

**November
2000**

<http://www.tarmls.com>

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: **December 15, 2000**

Contact: Donna Gallagher, President, (520) 625-6521
Gary E. Doran, Chief Executive Officer, (520) 327-4218

November 2000 Residential Home Sales

The Tucson Association of REALTORS® Multiple Listing Service, Inc. reports that November's average sale price for all residential types rose by 14% to \$163,853 in 2000 from \$144,053 in 1999. The average sale price for Single Family Residences was \$175,402 in November 2000 compared to \$161,218 in November 1999. The median sale price, the price at which half the homes were sold above and below, rose by 9% from November 1999's \$114,200 to \$124,500 in November 2000. November 2000's total sales volume increased 19% from last year's \$114,233,968 to \$135,998,009, while existing home sales increased by 5% from 793 units sold in November 1999, to 830 in November 2000.

Average days on market dropped by 14% to 51 in November, 2000, compared to 59 in November, 1999, with 48% 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 11% from 913 in November, 1999, to 814 in November, 2000. The 4,481 active listings in November, 2000, were 15% over the 3,888 in November, 1999, and the 1,358 listings added during November, 2000, are 7% over the 1,265 added in November, 1999.

"The November 2000 residential home sales statistics indicate new records for the month of November." Said Donna Gallagher, President of the Tucson Association of REALTORS®. "There are record numbers in Total Units Sold, Total Sales Volume, and New Listings for November." She continued; "Average Sales Price, Median Sales Price and Average Days on Market are all above any prior November. With interest rates remaining around 8% or less the market seems to be fairly strong at this time of year. If December statistics remain at or even with November's we will at least tie 1999 and may exceed 1999 for the best year in Tucson real estate."

**Check Us Out Online at:
<http://www.tarmls.com>**

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.

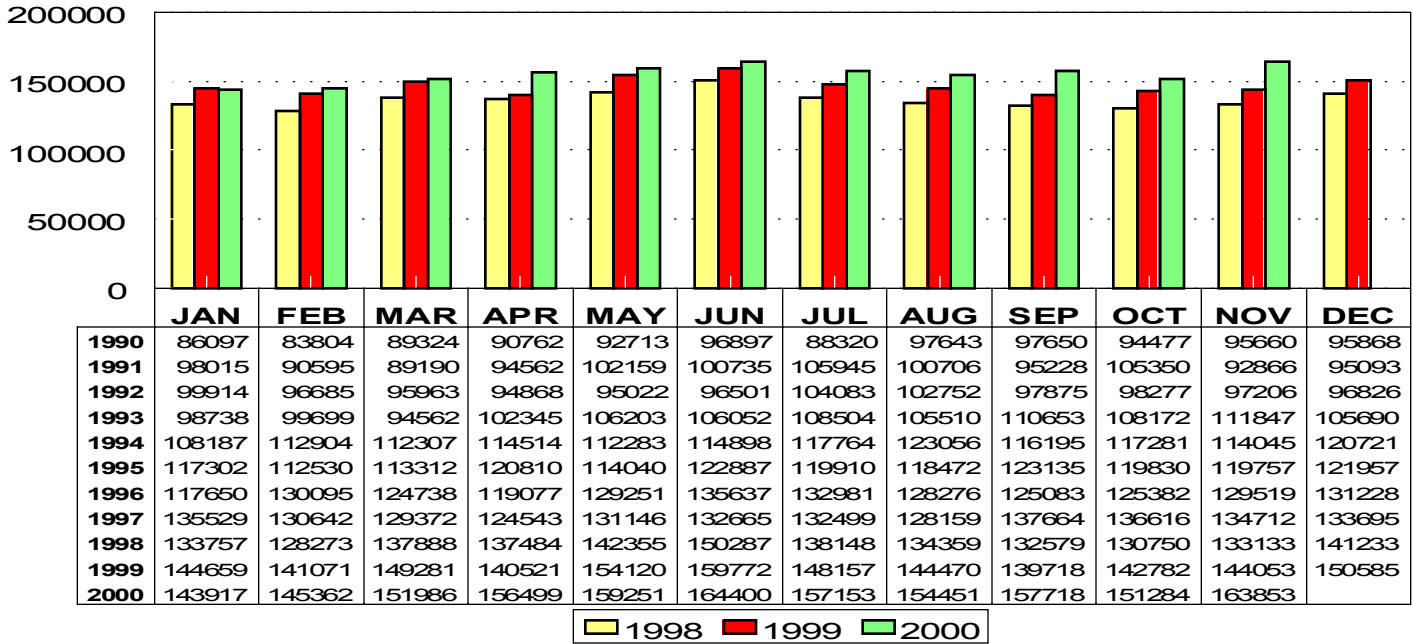
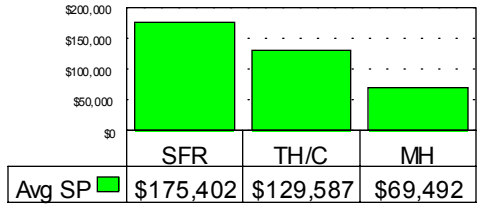
###

RESIDENTIAL STATISTICS

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

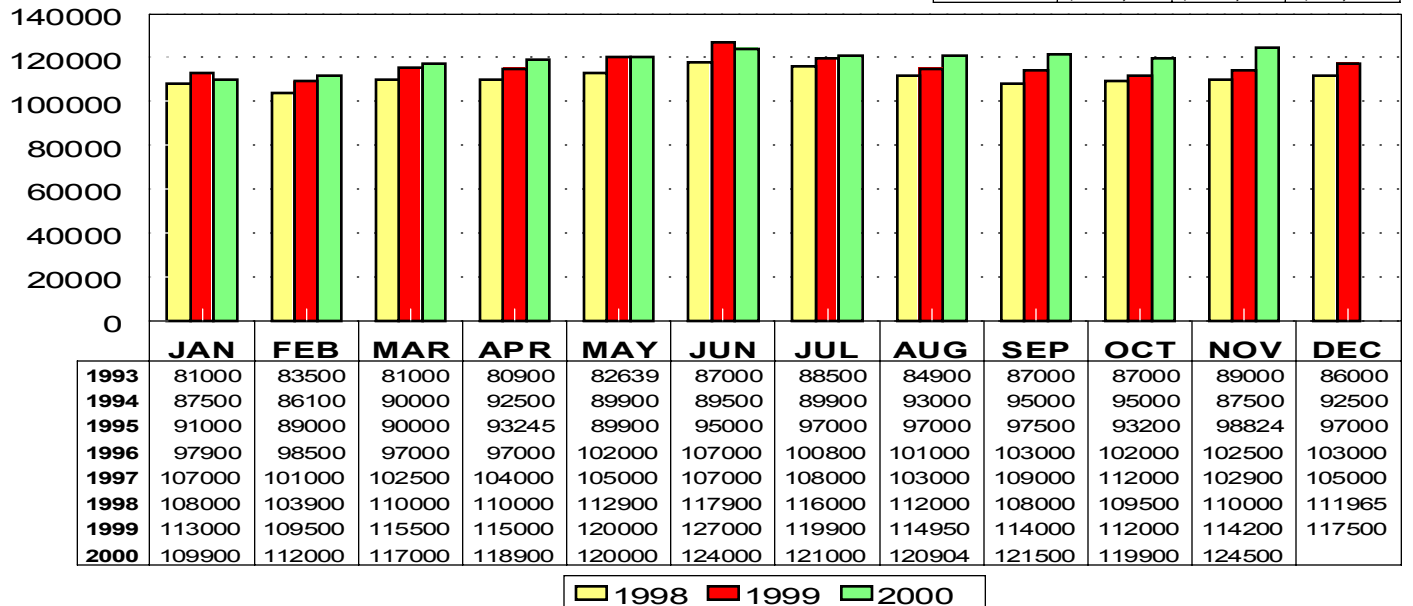
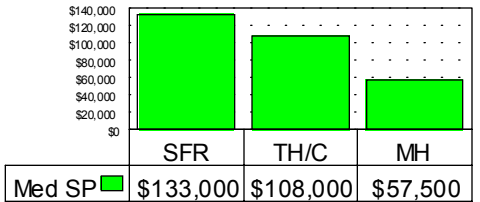
Average Sale Price

November 2000: \$163,853



Median Sale Price

November 2000: \$124,500



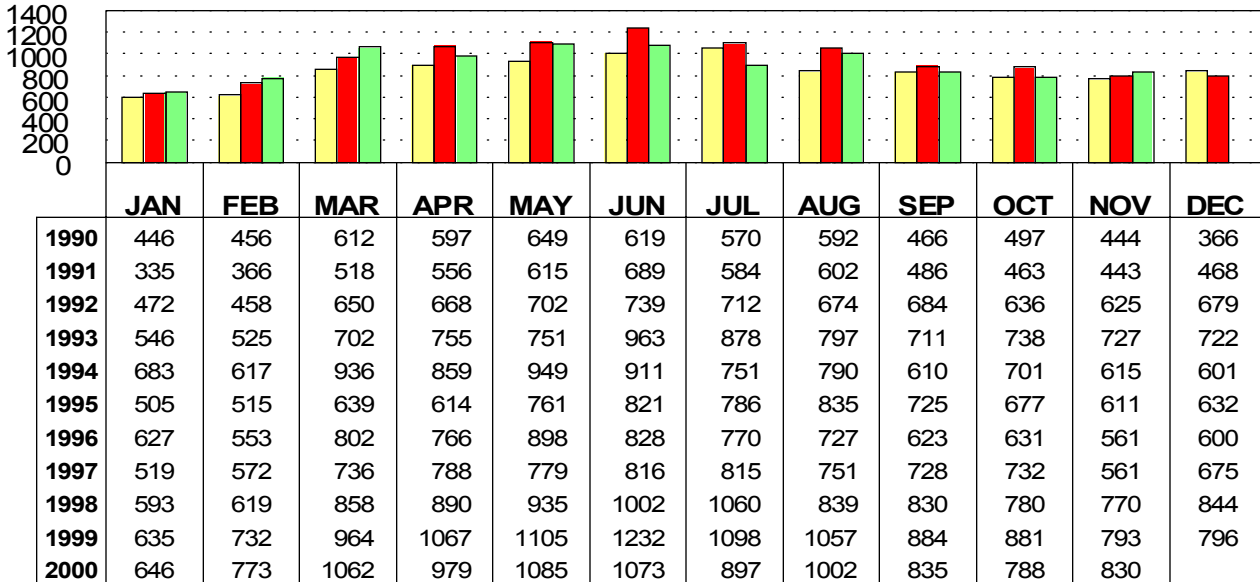
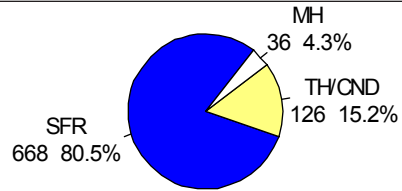
This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.

RESIDENTIAL STATISTICS

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

Total Unit Sales

November 2000: 830 Units

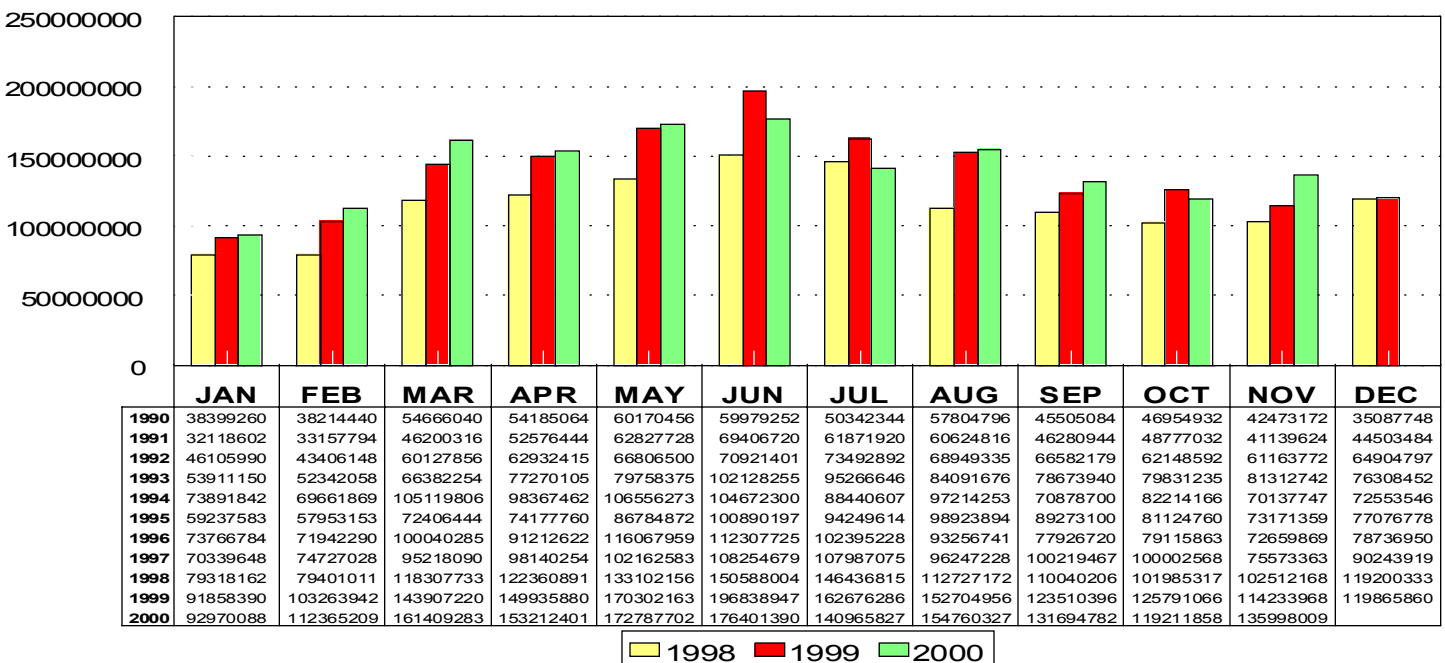
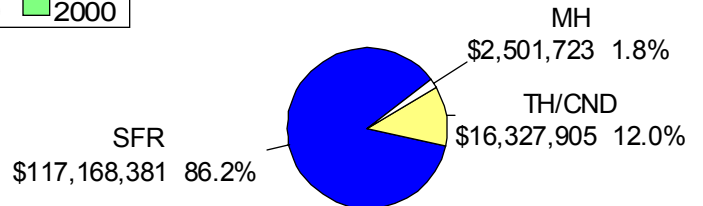


Nov 2000

| Area | Sales |
|------|-------|
| C | 142 |
| CCO | 4 |
| CPI | 15 |
| CSC | 2 |
| E | 71 |
| N | 100 |
| NE | 68 |
| NW | 185 |
| S | 42 |
| SE | 64 |
| SW | 35 |
| W | 49 |
| XNE | 1 |
| XNW | 30 |
| XS | 5 |
| XSE | 1 |
| XSW | 3 |
| XW | 13 |

Total Sales Volume

November 2000: \$135,998,009

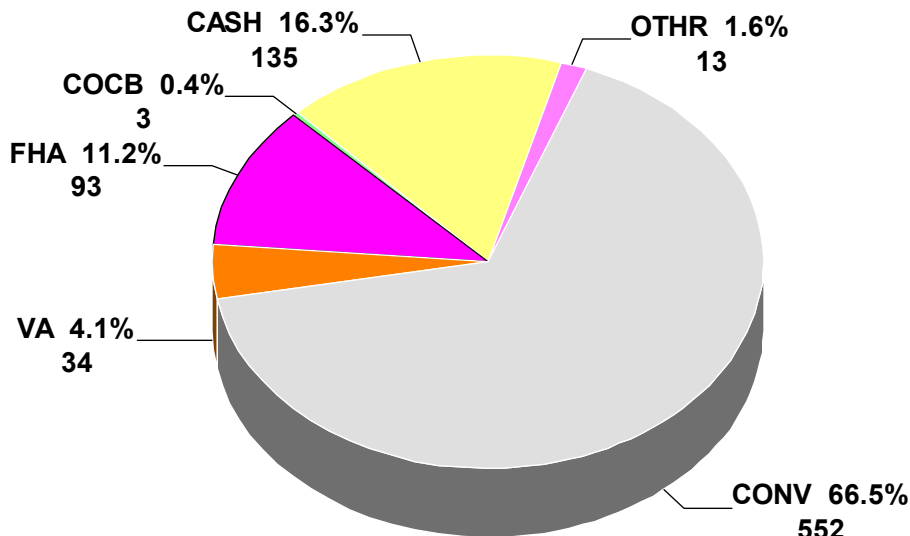


This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.

RESIDENTIAL STATISTICS

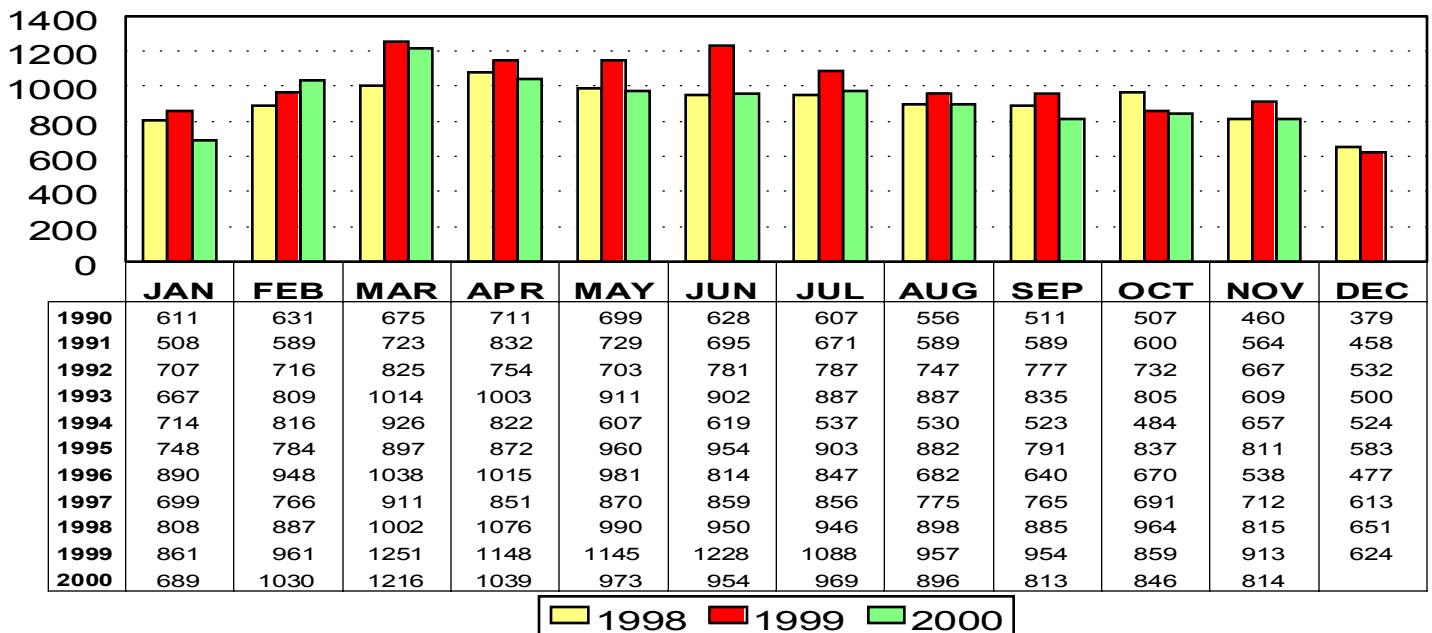
Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Terms of Sale: November 2000



Total Listings Under Contract Reported

November 2000: 814



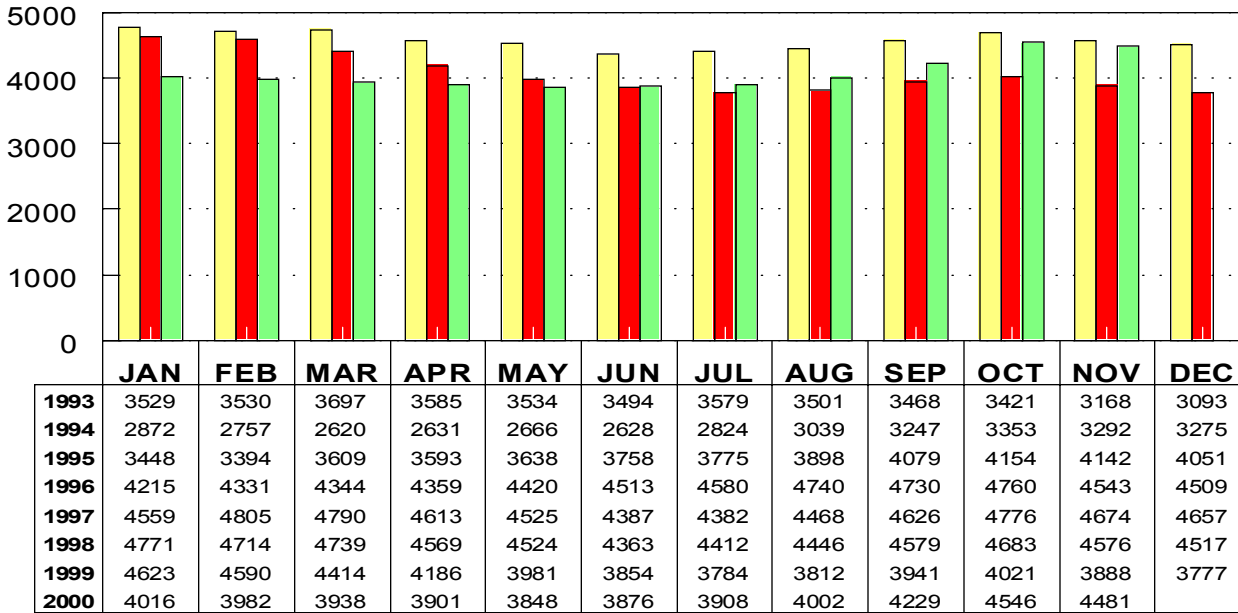
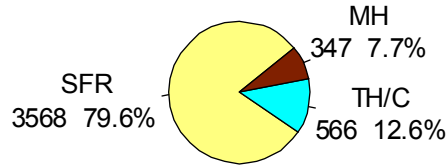
*** Note: 1995 and forward data includes listings under contract that remained active on the market**

This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.

RESIDENTIAL STATISTICS

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

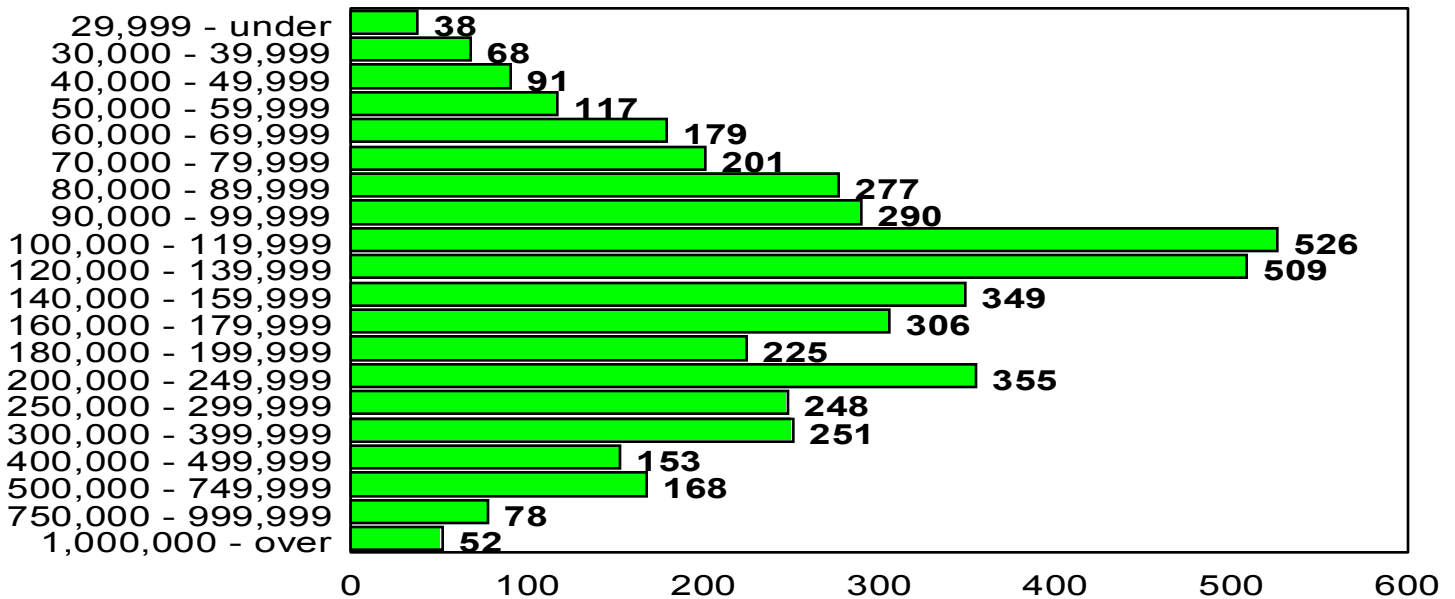
Active Listings November 2000: 4481



Nov 2000

| Area | Listings |
|------|----------|
| C | 572 |
| CAP | 1 |
| CCO | 162 |
| CGI | 2 |
| CGR | 3 |
| CMC | 1 |
| CPI | 196 |
| CSC | 59 |
| CYA | 1 |
| E | 306 |
| MEX | 4 |
| N | 422 |
| NE | 310 |
| NW | 844 |
| PS | 1 |
| PSW | 1 |
| S | 121 |
| SE | 232 |
| SRI | 1 |
| SW | 258 |
| W | 252 |
| XN | 1 |
| XNE | 4 |
| XNW | 245 |
| XS | 75 |
| XSE | 55 |
| XSW | 158 |
| XW | 194 |

Active Listing Price Breakdown November 2000: Average Price: \$205,926



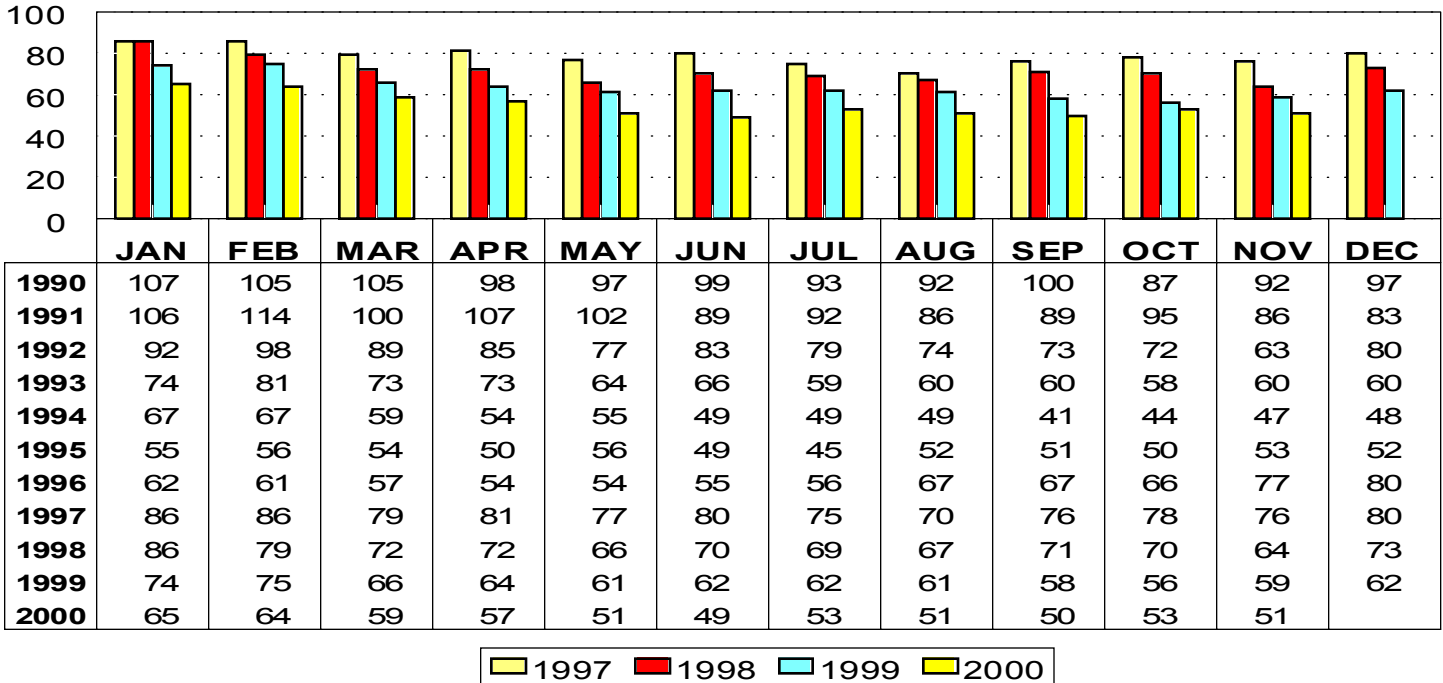
This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.

RESIDENTIAL STATISTICS

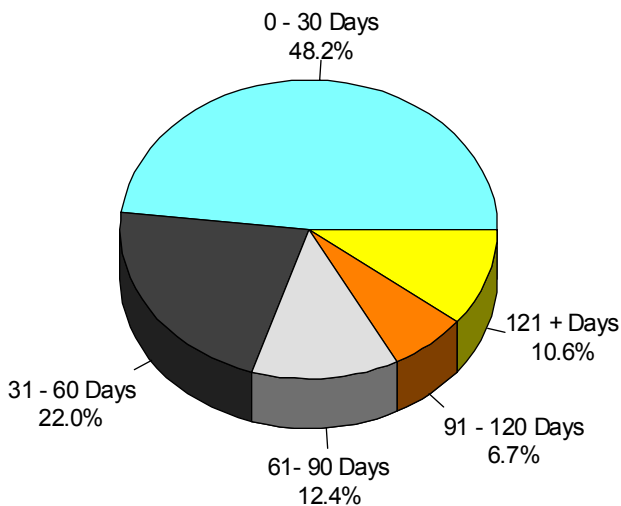
Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Average Days on Market

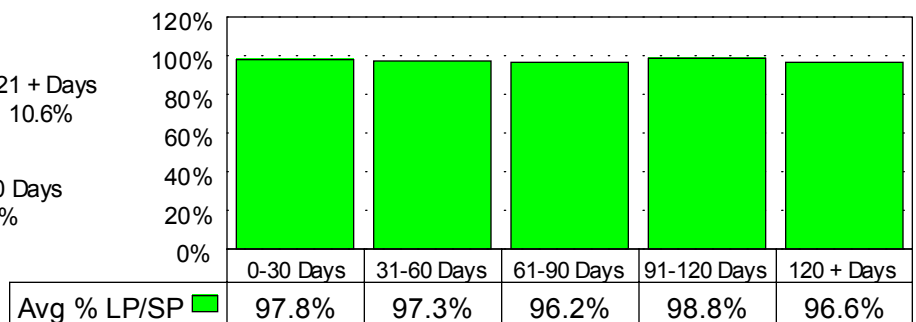
November 2000: 51 days



November 2000 Average Days on Market Breakdown



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



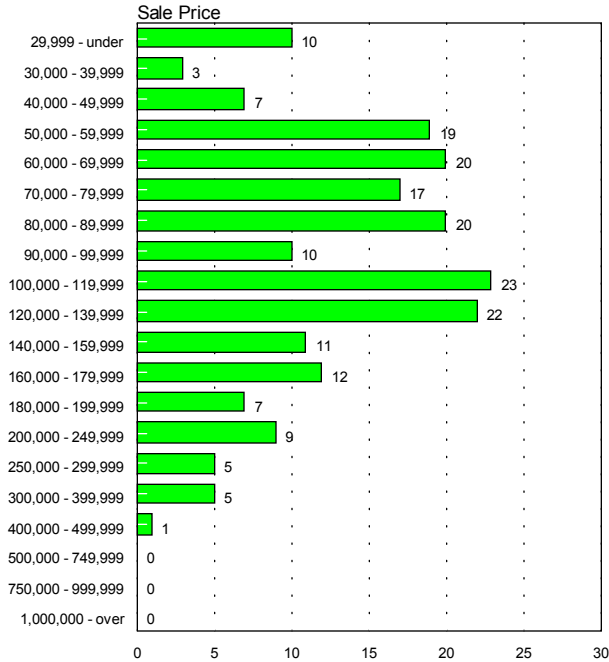
This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.

RESIDENTIAL STATISTICS

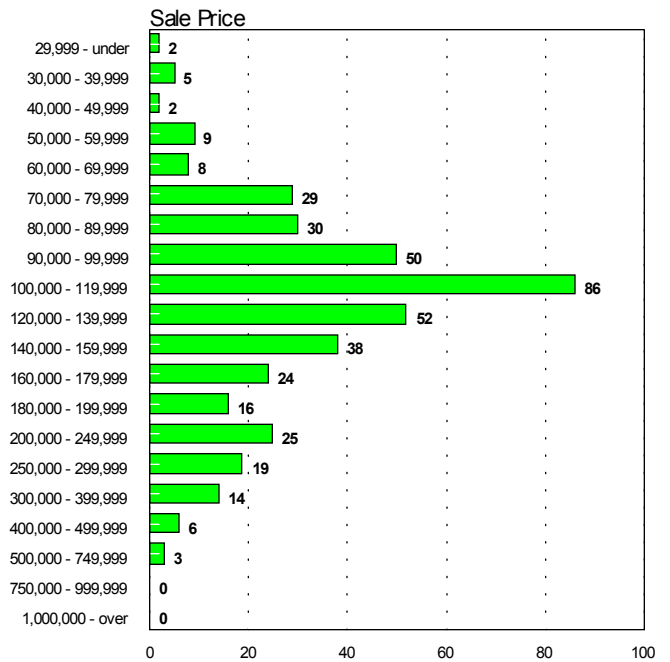
Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Sales Price Breakdown by Bedrooms

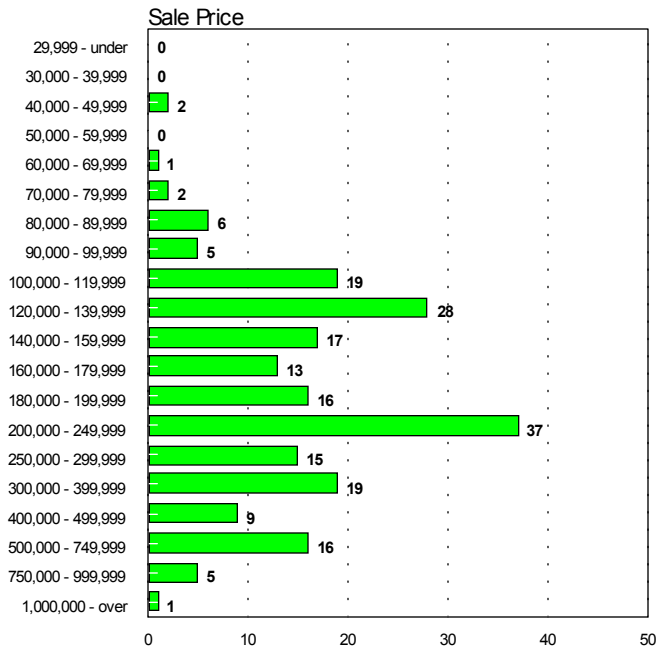
0 - 2 Bedrooms November 2000



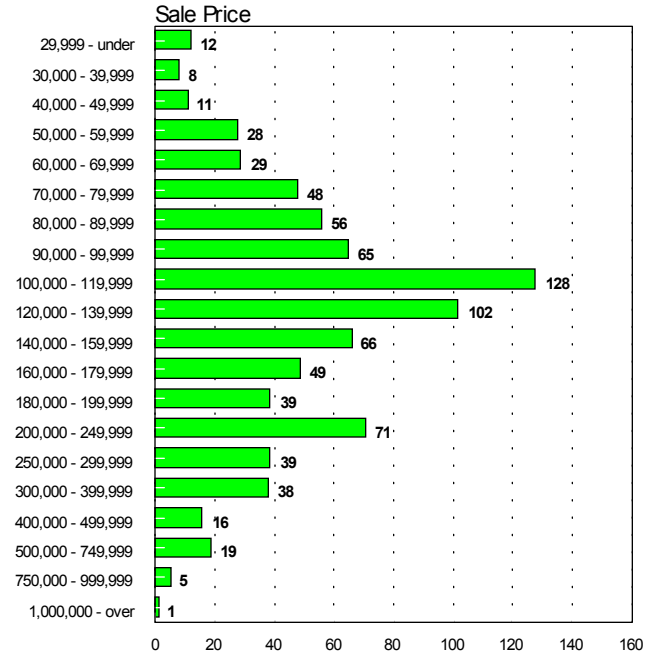
3 Bedrooms November 2000



4 + Bedrooms November 2000



All Bedrooms November 2000



This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.

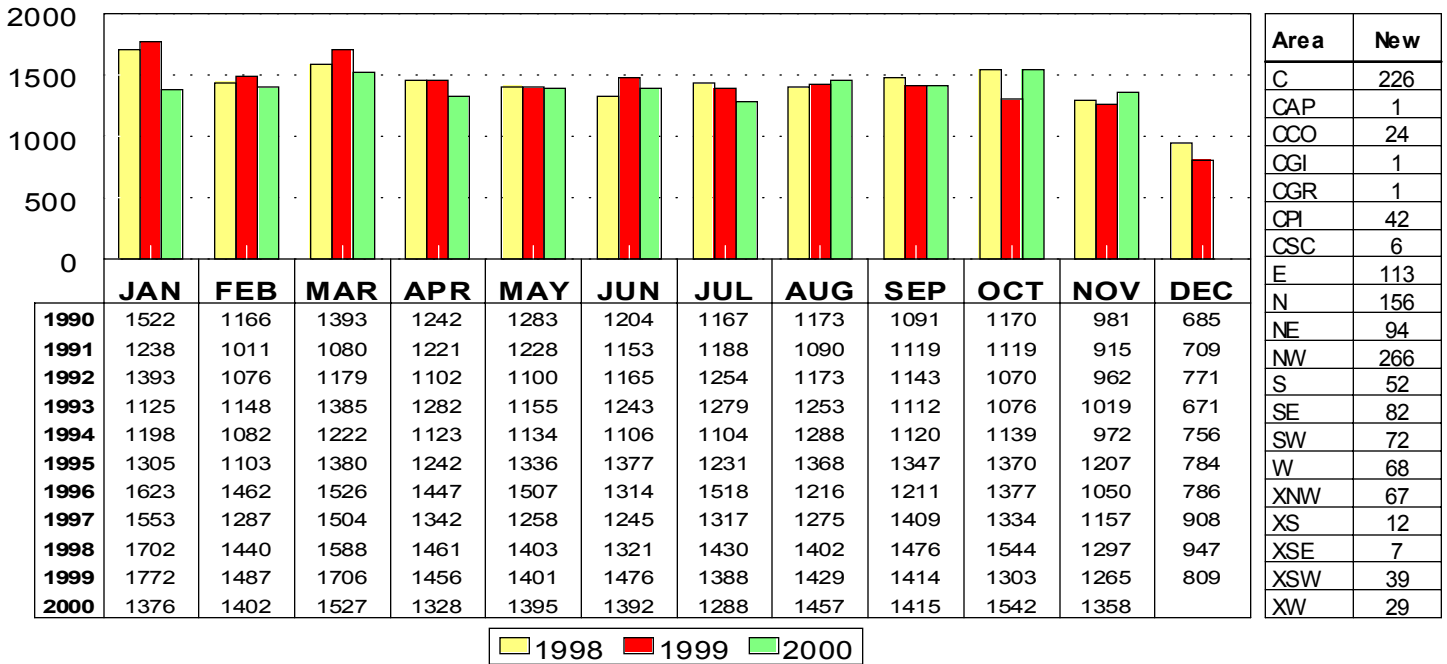
RESIDENTIAL STATISTICS

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

New Listings

November 2000: 1358

Nov 2000

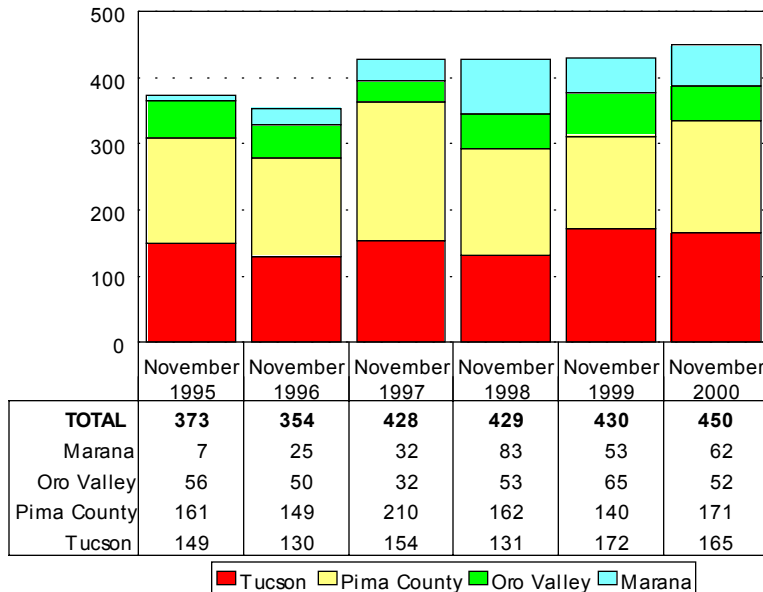


| Area | New |
|------|-----|
| C | 226 |
| CAP | 1 |
| CCO | 24 |
| CGI | 1 |
| OGR | 1 |
| CPI | 42 |
| CSC | 6 |
| E | 113 |
| N | 156 |
| NE | 94 |
| NW | 266 |
| S | 52 |
| SE | 82 |
| SW | 72 |
| W | 68 |
| XNW | 67 |
| XS | 12 |
| XSE | 7 |
| XSW | 39 |
| XW | 29 |

New Housing Permits

November 2000: 450

Nov2000 Type of Permits Issued
Tucson Metro Area



| Type | # Issued |
|--------------------------|----------|
| Commercial Addition | 29 |
| Commercial Alteration | 47 |
| Commercial Demolition | 5 |
| Commercial New | 14 |
| Commercial Other | 267 |
| Commercial Tenant Improv | 0 |
| Duplex New | 4 |
| Duplex Other | 2 |
| Fence | 7 |
| Mobile Homes | 196 |
| Multi Family Alteration | 0 |
| Multi Family New | 2 |
| Multi Family Other | 14 |
| Patio/Ret. Wall | 105 |
| Residence Pool | 66 |
| Residential Demolition | 4 |
| Semi Public Pool | 1 |
| Sign | 8 |
| Single Family Addition | 148 |
| Single Family Alteration | 27 |
| Single Family New | 460 |
| Single Family Other | 538 |
| Travel Trailer | 0 |
| Industrial New | 0 |
| Industrial Other | 0 |
| Single Family Renewal | 2 |
| TOTAL | 1946 |

Source: Bright Future Business Consultants

Source: Bright Future Business Consultants

This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.