

For Immediate Release:
September 9, 2016

Tucson Residential Housing Market Monthly Statistics August 2016

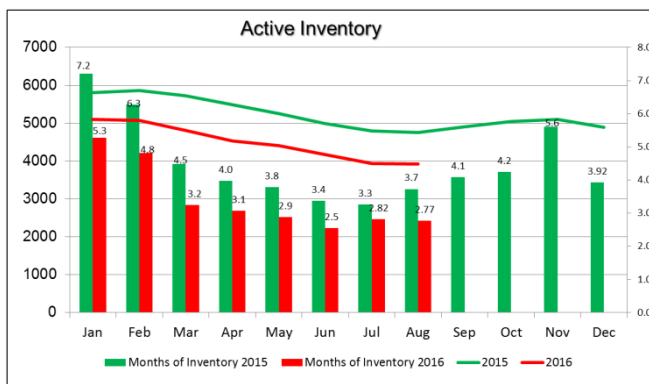
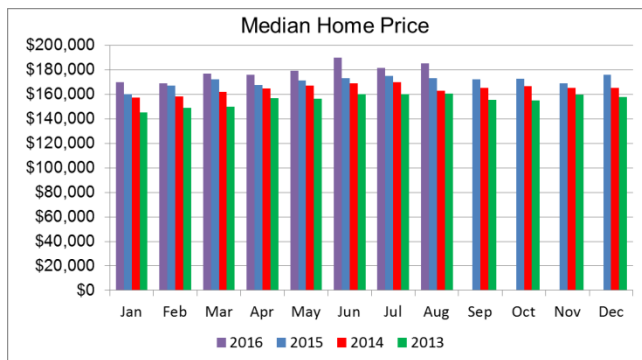
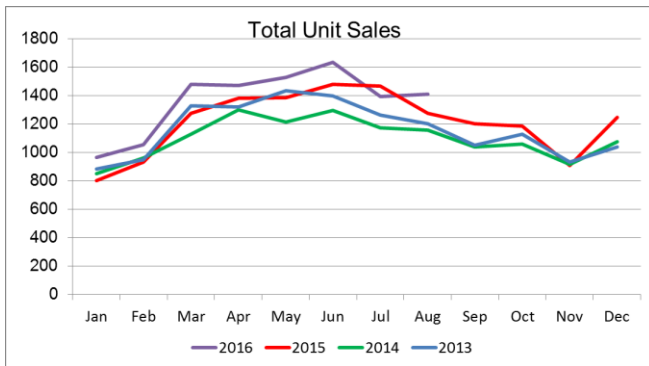
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Below are some highlights from the August Residential Sales Statistics:

- Total Sales Volume increased 2.12% to \$311,954,046 from \$305,485,314 in July but is an increase of 15.83% over August 2015.
- The Average Sales Price of \$220,774 is an increase of 0.82% from July's number of \$218,985.
- Average List Price of \$226,428 increased 0.74% from July's number of \$224,771.
- Total Under Contract decreased by 0.45% since July.
- Total Unit Sales of 1,413 increased 1.29% since July's number of 1,395 and is an increase of 10.74% over August 2015.
- The Median Sales Price rose to \$185,000 this month from \$181,500 last month, a 1.93% increase.
- New Listings increased to 1,925 from 1,677 in July and are down 4.28% from August 2015.
- Total Active Listings of 3,919 is a decrease of 0.43% since July's number of 3,936.
- Average Days on Market of 48 is a decrease from 50 in July.
- Conventional loan sales of 43.2% exceeded Cash Sales of 20.9%.



Cathy Erchull
 2016 MLSSAZ President

Eric Gibbs
 2016 TAR President



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August 2016 Recap by Month and Year - % of Change

Total Sales Volume

| | 2016 | 2015 | Annual % Change |
|----------------|---------------|---------------|-----------------|
| August | \$311,954,046 | \$269,323,073 | 15.83% |
| July | \$305,485,314 | \$309,538,575 | -1.31% |
| Month % Change | 2.12% | -12.99% | |

Average Sales Price

| | 2016 | 2015 | Annual % Change |
|----------------|-----------|-----------|-----------------|
| August | \$220,774 | \$211,068 | 4.60% |
| July | \$218,985 | \$210,570 | 4.00% |
| Month % Change | 0.82% | 0.24% | |

Average List Price

| | 2016 | 2015 | Annual % Change |
|----------------|-----------|-----------|-----------------|
| August | \$226,428 | \$217,833 | 3.95% |
| July | \$224,771 | \$216,779 | 3.69% |
| Month % Change | 0.74% | 0.49% | |

Total Under Contract

| | 2016 | 2015 | Annual % Change |
|----------------|--------|--------|-----------------|
| August | 2,221 | 1,846 | 20.31% |
| July | 2,231 | 1,979 | 12.73% |
| Month % Change | -0.45% | -6.72% | |

Total Unit Sales

| | 2016 | 2015 | Annual % Change |
|----------------|-------|---------|-----------------|
| August | 1,413 | 1,276 | 10.74% |
| July | 1,395 | 1,470 | -5.10% |
| Month % Change | 1.29% | -13.20% | |

Median Sales Price

| | 2016 | 2015 | Annual % Change |
|----------------|-----------|-----------|-----------------|
| August | \$185,000 | \$173,250 | 6.78% |
| July | \$181,500 | \$175,000 | 3.71% |
| Month % Change | 1.93% | -1.00% | |

New Listings

| | 2016 | 2015 | Annual % Change |
|----------------|--------|--------|-----------------|
| August | 1,925 | 2,011 | -4.28% |
| July | 1,677 | 1,765 | -4.99% |
| Month % Change | 14.79% | 13.94% | |

Active Listings

| | 2016 | 2015 | Annual % Change |
|----------------|--------|--------|-----------------|
| August | 3,919 | 4,758 | -17.63% |
| July | 3,936 | 4,798 | -17.97% |
| Month % Change | -0.43% | -0.83% | |

August 2016 - 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 | 0 | 0 | 0.00% | 85713 | 114 | 31 | 27.19% | 85740 | 0 | 0 | 0.00% |
| 85145 | 14 | 5 | 35.71% | 85648 | 0 | 0 | 0.00% | 85714 | 16 | 9 | 56.25% | 85741 | 75 | 48 | 64.00% |
| 85245 | 0 | 0 | 0.00% | 85653 | 65 | 23 | 35.38% | 85715 | 88 | 32 | 36.36% | 85742 | 142 | 54 | 38.03% |
| 85601 | 1 | 0 | 0.00% | 85654 | 0 | 0 | 0.00% | 85716 | 112 | 30 | 26.79% | 85743 | 139 | 60 | 43.17% |
| 85602 | 4 | 0 | 0.00% | 85658 | 179 | 32 | 17.88% | 85717 | 0 | 0 | 0.00% | 85745 | 106 | 43 | 40.57% |
| 85611 | 0 | 0 | 0.00% | 85701 | 18 | 1 | 5.56% | 85718 | 250 | 54 | 21.60% | 85746 | 68 | 31 | 45.59% |
| 85614 | 159 | 44 | 27.67% | 85704 | 123 | 45 | 36.59% | 85719 | 126 | 37 | 29.37% | 85747 | 75 | 57 | 76.00% |
| 85616 | 0 | 0 | 0.00% | 85705 | 68 | 40 | 58.82% | 85730 | 76 | 64 | 84.21% | 85748 | 75 | 34 | 45.33% |
| 85619 | 27 | 1 | 3.70% | 85706 | 55 | 21 | 38.18% | 85734 | 0 | 0 | 0.00% | 85749 | 131 | 36 | 27.48% |
| 85622 | 41 | 9 | 21.95% | 85709 | 0 | 0 | 0.00% | 85735 | 46 | 12 | 26.09% | 85750 | 216 | 48 | 22.22% |
| 85623 | 16 | 1 | 6.25% | 85710 | 87 | 77 | 88.51% | 85736 | 40 | 3 | 7.50% | 85755 | 198 | 40 | 20.20% |
| 85629 | 177 | 58 | 32.77% | 85711 | 91 | 62 | 68.13% | 85737 | 158 | 46 | 29.11% | 85756 | 61 | 53 | 86.89% |
| 85641 | 155 | 59 | 38.06% | 85712 | 93 | 40 | 43.01% | 85739 | 153 | 40 | 26.14% | 85757 | 80 | 33 | 41.25% |

NOTE:

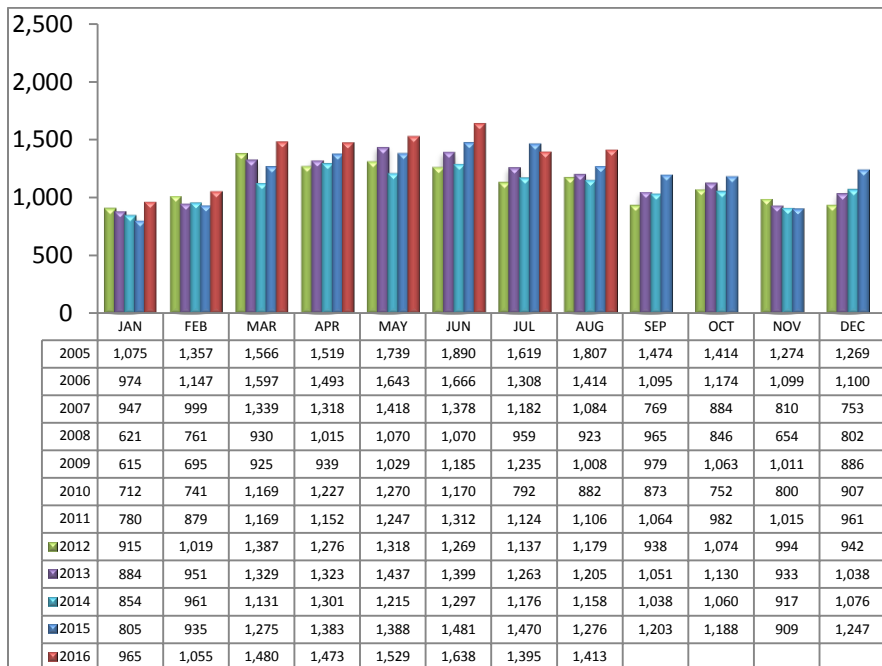
85637- 1 active listing

| 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 | 17 | 3 | 2 | 7 | 29 | 5 | C | 479 | 1-30 Days | 746 |
| \$30,000 to \$39,999 | 26 | 8 | 1 | 3 | 38 | 9 | E | 163 | 31-60 Days | 262 |
| \$40,000 to \$49,999 | 56 | 11 | 0 | 3 | 70 | 10 | N | 505 | 61-90 Days | 172 |
| \$50,000 to \$59,999 | 50 | 16 | 3 | 6 | 75 | 22 | NE | 232 | 91-120 Days | 87 |
| \$60,000 to \$69,999 | 61 | 20 | 5 | 4 | 90 | 22 | NW | 1116 | 121-180 Days | 86 |
| \$70,000 to \$79,999 | 57 | 20 | 2 | 12 | 91 | 24 | S | 134 | Over 180 Days | 60 |
| \$80,000 to \$89,999 | 81 | 31 | 4 | 6 | 122 | 20 | SE | 251 | Avg. Days on Market | |
| \$90,000 to \$99,999 | 70 | 50 | 6 | 15 | 141 | 37 | SW | 244 | 48 | |
| \$100,000 to \$119,999 | 158 | 119 | 17 | 21 | 315 | 99 | W | 174 | Avg. Sold Price | |
| \$120,000 to \$139,999 | 219 | 175 | 29 | 38 | 461 | 142 | XNE | 27 | \$220,774 | |
| \$140,000 to \$159,999 | 216 | 196 | 30 | 59 | 501 | 143 | XNW | 46 | Median Sale Price | |
| \$160,000 to \$179,999 | 286 | 222 | 24 | 47 | 579 | 139 | XS | 306 | \$185,000 | |
| \$180,000 to \$199,999 | 265 | 134 | 9 | 24 | 432 | 133 | XSW | 191 | New Listings | |
| \$200,000 to \$249,999 | 514 | 206 | 13 | 58 | 791 | 233 | XW | 51 | 1,925 | |
| \$250,000 to \$299,999 | 425 | 155 | 8 | 36 | 624 | 129 | Sold Units per Area | | Sales Volume by Area | |
| \$300,000 to \$399,999 | 499 | 145 | 9 | 48 | 701 | 137 | C | 188 | \$33,812,829 | |
| \$400,000 to \$499,999 | 290 | 56 | 0 | 13 | 359 | 48 | E | 112 | \$19,460,850 | |
| \$500,000 to \$749,999 | 332 | 37 | 2 | 21 | 392 | 41 | N | 111 | \$48,848,218 | |
| \$750,000 to \$999,999 | 147 | 12 | 2 | 9 | 170 | 11 | NE | 69 | \$20,510,650 | |
| \$1,000,000 and over | 150 | 7 | 0 | 2 | 159 | 9 | NW | 351 | \$90,932,308 | |
| | | | | | | | S | 93 | \$11,795,923 | |
| | | | | | | | SE | 150 | \$28,520,758 | |
| | | | | | | | SW | 83 | \$11,337,278 | |
| | | | | | | | W | 82 | \$15,857,746 | |
| | | | | | | | XNE | 1 | \$282,500 | |
| | | | | | | | XNW | 16 | \$1,729,594 | |
| | | | | | | | XS | 100 | \$21,274,936 | |
| | | | | | | | XSW | 44 | \$6,262,731 | |
| | | | | | | | XW | 13 | \$1,327,725 | |
| Totals | 3,919 | 1,623 | 166 | 432 | 6,140 | 1,413 | | | | |
| | | | | | | | | Total Volume | \$311,954,046 | |
| | Aug-16 | Aug-15 | % Change | YTD 2016 | YTD 2015 | % Change | | | | |
| Home Sales Volume | \$311,954,046 | \$269,323,073 | 15.83% | \$2,397,151,352 | \$2,114,367,470 | 13.37% | | | | |
| Home Sales Units | 1,413 | 1,276 | 10.74% | 10,948 | 10,013 | 9.34% | | | | |
| Average Sales Price (All Residential) | \$220,774 | \$211,068 | 4.60% | \$221,415 | \$212,135 | 4.37% | | | | |
| Median Sales Price | \$185,000 | \$173,250 | 6.78% | \$183,726 | \$173,182 | 6.09% | | | | |
| Average Days on Market: | 48 | 63 | -23.81% | 51 | 63 | -19.05% | | | | |
| Average List Price for Sold: | \$226,428 | \$217,833 | 3.95% | \$227,044 | \$218,747 | 3.79% | | | | |
| SP/LP % | 97.50% | 96.89% | | 97.52% | 96.98% | | | | | |
| Total Under Contract | 2,221 | 1,846 | 20.31% | | | | | | | |
| Active Listings | 3,919 | 4,758 | -17.63% | | | | | | | |
| New Listings | 1,925 | 2,011 | -4.28% | | | | | | | |

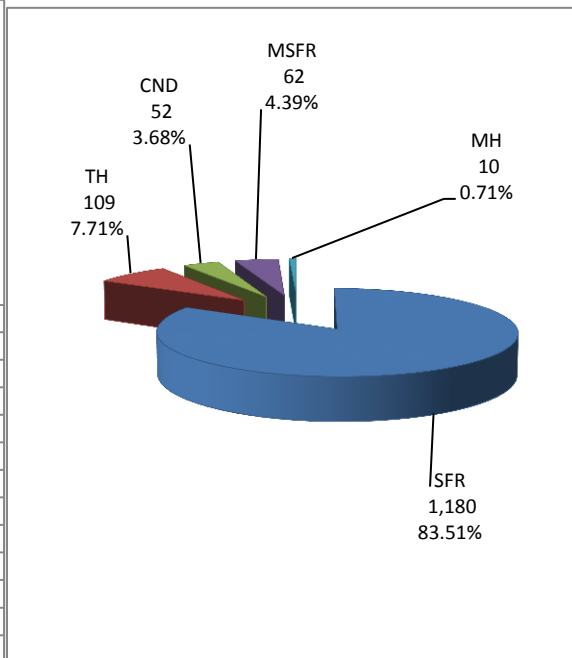
| Types of Financing | Totals |
|--------------------|--------|
| FHA | 305 |
| VA | 168 |
| Other | 26 |
| Cash | 295 |
| Conventional | 610 |
| Cash/Loan | 0 |
| Carryback | 9 |

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 Multiple Listing Service of Southern Arizona. 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 Multiple Listing Service of Southern Arizona guarantees nor is in any way responsible for its accuracy.

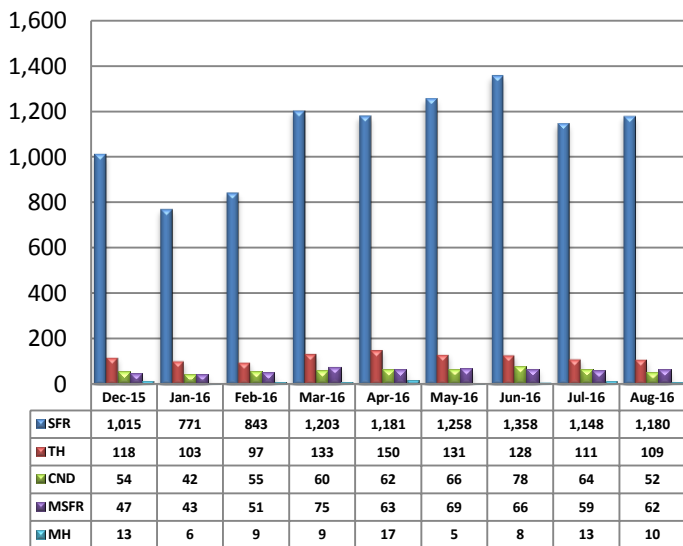
Total Unit Sales – August 2016



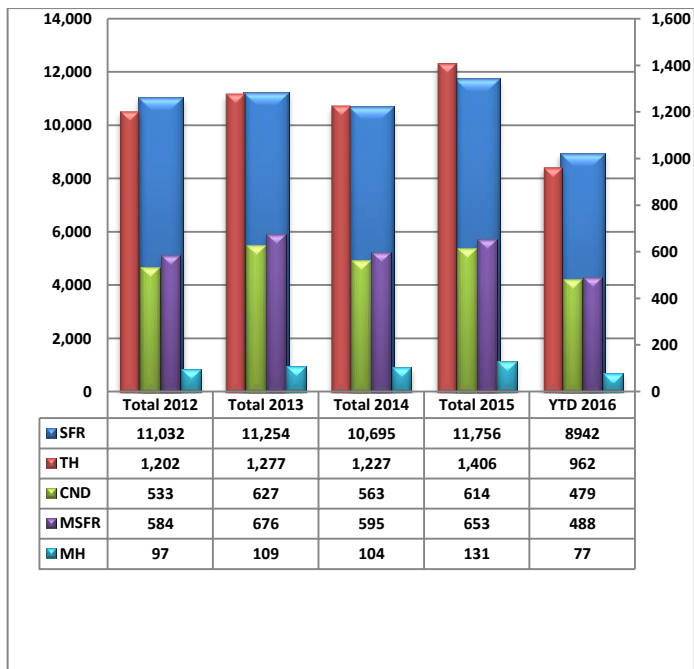
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

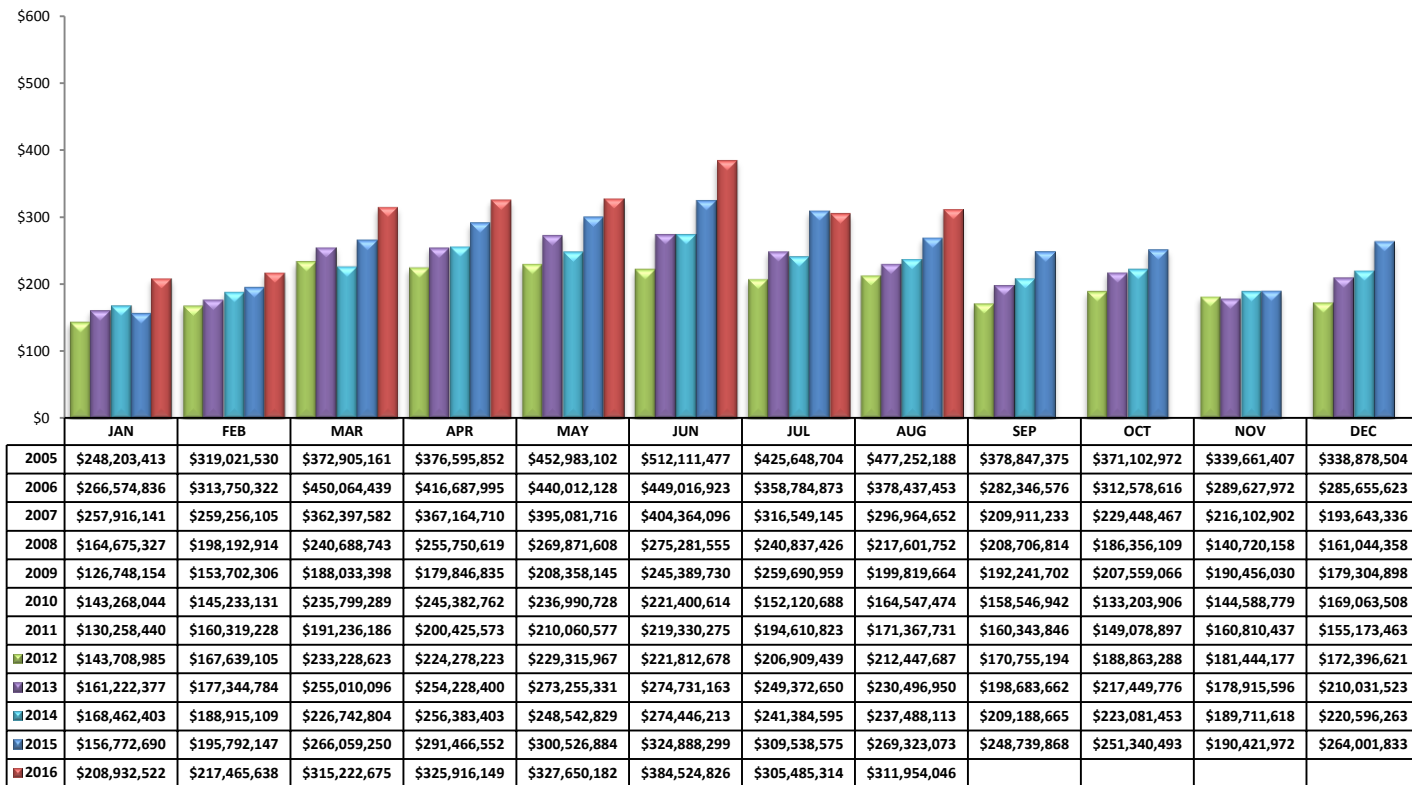


YTD Annual Comparison – Breakdown by Type



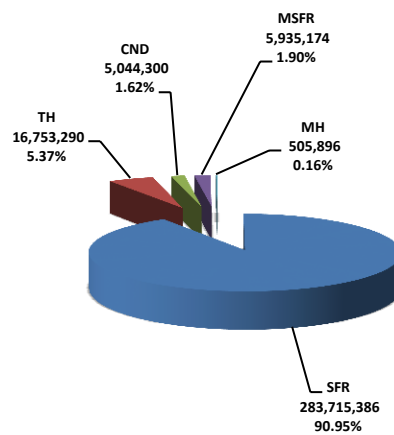
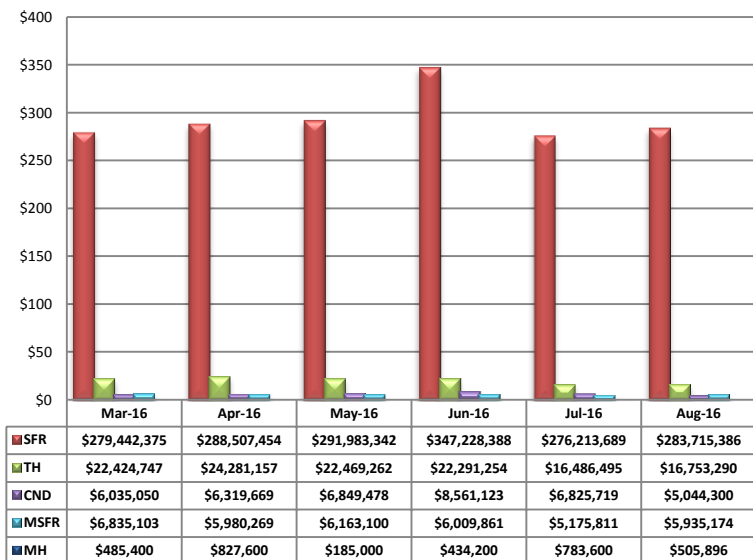
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Total Sales Volume - August 2016



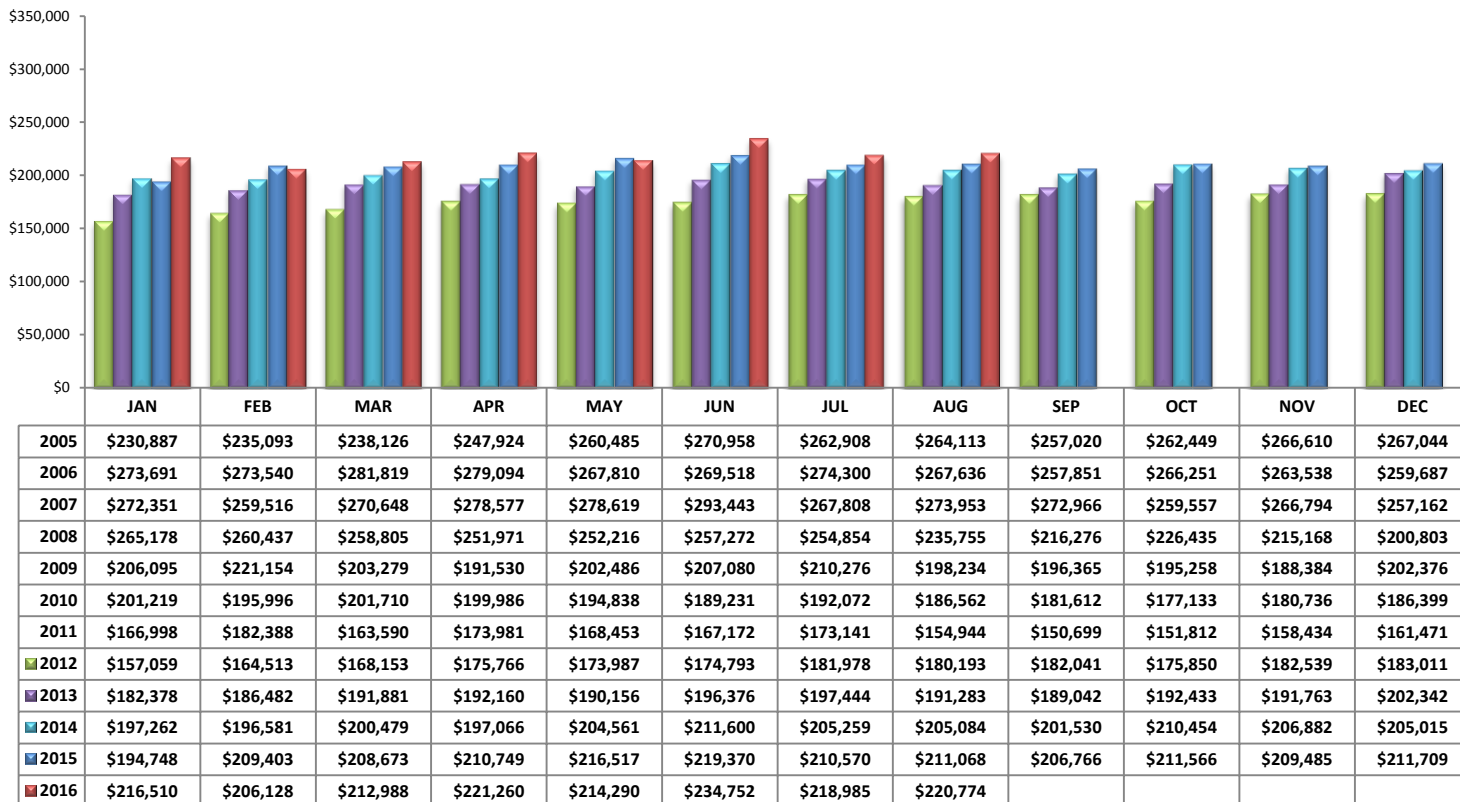
Total Sales Volume By Type - Monthly Comparison

Monthly Volume by Type

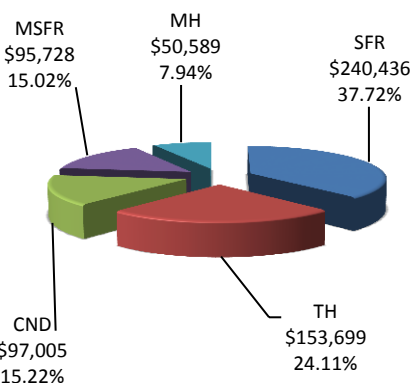


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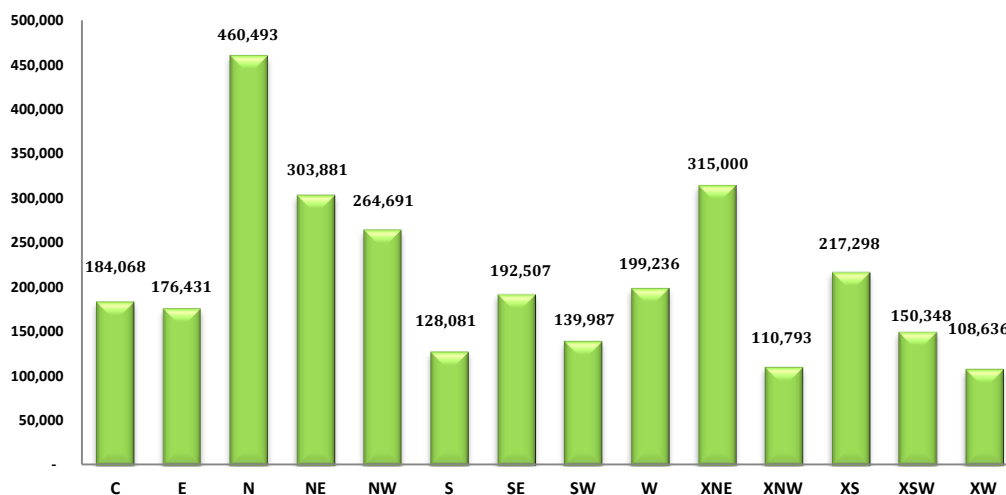
Average Sales Price – August 2016



Average Sales Price by Type – August 2016

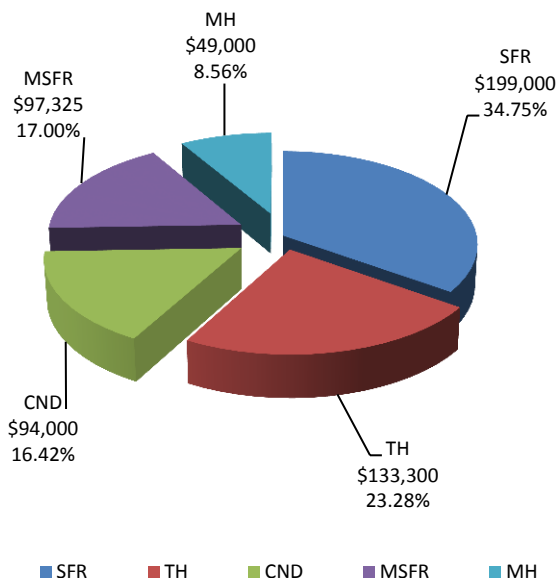


Average "Listing" Price per Area – August 2016



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Median Sale Price - by Type

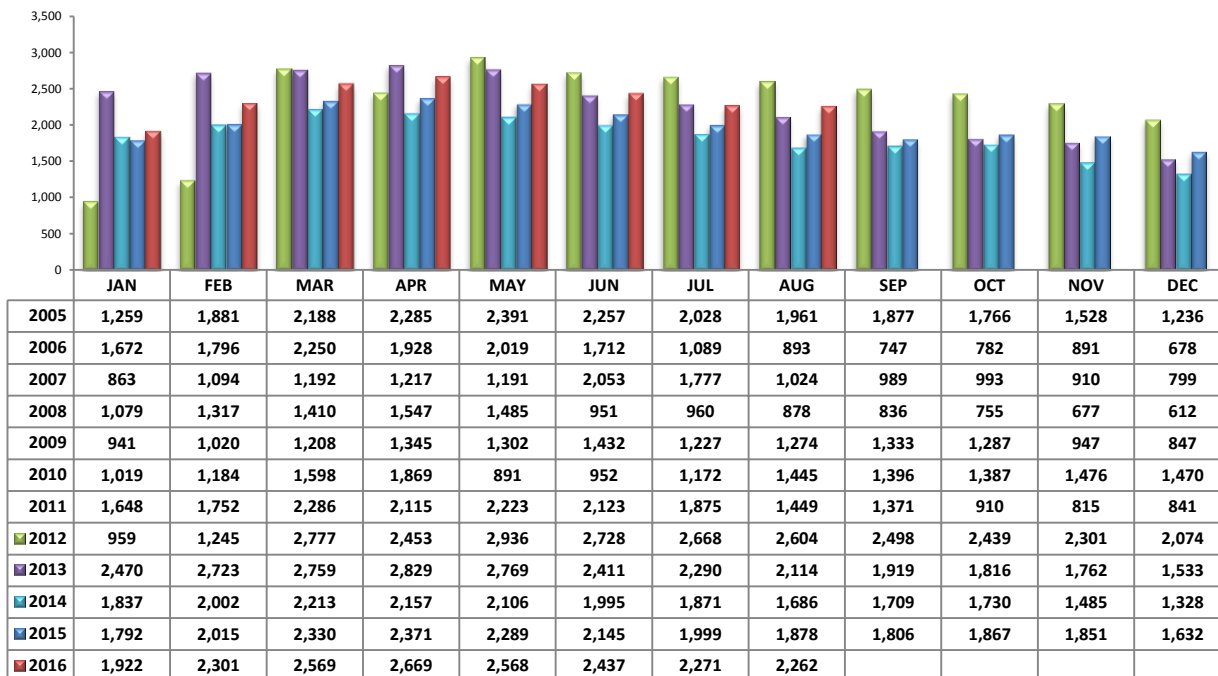


Median Sale Price - August 2016

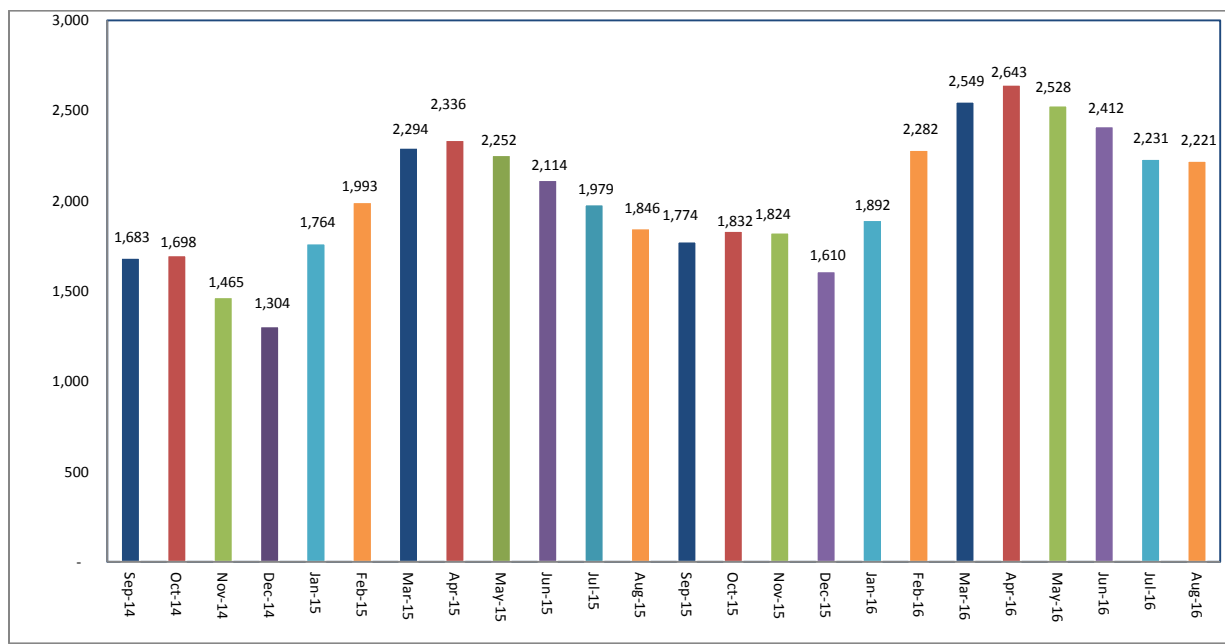
| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 2005 | \$177,000 | \$186,500 | \$190,000 | \$196,000 | \$209,000 | \$222,000 | \$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 | \$167,500 | \$171,250 | \$173,000 | \$175,000 | \$173,250 | \$172,000 | \$172,825 | \$169,000 | \$176,000 |
| 2016 | \$169,900 | \$168,900 | \$177,050 | \$176,000 | \$179,000 | \$190,000 | \$181,500 | \$185,000 | | | | |

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Newly Under Contract During The Month

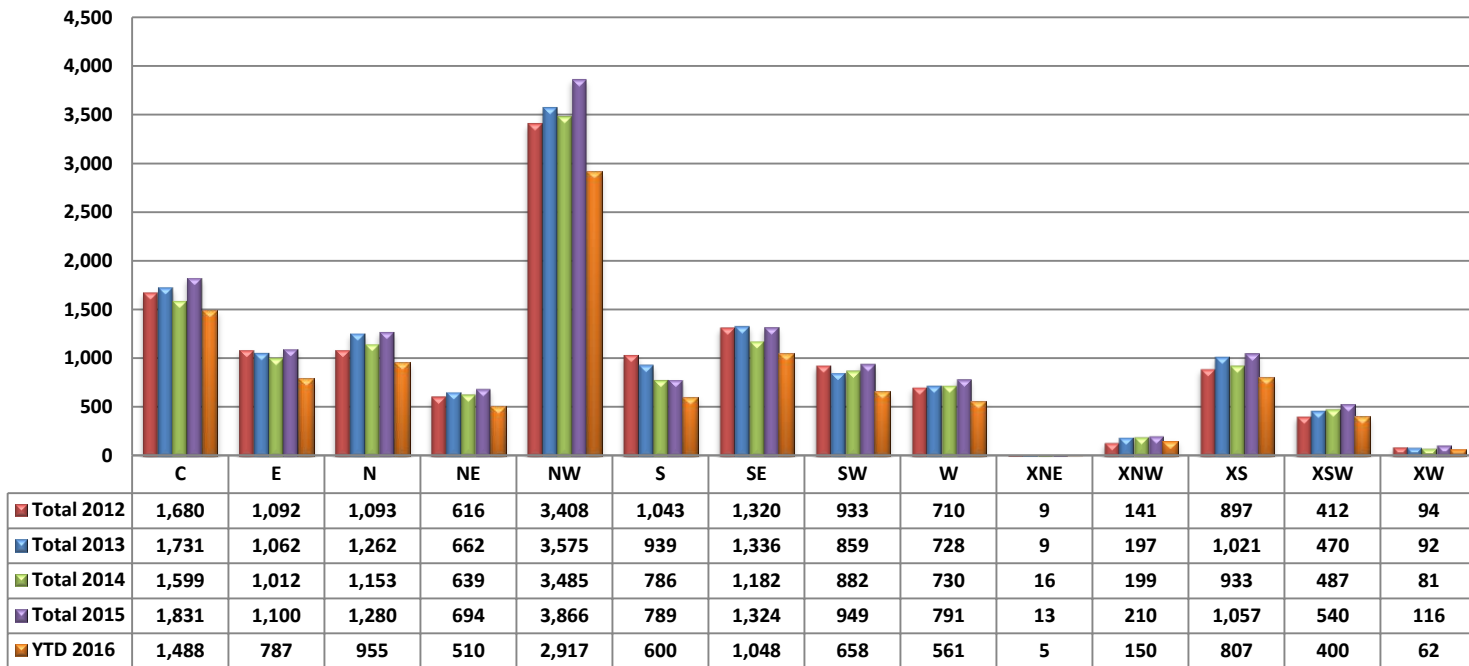


Total Listings Still Under Contract At The End of The Month



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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 | \$138,947 | \$171,257 | \$262,612 | \$275,980 | \$179,855 |
| E | \$110,257 | \$170,902 | \$232,592 | \$187,933 | \$173,757 |
| N | \$171,611 | \$369,112 | \$562,089 | \$858,791 | \$440,074 |
| NE | \$125,458 | \$292,643 | \$380,327 | \$366,000 | \$297,255 |
| NW | \$225,315 | \$234,495 | \$309,075 | \$312,818 | \$259,066 |
| S | \$71,400 | \$124,441 | \$164,664 | \$258,000 | \$126,837 |
| SE | \$128,569 | \$170,528 | \$225,308 | \$265,083 | \$190,138 |
| SW | \$70,500 | \$137,062 | \$161,002 | \$160,000 | \$136,593 |
| W | \$79,333 | \$178,018 | \$247,516 | \$383,500 | \$193,387 |
| XNE | \$282,500 | \$0 | \$0 | \$0 | \$282,500 |
| XNW | \$83,500 | \$115,712 | \$112,633 | \$67,565 | \$108,099 |
| XS | \$167,413 | \$201,537 | \$220,896 | \$288,400 | \$212,749 |
| XSW | \$120,944 | \$185,875 | \$194,625 | \$184,450 | \$142,334 |
| XW | \$75,225 | \$109,875 | \$116,831 | \$120,000 | \$102,132 |

Units Sold per Area by # of Bedrooms

| | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| C | 51 | 102 | 30 | 5 | 188 |
| E | 21 | 63 | 25 | 3 | 112 |
| N | 27 | 34 | 38 | 12 | 111 |
| NE | 12 | 30 | 24 | 3 | 69 |
| NW | 70 | 158 | 98 | 25 | 351 |
| S | 15 | 55 | 22 | 1 | 93 |
| SE | 10 | 83 | 51 | 6 | 150 |
| SW | 11 | 43 | 28 | 1 | 83 |
| W | 9 | 46 | 25 | 2 | 82 |
| XNE | 1 | 0 | 0 | 0 | 1 |
| XNW | 2 | 10 | 3 | 1 | 16 |
| XS | 15 | 39 | 35 | 11 | 100 |
| XSW | 30 | 8 | 4 | 2 | 44 |
| XW | 4 | 4 | 4 | 1 | 13 |

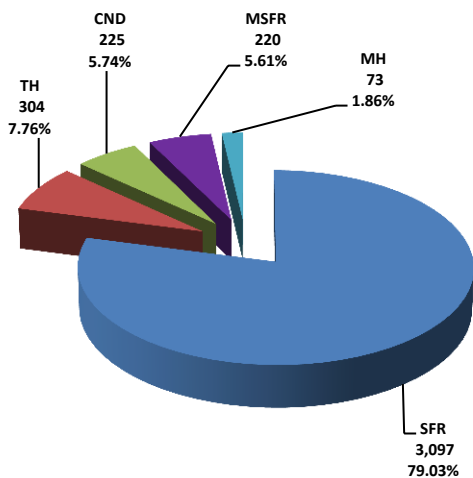
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Active Listings

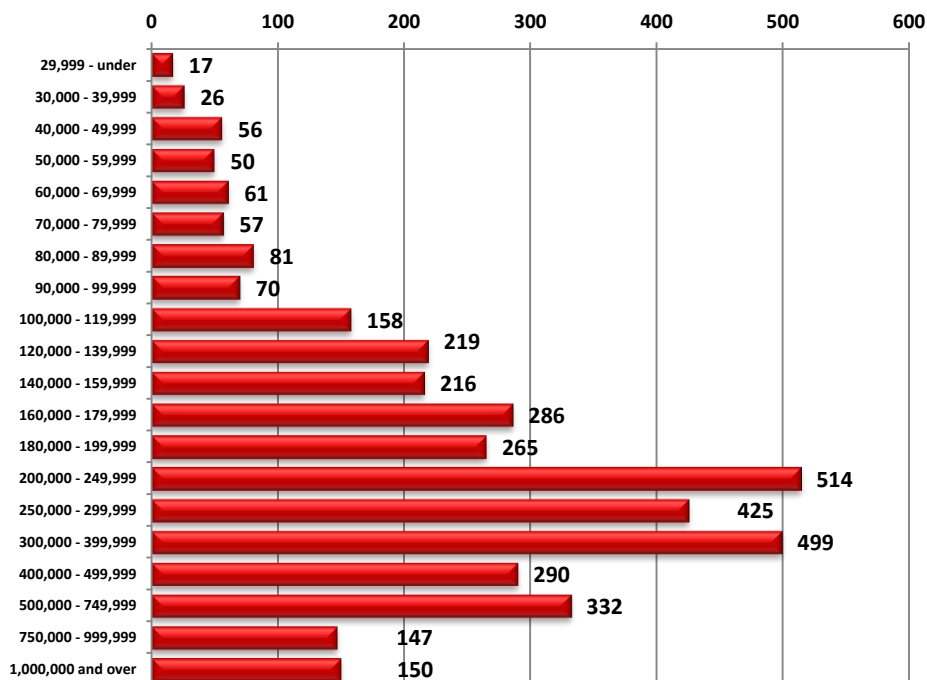


| Area | # of Listings |
|------|---------------|
| C | 479 |
| E | 163 |
| N | 505 |
| NE | 232 |
| NW | 1116 |
| S | 134 |
| SE | 251 |
| SW | 244 |
| W | 174 |
| XNE | 27 |
| XNW | 46 |
| XS | 306 |
| XSW | 191 |
| XW | 51 |

Active Listings Unit Breakdown

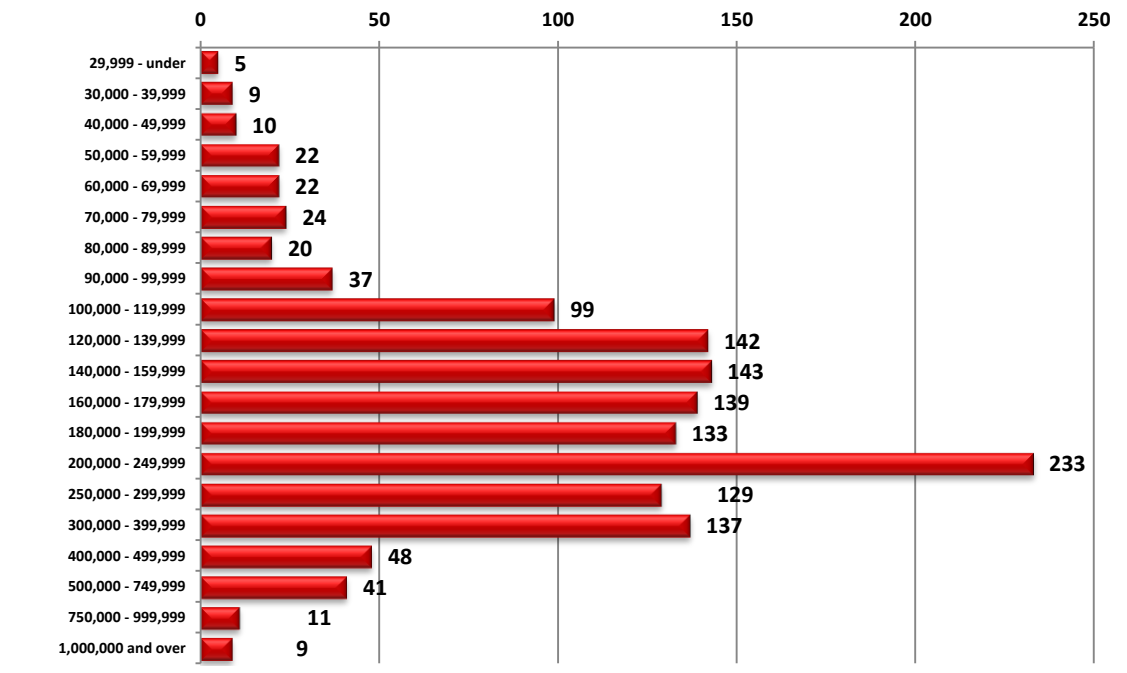


Active Listings Price Breakdown



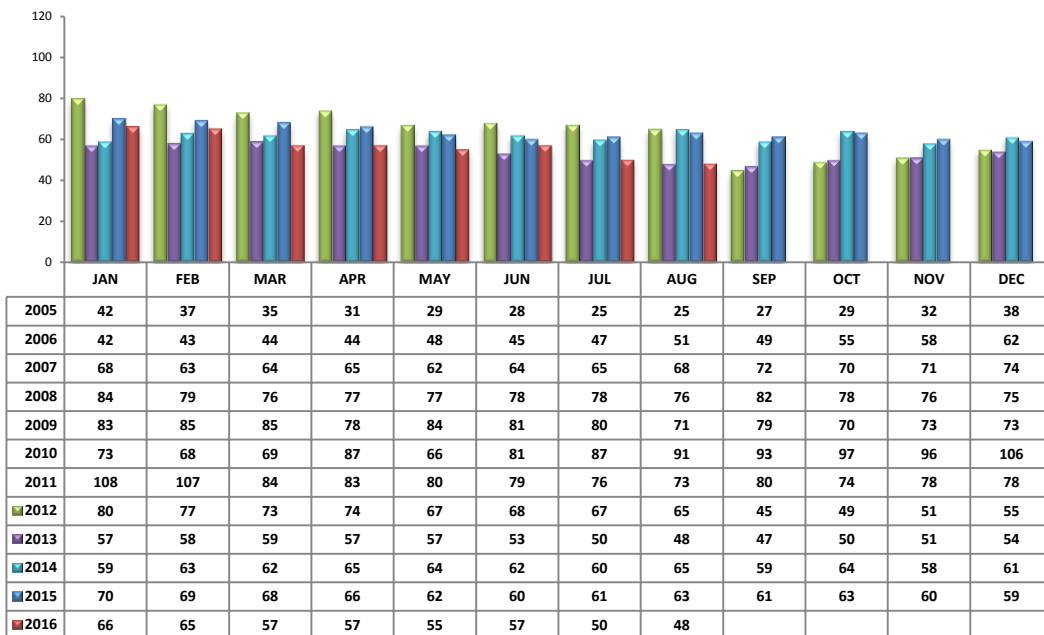
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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® or Multiple Listing Service of Southern Arizona guarantees, or is in any way responsible for its accuracy.

Sold Price Breakdown



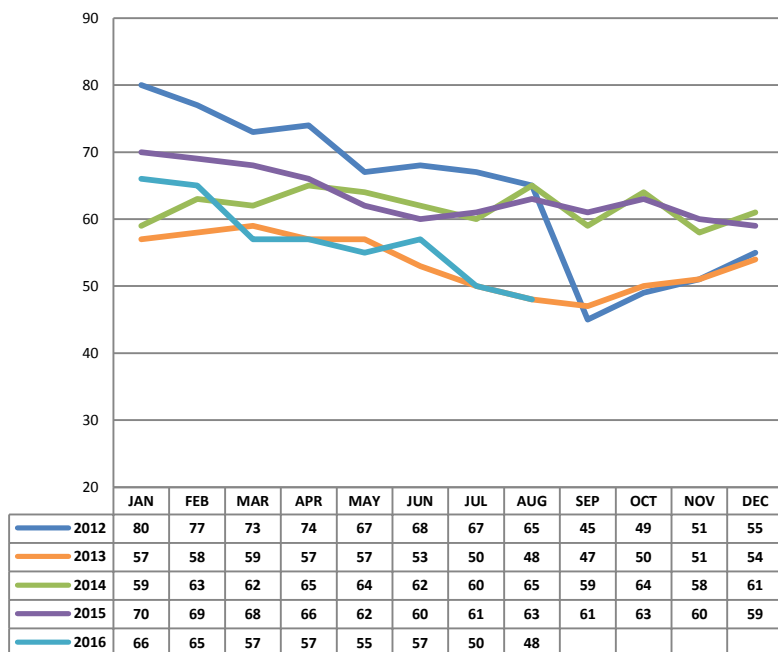
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Average Days on Market/Listing - August 2016

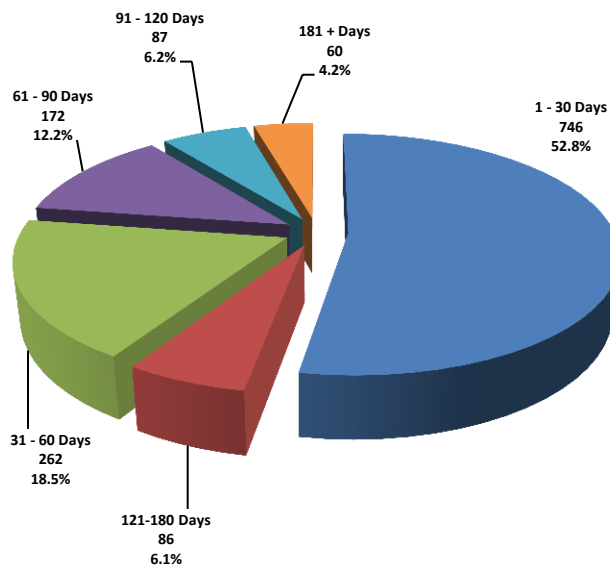


| Area | Avg. DOM |
|------|----------|
| C | 45 |
| E | 40 |
| N | 67 |
| NE | 56 |
| NW | 49 |
| S | 18 |
| SE | 38 |
| SW | 54 |
| W | 39 |
| XNE | 82 |
| XNW | 78 |
| XS | 55 |
| XSW | 89 |
| XW | 88 |

Annual Comparison - Average Days on Market

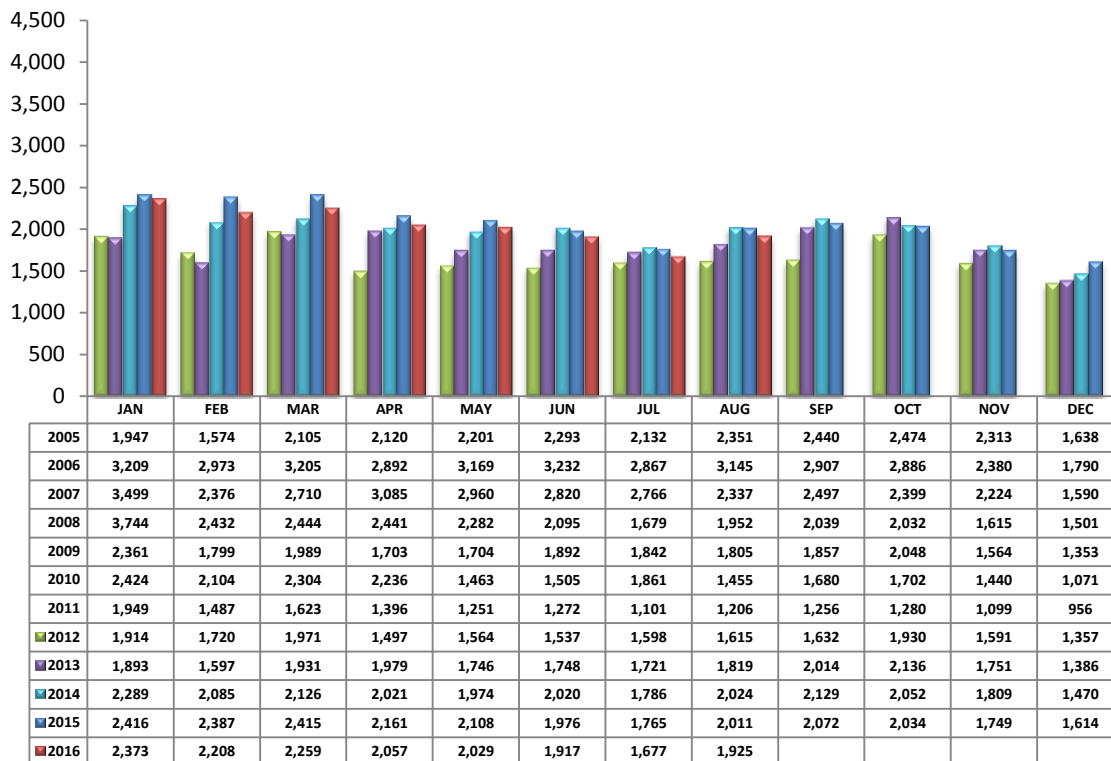


Average Days on Market/Listing Breakdown



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New Listings – August 2016



| Area | # of Listings |
|------|---------------|
| C | 269 |
| E | 125 |
| N | 161 |
| NE | 110 |
| NW | 518 |
| S | 105 |
| SE | 178 |
| SW | 106 |
| W | 89 |
| XNE | 2 |
| XNW | 20 |
| XS | 156 |
| XSW | 63 |
| XW | 23 |

*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 2015 | 165 | 318 | 67 |
| Dec 2015 | 296 | 310 | 51 |
| Jan 2016 | 198 | 413 | 58 |
| Feb 2016 | 155 | 354 | 42 |
| Mar 2016 | 167 | 355 | 50 |
| Apr 2016 | 190 | 387 | 57 |
| May 2016 | 199 | 348 | 65 |
| June 2016 | 175 | 329 | 69 |
| July 2016 | 158 | 320 | 68 |
| Aug 2016 | 143 | 351 | 76 |

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