

**For Immediate
Release:**
March 11, 2015

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics February 2015

Below are some highlights from the February Residential Sales Statistics:

- Total Sales Volume for February was \$195,792,147, a 24.89% increase from January's number of \$156,772,690.
- The Average Sales Price increased this month to \$209,403 from \$194,878 in January.
- Average List Price increased 7.24%, going from \$201,687 in January to \$216,281 in February.
- Total Under Contract increased by 12.98% since January.
- Total Unit Sales were up from 805 in January to 935 in February, resulting in a 16.15% increase.
- The Median Sales Price rose to \$167,000 this month from \$160,250 in January, a total of 4.21%.
- New Listings decreased 1.20% from January to February but have increased 14.48% since February 2014.
- Total Active Listings of 5,857 were up .93% since January's number of 5,803.
- Average Days on Market decreased to 69 this month from 70 in January.
- Conventional loan sales of 36.7 exceeded Cash Sales of 33.7% this month.

Henry Zipf
2015 TARMLS President



Lifestyle Opportunities:
No matter what area or type of home you are interested in, you have a variety of options.

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With the complexity of a real estate transaction, you need a REALTOR®.



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February 2015 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
February	\$195,792,147	\$188,915,109	3.64%
January	\$156,772,690	\$168,462,403	-6.94%
Month % Change	24.89%	12.14%	

Average Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
February	\$209,403	\$196,581	6.52%
January	\$194,878	\$197,262	-1.21%
Month % Change	7.45%	-0.35%	

Average List Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
February	\$216,281	\$202,787	6.65%
January	\$201,687	\$203,061	-0.68%
Month % Change	7.24%	-0.13%	

Total Under Contract

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
February	1,993	1,961	1.63%
January	1,764	1,804	-2.22%
Month % Change	12.98%	8.70%	

Total Unit Sales

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
February	935	961	-2.71%
January	805	854	-5.74%
Month % Change	16.15%	12.53%	

Median Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
February	\$167,000	\$158,000	5.70%
January	\$160,250	\$157,250	1.91%
Month % Change	4.21%	0.48%	

New Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
February	2,387	2,085	14.48%
January	2,416	2,289	5.55%
Month % Change	-1.20%	-8.91%	

Active Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
February	5,857	5,721	2.38%
January	5,803	5,477	5.95%
Month % Change	0.93%	4.45%	

February 2015 - 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	220	34	15.45%	85740	0	0	0.00%
85145	16	3	18.75%	85648	0	0	0.00%	85714	15	3	20.00%	85741	99	28	28.28%
85321	0	0	0.00%	85653	106	17	16.04%	85715	131	19	14.50%	85742	173	29	16.76%
85601	0	0	0.00%	85654	0	0	0.00%	85716	153	29	18.95%	85743	196	50	25.51%
85602	3	0	0.00%	85658	245	22	8.98%	85717	0	0	0.00%	85745	169	35	20.71%
85611	0	0	0.00%	85701	27	1	3.70%	85718	339	46	13.57%	85746	107	21	19.63%
85614	282	43	15.25%	85704	185	34	18.38%	85719	147	29	19.73%	85747	178	35	19.66%
85616	0	0	0.00%	85705	87	14	16.09%	85730	150	31	20.67%	85748	102	33	32.35%
85619	24	2	8.33%	85706	44	21	47.73%	85734	0	0	0.00%	85749	188	23	12.23%
85622	79	10	12.66%	85709	0	0	0.00%	85735	79	7	8.86%	85750	337	33	9.79%
85623	12	1	8.33%	85710	198	39	19.70%	85736	28	2	7.14%	85755	264	34	12.88%
85629	220	35	15.91%	85711	143	26	18.18%	85737	246	34	13.82%	85756	76	22	28.95%
85641	264	24	9.09%	85712	135	22	16.30%	85739	313	32	10.22%	85757	76	12	15.79%

NOTE:

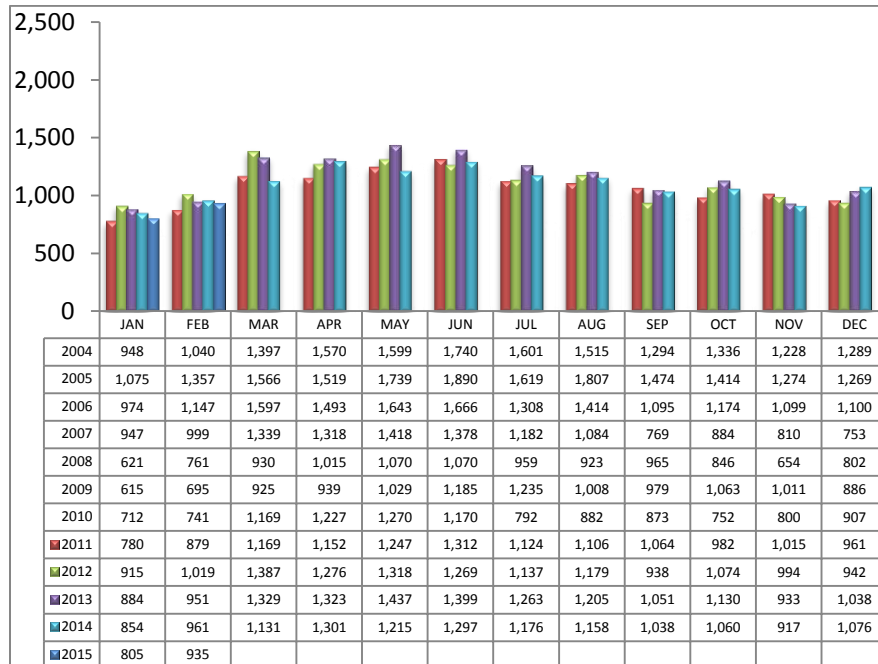
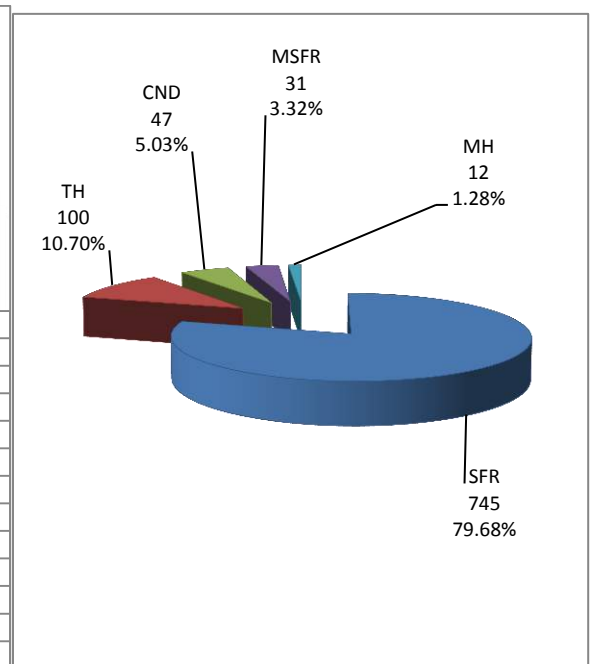
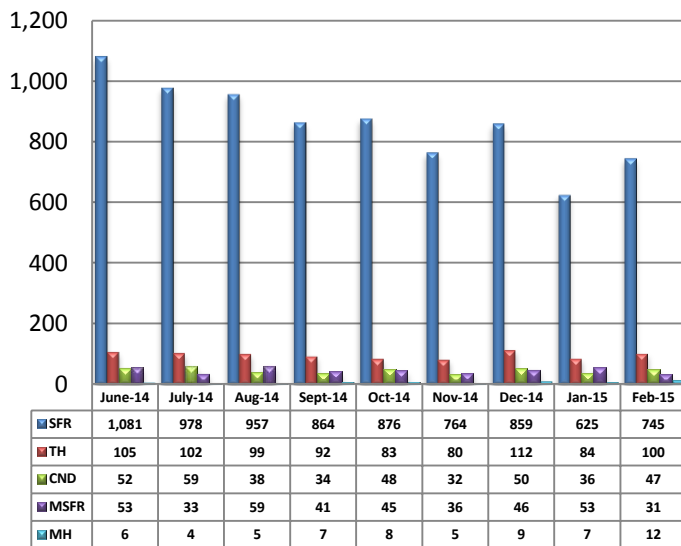
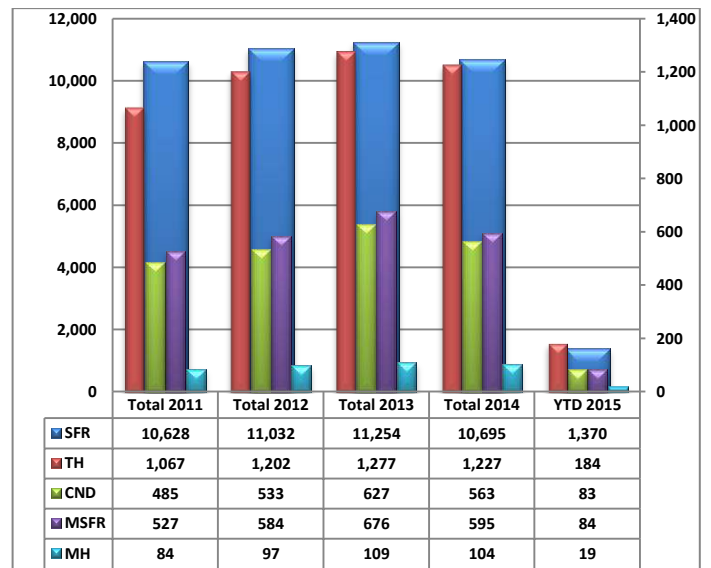
85637- 1 active listing

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	28	10	0	9	47	11	C	684	1 -30 Days	366	
\$30,000 to \$39,999	34	4	1	4	43	20	E	297	31-60 Days	170	
\$40,000 to \$49,999	65	19	5	4	93	10	N	724	61 - 90 Days	123	
\$50,000 to \$59,999	72	21	5	6	104	16	NE	330	91-120 Days	110	
\$60,000 to \$69,999	81	14	7	8	110	17	NW	1669	121 - 180 Days	106	
\$70,000 to \$79,999	103	34	9	12	158	17	S	163	Over 180 Days	59	
\$80,000 to \$89,999	98	40	10	8	156	19	SE	465	Avg. Days on Market		
\$90,000 to \$99,999	127	47	15	8	197	40	SW	359	69		
\$100,000 to \$119,999	285	138	26	27	476	69	W	270	Avg. Sold Price		
\$120,000 to \$139,999	397	170	42	34	643	102	XNE	24	\$209,403		
\$140,000 to \$159,999	441	193	23	32	689	119	XNW	76	Median Sale Price		
\$160,000 to \$179,999	459	139	26	24	648	81	XS	466	\$167,000		
\$180,000 to \$199,999	392	82	21	23	518	58	XSW	290	New Listings		
\$200,000 to \$249,999	760	181	17	43	1001	127	XW	40	2,387		
\$250,000 to \$299,999	629	107	16	40	792	82	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	679	100	13	34	826	66	C	120	\$18,620,617		
\$400,000 to \$499,999	362	59	5	11	437	30	E	73	\$11,203,665		
\$500,000 to \$749,999	474	36	1	9	520	42	N	84	\$31,991,900		
\$750,000 to \$999,999	175	11	0	4	190	4	NE	44	\$13,588,000		
\$1,000,000 and over	196	2	1	3	202	5	NW	254	\$65,007,408		
							S	56	\$5,454,754		
							SE	81	\$14,367,382		
							SW	50	\$5,772,484		
							W	49	\$9,768,156		
							XNE	2	\$1,008,414		
							XNW	12	\$1,105,500		
							XS	67	\$12,601,067		
Totals	5,857	1,407	243	343	7,850	935	XSW	32	\$4,492,900		
							XW	11	\$809,900		
							Total Volume		\$195,792,147		
Feb-15		Feb-14	% Change	YTD 2015	YTD 2014	% Change					
Home Sales Volume	\$195,792,147	\$188,915,109	3.64%	\$352,564,837	\$357,377,512	-1.35%					
Home Sales Units	935	961	-2.71%	1,740	1,815	-4.13%					
Average Sales Price (All Residential)	\$209,403	\$196,581	6.52%	\$202,141	\$196,922	2.65%					
Median Sales Price	\$167,000	\$158,000	5.70%	\$163,625	\$157,625	3.81%					
Average Days on Market:	69	63	9.52%	70	61	14.75%					
Average List Price for Sold:	\$216,281	\$202,787	6.65%	\$208,984	\$202,924	2.99%					
SP/LP %	96.82%	96.94%		96.73%	97.04%						
Total Under Contract	1,993	1,961	1.63%								
Active Listings	5,857	5,721	2.38%								
New Listings	2,387	2,085	14.48%								

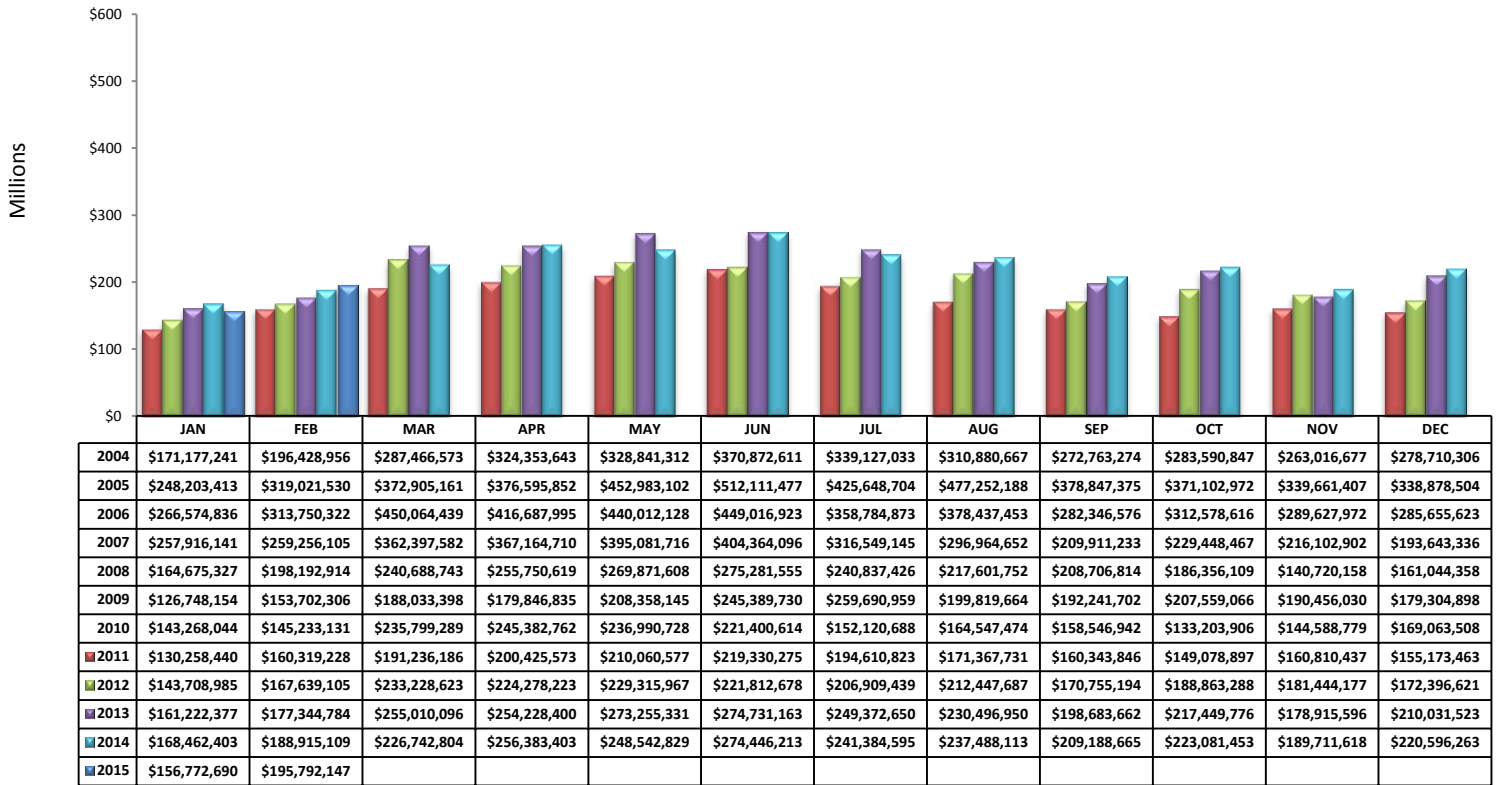
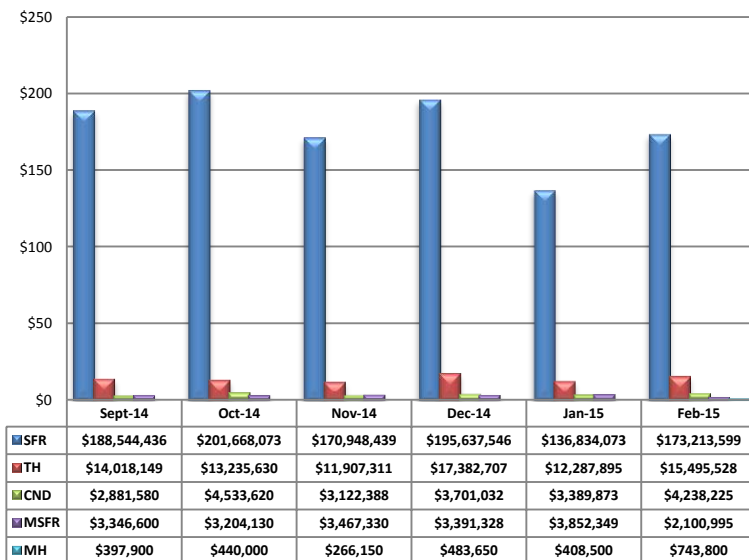
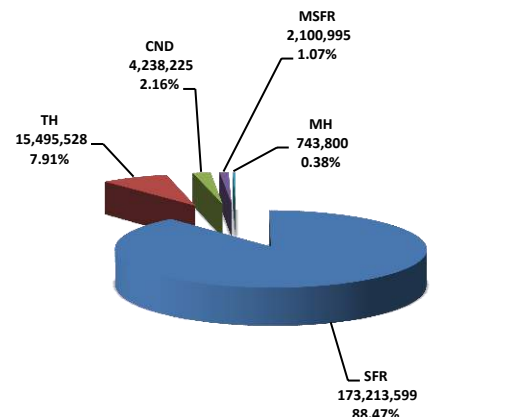
Types of Financing	Totals
FHA	144
VA	99
Other	26
Cash	315
Conventional	343
Cash/Loan	0
Carryback	8

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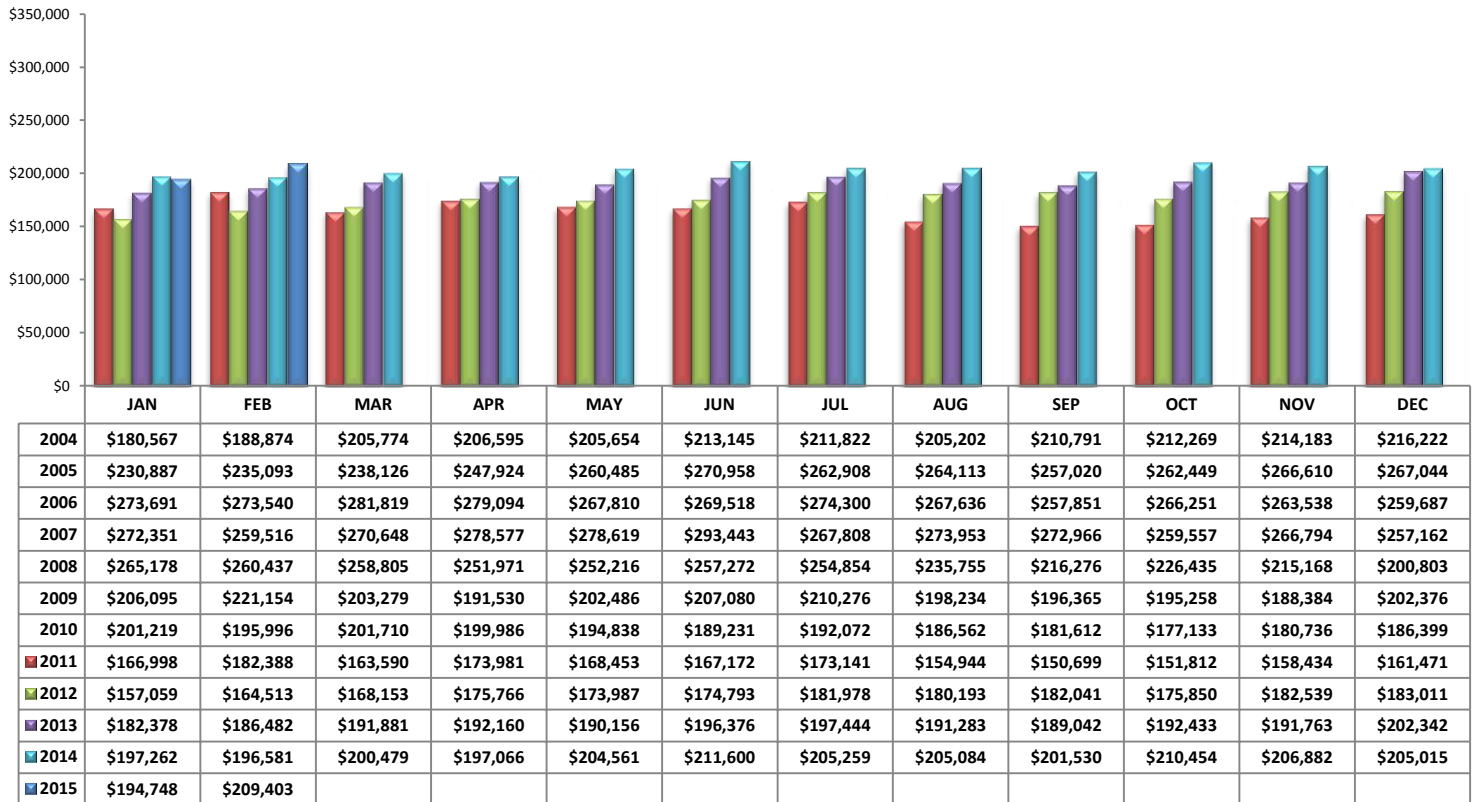
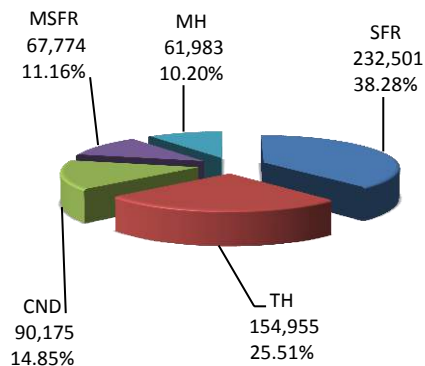
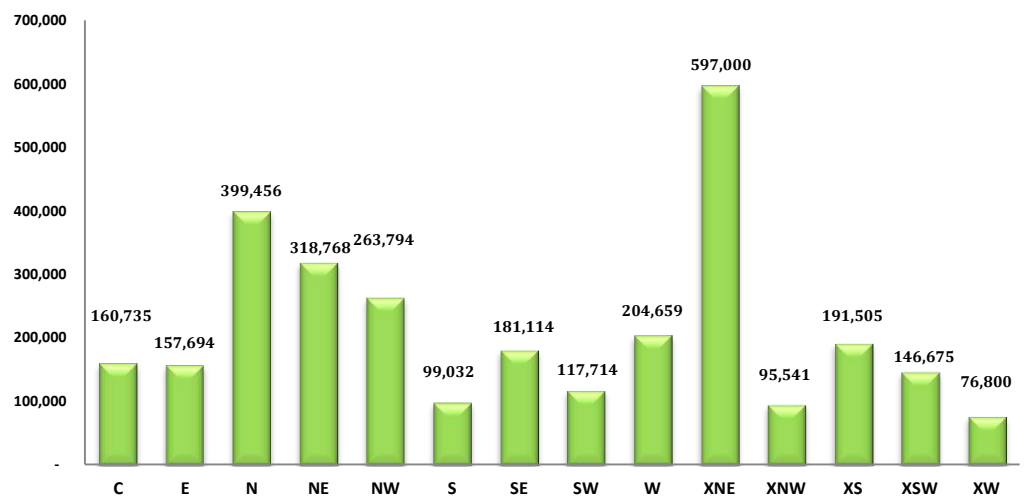
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Total Unit Sales – February 2015**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

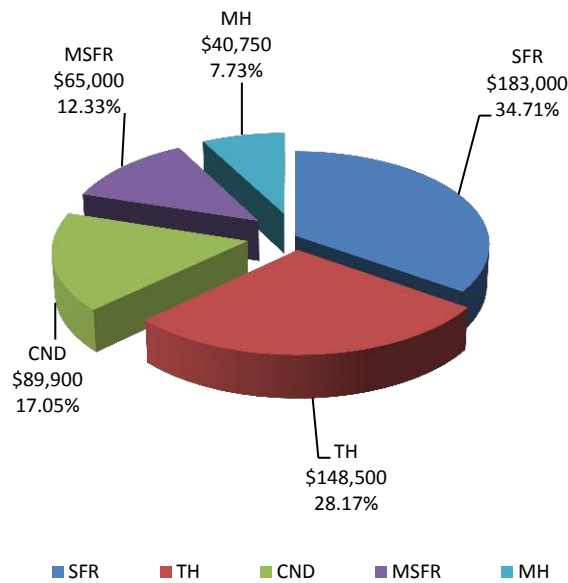
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Total Sales Volume - February 2015**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

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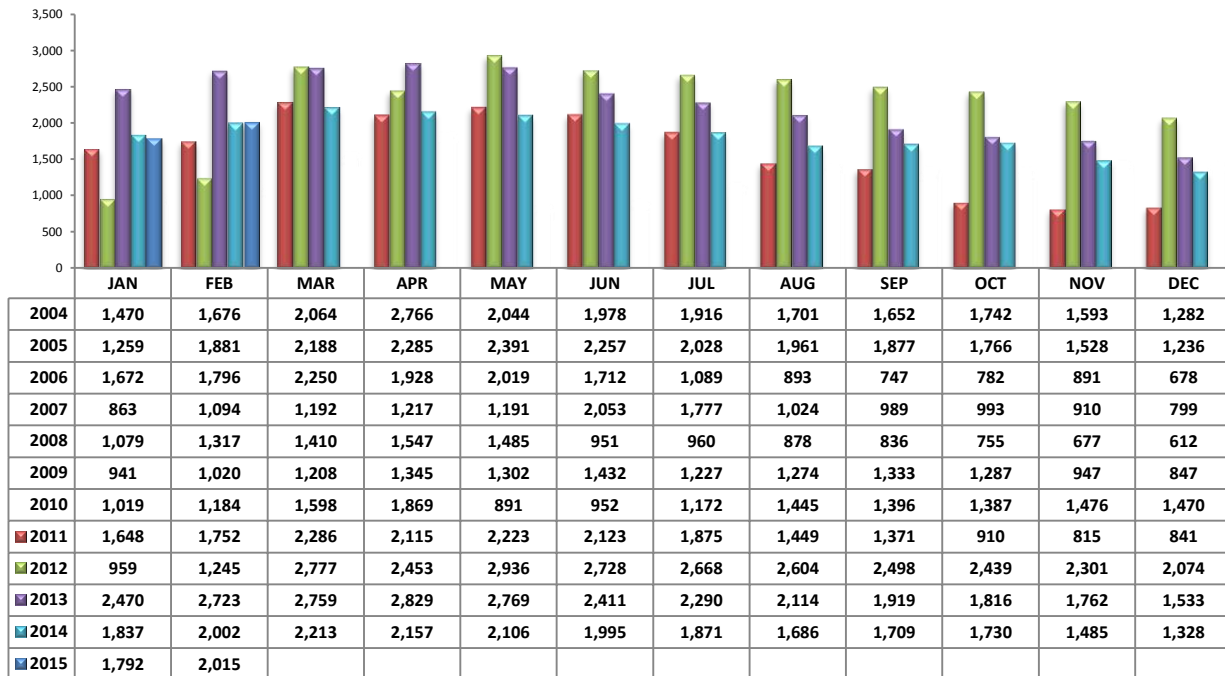
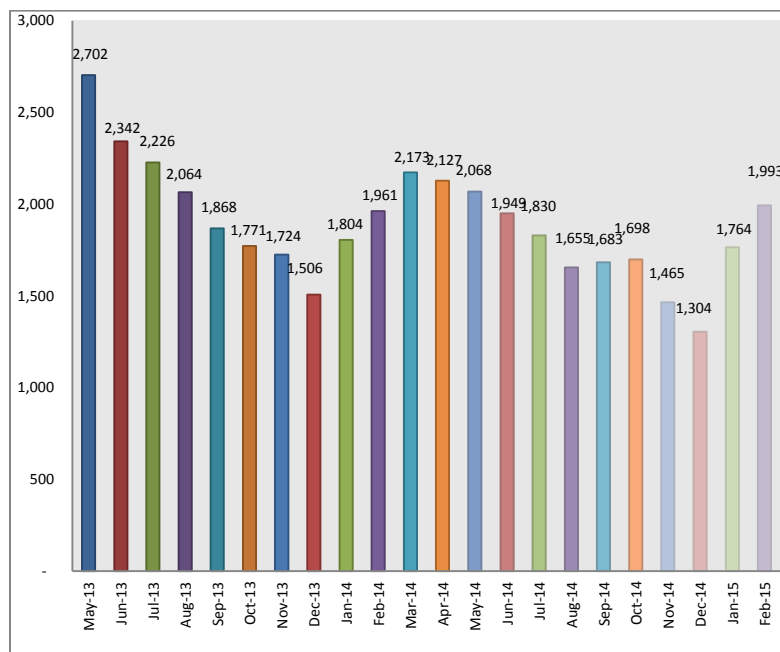
Average Sales Price – February 2015**Average Sales Price by Type – February 2015****Average "Listing" Price per Area – February 2015**

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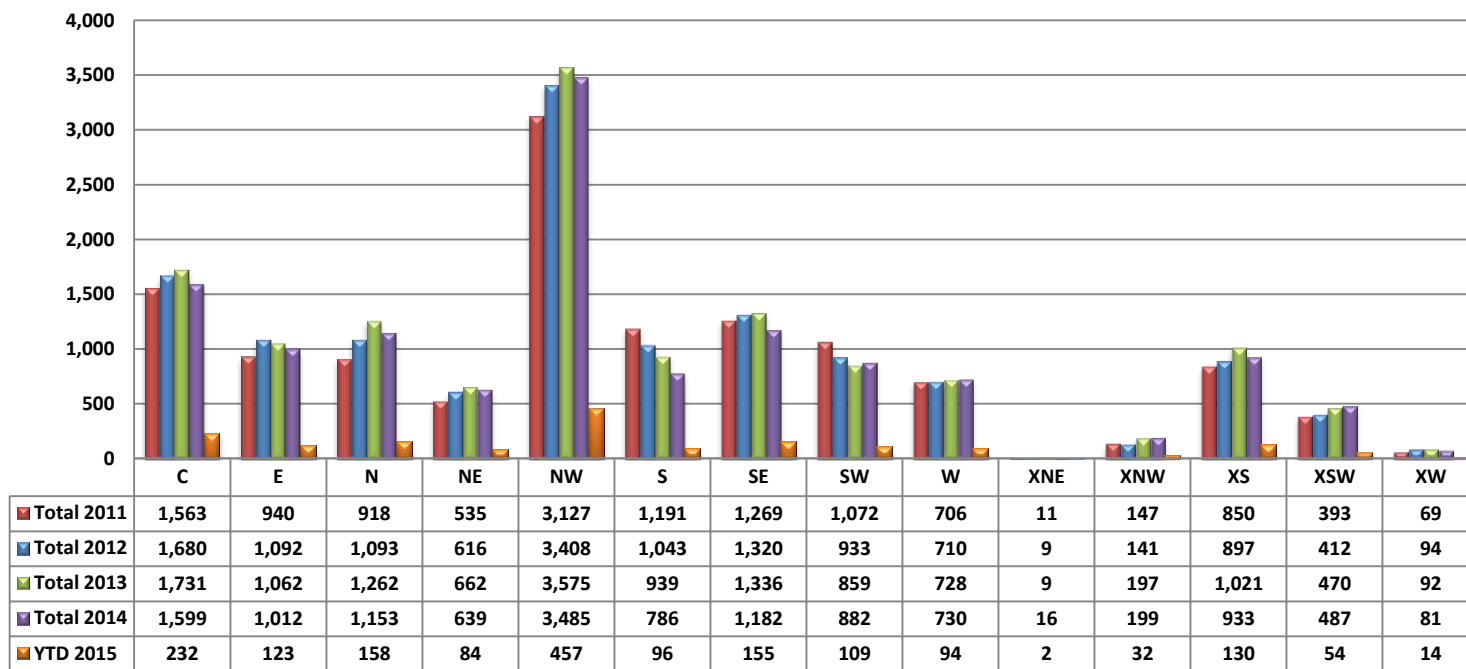
Median Sale Price – by Type**Median Sale Price – February 2015**

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2004	\$148,000	\$150,000	\$157,000	\$159,900	\$162,487	\$169,700	\$167,000	\$167,500	\$169,950	\$172,000	\$177,000	\$170,000
2005	\$177,000	\$186,500	\$190,000	\$196,000	\$209,000	\$222,000	\$221,650	\$220,000	\$220,915	\$225,000	\$226,465	\$221,900
2006	\$219,000	\$225,900	\$219,000	\$220,000	\$223,000	\$225,000	\$225,000	\$221,138	\$214,000	\$211,383	\$216,000	\$215,995
2007	\$220,365	\$219,500	\$220,815	\$224,921	\$223,000	\$225,000	\$217,000	\$220,495	\$215,000	\$210,000	\$212,000	\$210,000
2008	\$203,000	\$199,900	\$200,000	\$195,000	\$202,000	\$200,000	\$199,900	\$185,000	\$180,000	\$180,000	\$177,300	\$168,000
2009	\$163,000	\$177,750	\$165,000	\$162,500	\$169,900	\$165,000	\$169,000	\$162,335	\$163,000	\$158,000	\$162,500	\$154,262
2010	\$160,000	\$150,000	\$157,680	\$159,000	\$151,000	\$149,450	\$150,000	\$150,750	\$145,855	\$140,000	\$139,900	\$139,500
2011	\$134,250	\$137,000	\$125,000	\$132,000	\$127,000	\$126,000	\$125,000	\$122,200	\$117,500	\$120,000	\$122,000	\$120,000
2012	\$125,000	\$125,000	\$132,900	\$134,000	\$140,000	\$140,000	\$140,000	\$145,000	\$144,950	\$143,000	\$144,627	\$147,500
2013	\$145,000	\$149,000	\$150,050	\$157,000	\$156,500	\$160,000	\$159,900	\$160,500	\$155,399	\$155,000	\$159,500	\$157,900
2014	\$157,250	\$158,000	\$162,000	\$164,900	\$167,000	\$168,815	\$170,000	\$163,000	\$165,000	\$166,500	\$165,000	\$165,000
2015	\$160,000	\$167,000										

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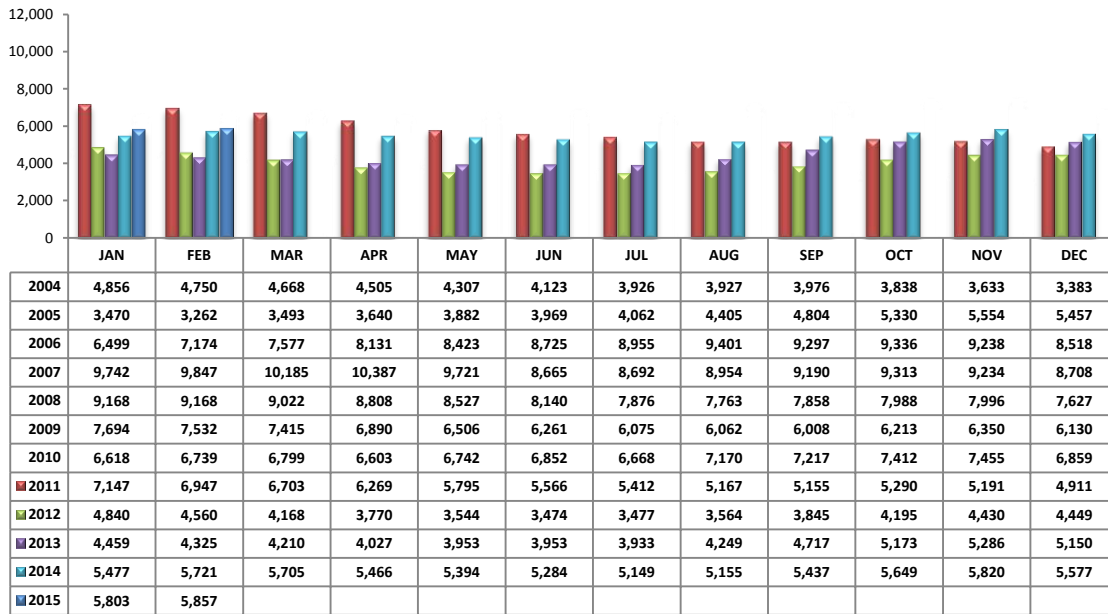
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$115,961	\$143,114	\$237,831	\$306,250	\$155,171
E	\$103,588	\$139,814	\$176,488	\$288,000	\$153,474
N	\$243,404	\$341,304	\$462,954	\$1,266,666	\$380,855
NE	\$136,500	\$316,464	\$371,364	\$445,125	\$308,818
NW	\$218,741	\$249,480	\$284,960	\$367,263	\$255,934
S	\$72,393	\$97,475	\$107,575	\$122,666	\$97,406
SE	\$122,897	\$141,164	\$234,063	\$267,281	\$177,375
SW	\$57,081	\$111,490	\$157,281	\$120,500	\$115,449
W	\$168,516	\$188,011	\$289,307	\$169,750	\$199,350
XNE	\$550,000	\$458,414	\$0	\$0	\$504,207
XNW	\$40,000	\$104,500	\$72,833	\$180,000	\$92,125
XS	\$166,009	\$195,747	\$197,120	\$202,655	\$188,075
XSW	\$135,021	\$137,128	\$213,750	\$0	\$140,403
XW	\$69,475	\$78,666	\$60,000	\$0	\$73,627

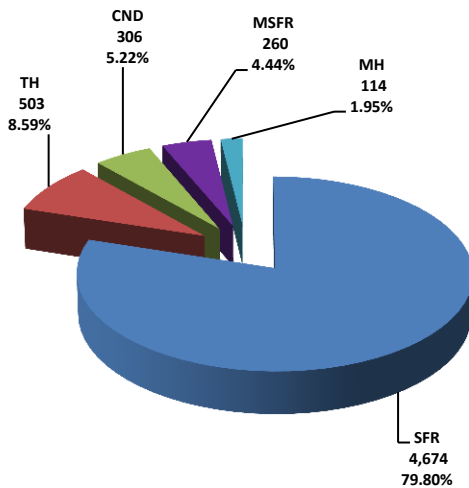
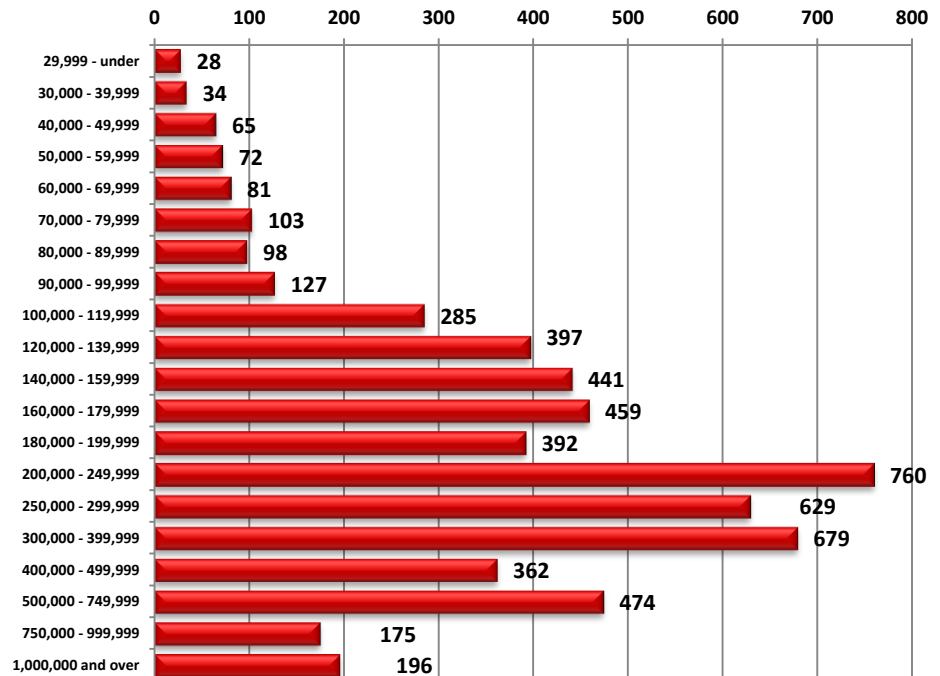
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	44	51	21	4	120
E	9	34	28	2	73
N	23	35	23	3	84
NE	9	17	14	4	44
NW	65	112	66	11	254
S	8	33	12	3	56
SE	8	42	25	6	81
SW	11	20	17	2	50
W	6	34	7	2	49
XNE	1	1	0	0	2
XNW	2	6	3	1	12
XS	19	31	12	5	67
XSW	23	7	2	0	32
XW	4	6	1	0	11

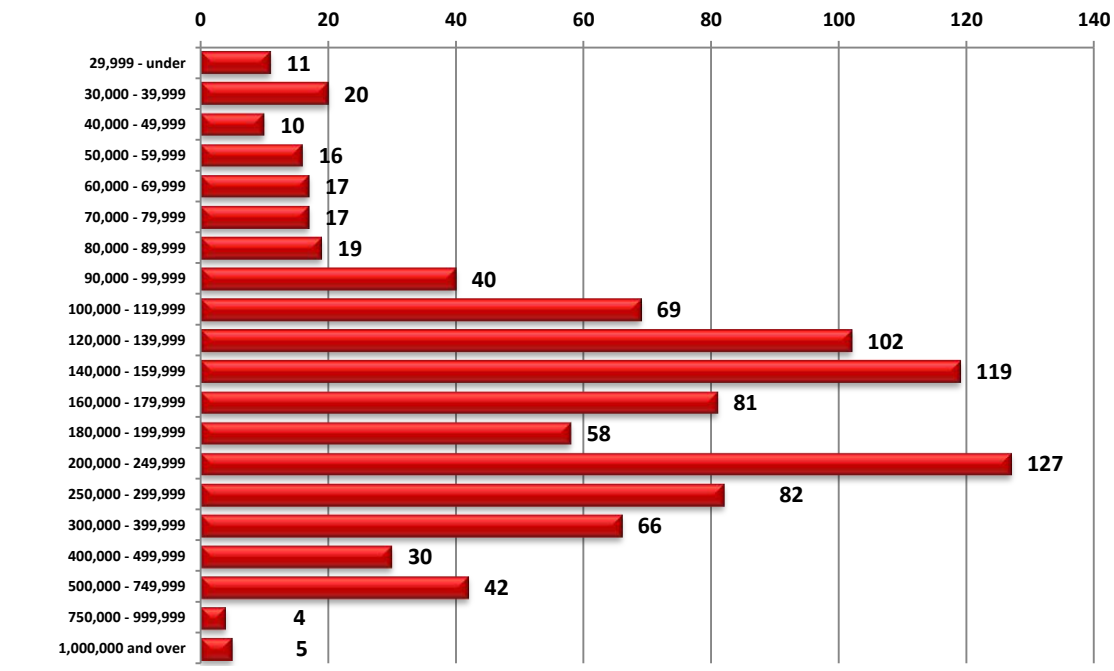
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Active Listings

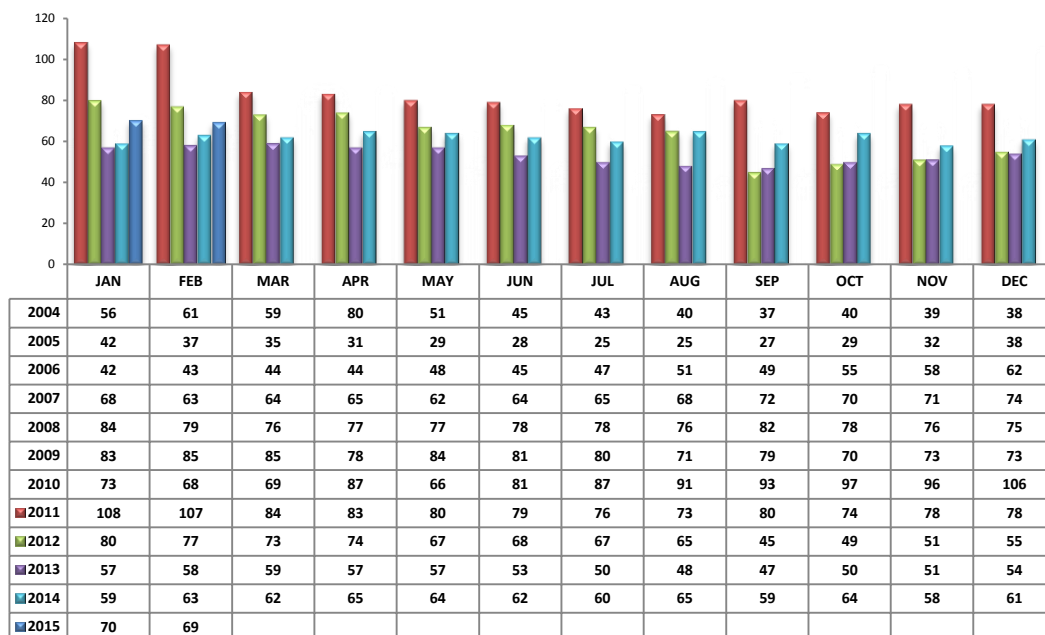
Area	# of Listings
C	684
E	297
N	724
NE	330
NW	1669
S	163
SE	465
SW	359
W	270
XNE	24
XNW	76
XS	466
XSW	290
XW	40

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

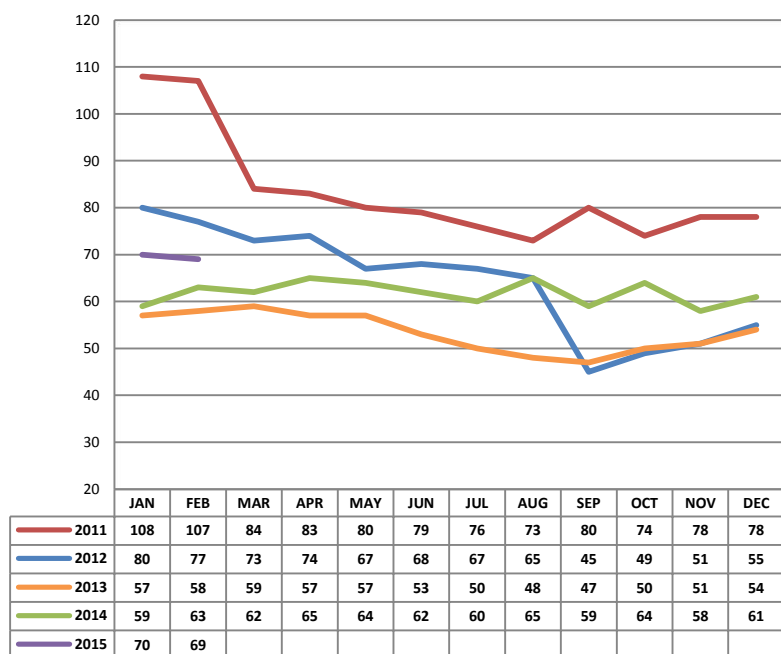
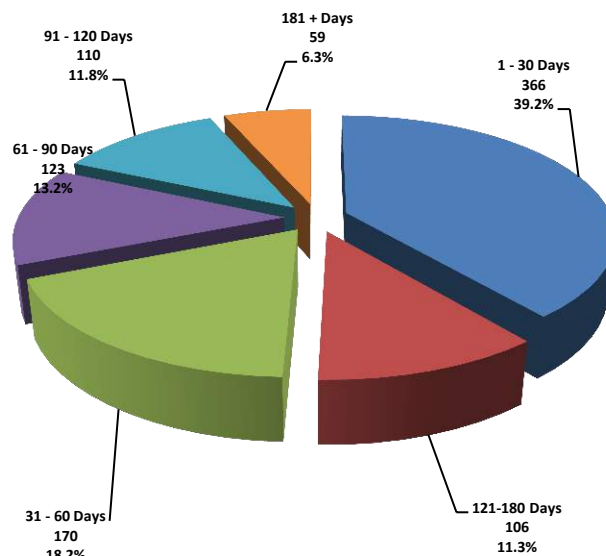
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Sold Price Breakdown

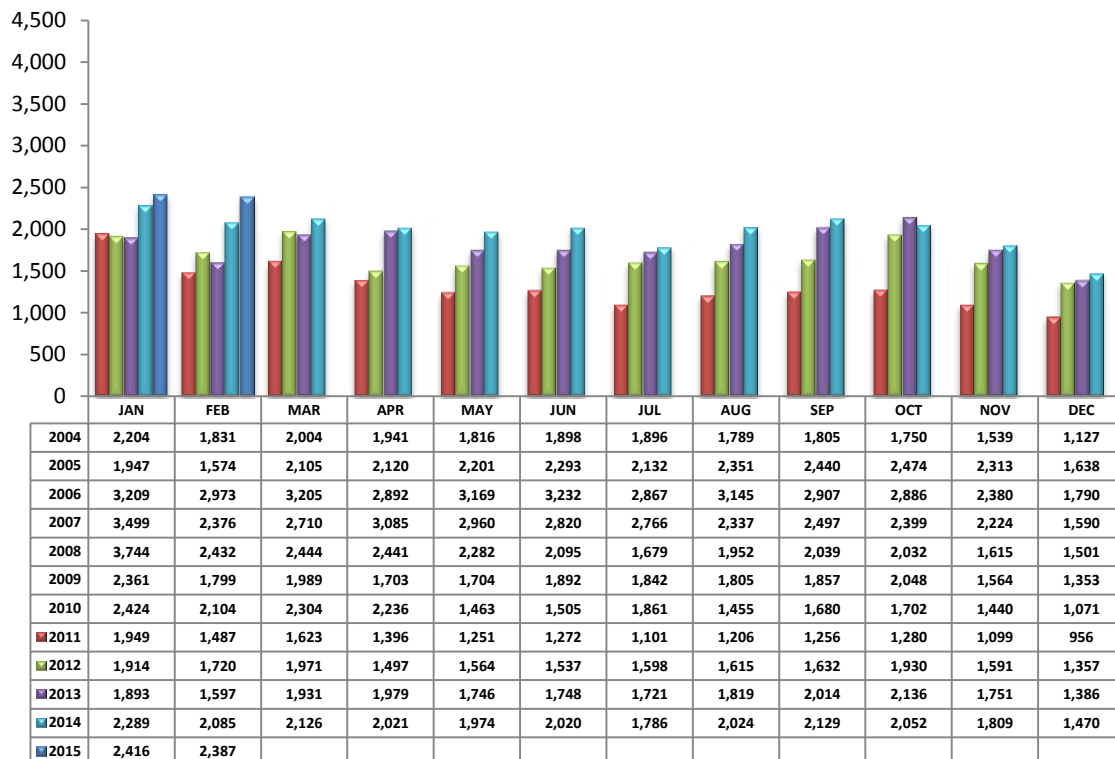
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Average Days on Market/Listing – February 2015

Area	Avg. DOM
C	77
E	58
N	68
NE	77
NW	69
S	43
SE	68
SW	76
W	68
XNE	43
XNW	78
XS	78
XSW	87
XW	53

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

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 Tucson Association of REALTORS® Multiple Listing Service. 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® nor the MLS guarantees, or is in any way responsible for its accuracy.

New Listings – February 2015

Area	# of Listings
C	316
E	143
N	272
NE	124
NW	627
S	109
SE	193
SW	147
W	126
XNE	4
XNW	30
XS	191
XSW	90
XW	15

*Includes properties that were re-listed

**Beginning February 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.
May 2014	256	467	54
June 2014	238	422	62
July 2014	235	462	69
Aug 2014	213	464	59
Sept 2014	232	380	57
Oct 2014	201	410	51
Nov 2014	170	371	60
Dec 2014	383	365	61
Jan 2015	232	446	59
Feb 2015	202	351	39

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