

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

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics July 2013**

Below are some highlights from the July Residential Sales Statistics:

- Total Sales Volume of \$249,372,650, has decreased 9.23% from June's number of \$274,731,163 but is an increase of 20.52% since July 2012.
- The Average Sales Price for July of \$197,444 is a 0.54% increase from June's \$196,376.
- Average List Price for July, \$203,333, is an increase of 0.39% from June's \$202,547, and an increase of 7.96% from July 2012's Average List Price of \$188,333.
- Total Under Contract, 2,226, is down this month, resulting in a 4.95% decrease from 2,342 in June.
- Total Unit Sales decreased this month to 1,263 from June's number of 1,399.
- The Median Sales Price of \$159,900 for July is a 0.06% decrease from June's \$160,000.
- New Listings decreased 1.54% from 1,748 in June to 1,721 in July.
- Total Active Listings for July are 3,933, which is a decrease of 0.51% from June's 3,953.
- Average Days on Market decreased to 50 for July from 53 in June.
- Conventional loan sales accounted for 40% of the sales, continuing to exceed Cash sales of 29%.

Sue Cartun  
2012-2013 TARMLS President



**Lifestyle Opportunities:**  
**No matter what area or type of home  
you are interested in, you have a  
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**Financial:**  
**Multiple financing opportunities are  
available**  
**Talk to a REALTOR®!**  
**With the complexity of a real estate  
transaction, you need a REALTOR®.**



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## July 2013 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
July	\$249,372,650	\$206,909,439	20.52%
June	\$274,731,163	\$221,812,678	23.86%
Month % Change	-9.23%	-6.72%	

### Average Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
July	\$197,444	\$181,978	8.50%
June	\$196,376	\$174,793	12.35%
Month % Change	0.54%	4.11%	

### Average List Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
July	\$203,333	\$188,333	7.96%
June	\$202,547	\$180,851	12.00%
Month % Change	0.39%	4.14%	

### Total Under Contract

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
July	2,226	2,595	-14.22%
June	2,342	2,666	-12.15%
Month % Change	-4.95%	-2.66%	

### Total Unit Sales

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
July	1,263	1,137	11.08%
June	1,399	1,269	10.24%
Month % Change	-9.72%	-10.40%	

### Median Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
July	\$159,900	\$140,000	14.21%
June	\$160,000	\$140,000	14.29%
Month % Change	-0.06%	0.00%	

### New Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
July	1,721	1,598	7.70%
June	1,748	1,537	13.73%
Month % Change	-1.54%	3.97%	

### Active Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
July	3,933	3,477	13.11%
June	3,953	3,474	13.79%
Month % Change	-0.51%	0.09%	

## July 2013 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%
85145	8	6	75.00%	85645	2	1	50.00%	85714	16	4	25.00%	85742	114	55	48.25%
85321	1	0	0.00%	85648	2	0	0.00%	85715	84	36	42.86%	85743	160	62	38.75%
85601	3	0	0.00%	85653	72	24	33.33%	85716	118	33	27.97%	85745	130	43	33.08%
85602	8	0	0.00%	85658	153	20	13.07%	85718	200	53	26.50%	85746	49	34	69.39%
85611	1	0	0.00%	85701	22	8	36.36%	85719	87	33	37.93%	85747	66	40	60.61%
85614	222	32	14.41%	85704	120	51	42.50%	85730	95	52	54.74%	85748	61	29	47.54%
85616	0	0	0.00%	85705	63	28	44.44%	85734	0	0	0.00%	85749	130	13	10.00%
85619	26	3	11.54%	85706	50	35	70.00%	85735	61	11	18.03%	85750	219	69	31.51%
85622	59	5	8.47%	85710	154	61	39.61%	85736	44	4	9.09%	85755	139	31	22.30%
85623	7	1	14.29%	85711	104	43	41.35%	85737	173	34	19.65%	85756	36	38	105.56%
85629	133	43	32.33%	85712	73	34	46.58%	85739	200	32	16.00%	85757	66	36	54.55%
85641	147	66	44.90%	85713	173	32	18.50%	85741	80	28	35.00%				

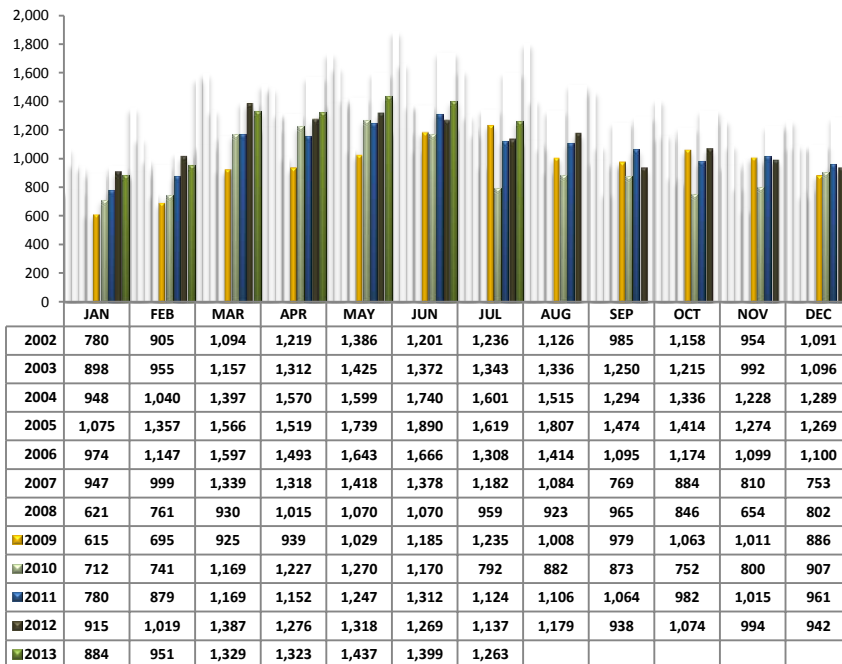
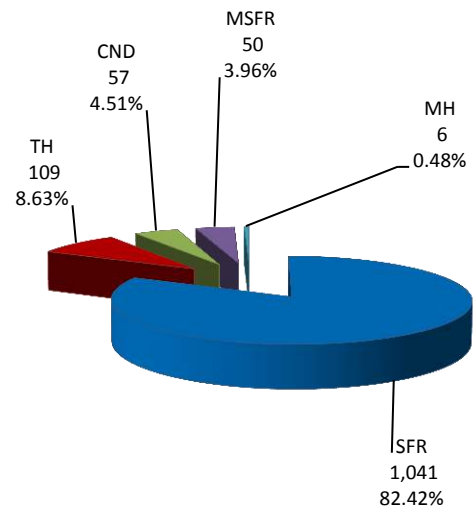
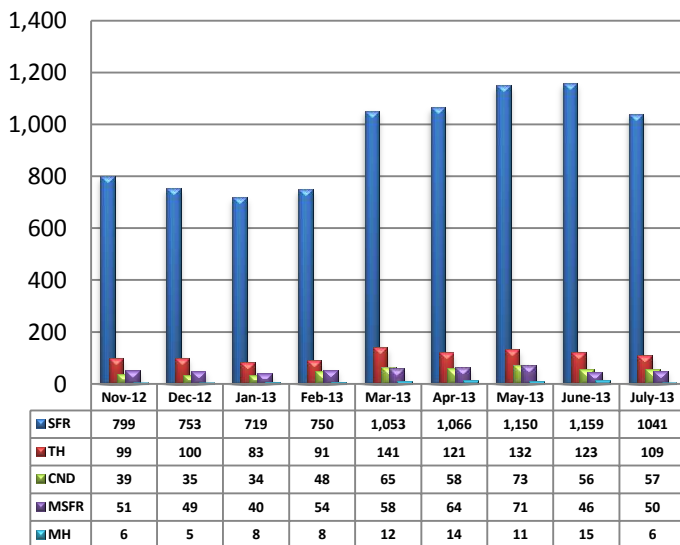
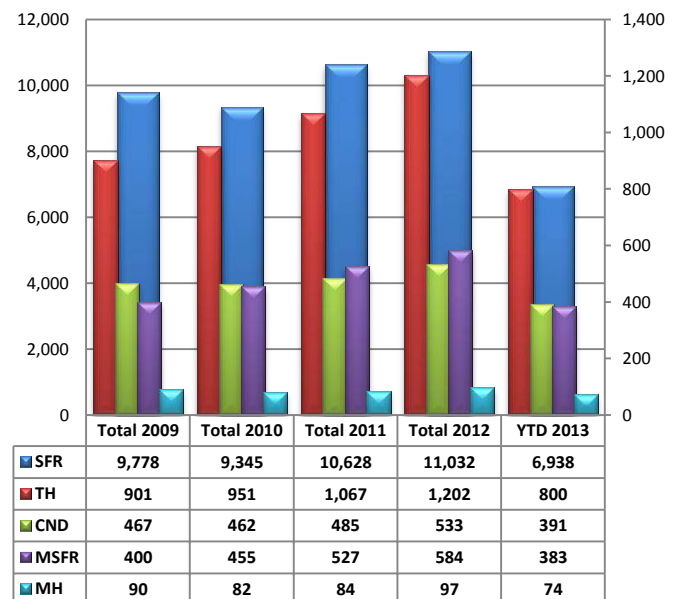
NOTE:

85654- 1 active listing, 85717- 1 active listing

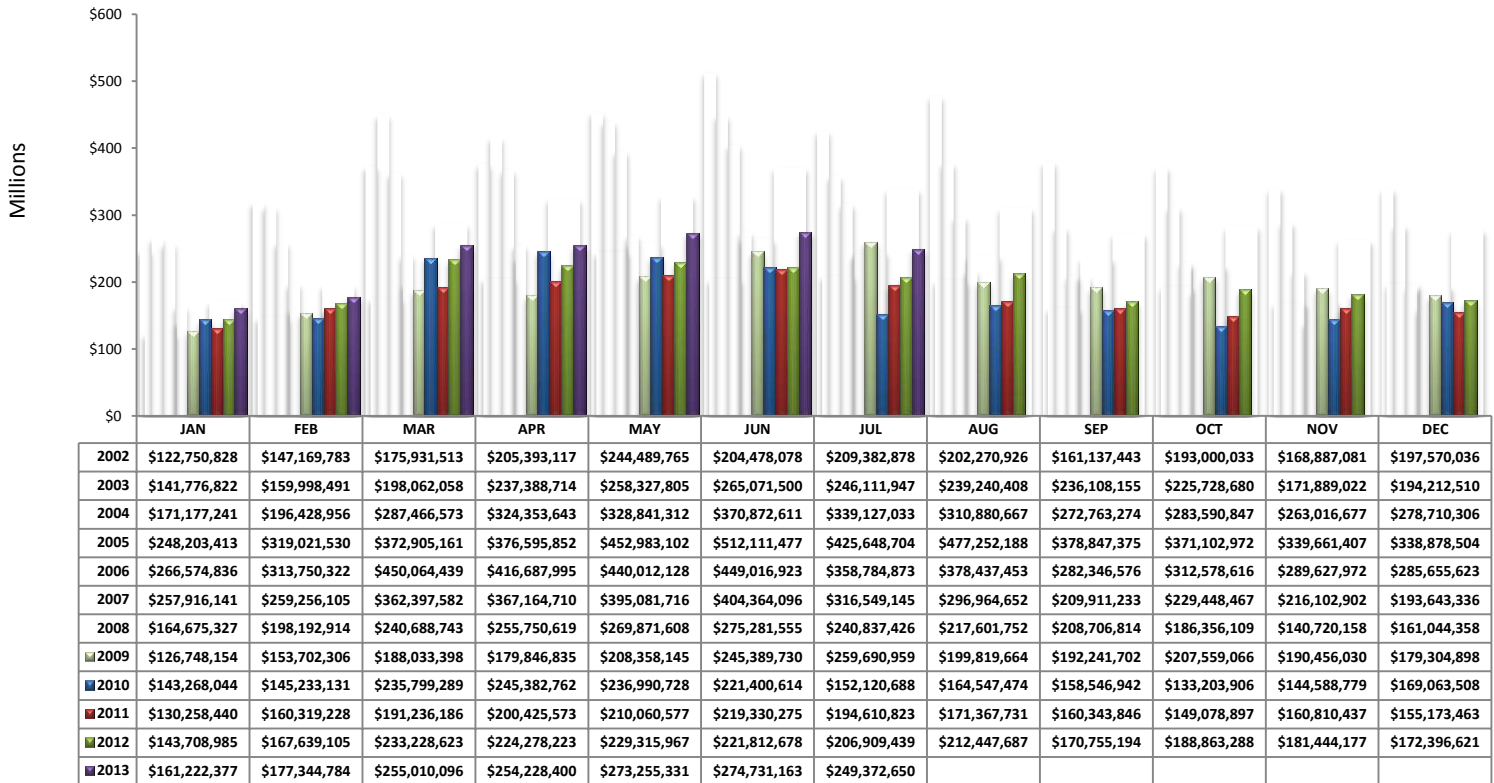
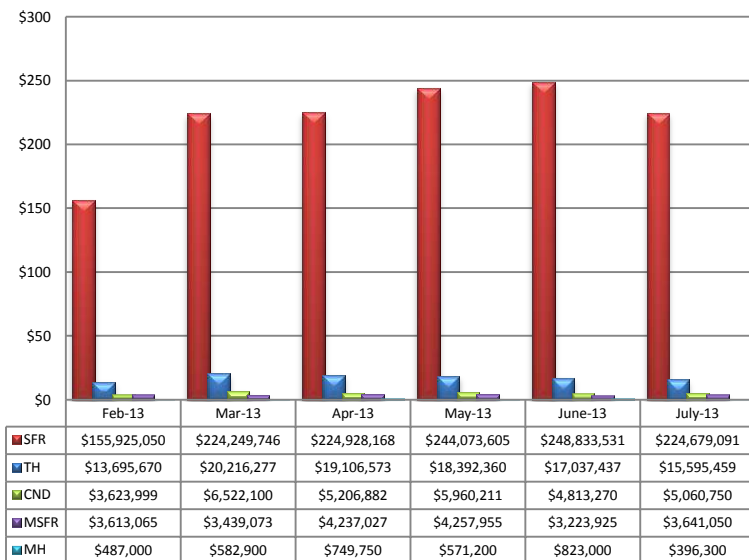
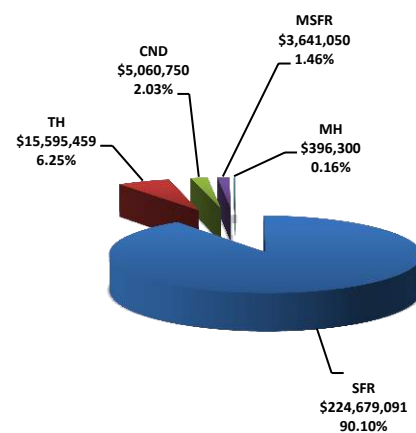
Residential Listing Statistics							Active Listings		Days on Market of Units Sold	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area		
Under \$29,999	44	8	6	6	64	21	N	447	1 -30 Days	699
\$30,000 to \$39,999	57	17	16	15	105	18	NE	227	31-60 Days	227
\$40,000 to \$49,999	87	22	11	19	139	26	NW	1072	61 - 90 Days	120
\$50,000 to \$59,999	99	26	12	9	146	30	XNE	29	91-120 Days	78
\$60,000 to \$69,999	83	49	20	9	161	35	XNW	59	121 - 180 Days	76
\$70,000 to \$79,999	85	54	26	17	182	27	C	477	Over 180 Days	63
\$80,000 to \$89,999	76	62	21	11	170	46	E	218	Avg. Days on Market 50	
\$90,000 to \$99,999	97	69	18	21	205	42	S	135		
\$100,000 to \$119,999	217	131	43	34	425	112	SE	239	Avg. Sold Price \$197,444	
\$120,000 to \$139,999	256	168	58	34	516	136	SW	244		
\$140,000 to \$159,999	220	158	41	33	452	140	XSW	253	Median Sale Price \$159,900	
\$160,000 to \$179,999	272	130	26	37	465	106	XS	295		
\$180,000 to \$199,999	234	71	14	27	346	97	W	195	New Listings 1,721	
\$200,000 to \$249,999	494	167	24	68	753	150	XW	43		
\$250,000 to \$299,999	400	113	15	33	561	90	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	460	99	7	35	601	90	N	135	\$54,940,087	
\$400,000 to \$499,999	242	36	4	13	295	48	NE	48	\$11,796,096	
\$500,000 to \$749,999	257	33	2	7	299	32	NW	301	\$65,596,447	
\$750,000 to \$999,999	110	8	4	5	127	14	XNE	3	\$585,000	
\$1,000,000 and over	143	2	0	2	147	3	XNW	22	\$2,829,257	
							C	175	\$26,097,995	
							E	90	\$14,939,681	
							S	81	\$8,104,900	
							SE	133	\$22,046,930	
							SW	87	\$11,097,652	
							XSW	28	\$2,898,500	
							XS	88	\$18,274,638	
							W	64	\$9,420,467	
							XW	8	\$745,000	
<b>Totals</b>	<b>3,933</b>	<b>1,423</b>	<b>368</b>	<b>435</b>	<b>6,159</b>	<b>1,263</b>				
	<b>July-13</b>	<b>July-12</b>	<b>% Change</b>	<b>YTD 2013</b>	<b>YTD 2012</b>	<b>% Change</b>	<b>Total Volume</b>		\$249,372,650	
<b>Home Sales Volume</b>	\$249,372,650	\$206,909,439	20.52%	\$1,645,164,801	\$1,426,893,020	15.30%				
<b>Home Sales Units</b>	1,263	1,137	11.08%	8,586	8,321	3.18%				
<b>Average Sales Price (All Residential)</b>	\$197,444	\$181,978	8.50%	\$195,356	\$177,701	9.94%				
<b>Median Sales Price</b>	\$159,900	\$140,000	14.21%	\$158,608	\$138,935	14.16%				
<b>Average Days on Market:</b>	50	67	-25.37%	53	69	-23.19%				
<b>Average List Price for Sold:</b>	\$203,333	\$188,333	7.96%	\$201,437	\$184,153	9.39%				
<b>SP/LP %</b>	97.10%	96.63%		96.98%	96.50%					
<b>Total Under Contract</b>	2,226	2,595	-14.22%							
<b>Active Listings</b>	3,933	3,477	13.11%							
<b>New Listings</b>	1,721	1,598	7.70%							

Types of Financing	Totals
FHA	235
VA	114
Other	39
Cash	367
Convention	501
Cash/Loan	0
Carryback	7

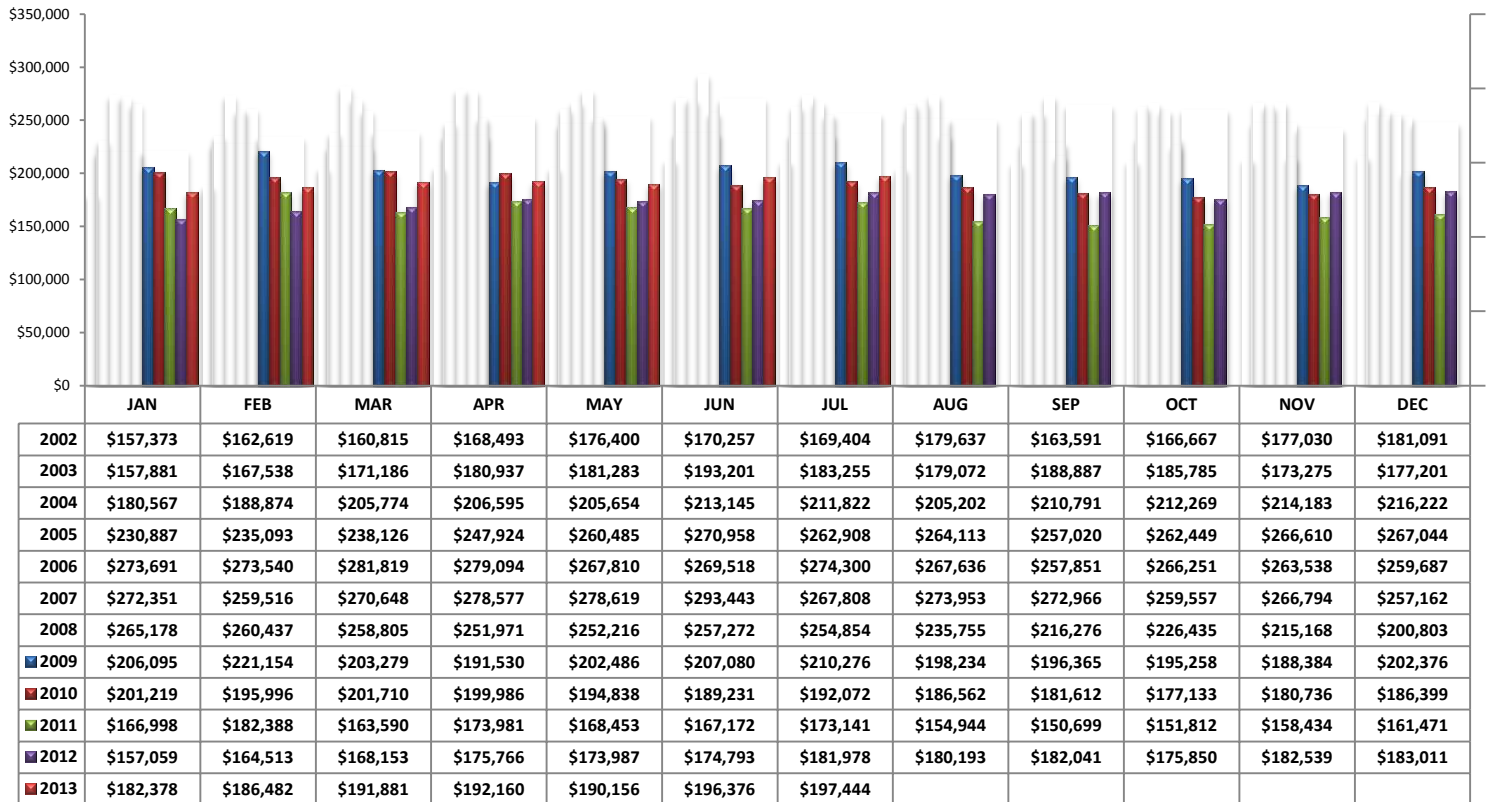
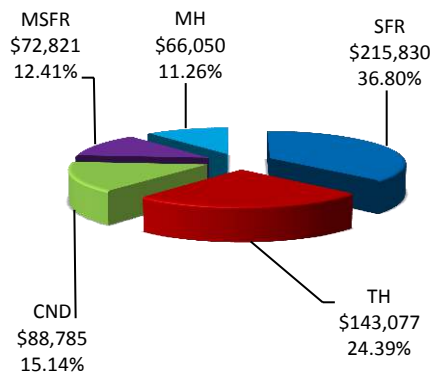
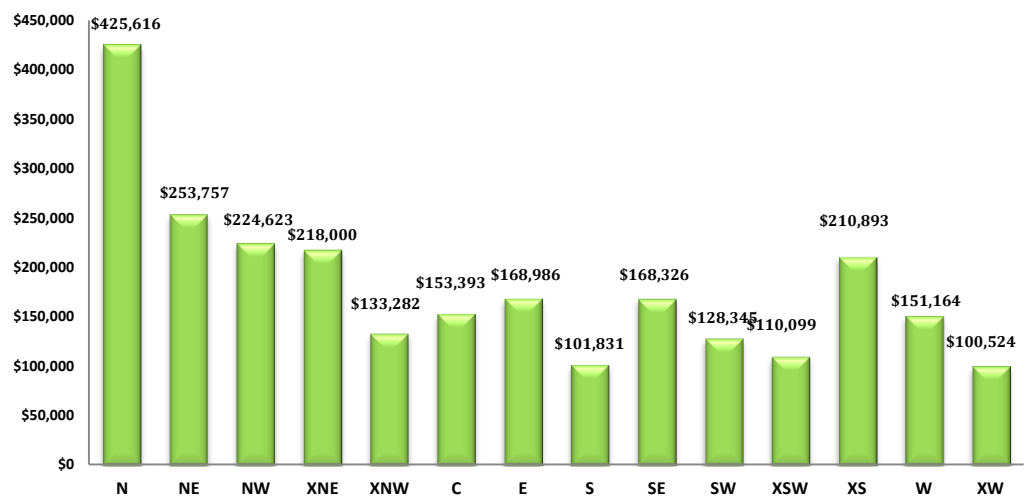
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**Total Unit Sales – July2013****Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

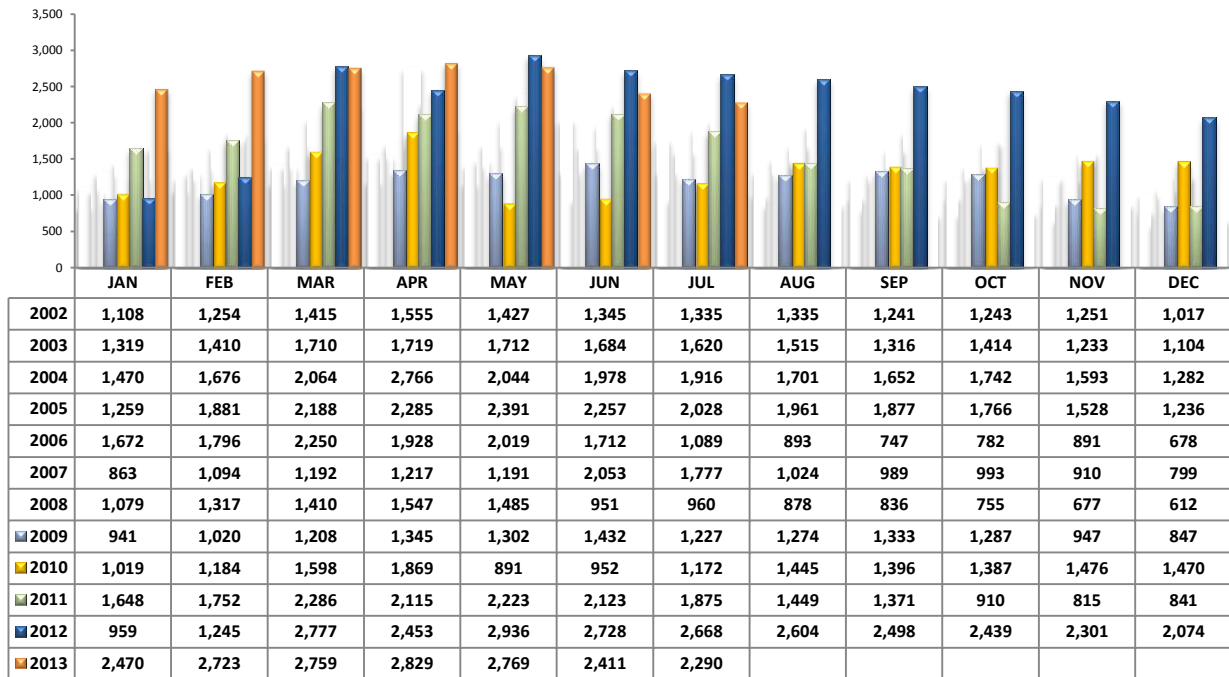
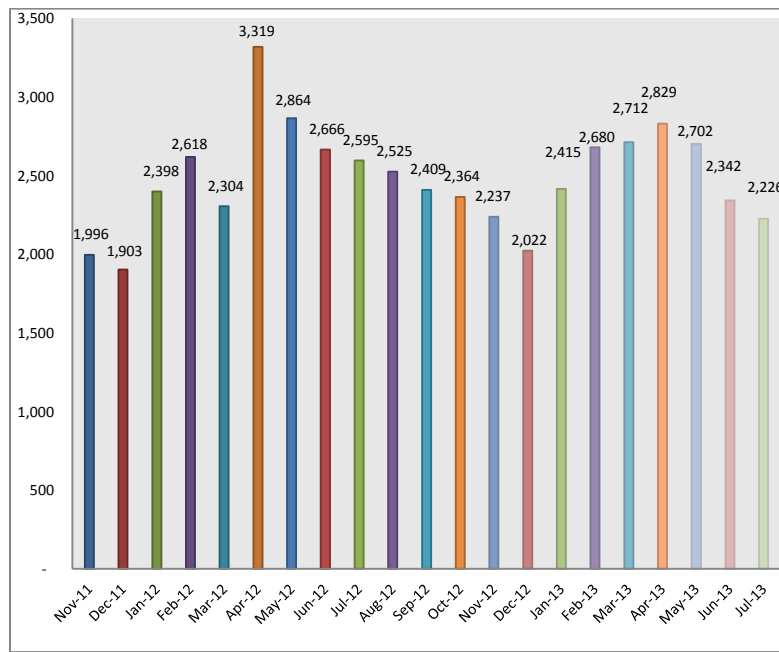
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**Total Sales Volume - July2013****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

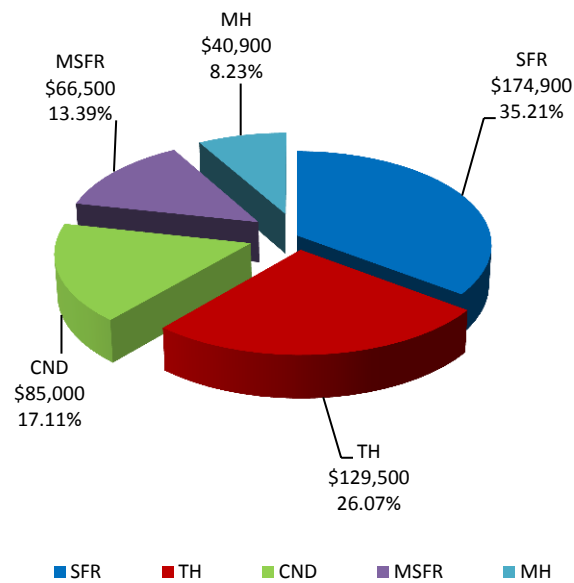
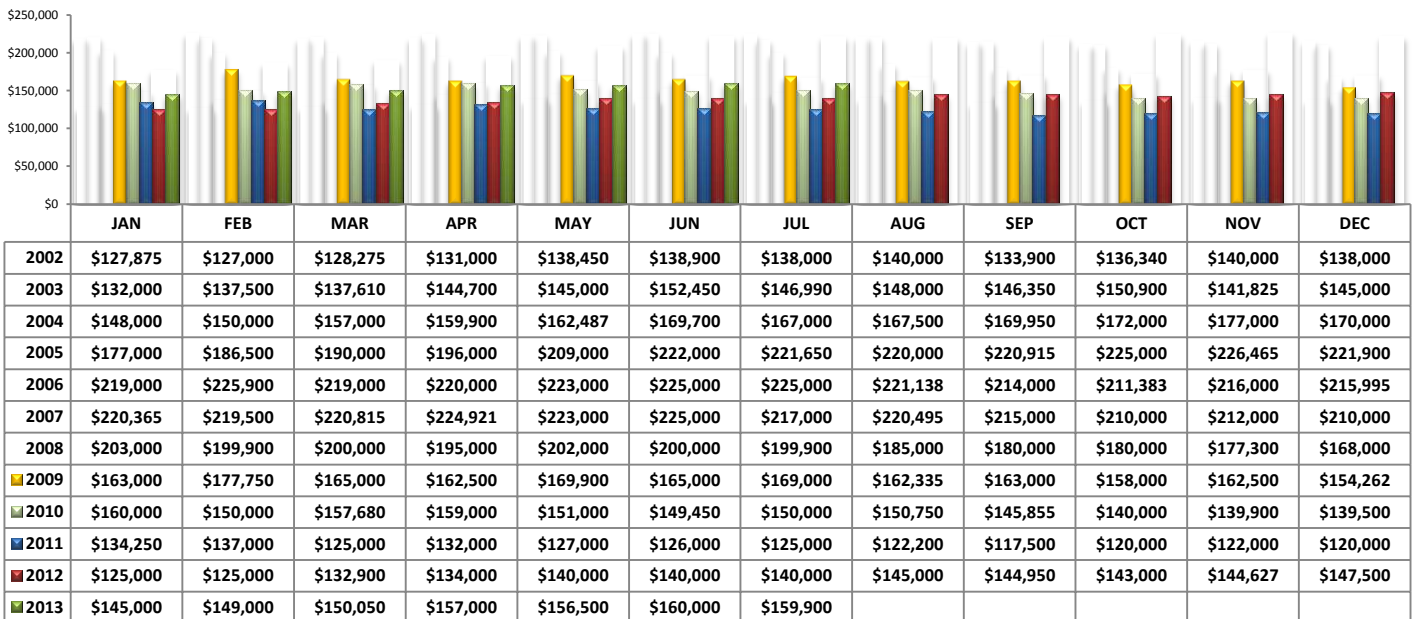
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**Average Sales Price – July2013****Average Sales Price by Type – July2013****Average "Listing" Price per Area – July2013**

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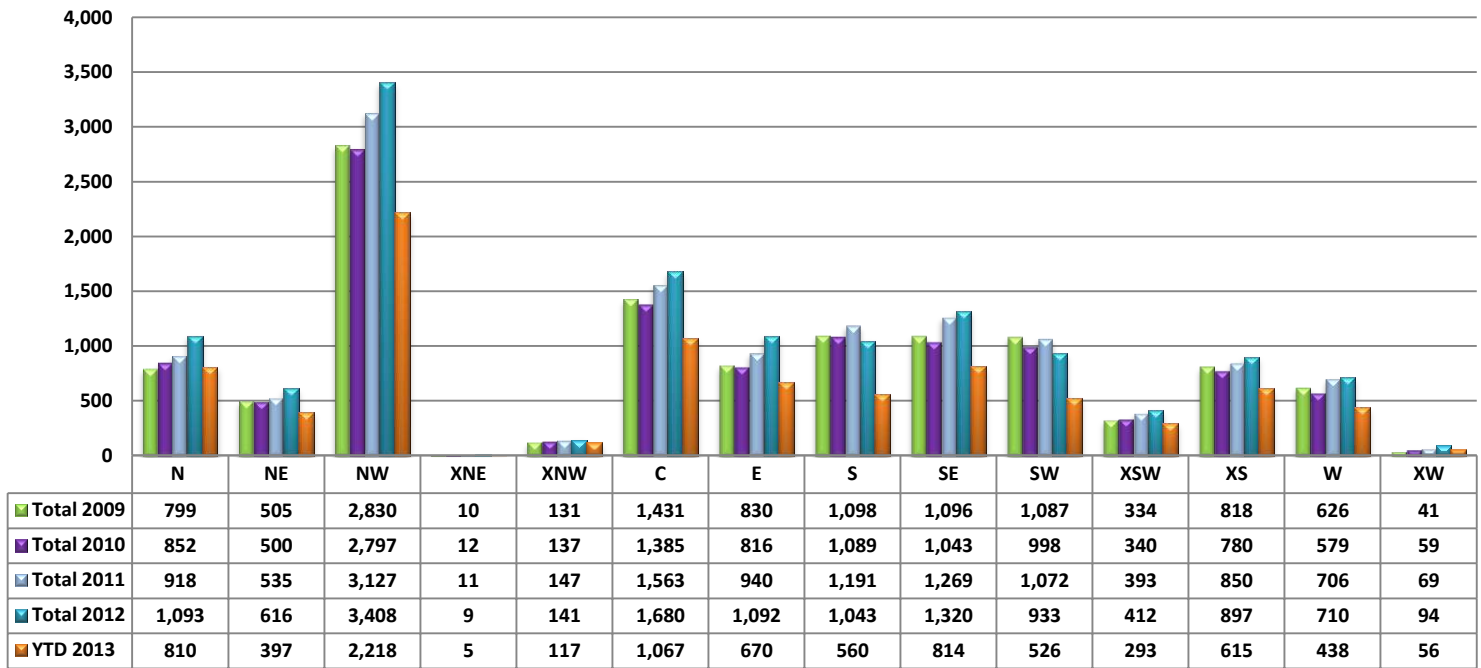
**Newly Under Contract During The Month****Total Listings Still Under Contract At The End of The Month**

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**Median Sale Price – by Type****Median Sale Price – July2013**

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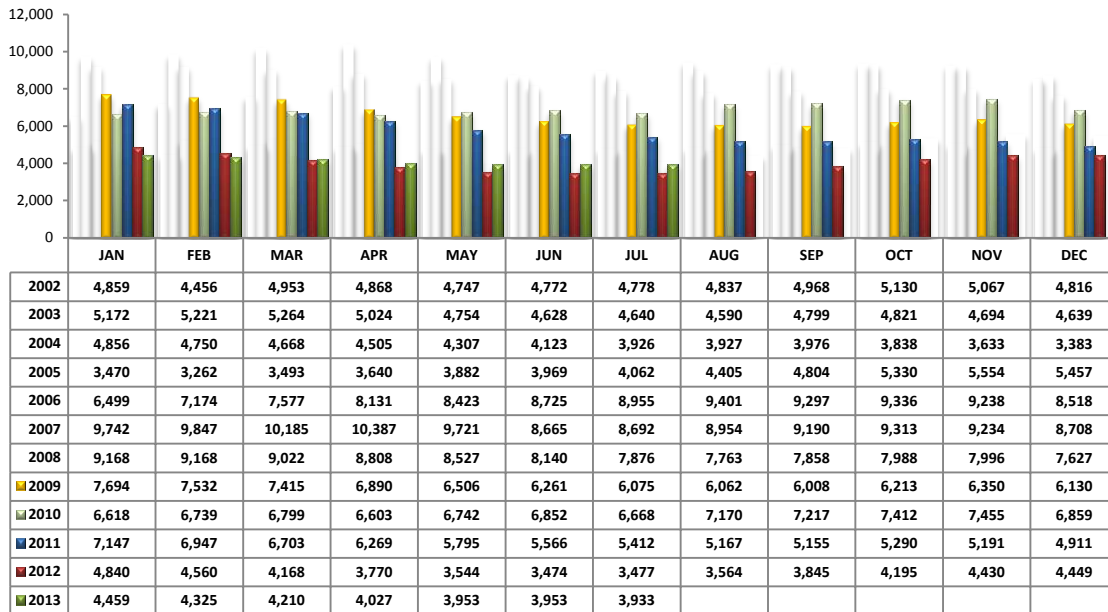
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$180,813	\$352,515	\$557,550	\$746,384	\$406,963
NE	\$78,537	\$197,396	\$311,188	\$409,222	\$245,752
NW	\$178,120	\$204,610	\$246,590	\$305,480	\$217,928
XNE	\$195,000	\$0	\$0	\$0	\$195,000
XNW	\$108,333	\$114,530	\$151,345	\$185,000	\$128,602
C	\$91,943	\$173,268	\$191,734	\$277,100	\$149,131
E	\$88,241	\$146,262	\$204,636	\$361,925	\$165,996
S	\$77,748	\$98,506	\$129,191	\$200,000	\$100,060
SE	\$115,898	\$143,242	\$204,275	\$254,154	\$165,766
SW	\$94,452	\$119,408	\$151,296	\$216,095	\$127,559
XSW	\$120,352	\$92,625	\$37,166	\$0	\$103,517
XS	\$173,349	\$187,489	\$216,060	\$266,243	\$207,666
W	\$97,377	\$154,775	\$156,672	\$161,000	\$147,194
XW	\$89,333	\$94,250	\$100,000	\$0	\$93,125

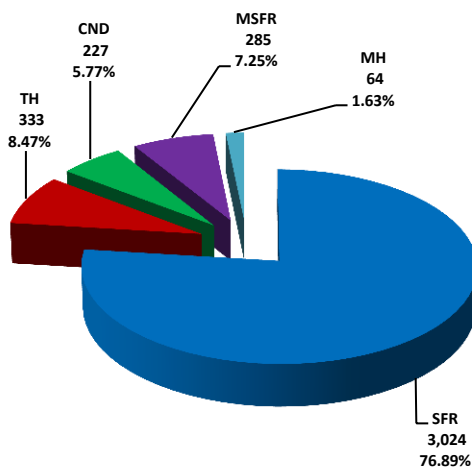
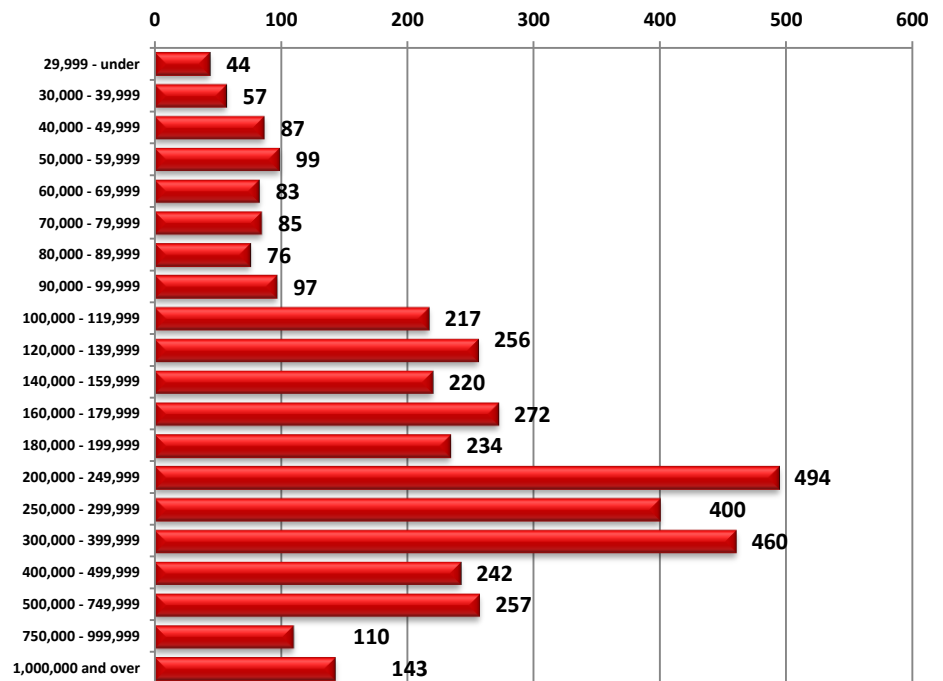
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	30	56	36	13	135
NE	8	19	12	9	48
NW	57	142	81	21	301
XNE	3	0	0	0	3
XNW	3	11	7	1	22
C	64	81	25	5	175
E	6	53	29	2	90
S	21	44	15	1	81
SE	14	71	39	9	133
SW	10	51	24	2	87
XSW	17	8	3	0	28
XS	11	34	29	14	88
W	9	43	10	2	64
XW	3	4	1	0	8

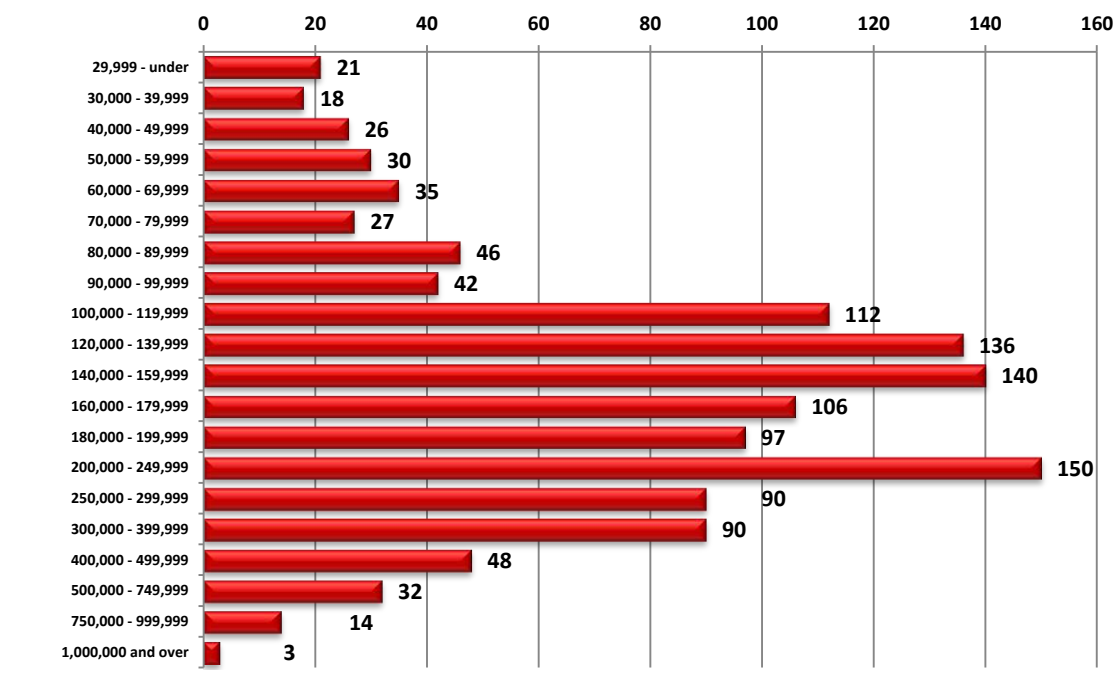
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**Active Listings**

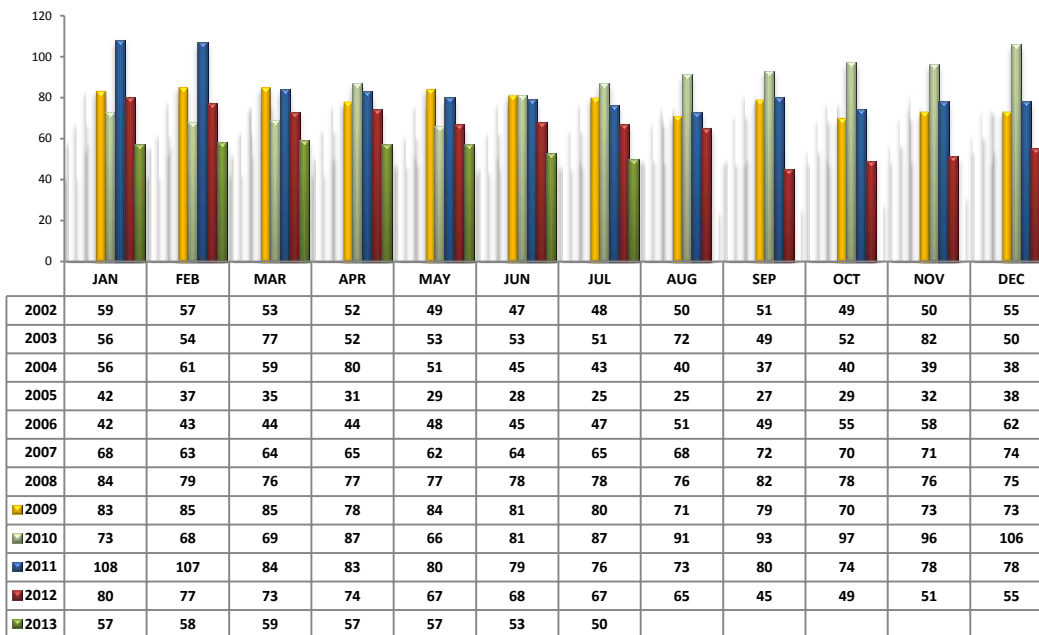
Area	# of Listings
N	447
NE	227
NW	1072
XNE	29
XNW	59
C	477
E	218
S	135
SE	239
SW	244
XSW	253
XS	295
W	195
XW	43

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

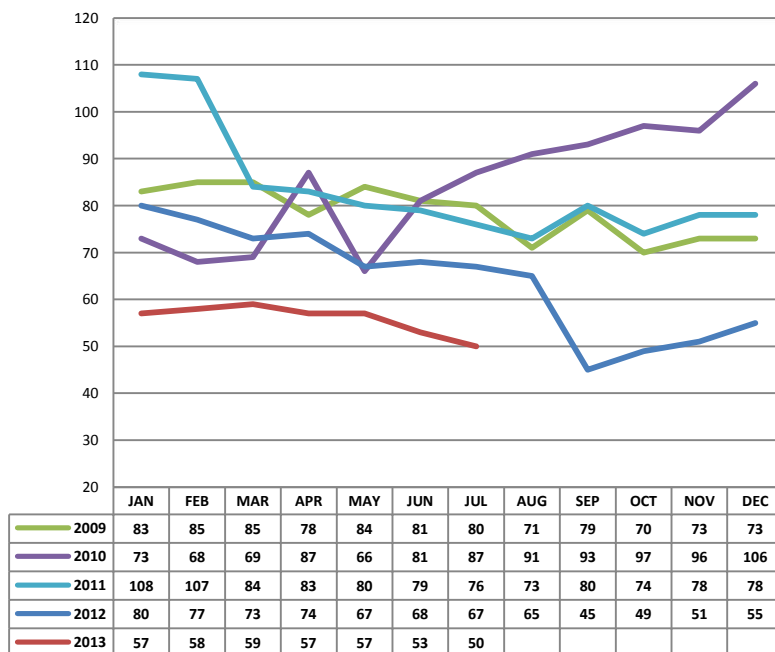
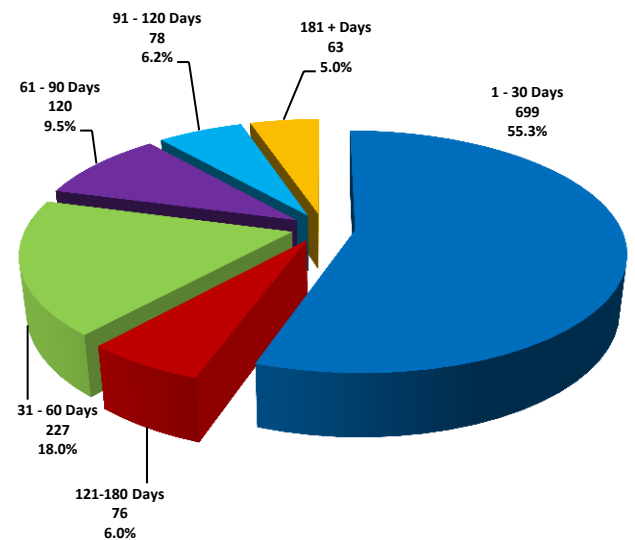
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**Sold Price Breakdown**

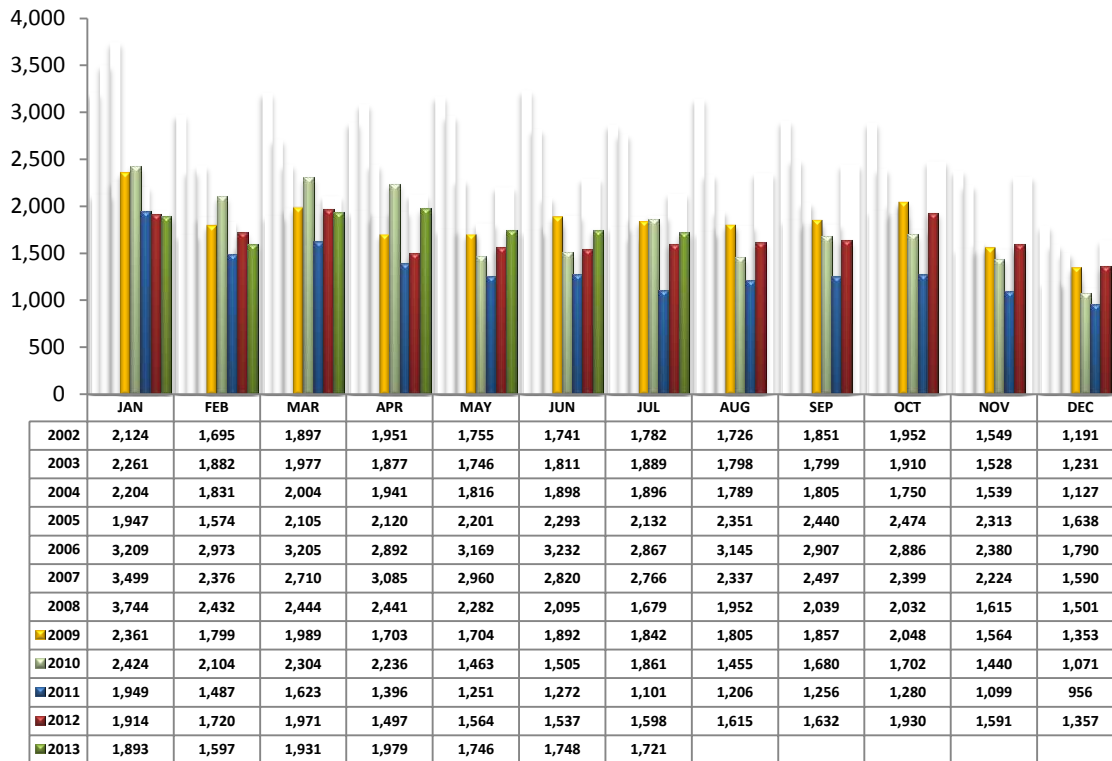
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**Average Days on Market/Listing – July2013**

Area	Avg. DOM
N	53
NE	48
NW	51
XNE	64
XNW	95
C	51
E	49
S	32
SE	33
SW	45
XSW	102
XS	63
W	38
XW	50

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

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**New Listings - July2013**

Area	# of Listings
N	160
NE	97
NW	474
XNE	1
XNW	28
C	213
E	118
S	105
SE	137
SW	108
XSW	57
XS	120
W	89
XW	14

\*Includes properties that were re-listed

\*\*Beginning July2012, 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.
Oct 2012	120	325	57
Nov 2012	101	264	42
Dec 2012	286	274	0
Jan 2013	150	372	73
Feb 2013	116	258	60
March 2013	149	281	51
April 2013	183	322	44
May 2013	168	319	61
June 2013	183	322	67
July 2013	156	344	67

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