

City: Tucson



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Price Range: All | Properties: Single Family - Condo - TwnHm

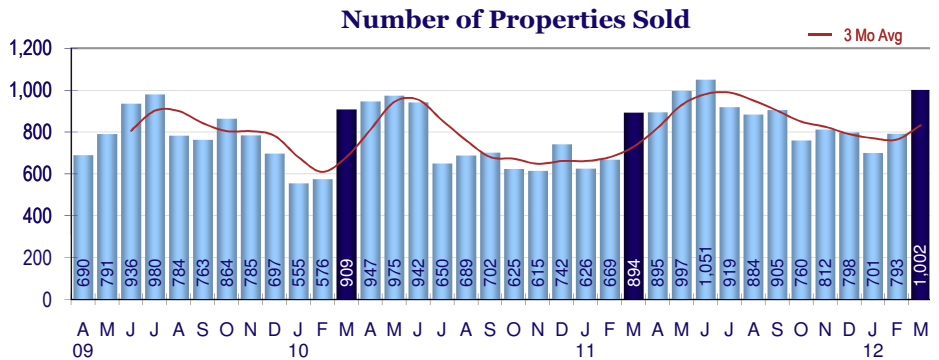
## Market Profile & Trends Overview

|  | Trending versus*: |      |      |      |      | Trending versus*: |           |            |
|--|-------------------|------|------|------|------|-------------------|-----------|------------|
|  | Month             | LM   | L3M  | PYM  | LY   | YTD               | Prior YTD | Prior Year |
| Median List Price of all Current Listings            | \$179,500         | 9%   |      | 19%  |      |                   |           |            |
| Average List Price of all Current Listings           | \$298,067         | 11%  |      | 21%  |      |                   |           |            |
| March Median Sales Price                             | \$127,500         | 7%   | 6%   | 7%   | 6%   | \$123,197         | -1%       | 3%         |
| March Average Sales Price                            | \$167,225         | 0%   | 3%   | 5%   | 3%   | \$163,291         | -2%       | 1%         |
| Total Properties Currently for Sale (Inventory)      | 3,410             | -20% |      | -42% |      |                   |           |            |
| March Number of Properties Sold                      | 1,002             | 26%  |      | 12%  |      | 2,496             | 14%       |            |
| March Average Days on Market (Solds)                 | 92                | -6%  | -6%  | -7%  | -6%  | 97                | -5%       | -1%        |
| Asking Price per Square Foot (based on New Listings) | \$108             | 8%   | 6%   | 13%  | 9%   | \$105             | 1%        | 6%         |
| March Sold Price per Square Foot                     | \$89              | 6%   | 5%   | 3%   | 5%   | \$86              | -3%       | 1%         |
| March Month's Supply of Inventory                    | 3.4               | -36% | -33% | -48% | -46% | 5.0               | -40%      | -20%       |
| March Sale Price vs List Price Ratio                 | 97.4%             | .7%  | 1.8% | 2.1% | 2.2% | 96.0%             | 1.4%      | .8%        |

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2011) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

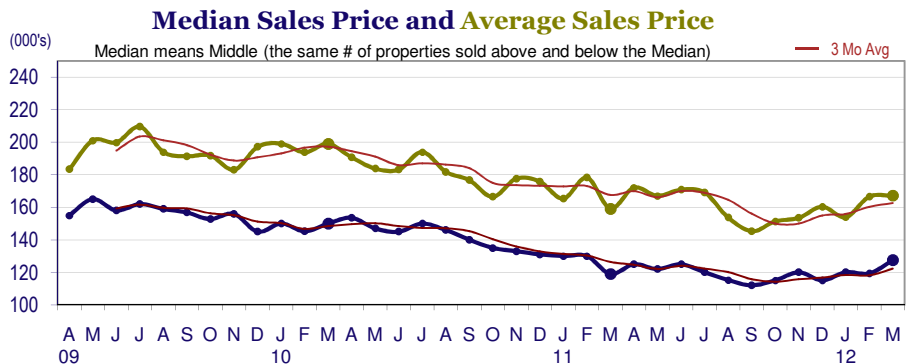
## Property Sales

March Property sales were 1,002, up 12.1% from 894 in March of 2011 and 26.4% higher than the 793 sales last month. March 2012 sales were at their highest level compared to March of 2011 and 2010. March YTD sales of 2,496 are running 14.0% ahead of last year's year-to-date sales of 2,189.



## Prices

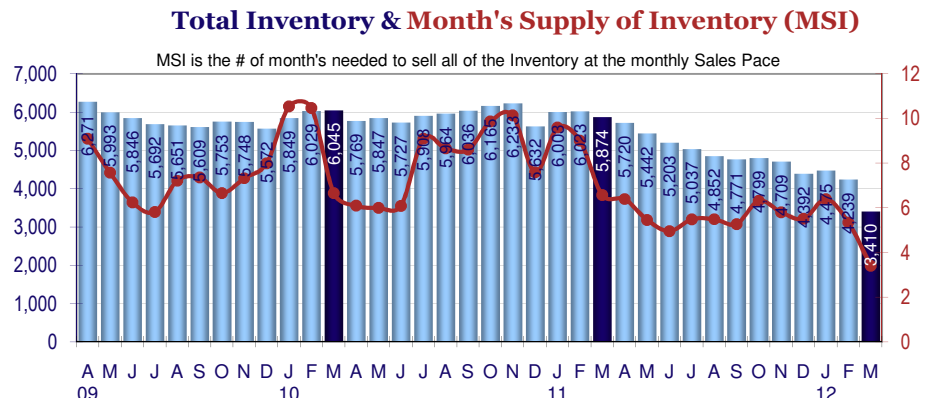
The Median Sales Price in March was \$127,500, up 7.1% from \$119,000 in March of 2011 and up 6.9% from \$119,250 last month. The Average Sales Price in March was \$167,225, up 5.1% from \$159,139 in March of 2011 and up 0.4% from \$166,545 last month. March 2012 ASP was at a mid range compared to March of 2011 and 2010.



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 3,410, down 19.6% from 4,239 last month and down 41.9% from 5,874 in March of last year. March 2012 Inventory was at its lowest level compared with March of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2012 MSI of 3.4 months was at its lowest level compared with March of 2011 and 2010.



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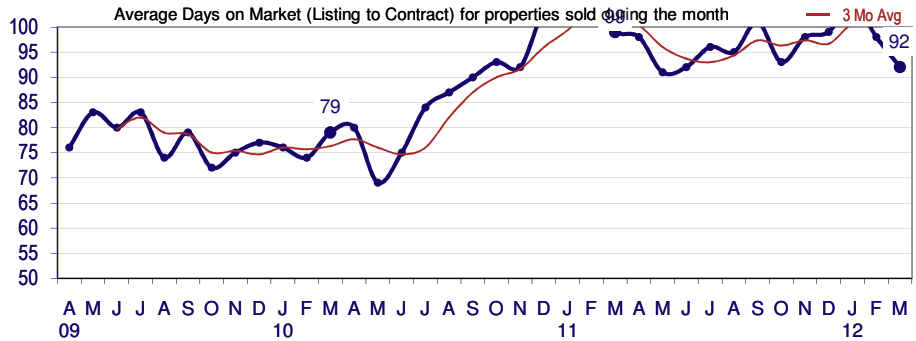


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## Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 92, down 6.1% from 98 days last month and down 7.1% from 99 days in March of last year. The March 2012 DOM was at a mid level compared with March of 2011 and 2010.

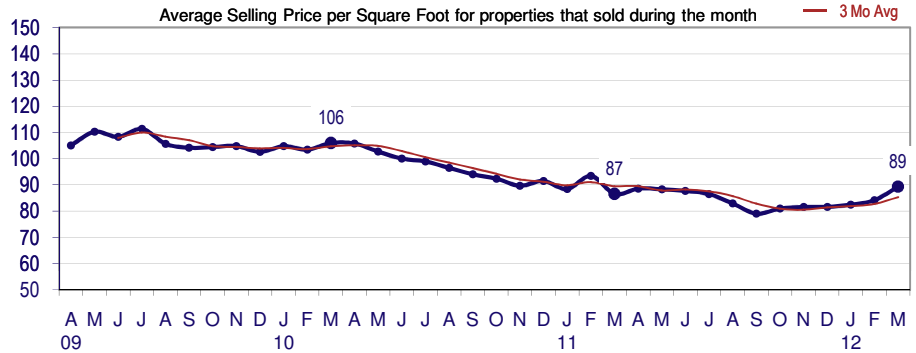
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2012 Selling Price per Square Foot of \$89 was up 6.0% from \$84 last month and up 3.2% from 87 in March of last year.

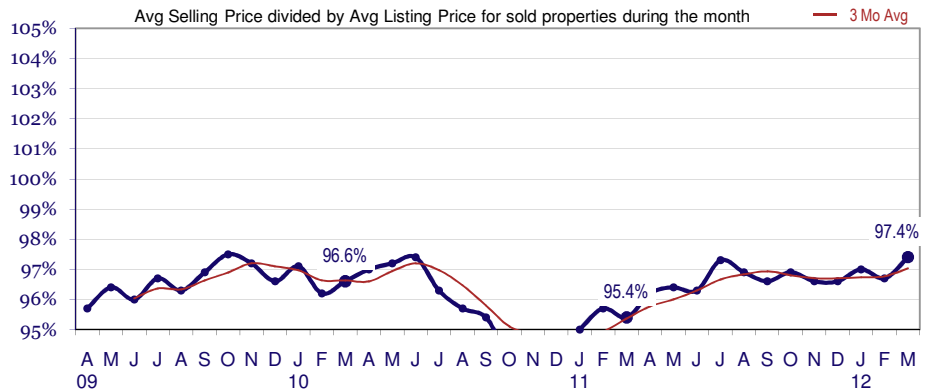
## Selling Price per Square Foot



## Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2012 Selling Price vs Original List Price of 97.4% was up from 96.7% last month and up from 95.4% in March of last year.

## Selling Price versus Listing Price Ratio



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2012 was 1,351, up 9.9% from 1,229 last month and down 13.6% from 1,563 in March of last year.

## Inventory / New Listings / Sales

