

**For Immediate
Release:**

December 9, 2011

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics November 2011

Below are some highlights from the November Statistics:

- Total Sales Volume increased 7.87% from October to November and increased 11.22% over November 2010.
- Average Sales Price increased from \$151,812 in October to \$158,434 in November, a 4.36% increase.
- Average List Price increased .85% from October to November.
- Total Unit Sales rose 3.36% from October to November, and is up 26.88% over November 2010.
- The Median Sales Price is up 1.67% compared to last month.
- New Listings decreased from 1,280 in October to 1,099 in November.
- The SP/LP% is 99.53% for November.



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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November 2011 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
November	\$160,810,437	\$144,588,779	11.22%
October	\$149,078,897	\$133,203,906	11.92%
Month % Change	7.87%	8.55%	

Average Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
November	\$158,434	\$180,736	-12.34%
October	\$151,812	\$177,133	-14.29%
Month % Change	4.36%	2.03%	

Average List Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
November	\$159,187	\$191,637	-16.93%
October	\$157,841	\$183,743	-14.10%
Month % Change	0.85%	4.30%	

Total Under Contract

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
November	1,996	1,900	5.05%
October	2,070	1,899	9.00%
Month % Change	-3.57%	0.05%	

Total Unit Sales

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
November	1,015	800	26.88%
October	982	752	30.59%
Month % Change	3.36%	6.38%	

Median Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
November	\$122,000	\$139,900	-12.79%
October	\$120,000	\$140,000	-14.29%
Month % Change	1.67%	-0.07%	

New Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
November	1,099	1,440	-23.68%
October	1,280	1,702	-24.79%
Month % Change	-14.14%	-15.39%	

Active Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
November	5,191	7,455	-30.37%
October	5,290	7,412	-28.63%
Month % Change	-1.87%	0.58%	

November 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	2	0	0.00%	85645	4	0	0.00%	85714	25	6	24.00%	85742	143	31	21.68%
85601	4	1	25.00%	85653	97	13	13.40%	85715	132	15	11.36%	85743	164	41	25.00%
85611	2	0	0.00%	85658	178	20	11.24%	85716	153	21	13.73%	85745	147	37	25.17%
85614	277	25	9.03%	85701	19	4	21.05%	85718	271	38	14.02%	85746	119	43	36.13%
85619	22	0	0.00%	85704	168	31	18.45%	85719	97	16	16.49%	85747	127	38	29.92%
85621	1	1	100.00%	85705	96	26	27.08%	85730	129	46	35.66%	85748	111	25	22.52%
85622	96	2	2.08%	85706	86	46	53.49%	85735	60	11	18.33%	85749	169	17	10.06%
85623	3	1	33.33%	85710	224	54	24.11%	85736	31	3	9.68%	85750	277	34	12.27%
85629	133	36	27.07%	85711	128	40	31.25%	85737	200	28	14.00%	85755	230	25	10.87%
85635	0	0	0.00%	85712	126	22	17.46%	85739	292	22	7.53%	85756	93	39	41.94%
85641	206	44	21.36%	85713	197	32	16.24%	85741	88	45	51.14%	85757	57	36	63.16%

NOTE:

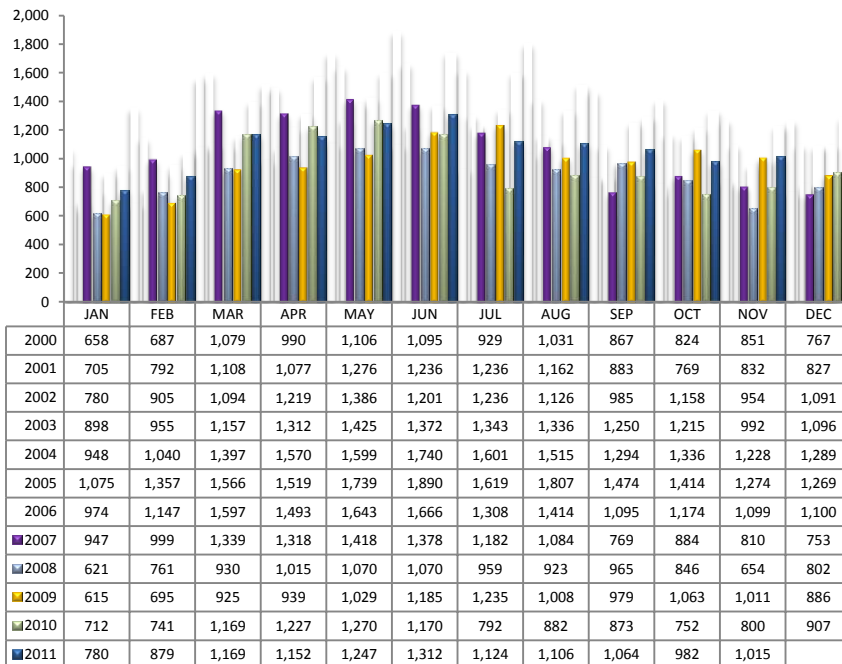
85602- 2 active listings, 85603- 1 active listing, 85631- 1 active listing, 85637- 3 active listings

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	61	21	9	11	102	30	N	540	0-30 Days	383																	
\$30,000 to \$39,999	74	32	14	12	132	53	NE	341	31-60 Days	197																	
\$40,000 to \$49,999	123	38	7	13	181	37	NW	1404	61 - 90 Days	119																	
\$50,000 to \$59,999	148	37	23	16	224	37	XNE	23	91-120 Days	106																	
\$60,000 to \$69,999	152	54	31	25	262	55	XNW	74	121 - 180 Days	113																	
\$70,000 to \$79,999	178	60	25	20	283	53	C	615	Over 180 Days	97																	
\$80,000 to \$89,999	177	76	31	27	311	64	E	350	Avg. Days on Market																		
\$90,000 to \$99,999	196	69	43	17	325	58	S	230	78																		
\$100,000 to \$119,999	352	150	63	39	604	104	SE	364	Avg. Sold Price																		
\$120,000 to \$139,999	397	148	41	32	618	107	SW	328	\$158,434																		
\$140,000 to \$159,999	338	106	41	25	510	85	XSW	303	Median Sales Price																		
\$160,000 to \$179,999	347	80	28	31	486	63	XS	355	\$122,000																		
\$180,000 to \$199,999	302	61	22	18	403	50	W	221	New Listings																		
\$200,000 to \$249,999	573	82	32	23	710	76	XW	43	1,099																		
\$250,000 to \$299,999	401	47	15	17	480	51	Sold Units per Area		Sales Volume by Area																		
\$300,000 to \$399,999	496	57	17	25	595	41	N	70	\$23,561,100																		
\$400,000 to \$499,999	296	22	1	12	331	18	NE	43	\$11,832,100																		
\$500,000 to \$749,999	288	25	2	6	321	23	NW	238	\$49,266,429																		
\$750,000 to \$999,999	132	5	0	3	140	3	XNW	11	\$1,428,589																		
\$1,000,000 and over	160	3	2	4	169	7	C	117	\$13,860,952																		
							E	77	\$10,795,615																		
							S	92	\$7,197,019																		
							SE	121	\$15,183,199																		
							SW	93	\$8,834,726																		
							XSW	23	\$2,715,811																		
							XS	62	\$9,054,621																		
							W	63	\$6,829,635																		
Totals	5,191	1,173	447	376	7,187	1,015	XW	4	\$197,641																		
							XNE	1	\$53,000																		
	Nov-11	Nov-10	% Change	YTD 2011	YTD 2010	% Change	Total Volume		\$160,810,437																		
Home Sales Volume	\$160,810,437	\$144,588,779	11.22%	\$1,947,842,013	\$1,981,082,357	-1.68%	<table><tr><th>Types of Financing</th><th>Totals</th></tr><tr><td>FHA</td><td>252</td></tr><tr><td>VA</td><td>87</td></tr><tr><td>Conventional</td><td>296</td></tr><tr><td>Cash Owner</td><td>13</td></tr><tr><td>Lease Option</td><td>0</td></tr><tr><td>Cash</td><td>338</td></tr><tr><td>Other</td><td>29</td></tr></table>					Types of Financing	Totals	FHA	252	VA	87	Conventional	296	Cash Owner	13	Lease Option	0	Cash	338	Other	29
Types of Financing	Totals																										
FHA	252																										
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Cash	338																										
Other	29																										
Home Sales Units	1,015	800	26.88%	11,830	10,388	13.88%																					
Average Sales Price (All Residential)	\$158,434	\$180,736	-12.34%	\$156,371	\$182,873	-14.49%																					
Median Sales Price	\$122,000	\$139,900	-12.79%	\$121,217	\$143,832	-15.72%																					
Average Days on Market:	78	96	-18.75%	77	93	-17.20%																					
Average List Price for Sold:	\$159,187	\$191,637	-16.93%	\$160,179	\$192,939	-16.98%																					
SP/LP %	99.53%	94.31%		97.62%	94.78%																						
Total Under Contract	1,996	1,900	5.05%																								
Active Listings	5,191	7,455	-30.37%																								
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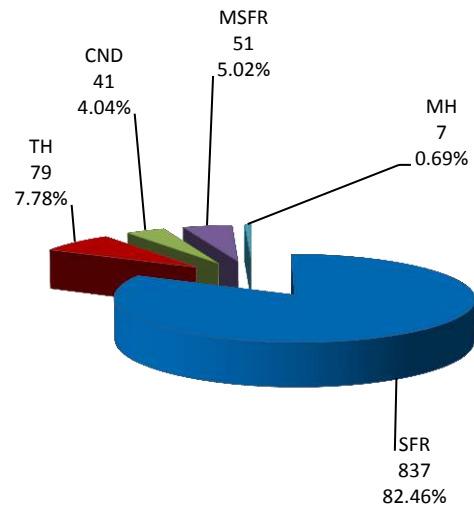
Types of Financing	Totals
FHA	252
VA	87
Conventional	296
Cash Owner	13
Lease Option	0
Cash	338
Other	29

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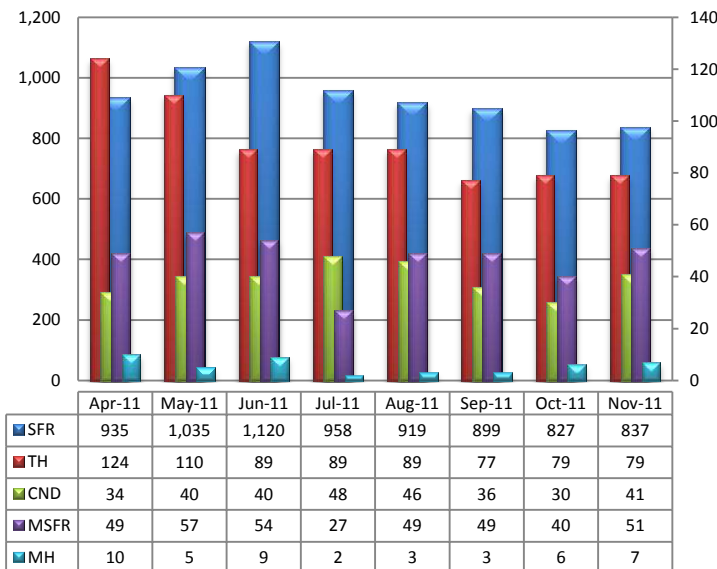
Total Unit Sales – November 2011



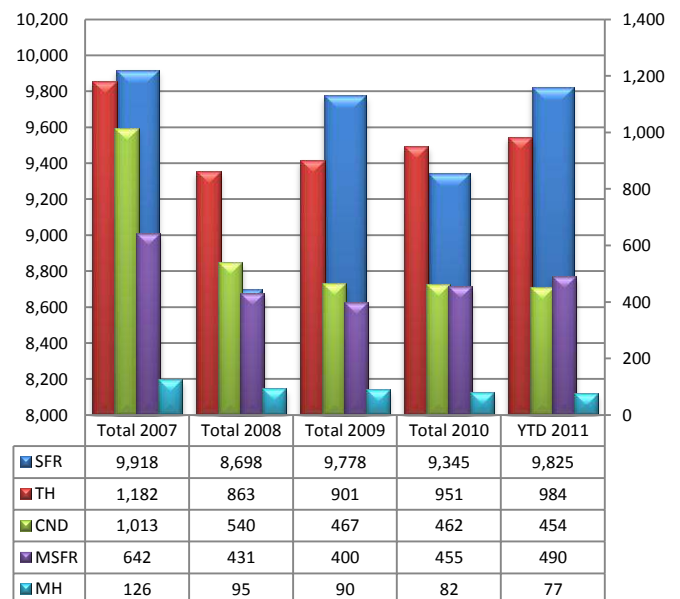
Unit Sales – Breakdown by Type



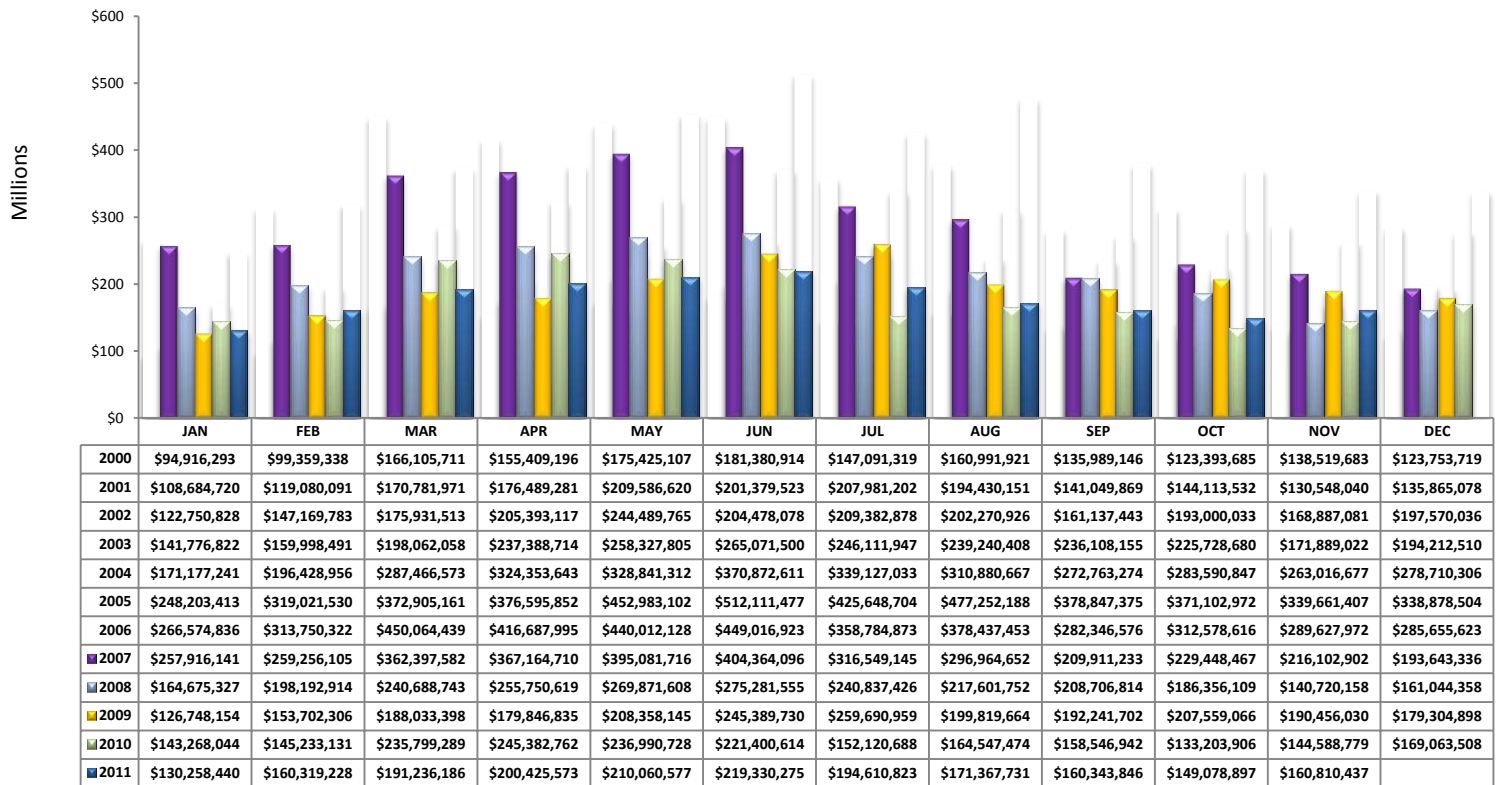
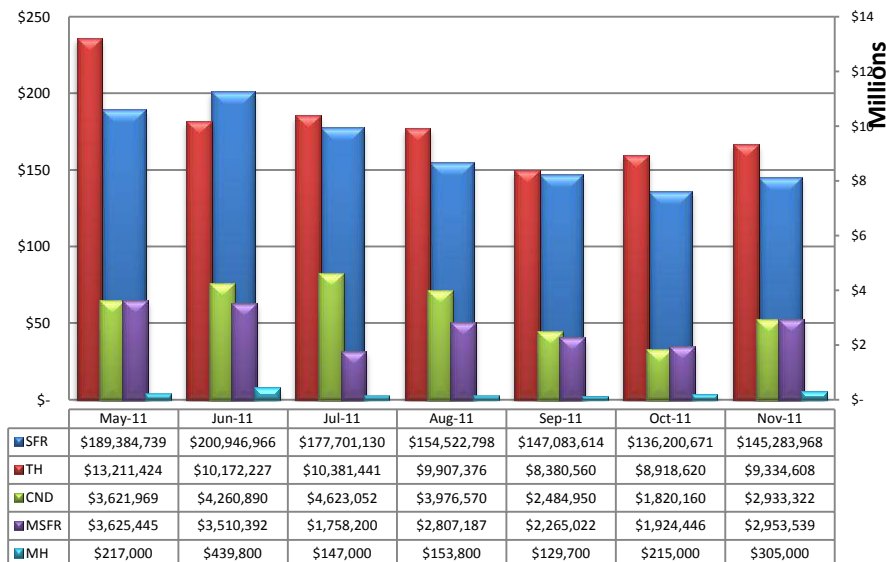
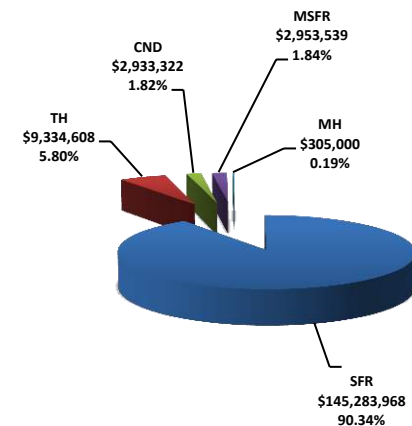
Total Unit Sales By Type - Monthly Comparison



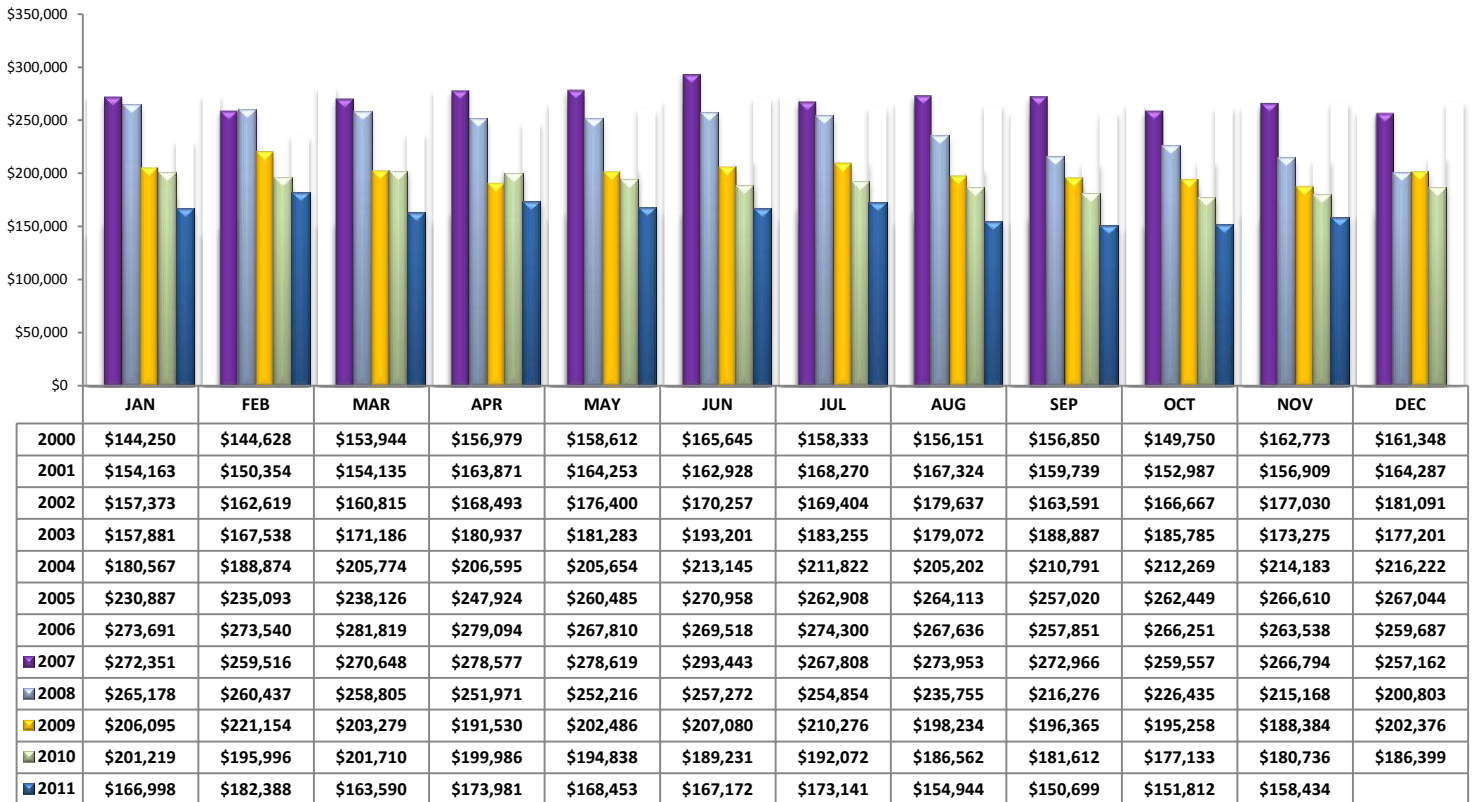
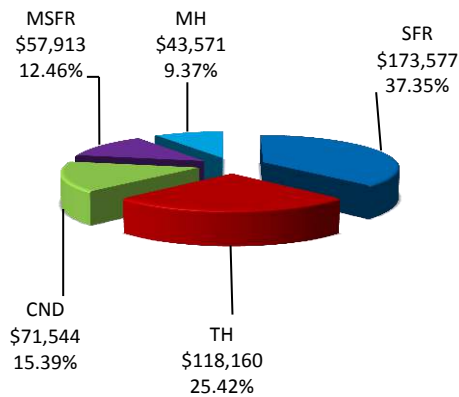
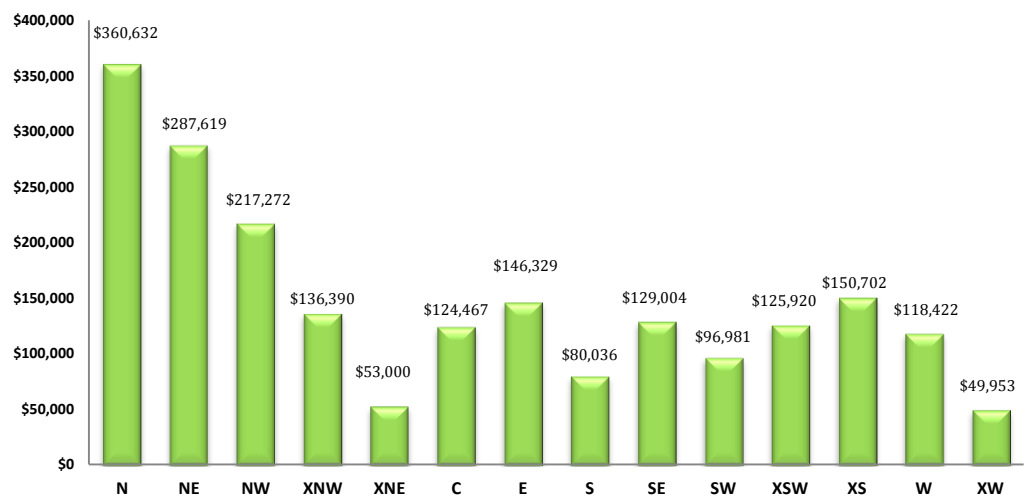
YTD Annual Comparison – Breakdown by Type



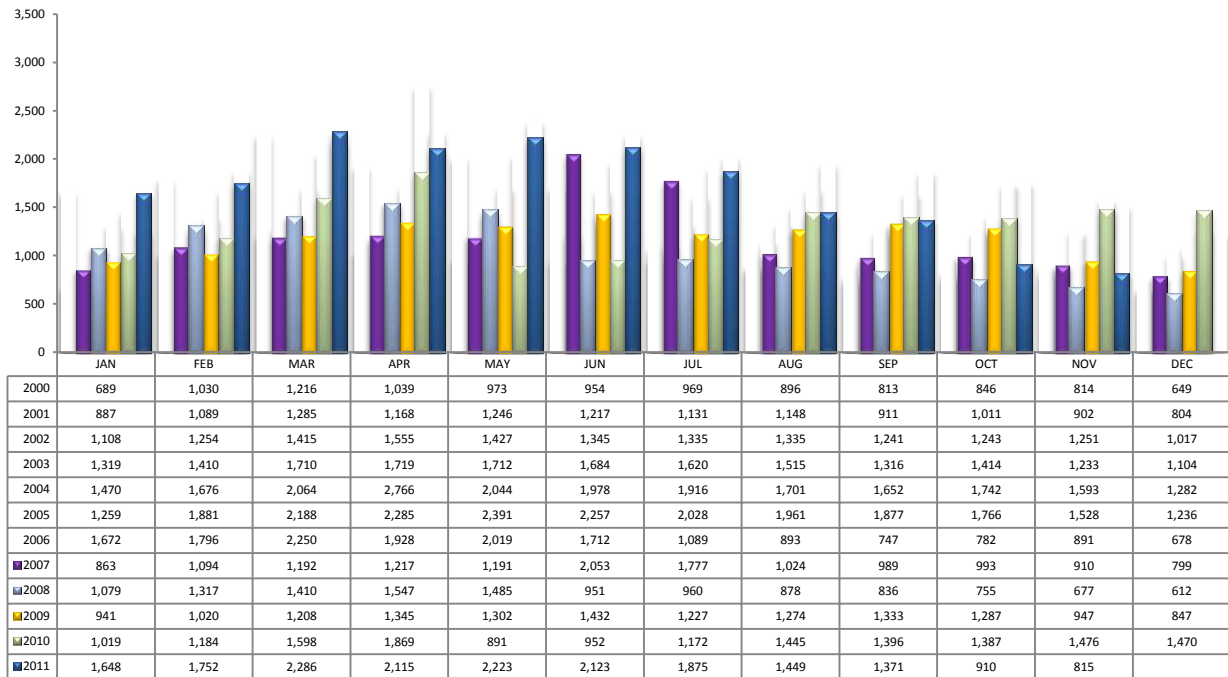
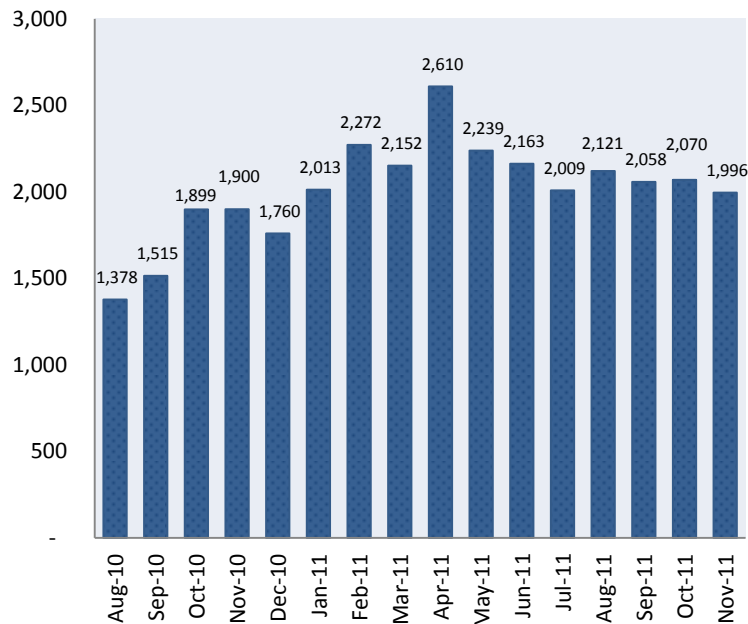
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Total Sales Volume - November 2011**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

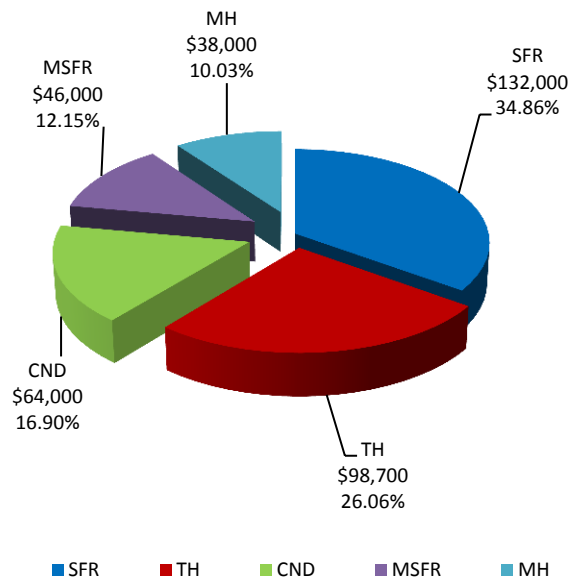
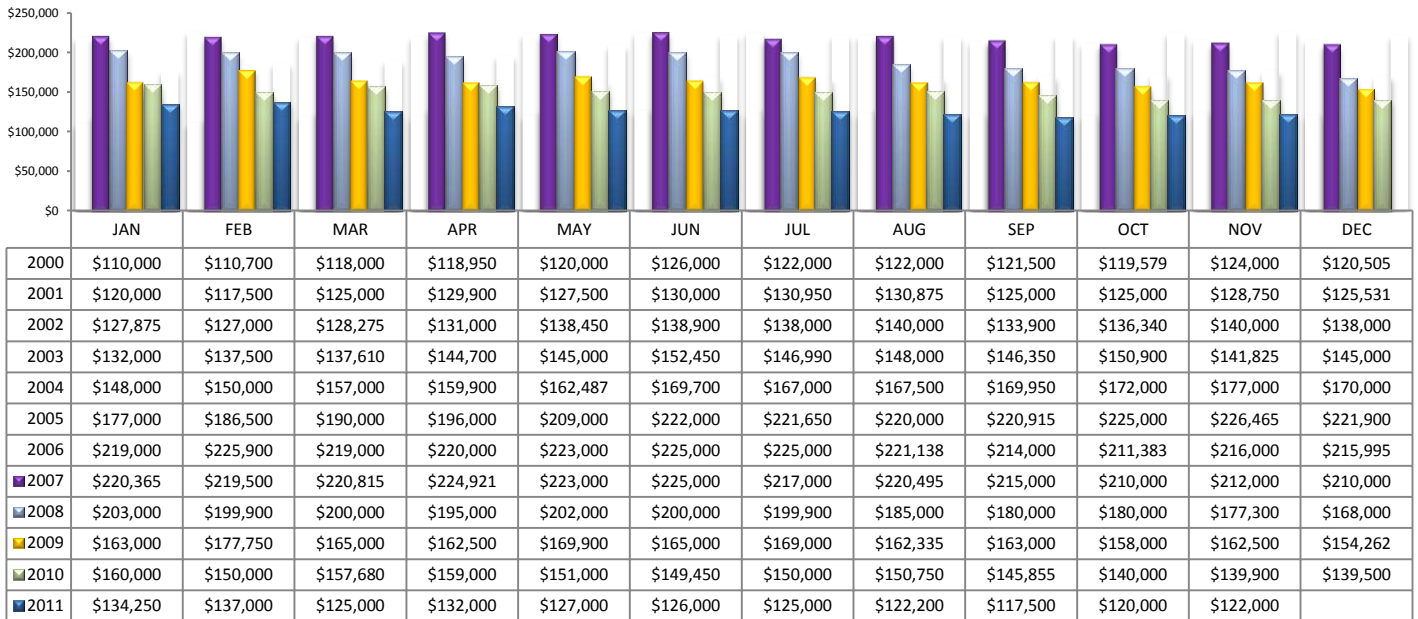
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Average Sales Price – November 2011**Average Sales Price by Type – November 2011****Average "Listing" Price per Area – November 2011**

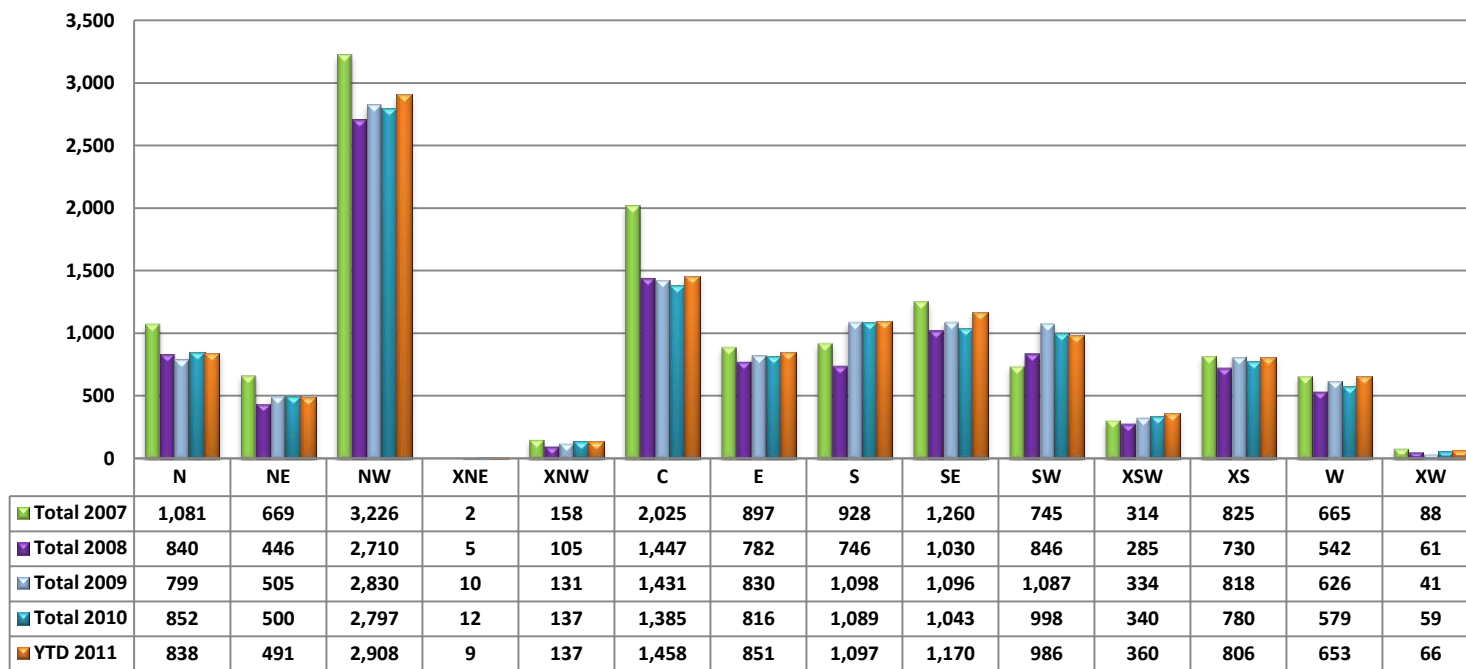
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Newly Under Contract During The Month**Total Listings Still Under Contract At The End of The Month**

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Median Sale Price – by Type**Median Sale Price – November 2011**

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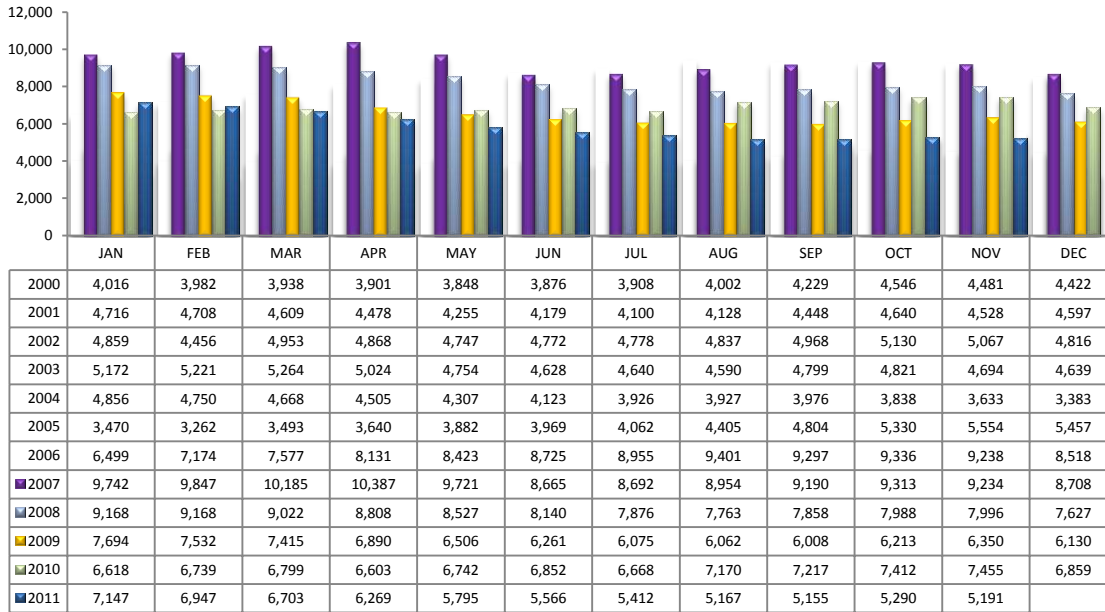
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$147,350	\$316,578	\$438,792	\$724,857	\$336,587
NE	\$82,078	\$279,010	\$402,631	\$0	\$275,165
NW	\$168,600	\$177,274	\$233,906	\$380,803	\$207,002
XNW	\$35,000	\$120,422	\$160,400	\$109,900	\$129,872
C	\$90,418	\$125,094	\$173,615	\$245,000	\$118,470
E	\$80,606	\$125,356	\$220,305	\$180,500	\$140,203
S	\$48,656	\$72,373	\$98,916	\$123,732	\$78,228
SE	\$104,167	\$106,808	\$148,461	\$243,079	\$125,481
SW	\$96,083	\$75,929	\$119,168	\$121,500	\$94,997
XSW	\$109,426	\$124,981	\$184,000	\$0	\$118,079
XS	\$110,450	\$133,336	\$151,236	\$216,750	\$146,042
W	\$60,450	\$110,620	\$169,362	\$0	\$108,407
XW	\$0	\$35,705	\$63,116	\$0	\$49,410
XNE	\$0	\$0	\$53,000	\$0	\$53,000

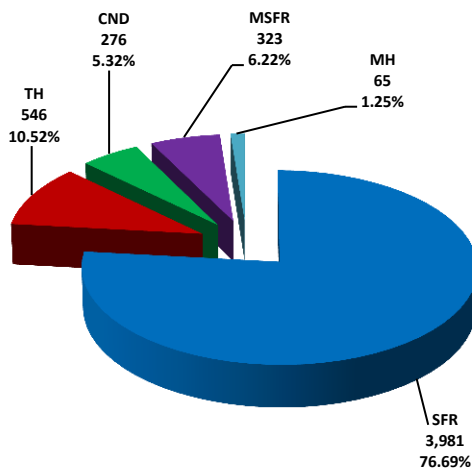
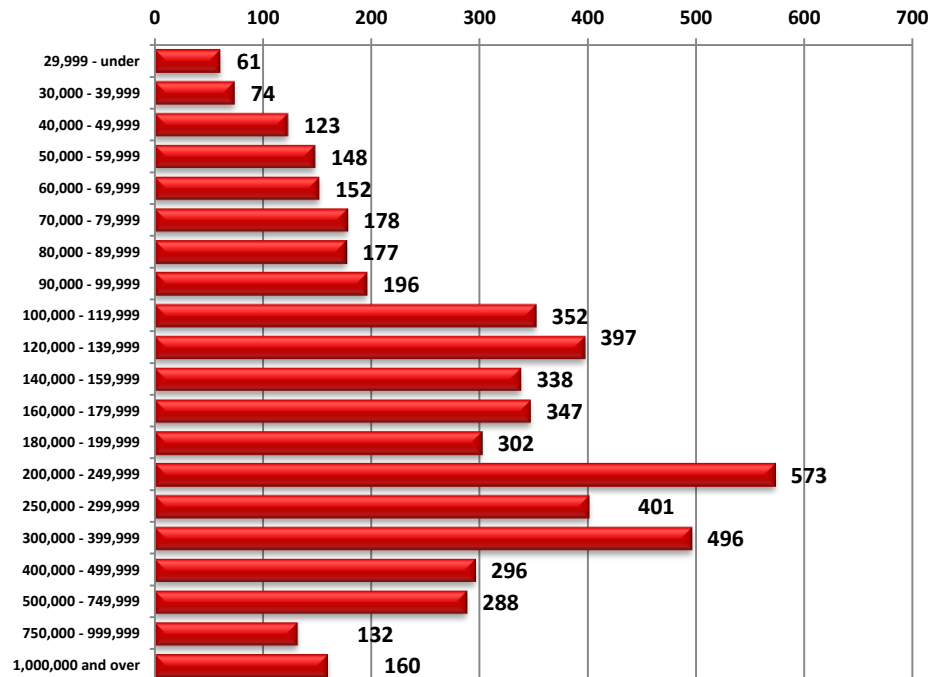
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	18	32	13	7	70
NE	9	21	13	0	43
NW	48	107	64	19	238
XNW	1	4	5	1	11
C	44	59	13	1	117
E	16	41	19	1	77
S	14	48	27	3	92
SE	9	64	45	3	121
SW	6	49	34	4	93
XSW	14	8	1	0	23
XS	7	24	25	6	62
W	18	32	13	0	63
XW	0	2	2	0	4
XNE	0	0	1	0	1

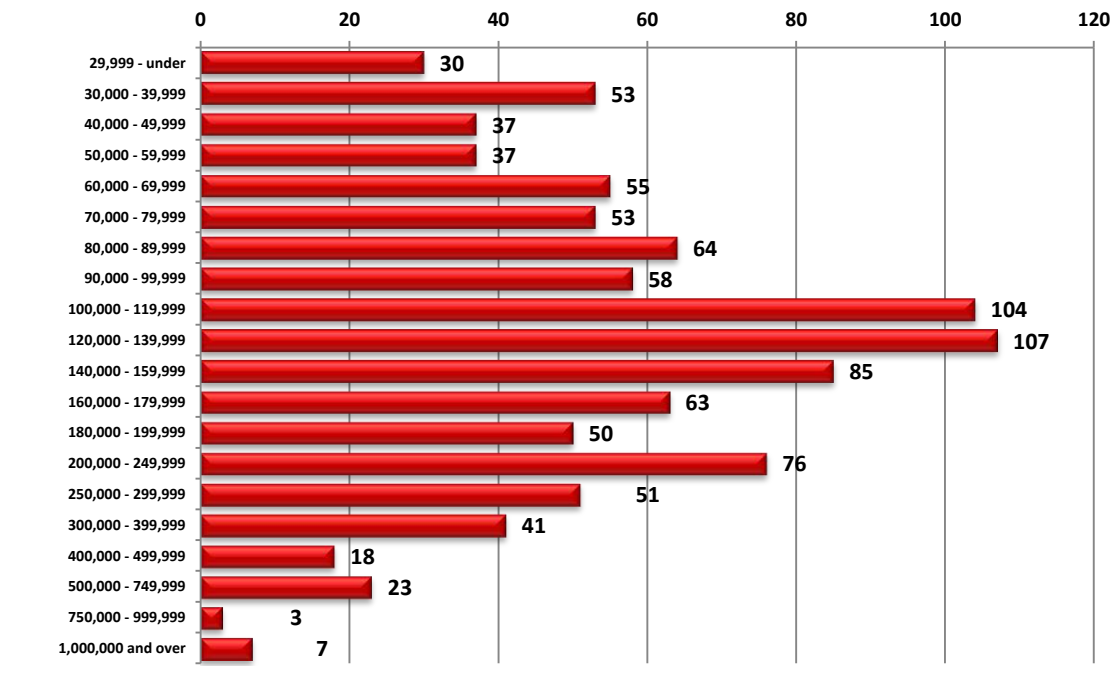
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Active Listings

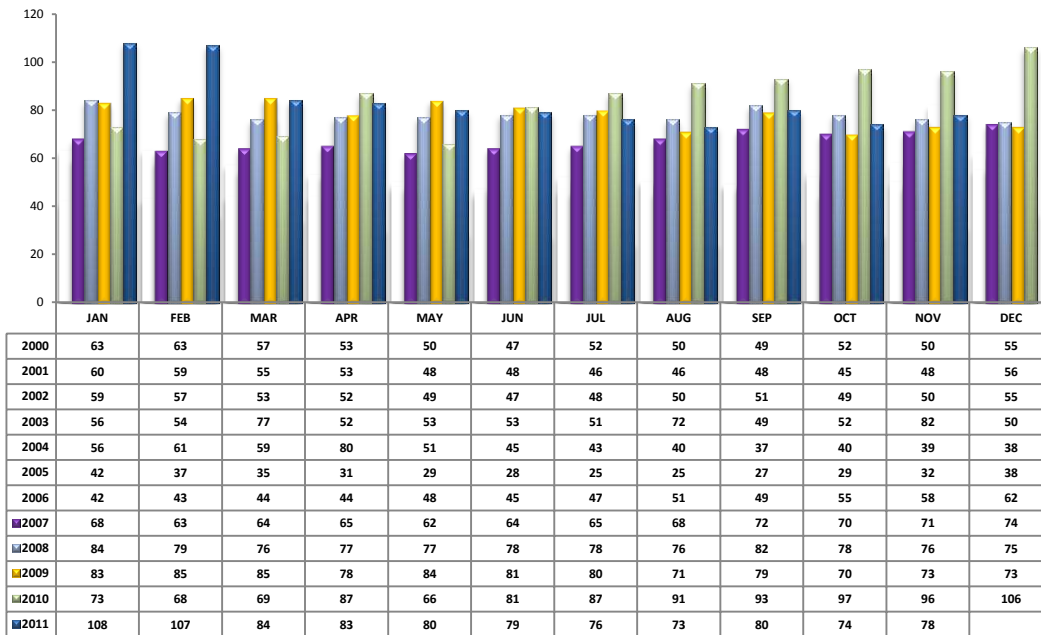
Area	# of Listings
N	540
NE	341
NW	1404
XNE	23
XNW	74
C	615
E	350
S	230
SE	364
SW	328
XSW	303
XS	355
W	221
XW	43

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

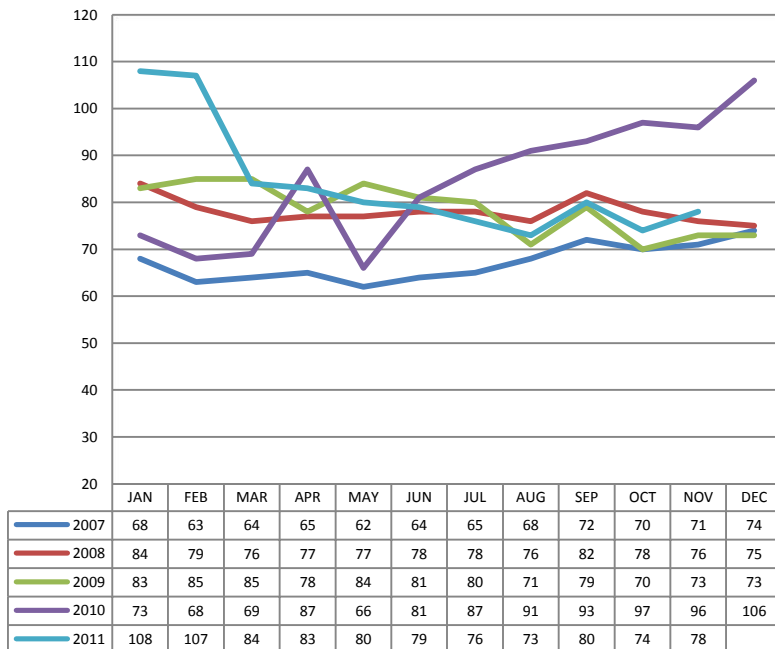
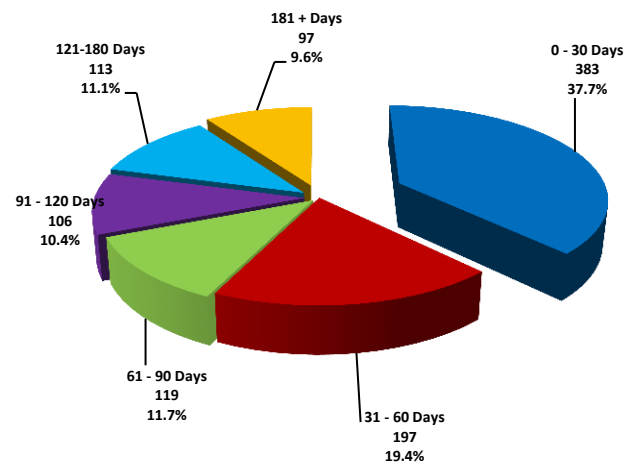
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Sold Price Breakdown

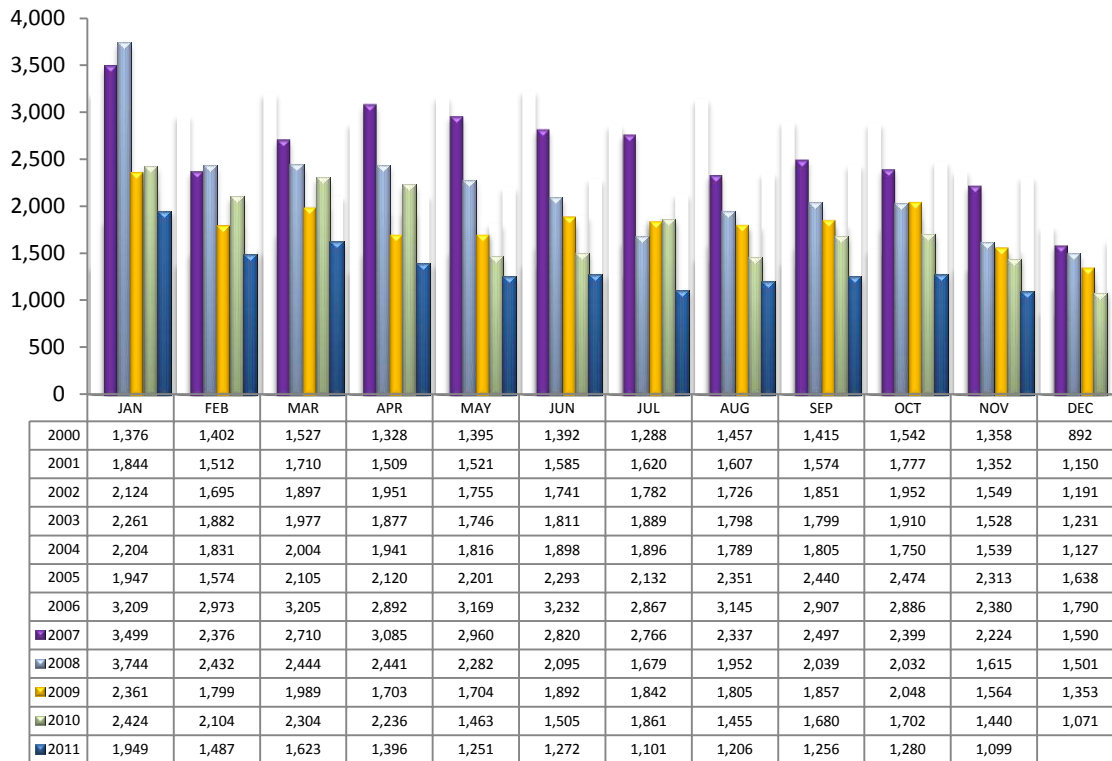
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Average Days on Market/Listing - November 2011

Area	Avg. DOM
N	73
NE	88
NW	84
XNE	11
XNW	189
C	73
E	76
S	70
SE	78
SW	57
XSW	107
XS	76
W	78
XW	31

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

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New Listings – November 2011

Area	# of Listings
N	104
NE	70
NW	275
XNE	0
XNW	15
C	129
E	79
S	57
SE	96
SW	80
XSW	57
XS	72
W	51
XW	14

*Includes properties that were re-listed

Misc. MLS Information – November 2011

Month	Expired	Cancelled	Temp Off Mkt.
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
Sept 2011	297	356	48
Oct 2011	213	314	79
Nov 2011	207	325	67

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