OCTOBER 2009

For Immediate Release
November 5, 2009

As we begin the 4th quarter of 2009, we continue to see the absorption of inventory hover around 20%. The YTD change in total home sales volume is only down 13.95%, which is not bad considering the average sales price is down 13.56%.

There are 2048 new listings which is up 10.29% over September. This could be a result of sellers trying to make a last minute effort to take advantage of the November 30th cut off for the tax credit.

Total Days on Market are at 71 but 41.2% are between 0 – 30 days. The top three methods of financing are FHA at 358, Conventional at 299 and Cash at 226.

As we continue to see 2009 to the end, we anticipate an increase for November with many home buyers attempting to take advantage of the $8000.00 tax credit. We will continue to wait and see if this credit is modified or extended.

Sincerely,

Kimberly Clifton
2009 MLS President

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 5,800 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.
## October 2009 Recap – By Month and by Year - % of Change

### Home Sales Volume

<table>
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<tr>
<th></th>
<th>2009</th>
<th>2008</th>
<th>Annual % Change</th>
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<tr>
<td>October</td>
<td>$199,843,277</td>
<td>$186,356,109</td>
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<td>September</td>
<td>$185,933,398</td>
<td>$208,706,814</td>
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<td>Month % Change</td>
<td>7.48%</td>
<td>-10.71%</td>
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### Average Sales Price

<table>
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<th>2008</th>
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<tr>
<td>October</td>
<td>$195,733</td>
<td>$226,435</td>
<td>-13.56%</td>
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<td>September</td>
<td>$196,755</td>
<td>$216,276</td>
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<td>-0.52%</td>
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### Pending Contracts

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<td>1,333</td>
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### Active listings

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<tr>
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<td>6,213</td>
<td>7,988</td>
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<td>September</td>
<td>6,008</td>
<td>7,858</td>
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### New Listings

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<td>2,032</td>
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<td>1,857</td>
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<td>-0.34%</td>
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### Median Sales Price

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<td>$158,900</td>
<td>$180,000</td>
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<td>$163,000</td>
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### Active / Sold by Zip Code

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<th># Sold</th>
<th>%</th>
<th>Zip Code</th>
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<th># Sold</th>
<th>%</th>
<th>Zip Code</th>
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OCTOBER 2009 RESIDENTIAL SALES STATISTICS

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**Total Sales Volume - October 2009**

![Graph showing total sales volume for different months from January to December, with data points for specific years.]

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

- **SFR/NC:** 2009 $126,459,654
- **MH:** 2009 $832,400
- **CND/NC:** 2009 $2,832,772
- **MSFR:** 2009 $4,384,587
- **TH/NC:** 2009 $14,010,965

**Monthly Volume by Type**

- **SFR/NC:** January 2009 $181,657,449
- **CND/NC:** January 2009 $3,831,499
- **TH/NC:** January 2009 $11,764,400
- **MSFR:** January 2009 $2,832,772
- **MH:** January 2009 $832,400

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**Average Sales Price – October 2009**

![Average Sales Price Chart]

**Average Sales Price by Type – October 2009**

- **MSFR, $86,742, 14.77%**
- **MH, $50,075, 8.53%**
- **SFR/NC, $209,936, 35.74%**
- **CND/NC, $102,581, 17.47%**
- **TH/NC, $138,012, 23.50%**

**Average Sale Price per Area – October 2009**

- **N, $431,410**
- **NE, $320,813**
- **NW, $240,118**
- **XNE, $86,168**
- **XNW, $173,019**
- **C, $155,342**
- **E, $95,135**
- **S, $174,766**
- **SE, $153,488**
- **SW, $163,268**
- **XSW, $78,700**
- **XS, $195,323**
- **W, $162,773**
- **XW, $173,275**

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**Total Under Contract now calculating how many listings went under contract during the month rather than the total number of under contract in the MLS. (Eff. 06/08)**

### Median Sale Price – October 2009

#### Median Sale Price – by Type

- **SFR/NC**: $168,300, 32.75%
- **TH/NC**: $125,000, 24.32%
- **CND/NC**: $99,000, 19.26%
- **MSFR**: $79,650, 15.50%
- **MH**: $42,000, 8.17%

#### Total Listings Under Contract

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<tr>
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<td>Jan</td>
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<td>1,147</td>
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<td>1,191</td>
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<td>1,120</td>
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<tr>
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<td>Nov</td>
<td>1,015</td>
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<td>1,017</td>
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<td>1,310</td>
<td>1,191</td>
<td>1,266</td>
<td>1,120</td>
</tr>
</tbody>
</table>

### Median Sale Price

- **2009**: $162,500
- **2008**: $167,830
- **2007**: $162,595
- **2006**: $163,000
- **2005**: $162,595
- **2004**: $163,000
- **2003**: $158,900
- **2002**: $140,000
- **2001**: $133,900
- **2000**: $121,500
- **1999**: $125,000
- **1998**: $119,579
- **1997**: $125,500
- **1996**: $102,000

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Average Sold per Area by # of Bedrooms

<table>
<thead>
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<th></th>
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<th>3 Bedrooms</th>
<th>4 Bedrooms</th>
<th>5+ Bedrooms</th>
<th>All Bedrooms</th>
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<td>$ 391,400</td>
<td>$ 586,125</td>
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Units Sold per Area by # of Bedrooms

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OCTOBER 2009 RESIDENTIAL SALES STATISTICS

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New Listings – October 2009

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<td>539</td>
<td>534</td>
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<td>September 2009</td>
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<td>16</td>
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<td>October 2009</td>
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<td>December 2008</td>
<td>918</td>
<td>527</td>
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OCTOBER 2009 RESIDENTIAL SALES STATISTICS

Sale Price by Bedroom

0 to 2 Bedrooms

3 Bedrooms

4 or More Bedrooms

Total Bedrooms

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Absorption of Inventory
## Residential Listing Statistics

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<th>Total Contingent</th>
<th>Total Capa</th>
<th>Total Pending</th>
<th>Total Inventory</th>
<th>Total Sold</th>
<th>Area #</th>
<th>Per Area</th>
<th>of Units Sold</th>
<th>Change</th>
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<td>$2,609,300</td>
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<td><strong>Totals</strong></td>
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<td><strong>782</strong></td>
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<td><strong>7,500</strong></td>
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<td><strong>Total Volume</strong></td>
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### Active Listings

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<td>7.24%</td>
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<td>Home Sales Units</td>
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<td>9,162</td>
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<td>SP/LP %</td>
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<td>2,032</td>
<td>0.79%</td>
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</table>

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