

**November  
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: **December 17, 2004**

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## November 2004 Residential Home Sales

The Tucson Association of REALTORS® Multiple Listing Service, Inc. reports that November, 2004's total home sales volume increased 55.1% from last year's \$166,474,979 to \$258,237,295, while home sales units increased by 25.3% from the 965 units sold in November, 2003, 1,209 units sold in November, 2004. November's average sale price for all residential types shows an increase of 23.8% from last year's \$172,513 to \$213,596 in 2004. The median sale price, the price at which half the homes were sold above and half below, increased 24.1% from 2003's \$141,000 to \$175,000, in November, 2004. The average sale price for Single Family Residences was \$226,143 in November, 2004, compared with \$185,206 in November, 2003, resulting in a 22.1% increase.

Average days on market decreased to 43 in November, 2004 compared to 53 in November, 2003, with 58.2% 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 29.2% from 1,233 in November, 2003, to 1,593 in November, 2004. The 3,633 active listings in November, 2004, were 22.6% under the 4,694 in November, 2003, and the 1,539 listings added during November, 2004, increased by .7% from the 1,528 listings added in November, 2003.

"Once again the monthly home sales figures show a great increase over the prior year, with November, 2004's 1,209 closed sales units 25.3% ahead of November, 2003," said Judy Lowe, President of the Tucson Association of REALTORS® Multiple Listing Service. "The increased sales activity is also reflected in an active listing inventory 22.6% below this time last year even though there were 1,539 new listings added in November. All indications show that the 2005 Tucson housing market will bring more of the same."

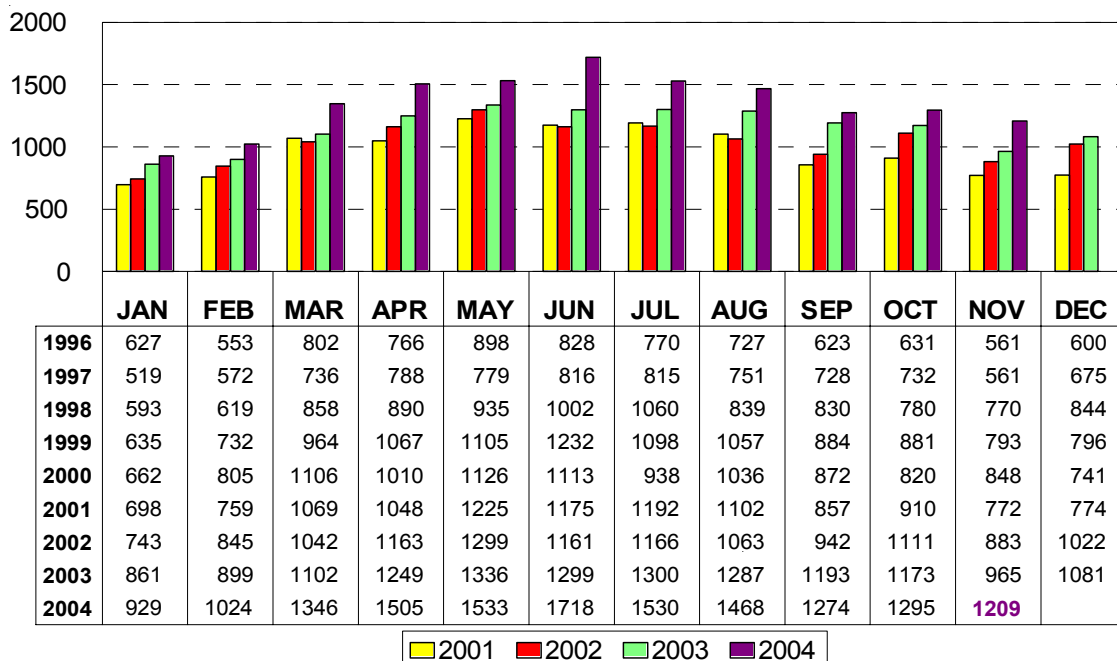
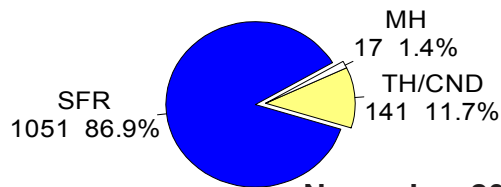
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# RESIDENTIAL STATISTICS

## Total Unit Sales

November 2004: 1,209 Units

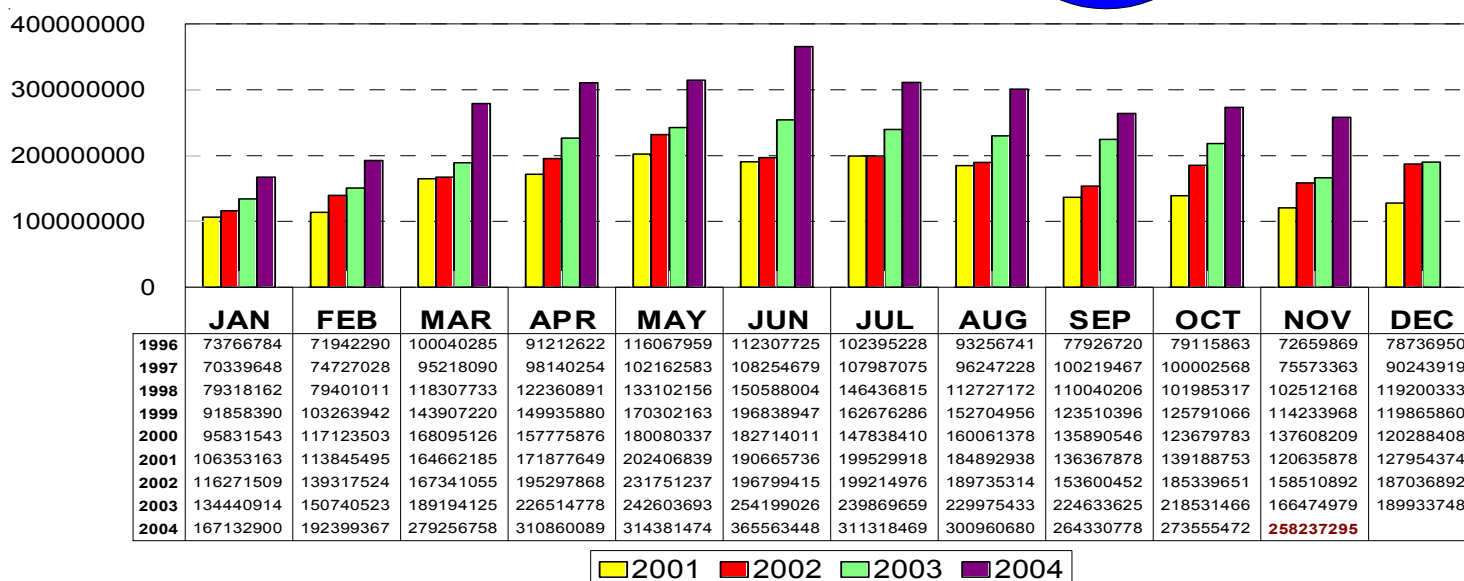
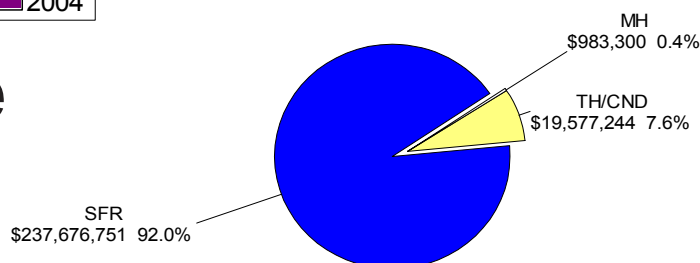


November 2004

Area	Sales	Avg Sale Price (\$)
N	86	411972
NE	61	299023
NW	348	229228
XNW	13	125662
C	155	186884
E	91	198171
S	49	103082
SE	145	174962
SW	81	119880
XSW	17	183799
XS	31	134030
W	56	198988
XW	7	119150
CCO	33	106179
CPI	28	247396
CSC	7	422571
PE	1	285000

## Total Sales Volume

November 2004: \$258,237,295

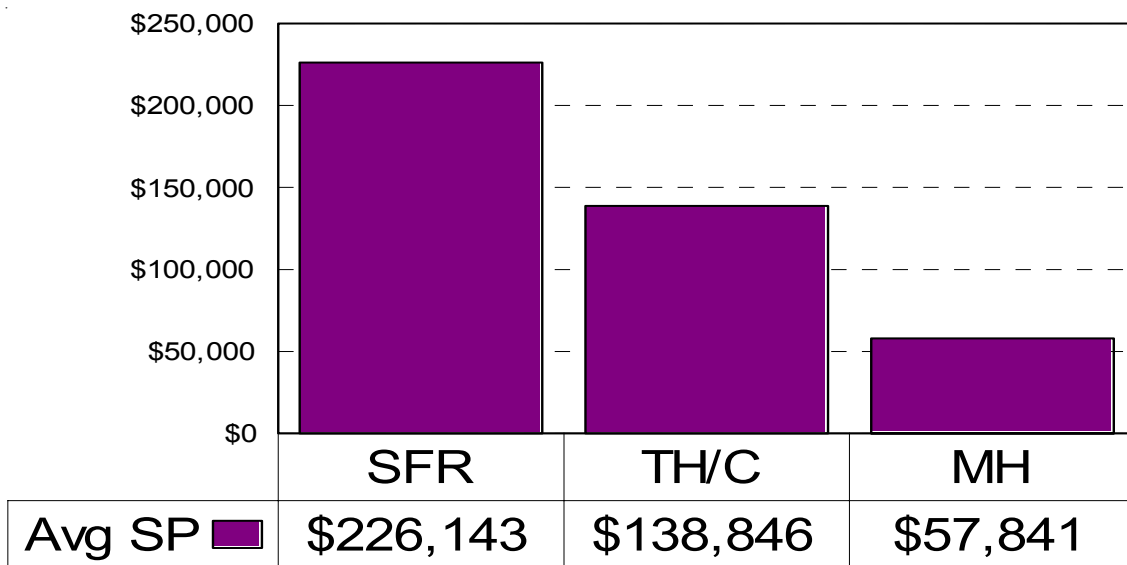
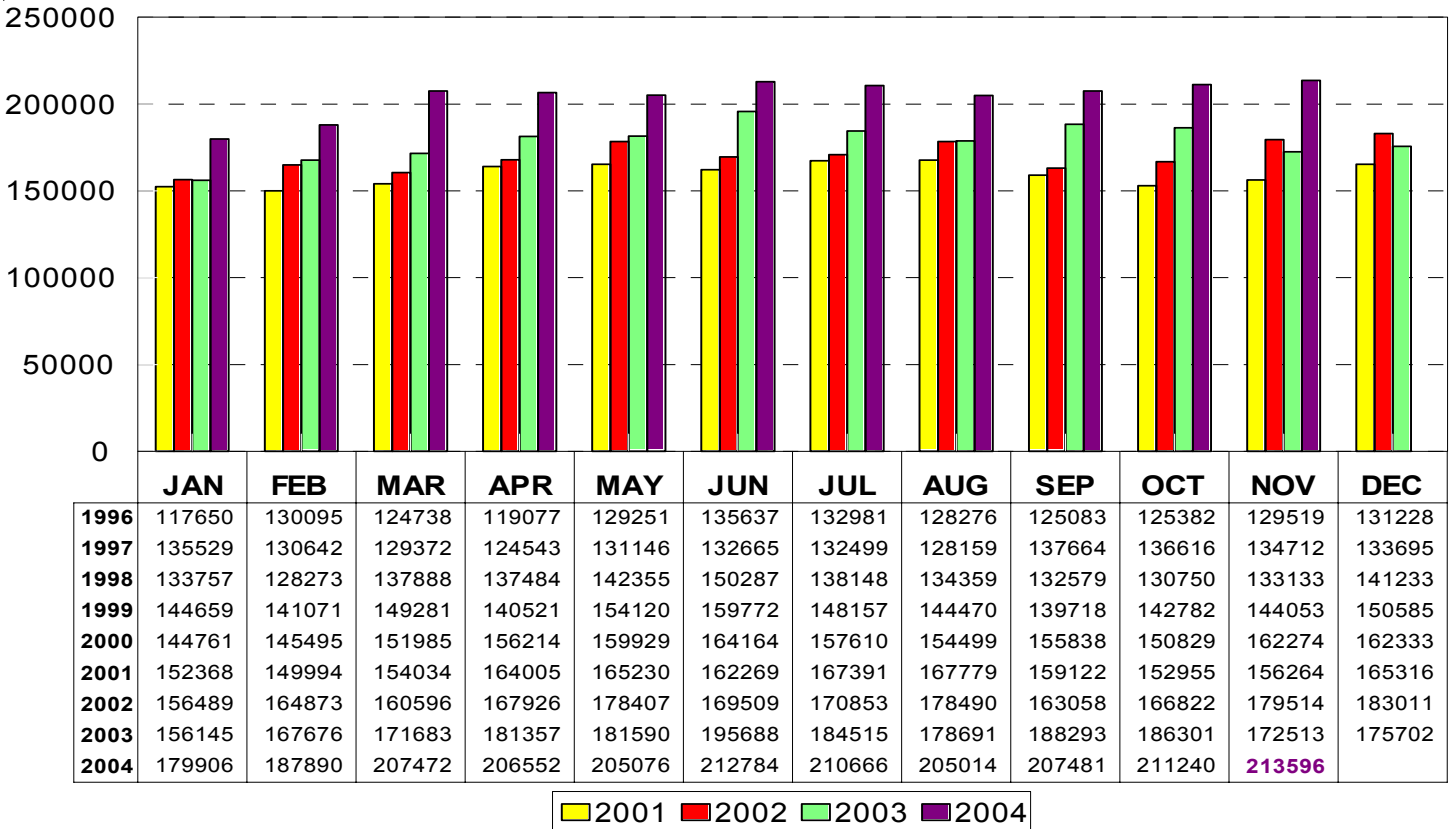


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## RESIDENTIAL STATISTICS

# Average Sale Price

November 2004: \$213,596

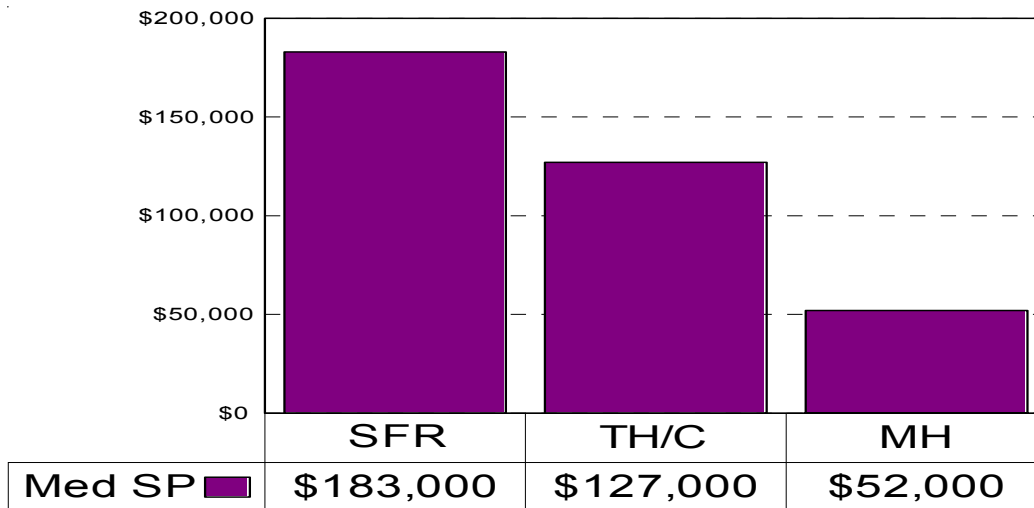
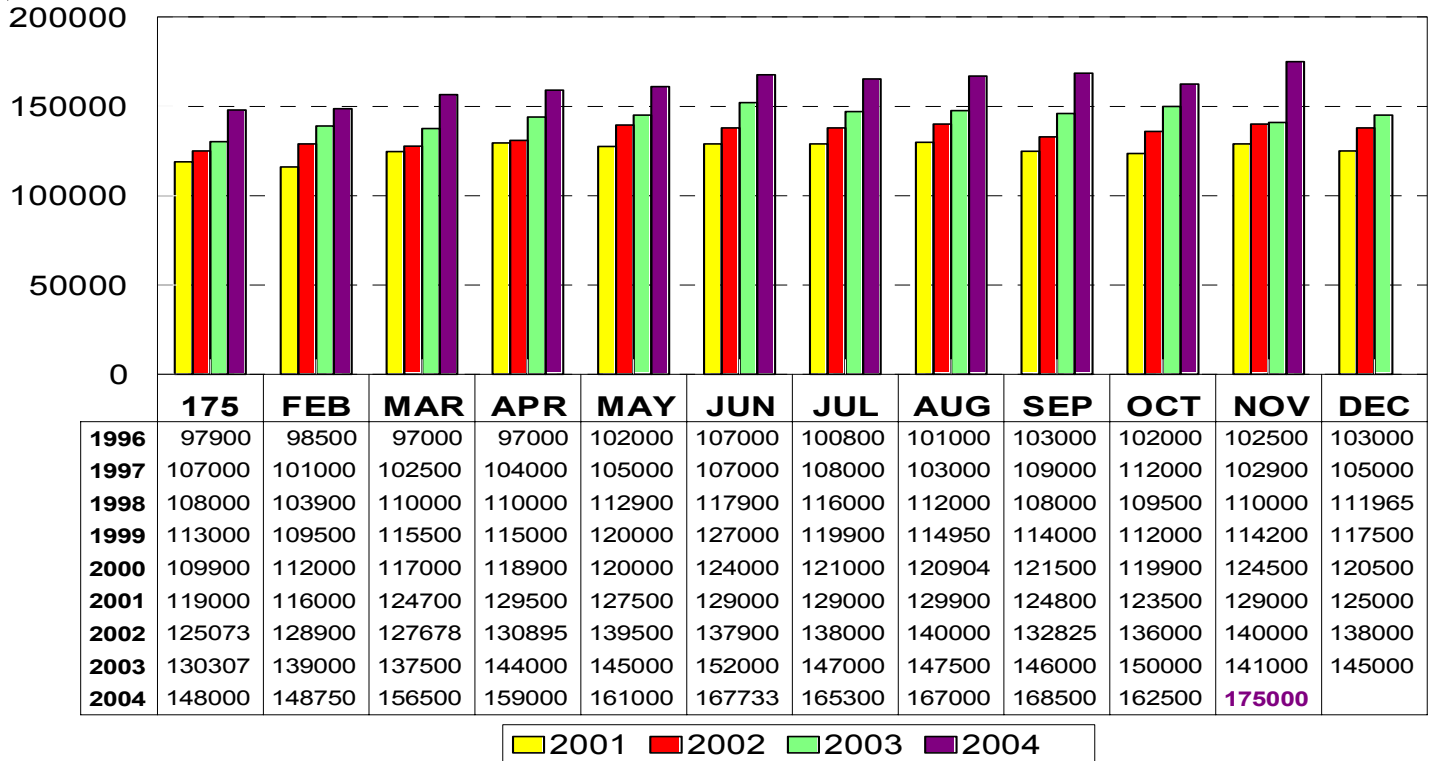


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## RESIDENTIAL STATISTICS

# Median Sale Price

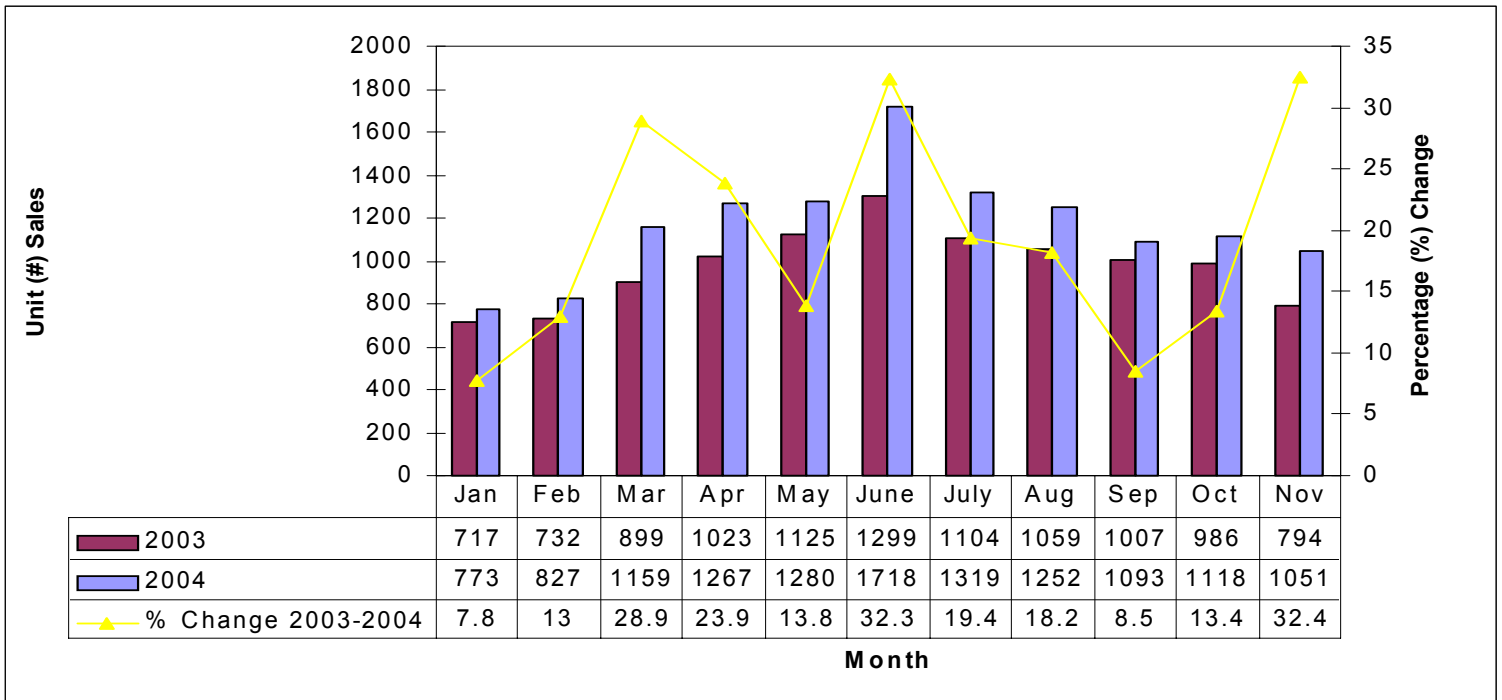
November 2004: \$175,000



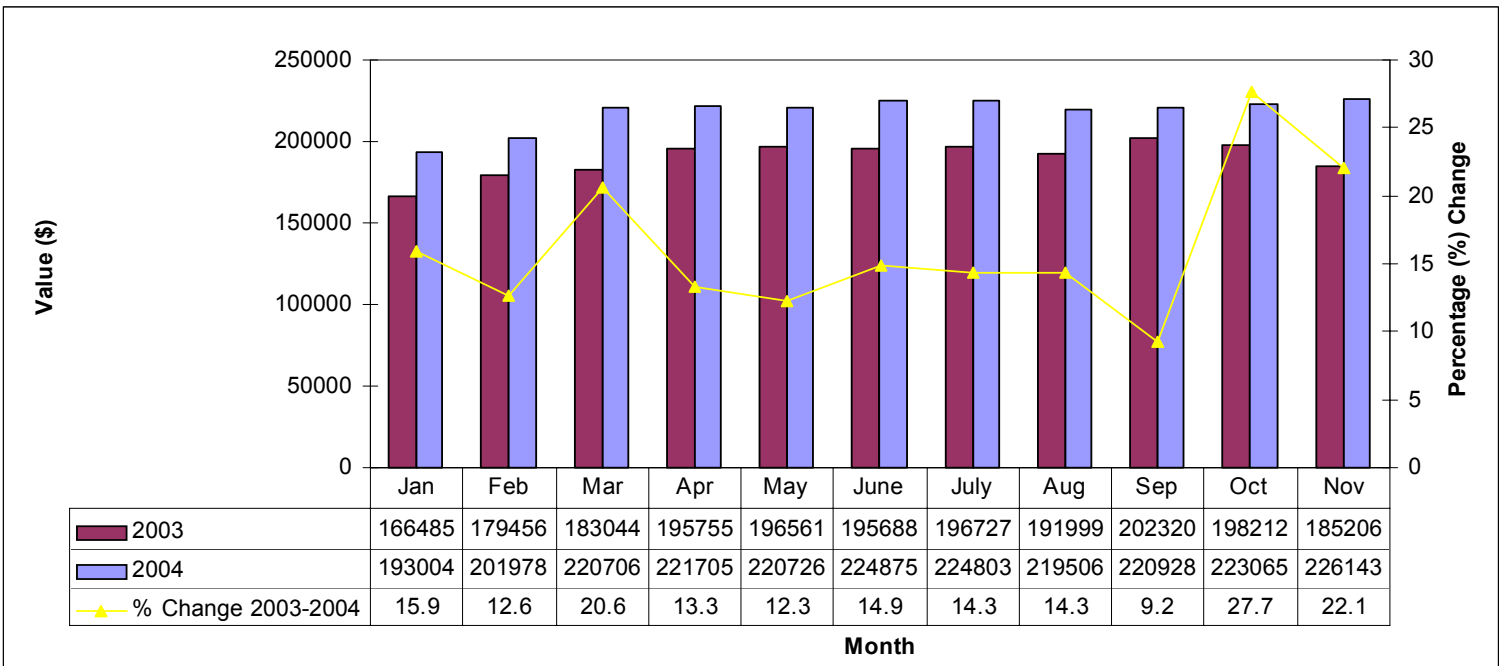
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## RESIDENTIAL STATISTICS

# % Change: SFR Unit Sales



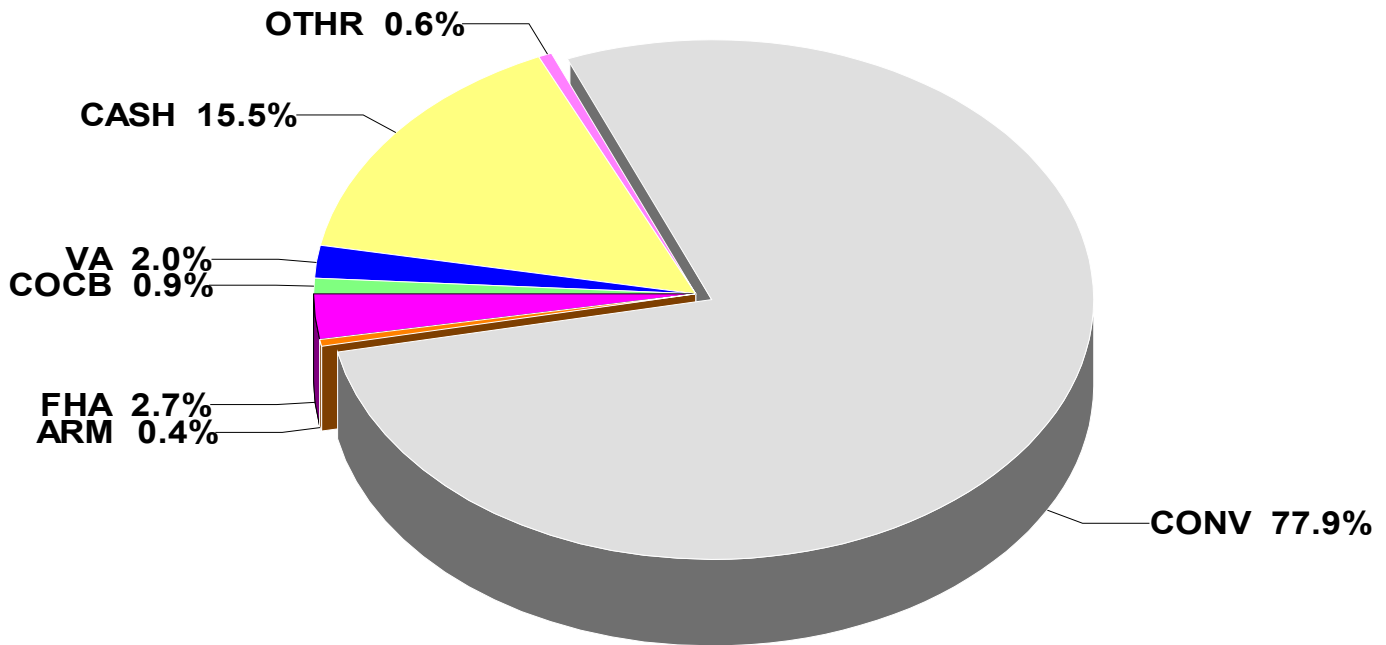
# % Change: SFR Avg Sale Price



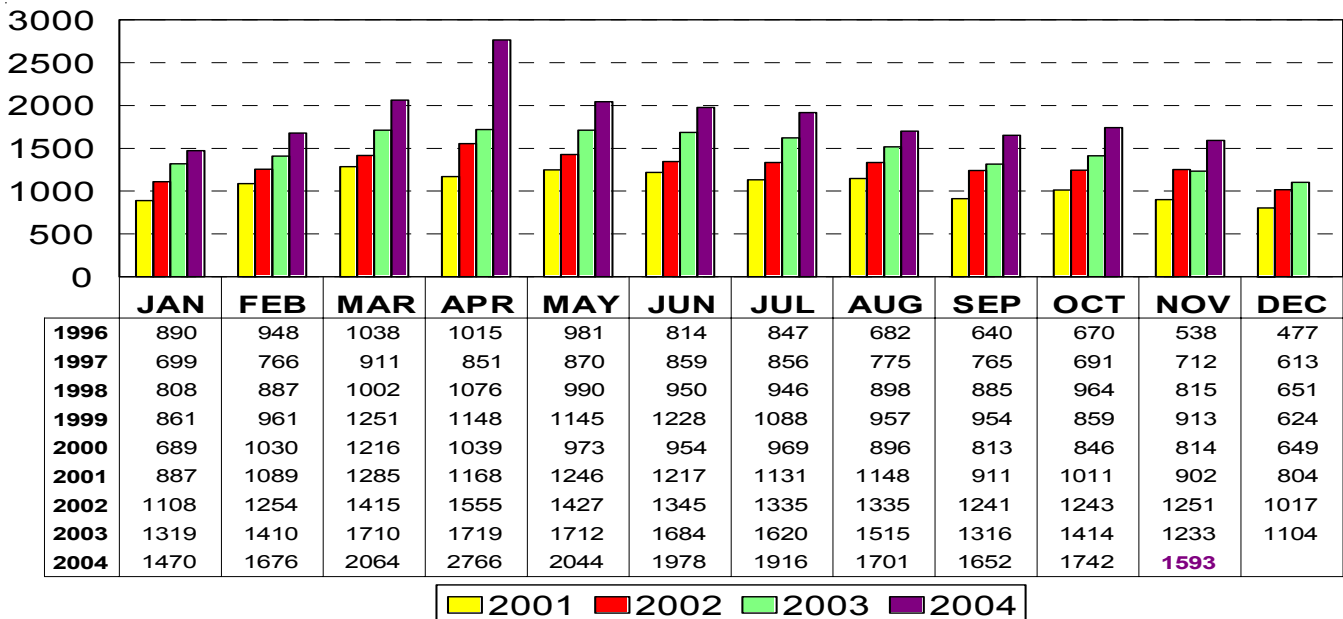
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## RESIDENTIAL STATISTICS

### Terms of Sale: November 2004



### Total Listings Under Contract\* Reported November 2004: 1,593



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

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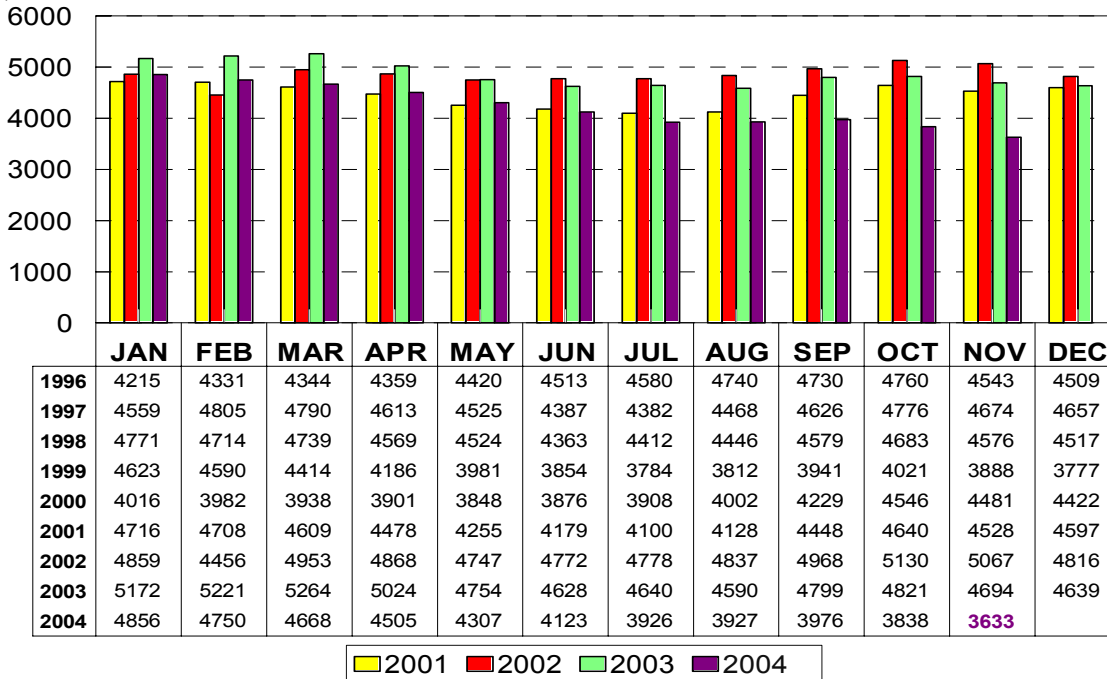
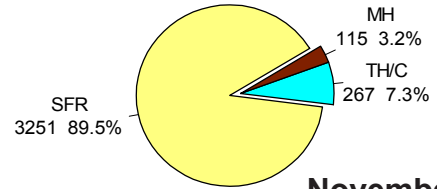
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# RESIDENTIAL STATISTICS

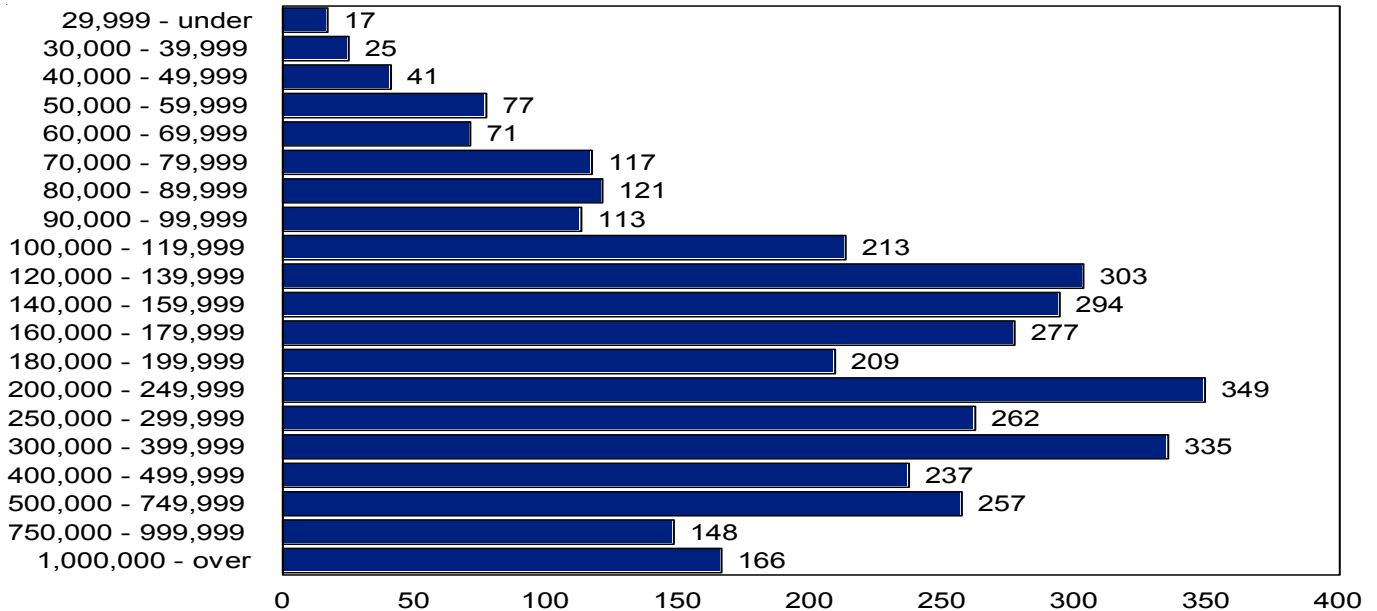
## Active Listings November 2004: 3,633



### November 2004

Area	Listings
N	339
NE	214
NW	711
XNE	1
XNW	77
C	435
E	215
S	149
SE	274
SW	283
XSW	107
XS	150
W	184
XW	62
CAP	2
CCO	194
CGI	1
CMA	1
CNA	1
CPI	150
CSC	64
CYA	2
PE	6
PS	1
MEX	10

## Active Listing Price Breakdown November 2004: Average Price: \$331,290

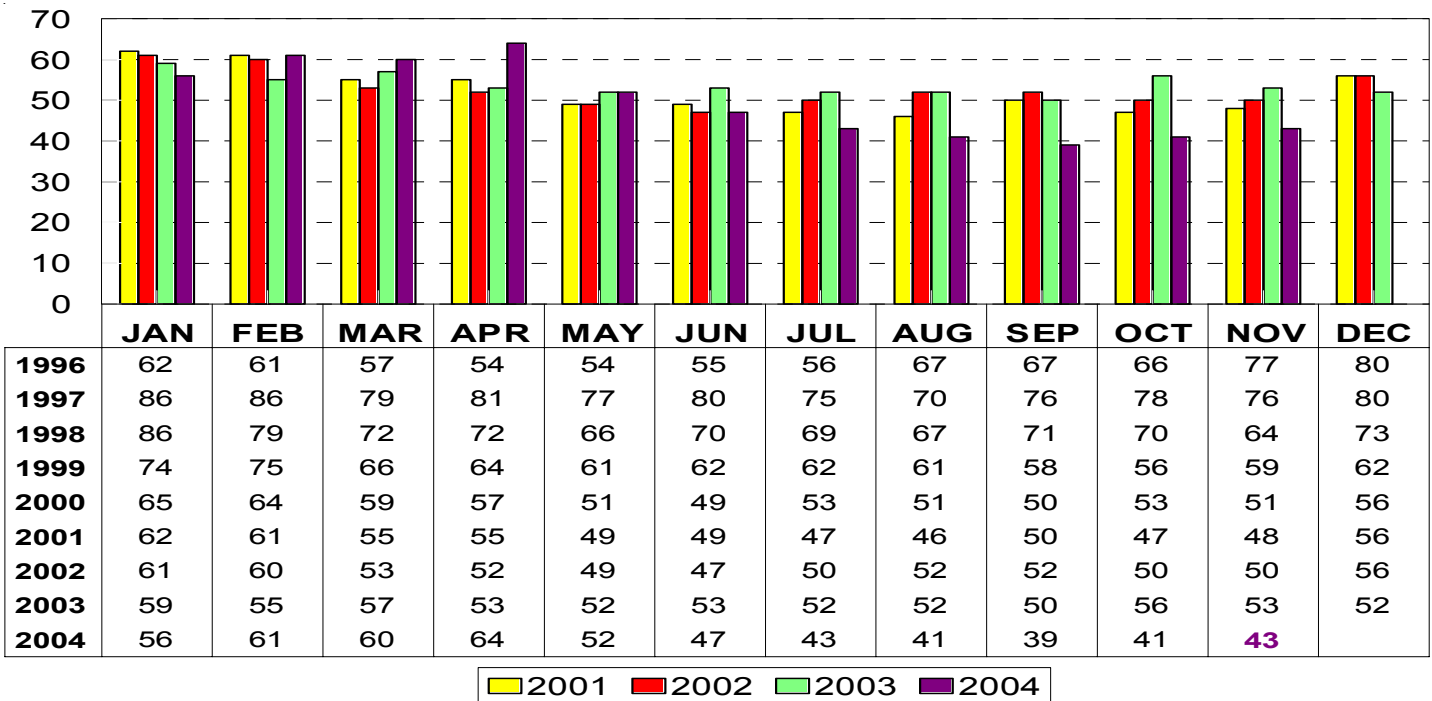


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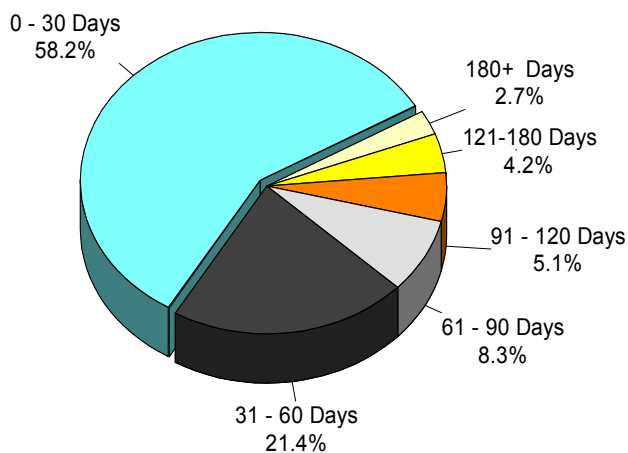
# RESIDENTIAL STATISTICS

## Average Days on Market

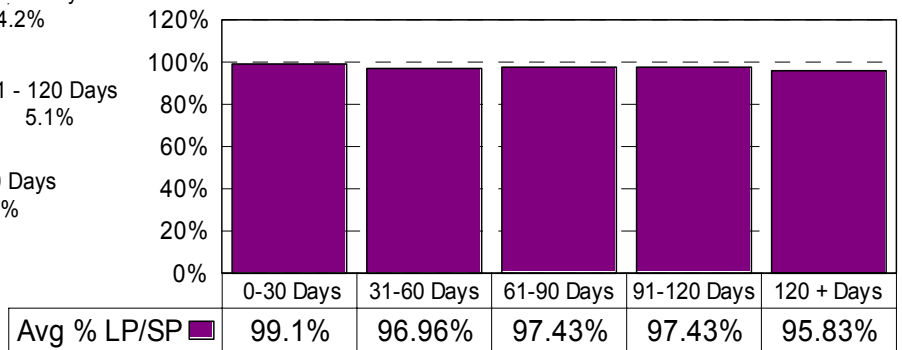
November 2004: 43 days



### November 2004 Average Days on Market Breakdown



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



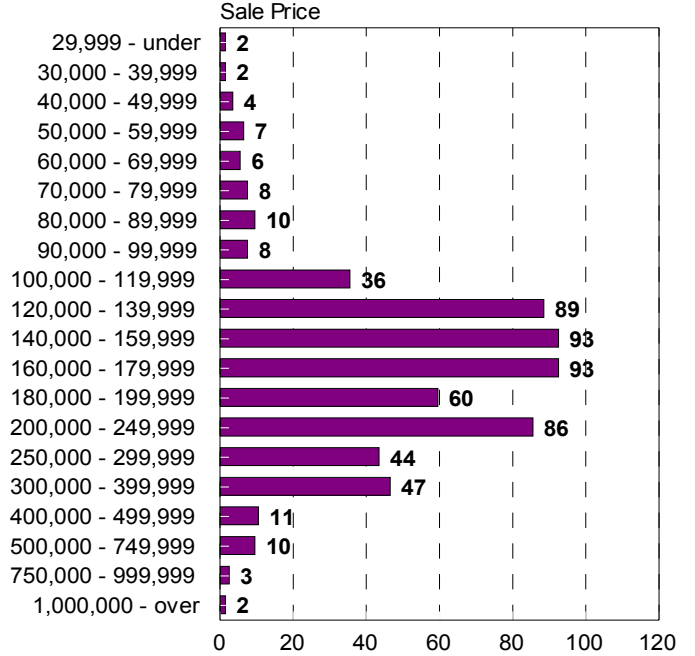
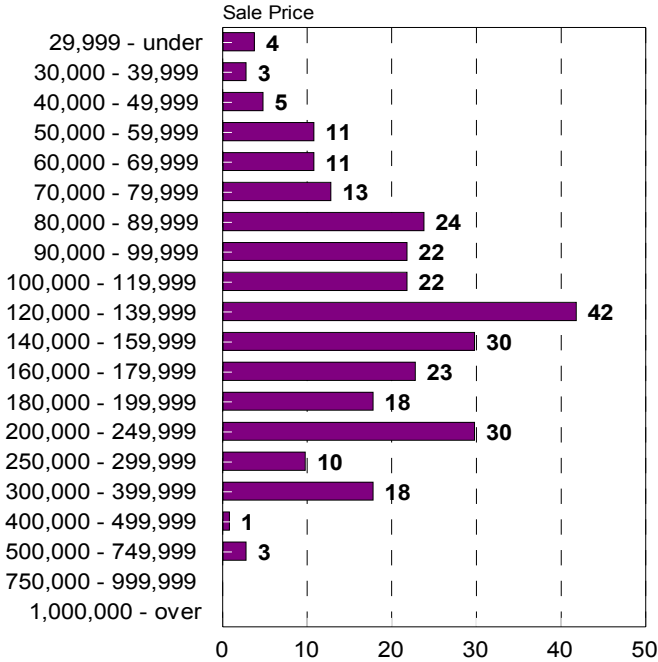
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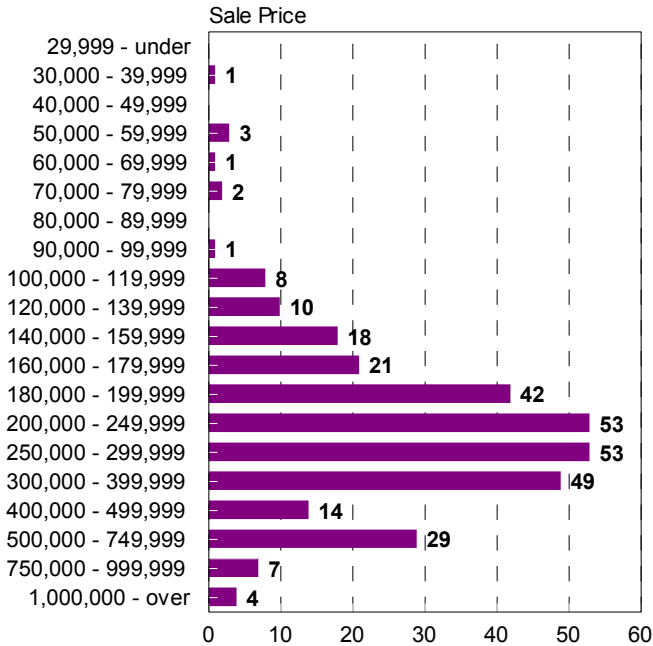
# RESIDENTIAL STATISTICS

## Sales Price Breakdown by Bedrooms

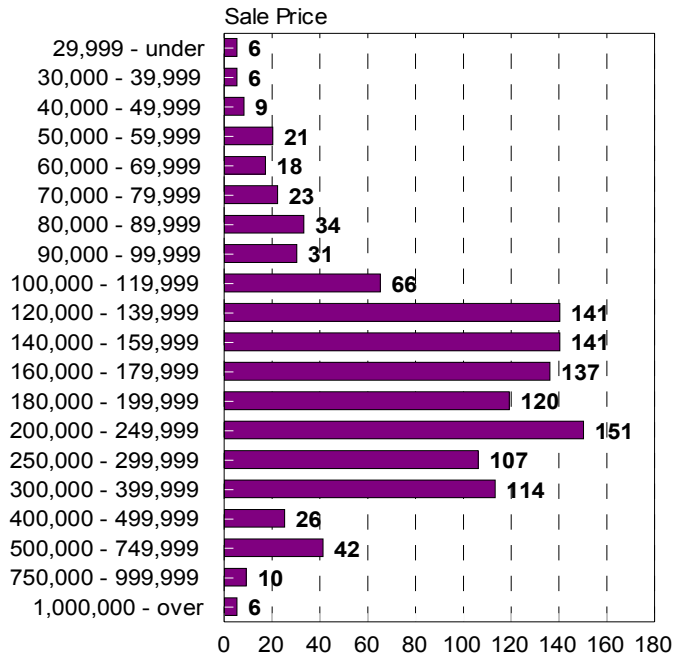
### 0 - 2 Bedrooms November 2004    3 Bedrooms November 2004



### 4 + Bedrooms November 2004



### All Bedrooms November 2004



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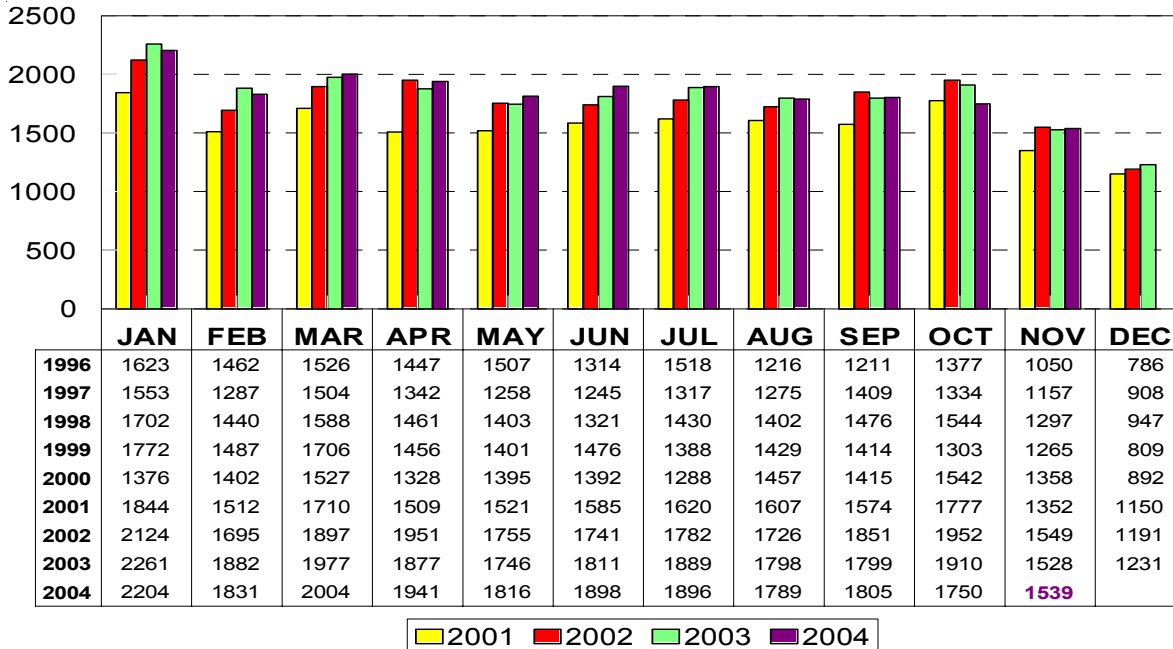
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# RESIDENTIAL STATISTICS

## New Listings

November 2004: 1539

November 2004



Area	New
N	106
NE	83
NW	371
XNW	24
C	237
E	131
S	75
SE	116
SW	106
XSW	21
XS	43
W	85
XW	15
CCO	37
CPI	53
CSC	11
CYA	1
PE	2
MEX	2

## New Construction\* -Sold Information-

November 2004: 25 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>
Jan 2003	29	6,149,948	212,067	155,000
Feb 2003	31	5,960,361	192,270	136,599
Mar 2003	51	10,192,910	199,861	140,000
Apr 2003	35	6,559,705	187,420	161,000
May 2003	46	10,695,332	232,507	185,228
June 2003	47	10,158,447	216,137	182,470
July 2003	38	9,354,849	246,180	183,899
August 2003	51	10,519,295	206,261	174,755
September 2003	33	9,351,270	283,372	173,445
October 2003	38	11,520,796	303,179	193,297
November 2003	35	8,162,628	233,218	202,500
December 2003	44	9,545,631	216,946	167,014
<b>2003 Totals</b>	<b>478</b>	<b>108,171,172</b>	<b>226,300</b>	<b>173,185</b>
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	54	14,487,993	268,296	184,151
May 2004	43	12,109,757	281,552	209,058
June 2004	62	18,784,936	302,983	239,010
July 2004	35	9,912,276	286,208	204,500
August 2004	60	13,774,172	229,570	168,457
September 2004	45	11,333,970	251,866	203,076
October 2004	32	7,089,178	221,537	151,459
<b>November 2004</b>	<b>25</b>	<b>6,701,629</b>	<b>268,065</b>	<b>221,908</b>
<b>2004 Totals</b>	<b>468</b>	<b>121,863,206</b>	<b>260,391</b>	<b>195,500</b>

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

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