

**For Immediate  
Release:**

**December 7, 2016**

**CONTACT:**

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# **Multiple Listing Service of Southern Arizona**

## **Monthly Statistics November 2016**

Below are some highlights from the November Residential Sales Statistics:

- Total Sales Volume of \$275,287,830 is slightly up this month from \$273,080,211 in October resulting in a .81% and a 44.57% increase since November 2015.
- The Average Sales Price increased .25% to \$217,446 from \$216,902 in October.
- Average List Price of \$223,119 is an increase of .18% from October's number of \$222,728.
- Total Under Contract decreased by 7.65% this month.
- Total Unit Sales of 1,266 is an increase of .56% over October's number of 1,259 and an increase of 39.27% over November 2015.
- The Median Sales Price of \$184,900, from \$178,000 in October resulted in a 3.88% increase.
- New Listings, 1,727 are down from 2,061 in October, a 16.21% decrease.
- Total Active Listings of 4,067 decreased from 4,103 in October and have decreased 20.19% from November 2015.
- Average Days on Market dropped to 47 from 49 last month.
- Conventional loan sales of 47.6% exceeded Cash Sales of 23.1%.

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

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## November 2016 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
November	\$275,287,830	\$190,421,972	44.57%
October	\$273,080,211	\$251,340,493	8.65%
Month % Change	0.81%	-24.24%	

### Average Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
November	\$217,446	\$209,485	3.80%
October	\$216,902	\$211,566	2.52%
Month % Change	0.25%	-0.98%	

### Average List Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
November	\$223,119	\$213,121	4.69%
October	\$222,728	\$218,097	2.12%
Month % Change	0.18%	-2.28%	

### Total Under Contract

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
November	1,943	1,824	6.52%
October	2,104	1,832	14.85%
Month % Change	-7.65%	-0.44%	

### Total Unit Sales

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
November	1,266	909	39.27%
October	1,259	1,188	5.98%
Month % Change	0.56%	-23.48%	

### Median Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
November	\$184,900	\$169,000	9.41%
October	\$178,000	\$172,825	2.99%
Month % Change	3.88%	-2.21%	

### New Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
November	1,727	1,749	-1.26%
October	2,061	2,034	1.33%
Month % Change	-16.21%	-14.01%	

### Active Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
November	4,067	5,096	-20.19%
October	4,103	5,043	-18.64%
Month % Change	-0.88%	1.05%	

## November 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	139	41	29.50%	85740	0	0	0.00%
85145	15	3	20.00%	85648	0	0	0.00%	85714	13	7	53.85%	85741	62	40	64.52%
85245	0	0	0.00%	85653	59	30	50.85%	85715	88	42	47.73%	85742	147	42	28.57%
85601	0	0	0.00%	85654	0	0	0.00%	85716	103	29	28.16%	85743	129	45	34.88%
85602	8	1	12.50%	85658	218	37	16.97%	85717	0	0	0.00%	85745	117	37	31.62%
85611	0	0	0.00%	85701	24	2	8.33%	85718	257	41	15.95%	85746	81	39	48.15%
85614	208	52	25.00%	85704	120	32	26.67%	85719	117	29	24.79%	85747	76	34	44.74%
85616	0	0	0.00%	85705	64	21	32.81%	85730	87	48	55.17%	85748	70	31	44.29%
85619	28	2	7.14%	85706	59	28	47.46%	85734	0	0	0.00%	85749	155	24	15.48%
85622	44	6	13.64%	85709	0	0	0.00%	85735	46	6	13.04%	85750	199	59	29.65%
85623	16	3	18.75%	85710	107	77	71.96%	85736	40	7	17.50%	85755	216	52	24.07%
85629	154	47	30.52%	85711	99	39	39.39%	85737	149	52	34.90%	85756	64	38	59.38%
85641	147	43	29.25%	85712	89	42	47.19%	85739	187	33	17.65%	85757	65	25	38.46%

NOTE:

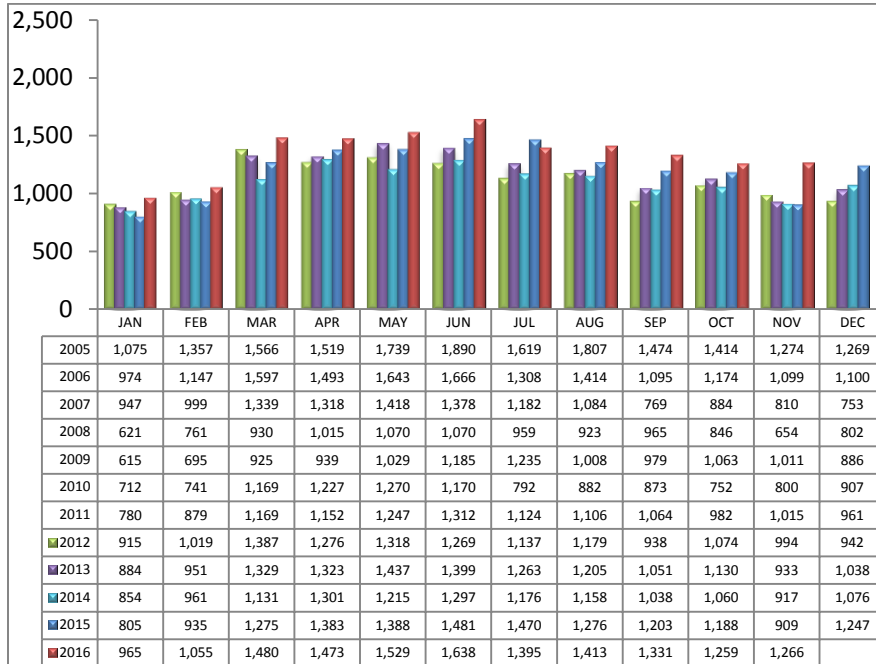
85637- 1 active listing

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	1	0	3	21	7	C	469	1 -30 Days	714																	
\$30,000 to \$39,999	38	2	0	4	44	9	E	174	31-60 Days	224																	
\$40,000 to \$49,999	46	8	0	4	58	16	N	491	61 - 90 Days	119																	
\$50,000 to \$59,999	55	14	4	2	75	10	NE	256	91-120 Days	76																	
\$60,000 to \$69,999	43	20	4	11	78	18	NW	1184	121 - 180 Days	75																	
\$70,000 to \$79,999	38	22	5	7	72	20	S	138	Over 180 Days	58																	
\$80,000 to \$89,999	59	30	6	8	103	26	SE	274	Avg. Days on Market 47																		
\$90,000 to \$99,999	73	39	6	4	122	28	SW	273																			
\$100,000 to \$119,999	142	86	13	17	258	75	W	179	Avg. Sold Price \$217,446																		
\$120,000 to \$139,999	247	163	19	21	450	108	XNE	28																			
\$140,000 to \$159,999	263	189	21	43	516	154	XNW	52	Median Sale Price \$184,900																		
\$160,000 to \$179,999	254	164	18	46	482	139	XS	313																			
\$180,000 to \$199,999	254	113	8	33	408	104	XSW	198	New Listings 1,727																		
\$200,000 to \$249,999	558	169	12	58	797	205	XW	38																			
\$250,000 to \$299,999	438	161	10	47	656	130	Sold Units per Area		Sales Volume by Area																		
\$300,000 to \$399,999	528	129	6	33	696	127	C	152	\$28,054,912																		
\$400,000 to \$499,999	307	51	3	16	377	47	E	113	\$19,786,485																		
\$500,000 to \$749,999	362	47	1	17	427	28	N	109	\$42,652,962																		
\$750,000 to \$999,999	174	10	2	1	187	9	NE	68	\$19,280,664																		
\$1,000,000 and over	171	6	0	6	183	6	NW	335	\$85,374,827																		
							S	85	\$10,951,718																		
							SE	98	\$17,893,197																		
							SW	77	\$10,342,114																		
							W	62	\$11,004,774																		
							XNE	2	\$1,051,620																		
							XNW	14	\$1,867,250																		
							XS	98	\$20,642,393																		
Totals	4,067	1,424	138	381	6,010	1,266	XSW	42	\$5,117,914																		
							XW	11	\$1,267,000																		
	Nov-16	Nov-15	% Change	YTD 2016	YTD 2015	% Change	Total Volume		\$275,287,830																		
Home Sales Volume	\$275,287,830	\$190,421,972	44.57%	\$3,239,055,869	\$2,804,869,803	15.48%	<table><tr><th>Types of Financing</th><th>Totals</th></tr><tr><td>FHA</td><td>205</td></tr><tr><td>VA</td><td>131</td></tr><tr><td>Other</td><td>29</td></tr><tr><td>Cash</td><td>292</td></tr><tr><td>Conventional</td><td>602</td></tr><tr><td>Cash/Loan</td><td>0</td></tr><tr><td>Carryback</td><td>7</td></tr></table>					Types of Financing	Totals	FHA	205	VA	131	Other	29	Cash	292	Conventional	602	Cash/Loan	0	Carryback	7
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Cash/Loan	0																										
Carryback	7																										
Home Sales Units	1,266	909	39.27%	14,804	13,313	11.20%																					
Average Sales Price (All Residential)	\$217,446	\$209,485	3.80%	\$218,193	\$209,997	3.90%																					
Median Sales Price	\$184,900	\$169,000	9.41%	\$182,041	\$170,854	6.55%																					
Average Days on Market:	47	60	-21.67%	49	62	-20.97%																					
Average List Price for Sold:	\$223,119	\$213,121	4.69%	\$222,655	\$215,010	3.56%																					
SP/LP %	97.46%	98.29%		98.00%	97.67%																						
Total Under Contract	1,943	1,824	6.52%																								
Active Listings	4,067	5,096	-20.19%																								
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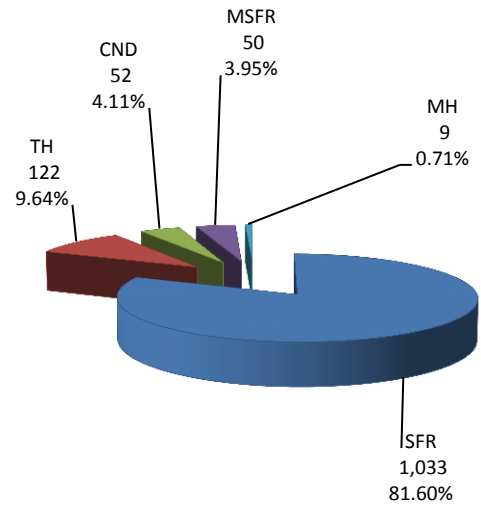
Types of Financing	Totals
FHA	205
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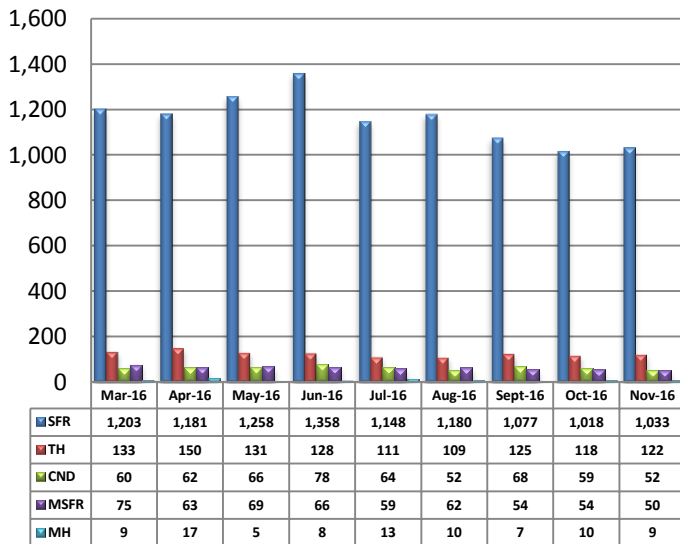
### Total Unit Sales – November 2016



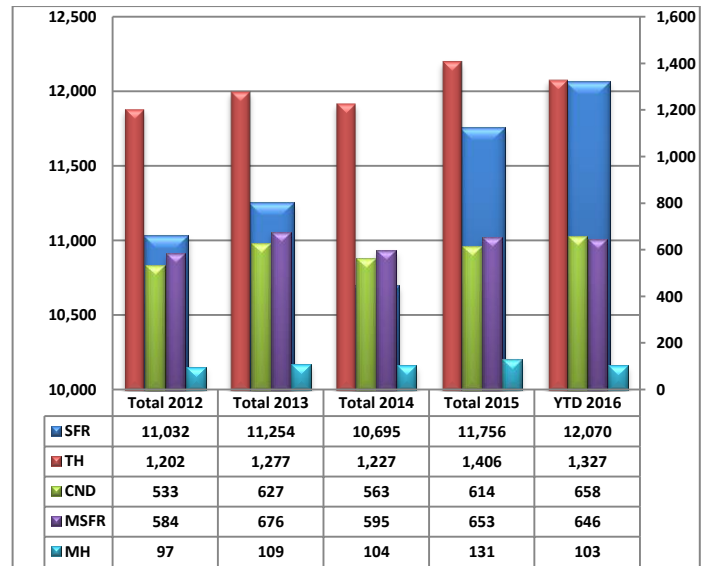
### Unit Sales – Breakdown by Type



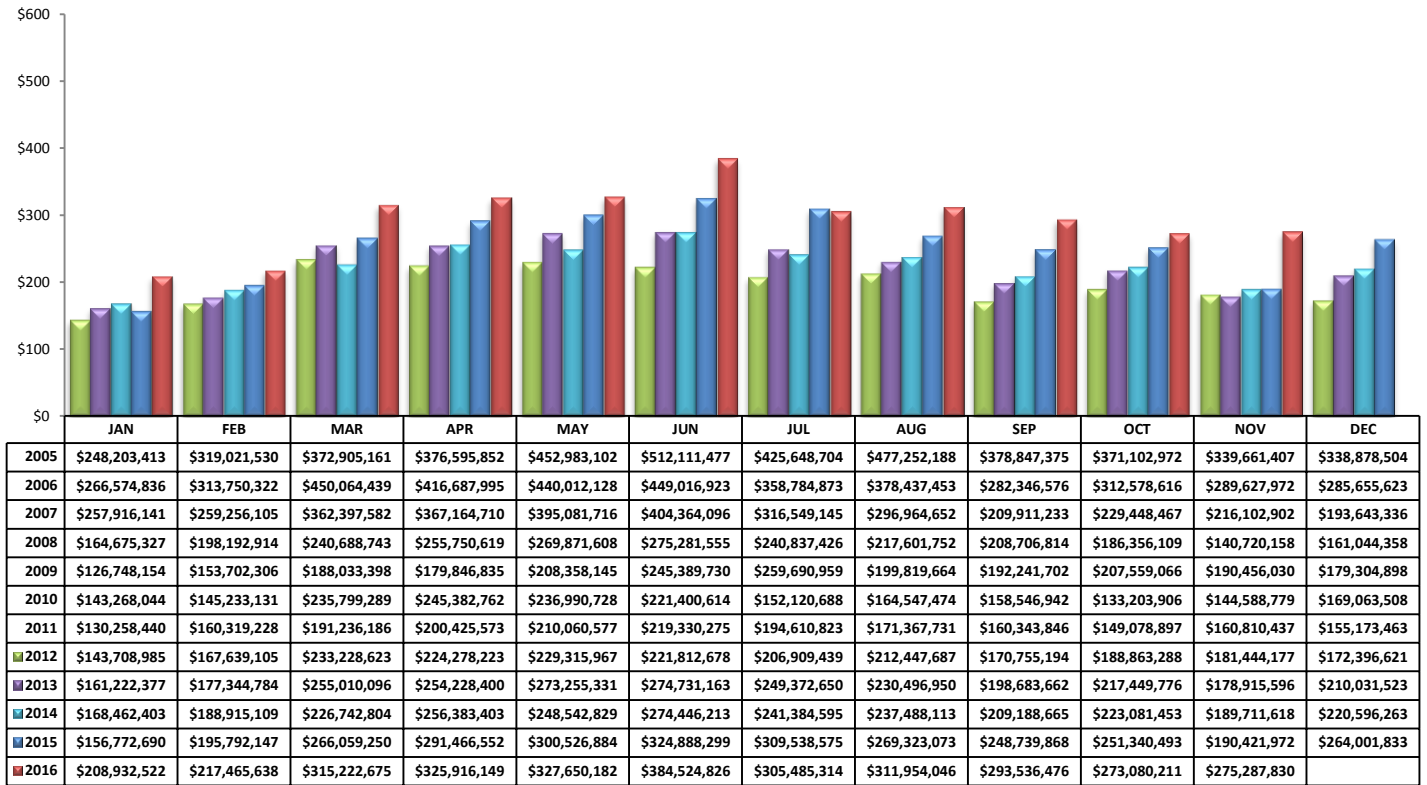
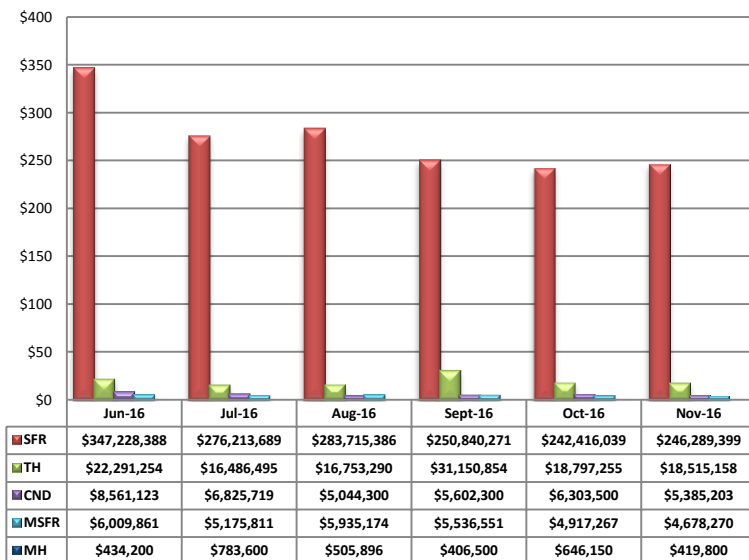
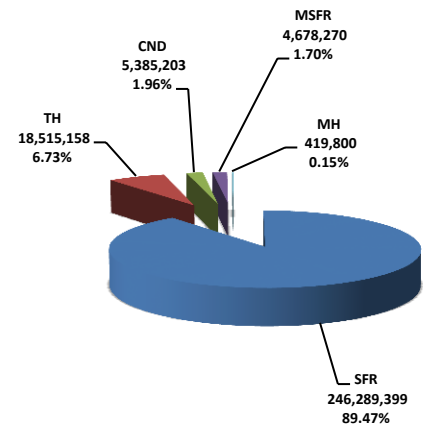
### Total Unit Sales By Type - Monthly Comparison



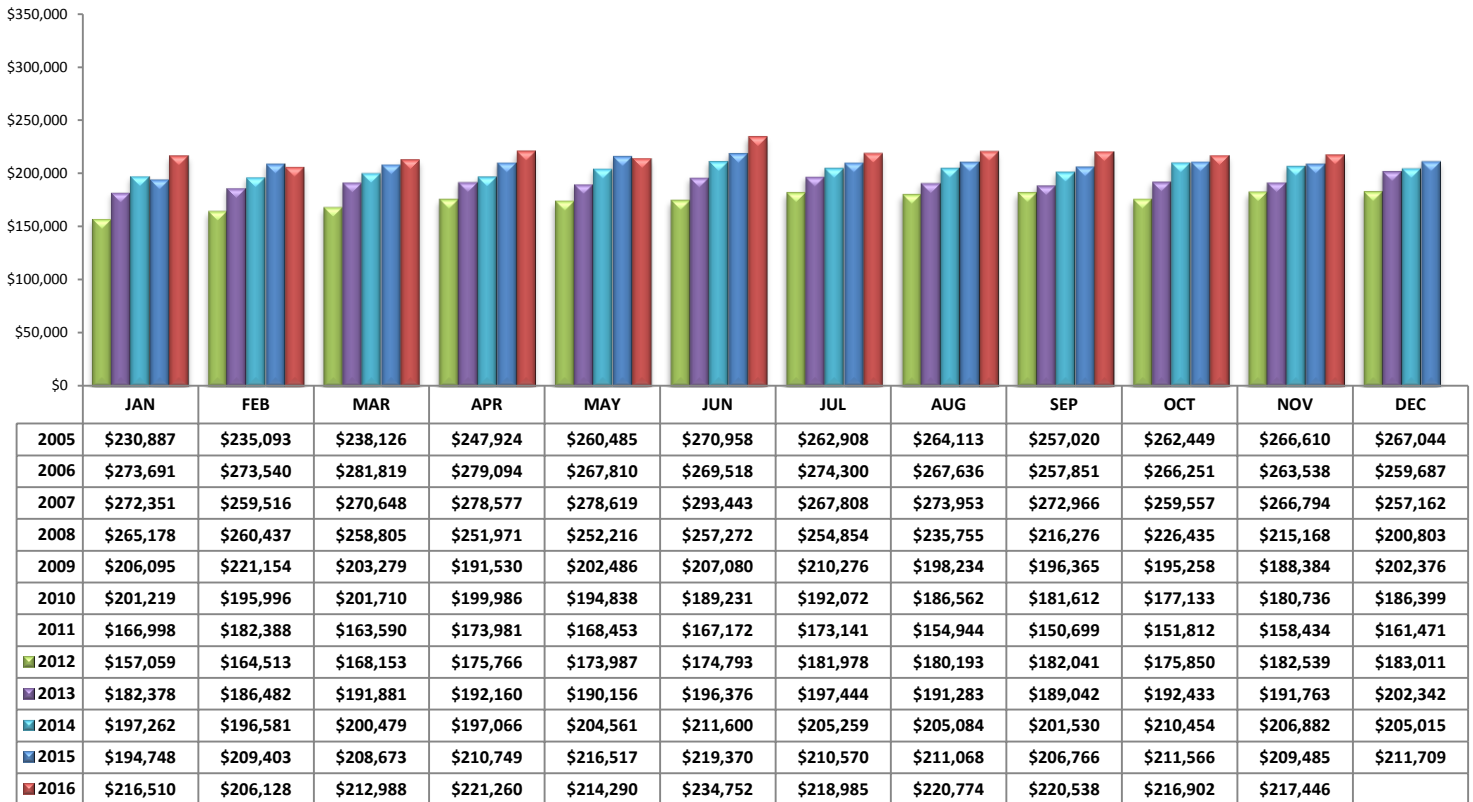
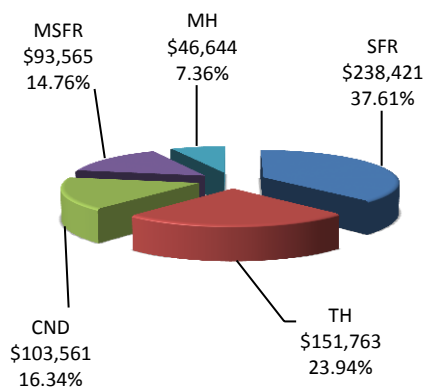
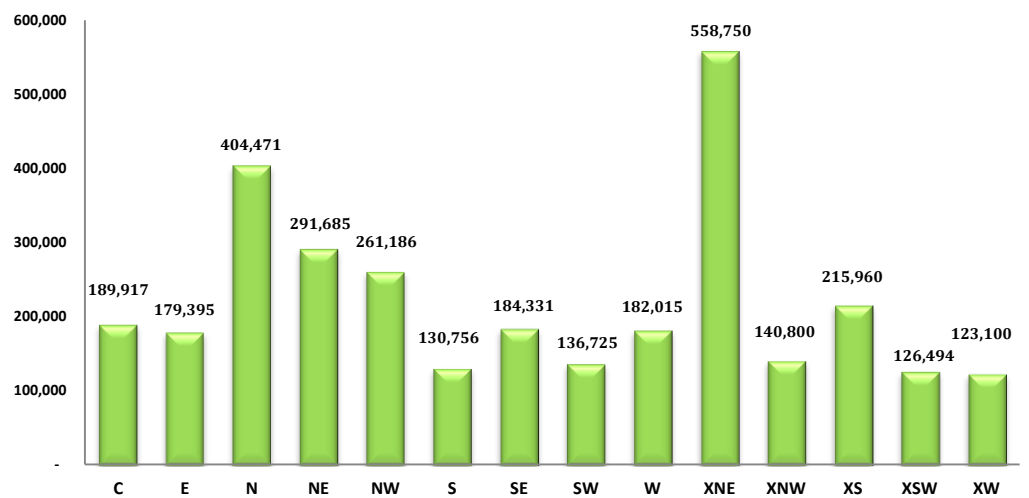
### YTD Annual Comparison – Breakdown by Type



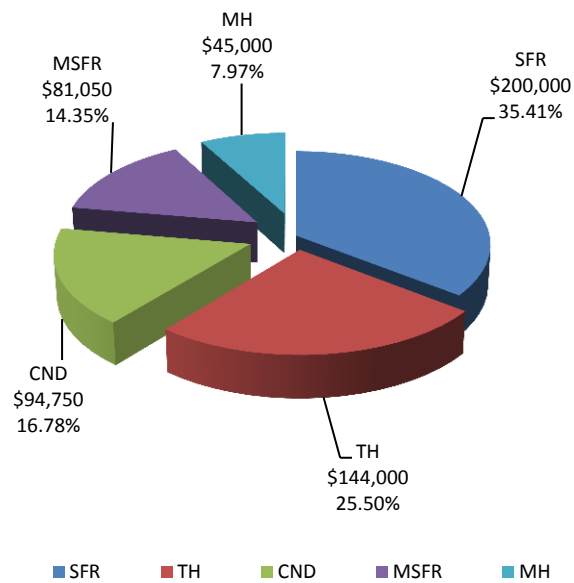
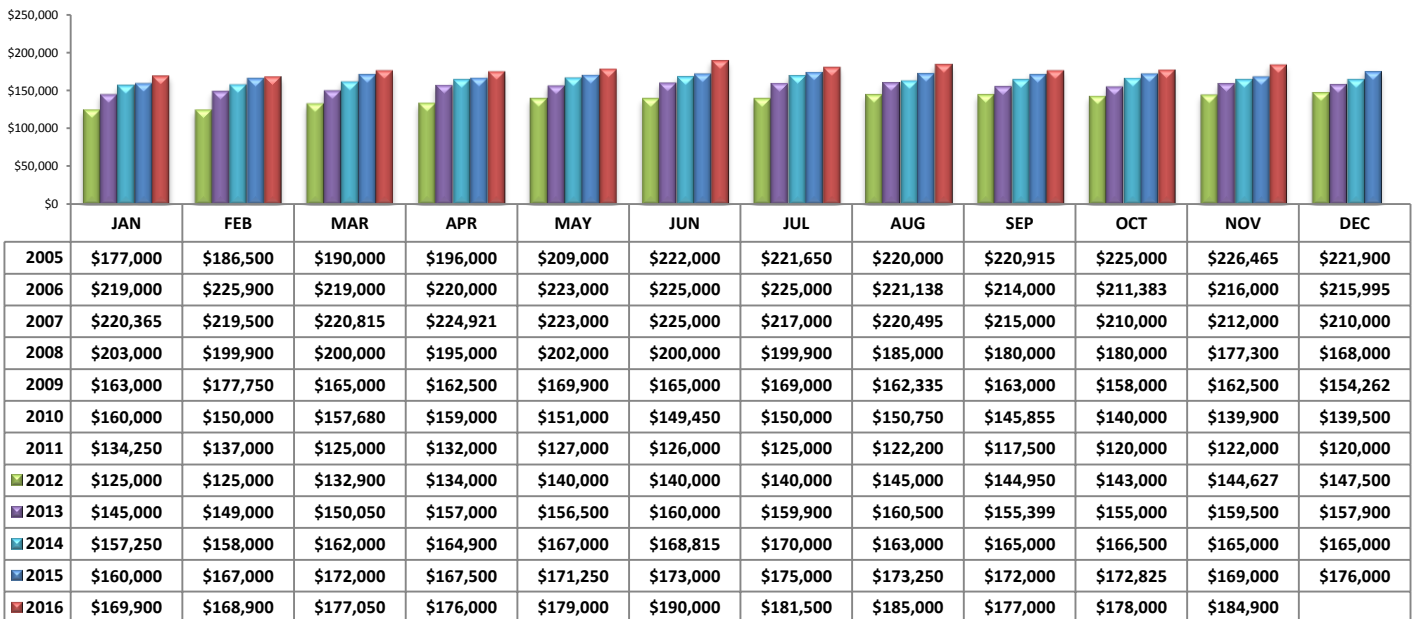
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**Total Sales Volume – November 2016****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

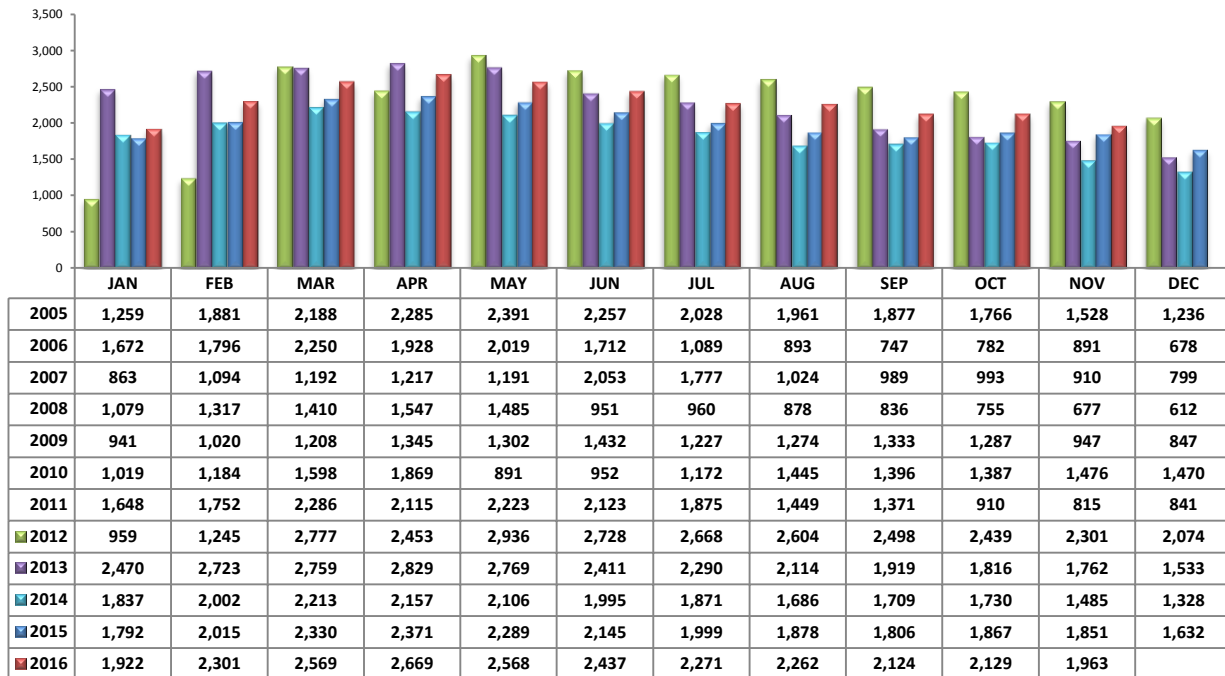
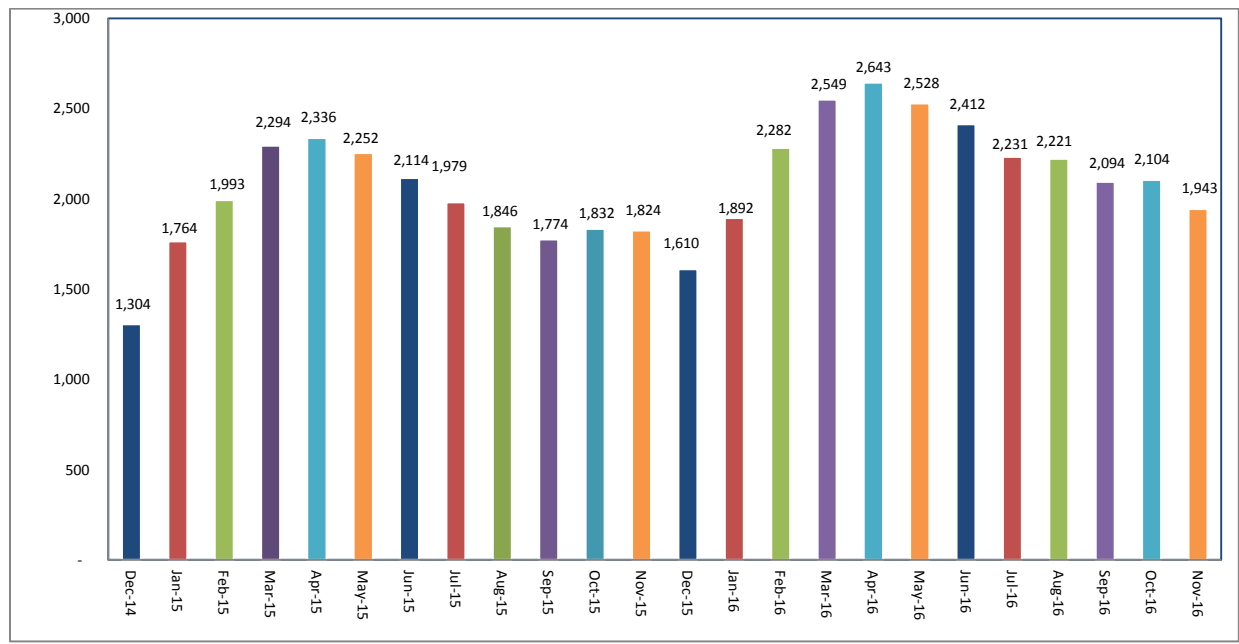
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**Average Sales Price – November 2016****Average Sales Price by Type – November 2016****Average "Listing" Price per Area – November 2016**

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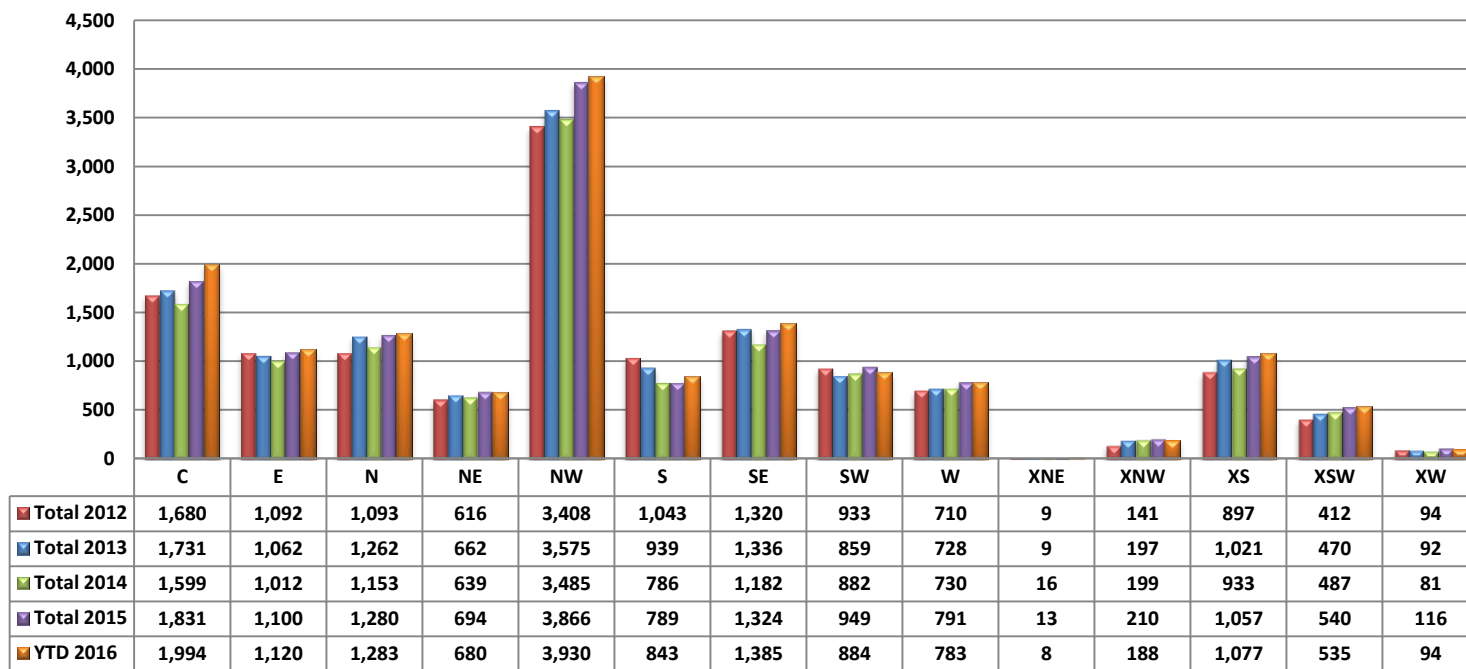
**Median Sale Price – by Type****Median Sale Price – November 2016**

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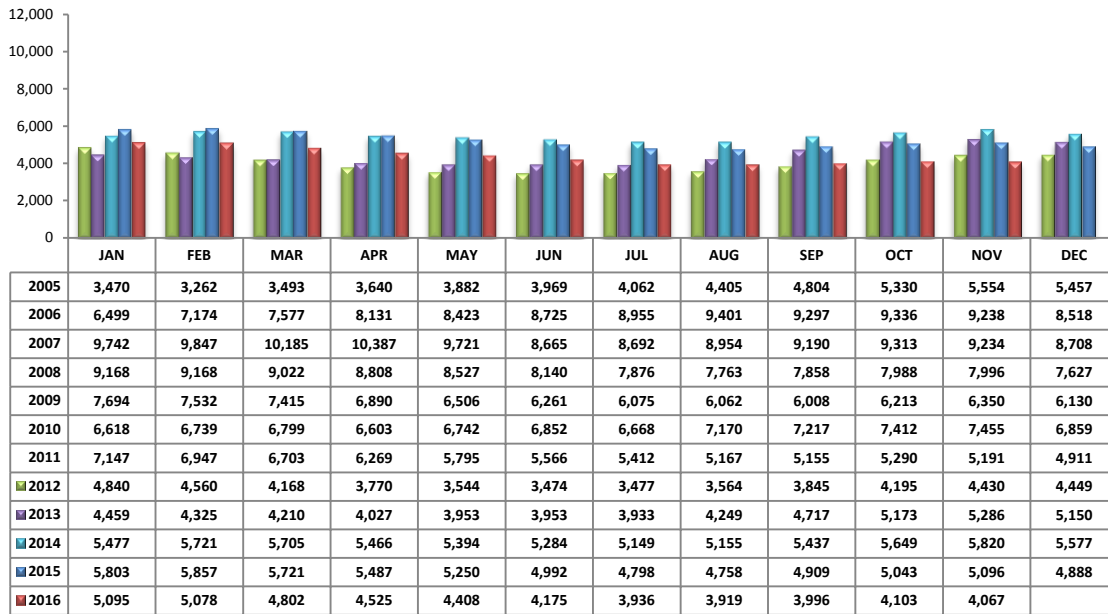
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$138,889	\$184,242	\$205,720	\$422,601	\$184,571
E	\$107,679	\$171,779	\$235,523	\$300,000	\$175,101
N	\$196,908	\$338,015	\$545,318	\$488,633	\$391,311
NE	\$127,146	\$263,789	\$311,189	\$472,812	\$283,539
NW	\$223,188	\$244,527	\$284,644	\$337,520	\$254,850
S	\$90,696	\$126,731	\$151,972	\$203,300	\$128,843
SE	\$142,394	\$160,521	\$216,780	\$241,971	\$182,583
SW	\$80,663	\$135,161	\$156,527	\$0	\$134,313
W	\$99,003	\$180,338	\$230,442	\$360,000	\$177,496
XNE	\$0	\$265,000	\$786,620	\$0	\$525,810
XNW	\$57,500	\$142,892	\$153,875	\$136,500	\$133,375
XS	\$168,312	\$210,288	\$227,203	\$283,532	\$210,636
XSW	\$115,735	\$123,141	\$161,480	\$0	\$121,855
XW	\$38,000	\$129,375	\$97,000	\$0	\$115,181

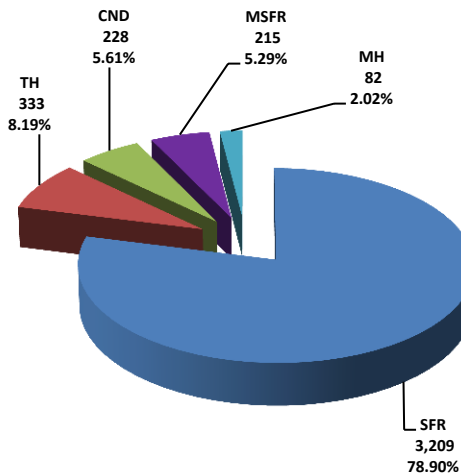
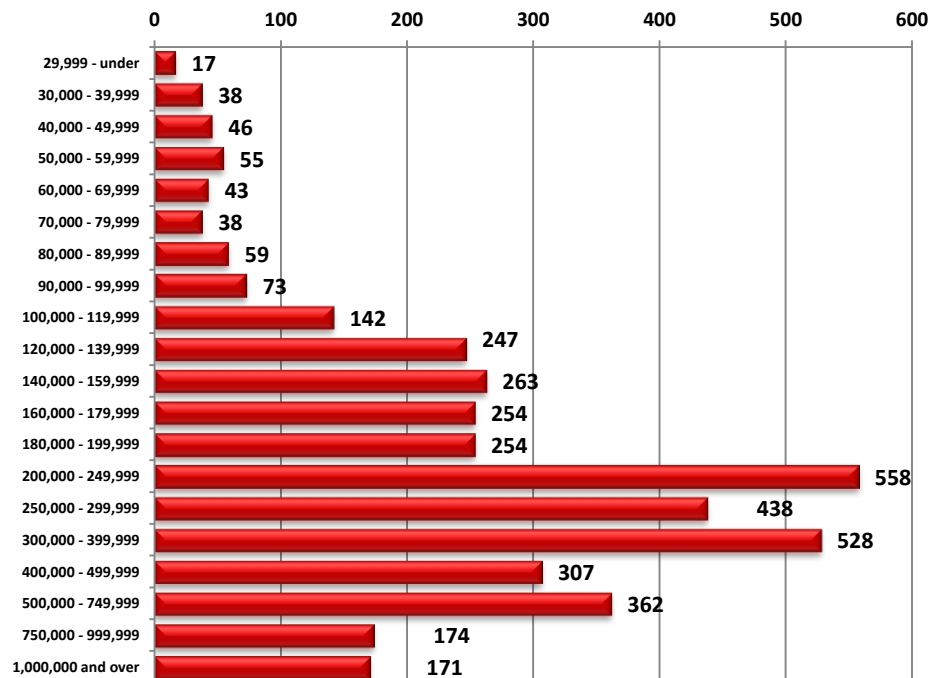
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	48	71	26	7	152
E	24	61	26	2	113
N	24	39	40	6	109
NE	9	32	19	8	68
NW	72	153	99	11	335
S	14	50	18	3	85
SE	7	53	32	6	98
SW	11	41	25	0	77
W	13	34	14	1	62
XNE	0	1	1	0	2
XNW	2	7	4	1	14
XS	20	43	30	5	98
XSW	28	10	4	0	42
XW	1	8	2	0	11

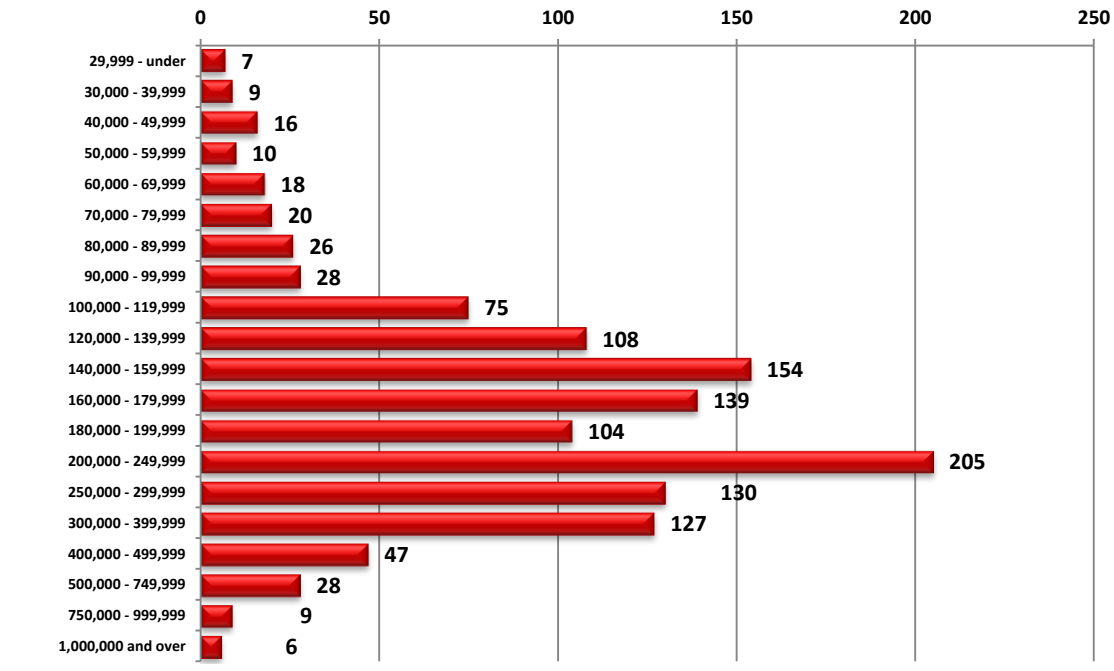
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**Active Listings**

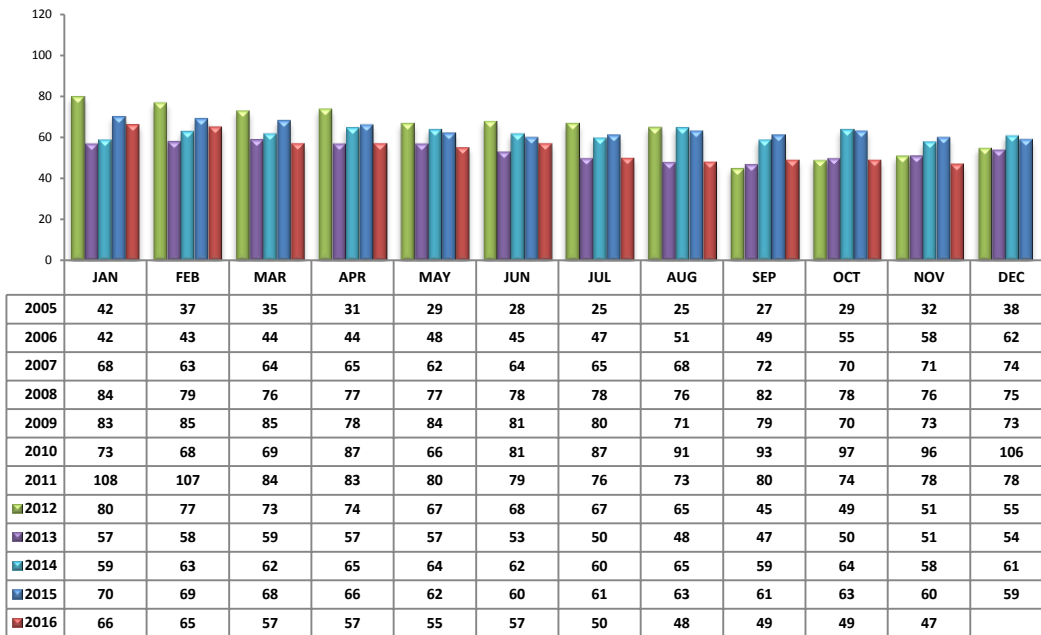
Area	# of Listings
C	469
E	174
N	491
NE	256
NW	1184
S	138
SE	274
SW	273
W	179
XNE	28
XNW	52
XS	313
XSW	198
XW	38

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

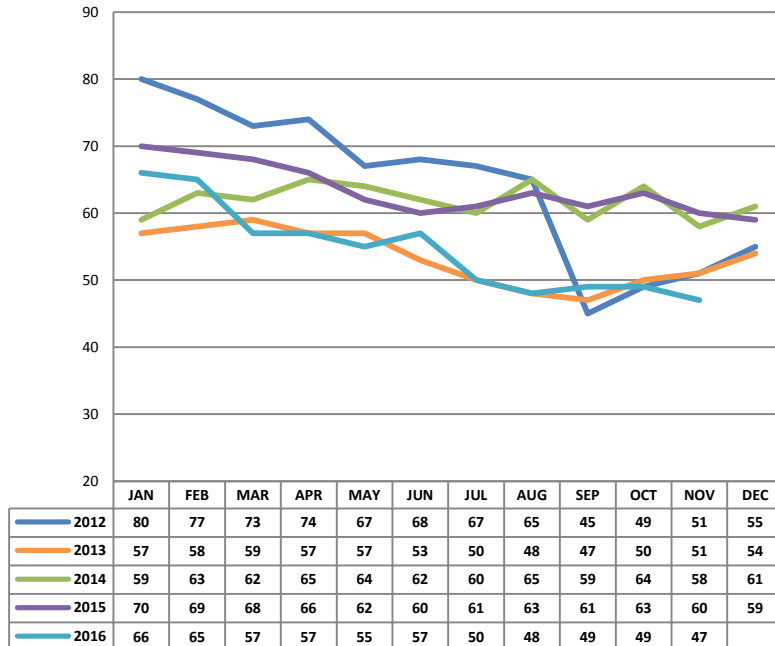
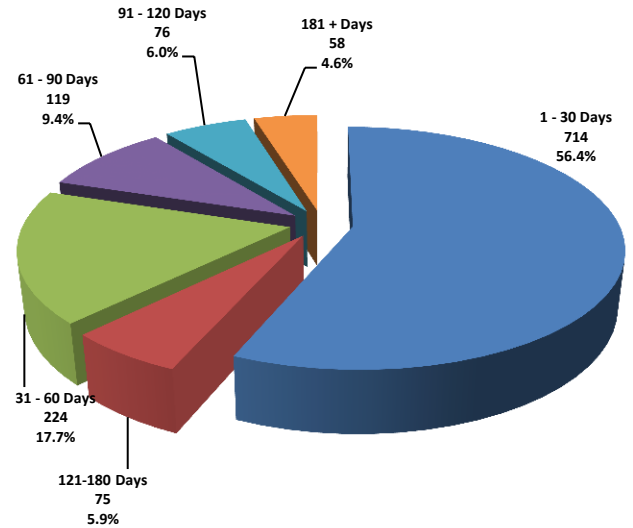
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**Sold Price Breakdown**

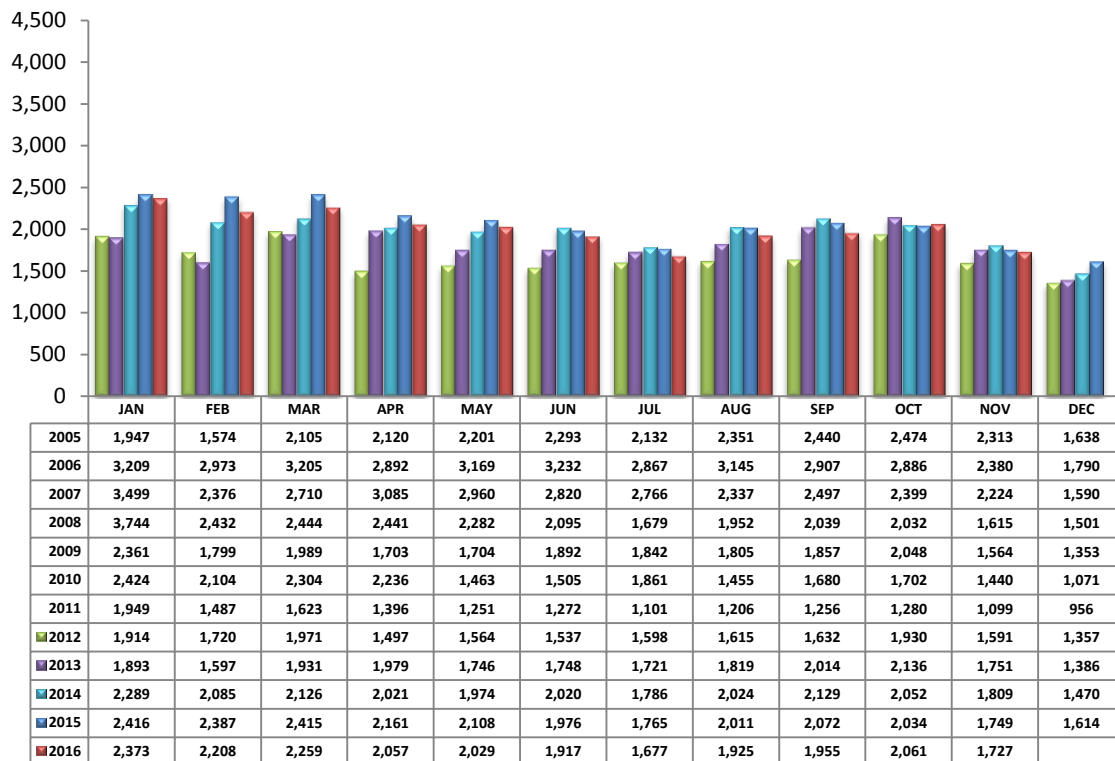
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**Average Days on Market/Listing - November 2016**

Area	Avg. DOM
C	44
E	34
N	70
NE	41
NW	50
S	23
SE	40
SW	61
W	37
XNE	206
XNW	67
XS	42
XSW	71
XW	63

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

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**New Listings – November 2016**

Area	# of Listings
C	203
E	125
N	154
NE	98
NW	450
S	103
SE	162
SW	119
W	94
XNE	2
XNW	22
XS	110
XSW	74
XW	11

\*Includes properties that were re-listed

\*\*Beginning November 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.
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
Oct 2016	135	314	46
Nov 2016	127	280	47

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.