

**For Immediate
Release:**
January 3, 2017

CONTACT:
Cathy Erchull
MLSSAZ President
(520) 444-6546

Sean Murphy
Executive Vice President
(520) 382-8792

Multiple Listing Service of Southern Arizona Monthly Statistics December 2016

Below are some highlights from the December Residential Sales Statistics:

- Total Sales Volume of \$278,489,391 is an increase of 1.16% from last month's number of \$275,287,830 and an increase of 5.49% over December 2015.
- The Average Sales Price increased 4.21% to \$226,598 from \$217,446 in November.
- Average List Price of \$233,223 is an increase of 4.53% from November's number of \$223,119.
- Total Under Contract decreased by 11.12% this month.
- Total Unit Sales of 1,229 decreased this month by 2.92% from 1,266 in November and decreased 1.44% from December 2015.
- The Median Sales Price of \$179,000 is down from November's number of \$184,900 resulting in a 3.19% decrease.
- New Listings of 1,261 are a decrease of 26.98% from 1,727 in November and a 21.87% decrease since December 2015.
- Total Active Listings of 3,752 decreased from 4,067 in November and have decreased 23.24% from December 2015.
- Average Days on Market for December is 49.
- Conventional loan sales of 46.9% exceeded Cash Sales of 23.7%.

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®.



The MLS of Southern Arizona is a wholly owned subsidiary of the Tucson Association of REALTORS®, dedicated to providing a reliable real estate database for members and the public. The Association represents the interests of 5,400 professionals in the real estate industry, and is affiliated with the National Association of REALTORS®. REALTOR® is a registered collective membership mark which may only be used by professionals who are members and subscribe to its strict code of ethics.

December 2016 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	\$278,489,391	\$264,001,833	5.49%
November	\$275,287,830	\$190,421,972	44.57%
Month % Change	1.16%	38.64%	

Average Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	\$226,598	\$211,709	7.03%
November	\$217,446	\$209,485	3.80%
Month % Change	4.21%	1.06%	

Average List Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	\$233,223	\$217,610	7.17%
November	\$223,119	\$213,121	4.69%
Month % Change	4.53%	2.11%	

Total Under Contract

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	1,727	1,610	7.27%
November	1,943	1,824	6.52%
Month % Change	-11.12%	-11.73%	

Total Unit Sales

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	1,229	1,247	-1.44%
November	1,266	909	39.27%
Month % Change	-2.92%	37.18%	

Median Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	\$179,000	\$176,000	1.70%
November	\$184,900	\$169,000	9.41%
Month % Change	-3.19%	4.14%	

New Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	1,261	1,614	-21.87%
November	1,727	1,749	-1.26%
Month % Change	-26.98%	-7.72%	

Active Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
December	3,752	4,888	-23.24%
November	4,067	5,096	-20.19%
Month % Change	-7.75%	-4.08%	

December 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	116	31	26.72%	85740	0	0	0.00%
85145	13	5	38.46%	85648	0	0	0.00%	85714	5	9	180.00%	85741	55	30	54.55%
85245	0	0	0.00%	85653	56	18	32.14%	85715	83	21	25.30%	85742	138	45	32.61%
85601	0	0	0.00%	85654	0	0	0.00%	85716	91	22	24.18%	85743	115	45	39.13%
85602	6	0	0.00%	85658	191	35	18.32%	85717	0	0	0.00%	85745	93	42	45.16%
85611	0	0	0.00%	85701	20	5	25.00%	85718	242	57	23.55%	85746	77	33	42.86%
85614	210	51	24.29%	85704	122	35	28.69%	85719	98	25	25.51%	85747	80	39	48.75%
85616	0	0	0.00%	85705	57	32	56.14%	85730	72	55	76.39%	85748	64	24	37.50%
85619	24	0	0.00%	85706	49	41	83.67%	85734	0	0	0.00%	85749	135	18	13.33%
85622	43	11	25.58%	85709	0	0	0.00%	85735	56	10	17.86%	85750	203	48	23.65%
85623	17	1	5.88%	85710	106	69	65.09%	85736	30	6	20.00%	85755	206	44	21.36%
85629	148	45	30.41%	85711	99	39	39.39%	85737	145	50	34.48%	85756	54	33	61.11%
85641	132	51	38.64%	85712	76	38	50.00%	85739	167	38	22.75%	85757	57	28	49.12%

NOTE:

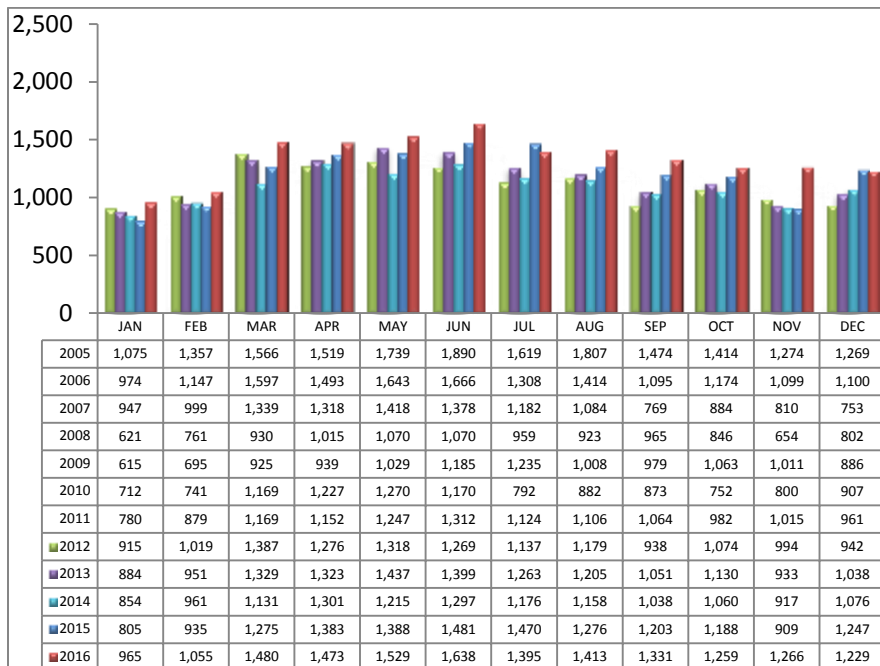
85637- 1 active listing

Residential Listing Statistics							Active Listings		Days on Market of Units Sold	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area		
Under \$29,999	12	3	1	2	18	6	C	415	1-30 Days	689
\$30,000 to \$39,999	26	3	0	6	35	5	E	167	31-60 Days	211
\$40,000 to \$49,999	38	9	1	8	56	12	N	478	61-90 Days	123
\$50,000 to \$59,999	42	10	4	3	59	18	NE	230	91-120 Days	67
\$60,000 to \$69,999	50	13	4	6	73	17	NW	1097	121-180 Days	76
\$70,000 to \$79,999	42	13	5	7	67	16	S	106	Over 180 Days	63
\$80,000 to \$89,999	50	30	5	8	93	33	SE	250	Avg. Days on Market	
\$90,000 to \$99,999	63	26	4	12	105	27	SW	260	49	
\$100,000 to \$119,999	129	88	9	27	253	63	W	146	Avg. Sold Price	
\$120,000 to \$139,999	211	159	19	28	417	104	XNE	24	\$226,598	
\$140,000 to \$159,999	236	131	20	44	431	166	XNW	44	Median Sale Price	
\$160,000 to \$179,999	252	135	14	34	435	154	XS	310	\$179,000	
\$180,000 to \$199,999	215	121	3	31	370	92	XSW	187	New Listings	
\$200,000 to \$249,999	532	160	10	54	756	168	XW	38	1,261	
\$250,000 to \$299,999	417	117	6	39	579	118	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	494	112	4	26	636	122	C	144	\$27,254,856	
\$400,000 to \$499,999	274	47	5	14	340	49	E	93	\$15,580,784	
\$500,000 to \$749,999	352	40	2	24	418	37	N	114	\$51,182,950	
\$750,000 to \$999,999	159	12	0	2	173	9	NE	39	\$10,729,582	
\$1,000,000 and over	158	4	0	3	165	13	NW	314	\$85,778,431	
							S	86	\$10,885,006	
							SE	127	\$23,088,099	
							SW	84	\$12,253,490	
							W	71	\$13,224,523	
							XNE	0	\$0	
							XNW	14	\$1,992,000	
							XS	86	\$18,078,135	
							XSW	49	\$7,464,235	
							XW	8	\$977,300	
Totals	3,752	1,233	116	378	5,479	1,229				
									Total Volume	\$278,489,391
	Dec-16	Dec-15	% Change	YTD 2016	YTD 2015	% Change				
Home Sales Volume	\$278,489,391	\$264,001,833	5.49%	\$3,528,435,260	\$3,068,871,636	14.98%				
Home Sales Units	1,229	1,247	-1.44%	16,033	14,560	10.12%				
Average Sales Price (All Residential)	\$226,598	\$211,709	7.03%	\$226,826	\$210,853	7.58%				
Median Sales Price	\$179,000	\$176,000	1.70%	\$180,521	\$173,427	4.09%				
Average Days on Market:	49	59	-16.95%	49	61	-19.67%				
Average List Price for Sold:	\$233,223	\$217,610	7.17%	\$227,939	\$216,310	5.38%				
SP/LP %	97.16%	97.29%		99.51%	97.48%					
Total Under Contract	1,727	1,610	7.27%							
Active Listings	3,752	4,888	-23.24%							
New Listings	1,261	1,614	-21.87%							

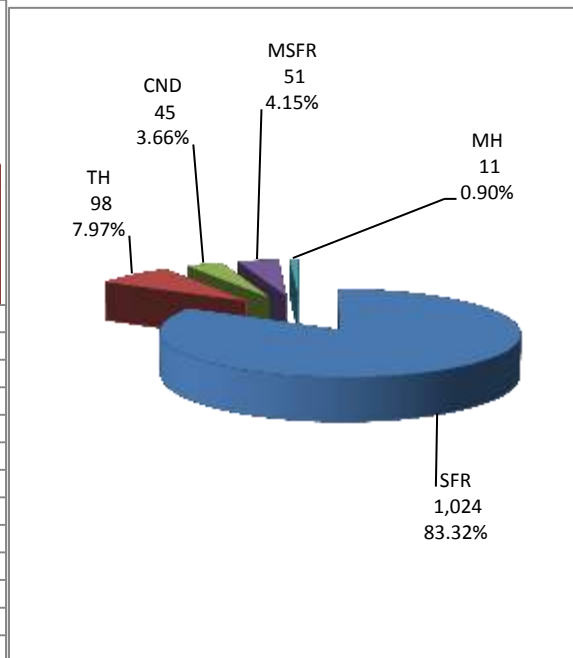
Types of Financing	Totals
FHA	201
VA	132
Other	21
Cash	291
Conventional	577
Cash/Loan	1
Carryback	6

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 Multiple Listing Service of Southern Arizona. 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 Multiple Listing Service of Southern Arizona guarantees nor is in any way responsible for its accuracy.

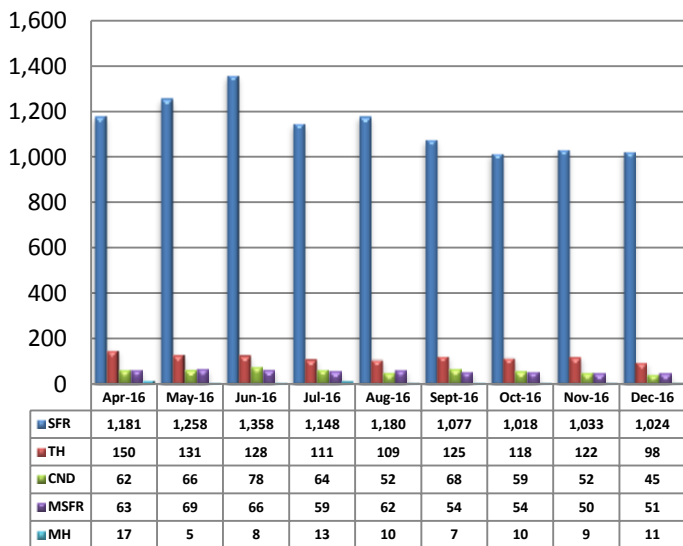
Total Unit Sales - December 2016



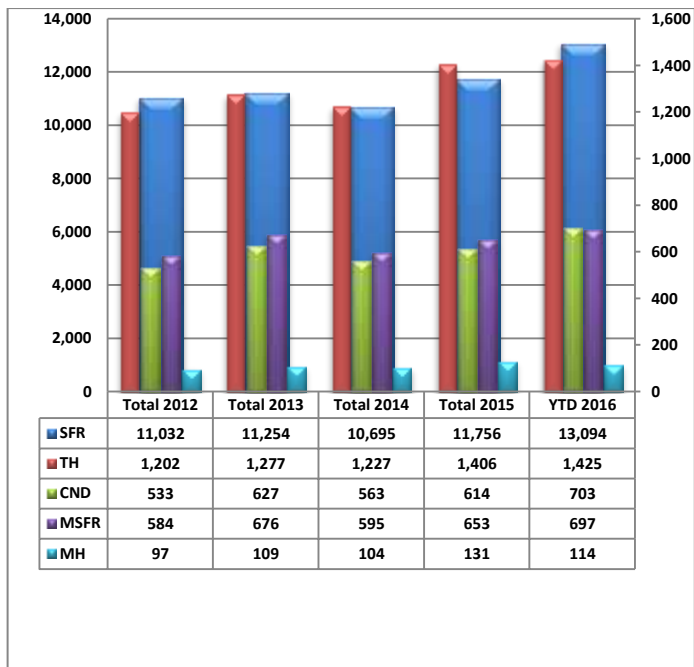
Unit Sales - Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

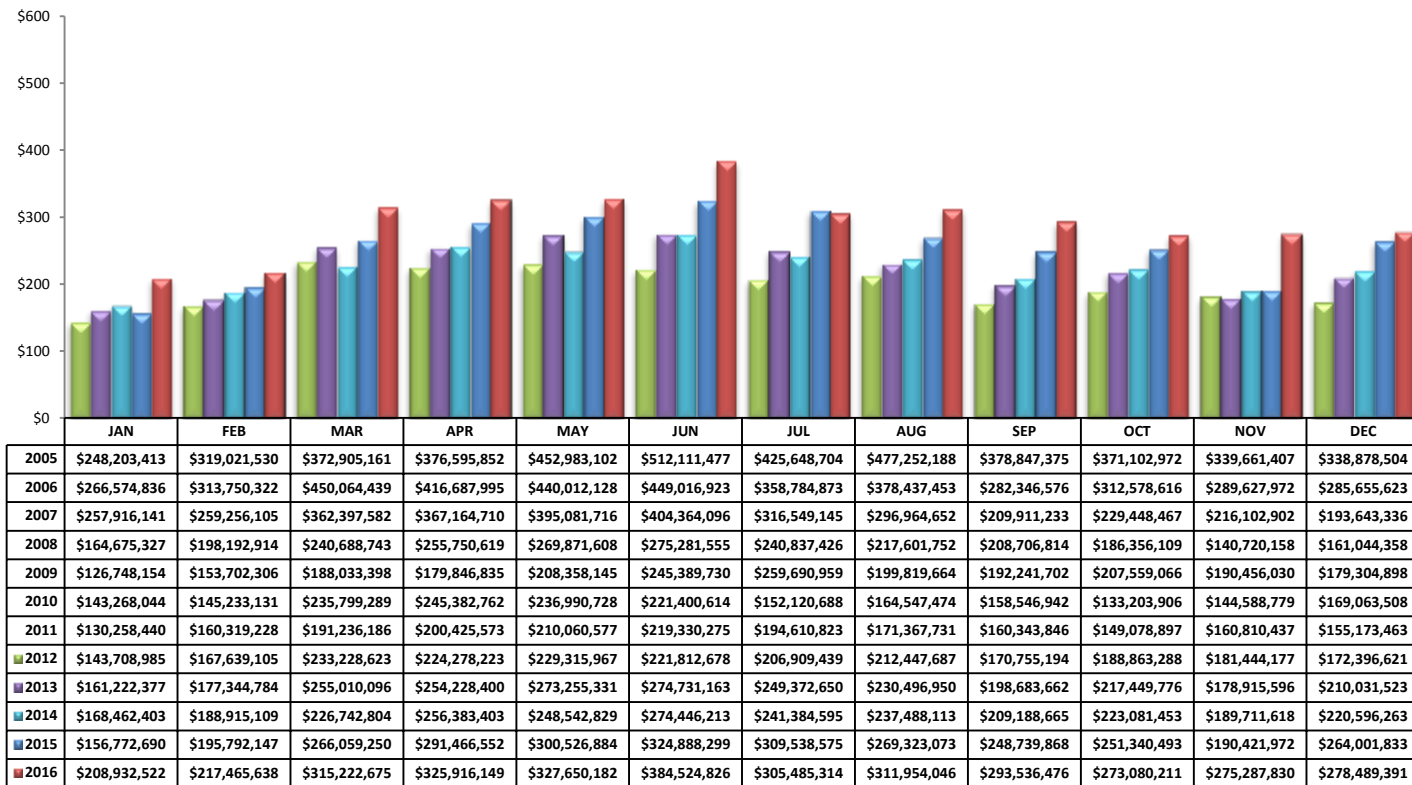


YTD Annual Comparison - Breakdown by Type



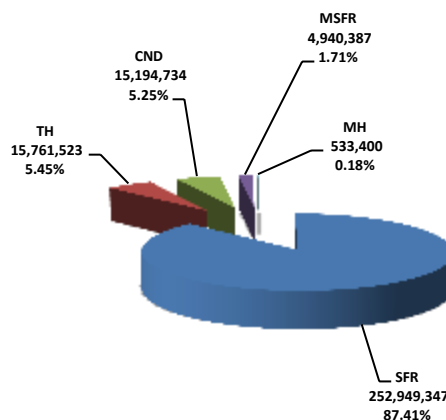
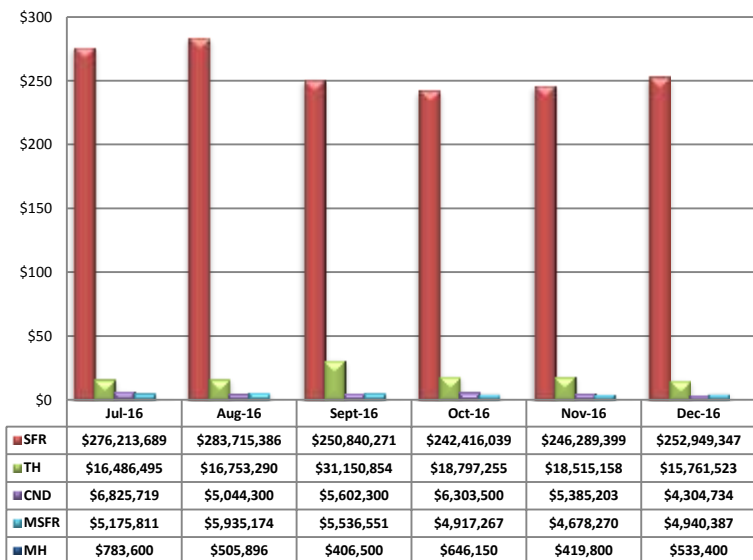
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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® or Multiple Listing Service of Southern Arizona guarantees, or is in any way responsible for its accuracy.

Total Sales Volume - December 2016



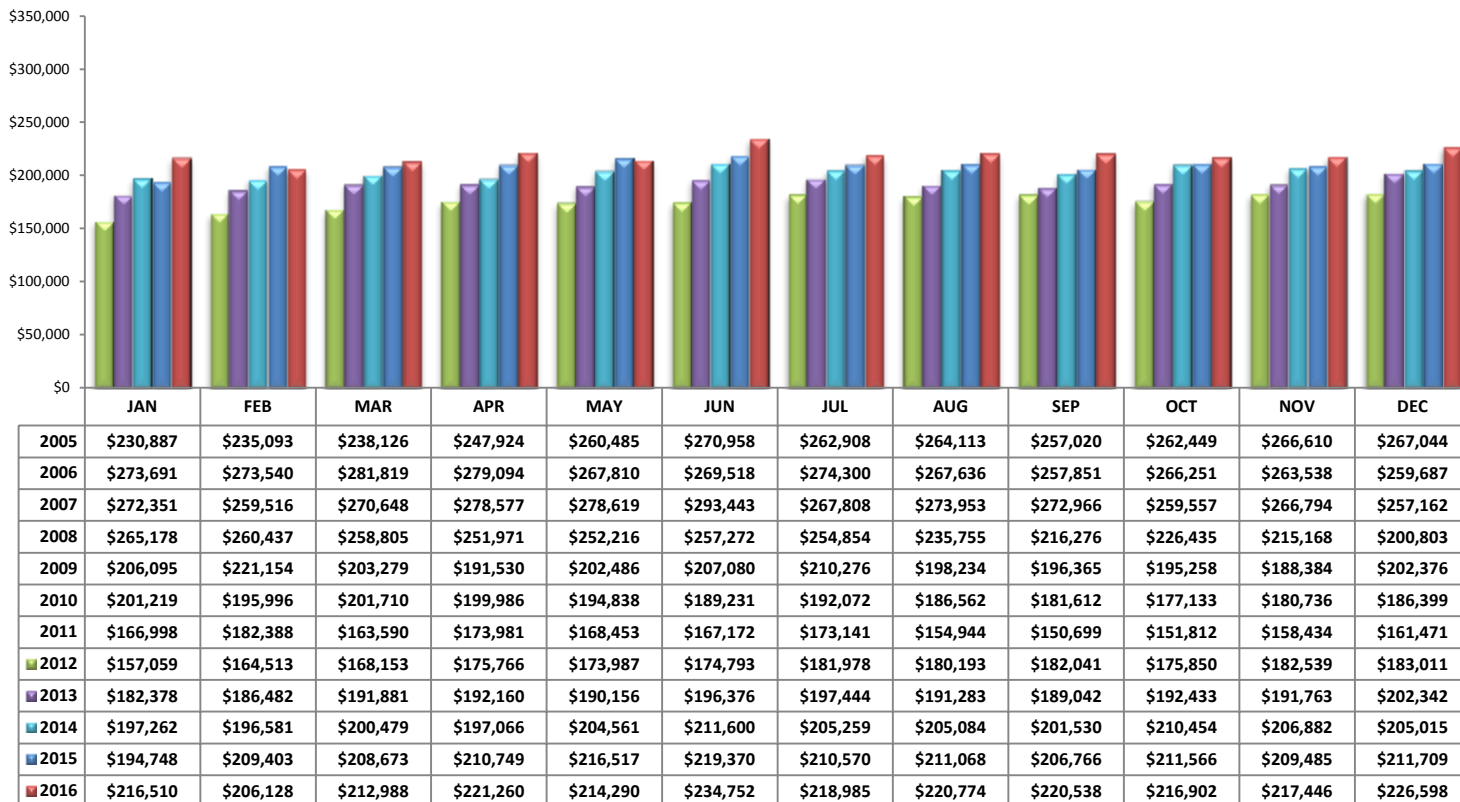
Total Sales Volume By Type - Monthly Comparison

Monthly Volume by Type

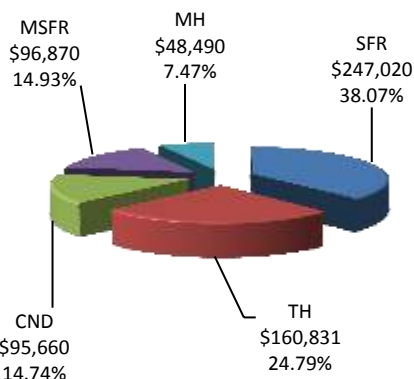


PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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® or Multiple Listing Service of Southern Arizona guarantees, or is in any way responsible for its accuracy.

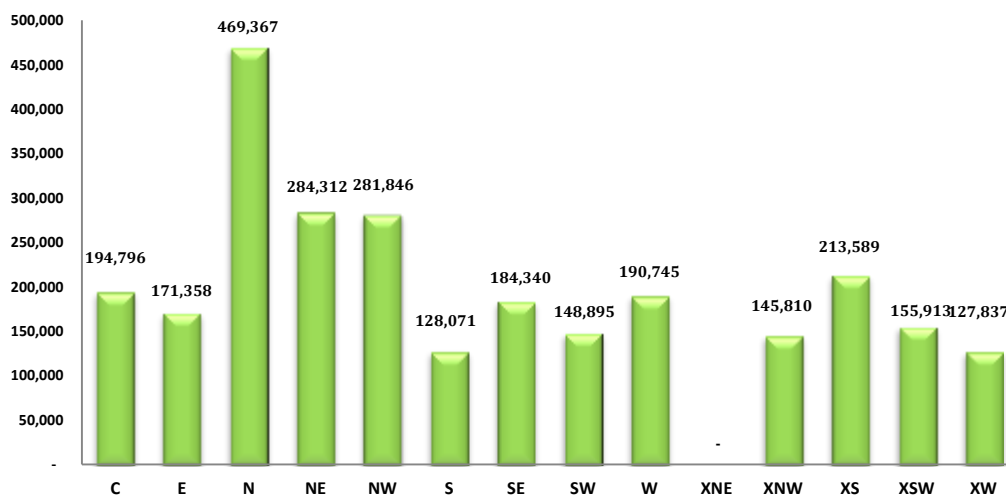
Average Sales Price – December 2016



Average Sales Price by Type – December 2016

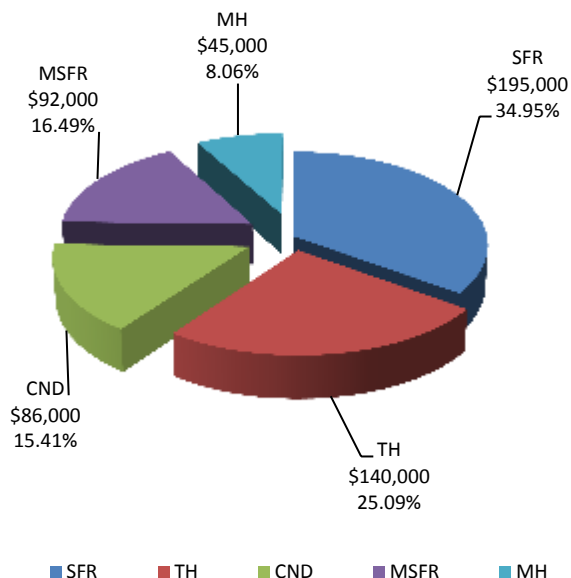


Average "Listing" Price per Area – December 2016

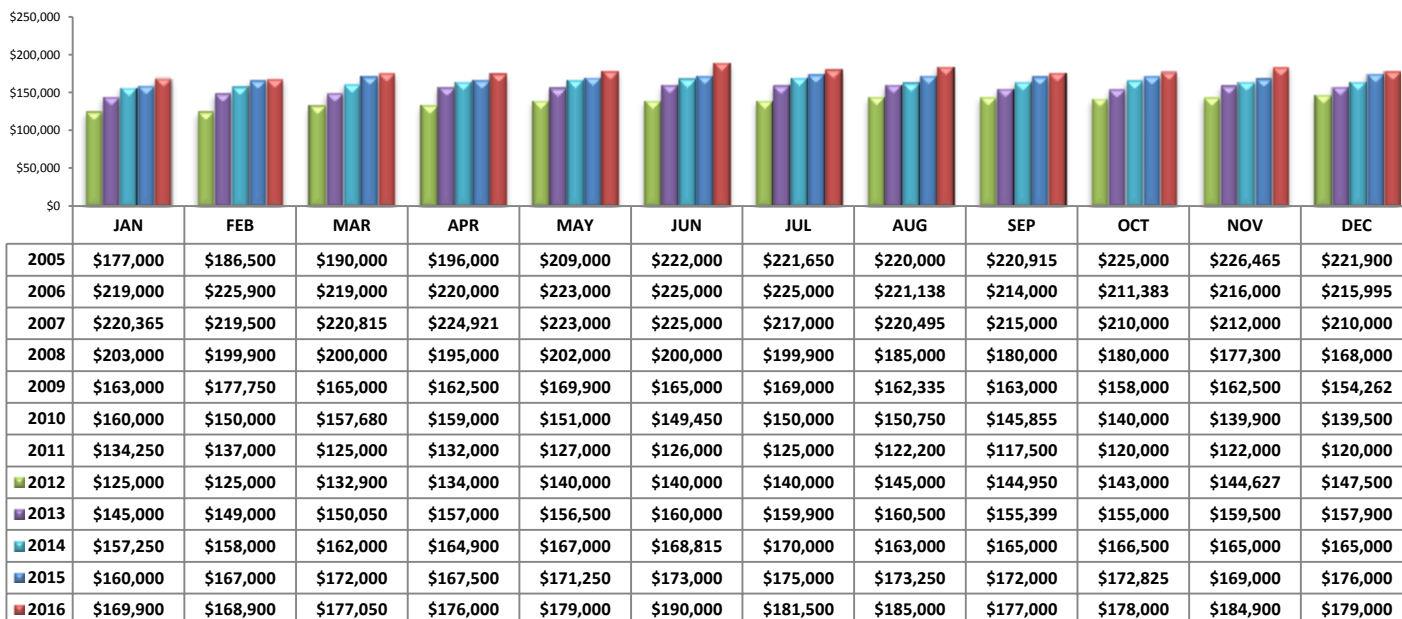


PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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® or Multiple Listing Service of Southern Arizona guarantees, or is in any way responsible for its accuracy.

Median Sale Price - by Type

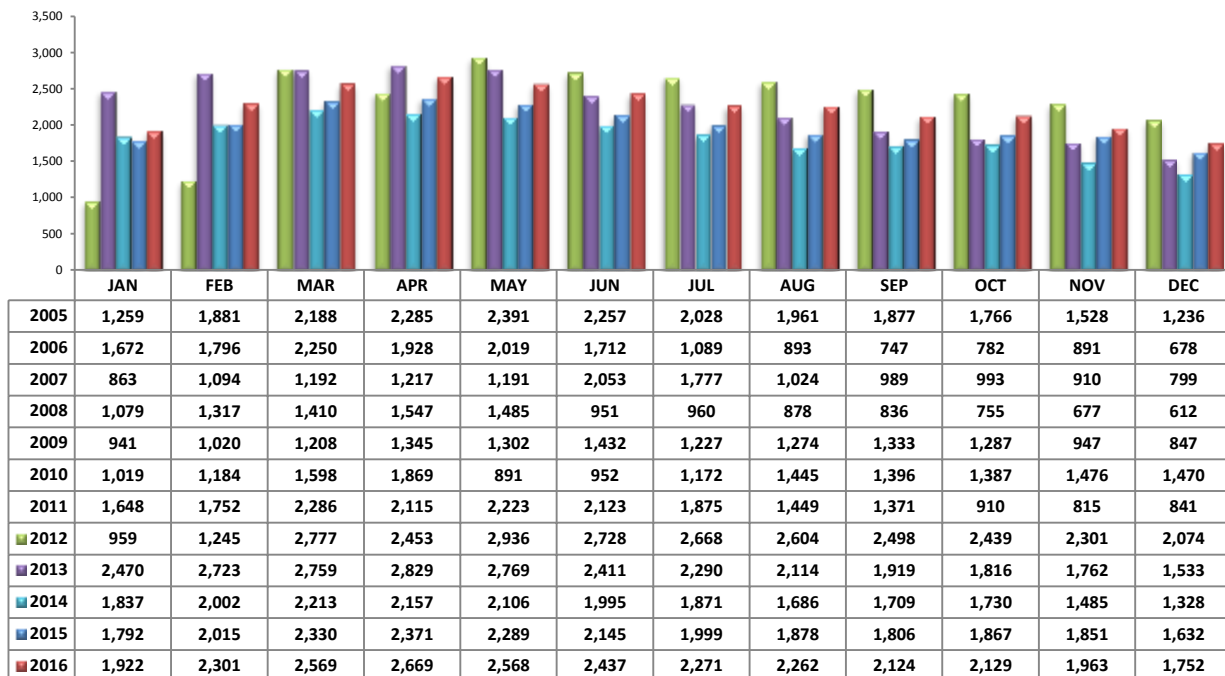


Median Sale Price - December 2016

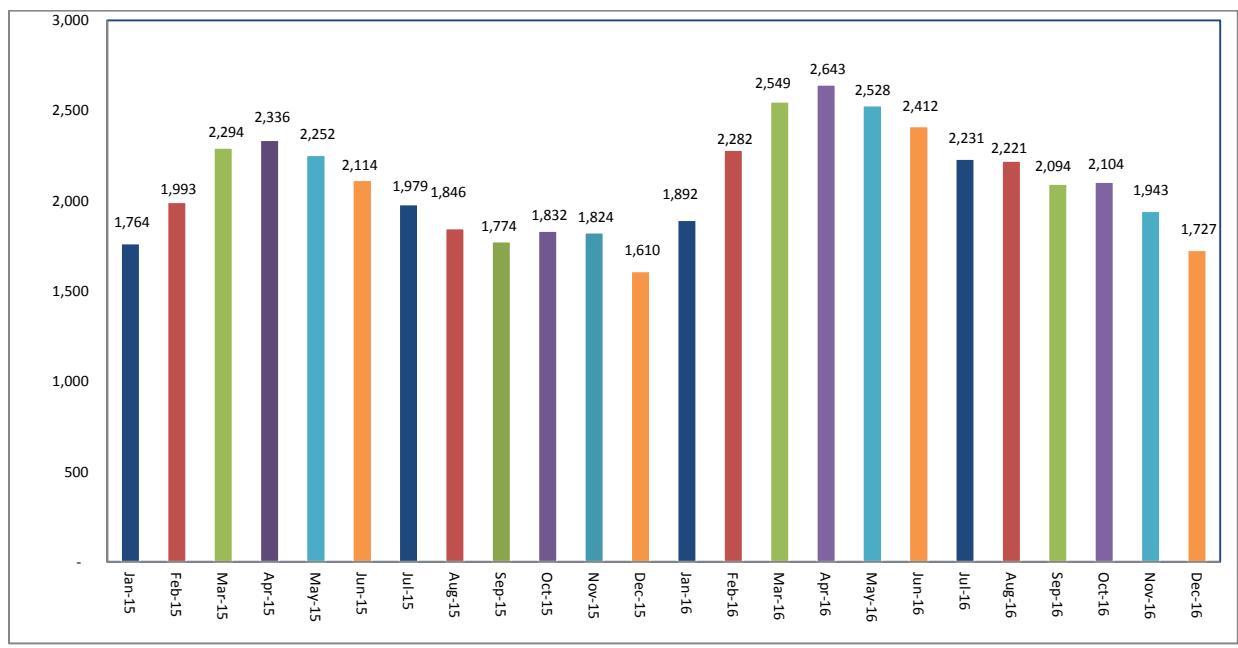


PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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® or Multiple Listing Service of Southern Arizona guarantees, or is in any way responsible for its accuracy.

Newly Under Contract During The Month

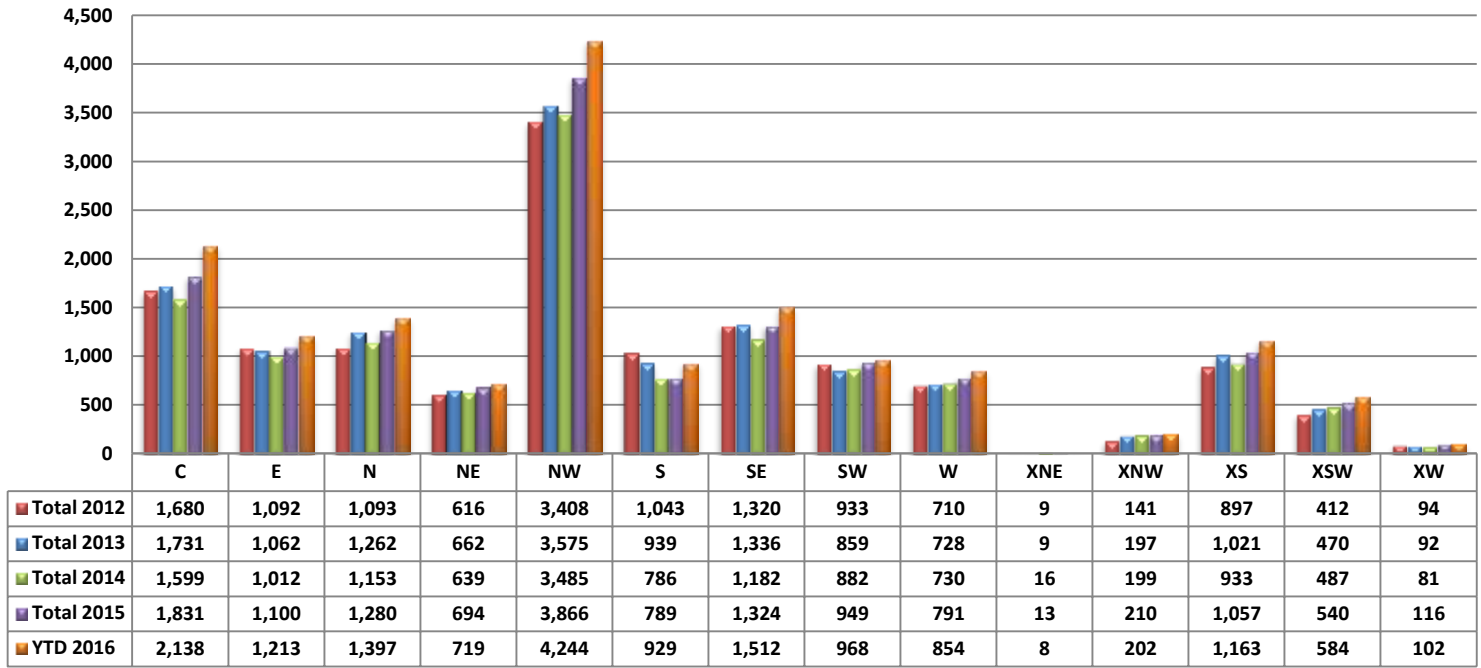


Total Listings Still Under Contract At The End of The Month



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 Multiple Listing Service of Southern Arizona. 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® or Multiple Listing Service of Southern Arizona guarantees, or is in any way responsible for its accuracy.

Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

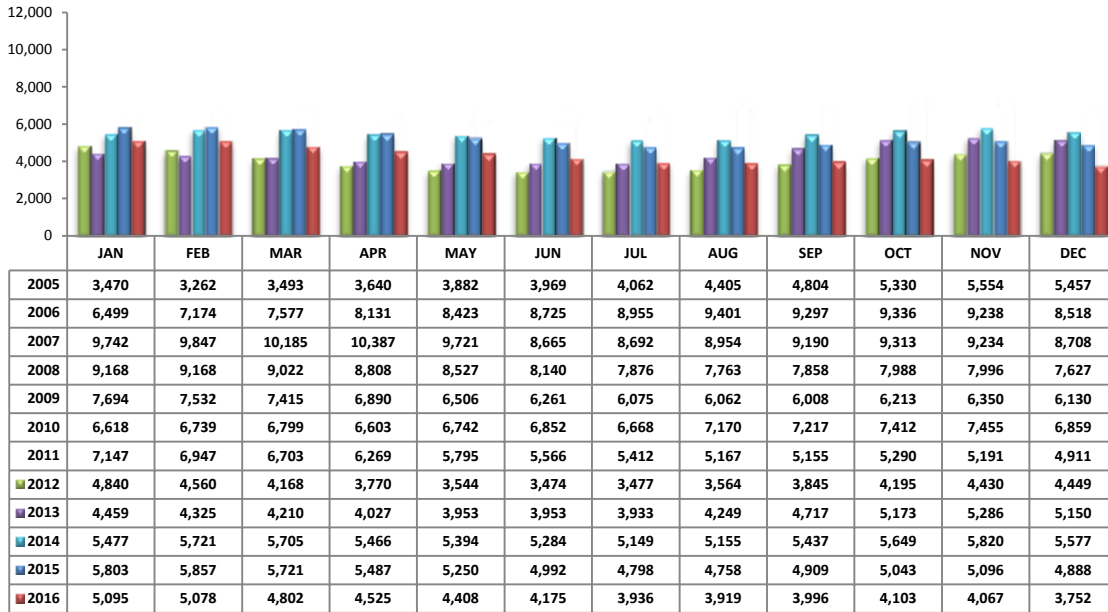
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$128,481	\$188,209	\$270,440	\$313,800	\$264,894
E	\$100,812	\$163,869	\$221,539	\$144,071	\$167,535
N	\$202,994	\$459,635	\$517,010	\$830,111	\$448,973
NE	\$74,757	\$284,994	\$342,615	\$416,666	\$275,117
NW	\$222,182	\$262,597	\$326,775	\$430,523	\$273,179
S	\$87,690	\$119,685	\$151,471	\$156,975	\$126,569
SE	\$170,700	\$169,873	\$199,923	\$220,528	\$181,796
SW	\$94,133	\$151,294	\$160,372	\$237,975	\$145,874
W	\$129,087	\$179,109	\$240,057	\$0	\$186,260
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$0	\$141,708	\$168,000	\$123,500	\$142,285
XS	\$190,359	\$205,916	\$221,605	\$248,700	\$210,210
XSW	\$147,408	\$169,213	\$159,000	\$0	\$152,331
XW	\$100,700	\$121,180	\$170,000	\$0	\$122,162

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	41	74	24	5	144
E	15	53	23	2	93
N	26	42	37	9	114
NE	7	17	12	3	39
NW	86	135	85	8	314
S	10	48	24	4	86
SE	12	67	45	3	127
SW	18	37	25	4	84
W	13	39	19	0	71
XNE	0	0	0	0	0
XNW	0	12	1	1	14
XS	21	31	28	6	86
XSW	37	10	2	0	49
XW	2	5	1	0	8

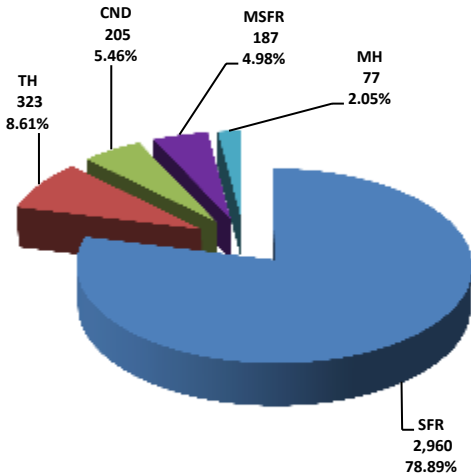
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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® or Multiple Listing Service of Southern Arizona guarantees, or is in any way responsible for its accuracy.

Active Listings

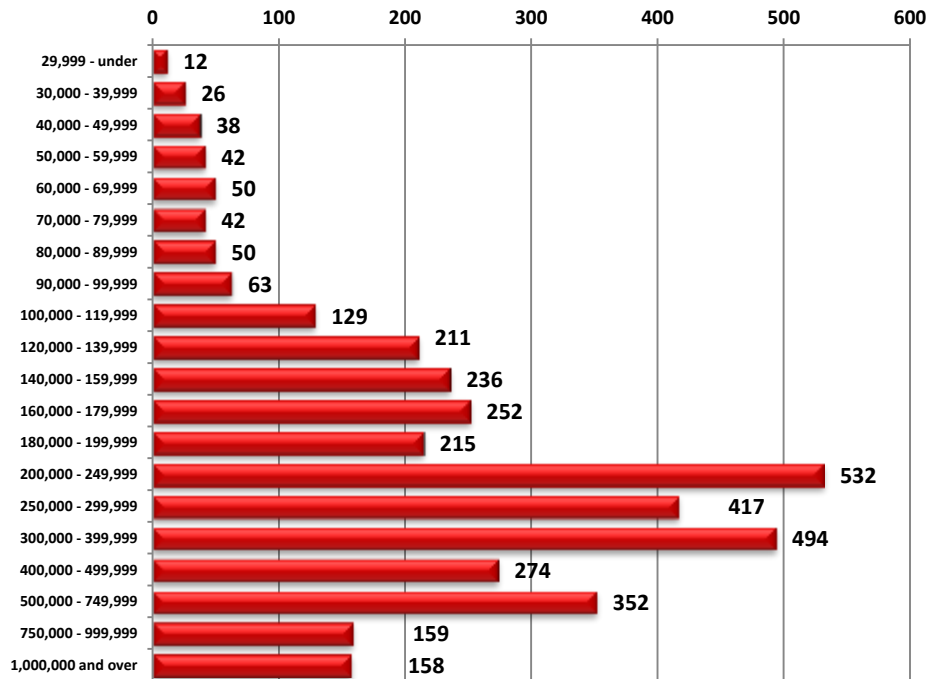


Area	# of Listings
C	415
E	167
N	478
NE	230
NW	1097
S	106
SE	250
SW	260
W	146
XNE	24
XNW	44
XS	310
XSW	187
XW	38

Active Listings Unit Breakdown

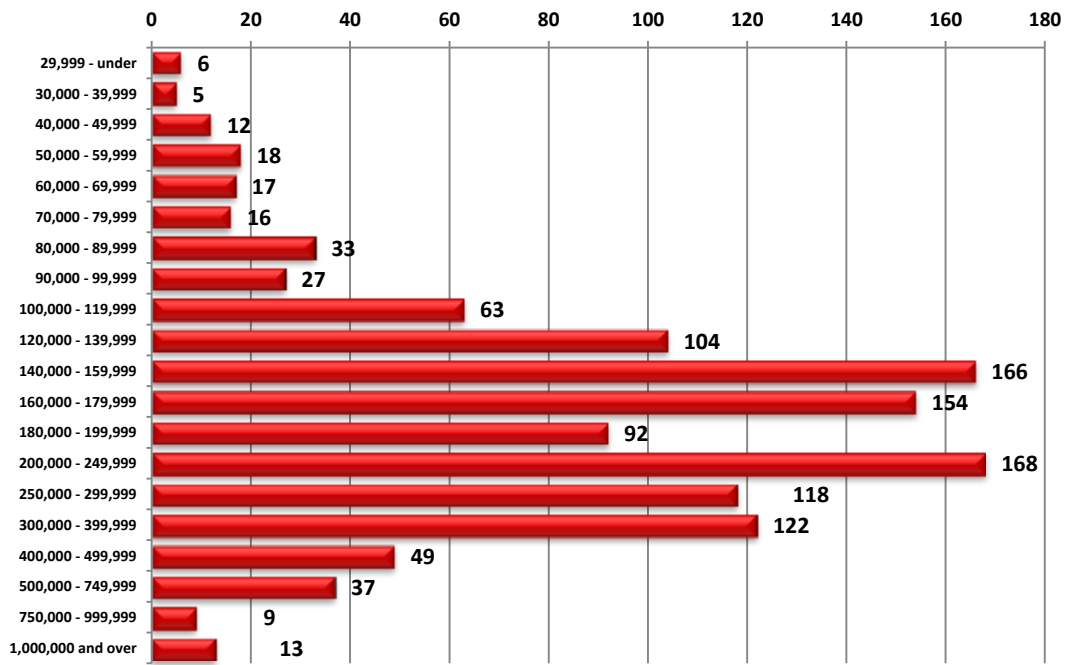


Active Listings Price Breakdown



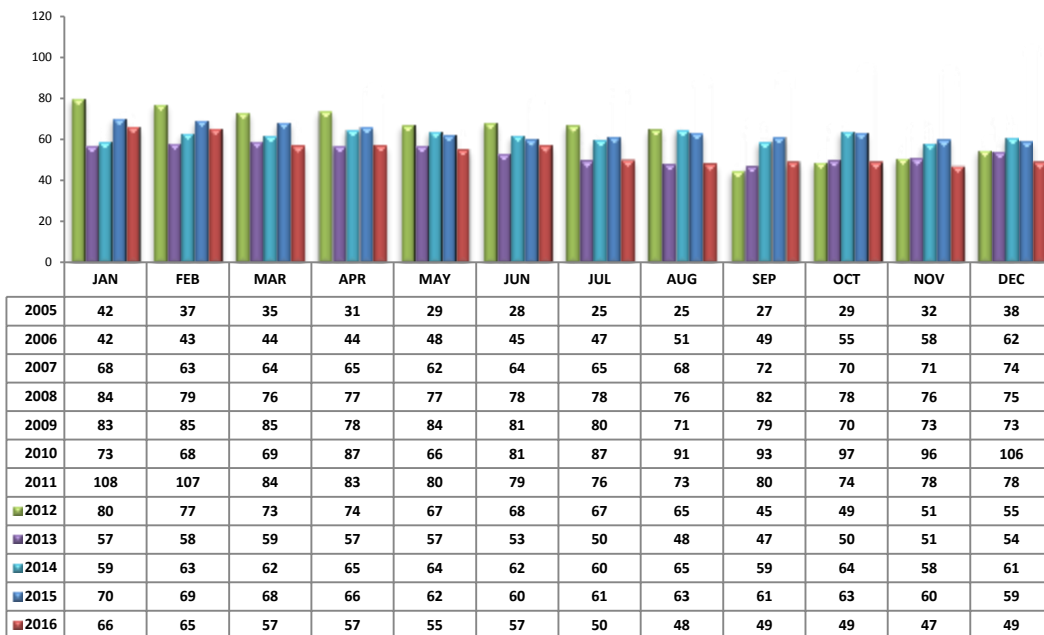
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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® or Multiple Listing Service of Southern Arizona guarantees, or is in any way responsible for its accuracy.

Sold Price Breakdown



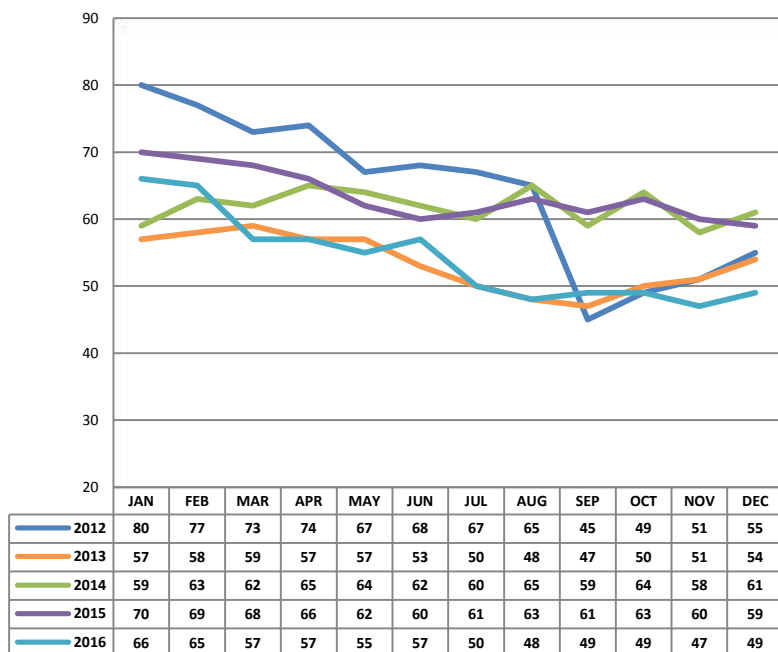
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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® or Multiple Listing Service of Southern Arizona guarantees, or is in any way responsible for its accuracy.

Average Days on Market/Listing - December 2016

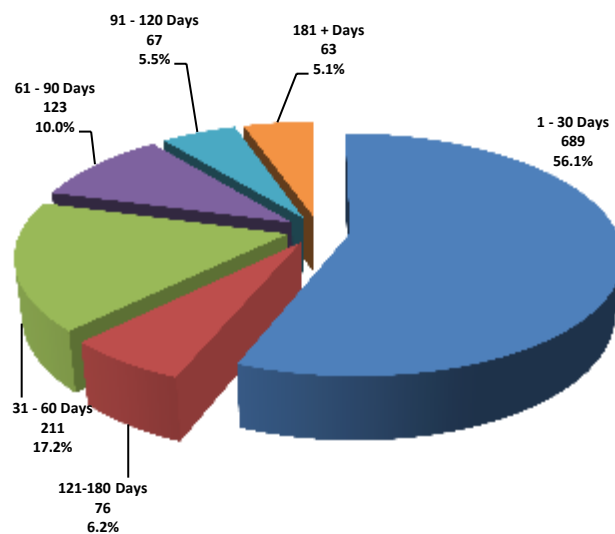


Area	Avg. DOM
C	52
E	35
N	66
NE	38
NW	50
S	25
SE	29
SW	66
W	34
XNE	0
XNW	35
XS	69
XSW	68
XW	128

Annual Comparison - Average Days on Market

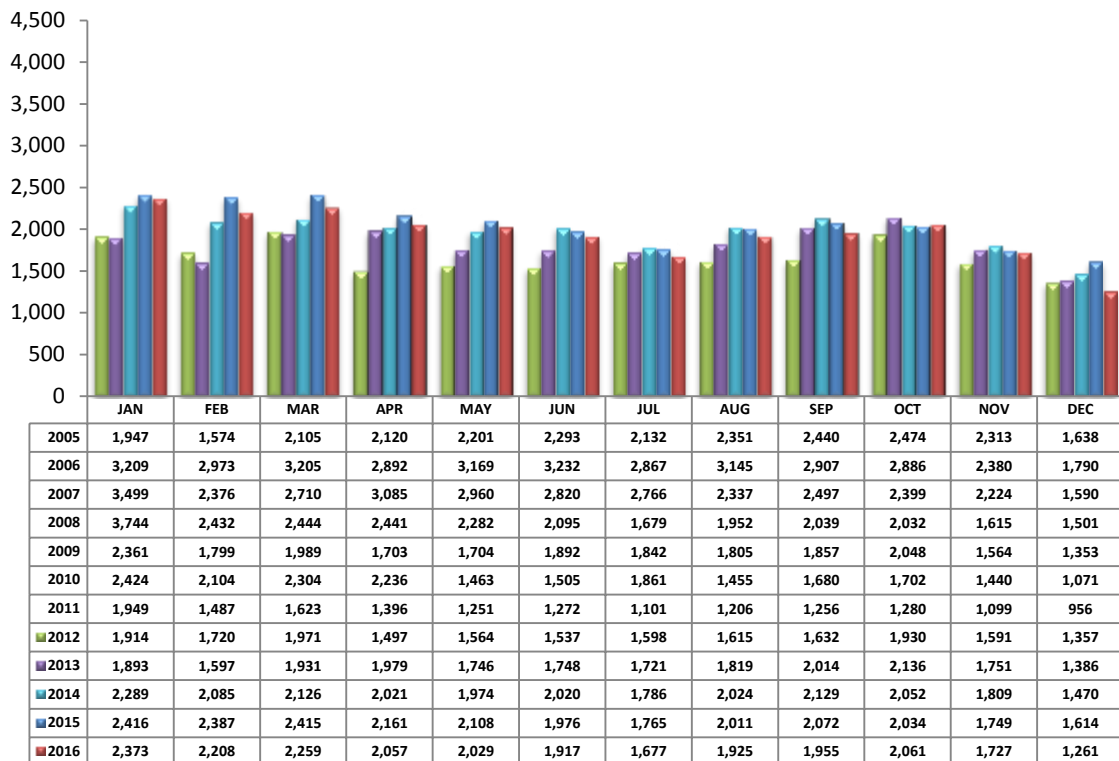


Average Days on Market/Listing Breakdown



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 Multiple Listing Service of Southern Arizona. 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® or Multiple Listing Service of Southern Arizona guarantees, or is in any way responsible for its accuracy.

New Listings - December 2016



Area	# of Listings
C	164
E	92
N	145
NE	48
NW	331
S	62
SE	96
SW	85
W	64
XNE	0
XNW	8
XS	93
XSW	64
XW	9

*Includes properties that were re-listed

**Beginning December 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.
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
Nov 2016	127	280	47
Dec 2016	239	276	60

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 Multiple Listing Service of Southern Arizona. 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® or Multiple Listing Service of Southern Arizona guarantees, or is in any way responsible for its accuracy.