

**For Immediate
Release:**
September 9, 2011

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics August 2011

Below are some highlights from the August Statistics:

- Total Sales Volume decreased by 11.94% from July to August but increased 4.14% from August 2010.
- Average Sales Price decreased from \$173,141 in July to \$154,944 in August.
- The Average List Price decreased by 10.50% from July.
- Total Unit Sales dipped just slightly by 1.60% from July but increased 25.40% from August 2010.
- New Listings increased 9.54% from July.



Lifestyle Opportunities:

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

Financial:

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Talk to a REALTOR®!

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

Greg Hollman
2011 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 5,400 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.

August 2011 Recap by Month and Year - % of Change

Total Sales Volume

| | <u>2011</u> | <u>2010</u> | <u>Annual % Change</u> |
|----------------|---------------|---------------|------------------------|
| August | \$171,367,731 | \$164,547,474 | 4.14% |
| July | \$194,610,823 | \$152,120,688 | 27.93% |
| Month % Change | -11.94% | 8.17% | |

Average Sales Price

| | <u>2011</u> | <u>2010</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| August | \$154,944 | \$186,562 | -16.95% |
| July | \$173,141 | \$192,072 | -9.86% |
| Month % Change | -10.51% | -2.87% | |

Average List Price

| | <u>2011</u> | <u>2010</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| August | \$162,537 | \$197,339 | -17.64% |
| July | \$181,603 | \$202,792 | -10.45% |
| Month % Change | -10.50% | -2.69% | |

Total Under Contract

| | <u>2011</u> | <u>2010</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| August | 2,121 | 1,378 | 53.92% |
| July | 2,009 | 990 | 102.93% |
| Month % Change | 5.57% | 39.19% | |

Total Unit Sales

| | <u>2011</u> | <u>2010</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| August | 1,106 | 882 | 25.40% |
| July | 1,124 | 792 | 41.92% |
| Month % Change | -1.60% | 11.36% | |

Median Sales Price

| | <u>2011</u> | <u>2010</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| August | \$122,200 | \$150,750 | -18.94% |
| July | \$125,000 | \$150,000 | -16.67% |
| Month % Change | -2.24% | 0.50% | |

New Listings

| | <u>2011</u> | <u>2010</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| August | 1,206 | 1,455 | -17.11% |
| July | 1,101 | 1,861 | -40.84% |
| Month % Change | 9.54% | -21.82% | |

Active Listings

| | <u>2011</u> | <u>2010</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| August | 5,167 | 7,170 | -27.94% |
| July | 5,412 | 6,668 | -18.84% |
| Month % Change | -4.53% | 7.53% | |

August 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> |
|-----------------|-----------------|---------------|----------|-----------------|-----------------|---------------|----------|-----------------|-----------------|---------------|----------|-----------------|-----------------|---------------|----------|
| 85321 | 1 | 1 | 100.00% | 85653 | 106 | 26 | 24.53% | 85715 | 104 | 25 | 24.04% | 85743 | 165 | 58 | 35.15% |
| 85601 | 6 | 0 | 0.00% | 85658 | 163 | 21 | 12.88% | 85716 | 145 | 17 | 11.72% | 85745 | 180 | 31 | 17.22% |
| 85611 | 2 | 0 | 0.00% | 85701 | 18 | 4 | 22.22% | 85718 | 286 | 36 | 12.59% | 85746 | 119 | 51 | 42.86% |
| 85614 | 213 | 20 | 9.39% | 85704 | 170 | 30 | 17.65% | 85719 | 100 | 26 | 26.00% | 85747 | 124 | 38 | 30.65% |
| 85619 | 26 | 1 | 3.85% | 85705 | 100 | 22 | 22.00% | 85730 | 157 | 50 | 31.85% | 85748 | 115 | 27 | 23.48% |
| 85622 | 75 | 1 | 1.33% | 85706 | 109 | 60 | 55.05% | 85735 | 65 | 6 | 9.23% | 85749 | 159 | 22 | 13.84% |
| 85623 | 3 | 0 | 0.00% | 85710 | 224 | 54 | 24.11% | 85736 | 38 | 1 | 2.63% | 85750 | 236 | 30 | 12.71% |
| 85629 | 161 | 52 | 32.30% | 85711 | 146 | 40 | 27.40% | 85737 | 200 | 34 | 17.00% | 85755 | 205 | 26 | 12.68% |
| 85641 | 245 | 59 | 24.08% | 85712 | 146 | 26 | 17.81% | 85739 | 236 | 21 | 8.90% | 85756 | 98 | 37 | 37.76% |
| 85645 | 5 | 1 | 20.00% | 85713 | 206 | 37 | 17.96% | 85741 | 90 | 41 | 45.56% | 85757 | 54 | 28 | 51.85% |
| 85648 | 0 | 0 | 0.00% | 85714 | 32 | 12 | 37.50% | 85742 | 128 | 34 | 26.56% | | | | |

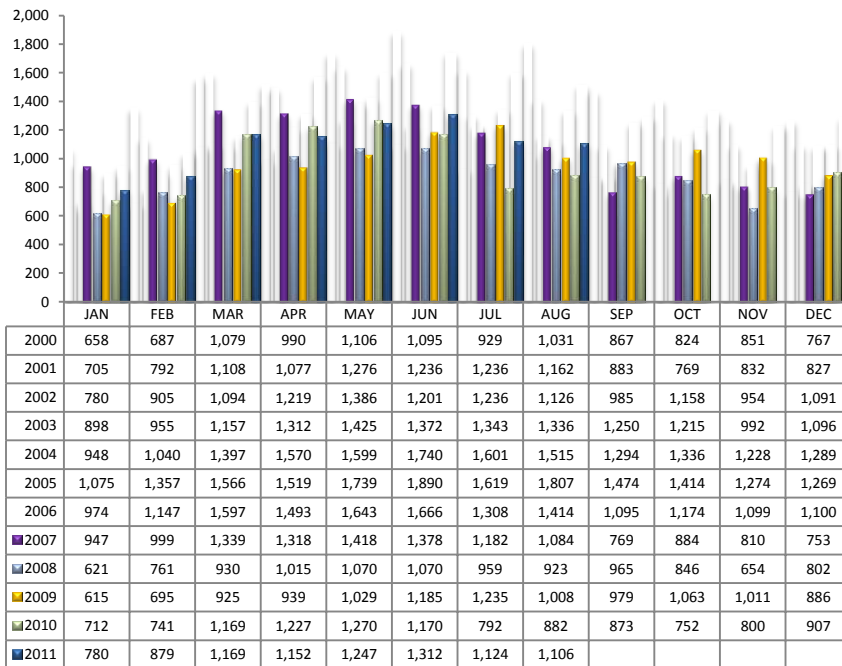
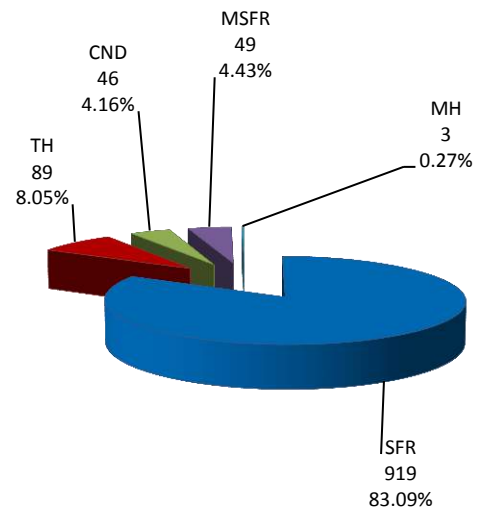
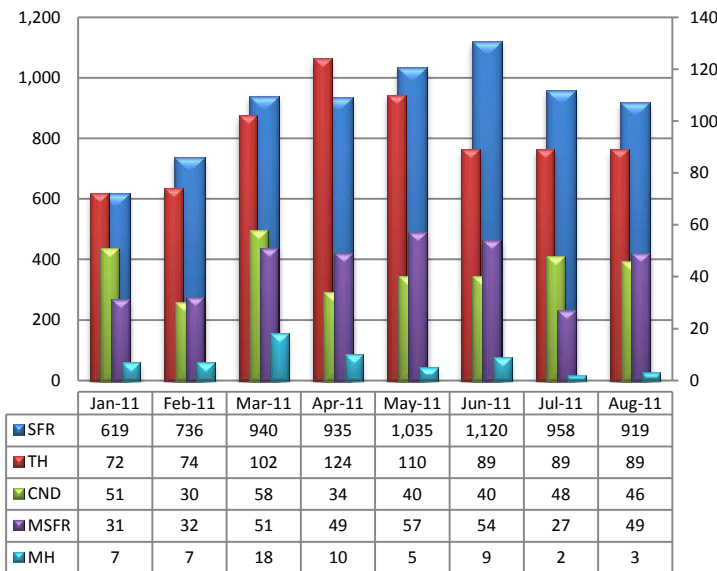
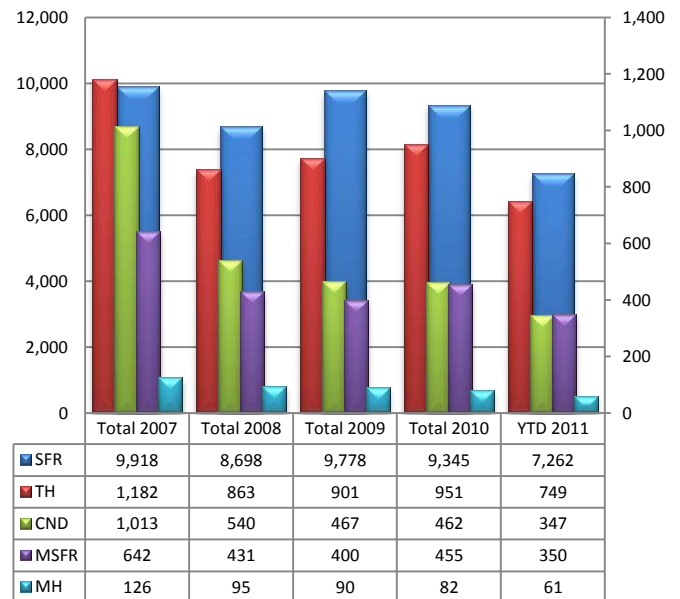
NOTE:

85602-1 active listing, 85621- 2 active listings, 85637- 3 active listings

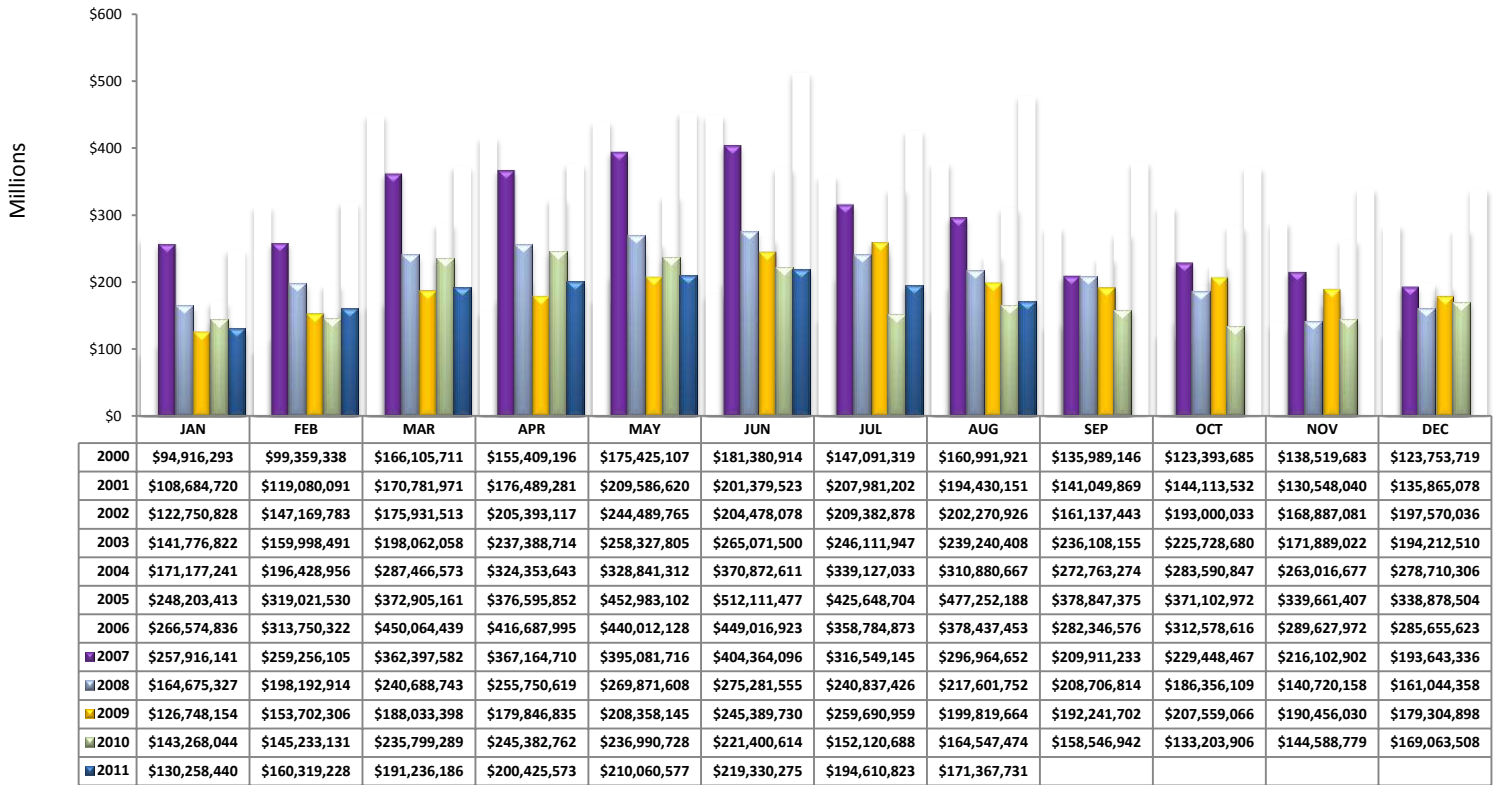
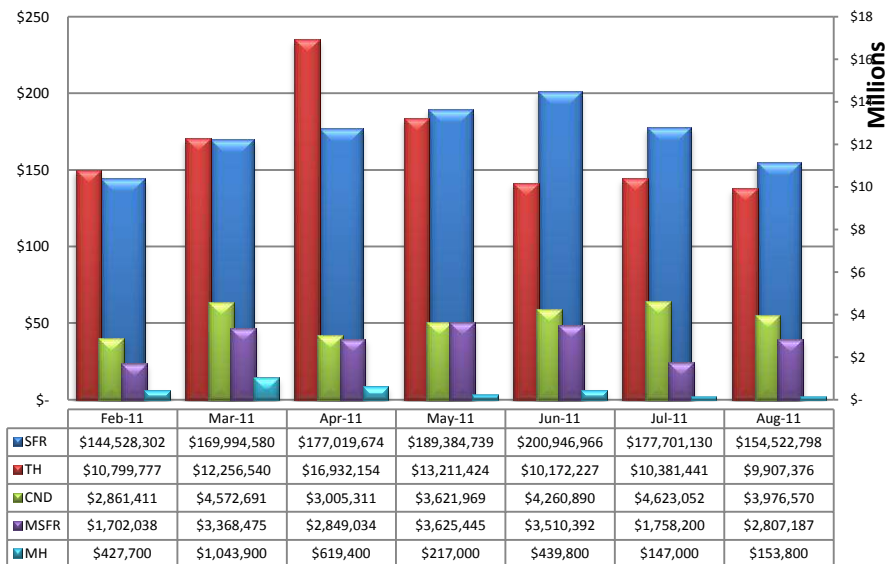
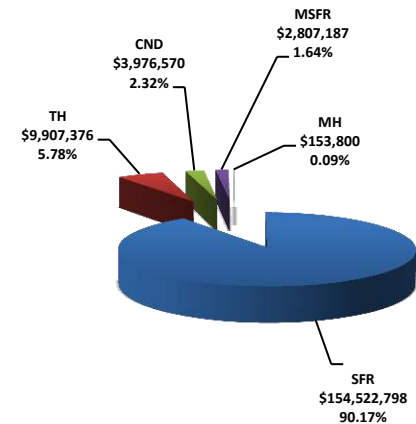
| Residential Listing Statistics | | | | | | | Active Listings | | Days on Market | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---------------------------------------|---------------|------------------|------------|-----------------|-----------------|------------|--|------------|---------------------------------|-----|--|--------------------|--|--------|-----|--|-----|----|--|----|--------------|--|-----|------------|--|----|--------------|--|---|------|--|-----|-------|--|----|
| | Total Active | Total Contingent | Total Capa | Total Pending | Total Inventory | Total Sold | Area | # Per Area | of Units Sold | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Under \$29,999 | 60 | 19 | 6 | 11 | 96 | 33 | N | 517 | 0-30 Days | 429 | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$30,000 to \$39,999 | 98 | 34 | 3 | 23 | 158 | 45 | NE | 318 | 31-60 Days | 225 | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$40,000 to \$49,999 | 120 | 49 | 11 | 21 | 201 | 43 | NW | 1309 | 61 - 90 Days | 144 | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$50,000 to \$59,999 | 174 | 48 | 29 | 20 | 271 | 41 | XNE | 26 | 91-120 Days | 104 | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$60,000 to \$69,999 | 154 | 62 | 24 | 26 | 266 | 51 | XNW | 79 | 121 - 180 Days | 97 | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$70,000 to \$79,999 | 188 | 66 | 30 | 30 | 314 | 50 | C | 654 | Over 180 Days | 107 | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$80,000 to \$89,999 | 228 | 83 | 28 | 29 | 368 | 73 | E | 339 | Avg. Days on Market 73 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$90,000 to \$99,999 | 221 | 90 | 42 | 29 | 382 | 56 | S | 269 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$100,000 to \$119,999 | 349 | 145 | 72 | 57 | 623 | 140 | SE | 431 | Avg. Sold Price \$154,944 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$120,000 to \$139,999 | 399 | 147 | 37 | 37 | 620 | 106 | SW | 304 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$140,000 to \$159,999 | 316 | 113 | 42 | 31 | 502 | 82 | XSW | 258 | Median Sales Price \$122,200 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$160,000 to \$179,999 | 342 | 96 | 29 | 28 | 495 | 73 | XS | 364 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$180,000 to \$199,999 | 285 | 60 | 16 | 15 | 376 | 62 | W | 261 | New Listings 1,206 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$200,000 to \$249,999 | 551 | 77 | 22 | 33 | 683 | 100 | XW | 38 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$250,000 to \$299,999 | 390 | 55 | 9 | 21 | 475 | 46 | Sold Units per Area | | Sales Volume by Area | | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$300,000 to \$399,999 | 452 | 58 | 12 | 23 | 545 | 56 | N | 66 | \$20,427,936 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$400,000 to \$499,999 | 277 | 24 | 3 | 5 | 309 | 25 | NE | 52 | \$14,918,140 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$500,000 to \$749,999 | 280 | 18 | 3 | 4 | 305 | 18 | NW | 267 | \$50,876,893 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$750,000 to \$999,999 | 125 | 5 | 1 | 1 | 132 | 4 | XNW | 12 | \$1,067,915 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$1,000,000 and over | 158 | 4 | 3 | 2 | 167 | 2 | C | 131 | \$16,051,814 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | E | 81 | \$11,273,098 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | S | 110 | \$8,098,474 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | SE | 123 | \$16,294,844 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | SW | 97 | \$8,890,737 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | XSW | 23 | \$2,896,825 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | XS | 79 | \$12,291,804 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | W | 55 | \$7,319,939 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Totals | 5,167 | 1,253 | 422 | 446 | 7,288 | 1,106 | XW | 9 | \$564,312 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | XNE | 1 | \$395,000 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Aug-11 | Aug-10 | % Change | YTD 2011 | YTD 2010 | % Change | Total Volume | | \$171,367,731 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Home Sales Volume | \$171,367,731 | \$164,547,474 | 4.14% | \$1,477,608,833 | \$1,544,742,730 | -4.35% | <table><tr><th colspan="2">Types of Financing</th><th>Totals</th></tr><tr><td>FHA</td><td></td><td>277</td></tr><tr><td>VA</td><td></td><td>75</td></tr><tr><td>Conventional</td><td></td><td>346</td></tr><tr><td>Cash Owner</td><td></td><td>10</td></tr><tr><td>Lease Option</td><td></td><td>1</td></tr><tr><td>Cash</td><td></td><td>364</td></tr><tr><td>Other</td><td></td><td>33</td></tr></table> | | | | | Types of Financing | | Totals | FHA | | 277 | VA | | 75 | Conventional | | 346 | Cash Owner | | 10 | Lease Option | | 1 | Cash | | 364 | Other | | 33 |
| Types of Financing | | Totals | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| FHA | | 277 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| VA | | 75 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Conventional | | 346 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Owner | | 10 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Lease Option | | 1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash | | 364 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Other | | 33 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Home Sales Units | 1,106 | 882 | 25.40% | 8,769 | 7,963 | 10.12% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Average Sales Price (All Residential) | \$154,944 | \$186,562 | -16.95% | \$162,905 | \$195,202 | -16.55% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Median Sales Price | \$122,200 | \$150,750 | -18.94% | \$124,235 | \$153,485 | -19.06% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Average Days on Market: | 73 | 91 | -19.78% | 76 | 78 | -2.56% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Average List Price for Sold: | \$162,537 | \$197,339 | -17.64% | \$171,114 | \$201,365 | -15.02% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SP/LP % | 95.33% | 94.54% | | 95.20% | 96.94% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Under Contract | 2,121 | 1,378 | 53.92% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Active Listings | 5,167 | 7,170 | -27.94% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| New Listings | 1,206 | 1,455 | -17.11% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| Types of Financing | Totals |
|--------------------|--------|
| FHA | 277 |
| VA | 75 |
| Conventional | 346 |
| Cash Owner | 10 |
| Lease Option | 1 |
| Cash | 364 |
| Other | 33 |

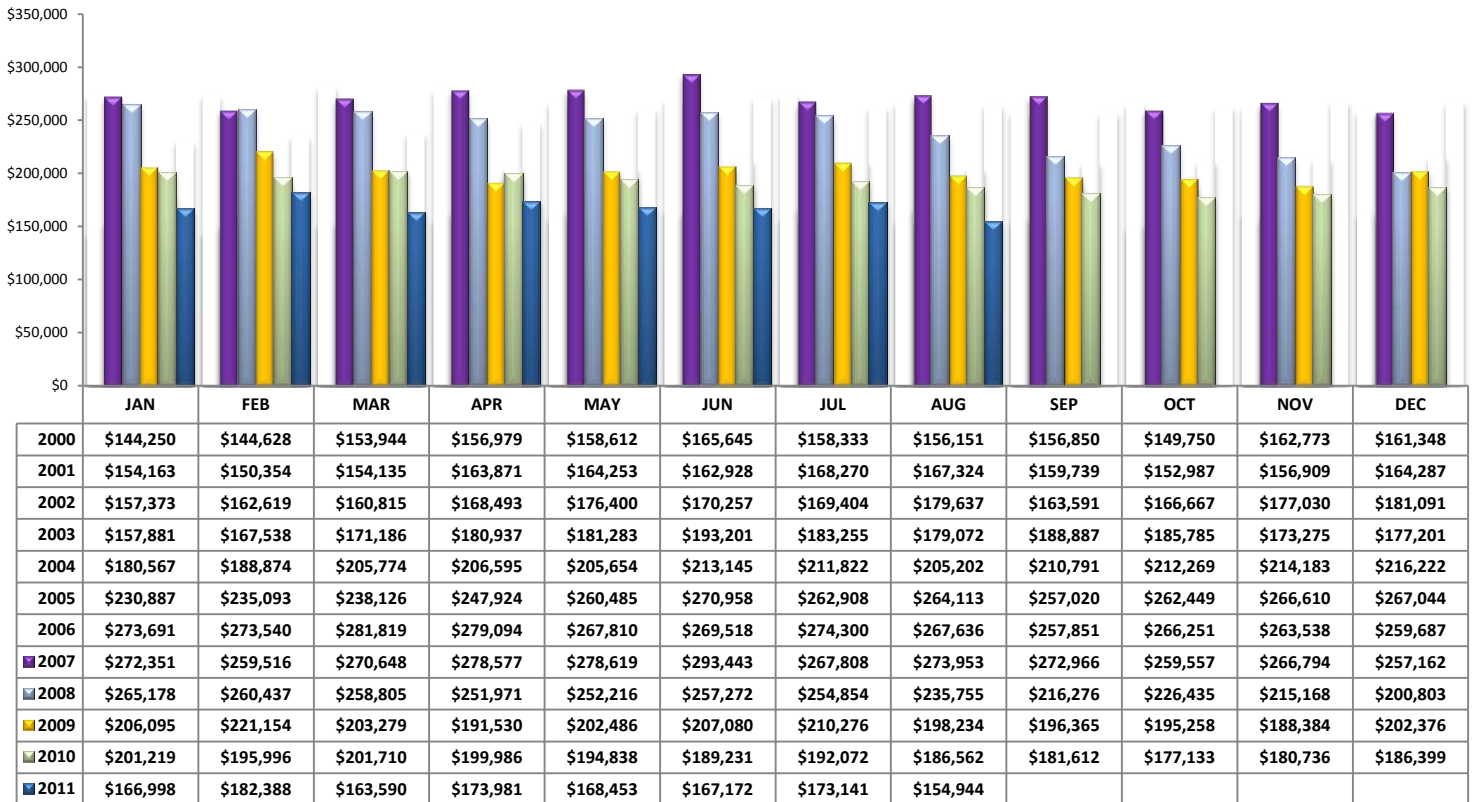
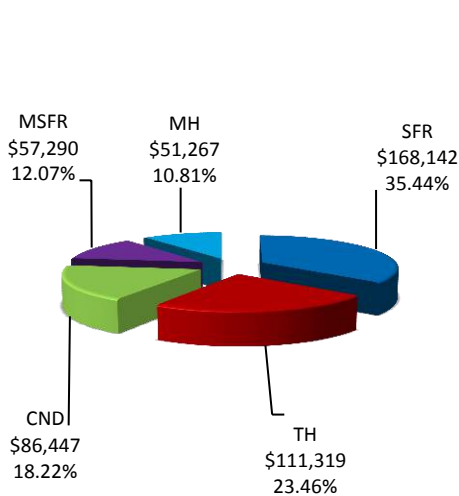
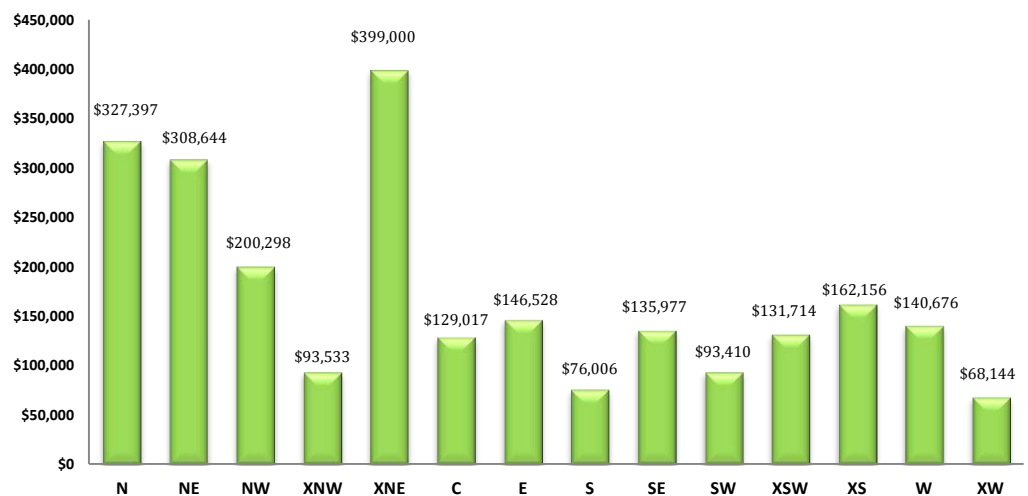
Please note: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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 – August 2011**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

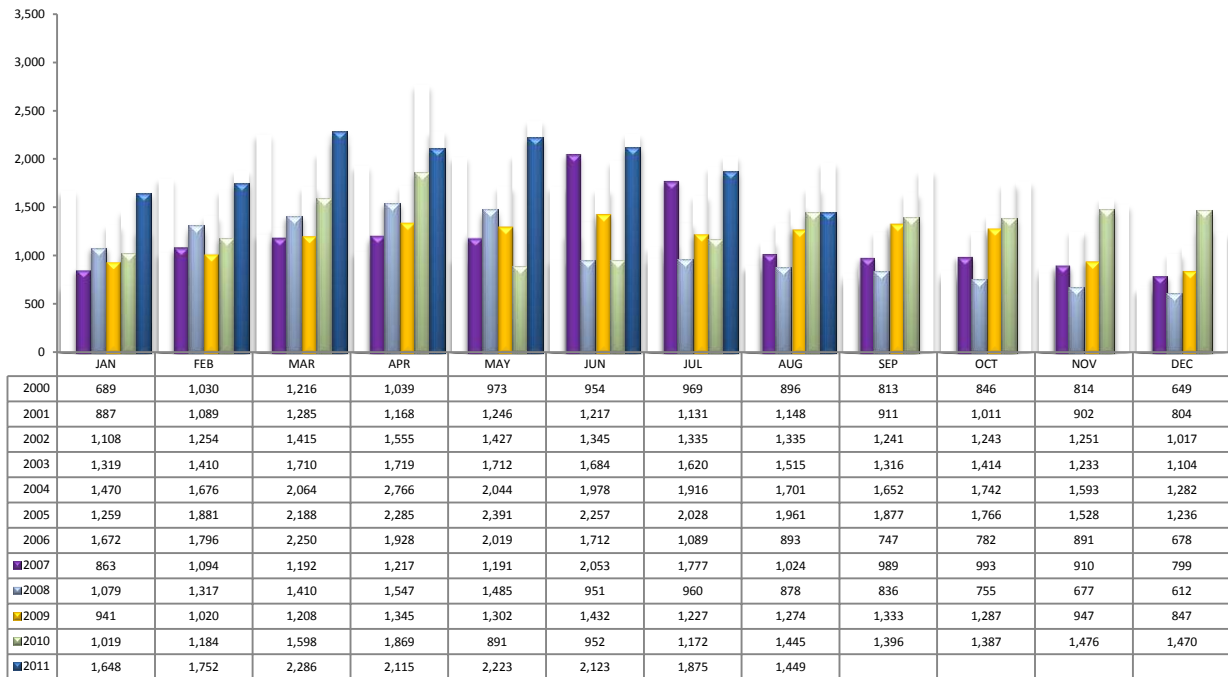
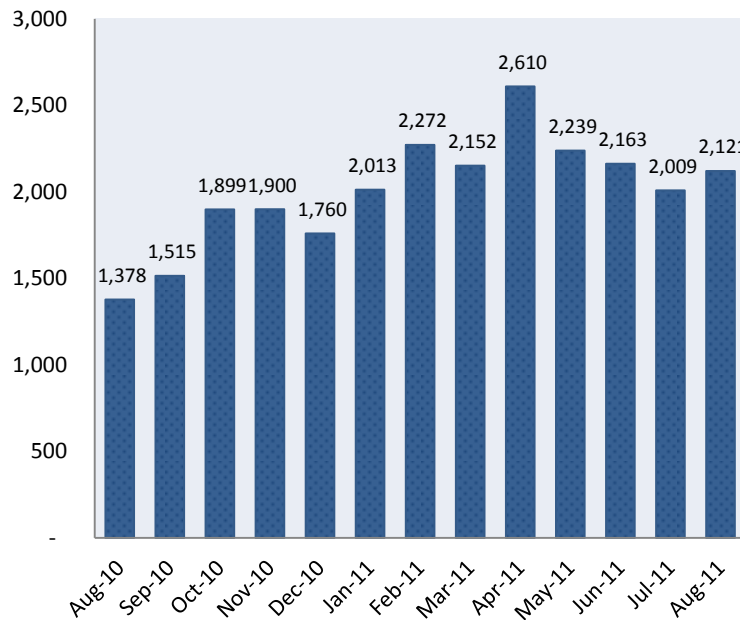
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Total Sales Volume - August 2011**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

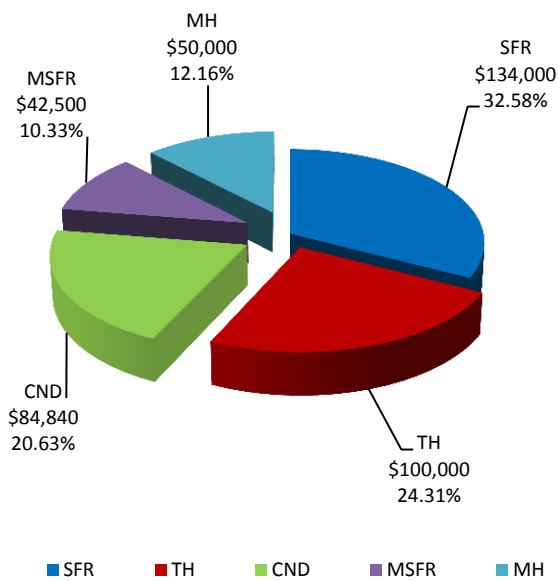
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Average Sales Price – August 2011**Average Sales Price by Type – August 2011****Average "Listing" Price per Area – August 2011**

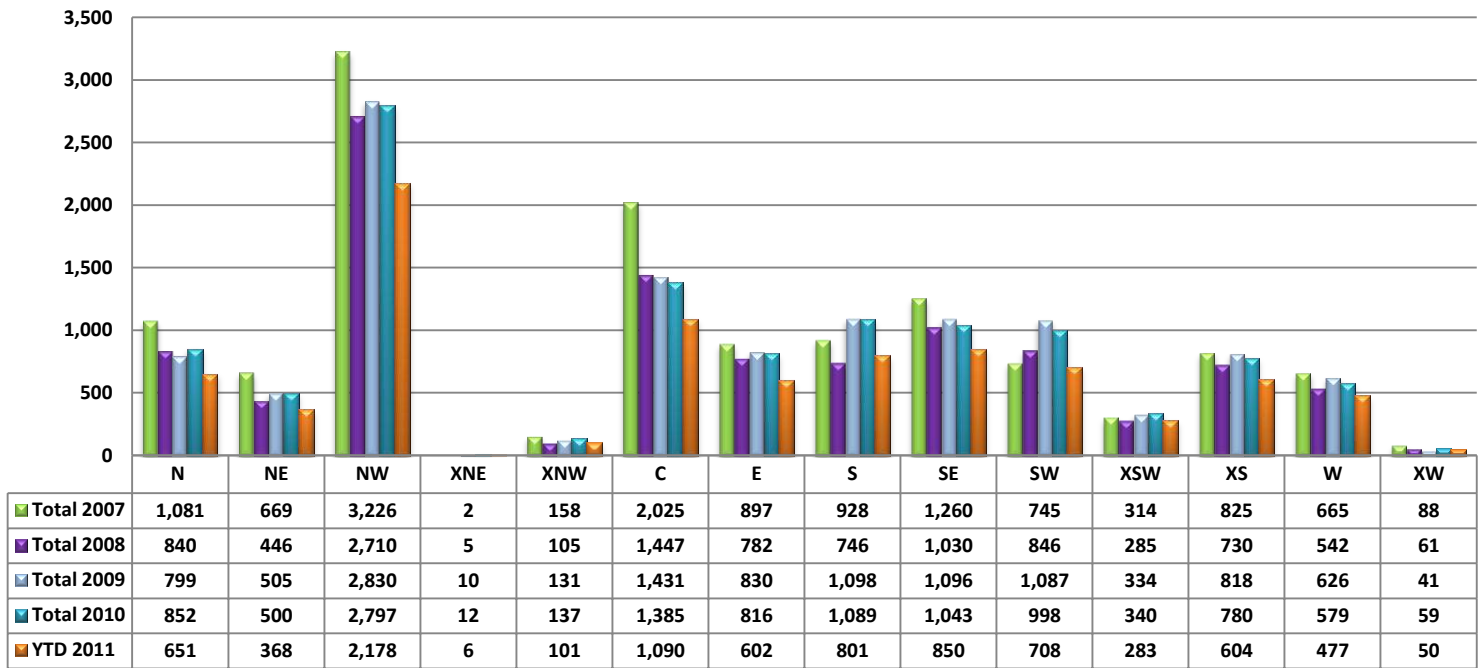
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Newly Under Contract During The Month**Total Listings Still Under Contract At The End of The Month**

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

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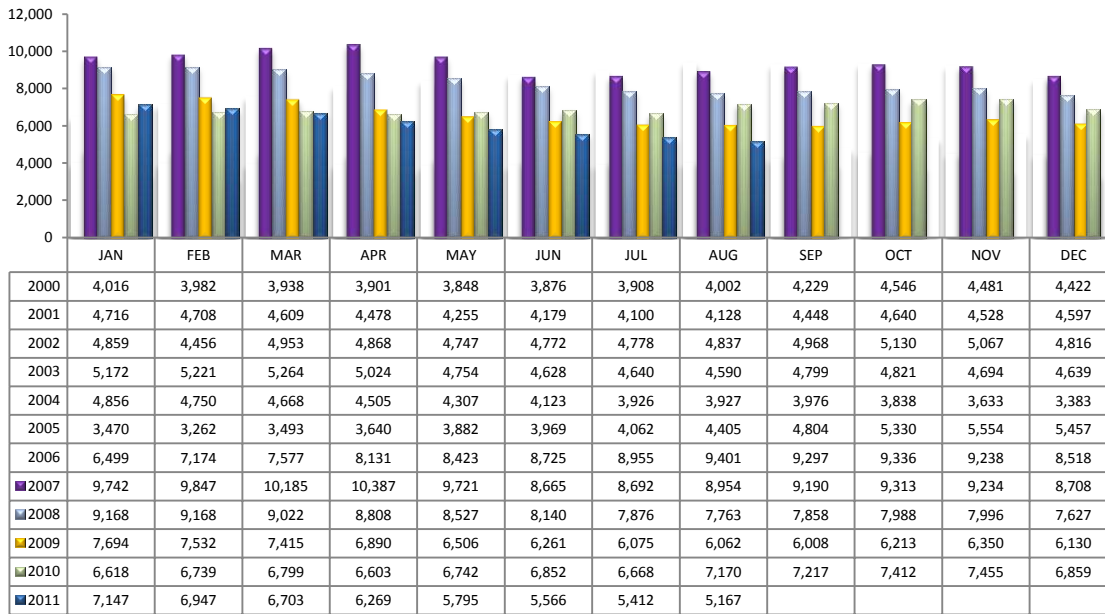
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

| | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|-----------------|---------------|---------------|----------------|-----------------|
| N | \$161,187 | \$308,535 | \$466,956 | \$427,750 | \$309,514 |
| NE | \$96,664 | \$209,261 | \$425,500 | \$636,300 | \$286,887 |
| NW | \$152,451 | \$173,340 | \$220,640 | \$276,627 | \$190,550 |
| XNW | \$27,950 | \$84,791 | \$139,492 | \$0 | \$88,993 |
| C | \$92,167 | \$124,631 | \$173,372 | \$270,875 | \$122,533 |
| E | \$76,464 | \$123,472 | \$177,991 | \$680,000 | \$139,174 |
| S | \$40,896 | \$69,135 | \$112,755 | \$65,950 | \$73,622 |
| SE | \$107,888 | \$110,542 | \$161,605 | \$250,659 | \$132,478 |
| SW | \$68,263 | \$83,142 | \$102,947 | \$163,767 | \$91,957 |
| XSW | \$134,569 | \$126,055 | \$117,050 | \$65,000 | \$125,949 |
| XS | \$80,917 | \$126,415 | \$176,482 | \$229,625 | \$155,592 |
| W | \$68,054 | \$135,206 | \$173,640 | \$450,000 | \$133,090 |
| XW | \$0 | \$60,819 | \$66,467 | \$0 | \$62,701 |
| XNE | \$0 | \$395,000 | \$0 | \$0 | \$395,000 |

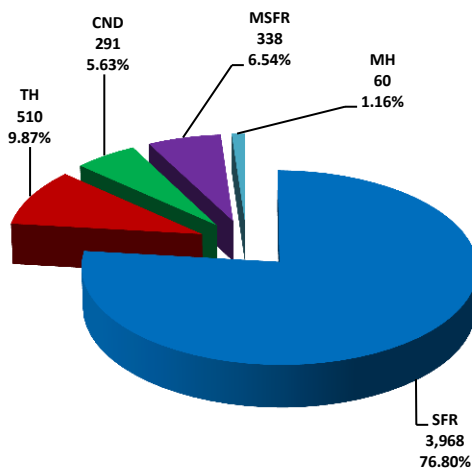
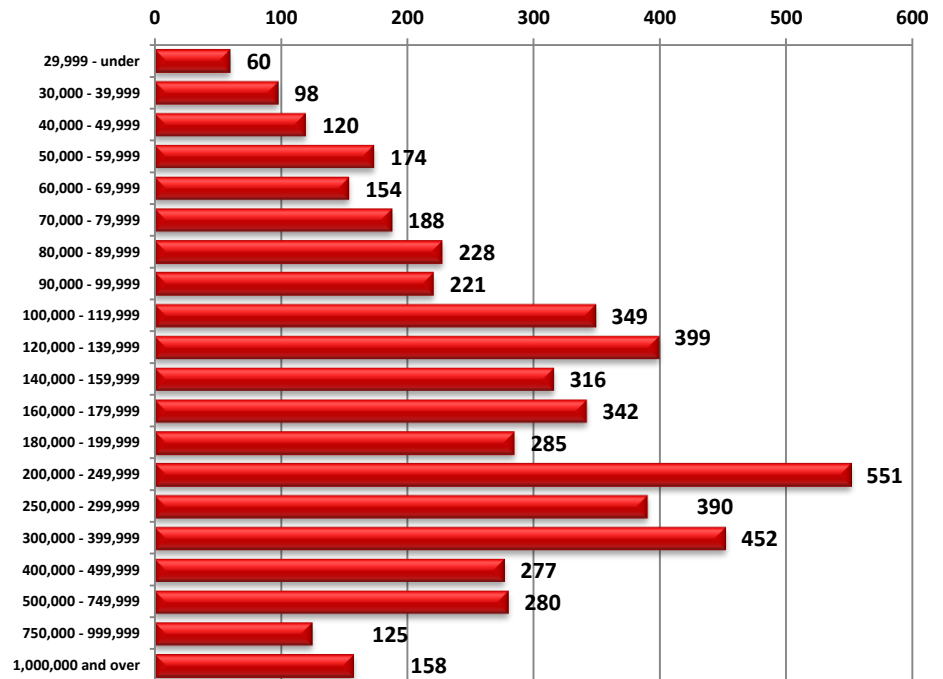
Units Sold per Area by # of Bedrooms

| | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|-----------------|---------------|---------------|----------------|-----------------|
| N | 20 | 26 | 16 | 4 | 66 |
| NE | 10 | 23 | 14 | 5 | 52 |
| NW | 47 | 120 | 85 | 15 | 267 |
| XNW | 2 | 7 | 3 | 0 | 12 |
| C | 43 | 73 | 11 | 4 | 131 |
| E | 11 | 47 | 22 | 1 | 81 |
| S | 24 | 57 | 27 | 2 | 110 |
| SE | 12 | 68 | 37 | 6 | 123 |
| SW | 6 | 54 | 34 | 3 | 97 |
| XSW | 9 | 11 | 2 | 1 | 23 |
| XS | 6 | 30 | 35 | 8 | 79 |
| W | 11 | 35 | 8 | 1 | 55 |
| XW | 0 | 6 | 3 | 0 | 9 |
| XNE | 0 | 1 | 0 | 0 | 1 |

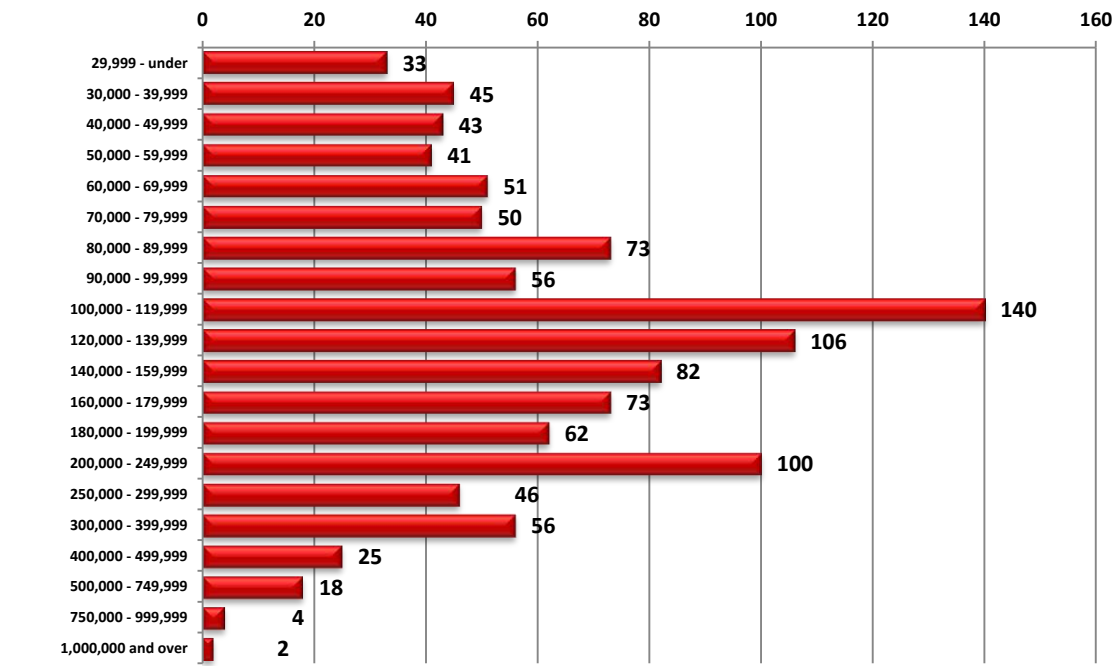
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

Active Listings

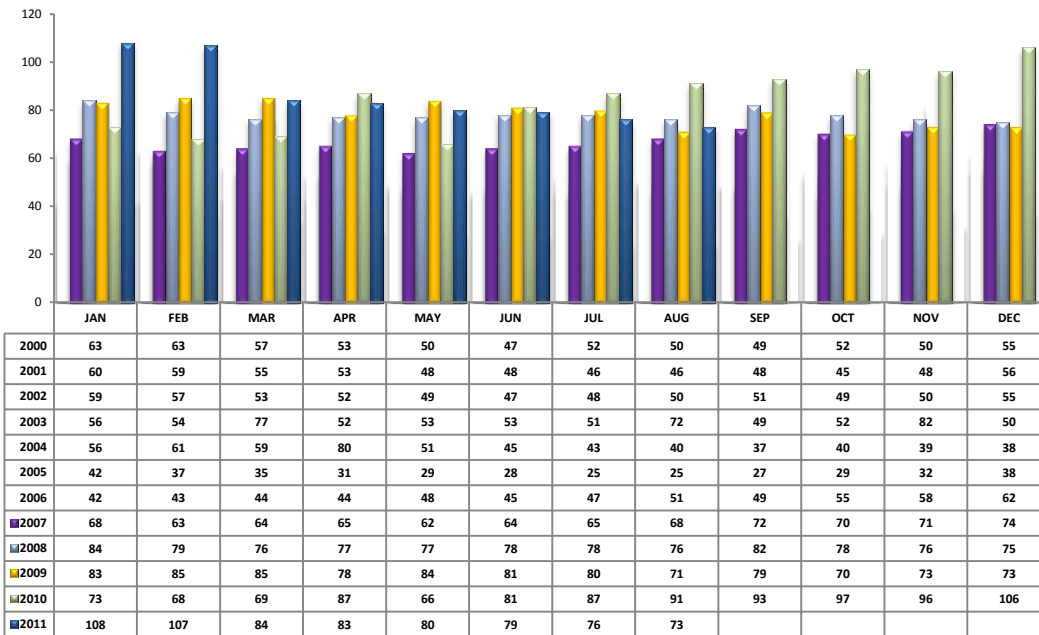
| Area | # of Listings |
|------|---------------|
| N | 517 |
| NE | 318 |
| NW | 1309 |
| XNE | 26 |
| XNW | 79 |
| C | 654 |
| E | 339 |
| S | 269 |
| SE | 431 |
| SW | 304 |
| XSW | 258 |
| XS | 364 |
| W | 261 |
| XW | 38 |

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

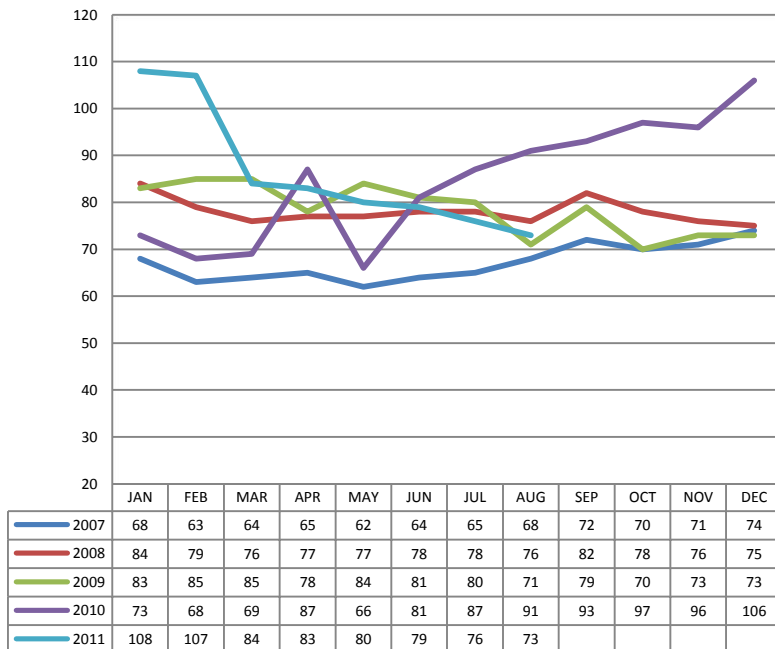
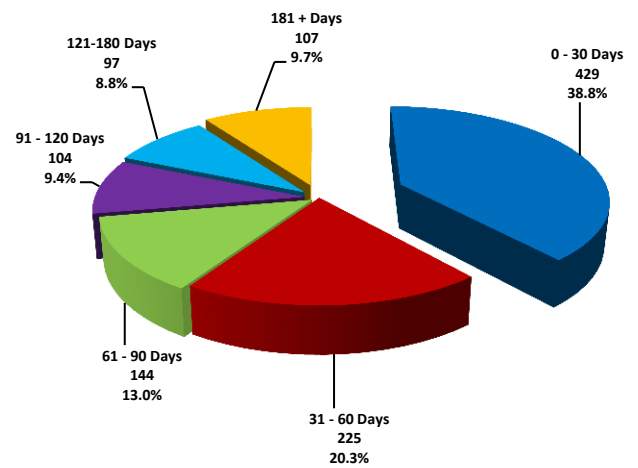
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Sold Price Breakdown

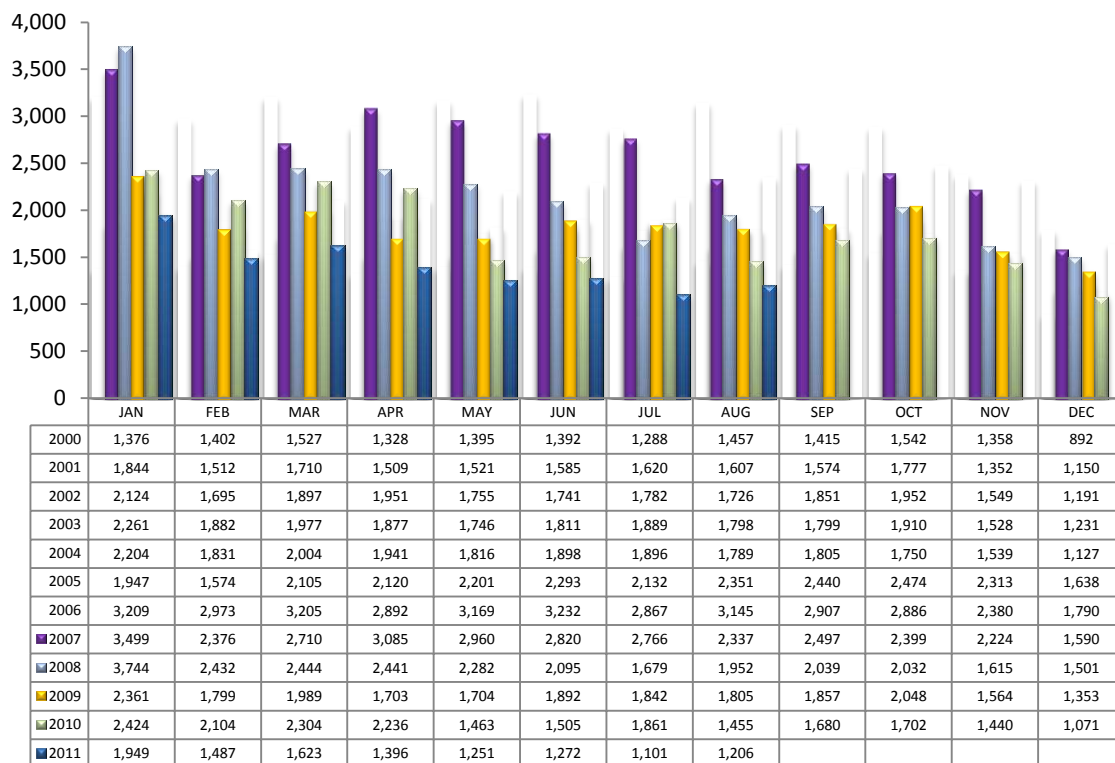
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Average Days on Market/Listing - August 2011

| Area | Avg. DOM |
|------|----------|
| N | 95 |
| NE | 89 |
| NW | 73 |
| XNE | 186 |
| XNW | 52 |
| C | 72 |
| E | 73 |
| S | 55 |
| SE | 70 |
| SW | 78 |
| XSW | 85 |
| XS | 78 |
| W | 69 |
| XW | 62 |

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

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New Listings – August 2011

| Area | # of Listings |
|------|---------------|
| N | 104 |
| NE | 57 |
| NW | 307 |
| XNE | 3 |
| XNW | 23 |
| C | 149 |
| E | 81 |
| S | 80 |
| SE | 116 |
| SW | 78 |
| XSW | 54 |
| XS | 81 |
| W | 64 |
| XW | 9 |

*Includes properties that were re-listed

Misc. MLS Information – August 2011

| Month | Expired | Cancelled | Temp Off Mkt. |
|-------------|---------|-----------|---------------|
| 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 |
| May 2011 | 366 | 499 | 272 |
| June 2011 | 345 | 427 | 90 |
| July 2011 | 304 | 371 | 70 |
| August 2011 | 309 | 435 | 75 |

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