

**For Immediate
Release:**

February 11, 2014

CONTACT:

Kim Clifton
TARMLS President
(520) 544-2335

Sean Murphy
Vice President, MLS
(520) 382-8792

Philip Tedesco, RCE, CAE
CEO, TARMLS
(520) 327-4218

Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics January 2014

Below are some highlights from the January Residential Sales Statistics:

- Total Sales Volume decreased 19.79% from December, but increased 4.49% since January 2013.
- The Average Sales Price of \$197,262 is a decrease of 2.51% since December.
- Average List Price fell from \$208,818 in December to \$203,061 in January, a 2.76% decline, but is a 7.43% increase since this time last year.
- Total Under Contract this month, 1,804, is a significant increase of 19.79% since December.
- Total Unit Sales decreased 17.79% since December.
- The Median Sales Price fell slightly since December going from \$157,900 to \$157,250, a 0.41% decrease.
- New Listings rose significantly from 1,386 in December to 2,289 in January, resulting in a 65.15% increase.
- Total Active Listings went from 5,150 in December to 5,477, a 6.35% increase, and have increased 22.83% since January 2013.
- Average Days on Market increased to 59 for January from 54 in December.
- Cash sales of 38% exceeded Conventional loan sales of 34% in January.

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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January 2014 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
January	\$168,462,403	\$161,222,377	4.49%
December	\$210,031,523	\$172,396,621	21.83%
Month % Change	-19.79%	-6.48%	

Average Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
January	\$197,262	\$182,378	8.16%
December	\$202,342	\$183,011	10.56%
Month % Change	-2.51%	-0.35%	

Average List Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
January	\$203,061	\$189,011	7.43%
December	\$208,818	\$189,229	10.35%
Month % Change	-2.76%	-0.12%	

Total Under Contract

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
January	1,804	2,415	-25.30%
December	1,506	2,022	-25.52%
Month % Change	19.79%	19.44%	

Total Unit Sales

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
January	854	884	-3.39%
December	1,038	942	10.19%
Month % Change	-17.73%	-6.16%	

Median Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
January	\$157,250	\$145,000	8.45%
December	\$157,900	\$147,500	7.05%
Month % Change	-0.41%	-1.69%	

New Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
January	2,289	1,893	20.92%
December	1,386	1,357	2.14%
Month % Change	65.15%	39.50%	

Active Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
January	5,477	4,459	22.83%
December	5,150	4,449	15.76%
Month % Change	6.35%	0.22%	

January 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	9	6	66.67%	85645	3	0	0.00%	85713	216	29	13.43%	85741	106	32	30.19%
85321	1	0	0.00%	85648	0	0	0.00%	85714	20	8	40.00%	85742	191	25	13.09%
85601	1	0	0.00%	85653	95	13	13.68%	85715	119	28	23.53%	85743	227	33	14.54%
85602	7	0	0.00%	85654	0	0	0.00%	85716	140	21	15.00%	85745	173	32	18.50%
85611	0	0	0.00%	85658	205	17	8.29%	85718	269	30	11.15%	85746	93	27	29.03%
85614	331	32	9.67%	85701	31	2	6.45%	85719	119	16	13.45%	85747	122	16	13.11%
85616	0	0	0.00%	85704	158	32	20.25%	85730	126	35	27.78%	85748	101	19	18.81%
85619	28	0	0.00%	85705	68	22	32.35%	85734	0	0	0.00%	85749	143	17	11.89%
85622	108	13	12.04%	85706	51	27	52.94%	85735	73	9	12.33%	85750	321	36	11.21%
85623	9	1	11.11%	85710	181	46	25.41%	85736	28	2	7.14%	85755	246	35	14.23%
85629	187	33	17.65%	85711	136	25	18.38%	85737	225	21	9.33%	85756	58	24	41.38%
85641	227	26	11.45%	85712	121	16	13.22%	85739	311	27	8.68%	85757	91	21	23.08%

NOTE:

85717 - 2 active listing

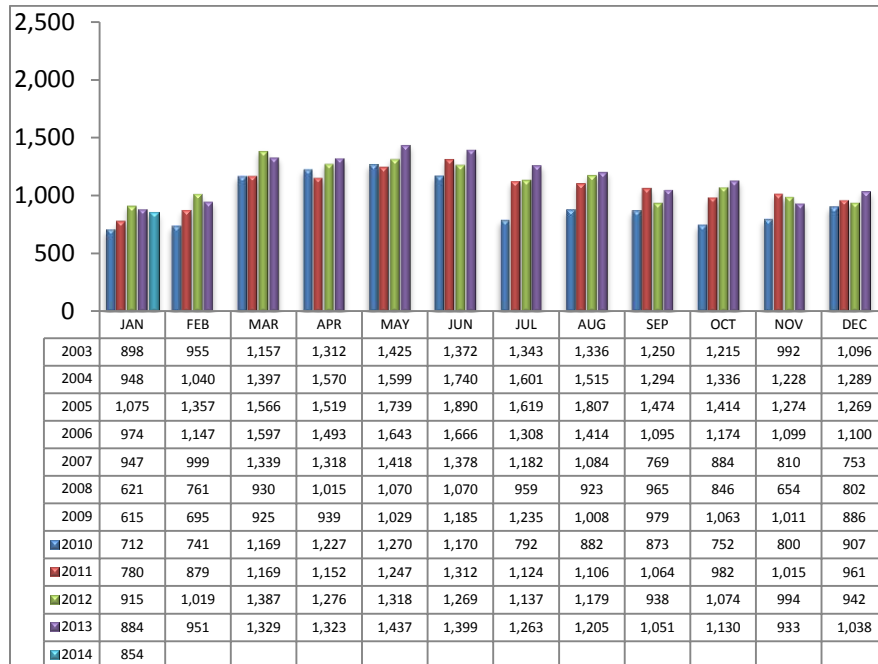
Residential Listing Statistics							Active Listings		Days on Market							
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold							
Under \$29,999	44	4	5	4	57	15	C	625	1 -30 Days	338						
\$30,000 to \$39,999	65	11	9	12	97	21	E	279	31-60 Days	198						
\$40,000 to \$49,999	72	12	8	8	100	16	N	621	61 - 90 Days	138						
\$50,000 to \$59,999	86	35	16	12	149	25	NE	279	91-120 Days	76						
\$60,000 to \$69,999	84	27	7	11	129	29	NW	1613	121 - 180 Days	63						
\$70,000 to \$79,999	107	46	20	12	185	24	S	155	Over 180 Days	41						
\$80,000 to \$89,999	111	44	18	10	183	29	SE	381	Avg. Days on Market							
\$90,000 to \$99,999	109	61	14	12	196	34	SW	360	59							
\$100,000 to \$119,999	268	119	25	28	440	61	W	243	Avg. Sold Price							
\$120,000 to \$139,999	409	144	36	27	616	99	XNE	28	\$197,262							
\$140,000 to \$159,999	432	132	37	17	618	88	XNW	80	Median Sale Price							
\$160,000 to \$179,999	433	124	24	21	602	73	XS	428	\$157,250							
\$180,000 to \$199,999	361	73	15	15	464	49	XSW	345	New Listings							
\$200,000 to \$249,999	738	129	13	47	927	98	XW	40	2,289							
\$250,000 to \$299,999	521	77	9	32	639	71	Sold Units per Area		Sales Volume by Area							
\$300,000 to \$399,999	583	77	13	20	693	62	C	98	\$16,111,610							
\$400,000 to \$499,999	316	36	4	8	364	20	E	64	\$10,280,255							
\$500,000 to \$749,999	368	37	4	17	426	29	N	71	\$27,988,077							
\$750,000 to \$999,999	155	7	1	7	170	6	NE	46	\$10,721,350							
\$1,000,000 and over	215	7	0	4	226	5	NW	214	\$52,336,284							
							S	61	\$5,780,203							
							SE	59	\$8,837,936							
							SW	70	\$6,988,034							
							W	52	\$8,909,980							
							XNE	0	\$0							
							XNW	15	\$1,426,209							
							XS	59	\$12,505,950							
Totals	5,477	1,202	278	324	7,281	854	XSW	39	\$5,951,900							
							XW	6	\$624,615							
Jan-14							Jan-13		% Change		YTD 2014	YTD 2013	% Change	Total Volume		\$168,462,403
Home Sales Volume	\$168,462,403	\$161,222,377	4.49%	\$168,462,403	\$161,222,377	4.49%										
Home Sales Units	854	884	-3.39%	854	884	-3.39%										
Average Sales Price (All Residential)	\$197,262	\$182,378	8.16%	\$197,262	\$182,378	8.16%										
Median Sales Price	\$157,250	\$145,000	8.45%	\$157,250	\$145,000	8.45%										
Average Days on Market:	59	57	3.51%	59	57	3.51%										
Average List Price for Sold:	\$203,061	\$189,011	7.43%	\$203,061	\$189,011	7.43%										
SP/LP %	97.14%	96.49%		97.14%	96.49%											
Total Under Contract	1,804	2,415	-25.30%													
Active Listings	5,477	4,459	22.83%													
New Listings	2,289	1,893	20.92%													

Types of Financing		Totals
FHA		118
VA		75
Other		36
Cash		326
Convention		291
Cash/Loan		1
Carryback		7

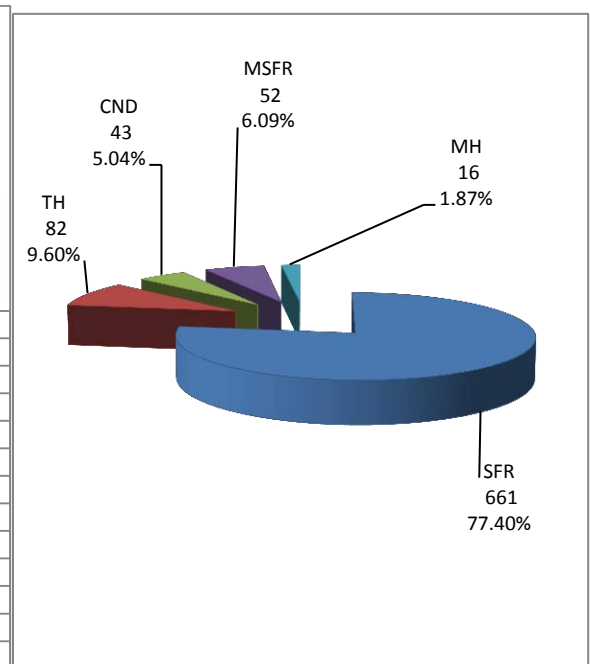
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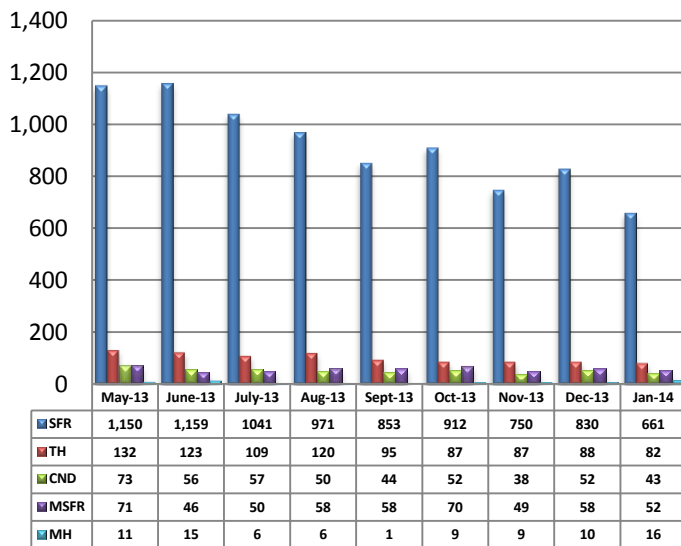
Total Unit Sales - January 2014



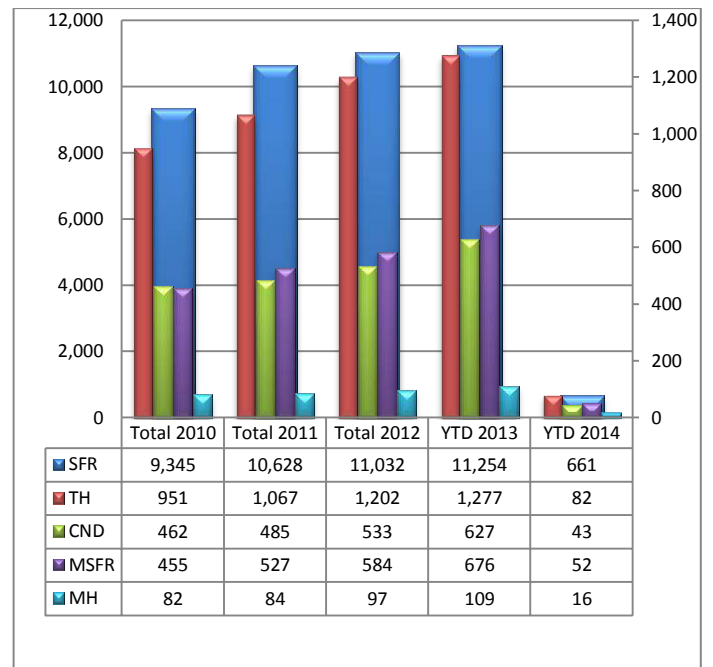
Unit Sales - Breakdown by Type



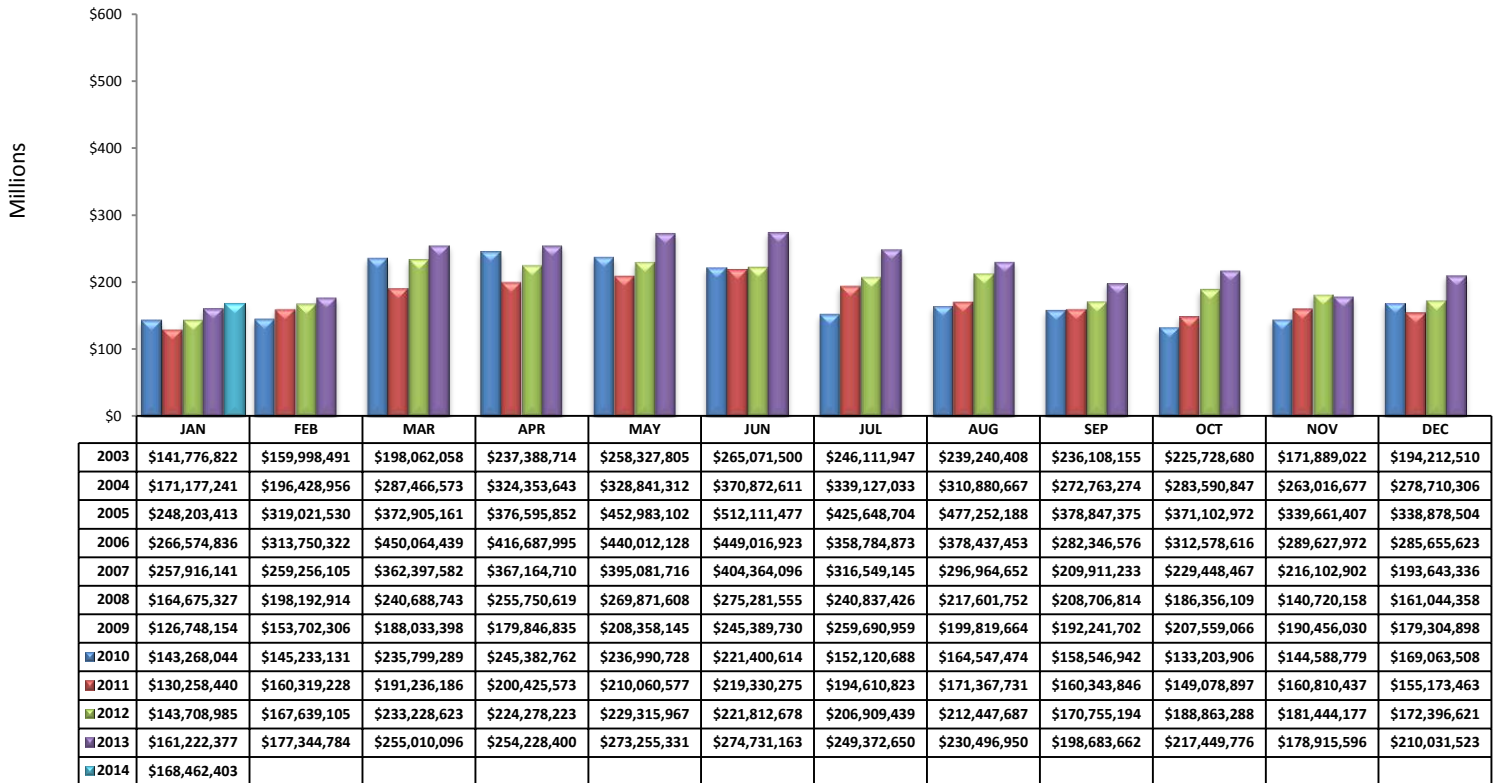
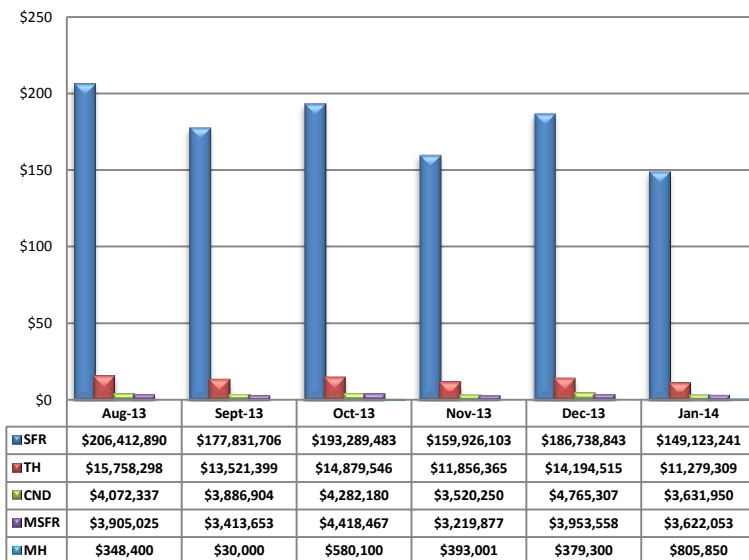
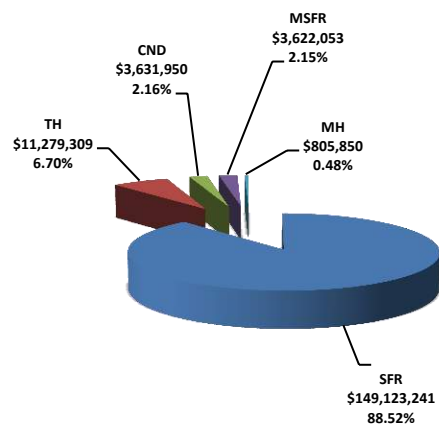
Total Unit Sales By Type - Monthly Comparison



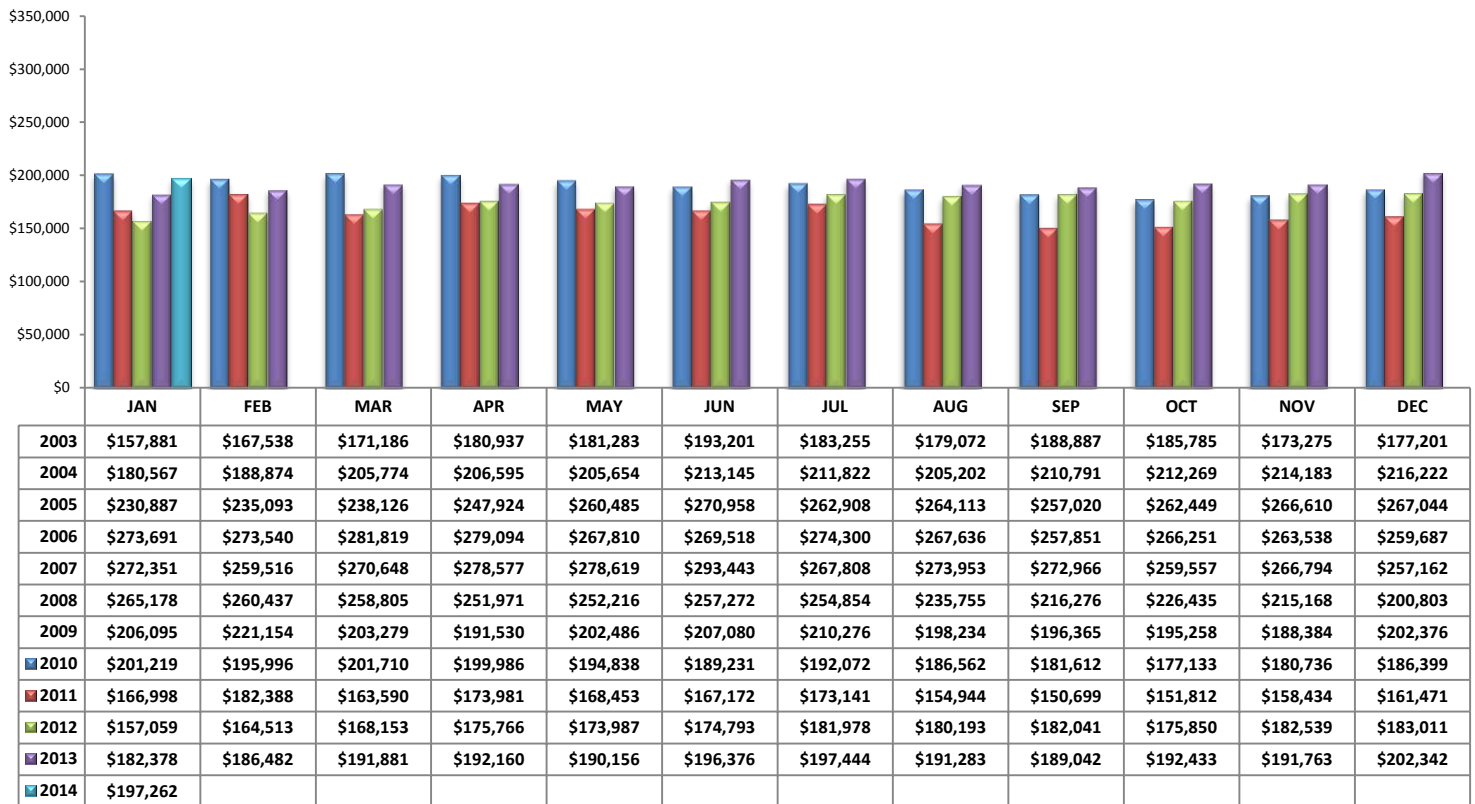
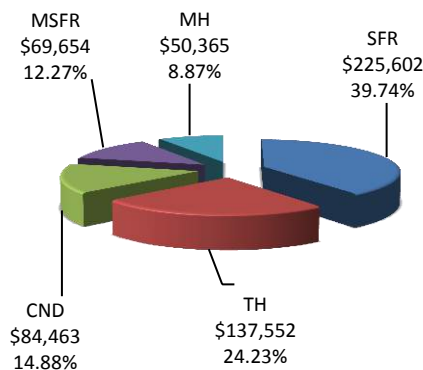
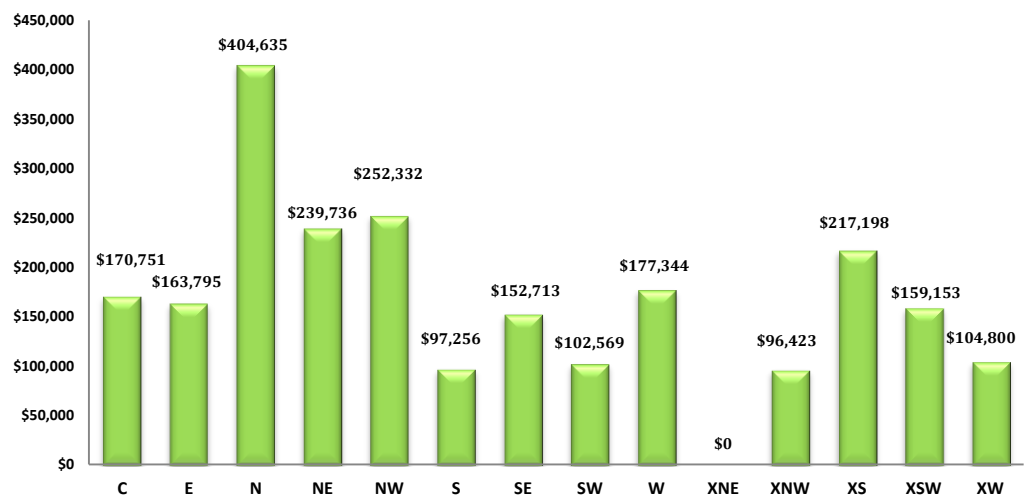
YTD Annual Comparison - Breakdown by Type



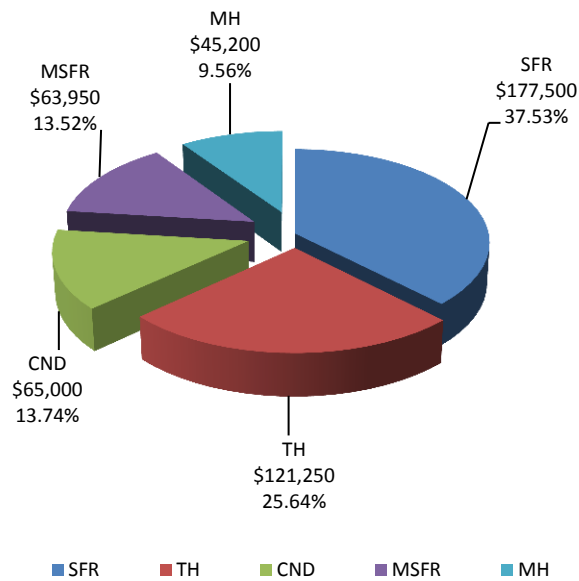
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Total Sales Volume - January 2014**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

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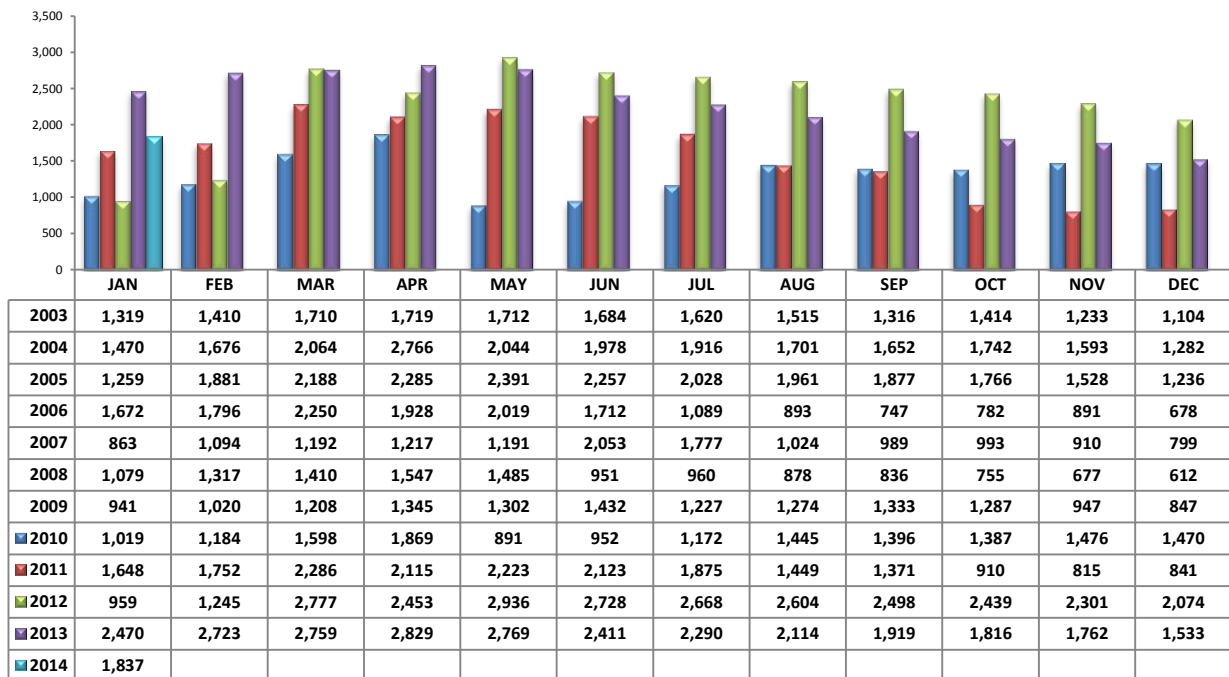
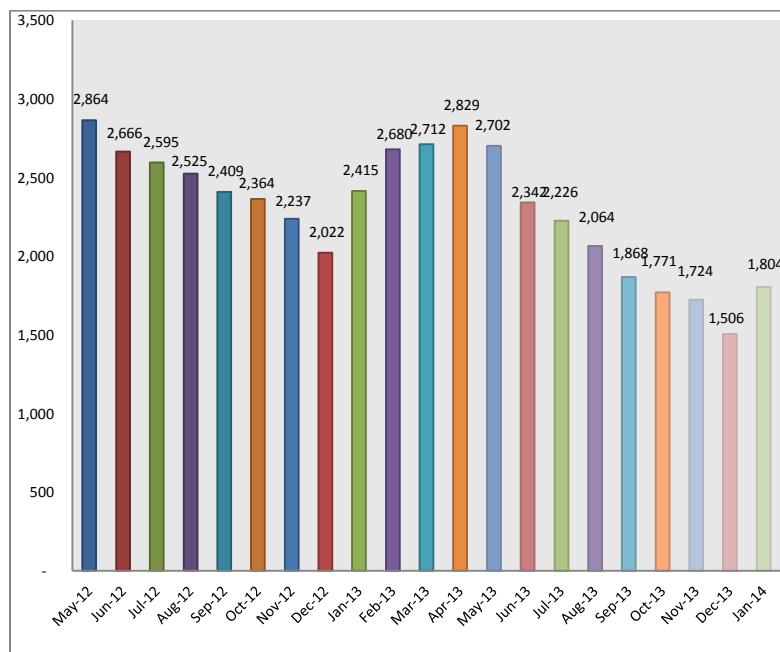
Average Sales Price – January 2014**Average Sales Price by Type – January 2014****Average "Listing" Price per Area – January 2014**

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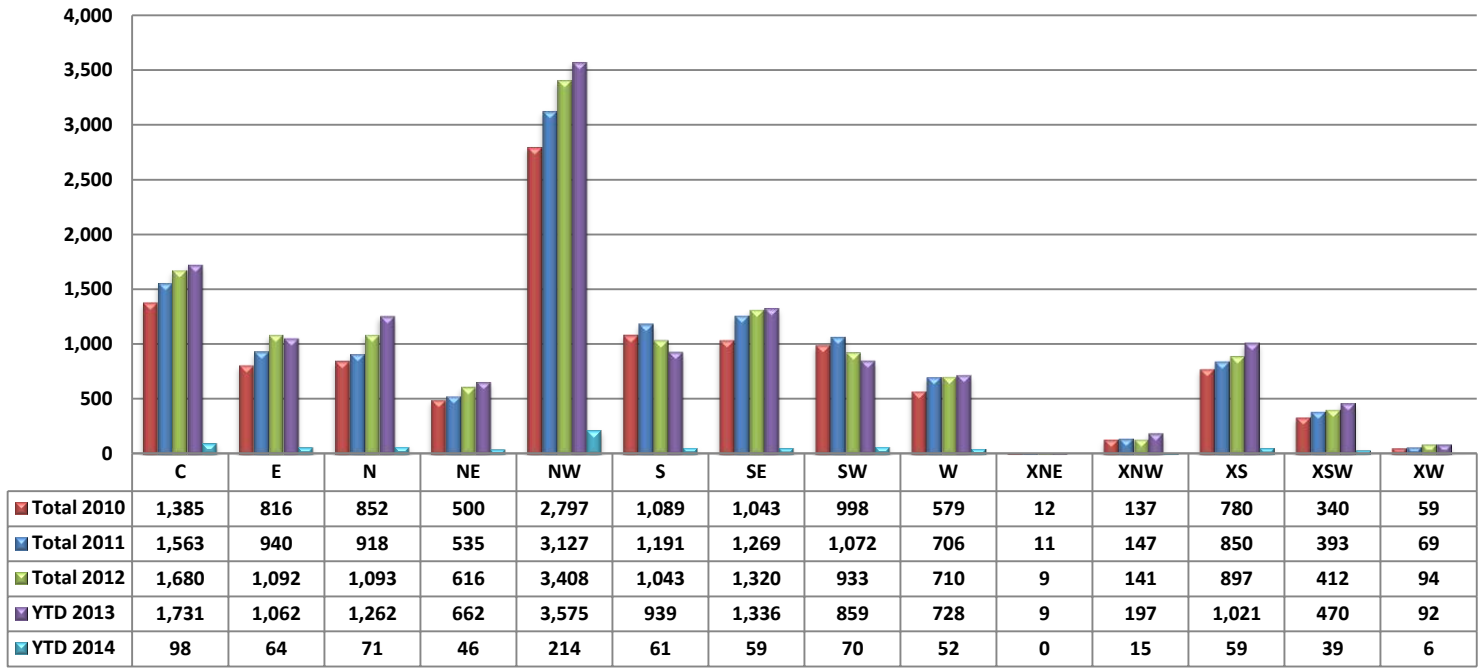
Median Sale Price – by Type**Median Sale Price – January 2014**

	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											

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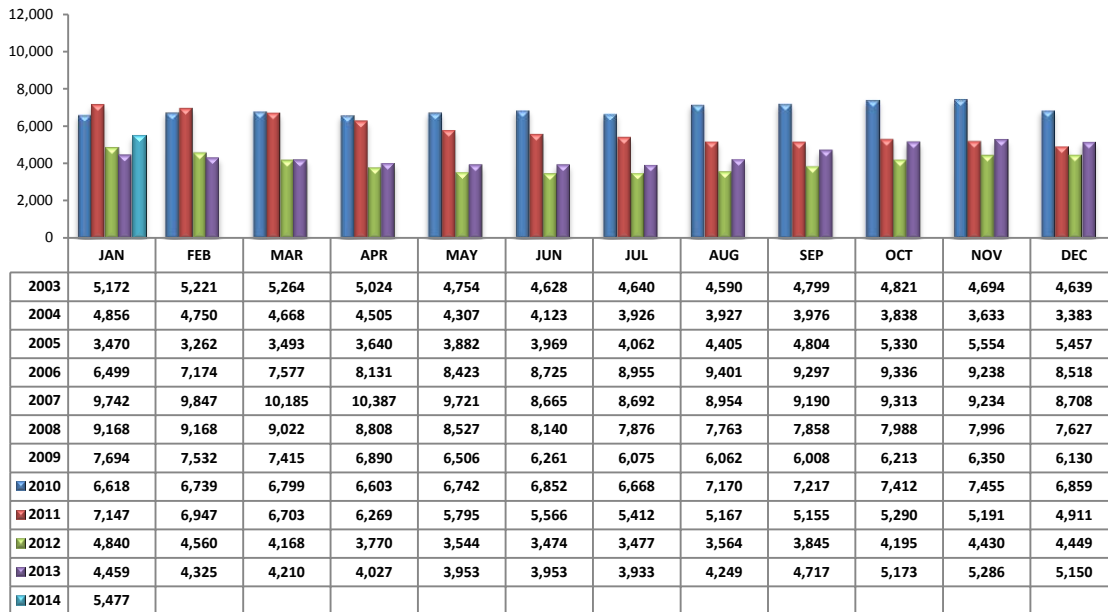
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$104,863	\$159,876	\$359,945	\$179,333	\$164,404
E	\$81,998	\$158,200	\$186,011	\$762,500	\$160,628
N	\$186,474	\$312,846	\$571,395	\$2,195,000	\$394,198
NE	\$108,863	\$257,215	\$317,087	\$265,680	\$233,072
NW	\$214,232	\$235,683	\$305,546	\$278,698	\$244,562
S	\$78,166	\$80,717	\$134,514	\$140,000	\$94,757
SE	\$115,235	\$146,221	\$168,249	\$189,000	\$149,795
SW	\$75,733	\$104,975	\$125,138	\$111,966	\$99,829
W	\$58,411	\$189,504	\$224,108	\$465,000	\$171,345
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$80,000	\$92,367	\$78,725	\$200,000	\$95,080
XS	\$238,611	\$202,659	\$206,402	\$234,699	\$211,965
XSW	\$155,389	\$159,666	\$82,000	\$0	\$152,612
XW	\$34,215	\$87,000	\$154,950	\$96,750	\$104,102

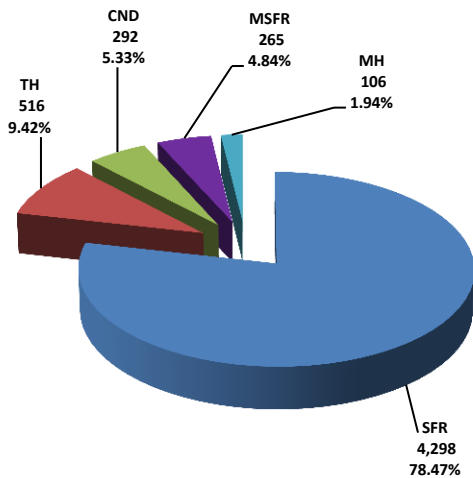
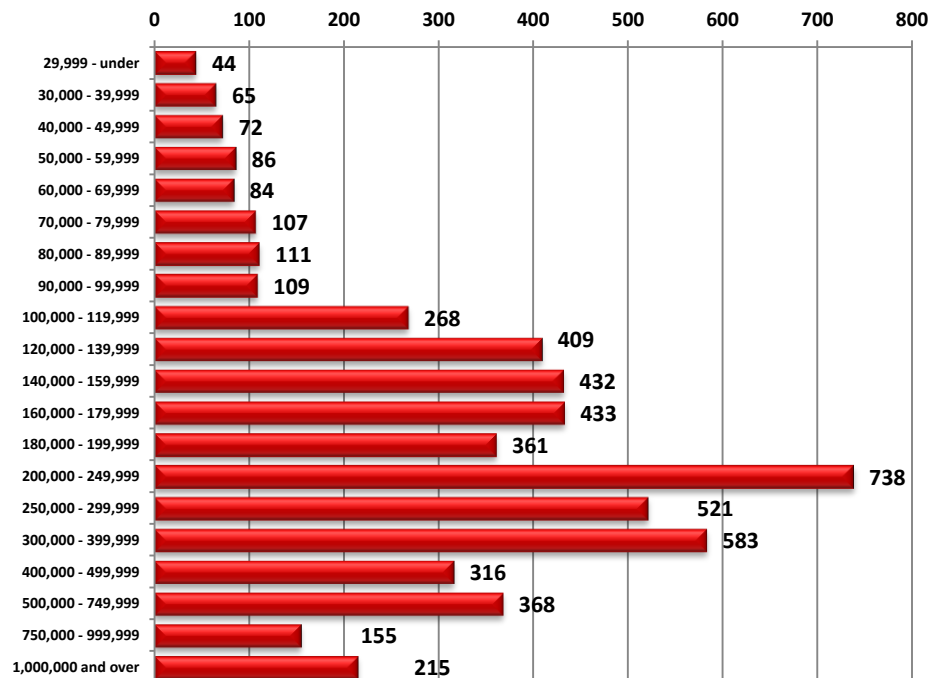
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	33	51	11	3	98
E	11	38	14	1	64
N	25	24	20	2	71
NE	11	22	8	5	46
NW	61	104	41	8	214
S	6	39	14	2	61
SE	8	33	15	3	59
SW	22	32	13	3	70
W	13	24	14	1	52
XNE	0	0	0	0	0
XNW	1	9	4	1	15
XS	9	20	26	4	59
XSW	28	9	2	0	39
XW	1	1	2	2	6

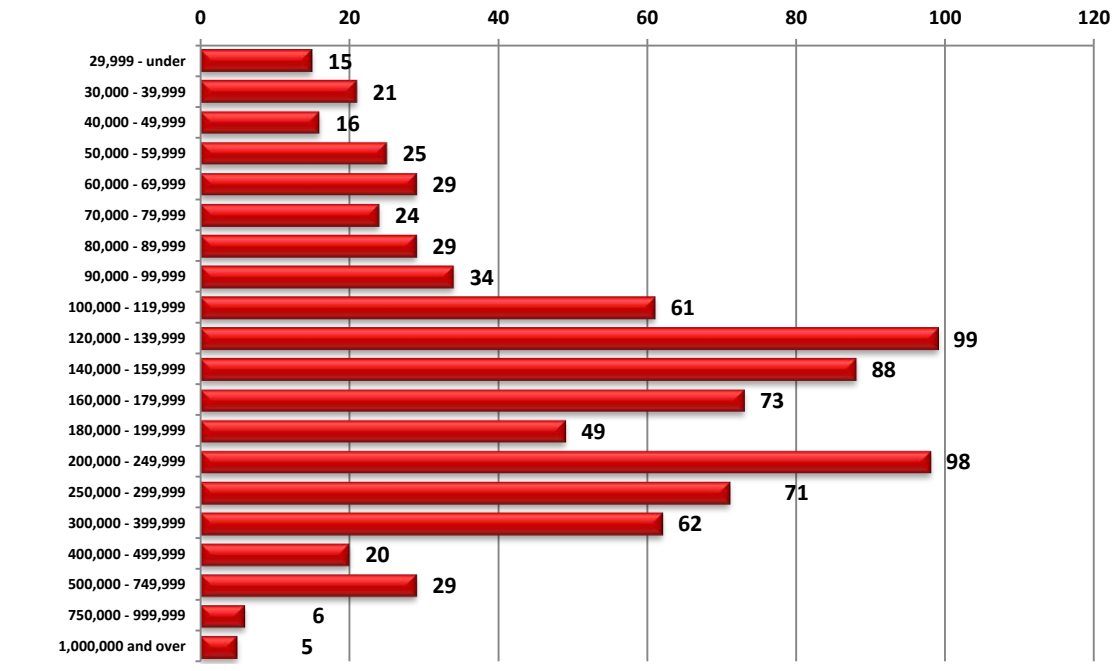
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Active Listings

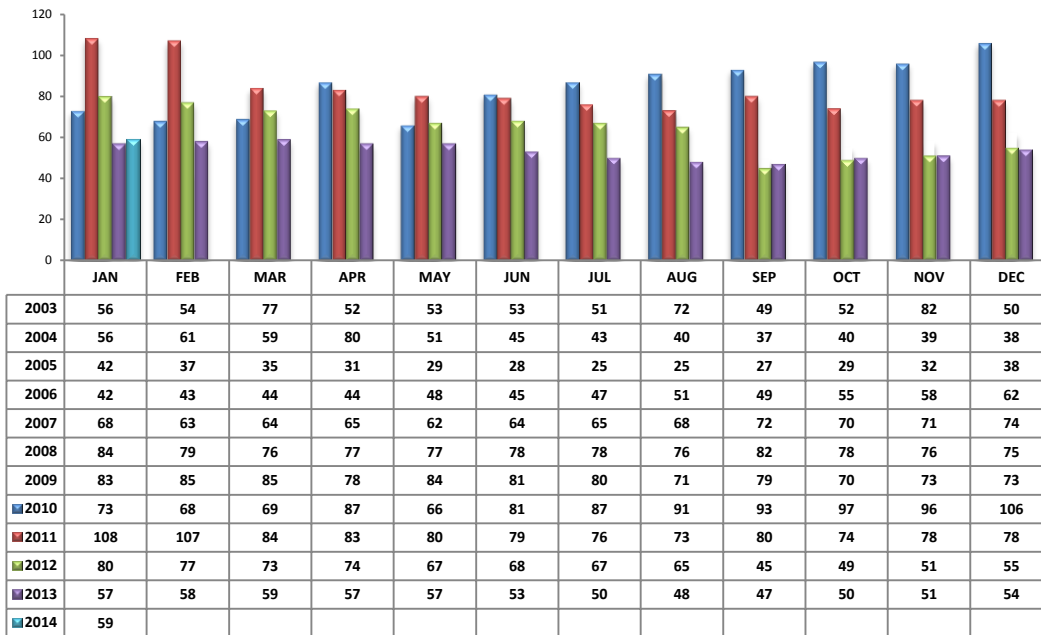
Area	# of Listings
C	625
E	279
N	621
NE	279
NW	1613
S	155
SE	381
SW	360
W	243
XNE	28
XNW	80
XS	428
XSW	345
XW	40

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

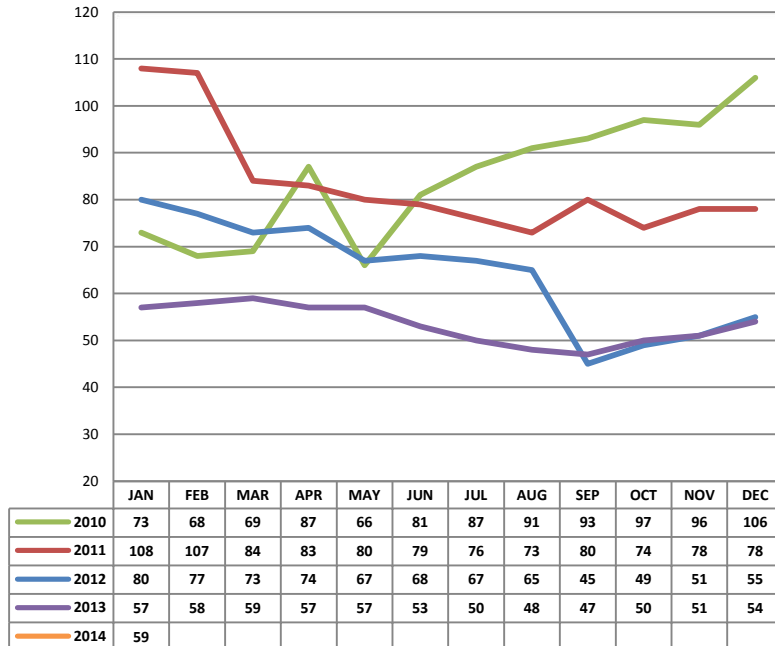
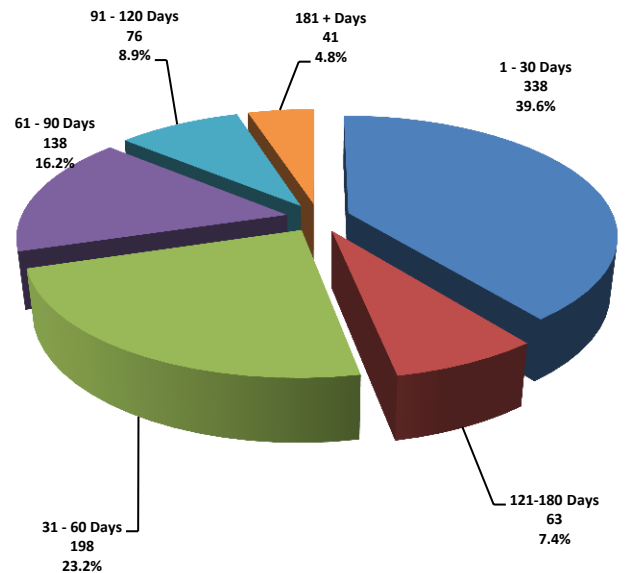
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Sold Price Breakdown

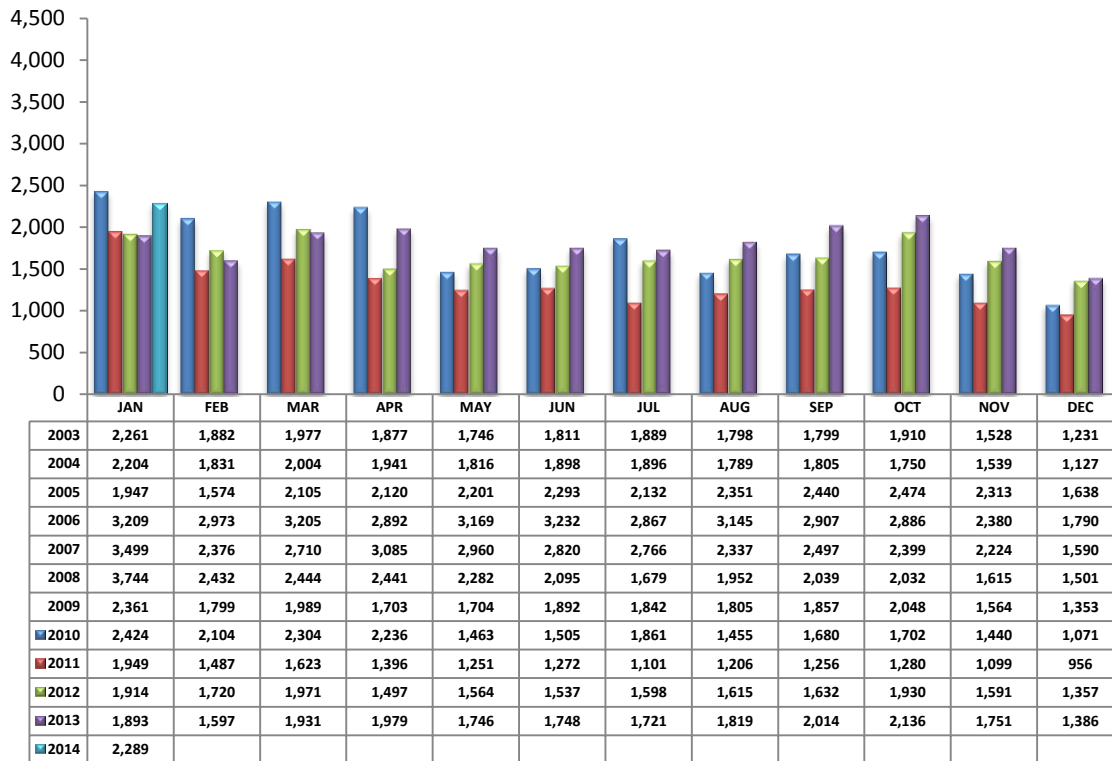
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Average Days on Market/Listing - January 2014

Area	Avg. DOM
N	47
NE	52
NW	64
XNE	63
XNW	61
C	32
E	57
S	59
SE	62
SW	0
XSW	61
XS	68
W	100
XW	87

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 - January 2014

Area	# of Listings
C	275
E	149
N	274
NE	135
NW	630
S	85
SE	176
SW	143
W	111
XNE	6
XNW	33
XS	147
XSW	112
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.
April 2013	183	322	44
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

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