

**For Immediate  
Release:**  
April 8, 2010

**CONTACT:**  
Dan Santa Maria  
MLS President  
(520) 795-1492

Wes Wiggins  
Vice President, MLS  
(520) 382-8792

Philip Tedesco, RCE, CAE  
CEO, TAR  
(520) 327-4218

# Tucson Association of REALTORS® *Multiple Listing Service* Monthly Statistics March 2010

Going forward, we will provide you with helpful bullet points you can use while sharing the statistics.

Below are some highlights from the March Statistics:

- Monthly Sales Volume is up 62.36% over last month
- Monthly Sales Volume is up 25.40% over March 2009
- Total Unit Sales is up 57.76% over last month
- Total Unit Sales is up 25.38% over March 2009
- New Listings up 9.51% over last month
- New Listings up 15.84% over March 2009
- Pending Contracts increased 9.32% over last month
- Pending Contracts Increased 28.23% over March 2009
- Active listings increased 0.89% over last month
- Active listings decreased 8.31% over March 2009

Dan Santa Maria  
2010 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 5,700 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.

## March 2010 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2010</u>	<u>2009</u>	<u>Annual % Change</u>
<b>March</b>	\$235,799,289	\$188,033,398	25.40%
<b>February</b>	\$145,233,131	\$153,702,306	-5.51%
<b>Month % Change</b>	62.36%	22.34%	

### Average Sales Price

	<u>2010</u>	<u>2009</u>	<u>Annual % Change</u>
<b>March</b>	\$201,710	\$203,279	-0.77%
<b>February</b>	\$195,996	\$221,154	-11.38%
<b>Month % Change</b>	2.92%	-8.08%	

### Average List Price

	<u>2010</u>	<u>2009</u>	<u>Annual % Change</u>
<b>March</b>	\$211,003	\$216,108	-2.36%
<b>February</b>	\$206,843	\$236,267	-12.45%
<b>Month % Change</b>	2.01%	-8.53%	

### Pending Contracts

	<u>2010</u>	<u>2009</u>	<u>Annual % Change</u>
<b>March</b>	1,549	1,208	28.23%
<b>February</b>	1,417	1,020	38.92%
<b>Month % Change</b>	9.32%	18.43%	

### Total Unit Sales

	<u>2010</u>	<u>2009</u>	<u>Annual % Change</u>
<b>March</b>	1169	925	26.38%
<b>February</b>	741	695	6.62%
<b>Month % Change</b>	57.76%	33.09%	

### Median Sales Price

		<u>2009</u>	<u>Annual % Change</u>
<b>March</b>	\$157,680	\$165,000	-4.44%
<b>February</b>	\$150,000	\$177,500	-15.49%
<b>Month % Change</b>	5.12%	-7.04%	

### New Listings

	<u>2010</u>	<u>2009</u>	<u>Annual % Change</u>
<b>March</b>	2,304	1,989	15.84%
<b>February</b>	2,104	1,799	16.95%
<b>Month % Change</b>	9.51%	10.56%	

### Active Listings

	<u>2010</u>	<u>2009</u>	<u>Annual % Change</u>
<b>March</b>	6,799	7,415	-8.31%
<b>February</b>	6,739	7,532	-10.53%
<b>Month % Change</b>	0.89%	-1.55%	

## March 2010 - Active and Sold by Zip Code

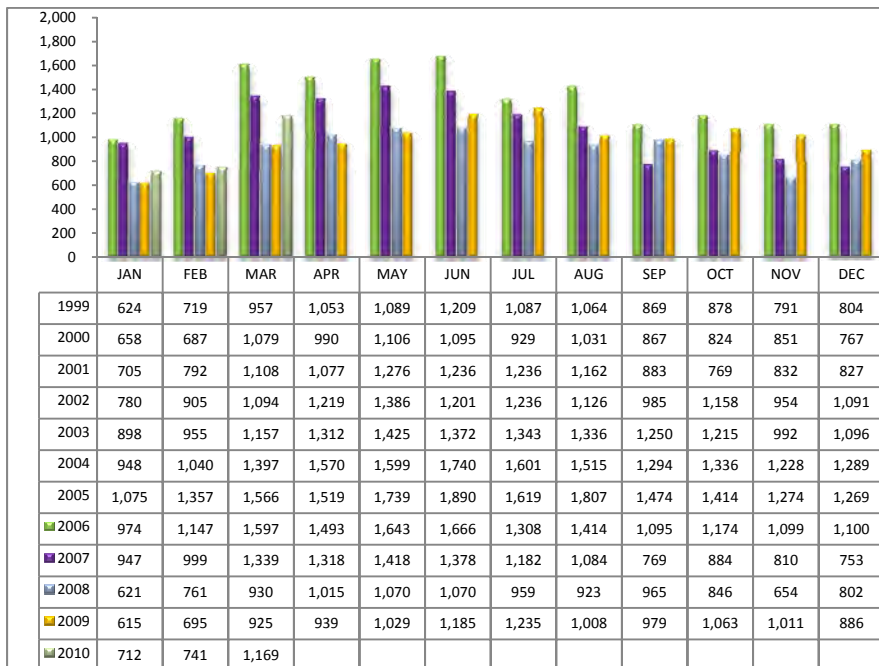
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85601	0	0	0.00%	85705	151	21	13.91%	85719	193	29	15.03%	85746	143	49	34.27%
85614	284	44	15.49%	85706	121	52	42.98%	85730	186	45	24.19%	85747	179	34	18.99%
85619	13	1	7.69%	85710	290	44	15.17%	85735	73	9	12.33%	85748	126	29	23.02%
85622	76	7	9.21%	85711	178	33	18.54%	85736	34	1	2.94%	85749	200	21	10.50%
85629	256	48	18.75%	85712	190	39	20.53%	85737	250	43	17.20%	85750	366	48	13.11%
85641	258	47	18.22%	85713	217	49	22.58%	85739	288	35	12.15%	85755	282	35	12.41%
85653	147	26	17.69%	85714	39	8	20.51%	85741	142	36	25.35%	85756	132	42	31.82%
85658	215	16	7.44%	85715	160	15	9.38%	85742	232	40	17.24%	85757	108	39	36.11%
85701	36	2	5.56%	85716	170	23	13.53%	85743	224	45	20.09%	<b>TOTAL</b>	6799	1169	17.19%
85704	192	31	16.15%	85718	398	54	13.57%	85745	250	29	11.60%				

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	19	6		4	29	8	N	744	1 -30 Days	496	
\$30,000 to \$39,999	54	15		9	78	14	NE	420	31-60 Days	207	
\$40,000 to \$49,999	71	17	1	13	102	36	NW	1,786	61 - 90 Days	149	
\$50,000 to \$59,999	105	19	1	7	132	32	XNE	13	91-120 Days	111	
\$60,000 to \$69,999	119	23	4	13	159	27	XNW	103	121 - 180 Days	120	
\$70,000 to \$79,999	131	34	5	14	184	25	C	882	Over 180 Days	86	
\$80,000 to \$89,999	167	36	13	23	239	46	E	446	<b>Avg. Days on Market</b>		
\$90,000 to \$99,999	192	51	14	15	272	51	S	327	69		
\$100,000 to \$119,999	356	82	26	41	505	107	SE	508	<b>Avg. Sold Price</b>		
\$120,000 to \$139,999	520	113	23	58	714	134	SW	402	\$201,710		
\$140,000 to \$159,999	577	105	18	47	747	116	XSW	301	<b>Avg. Median Price</b>		
\$160,000 to \$179,999	539	72	13	44	668	116	XS	475	\$157,680		
\$180,000 to \$199,999	454	68	9	34	565	75	W	353	<b>New Listings</b>		
\$200,000 to \$249,999	854	109	9	49	1021	147	XW	39	2,304		
\$250,000 to \$299,999	640	64	10	25	739	60	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>		
\$300,000 to \$349,999	354	34	1	14	403	47	N	102	<b>\$46,459,756</b>		
\$350,000 to \$399,999	297	26	6	15	344	33	NE	43	<b>\$13,251,848</b>		
\$400,000 to \$449,999	185	12	4	9	210	24	NW	276	<b>\$68,072,479</b>		
\$450,000 to \$499,999	202	11	2	7	222	12	XNE	1	<b>\$350,000</b>		
\$500,000 to \$749,999	477	20	3	11	511	36	XNW	13	<b>\$1,196,700</b>		
\$750,000 to \$999,999	211	4		1	216	14	C	152	<b>\$21,890,959</b>		
\$1,000,000 to \$1,249,999	75	4			79	2	E	75	<b>\$11,367,585</b>		
\$1,250,000 to \$1,499,999	61	3	1	1	66	2	S	106	<b>\$10,565,456</b>		
\$1,500,000 to \$1,999,999	62		1	1	64	4	SE	103	<b>\$17,862,221</b>		
\$2,000,000 to \$2,999,999	52			2	54	1	SW	112	<b>\$12,538,693</b>		
\$3,000,000 and over	25				25	0	XSW	40	<b>\$5,750,094</b>		
<b>Totals</b>	<b>6,799</b>	<b>928</b>	<b>164</b>	<b>457</b>	<b>8,348</b>	<b>1,169</b>	XS	85	<b>\$15,990,249</b>		
							W	53	<b>\$9,770,749</b>		
							XW	8	<b>\$732,500</b>		
							<b>Total Volume</b>		<b>\$235,799,289</b>		
	<b>Mar. 2010</b>	<b>Mar. 2009</b>	<b>% Change</b>	<b>YTD 2010</b>	<b>YTD 2009</b>	<b>% Change</b>					
<b>Home Sales Volume</b>	\$235,799,289	\$188,033,398	25.40%	\$531,571,431	\$468,378,858	13.49%					
<b>Home Sales Units</b>	1,169	925	26.38%	2,672	2,234	19.61%					
<b>Average Sales Price (All Residential)</b>	\$201,710	\$203,279	-0.77%	\$198,941	\$209,659	-5.11%					
<b>Median Sales Price</b>	\$157,680	\$165,000	-4.44%	\$155,475	\$166,750	-6.76%					
<b>Average Days on Market:</b>	69	85	-18.82%	70	85	-17.65%					
<b>Average List Price for Solds:</b>	\$211,003	\$216,108	-2.36%	\$208,637	\$223,336	-6.58%					
<b>SP/LP %</b>	95.60%	94.06%		95.35%	93.88%						
<b>Pending Contracts</b>	1,549	1,208	28.23%								
<b>Active Listings</b>	6,799	7,415	-8.31%								
<b>New Listings</b>	2,304	1,989	15.84%								

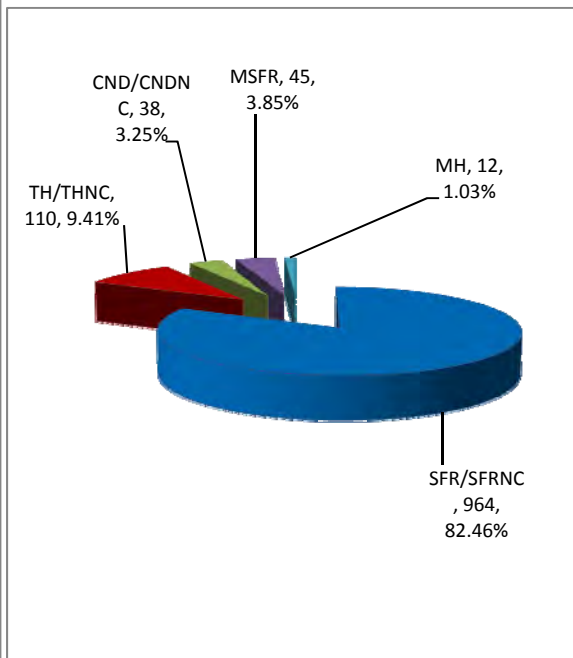
Types of Financing	Totals
FHA	319
VA	95
Conventional	342
Carryback	8
ARM	0
Cash	352
Other	53

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.

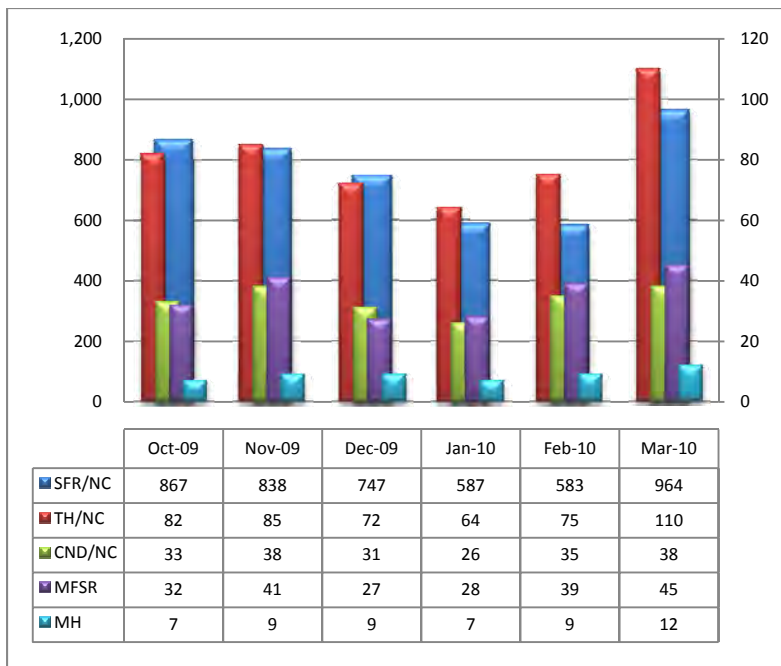
**Total Unit Sales – March 2010**



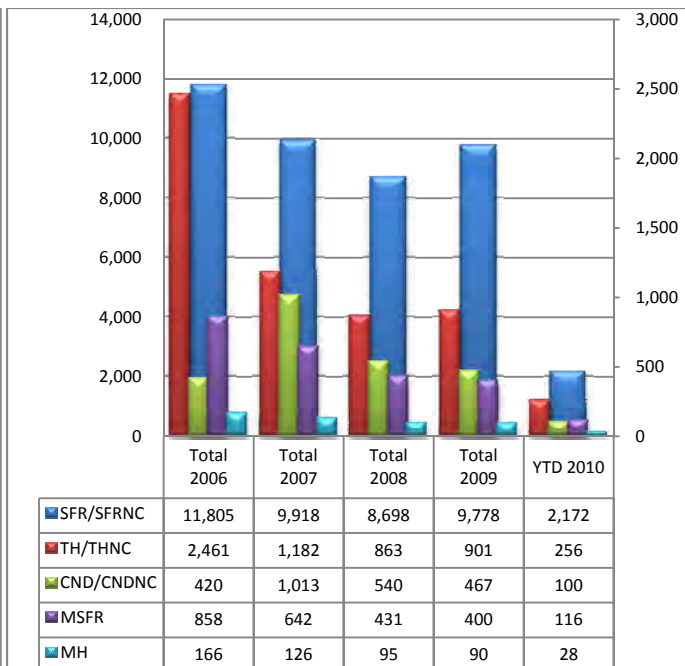
**Unit Sales – Breakdown by Type**



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



**YTD Annual Comparison – Breakdown by Type**

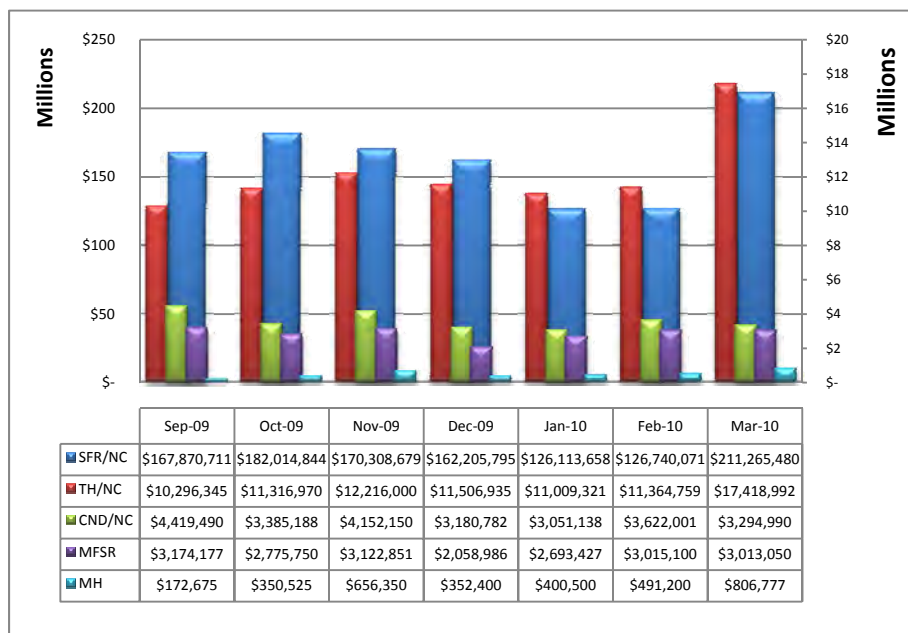


PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report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

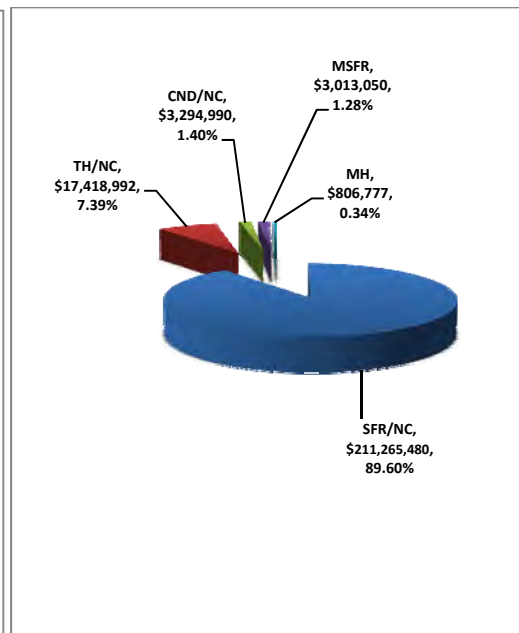
**Total Sales Volume - March 2010**



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

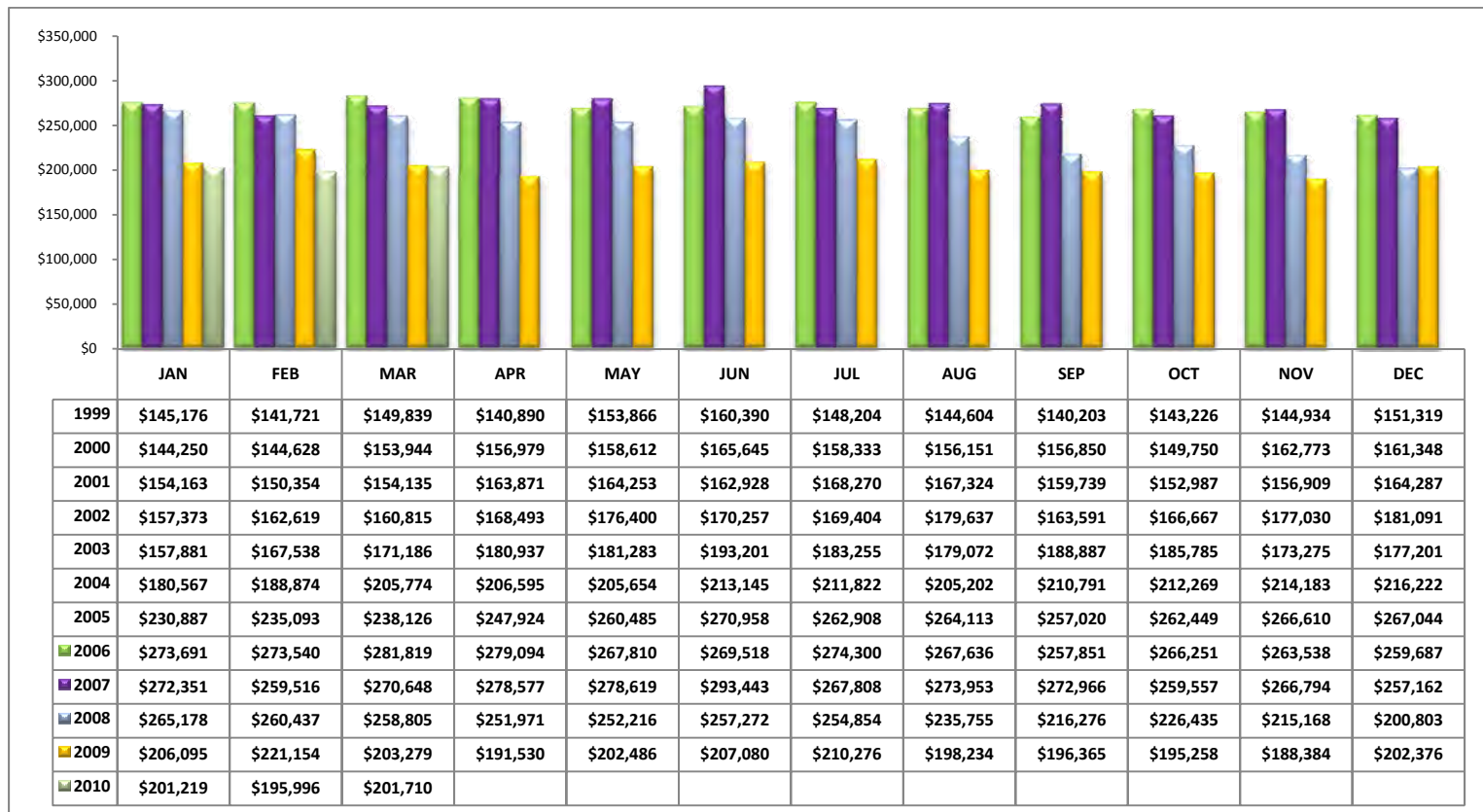


**Monthly Volume by Type**

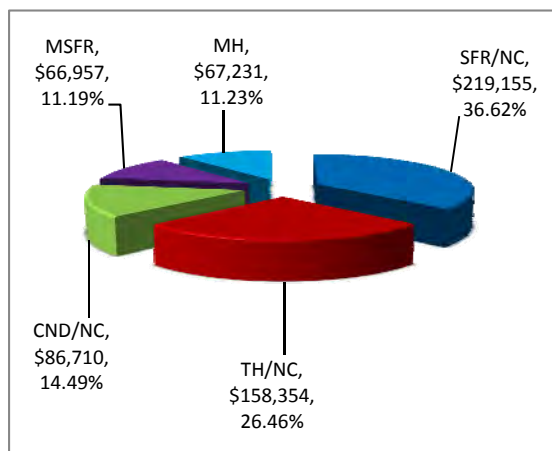


PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report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

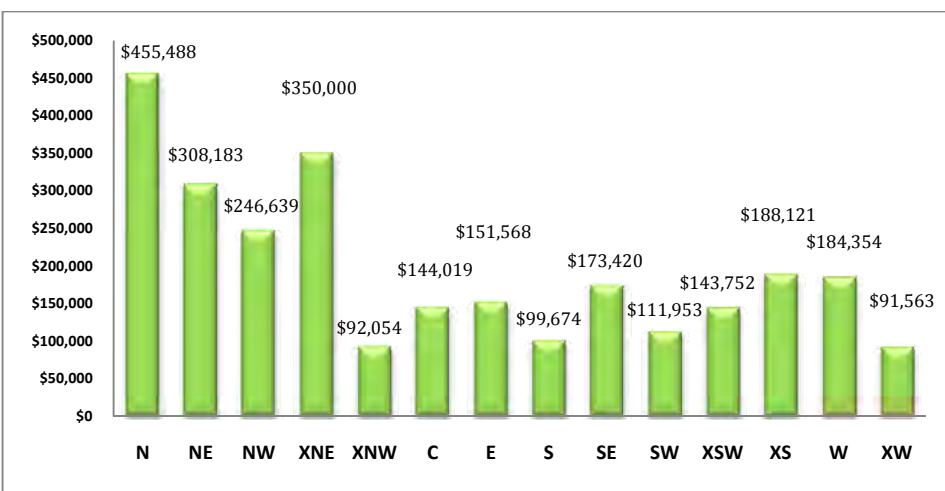
**Average Sales Price – March 2010**



**Average Sales Price by Type – March 2010**

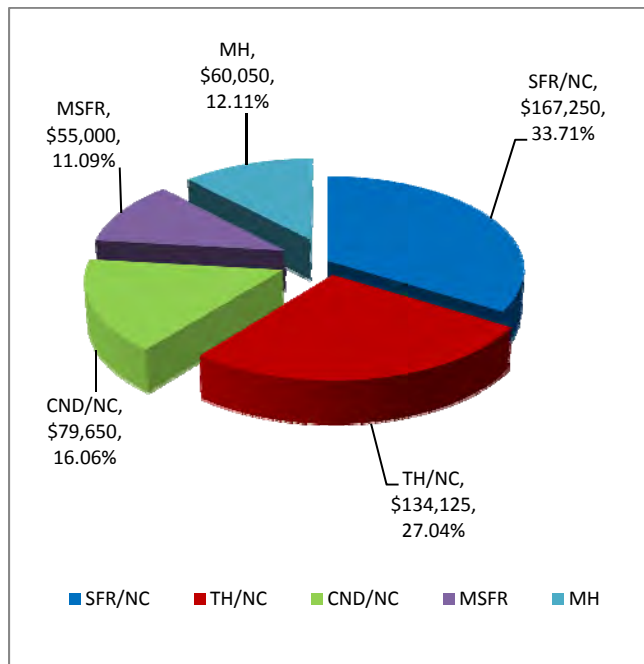


**Average "Listing" Price per Area – March 2010**

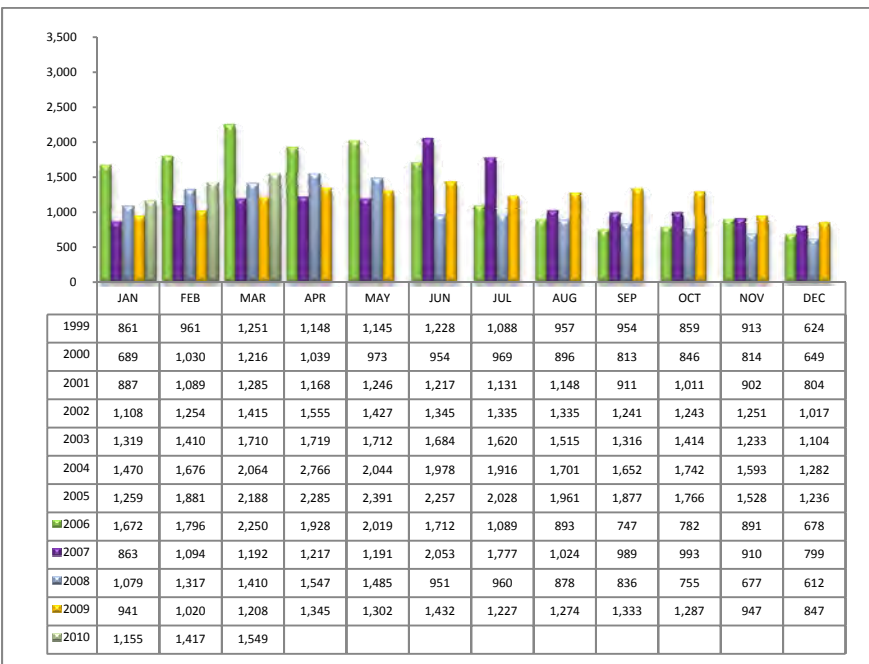


PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report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

**Median Sale Price - by Type**



**Total Listings Under Contract**



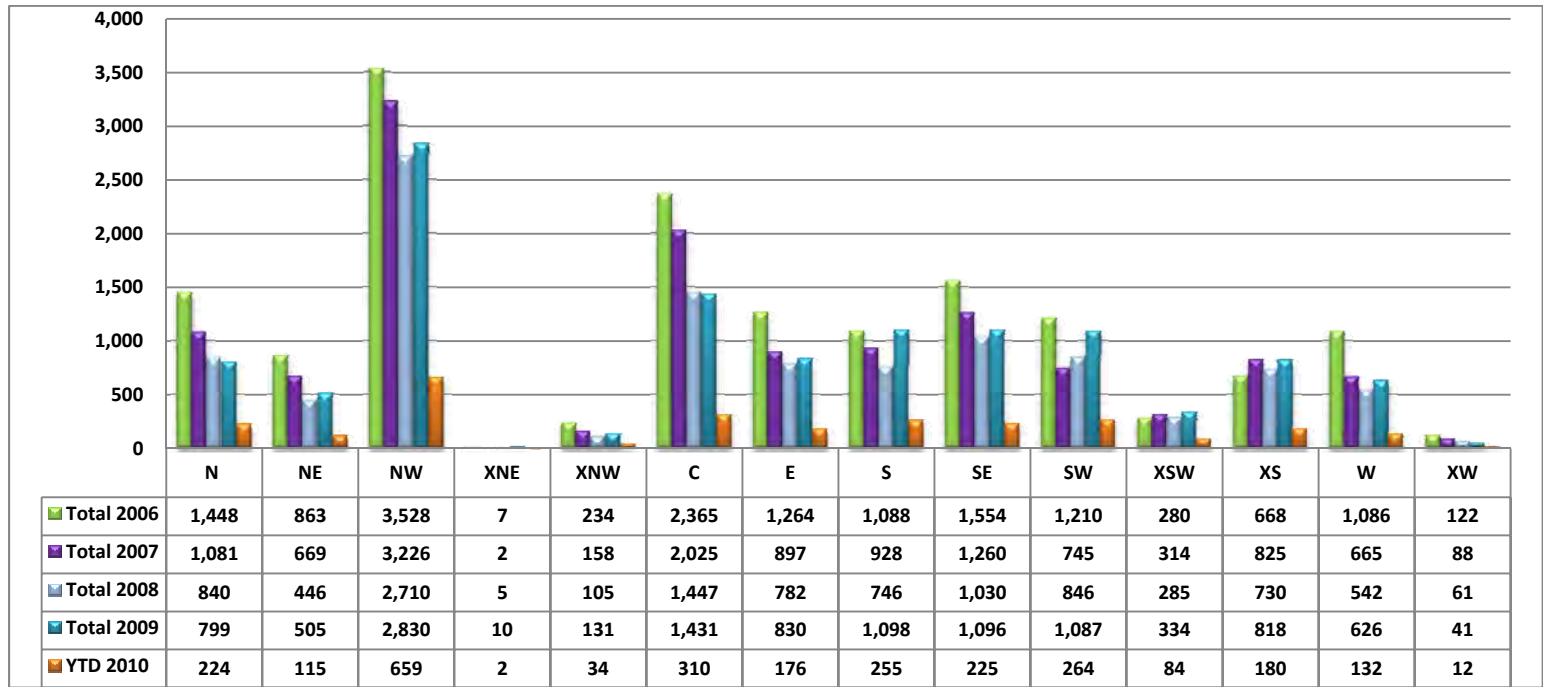
**\*\*Total Under Contract now calculating how many listings went under contract during the month rather than the total number of under contract in the MLS. (Eff. 06/08)**

**Median Sale Price - March 2010**



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.

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



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

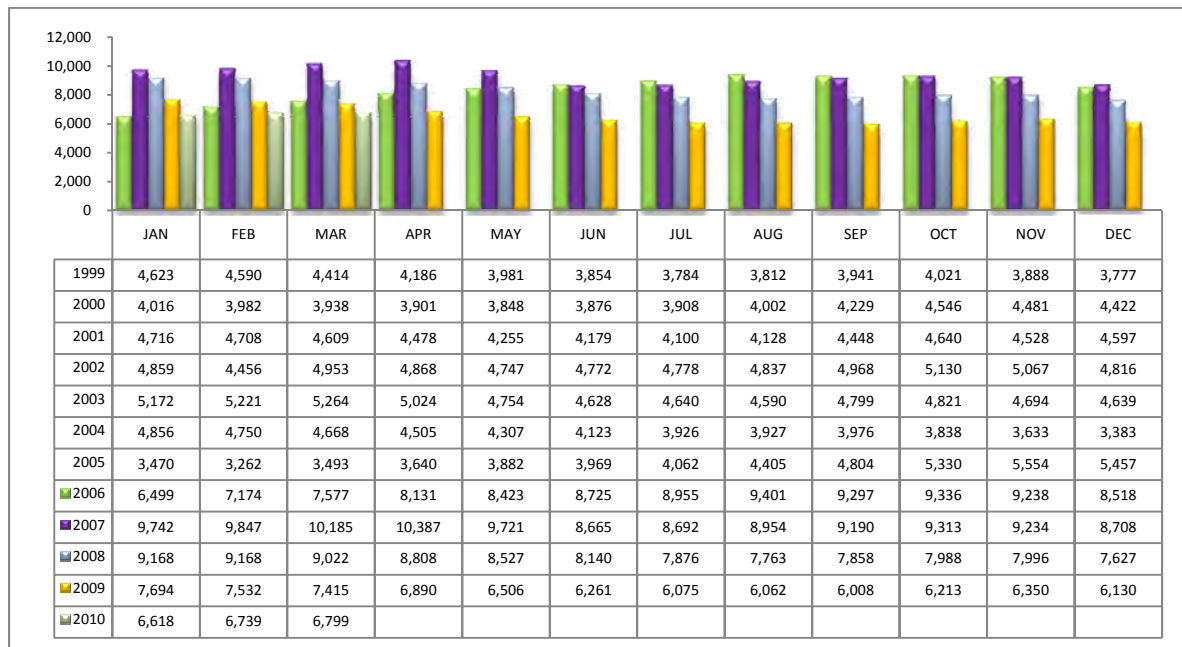
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	\$ 237,964	\$ 404,376	\$ 694,547	\$ 979,500	\$ 455,488
NE	\$ 185,573	\$ 273,681	\$ 396,332	\$ 641,500	\$ 308,183
NW	\$ 210,446	\$ 227,561	\$ 291,489	\$ 389,008	\$ 246,639
XNW	\$ 40,000	\$ 110,933	\$ 52,767	\$ 0	\$ 92,054
C	\$ 110,260	\$ 150,857	\$ 243,160	\$ 3261,800	\$ 144,019
E	\$ 89,663	\$ 160,500	\$ 168,333	\$ 152,300	\$ 151,568
S	\$ 50,836	\$ 88,904	\$ 131,913	\$ 187,000	\$ 99,674
SE	\$ 117,750	\$ 175,106	\$ 191,972	\$ 224,950	\$ 173,420
SW	\$ 89,367	\$ 107,545	\$ 133,150	\$ 69,880	\$ 111,953
XSW	\$ 128,674	\$ 159,971	\$ 214,967	\$ 0	\$ 143,752
XS	\$ 164,328	\$ 179,476	\$ 194,049	\$ 302,269	\$ 188,121
W	\$ 97,573	\$ 156,898	\$ 315,764	\$ 337,000	\$ 184,354
XW	\$ 0	\$ 91,563	\$ 0	\$ 0	\$ 91,563
XNE	\$ 350,000	\$ 0	\$ 0	\$ 0	\$ 350,000

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

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
N	33	38	25	6	102
NE	11	16	14	2	43
NW	67	127	70	12	276
XNW	1	9	3	0	13
C	62	75	10	5	152
E	11	48	15	1	75
S	11	60	34	1	106
SE	13	60	28	2	103
SW	18	57	35	2	112
XSW	26	11	3	0	40
XS	18	35	27	5	85
W	11	29	11	2	53
XW	0	8	0	0	8
XNE	1	0	0	0	1

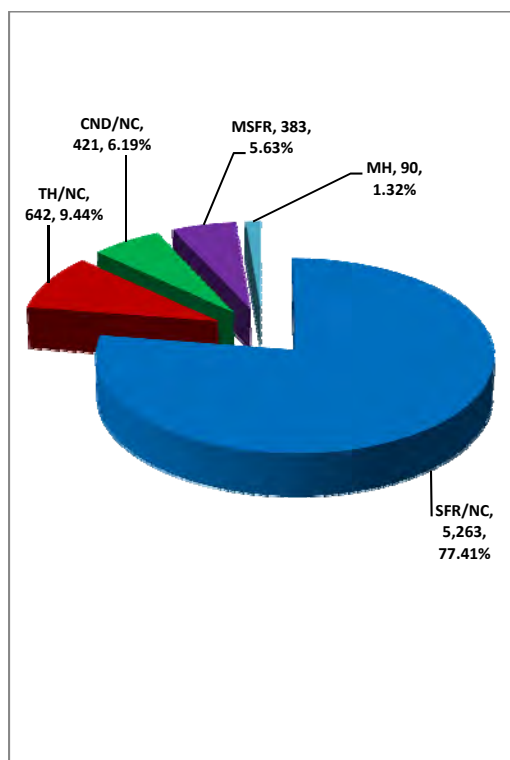
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report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

**Active Listings - March 2010**

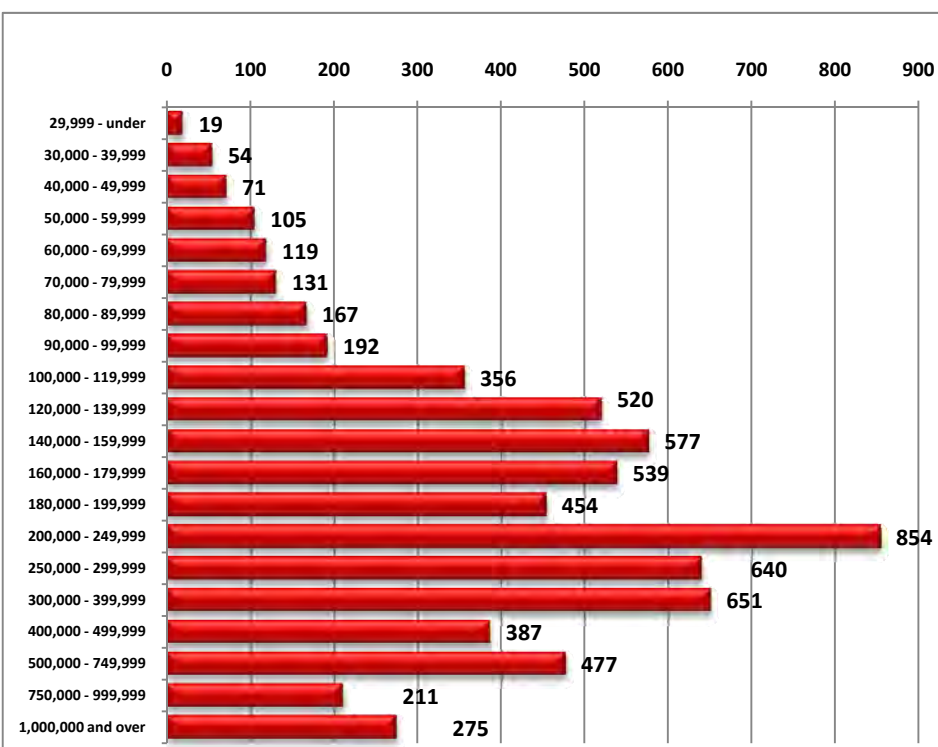


Area	# of Listings
N	744
NE	420
NW	1,786
XNE	13
XNW	103
C	882
E	446
S	327
SE	508
SW	402
XSW	301
XS	475
W	353
XW	39

**Active Listings Unit Breakdown**

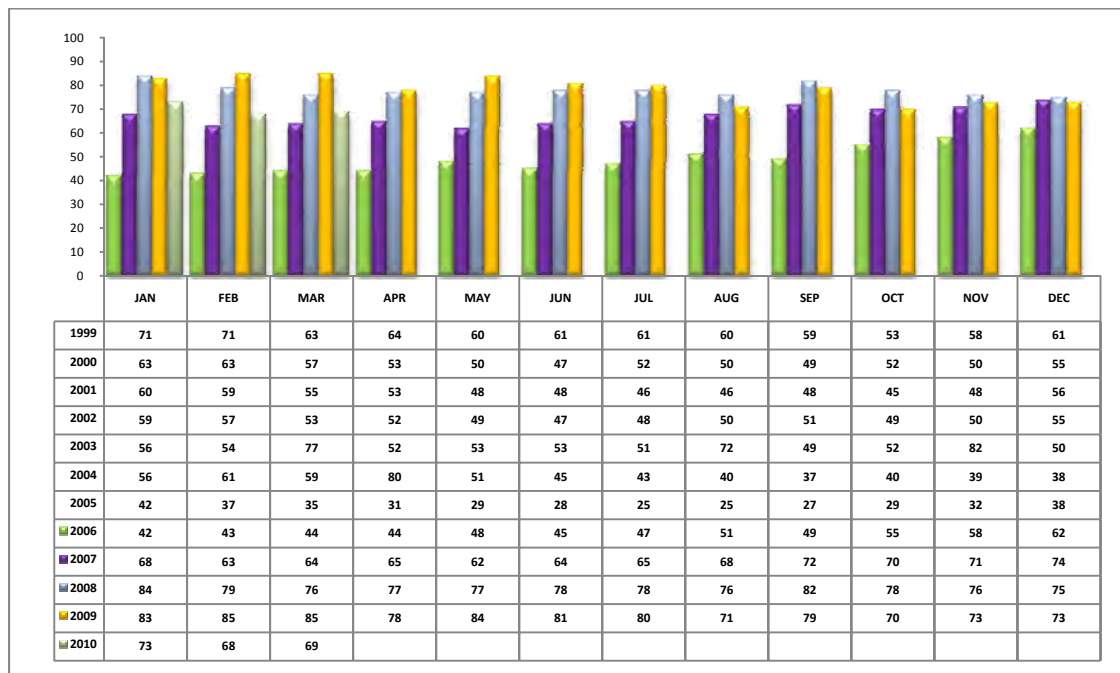


**Active Listings Price Breakdown**



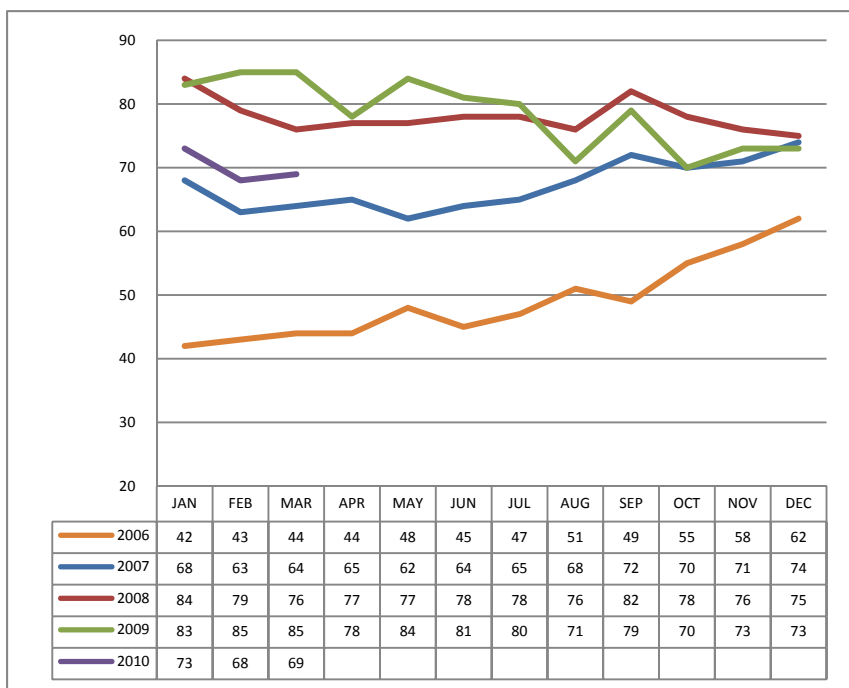
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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 - March 2010**

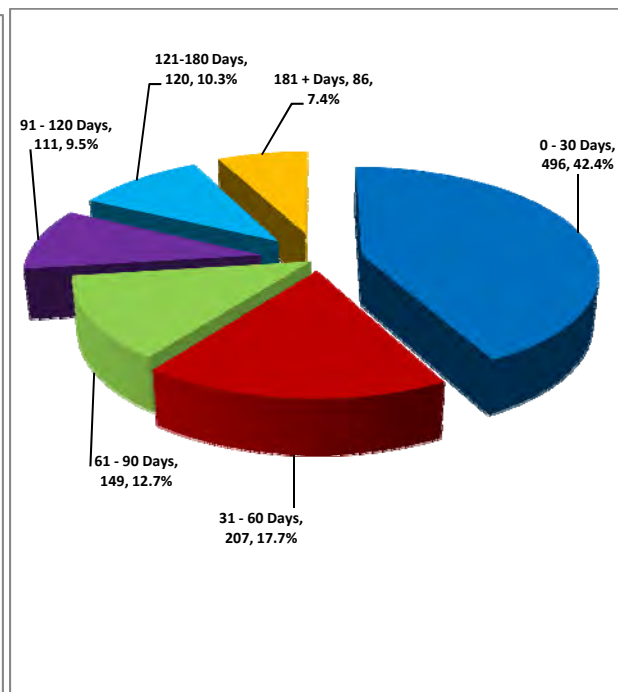


Area	Avg. DOM
N	77
NE	69
NW	77
XNE	76
XNW	73
C	67
E	56
S	48
SE	68
SW	51
XSW	86
XS	98
W	60
XW	110

**Annual Comparison - Average Days on Market/Listing**

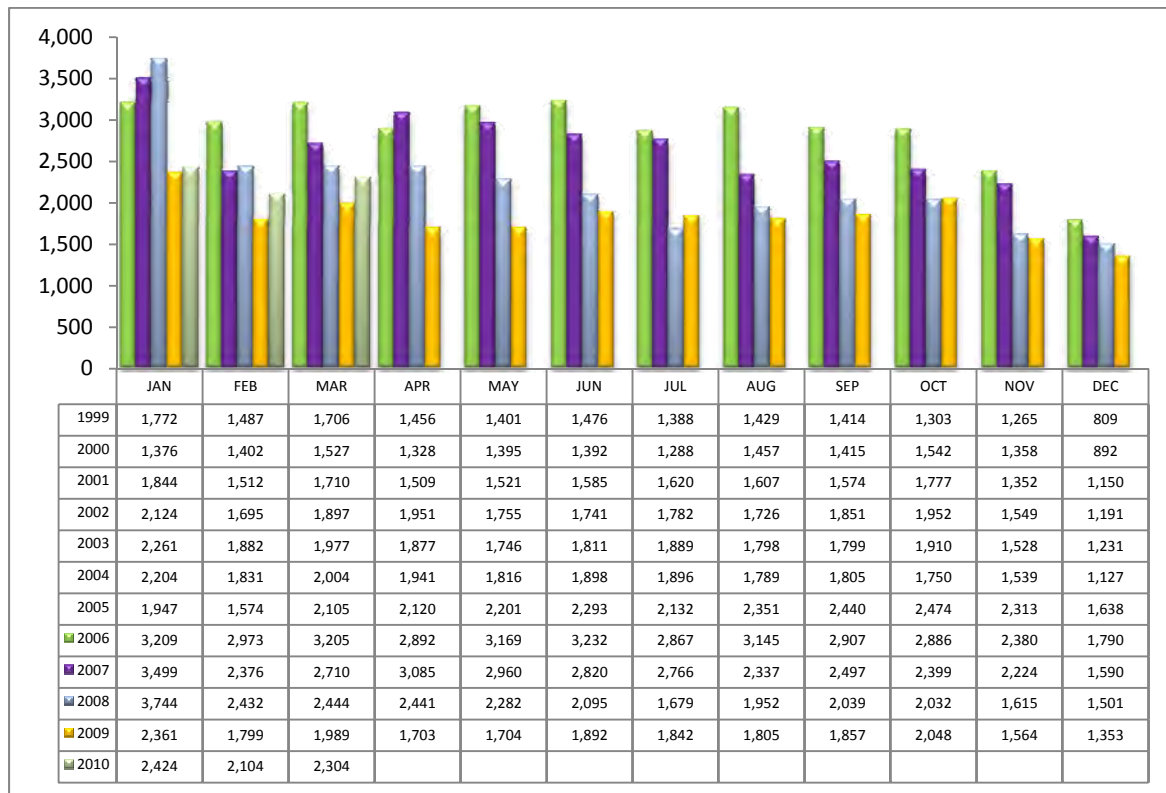


**Average Days on Market/Listing Breakdown**



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.

**New Listings – March 2010**



Area	# of Listings
N	189
NE	106
NW	534
XNE	0
XNW	41
C	341
E	177
S	166
SE	221
SW	164
XSW	62
XS	143
W	154
XW	6

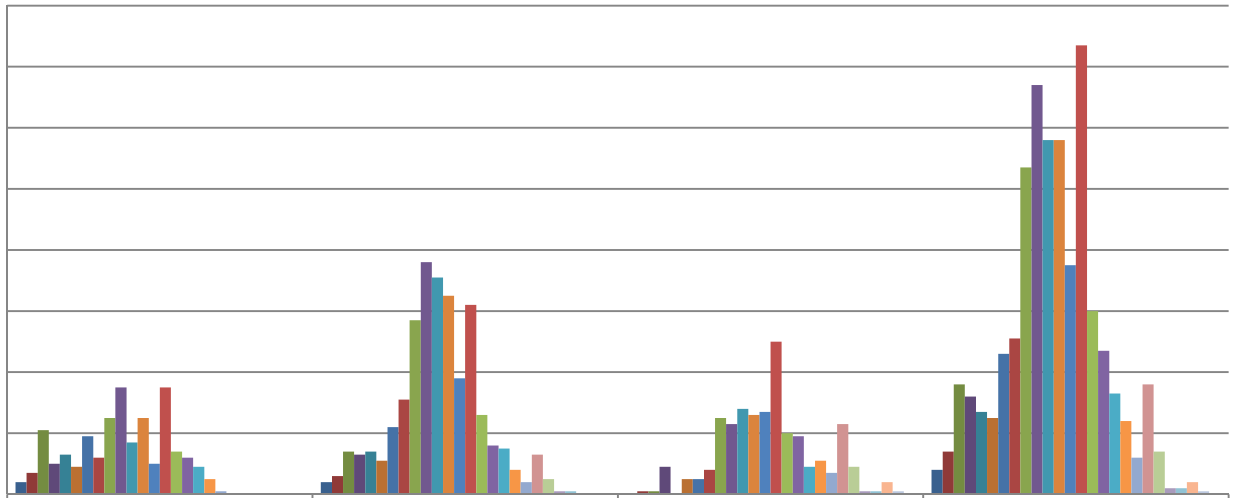
\*Includes properties that were re-listed

**Misc. MLS Information – March 2010**

Month	#Expired	WD Release	WD Temp	Re-Lists
January 2010	344	537	26	87
February 2010	328	464	11	58
March 2009	361	572	13	58
April 2009	452	513	7	41
May 2009	411	541	10	56
June 2009	462	484	13	66
July 2009	421	522	10	51
August 2009	376	442	14	59
September 2009	359	446	16	47
October 2009	339	411	21	49
November 2009	319	408	10	51
December 2009	616	378	9	15

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.

## Sale Price by Bedroom



	0-2 Bedrooms	3 Bedrooms	4+ Bedrooms	All Bedrooms
29,999 - under	4	4	0	8
30,000 - 39,999	7	6	1	14
40,000 - 49,999	21	14	1	36
50,000 - 59,999	10	13	9	32
60,000 - 69,999	13	14	0	27
70,000 - 79,999	9	11	5	25
80,000 - 89,999	19	22	5	46
90,000 - 99,999	12	31	8	51
100,000 - 119,999	25	57	25	107
120,000 - 139,999	35	76	23	134
140,000 - 159,999	17	71	28	116
160,000 - 179,999	25	65	26	116
180,000 - 199,999	10	38	27	75
200,000 - 249,999	35	62	50	147
250,000 - 299,999	14	26	20	60
300,000 - 349,999	12	16	19	47
350,000 - 399,999	9	15	9	33
400,000 - 449,999	5	8	11	24
450,000 - 499,000	1	4	7	12
500,000 - 749,999	0	13	23	36
750,000 - 999,999	0	5	9	14
1,000,000 - 1,249,999	0	1	1	2
1,250,000 - 1,499,999	0	1	1	2
1,500,000 - 1,999,999	0	0	4	4
2,000,000 - 2,999,999	0	0	1	1
3,000,000 - over	0	0	0	0

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.