

**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."

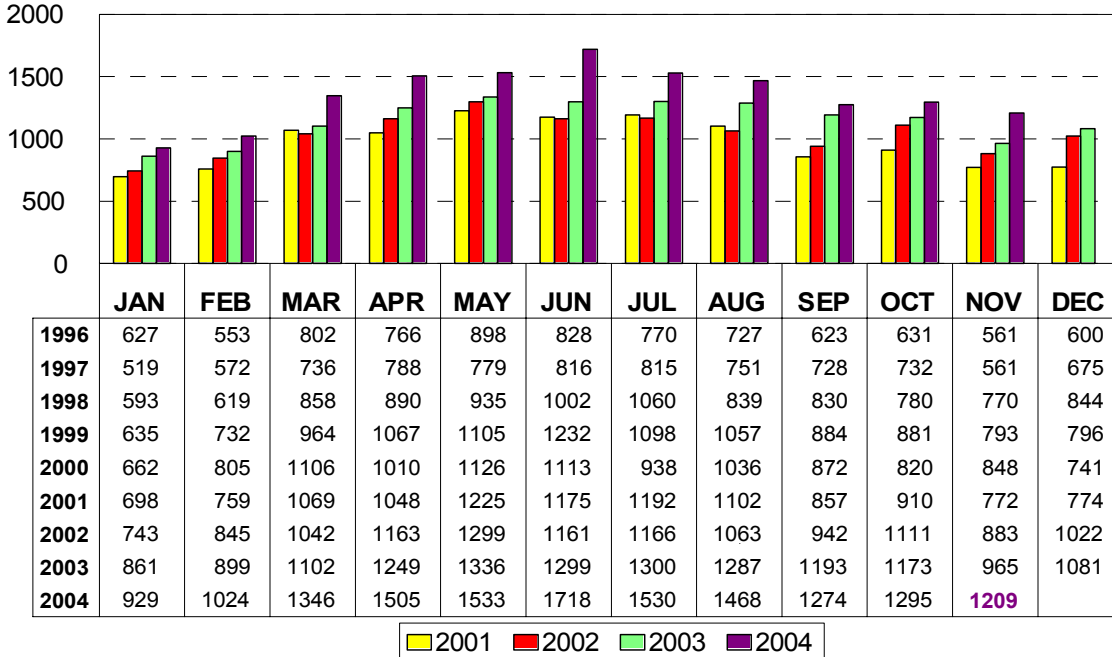
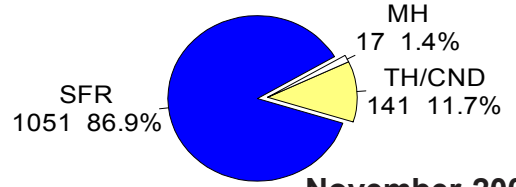
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# RESIDENTIAL STATISTICS

## Total Unit Sales

November 2004: 1,209 Units

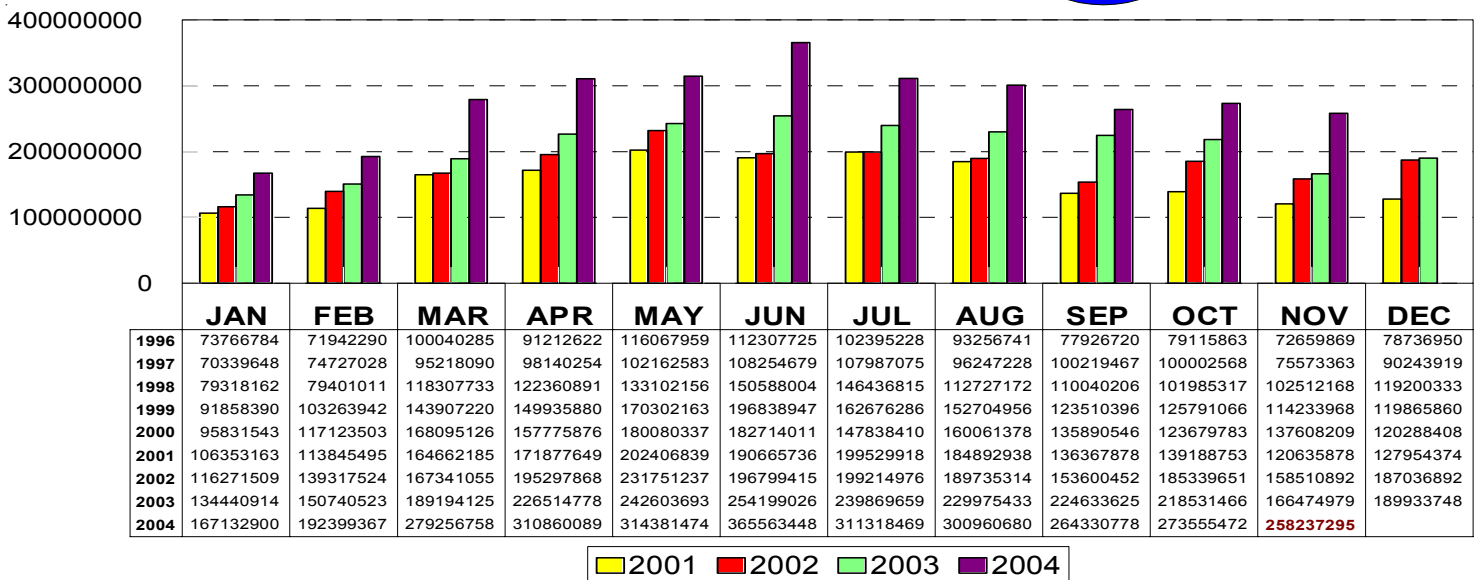
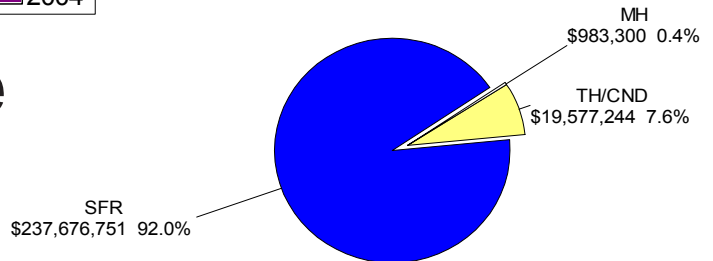


November 2004

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

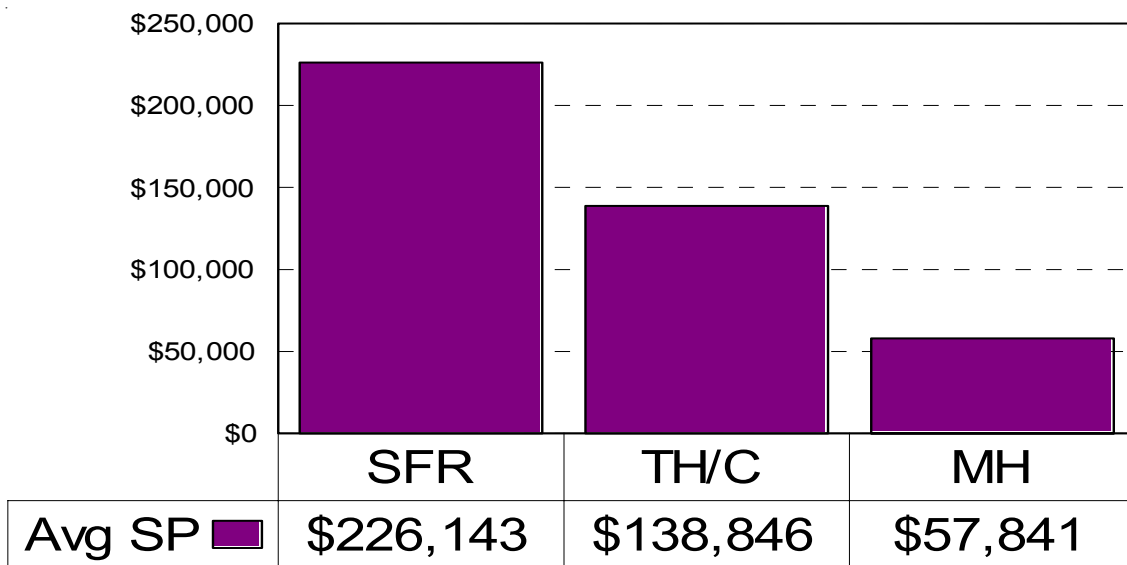
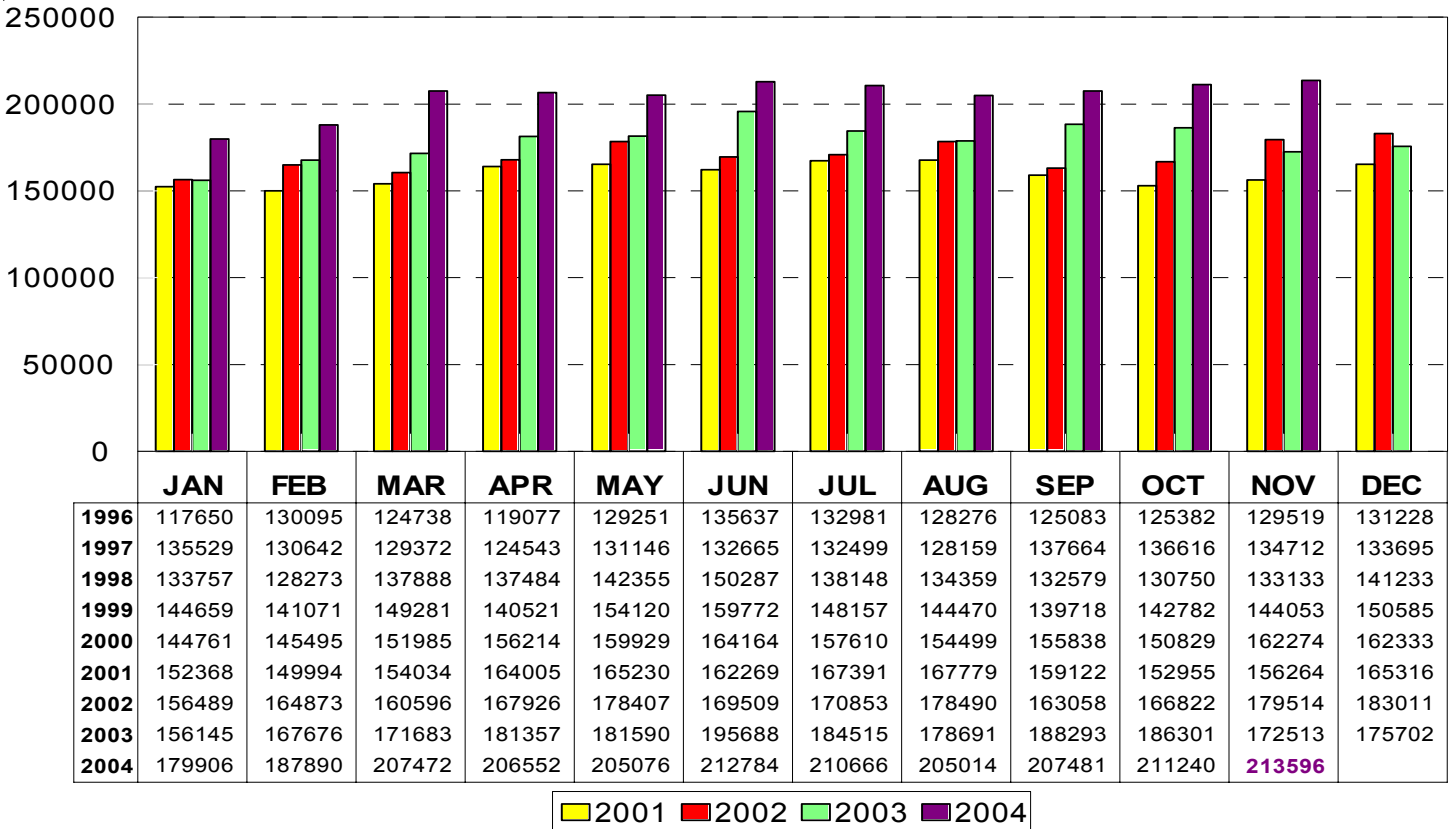


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## RESIDENTIAL STATISTICS

# Average Sale Price

November 2004: \$213,596

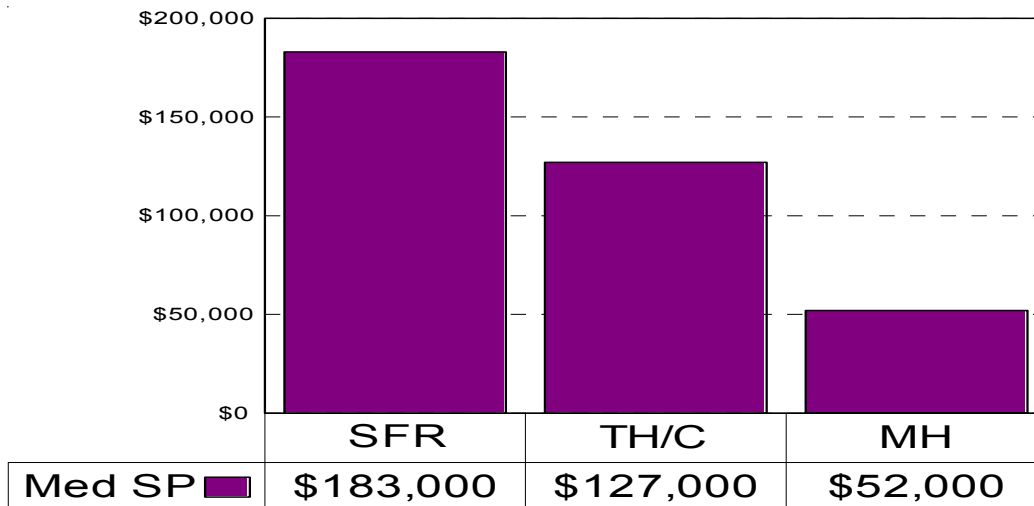
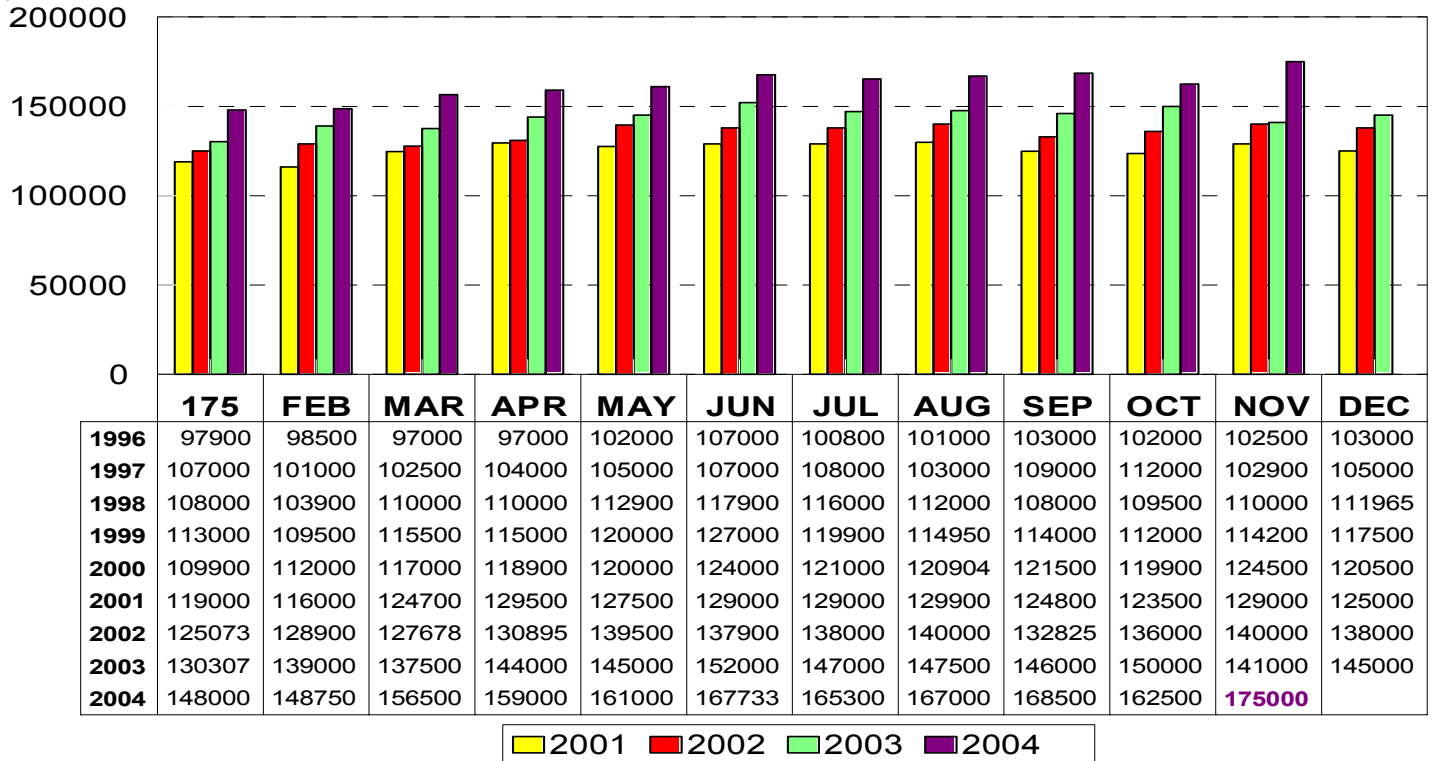


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## RESIDENTIAL STATISTICS

# Median Sale Price

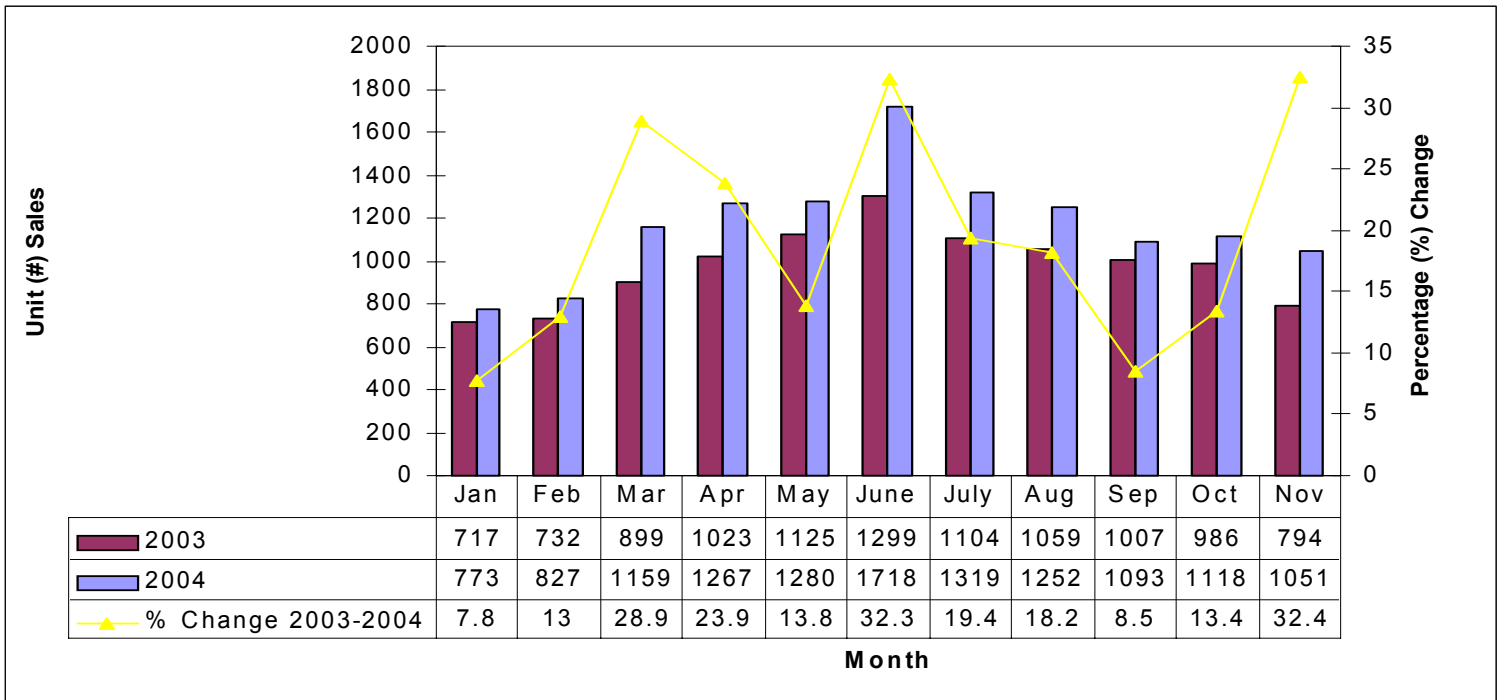
November 2004: \$175,000



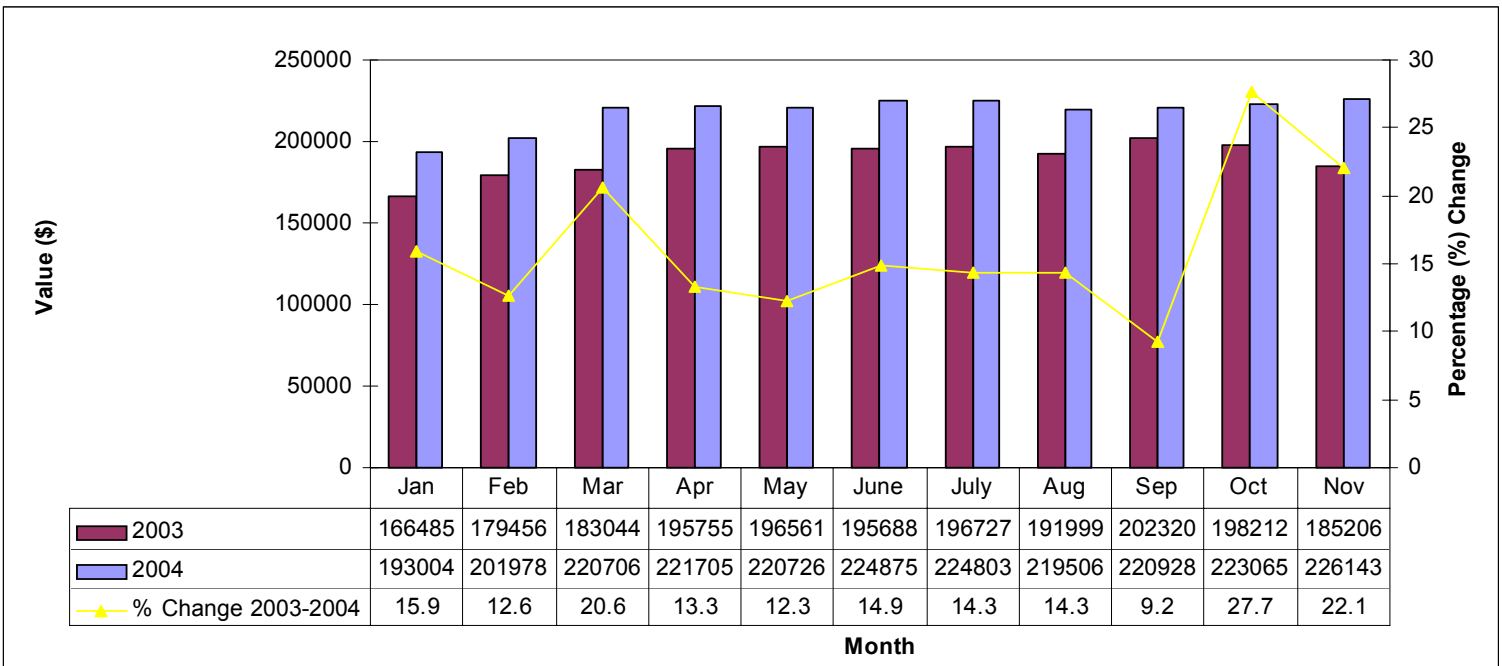
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## RESIDENTIAL STATISTICS

# % Change: SFR Unit Sales



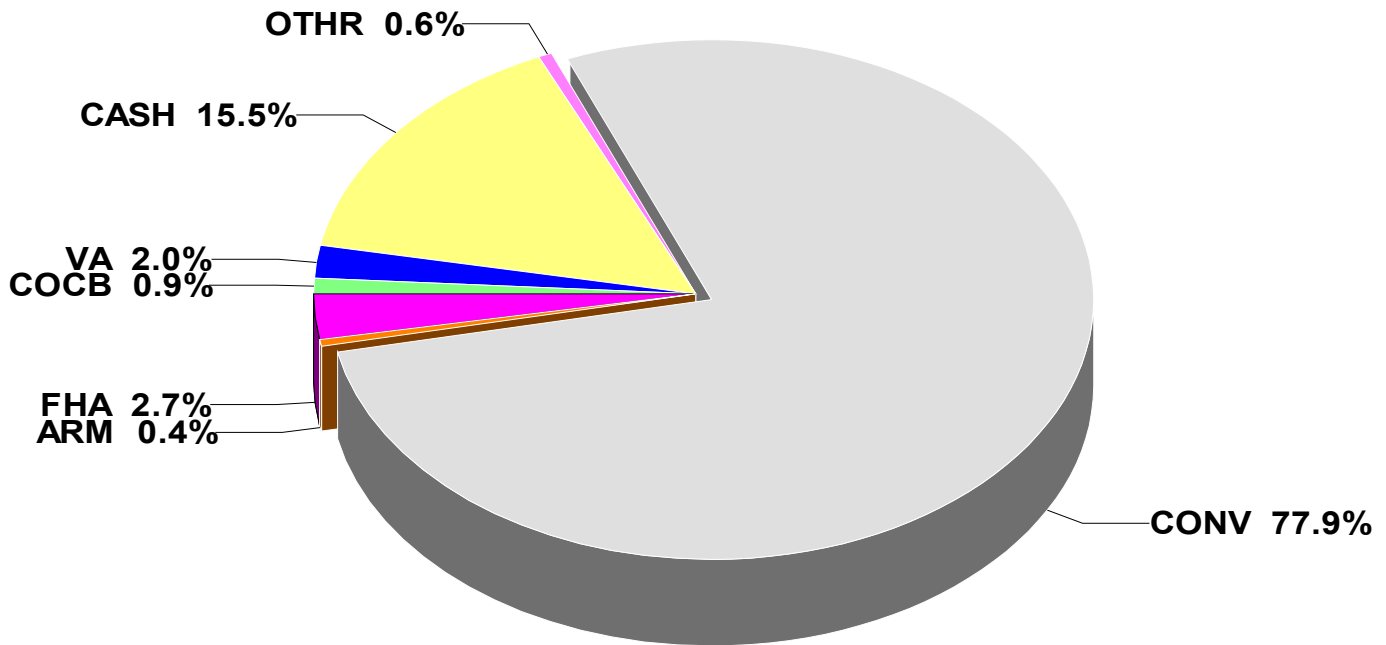
# % Change: SFR Avg Sale Price



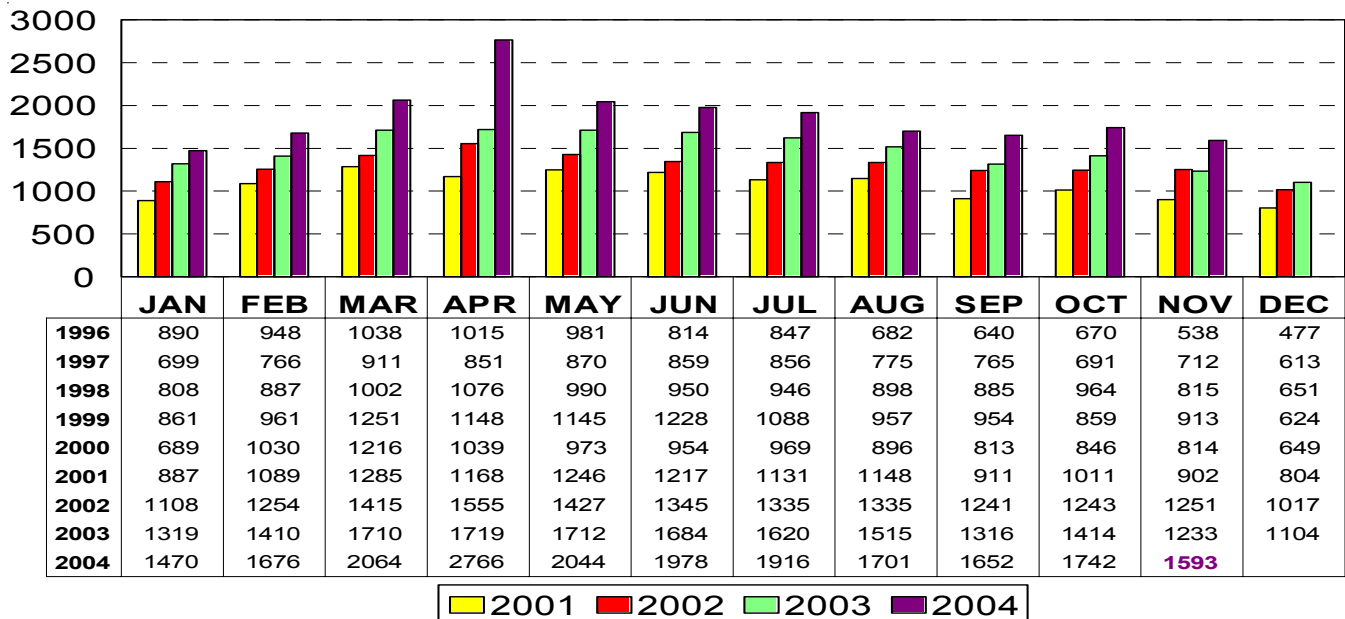
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## RESIDENTIAL STATISTICS

### 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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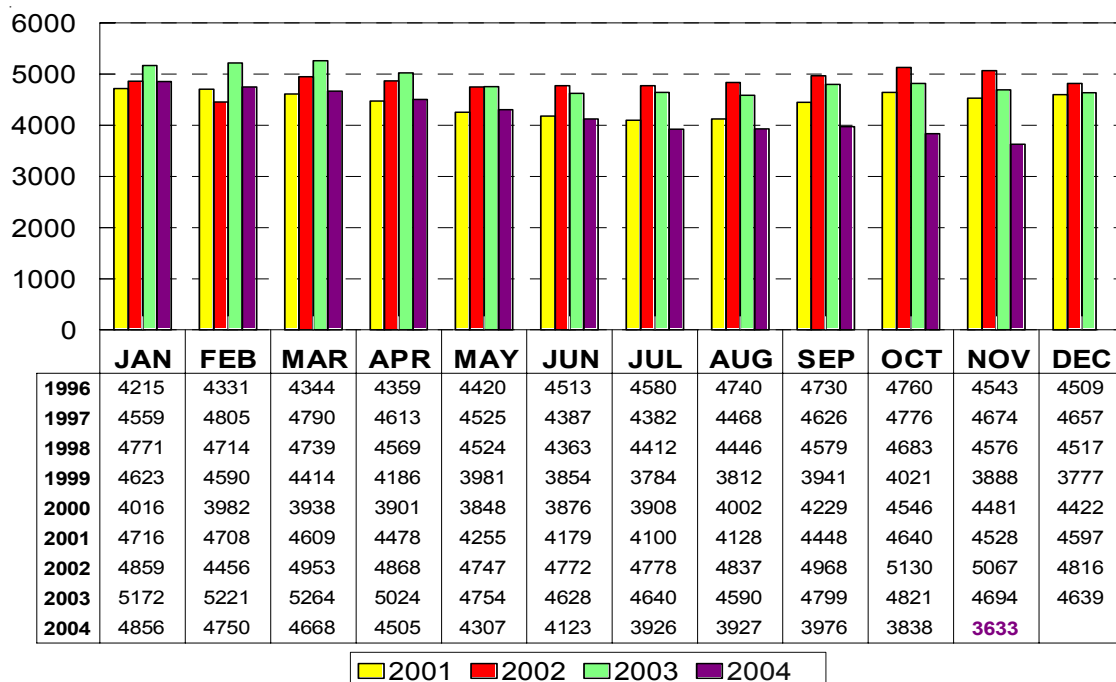
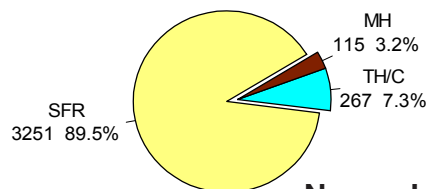
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# RESIDENTIAL STATISTICS

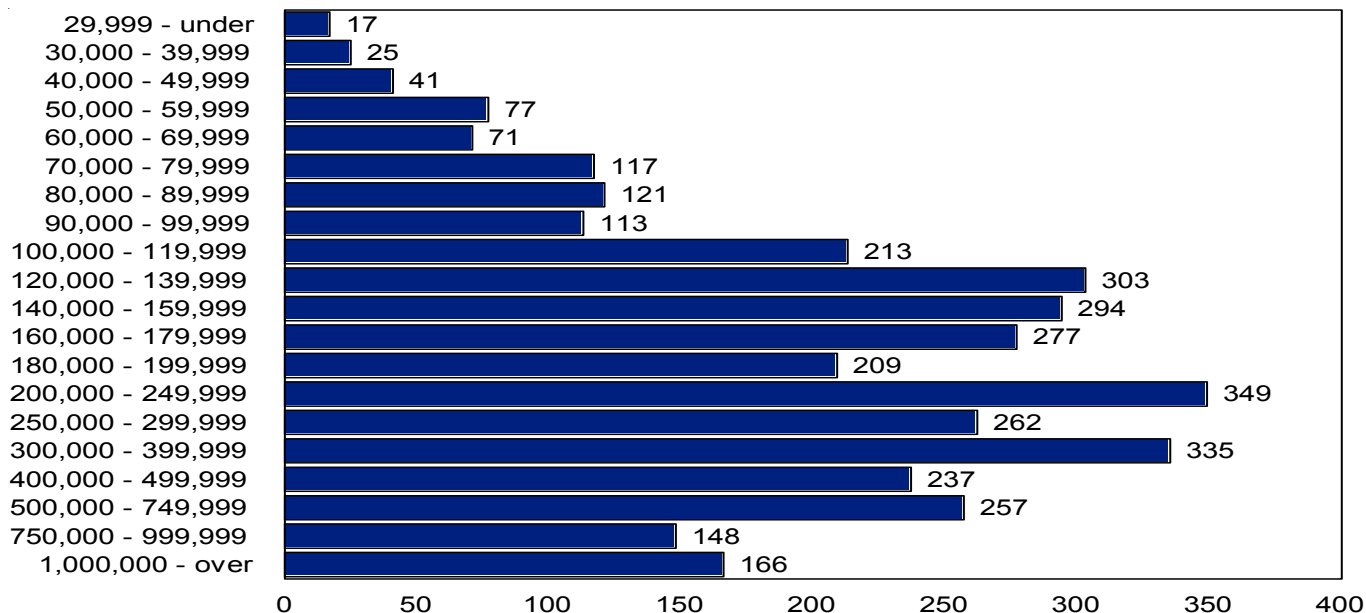
## Active Listings November 2004: 3,633



### 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

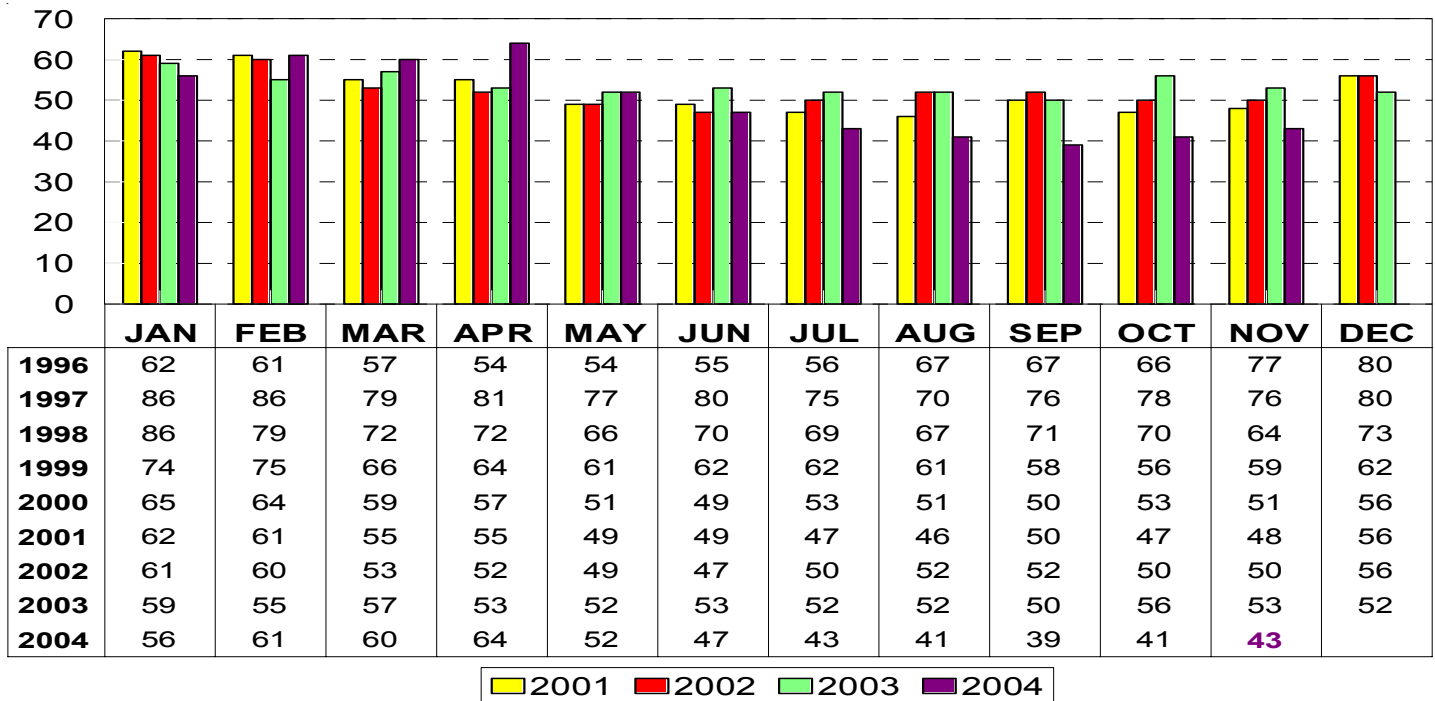


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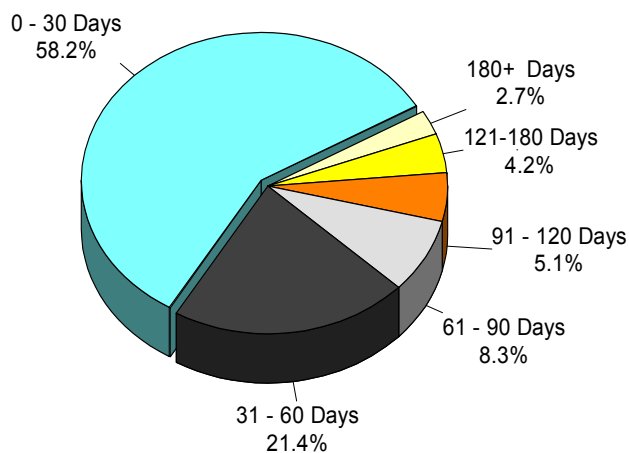
# RESIDENTIAL STATISTICS

## Average Days on Market

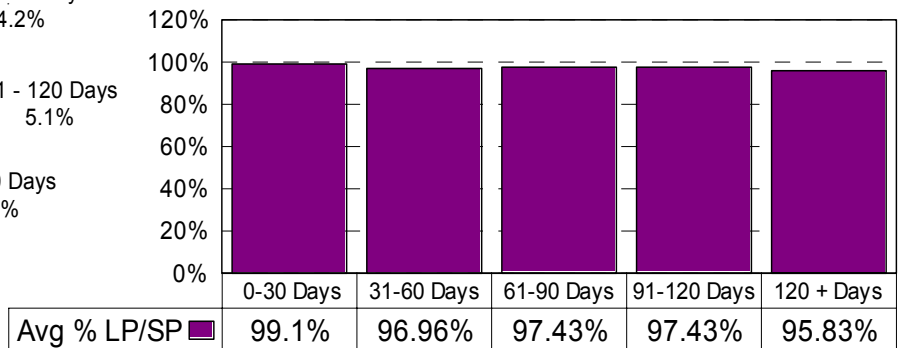
November 2004: 43 days



### November 2004 Average Days on Market Breakdown



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



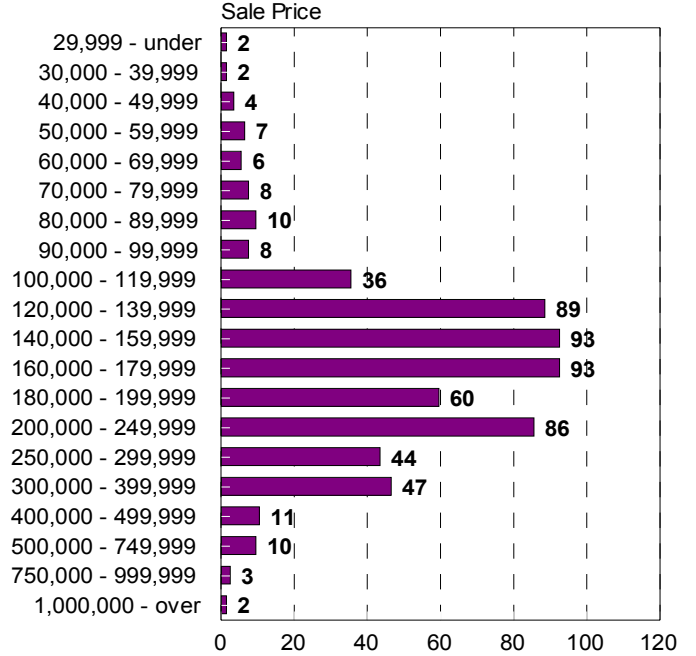
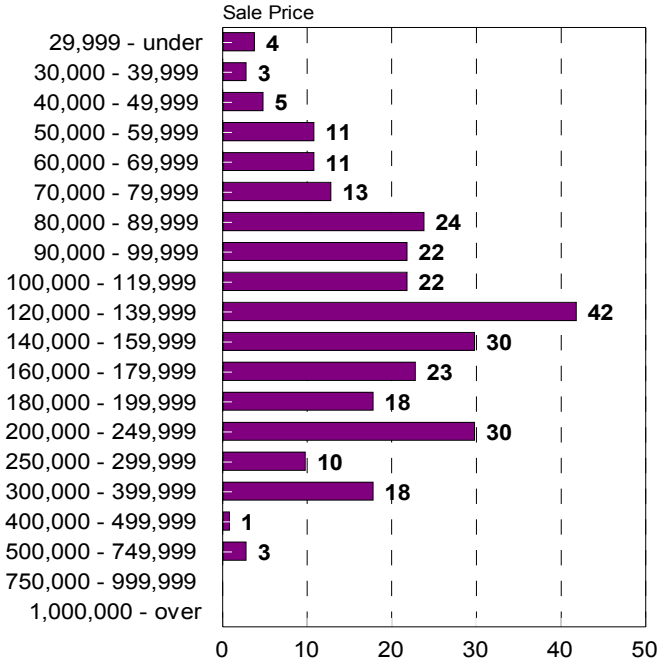
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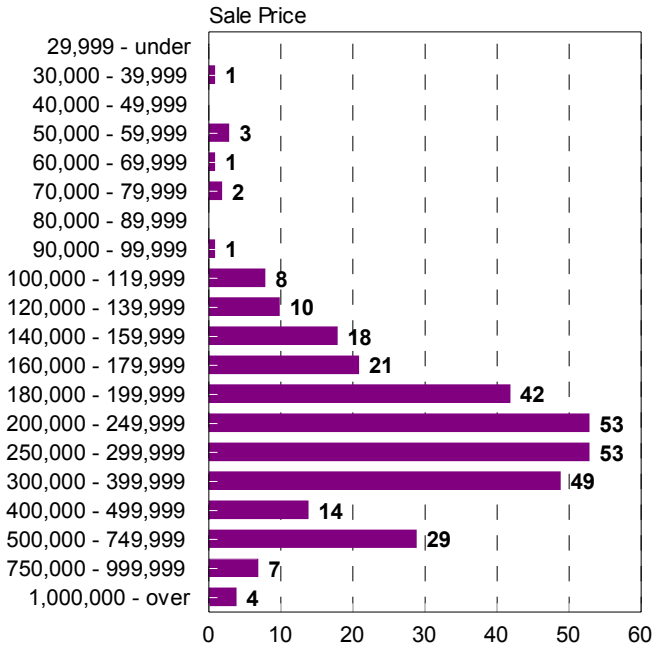
# RESIDENTIAL STATISTICS

## Sales Price Breakdown by Bedrooms

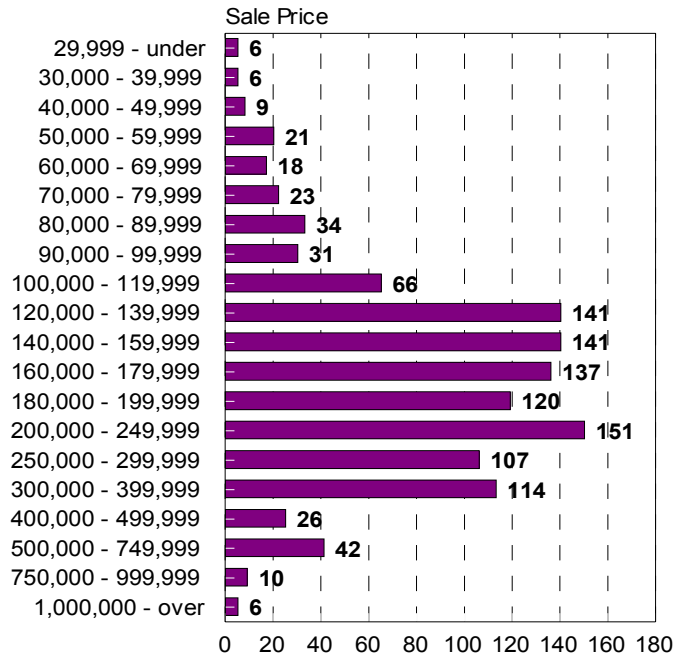
### 0 - 2 Bedrooms November 2004    3 Bedrooms November 2004



### 4 + Bedrooms November 2004



### All Bedrooms November 2004



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