

**For Immediate
Release:**
February 8, 2013

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics January 2013

Below are some highlights from the January Residential Sales Statistics:

- January's Average Sales Price of \$182,378 is a 0.35% decrease from December's number \$183,011.
- The Median Sales Price in January of \$145,000 fell slightly from \$147,500 in December, but has increased 16% since last January.
- Average List Price decreased .12% in January and is up 15.17% from January 2012.
- Total Sales Volume dipped slightly in January, resulting in a 6.48% decrease since December.
- Total Under Contract rose significantly in January to 2,415 from 2,022 in December, which brought about a 19.44% increase.
- Total Unit Sales of 884 decreased by 6.16% from last month.
- Total Active Listings of 4,459 increased by .22% over December.
- New Listings increased 39.5% to 1,893, from December's number of 1,357.
- Average Days on Market increased to 57 in January, an increase of 2 days since last month.
- Percentage of cash sales was 36.7% in January compared to 33.1% in December.

Sue Cartun
2012-2013 TARMLS President



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

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January 2013 Recap by Month and Year - % of Change

Total Sales Volume

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$161,222,377	\$143,708,985	12.19%
December	\$172,396,621	\$155,173,463	11.10%
Month % Change	-6.48%	-7.39%	

Average Sales Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$182,378	\$157,059	16.12%
December	\$183,011	\$161,471	13.34%
Month % Change	-0.35%	-2.73%	

Average List Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$189,011	\$164,112	15.17%
December	\$189,229	\$171,015	10.65%
Month % Change	-0.12%	-4.04%	

Total Under Contract

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	2,415	2,398	0.71%
December	2,022	1,903	6.25%
Month % Change	19.44%	26.01%	

Total Unit Sales

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	884	915	-3.39%
December	942	961	-1.98%
Month % Change	-6.16%	-4.79%	

Median Sales Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$145,000	\$125,000	16.00%
December	\$147,500	\$120,000	22.92%
Month % Change	-1.69%	4.17%	

New Listings

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	1,893	1,195	58.41%
December	1,357	956	41.95%
Month % Change	39.50%	25.00%	

Active Listings

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	4,459	4,840	-7.87%
December	4,449	4,911	-9.41%
Month % Change	0.22%	-1.45%	

January 2013 - 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>
85145	14	1	7.14%	85645	5	0	0.00%	85714	13	3	23.08%	85743	145	40	27.59%
85321	2	0	0.00%	85648	1	0	0.00%	85715	94	23	24.47%	85745	132	37	28.03%
85601	5	0	0.00%	85653	76	23	30.26%	85716	94	22	23.40%	85746	60	28	46.67%
85602	2	1	0.00%	85658	167	20	11.98%	85718	236	31	13.14%	85747	83	30	36.14%
85611	3	0	0.00%	85701	25	5	20.00%	85719	92	22	23.91%	85748	57	23	40.35%
85614	328	28	8.54%	85704	123	30	24.39%	85730	94	41	43.62%	85749	127	15	11.81%
85616	0	0	0.00%	85705	71	18	25.35%	85735	67	5	7.46%	85750	245	38	15.51%
85619	20	0	0.00%	85706	59	26	44.07%	85736	41	0	0.00%	85755	211	29	13.74%
85622	100	4	4.00%	85710	175	59	33.71%	85737	186	25	13.44%	85756	59	23	38.98%
85623	1	1	100.00%	85711	113	24	21.24%	85739	277	29	10.47%	85757	34	13	38.24%
85629	140	29	20.71%	85712	106	30	28.30%	85741	72	27	37.50%				
85641	172	35	20.35%	85713	214	27	12.62%	85742	113	19	16.81%				

NOTE:

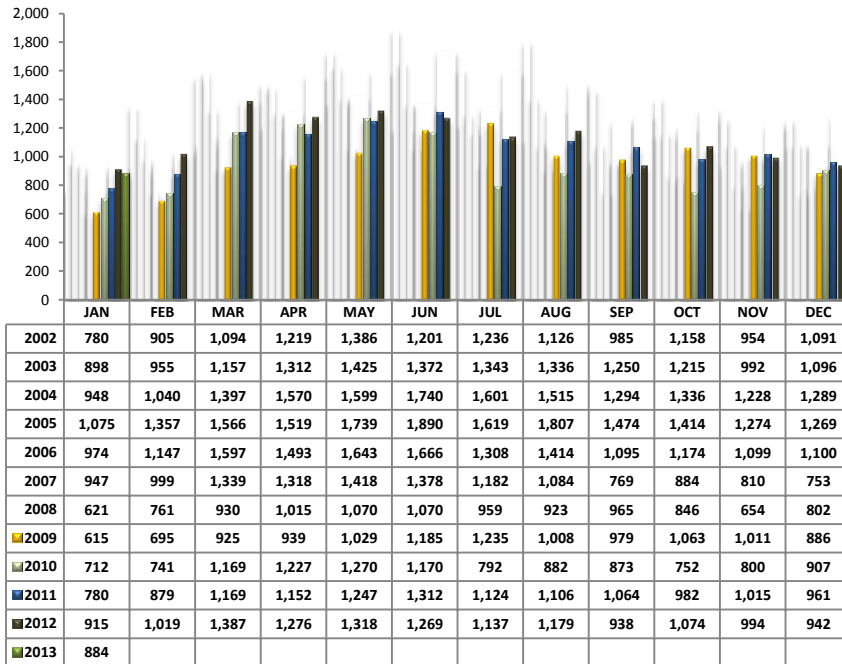
83554- 1 active listing, 85637- 3 active listings, 85734- 1 active listing

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	44	16	4	9	73	13	N	518	1 -30 Days	410
\$30,000 to \$39,999	66	26	15	14	121	20	NE	227	31-60 Days	191
\$40,000 to \$49,999	96	33	19	17	165	30	NW	1227	61 - 90 Days	128
\$50,000 to \$59,999	117	35	18	11	181	32	XNE	20	91-120 Days	54
\$60,000 to \$69,999	119	65	21	19	224	39	XNW	65	121 - 180 Days	49
\$70,000 to \$79,999	143	72	24	19	258	39	C	498	Over 180 Days	52
\$80,000 to \$89,999	136	74	27	24	261	43	E	235	Avg. Days on Market	
\$90,000 to \$99,999	128	81	36	12	257	35	S	154	57	
\$100,000 to \$119,999	265	153	71	47	536	69	SE	265	Avg. Sold Price	
\$120,000 to \$139,999	288	186	54	41	569	84	SW	276	\$182,378	
\$140,000 to \$159,999	282	145	49	38	514	92	XSW	342	Median Sale Price	
\$160,000 to \$179,999	293	133	20	38	484	75	XS	383	\$145,000	
\$180,000 to \$199,999	284	97	18	33	432	48	W	197	New Listings	
\$200,000 to \$249,999	518	142	25	44	729	89	XW	52	1,893	
\$250,000 to \$299,999	431	72	14	23	540	52	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	472	97	9	39	617	62	N	74	\$27,875,391	
\$400,000 to \$499,999	227	44	2	11	284	31	NE	40	\$8,514,800	
\$500,000 to \$749,999	266	39	0	8	313	19	NW	218	\$50,810,197	
\$750,000 to \$999,999	115	12	1	3	131	9	XNE	0	\$0	
\$1,000,000 and over	169	7	0	9	185	3	XNW	15	\$1,506,980	
							C	107	\$15,662,989	
							E	82	\$10,866,877	
							S	58	\$5,102,077	
							SE	84	\$13,079,019	
							SW	54	\$5,357,708	
							XSW	19	\$2,884,800	
							XS	67	\$11,023,109	
Totals	4,459	1,529	427	459	6,874	884	W	56	\$7,771,710	
							XW	10	\$766,720	
2013							2012		% Change	
YTD 2013							YTD 2012		% Change	
Total Volume							Total Volume		\$161,222,377	
Home Sales Volume	\$161,222,377	\$143,708,985	12.19%	\$161,222,377	\$143,708,985	12.19%				
Home Sales Units	884	915	-3.39%	884	915	-3.39%				
Average Sales Price (All Residential)	\$182,378	\$157,059	16.12%	\$182,378	\$157,059	16.12%				
Median Sales Price	\$145,000	\$125,000	16.00%	\$145,000	\$125,000	16.00%				
Average Days on Market:	57	80	-28.75%	57	80	-28.75%				
Average List Price for Sold:	\$189,011	\$164,112	15.17%	\$189,011	\$164,112	15.17%				
SP/LP %	96.49%	95.70%		96.49%	95.70%					
Total Under Contract	2,415	2,398	0.71%							
Active Listings	4,459	4,840	-7.87%							
New Listings	1,893	1,195	58.41%							
							Types of Financing		Totals	
							FHA		146	
							VA		82	
							Other		28	
							Cash		324	
							Convention		300	
							Cash/Loan		0	
							Carryback		4	

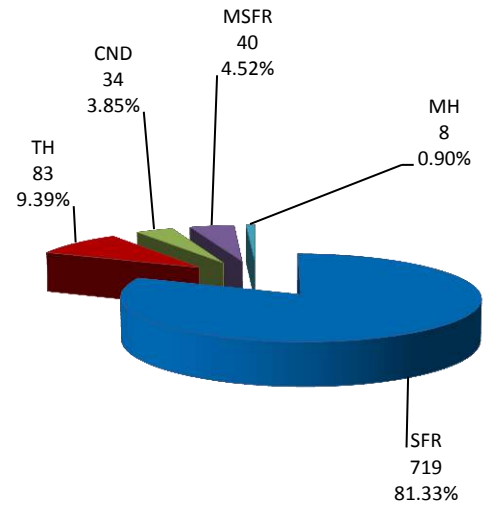
Types of Financing	Totals
FHA	146
VA	82
Other	28
Cash	324
Convention	300
Cash/Loan	0
Carryback	4

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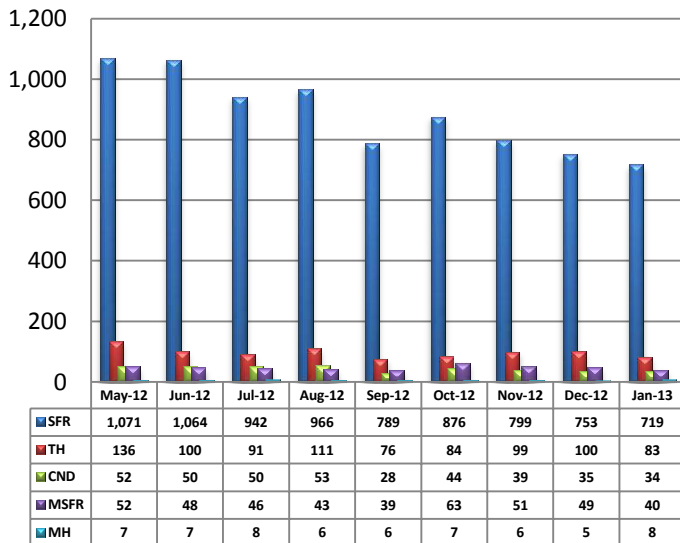
Total Unit Sales – January 2013



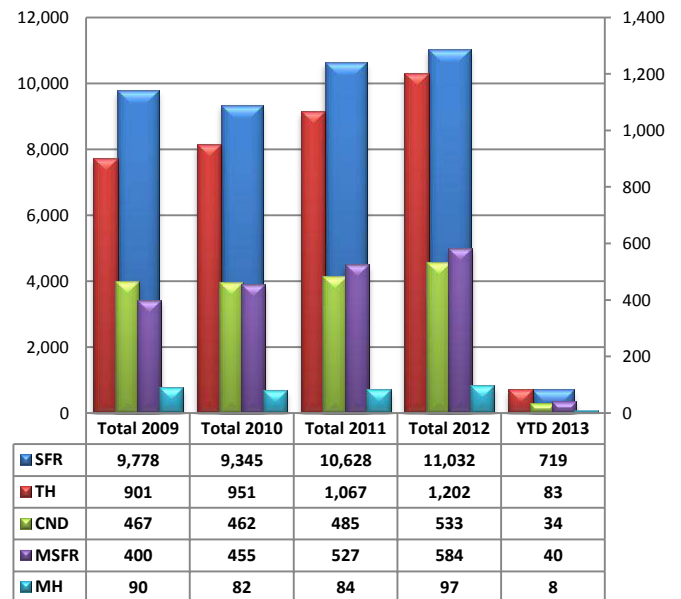
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

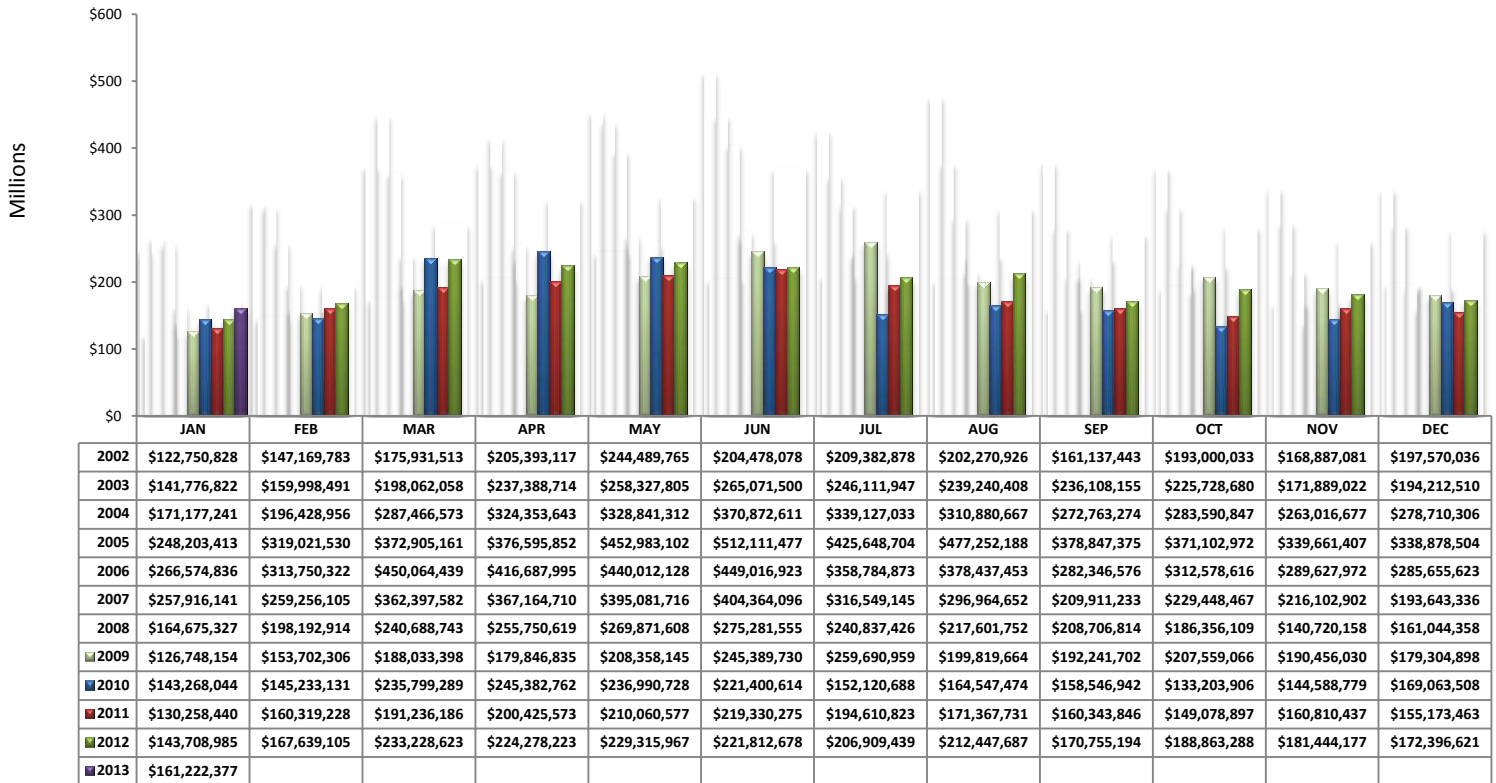


YTD Annual Comparison – Breakdown by Type

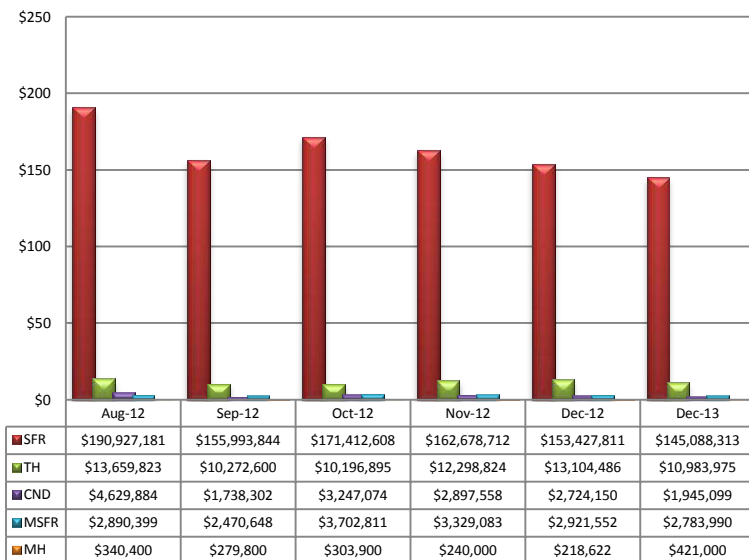


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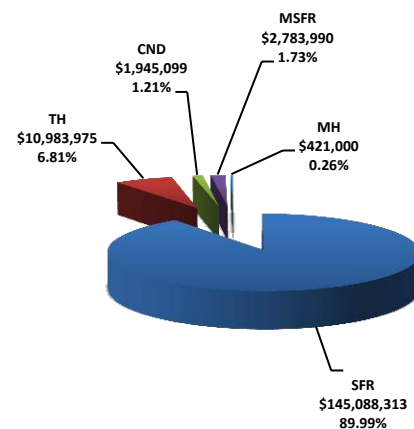
Total Sales Volume - January 2013



Total Sales Volume By Type - Monthly Comparison

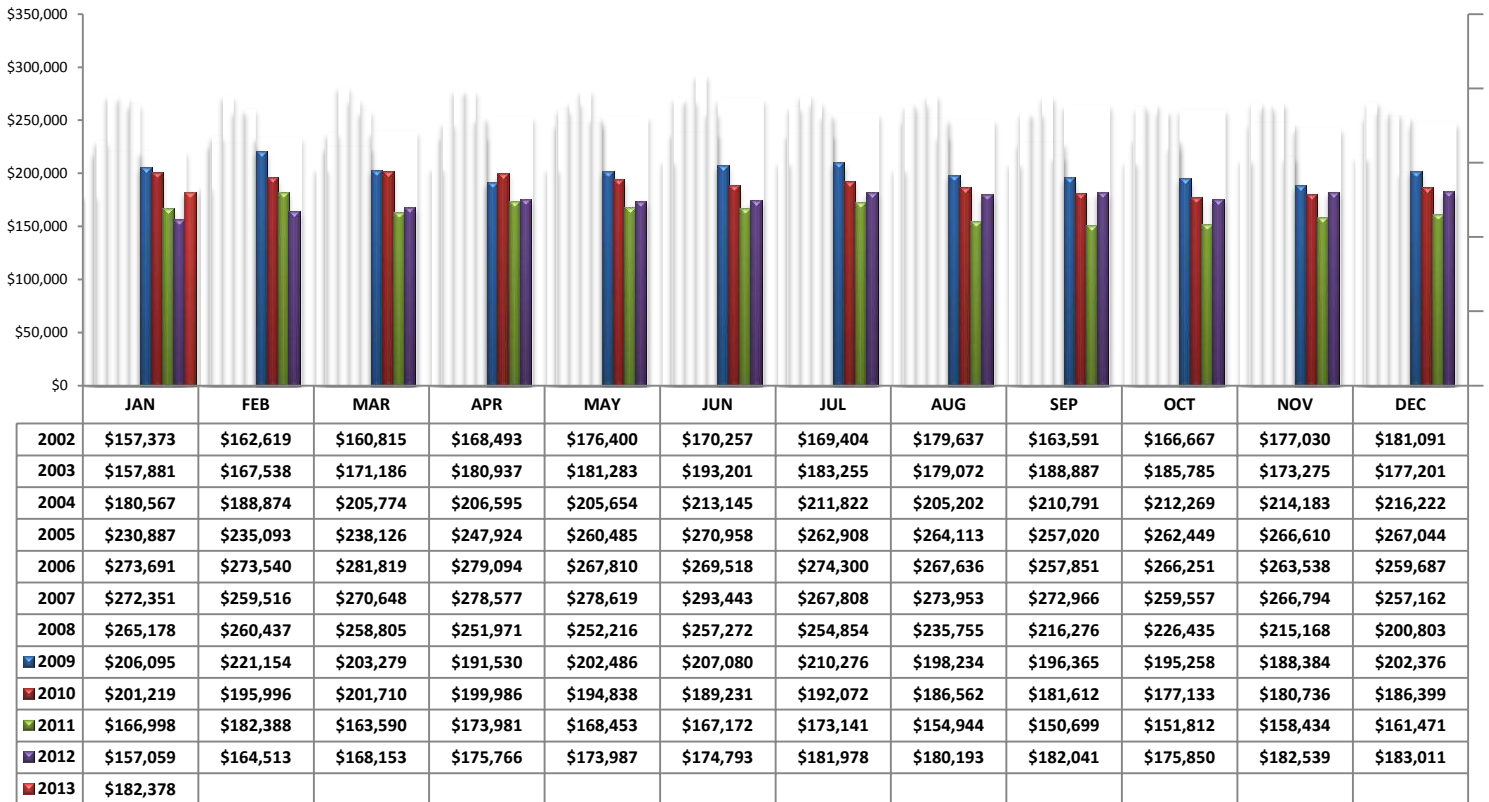


Monthly Volume by Type

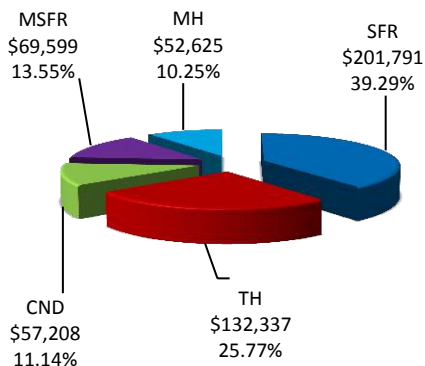


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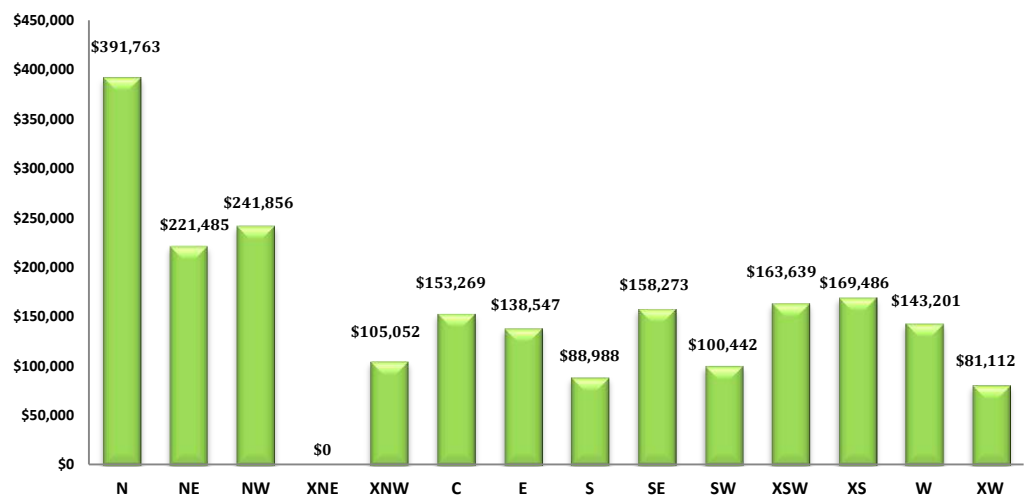
Average Sales Price – January 2013



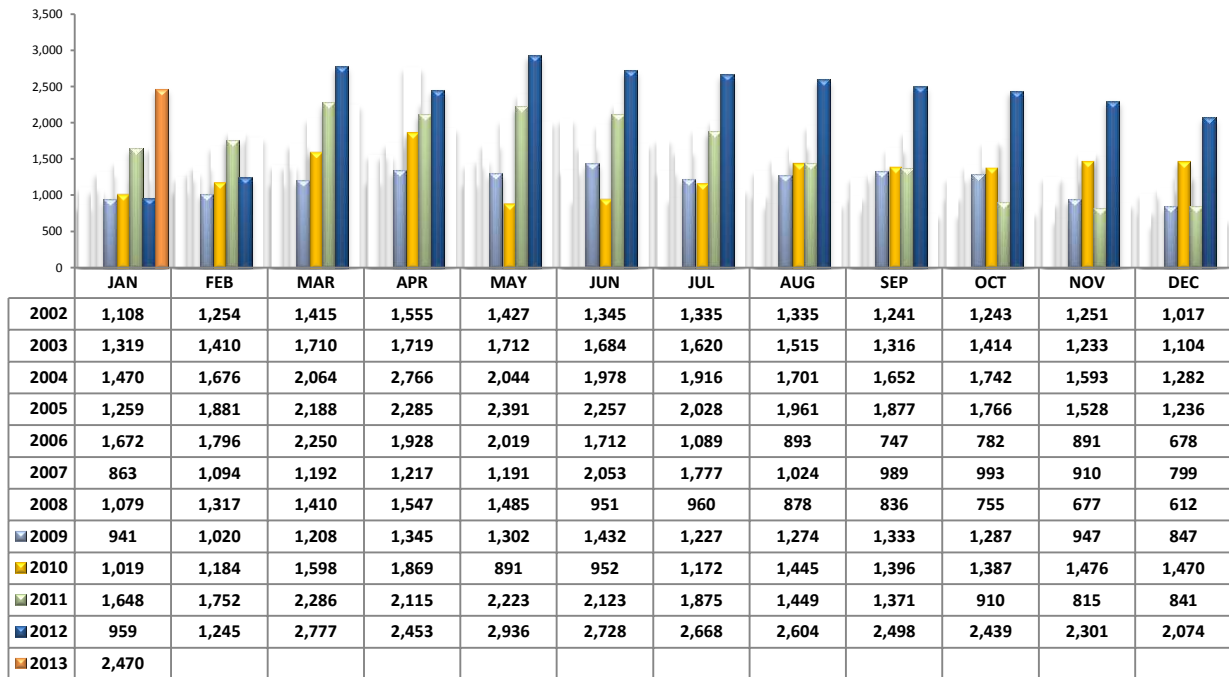
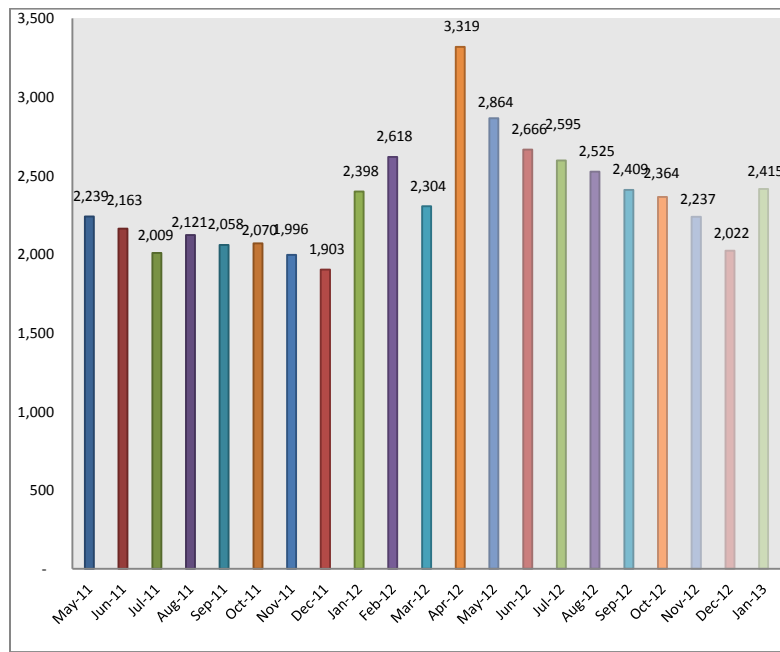
Average Sales Price by Type – January 2013



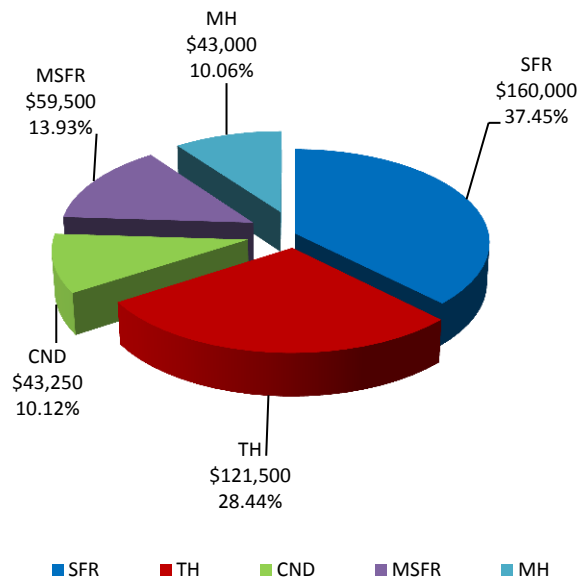
Average "Listing" Price per Area – January 2013



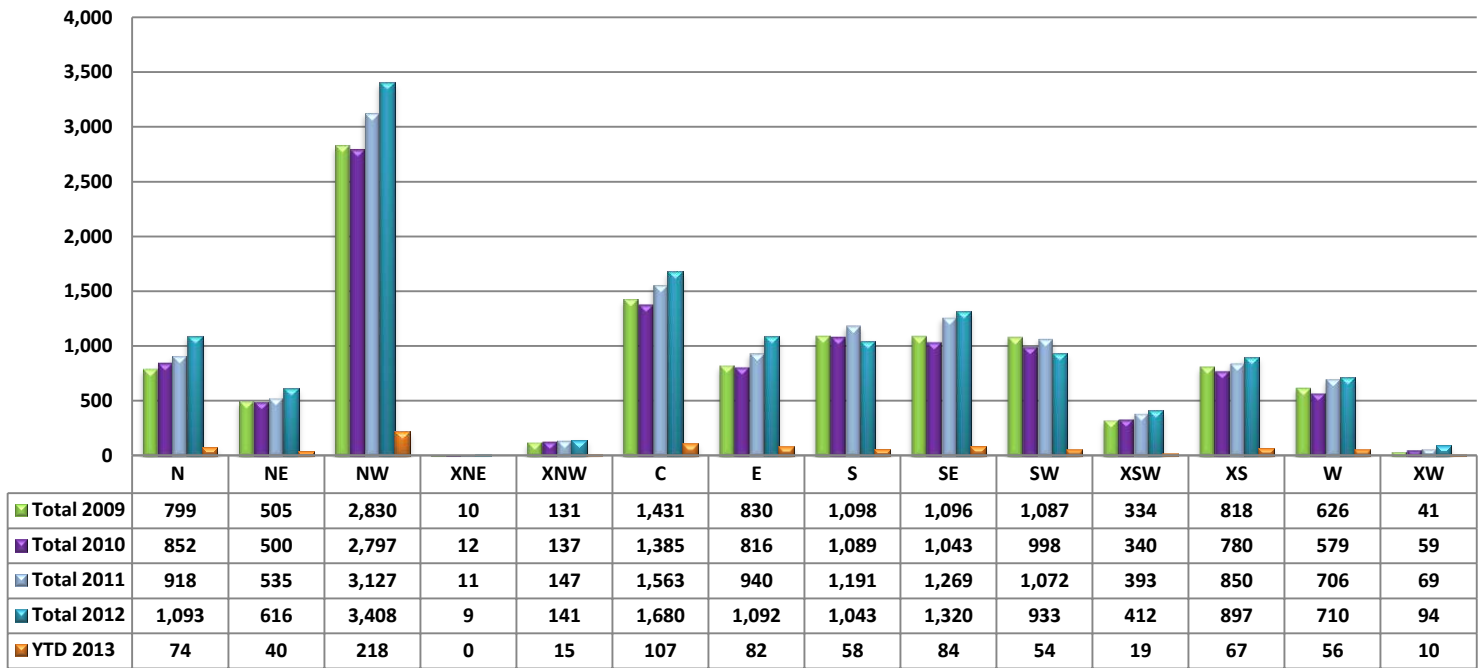
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Newly Under Contract During The Month**Total Listings Still Under Contract At The End of The Month**

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Median Sale Price – by Type**Median Sale Price – January 2013**

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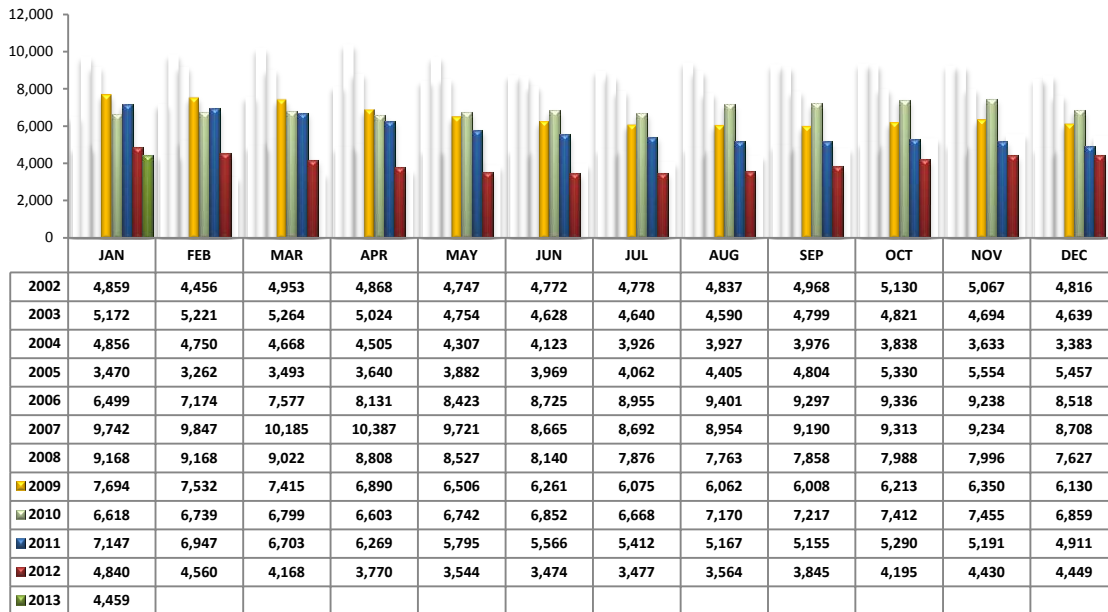
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$220,737	\$320,127	\$447,115	\$645,312	\$376,694
NE	\$121,661	\$218,276	\$257,187	\$582,500	\$212,870
NW	\$207,686	\$212,978	\$259,893	\$398,535	\$233,074
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$90,000	\$62,640	\$124,250	\$233,000	\$100,465
C	\$104,669	\$145,888	\$165,310	\$444,920	\$146,383
E	\$66,518	\$125,414	\$161,595	\$197,890	\$132,522
S	\$60,962	\$82,096	\$103,448	\$250,000	\$87,966
SE	\$79,520	\$145,182	\$185,696	\$224,500	\$155,702
SW	\$57,750	\$95,742	\$142,063	\$101,590	\$99,216
XSW	\$110,241	\$141,475	\$332,000	\$0	\$151,831
XS	\$145,864	\$153,040	\$177,988	\$195,889	\$164,524
W	\$91,828	\$133,457	\$234,844	\$310,000	\$138,780
XW	\$64,000	\$100,105	\$64,433	\$45,000	\$76,672

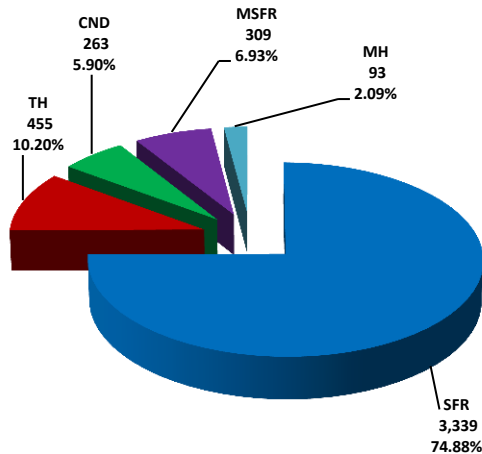
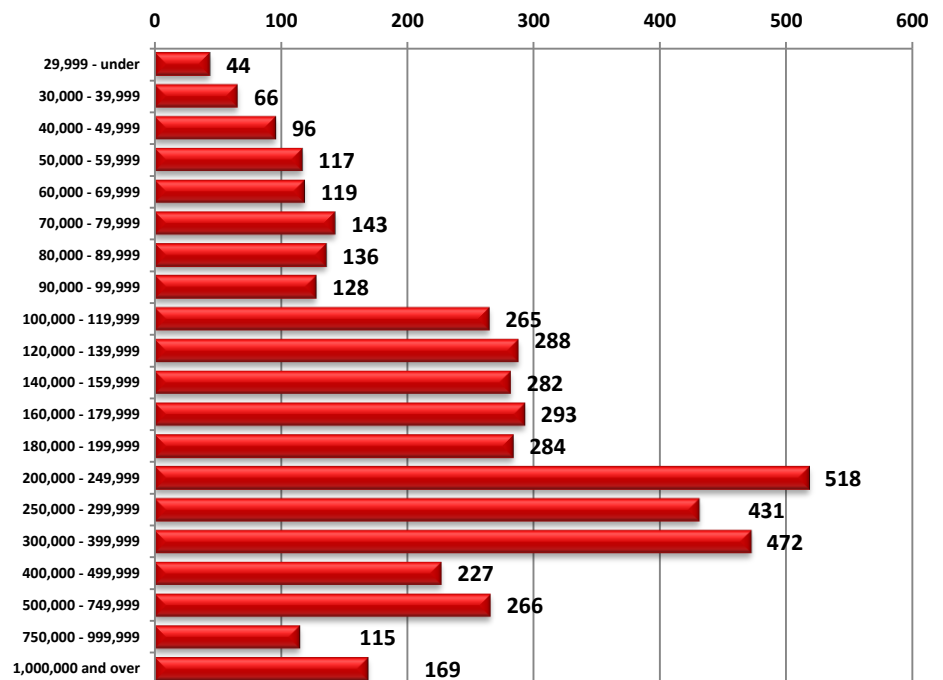
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	16	25	25	8	74
NE	13	17	8	2	40
NW	62	97	45	14	218
XNE	0	0	0	0	0
XNW	1	7	6	1	15
C	43	42	17	5	107
E	11	42	24	5	82
S	8	33	16	1	58
SE	5	51	26	2	84
SW	10	30	12	2	54
XSW	12	4	3	0	19
XS	19	16	26	6	67
W	19	27	9	1	56
XW	2	4	3	1	10

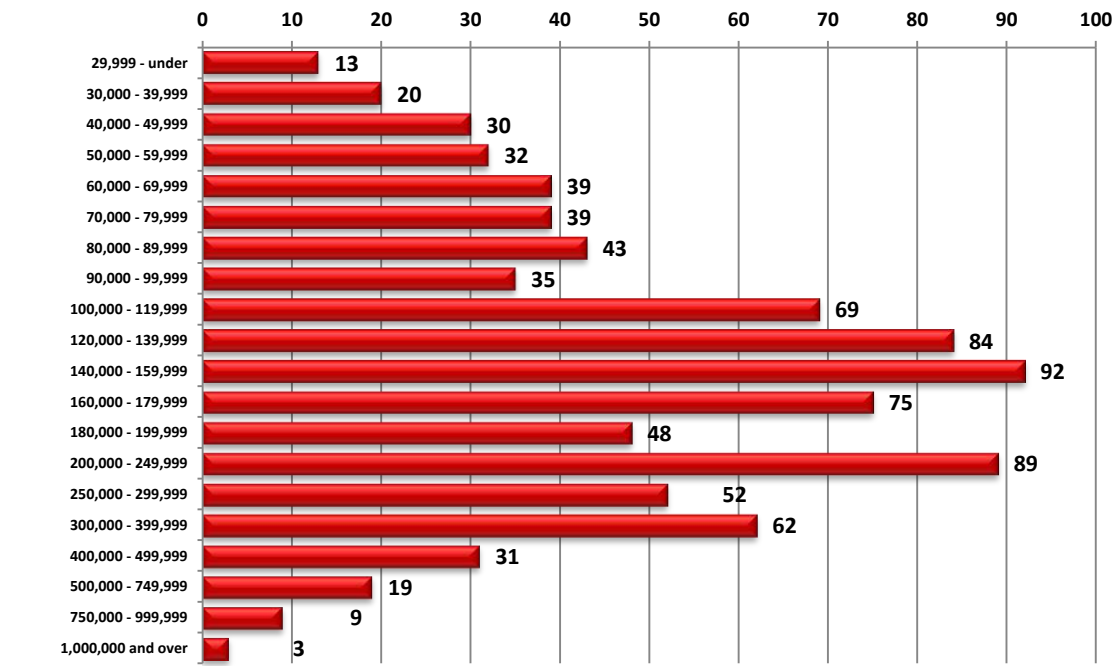
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Active Listings

Area	# of Listings
N	518
NE	227
NW	1227
XNE	20
XNW	65
C	498
E	235
S	154
SE	265
SW	276
XSW	342
XS	383
W	197
XW	52

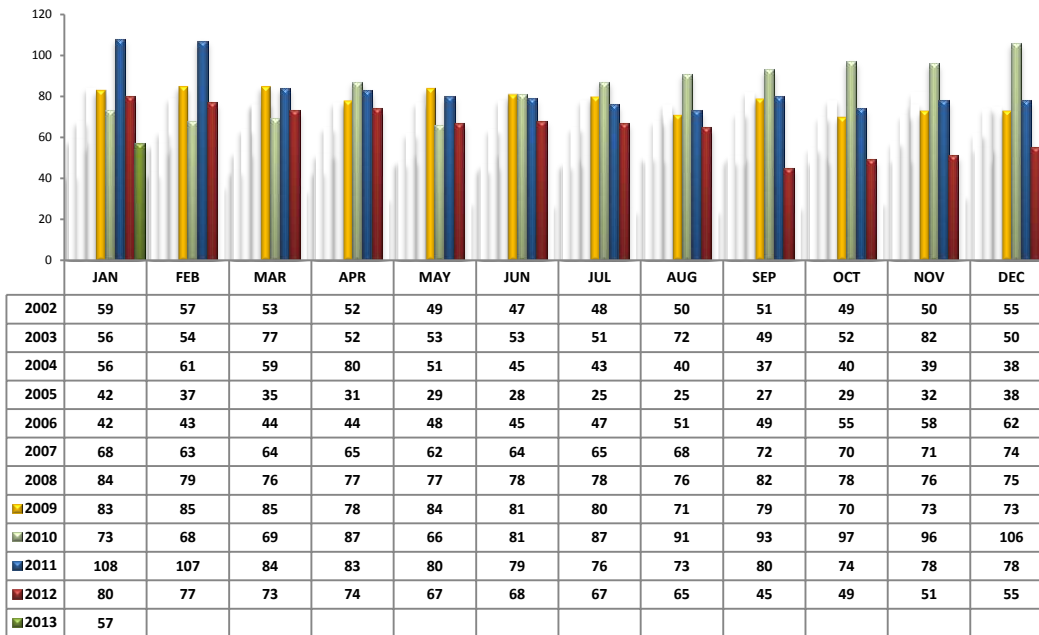
Active Listings Unit Breakdown**Active Listings Price Breakdown**

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Sold Price Breakdown

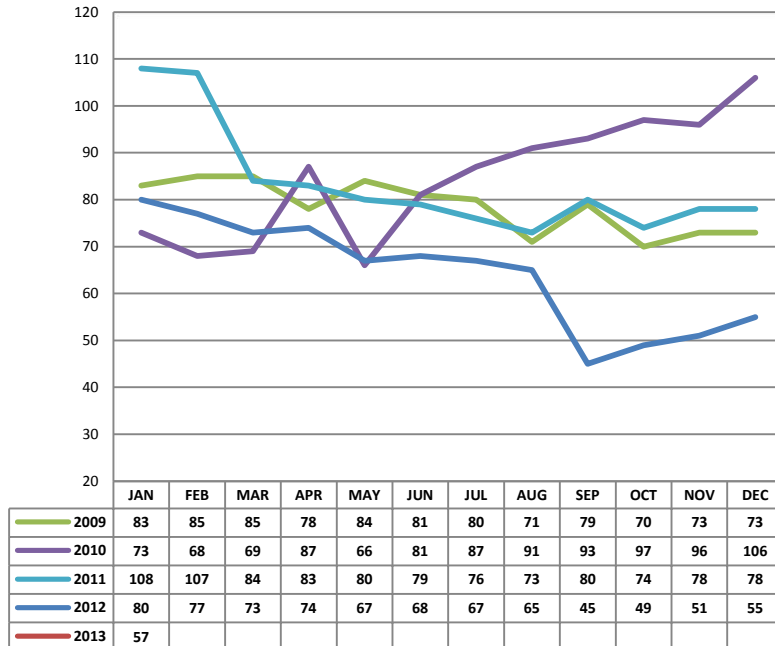
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Average Days on Market/Listing - January 2013

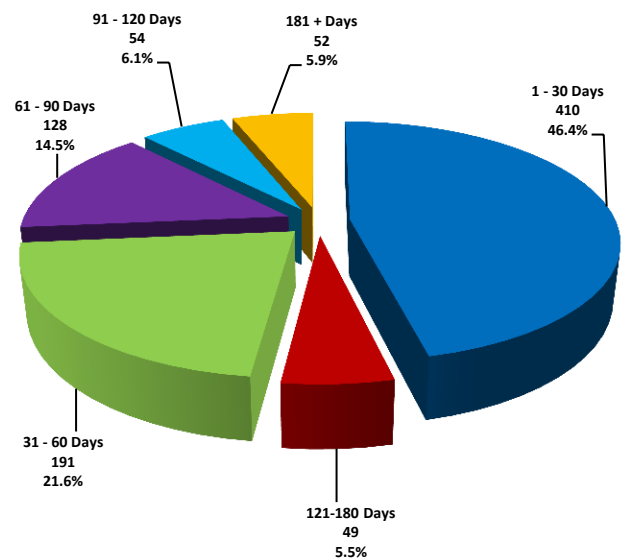


Area	Avg. DOM
N	67
NE	50
NW	61
XNE	0
XNW	86
C	50
E	65
S	29
SE	48
SW	57
XSW	119
XS	62
W	48
XW	31

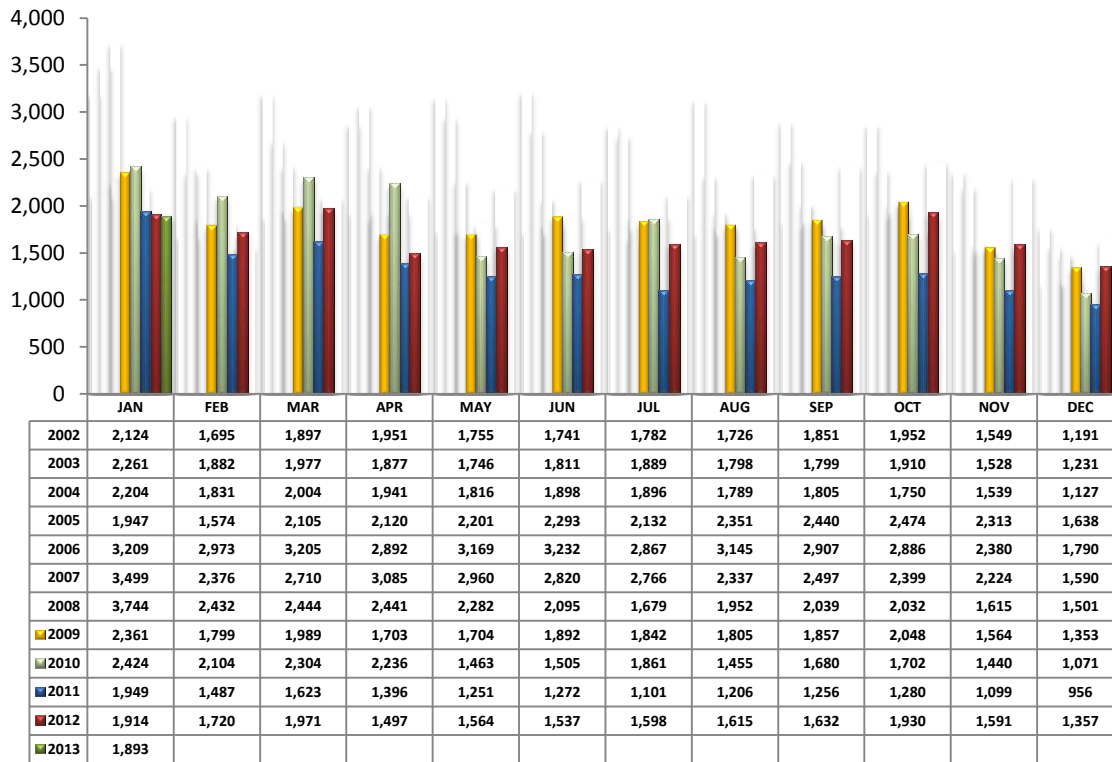
Annual Comparison - Average Days on Market



Average Days on Market/Listing Breakdown



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New Listings – January 2013

Area	# of Listings
N	239
NE	95
NW	492
XNE	2
XNW	18
C	217
E	141
S	100
SE	144
SW	110
XSW	90
XS	138
W	94
XW	13

*Includes properties that were re-listed

**Beginning January 2012, TAR/MLS implemented a change in the calculation of New Listings to include all new listings input to the MLS database. The changes are reflected above.

Misc. MLS Information

Month	Expired	Cancelled	Temp Off Mkt.
Apr 2012	182	349	47
May 2012	223	334	65
June 2012	203	287	56
July 2012	165	248	54
Aug 2012	152	330	68
Sept 2012	145	302	50
Oct 2012	120	325	57
Nov 2012	101	264	42
Dec 2012	286	274	0
Jan 2013	150	372	73

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