

**September
2004**

www.tucsonrealtors.org

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."

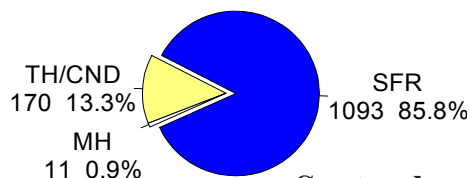
www.tarmls.com
www.tucsonrealtors.org

The Tucson Association of REALTORS® Multiple Listing Service, Inc. is a wholly owned subsidiary of the Tucson Association of REALTORS®. With more than 4,800 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.

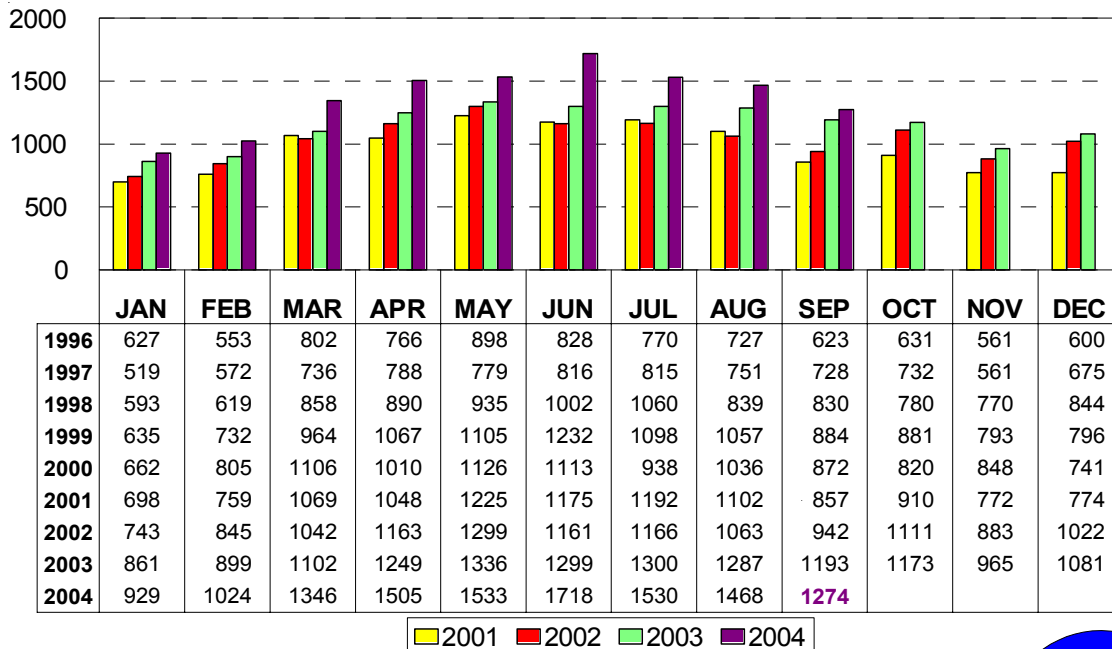
RESIDENTIAL STATISTICS

Total Unit Sales

September 2004: 1,274 Units



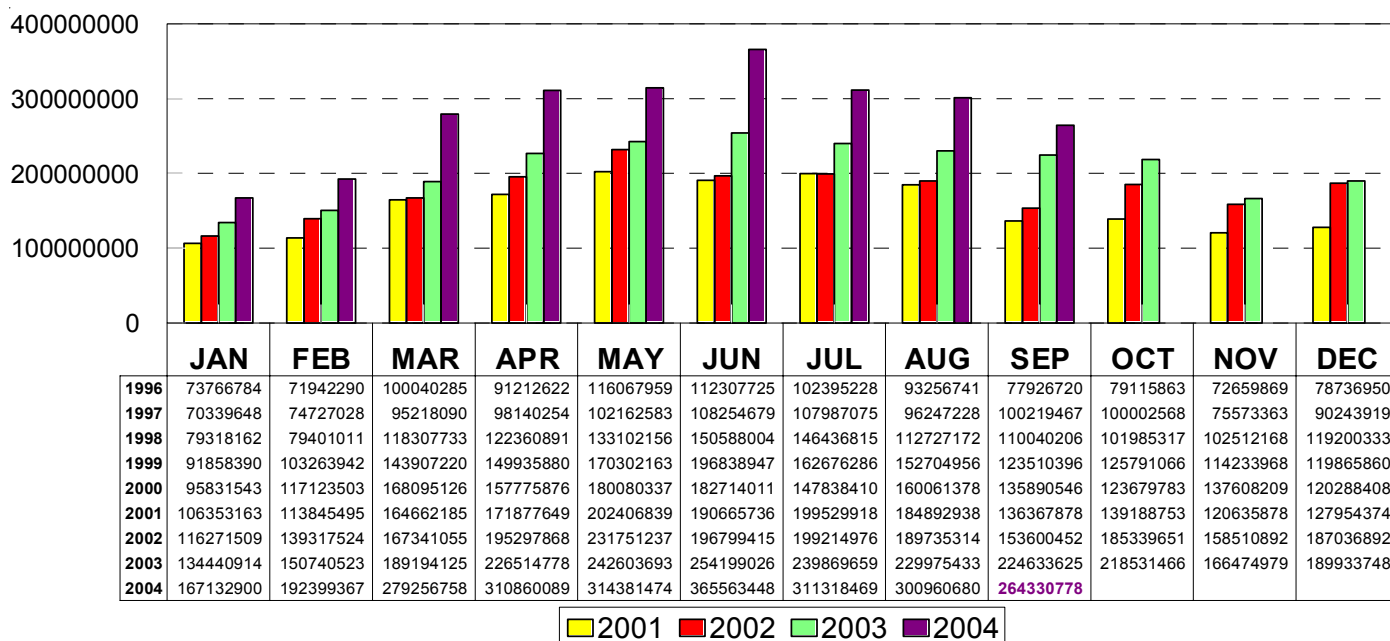
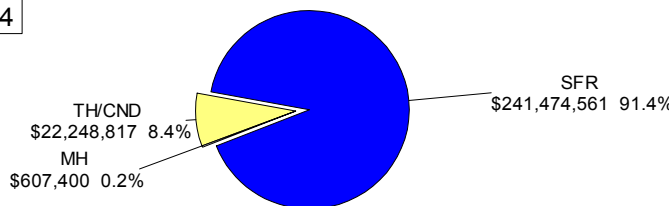
September 2004



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

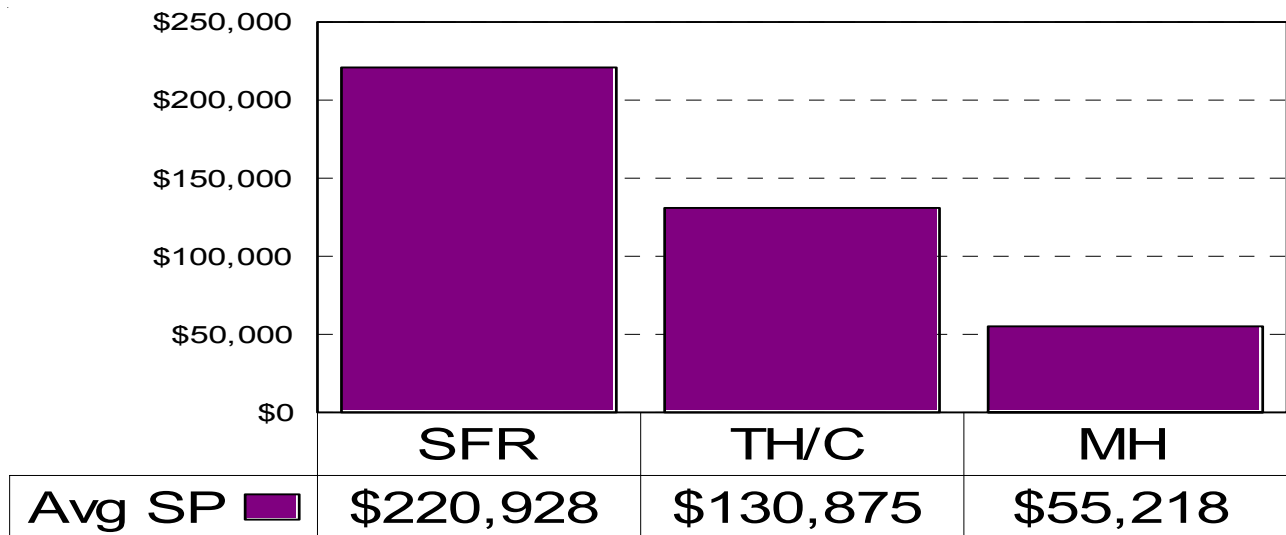
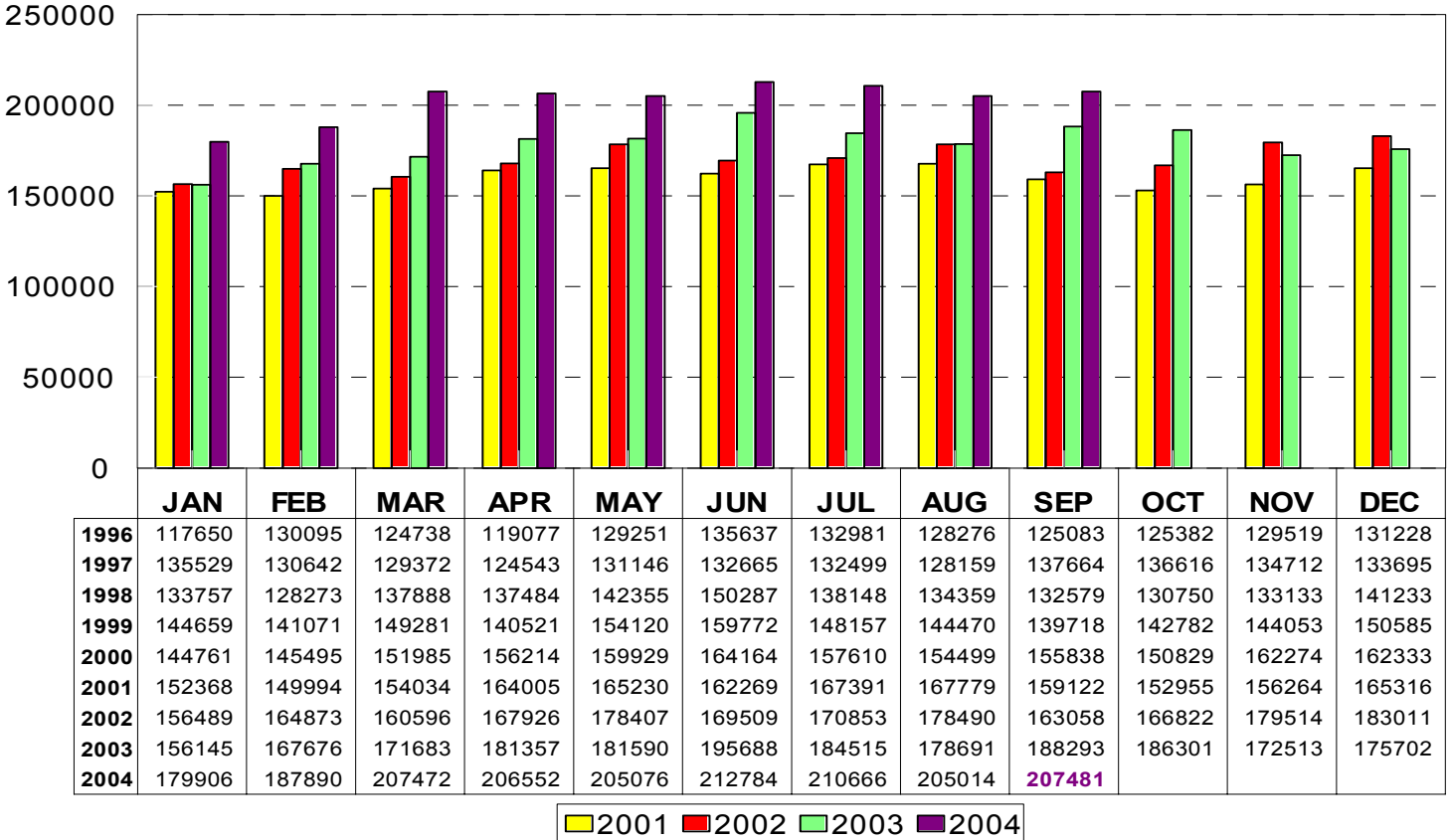


This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the Association or its MLS does not reflect all real estate activity in the market.

RESIDENTIAL STATISTICS

Average Sale Price

September 2004: \$207,481



This representation 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.

© Copyright 2004 Tucson Association of REALTORS® Multiple Listing Service, Inc.

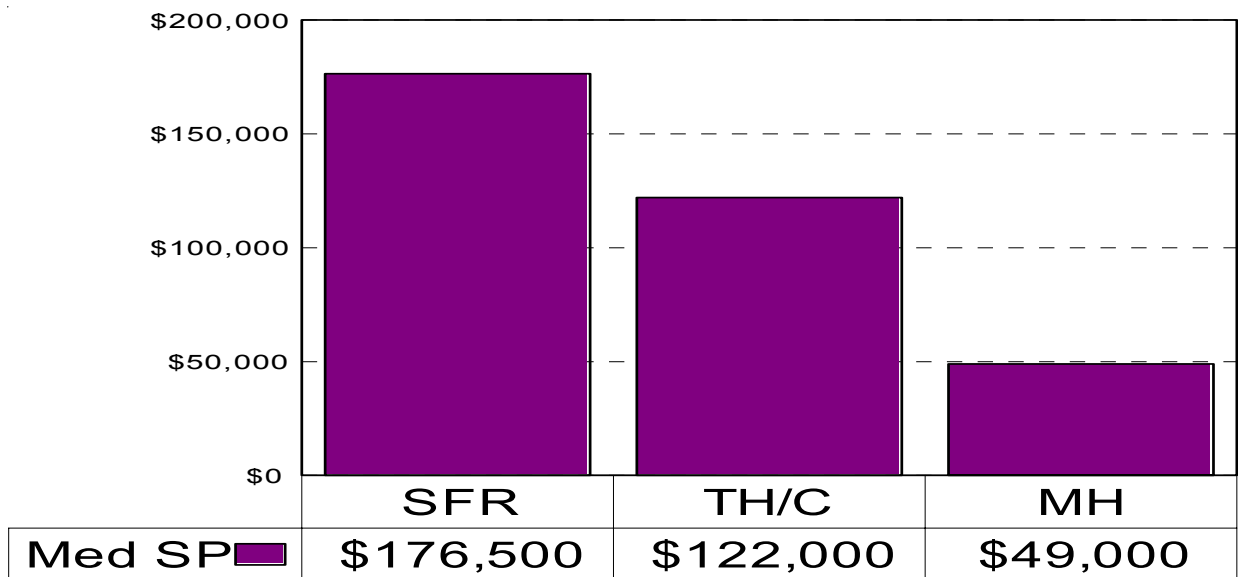
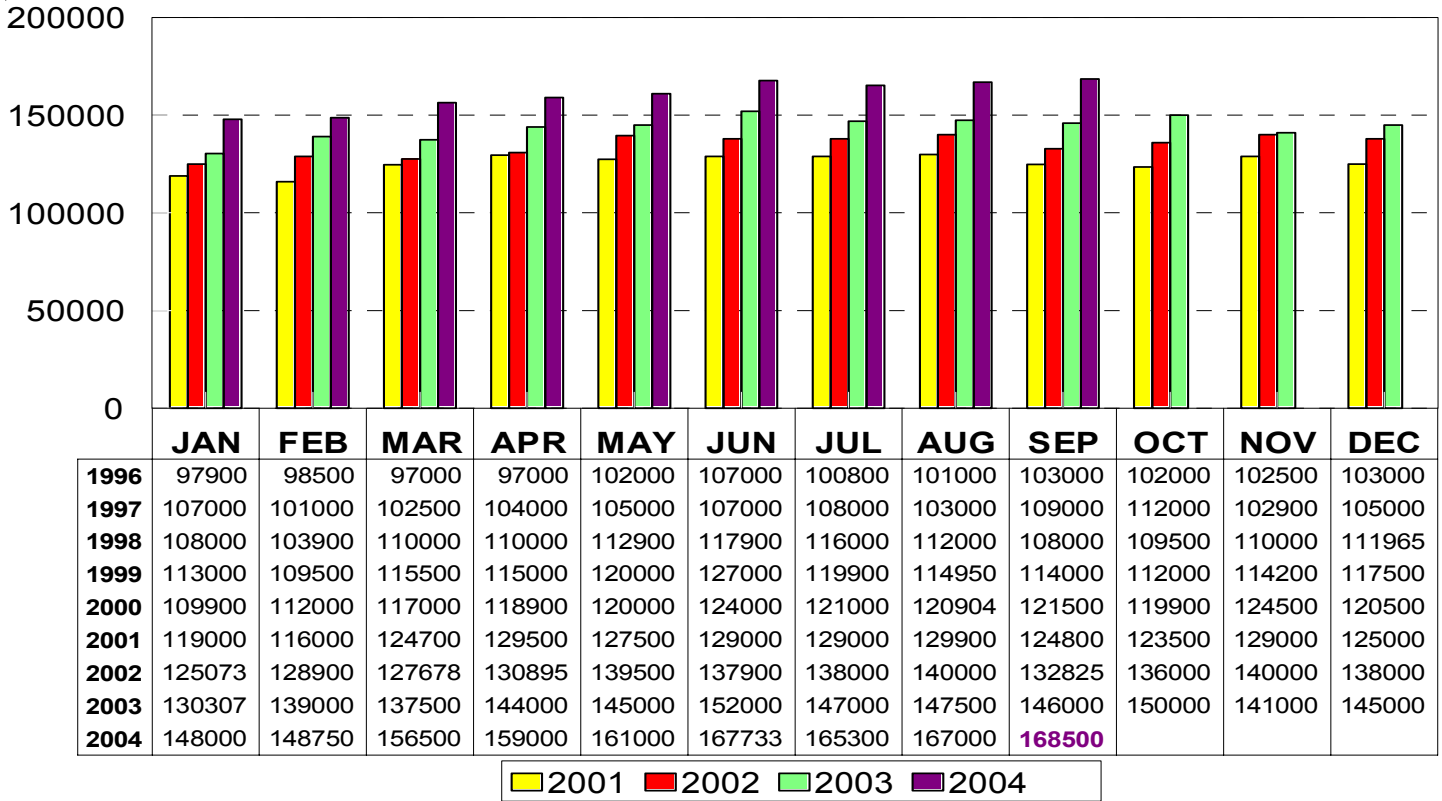
www.tarmls.com

www.tucsonrealtors.org

RESIDENTIAL STATISTICS

Median Sale Price

September 2004: \$168,500



This representation 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.

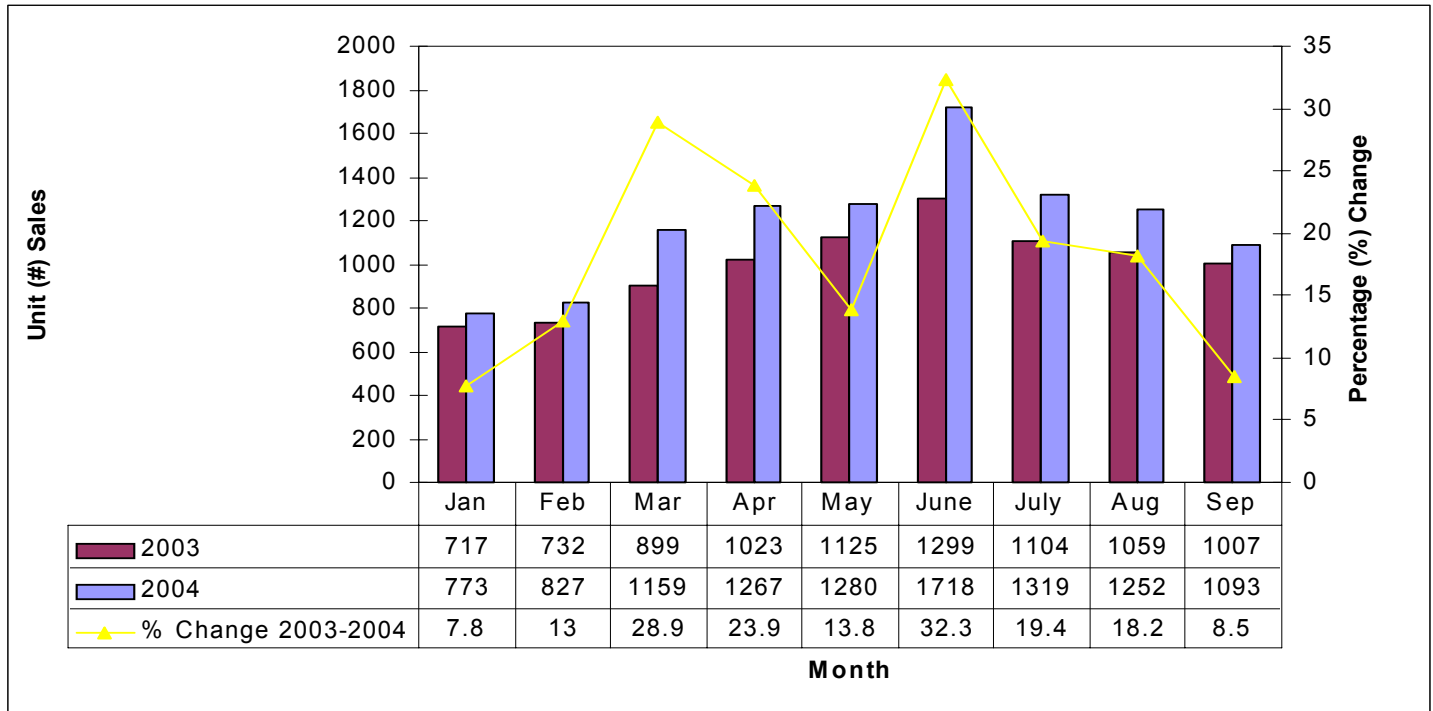
© Copyright 2004 Tucson Association of REALTORS® Multiple Listing Service, Inc.

www.tarmls.com

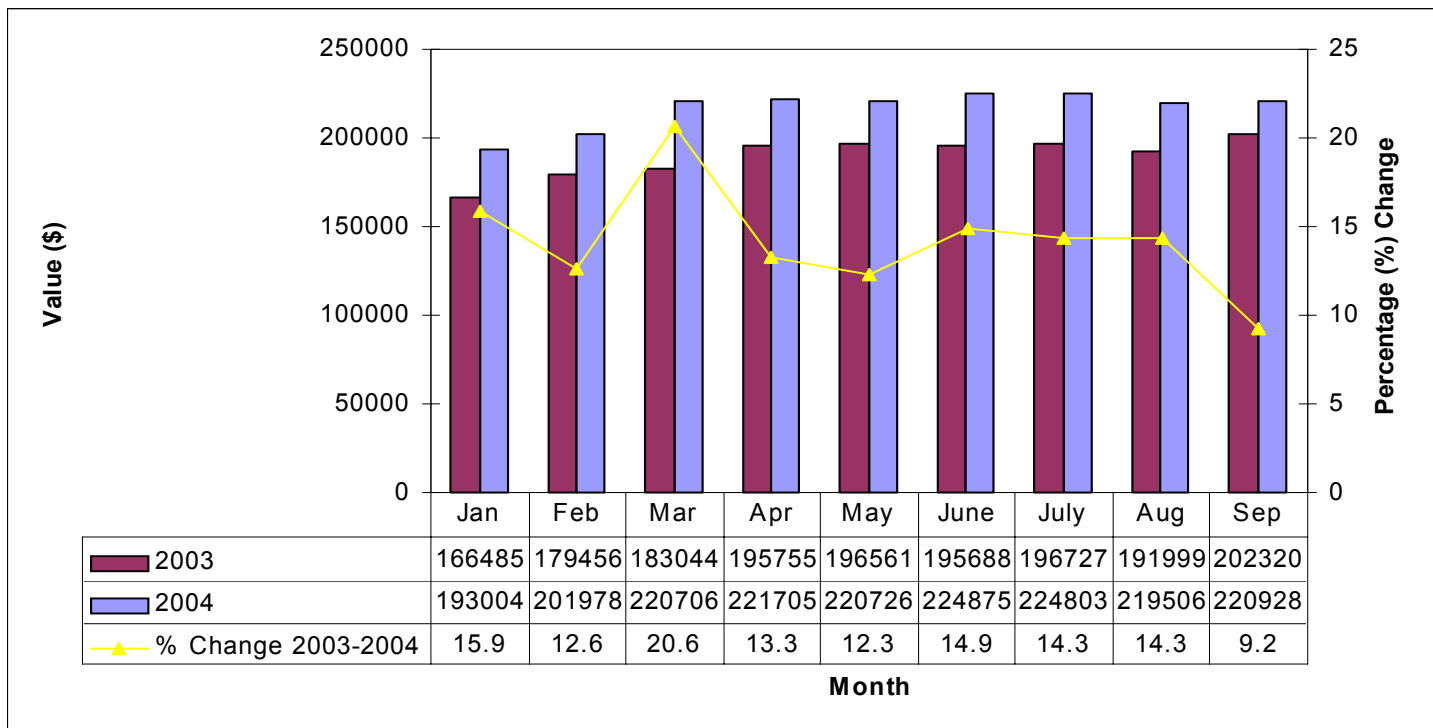
www.tucsonrealtors.org

RESIDENTIAL STATISTICS

% Change: SFR Unit Sales



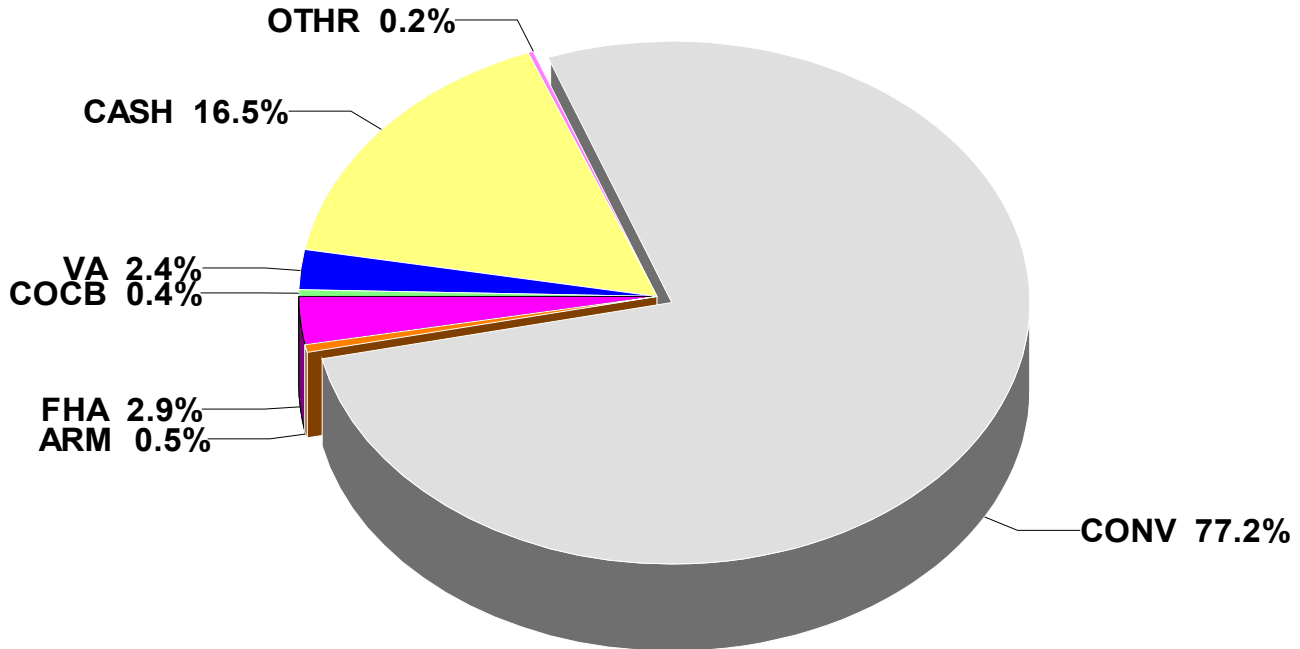
% Change: SFR Avg Sale Price



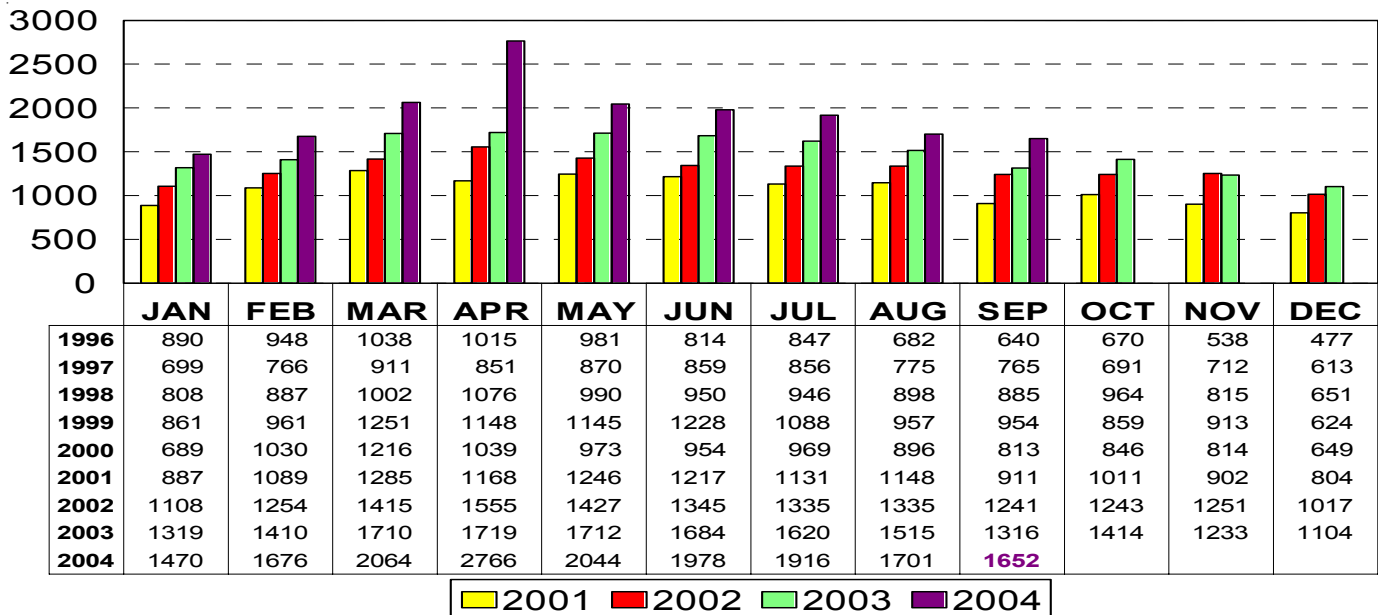
This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the Association or its MLS does not reflect all real estate activity in the market.

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

This representation 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.

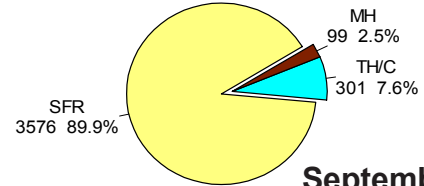
© Copyright 2004 Tucson Association of REALTORS® Multiple Listing Service, Inc.

www.tarmls.com

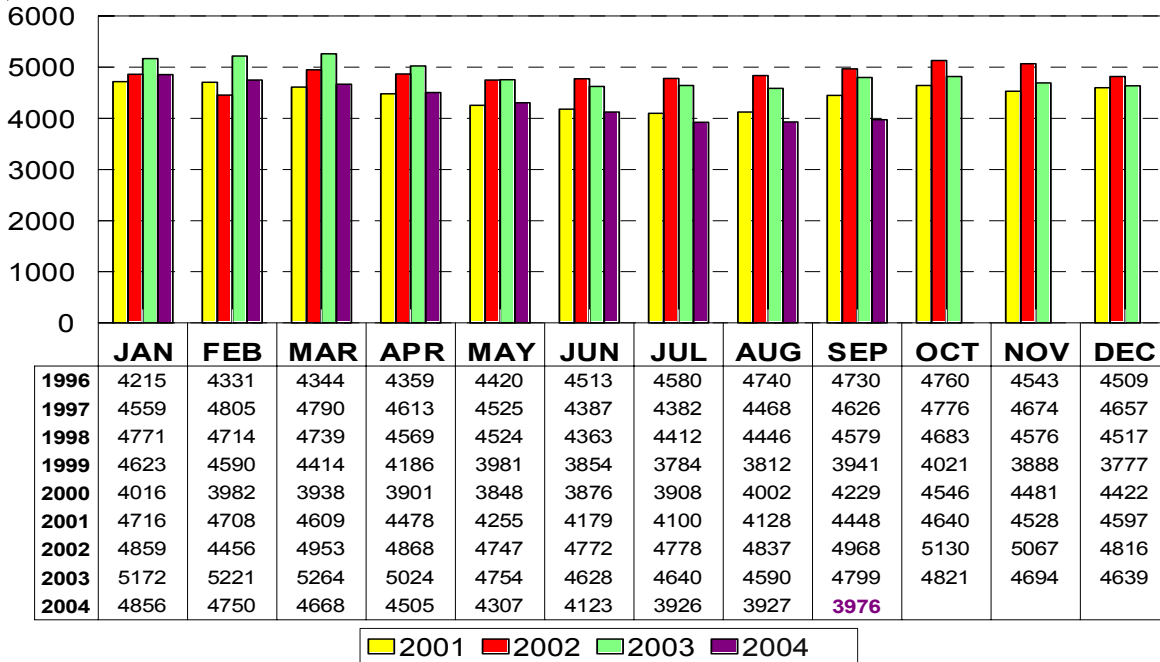
www.tucsonrealtors.org

RESIDENTIAL STATISTICS

Active Listings September 2004: 3,976

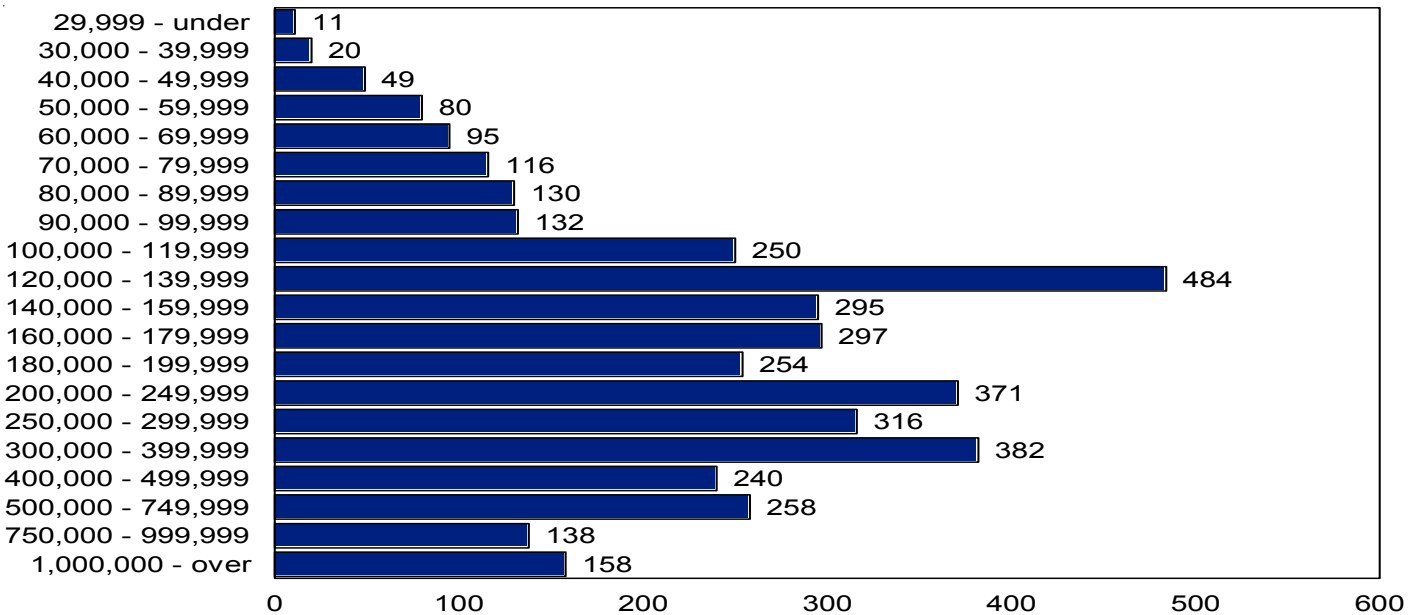


September 2004



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

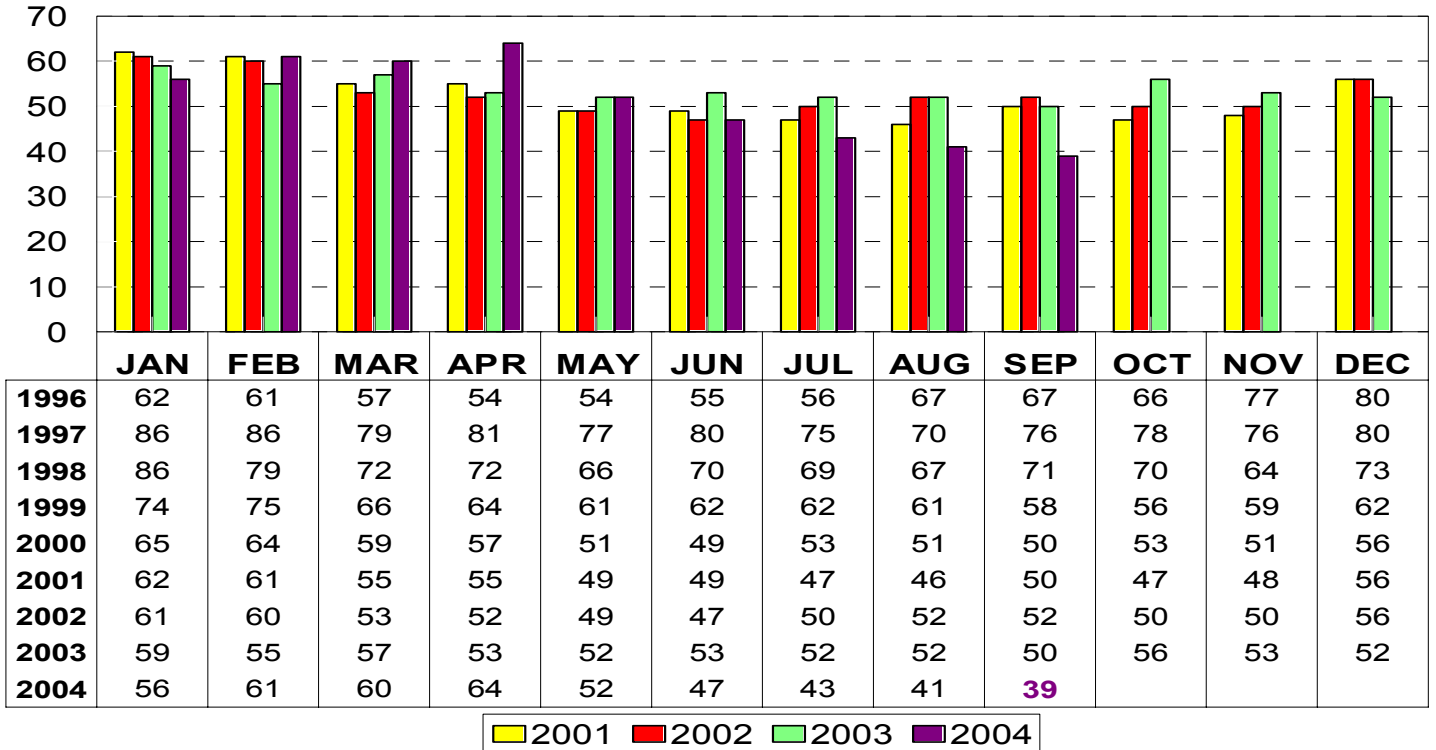


This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the Association or its MLS does not reflect all real estate activity in the market.

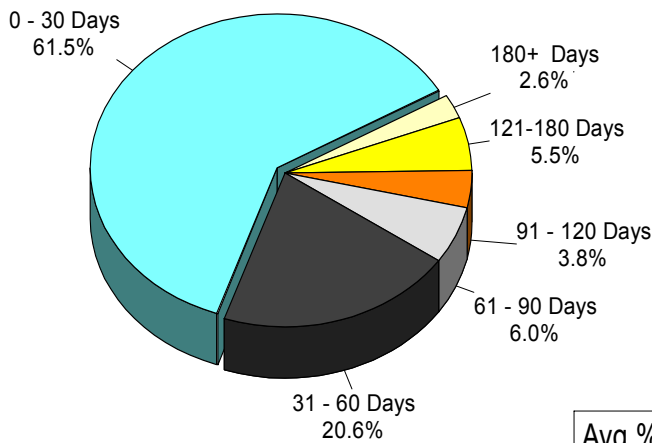
RESIDENTIAL STATISTICS

Average Days on Market

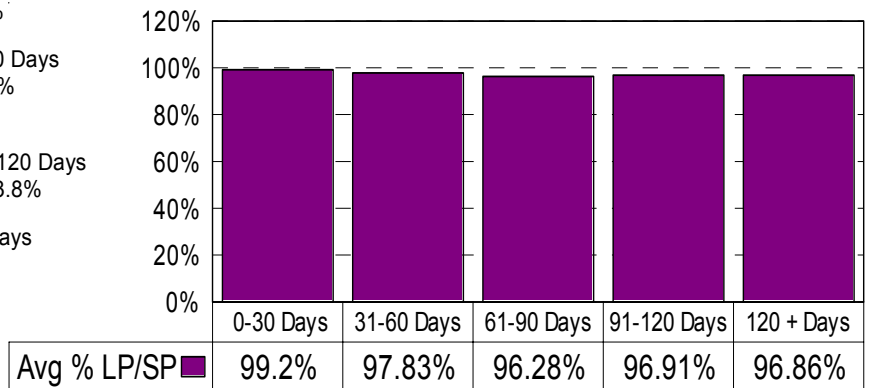
September 2004: 39 days



September 2004 Average Days on Market Breakdown



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

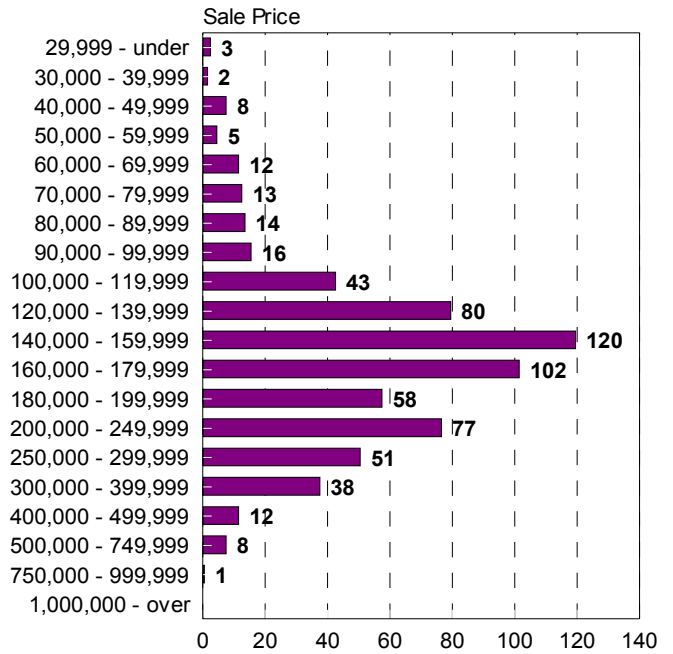
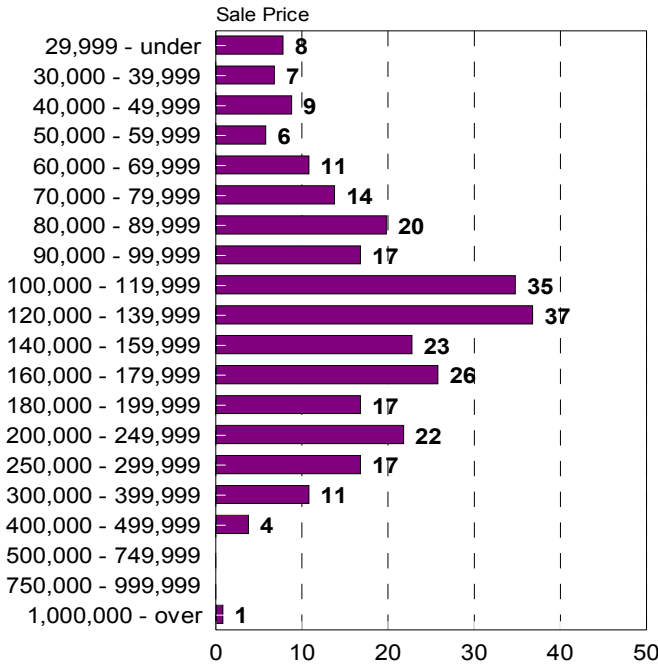


This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the Association or its MLS does not reflect all real estate activity in the market.

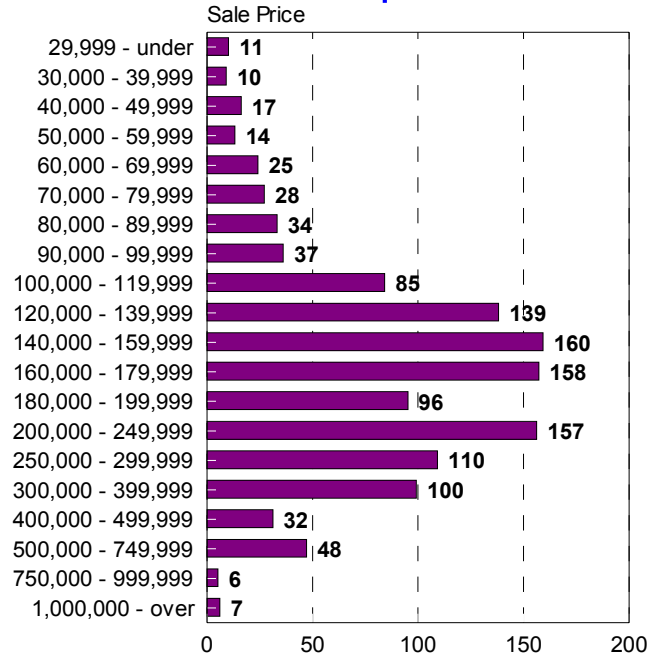
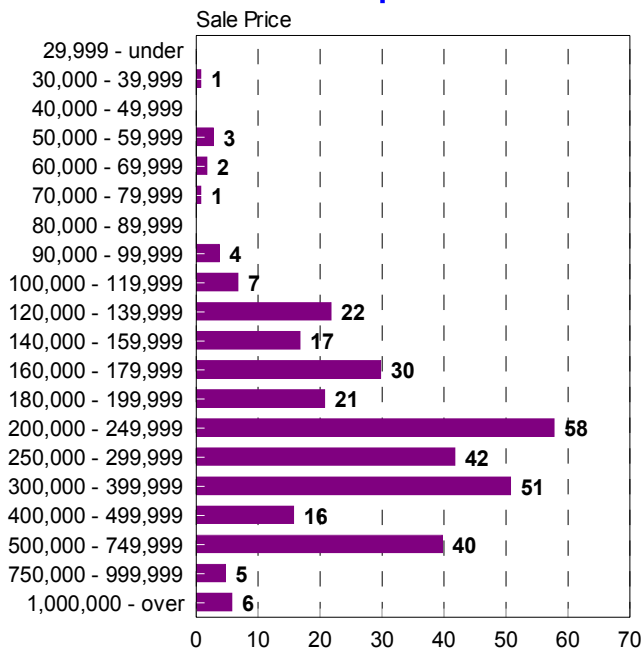
RESIDENTIAL STATISTICS

Sales Price Breakdown by Bedrooms

0 - 2 Bedrooms September 2004 3 Bedrooms September 2004



4 + Bedrooms September 2004 All Bedrooms September 2004



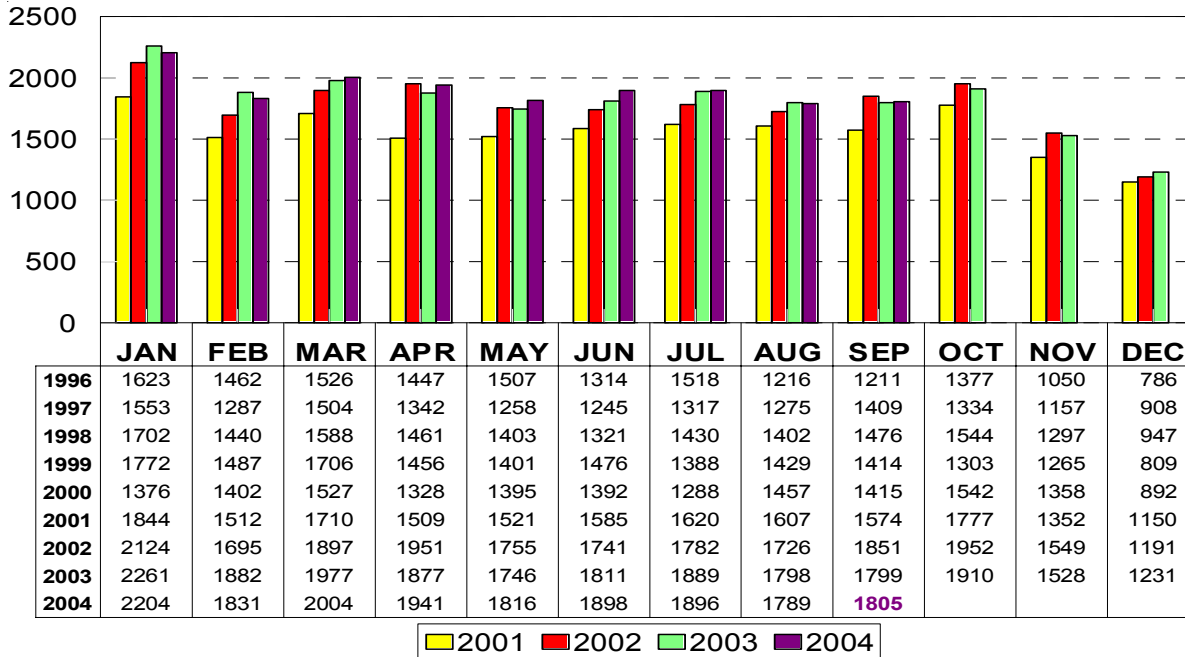
This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the Association or its MLS does not reflect all real estate activity in the market.

RESIDENTIAL STATISTICS

New Listings

September 2004: 1805

September 2004



Area	New
N	149
NE	132
NW	540
XNE	1
XNW	23
C	317
E	193
S	128
SE	217
SW	160
XSW	32
XS	64
W	149
XW	27
CCO	58
CMA	1
CPI	51
CSC	10
PE	2
MEX	1

New Construction* -Sold Information-

September 2004: 39 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	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	61	18,538,197	303,905	237,144
July 2004	33	9,480,537	287,289	204,500
August 2004	53	12,582,070	237,398	175,500
September 2004	39	9,971,630	255,683	198,000
2004 Totals	392	104,190,076	265,714	195,583

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

This representation 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.

© Copyright 2004 Tucson Association of REALTORS® Multiple Listing Service, Inc.

www.tarmls.com

www.tucsonrealtors.org