

**November
1999**

<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 17, 1999**

Contact: Dan McEvoy, President, (520) 544-4545
Gary E. Doran, Chief Executive Officer, (520) 327-4218

November 1999 Residential Home Sales

The Tucson Association of REALTORS® Multiple Listing Service, Inc. reports that November 1999's 781 existing home sales increased by 1% over the 770 units sold in November, 1998, while total sales volume increased 10% from last year's \$102,512,168 to \$112,915,641. November's average sale price for all residential types rose 9% to \$144,578 in 1999 from \$133,133 in 1998. The average sale price for Single Family Residences was \$161,218 in November, 1999 compared to \$144,103 in November, 1998. The median sale price, the price at which half the homes were sold above and below, rose by 4% from November 1998's \$110,000 to \$114,200 in 1999.

Average days on market dropped by 8% to 59 in November, 1999, compared to 64 in November, 1998, with 44% 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, increased by 12% from 815 in November, 1998, to 913 in November, 1999. The 3,888 active listings in November, 1999, were 15% below the 4,576 in November, 1998, and the 1,265 listings added during November, 1999, are 2% below the 1,297 added in November, 1998.

"The November year-to-date Total Unit Sales, 10,156, has surpassed the record year we had in 1998, 10,020, and Total Sales Volume, \$1,488,895,450, has exceeded the 1998 record year, \$1,375,979,968", said Dan McEvoy, President of the Tucson Association of REALTORS®. He continued, "We have seen a little slowdown as the Holiday Season begins, but listings under contract for November are up by 12% over last year and 6.3% over last month, which indicates that we may see a strong December as these listings close with the December sales."

**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.

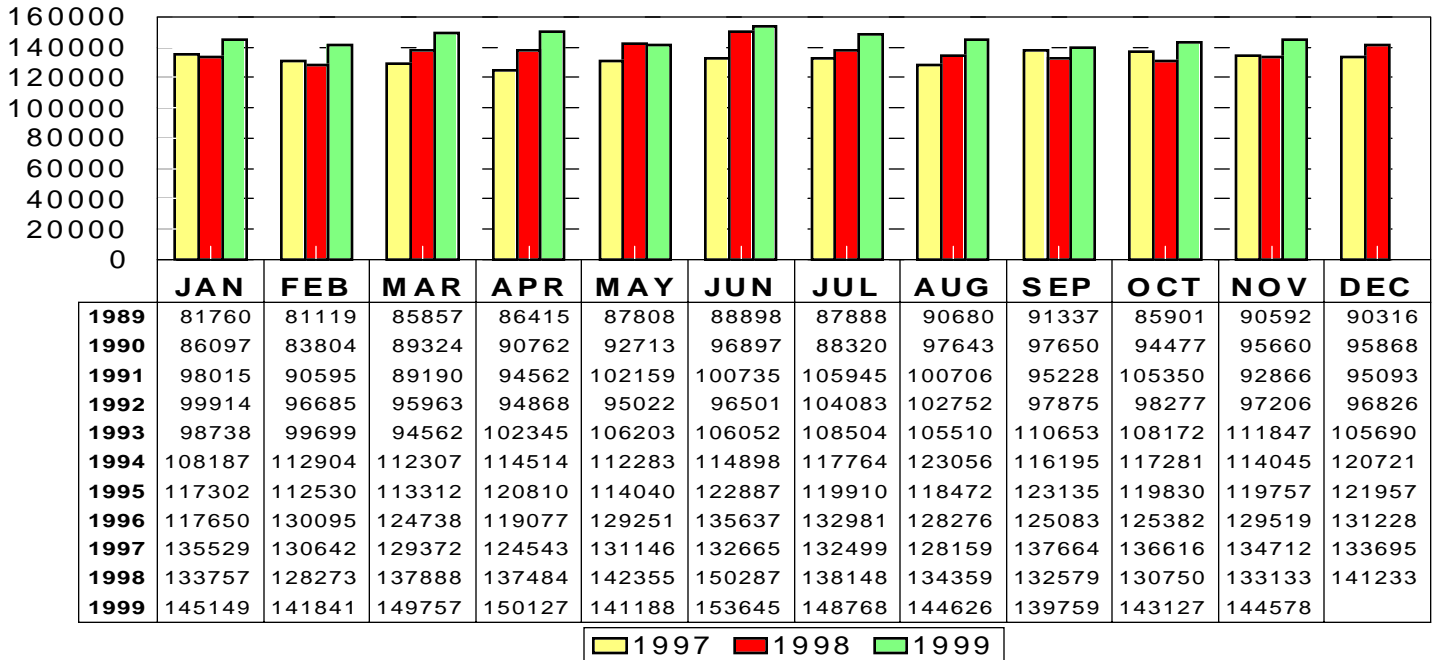
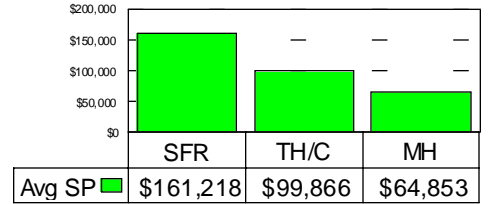
###

RESIDENTIAL STATISTICS

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

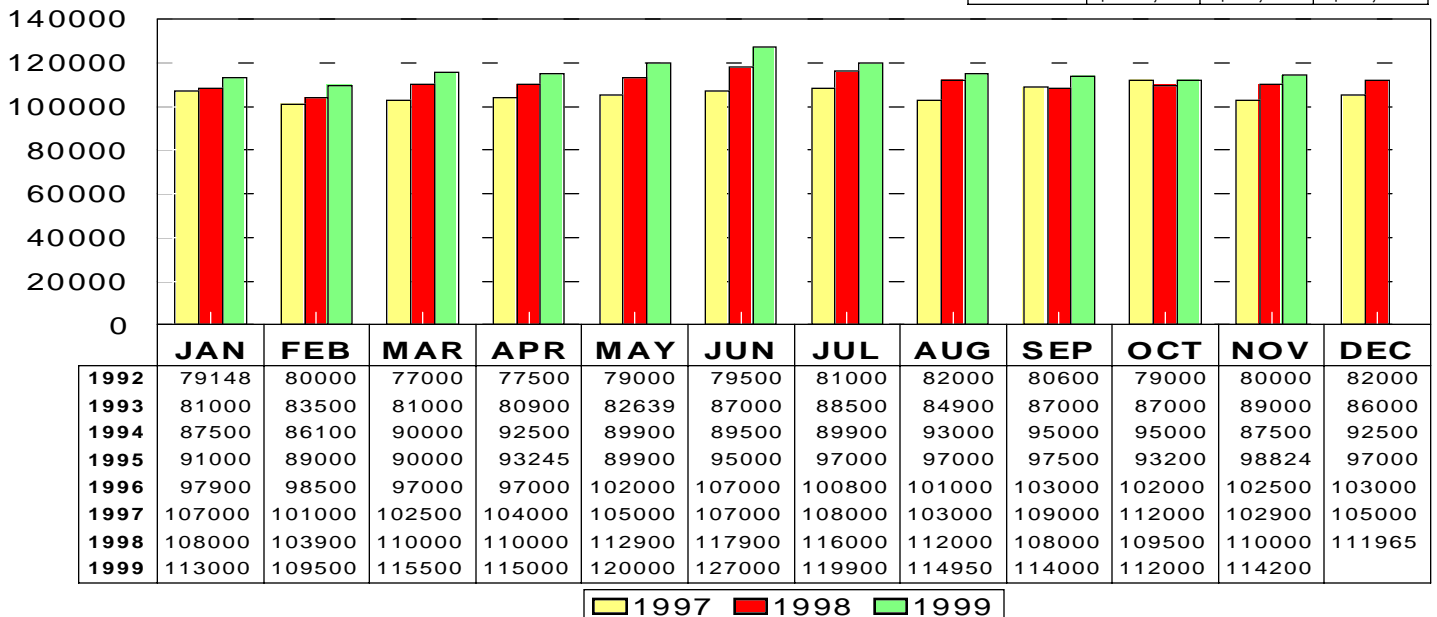
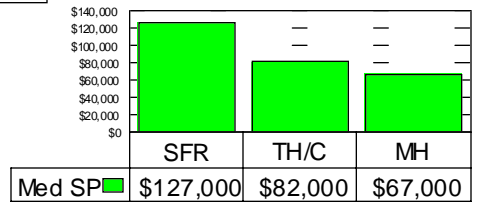
Average Sale Price

November 1999: \$144,578



Median Sale Price

November 1999: \$114,200



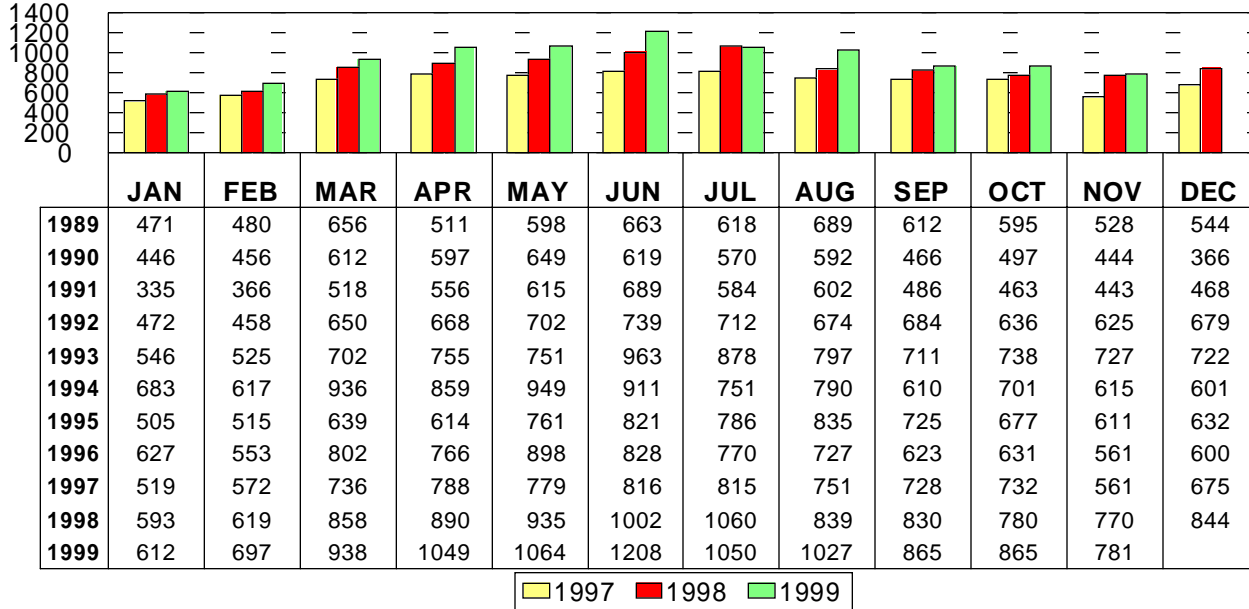
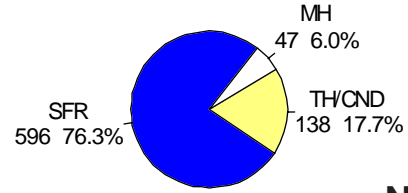
This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate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

RESIDENTIAL STATISTICS

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

Total Unit Sales

November 1999: 781 Units

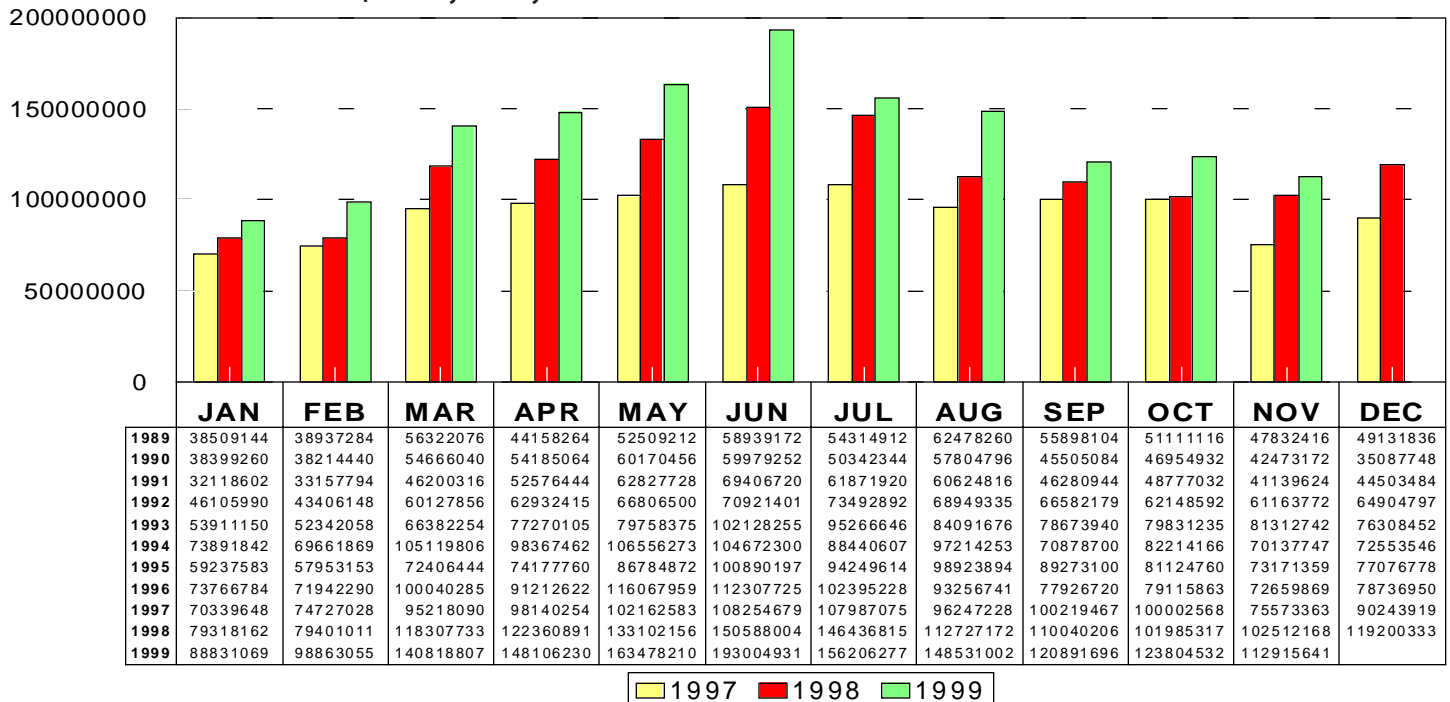
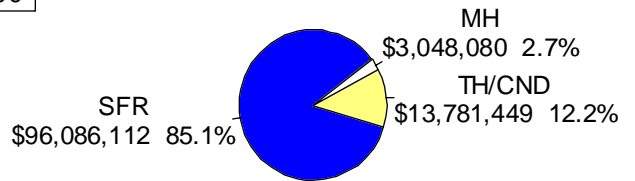


Nov 1999

Area	Sales
C	132
CCO	6
CPI	10
E	111
N	78
NE	65
NW	138
S	35
SE	46
SW	56
W	37
XNE	1
XNW	35
XS	3
XSE	7
XSW	6
XW	15
XSW	8
XW	7

Total Sales Volume

November 1999: \$112,915,641

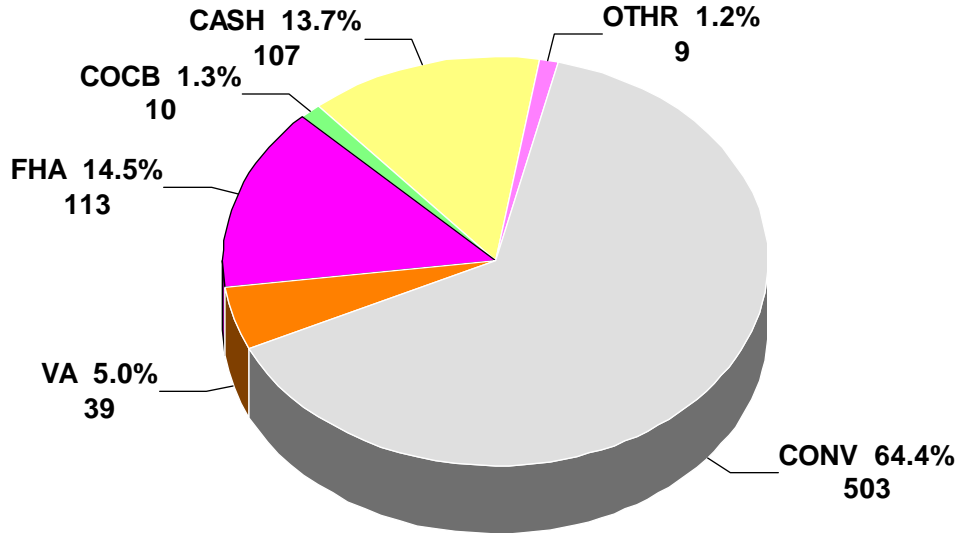


This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate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

RESIDENTIAL STATISTICS

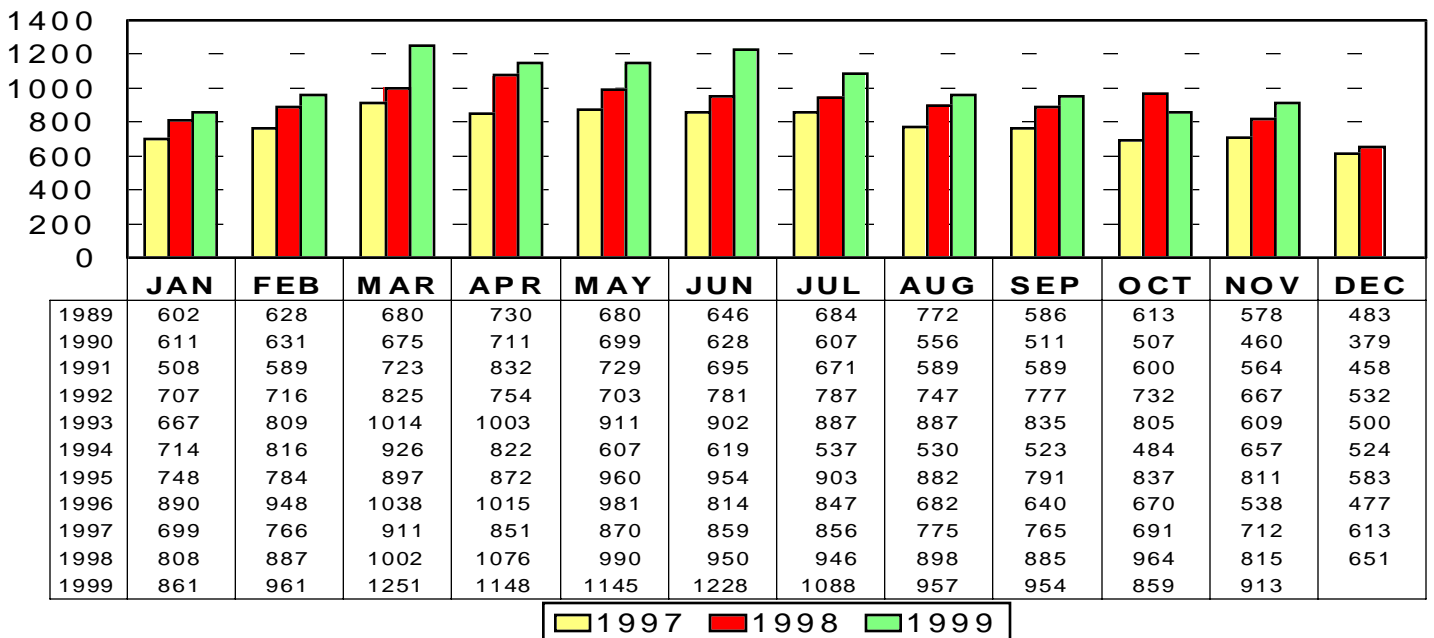
Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Terms of Sale: November 1999



Total Listings Under Contract Reported

November 1999: 913



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

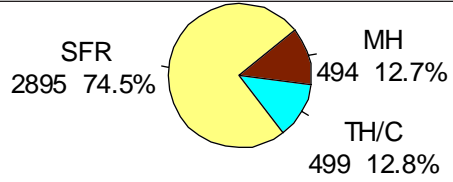
This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate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

RESIDENTIAL STATISTICS

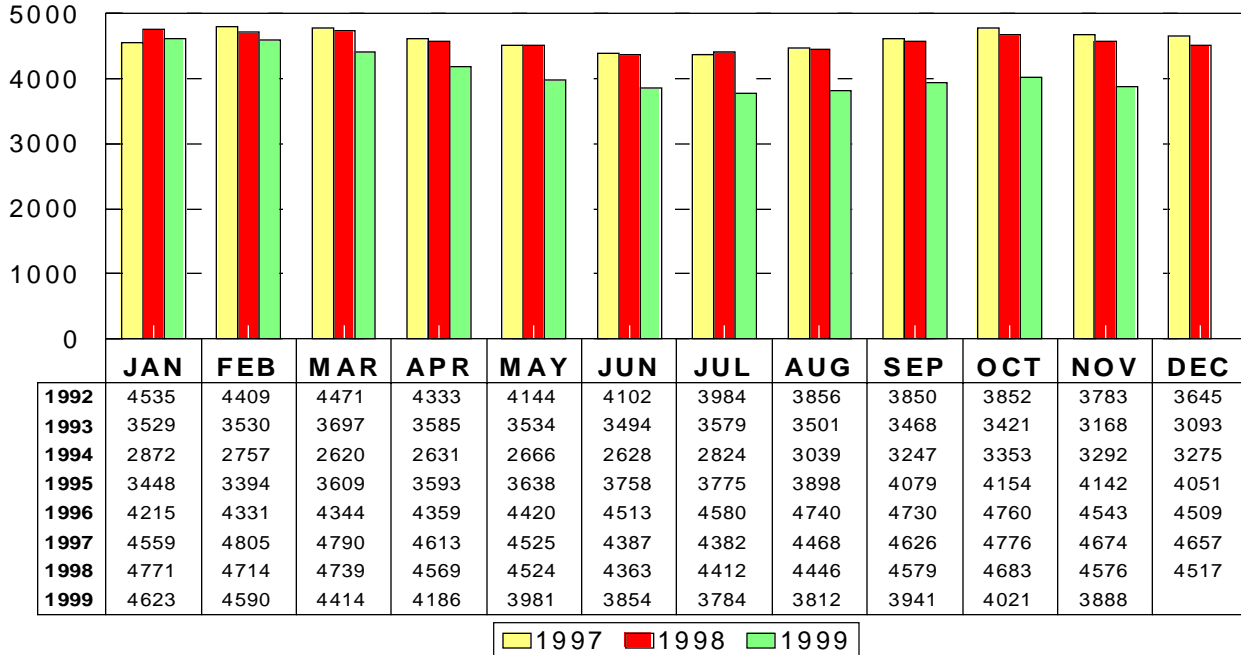
Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Active Listings

November 1999: 3888



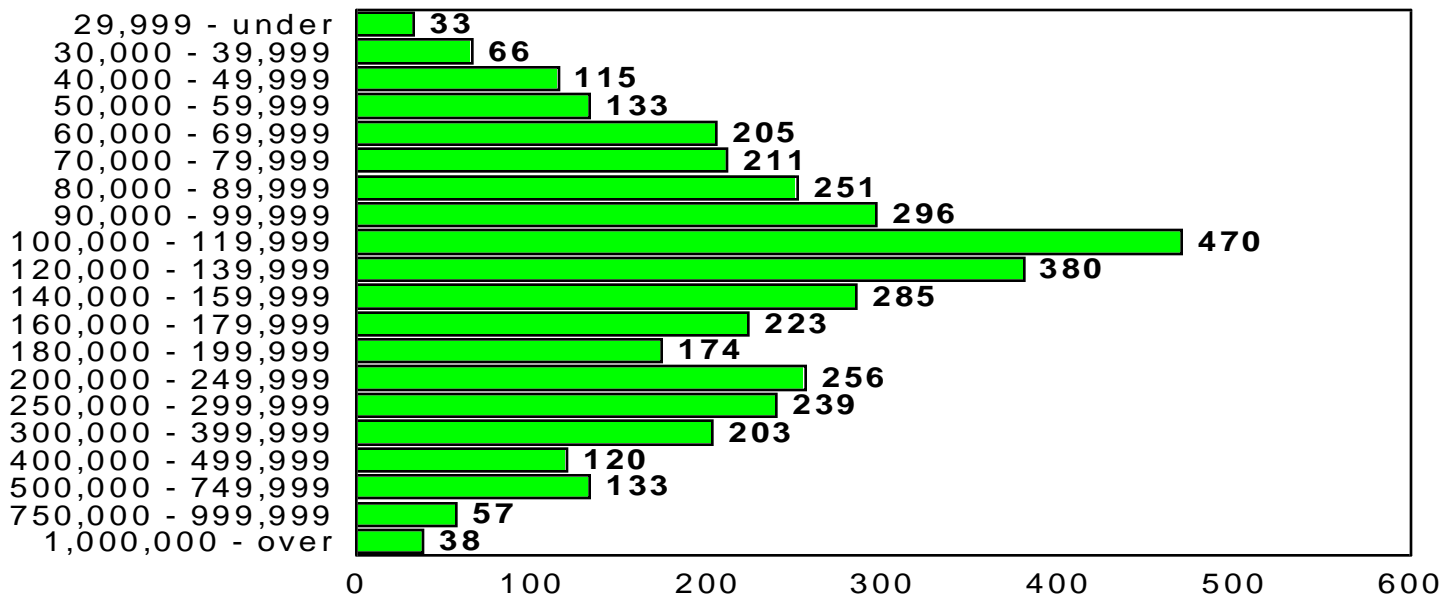
Nov 1999



Area	Listings
C	538
CCO	137
CGI	1
CNA	12
CPI	143
CSC	51
E	253
MEX	3
N	399
NE	258
NW	722
PSW	1
S	136
SE	197
SW	244
SWA	1
W	250
XNE	3
XNW	223
XS	49
XSE	52
XSW	76
XW	139

Active Listing Price Breakdown

November 1999: Average Price: \$192,919



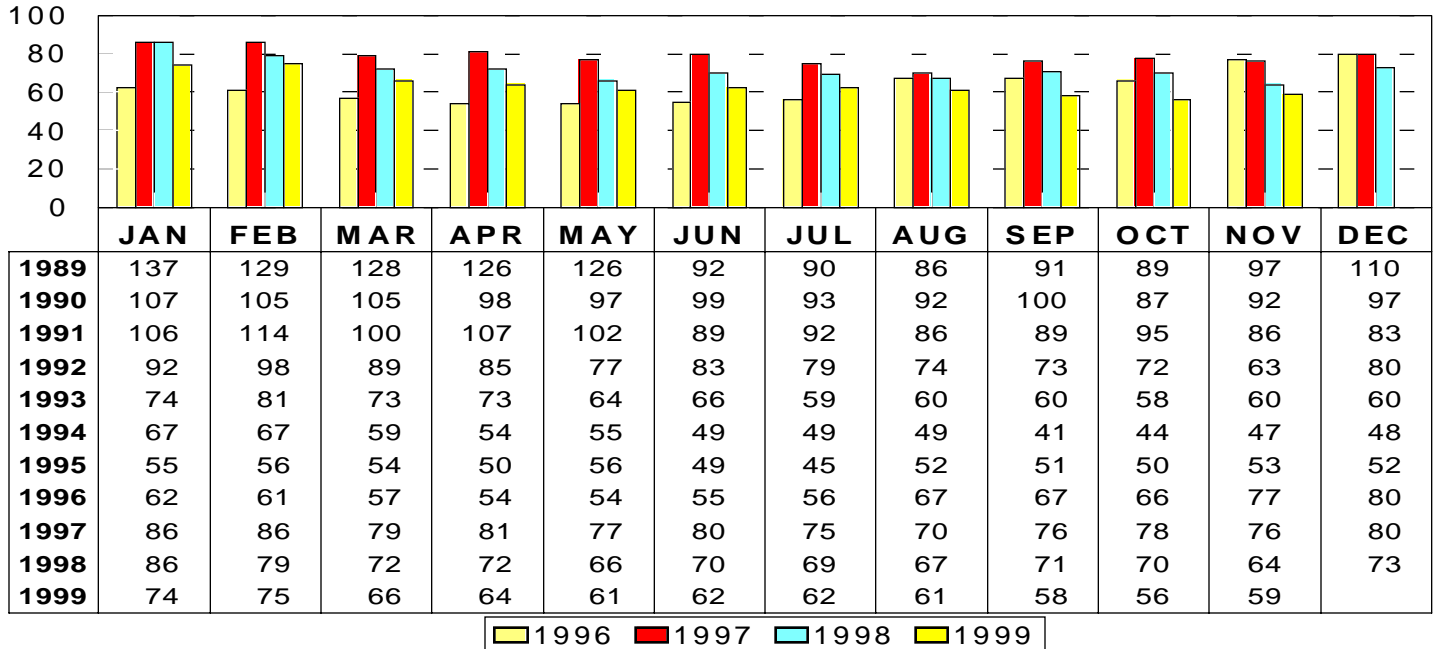
This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate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

RESIDENTIAL STATISTICS

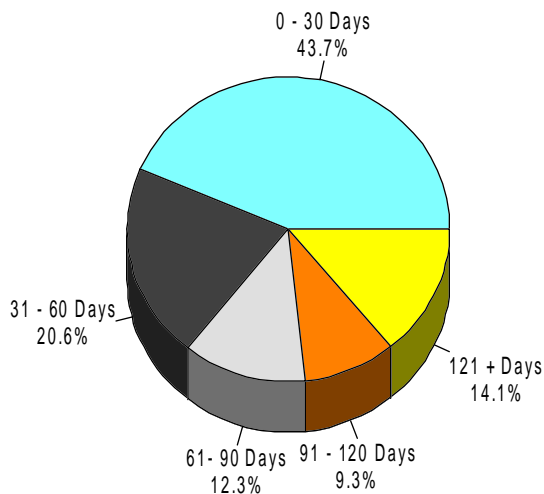
Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Average Days on Market

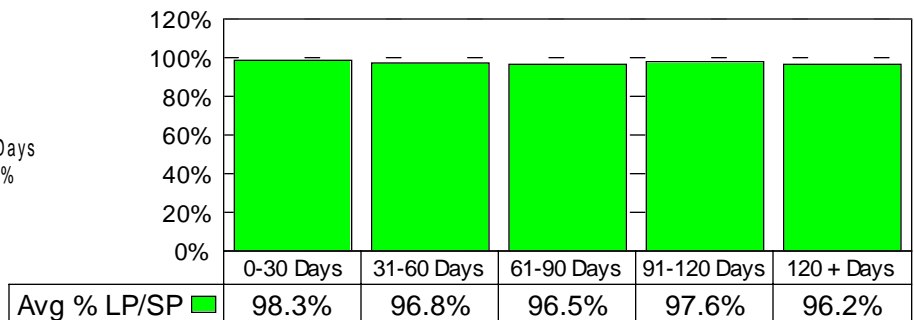
November 1999: 59 days



November 1999 Average Days on Market Breakdown



Average % of List Price Received on Solds by Market time - November 1999



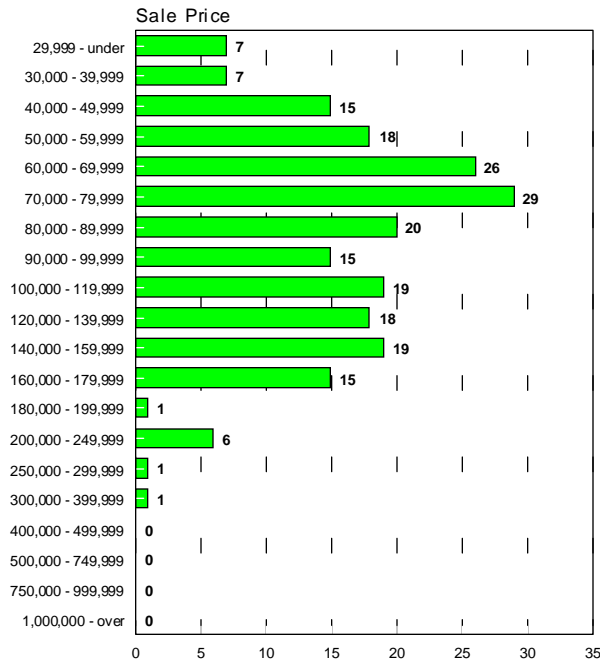
This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate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

RESIDENTIAL STATISTICS

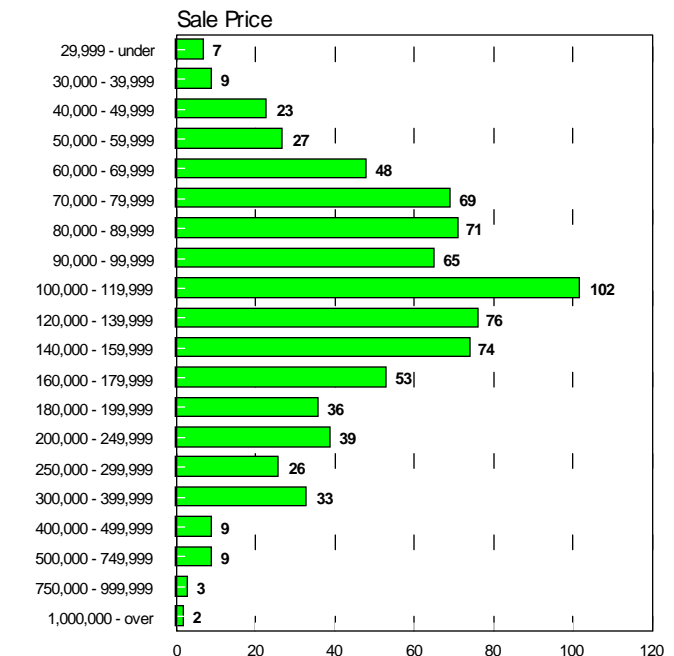
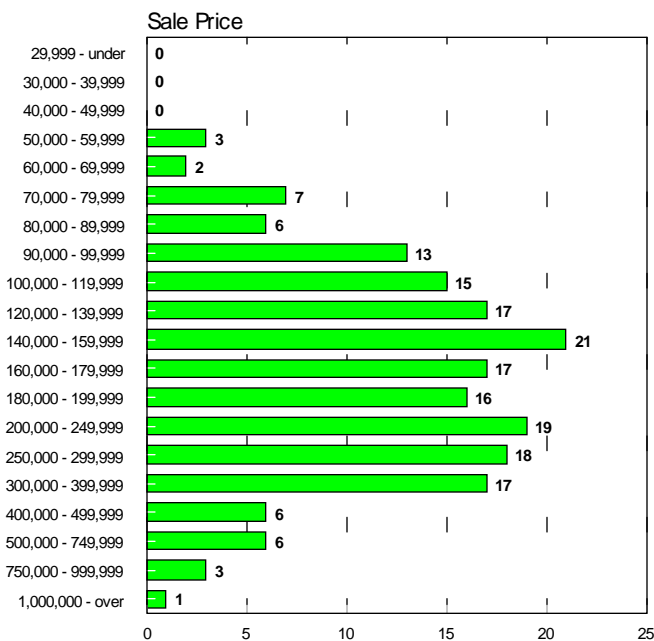
Including: Single Family, Townhouse, Condominium, Mobile Home, and New Construction

Sales Price Breakdown by Bedrooms

0 - 2 Bedrooms November 1999 3 Bedrooms November 1999



4 + Bedrooms November 1999 All Bedrooms November 1999



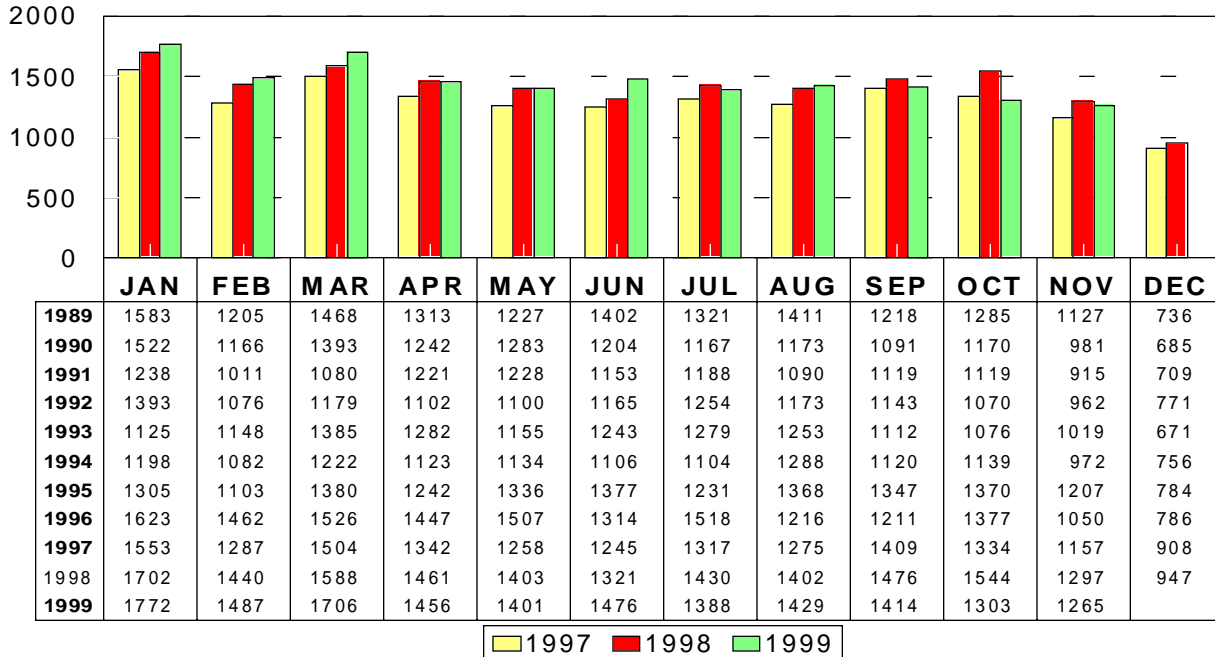
This representation is based in whole or in part on data supplied by the Tucson Association of REALTORS® or its Multiple Listing Service. Neither the Association nor its MLS guarantees or is any responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate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

RESIDENTIAL STATISTICS

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

New Listings

November 1999: 1,265

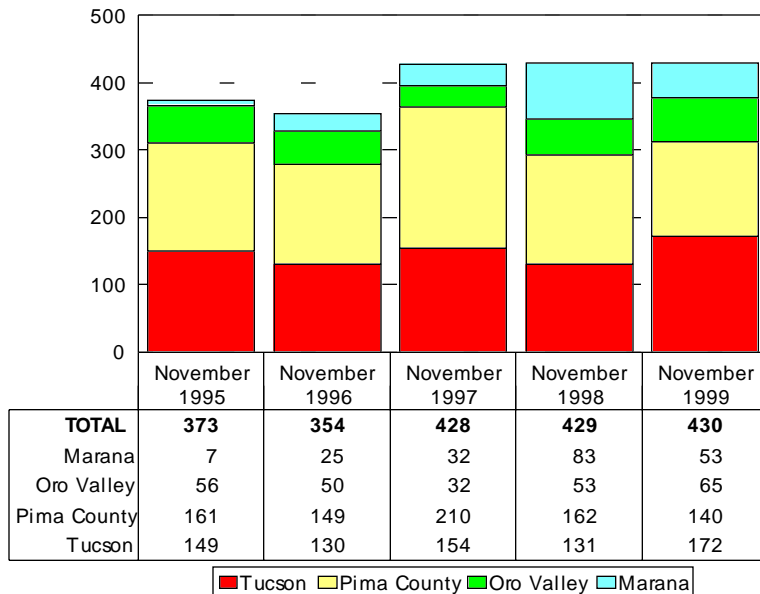


Nov 1999

Area	New
C	193
OCO	21
CNA	1
OPI	33
CSC	9
E	101
N	116
NE	96
NW	268
S	46
SE	74
SW	87
W	84
XNE	1
XNW	58
XS	10
XSE	16
XSW	18
XW	33

New Housing Permits

November 1999: 430



November 1999 Type of Permits Issued
Tucson Metro Area

Type	# Issued
Commercial Addition	37
Commercial Alteration	12
Commercial Demolition	2
Commercial New	23
Commercial Other	354
Commercial Tenant Improv	53
Duplex New	4
Duplex Other	5
Fence	5
Mobile Homes	178
Multi Family Alteration	1
Multi Family New	12
Multi Family Other	34
Patio/Ret. Wall	127
Residence Pool	99
Residential Demolition	11
Semi Public Pool	3
Sign	14
Single Family Addition	204
Single Family Alteration	58
Single Family New	430
Single Family Other	601
Travel Trailer	8
Industrial New	0
Industrial Other	0
Single Family Renewal	0
TOTAL	2275

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.