

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



July 2007

**FOR IMMEDIATE RELEASE:** August 13, 2007

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**LETTER FROM THE PRESIDENT**

There are a number of interesting statistics to report for July 2007. After rising for several months, both average and median sales prices have decreased compared to this time last year. The average sales price in July 2007 was \$268,983, down 1.73% from \$273,717 in July 2006. Median sales price also decreased 2.78% to \$218,750 in July 2007.

Pending contracts were up last month, rising 63.18% from July 2006. Pending contracts totaled 1,777 in July 2007 – our second largest total this year. We should see these contribute to an increase in unit sales for August. Unit sales in July were down 10.51% from last year, totaling 1,098.

New listings are also slowly decreasing, down 3.52% from July 2006 to 2,766 in July 2007. The number of new listings taken each month has slowly decreased over the summer from a high of 3,085 we saw in April 2007.

Judy Lowe  
2007 MLS President



## Sales Snapshot

### Home Sales Volume

Decreased 12.06% from \$335,850,800 in July 2006 to \$295,343,432 in July 2007. Graph on page 4.

### Home Sales Units

Decreased 10.51% from 1,227 in July 2006 to 1,098 in July 2007. Graph on page 3.

### Average Sales Price (all residential types)

Decreased 1.73% from \$273,717 in July 2006 to \$268,983 in July 2007. Graph on page 5.

### Median Sales Price

Decreased 2.78% from \$225,000 in July 2006 to \$218,750 in July 2007. Graph on page 8.

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

Increased 63.18% from 1,089 in July 2006 to 1,777 in July 2007. Graph on page 9.

### Active Listings

Decreased 2.94% from 8,955 in July 2006 to 8,692 in July 2007. Graph on page 10.

### New Listings

Decreased 3.52% from 2,867 in July 2006 to 2,766 in July 2007. Graph on page 12.

## Sales Analysis

### Pending Contracts Up Over July 2006

Pending contracts in July 2007, totaling 1,777, rose 63.18% when compared to last July's total of 1,089. While down from last month, July still had the second largest amount of pending contracts for the year - which we should see translate into sales units next month.

### New Listings Decrease Over Summer

The number of new listings has steadily decreased over the summer, after reaching a high of 3,085 in April 2007. The number of new listings in July 2007 was 2,766 - down 101 listings (or 3.52%) from July 2006.

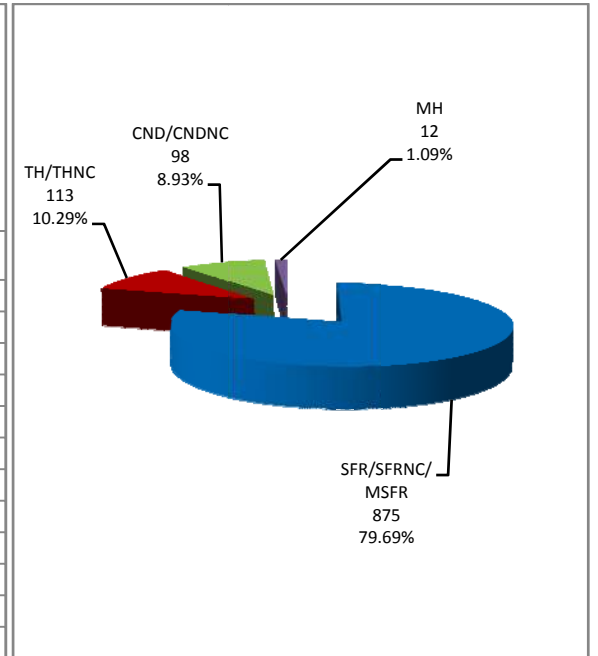
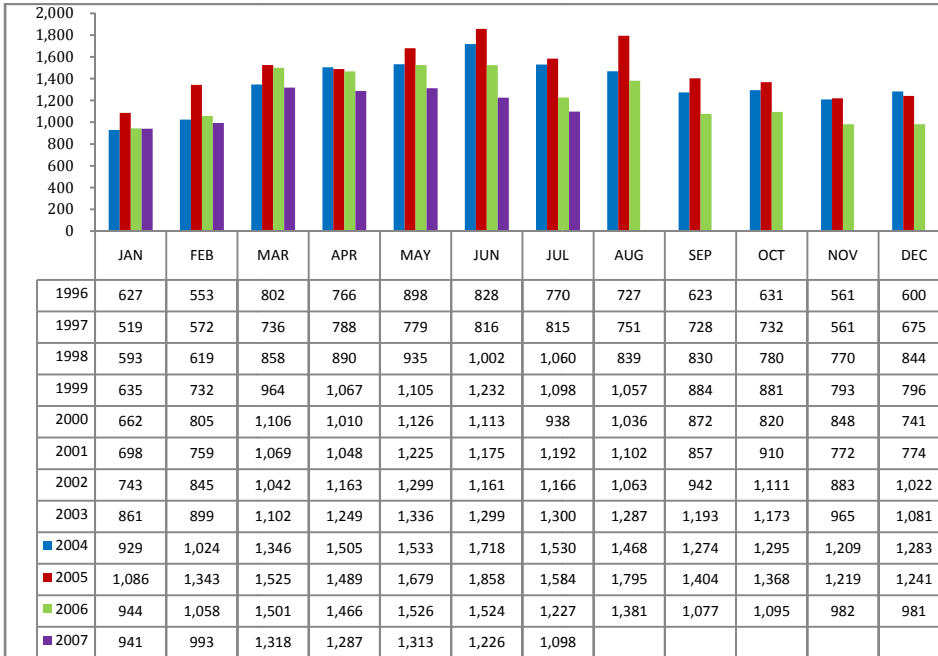
### Average Sales Price Decreases

After posting year-over-year increases since April 2007, the average sales price in July 2007 has dipped below what we saw in July 2006. The average sales price of \$268,983 is down 1.73% from \$273,717 in July 2006.

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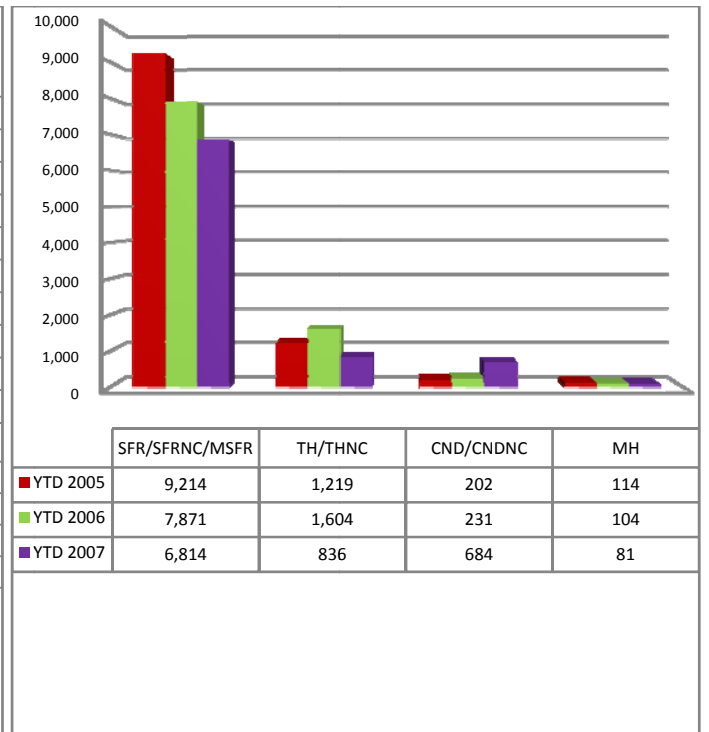
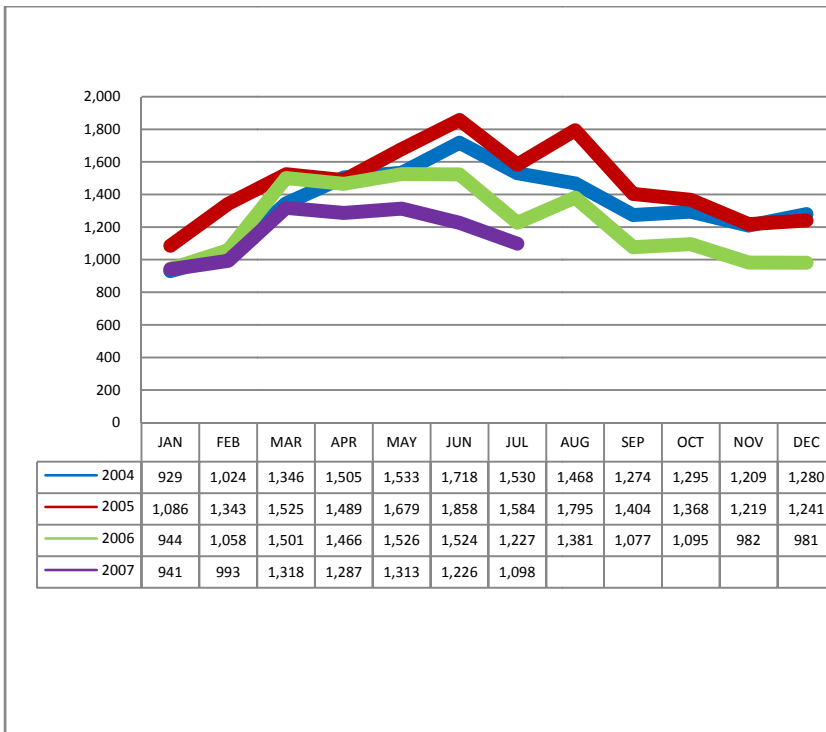
**Total Unit Sales - July 2007 - 1,098 Units**

**Unit Sales - July 2007 Breakdown by Type**



**Total Unit Sales - Annual Comparison**

**YTD Annual Comparison - Breakdown by Type**

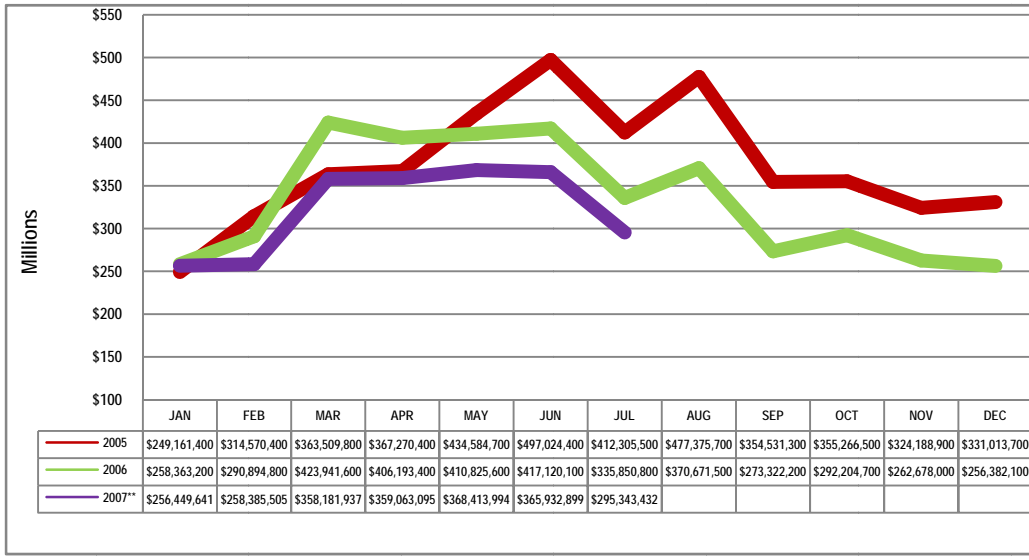


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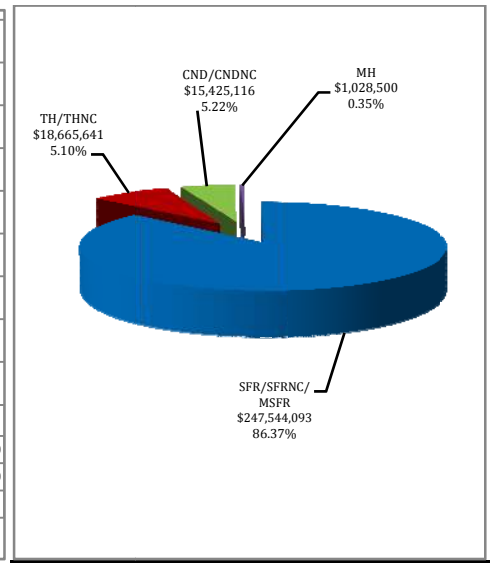
**Total Sales Volume - July 2007 - \$295,343,432**



**Annual Comparison**

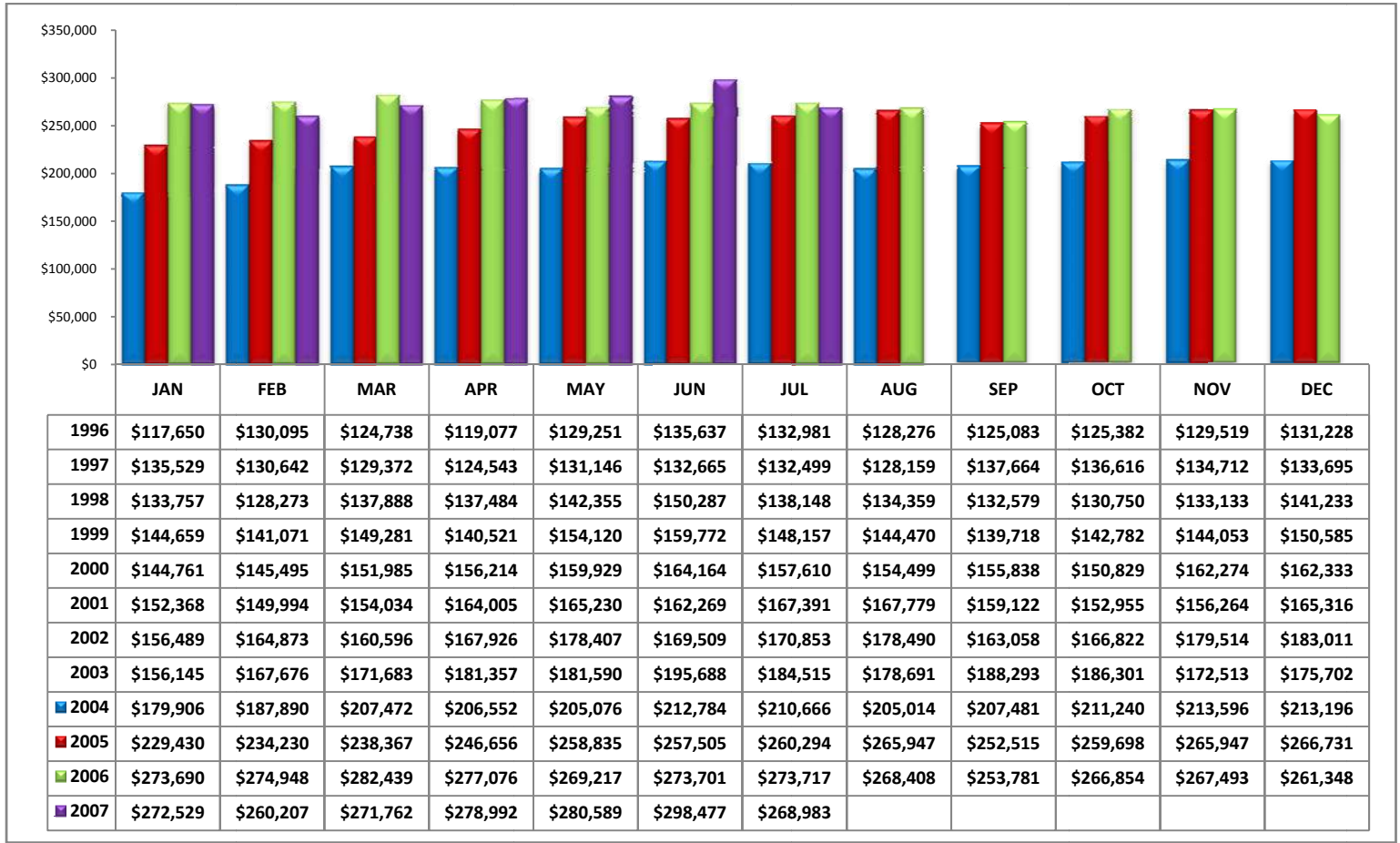


**Monthly Volume by Type**

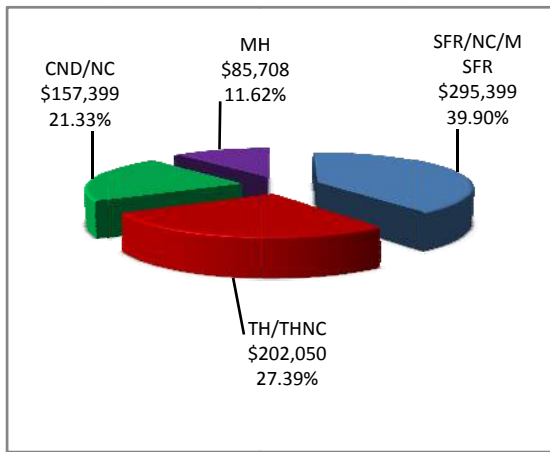


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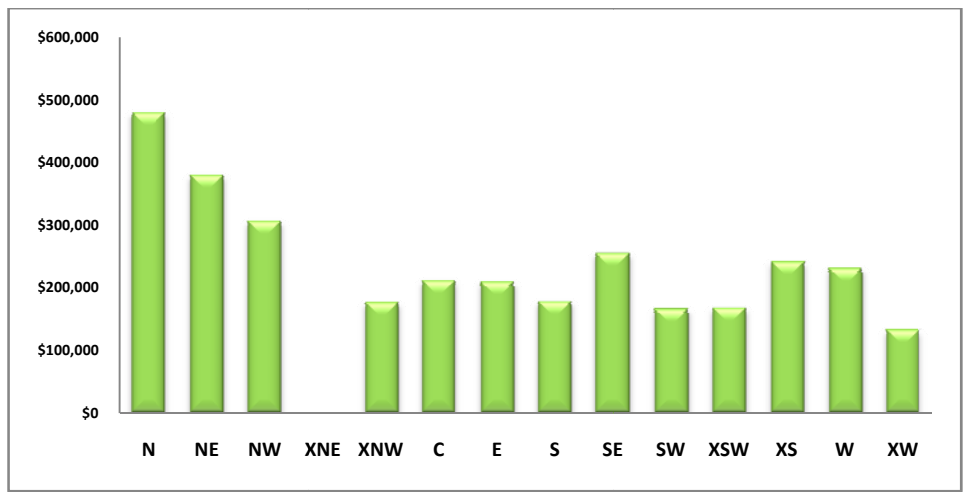
**Average Sales Price – July 2007 – \$268,984**



**Average Sales Price by Type – July 2007**

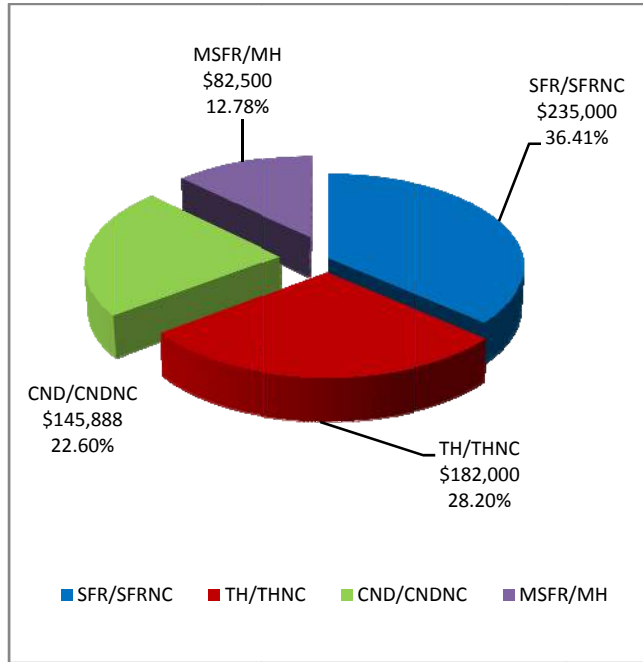


**Average Sale Price per Area – July 2007**

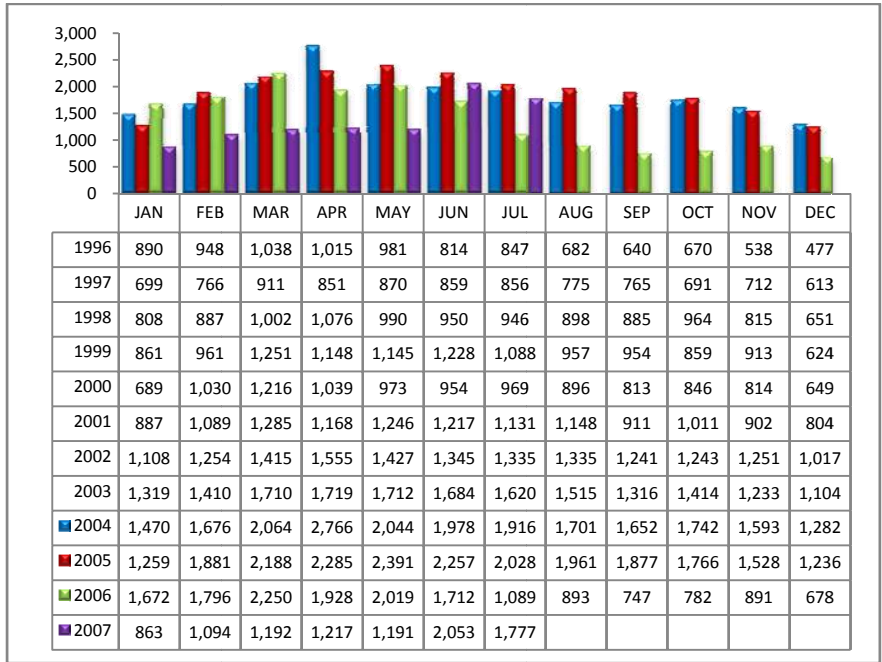


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**Median Sale Price - by Type**



**Total Listings Under Contract - 1,777 Listings**



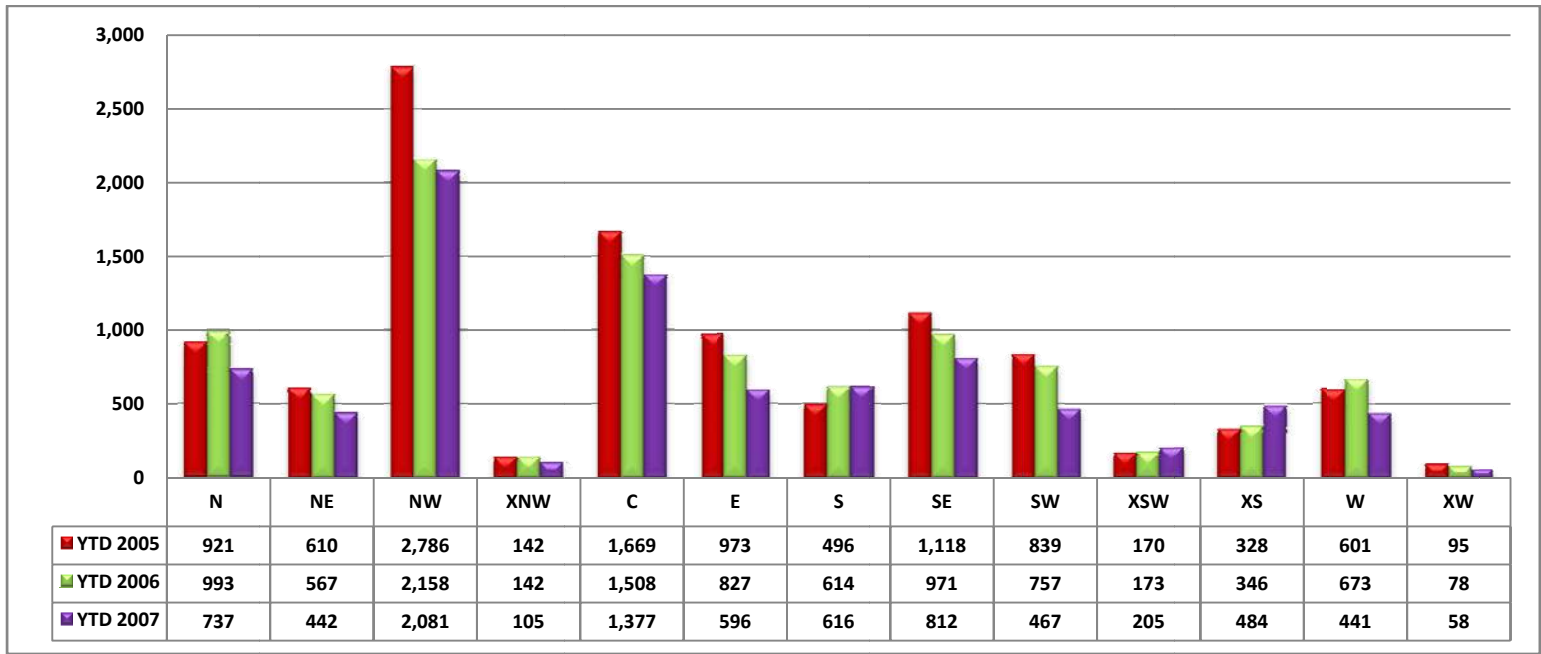
**Median Sale Price - July 2007 - \$218,750**



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**Number of Sold Listings by Area - Annual Comparison**



**Average Sold per Area by # of Bedrooms**

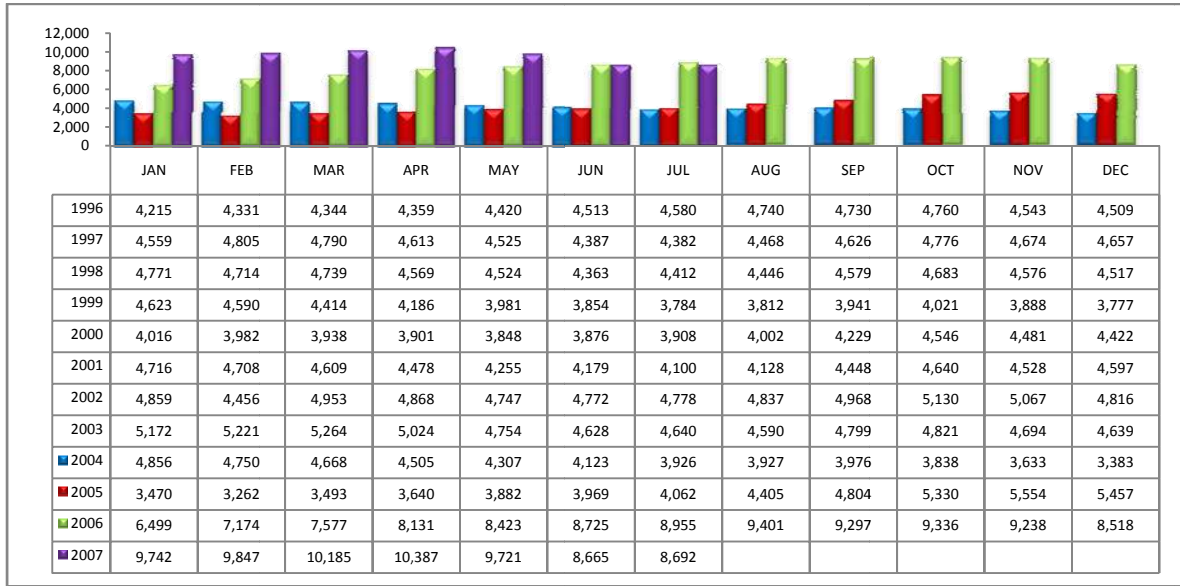
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$ 254,119	\$ 475,895	\$ 627,727	\$ 1,301,200	\$ 480,349
NE	\$ 196,550	\$ 357,890	\$ 463,943	\$ 704,365	\$ 380,022
NW	\$ 241,552	\$ 267,902	\$ 381,583	\$ 460,250	\$ 306,459
XNW	\$ 0.00	\$ 133,655	\$ 248,120	\$ 376,254	\$ 177,433
C	\$ 173,630	\$ 238,000	\$ 314,000	\$ 333,867	\$ 212,479
E	\$ 142,415	\$ 200,974	\$ 296,375	\$ 406,000	\$ 210,170
S	\$ 125,739	\$ 187,774	\$ 194,067	\$ 241,000	\$ 178,560
SE	\$ 160,250	\$ 221,103	\$ 306,216	\$ 438,121	\$ 256,084
SW	\$ 107,428	\$ 166,784	\$ 212,287	\$ 305,000	\$ 166,614
XSW	\$ 169,636	\$ 172,029	\$ 155,300	\$ 0.00	\$ 168,390
XS	\$ 185,000	\$ 222,786	\$ 267,188	\$ 318,625	\$ 240,530
W	\$ 142,850	\$ 214,511	\$ 434,778	\$ 559,000	\$ 230,189
XW	\$ 0.00	\$ 126,600	\$ 146,350	\$ 0.00	\$ 132,243

**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	32	29	22	5	88
NE	20	24	23	7	74
NW	58	124	81	16	279
XNW	0	11	4	1	16
C	94	97	8	3	202
E	13	38	12	1	64
S	14	28	23	2	67
SE	3	66	30	6	105
SW	14	30	15	1	60
XSW	14	6	3	0	23
XS	5	29	18	4	56
W	20	27	9	1	57
XW	0	5	2	0	7
<b>TOTAL</b>	<b>287</b>	<b>514</b>	<b>250</b>	<b>47</b>	<b>1,098</b>

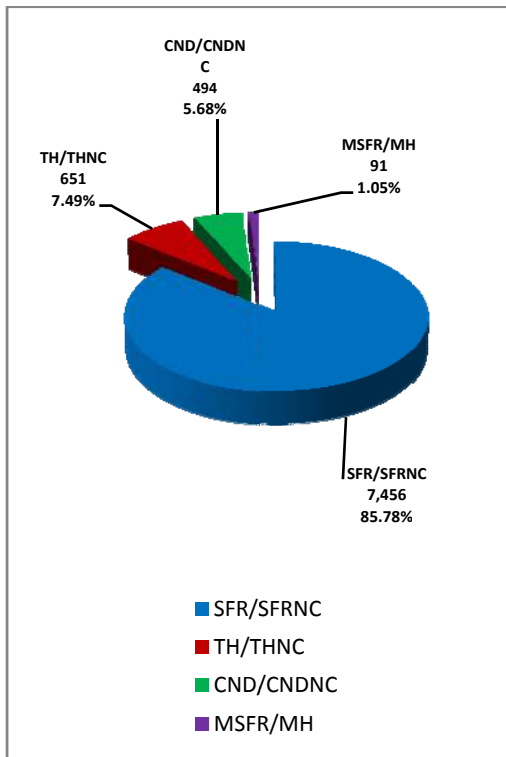
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**Active Listings - July 2007 - 8,692**

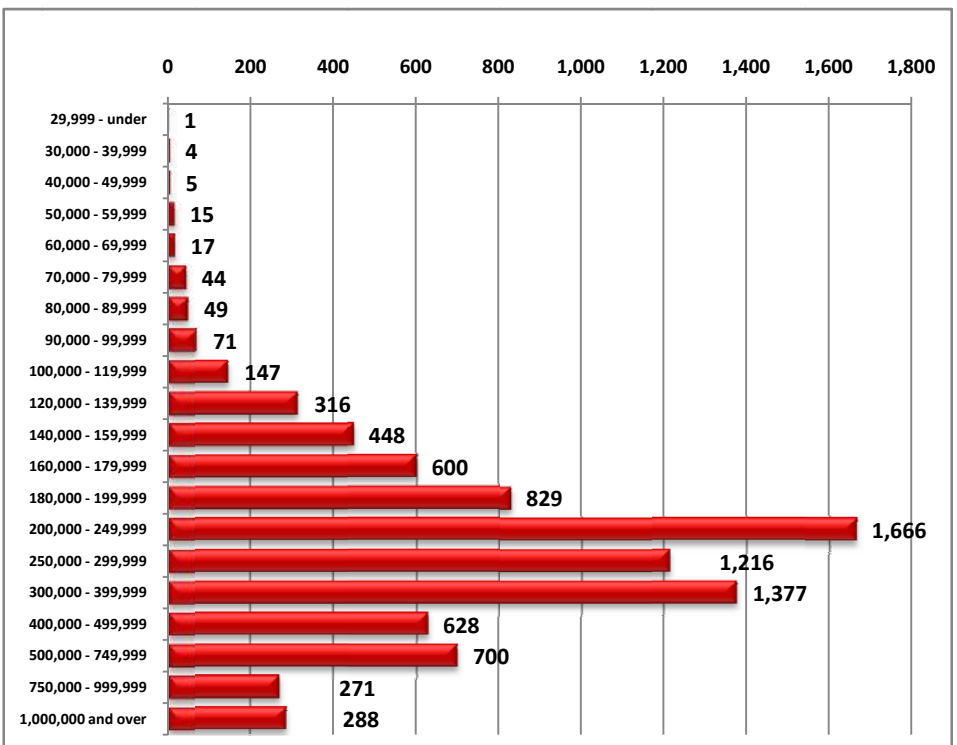


Area	# of Listings
N	696
NE	398
NW	2,539
XNE	7
XNW	99
C	1,085
E	502
S	555
SE	763
SW	722
XSW	305
XS	634
W	500
XW	67

**Active Listings Unit Breakdown**



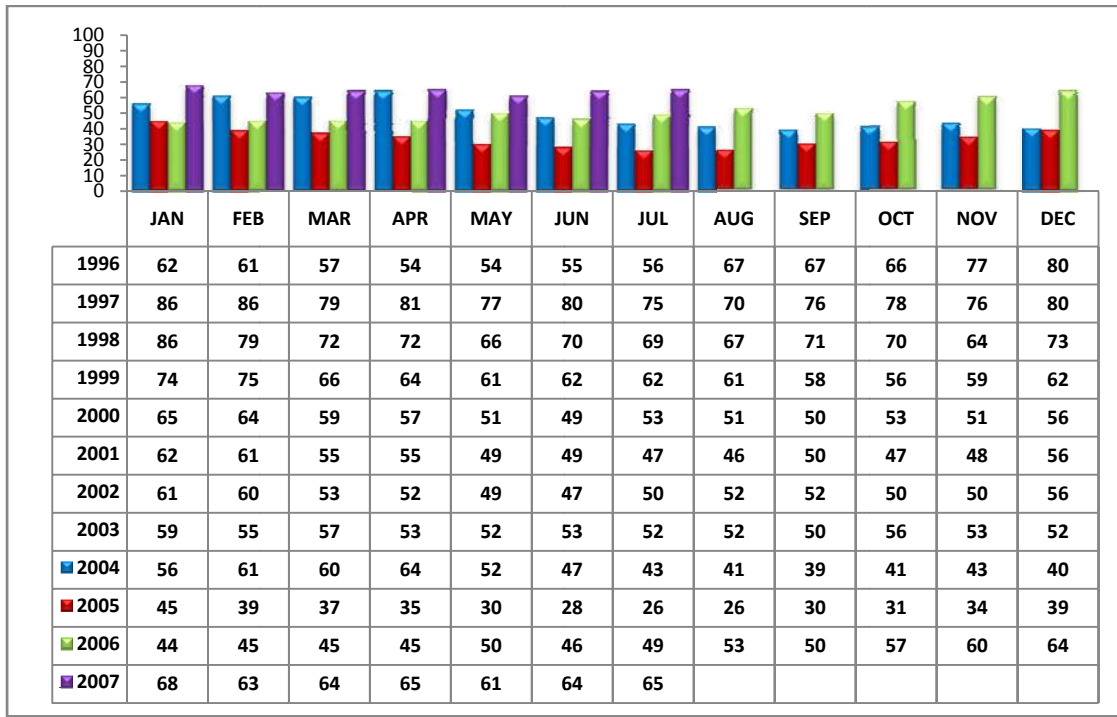
**Active Listings Price Breakdown**



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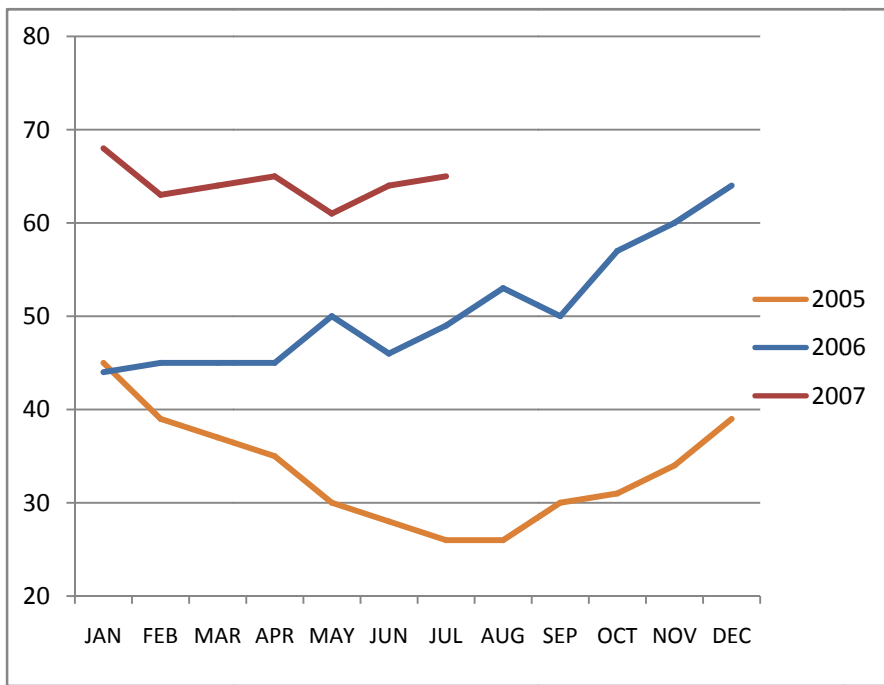


**Average Days on Market/Listing - July 2007 - 65 Days**

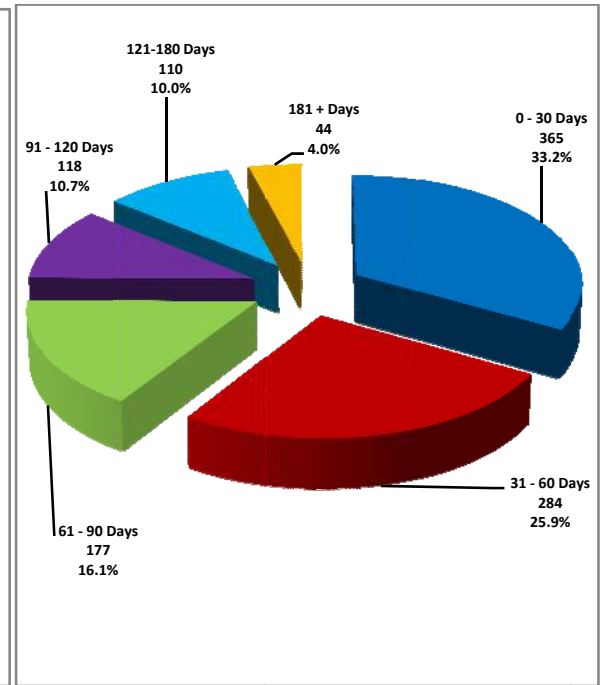


Area	Avg. DOM
N	69
NE	66
NW	72
XNE	0
XNW	80
C	55
E	45
S	58
SE	59
SW	60
XSW	99
XS	87
W	72
XW	93

**Annual Comparison - Average Days on Market/Listing**

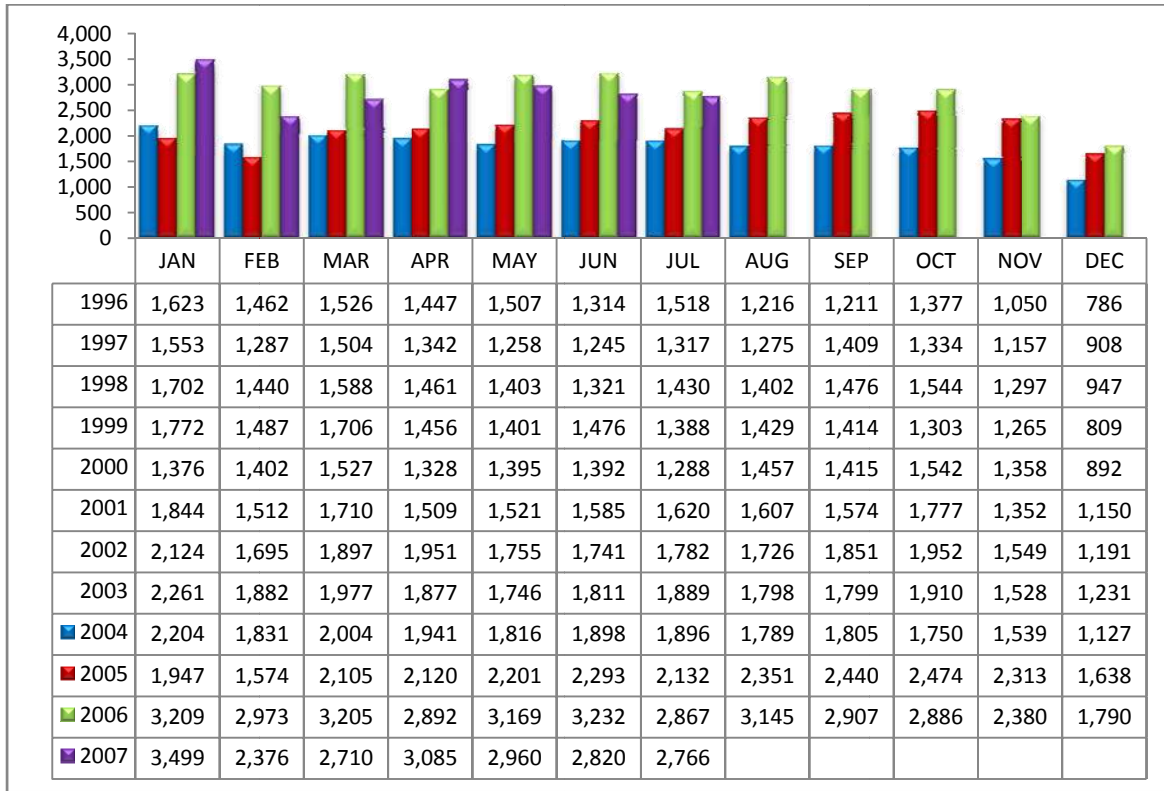


**Average Days on Market/Listing Breakdown**



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**New Listings - July 2007 - 2,766 Listings\***



Area	# of Listings
N	211
NE	150
NW	721
XNE	0
XNW	39
C	290
E	182
S	200
SE	242
SW	211
XSW	74
XS	178
W	157
XW	10

\*Includes properties that were re-listed

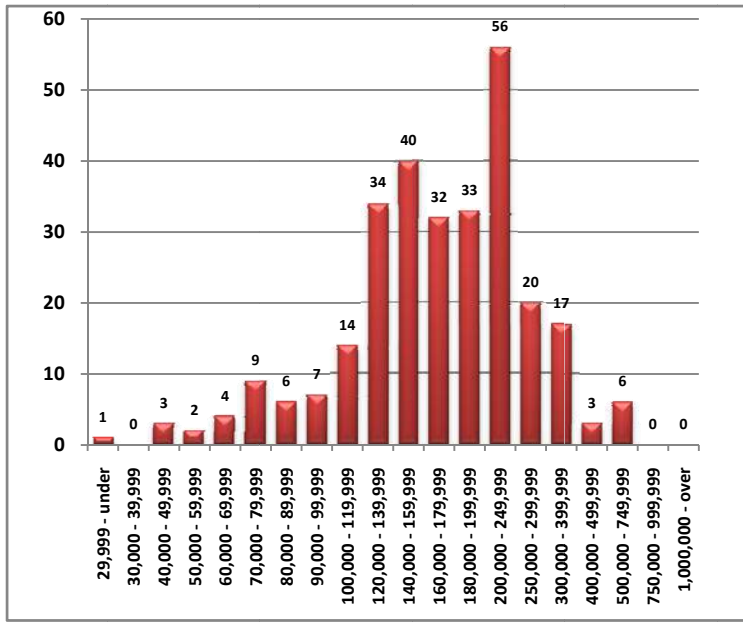
**Misc. MLS Information - July 2007**

Month	#Expired	WD Release	WD Temp	Re-Lists
January 2007	630	1083	37	513
February 2007	520	846	40	306
March 2007	590	953	45	322
April 2007	652	977	39	326
May 2007	550	1070	20	382
June 2007	602	980	20	292
July 2007	633	980	32	320

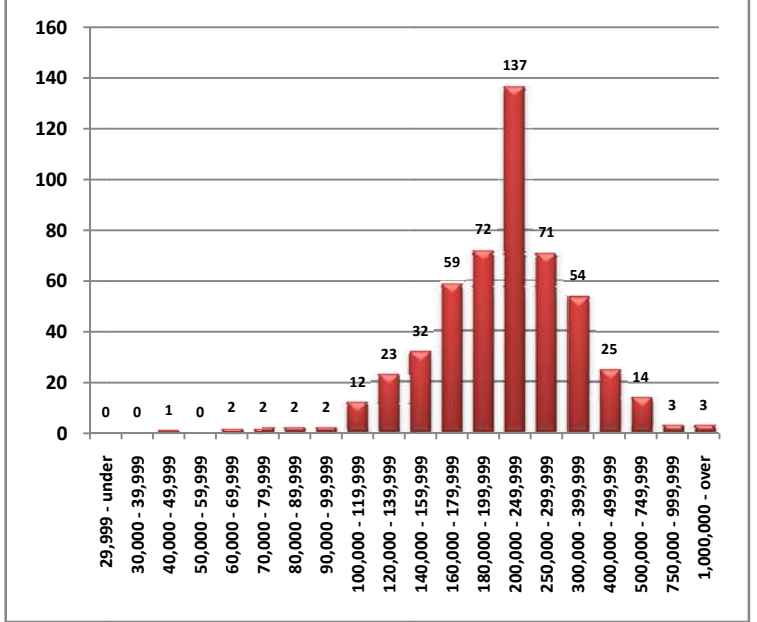
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**Sale Price by Bedroom**

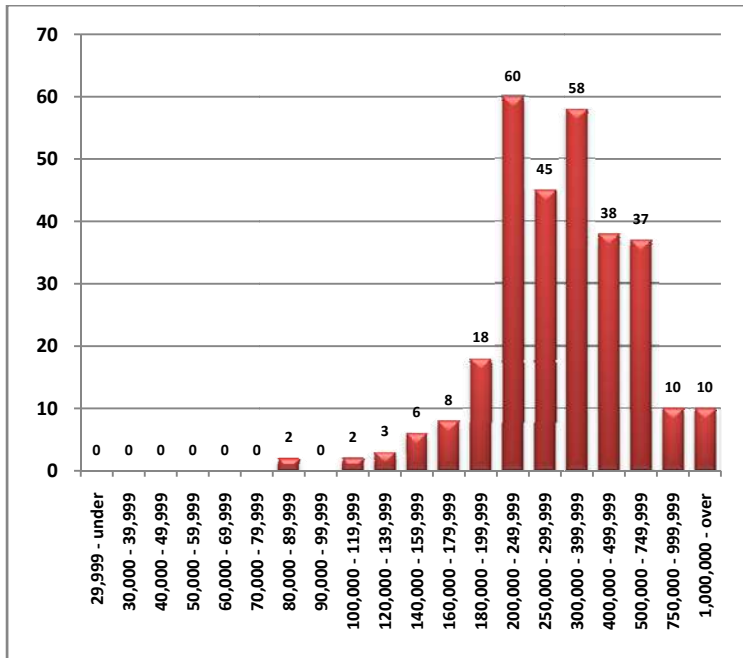
**0 to 2 Bedrooms**



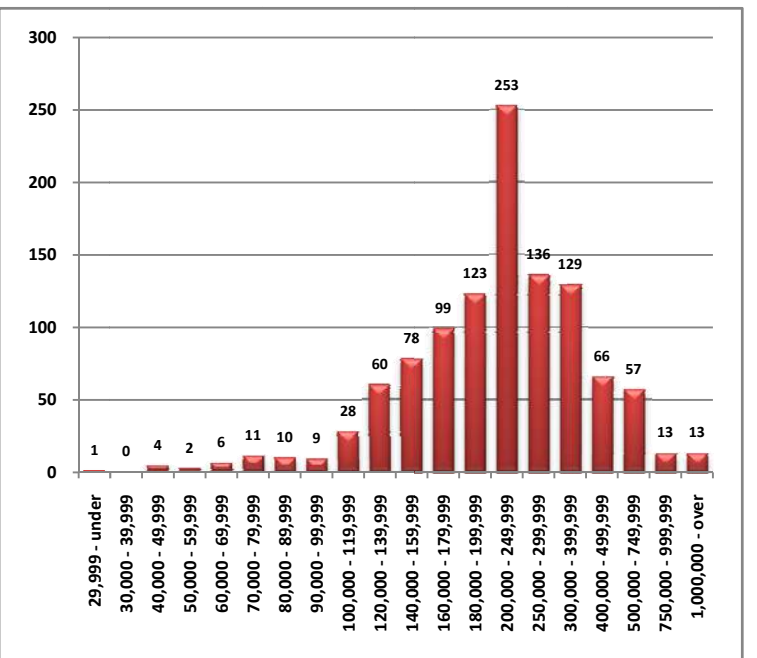
**3 Bedrooms**



**4 or More Bedrooms**



**Total Bedrooms**



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Tucson Association of REALTORS®, Real Estate Trend Indicator  
Tucson, AZ

From: 07/01/2007 to 07/31/2007

Statistics generated on: 08/06/2007

Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	July Sold	Area	# Per Area	of Units Sold	
Under \$29,999	1				1	1	N	696	1 -30 Days	365
\$30,000 to \$39,999	4			2	6	0	NE	398	31-60 Days	284
\$40,000 to \$49,999	5	1		4	10	4	NW	2539	61 - 90 Days	177
\$50,000 to \$59,999	15			3	18	2	XNE	7	91-120 Days	118
\$60,000 to \$69,999	17	3		11	31	6	XNW	99	121 - 180 Days	110
\$70,000 to \$79,999	44	10	1	8	63	11	C	1085	Over 180 Days	44
\$80,000 to \$89,999	49	7		16	72	10	E	502	Avg. Days on Market 65	
\$90,000 to \$99,999	71	13	1	9	94	9	S	555	Avg. Sold Price \$268,983	
\$100,000 to \$119,999	147	26	3	28	204	28	SE	763	Avg. Median Price \$218,750	
\$120,000 to \$139,999	316	50		40	406	60	SW	722		
\$140,000 to \$159,999	448	66	1	73	588	78	XSW	305		
\$160,000 to \$179,999	600	84	1	66	751	99	XS	634		
\$180,000 to \$199,999	829	86	3	79	997	123	W	500		
\$200,000 to \$249,999	1666	132	8	222	2028	253	XW	67		
\$250,000 to \$299,999	1216	85	8	123	1432	136	Sold Units per			
\$300,000 to \$349,999	765	53	4	72	894	78	N	88		
\$350,000 to \$399,999	612	42	5	47	706	51	NE	74		
\$400,000 to \$449,999	328	24	2	32	386	40	NW	279		
\$450,000 to \$499,999	300	19	3	22	344	26	XNE	0		
\$500,000 to \$749,999	700	53	5	56	814	57	XNW	16		
\$750,000 to \$999,999	271	17	3	18	309	13	C	202		
\$1,000,000 to \$1,249,999	76	3		7	86	6	E	64		
\$1,250,000 to \$1,499,999	79	3		3	85	4	S	67		
\$1,500,000 to \$1,999,999	64	2		2	68	1	SE	105		
\$2,000,000 to \$2,999,999	50	1	1	4	56	2	SW	60		
\$3,000,000 and over	19			1	20	0	XSW	23		
<b>Totals</b>	<b>8,692</b>	<b>780</b>	<b>49</b>	<b>948</b>	<b>10,469</b>	<b>1,098</b>				
							W	57		
							XW	7		

	July 2007	July 2006	% Change	YTD 2007	YTD 2006	% Change
Home Sales Volume	\$295,343,432	\$335,850,800	-12.06%	\$2,323,802,803	\$2,690,669,393	-13.63%
Home Sales Units	1,098	1,227	-10.51%	8,422	9,810	-14.15%
Average Sales Price (All Residential)	\$268,983	\$273,717	-1.73%	\$275,921	\$274,278	0.60%
Median Sales Price	\$218,750	\$225,000	-2.78%	\$221,881	\$222,500	-0.28%
Average Days on Market:	65	49	32.65%	64	45	42.22%
Average List Price for Sold:	\$279,068	\$283,351	-1.51%	\$ 286,701	\$ 281,075	2.00%
SP/LP %	96.39%	96.60%		96.24%	97.58%	
Pending Contracts(Not yet closed in escrow)	1,777	1,089	63.18%			
Active Listings	8,692	8,955	-2.94%			
New Listings	2,766	2,867	-3.52%			

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