

**For Immediate  
Release:**  
**August 7, 2015**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics July 2015**

Below are some highlights from the July Residential Sales Statistics:

- The Median Sales Price was up again this month to \$175,000 from \$173,000 in June, a 1.16% increase.
- Total Sales Volume decreased this month, going from \$324,888,299 in June to \$309,538,575 in July, a 4.72% decrease from last month, but is an increase of 28.23% over July 2014.
- The Average Sales Price decreased by 4.01% this month to \$210,570 from \$219,370 in June.
- Average List Price this month was \$216,779, a decrease of 4.17% since last month.
- Total Under Contract decreased by 6.39% from June.
- Total Unit Sales of 1,470 declined slightly from June's number of 1,481, resulting in a .74% decrease but is an increase of 25% over July 2014.
- New Listings decreased 10.68% from June.
- Total Active Listings of 4,798 is a 3.89% decrease from June's number of 4,992.
- Average Days on Market increased to 61 in July from 60 in June.
- Conventional loan sales of 39.3% exceeded Cash Sales of 23.7% this month.

Henry Zipf



**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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## July 2015 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
July	\$309,538,575	\$241,384,595	28.23%
June	\$324,888,299	\$274,446,213	18.38%
Month % Change	-4.72%	-12.05%	

### Average Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
July	\$210,570	\$205,259	2.59%
June	\$219,370	\$211,600	3.67%
Month % Change	-4.01%	-3.00%	

### Average List Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
July	\$216,779	\$212,418	2.05%
June	\$226,206	\$219,192	3.20%
Month % Change	-4.17%	-3.09%	

### Total Under Contract

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
July	1,979	1,830	8.14%
June	2,114	1,949	8.47%
Month % Change	-6.39%	-6.11%	

### Total Unit Sales

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
July	1,470	1,176	25.00%
June	1,481	1,297	14.19%
Month % Change	-0.74%	-9.33%	

### Median Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
July	\$175,000	\$170,000	2.94%
June	\$173,000	\$168,815	2.48%
Month % Change	1.16%	0.70%	

### New Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
July	1,765	1,786	-1.18%
June	1,976	2,020	-2.18%
Month % Change	-10.68%	-11.58%	

### Active Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
July	4,798	5,149	-6.82%
June	4,992	5,284	-5.53%
Month % Change	-3.89%	-2.55%	

## July 2015 - 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	1	0	0.00%	85713	129	41	31.78%	85740	1	0	0.00%
85145	18	4	22.22%	85648	0	0	0.00%	85714	12	6	50.00%	85741	101	43	42.57%
85245	0	0	0.00%	85653	90	19	21.11%	85715	109	39	35.78%	85742	194	64	32.99%
85601	1	0	0.00%	85654	0	0	0.00%	85716	153	36	23.53%	85743	159	73	45.91%
85602	6	1	16.67%	85658	177	27	15.25%	85717	0	0	0.00%	85745	151	45	29.80%
85611	0	0	0.00%	85701	25	4	16.00%	85718	276	54	19.57%	85746	91	41	45.05%
85614	185	43	23.24%	85704	150	51	34.00%	85719	118	30	25.42%	85747	133	53	39.85%
85616	0	0	0.00%	85705	86	28	32.56%	85730	119	56	47.06%	85748	91	39	42.86%
85619	32	1	3.13%	85706	42	30	71.43%	85734	0	0	0.00%	85749	160	37	23.13%
85622	47	12	25.53%	85709	0	0	0.00%	85735	79	13	16.46%	85750	246	65	26.42%
85623	7	2	28.57%	85710	201	86	42.79%	85736	28	3	10.71%	85755	194	51	26.29%
85629	187	55	29.41%	85711	133	44	33.08%	85737	176	60	34.09%	85756	52	39	75.00%
85641	227	68	29.96%	85712	104	37	35.58%	85739	232	42	18.10%	85757	74	28	37.84%

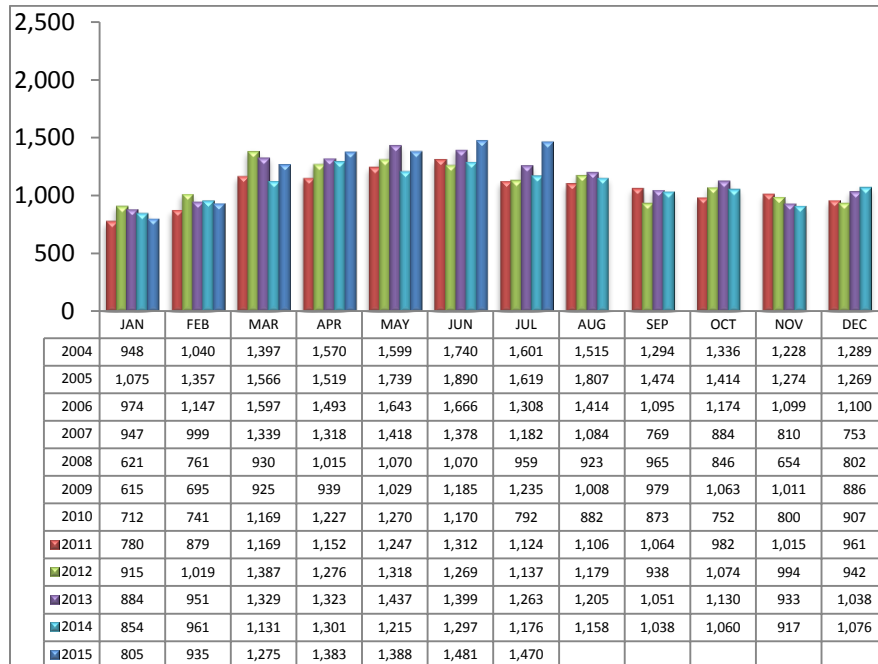
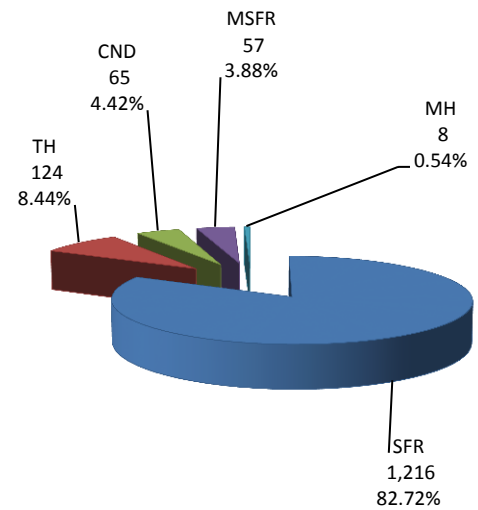
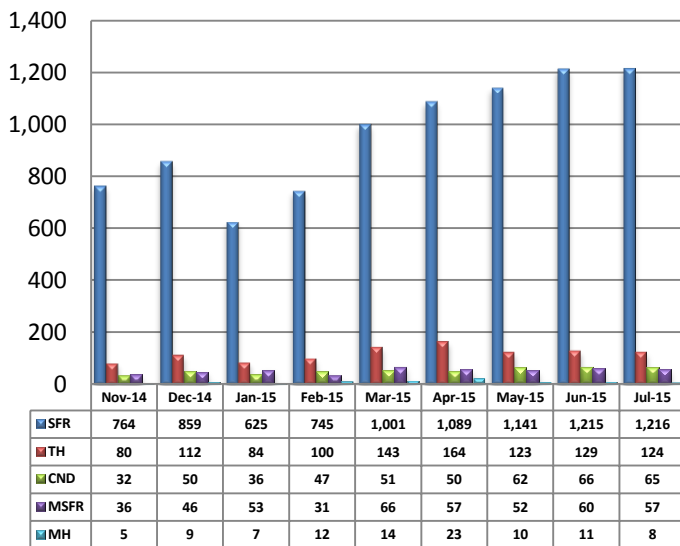
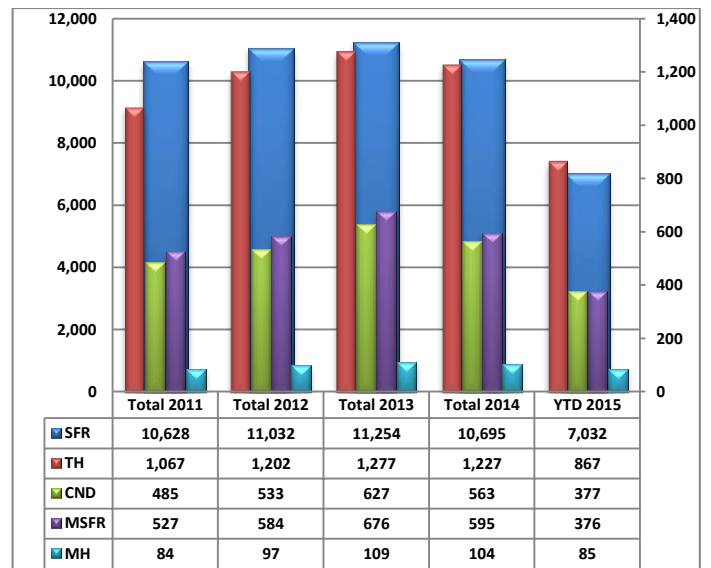
NOTE:

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	18	2	0	3	23	10	C	621	1 -30 Days	665	
\$30,000 to \$39,999	43	5	4	4	56	12	E	292	31-60 Days	304	
\$40,000 to \$49,999	44	8	5	8	65	19	N	566	61 - 90 Days	171	
\$50,000 to \$59,999	43	20	9	3	75	23	NE	279	91-120 Days	115	
\$60,000 to \$69,999	62	21	9	7	99	24	NW	1329	121 - 180 Days	113	
\$70,000 to \$79,999	64	36	9	6	115	28	S	126	Over 180 Days	102	
\$80,000 to \$89,999	79	32	11	16	138	32	SE	384	Avg. Days on Market		
\$90,000 to \$99,999	100	42	12	14	168	41	SW	281	61		
\$100,000 to \$119,999	226	121	18	33	398	114	W	226	Avg. Sold Price		
\$120,000 to \$139,999	325	179	29	36	569	161	XNE	32	\$210,570		
\$140,000 to \$159,999	387	163	25	46	621	173	XNW	70	Median Sale Price		
\$160,000 to \$179,999	378	136	19	31	564	131	XS	363	\$175,000		
\$180,000 to \$199,999	390	114	14	29	547	113	XSW	198	New Listings		
\$200,000 to \$249,999	614	167	14	61	856	214	XW	31	1,765		
\$250,000 to \$299,999	493	104	6	50	653	138	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	580	109	11	36	736	125	C	167	\$27,237,982		
\$400,000 to \$499,999	306	51	2	13	372	54	E	128	\$20,071,990		
\$500,000 to \$749,999	360	42	1	10	413	44	N	132	\$50,027,877		
\$750,000 to \$999,999	142	12	0	2	156	6	NE	78	\$20,758,277		
\$1,000,000 and over	144	6	1	2	153	8	NW	401	\$99,390,146		
							S	82	\$9,886,077		
							SE	138	\$25,552,320		
							SW	95	\$12,054,077		
							W	76	\$14,134,340		
							XNE	1	\$151,174		
							XNW	14	\$1,650,240		
							XS	112	\$22,099,183		
Totals	4,798	1,370	199	410	6,777	1,470	XSW	38	\$5,632,717		
							XW	8	\$892,175		
	Jul-15	Jul-14	% Change	YTD 2015	YTD 2014	% Change	Total Volume		\$309,538,575		
Home Sales Volume	\$309,538,575	\$241,384,595	28.23%	\$1,845,044,397	\$1,604,877,356	14.96%	<div><div>Types of Financing</div><div>Totals</div><div>FHA334</div><div>VA162</div><div>Other39</div><div>Cash349</div><div>Conventional578</div><div>Cash/Loan0</div><div>Carryback8</div></div>				
Home Sales Units	1,470	1,176	25.00%	8,737	7,935	10.11%					
Average Sales Price (All Residential)	\$210,570	\$205,259	2.59%	\$213,202	\$205,835	3.58%					
Median Sales Price	\$175,000	\$170,000	2.94%	\$173,114	\$168,373	2.82%					
Average Days on Market:	61	60	1.67%	62	61	1.64%					
Average List Price for Solds:	\$216,779	\$212,418	2.05%	\$219,661	\$212,928	3.16%					
SP/LP %	97.14%	96.63%		97.06%	96.67%						
Total Under Contract	1,979	1,830	8.14%								
Active Listings	4,798	5,149	-6.82%								
New Listings	1,765	1,786	-1.18%								

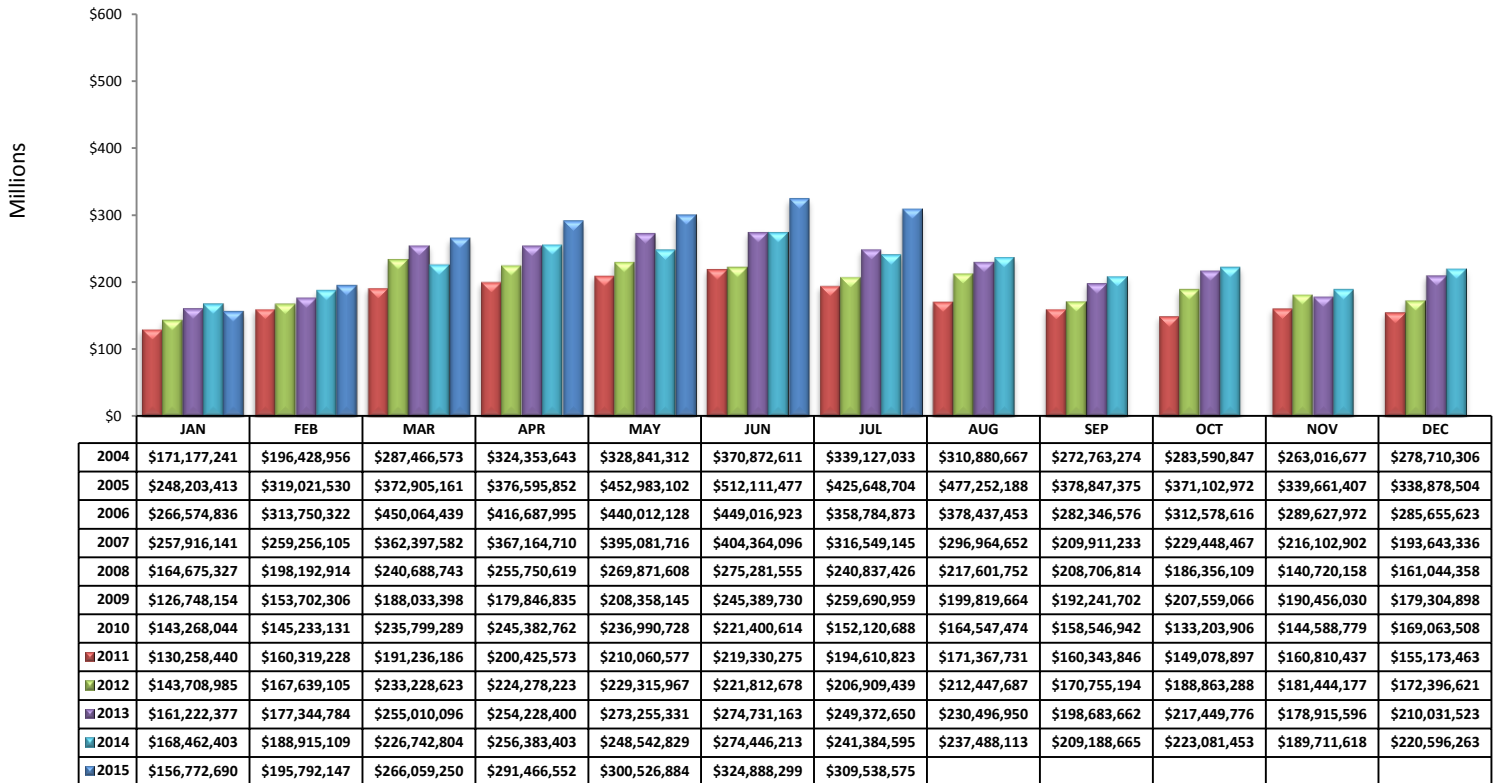
Types of Financing	Totals
FHA	334
VA	162
Other	39
Cash	349
Conventional	578
Cash/Loan	0
Carryback	8

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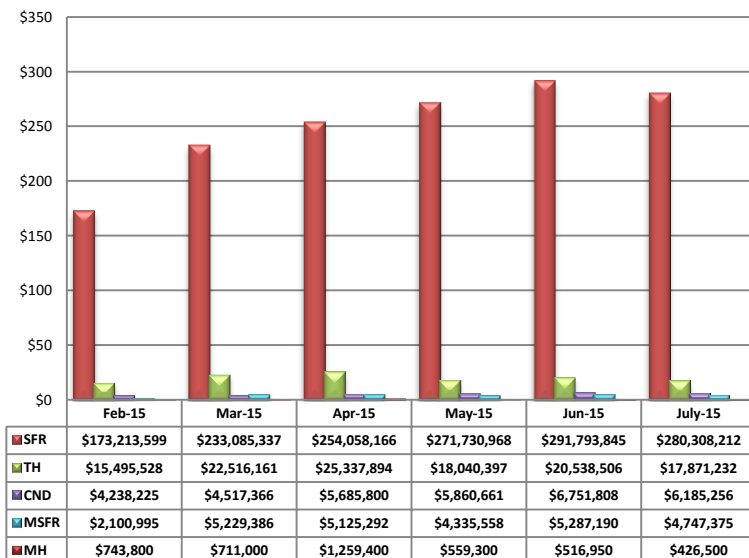
**Total Unit Sales – July 2015****Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

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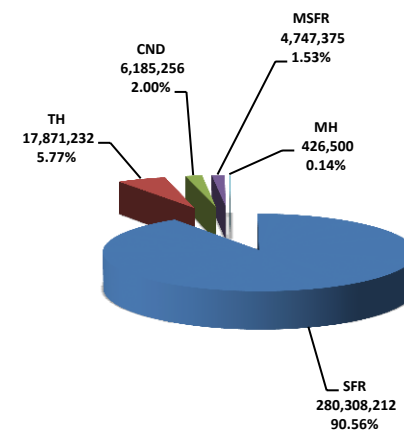
## Total Sales Volume - July 2015



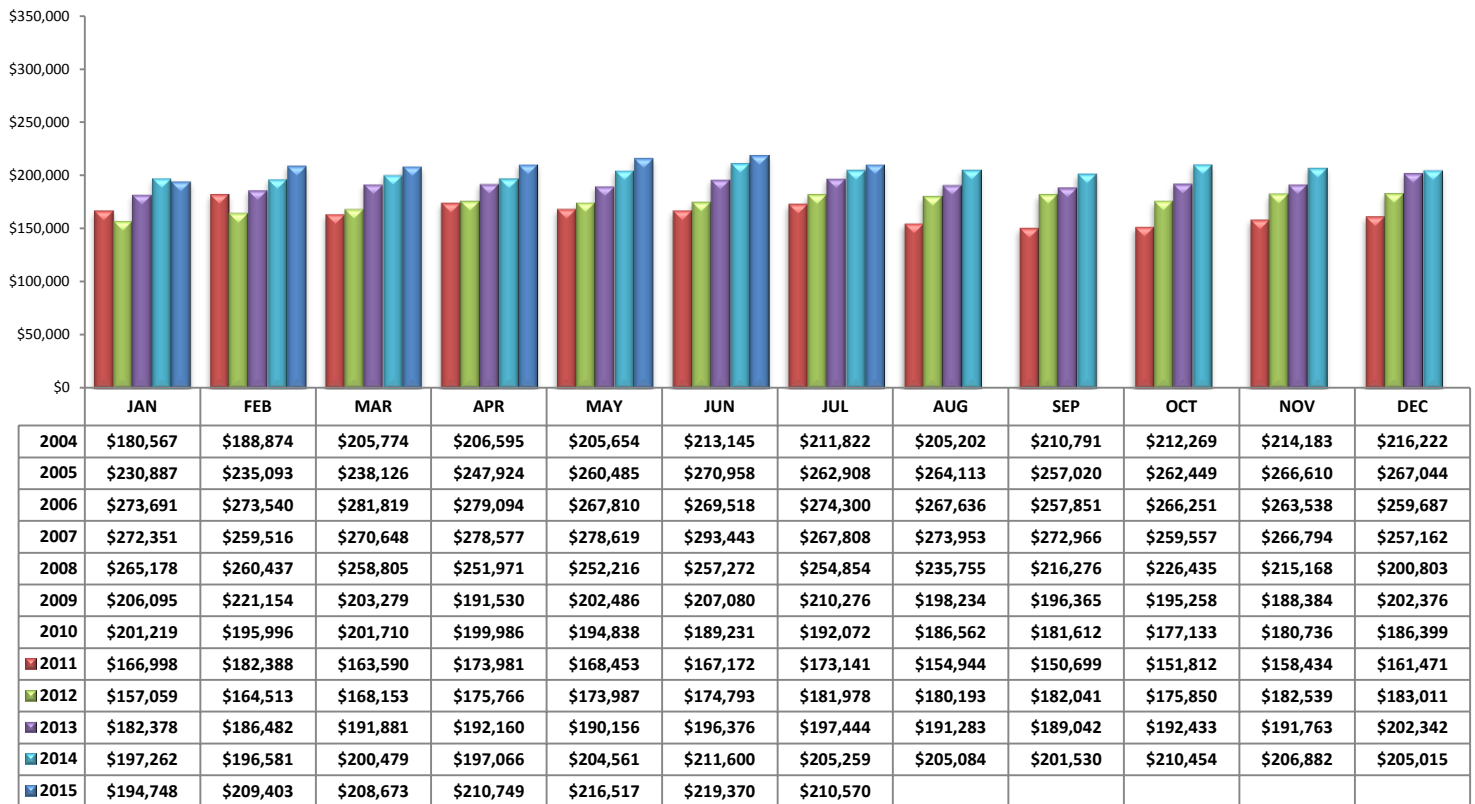
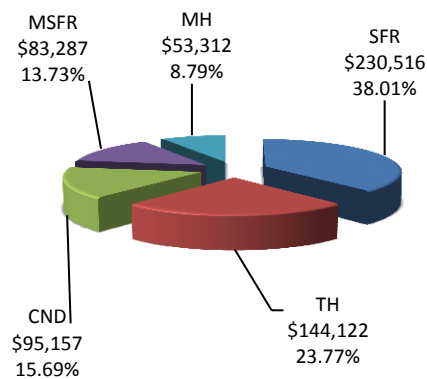
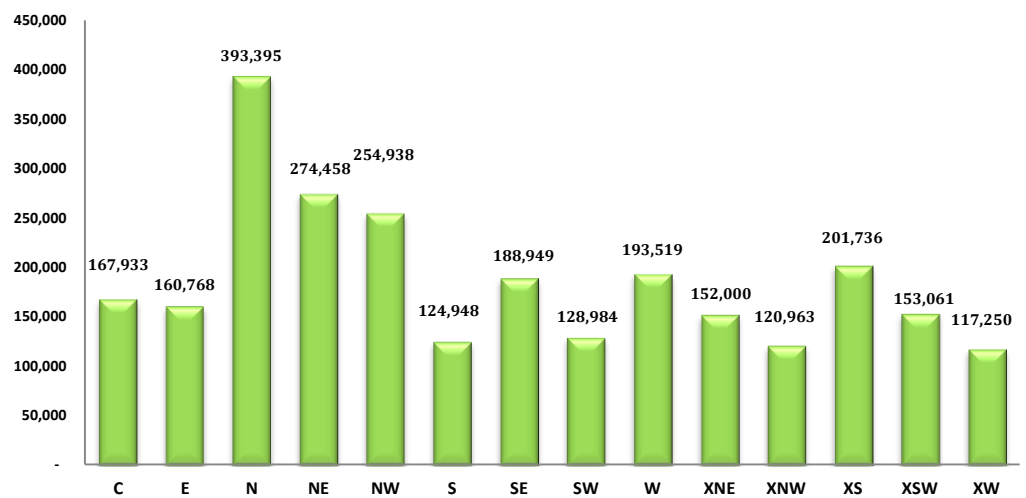
## Total Sales Volume By Type - Monthly Comparison



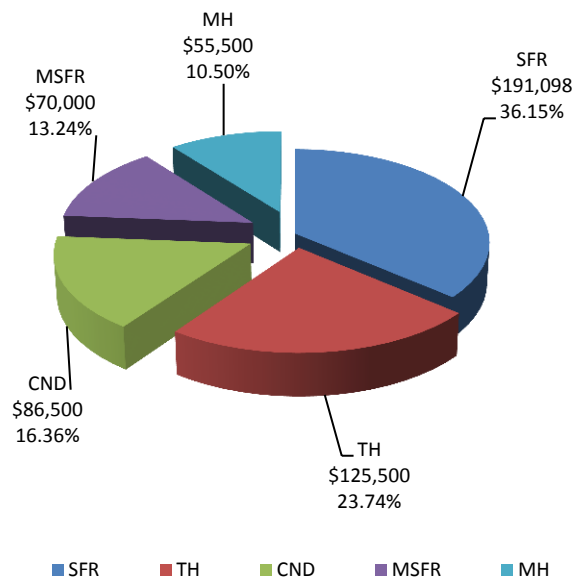
## Monthly Volume by Type



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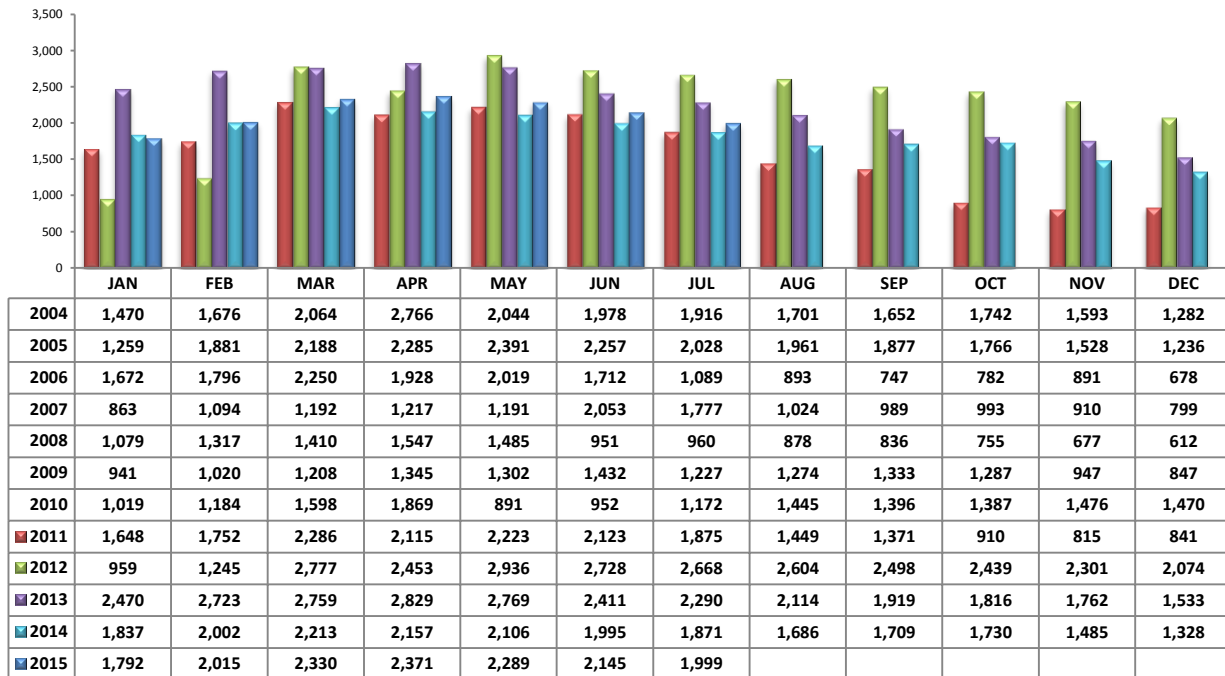
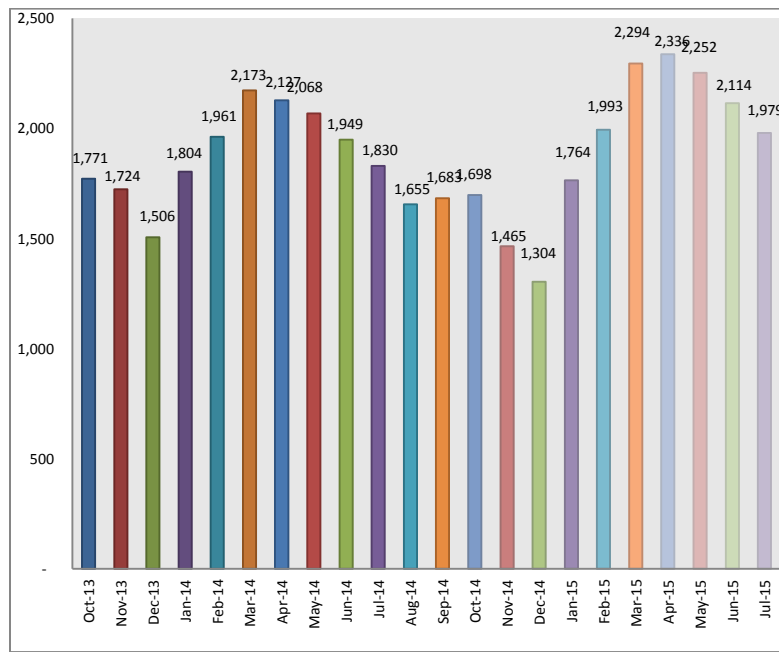
**Average Sales Price – July 2015****Average Sales Price by Type – July 2015****Average "Listing" Price per Area – July 2015**

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**Median Sale Price – by Type****Median Sale Price – July 2015**

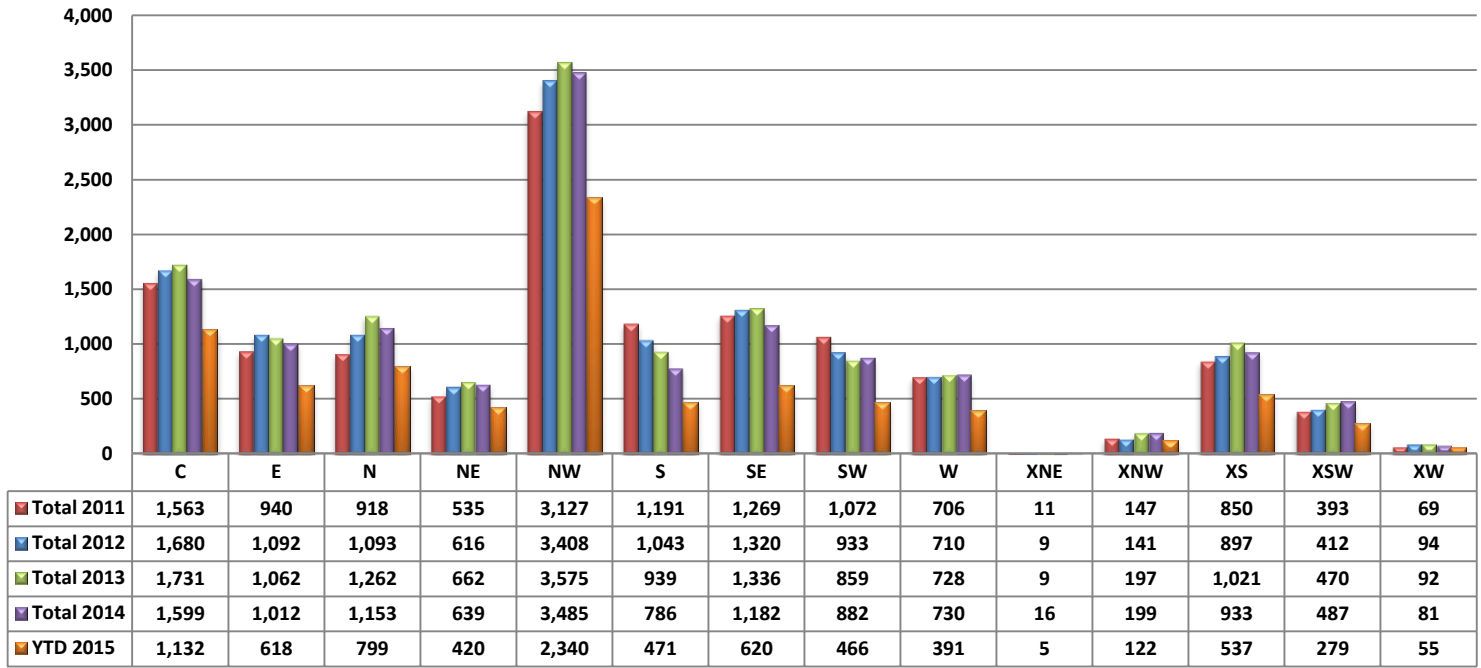
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2004	\$148,000	\$150,000	\$157,000	\$159,900	\$162,487	\$169,700	\$167,000	\$167,500	\$169,950	\$172,000	\$177,000	\$170,000
2005	\$177,000	\$186,500	\$190,000	\$196,000	\$209,000	\$222,000	\$221,650	\$220,000	\$220,915	\$225,000	\$226,465	\$221,900
2006	\$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					

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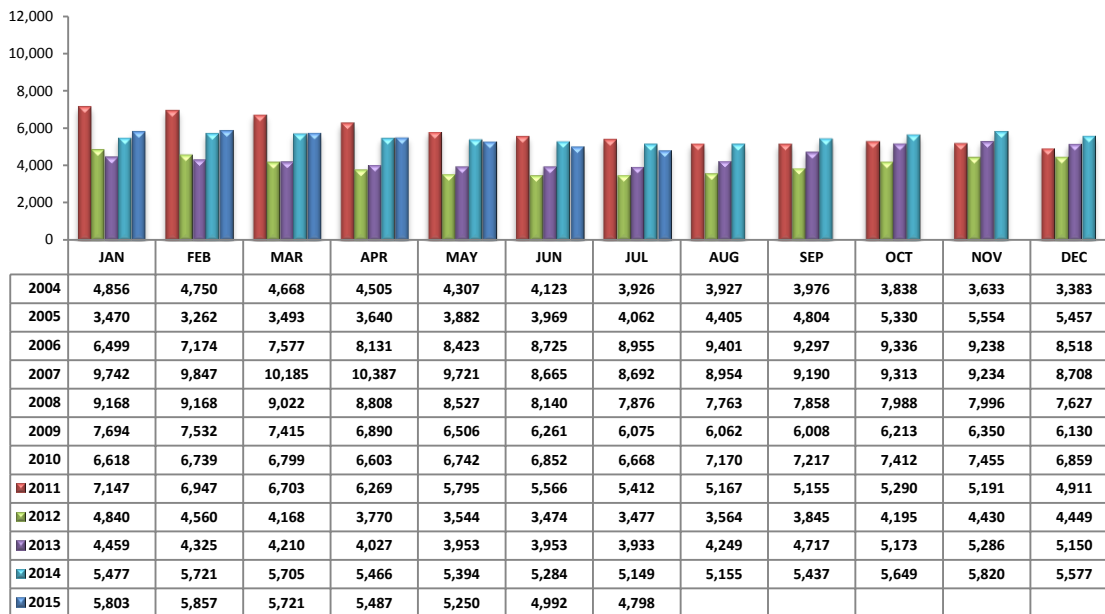
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$124,141	\$162,341	\$242,046	\$675,000	\$163,101
E	\$72,647	\$153,558	\$172,772	\$425,200	\$156,812
N	\$174,512	\$355,274	\$497,956	\$657,363	\$378,999
NE	\$106,115	\$223,974	\$375,644	\$352,562	\$266,131
NW	\$197,772	\$225,623	\$289,692	\$327,233	\$247,855
S	\$73,142	\$115,888	\$142,630	\$210,000	\$120,561
SE	\$103,875	\$169,014	\$204,472	\$331,776	\$185,161
SW	\$90,341	\$130,502	\$143,758	\$147,800	\$126,885
W	\$92,092	\$162,715	\$334,842	\$439,000	\$185,978
XNE	\$151,174	\$0	\$0	\$0	\$151,174
XNW	\$22,500	\$107,077	\$139,640	\$180,000	\$117,874
XS	\$171,469	\$188,532	\$203,511	\$257,322	\$197,314
XSW	\$116,289	\$218,112	\$249,333	\$0	\$148,229
XW	\$0	\$103,362	\$136,000	\$0	\$111,521

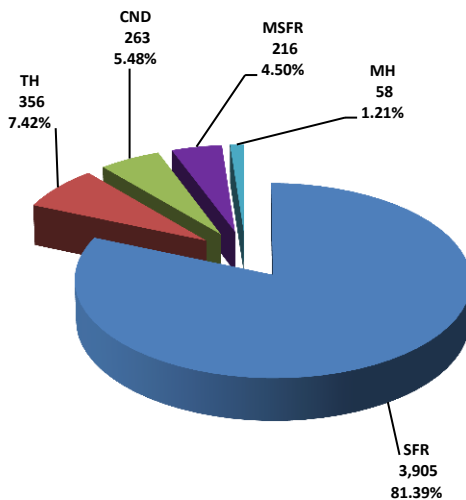
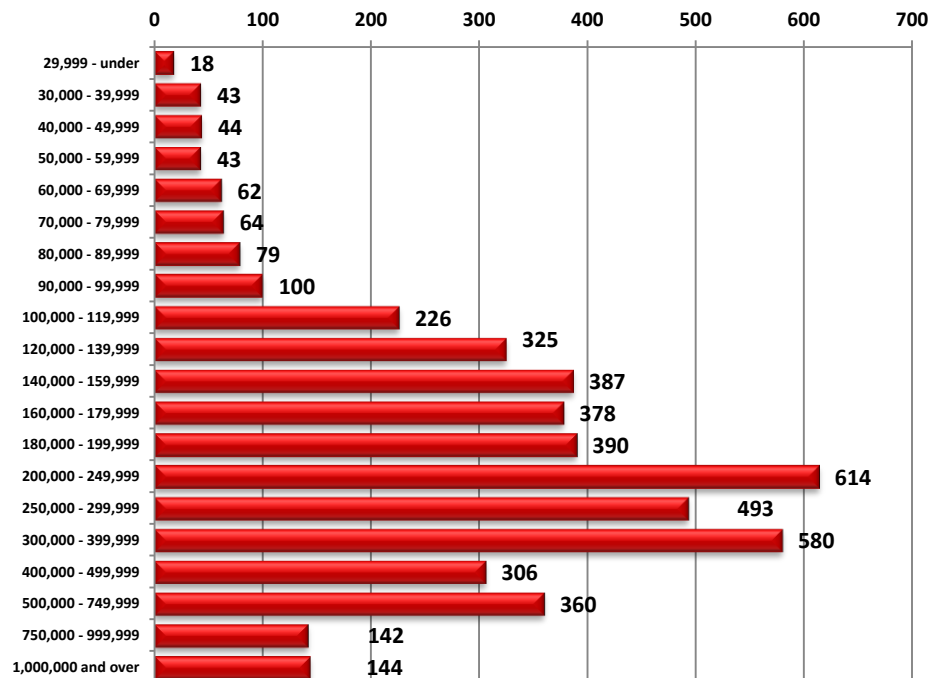
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	56	88	22	1	167
E	19	73	31	5	128
N	35	43	43	11	132
NE	13	32	25	8	78
NW	70	179	122	30	401
S	7	52	22	1	82
SE	8	74	50	6	138
SW	18	49	26	2	95
W	13	48	14	1	76
XNE	1	0	0	0	1
XNW	1	7	5	1	14
XS	12	53	38	9	112
XSW	27	8	3	0	38
XW	0	6	2	0	8

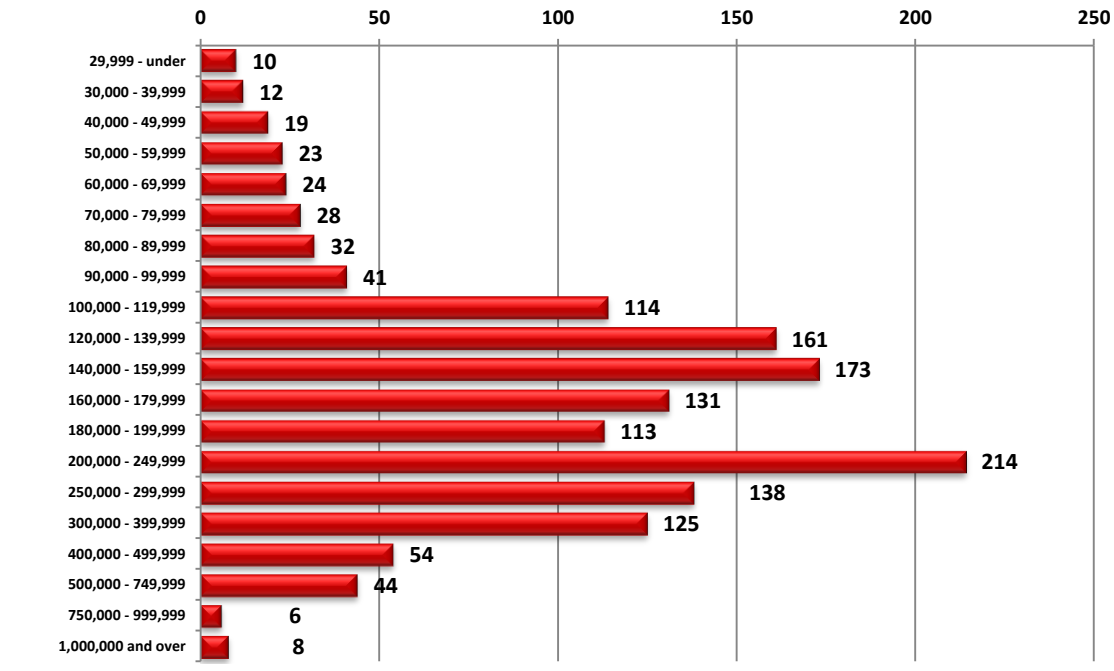
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**Active Listings**

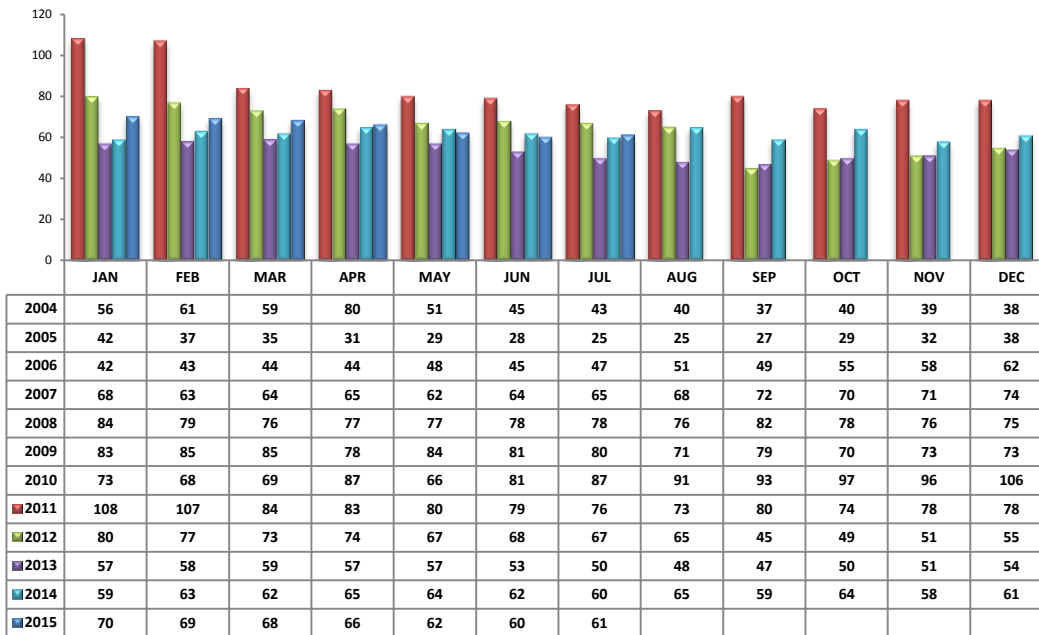
Area	# of Listings
C	621
E	292
N	566
NE	279
NW	1329
S	126
SE	384
SW	281
W	226
XNE	32
XNW	70
XS	363
XSW	198
XW	31

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

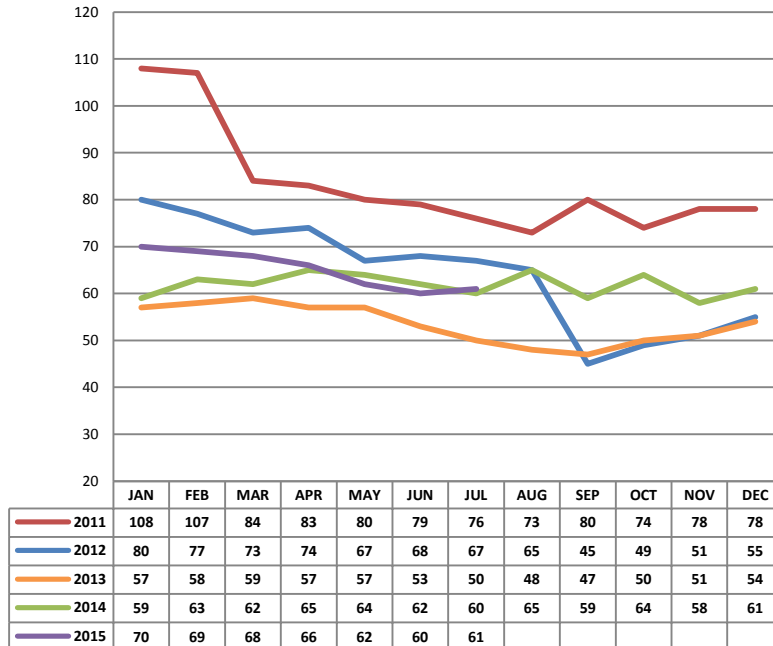
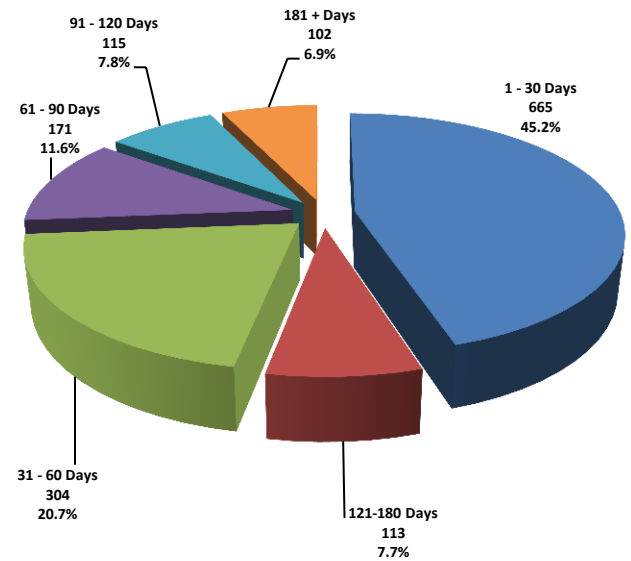
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**Sold Price Breakdown**

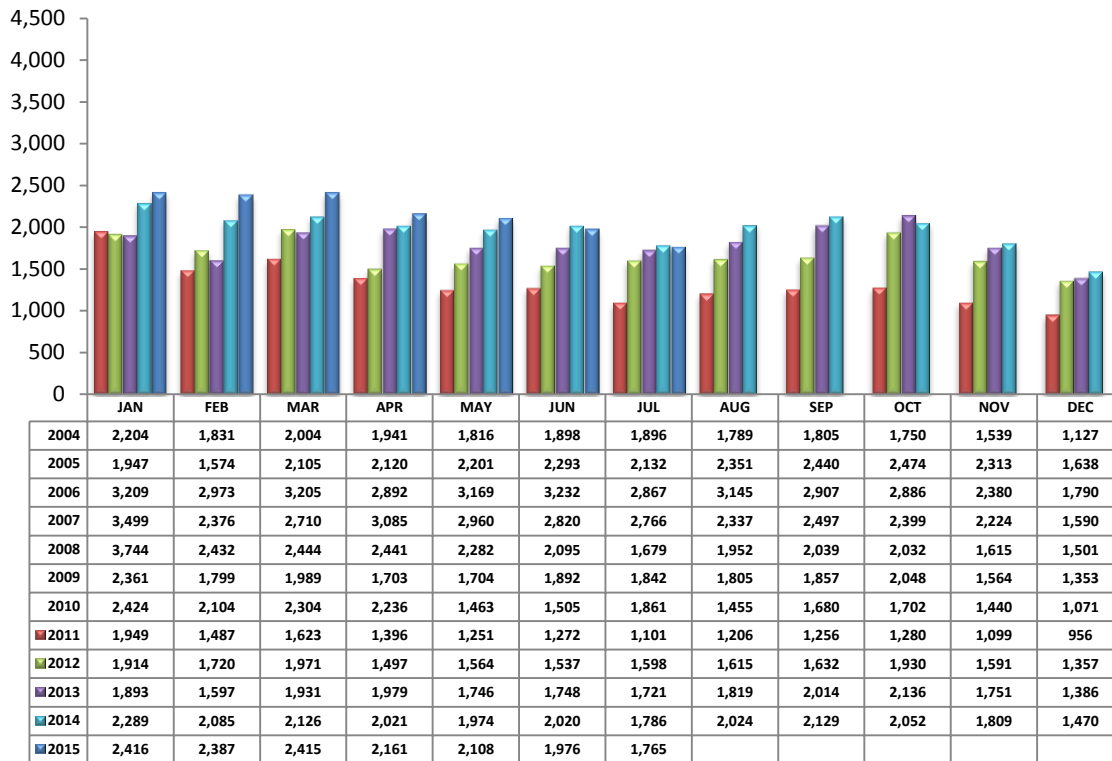
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**Average Days on Market/Listing - July 2015**

Area	Avg. DOM
C	44
E	64
N	69
NE	53
NW	69
S	39
SE	49
SW	60
W	63
XNE	143
XNW	51
XS	67
XSW	111
XW	56

**Annual Comparison - Average Days on Market****Average Days on Market/Listing 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 Tucson Association of REALTORS® Multiple Listing Service. 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 MLS guarantees, or is in any way responsible for its accuracy.

**New Listings – July 2015**

Area	# of Listings
C	251
E	134
N	174
NE	89
NW	466
S	87
SE	157
SW	121
W	93
XNE	0
XNW	27
XS	114
XSW	41
XW	11

\*Includes properties that were re-listed

\*\*Beginning July 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.
Oct 2014	201	410	51
Nov 2014	170	371	60
Dec 2014	383	365	61
Jan 2015	232	446	59
Feb 2015	202	351	39
Mar 2015	212	424	46
Apr 2015	252	431	68
May 2015	269	414	66
June 2015	225	438	62
July 2015	192	381	82

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