

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

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics September 2011

Below are some highlights from the September Statistics:

- Total Sales Volume decreased this month by 6.43% but shows a 1.13% increase from September 2010.
- Average Sales Price for September is \$150,699, a slight decrease of 2.74% from August's Average Sales Price.
- The Average List Price dipped from \$162,537 in August to \$157,886 in September, yielding a 2.86% decrease.
- Total Unit Sales decreased from 1,106 in August to 1,064 in September.
- New Listings increased by 4.15% from August.
- There are 5,155 Active Listings in September.



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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September 2011 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
September	\$160,343,846	\$158,546,942	1.13%
August	\$171,367,731	\$164,547,474	4.14%
Month % Change	-6.43%	-3.65%	

Average Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
September	\$150,699	\$181,612	-17.02%
August	\$154,944	\$186,562	-16.95%
Month % Change	-2.74%	-2.65%	

Average List Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
September	\$157,886	\$191,866	-17.71%
August	\$162,537	\$197,339	-17.64%
Month % Change	-2.86%	-2.77%	

Total Under Contract

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
September	2,058	1,515	35.84%
August	2,121	1,378	53.92%
Month % Change	-2.97%	9.94%	

Total Unit Sales

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
September	1,064	873	21.88%
August	1,106	882	25.40%
Month % Change	-3.80%	-1.02%	

Median Sales Price

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
September	\$117,500	\$145,855	-19.44%
August	\$122,200	\$150,750	-18.94%
Month % Change	-3.85%	-3.25%	

New Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
September	1,256	1,680	-25.24%
August	1,206	1,455	-17.11%
Month % Change	4.15%	15.46%	

Active Listings

	<u>2011</u>	<u>2010</u>	<u>Annual % Change</u>
September	5,155	7,217	-28.57%
August	5,167	7,170	-27.94%
Month % Change	-0.23%	0.66%	

September 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	0	0.00%	85653	96	29	30.21%	85715	126	17	13.49%	85743	170	45	26.47%
85601	5	0	0.00%	85658	180	16	8.89%	85716	150	27	18.00%	85745	165	38	23.03%
85611	2	0	0.00%	85701	20	2	10.00%	85718	286	31	10.84%	85746	117	51	43.59%
85614	232	29	12.50%	85704	173	37	21.39%	85719	97	24	24.74%	85747	130	39	30.00%
85619	26	0	0.00%	85705	90	18	20.00%	85730	152	50	32.89%	85748	111	28	25.23%
85622	75	3	4.00%	85706	96	55	57.29%	85735	60	10	16.67%	85749	168	17	10.12%
85623	4	0	0.00%	85710	212	61	28.77%	85736	39	1	2.56%	85750	258	32	12.40%
85629	140	29	20.71%	85711	141	36	25.53%	85737	211	36	17.06%	85755	204	21	10.29%
85635	0	1	0.00%	85712	138	25	18.12%	85739	249	32	12.85%	85756	93	43	46.24%
85641	197	37	18.78%	85713	197	42	21.32%	85741	102	31	30.39%	85757	55	23	41.82%
85645	4	0	0.00%	85714	32	7	21.88%	85742	142	41	28.87%				

NOTE:

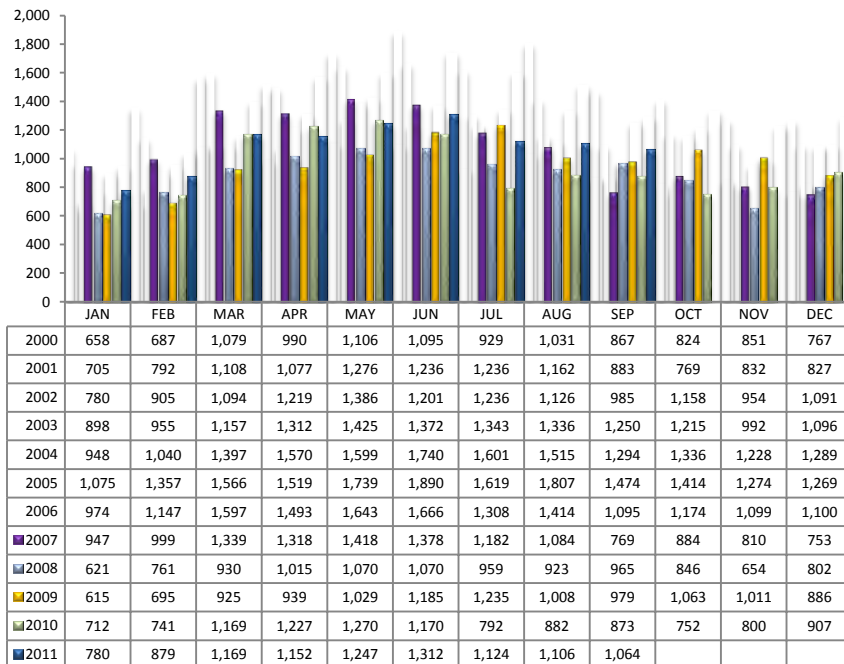
85602-2 active listing, 85603-1 active listing, 85621- 2 active listings, 85732- 1 active listing, 85637- 3 active listings

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	64	24	4	10	102	39	N	538	0-30 Days	400																	
\$30,000 to \$39,999	83	25	3	14	125	62	NE	336	31-60 Days	171																	
\$40,000 to \$49,999	123	42	10	24	199	46	NW	1374	61 - 90 Days	142																	
\$50,000 to \$59,999	154	50	25	30	259	45	XNE	27	91-120 Days	111																	
\$60,000 to \$69,999	142	53	29	22	246	50	XNW	77	121 - 180 Days	128																	
\$70,000 to \$79,999	187	50	26	26	289	60	C	640	Over 180 Days	112																	
\$80,000 to \$89,999	199	78	32	28	337	67	E	337	Avg. Days on Market																		
\$90,000 to \$99,999	207	92	39	25	363	52	S	244	80																		
\$100,000 to \$119,999	352	147	71	41	611	126	SE	408	Avg. Sold Price																		
\$120,000 to \$139,999	428	155	35	29	647	90	SW	301	\$150,699																		
\$140,000 to \$159,999	294	118	49	31	492	79	XSW	266	Median Sales Price																		
\$160,000 to \$179,999	330	82	29	24	465	75	XS	329	\$117,500																		
\$180,000 to \$199,999	287	63	15	19	384	43	W	245	New Listings																		
\$200,000 to \$249,999	555	87	23	20	685	85	XW	33	1,256																		
\$250,000 to \$299,999	402	59	10	18	489	50	Sold Units per Area		Sales Volume by Area																		
\$300,000 to \$399,999	489	48	16	21	574	55	N	63	\$22,180,544																		
\$400,000 to \$499,999	289	23	3	8	323	21	NE	38	\$8,820,279																		
\$500,000 to \$749,999	287	21	3	6	317	13	NW	267	\$52,244,013																		
\$750,000 to \$999,999	120	7	1	4	132	0	XNW	13	\$890,231																		
\$1,000,000 and over	163	6	4	1	174	6	C	128	\$14,334,377																		
							E	95	\$12,617,903																		
							S	119	\$8,108,152																		
							SE	108	\$14,744,902																		
							SW	92	\$7,374,512																		
							XSW	22	\$2,959,200																		
							XS	57	\$8,079,041																		
							W	56	\$7,404,292																		
Totals	5,155	1,230	427	401	7,213	1,064	XW	6	\$586,400																		
							XNE	0	\$0																		
	Sept-11	Sept-10	% Change	YTD 2011	YTD 2010	% Change	Total Volume		\$160,343,846																		
Home Sales Volume	\$160,343,846	\$158,546,942	1.13%	\$1,637,952,679	\$1,703,289,672	-3.84%	<table><tr><th>Types of Financing</th><th>Totals</th></tr><tr><td>FHA</td><td>263</td></tr><tr><td>VA</td><td>63</td></tr><tr><td>Conventional</td><td>294</td></tr><tr><td>Cash Owner</td><td>8</td></tr><tr><td>Lease Option</td><td>0</td></tr><tr><td>Cash</td><td>403</td></tr><tr><td>Other</td><td>33</td></tr></table>					Types of Financing	Totals	FHA	263	VA	63	Conventional	294	Cash Owner	8	Lease Option	0	Cash	403	Other	33
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Cash	403																										
Other	33																										
Home Sales Units	1,064	873	21.88%	9,833	8,836	11.28%																					
Average Sales Price (All Residential)	\$150,699	\$181,612	-17.02%	\$156,802	\$188,407	-16.77%																					
Median Sales Price	\$117,500	\$145,855	-19.44%	\$120,868	\$149,670	-19.24%																					
Average Days on Market:	80	93	-13.98%	78	86	-9.30%																					
Average List Price for Sold:	\$157,886	\$191,866	-17.71%	\$164,500	\$196,616	-16.33%																					
SP/LP %	95.45%	94.66%		95.32%	95.82%																						
Total Under Contract	2,058	1,515	35.84%																								
Active Listings	5,155	7,217	-28.57%																								
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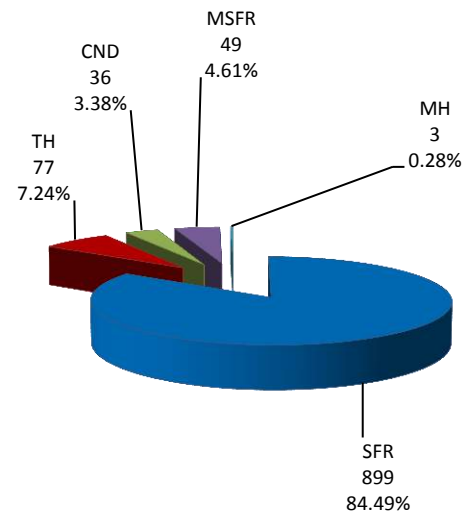
Types of Financing	Totals
FHA	263
VA	63
Conventional	294
Cash Owner	8
Lease Option	0
Cash	403
Other	33

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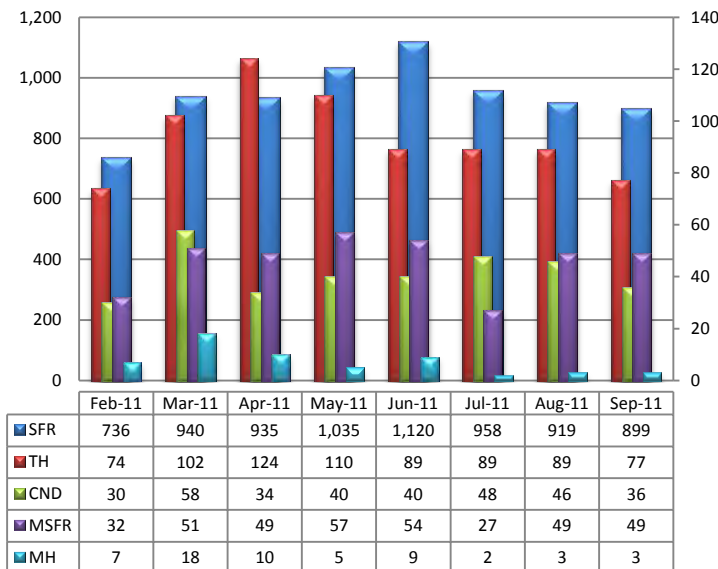
Total Unit Sales – September 2011



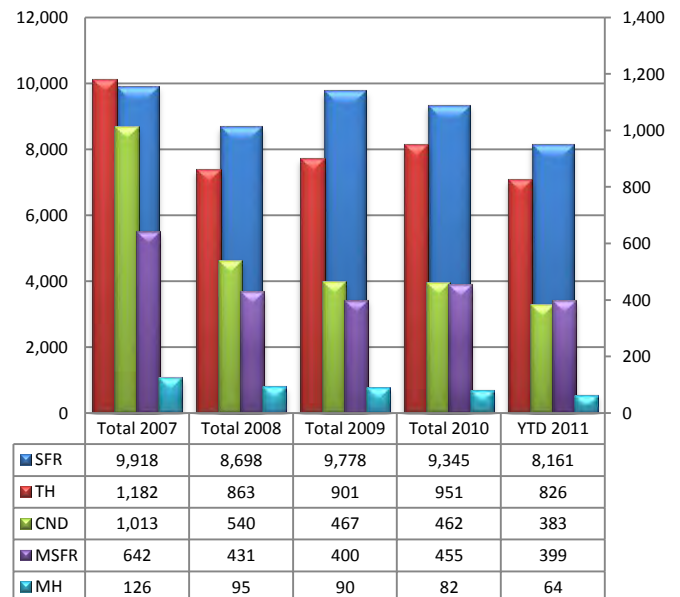
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

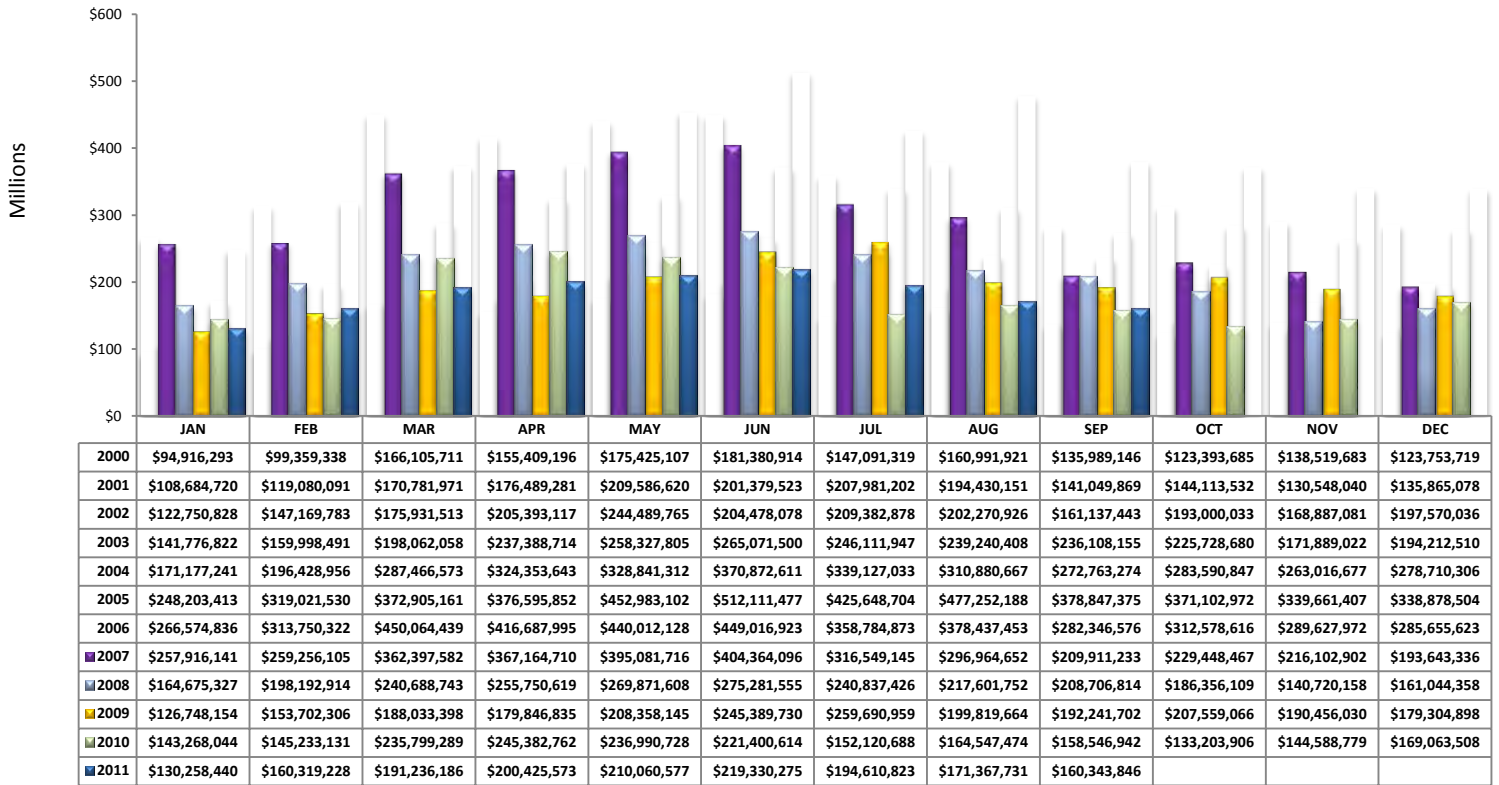


YTD Annual Comparison – Breakdown by Type

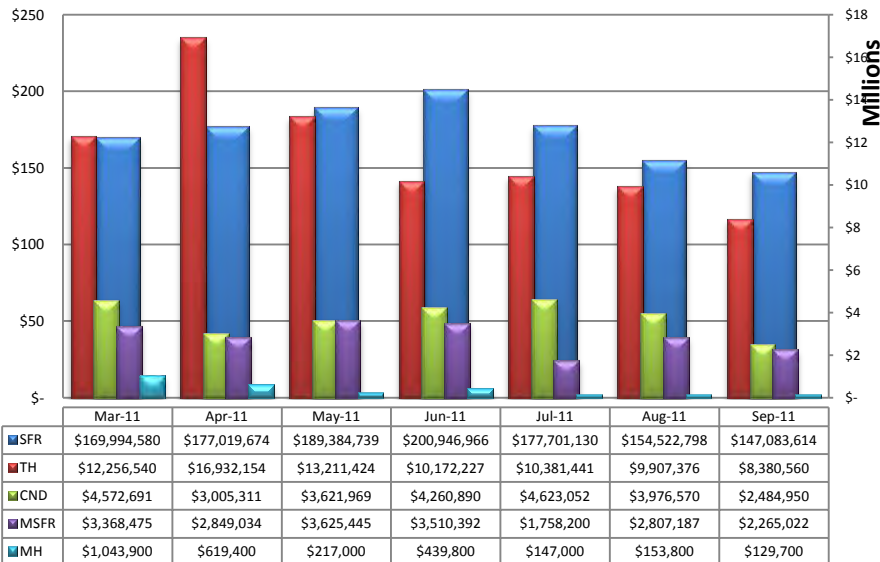


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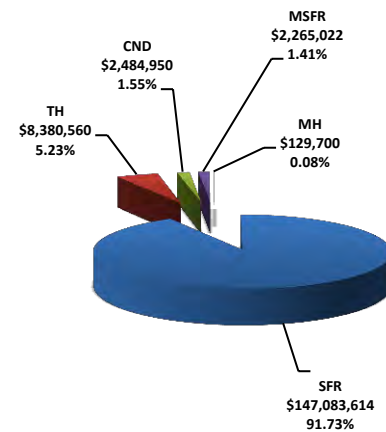
Total Sales Volume - September 2011



Total Sales Volume By Type - Monthly Comparison

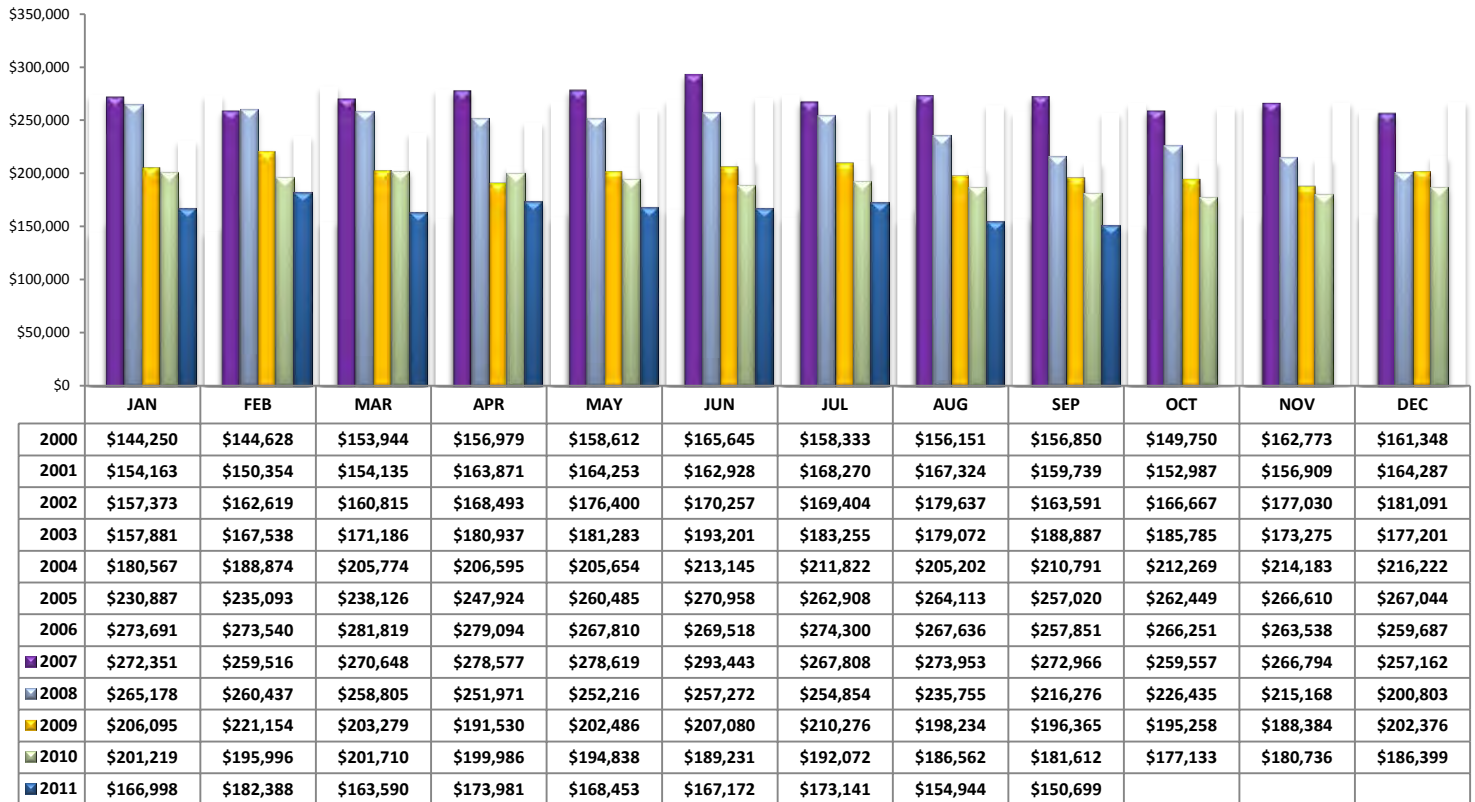


Monthly Volume by Type

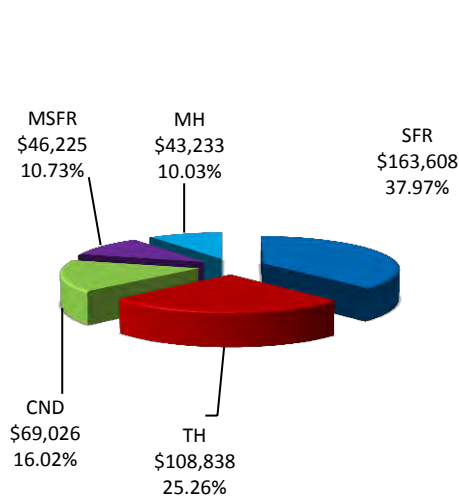


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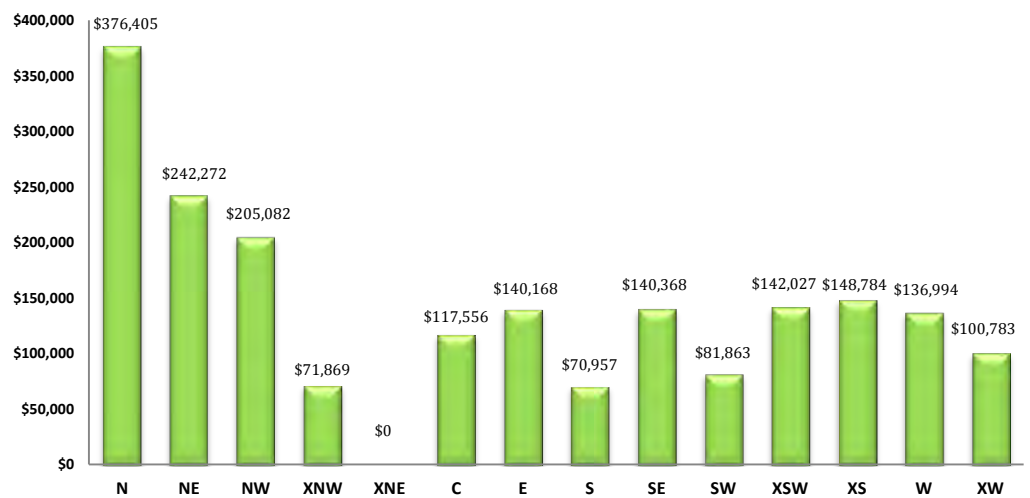
Average Sales Price – September 2011



Average Sales Price by Type – September 2011

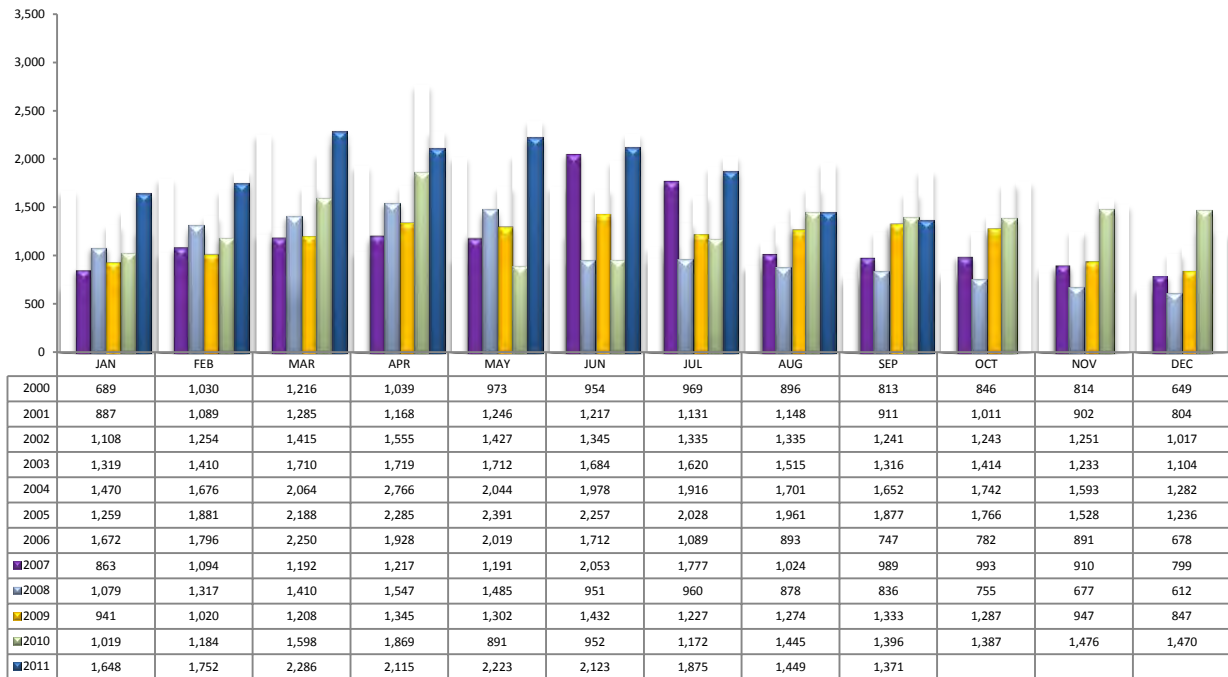


Average "Listing" Price per Area – September 2011

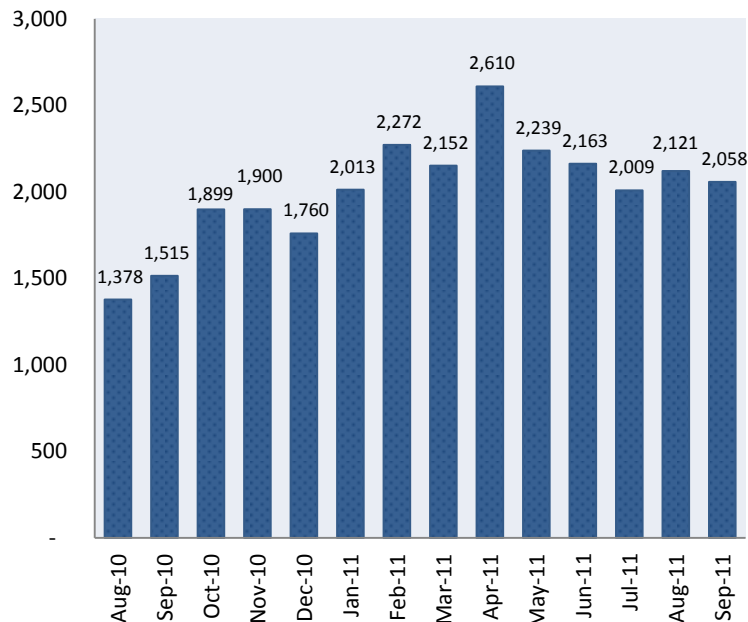


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Newly Under Contract During The Month

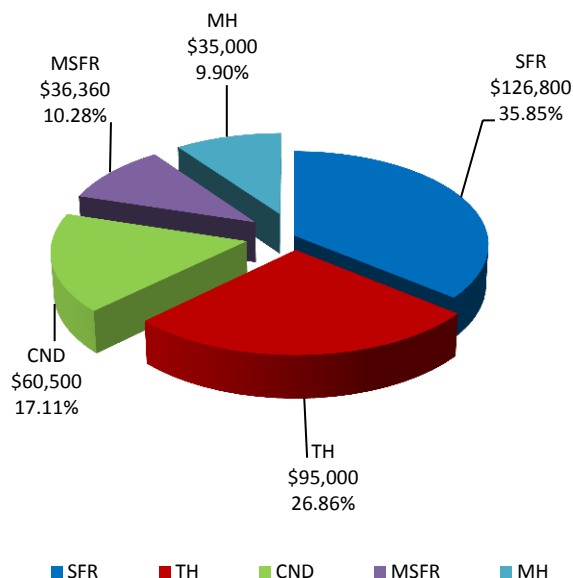


Total Listings Still Under Contract At The End of The Month

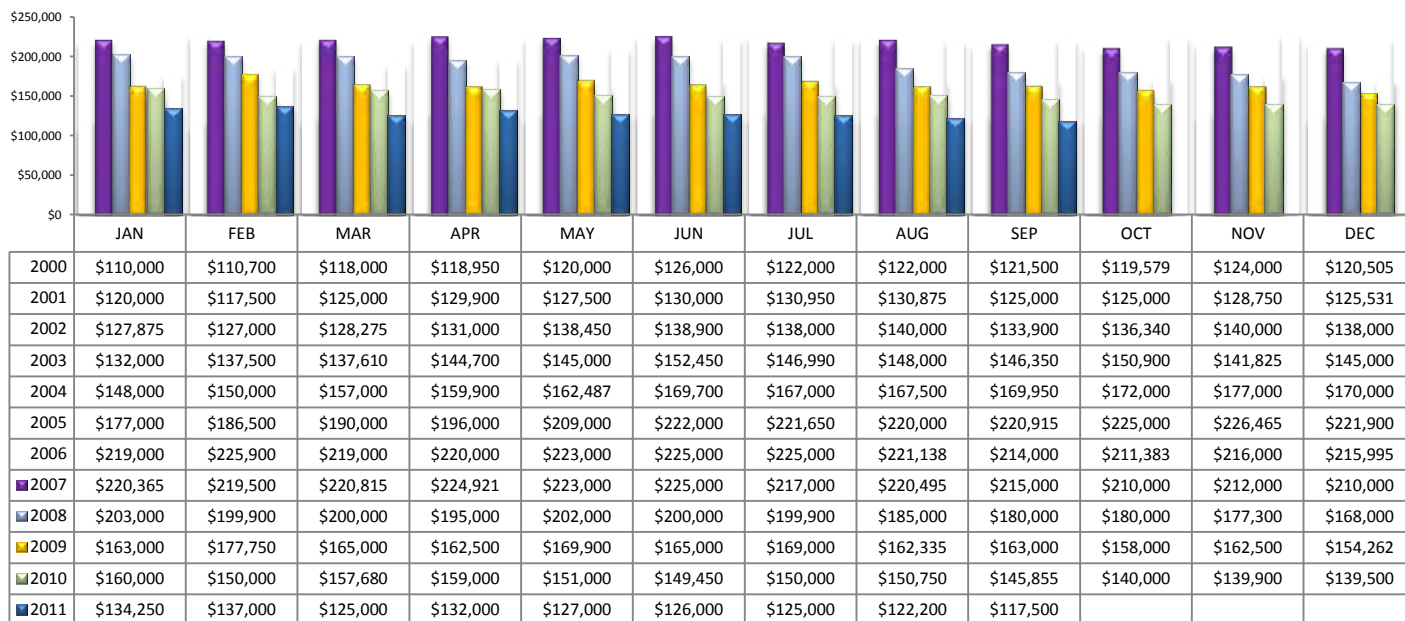


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Median Sale Price - by Type

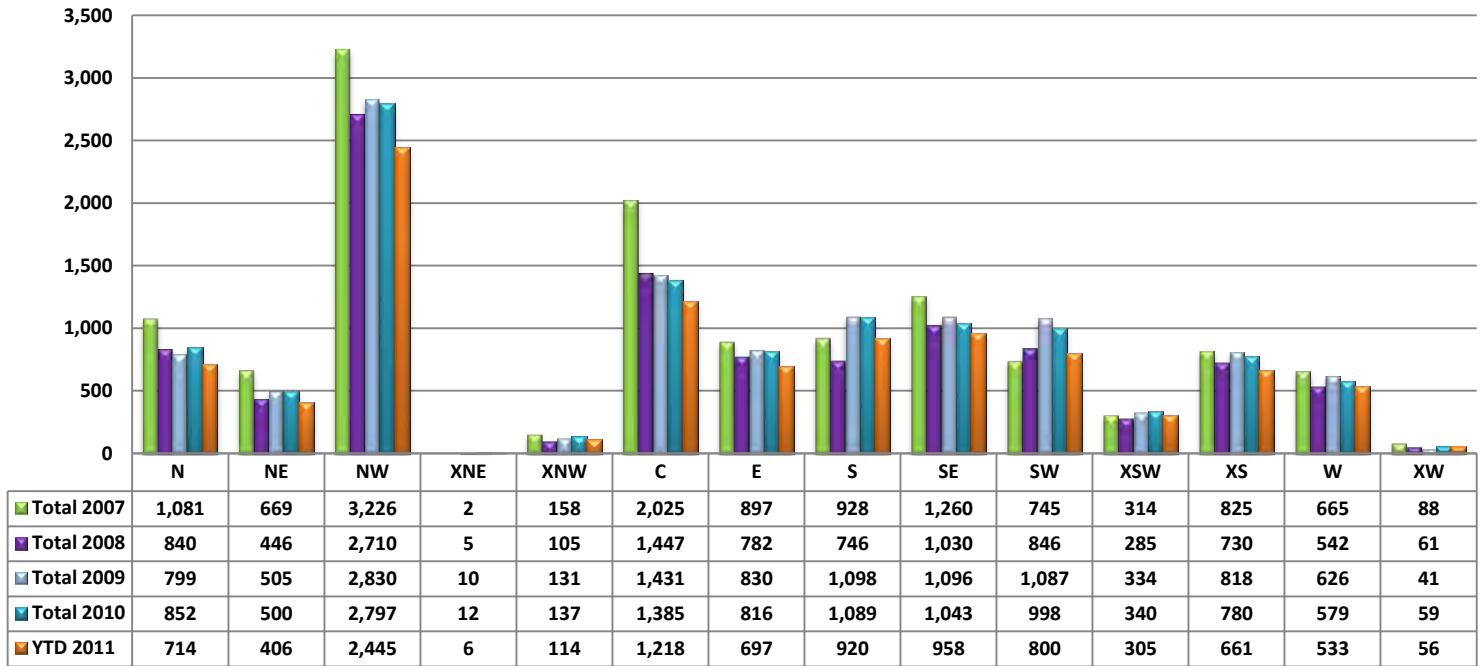


Median Sale Price - September 2011



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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

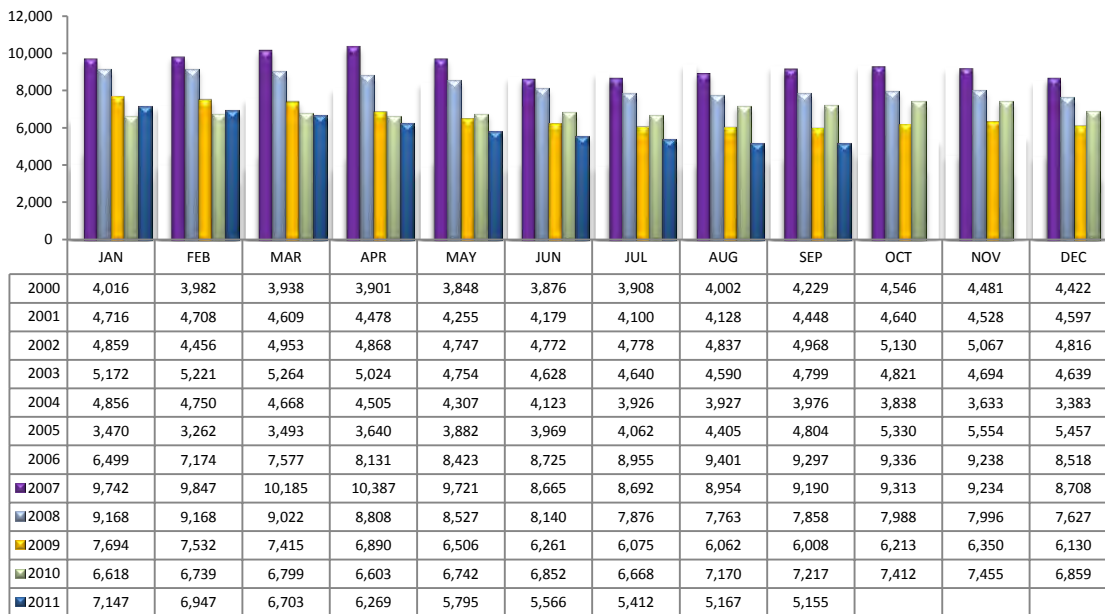
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$151,576	\$310,288	\$406,106	\$765,125	\$352,072
NE	\$123,200	\$209,228	\$301,360	\$260,250	\$232,113
NW	\$183,581	\$171,081	\$228,921	\$278,816	\$195,670
XNW	\$39,000	\$39,532	\$53,095	\$335,000	\$68,479
C	\$92,187	\$120,105	\$214,100	\$171,500	\$111,987
E	\$81,884	\$114,092	\$173,879	\$327,400	\$132,820
S	\$44,752	\$62,449	\$93,855	\$0	\$68,136
SE	\$90,795	\$118,617	\$167,044	\$209,875	\$136,527
SW	\$47,922	\$67,870	\$103,828	\$109,000	\$80,158
XSW	\$137,567	\$123,667	\$153,700	\$0	\$134,509
XS	\$87,760	\$129,769	\$177,828	\$206,833	\$141,738
W	\$65,730	\$122,535	\$208,050	\$278,250	\$132,220
XW	\$0	\$112,667	\$82,800	\$0	\$97,733
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	16	23	16	8	63
NE	5	18	13	2	38
NW	51	123	82	11	267
XNW	1	5	6	1	13
C	51	72	3	2	128
E	15	55	20	5	95
S	15	74	30	0	119
SE	8	59	37	4	108
SW	9	47	33	3	92
XSW	15	6	1	0	22
XS	11	24	19	3	57
W	14	28	12	2	56
XW	0	3	3	0	6
XNE	0	0	0	0	0

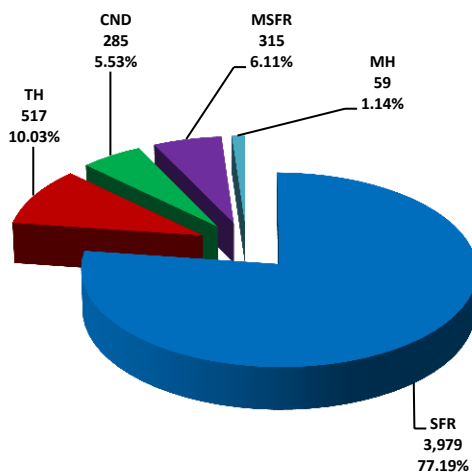
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Active Listings

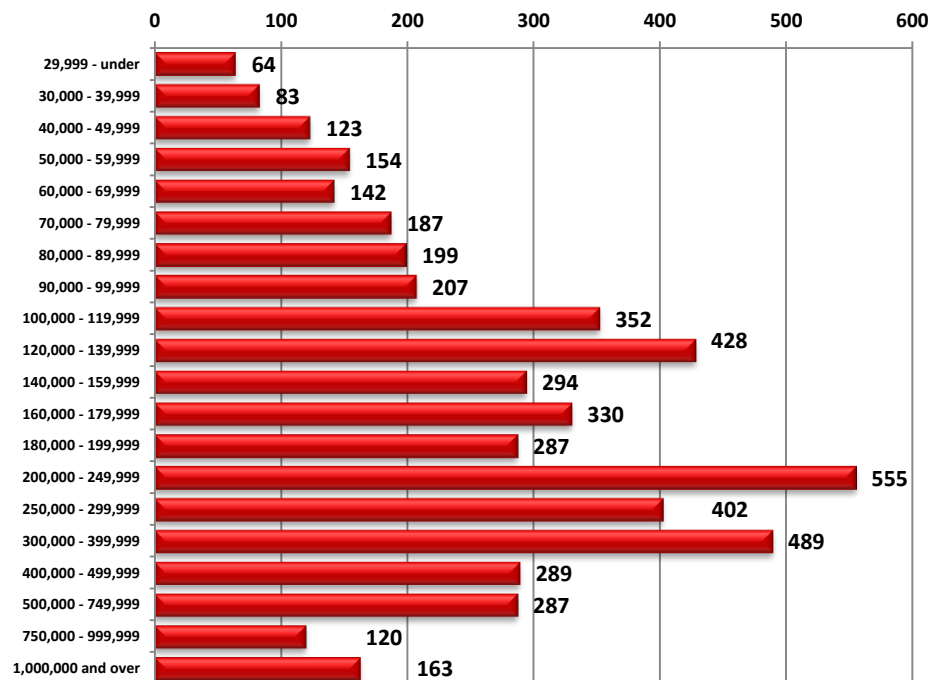


Area	# of Listings
N	538
NE	336
NW	1374
XNE	27
XNW	77
C	640
E	337
S	244
SE	408
SW	301
XSW	266
XS	329
W	245
XW	33

Active Listings Unit Breakdown

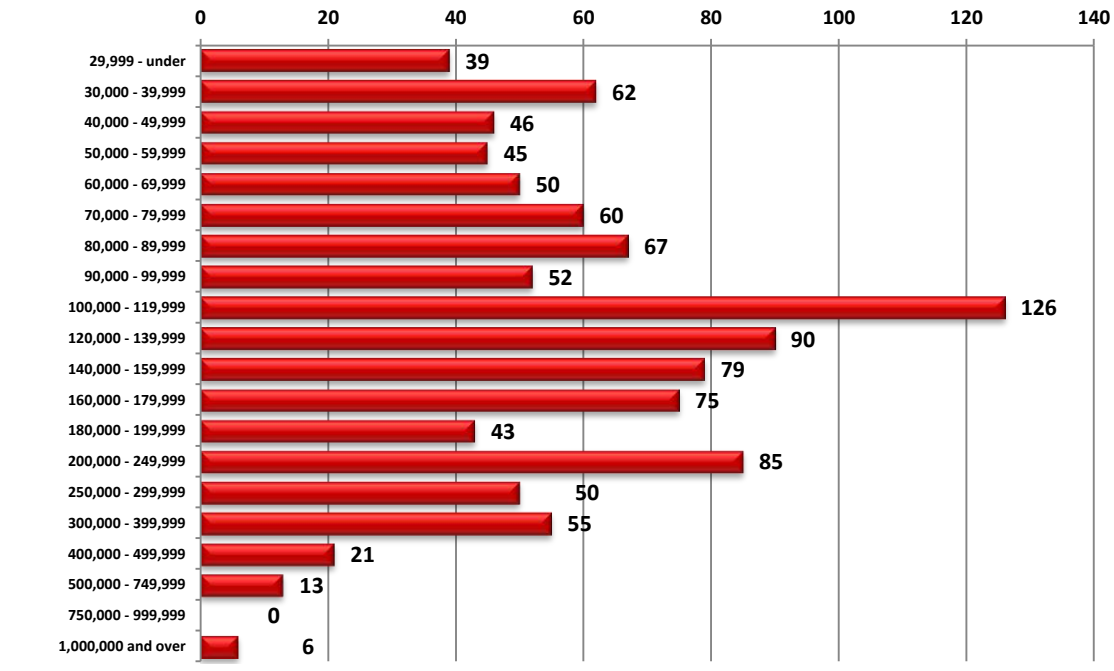


Active Listings Price Breakdown



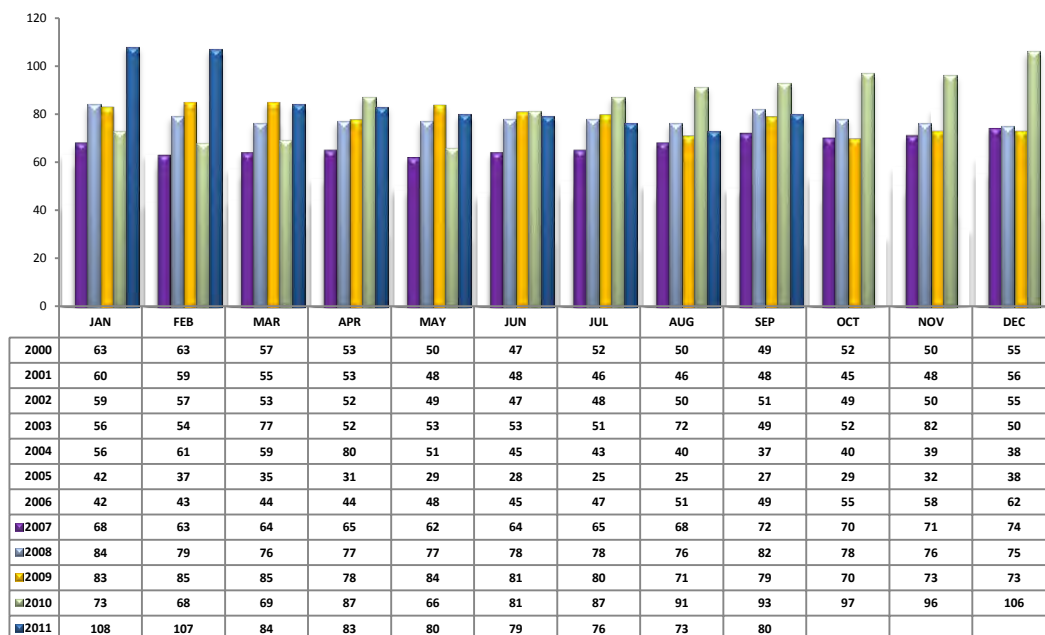
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Sold Price Breakdown



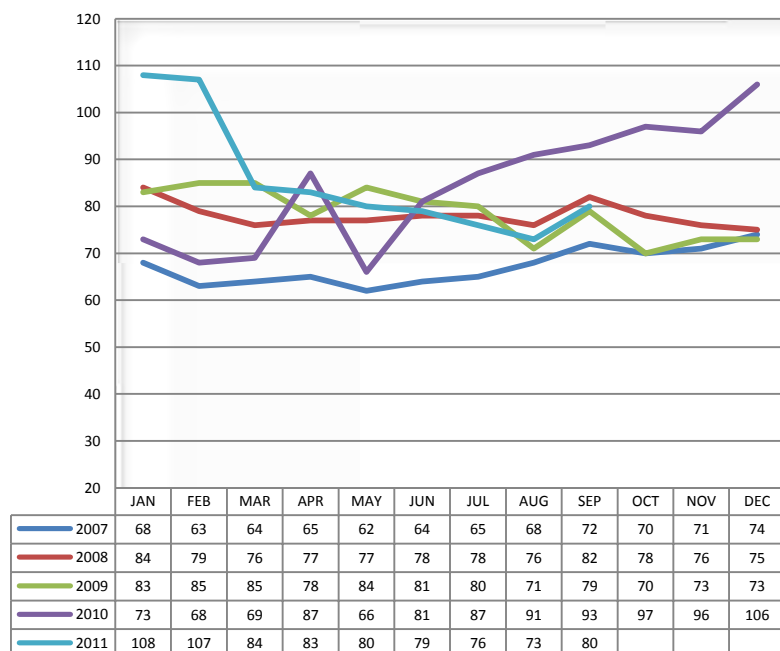
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Average Days on Market/Listing - September 2011

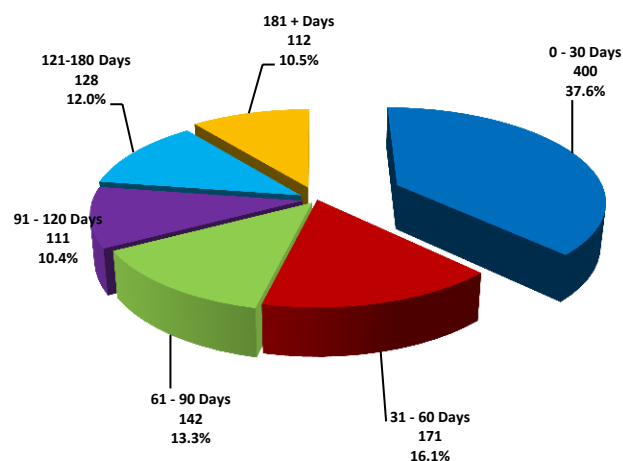


Area	Avg. DOM
N	109
NE	82
NW	81
XNE	120
XNW	120
C	73
E	81
S	66
SE	76
SW	70
XSW	92
XS	101
W	69
XW	149

Annual Comparison - Average Days on Market

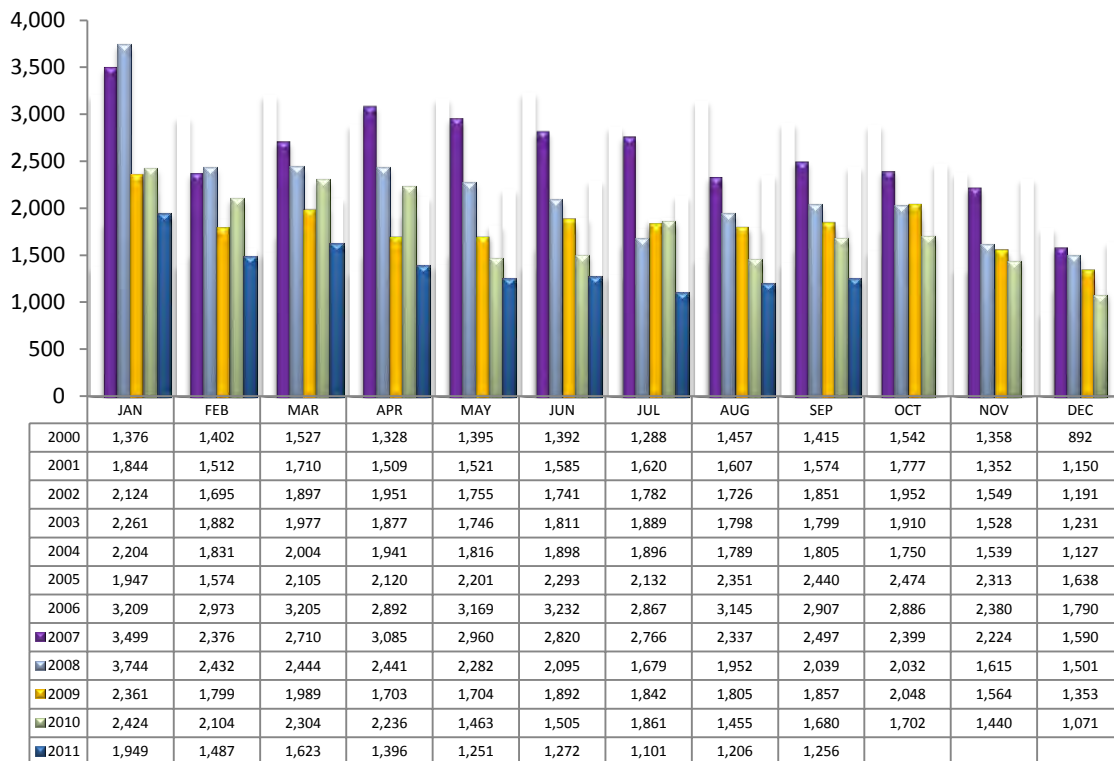


Average Days on Market/Listing Breakdown



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New Listings – September 2011



Area	# of Listings
N	121
NE	84
NW	327
XNE	3
XNW	18
C	148
E	91
S	89
SE	109
SW	77
XSW	50
XS	77
W	57
XW	5

*Includes properties that were re-listed

Misc. MLS Information – September 2011

Month	Expired	Cancelled	Temp Off Mkt.
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
Sept 2011	297	356	48

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