

**For Immediate  
Release:**  
**February 6, 2015**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics January 2015**

Below are some highlights from the January Residential Sales Statistics:

- The Average Sales Price fell slightly this month from \$205,015 in December to \$194,878, a 4.94% decrease.
- Average List Price for January was \$201,687, a 4.90% decrease since December's number of \$212,078.
- Total Under Contract increased by 35.28% from December.
- Total Unit Sales dropped from 1,076 in December to 805 in January resulting in a 25.19% decrease.
- The Median Sales Price dropped to \$160,250 this month, compared to last month's number of \$165,000, resulting in a 2.88% decrease.
- New Listings increased 64.35% from December to January.
- Total Sales Volume for January was \$156,772,690, a 28.93% decrease from last month's number of \$220,596,263.
- Total Active Listings of 5,803 is an increase of 4.05% since December's number of 5,577, and an increase of 5.95% since January 2014.
- Average Days on Market increased to 70 this month from 61 in December.
- Conventional loan sales of 37.5 exceeded Cash Sales of 34.8% this month.



**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®.

Henry Zipf  
2015 TARMLS President



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## January 2015 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$156,772,690	\$168,462,403	-6.94%
December	\$220,596,263	\$210,031,523	5.03%
Month % Change	-28.93%	-19.79%	

### Average Sales Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$194,878	\$197,262	-1.21%
December	\$205,015	\$202,342	1.32%
Month % Change	-4.94%	-2.51%	

### Average List Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$201,687	\$203,061	-0.68%
December	\$212,078	\$208,818	1.56%
Month % Change	-4.90%	-2.76%	

### Total Under Contract

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	1,764	1,804	-2.22%
December	1,304	1,506	-13.41%
Month % Change	35.28%	19.79%	

### Total Unit Sales

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	805	854	-5.74%
December	1,076	1,038	3.66%
Month % Change	-25.19%	-17.73%	

### Median Sales Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$160,250	\$157,250	1.91%
December	\$165,000	\$157,900	4.50%
Month % Change	-2.88%	-0.41%	

### New Listings

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	2,416	2,289	5.55%
December	1,470	1,386	6.06%
Month % Change	64.35%	65.15%	

### Active Listings

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	5,803	5,477	5.95%
December	5,577	5,150	8.29%
Month % Change	4.05%	6.35%	

## January 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	210	29	13.81%	85740	0	0	0.00%
85145	18	4	22.22%	85648	0	0	0.00%	85714	15	8	53.33%	85741	91	23	25.27%
85321	0	0	0.00%	85653	120	18	15.00%	85715	138	15	10.87%	85742	197	26	13.20%
85601	0	0	0.00%	85654	0	0	0.00%	85716	154	32	20.78%	85743	212	26	12.26%
85602	6	1	16.67%	85658	239	30	12.55%	85717	0	0	0.00%	85745	176	22	12.50%
85611	0	0	0.00%	85701	25	3	12.00%	85718	324	31	9.57%	85746	106	21	19.81%
85614	279	31	11.11%	85704	174	25	14.37%	85719	136	17	12.50%	85747	157	28	17.83%
85616	0	0	0.00%	85705	77	23	29.87%	85730	146	34	23.29%	85748	97	10	10.31%
85619	21	0	0.00%	85706	46	12	26.09%	85734	0	0	0.00%	85749	174	24	13.79%
85622	81	5	6.17%	85709	0	0	0.00%	85735	80	6	7.50%	85750	314	32	10.19%
85623	12	1	8.33%	85710	213	39	18.31%	85736	25	3	12.00%	85755	255	26	10.20%
85629	246	28	11.38%	85711	141	26	18.44%	85737	257	35	13.62%	85756	91	16	17.58%
85641	255	30	11.76%	85712	129	21	16.28%	85739	292	25	8.56%	85757	74	19	25.68%

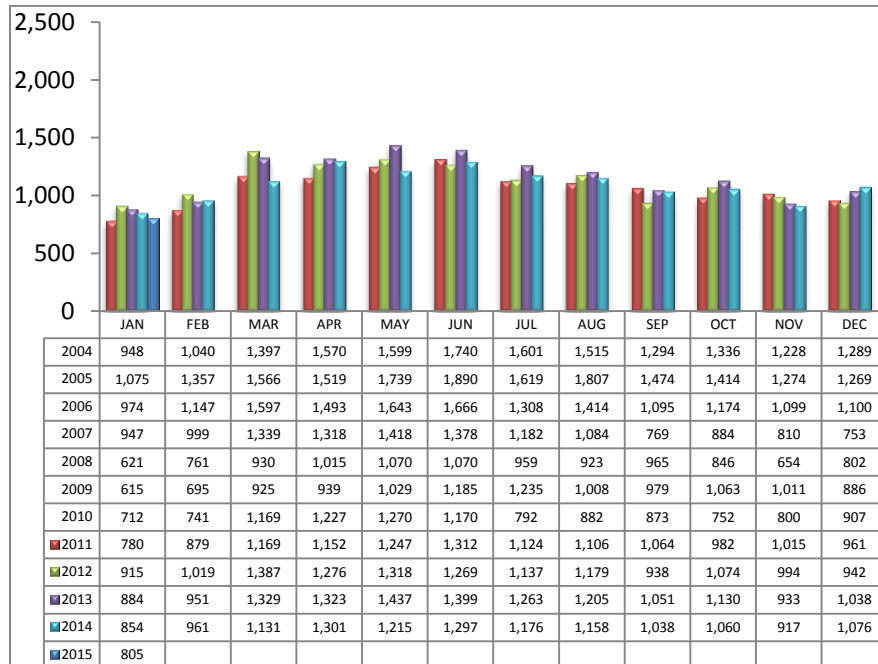
Residential Listing Statistics							Active Listings		Days on Market		
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold		
Under \$29,999	29	9	0	3	41	15	C	650	1 -30 Days	313	
\$30,000 to \$39,999	40	9	1	5	55	8	E	309	31-60 Days	154	
\$40,000 to \$49,999	64	9	4	9	86	16	N	684	61 - 90 Days	116	
\$50,000 to \$59,999	86	17	5	13	121	23	NE	325	91-120 Days	74	
\$60,000 to \$69,999	78	17	8	8	111	21	NW	1677	121 - 180 Days	90	
\$70,000 to \$79,999	114	29	11	7	161	26	S	173	Over 180 Days	58	
\$80,000 to \$89,999	91	27	12	9	139	27	SE	437	Avg. Days on Market 70		
\$90,000 to \$99,999	123	39	16	6	184	34	SW	359			
\$100,000 to \$119,999	273	118	20	23	434	76	W	266	Avg. Sold Price \$194,878		
\$120,000 to \$139,999	419	152	36	32	639	73	XNE	23			
\$140,000 to \$159,999	446	153	23	27	649	81	XNW	79	Median Sale Price \$160,250		
\$160,000 to \$179,999	482	116	21	33	652	78	XS	478			
\$180,000 to \$199,999	406	77	15	23	521	42	XSW	298	New Listings 2,416		
\$200,000 to \$249,999	787	138	15	48	988	93	XW	45			
\$250,000 to \$299,999	587	116	12	36	751	71	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	652	81	8	33	774	62	C	112	\$19,262,008		
\$400,000 to \$499,999	348	41	2	10	401	29	E	50	\$7,109,250		
\$500,000 to \$749,999	412	42	2	13	469	23	N	74	\$24,975,351		
\$750,000 to \$999,999	179	8	0	6	193	5	NE	40	\$10,263,234		
\$1,000,000 and over	187	7	1	3	198	2	NW	203	\$48,210,005		
							S	40	\$4,243,399		
							SE	74	\$12,410,680		
							SW	59	\$7,365,378		
							W	45	\$6,241,875		
							XNE	0	\$0		
							XNW	20	\$1,840,494		
							XS	63	\$12,393,016		
							XSW	22	\$2,302,900		
							XW	3	\$155,100		
Totals	5,803	1,205	212	347	7,567	805	Total Volume		\$156,772,690		
	Jan-15	Jan-14	% Change	YTD 2015	YTD 2014	% Change					
Home Sales Volume	\$156,772,690	\$168,462,403	-6.94%	\$156,772,690	\$168,462,403	-6.94%					
Home Sales Units	805	854	-5.74%	805	854	-5.74%					
Average Sales Price (All Residential)	\$194,878	\$197,262	-1.21%	\$194,878	\$197,262	-1.21%					
Median Sales Price	\$160,250	\$157,250	1.91%	\$160,250	\$157,250	1.91%					
Average Days on Market:	70	59	18.64%	70	59	18.64%					
Average List Price for Sold:	\$201,687	\$203,061	-0.68%	\$201,687	\$203,061	-0.68%					
SP/LP %	96.62%	97.14%		96.62%	97.14%						
Total Under Contract	1,764	1,804	-2.22%								
Active Listings	5,803	5,477	5.95%								
New Listings	2,416	2,289	5.55%								

Types of Financing		Totals
FHA		120
VA		69
Other		24
Cash		280
Conventional		302
Cash/Loan		0
Carryback		10

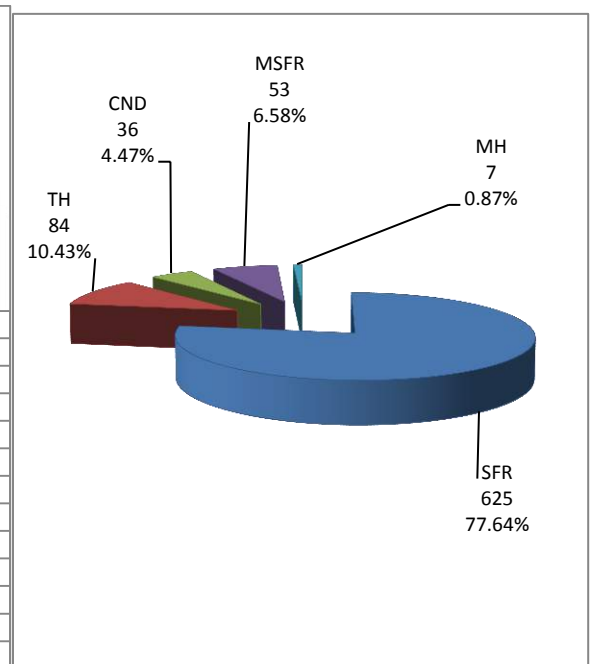
Types of Financing	Totals
FHA	120
VA	69
Other	24
Cash	280
Conventional	302
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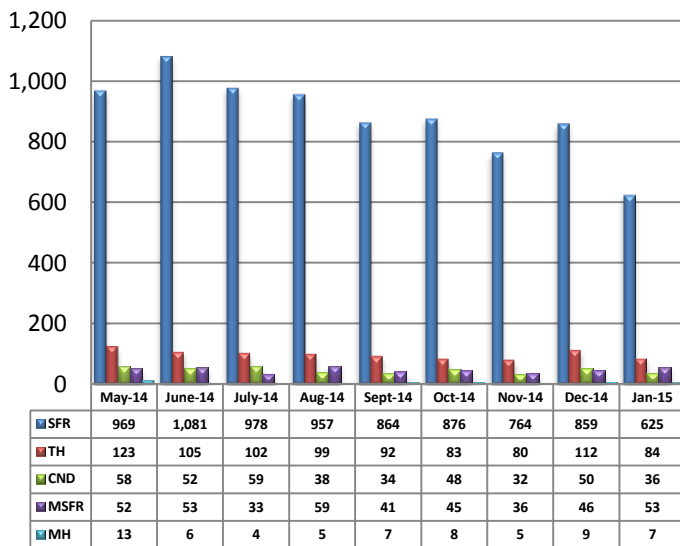
### Total Unit Sales - January 2015



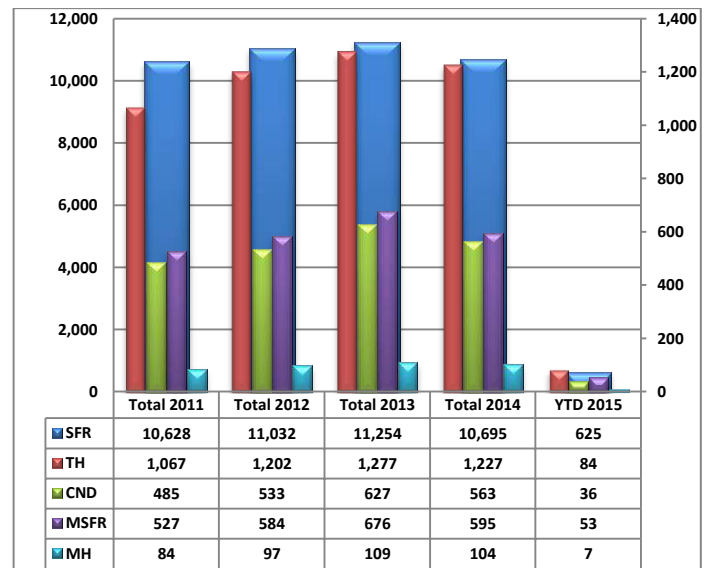
### Unit Sales - Breakdown by Type



### Total Unit Sales By Type - Monthly Comparison

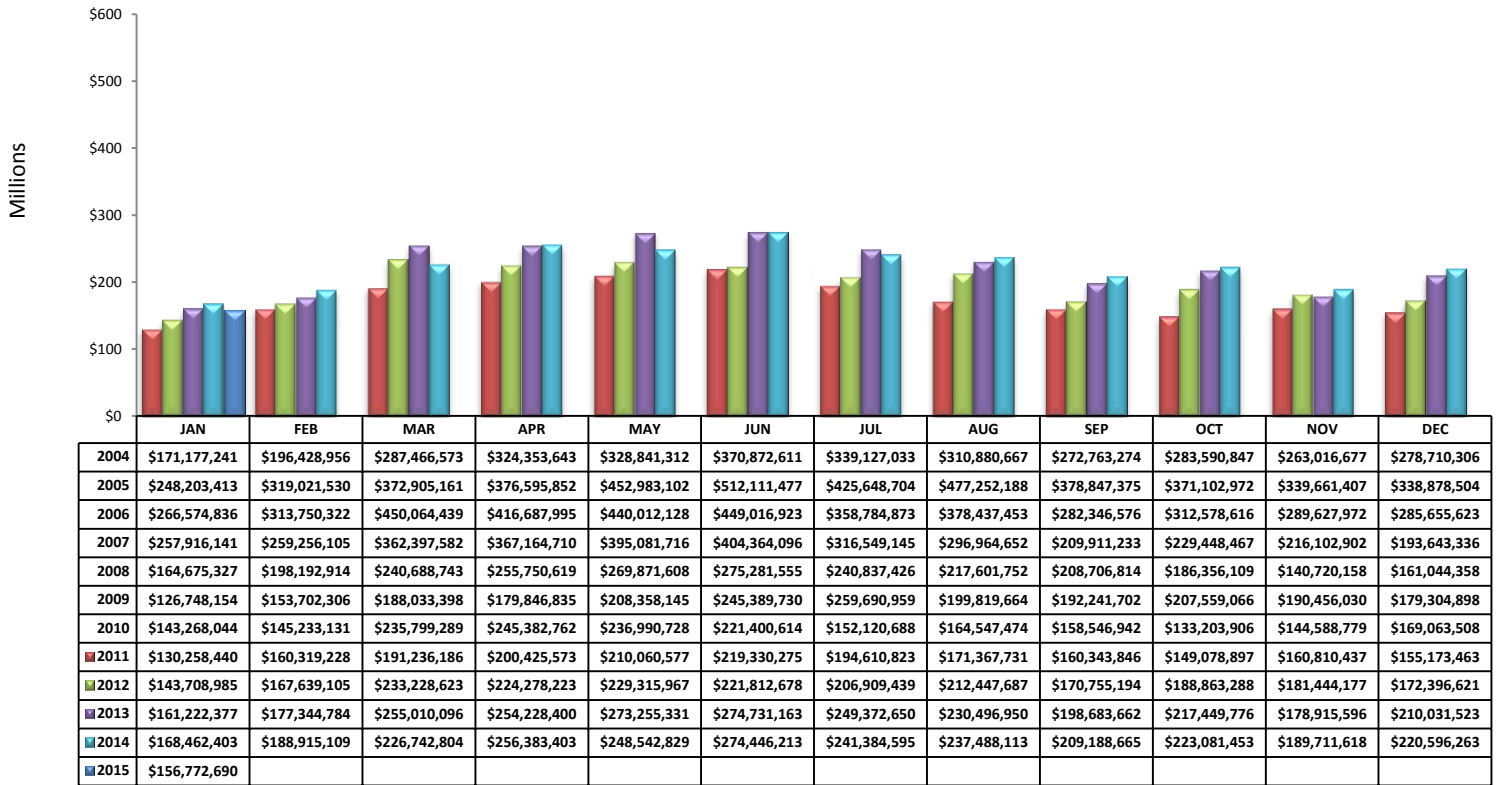


### YTD Annual Comparison - Breakdown by Type

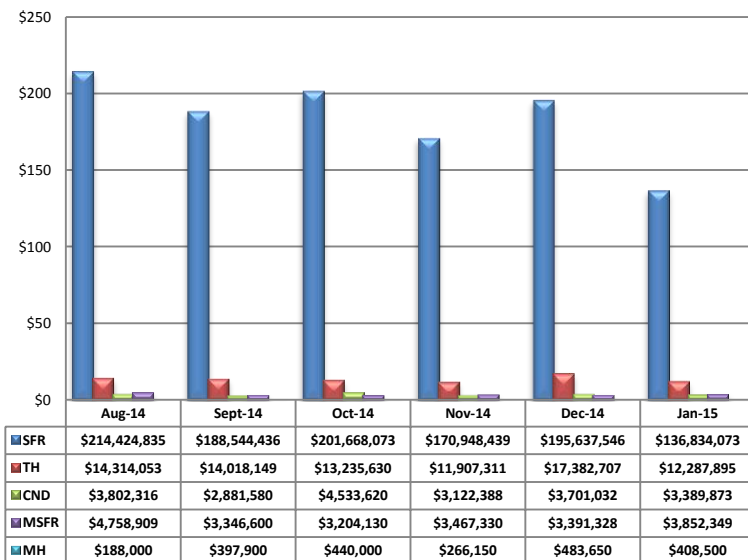


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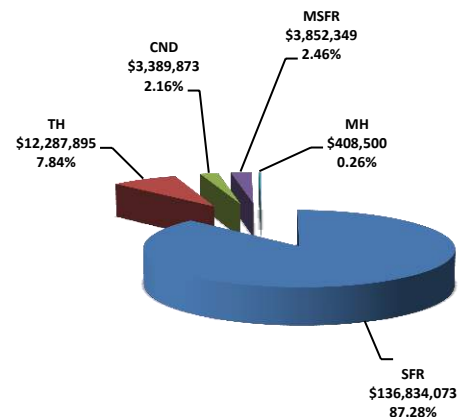
## Total Sales Volume - January 2015



## Total Sales Volume By Type - Monthly Comparison

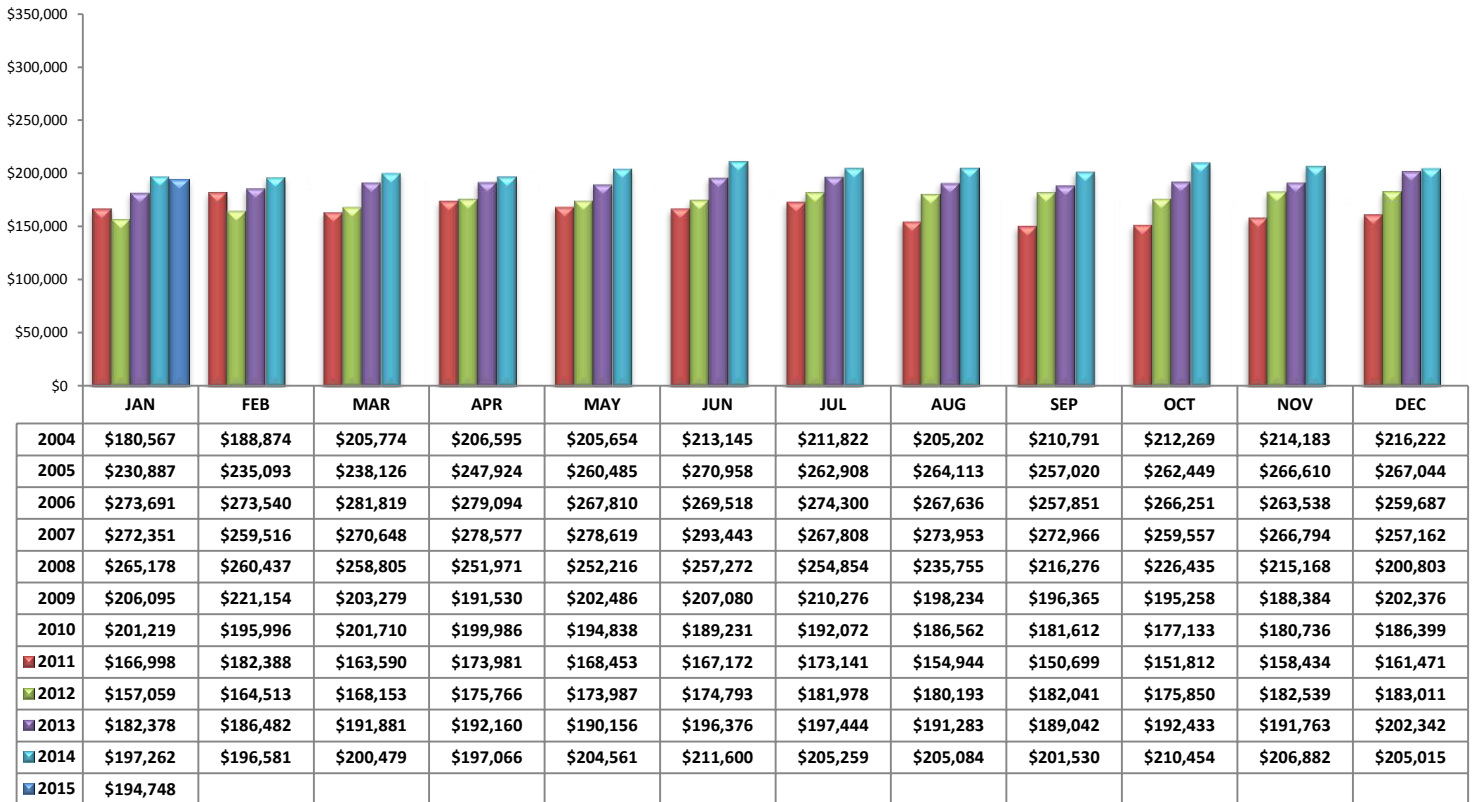


## Monthly Volume by Type

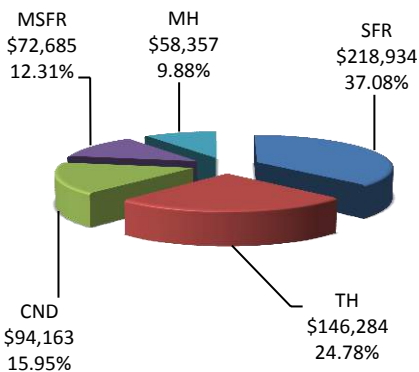


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### Average Sales Price – January 2015



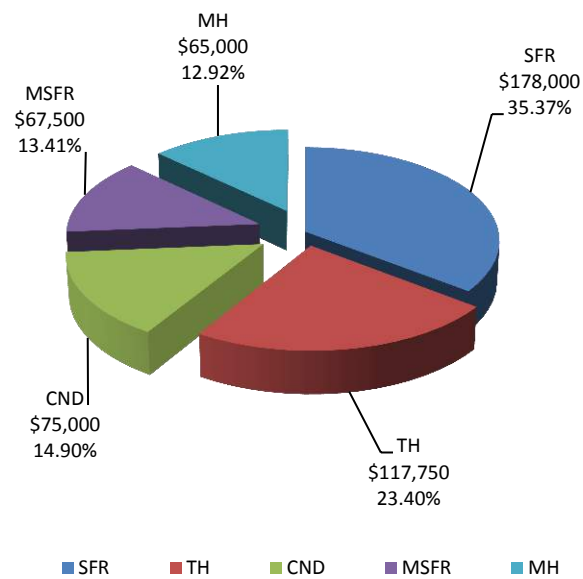
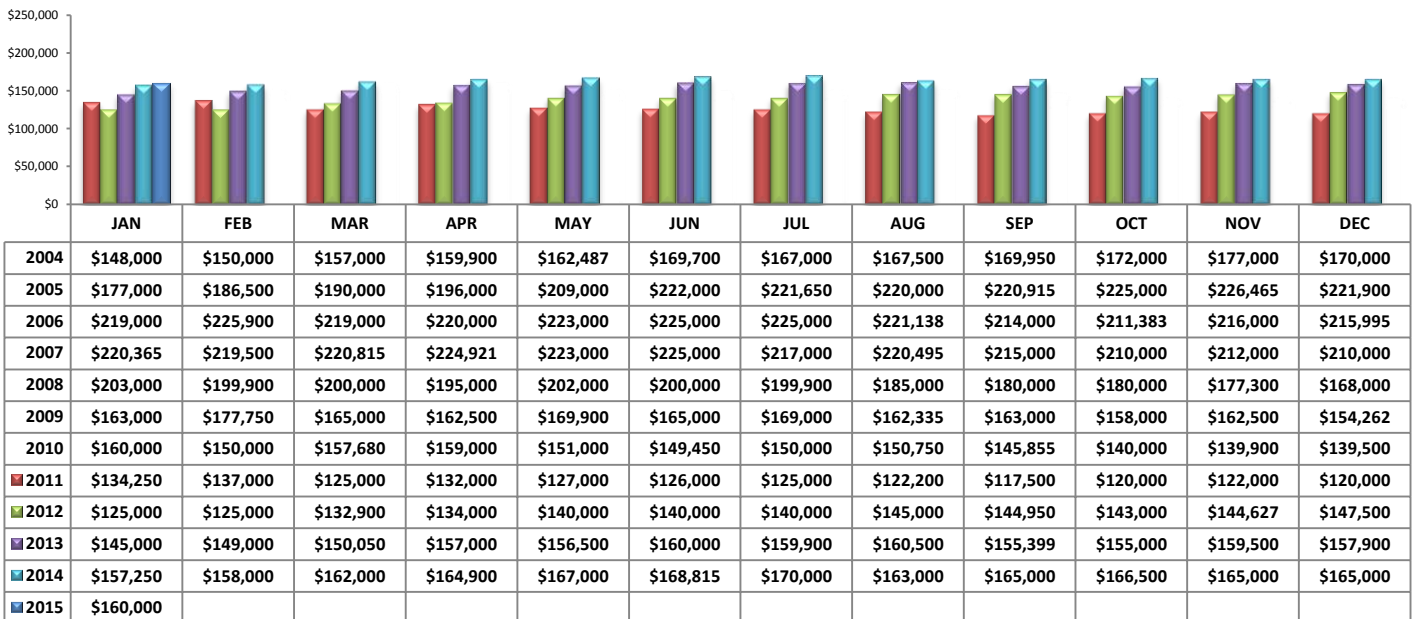
### Average Sales Price by Type – January 2015



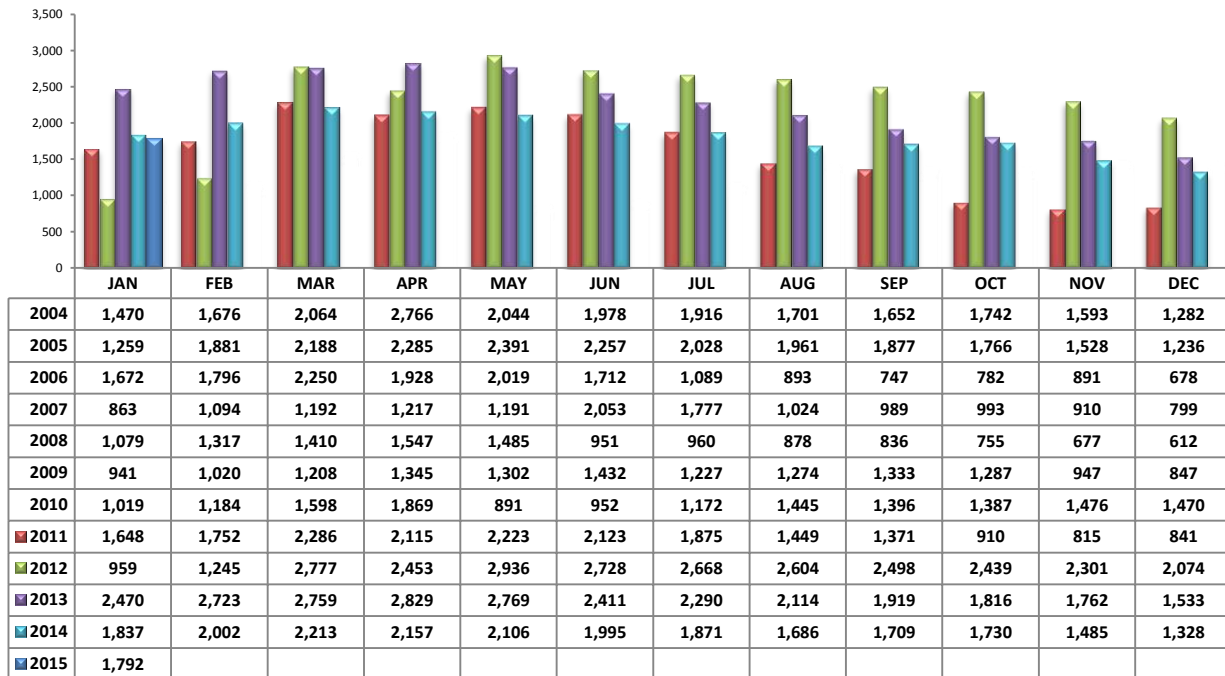
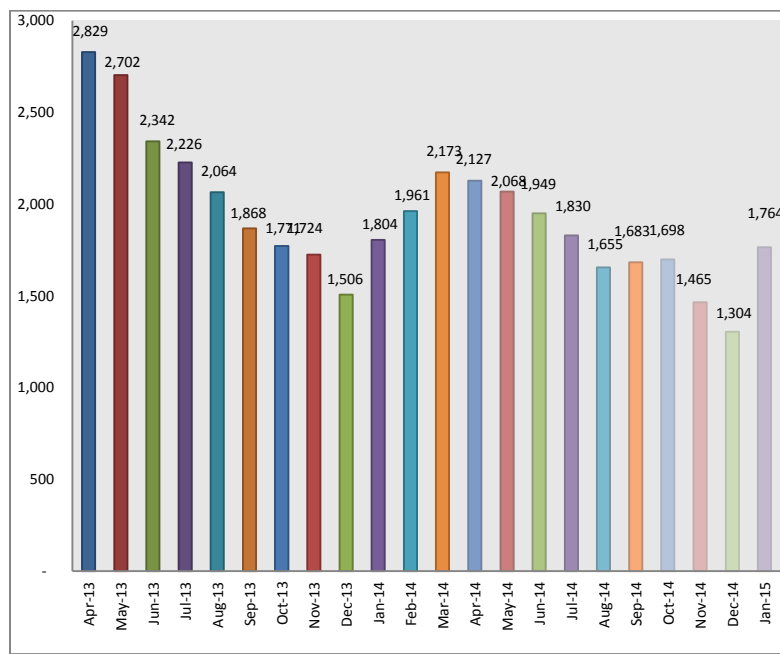
### Average "Listing" Price per Area – January 2015



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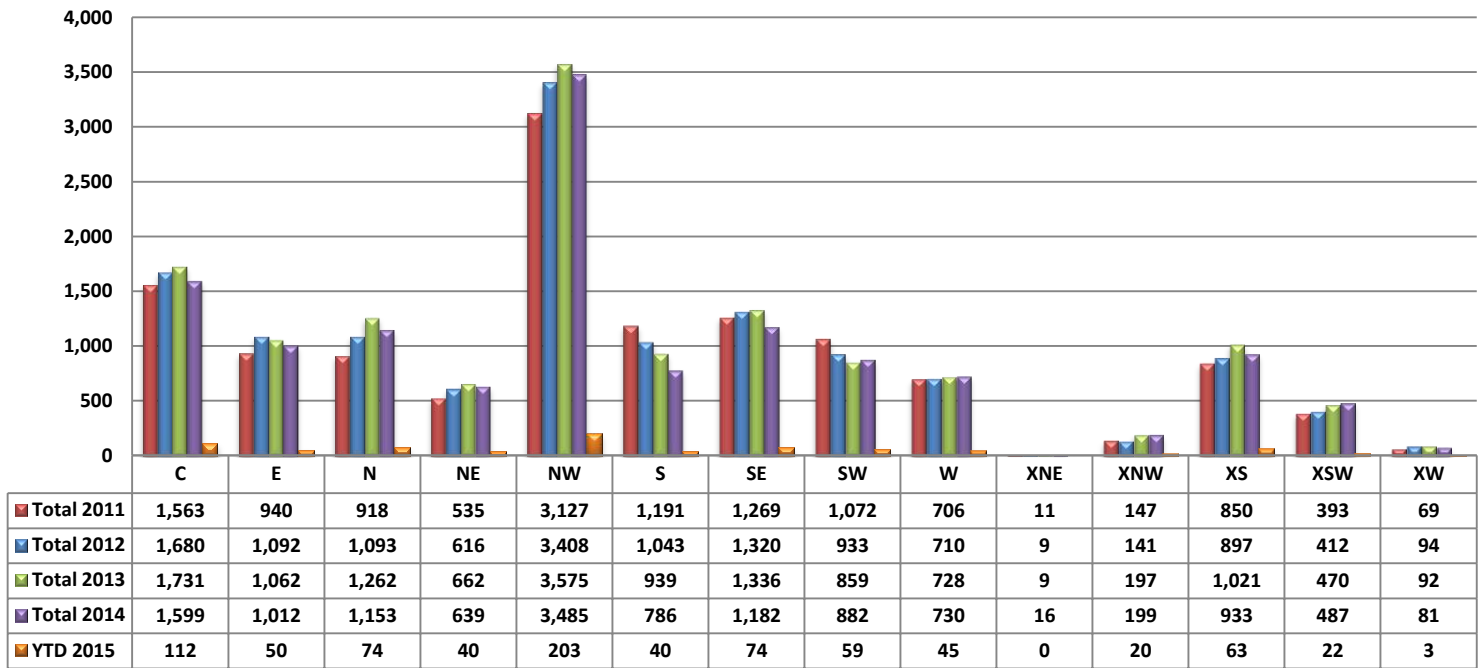
**Median Sale Price – by Type****Median Sale Price – January 2015**

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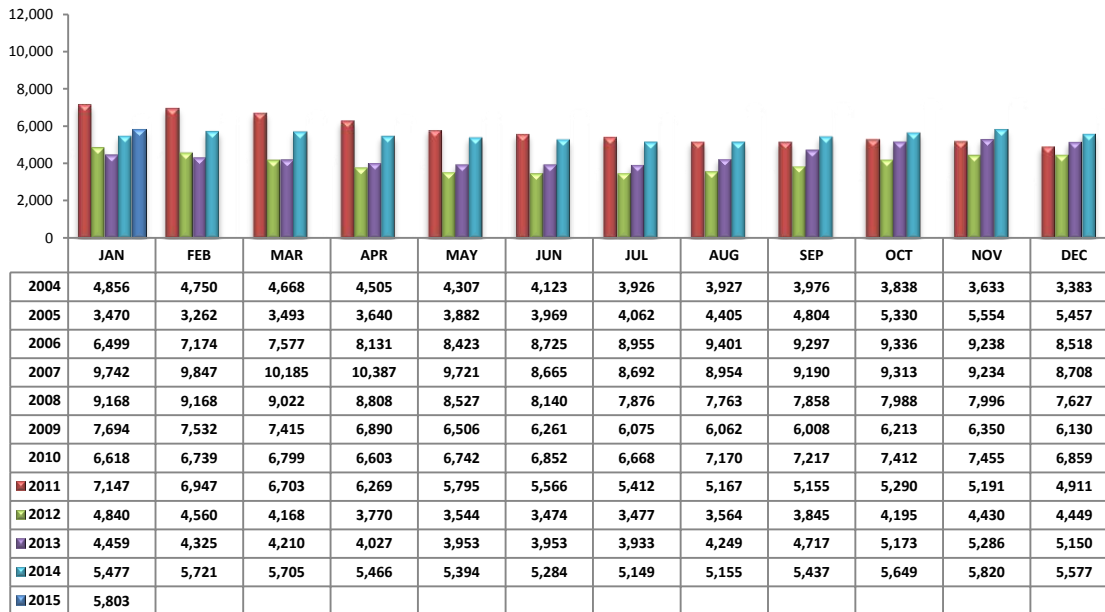
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$109,634	\$182,455	\$230,147	\$1,350,000	\$171,982
E	\$86,575	\$155,269	\$160,285	\$215,250	\$142,185
N	\$182,933	\$324,855	\$425,286	\$619,166	\$337,504
NE	\$151,590	\$258,931	\$327,244	\$338,750	\$256,580
NW	\$213,831	\$223,326	\$263,124	\$471,428	\$237,487
S	\$69,281	\$103,192	\$126,390	\$235,000	\$106,084
SE	\$152,980	\$153,016	\$189,572	\$258,253	\$167,711
SW	\$78,740	\$126,452	\$136,997	\$222,450	\$124,836
W	\$90,758	\$157,365	\$161,750	\$0	\$138,708
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$24,480	\$97,199	\$106,571	\$165,000	\$92,024
XS	\$180,724	\$190,411	\$212,749	\$243,633	\$196,714
XSW	\$112,944	\$88,575	\$28,550	\$0	\$104,677
XW	\$32,500	\$61,300	\$0	\$0	\$51,700

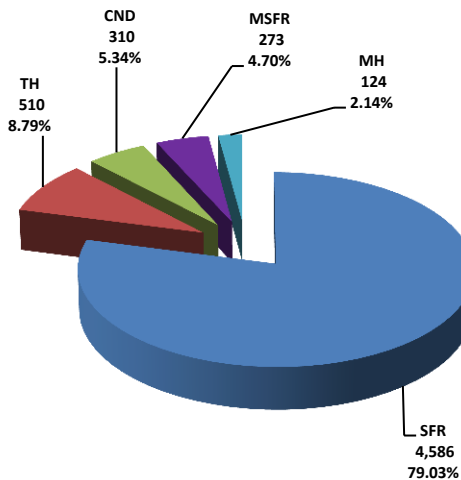
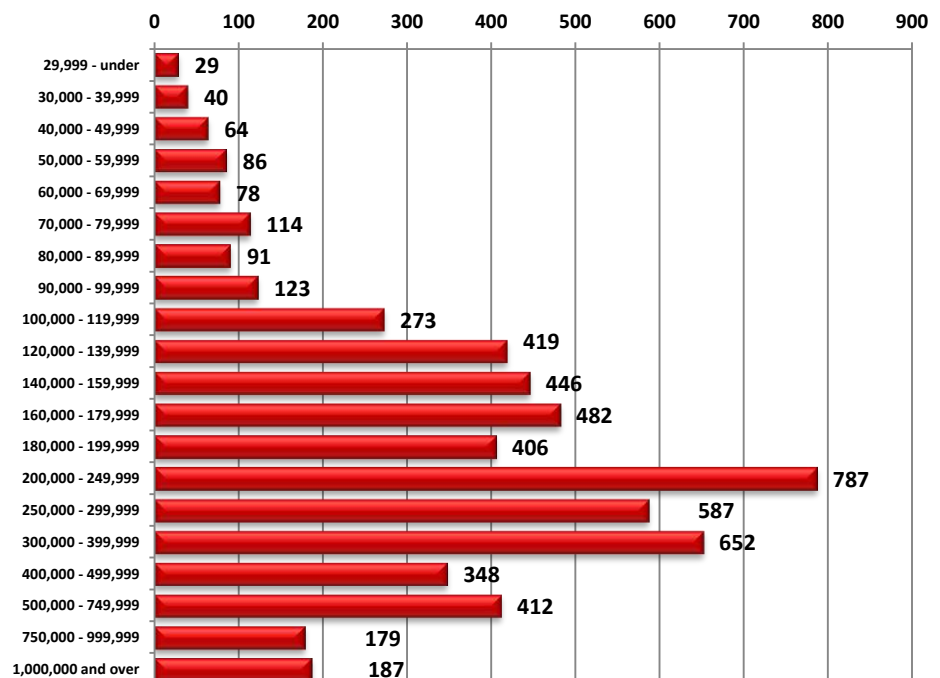
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	40	59	12	1	112
E	12	26	10	2	50
N	20	28	20	6	74
NE	10	16	12	2	40
NW	52	103	41	7	203
S	8	20	11	1	40
SE	10	38	24	2	74
SW	10	29	18	2	59
W	13	26	6	0	45
XNE	0	0	0	0	0
XNW	3	11	5	1	20
XS	17	25	18	3	63
XSW	17	4	1	0	22
XW	1	2	0	0	3

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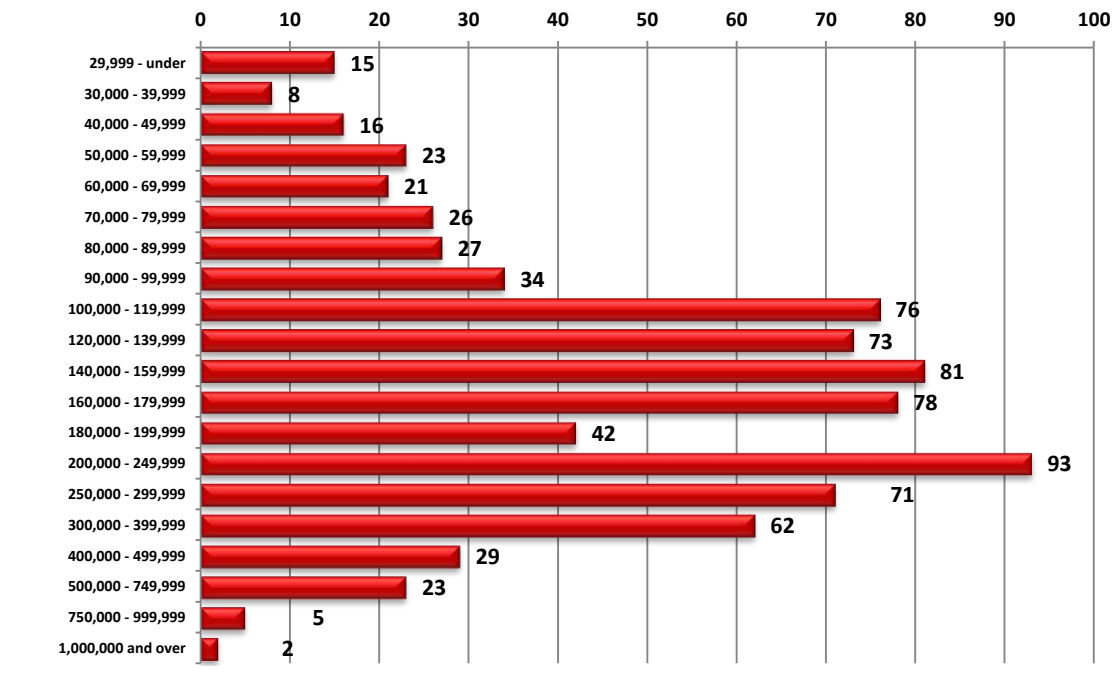
**Active Listings**

Area	# of Listings
C	650
E	309
N	684
NE	325
NW	1677
S	173
SE	437
SW	359
W	266
XNE	23
XNW	79
XS	478
XSW	298
XW	45

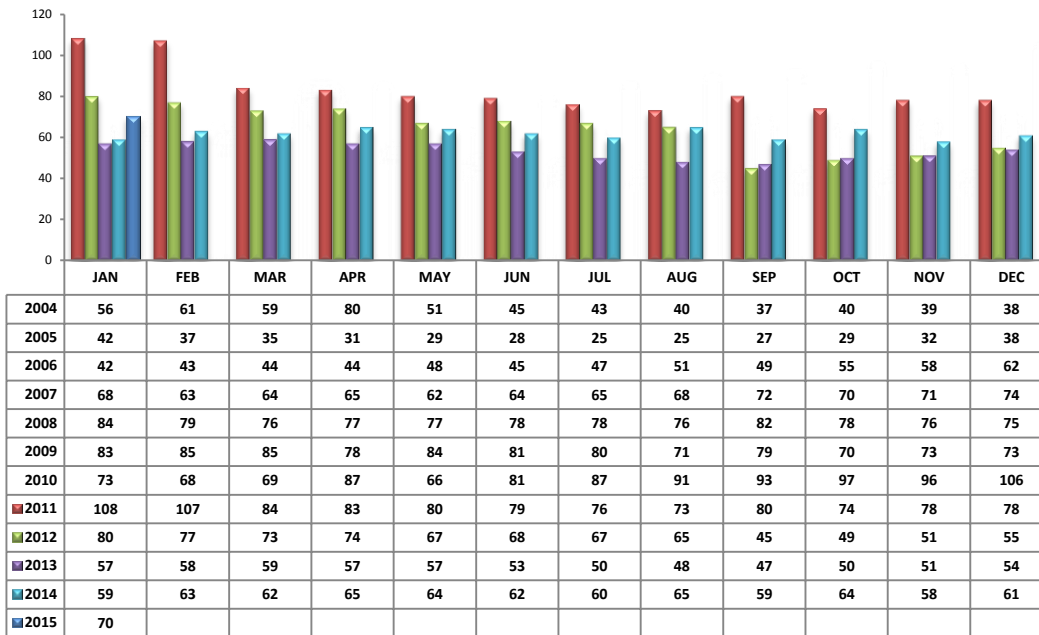
**Active Listings Unit Breakdown****Active Listings Price Breakdown**

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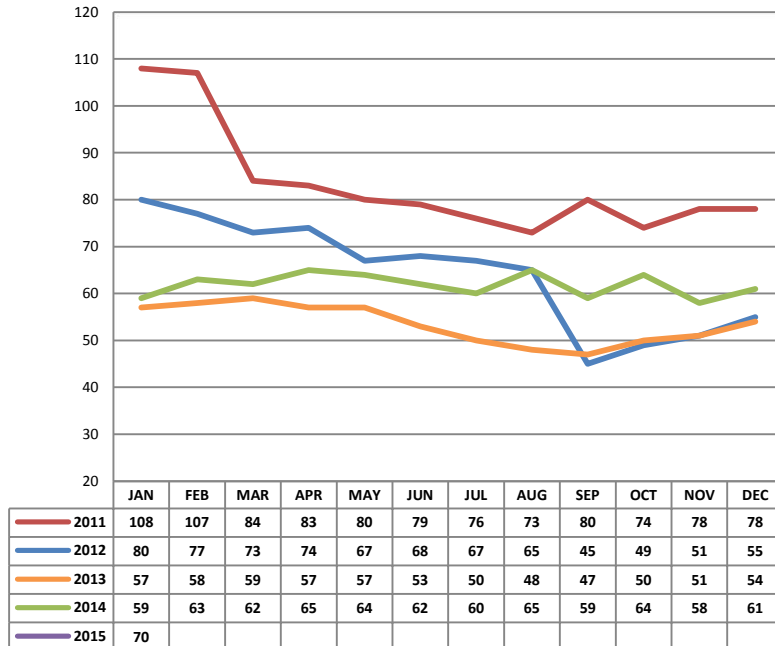
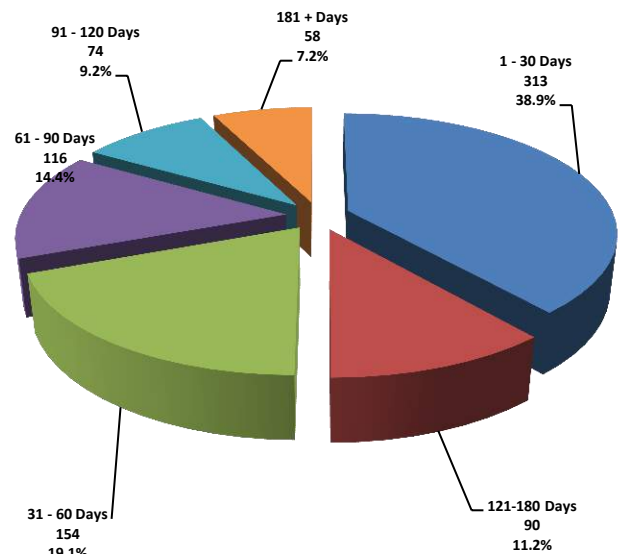
## Sold Price Breakdown



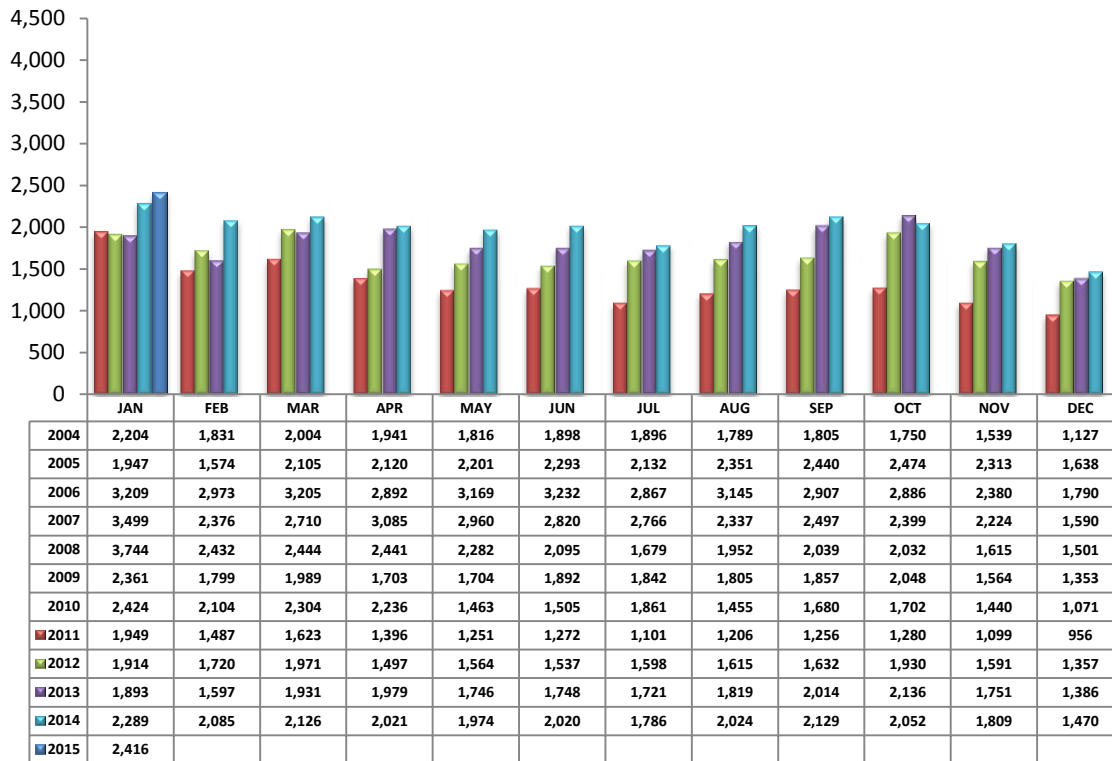
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**Average Days on Market/Listing - January 2015**

Area	Avg. DOM
C	69
E	52
N	79
NE	59
NW	77
S	41
SE	65
SW	90
W	29
XNE	0
XNW	72
XS	81
XSW	81
XW	153

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

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**New Listings - January 2015**

Area	# of Listings
C	309
E	134
N	295
NE	122
NW	674
S	92
SE	201
SW	135
W	118
XNE	3
XNW	33
XS	186
XSW	95
XW	19

\*Includes properties that were re-listed

\*\*Beginning January 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.
Apr 2014	274	421	57
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

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