

**For Immediate
Release:**
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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics January 2011

Below are some highlights from the January Statistics:

- Total Unit Sales rose from 712 to 780, a total increase of 9.55% from January 2010 to January 2011.
- Average Sales Price decreased from \$186,399 in December 2010 to \$166,998 for January 2011, causing a drop in percentage of 10.41%.
- The Median Sales Price decreased by 3.76% from December of last year to January of this year.
- New Listings increased by 81.98% over December 2010, and decreased 19.60% compared to January 2010.
- Active listings increased 4.20% compared to December 2010.

Let's make 2011 a very prosperous year!

Greg Hollman
2011 MLS 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®.



The Tucson Multiple Listing Service, Inc. is a wholly owned subsidiary of the Tucson Association of REALTORS®, dedicated to providing a reliable real estate database for members and the public. The Association represents the interests of 5,400 professionals in the real estate industry, and is affiliated with the National Association of REALTORS®. REALTOR® is a registered collective membership mark which may only be used by professionals who are members and subscribe to its strict code of ethics.

January 2011 Recap by Month and Year - % of Change

Total Sales Volume

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$130,258,440	\$143,268,044	-9.08%
December	\$169,063,508	\$179,304,898	-5.71%
Month % Change	-22.95%	-20.10%	

Average Sales Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$166,998	\$201,219	-17.01%
December	\$186,399	\$202,376	-7.89%
Month % Change	-10.41%	-0.57%	

Average List Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$177,036	\$210,592	-15.93%
December	\$197,457	\$212,263	-6.98%
Month % Change	-10.34%	-0.79%	

Total Under Contract

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	2,013	1,155	74.29%
December	1,760	848	107.55%
Month % Change	14.38%	36.20%	

Total Unit Sales

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	780	712	9.55%
December	907	886	2.37%
Month % Change	-14.00%	-19.64%	

Median Sales Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$134,250	\$160,000	-16.09%
December	\$139,500	\$154,262	-9.57%
Month % Change	-3.76%	3.72%	

New Listings

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	1,949	2,424	-19.60%
December	1,071	1,353	-20.84%
Month % Change	81.98%	79.16%	

Active Listings

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	7,147	6,618	7.99%
December	6,859	6,130	11.89%
Month % Change	4.20%	7.96%	

January 2011 - 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>
85601	4	0	0.00%	85701	28	2	7.14%	85718	374	30	8.02%	85746	200	30	15.00%
85611	3	0	0.00%	85704	211	24	11.37%	85719	156	14	8.97%	85747	159	25	15.72%
85614	308	27	8.77%	85705	171	12	7.02%	85730	219	26	11.87%	85748	147	14	9.52%
85619	12	1	8.33%	85706	172	46	26.74%	85735	87	8	9.20%	85749	168	13	7.74%
85622	108	6	5.56%	85710	268	46	17.16%	85736	45	3	6.67%	85750	361	23	6.37%
85623	0	1	0.00%	85711	225	23	10.22%	85737	259	26	10.04%	85755	303	21	6.93%
85629	266	31	11.65%	85712	161	30	18.63%	85739	311	20	6.43%	85756	160	14	8.75%
85641	284	26	9.15%	85713	268	22	8.21%	85741	187	30	16.04%	85757	125	16	12.80%
85645	9	0	0.00%	85714	39	2	5.13%	85742	212	27	12.74%	85775	0	1	0.00%
85653	132	12	9.09%	85715	152	18	11.84%	85743	236	40	16.95%				
85658	200	16	8.00%	85716	161	17	10.56%	85745	246	37	15.04%				

NOTE:

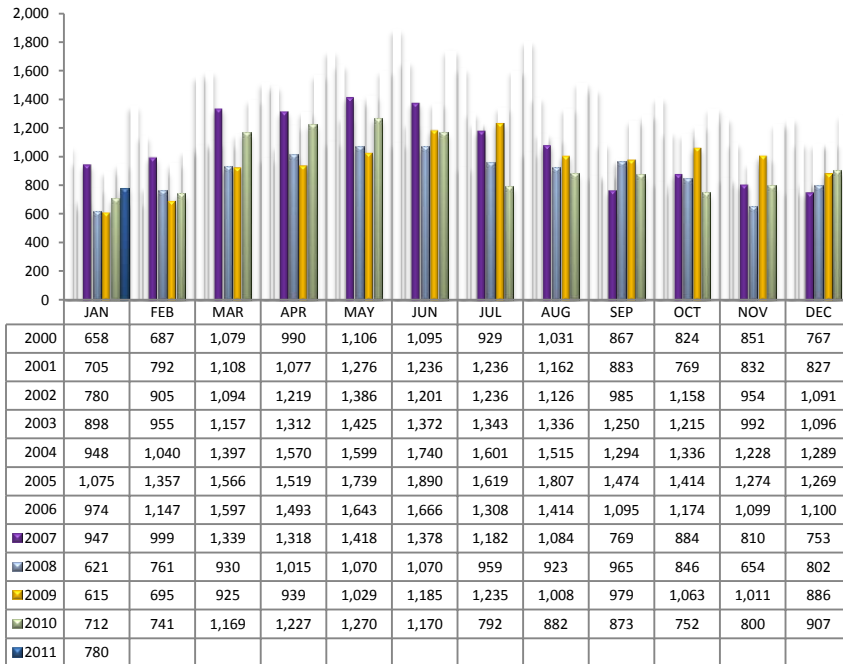
85145-1 active listing ,85321- 1 active listing, 85535- 1 active listing, 85602-2 active listing, 85618- 1 active listing, 85621- 1 active listing, 85631- 1 active listings, 85637- 1 active listings
85702- 1 active listing

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	47	11	1	16	75	21	N	733	1 -30 Days	121
\$30,000 to \$39,999	89	20	6	20	135	35	NE	361	31-60 Days	149
\$40,000 to \$49,999	138	28	5	29	200	31	NW	1854	61 - 90 Days	143
\$50,000 to \$59,999	154	27	4	19	204	32	XNE	16	91-120 Days	110
\$60,000 to \$69,999	249	39	16	24	328	36	XNW	104	121 - 180 Days	129
\$70,000 to \$79,999	247	48	16	24	335	32	C	874	Over 180 Days	128
\$80,000 to \$89,999	289	59	11	34	393	22	E	444	Avg. Days on Market	
\$90,000 to \$99,999	320	66	19	36	441	36	S	418	108	
\$100,000 to \$119,999	561	126	33	61	781	82	SE	553	Avg. Sold Price	
\$120,000 to \$139,999	631	134	37	56	858	81	SW	515	\$166,998	
\$140,000 to \$159,999	552	91	49	44	736	61	XSW	350	Avg. Median Price	
\$160,000 to \$179,999	477	56	29	37	599	74	XS	512	\$134,250	
\$180,000 to \$199,999	429	69	28	44	570	45	W	365	New Listings	
\$200,000 to \$249,999	733	91	34	64	922	64	XW	48	1,949	
\$250,000 to \$299,999	492	51	17	45	605	43	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	601	63	19	31	714	37	N	54	\$18,642,420	
\$400,000 to \$499,999	346	42	5	11	404	20	NE	35	\$7,996,150	
\$500,000 to \$749,999	427	30	5	10	472	22	NW	200	\$41,033,509	
\$750,000 to \$999,999	157	5	2	3	167	3	XNE	2	\$450,000	
\$1,000,000 and over	208	6	2	5	221	3	XNW	7	\$758,400	
							C	99	\$12,887,150	
							E	61	\$8,235,550	
							S	65	\$5,160,894	
							SE	72	\$11,060,802	
							SW	60	\$5,500,147	
							XSW	29	\$3,437,750	
							XS	46	\$7,267,692	
							W	45	\$7,349,726	
							XW	5	\$478,250	
Totals	7,147	1,062	338	613	9,160	780	Total Volume		\$130,258,440	
	2011	2010	% Change	YTD 2011	YTD 2010	% Change				
Home Sales Volume	\$130,258,440	\$143,268,044	-9.08%	\$130,258,440	\$143,268,044	-9.08%				
Home Sales Units	780	712	9.55%	780	712	9.55%				
Average Sales Price (All Residential)	\$166,998	\$201,219	-17.01%	\$166,998	\$201,219	-17.01%				
Median Sales Price	\$134,250	\$160,000	-16.09%	\$134,250	\$160,000	-16.09%				
Average Days on Market:	108	73	47.95%	108	73	47.95%				
Average List Price for Solds:	\$177,036	\$210,592	-15.93%	\$177,036	\$210,592	-15.93%				
SP/LP %	94.33%	95.55%		94.33%	95.55%					
Total Under Contract	2,013	1,155	74.29%							
Active Listings	7,147	6,618	7.99%							
New Listings	1,949	2,424	-19.60%							

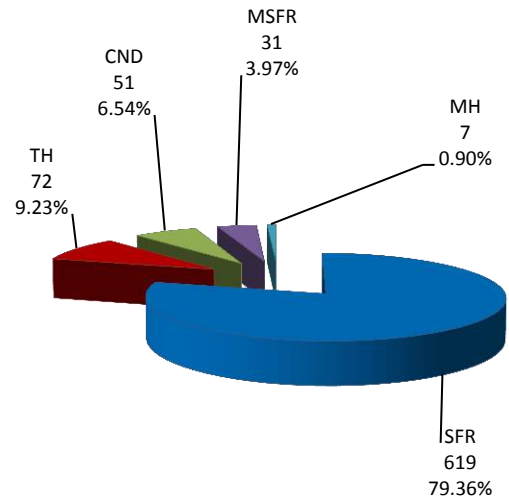
Types of Financing	Totals
FHA	175
VA	46
Conventional	247
Carryback	8
Cash to Loan	0
Cash	291
Other	13

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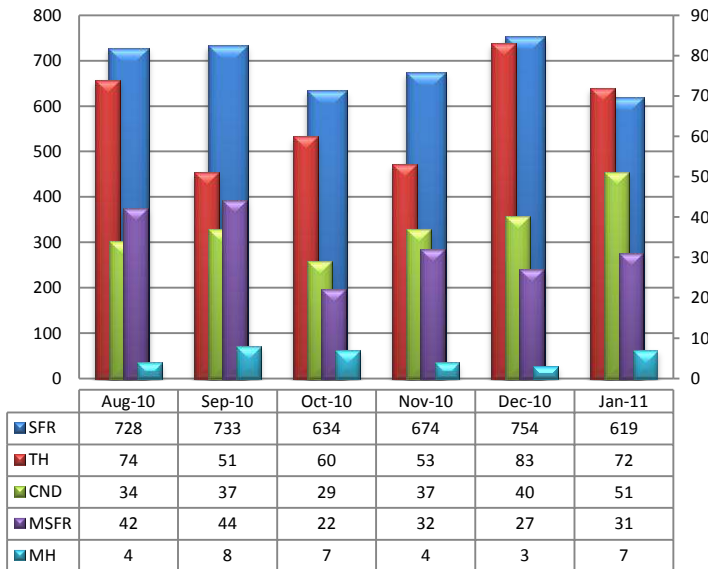
Total Unit Sales – January 2011



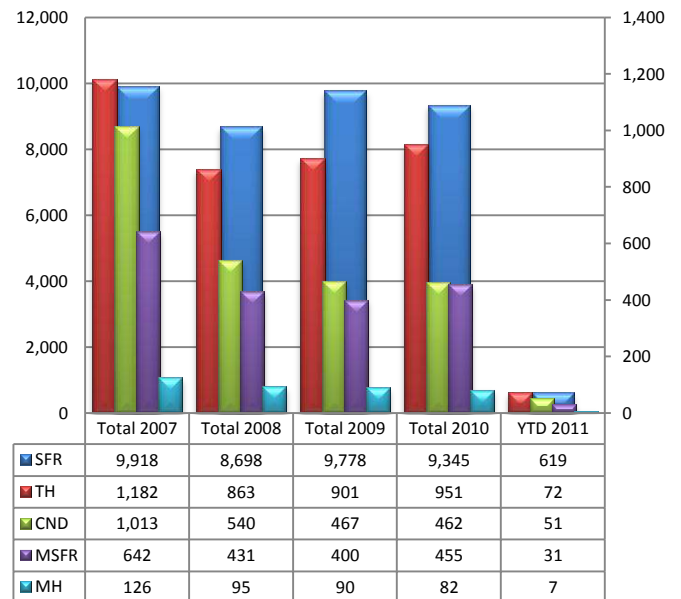
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

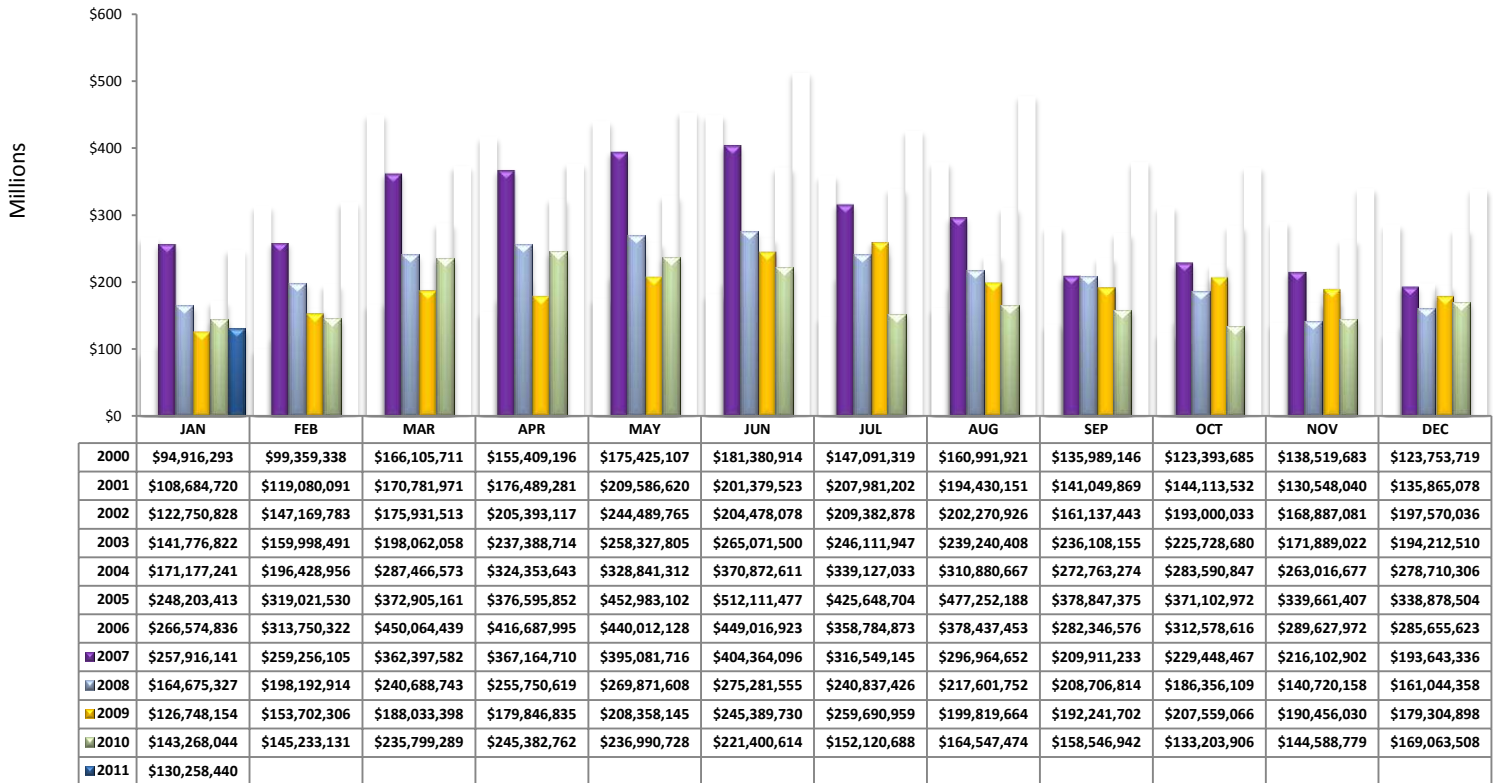


YTD Annual Comparison – Breakdown by Type

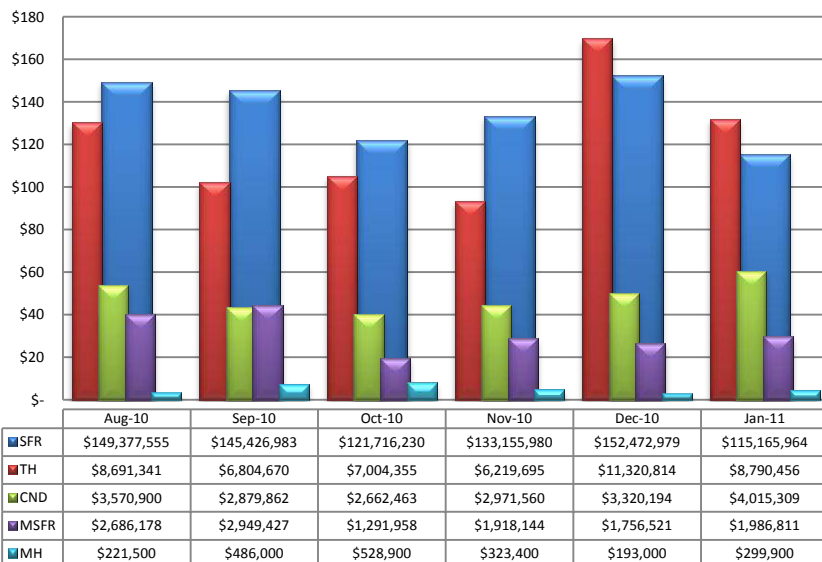


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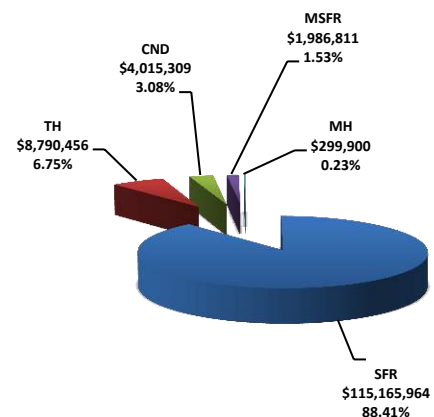
Total Sales Volume - January 2011



Total Sales Volume By Type - Monthly Comparison

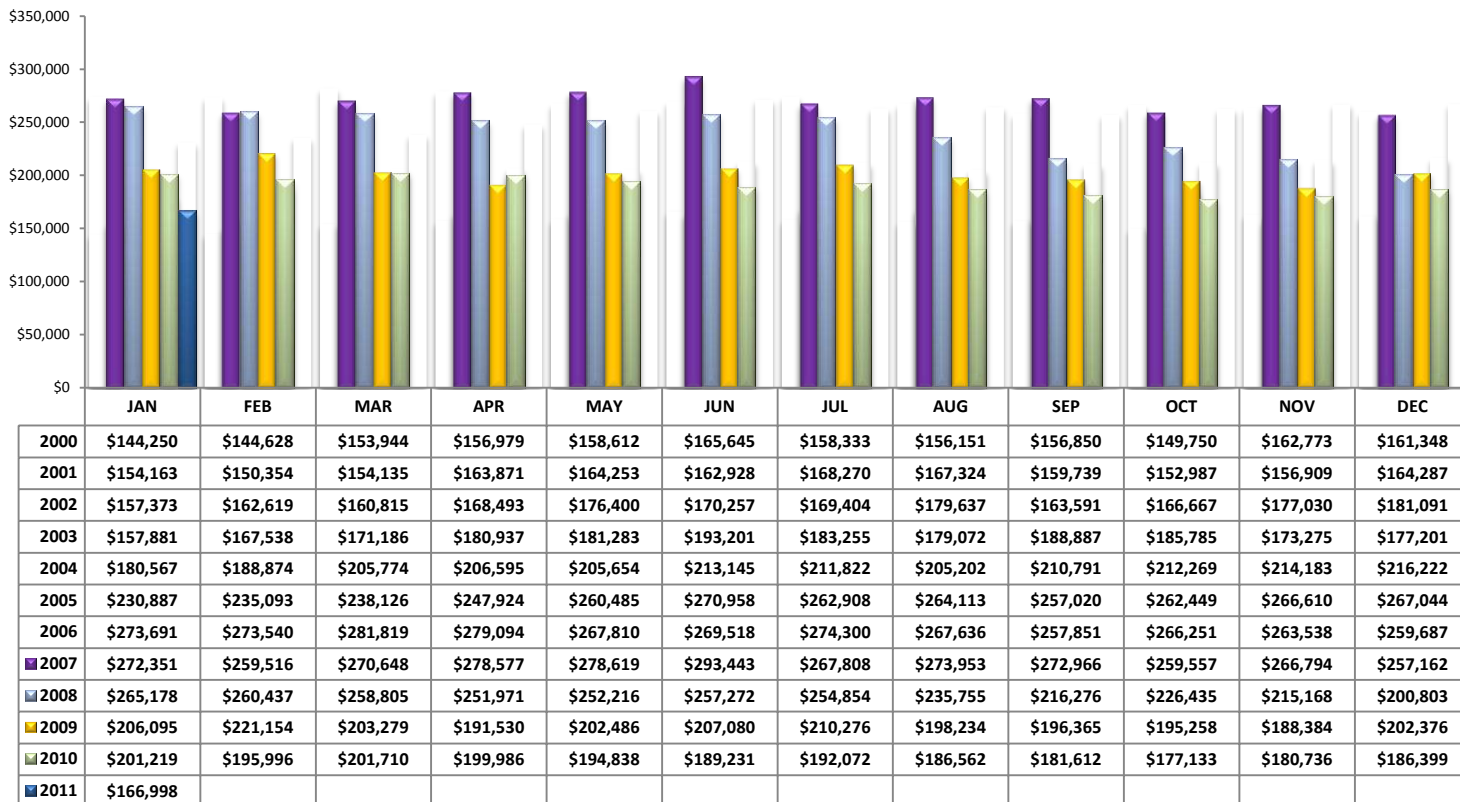


Monthly Volume by Type

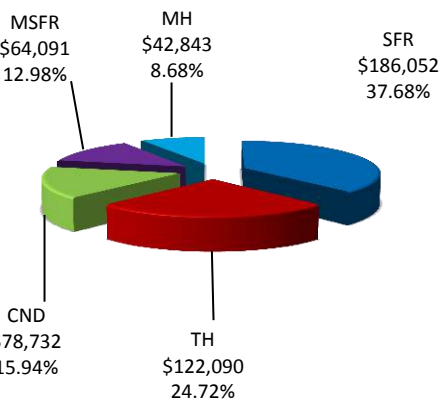


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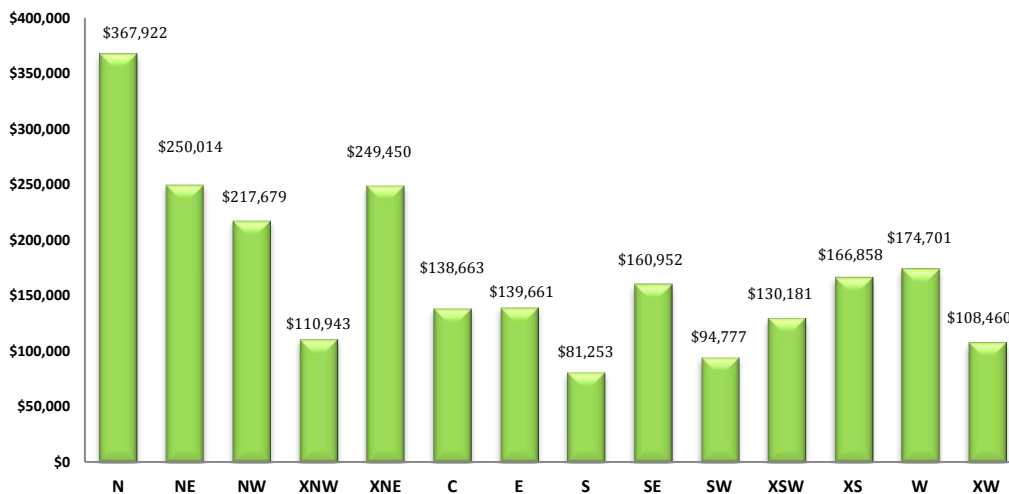
Average Sales Price – January 2011



Average Sales Price by Type – January 2011

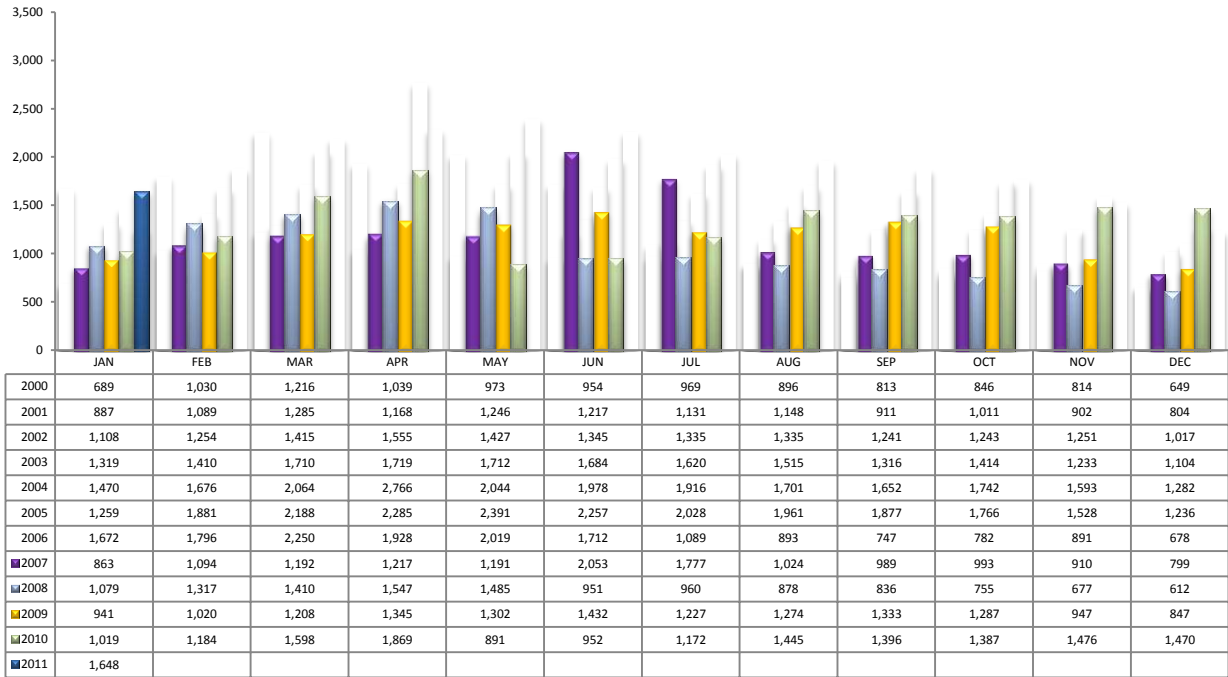


Average “Listing” Price per Area – January 2011

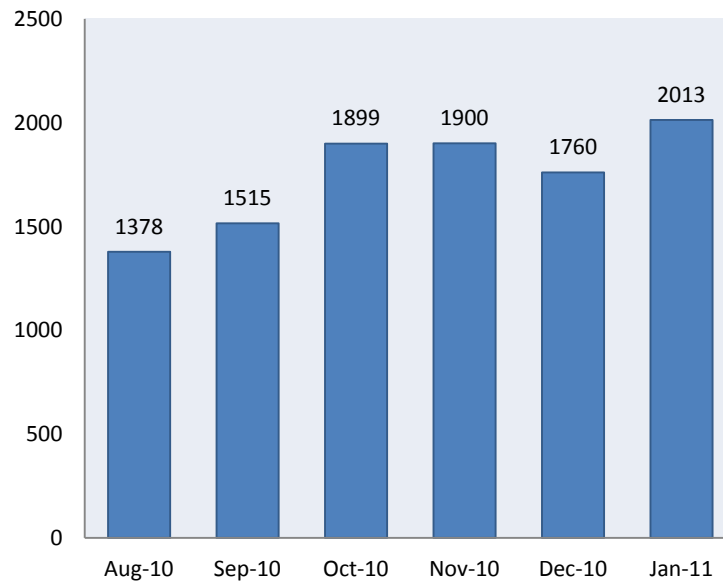


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Newly Under Contract During The Month

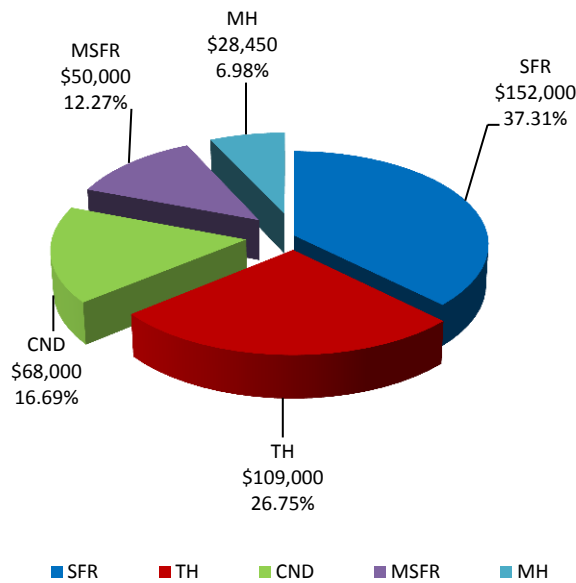


Total Listings Still Under Contract At The End of The Month



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Median Sale Price - by Type

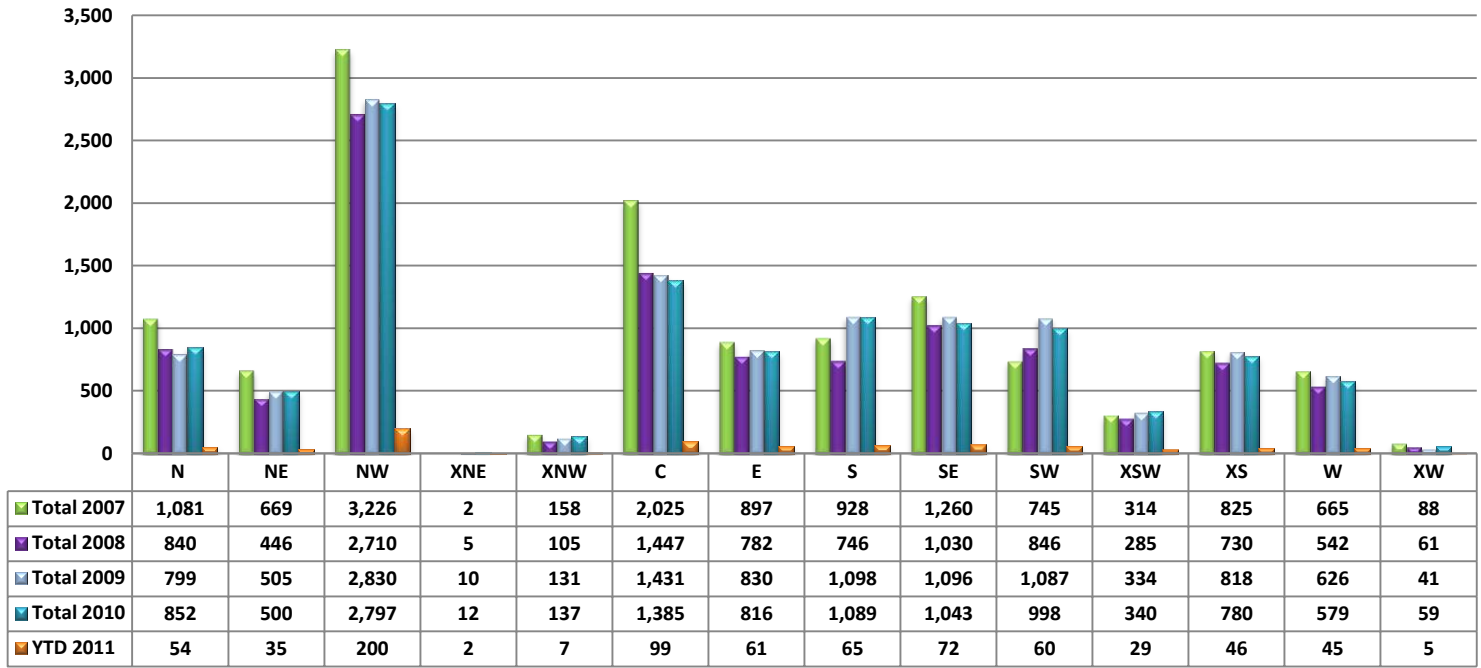


Median Sale Price - January 2011



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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

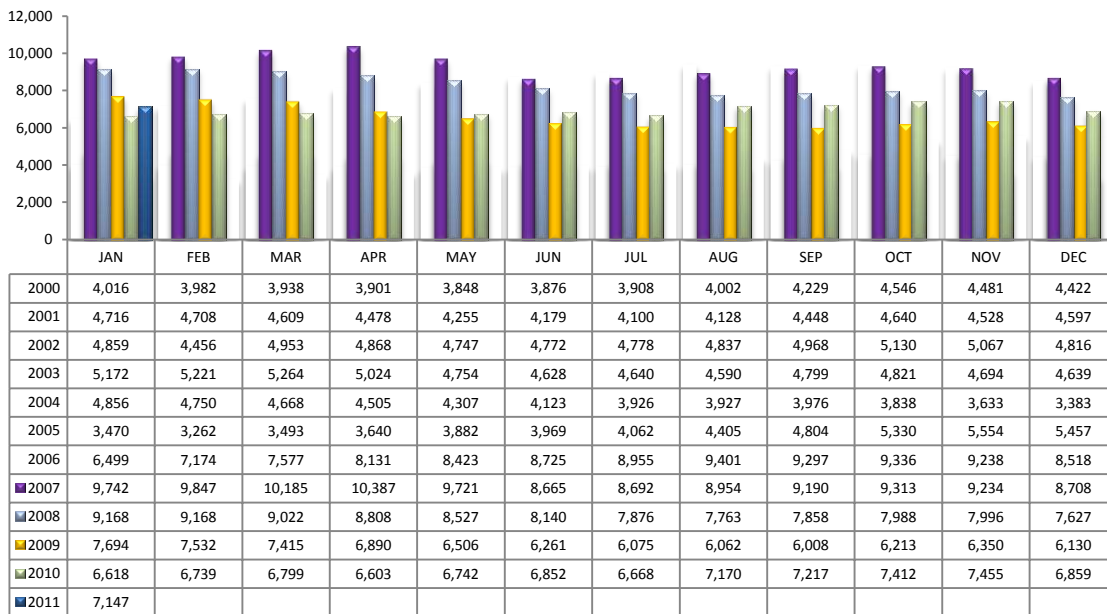
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$201,475	\$357,306	\$405,153	\$1,308,625	\$345,230
NE	\$107,964	\$257,636	\$232,375	\$422,500	\$228,461
NW	\$193,231	\$167,282	\$267,102	\$310,388	\$205,168
XNW	\$0	\$72,875	\$195,950	\$75,000	\$108,343
C	\$80,251	\$151,212	\$156,790	\$234,400	\$130,173
E	\$69,103	\$131,239	\$191,537	\$237,800	\$135,009
S	\$36,515	\$83,302	\$95,689	\$133,250	\$79,398
SE	\$135,148	\$134,347	\$185,142	\$213,225	\$153,622
SW	\$43,400	\$86,590	\$107,698	\$165,000	\$91,669
XSW	\$128,819	\$99,900	\$120,000	\$0	\$118,543
XS	\$150,500	\$146,773	\$162,683	\$194,072	\$157,993
W	\$74,814	\$140,124	\$259,791	\$0	\$163,327
XW	\$0	\$95,433	\$95,975	\$0	\$95,650
XNE	\$0	\$225,000	\$0	\$0	\$225,000

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	21	16	15	2	54
NE	7	14	12	2	35
NW	44	95	53	8	200
XNW	0	4	2	1	7
C	36	48	10	5	99
E	16	27	15	3	61
S	11	39	13	2	65
SE	7	40	21	4	72
SW	6	30	23	1	60
XSW	18	10	1	0	29
XS	11	15	15	5	46
W	6	27	12	0	45
XW	0	3	2	0	5
XNE	0	2	0	0	2

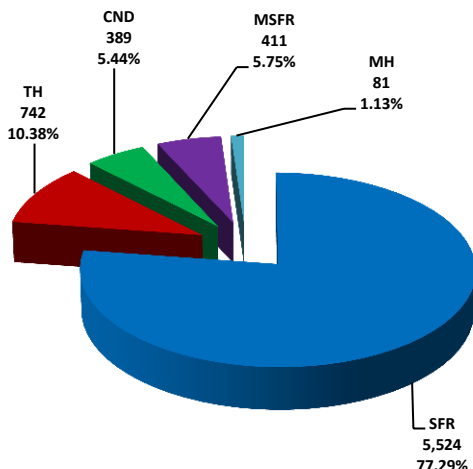
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Active Listings - January 2011

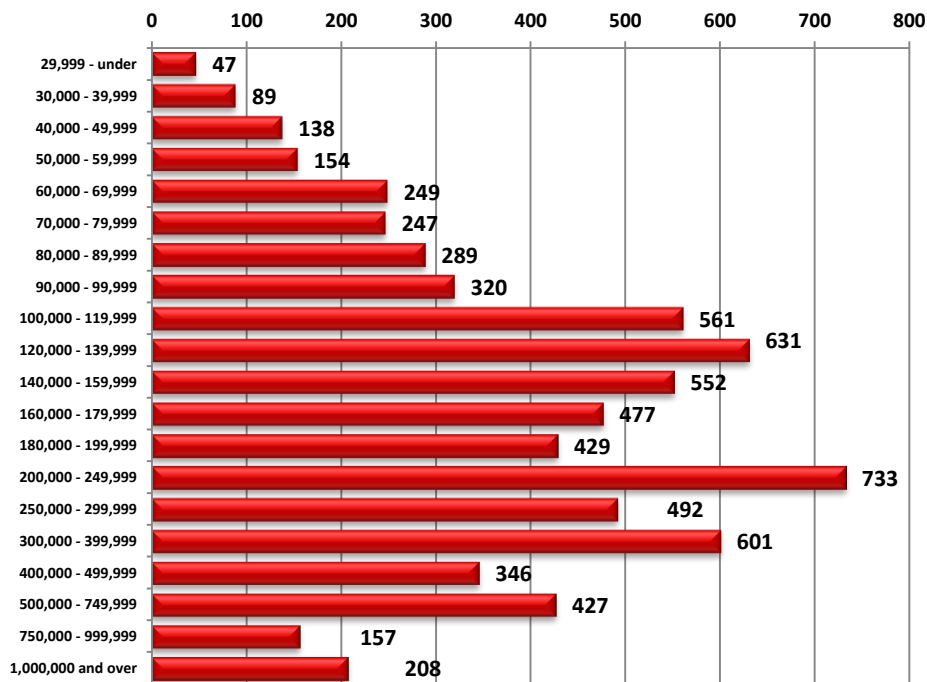


Area	# of Listings
N	733
NE	361
NW	1854
XNE	16
XNW	104
C	874
E	444
S	418
SE	553
SW	515
XSW	350
XS	512
W	365
XW	48

Active Listings Unit Breakdown

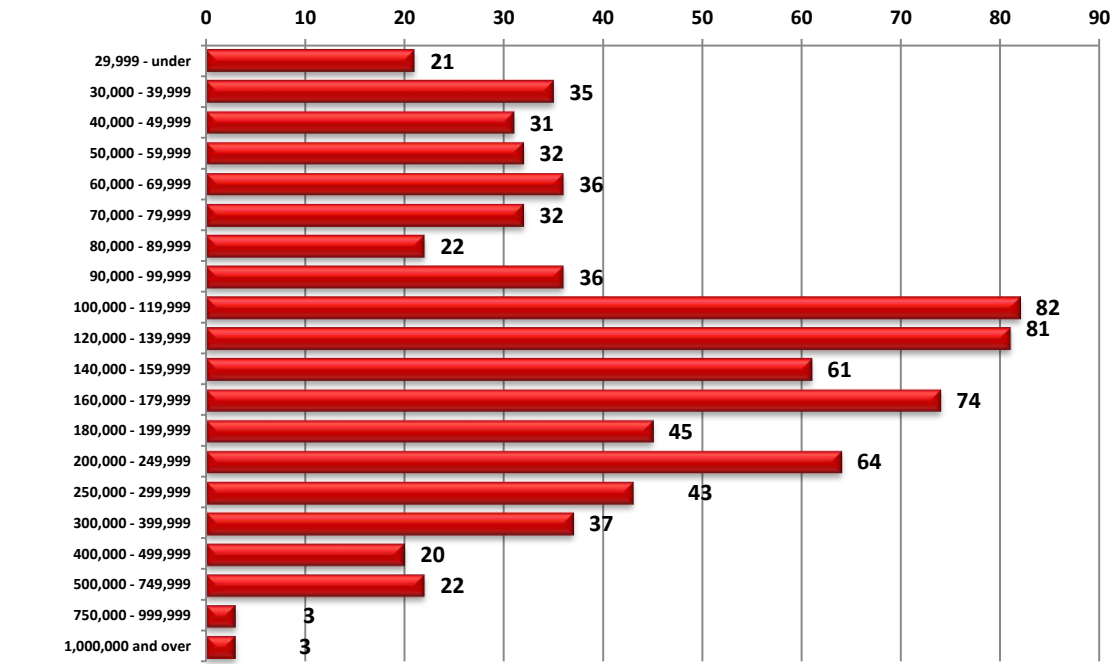


Active Listings Price Breakdown



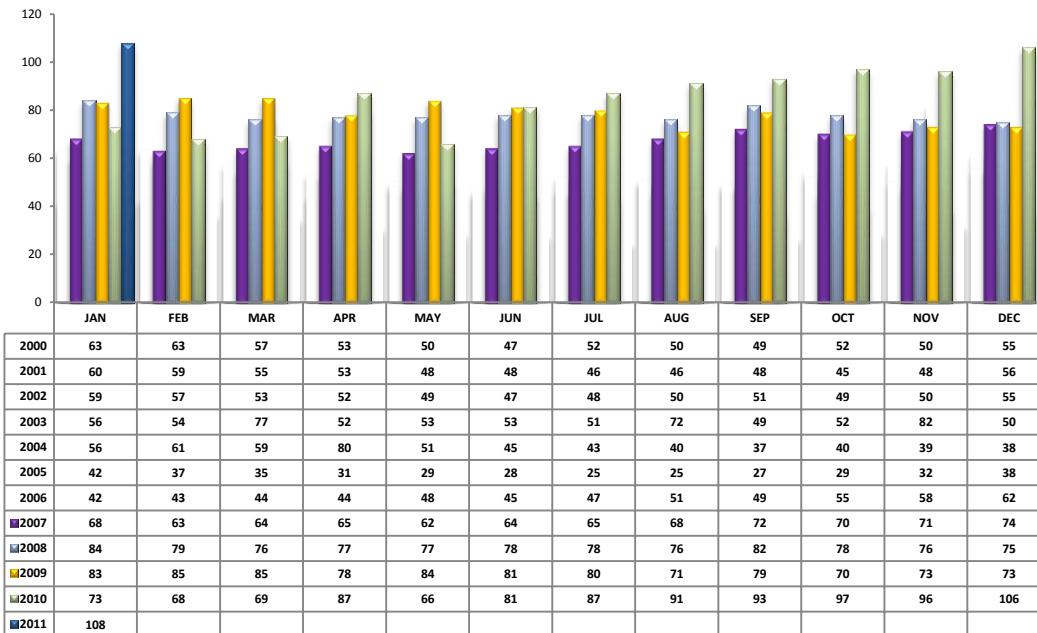
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Sold Price Breakdown



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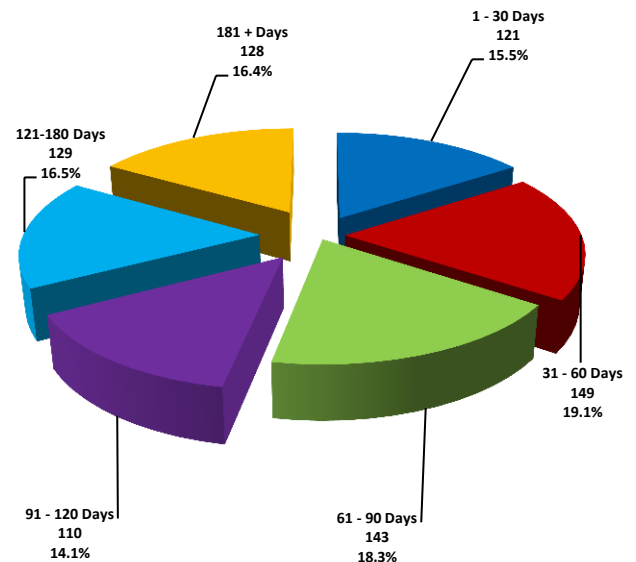
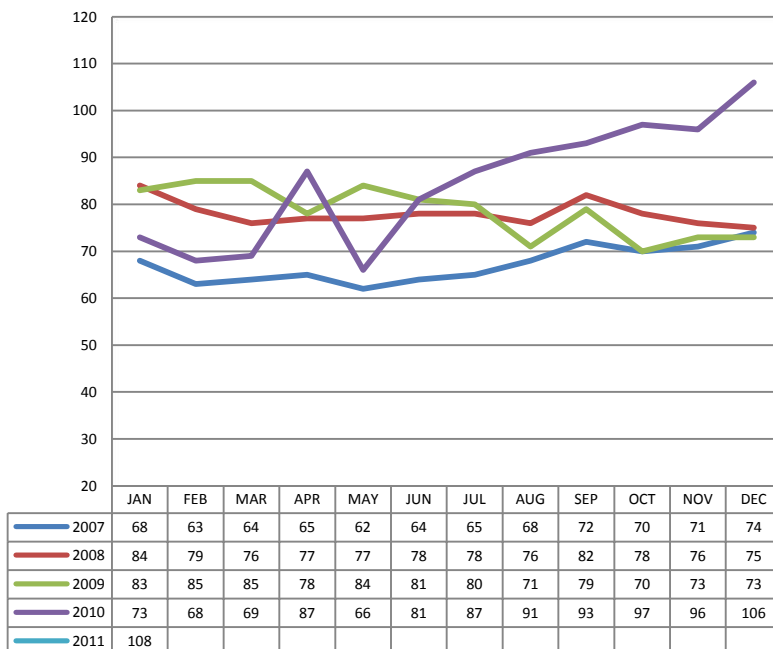
Average Days on Market/Listing - January 2011



Area	Avg. DOM
N	118
NE	132
NW	112
XNE	63
XNW	100
C	86
E	90
S	80
SE	113
SW	114
XSW	103
XS	155
W	106
XW	121

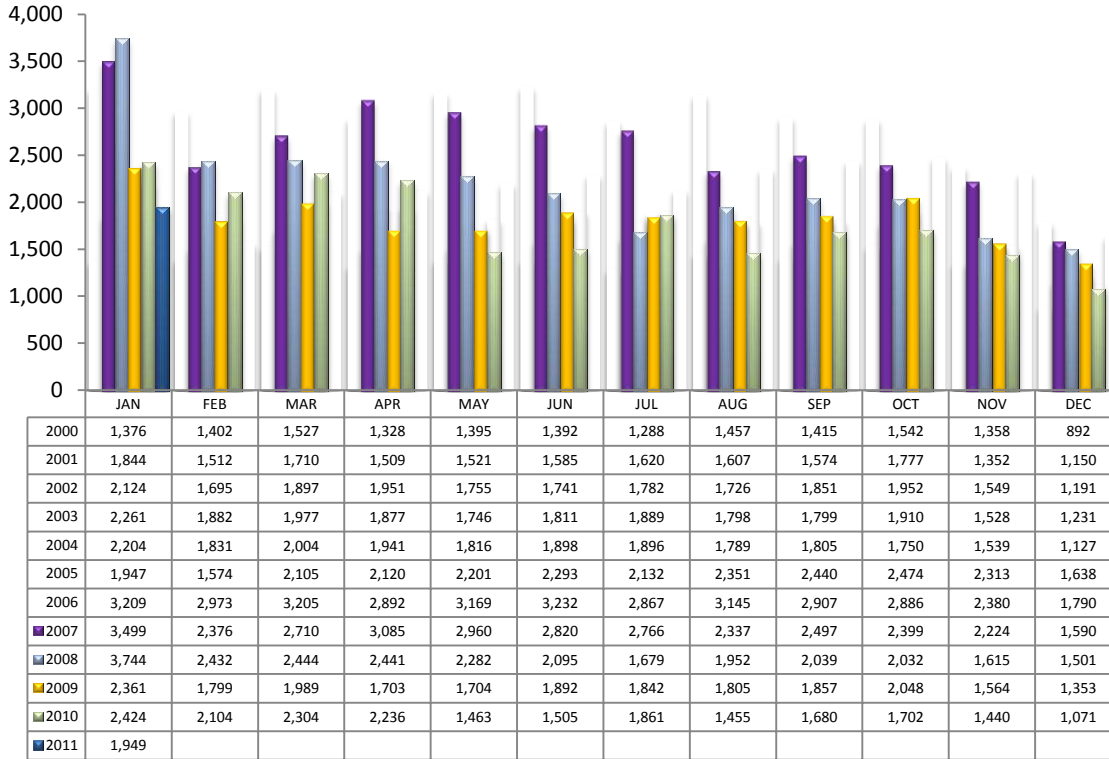
Annual Comparison - Average Days on Market

Average Days on Market/Listing Breakdown



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New Listings – January 2011



Area	# of Listings
N	199
NE	92
NW	500
XNE	4
XNW	18
C	262
E	121
S	120
SE	165
SW	142
XSW	82
XS	129
W	102
XW	13

*Includes properties that were re-listed

Misc. MLS Information – January 2011

Month	Expired	Cancelled	Temp Off Mkt.
April 2010	379	486	12
May 2010	391	83	N/A
June 2010	419	522	75
July 2010	384	556	91
Aug 2010	396	551	55
Sept 2010	423	521	88
Oct 2010	456	517	103
Nov 2010	320	432	60
Dec 2010	707	486	64
Jan 2011	401	577	76

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