

**For Immediate  
Release:**  
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**Tucson Association of REALTORS®**  
*Multiple Listing Service*  
**Monthly Statistics January 2010**

What a great start to the New Year! January 2010 is continuing to show that the market is on the move. As you will see in the recap sheet on the next page, January 2010 has shown the following increases over January 2009: Home Sales Units (+15.77%), Home Sales Volume (+13.03%), Pending Contracts (+22.74%), and New Listings (+34.74%). These are all positive signs that the comfort level in the housing market is increasing.

At the same time, Active Listings increased (+7.96%) over December 2009, but is still well below the same time last year (-12.13%).

The Multiple Listing Service has also released the detailed Year End Review for 2009. This report breaks down the annual details in the housing market and can be a great resource for all agents to review, if you have not yet taken a look at it.

The Association of REALTORS® message this year is "Tucson's Ready!" No matter what area of town or type of home you are interested in, there are a variety of options. Multiple financing opportunities are also available including the home buyer tax credit.

Let's continue to make 2010 a very prosperous year.

Dan Santa Maria  
2010 MLS President



**Lifestyle Opportunities:**

No matter what area or type of home you are interested in, you have a variety of options.

**Financial:**

Multiple financing opportunities are available

**Talk to a REALTOR®!**

With the complexity of a real estate transaction, you need a REALTOR®.



*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 5,700 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 2010 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$143,268,044	\$126,748,154	13.03%
December	\$184,917,335	\$162,173,880	14.02%
Month % Change	-22.52%	-21.84%	

### Average Sales Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$201,219	\$206,095	-2.37%
December	\$201,216	\$200,959	0.13%
Month % Change	0.00%	2.56%	

### Average List Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$210,592	\$219,583	-4.09%
December	\$211,281	\$211,156	0.06%
Month % Change	-0.33%	3.99%	

### Pending Contracts

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	1,155	941	22.74%
December	847	612	38.40%
Month % Change	36.36%	53.76%	

## January 2010 - Active and Sold by Zip Code

<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85601	0	0	0.00%	85705	137	16	11.68%	85719	171	6	3.51%	85746	134	30	22.39%
85614	317	14	4.42%	85706	122	33	27.05%	85730	175	24	13.71%	85747	155	23	14.84%
85619	18	0	0.00%	85710	267	32	11.99%	85735	82	8	9.76%	85748	114	14	12.28%
85622	75	7	9.33%	85711	161	19	11.80%	85736	41	4	9.76%	85749	200	13	6.50%
85629	238	23	9.66%	85712	186	16	8.60%	85737	265	22	8.30%	85750	333	34	10.21%
85641	244	22	9.02%	85713	210	32	15.24%	85739	275	21	7.64%	85755	271	25	9.23%
85653	155	13	8.39%	85714	31	2	6.45%	85741	144	20	13.89%	85756	148	35	23.65%
85658	218	20	9.17%	85715	144	12	8.33%	85742	206	17	8.25%	85757	94	20	21.28%
85701	34	3	8.82%	85716	159	13	8.18%	85743	255	23	9.02%				
85704	186	25	13.44%	85718	408	32	7.84%	85745	245	28	11.43%				

### Total Unit Sales

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	712	615	15.77%
December	919	807	13.88%
Month % Change	-22.52%	-23.79%	

### Median Sales Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$160,000	\$163,000	-1.84%
December	\$154,000	\$168,300	-8.50%
Month % Change	3.90%	-3.15%	

### New Listings

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	2,424	1,799	34.74%
December	1,353	1,501	-9.86%
Month % Change	79.16%	19.85%	

### Active Listings

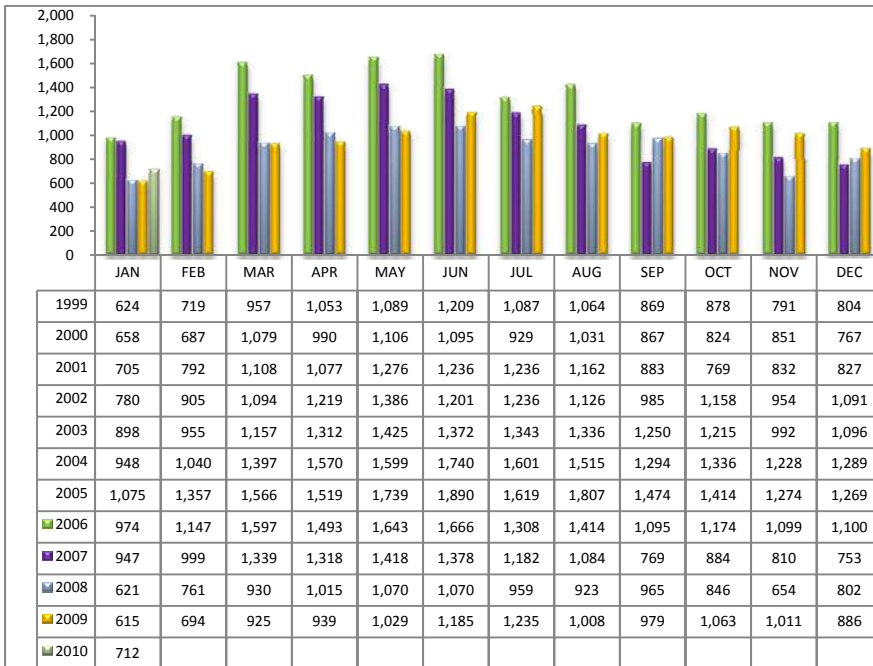
	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	6,618	7,532	-12.13%
December	6,130	7,627	-19.63%
Month % Change	7.96%	-1.25%	

Residential Listing Statistics							Active Listings		Days on Market of Units Sold		
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area			
Under \$29,999	14	3		4	21	7	N	713	1 -30 Days	282	
\$30,000 to \$39,999	28	7		7	42	12	NE	402	31-60 Days	135	
\$40,000 to \$49,999	84	15	2	10	111	17	NW	1,772	61 - 90 Days	103	
\$50,000 to \$59,999	77	11	1	14	103	22	XNE	18	91-120 Days	62	
\$60,000 to \$69,999	141	19	2	13	175	9	XNW	112	121 - 180 Days	72	
\$70,000 to \$79,999	147	20	7	4	178	23	C	822	Over 180 Days	58	
\$80,000 to \$89,999	174	28	6	10	218	24	E	412	<b>Avg. Days on Market</b>		
\$90,000 to \$99,999	186	29	9	4	228	32	S	319	73		
\$100,000 to \$119,999	373	72	28	27	500	72	SE	469	<b>Avg. Sold Price</b>		
\$120,000 to \$139,999	487	81	24	31	623	62	SW	385	\$201,219		
\$140,000 to \$159,999	571	67	17	28	683	73	XSW	338	<b>Avg. Median Price</b>		
\$160,000 to \$179,999	485	61	16	30	592	51	XS	462	\$160,000		
\$180,000 to \$199,999	456	44	14	26	540	49	W	345	<b>New Listings</b>		
\$200,000 to \$249,999	835	84	8	34	961	90	XW	49	2,424		
\$250,000 to \$299,999	607	42	12	27	688	52	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>		
\$300,000 to \$349,999	352	23	4	7	386	34	N	64	\$26,159,255		
\$350,000 to \$399,999	277	14	4	8	303	25	NE	30	\$10,086,500		
\$400,000 to \$449,999	179	14	1	6	200	18	NW	177	\$42,507,938		
\$450,000 to \$499,999	193	9	2	7	211	11	XNE	0	\$0		
\$500,000 to \$749,999	470	19	4	7	500	20	XNW	3	\$517,000		
\$750,000 to \$999,999	196	12		5	213	3	C	71	\$10,821,852		
\$1,000,000 to \$1,249,999	70	2		1	73	3	E	47	\$7,333,701		
\$1,250,000 to \$1,499,999	68	4	1		73	3	S	76	\$7,271,239		
\$1,500,000 to \$1,999,999	63	2	1		66	0	SE	61	\$10,491,465		
\$2,000,000 to \$2,999,999	60				60	0	SW	71	\$8,377,677		
\$3,000,000 and over	25				25	0	XSW	19	\$2,611,700		
<b>Totals</b>	<b>6,618</b>	<b>682</b>	<b>163</b>	<b>310</b>	<b>7,773</b>	<b>712</b>	XS	51	\$8,680,667		
							W	41	\$8,379,050		
							XW	1	\$30,000		
							<b>Total Volume</b>		<b>\$143,268,044</b>		
	<b>2010</b>	<b>2009</b>	<b>% Change</b>	<b>YTD 2010</b>	<b>YTD 2009</b>	<b>% Change</b>					
<b>Home Sales Volume</b>	\$143,268,044	\$126,748,154	13.03%	\$143,268,044	\$126,748,154	13.03%					
<b>Home Sales Units</b>	712	615	15.77%	712	615	15.77%					
<b>Average Sales Price (All Residential)</b>	\$201,219	\$206,095	-2.37%	\$201,219	\$206,095	-2.37%					
<b>Median Sales Price</b>	\$160,000	\$163,000	-1.84%	\$160,000	\$163,000	-1.84%					
<b>Average Days on Market:</b>	73	83	-12.05%	73	83	-12.05%					
<b>Average List Price for Solds:</b>	\$210,592	\$219,583	-4.09%	\$210,592	\$219,583	-4.09%					
<b>SP/LP %</b>	95.55%	93.86%		95.55%	93.86%						
<b>Pending Contracts</b>	1,155	941	22.74%								
<b>Active Listings</b>	6,618	7,532	-12.13%								
<b>New Listings</b>	2,424	1,799	34.74%								

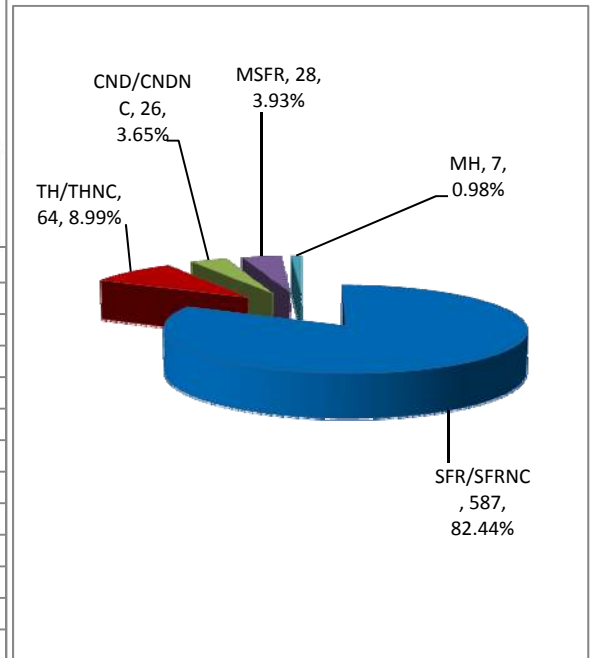
Types of Financing	Totals
FHA	175
VA	56
Conventional	248
Carryback	1
ARM	1
Cash	208
Other	23

Please note: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report does not represent all real estate activity in the area as it does not include unrepresented sales, commercial sales or a substantial portion of new home sales. Though the data and materials presented here are deemed to be substantially correct, neither the Tucson Association of REALTORS® nor the MLS guarantees nor is in any way responsible for its accuracy.

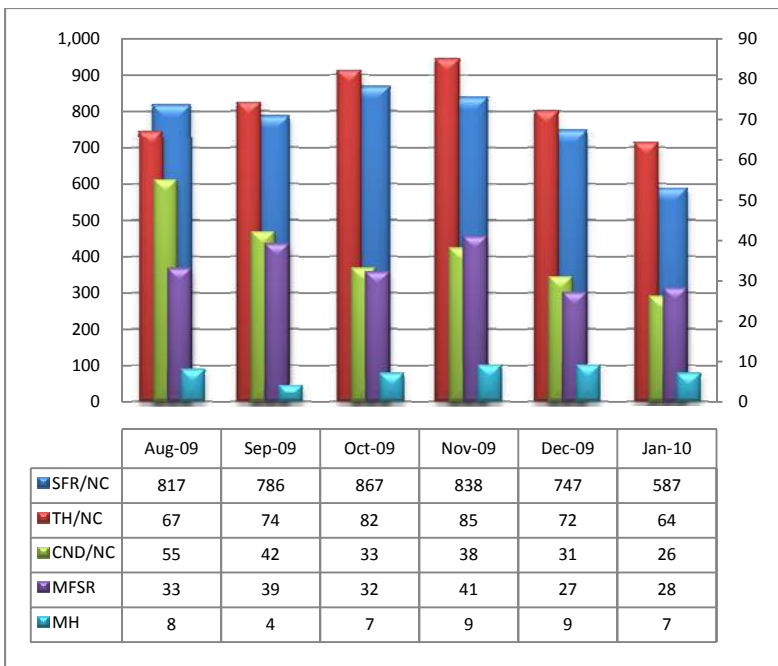
**Total Unit Sales – January 2010**



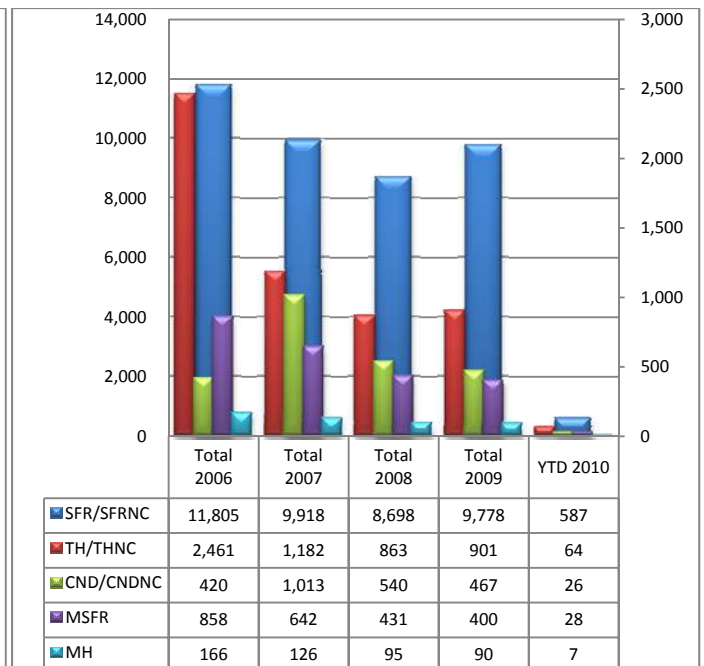
**Unit Sales – Breakdown by Type**



**Total Unit Sales By Type - Monthly Comparison**



**YTD Annual Comparison – Breakdown by Type**



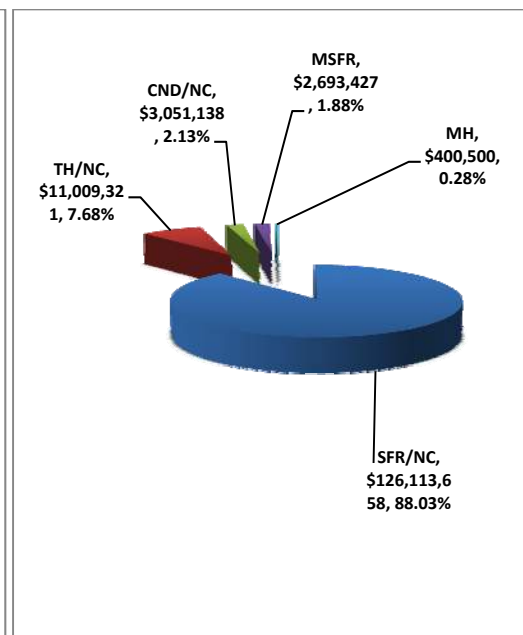
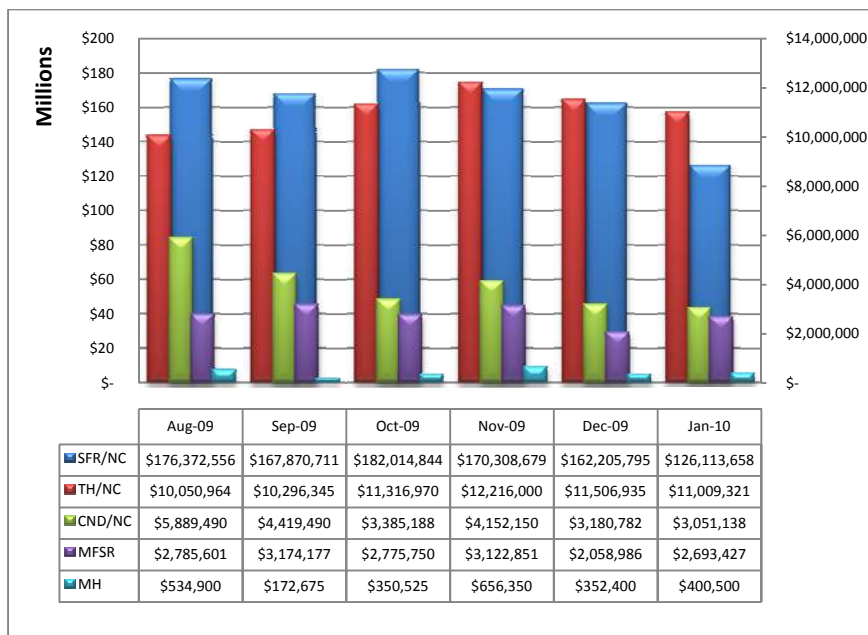
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**Total Sales Volume - January 2010**



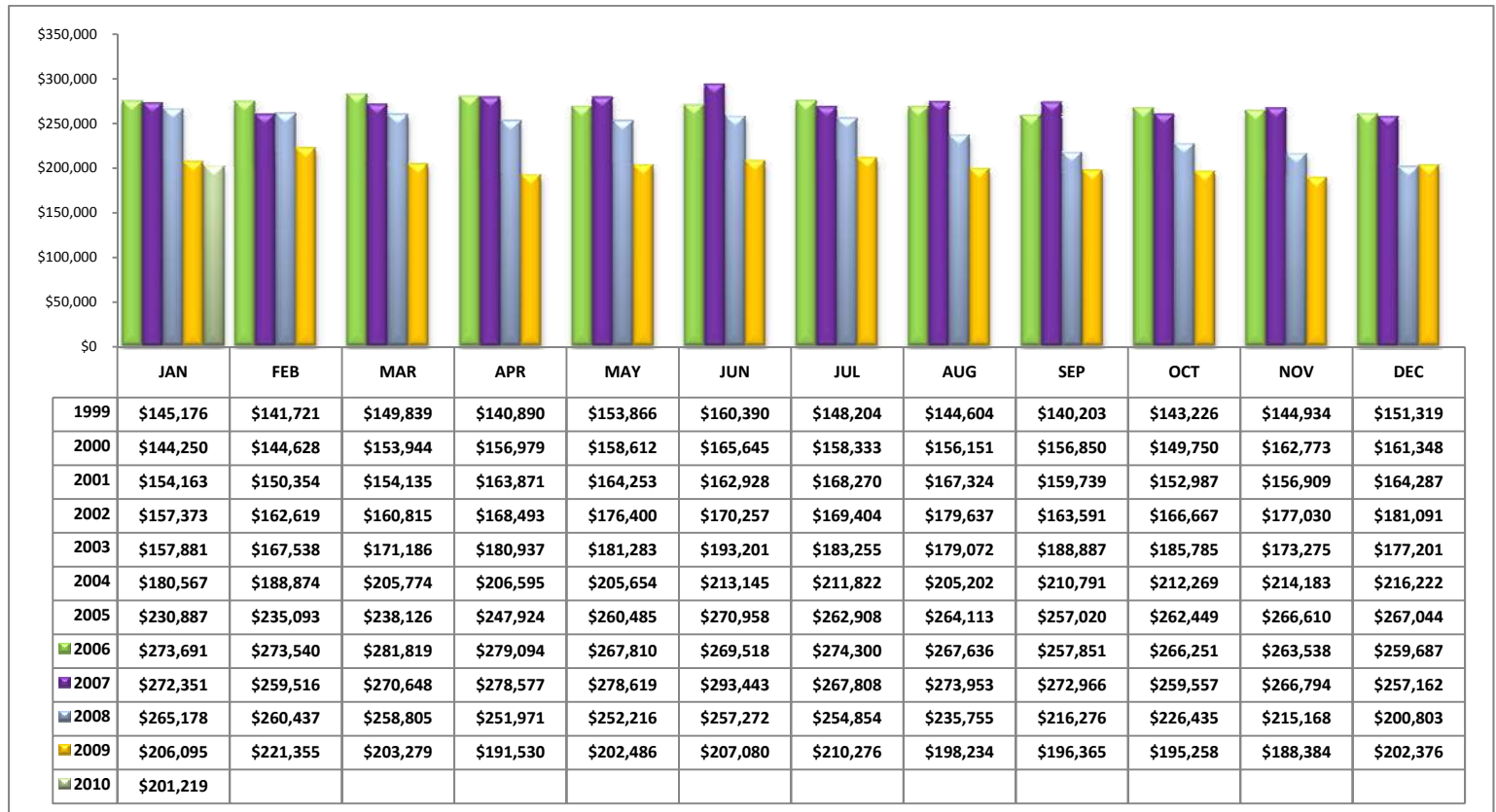
**Total Sales Volume By Type - Monthly Comparison**

**Monthly Volume by Type**

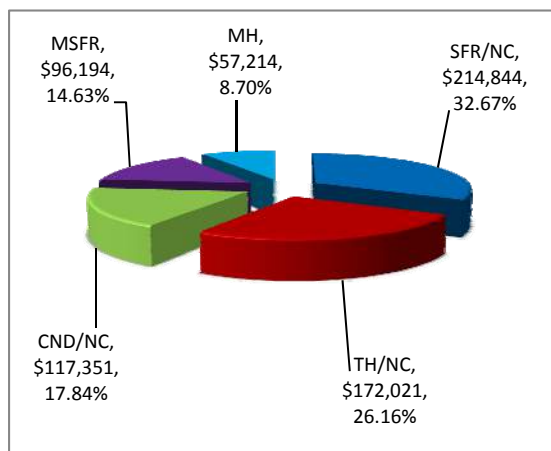


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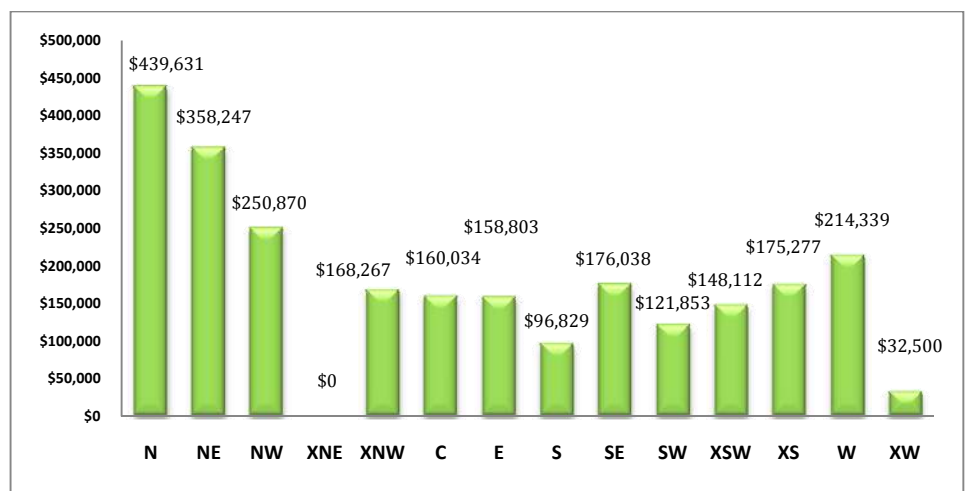
**Average Sales Price – January 2010**



**Average Sales Price by Type – January 2010**

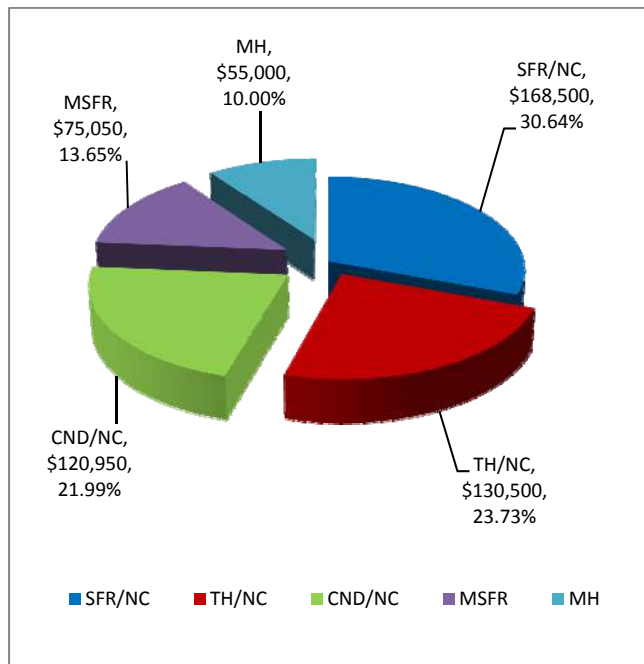


**Average "Listing" Price per Area – January 2010**

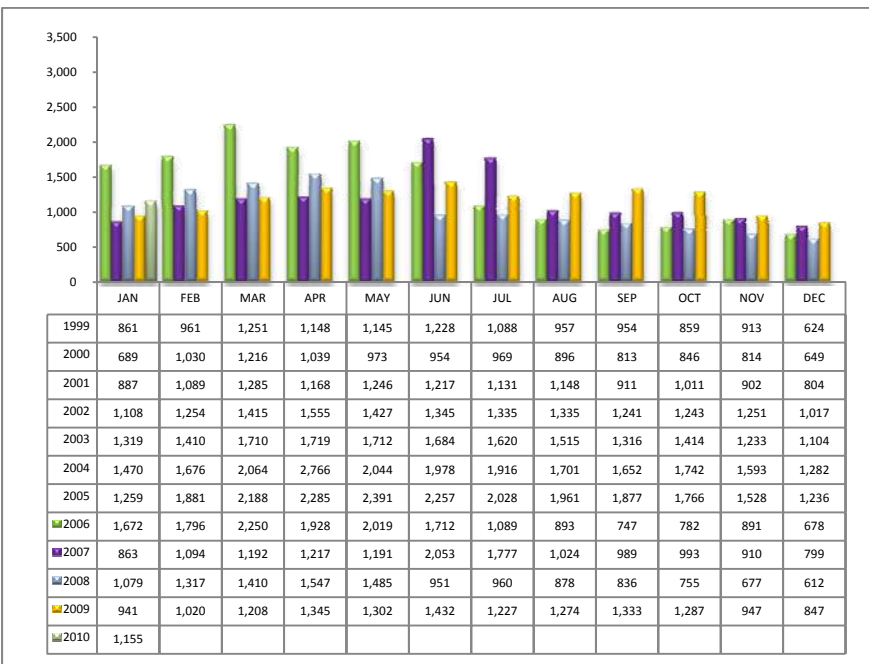


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**Median Sale Price - by Type**



**Total Listings Under Contract**



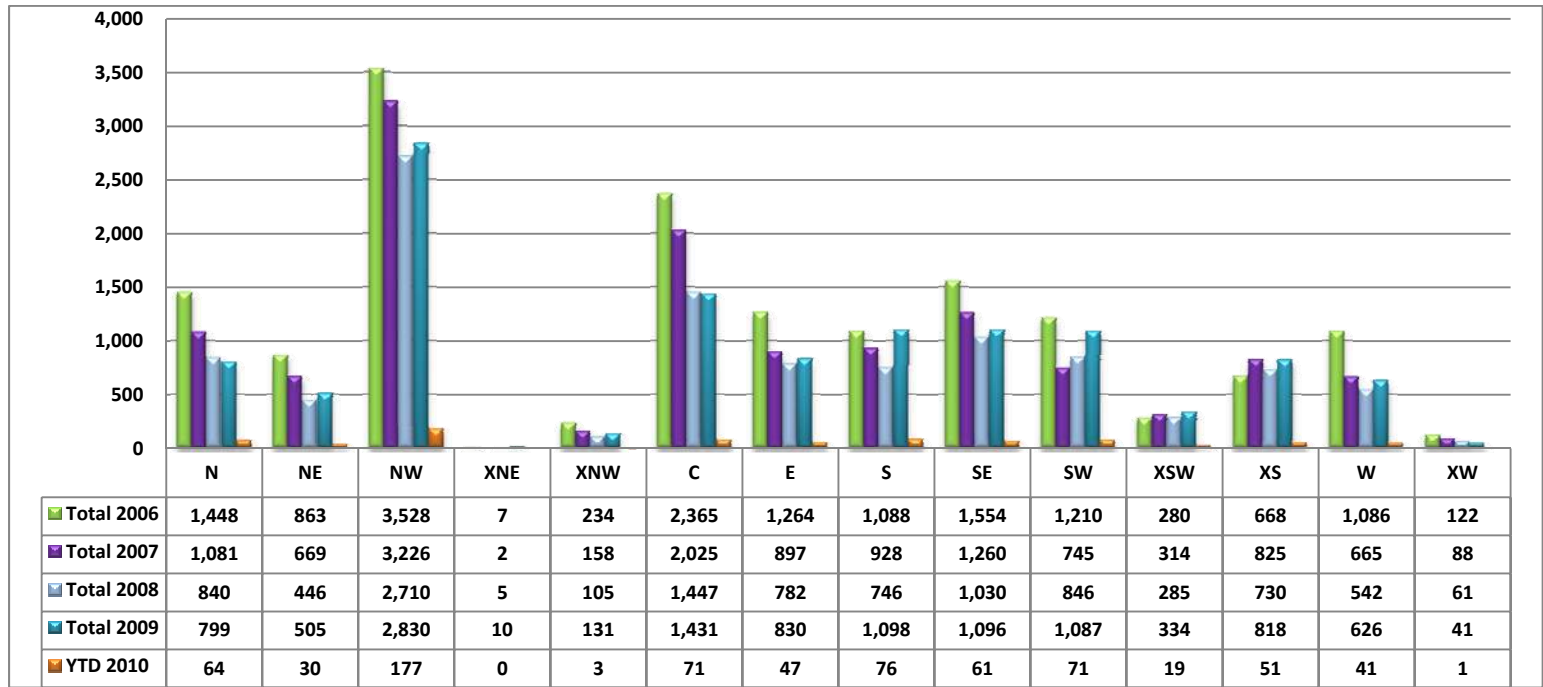
**\*\*Total Under Contract now calculating how many listings went under contract during the month rather than the total number of under contract in the MLS. (Eff. 06/08)**

**Median Sale Price - January 2010**



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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	\$ 238,514	\$ 368,044	\$ 601,723	\$ 851,300	\$ 408,738
NE	\$ 209,125	\$ 258,909	\$ 345,792	\$ 750,833	\$ 336,217
NW	\$ 207,567	\$ 220,403	\$ 291,481	\$ 289,850	\$ 240,158
XNW	\$ 0	\$ 187,500	\$ 142,000	\$ 0	\$ 172,333
C	\$ 133,318	\$ 166,662	\$ 84,480	\$ 300,000	\$ 152,420
E	\$ 108,450	\$ 164,646	\$ 158,900	\$ 272,750	\$ 156,036
S	\$ 56,983	\$ 93,008	\$ 119,556	\$ 142,000	\$ 95,674
SE	\$ 172,974	\$ 156,171	\$ 207,708	\$ 58,000	\$ 171,991
SW	\$ 133,273	\$ 112,417	\$ 113,788	\$ 148,250	\$ 117,995
XSW	\$ 139,264	\$ 134,975	\$ 0	\$ 0	\$ 137,458
XS	\$ 155,681	\$ 163,381	\$ 193,451	220,800	\$ 170,209
W	\$ 126,381	\$ 175,394	\$ 237,762	\$ 560,000	\$ 204,367
XW	\$ 0	\$ 30,000	\$ 0	\$ 0	\$ 30,000
XNE	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0

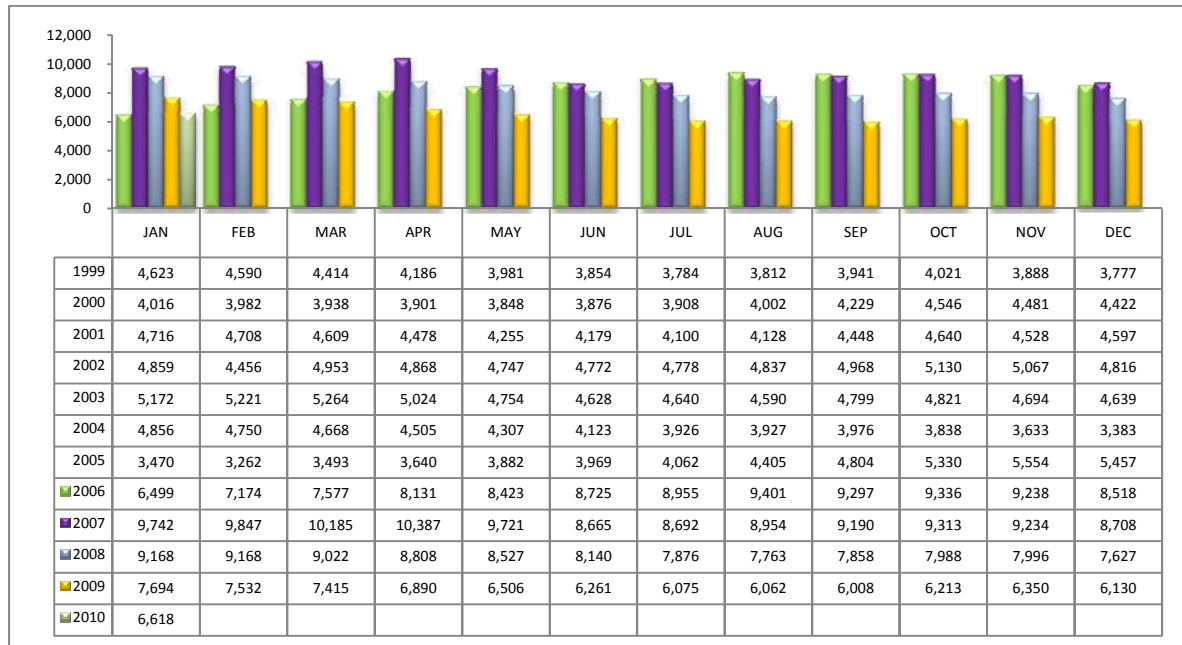
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	22	24	13	5	64
NE	4	11	12	3	30
NW	48	71	52	6	177
XNW	0	2	1	0	3
C	22	43	5	1	71
E	8	27	11	1	47
S	9	48	18	1	76
SE	5	36	19	1	61
SW	11	39	17	4	71
XSW	11	8	0	0	19
XS	13	24	13	1	51
W	8	18	12	2	41
XW	0	1	0	0	1
XNE	0	0	0	0	0

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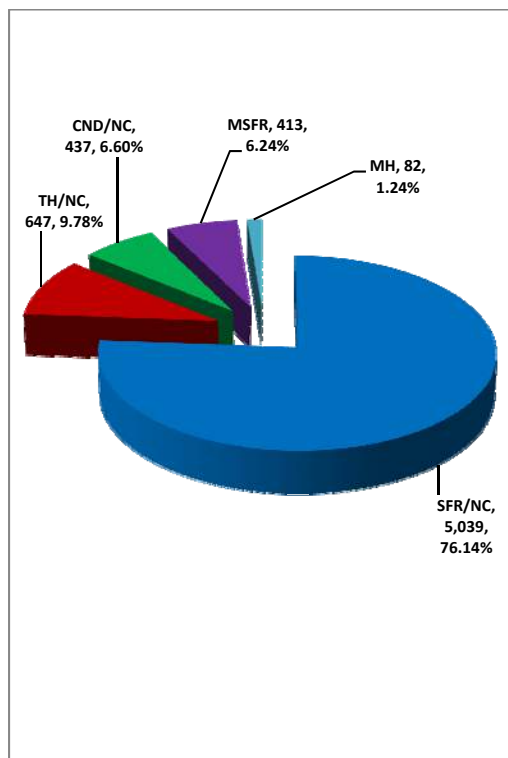


**Active Listings - January 2010**

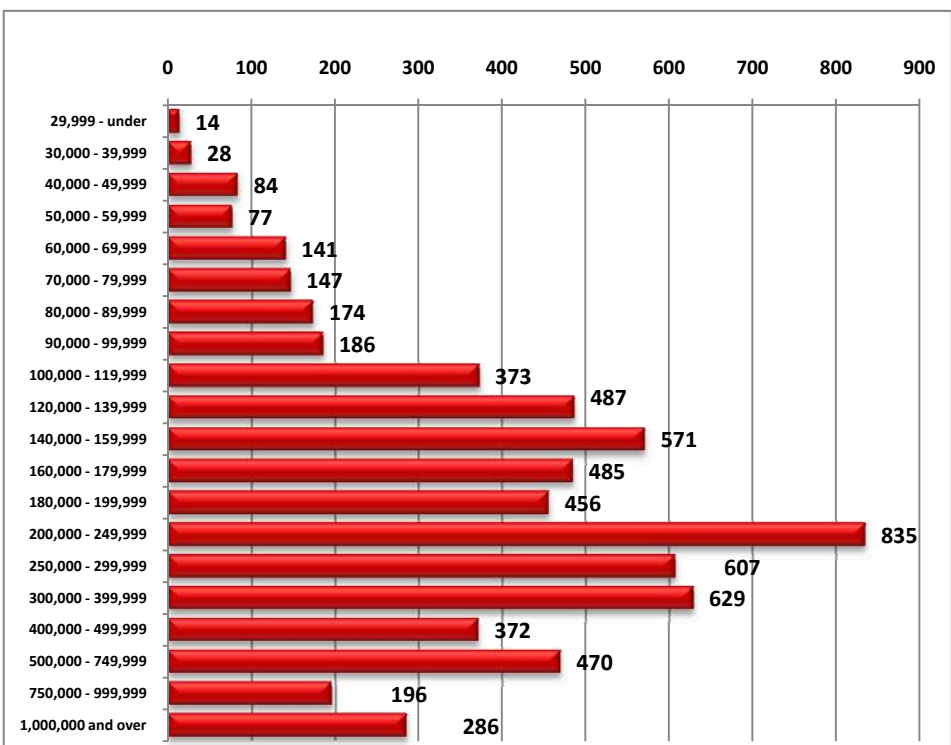


Area	# of Listings
N	713
NE	402
NW	1,772
XNE	18
XNW	112
C	822
E	412
S	319
SE	469
SW	385
XSW	338
XS	462
W	345
XW	49

**Active Listings Unit Breakdown**

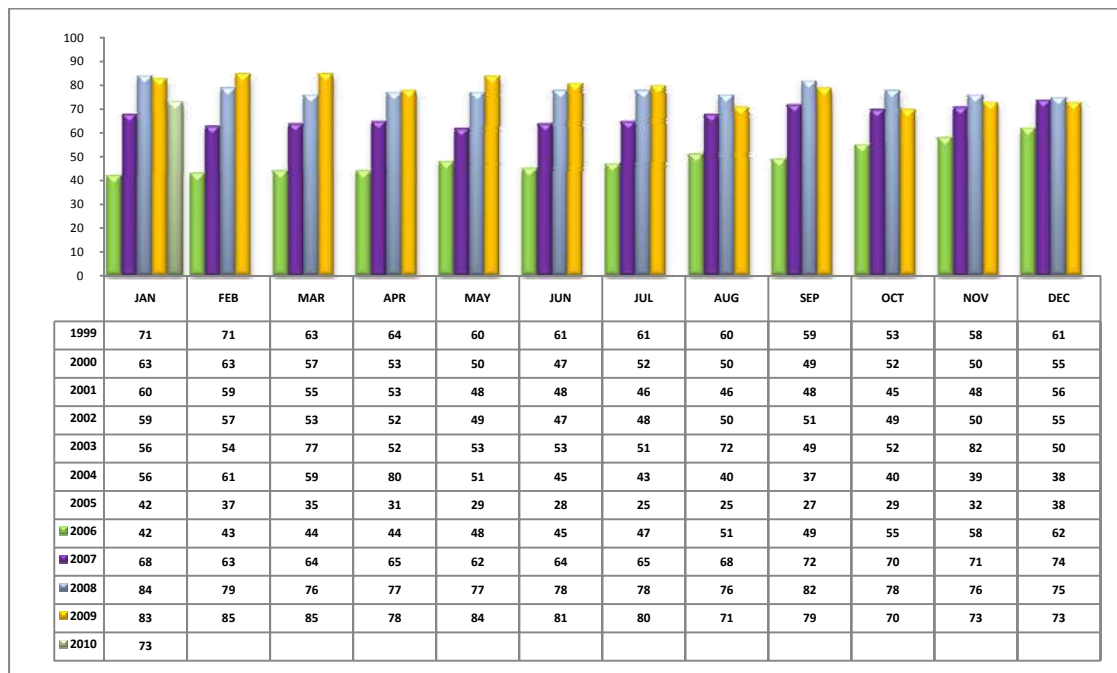


**Active Listings Price Breakdown**



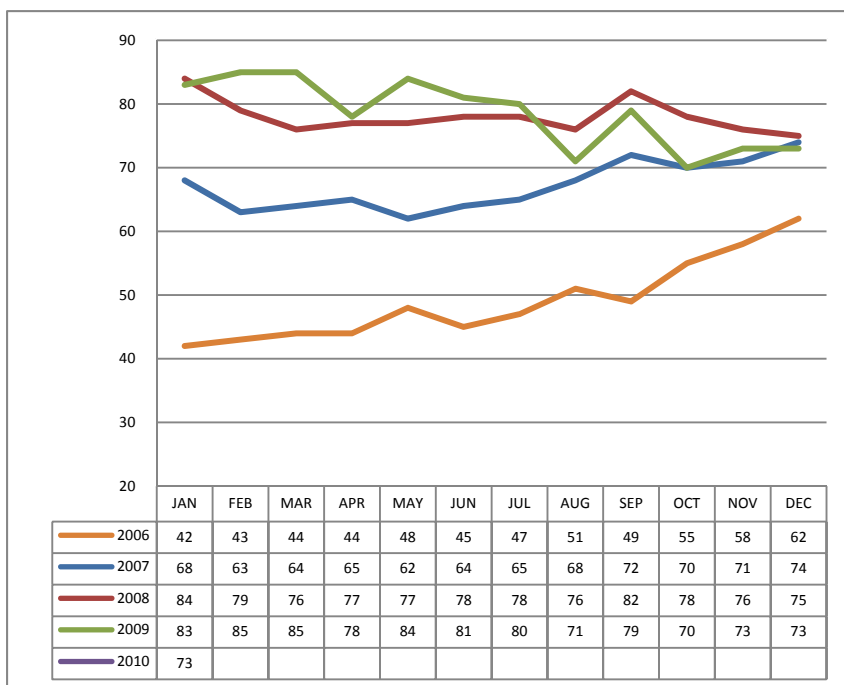
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**Average Days on Market/Listing - January 2010**

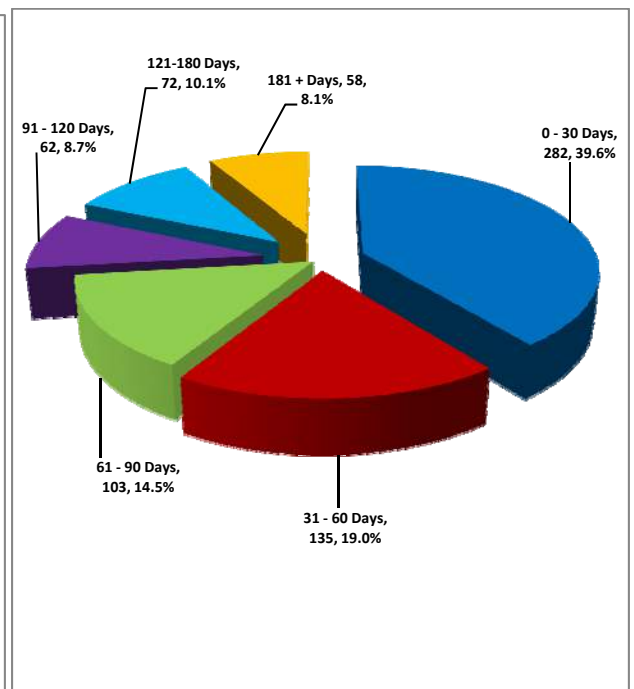


Area	Avg. DOM
N	83
NE	95
NW	80
XNE	0
XNW	191
C	55
E	67
S	48
SE	60
SW	67
XSW	149
XS	83
W	70
XW	160

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

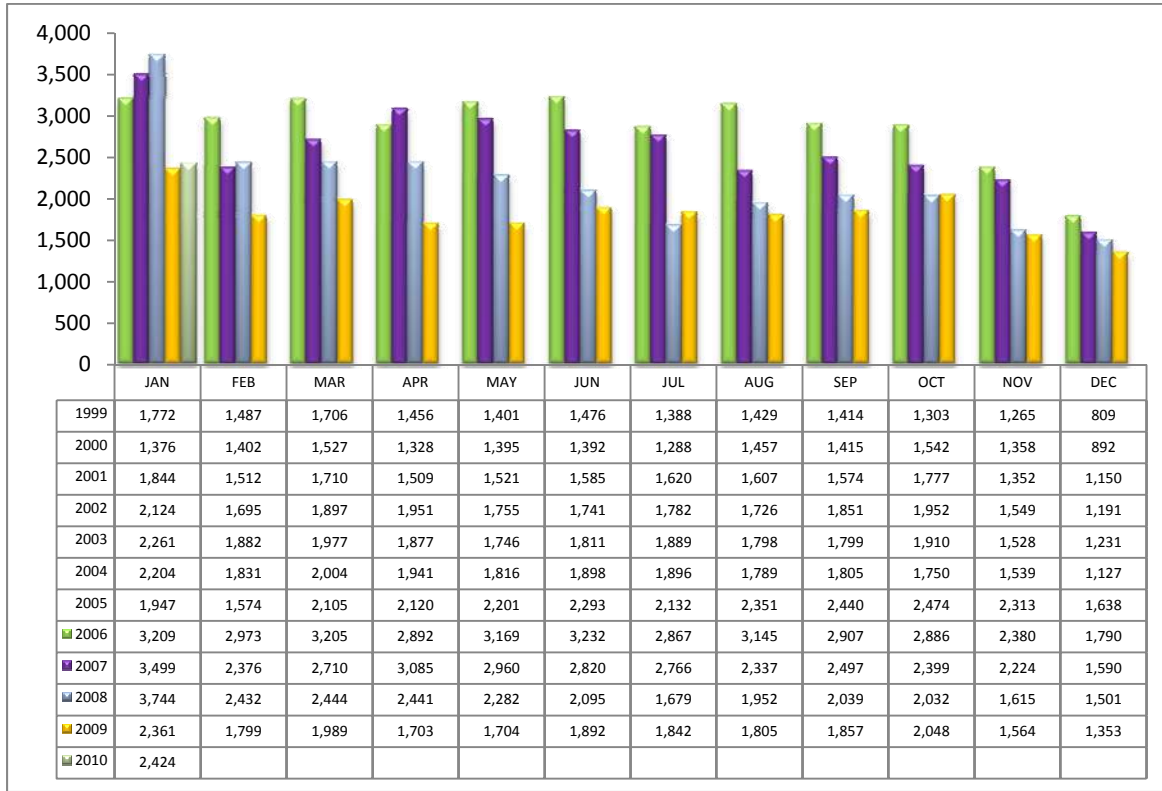


**Average Days on Market/Listing Breakdown**



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**New Listings - January 2010**



Area	# of Listings
N	268
NE	153
NW	663
XNE	2
XNW	31
C	306
E	154
S	156
SE	185
SW	156
XSW	79
XS	157
W	106
XW	8

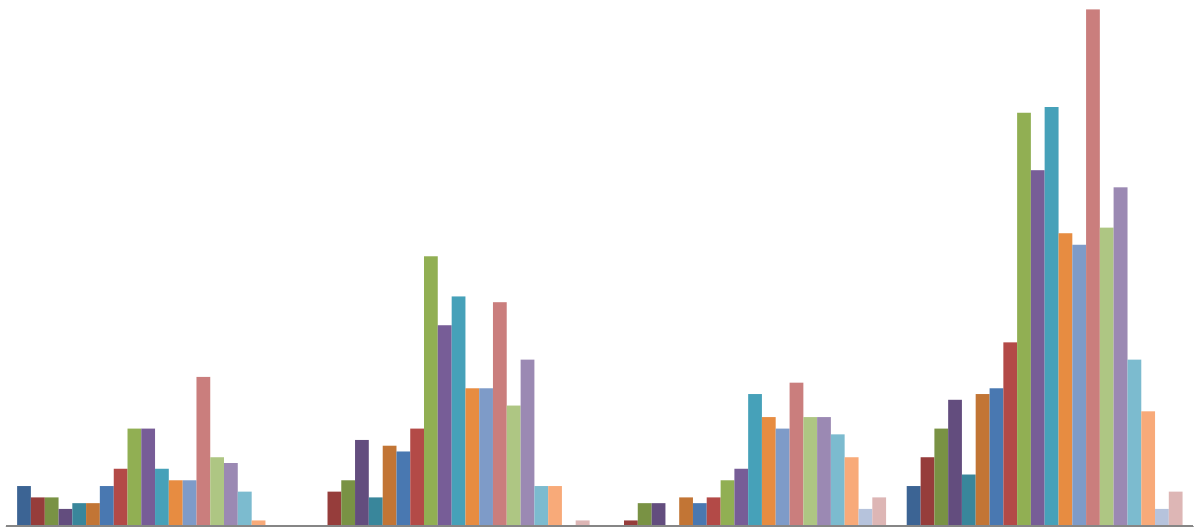
\*Includes properties that were re-listed

**Misc. MLS Information - January 2010**

Month	#Expired	WD Release	WD Temp	Re-Lists
January 2010	344	537	26	87
February 2009	435	596	7	83
March 2009	539	534	9	62
April 2009	452	513	7	41
May 2009	411	541	10	56
June 2009	462	484	13	66
July 2009	421	522	10	51
August 2009	376	442	14	59
September 2009	359	446	16	47
October 2009	339	411	21	49
November 2009	319	408	10	51
December 2009	616	378	9	15

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## Sale Price by Bedroom



	0-2 Bedrooms	3 Bedrooms	4+ Bedrooms	All Bedrooms
29,999 - under	7	0	0	7
30,000 - 39,999	5	6	1	12
40,000 - 49,999	5	8	4	17
50,000 - 59,999	3	15	4	22
60,000 - 69,999	4	5	0	9
70,000 - 79,999	4	14	5	23
80,000 - 89,999	7	13	4	24
90,000 - 99,999	10	17	5	32
100,000 - 119,999	17	47	8	72
120,000 - 139,999	17	35	10	62
140,000 - 159,999	10	40	23	73
160,000 - 179,999	8	24	19	51
180,000 - 199,999	8	24	17	49
200,000 - 249,999	26	39	25	90
250,000 - 299,999	12	21	19	52
300,000 - 399,999	11	29	19	59
400,000 - 499,999	6	7	16	29
500,000 - 749,999	1	7	12	20
750,000 - 999,999	0	0	3	3
1,000,000 - over	0	1	5	6

PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report does not represent all real estate activity in the area as it does not include unrepresented sales, commercial sales or a substantial portion of new home sales. Though the data and materials presented here are deemed to be substantially correct, neither the Tucson Association of REALTORS® nor the MLS guarantees, or is in any way responsible for its accuracy.