

**For Immediate  
Release:**  
**January 3, 2017**

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# **Multiple Listing Service of Southern Arizona**

## **Monthly Statistics December 2016**

Below are some highlights from the December Residential Sales Statistics:

- Total Sales Volume of \$278,489,391 is an increase of 1.16% from last month's number of \$275,287,830 and an increase of 5.49% over December 2015.
- The Average Sales Price increased 4.21% to \$226,598 from \$217,446 in November.
- Average List Price of \$233,223 is an increase of 4.53% from November's number of \$223,119.
- Total Under Contract decreased by 11.12% this month.
- Total Unit Sales of 1,229 decreased this month by 2.92% from 1,266 in November and decreased 1.44% from December 2015.
- The Median Sales Price of \$179,000 is down from November's number of \$184,900 resulting in a 3.19% decrease.
- New Listings of 1,261 are a decrease of 26.98% from 1,727 in November and a 21.87% decrease since December 2015.
- Total Active Listings of 3,752 decreased from 4,067 in November and have decreased 23.24% from December 2015.
- Average Days on Market for December is 49.
- Conventional loan sales of 46.9% exceeded Cash Sales of 23.7%.

Cathy Erchull  
2016 MLSSAZ President

Eric Gibbs  
2016 TAR President



**Lifestyle Opportunities:**  
No matter what area or type of home you are interested in, you have a variety of options.

**Financial:**  
Multiple financing opportunities are available

**Talk to a REALTOR®!**  
With the complexity of a real estate transaction, you need a REALTOR®.



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

### Total Sales Volume

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	\$278,489,391	\$264,001,833	5.49%
November	\$275,287,830	\$190,421,972	44.57%
Month % Change	1.16%	38.64%	

### Average Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	\$226,598	\$211,709	7.03%
November	\$217,446	\$209,485	3.80%
Month % Change	4.21%	1.06%	

### Average List Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	\$233,223	\$217,610	7.17%
November	\$223,119	\$213,121	4.69%
Month % Change	4.53%	2.11%	

### Total Under Contract

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	1,727	1,610	7.27%
November	1,943	1,824	6.52%
Month % Change	-11.12%	-11.73%	

### Total Unit Sales

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	1,229	1,247	-1.44%
November	1,266	909	39.27%
Month % Change	-2.92%	37.18%	

### Median Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	\$179,000	\$176,000	1.70%
November	\$184,900	\$169,000	9.41%
Month % Change	-3.19%	4.14%	

### New Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	1,261	1,614	-21.87%
November	1,727	1,749	-1.26%
Month % Change	-26.98%	-7.72%	

### Active Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	3,752	4,888	-23.24%
November	4,067	5,096	-20.19%
Month % Change	-7.75%	-4.08%	

## December 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	116	31	26.72%	85740	0	0	0.00%
85145	13	5	38.46%	85648	0	0	0.00%	85714	5	9	180.00%	85741	55	30	54.55%
85245	0	0	0.00%	85653	56	18	32.14%	85715	83	21	25.30%	85742	138	45	32.61%
85601	0	0	0.00%	85654	0	0	0.00%	85716	91	22	24.18%	85743	115	45	39.13%
85602	6	0	0.00%	85658	191	35	18.32%	85717	0	0	0.00%	85745	93	42	45.16%
85611	0	0	0.00%	85701	20	5	25.00%	85718	242	57	23.55%	85746	77	33	42.86%
85614	210	51	24.29%	85704	122	35	28.69%	85719	98	25	25.51%	85747	80	39	48.75%
85616	0	0	0.00%	85705	57	32	56.14%	85730	72	55	76.39%	85748	64	24	37.50%
85619	24	0	0.00%	85706	49	41	83.67%	85734	0	0	0.00%	85749	135	18	13.33%
85622	43	11	25.58%	85709	0	0	0.00%	85735	56	10	17.86%	85750	203	48	23.65%
85623	17	1	5.88%	85710	106	69	65.09%	85736	30	6	20.00%	85755	206	44	21.36%
85629	148	45	30.41%	85711	99	39	39.39%	85737	145	50	34.48%	85756	54	33	61.11%
85641	132	51	38.64%	85712	76	38	50.00%	85739	167	38	22.75%	85757	57	28	49.12%

NOTE:

85637- 1 active listing

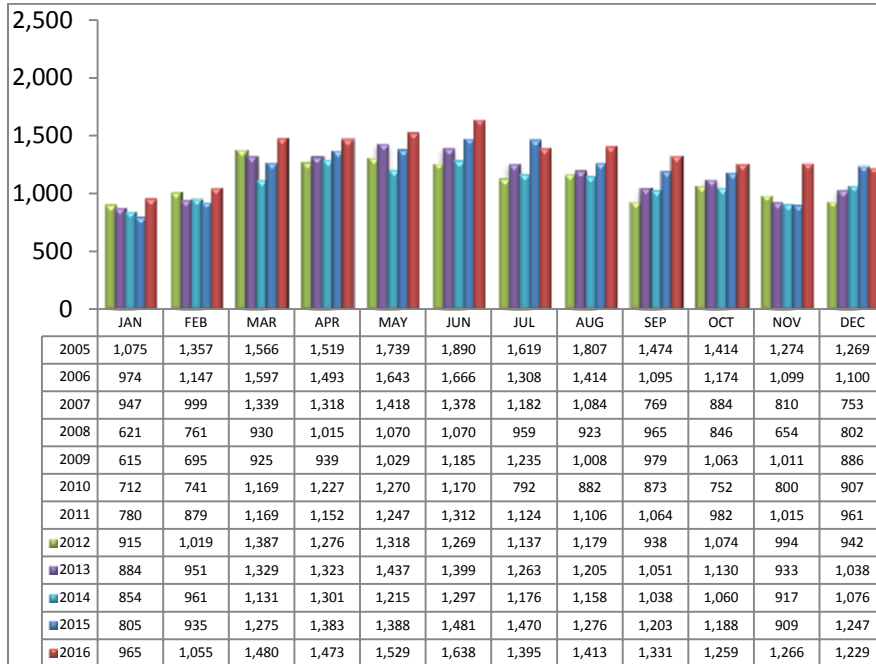
Residential Listing Statistics							Active Listings		Days on Market		
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold		
Under \$29,999	12	3	1	2	18	6	C	415	1 -30 Days	689	
\$30,000 to \$39,999	26	3	0	6	35	5	E	167	31-60 Days	211	
\$40,000 to \$49,999	38	9	1	8	56	12	N	478	61 - 90 Days	123	
\$50,000 to \$59,999	42	10	4	3	59	18	NE	230	91-120 Days	67	
\$60,000 to \$69,999	50	13	4	6	73	17	NW	1097	121 - 180 Days	76	
\$70,000 to \$79,999	42	13	5	7	67	16	S	106	Over 180 Days	63	
\$80,000 to \$89,999	50	30	5	8	93	33	SE	250	Avg. Days on Market 49		
\$90,000 to \$99,999	63	26	4	12	105	27	SW	260			
\$100,000 to \$119,999	129	88	9	27	253	63	W	146	Avg. Sold Price \$226,598		
\$120,000 to \$139,999	211	159	19	28	417	104	XNE	24			
\$140,000 to \$159,999	236	131	20	44	431	166	XNW	44	Median Sale Price \$179,000		
\$160,000 to \$179,999	252	135	14	34	435	154	XS	310			
\$180,000 to \$199,999	215	121	3	31	370	92	XSW	187	New Listings 1,261		
\$200,000 to \$249,999	532	160	10	54	756	168	XW	38			
\$250,000 to \$299,999	417	117	6	39	579	118	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	494	112	4	26	636	122	C	144	\$27,254,856		
\$400,000 to \$499,999	274	47	5	14	340	49	E	93	\$15,580,784		
\$500,000 to \$749,999	352	40	2	24	418	37	N	114	\$51,182,950		
\$750,000 to \$999,999	159	12	0	2	173	9	NE	39	\$10,729,582		
\$1,000,000 and over	158	4	0	3	165	13	NW	314	\$85,778,431		
							S	86	\$10,885,006		
							SE	127	\$23,088,099		
							SW	84	\$12,253,490		
							W	71	\$13,224,523		
							XNE	0	\$0		
							XNW	14	\$1,992,000		
							XS	86	\$18,078,135		
							XSW	49	\$7,464,235		
							XW	8	\$977,300		
Totals	3,752	1,233	116	378	5,479	1,229	Total Volume		\$278,489,391		
	Dec-16	Dec-15	% Change	YTD 2016	YTD 2015	% Change					
Home Sales Volume	\$278,489,391	\$264,001,833	5.49%	\$3,528,435,260	\$3,068,871,636	14.98%					
Home Sales Units	1,229	1,247	-1.44%	16,033	14,560	10.12%					
Average Sales Price (All Residential)	\$226,598	\$211,709	7.03%	\$226,826	\$210,853	7.58%					
Median Sales Price	\$179,000	\$176,000	1.70%	\$180,521	\$173,427	4.09%					
Average Days on Market:	49	59	-16.95%	49	61	-19.67%					
Average List Price for Solds:	\$233,223	\$217,610	7.17%	\$227,939	\$216,310	5.38%					
SP/LP %	97.16%	97.29%		99.51%	97.48%						
Total Under Contract	1,727	1,610	7.27%								
Active Listings	3,752	4,888	-23.24%								
New Listings	1,261	1,614	-21.87%								

Types of Financing		Totals
FHA		201
VA		132
Other		21
Cash		291
Conventional		577
Cash/Loan		1
Carryback		6

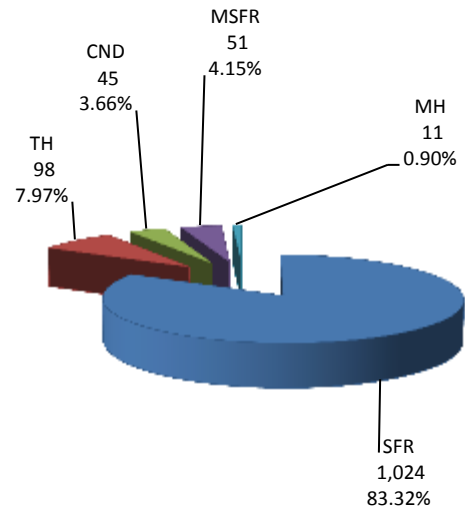
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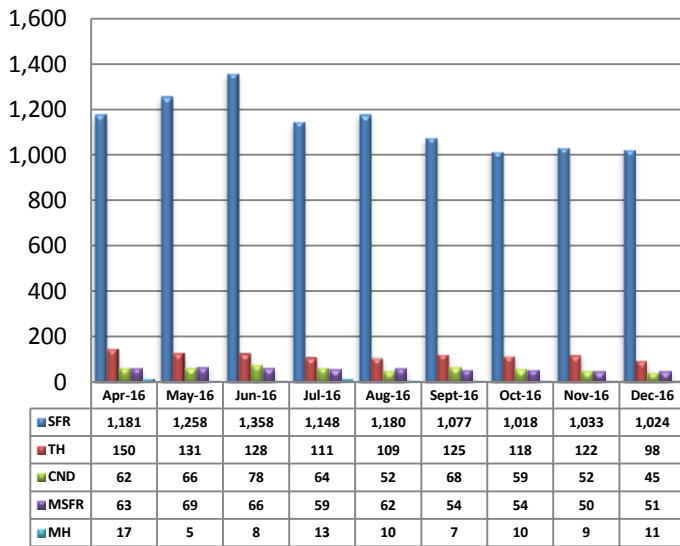
### Total Unit Sales - December 2016



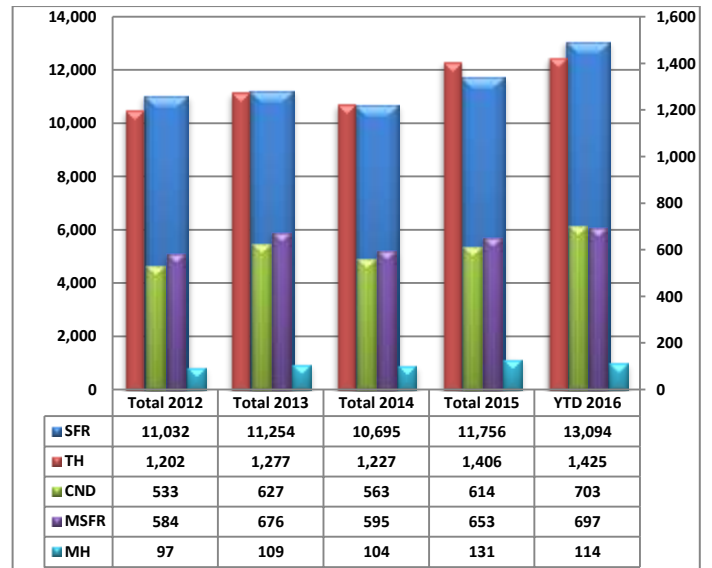
### Unit Sales - Breakdown by Type



### Total Unit Sales By Type - Monthly Comparison

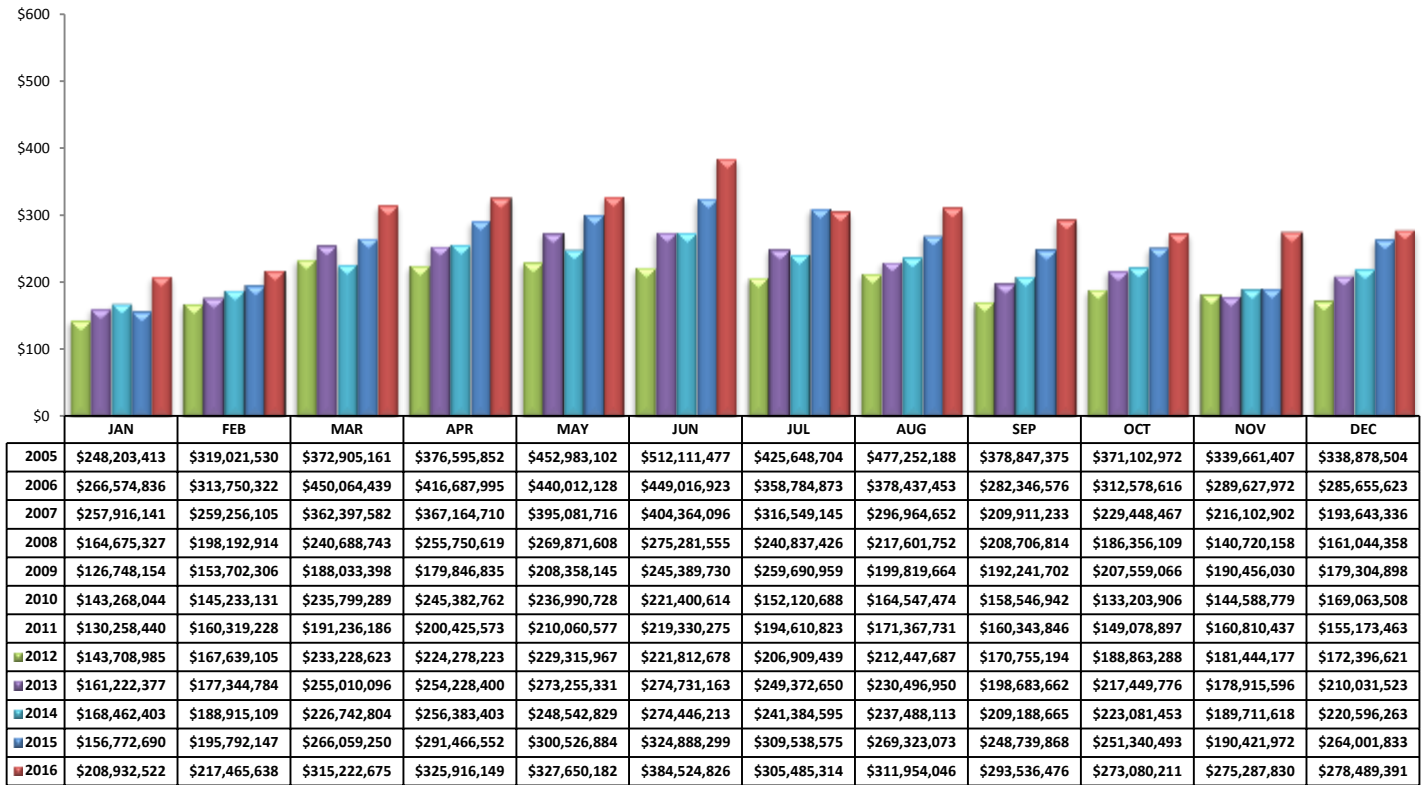


### YTD Annual Comparison - Breakdown by Type

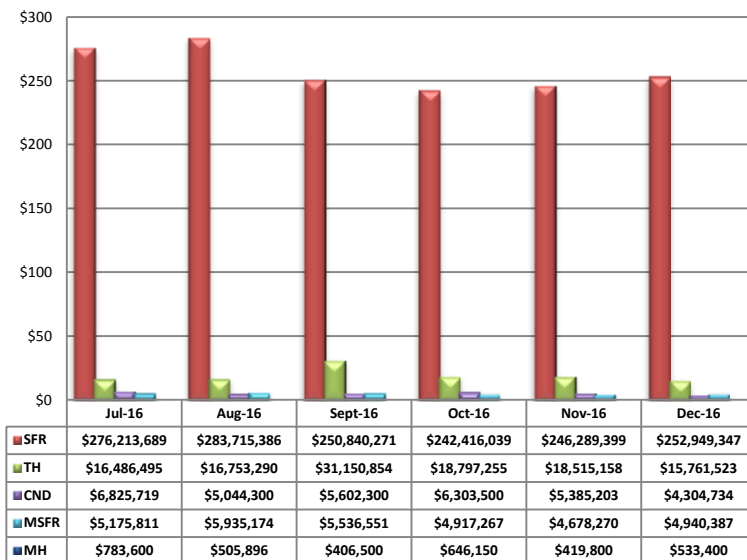


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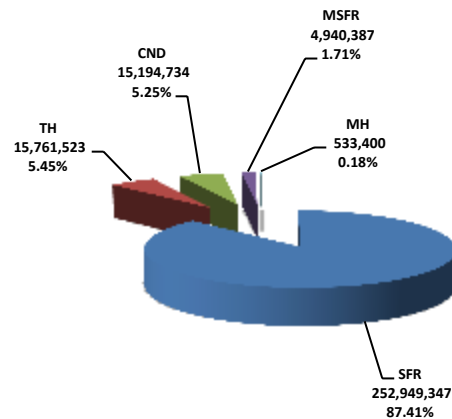
## Total Sales Volume - December 2016



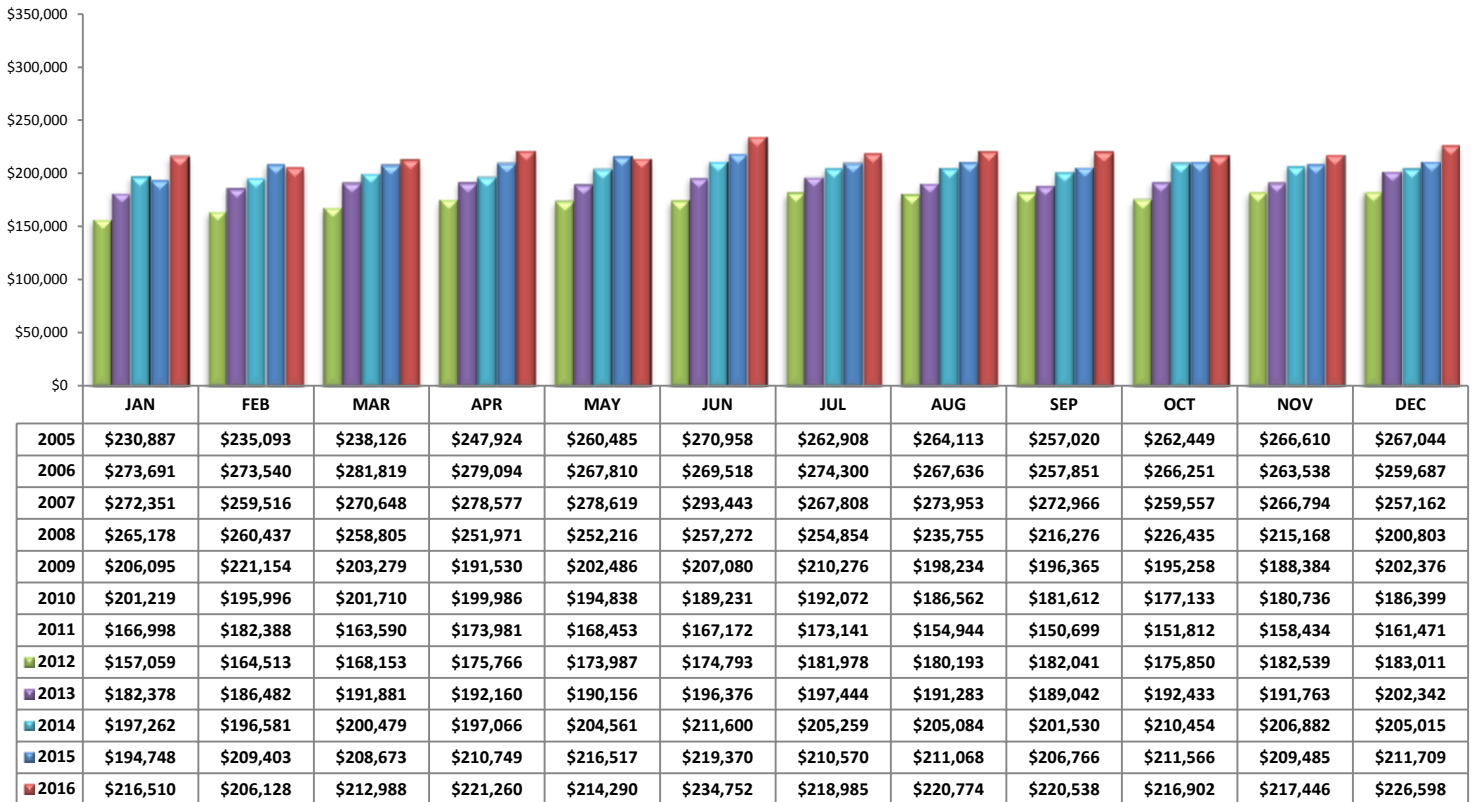
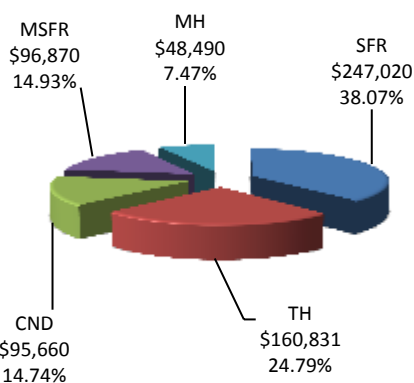
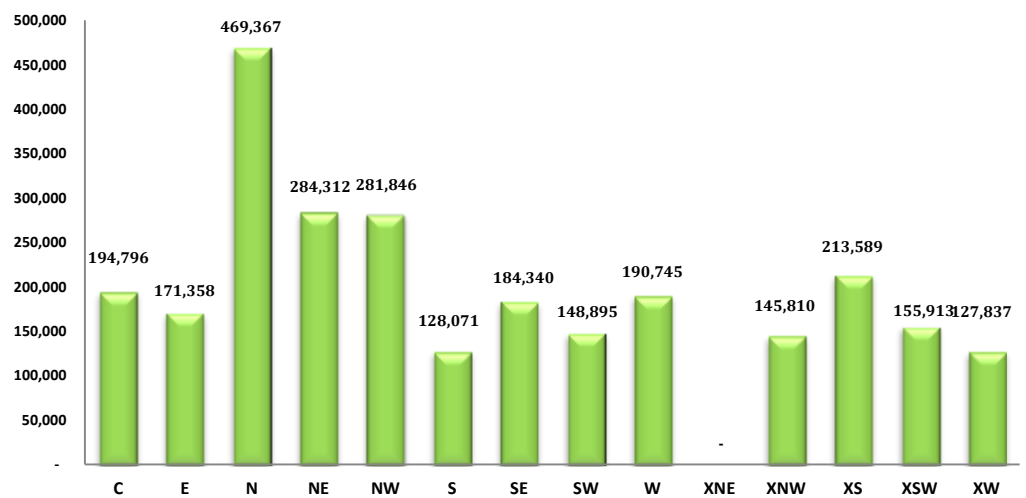
## Total Sales Volume By Type - Monthly Comparison



## Monthly Volume by Type

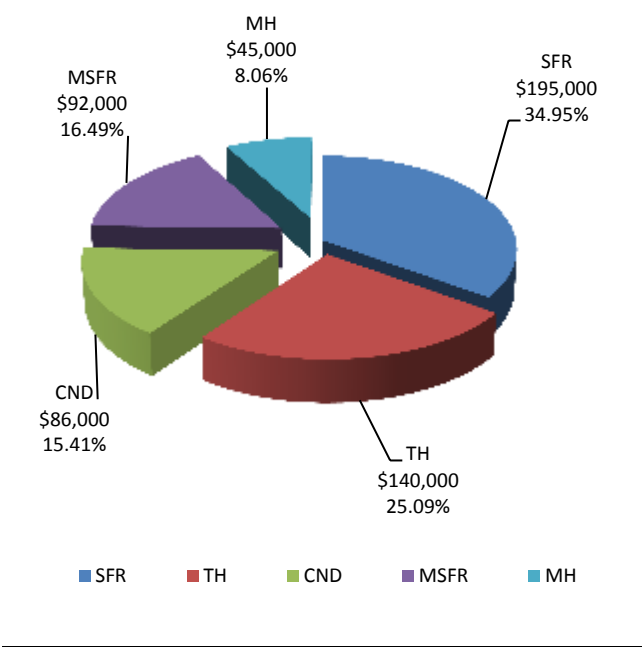


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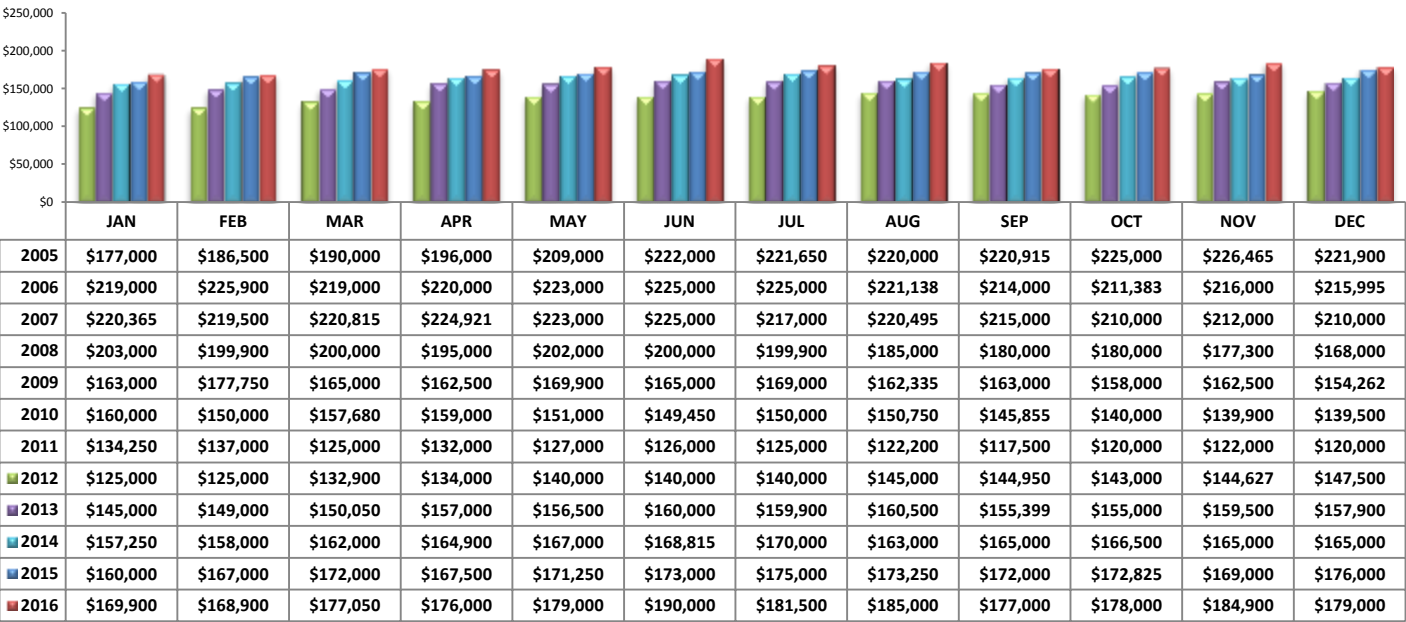
**Average Sales Price – December 2016****Average Sales Price by Type – December 2016****Average "Listing" Price per Area – December 2016**

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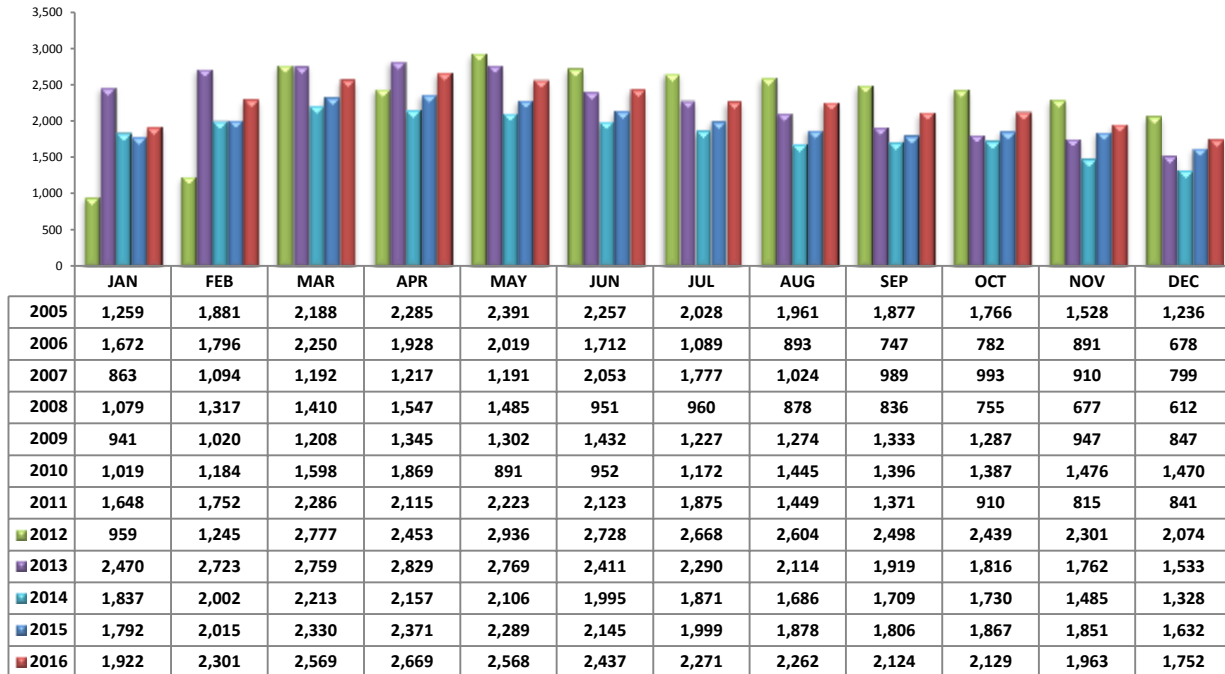
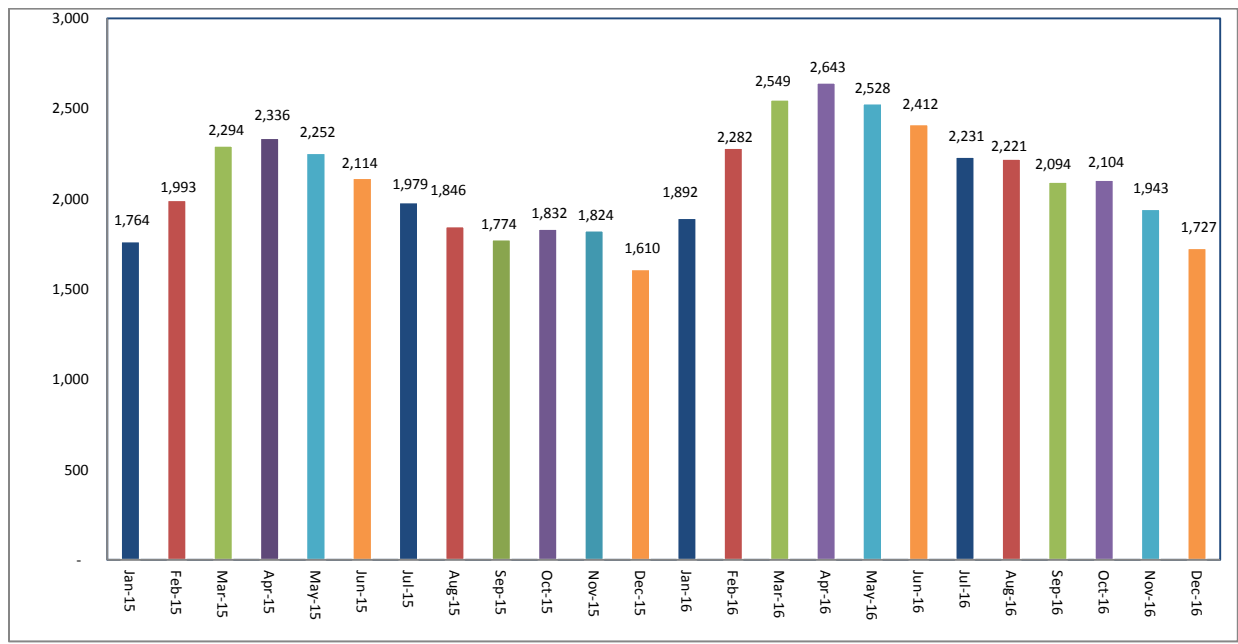
Median Sale Price – by Type



Median Sale Price – December 2016

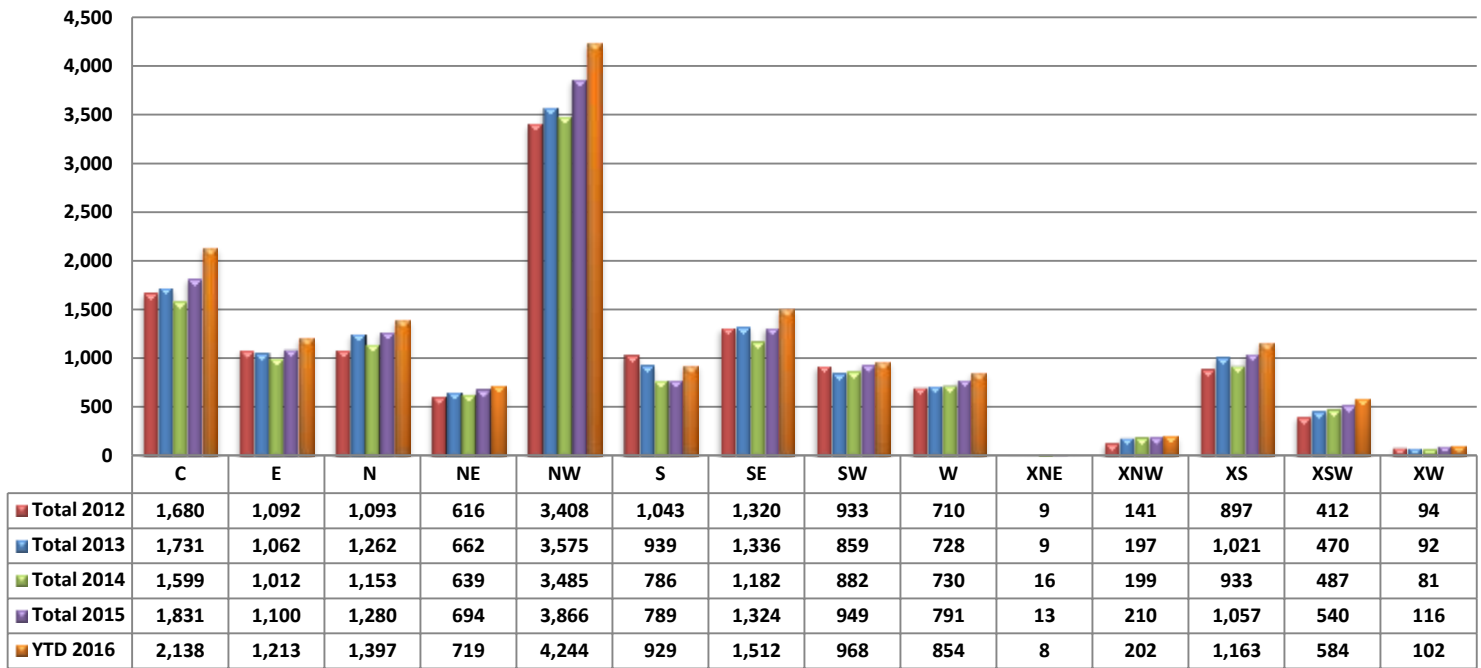


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**Newly Under Contract During The Month****Total Listings Still Under Contract At The End of The Month**

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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	\$128,481	\$188,209	\$270,440	\$313,800	\$264,894
E	\$100,812	\$163,869	\$221,539	\$144,071	\$167,535
N	\$202,994	\$459,635	\$517,010	\$830,111	\$448,973
NE	\$74,757	\$284,994	\$342,615	\$416,666	\$275,117
NW	\$222,182	\$262,597	\$326,775	\$430,523	\$273,179
S	\$87,690	\$119,685	\$151,471	\$156,975	\$126,569
SE	\$170,700	\$169,873	\$199,923	\$220,528	\$181,796
SW	\$94,133	\$151,294	\$160,372	\$237,975	\$145,874
W	\$129,087	\$179,109	\$240,057	\$0	\$186,260
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$0	\$141,708	\$168,000	\$123,500	\$142,285
XS	\$190,359	\$205,916	\$221,605	\$248,700	\$210,210
XSW	\$147,408	\$169,213	\$159,000	\$0	\$152,331
XW	\$100,700	\$121,180	\$170,000	\$0	\$122,162

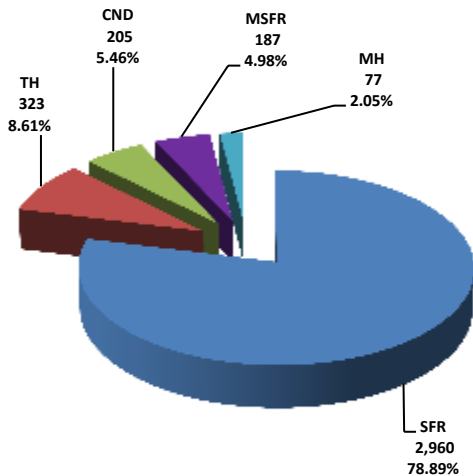
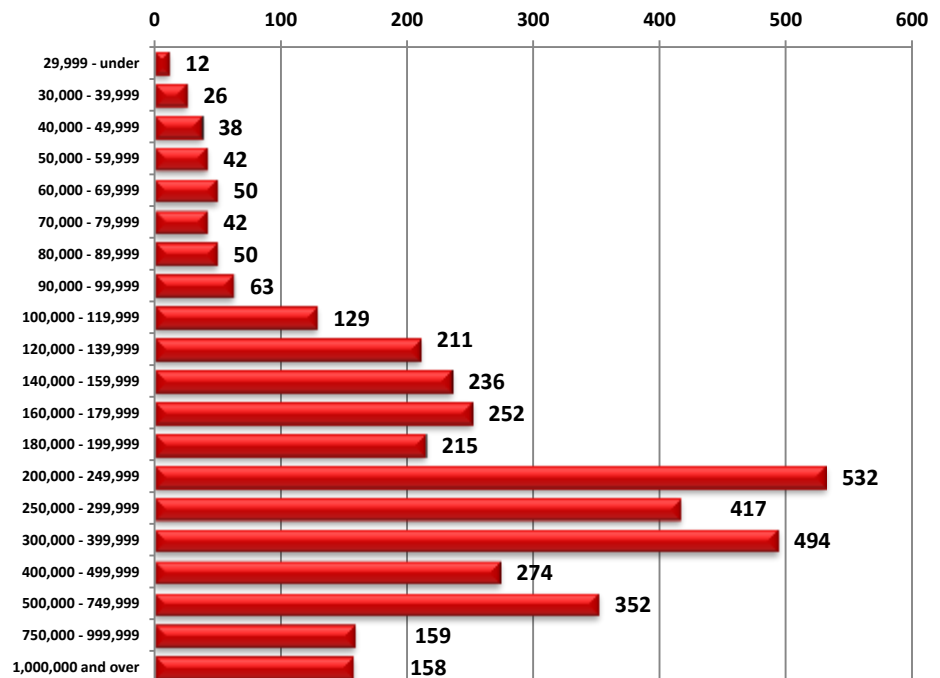
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	41	74	24	5	144
E	15	53	23	2	93
N	26	42	37	9	114
NE	7	17	12	3	39
NW	86	135	85	8	314
S	10	48	24	4	86
SE	12	67	45	3	127
SW	18	37	25	4	84
W	13	39	19	0	71
XNE	0	0	0	0	0
XNW	0	12	1	1	14
XS	21	31	28	6	86
XSW	37	10	2	0	49
XW	2	5	1	0	8

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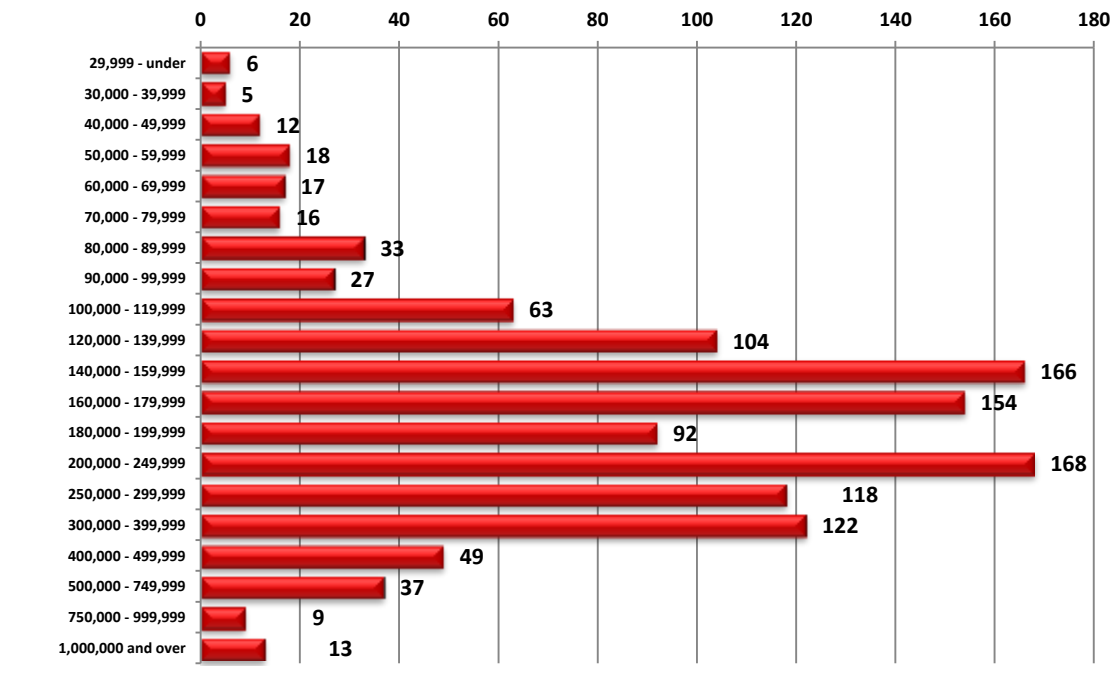
**Active Listings**

Area	# of Listings
C	415
E	167
N	478
NE	230
NW	1097
S	106
SE	250
SW	260
W	146
XNE	24
XNW	44
XS	310
XSW	187
XW	38

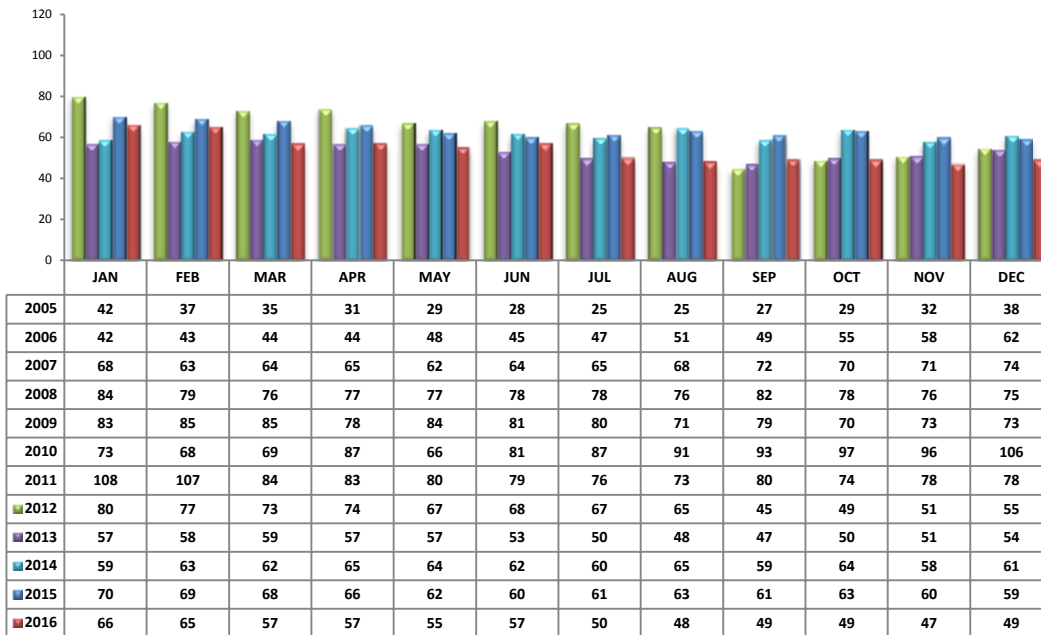
**Active Listings Unit Breakdown****Active Listings Price Breakdown**

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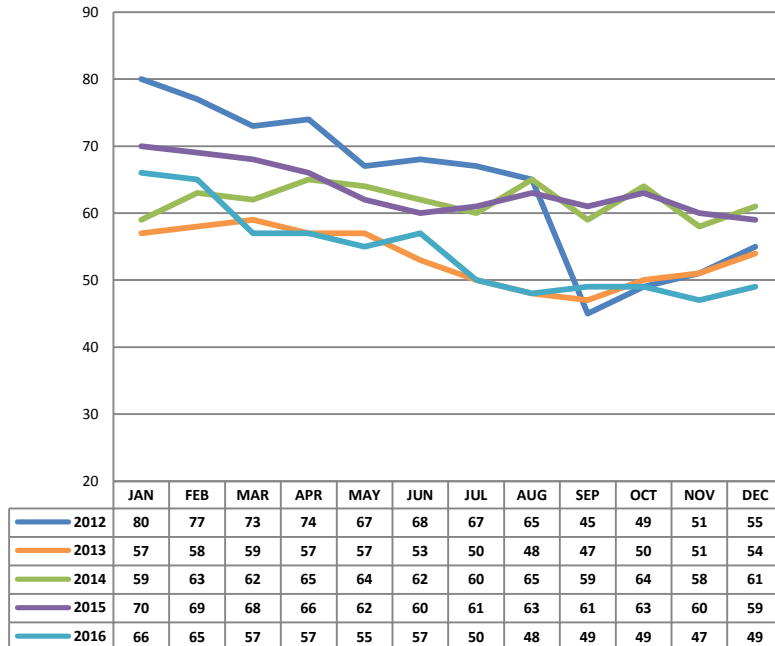
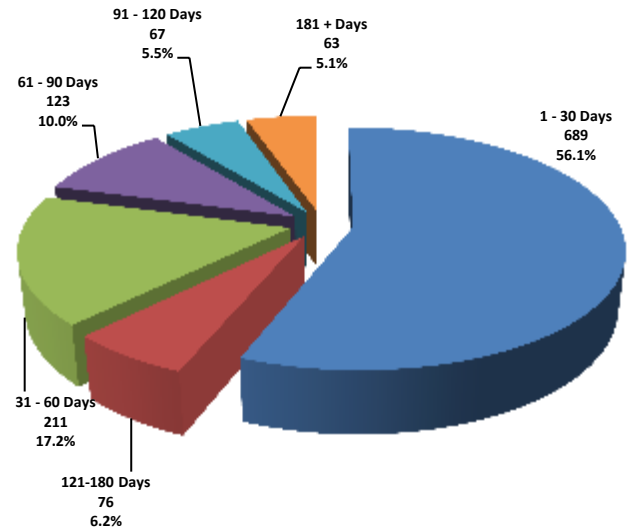
## Sold Price Breakdown



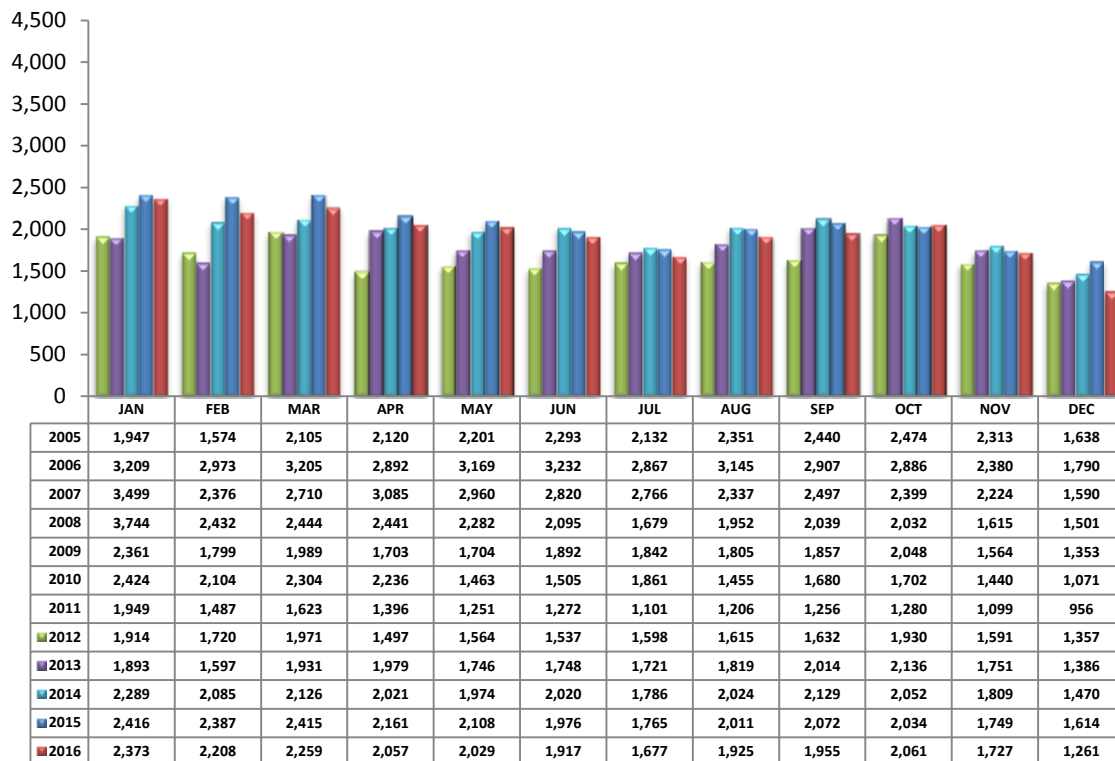
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**Average Days on Market/Listing - December 2016**

Area	Avg. DOM
C	52
E	35
N	66
NE	38
NW	50
S	25
SE	29
SW	66
W	34
XNE	0
XNW	35
XS	69
XSW	68
XW	128

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

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**New Listings - December 2016**

Area	# of Listings
C	164
E	92
N	145
NE	48
NW	331
S	62
SE	96
SW	85
W	64
XNE	0
XNW	8
XS	93
XSW	64
XW	9

\*Includes properties that were re-listed

\*\*Beginning December 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.
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
Sept 2016	133	311	60
Oct 2016	135	314	46
Nov 2016	127	280	47
Dec 2016	239	276	60

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