

**For Immediate  
Release:  
May 5, 2016**

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# Multiple Listing Service of Southern Arizona Monthly Statistics **April 2016**

Below are some highlights from the April Residential Sales Statistics:

- Total Sales Volume increased to 325,916,149 this month, a 3.39% increase from March's number of \$315,222,675, and has risen by 11.82% since April 2015.
- The Average Sales Price this month was \$221,260 from \$212,988 in March, a 3.88% increase.
- Average List Price of \$227,974 is up 4.06% from March's number of \$219,086.
- Total Under Contract increased by 3.69%.
- Total Unit Sales declined slightly this month by .47% going from 1,480 in March to 1,473 in April but increasing 6.51% over April 2015.
- The Median Sales Price decreased slightly to \$176,000.
- New Listings decreased 8.94% from March.
- Total Active Listings of 4,525 is a decrease of 5.77% since March's number of 4,802.
- Average Days on Market remained at 57 in April.
- Conventional loan sales of 39.1% exceeded Cash Sales of 26.8%.



**Lifestyle Opportunities:**  
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**Financial:**  
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Cathy Erchull  
2016 MLSSAZ President



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## April 2016 Recap by Month and Year - % of Change

### Total Sales Volume

|                       | <u>2016</u>   | <u>2015</u>   | <u>Annual % Change</u> |
|-----------------------|---------------|---------------|------------------------|
| <b>April</b>          | \$325,916,149 | \$291,466,552 | 11.82%                 |
| <b>March</b>          | \$315,222,675 | \$266,059,250 | 18.48%                 |
| <b>Month % Change</b> | 3.39%         | 9.55%         |                        |

### Average Sales Price

|                       | <u>2016</u> | <u>2015</u> | <u>Annual % Change</u> |
|-----------------------|-------------|-------------|------------------------|
| <b>April</b>          | \$221,260   | \$210,749   | 4.99%                  |
| <b>March</b>          | \$212,988   | \$208,673   | 2.07%                  |
| <b>Month % Change</b> | 3.88%       | 0.99%       |                        |

### Average List Price

|                       | <u>2016</u> | <u>2015</u> | <u>Annual % Change</u> |
|-----------------------|-------------|-------------|------------------------|
| <b>April</b>          | \$227,974   | \$217,737   | 4.70%                  |
| <b>March</b>          | \$219,086   | \$213,907   | 2.42%                  |
| <b>Month % Change</b> | 4.06%       | 1.79%       |                        |

### Total Under Contract

|                       | <u>2016</u> | <u>2015</u> | <u>Annual % Change</u> |
|-----------------------|-------------|-------------|------------------------|
| <b>April</b>          | 2,643       | 2,336       | 13.14%                 |
| <b>March</b>          | 2,549       | 2,294       | 11.12%                 |
| <b>Month % Change</b> | 3.69%       | 1.83%       |                        |

### Total Unit Sales

|                       | <u>2016</u> | <u>2015</u> | <u>Annual % Change</u> |
|-----------------------|-------------|-------------|------------------------|
| <b>April</b>          | 1,473       | 1,383       | 6.51%                  |
| <b>March</b>          | 1,480       | 1,275       | 16.08%                 |
| <b>Month % Change</b> | -0.47%      | 8.47%       |                        |

### Median Sales Price

|                       | <u>2016</u> | <u>2015</u> | <u>Annual % Change</u> |
|-----------------------|-------------|-------------|------------------------|
| <b>April</b>          | \$176,000   | \$167,500   | 5.07%                  |
| <b>March</b>          | \$177,050   | \$172,000   | 2.94%                  |
| <b>Month % Change</b> | -0.59%      | -2.62%      |                        |

### New Listings

|                       | <u>2016</u> | <u>2015</u> | <u>Annual % Change</u> |
|-----------------------|-------------|-------------|------------------------|
| <b>April</b>          | 2,057       | 2,161       | -4.81%                 |
| <b>March</b>          | 2,259       | 2,415       | -6.46%                 |
| <b>Month % Change</b> | -8.94%      | -10.52%     |                        |

### Active Listings

|                       | <u>2016</u> | <u>2015</u> | <u>Annual % Change</u> |
|-----------------------|-------------|-------------|------------------------|
| <b>April</b>          | 4,525       | 5,487       | -17.53%                |
| <b>March</b>          | 4,802       | 5,721       | -16.06%                |
| <b>Month % Change</b> | -5.77%      | -4.09%      |                        |

## April 2016 - 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> |
|-----------------|-----------------|---------------|----------|-----------------|-----------------|---------------|----------|-----------------|-----------------|---------------|----------|-----------------|-----------------|---------------|----------|
| 85143           | 0               | 0             | 0.00%    | 85645           | 0               | 0             | 0.00%    | 85713           | 135             | 45            | 33.33%   | 85740           | 0               | 0             | 0.00%    |
| 85145           | 11              | 4             | 36.36%   | 85648           | 0               | 0             | 0.00%    | 85714           | 15              | 5             | 33.33%   | 85741           | 58              | 36            | 62.07%   |
| 85245           | 0               | 0             | 0.00%    | 85653           | 73              | 23            | 31.51%   | 85715           | 100             | 35            | 35.00%   | 85742           | 137             | 59            | 43.07%   |
| 85601           | 1               | 0             | 0.00%    | 85654           | 0               | 0             | 0.00%    | 85716           | 132             | 45            | 34.09%   | 85743           | 141             | 48            | 34.04%   |
| 85602           | 4               | 1             | 25.00%   | 85658           | 225             | 48            | 21.33%   | 85717           | 0               | 0             | 0.00%    | 85745           | 137             | 41            | 29.93%   |
| 85611           | 0               | 0             | 0.00%    | 85701           | 29              | 4             | 13.79%   | 85718           | 338             | 67            | 19.82%   | 85746           | 71              | 31            | 43.66%   |
| 85614           | 236             | 66            | 27.97%   | 85704           | 126             | 59            | 46.83%   | 85719           | 98              | 32            | 32.65%   | 85747           | 100             | 65            | 65.00%   |
| 85616           | 0               | 0             | 0.00%    | 85705           | 84              | 27            | 32.14%   | 85730           | 91              | 58            | 63.74%   | 85748           | 70              | 23            | 32.86%   |
| 85619           | 25              | 0             | 0.00%    | 85706           | 30              | 31            | 103.33%  | 85734           | 0               | 0             | 0.00%    | 85749           | 176             | 23            | 13.07%   |
| 85622           | 61              | 13            | 21.31%   | 85709           | 0               | 0             | 0.00%    | 85735           | 57              | 13            | 22.81%   | 85750           | 296             | 65            | 21.96%   |
| 85623           | 12              | 1             | 8.33%    | 85710           | 153             | 79            | 51.63%   | 85736           | 32              | 3             | 9.38%    | 85755           | 216             | 50            | 23.15%   |
| 85629           | 162             | 50            | 30.86%   | 85711           | 114             | 49            | 42.98%   | 85737           | 190             | 54            | 28.42%   | 85756           | 35              | 35            | 100.00%  |
| 85641           | 167             | 53            | 31.74%   | 85712           | 96              | 44            | 45.83%   | 85739           | 216             | 57            | 26.39%   | 85757           | 74              | 31            | 41.89%   |

NOTE:

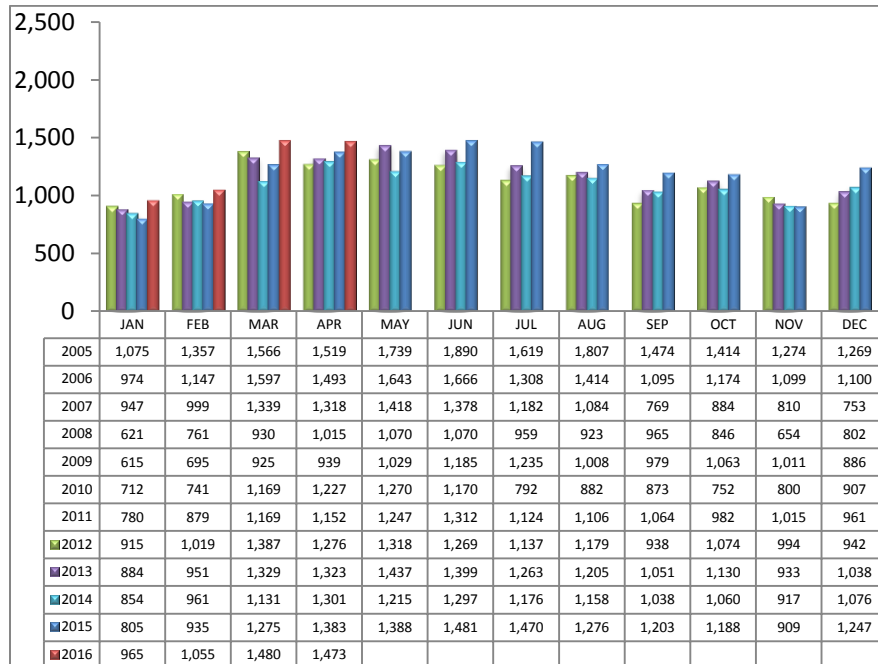
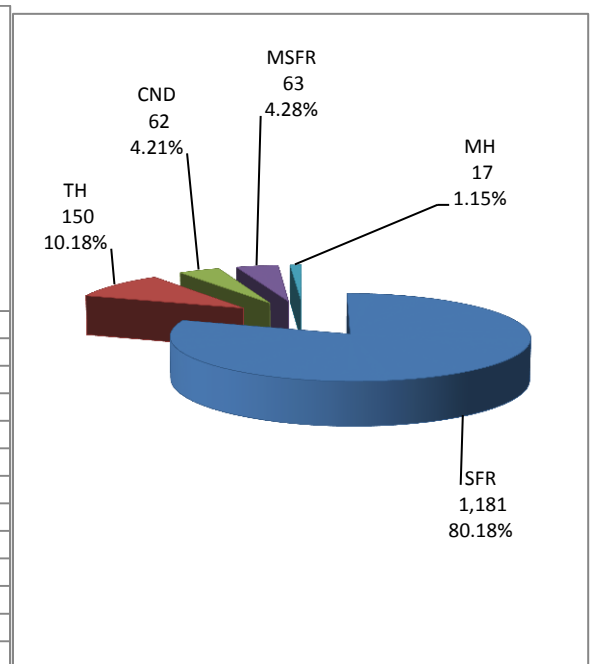
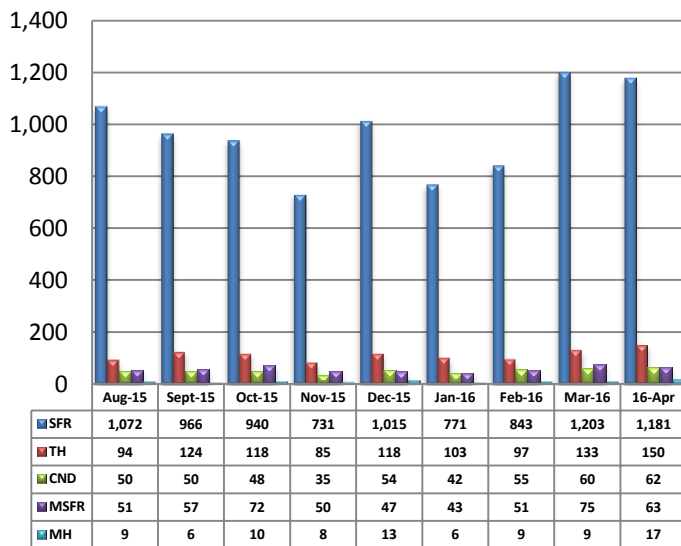
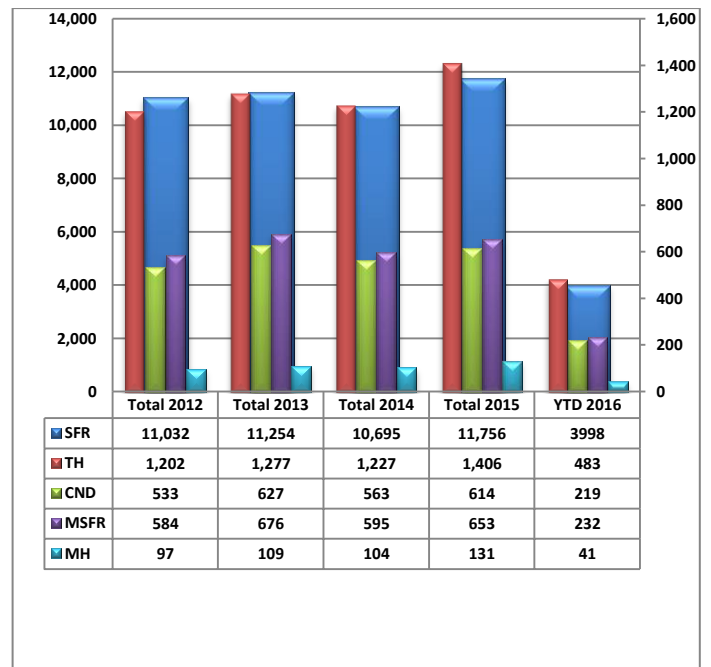
85637- 1 active listing

| Residential Listing Statistics        |               |                  |            |                 |                 |            | Active Listings     |            | Days on Market       |     |  |
|---------------------------------------|---------------|------------------|------------|-----------------|-----------------|------------|---------------------|------------|----------------------|-----|--|
|                                       | Total Active  | Total Contingent | Total Capa | Total Pending   | Total Inventory | Total Sold | Area                | # Per Area | of Units Sold        |     |  |
| Under \$29,999                        | 17            | 5                | 0          | 1               | 23              | 11         | C                   | 532        | 1 -30 Days           | 705 |  |
| \$30,000 to \$39,999                  | 23            | 6                | 2          | 4               | 35              | 12         | E                   | 222        | 31-60 Days           | 302 |  |
| \$40,000 to \$49,999                  | 38            | 16               | 1          | 5               | 60              | 17         | N                   | 668        | 61 - 90 Days         | 158 |  |
| \$50,000 to \$59,999                  | 62            | 14               | 7          | 7               | 90              | 24         | NE                  | 287        | 91-120 Days          | 101 |  |
| \$60,000 to \$69,999                  | 62            | 22               | 3          | 5               | 92              | 22         | NW                  | 1270       | 121 - 180 Days       | 124 |  |
| \$70,000 to \$79,999                  | 75            | 31               | 6          | 11              | 123             | 21         | S                   | 105        | Over 180 Days        | 83  |  |
| \$80,000 to \$89,999                  | 87            | 24               | 8          | 15              | 134             | 33         | SE                  | 293        | Avg. Days on Market  |     |  |
| \$90,000 to \$99,999                  | 102           | 59               | 5          | 17              | 183             | 35         | SW                  | 263        | 57                   |     |  |
| \$100,000 to \$119,999                | 165           | 145              | 27         | 38              | 375             | 108        | W                   | 207        | Avg. Sold Price      |     |  |
| \$120,000 to \$139,999                | 315           | 236              | 28         | 48              | 627             | 152        | XNE                 | 25         | \$221,260            |     |  |
| \$140,000 to \$159,999                | 269           | 239              | 24         | 42              | 574             | 164        | XNW                 | 45         | Median Sale Price    |     |  |
| \$160,000 to \$179,999                | 326           | 200              | 17         | 52              | 595             | 162        | XS                  | 334        | \$176,000            |     |  |
| \$180,000 to \$199,999                | 290           | 157              | 14         | 50              | 511             | 124        | XSW                 | 233        | New Listings         |     |  |
| \$200,000 to \$249,999                | 541           | 247              | 16         | 72              | 876             | 177        | XW                  | 41         | 2,057                |     |  |
| \$250,000 to \$299,999                | 464           | 190              | 10         | 58              | 722             | 135        | Sold Units per Area |            | Sales Volume by Area |     |  |
| \$300,000 to \$399,999                | 601           | 189              | 9          | 57              | 856             | 142        | C                   | 190        | \$34,183,496         |     |  |
| \$400,000 to \$499,999                | 320           | 66               | 0          | 15              | 401             | 65         | E                   | 102        | \$16,137,963         |     |  |
| \$500,000 to \$749,999                | 394           | 64               | 4          | 17              | 479             | 46         | N                   | 153        | \$61,645,325         |     |  |
| \$750,000 to \$999,999                | 194           | 16               | 0          | 4               | 214             | 12         | NE                  | 60         | \$17,806,225         |     |  |
| \$1,000,000 and over                  | 180           | 10               | 0          | 8               | 198             | 11         | NW                  | 396        | \$102,557,397        |     |  |
|                                       |               |                  |            |                 |                 |            | S                   | 79         | \$9,970,595          |     |  |
|                                       |               |                  |            |                 |                 |            | SE                  | 154        | \$27,808,355         |     |  |
|                                       |               |                  |            |                 |                 |            | SW                  | 93         | \$11,755,973         |     |  |
|                                       |               |                  |            |                 |                 |            | W                   | 67         | \$12,096,431         |     |  |
|                                       |               |                  |            |                 |                 |            | XNE                 | 0          | \$0                  |     |  |
|                                       |               |                  |            |                 |                 |            | XNW                 | 15         | \$1,731,810          |     |  |
|                                       |               |                  |            |                 |                 |            | XS                  | 102        | \$21,072,864         |     |  |
| Totals                                | 4,525         | 1,936            | 181        | 526             | 7,168           | 1,473      | XSW                 | 57         | \$8,759,315          |     |  |
|                                       |               |                  |            |                 |                 |            | XW                  | 5          | \$390,400            |     |  |
|                                       |               |                  |            |                 |                 |            | Total Volume        |            | \$325,916,149        |     |  |
| Apr-16                                |               | Apr-15           | % Change   | YTD 2016        | YTD 2015        | % Change   |                     |            |                      |     |  |
| Home Sales Volume                     | \$325,916,149 | \$291,466,552    | 11.82%     | \$1,067,536,984 | \$910,090,639   | 17.30%     |                     |            |                      |     |  |
| Home Sales Units                      | 1,473         | 1,383            | 6.51%      | 4,973           | 4,398           | 13.07%     |                     |            |                      |     |  |
| Average Sales Price (All Residential) | \$221,260     | \$210,749        | 4.99%      | \$216,707       | \$208,078       | 4.15%      |                     |            |                      |     |  |
| Median Sales Price                    | \$176,000     | \$167,500        | 5.07%      | \$174,613       | \$167,657       | 4.15%      |                     |            |                      |     |  |
| Average Days on Market:               | 57            | 66               | -13.64%    | 60              | 68              | -11.76%    |                     |            |                      |     |  |
| Average List Price for Sold:          | \$227,974     | \$217,737        | 4.70%      | \$223,116       | \$214,592       | 3.97%      |                     |            |                      |     |  |
| SP/LP %                               | 97.05%        | 96.79%           |            | 97.13%          | 96.96%          |            |                     |            |                      |     |  |
| Total Under Contract                  | 2,643         | 2,336            | 13.14%     |                 |                 |            |                     |            |                      |     |  |
| Active Listings                       | 4,525         | 5,487            | -17.53%    |                 |                 |            |                     |            |                      |     |  |
| New Listings                          | 2,057         | 2,161            | -4.81%     |                 |                 |            |                     |            |                      |     |  |

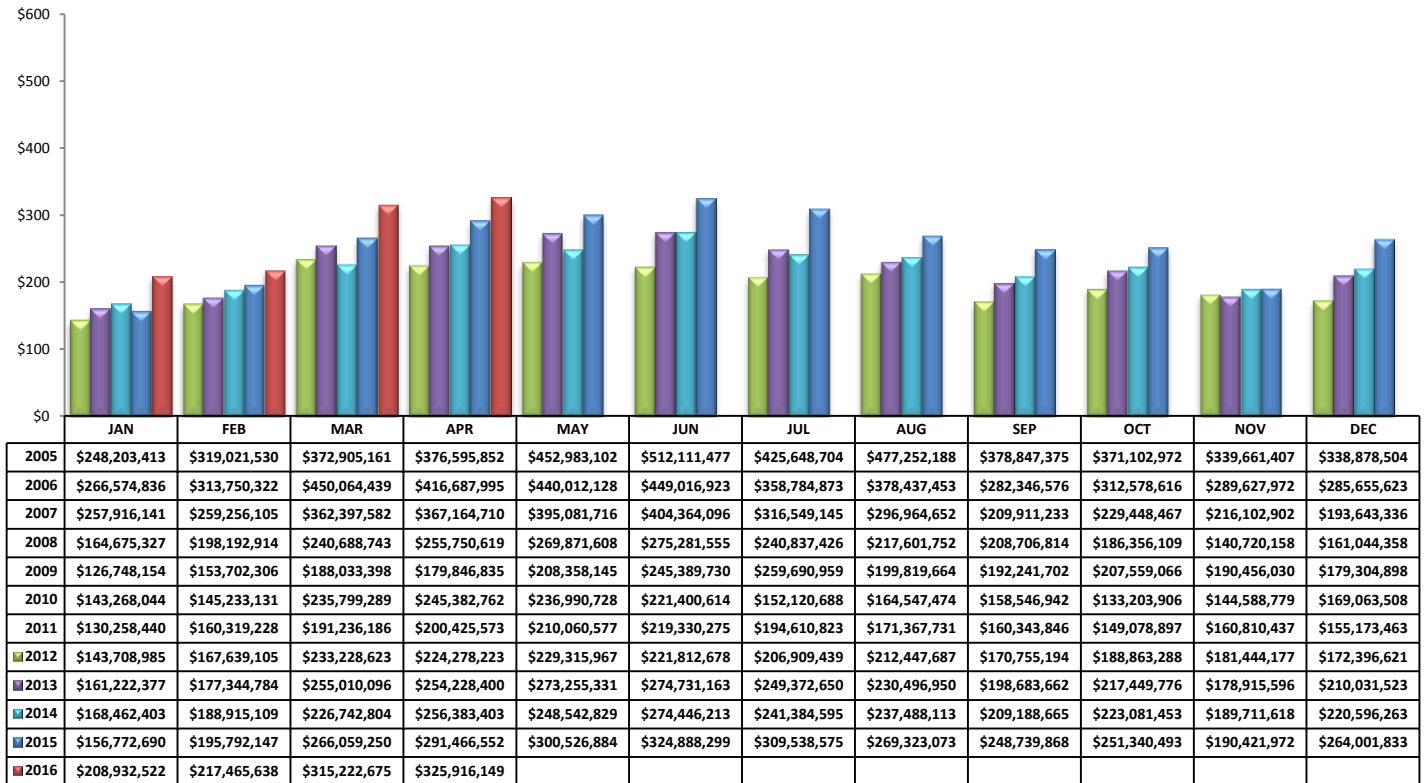
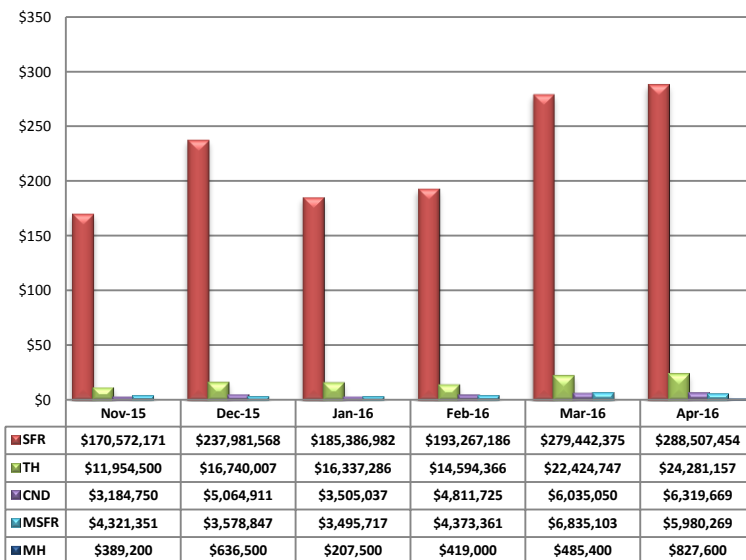
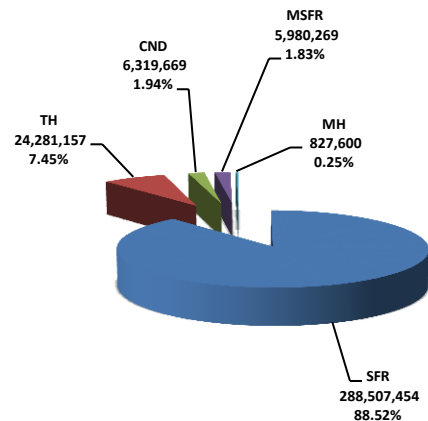
| Types of Financing |  | Totals |
|--------------------|--|--------|
| FHA                |  | 316    |
| VA                 |  | 143    |
| Other              |  | 32     |
| Cash               |  | 395    |
| Conventional       |  | 576    |
| Cash/Loan          |  | 0      |
| Carryback          |  | 11     |

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|--------------------|--------|
| FHA                | 316    |
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| Other              | 32     |
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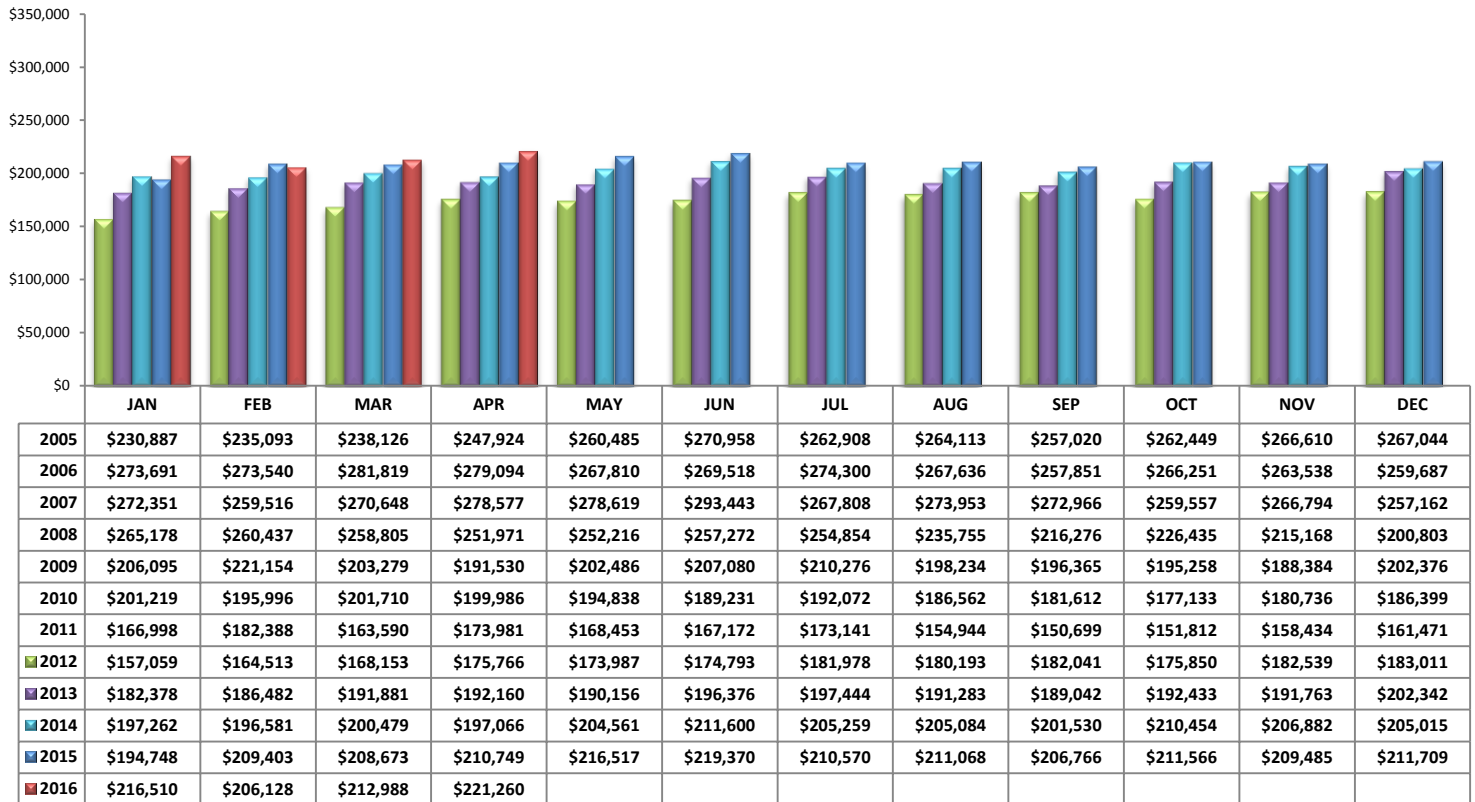
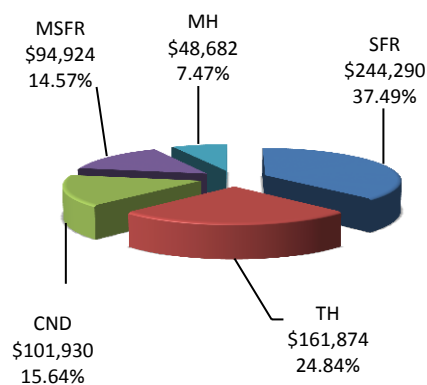
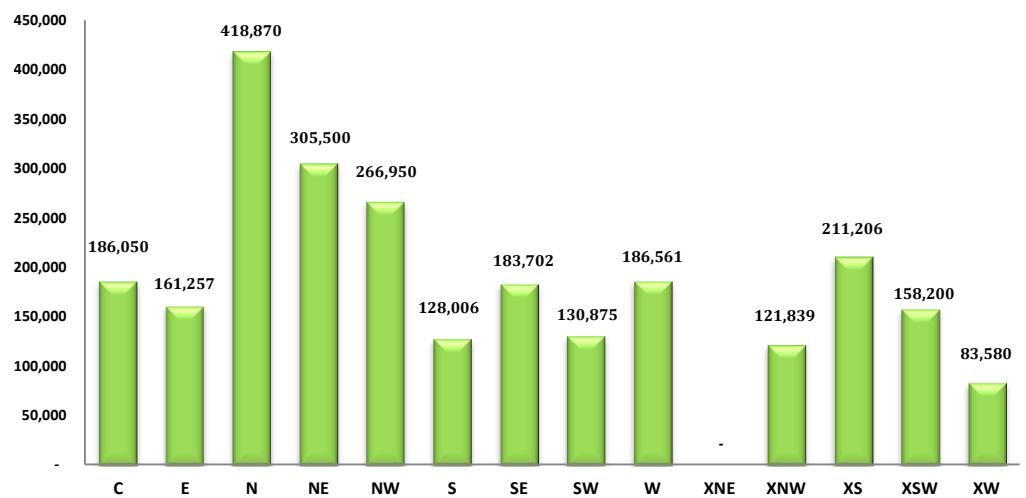
Please note: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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 Multiple Listing Service of Southern Arizona guarantees nor is in any way responsible for its accuracy.

**Total Unit Sales – April 2016****Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

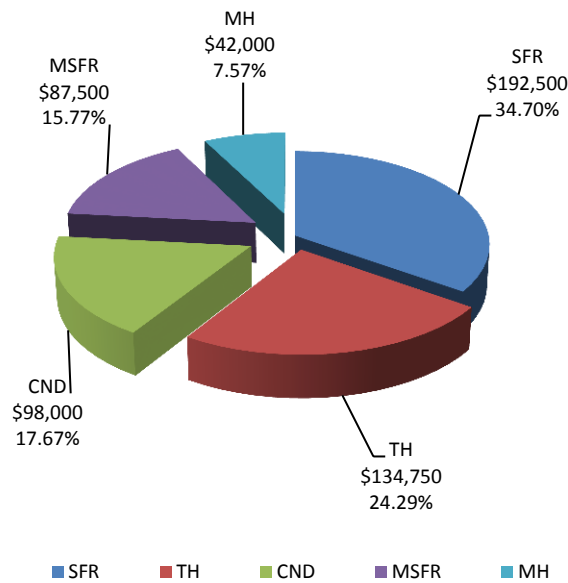
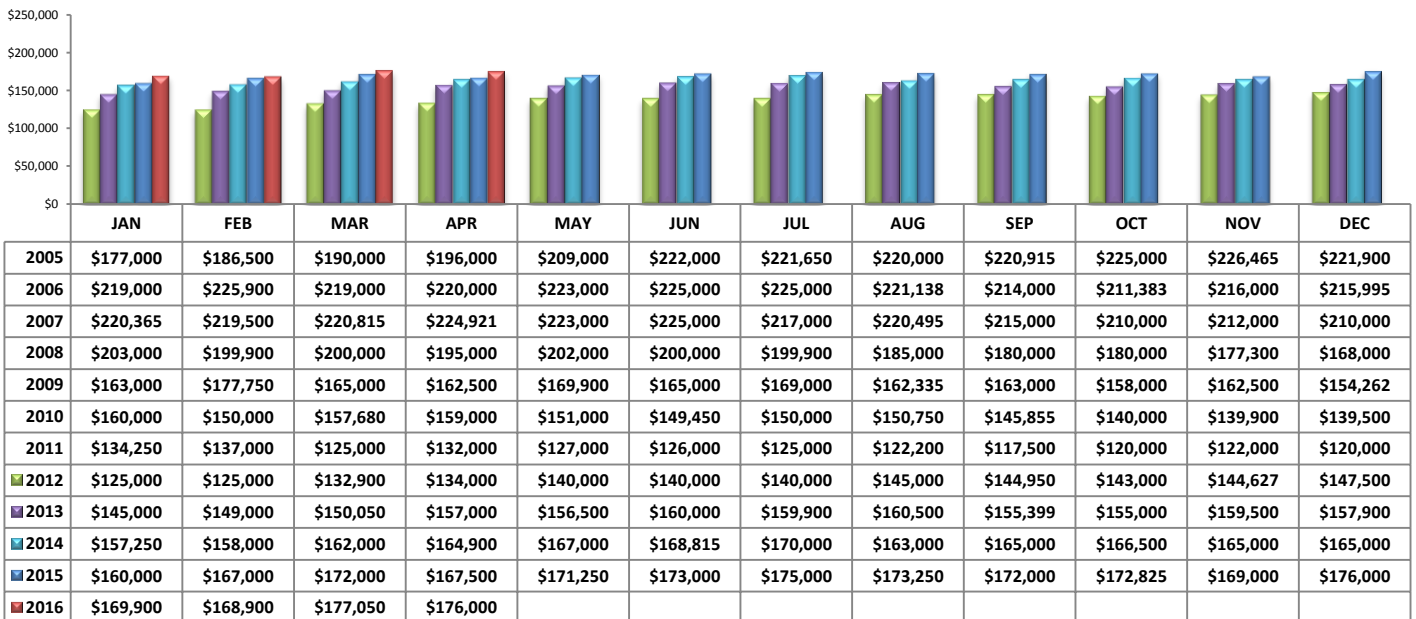
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**Total Sales Volume - April 2016****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

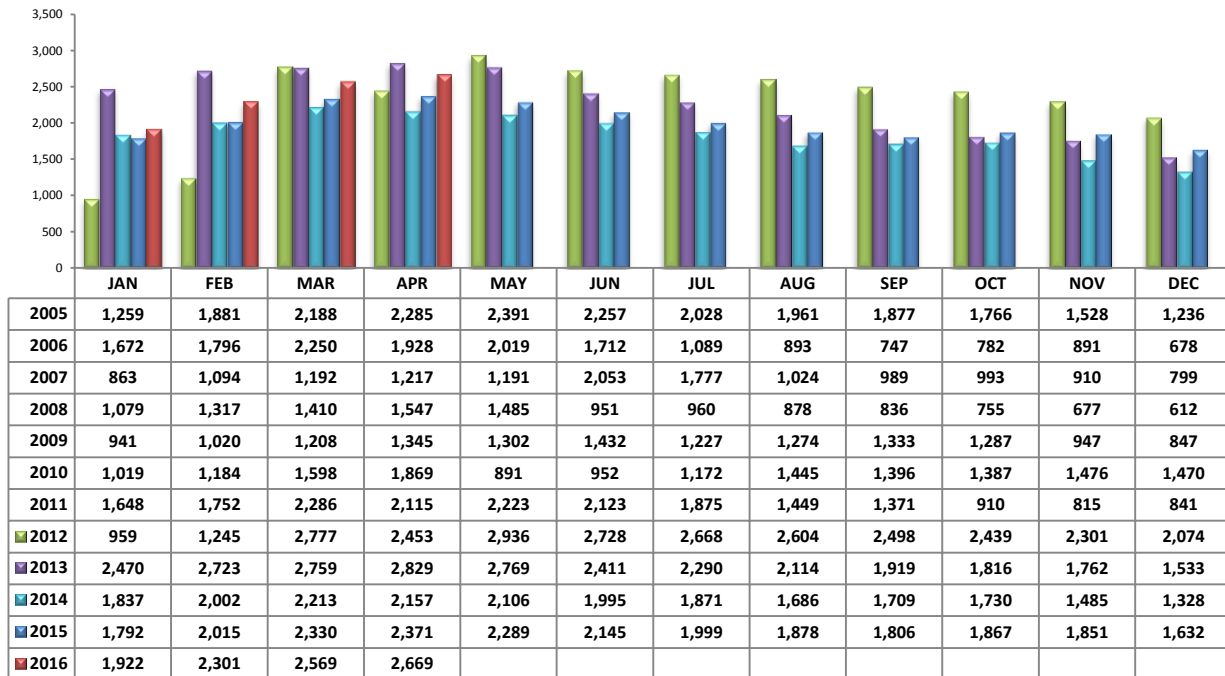
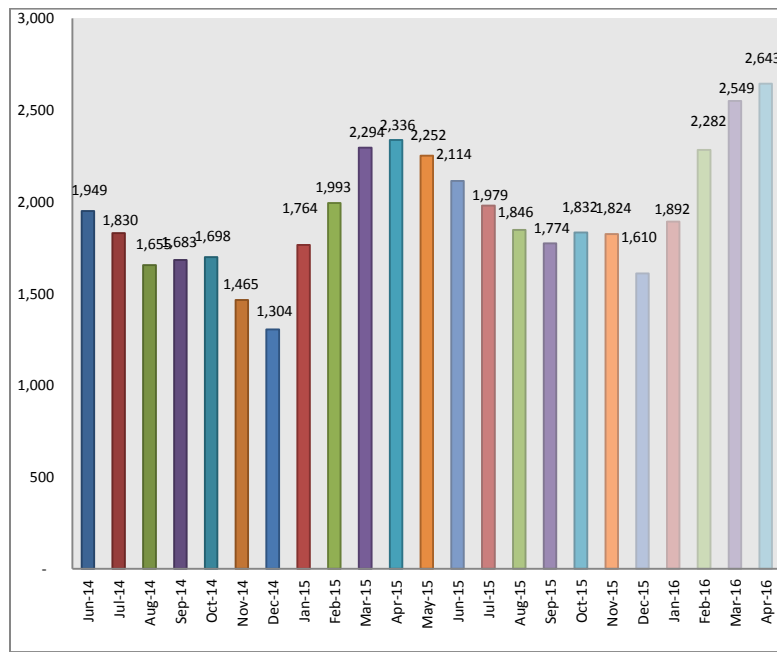
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**Average Sales Price – April 2016****Average Sales Price by Type – April 2016****Average "Listing" Price per Area – April 2016**

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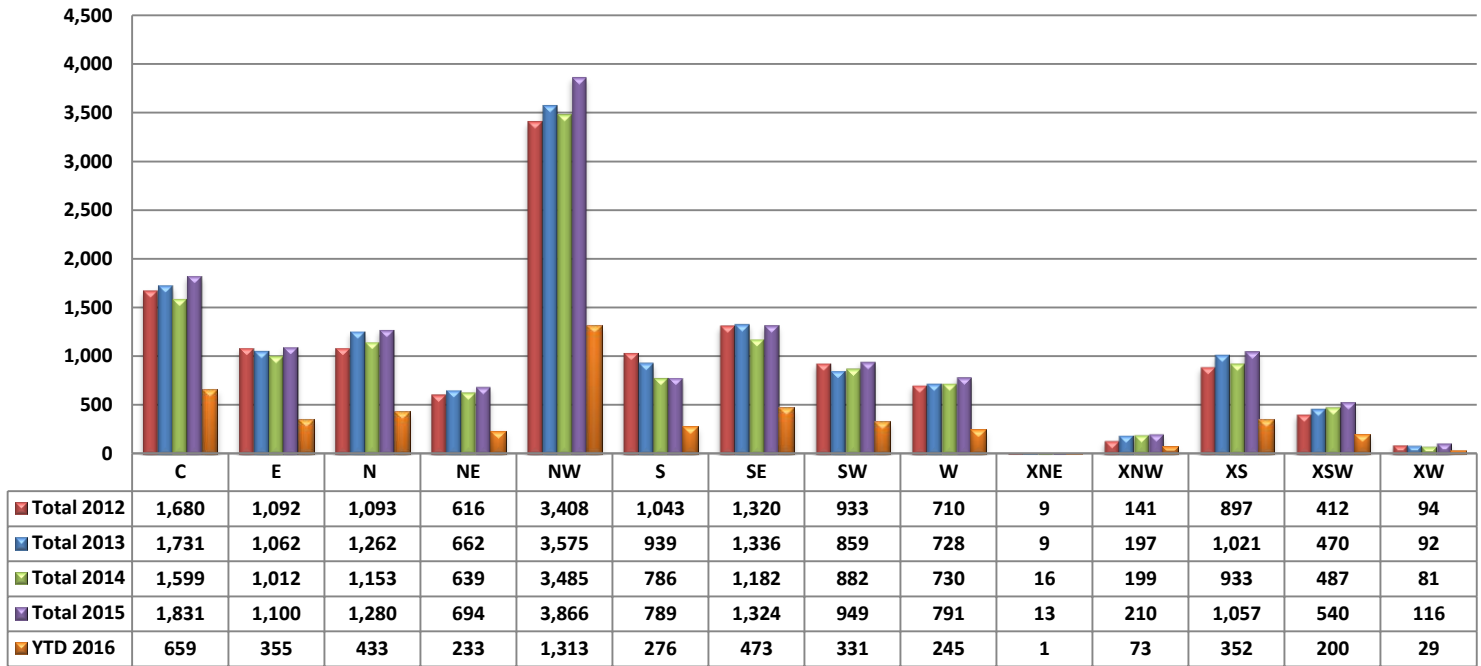
**Median Sale Price – by Type****Median Sale Price – April 2016**

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**Newly Under Contract During The Month****Total Listings Still Under Contract At The End of The Month**

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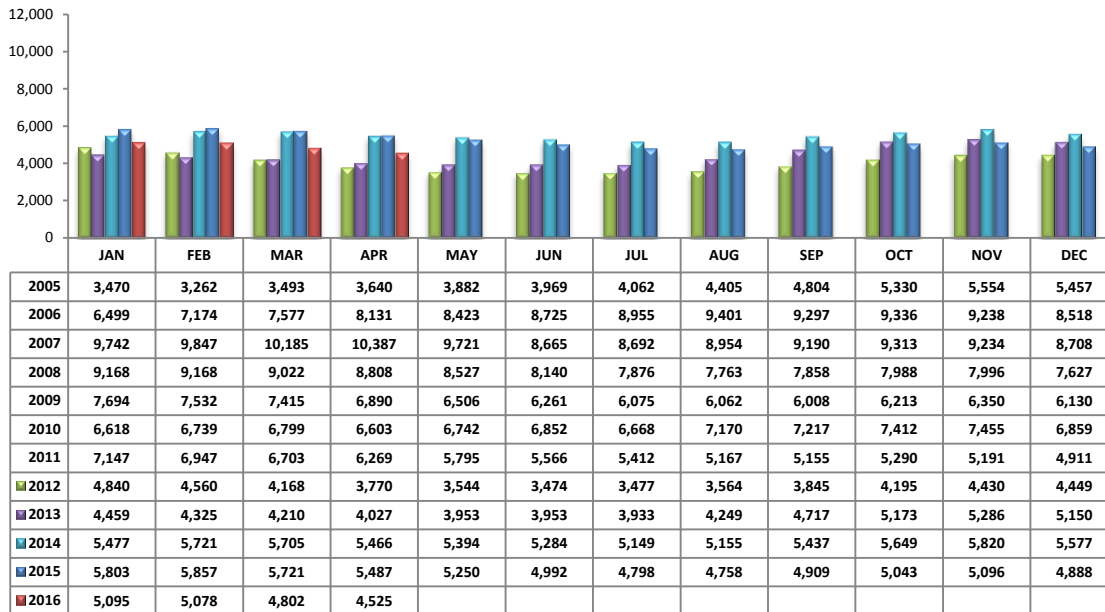
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

|     | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| C   | \$125,602    | \$180,255  | \$265,832  | \$256,400   | \$179,913    |
| E   | \$92,243     | \$150,292  | \$208,064  | \$343,816   | \$158,215    |
| N   | \$198,238    | \$351,815  | \$540,162  | \$988,748   | \$402,910    |
| NE  | \$117,266    | \$252,353  | \$378,351  | \$459,555   | \$296,770    |
| NW  | \$218,778    | \$230,962  | \$301,468  | \$462,445   | \$258,983    |
| S   | \$73,383     | \$124,004  | \$147,462  | \$155,333   | \$126,210    |
| SE  | \$140,667    | \$164,908  | \$201,227  | \$276,957   | \$180,573    |
| SW  | \$73,941     | \$140,727  | \$139,430  | \$201,450   | \$126,408    |
| W   | \$115,969    | \$210,741  | \$233,583  | \$0         | \$180,543    |
| XNE | \$0          | \$0        | \$0        | \$0         | \$0          |
| XNW | \$0          | \$120,978  | \$107,166  | \$0         | \$115,454    |
| XS  | \$206,430    | \$191,414  | \$214,083  | \$261,857   | \$206,596    |
| XSW | \$132,442    | \$204,890  | \$270,166  | \$0         | \$153,672    |
| XW  | \$31,500     | \$78,300   | \$124,000  | \$0         | \$78,080     |

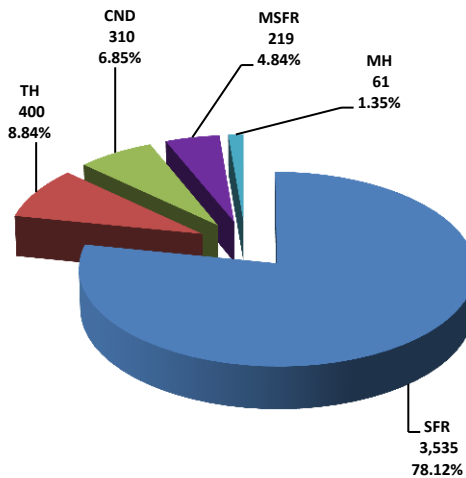
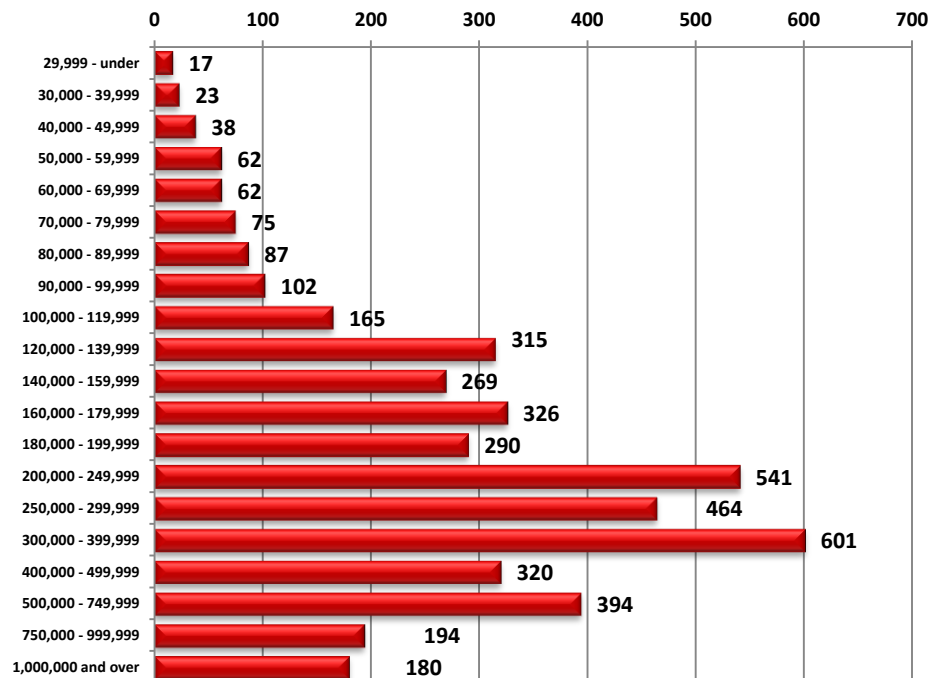
**Units Sold per Area by # of Bedrooms**

|     | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| C   | 52           | 105        | 28         | 5           | 190          |
| E   | 23           | 56         | 17         | 6           | 102          |
| N   | 45           | 56         | 41         | 11          | 153          |
| NE  | 9            | 26         | 16         | 9           | 60           |
| NW  | 95           | 182        | 95         | 24          | 396          |
| S   | 10           | 41         | 25         | 3           | 79           |
| SE  | 11           | 88         | 46         | 9           | 154          |
| SW  | 24           | 39         | 25         | 5           | 93           |
| W   | 24           | 32         | 11         | 0           | 67           |
| XNE | 0            | 0          | 0          | 0           | 0            |
| XNW | 0            | 9          | 6          | 0           | 15           |
| XS  | 25           | 40         | 30         | 7           | 102          |
| XSW | 43           | 11         | 3          | 0           | 57           |
| XW  | 1            | 3          | 1          | 0           | 5            |

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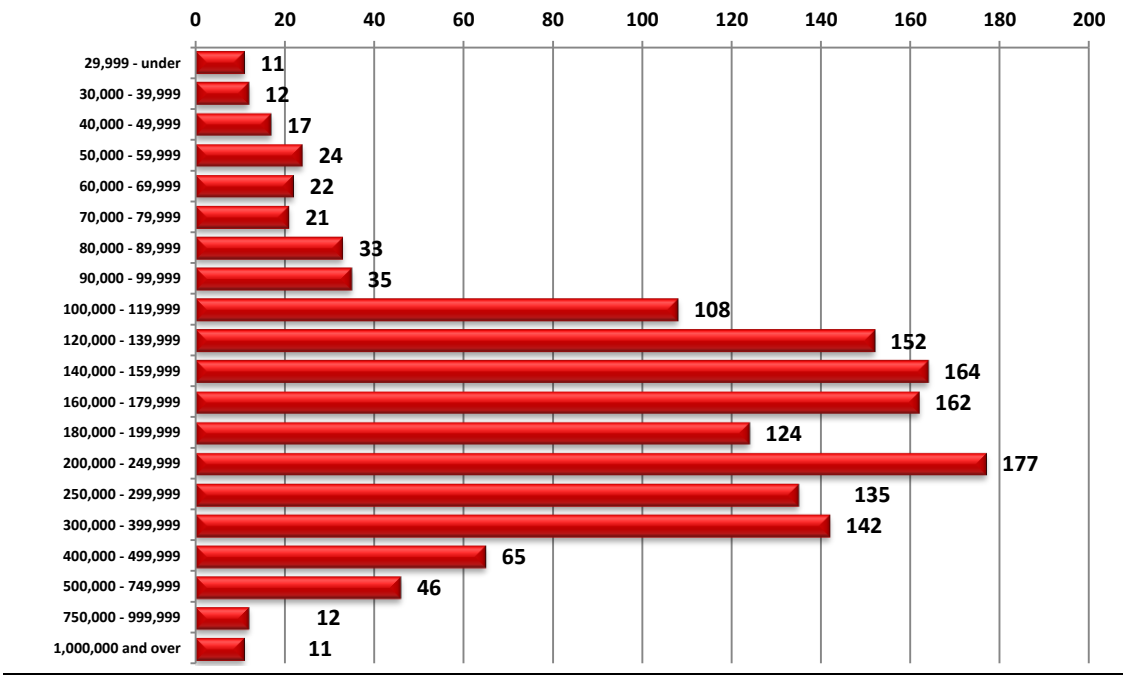
**Active Listings**

| Area | # of Listings |
|------|---------------|
| C    | 532           |
| E    | 222           |
| N    | 668           |
| NE   | 287           |
| NW   | 1270          |
| S    | 105           |
| SE   | 293           |
| SW   | 263           |
| W    | 207           |
| XNE  | 25            |
| XNW  | 45            |
| XS   | 334           |
| XSW  | 233           |
| XW   | 41            |

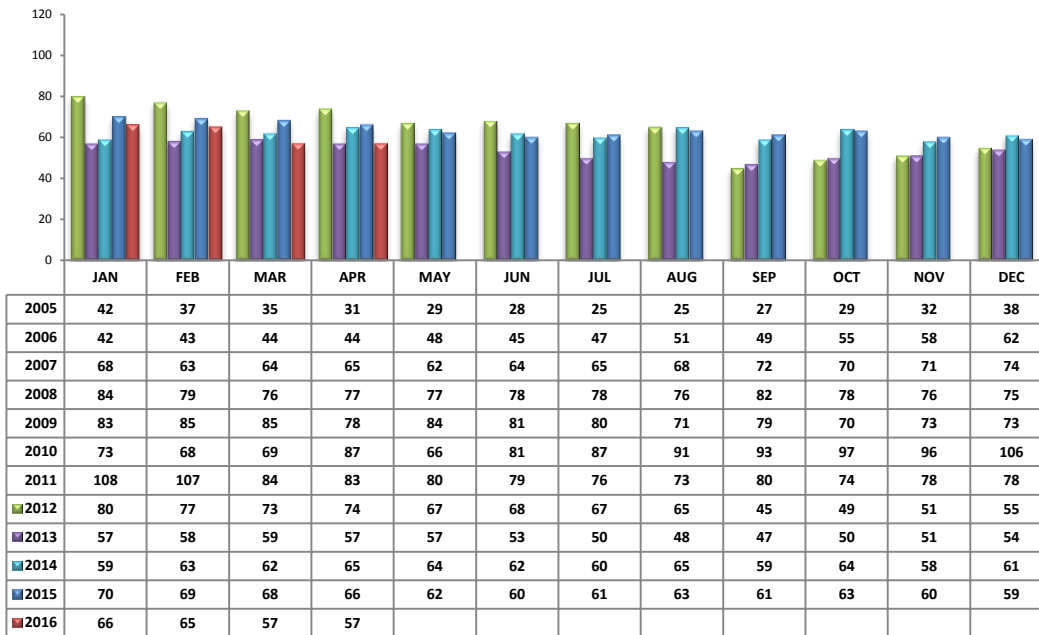
**Active Listings Unit Breakdown****Active Listings Price Breakdown**

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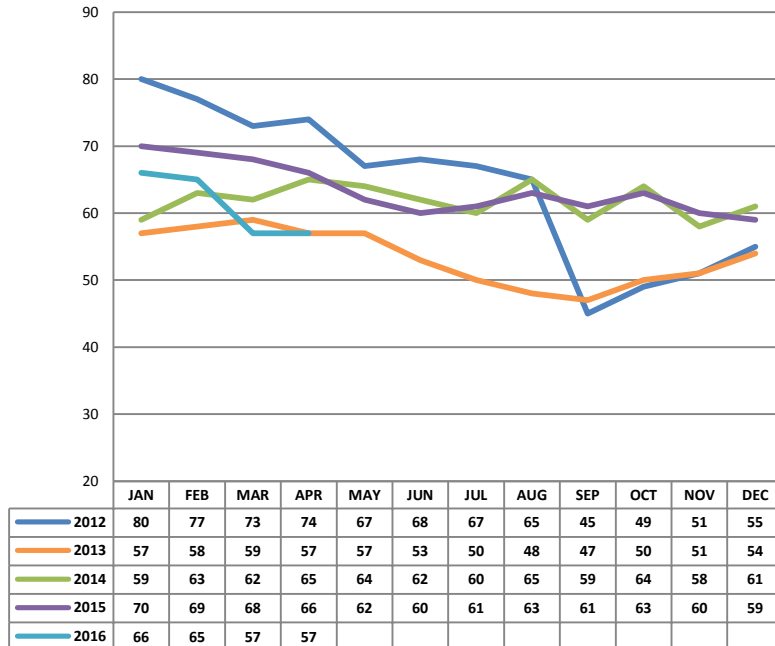
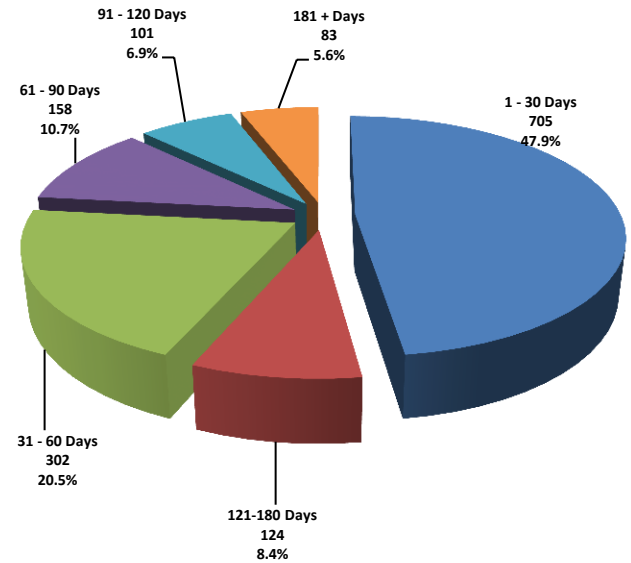
**Sold Price Breakdown**



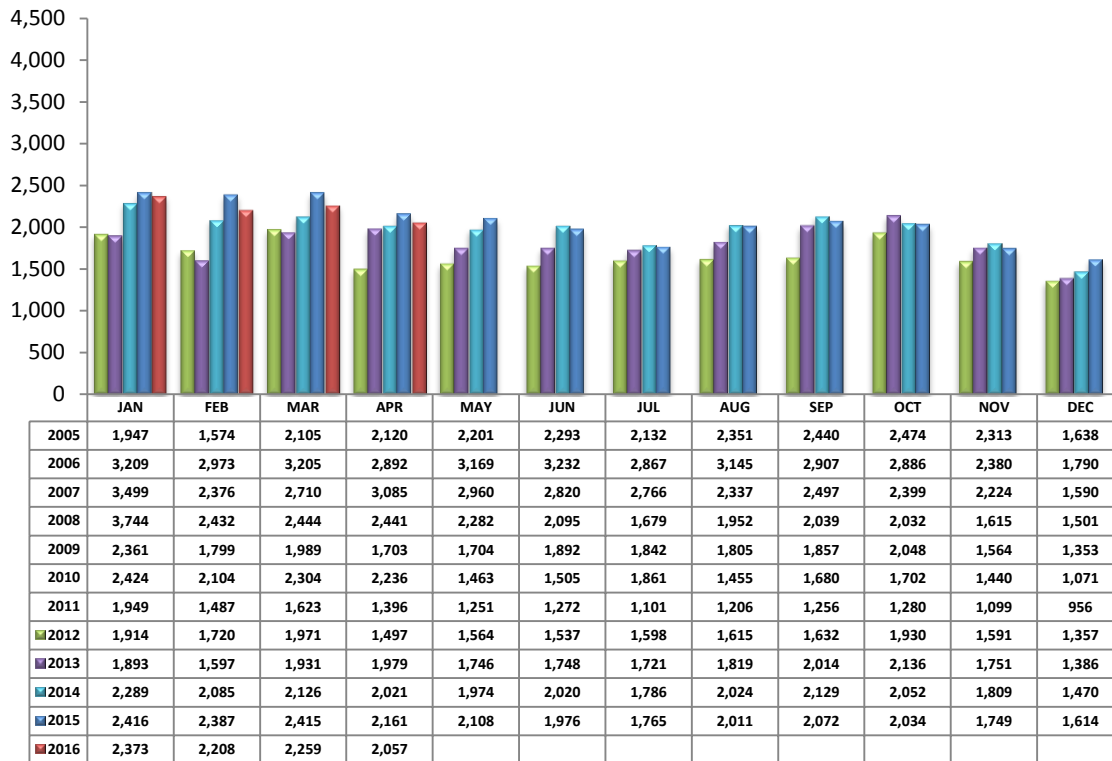
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**Average Days on Market/Listing – April 2016**

| Area | Avg. DOM |
|------|----------|
| C    | 52       |
| E    | 64       |
| N    | 55       |
| NE   | 58       |
| NW   | 58       |
| S    | 39       |
| SE   | 44       |
| SW   | 72       |
| W    | 55       |
| XNE  | 0        |
| XNW  | 50       |
| XS   | 71       |
| XSW  | 69       |
| XW   | 137      |

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

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**New Listings - April 2016**

| Area | # of Listings |
|------|---------------|
| C    | 263           |
| E    | 146           |
| N    | 235           |
| NE   | 106           |
| NW   | 590           |
| S    | 89            |
| SE   | 167           |
| SW   | 100           |
| W    | 103           |
| XNE  | 3             |
| XNW  | 25            |
| XS   | 130           |
| XSW  | 80            |
| XW   | 20            |

\*Includes properties that were re-listed

\*\*Beginning April 2012, TAR/MLS implemented a change in the calculation of New Listings to include all new listings input to the MLS database. The changes are reflected above.

**Misc. MLS Information**

| Month     | Expired | Cancelled | Temp Off Mkt. |
|-----------|---------|-----------|---------------|
| July 2015 | 192     | 381       | 82            |
| Aug 2015  | 207     | 360       | 53            |
| Sept 2015 | 204     | 385       | 58            |
| Oct 2015  | 200     | 326       | 41            |
| Nov 2015  | 165     | 318       | 67            |
| Dec 2015  | 296     | 310       | 51            |
| Jan 2016  | 198     | 413       | 58            |
| Feb 2016  | 155     | 354       | 42            |
| Mar 2016  | 167     | 355       | 50            |
| Apr 2016  | 190     | 387       | 57            |

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