

**For Immediate  
Release:**  
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# Tucson Association of REALTORS®

## *Multiple Listing Service*

### Monthly Statistics December 2015

Below are some highlights from the December Residential Sales Statistics:

- Total Sales Volume increased significantly in December to \$264,001,833, a 38.64% rise from last month's number of \$190,421,972.
- The Average Sales Price rose to \$211,709 from \$209,485 in November, resulting in a 1.06% increase.
- Average List Price for December is \$217,610, which is an increase of 2.11% since last month.
- Total Under Contract decreased this month by 11.73% but has increased 23.47% over December 2014.
- Total Unit Sales of 1,247 is an increase of 37.18% from last month, and is an increase of 15.89% from December 2014.
- The Median Sales Price increased 4.14%, going from \$169,000 in November to \$176,000 in December.
- New Listings decreased 7.72% from November.
- Total Active Listings of 4,888 is a decrease of 4.08% since November's number of 5,096.
- Average Days on Market decreased to 59 in December from 60 in November.
- Conventional loan sales of 34.8% exceeded Cash Sales of 28.0% 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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## December 2015 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>December</b>	\$264,001,833	\$220,596,263	19.68%
<b>November</b>	\$190,421,972	\$189,711,618	0.37%
<b>Month % Change</b>	38.64%	16.28%	

### Average Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>December</b>	\$211,709	\$205,015	3.27%
<b>November</b>	\$209,485	\$206,882	1.26%
<b>Month % Change</b>	1.06%	-0.90%	

### Average List Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>December</b>	\$217,610	\$212,078	2.61%
<b>November</b>	\$213,121	\$213,195	-0.03%
<b>Month % Change</b>	2.11%	-0.52%	

### Total Under Contract

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>December</b>	1,610	1,304	23.47%
<b>November</b>	1,824	1,465	24.51%
<b>Month % Change</b>	-11.73%	-10.99%	

### Total Unit Sales

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>December</b>	1,247	1,076	15.89%
<b>November</b>	909	917	-0.87%
<b>Month % Change</b>	37.18%	17.34%	

### Median Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>December</b>	\$176,000	\$165,000	6.67%
<b>November</b>	\$169,000	\$165,000	2.42%
<b>Month % Change</b>	4.14%	0.00%	

### New Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>December</b>	1,614	1,470	9.80%
<b>November</b>	1,749	1,809	-3.32%
<b>Month % Change</b>	-7.72%	-18.74%	

### Active Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
<b>December</b>	4,888	5,577	-12.35%
<b>November</b>	5,096	5,820	-12.44%
<b>Month % Change</b>	-4.08%	-4.18%	

## December 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	175	42	24.00%	85740	0	0	0.00%
85145	12	8	66.67%	85648	0	0	0.00%	85714	13	7	53.85%	85741	81	28	34.57%
85245	0	0	0.00%	85653	81	25	30.86%	85715	106	28	26.42%	85742	168	56	33.33%
85601	1	0	0.00%	85654	0	0	0.00%	85716	132	34	25.76%	85743	138	59	42.75%
85602	4	1	25.00%	85658	223	46	20.63%	85717	0	0	0.00%	85745	147	41	27.89%
85611	0	0	0.00%	85701	30	5	16.67%	85718	280	53	18.93%	85746	92	47	51.09%
85614	263	57	21.67%	85704	139	46	33.09%	85719	106	25	23.58%	85747	124	37	29.84%
85616	0	0	0.00%	85705	81	21	25.93%	85730	117	47	40.17%	85748	77	33	42.86%
85619	21	1	4.76%	85706	54	26	48.15%	85734	0	0	0.00%	85749	146	30	20.55%
85622	59	7	11.86%	85709	0	0	0.00%	85735	74	12	16.22%	85750	283	39	13.78%
85623	6	1	16.67%	85710	188	70	37.23%	85736	24	4	16.67%	85755	215	35	16.28%
85629	206	46	22.33%	85711	144	34	23.61%	85737	178	37	20.79%	85756	62	25	40.32%
85641	175	53	30.29%	85712	117	31	26.50%	85739	266	26	9.77%	85757	78	24	30.77%

NOTE:

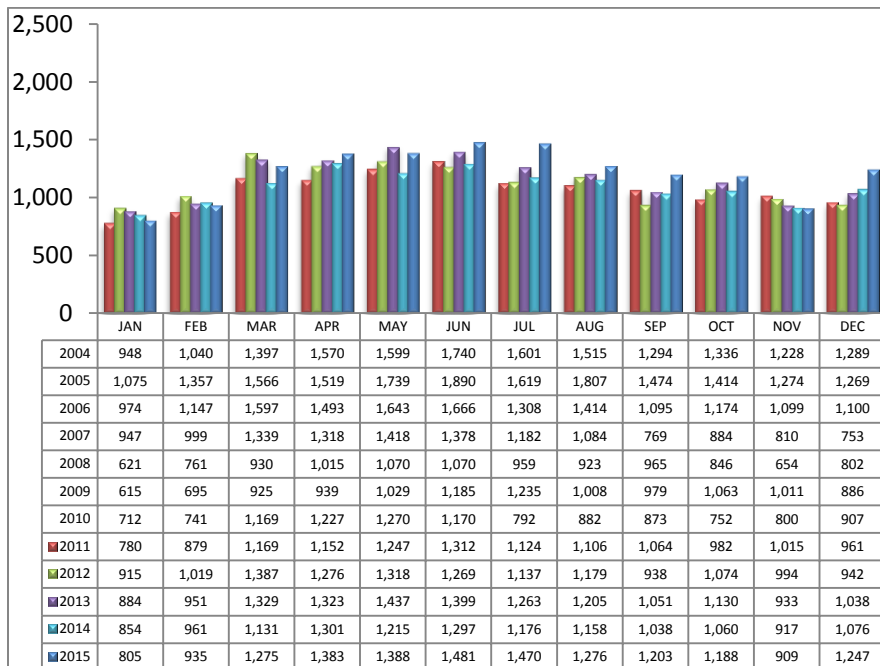
85637- 1 active listing

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	23	4	0	3	30	10	C	610	1 -30 Days	559
\$30,000 to \$39,999	30	7	3	2	42	14	E	263	31-60 Days	268
\$40,000 to \$49,999	44	8	2	7	61	24	N	597	61 - 90 Days	167
\$50,000 to \$59,999	67	10	7	8	92	21	NE	261	91-120 Days	93
\$60,000 to \$69,999	78	16	4	5	103	17	NW	1351	121 - 180 Days	88
\$70,000 to \$79,999	66	30	3	12	111	28	S	152	Over 180 Days	72
\$80,000 to \$89,999	87	26	10	12	135	29	SE	344	<b>Avg. Days on Market</b>	
\$90,000 to \$99,999	116	38	10	14	178	33	SW	325	59	
\$100,000 to \$119,999	219	99	17	31	366	81	W	222	<b>Avg. Sold Price</b>	
\$120,000 to \$139,999	399	131	25	26	581	121	XNE	21	\$211,709	
\$140,000 to \$159,999	375	125	23	39	562	138	XNW	62	<b>Median Sale Price</b>	
\$160,000 to \$179,999	401	108	20	25	554	126	XS	409	\$176,000	
\$180,000 to \$199,999	365	84	9	25	483	110	XSW	235	<b>New Listings</b>	
\$200,000 to \$249,999	590	131	16	51	788	162	XW	36	1,614	
\$250,000 to \$299,999	477	81	6	31	595	117	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>	
\$300,000 to \$399,999	555	86	9	31	681	116	C	144	\$26,217,659	
\$400,000 to \$499,999	306	30	4	15	355	45	E	104	\$17,393,606	
\$500,000 to \$749,999	376	49	5	11	441	45	N	104	\$37,889,960	
\$750,000 to \$999,999	161	9	0	6	176	5	NE	62	\$15,866,025	
\$1,000,000 and over	153	5	2	4	164	5	NW	311	\$78,323,838	
							S	71	\$7,628,607	
							SE	116	\$23,682,164	
							SW	93	\$13,121,761	
							W	67	\$14,134,956	
							XNE	1	\$385,000	
							XNW	20	\$2,502,236	
							XS	94	\$19,800,508	
							XSW	43	\$5,418,475	
							XW	17	\$1,637,038	
<b>Totals</b>	<b>4,888</b>	<b>1,077</b>	<b>175</b>	<b>358</b>	<b>6,498</b>	<b>1,247</b>				
									<b>Total Volume</b>	\$264,001,833
	<b>Dec-15</b>	<b>Dec-14</b>	<b>% Change</b>	<b>YTD 2015</b>	<b>YTD 2014</b>	<b>% Change</b>				
<b>Home Sales Volume</b>	\$264,001,833	\$220,596,263	19.68%	\$3,068,871,636	\$2,684,943,468	14.30%				
<b>Home Sales Units</b>	1,247	1,076	15.89%	14,560	13,184	10.44%				
<b>Average Sales Price (All Residential)</b>	\$211,709	\$205,015	3.27%	\$210,853	\$205,922	2.39%				
<b>Median Sales Price</b>	\$176,000	\$165,000	6.67%	\$173,427	\$165,231	4.96%				
<b>Average Days on Market:</b>	59	61	-3.28%	61	61	0.00%				
<b>Average List Price for Sold:</b>	\$217,610	\$212,078	2.61%	\$216,310	\$213,058	1.53%				
<b>SP/LP %</b>	97.29%	96.67%		97.48%	96.65%					
<b>Total Under Contract</b>	1,610	1,304	23.47%							
<b>Active Listings</b>	4,888	5,577	-12.35%							
<b>New Listings</b>	1,614	1,470	9.80%							

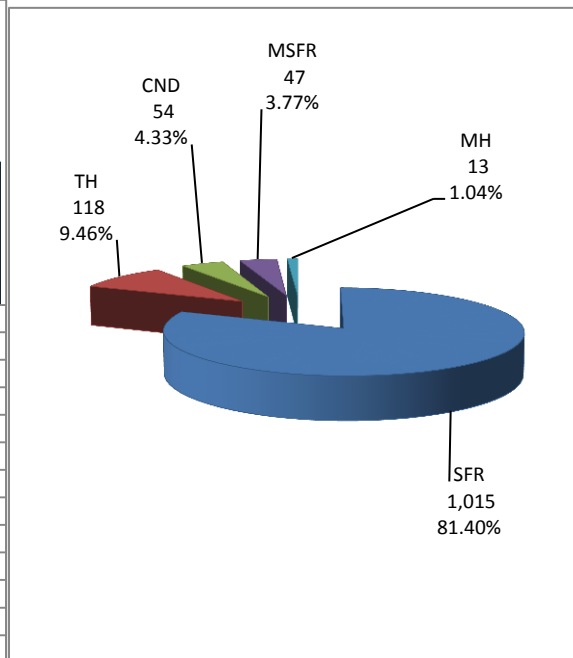
Types of Financing	Totals
FHA	270
VA	160
Other	23
Cash	349
Conventional	435
Cash/Loan	1
Carryback	9

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.

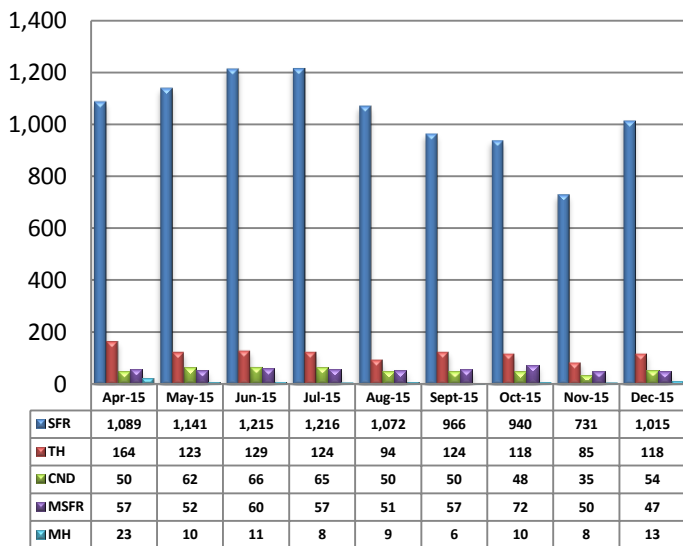
**Total Unit Sales – December 2015**



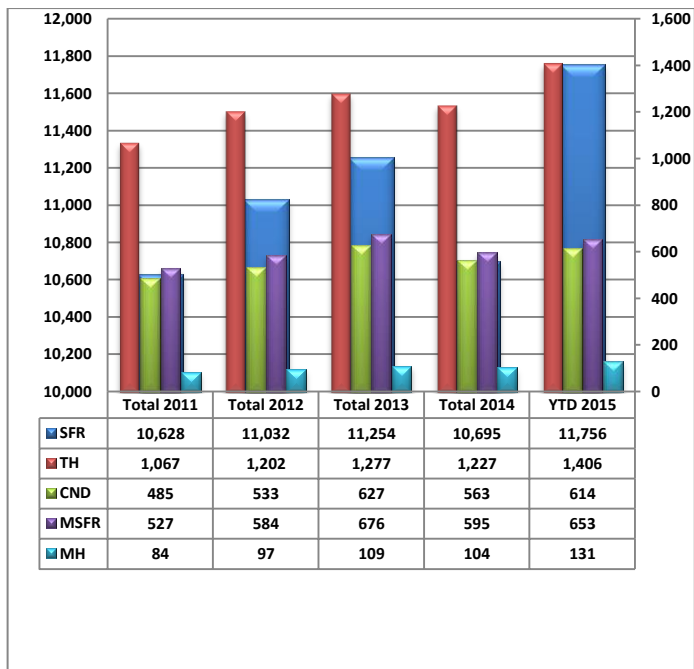
**Unit Sales – Breakdown by Type**



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

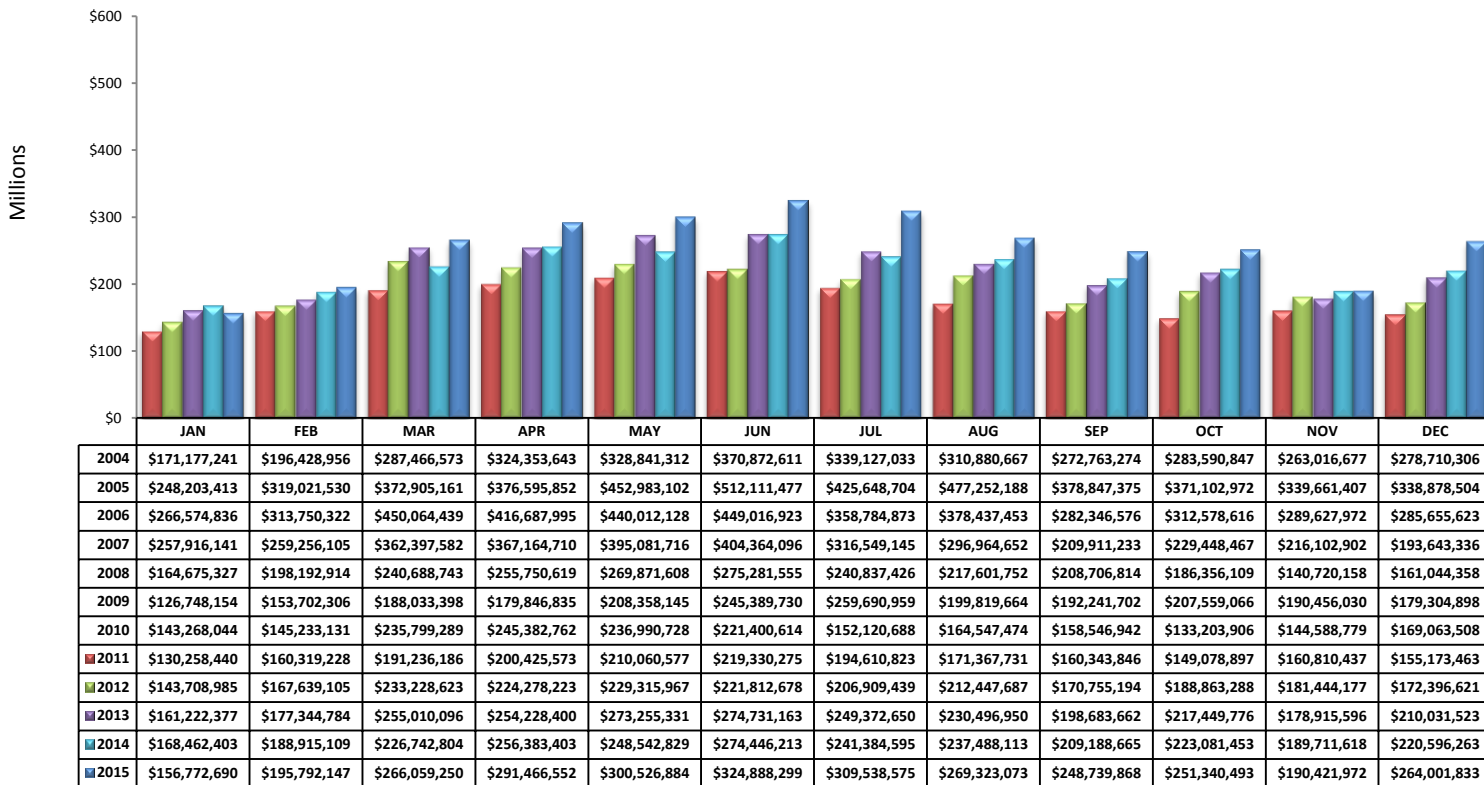


**YTD Annual Comparison – Breakdown by Type**



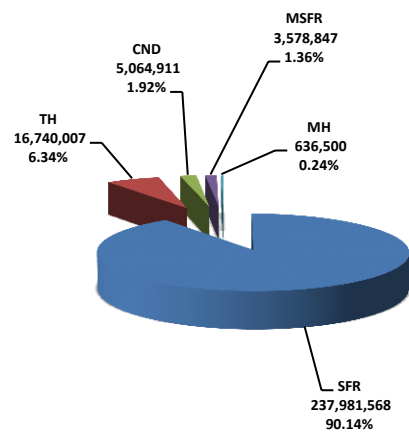
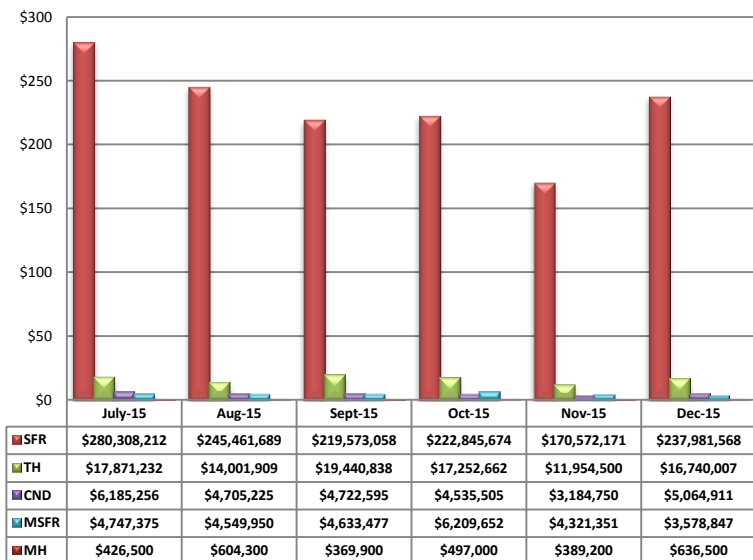
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**Total Sales Volume - December 2015**



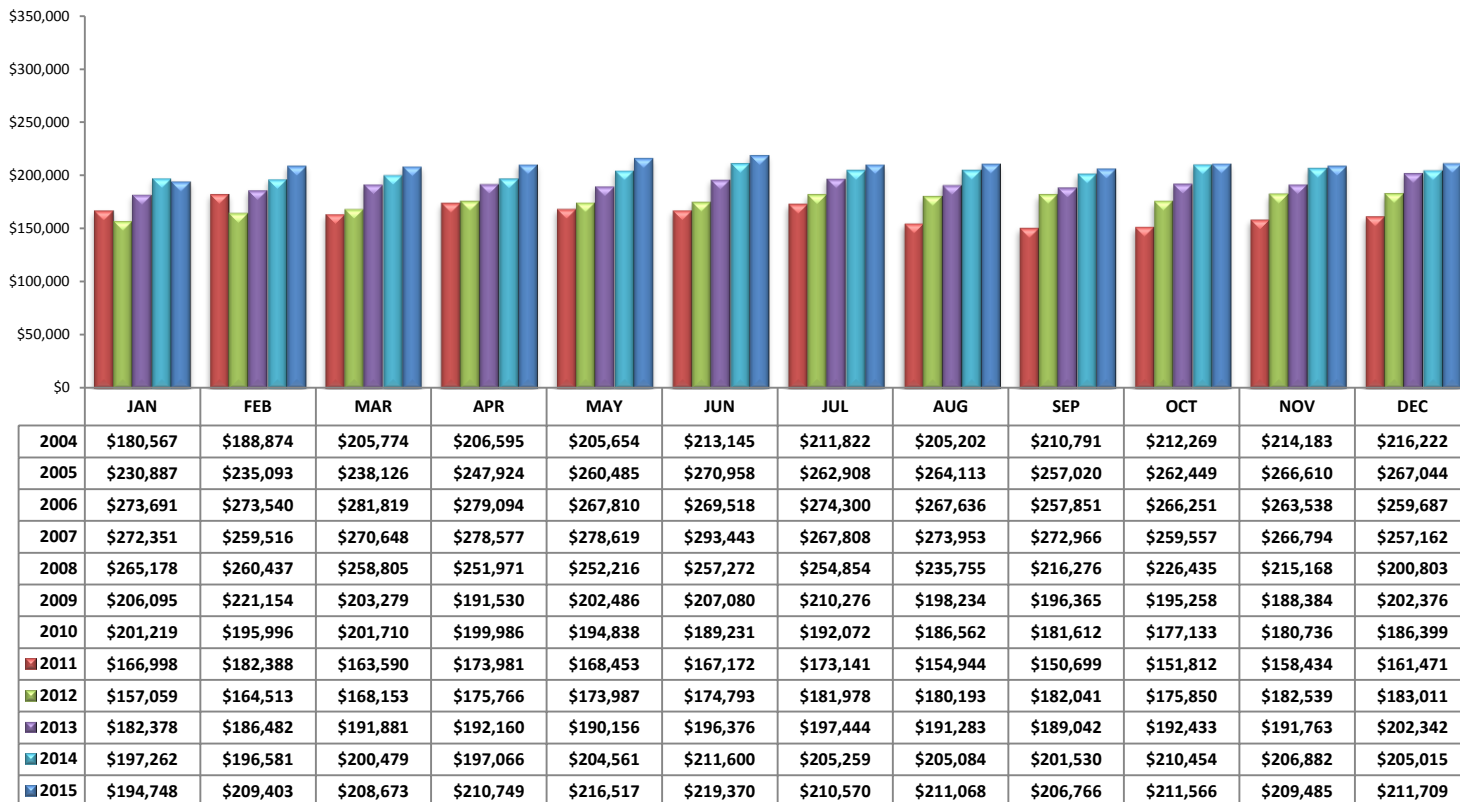
**Total Sales Volume By Type - Monthly Comparison**

**Monthly Volume by Type**

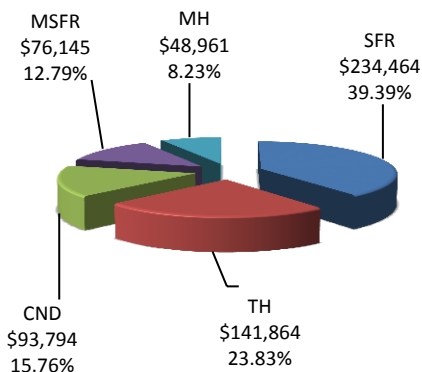


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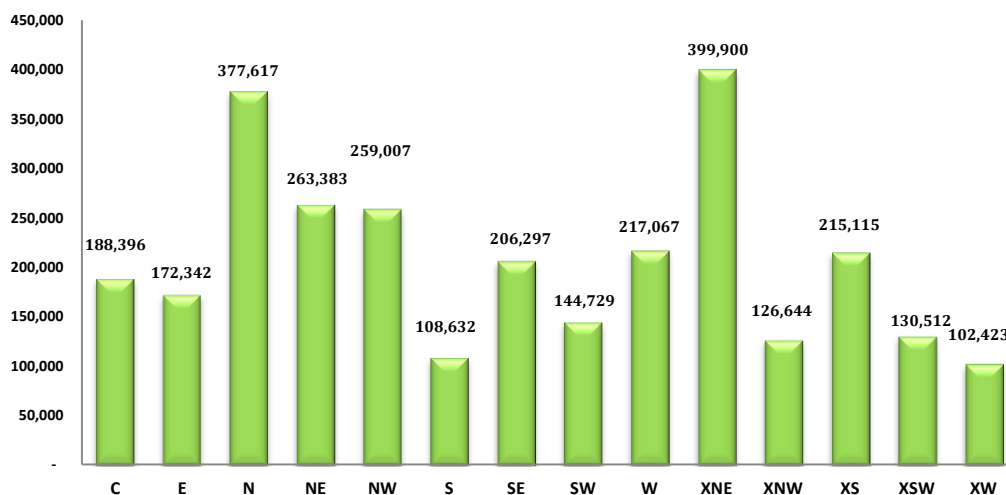
**Average Sales Price – December 2015**



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

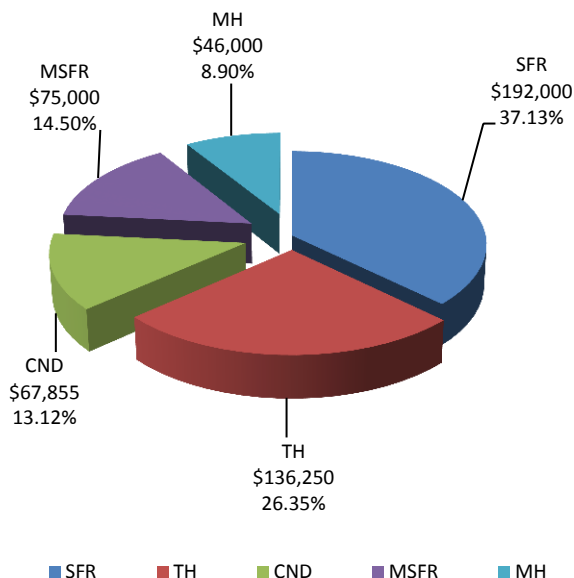


**Average "Listing" Price per Area – December 2015**



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**Median Sale Price - by Type**

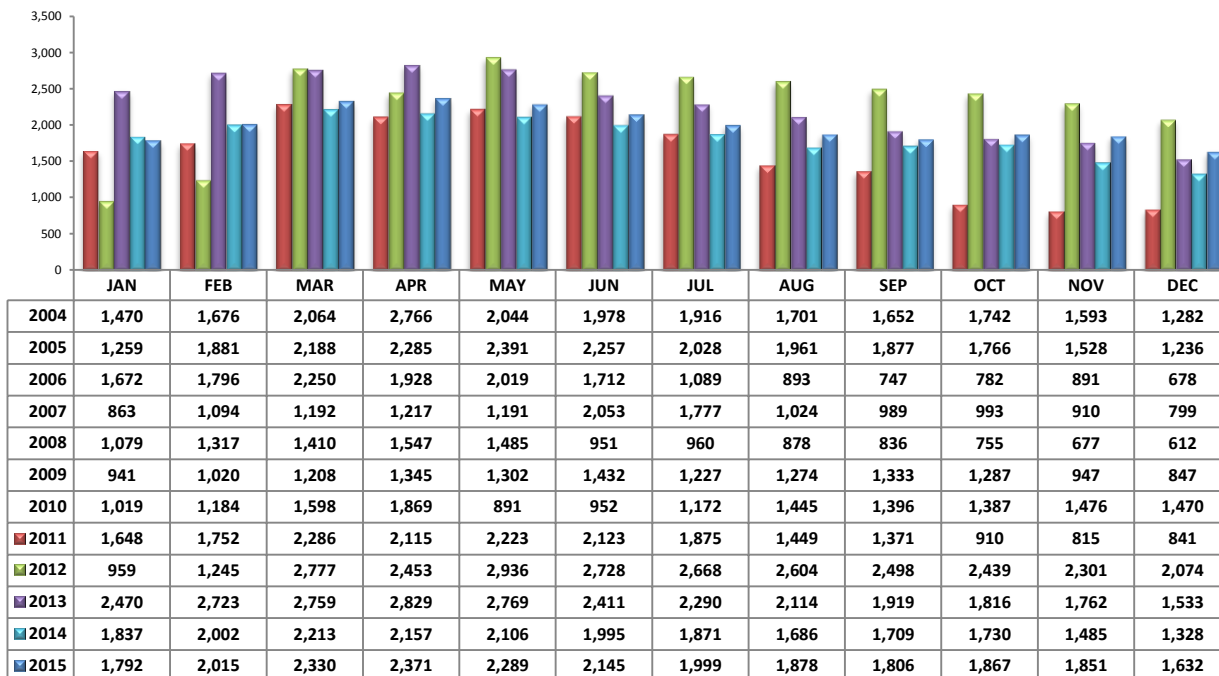


**Median Sale Price - December 2015**

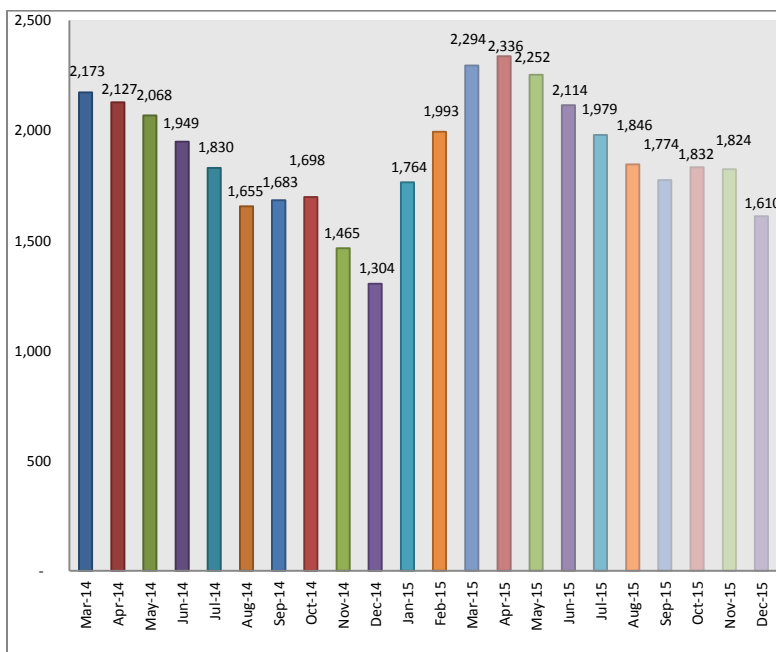


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### Newly Under Contract During The Month



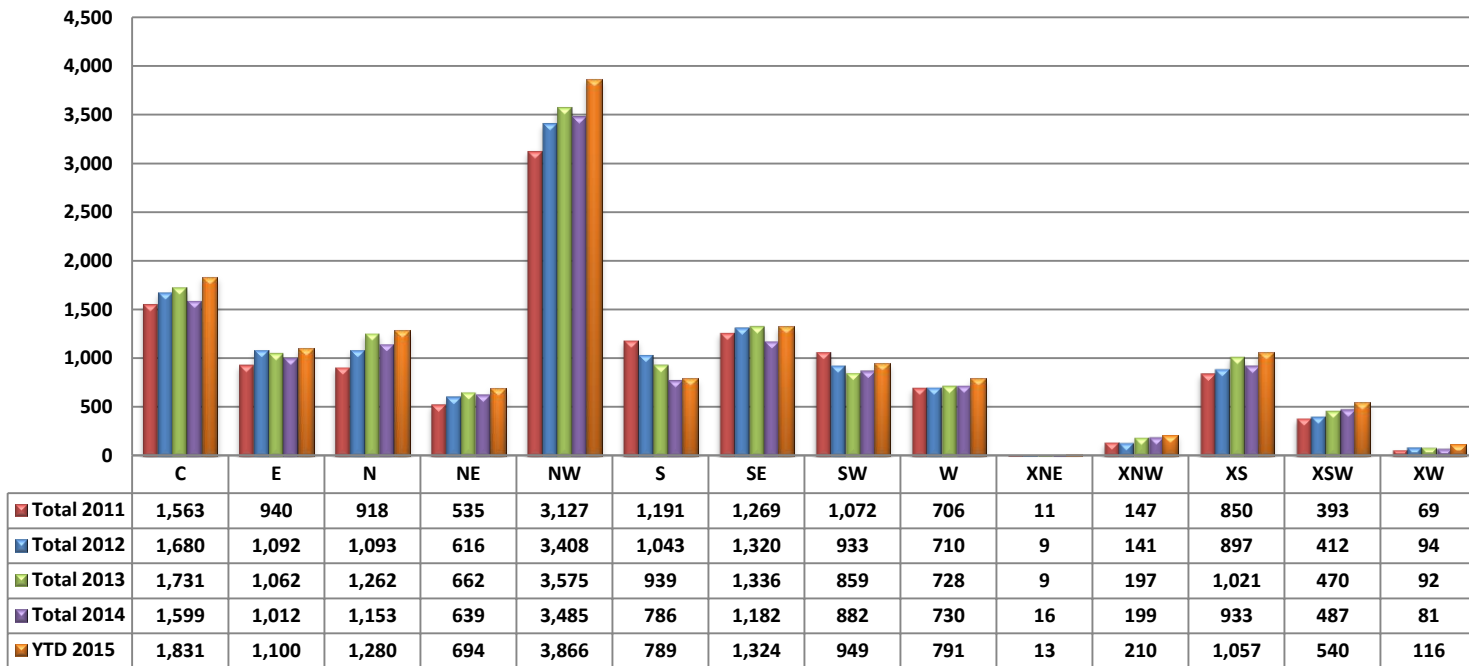
### Total Listings Still Under Contract At The End of The Month



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



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

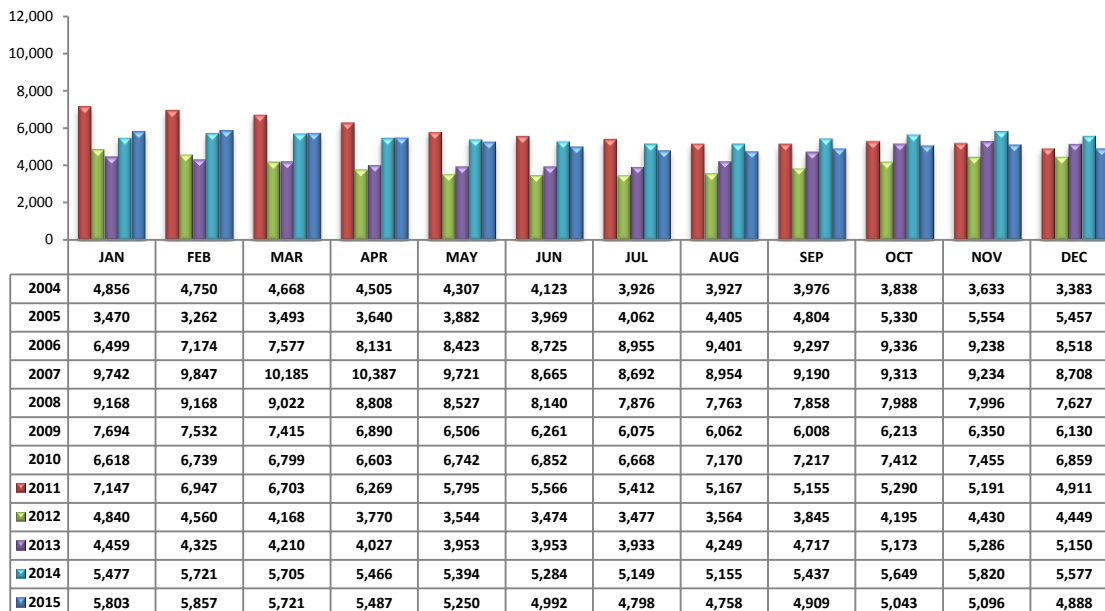
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$137,812	\$179,755	\$284,689	\$288,825	\$182,067
E	\$98,345	\$163,641	\$208,812	\$178,250	\$167,246
N	\$191,873	\$357,033	\$535,839	\$575,000	\$364,326
NE	\$76,850	\$231,416	\$332,206	\$381,142	\$255,903
NW	\$206,851	\$237,437	\$285,582	\$351,010	\$251,845
S	\$72,774	\$112,035	\$119,457	\$94,500	\$107,445
SE	\$163,014	\$170,350	\$240,987	\$356,540	\$204,156
SW	\$77,569	\$145,564	\$169,775	\$216,630	\$141,094
W	\$98,687	\$214,600	\$220,554	\$454,000	\$210,969
XNE	\$0	\$385,000	\$0	\$0	\$385,000
XNW	\$94,092	\$119,304	\$141,151	\$180,000	\$125,111
XS	\$159,756	\$217,207	\$224,119	\$308,466	\$210,643
XSW	\$119,257	\$131,954	\$270,000	\$0	\$126,011
XW	\$64,250	\$88,558	\$124,590	\$0	\$96,296

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

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	50	71	19	4	144
E	12	65	25	2	104
N	31	41	28	4	104
NE	10	25	20	7	62
NW	61	144	87	19	311
S	11	39	19	2	71
SE	9	62	38	7	116
SW	21	36	33	3	93
W	7	43	15	2	67
XNE	0	1	0	0	1
XNW	3	10	6	1	20
XS	24	33	31	6	94
XSW	31	11	1	0	43
XW	2	10	5	0	17

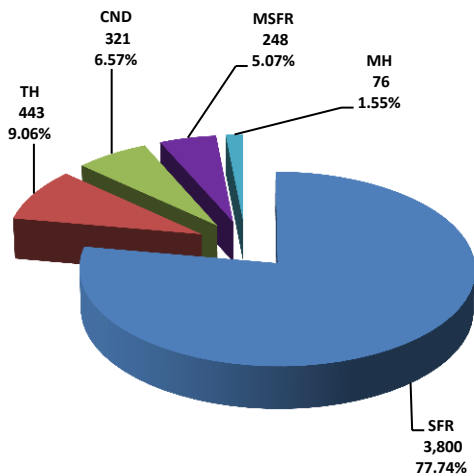
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### Active Listings

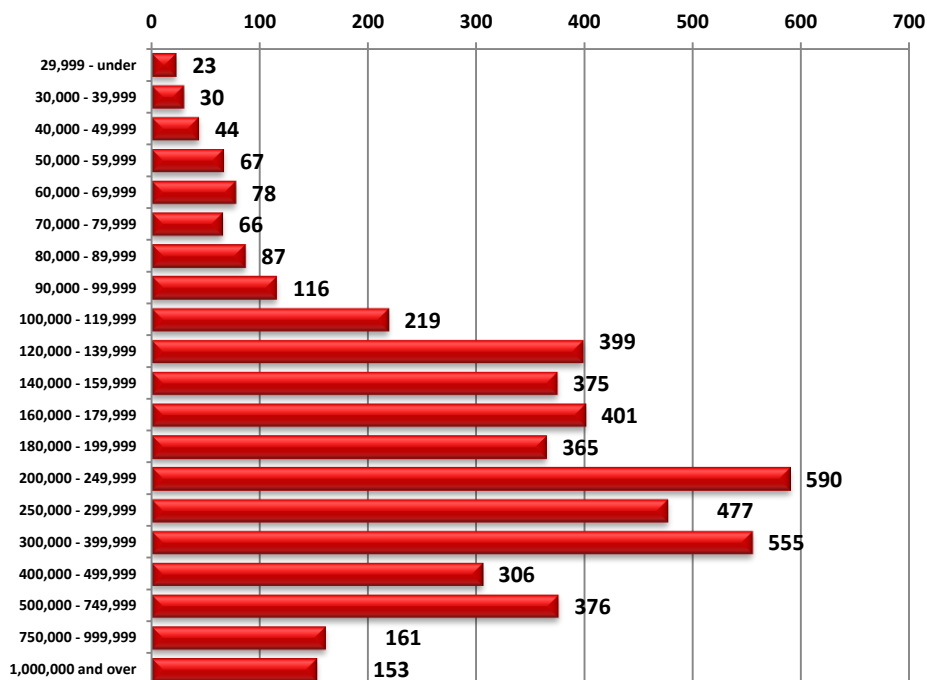


Area	# of Listings
C	610
E	263
N	597
NE	261
NW	1351
S	152
SE	344
SW	325
W	222
XNE	21
XNW	62
XS	409
XSW	235
XW	36

### Active Listings Unit Breakdown

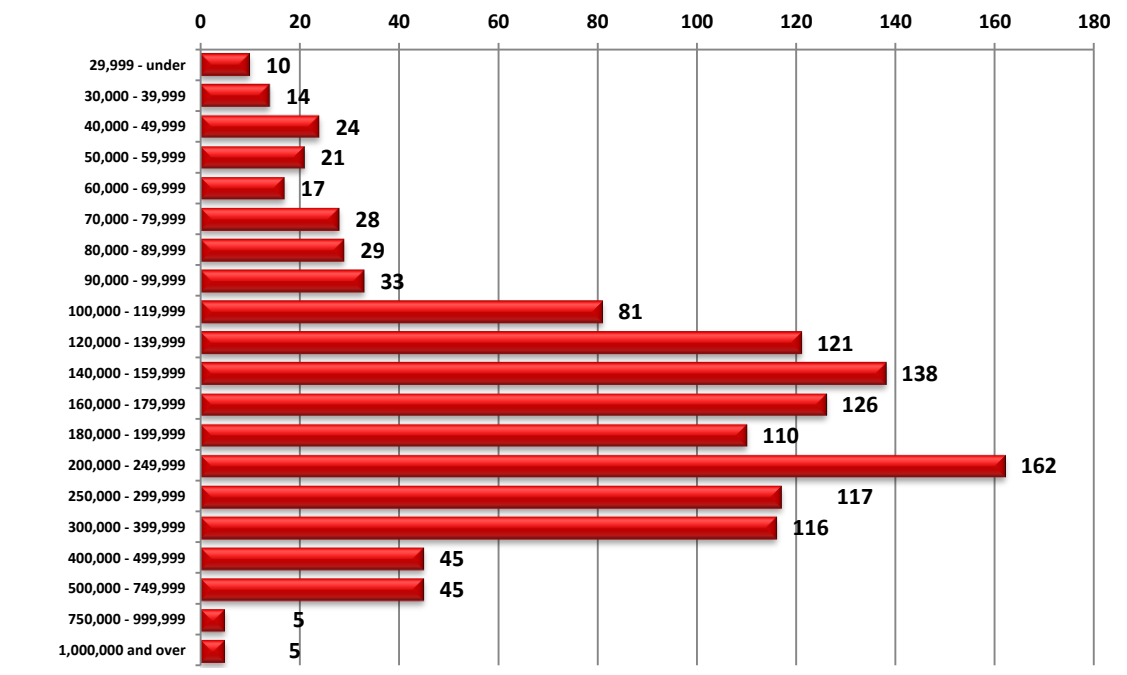


### Active Listings Price Breakdown



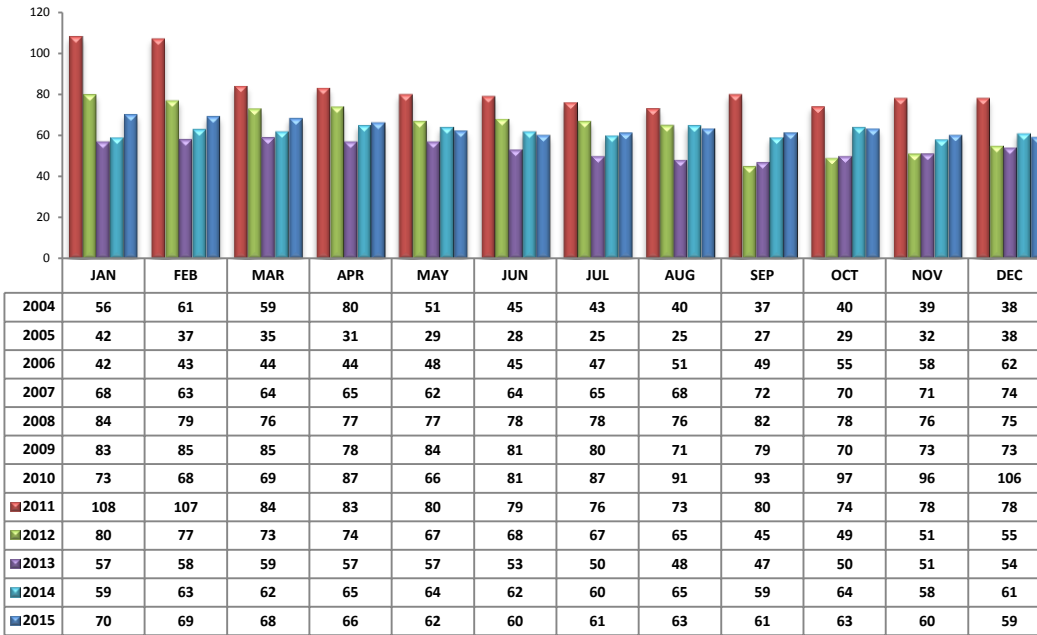
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**Sold Price Breakdown**



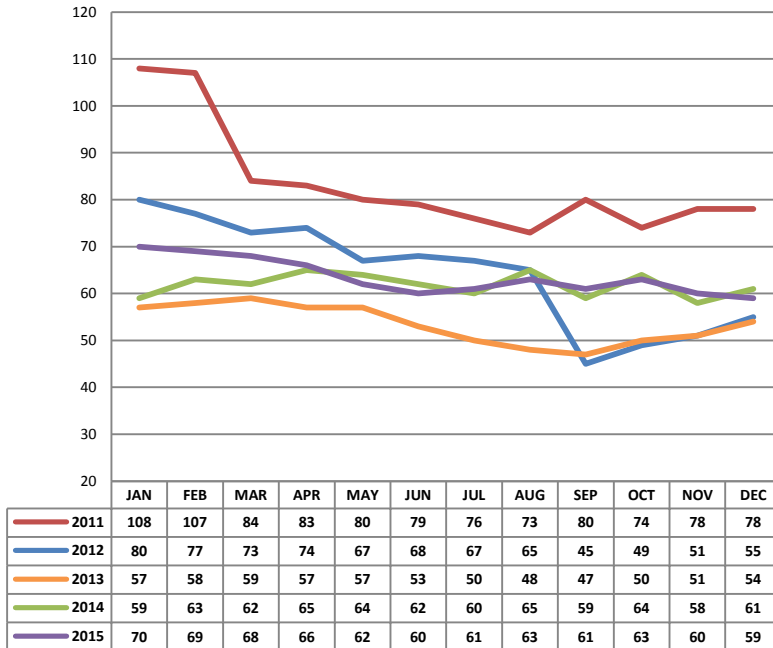
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**Average Days on Market/Listing - December 2015**

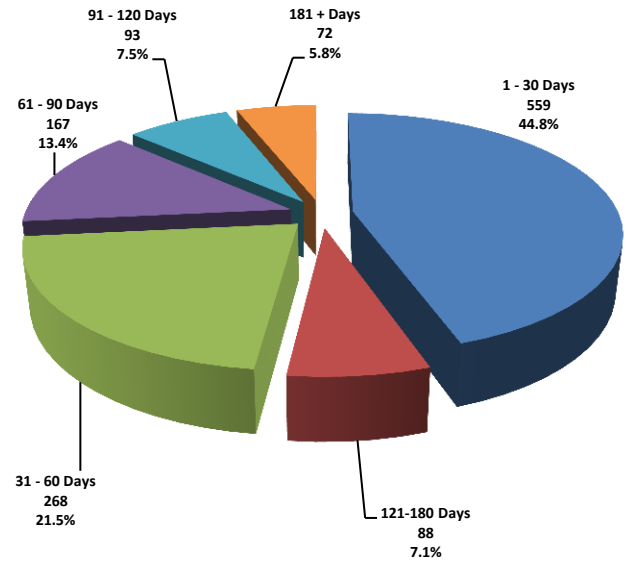


Area	Avg. DOM
C	54
E	48
N	64
NE	48
NW	57
S	41
SE	62
SW	68
W	59
XNE	6
XNW	51
XS	75
XSW	86
XW	79

**Annual Comparison - Average Days on Market**

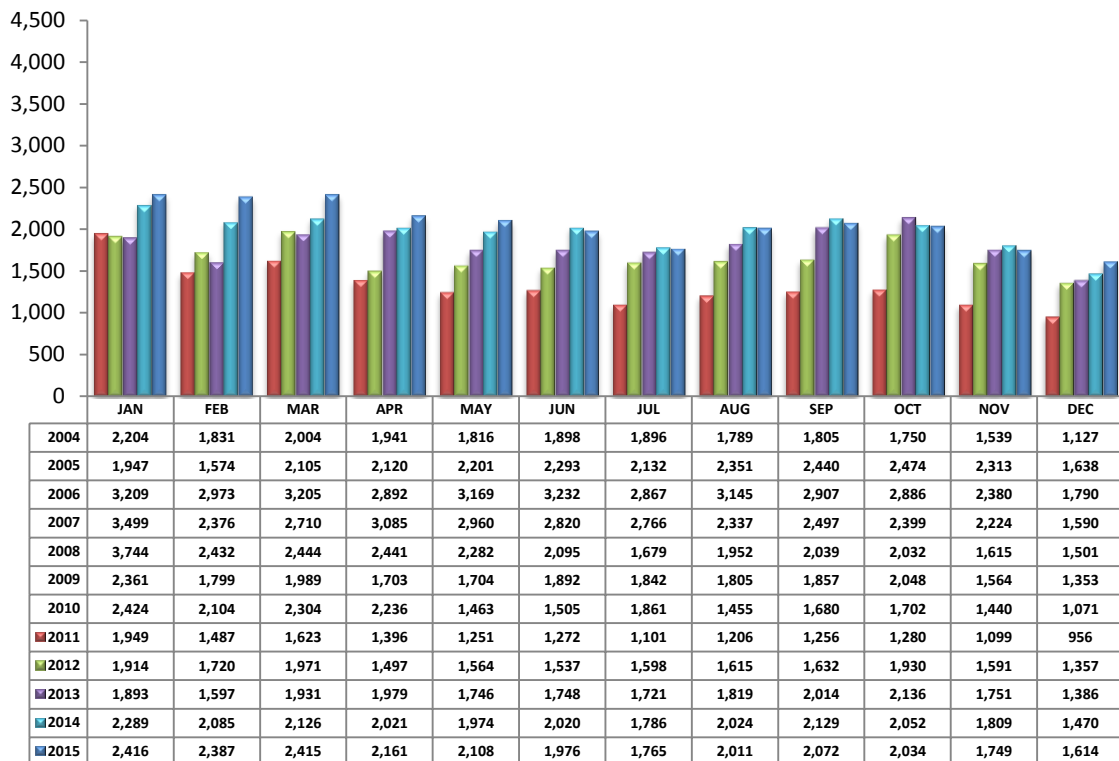


**Average Days on Market/Listing Breakdown**



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**New Listings - December 2015**



Area	# of Listings
C	212
E	102
N	157
NE	87
NW	418
S	78
SE	136
SW	111
W	85
XNE	2
XNW	26
XS	125
XSW	62
XW	13

\*Includes properties that were re-listed

\*\*Beginning December 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.
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
Nov 2015	165	318	67
Dec 2015	296	310	51

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.