

**For Immediate
Release:**
March 7, 2013

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics February 2013

Below are some highlights from the February Residential Sales Statistics:

- Total Sales Volume increased 10% this month, going from \$161,222,377 in January to \$177,344,784 in February.
- The Average Sales Price increased 2.25% in February, from \$182,378 in January to \$186,482 in February.
- Average List Price for February, \$193,462 is an increase of 2.35% from January, \$189,011.
- Total Under Contract rose in February to 2,680, from 2,415 in January, showing a 10.97% increase.
- Total Unit Sales have increased 7.58% in February, from 884 in January to 951.
- The Median Sales Price in February of \$149,000 increased 2.76% from \$145,000 in January and has increased 19.2% since February 2011.
- New Listings decreased 15.64% from 1,893 in January to 1,597 in February and a 49.11% increase since February of last year.
- Total Active Listings decreased to 4,325 in February from 4,459 in January.
- Average Days on Market increased to 58 in February, an increase of 1 day since last month.
- Percentage of cash sales was 40.0% in February compared to 36.7% in January.

Sue Cartun
2012-2013 TARMLS President



Lifestyle Opportunities:
No matter what area or type of home you are interested in, you have a variety of options.

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February 2013 Recap by Month and Year - % of Change

Total Sales Volume

| | <u>2013</u> | <u>2012</u> | <u>Annual % Change</u> |
|----------------|---------------|---------------|------------------------|
| February | \$177,344,784 | \$167,639,105 | 5.79% |
| January | \$161,222,377 | \$143,708,985 | 12.19% |
| Month % Change | 10.00% | 16.65% | |

Total Unit Sales

| | <u>2013</u> | <u>2012</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| February | 951 | 1019 | -6.67% |
| January | 884 | 915 | -3.39% |
| Month % Change | 7.58% | 11.37% | |

Average Sales Price

| | <u>2013</u> | <u>2012</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| February | \$186,482 | \$164,513 | 13.35% |
| January | \$182,378 | \$157,059 | 16.12% |
| Month % Change | 2.25% | 4.75% | |

Median Sales Price

| | <u>2013</u> | <u>2012</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| February | \$149,000 | \$125,000 | 19.20% |
| January | \$145,000 | \$125,000 | 16.00% |
| Month % Change | 2.76% | 0.00% | |

Average List Price

| | <u>2013</u> | <u>2012</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| February | \$193,462 | \$171,723 | 12.66% |
| January | \$189,011 | \$164,112 | 15.17% |
| Month % Change | 2.35% | 4.64% | |

New Listings

| | <u>2013</u> | <u>2012</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| February | 1,597 | 1,071 | 49.11% |
| January | 1,893 | 1,195 | 58.41% |
| Month % Change | -15.64% | -10.38% | |

Total Under Contract

| | <u>2013</u> | <u>2012</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| February | 2,680 | 2,618 | 2.37% |
| January | 2,415 | 2,398 | 0.71% |
| Month % Change | 10.97% | 9.17% | |

Active Listings

| | <u>2013</u> | <u>2012</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| February | 4,325 | 4,560 | -5.15% |
| January | 4,459 | 4,840 | -7.87% |
| Month % Change | -3.01% | -5.79% | |

February 2013 - Active and Sold by Zip Code

| Zip Code | # Active | # Sold | % | Zip Code | # Active | # Sold | % | Zip Code | # Active | # Sold | % | Zip Code | # Active | # Sold | % |
|----------|----------|--------|--------|----------|----------|--------|--------|----------|----------|--------|--------|----------|----------|--------|--------|
| 85145 | 10 | 5 | 50.00% | 85645 | 3 | 1 | 33.33% | 85714 | 15 | 5 | 33.33% | 85743 | 134 | 35 | 26.12% |
| 85321 | 2 | 0 | 0.00% | 85648 | 1 | 0 | 0.00% | 85715 | 99 | 21 | 21.21% | 85745 | 121 | 28 | 23.14% |
| 85601 | 5 | 0 | 0.00% | 85653 | 80 | 24 | 30.00% | 85716 | 92 | 25 | 27.17% | 85746 | 54 | 17 | 31.48% |
| 85602 | 3 | 0 | 0.00% | 85658 | 177 | 31 | 17.51% | 85718 | 239 | 35 | 14.64% | 85747 | 77 | 30 | 38.96% |
| 85611 | 3 | 0 | 0.00% | 85701 | 24 | 1 | 4.17% | 85719 | 71 | 11 | 15.49% | 85748 | 61 | 28 | 45.90% |
| 85614 | 336 | 39 | 11.61% | 85704 | 132 | 33 | 25.00% | 85730 | 92 | 37 | 40.22% | 85749 | 125 | 25 | 20.00% |
| 85616 | 0 | 0 | 0.00% | 85705 | 69 | 17 | 24.64% | 85735 | 63 | 9 | 14.29% | 85750 | 248 | 47 | 18.95% |
| 85619 | 22 | 0 | 0.00% | 85706 | 53 | 19 | 35.85% | 85736 | 45 | 4 | 8.89% | 85755 | 207 | 35 | 16.91% |
| 85622 | 96 | 9 | 9.38% | 85710 | 168 | 58 | 34.52% | 85737 | 173 | 34 | 19.65% | 85756 | 43 | 25 | 58.14% |
| 85623 | 0 | 0 | 0.00% | 85711 | 95 | 25 | 26.32% | 85739 | 274 | 28 | 10.22% | 85757 | 29 | 16 | 55.17% |
| 85629 | 144 | 27 | 18.75% | 85712 | 99 | 27 | 27.27% | 85741 | 53 | 38 | 71.70% | | | | |
| 85641 | 146 | 42 | 28.77% | 85713 | 221 | 31 | 14.03% | 85742 | 116 | 29 | 25.00% | | | | |

NOTE:

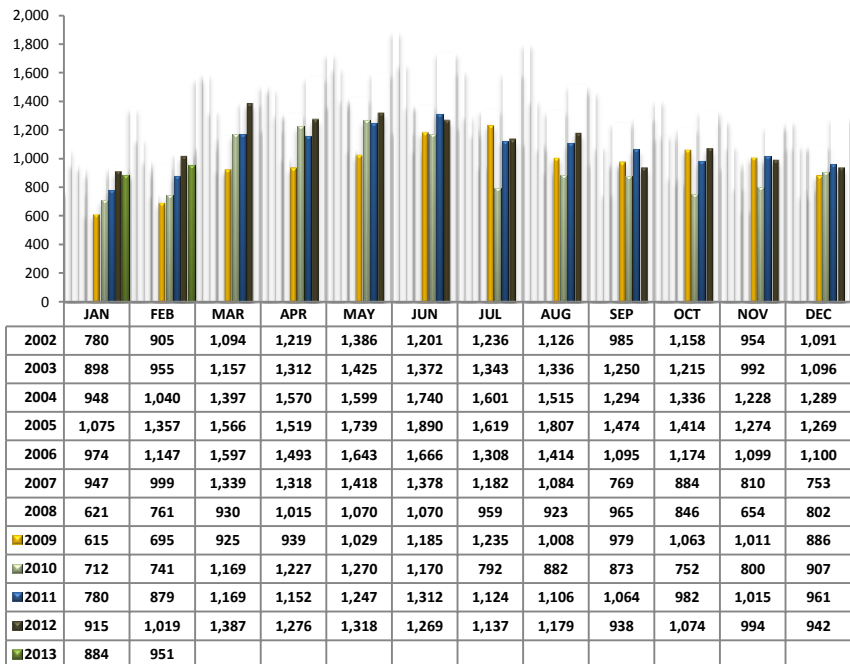
83554- 1 active listing, 85637- 3 active listings, 85717- 1 active listing

| 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 | 44 | 16 | 2 | 8 | 70 | 16 | N | 526 | 1-30 Days | 442 |
| \$30,000 to \$39,999 | 69 | 28 | 15 | 20 | 132 | 34 | NE | 231 | 31-60 Days | 181 |
| \$40,000 to \$49,999 | 98 | 22 | 22 | 15 | 157 | 31 | NW | 1199 | 61-90 Days | 125 |
| \$50,000 to \$59,999 | 121 | 47 | 18 | 15 | 201 | 27 | XNE | 22 | 91-120 Days | 92 |
| \$60,000 to \$69,999 | 120 | 68 | 27 | 34 | 249 | 24 | XNW | 65 | 121-180 Days | 63 |
| \$70,000 to \$79,999 | 123 | 72 | 26 | 29 | 250 | 32 | C | 457 | Over 180 Days | 47 |
| \$80,000 to \$89,999 | 124 | 74 | 32 | 20 | 250 | 30 | E | 231 | Avg. Days on Market | |
| \$90,000 to \$99,999 | 120 | 82 | 34 | 25 | 261 | 53 | S | 140 | 58 | |
| \$100,000 to \$119,999 | 257 | 177 | 64 | 52 | 550 | 81 | SE | 237 | Avg. Sold Price | |
| \$120,000 to \$139,999 | 275 | 183 | 60 | 56 | 574 | 102 | SW | 261 | \$186,482 | |
| \$140,000 to \$159,999 | 253 | 166 | 55 | 37 | 511 | 91 | XSW | 354 | Median Sale Price | |
| \$160,000 to \$179,999 | 259 | 140 | 26 | 49 | 474 | 91 | XS | 378 | \$149,000 | |
| \$180,000 to \$199,999 | 261 | 98 | 21 | 38 | 418 | 54 | W | 180 | New Listings | |
| \$200,000 to \$249,999 | 498 | 155 | 23 | 60 | 736 | 103 | XW | 44 | 1,597 | |
| \$250,000 to \$299,999 | 430 | 114 | 15 | 38 | 597 | 46 | Sold Units per Area | | Sales Volume by Area | |
| \$300,000 to \$399,999 | 462 | 103 | 5 | 42 | 612 | 77 | N | 90 | \$33,198,245 | |
| \$400,000 to \$499,999 | 219 | 47 | 2 | 22 | 290 | 27 | NE | 46 | \$12,819,800 | |
| \$500,000 to \$749,999 | 280 | 38 | 1 | 21 | 340 | 18 | NW | 259 | \$58,171,208 | |
| \$750,000 to \$999,999 | 133 | 8 | 0 | 3 | 144 | 7 | XNE | 0 | \$0 | |
| \$1,000,000 and over | 179 | 7 | 0 | 3 | 189 | 7 | XNW | 17 | \$1,867,935 | |
| | | | | | | | C | 100 | \$13,159,593 | |
| | | | | | | | E | 86 | \$11,605,633 | |
| | | | | | | | S | 57 | \$4,807,392 | |
| | | | | | | | SE | 90 | \$14,040,015 | |
| | | | | | | | SW | 54 | \$5,413,040 | |
| | | | | | | | XSW | 42 | \$4,903,197 | |
| | | | | | | | XS | 60 | \$10,277,375 | |
| | | | | | | | W | 40 | \$6,439,857 | |
| | | | | | | | XW | 10 | \$641,494 | |
| Totals | 4,325 | 1,645 | 448 | 587 | 7,005 | 951 | | | | |
| | | | | | | | | | Total Volume | \$177,344,784 |
| | Feb-13 | Feb-12 | % Change | YTD 2013 | YTD 2012 | % Change | | | | |
| Home Sales Volume | \$177,344,784 | \$167,639,105 | 5.79% | \$338,567,161 | \$311,348,090 | 8.74% | | | | |
| Home Sales Units | 951 | 1,019 | -6.67% | 1,835 | 1,934 | -5.12% | | | | |
| Average Sales Price (All Residential) | \$186,482 | \$164,513 | 13.35% | \$184,430 | \$160,786 | 14.71% | | | | |
| Median Sales Price | \$149,000 | \$125,000 | 19.20% | \$147,000 | \$125,000 | 17.60% | | | | |
| Average Days on Market: | 58 | 77 | -24.68% | 58 | 79 | -26.58% | | | | |
| Average List Price for Sold: | \$193,462 | \$171,723 | 12.66% | \$191,237 | \$167,918 | 13.89% | | | | |
| SP/LP % | 96.39% | 95.80% | | 96.44% | 95.75% | | | | | |
| Total Under Contract | 2,680 | 2,618 | 2.37% | | | | | | | |
| Active Listings | 4,325 | 4,560 | -5.15% | | | | | | | |
| New Listings | 1,597 | 1,071 | 49.11% | | | | | | | |

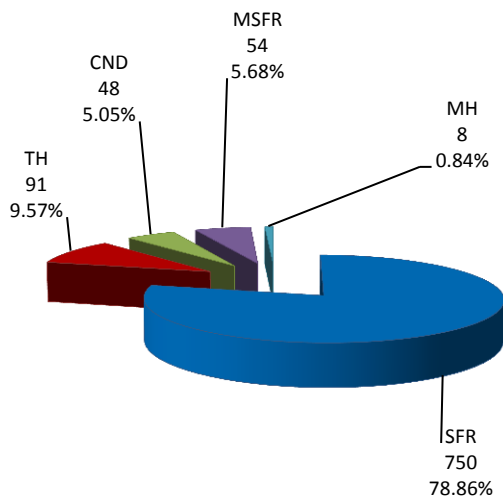
| Types of Financing | Totals |
|--------------------|--------|
| FHA | 155 |
| VA | 72 |
| Other | 21 |
| Cash | 376 |
| Convention | 318 |
| Cash/Loan | 1 |
| Carryback | 8 |

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 nor is in any way responsible for its accuracy.

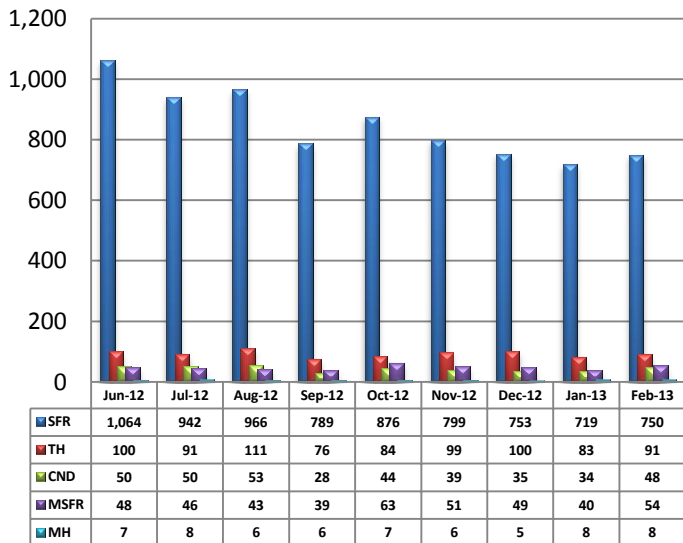
Total Unit Sales – February 2013



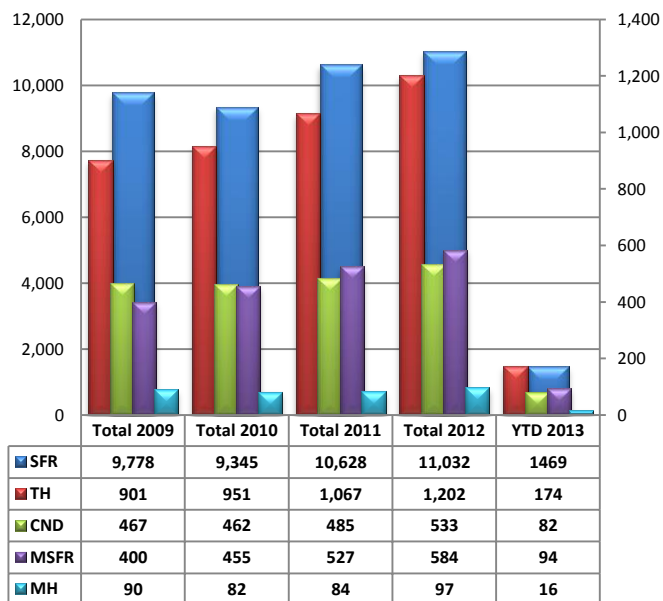
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

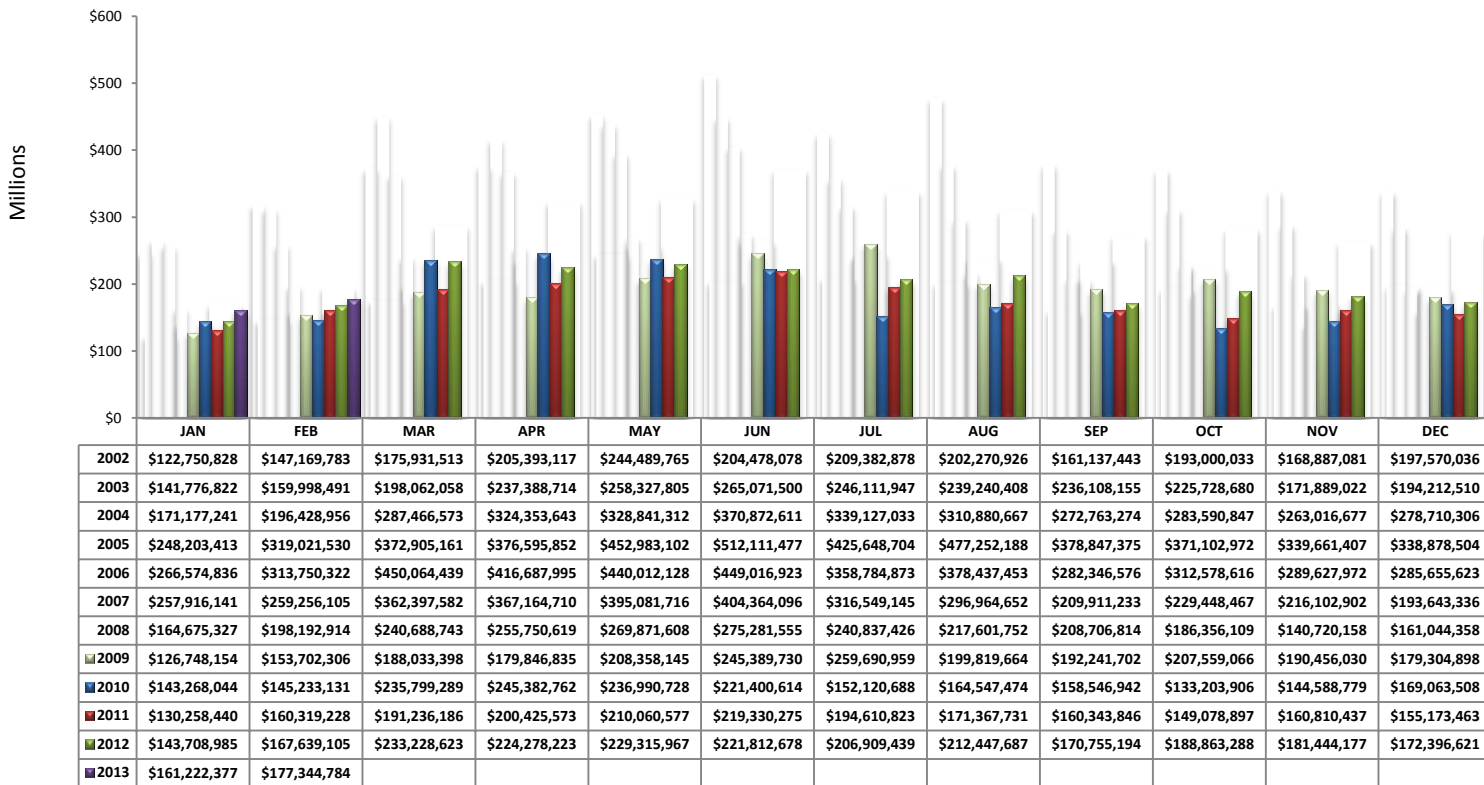


YTD Annual Comparison – Breakdown by Type

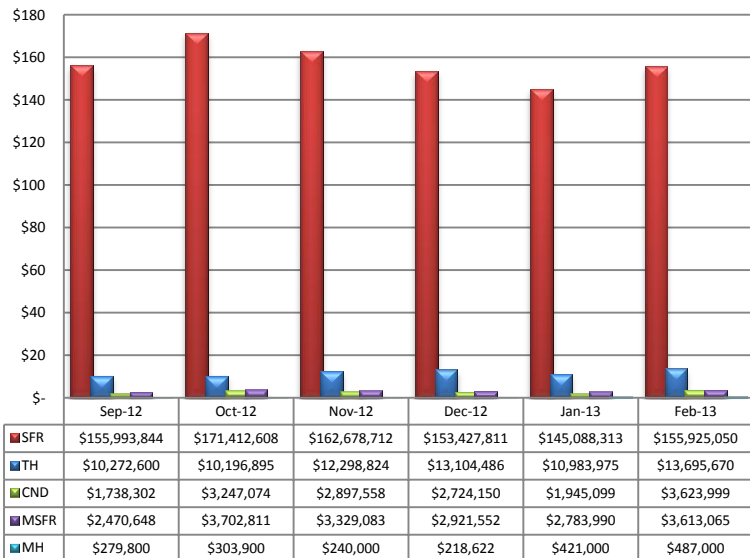


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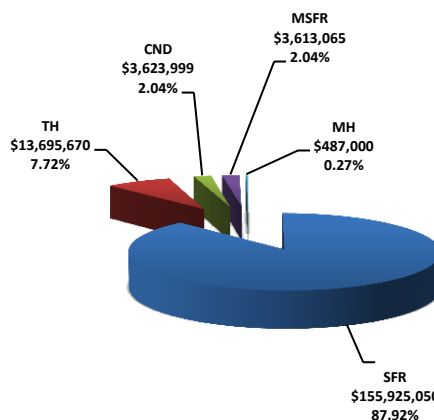
Total Sales Volume - February 2013



Total Sales Volume By Type - Monthly Comparison

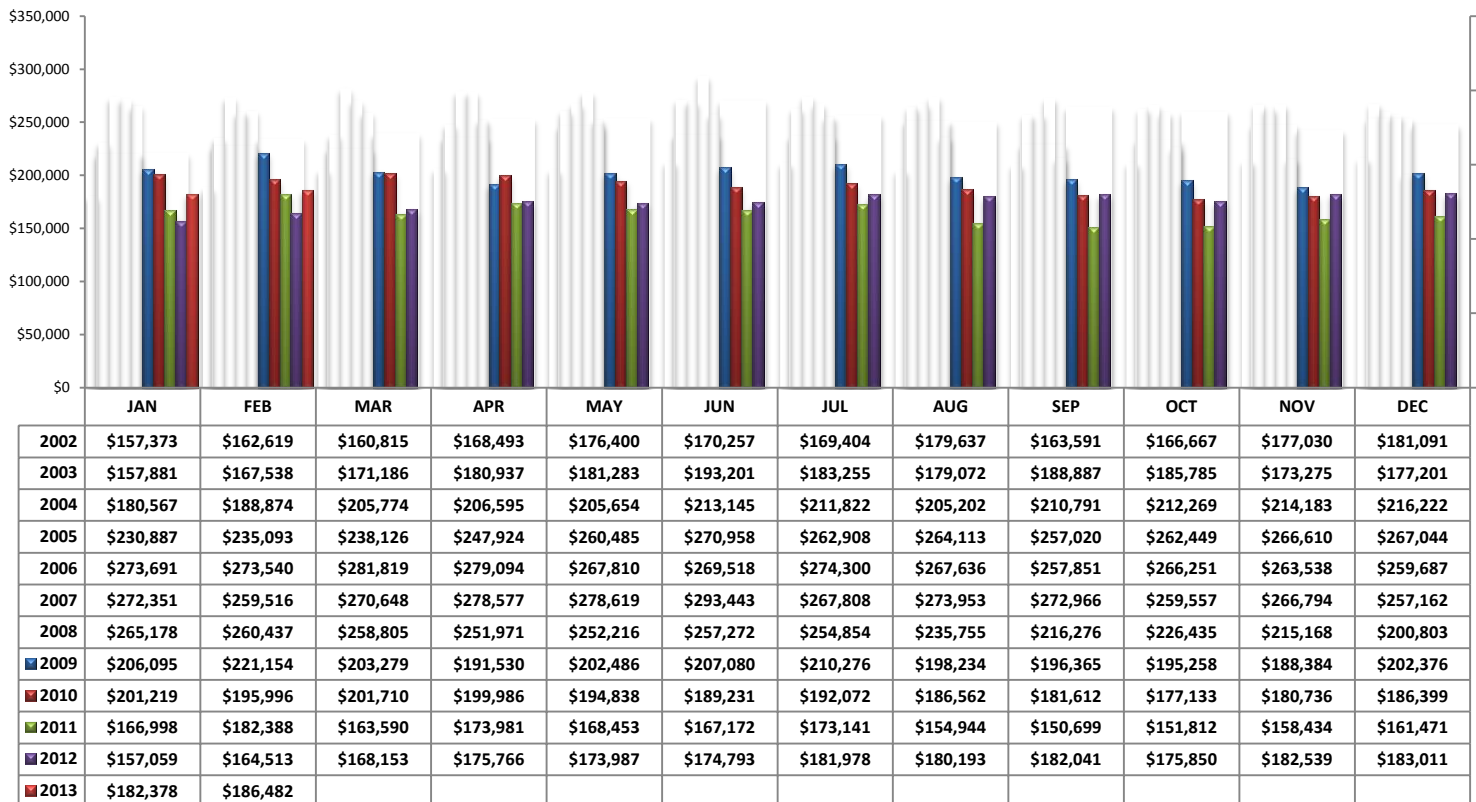


Monthly Volume by Type

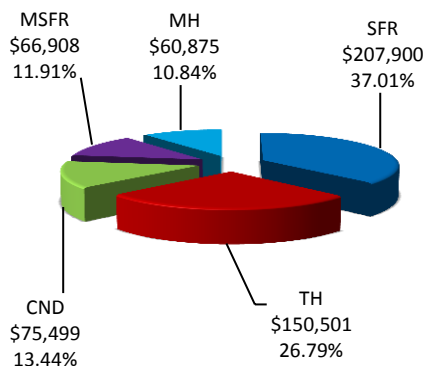


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Average Sales Price – February 2013



Average Sales Price by Type – February 2013

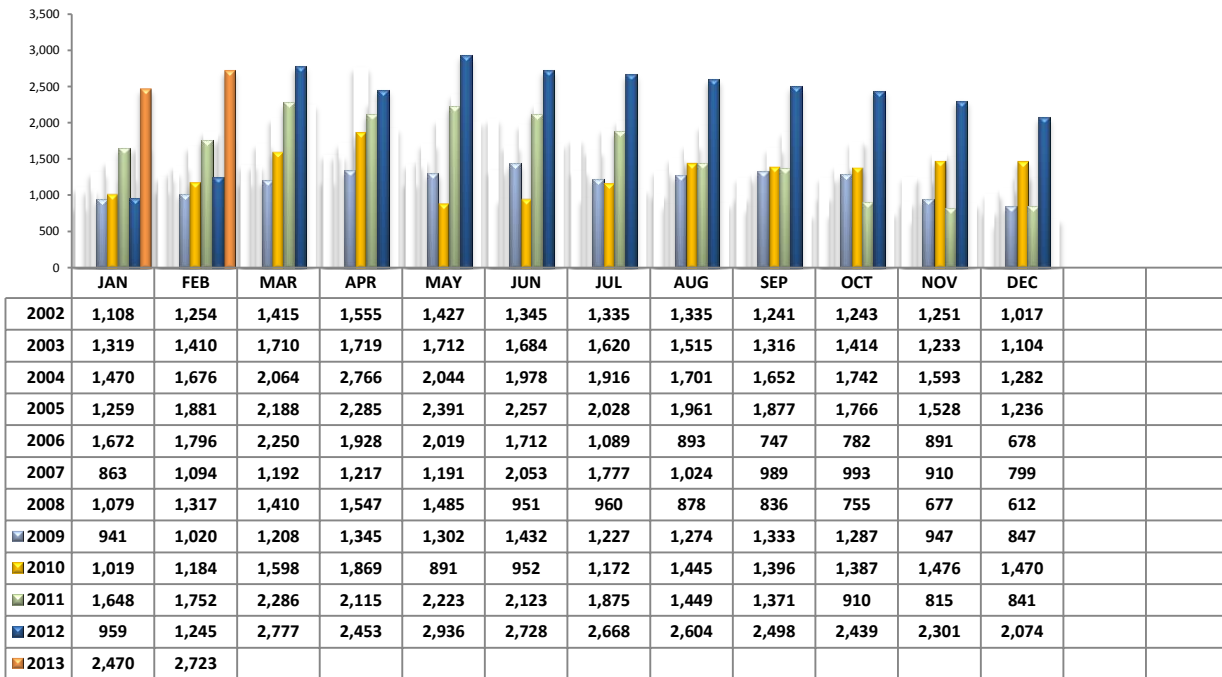


Average "Listing" Price per Area – February 2013

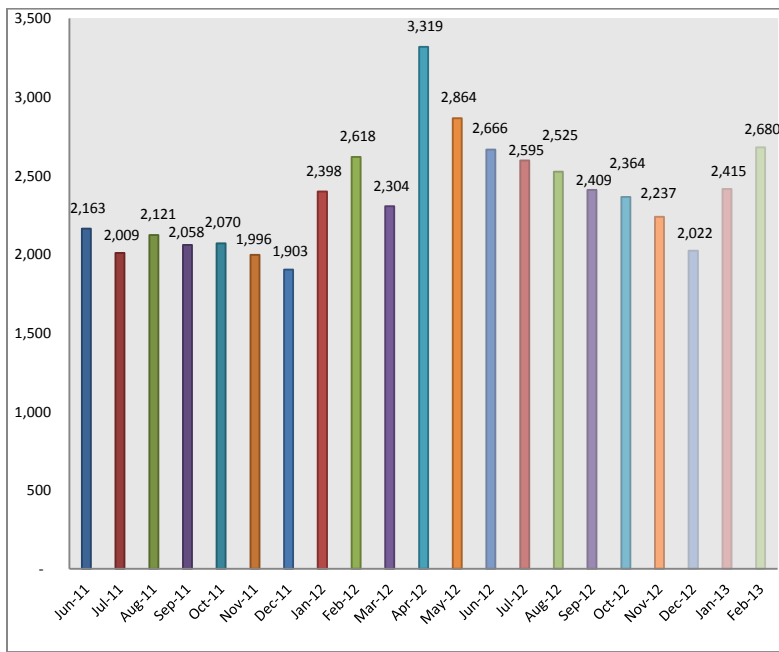


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Newly Under Contract During The Month

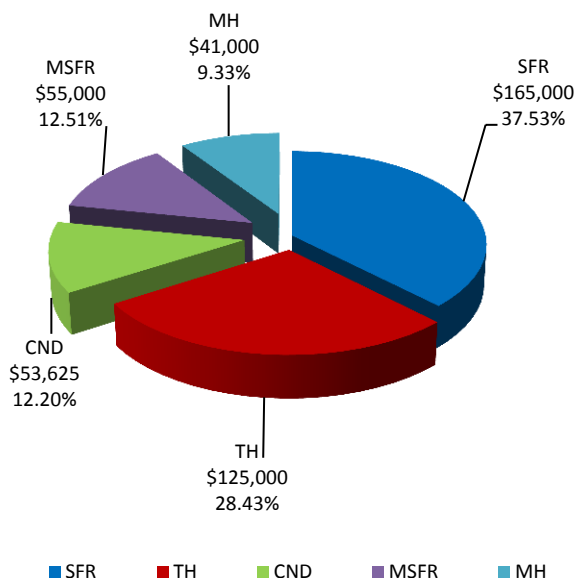


Total Listings Still Under Contract At The End of The Month



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Median Sale Price - by Type

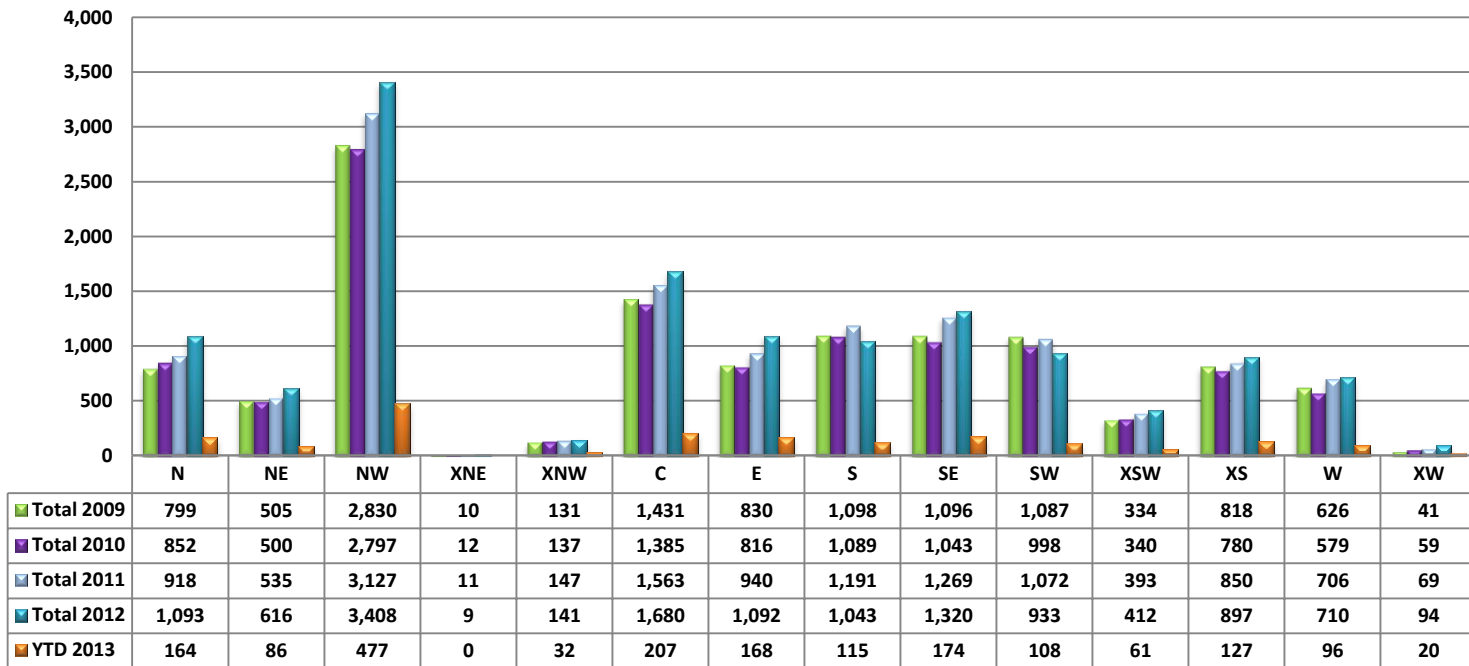


Median Sale Price - February 2013



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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

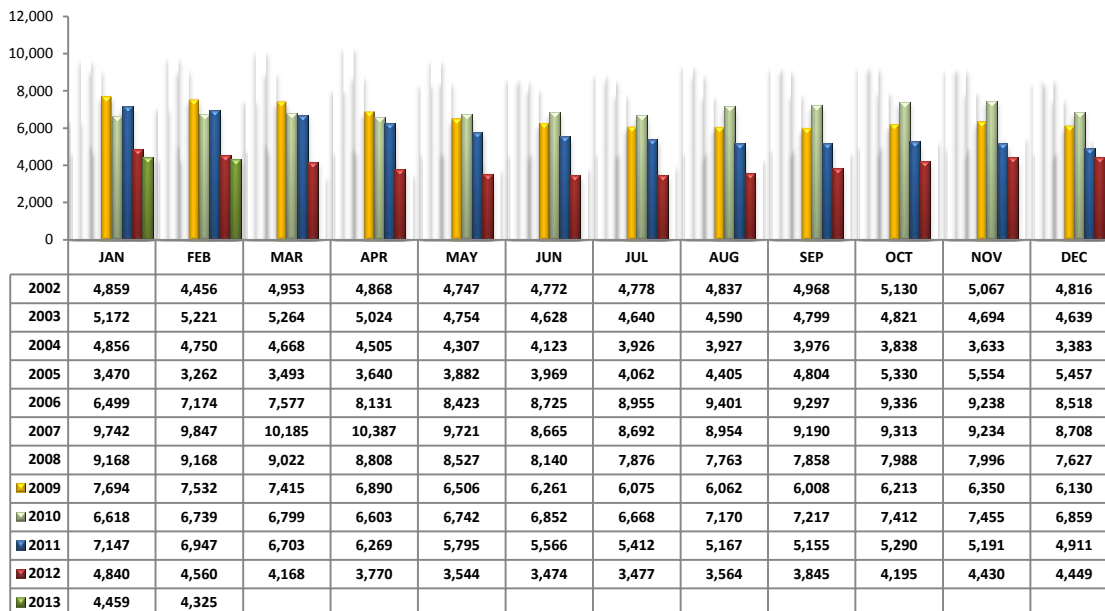
| | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| N | \$228,983 | \$323,348 | \$555,311 | \$791,333 | \$368,869 |
| NE | \$105,675 | \$218,539 | \$358,276 | \$640,000 | \$278,691 |
| NW | \$181,574 | \$218,390 | \$257,243 | \$293,988 | \$224,599 |
| XNE | \$0 | \$0 | \$0 | \$0 | \$0 |
| XNW | \$149,500 | \$100,510 | \$105,921 | \$172,900 | \$109,878 |
| C | \$84,234 | \$149,897 | \$171,491 | \$320,000 | \$131,595 |
| E | \$78,333 | \$133,306 | \$179,106 | \$189,633 | \$134,949 |
| S | \$61,692 | \$82,356 | \$107,874 | \$178,500 | \$84,340 |
| SE | \$90,496 | \$140,795 | \$184,603 | \$284,547 | \$156,000 |
| SW | \$76,017 | \$93,400 | \$122,203 | \$209,433 | \$100,241 |
| XSW | \$120,665 | \$110,272 | \$90,250 | \$0 | \$116,742 |
| XS | \$189,918 | \$139,623 | \$216,543 | \$168,627 | \$171,289 |
| W | \$75,500 | \$136,602 | \$272,740 | \$362,000 | \$160,996 |
| XW | \$41,000 | \$90,475 | \$52,198 | \$0 | \$64,149 |

Units Sold per Area by # of Bedrooms

| | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| N | 28 | 36 | 23 | 3 | 90 |
| NE | 4 | 23 | 17 | 2 | 46 |
| NW | 59 | 115 | 72 | 13 | 259 |
| XNE | 0 | 0 | 0 | 0 | 0 |
| XNW | 1 | 8 | 7 | 1 | 17 |
| C | 37 | 49 | 12 | 2 | 100 |
| E | 18 | 44 | 21 | 3 | 86 |
| S | 14 | 30 | 12 | 1 | 57 |
| SE | 6 | 55 | 25 | 4 | 90 |
| SW | 17 | 23 | 11 | 3 | 54 |
| XSW | 30 | 10 | 2 | 0 | 42 |
| XS | 11 | 29 | 16 | 4 | 60 |
| W | 10 | 19 | 10 | 1 | 40 |
| XW | 3 | 4 | 3 | 0 | 10 |

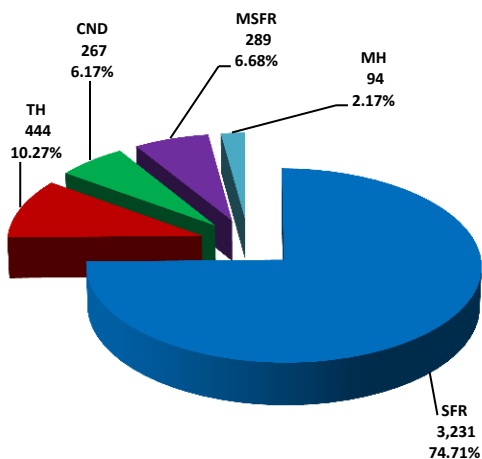
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Active Listings

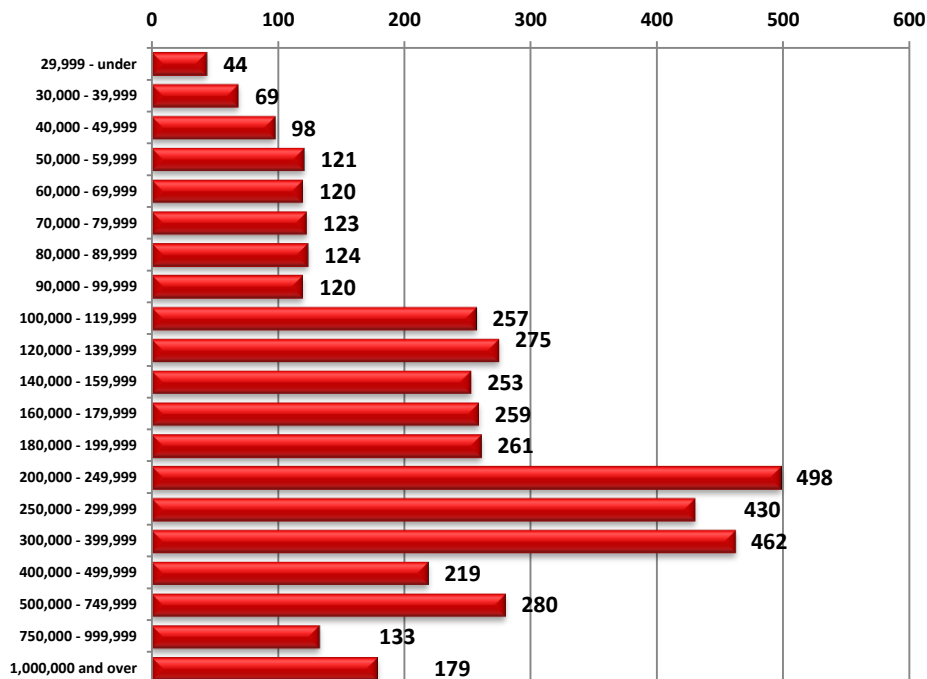


| Area | # of Listings |
|------|---------------|
| N | 526 |
| NE | 231 |
| NW | 1199 |
| XNE | 22 |
| XNW | 65 |
| C | 457 |
| E | 231 |
| S | 140 |
| SE | 237 |
| SW | 261 |
| XSW | 354 |
| XS | 378 |
| W | 180 |
| XW | 44 |

Active Listings Unit Breakdown

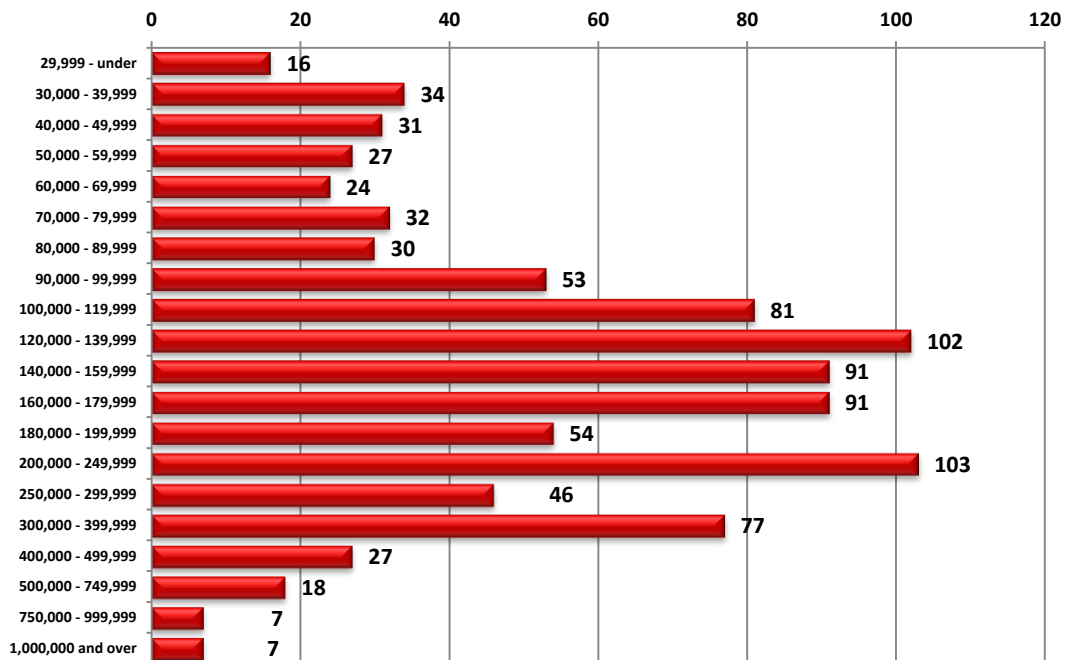


Active Listings Price Breakdown



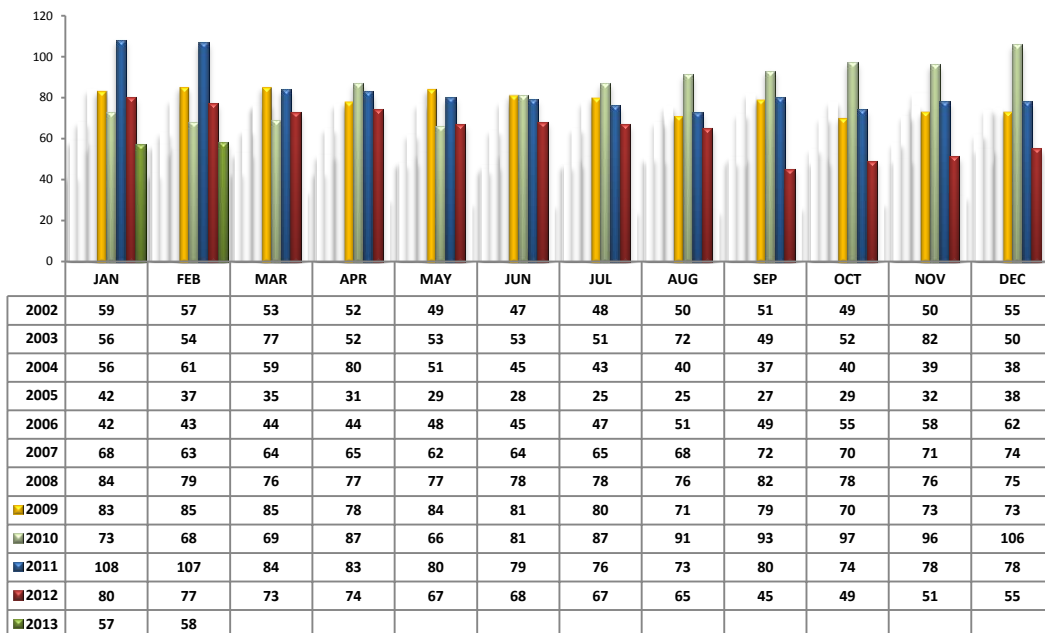
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Sold Price Breakdown



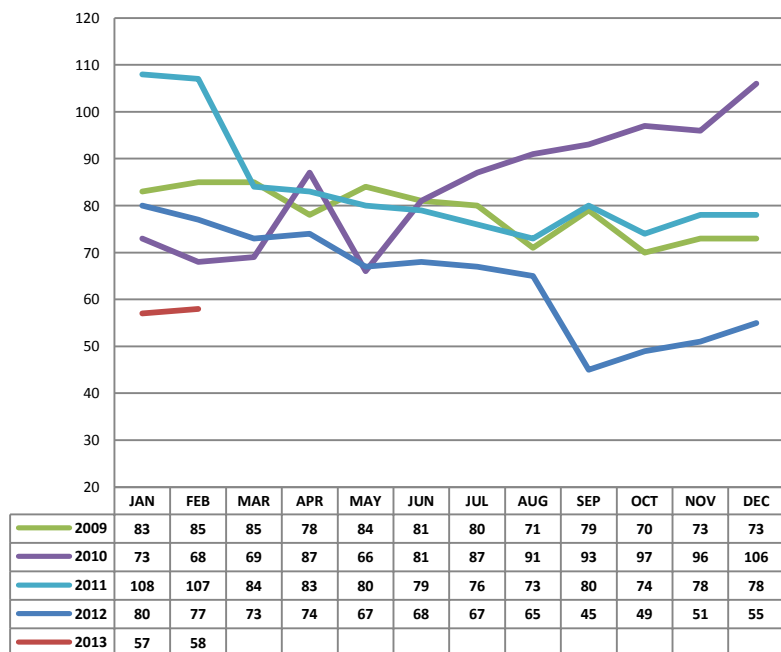
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Average Days on Market/Listing - February 2013

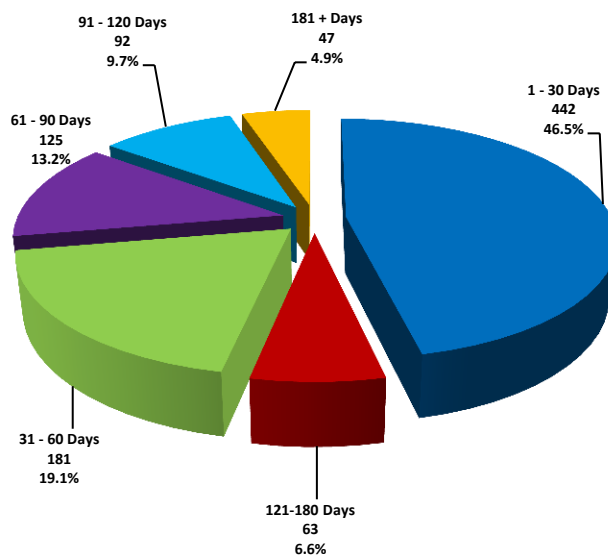


| Area | Avg. DOM |
|------|----------|
| N | 51 |
| NE | 58 |
| NW | 64 |
| XNE | 0 |
| XNW | 37 |
| C | 64 |
| E | 50 |
| S | 31 |
| SE | 54 |
| SW | 68 |
| XSW | 101 |
| XS | 45 |
| W | 56 |
| XW | 67 |

Annual Comparison - Average Days on Market

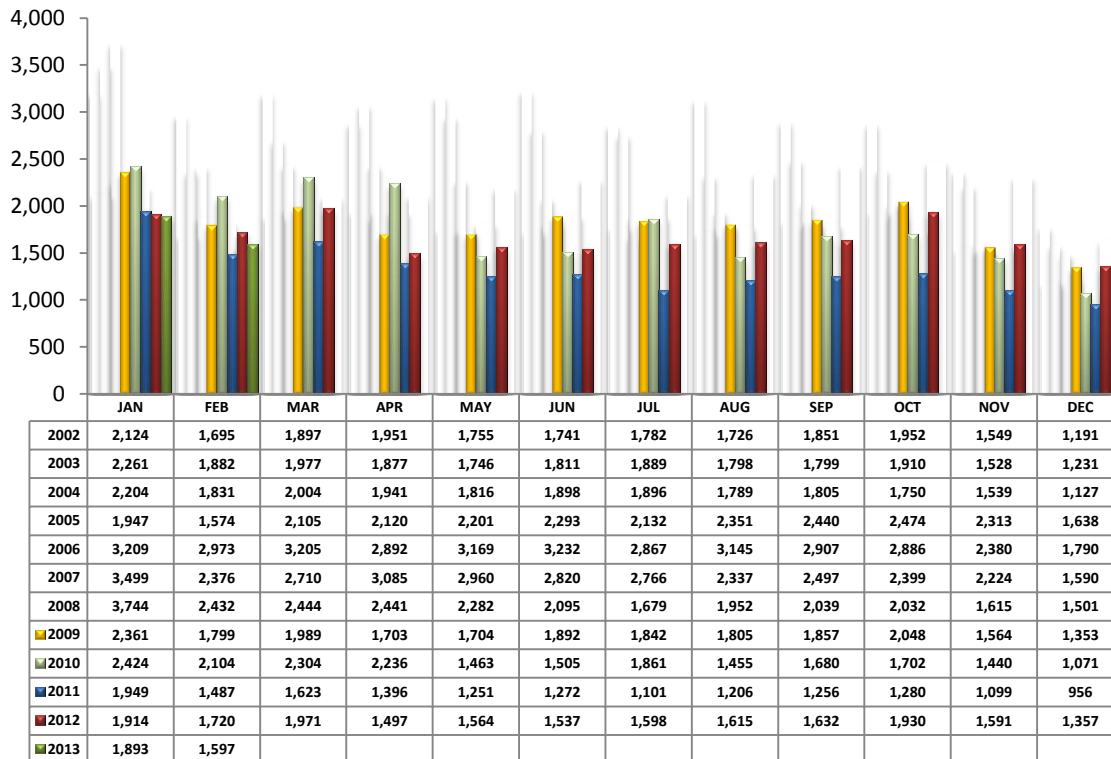


Average Days on Market/Listing Breakdown



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New Listings – February 2013



| Area | # of Listings |
|------|---------------|
| N | 178 |
| NE | 93 |
| NW | 437 |
| XNE | 2 |
| XNW | 24 |
| C | 207 |
| E | 106 |
| S | 86 |
| SE | 112 |
| SW | 87 |
| XSW | 87 |
| XS | 100 |
| W | 68 |
| XW | 10 |

*Includes properties that were re-listed

**Beginning February 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. |
|-----------|---------|-----------|---------------|
| 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 |
| Jan 2013 | 150 | 372 | 73 |
| Feb 2013 | 116 | 258 | 60 |

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.