

**For Immediate
Release:**

April 11, 2013

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics March 2013

Below are some highlights from the March Residential Sales Statistics:

- Total Sales Volume rose to \$255,010,096 for March from February's \$177,344,784, resulting in a 43.79% increase.
- The Average Sales Price increased 2.90% this month, from \$186,482 in February to \$191,881 in March.
- Average List Price of 198,009 is an increase of 2.35% from February, and has increased 13.87% from March of last year.
- Total Under Contract rose in March to 2,712, a 1.19% increase from February's number of 2,680.
- Total Unit Sales have increased 39.75% for March, going from 951 in February to 1,329 in March.
- The Median Sales Price in March of \$150,050 increased .70% from \$149,000 in February.
- New Listings increased 20.91% from 1,597 in February to 1,931 in March.
- Total Active Listings decreased to 4,210 in March from 4,325 in February.
- Average Days on Market increased to 59 in March, an increase of 1 day since last month.
- Percentage of cash sales was 35.0% in March compared to 40.0% in February.

Sue Cartun
2012-2013 TARMLS President



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March 2013 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
March	\$255,010,096	\$233,228,623	9.34%
February	\$177,344,784	\$167,639,105	5.79%
Month % Change	43.79%	39.13%	

Average Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
March	\$191,881	\$168,153	14.11%
February	\$186,482	\$164,513	13.35%
Month % Change	2.90%	2.21%	

Average List Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
March	\$198,009	\$173,890	13.87%
February	\$193,462	\$171,723	12.66%
Month % Change	2.35%	1.26%	

Total Under Contract

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
March	2,712	2,777	-2.34%
February	2,680	2,618	2.37%
Month % Change	1.19%	6.07%	

Total Unit Sales

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
March	1329	1387	-4.18%
February	951	1019	-6.67%
Month % Change	39.75%	36.11%	

Median Sales Price

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
March	\$150,050	\$132,900	12.90%
February	\$149,000	\$125,000	19.20%
Month % Change	0.70%	6.32%	

New Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
March	1,931	1,971	-2.03%
February	1,597	1,071	49.11%
Month % Change	20.91%	84.03%	

Active Listings

	<u>2013</u>	<u>2012</u>	<u>Annual % Change</u>
March	4,210	4,168	1.01%
February	4,325	4,560	-5.15%
Month % Change	-2.66%	-8.60%	

March 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	9	6	66.67%	85645	3	0	0.00%	85714	15	9	60.00%	85742	112	48	42.86%
85321	2	0	0.00%	85648	1	0	0.00%	85715	87	34	39.08%	85743	140	47	33.57%
85601	5	0	0.00%	85653	83	25	30.12%	85716	99	32	32.32%	85745	133	38	28.57%
85602	3	1	33.33%	85658	167	29	17.37%	85718	246	54	21.95%	85746	51	35	68.63%
85611	2	0	0.00%	85701	25	7	28.00%	85719	83	29	34.94%	85747	76	31	40.79%
85614	325	47	14.46%	85704	116	34	29.31%	85730	80	56	70.00%	85748	50	21	42.00%
85616	0	0	0.00%	85705	61	23	37.70%	85734	0	1	0.00%	85749	132	35	26.52%
85619	24	1	4.17%	85706	39	34	87.18%	85735	58	15	25.86%	85750	237	63	26.58%
85622	87	18	20.69%	85710	140	76	54.29%	85736	37	3	8.11%	85755	196	47	23.98%
85623	7	1	14.29%	85711	110	44	40.00%	85737	181	59	32.60%	85756	48	47	97.92%
85629	138	51	36.96%	85712	83	36	43.37%	85739	264	39	14.77%	85757	45	22	48.89%
85641	163	52	31.90%	85713	196	32	16.33%	85741	48	47	97.92%				

NOTE:

83554- 1 active listing, 85637- 2 active listings

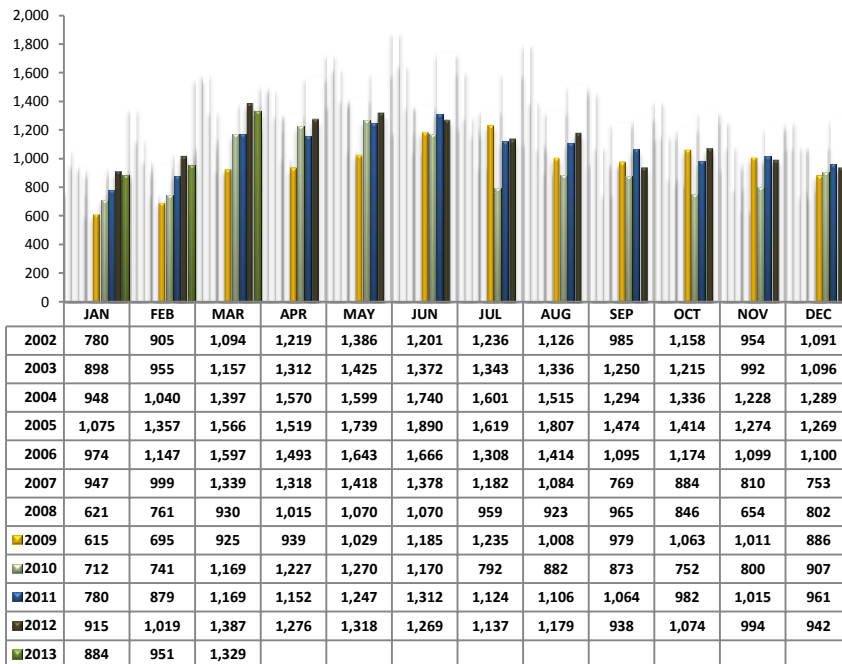
Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold	
Under \$29,999	37	19	6	3	65	22	N	512	1 -30 Days	630
\$30,000 to \$39,999	63	30	17	11	121	30	NE	228	31-60 Days	258
\$40,000 to \$49,999	92	38	19	19	168	36	NW	1177	61 - 90 Days	150
\$50,000 to \$59,999	98	55	18	13	184	43	XNE	25	91-120 Days	109
\$60,000 to \$69,999	115	53	25	10	203	56	XNW	64	121 - 180 Days	108
\$70,000 to \$79,999	93	77	27	18	215	43	C	468	Over 180 Days	74
\$80,000 to \$89,999	126	83	31	28	268	44	E	190	Avg. Days on Market	
\$90,000 to \$99,999	126	83	31	22	262	48	S	122	59	
\$100,000 to \$119,999	237	172	61	49	519	141	SE	231	Avg. Sold Price	
\$120,000 to \$139,999	254	185	61	46	546	129	SW	256	\$191,881	
\$140,000 to \$159,999	260	184	52	39	535	126	XSW	327	Median Sale Price	
\$160,000 to \$179,999	253	132	31	47	463	109	XS	379	\$150,050	
\$180,000 to \$199,999	255	108	17	37	417	78	W	189	New Listings	
\$200,000 to \$249,999	479	175	28	56	738	141	XW	42	1,931	
\$250,000 to \$299,999	423	133	16	31	603	87	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	478	112	11	32	633	93	N	126	\$47,298,052	
\$400,000 to \$499,999	236	49	2	12	299	49	NE	72	\$19,209,766	
\$500,000 to \$749,999	286	49	2	12	349	37	NW	350	\$78,647,190	
\$750,000 to \$999,999	129	18	0	2	149	7	XNE	1	\$340,000	
\$1,000,000 and over	170	13	1	1	185	10	XNW	16	\$1,966,377	
							C	158	\$24,939,212	
							E	98	\$13,926,878	
							S	88	\$8,108,496	
							SE	119	\$19,975,896	
							SW	84	\$8,174,373	
							XSW	63	\$8,009,400	
							XS	83	\$13,755,547	
							W	66	\$10,325,829	
Totals	4,210	1,768	456	488	6,922	1,329	XW	5	\$333,080	
							Total Volume		\$255,010,096	
Mar-13		Mar-12	% Change	YTD 2013	YTD 2012	% Change				
Home Sales Volume	\$255,010,096	\$233,228,623	9.34%	\$593,577,257	\$544,576,713	9.00%				
Home Sales Units	1,329	1,387	-4.18%	3,164	3,321	-4.73%				
Average Sales Price (All Residential)	\$191,881	\$168,153	14.11%	\$188,156	\$164,470	14.40%				
Median Sales Price	\$150,050	\$132,900	12.90%	\$148,525	\$128,950	15.18%				
Average Days on Market:	59	73	-19.18%	59	76	-22.37%				
Average List Price for Sold:	\$198,009	\$173,890	13.87%	\$194,623	\$170,904	13.88%				
SP/LP %	96.91%	96.70%		96.68%	96.24%					
Total Under Contract	2,712	2,777	-2.34%							
Active Listings	4,210	4,168	1.01%							
New Listings	1,931	1,971	-2.03%							

Types of Financing		Totals
FHA		238
VA		109
Other		43
Cash		465
Convention		456
Cash/Loan		2
Carryback		16

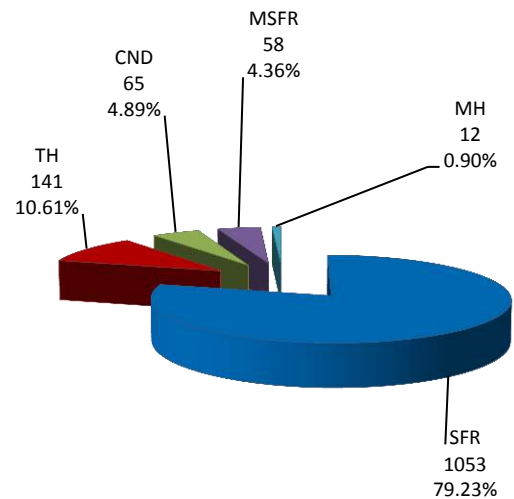
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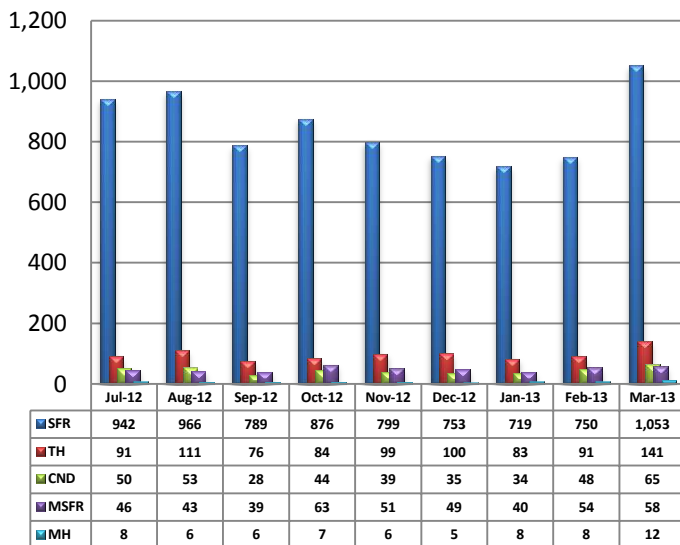
Total Unit Sales – March 2013



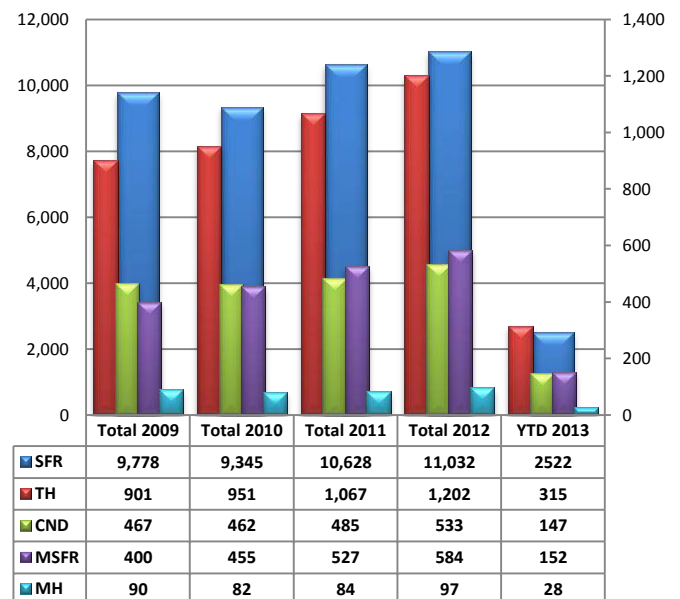
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

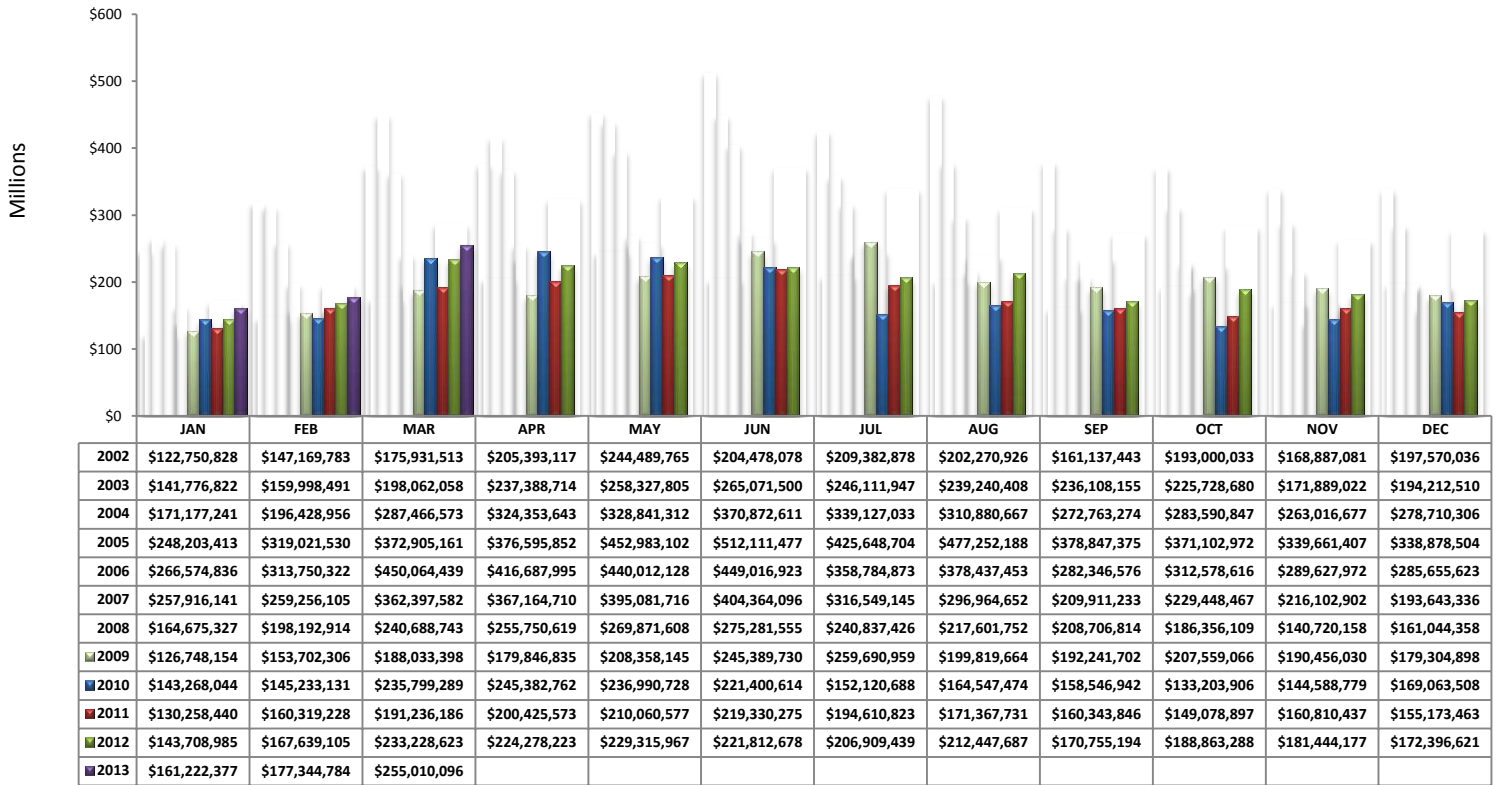


YTD Annual Comparison – Breakdown by Type

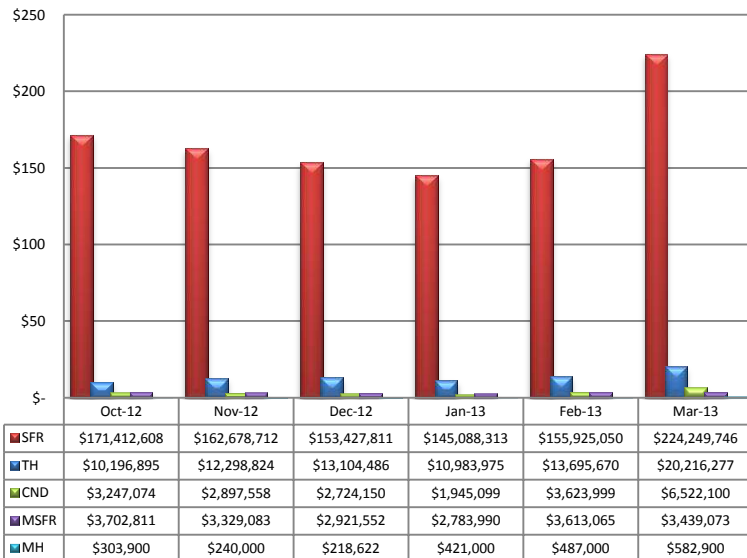


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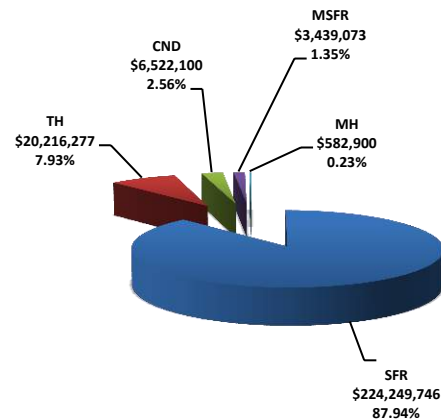
Total Sales Volume - March 2013



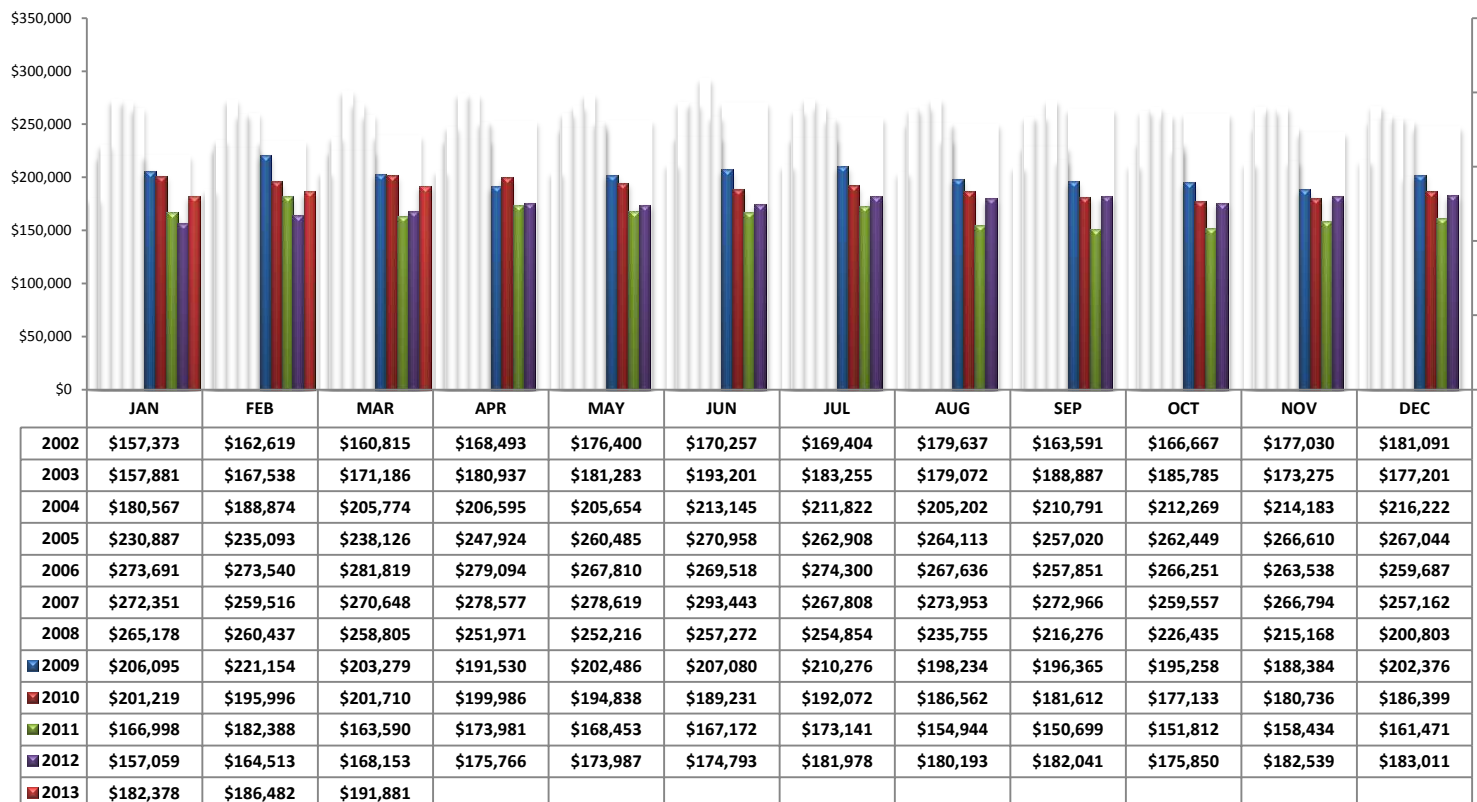
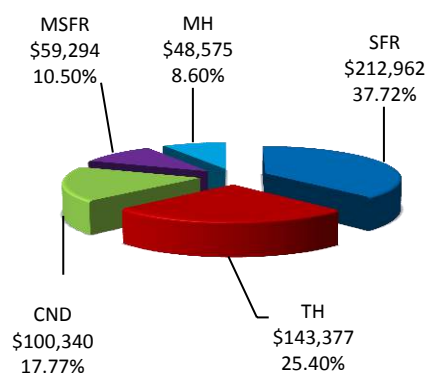
Total Sales Volume By Type - Monthly Comparison



Monthly Volume by Type

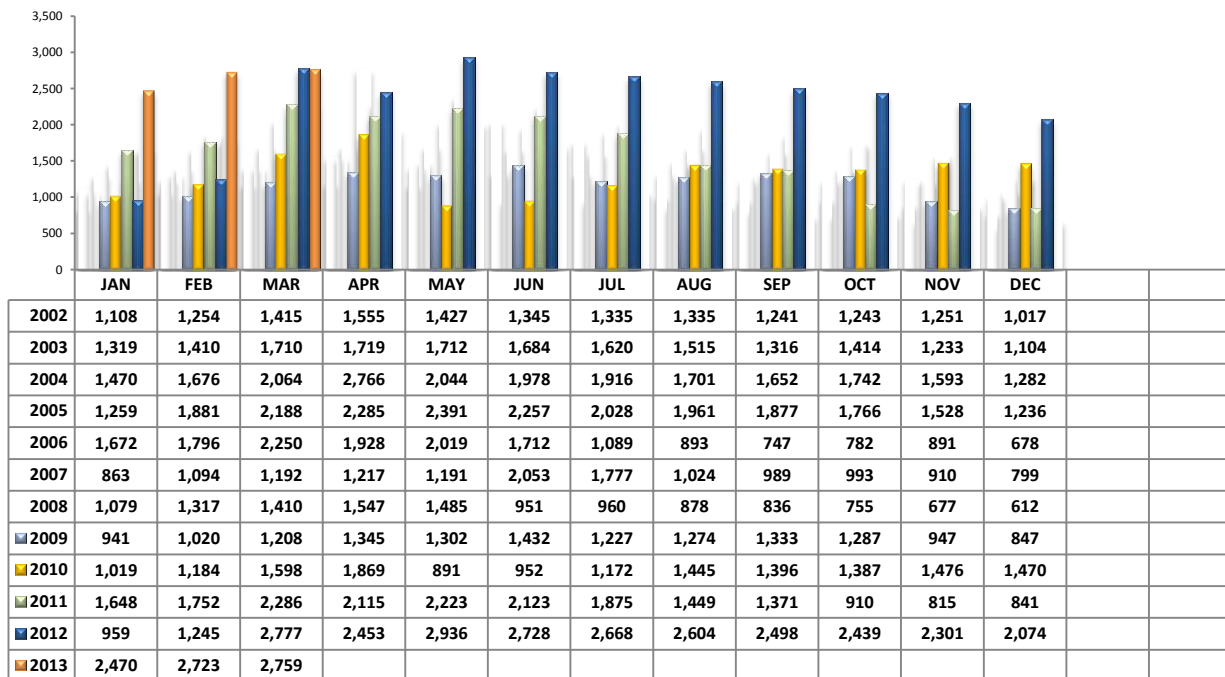


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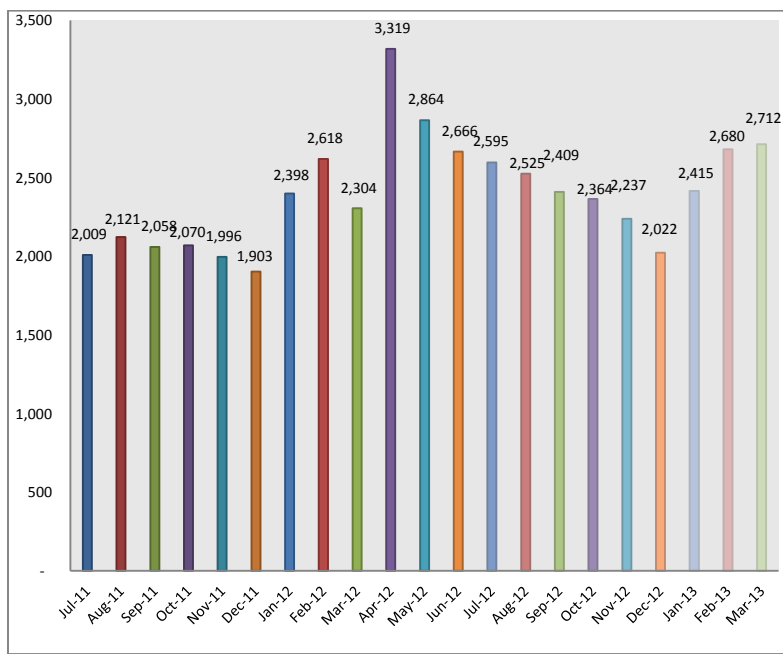
Average Sales Price – March 2013**Average Sales Price by Type – March 2013****Average "Listing" Price per Area – March 2013**

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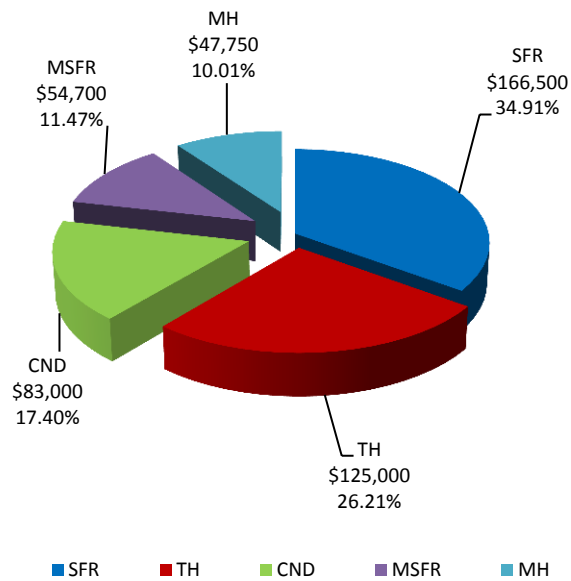
Newly Under Contract During The Month



Total Listings Still Under Contract At The End of The Month



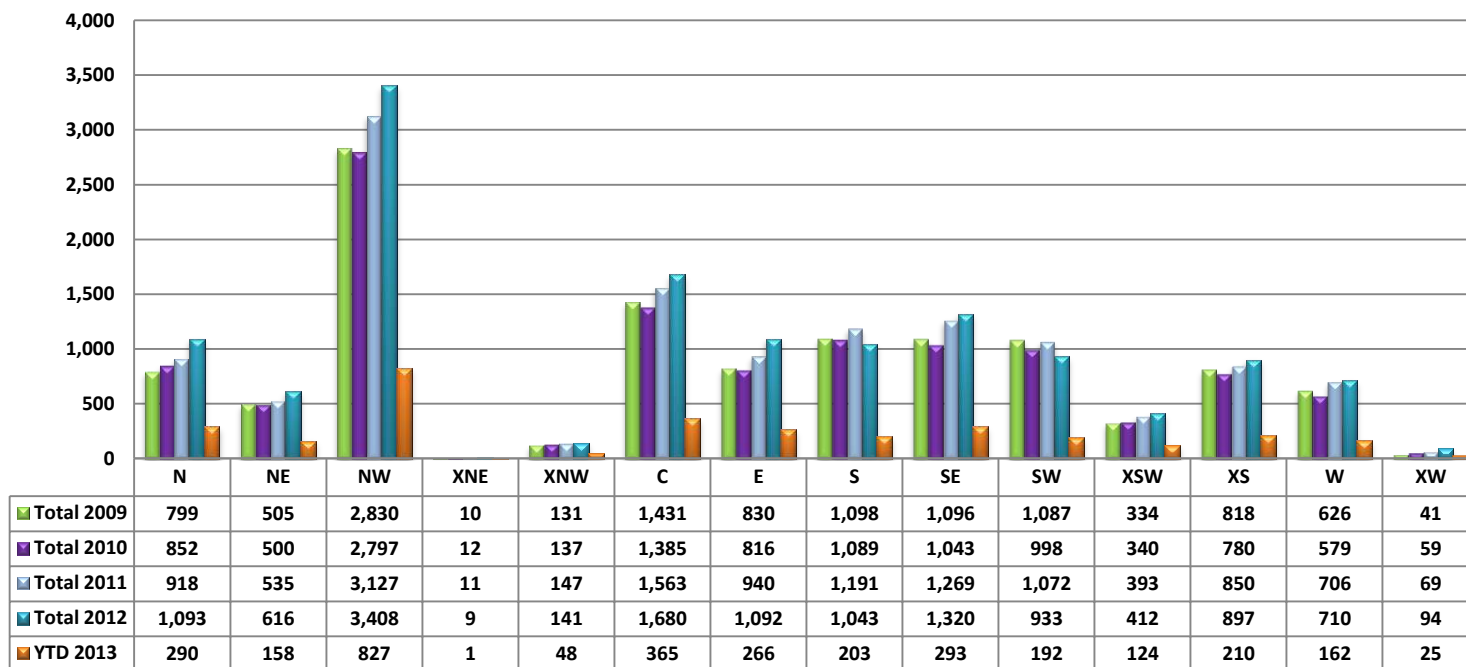
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Median Sale Price – by Type**Median Sale Price – March 2013**

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2002	\$127,875	\$127,000	\$128,275	\$131,000	\$138,450	\$138,900	\$138,000	\$140,000	\$133,900	\$136,340	\$140,000	\$138,000
2003	\$132,000	\$137,500	\$137,610	\$144,700	\$145,000	\$152,450	\$146,990	\$148,000	\$146,350	\$150,900	\$141,825	\$145,000
2004	\$148,000	\$150,000	\$157,000	\$159,900	\$162,487	\$169,700	\$167,000	\$167,500	\$169,950	\$172,000	\$177,000	\$170,000
2005	\$177,000	\$186,500	\$190,000	\$196,000	\$209,000	\$222,000	\$221,650	\$220,000	\$220,915	\$225,000	\$226,465	\$221,900
2006	\$219,000	\$225,900	\$219,000	\$220,000	\$223,000	\$225,000	\$225,000	\$221,138	\$214,000	\$211,383	\$216,000	\$215,995
2007	\$220,365	\$219,500	\$220,815	\$224,921	\$223,000	\$225,000	\$217,000	\$220,495	\$215,000	\$210,000	\$212,000	\$210,000
2008	\$203,000	\$199,900	\$200,000	\$195,000	\$202,000	\$200,000	\$199,900	\$185,000	\$180,000	\$180,000	\$177,300	\$168,000
2009	\$163,000	\$177,750	\$165,000	\$162,500	\$169,900	\$165,000	\$169,000	\$162,335	\$163,000	\$158,000	\$162,500	\$154,262
2010	\$160,000	\$150,000	\$157,680	\$159,000	\$151,000	\$149,450	\$150,000	\$150,750	\$145,855	\$140,000	\$139,900	\$139,500
2011	\$134,250	\$137,000	\$125,000	\$132,000	\$127,000	\$126,000	\$125,000	\$122,200	\$117,500	\$120,000	\$122,000	\$120,000
2012	\$125,000	\$125,000	\$132,900	\$134,000	\$140,000	\$140,000	\$140,000	\$145,000	\$144,950	\$143,000	\$144,627	\$147,500
2013	\$145,000	\$149,000	\$150,050									

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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

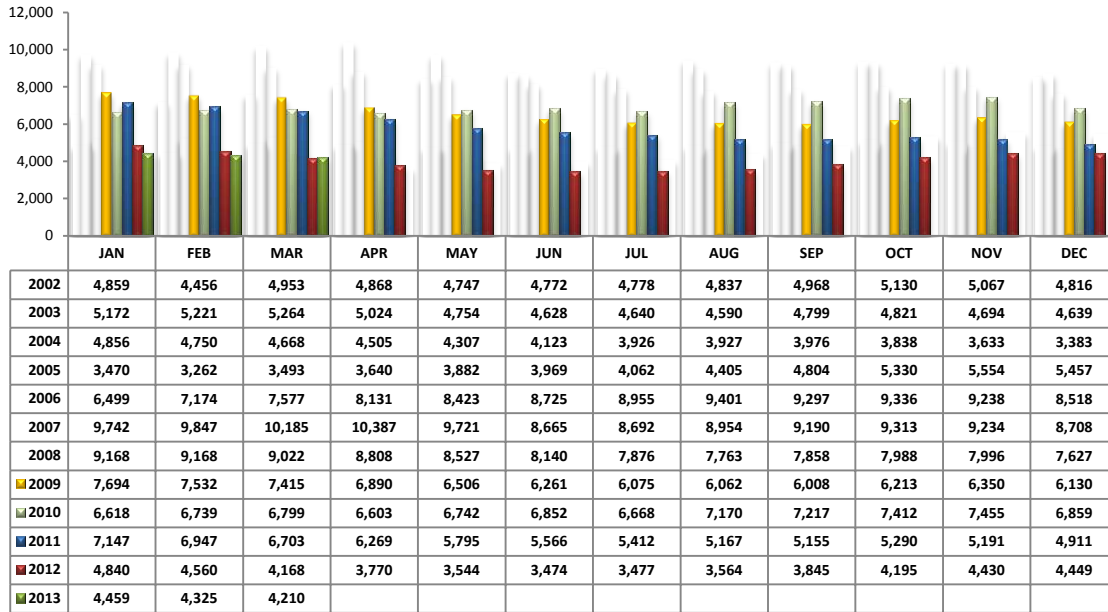
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$176,593	\$371,017	\$527,533	\$807,083	\$375,381
NE	\$137,860	\$238,401	\$341,060	\$406,222	\$266,802
NW	\$198,227	\$201,618	\$283,156	\$330,063	\$224,706
XNE	\$340,000	\$0	\$0	\$0	\$340,000
XNW	\$0	\$132,903	\$108,991	\$116,300	\$122,898
C	\$107,461	\$153,129	\$226,573	\$408,831	\$157,843
E	\$119,954	\$136,735	\$172,742	\$135,900	\$142,111
S	\$72,140	\$85,628	\$110,340	\$179,380	\$92,142
SE	\$163,380	\$132,927	\$190,110	\$326,366	\$167,864
SW	\$57,691	\$96,126	\$132,303	\$155,000	\$97,313
XSW	\$123,595	\$121,576	\$166,466	\$0	\$127,133
XS	\$143,702	\$158,582	\$181,034	\$211,018	\$165,729
W	\$75,465	\$166,310	\$229,430	\$512,000	\$156,451
XW	\$0	\$66,616	\$527,533	\$0	\$66,616

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	38	48	34	6	126
NE	10	38	15	9	72
NW	92	166	73	19	350
XNE	1	0	0	0	1
XNW	0	9	6	1	16
C	51	85	14	8	158
E	22	46	25	5	98
S	15	50	20	3	88
SE	8	64	38	9	119
SW	24	33	25	2	84
XSW	40	17	6	0	63
XS	19	33	25	6	83
W	20	32	13	1	66
XW	0	5	0	0	5

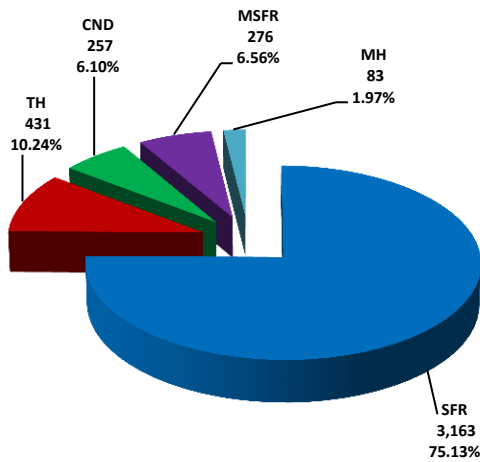
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Active Listings

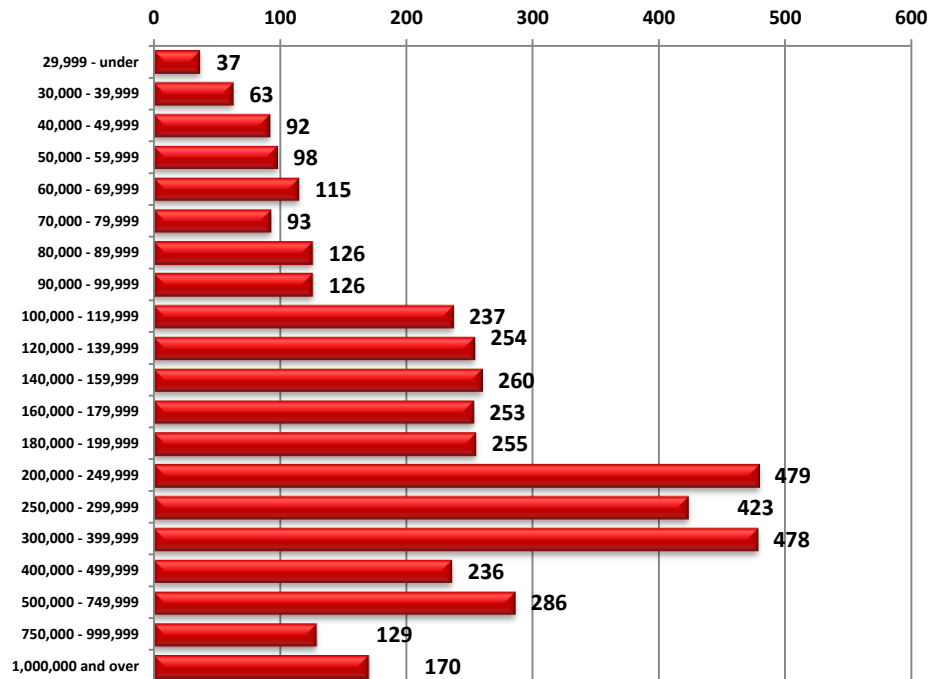


Area	# of Listings
N	512
NE	228
NW	1177
XNE	25
XNW	64
C	468
E	190
S	122
SE	231
SW	256
XSW	327
XS	379
W	189
XW	42

Active Listings Unit Breakdown

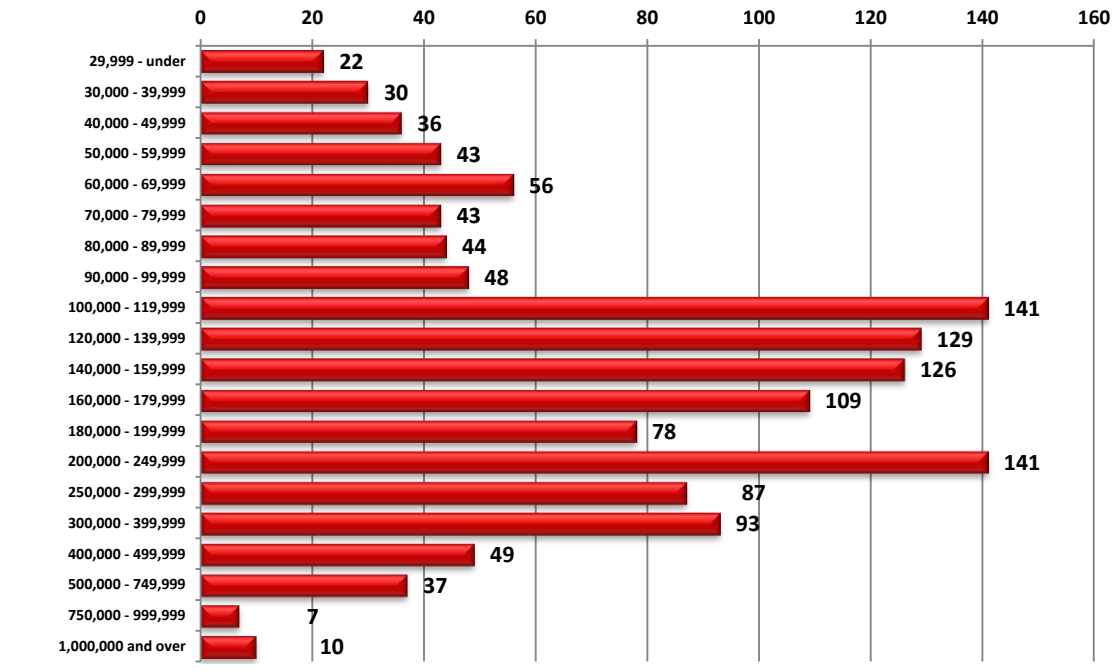


Active Listings Price Breakdown



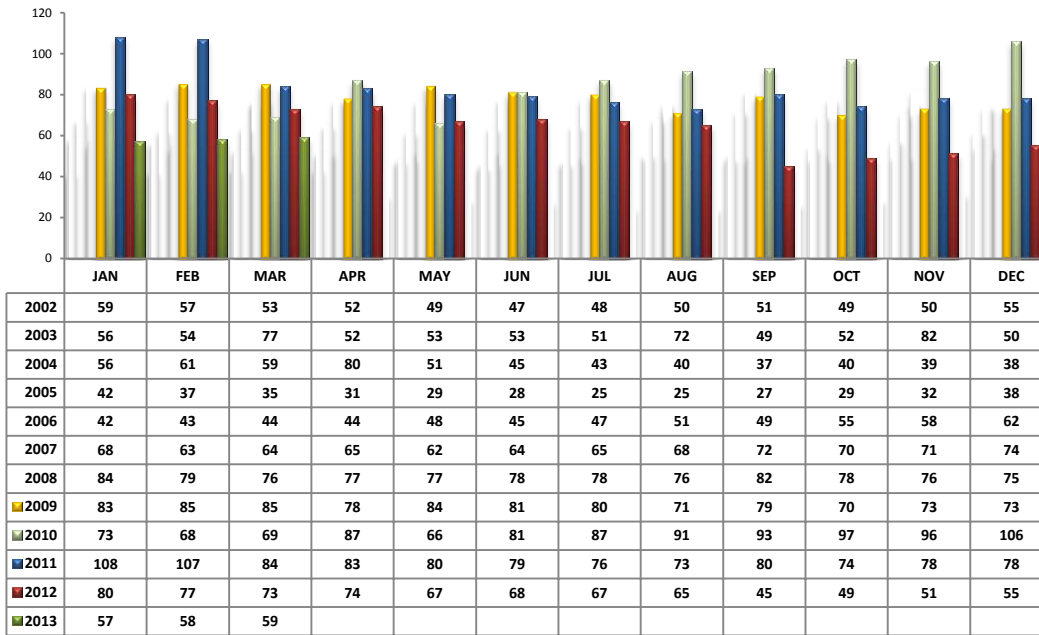
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Sold Price Breakdown



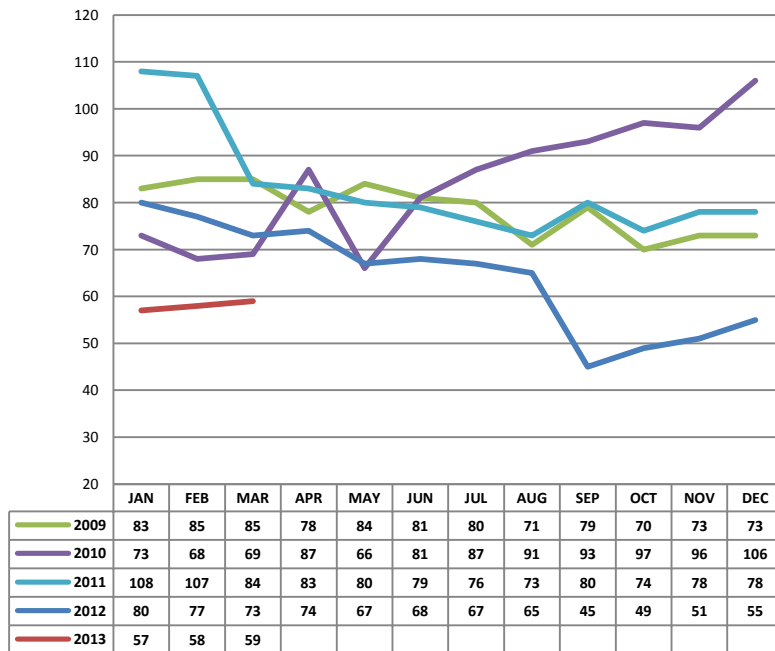
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Average Days on Market/Listing – March 2013

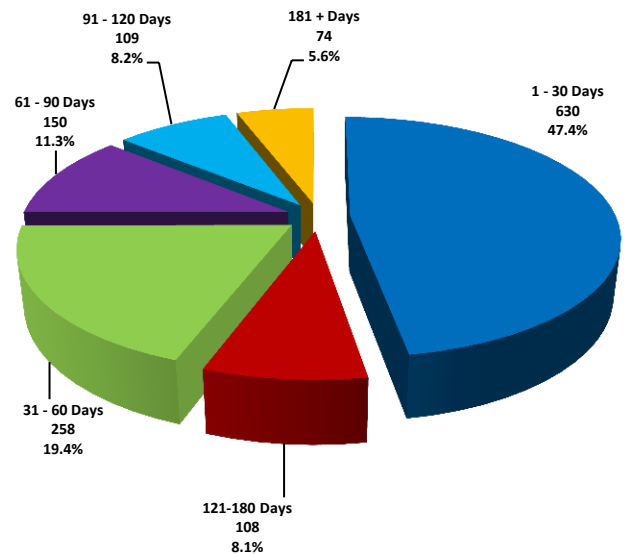


Area	Avg. DOM
N	63
NE	77
NW	68
XNE	11
XNW	55
C	46
E	50
S	41
SE	49
SW	44
XSW	89
XS	68
W	54
XW	56

Annual Comparison - Average Days on Market

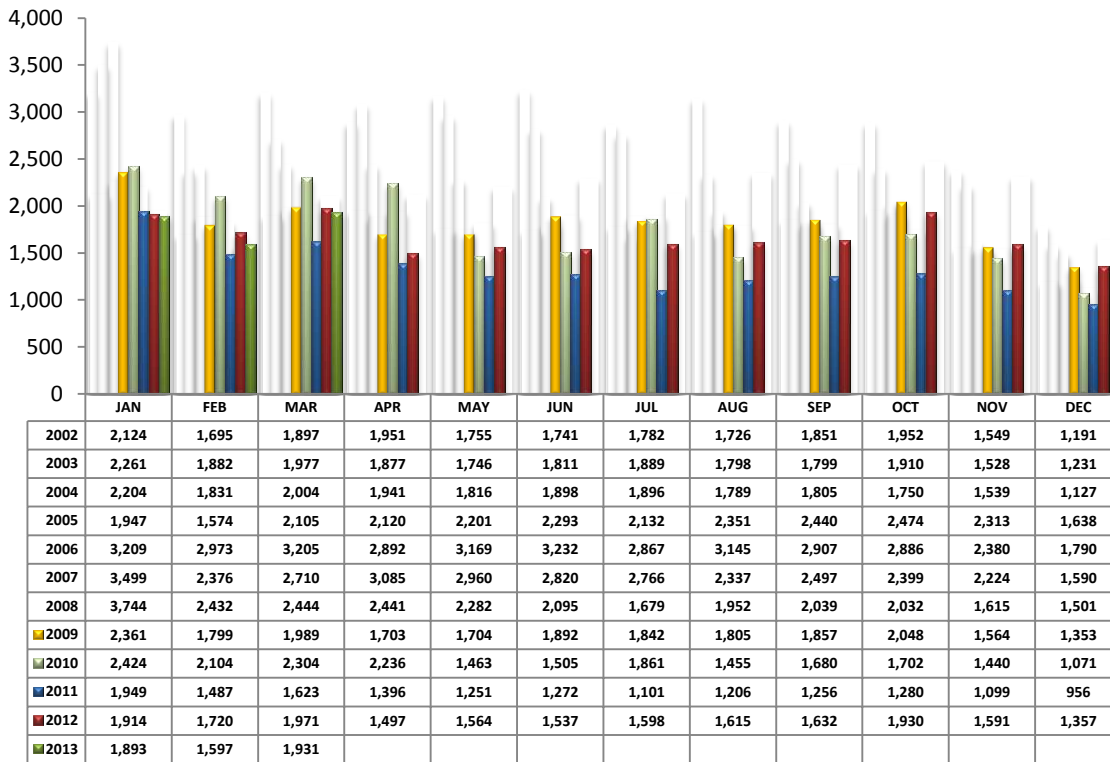


Average Days on Market/Listing Breakdown



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New Listings – March 2013



Area	# of Listings
N	204
NE	87
NW	504
XNE	4
XNW	25
C	262
E	125
S	101
SE	163
SW	104
XSW	89
XS	146
W	106
XW	11

*Includes properties that were re-listed

**Beginning March 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.
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
Feb 2013	116	258	60
March 2013	149	281	51

PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report does not represent all real estate activity in the area as it does not include unrepresented sales, commercial sales or a substantial portion of new home sales. Though the data and materials presented here are deemed to be substantially correct, neither the Tucson Association of REALTORS® nor the MLS guarantees, or is in any way responsible for its accuracy.