

**For Immediate  
Release:**  
**July 8, 2011**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics June 2011**

Below are some highlights from the June Statistics:

- Total Sales Volume still increasing, with a 4.41% increase from May to June, and only a .94% decrease from June 2010.
- The Average Sales Price had a slight decrease from May of .76%.
- The Average List Price for June was \$174,262, a slight decrease from May's number of \$176,543.
- Total Unit Sales increased significantly from May to June by 5.21% and 12.14% over June 2010.
- Median Sales Price dipped slightly from May to \$126,000 for the month of June.
- There were 1,272 new listings in June, a 1.68% increase from May.



#### **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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## June 2011 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
June	\$219,330,275	\$221,400,614	-0.94%
May	\$210,060,577	\$236,593,126	-11.21%
Month % Change	4.41%	-6.42%	

### Average Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
June	\$167,172	\$189,231	-11.66%
May	\$168,453	\$194,838	-13.54%
Month % Change	-0.76%	-2.88%	

### Average List Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
June	\$174,262	\$198,791	-12.34%
May	\$176,543	\$194,826	-9.38%
Month % Change	-1.29%	2.04%	

### Total Under Contract

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
June	2,163	1,145	88.91%
May	2,239	963	132.50%
Month % Change	-3.39%	18.90%	

### Total Unit Sales

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
June	1,312	1,170	12.14%
May	1,247	1,270	-1.81%
Month % Change	5.21%	-7.87%	

### Median Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
June	\$126,000	\$149,450	-15.69%
May	\$127,000	\$151,000	-15.89%
Month % Change	-0.79%	-1.03%	

### New Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
June	1,272	1,505	-15.48%
May	1,251	1,463	-14.49%
Month % Change	1.68%	2.87%	

### Active Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
June	5,566	6,852	-18.77%
May	5,795	6,742	-14.05%
Month % Change	-3.95%	1.63%	

## June 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	5	0	0.00%	85653	112	31	27.68%	85715	104	29	27.88%	85743	198	59	29.80%
85611	2	1	50.00%	85658	174	18	10.34%	85716	149	32	21.48%	85745	193	44	22.80%
85614	224	29	12.95%	85701	25	5	20.00%	85718	298	43	14.43%	85746	132	58	43.94%
85619	25	2	8.00%	85704	168	39	23.21%	85719	110	28	25.45%	85747	144	31	21.53%
85622	70	7	10.00%	85705	115	39	33.91%	85730	179	54	30.17%	85748	134	30	22.39%
85623	3	0	0.00%	85706	142	65	45.77%	85735	59	11	18.64%	85749	156	14	8.97%
85629	164	52	31.71%	85710	233	46	19.74%	85736	39	5	12.82%	85750	271	41	15.13%
85641	253	50	19.76%	85711	175	47	26.86%	85737	222	49	22.07%	85755	216	30	13.89%
85645	3	1	33.33%	85712	131	41	31.30%	85739	246	36	14.63%	85756	102	56	54.90%
85646	0	0	#DIV/0!	85713	212	45	21.23%	85741	109	56	51.38%	85757	66	33	50.00%
85648	0	0	#DIV/0!	85714	39	8	20.51%	85742	152	47	30.92%				

#### NOTE:

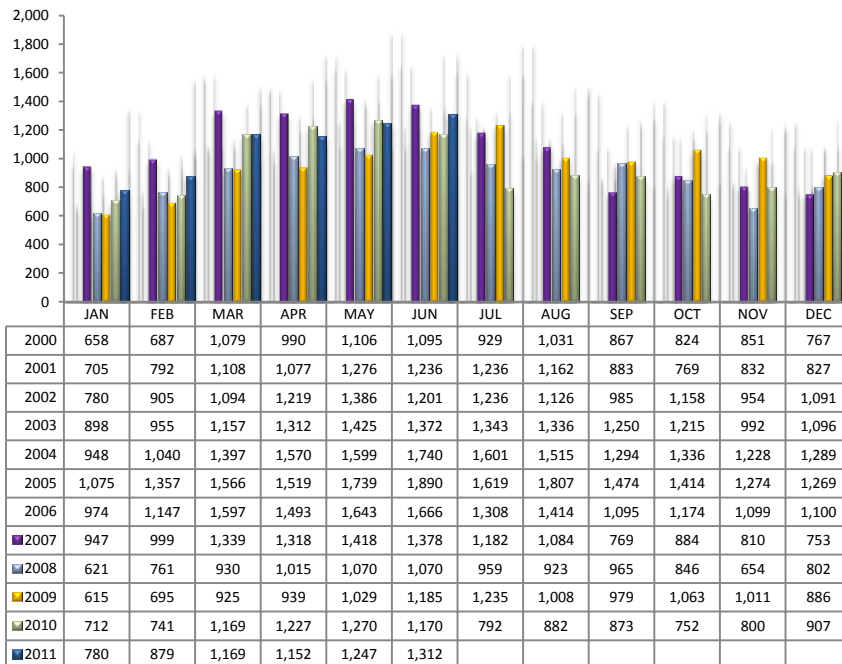
85321- 1 active listing, 85602-1 active listing, 85603- 1 active listing, 85618- 2 active listings, 85621- 2 active listings, 85635- 1 active listing, 85637- 4 active listings

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	49	16	5	12	82	32	N	560	0-30 Days	495																									
\$30,000 to \$39,999	99	20	6	19	144	44	NE	313	31-60 Days	239																									
\$40,000 to \$49,999	146	34	12	23	215	39	NW	1422	61 - 90 Days	179																									
\$50,000 to \$59,999	161	49	14	21	245	51	XNE	28	91-120 Days	129																									
\$60,000 to \$69,999	184	45	21	26	276	69	XNW	90	121 - 180 Days	118																									
\$70,000 to \$79,999	206	67	24	20	317	75	C	695	Over 180 Days	152																									
\$80,000 to \$89,999	228	78	38	37	381	79	E	379	Avg. Days on Market 79																										
\$90,000 to \$99,999	248	89	36	24	397	59	S	313																											
\$100,000 to \$119,999	418	155	69	65	707	152	SE	470	Avg. Sold Price \$167,172																										
\$120,000 to \$139,999	430	168	40	47	685	152	SW	329																											
\$140,000 to \$159,999	346	116	31	34	527	110	XSW	271	Median Price \$126,000																										
\$160,000 to \$179,999	368	72	26	30	496	68	XS	363																											
\$180,000 to \$199,999	356	56	24	24	460	60	W	285	New Listings 1,272																										
\$200,000 to \$249,999	541	103	35	33	712	116	XW	48																											
\$250,000 to \$299,999	377	66	10	15	468	58	Sold Units per Area		Sales Volume by Area																										
\$300,000 to \$399,999	497	62	14	19	592	71	N	89	\$37,422,920																										
\$400,000 to \$499,999	309	28	8	7	352	26	NE	51	\$13,505,817																										
\$500,000 to \$749,999	304	26	5	9	344	31	NW	330	\$64,443,927																										
\$750,000 to \$999,999	129	8	1	6	144	14	XNW	16	\$1,816,243																										
\$1,000,000 and over	170	7	5	3	185	6	C	180	\$27,018,972																										
							E	80	\$11,162,120																										
							S	139	\$11,327,248																										
							SE	113	\$14,665,369																										
							SW	109	\$9,489,885																										
							XSW	36	\$4,187,495																										
							XS	86	\$13,286,989																										
							W	75	\$9,968,440																										
Totals	5,566	1,265	424	474	7,729	1,312	XW	6	\$469,850																										
							XNE	2	\$565,000																										
	June-11	June-10	% Change	YTD 2011	YTD 2010	% Change	Total Volume		\$219,330,275																										
Home Sales Volume	\$219,330,275	\$221,400,614	-0.94%	\$1,111,630,279	\$1,228,074,568	-9.48%	<table><tr><th colspan="2">Types of Financing</th><th>Totals</th></tr><tr><td>FHA</td><td></td><td>316</td></tr><tr><td>VA</td><td></td><td>101</td></tr><tr><td>Conventional</td><td></td><td>434</td></tr><tr><td>Cash Owner</td><td></td><td>12</td></tr><tr><td>Lease Option</td><td></td><td>0</td></tr><tr><td>Cash</td><td></td><td>402</td></tr><tr><td>Other</td><td></td><td>47</td></tr></table>					Types of Financing		Totals	FHA		316	VA		101	Conventional		434	Cash Owner		12	Lease Option		0	Cash		402	Other		47
Types of Financing		Totals																																	
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Other		47																																	
Home Sales Units	1,312	1,170	12.14%	6,539	6,289	3.98%																													
Average Sales Price (All Residential)	\$167,172	\$189,231	-11.66%	\$168,590	\$197,163	-14.49%																													
Median Sales Price	\$126,000	\$149,450	-15.69%	\$127,540	\$154,522	-17.46%																													
Average Days on Market:	79	81	-2.47%	82	74	10.81%																													
Average List Price for Solds:	\$174,262	\$198,791	-12.34%	\$177,777	\$208,696	-14.82%																													
SP/LP %	95.93%	95.19%		94.83%	94.47%																														
Total Under Contract	2,163	1,145	88.91%																																
Active Listings	5,566	6,852	-18.77%																																
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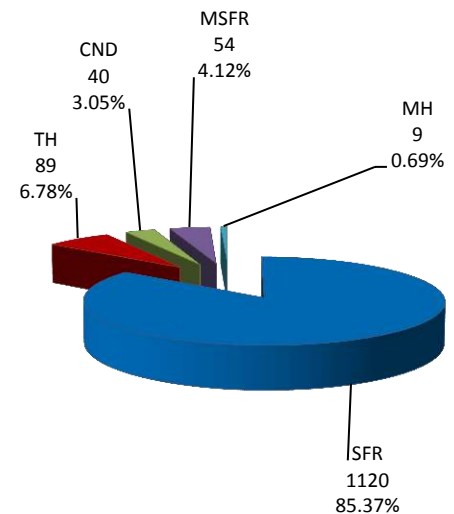
Types of Financing	Totals
FHA	316
VA	101
Conventional	434
Cash Owner	12
Lease Option	0
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Other	47

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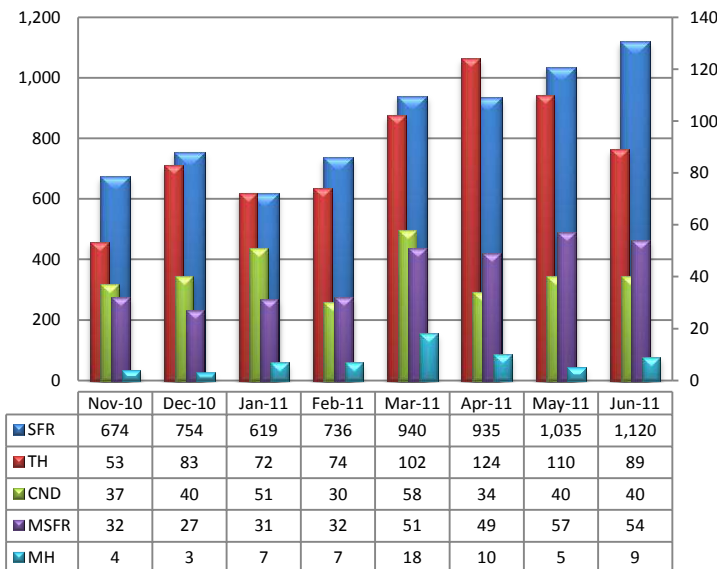
### Total Unit Sales – June 2011



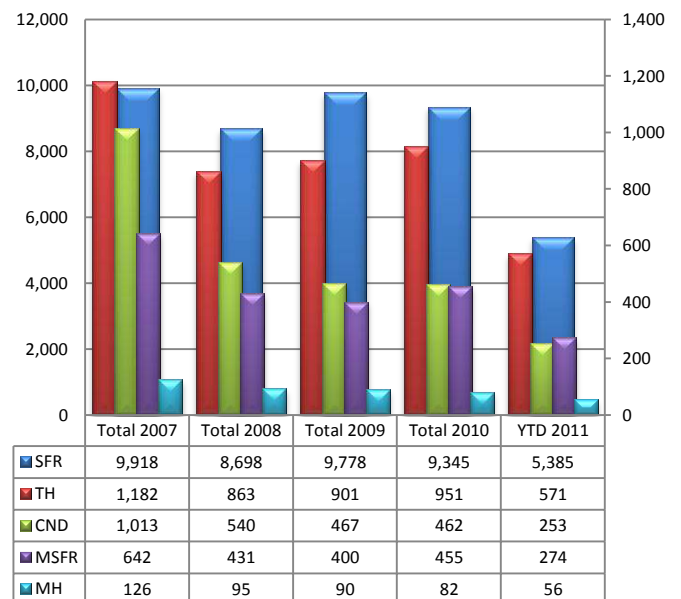
### Unit Sales – Breakdown by Type



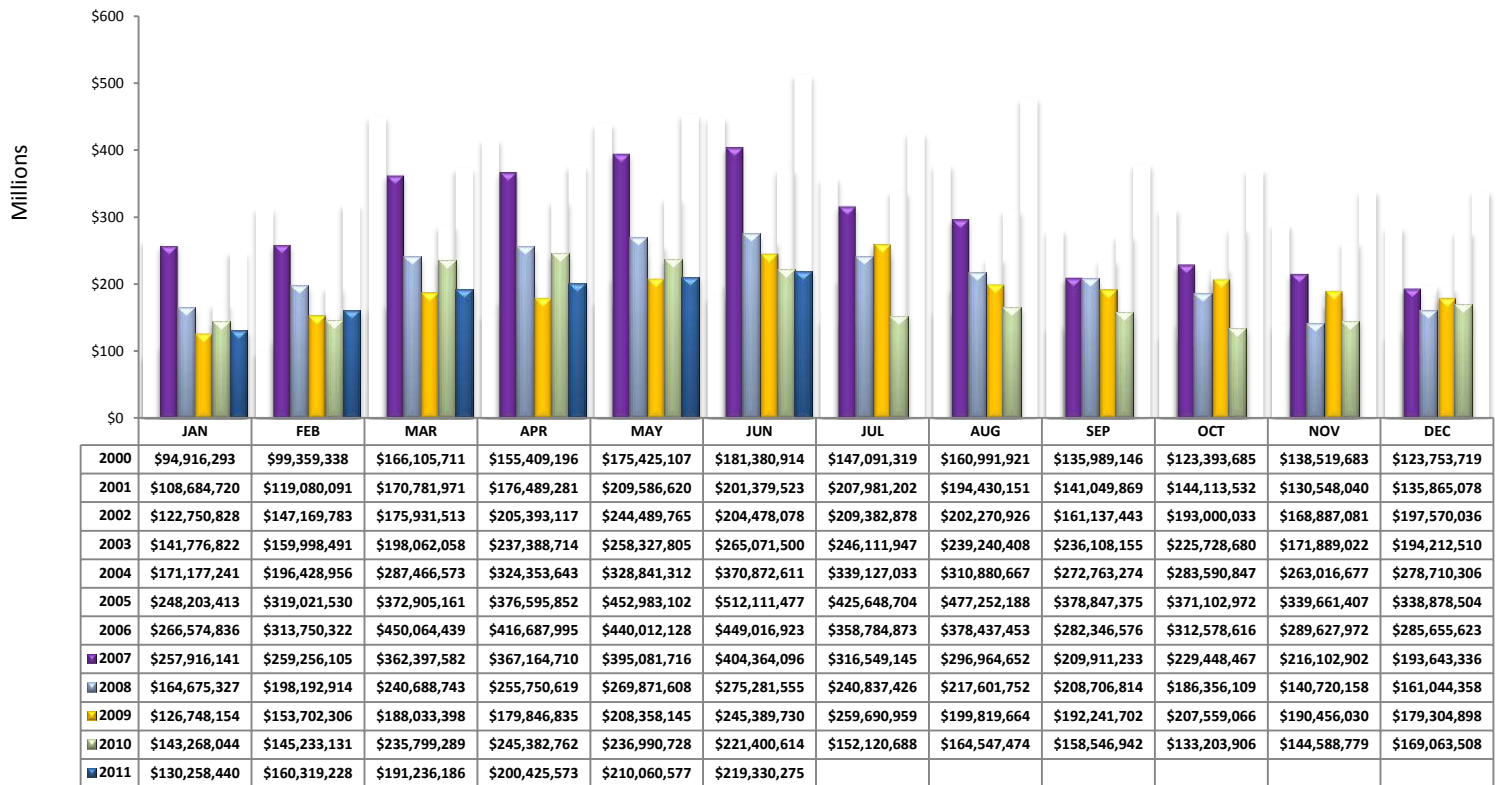
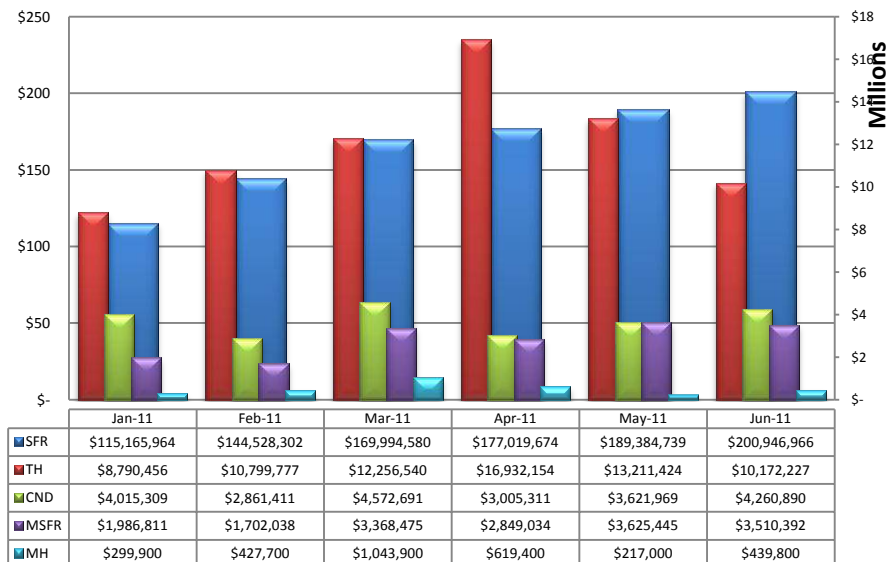
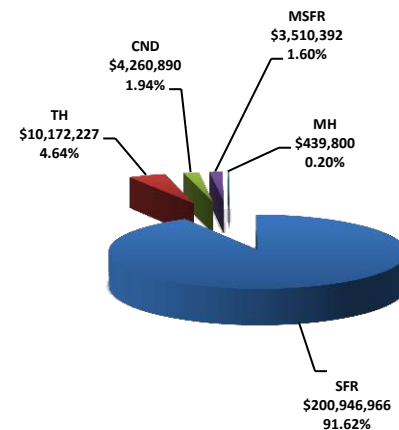
### Total Unit Sales By Type - Monthly Comparison



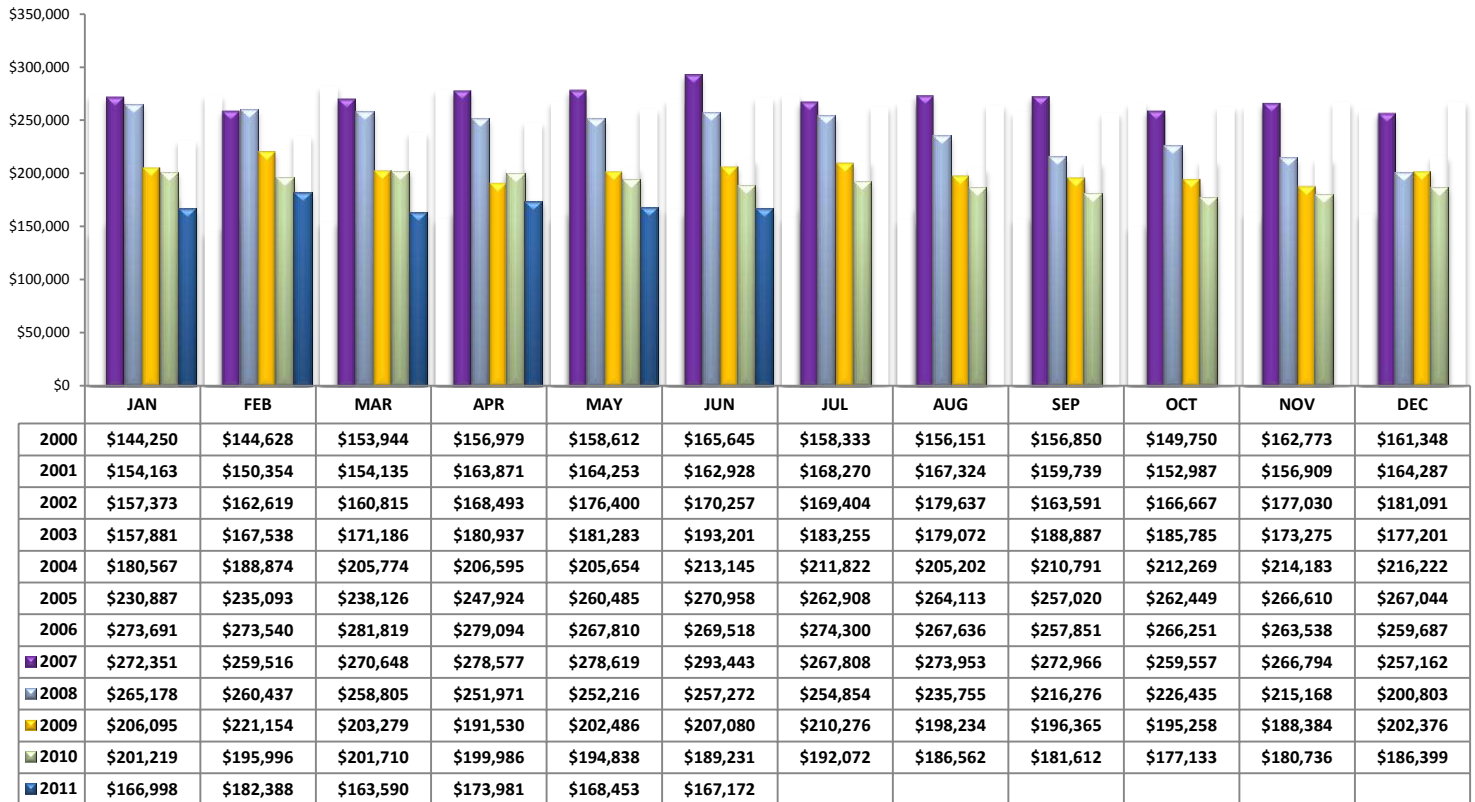
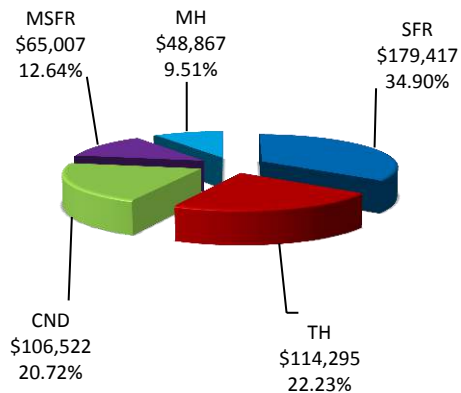
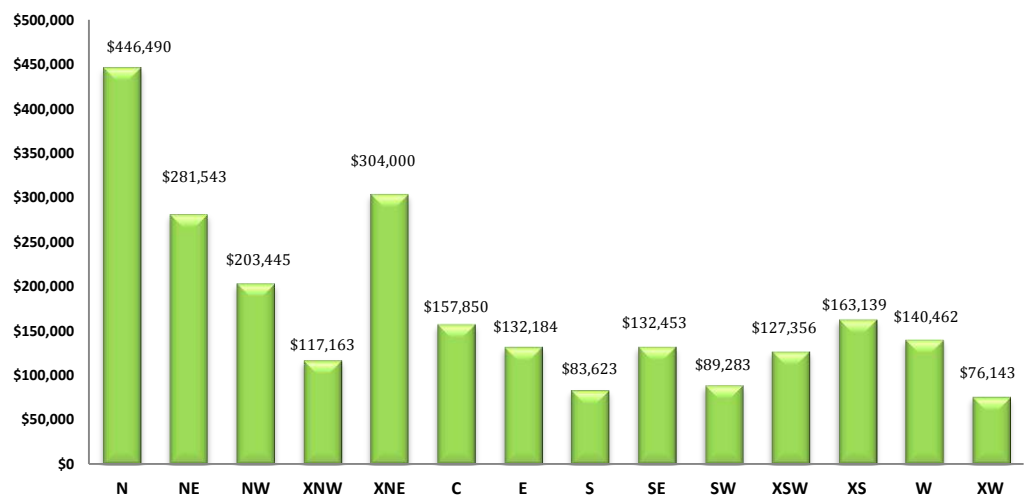
### YTD Annual Comparison – Breakdown by Type



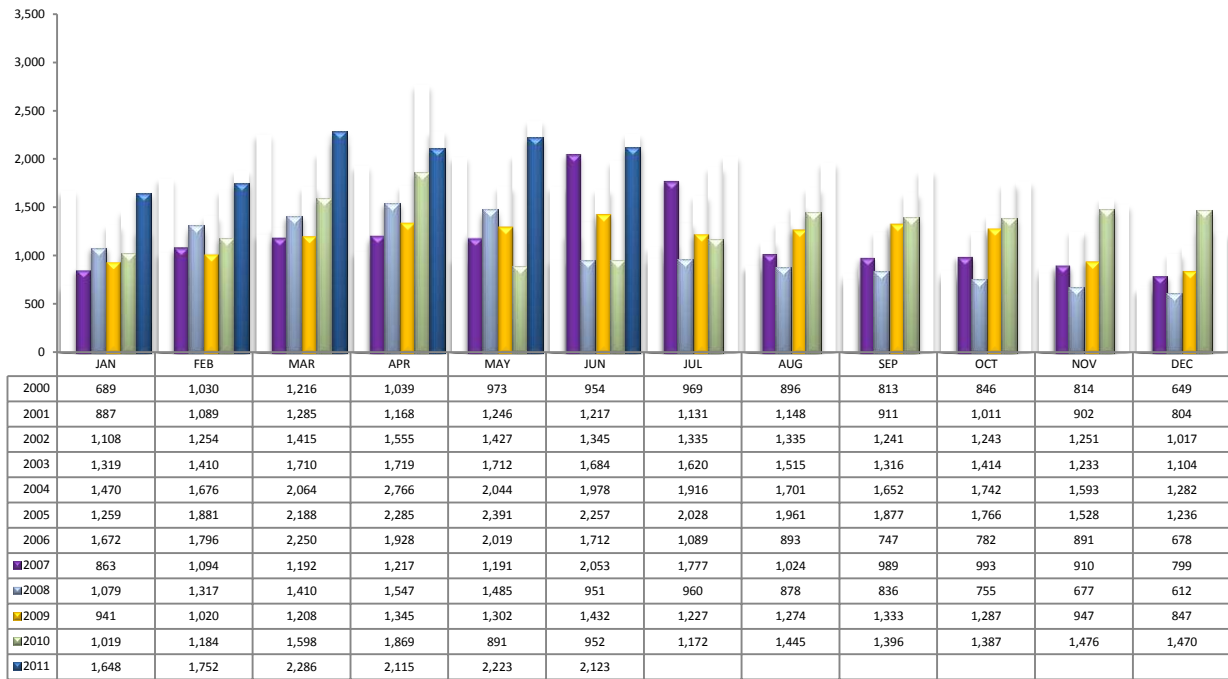
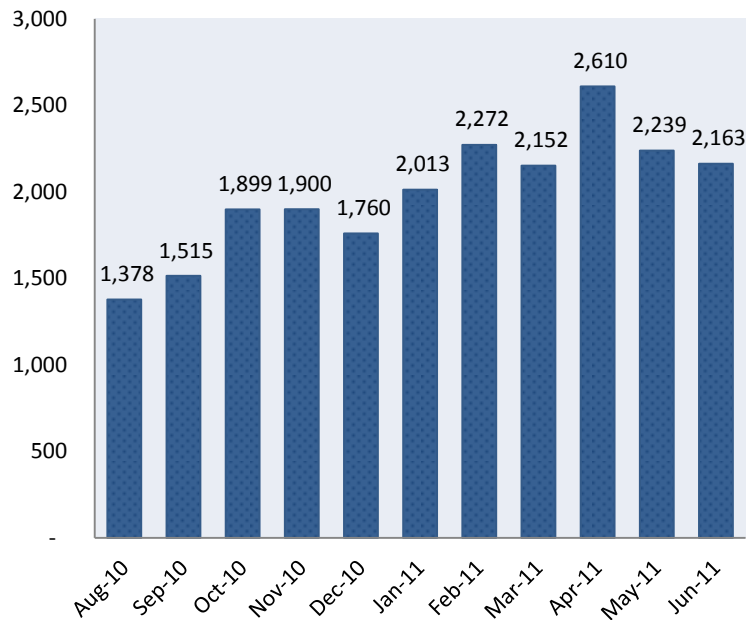
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**Total Sales Volume - June 2011****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

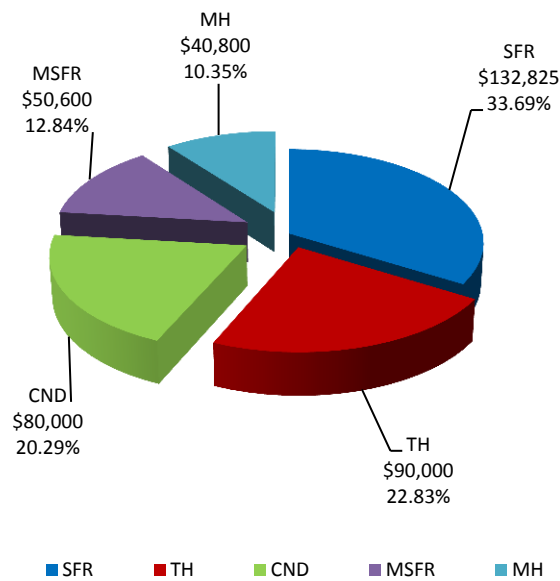
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**Average Sales Price – June 2011****Average Sales Price by Type – June 2011****Average "Listing" Price per Area – June 2011**

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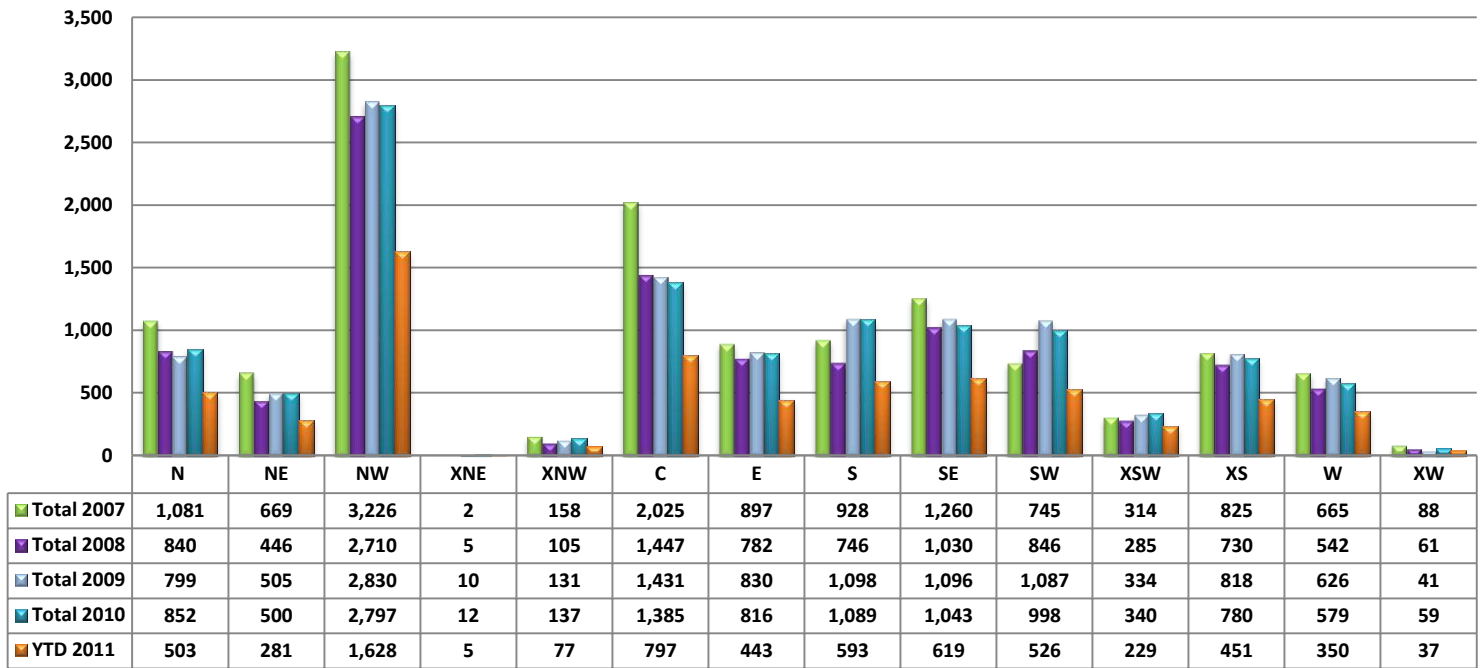
**Newly Under Contract During The Month****Total Listings Still Under Contract At The End of The Month**

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

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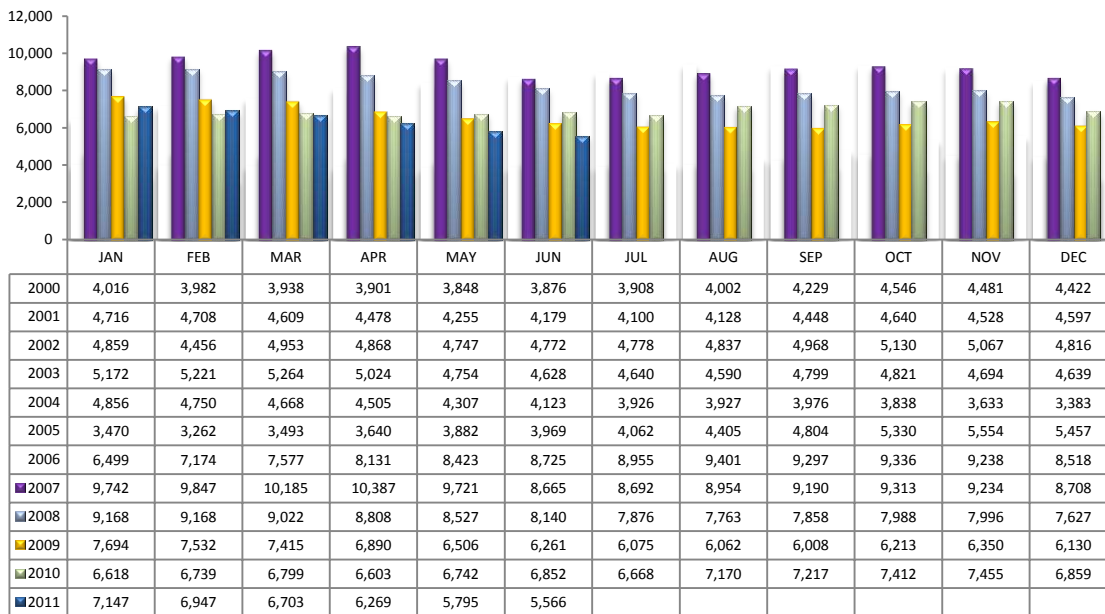
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$190,231	\$335,468	\$513,001	\$891,000	\$420,482
NE	\$111,733	\$242,669	\$390,186	\$320,833	\$264,820
NW	\$179,566	\$174,840	\$217,129	\$354,763	\$195,285
XNW	\$138,900	\$73,345	\$157,223	\$315,000	\$113,515
C	\$96,554	\$152,406	\$262,690	\$222,000	\$150,105
E	\$74,118	\$142,177	\$156,014	\$201,500	\$139,527
S	\$45,929	\$76,569	\$105,662	\$158,500	\$81,491
SE	\$93,632	\$110,996	\$165,061	\$235,225	\$129,782
SW	\$59,455	\$85,079	\$95,819	\$126,375	\$87,063
XSW	\$129,427	\$100,200	\$91,242	\$0	\$116,319
XS	\$166,617	\$141,066	\$161,043	\$207,800	\$154,500
W	\$63,902	\$131,098	\$201,664	\$309,950	\$132,913
XW	\$0	\$71,570	\$112,000	\$0	\$78,308
XNE	\$282,500	\$0	\$0	\$0	\$282,500

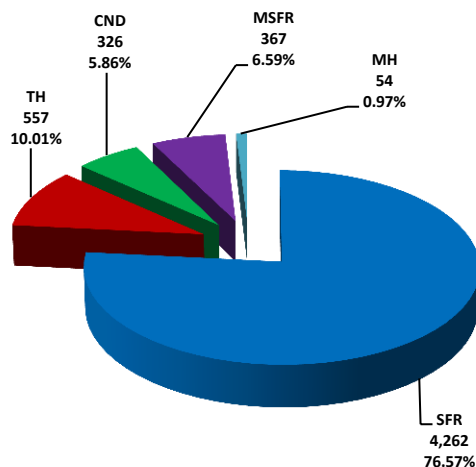
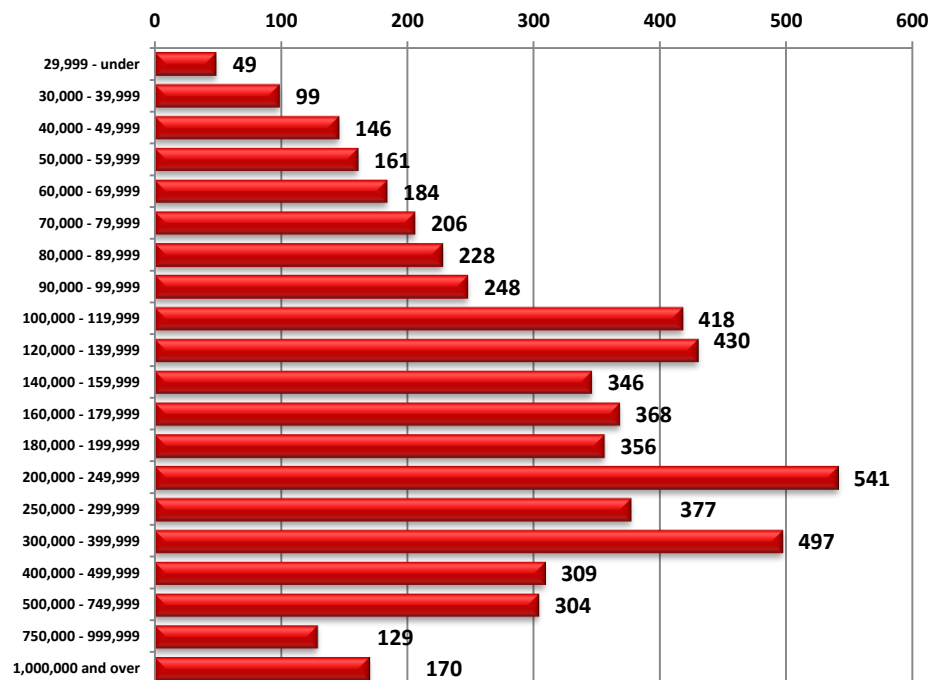
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	19	31	30	9	89
NE	9	25	14	3	51
NW	58	158	102	12	330
XNW	1	10	4	1	16
C	60	93	26	1	180
E	10	46	21	3	80
S	21	76	40	2	139
SE	6	71	32	4	113
SW	11	63	31	4	109
XSW	22	7	7	0	36
XS	10	45	25	6	86
W	18	41	14	2	75
XW	0	5	1	0	6
XNE	2	0	0	0	2

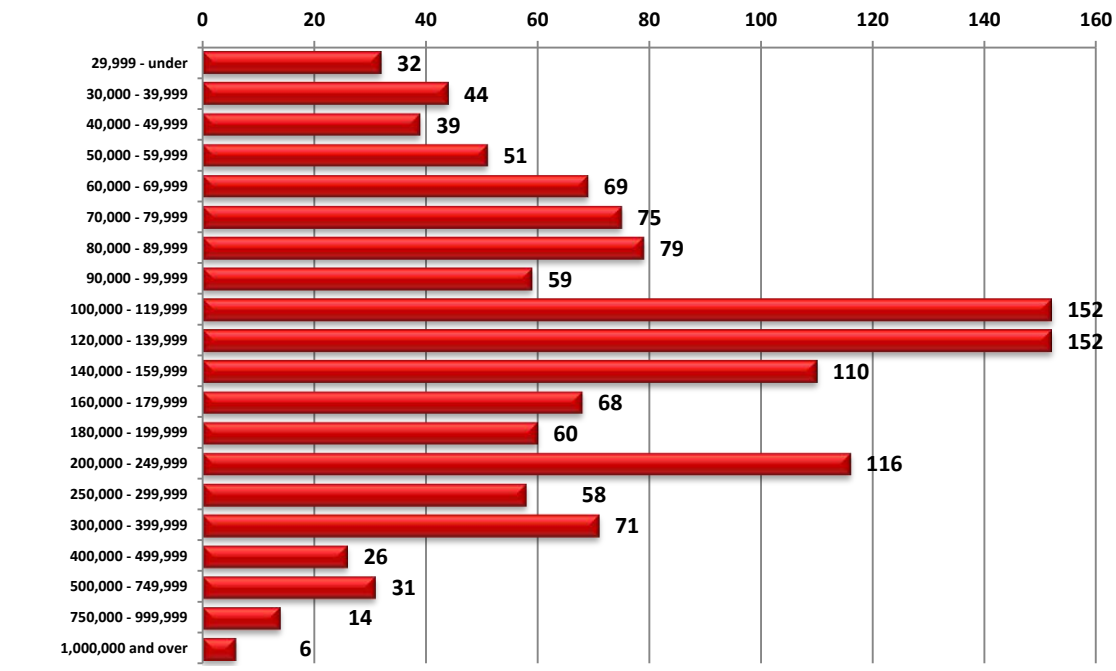
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**Active Listings**

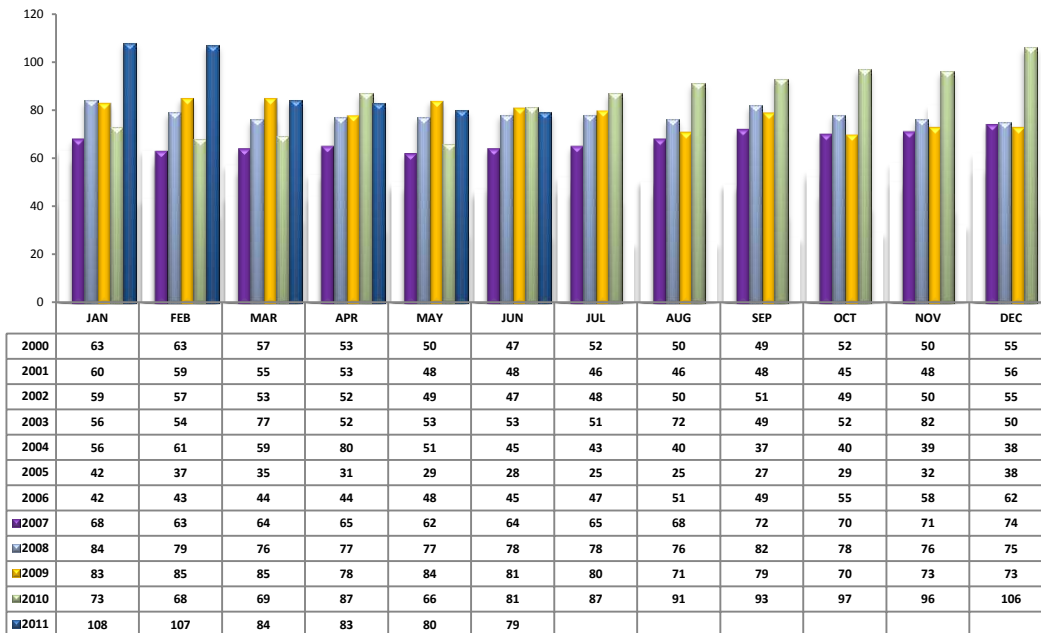
Area	# of Listings
N	560
NE	313
NW	1422
XNE	28
XNW	90
C	695
E	379
S	313
SE	470
SW	329
XSW	271
XS	363
W	285
XW	48

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

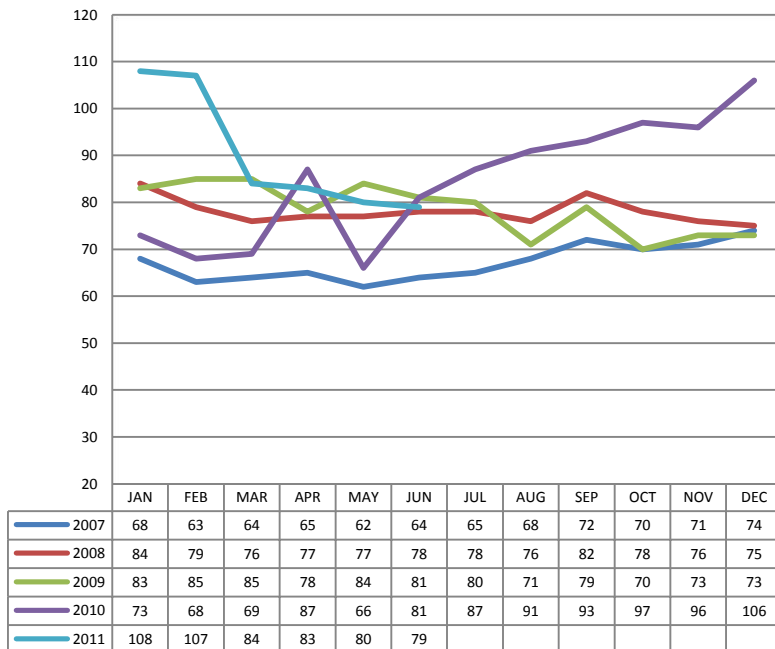
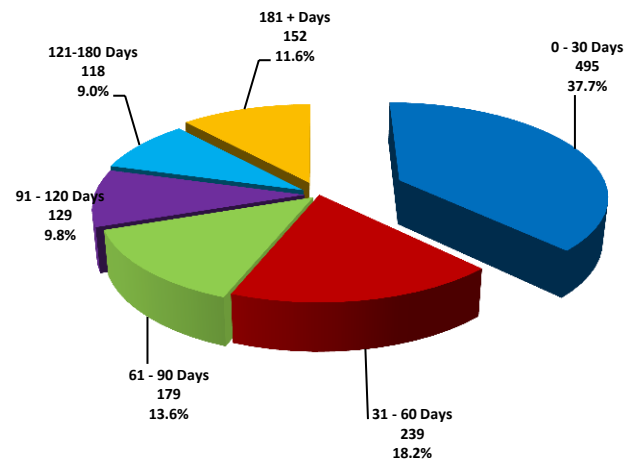
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**Sold Price Breakdown**

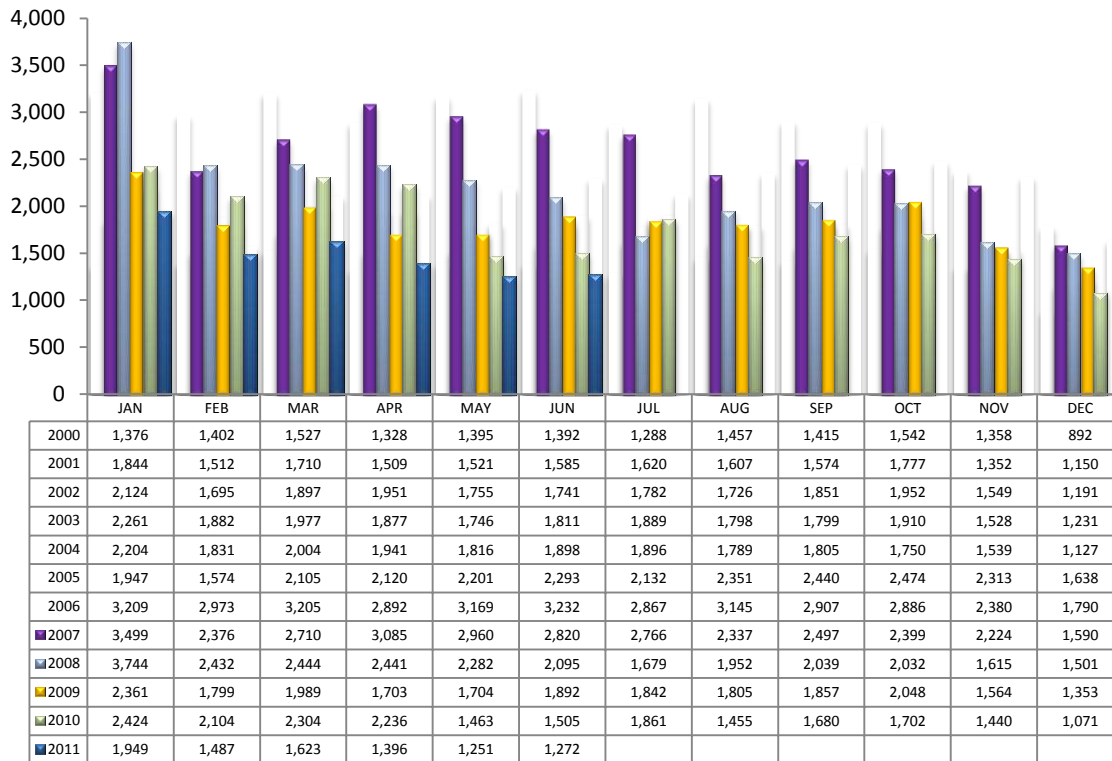
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**Average Days on Market/Listing - June 2011**

Area	Avg. DOM
N	89
NE	51
NW	330
XNE	2
XNW	16
C	73
E	70
S	139
SE	113
SW	109
XSW	36
XS	86
W	75
XW	6

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

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**New Listings – June 2011**

Area	# of Listings
N	107
NE	56
NW	304
XNE	2
XNW	17
C	165
E	99
S	89
SE	147
SW	89
XSW	42
XS	73
W	75
XW	7

\*Includes properties that were re-listed

**Misc. MLS Information – June 2011**

Month	Expired	Cancelled	Temp Off Mkt.
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
May 2011	366	499	272
June 2011	345	427	90

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