

**For Immediate
Release:**

December 8, 2015

CONTACT:

Henry Zipf
TARMLS President
(520) 444-5672

Sean Murphy
Vice President, MLS
(520) 382-8792

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

Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics November 2015

Below are some highlights from the November Residential Sales Statistics:

- Total Sales Volume decreased this month to \$190,421,972, a 24.24% drop from last month's number of \$251,340,493.
- The Average Sales Price decreased to \$209,485 from \$211,566 in October, resulting in a .98% decrease.
- Average List Price for November is \$213,121, a decrease of 2.28% since last month.
- Total Under Contract decreased by .44% from October.
- Total Unit Sales fell to 909, a decrease from October's number of 1,188, a 23.48% drop, and is a decrease of .87% from November 2014.
- The Median Sales Price dipped slightly to \$169,000 from \$172,825 in October, a 2.21% decrease.
- New Listings decreased 14.01% from October.
- Total Active Listings of 5,096 is an increase of 1.05% since October's number of 5,043.
- Average Days on Market decreased to 60 in November from 63 in October.
- Conventional loan sales of 34.7% exceed Cash Sales of 32.2% this month.



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®.

Henry Zipf
2015 TARMLS President



The Tucson Multiple Listing Service, Inc. is a wholly owned subsidiary of the Tucson Association of REALTORS®, dedicated to providing a reliable real estate database for members and the public. The Association represents the interests of 5,400 professionals in the real estate industry, and is affiliated with the National Association of REALTORS®. REALTOR® is a registered collective membership mark which may only be used by professionals who are members and subscribe to its strict code of ethics.

November 2015 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
November	\$190,421,972	\$189,711,618	0.37%
October	\$251,340,493	\$223,081,453	12.67%
Month % Change	-24.24%	-14.96%	

Average Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
November	\$209,485	\$206,882	1.26%
October	\$211,566	\$210,454	0.53%
Month % Change	-0.98%	-1.70%	

Average List Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
November	\$213,121	\$213,195	-0.03%
October	\$218,097	\$217,786	0.14%
Month % Change	-2.28%	-2.11%	

Total Under Contract

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
November	1,824	1,465	24.51%
October	1,832	1,698	7.89%
Month % Change	-0.44%	-13.72%	

Total Unit Sales

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
November	909	917	-0.87%
October	1,188	1,060	12.08%
Month % Change	-23.48%	-13.49%	

Median Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
November	\$169,000	\$165,000	2.42%
October	\$172,825	\$166,500	3.80%
Month % Change	-2.21%	-0.90%	

New Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
November	1,749	1,809	-3.32%
October	2,034	2,052	-0.88%
Month % Change	-14.01%	-11.84%	

Active Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
November	5,096	5,820	-12.44%
October	5,043	5,649	-10.73%
Month % Change	1.05%	3.03%	

November 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	166	19	11.45%	85740	0	1	0.00%
85145	21	4	19.05%	85648	0	0	0.00%	85714	17	4	23.53%	85741	88	24	27.27%
85245	0	0	0.00%	85653	87	18	20.69%	85715	106	18	16.98%	85742	184	40	21.74%
85601	1	0	0.00%	85654	0	0	0.00%	85716	142	31	21.83%	85743	158	37	23.42%
85602	3	0	0.00%	85658	224	35	15.63%	85717	0	0	0.00%	85745	157	33	21.02%
85611	0	0	0.00%	85701	32	4	12.50%	85718	278	36	12.95%	85746	97	22	22.68%
85614	244	41	16.80%	85704	145	27	18.62%	85719	119	17	14.29%	85747	136	23	16.91%
85616	0	0	0.00%	85705	94	25	26.60%	85730	127	36	28.35%	85748	83	23	27.71%
85619	23	0	0.00%	85706	60	19	31.67%	85734	0	0	0.00%	85749	151	14	9.27%
85622	61	7	11.48%	85709	0	0	0.00%	85735	76	17	22.37%	85750	296	34	11.49%
85623	5	1	20.00%	85710	194	49	25.26%	85736	25	2	8.00%	85755	220	26	11.82%
85629	212	33	15.57%	85711	158	33	20.89%	85737	183	28	15.30%	85756	63	26	41.27%
85641	200	33	16.50%	85712	123	19	15.45%	85739	253	30	11.86%	85757	82	20	24.39%

NOTE:

85637- 1 active listing

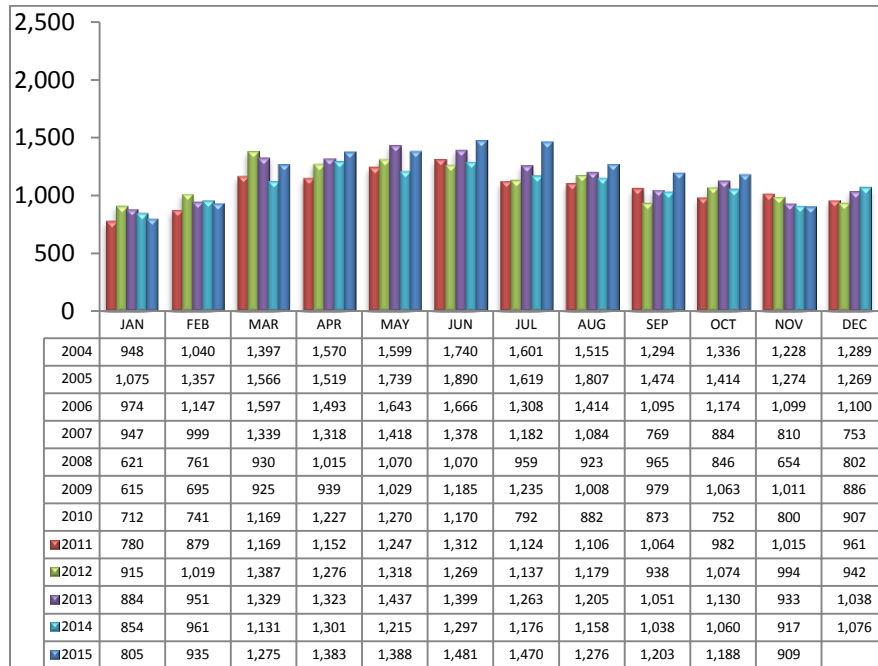
Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold	
Under \$29,999	25	4	0	2	31	9	C	656	1 -30 Days	423
\$30,000 to \$39,999	27	9	4	1	41	13	E	276	31-60 Days	168
\$40,000 to \$49,999	45	14	4	6	69	19	N	618	61 - 90 Days	110
\$50,000 to \$59,999	61	18	8	7	94	16	NE	267	91-120 Days	76
\$60,000 to \$69,999	80	15	3	12	110	19	NW	1390	121 - 180 Days	81
\$70,000 to \$79,999	72	25	4	5	106	23	S	165	Over 180 Days	51
\$80,000 to \$89,999	89	30	15	3	137	30	SE	380	Avg. Days on Market	
\$90,000 to \$99,999	115	42	12	18	187	37	SW	331	60	
\$100,000 to \$119,999	244	110	13	29	396	66	W	232	Avg. Sold Price	
\$120,000 to \$139,999	396	136	31	37	600	80	XNE	23	\$209,485	
\$140,000 to \$159,999	420	141	27	32	620	87	XNW	72	Median Sale Price	
\$160,000 to \$179,999	409	126	28	34	597	97	XS	411	\$169,000	
\$180,000 to \$199,999	387	108	12	35	542	66	XSW	236	New Listings	
\$200,000 to \$249,999	592	160	17	45	814	118	XW	39	1,749	
\$250,000 to \$299,999	510	84	4	44	642	80	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	590	119	8	32	749	83	C	112	\$20,563,023	
\$400,000 to \$499,999	316	51	4	9	380	26	E	70	\$11,485,979	
\$500,000 to \$749,999	402	43	4	19	468	27	N	78	\$29,651,616	
\$750,000 to \$999,999	162	9	0	3	174	8	NE	35	\$10,808,500	
\$1,000,000 and over	154	6	2	1	163	5	NW	240	\$62,569,144	
							S	57	\$6,069,305	
							SE	77	\$14,862,532	
							SW	60	\$7,396,229	
							W	54	\$7,570,859	
							XNE	0	\$0	
							XNW	16	\$1,991,000	
							XS	61	\$11,563,325	
							XSW	44	\$5,464,510	
Totals	5,096	1,250	200	374	6,920	909	XW	5	\$425,950	
							Total Volume		\$190,421,972	
	Nov-15	Nov-14	% Change	YTD 2015	YTD 2014	% Change				
Home Sales Volume	\$190,421,972	\$189,711,618	0.37%	\$2,804,869,803	\$2,464,347,205	13.82%				
Home Sales Units	909	917	-0.87%	13,313	12,108	9.95%				
Average Sales Price (All Residential)	\$209,485	\$206,882	1.26%	\$209,997	\$206,829	1.53%				
Median Sales Price	\$169,000	\$165,000	2.42%	\$170,854	\$165,461	3.26%				
Average Days on Market:	60	58	3.45%	62	61	1.64%				
Average List Price for Sold:	\$213,121	\$213,195	-0.03%	\$215,010	\$214,038	0.45%				
SP/LP %	98.29%	97.04%		97.67%	96.63%					
Total Under Contract	1,824	1,465	24.51%							
Active Listings	5,096	5,820	-12.44%							
New Listings	1,749	1,809	-3.32%							

Types of Financing		Totals
FHA		179
VA		90
Other		27
Cash		293
Conventional		315
Cash/Loan		0
Carryback		5

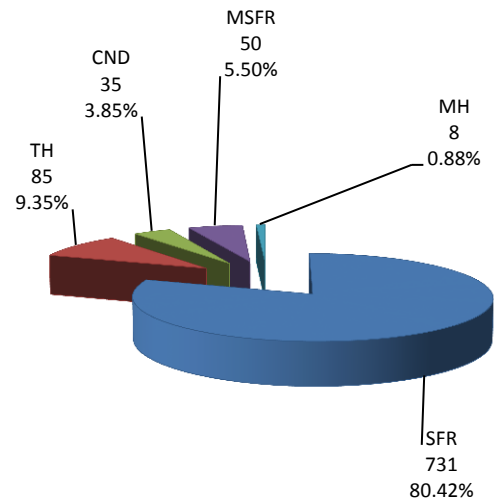
Types of Financing	Totals
FHA	179
VA	90
Other	27
Cash	293
Conventional	315
Cash/Loan	0
Carryback	5

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 nor is in any way responsible for its accuracy.

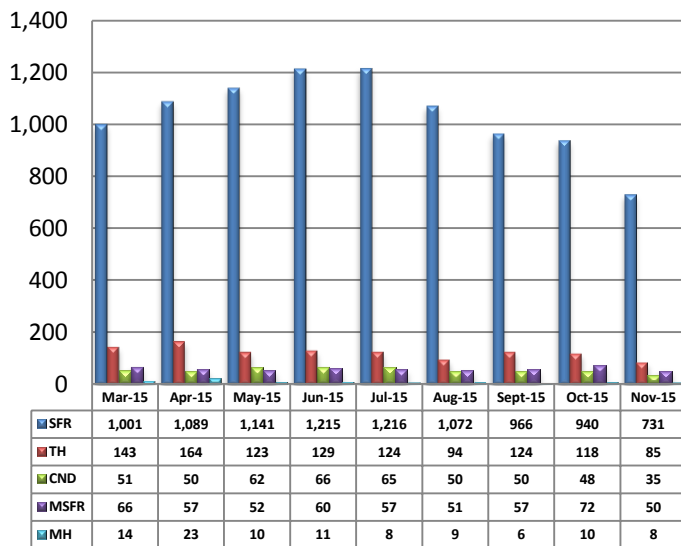
Total Unit Sales – November 2015



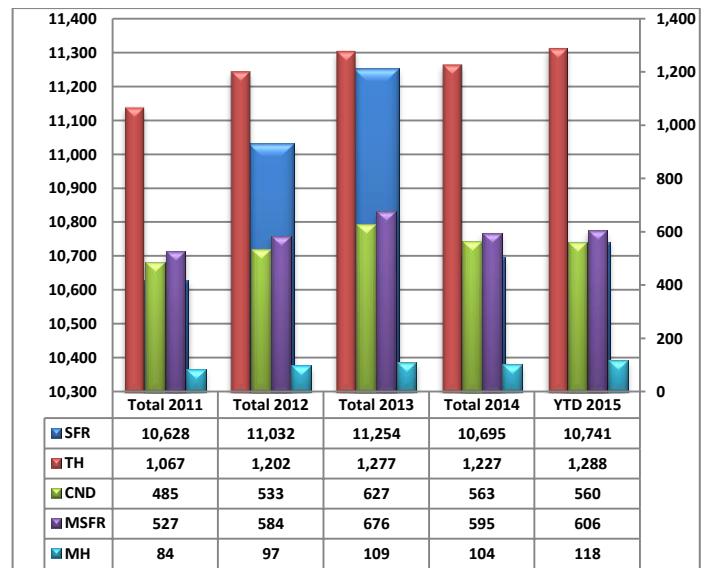
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

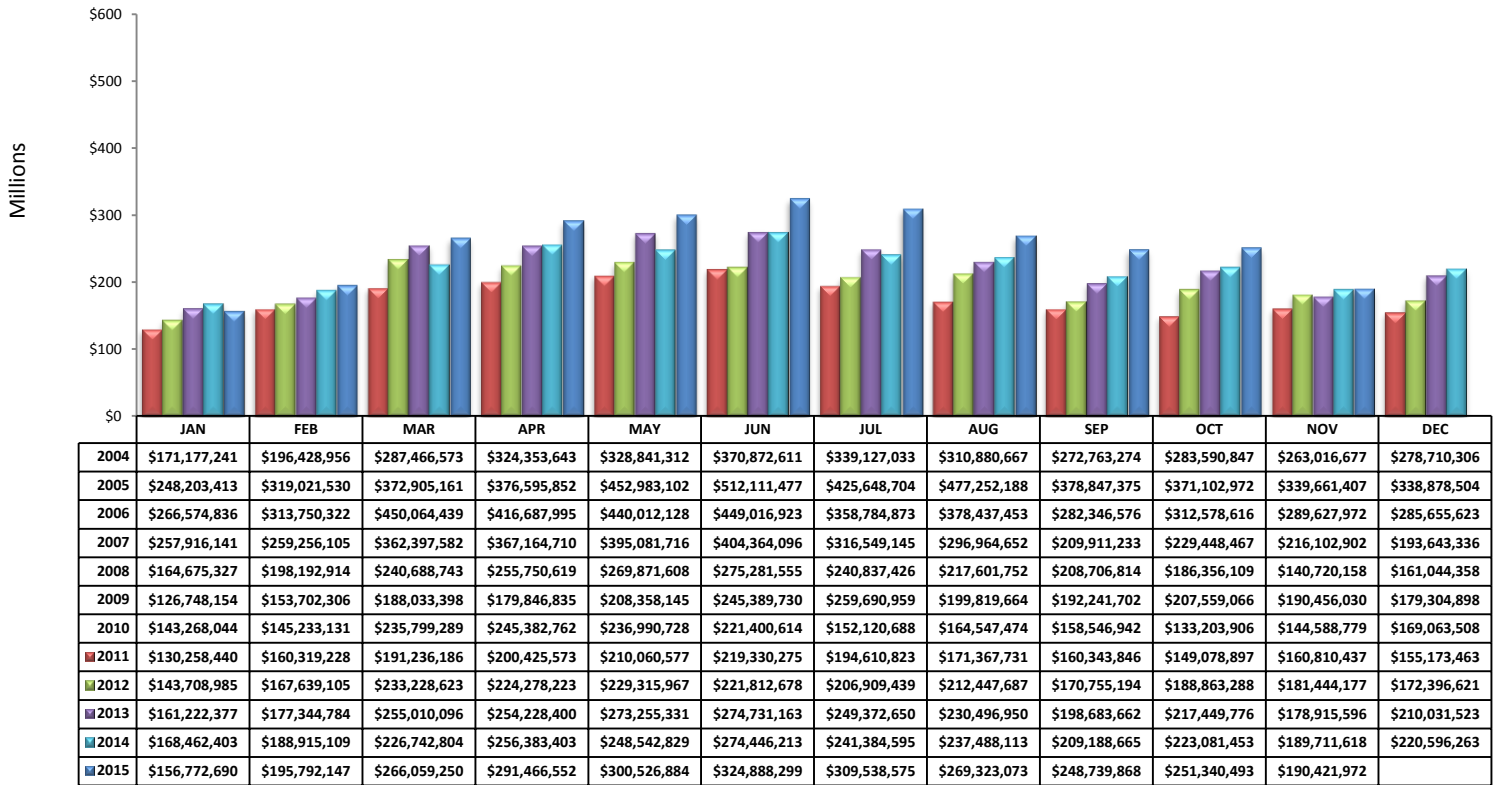


YTD Annual Comparison – Breakdown by Type

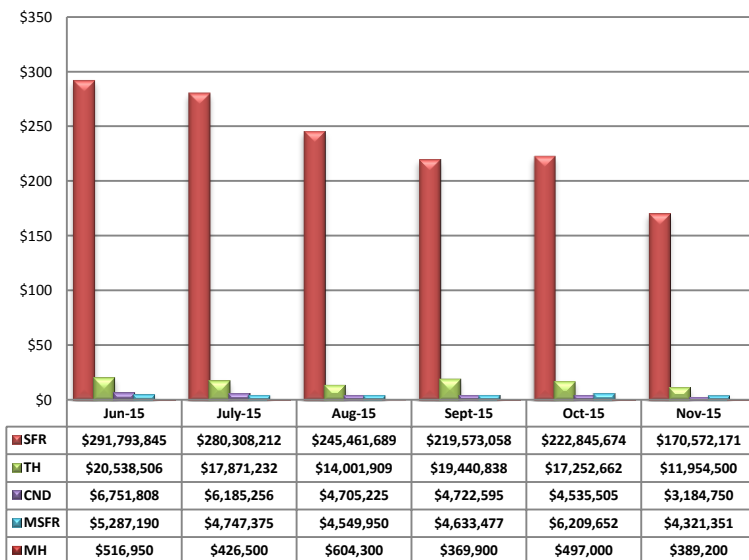


PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report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

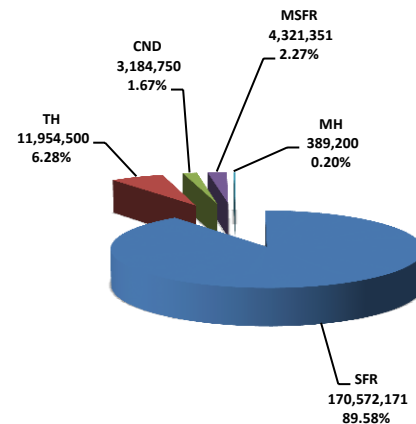
Total Sales Volume - November 2015



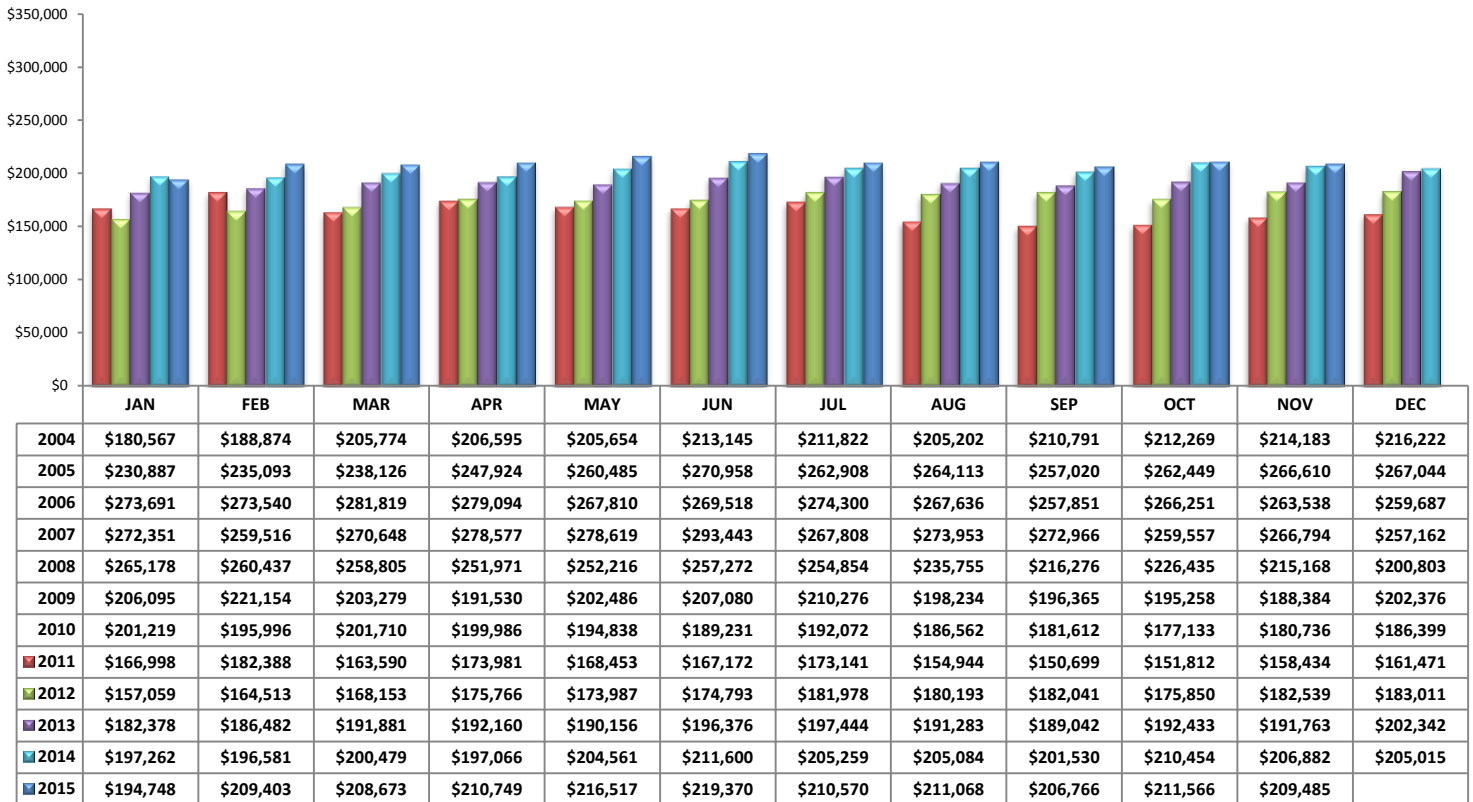
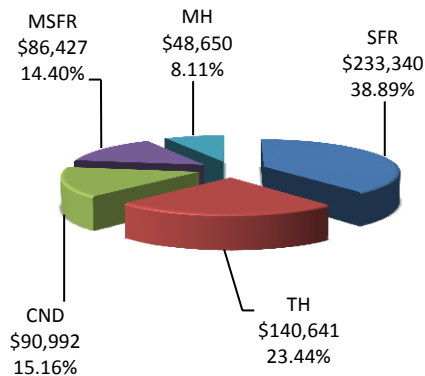
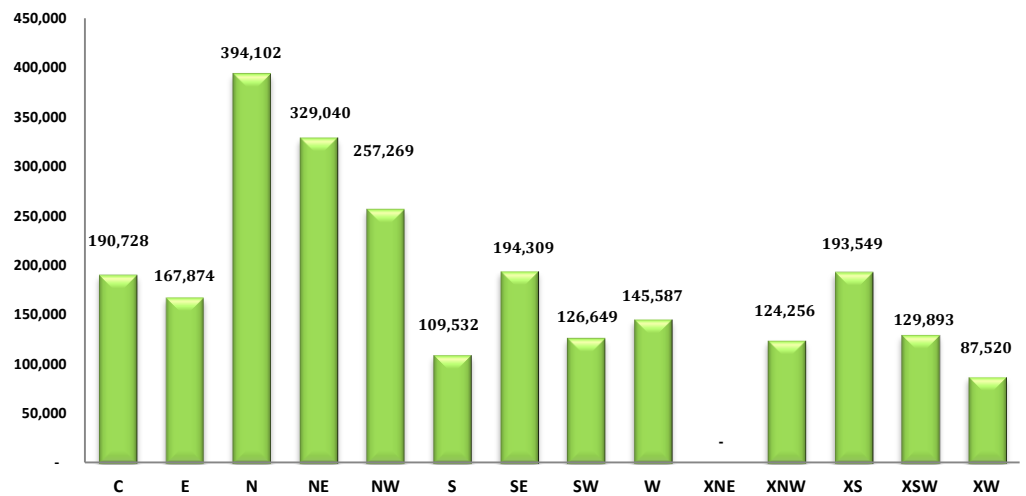
Total Sales Volume By Type - Monthly Comparison



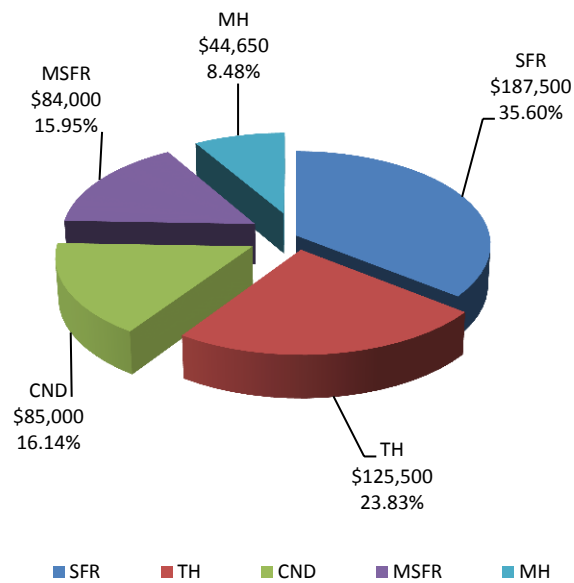
Monthly Volume by Type



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.

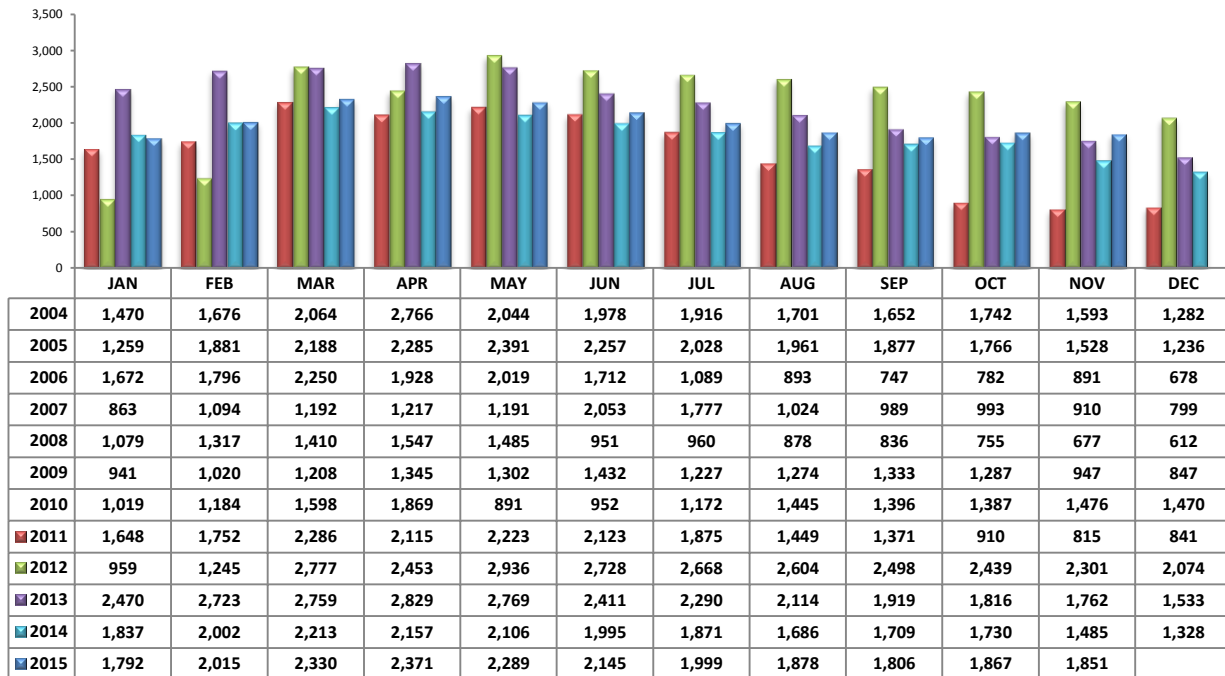
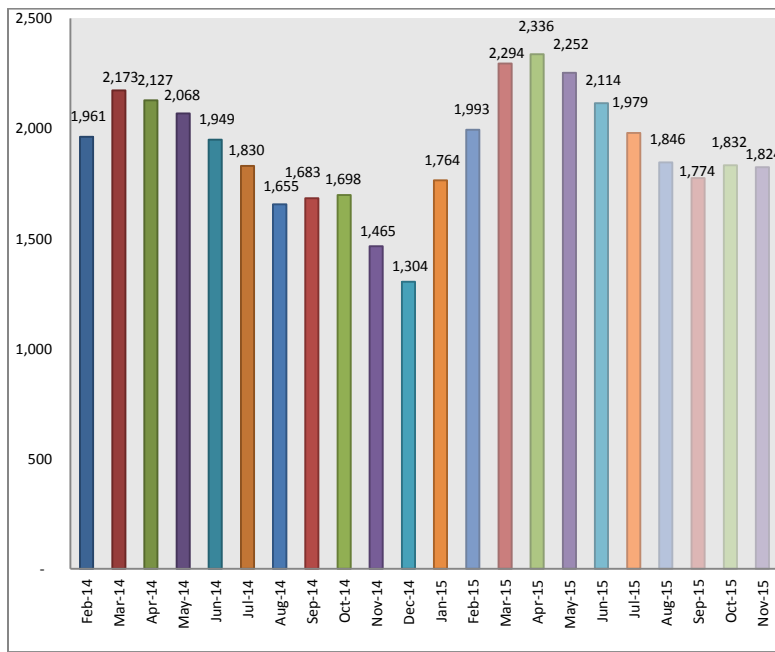
Average Sales Price – November 2015**Average Sales Price by Type – November 2015****Average "Listing" Price per Area – November 2015**

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.

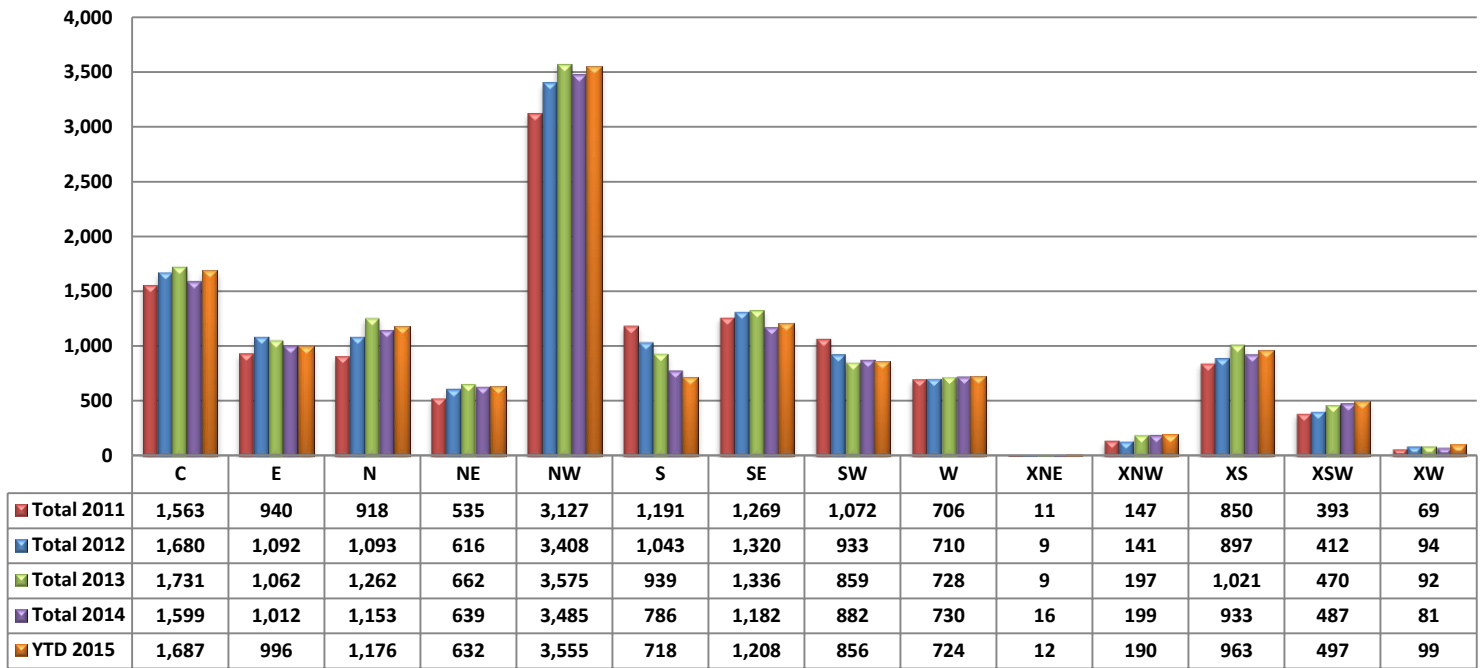
Median Sale Price – by Type**Median Sale Price – November 2015**

	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	\$173,250	\$172,000	\$172,825	\$169,000	

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.

Newly Under Contract During The Month**Total Listings Still Under Contract At The End of The Month**

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.

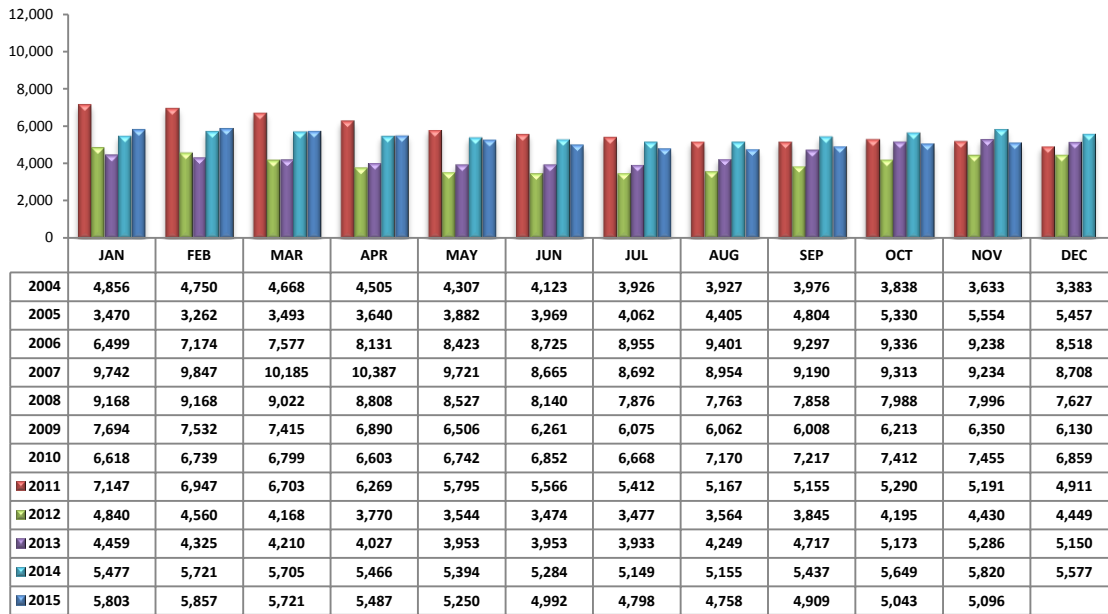
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$117,011	\$189,135	\$289,000	\$396,666	\$183,598
E	\$96,263	\$162,267	\$204,932	\$0	\$164,085
N	\$193,644	\$396,850	\$491,666	\$593,975	\$380,148
NE	\$69,640	\$262,743	\$354,490	\$785,666	\$308,814
NW	\$215,329	\$242,176	\$316,488	\$330,428	\$260,704
S	\$86,330	\$103,476	\$126,649	\$168,000	\$106,479
SE	\$129,423	\$158,367	\$242,833	\$327,714	\$193,019
SW	\$73,036	\$123,902	\$159,986	\$172,577	\$123,270
W	\$89,990	\$152,452	\$205,080	\$198,166	\$140,201
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$50,000	\$121,562	\$132,125	\$195,000	\$124,437
XS	\$161,833	\$177,910	\$210,695	\$214,400	\$189,562
XSW	\$114,421	\$154,208	\$113,321	\$0	\$124,193
XW	\$98,000	\$67,250	\$96,725	\$0	\$85,190

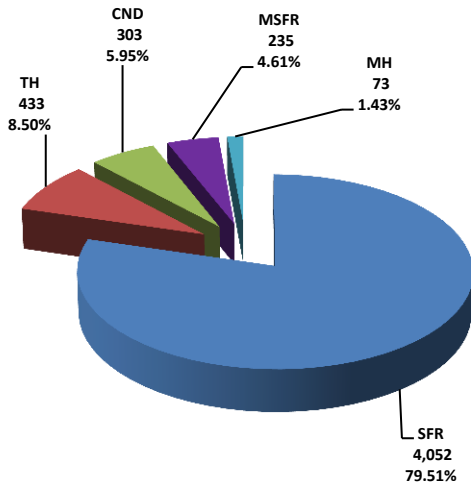
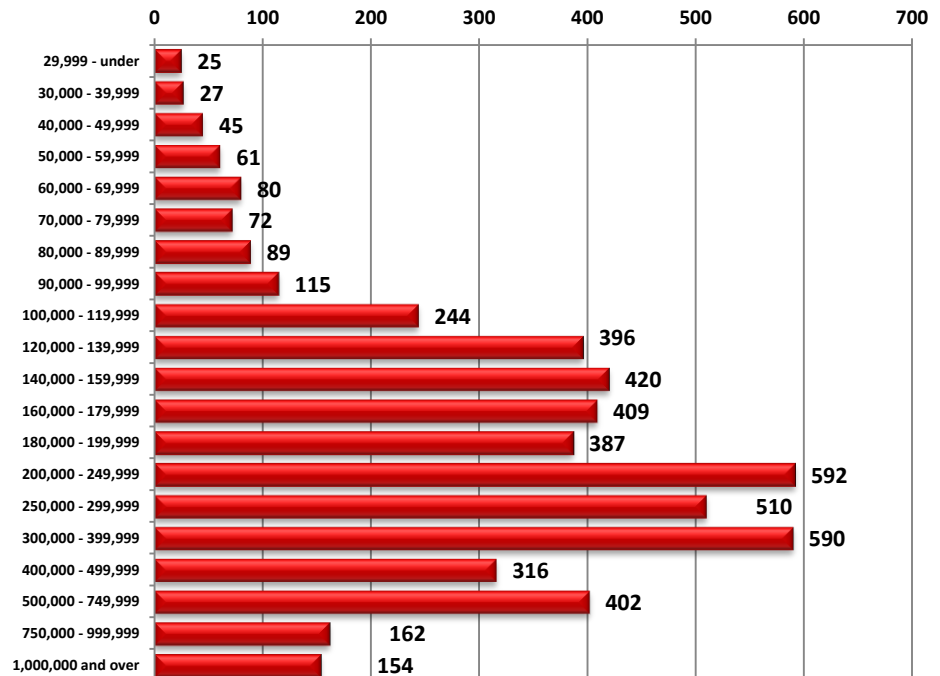
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	38	56	15	3	112
E	11	39	20	0	70
N	23	27	21	7	78
NE	5	16	11	3	35
NW	52	112	62	14	240
S	10	34	12	1	57
SE	13	37	18	9	77
SW	15	27	12	6	60
W	17	29	5	3	54
XNE	0	0	0	0	0
XNW	2	8	4	2	16
XS	12	22	22	5	61
XSW	26	11	7	0	44
XW	1	2	2	0	5

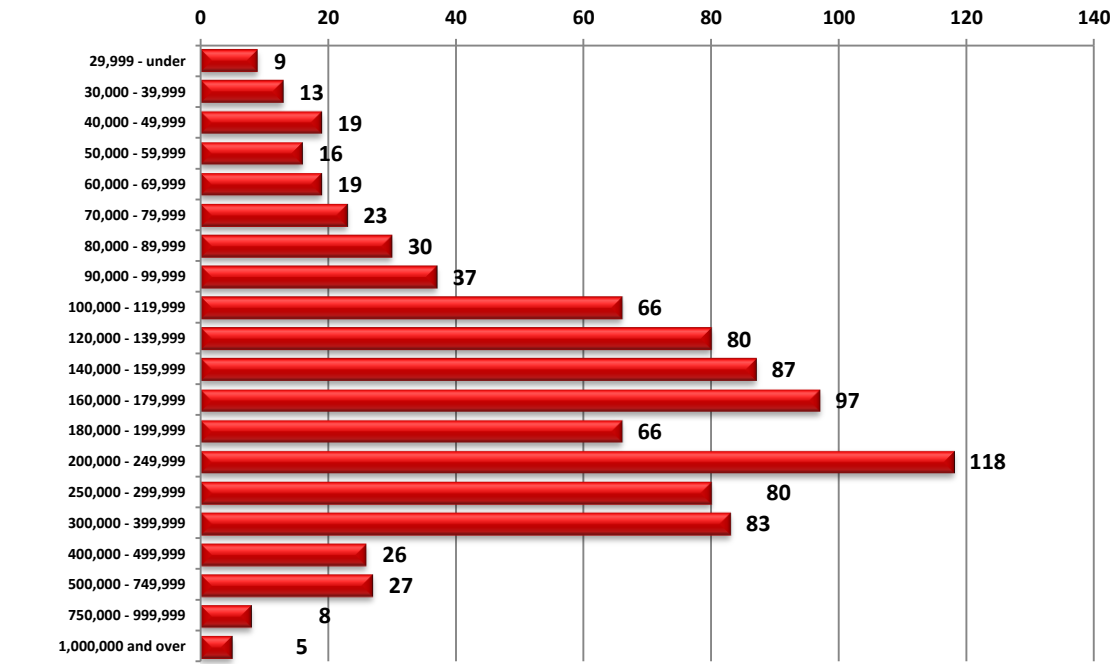
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report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

Active Listings

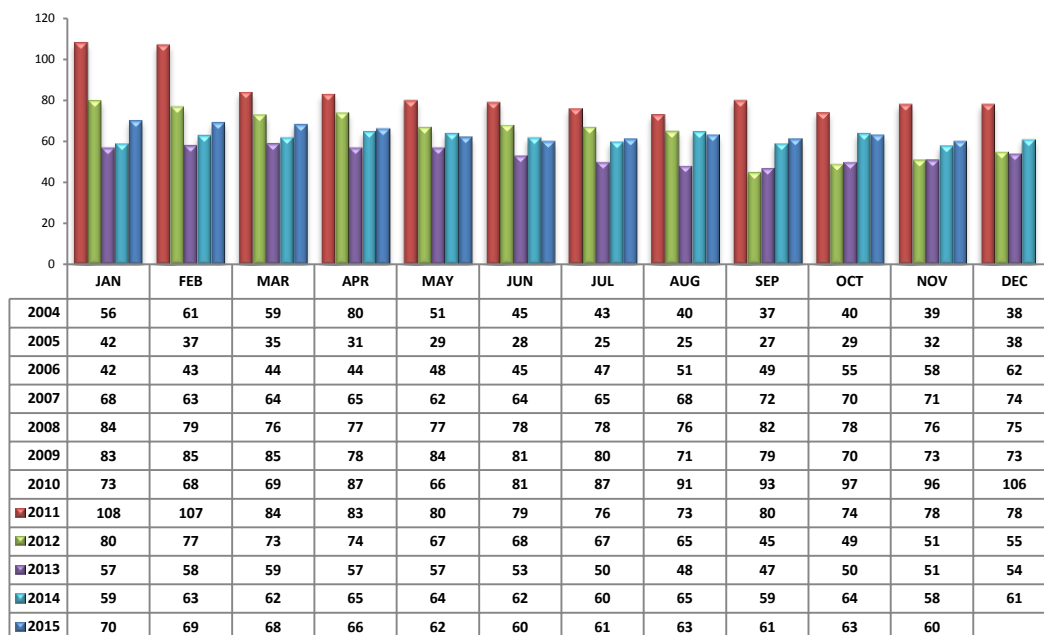
Area	# of Listings
C	656
E	276
N	618
NE	267
NW	1390
S	165
SE	380
SW	331
W	232
XNE	23
XNW	72
XS	411
XSW	236
XW	39

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

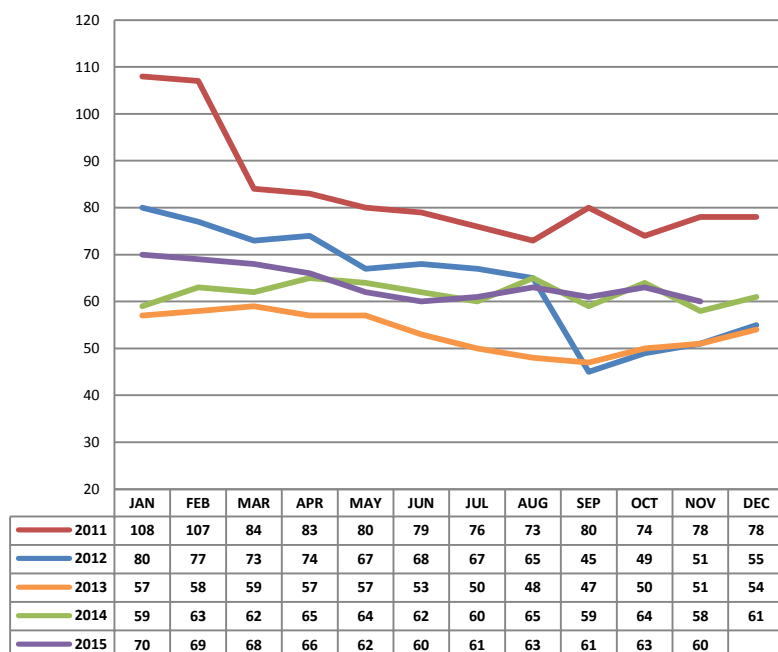
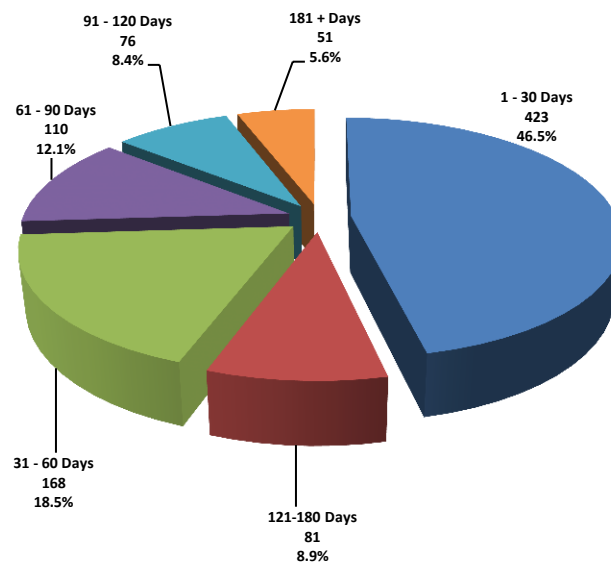
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report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

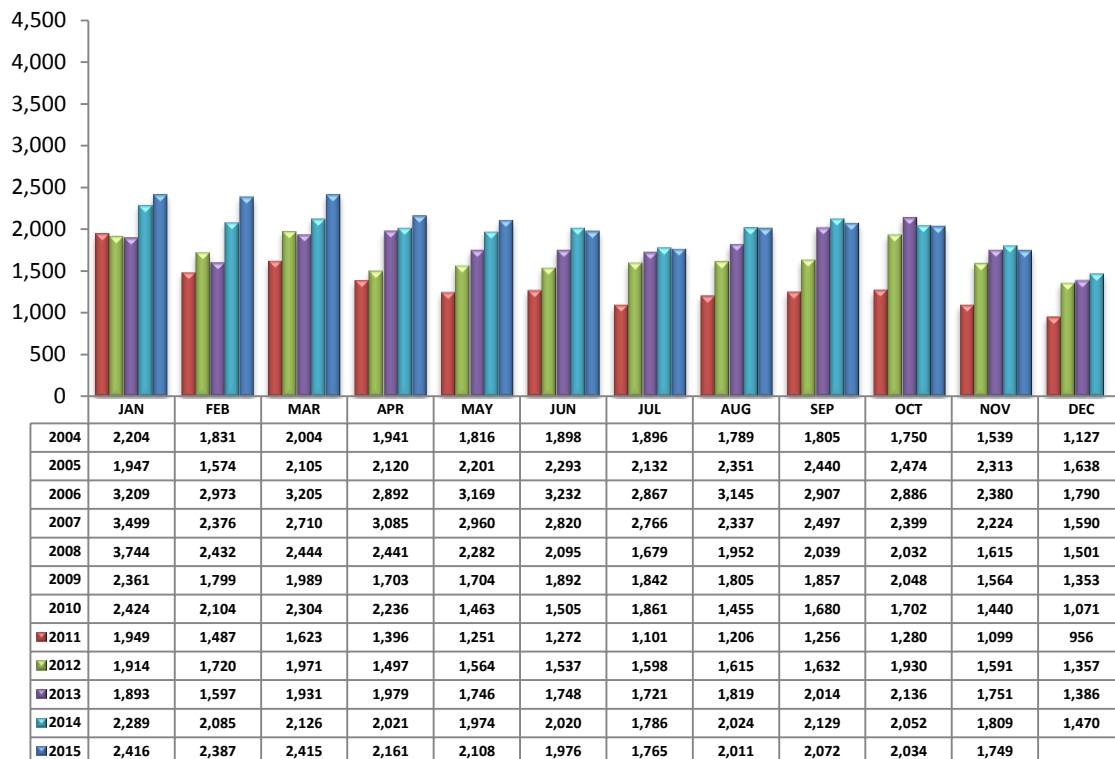
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report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

Average Days on Market/Listing - November 2015

Area	Avg. DOM
C	57
E	56
N	73
NE	62
NW	59
S	57
SE	50
SW	70
W	51
XNE	0
XNW	44
XS	75
XSW	63
XW	34

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 – November 2015

Area	# of Listings
C	234
E	92
N	193
NE	90
NW	464
S	82
SE	127
SW	121
W	86
XNE	3
XNW	28
XS	144
XSW	75
XW	10

*Includes properties that were re-listed

**Beginning November 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.
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
Aug 2015	207	360	53
Sept 2015	204	385	58
Oct 2015	200	326	41
Nov 2015	165	318	67

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.