

**April
2004**

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MLS Month in Review

Tucson Association of REALTORS® Multiple Listing Service, Inc.

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



For Immediate Release: **May 13, 2004**

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Gary E. Doran, Chief Executive Officer, (520) 327-4218

April 2004 Residential Home Sales

The Tucson Association of REALTORS® Multiple Listing Service, Inc. reports that April 2004's total home sales volume increased 37.2% from last year's \$226,514,778 to \$310,860,089, while home sales units increased by 20.5% from the 1,249 units sold in April, 2003, to 1,505 units sold in April, 2004. April's average sale price for all residential types shows an increase of 13.9% from last year's \$181,357 to \$206,552 in 2004. The median sale price, the price at which half the homes were sold above and below, increased 10.4% from 2003's \$144,000 to \$159,000 in April 2004. The average sale price for Single Family Residences was \$221,705 in April, 2004, compared with \$195,755 in April, 2003, resulting in a 13.3% increase.

Average days on market increased to 64 in April, 2004 compared to 53 in April, 2003, with 32.9% 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 60.9% from 1,719 in April, 2003, to 2,766 in April, 2004. The 4,505 active listings in April, 2004, were 10.4% under the 5,024 in April, 2003, and the 1,941 listings added during April, 2004, increased by 3.4% from the 1,877 listings added in April, 2003.

"The residential home sales statistics thru April 2004 are setting home sales records in Tucson," said Gary Doran, C.E.O. of the Tucson Association of REALTORS® Multiple Listing Service, Inc. "There are record numbers in total units sold, total sales volume and total listings under contract." He continued, "With interest rates hovering around 6%, the Tucson housing market will continue to remain extremely strong with off-the-chart numbers."

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The Tucson Association of REALTORS® Multiple Listing Service, Inc. is a wholly owned subsidiary of the Tucson Association of REALTORS®. With more than 4,600 members, it is affiliated with the Arizona Association of REALTORS® and the National Association of REALTORS®. Only members of the Association can use the term REALTOR®. Its members provide professional real estate services to buyers and sellers and adhere to the organization's strict professional Code of Ethics.

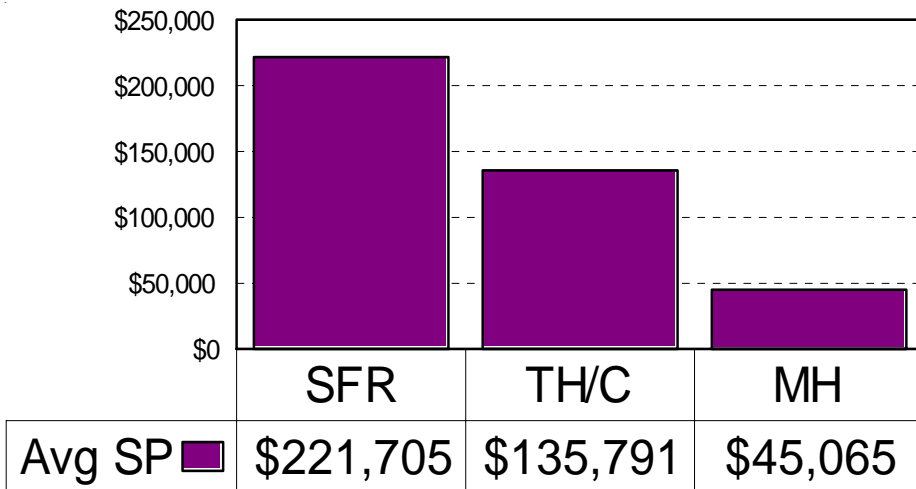
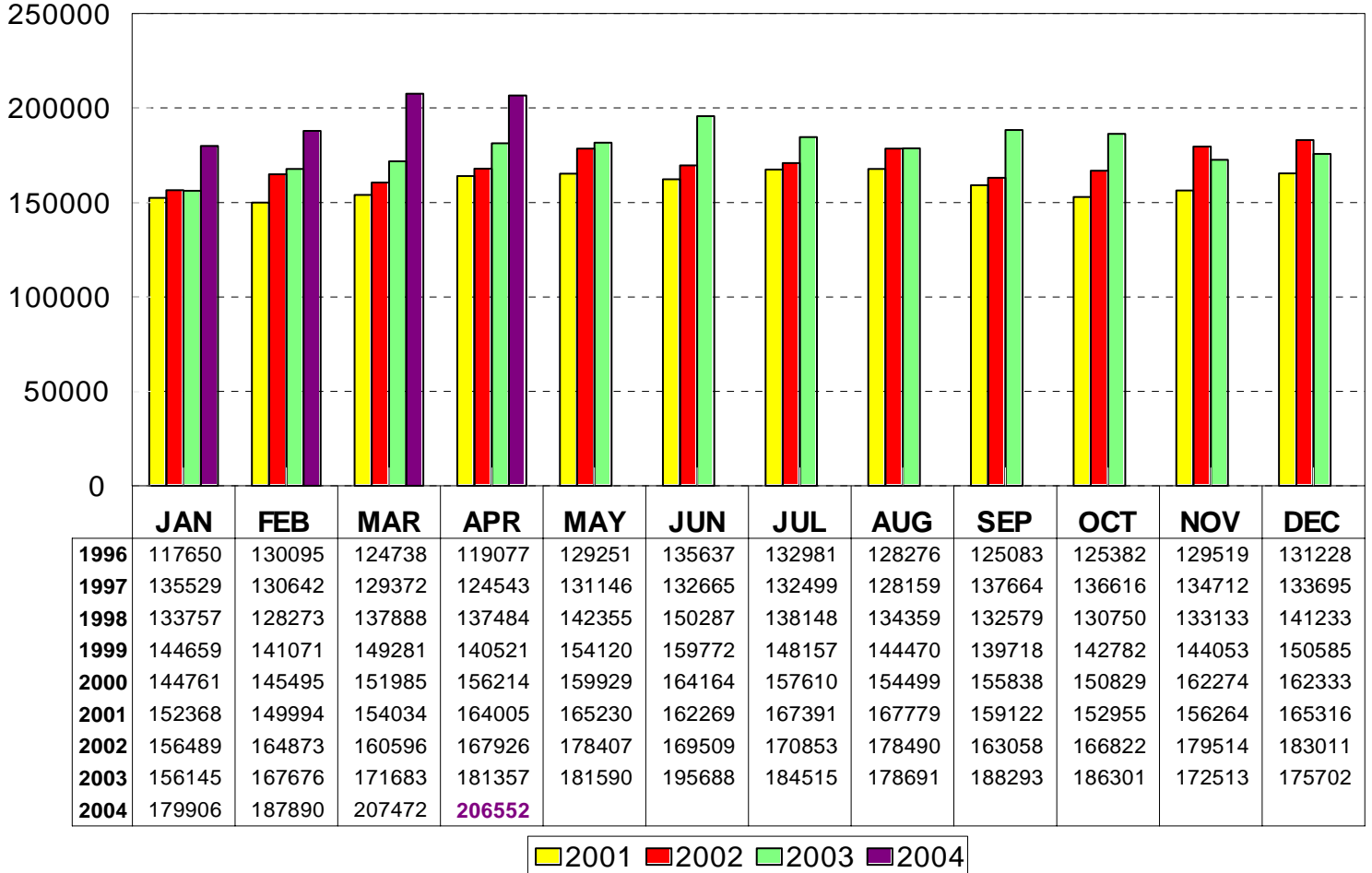
Monthly and Yearly MLS Statistics prepared by Sheri Abernathy, MLS Director (520) 795-1293

RESIDENTIAL STATISTICS

Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Average Sale Price

April 2004: \$206,552



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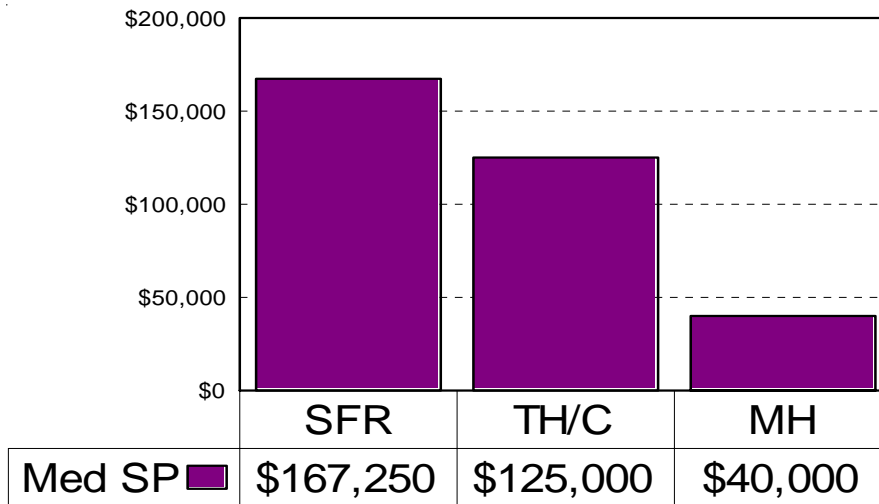
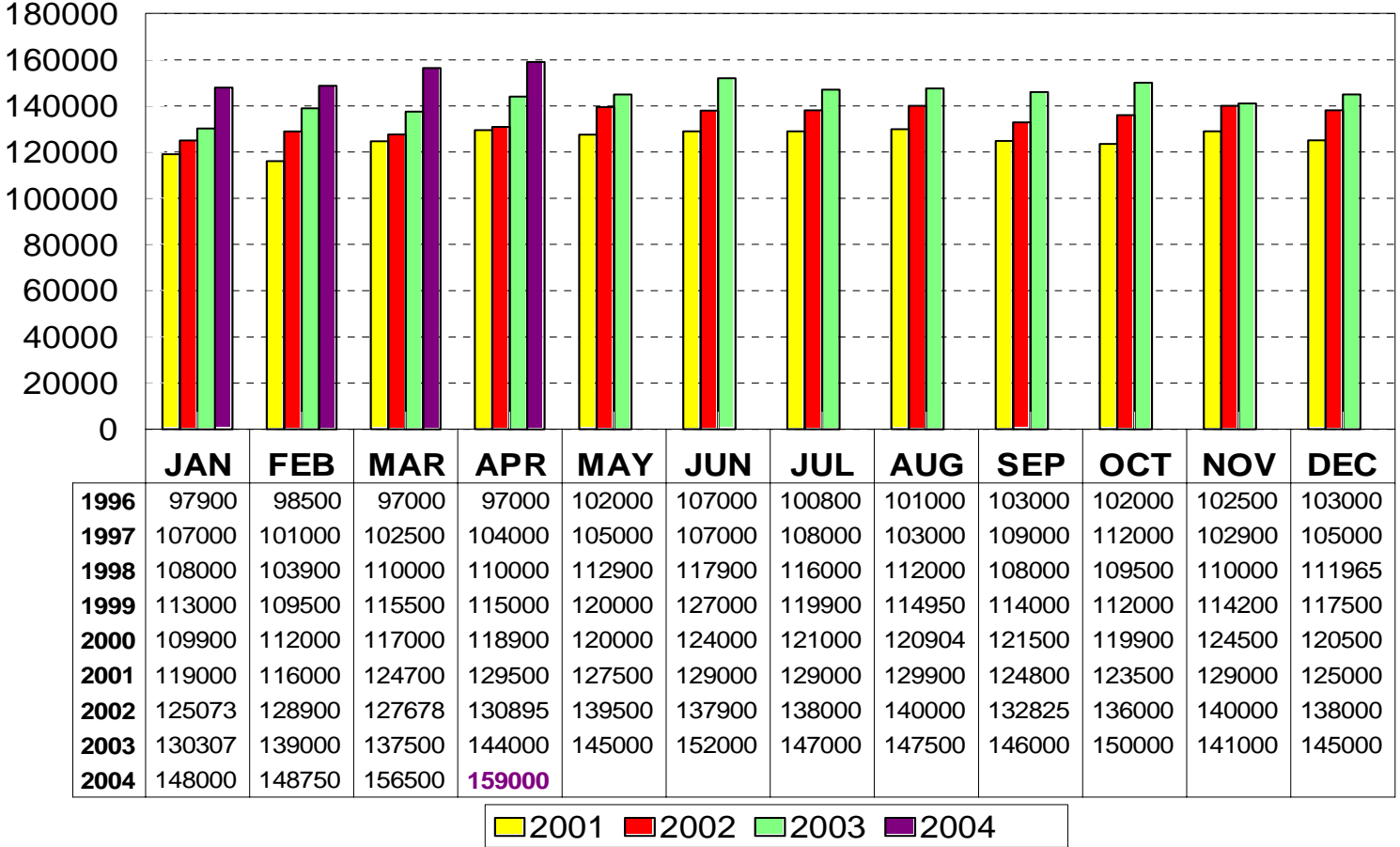
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RESIDENTIAL STATISTICS

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Median Sale Price

April 2004: \$159,000



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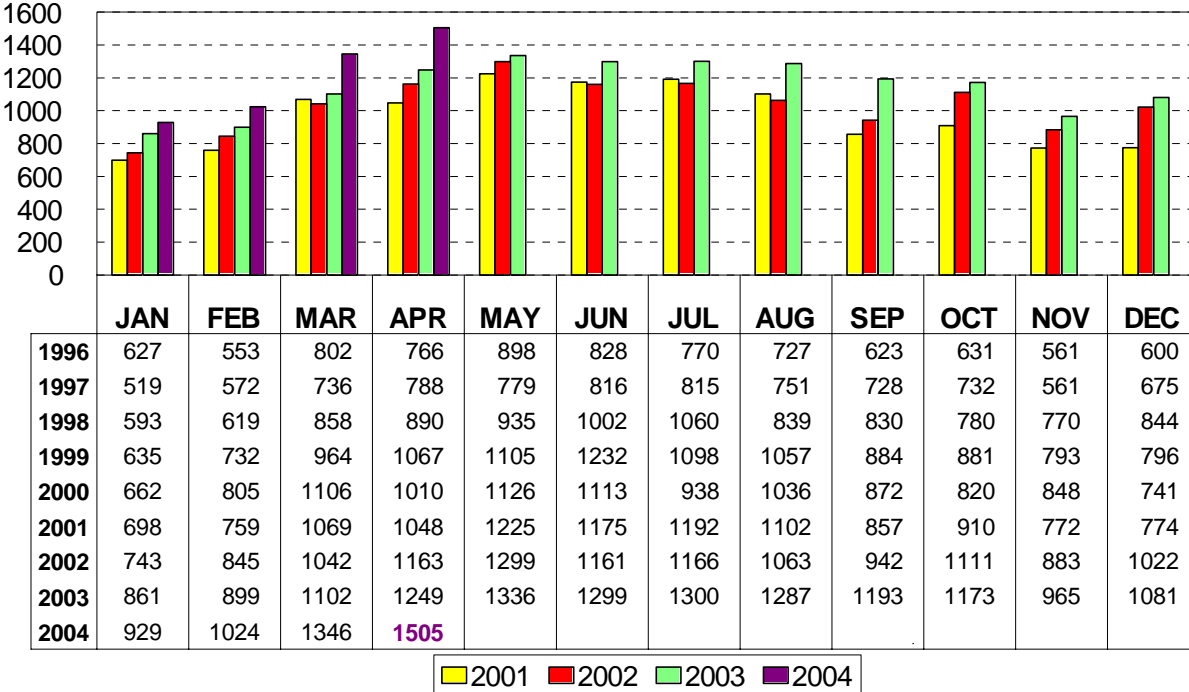
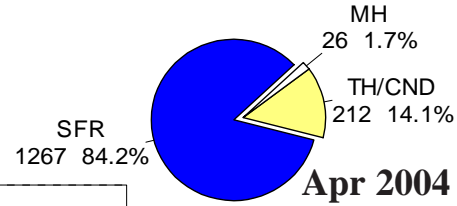
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RESIDENTIAL STATISTICS

Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Total Unit Sales

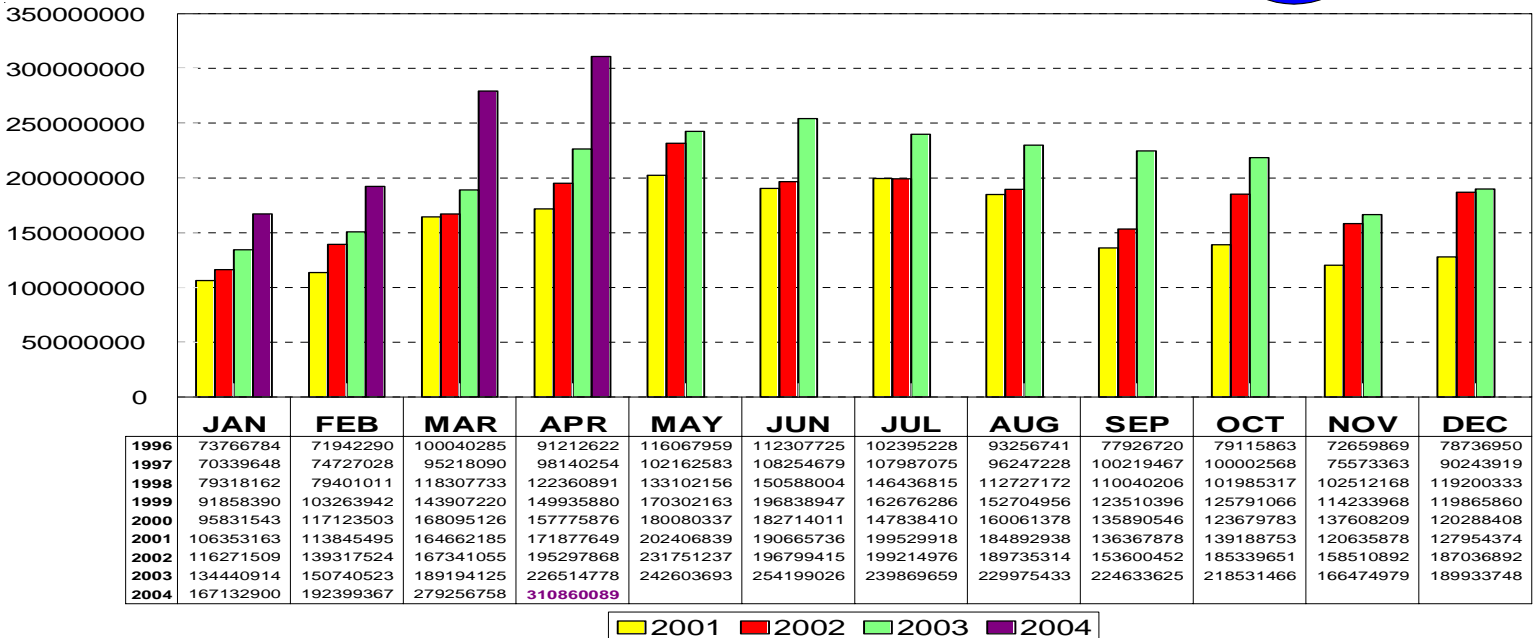
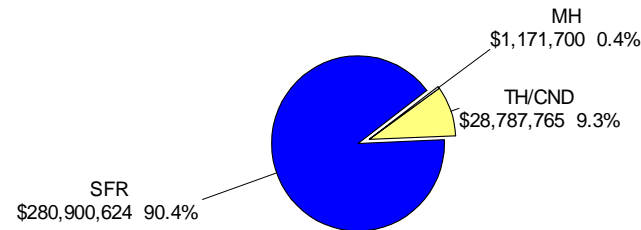
April 2004: 1,505 Units



Area	Sales	Avg Sale Price (\$)
N	130	434738
NE	92	274650
NW	418	217291
XNW	8	68550
C	225	169341
E	122	167113
S	47	89178
SE	133	164692
SW	114	107554
XSW	16	125350
XS	25	202897
W	94	183285
XW	11	108276
CCO	19	136711
CPI	45	236992
CSC	5	392817
PE	1	130000

Total Sales Volume

April 2004: \$310,860,089



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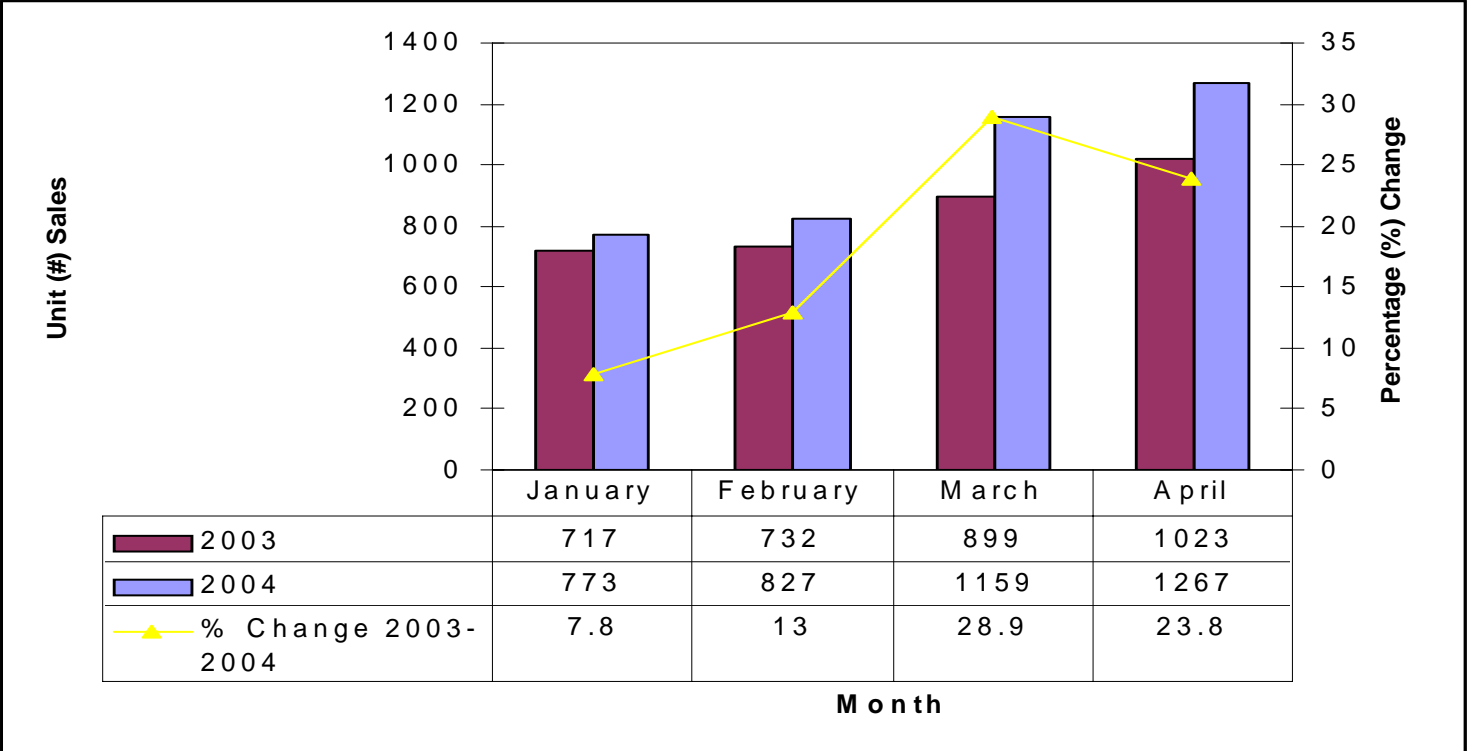
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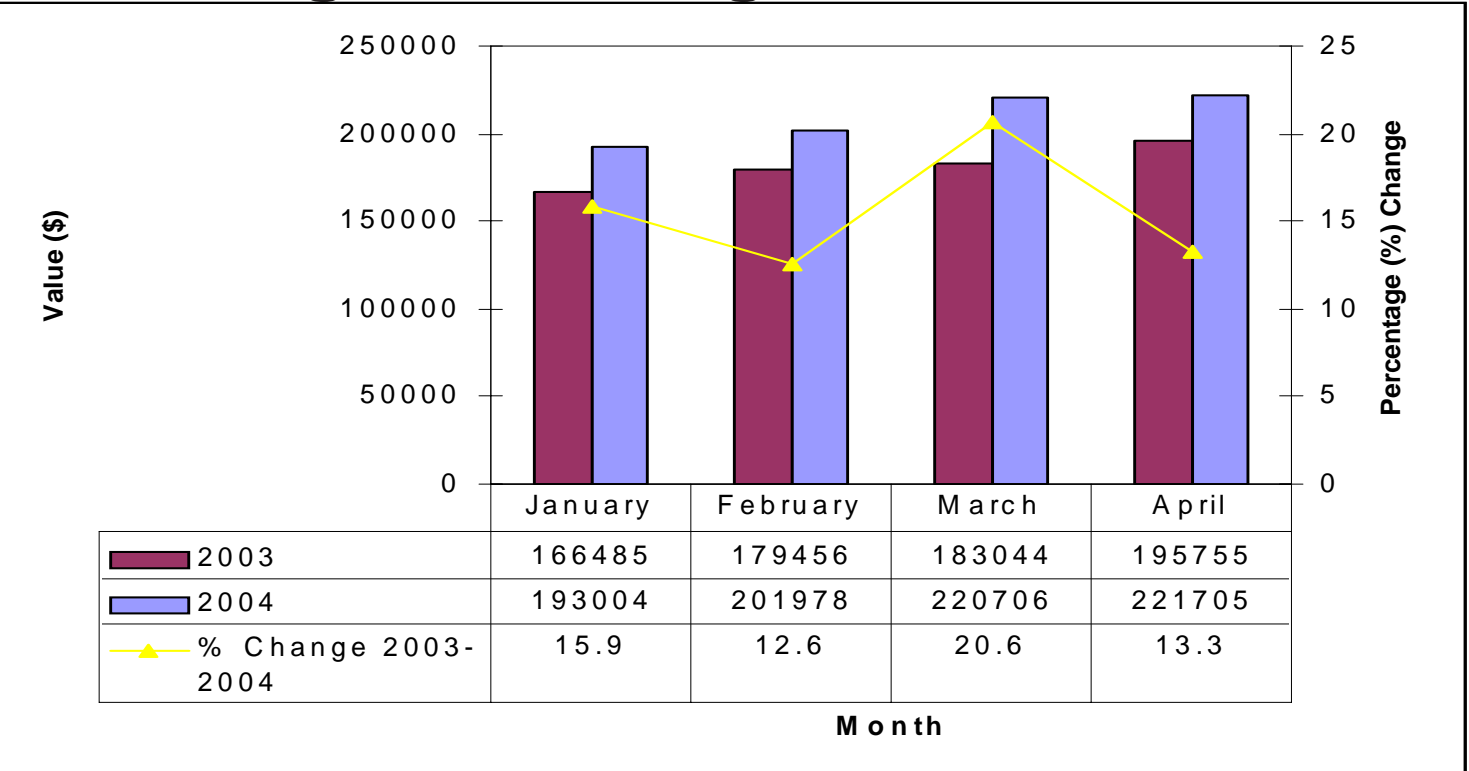
RESIDENTIAL STATISTICS

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% Change: SFR Unit Sales



% Change: SFR Avg Sale Price

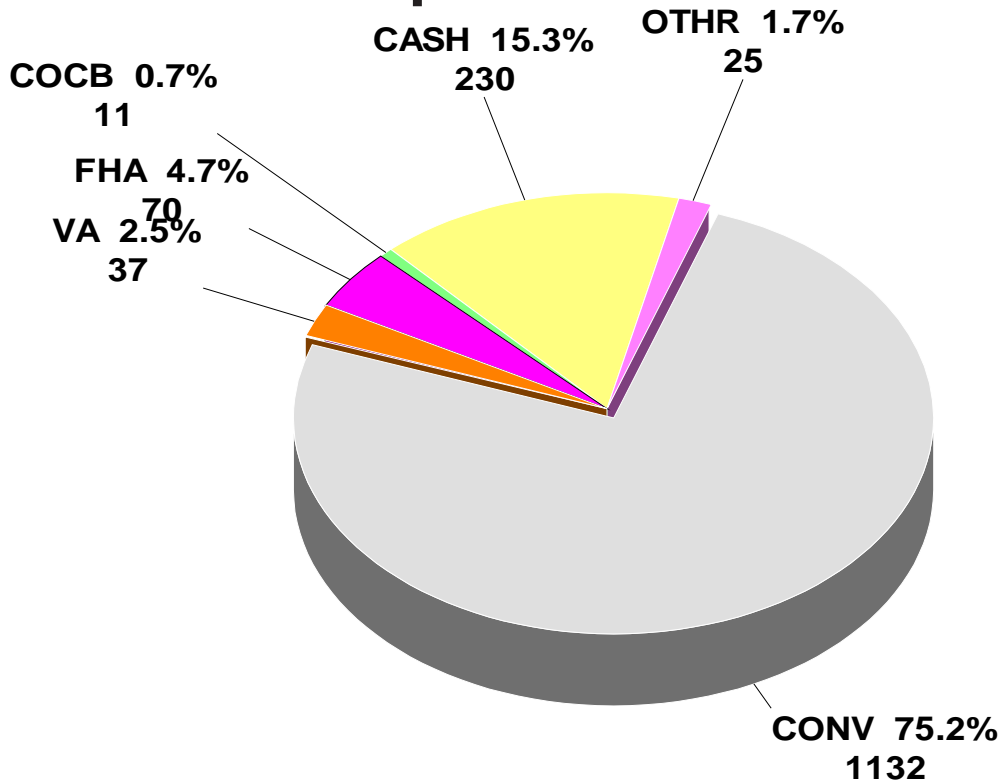


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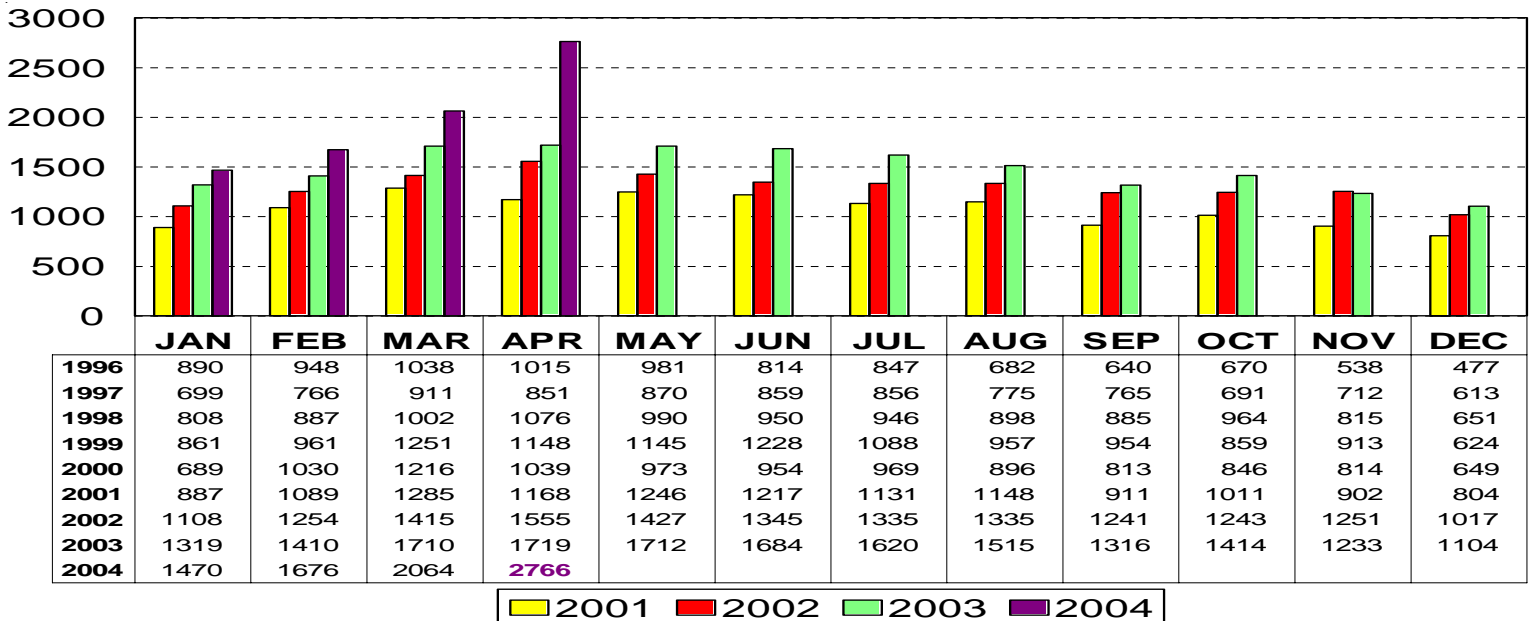
Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Terms of Sale: April 2004



Total Listings Under Contract* Reported

April 2004: 2,766



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

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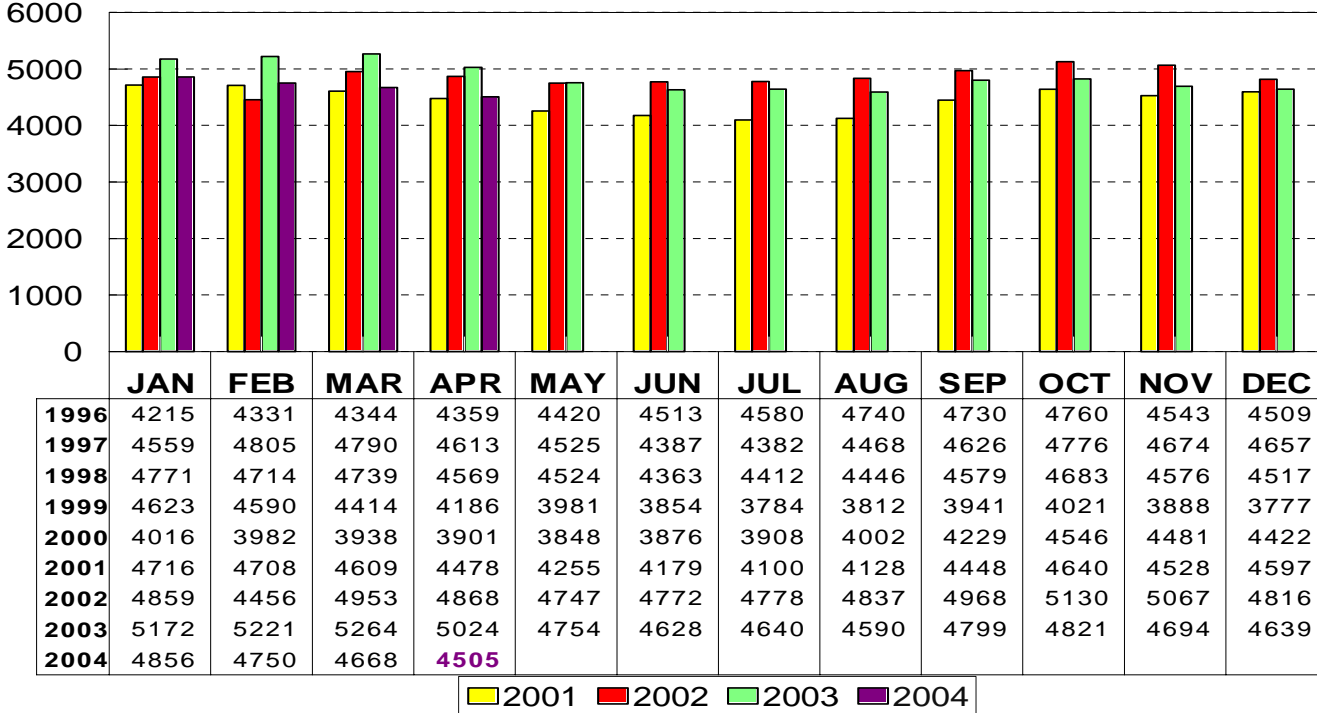
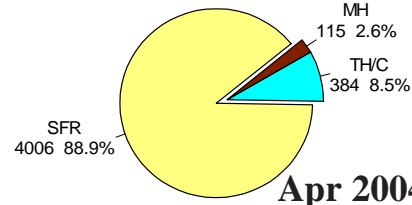
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RESIDENTIAL STATISTICS

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Active Listings

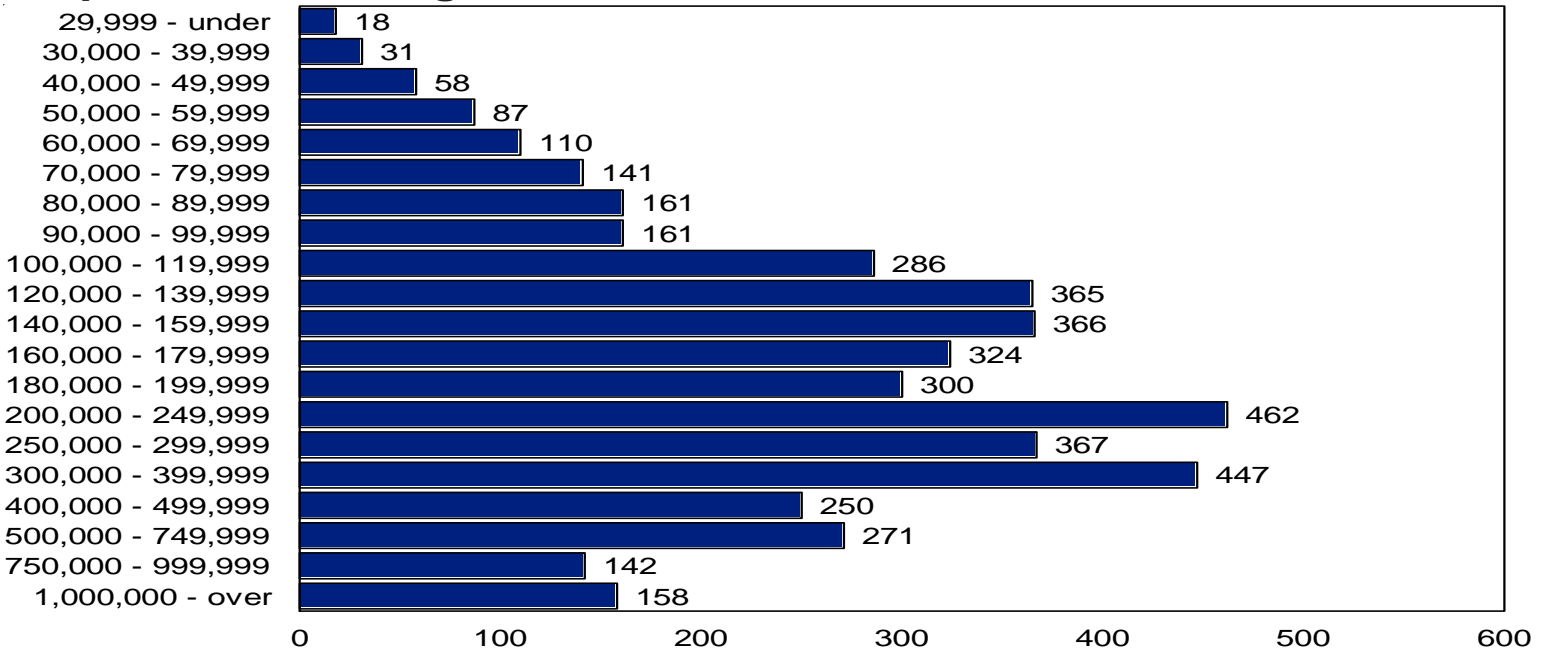
April 2004: 4,505



Area	Listings
N	479
NE	296
NW	1084
XNE	2
XNW	103
C	411
E	240
S	181
SE	327
SW	341
XSW	133
XS	180
W	198
XW	66
CCO	192
CGI	2
CGR	2
CPI	189
CSC	67
CYA	2
PE	3
SNM	1
MEX	6

Active Listing Price Breakdown

April 2004: Average Price: \$299,643



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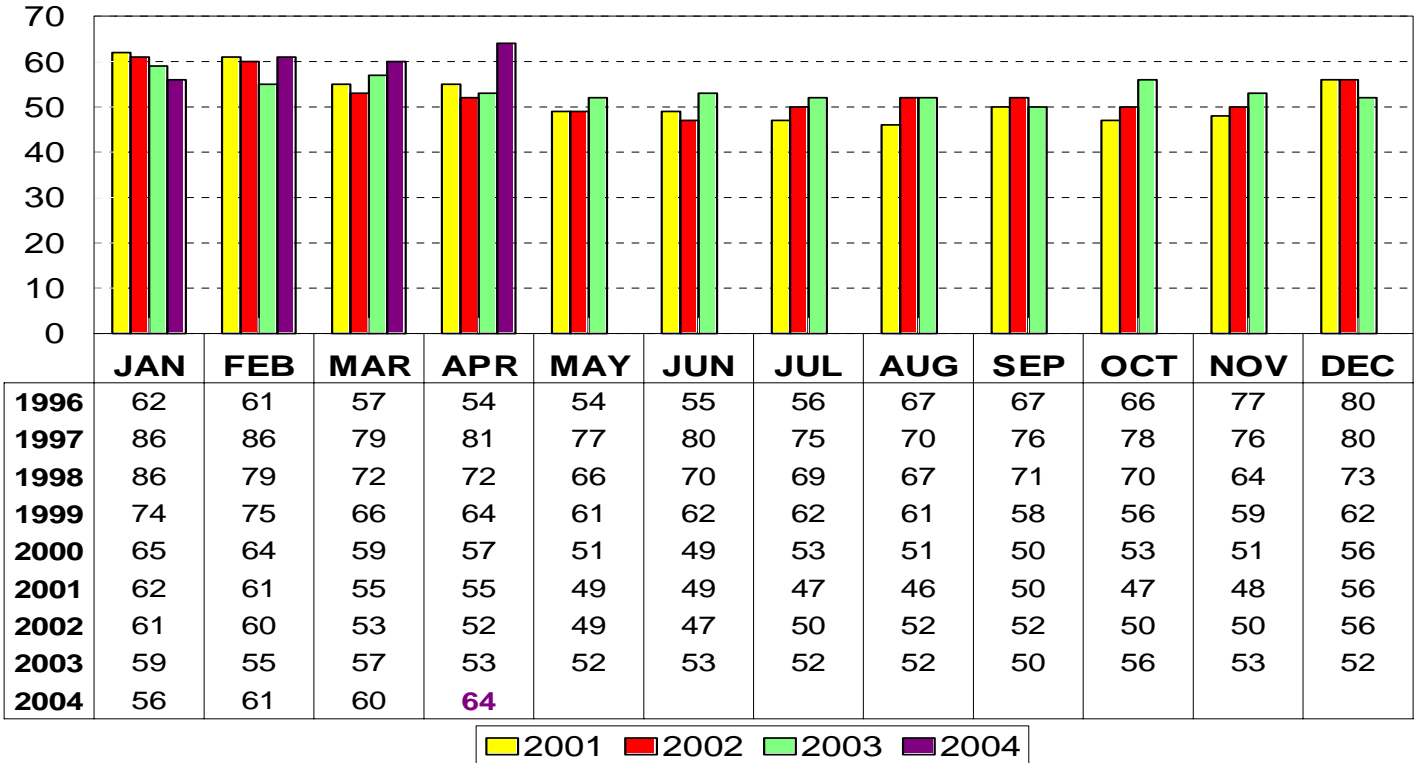
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RESIDENTIAL STATISTICS

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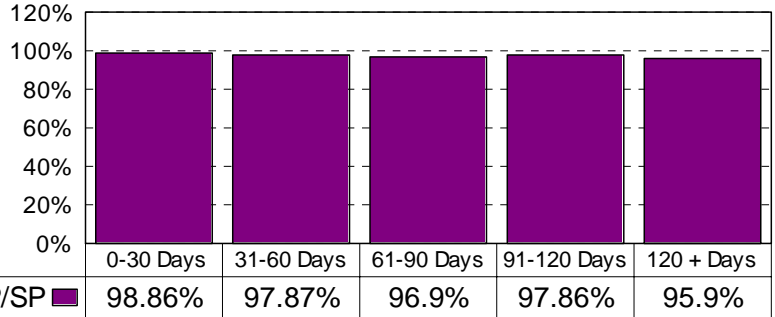
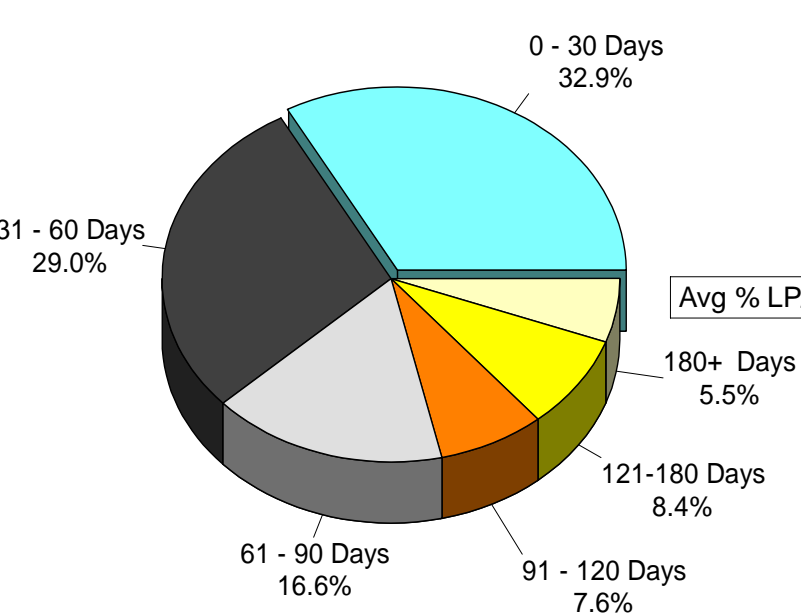
Average Days on Market

April 2004: 64 days



April 2004 Average Days on Market Breakdown

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



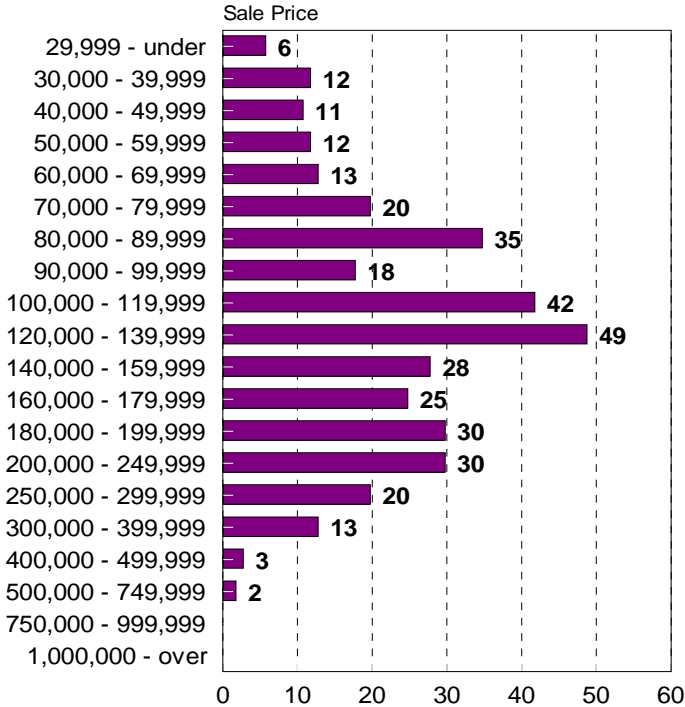
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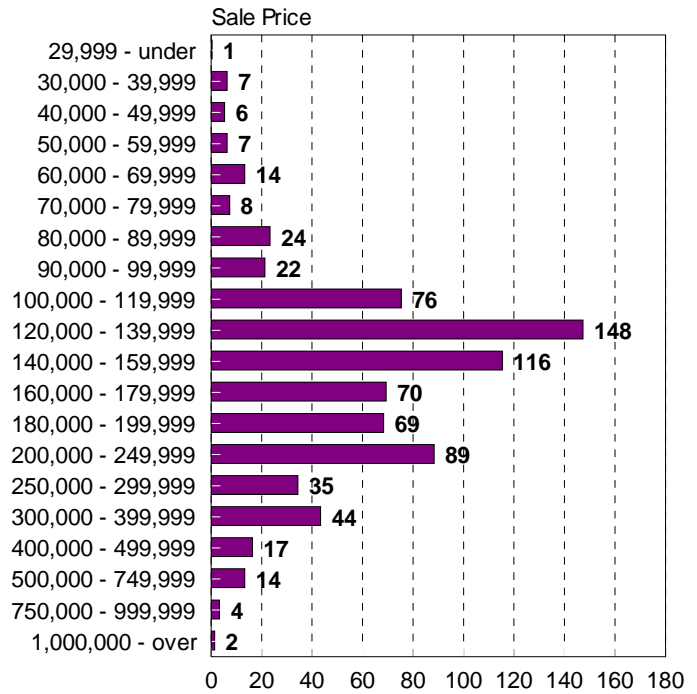
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Sales Price Breakdown by Bedrooms

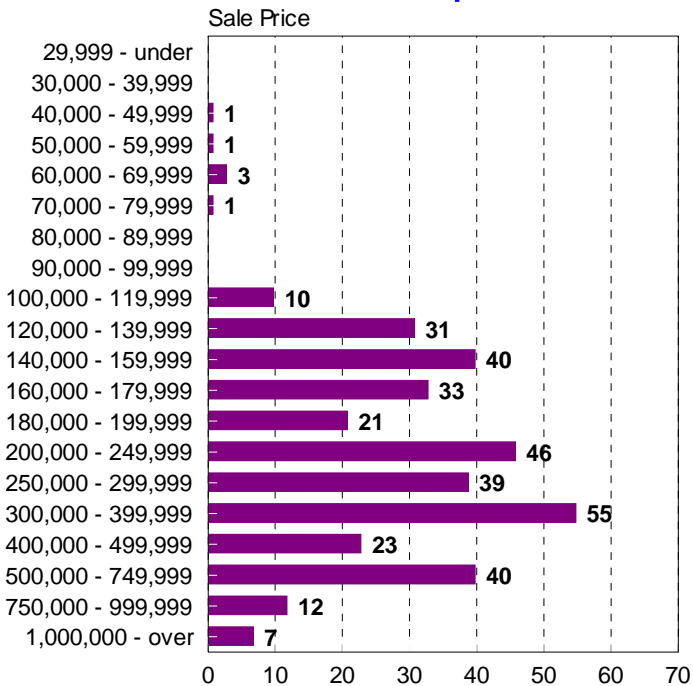
0 - 2 Bedrooms April 2004



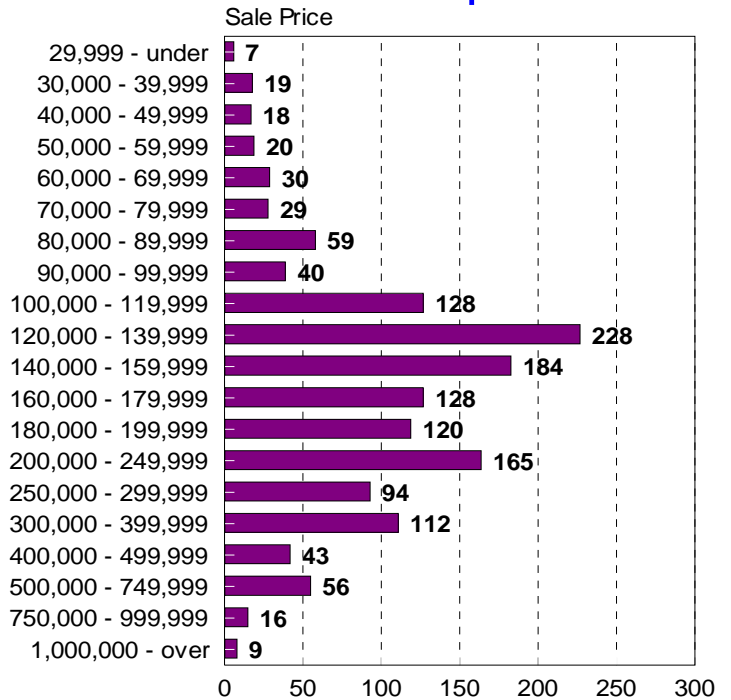
3 Bedrooms April 2004



4 + Bedrooms April 2004



All Bedrooms April 2004



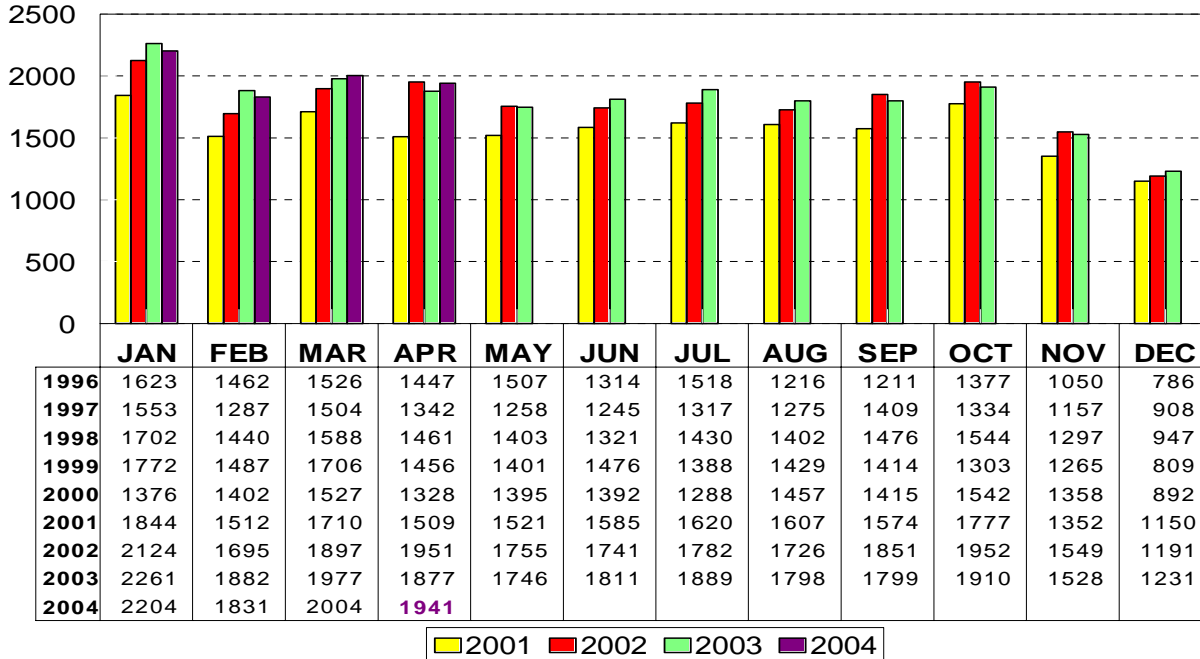
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New Listings

April 2004: 1,941



Apr 2004

Area	New
N	177
NE	133
NW	528
XNE	1
XNW	32
C	257
E	168
S	59
SE	184
SW	103
XSW	28
XS	48
W	110
XW	13
CCO	45
CGI	1
CGR	1
CPI	37
CSC	12
MEX	4

New Construction* -Sold Information-

April 2004: 40 Units

Month	Units Sold	Sold Volume	Average Price	Median Price
2002 Totals	709	160,184,505	225,930	158,087
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
2003 Totals	478	108,171,172	226,300	173,185
Jan 2004	29	6,856,767	236,440	200,908
Feb 2004	35	7,584,053	216,687	192,272
Mar 2004	40	11,406,780	285,170	194,952
April 2004	40	11,828,119	295,703	206,639
2004 Totals	144	37,675,719	261,637	194,600

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

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