

For Immediate Release:
September 9, 2016

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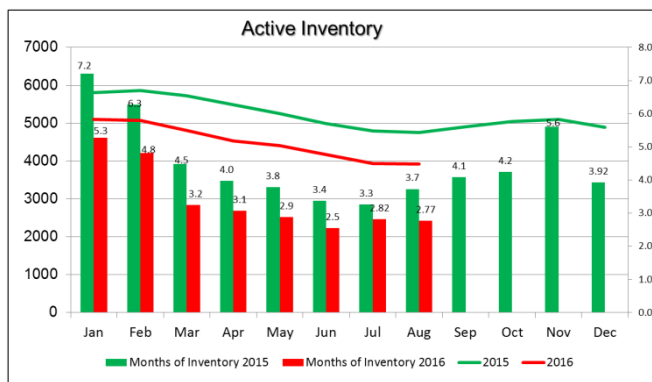
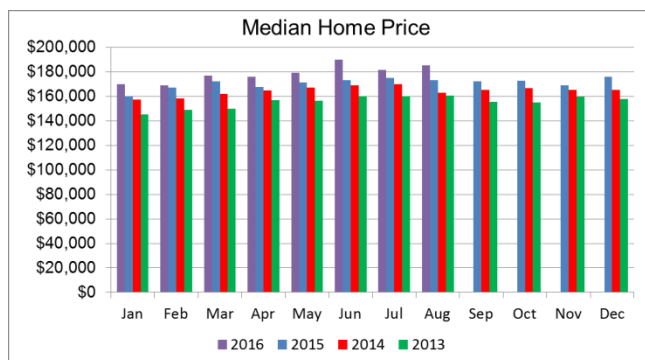
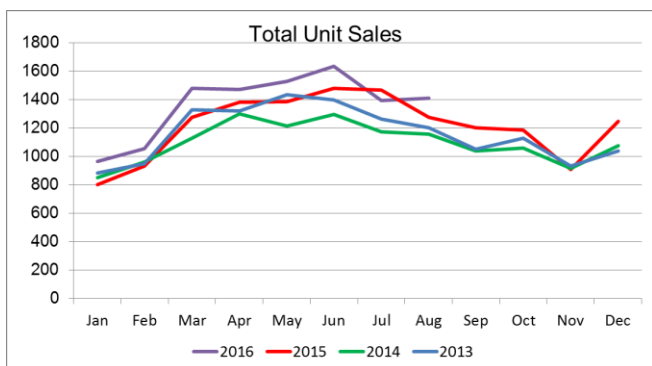
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Tucson Residential Housing Market

Monthly Statistics August 2016

Below are some highlights from the August Residential Sales Statistics:

- Total Sales Volume increased 2.12% to \$311,954,046 from \$305,485,314 in July but is an increase of 15.83% over August 2015.
- The Average Sales Price of \$220,774 is an increase of 0.82% from July's number of \$218,985.
- Average List Price of \$226,428 increased 0.74% from July's number of \$224,771.
- Total Under Contract decreased by 0.45% since July.
- Total Unit Sales of 1,413 increased 1.29% since July's number of 1,395 and is an increase of 10.74% over August 2015.
- The Median Sales Price rose to \$185,000 this month from \$181,500 last month, a 1.93% increase.
- New Listings increased to 1,925 from 1,677 in July and are down 4.28% from August 2015.
- Total Active Listings of 3,919 is a decrease of 0.43% since July's number of 3,936.
- Average Days on Market of 48 is a decrease from 50 in July.
- Conventional loan sales of 43.2% exceeded Cash Sales of 20.9%.



Cathy Erchull
 2016 MLSSAZ President

Eric Gibbs
 2016 TAR President



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August 2016 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
August	\$311,954,046	\$269,323,073	15.83%
July	\$305,485,314	\$309,538,575	-1.31%
Month % Change	2.12%	-12.99%	

Average Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
August	\$220,774	\$211,068	4.60%
July	\$218,985	\$210,570	4.00%
Month % Change	0.82%	0.24%	

Average List Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
August	\$226,428	\$217,833	3.95%
July	\$224,771	\$216,779	3.69%
Month % Change	0.74%	0.49%	

Total Under Contract

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
August	2,221	1,846	20.31%
July	2,231	1,979	12.73%
Month % Change	-0.45%	-6.72%	

Total Unit Sales

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
August	1,413	1,276	10.74%
July	1,395	1,470	-5.10%
Month % Change	1.29%	-13.20%	

Median Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
August	\$185,000	\$173,250	6.78%
July	\$181,500	\$175,000	3.71%
Month % Change	1.93%	-1.00%	

New Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
August	1,925	2,011	-4.28%
July	1,677	1,765	-4.99%
Month % Change	14.79%	13.94%	

Active Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
August	3,919	4,758	-17.63%
July	3,936	4,798	-17.97%
Month % Change	-0.43%	-0.83%	

August 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	114	31	27.19%	85740	0	0	0.00%
85145	14	5	35.71%	85648	0	0	0.00%	85714	16	9	56.25%	85741	75	48	64.00%
85245	0	0	0.00%	85653	65	23	35.38%	85715	88	32	36.36%	85742	142	54	38.03%
85601	1	0	0.00%	85654	0	0	0.00%	85716	112	30	26.79%	85743	139	60	43.17%
85602	4	0	0.00%	85658	179	32	17.88%	85717	0	0	0.00%	85745	106	43	40.57%
85611	0	0	0.00%	85701	18	1	5.56%	85718	250	54	21.60%	85746	68	31	45.59%
85614	159	44	27.67%	85704	123	45	36.59%	85719	126	37	29.37%	85747	75	57	76.00%
85616	0	0	0.00%	85705	68	40	58.82%	85730	76	64	84.21%	85748	75	34	45.33%
85619	27	1	3.70%	85706	55	21	38.18%	85734	0	0	0.00%	85749	131	36	27.48%
85622	41	9	21.95%	85709	0	0	0.00%	85735	46	12	26.09%	85750	216	48	22.22%
85623	16	1	6.25%	85710	87	77	88.51%	85736	40	3	7.50%	85755	198	40	20.20%
85629	177	58	32.77%	85711	91	62	68.13%	85737	158	46	29.11%	85756	61	53	86.89%
85641	155	59	38.06%	85712	93	40	43.01%	85739	153	40	26.14%	85757	80	33	41.25%

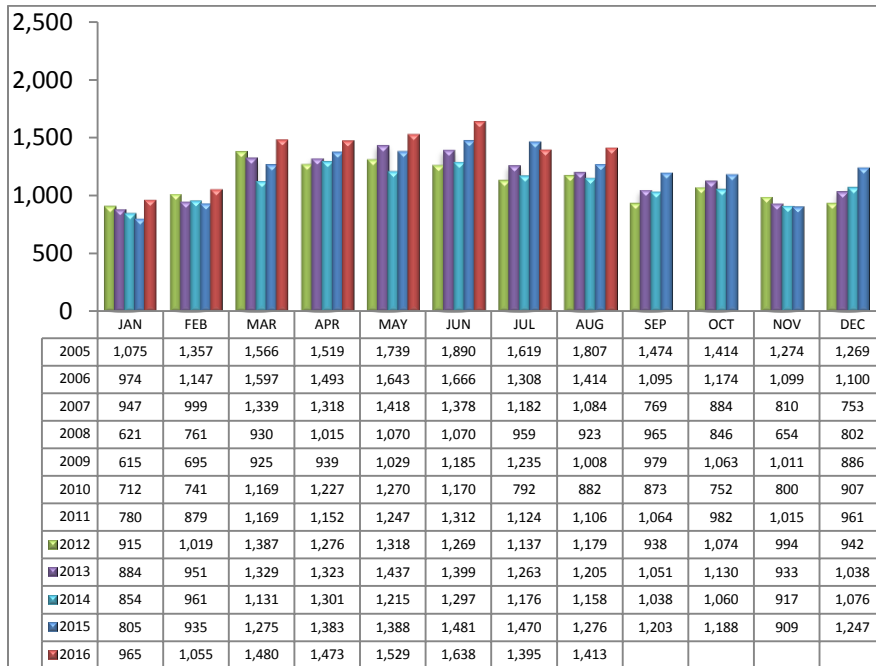
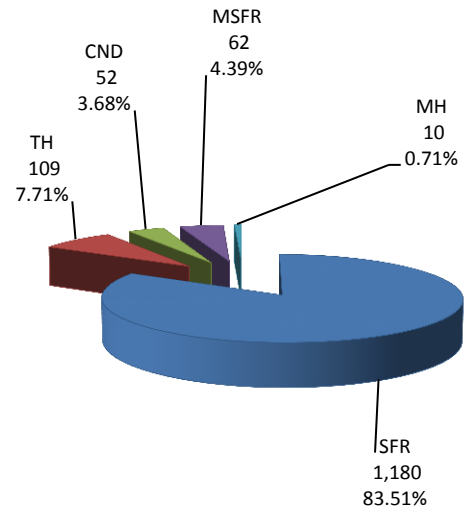
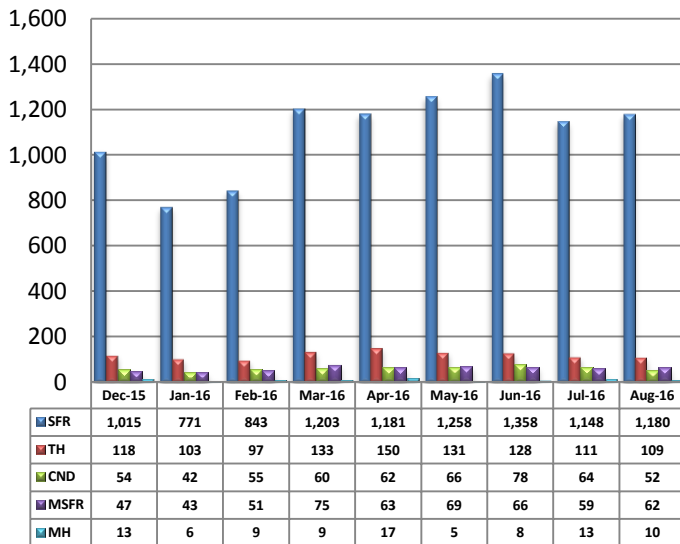
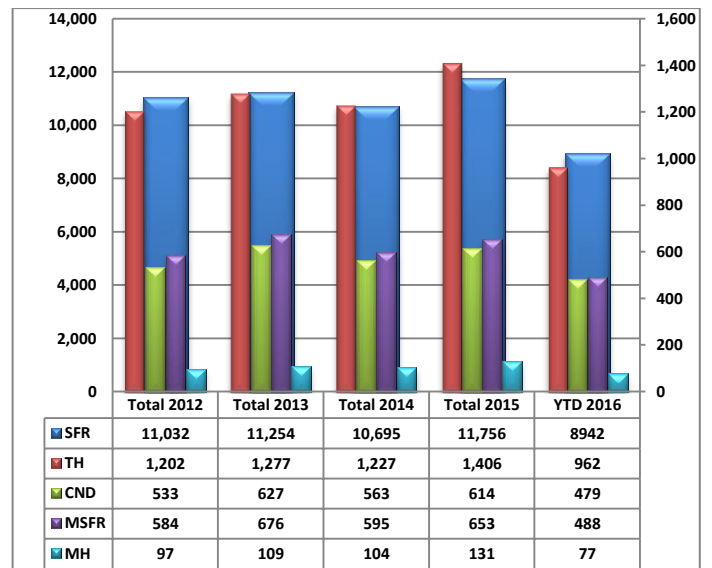
NOTE:

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	3	2	7	29	5	C	479	1 -30 Days	746																									
\$30,000 to \$39,999	26	8	1	3	38	9	E	163	31-60 Days	262																									
\$40,000 to \$49,999	56	11	0	3	70	10	N	505	61 - 90 Days	172																									
\$50,000 to \$59,999	50	16	3	6	75	22	NE	232	91-120 Days	87																									
\$60,000 to \$69,999	61	20	5	4	90	22	NW	1116	121 - 180 Days	86																									
\$70,000 to \$79,999	57	20	2	12	91	24	S	134	Over 180 Days	60																									
\$80,000 to \$89,999	81	31	4	6	122	20	SE	251	Avg. Days on Market																										
\$90,000 to \$99,999	70	50	6	15	141	37	SW	244	48																										
\$100,000 to \$119,999	158	119	17	21	315	99	W	174	Avg. Sold Price																										
\$120,000 to \$139,999	219	175	29	38	461	142	XNE	27	\$220,774																										
\$140,000 to \$159,999	216	196	30	59	501	143	XNW	46	Median Sale Price																										
\$160,000 to \$179,999	286	222	24	47	579	139	XS	306	\$185,000																										
\$180,000 to \$199,999	265	134	9	24	432	133	XSW	191	New Listings																										
\$200,000 to \$249,999	514	206	13	58	791	233	XW	51	1,925																										
\$250,000 to \$299,999	425	155	8	36	624	129	Sold Units per Area		Sales Volume by Area																										
\$300,000 to \$399,999	499	145	9	48	701	137	C	188	\$33,812,829																										
\$400,000 to \$499,999	290	56	0	13	359	48	E	112	\$19,460,850																										
\$500,000 to \$749,999	332	37	2	21	392	41	N	111	\$48,848,218																										
\$750,000 to \$999,999	147	12	2	9	170	11	NE	69	\$20,510,650																										
\$1,000,000 and over	150	7	0	2	159	9	NW	351	\$90,932,308																										
							S	93	\$11,795,923																										
							SE	150	\$28,520,758																										
							SW	83	\$11,337,278																										
							W	82	\$15,857,746																										
							XNE	1	\$282,500																										
							XNW	16	\$1,729,594																										
							XS	100	\$21,274,936																										
Totals	3,919	1,623	166	432	6,140	1,413	XSW	44	\$6,262,731																										
							XW	13	\$1,327,725																										
	Aug-16	Aug-15	% Change	YTD 2016	YTD 2015	% Change	Total Volume		\$311,954,046																										
Home Sales Volume	\$311,954,046	\$269,323,073	15.83%	\$2,397,151,352	\$2,114,367,470	13.37%	<table><tr><th colspan="2">Types of Financing</th><th>Totals</th></tr><tr><td>FHA</td><td></td><td>305</td></tr><tr><td>VA</td><td></td><td>168</td></tr><tr><td>Other</td><td></td><td>26</td></tr><tr><td>Cash</td><td></td><td>295</td></tr><tr><td>Conventional</td><td></td><td>610</td></tr><tr><td>Cash/Loan</td><td></td><td>0</td></tr><tr><td>Carryback</td><td></td><td>9</td></tr></table>					Types of Financing		Totals	FHA		305	VA		168	Other		26	Cash		295	Conventional		610	Cash/Loan		0	Carryback		9
Types of Financing		Totals																																	
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Conventional		610																																	
Cash/Loan		0																																	
Carryback		9																																	
Home Sales Units	1,413	1,276	10.74%	10,948	10,013	9.34%																													
Average Sales Price (All Residential)	\$220,774	\$211,068	4.60%	\$221,415	\$212,135	4.37%																													
Median Sales Price	\$185,000	\$173,250	6.78%	\$183,726	\$173,182	6.09%																													
Average Days on Market:	48	63	-23.81%	51	63	-19.05%																													
Average List Price for Sold:	\$226,428	\$217,833	3.95%	\$227,044	\$218,747	3.79%																													
SP/LP %	97.50%	96.89%		97.52%	96.98%																														
Total Under Contract	2,221	1,846	20.31%																																
Active Listings	3,919	4,758	-17.63%																																
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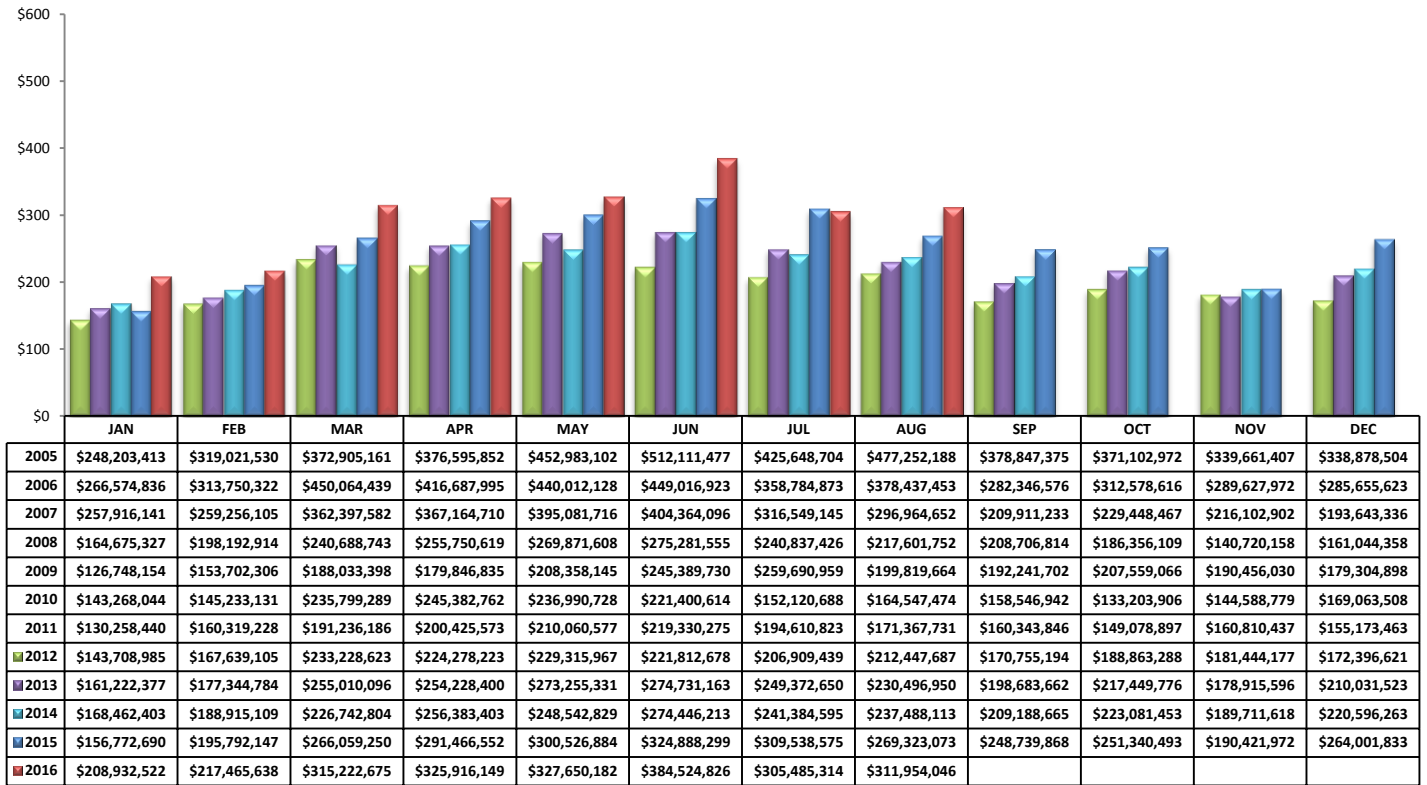
Types of Financing	Totals
FHA	305
VA	168
Other	26
Cash	295
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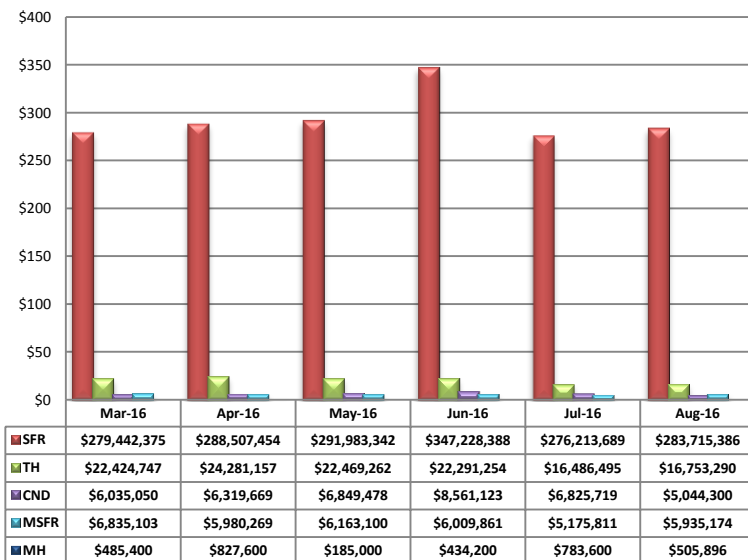
Total Unit Sales – August 2016**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

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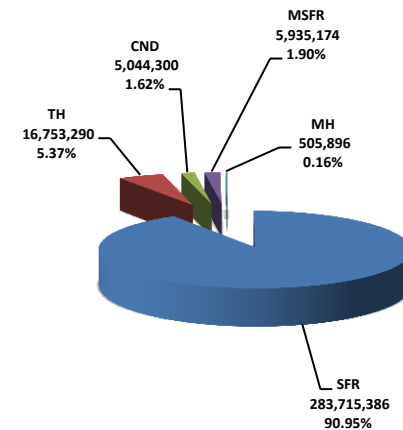
Total Sales Volume - August 2016



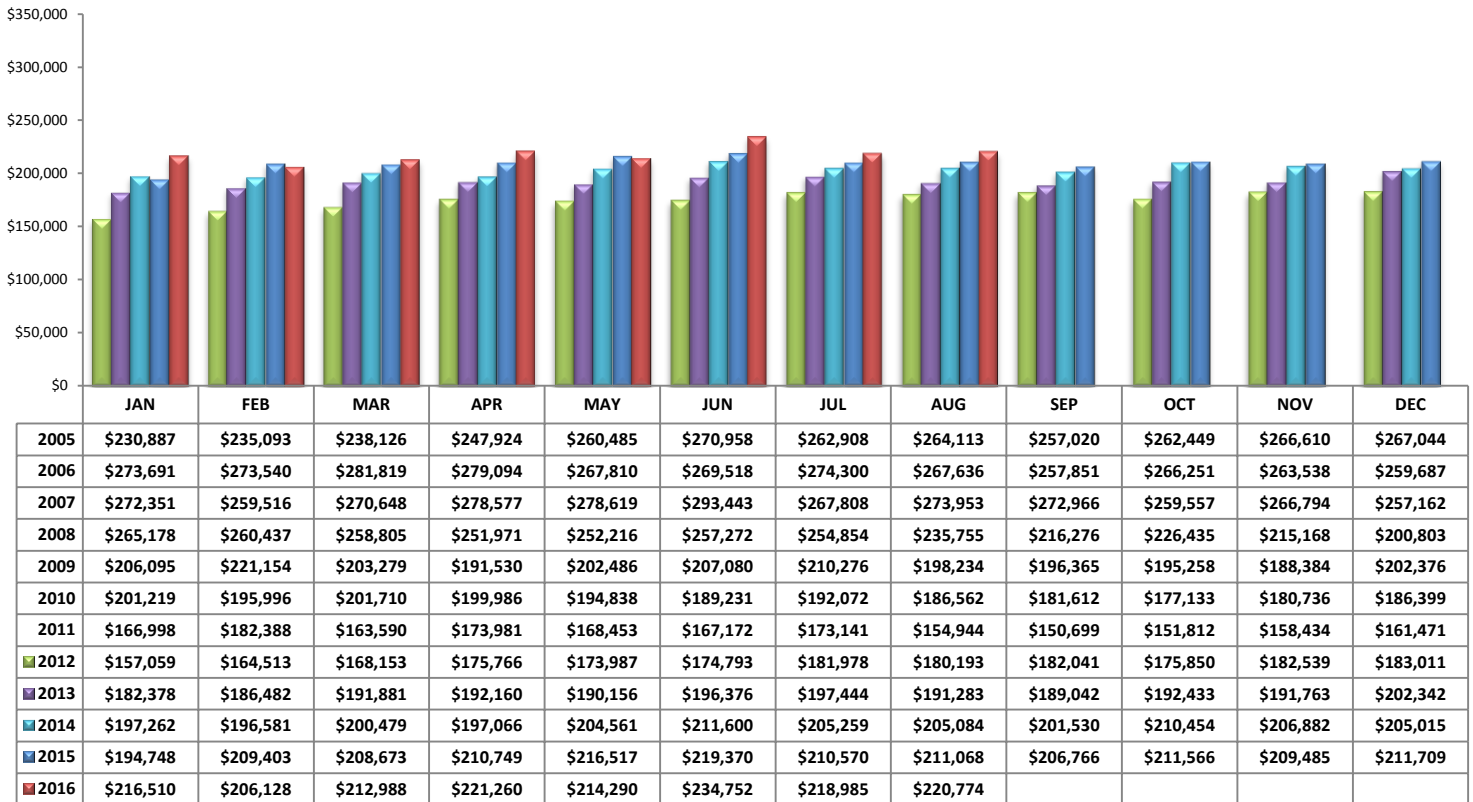
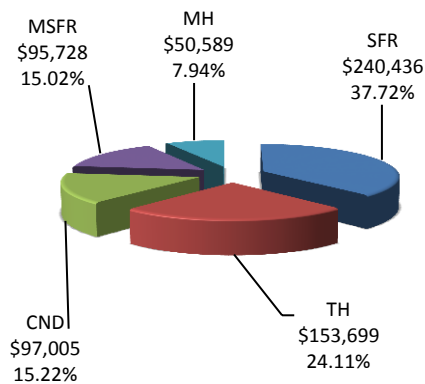
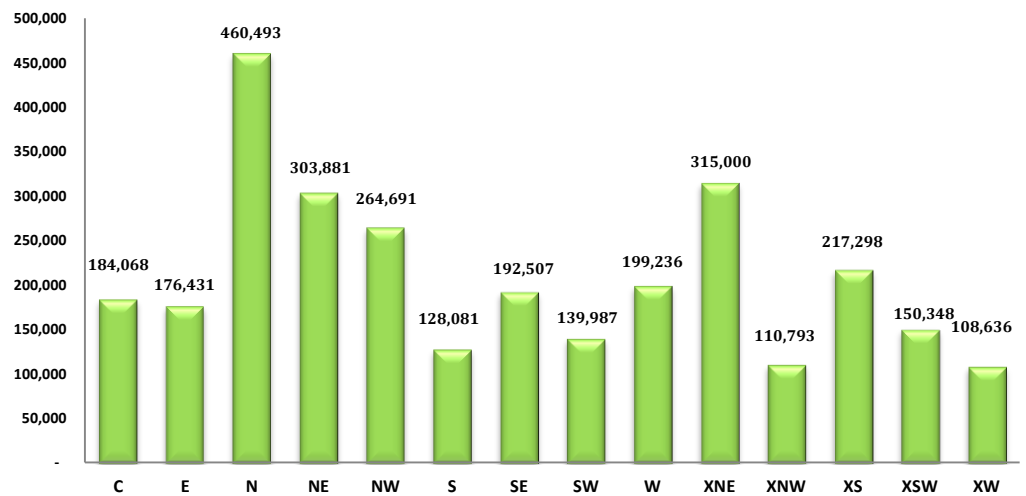
Total Sales Volume By Type - Monthly Comparison



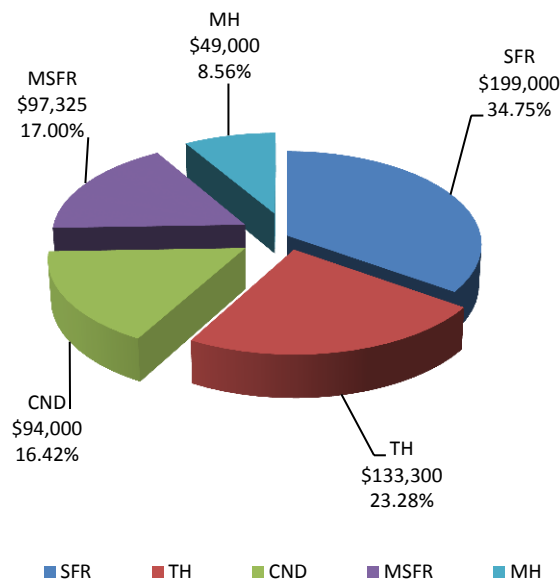
Monthly Volume by Type



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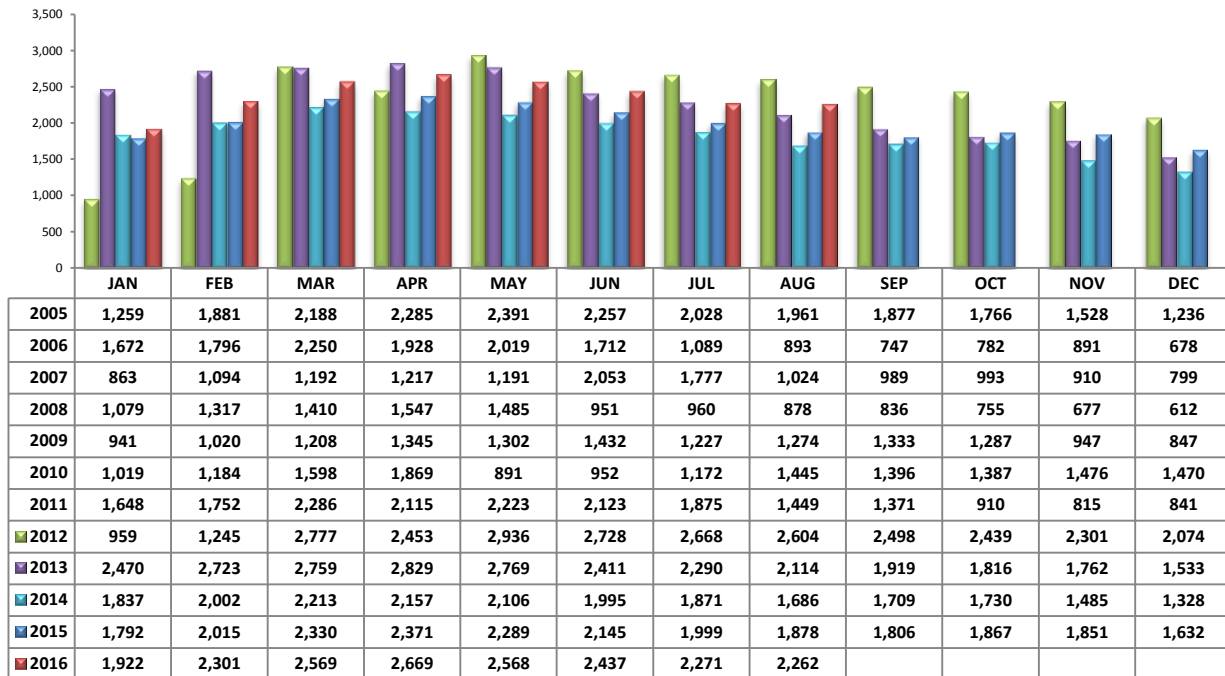
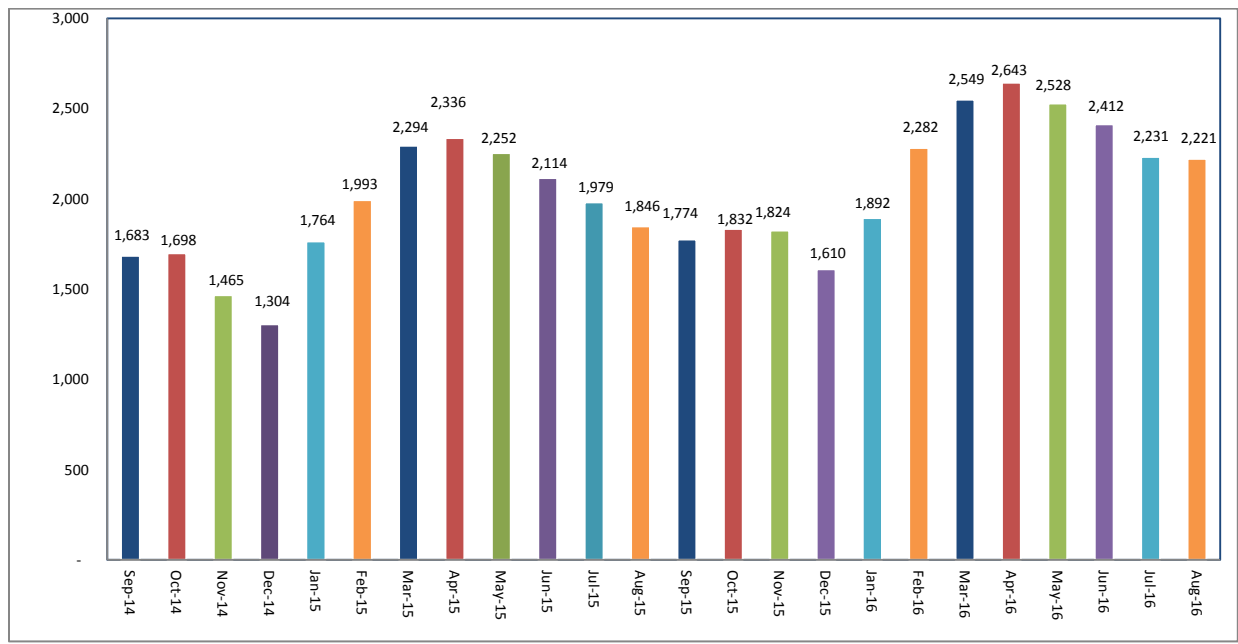
Average Sales Price – August 2016**Average Sales Price by Type – August 2016****Average "Listing" Price per Area – August 2016**

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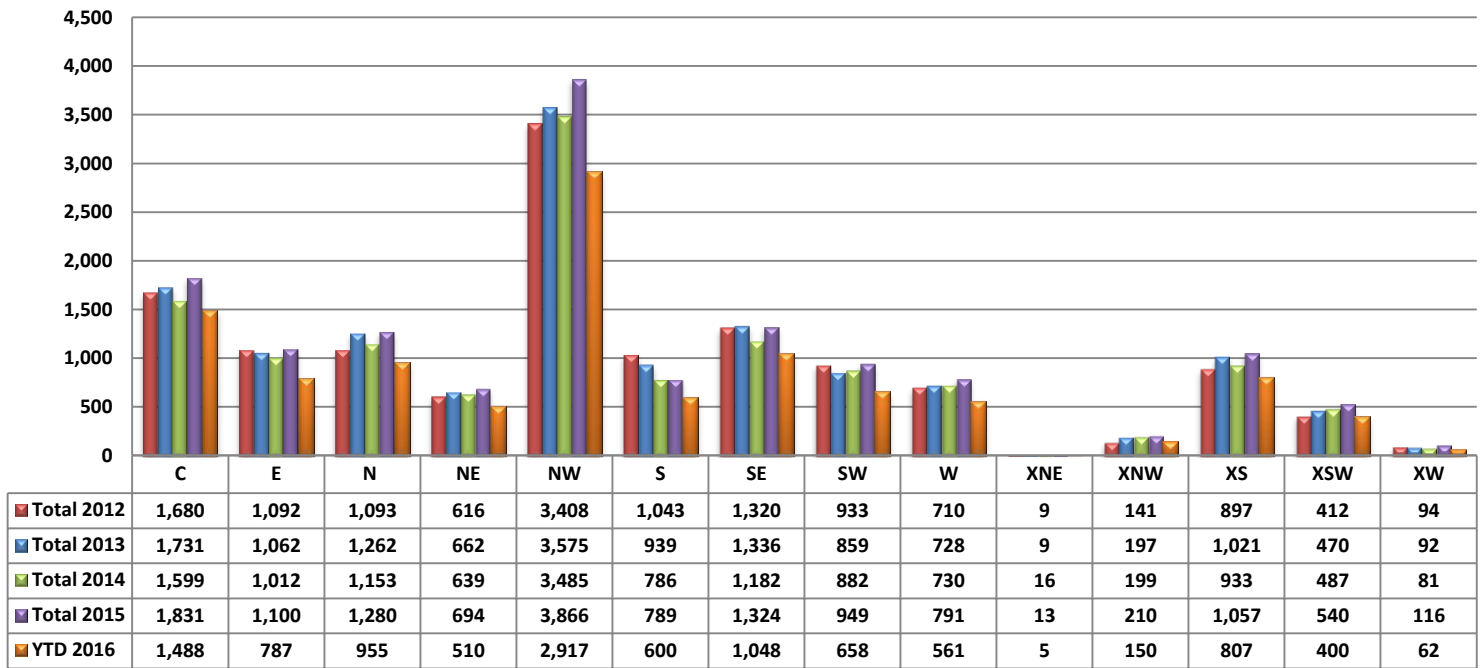
Median Sale Price – by Type**Median Sale Price – August 2016**

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2005	\$177,000	\$186,500	\$190,000	\$196,000	\$209,000	\$222,000	\$221,650	\$220,000	\$220,915	\$225,000	\$226,465	\$221,900
2006	\$219,000	\$225,900	\$219,000	\$220,000	\$223,000	\$225,000	\$225,000	\$221,138	\$214,000	\$211,383	\$216,000	\$215,995
2007	\$220,365	\$219,500	\$220,815	\$224,921	\$223,000	\$225,000	\$217,000	\$220,495	\$215,000	\$210,000	\$212,000	\$210,000
2008	\$203,000	\$199,900	\$200,000	\$195,000	\$202,000	\$200,000	\$199,900	\$185,000	\$180,000	\$180,000	\$177,300	\$168,000
2009	\$163,000	\$177,750	\$165,000	\$162,500	\$169,900	\$165,000	\$169,000	\$162,335	\$163,000	\$158,000	\$162,500	\$154,262
2010	\$160,000	\$150,000	\$157,680	\$159,000	\$151,000	\$149,450	\$150,000	\$150,750	\$145,855	\$140,000	\$139,900	\$139,500
2011	\$134,250	\$137,000	\$125,000	\$132,000	\$127,000	\$126,000	\$125,000	\$122,200	\$117,500	\$120,000	\$122,000	\$120,000
2012	\$125,000	\$125,000	\$132,900	\$134,000	\$140,000	\$140,000	\$140,000	\$145,000	\$144,950	\$143,000	\$144,627	\$147,500
2013	\$145,000	\$149,000	\$150,050	\$157,000	\$156,500	\$160,000	\$159,900	\$160,500	\$155,399	\$155,000	\$159,500	\$157,900
2014	\$157,250	\$158,000	\$162,000	\$164,900	\$167,000	\$168,815	\$170,000	\$163,000	\$165,000	\$166,500	\$165,000	\$165,000
2015	\$160,000	\$167,000	\$172,000	\$167,500	\$171,250	\$173,000	\$175,000	\$173,250	\$172,000	\$172,825	\$169,000	\$176,000
2016	\$169,900	\$168,900	\$177,050	\$176,000	\$179,000	\$190,000	\$181,500	\$185,000				

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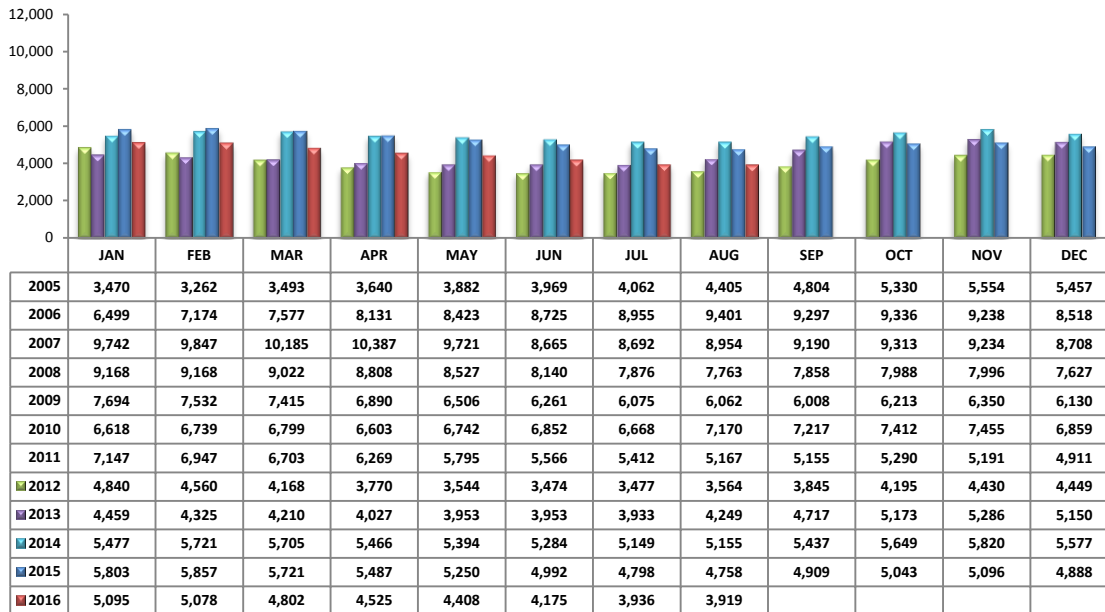
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$138,947	\$171,257	\$262,612	\$275,980	\$179,855
E	\$110,257	\$170,902	\$232,592	\$187,933	\$173,757
N	\$171,611	\$369,112	\$562,089	\$858,791	\$440,074
NE	\$125,458	\$292,643	\$380,327	\$366,000	\$297,255
NW	\$225,315	\$234,495	\$309,075	\$312,818	\$259,066
S	\$71,400	\$124,441	\$164,664	\$258,000	\$126,837
SE	\$128,569	\$170,528	\$225,308	\$265,083	\$190,138
SW	\$70,500	\$137,062	\$161,002	\$160,000	\$136,593
W	\$79,333	\$178,018	\$247,516	\$383,500	\$193,387
XNE	\$282,500	\$0	\$0	\$0	\$282,500
XNW	\$83,500	\$115,712	\$112,633	\$67,565	\$108,099
XS	\$167,413	\$201,537	\$220,896	\$288,400	\$212,749
XSW	\$120,944	\$185,875	\$194,625	\$184,450	\$142,334
XW	\$75,225	\$109,875	\$116,831	\$120,000	\$102,132

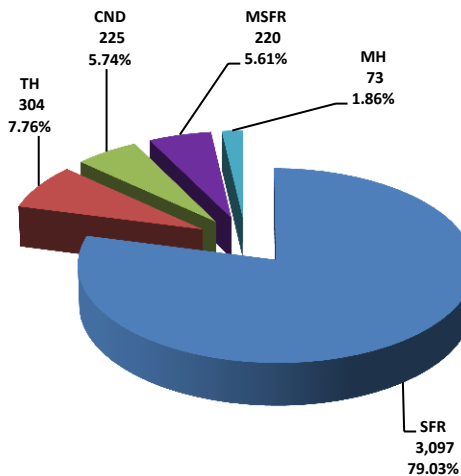
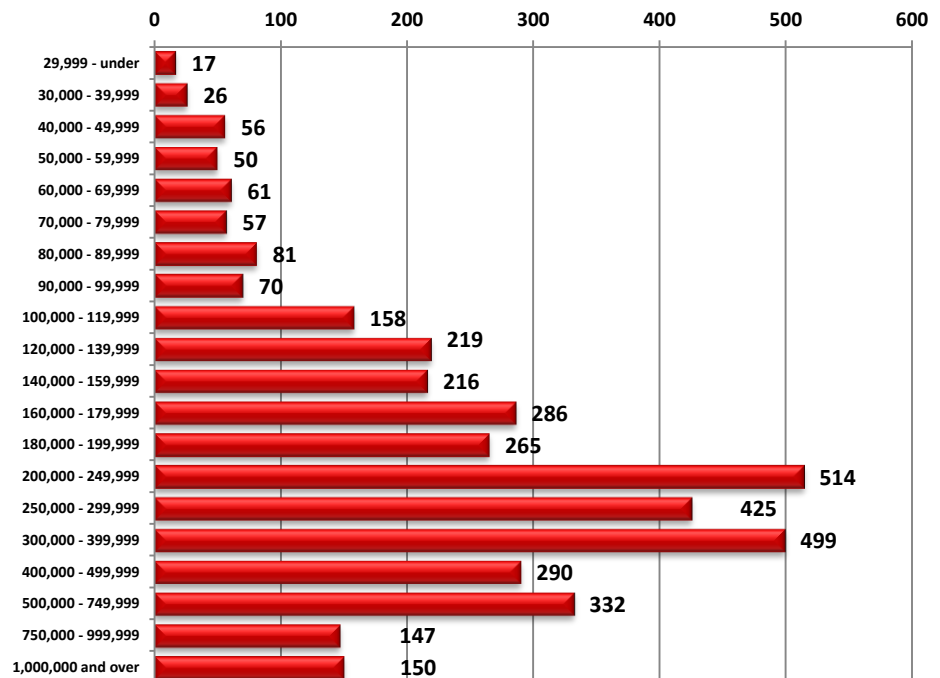
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	51	102	30	5	188
E	21	63	25	3	112
N	27	34	38	12	111
NE	12	30	24	3	69
NW	70	158	98	25	351
S	15	55	22	1	93
SE	10	83	51	6	150
SW	11	43	28	1	83
W	9	46	25	2	82
XNE	1	0	0	0	1
XNW	2	10	3	1	16
XS	15	39	35	11	100
XSW	30	8	4	2	44
XW	4	4	4	1	13

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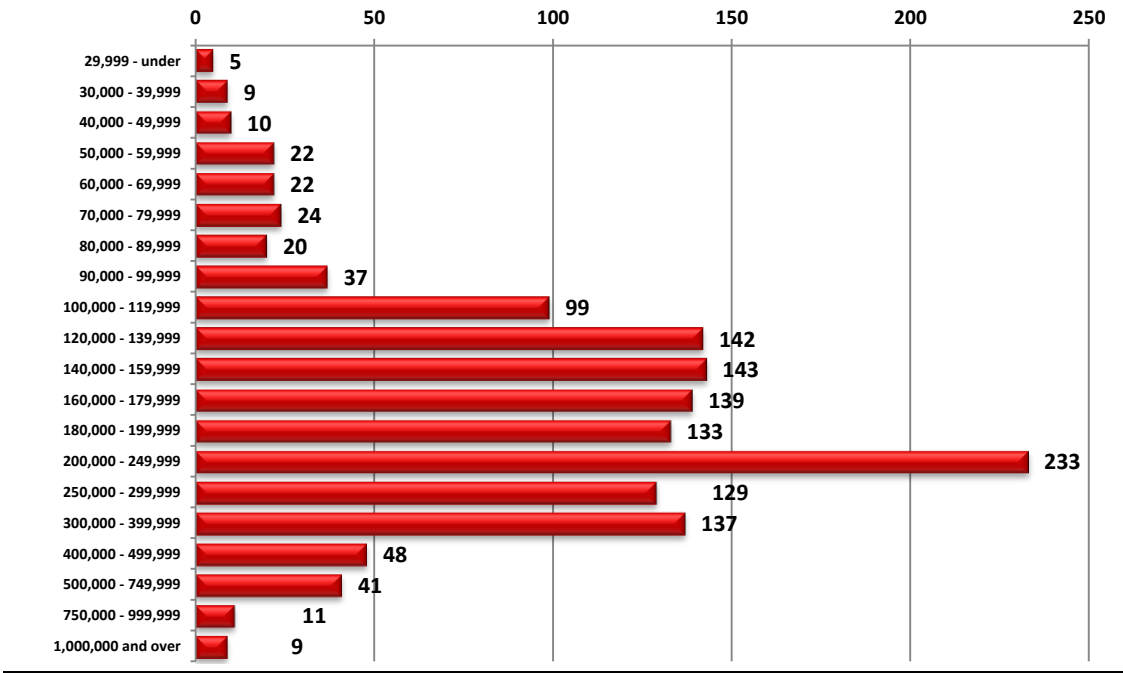
Active Listings

Area	# of Listings
C	479
E	163
N	505
NE	232
NW	1116
S	134
SE	251
SW	244
W	174
XNE	27
XNW	46
XS	306
XSW	191
XW	51

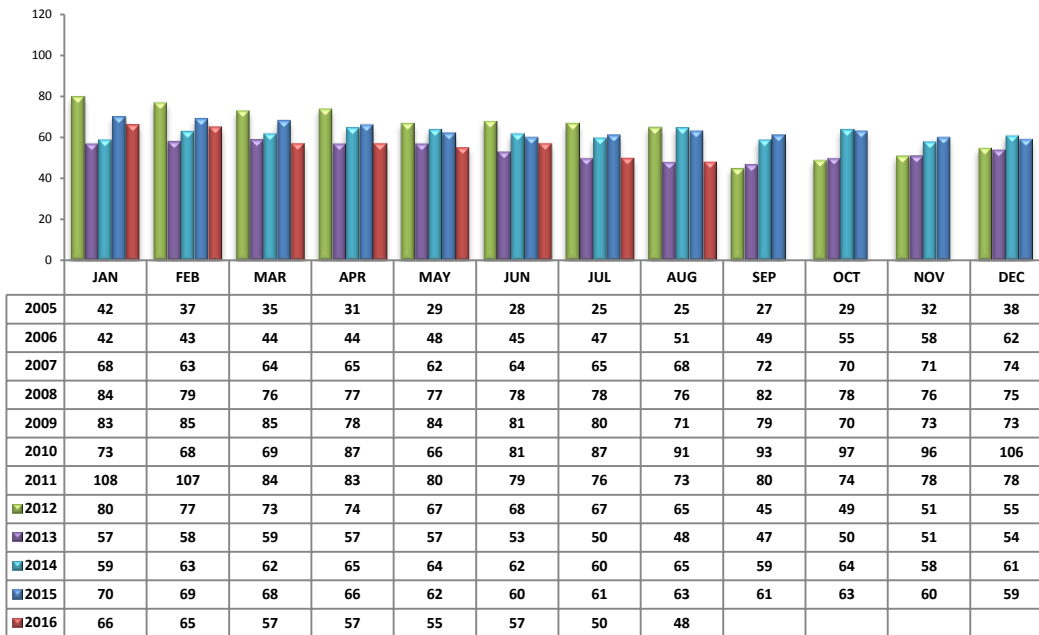
Active Listings Unit Breakdown**Active Listings Price Breakdown**

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® or Multiple Listing Service of Southern Arizona guarantees, or is in any way responsible for its accuracy.

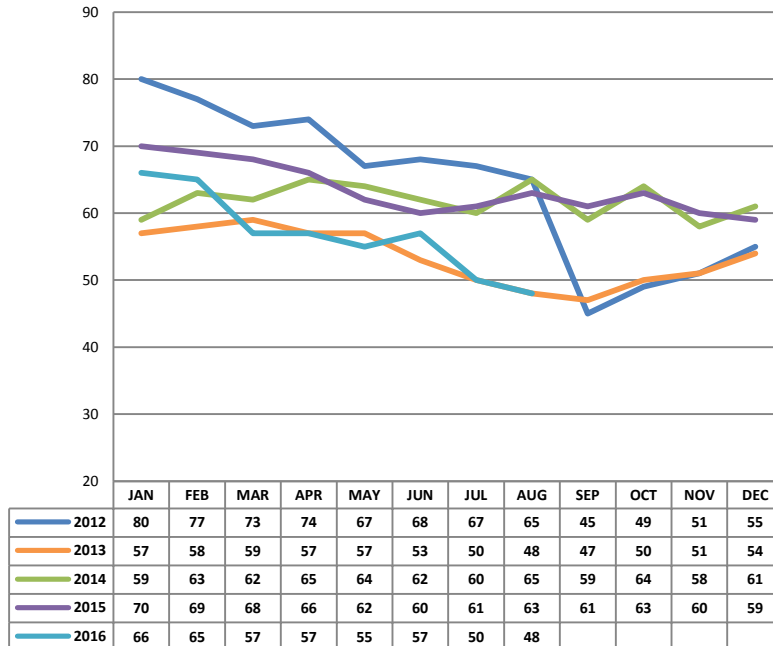
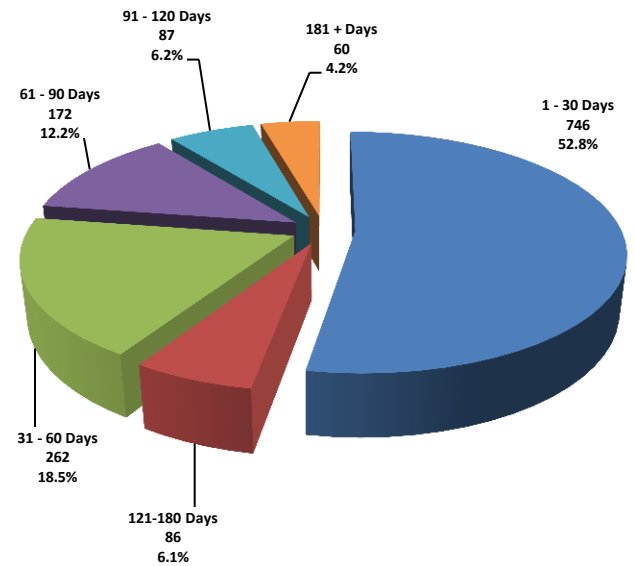
Sold Price Breakdown



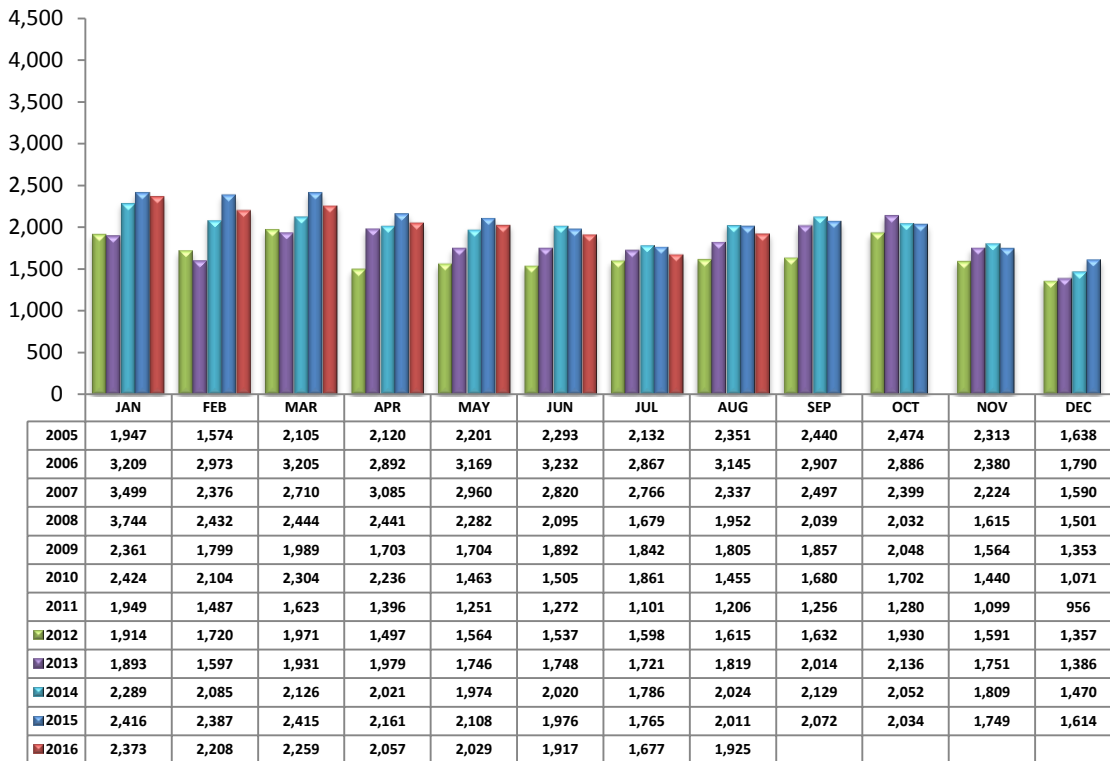
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Average Days on Market/Listing – August 2016

Area	Avg. DOM
C	45
E	40
N	67
NE	56
NW	49
S	18
SE	38
SW	54
W	39
XNE	82
XNW	78
XS	55
XSW	89
XW	88

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

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New Listings – August 2016

Area	# of Listings
C	269
E	125
N	161
NE	110
NW	518
S	105
SE	178
SW	106
W	89
XNE	2
XNW	20
XS	156
XSW	63
XW	23

*Includes properties that were re-listed

**Beginning August 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.
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
May 2016	199	348	65
June 2016	175	329	69
July 2016	158	320	68
Aug 2016	143	351	76

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