

**For Immediate
Release:**
October 8, 2015

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Tucson Association of REALTORS®

Multiple Listing Service

Monthly Statistics September 2015

Below are some highlights from the September Residential Sales Statistics:

- Total Sales Volume decreased this month, going from \$269,323,073 in August to \$248,739,868 in September, a 7.64% decrease from last month, but is an increase of 18.91% over September 2014.
- The Average Sales Price decreased to \$206,766 from \$211,068 in August, resulting in a 2.04% decrease.
- Average List Price this month was \$212,648, a decrease of 2.38% since last month.
- Total Under Contract decreased by 3.90% from August.
- Total Unit Sales of 1,203 is down from August's number of 1,276, resulting in a 5.72% decrease but is an increase of 15.90% over September 2014.
- The Median Sales Price declined slightly to \$172,000 from \$173,250 in August, a .72% decrease.
- New Listings increased 3.03% from August.
- Total Active Listings of 4,909 is a 3.17% increase from August's number of 4,758.
- Average Days on Market decreased to 61 in September from 63 in August.
- Conventional loan sales of 35.8% exceeded Cash Sales of 25.9% 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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Multiple financing opportunities are available

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September 2015 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
September	\$248,739,868	\$209,188,665	18.91%
August	\$269,323,073	\$237,488,113	13.40%
Month % Change	-7.64%	-11.92%	

Average Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
September	\$206,766	\$201,530	2.60%
August	\$211,068	\$205,084	2.92%
Month % Change	-2.04%	-1.73%	

Average List Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
September	\$212,648	\$207,472	2.49%
August	\$217,833	\$211,024	3.23%
Month % Change	-2.38%	-1.68%	

Total Under Contract

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
September	1,774	1,683	5.41%
August	1,846	1,655	11.54%
Month % Change	-3.90%	1.69%	

Total Unit Sales

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
September	1,203	1,038	15.90%
August	1,276	1,158	10.19%
Month % Change	-5.72%	-10.36%	

Median Sales Price

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
September	\$172,000	\$165,000	4.24%
August	\$173,250	\$163,000	6.29%
Month % Change	-0.72%	1.23%	

New Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
September	2,072	2,129	-2.68%
August	2,011	2,024	-0.64%
Month % Change	3.03%	5.19%	

Active Listings

	<u>2015</u>	<u>2014</u>	<u>Annual % Change</u>
September	4,909	5,437	-9.71%
August	4,758	5,155	-7.70%
Month % Change	3.17%	5.47%	

September 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	144	37	25.69%	85740	0	0	0.00%
85145	25	0	0.00%	85648	0	0	0.00%	85714	17	3	17.65%	85741	80	42	52.50%
85245	0	0	0.00%	85653	85	16	18.82%	85715	91	32	35.16%	85742	196	53	27.04%
85601	1	0	0.00%	85654	0	0	0.00%	85716	155	22	14.19%	85743	163	54	33.13%
85602	4	0	0.00%	85658	201	37	18.41%	85717	0	0	0.00%	85745	163	29	17.79%
85611	0	0	0.00%	85701	28	0	0.00%	85718	281	45	16.01%	85746	95	35	36.84%
85614	200	26	13.00%	85704	157	39	24.84%	85719	122	23	18.85%	85747	136	48	35.29%
85616	0	0	0.00%	85705	76	31	40.79%	85730	139	41	29.50%	85748	98	24	24.49%
85619	28	3	10.71%	85706	74	36	48.65%	85734	0	0	0.00%	85749	168	23	13.69%
85622	49	10	20.41%	85709	0	0	0.00%	85735	74	18	24.32%	85750	251	34	13.55%
85623	10	3	30.00%	85710	195	82	42.05%	85736	24	5	20.83%	85755	189	41	21.69%
85629	194	36	18.56%	85711	149	45	30.20%	85737	163	53	32.52%	85756	51	19	37.25%
85641	201	63	31.34%	85712	103	40	38.83%	85739	243	35	14.40%	85757	84	20	23.81%

NOTE:

85637- 1 active listing

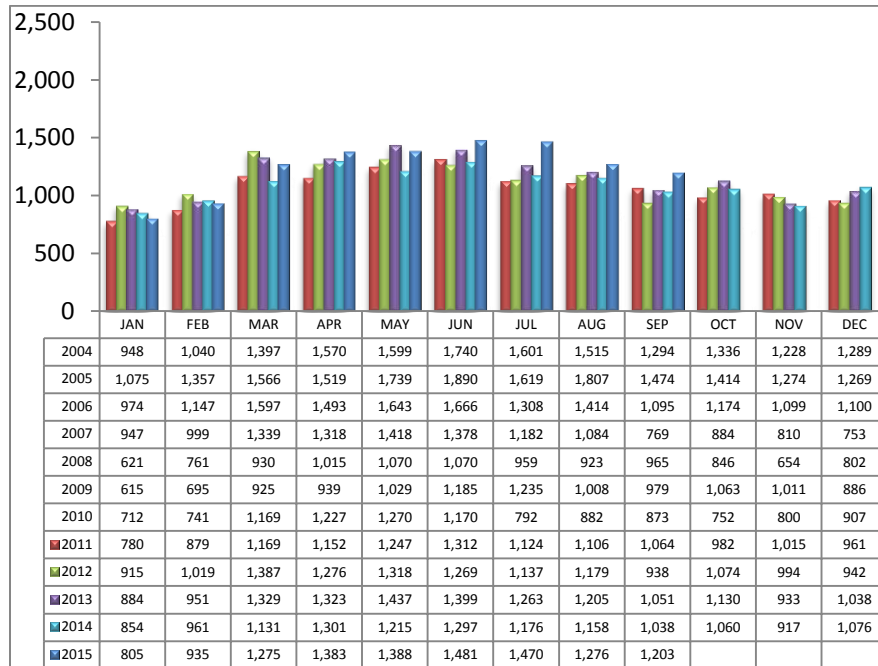
Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold	
Under \$29,999	23	3	1	3	30	7	C	631	1 -30 Days	556
\$30,000 to \$39,999	38	6	3	3	50	12	E	294	31-60 Days	213
\$40,000 to \$49,999	49	13	5	5	72	11	N	577	61 - 90 Days	154
\$50,000 to \$59,999	58	13	9	7	87	22	NE	269	91-120 Days	90
\$60,000 to \$69,999	63	20	8	5	96	29	NW	1328	121 - 180 Days	115
\$70,000 to \$79,999	63	28	8	8	107	37	S	161	Over 180 Days	75
\$80,000 to \$89,999	91	33	17	7	148	22	SE	392	Avg. Days on Market	
\$90,000 to \$99,999	97	51	11	17	176	36	SW	301	61	
\$100,000 to \$119,999	233	109	17	26	385	98	W	241	Avg. Sold Price	
\$120,000 to \$139,999	380	159	22	34	595	137	XNE	28	\$206,766	
\$140,000 to \$159,999	376	141	32	40	589	127	XNW	71	Median Sale Price	
\$160,000 to \$179,999	379	100	24	30	533	106	XS	377	\$172,000	
\$180,000 to \$199,999	376	86	11	27	500	117	XSW	194	New Listings	
\$200,000 to \$249,999	607	159	16	45	827	149	XW	45	2,072	
\$250,000 to \$299,999	491	99	8	38	636	106	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	574	97	9	35	715	95	C	148	\$23,555,249	
\$400,000 to \$499,999	312	38	4	9	363	45	E	108	\$17,189,564	
\$500,000 to \$749,999	406	35	3	8	452	34	N	91	\$32,949,485	
\$750,000 to \$999,999	145	18	0	3	166	7	NE	58	\$17,059,421	
\$1,000,000 and over	148	5	1	2	156	6	NW	349	\$84,720,410	
							S	66	\$7,826,708	
							SE	120	\$23,354,091	
							SW	80	\$11,171,885	
							W	63	\$11,032,464	
							XNE	3	\$869,000	
							XNW	5	\$745,500	
							XS	67	\$12,740,791	
Totals	4,909	1,213	209	352	6,683	1,203	XSW	39	\$4,804,800	
							XW	6	\$720,500	
							Total Volume		\$248,739,868	
Sept-15		Sept-14	% Change	YTD 2015	YTD 2014	% Change				
Home Sales Volume	\$248,739,868	\$209,188,665	18.91%	\$2,363,107,338	\$2,051,554,134	15.19%				
Home Sales Units	1,203	1,038	15.90%	11,216	10,131	10.71%				
Average Sales Price (All Residential)	\$206,766	\$201,530	2.60%	\$209,451	\$203,495	2.93%				
Median Sales Price	\$172,000	\$165,000	4.24%	\$172,591	\$165,343	4.38%				
Average Days on Market:	61	59	3.39%	62	63	-1.59%				
Average List Price for Sold:	\$212,648	\$207,472	2.49%	\$215,698	\$211,976	1.76%				
SP/LP %	97.23%	97.14%		97.10%	96.00%					
Total Under Contract	1,774	1,683	5.41%							
Active Listings	4,909	5,437	-9.71%							
New Listings	2,072	2,129	-2.68%							

Types of Financing		Totals
FHA		274
VA		157
Other		23
Cash		311
Conventional		431
Cash/Loan		0
Carryback		7

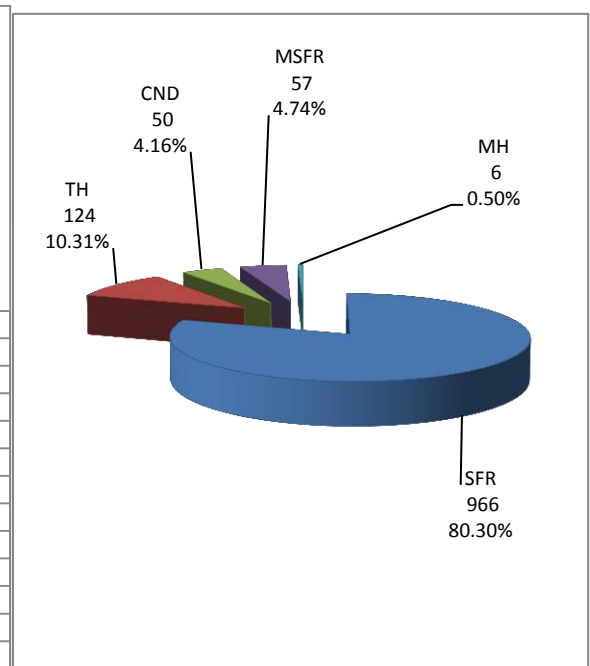
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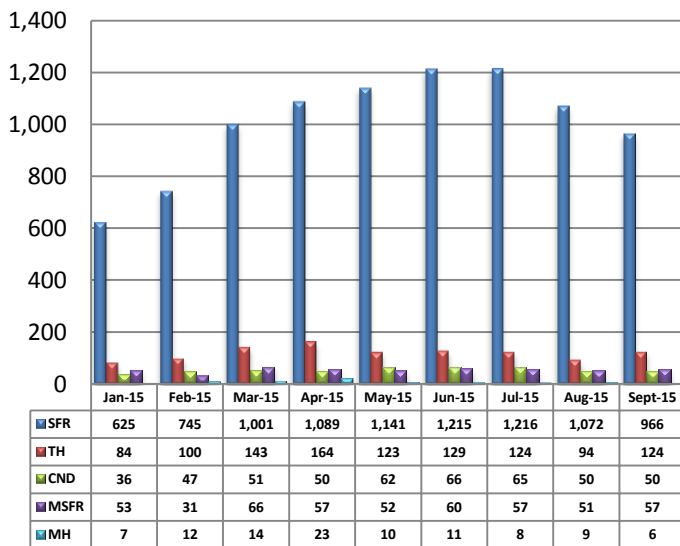
Total Unit Sales – September 2015



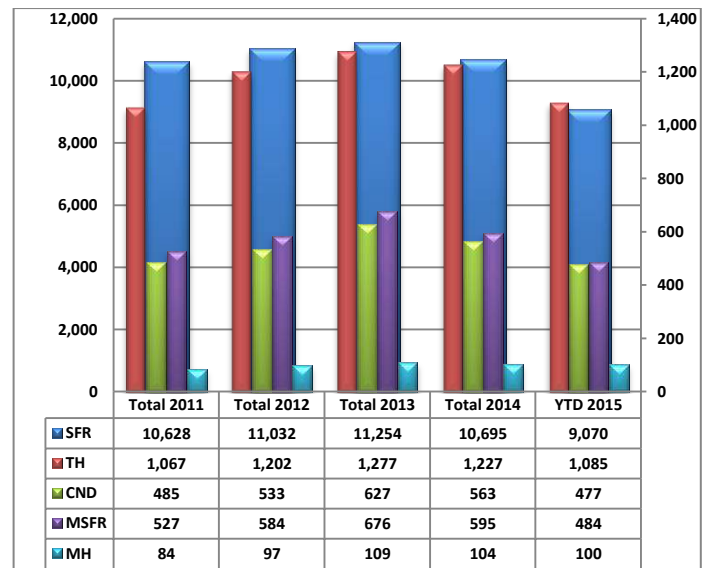
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

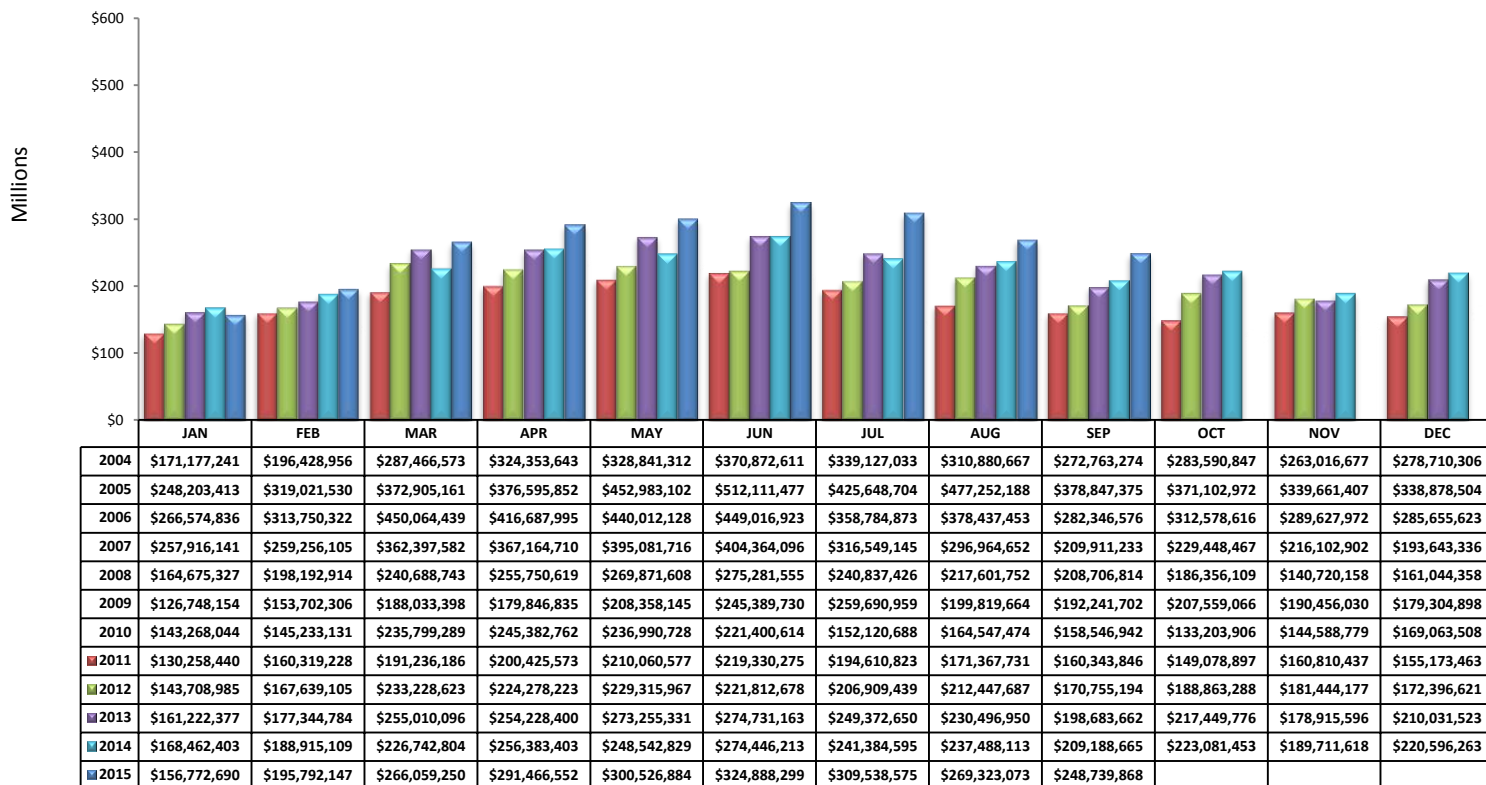


YTD Annual Comparison – Breakdown by Type

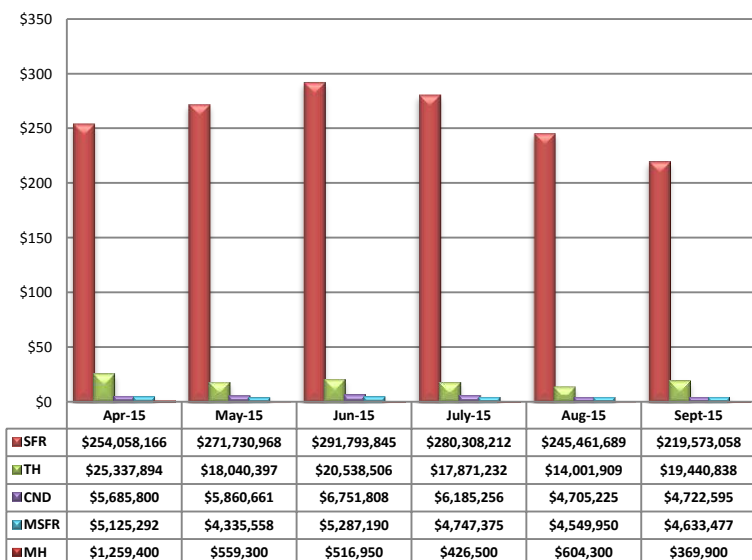


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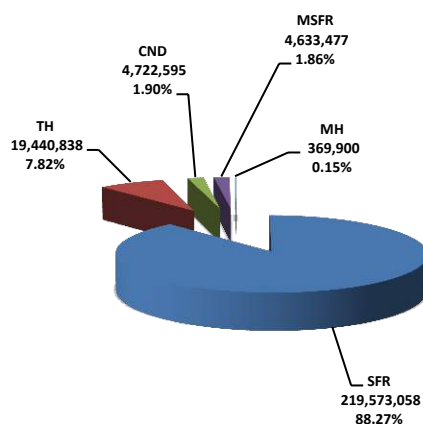
Total Sales Volume - September 2015



Total Sales Volume By Type - Monthly Comparison

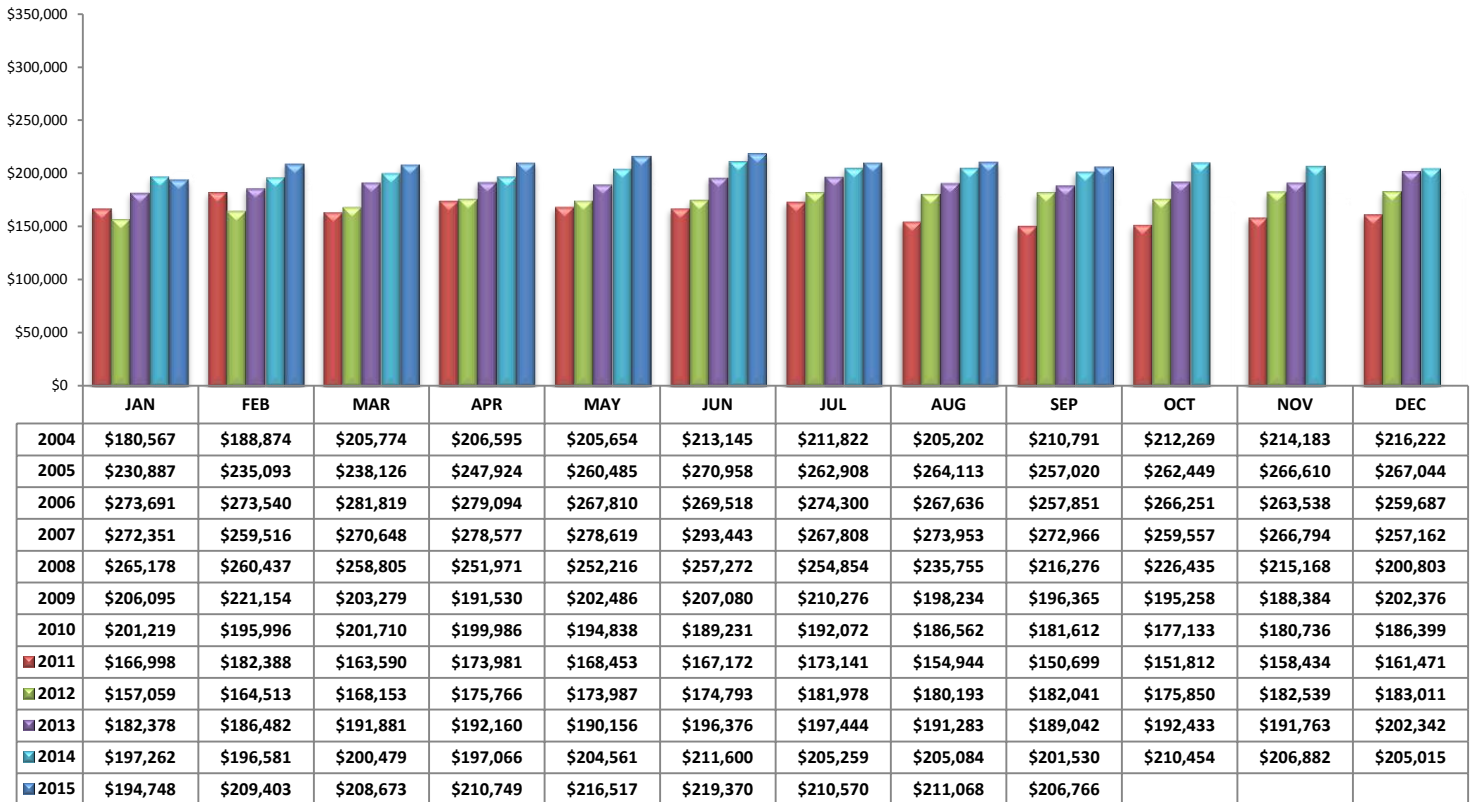


Monthly Volume by Type

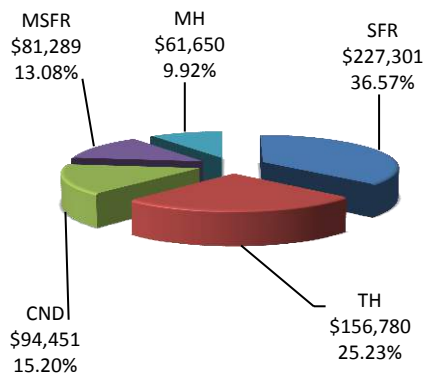


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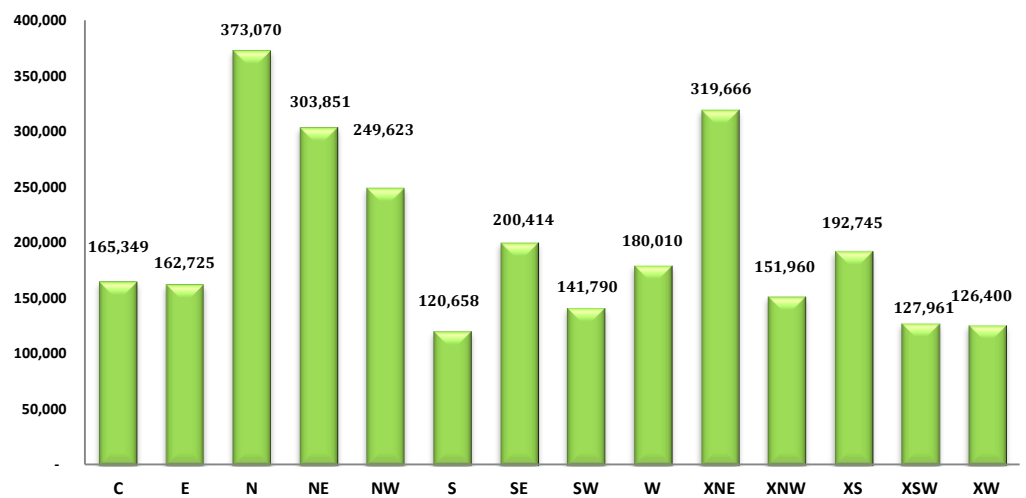
Average Sales Price – September 2015



Average Sales Price by Type – September 2015

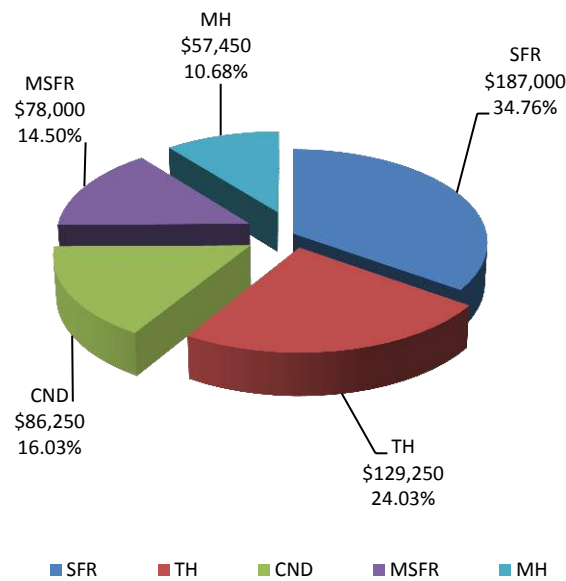


Average "Listing" Price per Area – September 2015



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Median Sale Price – by Type

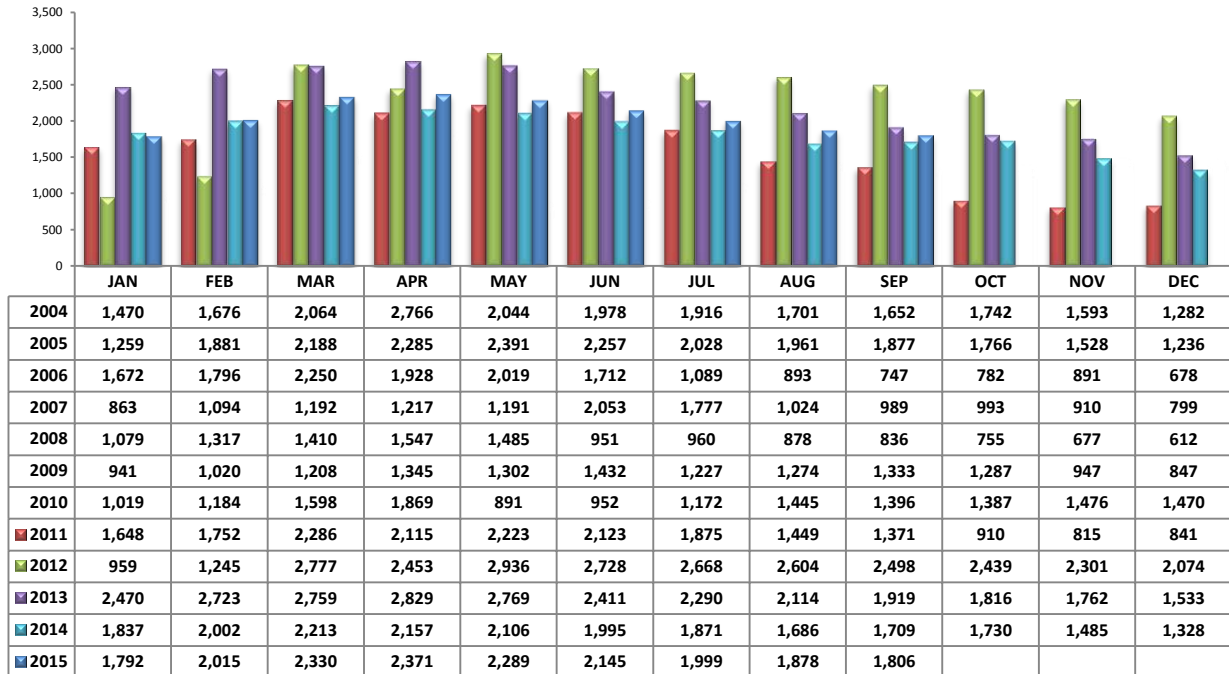


Median Sale Price – September 2015

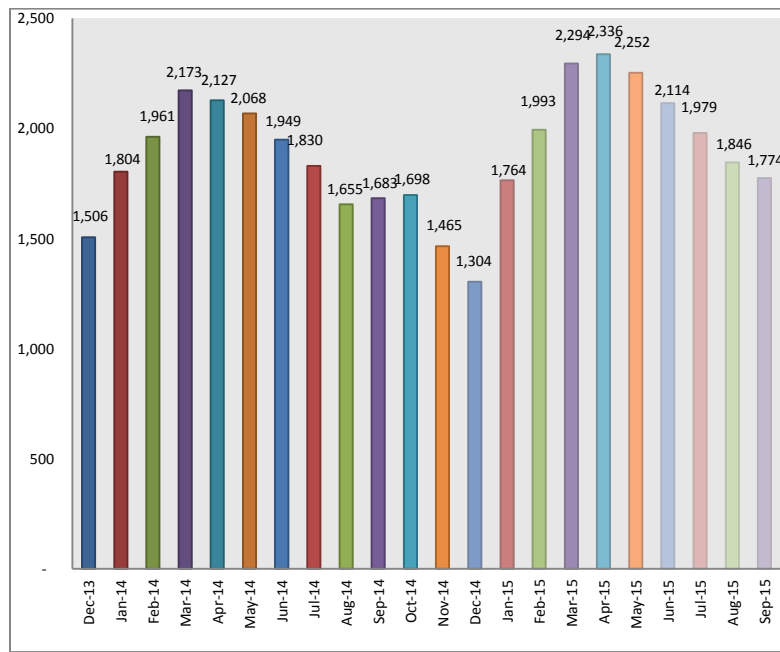


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Newly Under Contract During The Month

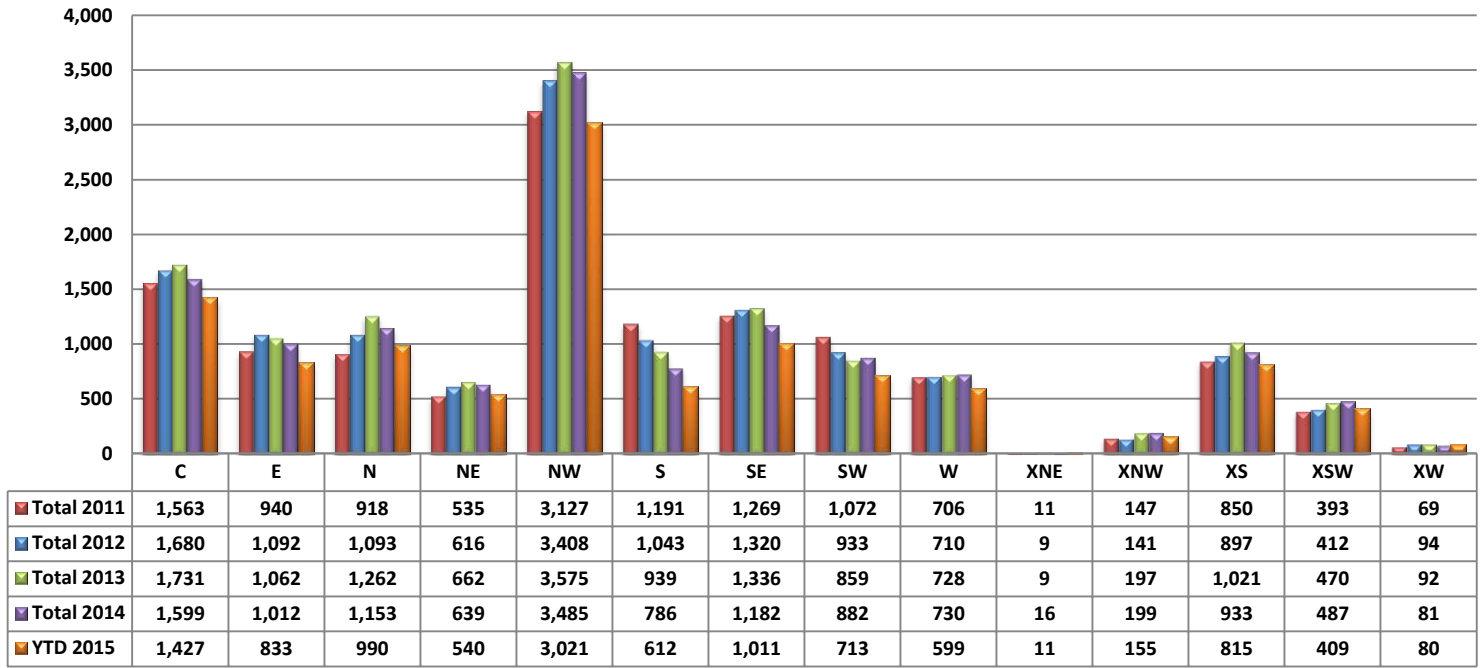


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

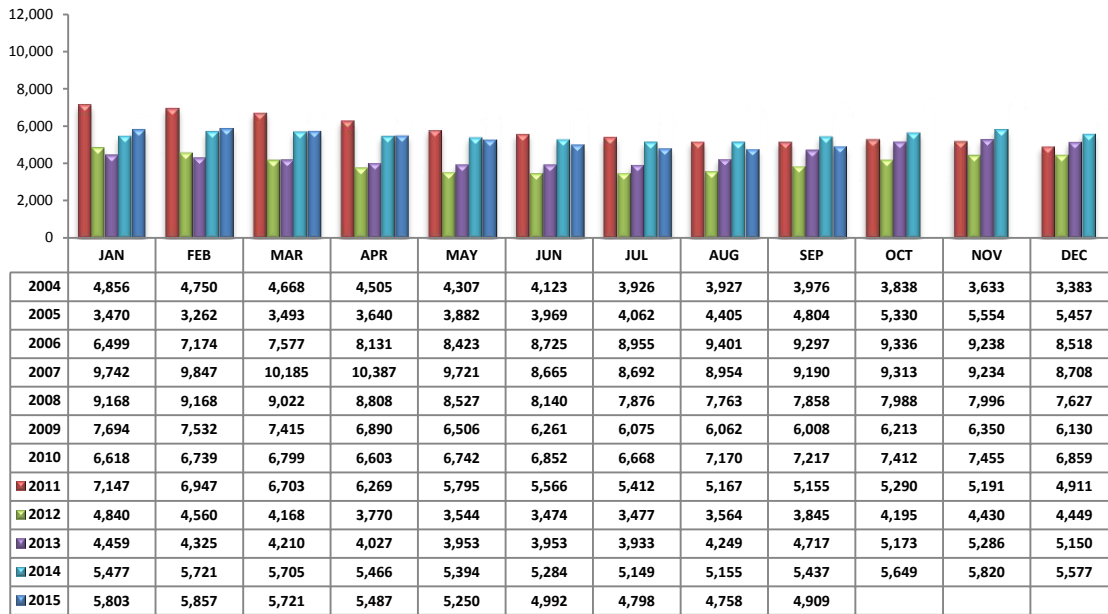
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$116,552	\$158,331	\$255,327	\$254,216	\$159,157
E	\$104,984	\$152,363	\$176,768	\$430,666	\$159,162
N	\$197,821	\$337,965	\$484,954	\$531,633	\$362,082
NE	\$132,405	\$278,363	\$456,156	\$282,750	\$294,127
NW	\$215,463	\$243,116	\$243,089	\$327,843	\$242,751
S	\$74,071	\$112,762	\$153,526	\$75,000	\$118,586
SE	\$120,761	\$168,733	\$207,783	\$287,153	\$194,617
SW	\$86,514	\$125,615	\$176,214	\$175,500	\$139,648
W	\$125,050	\$171,742	\$376,990	\$138,500	\$175,118
XNE	\$289,666	\$0	\$0	\$0	\$289,666
XNW	\$0	\$99,375	\$348,000	\$0	\$149,100
XS	\$119,003	\$197,250	\$205,566	\$228,680	\$190,161
XSW	\$114,284	\$138,840	\$110,000	\$225,000	\$123,200
XW	\$119,500	\$119,750	\$121,000	\$0	\$120,083

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	62	58	25	3	148
E	15	65	25	3	108
N	21	36	31	3	91
NE	17	18	19	4	58
NW	75	178	73	23	349
S	7	41	17	1	66
SE	4	60	42	14	120
SW	10	40	24	6	80
W	16	40	5	2	63
XNE	3	0	0	0	3
XNW	0	4	1	0	5
XS	12	27	18	10	67
XSW	26	10	2	1	39
XW	2	2	2	0	6

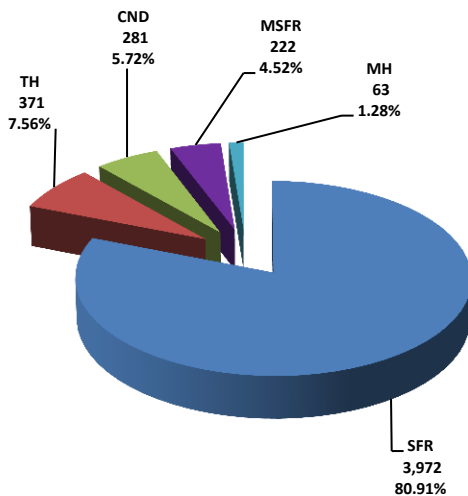
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Active Listings

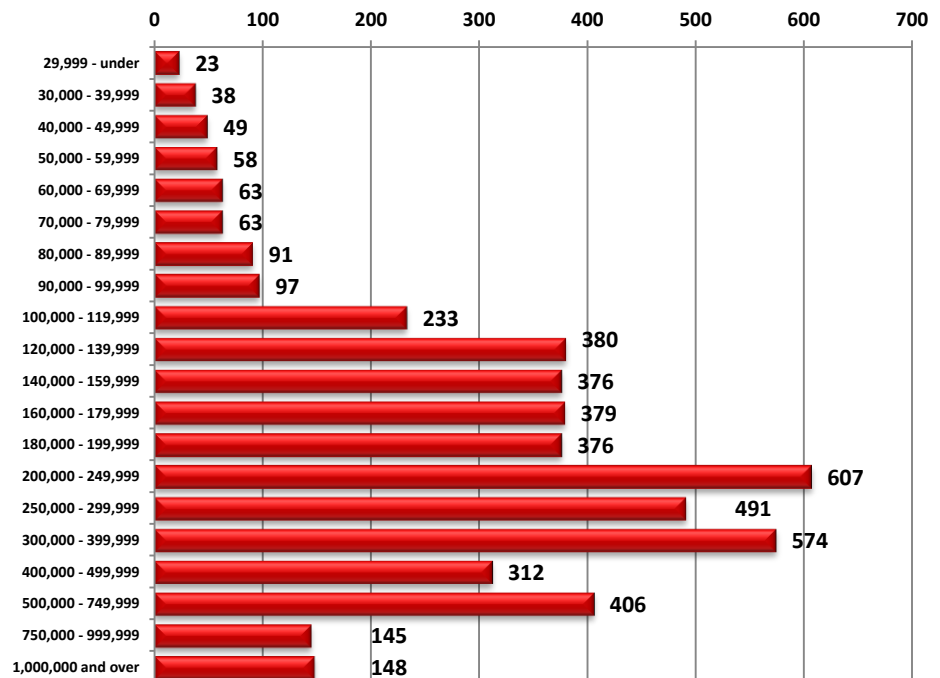


Area	# of Listings
C	631
E	294
N	577
NE	269
NW	1328
S	161
SE	392
SW	301
W	241
XNE	28
XNW	71
XS	377
XSW	194
XW	45

Active Listings Unit Breakdown

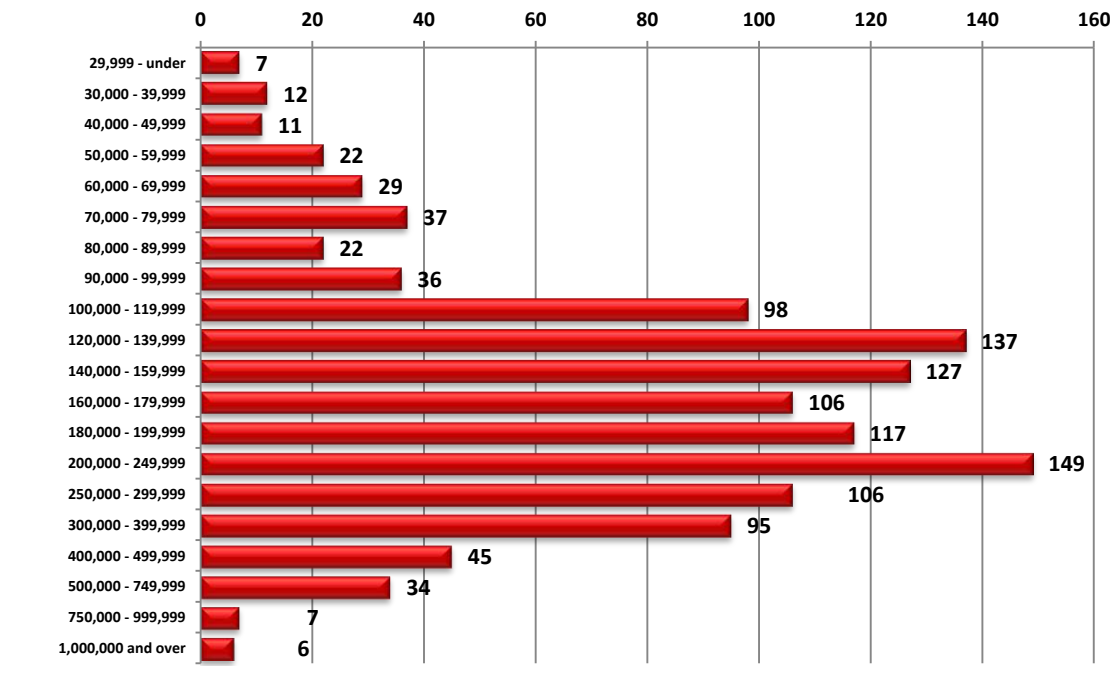


Active Listings Price Breakdown



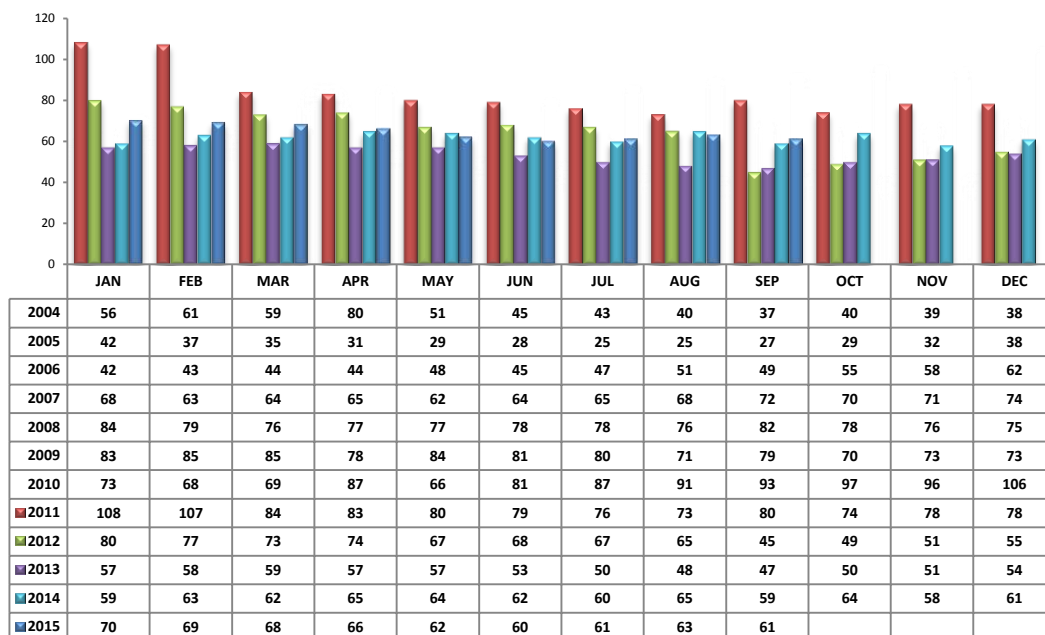
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Sold Price Breakdown



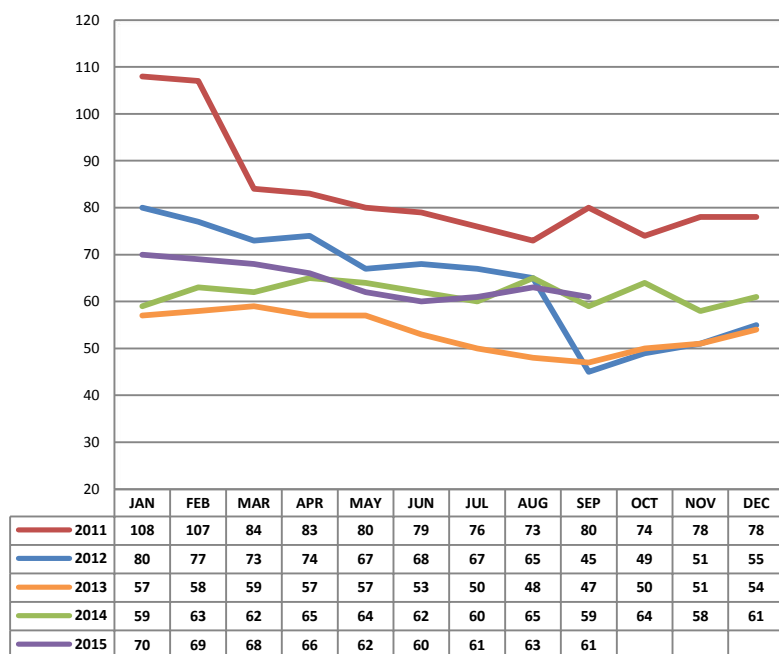
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Average Days on Market/Listing - September 2015

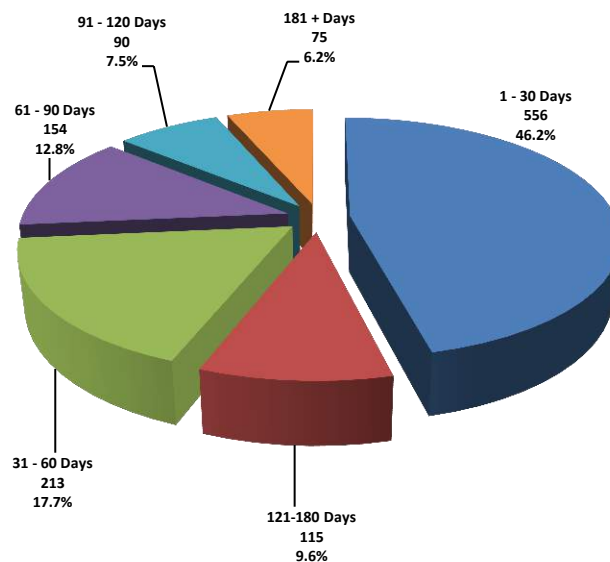


Area	Avg. DOM
C	56
E	53
N	62
NE	67
NW	61
S	24
SE	64
SW	81
W	46
XNE	397
XNW	31
XS	69
XSW	105
XW	36

Annual Comparison - Average Days on Market

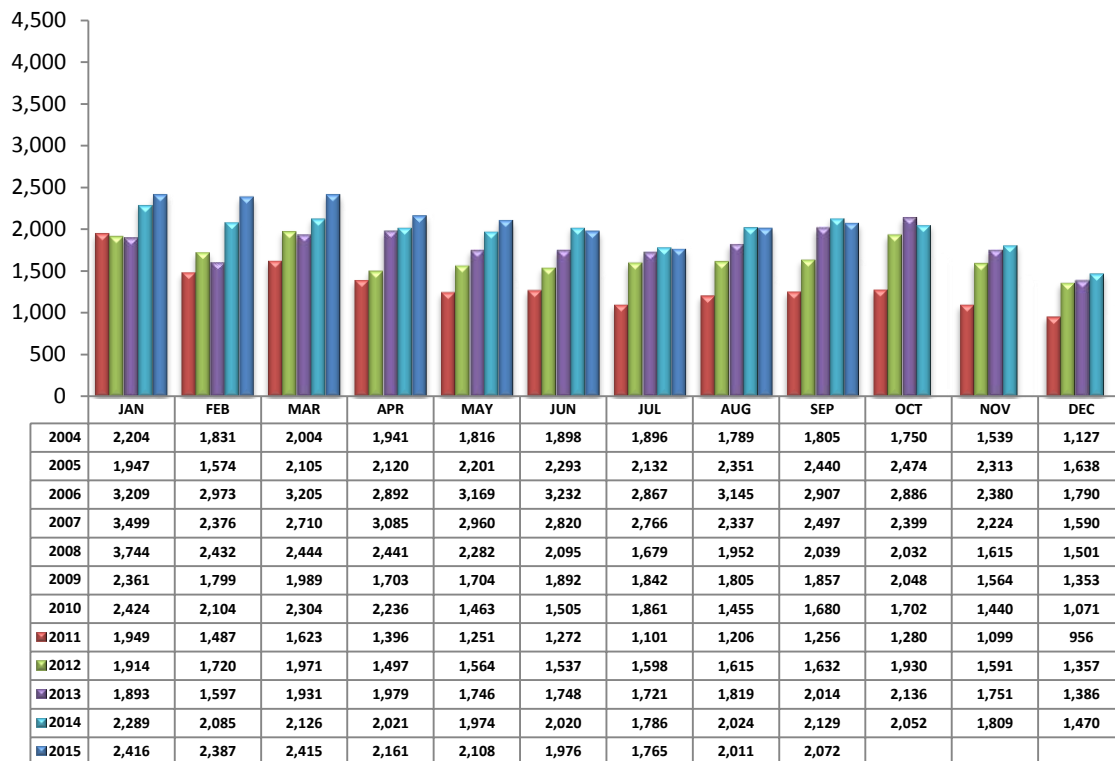


Average Days on Market/Listing Breakdown



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New Listings – September 2015



Area	# of Listings
C	262
E	151
N	217
NE	99
NW	563
S	106
SE	181
SW	141
W	102
XNE	3
XNW	24
XS	143
XSW	65
XW	15

*Includes properties that were re-listed

**Beginning September 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.
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
Aug 2015	207	360	53
Sept 2015	204	385	58

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