

**For Immediate  
Release:**  
**August 7, 2015**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics July 2015**

Below are some highlights from the July Residential Sales Statistics:

- The Median Sales Price was up again this month to \$175,000 from \$173,000 in June, a 1.16% increase.
- Total Sales Volume decreased this month, going from \$324,888,299 in June to \$309,538,575 in July, a 4.72% decrease from last month, but is an increase of 28.23% over July 2014.
- The Average Sales Price decreased by 4.01% this month to \$210,570 from \$219,370 in June.
- Average List Price this month was \$216,779, a decrease of 4.17% since last month.
- Total Under Contract decreased by 6.39% from June.
- Total Unit Sales of 1,470 declined slightly from June's number of 1,481, resulting in a .74% decrease but is an increase of 25% over July 2014.
- New Listings decreased 10.68% from June.
- Total Active Listings of 4,798 is a 3.89% decrease from June's number of 4,992.
- Average Days on Market increased to 61 in July from 60 in June.
- Conventional loan sales of 39.3% exceeded Cash Sales of 23.7% this month.

Henry Zipf



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

### Total Sales Volume

|                | <u>2015</u>   | <u>2014</u>   | <u>Annual % Change</u> |
|----------------|---------------|---------------|------------------------|
| July           | \$309,538,575 | \$241,384,595 | 28.23%                 |
| June           | \$324,888,299 | \$274,446,213 | 18.38%                 |
| Month % Change | -4.72%        | -12.05%       |                        |

### Average Sales Price

|                | <u>2015</u> | <u>2014</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| July           | \$210,570   | \$205,259   | 2.59%                  |
| June           | \$219,370   | \$211,600   | 3.67%                  |
| Month % Change | -4.01%      | -3.00%      |                        |

### Average List Price

|                | <u>2015</u> | <u>2014</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| July           | \$216,779   | \$212,418   | 2.05%                  |
| June           | \$226,206   | \$219,192   | 3.20%                  |
| Month % Change | -4.17%      | -3.09%      |                        |

### Total Under Contract

|                | <u>2015</u> | <u>2014</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| July           | 1,979       | 1,830       | 8.14%                  |
| June           | 2,114       | 1,949       | 8.47%                  |
| Month % Change | -6.39%      | -6.11%      |                        |

### Total Unit Sales

|                | <u>2015</u> | <u>2014</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| July           | 1,470       | 1,176       | 25.00%                 |
| June           | 1,481       | 1,297       | 14.19%                 |
| Month % Change | -0.74%      | -9.33%      |                        |

### Median Sales Price

|                | <u>2015</u> | <u>2014</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| July           | \$175,000   | \$170,000   | 2.94%                  |
| June           | \$173,000   | \$168,815   | 2.48%                  |
| Month % Change | 1.16%       | 0.70%       |                        |

### New Listings

|                | <u>2015</u> | <u>2014</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| July           | 1,765       | 1,786       | -1.18%                 |
| June           | 1,976       | 2,020       | -2.18%                 |
| Month % Change | -10.68%     | -11.58%     |                        |

### Active Listings

|                | <u>2015</u> | <u>2014</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| July           | 4,798       | 5,149       | -6.82%                 |
| June           | 4,992       | 5,284       | -5.53%                 |
| Month % Change | -3.89%      | -2.55%      |                        |

## July 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           | 1               | 0             | 0.00%    | 85713           | 129             | 41            | 31.78%   | 85740           | 1               | 0             | 0.00%    |
| 85145           | 18              | 4             | 22.22%   | 85648           | 0               | 0             | 0.00%    | 85714           | 12              | 6             | 50.00%   | 85741           | 101             | 43            | 42.57%   |
| 85245           | 0               | 0             | 0.00%    | 85653           | 90              | 19            | 21.11%   | 85715           | 109             | 39            | 35.78%   | 85742           | 194             | 64            | 32.99%   |
| 85601           | 1               | 0             | 0.00%    | 85654           | 0               | 0             | 0.00%    | 85716           | 153             | 36            | 23.53%   | 85743           | 159             | 73            | 45.91%   |
| 85602           | 6               | 1             | 16.67%   | 85658           | 177             | 27            | 15.25%   | 85717           | 0               | 0             | 0.00%    | 85745           | 151             | 45            | 29.80%   |
| 85611           | 0               | 0             | 0.00%    | 85701           | 25              | 4             | 16.00%   | 85718           | 276             | 54            | 19.57%   | 85746           | 91              | 41            | 45.05%   |
| 85614           | 185             | 43            | 23.24%   | 85704           | 150             | 51            | 34.00%   | 85719           | 118             | 30            | 25.42%   | 85747           | 133             | 53            | 39.85%   |
| 85616           | 0               | 0             | 0.00%    | 85705           | 86              | 28            | 32.56%   | 85730           | 119             | 56            | 47.06%   | 85748           | 91              | 39            | 42.86%   |
| 85619           | 32              | 1             | 3.13%    | 85706           | 42              | 30            | 71.43%   | 85734           | 0               | 0             | 0.00%    | 85749           | 160             | 37            | 23.13%   |
| 85622           | 47              | 12            | 25.53%   | 85709           | 0               | 0             | 0.00%    | 85735           | 79              | 13            | 16.46%   | 85750           | 246             | 65            | 26.42%   |
| 85623           | 7               | 2             | 28.57%   | 85710           | 201             | 86            | 42.79%   | 85736           | 28              | 3             | 10.71%   | 85755           | 194             | 51            | 26.29%   |
| 85629           | 187             | 55            | 29.41%   | 85711           | 133             | 44            | 33.08%   | 85737           | 176             | 60            | 34.09%   | 85756           | 52              | 39            | 75.00%   |
| 85641           | 227             | 68            | 29.96%   | 85712           | 104             | 37            | 35.58%   | 85739           | 232             | 42            | 18.10%   | 85757           | 74              | 28            | 37.84%   |

NOTE:

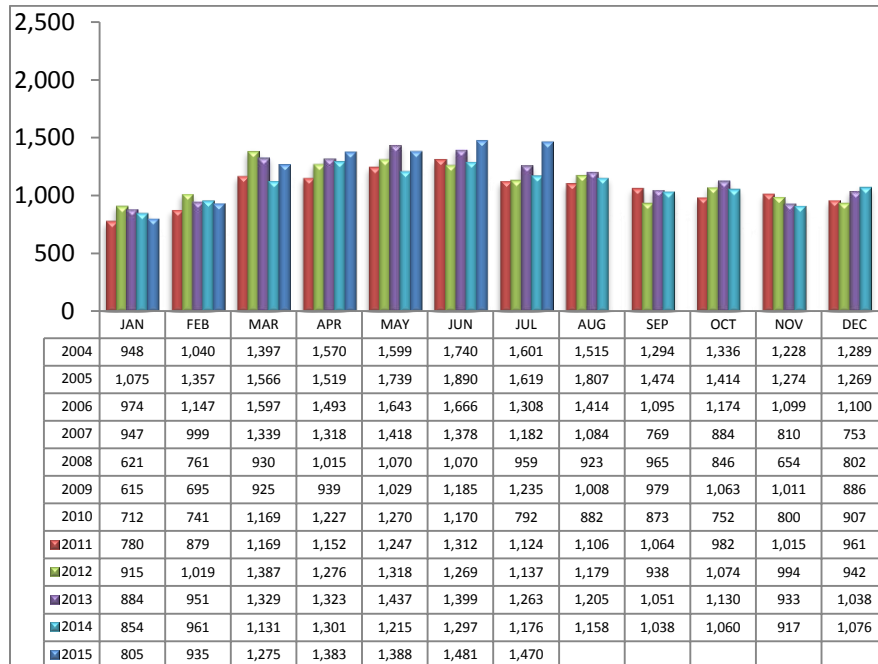
85637- 1 active listing

| 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                        | 18            | 2                | 0          | 3               | 23              | 10         | C  | 621        | 1 -30 Days           | 665 |  |
| \$30,000 to \$39,999                  | 43            | 5                | 4          | 4               | 56              | 12         | E  | 292        | 31-60 Days           | 304 |  |
| \$40,000 to \$49,999                  | 44            | 8                | 5          | 8               | 65              | 19         | N  | 566        | 61 - 90 Days         | 171 |  |
| \$50,000 to \$59,999                  | 43            | 20               | 9          | 3               | 75              | 23         | NE   | 279        | 91-120 Days          | 115 |  |
| \$60,000 to \$69,999                  | 62            | 21               | 9          | 7               | 99              | 24         | NW   | 1329       | 121 - 180 Days       | 113 |  |
| \$70,000 to \$79,999                  | 64            | 36               | 9          | 6               | 115             | 28         | S  | 126        | Over 180 Days        | 102 |  |
| \$80,000 to \$89,999                  | 79            | 32               | 11         | 16              | 138             | 32         | SE   | 384        | Avg. Days on Market  |     |  |
| \$90,000 to \$99,999                  | 100           | 42               | 12         | 14              | 168             | 41         | SW   | 281        | 61                   |     |  |
| \$100,000 to \$119,999                | 226           | 121              | 18         | 33              | 398             | 114        | W  | 226        | Avg. Sold Price      |     |  |
| \$120,000 to \$139,999                | 325           | 179              | 29         | 36              | 569             | 161        | XNE  | 32         | \$210,570            |     |  |
| \$140,000 to \$159,999                | 387           | 163              | 25         | 46              | 621             | 173        | XNW  | 70         | Median Sale Price    |     |  |
| \$160,000 to \$179,999                | 378           | 136              | 19         | 31              | 564             | 131        | XS   | 363        | \$175,000            |     |  |
| \$180,000 to \$199,999                | 390           | 114              | 14         | 29              | 547             | 113        | XSW  | 198        | New Listings         |     |  |
| \$200,000 to \$249,999                | 614           | 167              | 14         | 61              | 856             | 214        | XW   | 31         | 1,765                |     |  |
| \$250,000 to \$299,999                | 493           | 104              | 6          | 50              | 653             | 138        | Sold Units per Area  |            | Sales Volume by Area |     |  |
| \$300,000 to \$399,999                | 580           | 109              | 11         | 36              | 736             | 125        | C  | 167        | \$27,237,982         |     |  |
| \$400,000 to \$499,999                | 306           | 51               | 2          | 13              | 372             | 54         | E  | 128        | \$20,071,990         |     |  |
| \$500,000 to \$749,999                | 360           | 42               | 1          | 10              | 413             | 44         | N  | 132        | \$50,027,877         |     |  |
| \$750,000 to \$999,999                | 142           | 12               | 0          | 2               | 156             | 6          | NE   | 78         | \$20,758,277         |     |  |
| \$1,000,000 and over                  | 144           | 6                | 1          | 2               | 153             | 8          | NW   | 401        | \$99,390,146         |     |  |
|                                       |               |                  |            |                 |                 |            | S  | 82         | \$9,886,077          |     |  |
|                                       |               |                  |            |                 |                 |            | SE   | 138        | \$25,552,320         |     |  |
|                                       |               |                  |            |                 |                 |            | SW   | 95         | \$12,054,077         |     |  |
|                                       |               |                  |            |                 |                 |            | W  | 76         | \$14,134,340         |     |  |
|                                       |               |                  |            |                 |                 |            | XNE  | 1          | \$151,174            |     |  |
|                                       |               |                  |            |                 |                 |            | XNW  | 14         | \$1,650,240          |     |  |
|                                       |               |                  |            |                 |                 |            | XS   | 112        | \$22,099,183         |     |  |
| Totals                                | 4,798         | 1,370            | 199        | 410             | 6,777           | 1,470      | XSW  | 38         | \$5,632,717          |     |  |
|                                       |               |                  |            |                 |                 |            | XW   | 8          | \$892,175            |     |  |
|                                       | Jul-15        | Jul-14           | % Change   | YTD 2015        | YTD 2014        | % Change   | Total Volume   |            | \$309,538,575        |     |  |
| Home Sales Volume                     | \$309,538,575 | \$241,384,595    | 28.23%     | \$1,845,044,397 | \$1,604,877,356 | 14.96%     | <div><div>Types of Financing</div><div>Totals</div><div>FHA334</div><div>VA162</div><div>Other39</div><div>Cash349</div><div>Conventional578</div><div>Cash/Loan0</div><div>Carryback8</div></div> |            |                      |     |  |
| Home Sales Units                      | 1,470         | 1,176            | 25.00%     | 8,737           | 7,935           | 10.11%     |  |            |                      |     |  |
| Average Sales Price (All Residential) | \$210,570     | \$205,259        | 2.59%      | \$213,202       | \$205,835       | 3.58%      |  |            |                      |     |  |
| Median Sales Price                    | \$175,000     | \$170,000        | 2.94%      | \$173,114       | \$168,373       | 2.82%      |  |            |                      |     |  |
| Average Days on Market:               | 61            | 60               | 1.67%      | 62              | 61              | 1.64%      |  |            |                      |     |  |
| Average List Price for Sold:          | \$216,779     | \$212,418        | 2.05%      | \$219,661       | \$212,928       | 3.16%      |  |            |                      |     |  |
| SP/LP %                               | 97.14%        | 96.63%           |            | 97.06%          | 96.67%          |            |  |            |                      |     |  |
| Total Under Contract                  | 1,979         | 1,830            | 8.14%      |                 |                 |            |  |            |                      |     |  |
| Active Listings                       | 4,798         | 5,149            | -6.82%     |                 |                 |            |  |            |                      |     |  |
| New Listings                          | 1,765         | 1,786            | -1.18%     |                 |                 |            |  |            |                      |     |  |

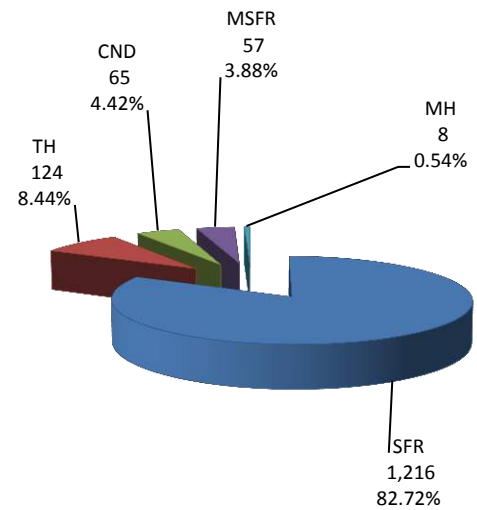
| Types of Financing | Totals |
|--------------------|--------|
| FHA                | 334    |
| VA                 | 162    |
| Other              | 39     |
| Cash               | 349    |
| Conventional       | 578    |
| Cash/Loan          | 0      |
| Carryback          | 8      |

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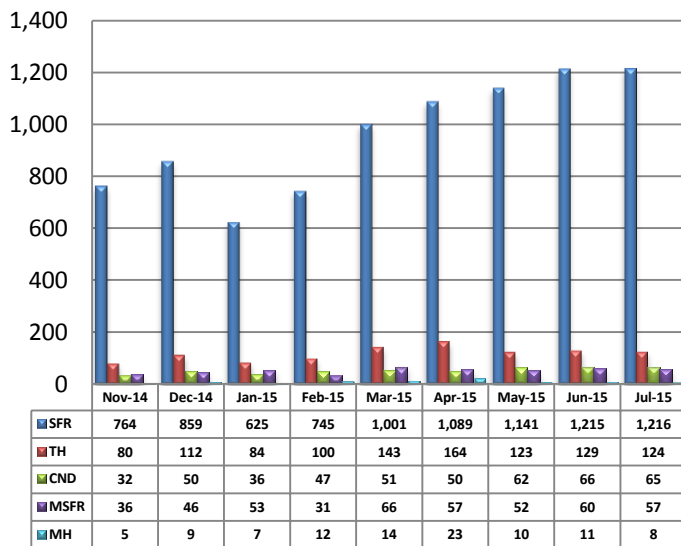
### Total Unit Sales - July 2015



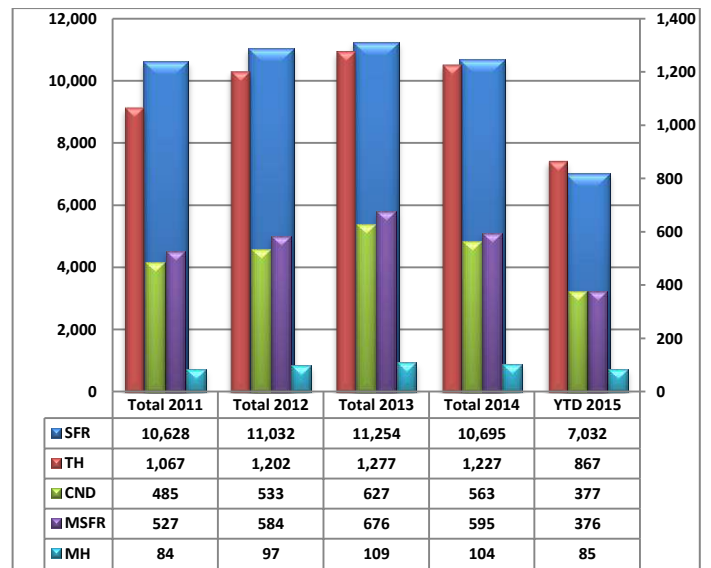
### Unit Sales - Breakdown by Type



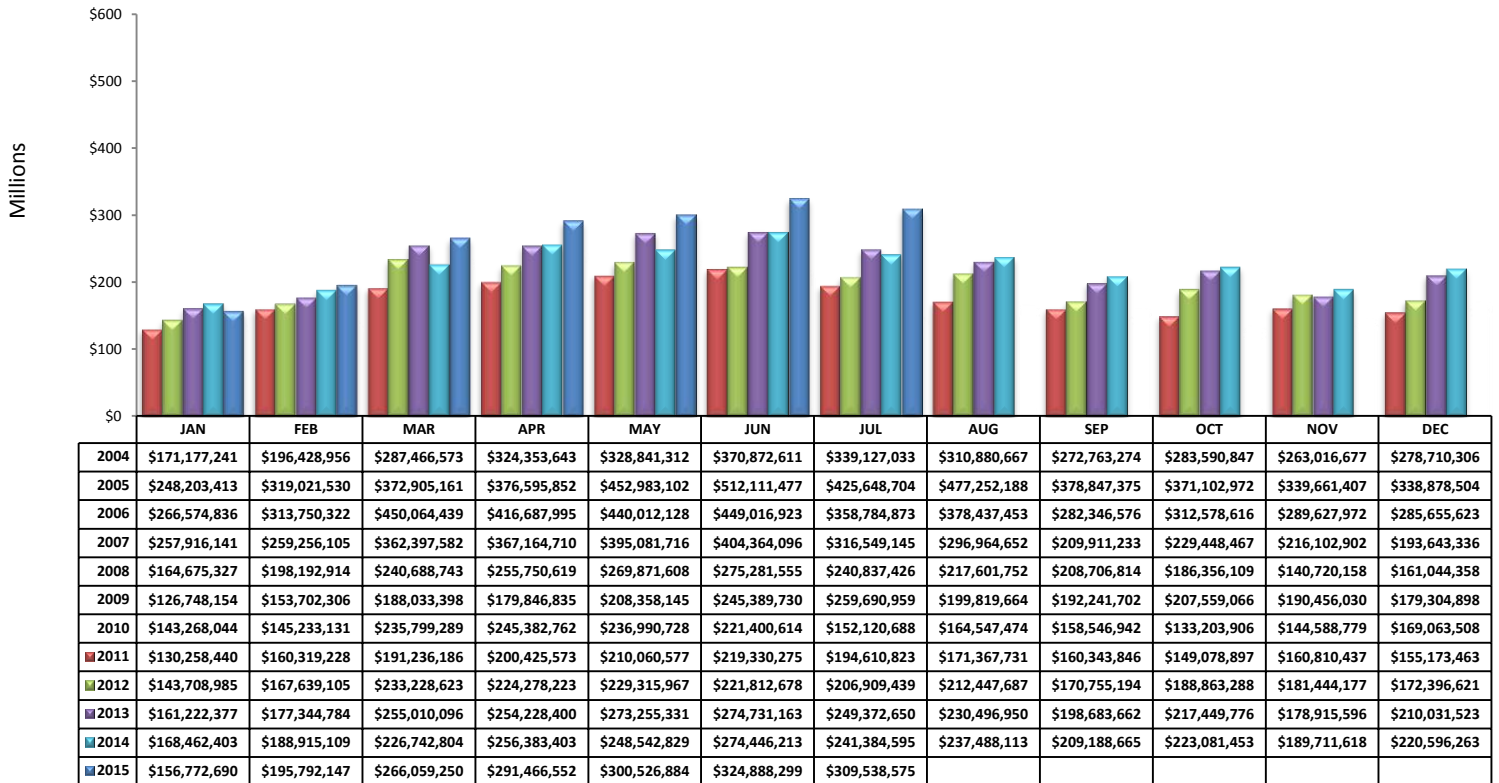
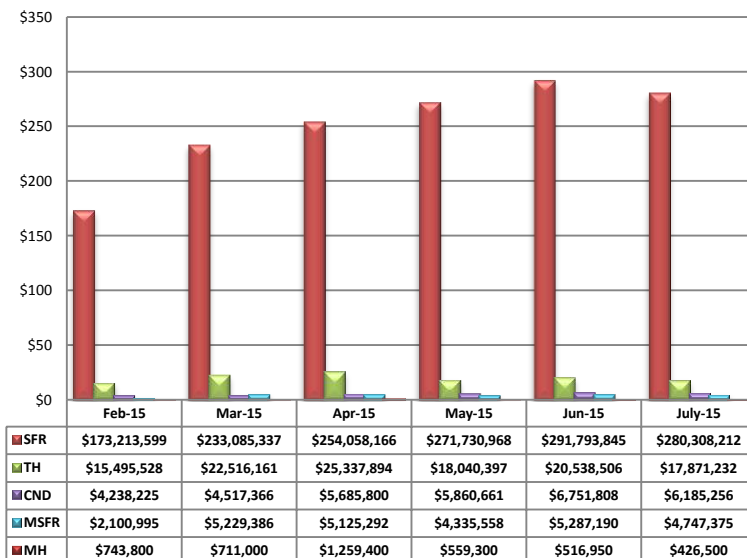
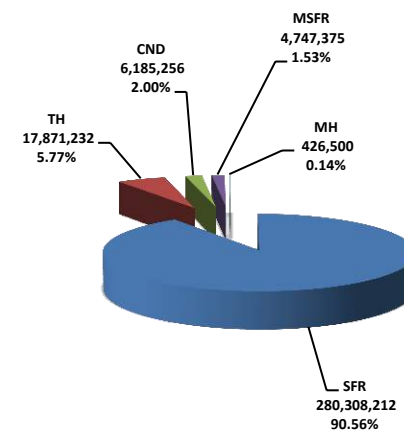
### Total Unit Sales By Type - Monthly Comparison



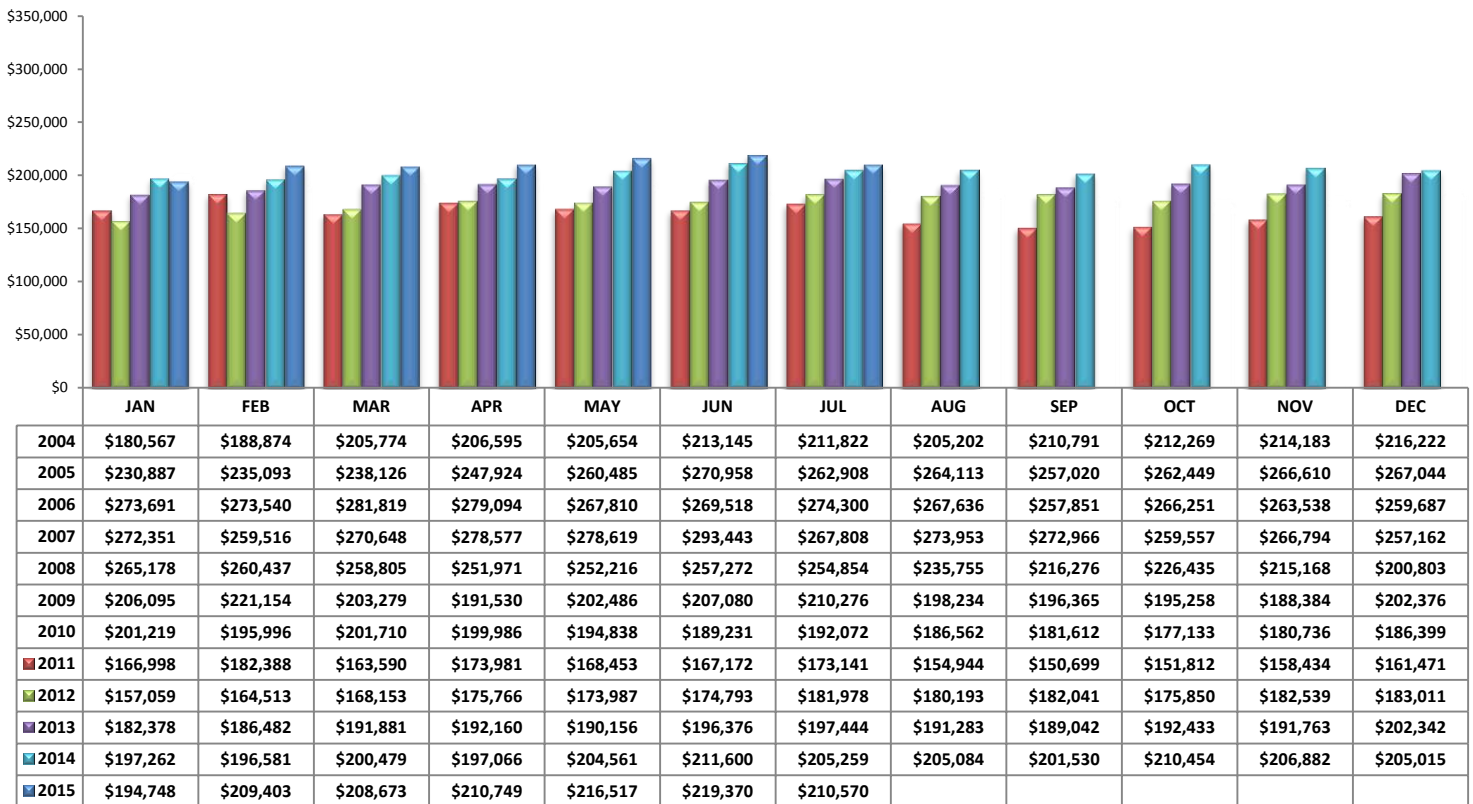
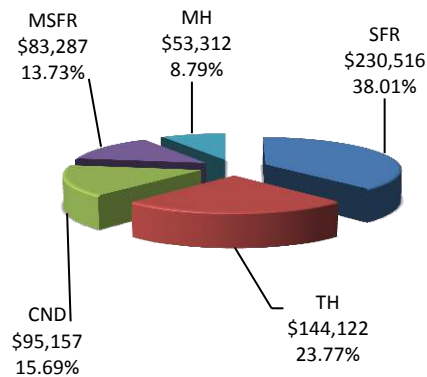
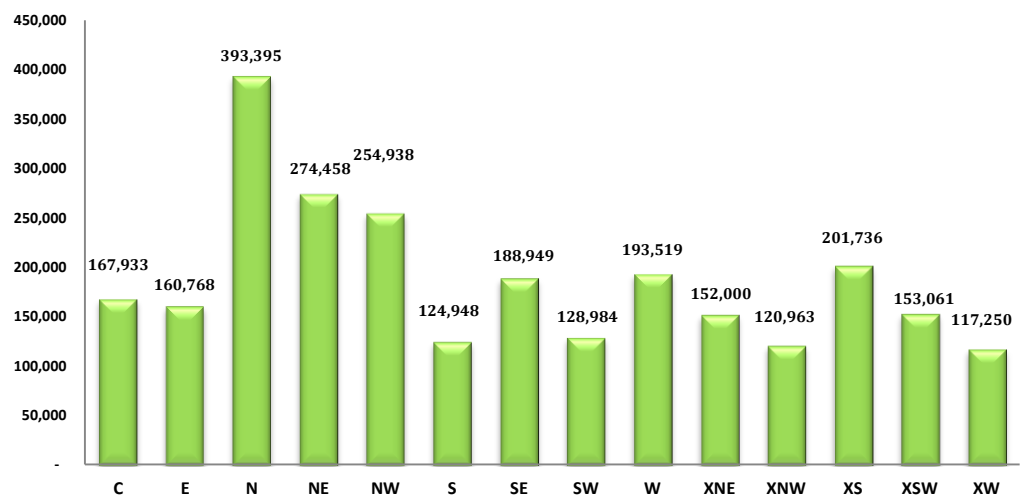
### YTD Annual Comparison - Breakdown by Type



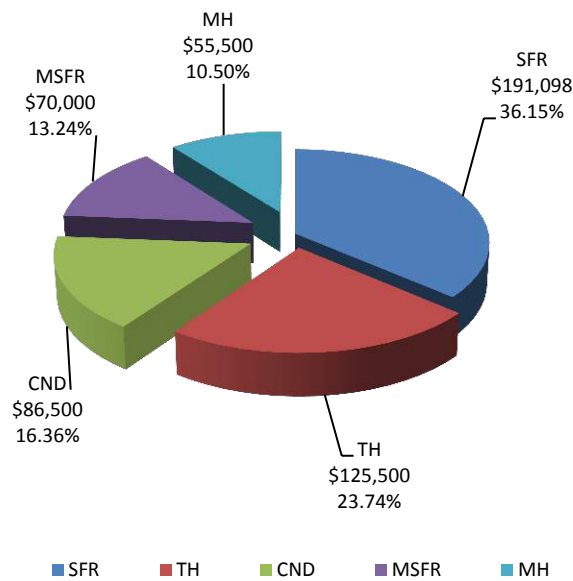
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**Total Sales Volume - July 2015****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

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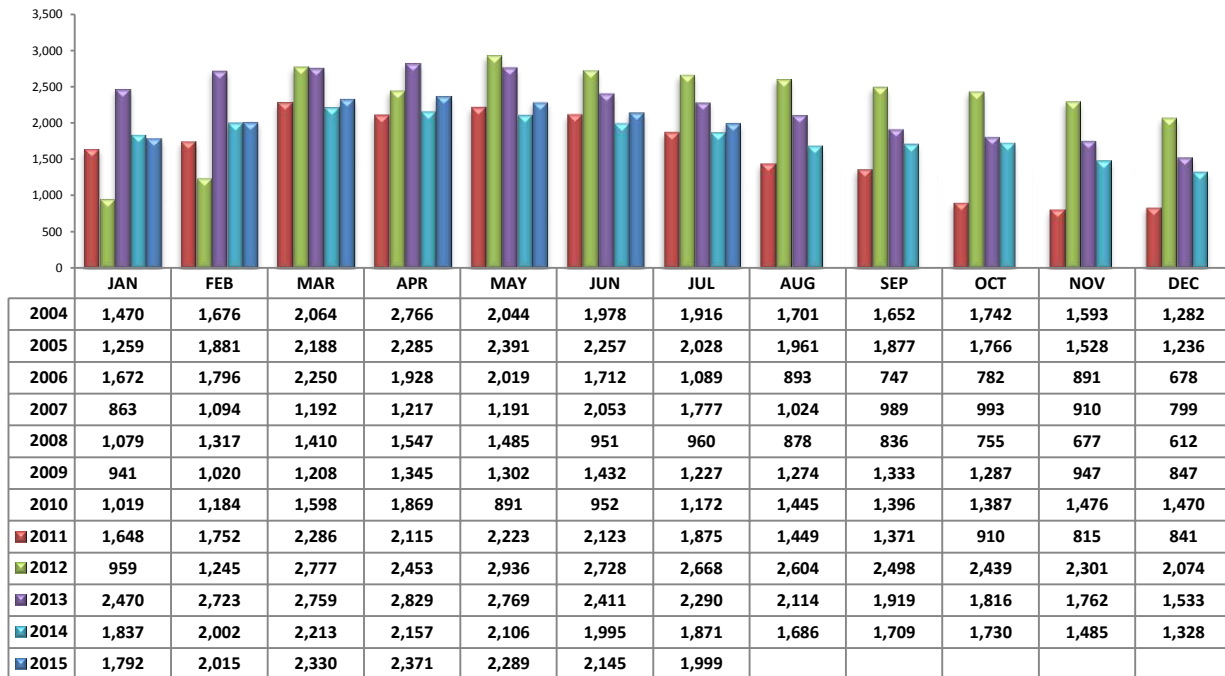
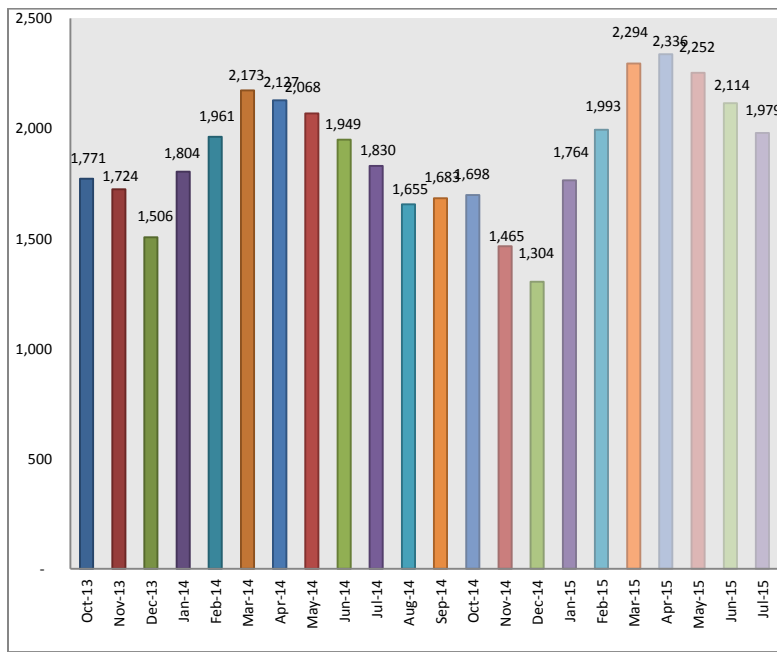
**Average Sales Price – July 2015****Average Sales Price by Type – July 2015****Average "Listing" Price per Area – July 2015**

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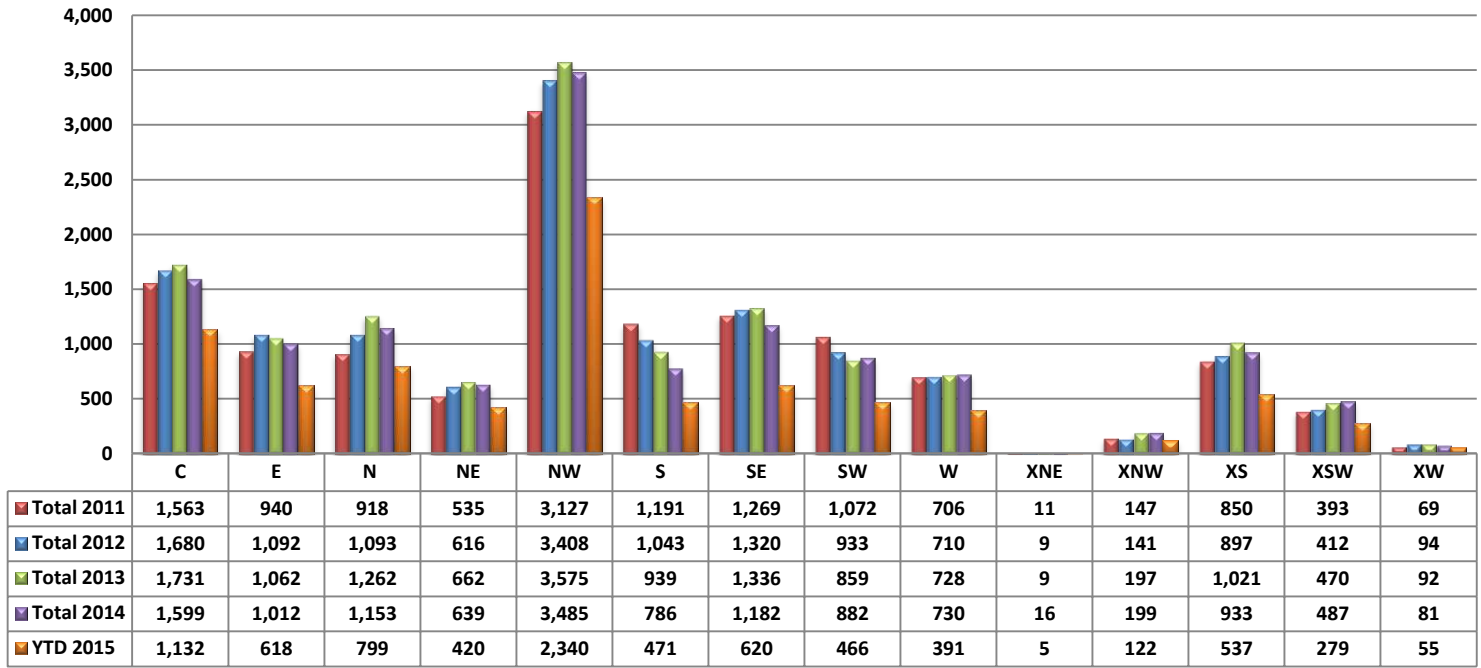
**Median Sale Price – by Type****Median Sale Price – July 2015**

|      | 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 | \$172,000 | \$167,500 | \$171,250 | \$173,000 | \$175,000 |           |           |           |           |           |

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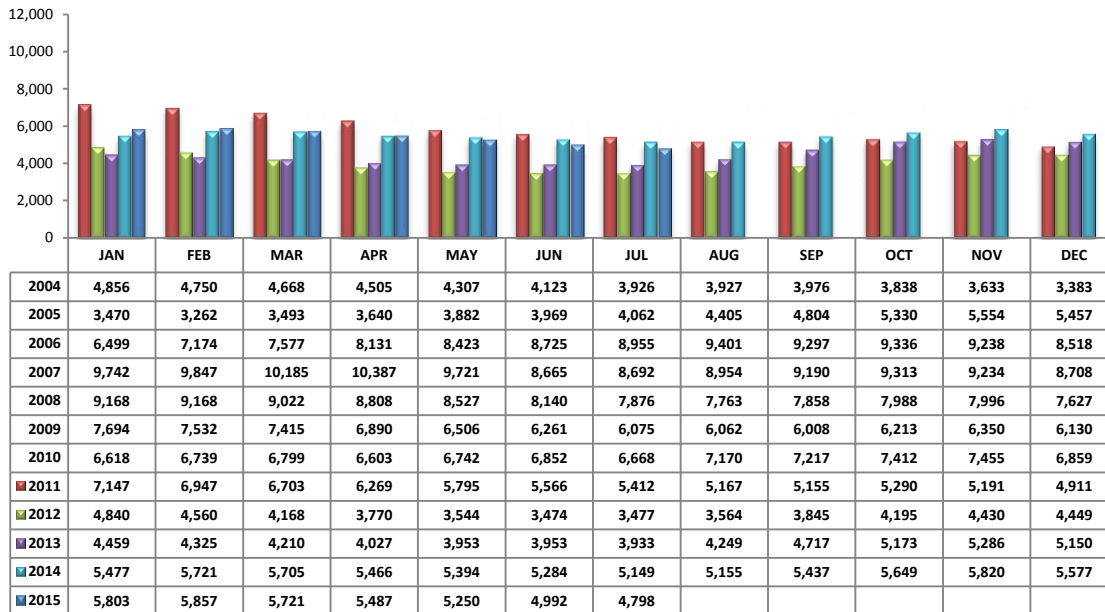
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

|     | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| C   | \$124,141    | \$162,341  | \$242,046  | \$675,000   | \$163,101    |
| E   | \$72,647     | \$153,558  | \$172,772  | \$425,200   | \$156,812    |
| N   | \$174,512    | \$355,274  | \$497,956  | \$657,363   | \$378,999    |
| NE  | \$106,115    | \$223,974  | \$375,644  | \$352,562   | \$266,131    |
| NW  | \$197,772    | \$225,623  | \$289,692  | \$327,233   | \$247,855    |
| S   | \$73,142     | \$115,888  | \$142,630  | \$210,000   | \$120,561    |
| SE  | \$103,875    | \$169,014  | \$204,472  | \$331,776   | \$185,161    |
| SW  | \$90,341     | \$130,502  | \$143,758  | \$147,800   | \$126,885    |
| W   | \$92,092     | \$162,715  | \$334,842  | \$439,000   | \$185,978    |
| XNE | \$151,174    | \$0        | \$0        | \$0         | \$151,174    |
| XNW | \$22,500     | \$107,077  | \$139,640  | \$180,000   | \$117,874    |
| XS  | \$171,469    | \$188,532  | \$203,511  | \$257,322   | \$197,314    |
| XSW | \$116,289    | \$218,112  | \$249,333  | \$0         | \$148,229    |
| XW  | \$0          | \$103,362  | \$136,000  | \$0         | \$111,521    |

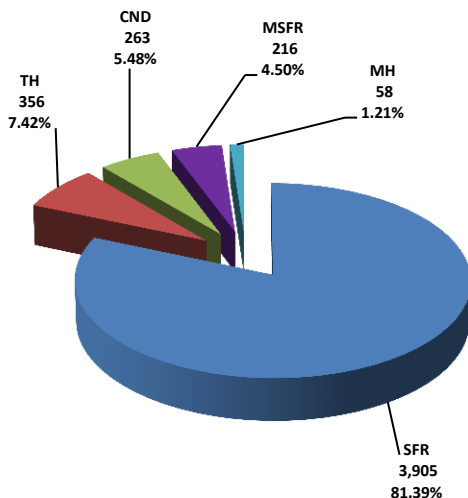
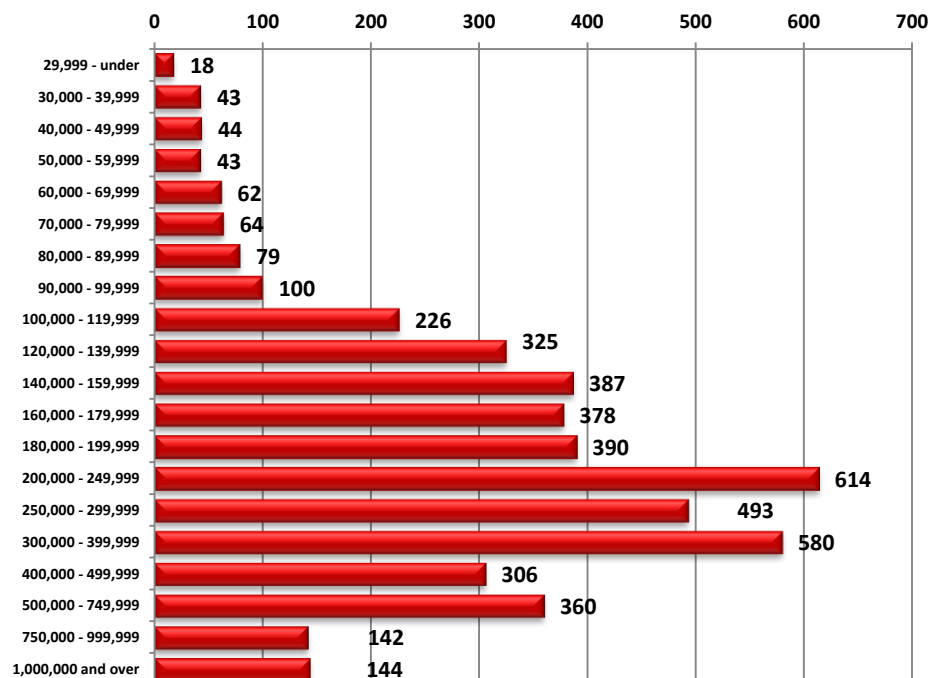
**Units Sold per Area by # of Bedrooms**

|     | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| C   | 56           | 88         | 22         | 1           | 167          |
| E   | 19           | 73         | 31         | 5           | 128          |
| N   | 35           | 43         | 43         | 11          | 132          |
| NE  | 13           | 32         | 25         | 8           | 78           |
| NW  | 70           | 179        | 122        | 30          | 401          |
| S   | 7            | 52         | 22         | 1           | 82           |
| SE  | 8            | 74         | 50         | 6           | 138          |
| SW  | 18           | 49         | 26         | 2           | 95           |
| W   | 13           | 48         | 14         | 1           | 76           |
| XNE | 1            | 0          | 0          | 0           | 1            |
| XNW | 1            | 7          | 5          | 1           | 14           |
| XS  | 12           | 53         | 38         | 9           | 112          |
| XSW | 27           | 8          | 3          | 0           | 38           |
| XW  | 0            | 6          | 2          | 0           | 8            |

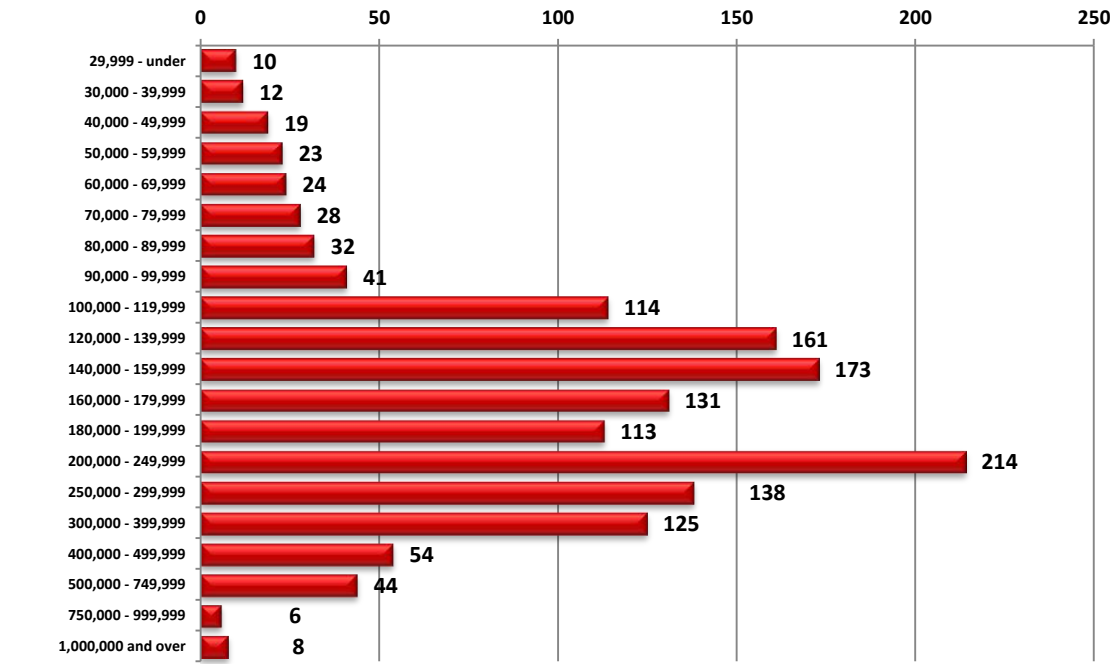
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Tucson Association of REALTORS® Multiple Listing Service. This report 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.

**Active Listings**

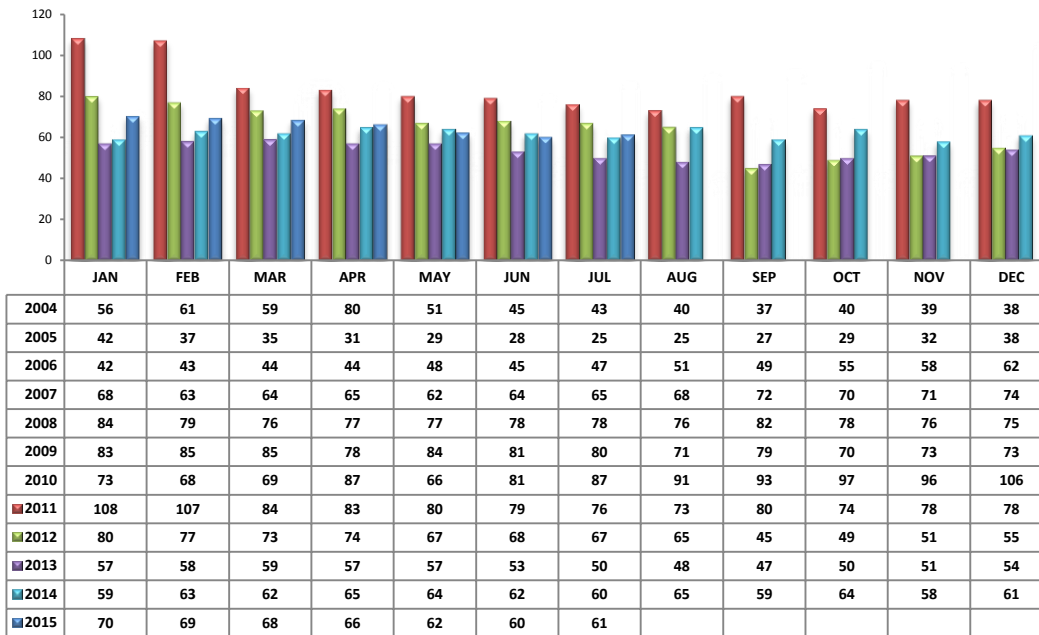
| Area | # of Listings |
|------|---------------|
| C    | 621           |
| E    | 292           |
| N    | 566           |
| NE   | 279           |
| NW   | 1329          |
| S    | 126           |
| SE   | 384           |
| SW   | 281           |
| W    | 226           |
| XNE  | 32            |
| XNW  | 70            |
| XS   | 363           |
| XSW  | 198           |
| XW   | 31            |

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

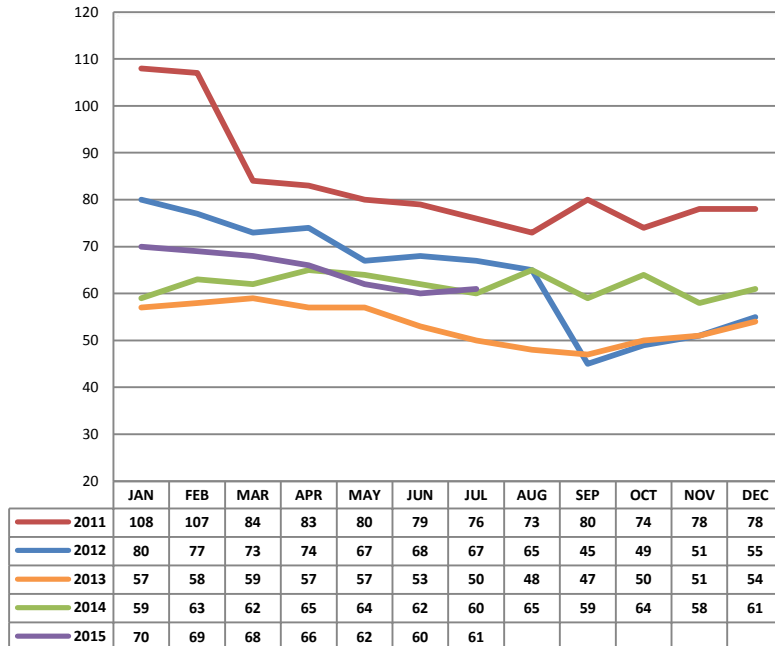
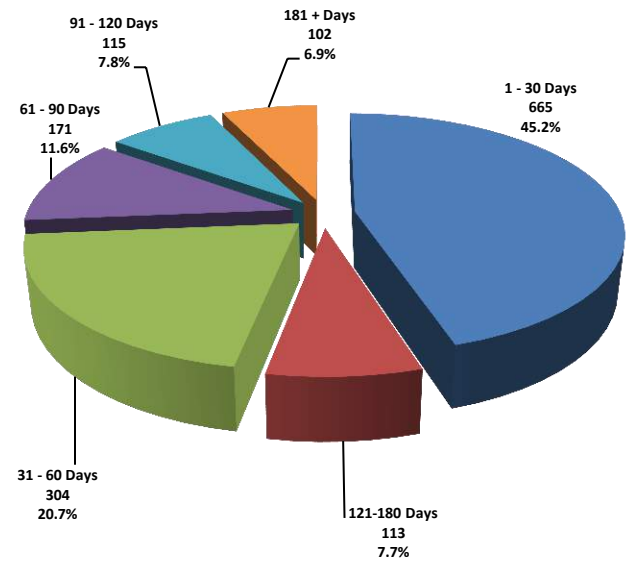
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**Sold Price Breakdown**

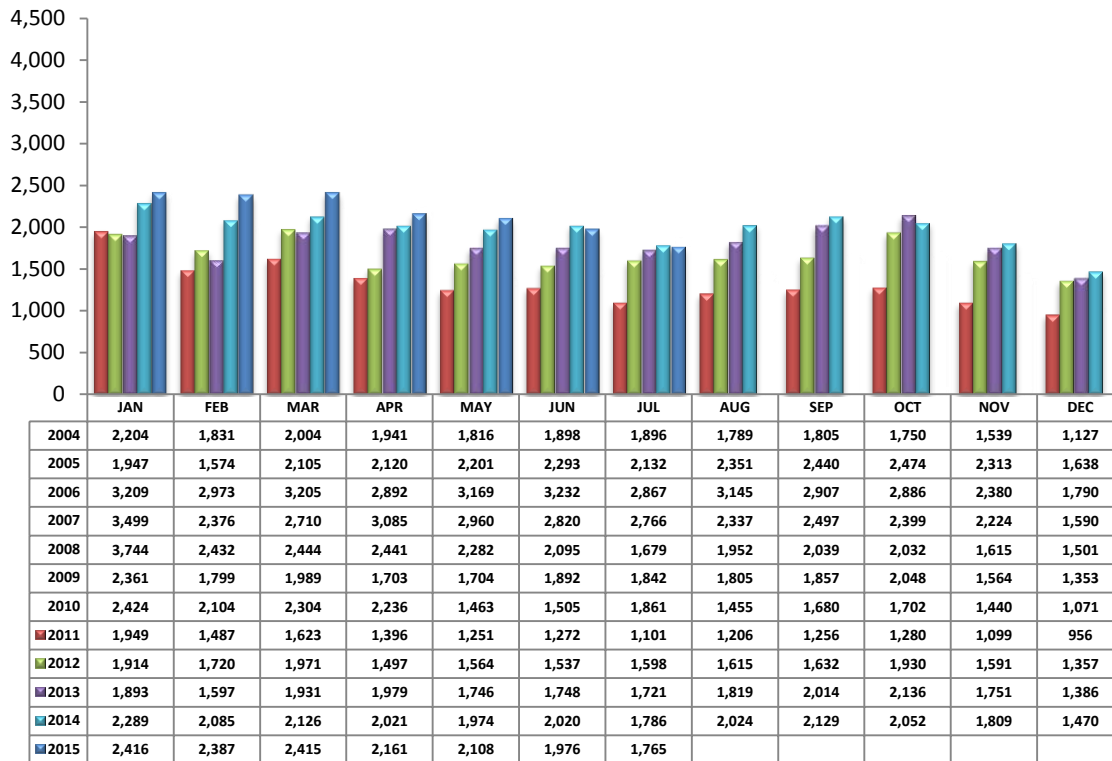
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**Average Days on Market/Listing - July 2015**

| Area | Avg. DOM |
|------|----------|
| C    | 44       |
| E    | 64       |
| N    | 69       |
| NE   | 53       |
| NW   | 69       |
| S    | 39       |
| SE   | 49       |
| SW   | 60       |
| W    | 63       |
| XNE  | 143      |
| XNW  | 51       |
| XS   | 67       |
| XSW  | 111      |
| XW   | 56       |

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

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**New Listings – July 2015**

| Area | # of Listings |
|------|---------------|
| C    | 251           |
| E    | 134           |
| N    | 174           |
| NE   | 89            |
| NW   | 466           |
| S    | 87            |
| SE   | 157           |
| SW   | 121           |
| W    | 93            |
| XNE  | 0             |
| XNW  | 27            |
| XS   | 114           |
| XSW  | 41            |
| XW   | 11            |

\*Includes properties that were re-listed

\*\*Beginning July 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. |
|-----------|---------|-----------|---------------|
| 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            |
| Mar 2015  | 212     | 424       | 46            |
| Apr 2015  | 252     | 431       | 68            |
| May 2015  | 269     | 414       | 66            |
| June 2015 | 225     | 438       | 62            |
| July 2015 | 192     | 381       | 82            |

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