

**For Immediate  
Release:  
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# Multiple Listing Service of Southern Arizona Monthly Statistics **February 2016**

Below are some highlights from the February Residential Sales Statistics:

- Total Sales Volume increased to 217,465,638 this month, a 4.08% increase from January's number of \$208,932,522, and an increase of 11.07% over February 2015.
- The Average Sales Price this month was \$206,128 from \$216,510 in January, a 4.80% decrease.
- Average List Price of \$212,063 is down 4.81% from January's number of \$222,790.
- Total Under Contract increased in by 20.61%.
- Total Unit Sales rose to 1,055 this month, a 9.33% increase since January's number of 965, and an increase of 12.83% from February 2015.
- The Median Sales Price decreased slightly to \$168,900.
- New Listings decreased 6.95% from January.
- Total Active Listings of 5,078 is a slight decrease of .33% since January's number of 5,095.
- Average Days on Market decreased to 65 in February from 66 in January.
- Conventional loan sales of 33.6% exceeded Cash Sales of 30.1%.

Cathy Erchull  
2016 MLSSAZ 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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## February 2016 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
February	\$217,465,638	\$195,792,147	11.07%
January	\$208,932,522	\$156,772,690	33.27%
Month % Change	4.08%	24.89%	

### Average Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
February	\$206,128	\$209,403	-1.56%
January	\$216,510	\$194,878	11.10%
Month % Change	-4.80%	7.45%	

### Average List Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
February	\$212,063	\$216,281	-1.95%
January	\$222,790	\$201,687	10.46%
Month % Change	-4.81%	7.24%	

### Total Under Contract

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
February	2,282	1,993	14.50%
January	1,892	1,764	7.26%
Month % Change	20.61%	12.98%	

### Total Unit Sales

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
February	1,055	935	12.83%
January	965	805	19.88%
Month % Change	9.33%	16.15%	

### Median Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
February	\$168,900	\$167,000	1.14%
January	\$169,900	\$160,250	6.02%
Month % Change	-0.59%	4.21%	

### New Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
February	2,208	2,387	-7.50%
January	2,373	2,416	-1.78%
Month % Change	-6.95%	-1.20%	

### Active Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
February	5,078	5,857	-13.30%
January	5,095	5,803	-12.20%
Month % Change	-0.33%	0.93%	

## February 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	1	0.00%	85713	184	27	14.67%	85740	0	0	0.00%
85145	11	4	36.36%	85648	0	0	0.00%	85714	11	6	54.55%	85741	82	30	36.59%
85245	0	0	0.00%	85653	74	17	22.97%	85715	113	29	25.66%	85742	167	53	31.74%
85601	0	0	0.00%	85654	0	0	0.00%	85716	131	21	16.03%	85743	132	45	34.09%
85602	4	0	0.00%	85658	237	24	10.13%	85717	0	0	0.00%	85745	160	36	22.50%
85611	0	0	0.00%	85701	32	4	12.50%	85718	340	42	12.35%	85746	77	26	33.77%
85614	267	43	16.10%	85704	157	33	21.02%	85719	113	23	20.35%	85747	127	40	31.50%
85616	0	0	0.00%	85705	87	20	22.99%	85730	116	38	32.76%	85748	75	27	36.00%
85619	22	1	4.55%	85706	33	26	78.79%	85734	0	0	0.00%	85749	170	14	8.24%
85622	63	7	11.11%	85709	0	0	0.00%	85735	73	15	20.55%	85750	362	41	11.33%
85623	16	0	0.00%	85710	148	52	35.14%	85736	27	1	3.70%	85755	212	41	19.34%
85629	204	51	25.00%	85711	145	34	23.45%	85737	191	36	18.85%	85756	57	26	45.61%
85641	202	39	19.31%	85712	117	30	25.64%	85739	260	30	11.54%	85757	78	22	28.21%

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	20	3	0	1	24	10	C	614	1 -30 Days	441
\$30,000 to \$39,999	26	9	3	0	38	12	E	220	31-60 Days	203
\$40,000 to \$49,999	46	11	2	6	65	18	N	754	61 - 90 Days	151
\$50,000 to \$59,999	65	16	4	5	90	14	NE	294	91-120 Days	84
\$60,000 to \$69,999	81	24	2	5	112	19	NW	1373	121 - 180 Days	105
\$70,000 to \$79,999	75	30	4	5	114	22	S	133	Over 180 Days	71
\$80,000 to \$89,999	89	35	8	14	146	17	SE	373	Avg. Days on Market	
\$90,000 to \$99,999	113	48	8	12	181	33	SW	316	65	
\$100,000 to \$119,999	231	128	24	30	413	78	W	232	Avg. Sold Price	
\$120,000 to \$139,999	367	212	21	50	650	127	XNE	22	\$206,128	
\$140,000 to \$159,999	359	198	26	52	635	115	XNW	59	Median Sale Price	
\$160,000 to \$179,999	382	174	24	36	616	117	XS	417	\$168,900	
\$180,000 to \$199,999	317	139	15	51	522	88	XSW	234	New Listings	
\$200,000 to \$249,999	615	204	16	63	898	147	XW	37	2,208	
\$250,000 to \$299,999	520	154	8	35	717	75	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	629	142	4	40	815	93	C	131	\$19,807,515	
\$400,000 to \$499,999	370	58	2	9	439	24	E	78	\$14,408,808	
\$500,000 to \$749,999	402	52	4	18	476	34	N	88	\$31,786,899	
\$750,000 to \$999,999	184	17	0	9	210	8	NE	46	\$11,240,319	
\$1,000,000 and over	187	11	0	1	199	4	NW	281	\$71,356,616	
							S	59	\$6,590,900	
							SE	99	\$17,360,658	
							SW	71	\$10,253,297	
							W	54	\$10,060,904	
							XNE	1	\$305,000	
							XNW	15	\$1,611,493	
							XS	79	\$15,844,800	
Totals	5,078	1,665	175	442	7,360	1,055	XSW	44	\$5,974,866	
							XW	9	\$863,563	
Feb-16 Feb-15 % Change YTD 2016 YTD 2015 % Change							Total Volume		\$217,465,638	
Home Sales Volume	\$217,465,638	\$195,792,147	11.07%	\$426,398,160	\$352,564,837	20.94%				
Home Sales Units	1,055	935	12.83%	2,020	1,740	16.09%				
Average Sales Price (All Residential)	\$206,128	\$209,403	-1.56%	\$211,319	\$202,141	4.54%				
Median Sales Price	\$168,900	\$167,000	1.14%	\$169,400	\$163,625	3.53%				
Average Days on Market:	65	69	-5.80%	66	70	-5.71%				
Average List Price for Sold:	\$212,063	\$216,281	-1.95%	\$217,427	\$208,984	4.04%				
SP/LP %	97.20%	96.82%		97.19%	96.73%					
Total Under Contract	2,282	1,993	14.50%							
Active Listings	5,078	5,857	-13.30%							
New Listings	2,208	2,387	-7.50%							

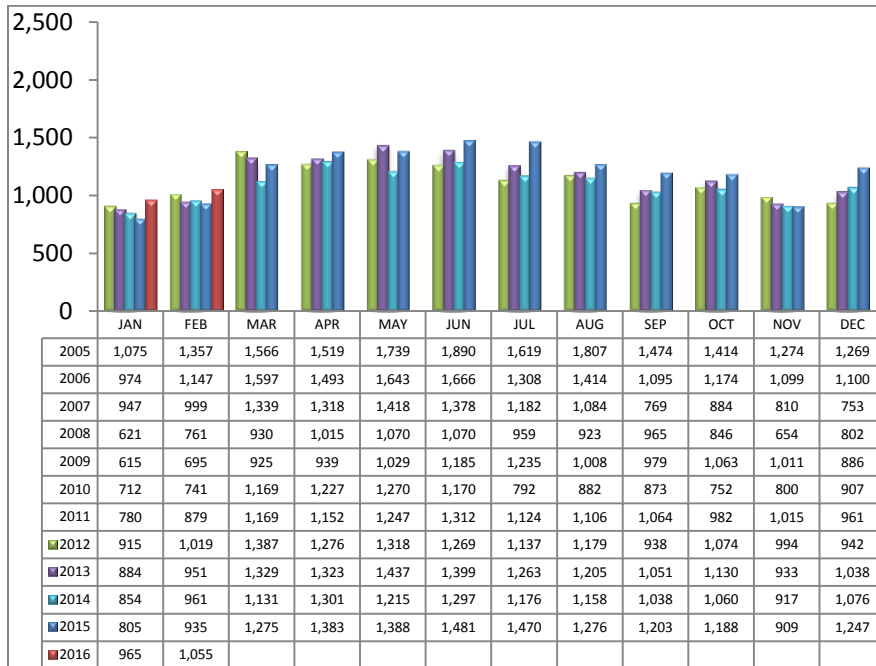
Types of Financing		Totals
FHA		236
VA		118
Other		19
Cash		318
Conventional		354
Cash/Loan		0
Carryback		10

Types of Financing	Totals
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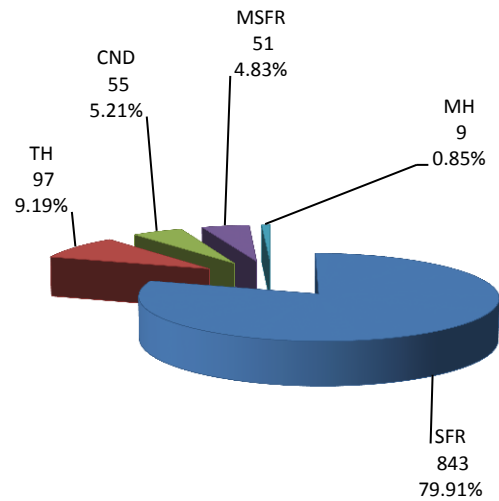
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## FEBRUARY 2016 RESIDENTIAL SALES STATISTICS

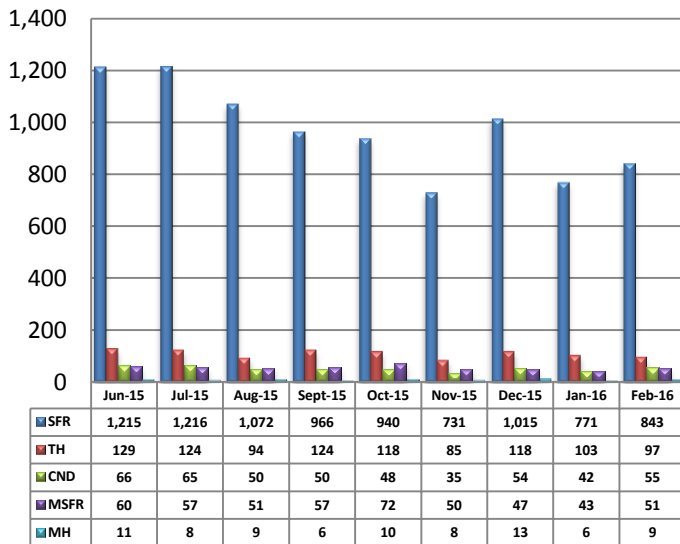
### Total Unit Sales – February 2016



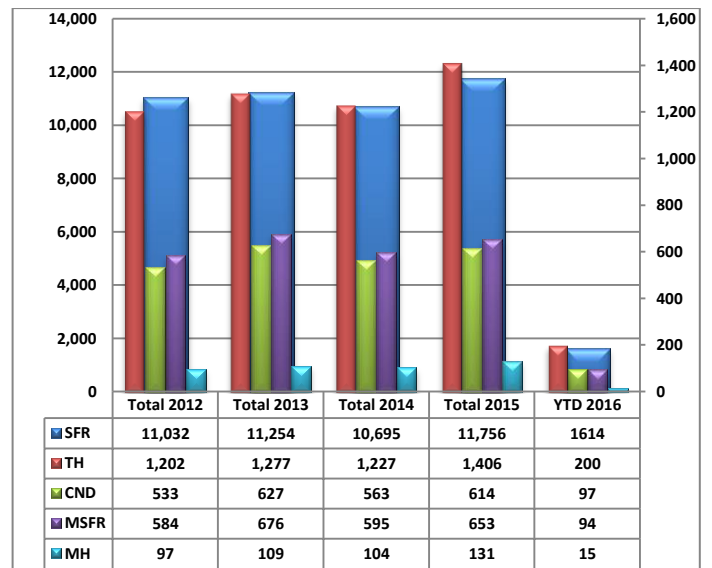
### Unit Sales – Breakdown by Type



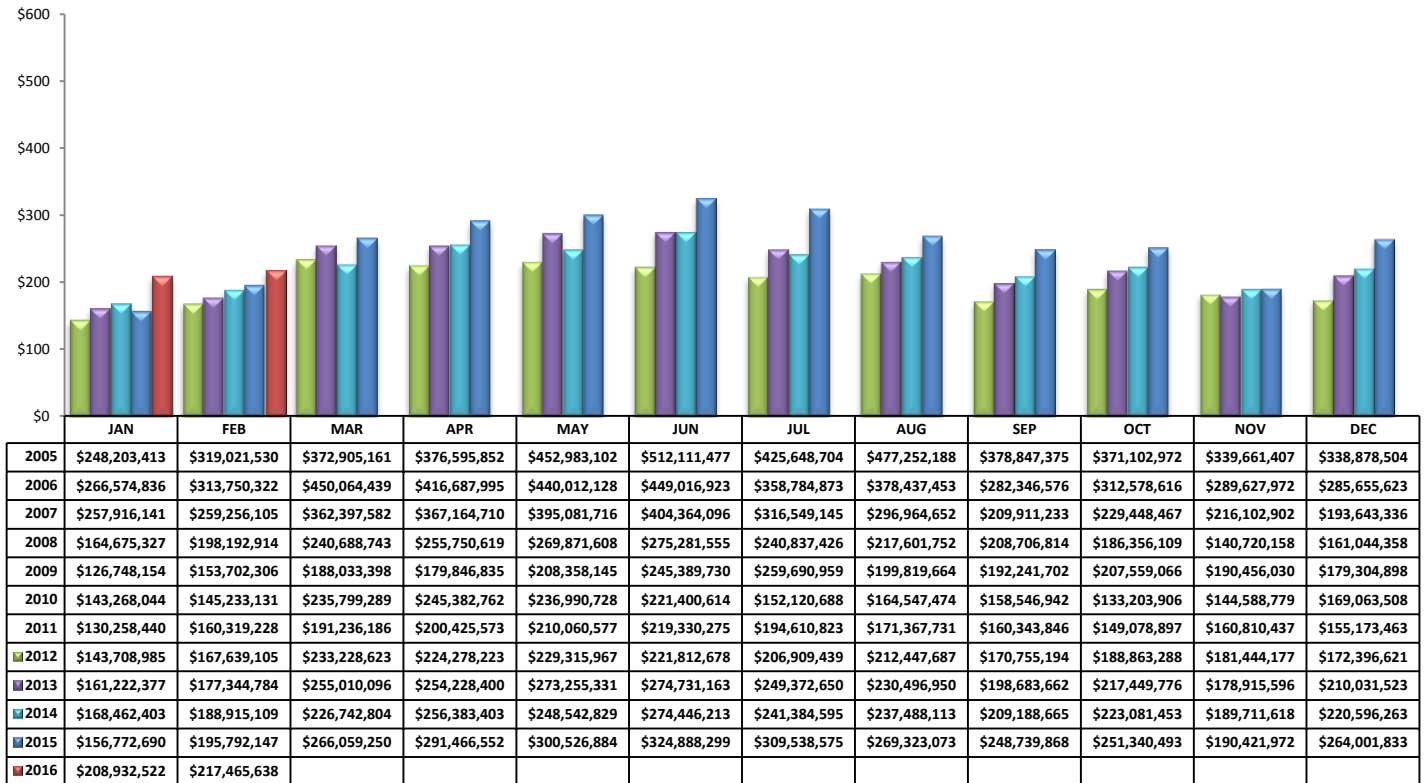
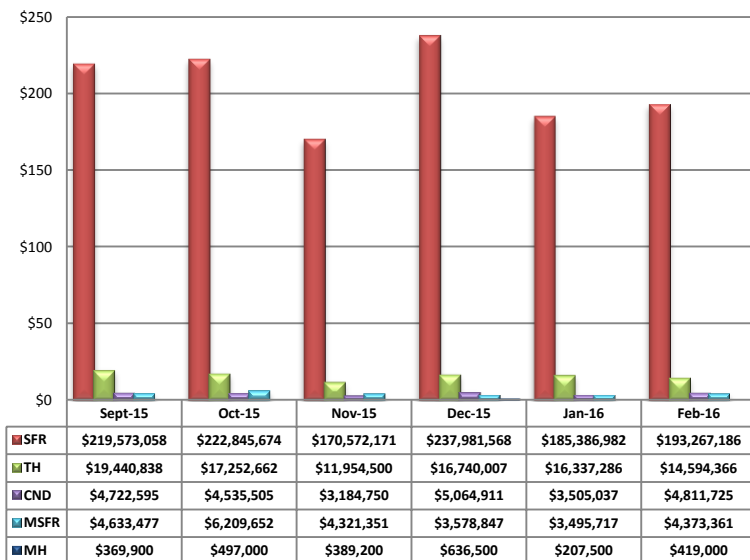
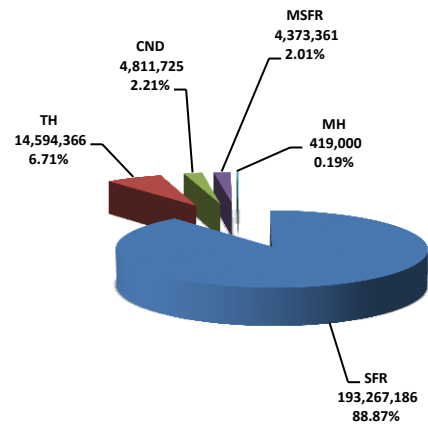
### Total Unit Sales By Type - Monthly Comparison



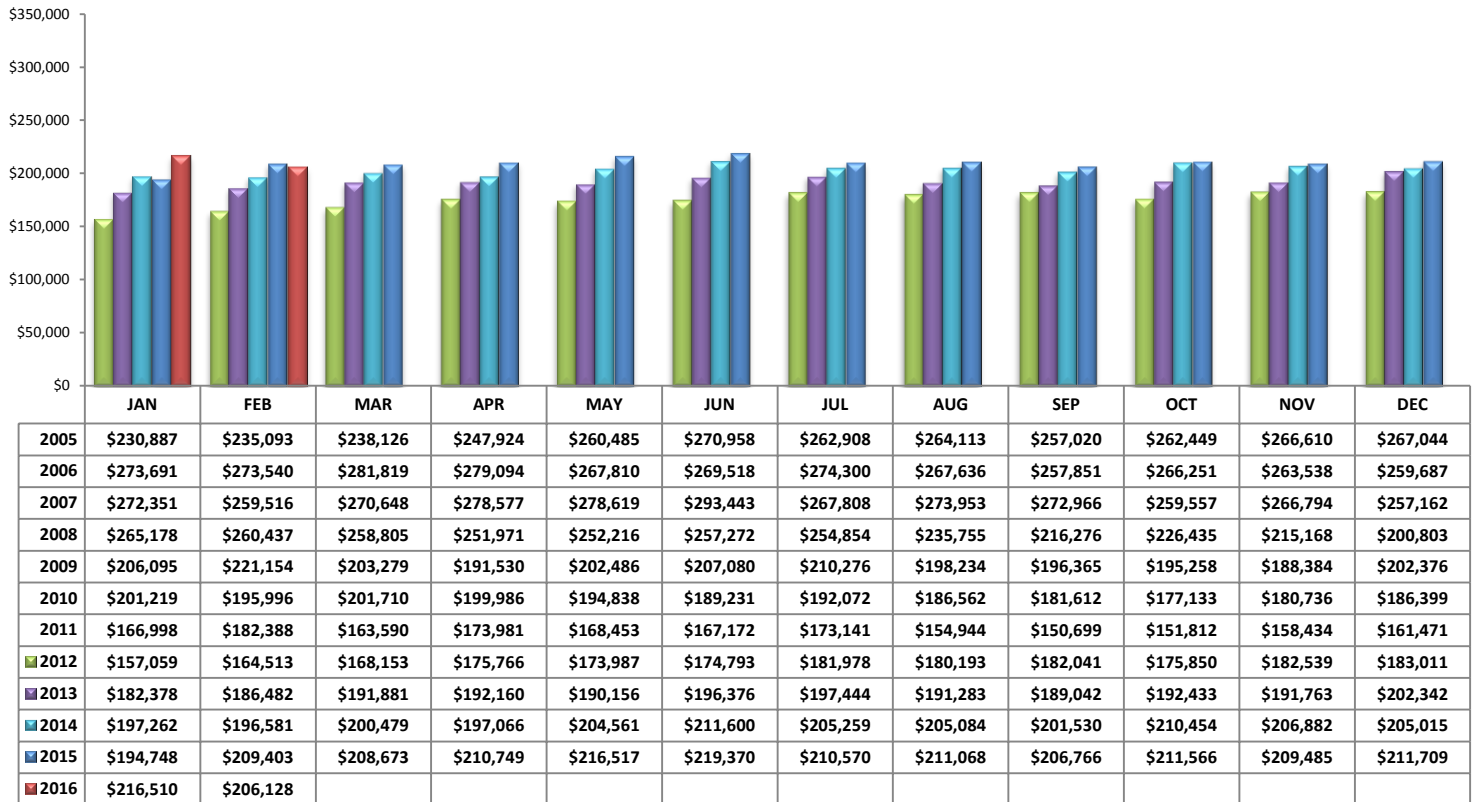
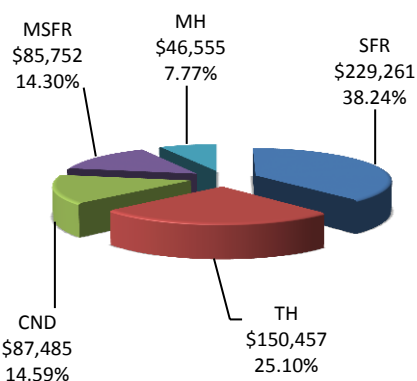
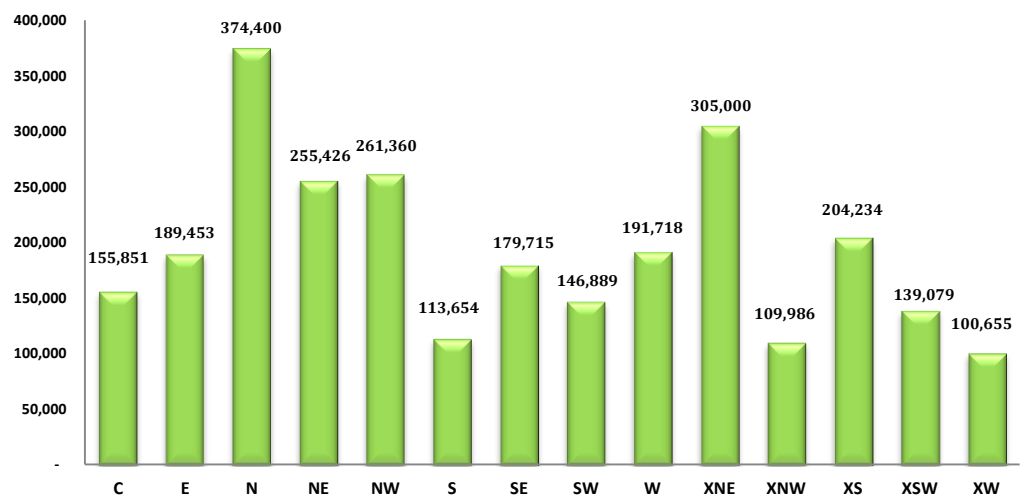
### YTD Annual Comparison – Breakdown by Type



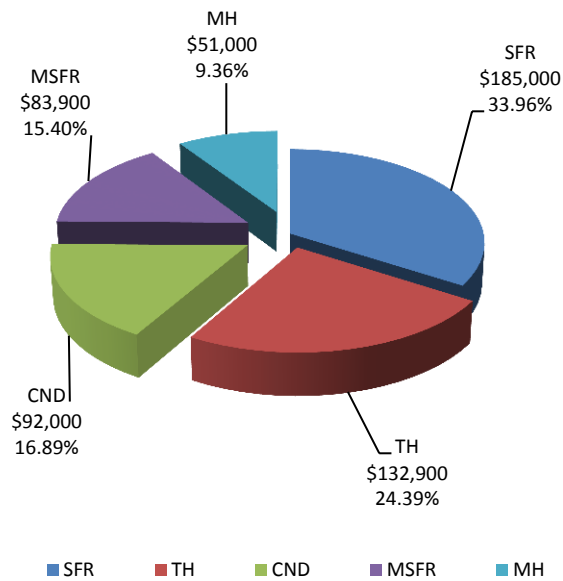
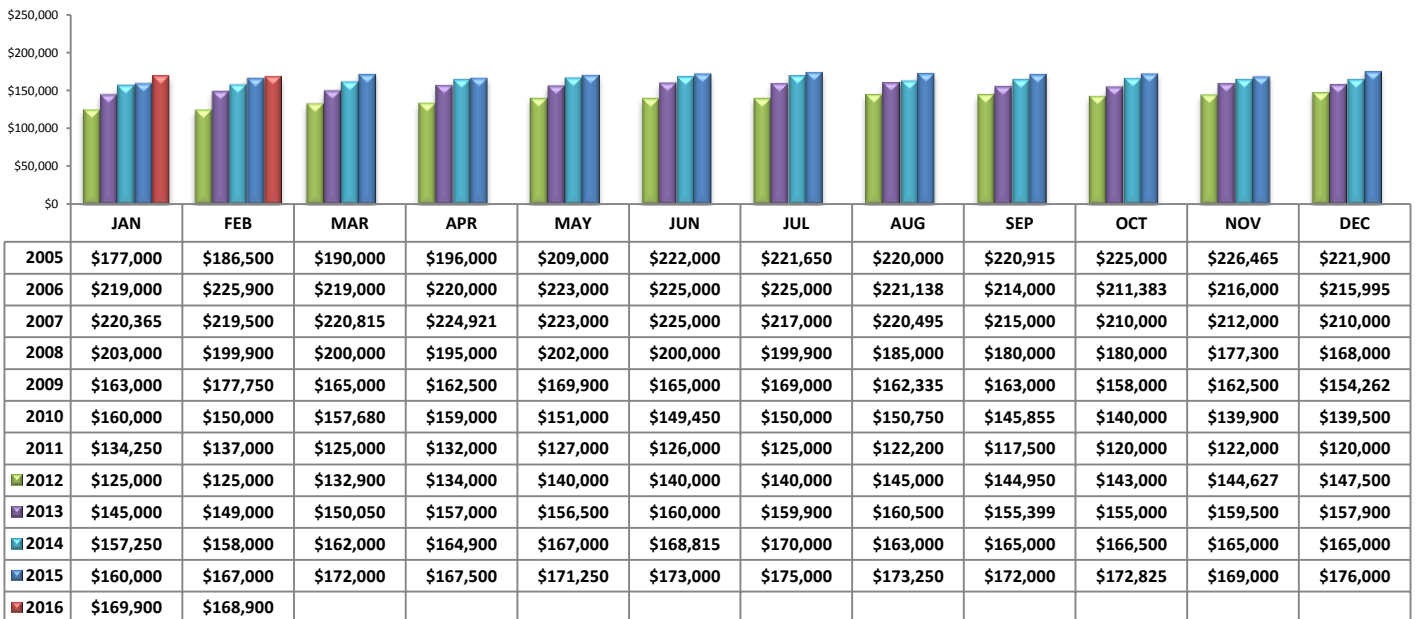
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**Total Sales Volume - February 2016****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

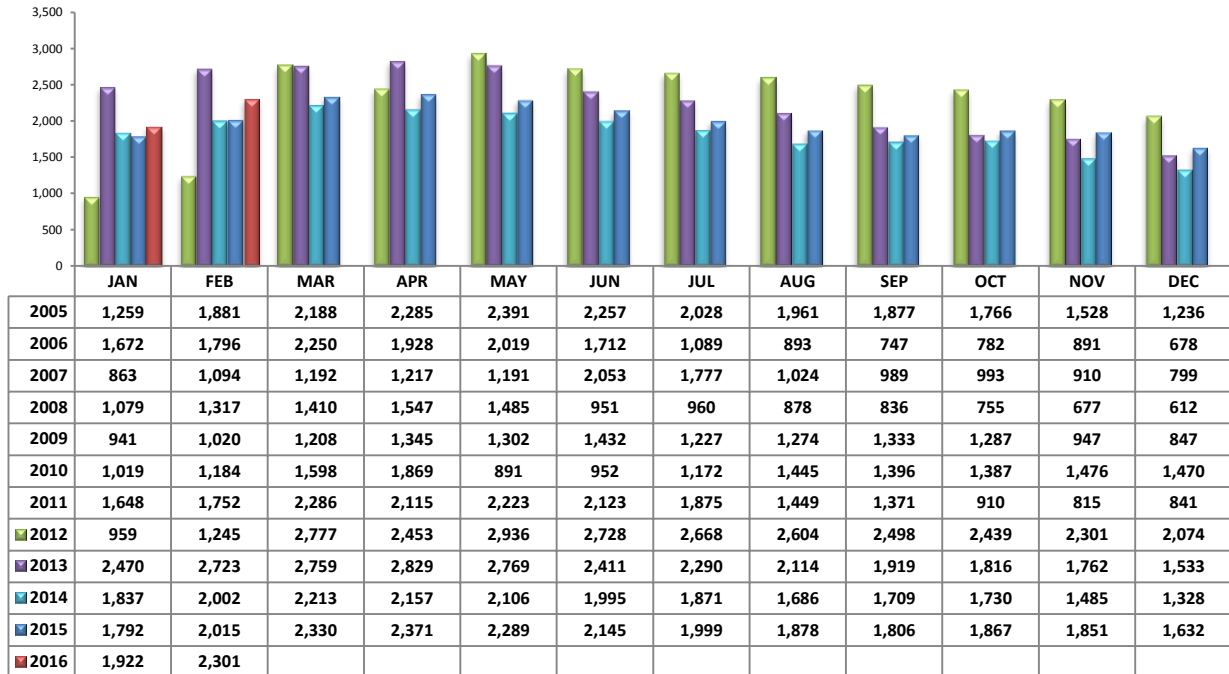
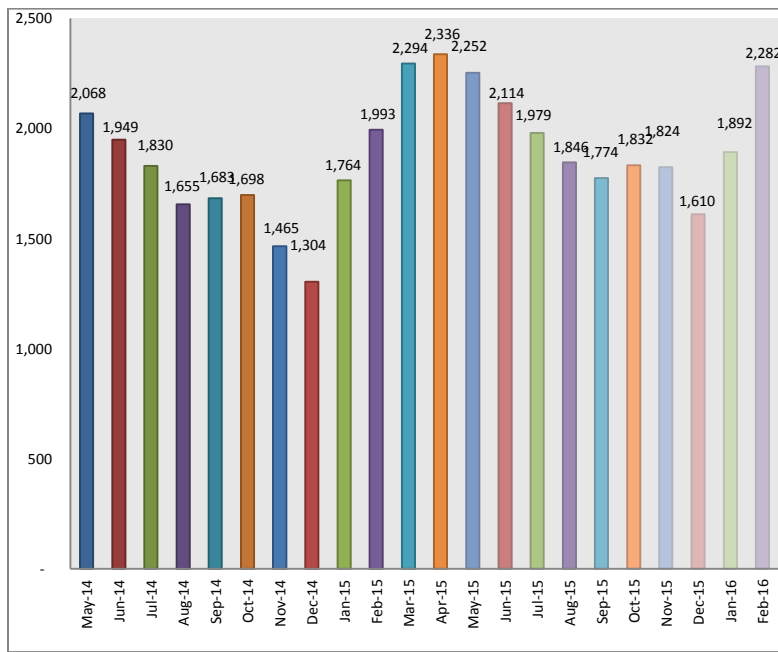
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**Average Sales Price – February 2016****Average Sales Price by Type – February 2016****Average "Listing" Price per Area – February 2016**

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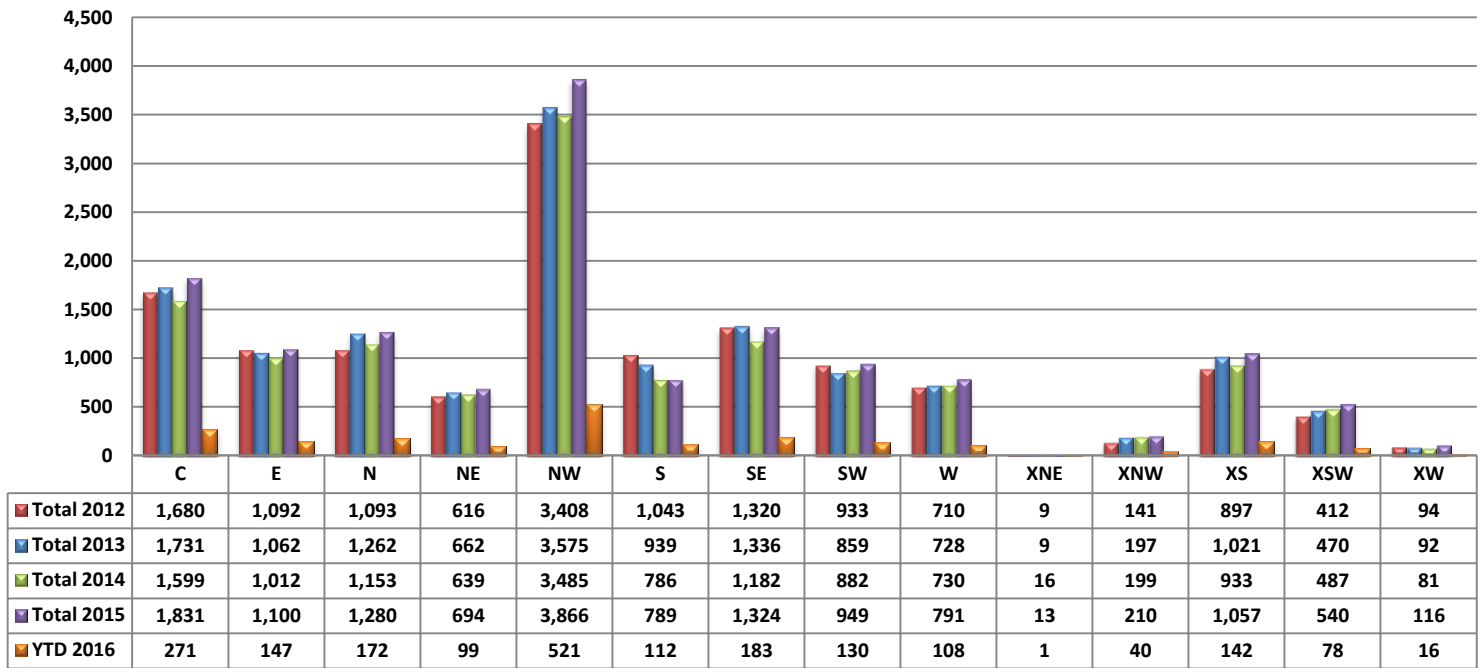
**Median Sale Price – by Type****Median Sale Price – February 2016**

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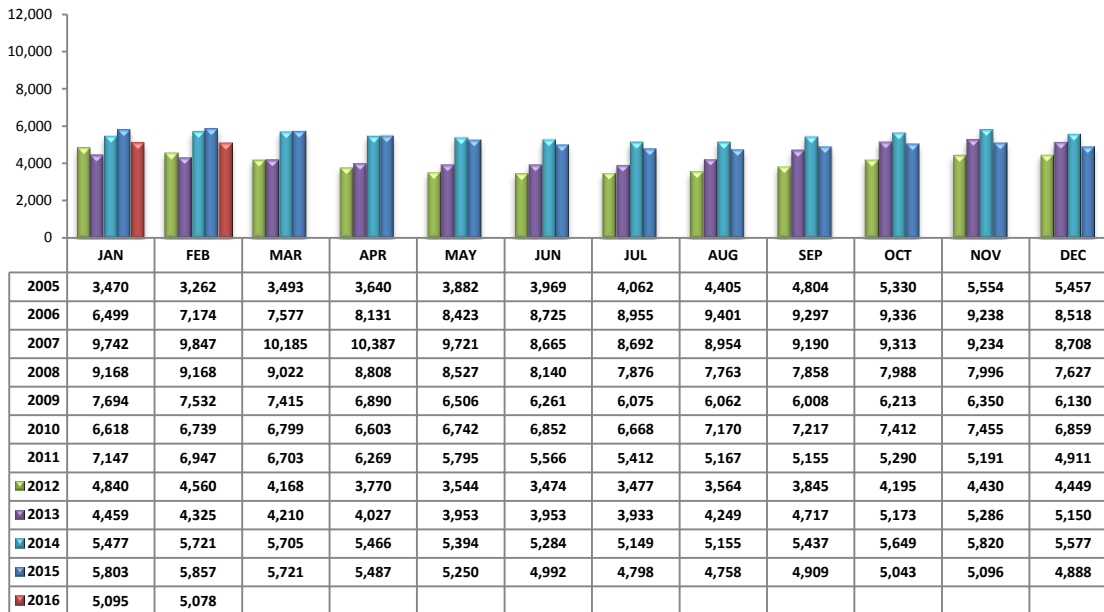
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$119,482	\$164,273	\$194,156	\$256,000	\$151,202
E	\$94,550	\$156,780	\$242,105	\$258,450	\$184,728
N	\$202,466	\$348,135	\$481,978	\$691,000	\$361,214
NE	\$101,520	\$238,600	\$321,597	\$460,166	\$244,354
NW	\$198,869	\$242,006	\$314,843	\$345,048	\$253,938
S	\$75,142	\$115,123	\$130,668	\$30,000	\$111,710
SE	\$126,325	\$158,191	\$218,232	\$250,590	\$175,360
SW	\$122,328	\$141,676	\$155,470	\$204,766	\$144,412
W	\$87,825	\$177,821	\$298,769	\$414,000	\$186,313
XNE	\$305,000	\$0	\$0	\$0	\$305,000
XNW	\$84,663	\$102,571	\$193,750	\$84,001	\$107,432
XS	\$173,295	\$183,707	\$243,456	\$289,900	\$200,567
XSW	\$127,102	\$119,445	\$282,633	\$0	\$135,792
XW	\$60,166	\$124,550	\$92,431	\$0	\$95,951

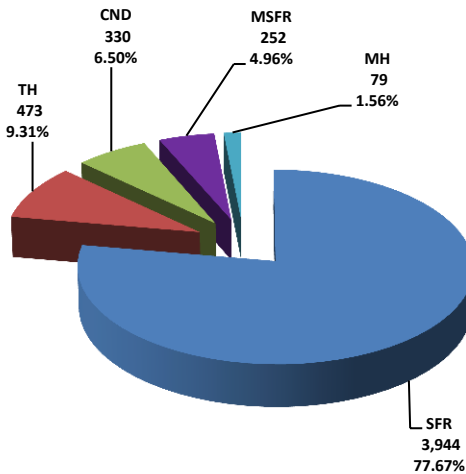
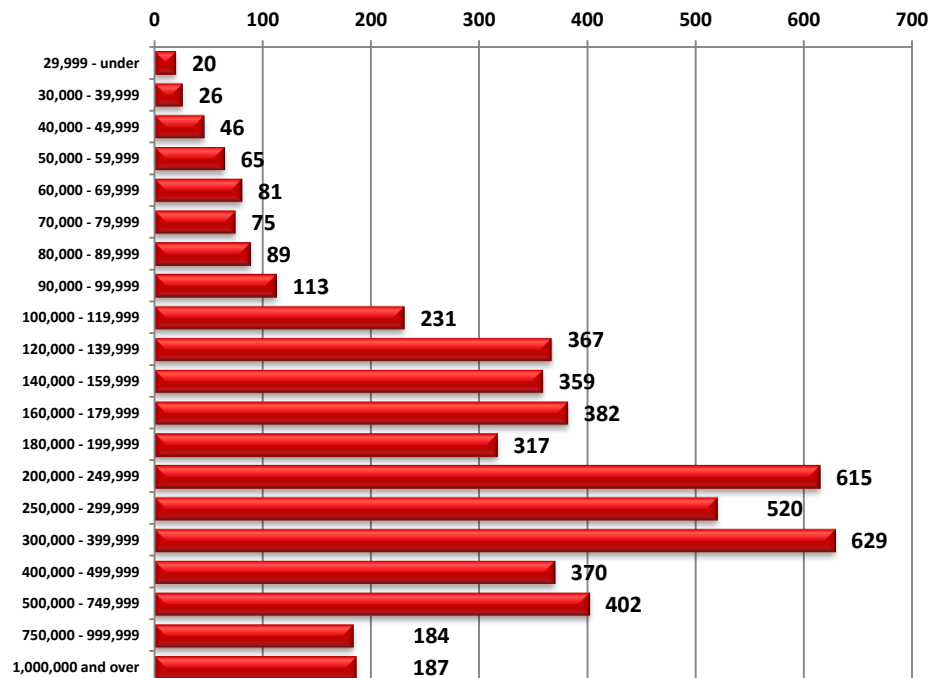
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	53	60	16	2	131
E	8	39	29	2	78
N	25	35	23	5	88
NE	12	16	15	3	46
NW	70	126	79	6	281
S	7	34	16	2	59
SE	10	57	29	3	99
SW	14	34	20	3	71
W	15	25	13	1	54
XNE	1	0	0	0	1
XNW	3	7	2	3	15
XS	20	34	24	1	79
XSW	30	11	3	0	44
XW	3	4	2	0	9

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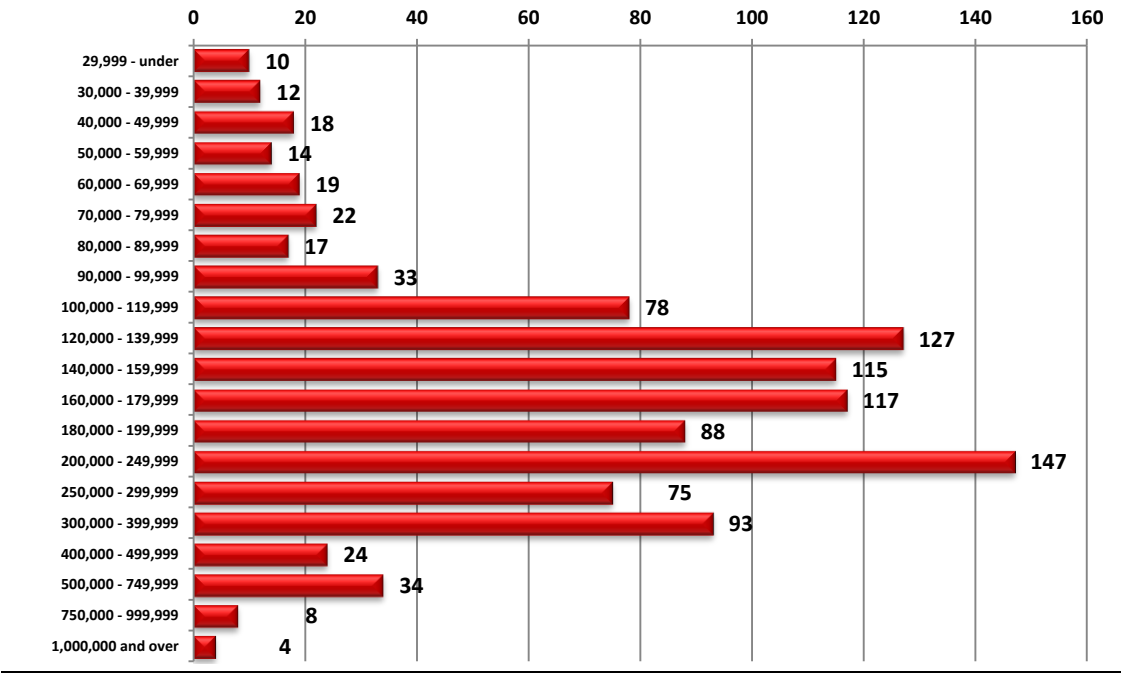
**Active Listings**

Area	# of Listings
C	614
E	220
N	754
NE	294
NW	1373
S	133
SE	373
SW	316
W	232
XNE	22
XNW	59
XS	417
XSW	234
XW	37

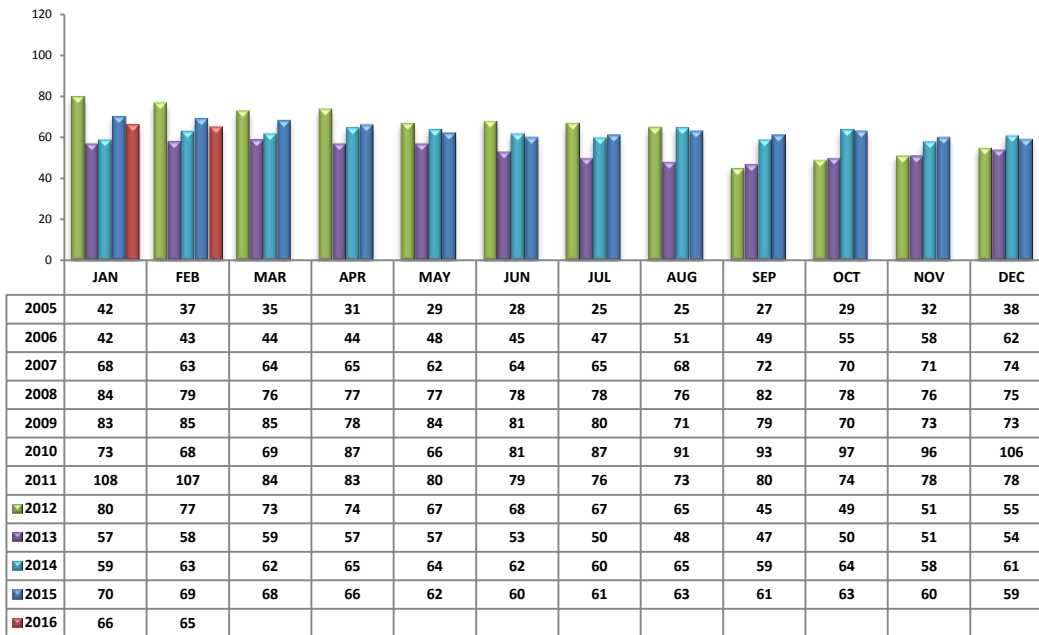
**Active Listings Unit Breakdown****Active Listings Price Breakdown**

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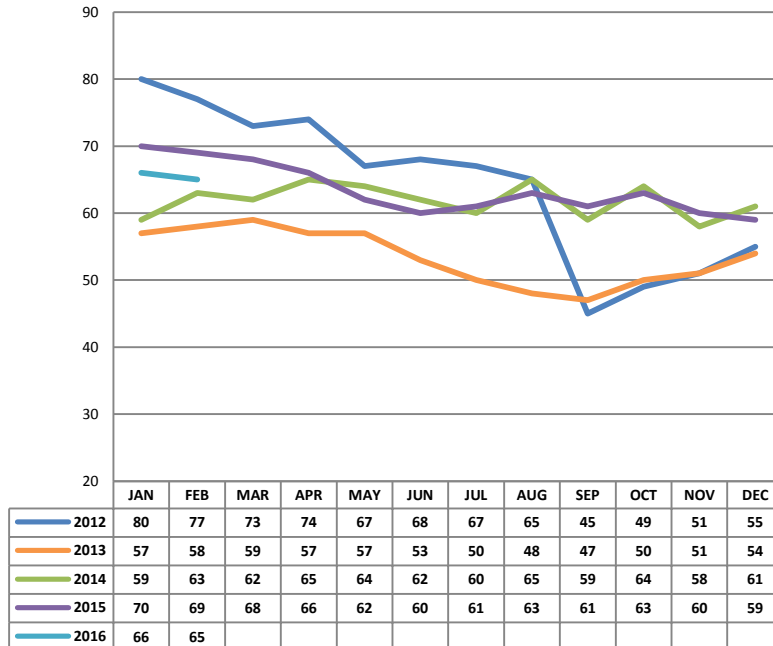
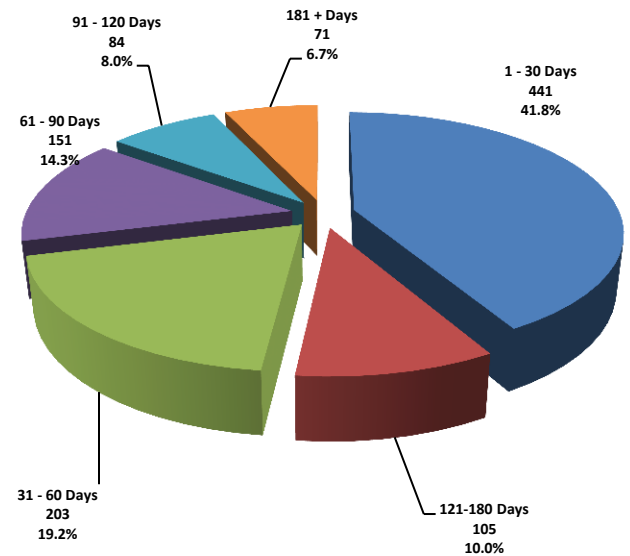
**Sold Price Breakdown**



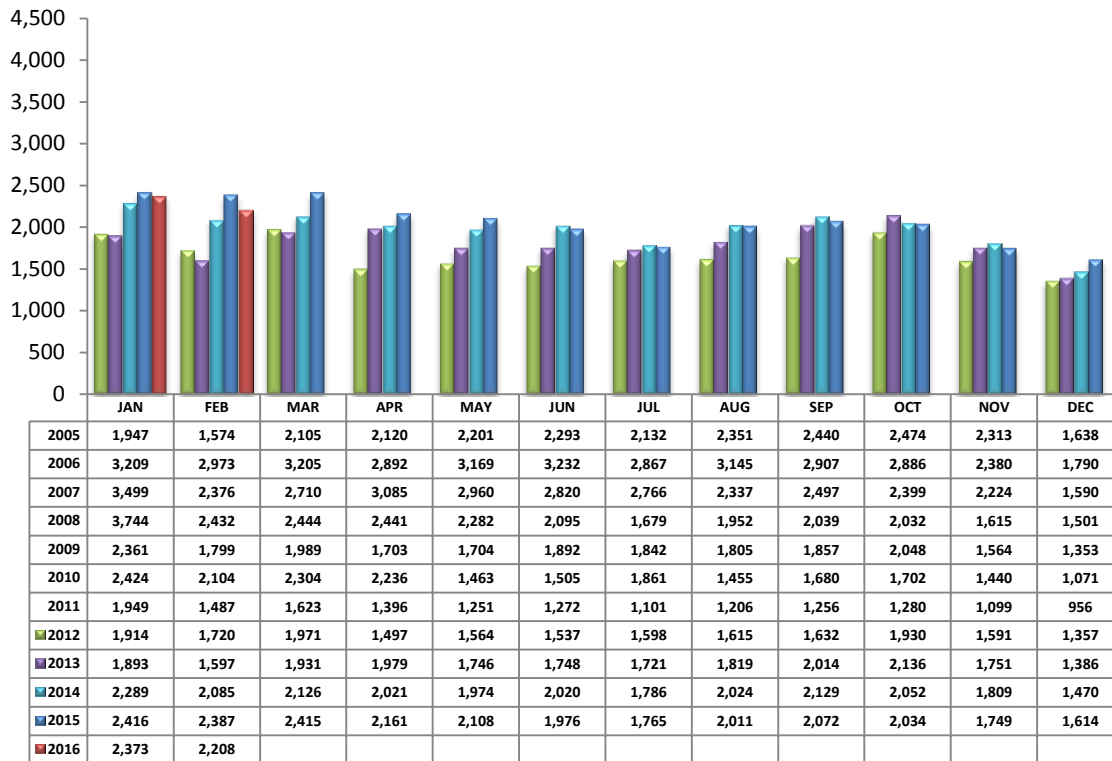
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**Average Days on Market/Listing - February 2016**

Area	Avg. DOM
C	65
E	44
N	72
NE	71
NW	62
S	33
SE	60
SW	75
W	58
XNE	18
XNW	43
XS	86
XSW	116
XW	76

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

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**New Listings – February 2016**

Area	# of Listings
C	280
E	126
N	290
NE	127
NW	562
S	106
SE	209
SW	126
W	105
XNE	1
XNW	34
XS	153
XSW	72
XW	17

\*Includes properties that were re-listed

\*\*Beginning February 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.
May 2015	269	414	66
June 2015	225	438	62
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

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