snapshot

### Home Sales Volume

Decreased 17.75% from \$355,266,466 in October 2005 to \$292,204,727 in October 2006. Graph on page 4.

### Home Sales Units

Decreased 19.96% from 1,368 in October 2005 to 1,095 in October 2006. Graph on page 3.

### Average Sales Price (all residential types)

Increased 2.76% from \$259,698 in October 2005 to \$266,854 in October 2006. Graph on page 5.

### Median Sales Price

Decreased 5.58% from \$224,000 in October 2005 to \$211,500 in September 2006. Graph on page 8.

### Average Days on Market

Increased 83.87% from 31 days in October 2005 to 57 days in October 2006. Graph on page 11.

### Pending Contracts (not yet closed in escrow)

Decreased 37.66% from 1,766 in October 2005 to 1,101 in October 2006. Graph on page 9.

### Active Listings

Increased 75.16% from 5,330 in October 2005 to 9,336 in October 2006. Graph on page 10.

### New Listings

Increased 16.65% from 2,474 in October 2005 to 2,886 in October 2006. Graph on page 12.

## Sales Analysis

### Pending Contract Outlook Improves

Even though pending contracts are down compared to 2005 (falling from 5,330 in October 2005 to 1,101 in October 2006), there is good news here. After decreasing since May 2006, pending contracts showed a nice pick up over last month with 354 more pendings in October than in September 2006. This is good news for sellers and shows that some of the inventory is moving.

### Median Sales Price Stabilizing

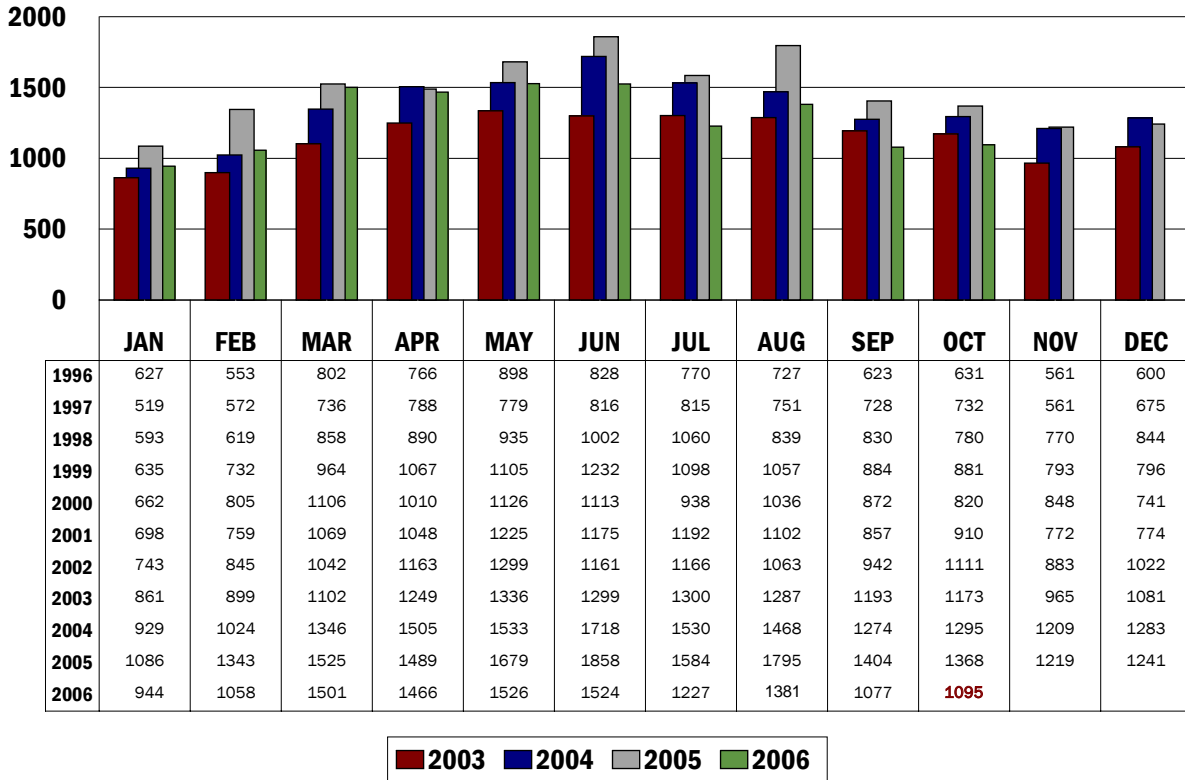
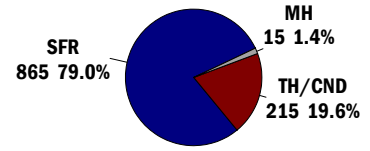
The median sales price for October 2006 dropped 5.58% from October 2005, but it did rise slightly compared to last month - from \$210,000 in September 2006 to \$211,500 in October 2006. This is a positive sign, as it demonstrates that prices are stabilizing after a \$10,900 drop in median sales price from August to September 2006.

Please note: Data in this report 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 in any way responsible for its accuracy. Data maintained by the Association or its MLS does not reflect all real estate activity in the market.

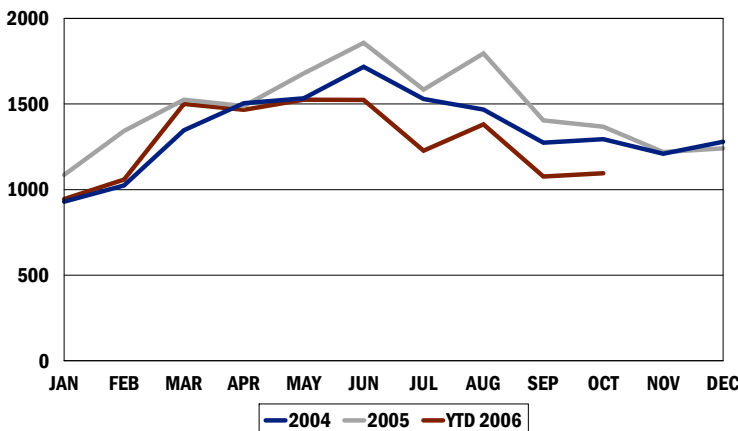
# Total Unit Sales

## October 2006: 1,095 Units

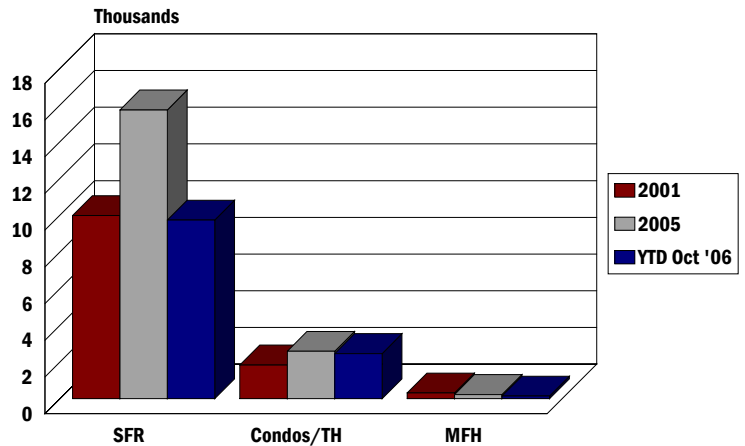
Total unit sales are showing a slight increase from last month, and showing that the market is stabilizing after drops from August to September.



## Total Unit Sales Annual Comparison



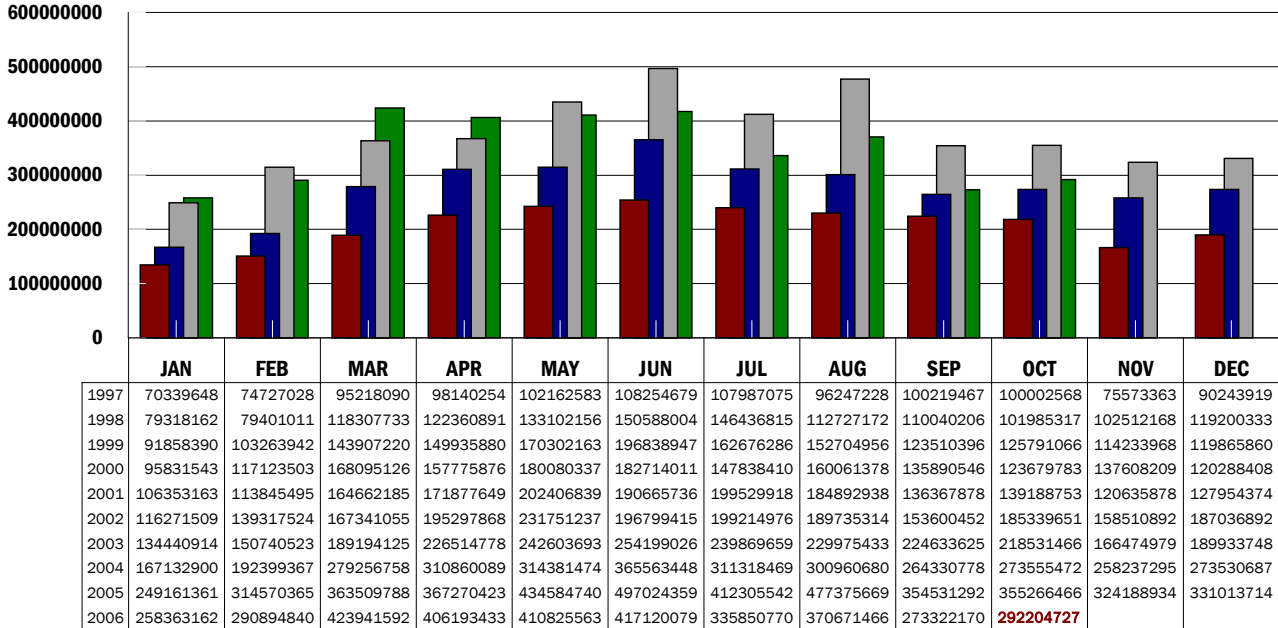
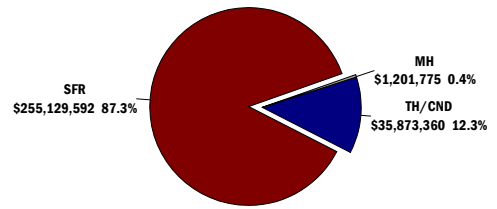
## Types of Units Sold Annual Comparison



# Total Sales Volume

## October 2006: \$292,204,727

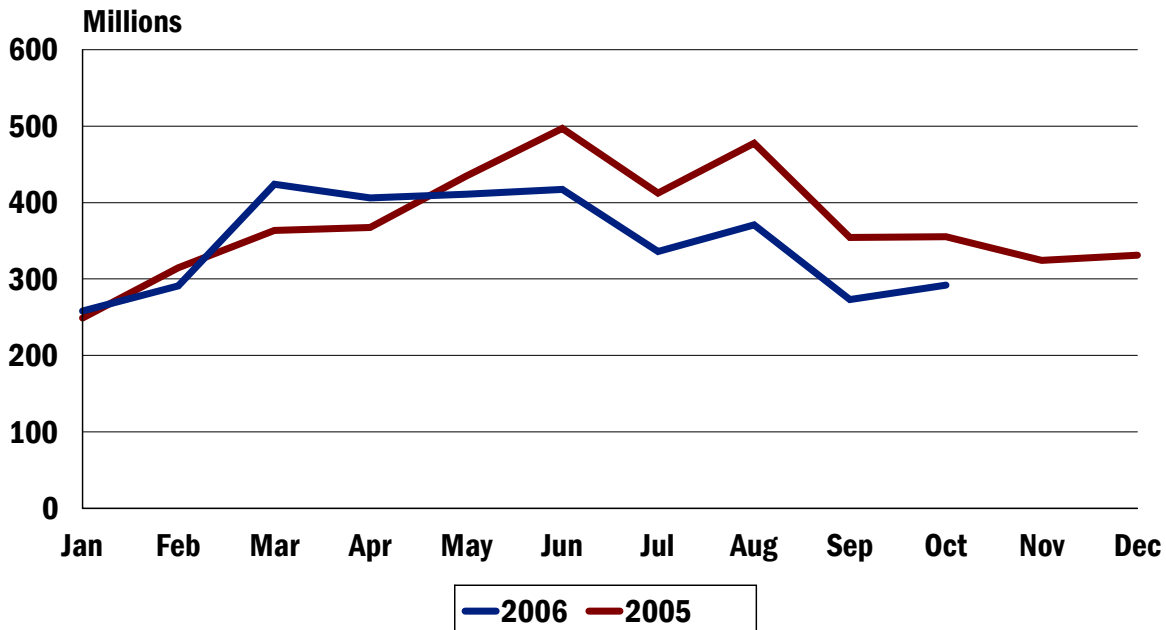
Sales volume has risen slightly after taking a sharp dip from August - September.



■ 2003 ■ 2004 ■ 2005 ■ 2006

# Total Sales Volume

## Annual Comparison

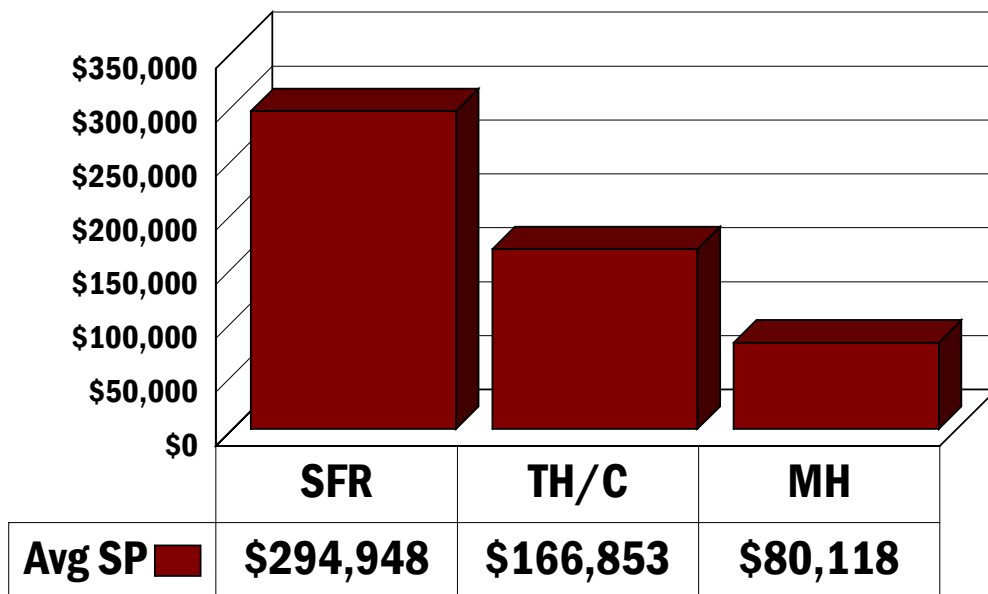
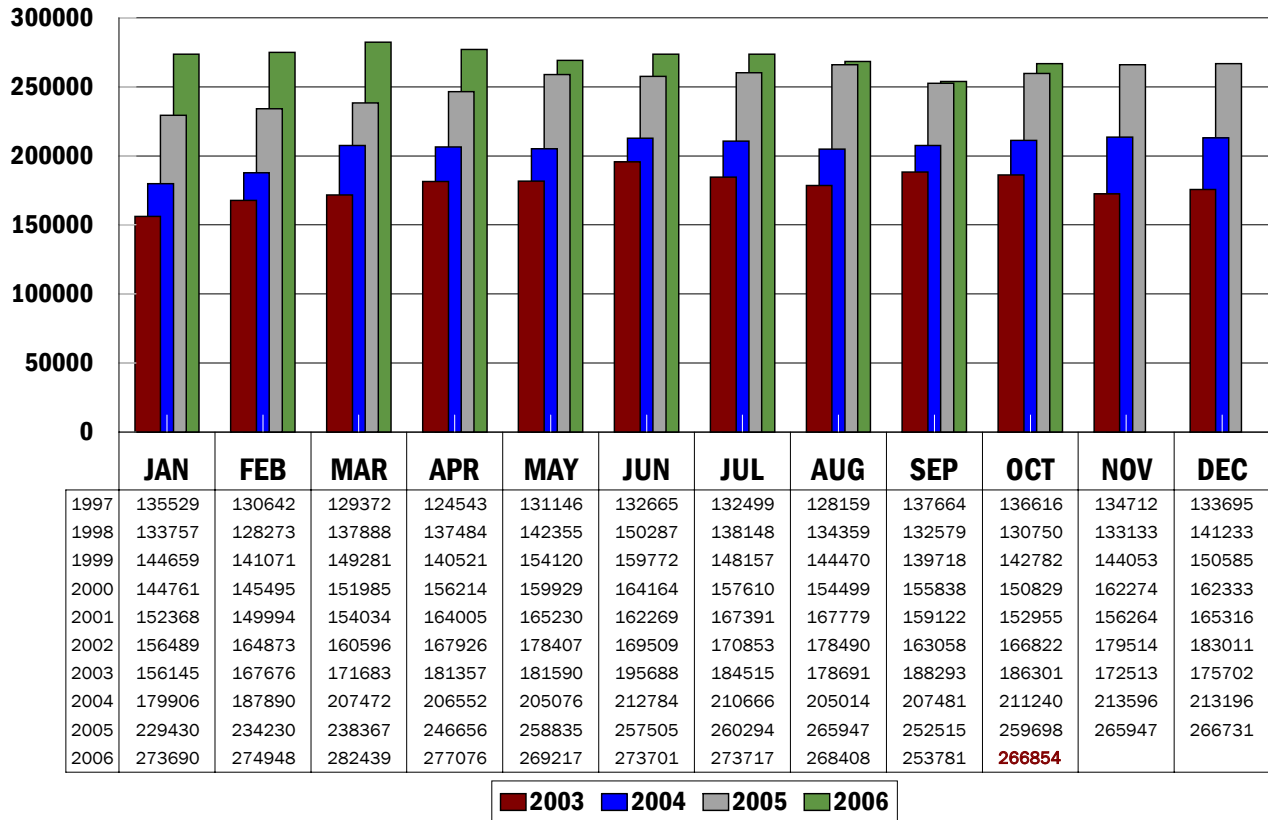


— 2006 — 2005

# Average Sales Price

## October 2006: \$266,854

This \$7,156 increase over a period of a year indicates again that prices are stabilizing which is great news for buyers who have been waiting to see what will happen in the market.



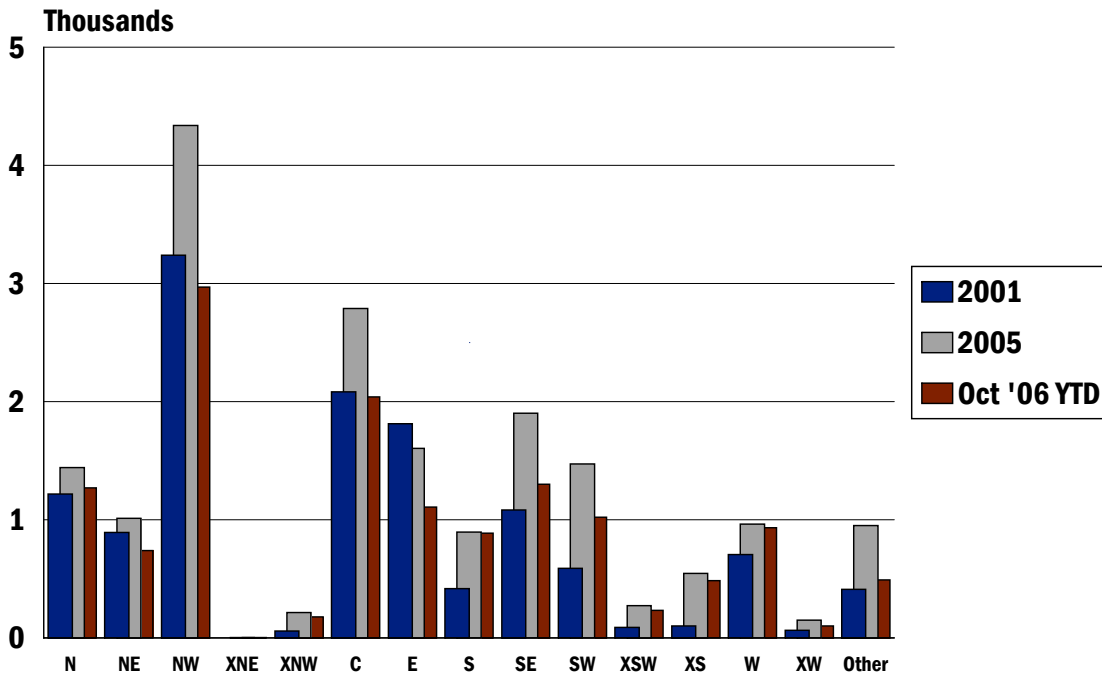
## Number Of Sold Listings Per Area By # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	42	21	32	4	99
NE	9	23	16	1	49
NW	54	116	65	11	246
XNE					
XNW		7	3		10
C	82	78	13	5	178
E	21	45	18	3	87
S	11	56	20		87
SE	12	51	20	4	87
SW	8	36	27	2	73
XSW	10	7	2		19
XS	3	13	20	1	37
W	32	38	6	1	77
XW	2	3	1		6
CCO	3	10	5	1	19
CPI		7	4		11
CSC	2	6			8
PS		1	1		2
<b>TOTAL</b>	<b>291</b>	<b>518</b>	<b>253</b>	<b>33</b>	<b>1,095</b>

### 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



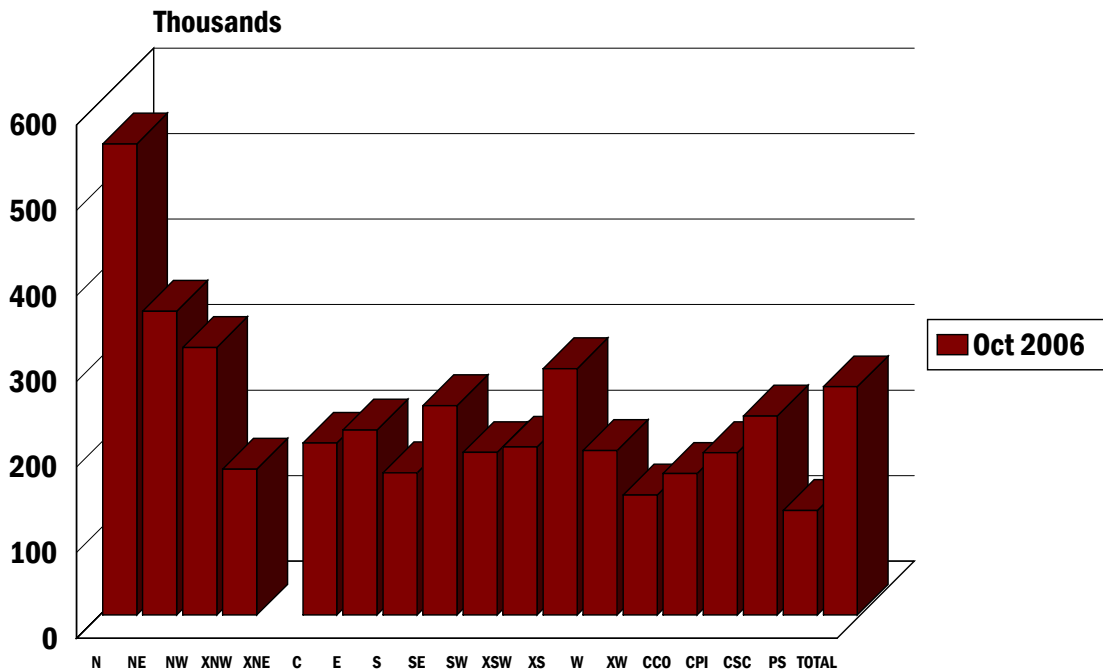
# Average Sales Price Per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
<b>N</b>	\$234,843	\$605,457	\$810,156	\$1,502,250	\$550,626
<b>NE</b>	\$131,611	\$323,261	\$502,813	\$740,000	\$355,194
<b>NW</b>	\$249,707	\$272,127	\$419,421	\$419,718	\$312,724
<b>XNW</b>		\$133,295	\$258,000		\$170,706
<b>XNE</b>					
<b>C</b>	\$147,421	\$222,813	\$308,362	\$460,980	\$201,020
<b>E</b>	\$146,583	\$227,357	\$255,045	\$304,633	\$216,253
<b>S</b>	\$117,457	\$169,915	\$183,889		\$166,495
<b>SE</b>	\$181,335	\$227,700	\$293,705	\$410,703	\$244,892
<b>SW</b>	\$105,488	\$189,383	\$216,097	\$192,000	\$190,141
<b>XSW</b>	\$182,865	\$177,319	\$330,000		\$196,310
<b>XS</b>	\$98,333	\$270,298	\$314,123	\$567,000	\$288,063
<b>W</b>	\$130,566	\$221,588	\$289,622	\$481,000	\$192,431
<b>XW</b>	\$76,000	\$99,833	\$390,000		\$140,250
<b>CCO</b>	\$96,667	\$172,750	\$166,080	\$295,000	\$165,416
<b>CPI</b>		\$145,796	\$267,394		\$190,014
<b>CSC</b>	\$262,500	\$222,500			\$232,500
<b>PS</b>		\$96,500	\$148,000		\$122,250
<b>TOTAL</b>	\$176,218	\$242,973	\$383,836	\$544,076	\$266,854

## 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

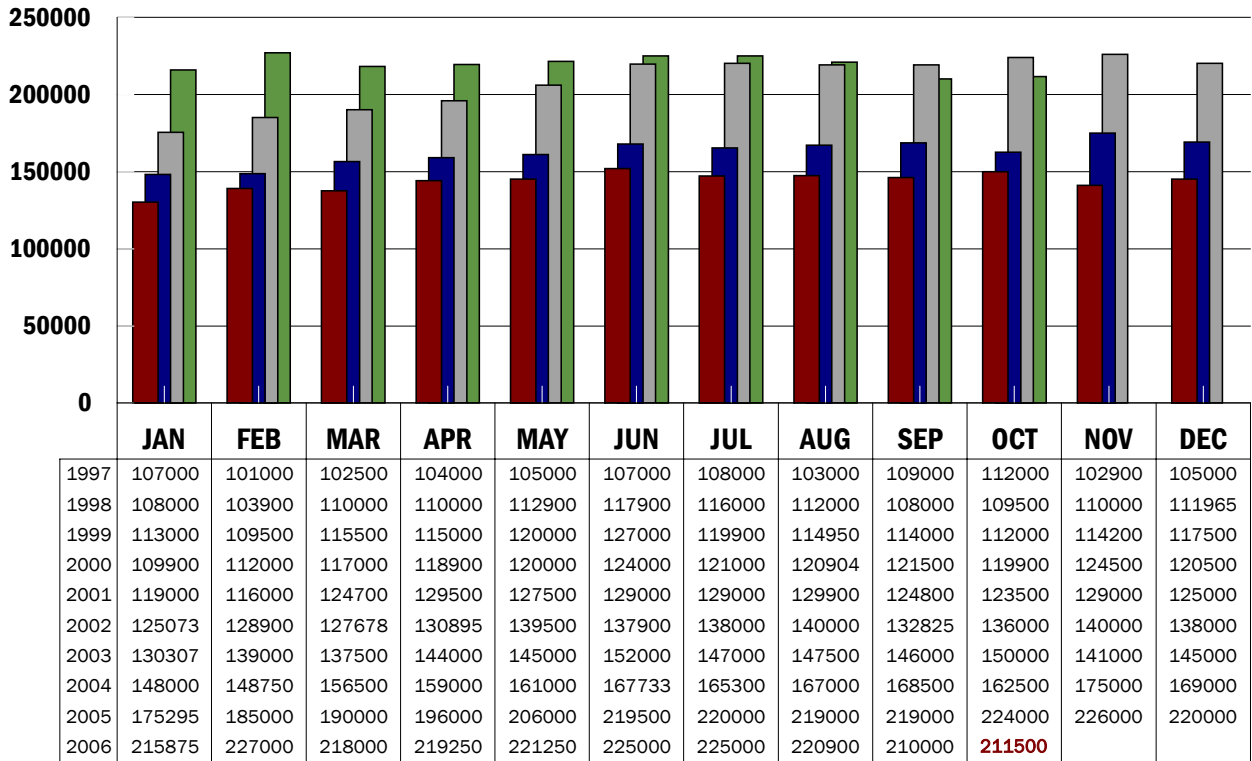
# Average Sales Price Per Area



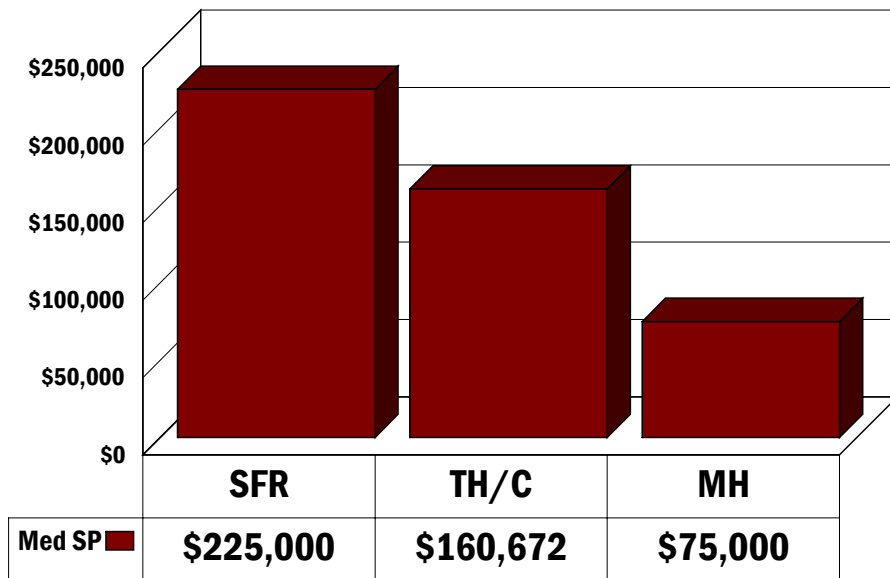
# Median Sales Price

## October 2006: \$211,500

Median sale price inched UP a bit from last month again showing a stabilizing market.

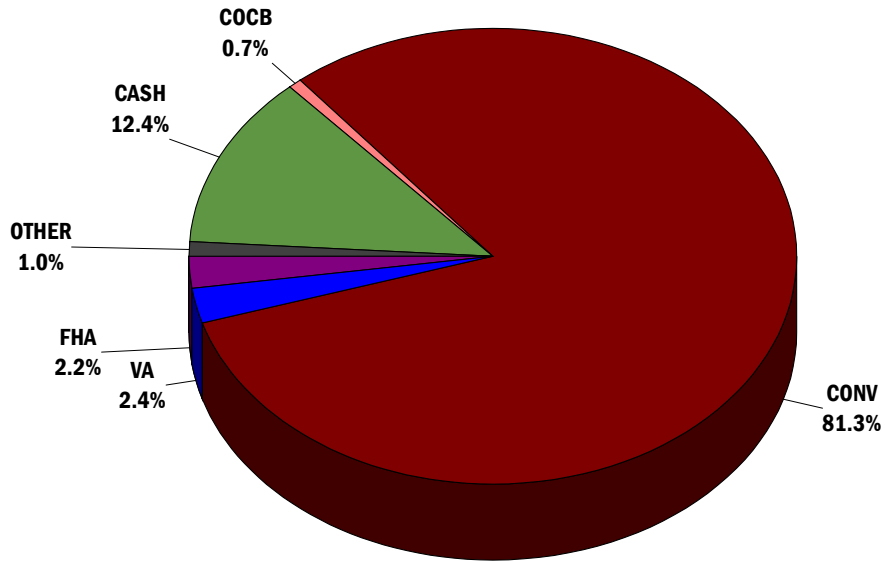


■ 2003 ■ 2004 ■ 2005 ■ 2006



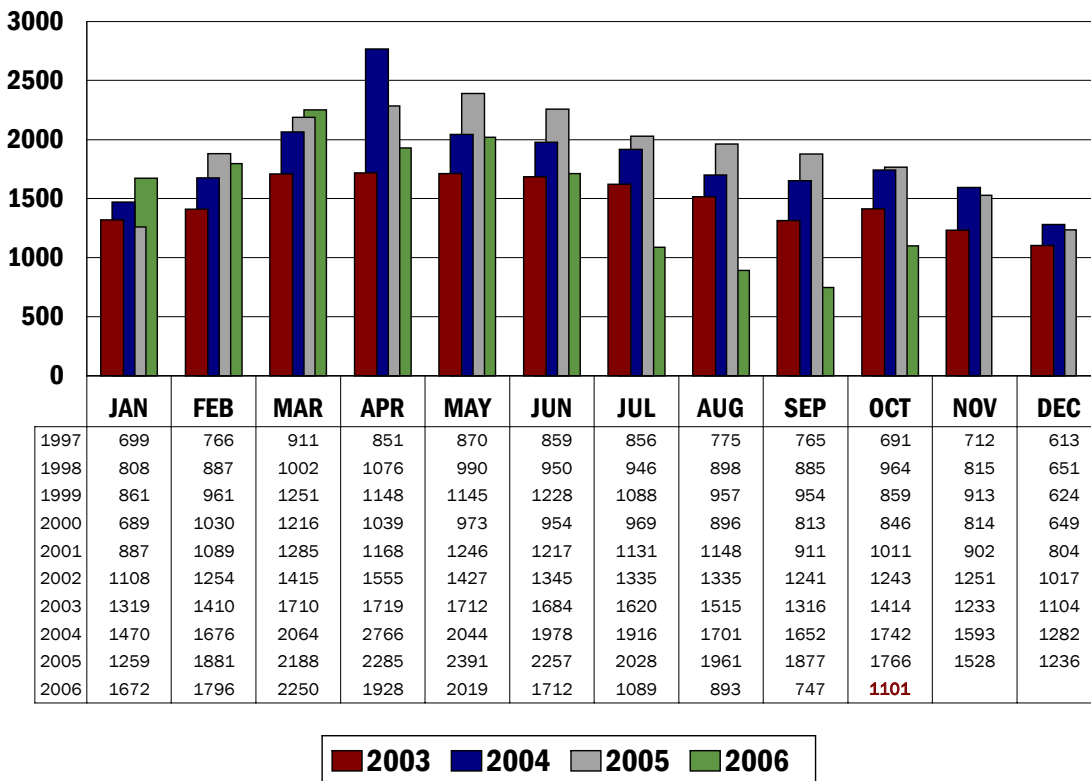


# Terms of Sale October 2006



## Total Listings Under Contract\* Reported October 2006: 1101

Pending contracts show a nice pick up over last month with 354 more pendings than last month! Good news for sellers.

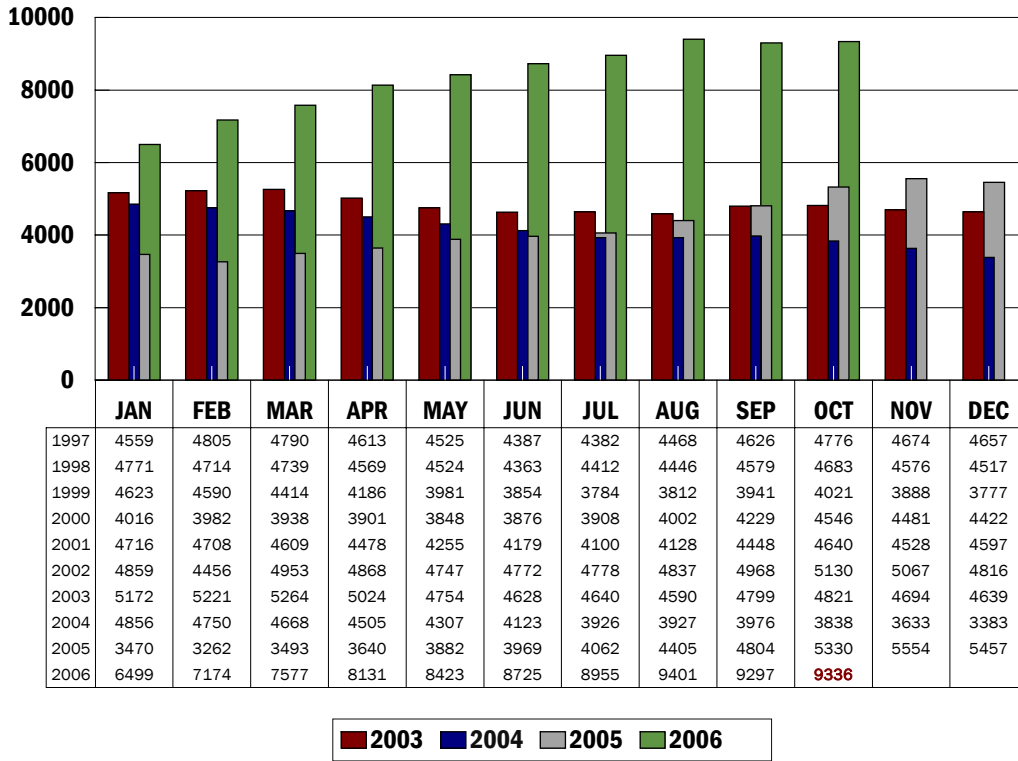


\*Note: Data includes listings under contract that remained active on the market.

# Active Listings

## October 2006: 9,336

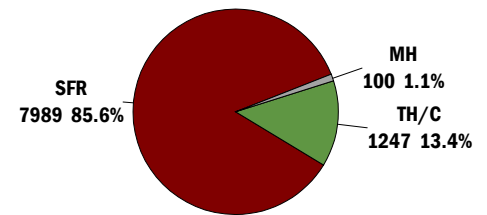
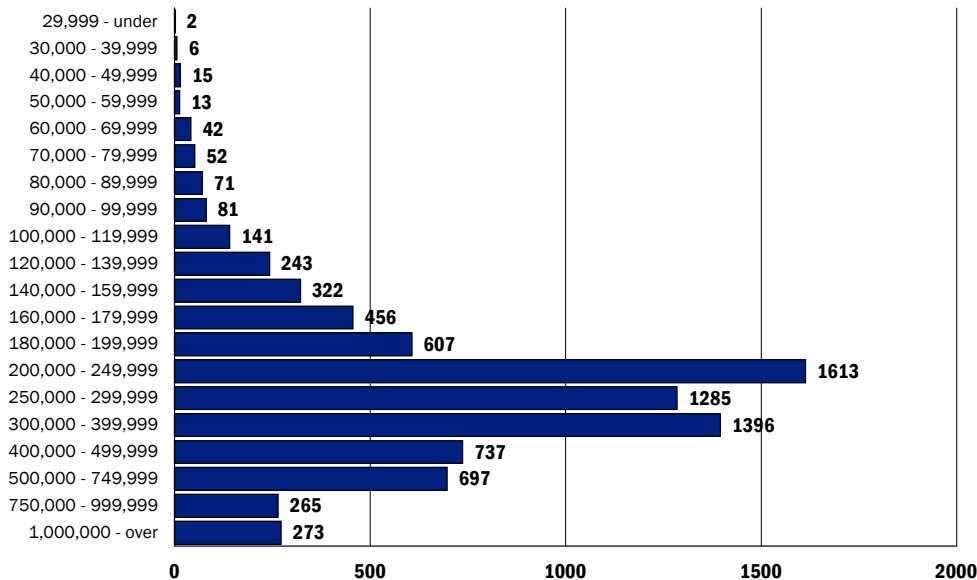
Active listings have risen slightly over September 2006, but are still down from the high in August.



### October 2006

Area	Listings
N	745
NE	441
NW	2465
XNE	3
XNW	112
C	1157
E	516
S	451
SE	850
SW	652
XSW	278
XS	572
W	447
XW	73
CCO	269
CGI	3
CGR	1
CGE	1
CMA	5
CNA	8
CPI	110
CSC	139
CYA	1
PE	6
PFW	1
PNW	2
PS	5
SVT	1
MEX	18
ZZZ	1

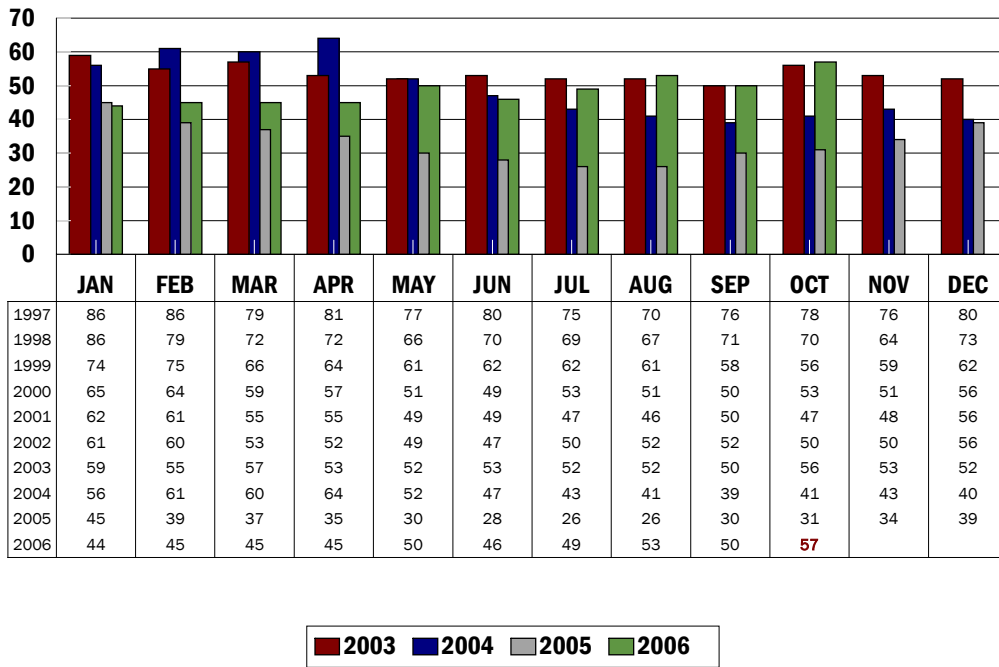
## Active Listing Price Breakdown



# Average Days on Market

## October 2006: 57 Days

Average time on market has risen compared to September, as we deal with the large inventory.

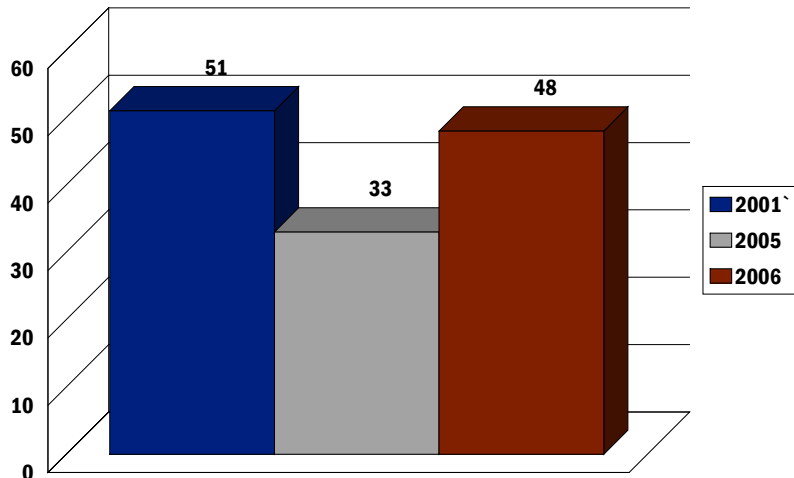


### October 2006

Area	DOM
N	63
NE	49
NW	56
XNW	40
C	40
E	49
S	50
SE	63
SW	66
XSW	77
XS	88
W	79
XW	71
CCO	84
CPI	52
CSC	83
PE	6

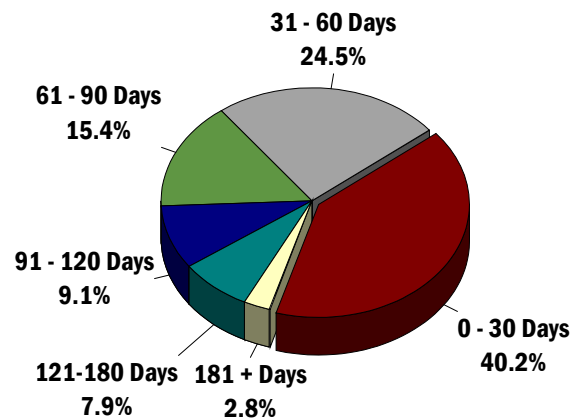
# Average Days on Market

## Annual Comparison



# Average Days on Market

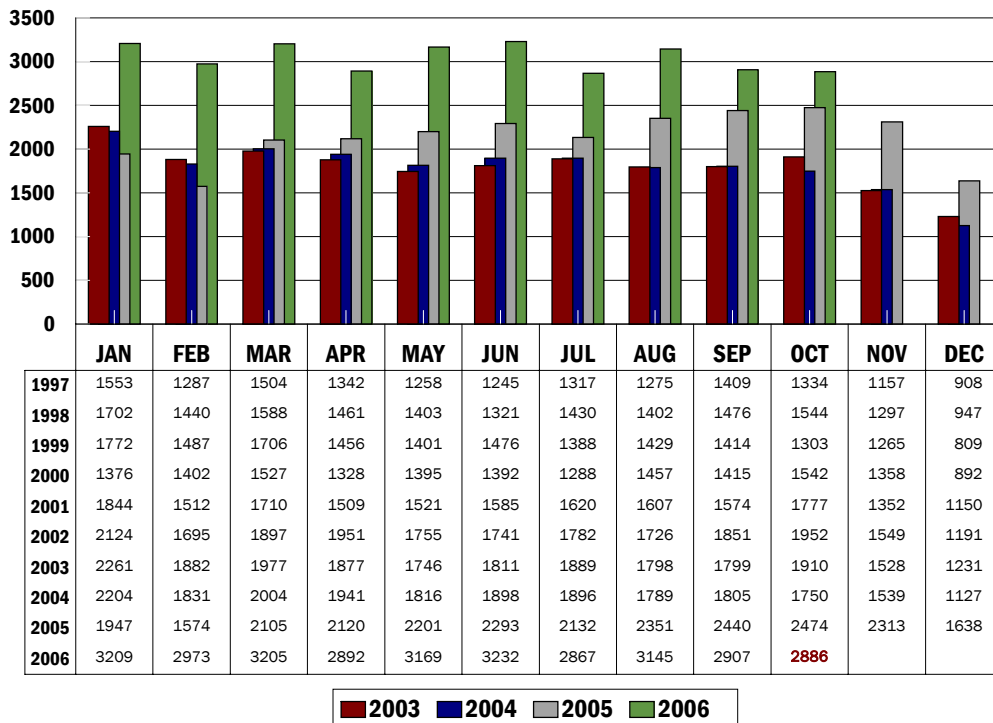
## October 2006



# New Listings

## October 2006: 2,886 Listings

New listings are coming onto the market at a slightly slower rate, which is also good news for sellers.



### October 2006

Area	New
N	204
NE	113
NW	705
XNE	1
XNW	25
C	347
E	185
S	143
SE	260
SW	186
XSW	74
XS	153
W	122
XW	13
CCO	55
CMA	2
CPI	27
CSC	20
PE	2
PFW	1
PNW	1
PS	1
MEX	1

# New Construction\* Sold Information

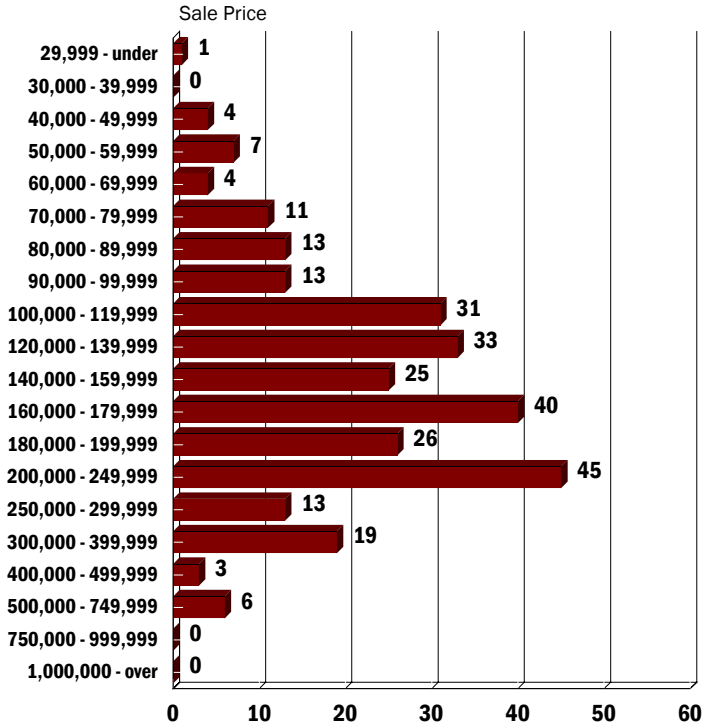
## October 2006: 62 Units

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>
<b>2003 Totals</b>	<b>478</b>	<b>108,171,172</b>	<b>226,300</b>	<b>173,185</b>
<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	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
<b>2005 Totals</b>	<b>580</b>	<b>183,798,804</b>	<b>316,894</b>	<b>233,720</b>
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	83	29,947,831	360,817	247,937
May 2006	72	21,383,637	296,995	232,870
June 2006	60	17,576,880	292,948	250,521
July 2006	43	15,733,983	365,907	263,500
August 2006	63	19,713,398	312,911	238,000
September 2006	57	15,817,265	277,496	255,900
<b>October 2006</b>	<b>62</b>	<b>19,322,815</b>	<b>311,658</b>	<b>223,875</b>
<b>2006 Totals</b>	<b>590</b>	<b>185,093,936</b>	<b>313,719</b>	<b>238,075</b>

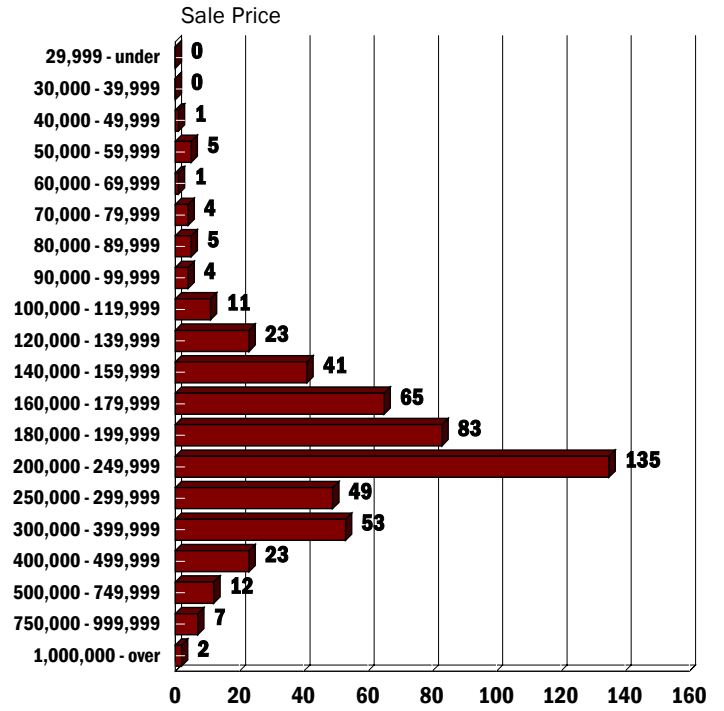
\*Note: This information represents only New Construction Listings entered in the MLS.

# Sales Price by Bedrooms

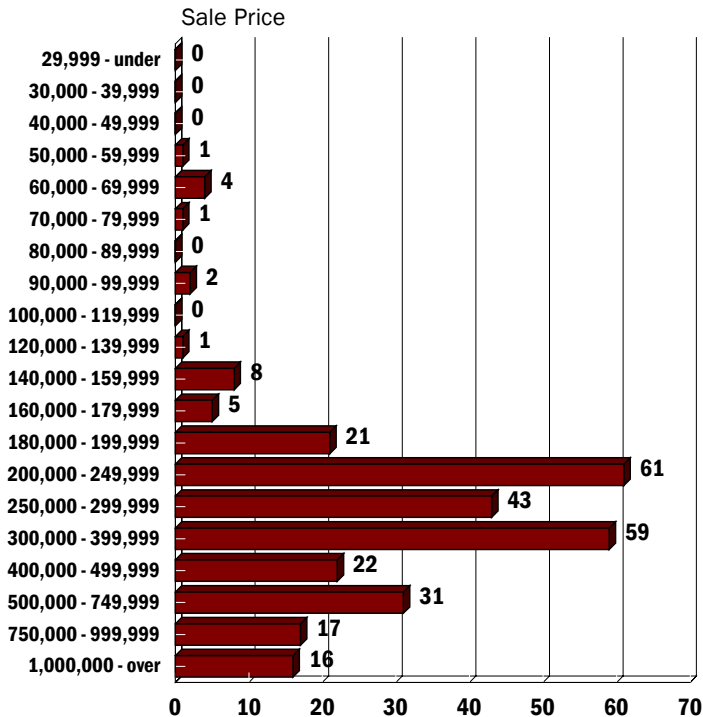
## 0-2 Bedrooms



## 3 Bedrooms



## 4+ Bedrooms



## All Bedrooms

