

**For Immediate  
Release:**

**June 9, 2015**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics May 2015**

Below are some highlights from the May Residential Sales Statistics:

- Total Sales Volume continued to increase this month by 3.11%, going from \$291,466,552 in April to \$300,526,884 in May. This is also a 20.92% increase since May 2014.
- The Average Sales Price increased by 2.74% this month to \$216,517 from \$210,749 in April.
- Average List Price of \$223,168 is an increase of 2.49%, since last month.
- Total Under Contract decreased by 3.60% from April.
- Total Unit Sales of 1,388 is up slightly from April's number of 1,383, resulting in a .36% increase.
- The Median Sales Price rose slightly this month to \$171,250 from \$167,500 in April, a 2.24% increase.
- New Listings decreased 2.45% from April.
- Total Active Listings of 5,250 is a 4.32% decrease from April's number of 5,487.
- Average Days on Market decreased to 62 in May from 66 in April.
- Conventional loan sales of 36.5 exceeded Cash Sales of 25.6% this month.

Henry Zipf  
2015 TARMLS 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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## May 2015 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
May	\$300,526,884	\$248,542,829	20.92%
April	\$291,466,552	\$256,383,403	13.68%
Month % Change	3.11%	-3.06%	

### Average Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
May	\$216,517	\$204,561	5.84%
April	\$210,749	\$197,066	6.94%
Month % Change	2.74%	3.80%	

### Average List Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
May	\$223,168	\$211,204	5.66%
April	\$217,737	\$203,238	7.13%
Month % Change	2.49%	3.92%	

### Total Under Contract

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
May	2,252	2,068	8.90%
April	2,336	2,127	9.83%
Month % Change	-3.60%	-2.77%	

### Total Unit Sales

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
May	1,388	1,215	14.24%
April	1,383	1,301	6.30%
Month % Change	0.36%	-6.61%	

### Median Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
May	\$171,250	\$167,000	2.54%
April	\$167,500	\$164,900	1.58%
Month % Change	2.24%	1.27%	

### New Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
May	2,108	1,974	6.79%
April	2,161	2,021	6.93%
Month % Change	-2.45%	-2.33%	

### Active Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
May	5,250	5,394	-2.67%
April	5,487	5,466	0.38%
Month % Change	-4.32%	-1.32%	

## May 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	163	41	25.15%	85740	1	0	0.00%
85145	10	8	80.00%	85648	0	0	0.00%	85714	15	4	26.67%	85741	99	55	55.56%
85245	0	0	0.00%	85653	87	24	27.59%	85715	139	29	20.86%	85742	200	60	30.00%
85601	1	0	0.00%	85654	0	0	0.00%	85716	160	47	29.38%	85743	175	60	34.29%
85602	3	0	0.00%	85658	210	29	13.81%	85717	0	0	0.00%	85745	165	44	26.67%
85611	0	0	0.00%	85701	29	2	6.90%	85718	291	69	23.71%	85746	87	39	44.83%
85614	211	40	18.96%	85704	166	45	27.11%	85719	112	40	35.71%	85747	155	32	20.65%
85616	0	0	0.00%	85705	74	25	33.78%	85730	135	40	29.63%	85748	103	27	26.21%
85619	33	1	3.03%	85706	32	37	115.63%	85734	0	0	0.00%	85749	179	38	21.23%
85622	73	15	20.55%	85709	0	0	0.00%	85735	67	11	16.42%	85750	284	58	20.42%
85623	11	4	36.36%	85710	209	67	32.06%	85736	21	5	23.81%	85755	234	54	23.08%
85629	211	46	21.80%	85711	126	44	34.92%	85737	208	50	24.04%	85756	69	35	50.72%
85641	262	59	22.52%	85712	114	36	31.58%	85739	251	46	18.33%	85757	73	22	30.14%

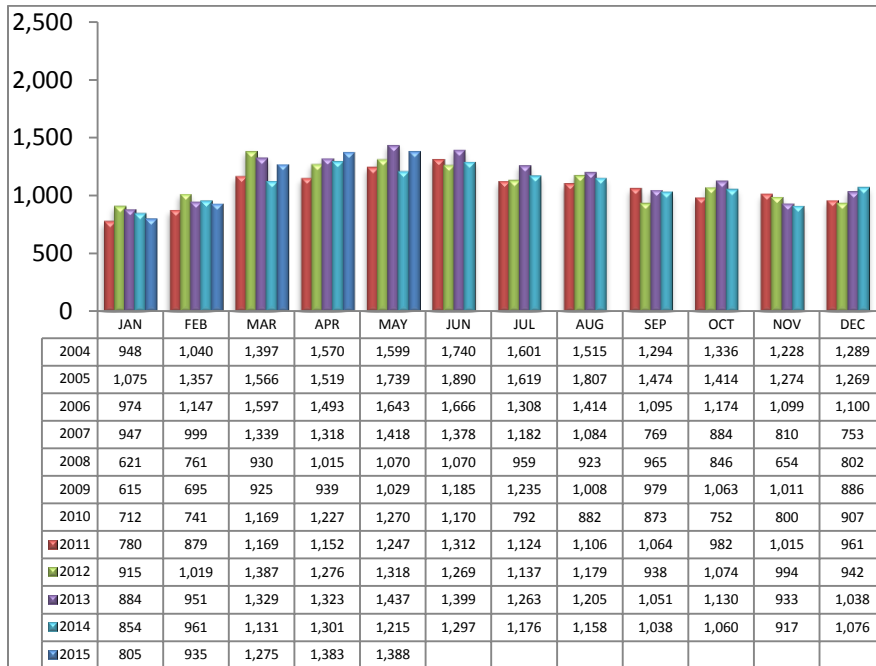
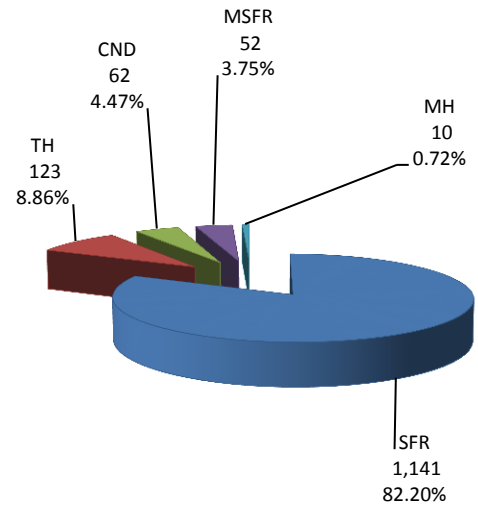
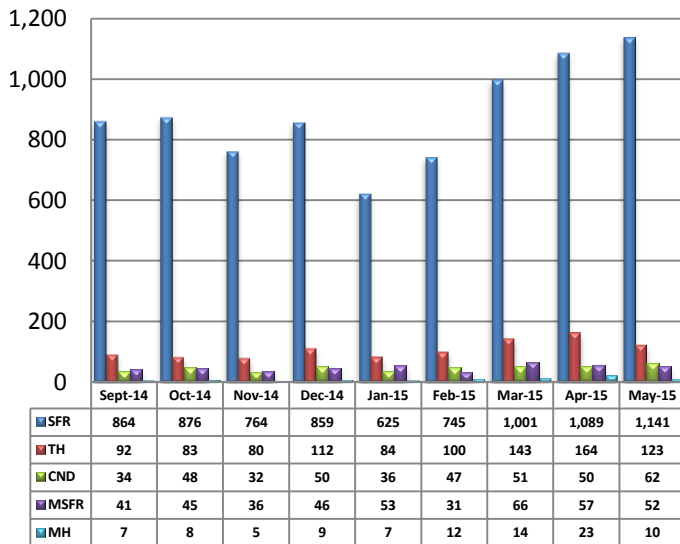
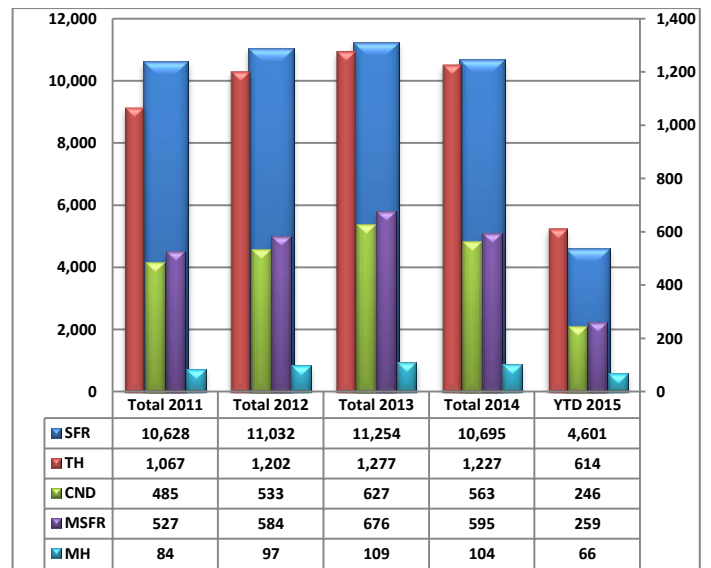
NOTE:

85637- 1 active listing

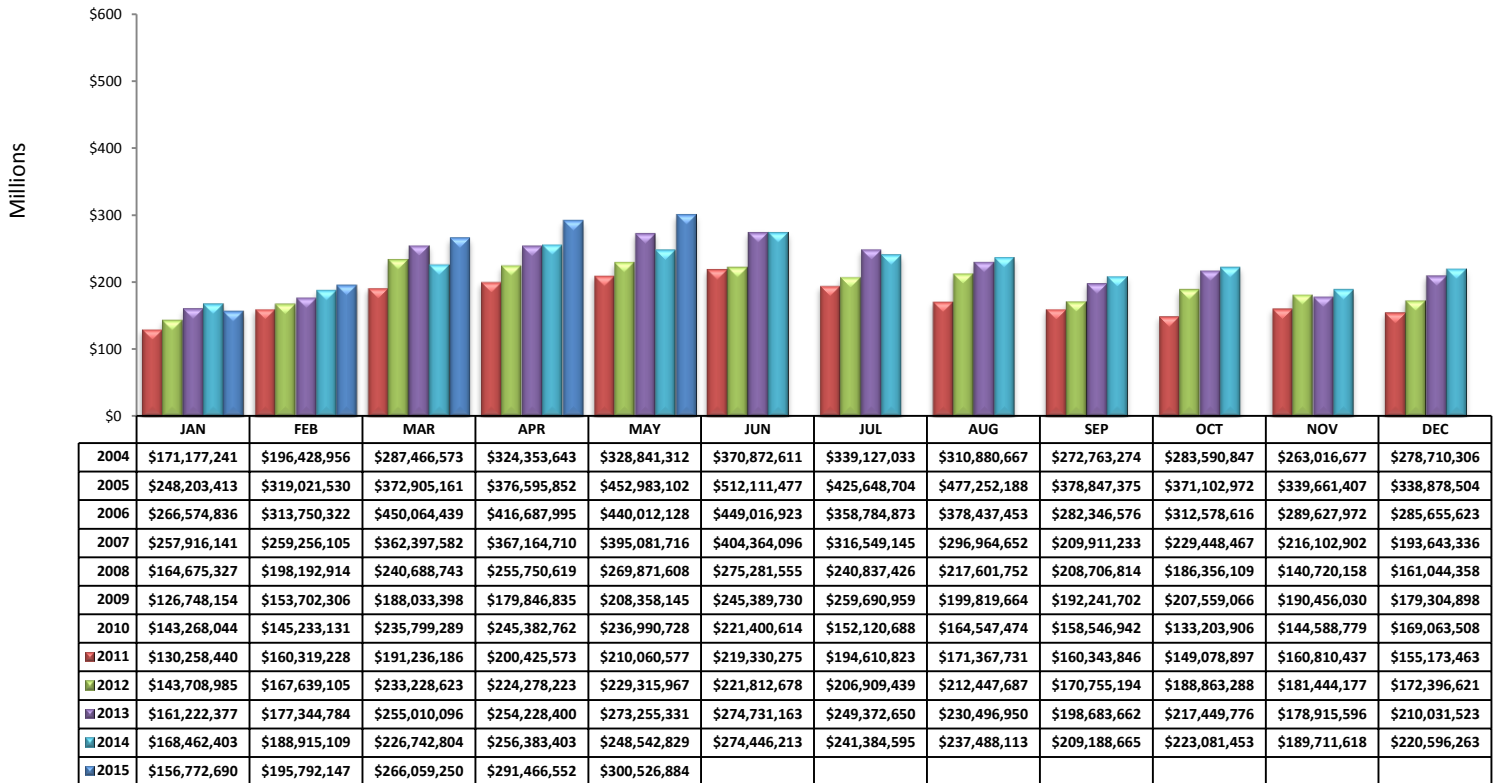
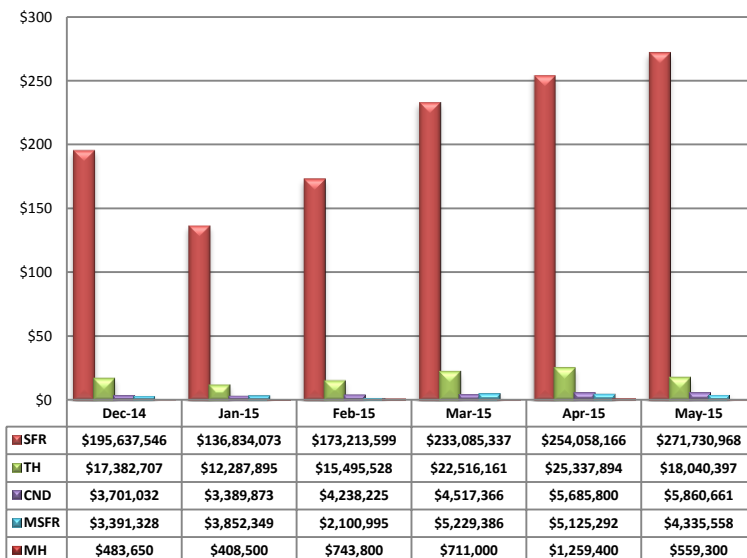
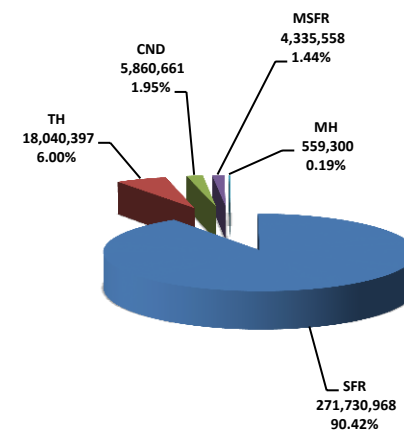
Residential Listing Statistics							Active Listings		Days on Market																										
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold																										
Under \$29,999	26	7	0	7	40	12	C	624	1 -30 Days	621																									
\$30,000 to \$39,999	37	5	4	2	48	20	E	315	31-60 Days	283																									
\$40,000 to \$49,999	51	11	3	5	70	15	N	628	61 - 90 Days	169																									
\$50,000 to \$59,999	56	21	7	7	91	15	NE	326	91-120 Days	101																									
\$60,000 to \$69,999	69	15	12	7	103	31	NW	1488	121 - 180 Days	115																									
\$70,000 to \$79,999	76	30	10	14	130	29	S	131	Over 180 Days	99																									
\$80,000 to \$89,999	84	43	9	12	148	23	SE	426	Avg. Days on Market																										
\$90,000 to \$99,999	114	49	14	18	195	45	SW	283	62																										
\$100,000 to \$119,999	243	132	25	42	442	92	W	241	Avg. Sold Price																										
\$120,000 to \$139,999	323	193	39	44	599	132	XNE	34	\$216,517																										
\$140,000 to \$159,999	414	194	22	43	673	183	XNW	56	Median Sale Price																										
\$160,000 to \$179,999	380	165	19	39	603	135	XS	409	\$171,250																										
\$180,000 to \$199,999	400	104	19	19	542	89	XSW	253	New Listings																										
\$200,000 to \$249,999	706	209	20	49	984	208	XW	36	2,108																										
\$250,000 to \$299,999	570	150	10	46	776	130	Sold Units per Area		Sales Volume by Area																										
\$300,000 to \$399,999	622	131	11	46	810	107	C	191	\$35,925,160																										
\$400,000 to \$499,999	363	51	7	15	436	51	E	92	\$14,218,241																										
\$500,000 to \$749,999	406	49	6	10	471	45	N	139	\$52,779,055																										
\$750,000 to \$999,999	141	9	0	6	156	20	NE	70	\$22,806,672																										
\$1,000,000 and over	169	12	1	3	185	6	NW	389	\$94,876,329																										
							S	84	\$9,478,485																										
							SE	100	\$18,350,403																										
							SW	85	\$11,288,001																										
							W	71	\$12,935,674																										
							XNE	1	\$262,000																										
							XNW	21	\$2,294,084																										
							XS	95	\$19,335,176																										
Totals	5,250	1,580	238	434	7,502	1,388	XSW	41	\$5,123,960																										
							XW	9	\$853,644																										
	May-15	May-14	% Change	YTD 2015	YTD 2014	% Change	Total Volume		\$300,526,884																										
Home Sales Volume	\$300,526,884	\$248,542,829	20.92%	\$1,210,617,523	\$1,089,046,548	11.16%	<table><tr><th colspan="2">Types of Financing</th><th>Totals</th></tr><tr><td>FHA</td><td></td><td>321</td></tr><tr><td>VA</td><td></td><td>162</td></tr><tr><td>Other</td><td></td><td>31</td></tr><tr><td>Cash</td><td></td><td>356</td></tr><tr><td>Conventional</td><td></td><td>507</td></tr><tr><td>Cash/Loan</td><td></td><td>1</td></tr><tr><td>Carryback</td><td></td><td>10</td></tr></table>					Types of Financing		Totals	FHA		321	VA		162	Other		31	Cash		356	Conventional		507	Cash/Loan		1	Carryback		10
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Home Sales Units	1,388	1,215	14.24%	5,786	5,462	5.93%																													
Average Sales Price (All Residential)	\$216,517	\$204,561	5.84%	\$212,298	\$201,222	5.50%																													
Median Sales Price	\$171,250	\$167,000	2.54%	\$169,454	\$164,678	2.90%																													
Average Days on Market:	62	64	-3.13%	65	64	1.56%																													
Average List Price for Sold:	\$223,168	\$211,204	5.66%	\$218,880	\$207,684	5.39%																													
SP/LP %	97.02%	96.85%		96.99%	96.89%																														
Total Under Contract	2,252	2,068	8.90%																																
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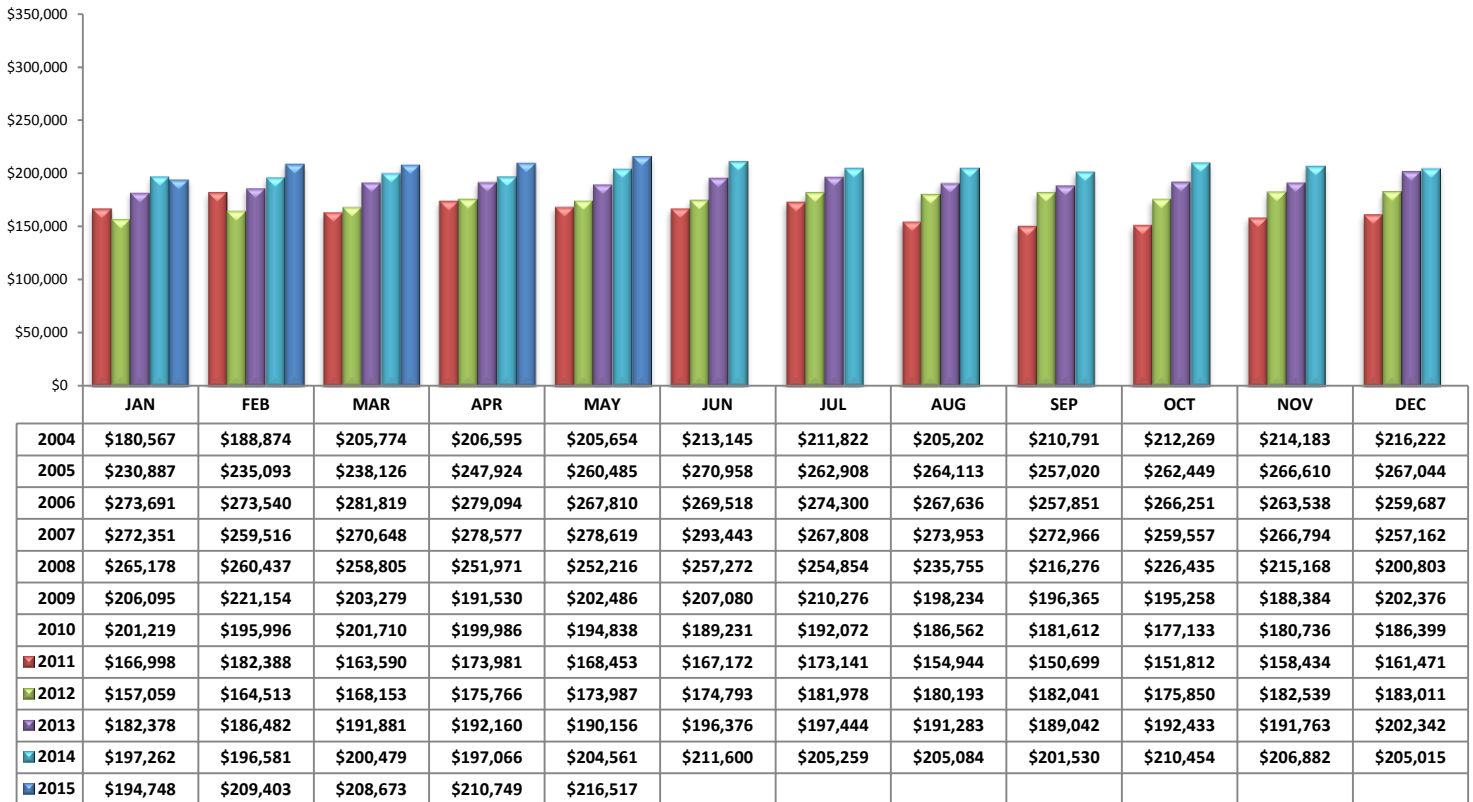
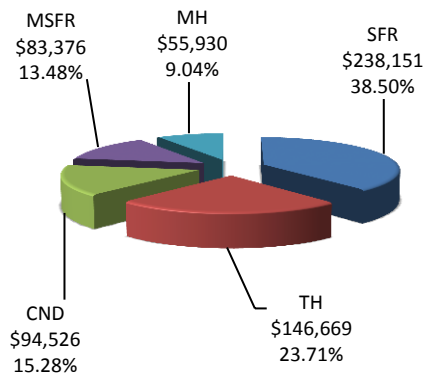
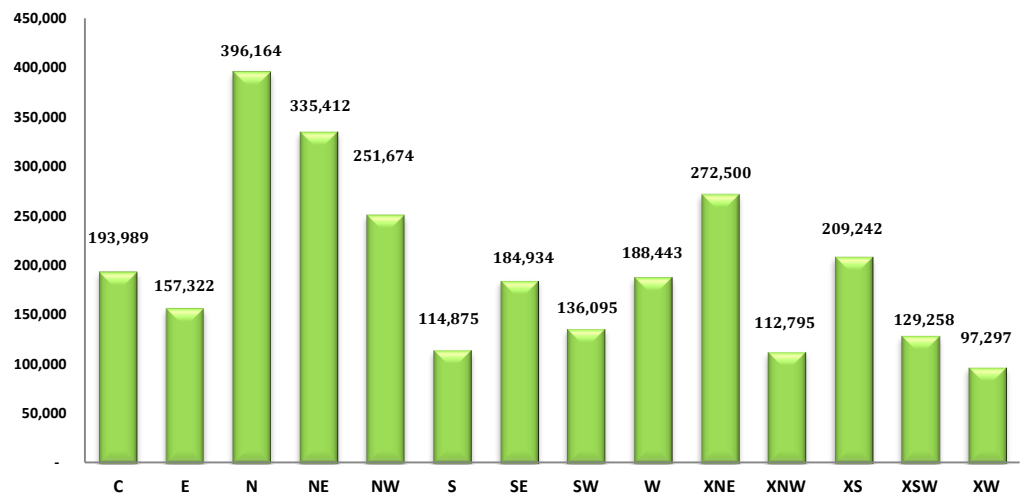
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**Total Unit Sales – May 2015****Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

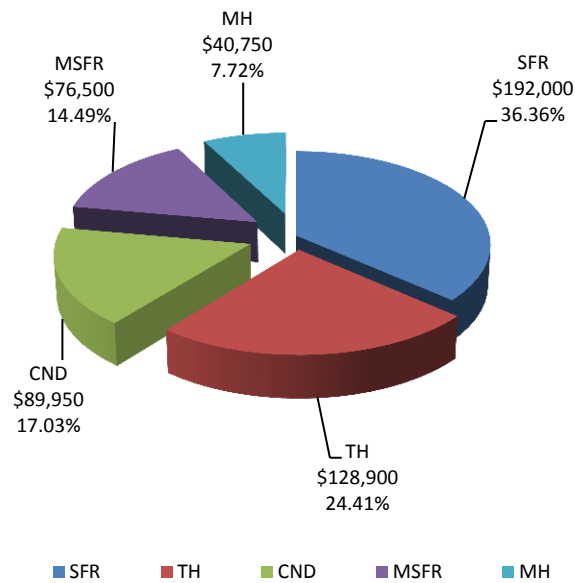
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**Total Sales Volume - May 2015****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

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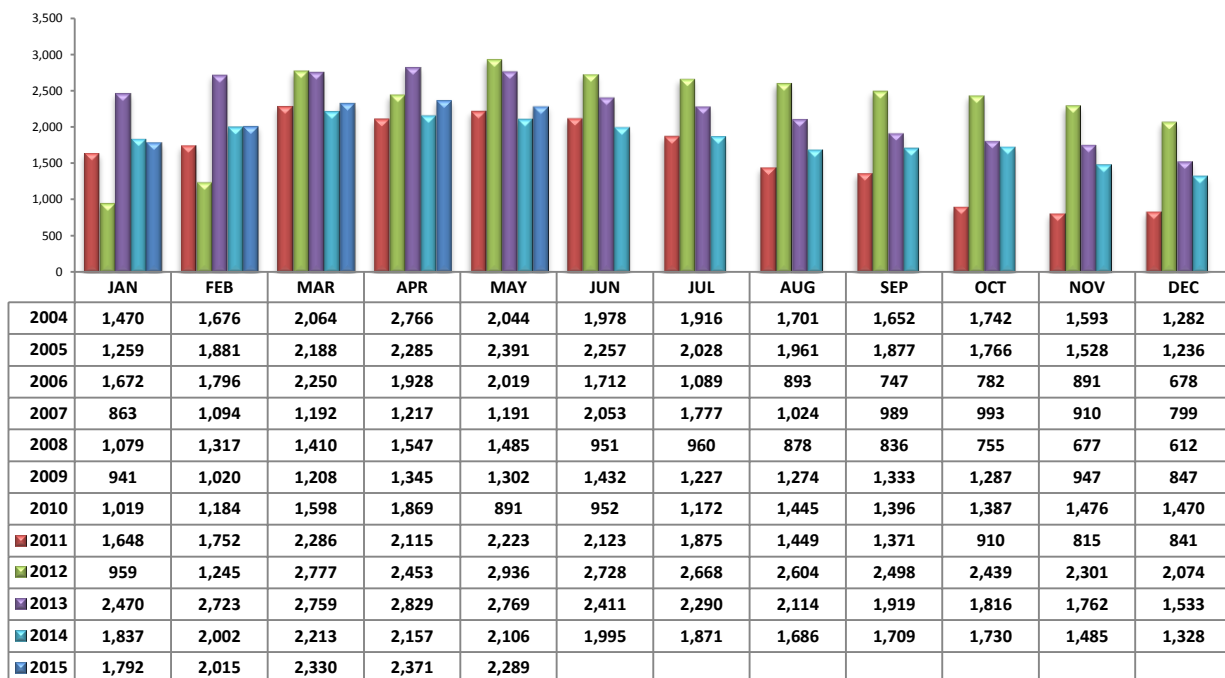
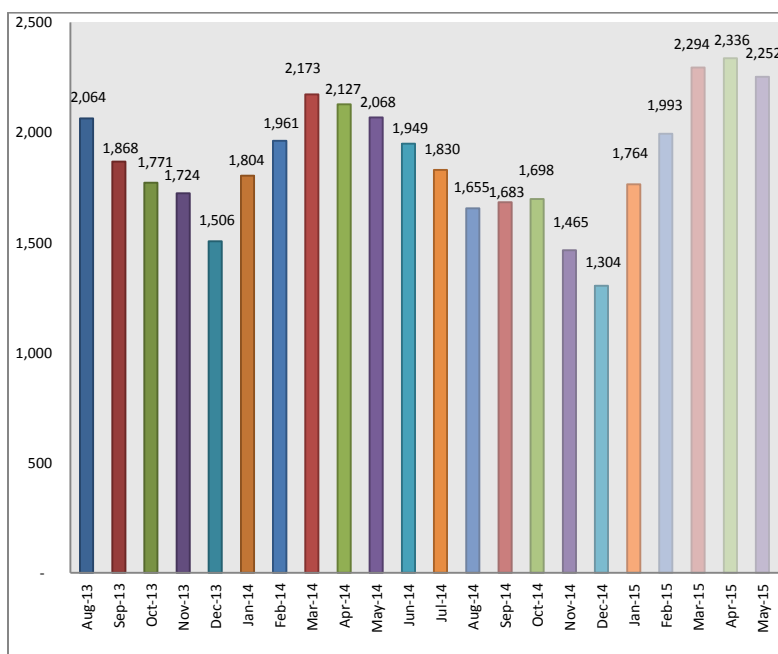
**Average Sales Price – May 2015****Average Sales Price by Type – May 2015****Average "Listing" Price per Area – May 2015**

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

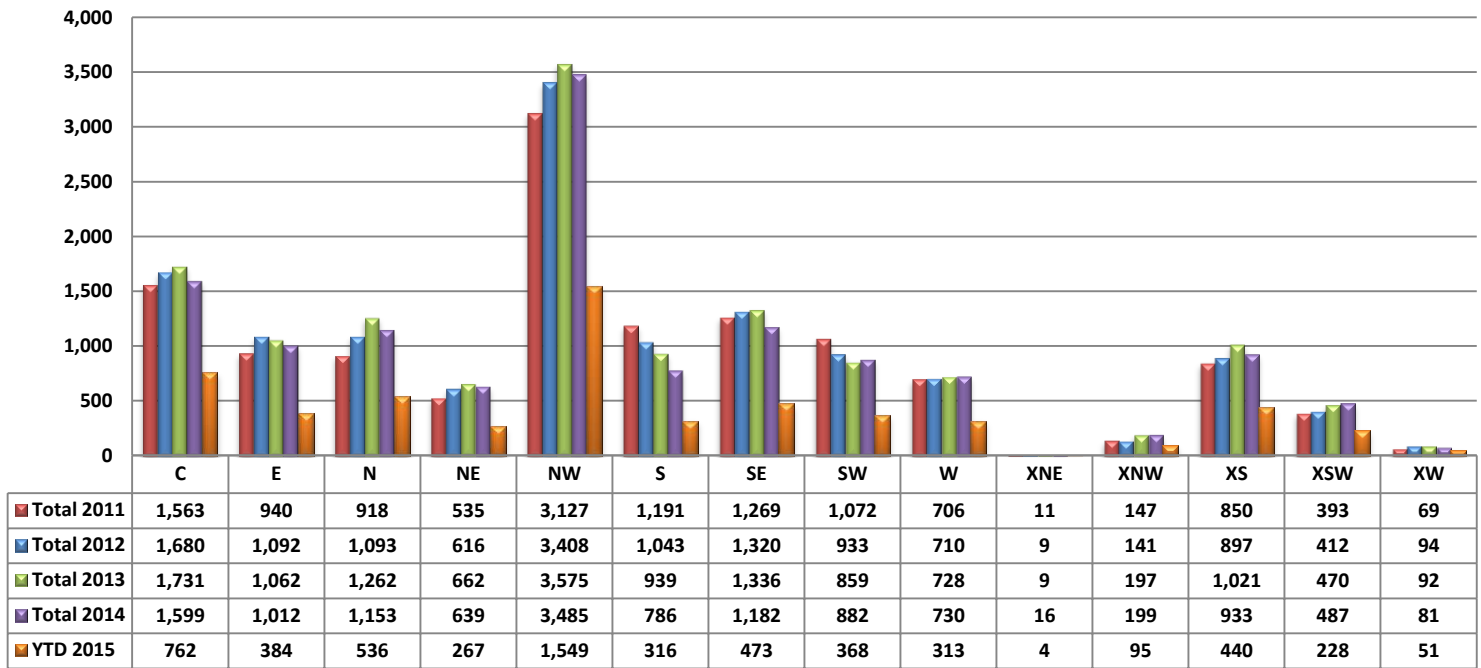
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2004	\$148,000	\$150,000	\$157,000	\$159,900	\$162,487	\$169,700	\$167,000	\$167,500	\$169,950	\$172,000	\$177,000	\$170,000
2005	\$177,000	\$186,500	\$190,000	\$196,000	\$209,000	\$222,000	\$221,650	\$220,000	\$220,915	\$225,000	\$226,465	\$221,900
2006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

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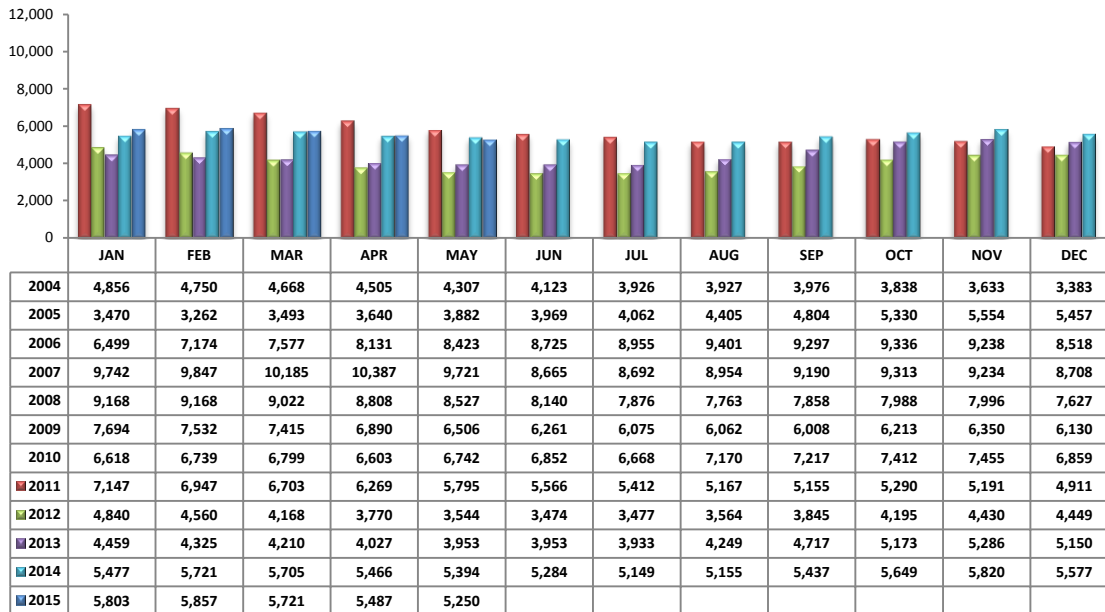
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$141,382	\$193,483	\$244,187	\$290,678	\$188,089
E	\$69,226	\$162,852	\$169,390	\$332,666	\$154,546
N	\$181,094	\$355,952	\$633,082	\$428,416	\$379,705
NE	\$106,344	\$275,144	\$374,346	\$597,785	\$325,809
NW	\$215,651	\$225,130	\$285,914	\$312,103	\$243,898
S	\$71,800	\$111,500	\$147,470	\$131,666	\$112,839
SE	\$174,600	\$174,862	\$191,716	\$247,975	\$183,504
SW	\$100,544	\$127,803	\$151,166	\$222,663	\$132,800
W	\$88,464	\$157,613	\$316,516	\$218,000	\$182,192
XNE	\$262,000	\$0	\$0	\$0	\$262,000
XNW	\$70,000	\$109,593	\$96,843	\$163,950	\$109,242
XS	\$165,272	\$206,226	\$217,045	\$264,800	\$203,528
XSW	\$104,913	\$161,627	\$417,000	\$0	\$124,974
XW	\$0	\$85,455	\$170,000	\$0	\$94,849

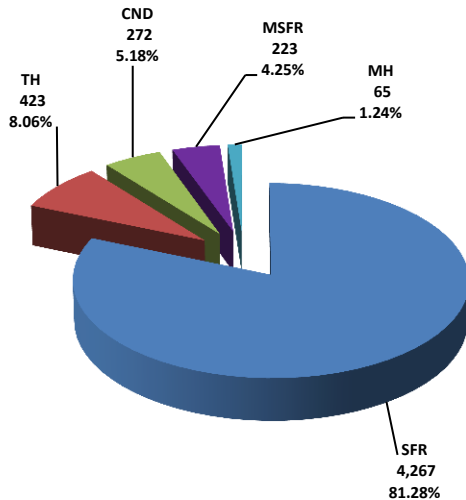
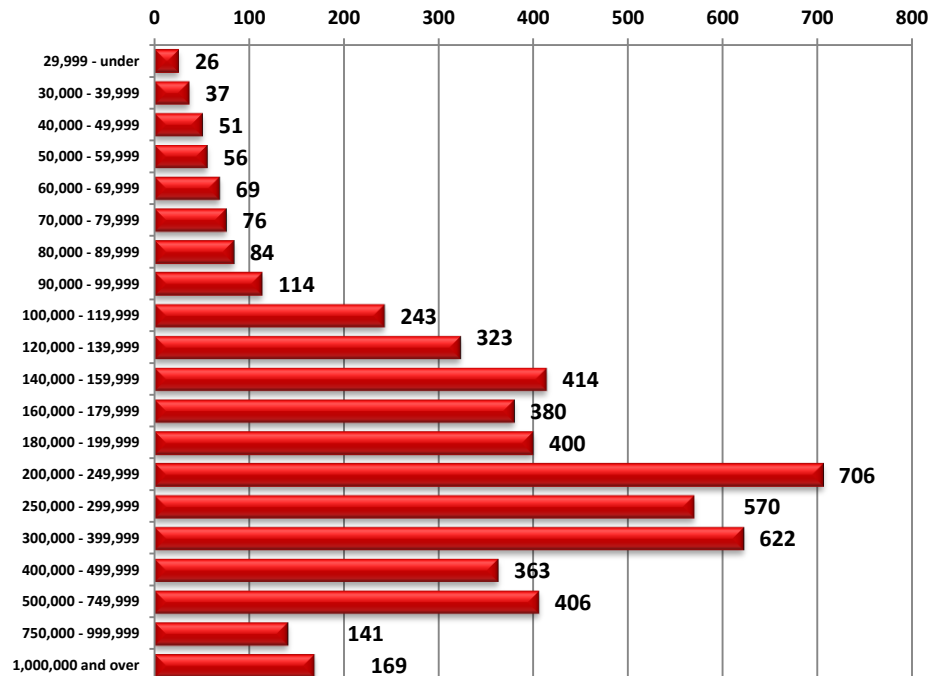
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	60	97	26	8	191
E	15	54	20	3	92
N	47	46	40	6	139
NE	10	23	30	7	70
NW	82	181	110	16	389
S	15	48	18	3	84
SE	5	57	34	4	100
SW	18	37	27	3	85
W	17	35	18	1	71
XNE	1	0	0	0	1
XNW	1	12	6	2	21
XS	26	34	26	9	95
XSW	31	9	1	0	41
XW	0	8	1	0	9

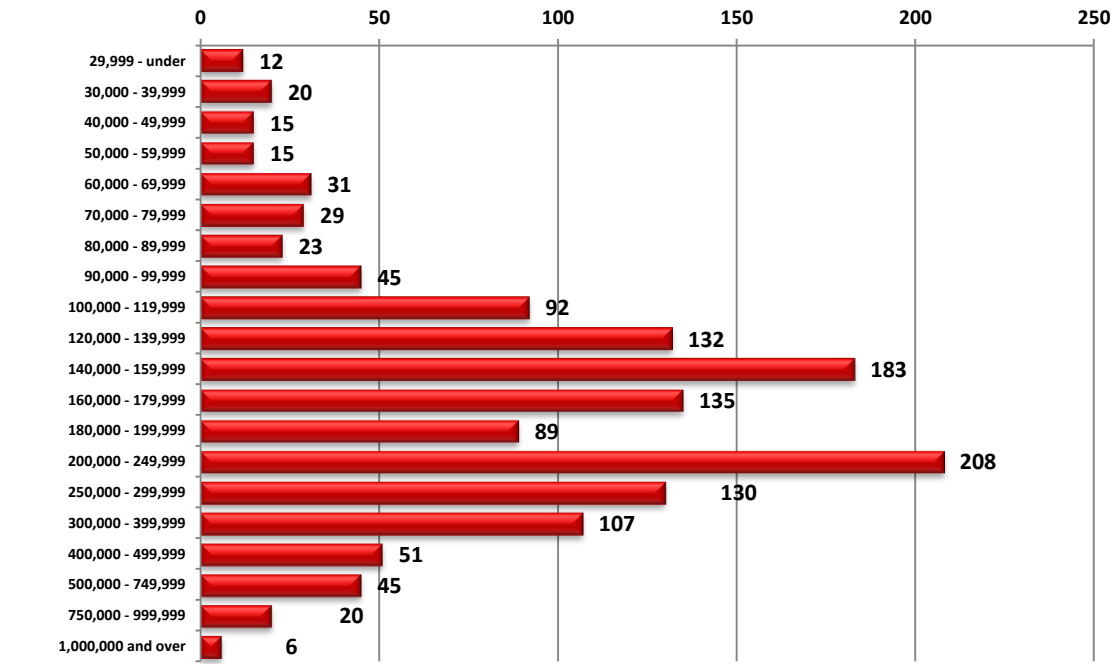
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**Active Listings**

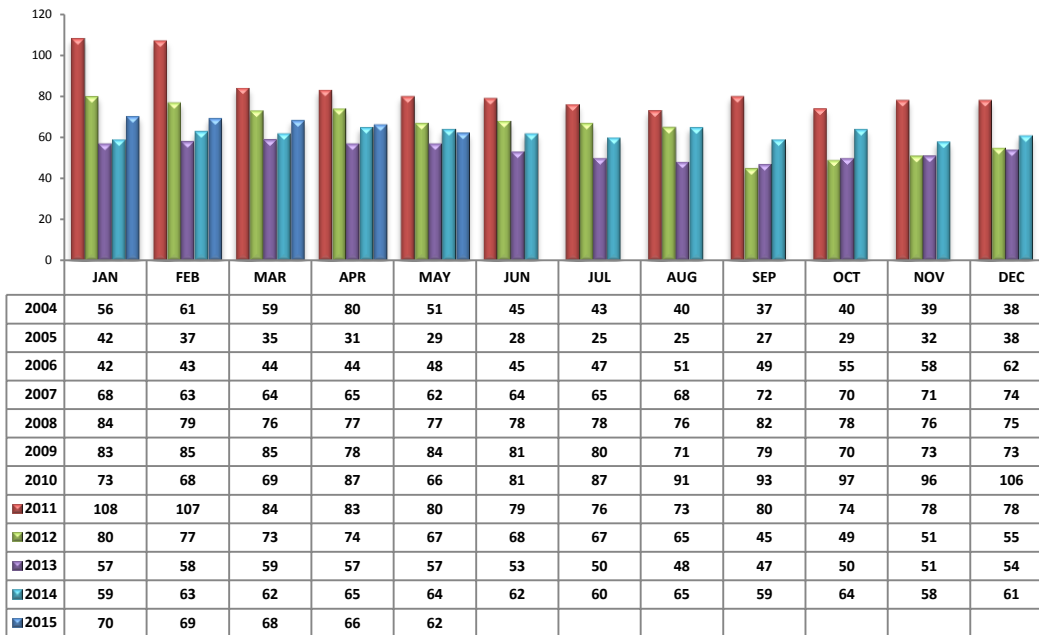
Area	# of Listings
C	624
E	315
N	628
NE	326
NW	1488
S	131
SE	426
SW	283
W	241
XNE	34
XNW	56
XS	409
XSW	253
XW	36

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

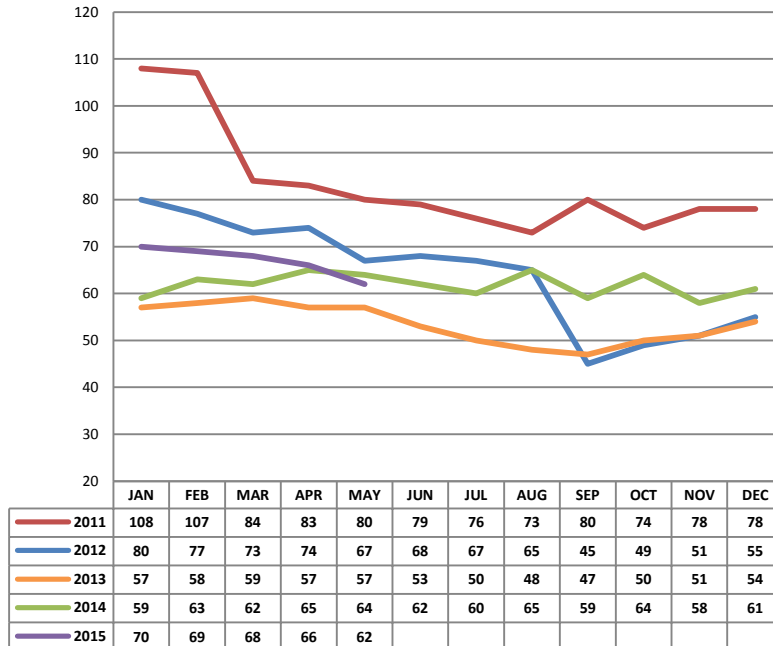
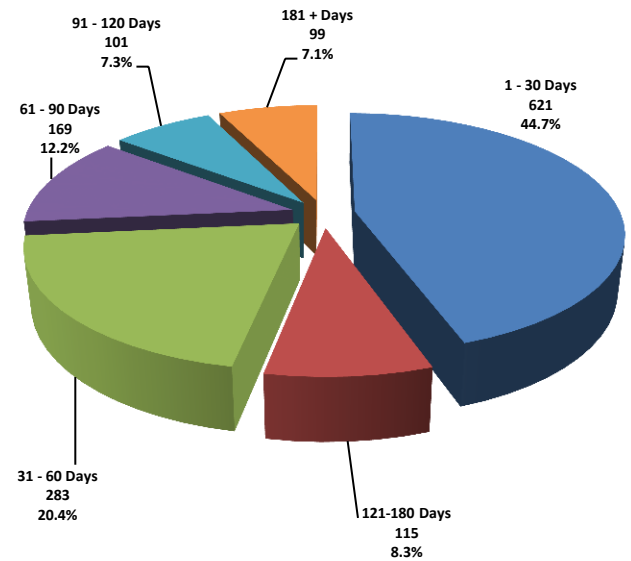
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

**Sold Price Breakdown**

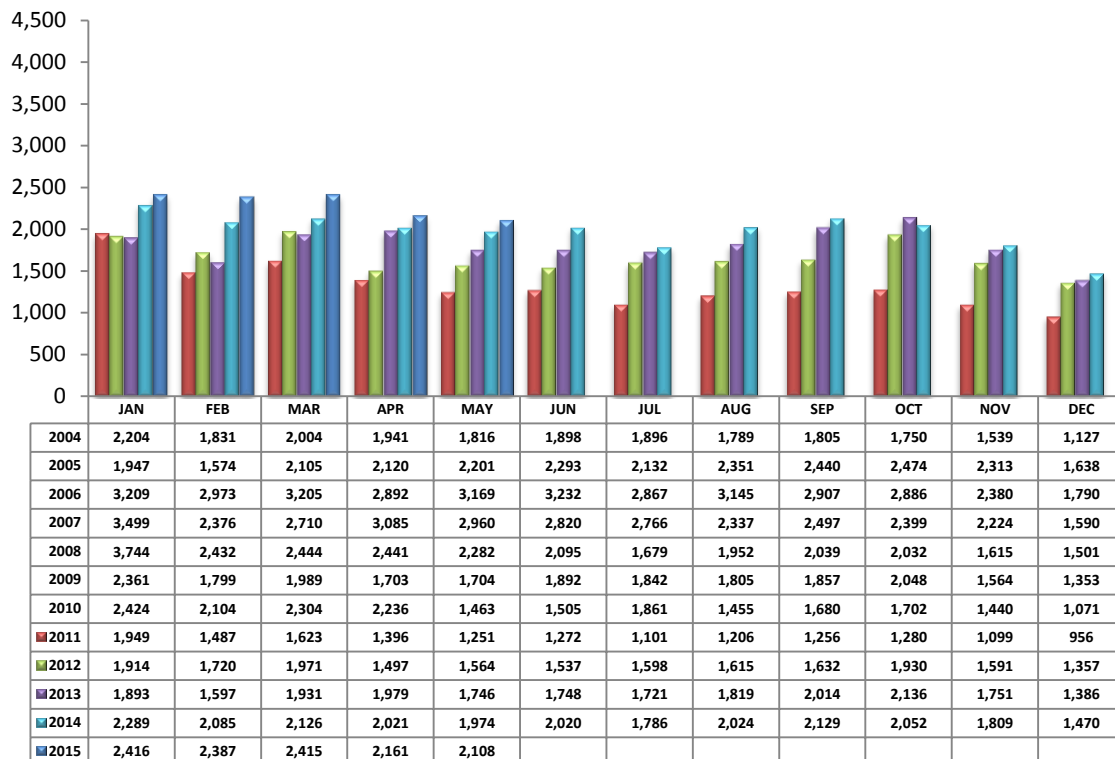
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**Average Days on Market/Listing – May 2015**

Area	Avg. DOM
C	54
E	64
N	72
NE	61
NW	66
S	36
SE	52
SW	72
W	42
XNE	18
XNW	66
XS	88
XSW	66
XW	32

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

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**New Listings – May 2015**

Area	# of Listings
C	304
E	155
N	216
NE	110
NW	551
S	92
SE	197
SW	108
W	111
XNE	8
XNW	25
XS	156
XSW	58
XW	17

\*Includes properties that were re-listed

\*\*Beginning May 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.
Aug 2014	213	464	59
Sept 2014	232	380	57
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

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