

**For Immediate  
Release:**

**September 9, 2015**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics August 2015**

Below are some highlights from the August Residential Sales Statistics:

- Total Sales Volume decreased this month, going from \$309,538,575 in July to \$269,323,073 in August, a 12.99% decrease from last month, but is an increase of 13.40% over August 2014.
- The Average Sales Price increased to \$211,068 from \$210,570 in July, resulting in a .24% increase.
- Average List Price this month was \$217,833, an increase of .49% since last month.
- Total Under Contract decreased by 6.72% from July.
- Total Unit Sales of 1,276 is down from July's number of 1,470, resulting in a 13.20% decrease but is an increase of 10.19% over August 2014.
- The Median Sales Price declined slightly to \$173,250 from \$175,000 in July, a 1% decrease.
- New Listings increased 13.94% from July.
- Total Active Listings of 4,758 is a .83% decrease from July's number of 4,798.
- Average Days on Market increased to 63 in August from 61 in July.
- Conventional loan sales of 38.4% exceeded Cash Sales of 25.8% 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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## August 2015 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>August</b>	\$269,323,073	\$237,488,113	13.40%
<b>July</b>	\$309,538,575	\$241,384,595	28.23%
<b>Month % Change</b>	-12.99%	-1.61%	

### Average Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>August</b>	\$211,068	\$205,084	2.92%
<b>July</b>	\$210,570	\$205,259	2.59%
<b>Month % Change</b>	0.24%	-0.09%	

### Average List Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>August</b>	\$217,833	\$211,024	3.23%
<b>July</b>	\$216,779	\$212,418	2.05%
<b>Month % Change</b>	0.49%	-0.66%	

### Total Under Contract

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>August</b>	1,846	1,655	11.54%
<b>July</b>	1,979	1,830	8.14%
<b>Month % Change</b>	-6.72%	-9.56%	

### Total Unit Sales

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>August</b>	1,276	1,158	10.19%
<b>July</b>	1,470	1,176	25.00%
<b>Month % Change</b>	-13.20%	-1.53%	

### Median Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>August</b>	\$173,250	\$163,000	6.29%
<b>July</b>	\$175,000	\$170,000	2.94%
<b>Month % Change</b>	-1.00%	-4.12%	

### New Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>August</b>	2,011	2,024	-0.64%
<b>July</b>	1,765	1,786	-1.18%
<b>Month % Change</b>	13.94%	13.33%	

### Active Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>August</b>	4,758	5,155	-7.70%
<b>July</b>	4,798	5,149	-6.82%
<b>Month % Change</b>	-0.83%	0.12%	

## August 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	122	49	40.16%	85740	1	0	0.00%
85145	21	5	23.81%	85648	0	0	0.00%	85714	13	10	76.92%	85741	88	42	47.73%
85245	0	0	0.00%	85653	97	24	24.74%	85715	89	30	33.71%	85742	189	38	20.11%
85601	1	0	0.00%	85654	0	0	0.00%	85716	161	40	24.84%	85743	159	48	30.19%
85602	4	1	25.00%	85658	179	42	23.46%	85717	0	0	0.00%	85745	162	35	21.60%
85611	0	0	0.00%	85701	27	2	7.41%	85718	282	51	18.09%	85746	97	36	37.11%
85614	186	41	22.04%	85704	144	41	28.47%	85719	127	18	14.17%	85747	124	59	47.58%
85616	0	0	0.00%	85705	88	19	21.59%	85730	128	51	39.84%	85748	97	29	29.90%
85619	28	2	7.14%	85706	52	28	53.85%	85734	0	0	0.00%	85749	149	31	20.81%
85622	42	15	35.71%	85709	0	0	0.00%	85735	76	8	10.53%	85750	248	44	17.74%
85623	9	2	22.22%	85710	191	76	39.79%	85736	28	4	14.29%	85755	185	46	24.86%
85629	182	62	34.07%	85711	146	42	28.77%	85737	161	45	27.95%	85756	46	29	63.04%
85641	214	49	22.90%	85712	103	27	26.21%	85739	228	34	14.91%	85757	82	21	25.61%

NOTE:

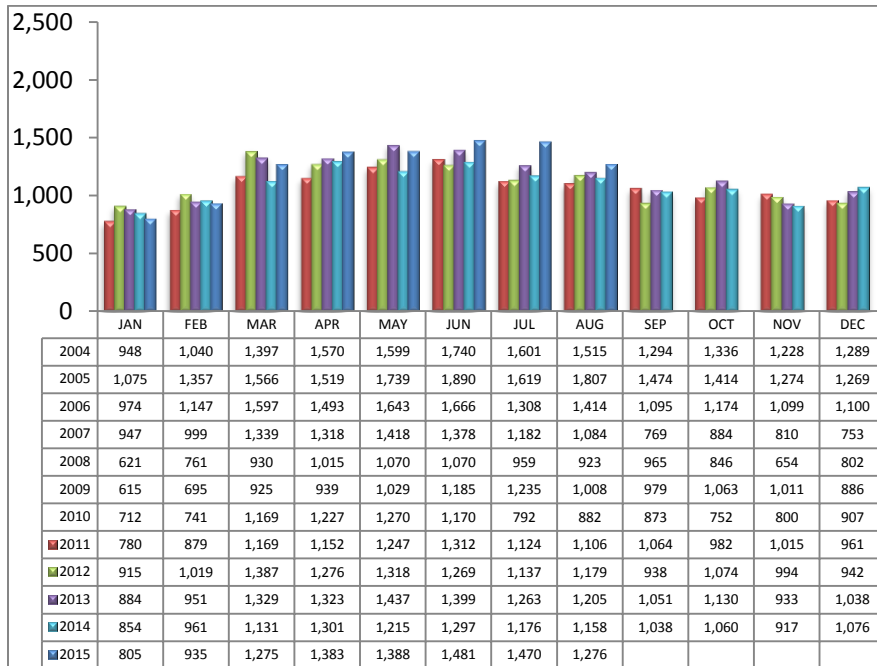
85637- 1 active listing

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	25	4	2	1	32	8	C	641	1-30 Days	533
\$30,000 to \$39,999	40	7	3	4	54	9	E	290	31-60 Days	264
\$40,000 to \$49,999	52	10	5	3	70	14	N	579	61-90 Days	166
\$50,000 to \$59,999	52	16	9	10	87	20	NE	250	91-120 Days	132
\$60,000 to \$69,999	57	23	7	6	93	22	NW	1270	121-180 Days	104
\$70,000 to \$79,999	69	33	8	8	118	29	S	132	Over 180 Days	77
\$80,000 to \$89,999	84	33	16	14	147	31	SE	379	<b>Avg. Days on Market</b>	
\$90,000 to \$99,999	90	52	11	15	168	30	SW	288	63	
\$100,000 to \$119,999	233	100	16	27	376	100	W	237	<b>Avg. Sold Price</b>	
\$120,000 to \$139,999	350	168	26	41	585	123	XNE	28	\$211,068	
\$140,000 to \$159,999	387	154	30	20	591	162	XNW	72	<b>Median Sale Price</b>	
\$160,000 to \$179,999	367	112	21	37	537	126	XS	351	\$173,250	
\$180,000 to \$199,999	361	119	15	21	516	105	XSW	192	<b>New Listings</b>	
\$200,000 to \$249,999	596	164	19	42	821	177	XW	49	2,011	
\$250,000 to \$299,999	492	103	7	27	629	111	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>	
\$300,000 to \$399,999	565	100	9	35	709	107	C	147	\$25,680,199	
\$400,000 to \$499,999	286	50	2	9	347	50	E	107	\$16,084,599	
\$500,000 to \$749,999	363	37	3	11	414	37	N	100	\$40,122,870	
\$750,000 to \$999,999	147	13	0	3	163	9	NE	62	\$19,378,100	
\$1,000,000 and over	142	2	1	2	147	6	NW	332	\$81,579,481	
							S	75	\$8,842,751	
							SE	133	\$24,490,187	
							SW	72	\$9,890,669	
							W	69	\$12,725,330	
							XNE	2	\$282,179	
							XNW	14	\$1,698,020	
							XS	99	\$20,437,693	
							XSW	53	\$6,766,395	
							XW	11	\$1,344,600	
<b>Totals</b>	<b>4,758</b>	<b>1,300</b>	<b>210</b>	<b>336</b>	<b>6,604</b>	<b>1,276</b>			<b>Total Volume</b>	<b>\$269,323,073</b>
	<b>Aug-15</b>	<b>Aug-14</b>	<b>% Change</b>	<b>YTD 2015</b>	<b>YTD 2014</b>	<b>% Change</b>				
<b>Home Sales Volume</b>	\$269,323,073	\$237,488,113	13.40%	\$1,845,045,673	\$1,842,365,469	0.15%				
<b>Home Sales Units</b>	1,276	1,158	10.19%	10,013	9,093	10.12%				
<b>Average Sales Price (All Residential)</b>	\$211,068	\$205,084	2.92%	\$212,135	\$205,459	3.25%				
<b>Median Sales Price</b>	\$173,250	\$163,000	6.29%	\$173,182	\$165,686	4.52%				
<b>Average Days on Market:</b>	63	65	-3.08%	63	63	0.00%				
<b>Average List Price for Solds:</b>	\$217,833	\$211,024	3.23%	\$218,747	\$211,976	3.19%				
<b>SP/LP %</b>	96.89%	97.19%		96.98%	96.93%					
<b>Total Under Contract</b>	1,846	1,655	11.54%							
<b>Active Listings</b>	4,758	5,155	-7.70%							
<b>New Listings</b>	2,011	2,024	-0.64%							

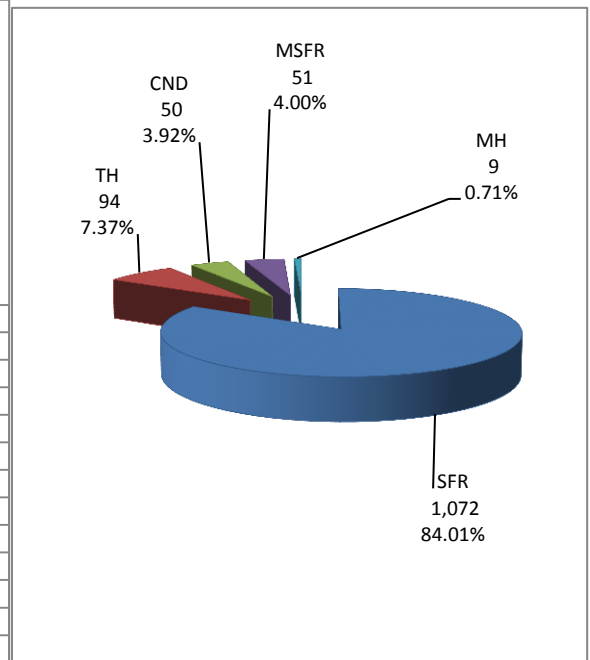
Types of Financing	Totals
FHA	290
VA	133
Other	26
Cash	329
Conventional	490
Cash/Loan	0
Carryback	8

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.

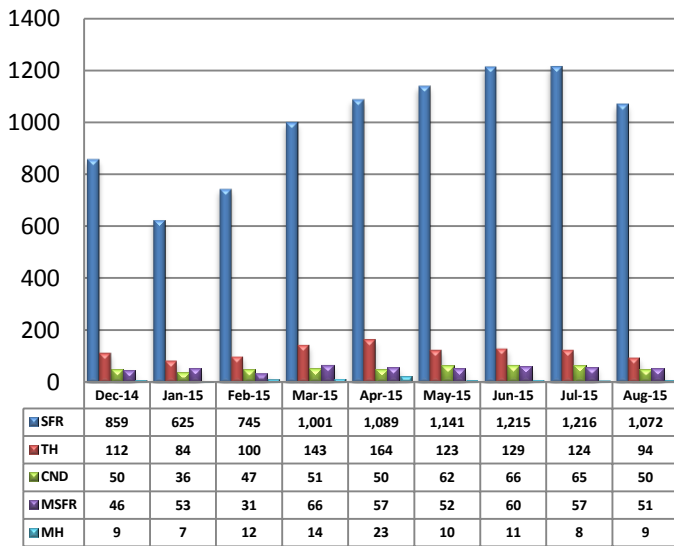
**Total Unit Sales – August 2015**



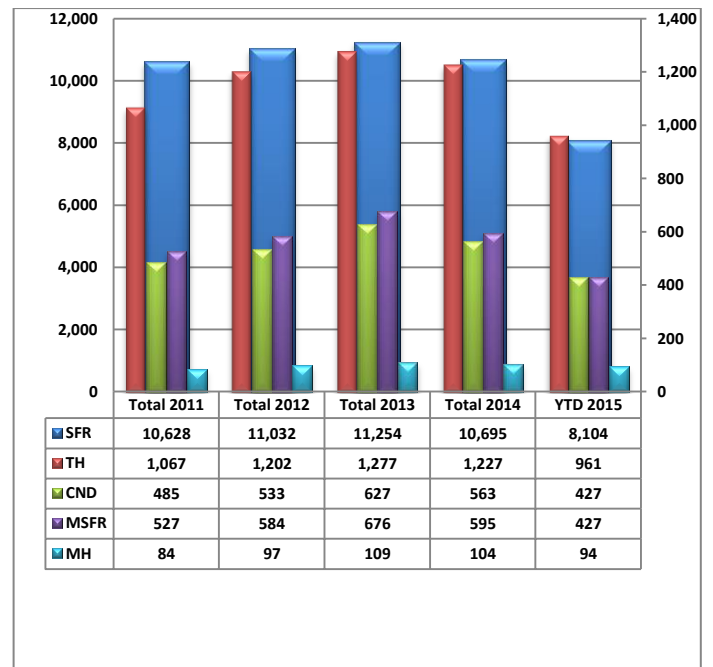
**Unit Sales – Breakdown by Type**



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

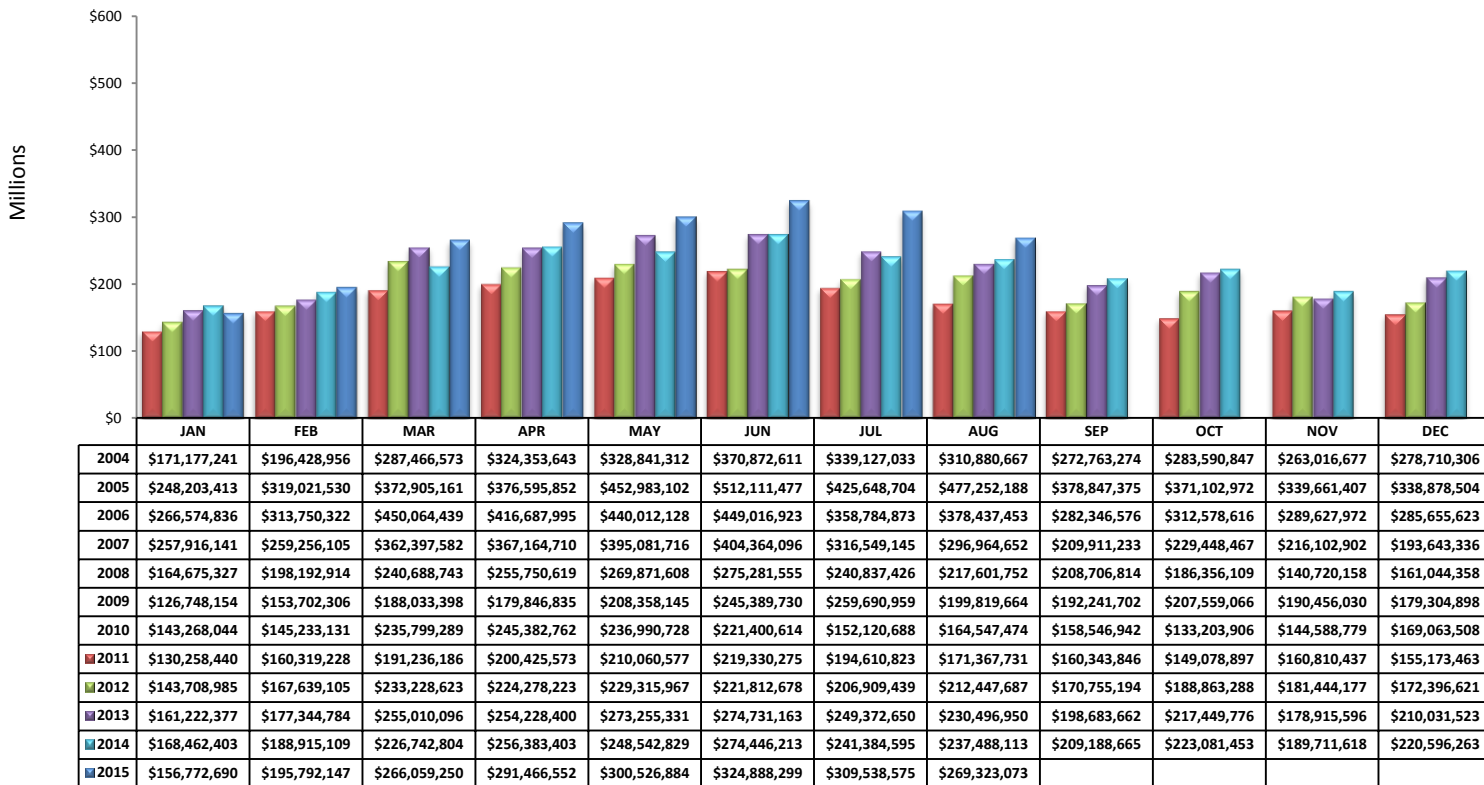


**YTD Annual Comparison – Breakdown by Type**



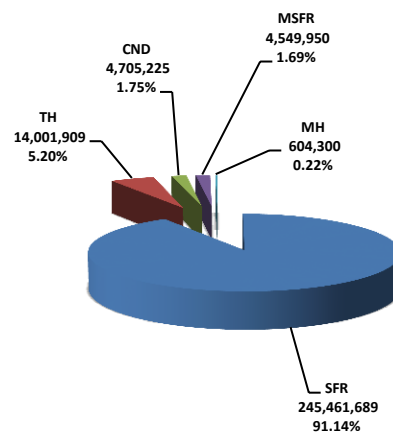
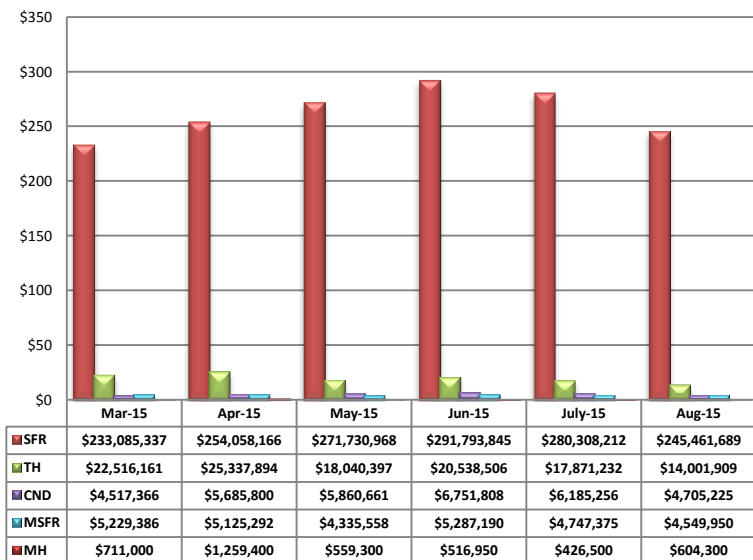
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**Total Sales Volume - August 2015**



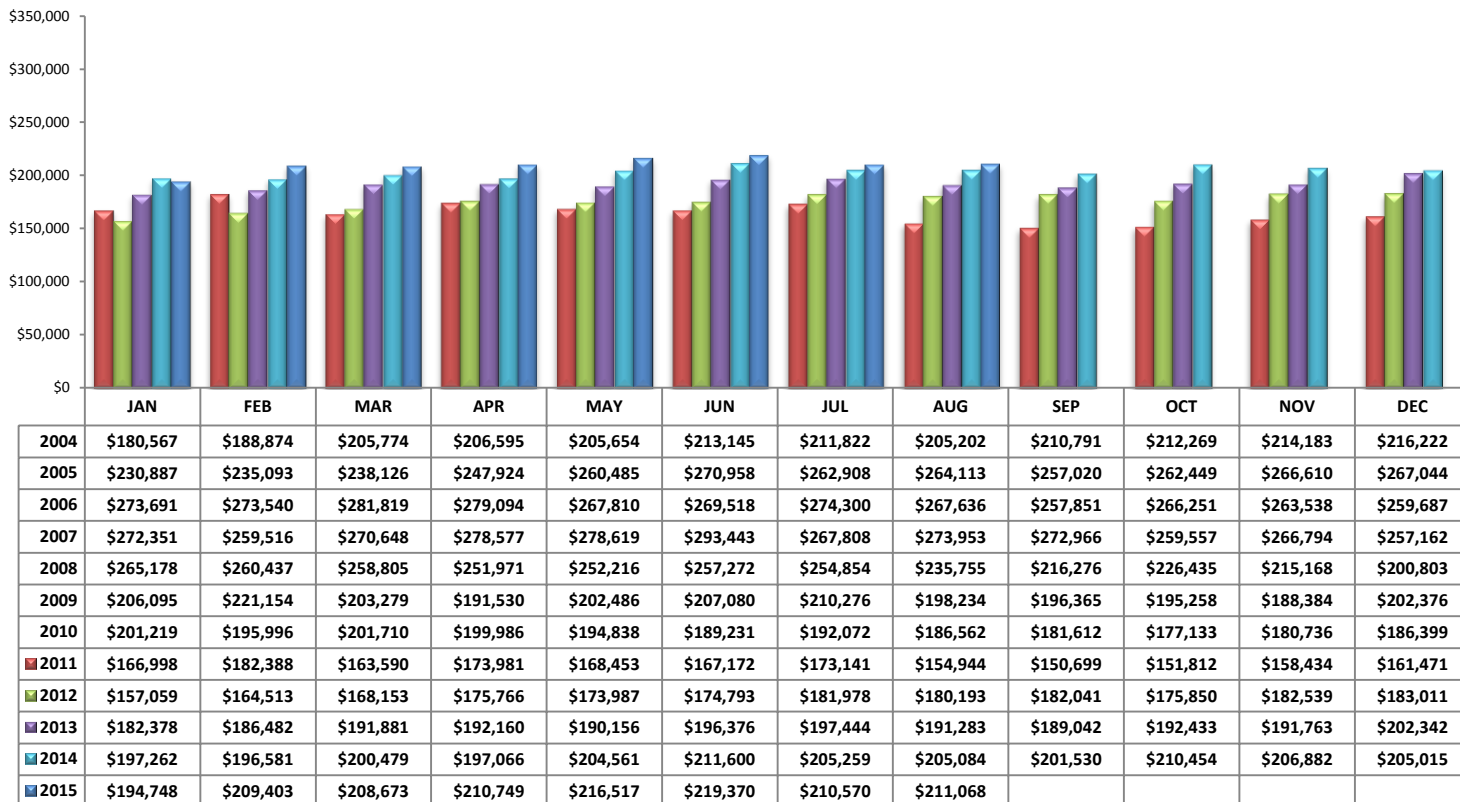
**Total Sales Volume By Type - Monthly Comparison**

**Monthly Volume by Type**

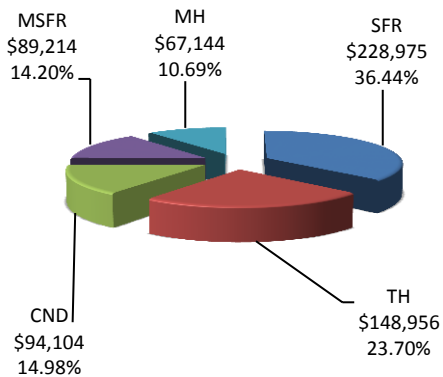


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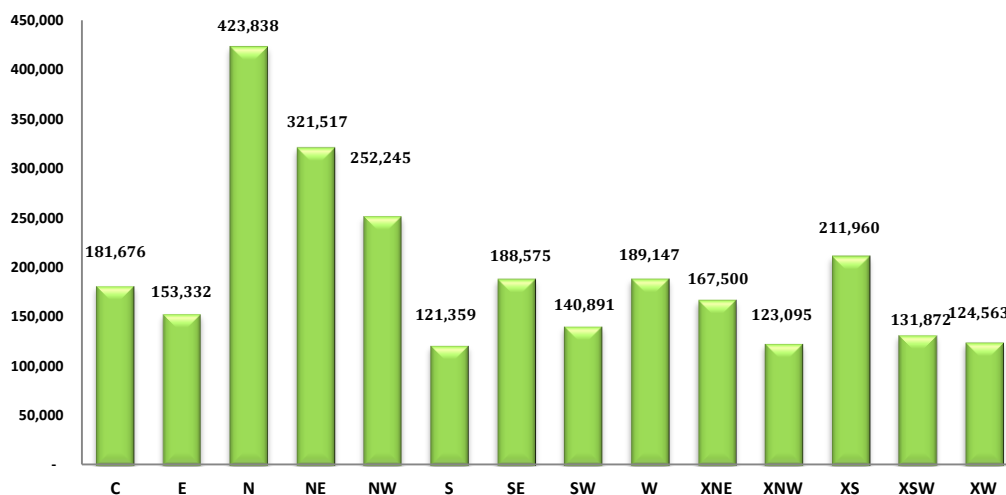
**Average Sales Price – August 2015**



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

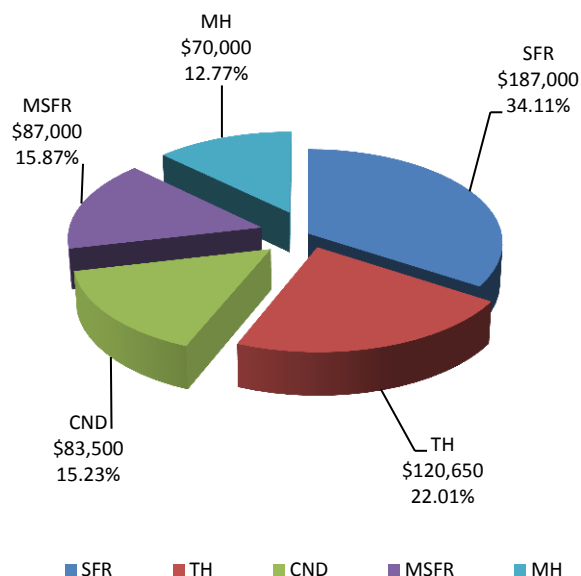


**Average "Listing" Price per Area – August 2015**

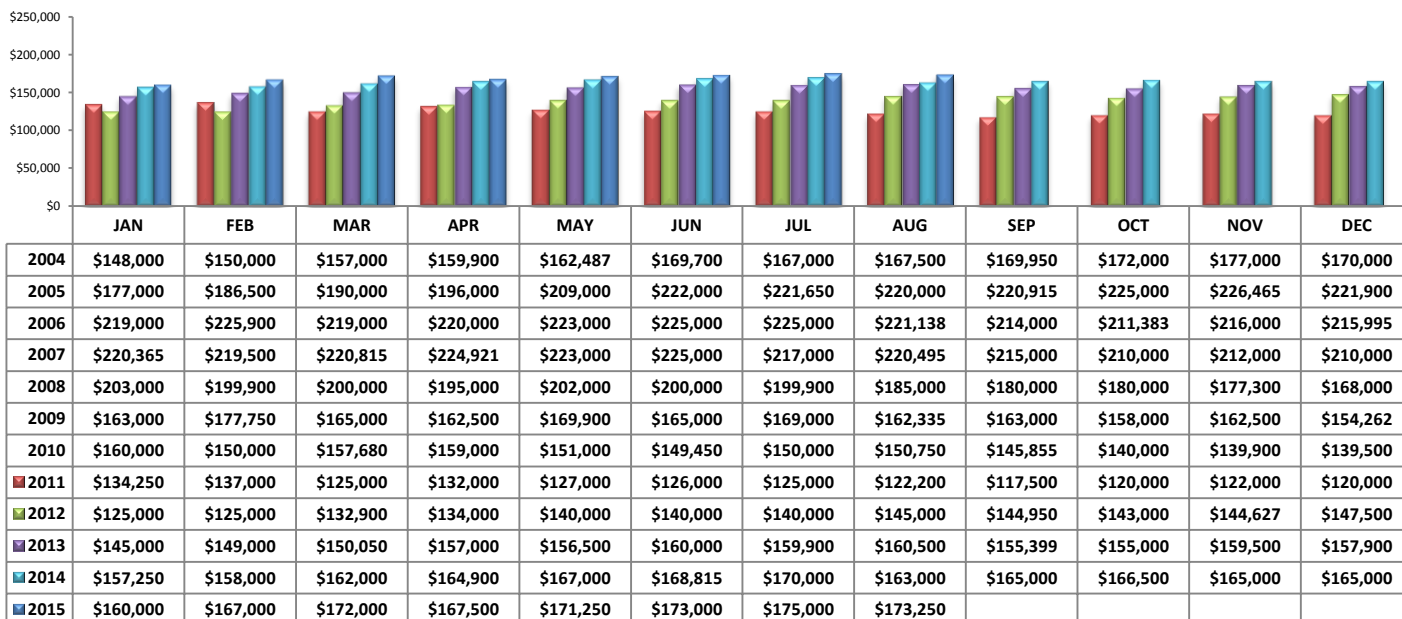


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**Median Sale Price - by Type**

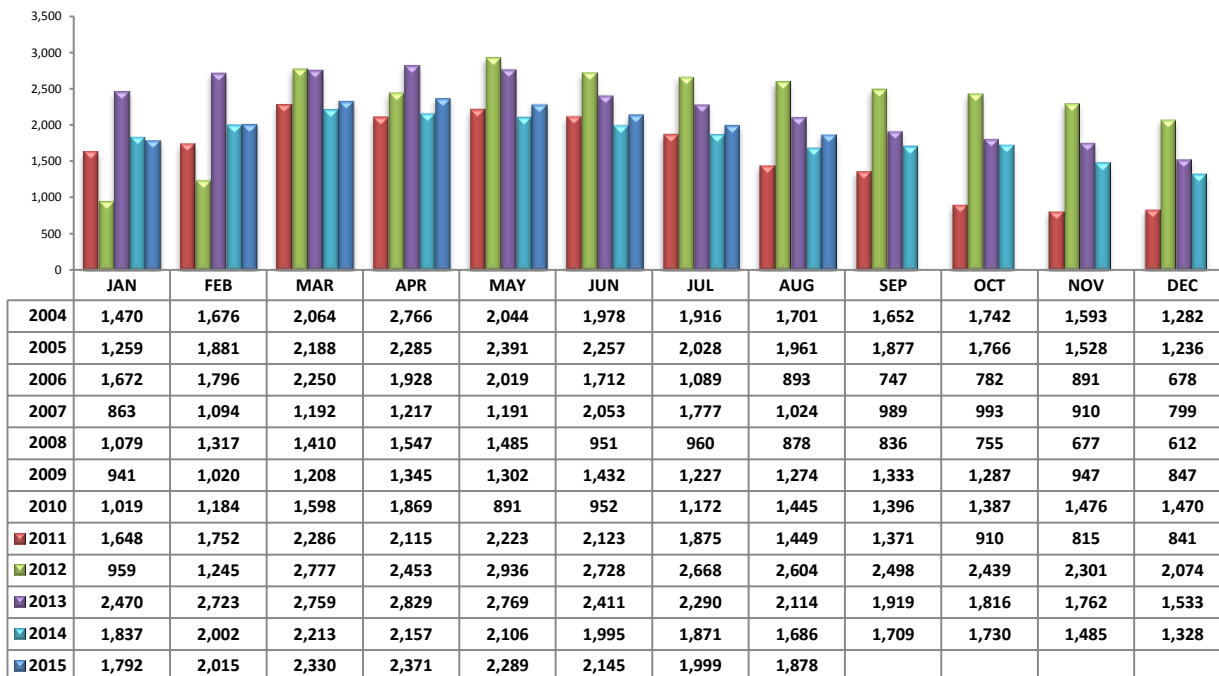


**Median Sale Price - August 2015**

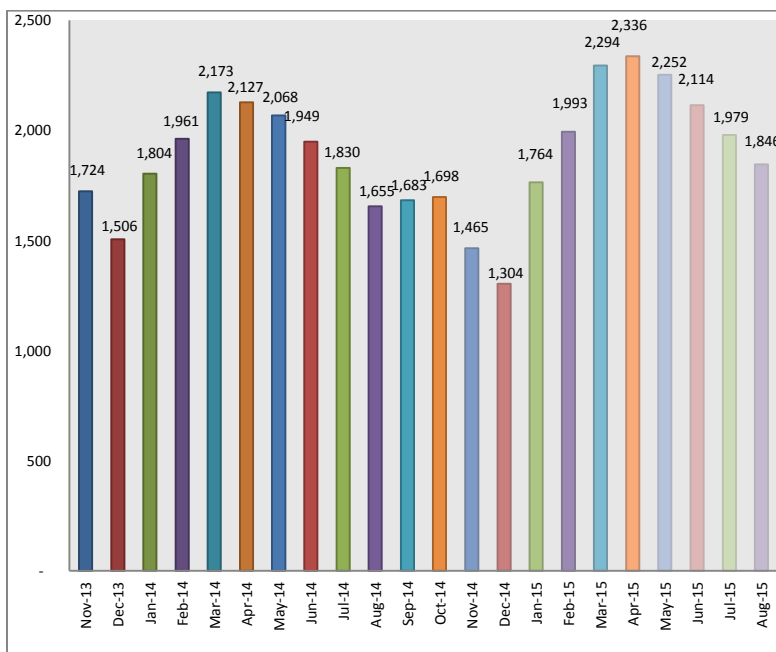


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### Newly Under Contract During The Month



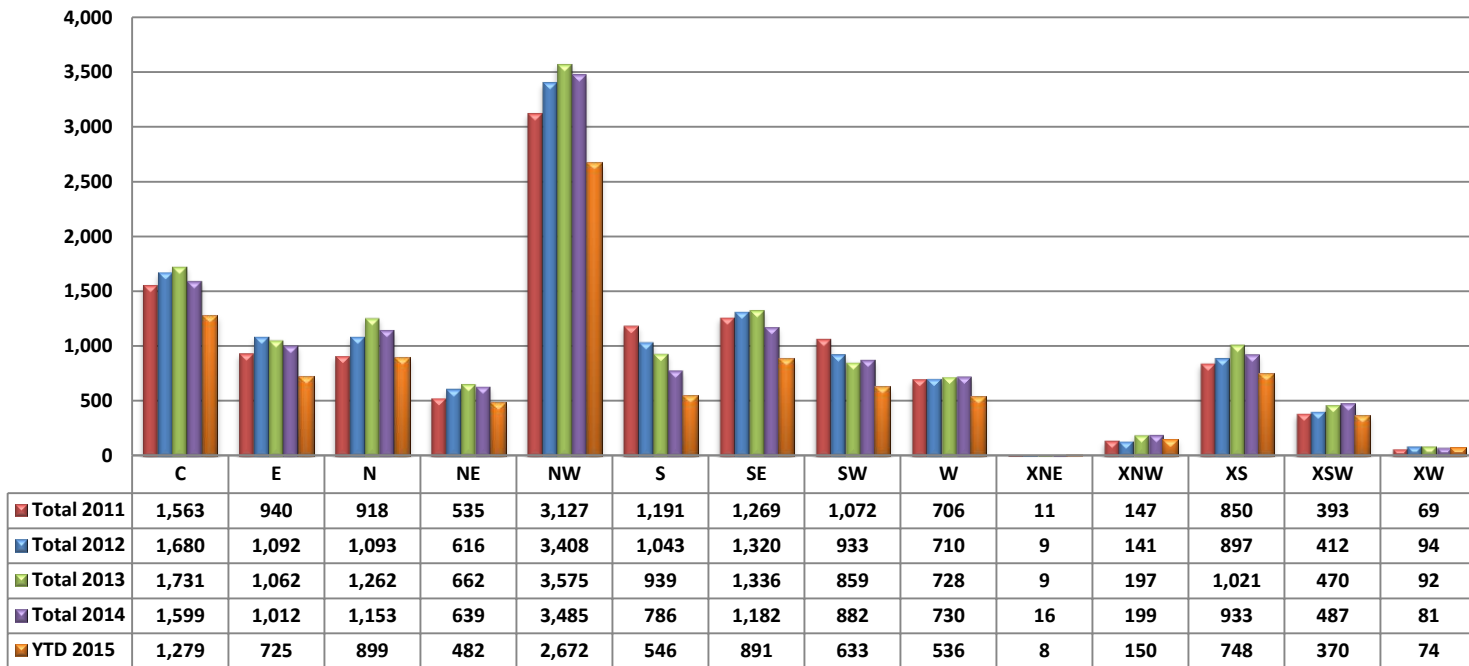
### Total Listings Still Under Contract At The End of The Month



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



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

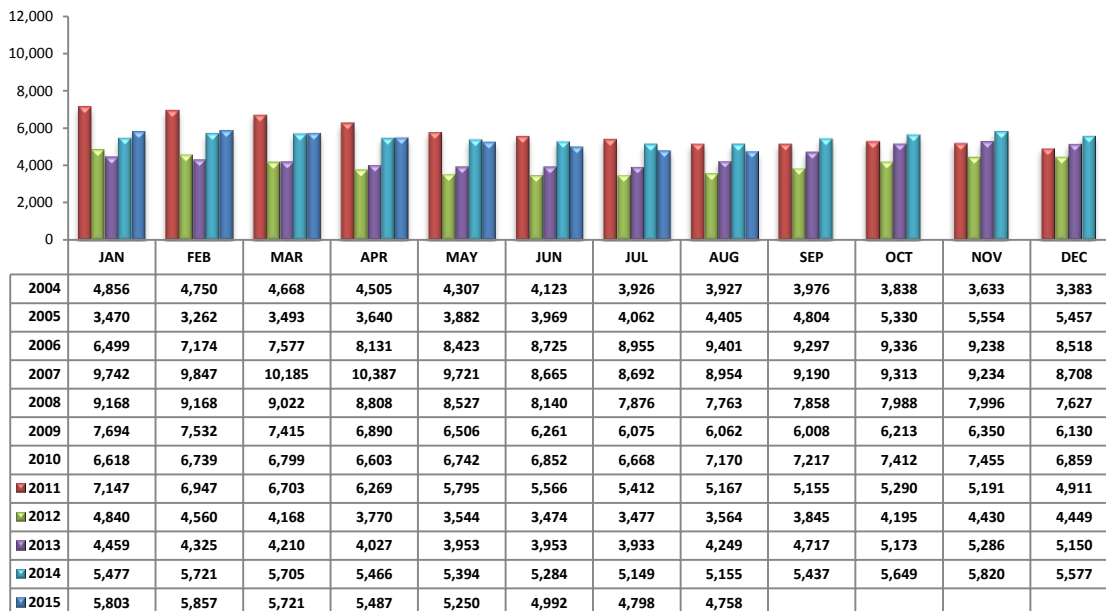
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$116,665	\$174,747	\$240,280	\$265,737	\$174,695
E	\$69,835	\$146,518	\$194,396	\$232,150	\$150,323
N	\$185,022	\$381,940	\$503,817	\$645,010	\$401,228
NE	\$127,750	\$256,000	\$351,944	\$631,400	\$312,550
NW	\$210,111	\$218,633	\$312,318	\$338,354	\$245,721
S	\$79,531	\$119,982	\$127,885	\$176,955	\$117,903
SE	\$149,291	\$164,887	\$202,975	\$309,966	\$184,136
SW	\$112,857	\$128,993	\$158,034	\$109,505	\$137,370
W	\$111,541	\$164,811	\$239,062	\$482,500	\$184,425
XNE	\$141,089	\$0	\$0	\$0	\$141,089
XNW	\$141,815	\$108,423	\$120,000	\$187,000	\$121,287
XS	\$180,250	\$180,948	\$233,811	\$258,317	\$206,441
XSW	\$118,669	\$137,762	\$271,000	\$0	\$127,667
XW	\$43,000	\$133,020	\$127,300	\$0	\$122,236

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

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	42	71	26	8	147
E	17	59	25	6	107
N	25	35	26	14	100
NE	6	26	25	5	62
NW	74	160	81	17	332
S	15	34	21	5	75
SE	4	77	46	6	133
SW	7	37	26	2	72
W	12	40	14	3	69
XNE	2	0	0	0	2
XNW	2	8	3	1	14
XS	16	42	26	15	99
XSW	35	17	1	0	53
XW	1	5	5	0	11

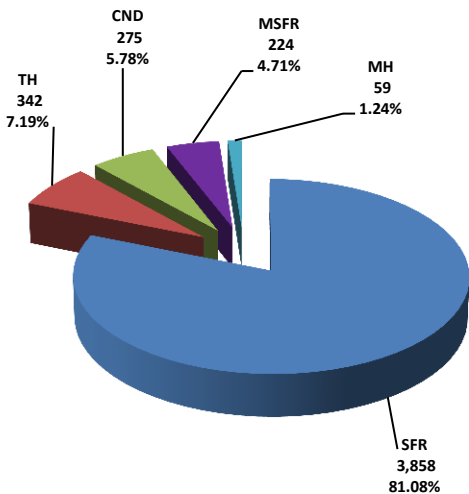
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### Active Listings

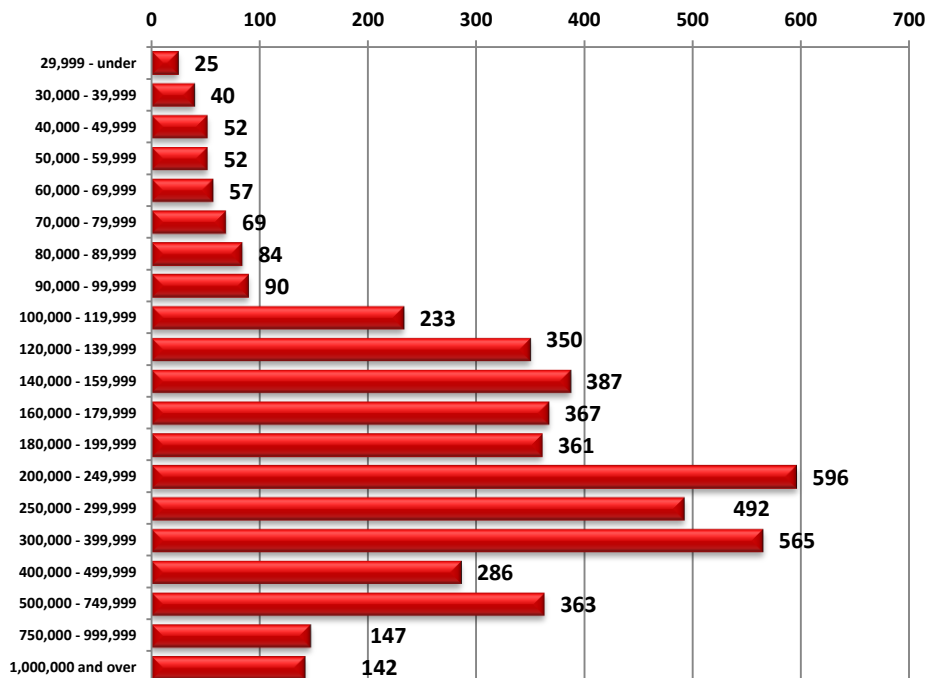


Area	# of Listings
C	641
E	290
N	579
NE	250
NW	1270
S	132
SE	379
SW	288
W	237
XNE	28
XNW	72
XS	351
XSW	192
XW	49

### Active Listings Unit Breakdown

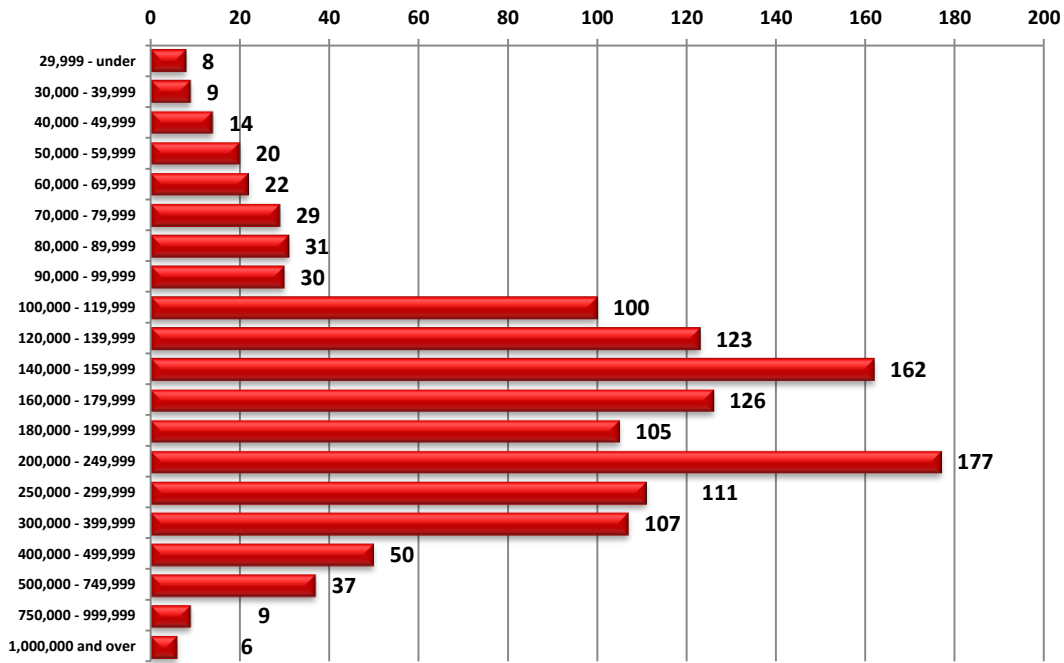


### Active Listings Price Breakdown



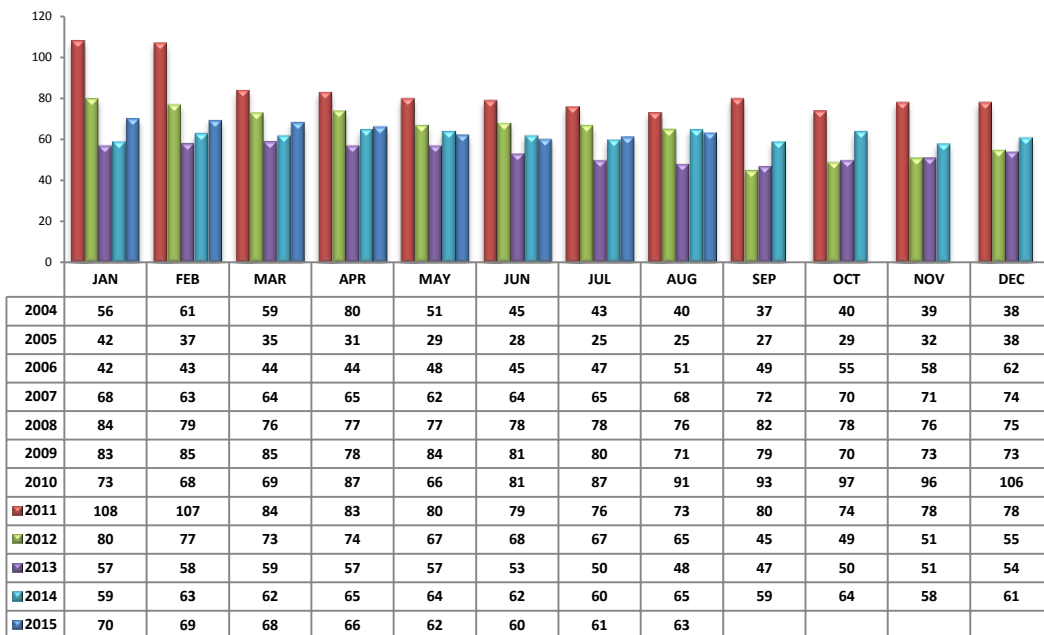
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**Sold Price Breakdown**



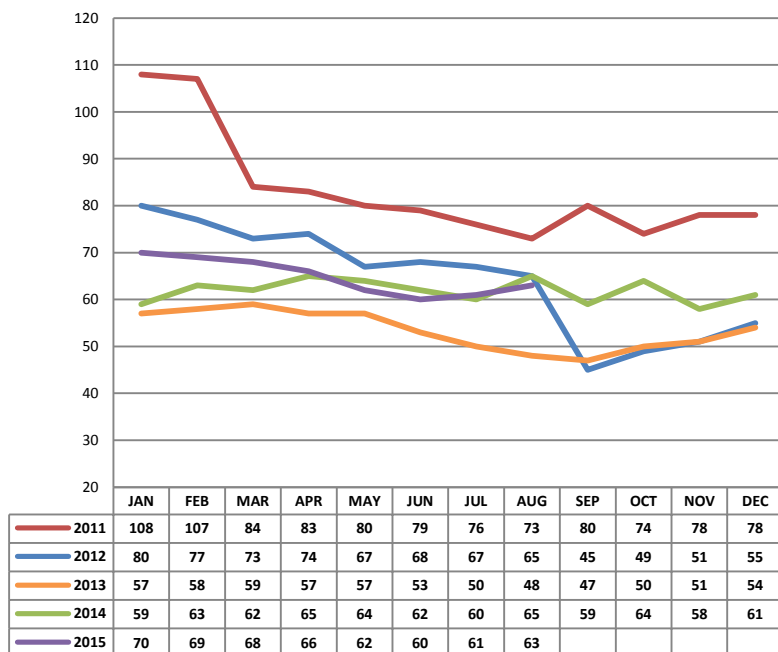
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**Average Days on Market/Listing - August 2015**

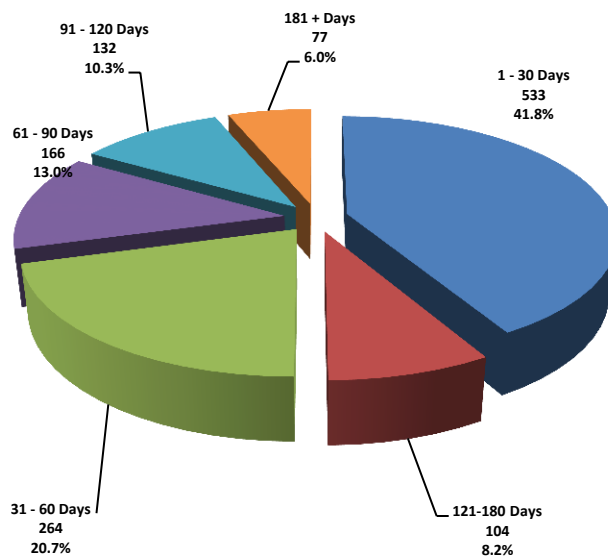


Area	Avg. DOM
C	48
E	55
N	72
NE	79
NW	66
S	36
SE	48
SW	78
W	51
XNE	231
XNW	52
XS	90
XSW	96
XW	71

**Annual Comparison - Average Days on Market**

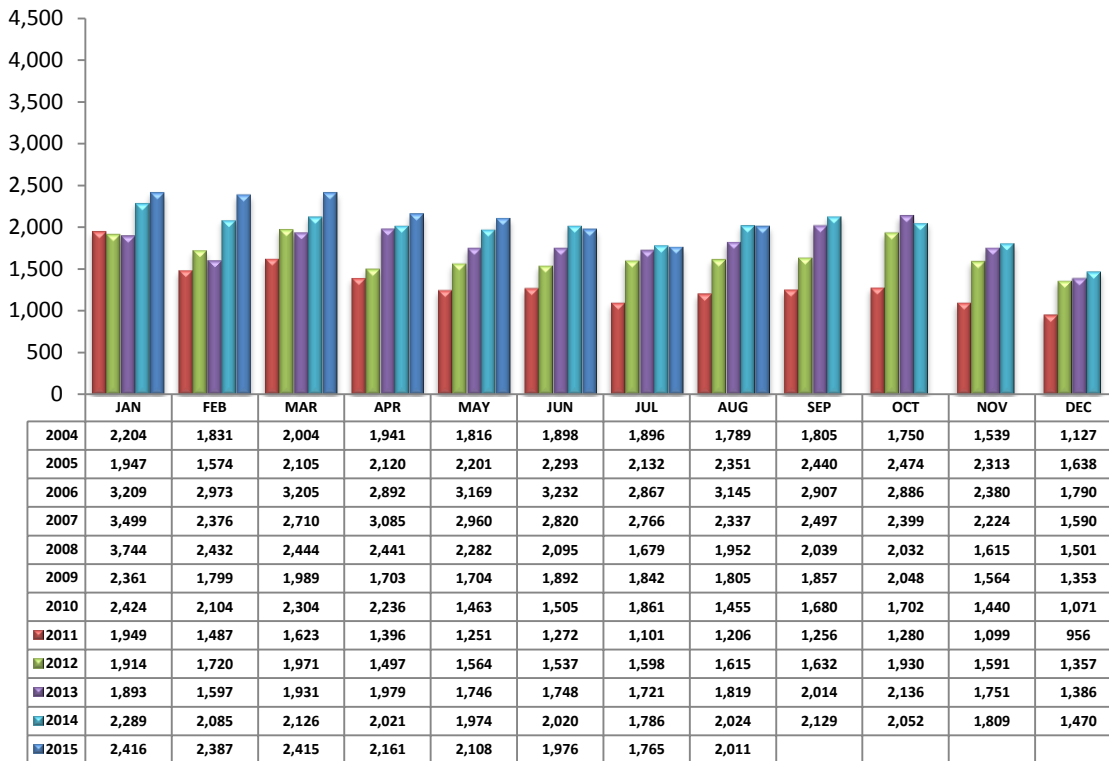


**Average Days on Market/Listing Breakdown**



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**New Listings – August 2015**



Area	# of Listings
C	278
E	154
N	197
NE	87
NW	503
S	88
SE	174
SW	137
W	133
XNE	3
XNW	24
XS	143
XSW	60
XW	30

\*Includes properties that were re-listed

\*\*Beginning August 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.
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
July 2015	192	381	82
Aug 2015	207	360	53

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.