

**For Immediate  
Release:**

**April 9, 2015**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics March 2015**

Below are some highlights from the March Residential Sales Statistics:

- Total Sales Volume for March was \$266,059,250, a 35.89% increase from February's number of \$195,792,147, and a 17.34% increase over March 2014.
- The Average Sales Price decreased slightly this month to \$208,673 from \$209,403 in February.
- Average List Price decreased 1.10%, going from \$216,281 in February to \$213,907 in March.
- Total Under Contract increased by 15.10% from February.
- Total Unit Sales in March of 1,275 is a 36.36% increase from February's 935 and a 12.73% increase over March 2014.
- The Median Sales Price rose to \$172,000 this month from \$167,000 in February, a 2.99% increase.
- New Listings increased 1.17% from February.
- Total Active Listings of 5,721 is a decrease from February's number of 5,857.
- Average Days on Market went down to 68 from last month's number of 69.
- Conventional loan sales of 35.6 exceeded Cash Sales of 32.0% this month.

Henry Zipf  
2015 TARMLS President



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## March 2015 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
March	\$266,059,250	\$226,742,804	17.34%
February	\$195,792,147	\$188,915,109	3.64%
Month % Change	35.89%	20.02%	

### Average Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
March	\$208,673	\$200,479	4.09%
February	\$209,403	\$196,581	6.52%
Month % Change	-0.35%	1.98%	

### Average List Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
March	\$213,907	\$207,255	3.21%
February	\$216,281	\$202,787	6.65%
Month % Change	-1.10%	2.20%	

### Total Under Contract

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
March	2,294	2,173	5.57%
February	1,993	1,961	1.63%
Month % Change	15.10%	10.81%	

### Total Unit Sales

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
March	1,275	1,131	12.73%
February	935	961	-2.71%
Month % Change	36.36%	17.69%	

### Median Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
March	\$172,000	\$162,000	6.17%
February	\$167,000	\$158,000	5.70%
Month % Change	2.99%	2.53%	

### New Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
March	2,415	2,126	13.59%
February	2,387	2,085	14.48%
Month % Change	1.17%	1.97%	

### Active Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
March	5,721	5,705	0.28%
February	5,857	5,721	2.38%
Month % Change	-2.32%	-0.28%	

## March 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	0	0	0.00%	85713	188	49	26.06%	85740	0	0	0.00%
85145	16	4	25.00%	85648	0	0	0.00%	85714	14	7	50.00%	85741	95	35	36.84%
85321	0	0	0.00%	85653	97	25	25.77%	85715	130	28	21.54%	85742	178	57	32.02%
85601	0	0	0.00%	85654	0	0	0.00%	85716	161	38	23.60%	85743	181	68	37.57%
85602	2	0	0.00%	85658	234	28	11.97%	85717	0	0	0.00%	85745	168	36	21.43%
85611	0	0	0.00%	85701	30	4	13.33%	85718	329	54	16.41%	85746	116	26	22.41%
85614	269	77	28.62%	85704	178	44	24.72%	85719	150	19	12.67%	85747	168	39	23.21%
85616	0	0	0.00%	85705	86	26	30.23%	85730	145	49	33.79%	85748	115	23	20.00%
85619	29	0	0.00%	85706	41	16	39.02%	85734	0	0	0.00%	85749	187	20	10.70%
85622	88	16	18.18%	85709	0	0	0.00%	85735	72	13	18.06%	85750	321	58	18.07%
85623	9	1	11.11%	85710	218	52	23.85%	85736	23	1	4.35%	85755	254	49	19.29%
85629	212	53	25.00%	85711	138	35	25.36%	85737	237	45	18.99%	85756	76	30	39.47%
85641	268	38	14.18%	85712	115	34	29.57%	85739	297	52	17.51%	85757	84	26	30.95%

NOTE:

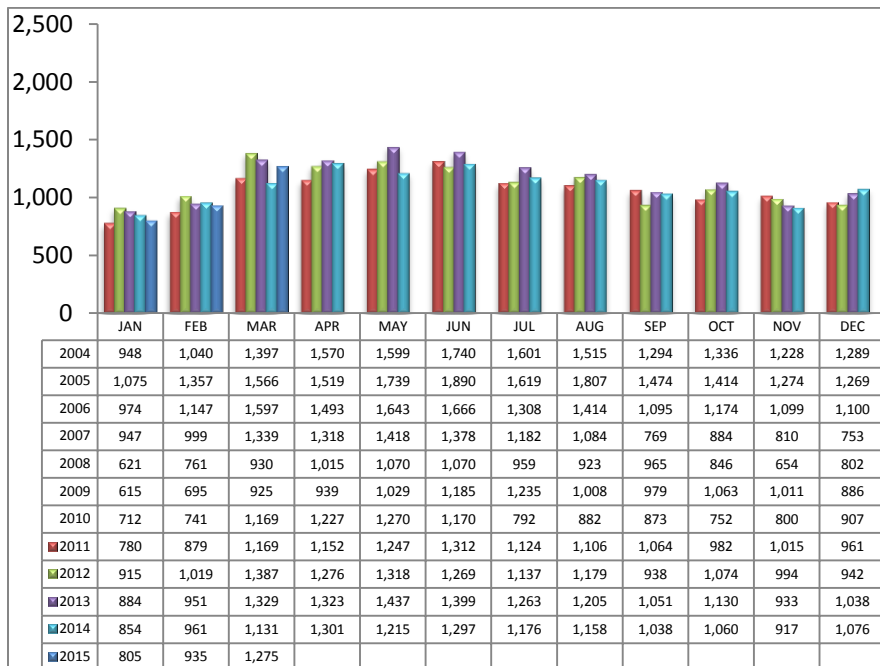
85637- 1 active listing, 85738- 1 active listing

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	32	8	0	5	45	11	C	679	1-30 Days	541
\$30,000 to \$39,999	39	6	4	3	52	15	E	332	31-60 Days	228
\$40,000 to \$49,999	62	10	5	11	88	26	N	698	61-90 Days	139
\$50,000 to \$59,999	67	20	7	5	99	28	NE	326	91-120 Days	127
\$60,000 to \$69,999	78	25	9	6	118	21	NW	1606	121-180 Days	160
\$70,000 to \$79,999	84	35	11	10	140	31	S	146	Over 180 Days	80
\$80,000 to \$89,999	90	51	8	8	157	27	SE	457	<b>Avg. Days on Market</b>	
\$90,000 to \$99,999	124	60	11	21	216	32	SW	351	68	
\$100,000 to \$119,999	288	147	27	42	504	85	W	253	<b>Avg. Sold Price</b>	
\$120,000 to \$139,999	363	204	42	42	651	131	XNE	29	\$208,673	
\$140,000 to \$159,999	448	179	29	50	706	154	XNW	70	<b>Median Sale Price</b>	
\$160,000 to \$179,999	454	146	23	49	672	113	XS	447	\$172,000	
\$180,000 to \$199,999	398	101	15	35	549	101	XSW	291	<b>New Listings</b>	
\$200,000 to \$249,999	710	205	18	62	995	175	XW	36	2,415	
\$250,000 to \$299,999	627	128	13	42	810	126	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>	
\$300,000 to \$399,999	678	128	8	35	849	110	C	147	\$23,771,309	
\$400,000 to \$499,999	369	53	5	17	444	42	E	75	\$11,791,587	
\$500,000 to \$749,999	450	54	5	16	525	30	N	124	\$45,679,178	
\$750,000 to \$999,999	171	20	0	4	195	12	NE	50	\$13,893,331	
\$1,000,000 and over	189	7	1	3	200	5	NW	361	\$92,852,399	
							S	61	\$6,773,968	
							SE	108	\$18,080,902	
							SW	84	\$11,125,590	
							W	67	\$10,679,943	
							XNE	1	\$30,410	
							XNW	20	\$2,101,653	
							XS	110	\$21,510,753	
							XSW	55	\$6,739,403	
							XW	12	\$1,028,824	
<b>Totals</b>	<b>5,721</b>	<b>1,587</b>	<b>241</b>	<b>466</b>	<b>8,015</b>	<b>1,275</b>				
									<b>Total Volume</b>	\$266,059,250
	<b>Mar-15</b>	<b>Mar-14</b>	<b>% Change</b>	<b>YTD 2015</b>	<b>YTD 2014</b>	<b>% Change</b>				
<b>Home Sales Volume</b>	\$266,059,250	\$226,742,804	17.34%	\$618,624,087	\$584,120,316	5.91%				
<b>Home Sales Units</b>	1,275	1,131	12.73%	3,015	2,946	2.34%				
<b>Average Sales Price (All Residential)</b>	\$208,673	\$200,479	4.09%	\$205,407	\$198,701	3.37%				
<b>Median Sales Price</b>	\$172,000	\$162,000	6.17%	\$167,813	\$159,813	5.01%				
<b>Average Days on Market:</b>	68	62	9.68%	69	62	11.29%				
<b>Average List Price for Sold:</b>	\$213,907	\$207,255	3.21%	\$211,446	\$205,090	3.10%				
<b>SP/LP %</b>	97.55%	96.73%		97.14%	96.88%					
<b>Total Under Contract</b>	2,294	2,173	5.57%							
<b>Active Listings</b>	5,721	5,705	0.28%							
<b>New Listings</b>	2,415	2,126	13.59%							

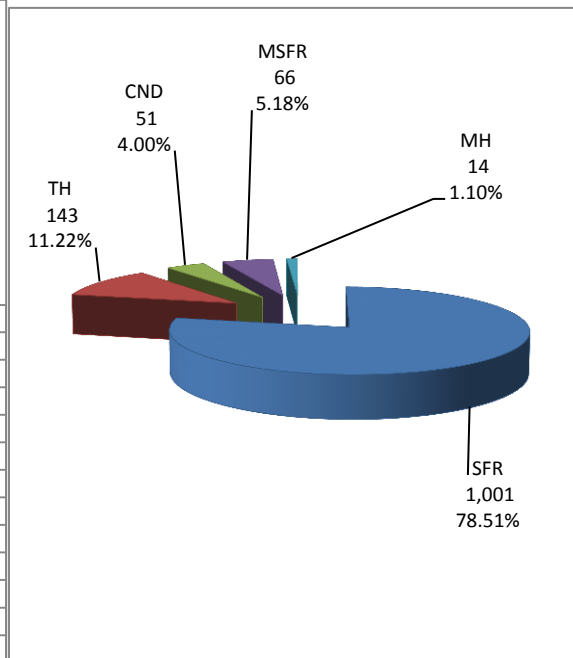
Types of Financing	Totals
FHA	247
VA	137
Other	22
Cash	408
Conventional	454
Cash/Loan	0
Carryback	7

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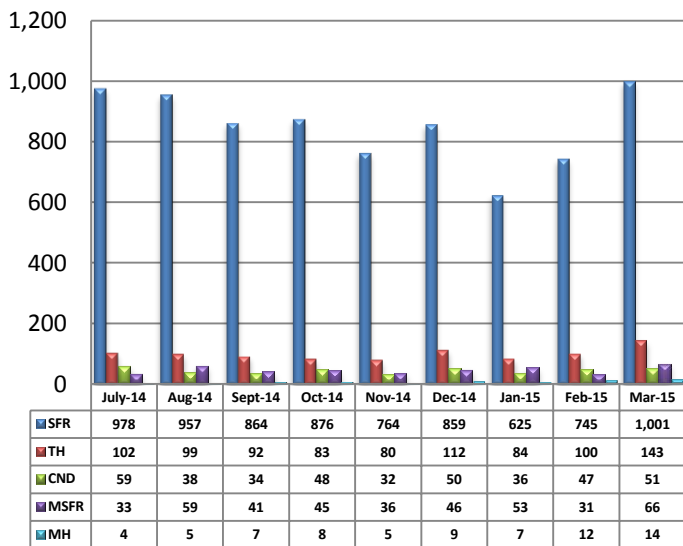
**Total Unit Sales – March 2015**



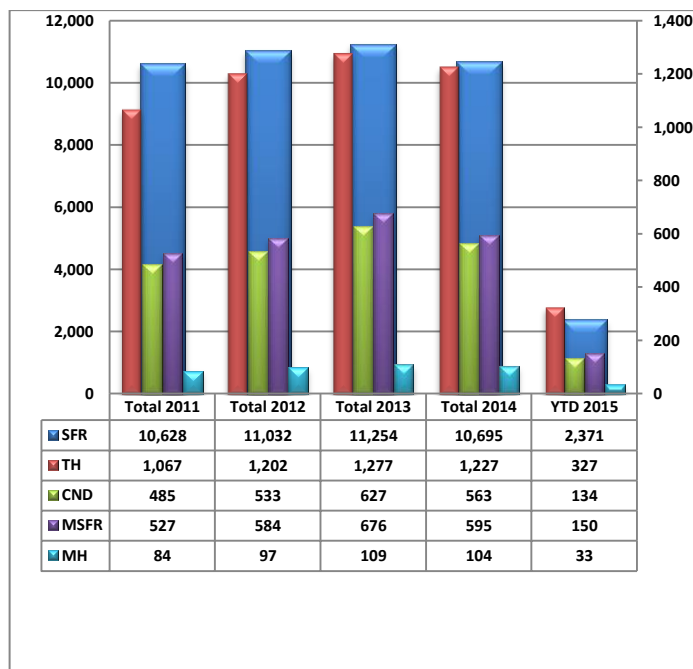
**Unit Sales – Breakdown by Type**



**Total Unit Sales By Type - Monthly Comparison**

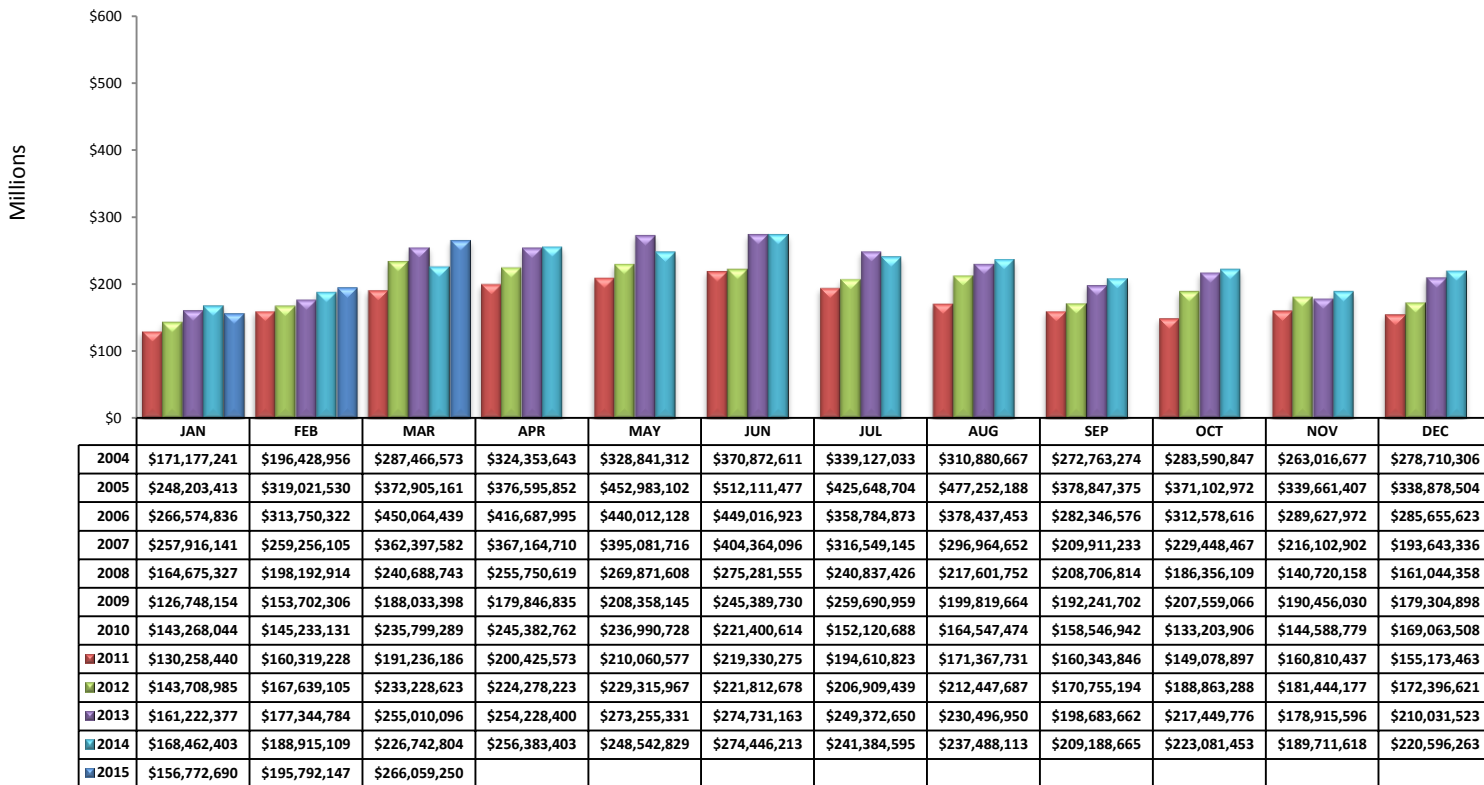


**YTD Annual Comparison – Breakdown by Type**

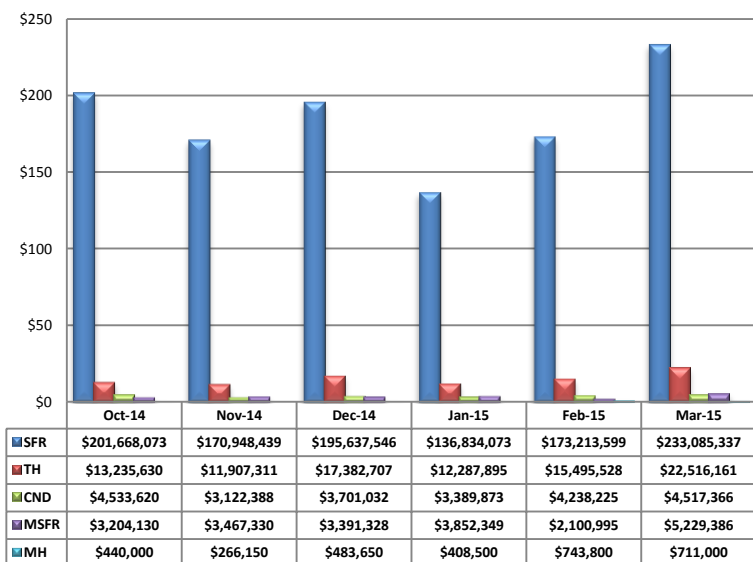


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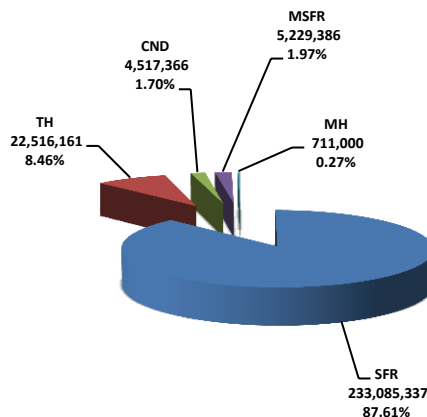
**Total Sales Volume - March 2015**



**Total Sales Volume By Type - Monthly Comparison**

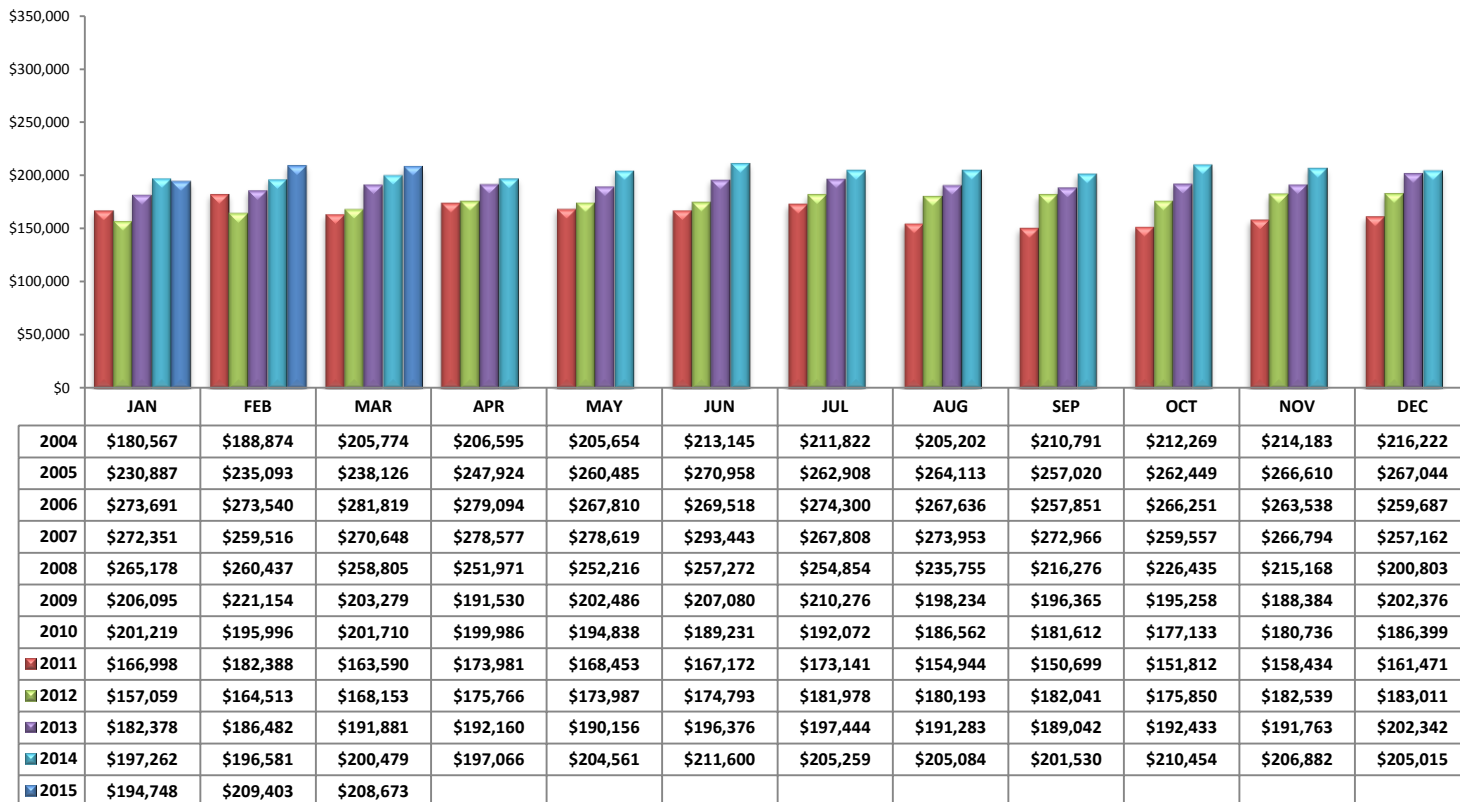


**Monthly Volume by Type**

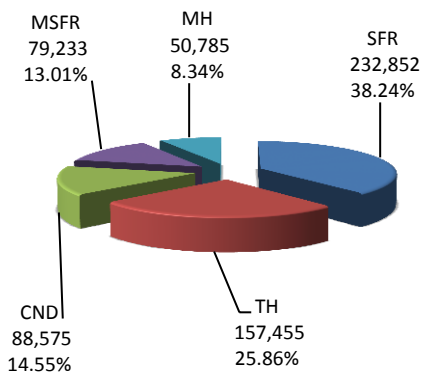


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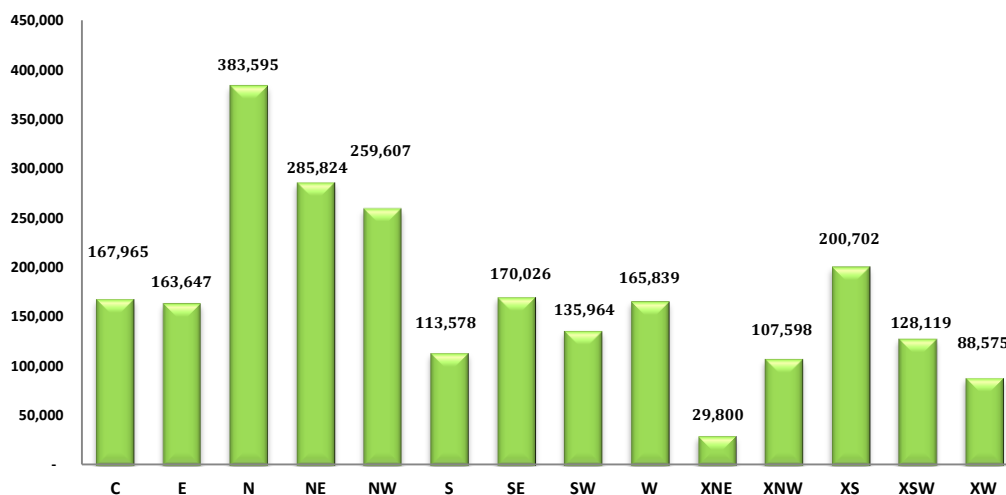
**Average Sales Price – March 2015**



**Average Sales Price by Type – March 2015**

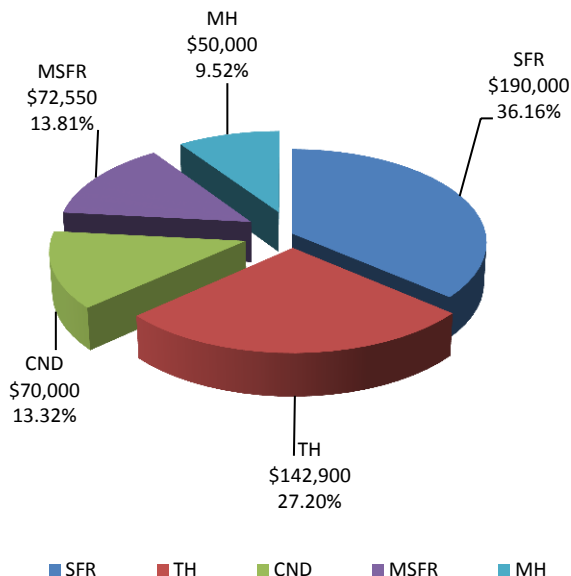


**Average "Listing" Price per Area – March 2015**



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**Median Sale Price - by Type**

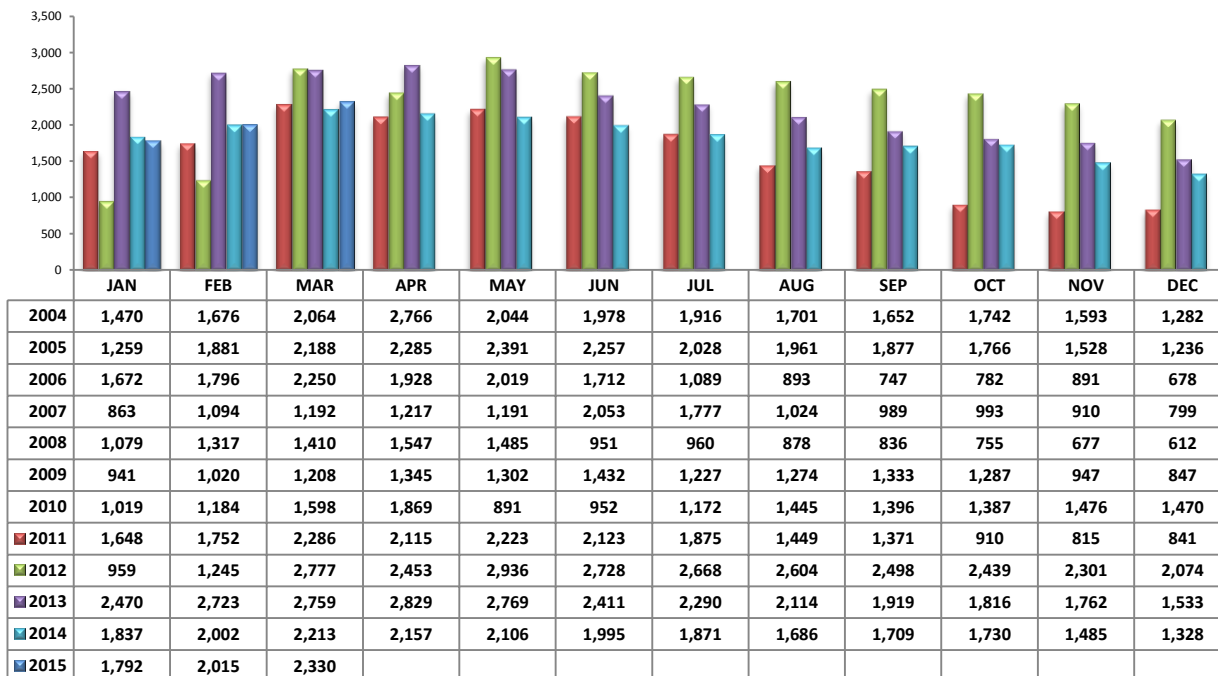


**Median Sale Price - March 2015**

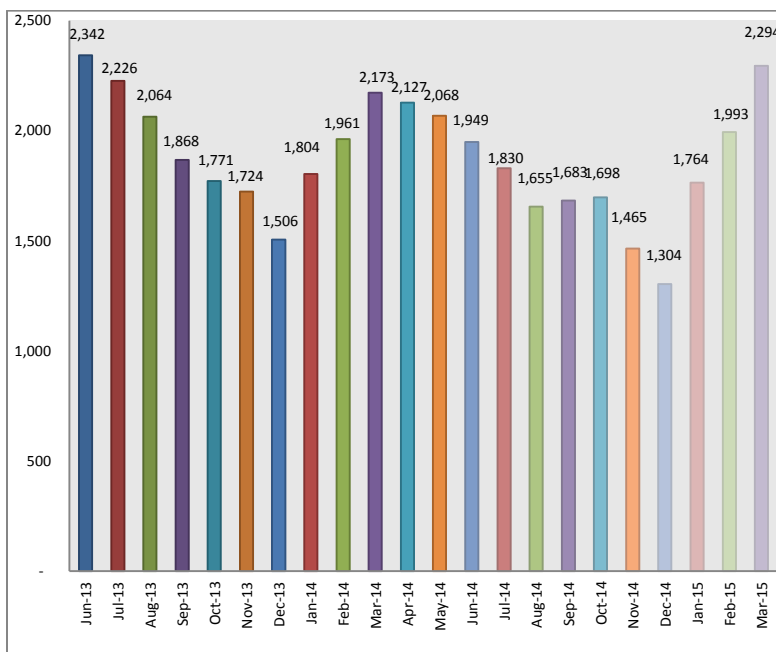
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2004	\$148,000	\$150,000	\$157,000	\$159,900	\$162,487	\$169,700	\$167,000	\$167,500	\$169,950	\$172,000	\$177,000	\$170,000
2005	\$177,000	\$186,500	\$190,000	\$196,000	\$209,000	\$222,000	\$221,650	\$220,000	\$220,915	\$225,000	\$226,465	\$221,900
2006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

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### Newly Under Contract During The Month



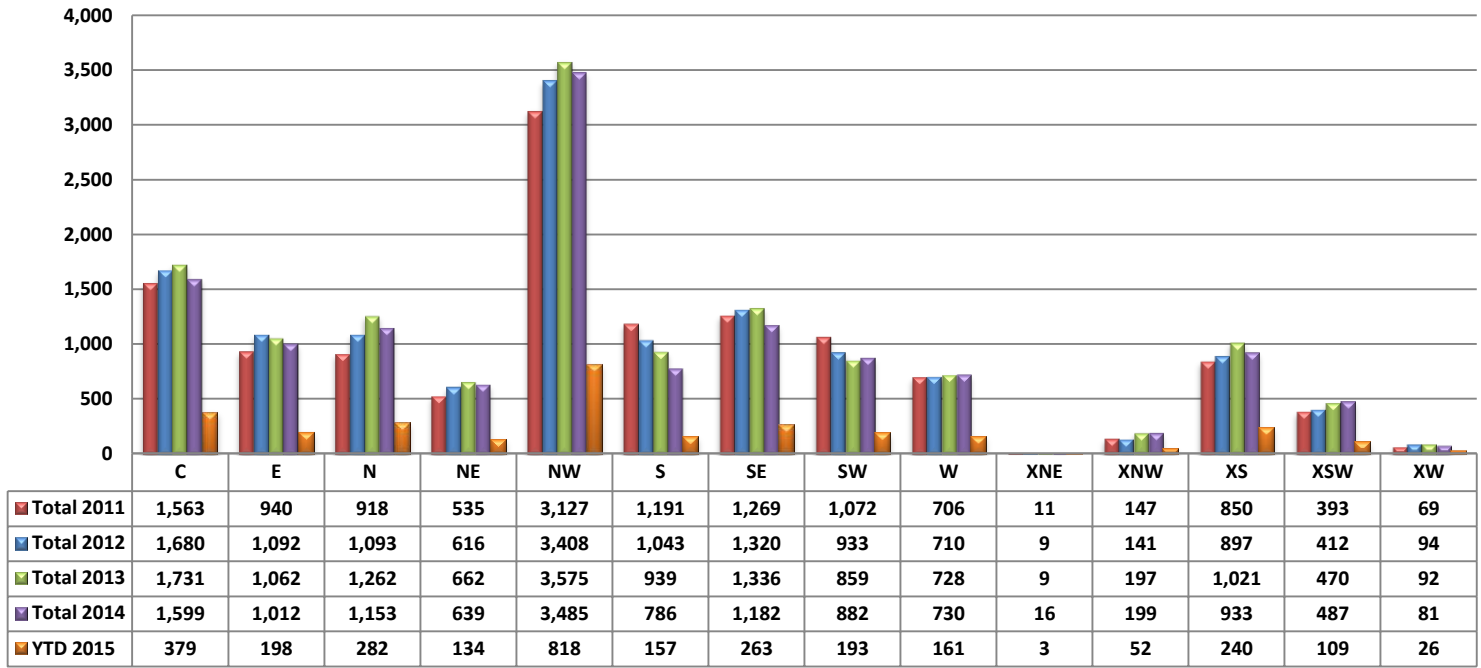
### Total Listings Still Under Contract At The End of The Month



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



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

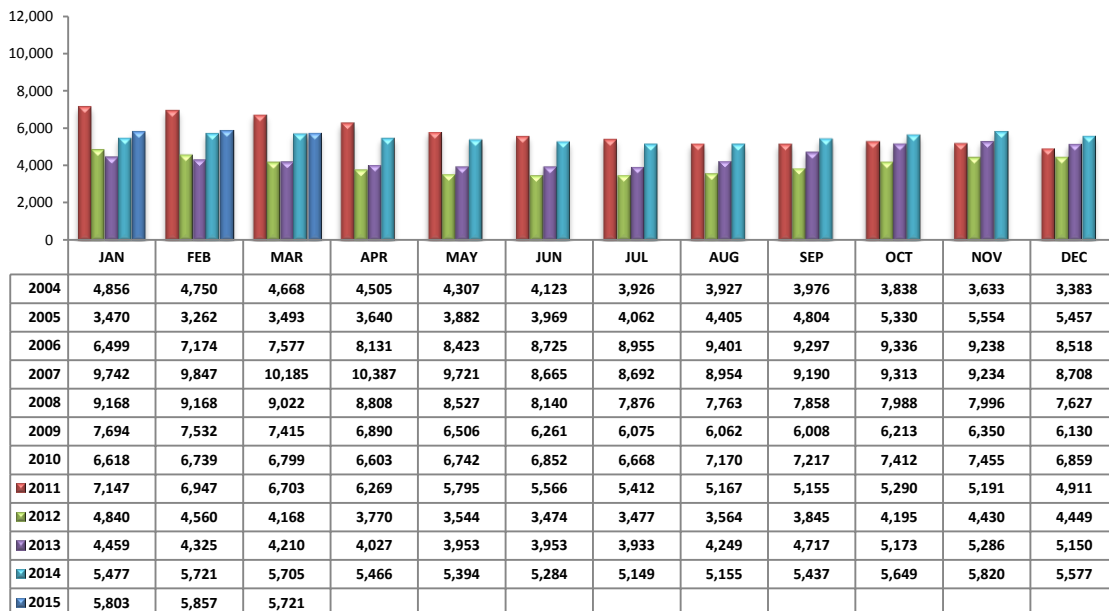
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$112,584	\$166,705	\$195,811	\$299,200	\$161,709
E	\$87,197	\$150,510	\$192,743	\$334,250	\$157,221
N	\$218,825	\$296,687	\$532,415	\$721,428	\$368,380
NE	\$113,947	\$252,821	\$354,581	\$534,966	\$277,866
NW	\$214,412	\$237,603	\$311,736	\$372,504	\$257,208
S	\$47,984	\$120,198	\$142,383	\$113,966	\$111,048
SE	\$123,833	\$146,926	\$202,930	\$263,105	\$167,415
SW	\$94,955	\$132,308	\$150,343	\$204,125	\$132,447
W	\$77,041	\$173,037	\$192,901	\$0	\$159,402
XNE	\$0	\$0	\$0	\$30,410	\$30,410
XNW	\$18,000	\$99,050	\$138,750	\$120,500	\$105,082
XS	\$182,068	\$193,005	\$208,195	\$224,850	\$195,552
XSW	\$112,334	\$174,666	\$0	\$0	\$122,534
XW	\$24,000	\$111,250	\$79,974	\$0	\$85,735

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

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	42	77	21	7	147
E	17	34	20	4	75
N	33	48	36	7	124
NE	11	17	19	3	50
NW	100	149	94	18	361
S	13	27	18	3	61
SE	9	59	37	3	108
SW	18	40	22	4	84
W	12	43	12	0	67
XNE	0	0	0	1	1
XNW	1	13	4	2	20
XS	41	32	27	10	110
XSW	46	9	0	0	55
XW	1	4	7	0	12

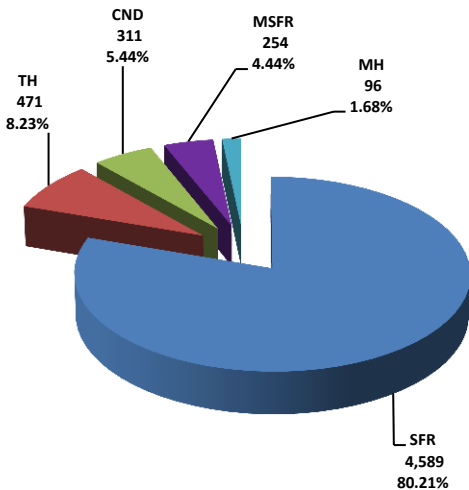
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### Active Listings

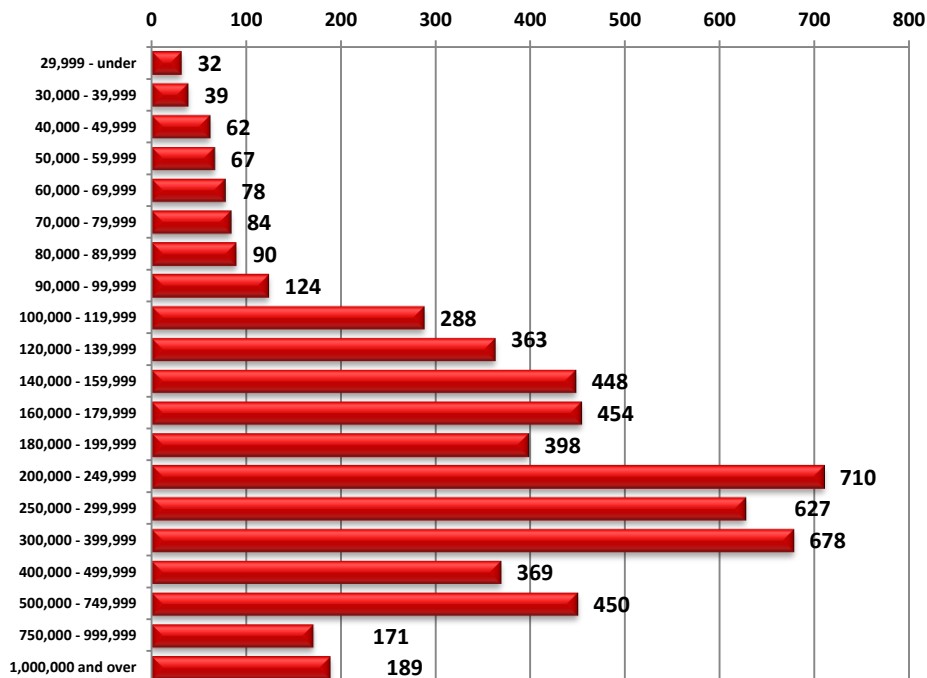


Area	# of Listings
C	679
E	332
N	698
NE	326
NW	1606
S	146
SE	457
SW	351
W	253
XNE	29
XNW	70
XS	447
XSW	291
XW	36

### Active Listings Unit Breakdown

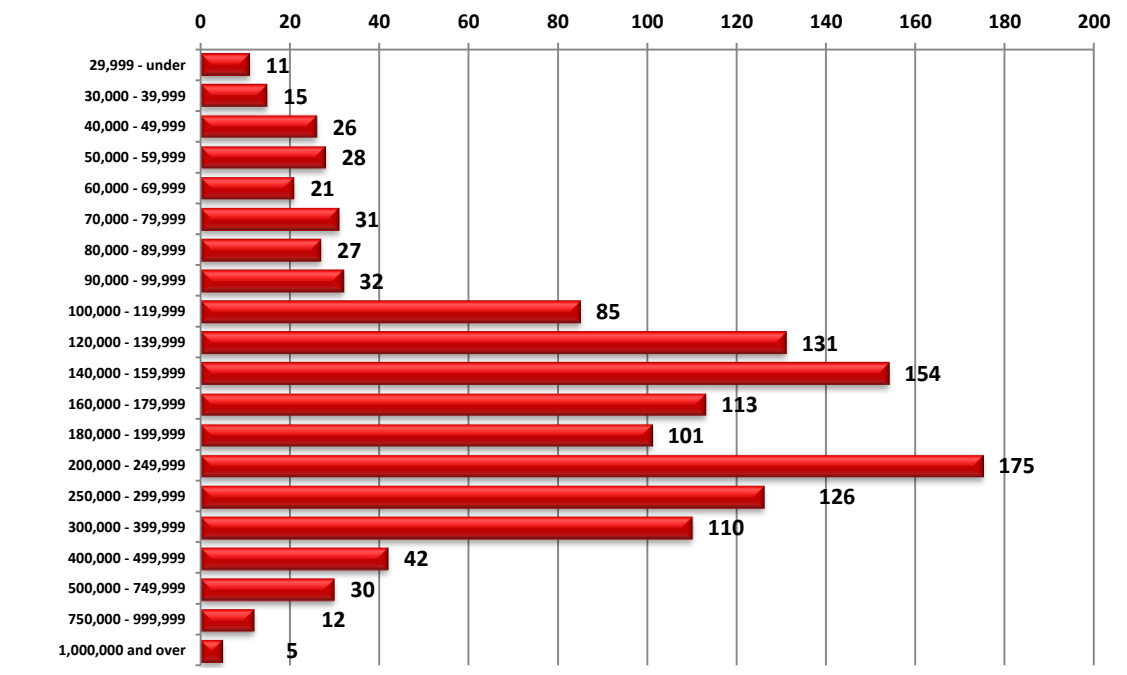


### Active Listings Price Breakdown



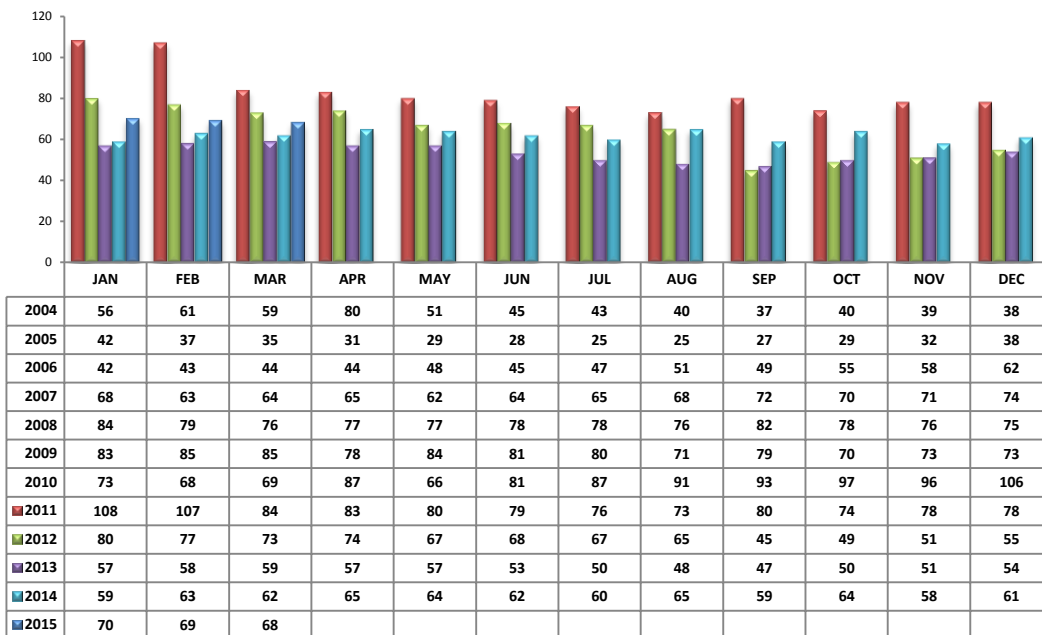
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**Sold Price Breakdown**



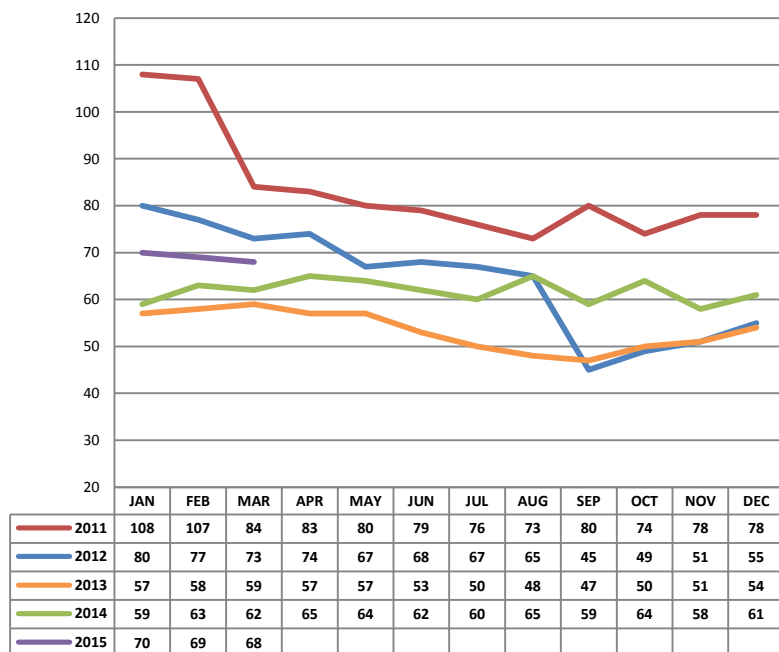
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**Average Days on Market/Listing - March 2015**

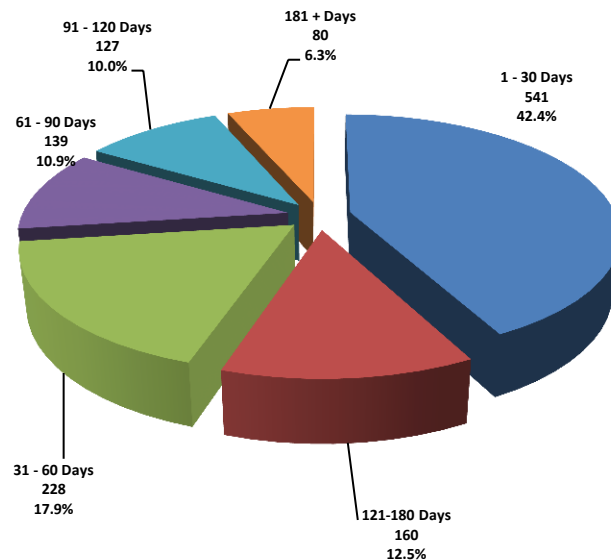


Area	Avg. DOM
C	63
E	47
N	65
NE	79
NW	72
S	50
SE	47
SW	71
W	71
XNE	4
XNW	85
XS	81
XSW	95
XW	64

**Annual Comparison - Average Days on Market**

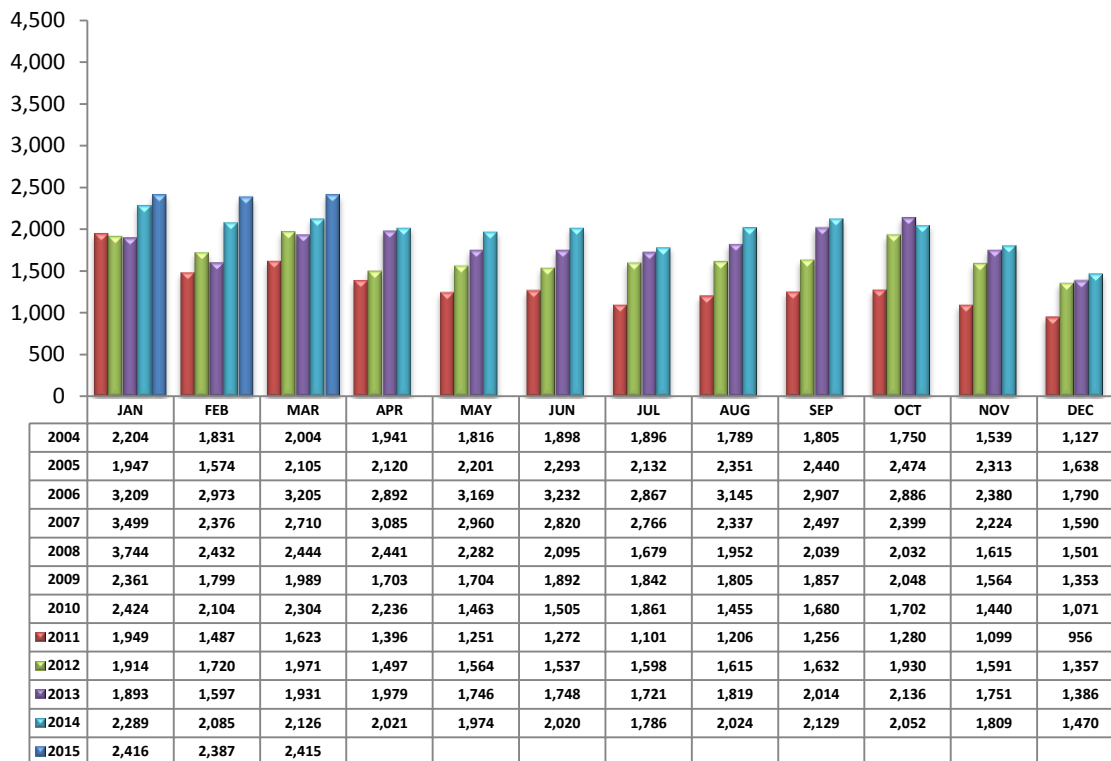


**Average Days on Market/Listing Breakdown**



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**New Listings – March 2015**



Area	# of Listings
C	371
E	175
N	249
NE	131
NW	637
S	108
SE	196
SW	144
W	114
XNE	7
XNW	20
XS	163
XSW	87
XW	13

\*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 2014	238	422	62
July 2014	235	462	69
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

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