

**For Immediate  
Release:**  
**November 8, 2016**

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# **Multiple Listing Service of Southern Arizona**

## **Monthly Statistics October 2016**

Below are some highlights from the October Residential Sales Statistics:

- Total Sales Volume is down this month to \$273,080,211 from last month's number of \$293,536,476, which is a decrease of 6.97%, but an increase of 8.65% since October 2015.
- The Average Sales Price dropped 1.65% to \$216,902, from \$220,538 in September.
- Average List Price of \$222,728 is an increase of 2.99% from September's number of \$216,257.
- Total Under Contract increased by .48% this month.
- Total Unit Sales 1,259 is down 5.41% from 1,331 in September, but is up 5.98% from October 2015.
- The Median Sales Price \$178,000 is up .56% from last month's number of \$177,000 and 2.99% over October 2015.
- New Listings, 2,061 is an increase of 5.42% from September's number of 1,955.
- Total Active Listings of 4,103 is an increase of 2.68% since September.
- Average Days on Market stayed at 49 for the second month in a row.
- Conventional loan sales of 45.0% exceeded Cash Sales of 23.3%.

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

### Total Sales Volume

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
October	\$273,080,211	\$251,340,493	8.65%
September	\$293,536,476	\$248,739,868	18.01%
Month % Change	-6.97%	1.05%	

### Average Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
October	\$216,902	\$211,566	2.52%
September	\$220,538	\$206,766	6.66%
Month % Change	-1.65%	2.32%	

### Average List Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
October	\$222,728	\$218,097	2.12%
September	\$216,257	\$212,648	1.70%
Month % Change	2.99%	2.56%	

### Total Under Contract

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
October	2,104	1,832	14.85%
September	2,094	1,774	18.04%
Month % Change	0.48%	3.27%	

### Total Unit Sales

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
October	1,259	1,188	5.98%
September	1,331	1,203	10.64%
Month % Change	-5.41%	-1.25%	

### Median Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
October	\$178,000	\$172,825	2.99%
September	\$177,000	\$172,000	2.91%
Month % Change	0.56%	0.48%	

### New Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
October	2,061	2,034	1.33%
September	1,955	2,072	-5.65%
Month % Change	5.42%	-1.83%	

### Active Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
October	4,103	5,043	-18.64%
September	3,996	4,909	-18.60%
Month % Change	2.68%	2.73%	

## October 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	129	25	19.38%	85740	0	0	0.00%
85145	17	1	5.88%	85648	0	0	0.00%	85714	15	10	66.67%	85741	77	52	67.53%
85245	0	0	0.00%	85653	65	20	30.77%	85715	77	31	40.26%	85742	156	48	30.77%
85601	0	0	0.00%	85654	0	0	0.00%	85716	109	39	35.78%	85743	124	45	36.29%
85602	6	1	16.67%	85658	218	33	15.14%	85717	0	0	0.00%	85745	117	33	28.21%
85611	0	0	0.00%	85701	24	2	8.33%	85718	272	37	13.60%	85746	69	34	49.28%
85614	205	42	20.49%	85704	121	40	33.06%	85719	120	31	25.83%	85747	84	46	54.76%
85616	0	0	0.00%	85705	67	33	49.25%	85730	81	38	46.91%	85748	70	36	51.43%
85619	26	1	3.85%	85706	63	35	55.56%	85734	0	0	0.00%	85749	145	22	15.17%
85622	50	7	14.00%	85709	0	0	0.00%	85735	46	9	19.57%	85750	211	61	28.91%
85623	17	0	0.00%	85710	95	68	71.58%	85736	40	7	17.50%	85755	202	48	23.76%
85629	168	43	25.60%	85711	114	53	46.49%	85737	159	35	22.01%	85756	57	34	59.65%
85641	152	52	34.21%	85712	92	40	43.48%	85739	169	42	24.85%	85757	73	25	34.25%

NOTE:

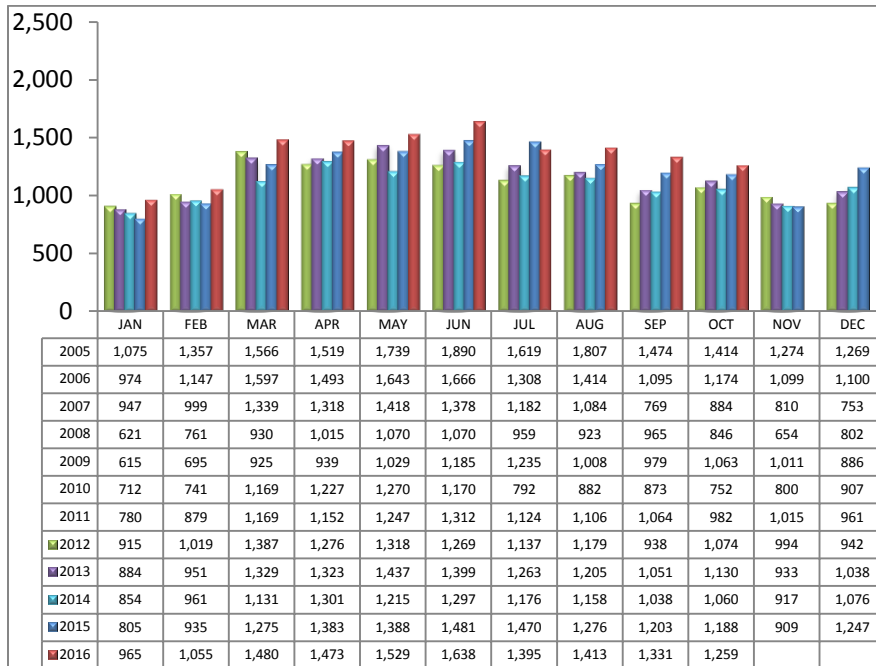
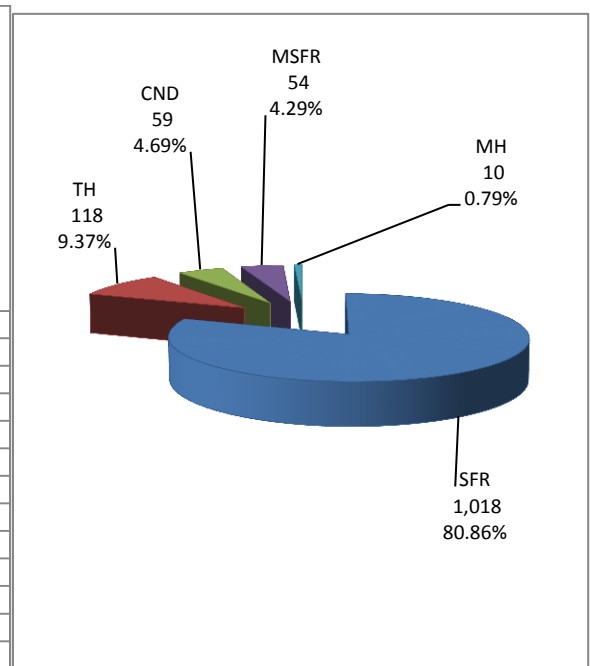
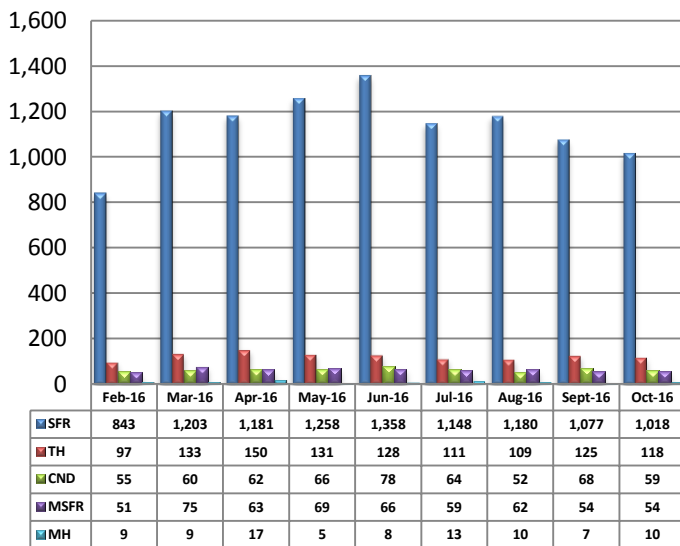
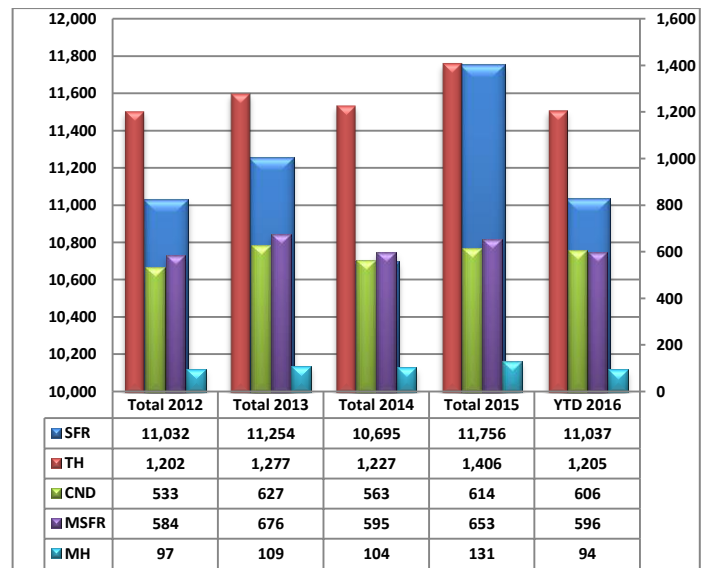
85637- 1 active listing

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	14	7	1	2	24	7	C	492	1 -30 Days	695
\$30,000 to \$39,999	38	6	0	3	47	3	E	160	31-60 Days	228
\$40,000 to \$49,999	38	11	0	5	54	13	N	520	61 - 90 Days	128
\$50,000 to \$59,999	54	15	3	3	75	13	NE	238	91-120 Days	64
\$60,000 to \$69,999	54	17	7	9	87	13	NW	1190	121 - 180 Days	82
\$70,000 to \$79,999	50	29	5	10	94	33	S	149	Over 180 Days	62
\$80,000 to \$89,999	65	31	6	19	121	36	SE	266	Avg. Days on Market	
\$90,000 to \$99,999	70	39	5	7	121	26	SW	261	49	
\$100,000 to \$119,999	139	92	11	31	273	74	W	175	Avg. Sold Price	
\$120,000 to \$139,999	241	156	25	39	461	128	XNE	26	\$216,902	
\$140,000 to \$159,999	251	208	24	43	526	142	XNW	54	Median Sale Price	
\$160,000 to \$179,999	281	167	19	40	507	150	XS	332	\$178,000	
\$180,000 to \$199,999	285	119	5	31	440	106	XSW	204	New Listings	
\$200,000 to \$249,999	547	196	14	66	823	195	XW	36	2,061	
\$250,000 to \$299,999	432	163	7	45	647	97	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	516	141	10	47	714	121	C	179	\$31,505,137	
\$400,000 to \$499,999	319	61	3	14	397	46	E	107	\$19,267,545	
\$500,000 to \$749,999	377	45	0	12	434	39	N	110	\$41,740,779	
\$750,000 to \$999,999	168	11	3	3	185	11	NE	56	\$14,648,553	
\$1,000,000 and over	164	9	0	4	177	6	NW	332	\$87,297,229	
							S	81	\$9,893,381	
							SE	106	\$20,525,730	
							SW	75	\$10,477,449	
							W	65	\$12,179,045	
							XNE	1	\$140,000	
							XNW	9	\$1,425,034	
							XS	84	\$16,267,911	
Totals	4,103	1,523	148	433	6,207	1,259	XSW	44	\$6,564,318	
							XW	10	\$1,148,100	
	Oct-16	Oct-15	% Change	YTD 2016	YTD 2015	% Change	Total Volume		\$273,080,211	
Home Sales Volume	\$273,080,211	\$251,340,493	8.65%	\$2,963,768,039	\$2,614,447,831	13.36%				
Home Sales Units	1,259	1,188	5.98%	13,538	12,404	9.14%				
Average Sales Price (All Residential)	\$216,902	\$211,566	2.52%	\$218,940	\$210,509	4.01%				
Median Sales Price	\$178,000	\$172,825	2.99%	\$179,182	\$172,708	3.75%				
Average Days on Market:	49	63	-22.22%	50	63	-20.63%				
Average List Price for Sold:	\$222,728	\$218,097	2.12%	\$222,190	\$216,898	2.44%				
SP/LP %	97.38%	97.01%		98.54%	97.05%					
Total Under Contract	2,104	1,832	14.85%							
Active Listings	4,103	5,043	-18.64%							
New Listings	2,061	2,034	1.33%							

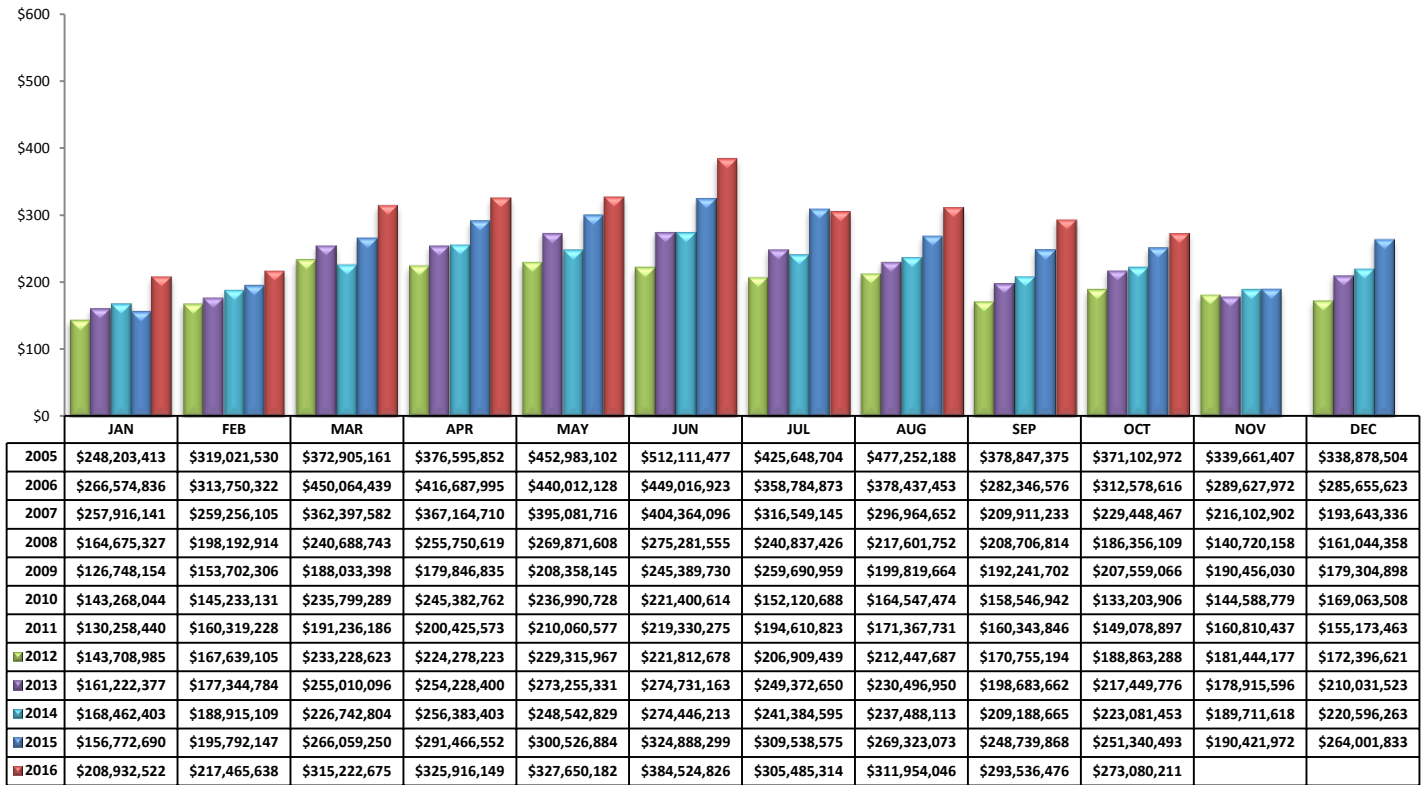
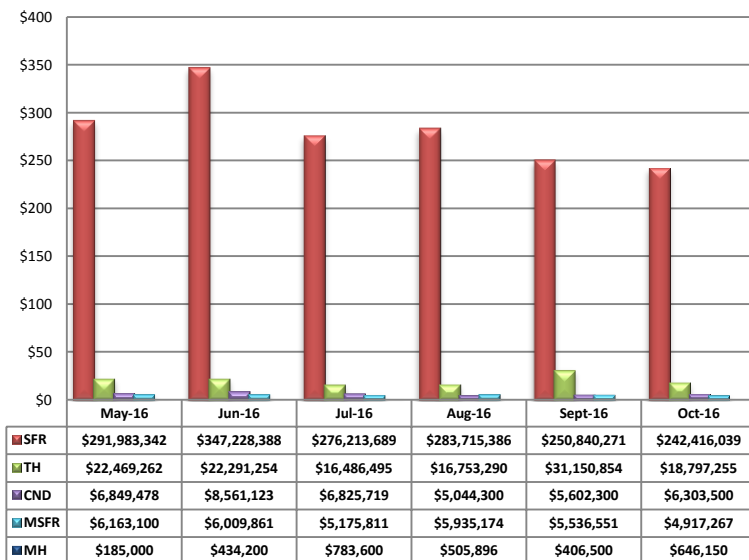
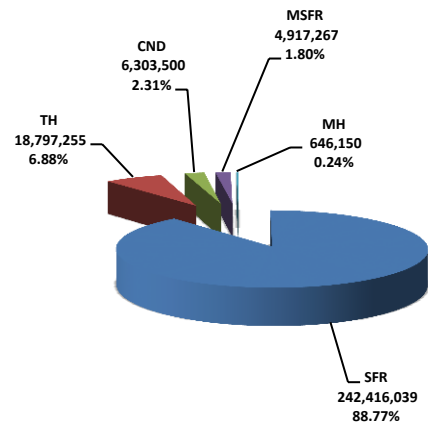
Types of Financing		Totals
FHA		215
VA		142
Other		33
Cash		294
Conventional		567
Cash/Loan		1
Carryback		7

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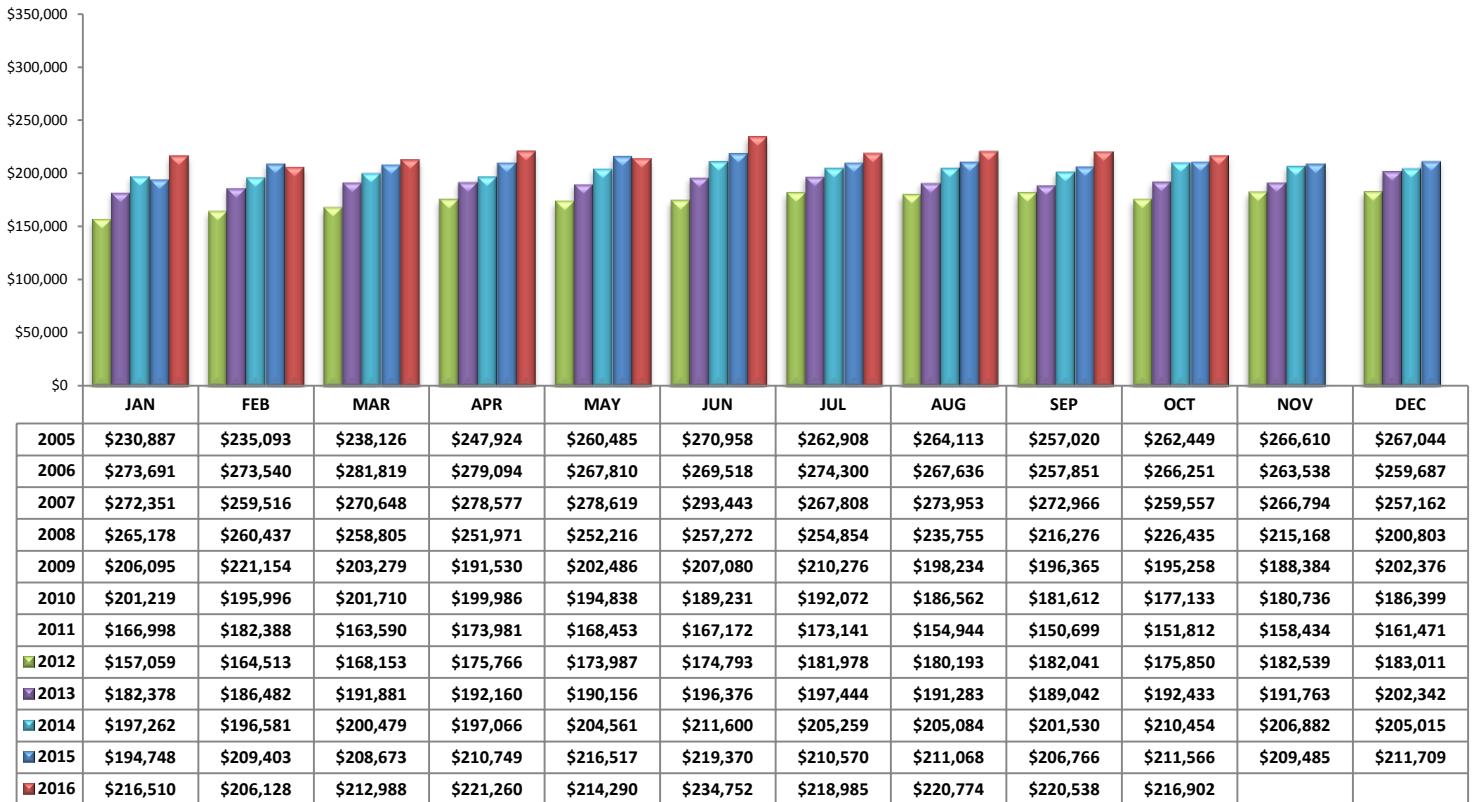
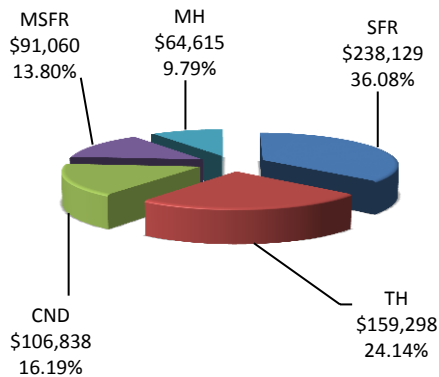
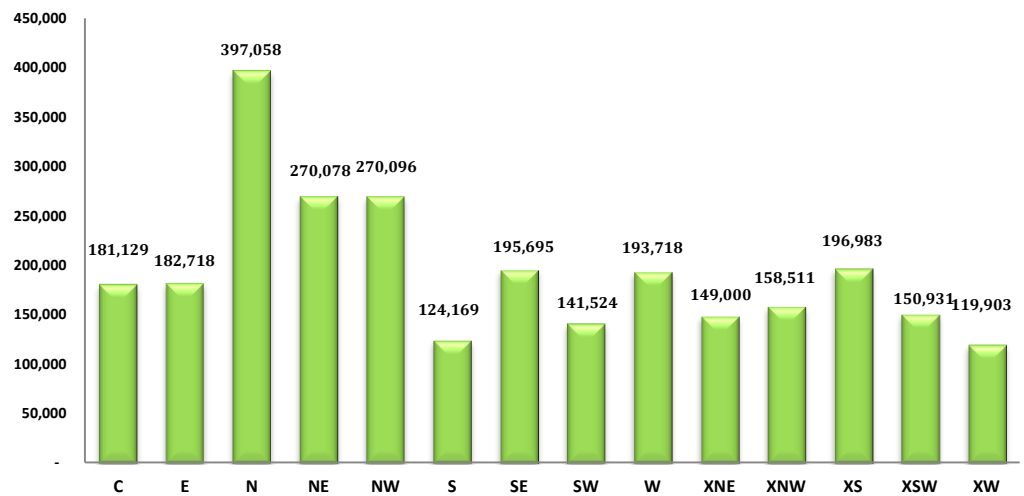
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**Total Unit Sales – October 2016****Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

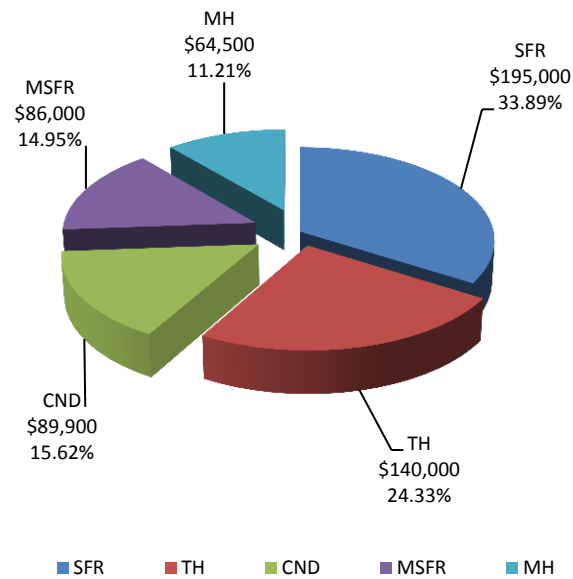
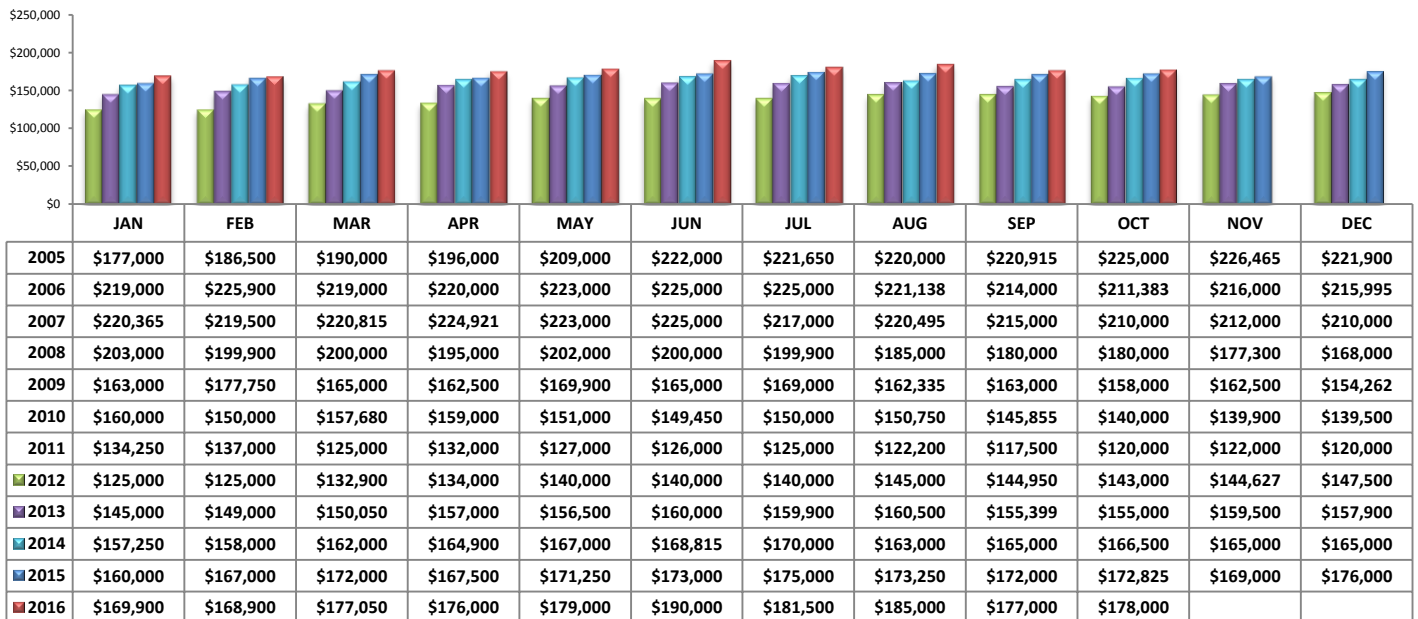
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**Total Sales Volume – October 2016****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

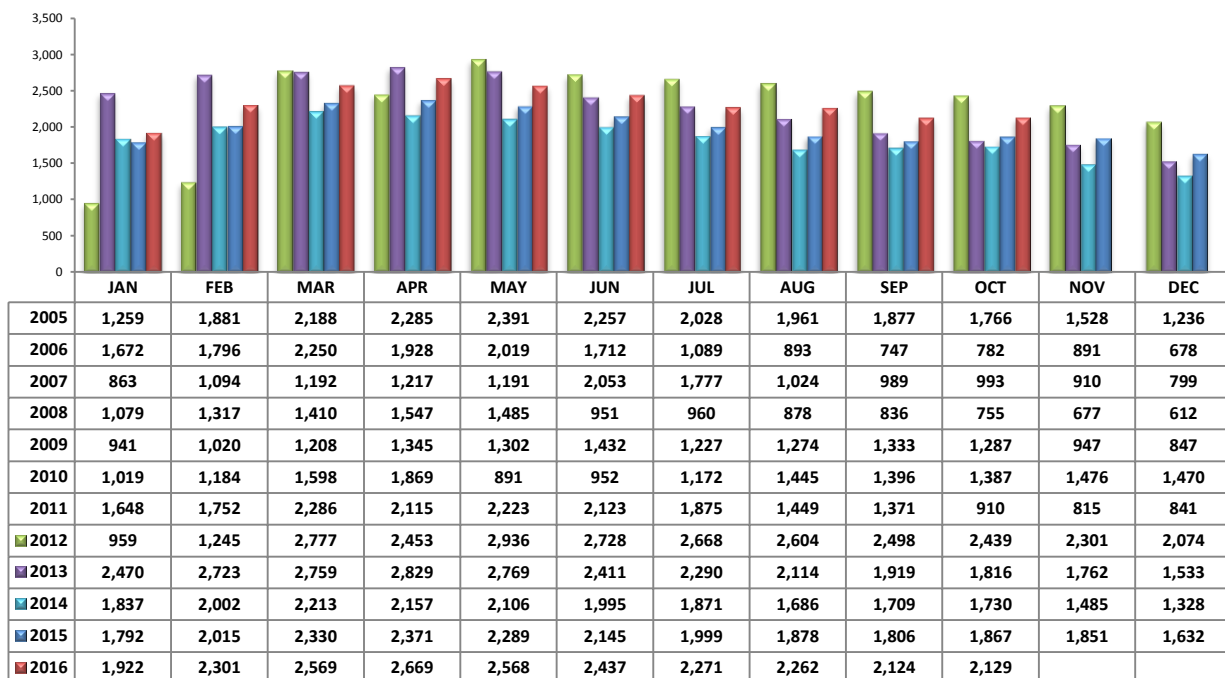
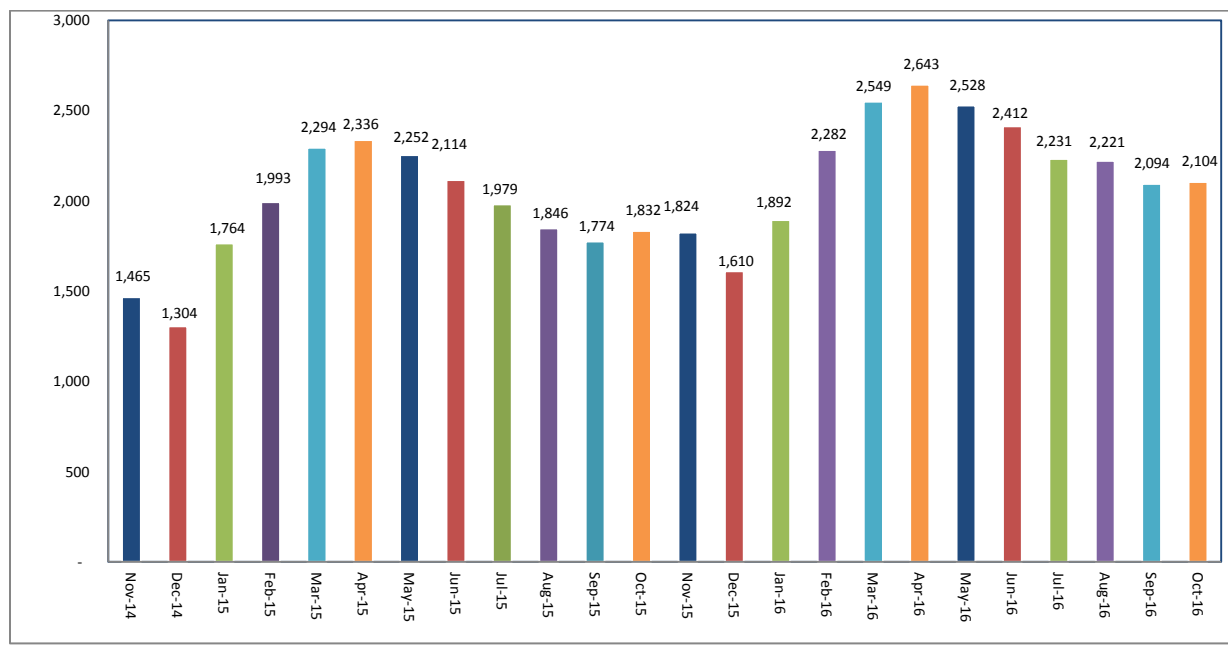
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**Average Sales Price – October 2016****Average Sales Price by Type – October 2016****Average "Listing" Price per Area – October 2016**

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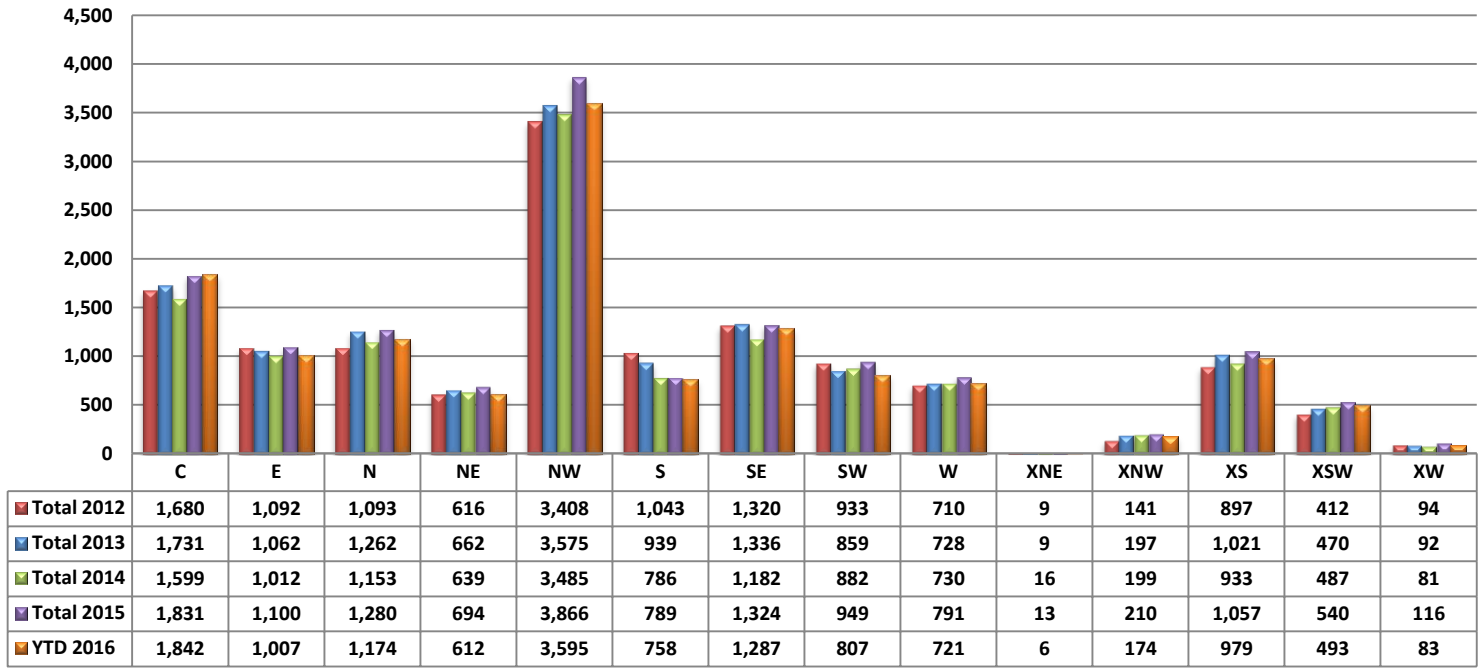
**Median Sale Price – by Type****Median Sale Price – October 2016**

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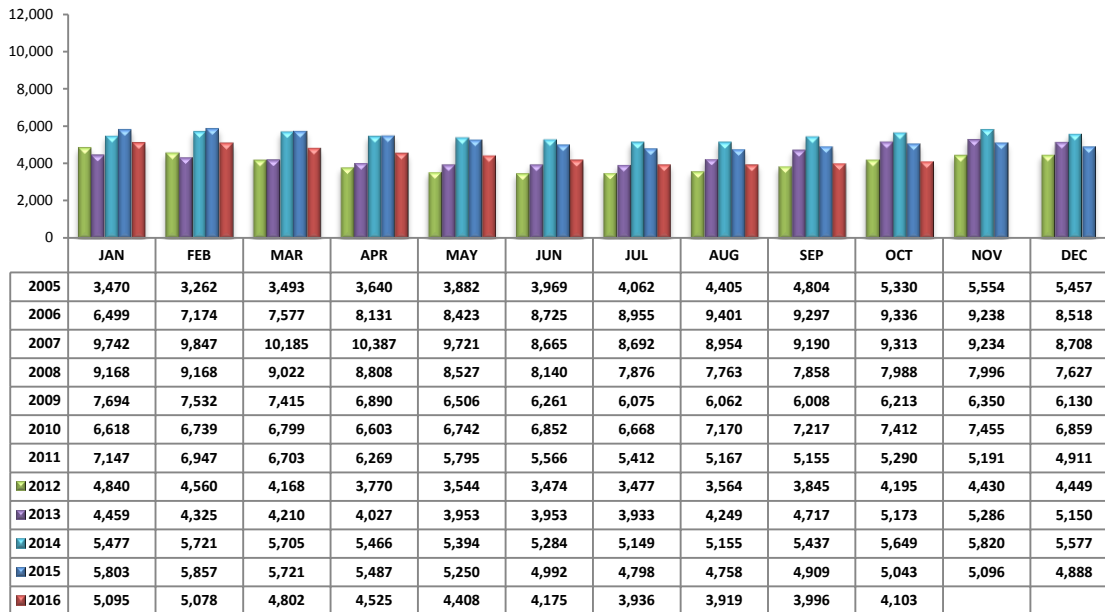
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$132,109	\$179,538	\$206,426	\$340,500	\$176,006
E	\$123,464	\$166,297	\$235,085	\$246,665	\$180,070
N	\$200,846	\$386,947	\$494,851	\$812,800	\$379,461
NE	\$140,630	\$225,738	\$357,242	\$467,500	\$261,581
NW	\$208,033	\$243,840	\$305,691	\$341,530	\$262,943
S	\$96,788	\$119,603	\$159,326	\$129,750	\$122,140
SE	\$138,166	\$174,724	\$211,459	\$292,112	\$193,638
SW	\$79,102	\$139,129	\$162,087	\$191,563	\$139,699
W	\$105,373	\$183,860	\$297,354	\$0	\$187,369
XNE	\$140,000	\$0	\$0	\$0	\$140,000
XNW	\$0	\$138,214	\$228,767	\$0	\$158,337
XS	\$185,500	\$169,508	\$218,038	\$261,004	\$193,665
XSW	\$124,892	\$172,615	\$199,666	\$0	\$149,189
XW	\$0	\$104,171	\$139,633	\$0	\$114,810

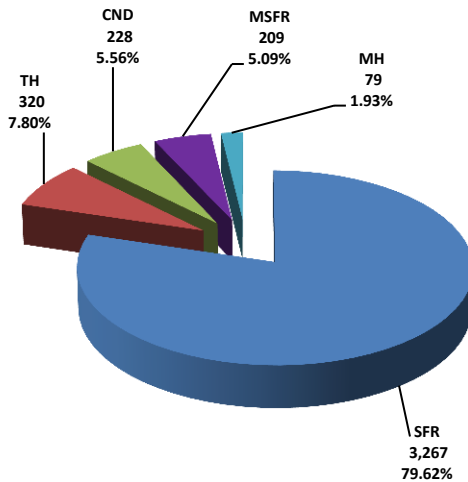
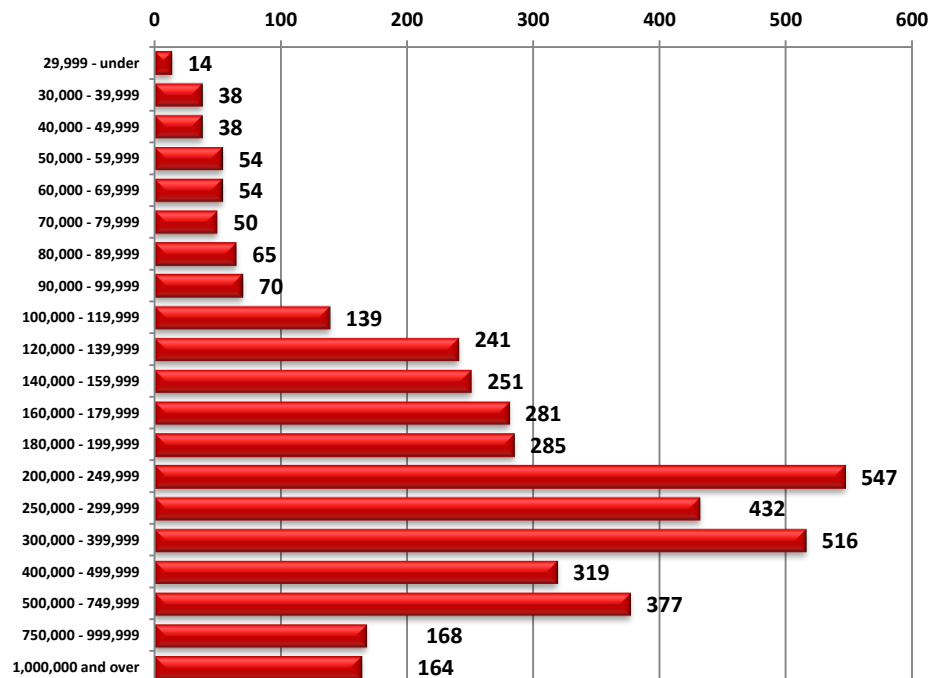
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	49	97	27	6	179
E	17	59	25	6	107
N	35	37	33	5	110
NE	13	21	20	2	56
NW	67	137	105	23	332
S	18	46	15	2	81
SE	3	63	32	8	106
SW	13	30	29	3	75
W	13	41	11	0	65
XNE	1	0	0	0	1
XNW	0	7	2	0	9
XS	16	35	29	4	84
XSW	25	13	6	0	44
XW	0	7	3	0	10

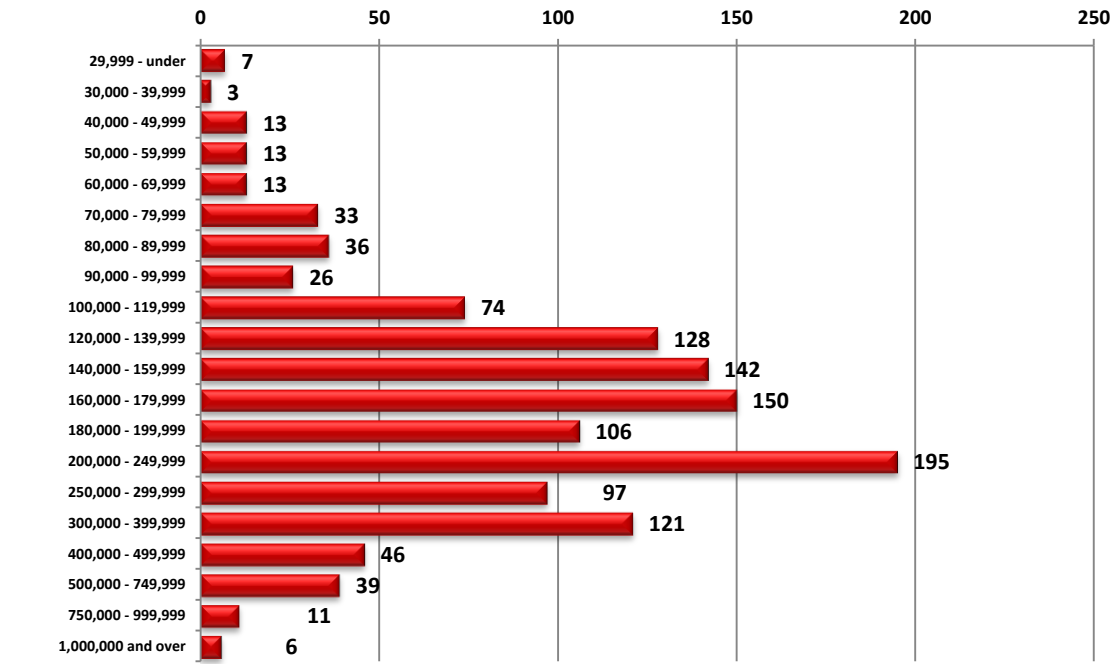
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**Active Listings**

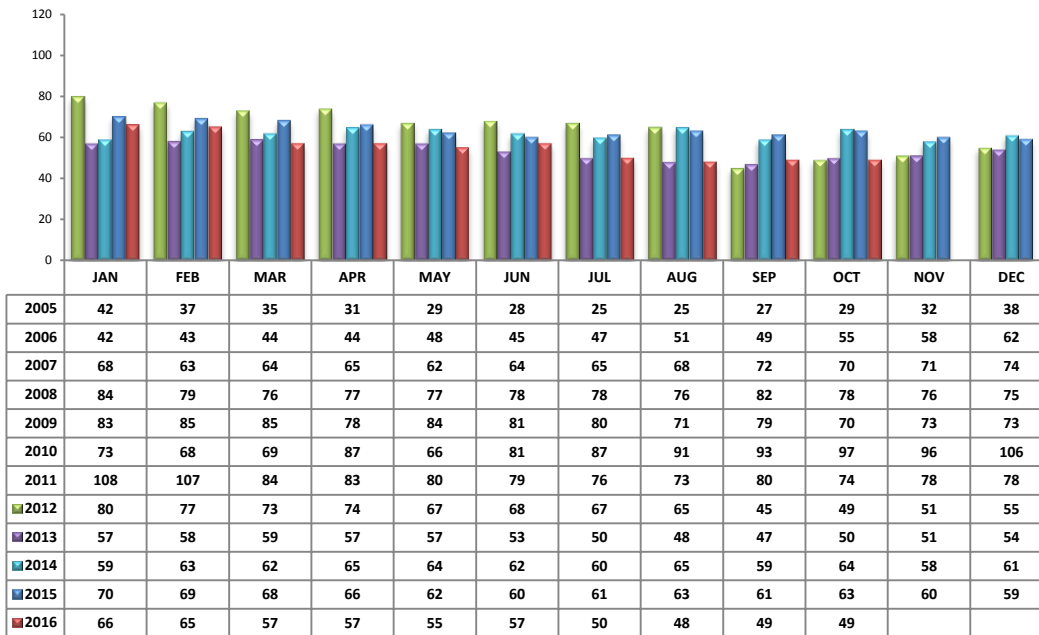
Area	# of Listings
C	492
E	160
N	520
NE	238
NW	1190
S	149
SE	266
SW	261
W	175
XNE	26
XNW	54
XS	332
XSW	204
XW	36

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

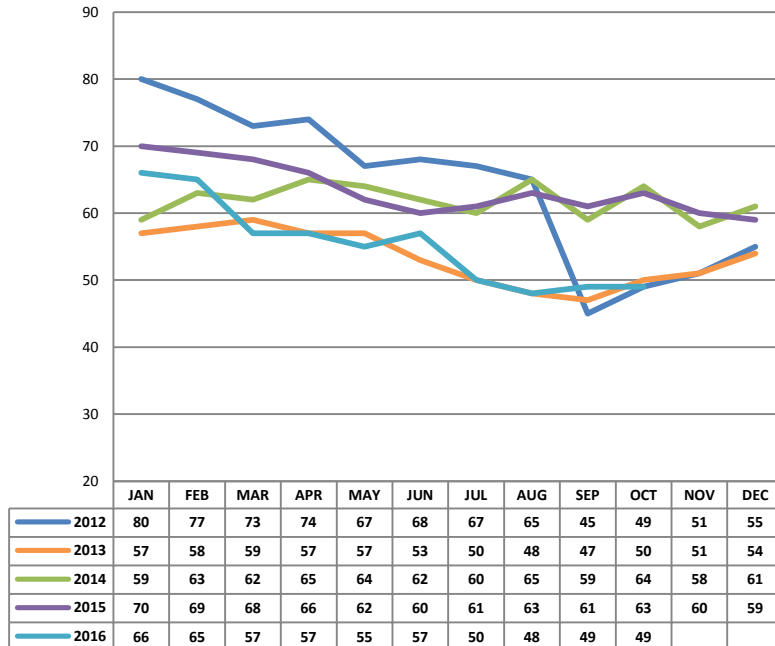
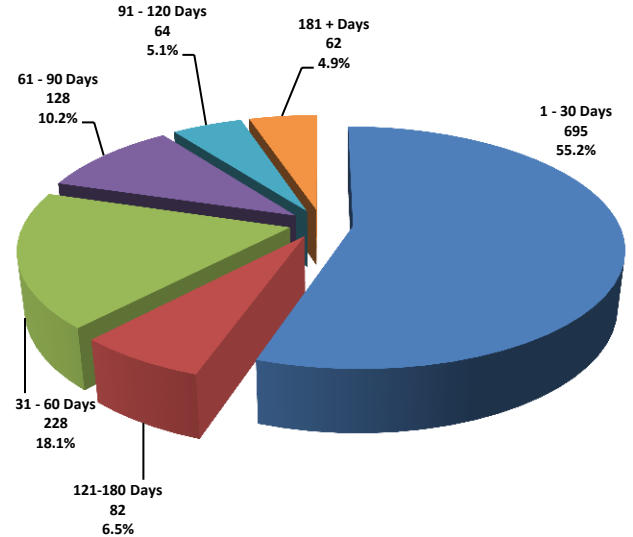
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**Sold Price Breakdown**

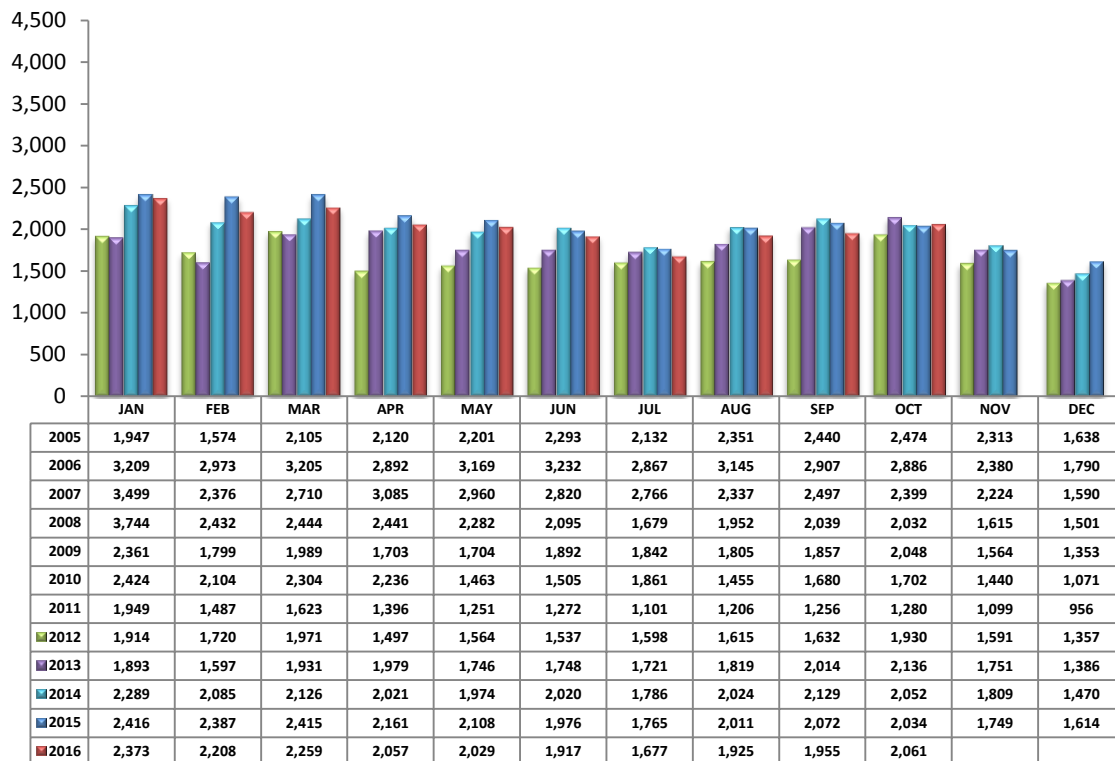
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**Average Days on Market/Listing – October 2016**

Area	Avg. DOM
C	38
E	35
N	72
NE	55
NW	57
S	23
SE	31
SW	50
W	45
XNE	116
XNW	33
XS	55
XSW	92
XW	53

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

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**New Listings – October 2016**

Area	# of Listings
C	271
E	141
N	204
NE	111
NW	543
S	125
SE	154
SW	136
W	111
XNE	1
XNW	29
XS	147
XSW	80
XW	8

\*Includes properties that were re-listed

\*\*Beginning October 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.
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
Oct 2016	135	314	46

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