

Monthly

Statistics



January 2009

FOR IMMEDIATE RELEASE:
February 11, 2009

CONTACT:

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Once again, we can say that January sales statistics portend an interesting year ahead. We ended the year in December with stronger closings than the prior year and opened this year with Pending Sales 53% higher than December and nearly as high as they were last year.

The new housing category we have to consider this year is Foreclosures. Of our total January Pendings (941) roughly 25% (235) of them were foreclosures or short sales. That will most likely translate to a higher percentage of deals falling through (DFT's) and longer closing times. Become familiar with this category of real estate because it's now competing against re-sales and new home sales.

More than ever it pays to study the monthly statistical reports. January home sales volume over all was down 25.68% from last year. The median sales price is down 19.5% at \$163,250 from last year. Pending contracts are only down 12.79% from last January but as I said, up over 50% from December of '08. At month end we had 7,694 Active Listings which is down 12.79% from last January. This is good news because it will eventually help our inventory supply which is currently at 13 months based on our total inventory divided by January closings (588). January closings are typically low because they are a result of lower sales numbers in November and December. We should see the supply months drop quite a bit as a result of the high January pendings.

While units and sales volume continue to be down on a regional basis there are still areas of our market that are showing signs of strength and even recovery. You will find them when doing specific searches to help your Sellers establish prices and your Buyers find value.

We have affordable housing and historically low interest rates. Tax credits for home Buyers are on the horizon. We live in a beautiful community which still enjoys a positive in-migration. The Monthly Statistical Digest is a valuable tool for you to use in today's market.

Sincerely,
Kimberly Clifton, 2009 MLS President



The Tucson Multiple Listing Service, Inc. is a wholly owned subsidiary of the Tucson Association of REALTORS®, dedicated to providing a reliable real estate database for members and the public. The Association represents the interests of 6,100 professionals in the real estate industry, and is affiliated with the National Association of REALTORS®. REALTOR® is a registered collective membership mark which may only be used by professionals who are members and subscribe to its strict code of ethics.

January 2009 Recap – By Month and by Year - % of Change

<u>Home Sales Volume</u>				<u>New Listings</u>			
	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>		<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$122,382,205	\$164,675,327	-25.68%	January	2,361	3,744	-36.94%
December	\$155,042,901	\$193,643,336	-19.93%	December	1,501	1,590	-5.60%
Month % Change	-21.07%	-14.96%		Month % Change	57.30%	135.47%	

<u>Average Sales Price</u>				<u>Home Sales Units</u>			
	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>		<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$208,133	\$265,178	-21.51%	January	588	621	-5.31%
December	\$200,055	\$257,162	-22.21%	December	775	753	2.92%
Month % Change	4.04%	3.12%		Month % Change	-24.13%	-17.53%	

<u>Pending Contracts</u>				<u>Median Sales Price</u>			
	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>		<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	941	1,079	-12.79%	January	\$163,250	\$203,000	-19.58%
December	612	799	-23.40%	December	\$167,900	\$210,000	-20.05%
Month % Change	53.76%	35.04%		Month % Change	-2.77%	-3.33%	

<u>Active Listings</u>			
	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	7,694	9,168	-16.08%
December	7,627	8,708	-12.41%
Month % Change	0.88%	5.28%	

Active / Sold by Zip Code

<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>
85601	11	0
85614/22	408	19
85619	17	0
85629	214	22
85641	350	20
85653	179	12
85658	228	9
85701	36	1
85704	253	12

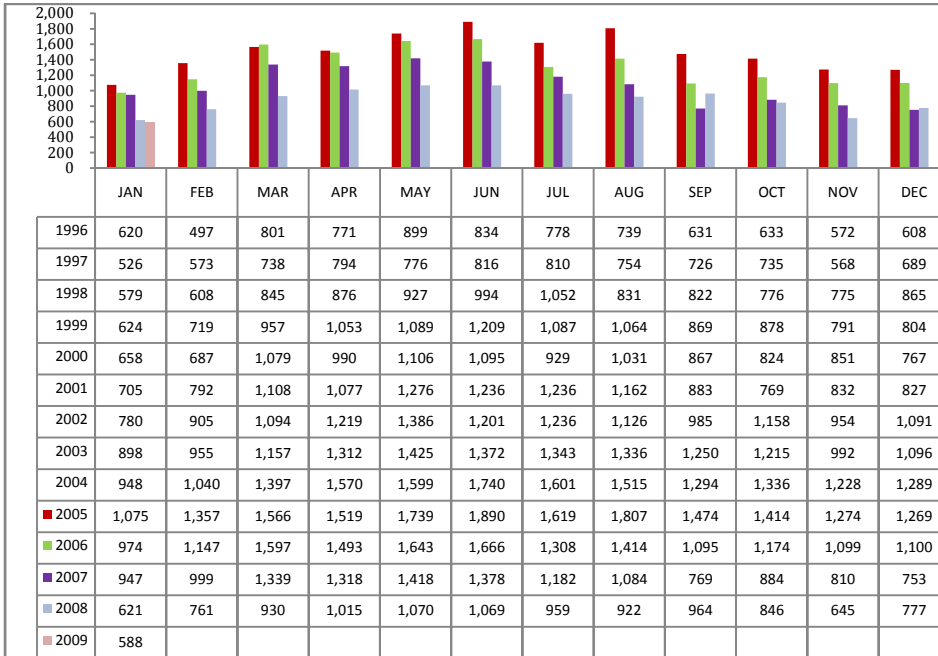
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>
85705	175	13
85706/56	369	46
85710	301	32
85711	186	26
85712	167	7
85713	274	38
85714	54	3
85715	176	11
85716	171	13

<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>
85718	422	13
85719	198	12
85730	180	19
85735	94	9
85736	48	3
85737	288	20
85739	272	13
85741	140	30
85742	275	16

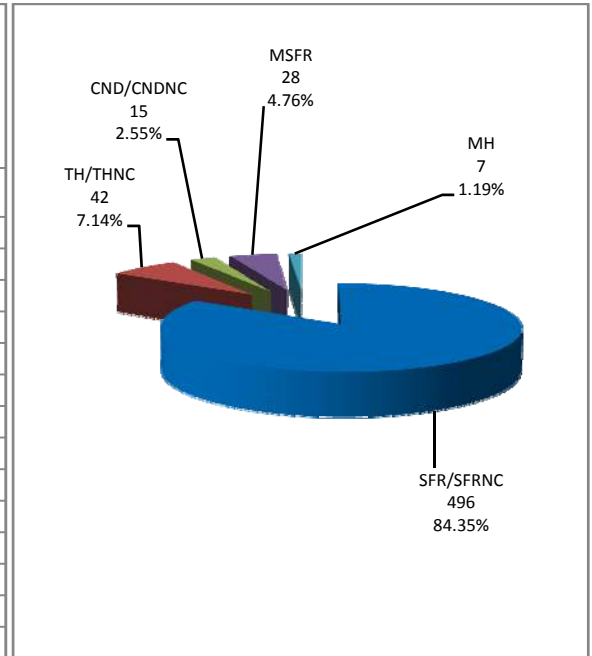
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>
85743	332	29
85745	258	17
85746	276	31
85747	209	25
85748	131	10
85749	231	9
85750	340	17
85755	325	14
85757	100	17

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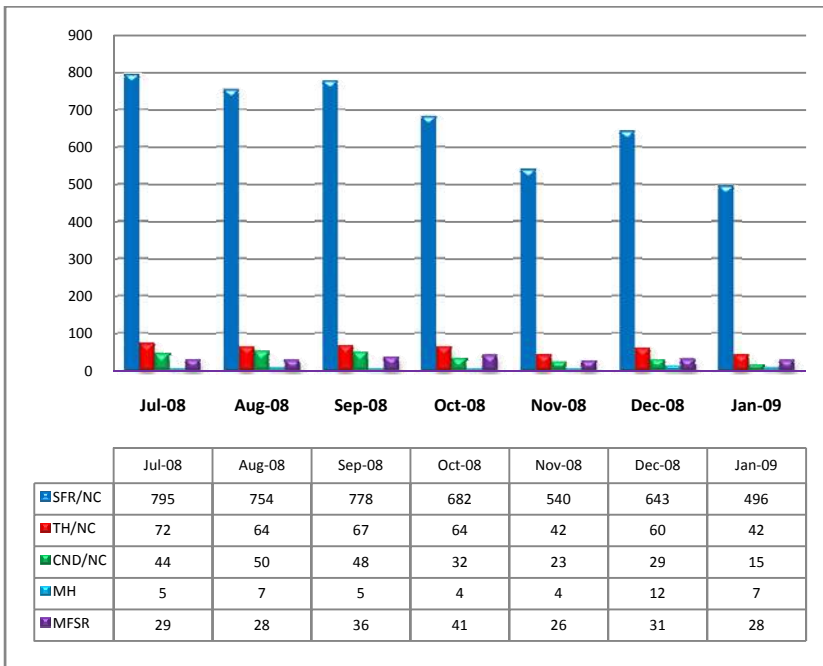
Total Unit Sales – January 2009



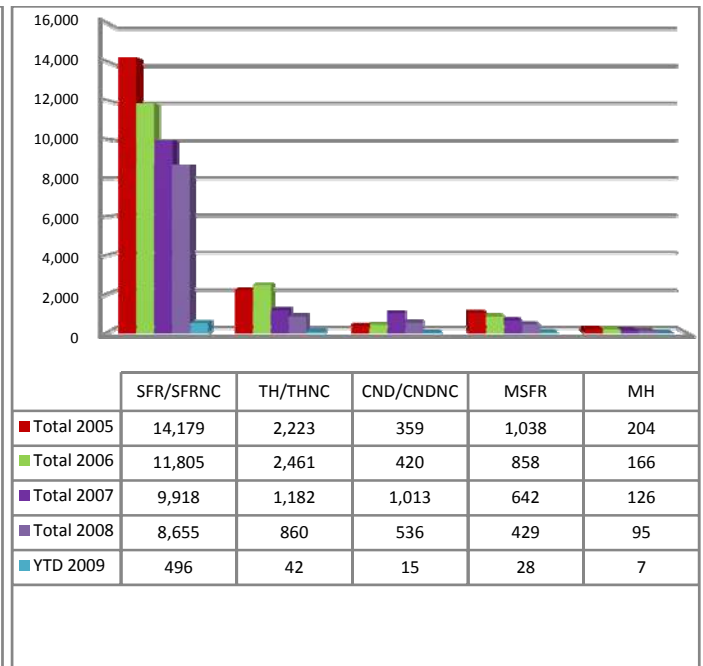
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

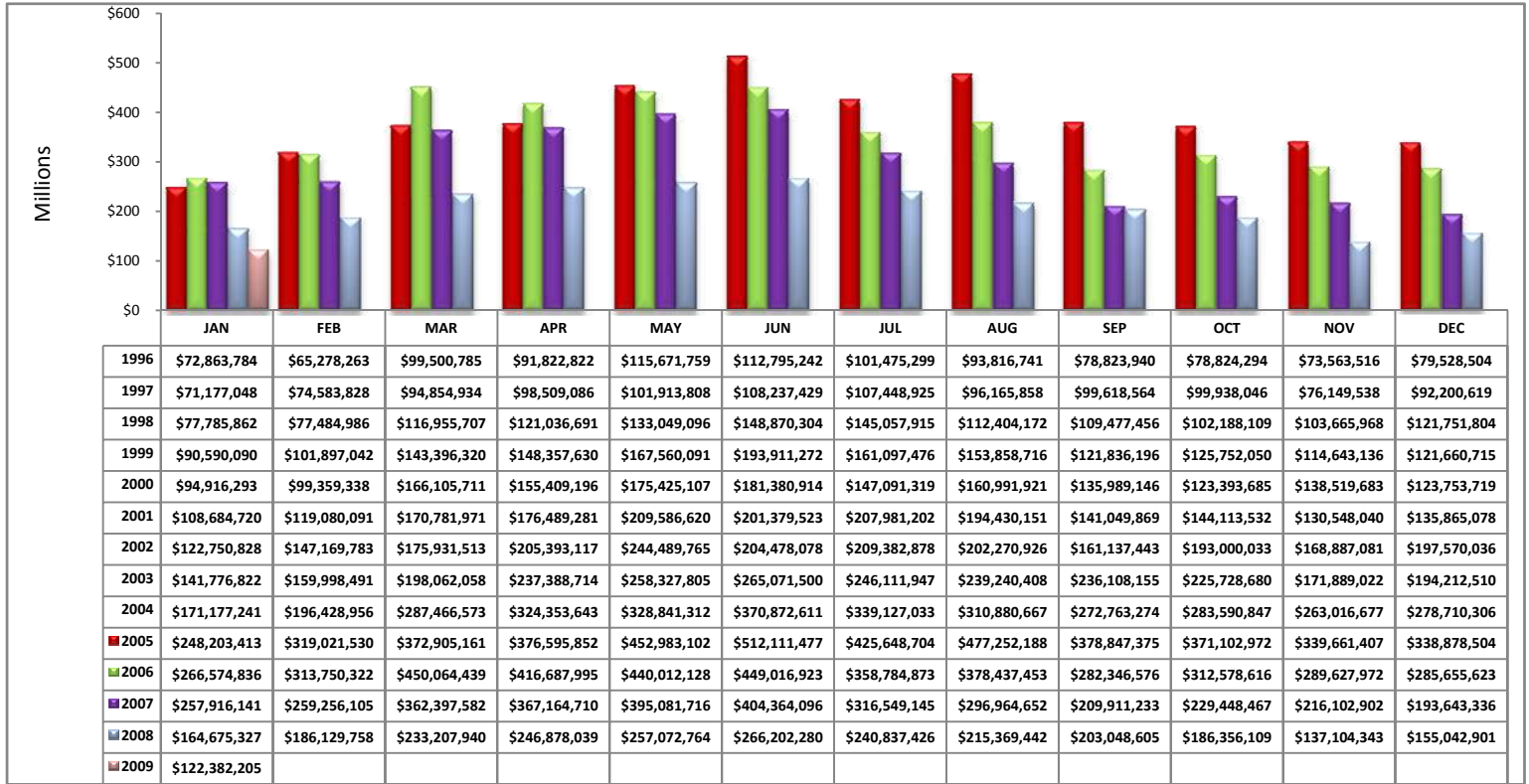


YTD Annual Comparison – Breakdown by Type

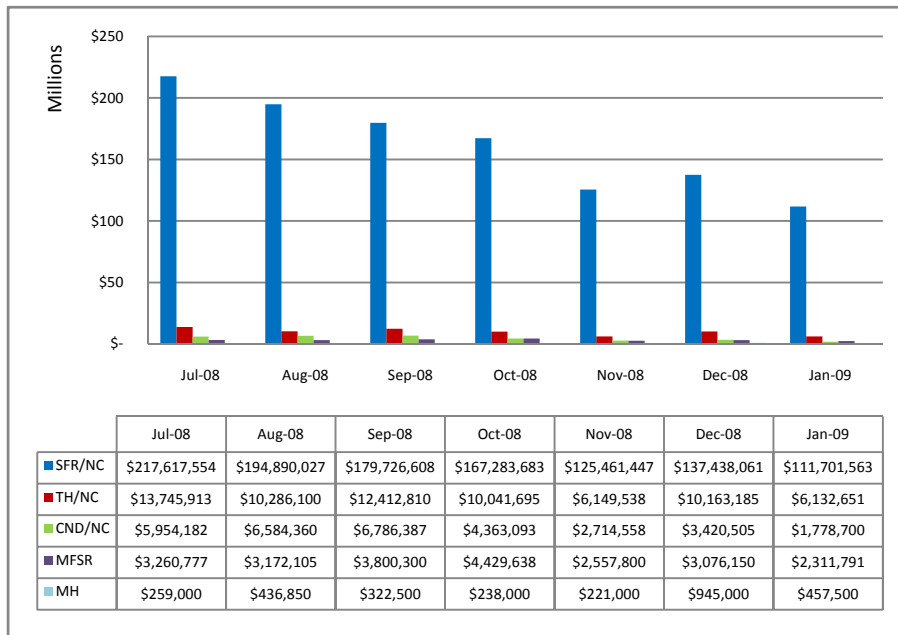


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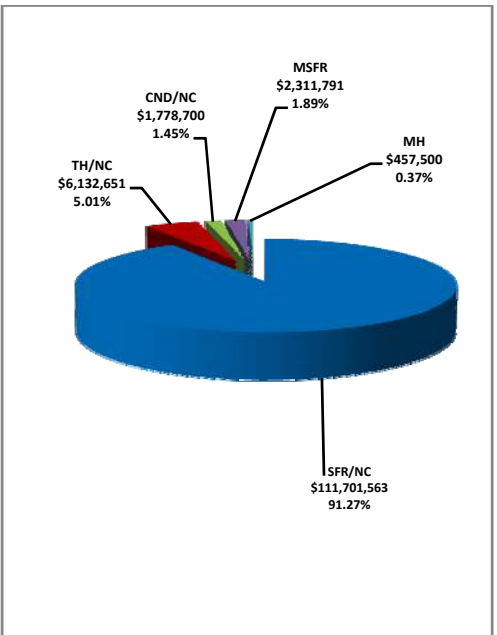
Total Sales Volume - January 2009



Total Sales Volume By Type - Monthly Comparison

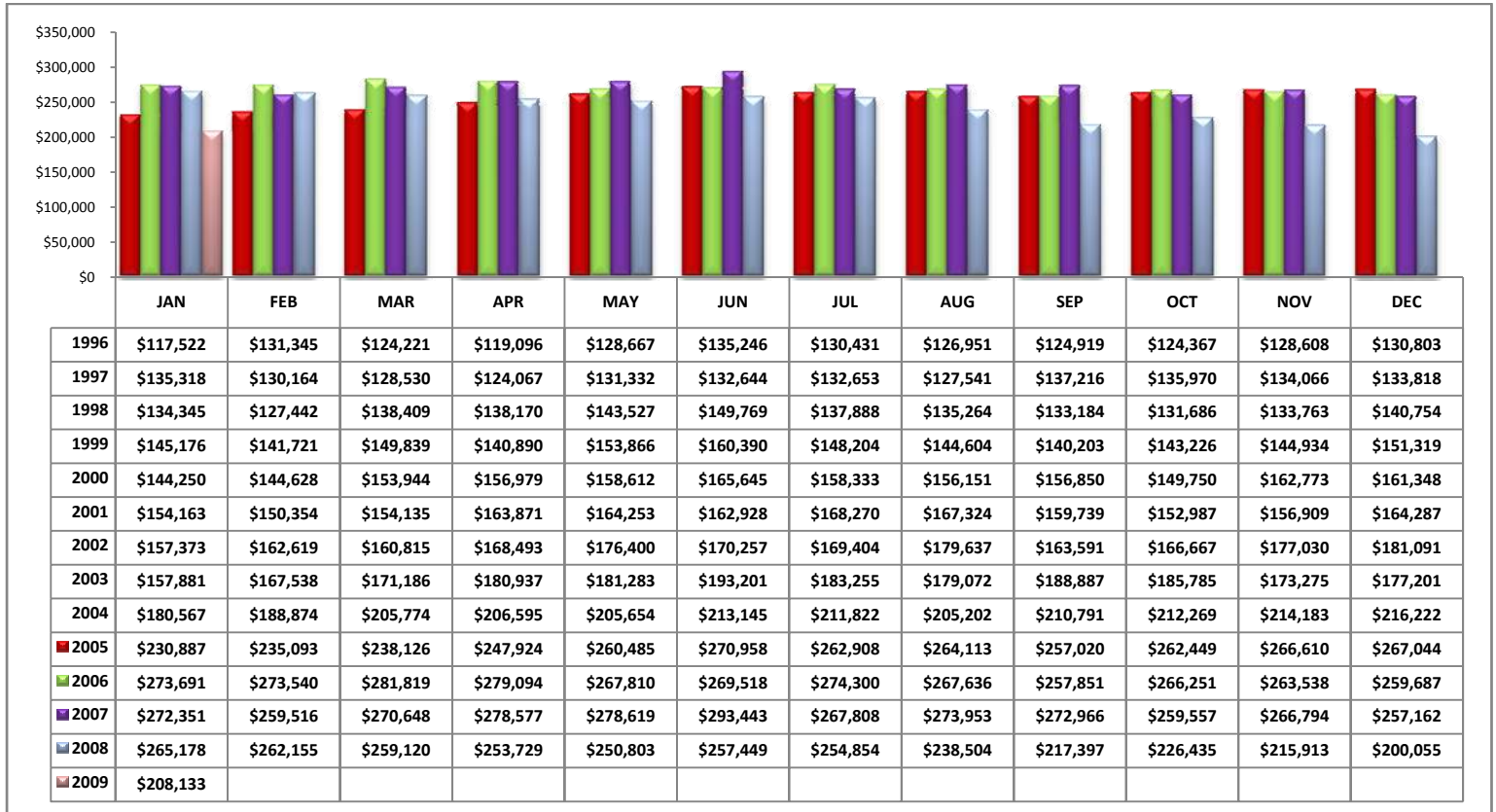


Monthly Volume by Type

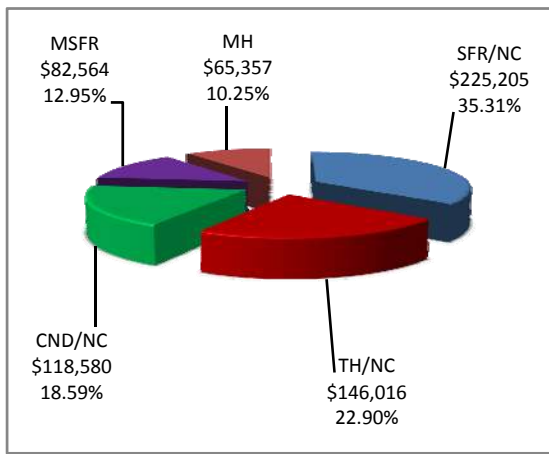


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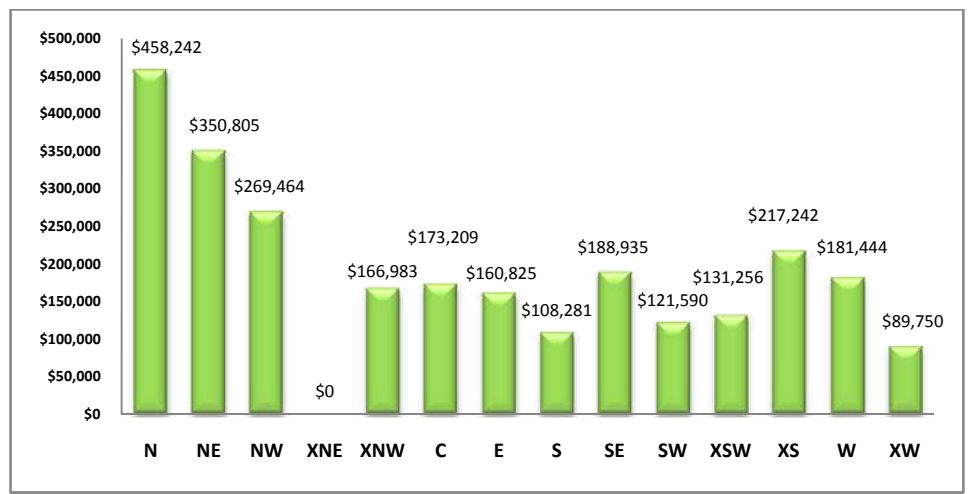
Average Sales Price – January 2009



Average Sales Price by Type – January 2009

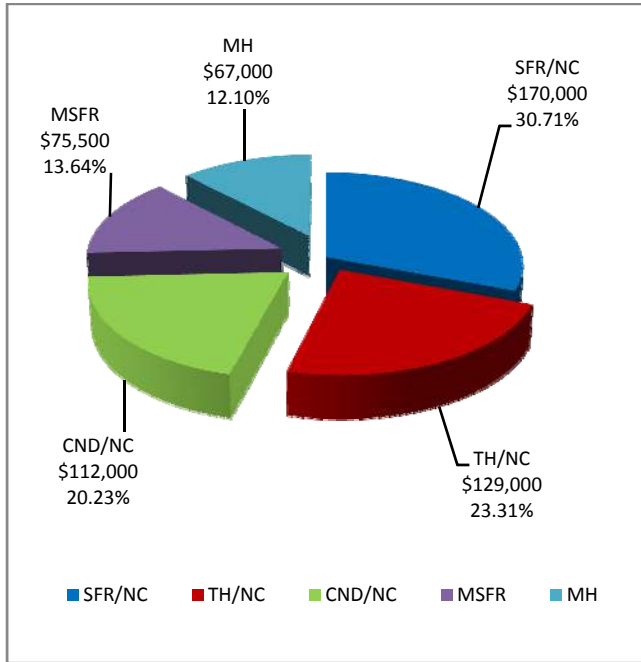


Average Sale Price per Area – January 2009

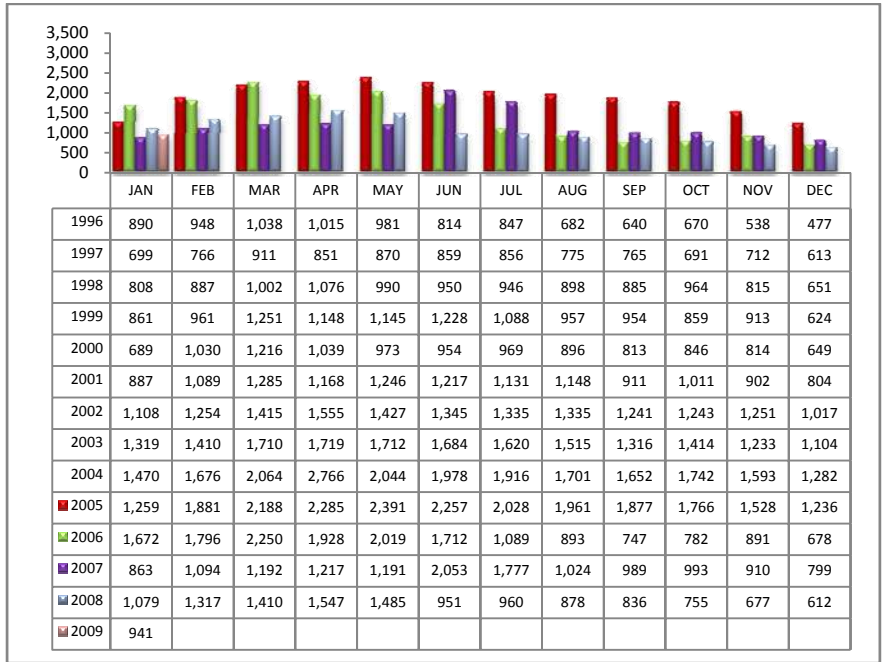


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Median Sale Price - by Type



Total Listings Under Contract



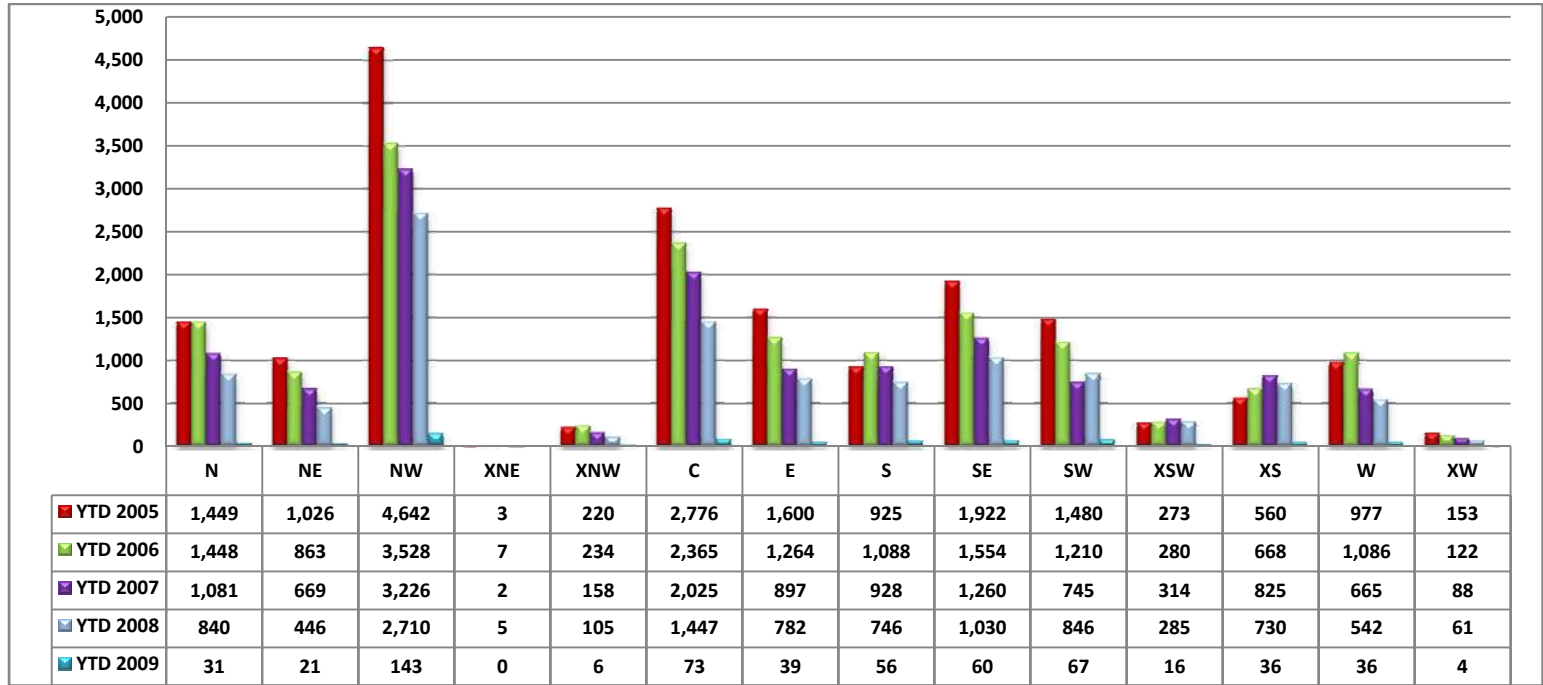
****Total Under Contract now calculating how many listings went under contract during the month rather than the total number of under contract in the MLS. (Eff. 06/08)**

Median Sale Price - January 2009



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Number of Sold Listings by Area - Annual Comparison



Average Sold per Area by # of Bedrooms

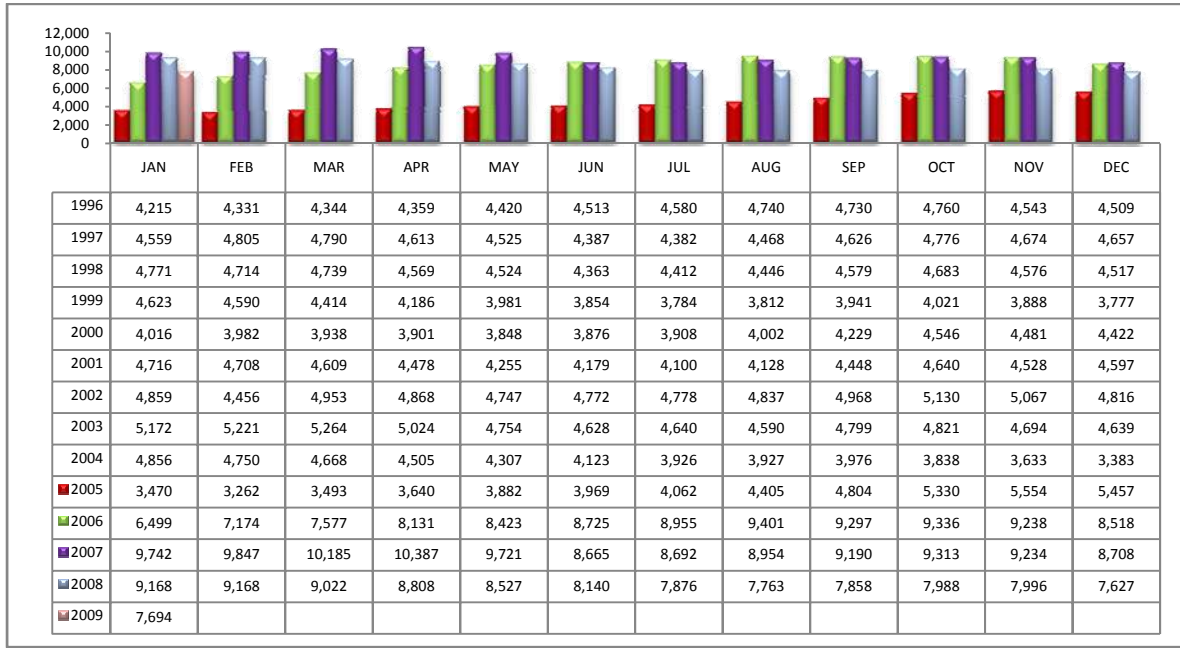
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$ 276,400	\$ 499,389	\$ 531,300	\$ 817,000	\$ 458,242
NE	\$ 228,000	\$ 288,813	\$ 447,486	\$ 413,333	\$ 350,805
NW	\$ 231,069	\$ 233,690	\$ 319,570	\$ 494,317	\$ 269,464
XNW	\$ 0	\$ 148,250	\$ 204,450	\$ 0	\$ 166,983
C	\$ 133,752	\$ 171,004	\$ 248,475	\$ 370,000	\$ 173,209
E	\$ 120,932	\$ 167,111	\$ 181,257	\$ 249,000	\$ 160,825
S	\$ 52,211	\$ 94,710	\$ 171,731	\$ 235,900	\$ 108,281
SE	\$ 26,000	\$ 167,030	\$ 252,637	\$ 0	\$ 188,935
SW	\$ 79,214	\$ 115,412	\$ 145,400	\$ 188,500	\$ 121,590
XSW	\$ 139,113	\$ 123,900	\$ 119,900	\$ 0	\$ 131,256
XS	\$ 166,986	\$ 252,397	\$ 203,480	\$ 236,500	\$ 217,242
W	\$ 102,321	\$ 129,778	\$ 299,850	\$ 481,250	\$ 181,444
XW	\$ 0	\$ 94,333	\$ 76,000	\$ 0	\$ 89,750
XNE	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	10	9	10	2	31
NE	3	8	7	3	21
NW	21	74	42	6	143
XNW	0	4	2	0	6
C	23	40	8	2	73
E	11	19	7	2	39
S	9	33	13	1	56
SE	1	42	17	0	60
SW	10	34	21	2	67
XSW	8	7	1	0	16
XS	7	14	13	2	36
W	7	18	10	1	36
XW	0	3	1	0	4
XNE	0	0	0	0	0

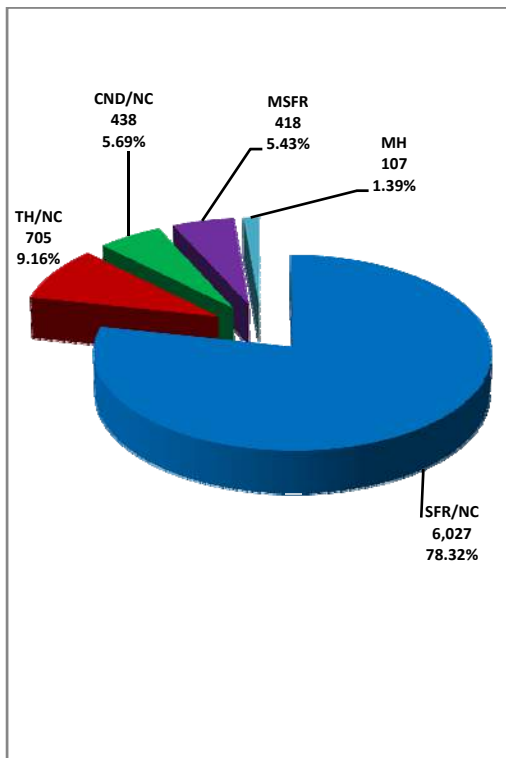
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Active Listings - January 2009

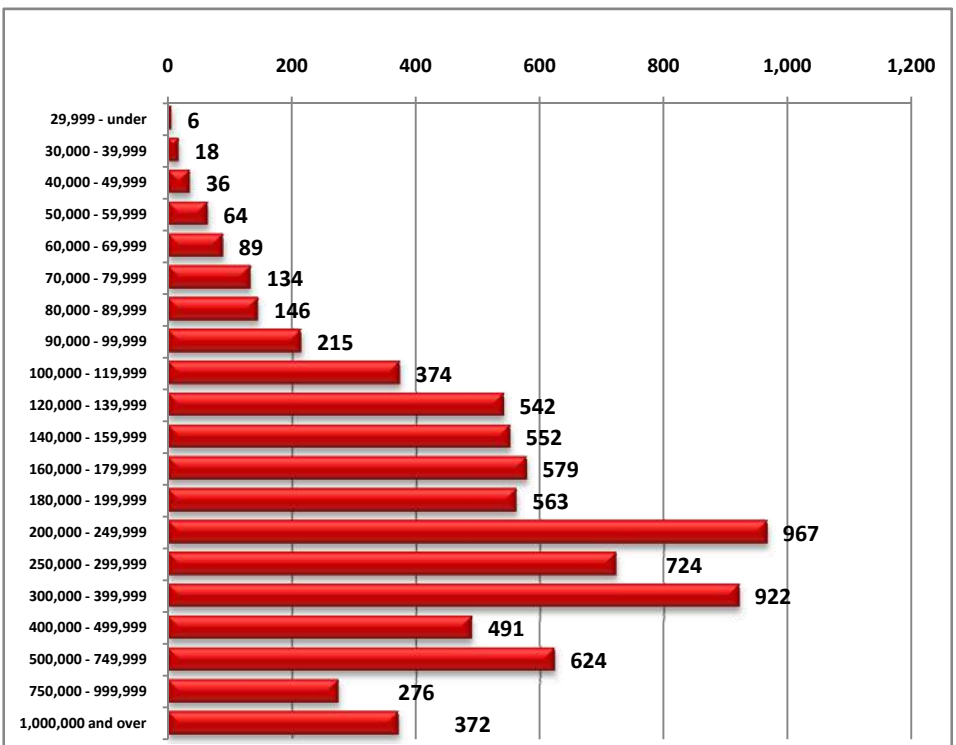


Area	# of Listings
N	780
NE	441
NW	2,053
XNE	17
XNW	117
C	885
E	460
S	476
SE	583
SW	560
XSW	312
XS	546
W	399
XW	65

Active Listings Unit Breakdown

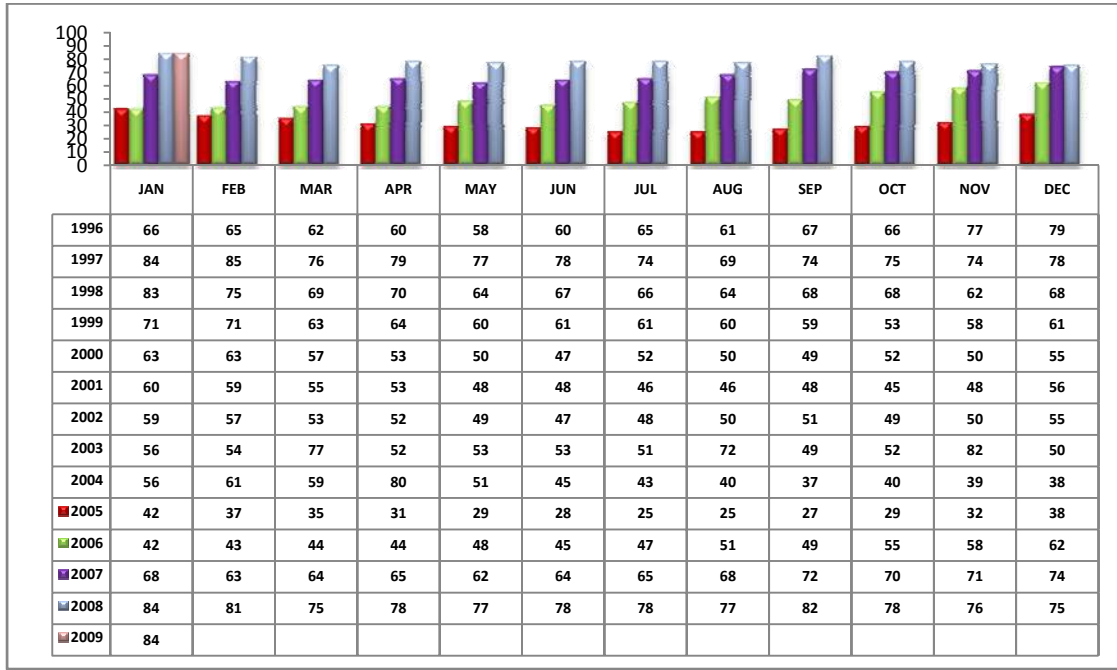


Active Listings Price Breakdown



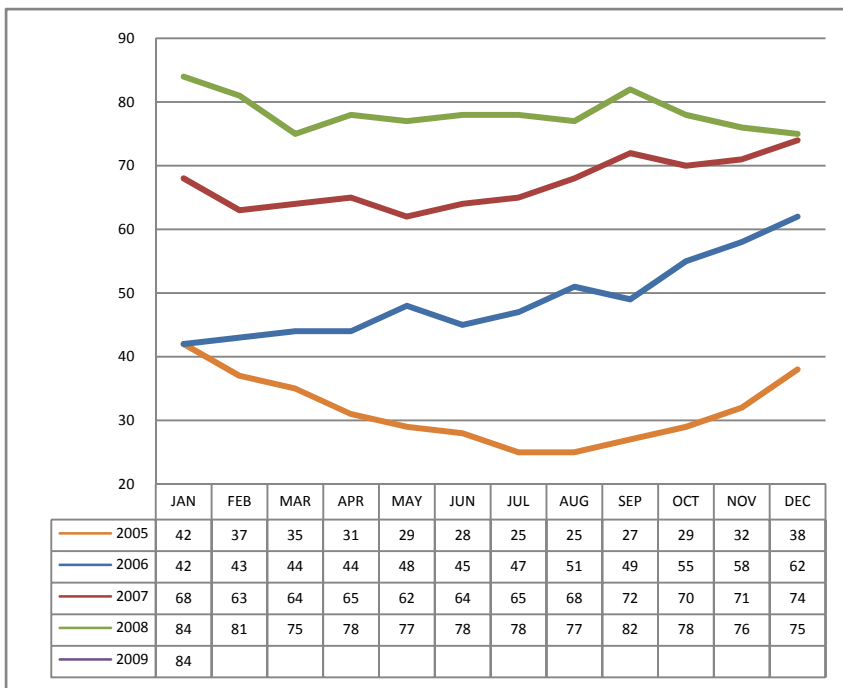
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Average Days on Market/Listing - January 2009

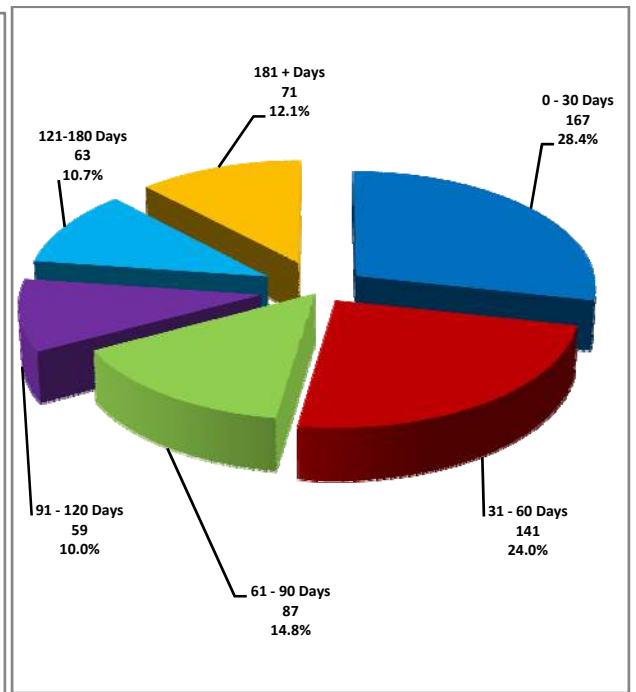


Area	Avg. DOM
N	97
NE	95
NW	94
XNE	n/a
XNW	87
C	70
E	68
S	82
SE	76
SW	89
XSW	103
XS	71
W	71
XW	148

Annual Comparison - Average Days on Market/Listing

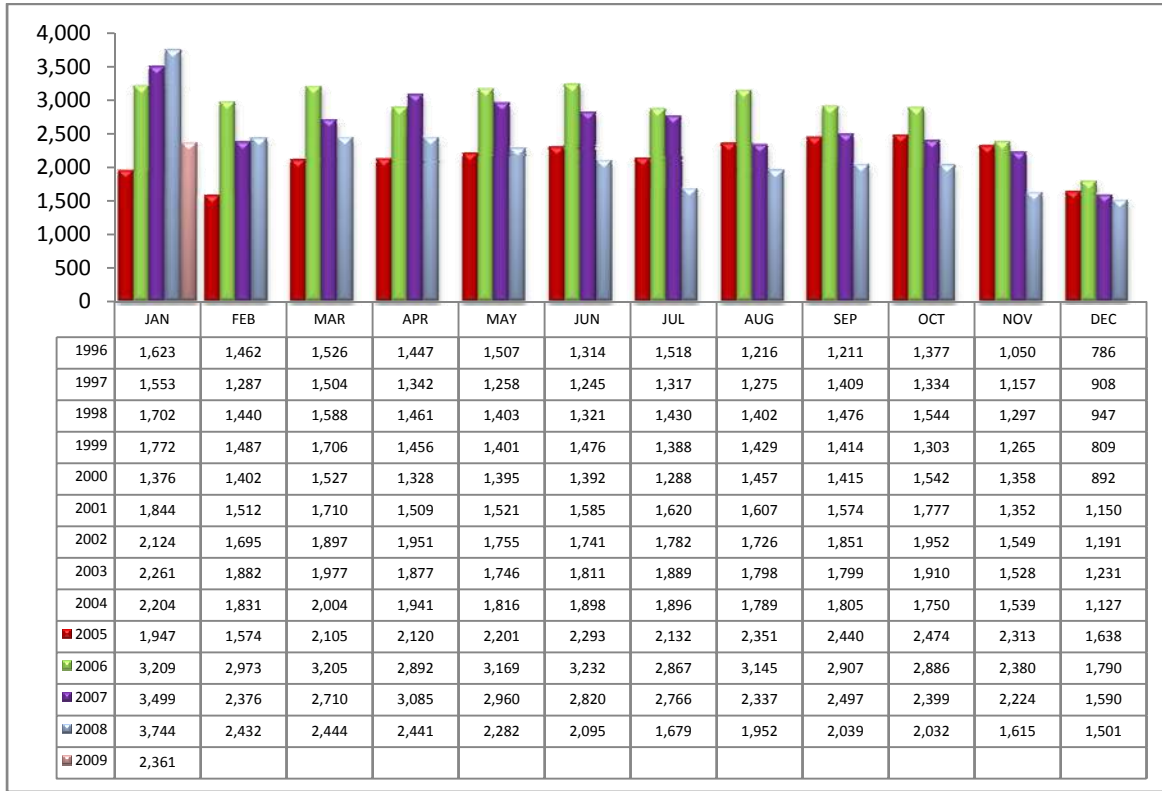


Average Days on Market/Listing Breakdown



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New Listings – January 2009



Area	# of Listings
N	276
NE	124
NW	648
XNE	6
XNW	17
C	284
E	155
S	160
SE	178
SW	159
XSW	76
XS	140
W	126
XW	12

*Includes properties that were re-listed

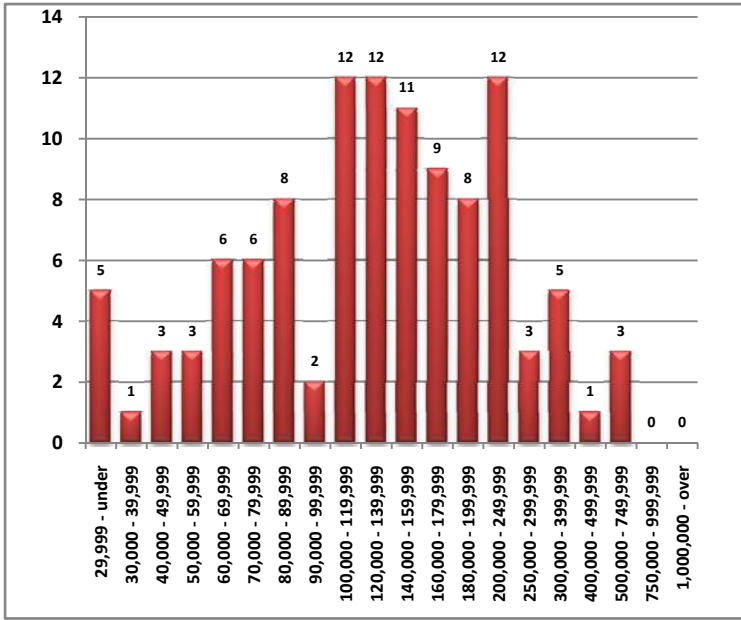
Misc. MLS Information – January 2009

Month	#Expired	WD Release	WD Temp	Re-Lists
January 2009	559	642	20	136
February 2008	604	778	18	214
March 2008	676	852	20	215
April 2008	653	879	15	218
May 2008	629	836	19	121
June 2008	615	962	14	88
July 2008	595	719	28	81
August 2008	575	686	15	87
September 2008	502	664	17	74
October 2008	550	647	9	75
November 2008	437	584	3	67
December 2008	918	527	7	48

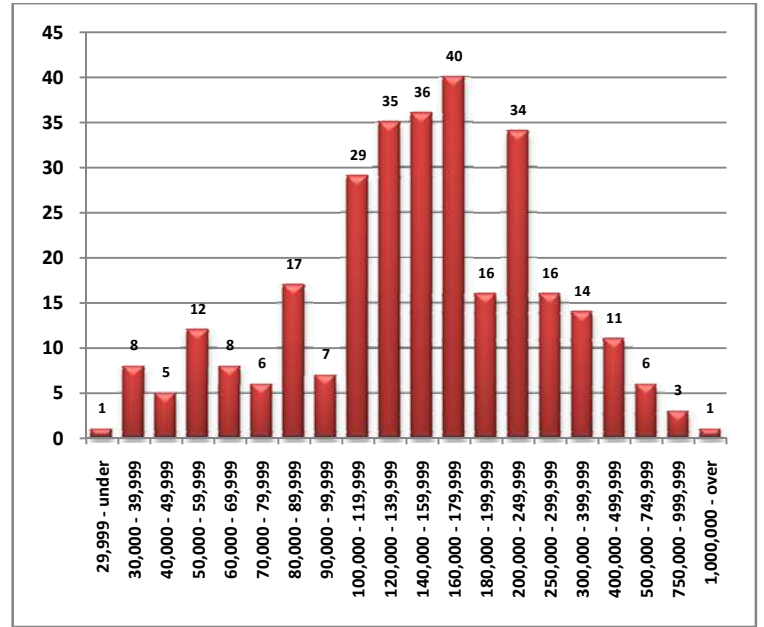
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Sale Price by Bedroom

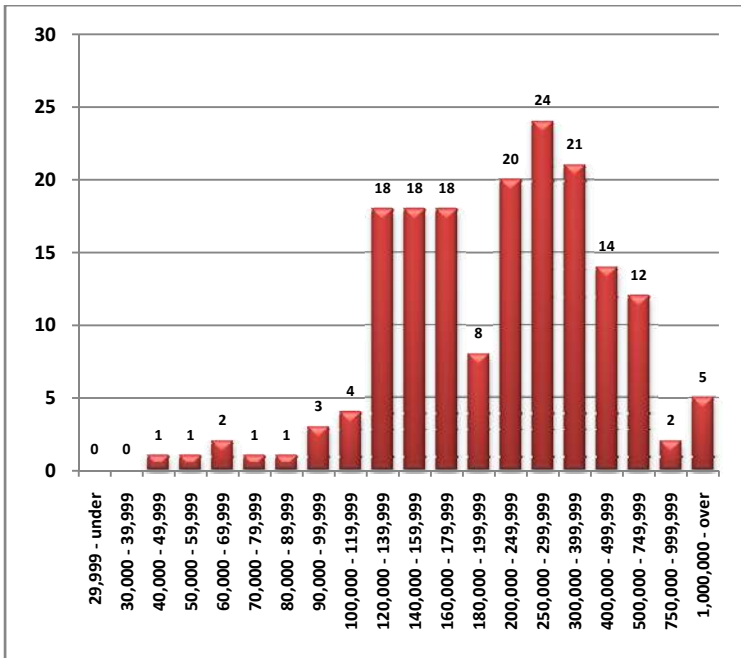
0 to 2 Bedrooms



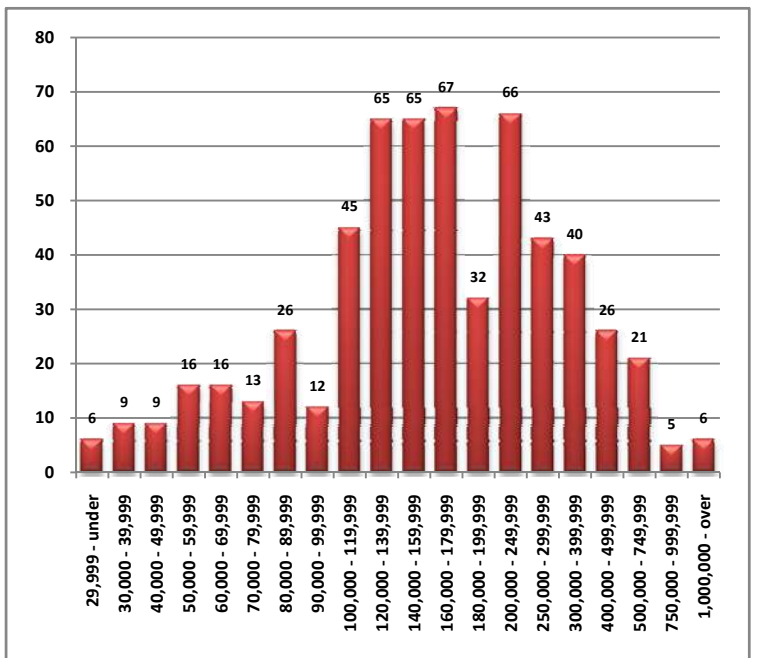
3 Bedrooms



4 or More Bedrooms



Total Bedrooms



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

From: 1/01/2009 to 1/31/2009

Statistics generated on: 2/05/09

Residential Listing Statistics							Active Listings		Days on Market		
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold		
Under \$29,999	6	1		1	8	6	N	780	1 -30 Days	167	
\$30,000 to \$39,999	18	6			24	9	NE	441	31-60 Days	141	
\$40,000 to \$49,999	36	15	1	4	56	9	NW	2,053	61 - 90 Days	87	
\$50,000 to \$59,999	64	8		5	77	16	XNE	17	91-120 Days	59	
\$60,000 to \$69,999	89	16		5	110	16	XNW	117	121 - 180 Days	63	
\$70,000 to \$79,999	134	26	1	3	164	13	C	885	Over 180 Days	71	
\$80,000 to \$89,999	146	24	2	6	178	26	E	460	Avg. Days on Market		
\$90,000 to \$99,999	215	23		10	248	12	S	476	84		
\$100,000 to \$119,999	374	57	7	12	450	45	SE	583	Avg. Sold Price		
\$120,000 to \$139,999	542	69	7	16	634	65	SW	560	\$208,133		
\$140,000 to \$159,999	552	76	6	17	651	65	XSW	312	Avg. Median Price		
\$160,000 to \$179,999	579	52	9	18	658	67	XS	546	\$163,250		
\$180,000 to \$199,999	563	43	9	24	639	32	W	399	New Listings		
\$200,000 to \$249,999	967	86	11	33	1097	66	XW	65	2,361		
\$250,000 to \$299,999	724	42	8	25	799	43	Sold Units per		Sales Volume by Area		
\$300,000 to \$349,999	477	32	2	13	524	26	N	31	\$14,205,500		
\$350,000 to \$399,999	445	20	1	5	471	14	NE	21	\$7,366,900		
\$400,000 to \$449,999	244	15		4	263	16	NW	143	\$38,533,362		
\$450,000 to \$499,999	247	11		8	266	10	XNE	0	\$0		
\$500,000 to \$749,999	624	16	7	8	655	21	XNW	6	\$1,001,900		
\$750,000 to \$999,999	276	5	1	5	287	5	C	73	\$12,644,250		
\$1,000,000 to \$1,249,999	76	1		2	79	3	E	39	\$6,272,164		
\$1,250,000 to \$1,499,999	91	1			92	3	S	56	\$6,063,715		
\$1,500,000 to \$1,999,999	104				104		SE	60	\$11,336,083		
\$2,000,000 to \$2,999,999	67				67		SW	67	\$8,146,532		
\$3,000,000 and over	34				34		XSW	16	\$2,100,100		
Totals	7,694	645	72	224	8,635	588	XS	36	\$7,820,699		
							W	36	\$6,532,000		
							XW	4	\$359,000		
							Total Volume	\$122,382,205			
	<u>Jan. 2009</u>	<u>Jan. 2008</u>	<u>% Change</u>	<u>YTD 2009</u>	<u>YTD 2008</u>	<u>% Change</u>					
Home Sales Volume	\$122,382,205	\$164,675,327	-25.68%	\$122,382,205	\$164,675,327	-25.68%					
Home Sales Units	588	621	-5.31%	588	621	-5.31%					
Average Sales Price (All Residential)	\$208,133	\$265,178	-21.51%	\$208,133	\$265,178	-21.51%					
Median Sales Price	\$163,250	\$203,000	-19.58%	\$163,250	\$203,000	-19.58%					
Average Days on Market:	84	84	0.00%	84	84	0.00%					
Average List Price for Sold:	\$221,781	\$281,037	-21.08%	\$ 221,781	\$ 281,037	-21.08%					
SP/LP %	93.85%	94.36%		93.85%	94.36%						
Pending Contracts	941	1,079	-12.79%								
Active Listings	7,694	9,168	-16.08%								
New Listings	2,361	3,744	-36.94%								

Types of Financing	Totals
FHA	166
VA	45
Conventional	206
Wrap Around	
Carryback	4
Cash	156
Other	11

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