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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics

2012 YEAR END

In the blink of an eye, the 2012 year has come to a close. With each passing year, our market continues to change. Old trends fade away and new trends appear. With the New Year, certainly new trends bring exciting possibilities to the members of TARMLS. While nobody can predict the future, trends can give some insight as to what my happen in the future.

Trends from 2012 are indicative that the housing market may have stopped its free fall. For the first time in several years, numbers indicate 2013 could be a break-through year for Southern Arizona's real estate market.

- More homes are selling. The total sales increased by over 800 units, a 6% increase from 2011.
- Homes are selling quicker. Average Days On Market and Cumulative Days On Market have decreased by about 30% in 2012.
- Many homes are selling for more. Average sales price rose by 6% to just of $174,000.
- Cash sales continue to be at high levels.
    - 2010 – Cash 28%, Conventional 31%, FHA 27%
    - 2011 – Cash 35%, Conventional 30%, FHA 24%
    - 2012—Cash 34%, Conventional 34%, FHA 27%

Additionally, for the first time in several years, Days on Market decreased, and average sales price increased.

This is the time to fully understand what these trends mean to our community's economy and continue to encourage responsible home ownership.

2012 produced a great many productive and positive changes at TARMLS. Our Executive Vice President Sean Murphy led his extraordinary staff in reaching new heights of service to our members.

Leading off 2013, this amazing staff is joined by our new MLS trainer who is ready to help our members learn about the powerful tools flexmls has at our disposal. Please welcome Jeni Huber to the team by registering for MLS classes. With her guidance, I know you will learn some great skills. Please take a moment to thank each of the staff members who serve our members every day. They are truly incredible.

Our Directors and Committee Chairs gave countless hours to the organization in 2012 for which I am forever grateful. I know 2013 will be no different in seeing our volunteer leaders bring their strengths to the table for the good of all. A special thank you goes to CEO Philip Tedesco for guiding the ship in such a way it seems we are always sailing in smooth waters.

2013 stretches before us as a vast number of days for us to enjoy our ever changing market. Let's do our best, make the most of it and serve our clients well. It will be gone in the blink of an eye.

Yours In Service,
Sue Cartun
2012, 2013 TARMLS President

EQUAL HOUSING OPPORTUNITY

TUCSON ASSOCIATION OF REALTORS®

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.

2012 MLS Year in Review Summary

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Total Sales Volume	$ 2,232,461,481	$ 2,573,924,021	$ 3,427,229,140	$ 4,613,211,685	$ 4,247,270,446	$ 3,522,942,997	$ 2,560,571,338	$2,345,672,056	2,234,884,205	2,194,210,104	2,480,670,298
Total Sales Units	13,135	14,351	16,557	18,003	15,726	12,939	10,578	11,661	11,802	13,418	14,236
Total Units Listed	20,564	21,201	20,998	25,080	33,992	33,022	26,592	22,170	31,914	29,719	26,661
Average List Price	$174,395	$183,604	$211,159	$258,941	$277,904	$284,014	$254,247	$211,524	$199,197	$171,767	$180,745
Average Sale Price	$169,963	$179,355	$206,996	$256,247	$270,080	$272,273	$242,066	$201,155	$189,352	$163,527	$174,253
Average DOM /CDOM	51 / 68	58 / 75	54 / 75	31 / 39	49 / 69	67 / 104	78 / 123	78/113	88/121	82/107	59/75
Average % of LP received on Sales	97.46%	97.69%	98.03%	98.96%	97.18%	95.87%	95.21%	95.10%	94.59%	95.20%	96.41%

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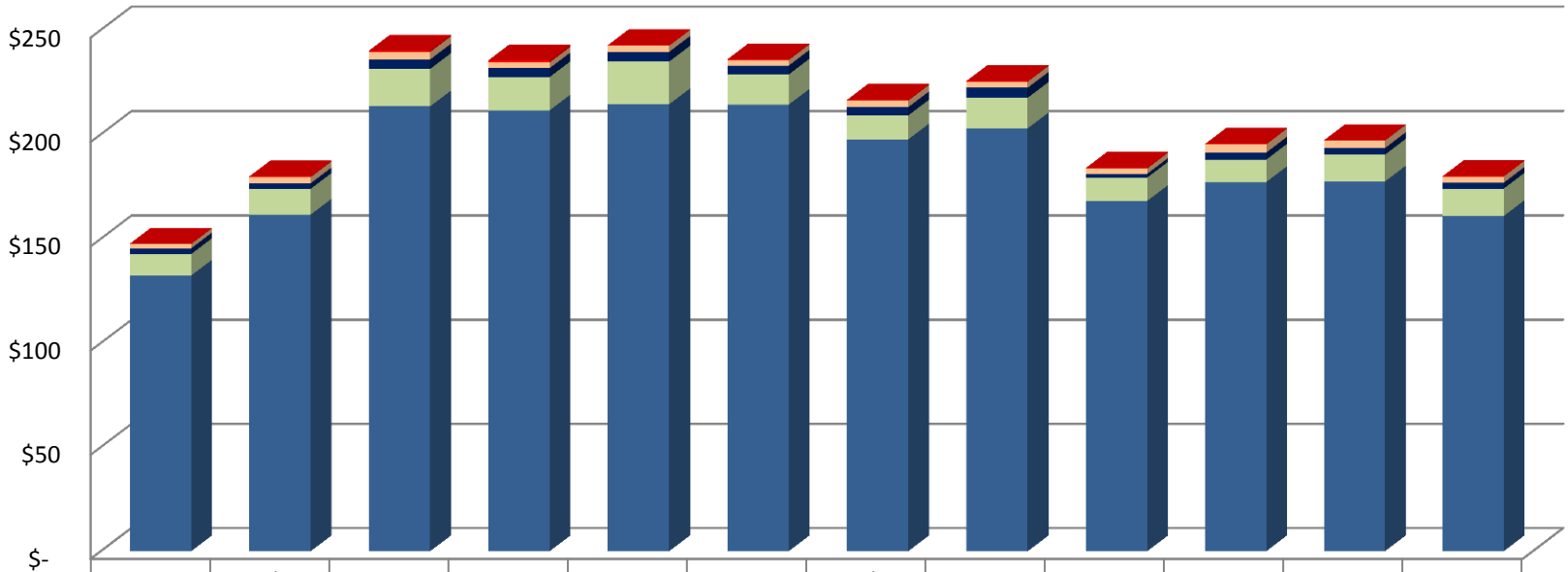
2012 All Residential Total Sales Volume by Month and Sub-Type



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
MH	$210,600	$405,300	$662,400	$1,078,160	$302,900	$367,900	$365,500	$340,400	$279,800	$303,900	$240,000	$218,622
MSFR	$2,047,280	$2,926,741	$3,554,589	$2,690,700	$2,941,181	$2,663,861	$3,125,917	$2,890,399	$2,551,827	$3,945,811	$3,555,583	$2,989,062
CND	$2,731,059	$2,646,533	$4,523,401	$4,251,751	$4,646,350	$4,255,772	$3,945,822	$4,828,132	$1,805,302	$3,384,074	$3,149,267	$2,793,150
TH	$10,270,113	$12,320,840	$17,922,574	$15,933,946	$20,412,442	$14,423,303	$11,471,897	$14,640,023	$11,148,199	$10,719,895	$12,839,074	$13,125,486
SFR	$132,421,33	$161,599,86	$213,415,54	$211,520,28	$214,444,03	$214,243,82	$197,591,38	$202,876,06	$168,170,21	$177,182,20	$177,450,12	$160,908,59

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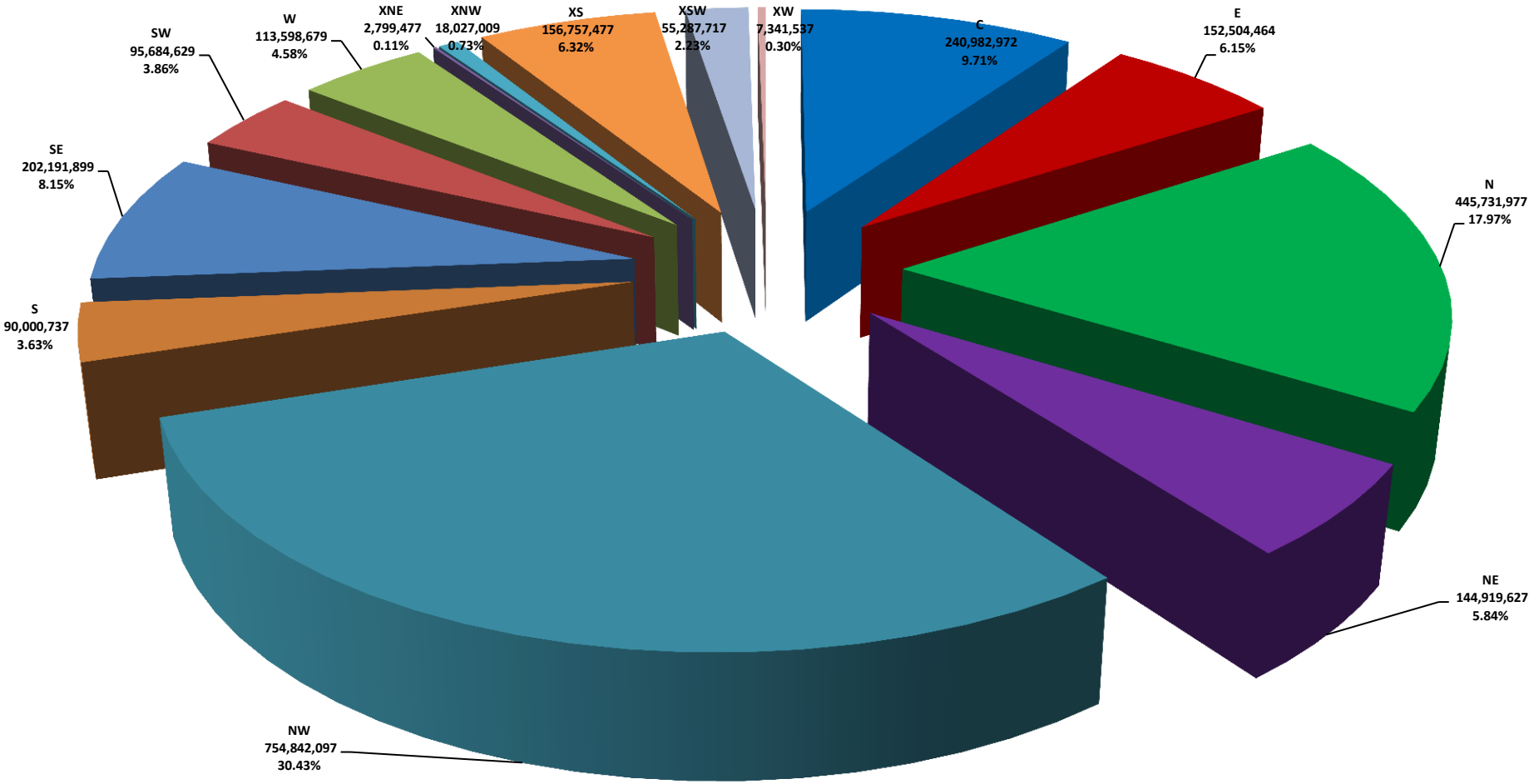
2012 All Residential Total Sales Volume % of Market by Area



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2012 Residential Total Sales Units

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	573	904	228	50	1,755
E	184	641	284	42	1,151
N	330	461	325	95	1,211
NE	105	236	180	64	585
NW	772	1,647	1,019	175	3,613
S	188	616	289	28	1,121
SE	145	767	416	44	1,372
SW	161	479	315	41	996
W	154	405	175	14	748
XNE	3	5	1	-	9
XNW	19	102	50	14	185
XS	153	378	332	96	959
XSW	267	132	34	5	438
XW	10	56	26	1	93
Total	3,064	6,829	3,674	669	14,236

2012 TH Total Sales Units

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	138	65	2	-	205
E	83	49	-	4	136
N	132	85	2	-	219
NE	50	39	5	-	94
NW	191	45	1	1	238
S	49	18	2	-	69
SE	31	22	1	-	54
SW	16	5	-	-	21
W	38	27	-	-	65
XNE	-	-	-	-	-
XNW	-	-	-	-	-
XS	48	7	-	-	55
XSW	112	6	-	-	118
XW	-	-	-	-	-
Total	888	368	13	5	1,274

2012 MH Total Sales Units

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	-	1	-	-	1
E	-	-	-	-	-
N	-	-	-	-	-
NE	-	-	-	-	-
NW	15	4	2	1	22
S	1	2	-	-	3
SE	-	1	-	-	1
SW	49	12	-	-	61
W	3	1	1	-	5
XNE	-	-	-	-	-
XNW	-	-	-	-	-
XS	1	-	-	-	1
XSW	1	1	-	-	2
XW	1	1	-	-	2
Total	-	23	3	1	98

2012 SFR Total Sales Units

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	324	812	225	50	1,411
E	33	585	284	37	939
N	60	339	323	95	817
NE	17	197	175	64	453
NW	487	1,521	1,003	171	3,182
S	133	559	274	26	992
SE	109	709	404	42	1,264
SW	44	397	294	40	775
W	61	353	172	13	599
XNE	3	5	1	-	9
XNW	7	45	40	10	102
XS	101	350	323	96	870
XSW	121	99	24	5	249
XW	6	14	10	-	30
Total	1,506	5,985	3,552	649	11,692

2012 CND Total Sales Units

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	110	23	1	-	134
E	68	6	-	1	75
N	138	37	-	-	175
NE	38	-	-	-	38
NW	53	5	-	-	58
S	2	-	-	-	2
SE	2	1	-	-	3
SW	4	1	-	-	5
W	44	6	-	-	50
XNE	-	-	-	-	-
XNW	-	-	-	-	-
XS	1	-	-	-	1
XSW	22	-	-	-	22
XW	-	-	-	-	-
Total	482	79	1	1	563

2012 MSFR Total Sales Units

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	1	3	-	-	4
E	-	1	-	-	1
N	-	-	-	-	-
NE	-	-	-	-	-
NW	26	72	13	2	113
S	3	37	13	2	55
SE	3	34	11	2	50
SW	48	64	21	1	134
W	8	18	2	1	29
XNE	-	-	-	-	-
XNW	12	57	10	4	83
XS	2	21	9	-	32
XSW	11	26	10	-	47
XW	3	41	16	1	61
Total	117	374	105	13	609

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2012 All Residential Total Unit Sales by Price and Area

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	34	22	-	17	35	102	9	34	38	-	24	3	16	4	338
30,000 - 39,999	70	23	-	2	25	104	32	45	40	-	22	6	16	11	396
40,000 - 49,999	108	26	-	13	35	116	33	59	32	-	9	11	20	12	474
50,000 - 59,999	117	21	5	4	39	101	44	81	45	-	10	10	19	8	504
60,000 - 69,999	123	53	23	7	42	85	60	81	51	1	4	14	18	11	573
70,000 - 79,999	114	62	13	3	67	102	54	112	34	1	7	22	29	8	628
80,000 - 89,999	112	83	10	8	74	111	70	108	39	-	12	34	33	4	698
90,000- 99,999	88	79	12	5	95	85	85	80	14	-	9	40	30	8	630
100,000 - 119,999	162	176	71	21	272	132	210	156	71	1	27	126	63	15	1,503
120,000 - 139,999	182	194	46	31	411	62	165	92	81	-	19	123	42	6	1,454
140,000 - 159,999	131	138	45	46	429	42	141	45	62	-	18	135	44	2	1,278
160,000 - 179,999	113	103	47	48	362	46	105	39	35	-	8	120	26	1	1,053
180,000 - 199,999	105	56	42	46	299	17	84	36	25	-	5	93	21	1	830
200,000 - 249,999	124	60	147	119	554	16	136	19	51	-	7	124	32	1	1,390
250,000 - 299,999	64	14	140	71	322	-	78	2	35	-	1	45	17	1	790
300,000 - 399,999	62	28	237	68	317	-	51	6	53	2	3	45	9	-	881
400,000 - 499,999	21	10	138	41	116	-	10	1	33	3	-	7	2	-	382
500,000 - 749,999	17	2	139	26	83	-	4	-	6	1	-	1	1	-	280
750,000 - 999,999	4	1	47	5	17	-	-	-	3	-	-	-	-	-	77
1,000,000 +	4	-	49	4	19	-	1	-	-	-	-	-	-	-	77
ALL Price Ranges	1,755	1,151	1,211	585	3,613	1,121	1,372	996	748	9	185	959	438	93	14,236

2012 SFR Total Unit Sales by Price and Area

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	11	-	-	-	2	66	1	3	6	-	3	2	-	-	94
30,000 - 39,999	37	-	-	-	3	74	2	14	16	-	1	2	1	-	150
40,000 - 49,999	76	2	-	-	11	100	11	28	15	-	-	1	1	-	245
50,000 - 59,999	90	14	-	-	11	86	33	51	26	-	1	4	3	2	321
60,000 - 69,999	100	38	1	-	23	65	46	58	28	1	1	4	7	-	372
70,000 - 79,999	84	45	-	-	43	96	48	84	20	1	1	11	10	4	447
80,000 - 89,999	81	57	-	2	55	109	66	95	30	-	8	22	17	3	545
90,000- 99,999	72	59	1	3	70	83	84	75	10	-	7	36	19	4	523
100,000 - 119,999	114	146	2	8	232	131	206	140	66	1	22	109	35	8	1,220
120,000 - 139,999	141	182	4	16	366	62	163	84	80	-	18	118	27	3	1,264
140,000 - 159,999	116	129	9	31	392	42	138	43	61	-	17	132	40	2	1,152
160,000 - 179,999	107	98	14	37	329	45	104	37	35	-	8	118	21	1	954
180,000 - 199,999	101	54	22	36	272	17	83	35	25	-	4	89	14	1	753
200,000 - 249,999	114	60	80	106	518	16	135	19	51	-	7	124	26	1	1,257
250,000 - 299,999	62	14	116	70	310	-	78	2	35	-	1	45	16	1	750
300,000 - 399,999	60	28	208	68	310	-	51	6	53	2	3	45	9	-	843
400,000 - 499,999	20	10	128	41	116	-	10	1	33	3	-	7	2	-	371
500,000 - 749,999	17	2	136	26	83	-	4	-	6	1	-	1	1	-	277
750,000 - 999,999	4	1	47	5	17	-	-	-	3	-	-	-	-	-	77
1,000,000 +	4	-	49	4	19	-	1	-	-	-	-	-	-	-	77
ALL Price Ranges	1,411	939	817	453	3,182	992	1,264	775	599	9	102	870	249	30	11,692

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2012 TH Total Unit Sales by Price and Area

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	5	1	-	-	-	21	5	2	2	-	-	-	-	-	36
30,000 - 39,999	10	3	-	1	-	11	18	6	4	-	-	-	1	-	54
40,000 - 49,999	14	5	-	1	2	7	11	2	8	-	-	6	2	-	58
50,000 - 59,999	10	4	-	2	2	10	3	1	16	-	-	2	6	-	56
60,000 - 69,999	16	10	-	2	1	14	9	2	20	-	-	8	10	-	92
70,000 - 79,999	20	15	2	2	4	5	3	7	8	-	-	4	14	-	84
80,000 - 89,999	21	24	2	6	7	-	2	1	-	-	-	7	14	-	84
90,000- 99,999	12	18	4	2	15	-	-	-	-	-	-	4	10	-	65
100,000 - 119,999	38	29	5	13	35	-	-	-	5	-	-	13	25	-	163
120,000 - 139,999	29	12	15	15	40	-	-	-	1	-	-	4	14	-	130
140,000 - 159,999	10	8	20	15	27	-	1	-	1	-	-	2	4	-	88
160,000 - 179,999	5	5	26	11	27	1	1	-	-	-	-	2	4	-	82
180,000 - 199,999	3	2	14	10	25	-	1	-	-	-	-	3	7	-	65
200,000 - 249,999	8	-	65	13	35	-	-	-	-	-	-	-	6	-	127
250,000 - 299,999	2	-	24	1	11	-	-	-	-	-	-	-	1	-	39
300,000 - 399,999	1	-	29	-	7	-	-	-	-	-	-	-	-	-	37
400,000 - 499,999	1	-	10	-	-	-	-	-	-	-	-	-	-	-	11
500,000 - 749,999	-	-	3	-	-	-	-	-	-	-	-	-	-	-	3
750,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000,000 +	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ALL Price Ranges	205	136	219	94	238	69	54	21	65	-	-	55	118	-	1,274

2012 CND Total Unit Sales by Price and Area

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	17	21	-	17	11	-	2	3	19	-	-	-	1	-	91
30,000 - 39,999	22	20	-	1	6	-	1	2	9	-	-	1	3	-	65
40,000 - 49,999	16	18	-	12	2	1	-	-	5	-	-	-	11	-	65
50,000 - 59,999	16	3	5	2	5	-	-	-	1	-	-	-	4	-	36
60,000 - 69,999	7	5	22	5	3	1	-	-	1	-	-	-	1	-	45
70,000 - 79,999	10	2	11	1	4	-	-	-	5	-	-	-	1	-	34
80,000 - 89,999	10	2	8	-	3	-	-	-	7	-	-	-	-	-	30
90,000- 99,999	4	2	7	-	3	-	-	-	3	-	-	-	-	-	19
100,000 - 119,999	10	1	64	-	3	-	-	-	-	-	-	-	1	-	79
120,000 - 139,999	12	-	27	-	2	-	-	-	-	-	-	-	-	-	41
140,000 - 159,999	5	1	16	-	6	-	-	-	-	-	-	-	-	-	28
160,000 - 179,999	1	-	7	-	6	-	-	-	-	-	-	-	-	-	14
180,000 - 199,999	1	-	6	-	2	-	-	-	-	-	-	-	-	-	9
200,000 - 249,999	2	-	2	-	1	-	-	-	-	-	-	-	-	-	5
250,000 - 299,999	-	-	-	-	1	-	-	-	-	-	-	-	-	-	1
300,000 - 399,999	1	-	-	-	-	-	-	-	-	-	-	-	-	-	1
400,000 - 499,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
500,000 - 749,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
750,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000,000 +	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ALL Price Ranges	134	75	175	38	58	2	3	5	50	-	-	1	22	-	563

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2012 MH Total Unit Sales by Price and Area

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	1	-	-	-	4	2	-	9	4	-	-	-	1	2	23
30,000 - 39,999	-	-	-	-	3	-	-	6	-	-	-	-	-	-	9
40,000 - 49,999	-	-	-	-	4	-	1	11	-	-	-	-	-	-	16
50,000 - 59,999	-	-	-	-	6	1	-	14	-	-	-	-	1	-	22
60,000 - 69,999	-	-	-	-	3	-	-	11	1	-	-	-	-	-	15
70,000 - 79,999	-	-	-	-	2	-	-	4	-	-	-	1	-	-	7
80,000 - 89,999	-	-	-	-	-	-	-	3	-	-	-	-	-	-	3
90,000- 99,999	-	-	-	-	-	-	-	1	-	-	-	-	-	-	1
100,000 - 119,999	-	-	-	-	-	-	-	2	-	-	-	-	-	-	2
120,000 - 139,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
140,000 - 159,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
160,000 - 179,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
180,000 - 199,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
200,000 - 249,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
250,000 - 299,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
300,000 - 399,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
400,000 - 499,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
500,000 - 749,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
750,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000,000 +	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ALL Price Ranges	1	-	-	-	22	3	1	61	5	-	-	1	2	2	98

2012 MSFR Total Unit Sales by Price and Area

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	-	-	-	-	18	13	1	17	7	-	21	1	14	2	94
30,000 - 39,999	1	-	-	-	13	19	11	17	11	-	21	3	11	11	118
40,000 - 49,999	2	1	-	-	16	8	10	18	4	-	9	4	6	12	90
50,000 - 59,999	1	-	-	-	15	4	8	15	2	-	9	4	5	6	69
60,000 - 69,999	-	-	-	-	12	5	5	10	1	-	3	2	-	11	49
70,000 - 79,999	-	-	-	-	14	1	3	17	1	-	6	6	4	4	56
80,000 - 89,999	-	-	-	-	9	2	2	9	2	-	4	5	2	1	36
90,000- 99,999	-	-	-	-	7	2	1	4	1	-	2	-	1	4	22
100,000 - 119,999	-	-	-	-	2	1	4	14	-	-	5	4	2	7	39
120,000 - 139,999	-	-	-	-	3	-	2	8	-	-	1	1	1	3	19
140,000 - 159,999	-	-	-	-	4	-	2	2	-	-	1	1	-	-	10
160,000 - 179,999	-	-	-	-	-	-	-	2	-	-	-	-	1	-	3
180,000 - 199,999	-	-	-	-	-	-	-	1	-	-	1	1	-	-	3
200,000 - 249,999	-	-	-	-	-	-	1	-	-	-	-	-	-	-	1
250,000 - 299,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
300,000 - 399,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
400,000 - 499,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
500,000 - 749,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
750,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000,000 +	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ALL Price Ranges	4	1	-	-	113	55	50	134	29	-	83	32	47	61	609

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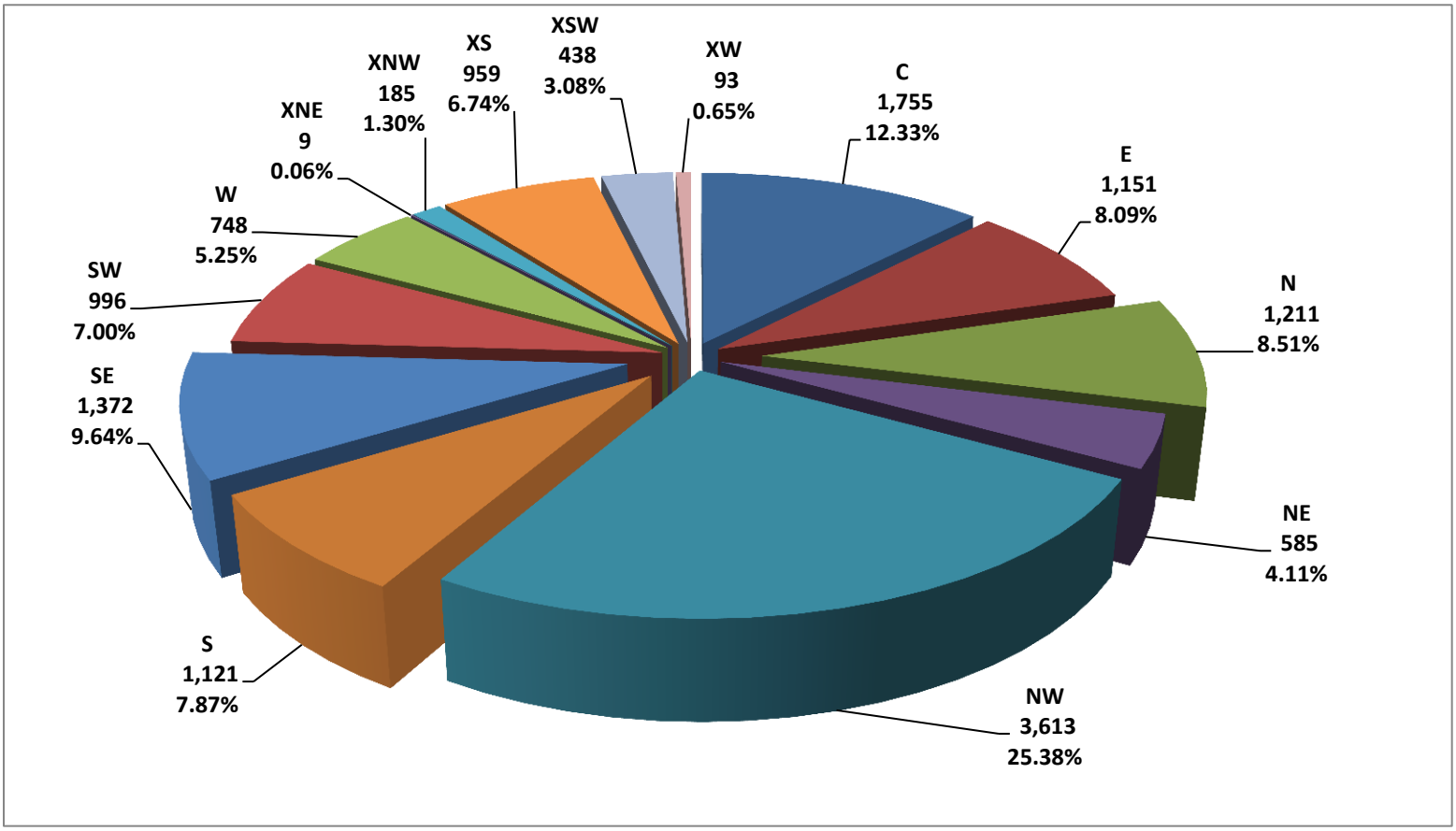
2012 All RESIDENTIAL – Total Unit Sales by Type

	SFR	TH	CND	MH	MSFR	Total
Jan	767	87	35	5	44	938
Feb	894	97	42	8	45	1086
Mar	1179	124	61	14	66	1444
Apr	1112	119	56	18	47	1352
May	1151	146	54	7	56	1414
Jun	1130	109	53	7	50	1349
Jul	986	95	52	9	48	1190
Aug	1035	120	56	6	43	1260
Sep	857	83	29	6	40	1015
Oct	906	89	48	7	66	1116
Nov	876	104	41	6	54	1081
Dec	799	101	36	5	50	991

2012 RESIDENTIAL Total Sales Units by Area



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All RESIDENTIAL – Avg. Sale Price

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	95,617	136,111	204,590	330,053	137,312
E	78,052	128,769	165,711	203,320	132,497
N	184,715	328,422	521,931	671,004	368,069
NE	109,363	220,045	301,926	424,357	137,312
NW	179,487	189,576	242,066	327,882	208,923
S	49,098	76,989	104,971	107,430	80,286
SE	121,232	128,763	178,688	261,751	147,370
SW	66,006	88,771	114,798	155,477	96,068
W	68,330	146,377	225,662	307,279	151,869
XNE	187,592	367,340	400,000	-	311,053
XNW	64,197	82,905	122,790	157,955	97,443
XS	137,193	147,518	179,207	213,624	163,459
XSW	122,554	128,479	143,275	147,000	126,227
XW	66,445	80,717	79,949	78,200	78,941
Total	125,415	154,734	222,552	331,928	174,253

All TH – Avg. Sale Price

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	88,887	131,022	89,950	-	102,257
E	90,790	100,682	-	169,277	96,662
N	214,552	248,100	342,500	-	228,741
NE	124,380	166,475	190,300	-	145,351
NW	157,912	158,937	265,000	120,000	158,396
S	46,618	45,801	23,000	-	45,720
SE	52,459	52,468	62,000	-	52,640
SW	58,784	40,700	-	-	54,478
W	61,265	66,734	-	-	63,537
XNE	-	-	-	-	-
XNW	-	-	-	-	-
XS	97,035	99,721	-	-	97,377
XSW	110,334	113,050	-	-	110,472
XW	-	-	-	-	-
Total	122,407	145,498	168,415	159,422	129,692

All MH – Avg. Sale Price

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	-	18,000	-	-	18,000
E	-	-	-	-	-
N	-	-	-	-	-
NE	-	-	-	-	-
NW	47,026	44,502	51,450	55,000	47,332
S	20,000	41,061	-	-	34,040
SE	-	49,900	-	-	49,900
SW	50,186	62,283	-	-	52,566
W	40,666	21,000	28,200	-	34,240
XNE	-	-	-	-	-
XNW	-	-	-	-	-
XS	71,400	-	-	-	71,400
XSW	18,000	59,500	-	-	38,750
XW	11,000	26,500	-	-	71,400
Total	47,985	51,410	43,700	55,000	48,729

All SFR– Avg. Sale Price

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	109,852	137,520	206,082	330,053	148,922
E	123,310	132,053	165,711	208,226	144,927
N	299,553	369,641	523,042	671,004	460,183
NE	222,358	230,650	305,116	424,357	286,473
NW	209,123	197,124	244,689	333,751	221,296
S	50,681	80,538	107,907	112,578	84,934
SE	144,671	134,606	181,614	270,730	155,022
SW	78,675	94,239	119,012	157,914	106,039
W	96,282	159,452	228,655	326,763	176,521
XNE	187,592	367,340	400,000	-	311,053
XNW	95,020	124,447	138,831	192,453	134,735
XS	158,900	152,808	182,127	213,624	171,111
XSW	154,637	150,365	185,900	147,000	155,798
XW	92,325	119,791	114,400	-	112,501
Total	153,814	162,260	227,712	339,310	190,884

All CND– Avg. Sale Price

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	62,583	117,432	98,000	-	72,262
E	40,540	52,716	-	158,000	43,080
N	106,246	135,288	-	-	112,386
NE	39,054	-	-	-	39,054
NW	85,429	124,100	-	-	88,763
S	53,750	-	-	-	53,750
SE	25,250	33,500	-	-	28,000
SW	26,025	33,900	-	-	27,600
W	41,751	78,075	-	-	46,110
XNE	-	-	-	-	-
XNW	-	-	-	-	-
XS	35,000	-	-	-	35,000
XSW	48,928	-	-	-	48,928
XW	-	-	-	-	-
Total	69,554	116,193	98,000	158,000	76,306

All MSFR – Avg. Sale Price

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	46,000	47,633	-	-	47,225
E	-	40,500	-	-	40,500
N	-	-	-	-	-
NE	-	-	-	-	-
NW	51,031	61,872	67,273	66,500	60,081
S	26,033	40,478	55,712	40,500	43,291
SE	44,250	61,424	81,809	73,200	65,349
SW	76,282	64,433	55,800	58,000	67,276
W	45,300	39,172	67,000	54,000	43,293
XNE	-	-	-	-	-
XNW	46,216	50,109	58,627	71,712	51,613
XS	88,750	75,278	74,422	-	75,879
XSW	50,814	51,360	40,975	-	49,023
XW	33,166	68,697	58,418	78,200	64,409
Total	59,813	57,867	61,000	64,419	58,921

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All RESIDENTIAL – Avg. List Price

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	100,004	141,260	213,455	348,707	143,079
E	81,546	131,875	169,159	209,887	135,876
N	192,762	344,458	552,001	725,059	388,677
NE	114,027	228,442	312,715	441,918	257,191
NW	188,197	195,659	250,237	340,394	216,468
S	50,248	77,736	105,997	110,536	81,231
SE	125,638	130,937	182,363	268,516	150,382
SW	72,420	90,765	116,326	156,572	98,592
W	72,292	151,420	232,550	312,067	157,117
XNE	207,000	382,280	424,900	-	328,588
XNW	62,154	85,322	126,141	162,675	99,828
XS	146,660	151,405	182,754	218,926	-
XSW	131,604	135,905	146,486	150,580	134,272
XW	68,713	84,273	83,623	63,000	82,190
Total	131,757	159,732	230,208	347,969	180,745

All TH– Avg. List Price

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	92,660	138,602	92,200	-	107,223
E	94,514	104,128	-	177,225	100,410
N	224,987	260,015	379,500	-	239,994
NE	129,430	171,348	191,180	-	150,106
NW	165,445	165,537	295,000	145,000	165,921
S	48,552	48,425	21,000	-	47,720
SE	56,382	54,166	70,000	-	55,731
SW	65,058	44,572	-	-	60,180
W	64,581	67,042	-	-	65,603
XNE	-	-	-	-	-
XNW	-	-	-	-	-
XS	104,012	103,742	-	-	103,978
XSW	120,078	118,516	-	-	119,999
XW	-	-	-	-	-
Total	128,902	151,843	177,407	170,780	136,188

All MH – Avg. List Price

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	-	29,000	-	-	29,000
E	-	-	-	-	-
N	-	-	-	-	-
NE	-	-	-	-	-
NW	51,696	49,975	54,950	59,900	52,052
S	21,500	40,550	-	-	34,200
SE	-	49,900	-	-	49,900
SW	56,747	65,613	-	-	58,491
W	44,666	39,900	24,900	-	39,760
XNE	-	-	-	-	-
XNW	-	-	-	-	-
XS	79,000	-	-	-	79,000
XSW	19,900	59,500	-	-	39,700
XW	14,000	26,000	-	-	20,000
Total	53,866	55,333	44,933	59,900	53,998

All SFR– Avg. List Price

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	114,888	142,460	215,060	348,707	155,014
E	127,317	135,145	169,159	214,553	148,287
N	312,434	388,187	553,069	725,059	486,981
NE	233,770	239,745	316,188	441,918	297,615
NW	219,203	203,323	252,936	346,346	229,078
S	51,553	81,201	108,896	115,585	85,777
SE	149,396	136,794	185,316	277,709	158,071
SW	82,256	95,708	120,601	158,989	107,654
W	101,929	165,049	235,666	331,919	182,520
XNE	207,000	382,280	424,900	-	328,588
XNW	83,928	126,263	141,509	197,467	136,317
XS	169,673	156,595	185,745	218,926	175,814
XSW	164,278	159,296	190,354	150,580	164,535
XW	94,038	123,088	119,820	-	116,188
Total	161,130	167,310	235,541	355,702	197,700

All CND– Avg. List Price

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	65,788	123,234	94,900	-	75,865
E	43,506	54,914	-	167,900	46,078
N	109,908	137,804	-	-	115,806
NE	40,191	-	-	-	40,191
NW	89,011	126,200	-	-	92,217
S	53,250	-	-	-	53,250
SE	24,250	33,500	-	-	27,333
SW	25,100	33,900	-	-	26,860
W	44,082	81,208	-	-	48,537
XNE	-	-	-	-	-
XNW	-	-	-	-	-
XS	37,500	-	-	-	37,500
XSW	53,386	-	-	-	53,386
XW	-	-	-	-	-
Total	72,644	119,598	94,900	167,900	79,441

All MSFR – Avg. List Price

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	54,900	49,566	-	-	50,900
E	-	40,000	-	-	40,000
N	-	-	-	-	-
NE	-	-	-	-	-
NW	55,517	65,510	68,595	69,425	63,635
S	27,666	41,646	57,961	44,900	44,858
SE	45,633	63,738	84,131	75,450	67,607
SW	85,800	69,310	56,475	59,900	73,135
W	48,450	40,307	68,450	54,000	44,966
XNE	-	-	-	-	-
XNW	49,453	52,999	64,670	75,695	54,986
XS	96,450	80,785	75,400	-	80,250
XSW	56,136	53,787	41,205	-	51,660
XW	36,300	72,441	61,000	63,000	67,508
Total	66,128	61,125	62,923	66,094	62,502

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All RESIDENTIAL – Avg. DOM

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	53	52	57	61	53
E	69	50	48	58	53
N	74	69	76	78	73
NE	65	65	61	104	68
NW	88	57	58	59	64
S	43	32	33	41	35
SE	79	48	44	56	50
SW	113	46	34	51	53
W	54	46	55	74	50
XNE	90	98	25	-	87
XNW	106	65	57	39	65
XS	121	61	49	44	65
XSW	127	81	58	96	108
XW	16	66	62	10	59
Total	79	53	52	63	59

All TH – Avg. DOM

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	50	67	43	-	56
E	73	62	-	77	69
N	73	81	175	-	77
NE	69	70	46	-	68
NW	83	54	73	104	78
S	47	42	7	-	45
SE	66	36	54	-	54
SW	41	37	-	-	40
W	56	44	-	-	51
XNE	-	-	-	-	-
XNW	-	-	-	-	-
XS	107	88	-	-	105
XSW	113	118	-	-	113
XW	-	-	-	-	-
Total	75	64	62	83	72

All MH – Avg. DOM

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	-	115	-	-	115
E	-	-	-	-	-
N	-	-	-	-	-
NE	-	-	-	-	-
NW	82	135	112	48	93
S	35	24	-	-	28
SE	-	49	-	-	49
SW	145	142	-	-	144
W	24	51	27	-	30
XNE	-	-	-	-	-
XNW	-	-	-	-	-
XS	72	-	-	-	72
XSW	105	27	-	-	66
XW	22	20	-	-	21
Total	121	111	83	48	117

All SFR – Avg. DOM

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	45	51	57	61	51
E	73	49	48	57	50
N	73	69	76	78	73
NE	70	64	61	104	69
NW	85	56	57	59	61
S	42	32	33	43	34
SE	85	46	43	54	49
SW	69	38	32	51	38
W	53	47	55	77	51
XNE	90	98	25	-	87
XNW	91	74	55	43	65
XS	128	58	49	44	61
XSW	139	84	61	96	109
XW	20	47	71	-	50
Total	77	51	52	63	55

All CND – Avg. DOM

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	80	65	12	-	77
E	63	57	-	3	61
N	74	34	-	-	66
NE	56	-	-	-	56
NW	109	115	-	-	110
S	23	-	-	-	23
SE	8	111	-	-	42
SW	26	11	-	-	23
W	54	47	-	-	54
XNE	-	-	-	-	-
XNW	-	-	-	-	-
XS	47	-	-	-	47
XSW	130	-	-	-	130
XW	-	-	-	-	-
Total	76	51	12	3	72

All MSFR – Avg. DOM

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	124	13	-	-	41
E	-	14	-	-	14
N	-	-	-	-	-
NE	-	-	-	-	-
NW	145	80	63	67	93
S	26	32	35	23	32
SE	39	94	68	106	86
SW	154	79	55	33	102
W	57	31	50	39	40
XNE	-	-	-	-	-
XNW	114	57	65	31	65
XS	161	106	46	-	92
XSW	146	62	50	-	79
XW	6	73	57	10	65
Total	130	69	55	46	78

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2012 Residential Avg. DOM by Price and Area

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	84	76	-	30	46	35	42	87	35	-	61	124	88	34	54
30,000 - 39,999	50	82	-	15	56	36	28	54	58	-	55	55	82	31	49
40,000 - 49,999	57	74	-	96	57	39	63	66	63	-	64	58	114	49	59
50,000 - 59,999	48	54	65	14	74	39	57	79	63	-	56	79	88	69	58
60,000 - 69,999	55	52	47	57	96	35	55	57	47	25	49	106	115	82	57
70,000 - 79,999	46	48	39	70	61	32	49	65	30	95	65	128	104	80	55
80,000 - 89,999	52	62	45	64	55	29	50	47	34	-	109	45	74	78	50
90,000 - 99,999	57	49	58	71	61	35	45	40	42	-	97	61	97	86	52
100,000 - 119,999	55	53	64	61	45	26	41	39	33	25	69	55	94	50	48
120,000 - 139,999	48	41	70	58	38	25	39	31	28	-	32	47	122	45	43
140,000 - 159,999	40	50	70	79	53	39	48	26	46	-	58	61	125	21	54
160,000 - 179,999	52	45	91	79	56	49	57	53	69	-	56	56	88	78	58
180,000 - 199,999	54	46	56	66	67	42	55	42	50	-	156	74	106	64	62
200,000 - 249,999	60	59	81	57	74	56	66	42	64	-	75	71	136	14	71
250,000 - 299,999	58	24	68	76	72	-	60	236	73	-	76	67	128	106	70
300,000 - 399,999	52	103	77	63	89	-	52	284	76	52	5	87	162	-	80
400,000 - 499,999	54	89	68	77	77	-	47	348	76	118	-	119	135	-	74
500,000 - 749,999	102	123	61	90	106	-	64	-	50	118	-	829	731	-	85
750,000 - 999,999	144	88	105	127	129	-	-	-	36	-	-	-	-	-	111
1,000,000 +	37	-	104	48	104	-	701	-	-	-	-	-	-	-	105
ALL Price Ranges	53	53	73	68	64	35	50	53	50	87	65	65	108	59	59

2012 SFR Avg. DOM by Price and Area

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	41	-	-	-	47	39	75	25	14	-	40	93	-	-	39
30,000 - 39,999	41	-	-	-	89	34	28	46	56	-	17	113	63	-	41
40,000 - 49,999	58	58	-	-	30	40	37	49	73	-	-	134	14	-	48
50,000 - 59,999	39	49	-	-	39	36	46	48	66	-	11	81	68	58	44
60,000 - 69,999	57	46	81	-	63	32	49	44	48	25	93	96	87	-	49
70,000 - 79,999	42	42	-	-	42	34	50	37	27	95	31	73	63	75	41
80,000 - 89,999	50	65	-	43	39	29	47	39	37	-	105	43	71	71	44
90,000 - 99,999	49	48	8	95	38	35	45	35	41	-	115	64	87	48	46
100,000 - 119,999	53	49	37	104	40	27	41	23	29	25	59	46	79	33	41
120,000 - 139,999	47	41	56	40	35	25	38	26	28	-	28	46	125	34	39
140,000 - 159,999	43	48	80	57	46	39	44	23	43	-	61	59	117	21	49
160,000 - 179,999	51	44	70	83	53	45	55	51	69	-	56	54	94	78	55
180,000 - 199,999	54	46	50	66	62	42	53	40	50	-	192	70	130	64	60
200,000 - 249,999	60	59	74	57	74	56	65	42	64	-	75	71	137	14	69
250,000 - 299,999	52	24	71	77	72	-	60	236	73	-	76	67	131	106	70
300,000 - 399,999	48	103	74	63	91	-	52	284	76	52	5	87	162	-	80
400,000 - 499,999	56	89	69	77	77	-	47	348	76	118	-	119	135	-	75
500,000 - 749,999	102	123	61	90	106	-	64	-	50	118	-	829	731	-	85
750,000 - 999,999	144	88	105	127	129	-	-	-	36	-	-	-	-	-	111
1,000,000 +	37	-	104	48	104	-	701	-	-	-	-	-	-	-	105
ALL Price Ranges	51	50	73	69	61	34	49	38	51	87	65	61	109	50	55

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2012 TH Avg. DOM by Price and Area

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	34	291	-	-	-	21	45	39	25	-	-	-	-	-	35
30,000 - 39,999	32	119	-	8	-	53	25	33	74	-	-	-	94	-	43
40,000 - 49,999	52	157	-	29	38	44	44	48	22	-	-	79	61	-	56
50,000 - 59,999	106	69	-	6	76	75	8	111	62	-	-	147	113	-	78
60,000 - 69,999	48	78	-	32	94	52	54	21	42	-	-	93	136	-	64
70,000 - 79,999	45	69	25	94	42	8	48	43	39	-	-	170	133	-	67
80,000 - 89,999	51	58	54	72	92	-	90	16	-	-	-	62	68	-	62
90,000 - 99,999	87	52	56	36	117	-	-	-	-	-	-	30	113	-	81
100,000 - 119,999	62	70	98	35	80	-	-	-	84	-	-	114	124	-	81
120,000 - 139,999	44	34	73	78	59	-	-	-	2	-	-	70	119	-	63
140,000 - 159,999	25	86	53	126	56	-	362	-	221	-	-	168	209	-	81
160,000 - 179,999	40	61	98	67	90	233	325	-	-	-	-	161	72	-	90
180,000 - 199,999	27	52	55	63	113	-	226	-	-	-	-	198	58	-	87
200,000 - 249,999	40	-	86	57	79	-	-	-	-	-	-	-	135	-	81
250,000 - 299,999	247	-	58	8	66	-	-	-	-	-	-	-	78	-	69
300,000 - 399,999	350	-	97	-	27	-	-	-	-	-	-	-	-	-	90
400,000 - 499,999	12	-	52	-	-	-	-	-	-	-	-	-	-	-	48
500,000 - 749,999	-	-	69	-	-	-	-	-	-	-	-	-	-	-	69
750,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000,000 +	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ALL Price Ranges	56	69	77	68	78	45	54	40	51	-	-	105	113	-	72

2012 CND Avg. DOM by Price and Area

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	124	65	-	30	31	-	8	33	48	-	-	-	73	-	60
30,000 - 39,999	76	76	-	23	12	-	111	8	70	-	-	47	153	-	70
40,000 - 49,999	58	57	-	101	85	9	-	-	115	-	-	-	143	-	84
50,000 - 59,999	67	56	65	22	103	-	-	-	71	-	-	-	117	-	74
60,000 - 69,999	49	40	45	68	123	37	-	-	170	-	-	-	101	-	57
70,000 - 79,999	84	35	41	23	79	-	-	-	16	-	-	-	150	-	57
80,000 - 89,999	66	35	43	-	41	-	-	-	21	-	-	-	-	-	45
90,000 - 99,999	102	29	67	-	41	-	-	-	29	-	-	-	-	-	60
100,000 - 119,999	63	128	63	-	66	-	-	-	-	-	-	-	24	-	63
120,000 - 139,999	69	-	71	-	125	-	-	-	-	-	-	-	-	-	73
140,000 - 159,999	23	3	85	-	486	-	-	-	-	-	-	-	-	-	157
160,000 - 179,999	256	-	106	-	108	-	-	-	-	-	-	-	-	-	117
180,000 - 199,999	185	-	84	-	106	-	-	-	-	-	-	-	-	-	100
200,000 - 249,999	141	-	182	-	28	-	-	-	-	-	-	-	-	-	135
250,000 - 299,999	-	-	-	-	102	-	-	-	-	-	-	-	-	-	102
300,000 - 399,999	1	-	-	-	-	-	-	-	-	-	-	-	-	-	1
400,000 - 499,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
500,000 - 749,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
750,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000,000 +	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ALL Price Ranges	77	61	66	56	110	23	42	23	54	-	-	47	130	-	72

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2012 MH Avg. DOM by Price and Area

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	115	-	-	-	67	33	-	174	30	-	-	-	105	21	99
30,000 - 39,999	-	-	-	-	46	-	-	103	-	-	-	-	-	-	84
40,000 - 49,999	-	-	-	-	85	-	49	159	-	-	-	-	-	-	133
50,000 - 59,999	-	-	-	-	112	18	-	165	-	-	-	-	27	-	137
60,000 - 69,999	-	-	-	-	106	-	-	100	30	-	-	-	-	-	96
70,000 - 79,999	-	-	-	-	154	-	-	159	-	-	-	72	-	-	145
80,000 - 89,999	-	-	-	-	-	-	-	66	-	-	-	-	-	-	66
90,000 - 99,999	-	-	-	-	-	-	-	58	-	-	-	-	-	-	58
100,000 - 119,999	-	-	-	-	-	-	-	282	-	-	-	-	-	-	282
120,000 - 139,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
140,000 - 159,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
160,000 - 179,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
180,000 - 199,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
200,000 - 249,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
250,000 - 299,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
300,000 - 399,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
400,000 - 499,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
500,000 - 749,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
750,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000,000 +	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ALL Price Ranges	115	-	-	-	93	28	49	144	30	-	-	72	66	21	117

2012 MSFR Avg. DOM by Price and Area

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	-	-	-	-	50	41	63	66	20	-	64	187	88	48	60
30,000 - 39,999	20	-	-	-	71	34	27	57	45	-	57	19	64	31	48
40,000 - 49,999	68	14	-	-	67	25	114	38	41	-	64	9	94	49	58
50,000 - 59,999	8	-	-	-	75	24	120	101	24	-	61	42	59	72	75
60,000 - 69,999	-	-	-	-	149	22	108	93	17	-	34	177	-	82	97
70,000 - 79,999	-	-	-	-	108	52	42	194	102	-	70	209	94	86	134
80,000 - 89,999	-	-	-	-	135	41	117	134	48	-	116	34	149	97	107
90,000 - 99,999	-	-	-	-	180	16	54	115	92	-	36	-	116	123	117
100,000 - 119,999	-	-	-	-	45	1	32	163	-	-	112	107	6	68	102
120,000 - 139,999	-	-	-	-	140	-	154	86	-	-	97	72	103	56	98
140,000 - 159,999	-	-	-	-	47	-	107	98	-	-	19	180	-	-	80
160,000 - 179,999	-	-	-	-	-	-	-	90	-	-	-	-	30	-	70
180,000 - 199,999	-	-	-	-	-	-	-	117	-	-	13	57	-	-	62
200,000 - 249,999	-	-	-	-	-	-	223	-	-	-	-	-	-	-	223
250,000 - 299,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
300,000 - 399,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
400,000 - 499,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
500,000 - 749,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
750,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000,000 +	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ALL Price Ranges	41	14	-	-	93	32	86	102	40	-	65	92	79	65	78

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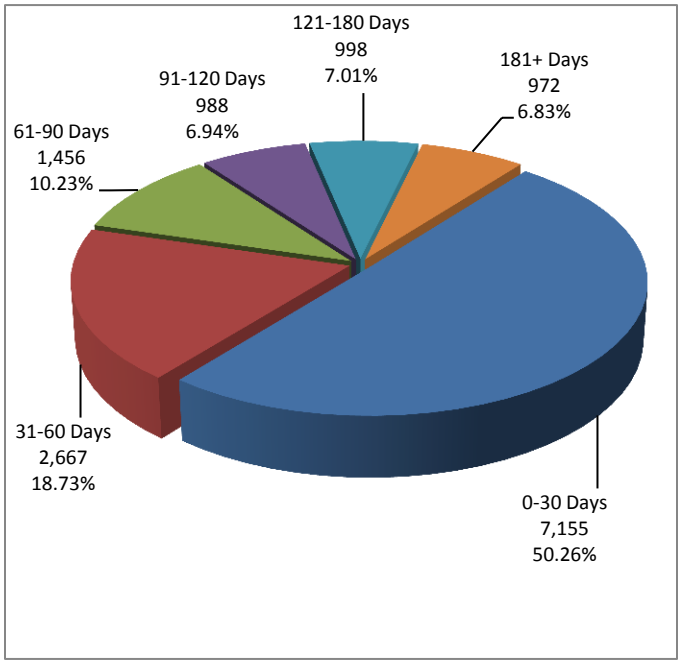
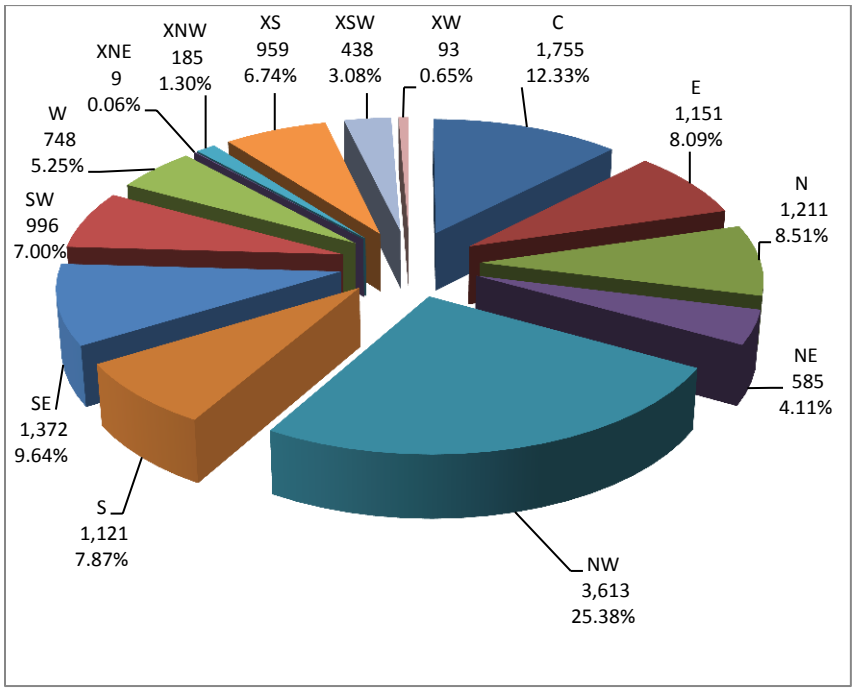
All RESIDENTIAL Avg. % - SP/LP

	SFR	TH	CND	MH	MSFR
C	96.07%	95.37%	95.25%	62.07%	92.78%
E	97.73%	96.27%	93.49%	-	101.25%
N	94.5%	95.31%	97.05%	-	-
NE	96.26%	96.83%	97.17%	-	-
NW	96.6%	95.46%	96.25%	90.93%	94.41%
S	99.02%	95.81%	100.94%	99.53%	96.51%
SE	98.07%	94.45%	102.44%	100%	96.66%
SW	98.5%	90.53%	102.76%	89.87%	91.99%
W	96.71%	96.85%	95%	86.12%	96.28%
XNE	94.66%	-	-	-	-
XNW	98.84%	-	-	-	93.87%
XS	97.33%	93.65%	93.33%	90.38%	94.55%
XSW	94.69%	92.06%	91.65%	97.61%	94.9%
XW	96.83%	-	-	93.75%	95.41%
All Areas	96.55%	95.23%	96.05%	90.24%	94.27%

All RESIDENTIAL – Days on Market



Total Listings By Area



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All RESIDENTIAL – Total Listings

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	1,068	1,572	433	129	3,202
E	355	1,010	475	69	1,909
N	613	905	793	289	2,600
NE	188	506	405	184	1,283
NW	1,658	2,935	1,851	400	6,844
S	302	962	440	47	1,751
SE	234	1,242	720	90	2,286
SW	384	833	474	71	1,762
W	273	671	311	53	1,308
XNE	22	25	6	-	53
XNW	45	198	114	23	380
XS	441	749	566	164	-
XSW	719	323	77	14	1,133
XW	39	134	51	6	230
Total	6,341	12,065	6,716	1,539	26,661

All CND – Total Listings

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	271	50	2	-	323
E	166	31	1	4	202
N	273	75	-	-	348
NE	78	5	-	-	83
NW	104	18	2	-	124
S	2	-	-	-	2
SE	2	1	-	-	3
SW	5	2	-	-	7
W	75	13	-	-	88
XNE	-	-	-	-	-
XNW	-	-	-	-	-
XS	5	-	-	-	-
XSW	81	-	-	-	81
XW	-	-	-	-	-
Total	1,062	195	5	4	1,266

All SFR – Total Listings

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	567	1,395	425	128	2,515
E	53	890	474	59	1,476
N	103	669	787	289	1,848
NE	36	429	396	184	1,045
NW	1,104	2,667	1,804	394	5,969
S	218	857	411	45	1,531
SE	170	1,139	696	88	2,093
SW	90	645	438	68	1,241
W	109	580	306	52	1,047
XNE	22	25	6	-	53
XNW	21	79	83	16	199
XS	311	682	540	162	-
XSW	321	214	54	12	601
XW	15	27	19	3	64
Total	3,140	10,298	6,439	1,500	21,377

All MH – Total Listings

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	2	1	0	0	3
E	0	0	0	0	0
N	0	0	0	0	0
NE	0	0	0	0	0
NW	30	8	3	2	43
S	1	5	0	0	6
SE	0	2	0	0	2
SW	132	30	1	0	163
W	4	2	1	0	7
XNE	0	0	0	0	0
XNW	2	2	0	0	4
XS	4	1	0	0	0
XSW	5	4	2	0	11
XW	3	8	1	0	12
Total	183	63	8	2	256

All TH – Total Listings

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	225	121	6	-	352
E	136	88	-	6	230
N	237	161	6	-	404
NE	74	72	9	-	155
NW	355	83	2	1	441
S	72	38	3	-	113
SE	56	37	1	-	94
SW	32	12	-	-	44
W	71	43	-	-	114
XNE	-	-	-	-	-
XNW	-	-	-	-	-
XS	112	12	2	-	-
XSW	280	21	-	-	301
XW	-	-	-	-	-
Total	1,650	688	29	7	2,374

All MSFR – Total Listings

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
C	3	5	-	1	9
E	-	1	-	-	1
N	-	-	-	-	-
NE	-	-	-	-	-
NW	65	159	40	3	267
S	9	62	26	2	99
SE	6	63	23	2	94
SW	125	144	35	3	307
W	14	33	4	1	52
XNE	-	-	-	-	-
XNW	22	117	31	7	177
XS	9	54	24	2	-
XSW	32	84	21	2	139
XW	21	99	31	3	154
Total	306	821	235	26	1,388

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2012 All RESIDENTIAL – Total Listings by Price and Area (1/1/12- 12/31/12)

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	61	43	4	24	36	124	19	40	44	-	21	5	24	5	450
30,000 - 39,999	115	46	-	14	40	139	42	62	60	-	26	4	34	23	605
40,000 - 49,999	147	57	1	22	52	183	47	114	53	-	26	17	67	18	804
50,000 - 59,999	173	40	10	19	68	165	55	130	72	-	21	14	60	13	840
60,000 - 69,999	184	80	33	9	76	162	86	142	79	1	25	13	49	25	964
70,000 - 79,999	179	105	14	6	97	170	97	182	87	1	31	38	53	22	1,082
80,000 - 89,999	206	107	21	14	125	159	110	177	50	1	37	64	57	18	1,146
90,000 - 99,999	185	125	24	6	156	147	139	140	46	-	22	80	62	16	1,148
100,000 - 119,999	277	258	93	33	382	192	288	239	86	-	45	206	117	26	2,242
120,000 - 139,999	319	306	83	53	614	100	273	189	115	1	33	226	119	22	2,453
140,000 - 159,999	244	239	87	57	596	53	230	86	89	1	33	230	99	7	2,051
160,000 - 179,999	206	176	87	78	618	60	187	72	58	-	19	223	76	6	1,866
180,000 - 199,999	196	106	80	93	538	42	139	65	48	-	11	196	68	5	1,587
200,000 - 249,999	239	103	230	210	1,048	40	252	62	86	-	13	265	98	7	2,653
250,000 - 299,999	165	48	272	159	735	9	144	23	78	6	5	146	68	3	1,861
300,000 - 399,999	144	41	427	170	796	4	112	28	116	10	8	138	56	5	2,055
400,000 - 499,999	72	14	337	108	343	1	32	7	68	10	1	29	8	3	1,033
500,000 - 749,999	60	9	367	103	295	1	28	4	47	18	2	19	11	3	967
750,000 - 999,999	15	3	186	64	89	-	1	-	12	3	1	6	5	1	386
1,000,000 +	15	3	244	41	140	-	5	-	14	1	-	1	2	2	468
All Price Ranges	3,202	1,909	2,600	1,283	6,844	1,751	2,286	1,762	1,308	53	380	1,920	1,133	230	26,661

2012 All SFR – Total Listings by Price and Area (1/1/12- 12/31/12)

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	18	1	2	-	-	85	4	6	7	-	2	5	6	-	136
30,000 - 39,999	51	-	-	-	6	107	3	17	19	-	2	1	2	1	209
40,000 - 49,999	90	8	-	-	12	132	13	52	23	-	5	2	7	-	344
50,000 - 59,999	120	11	-	-	21	130	39	63	38	-	3	4	2	2	433
60,000 - 69,999	140	43	1	-	31	128	64	96	45	1	3	2	12	2	568
70,000 - 79,999	137	56	-	-	58	156	84	123	47	1	9	14	17	5	707
80,000 - 89,999	148	73	1	4	75	153	96	138	37	1	22	39	20	4	811
90,000 - 99,999	136	94	-	2	111	145	133	109	30	-	9	58	24	6	857
100,000 - 119,999	197	207	2	14	313	188	276	191	77	-	34	165	57	11	1,732
120,000 - 139,999	248	281	3	25	516	100	268	139	112	1	26	193	59	5	1,976
140,000 - 159,999	205	224	17	39	523	53	221	67	89	1	30	213	74	4	1,760
160,000 - 179,999	184	160	19	56	549	60	185	66	58	-	16	215	54	3	1,625
180,000 - 199,999	179	101	32	79	473	39	136	54	46	-	10	188	50	3	1,390
200,000 - 249,999	219	99	116	192	933	40	250	58	84	-	12	259	79	2	2,343
250,000 - 299,999	160	48	204	151	699	9	144	23	78	6	5	146	59	2	1,734
300,000 - 399,999	131	41	362	167	782	4	112	28	116	10	7	136	53	5	1,954
400,000 - 499,999	66	14	305	108	343	1	32	7	68	10	1	29	8	3	995
500,000 - 749,999	56	9	354	103	295	1	27	4	47	18	2	19	11	3	949
750,000 - 999,999	15	3	186	64	89	-	1	-	12	3	1	6	5	1	386
1,000,000 +	15	3	244	41	140	-	5	-	14	1	-	1	2	2	468
ALL Price Ranges	2,515	1,476	1,848	1,045	5,969	1,531	2,093	1,241	1,047	53	199	1,695	601	64	21,377

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2012 All TH – Total Listings by Price and Area (1/1/12- 12/31/12)

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	5	1	2	-	-	20	9	3	5	-	-	-	-	-	45
30,000 - 39,999	15	5	-	1	-	10	22	4	7	-	-	-	1	-	65
40,000 - 49,999	20	8	-	3	2	27	19	4	12	-	-	5	4	-	104
50,000 - 59,999	17	8	-	4	2	19	9	7	26	-	-	2	10	-	104
60,000 - 69,999	27	14	1	2	1	24	10	4	24	-	-	8	13	-	128
70,000 - 79,999	22	34	2	4	5	8	7	7	21	-	-	8	26	-	144
80,000 - 89,999	36	28	2	9	12	2	4	2	2	-	-	13	29	-	139
90,000 - 99,999	27	28	6	3	21	-	1	2	2	-	-	12	30	-	132
100,000 - 119,999	54	50	11	19	37	-	3	8	8	-	-	27	48	-	265
120,000 - 139,999	50	25	27	27	63	-	1	2	3	-	-	25	54	-	277
140,000 - 159,999	23	14	27	18	42	-	3	1	-	-	-	10	23	-	161
160,000 - 179,999	17	9	33	22	46	-	2	-	-	-	-	7	20	-	156
180,000 - 199,999	12	2	27	14	53	3	3	-	2	-	-	5	16	-	137
200,000 - 249,999	16	4	94	18	110	-	1	-	2	-	-	4	18	-	267
250,000 - 299,999	2	-	63	8	34	-	-	-	-	-	-	-	8	-	115
300,000 - 399,999	5	-	64	3	13	-	-	-	-	-	-	-	1	-	86
400,000 - 499,999	1	-	32	-	-	-	-	-	-	-	-	-	-	-	33
500,000 - 749,999	3	-	13	-	-	-	-	-	-	-	-	-	-	-	16
750,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000,000 +	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ALL Price Ranges	352	230	404	155	441	113	94	44	114	-	-	126	301	-	2,374

2012 All CND – Total Listings by Price and Area (1/1/12- 12/31/12)

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	36	41	-	24	14	-	2	4	22	-	-	-	-	-	143
30,000 - 39,999	47	41	-	13	12	-	1	2	17	-	-	1	8	-	142
40,000 - 49,999	35	40	1	19	1	1	-	-	10	-	-	-	35	-	142
50,000 - 59,999	32	21	10	15	7	-	-	-	3	-	-	-	23	-	111
60,000 - 69,999	17	23	31	7	6	1	-	-	3	-	-	-	8	-	96
70,000 - 79,999	19	15	12	2	5	-	-	-	16	-	-	1	3	-	73
80,000 - 89,999	22	6	18	1	9	-	-	1	7	-	-	-	-	-	64
90,000 - 99,999	22	3	18	1	1	-	-	-	10	-	-	1	1	-	57
100,000 - 119,999	26	1	80	-	12	-	-	-	-	-	-	1	2	-	122
120,000 - 139,999	21	-	53	1	10	-	-	-	-	-	-	1	1	-	87
140,000 - 159,999	15	1	43	-	15	-	-	-	-	-	-	-	-	-	74
160,000 - 179,999	5	7	35	-	19	-	-	-	-	-	-	-	-	-	66
180,000 - 199,999	5	3	21	-	11	-	-	-	-	-	-	-	-	-	40
200,000 - 249,999	4	-	20	-	1	-	-	-	-	-	-	-	-	-	25
250,000 - 299,999	3	-	5	-	1	-	-	-	-	-	-	-	-	-	9
300,000 - 399,999	8	-	1	-	-	-	-	-	-	-	-	-	-	-	9
400,000 - 499,999	5	-	-	-	-	-	-	-	-	-	-	-	-	-	5
500,000 - 749,999	1	-	-	-	-	-	-	-	-	-	-	-	-	-	1
750,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000,000 +	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ALL Price Ranges	323	202	348	83	124	2	3	7	88	-	-	5	81	-	1,266

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2012 All MH – Total Listings by Price and Area (1/1/12- 12/31/12)

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	1	-	-	-	2	3	-	9	1	-	-	-	2	2	20
30,000 - 39,999	1	-	-	-	7	-	-	13	3	-	-	-	1	3	28
40,000 - 49,999	-	-	-	-	6	1	1	28	1	-	1	1	1	-	40
50,000 - 59,999	1	-	-	-	14	1	1	28	-	-	1	-	4	-	50
60,000 - 69,999	-	-	-	-	5	-	-	21	1	-	-	-	1	-	28
70,000 - 79,999	-	-	-	-	3	1	-	18	1	-	1	2	-	2	28
80,000 - 89,999	-	-	-	-	1	-	-	14	-	-	-	-	-	1	16
90,000 - 99,999	-	-	-	-	2	-	-	10	-	-	-	1	1	-	14
100,000 - 119,999	-	-	-	-	-	-	-	9	-	-	1	-	-	1	11
120,000 - 139,999	-	-	-	-	3	-	-	9	-	-	-	-	-	-	12
140,000 - 159,999	-	-	-	-	-	-	-	2	-	-	-	-	-	-	2
160,000 - 179,999	-	-	-	-	-	-	-	1	-	-	-	-	-	2	3
180,000 - 199,999	-	-	-	-	-	-	-	1	-	-	-	-	-	-	1
200,000 - 249,999	-	-	-	-	-	-	-	-	-	-	-	1	1	-	2
250,000 - 299,999	-	-	-	-	-	-	-	-	-	-	-	-	-	1	1
300,000 - 399,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
400,000 - 499,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
500,000 - 749,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
750,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000,000 +	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ALL Price Ranges	3	-	-	-	43	6	2	163	7	-	4	5	11	12	256

2012 All MSFR – Total Listings by Price and Area (1/1/12- 12/31/12)

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	1	-	-	-	20	16	4	18	9	-	19	-	16	3	106
30,000 - 39,999	1	-	-	-	15	22	16	26	14	-	24	2	22	19	161
40,000 - 49,999	2	1	-	-	31	22	14	30	7	-	20	9	20	18	174
50,000 - 59,999	3	-	-	-	24	15	6	32	5	-	17	8	21	11	142
60,000 - 69,999	-	-	-	-	33	9	12	21	6	-	22	3	15	23	144
70,000 - 79,999	1	-	-	-	26	5	6	34	2	-	21	13	7	15	130
80,000 - 89,999	-	-	-	-	28	4	10	22	4	-	15	12	8	13	116
90,000 - 99,999	-	-	-	-	21	2	5	19	4	-	13	8	6	10	88
100,000 - 119,999	-	-	-	-	20	4	9	31	1	-	10	13	10	14	112
120,000 - 139,999	-	-	-	-	22	-	4	39	-	-	7	7	5	17	101
140,000 - 159,999	1	-	-	-	16	-	6	16	-	-	3	7	2	3	54
160,000 - 179,999	-	-	-	-	4	-	-	5	-	-	3	1	2	1	16
180,000 - 199,999	-	-	-	-	1	-	-	10	-	-	1	3	2	2	19
200,000 - 249,999	-	-	-	-	4	-	1	4	-	-	1	1	-	5	16
250,000 - 299,999	-	-	-	-	1	-	-	-	-	-	-	-	1	-	2
300,000 - 399,999	-	-	-	-	1	-	-	-	-	-	1	2	2	-	6
400,000 - 499,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
500,000 - 749,999	-	-	-	-	-	-	1	-	-	-	-	-	-	-	1
750,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000,000 +	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
ALL Price Ranges	9	1	-	-	267	99	94	307	52	-	177	89	139	154	1,388

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2012 All RESIDENTIAL – Expired Listings

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	6	-	3	3	4	9	4	1	2	-	1	2	3	-	45
30,000 - 39,999	12	-	-	5	2	15	6	7	8	-	-	-	2	6	73
40,000 - 49,999	11	-	-	4	3	27	3	15	7	-	5	2	10	1	100
50,000 - 59,999	18	-	3	3	7	24	11	15	8	-	5	2	8	1	115
60,000 - 69,999	26	-	3	2	13	24	11	22	6	1	7	2	7	3	142
70,000 - 79,999	28	-	2	-	15	19	11	19	17	-	6	2	8	5	146
80,000 - 89,999	28	-	4	3	15	22	13	24	6	-	6	5	5	7	149
90,000 - 99,999	34	-	6	2	19	14	19	23	6	-	1	19	6	3	166
100,000 - 119,999	43	-	7	6	39	20	29	28	9	-	3	16	10	6	247
120,000 - 139,999	39	-	9	10	62	14	35	23	10	-	5	26	15	2	289
140,000 - 159,999	33	-	10	9	84	6	28	14	15	-	6	26	15	1	278
160,000 - 179,999	37	-	12	9	85	7	26	9	3	-	-	26	6	-	237
180,000 - 199,999	25	-	7	12	56	3	19	2	7	-	3	24	10	1	186
200,000 - 249,999	37	-	36	35	136	13	31	11	9	-	2	38	18	1	381
250,000 - 299,999	29	-	36	23	101	7	20	6	12	-	-	19	6	1	265
300,000 - 399,999	29	-	55	33	139	3	22	5	13	-	-	27	8	2	343
400,000 - 499,999	18	-	73	23	76	-	5	1	11	1	-	8	1	1	219
500,000 - 749,999	17	-	67	30	62	1	5	1	15	-	2	6	2	-	209
750,000 - 999,999	3	-	43	20	23	-	1	-	3	-	-	-	1	-	94
1,000,000 +	5	-	48	12	40	-	-	-	2	-	-	-	-	-	108
ALL Price Ranges	478	-	424	244	981	228	299	226	169	2	52	250	141	41	3,792

2012 All RESIDENTIAL – Cancelled Listings

	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW	ALL Areas
29,999 or under	2	3	1	1	1	2	-	1	3	-	-	-	2	1	17
30,000 - 39,999	4	11	-	2	3	7	-	3	1	-	1	-	5	-	37
40,000 - 49,999	8	5	-	1	4	16	1	8	5	-	4	2	14	-	68
50,000 - 59,999	12	3	-	1	9	18	2	6	2	-	2	1	18	1	75
60,000 - 69,999	7	4	1	2	6	3	2	10	4	-	1	1	9	5	55
70,000 - 79,999	8	2	-	-	4	10	3	14	5	-	4	4	4	3	61
80,000 - 89,999	18	3	1	1	8	5	4	11	6	-	2	7	7	1	74
90,000 - 99,999	20	6	2	-	11	6	5	9	2	-	4	8	8	2	83
100,000 - 119,999	25	10	6	1	14	5	11	11	1	-	5	16	15	-	120
120,000 - 139,999	18	10	9	2	38	4	11	10	6	-	2	21	16	6	153
140,000 - 159,999	16	10	9	-	20	-	7	7	3	-	1	20	17	3	113
160,000 - 179,999	16	12	10	4	34	-	9	6	1	-	4	23	10	1	130
180,000 - 199,999	20	5	12	7	37	1	6	4	4	-	-	23	5	2	126
200,000 - 249,999	17	6	14	21	102	2	18	11	5	-	1	27	18	3	245
250,000 - 299,999	23	7	29	12	82	-	9	6	12	2	1	16	13	-	212
300,000 - 399,999	15	4	39	18	85	-	8	5	18	5	4	16	12	2	231
400,000 - 499,999	14	1	44	18	42	1	5	3	5	2	1	3	2	1	142
500,000 - 749,999	6	1	61	18	56	-	6	-	8	10	-	4	5	1	176
750,000 - 999,999	2	1	32	14	15	-	-	-	3	1	-	2	-	1	71
1,000,000 +	2	1	54	11	23	-	-	-	6	1	-	-	1	1	100
ALL Price Ranges	253	105	324	134	594	80	107	125	100	21	37	194	181	34	2,289

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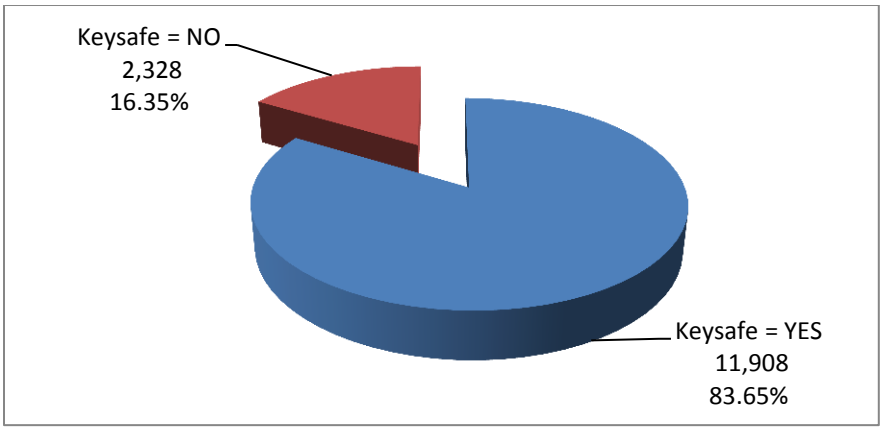
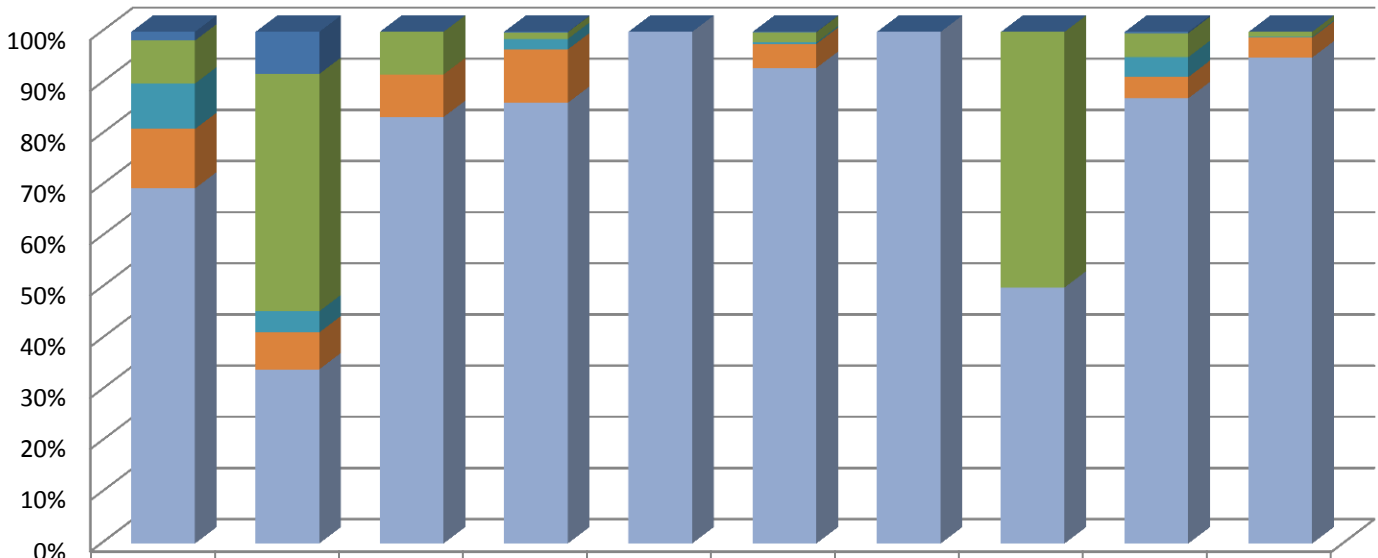
2012 Sold Properties Keysafe Analysis – All Residential



2012 All Residential Terms of Sale by Terms and Type



	Cash	Cash Owner	Cash/Loan	Conventio n	Exchange	FHA	Lease Opt	Lease Prch	Other	VA
MH	83	8	0	4	0	2	0	0	1	0
MSFR	412	45	1	62	0	59	0	1	18	11
CND	436	4	0	98	0	8	0	0	15	2
TH	570	7	1	499	0	137	0	0	16	44
SFR	3,401	33	10	4,117	3	2,714	1	1	335	1,077

Please note: The data contained in this report is dynamic in nature and therefore subject to change and adjust 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 nor is in any way responsible for its accuracy.

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