

**For Immediate  
Release:**  
**July 10, 2014**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics June 2014**

Below are some highlights from the June Residential Sales Statistics:

- Total Sales Volume is up this month going from \$248,542,829 in May to \$274,446,213 in June, a 10.42% increase.
- The Average Sales Price increased 3.44% from last month.
- Average List Price for June was \$219,192, a 3.78% increase over last month's \$211,204.
- Total Under Contract decreased 5.75% from May.
- Total Unit Sales of 1,297 for June is up over last month's number of 1,215, a 6.75% increase.
- The Median Sales Price this month of \$168,815 is a 1.09% increase since last month, and a 5.51% increase over June 2013.
- New Listings increased 2.33% from May to June.
- Total Active Listings of 5,284 is a decrease of 2.04% since May's number of 5,394, but is an increase of 33.67% since June 2013.
- Average Days on Market dropped to 62 this month from 64 in May.
- Conventional loan sales of 42% exceeded Cash Sales of 26% this month.

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

### Total Sales Volume

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
June	\$274,446,213	\$274,731,163	-0.10%
May	\$248,542,829	\$273,255,331	-9.04%
Month % Change	10.42%	0.54%	

### Average Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
June	\$211,600	\$196,376	7.75%
May	\$204,561	\$190,156	7.58%
Month % Change	3.44%	3.27%	

### Average List Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
June	\$219,192	\$202,547	8.22%
May	\$211,204	\$196,508	7.48%
Month % Change	3.78%	3.07%	

### Total Under Contract

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
June	1,949	2,342	-16.78%
May	2,068	2,702	-23.46%
Month % Change	-5.75%	-13.32%	

### Total Unit Sales

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
June	1,297	1,399	-7.29%
May	1,215	1,437	-15.45%
Month % Change	6.75%	-2.64%	

### Median Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
June	\$168,815	\$160,000	5.51%
May	\$167,000	\$156,500	6.71%
Month % Change	1.09%	2.24%	

### New Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
June	2,020	1,748	15.56%
May	1,974	1,746	13.06%
Month % Change	2.33%	0.11%	

### Active Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
June	5,284	3,953	33.67%
May	5,394	3,953	36.45%
Month % Change	-2.04%	0.00%	

## June 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>
85143	0	0	0.00%	85645	0	1	0.00%	85714	15	5	33.33%	85742	194	45	23.20%
85145	9	8	88.89%	85648	0	0	0.00%	85715	126	28	22.22%	85743	241	46	19.09%
85321	0	0	0.00%	85653	92	28	30.43%	85716	165	35	21.21%	85745	142	52	36.62%
85601	0	0	0.00%	85654	0	0	0.00%	85717	0	1	0.00%	85746	81	37	45.68%
85602	8	1	12.50%	85658	163	30	18.40%	85718	273	49	17.95%	85747	143	50	34.97%
85611	0	0	0.00%	85701	27	5	18.52%	85719	158	33	20.89%	85748	124	26	20.97%
85614	229	38	16.59%	85704	172	41	23.84%	85730	125	60	48.00%	85749	162	28	17.28%
85616	0	0	0.00%	85705	87	20	22.99%	85734	0	0	0.00%	85750	295	60	20.34%
85619	30	3	10.00%	85706	55	26	47.27%	85735	59	10	16.95%	85755	213	36	16.90%
85622	56	7	12.50%	85710	174	76	43.68%	85736	31	7	22.58%	85756	60	29	48.33%
85623	8	2	25.00%	85711	134	43	32.09%	85737	222	44	19.82%	85757	95	25	26.32%
85629	219	56	25.57%	85712	102	37	36.27%	85739	255	43	16.86%				
85641	248	43	17.34%	85713	182	43	23.63%	85741	110	40	36.36%				

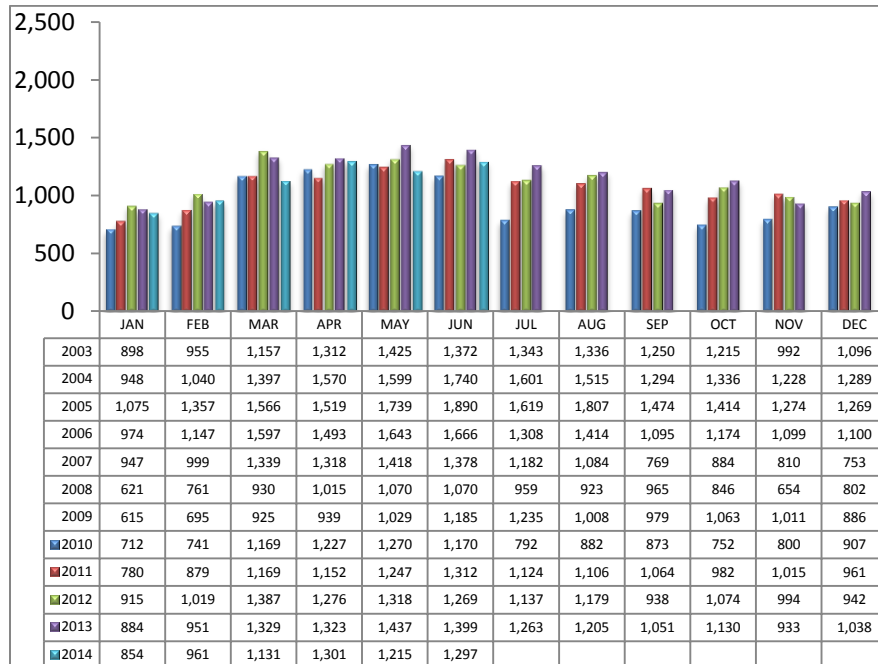
Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold	
Under \$29,999	32	6	1	2	41	16	C	661	1 -30 Days	565
\$30,000 to \$39,999	52	11	3	2	68	12	E	295	31-60 Days	275
\$40,000 to \$49,999	52	12	5	2	71	17	N	616	61 - 90 Days	168
\$50,000 to \$59,999	81	19	8	4	112	24	NE	302	91-120 Days	109
\$60,000 to \$69,999	75	28	12	6	121	31	NW	1494	121 - 180 Days	93
\$70,000 to \$79,999	98	41	18	7	164	28	S	165	Over 180 Days	87
\$80,000 to \$89,999	103	35	17	7	162	34	SE	406	Avg. Days on Market 62	
\$90,000 to \$99,999	114	48	21	11	194	37	SW	311		
\$100,000 to \$119,999	247	120	30	14	411	104	W	230	Avg. Sold Price \$211,600	
\$120,000 to \$139,999	364	161	34	37	596	147	XNE	30		
\$140,000 to \$159,999	394	160	34	50	638	145	XNW	70	Median Sale Price \$168,815	
\$160,000 to \$179,999	431	138	20	31	620	101	XS	432		
\$180,000 to \$199,999	407	106	8	34	555	94	XSW	227	New Listings 2,020	
\$200,000 to \$249,999	668	157	16	42	883	172	XW	45		
\$250,000 to \$299,999	556	97	12	41	706	114	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	630	106	14	25	775	112	C	170	\$27,627,613	
\$400,000 to \$499,999	317	39	4	4	364	53	E	103	\$17,123,982	
\$500,000 to \$749,999	340	47	4	14	405	33	N	119	\$49,690,138	
\$750,000 to \$999,999	155	12	0	1	168	14	NE	57	\$17,453,258	
\$1,000,000 and over	168	9	1	1	179	9	NW	323	\$79,257,516	
							S	68	\$7,339,573	
							SE	128	\$22,426,927	
							SW	82	\$10,760,780	
							W	81	\$15,624,627	
							XNE	3	\$990,834	
							XNW	22	\$2,806,390	
							XS	93	\$17,479,841	
							XSW	42	\$5,388,734	
Totals	5,284	1,352	262	335	7,233	1,297	XW	6	\$476,000	
							Total Volume		\$274,446,213	
	June-14	June-13	% Change	YTD 2014	YTD 2013	% Change				
Home Sales Volume	\$274,446,213	\$274,731,163	-0.10%	\$1,363,492,761	\$1,395,792,151	-2.31%				
Home Sales Units	1,297	1,399	-7.29%	6,759	7,323	-7.70%				
Average Sales Price (All Residential)	\$211,600	\$196,376	7.75%	\$206,411	\$193,267	6.80%				
Median Sales Price	\$168,815	\$160,000	5.51%	\$166,746	\$157,316	5.99%				
Average Days on Market:	62	53	16.98%	63	56	12.50%				
Average List Price for Sold:	\$219,192	\$202,547	8.22%	\$213,438	\$199,540	6.97%				
SP/LP %	96.54%	96.95%		96.71%	96.86%					
Total Under Contract	1,949	2,342	-16.78%							
Active Listings	5,284	3,953	33.67%							
New Listings	2,020	1,748	15.56%							

Types of Financing	Totals
FHA	221
VA	136
Other	40
Cash	339
Convention	546
Cash/Loan	0
Carryback	15

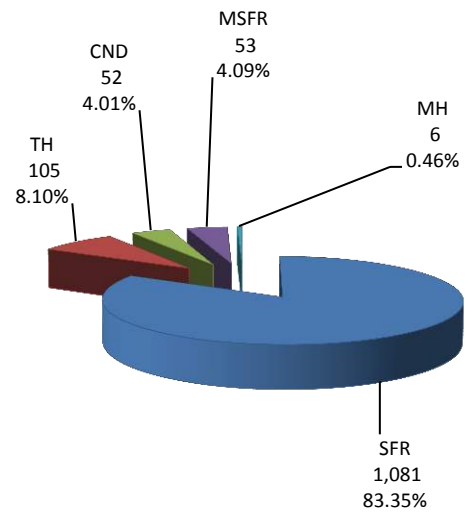
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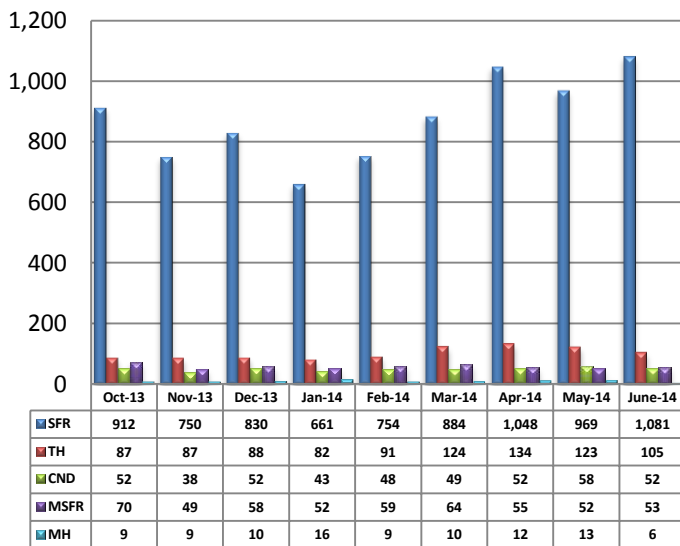
### Total Unit Sales - June 2014



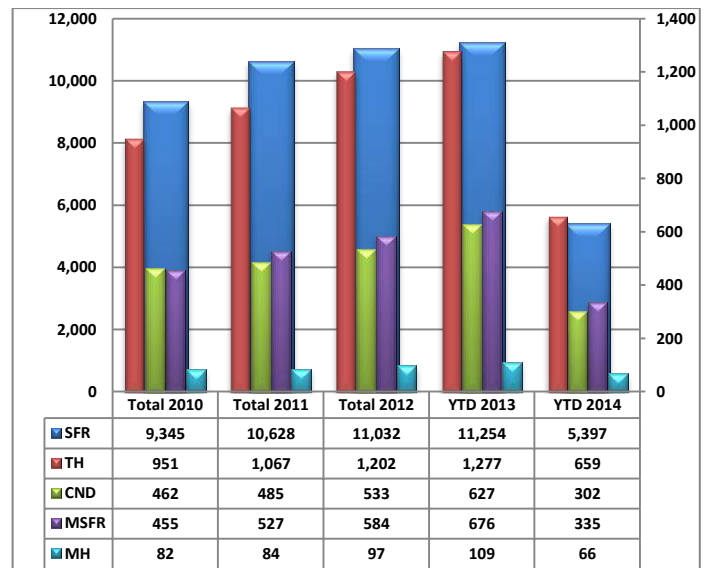
### Unit Sales - Breakdown by Type



### Total Unit Sales By Type - Monthly Comparison

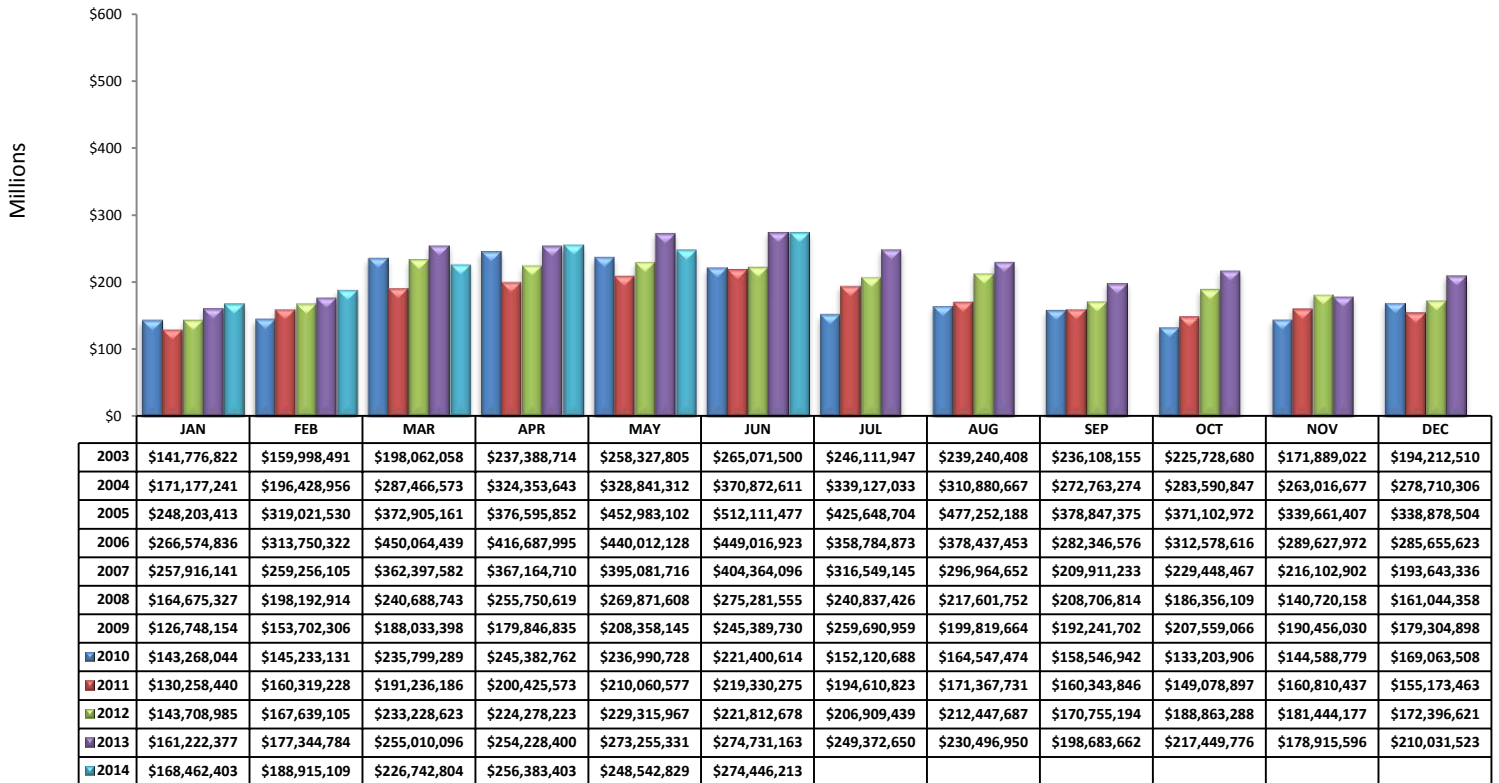


### YTD Annual Comparison - Breakdown by Type

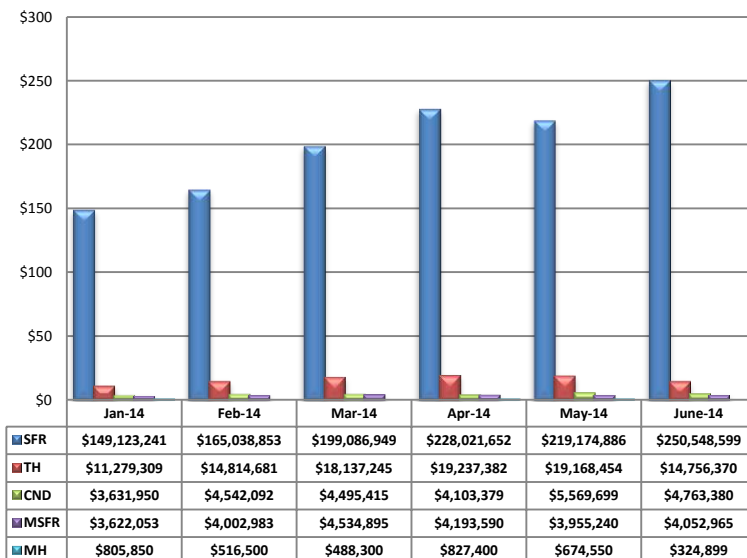


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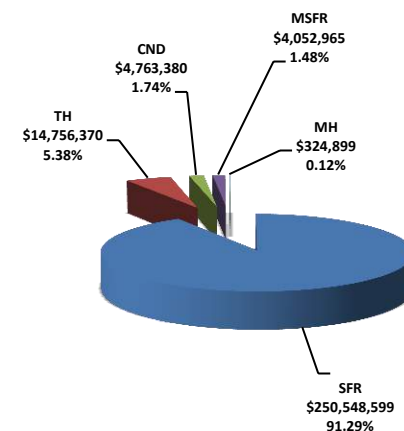
## Total Sales Volume - June 2014



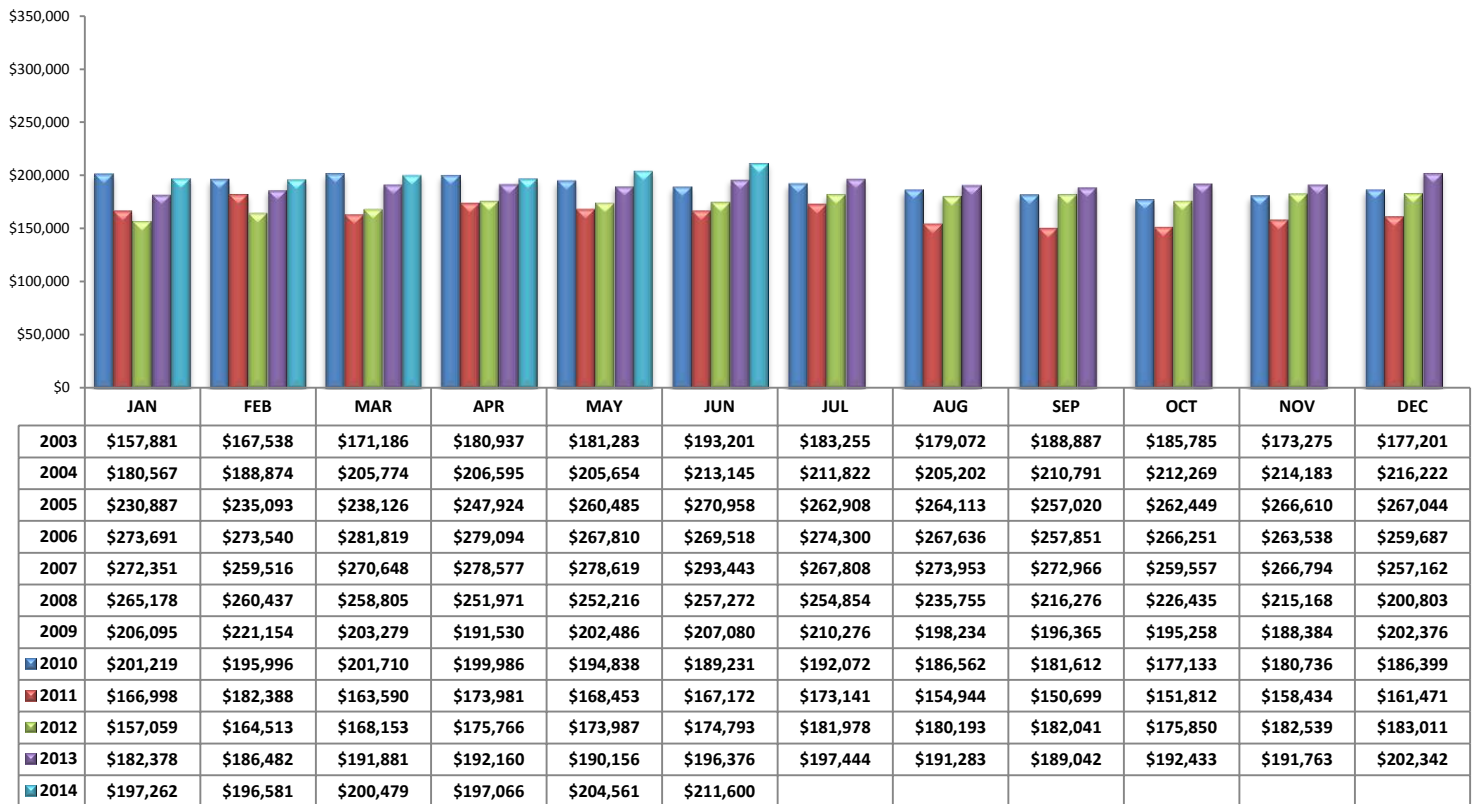
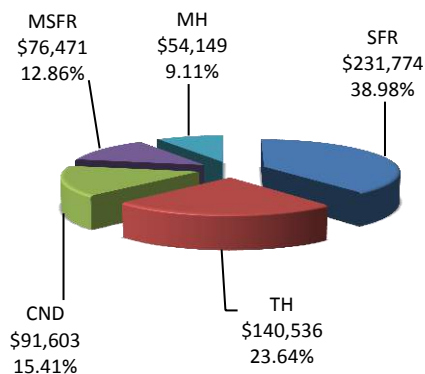
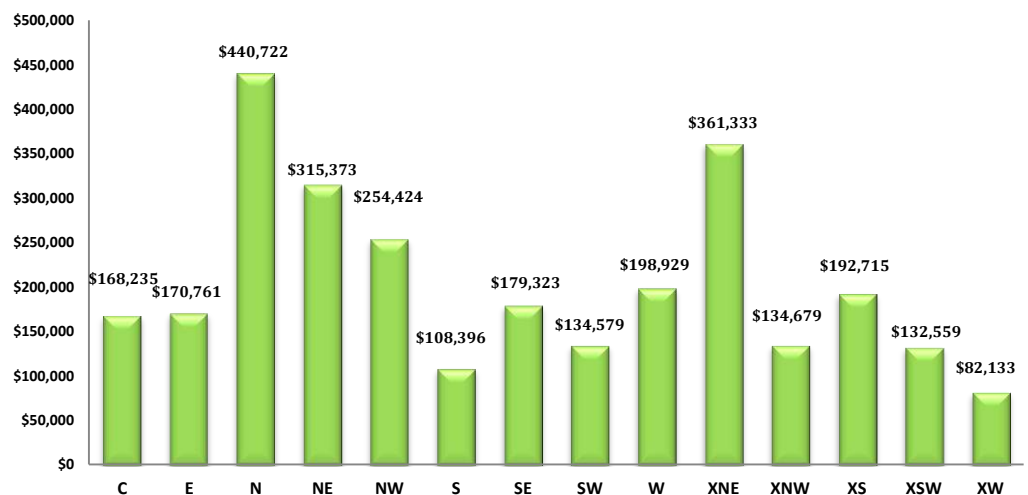
## Total Sales Volume By Type - Monthly Comparison



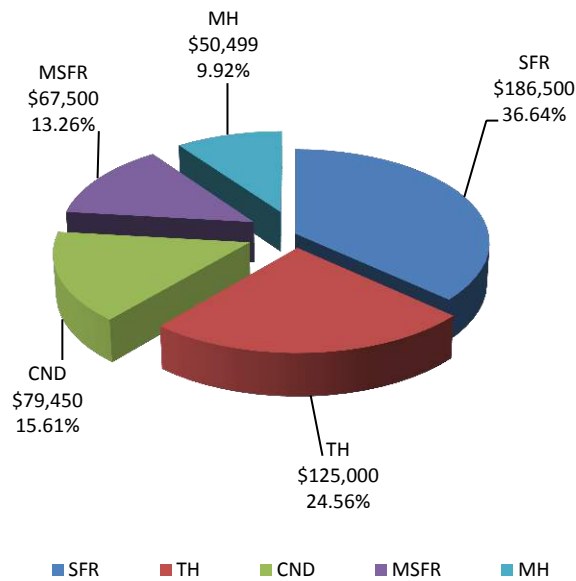
## Monthly Volume by Type



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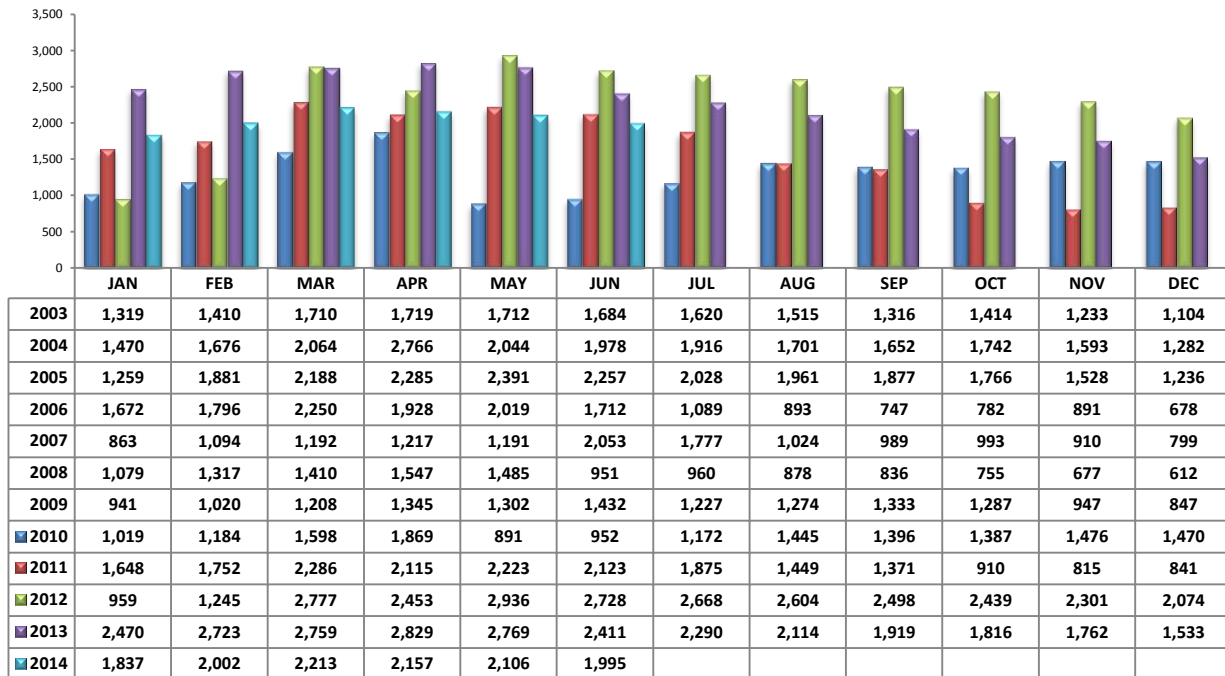
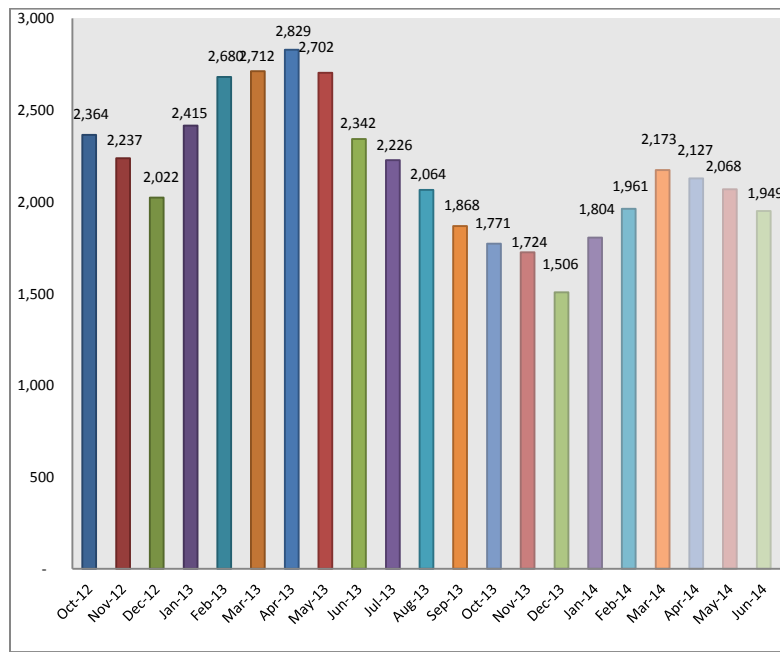
**Average Sales Price – June 2014****Average Sales Price by Type – June 2014****Average "Listing" Price per Area – June 2014**

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

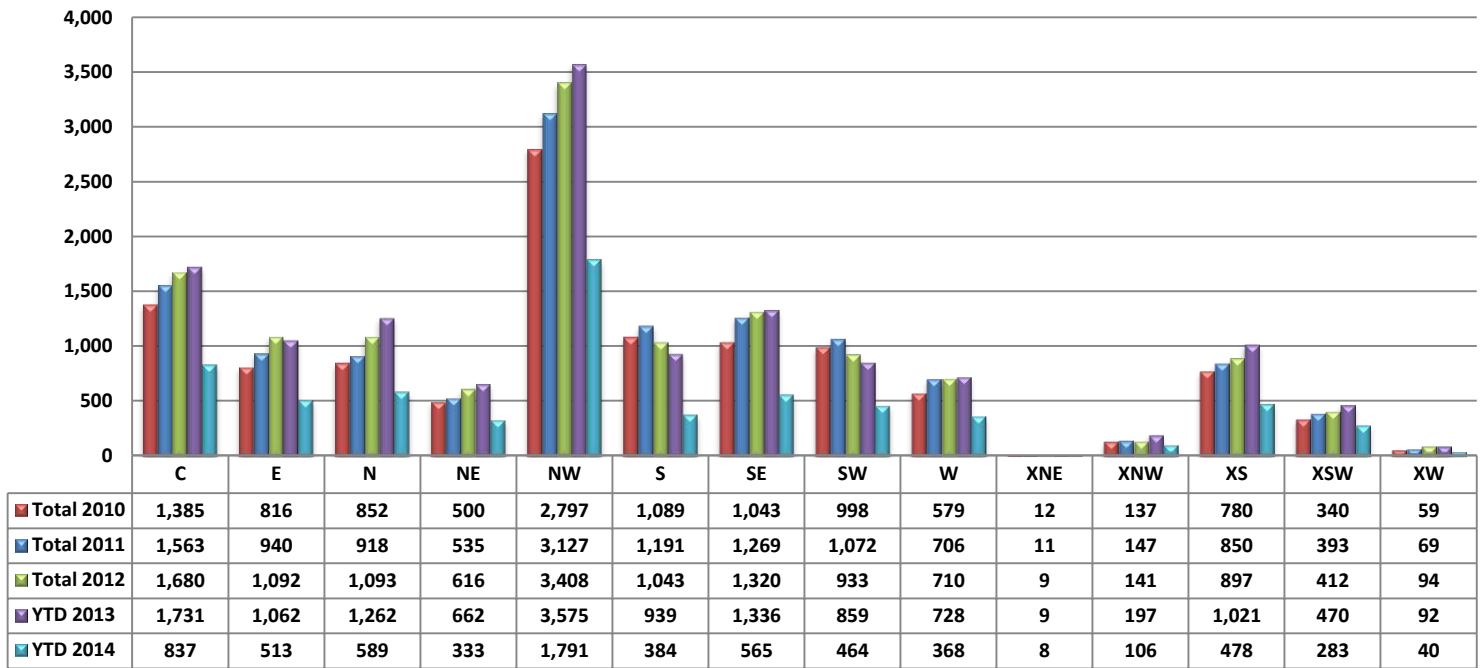
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2003	\$132,000	\$137,500	\$137,610	\$144,700	\$145,000	\$152,450	\$146,990	\$148,000	\$146,350	\$150,900	\$141,825	\$145,000
2004	\$148,000	\$150,000	\$157,000	\$159,900	\$162,487	\$169,700	\$167,000	\$167,500	\$169,950	\$172,000	\$177,000	\$170,000
2005	\$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	\$162,000	\$164,900	\$167,000	\$168,815						

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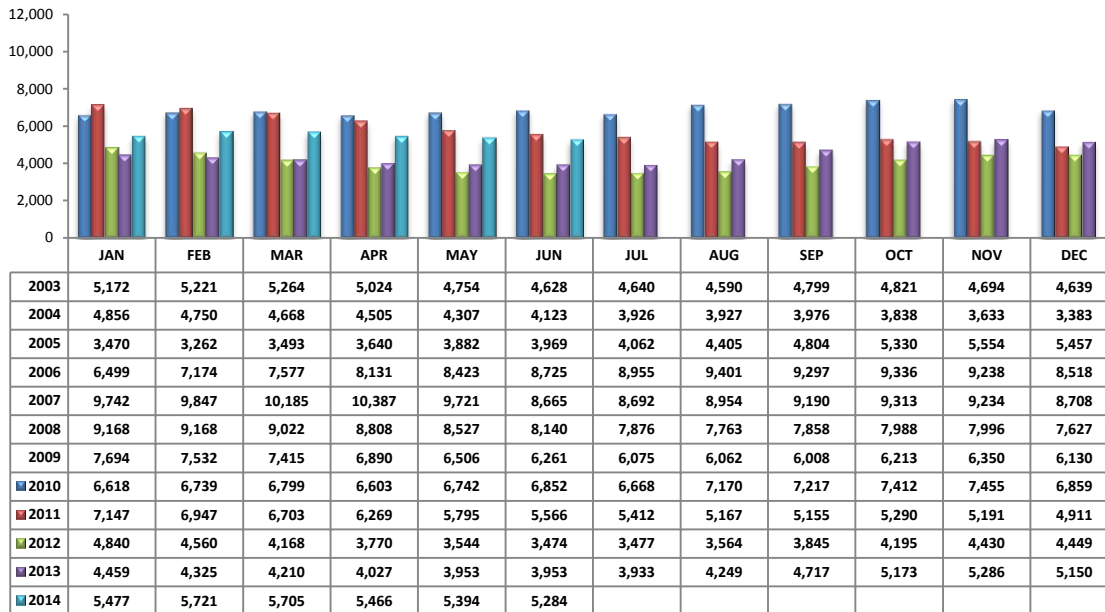
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$120,882	\$175,590	\$224,008	\$263,675	\$162,515
E	\$79,620	\$153,825	\$216,571	\$280,125	\$166,252
N	\$183,752	\$393,379	\$536,526	\$695,954	\$417,564
NE	\$193,181	\$237,975	\$391,534	\$488,750	\$306,197
NW	\$210,445	\$226,840	\$285,555	\$354,844	\$245,379
S	\$77,061	\$97,558	\$137,147	\$0	\$107,934
SE	\$145,626	\$144,932	\$209,310	\$290,437	\$175,210
SW	\$95,669	\$123,907	\$142,128	\$238,225	\$131,229
W	\$86,386	\$179,407	\$286,412	\$269,000	\$192,896
XNE	\$205,000	\$392,917	\$0	\$0	\$330,278
XNW	\$39,000	\$114,446	\$165,018	\$151,500	\$127,563
XS	\$151,392	\$170,196	\$202,806	\$263,850	\$187,955
XSW	\$122,746	\$143,683	\$102,833	\$0	\$128,303
XW	\$89,750	\$122,000	\$57,000	\$60,500	\$79,333

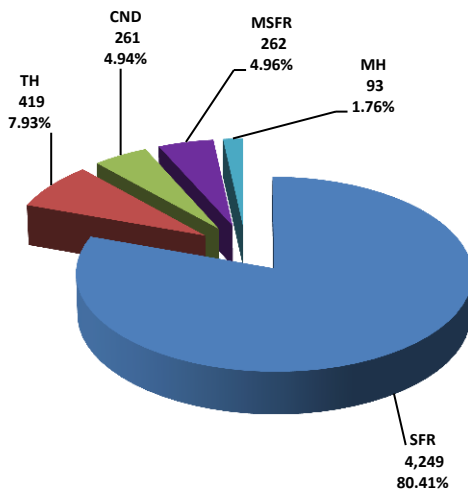
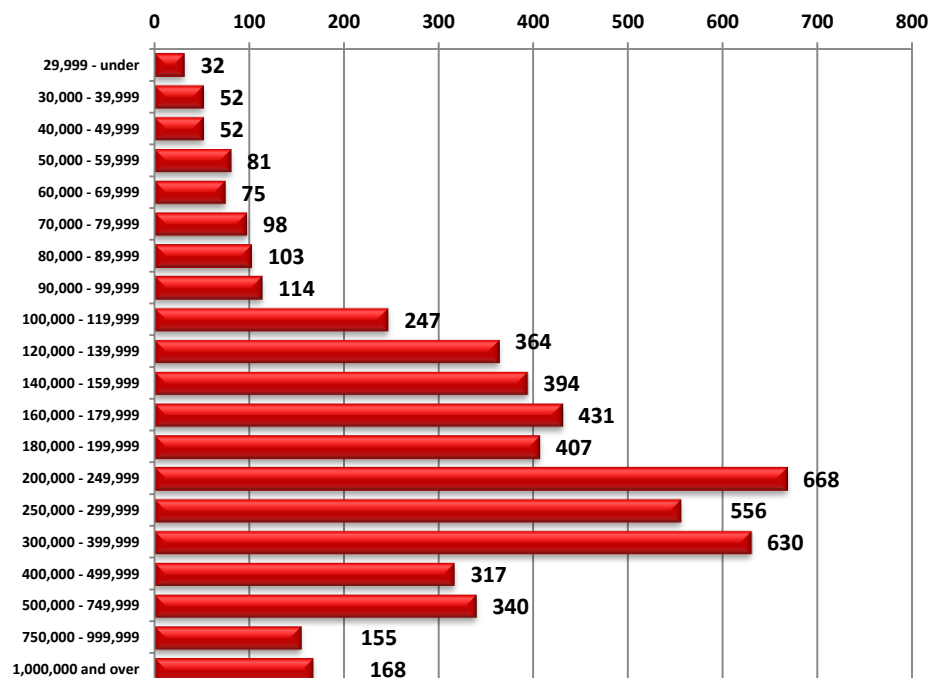
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	63	85	18	4	170
E	20	43	36	4	103
N	24	52	32	11	119
NE	11	20	22	4	57
NW	81	141	81	20	323
S	10	35	23	0	68
SE	11	67	42	8	128
SW	13	37	28	4	82
W	13	46	19	3	81
XNE	1	2	0	0	3
XNW	1	13	5	3	22
XS	14	39	30	10	93
XSW	25	14	3	0	42
XW	2	1	2	1	6

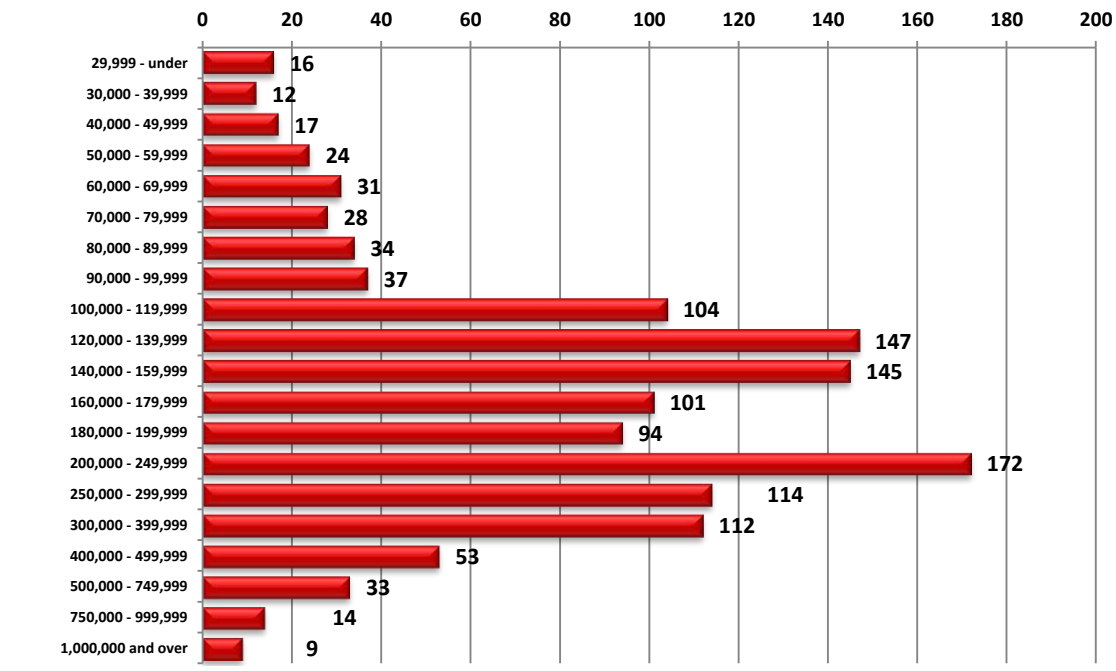
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**Active Listings**

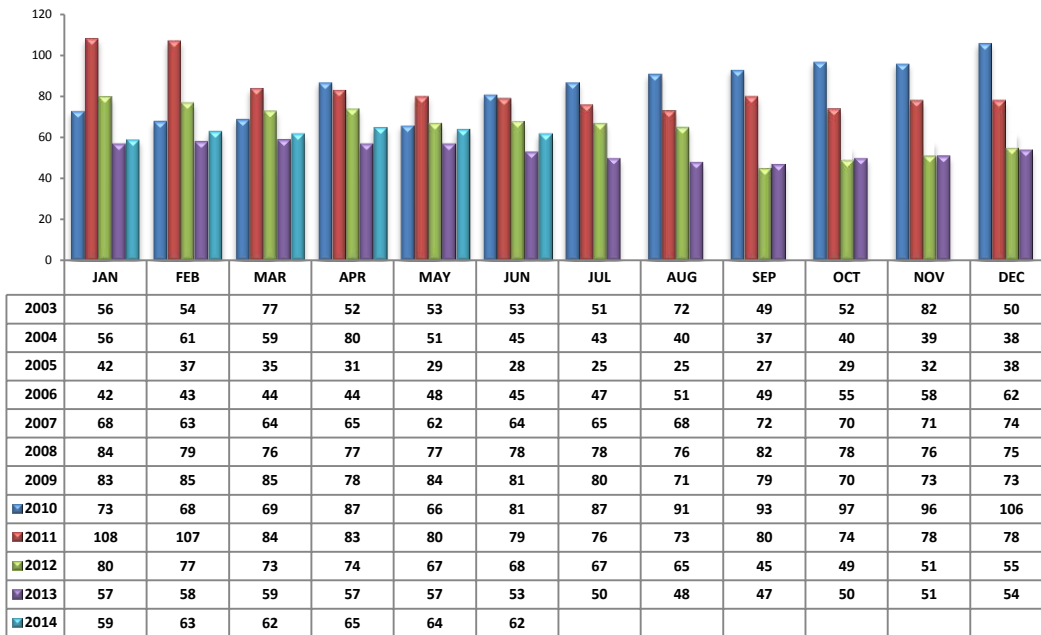
Area	# of Listings
C	661
E	295
N	616
NE	302
NW	1494
S	165
SE	406
SW	311
W	230
XNE	30
XNW	70
XS	432
XSW	227
XW	45

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

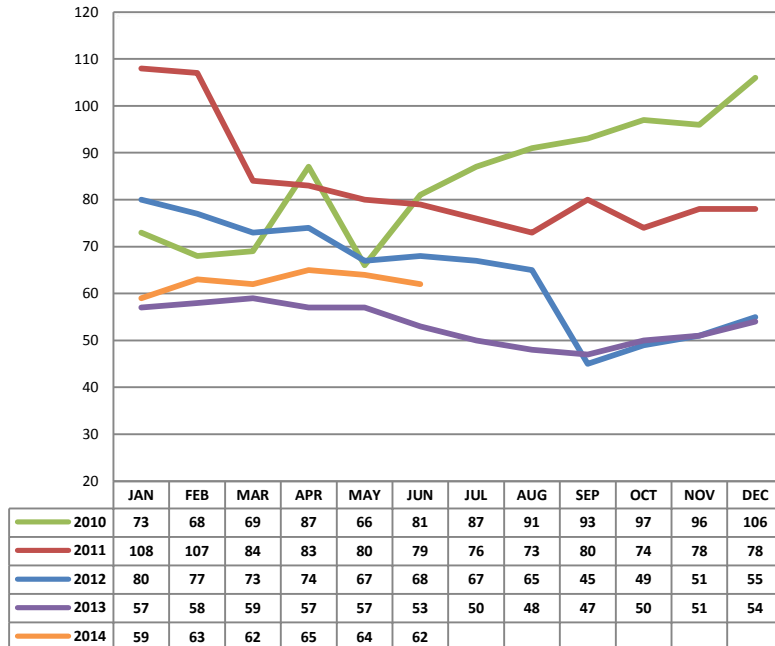
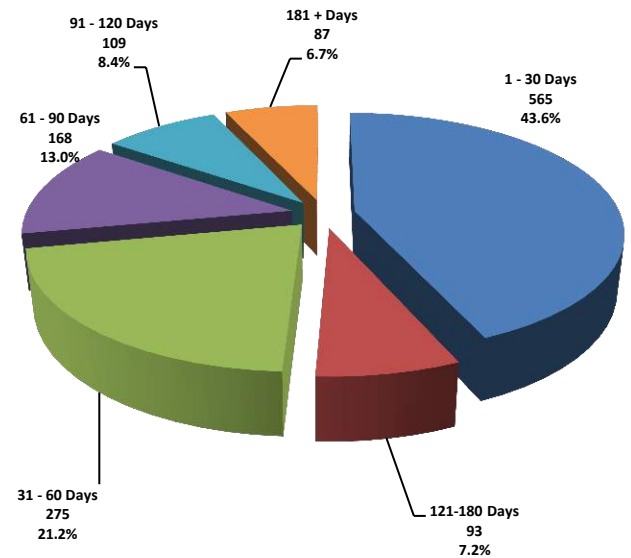
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**Sold Price Breakdown**

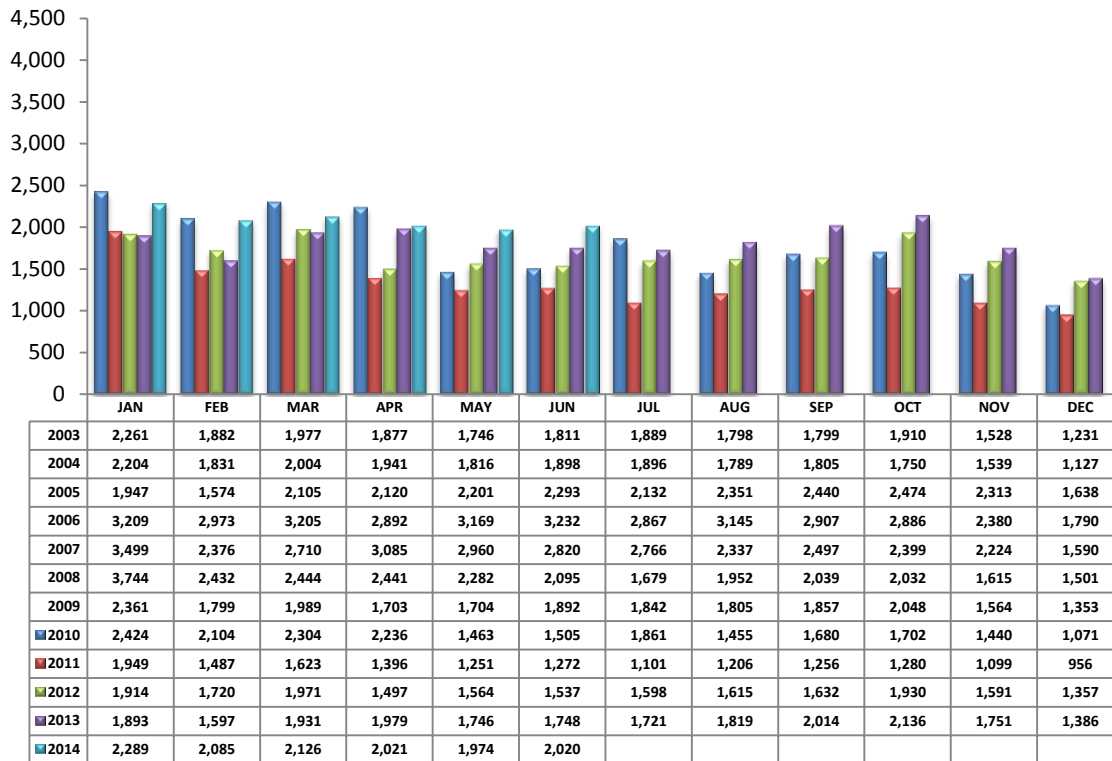
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**Average Days on Market/Listing - June 2014**

Area	Avg. DOM
C	52
E	55
N	53
NE	61
NW	67
S	38
SE	58
SW	63
W	60
XNE	218
XNW	80
XS	83
XSW	79
XW	128

**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 – June 2014**

Area	# of Listings
C	272
E	131
N	201
NE	109
NW	544
S	104
SE	192
SW	118
W	106
XNE	4
XNW	33
XS	138
XSW	55
XW	13

\*Includes properties that were re-listed

\*\*Beginning June 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.
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
Mar 2014	203	371	69
Apr 2014	274	421	57
May 2014	256	467	54
June 2014	238	422	62

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