

**For Immediate  
Release:**  
**May 11, 2011**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics April 2011**

Below are some highlights from the April Statistics:

- Total Sales Volume increased 4.81% from March to April from \$191,236,186 to \$200,425,573.
- The Average Sales Price of \$173,981 for April is up 6.35% from March's average of \$163,590.
- Average List Price increased 6.32% over March.
- Total Under Contract for April is 2,610 and up 21.28% from March.
- Total Unit Sales declined slightly from March to April by 1.45%.
- The Median Sales Price increased from \$125,000 in March to \$132,000 in April.



**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®.**

Greg Hollman  
2011 MLS President



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## April 2011 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
<b>April</b>	\$200,425,573	\$245,382,762	-18.32%
<b>March</b>	\$191,236,186	\$235,799,289	-18.90%
<b>Month % Change</b>	4.81%	4.06%	

### Average Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
<b>April</b>	\$173,981	\$199,986	-13.00%
<b>March</b>	\$163,590	\$201,710	-18.90%
<b>Month % Change</b>	6.35%	-0.85%	

### Average List Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
<b>April</b>	\$184,119	\$210,291	-12.45%
<b>March</b>	\$173,178	\$211,003	-17.93%
<b>Month % Change</b>	6.32%	-0.34%	

### Total Under Contract

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
<b>April</b>	2,610	1,568	66.45%
<b>March</b>	2,152	1,549	38.93%
<b>Month % Change</b>	21.28%	1.23%	

### Total Unit Sales

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
<b>April</b>	1,152	1,227	-6.11%
<b>March</b>	1,169	1,169	0.00%
<b>Month % Change</b>	-1.45%	4.96%	

### Median Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
<b>April</b>	\$132,000	\$159,000	-16.98%
<b>March</b>	\$125,000	\$157,680	-20.73%
<b>Month % Change</b>	5.60%	0.84%	

### New Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
<b>April</b>	1,396	2,236	-37.57%
<b>March</b>	1,623	2,304	-29.56%
<b>Month % Change</b>	-13.99%	-2.95%	

### Active Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
<b>April</b>	6,269	6,603	-5.06%
<b>March</b>	6,703	6,799	-1.41%
<b>Month % Change</b>	-6.47%	-2.88%	

## April 2011 - 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	7	0	0.00%	85658	188	26	13.83%	85716	160	23	14.38%	85745	218	27	12.39%
85611	2	0	0.00%	85701	29	3	10.34%	85718	334	42	12.57%	85746	146	43	29.45%
85614	256	42	16.41%	85704	203	38	18.72%	85719	152	19	12.50%	85747	149	37	24.83%
85619	22	0	0.00%	85705	134	25	18.66%	85730	193	47	24.35%	85748	127	24	18.90%
85622	88	14	15.91%	85706	153	45	29.41%	85735	63	13	20.63%	85749	149	26	17.45%
85623	1	0	0.00%	85710	263	59	22.43%	85736	42	4	9.52%	85750	287	53	18.47%
85629	202	48	23.76%	85711	181	38	20.99%	85737	229	30	13.10%	85755	248	33	13.31%
85641	268	49	18.28%	85712	164	30	18.29%	85739	285	35	12.28%	85756	157	31	19.75%
85645	2	1	50.00%	85713	244	31	12.70%	85741	137	32	23.36%	85757	88	31	35.23%
85646	0	0	0.00%	85714	32	10	31.25%	85742	179	42	23.46%				
85653	113	24	21.24%	85715	135	29	21.48%	85743	228	48	21.05%				

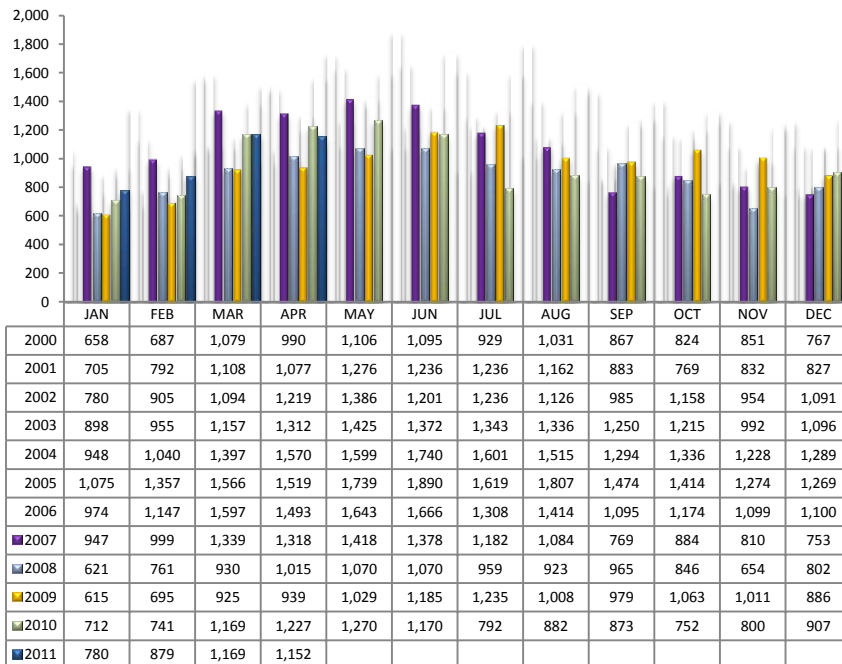
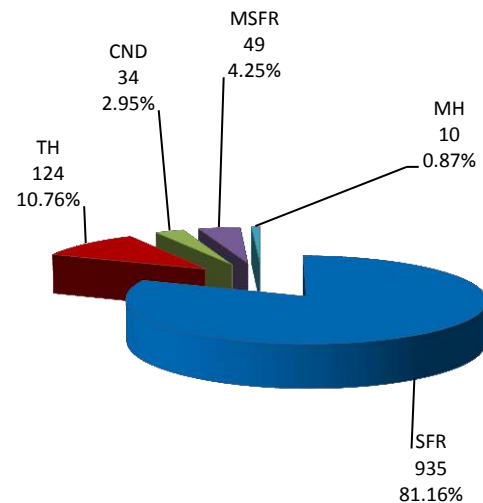
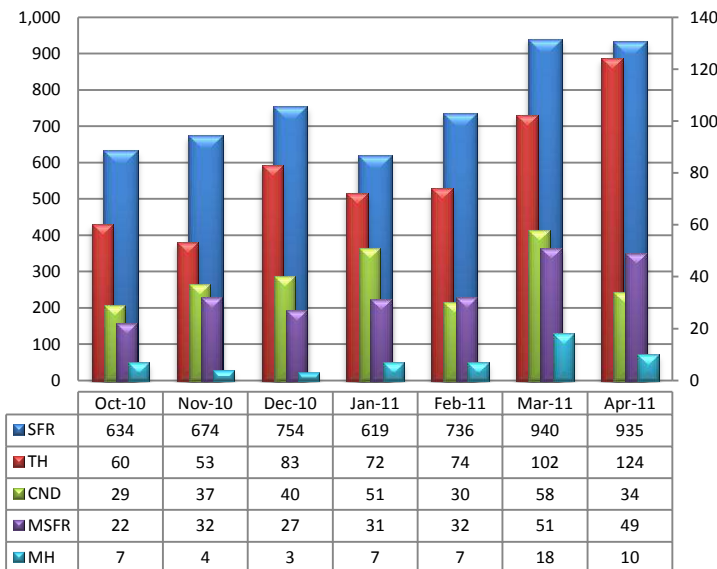
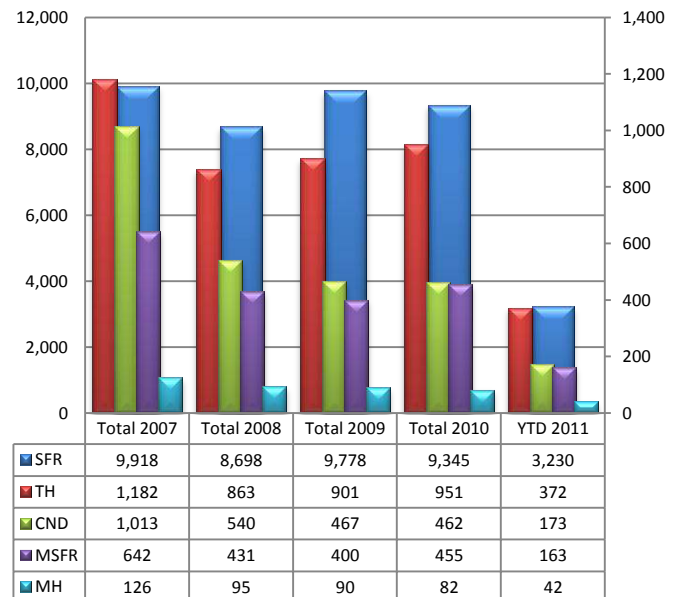
### NOTE:

85321- 1 active listing, 85535- 1 active listing, 85602-1 active listing, 85603- 1 active listing, 85618- 2 active listings, 85621- 2 active listings, 85635- 1 active listing, 85637- 2 active listings

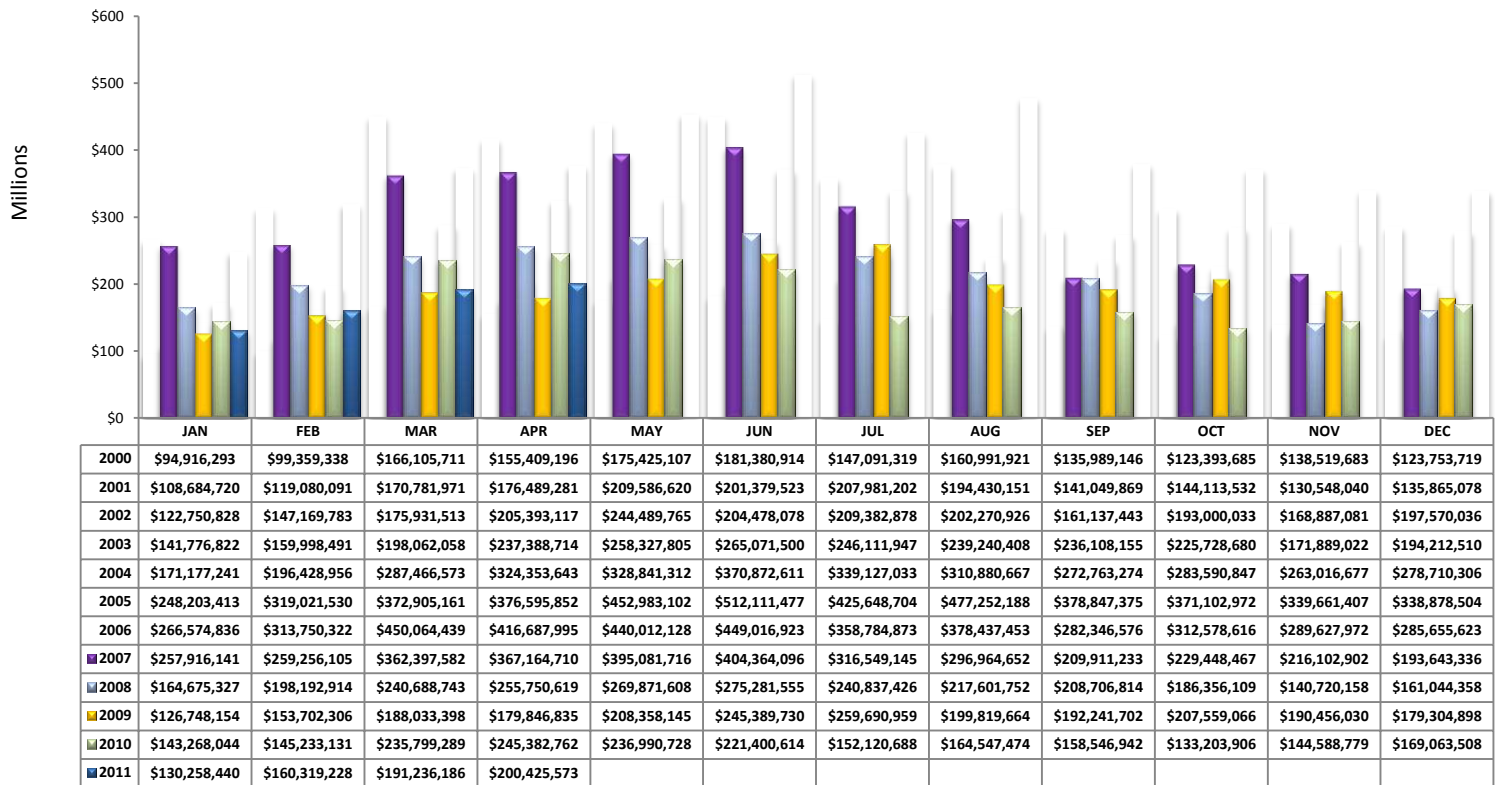
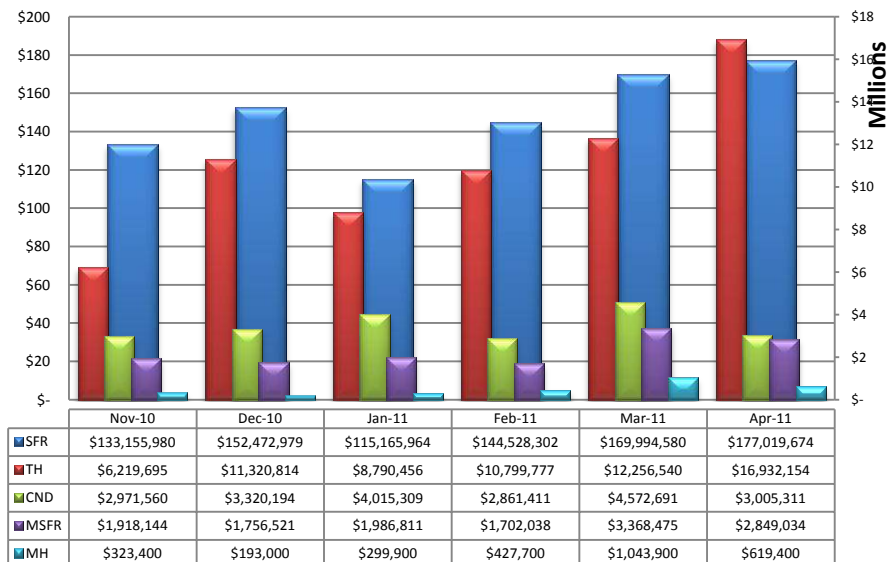
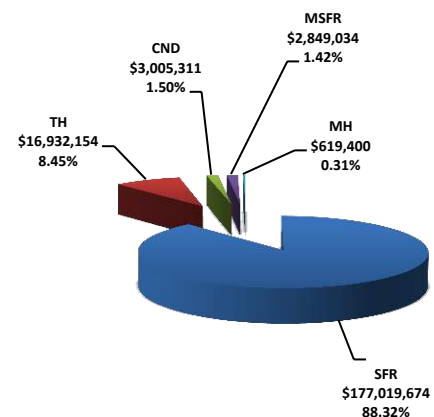
Residential Listing Statistics							Active Listings		Days on Market																										
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold																										
Under \$29,999	54	21	3	24	102	28	N	620	0-30 Days	404																									
\$30,000 to \$39,999	87	20	9	30	146	44	NE	344	31-60 Days	241																									
\$40,000 to \$49,999	155	36	8	36	235	45	NW	1614	61 - 90 Days	127																									
\$50,000 to \$59,999	154	49	4	33	240	48	XNW	26	91-120 Days	99																									
\$60,000 to \$69,999	204	65	26	52	347	45	C	100	121 - 180 Days	143																									
\$70,000 to \$79,999	218	64	16	43	341	47	E	815	Over 180 Days	138																									
\$80,000 to \$89,999	259	95	30	61	445	43	S	394	Avg. Days on Market																										
\$90,000 to \$99,999	284	65	40	51	440	55	SE	394	83																										
\$100,000 to \$119,999	496	165	49	89	799	134	SW	488	Avg. Sold Price																										
\$120,000 to \$139,999	521	171	47	81	820	126	XSW	379	\$173,981																										
\$140,000 to \$159,999	424	122	24	90	660	89	XS	304	Median Price																										
\$160,000 to \$179,999	403	87	21	50	561	88	W	428	\$132,000																										
\$180,000 to \$199,999	354	73	17	37	481	64	XW	324	New Listings																										
\$200,000 to \$249,999	645	118	30	68	861	108	XNE	39	1,396																										
\$250,000 to \$299,999	403	62	10	54	529	46	Sold Units per Area		Sales Volume by Area																										
\$300,000 to \$399,999	581	57	12	42	692	62	N	92	\$36,371,970																										
\$400,000 to \$499,999	315	32	4	18	369	28	NE	57	\$14,910,801																										
\$500,000 to \$749,999	373	31	7	24	435	38	NW	279	\$61,028,784																										
\$750,000 to \$999,999	157	10	3	5	175	8	XNW	13	\$903,025																										
\$1,000,000 and over	182	6	3	10	201	6	C	135	\$16,712,265																										
							E	84	\$11,581,806																										
							S	93	\$6,554,661																										
							SE	116	\$16,023,775																										
							SW	104	\$9,033,425																										
							XSW	50	\$7,376,999																										
							XS	80	\$12,620,400																										
							W	42	\$6,709,695																										
Totals	6,269	1,349	363	898	8,879	1,152	XW	7	\$597,967																										
							XNE	0	\$0																										
	Apr-11	Apr-10	% Change	YTD 2011	YTD 2010	% Change	Total Volume		\$200,425,573																										
Home Sales Volume	\$200,425,573	\$245,382,762	-18.32%	\$682,239,427	\$785,479,752	-13.14%	<table><tr><th colspan="2">Types of Financing</th><th>Totals</th></tr><tr><td>FHA</td><td></td><td>271</td></tr><tr><td>VA</td><td></td><td>74</td></tr><tr><td>Conventional</td><td></td><td>341</td></tr><tr><td>Carryback</td><td></td><td>7</td></tr><tr><td>Lease Option</td><td></td><td>0</td></tr><tr><td>Cash</td><td></td><td>439</td></tr><tr><td>Other</td><td></td><td>20</td></tr></table>					Types of Financing		Totals	FHA		271	VA		74	Conventional		341	Carryback		7	Lease Option		0	Cash		439	Other		20
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Home Sales Units	1,152	1,227	-6.11%	3,980	3,951	0.73%																													
Average Sales Price (All Residential)	\$173,981	\$199,986	-13.00%	\$171,562	\$198,805	-13.70%																													
Median Sales Price	\$132,000	\$159,000	-16.98%	\$131,157	\$157,000	-16.46%																													
Average Days on Market:	83	87	-4.60%	90	85	5.88%																													
Average List Price for Sold:	\$184,119	\$210,291	-12.45%	\$181,479	\$208,696	-13.04%																													
SP/LP %	94.49%	95.10%		94.54%	95.26%																														
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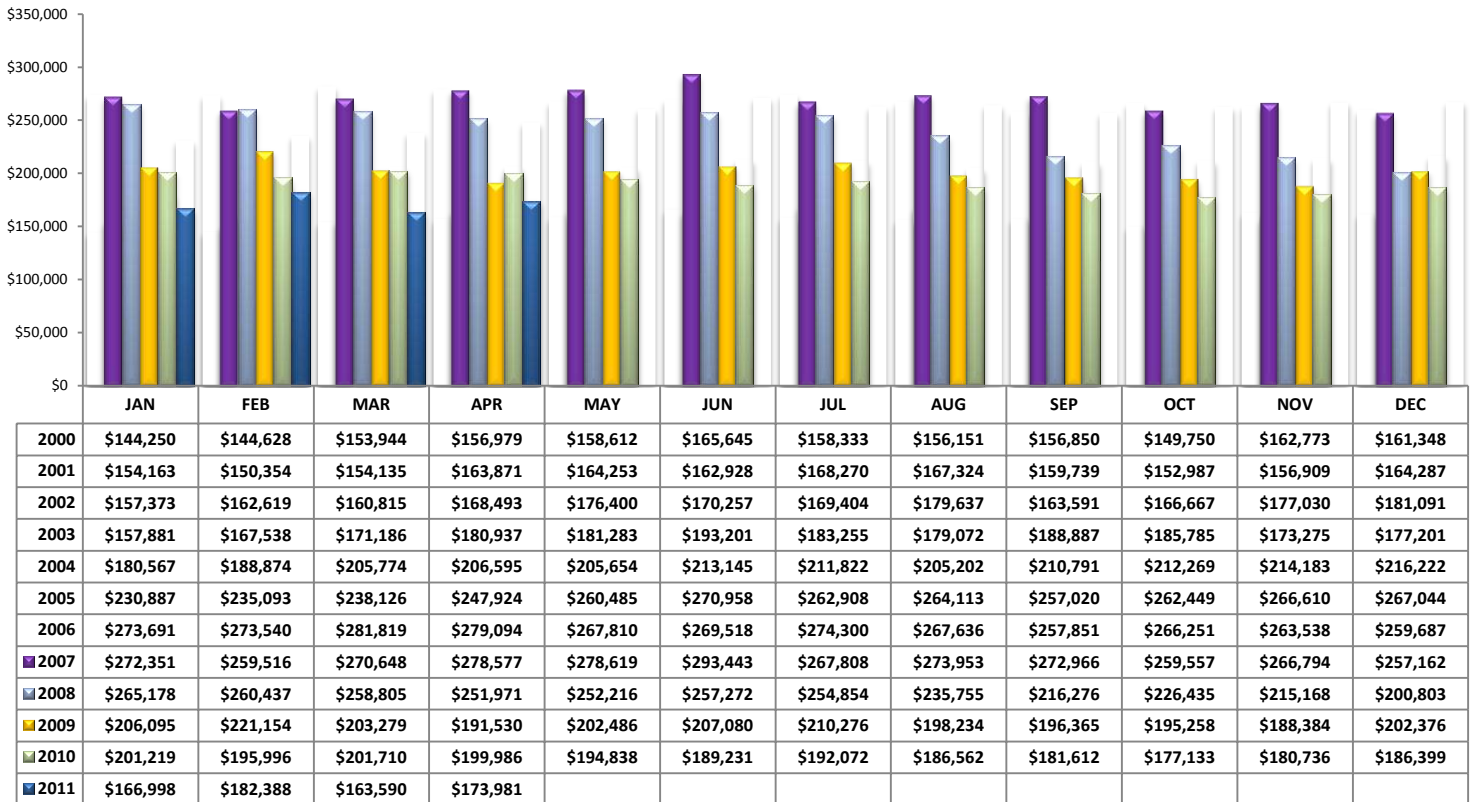
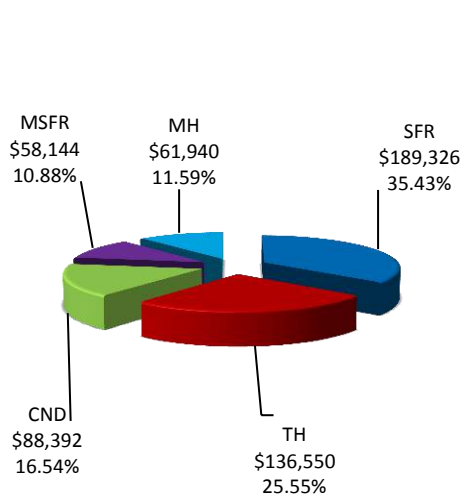
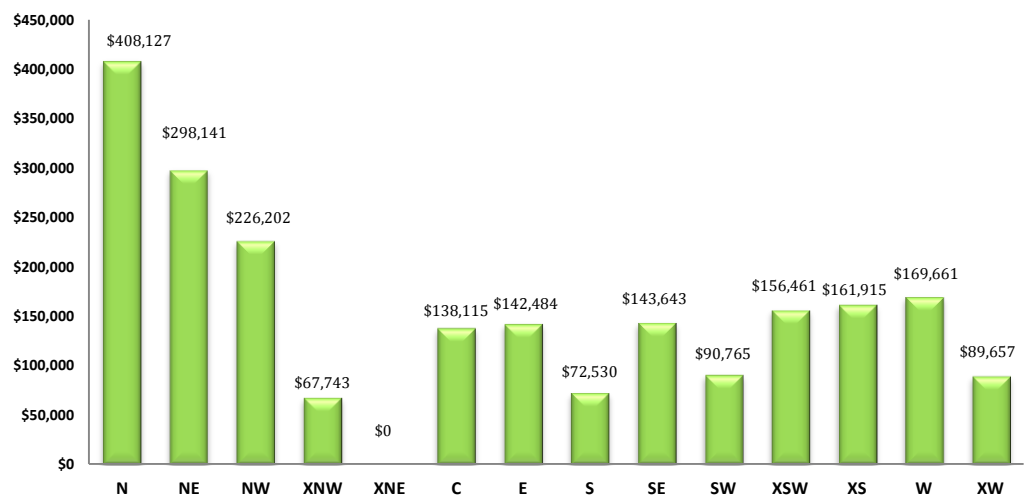
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**Total Unit Sales – April 2011****Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

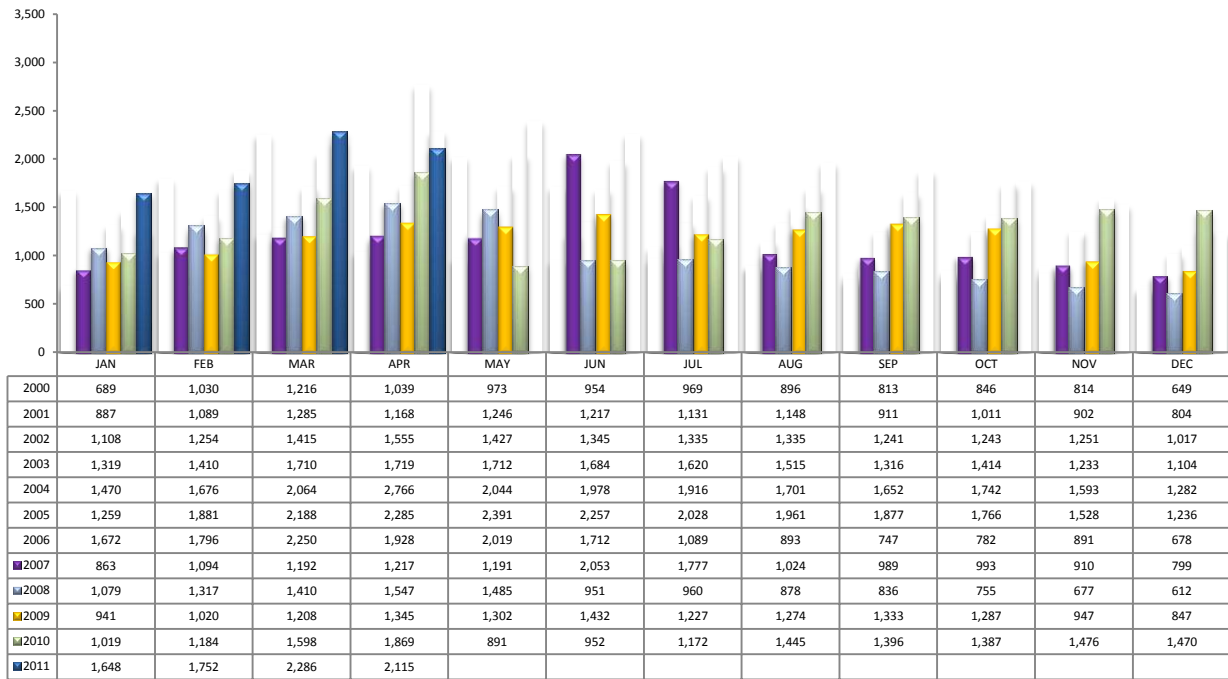
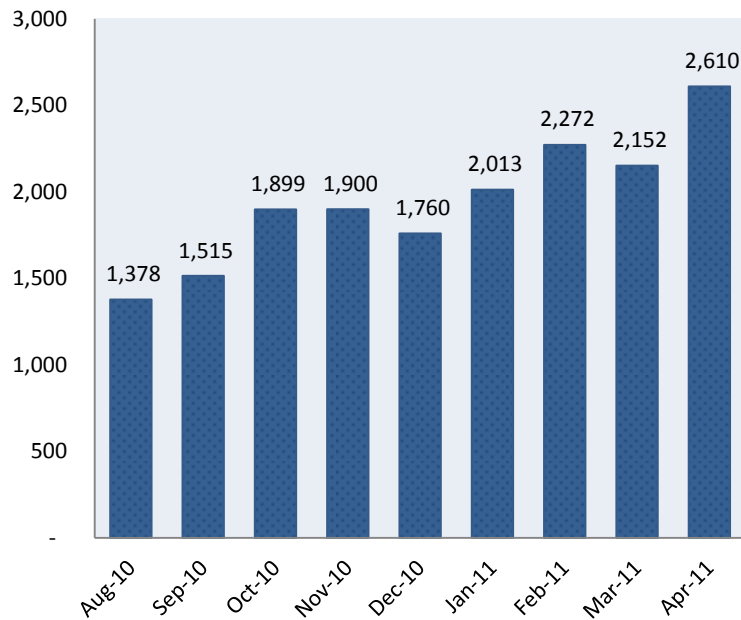
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**Total Sales Volume - April 2011****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

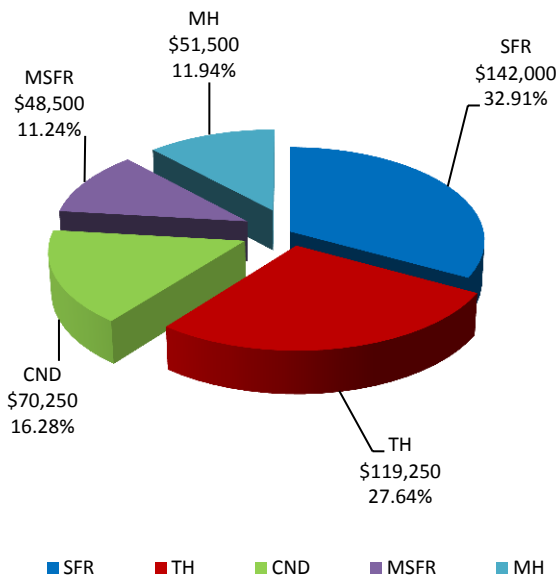
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**Average Sales Price – April 2011****Average Sales Price by Type – April 2011****Average "Listing" Price per Area – April 2011**

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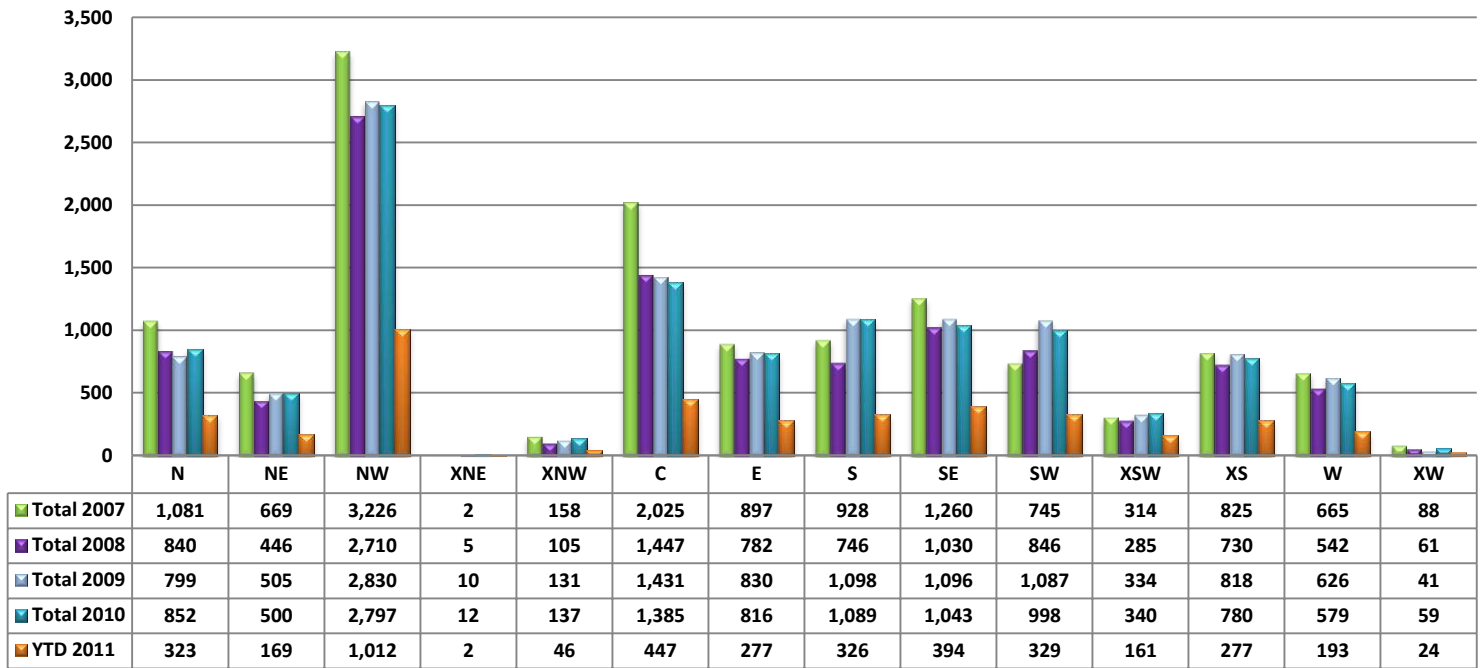
**Newly Under Contract During The Month****Total Listings Still Under Contract At The End of The Month**

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**Median Sale Price - by Type****Median Sale Price - April 2011**

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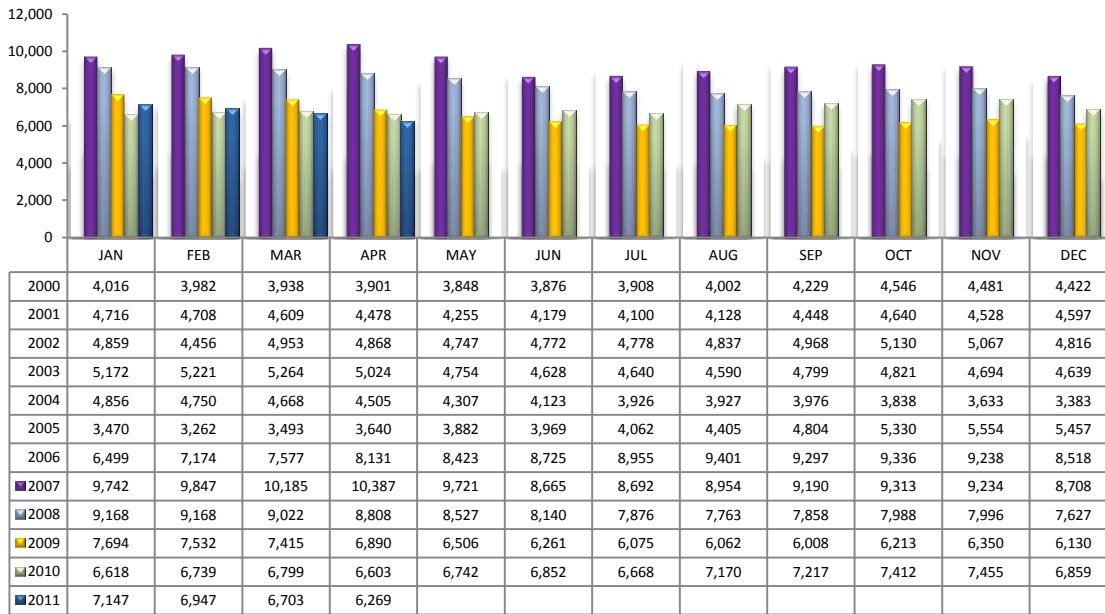
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$186,331	\$360,972	\$555,281	\$853,863	\$383,055
NE	\$104,057	\$229,800	\$313,526	\$697,750	\$274,324
NW	\$189,681	\$187,181	\$268,187	\$356,816	\$215,393
XNW	\$45,333	\$56,538	\$85,560	\$0	\$64,502
C	\$91,952	\$129,748	\$211,321	\$279,169	\$129,921
E	\$67,000	\$123,876	\$175,018	\$241,967	\$136,543
S	\$36,477	\$70,784	\$93,534	\$127,000	\$70,990
SE	\$111,389	\$119,539	\$168,176	\$295,633	\$138,136
SW	\$69,080	\$78,937	\$105,417	\$135,000	\$88,081
XSW	\$157,840	\$133,961	\$67,500	\$190,837	\$147,540
XS	\$146,981	\$147,599	\$167,002	\$0	\$157,752
W	\$61,000	\$184,159	\$240,763	\$0	\$159,752
XW	\$37,000	\$106,560	\$28,000	\$0	\$85,400
XNE	\$0	\$0	\$0	\$0	\$0

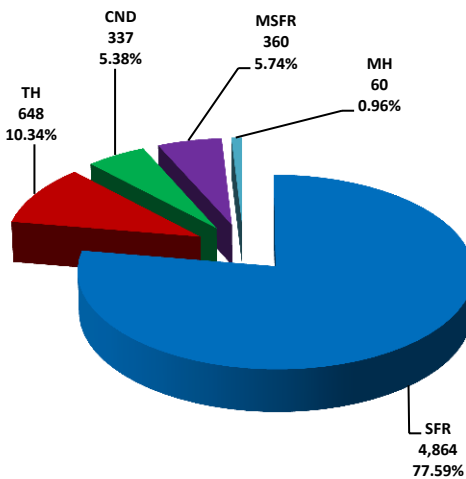
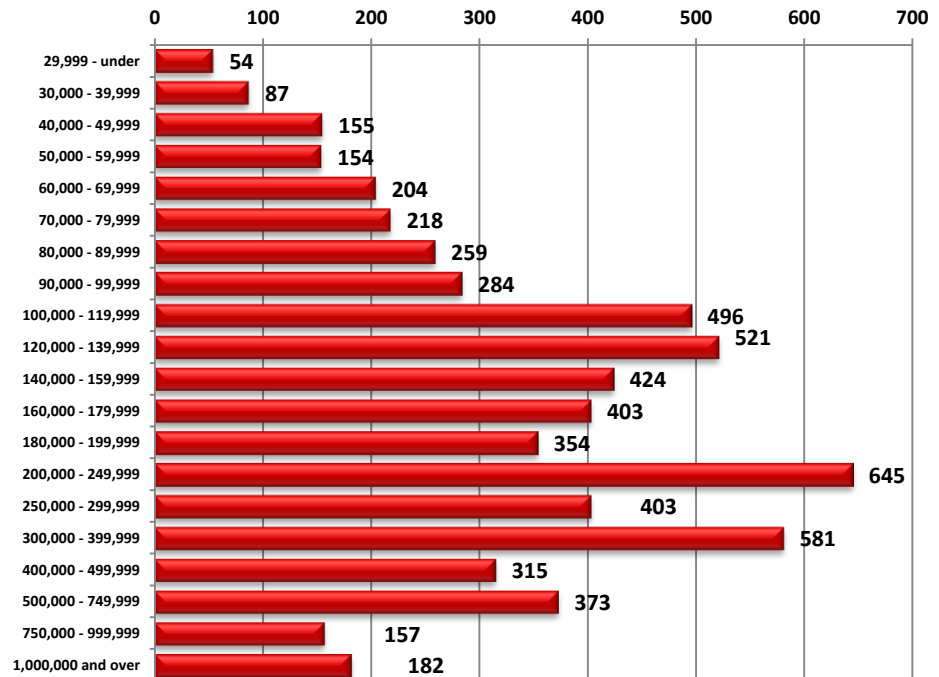
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	29	37	16	8	90
NE	7	28	19	4	58
NW	63	133	83	7	286
XNW	3	6	5	0	14
C	49	68	12	6	135
E	10	46	25	3	84
S	16	52	20	2	90
SE	9	69	35	3	116
SW	15	46	38	1	100
XSW	34	14	2	6	50
XS	16	29	29	0	80
W	12	22	8	0	42
XW	1	5	1	0	7
XNE	0	0	0	0	0

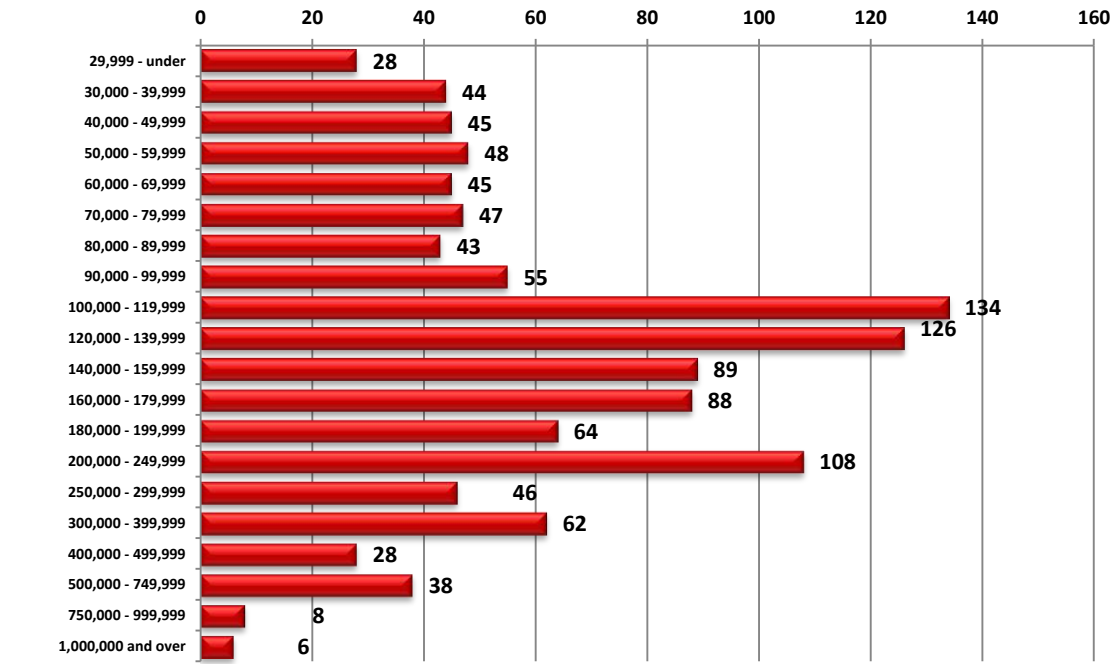
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**Active Listings - April 2011**

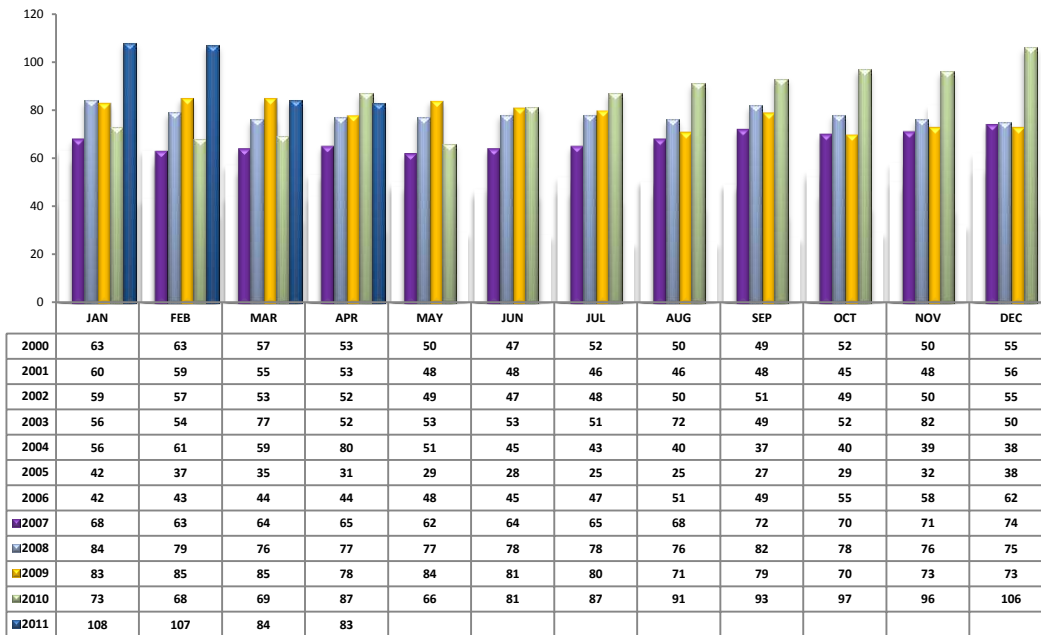
Area	# of Listings
N	620
NE	344
NW	1614
XNE	26
XNW	100
C	815
E	394
S	394
SE	488
SW	379
XSW	304
XS	428
W	324
XW	39

**Active Listings Unit Breakdown****Active Listings Price Breakdown**

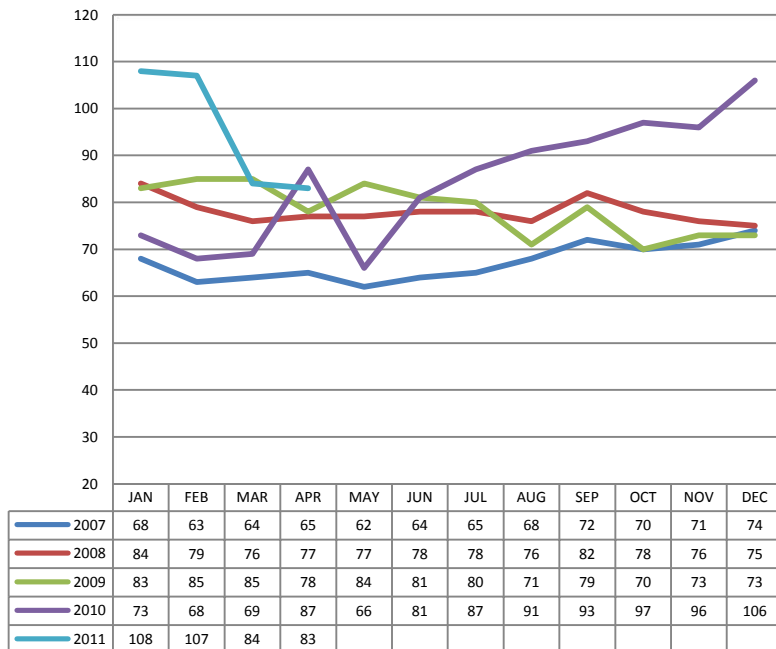
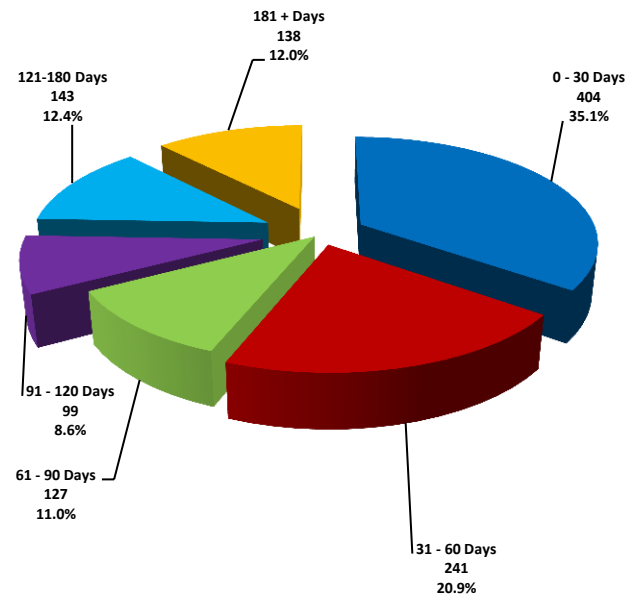
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**Sold Price Breakdown**

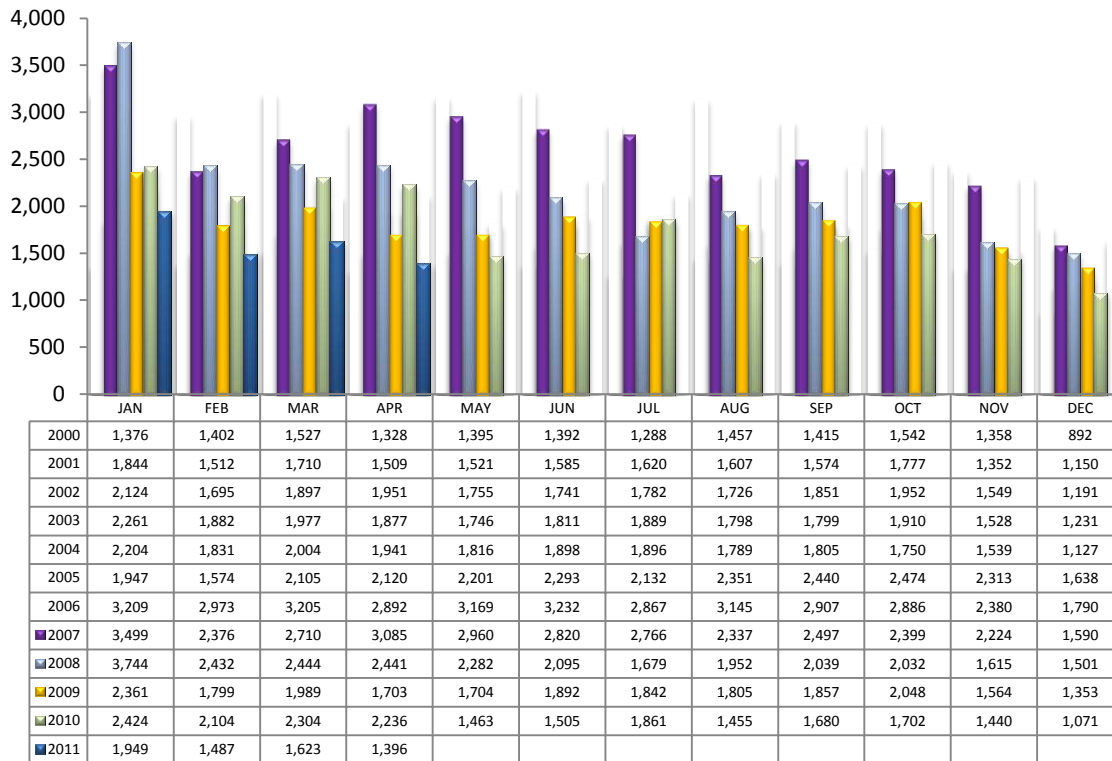
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**Average Days on Market/Listing - April 2011**

Area	Avg. DOM
N	103
NE	100
NW	92
XNE	0
XNW	56
C	69
E	72
S	63
SE	81
SW	77
XSW	104
XS	91
W	66
XW	50

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

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**New Listings – April 2011**

Area	# of Listings
N	121
NE	73
NW	352
XNE	5
XNW	12
C	186
E	101
S	121
SE	121
SW	88
XSW	51
XS	90
W	72
XW	3

\*Includes properties that were re-listed

**Misc. MLS Information – April 2011**

Month	Expired	Cancelled	Temp Off Mkt.
July 2010	384	556	91
Aug 2010	396	551	55
Sept 2010	423	521	88
Oct 2010	456	517	103
Nov 2010	320	432	60
Dec 2010	707	486	64
Jan 2011	401	577	76
Feb 2011	350	453	85
Mar 2011	378	537	71
Apr 2011	392	505	71

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.