

**For Immediate  
Release:**  
**April 7, 2016**

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# **Multiple Listing Service of Southern Arizona**

## **Monthly Statistics March 2016**

Below are some highlights from the March Residential Sales Statistics:

- Total Sales Volume increased to 315,222,675 this month, a 44.95% increase from February's number of \$217,465,638, and an increase of 18.48% over March 2015.
- The Average Sales Price this month was \$212,988 from \$206,128 in February, a 3.33% increase.
- Average List Price of \$219,086 is up 3.31% from February's number of \$212,063.
- Total Under Contract increased in by 11.70%.
- Big jump in Total Unit Sales from 1,055 in February to 1,480 in March, a 40.28% increase, and a 16.08% increase over March 2015.
- The Median Sales Price increased slightly to \$177,050.
- New Listings increased 2.31% from February.
- Total Active Listings of 4,802 is a decrease of 5.44% since February's number of 5,078.
- Average Days on Market decreased to 57 in March from 65 in February.
- Conventional loan sales of 39.5% exceeded Cash Sales of 25.8%.

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

### Total Sales Volume

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
March	\$315,222,675	\$266,059,250	18.48%
February	\$217,465,638	\$195,792,147	11.07%
Month % Change	44.95%	35.89%	

### Average Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
March	\$212,988	\$208,673	2.07%
February	\$206,128	\$209,403	-1.56%
Month % Change	3.33%	-0.35%	

### Average List Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
March	\$219,086	\$213,907	2.42%
February	\$212,063	\$216,281	-1.95%
Month % Change	3.31%	-1.10%	

### Total Under Contract

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
March	2,549	2,294	11.12%
February	2,282	1,993	14.50%
Month % Change	11.70%	15.10%	

### Total Unit Sales

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
March	1,480	1,275	16.08%
February	1,055	935	12.83%
Month % Change	40.28%	36.36%	

### Median Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
March	\$177,050	\$172,000	2.94%
February	\$168,900	\$167,000	1.14%
Month % Change	4.83%	2.99%	

### New Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
March	2,259	2,415	-6.46%
February	2,208	2,387	-7.50%
Month % Change	2.31%	1.17%	

### Active Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
March	4,802	5,721	-16.06%
February	5,078	5,857	-13.30%
Month % Change	-5.44%	-2.32%	

## March 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	168	47	27.98%	85740	0	0	0.00%
85145	8	5	62.50%	85648	0	0	0.00%	85714	15	8	53.33%	85741	70	48	68.57%
85245	0	0	0.00%	85653	72	25	34.72%	85715	102	35	34.31%	85742	142	47	33.10%
85601	0	0	0.00%	85654	0	0	0.00%	85716	135	46	34.07%	85743	143	54	37.76%
85602	3	1	33.33%	85658	225	60	26.67%	85717	0	0	0.00%	85745	145	43	29.66%
85611	0	0	0.00%	85701	34	5	14.71%	85718	335	46	13.73%	85746	74	48	64.86%
85614	272	60	22.06%	85704	128	45	35.16%	85719	100	38	38.00%	85747	98	48	48.98%
85616	0	0	0.00%	85705	92	30	32.61%	85730	101	51	50.50%	85748	73	34	46.58%
85619	22	0	0.00%	85706	32	31	96.88%	85734	0	0	0.00%	85749	171	36	21.05%
85622	64	17	26.56%	85709	0	0	0.00%	85735	63	20	31.75%	85750	317	54	17.03%
85623	14	0	0.00%	85710	151	72	47.68%	85736	34	5	14.71%	85755	222	60	27.03%
85629	189	59	31.22%	85711	124	41	33.06%	85737	197	48	24.37%	85756	45	35	77.78%
85641	184	66	35.87%	85712	106	44	41.51%	85739	256	40	15.63%	85757	75	28	37.33%

NOTE:

85637- 1 active listing

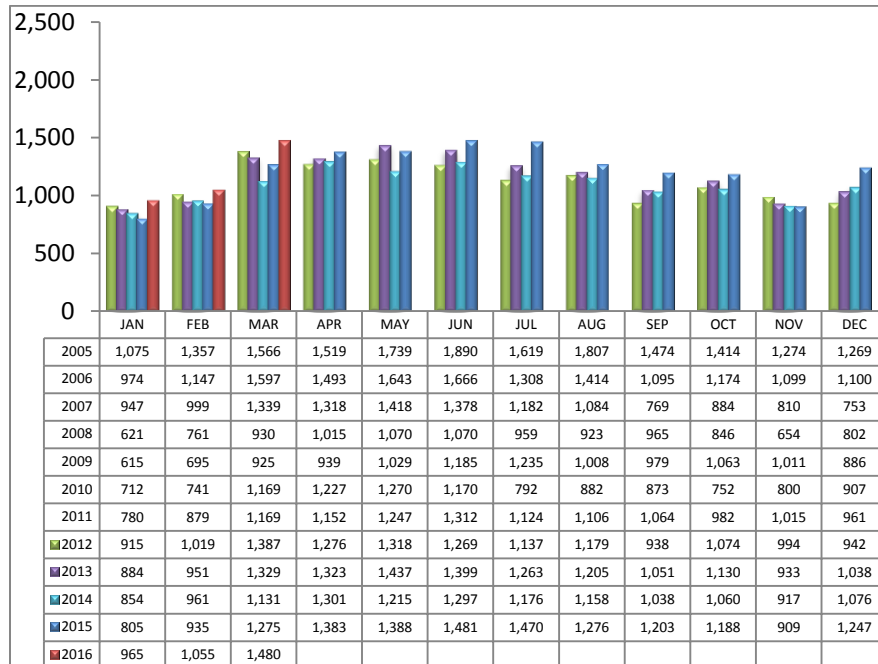
Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold	
Under \$29,999	18	2	1	3	24	4	C	585	1 -30 Days	723
\$30,000 to \$39,999	30	8	3	2	43	6	E	223	31-60 Days	269
\$40,000 to \$49,999	44	9	1	5	59	21	N	692	61 - 90 Days	161
\$50,000 to \$59,999	69	23	7	7	106	19	NE	279	91-120 Days	128
\$60,000 to \$69,999	73	24	2	7	106	36	NW	1330	121 - 180 Days	126
\$70,000 to \$79,999	72	29	4	8	113	29	S	123	Over 180 Days	73
\$80,000 to \$89,999	86	38	11	10	145	21	SE	313	Avg. Days on Market	
\$90,000 to \$99,999	110	53	10	16	189	30	SW	292	57	
\$100,000 to \$119,999	202	137	24	41	404	108	W	219	Avg. Sold Price	
\$120,000 to \$139,999	316	231	25	61	633	148	XNE	22	\$212,988	
\$140,000 to \$159,999	315	237	27	38	617	171	XNW	48	Median Sale Price	
\$160,000 to \$179,999	326	215	14	42	597	167	XS	396	\$177,050	
\$180,000 to \$199,999	312	151	17	38	518	127	XSW	243	New Listings	
\$200,000 to \$249,999	560	220	16	64	860	237	XW	37	2,259	
\$250,000 to \$299,999	505	184	7	49	745	119	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	629	163	10	48	850	125	C	198	\$37,774,608	
\$400,000 to \$499,999	352	66	1	20	439	43	E	106	\$18,120,473	
\$500,000 to \$749,999	400	59	5	15	479	52	N	108	\$38,484,341	
\$750,000 to \$999,999	195	15	0	5	215	12	NE	74	\$19,804,974	
\$1,000,000 and over	188	14	1	6	209	5	NW	396	\$103,450,149	
							S	85	\$10,438,242	
							SE	136	\$24,368,536	
							SW	108	\$14,699,600	
							W	70	\$13,572,600	
							XNE	0	\$0	
							XNW	18	\$2,483,424	
							XS	108	\$20,770,462	
							XSW	65	\$10,155,166	
Totals	4,802	1,878	186	485	7,351	1,480	XW	8	\$1,100,100	
							Total Volume		\$315,222,675	
	Mar-16	Mar-15	% Change	YTD 2016	YTD 2015	% Change				
Home Sales Volume	\$315,222,675	\$266,059,250	18.48%	\$741,620,835	\$618,624,087	19.88%				
Home Sales Units	1,480	1,275	16.08%	3,500	3,015	16.09%				
Average Sales Price (All Residential)	\$212,988	\$208,673	2.07%	\$212,154	\$205,407	3.28%				
Median Sales Price	\$177,050	\$172,000	2.94%	\$173,225	\$167,813	3.23%				
Average Days on Market:	57	68	-16.18%	62	69	-10.14%				
Average List Price for Sold:	\$219,086	\$213,907	2.42%	\$218,257	\$211,446	3.22%				
SP/LP %	97.22%	97.55%		97.20%	97.14%					
Total Under Contract	2,549	2,294	11.12%							
Active Listings	4,802	5,721	-16.06%							
New Listings	2,259	2,415	-6.46%							

Types of Financing	Totals
FHA	317
VA	158
Other	27
Cash	382
Conventional	585
Cash/Loan	1
Carryback	10

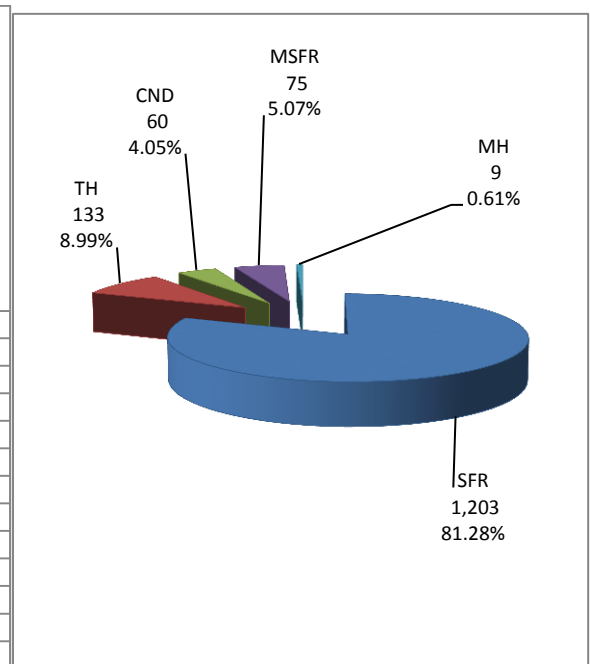
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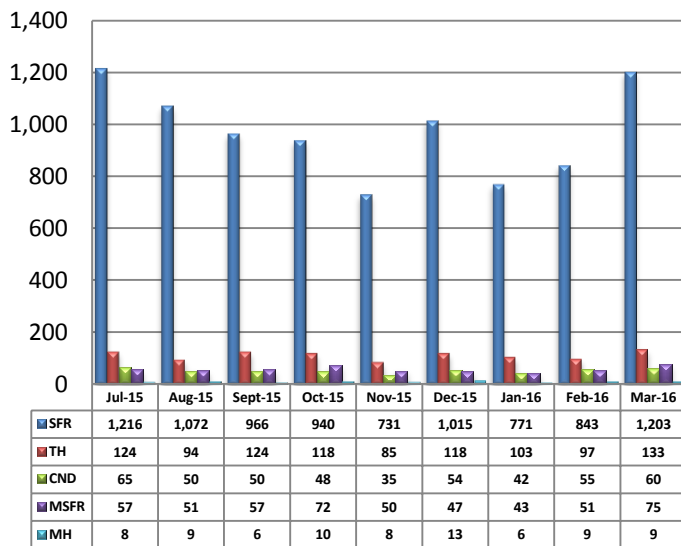
### Total Unit Sales – March 2016



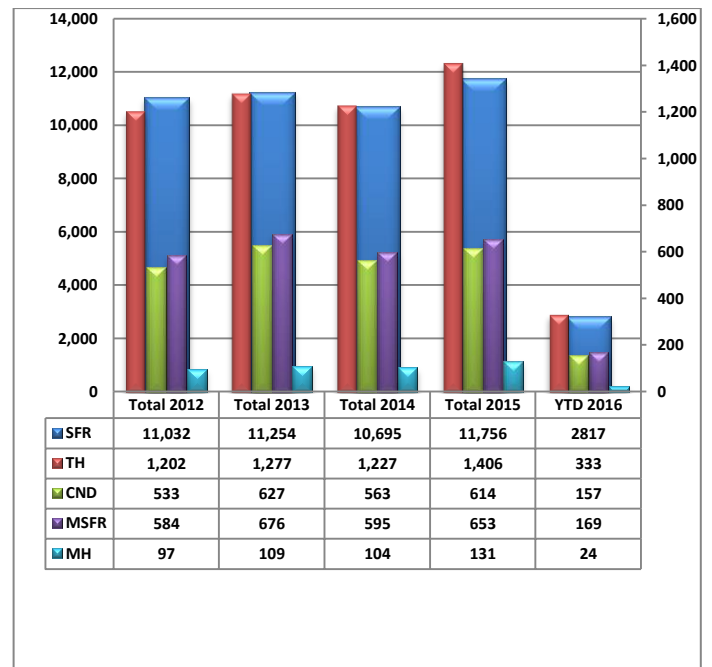
### Unit Sales – Breakdown by Type



### Total Unit Sales By Type - Monthly Comparison

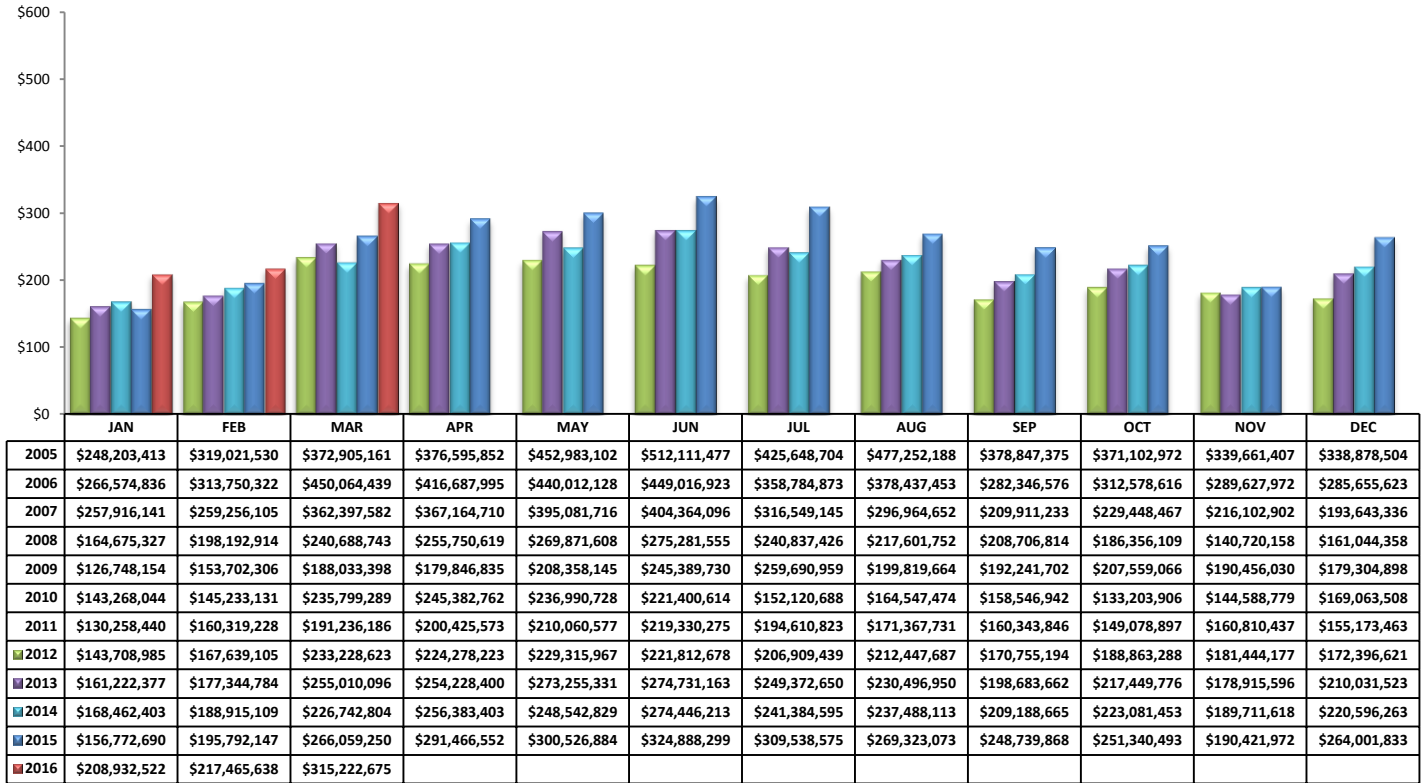


### YTD Annual Comparison – Breakdown by Type

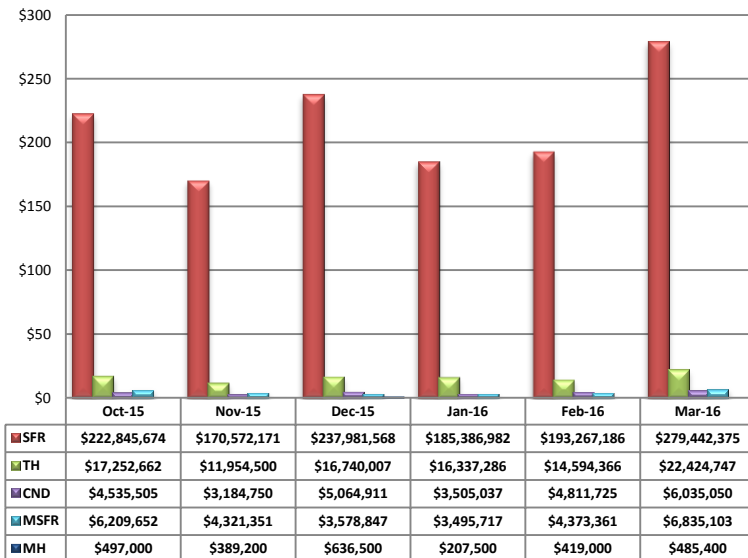


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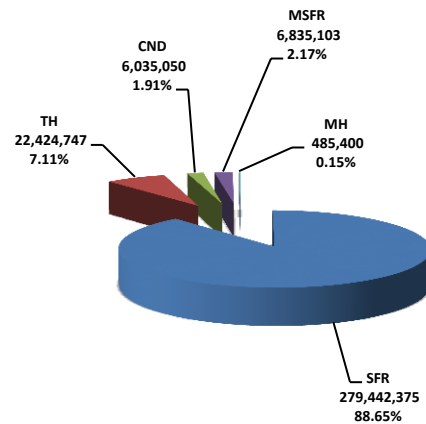
## Total Sales Volume - March 2016



## Total Sales Volume By Type - Monthly Comparison

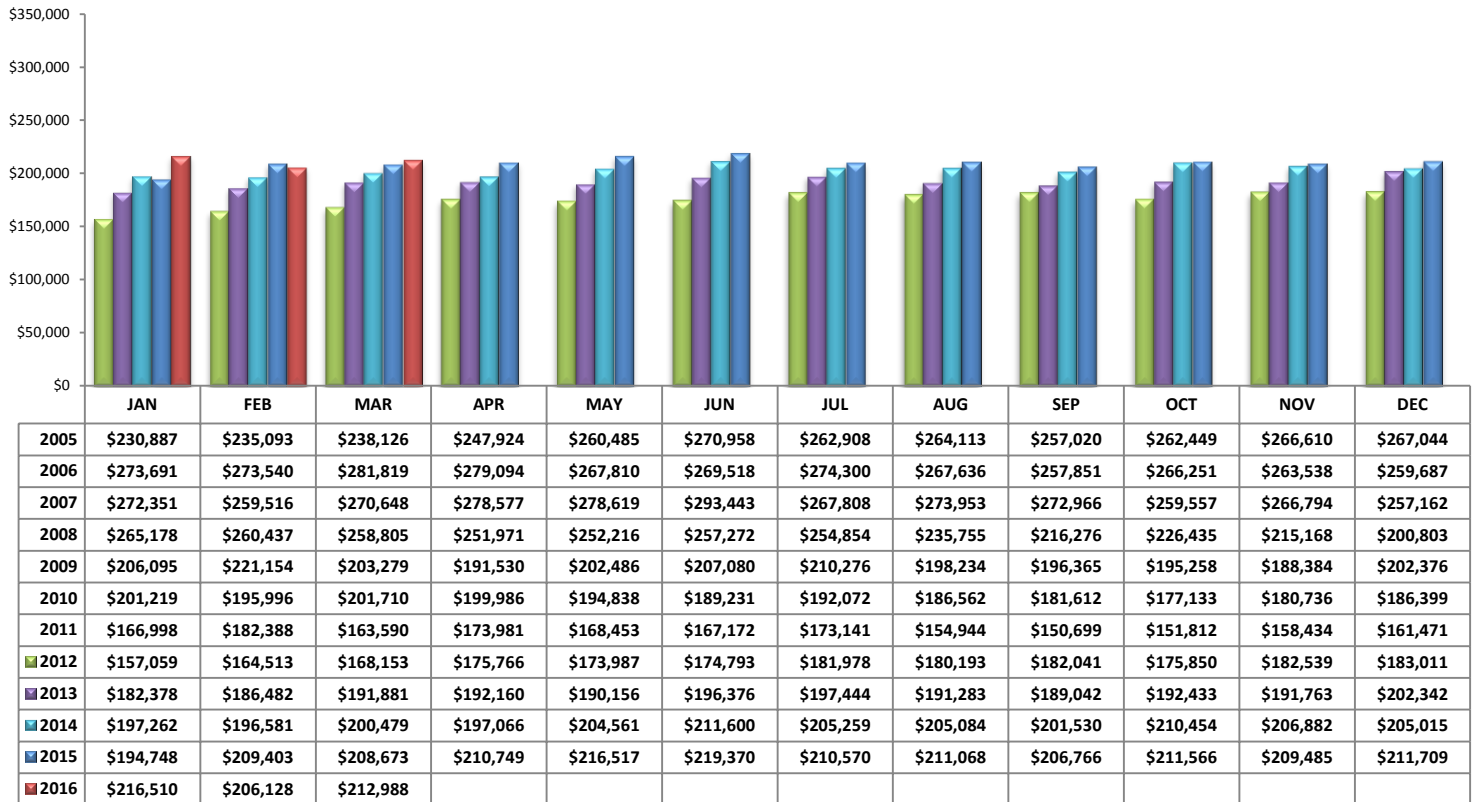


## Monthly Volume by Type

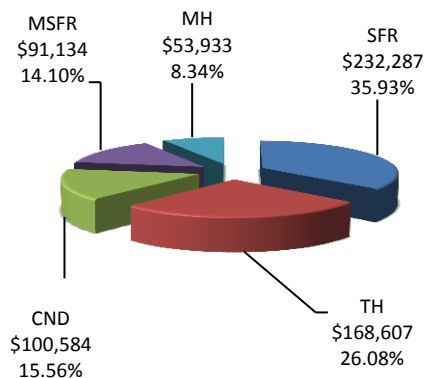


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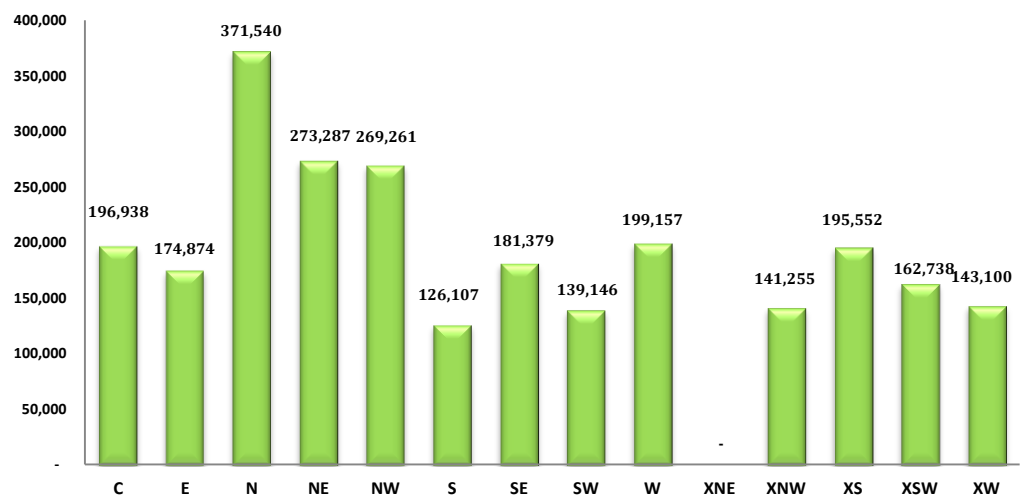
### Average Sales Price – March 2016



### Average Sales Price by Type – March 2016

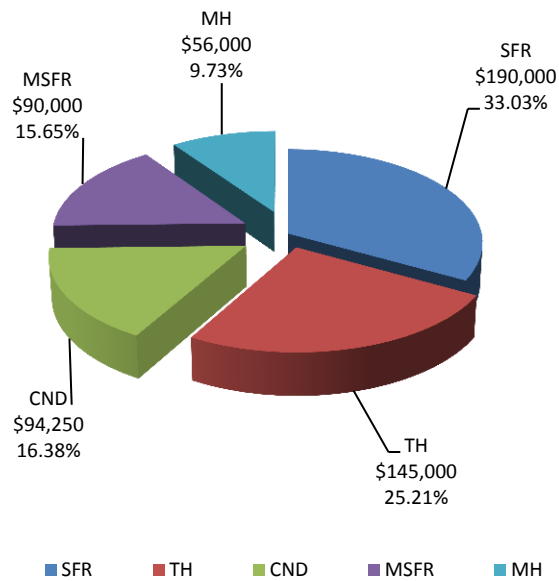


### Average "Listing" Price per Area – March 2016

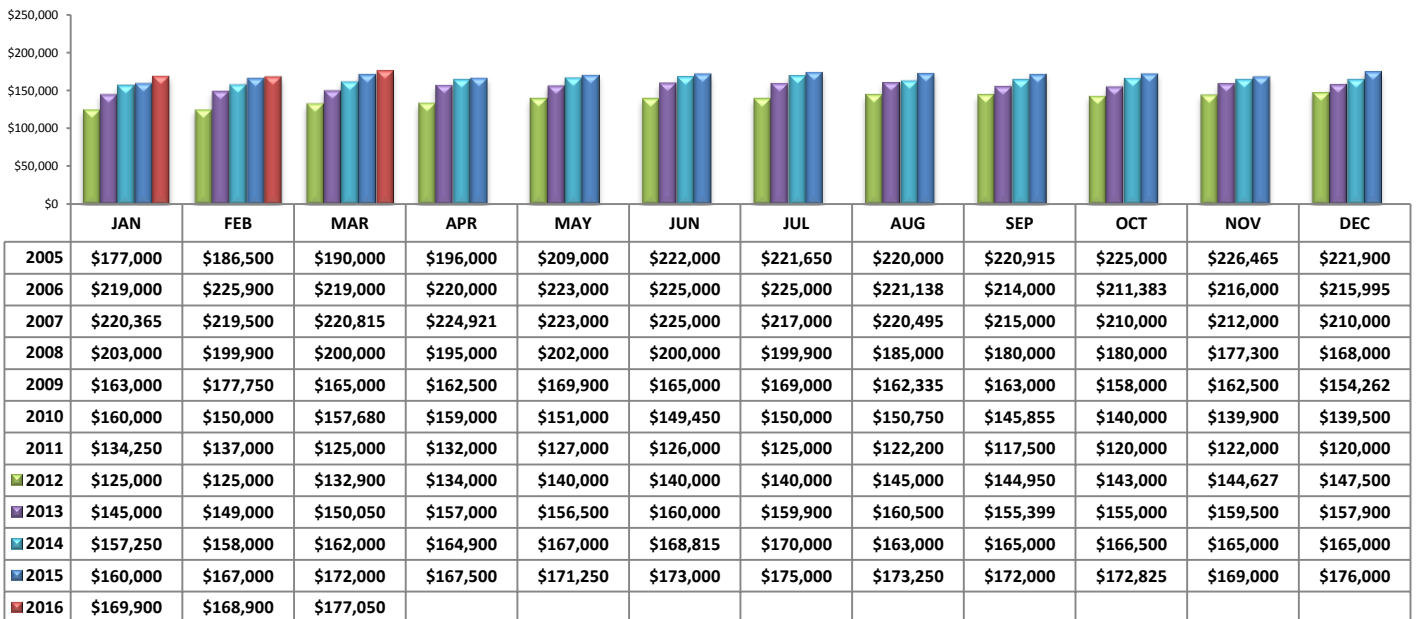


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### Median Sale Price – by Type

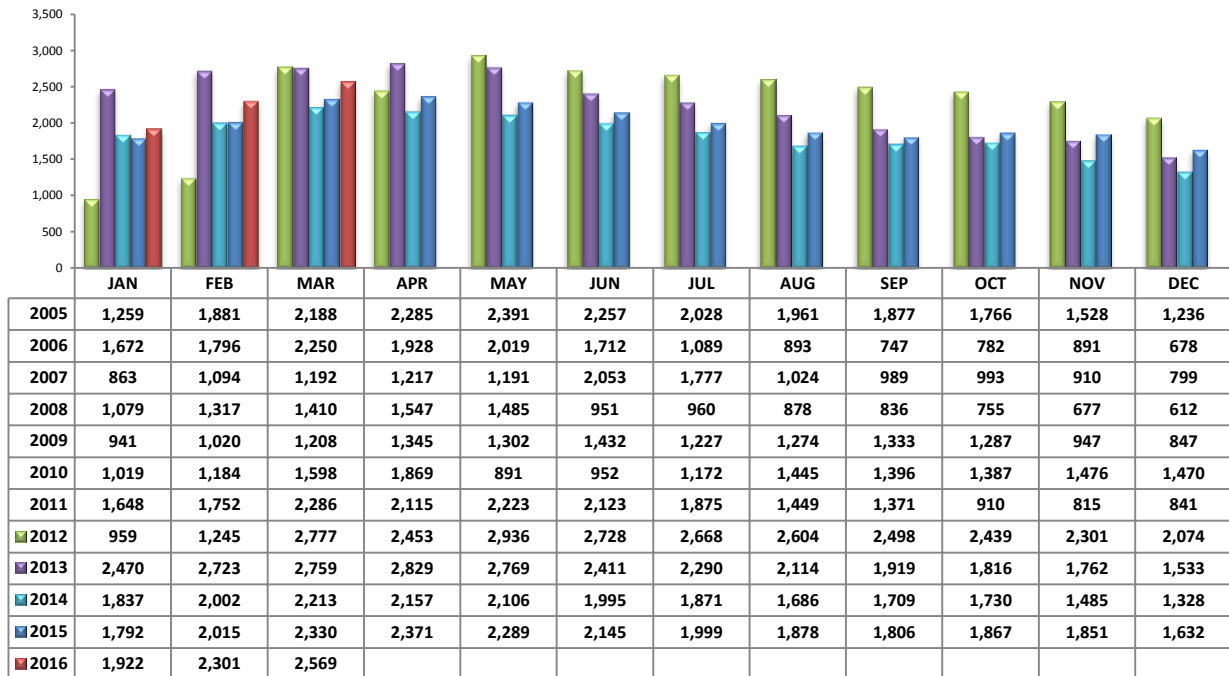


### Median Sale Price – March 2016

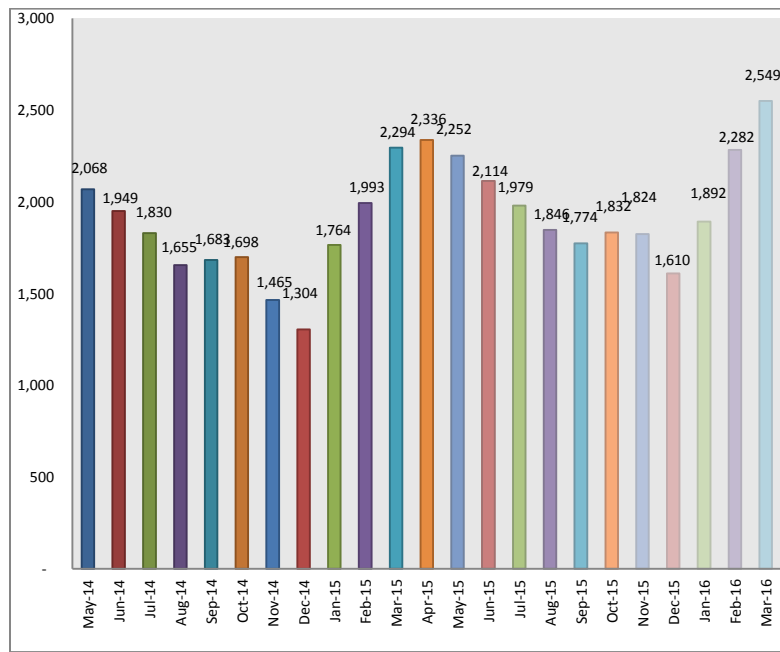


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### Newly Under Contract During The Month



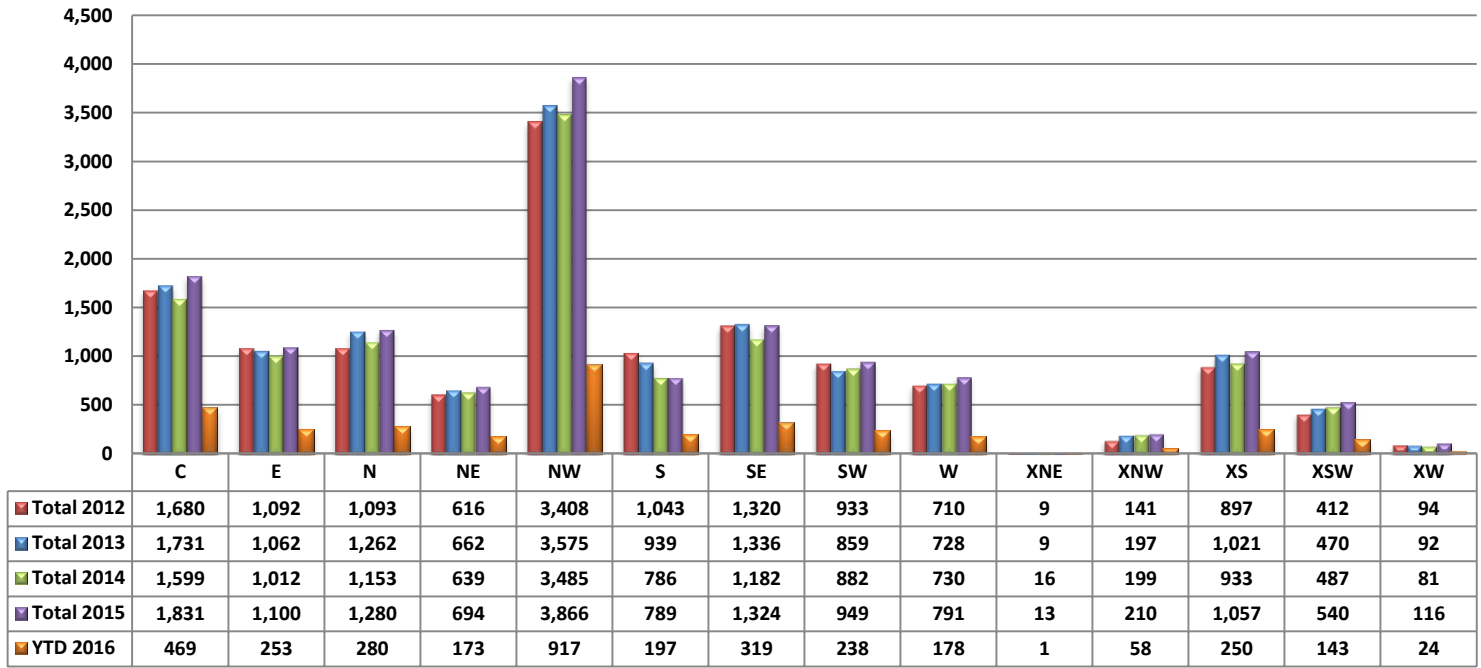
### Total Listings Still Under Contract At The End of The Month



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### Number of Sold Listings by Area - Annual Comparison



### Average \$ Sold per Area by # of Bedrooms

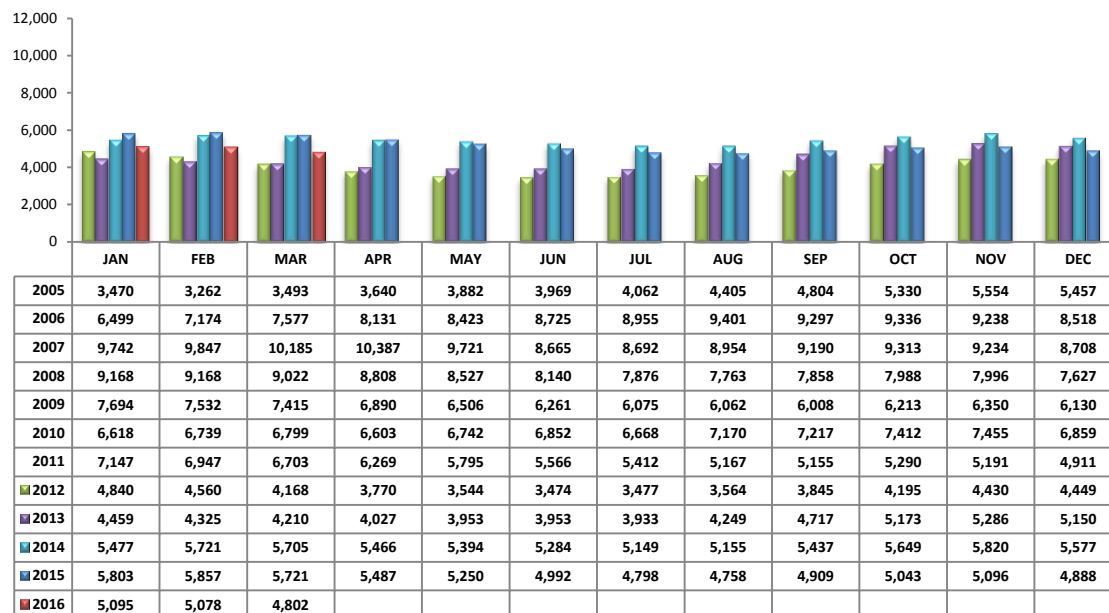
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$125,605	\$193,011	\$239,380	\$419,100	\$190,780
E	\$88,955	\$169,191	\$195,921	\$324,200	\$170,947
N	\$202,740	\$342,389	\$558,821	\$490,180	\$356,336
NE	\$110,150	\$241,708	\$364,259	\$585,500	\$267,634
NW	\$224,390	\$254,740	\$292,523	\$337,427	\$261,237
S	\$82,157	\$115,401	\$143,554	\$158,260	\$122,802
SE	\$160,376	\$156,897	\$210,855	\$281,900	\$179,180
SW	\$73,421	\$135,560	\$162,869	\$188,218	\$136,107
W	\$116,666	\$175,223	\$257,523	\$480,500	\$193,894
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$95,000	\$134,030	\$170,666	\$0	\$137,968
XS	\$211,797	\$168,760	\$197,108	\$240,753	\$192,319
XSW	\$146,410	\$167,556	\$195,014	\$0	\$156,233
XW	\$187,666	\$119,275	\$60,000	\$0	\$137,512

### Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	56	105	28	9	198
E	18	51	32	5	106
N	41	32	30	5	108
NE	13	35	24	2	74
NW	90	187	101	18	396
S	7	50	23	5	85
SE	9	78	44	5	136
SW	16	59	27	6	108
W	12	39	17	2	70
XNE	0	0	0	0	0
XNW	1	14	3	0	18
XS	24	43	33	8	108
XSW	40	21	4	0	65
XW	3	4	1	0	8

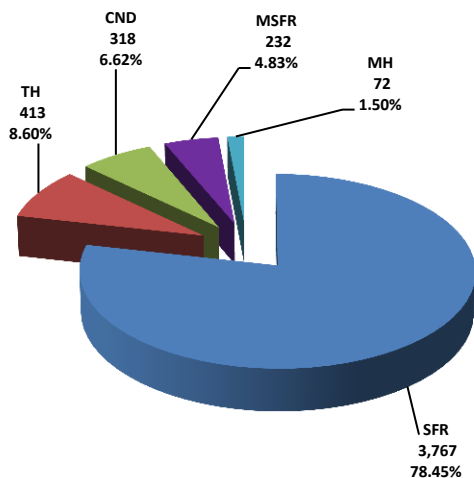
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### Active Listings

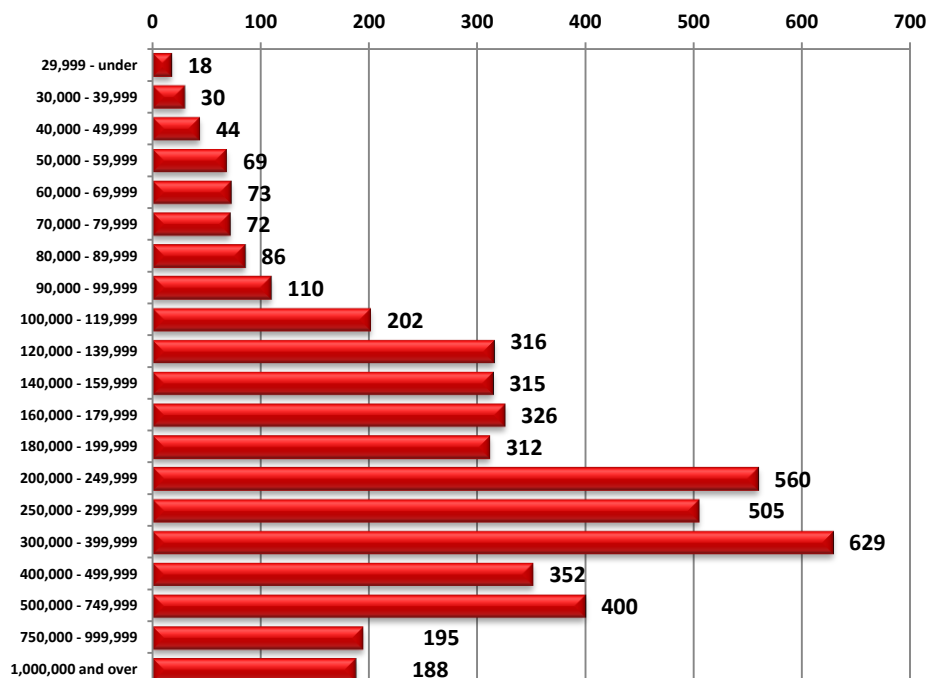


Area	# of Listings
C	585
E	223
N	692
NE	279
NW	1330
S	123
SE	313
SW	292
W	219
XNE	22
XNW	48
XS	396
XSW	243
XW	37

### Active Listings Unit Breakdown

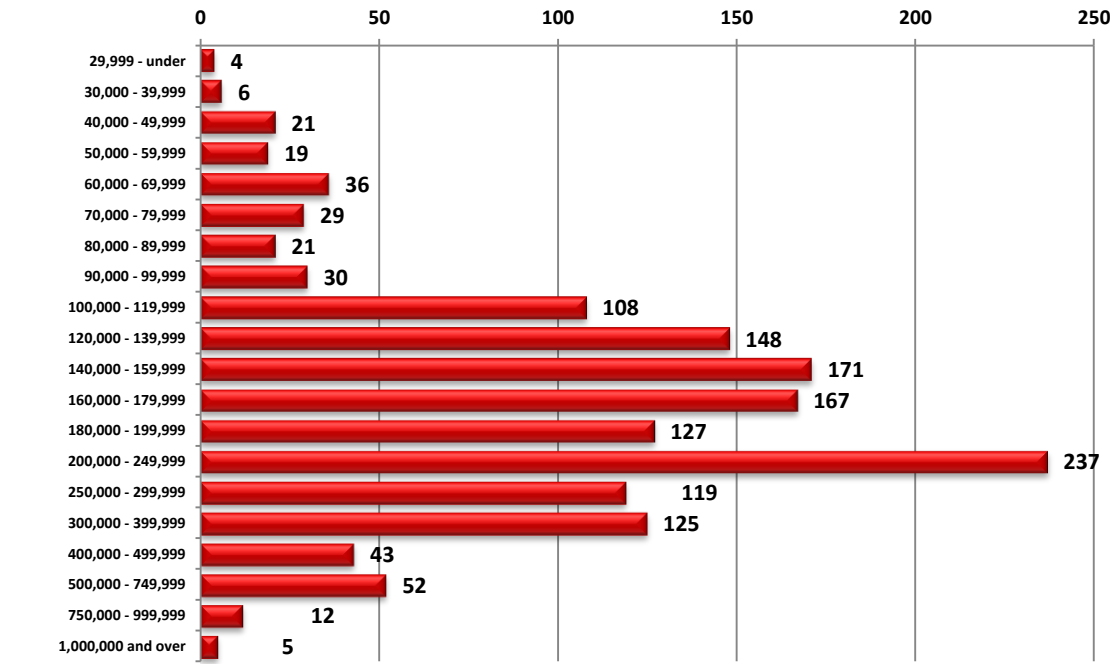


### Active Listings Price Breakdown



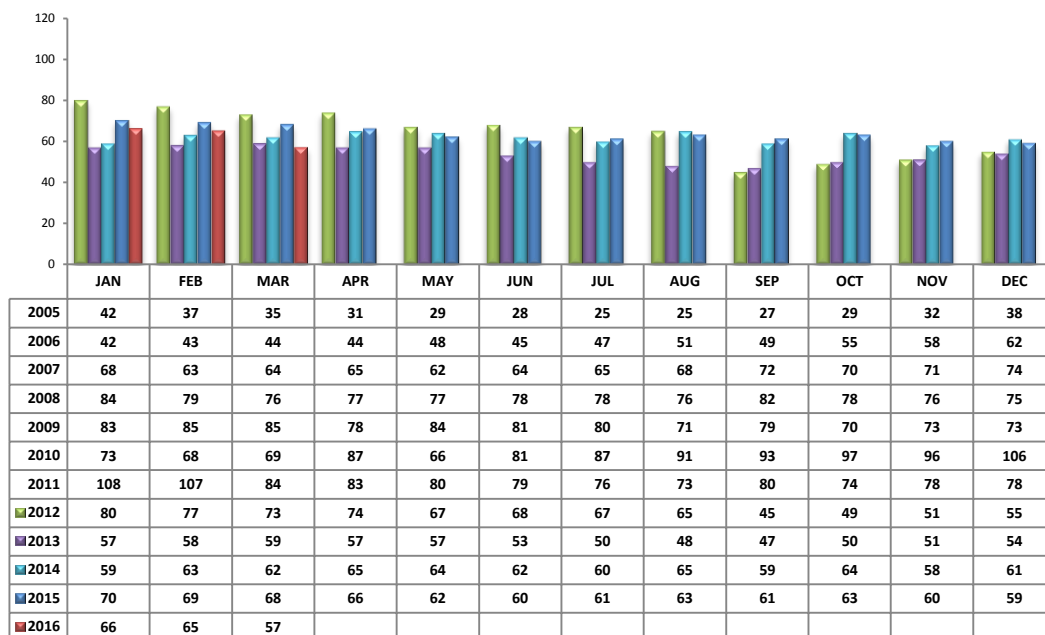
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### Sold Price Breakdown



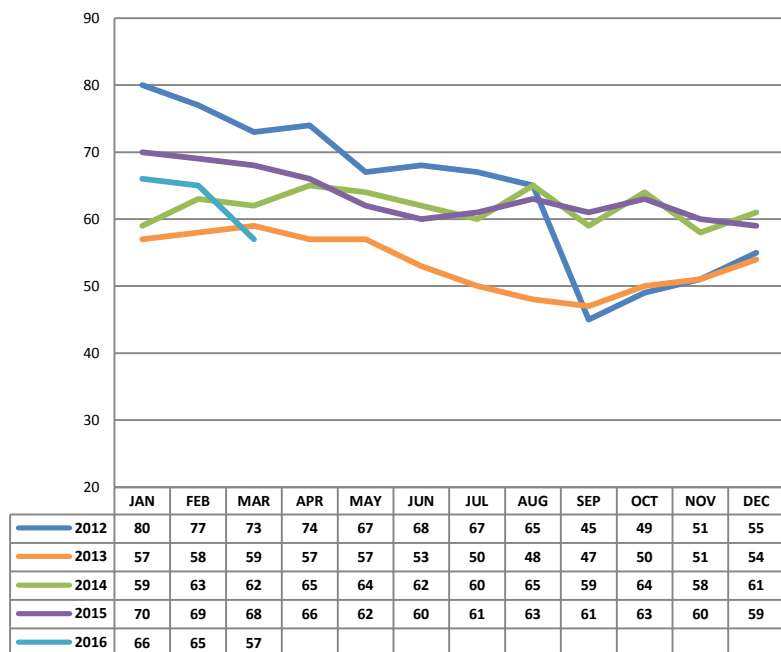
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### Average Days on Market/Listing - March 2016

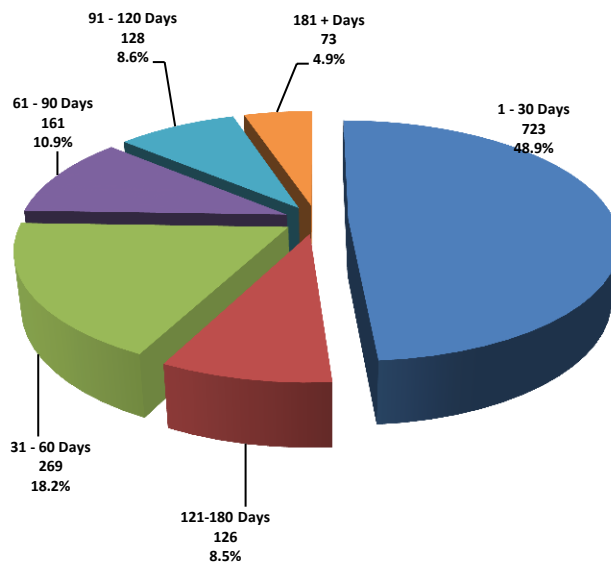


Area	Avg. DOM
C	53
E	48
N	66
NE	61
NW	62
S	34
SE	51
SW	65
W	49
XNE	0
XNW	90
XS	49
XSW	72
XW	31

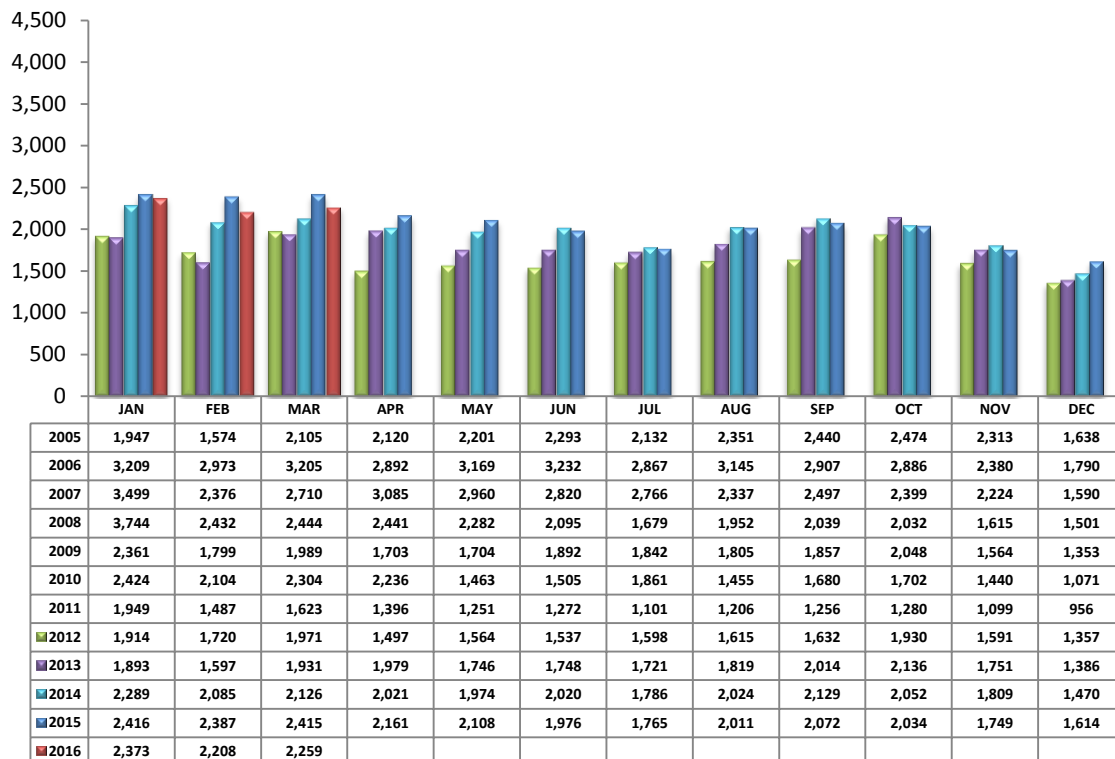
### Annual Comparison - Average Days on Market



### Average Days on Market/Listing Breakdown



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**New Listings – March 2016**

Area	# of Listings
C	314
E	144
N	255
NE	117
NW	600
S	101
SE	188
SW	133
W	108
XNE	4
XNW	20
XS	172
XSW	92
XW	11

\*Includes properties that were re-listed

\*\*Beginning March 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.
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
Mar 2016	167	355	50

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