## For Immediate <br> Release: <br> October 8, 2015

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## Tucson Association of REALTORS®

Multiple Listing Service Monthly Statistics september 2015

Below are some highlights from the September Residential Sales Statistics:

- Total Sales Volume decreased this month, going from $\$ 269,323,073$ in August to $\$ 248,739,868$ in September, a $7.64 \%$ decrease from last month, but is an increase of $18.91 \%$ over September 2014.
- The Average Sales Price decreased to \$206,766 from $\$ 211,068$ in August, resulting in a 2.04\% decrease.
- Average List Price this month was $\$ 212,648$, a decrease of $2.38 \%$ since last month.
- Total Under Contract decreased by $3.90 \%$ from August.
- Total Unit Sales of 1,203 is down from August's number of 1,276 , resulting in a $5.72 \%$ decrease but is an increase of 15.90\% over September 2014.
- The Median Sales Price declined slightly to $\$ 172,000$ from $\$ 173,250$ in August, a .72\% decrease.
- New Listings increased 3.03\% from August.
- Total Active Listings of 4,909 is a $3.17 \%$ increase from August's number of 4,758 .
- Average Days on Market decreased to 61 in September from 63 in August.
- Conventional loan sales of $35.8 \%$ exceeded Cash Sales of $25.9 \%$ this month.

Henry Zipf
2015 TARMLS President
 OFREALTORS*


REALTOR

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.

September 2015 Recap by Month and Year - \% of Change

Total Sales Volume

|  | $\underline{2015}$ | $\underline{2014}$ | Annual \% Change |
| :---: | :---: | :---: | :---: |
| September | \$248,739,868 | \$209,188,665 | 18.91\% |
| August | \$269,323,073 | \$237,488,113 | 13.40\% |
| Month \% Change | -7.64\% | -11.92\% |  |

## Average Sales Price

| 2015 |  | 2014 |  |
| :--- | :---: | :---: | :---: |
| Annual \% Change |  |  |  |
| September | $\$ 206,766$ | $\$ 201,530$ | $2.60 \%$ |
| August | $\$ 211,068$ | $\$ 205,084$ | $2.92 \%$ |
| Month \% Change | $-2.04 \%$ | $-1.73 \%$ |  |

## Average List Price

|  | 2015 | 2014 | Annual \% Change |
| :---: | :---: | :---: | :---: |
| September | \$212,648 | \$207,472 | 2.49\% |
| August | \$217,833 | \$211,024 | 3.23\% |
| Month \% Change | -2.38\% | -1.68\% |  |

Total Under Contract

|  |  | $\underline{\text { 2015 }}$ |  |
| :--- | :---: | :---: | :---: |
| 2014 | Annual \% Change |  |  |
| September | 1,774 | 1,683 | $5.41 \%$ |
| August | 1,846 | 1,655 | $11.54 \%$ |
| Month \% Change | $-3.90 \%$ | $1.69 \%$ |  |

## Total Unit Sales

|  | $\underline{2015}$ | $\underline{\mathbf{2 0 1 4}}$ | Annual \% Change |
| :--- | :---: | :---: | :---: |
| September | 1,203 | 1,038 | $15.90 \%$ |
| August | 1,276 | 1,158 | $10.19 \%$ |
| Month \% Change | $-5.72 \%$ | $-10.36 \%$ |  |

Median Sales Price

| $\underline{2015}$ |  | $\underline{2014}$ | Annual \% Change |
| :--- | :---: | :---: | :---: |
| September | $\$ 172,000$ | $\$ 165,000$ | $4.24 \%$ |
| August | $\$ 173,250$ | $\$ 163,000$ | $6.29 \%$ |
| Month \% Change | $-0.72 \%$ | $1.23 \%$ |  |

New Listings

|  | $\underline{2015}$ | $\underline{2014}$ | Annual \% Change |
| :---: | :---: | :---: | :---: |
| September | 2,072 | 2,129 | -2.68\% |
| August | 2,011 | 2,024 | -0.64\% |
| Month \% Change | 3.03\% | 5.19\% |  |

Active Listings

|  | 2015 | 2014 | Annual \% Change |
| :---: | :---: | :---: | :---: |
| September | 4,909 | 5,437 | -9.71\% |
| August | 4,758 | 5,155 | -7.70\% |
| Month \% Change | 3.17\% | 5.47\% |  |

## September 2015 - Active and Sold by Zip Code

| Zip Code | \# Active | \# Sold | \% | Zip Code | \# Active | \# Sold | \% | Zip Code | \#Active | \# Sold | \% | Zip Code | \# Active | \# Sold | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 85143 | 0 | 0 | 0.00\% | 85645 | 1 | 0 | 0.00\% | 85713 | 144 | 37 | 25.69\% | 85740 | 0 | 0 | 0.00\% |
| 85145 | 25 | 0 | 0.00\% | 85648 | 0 | 0 | 0.00\% | 85714 | 17 | 3 | 17.65\% | 85741 | 80 | 42 | 52.50\% |
| 85245 | 0 | 0 | 0.00\% | 85653 | 85 | 16 | 18.82\% | 85715 | 91 | 32 | 35.16\% | 85742 | 196 | 53 | 27.04\% |
| 85601 | 1 | 0 | 0.00\% | 85654 | 0 | 0 | 0.00\% | 85716 | 155 | 22 | 14.19\% | 85743 | 163 | 54 | 33.13\% |
| 85602 | 4 | 0 | 0.00\% | 85658 | 201 | 37 | 18.41\% | 85717 | 0 | 0 | 0.00\% | 85745 | 163 | 29 | 17.79\% |
| 85611 | 0 | 0 | 0.00\% | 85701 | 28 | 0 | 0.00\% | 85718 | 281 | 45 | 16.01\% | 85746 | 95 | 35 | 36.84\% |
| 85614 | 200 | 26 | 13.00\% | 85704 | 157 | 39 | 24.84\% | 85719 | 122 | 23 | 18.85\% | 85747 | 136 | 48 | 35.29\% |
| 85616 | 0 | 0 | 0.00\% | 85705 | 76 | 31 | 40.79\% | 85730 | 139 | 41 | 29.50\% | 85748 | 98 | 24 | 24.49\% |
| 85619 | 28 | 3 | 10.71\% | 85706 | 74 | 36 | 48.65\% | 85734 | 0 | 0 | 0.00\% | 85749 | 168 | 23 | 13.69\% |
| 85622 | 49 | 10 | 20.41\% | 85709 | 0 | 0 | 0.00\% | 85735 | 74 | 18 | 24.32\% | 85750 | 251 | 34 | 13.55\% |
| 85623 | 10 | 3 | 30.00\% | 85710 | 195 | 82 | 42.05\% | 85736 | 24 | 5 | 20.83\% | 85755 | 189 | 41 | 21.69\% |
| 85629 | 194 | 36 | 18.56\% | 85711 | 149 | 45 | 30.20\% | 85737 | 163 | 53 | 32.52\% | 85756 | 51 | 19 | 37.25\% |
| 85641 | 201 | 63 | 31.34\% | 85712 | 103 | 40 | 38.83\% | 85739 | 243 | 35 | 14.40\% | 85757 | 84 | 20 | 23.81\% |

NOTE:
85637-1 active listing

Tucson Association of REALTORS ${ }^{\circledR}$, Real Estate Trend Indicator
ucson, AZ
From: 9/01/2015 to 9/30/2015
Statistics generated on: 10/07/15





Total Unit Sales - September 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 - September 2015



Total Sales Volume By Type - Monthly Comparison


Monthly Volume by Type


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## Average Sales Price - September 2015



## Average Sales Price by Type - September 2015

## Average "Listing" Price per Area - September 2015



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Median Sale Price - by Type


## Median Sale Price - September 2015

| \$250,000 |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$200,000 |  |  |  |  |  |  |  |  |  |  |  |  |
| \$150,000 | $\square \square$ | $\cdots \square$ | $\cdots$ | $\cdots$ |  | $\cdots$ | $\rightarrow$ |  | $\square$ | $\cdots$ | $\rightarrow$ | $\cdots$ |
| \$100,000 |  |  |  |  |  |  |  |  |  |  |  |  |
| \$50,000 |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 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 |
| $\square 2011$ | \$134,250 | \$137,000 | \$125,000 | \$132,000 | \$127,000 | \$126,000 | \$125,000 | \$122,200 | \$117,500 | \$120,000 | \$122,000 | \$120,000 |
| $\square 2012$ | \$125,000 | \$125,000 | \$132,900 | \$134,000 | \$140,000 | \$140,000 | \$140,000 | \$145,000 | \$144,950 | \$143,000 | \$144,627 | \$147,500 |
| $\square 2013$ | \$145,000 | \$149,000 | \$150,050 | \$157,000 | \$156,500 | \$160,000 | \$159,900 | \$160,500 | \$155,399 | \$155,000 | \$159,500 | \$157,900 |
| $\square 2014$ | \$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 |  |  |  |

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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

|  | $0-2$ <br> Bedrooms | 3 <br> Bedrooms | 4 <br> Bedrooms | $5+$ <br> Bedrooms | All <br> Bedrooms |
| :---: | :---: | :---: | :---: | :---: | :---: |
| C | $\$ 116,552$ | $\$ 158,331$ | $\$ 255,327$ | $\$ 254,216$ | $\$ 159,157$ |
| E | $\$ 104,984$ | $\$ 152,363$ | $\$ 176,768$ | $\$ 430,666$ | $\$ 159,162$ |
| N | $\$ 197,821$ | $\$ 337,965$ | $\$ 484,954$ | $\$ 531,633$ | $\$ 362,082$ |
| NE | $\$ 132,405$ | $\$ 278,363$ | $\$ 456,156$ | $\$ 282,750$ | $\$ 294,127$ |
| NW | $\$ 215,463$ | $\$ 243,116$ | $\$ 243,089$ | $\$ 327,843$ | $\$ 242,751$ |
| S | $\$ 74,071$ | $\$ 112,762$ | $\$ 153,526$ | $\$ 75,000$ | $\$ 118,586$ |
| SE | $\$ 120,761$ | $\$ 168,733$ | $\$ 207,783$ | $\$ 287,153$ | $\$ 194,617$ |
| SW | $\$ 86,514$ | $\$ 125,615$ | $\$ 176,214$ | $\$ 175,500$ | $\$ 139,648$ |
| W | $\$ 125,050$ | $\$ 171,742$ | $\$ 376,990$ | $\$ 138,500$ | $\$ 175,118$ |
| XNE | $\$ 289,666$ | $\$ 0$ | $\$ 0$ | $\$ 0$ | $\$ 289,666$ |
| XNW | $\$ 0$ | $\$ 99,375$ | $\$ 348,000$ | $\$ 0$ | $\$ 149,100$ |
| XS | $\$ 119,003$ | $\$ 197,250$ | $\$ 205,566$ | $\$ 228,680$ | $\$ 190,161$ |
| XSW | $\$ 114,284$ | $\$ 138,840$ | $\$ 110,000$ | $\$ 225,000$ | $\$ 123,200$ |
| XW | $\$ 119,500$ | $\$ 119,750$ | $\$ 121,000$ | $\$ 0$ | $\$ 120,083$ |

Units Sold per Area by \# of Bedrooms

|  | $\begin{gathered} 0-2 \\ \text { Bedrooms } \end{gathered}$ | 3 Bedrooms | $4$ <br> Bedrooms | 5+ <br> Bedrooms | All <br> Bedrooms |
| :---: | :---: | :---: | :---: | :---: | :---: |
| C | 62 | 58 | 25 | 3 | 148 |
| E | 15 | 65 | 25 | 3 | 108 |
| N | 21 | 36 | 31 | 3 | 91 |
| NE | 17 | 18 | 19 | 4 | 58 |
| NW | 75 | 178 | 73 | 23 | 349 |
| S | 7 | 41 | 17 | 1 | 66 |
| SE | 4 | 60 | 42 | 14 | 120 |
| SW | 10 | 40 | 24 | 6 | 80 |
| W | 16 | 40 | 5 | 2 | 63 |
| XNE | 3 | 0 | 0 | 0 | 3 |
| XNW | 0 | 4 | 1 | 0 | 5 |
| XS | 12 | 27 | 18 | 10 | 67 |
| XSW | 26 | 10 | 2 | 1 | 39 |
| XW | 2 | 2 | 2 | 0 | 6 |

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## Active Listings



| Area | \# of Listings |
| :---: | :---: |
| C | $\mathbf{6 3 1}$ |
| E | 294 |
| N | 577 |
| NE | 269 |
| NW | 1328 |
| S | 161 |
| SE | 392 |
| SW | 301 |
| W | 241 |
| XNE | 28 |
| XNW | 71 |
| XS | 377 |
| XSW | 194 |
| XW | 45 |

Active Listings Unit Breakdown
Active Listings Price Breakdown



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## Sold Price Breakdown



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## Average Days on Market/Listing - September 2015



| Area | Avg. DOM |
| :---: | :---: |
| C | $\mathbf{5 6}$ |
| E | 53 |
| N | 62 |
| NE | 67 |
| NW | $\mathbf{6 1}$ |
| S | 24 |
| SE | 64 |
| SW | $\mathbf{8 1}$ |
| W | 46 |
| XNE | 397 |
| XNW | 31 |
| XS | $\mathbf{6 9}$ |
| XSW | $\mathbf{1 0 5}$ |
| XW | $\mathbf{3 6}$ |

Annual Comparison - Average Days on Market


## Average Days on Market/Listing Breakdown



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New Listings - September 2015


| Area | \# of Listings |
| :---: | :---: |
| C | 262 |
| E | 151 |
| N | 217 |
| NE | 99 |
| NW | 563 |
| S | 106 |
| SE | 181 |
| SW | 141 |
| W | 102 |
| XNE | 3 |
| XNW | 24 |
| XS | 143 |
| XSW | 65 |
| XW | 15 |

*Includes properties that were re-listed
**Beginning September2012, 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 <br> Mkt. |
| :---: | :---: | :---: | :---: |
| Dec 2014 | $\mathbf{3 8 3}$ | $\mathbf{3 6 5}$ | $\mathbf{6 1}$ |
| Jan 2015 | 232 | 446 | 59 |
| Feb 2015 | 202 | 351 | 39 |
| Mar 2015 | 212 | 424 | 46 |
| Apr 2015 | 252 | 431 | $\mathbf{6 8}$ |
| May 2015 | 269 | 414 | $\mathbf{6 6}$ |
| June 2015 | 225 | 438 | $\mathbf{6 2}$ |
| July 2015 | $\mathbf{1 9 2}$ | $\mathbf{3 8 1}$ | $\mathbf{8 2}$ |
| Aug 2015 | 207 | $\mathbf{3 6 0}$ | $\mathbf{5 3}$ |
| Sept 2015 | 204 | $\mathbf{3 8 5}$ | $\mathbf{5 8}$ |

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