

**January
2000**

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MLS Month in Review

Tucson Association of REALTORS® Multiple Listing Service, Inc.

"The Voice for Real Estate" in Tucson, Arizona

1622 North Swan Road, Tucson, Arizona, 85712



For Immediate Release: **February 29, 2000**

Contact: Donna Gallagher, President, (520) 745-4545
Gary E. Doran, Chief Executive Officer, (520) 327-4218

January 2000 Residential Home Sales

The Tucson Association of REALTORS® Multiple Listing Service, Inc. reports that January 2000's 646 existing home sales increased by 2% from the 635 units sold in January, 1999, while total sales volume increased 1% from last year's \$91,858,390 to \$92,970,088. January's average sale price for all residential types dropped 1% to \$143,917 in 2000 from \$144,659 in 1999. The average sale price for Single Family Residences was \$161,259 in January, 2000 compared to \$160,896 in January, 1999. The median sale price, the price at which half the homes were sold above and below, dropped by 3% from January 1999's \$113,000 to \$109,900 in 2000.

Average days on market dropped by 12% to 65 in January 2000, compared to 74 in January, 1999, with 38% of all closed listings selling in the first 30 days on the market. Pending contracts, those transactions subject to contract, but not yet closed escrow, decreased by 20% from 861 in January, 1999, to 689 in January, 2000. The 4,016 active listings in January, 2000, were 13% below the 4,623 in January, 1999, and the 1,376 listings added during January, 2000, are 22% below the 1,772 added in January, 1999.

"The market for homes is strong in Tucson and the surrounding areas. The market for land is especially strong all over Southern Arizona. We expect this trend to continue through 2000," says Donna Gallagher, President of Tucson Association of REALTORS®.

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The Tucson Association of REALTORS®, with more than 3,800 members, is affiliated with the Arizona Association of REALTORS® and the National Association of REALTORS®. Only members of the Association can use the term REALTOR®. Its members provide professional real estate services to buyers and sellers and adhere to the organization's strict professional Code of Ethics.

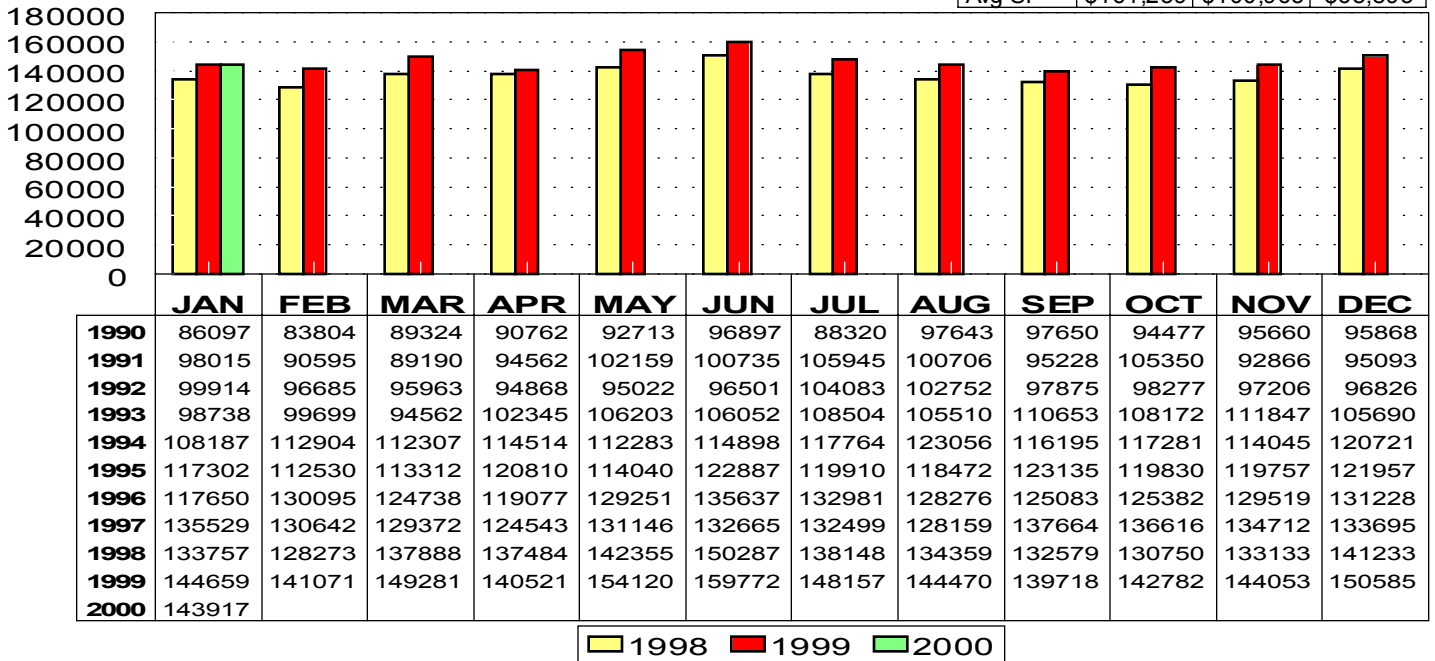
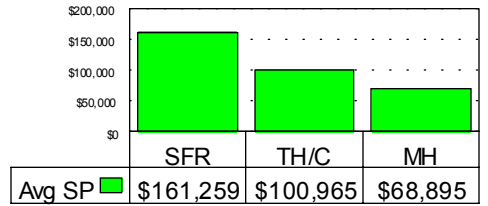
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RESIDENTIAL STATISTICS

Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

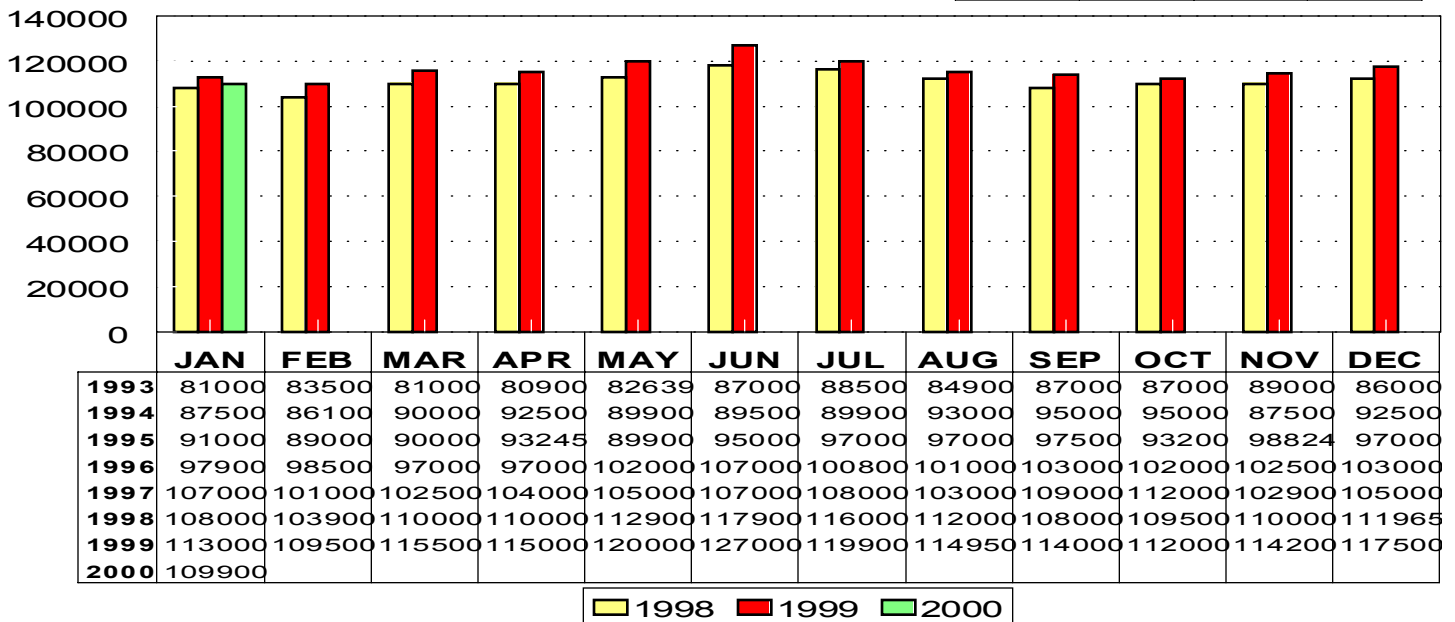
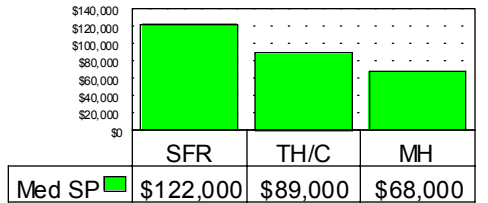
Average Sale Price

January 2000: \$143,917



Median Sale Price

January 2000: \$109,900



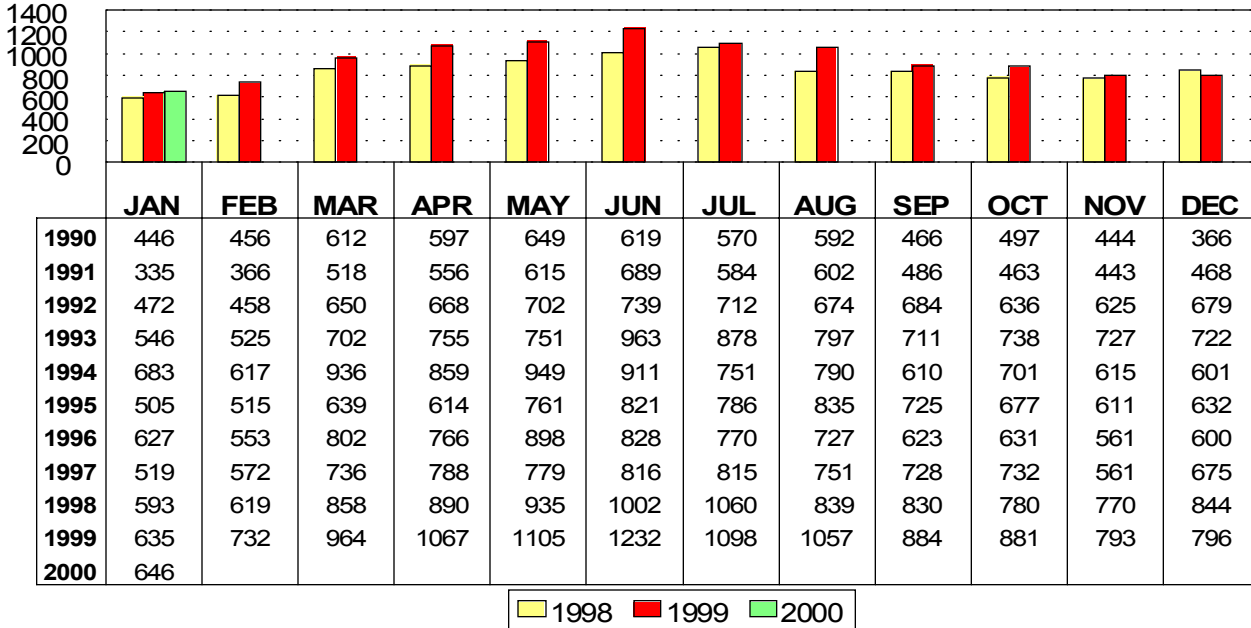
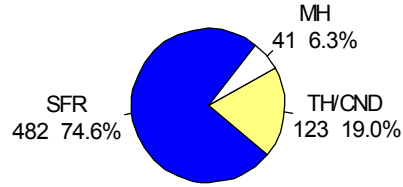
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RESIDENTIAL STATISTICS

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Total Unit Sales

January 2000: 646 Units

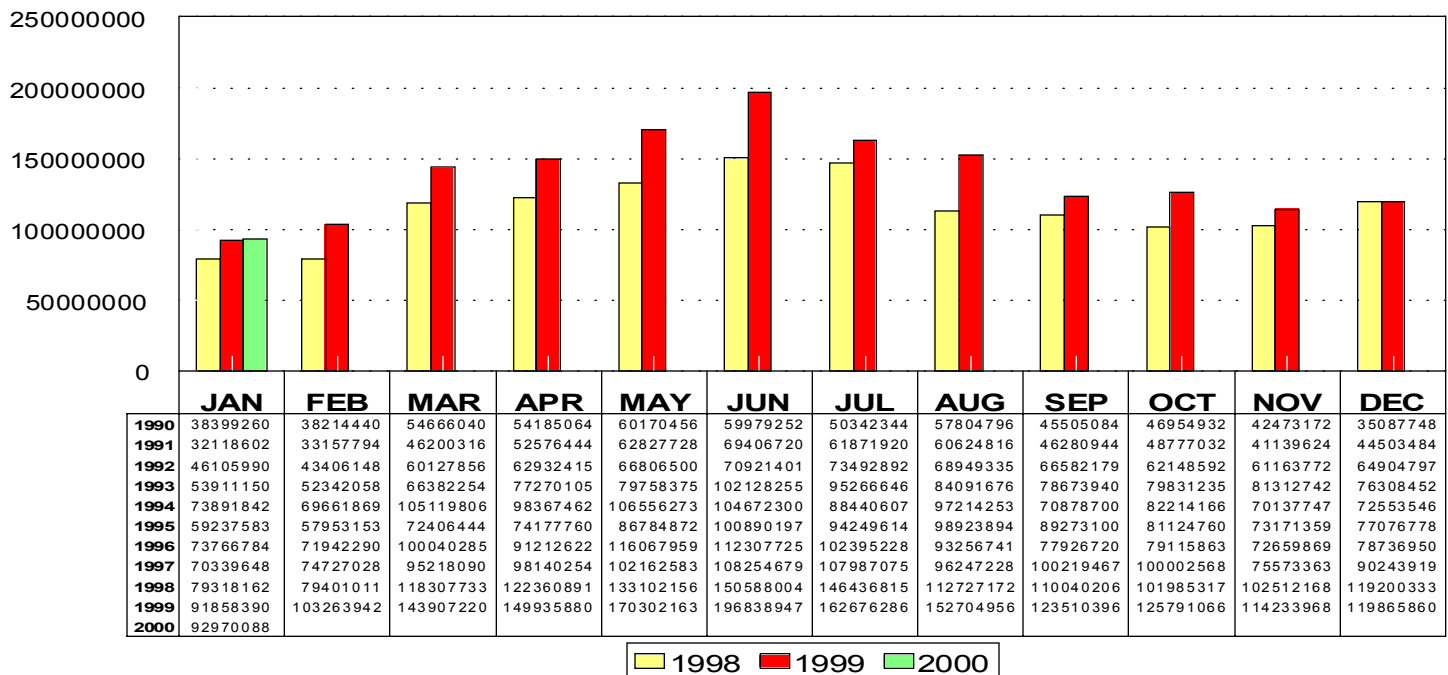
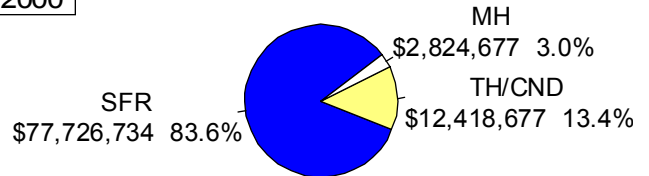


Jan 2000

Area	Sales
C	127
CCO	8
CPI	13
CSC	2
E	56
N	69
NE	35
NW	134
S	25
SE	44
SW	43
W	48
XNW	23
XS	2
XSE	4
XSW	3
XW	10

Total Sales Volume

January 2000: \$92,970,088

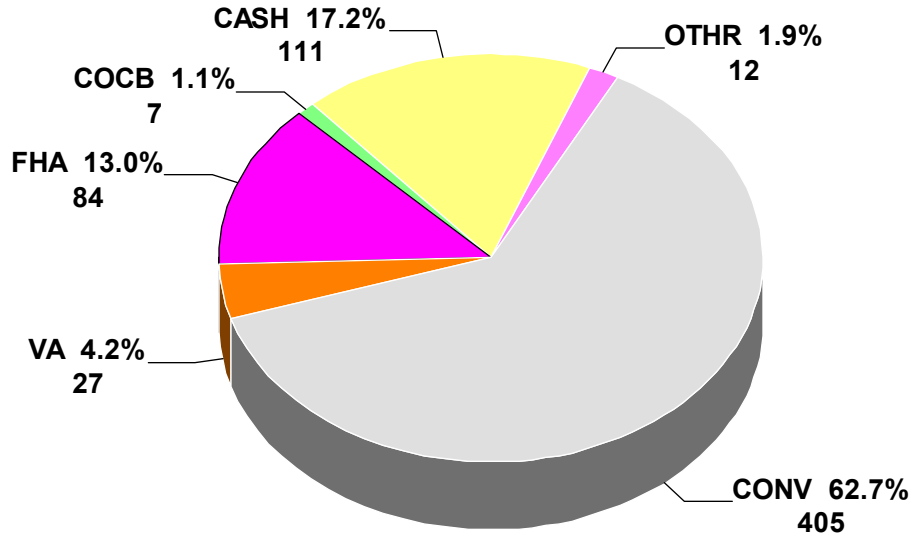


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RESIDENTIAL STATISTICS

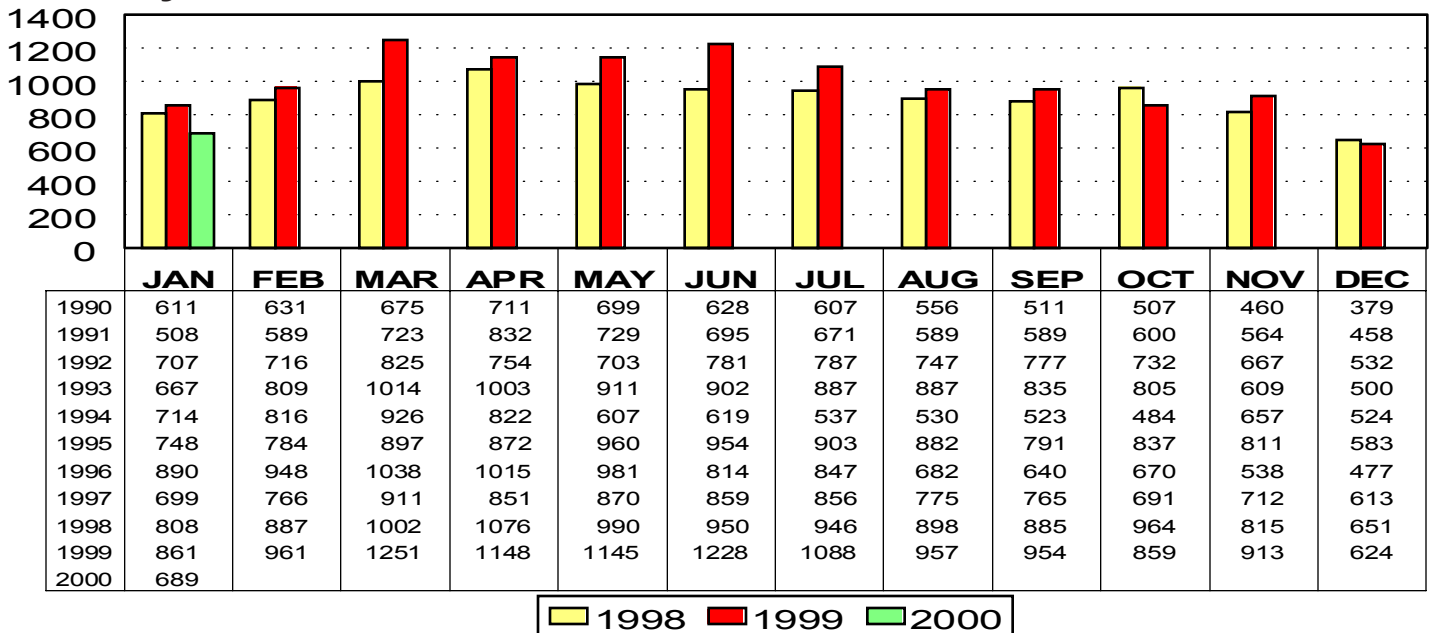
Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Terms of Sale: January 2000



Total Listings Under Contract Reported

January 2000: 689



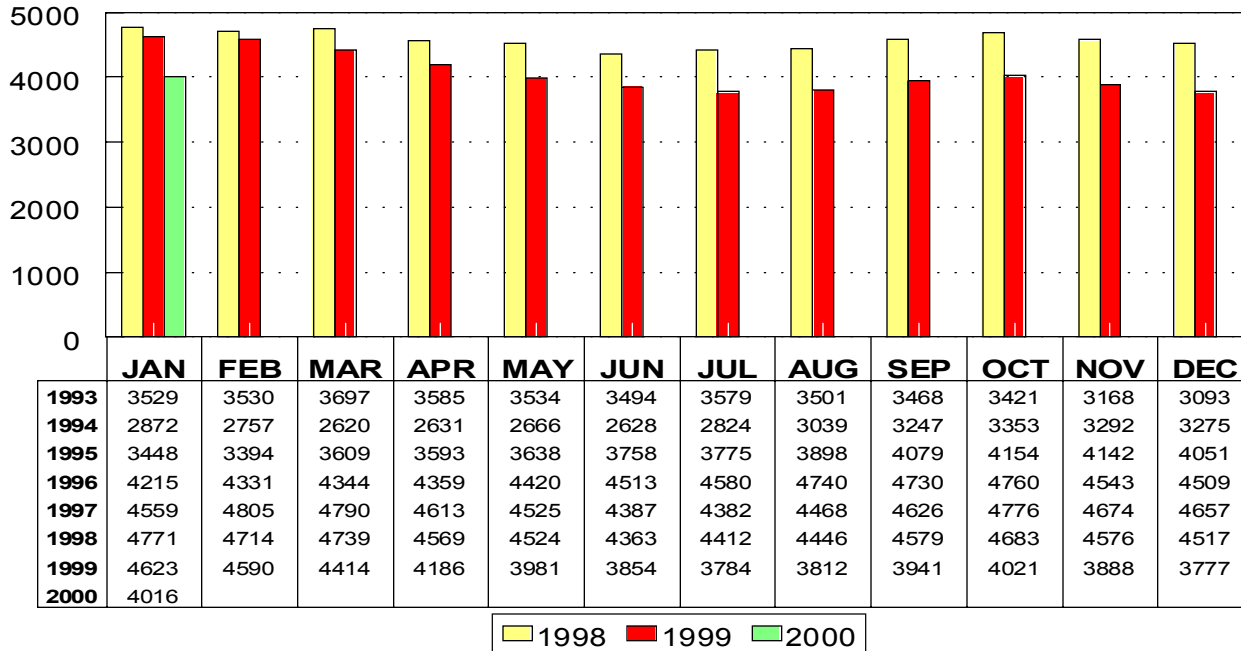
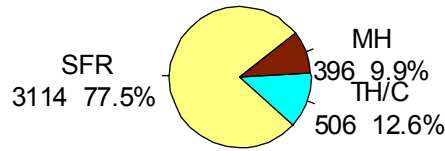
*** Note: 1995 and forward data includes listings under contract that remained active on the market**

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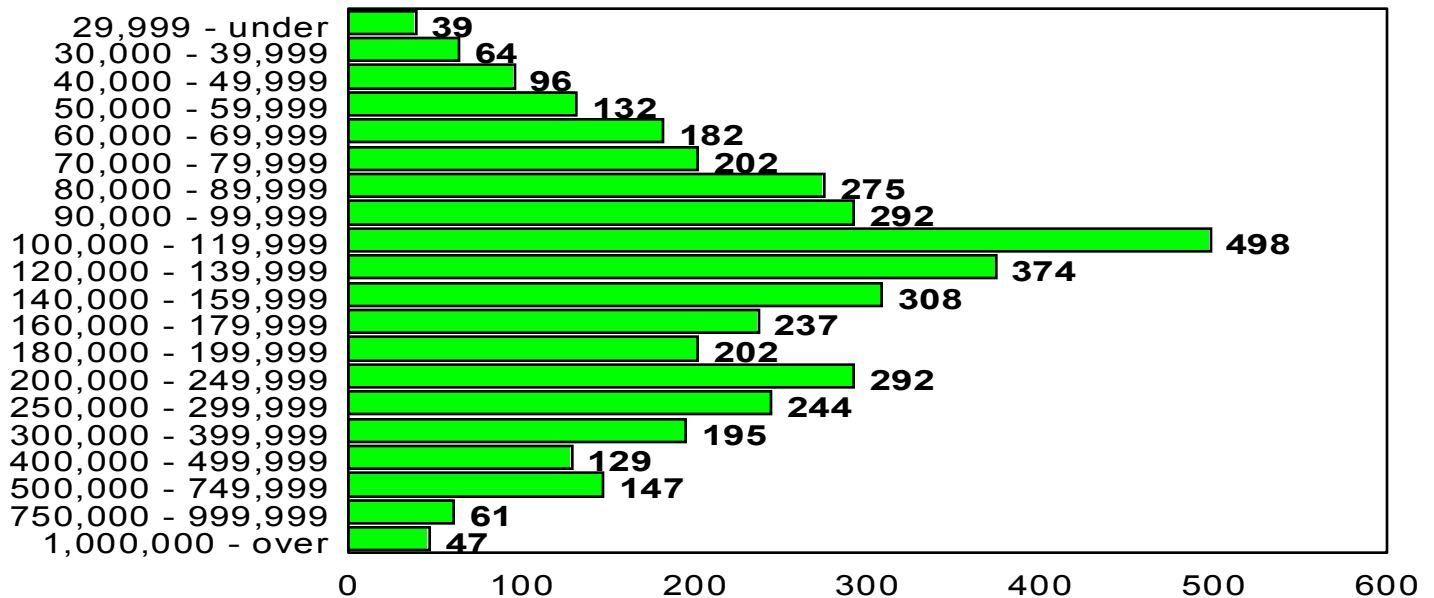
Active Listings January 2000: 4016



Jan 2000

Area	Listings
C	528
CAP	1
CCO	128
CGI	1
CNA	16
CPI	143
CSC	59
E	266
MEX	3
N	418
NE	270
NW	806
PE	1
PSW	1
S	120
SE	191
SW	250
SWA	1
W	255
XNE	5
XNW	219
XS	55
XSE	57
XSW	63
XW	159

Active Listing Price Breakdown January 2000: Average Price: \$198,419



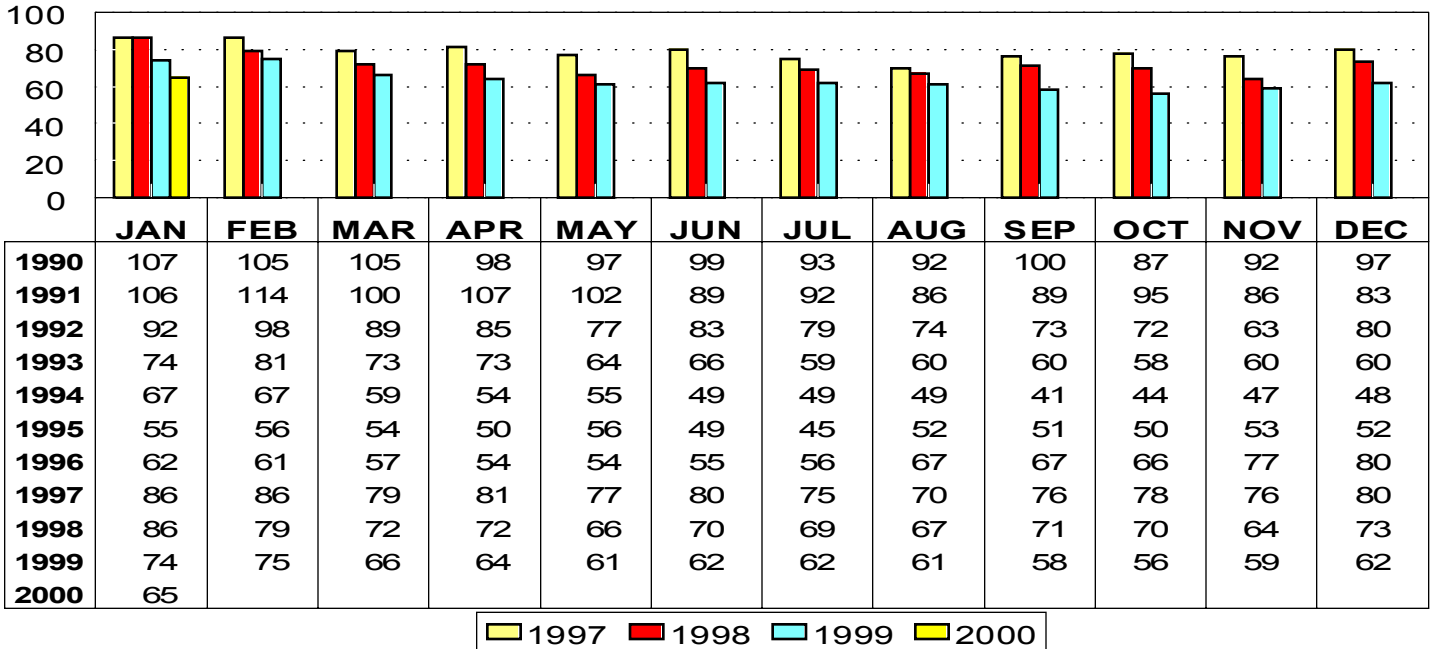
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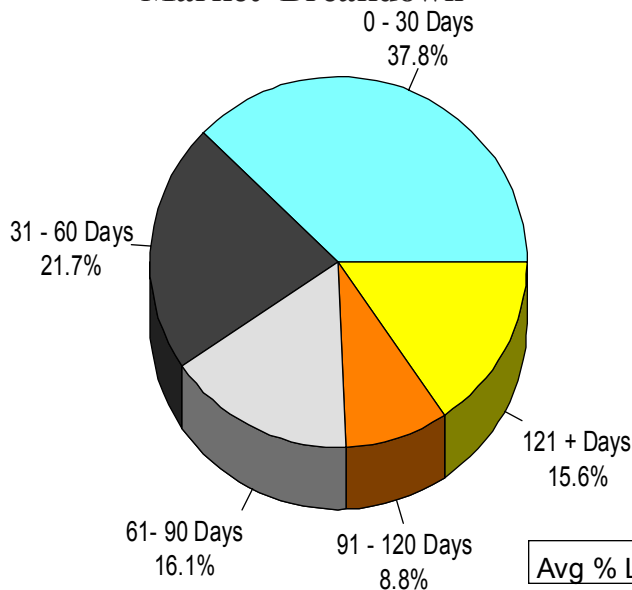
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Average Days on Market

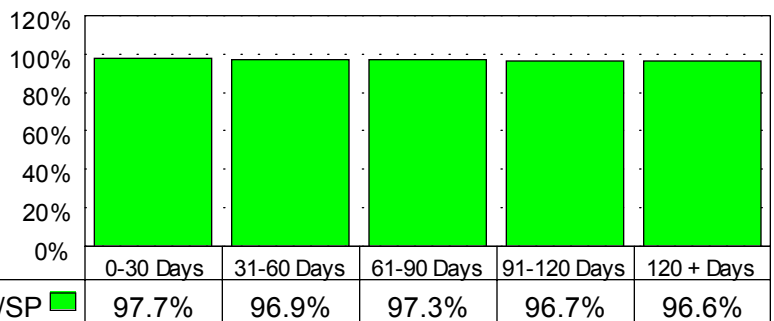
January 2000: 65 days



January 2000 Average Days on Market Breakdown



Average % of List Price Received on Solds by Market time - January 2000



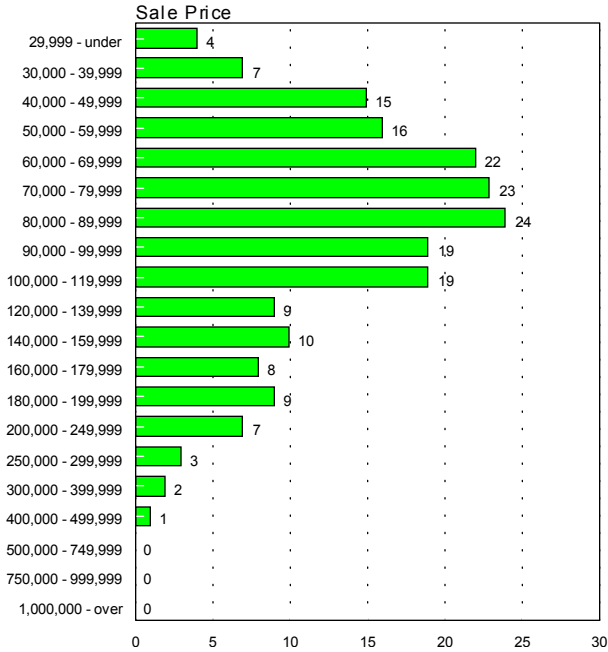
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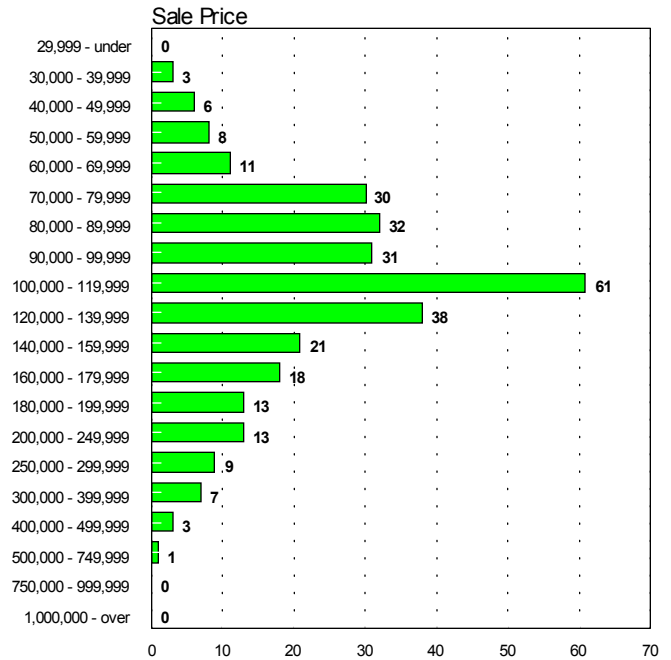
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Sales Price Breakdown by Bedrooms

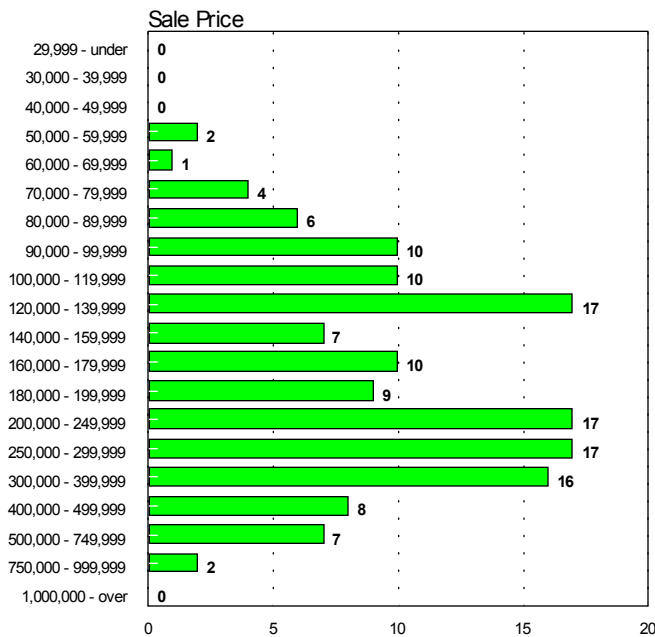
0 - 2 Bedrooms January 2000



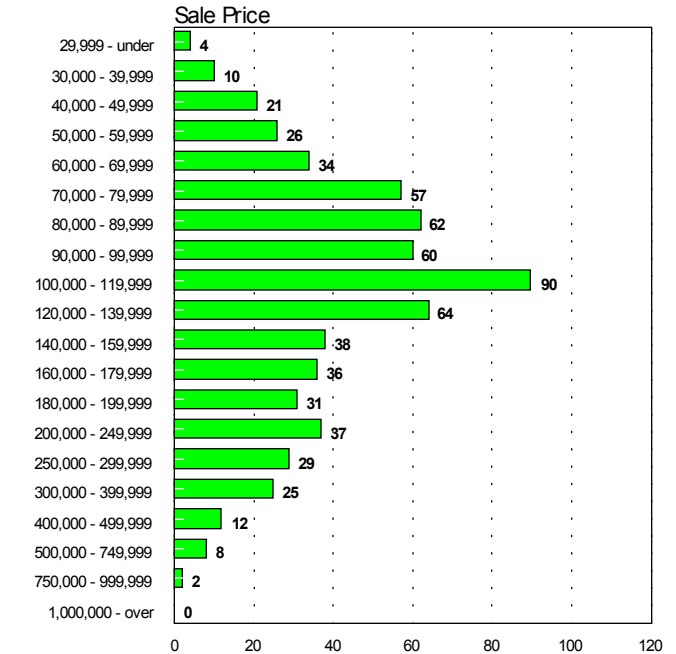
3 Bedrooms January 2000



4 + Bedrooms January 2000



All Bedrooms January 2000



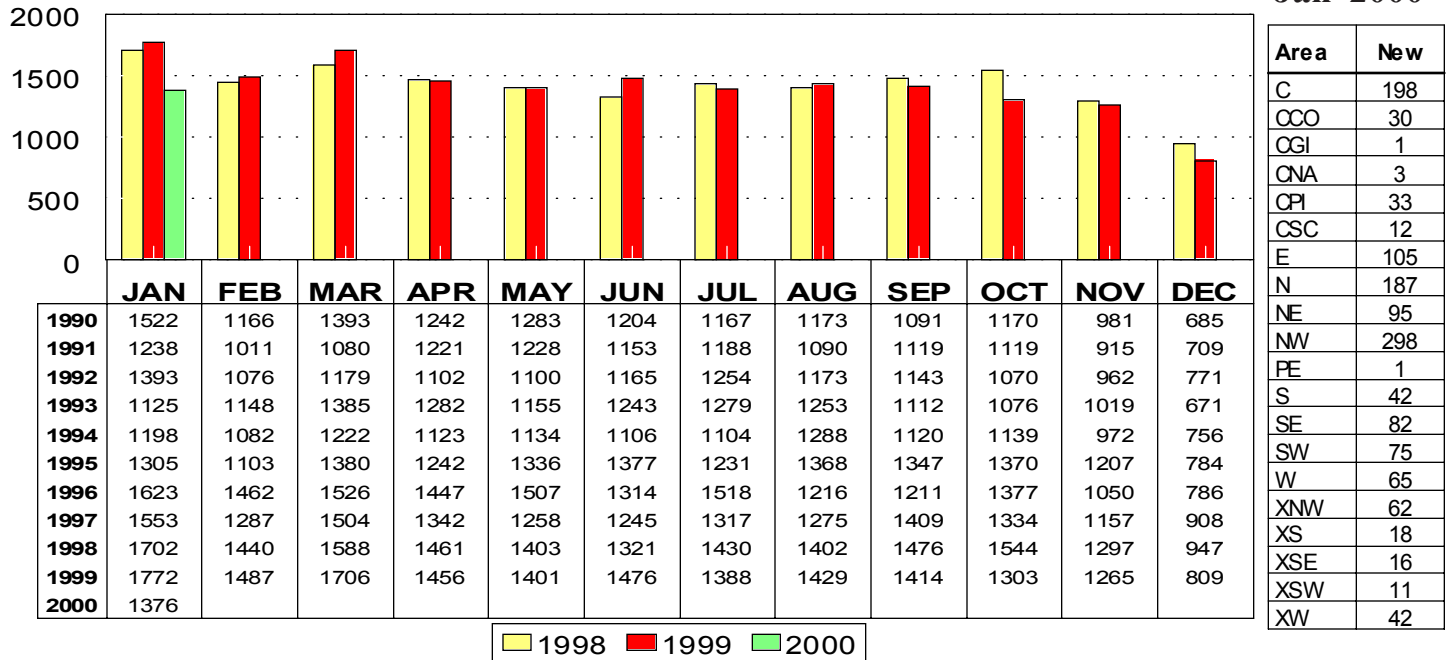
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New Listings

January 2000: 1376

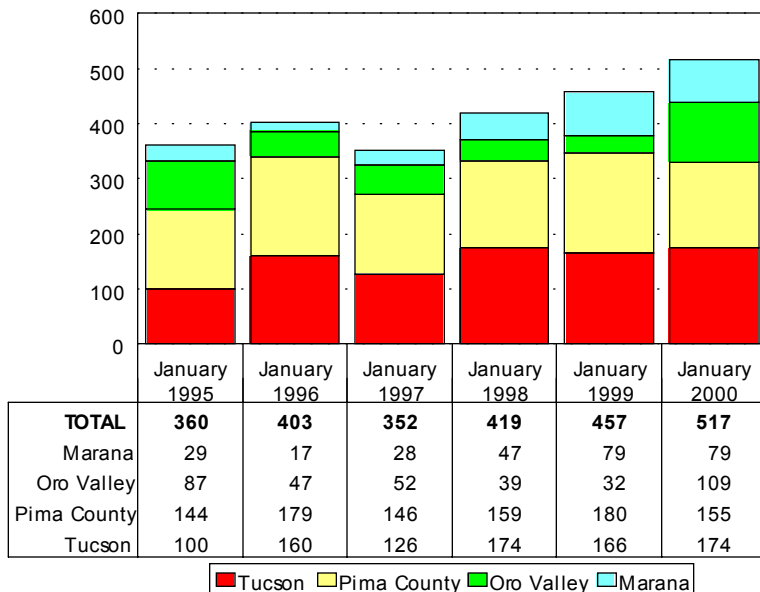


Jan 2000

Area	New
C	198
OCO	30
CGI	1
CNA	3
CPI	33
CSC	12
E	105
N	187
NE	95
NW	298
PE	1
S	42
SE	82
SW	75
W	65
XNW	62
XS	18
XSE	16
XSW	11
XW	42

New Housing Permits

January 2000: 517



January 2000 Type of Permits Issued Tucson Metro Area

Type	# Issued
Commercial Addition	22
Commercial Alteration	66
Commercial Demolition	1
Commercial New	21
Commercial Other	275
Commercial Tenant Improv	9
Duplex New	1
Duplex Other	6
Fence	11
Mobile Homes	189
Multi Family Alteration	0
Multi Family New	6
Multi Family Other	16
Patio/Ret. Wall	100
Residence Pool	100
Residential Demolition	8
Semi Public Pool	1
Sign	11
Single Family Addition	153
Single Family Alteration	63
Single Family New	554
Single Family Other	621
Travel Trailer	9
Industrial New	1
Industrial Other	0
Single Family Renewal	2
TOTAL	2246

Source: Bright Future Business Consultants

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