

**For Immediate  
Release:**  
**February 9, 2016**

**CONTACT:**  
**Cathy Erchull**  
MLSSAZ President  
(520) 444-6546

**Sean Murphy**  
Executive Vice President  
(520) 382-8792

**Marc Lebowitz, RCE, CAE**  
CEO, MLSSAZ  
(520) 327-4218

# **Multiple Listing Service of Southern Arizona**

## **Monthly Statistics January 2016**

Below are some highlights from the January Residential Sales Statistics:

- Total Sales Volume decreased 20.86% this month, going from \$264,001,833 in December to \$208,932,522 in January, but increased 33.27% over January 2015.
- The Average Sales Price rose to \$216,510 from \$211,709 in December, a 2.27% increase.
- Average List Price of \$222,790 is up 2.38% from December's number of \$217,610.
- Total Under Contract increased in January by 17.52%.
- Total Unit Sales of 965 is a decrease of 22.61% from last month's number of 1,247, but is an increase of 19.88% from January 2015.
- The Median Sales Price came down to \$169,900 this month from \$176,000 in December, resulting in a 3.47% decrease.
- New Listings increased 47.03% from December.
- Total Active Listings of 5,095 is an increase of 4.23% since December's number of 4,888.
- Average Days on Market increased to 66 in January from 59 in December.
- Conventional loan sales of 34.9% exceeded Cash Sales of 29.7% this month.

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

### Total Sales Volume

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$208,932,522	\$156,772,690	33.27%
December	\$264,001,833	\$220,596,263	19.68%
Month % Change	-20.86%	-28.93%	

### Average Sales Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$216,510	\$194,878	11.10%
December	\$211,709	\$205,015	3.27%
Month % Change	2.27%	-4.94%	

### Average List Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$222,790	\$201,687	10.46%
December	\$217,610	\$212,078	2.61%
Month % Change	2.38%	-4.90%	

### Total Under Contract

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	1,892	1,764	7.26%
December	1,610	1,304	23.47%
Month % Change	17.52%	35.28%	

### Total Unit Sales

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	965	805	19.88%
December	1,247	1,076	15.89%
Month % Change	-22.61%	-25.19%	

### Median Sales Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$169,900	\$160,250	6.02%
December	\$176,000	\$165,000	6.67%
Month % Change	-3.47%	-2.88%	

### New Listings

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	2,373	2,416	-1.78%
December	1,614	1,470	9.80%
Month % Change	47.03%	64.35%	

### Active Listings

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	5,095	5,803	-12.20%
December	4,888	5,577	-12.35%
Month % Change	4.23%	4.05%	

## January 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	187	30	16.04%	85740	0	0	0.00%
85145	16	11	68.75%	85648	0	0	0.00%	85714	15	8	53.33%	85741	95	24	25.26%
85245	0	0	0.00%	85653	74	24	32.43%	85715	108	28	25.93%	85742	175	35	20.00%
85601	0	1	0.00%	85654	0	0	0.00%	85716	130	26	20.00%	85743	131	41	31.30%
85602	4	0	0.00%	85658	243	33	13.58%	85717	0	0	0.00%	85745	158	25	15.82%
85611	0	0	0.00%	85701	32	1	3.13%	85718	308	35	11.36%	85746	86	29	33.72%
85614	293	28	9.56%	85704	155	34	21.94%	85719	105	28	26.67%	85747	108	33	30.56%
85616	0	0	0.00%	85705	86	27	31.40%	85730	112	34	30.36%	85748	73	20	27.40%
85619	22	0	0.00%	85706	45	20	44.44%	85734	0	0	0.00%	85749	168	22	13.10%
85622	69	12	17.39%	85709	0	0	0.00%	85735	68	15	22.06%	85750	323	40	12.38%
85623	6	0	0.00%	85710	193	49	25.39%	85736	22	3	13.64%	85755	212	31	14.62%
85629	196	35	17.86%	85711	152	30	19.74%	85737	189	26	13.76%	85756	61	18	29.51%
85641	193	32	16.58%	85712	126	37	29.37%	85739	262	26	9.92%	85757	92	14	15.22%

NOTE:

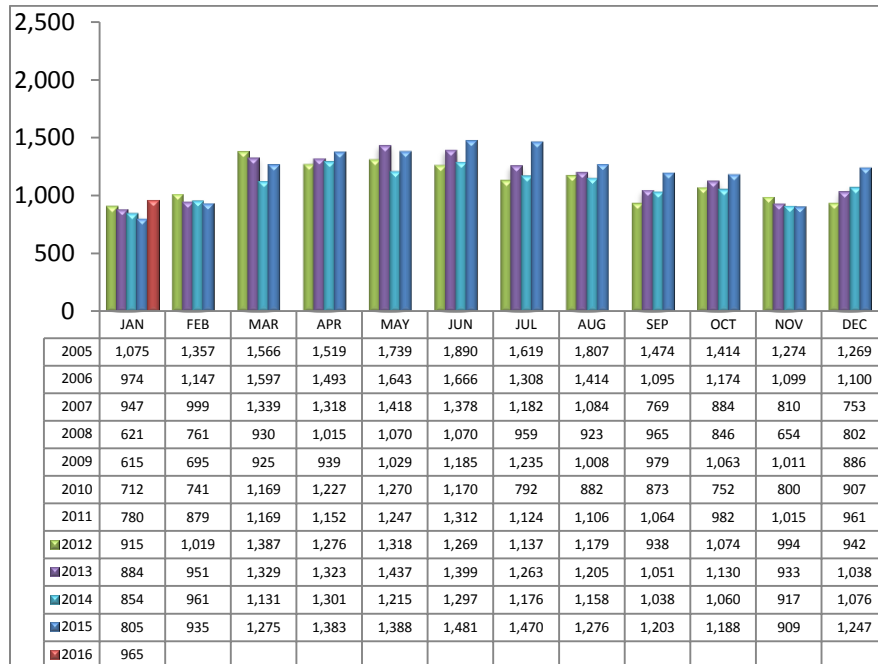
85637- 1 active listing, 85726- 1 active listing

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	14	4	0	5	23	14	C	624	1 -30 Days	382
\$30,000 to \$39,999	29	11	3	2	45	9	E	266	31-60 Days	225
\$40,000 to \$49,999	43	11	2	2	58	13	N	677	61 - 90 Days	128
\$50,000 to \$59,999	72	14	4	5	95	17	NE	286	91-120 Days	75
\$60,000 to \$69,999	84	15	3	12	114	19	NW	1398	121 - 180 Days	84
\$70,000 to \$79,999	68	22	3	11	104	27	S	149	Over 180 Days	71
\$80,000 to \$89,999	98	22	7	11	138	27	SE	339	Avg. Days on Market	
\$90,000 to \$99,999	120	44	8	11	183	23	SW	338	66	
\$100,000 to \$119,999	239	97	20	25	381	91	W	231	Avg. Sold Price	
\$120,000 to \$139,999	414	179	20	39	652	90	XNE	22	\$216,510	
\$140,000 to \$159,999	370	164	22	38	594	102	XNW	56	Median Sale Price	
\$160,000 to \$179,999	407	139	22	36	604	93	XS	423	\$169,900	
\$180,000 to \$199,999	349	120	13	22	504	72	XSW	250	New Listings	
\$200,000 to \$249,999	588	184	14	66	852	121	XW	36	2,373	
\$250,000 to \$299,999	499	106	14	28	647	67	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	612	97	11	36	756	87	C	140	\$25,227,865	
\$400,000 to \$499,999	350	47	3	7	407	38	E	69	\$10,894,305	
\$500,000 to \$749,999	389	43	6	14	452	37	N	84	\$33,013,538	
\$750,000 to \$999,999	181	18	0	1	200	10	NE	53	\$14,934,372	
\$1,000,000 and over	169	6	2	1	178	8	NW	240	\$64,397,891	
							S	53	\$5,322,886	
							SE	84	\$14,934,435	
							SW	59	\$8,170,154	
							W	54	\$11,283,607	
							XNE	0	\$0	
							XNW	25	\$2,886,656	
							XS	63	\$12,431,013	
							XSW	34	\$4,461,300	
Totals	5,095	1,343	177	372	6,987	965	XW	7	\$974,500	
							Total Volume		\$208,932,522	
Jan-16		Jan-15	% Change	YTD 2016	YTD 2015	% Change				
Home Sales Volume	\$208,932,522	\$156,772,690	33.27%	\$208,932,522	\$156,772,690	33.27%				
Home Sales Units	965	805	19.88%	965	805	19.88%				
Average Sales Price (All Residential)	\$216,510	\$194,878	11.10%	\$216,510	\$194,878	11.10%				
Median Sales Price	\$169,900	\$160,250	6.02%	\$169,900	\$160,250	6.02%				
Average Days on Market:	66	70	-5.71%	66	70	-5.71%				
Average List Price for Solds:	\$222,790	\$201,687	10.46%	\$222,790	\$201,687	10.46%				
SP/LP %	97.18%	96.62%		97.18%	96.62%					
Total Under Contract	1,892	1,764	7.26%							
Active Listings	5,095	5,803	-12.20%							
New Listings	2,373	2,416	-1.78%							
							Types of Financing		Totals	
							FHA		198	
							VA		115	
							Other		18	
							Cash		287	
							Conventional		337	
							Cash/Loan		0	
							Carryback		10	

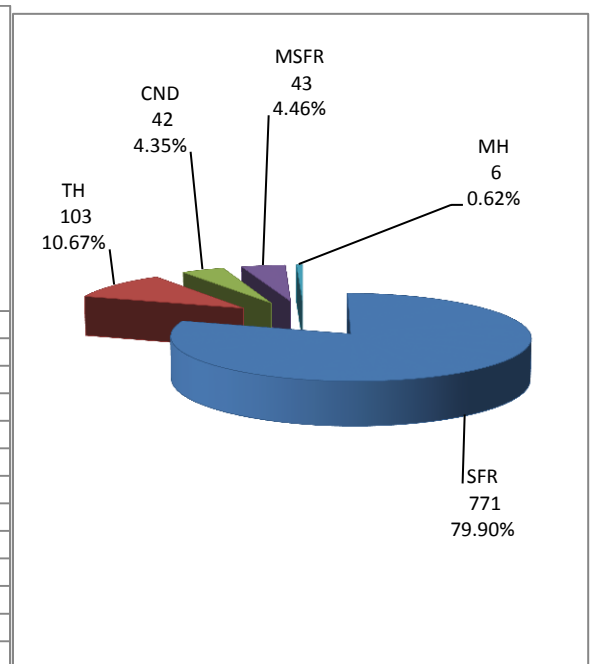
Types of Financing	Totals
FHA	198
VA	115
Other	18
Cash	287
Conventional	337
Cash/Loan	0
Carryback	10

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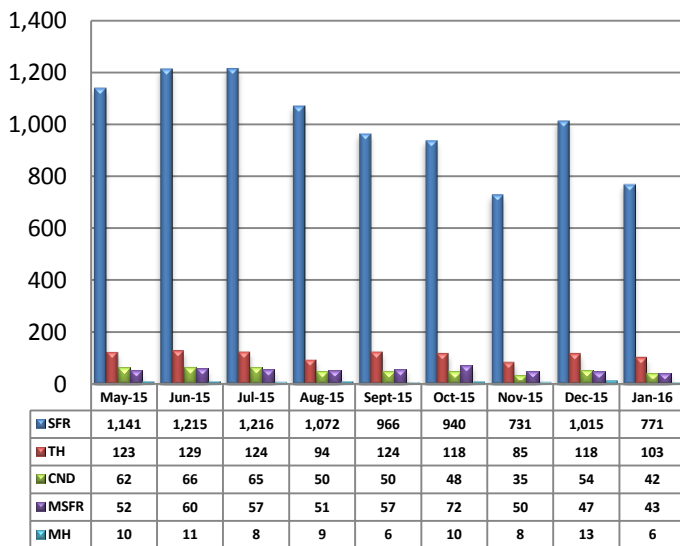
### Total Unit Sales - January 2016



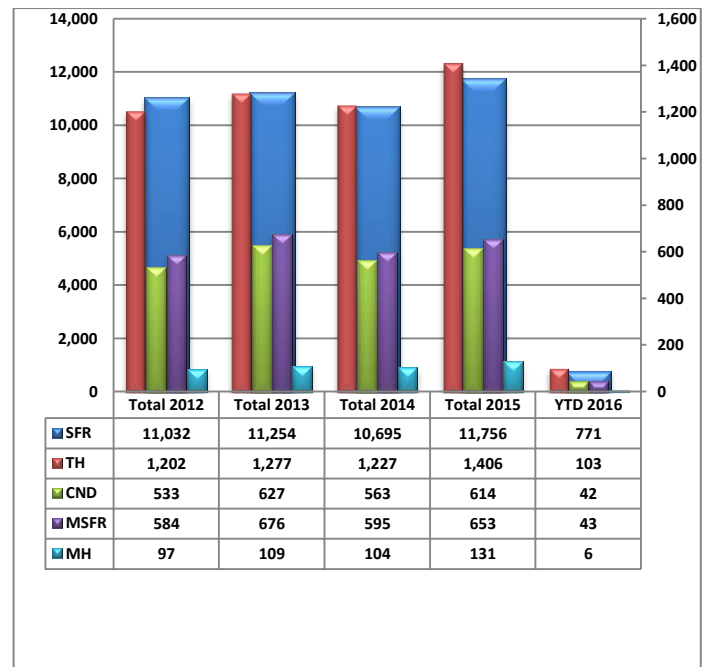
### Unit Sales - Breakdown by Type



### Total Unit Sales By Type - Monthly Comparison

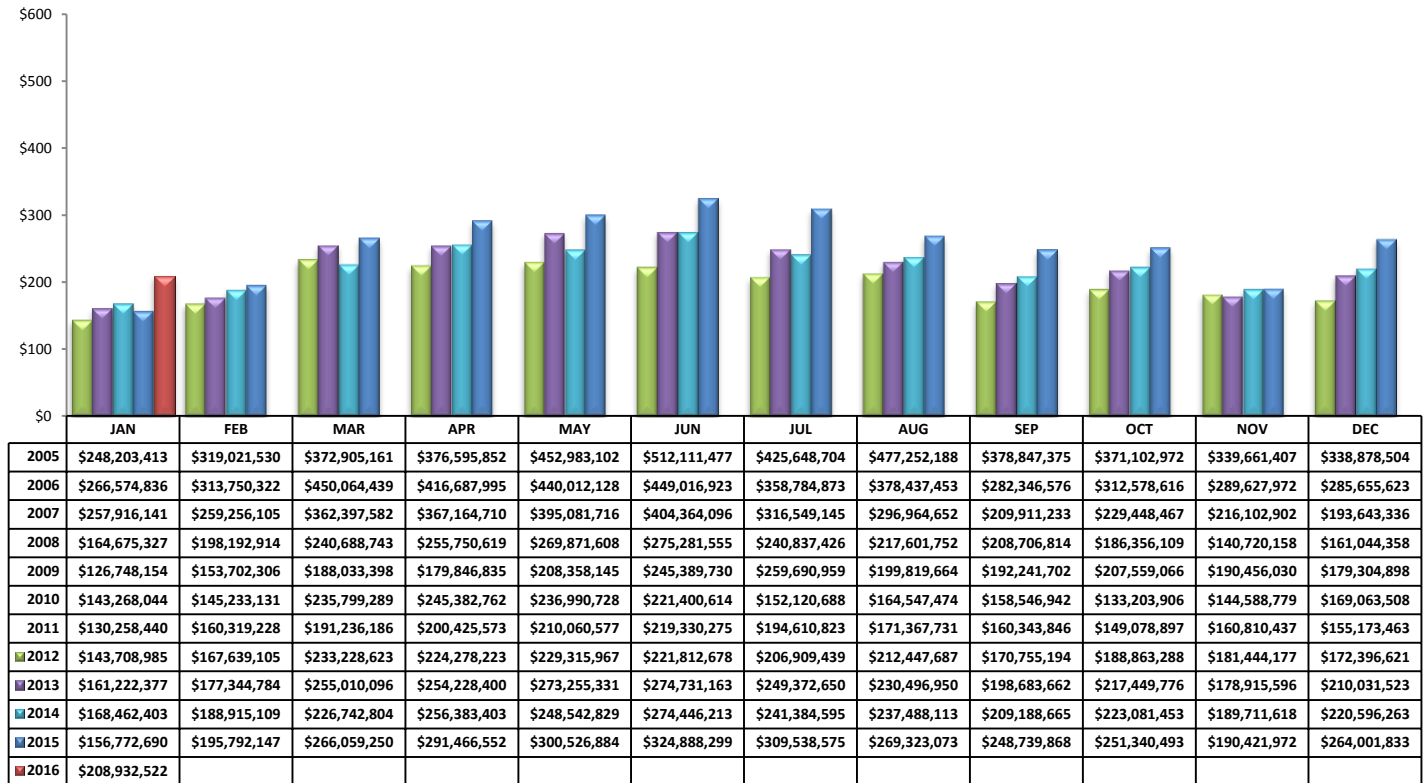


### YTD Annual Comparison - Breakdown by Type

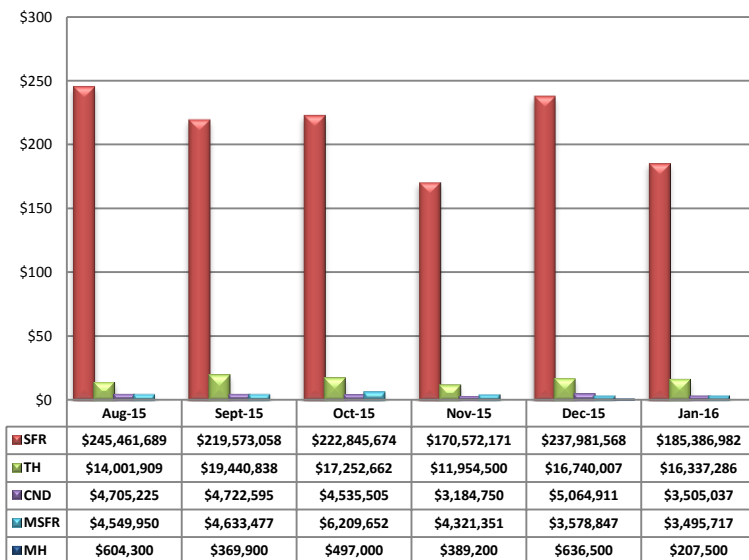


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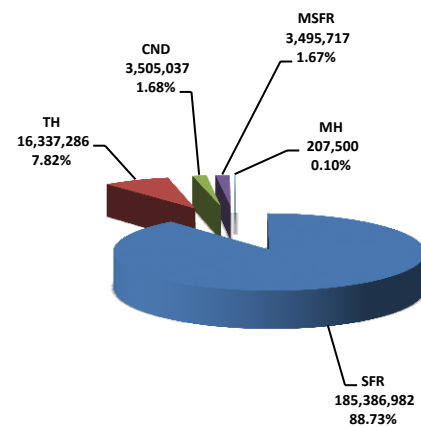
## Total Sales Volume - January 2016



## Total Sales Volume By Type - Monthly Comparison

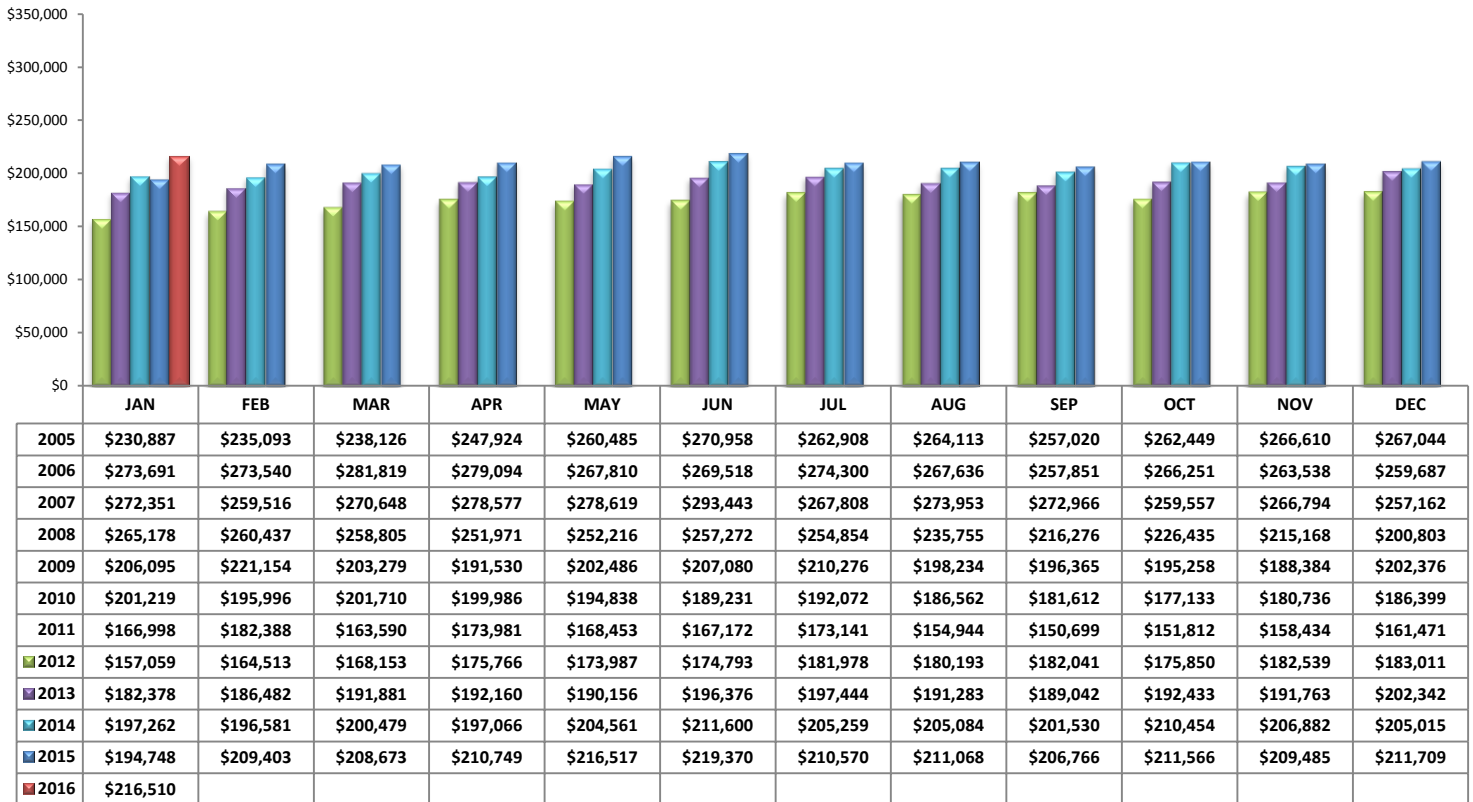


## Monthly Volume by Type

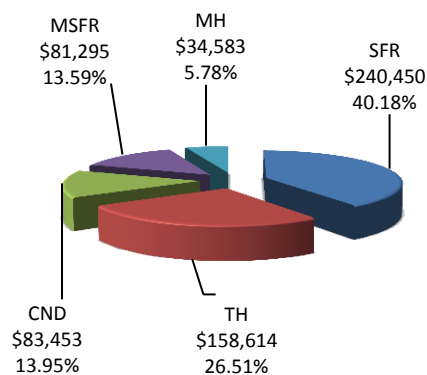


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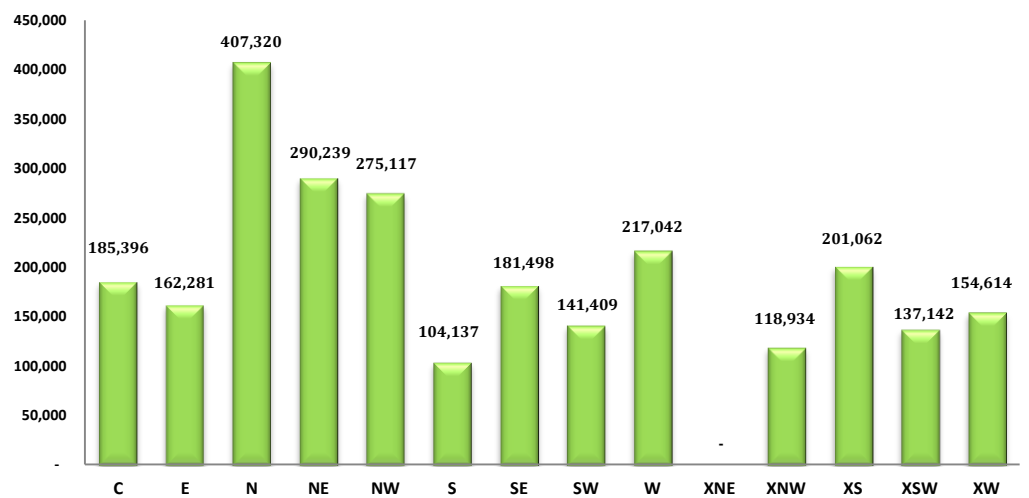
### Average Sales Price – January 2016



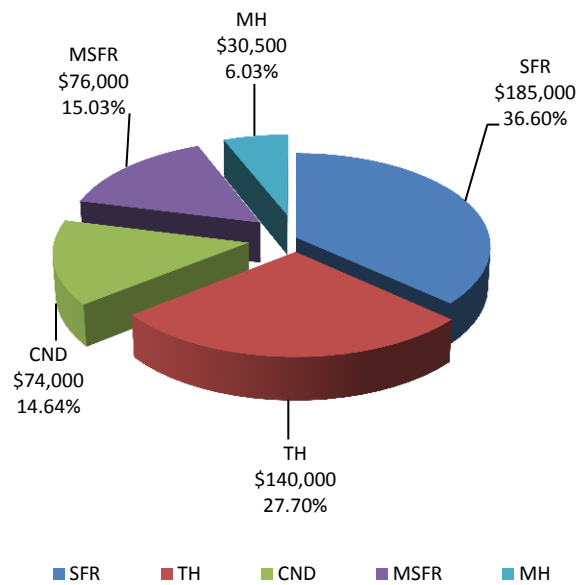
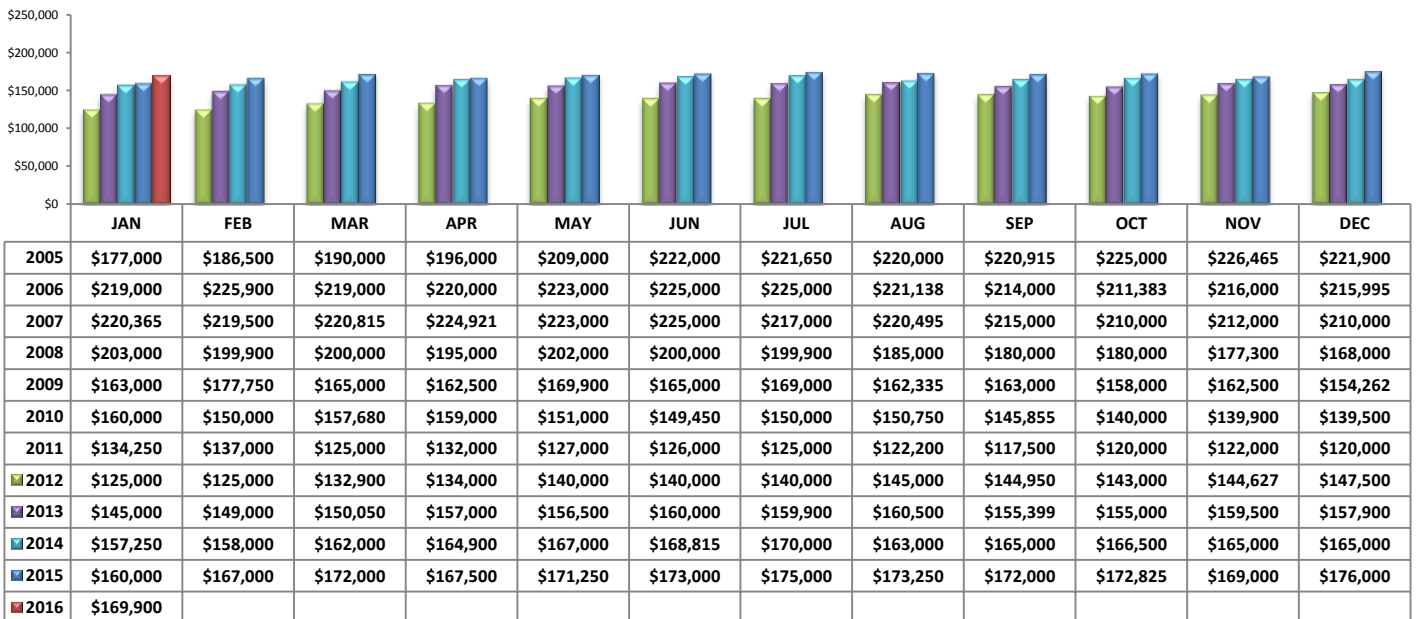
### Average Sales Price by Type – January 2016



### Average "Listing" Price per Area – January 2016

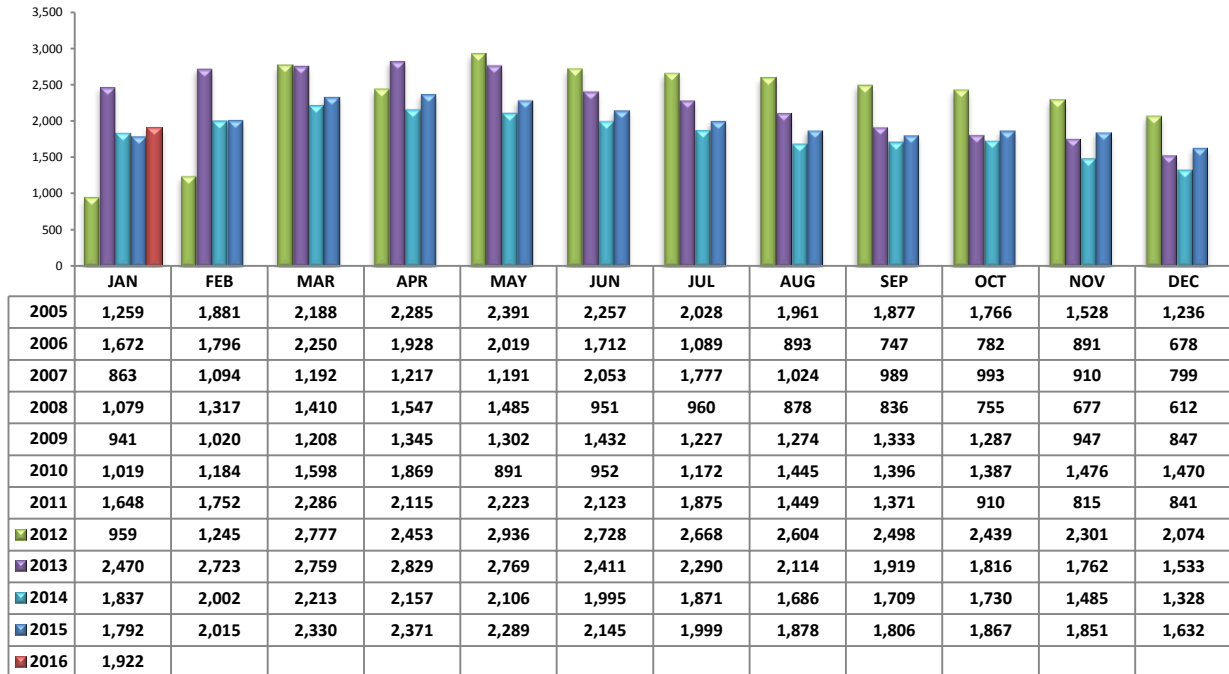


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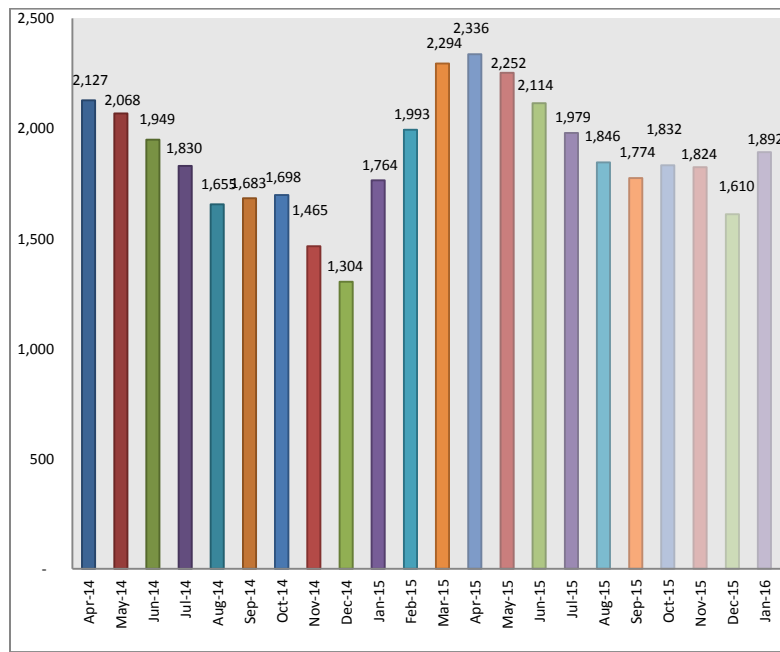
**Median Sale Price – by Type****Median Sale Price – January 2016**

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### Newly Under Contract During The Month

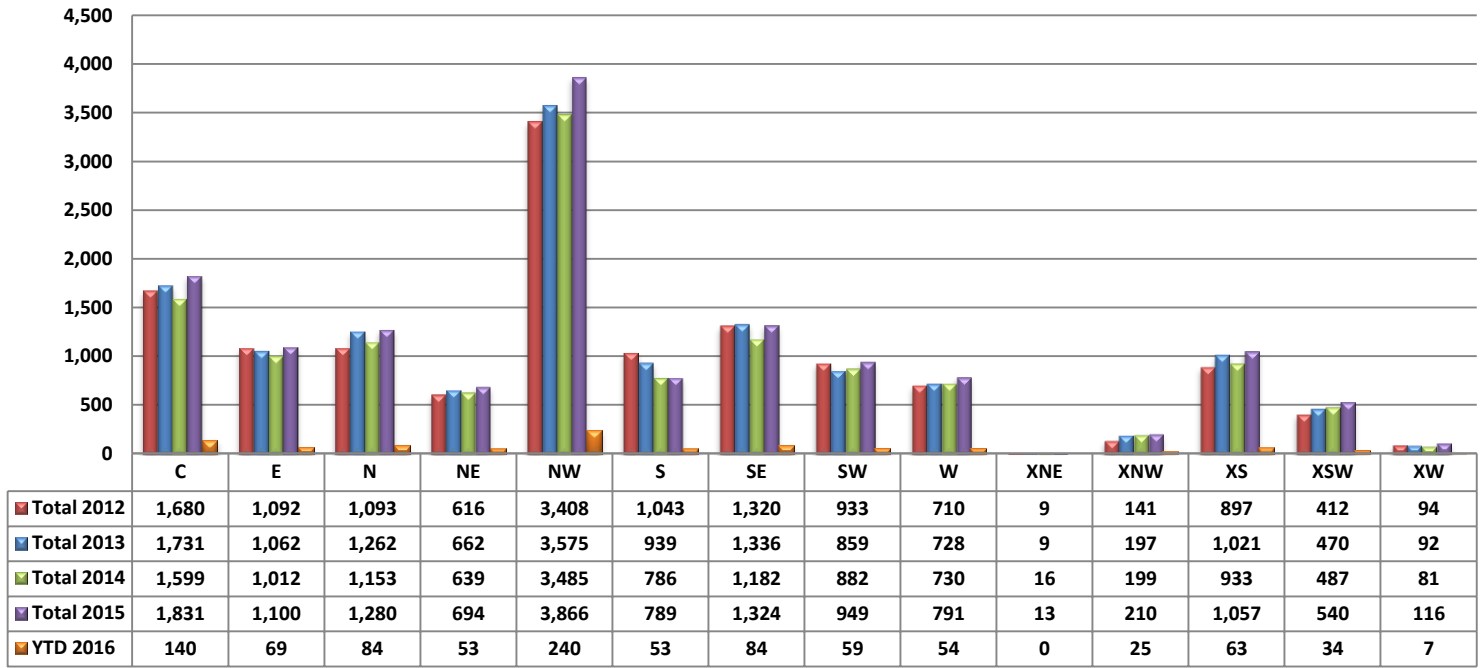


### Total Listings Still Under Contract At The End of The Month



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

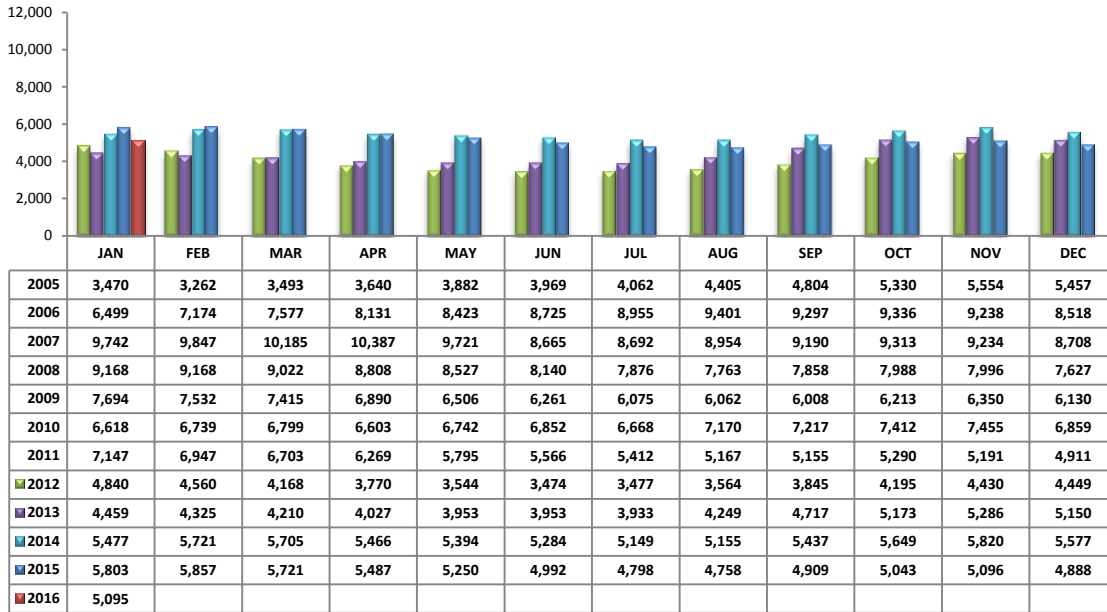
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$113,731	\$183,761	\$231,125	\$509,691	\$180,199
E	\$87,860	\$163,317	\$178,482	\$186,500	\$157,888
N	\$236,965	\$402,908	\$545,650	\$803,250	\$393,018
NE	\$88,333	\$317,070	\$335,607	\$294,625	\$281,780
NW	\$210,823	\$258,765	\$322,028	\$348,520	\$268,324
S	\$67,611	\$98,078	\$122,707	\$165,000	\$100,431
SE	\$150,301	\$157,478	\$202,656	\$283,900	\$177,790
SW	\$69,375	\$136,232	\$163,039	\$171,008	\$138,477
W	\$82,476	\$209,155	\$304,764	\$308,039	\$208,955
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$96,474	\$100,116	\$132,857	\$186,500	\$115,466
XS	\$154,265	\$211,389	\$207,917	\$0	\$197,317
XSW	\$119,208	\$141,042	\$204,333	\$0	\$131,214
XW	\$0	\$119,900	\$187,500	\$0	\$139,214

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

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	44	65	27	4	140
E	10	35	22	2	69
N	31	30	19	4	84
NE	9	25	15	4	53
NW	54	113	63	10	240
S	10	29	12	2	53
SE	14	39	26	5	84
SW	8	27	21	3	59
W	10	31	9	4	54
XNE	0	0	0	0	0
XNW	5	11	7	2	25
XS	14	24	25	0	63
XSW	24	7	3	0	34
XW	0	5	2	0	7

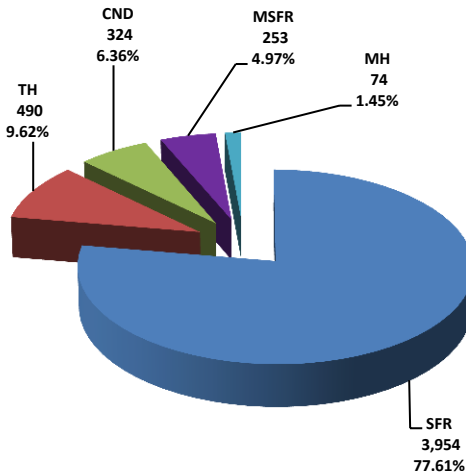
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### Active Listings

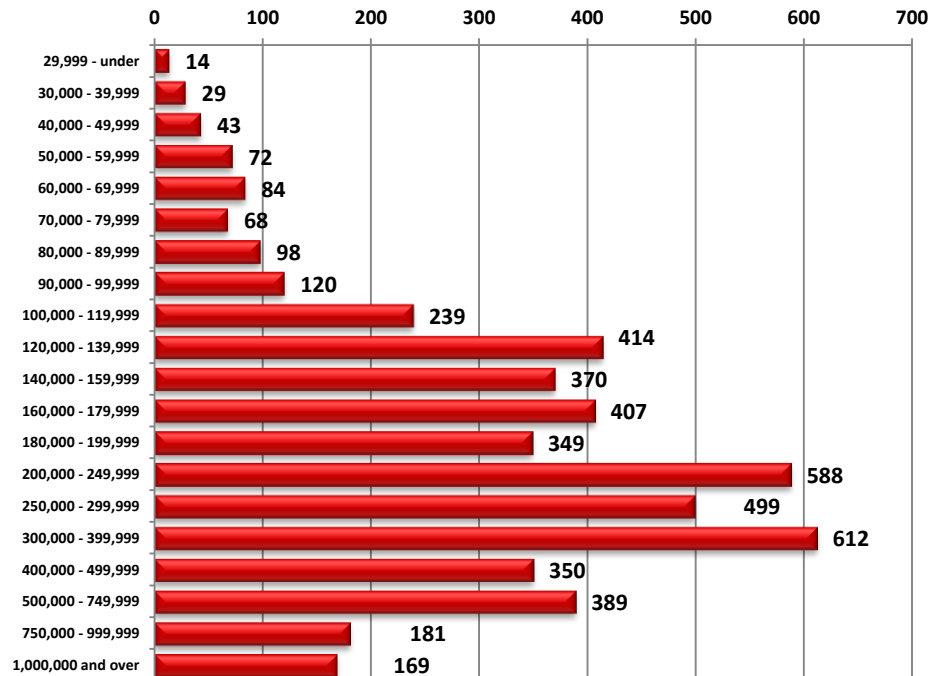


Area	# of Listings
C	624
E	266
N	677
NE	286
NW	1398
S	149
SE	339
SW	338
W	231
XNE	22
XNW	56
XS	423
XSW	250
XW	36

### Active Listings Unit Breakdown

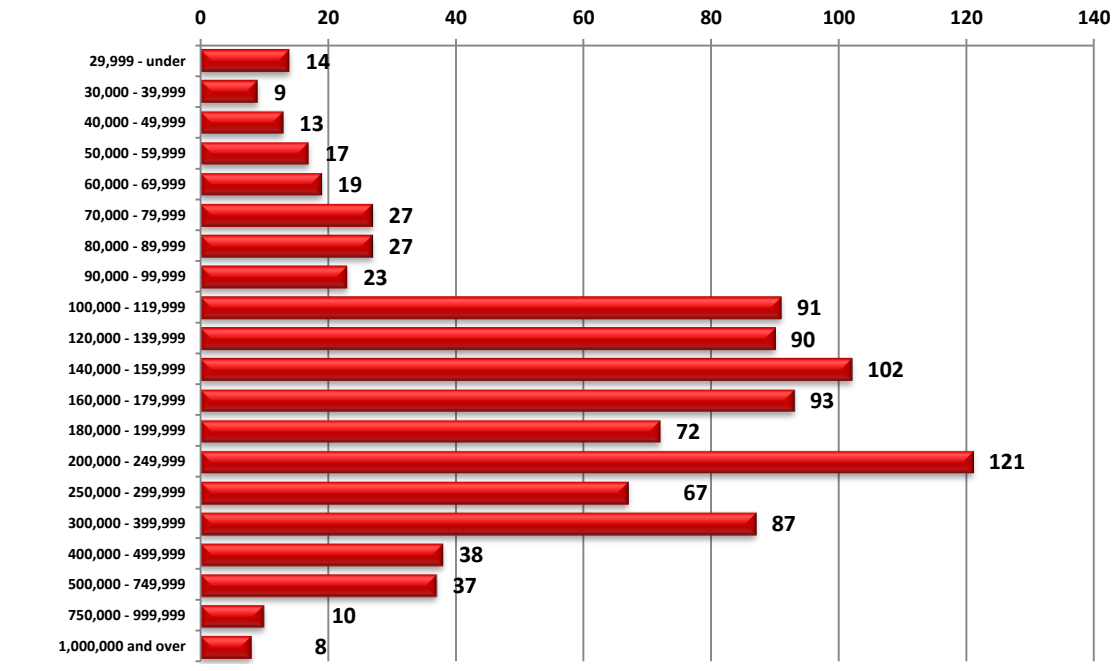


### Active Listings Price Breakdown



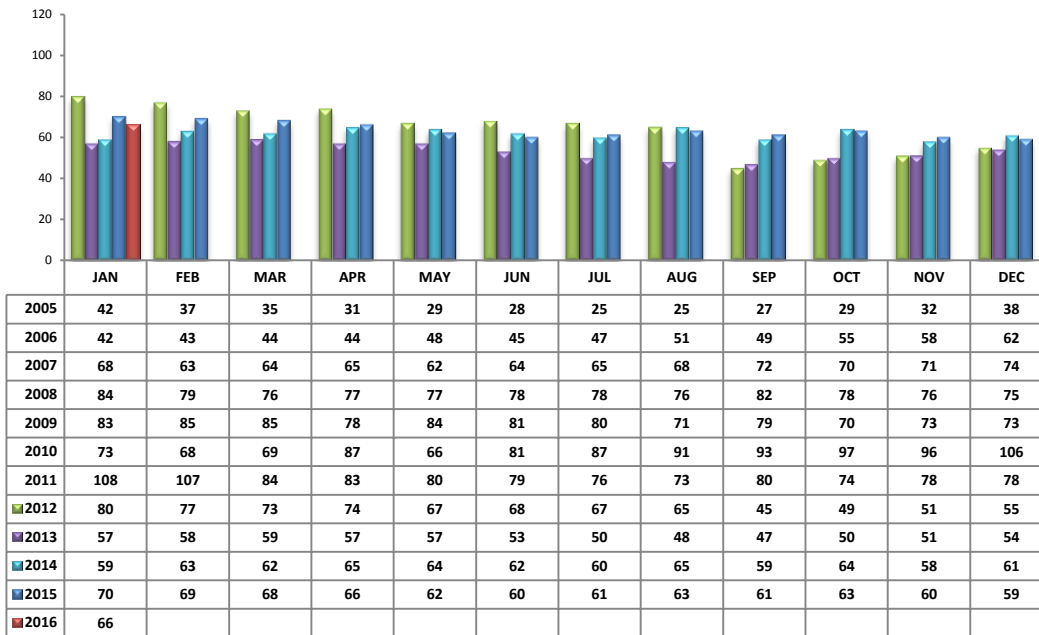
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### Sold Price Breakdown



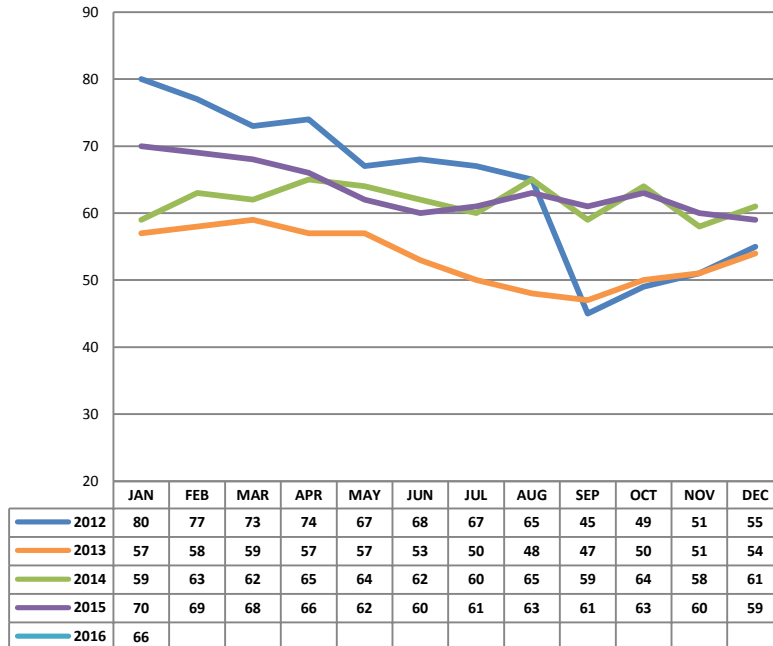
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### Average Days on Market/Listing - January 2016

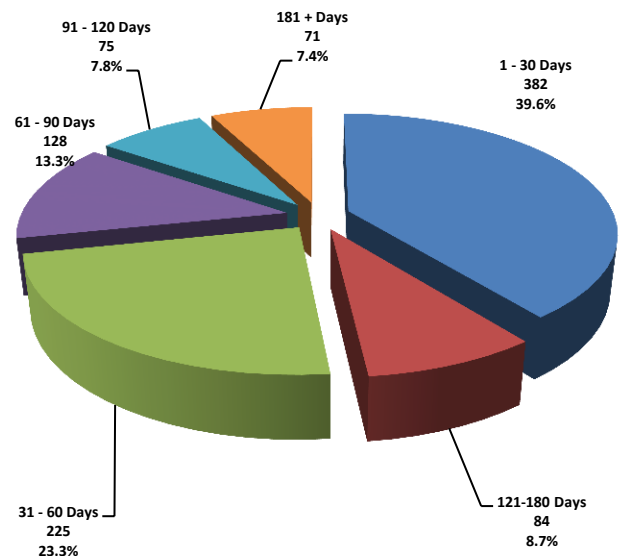


Area	Avg. DOM
C	72
E	67
N	68
NE	77
NW	62
S	45
SE	64
SW	42
W	72
XNE	0
XNW	65
XS	78
XSW	82
XW	67

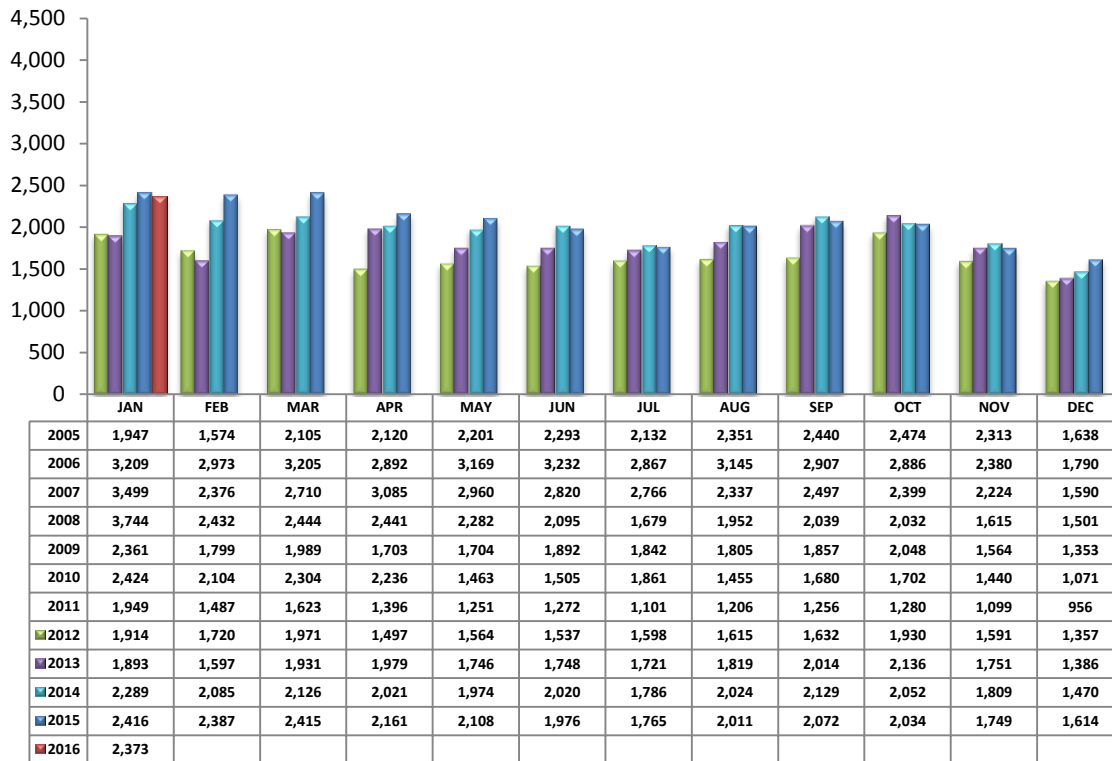
### Annual Comparison - Average Days on Market



### Average Days on Market/Listing Breakdown



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**New Listings - January 2016**

Area	# of Listings
C	295
E	146
N	330
NE	127
NW	641
S	110
SE	165
SW	130
W	113
XNE	1
XNW	20
XS	182
XSW	100
XW	13

\*Includes properties that were re-listed

\*\*Beginning January 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.
Apr 2015	252	431	68
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

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