

**For Immediate  
Release:**

**December 6, 2014**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics November**

Below are some highlights from the November Residential Sales Statistics:

- Total Sales Volume fell this month going from 223,081,453 in October to \$189,711,618 in November, a 14.96% decrease.
- The Average Sales Price decreased 1.70% from last month.
- Average List Price for November was \$213,195, a 2.11% decrease since October's number of \$217,786.
- Total Under Contract decreased 13.72% from October.
- Total Unit Sales dropped from 1,060 in October to 917 in November resulting in a 13.49% decrease.
- The Median Sales Price for November was \$165,000, a .90% decrease since last month, but a 3.45% increase over November 2013.
- New Listings decreased 11.84% from October to November.
- Total Active Listings of 5,820 is an increase of 3.03% since October's number of 5,649, and is an increase of 10.10% since November 2013.
- Average Days on Market decreased to 58 this month from 64 in October.
- Conventional loan sales of 38.2 exceeded Cash Sales of 26.3% this month.

Kim Clifton  
2014 TARMLS President



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

### Total Sales Volume

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
November	\$189,711,618	\$178,915,596	6.03%
October	\$223,081,453	\$217,449,776	2.59%
Month % Change	-14.96%	-17.72%	

### Average Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
November	\$206,882	\$191,763	7.88%
October	\$210,454	\$192,433	9.36%
Month % Change	-1.70%	-0.35%	

### Average List Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
November	\$213,195	\$197,805	7.78%
October	\$217,786	\$199,540	9.14%
Month % Change	-2.11%	-0.87%	

### Total Under Contract

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
November	1,465	1,724	-15.02%
October	1,698	1,771	-4.12%
Month % Change	-13.72%	-2.65%	

### Total Unit Sales

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
November	917	933	-1.71%
October	1,060	1,130	-6.19%
Month % Change	-13.49%	-17.43%	

### Median Sales Price

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
November	\$165,000	\$159,500	3.45%
October	\$166,500	\$155,000	7.42%
Month % Change	-0.90%	2.90%	

### New Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
November	1,809	1,751	3.31%
October	2,052	2,136	-3.93%
Month % Change	-11.84%	-18.02%	

### Active Listings

	<u>2014</u>	<u>2013</u>	<u>Annual % Change</u>
November	5,820	5,286	10.10%
October	5,649	5,173	9.20%
Month % Change	3.03%	2.18%	

## November 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	0	0.00%	85713	219	32	14.61%	85740	0	0	0.00%
85145	17	3	17.65%	85648	0	0	0.00%	85714	21	9	42.86%	85741	96	31	32.29%
85321	0	0	0.00%	85653	126	12	9.52%	85715	137	25	18.25%	85742	193	35	18.13%
85601	0	0	0.00%	85654	0	0	0.00%	85716	175	17	9.71%	85743	242	34	14.05%
85602	6	0	0.00%	85658	222	31	13.96%	85717	0	0	0.00%	85745	185	37	20.00%
85611	0	0	0.00%	85701	28	2	7.14%	85718	312	32	10.26%	85746	100	28	28.00%
85614	281	27	9.61%	85704	176	29	16.48%	85719	151	17	11.26%	85747	171	35	20.47%
85616	0	0	0.00%	85705	85	18	21.18%	85730	136	40	29.41%	85748	116	26	22.41%
85619	26	0	0.00%	85706	46	19	41.30%	85734	0	0	0.00%	85749	178	19	10.67%
85622	66	6	9.09%	85709	0	0	0.00%	85735	83	5	6.02%	85750	303	36	11.88%
85623	10	1	10.00%	85710	194	55	28.35%	85736	32	3	9.38%	85755	214	28	13.08%
85629	235	33	14.04%	85711	147	32	21.77%	85737	266	28	10.53%	85756	80	26	32.50%
85641	245	39	15.92%	85712	122	23	18.85%	85739	293	25	8.53%	85757	84	19	22.62%

NOTE:

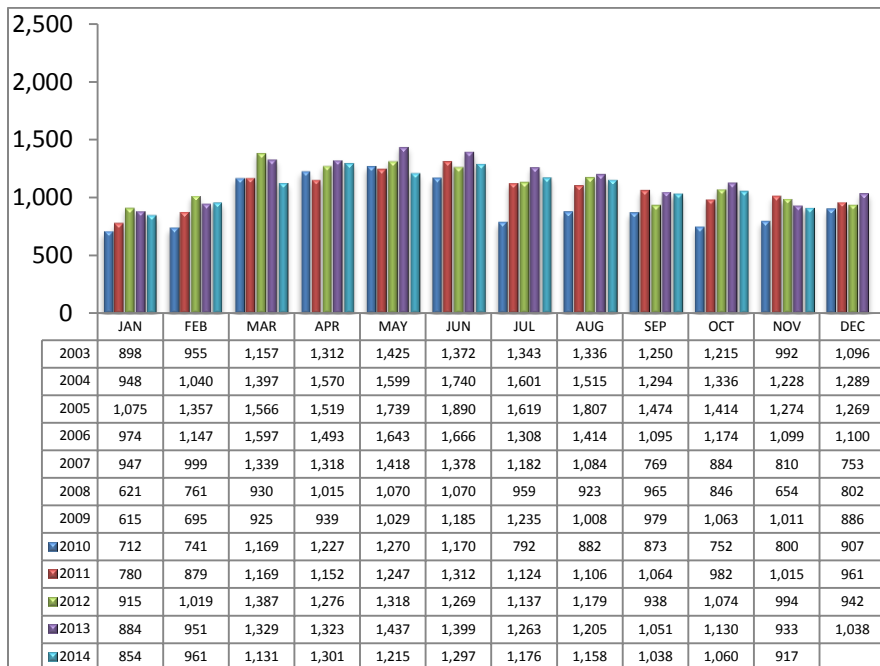
85012- 1 active listing

Residential Listing Statistics							Active Listings		Days on Market of Units Sold	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area		
Under \$29,999	34	9	0	2	45	5	C	705	1-30 Days	430
\$30,000 to \$39,999	43	5	5	5	58	10	E	309	31-60 Days	179
\$40,000 to \$49,999	69	13	2	6	90	14	N	653	61-90 Days	107
\$50,000 to \$59,999	108	20	5	4	137	16	NE	324	91-120 Days	76
\$60,000 to \$69,999	82	23	10	6	121	16	NW	1648	121-180 Days	70
\$70,000 to \$79,999	96	31	15	9	151	19	S	174	Over 180 Days	54
\$80,000 to \$89,999	96	33	11	8	148	30	SE	442	<b>Avg. Days on Market</b>	
\$90,000 to \$99,999	127	45	15	7	194	24	SW	376	58	
\$100,000 to \$119,999	277	95	20	20	412	84	W	274	<b>Avg. Sold Price</b>	
\$120,000 to \$139,999	400	131	36	36	603	115	XNE	28	\$206,882	
\$140,000 to \$159,999	435	118	20	27	600	90	XNW	93	<b>Median Sale Price</b>	
\$160,000 to \$179,999	481	84	13	25	603	99	XS	465	\$165,000	
\$180,000 to \$199,999	443	63	9	18	533	75	XSW	277	<b>New Listings</b>	
\$200,000 to \$249,999	769	86	12	33	900	110	XW	52	1,809	
\$250,000 to \$299,999	610	85	12	24	731	76	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>	
\$300,000 to \$399,999	680	83	5	22	790	63	C	108	\$17,171,354	
\$400,000 to \$499,999	316	40	2	3	361	32	E	84	\$12,172,482	
\$500,000 to \$749,999	401	25	3	8	437	22	N	75	\$33,132,592	
\$750,000 to \$999,999	174	7	1	1	183	9	NE	46	\$11,288,864	
\$1,000,000 and over	179	5	1	3	188	8	NW	232	\$56,651,588	
							S	60	\$6,956,186	
							SE	98	\$17,573,006	
							SW	57	\$7,270,068	
							W	58	\$10,838,000	
							XNE	0	\$0	
							XNW	8	\$1,011,221	
							XS	60	\$11,637,858	
							XSW	23	\$3,042,500	
							XW	8	\$965,899	
<b>Totals</b>	<b>5,820</b>	<b>1,001</b>	<b>197</b>	<b>267</b>	<b>7,285</b>	<b>917</b>			<b>Total Volume</b>	<b>\$189,711,618</b>
	<b>Nov-14</b>	<b>Nov-13</b>	<b>% Change</b>	<b>YTD 2014</b>	<b>YTD 2013</b>	<b>% Change</b>				
<b>Home Sales Volume</b>	\$189,711,618	\$178,915,596	6.03%	\$2,464,347,205	\$2,470,710,785	-0.26%				
<b>Home Sales Units</b>	917	933	-1.71%	12,108	12,905	-6.18%				
<b>Average Sales Price (All Residential)</b>	\$206,882	\$191,763	7.88%	\$206,829	\$191,785	7.84%				
<b>Median Sales Price</b>	\$165,000	\$159,500	3.45%	\$165,461	\$157,870	4.81%				
<b>Average Days on Market:</b>	58	51	13.73%	61	51	19.61%				
<b>Average List Price for Sold:</b>	\$213,195	\$197,805	7.78%	\$214,038	\$197,981	8.11%				
<b>SP/LP %</b>	97.04%	96.95%		96.63%	96.87%					
<b>Total Under Contract</b>	1,465	1,724	-15.02%							
<b>Active Listings</b>	5,820	5,286	10.10%							
<b>New Listings</b>	1,809	1,751	3.31%							

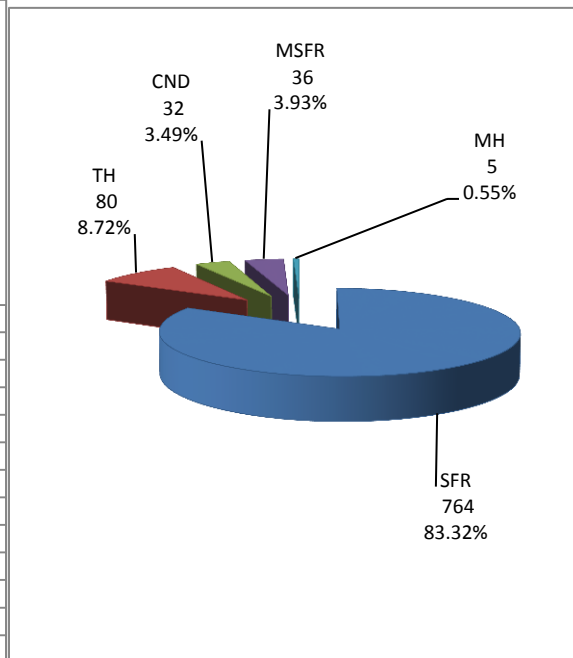
Types of Financing	Totals
FHA	181
VA	102
Other	37
Cash	241
Conventional	350
Cash/Loan	1
Carryback	5

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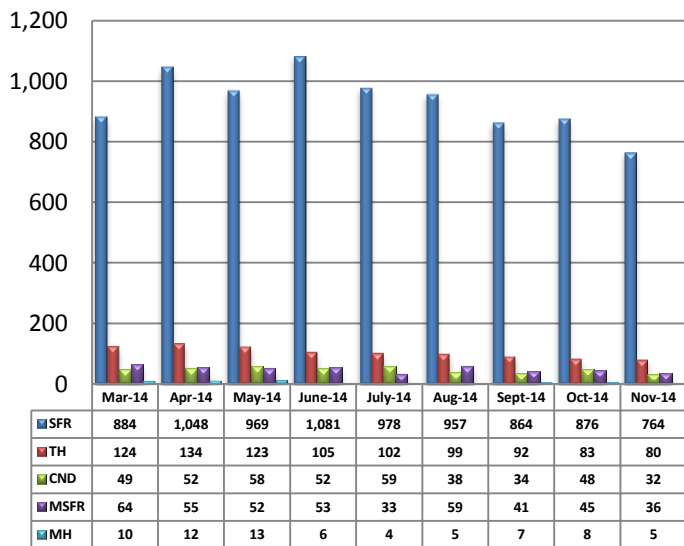
**Total Unit Sales – November 2014**



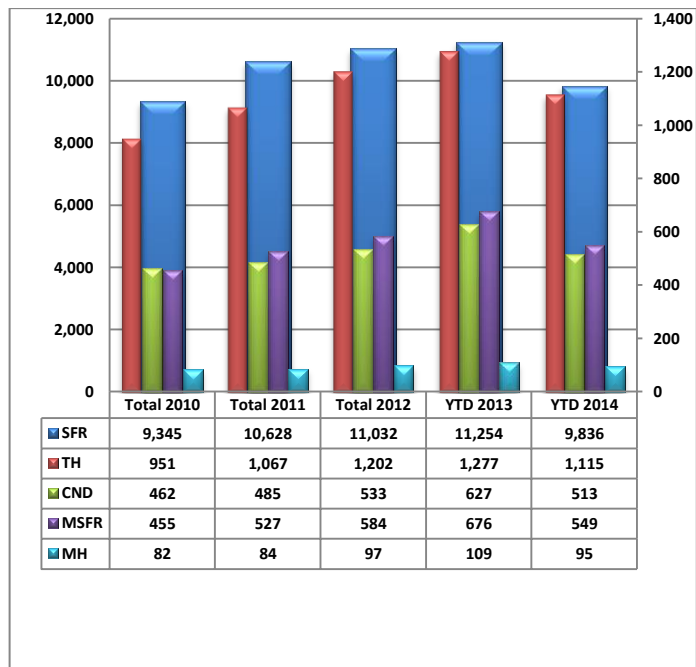
**Unit Sales – Breakdown by Type**



**Total Unit Sales By Type - Monthly Comparison**

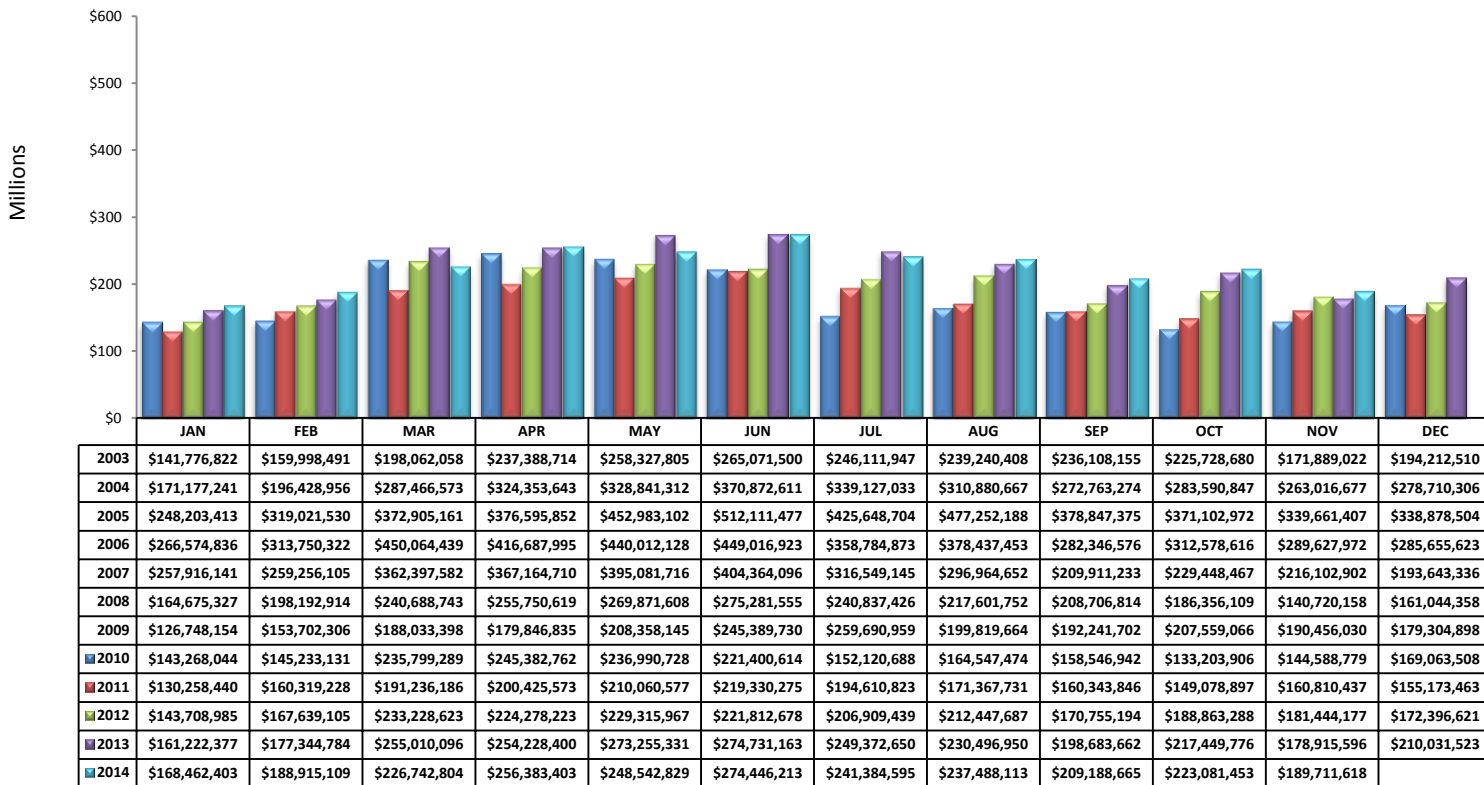


**YTD Annual Comparison – Breakdown by Type**

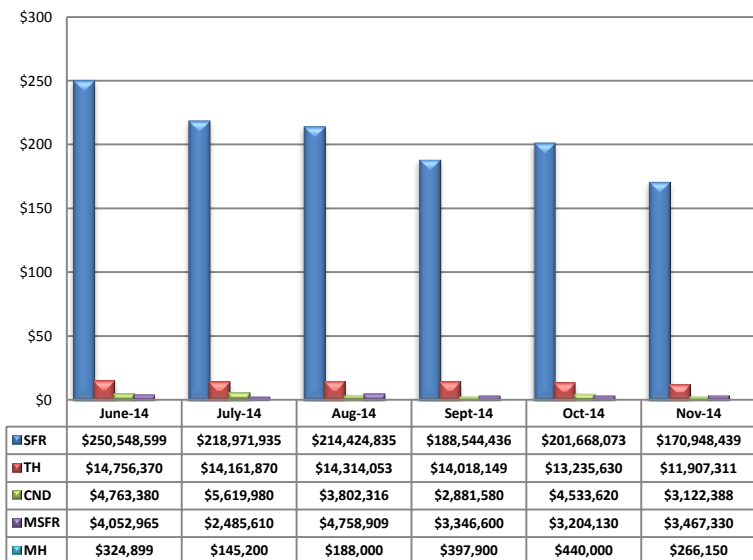


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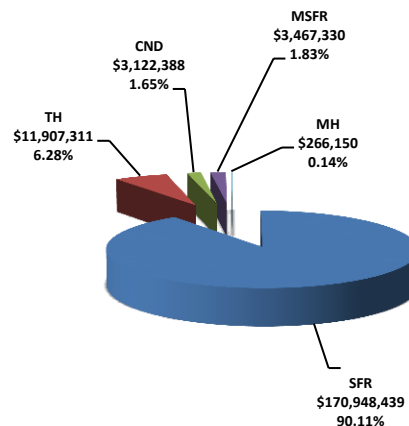
**Total Sales Volume - November 2014**



**Total Sales Volume By Type - Monthly Comparison**

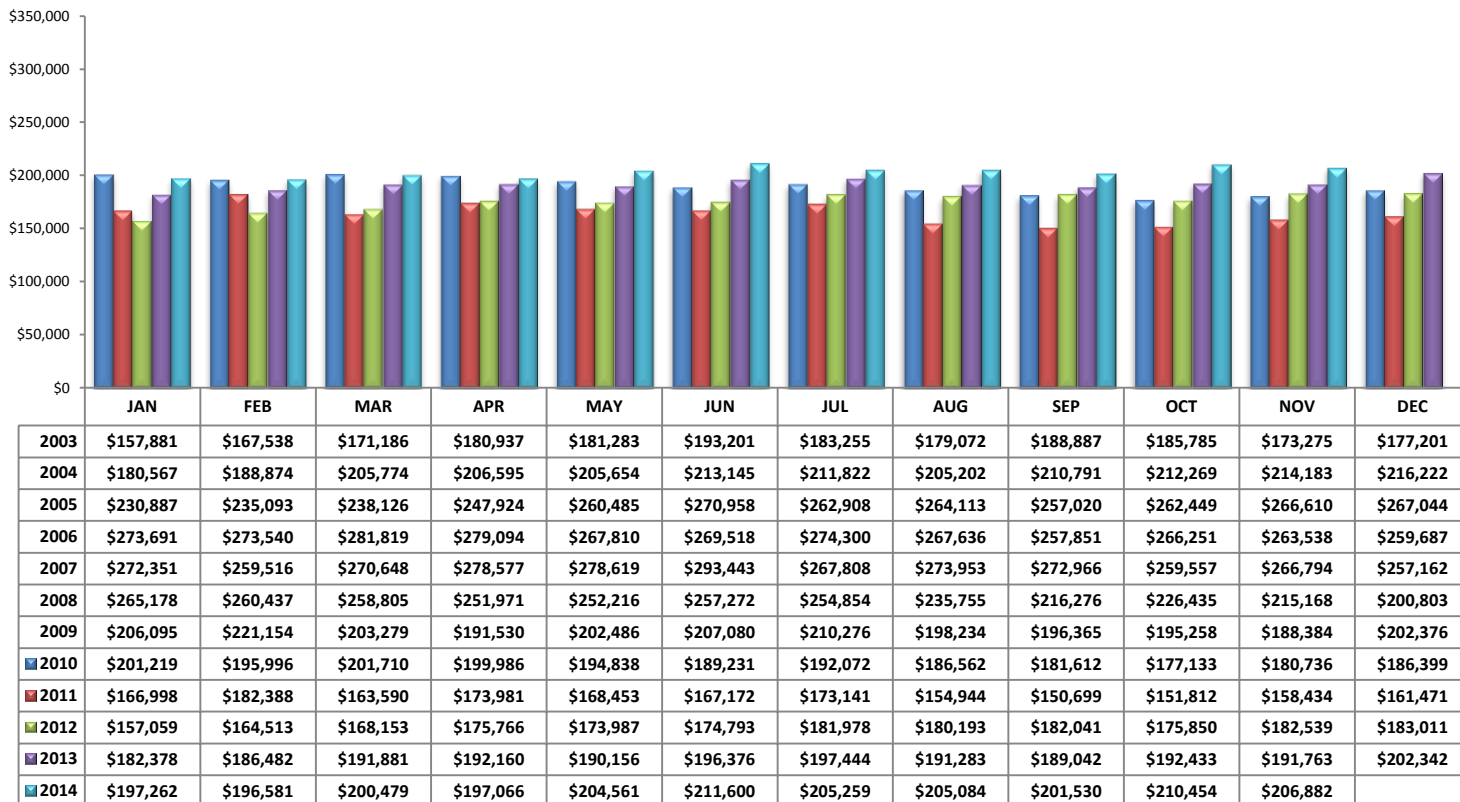


**Monthly Volume by Type**

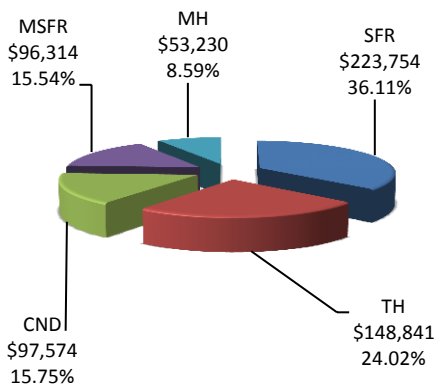


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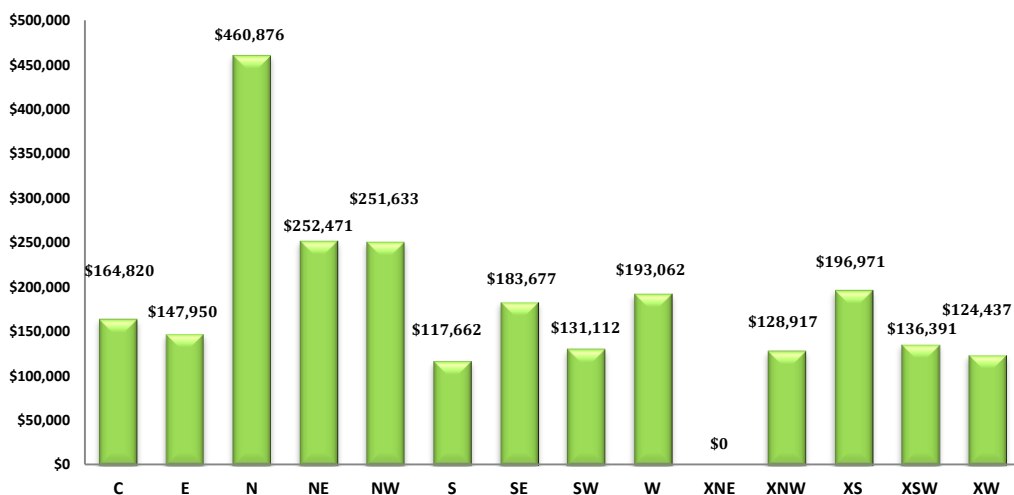
**Average Sales Price – November 2014**



**Average Sales Price by Type – November 2014**

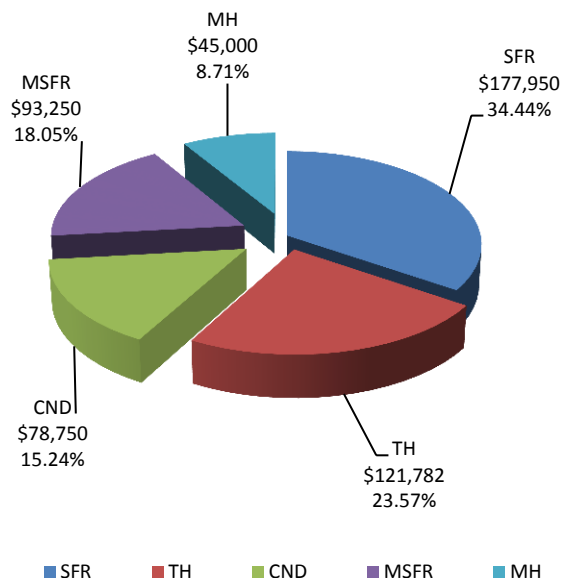


**Average "Listing" Price per Area – November 2014**



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**Median Sale Price - by Type**

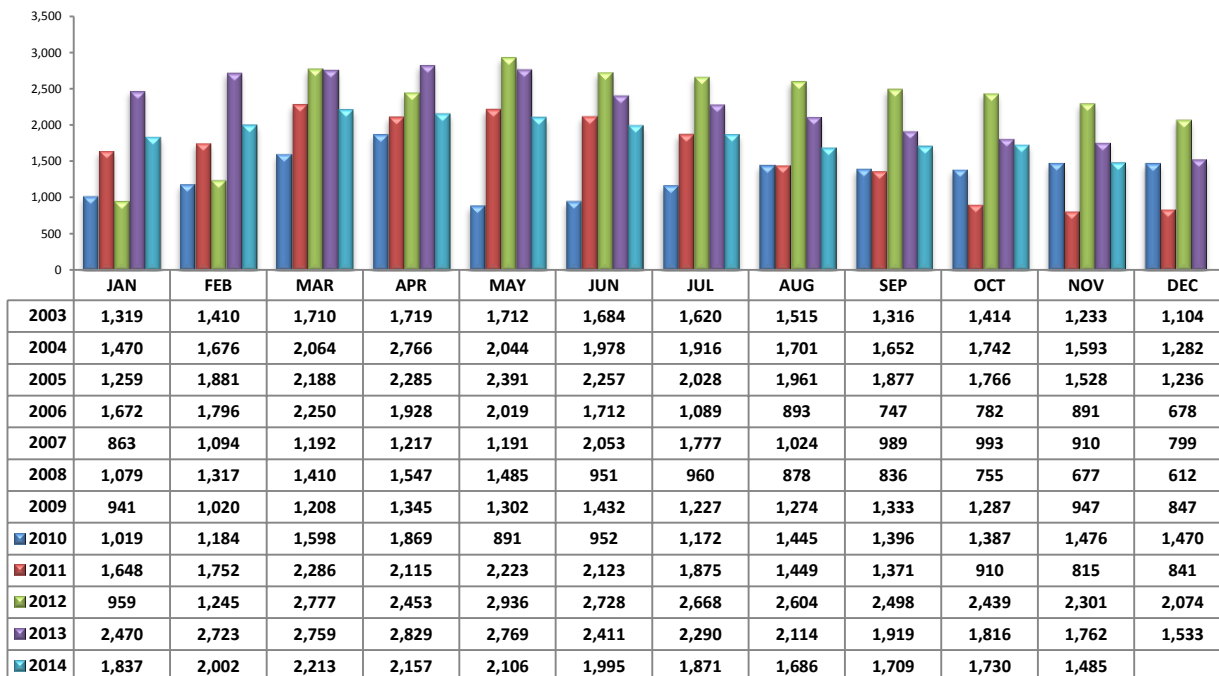


**Median Sale Price - November 2014**

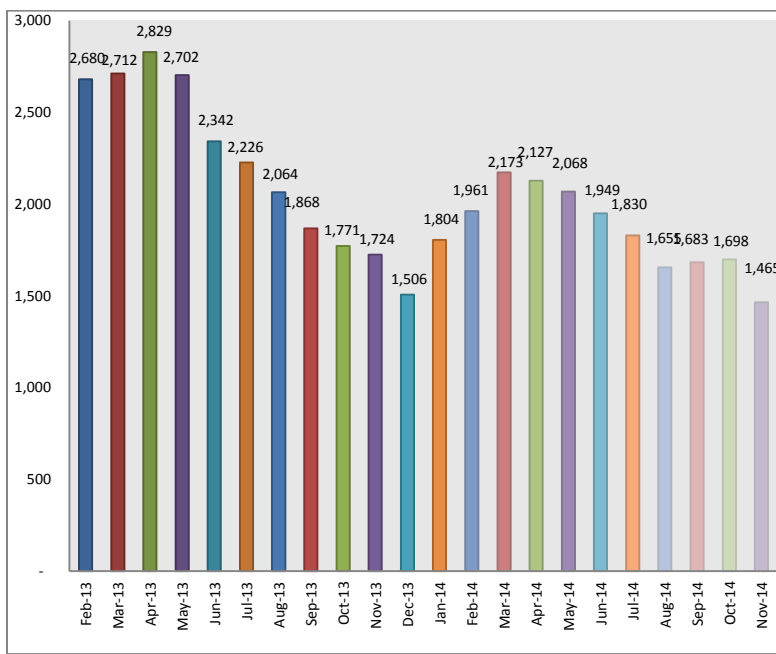
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2003	\$132,000	\$137,500	\$137,610	\$144,700	\$145,000	\$152,450	\$146,990	\$148,000	\$146,350	\$150,900	\$141,825	\$145,000
2004	\$148,000	\$150,000	\$157,000	\$159,900	\$162,487	\$169,700	\$167,000	\$167,500	\$169,950	\$172,000	\$177,000	\$170,000
2005	\$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	\$170,000	\$163,000	\$165,000	\$166,500	\$165,000	

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### Newly Under Contract During The Month



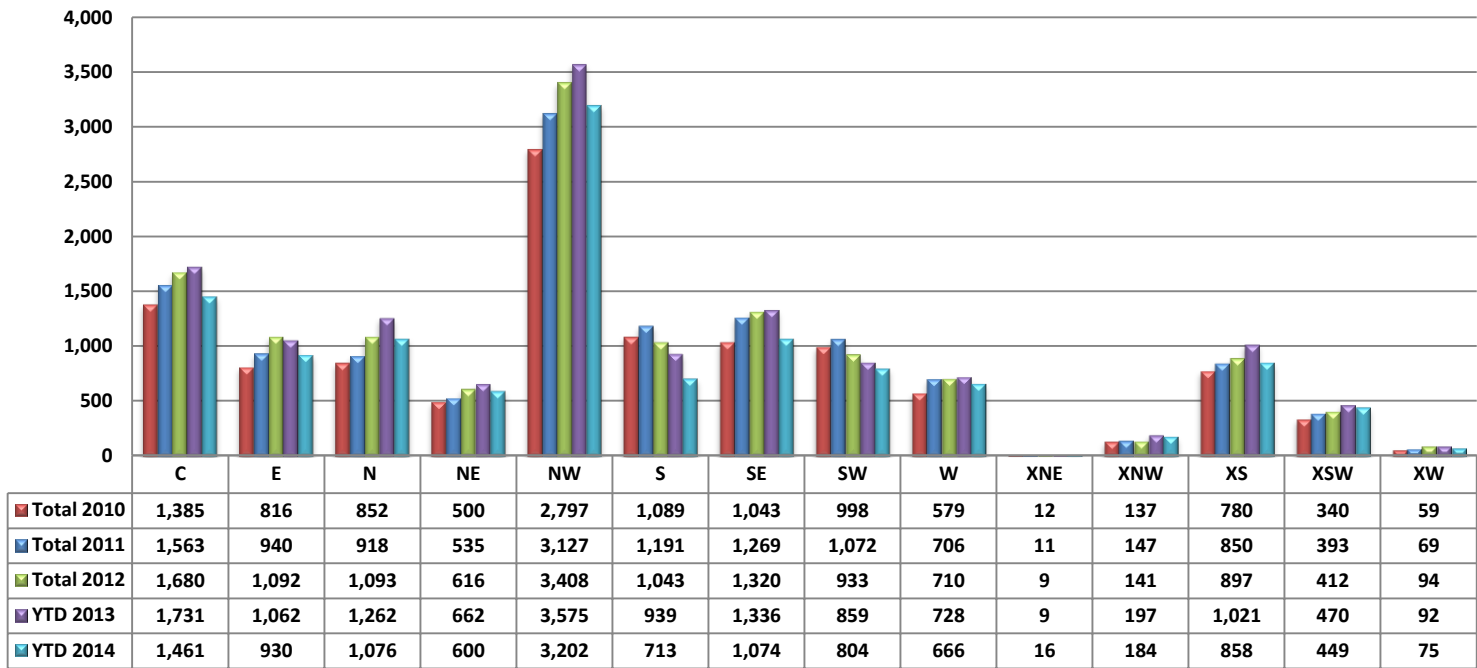
### Total Listings Still Under Contract At The End of The Month



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**Number of Sold Listings by Area - Annual Comparison**



**Average \$ Sold per Area by # of Bedrooms**

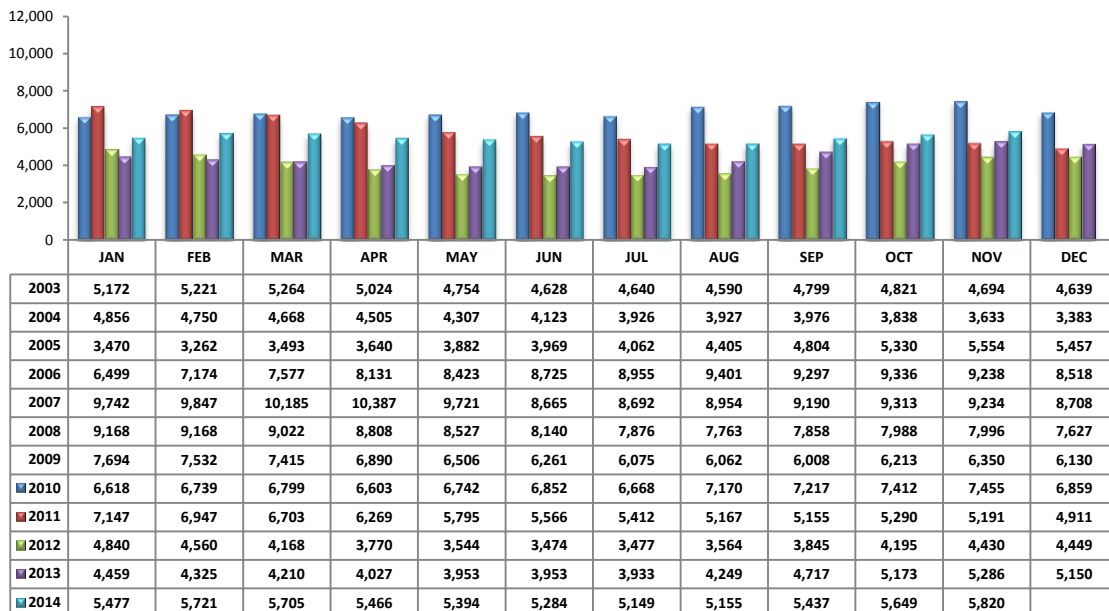
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$101,240	\$164,364	\$252,240	\$262,571	\$158,994
E	\$83,899	\$144,649	\$178,648	\$159,500	\$144,910
N	\$159,979	\$410,939	\$696,814	\$636,500	\$441,767
NE	\$176,889	\$223,088	\$324,800	\$0	\$245,410
NW	\$211,788	\$212,465	\$295,062	\$393,878	\$244,187
S	\$82,500	\$101,693	\$145,239	\$136,000	\$115,936
SE	\$155,675	\$171,733	\$198,101	\$195,000	\$179,316
SW	\$92,344	\$120,443	\$146,703	\$239,200	\$127,545
W	\$104,616	\$167,908	\$295,628	\$489,500	\$186,862
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$85,167	\$164,995	\$115,300	\$0	\$126,402
XS	\$154,950	\$193,358	\$209,910	\$222,500	\$193,964
XSW	\$121,900	\$161,200	\$136,000	\$0	\$132,282
XW	\$58,400	\$82,750	\$230,999	\$114,500	\$120,737

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

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	34	57	10	7	108
E	13	46	23	2	84
N	21	26	21	7	75
NE	13	17	16	0	46
NW	55	103	61	13	232
S	8	28	20	4	60
SE	11	52	34	1	98
SW	9	30	16	2	57
W	12	36	7	3	58
XNE	0	0	0	0	0
XNW	2	3	3	0	8
XS	12	21	23	4	60
XSW	15	5	3	0	23
XW	1	4	2	1	8

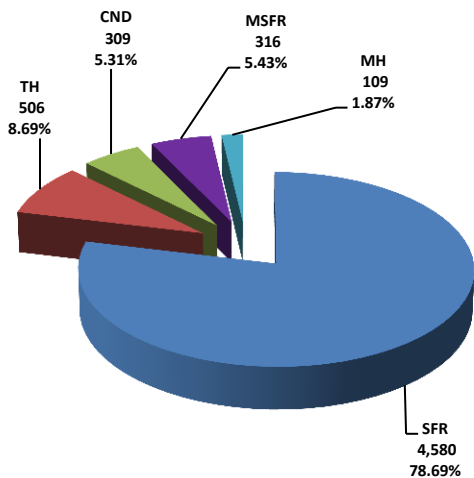
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### Active Listings

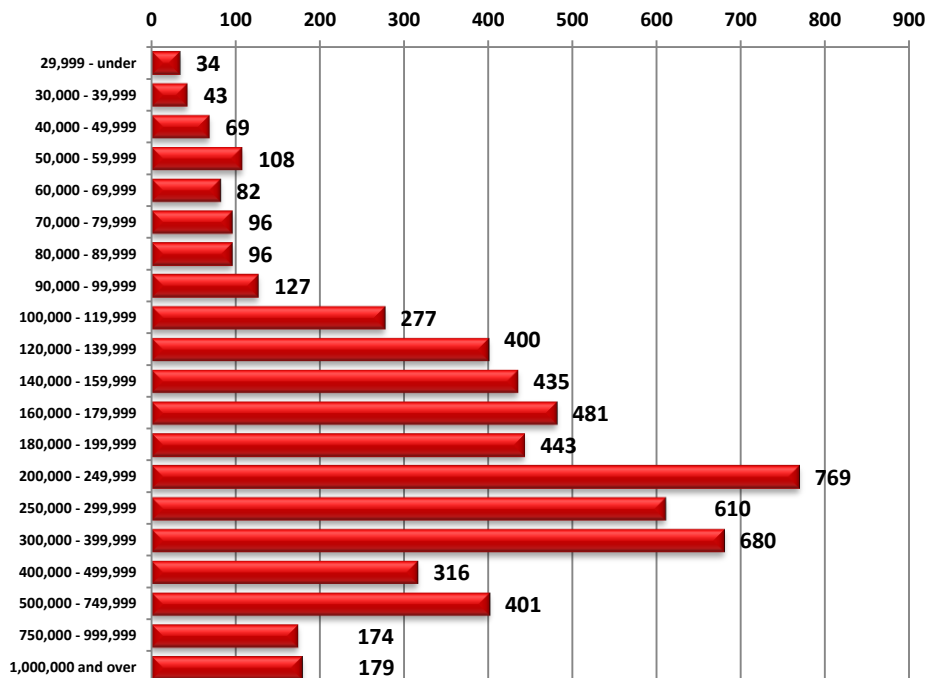


Area	# of Listings
C	705
E	309
N	653
NE	324
NW	1648
S	174
SE	442
SW	376
W	274
XNE	28
XNW	93
XS	465
XSW	277
XW	52

### Active Listings Unit Breakdown

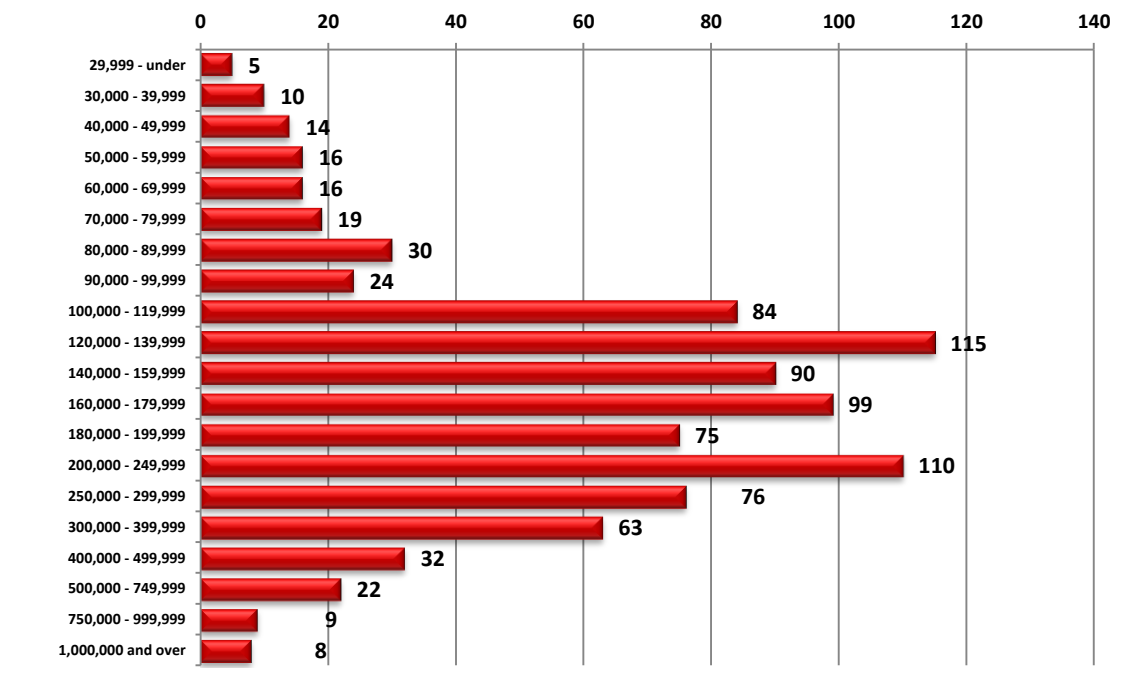


### Active Listings Price Breakdown



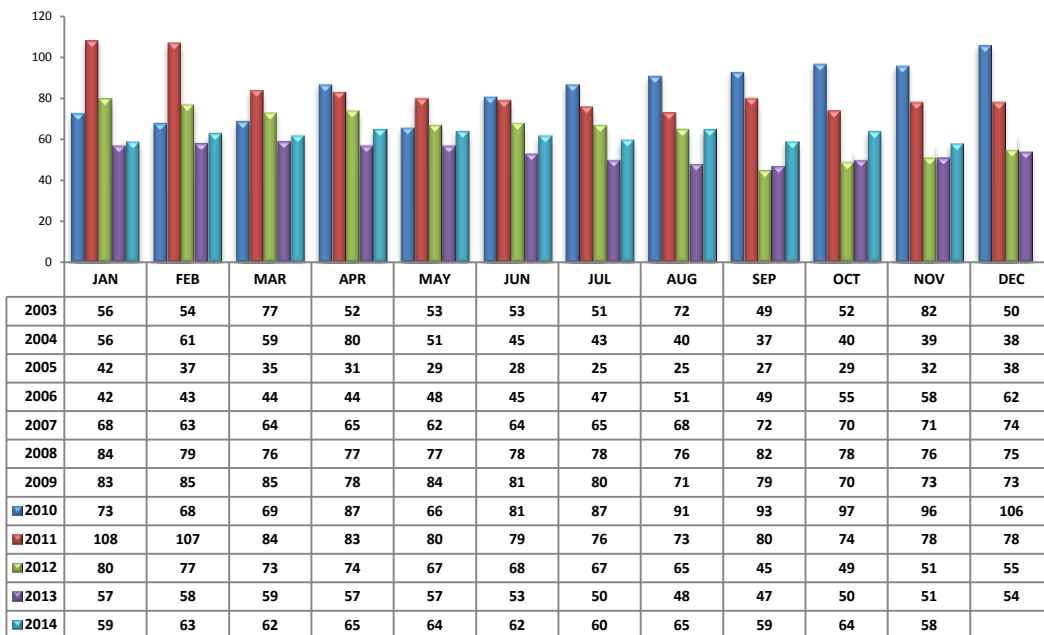
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**Sold Price Breakdown**



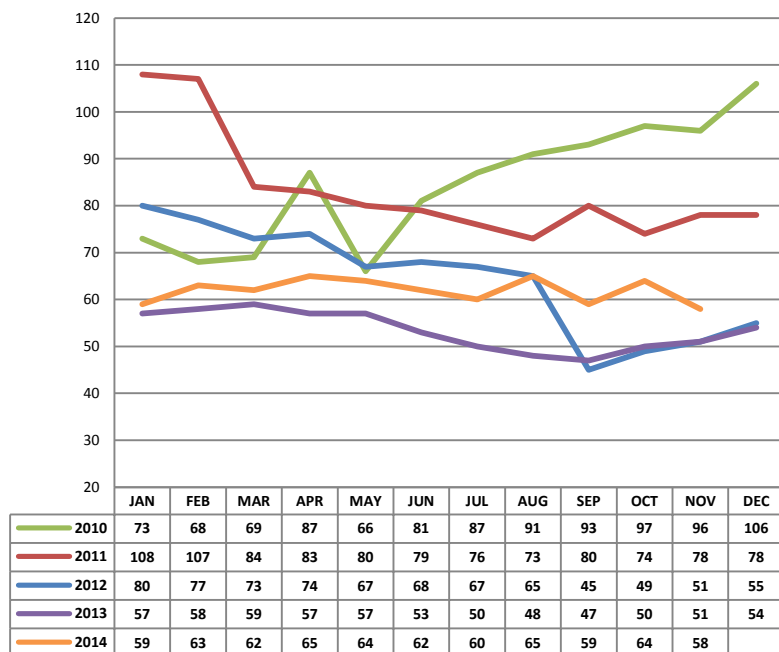
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

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

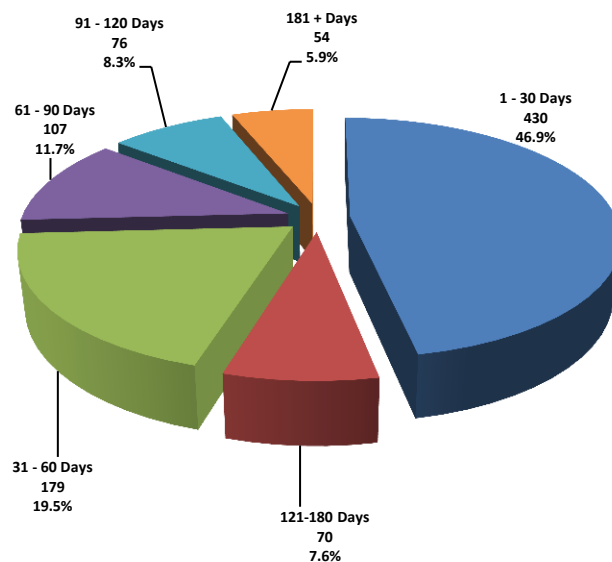


Area	Avg. DOM
C	63
E	50
N	63
NE	62
NW	53
S	39
SE	55
SW	70
W	66
XNE	0
XNW	51
XS	69
XSW	65
XW	73

**Annual Comparison - Average Days on Market**

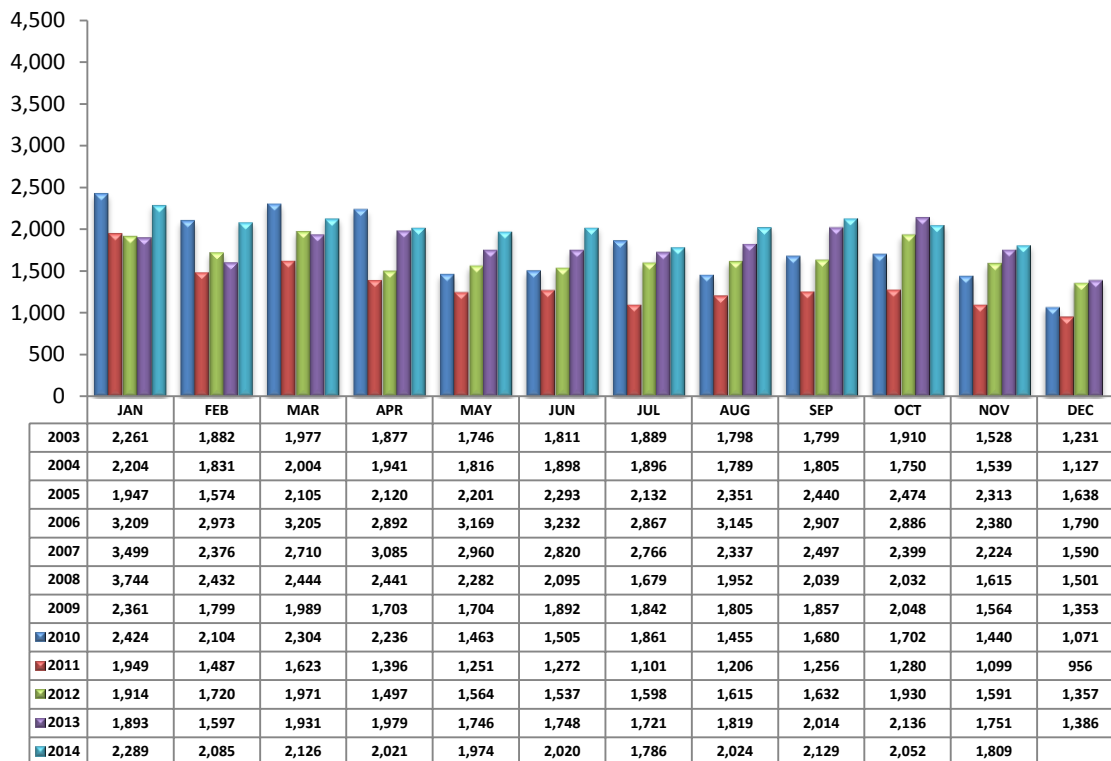


**Average Days on Market/Listing Breakdown**



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**New Listings - November 2014**



Area	# of Listings
C	198
E	119
N	197
NE	103
NW	486
S	78
SE	151
SW	116
W	101
XNE	2
XNW	26
XS	130
XSW	83
XW	19

\*Includes properties that were re-listed

\*\*Beginning November 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.
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
July 2014	235	462	69
Aug 2014	213	464	59
Sept 2014	232	380	57
Oct 2014	201	410	51
Nov 2014	170	371	60

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