

For Immediate Release:  
July 8, 2016

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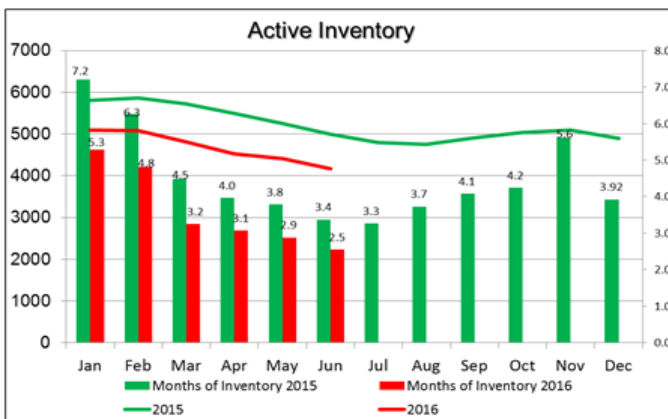
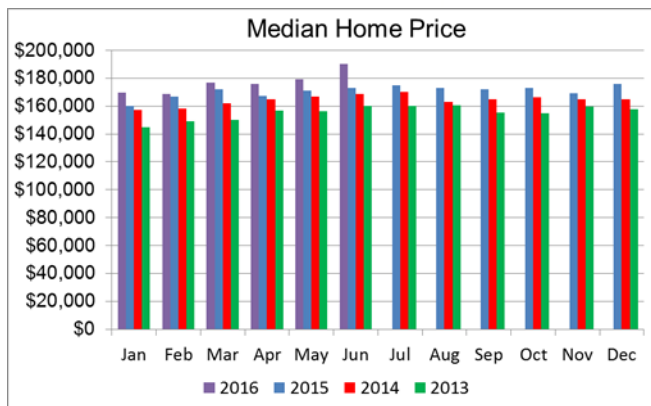
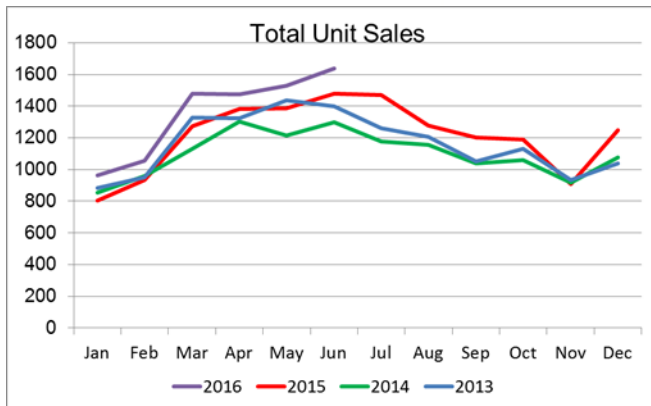
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# Tucson Residential Housing Market Monthly Statistics June 2016

Below are some highlights from the June Residential Sales Statistics:

- Total Sales Volume increased to \$384,524,826 this month, a significant increase of 17.36 % from May's number of \$327,650,182, and an 18.36% increase since June 2015.
- The Average Sales Price increased 9.55% to \$234,752 from \$214,290 in May.
- Average List Price of \$240,584 is an increase of 10.41% from May's number of \$217,902.
- Total Under Contract decreased by 4.59%.
- Total Unit Sales of 1,638 is an increase of 7.13% since May's number of 1,529. Sales have increased 10.60% since June 2015.
- The Median Sales Price jumped to \$190,000 in June from \$179,000 last month, a 6.15% increase.
- New Listings decreased 5.52% from May.
- Total Active Listings of 4,175 is a decrease of 5.29% since May's number of 4,408.
- Average Days on Market of 57 is a slight increase from 55 in May.
- Conventional loan sales of 41.2% exceeded Cash Sales of 23.1%.



Cathy Erchull  
2016 MLSSAZ President

Eric Gibbs  
2016 TAR President



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

### Total Sales Volume

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
June	\$384,524,826	\$324,888,299	18.36%
May	\$327,650,182	\$300,526,884	9.03%
Month % Change	17.36%	8.11%	

### Average Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
June	\$234,752	\$219,370	7.01%
May	\$214,290	\$216,517	-1.03%
Month % Change	9.55%	1.32%	

### Average List Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
June	\$240,584	\$226,206	6.36%
May	\$217,902	\$223,168	-2.36%
Month % Change	10.41%	1.36%	

### Total Under Contract

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
June	2,412	2,114	14.10%
May	2,528	2,252	12.26%
Month % Change	-4.59%	-6.13%	

### Total Unit Sales

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
June	1,638	1,481	10.60%
May	1,529	1,388	10.16%
Month % Change	7.13%	6.70%	

### Median Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
June	\$190,000	\$173,000	9.83%
May	\$179,000	\$171,250	4.53%
Month % Change	6.15%	1.02%	

### New Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
June	1,917	1,976	-2.99%
May	2,029	2,108	-3.75%
Month % Change	-5.52%	-6.26%	

### Active Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
June	4,175	4,992	-16.37%
May	4,408	5,250	-16.04%
Month % Change	-5.29%	-4.91%	

## June 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	129	33	25.58%	85740	0	0	0.00%
85145	8	6	75.00%	85648	0	0	0.00%	85714	11	11	100.00%	85741	68	41	60.29%
85245	0	0	0.00%	85653	60	28	46.67%	85715	86	33	38.37%	85742	138	65	47.10%
85601	1	0	0.00%	85654	0	0	0.00%	85716	122	57	46.72%	85743	143	79	55.24%
85602	3	1	33.33%	85658	204	52	25.49%	85717	0	0	0.00%	85745	139	47	33.81%
85611	0	0	0.00%	85701	25	8	32.00%	85718	301	65	21.59%	85746	69	28	40.58%
85614	185	68	36.76%	85704	133	47	35.34%	85719	108	32	29.63%	85747	88	70	79.55%
85616	0	0	0.00%	85705	92	39	42.39%	85730	89	45	50.56%	85748	87	29	33.33%
85619	26	2	7.69%	85706	45	28	62.22%	85734	0	0	0.00%	85749	149	42	28.19%
85622	47	13	27.66%	85709	0	0	0.00%	85735	52	12	23.08%	85750	235	72	30.64%
85623	16	4	25.00%	85710	127	74	58.27%	85736	36	9	25.00%	85755	191	71	37.17%
85629	159	74	46.54%	85711	107	55	51.40%	85737	153	78	50.98%	85756	47	39	82.98%
85641	150	62	41.33%	85712	101	36	35.64%	85739	179	57	31.84%	85757	65	26	40.00%

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	3	0	3	24	12	C	510	1 -30 Days	834	
\$30,000 to \$39,999	26	2	2	6	36	11	E	214	31-60 Days	276	
\$40,000 to \$49,999	41	9	1	5	56	10	N	580	61 - 90 Days	193	
\$50,000 to \$59,999	62	12	4	12	90	9	NE	249	91-120 Days	119	
\$60,000 to \$69,999	63	19	7	4	93	17	NW	1150	121 - 180 Days	120	
\$70,000 to \$79,999	68	34	5	7	114	33	S	124	Over 180 Days	95	
\$80,000 to \$89,999	77	37	5	9	128	28	SE	270	Avg. Days on Market		
\$90,000 to \$99,999	83	53	5	16	157	42	SW	238	57		
\$100,000 to \$119,999	167	116	25	31	339	90	W	224	Avg. Sold Price		
\$120,000 to \$139,999	240	208	31	47	526	154	XNE	26	\$234,752		
\$140,000 to \$159,999	250	202	24	45	521	163	XNW	39	Median Sale Price		
\$160,000 to \$179,999	341	189	19	57	606	173	XS	291	\$190,000		
\$180,000 to \$199,999	263	138	12	36	449	135	XSW	216	New Listings		
\$200,000 to \$249,999	520	245	17	63	845	261	XW	44	1,917		
\$250,000 to \$299,999	416	171	14	53	654	172	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	566	154	12	44	776	169	C	217	\$42,341,159		
\$400,000 to \$499,999	263	72	4	22	361	65	E	103	\$16,374,760		
\$500,000 to \$749,999	385	59	0	7	451	64	N	149	\$62,867,029		
\$750,000 to \$999,999	174	17	1	4	196	15	NE	76	\$25,692,230		
\$1,000,000 and over	152	10	0	3	165	15	NW	485	\$130,313,216		
							S	89	\$10,947,646		
							SE	151	\$30,667,337		
							SW	76	\$10,931,742		
							W	71	\$14,380,803		
							XNE	2	\$530,000		
							XNW	23	\$2,974,877		
							XS	133	\$27,278,776		
Totals	4,175	1,750	188	474	6,587	1,638	XSW	59	\$8,614,251		
							XW	4	\$611,000		
Jun-16 Jun-15 % Change YTD 2016 YTD 2015 % Change							Total Volume		\$384,524,826		
Home Sales Volume	\$384,524,826	\$324,888,299	18.36%	\$1,779,711,992	\$1,535,505,822	15.90%					
Home Sales Units	1,638	1,481	10.60%	8,140	7,267	12.01%					
Average Sales Price (All Residential)	\$234,752	\$219,370	7.01%	\$225,126	\$215,834	4.31%					
Median Sales Price	\$190,000	\$173,000	9.83%	\$183,404	\$171,227	7.11%					
Average Days on Market:	57	60	-5.00%	58	63	-7.94%					
Average List Price for Sold:	\$240,584	\$226,206	6.36%	\$230,547	\$222,543	3.60%					
SP/LP %	97.58%	96.98%		97.65%	96.99%						
Total Under Contract	2,412	2,114	14.10%								
Active Listings	4,175	4,992	-16.37%								
New Listings	1,917	1,976	-2.99%								

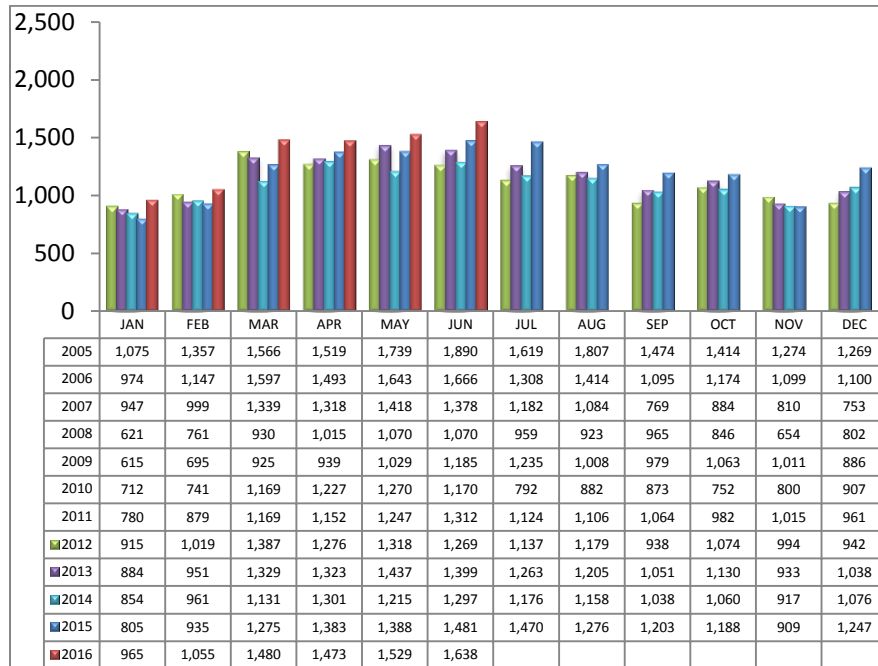
Types of Financing		Totals
FHA		351
VA		195
Other		30
Cash		378
Conventional		675
Cash/Loan		0
Carryback		9

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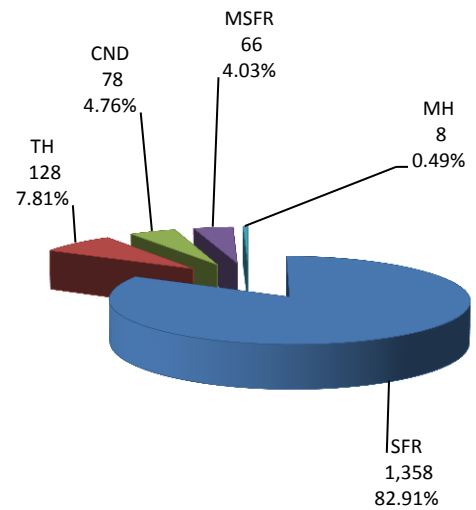
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## JUNE 2016 RESIDENTIAL SALES STATISTICS

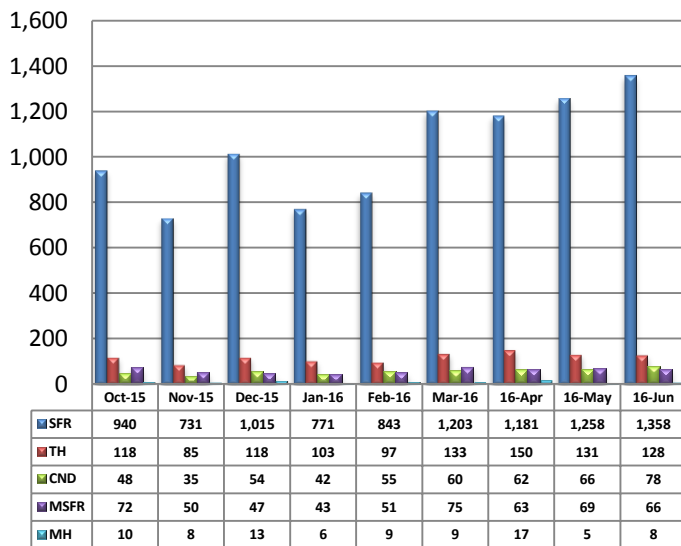
### Total Unit Sales - June 2016



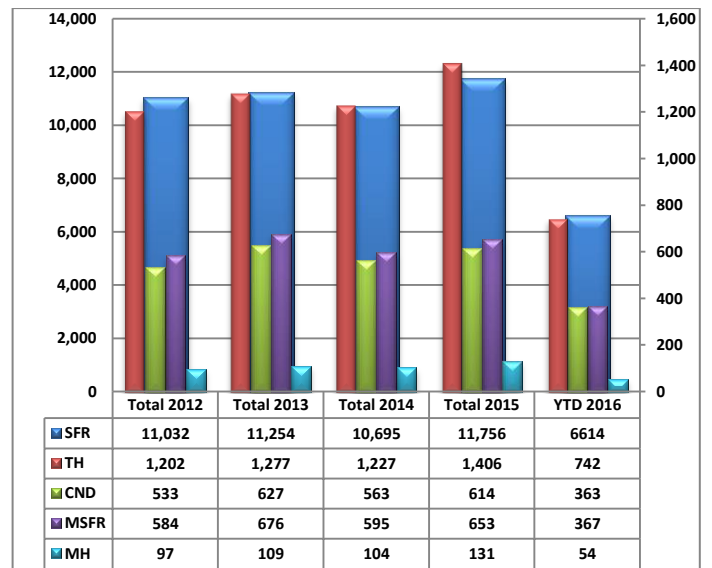
### Unit Sales - Breakdown by Type



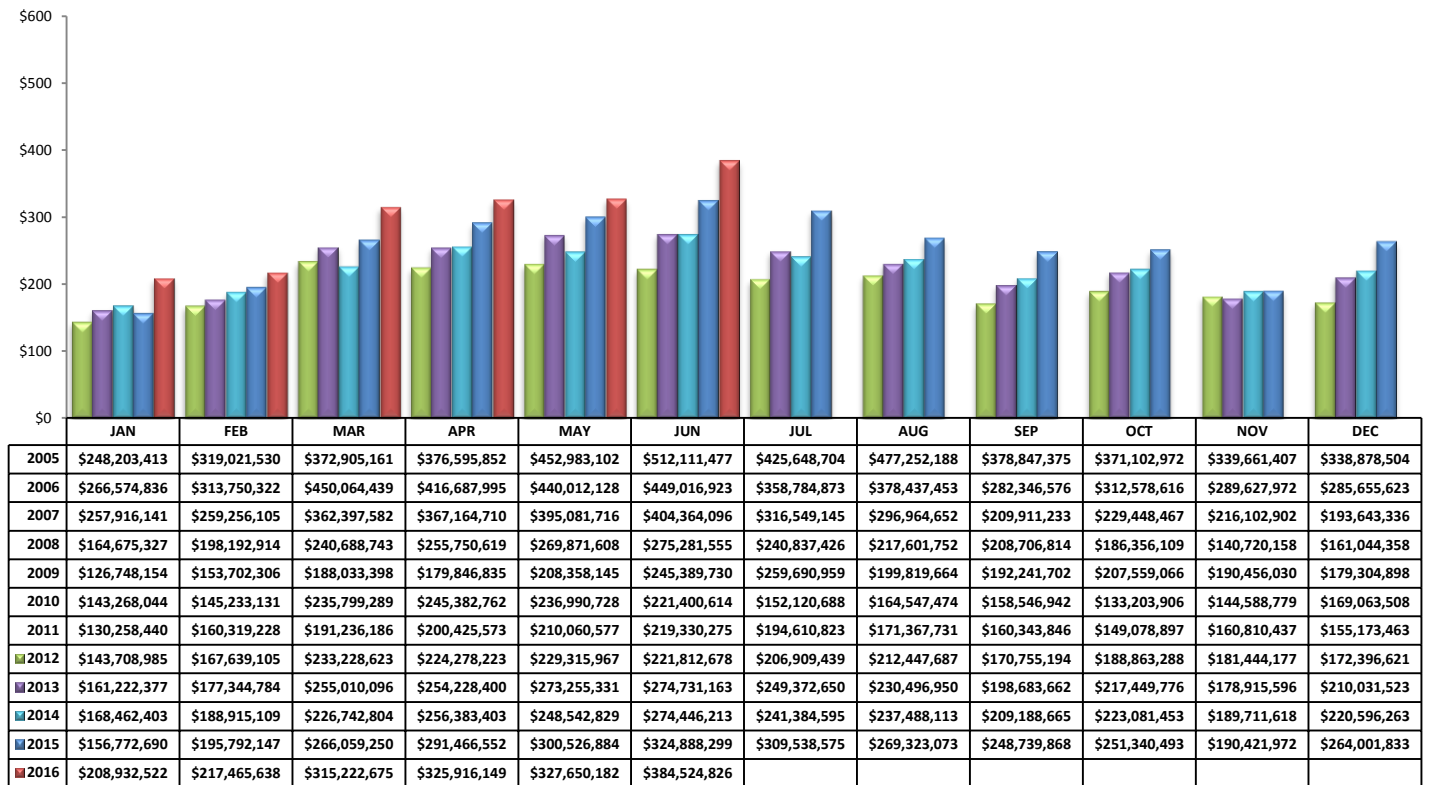
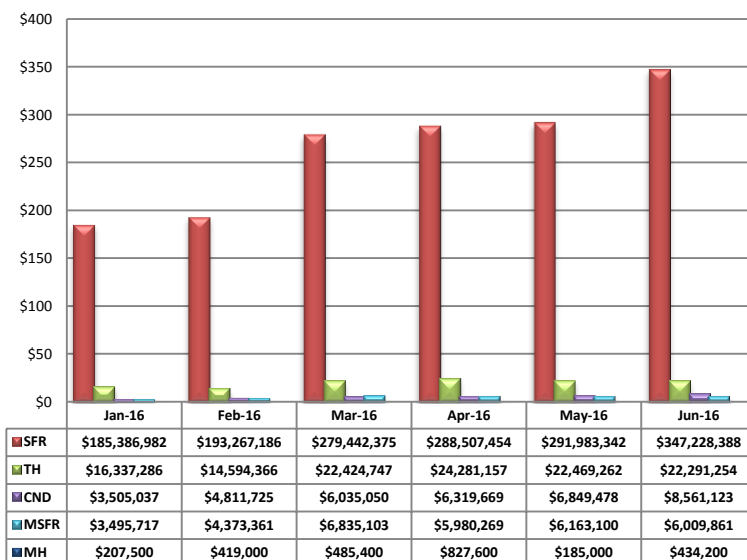
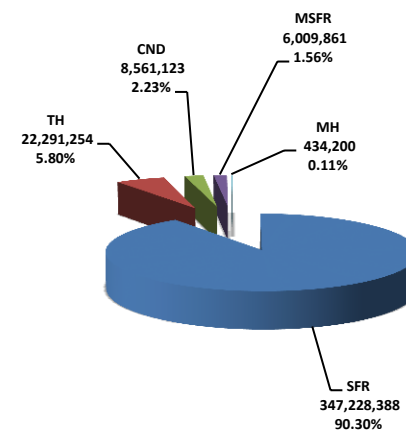
### Total Unit Sales By Type - Monthly Comparison



### YTD Annual Comparison - Breakdown by Type

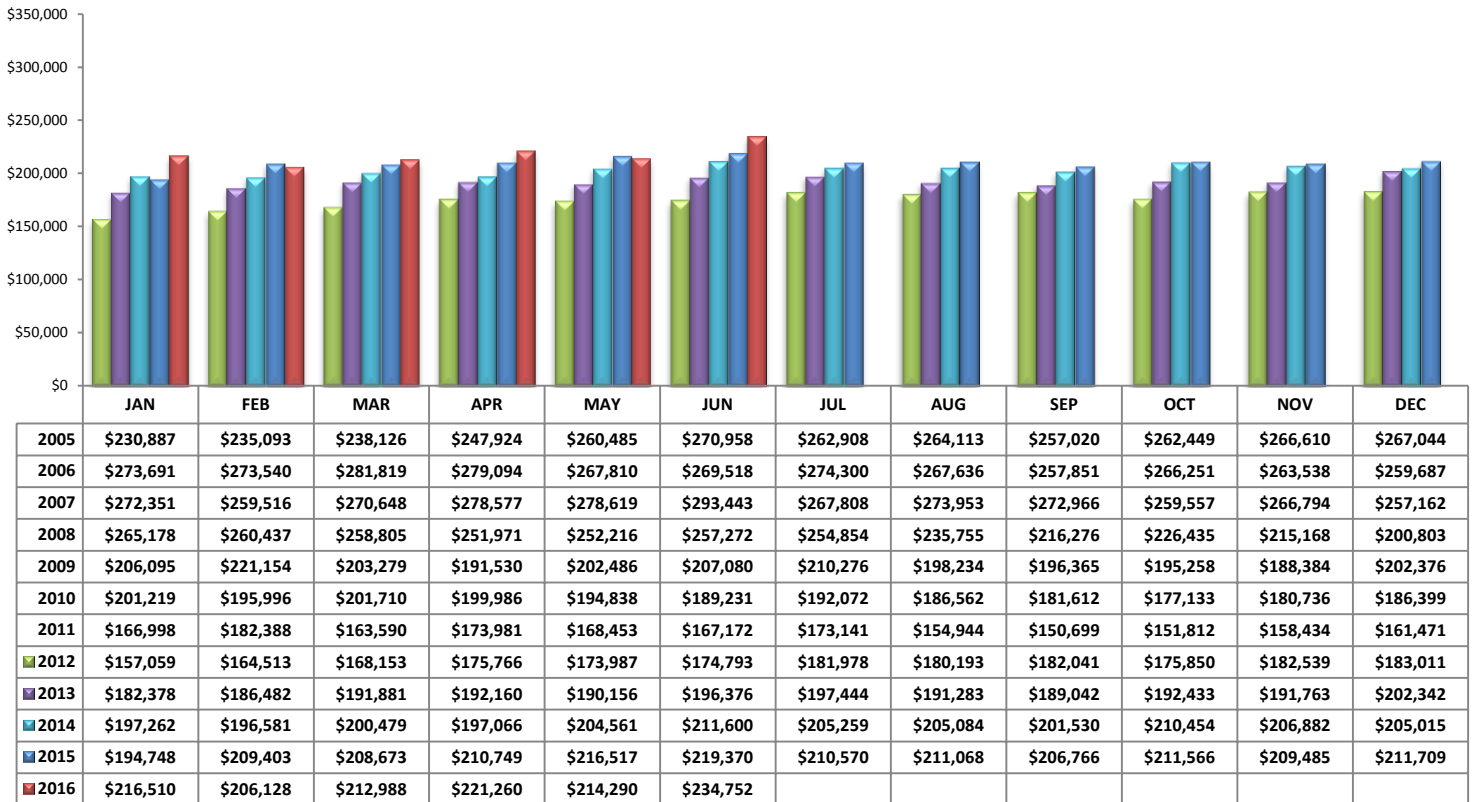


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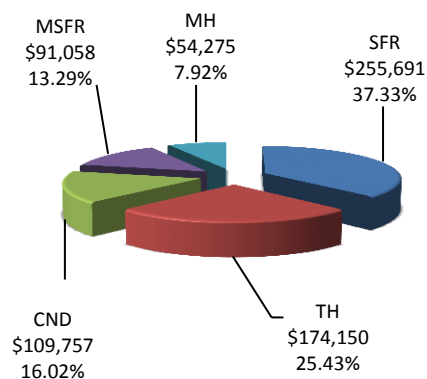
**Total Sales Volume - June 2016****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

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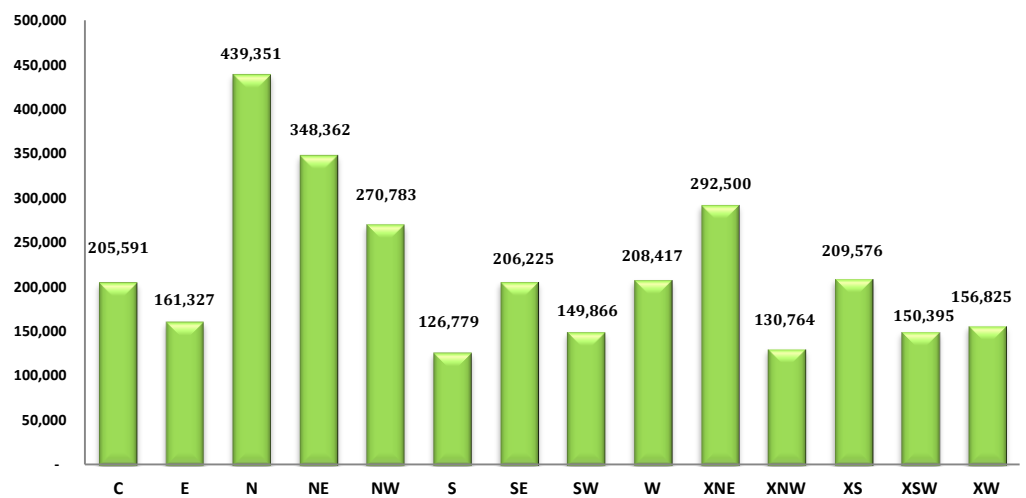
### Average Sales Price – June 2016



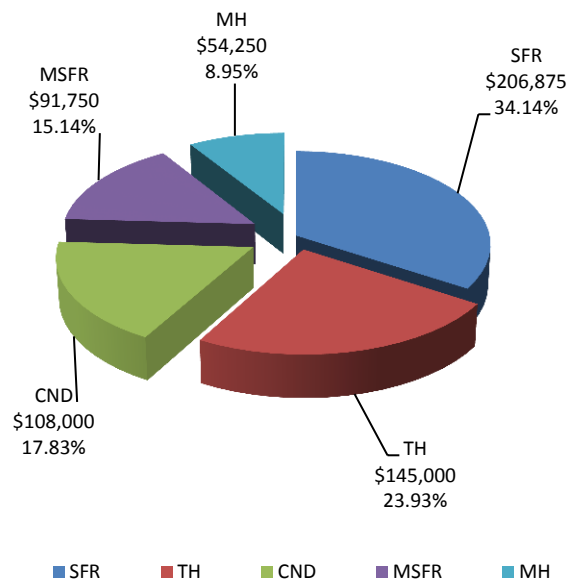
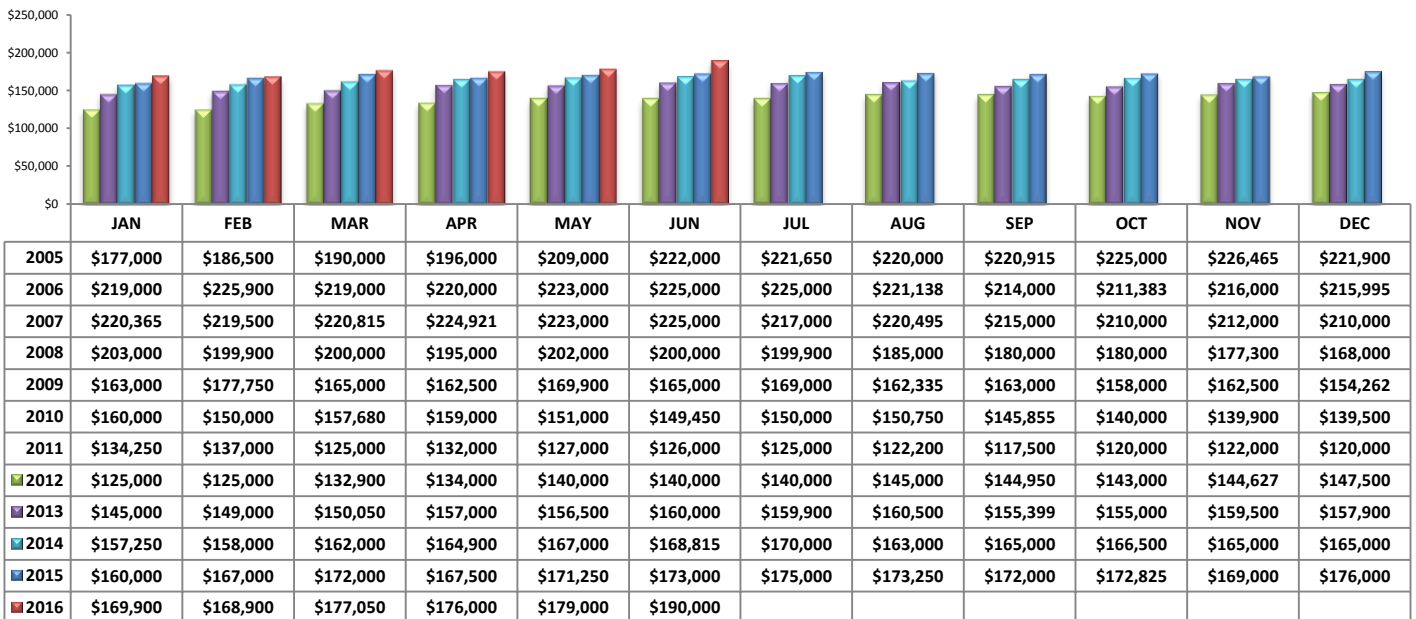
### Average Sales Price by Type – June 2016



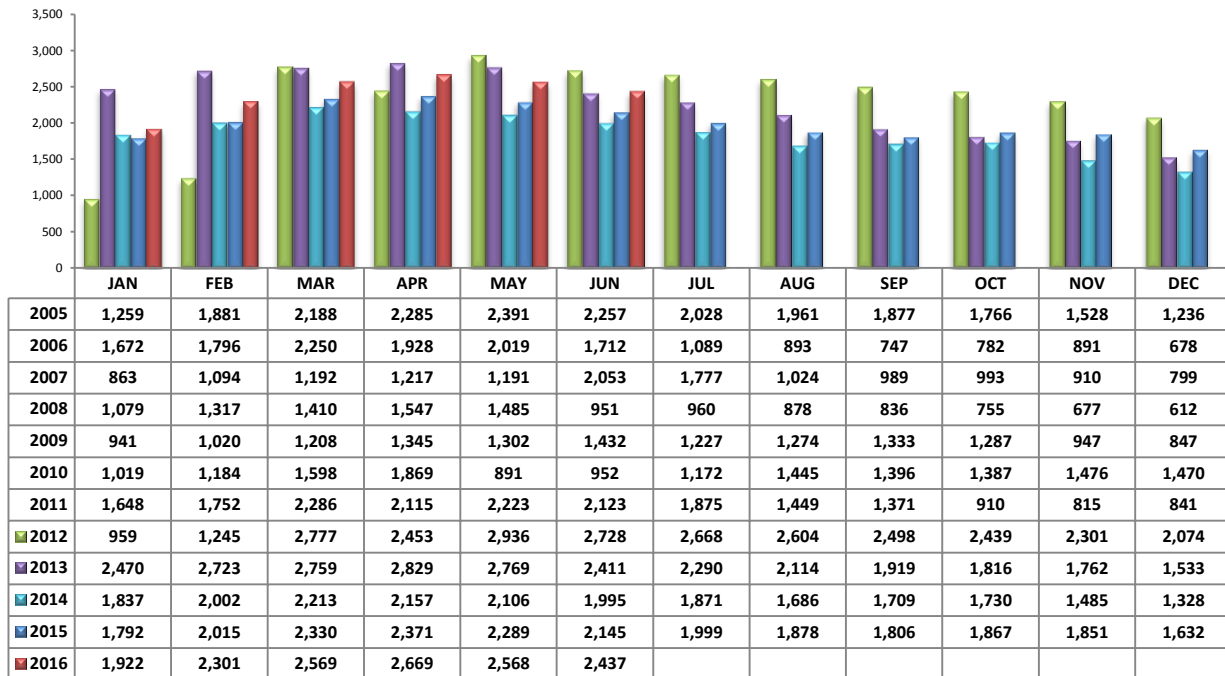
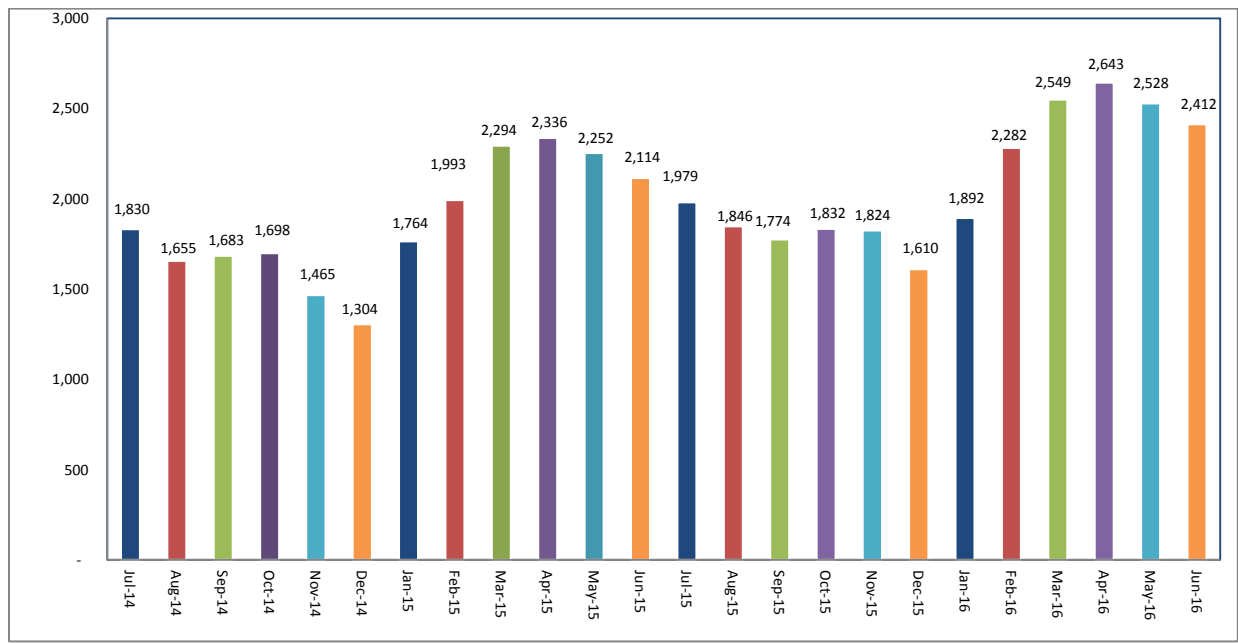
### Average "Listing" Price per Area – June 2016



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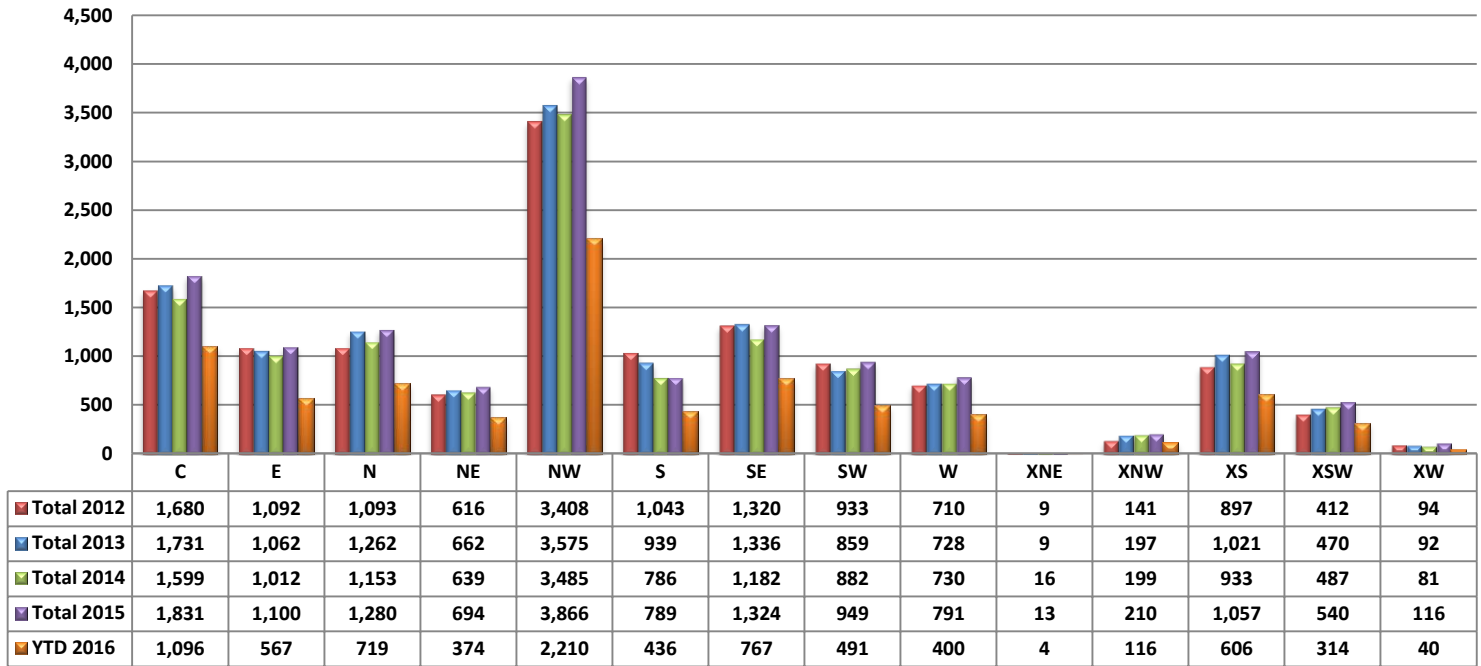
**Median Sale Price – by Type****Median Sale Price – June 2016**

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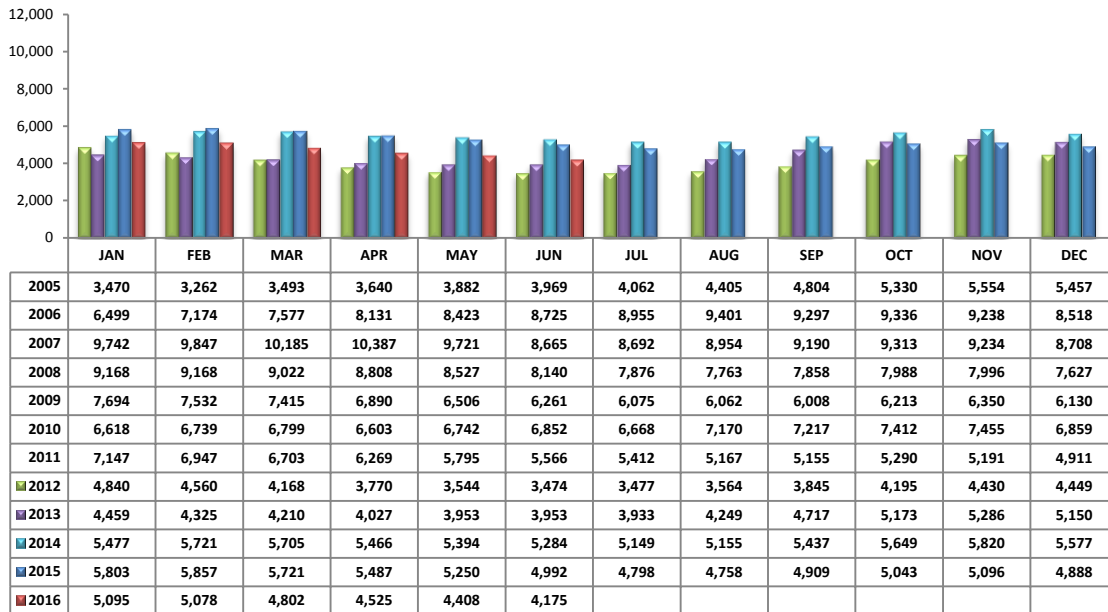
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$137,085	\$188,220	\$262,445	\$571,063	\$195,120
E	\$95,735	\$168,001	\$190,530	\$192,500	\$158,978
N	\$225,648	\$361,745	\$602,679	\$789,800	\$421,926
NE	\$132,774	\$300,107	\$401,503	\$602,807	\$338,055
NW	\$234,922	\$239,885	\$319,110	\$347,435	\$268,687
S	\$76,450	\$115,974	\$137,045	\$205,380	\$123,007
SE	\$192,559	\$184,691	\$217,219	\$306,860	\$203,094
SW	\$81,180	\$136,813	\$173,954	\$150,000	\$143,838
W	\$108,139	\$200,647	\$257,700	\$319,800	\$202,546
XNE	\$265,000	\$-	\$-	\$-	\$265,000
XNW	\$110,000	\$118,698	\$138,948	\$164,450	\$129,342
XS	\$172,935	\$198,548	\$207,478	\$369,500	\$205,103
XSW	\$128,054	\$160,492	\$195,266	\$-	\$146,004
XW	\$-	\$147,333	\$169,000	\$-	\$152,750

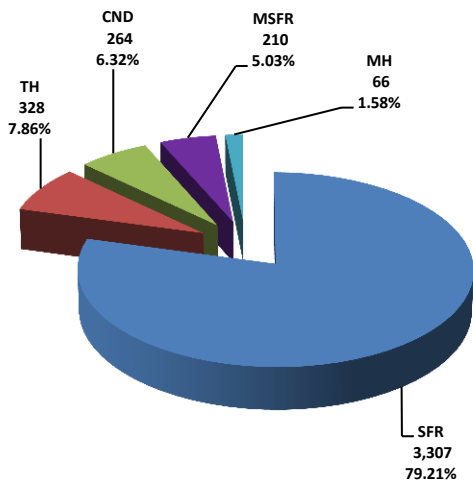
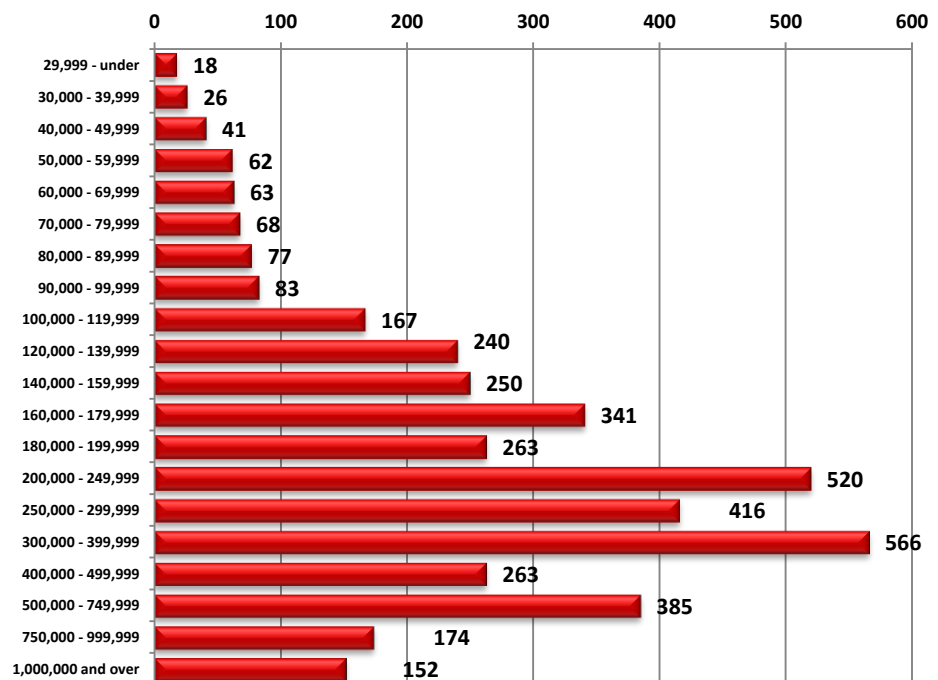
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	64	122	23	8	217
E	23	48	26	6	103
N	47	46	46	10	149
NE	13	27	29	7	76
NW	100	211	150	24	485
S	12	41	31	5	89
SE	14	77	52	8	151
SW	10	36	29	1	76
W	13	40	13	5	71
XNE	2	0	0	0	2
XNW	1	12	8	2	23
XS	34	49	42	8	133
XSW	36	14	9	0	59
XW	0	3	1	0	4

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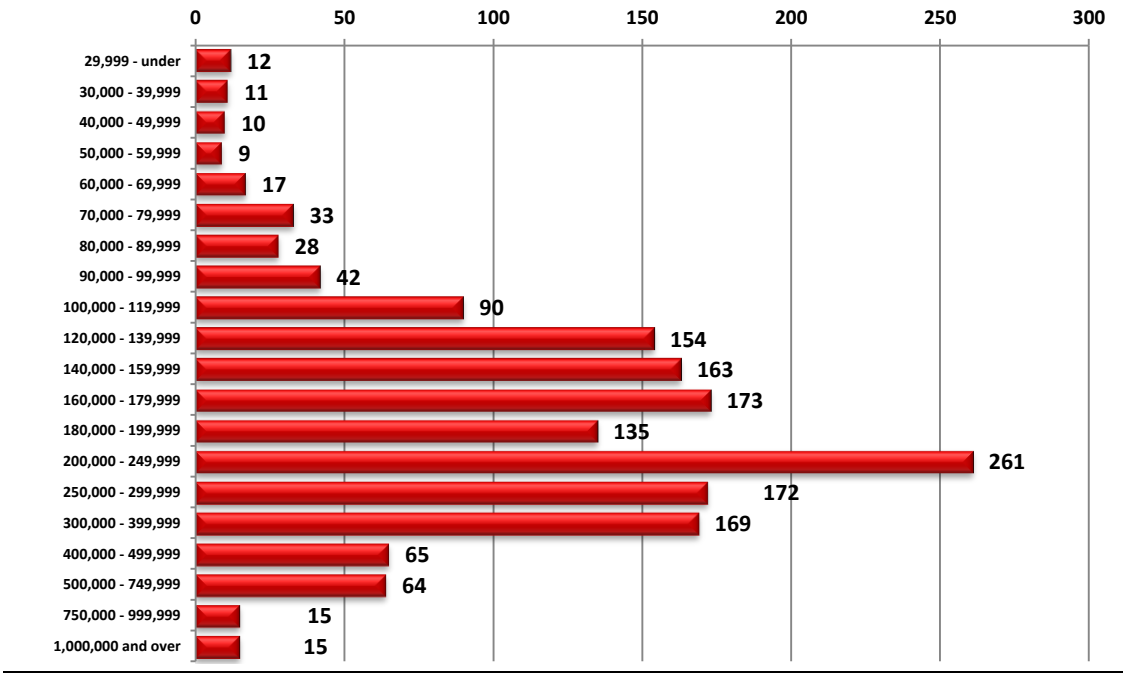
**Active Listings**

Area	# of Listings
C	510
E	214
N	580
NE	249
NW	1150
S	124
SE	270
SW	238
W	224
XNE	26
XNW	39
XS	291
XSW	216
XW	44

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

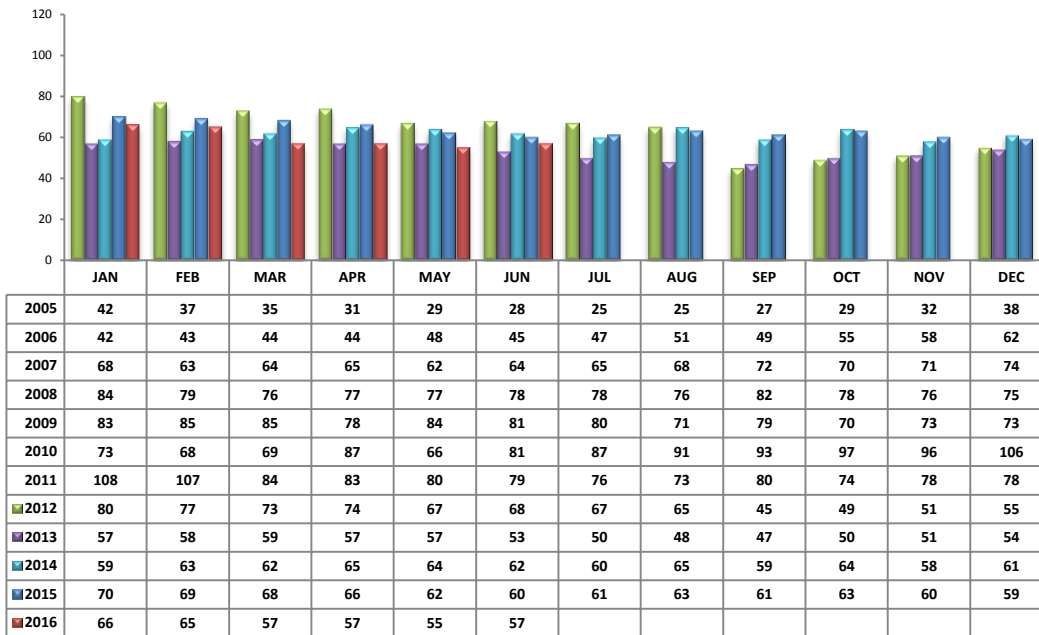
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**Sold Price Breakdown**



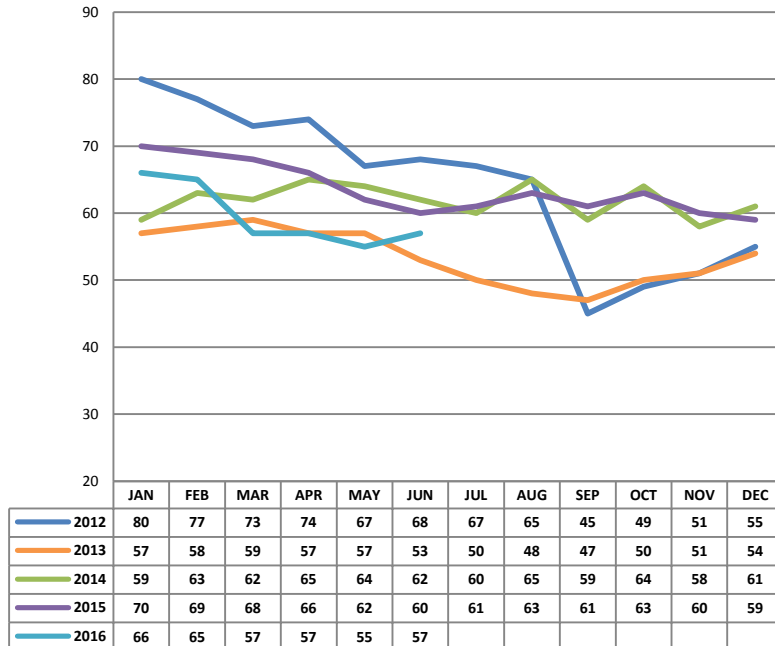
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### Average Days on Market/Listing - June 2016

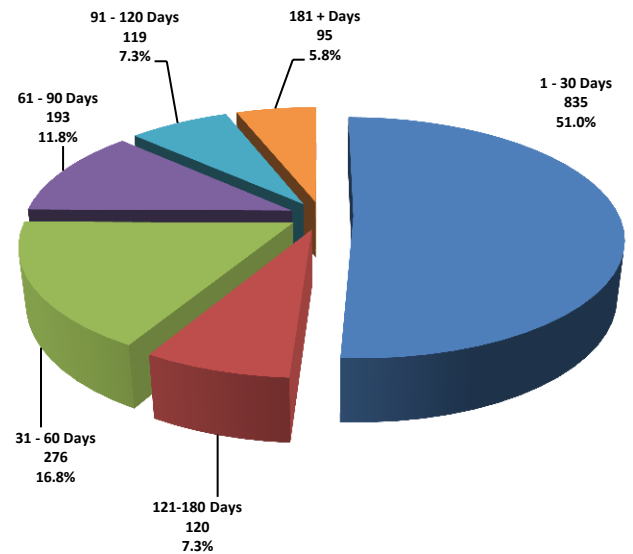


Area	Avg. DOM
C	61
E	42
N	66
NE	60
NW	56
S	32
SE	35
SW	76
W	49
XNE	313
XNW	51
XS	69
XSW	86
XW	69

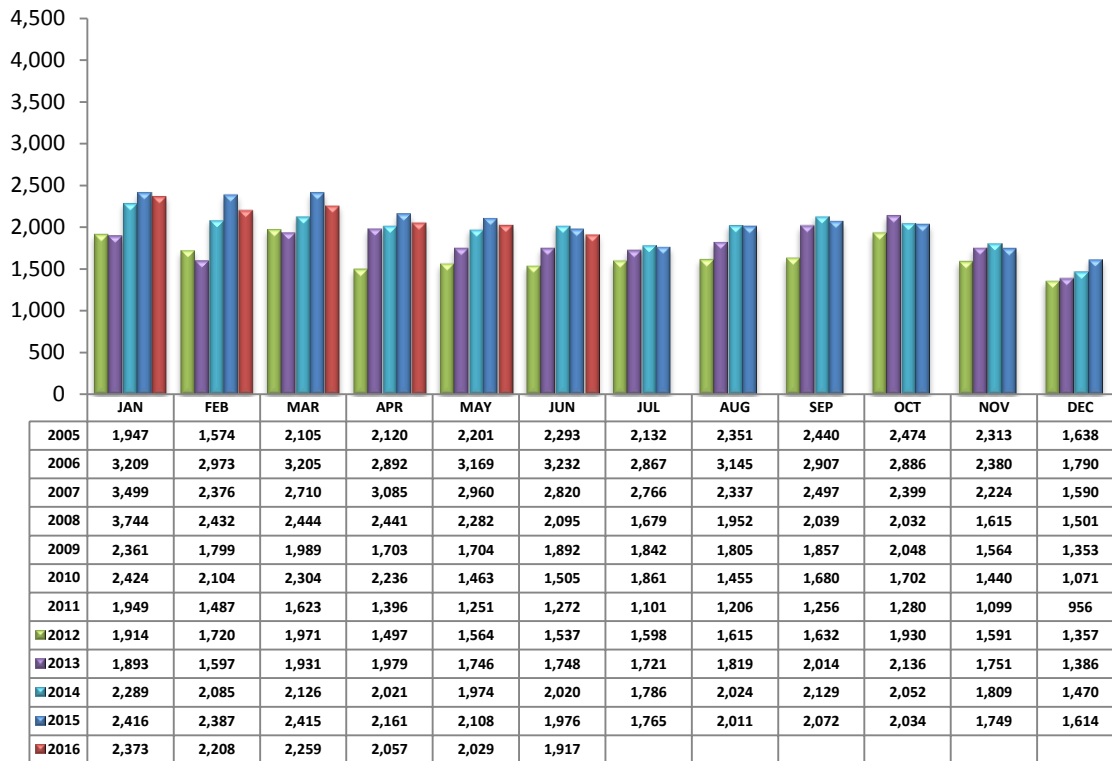
### Annual Comparison - Average Days on Market



### Average Days on Market/Listing Breakdown



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**New Listings – June 2016**

Area	# of Listings
C	262
E	145
N	155
NE	107
NW	459
S	117
SE	198
SW	120
W	118
XNE	1
XNW	25
XS	137
XSW	54
XW	19

\*Includes properties that were re-listed

\*\*Beginning June 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.
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
Mar 2016	167	355	50
Apr 2016	190	387	57
May 2016	199	348	65
June 2016	175	329	69

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.