

**For Immediate
Release:
October 6, 2016**

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Multiple Listing Service of Southern Arizona Monthly Statistics **September 2016**

Below are some highlights from the September Residential Sales Statistics:

- Total Sales Volume fell this month to 293,536,476 resulting in a 5.90% decrease from August's number of \$311,954,046, but an increase of 18.01% since September 2015.
- The Average Sales Price this month was \$220,538 from \$220,774 in August, a 0.11% decrease.
- Average List Price of \$216,257 is a decrease of 4.49% from August's number of \$226,428.
- Total Under Contract decreased by 5.72%.
- Total Unit Sales came down this month to 1,331, a 5.80% decrease from last month, but is a 10.64% increase from September 2015.
- The Median Sales Price decreased to \$177,000, down 4.32% from last month.
- New Listings, 1,955 is an increase of 1.56% from August's number of 1,925.
- Total Active Listings of 3,996 is an increase of 1.96% since August's number of 3,919.
- Average Days on Market was 49 from 48 in August.
- Conventional loan sales of 44.7% exceeded Cash Sales of 22.2%.

Cathy Erchull
2016 MLSSAZ President

Eric Gibbs
2016 TAR 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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September 2016 Recap by Month and Year - % of Change

Total Sales Volume

| | 2016 | 2015 | Annual % Change |
|----------------|---------------|---------------|-----------------|
| September | \$293,536,476 | \$248,739,868 | 18.01% |
| August | \$311,954,046 | \$269,323,073 | 15.83% |
| Month % Change | -5.90% | -7.64% | |

Average Sales Price

| | 2016 | 2015 | Annual % Change |
|----------------|-----------|-----------|-----------------|
| September | \$220,538 | \$206,766 | 6.66% |
| August | \$220,774 | \$211,068 | 4.60% |
| Month % Change | -0.11% | -2.04% | |

Average List Price

| | 2016 | 2015 | Annual % Change |
|----------------|-----------|-----------|-----------------|
| September | \$216,257 | \$212,648 | 1.70% |
| August | \$226,428 | \$217,833 | 3.95% |
| Month % Change | -4.49% | -2.38% | |

Total Under Contract

| | 2016 | 2015 | Annual % Change |
|----------------|--------|--------|-----------------|
| September | 2,094 | 1,774 | 18.04% |
| August | 2,221 | 1,846 | 20.31% |
| Month % Change | -5.72% | -3.90% | |

Total Unit Sales

| | 2016 | 2015 | Annual % Change |
|----------------|--------|--------|-----------------|
| September | 1,331 | 1,203 | 10.64% |
| August | 1,413 | 1,276 | 10.74% |
| Month % Change | -5.80% | -5.72% | |

Median Sales Price

| | 2016 | 2015 | Annual % Change |
|----------------|-----------|-----------|-----------------|
| September | \$177,000 | \$172,000 | 2.91% |
| August | \$185,000 | \$173,250 | 6.78% |
| Month % Change | -4.32% | -0.72% | |

New Listings

| | 2016 | 2015 | Annual % Change |
|----------------|-------|-------|-----------------|
| September | 1,955 | 2,072 | -5.65% |
| August | 1,925 | 2,011 | -4.28% |
| Month % Change | 1.56% | 3.03% | |

Active Listings

| | 2016 | 2015 | Annual % Change |
|----------------|-------|-------|-----------------|
| September | 3,996 | 4,909 | -18.60% |
| August | 3,919 | 4,758 | -17.63% |
| Month % Change | 1.96% | 3.17% | |

September 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 | 35 | 30.70% | 85740 | 0 | 0 | 0.00% |
| 85145 | 17 | 8 | 47.06% | 85648 | 0 | 0 | 0.00% | 85714 | 15 | 8 | 53.33% | 85741 | 62 | 37 | 59.68% |
| 85245 | 0 | 0 | 0.00% | 85653 | 66 | 21 | 31.82% | 85715 | 70 | 30 | 42.86% | 85742 | 156 | 55 | 35.26% |
| 85601 | 1 | 0 | 0.00% | 85654 | 0 | 0 | 0.00% | 85716 | 111 | 30 | 27.03% | 85743 | 133 | 51 | 38.35% |
| 85602 | 6 | 1 | 16.67% | 85658 | 199 | 47 | 23.62% | 85717 | 0 | 0 | 0.00% | 85745 | 123 | 62 | 50.41% |
| 85611 | 0 | 0 | 0.00% | 85701 | 19 | 5 | 26.32% | 85718 | 270 | 49 | 18.15% | 85746 | 73 | 33 | 45.21% |
| 85614 | 198 | 39 | 19.70% | 85704 | 121 | 56 | 46.28% | 85719 | 120 | 36 | 30.00% | 85747 | 82 | 46 | 56.10% |
| 85616 | 0 | 0 | 0.00% | 85705 | 72 | 34 | 47.22% | 85730 | 78 | 50 | 64.10% | 85748 | 68 | 34 | 50.00% |
| 85619 | 27 | 0 | 0.00% | 85706 | 64 | 26 | 40.63% | 85734 | 0 | 0 | 0.00% | 85749 | 130 | 14 | 10.77% |
| 85622 | 40 | 6 | 15.00% | 85709 | 0 | 0 | 0.00% | 85735 | 45 | 13 | 28.89% | 85750 | 199 | 45 | 22.61% |
| 85623 | 21 | 2 | 9.52% | 85710 | 103 | 75 | 72.82% | 85736 | 39 | 8 | 20.51% | 85755 | 180 | 42 | 23.33% |
| 85629 | 173 | 59 | 34.10% | 85711 | 96 | 50 | 52.08% | 85737 | 157 | 32 | 20.38% | 85756 | 60 | 39 | 65.00% |
| 85641 | 160 | 60 | 37.50% | 85712 | 100 | 34 | 34.00% | 85739 | 155 | 37 | 23.87% | 85757 | 72 | 22 | 30.56% |

NOTE:

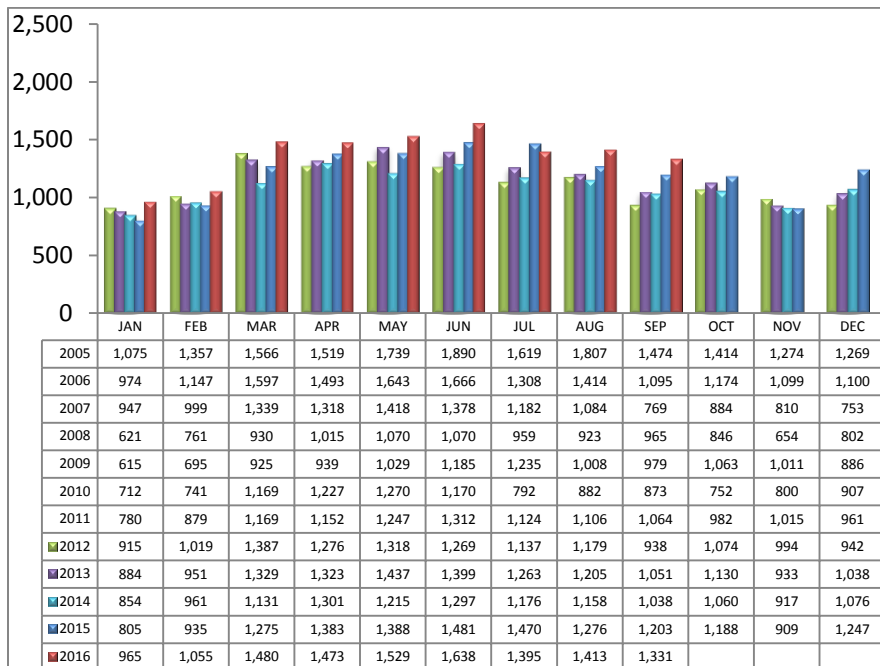
85637- 1 active listing

| 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 | 16 | 5 | 1 | 2 | 24 | 8 | C | 491 | 1-30 Days | 728 |
| \$30,000 to \$39,999 | 33 | 8 | 0 | 5 | 46 | 14 | E | 171 | 31-60 Days | 220 |
| \$40,000 to \$49,999 | 45 | 10 | 1 | 2 | 58 | 16 | N | 507 | 61-90 Days | 149 |
| \$50,000 to \$59,999 | 56 | 6 | 3 | 6 | 71 | 15 | NE | 214 | 91-120 Days | 105 |
| \$60,000 to \$69,999 | 58 | 16 | 5 | 7 | 86 | 22 | NW | 1128 | 121-180 Days | 70 |
| \$70,000 to \$79,999 | 56 | 22 | 3 | 5 | 86 | 20 | S | 147 | Over 180 Days | 59 |
| \$80,000 to \$89,999 | 80 | 45 | 5 | 8 | 138 | 25 | SE | 262 | Avg. Days on Market | |
| \$90,000 to \$99,999 | 67 | 41 | 5 | 4 | 117 | 42 | SW | 250 | 49 | |
| \$100,000 to \$119,999 | 149 | 92 | 14 | 29 | 284 | 93 | W | 184 | Avg. Sold Price | |
| \$120,000 to \$139,999 | 215 | 192 | 28 | 43 | 478 | 114 | XNE | 27 | \$220,538 | |
| \$140,000 to \$159,999 | 242 | 193 | 22 | 28 | 485 | 143 | XNW | 43 | Median Sale Price | |
| \$160,000 to \$179,999 | 272 | 196 | 19 | 49 | 536 | 171 | XS | 327 | \$177,000 | |
| \$180,000 to \$199,999 | 276 | 132 | 12 | 24 | 444 | 109 | XSW | 198 | New Listings | |
| \$200,000 to \$249,999 | 524 | 206 | 12 | 53 | 795 | 185 | XW | 47 | 1,955 | |
| \$250,000 to \$299,999 | 442 | 130 | 9 | 35 | 616 | 125 | Sold Units per Area | | Sales Volume by Area | |
| \$300,000 to \$399,999 | 491 | 143 | 8 | 46 | 688 | 130 | C | 175 | \$30,577,463 | |
| \$400,000 to \$499,999 | 307 | 56 | 2 | 19 | 384 | 51 | E | 113 | \$30,149,620 | |
| \$500,000 to \$749,999 | 361 | 48 | 2 | 11 | 422 | 37 | N | 109 | \$37,019,910 | |
| \$750,000 to \$999,999 | 146 | 15 | 2 | 1 | 164 | 8 | NE | 46 | \$13,819,924 | |
| \$1,000,000 and over | 160 | 6 | 0 | 2 | 168 | 3 | NW | 346 | \$90,115,432 | |
| | | | | | | | S | 77 | \$9,620,127 | |
| | | | | | | | SE | 133 | \$25,784,195 | |
| | | | | | | | SW | 74 | \$9,963,941 | |
| | | | | | | | W | 95 | \$18,451,504 | |
| | | | | | | | XNE | 0 | \$0 | |
| | | | | | | | XNW | 15 | \$2,131,064 | |
| | | | | | | | XS | 88 | \$18,511,283 | |
| | | | | | | | XSW | 49 | \$6,157,733 | |
| | | | | | | | XW | 11 | \$1,234,280 | |
| Totals | 3,996 | 1,562 | 153 | 379 | 6,090 | 1,331 | | | | |
| | | | | | | | | Total Volume | \$293,536,476 | |
| | Sept-16 | Sept-15 | % Change | YTD 2016 | YTD 2015 | % Change | | | | |
| Home Sales Volume | \$293,536,476 | \$248,739,868 | 18.01% | \$2,690,687,828 | \$2,363,107,338 | 13.86% | | | | |
| Home Sales Units | 1,331 | 1,203 | 10.64% | 12,279 | 11,216 | 9.48% | | | | |
| Average Sales Price (All Residential) | \$220,538 | \$206,766 | 6.66% | \$220,977 | \$209,451 | 5.50% | | | | |
| Median Sales Price | \$177,000 | \$172,000 | 2.91% | \$180,363 | \$172,591 | 4.50% | | | | |
| Average Days on Market: | 49 | 61 | -19.67% | 50 | 62 | -19.35% | | | | |
| Average List Price for Sold: | \$216,257 | \$212,648 | 1.70% | \$221,651 | \$215,698 | 2.76% | | | | |
| SP/LP % | 101.98% | 97.23% | | 99.70% | 97.10% | | | | | |
| Total Under Contract | 2,094 | 1,774 | 18.04% | | | | | | | |
| Active Listings | 3,996 | 4,909 | -18.60% | | | | | | | |
| New Listings | 1,955 | 2,072 | -5.65% | | | | | | | |

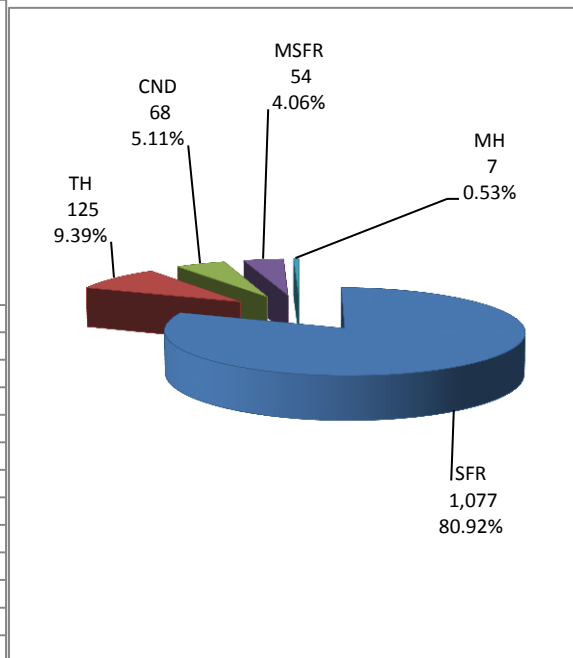
| Types of Financing | Totals |
|--------------------|--------|
| FHA | 230 |
| VA | 170 |
| Other | 35 |
| Cash | 296 |
| Conventional | 595 |
| Cash/Loan | 1 |
| Carryback | 4 |

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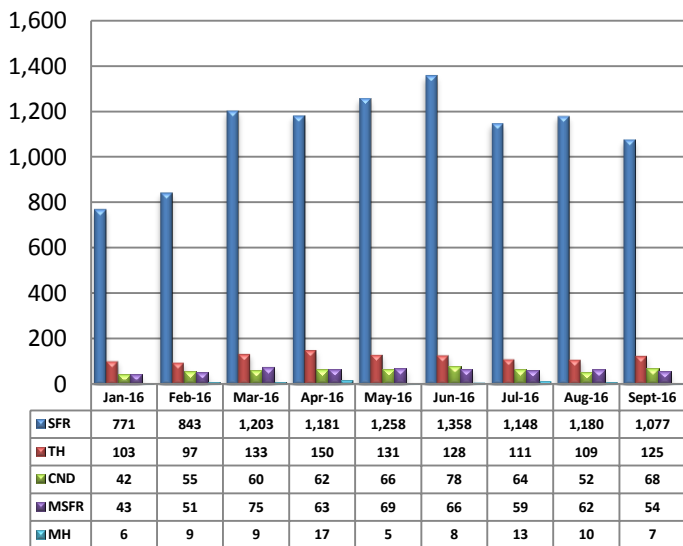
Total Unit Sales – September 2016



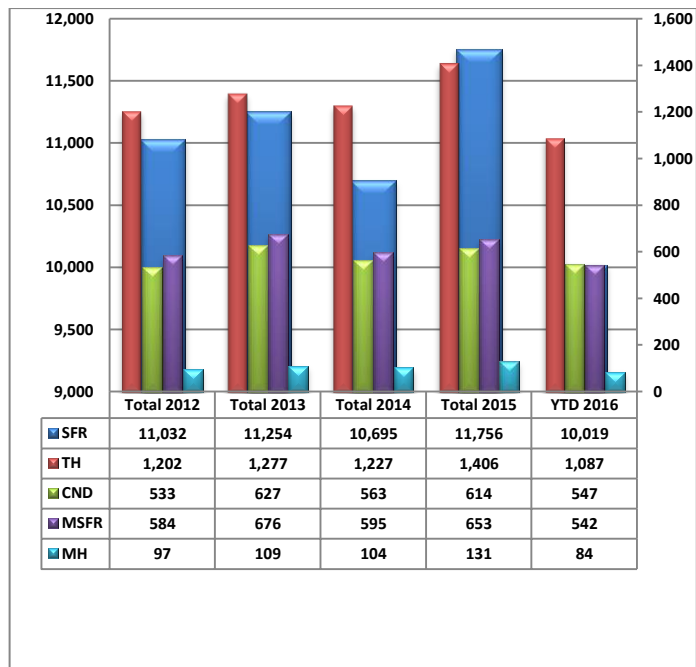
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

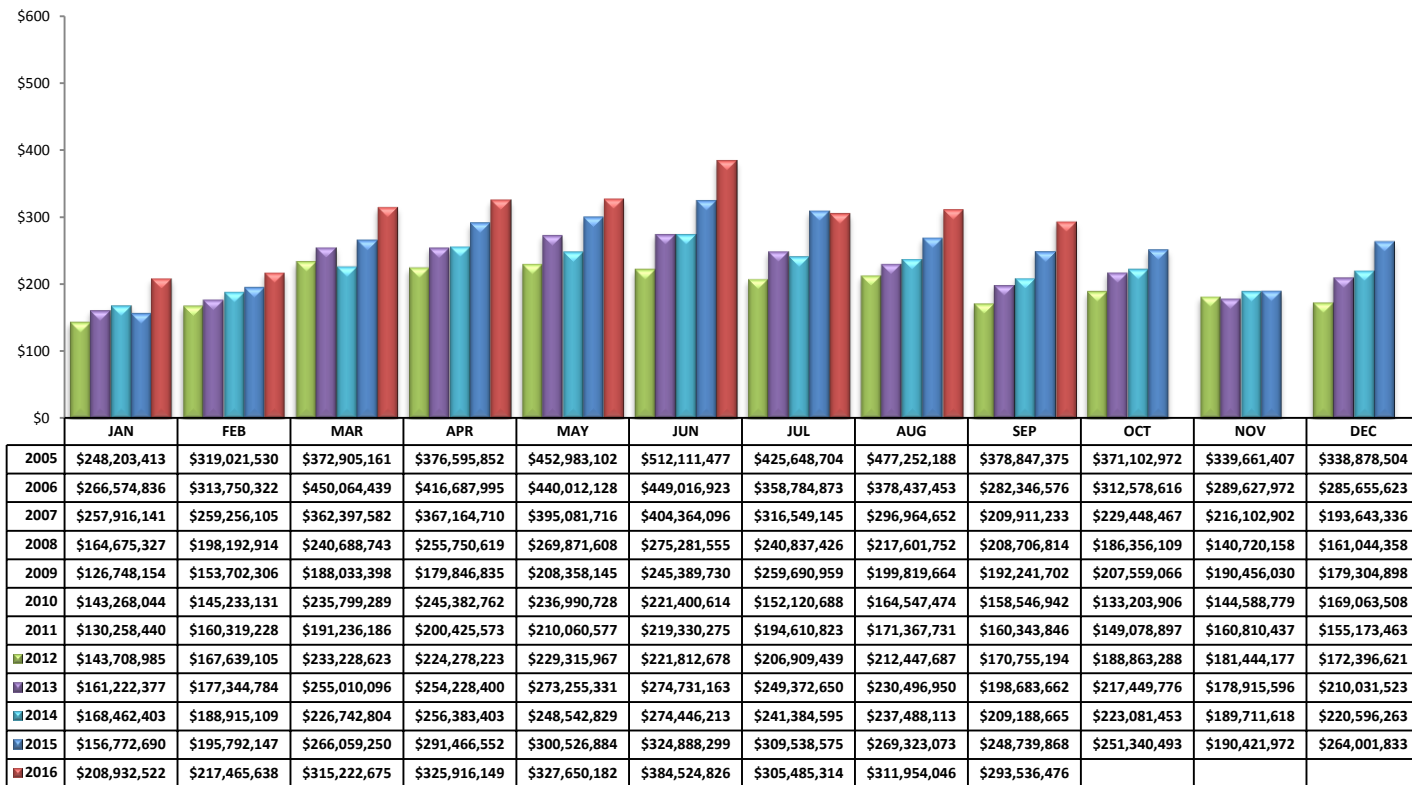


YTD Annual Comparison – Breakdown by Type

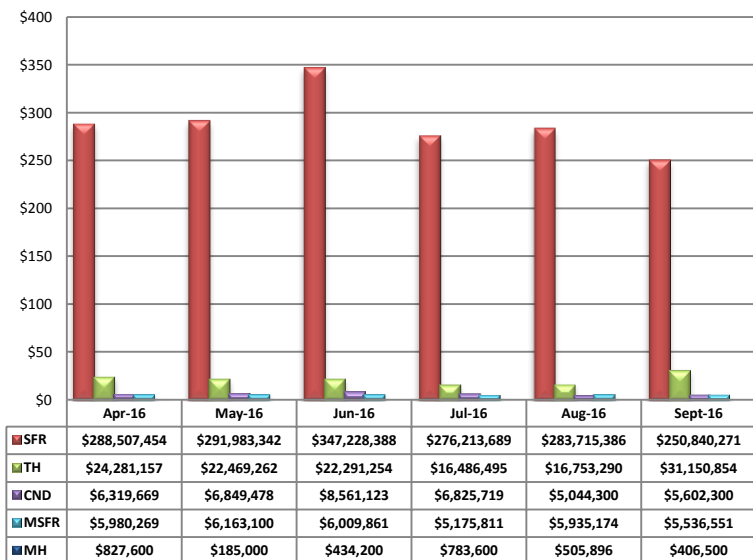


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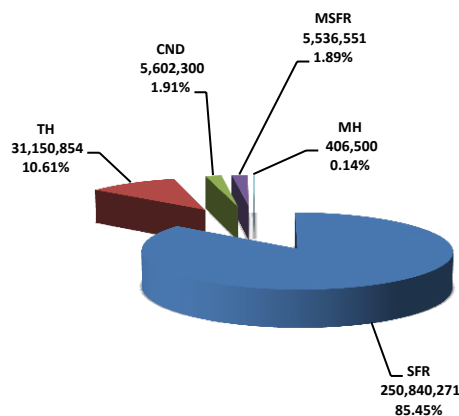
Total Sales Volume - September 2016



Total Sales Volume By Type - Monthly Comparison

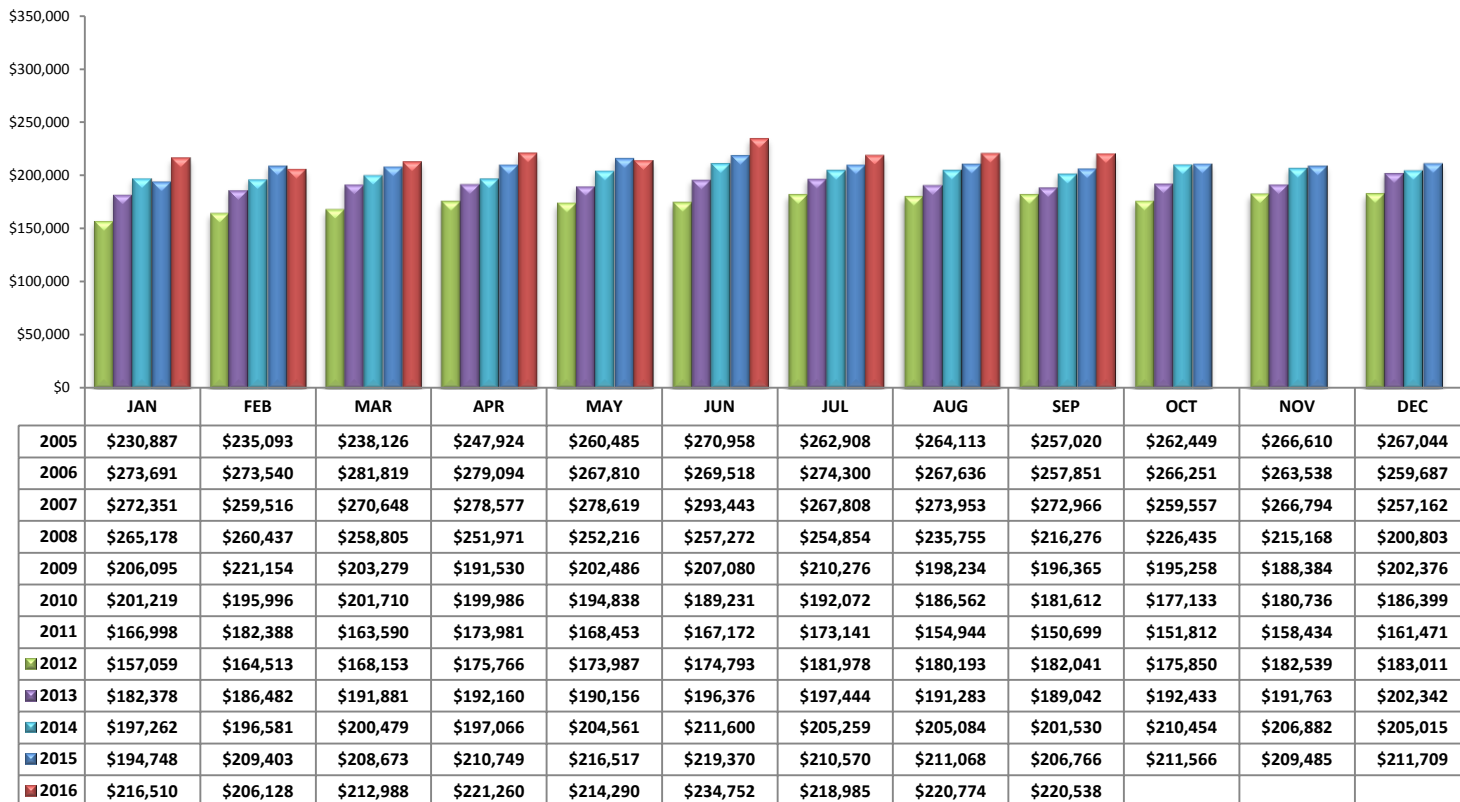


Monthly Volume by Type

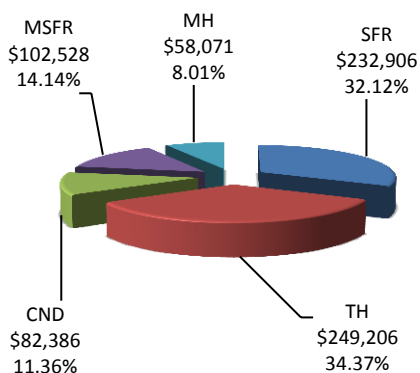


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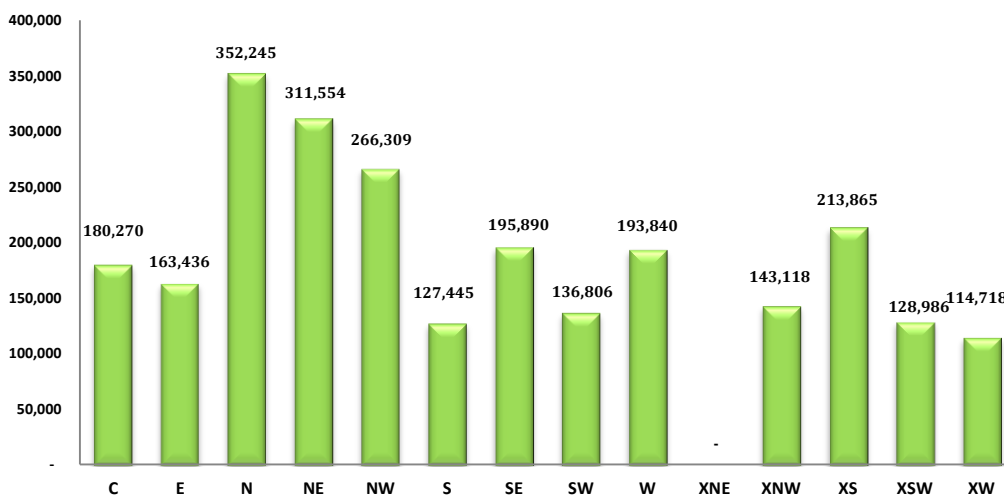
Average Sales Price – September 2016



Average Sales Price by Type – September 2016

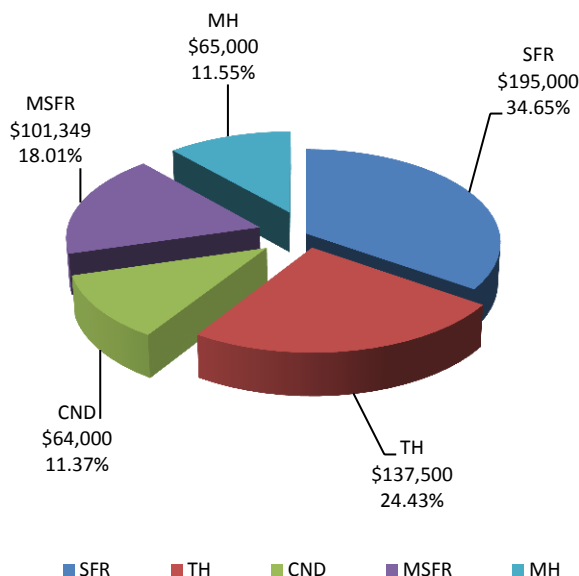


Average "Listing" Price per Area – September 2016

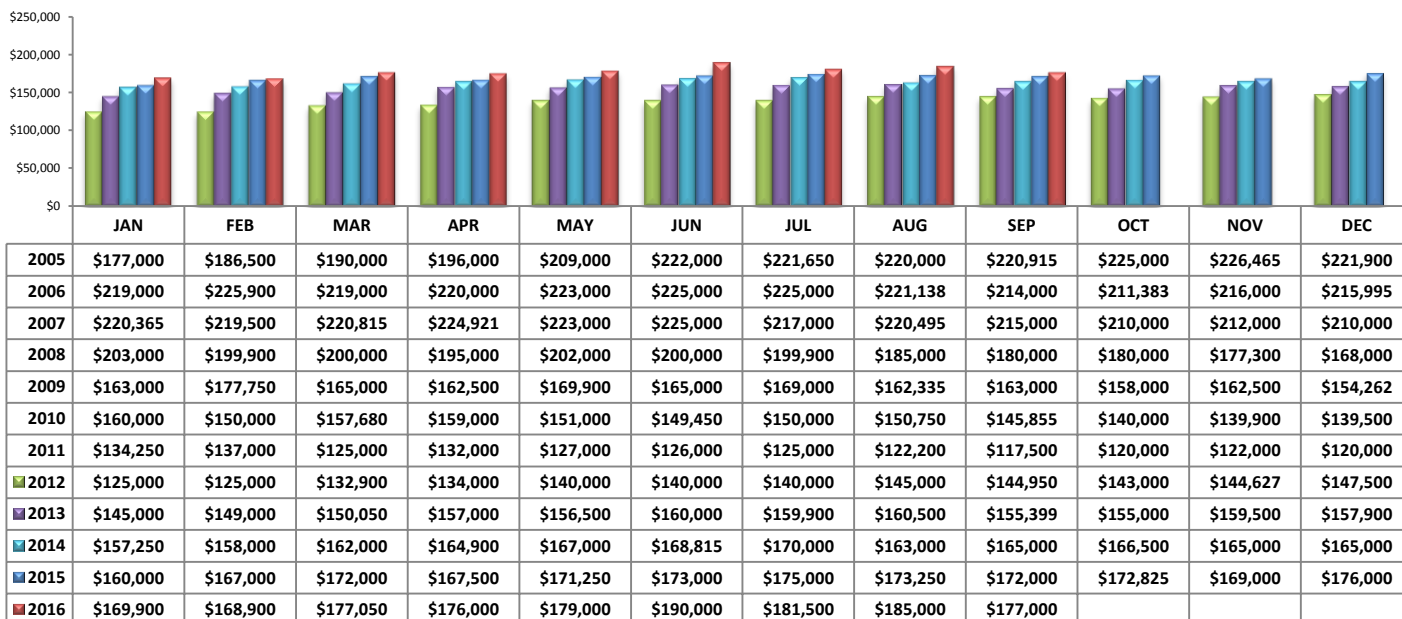


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Median Sale Price - by Type

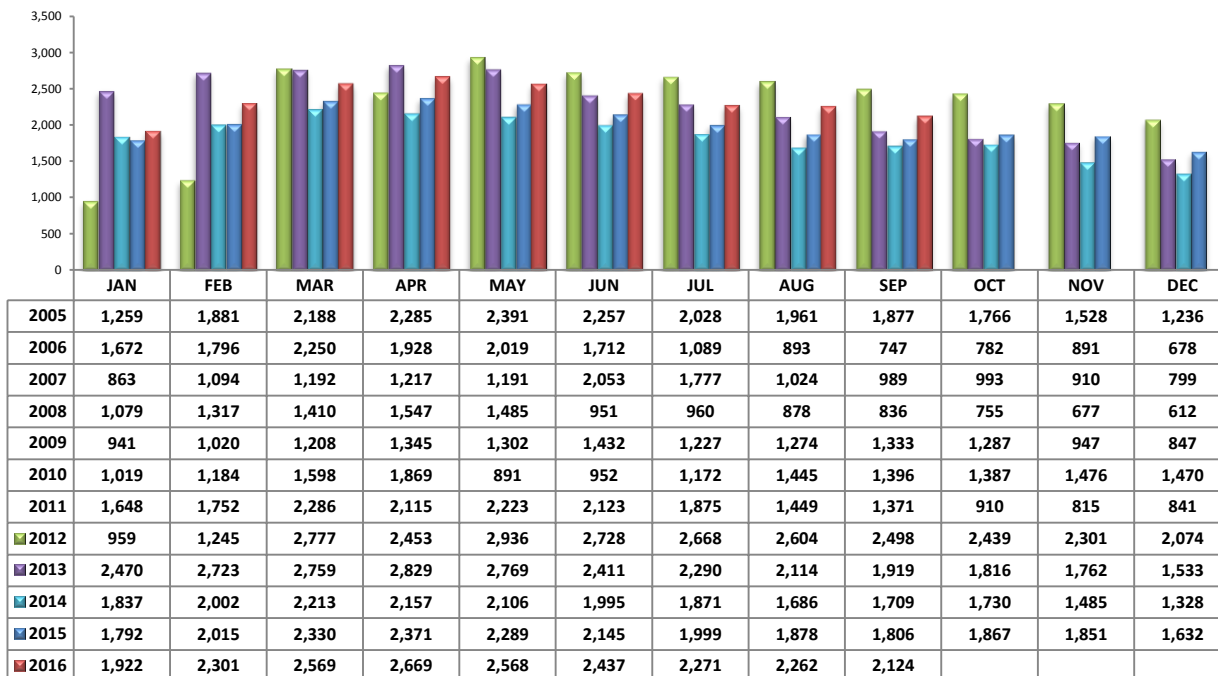


Median Sale Price - September 2016

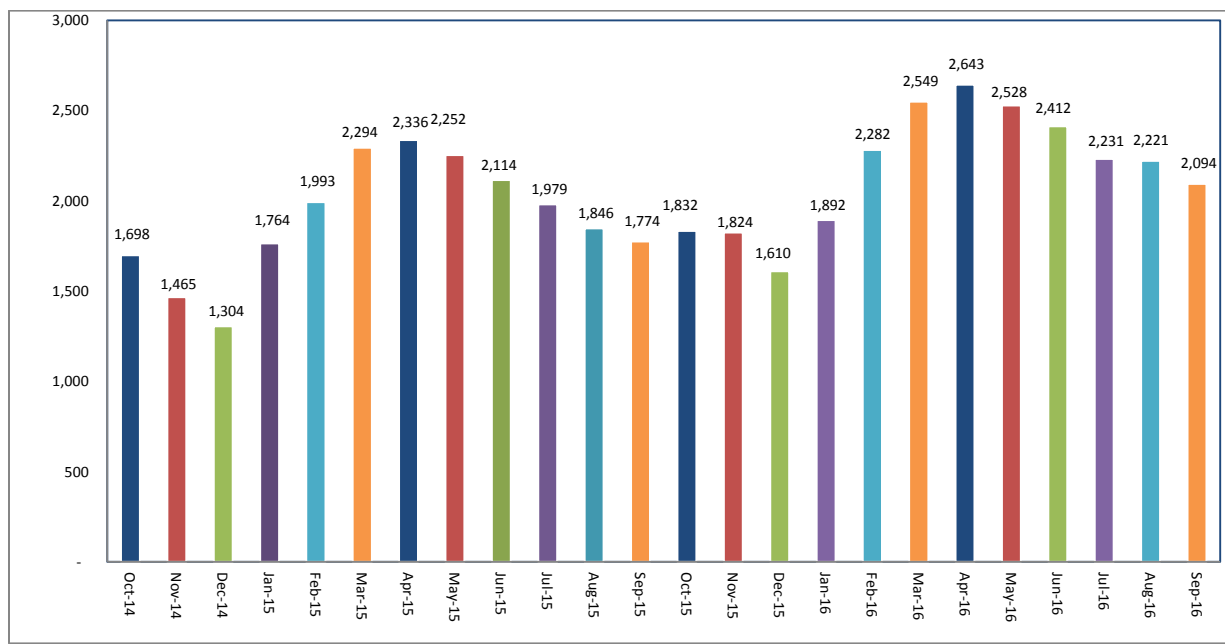


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Newly Under Contract During The Month

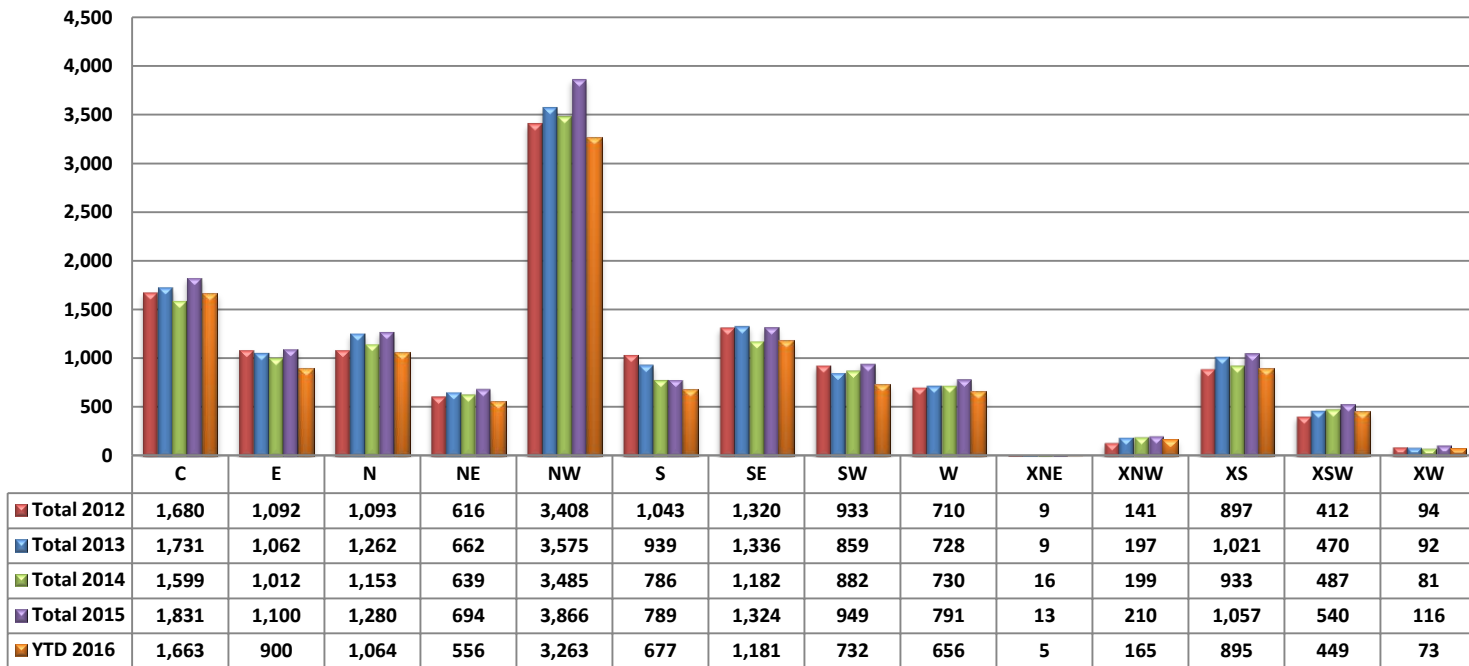


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

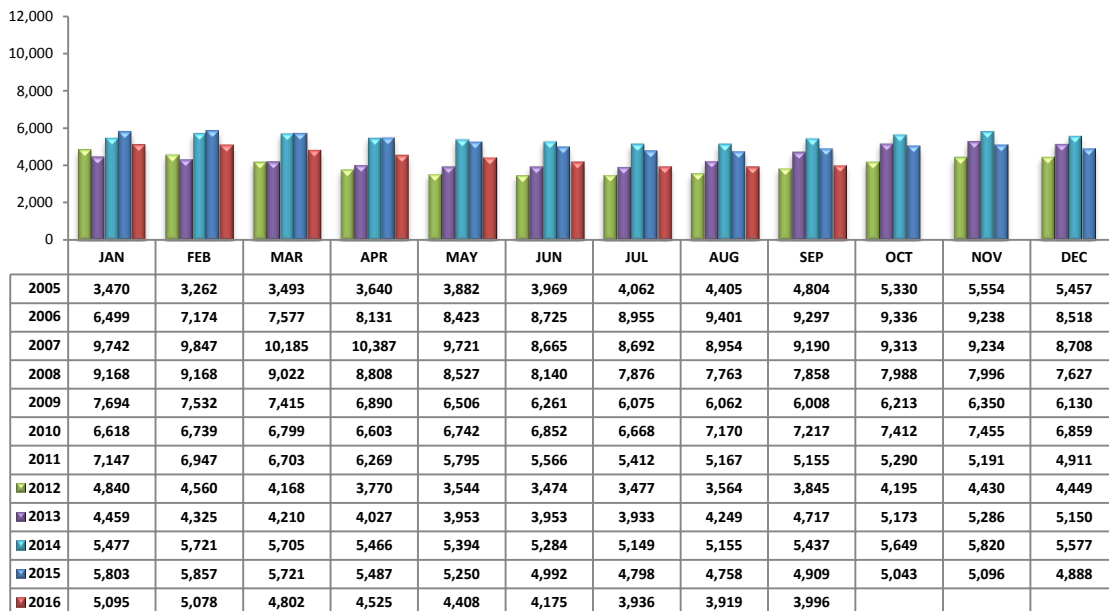
| | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| C | \$118,052 | \$184,389 | \$235,072 | \$290,749 | \$174,728 |
| E | \$697,280 | \$163,168 | \$188,592 | \$269,000 | \$266,810 |
| N | \$217,127 | \$324,758 | \$491,746 | \$820,833 | \$339,632 |
| NE | \$126,342 | \$301,671 | \$435,408 | \$418,333 | \$300,433 |
| NW | \$217,763 | \$247,195 | \$304,381 | \$320,000 | \$260,449 |
| S | \$75,542 | \$130,196 | \$154,680 | \$110,000 | \$124,936 |
| SE | \$176,920 | \$172,225 | \$226,548 | \$264,202 | \$193,866 |
| SW | \$73,427 | \$137,494 | \$162,041 | \$218,966 | \$134,647 |
| W | \$107,967 | \$210,525 | \$217,814 | \$539,496 | \$194,226 |
| XNE | \$0 | \$0 | \$0 | \$0 | \$0 |
| XNW | \$113,000 | \$133,486 | \$163,338 | \$0 | \$142,070 |
| XS | \$169,196 | \$201,913 | \$210,573 | \$262,025 | \$210,355 |
| XSW | \$98,416 | \$140,305 | \$243,750 | \$0 | \$125,668 |
| XW | \$0 | \$99,485 | \$134,470 | \$0 | \$112,207 |

Units Sold per Area by # of Bedrooms

| | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| C | 51 | 95 | 25 | 4 | 175 |
| E | 20 | 62 | 28 | 3 | 113 |
| N | 36 | 46 | 24 | 3 | 109 |
| NE | 13 | 16 | 14 | 3 | 46 |
| NW | 74 | 157 | 103 | 12 | 346 |
| S | 16 | 40 | 20 | 1 | 77 |
| SE | 14 | 70 | 45 | 4 | 133 |
| SW | 14 | 39 | 18 | 3 | 74 |
| W | 26 | 48 | 18 | 3 | 95 |
| XNE | 0 | 0 | 0 | 0 | 0 |
| XNW | 1 | 9 | 5 | 0 | 15 |
| XS | 12 | 34 | 27 | 15 | 88 |
| XSW | 27 | 18 | 4 | 0 | 49 |
| XW | 0 | 7 | 4 | 0 | 11 |

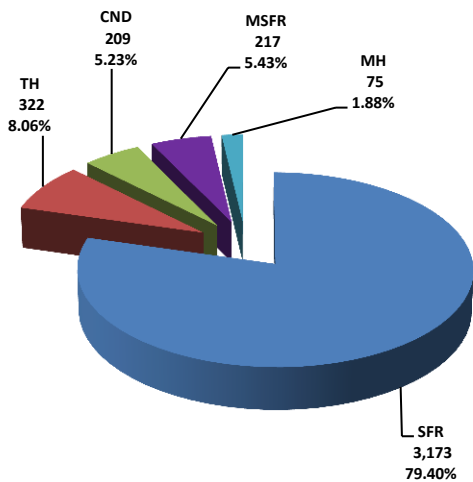
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Active Listings

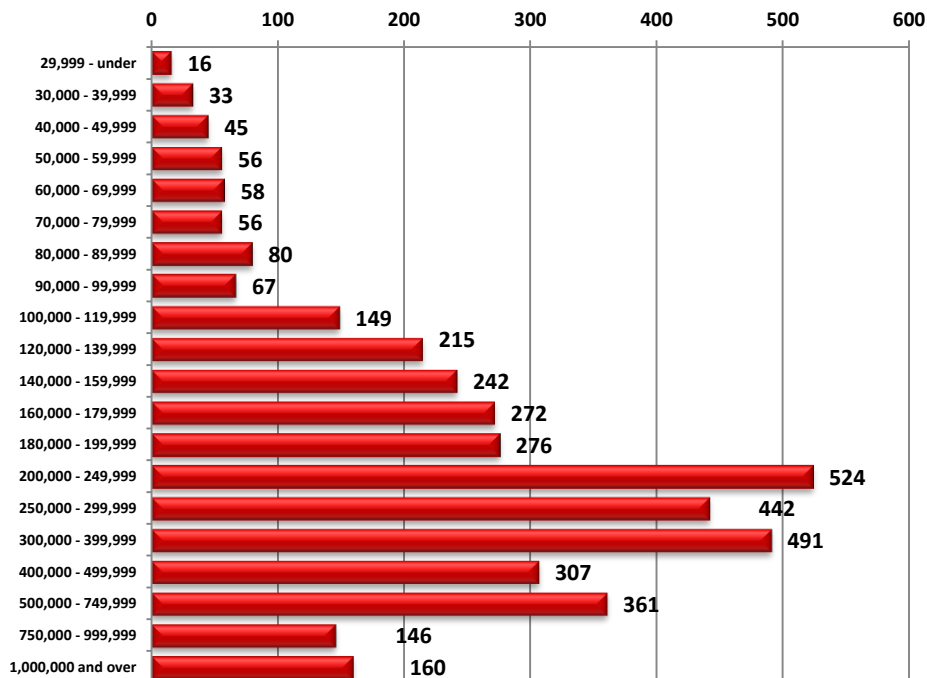


| Area | # of Listings |
|------|---------------|
| C | 491 |
| E | 171 |
| N | 507 |
| NE | 214 |
| NW | 1128 |
| S | 147 |
| SE | 262 |
| SW | 250 |
| W | 184 |
| XNE | 27 |
| XNW | 43 |
| XS | 327 |
| XSW | 198 |
| XW | 47 |

Active Listings Unit Breakdown

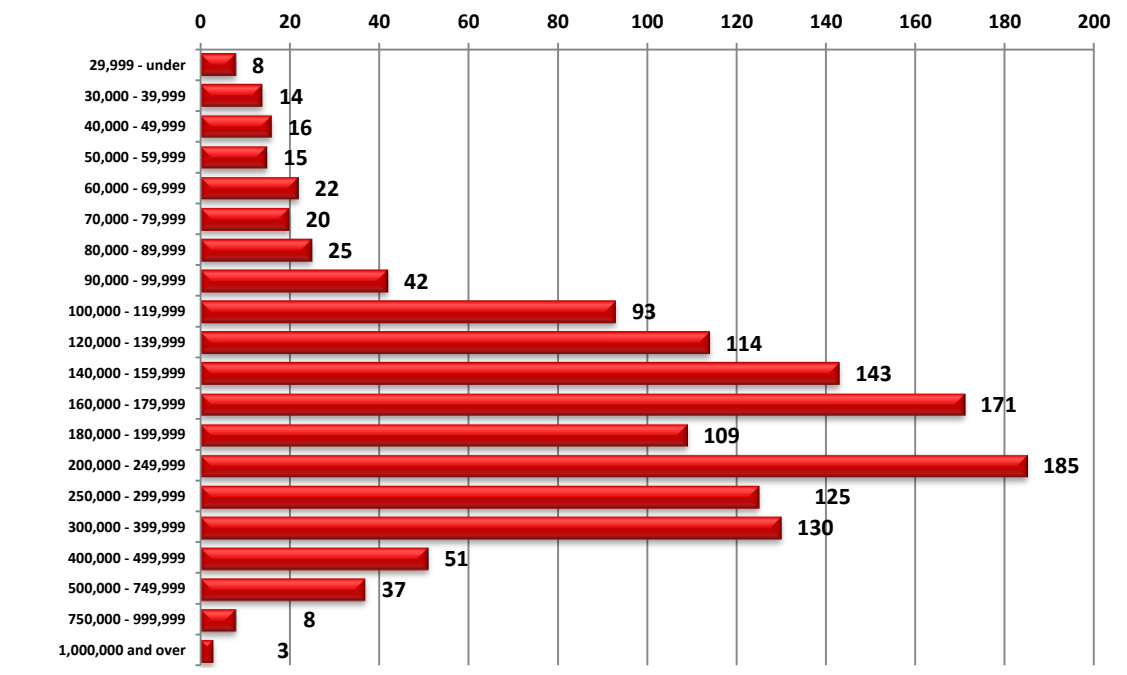


Active Listings Price Breakdown



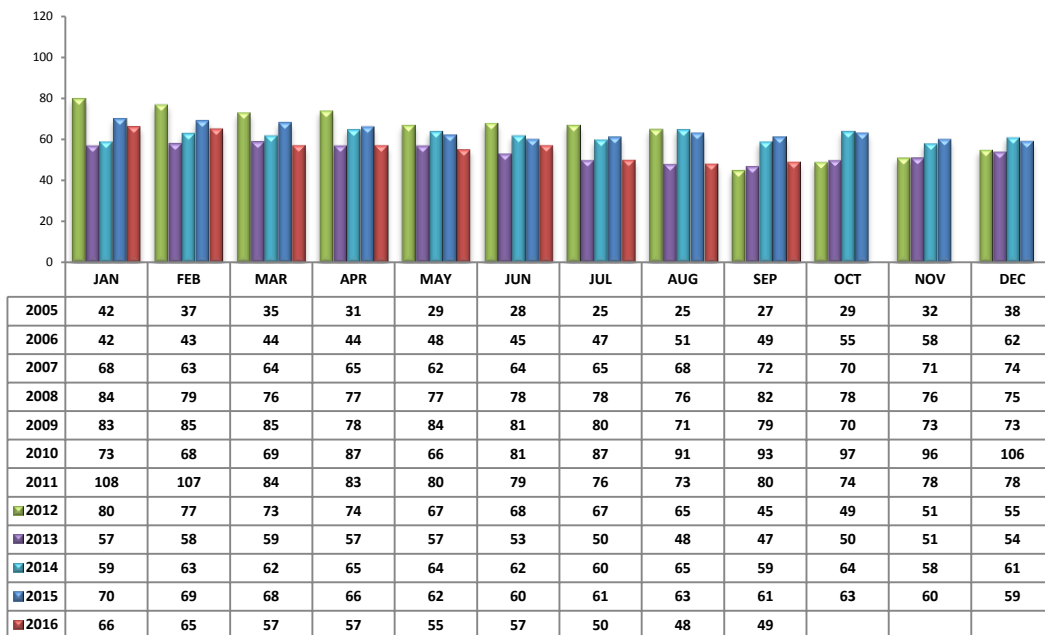
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Sold Price Breakdown



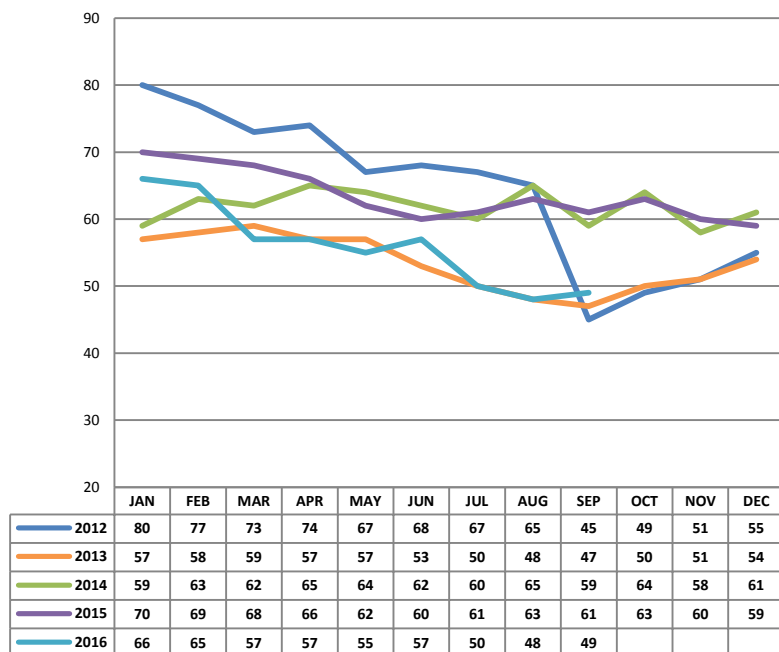
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Average Days on Market/Listing - September 2016

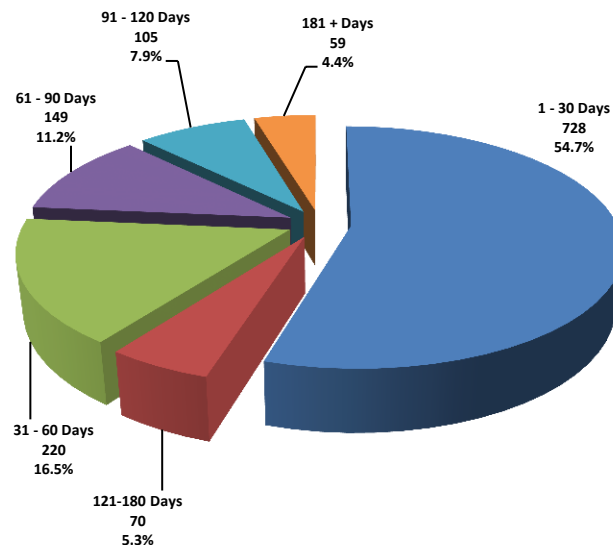


| Area | Avg. DOM |
|------|----------|
| C | 43 |
| E | 41 |
| N | 72 |
| NE | 62 |
| NW | 57 |
| S | 32 |
| SE | 32 |
| SW | 42 |
| W | 45 |
| XNE | 0 |
| XNW | 46 |
| XS | 47 |
| XSW | 56 |
| XW | 45 |

Annual Comparison - Average Days on Market

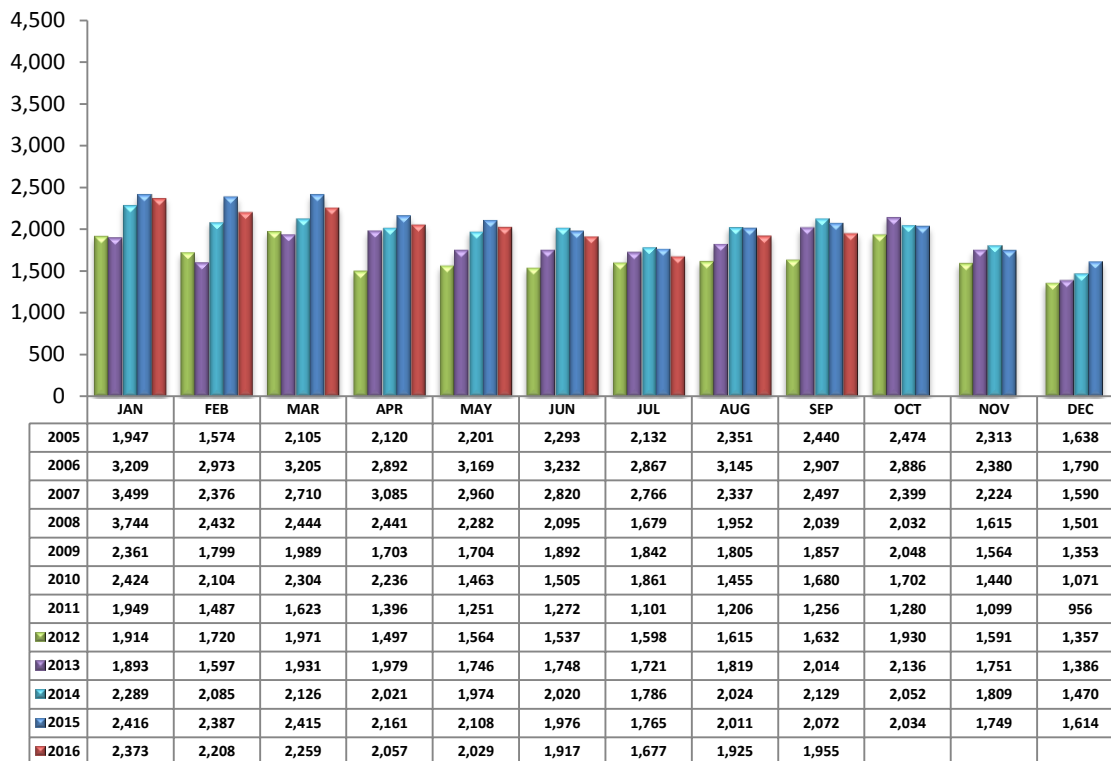


Average Days on Market/Listing Breakdown



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New Listings – September 2016



| Area | # of Listings |
|------|---------------|
| C | 281 |
| E | 143 |
| N | 193 |
| NE | 87 |
| NW | 521 |
| S | 115 |
| SE | 148 |
| SW | 108 |
| W | 106 |
| XNE | 4 |
| XNW | 15 |
| XS | 157 |
| XSW | 65 |
| XW | 12 |

*Includes properties that were re-listed

**Beginning September 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. |
|-----------|---------|-----------|---------------|
| 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 |
| Sept 2016 | 133 | 311 | 60 |

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.