

**For Immediate
Release:
May 5, 2016**

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

Below are some highlights from the April Residential Sales Statistics:

- Total Sales Volume increased to 325,916,149 this month, a 3.39% increase from March's number of \$315,222,675, and has risen by 11.82% since April 2015.
- The Average Sales Price this month was \$221,260 from \$212,988 in March, a 3.88% increase.
- Average List Price of \$227,974 is up 4.06% from March's number of \$219,086.
- Total Under Contract increased by 3.69%.
- Total Unit Sales declined slightly this month by .47% going from 1,480 in March to 1,473 in April but increasing 6.51% over April 2015.
- The Median Sales Price decreased slightly to \$176,000.
- New Listings decreased 8.94% from March.
- Total Active Listings of 4,525 is a decrease of 5.77% since March's number of 4,802.
- Average Days on Market remained at 57 in April.
- Conventional loan sales of 39.1% exceeded Cash Sales of 26.8%.



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®.

Cathy Erchull
2016 MLSSAZ President



The MLS of Southern Arizona is a wholly owned subsidiary of the Tucson Association of REALTORS®, dedicated to providing a reliable real estate database for members and the public. The Association represents the interests of 5,400 professionals in the real estate industry, and is affiliated with the National Association of REALTORS®. REALTOR® is a registered collective membership mark which may only be used by professionals who are members and subscribe to its strict code of ethics.

April 2016 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
April	\$325,916,149	\$291,466,552	11.82%
March	\$315,222,675	\$266,059,250	18.48%
Month % Change	3.39%	9.55%	

Average Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
April	\$221,260	\$210,749	4.99%
March	\$212,988	\$208,673	2.07%
Month % Change	3.88%	0.99%	

Average List Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
April	\$227,974	\$217,737	4.70%
March	\$219,086	\$213,907	2.42%
Month % Change	4.06%	1.79%	

Total Under Contract

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
April	2,643	2,336	13.14%
March	2,549	2,294	11.12%
Month % Change	3.69%	1.83%	

Total Unit Sales

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
April	1,473	1,383	6.51%
March	1,480	1,275	16.08%
Month % Change	-0.47%	8.47%	

Median Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
April	\$176,000	\$167,500	5.07%
March	\$177,050	\$172,000	2.94%
Month % Change	-0.59%	-2.62%	

New Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
April	2,057	2,161	-4.81%
March	2,259	2,415	-6.46%
Month % Change	-8.94%	-10.52%	

Active Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
April	4,525	5,487	-17.53%
March	4,802	5,721	-16.06%
Month % Change	-5.77%	-4.09%	

April 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	135	45	33.33%	85740	0	0	0.00%
85145	11	4	36.36%	85648	0	0	0.00%	85714	15	5	33.33%	85741	58	36	62.07%
85245	0	0	0.00%	85653	73	23	31.51%	85715	100	35	35.00%	85742	137	59	43.07%
85601	1	0	0.00%	85654	0	0	0.00%	85716	132	45	34.09%	85743	141	48	34.04%
85602	4	1	25.00%	85658	225	48	21.33%	85717	0	0	0.00%	85745	137	41	29.93%
85611	0	0	0.00%	85701	29	4	13.79%	85718	338	67	19.82%	85746	71	31	43.66%
85614	236	66	27.97%	85704	126	59	46.83%	85719	98	32	32.65%	85747	100	65	65.00%
85616	0	0	0.00%	85705	84	27	32.14%	85730	91	58	63.74%	85748	70	23	32.86%
85619	25	0	0.00%	85706	30	31	103.33%	85734	0	0	0.00%	85749	176	23	13.07%
85622	61	13	21.31%	85709	0	0	0.00%	85735	57	13	22.81%	85750	296	65	21.96%
85623	12	1	8.33%	85710	153	79	51.63%	85736	32	3	9.38%	85755	216	50	23.15%
85629	162	50	30.86%	85711	114	49	42.98%	85737	190	54	28.42%	85756	35	35	100.00%
85641	167	53	31.74%	85712	96	44	45.83%	85739	216	57	26.39%	85757	74	31	41.89%

NOTE:

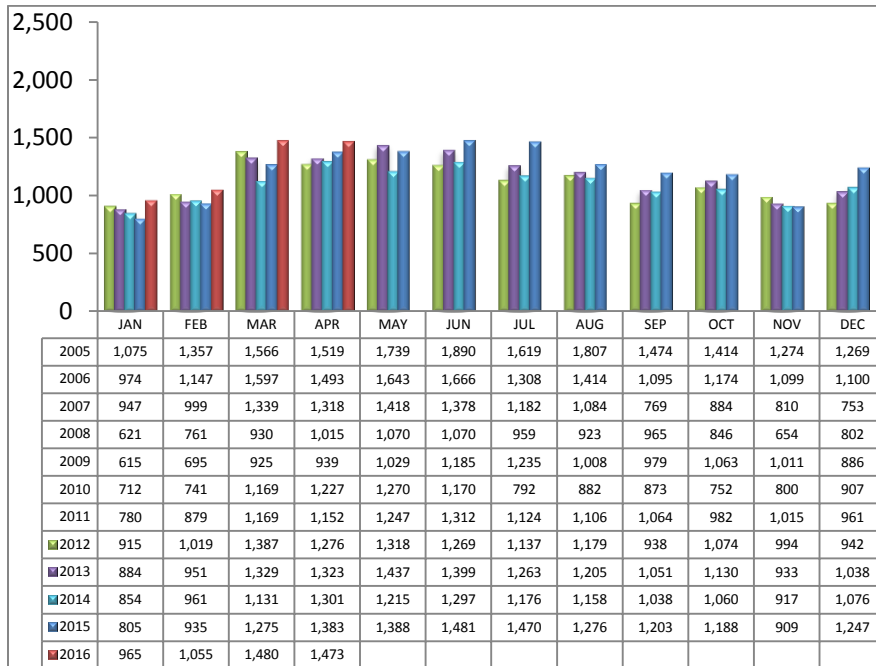
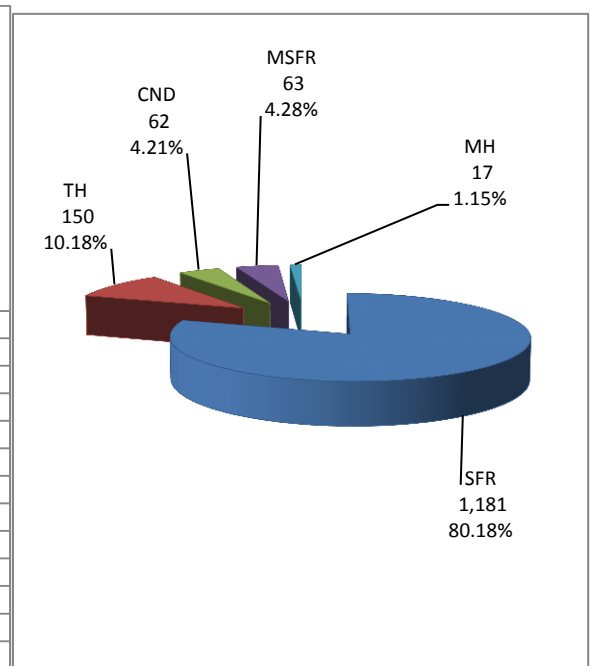
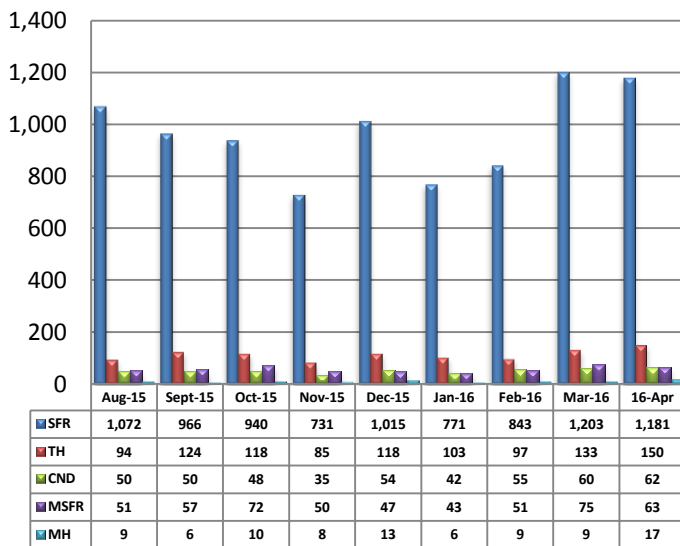
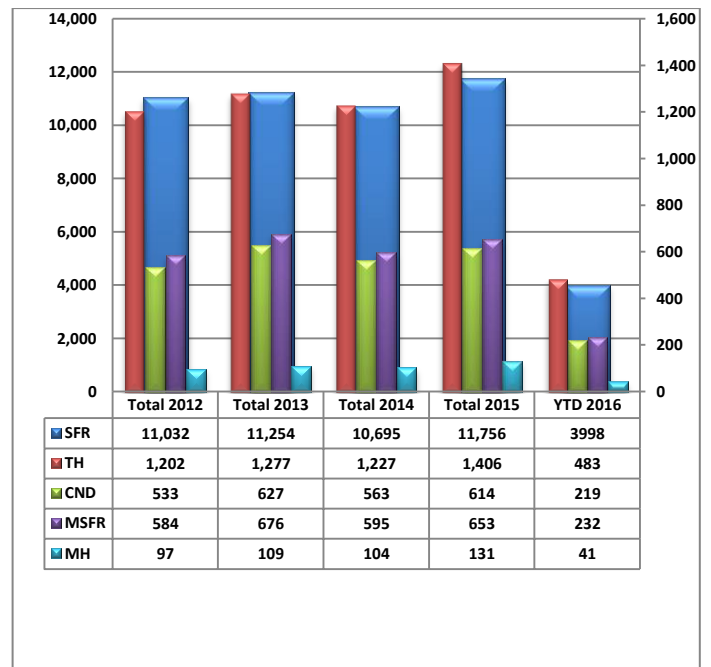
85637- 1 active listing

Residential Listing Statistics							Active Listings		Days on Market		
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold		
Under \$29,999	17	5	0	1	23	11	C	532	1 -30 Days	705	
\$30,000 to \$39,999	23	6	2	4	35	12	E	222	31-60 Days	302	
\$40,000 to \$49,999	38	16	1	5	60	17	N	668	61 - 90 Days	158	
\$50,000 to \$59,999	62	14	7	7	90	24	NE	287	91-120 Days	101	
\$60,000 to \$69,999	62	22	3	5	92	22	NW	1270	121 - 180 Days	124	
\$70,000 to \$79,999	75	31	6	11	123	21	S	105	Over 180 Days	83	
\$80,000 to \$89,999	87	24	8	15	134	33	SE	293	Avg. Days on Market		
\$90,000 to \$99,999	102	59	5	17	183	35	SW	263	57		
\$100,000 to \$119,999	165	145	27	38	375	108	W	207	Avg. Sold Price		
\$120,000 to \$139,999	315	236	28	48	627	152	XNE	25	\$221,260		
\$140,000 to \$159,999	269	239	24	42	574	164	XNW	45	Median Sale Price		
\$160,000 to \$179,999	326	200	17	52	595	162	XS	334	\$176,000		
\$180,000 to \$199,999	290	157	14	50	511	124	XSW	233	New Listings		
\$200,000 to \$249,999	541	247	16	72	876	177	XW	41	2,057		
\$250,000 to \$299,999	464	190	10	58	722	135	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	601	189	9	57	856	142	C	190	\$34,183,496		
\$400,000 to \$499,999	320	66	0	15	401	65	E	102	\$16,137,963		
\$500,000 to \$749,999	394	64	4	17	479	46	N	153	\$61,645,325		
\$750,000 to \$999,999	194	16	0	4	214	12	NE	60	\$17,806,225		
\$1,000,000 and over	180	10	0	8	198	11	NW	396	\$102,557,397		
							S	79	\$9,970,595		
							SE	154	\$27,808,355		
							SW	93	\$11,755,973		
							W	67	\$12,096,431		
							XNE	0	\$0		
							XNW	15	\$1,731,810		
							XS	102	\$21,072,864		
Totals	4,525	1,936	181	526	7,168	1,473	XSW	57	\$8,759,315		
							XW	5	\$390,400		
							Total Volume		\$325,916,149		
Apr-16		Apr-15	% Change	YTD 2016	YTD 2015	% Change					
Home Sales Volume	\$325,916,149	\$291,466,552	11.82%	\$1,067,536,984	\$910,090,639	17.30%					
Home Sales Units	1,473	1,383	6.51%	4,973	4,398	13.07%					
Average Sales Price (All Residential)	\$221,260	\$210,749	4.99%	\$216,707	\$208,078	4.15%					
Median Sales Price	\$176,000	\$167,500	5.07%	\$174,613	\$167,657	4.15%					
Average Days on Market:	57	66	-13.64%	60	68	-11.76%					
Average List Price for Sold:	\$227,974	\$217,737	4.70%	\$223,116	\$214,592	3.97%					
SP/LP %	97.05%	96.79%		97.13%	96.96%						
Total Under Contract	2,643	2,336	13.14%								
Active Listings	4,525	5,487	-17.53%								
New Listings	2,057	2,161	-4.81%								

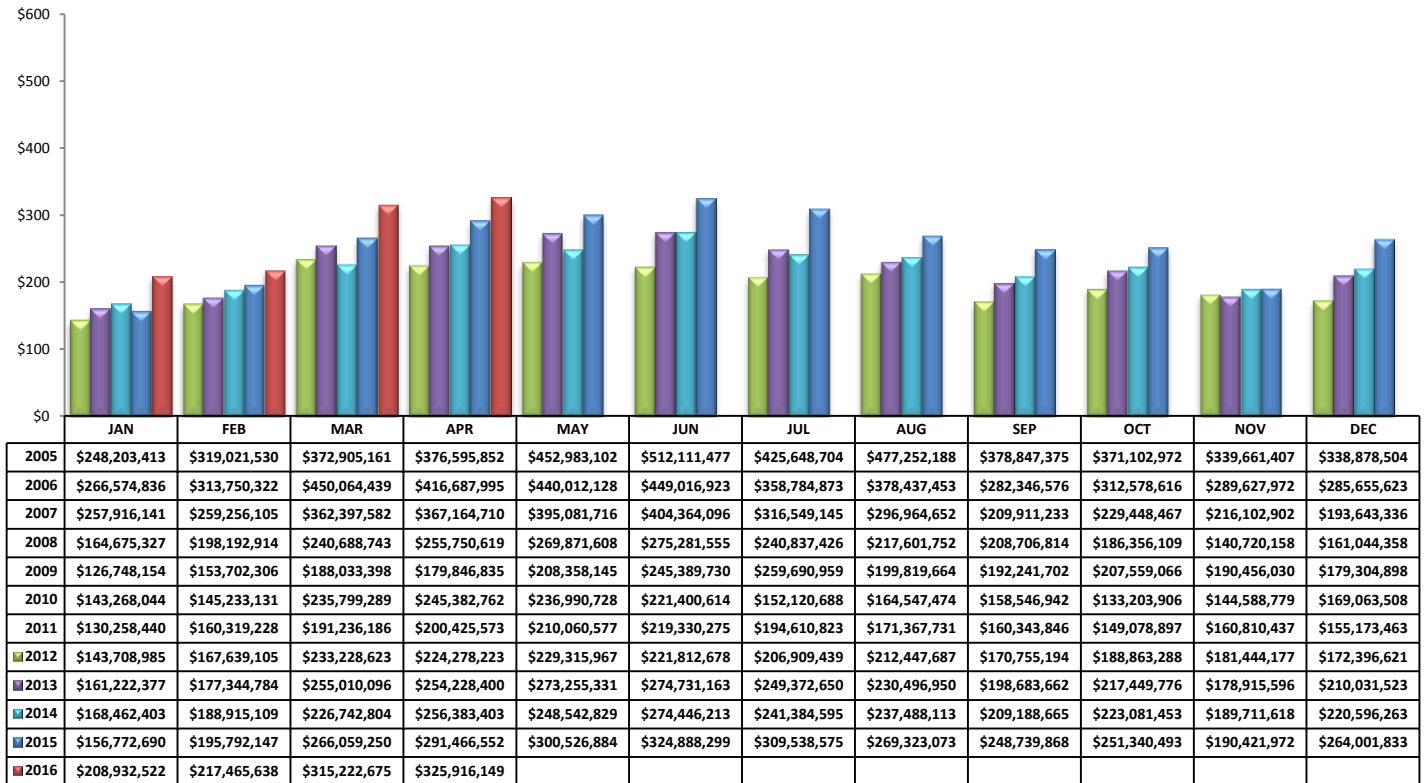
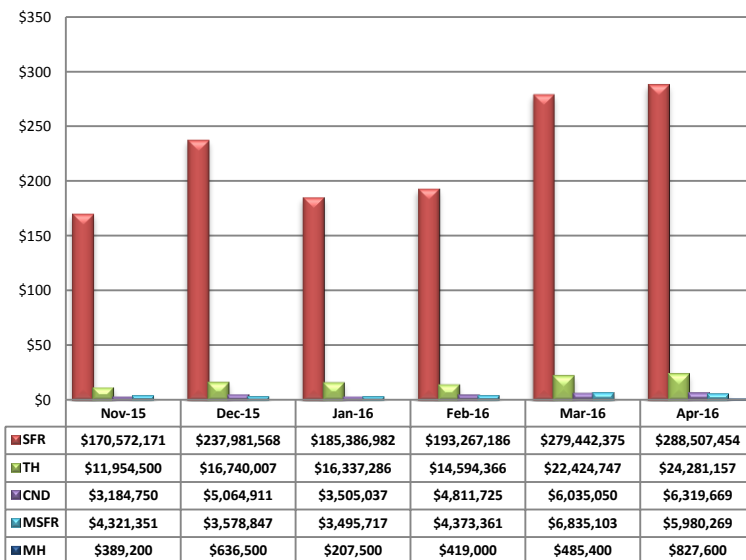
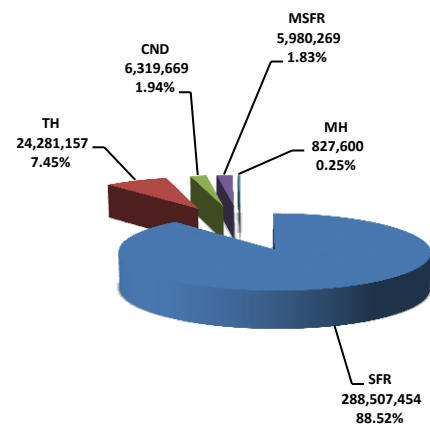
Types of Financing		Totals
FHA		316
VA		143
Other		32
Cash		395
Conventional		576
Cash/Loan		0
Carryback		11

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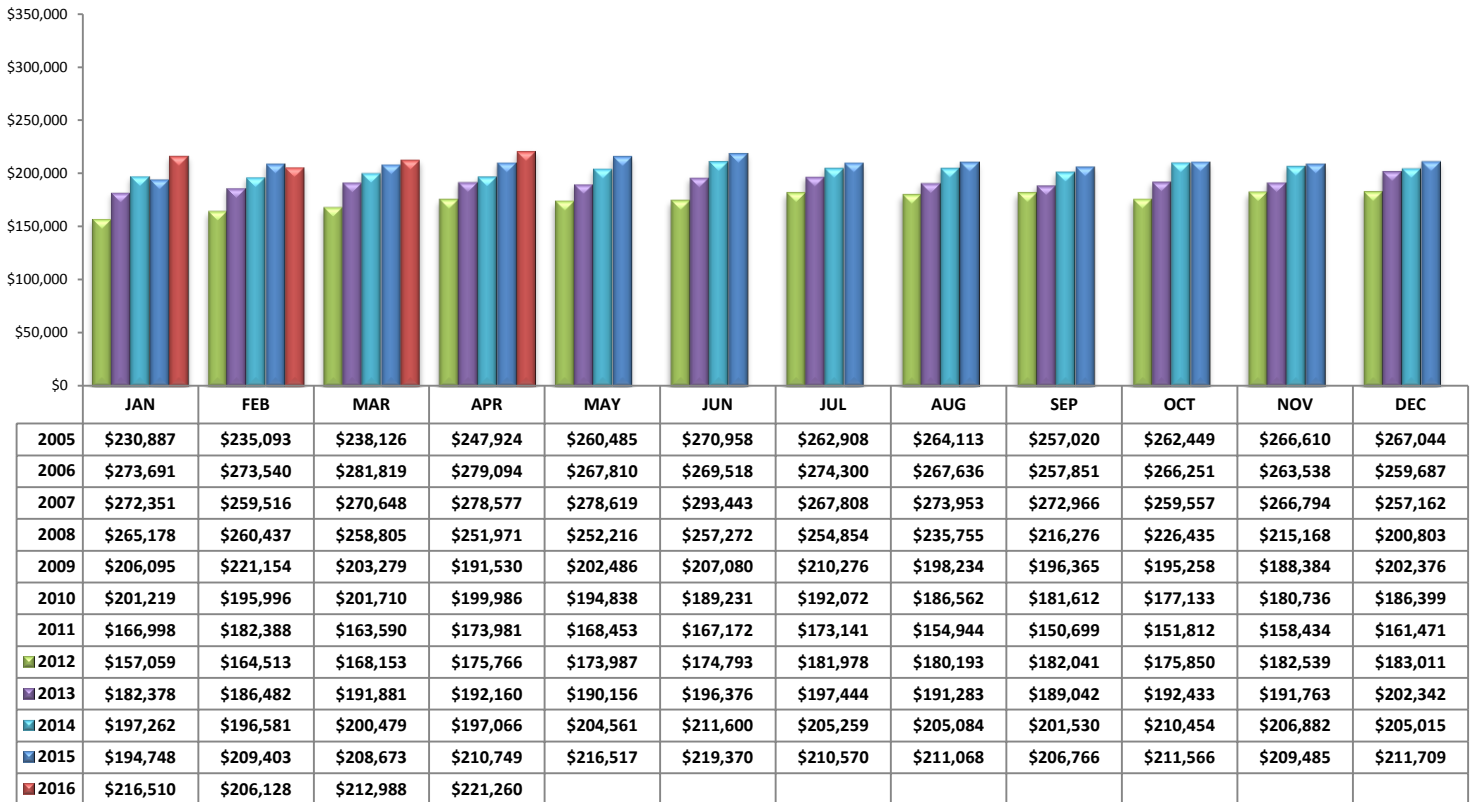
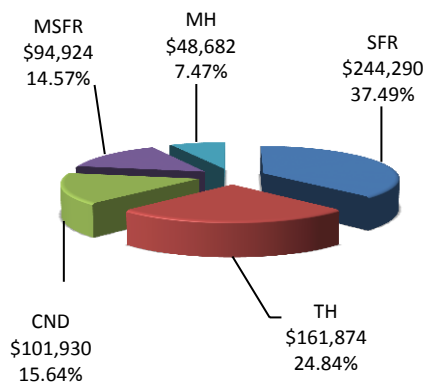
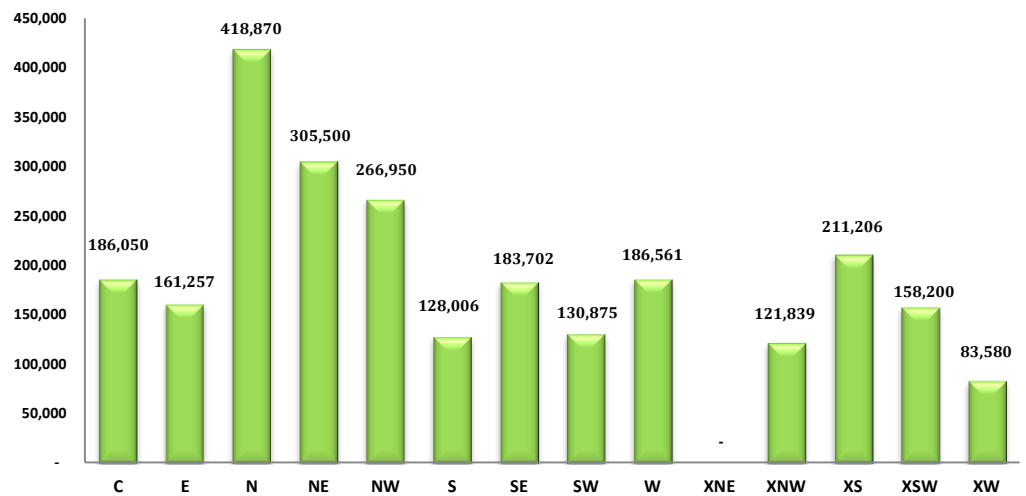
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Total Unit Sales – April 2016**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

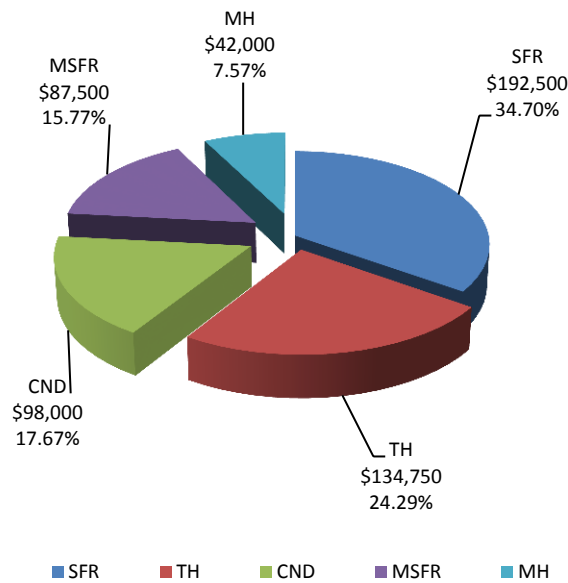
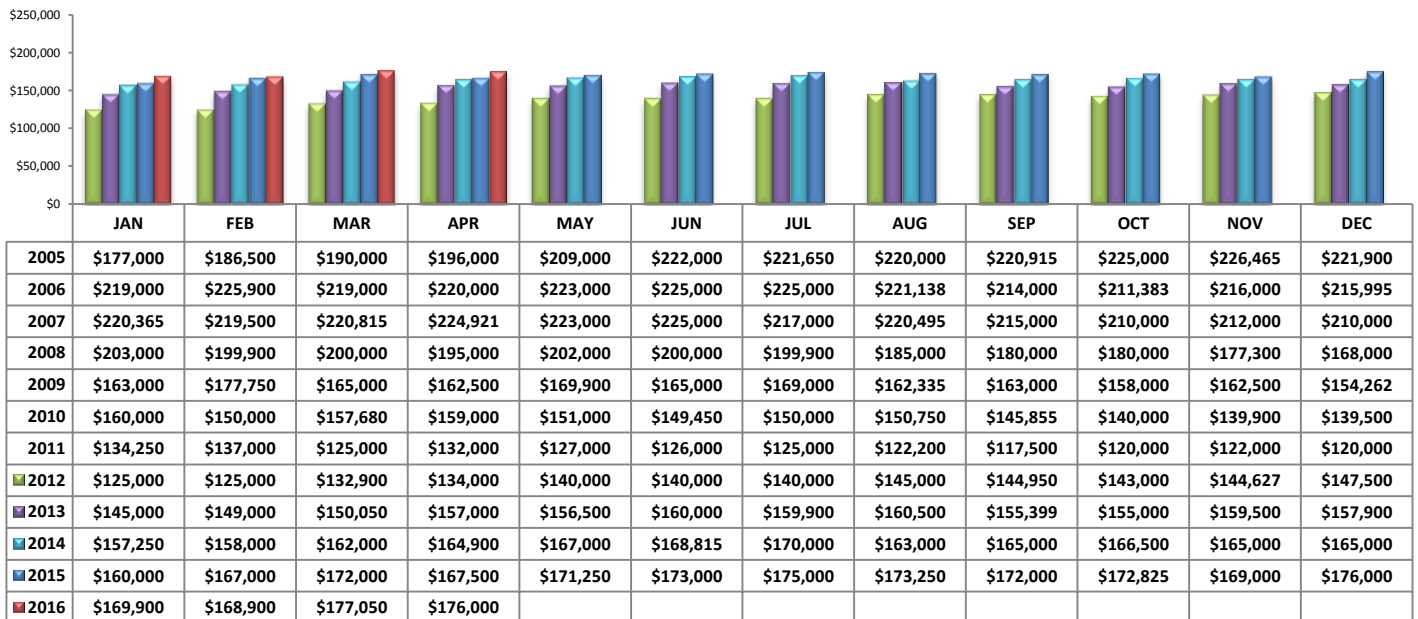
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Total Sales Volume - April 2016**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

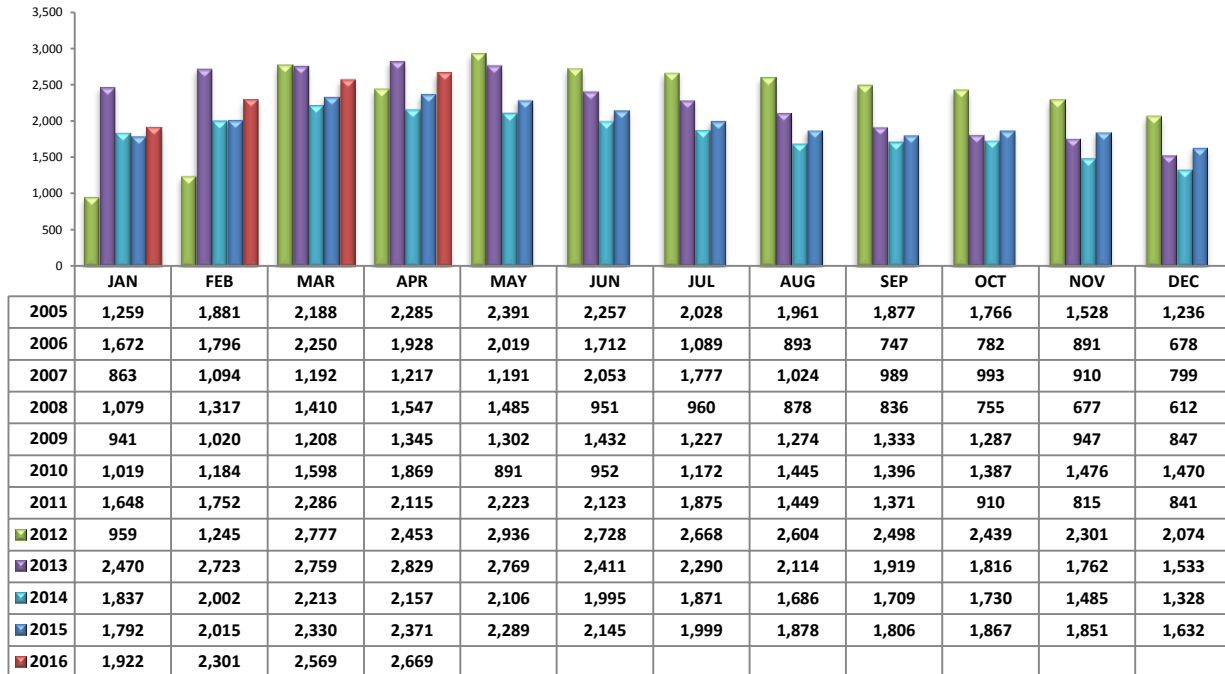
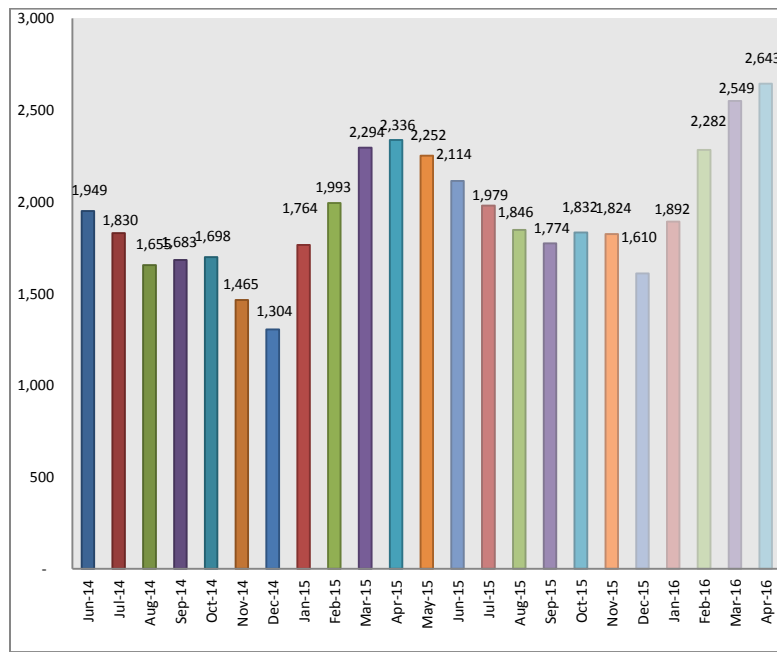
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Average Sales Price – April 2016**Average Sales Price by Type – April 2016****Average "Listing" Price per Area – April 2016**

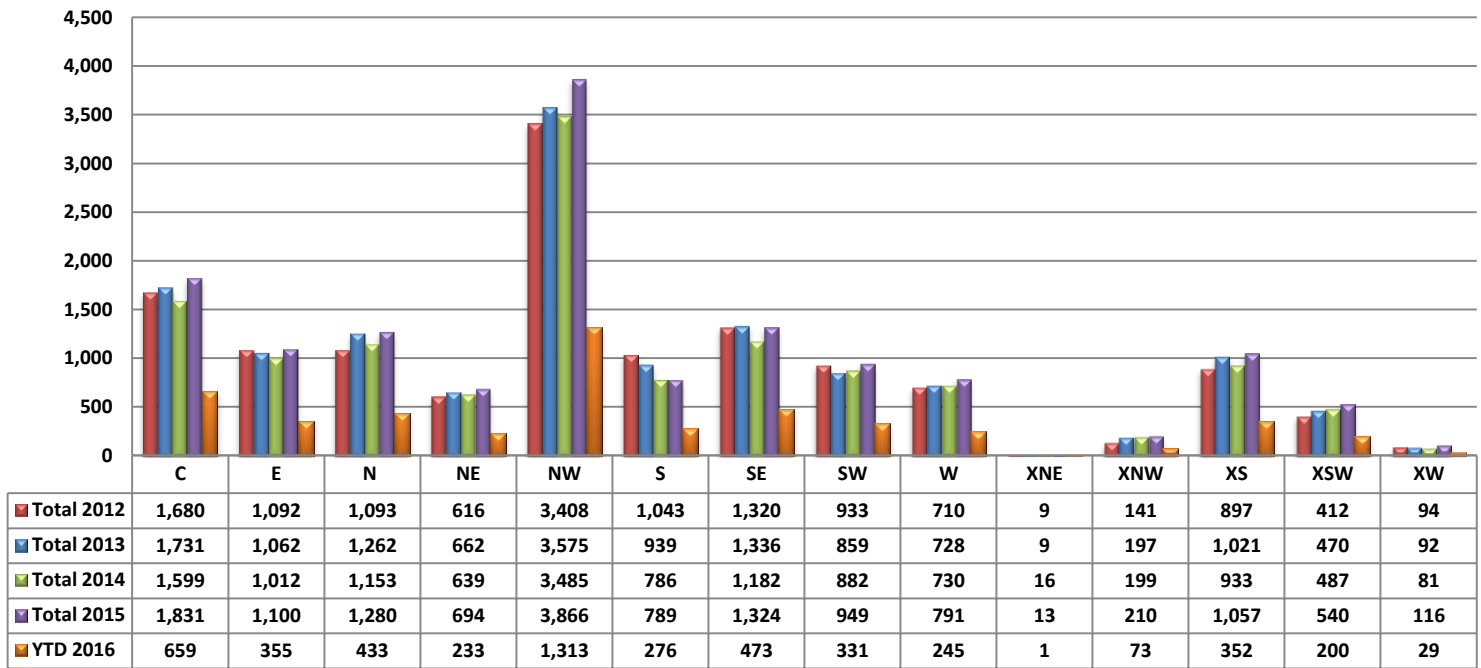
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Median Sale Price – by Type**Median Sale Price – April 2016**

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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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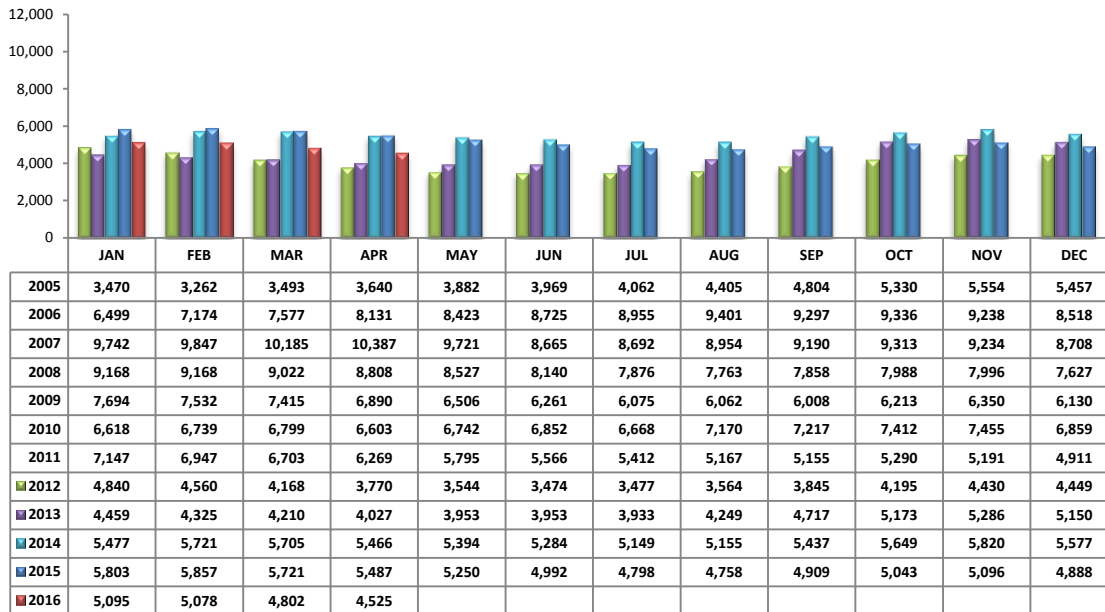
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$125,602	\$180,255	\$265,832	\$256,400	\$179,913
E	\$92,243	\$150,292	\$208,064	\$343,816	\$158,215
N	\$198,238	\$351,815	\$540,162	\$988,748	\$402,910
NE	\$117,266	\$252,353	\$378,351	\$459,555	\$296,770
NW	\$218,778	\$230,962	\$301,468	\$462,445	\$258,983
S	\$73,383	\$124,004	\$147,462	\$155,333	\$126,210
SE	\$140,667	\$164,908	\$201,227	\$276,957	\$180,573
SW	\$73,941	\$140,727	\$139,430	\$201,450	\$126,408
W	\$115,969	\$210,741	\$233,583	\$0	\$180,543
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$0	\$120,978	\$107,166	\$0	\$115,454
XS	\$206,430	\$191,414	\$214,083	\$261,857	\$206,596
XSW	\$132,442	\$204,890	\$270,166	\$0	\$153,672
XW	\$31,500	\$78,300	\$124,000	\$0	\$78,080

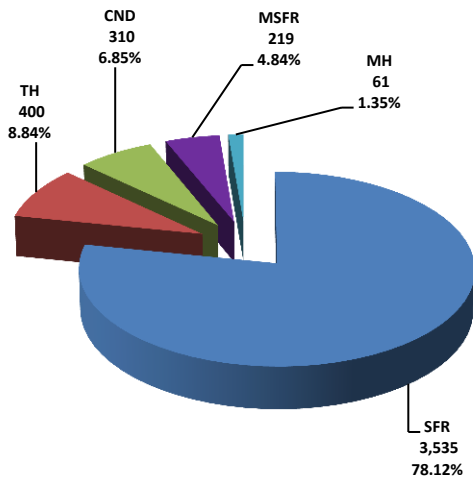
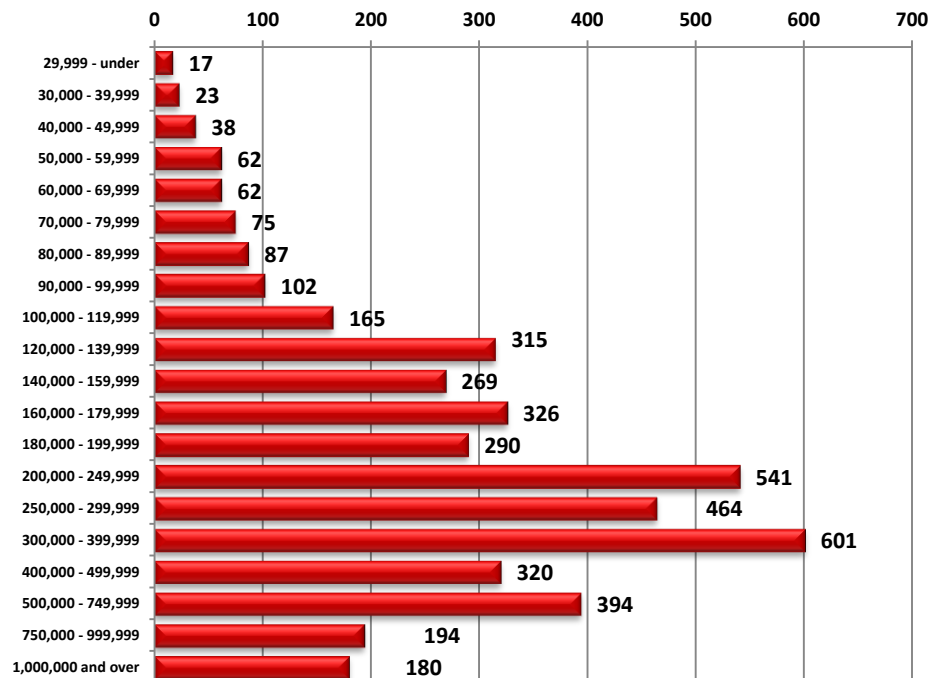
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	52	105	28	5	190
E	23	56	17	6	102
N	45	56	41	11	153
NE	9	26	16	9	60
NW	95	182	95	24	396
S	10	41	25	3	79
SE	11	88	46	9	154
SW	24	39	25	5	93
W	24	32	11	0	67
XNE	0	0	0	0	0
XNW	0	9	6	0	15
XS	25	40	30	7	102
XSW	43	11	3	0	57
XW	1	3	1	0	5

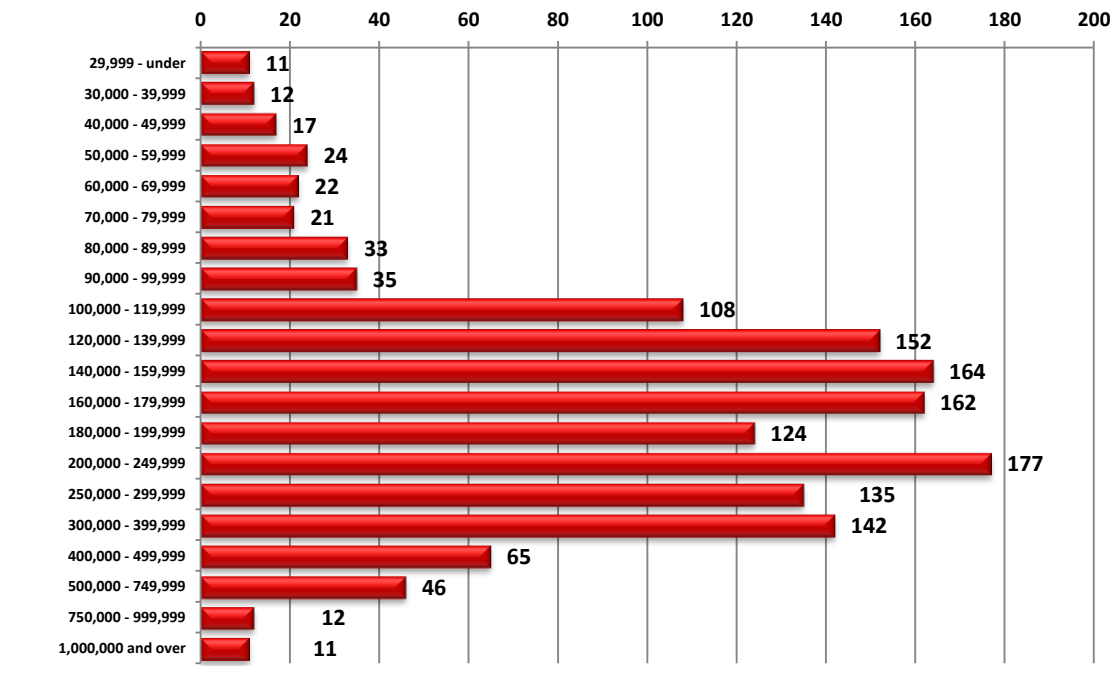
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Active Listings

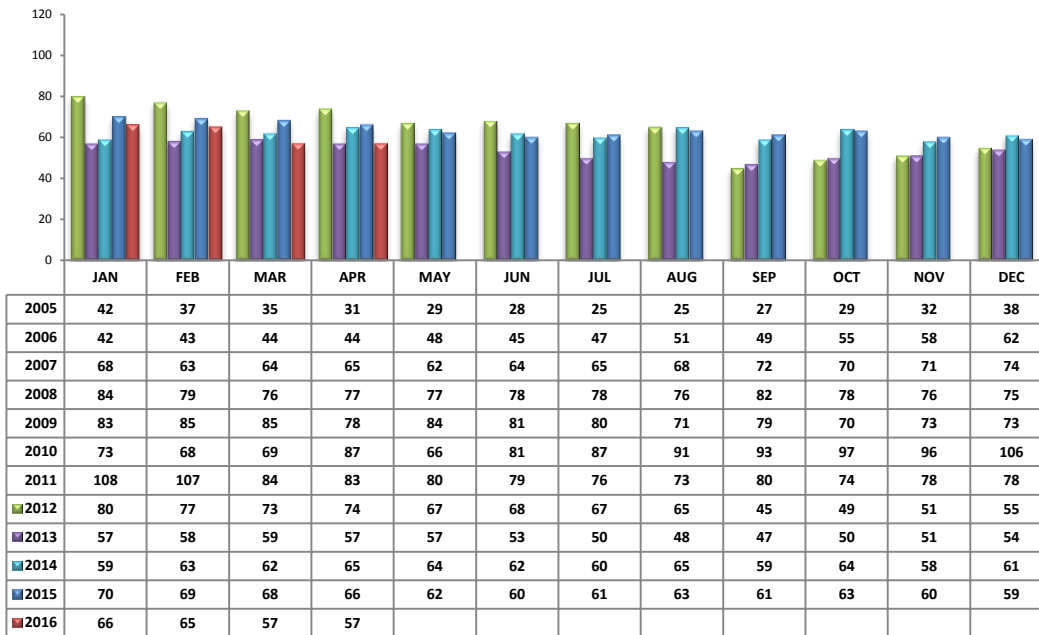
Area	# of Listings
C	532
E	222
N	668
NE	287
NW	1270
S	105
SE	293
SW	263
W	207
XNE	25
XNW	45
XS	334
XSW	233
XW	41

Active Listings Unit Breakdown**Active Listings Price Breakdown**

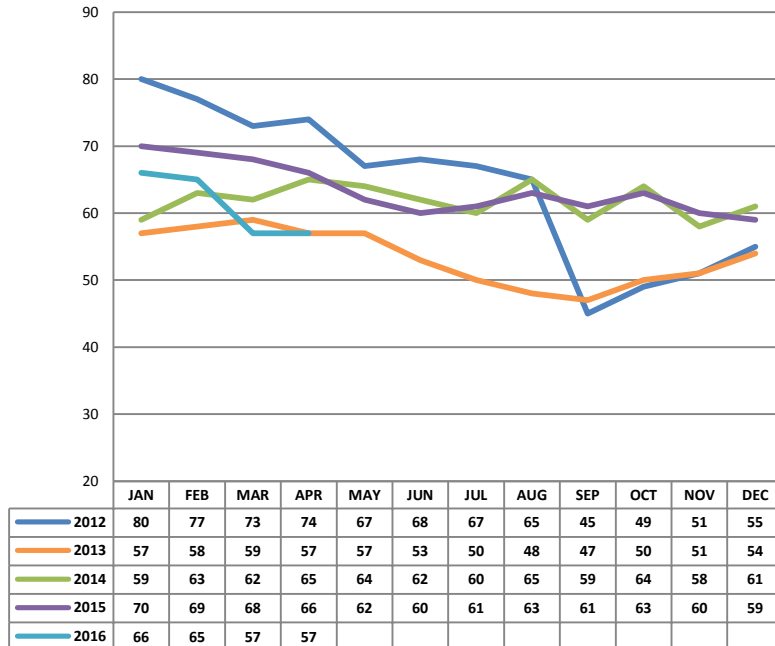
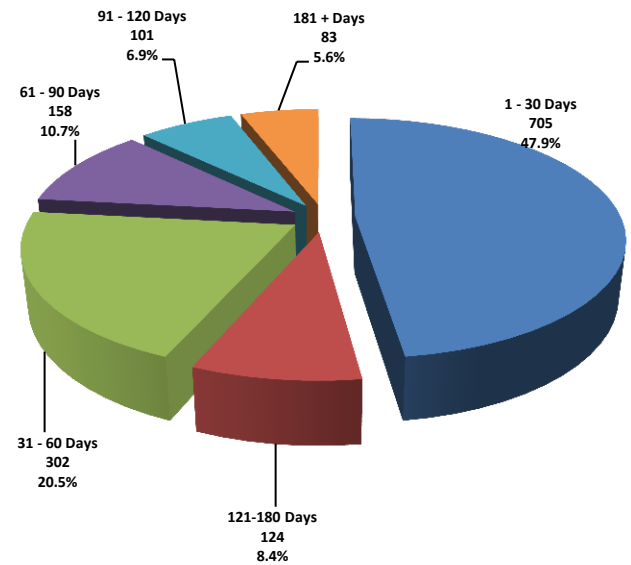
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Sold Price Breakdown

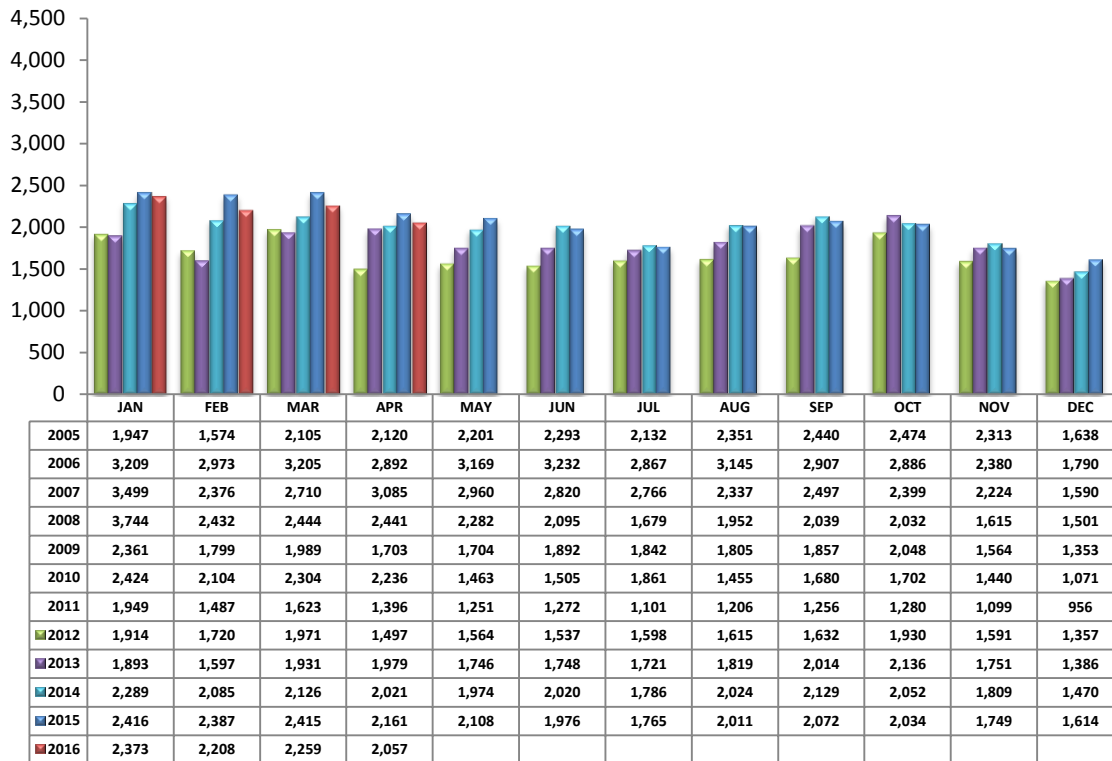
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Average Days on Market/Listing – April 2016

Area	Avg. DOM
C	52
E	64
N	55
NE	58
NW	58
S	39
SE	44
SW	72
W	55
XNE	0
XNW	50
XS	71
XSW	69
XW	137

Annual Comparison - Average Days on Market**Average Days on Market/Listing Breakdown**

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New Listings - April 2016

Area	# of Listings
C	263
E	146
N	235
NE	106
NW	590
S	89
SE	167
SW	100
W	103
XNE	3
XNW	25
XS	130
XSW	80
XW	20

*Includes properties that were re-listed

**Beginning April 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.
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
Jan 2016	198	413	58
Feb 2016	155	354	42
Mar 2016	167	355	50
Apr 2016	190	387	57

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