

**For Immediate
Release:**
November 7, 2015

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics **October 2015**

Below are some highlights from the October Residential Sales Statistics:

- Total Sales Volume increased this month to \$251,340,493. It's a 1.05% increase from last month's number of \$248,739,868, and a 12.67% increase over October 2014.
- The Average Sales Price increased to \$211,566 from \$206,766 in September, resulting in a 2.32% increase.
- Average List Price for October is \$218,097, an increase of 2.56% since last month.
- Total Under Contract increased by 3.27% from September.
- Total Unit Sales of 1,188 decreased from September's number of 1,203, resulting in a 1.25% decrease but is an increase of 12.08% over October 2014.
- The Median Sales Price increased slightly to \$172,825 from \$172,000 in September, a .48% increase.
- New Listings decreased 1.83% from September.
- Total Active Listings of 5,043 is a 2.73% increase from September's number of 4,909.
- Average Days on Market increased to 63 in October from 61 in September.
- Conventional loan sales of 35.9% exceed Cash Sales of 28.11% 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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October 2015 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
October	\$251,340,493	\$223,081,453	12.67%
September	\$248,739,868	\$209,188,665	18.91%
Month % Change	1.05%	6.64%	

Average Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
October	\$211,566	\$210,454	0.53%
September	\$206,766	\$201,530	2.60%
Month % Change	2.32%	4.43%	

Average List Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
October	\$218,097	\$217,786	0.14%
September	\$212,648	\$207,472	2.49%
Month % Change	2.56%	4.97%	

Total Under Contract

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
October	1,832	1,698	7.89%
September	1,774	1,683	5.41%
Month % Change	3.27%	0.89%	

Total Unit Sales

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
October	1,188	1,060	12.08%
September	1,203	1,038	15.90%
Month % Change	-1.25%	2.12%	

Median Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
October	\$172,825	\$166,500	3.80%
September	\$172,000	\$165,000	4.24%
Month % Change	0.48%	0.91%	

New Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
October	2,034	2,052	-0.88%
September	2,072	2,129	-2.68%
Month % Change	-1.83%	-3.62%	

Active Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
October	5,043	5,649	-10.73%
September	4,909	5,437	-9.71%
Month % Change	2.73%	3.90%	

October 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	165	37	22.42%	85740	0	0	0.00%
85145	26	3	11.54%	85648	0	0	0.00%	85714	16	4	25.00%	85741	82	36	43.90%
85245	0	0	0.00%	85653	93	28	30.11%	85715	106	34	32.08%	85742	193	40	20.73%
85601	1	0	0.00%	85654	0	0	0.00%	85716	151	29	19.21%	85743	163	55	33.74%
85602	2	1	50.00%	85658	233	27	11.59%	85717	0	0	0.00%	85745	159	44	27.67%
85611	0	0	0.00%	85701	29	3	10.34%	85718	281	51	18.15%	85746	87	37	42.53%
85614	224	36	16.07%	85704	151	33	21.85%	85719	115	20	17.39%	85747	127	48	37.80%
85616	0	0	0.00%	85705	84	28	33.33%	85730	141	42	29.79%	85748	91	36	39.56%
85619	25	1	4.00%	85706	68	14	20.59%	85734	0	0	0.00%	85749	165	21	12.73%
85622	55	10	18.18%	85709	0	0	0.00%	85735	81	16	19.75%	85750	276	45	16.30%
85623	7	3	42.86%	85710	201	57	28.36%	85736	27	2	7.41%	85755	189	46	24.34%
85629	196	48	24.49%	85711	149	39	26.17%	85737	182	31	17.03%	85756	56	23	41.07%
85641	203	64	31.53%	85712	117	35	29.91%	85739	242	38	15.70%	85757	82	23	28.05%

NOTE:

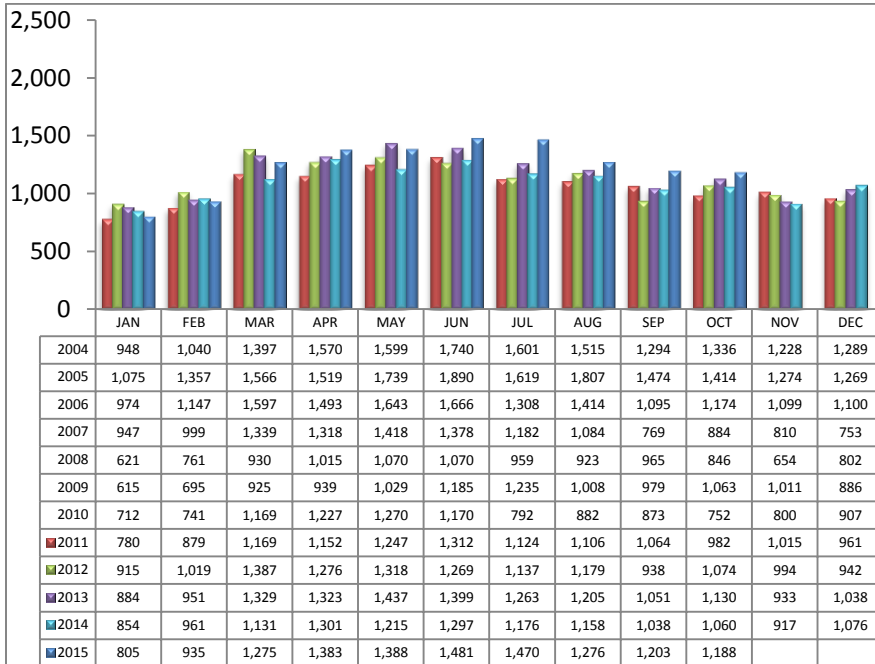
85637- 1 active listing

Residential Listing Statistics							Active Listings		Days on Market of Units Sold	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area		
Under \$29,999	26	4	1	3	34	15	C	643	1-30 Days	541
\$30,000 to \$39,999	30	10	5	4	49	16	E	294	31-60 Days	227
\$40,000 to \$49,999	47	17	4	5	73	16	N	600	61-90 Days	147
\$50,000 to \$59,999	55	14	9	6	84	18	NE	280	91-120 Days	90
\$60,000 to \$69,999	68	21	6	10	105	14	NW	1370	121-180 Days	92
\$70,000 to \$79,999	71	28	4	10	113	25	S	160	Over 180 Days	91
\$80,000 to \$89,999	96	32	15	14	157	29	SE	384	Avg. Days on Market	
\$90,000 to \$99,999	113	49	11	14	187	35	SW	309	63	
\$100,000 to \$119,999	221	109	18	34	382	93	W	244	Avg. Sold Price	
\$120,000 to \$139,999	386	139	28	30	583	112	XNE	25	\$211,566	
\$140,000 to \$159,999	411	133	28	34	606	148	XNW	74	Median Sale Price	
\$160,000 to \$179,999	399	133	29	39	600	108	XS	393	\$172,825	
\$180,000 to \$199,999	398	93	7	25	523	94	XSW	217	New Listings	
\$200,000 to \$249,999	593	169	18	47	827	164	XW	50	2,034	
\$250,000 to \$299,999	493	108	5	33	639	102	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	612	95	6	37	750	104	C	148	\$24,697,626	
\$400,000 to \$499,999	308	40	4	12	364	40	E	93	\$15,867,073	
\$500,000 to \$749,999	414	44	3	10	471	39	N	108	\$39,922,701	
\$750,000 to \$999,999	154	12	0	4	170	8	NE	57	\$17,950,412	
\$1,000,000 and over	148	6	1	3	158	8	NW	294	\$73,607,814	
							S	49	\$5,879,828	
							SE	120	\$22,821,750	
							SW	83	\$11,407,488	
							W	71	\$12,955,513	
							XNE	1	\$247,500	
							XNW	19	\$1,821,923	
							XS	87	\$17,139,061	
							XSW	44	\$5,780,775	
							XW	14	\$1,241,029	
Totals	5,043	1,256	202	374	6,875	1,188				
									Total Volume	\$251,340,493
	Oct-15	Oct-14	% Change	YTD 2015	YTD 2014	% Change				
Home Sales Volume	\$251,340,493	\$223,081,453	12.67%	\$2,614,447,831	\$2,274,635,587	14.94%				
Home Sales Units	1,188	1,060	12.08%	12,404	11,191	10.84%				
Average Sales Price (All Residential)	\$211,566	\$210,454	0.53%	\$210,509	\$206,975	1.71%				
Median Sales Price	\$172,825	\$166,500	3.80%	\$172,708	\$165,922	4.09%				
Average Days on Market:	63	64	-1.56%	63	64	-1.56%				
Average List Price for Sold:	\$218,097	\$217,786	0.14%	\$216,898	\$214,881	0.94%				
SP/LP %	97.01%	96.63%		97.05%	96.32%					
Total Under Contract	1,832	1,698	7.89%							
Active Listings	5,043	5,649	-10.73%							
New Listings	2,034	2,052	-0.88%							

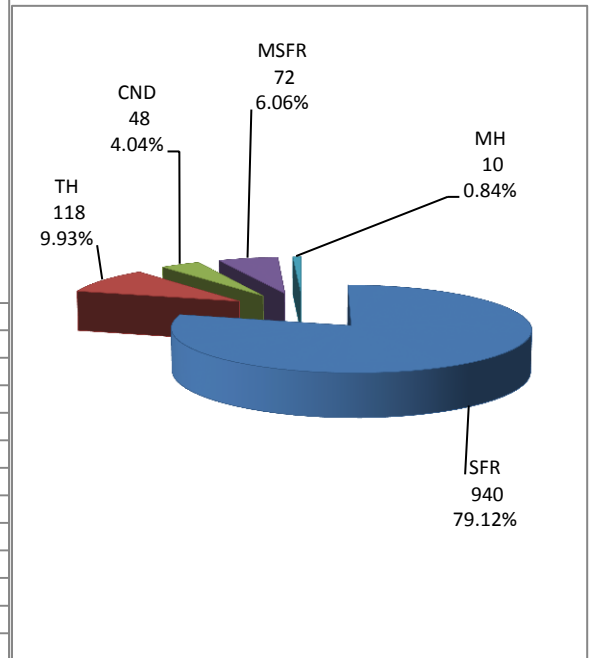
Types of Financing	Totals
FHA	251
VA	151
Other	21
Cash	334
Conventional	427
Cash/Loan	0
Carryback	4

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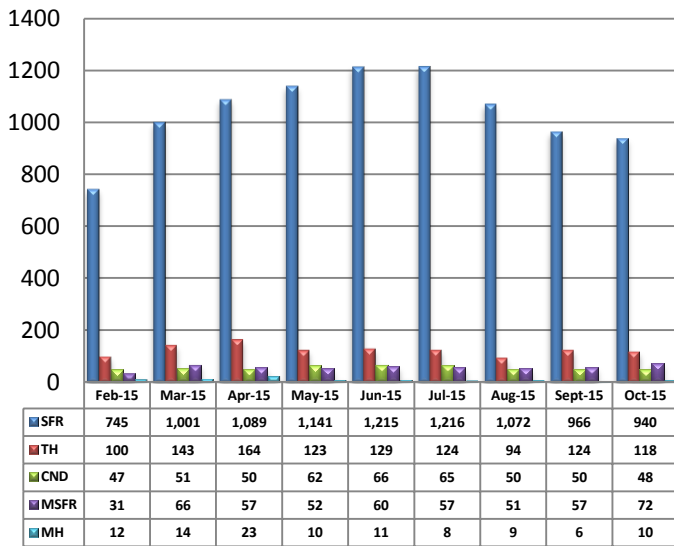
Total Unit Sales - October 2015



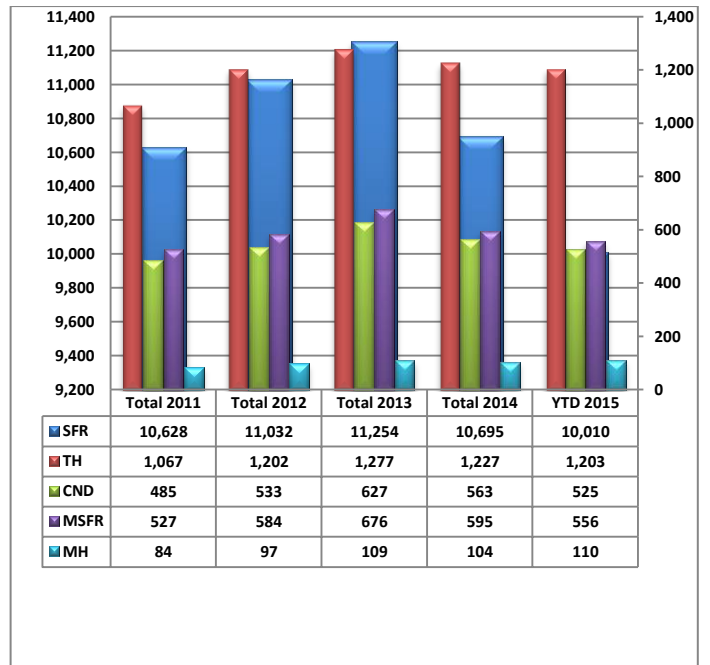
Unit Sales - Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

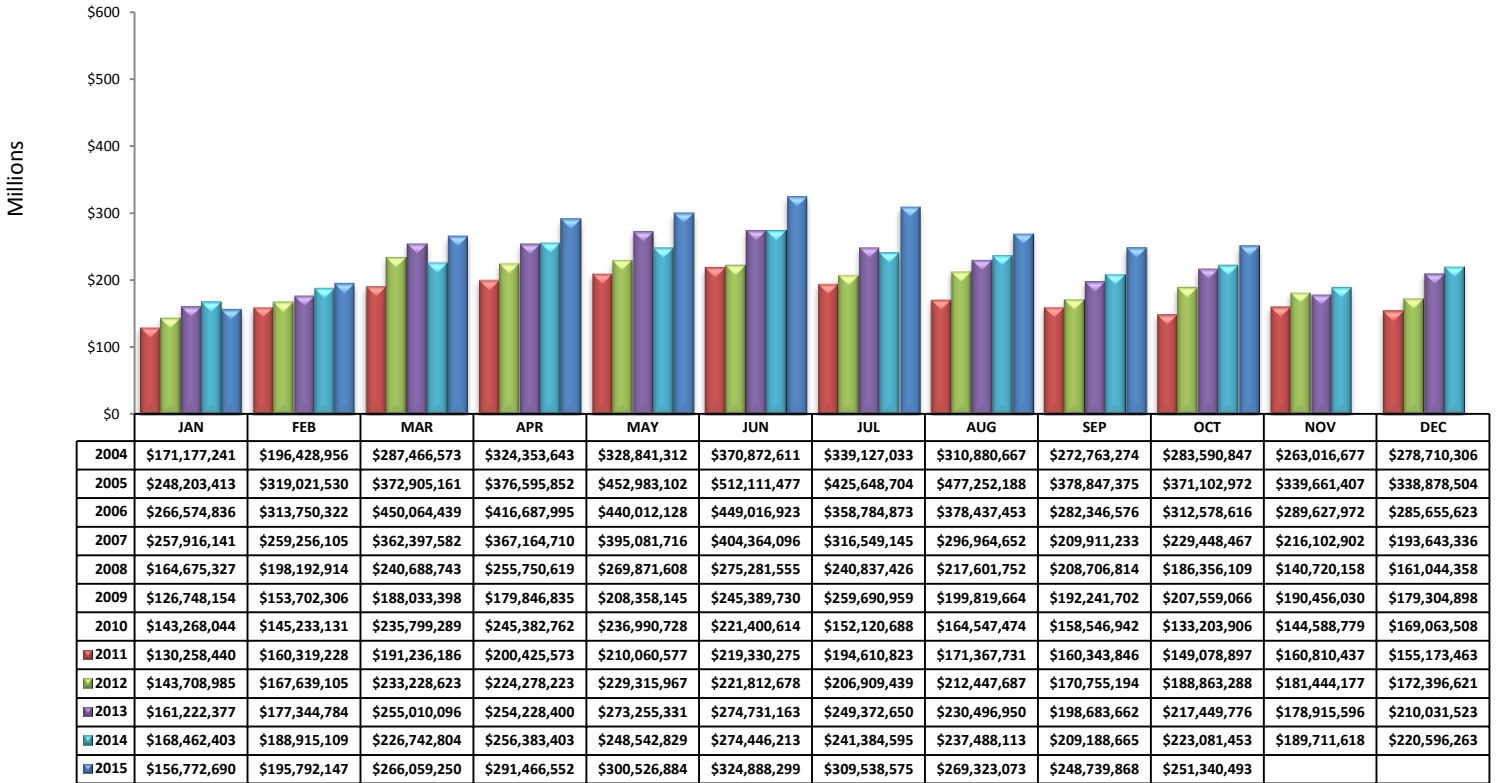


YTD Annual Comparison - Breakdown by Type



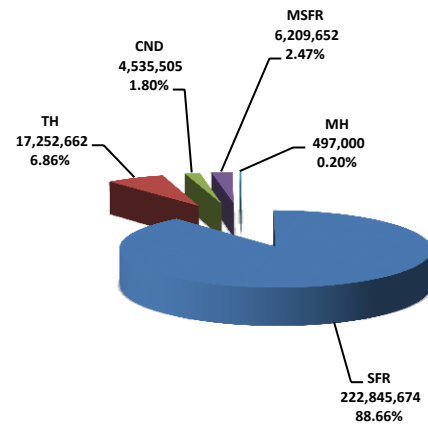
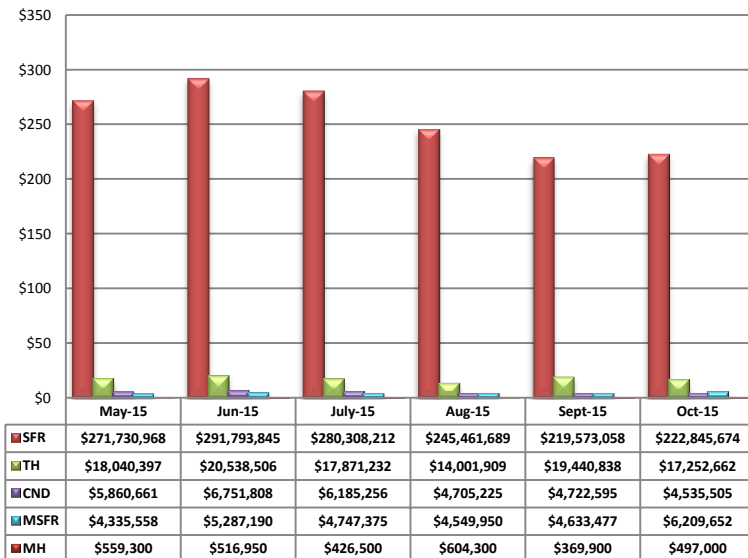
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Total Sales Volume - October 2015



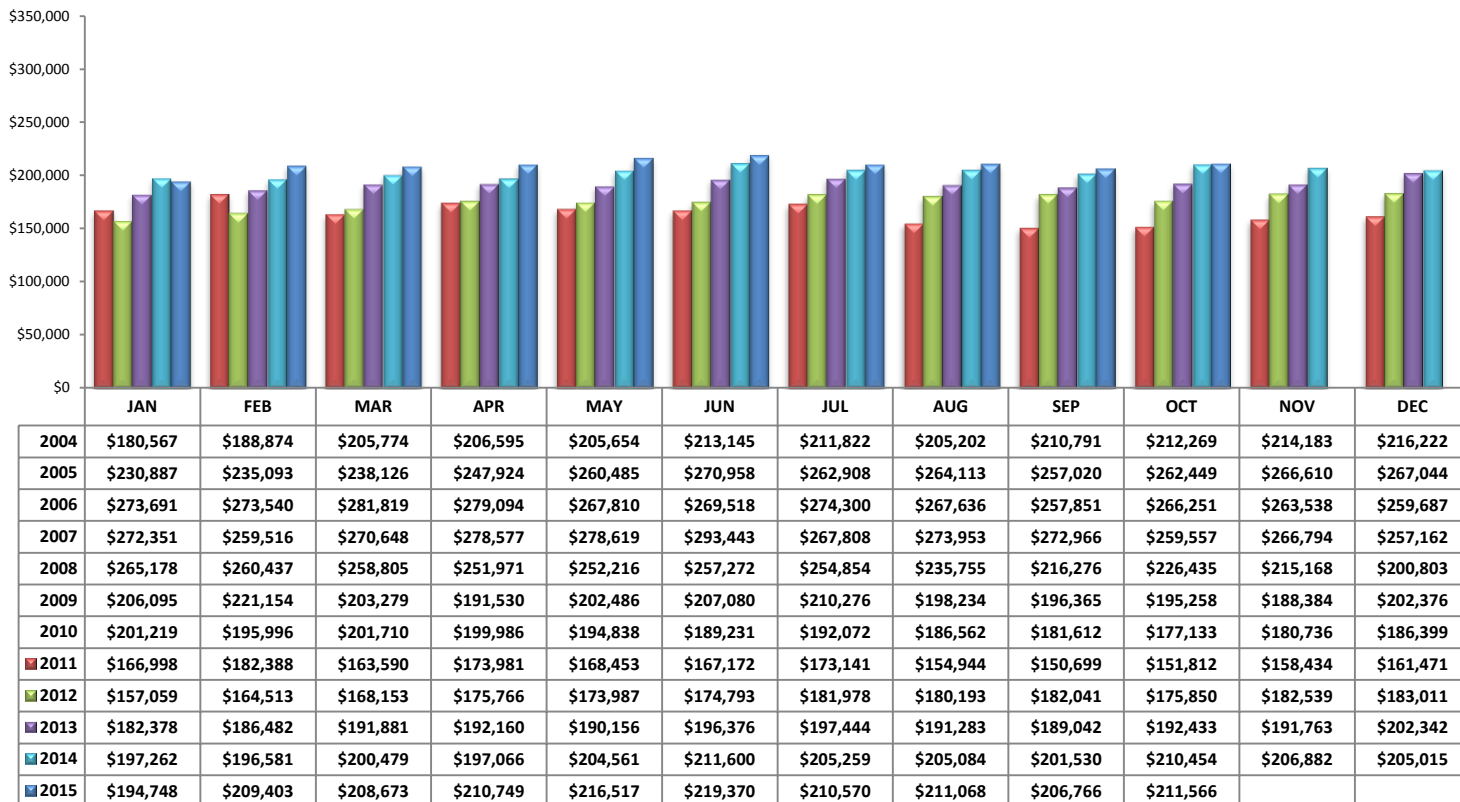
Total Sales Volume By Type - Monthly Comparison

Monthly Volume by Type

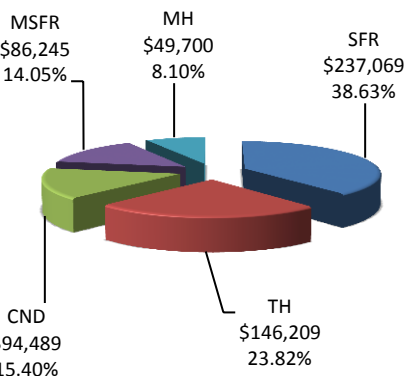


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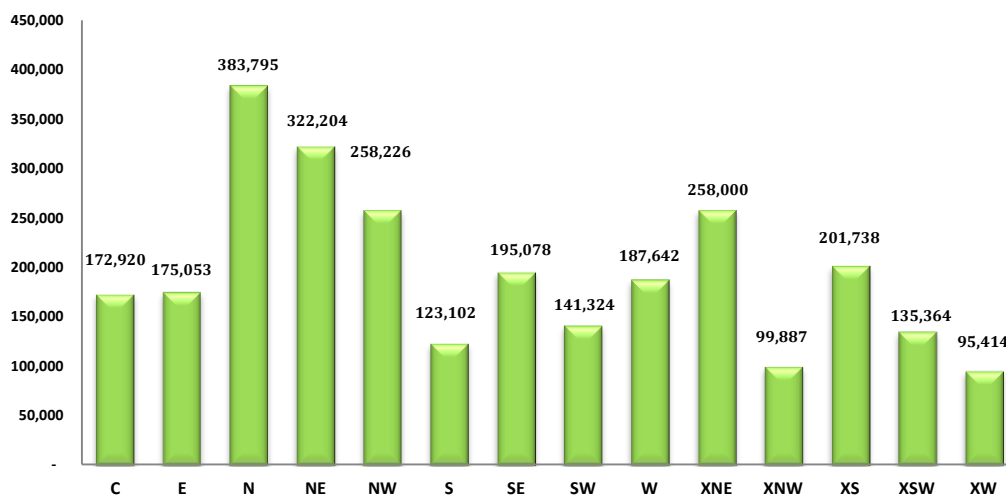
Average Sales Price – October 2015



Average Sales Price by Type – October 2015

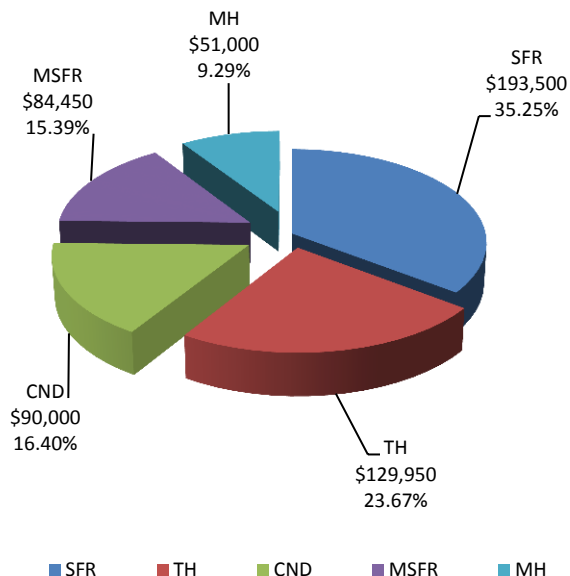


Average "Listing" Price per Area – October 2015

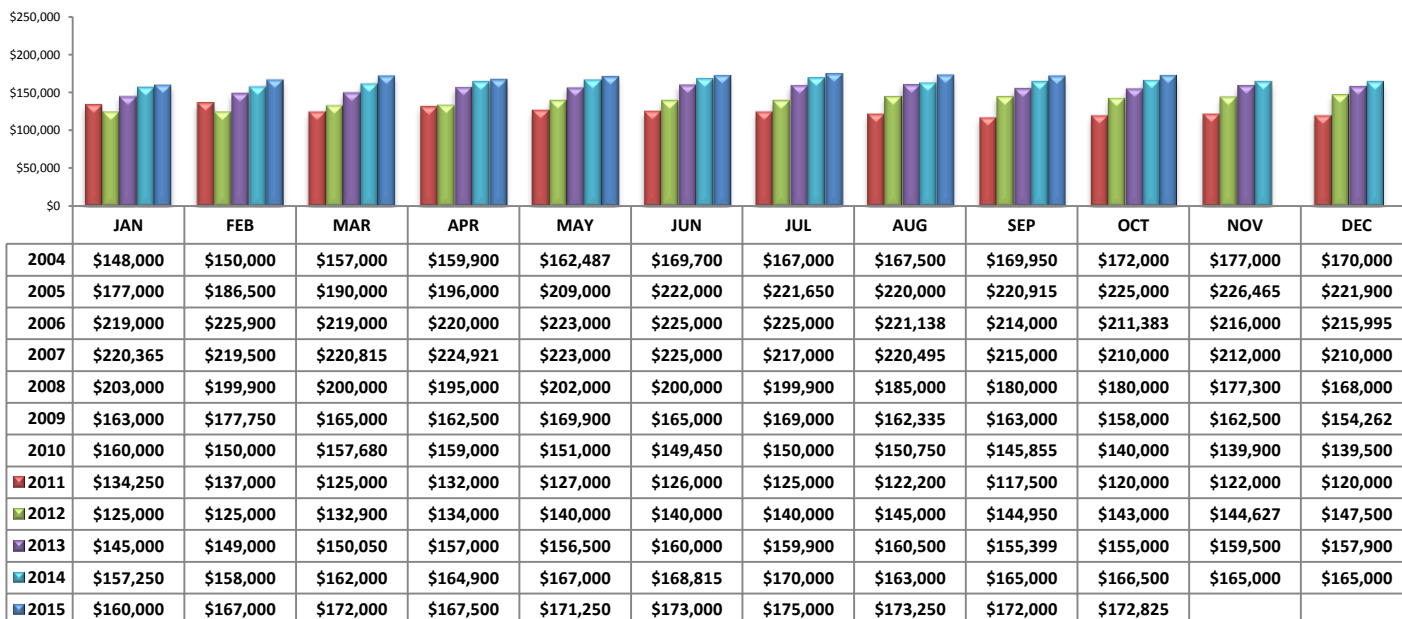


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Median Sale Price - by Type

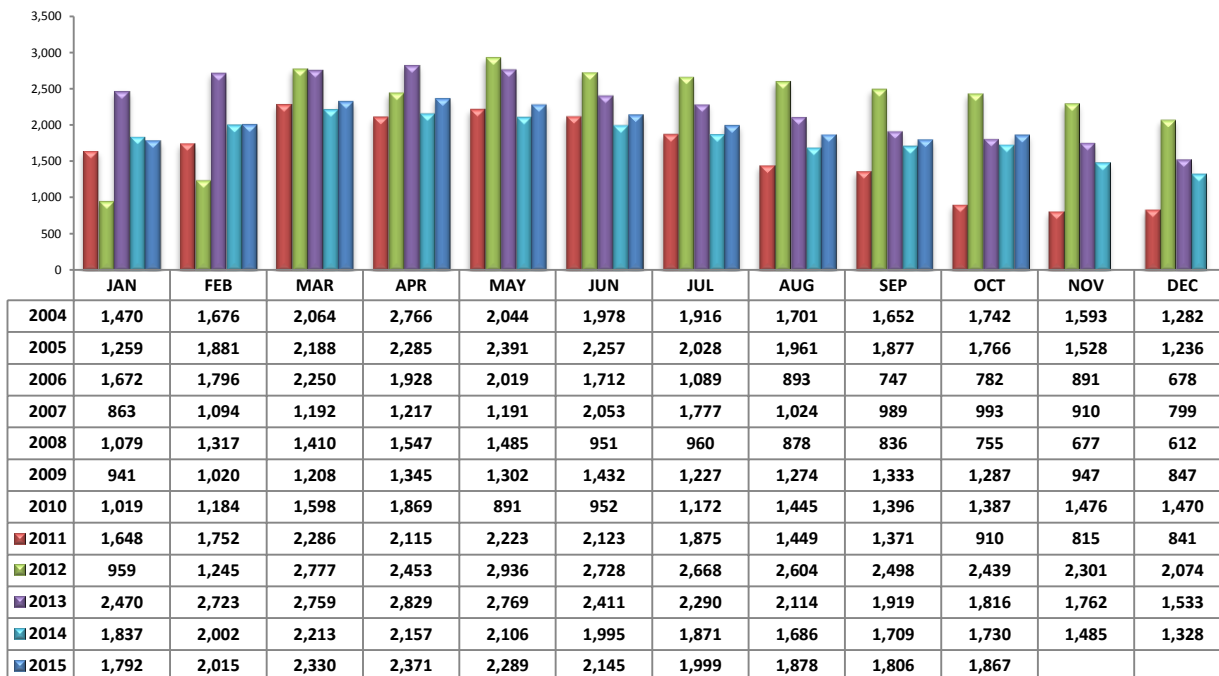


Median Sale Price - October 2015

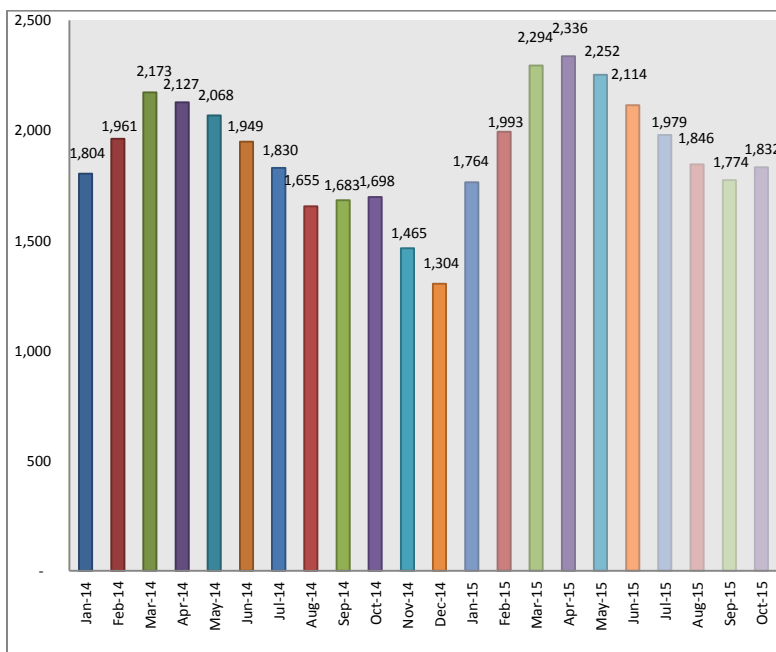


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Newly Under Contract During The Month

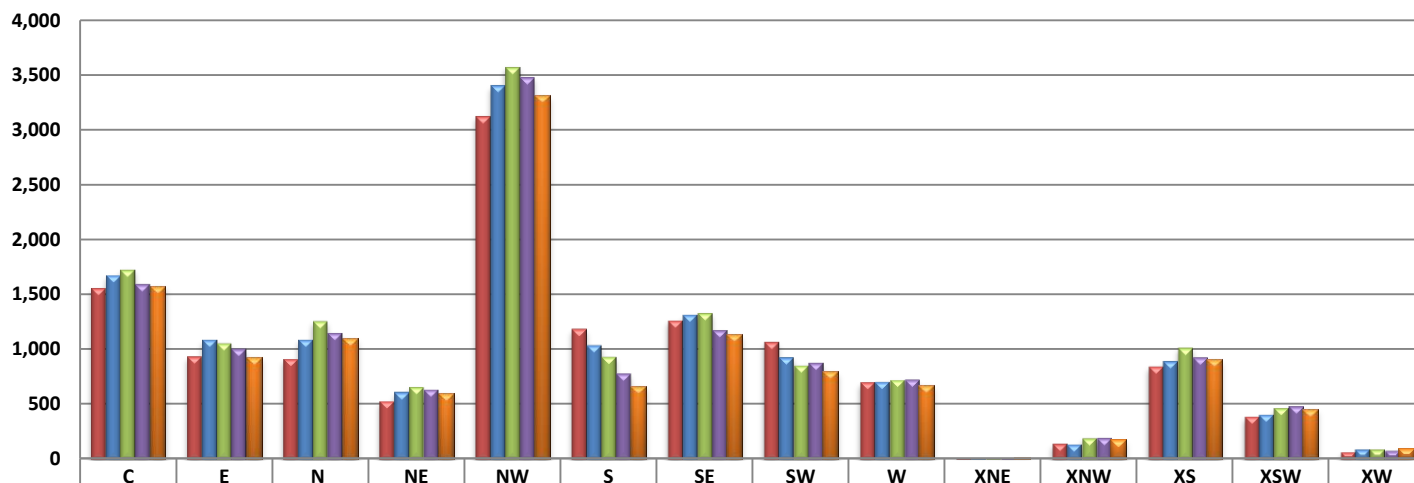


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area - Annual Comparison



	C	E	N	NE	NW	S	SE	SW	W	XNE	XNW	XS	XSW	XW
Total 2011	1,563	940	918	535	3,127	1,191	1,269	1,072	706	11	147	850	393	69
Total 2012	1,680	1,092	1,093	616	3,408	1,043	1,320	933	710	9	141	897	412	94
Total 2013	1,731	1,062	1,262	662	3,575	939	1,336	859	728	9	197	1,021	470	92
Total 2014	1,599	1,012	1,153	639	3,485	786	1,182	882	730	16	199	933	487	81
YTD 2015	1,575	926	1,098	597	3,315	661	1,131	796	670	12	174	902	453	94

Average \$ Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$121,489	\$170,904	\$269,020	\$183,400	\$166,875
E	\$106,392	\$163,872	\$195,384	\$410,000	\$170,613
N	\$195,880	\$325,691	\$507,775	\$519,600	\$369,654
NE	\$136,275	\$259,016	\$304,735	\$785,071	\$314,919
NW	\$212,848	\$223,820	\$313,657	\$370,816	\$250,366
S	\$47,712	\$124,344	\$128,499	\$142,000	\$119,996
SE	\$138,042	\$168,391	\$230,833	\$288,062	\$190,181
SW	\$91,933	\$137,441	\$155,643	\$110,000	\$137,439
W	\$88,300	\$177,343	\$249,977	\$466,666	\$182,472
XNE	\$247,500	\$0	\$0	\$0	\$247,500
XNW	\$20,000	\$99,064	\$89,863	\$145,250	\$95,890
XS	\$148,115	\$171,991	\$240,790	\$294,750	\$197,000
XSW	\$119,714	\$127,269	\$202,740	\$0	\$131,381
XW	\$42,250	\$91,672	\$110,492	\$0	\$88,644

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	56	69	22	1	148
E	14	54	22	3	93
N	27	36	40	5	108
NE	10	24	16	7	57
NW	68	141	69	16	294
S	4	29	14	2	49
SE	21	57	31	11	120
SW	9	49	24	1	83
W	13	46	9	3	71
XNE	1	0	0	0	1
XNW	1	8	8	2	19
XS	13	41	29	4	87
XSW	26	13	5	0	44
XW	2	9	3	0	14

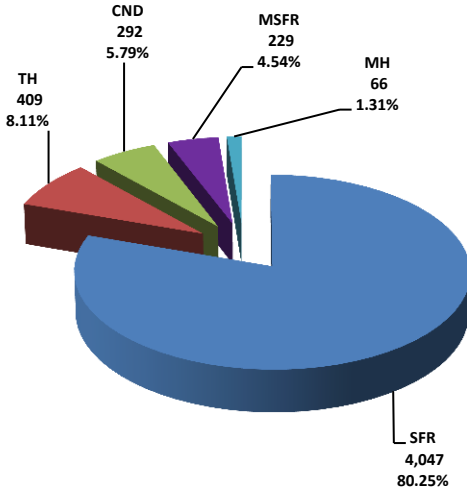
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Active Listings

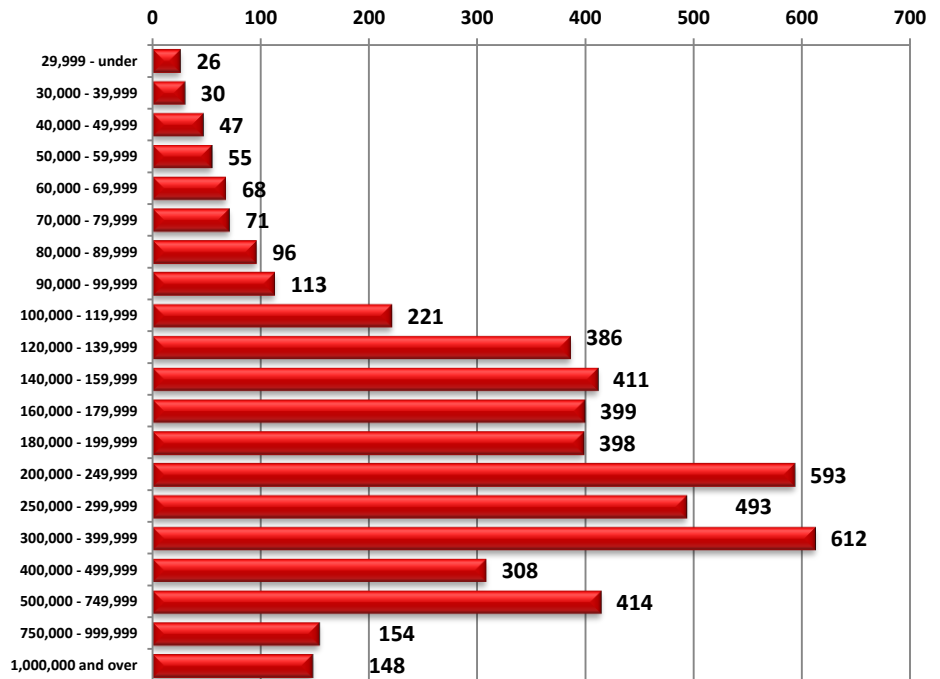


Area	# of Listings
C	643
E	294
N	600
NE	280
NW	1370
S	160
SE	384
SW	309
W	244
XNE	25
XNW	74
XS	393
XSW	217
XW	50

Active Listings Unit Breakdown

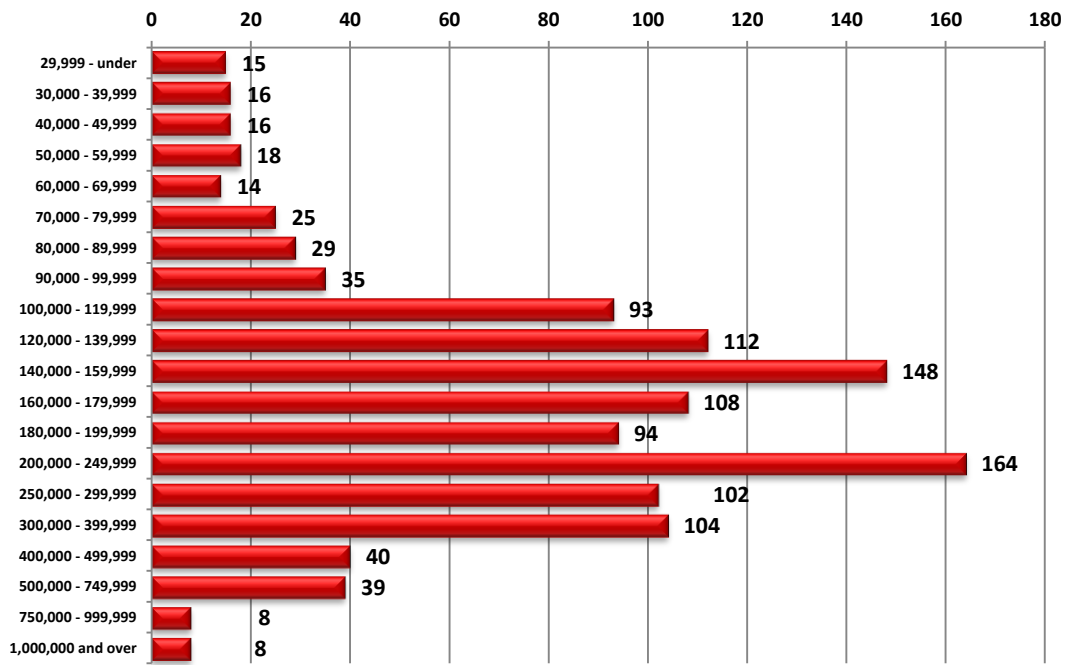


Active Listings Price Breakdown



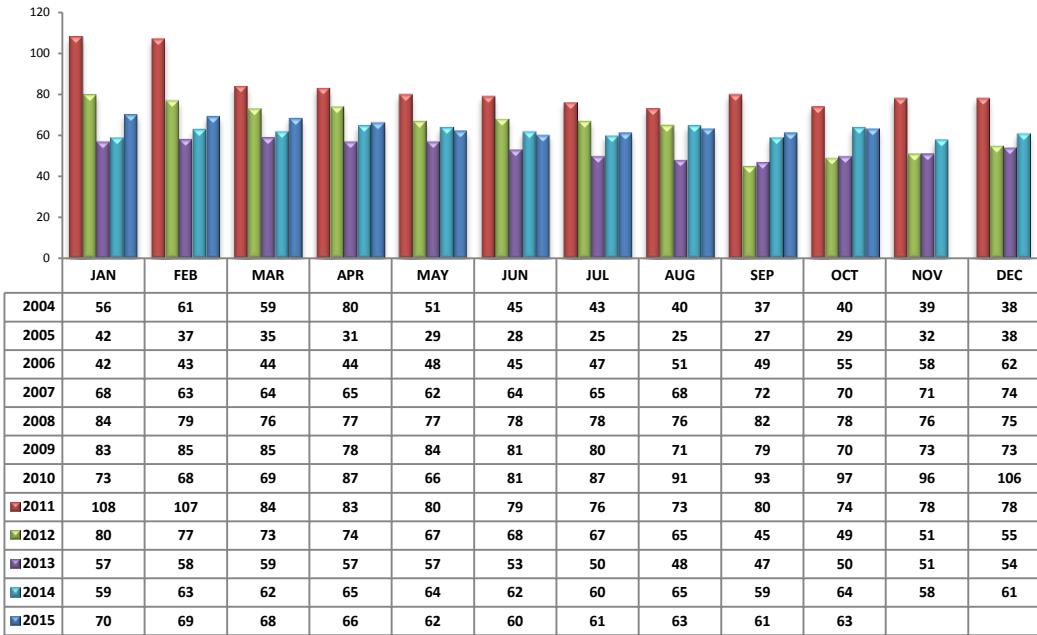
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Sold Price Breakdown



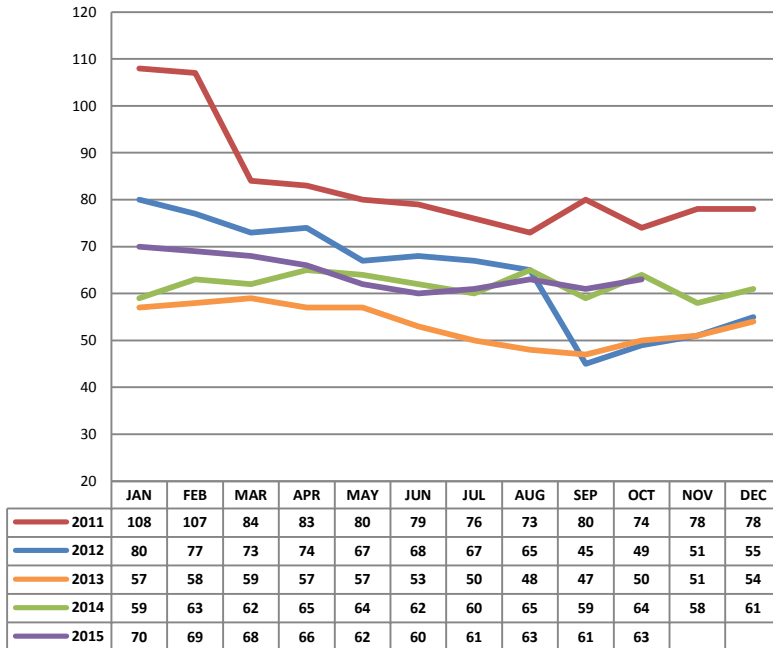
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Average Days on Market/Listing - October 2015

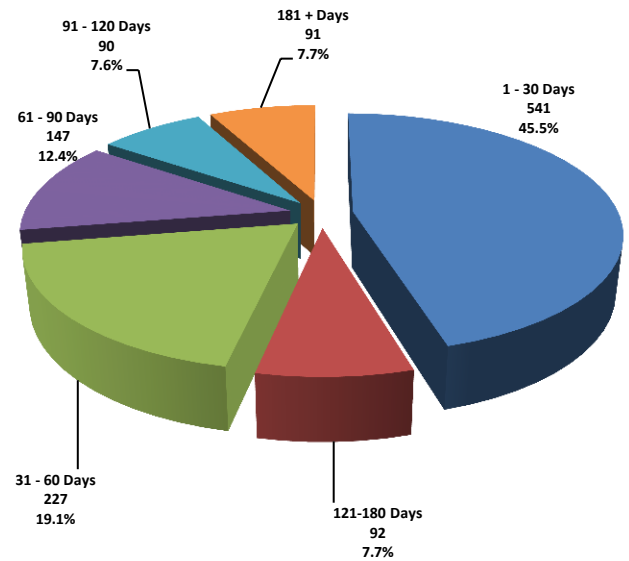


Area	Avg. DOM
C	51
E	53
N	65
NE	59
NW	71
S	53
SE	61
SW	62
W	53
XNE	17
XNW	64
XS	74
XSW	71
XW	88

Annual Comparison - Average Days on Market

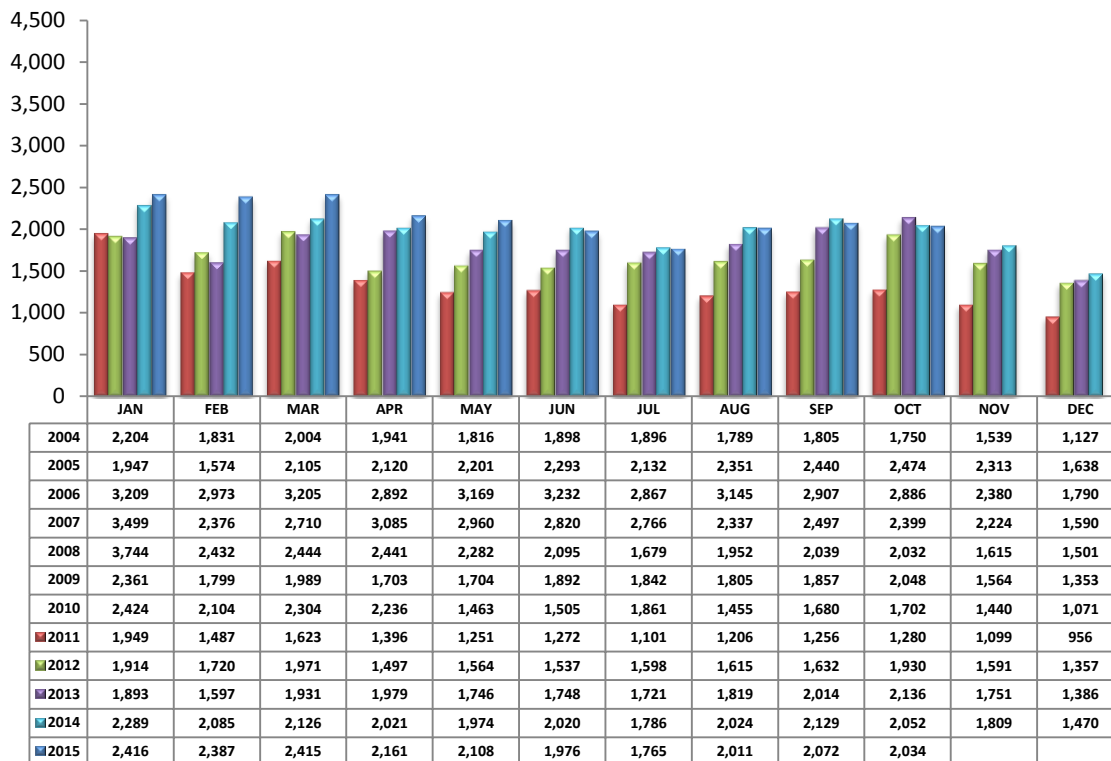


Average Days on Market/Listing Breakdown



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New Listings - October 2015



Area	# of Listings
C	256
E	132
N	222
NE	97
NW	538
S	93
SE	158
SW	131
W	127
XNE	0
XNW	25
XS	162
XSW	76
XW	17

*Includes properties that were re-listed

**Beginning October 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.
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
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

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.