

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

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics December 2012

Below are some highlights from the December Residential Sales Statistics:

- The Average Sales Price of \$183,011 in December is a 0.26% increase from \$182,539 in November.
- The Median Sales Price of \$147,500 continued to rise in from December 2011.
- Average List Price increased .28% in December, and is up 10.65% from December 2011.
- Total Sales Volume dipped slightly in December, resulting in a 4.99% decrease since November.
- Total Under Contract decreased 9.61% in December, although it was an increase of 6.25% over last December.
- Total Unit Sales decreased by 5.23% from last month.
- Total Active Listings increased only slightly to 4,449 in December from 4,430 in November.
- New Listings decreased 14.71% this month from November's number.
- Average Days on Market increased to 55 in December, an increase from November's number of 51.
- Percentage of cash sales was 33.1% in December compared to 33.8% in November.

Sue Cartun
2012 MLS President



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December 2012 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
December	\$172,396,621	\$155,173,463	11.10%
November	\$181,444,177	\$160,810,437	12.83%
Month % Change	-4.99%	-3.51%	

Average Sales Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
December	\$183,011	\$161,471	13.34%
November	\$182,539	\$158,434	15.21%
Month % Change	0.26%	1.92%	

Average List Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
December	\$189,229	\$171,015	10.65%
November	\$188,700	\$159,187	18.54%
Month % Change	0.28%	7.43%	

Total Under Contract

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
December	2,022	1,903	6.25%
November	2,237	1,996	12.07%
Month % Change	-9.61%	-4.66%	

Total Unit Sales

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
December	942	961	-1.98%
November	994	1015	-2.07%
Month % Change	-5.23%	-5.32%	

Median Sales Price

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
December	\$147,500	\$120,000	22.92%
November	\$144,627	\$122,000	18.55%
Month % Change	1.99%	-1.64%	

New Listings

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
December	1,357	956	41.95%
November	1,591	1,099	44.77%
Month % Change	-14.71%	-13.01%	

Active Listings

	<u>2012</u>	<u>2011</u>	<u>Annual % Change</u>
December	4,449	4,911	-9.41%
November	4,430	5,191	-14.66%
Month % Change	0.43%	-5.39%	

December 2012 - 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	11	2	18.18%	85645	4	0	0.00%	85714	16	0	0.00%	85743	127	32	25.20%
85321	2	0	0.00%	85648	1	0	0.00%	85715	95	19	20.00%	85745	119	38	31.93%
85601	5	0	0.00%	85653	89	24	26.97%	85716	107	17	15.89%	85746	60	33	55.00%
85602	2	0	0.00%	85658	178	22	12.36%	85718	236	40	16.95%	85747	89	42	47.19%
85611	3	0	0.00%	85701	24	4	16.67%	85719	81	18	22.22%	85748	71	22	30.99%
85614	320	31	9.69%	85704	131	34	25.95%	85730	106	25	23.58%	85749	138	17	12.32%
85616	0	0	0.00%	85705	63	20	31.75%	85735	64	13	20.31%	85750	220	34	15.45%
85619	20	1	5.00%	85706	51	34	66.67%	85736	39	4	10.26%	85755	218	26	11.93%
85622	88	4	4.55%	85710	184	55	29.89%	85737	176	29	16.48%	85756	60	30	50.00%
85623	8	2	25.00%	85711	114	28	24.56%	85739	275	18	6.55%	85757	38	21	55.26%
85629	149	34	22.82%	85712	108	25	23.15%	85741	75	33	44.00%				
85641	168	44	26.19%	85713	201	26	12.94%	85742	109	41	37.61%				

NOTE:

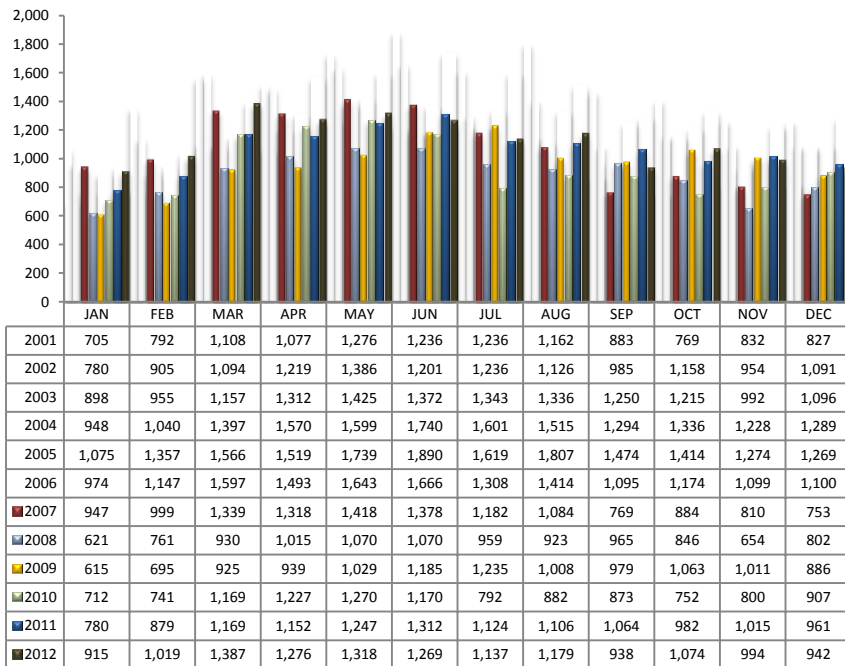
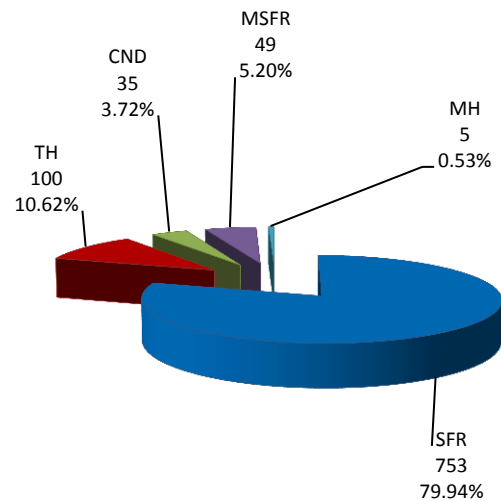
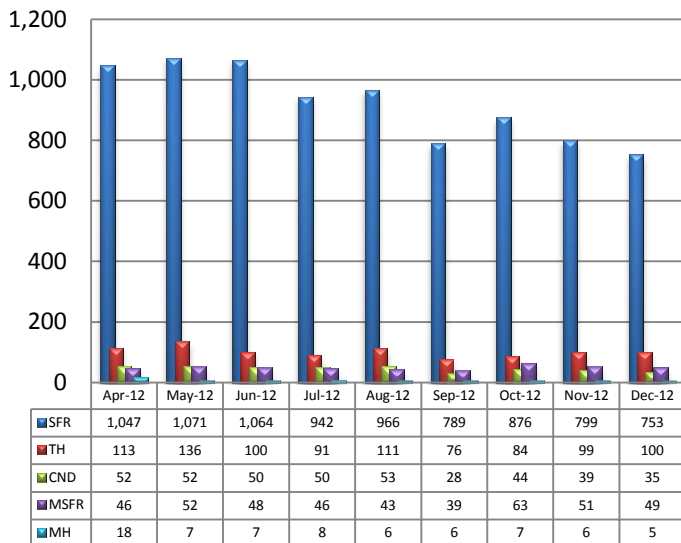
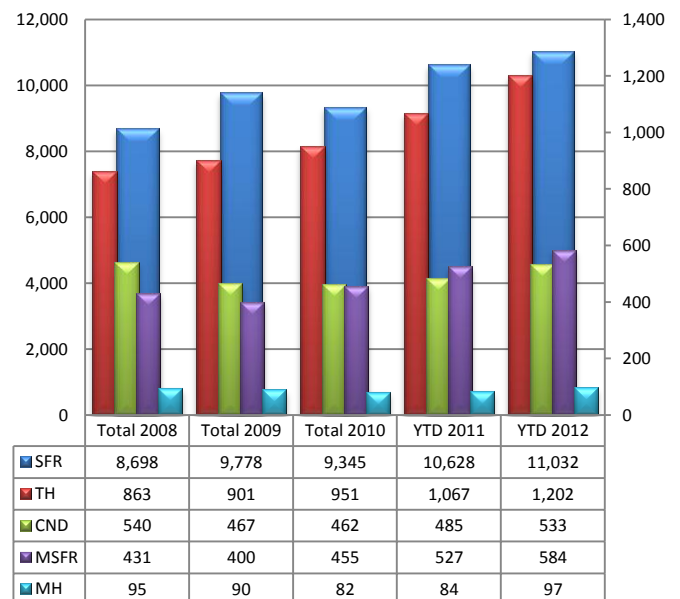
83554- 1 active listing, 85132- 1 active listing, 85637- 3 active listings, 85734- 1 active listing

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	42	16	2	7	67	20	N	494	1 -30 Days	475	
\$30,000 to \$39,999	63	18	18	8	107	20	NE	244	31-60 Days	209	
\$40,000 to \$49,999	105	24	15	16	160	28	NW	1229	61 - 90 Days	95	
\$50,000 to \$59,999	103	37	13	12	165	34	XNE	20	91-120 Days	53	
\$60,000 to \$69,999	113	58	22	17	210	27	XNW	76	121 - 180 Days	59	
\$70,000 to \$79,999	134	71	33	15	253	36	C	491	Over 180 Days	51	
\$80,000 to \$89,999	131	71	28	14	244	38	E	257	Avg. Days on Market		
\$90,000 to \$99,999	118	73	32	15	238	31	S	148	55		
\$100,000 to \$119,999	261	129	73	26	489	73	SE	292	Avg. Sold Price		
\$120,000 to \$139,999	320	142	63	28	553	123	SW	272	\$183,011		
\$140,000 to \$159,999	276	132	36	30	474	89	XSW	327	Median Sale Price		
\$160,000 to \$179,999	289	98	23	28	438	89	XS	368	\$147,500		
\$180,000 to \$199,999	305	66	20	14	405	60	W	181	New Listings		
\$200,000 to \$249,999	525	96	22	34	677	101	XW	50	1,357		
\$250,000 to \$299,999	447	68	17	20	552	54	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	478	80	10	23	591	61	N	80	\$30,944,700		
\$400,000 to \$499,999	223	35	2	11	271	25	NE	38	\$9,177,222		
\$500,000 to \$749,999	245	24	4	9	282	23	NW	240	\$51,503,734		
\$750,000 to \$999,999	108	11	0	1	120	5	XNE	1	\$429,000		
\$1,000,000 and over	163	11	0	1	175	5	XNW	11	\$1,293,725		
							C	107	\$14,282,840		
							E	74	\$10,321,218		
							S	66	\$5,654,847		
							SE	90	\$14,290,839		
							SW	68	\$7,014,414		
							XSW	31	\$4,130,600		
							XS	69	\$11,914,782		
Totals	4,449	1,260	433	329	6,471	942	W	61	\$10,988,400		
							XW	6	\$450,300		
							Total Volume		\$172,396,621		
Dec-12		Dec-11	% Change	YTD 2012	YTD 2011	% Change					
Home Sales Volume	\$172,396,621	\$155,173,463	11.10%	\$2,352,799,987	\$2,103,015,476	11.88%					
Home Sales Units	942	961	-1.98%	13,448	12,791	5.14%					
Average Sales Price (All Residential)	\$183,011	\$161,471	13.34%	\$181,684	\$158,921	14.32%					
Median Sales Price	\$147,500	\$120,000	22.92%	\$145,715	\$120,609	20.82%					
Average Days on Market:	55	78	-29.49%	54	78	-30.77%					
Average List Price for Sold:	\$189,229	\$171,015	10.65%	\$187,712	\$165,597	13.35%					
SP/LP %	96.71%	94.42%		96.79%	95.97%						
Total Under Contract	2,022	1,903	6.25%								
Active Listings	4,449	4,911	-9.41%								
New Listings	1,357	956	41.95%								

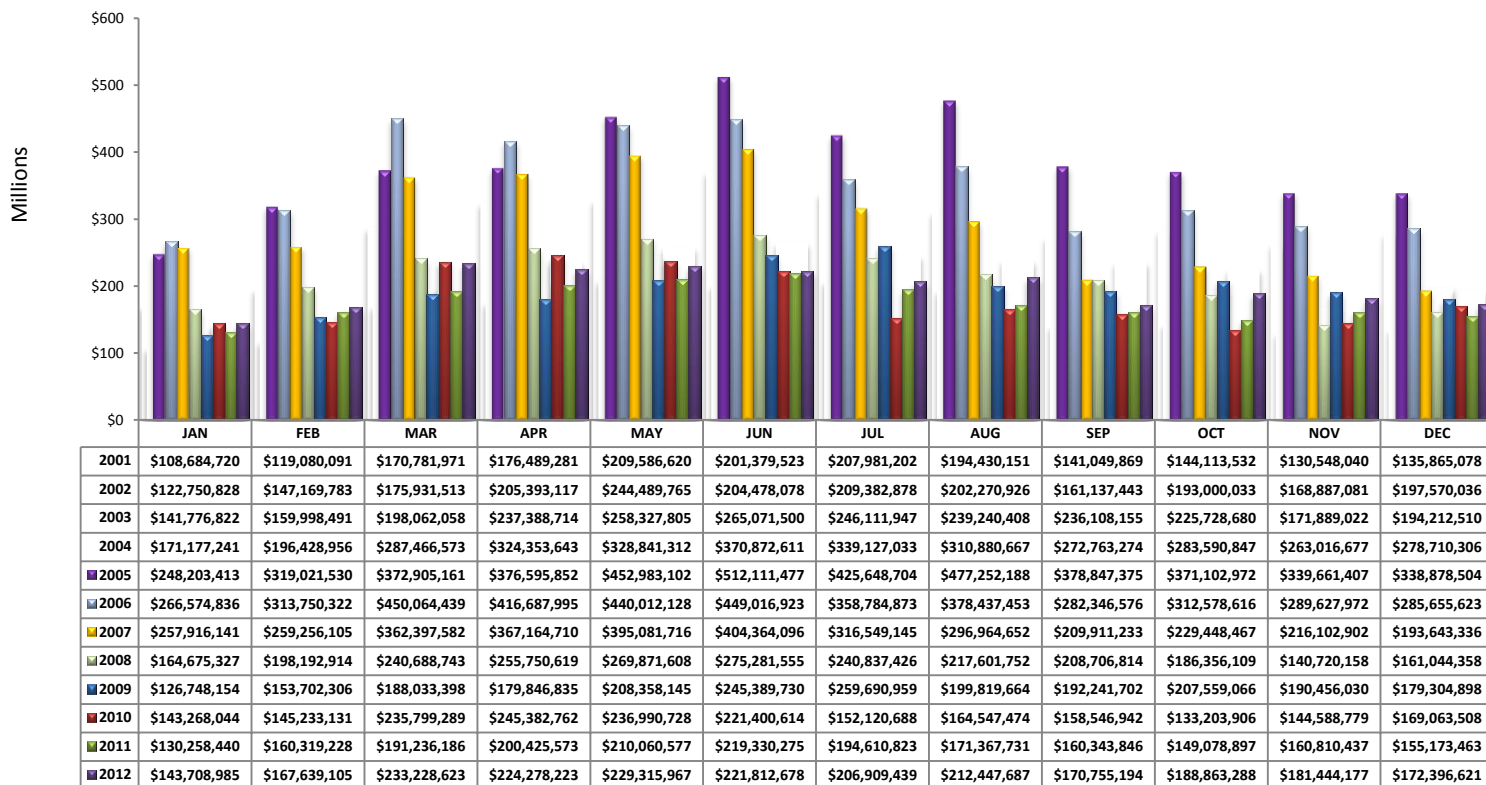
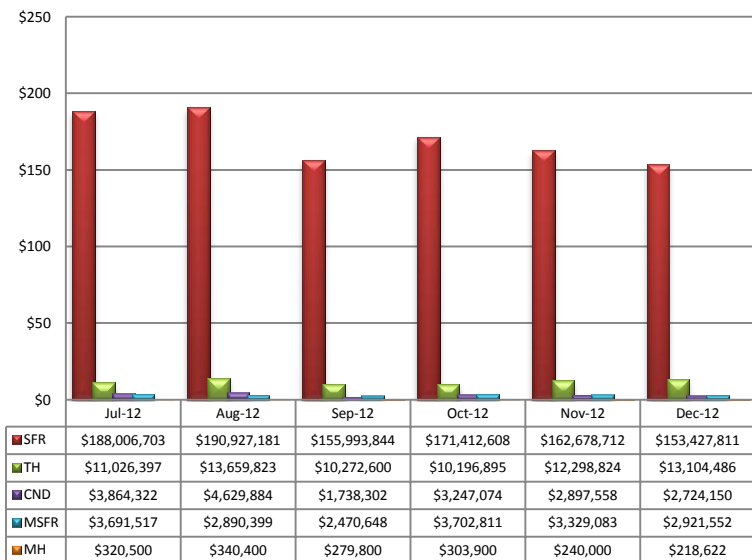
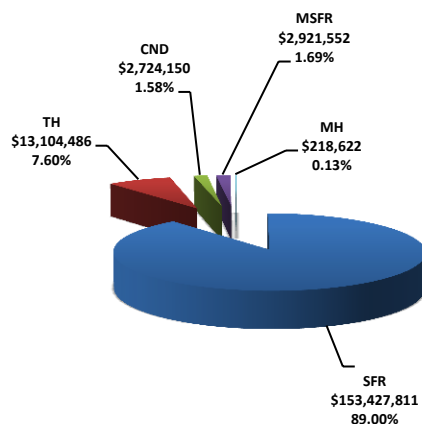
Types of Financing		Totals
FHA		180
VA		77
Other		27
Cash		312
Convention		340
Cash/Loan		0
Carryback		6

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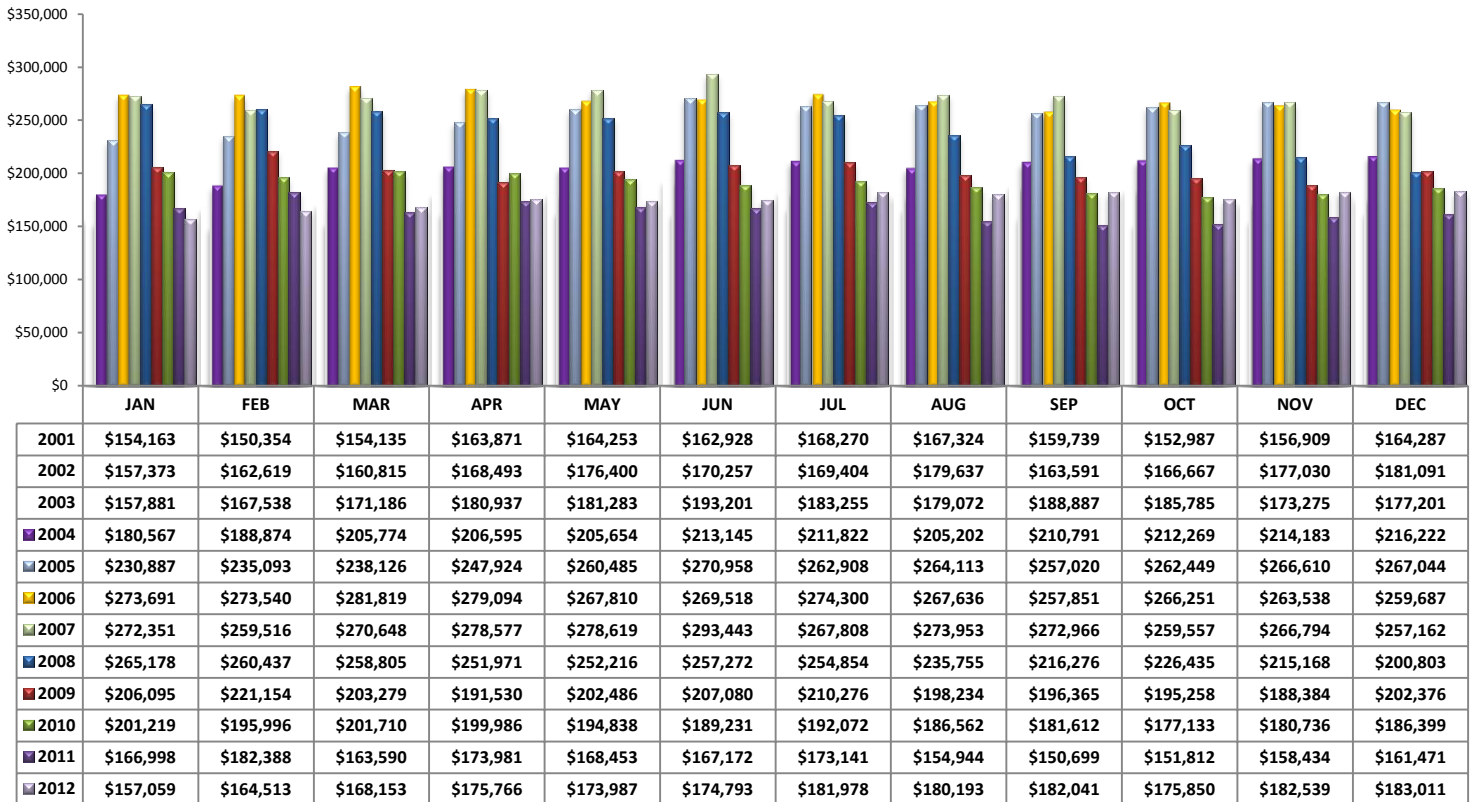
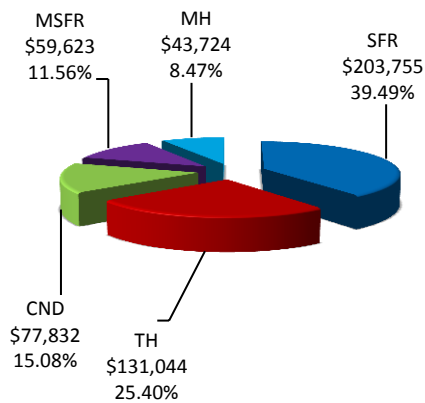
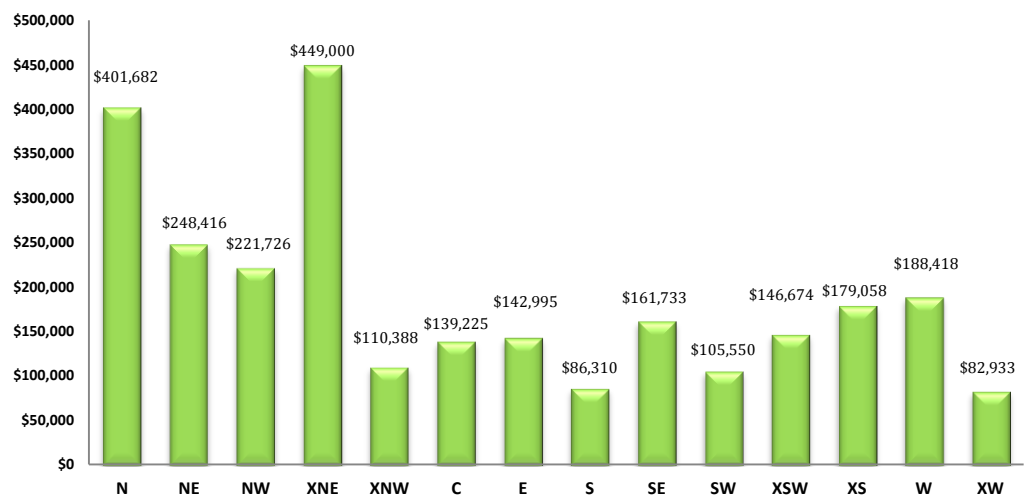
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Total Unit Sales – December 2012**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

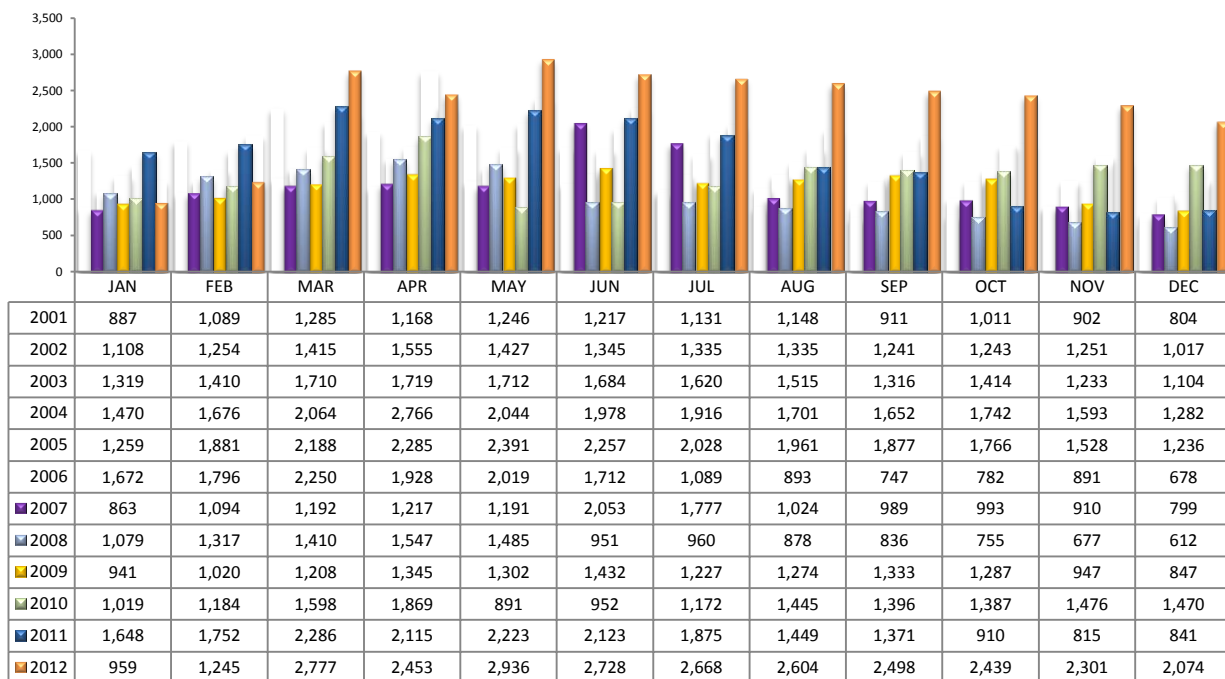
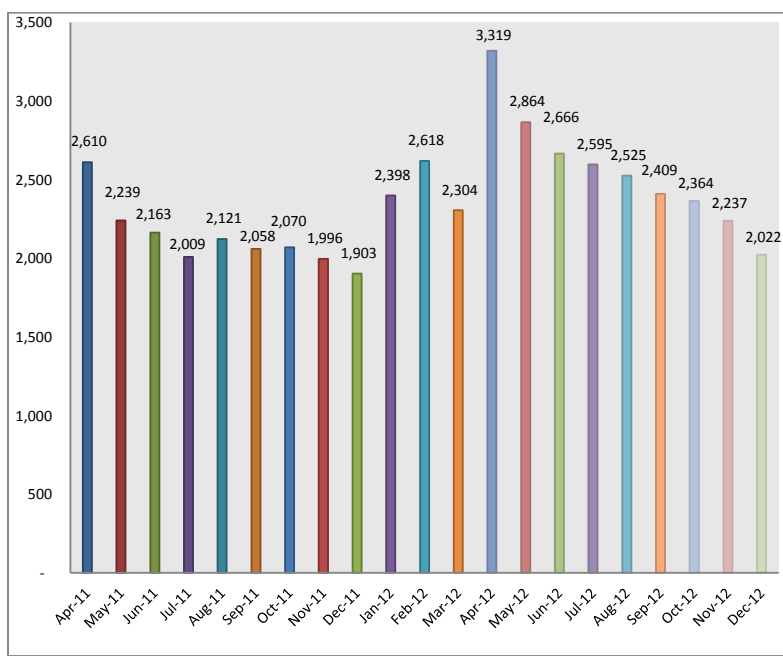
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Total Sales Volume - December 2012**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

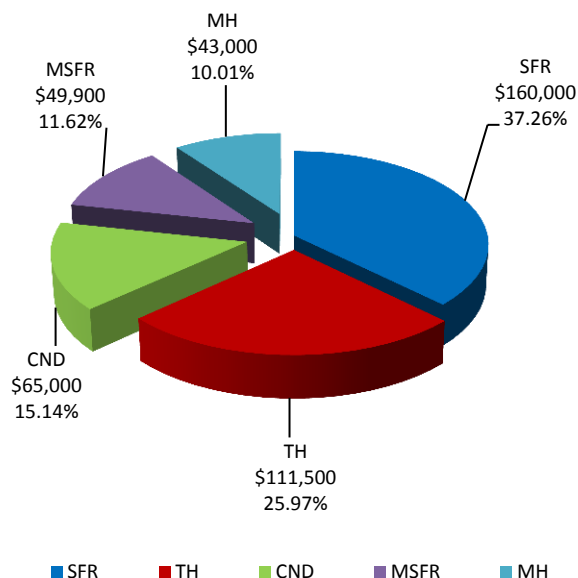
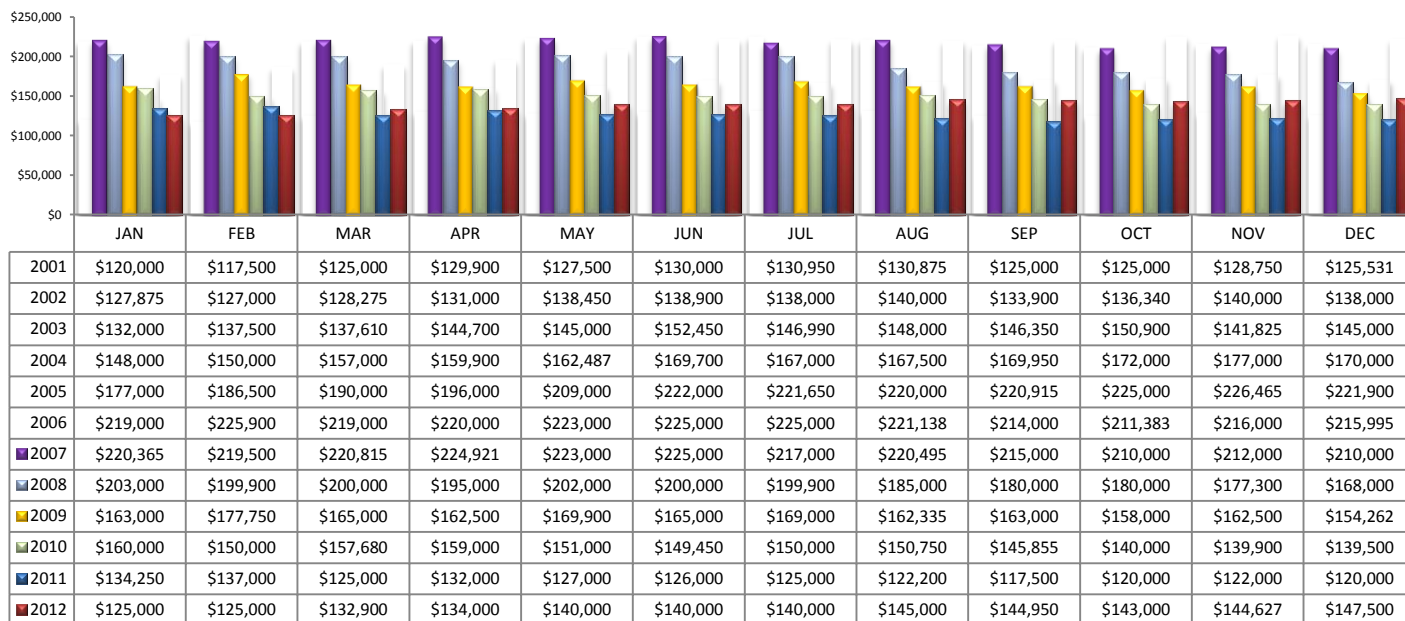
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Average Sales Price – December 2012**Average Sales Price by Type – December 2012****Average "Listing" Price per Area – December 2012**

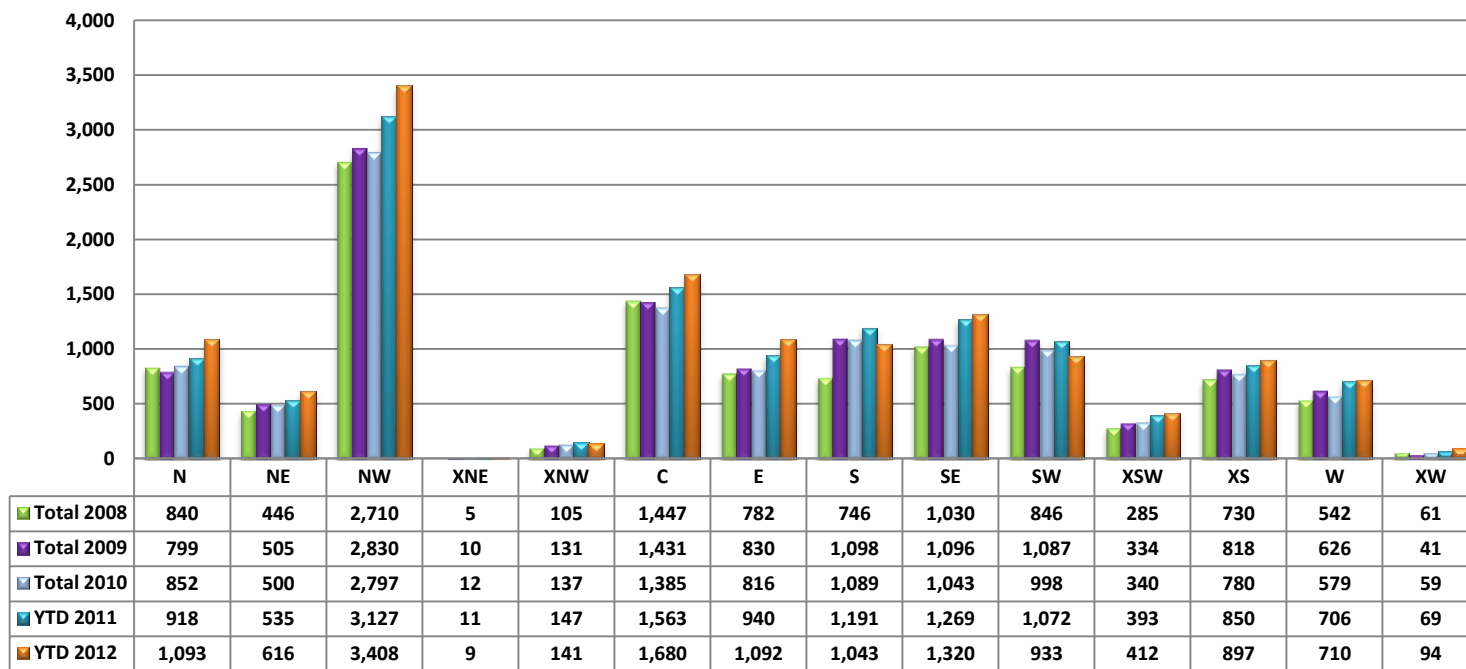
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Newly Under Contract During The Month**Total Listings Still Under Contract At The End of The Month**

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Median Sale Price – by Type**Median Sale Price – December 2012**

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

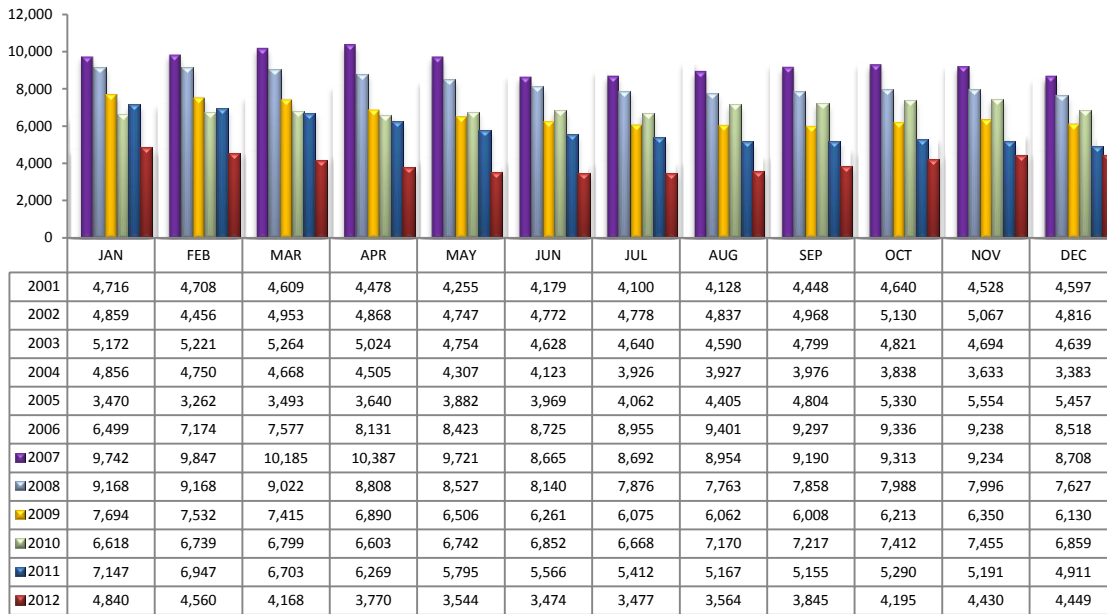
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$196,036	\$305,427	\$515,568	\$918,857	\$386,808
NE	\$103,760	\$248,670	\$279,379	\$297,070	\$241,505
NW	\$194,986	\$196,151	\$238,361	\$331,640	\$214,598
XNE	\$0	\$429,000	\$0	\$0	\$429,000
XNW	\$92,450	\$87,281	\$150,800	\$156,500	\$117,611
C	\$106,231	\$135,288	\$188,063	\$524,000	\$133,484
E	\$93,336	\$129,074	\$172,326	\$271,583	\$139,475
S	\$85,033	\$78,480	\$106,801	\$0	\$85,679
SE	\$147,904	\$134,457	\$215,051	\$0	\$158,787
SW	\$76,781	\$101,797	\$106,147	\$188,000	\$103,153
XSW	\$103,810	\$174,687	\$227,450	\$202,000	\$133,245
XS	\$131,375	\$152,740	\$223,995	\$165,301	\$172,678
W	\$113,530	\$164,650	\$279,600	\$0	\$180,137
XW	\$0	\$68,080	\$109,900	\$0	\$75,050

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	22	29	22	7	80
NE	5	20	10	3	38
NW	38	127	61	14	240
XNE	0	1	0	0	1
XNW	2	4	4	1	11
C	40	55	11	1	107
E	11	43	17	3	74
S	12	40	14	0	66
SE	13	52	25	0	90
SW	11	29	25	3	68
XSW	20	8	2	1	31
XS	8	36	21	4	69
W	13	34	14	0	61
XW	0	5	1	0	6

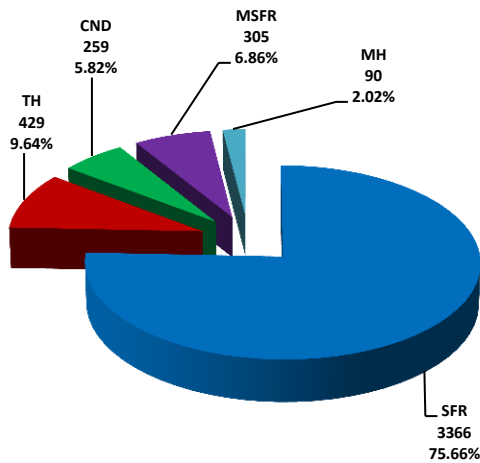
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Active Listings

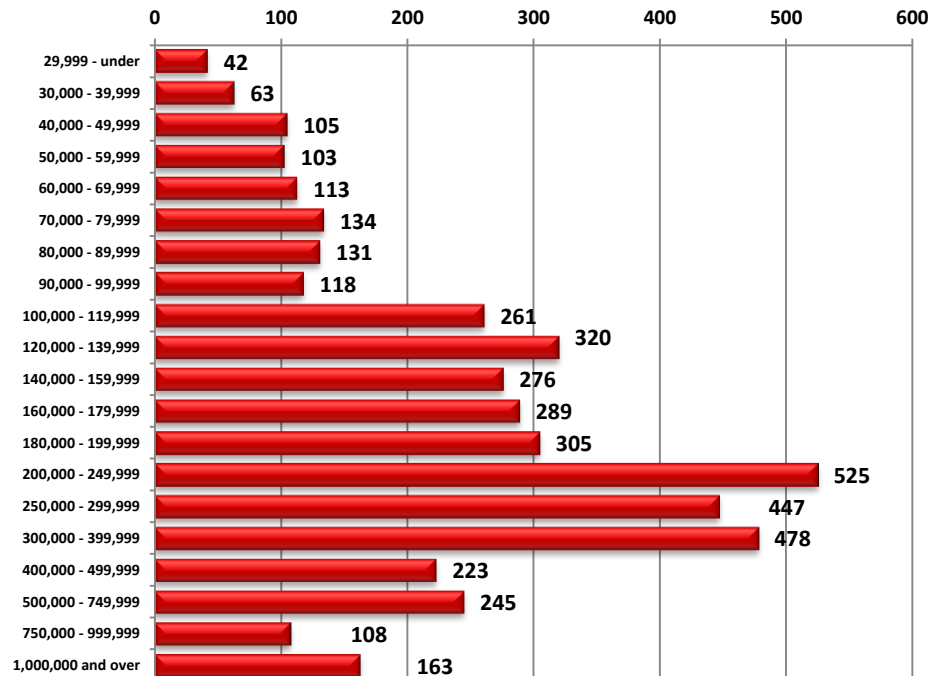


Area	# of Listings
N	494
NE	244
NW	1229
XNE	20
XNW	76
C	491
E	257
S	148
SE	292
SW	272
XSW	327
XS	368
W	181
XW	50

Active Listings Unit Breakdown

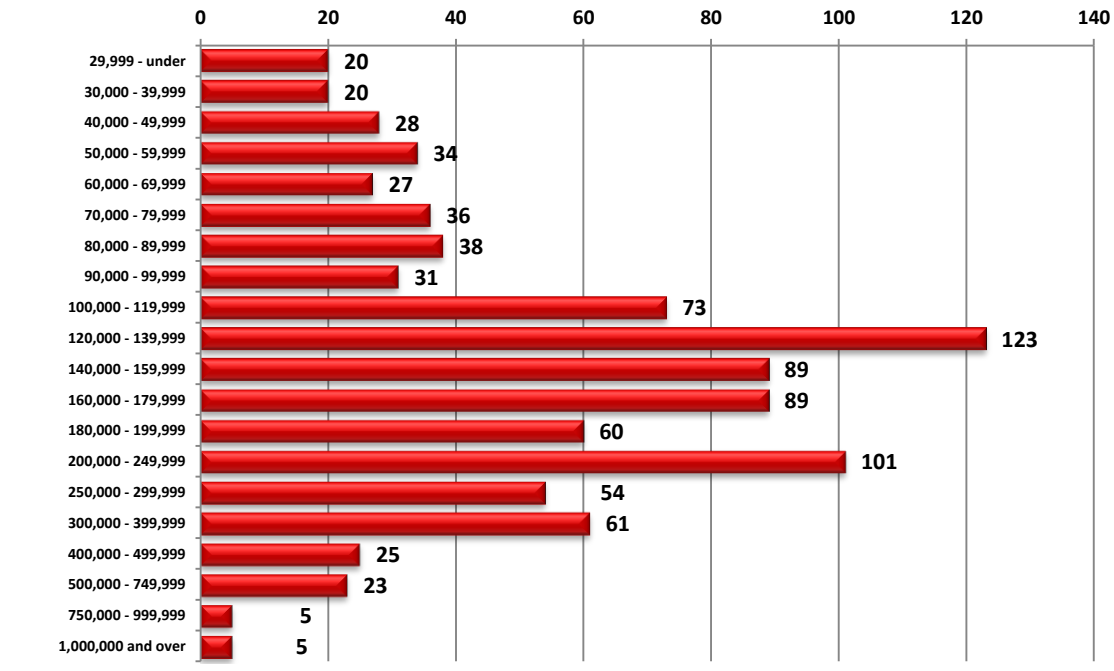


Active Listings Price Breakdown

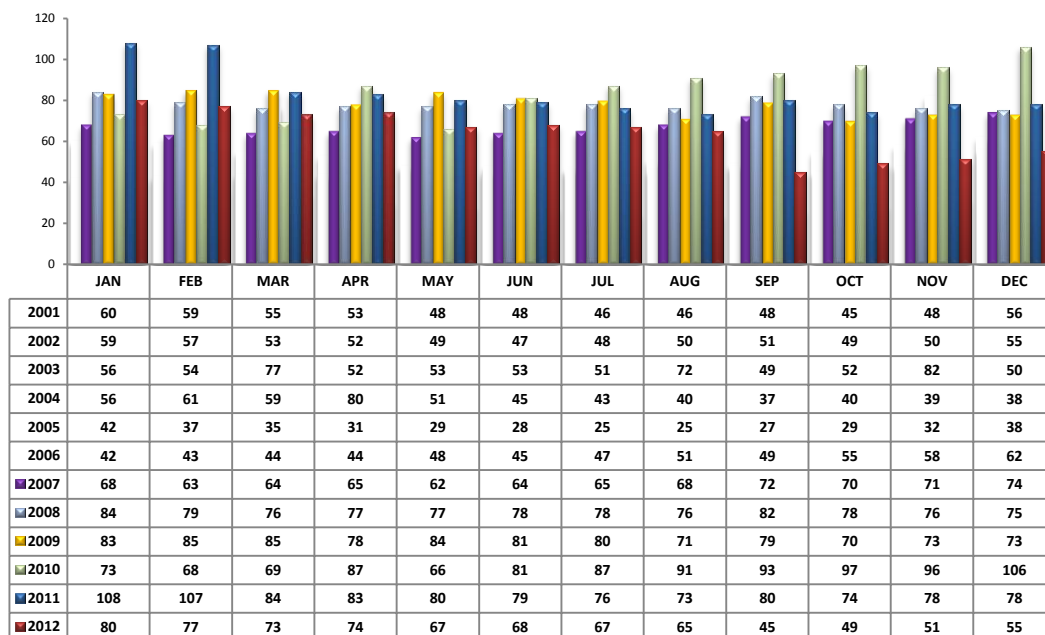


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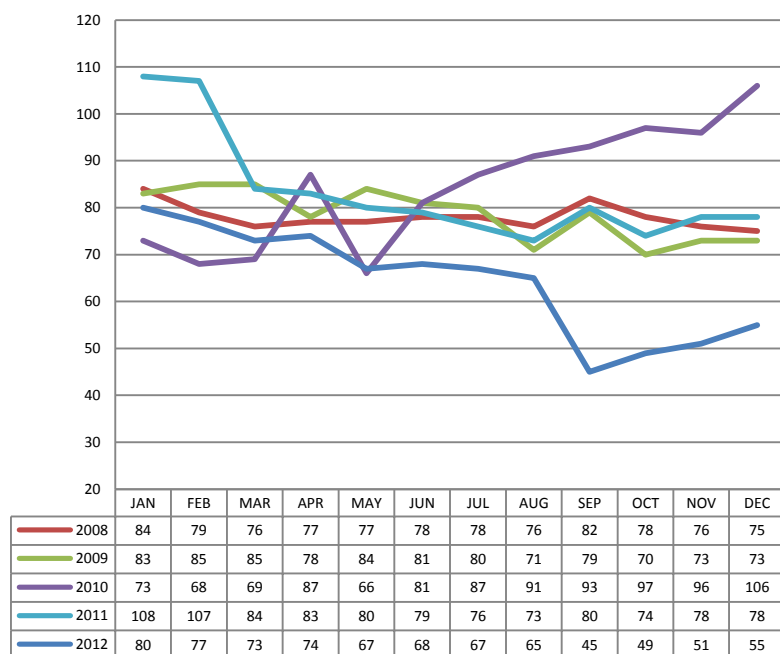
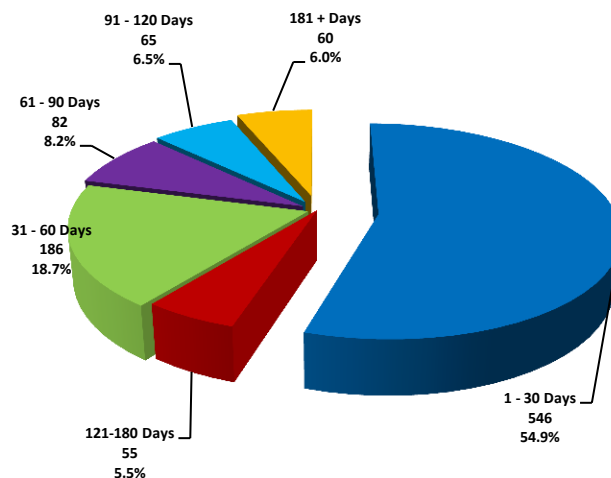
Sold Price Breakdown



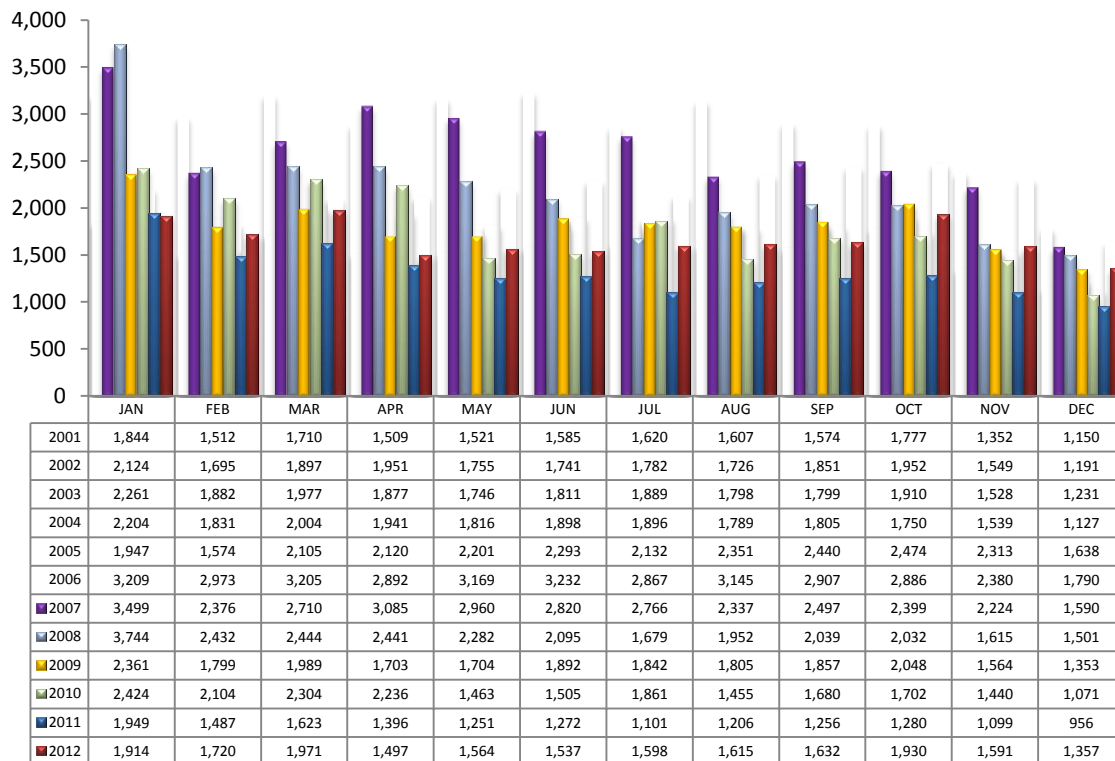
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Average Days on Market/Listing - December 2012

Area	Avg. DOM
N	56
NE	48
NW	63
XNE	254
XNW	56
C	53
E	43
S	29
SE	50
SW	37
XSW	130
XS	56
W	57
XW	41

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

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New Listings – December 2012

Area	# of Listings
N	132
NE	76
NW	334
XNE	0
XNW	16
C	165
E	113
S	64
SE	121
SW	75
XSW	73
XS	107
W	65
XW	16

*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.
Mar 2012	216	378	58
Apr 2012	182	349	47
May 2012	223	334	65
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

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