

**For Immediate  
Release:**

**July 8, 2015**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics June 2015**

Below are some highlights from the June Residential Sales Statistics:

- Total Sales Volume continued to rise this month, going from \$300,526,884 in May to \$324,888,299 in June, resulting in a 8.11% increase over last month. This is also a 18.38% increase over June 2014.
- The Average Sales Price increased by 1.32% this month to \$219,370 from \$216,517 in May.
- Average List Price this month was \$226,206, an increase of 1.36%, since last month.
- Total Under Contract decreased by 6.13% from May.
- Total Unit Sales of 1,481 is up from May's number of 1,388, resulting in a 6.70% increase.
- The Median Sales Price rose again this month to \$173,000 from \$171,250 in May, a 1.02% increase.
- New Listings decreased 6.26% from May.
- Total Active Listings of 4,992 is a 4.91% decrease from May's number of 5,250.
- Average Days on Market decreased to 60 in June from 62 in May.
- Conventional loan sales of 40.2 exceeded Cash Sales of 25.1% 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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## June 2015 Recap by Month and Year - % of Change

### Total Sales Volume

	2015	2014	Annual % Change
June	\$324,888,299	\$274,446,213	18.38%
May	\$300,526,884	\$248,542,829	20.92%
Month % Change	8.11%	10.42%	

### Average Sales Price

	2015	2014	Annual % Change
June	\$219,370	\$211,600	3.67%
May	\$216,517	\$204,561	5.84%
Month % Change	1.32%	3.44%	

### Average List Price

	2015	2014	Annual % Change
June	\$226,206	\$219,192	3.20%
May	\$223,168	\$211,204	5.66%
Month % Change	1.36%	3.78%	

### Total Under Contract

	2015	2014	Annual % Change
June	2,114	1,949	8.47%
May	2,252	2,068	8.90%
Month % Change	-6.13%	-5.75%	

### Total Unit Sales

	2015	2014	Annual % Change
June	1,481	1,297	14.19%
May	1,388	1,215	14.24%
Month % Change	6.70%	6.75%	

### Median Sales Price

	2015	2014	Annual % Change
June	\$173,000	\$168,815	2.48%
May	\$171,250	\$167,000	2.54%
Month % Change	1.02%	1.09%	

### New Listings

	2015	2014	Annual % Change
June	1,976	2,020	-2.18%
May	2,108	1,974	6.79%
Month % Change	-6.26%	2.33%	

### Active Listings

	2015	2014	Annual % Change
June	4,992	5,284	-5.53%
May	5,250	5,394	-2.67%
Month % Change	-4.91%	-2.04%	

## June 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	33	22.92%	85740	1	0	0.00%
85145	15	9	60.00%	85648	0	0	0.00%	85714	13	7	53.85%	85741	98	52	53.06%
85245	0	0	0.00%	85653	89	29	32.58%	85715	117	35	29.91%	85742	186	51	27.42%
85601	1	0	0.00%	85654	0	0	0.00%	85716	158	40	25.32%	85743	171	62	36.26%
85602	5	2	40.00%	85658	194	44	22.68%	85717	0	0	0.00%	85745	152	49	32.24%
85611	0	0	0.00%	85701	26	5	19.23%	85718	272	64	23.53%	85746	74	49	66.22%
85614	195	44	22.56%	85704	149	53	35.57%	85719	119	60	50.42%	85747	155	57	36.77%
85616	0	0	0.00%	85705	84	36	42.86%	85730	132	58	43.94%	85748	106	28	26.42%
85619	33	1	3.03%	85706	34	27	79.41%	85734	0	0	0.00%	85749	166	36	21.69%
85622	61	10	16.39%	85709	0	0	0.00%	85735	66	17	25.76%	85750	264	55	20.83%
85623	10	3	30.00%	85710	206	79	38.35%	85736	27	7	25.93%	85755	218	46	21.10%
85629	196	59	30.10%	85711	136	37	27.21%	85737	183	50	27.32%	85756	54	30	55.56%
85641	247	56	22.67%	85712	107	36	33.64%	85739	251	39	15.54%	85757	75	26	34.67%

NOTE:

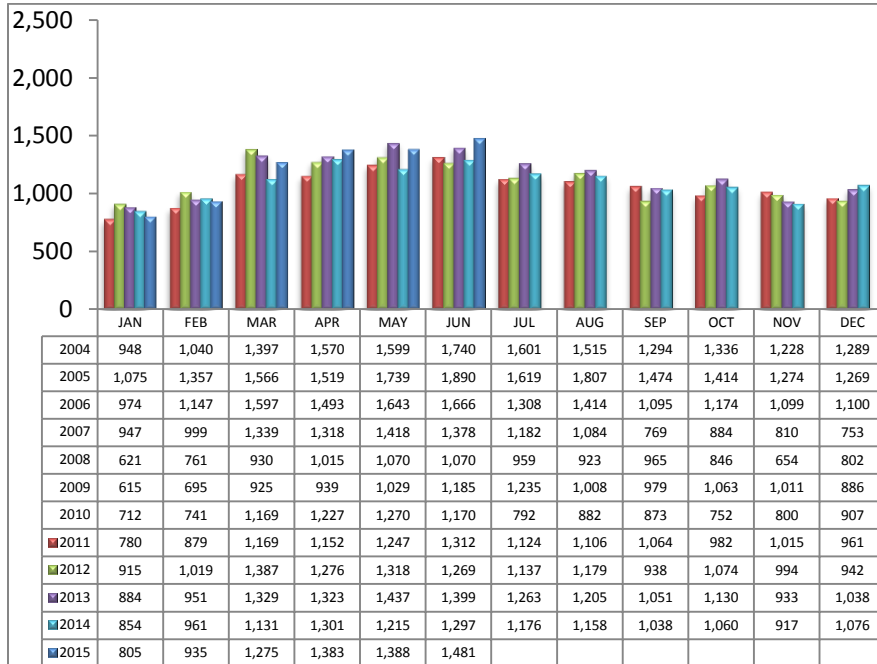
85637- 1 active listing

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	24	4	0	1	29	9	C	634	1-30 Days	656
\$30,000 to \$39,999	38	4	5	3	50	9	E	313	31-60 Days	290
\$40,000 to \$49,999	41	13	5	7	66	19	N	581	61-90 Days	206
\$50,000 to \$59,999	55	15	7	11	88	20	NE	290	91-120 Days	133
\$60,000 to \$69,999	75	15	9	6	105	28	NW	1395	121-180 Days	107
\$70,000 to \$79,999	63	38	8	5	114	26	S	118	Over 180 Days	89
\$80,000 to \$89,999	82	34	11	10	137	46	SE	428	<b>Avg. Days on Market</b>	
\$90,000 to \$99,999	94	41	16	17	168	43	SW	257	60	
\$100,000 to \$119,999	250	131	14	38	433	101	W	233	<b>Avg. Sold Price</b>	
\$120,000 to \$139,999	340	169	35	33	577	163	XNE	33	\$219,370	
\$140,000 to \$159,999	383	185	21	43	632	170	XNW	66	<b>Median Sale Price</b>	
\$160,000 to \$179,999	380	137	23	29	569	147	XS	372	\$173,000	
\$180,000 to \$199,999	398	122	17	30	567	95	XSW	235	<b>New Listings</b>	
\$200,000 to \$249,999	645	213	20	54	932	193	XW	37	1,976	
\$250,000 to \$299,999	517	140	11	38	706	145	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>	
\$300,000 to \$399,999	607	115	10	37	769	143	C	203	\$36,018,001	
\$400,000 to \$499,999	335	52	5	16	408	47	E	106	\$15,229,456	
\$500,000 to \$749,999	373	41	2	22	438	55	N	131	\$54,667,458	
\$750,000 to \$999,999	140	11	0	3	154	13	NE	75	\$21,944,789	
\$1,000,000 and over	152	8	1	3	164	9	NW	390	\$101,673,016	
							S	73	\$9,007,498	
							SE	147	\$27,346,242	
							SW	98	\$12,691,054	
							W	78	\$15,272,165	
							XNE	1	\$508,000	
							XNW	27	\$3,215,835	
							XS	97	\$19,449,036	
							XSW	51	\$7,410,749	
							XW	4	\$455,000	
<b>Totals</b>	<b>4,992</b>	<b>1,488</b>	<b>220</b>	<b>406</b>	<b>7,106</b>	<b>1,481</b>			<b>Total Volume</b>	<b>\$324,888,299</b>
	<b>Jun-15</b>	<b>Jun-14</b>	<b>% Change</b>	<b>YTD 2015</b>	<b>YTD 2014</b>	<b>% Change</b>				
<b>Home Sales Volume</b>	\$324,888,299	\$274,446,213	18.38%	\$1,535,505,822	\$1,363,492,761	12.62%				
<b>Home Sales Units</b>	1,481	1,297	14.19%	7,267	6,759	7.52%				
<b>Average Sales Price (All Residential)</b>	\$219,370	\$211,600	3.67%	\$215,834	\$206,411	4.57%				
<b>Median Sales Price</b>	\$173,000	\$168,815	2.48%	\$171,227	\$166,746	2.69%				
<b>Average Days on Market:</b>	60	62	-3.23%	63	63	0.00%				
<b>Average List Price for Sold:</b>	\$226,206	\$219,192	3.20%	\$222,543	\$213,438	4.27%				
<b>SP/LP %</b>	96.98%	96.54%		96.99%	96.71%					
<b>Total Under Contract</b>	2,114	1,949	8.47%							
<b>Active Listings</b>	4,992	5,284	-5.53%							
<b>New Listings</b>	1,976	2,020	-2.18%							

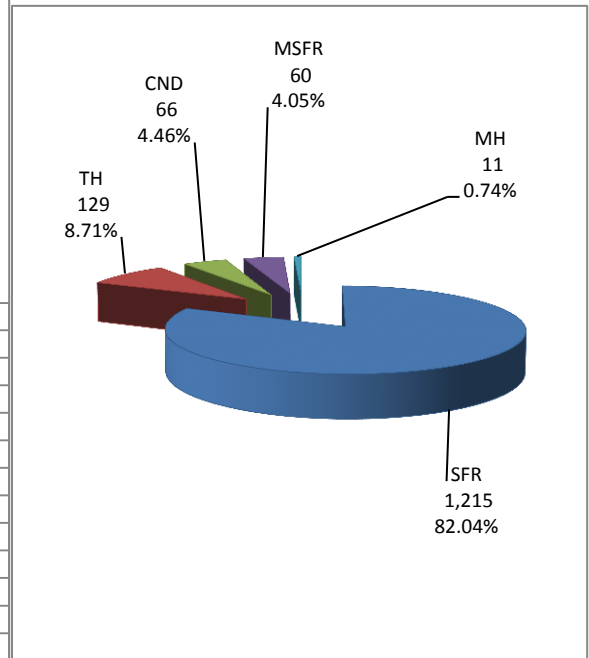
Types of Financing	Totals
FHA	324
VA	159
Other	25
Cash	371
Conventional	596
Cash/Loan	0
Carryback	6

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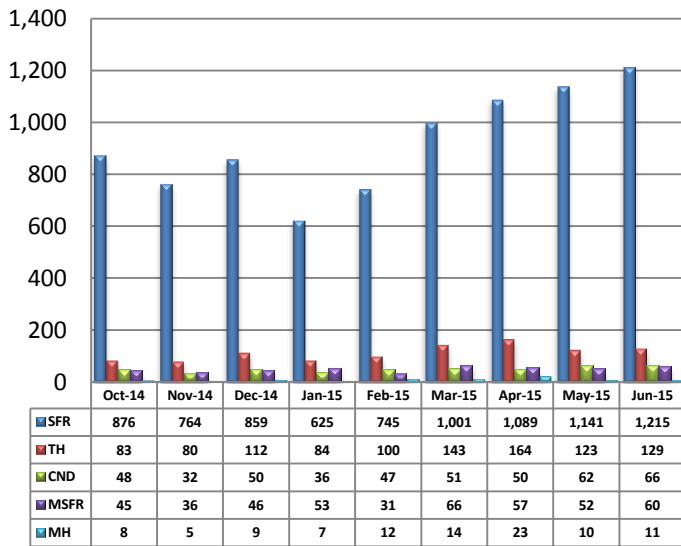
**Total Unit Sales - June 2015**



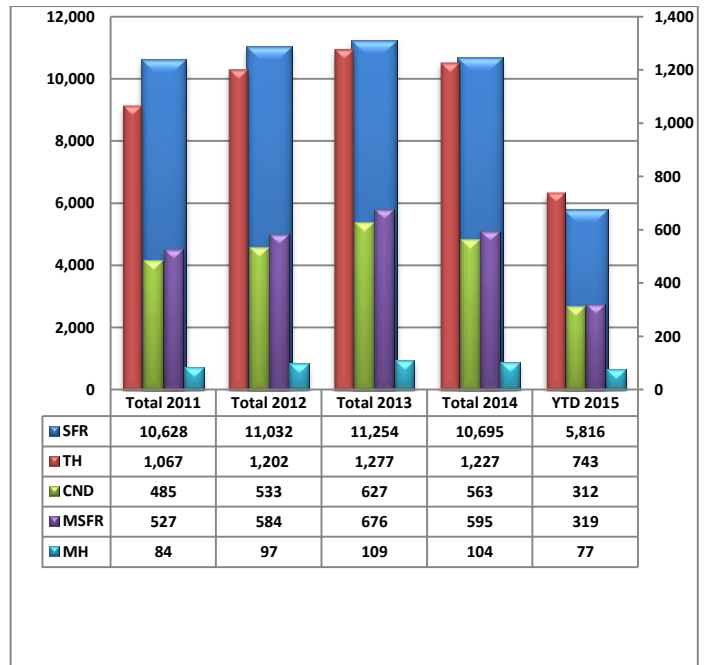
**Unit Sales - Breakdown by Type**



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

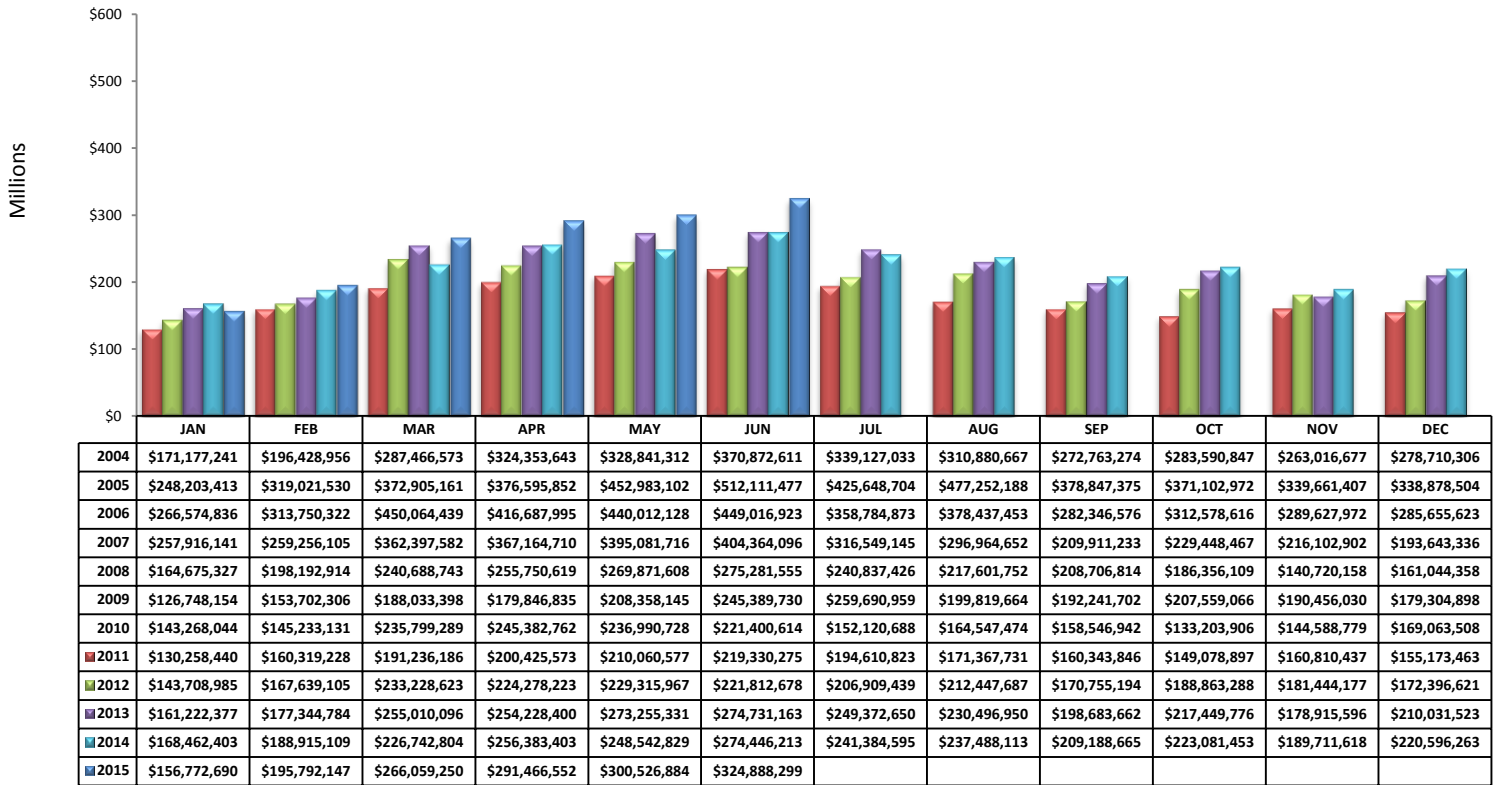


**YTD Annual Comparison - Breakdown by Type**



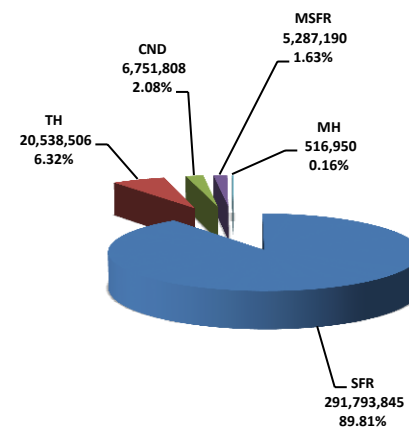
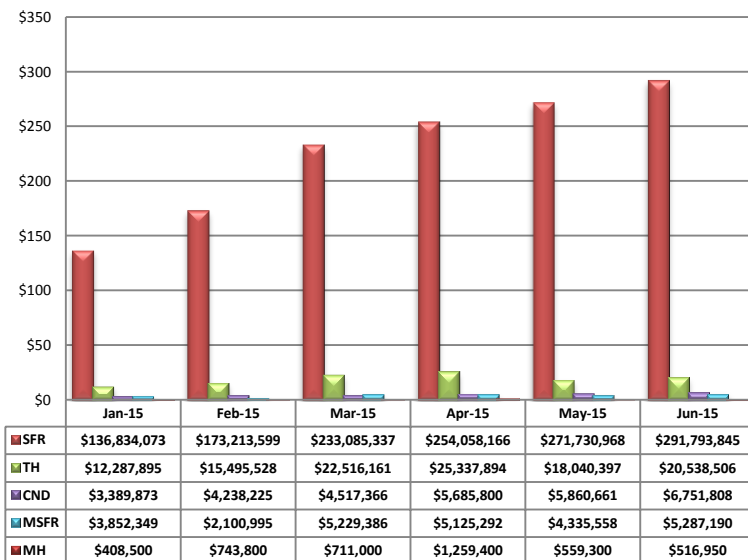
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**Total Sales Volume - June 2015**



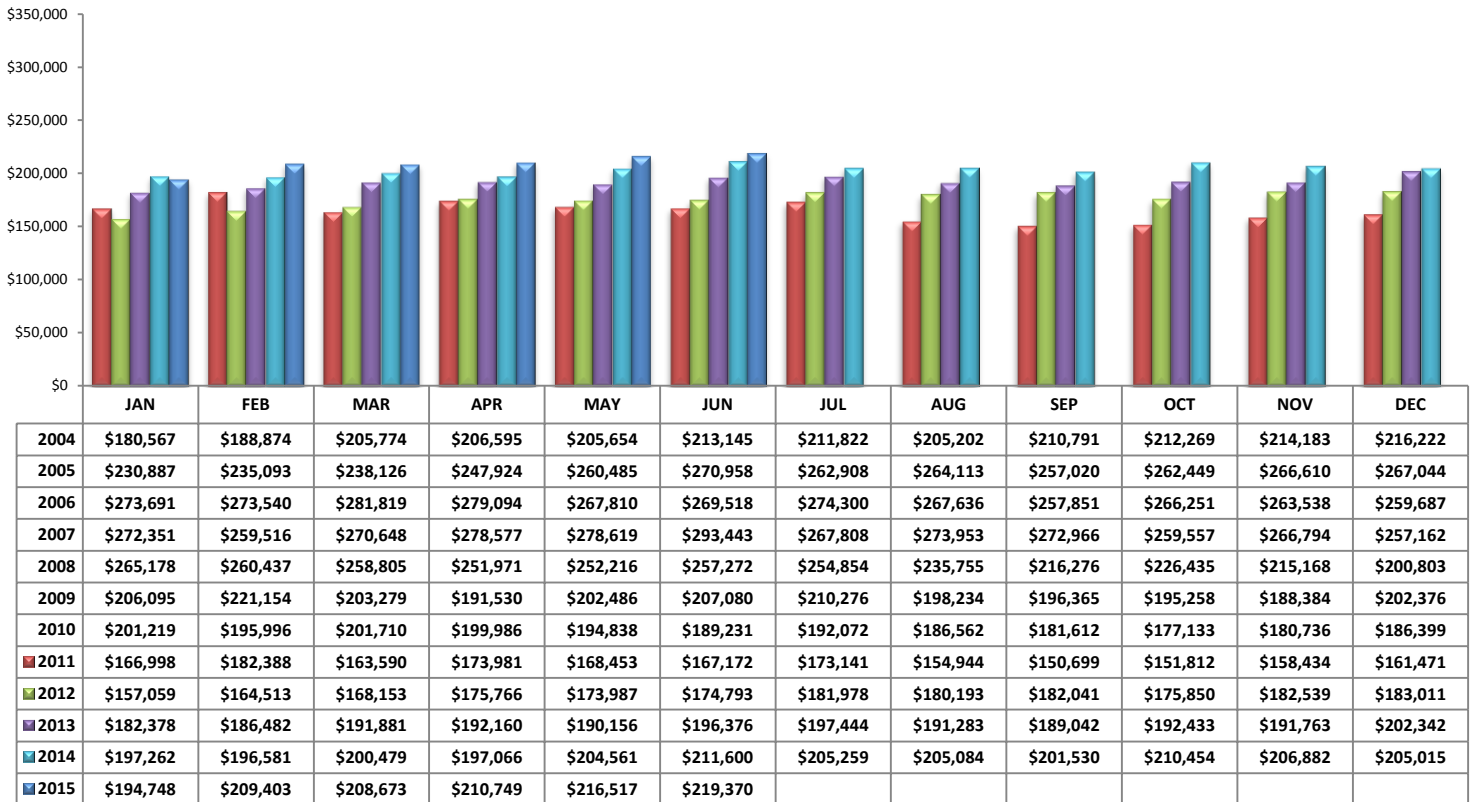
**Total Sales Volume By Type - Monthly Comparison**

**Monthly Volume by Type**

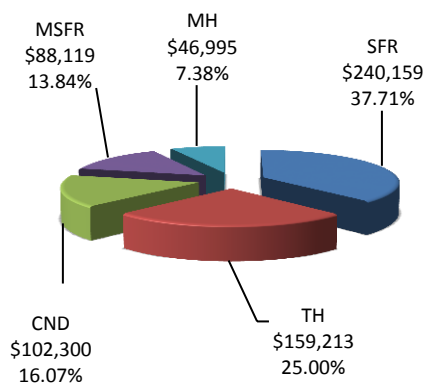


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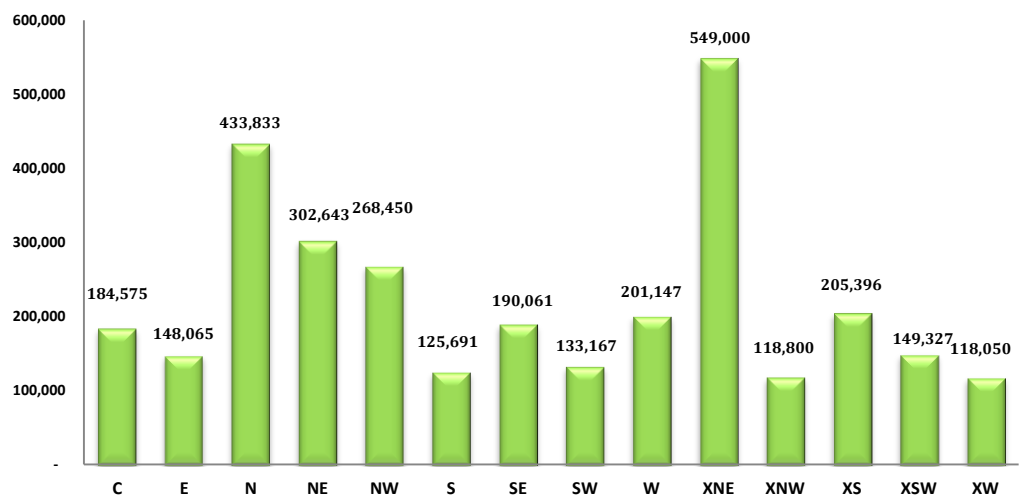
**Average Sales Price – June 2015**



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

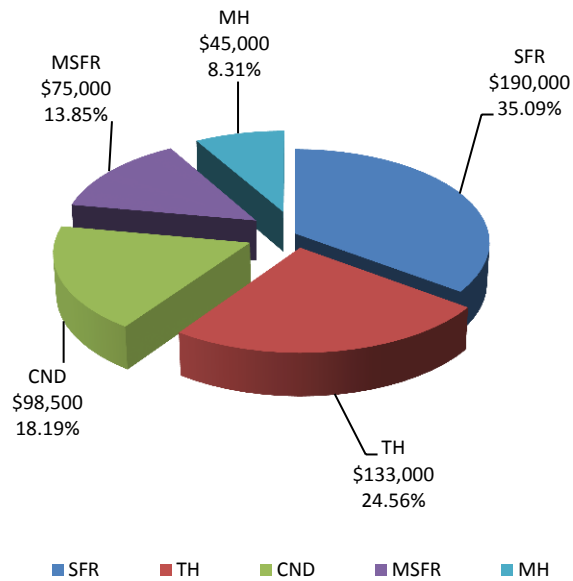


**Average "Listing" Price per Area – June 2015**

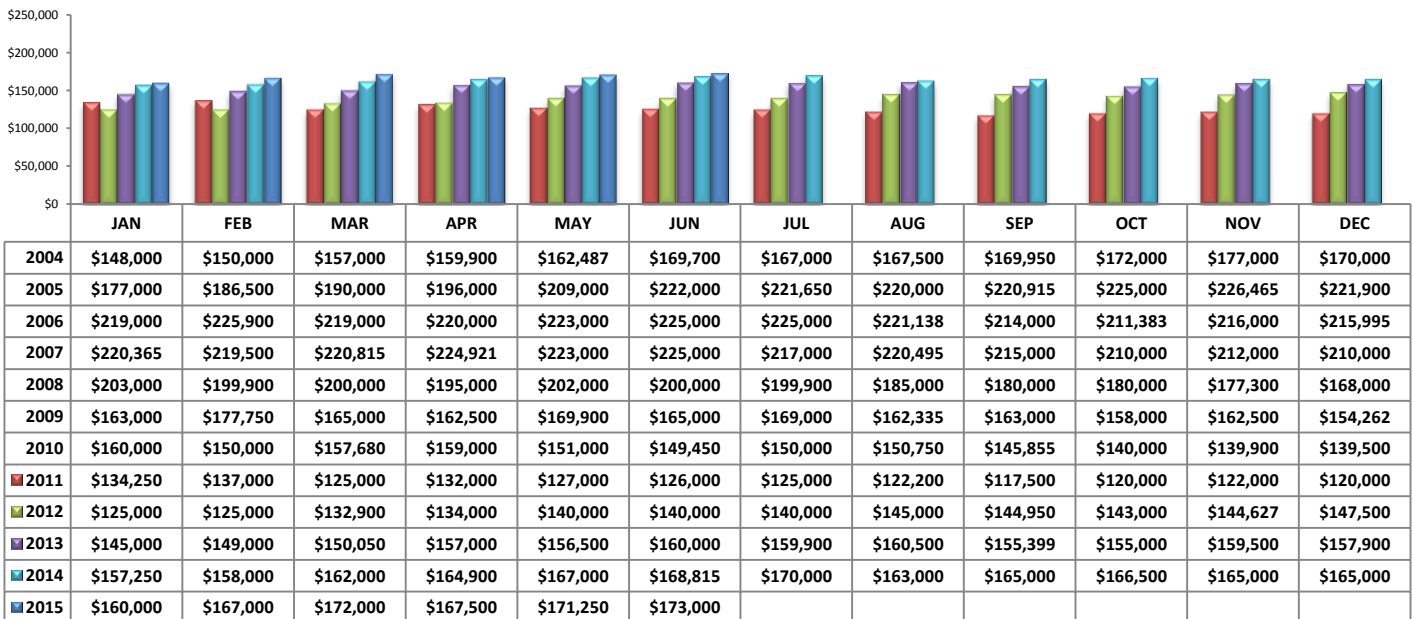


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**Median Sale Price - by Type**

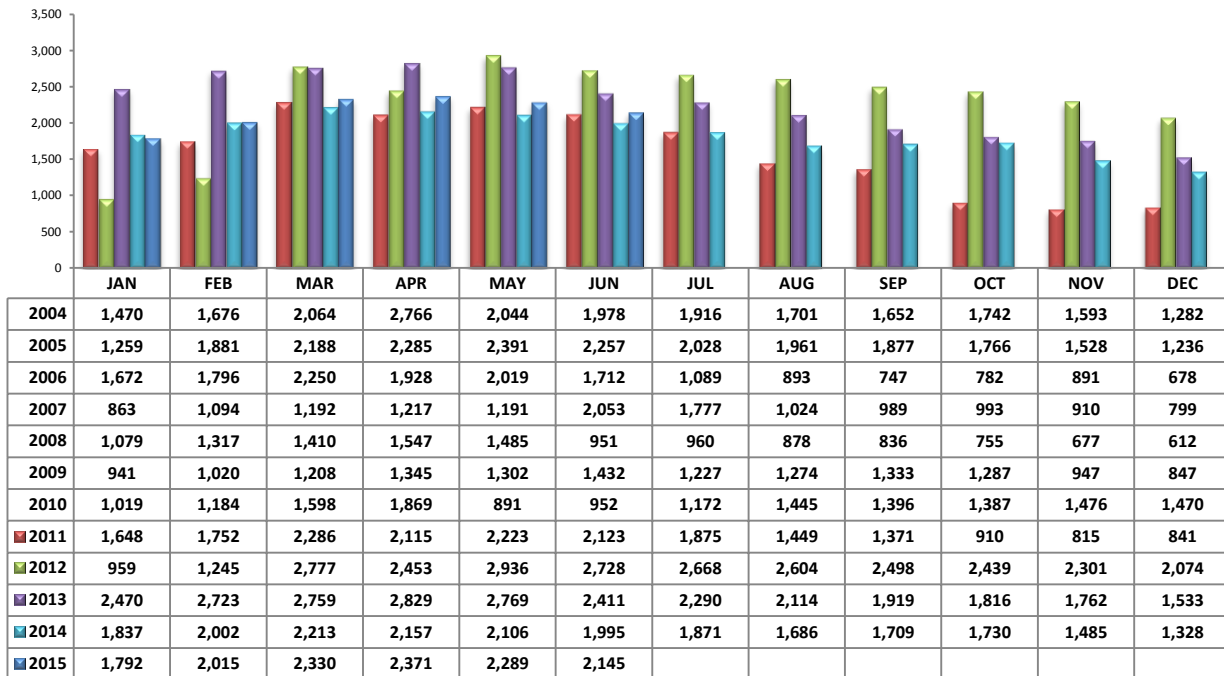


**Median Sale Price - June 2015**

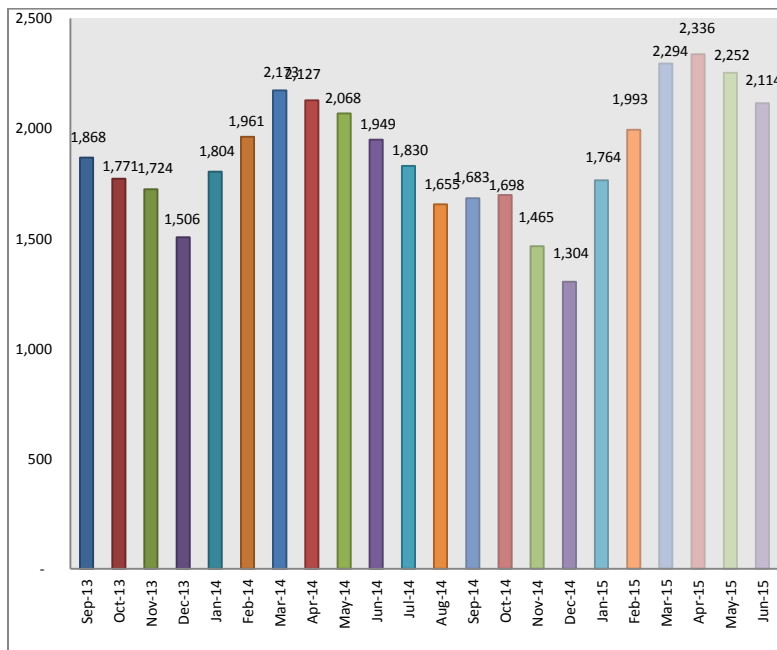


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### Newly Under Contract During The Month



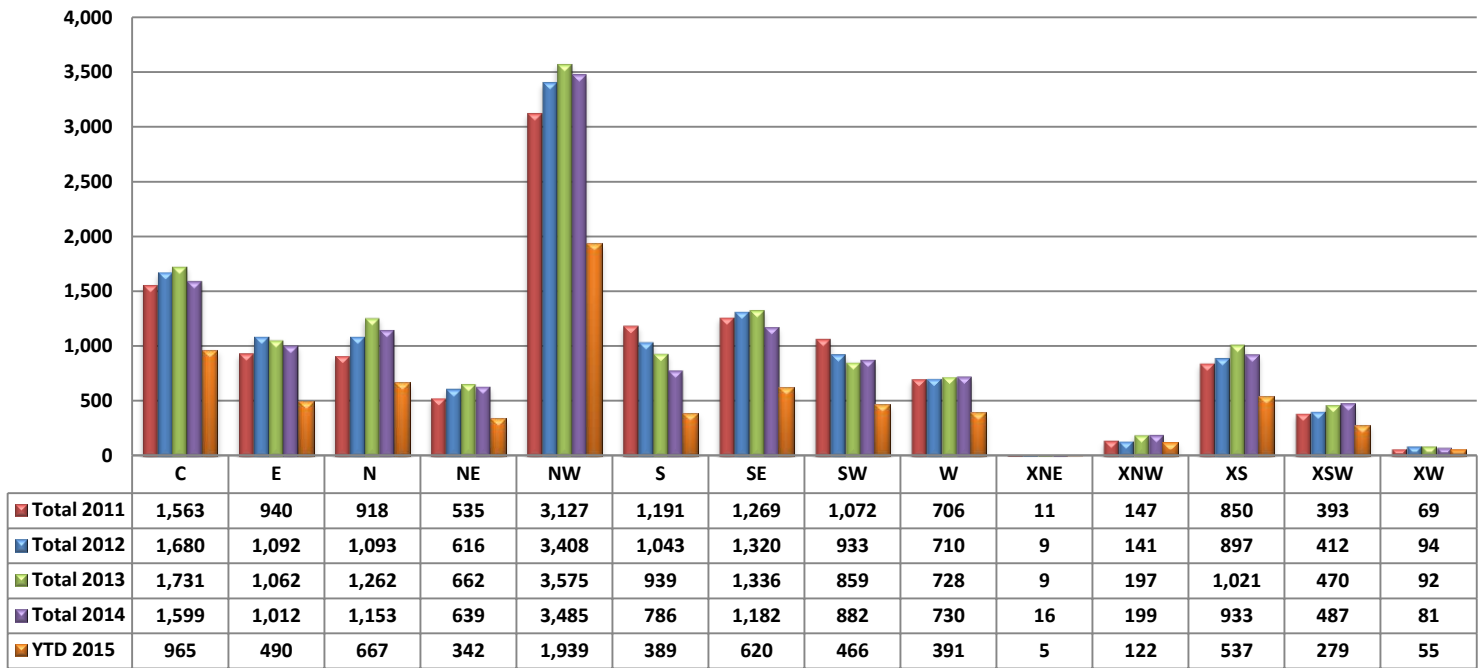
### Total Listings Still Under Contract At The End of The Month



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



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

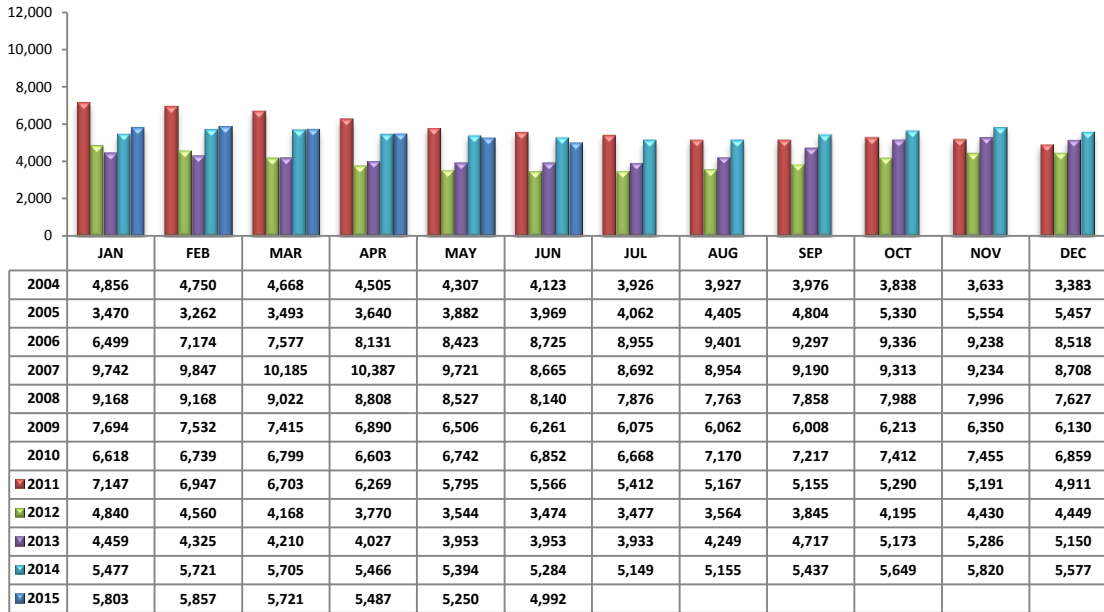
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$131,108	\$181,766	\$252,606	\$226,055	\$177,428
E	\$83,434	\$136,194	\$194,106	\$0	\$143,674
N	\$189,781	\$366,898	\$662,148	\$629,500	\$417,308
NE	\$122,304	\$283,467	\$320,414	\$515,055	\$292,597
NW	\$220,627	\$233,953	\$313,348	\$388,665	\$260,700
S	\$75,270	\$115,372	\$137,327	\$237,000	\$123,390
SE	\$134,912	\$166,938	\$203,017	\$319,237	\$186,028
SW	\$77,890	\$125,563	\$155,843	\$163,966	\$129,500
W	\$103,115	\$200,322	\$217,634	\$358,750	\$195,796
XNE	\$508,000	\$0	\$0	\$0	\$508,000
XNW	\$62,250	\$112,580	\$112,631	\$389,000	\$119,105
XS	\$152,900	\$208,388	\$201,185	\$232,434	\$200,505
XSW	\$129,290	\$122,078	\$262,482	\$0	\$145,308
XW	\$140,000	\$45,000	\$105,000	\$165,000	\$113,750

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

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	70	92	32	9	203
E	19	56	31	0	106
N	37	48	33	13	131
NE	12	29	27	7	75
NW	75	190	105	20	390
S	6	43	21	3	73
SE	9	78	52	8	147
SW	21	32	42	3	98
W	13	45	16	4	78
XNE	1	0	0	0	1
XNW	2	16	8	1	27
XS	15	35	34	13	97
XSW	28	16	7	0	51
XW	1	1	1	1	4

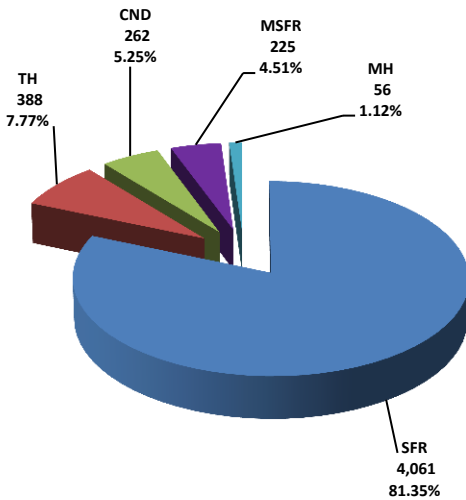
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### Active Listings

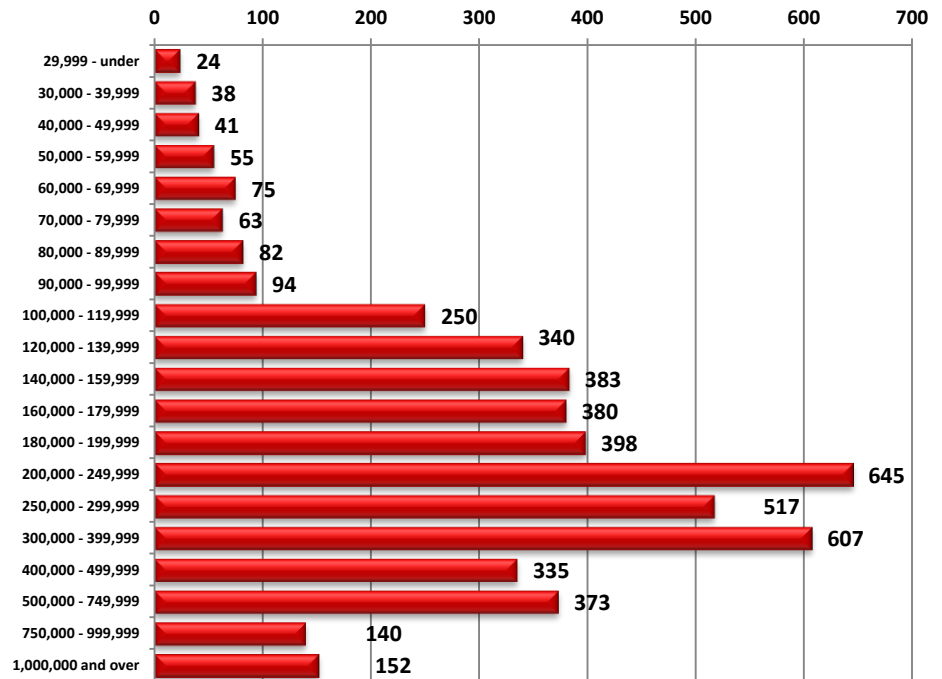


Area	# of Listings
C	634
E	313
N	581
NE	290
NW	1395
S	118
SE	428
SW	257
W	233
XNE	33
XNW	66
XS	372
XSW	235
XW	37

### Active Listings Unit Breakdown

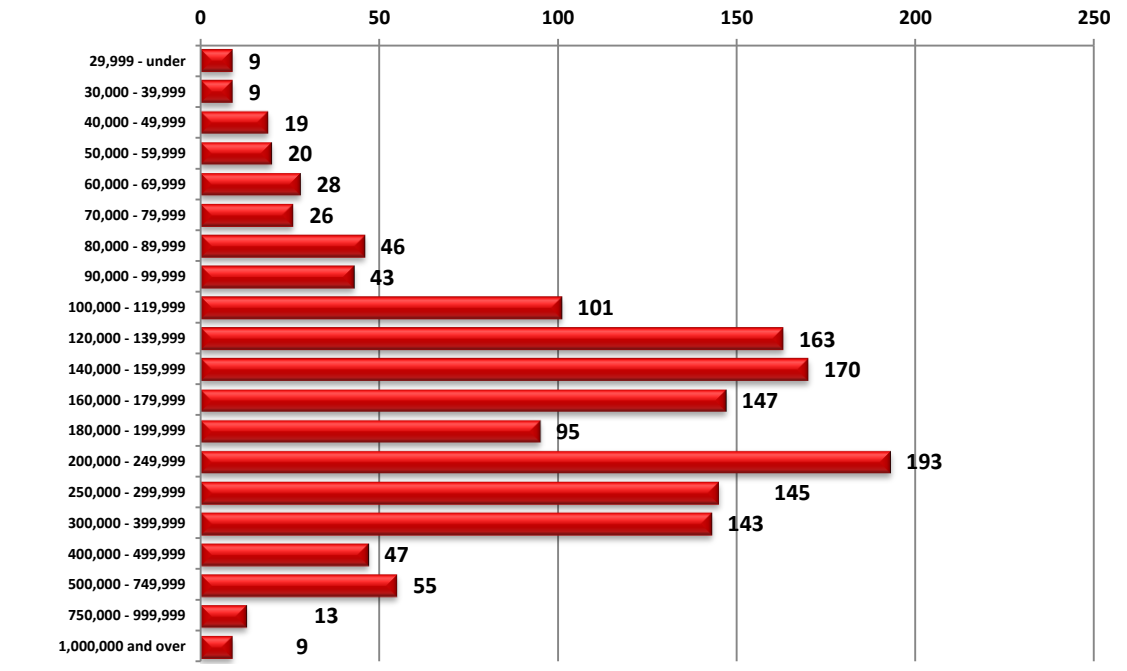


### Active Listings Price Breakdown



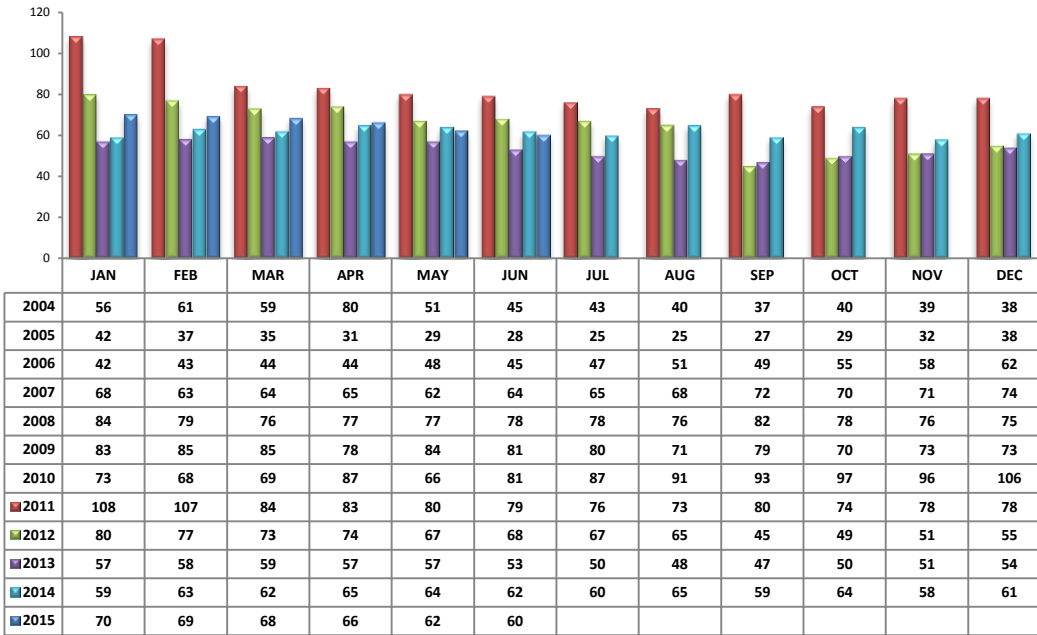
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**Sold Price Breakdown**



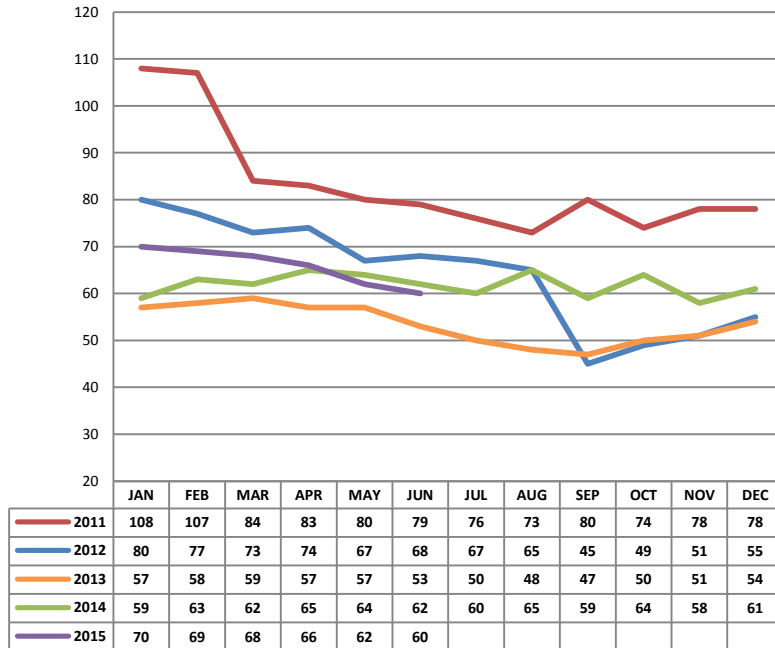
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**Average Days on Market/Listing - June 2015**

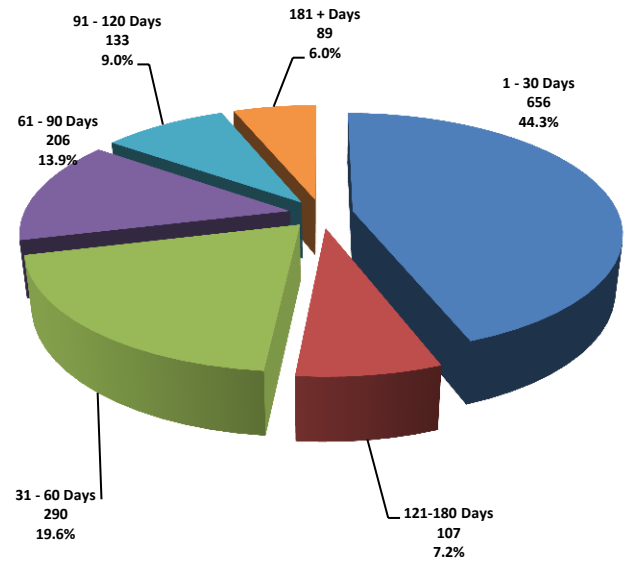


Area	Avg. DOM
C	54
E	45
N	70
NE	59
NW	59
S	43
SE	61
SW	54
W	53
XNE	280
XNW	81
XS	79
XSW	80
XW	70

**Annual Comparison - Average Days on Market**

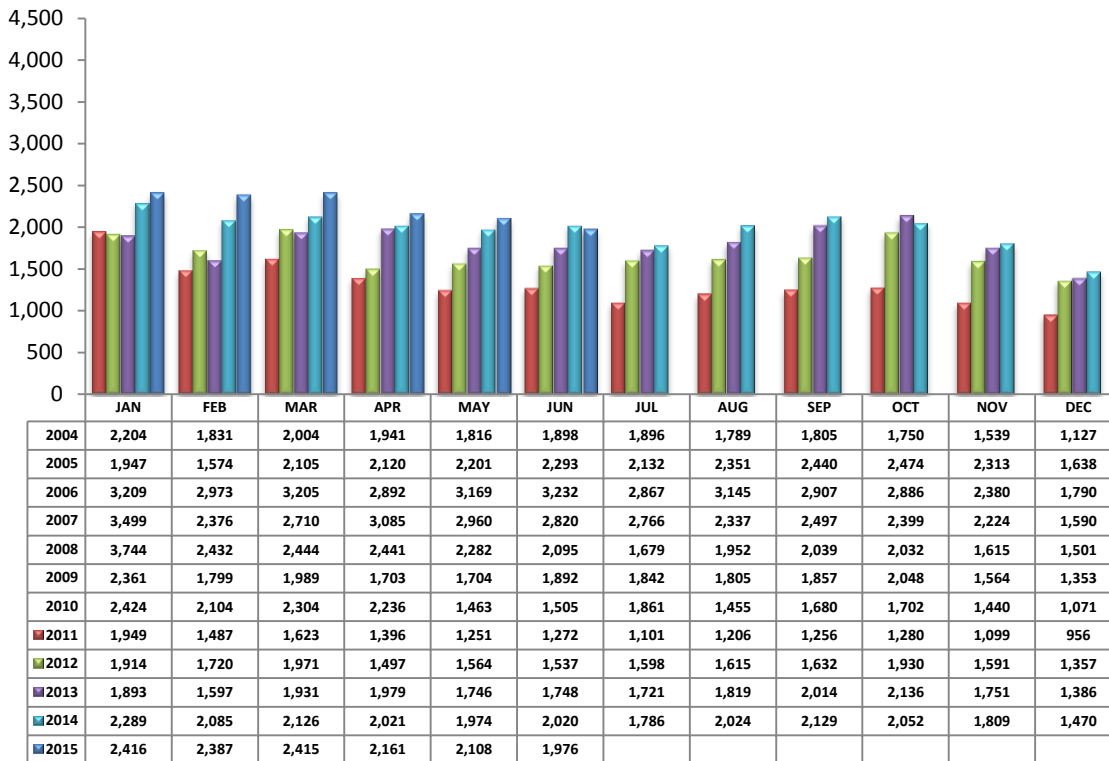


**Average Days on Market/Listing Breakdown**



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**New Listings - June 2015**



Area	# of Listings
C	286
E	156
N	179
NE	102
NW	543
S	85
SE	180
SW	98
W	116
XNE	7
XNW	33
XS	114
XSW	63
XW	14

\*Includes properties that were re-listed

\*\*Beginning June 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.
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
June 2015	225	438	62

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