

**For Immediate  
Release:**  
**March 11, 2014**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics February 2014**

Below are some highlights from the February Residential Sales Statistics:

- Total Sales Volume of \$188,915,109 increased 12.14% from January, and increased 6.52% since February 2013.
- The Average Sales Price of \$196,581 is a slight decrease of .35% since January.
- Average List Price dropped slightly from \$203,061 in January to \$202,787 in February, a .13% decline, but is a 4.82% increase since this time last year.
- Total Under Contract this month, 1,961, is an increase of 8.70% since January.
- Total Unit Sales increased 12.53% since January.
- The Median Sales Price increased .48% since January going from \$157,250 to \$158,000.
- New Listings decreased from 2,289 in January to 2,085 in February, resulting in a 8.91% decrease.
- Total Active Listings went from 5,477 in January to 5,721, a 4.45% increase, and have increased 32.28% since February 2013.
- Average Days on Market increased to 63 for February, from 59 in January.
- Cash sales matched Conventional loan sales of 37% in February.

Kim Clifton  
2014 TARMLS President



**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®.



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## February 2014 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
February	\$188,915,109	\$177,344,784	6.52%
January	\$168,462,403	\$161,222,377	4.49%
Month % Change	12.14%	10.00%	

### Average Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
February	\$196,581	\$186,482	5.42%
January	\$197,262	\$182,378	8.16%
Month % Change	-0.35%	2.25%	

### Average List Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
February	\$202,787	\$193,462	4.82%
January	\$203,061	\$189,011	7.43%
Month % Change	-0.13%	2.35%	

### Total Under Contract

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
February	1,961	2,680	-26.83%
January	1,804	2,415	-25.30%
Month % Change	8.70%	10.97%	

### Total Unit Sales

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
February	961	951	1.05%
January	854	884	-3.39%
Month % Change	12.53%	7.58%	

### Median Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
February	\$158,000	\$149,000	6.04%
January	\$157,250	\$145,000	8.45%
Month % Change	0.48%	2.76%	

### New Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
February	2,085	1,597	30.56%
January	2,289	1,893	20.92%
Month % Change	-8.91%	-15.64%	

### Active Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
February	5,721	4,325	32.28%
January	5,477	4,459	22.83%
Month % Change	4.45%	-3.01%	

## February 2014 - 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	19	3	15.79%	85645	2	0	0.00%	85713	218	29	13.30%	85741	92	29	31.52%
85321	1	0	0.00%	85648	0	0	0.00%	85714	22	5	22.73%	85742	194	37	19.07%
85601	1	0	0.00%	85653	92	15	16.30%	85715	117	18	15.38%	85743	213	32	15.02%
85602	7	0	0.00%	85654	0	0	0.00%	85716	134	21	15.67%	85745	197	26	13.20%
85611	0	0	0.00%	85658	216	20	9.26%	85718	298	42	14.09%	85746	95	28	29.47%
85614	333	31	9.31%	85701	27	4	14.81%	85719	137	30	21.90%	85747	132	29	21.97%
85616	0	0	0.00%	85704	168	34	20.24%	85730	138	37	26.81%	85748	104	27	25.96%
85619	26	3	11.54%	85705	72	16	22.22%	85734	0	0	0.00%	85749	154	22	14.29%
85622	105	7	6.67%	85706	61	27	44.26%	85735	68	14	20.59%	85750	347	39	11.24%
85623	10	1	10.00%	85710	190	54	28.42%	85736	27	5	18.52%	85755	248	34	13.71%
85629	203	36	17.73%	85711	148	37	25.00%	85737	228	37	16.23%	85756	71	21	29.58%
85641	249	32	12.85%	85712	130	25	19.23%	85739	326	27	8.28%	85757	97	27	27.84%

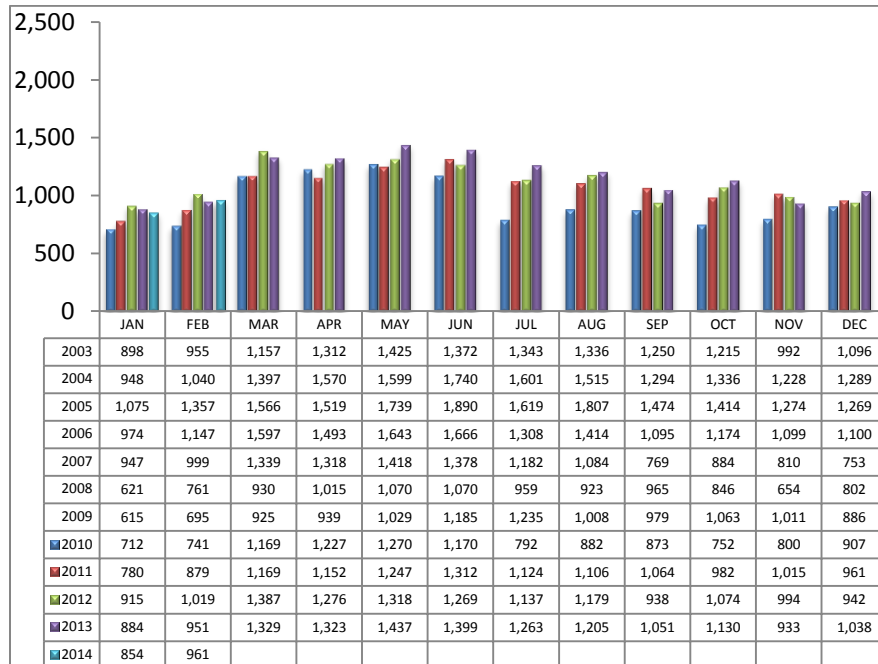
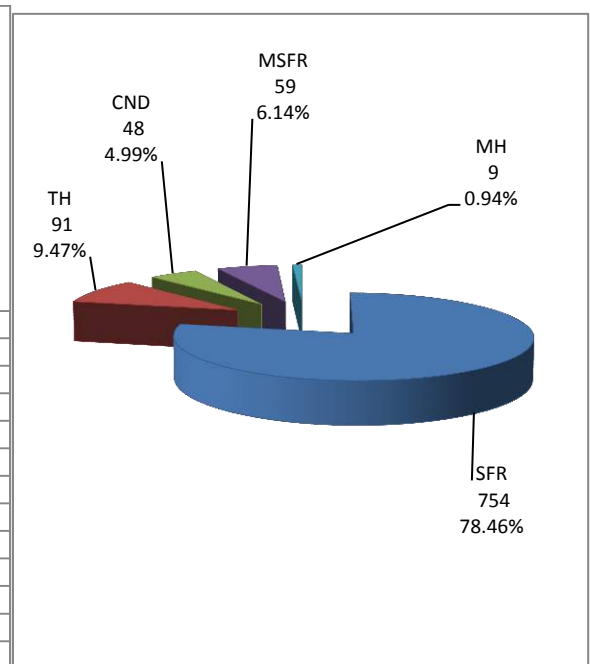
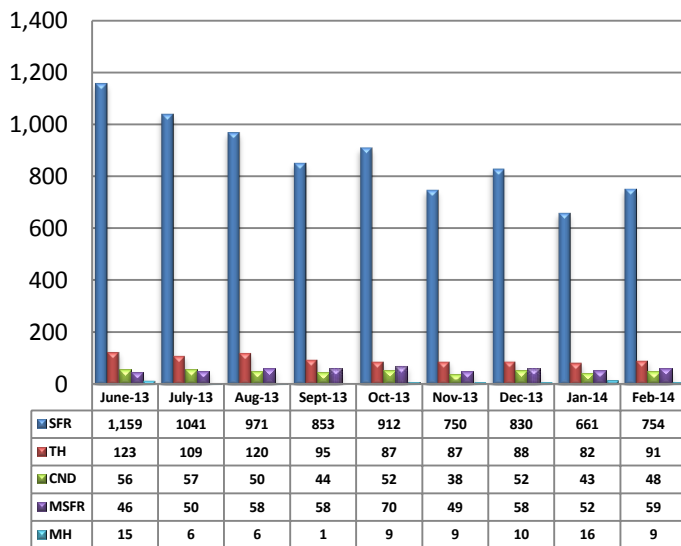
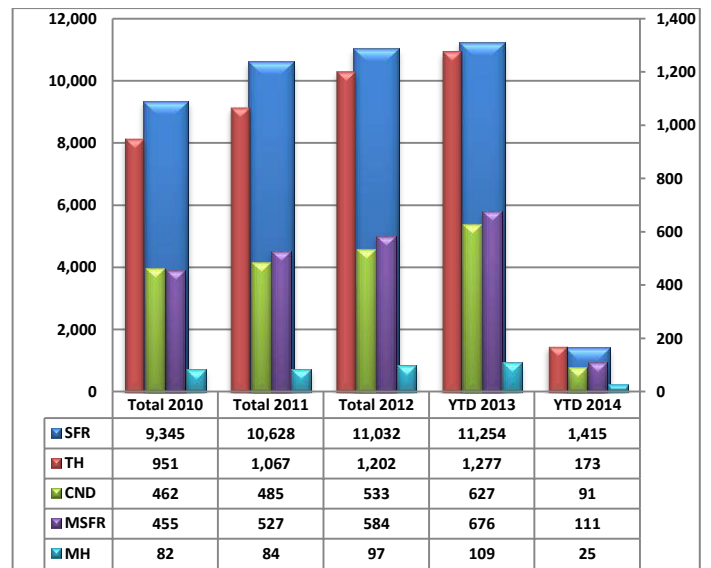
NOTE:

85707- 1 active listing, 85717- 2 active listing, 85744- 1 active listing

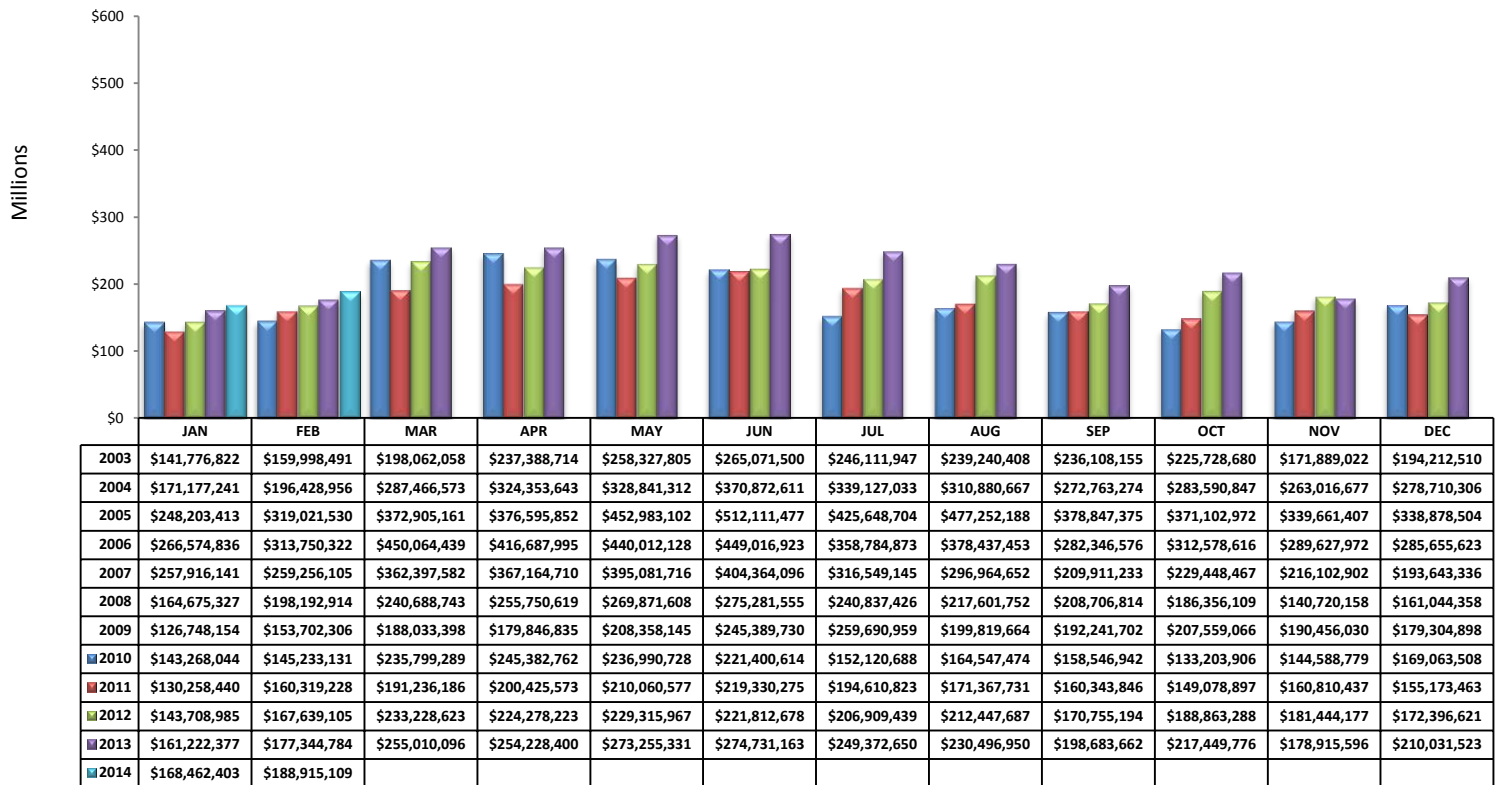
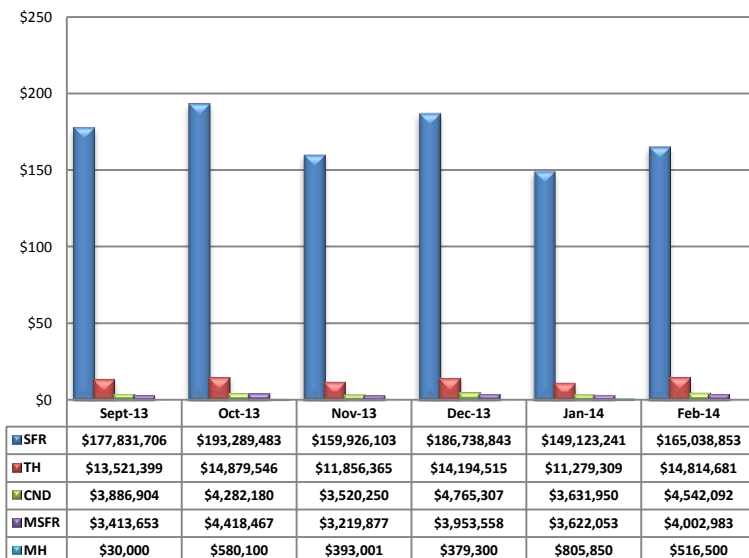
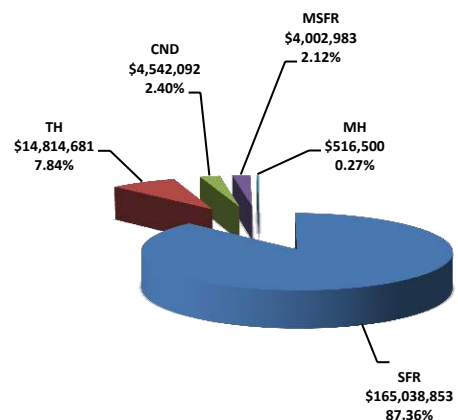
Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold	
Under \$29,999	47	7	4	3	61	11	C	658	1 -30 Days	386
\$30,000 to \$39,999	63	9	8	6	86	20	E	289	31-60 Days	201
\$40,000 to \$49,999	78	12	9	6	105	18	N	685	61 - 90 Days	136
\$50,000 to \$59,999	88	35	19	9	151	30	NE	292	91-120 Days	97
\$60,000 to \$69,999	97	35	11	9	152	18	NW	1619	121 - 180 Days	85
\$70,000 to \$79,999	100	37	21	10	168	39	S	180	Over 180 Days	56
\$80,000 to \$89,999	113	41	18	6	178	33	SE	407	Avg. Days on Market 63	
\$90,000 to \$99,999	118	72	15	9	214	34	SW	368		
\$100,000 to \$119,999	284	124	27	24	459	86	W	270	Avg. Sold Price \$196,581	
\$120,000 to \$139,999	420	155	41	40	656	102	XNE	26		
\$140,000 to \$159,999	442	136	34	24	636	93	XNW	80	Median Sale Price \$158,000	
\$160,000 to \$179,999	428	134	27	33	622	88	XS	473		
\$180,000 to \$199,999	366	93	12	29	500	53	XSW	326	New Listings 2,085	
\$200,000 to \$249,999	734	163	17	43	957	125	XW	48		
\$250,000 to \$299,999	561	100	9	31	701	76	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	641	83	15	25	764	57	C	129	\$19,668,003	
\$400,000 to \$499,999	366	33	3	11	413	35	E	84	\$12,485,665	
\$500,000 to \$749,999	394	33	5	15	447	28	N	87	\$31,586,248	
\$750,000 to \$999,999	159	14	0	6	179	10	NE	42	\$11,744,371	
\$1,000,000 and over	222	7	0	4	233	5	NW	245	\$60,864,239	
							S	59	\$6,047,939	
							SE	81	\$13,195,107	
							SW	78	\$8,831,513	
							W	39	\$6,651,453	
							XNE	3	\$607,474	
							XNW	13	\$1,282,516	
							XS	58	\$10,505,375	
							XSW	38	\$5,153,577	
							XW	5	\$291,629	
							Total Volume		\$188,915,109	
Feb-14		Feb-13	% Change	YTD 2014	YTD 2013	% Change				
Home Sales Volume	\$188,915,109	\$177,344,784	6.52%	\$357,377,512	\$338,567,161	5.56%				
Home Sales Units	961	951	1.05%	1,815	1,835	-1.09%				
Average Sales Price (All Residential)	\$196,581	\$186,482	5.42%	\$196,922	\$184,430	6.77%			Types of Financing	
Median Sales Price	\$158,000	\$149,000	6.04%	\$157,625	\$147,000	7.23%			Totals	
Average Days on Market:	63	58	8.62%	61	58	5.17%			FHA	143
Average List Price for Sold:	\$202,787	\$193,462	4.82%	\$202,924	\$191,237	6.11%			VA	75
SP/LP %	96.94%	96.39%		97.04%	96.44%				Other	25
Total Under Contract	1,961	2,680	-26.83%						Cash	356
Active Listings	5,721	4,325	32.28%						Convention	354
New Listings	2,085	1,597	30.56%						Cash/Loan	2
									Carryback	6

Types of Financing	Totals
FHA	143
VA	75
Other	25
Cash	356
Convention	354
Cash/Loan	2
Carryback	6

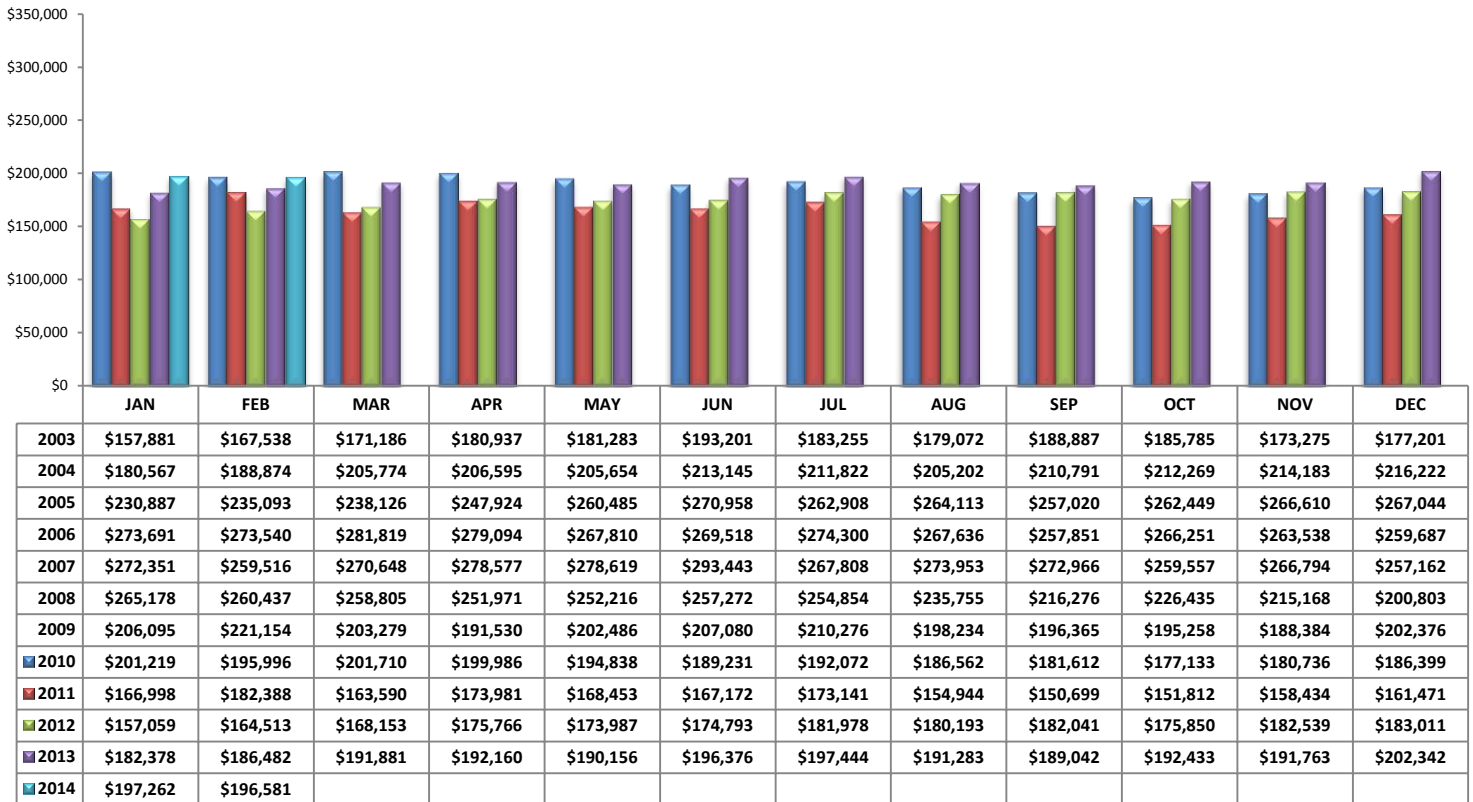
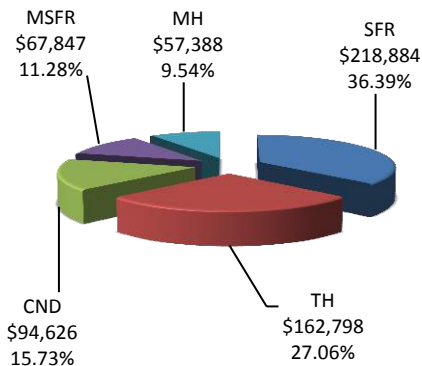
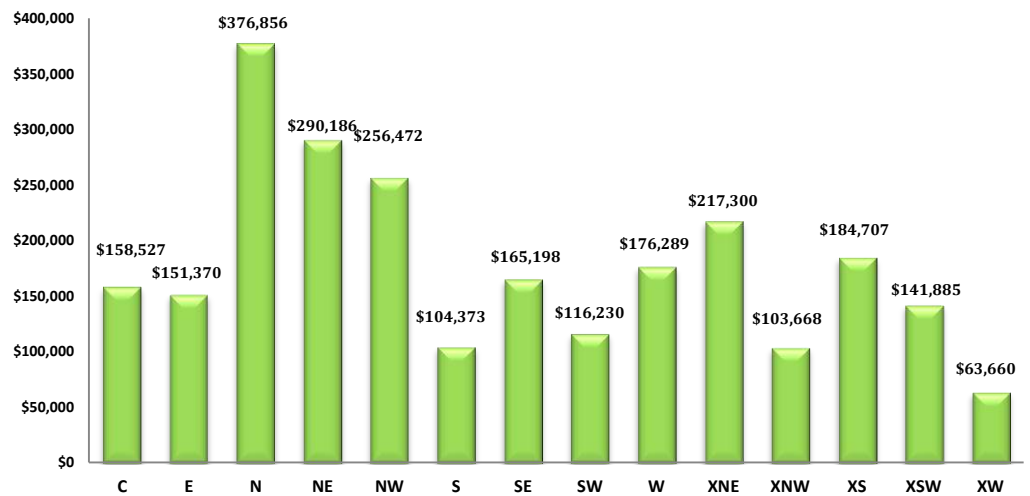
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**Total Unit Sales – February 2014****Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

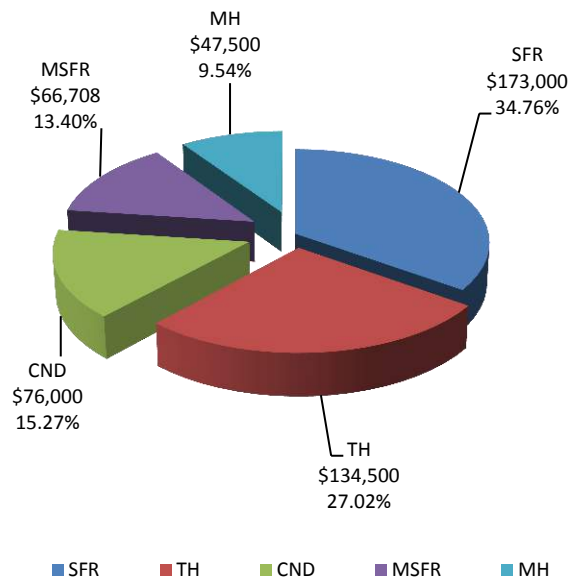
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**Total Sales Volume - February 2014****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

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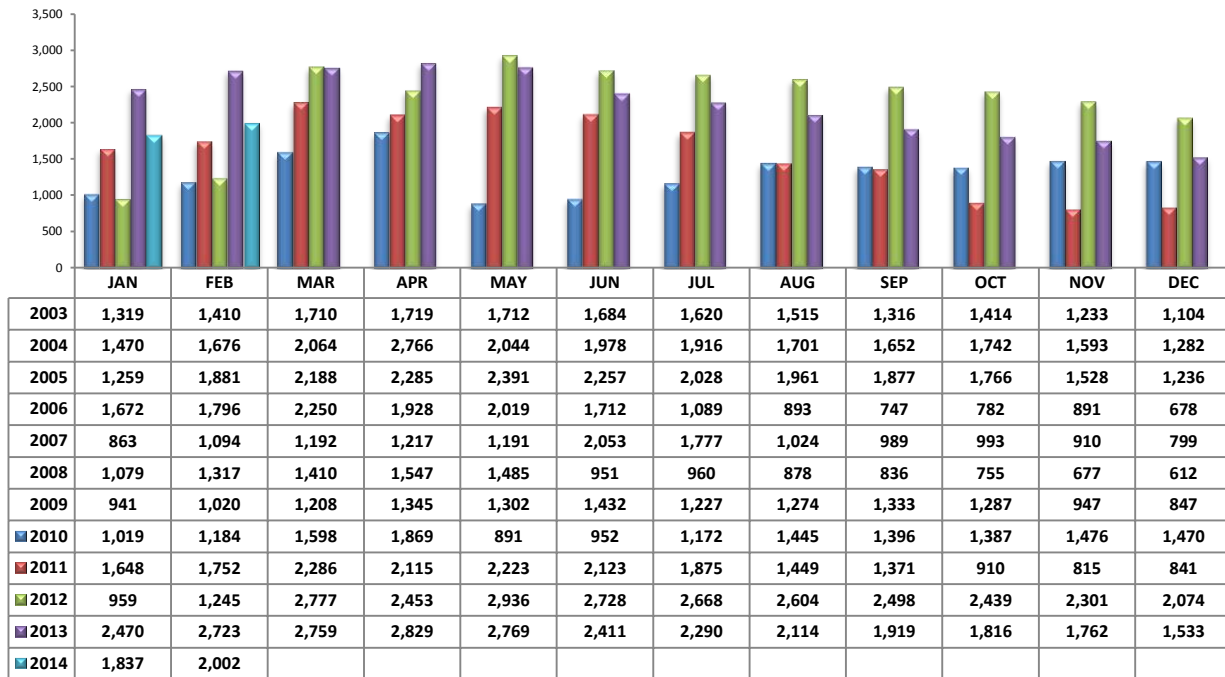
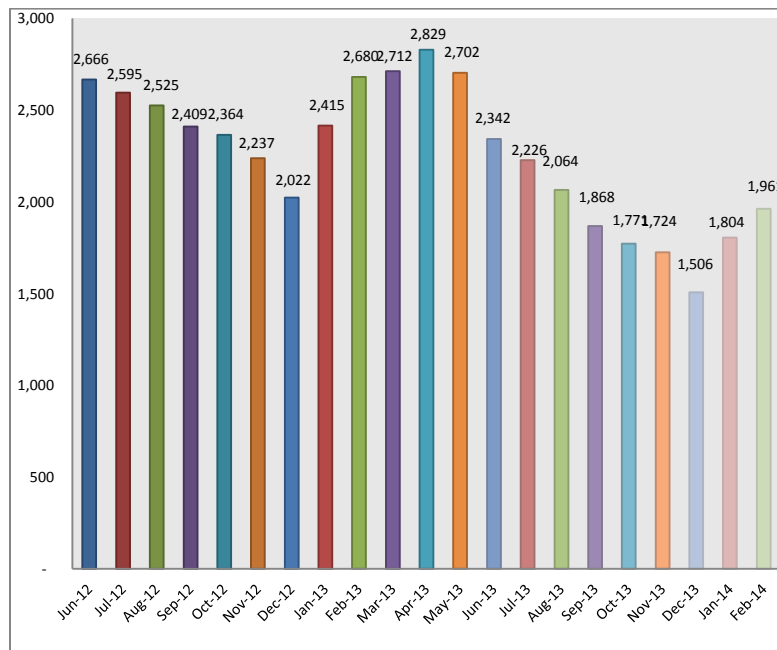
**Average Sales Price – February 2014****Average Sales Price by Type – February 2014****Average "Listing" Price per Area – February 2014**

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**Median Sale Price – by Type****Median Sale Price – February 2014**

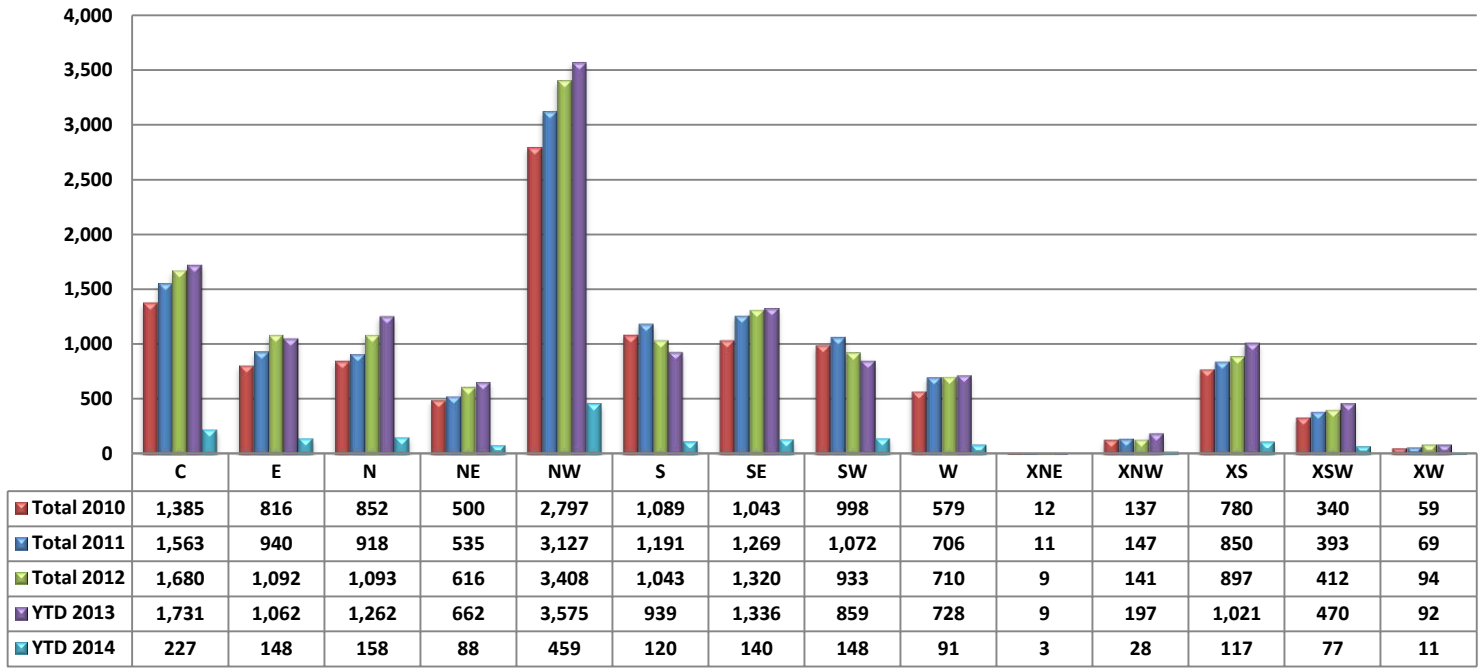
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2003	\$132,000	\$137,500	\$137,610	\$144,700	\$145,000	\$152,450	\$146,990	\$148,000	\$146,350	\$150,900	\$141,825	\$145,000
2004	\$148,000	\$150,000	\$157,000	\$159,900	\$162,487	\$169,700	\$167,000	\$167,500	\$169,950	\$172,000	\$177,000	\$170,000
2005	\$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	\$157,000	\$156,500	\$160,000	\$159,900	\$160,500	\$155,399	\$155,000	\$159,500	\$157,900
2014	\$157,250	\$158,000										

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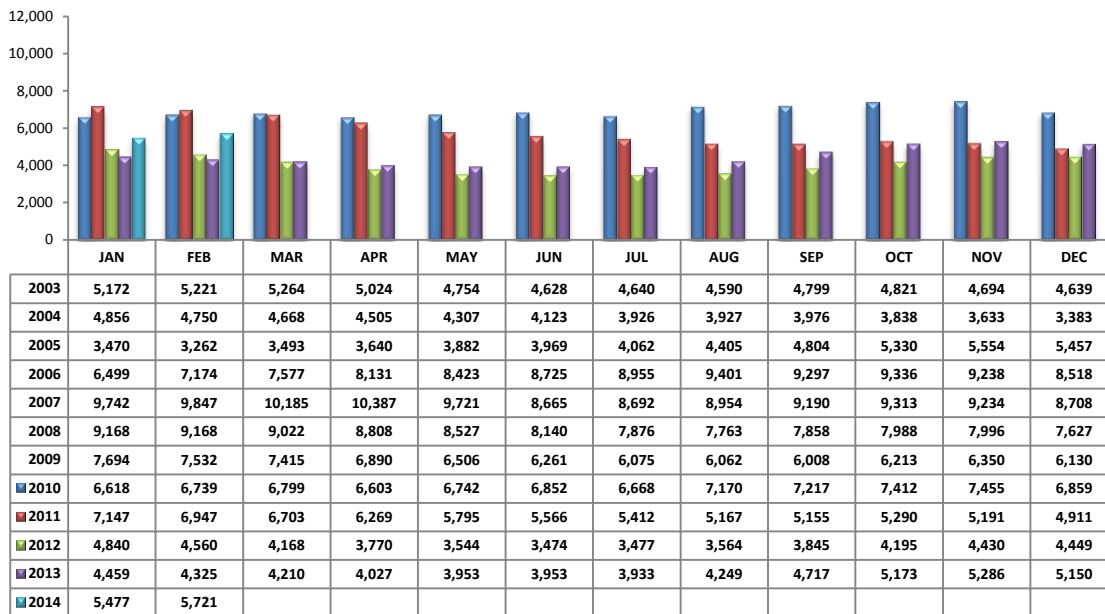
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$106,235	\$164,121	\$226,948	\$322,062	\$152,465
E	\$80,090	\$138,643	\$185,505	\$260,625	\$148,638
N	\$213,253	\$318,339	\$575,080	\$705,000	\$363,060
NE	\$130,407	\$298,299	\$327,445	\$489,666	\$279,627
NW	\$194,840	\$228,128	\$292,061	\$472,875	\$248,425
S	\$86,146	\$102,264	\$126,449	\$57,000	\$102,507
SE	\$163,641	\$156,775	\$173,648	\$170,000	\$162,902
SW	\$61,876	\$117,842	\$124,552	\$224,350	\$113,224
W	\$81,875	\$172,210	\$292,009	\$0	\$170,550
XNE	\$202,491	\$0	\$0	\$0	\$202,491
XNW	\$0	\$78,686	\$105,566	\$177,000	\$98,655
XS	\$151,015	\$164,594	\$194,497	\$269,105	\$181,127
XSW	\$128,853	\$146,989	\$0	\$166,750	\$135,620
XW	\$0	\$47,907	\$0	\$100,000	\$58,325

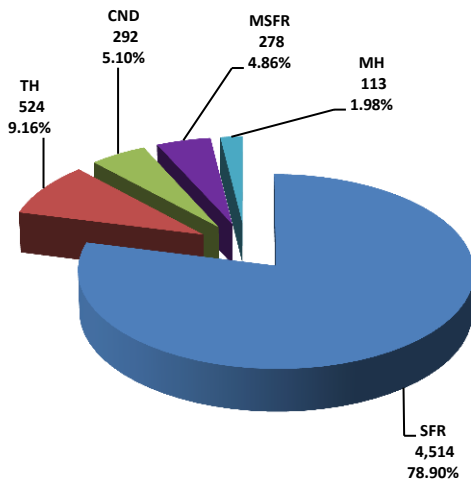
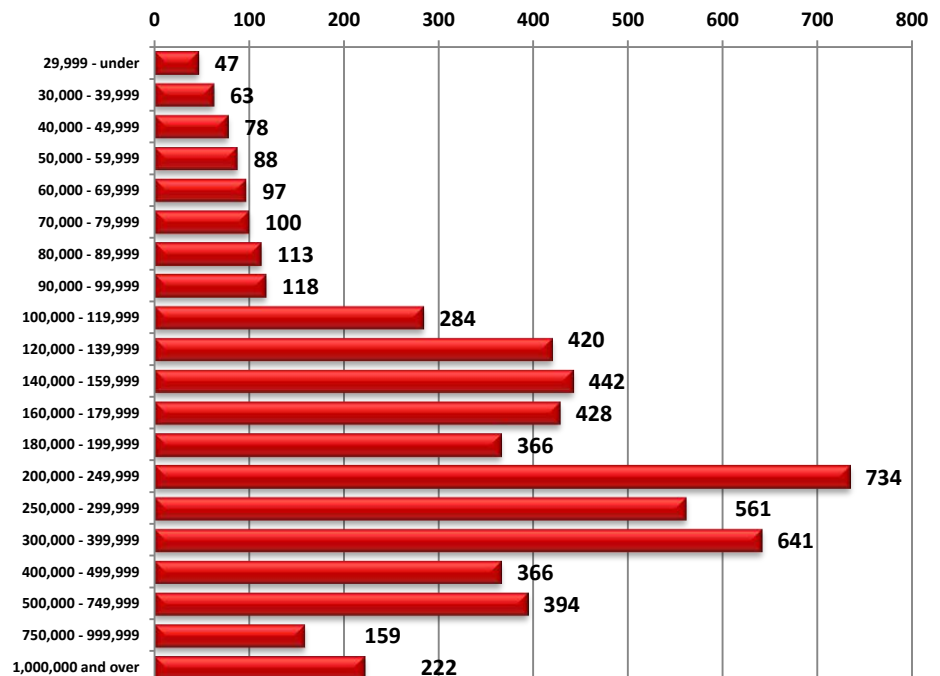
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	51	61	13	4	129
E	10	50	20	4	84
N	29	33	21	4	87
NE	10	18	11	3	42
NW	56	116	61	12	245
S	13	31	13	2	59
SE	4	49	27	1	81
SW	13	40	23	2	78
W	10	22	7	0	39
XNE	3	0	0	0	3
XNW	0	6	6	1	13
XS	13	22	17	6	58
XSW	26	10	0	2	38
XW	0	4	0	1	5

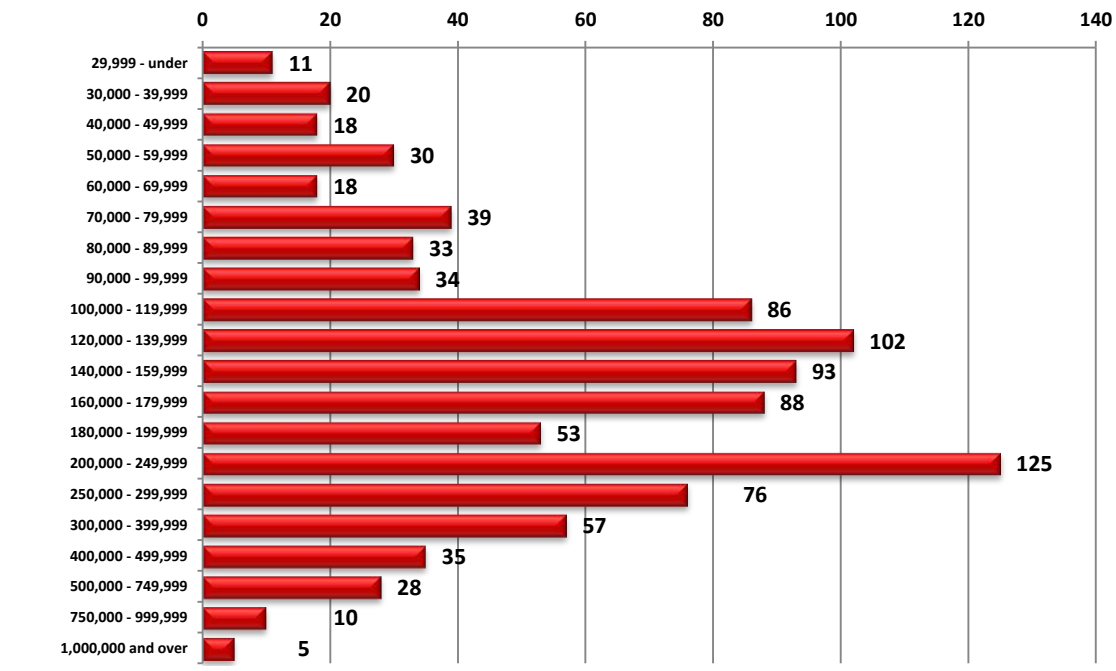
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**Active Listings**

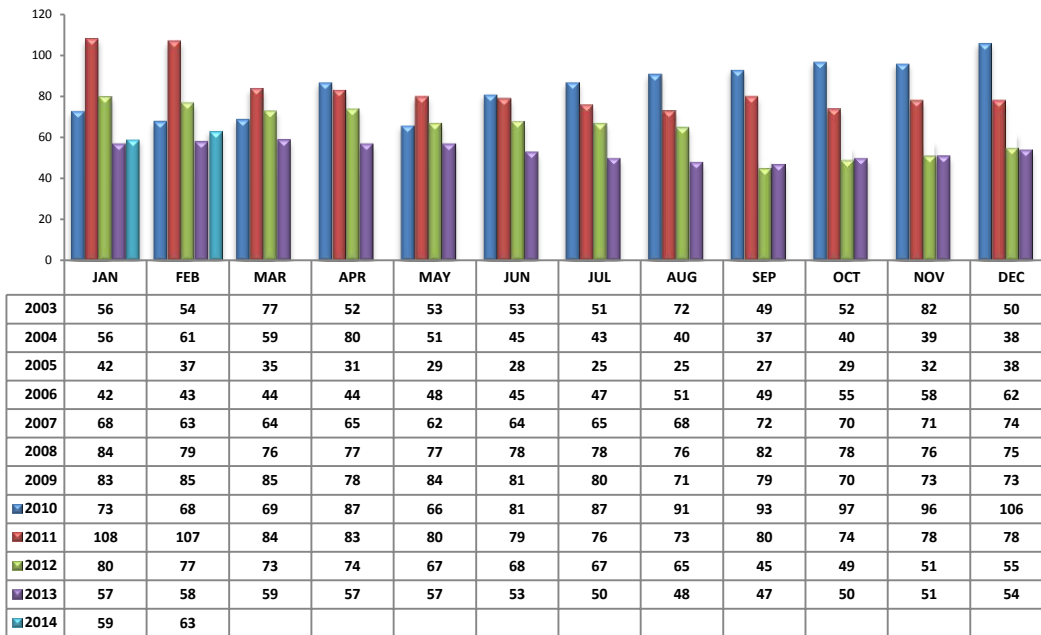
Area	# of Listings
C	658
E	289
N	685
NE	292
NW	1619
S	180
SE	407
SW	368
W	270
XNE	26
XNW	80
XS	473
XSW	326
XW	48

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

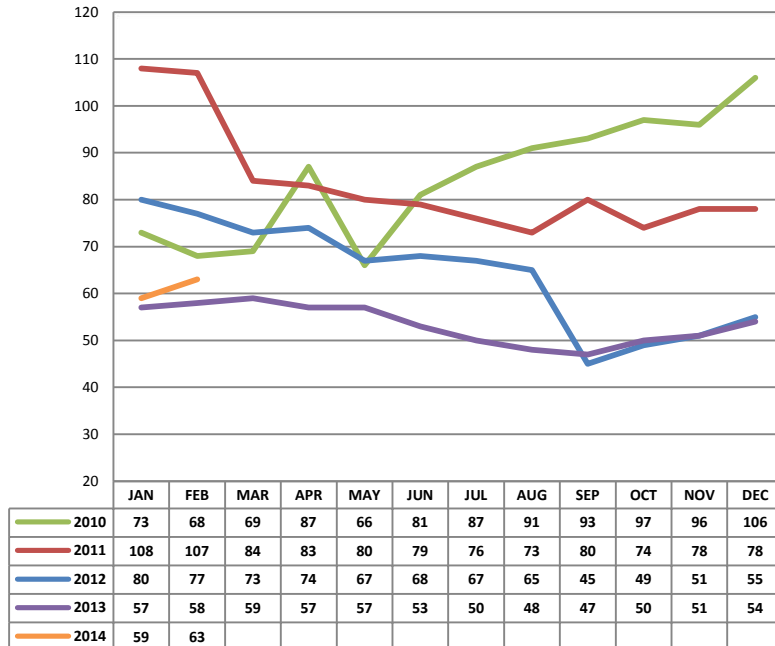
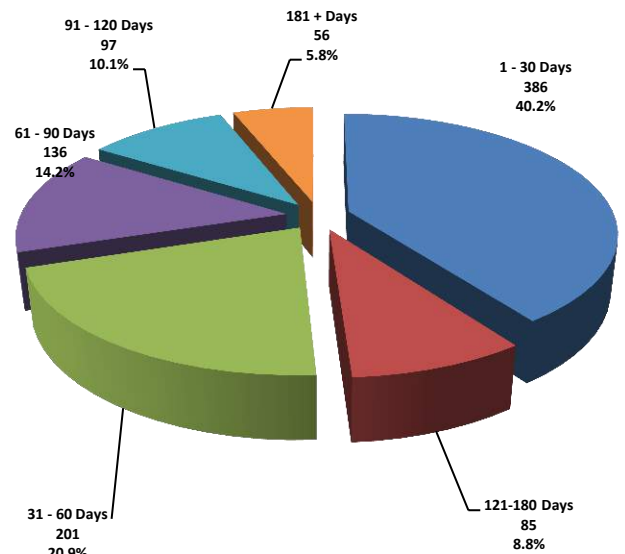
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**Sold Price Breakdown**

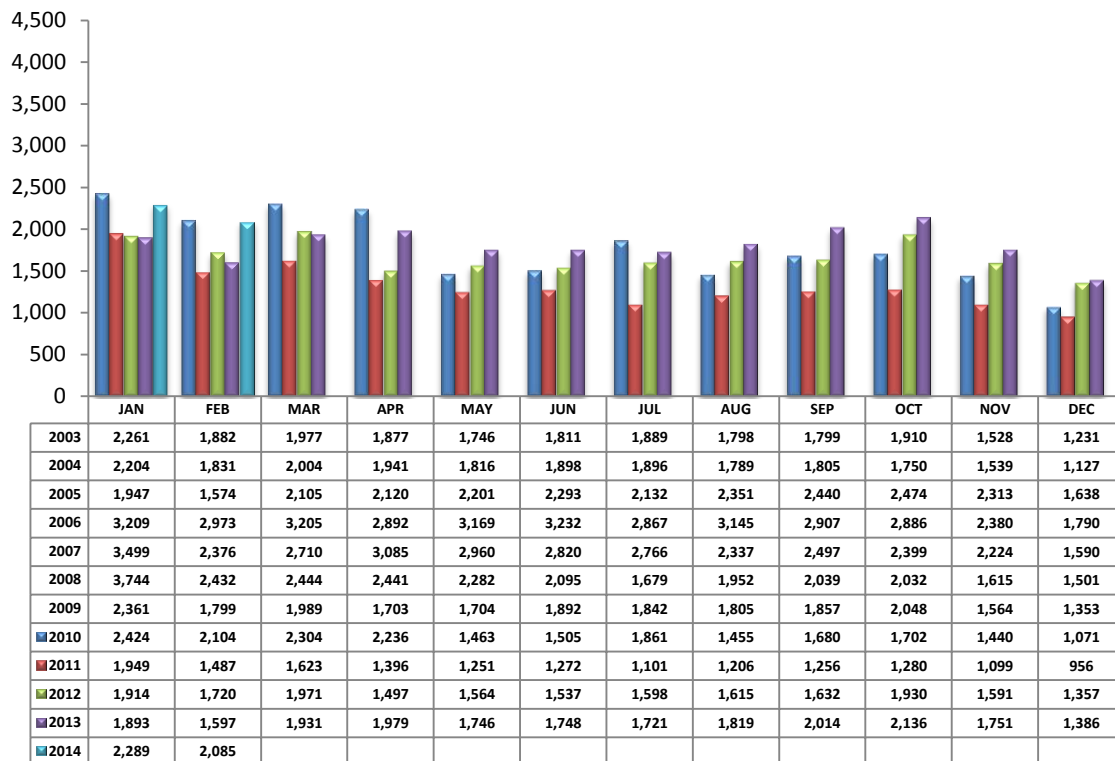
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**Average Days on Market/Listing – February 2014**

Area	Avg. DOM
N	60
NE	49
NW	59
XNE	61
XNW	73
C	29
E	55
S	65
SE	67
SW	55
XSW	65
XS	65
W	99
XW	92

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

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.

**New Listings – February 2014**

Area	# of Listings
C	248
E	140
N	241
NE	123
NW	527
S	100
SE	169
SW	129
W	109
XNE	1
XNW	30
XS	170
XSW	80
XW	18

\*Includes properties that were re-listed

\*\*Beginning February 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.
May 2013	168	319	61
June 2013	183	322	67
July 2013	156	344	67
Aug 2013	140	314	71
Sept 2013	136	362	65
Oct 2013	191	341	37
Nov 2013	123	323	56
Dec 2013	348	293	69
Jan 2014	186	433	52
Feb 2014	166	366	53

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