

For Immediate Release:
August 9, 2016

Tucson Residential Housing Market Monthly Statistics July 2016

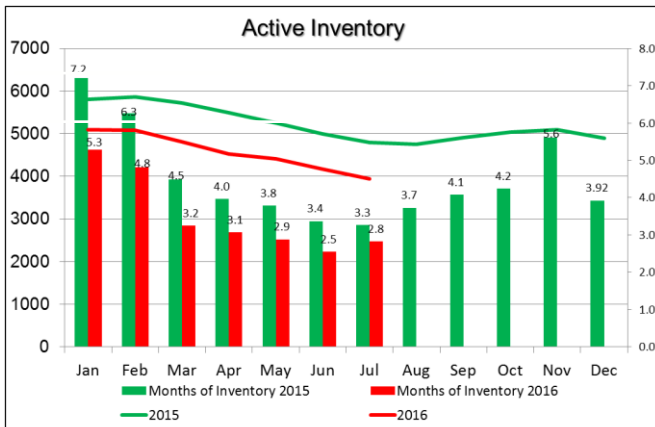
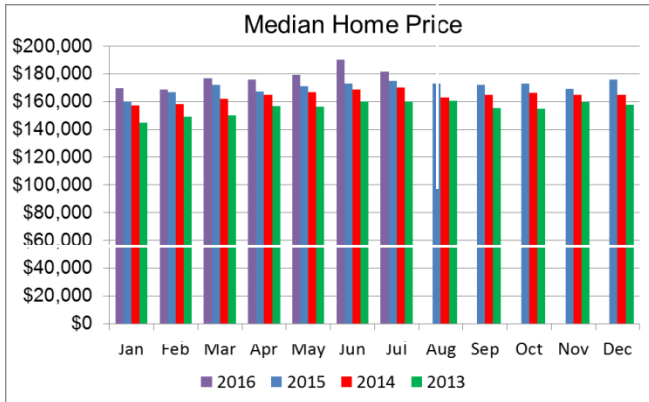
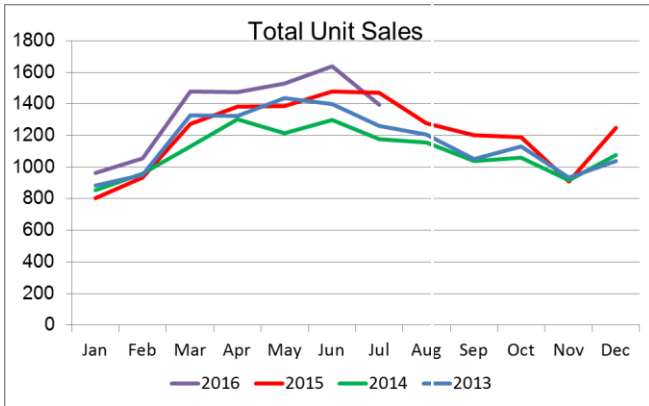
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Below are some highlights from the July Residential Sales Statistics:

- Total Sales Volume decreased 20.56%, going from \$384,524,826 in June to \$305,485,314 in July.
- The Average Sales Price of \$218,985 is a decrease of 6.72% from June's number of \$234,752 but an increase of 4% over July 2015.
- Average List Price of \$224,771 decreased 6.57% from June's number of \$240,584 but an increase of 3.69% over July 2015.
- Total Under Contract decreased by 7.50% since June.
- Total Unit Sales of 1,395 decreased 14.84% since June's number of 1,638.
- The Median Sales Price fell to \$181,500 this month from \$190,000 last month, a 4.47% decrease.
- New Listings decreased to 1,677 from 1,917 in June and are down 4.99% from July 2015.
- Total Active Listings of 3,936 is a decrease of 5.72% since June's number of 4,175.
- Average Days on Market of 50 is a significant decrease from 57 in June.
- Conventional loan sales of 39.3% exceeded Cash Sales of 21.6%.



Cathy Erchull
 2016 MLSSAZ President

Eric Gibbs
 2016 TAR President



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July 2016 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
July	\$305,485,314	\$309,538,575	-1.31%
June	\$384,524,826	\$324,888,299	18.36%
Month % Change	-20.56%	-4.72%	

Average Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
July	\$218,985	\$210,570	4.00%
June	\$234,752	\$219,370	7.01%
Month % Change	-6.72%	-4.01%	

Average List Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
July	\$224,771	\$216,779	3.69%
June	\$240,584	\$226,206	6.36%
Month % Change	-6.57%	-4.17%	

Total Under Contract

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
July	2,231	1,979	12.73%
June	2,412	2,114	14.10%
Month % Change	-7.50%	-6.39%	

Total Unit Sales

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
July	1,395	1,470	-5.10%
June	1,638	1,481	10.60%
Month % Change	-14.84%	-0.74%	

Median Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
July	\$181,500	\$175,000	3.71%
June	\$190,000	\$173,000	9.83%
Month % Change	-4.47%	1.16%	

New Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
July	1,677	1,765	-4.99%
June	1,917	1,976	-2.99%
Month % Change	-12.52%	-10.68%	

Active Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
July	3,936	4,798	-17.97%
June	4,175	4,992	-16.37%
Month % Change	-5.72%	-3.89%	

July 2016 - 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	0	0	0.00%	85713	120	46	38.33%	85740	0	0	0.00%
85145	13	4	30.77%	85648	0	0	0.00%	85714	13	8	61.54%	85741	60	40	66.67%
85245	0	0	0.00%	85653	56	24	42.86%	85715	71	39	54.93%	85742	138	48	34.78%
85601	1	0	0.00%	85654	0	0	0.00%	85716	117	49	41.88%	85743	128	60	46.88%
85602	4	0	0.00%	85658	177	30	16.95%	85717	0	0	0.00%	85745	123	47	38.21%
85611	0	0	0.00%	85701	22	4	18.18%	85718	284	49	17.25%	85746	74	40	54.05%
85614	153	47	30.72%	85704	118	49	41.53%	85719	116	39	33.62%	85747	79	52	65.82%
85616	0	0	0.00%	85705	75	30	40.00%	85730	67	46	68.66%	85748	92	35	38.04%
85619	28	0	0.00%	85706	48	24	50.00%	85734	0	0	0.00%	85749	129	25	19.38%
85622	44	8	18.18%	85709	0	0	0.00%	85735	47	10	21.28%	85750	230	63	27.39%
85623	15	1	6.67%	85710	105	72	68.57%	85736	42	4	9.52%	85755	190	58	30.53%
85629	179	60	33.52%	85711	105	41	39.05%	85737	150	56	37.33%	85756	51	29	56.86%
85641	149	58	38.93%	85712	84	43	51.19%	85739	158	31	19.62%	85757	80	26	32.50%

NOTE:

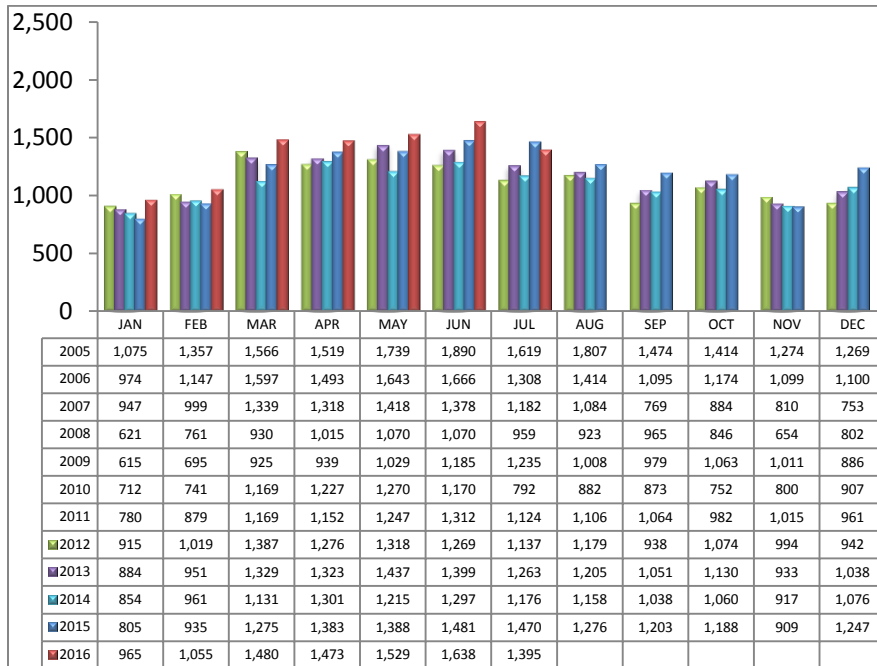
85637- 1 active listing

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	18	7	1	0	26	7	C	494	1-30 Days	770
\$30,000 to \$39,999	24	3	1	4	32	8	E	197	31-60 Days	246
\$40,000 to \$49,999	47	11	0	3	61	15	N	554	61-90 Days	138
\$50,000 to \$59,999	56	17	4	4	81	22	NE	209	91-120 Days	81
\$60,000 to \$69,999	55	20	6	8	89	22	NW	1074	121-180 Days	88
\$70,000 to \$79,999	56	25	2	7	90	31	S	119	Over 180 Days	72
\$80,000 to \$89,999	80	25	5	16	126	30	SE	238	Avg. Days on Market	
\$90,000 to \$99,999	78	54	7	13	152	27	SW	249	50	
\$100,000 to \$119,999	156	124	22	24	326	80	W	196	Avg. Sold Price	
\$120,000 to \$139,999	228	174	30	44	476	146	XNE	28	\$218,985	
\$140,000 to \$159,999	239	210	27	31	507	142	XNW	38	Median Sale Price	
\$160,000 to \$179,999	313	180	21	40	554	155	XS	295	\$181,500	
\$180,000 to \$199,999	254	134	11	28	427	131	XSW	203	New Listings	
\$200,000 to \$249,999	481	235	19	70	805	195	XW	42	1,677	
\$250,000 to \$299,999	418	151	6	42	617	127	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	513	157	6	46	722	132	C	204	\$37,783,686	
\$400,000 to \$499,999	267	43	1	9	320	67	E	108	\$18,706,798	
\$500,000 to \$749,999	349	48	1	17	415	41	N	125	\$48,777,833	
\$750,000 to \$999,999	165	15	1	7	188	11	NE	67	\$20,242,390	
\$1,000,000 and over	139	9	0	5	153	6	NW	356	\$88,123,393	
							S	71	\$9,257,114	
							SE	131	\$25,663,153	
							SW	84	\$12,326,584	
							W	79	\$16,019,163	
							XNE	0	\$0	
							XNW	18	\$2,210,590	
							XS	101	\$19,938,485	
							XSW	42	\$5,339,425	
							XW	9	\$1,096,700	
Totals	3,936	1,642	171	418	6,167	1,395				
									Total Volume	\$305,485,314
	Jul-16	Jul-15	% Change	YTD 2016	YTD 2015	% Change				
Home Sales Volume	\$305,485,314	\$309,538,575	-1.31%	\$2,085,197,306	\$1,845,044,397	13.02%				
Home Sales Units	1,395	1,470	-5.10%	9,535	8,737	9.13%				
Average Sales Price (All Residential)	\$218,985	\$210,570	4.00%	\$222,056	\$213,202	4.15%				
Median Sales Price	\$181,500	\$175,000	3.71%	\$182,452	\$173,114	5.39%				
Average Days on Market:	50	61	-18.03%	54	62	-12.90%				
Average List Price for Sold:	\$224,771	\$216,779	3.69%	\$227,659	\$219,661	3.64%				
SP/LP %	97.43%	97.14%		97.54%	97.06%					
Total Under Contract	2,231	1,979	12.73%							
Active Listings	3,936	4,798	-17.97%							
New Listings	1,677	1,765	-4.99%							

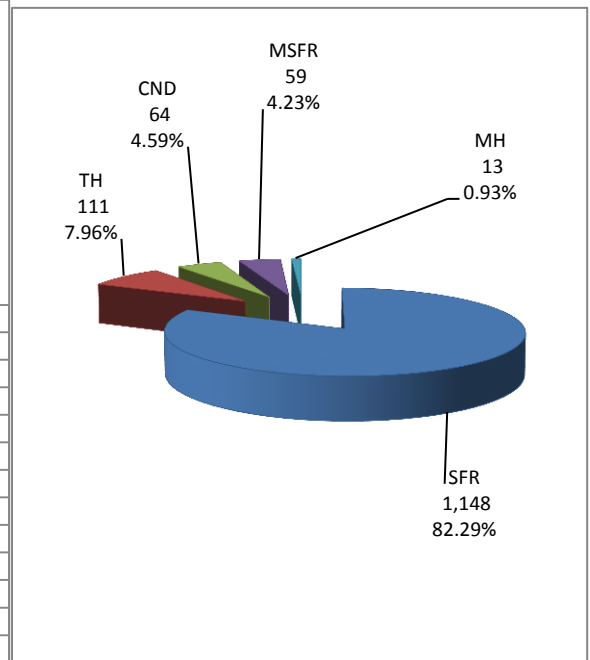
Types of Financing	Totals
FHA	323
VA	189
Other	27
Cash	301
Conventional	549
Cash/Loan	0
Carryback	6

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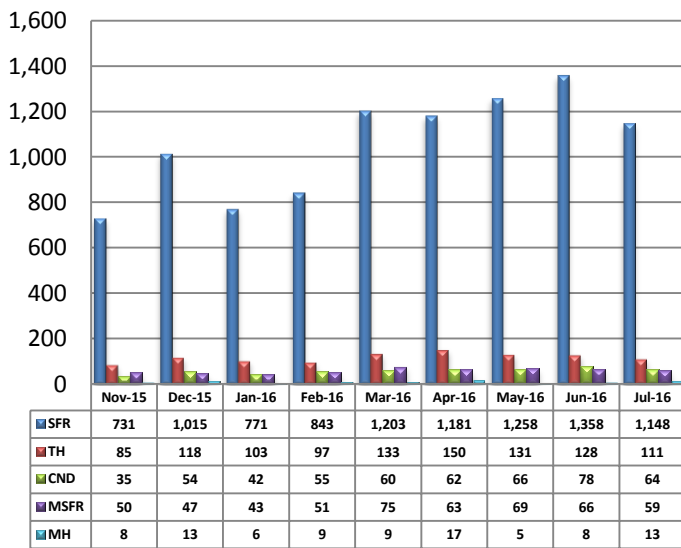
Total Unit Sales - July 2016



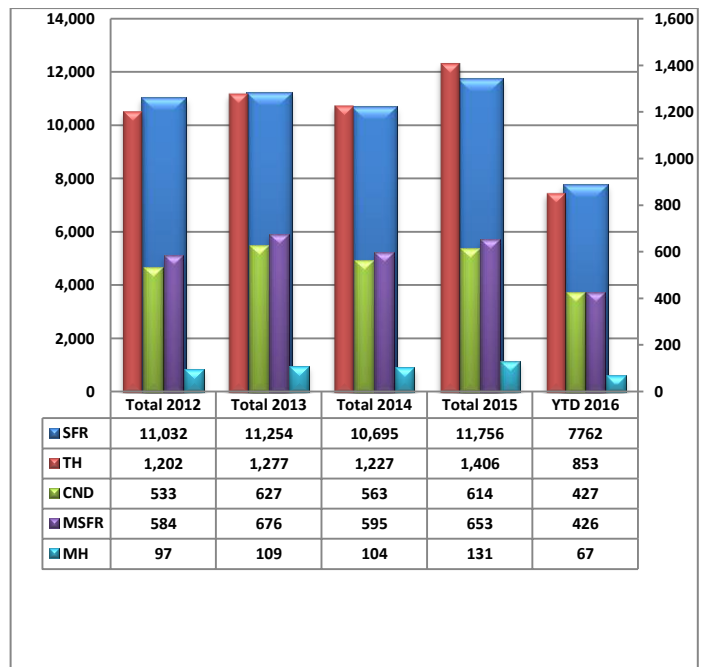
Unit Sales - Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

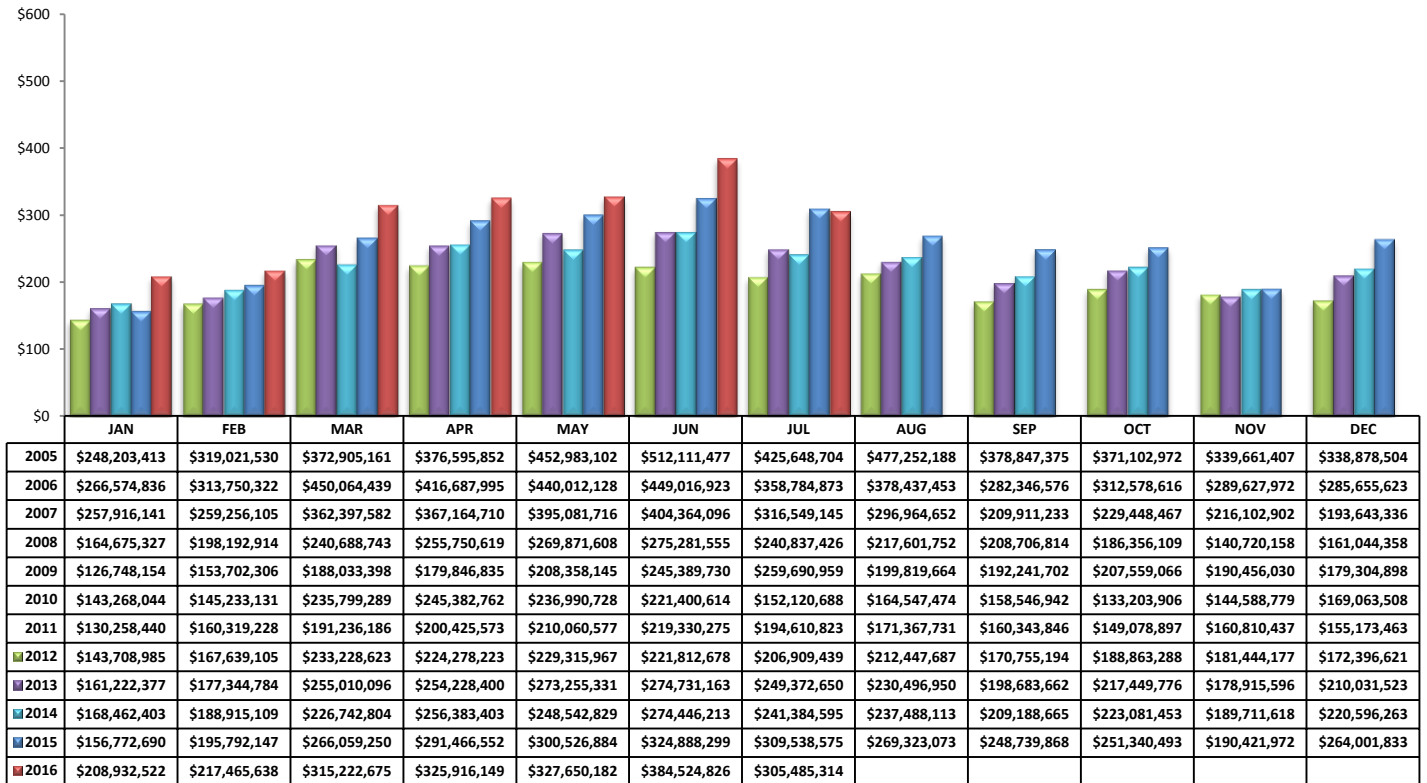


YTD Annual Comparison - Breakdown by Type



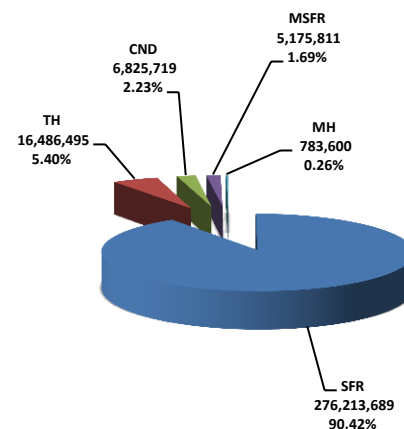
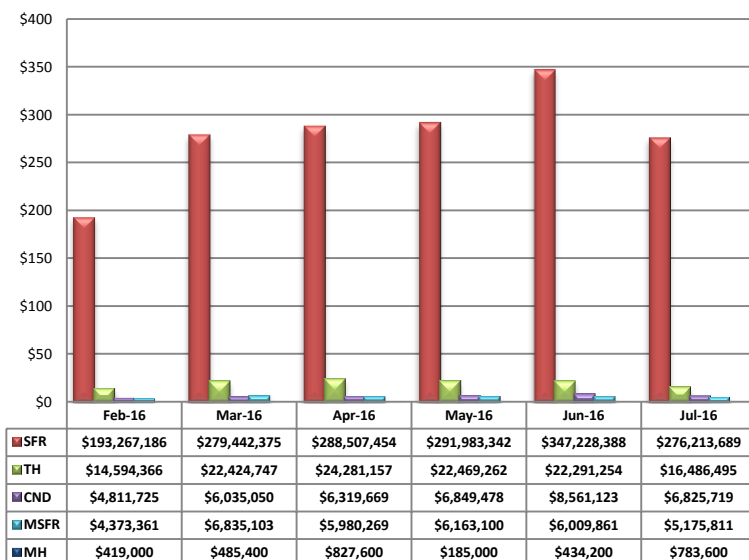
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Total Sales Volume - July 2016



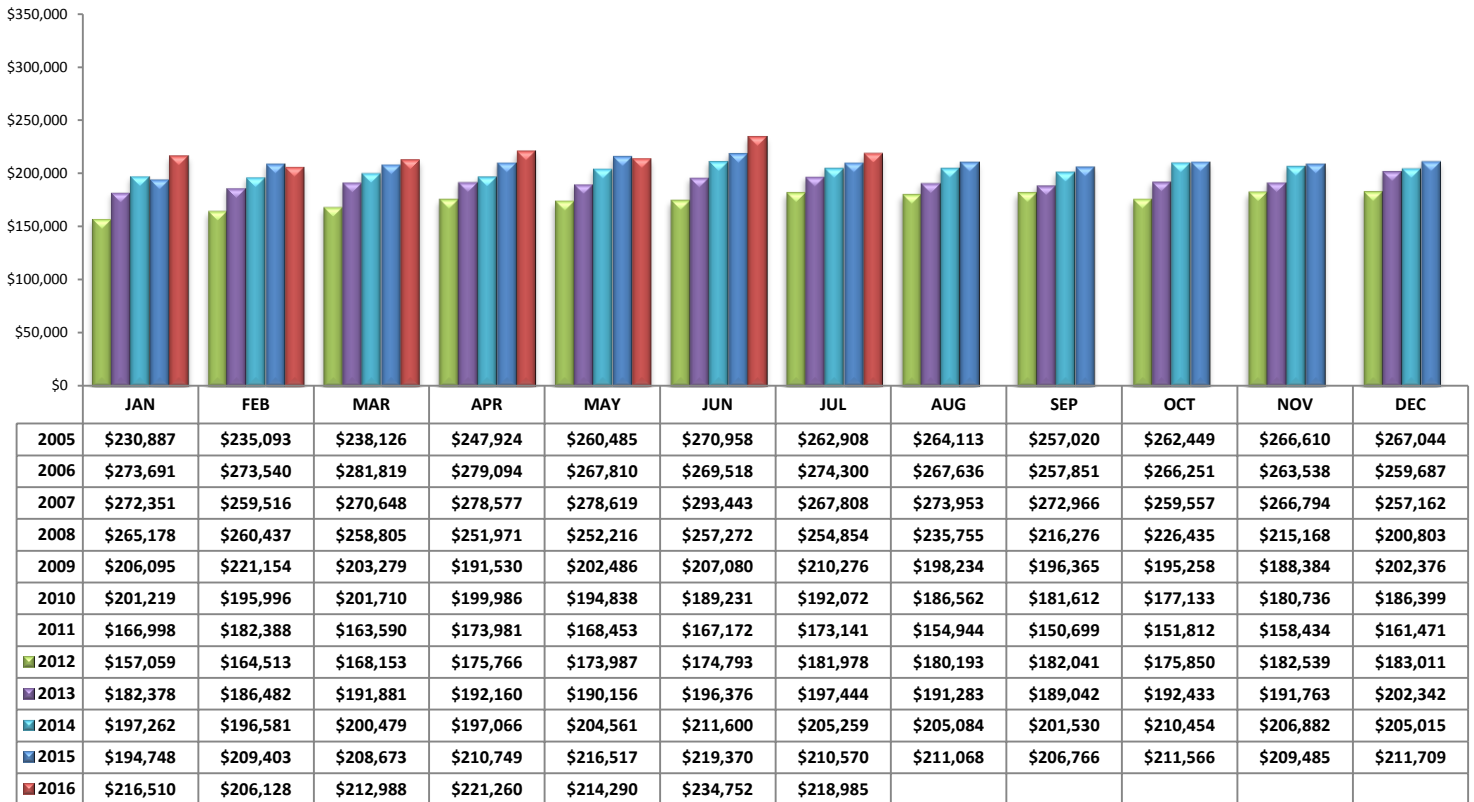
Total Sales Volume By Type - Monthly Comparison

Monthly Volume by Type

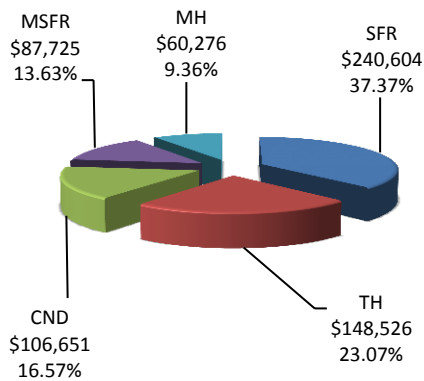


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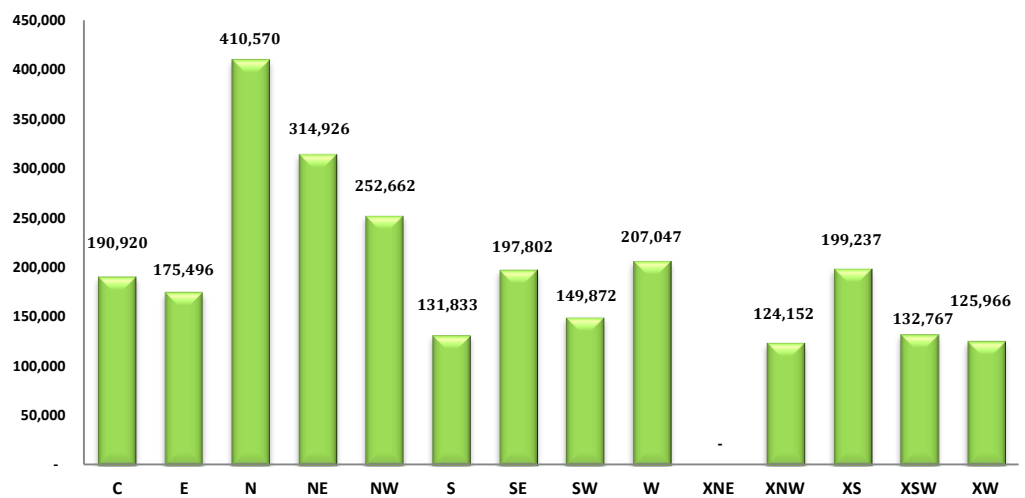
Average Sales Price – July 2016



Average Sales Price by Type – July 2016

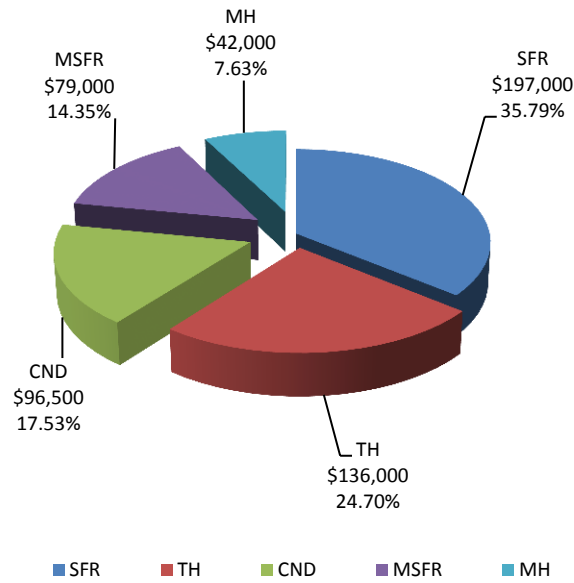


Average "Listing" Price per Area – July 2016

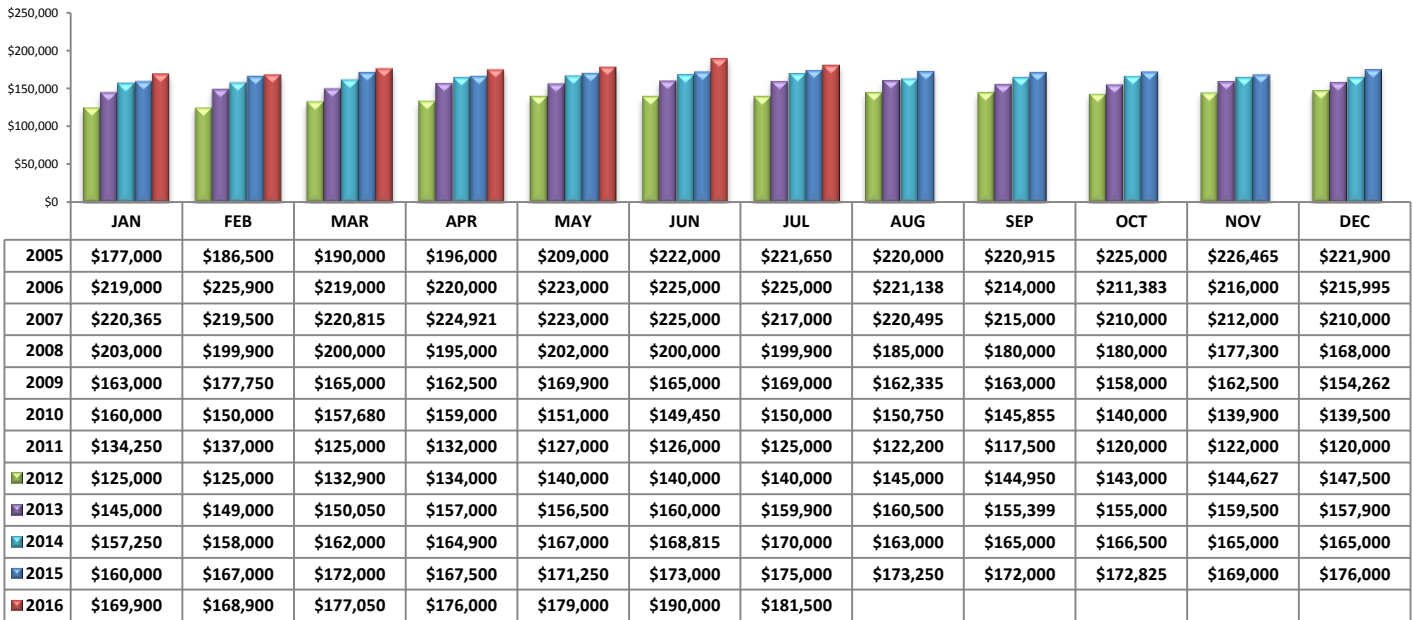


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Median Sale Price - by Type

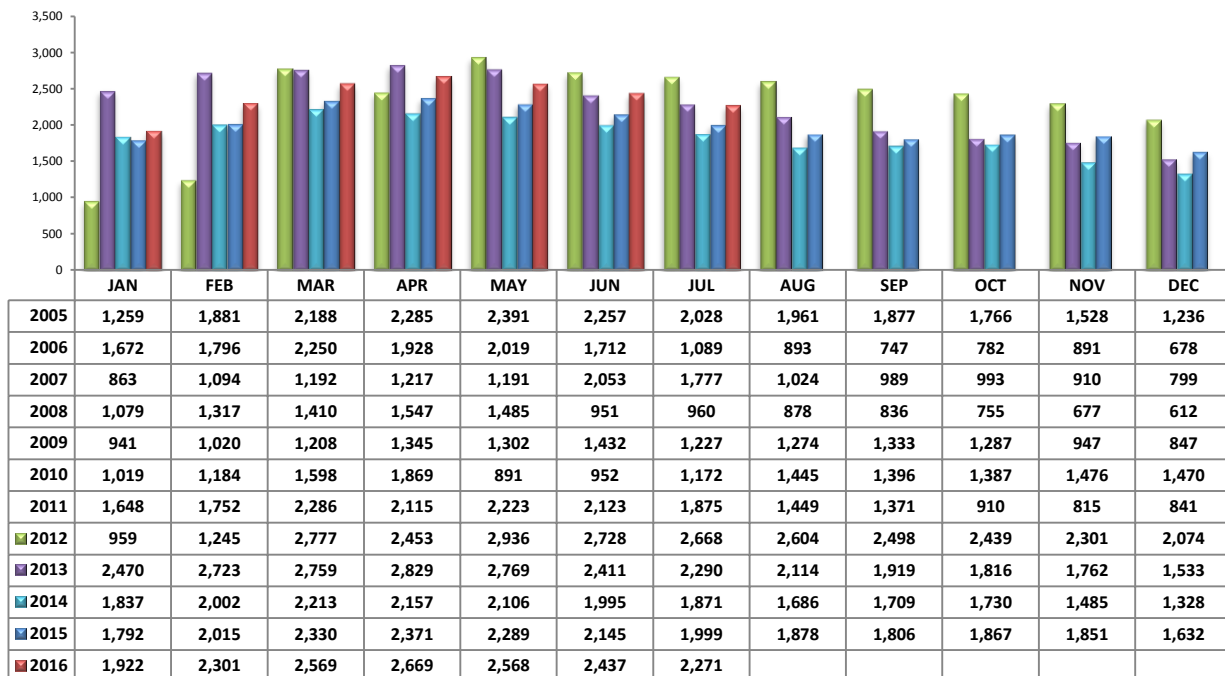


Median Sale Price - July 2016

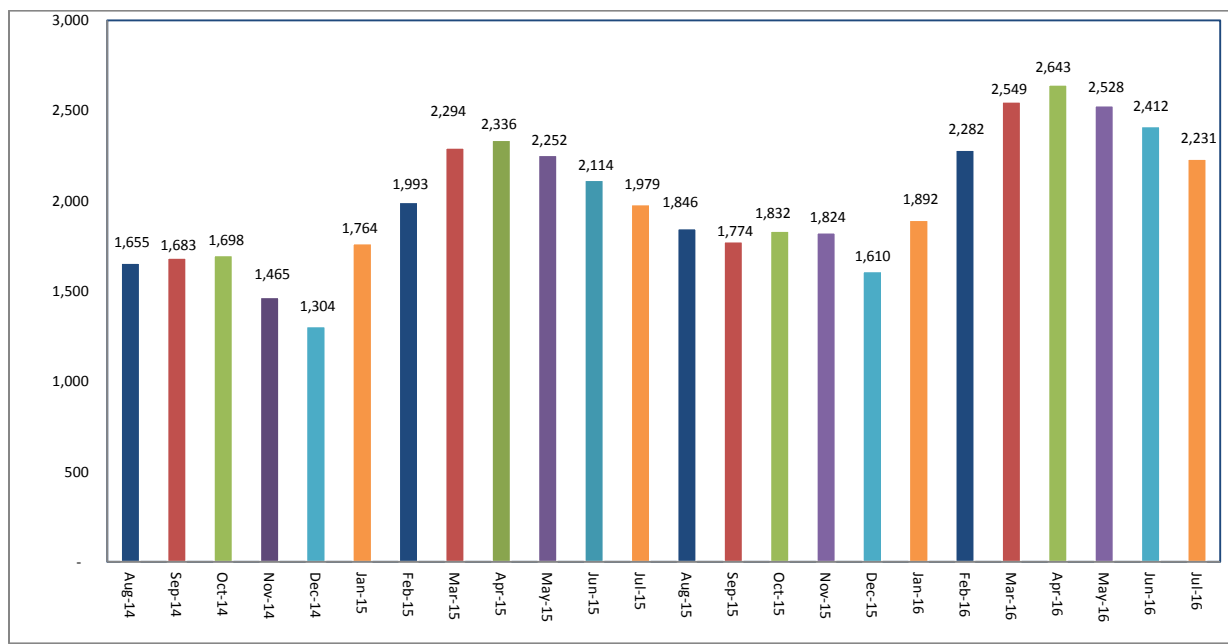


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Newly Under Contract During The Month

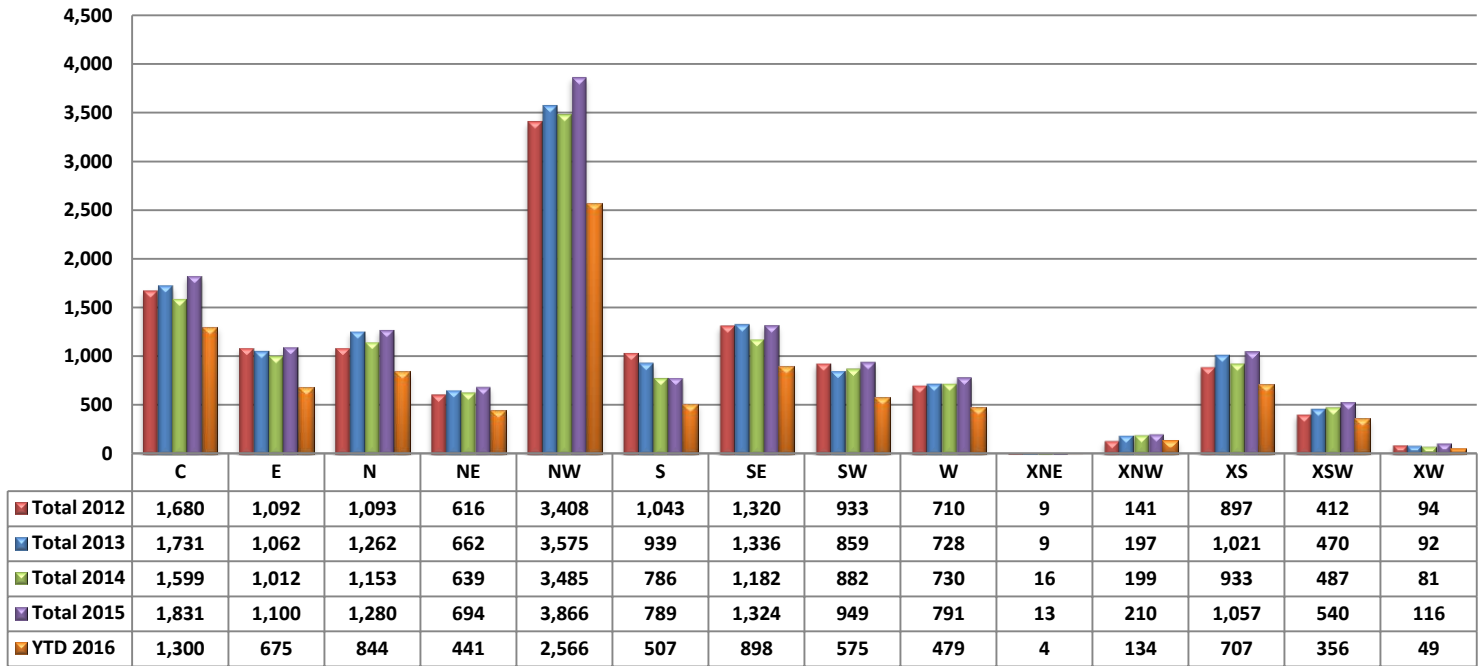


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

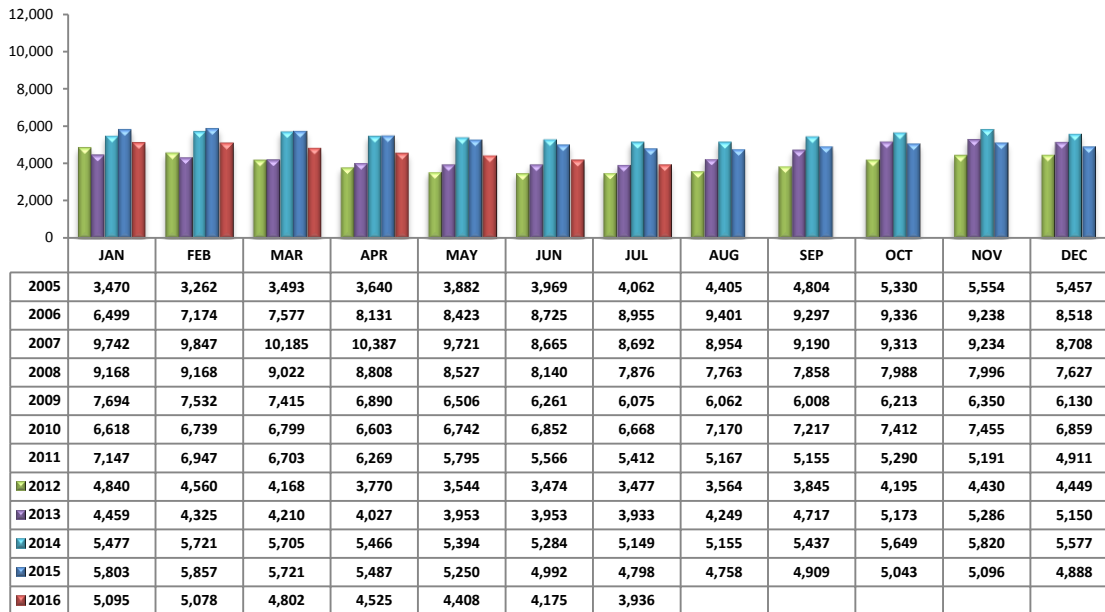
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$126,539	\$197,298	\$250,751	\$313,800	\$185,214
E	\$97,600	\$167,059	\$198,548	\$232,500	\$173,211
N	\$186,761	\$387,646	\$492,983	\$601,938	\$390,222
NE	\$104,461	\$285,046	\$357,906	\$575,812	\$302,125
NW	\$215,615	\$216,026	\$303,487	\$345,455	\$247,537
S	\$73,477	\$122,681	\$170,868	\$146,333	\$130,381
SE	\$124,176	\$177,396	\$227,431	\$280,243	\$195,901
SW	\$63,441	\$145,547	\$179,078	\$202,272	\$146,745
W	\$104,055	\$188,429	\$290,341	\$377,500	\$202,774
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$15,300	\$125,272	\$141,687	\$0	\$122,810
XS	\$136,807	\$190,228	\$206,691	\$291,490	\$197,410
XSW	\$115,012	\$147,714	\$255,000	\$0	\$127,129
XW	\$104,266	\$113,475	\$165,000	\$0	\$121,855

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	68	98	33	5	204
E	10	57	39	2	108
N	37	33	37	18	125
NE	13	30	16	8	67
NW	71	166	99	20	356
S	6	46	16	3	71
SE	13	61	52	5	131
SW	12	41	29	2	84
W	14	44	19	2	79
XNE	0	0	0	0	0
XNW	1	13	4	0	18
XS	20	39	29	13	101
XSW	33	7	2	0	42
XW	3	4	2	0	9

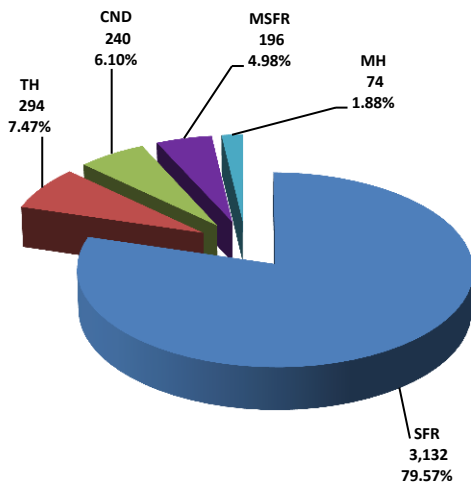
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Active Listings

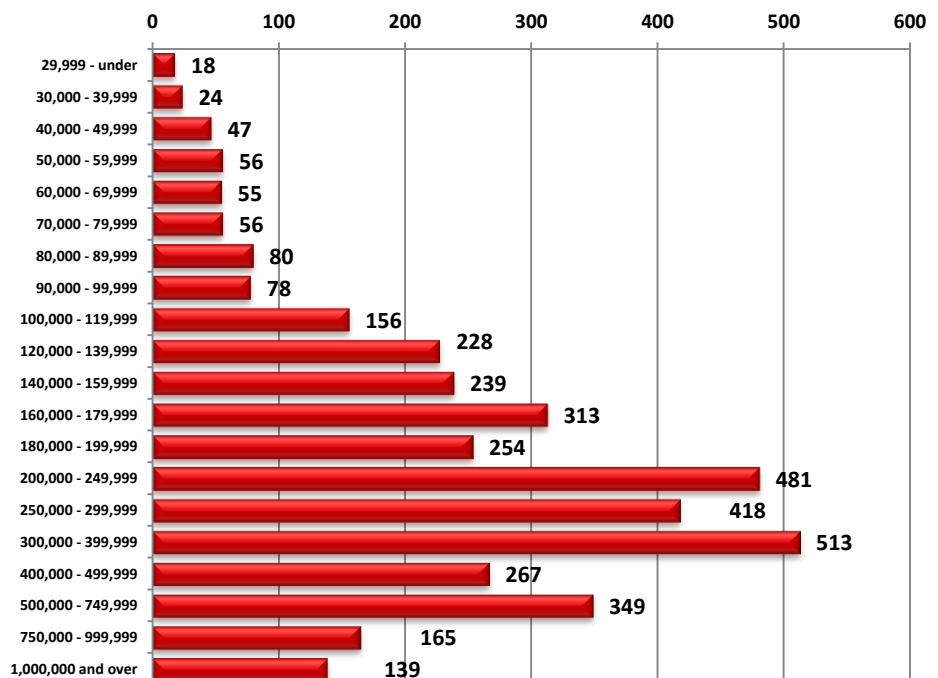


Area	# of Listings
C	494
E	197
N	554
NE	209
NW	1074
S	119
SE	238
SW	249
W	196
XNE	28
XNW	38
XS	295
XSW	203
XW	42

Active Listings Unit Breakdown

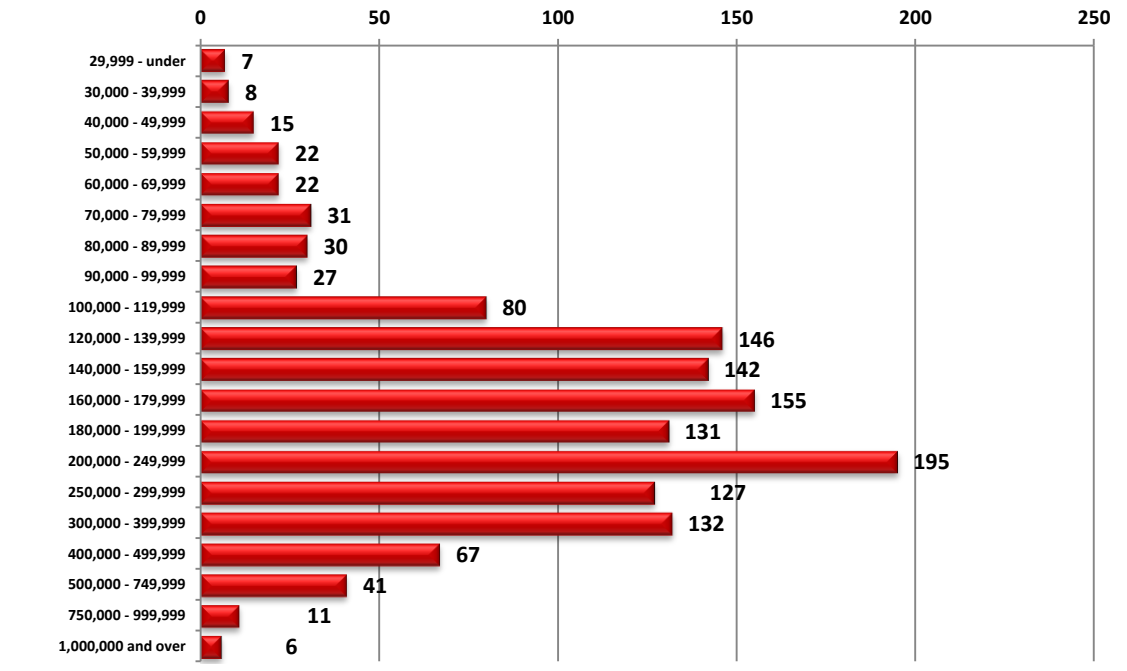


Active Listings Price Breakdown



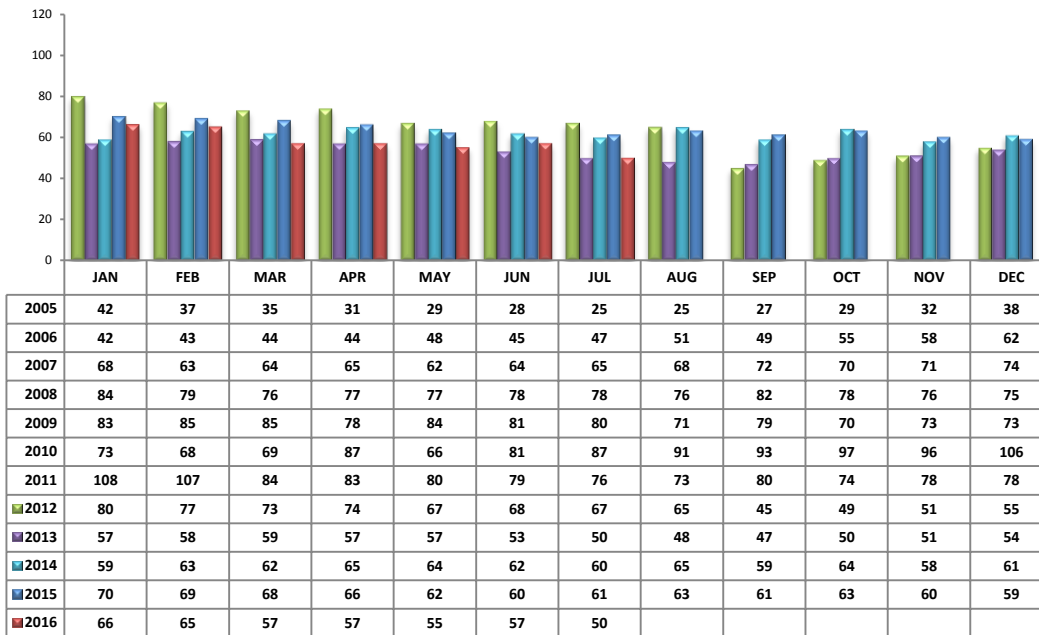
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Sold Price Breakdown



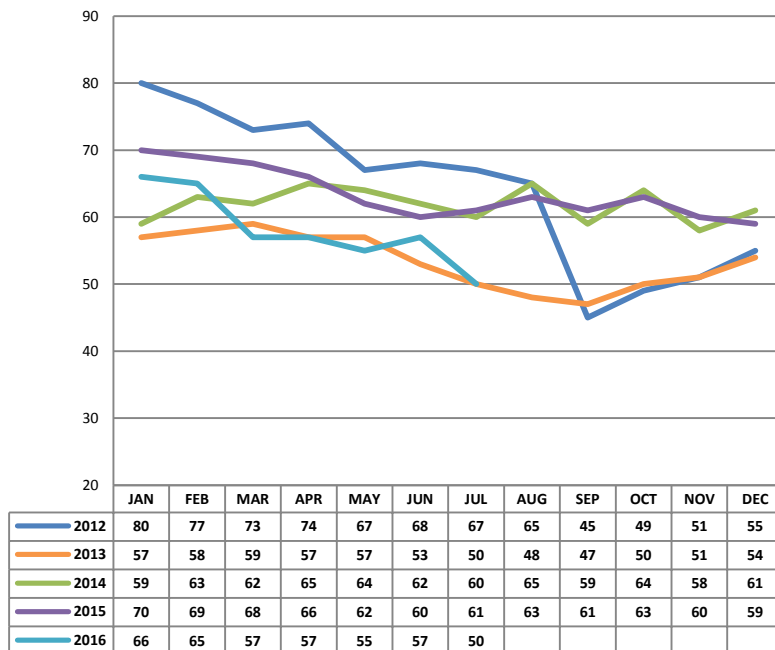
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Average Days on Market/Listing - July 2016

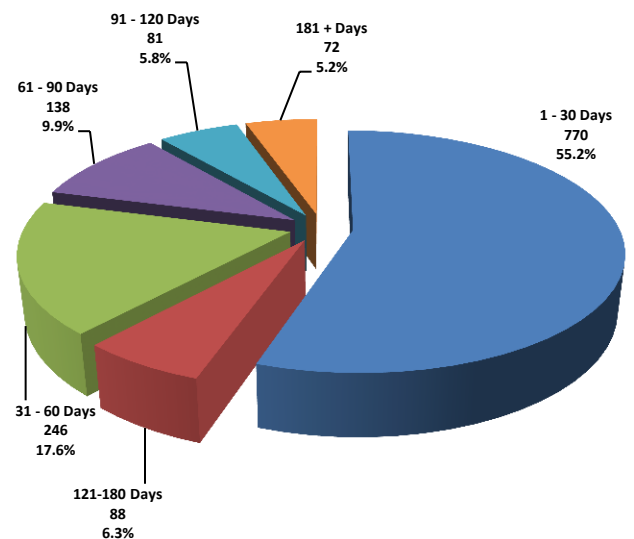


Area	Avg. DOM
C	41
E	45
N	77
NE	56
NW	45
S	21
SE	43
SW	73
W	45
XNE	0
XNW	73
XS	55
XSW	76
XW	48

Annual Comparison - Average Days on Market

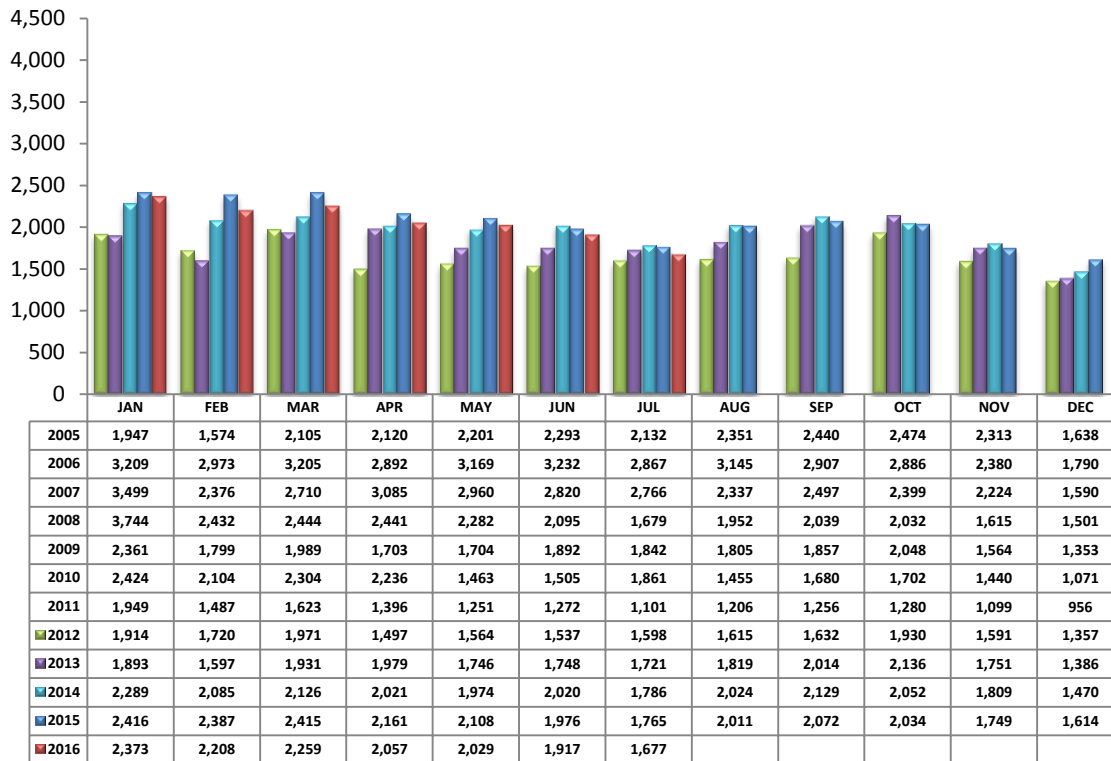


Average Days on Market/Listing Breakdown



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New Listings – July 2016



Area	# of Listings
C	243
E	133
N	157
NE	65
NW	442
S	84
SE	152
SW	105
W	81
XNE	4
XNW	18
XS	132
XSW	46
XW	15

*Includes properties that were re-listed

**Beginning July 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.
Oct 2015	200	326	41
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

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.