For Immediate Release: February 9, 2016

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Multiple Listing Service of Southern Arizona Monthly Statistics January 2016

Below are some highlights from the January Residential Sales Statistics:

- Total Sales Volume decreased 20.86% this month, going from \$264,001,833 in December to \$208,932,522 in January, but increased 33.27% over January 2015.
- The Average Sales Price rose to \$216,510 from \$211,709 in December, a 2.27% increase.
- Average List Price of \$222,790 is up 2.38% from December's number of \$217,610.
- Total Under Contract increased in January by 17.52%.
- Total Unit Sales of 965 is a decrease of 22.61% from last month's number of 1,247, but is an increase of 19.88% from January 2015.
- The Median Sales Price came down to \$169,900 this month from \$176,000 in December, resulting in a 3.47% decrease.
- New Listings increased 47.03% from December.
- Total Active Listings of 5,095 is an increase of 4.23% since December's number of 4,888.
- Average Days on Market increased to 66 in January from 59 in December.
- Conventional loan sales of 34.9% exceeded Cash Sales of 29.7% this month.

Cathy Erchull 2016 MLSSAZ President







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.

January 2016 Recap by Month and Year - % of Change

<u>Total Sales Volume</u>				<u>Total Unit Sales</u>			
	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>		<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$208,932,522	\$156,772,690	33.27%	January	965	805	19.88%
December	\$264,001,833	\$220,596,263	19.68%	December	1,247	1,076	15.89%
Month % Change	-20.86%	-28.93%		Month % Change	-22.61%	-25.19%	
	-	-	-	•	-	-	

Average Sales Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$216,510	\$194,878	11.10%
December	\$211,709	\$205,015	3.27%
Month % Change	2.27%	-4.94%	

Median Sales Price

Active Listings

	<u>Current Year</u>	Previous Year	<u>Annual % Change</u>
January	\$169,900	\$160,250	6.02%
December	\$176,000	\$165,000	6.67%
Month % Change	-3.47%	-2.88%	

Average List Price New Listings Annual % Change **Current Year** Annual % Change **Current Year Previous Year** Previous Year January \$222,790 \$201,687 10.46% January 2,373 2,416 -1.78% December \$217,610 \$212,078 2.61% 1,614 1,470 9.80% December Month % Change 2.38% Month % Change 47.03% 64.35% -4.90%

Total Under Contract

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>		<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	1,892	1,764	7.26%	January	5,095	5,803	-12.20%
December	1,610	1,304	23.47%	December	4,888	5,577	-12.35%
Month % Change	17.52%	35.28%		Month % Change	4.23%	4.05%	

January 2016 - Active and Sold by Zip Code

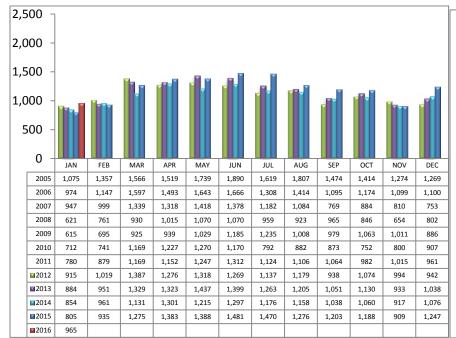
Zip Code	<u># Active</u>	<u># Sold</u>	<u>%</u>	Zip Code	# Active	<u># Sold</u>	<u>%</u>	Zip Code	<u># Active</u>	<u># Sold</u>	<u>%</u>	Zip Code	# Active	<u># Sold</u>	<u>%</u>
85143	0	0	0.00%	85645	0	0	0.00%	85713	187	30	16.04%	85740	0	0	0.00%
85145	16	11	68.75%	85648	0	0	0.00%	85714	15	8	53.33%	85741	95	24	25.26%
85245	0	0	0.00%	85653	74	24	32.43%	85715	108	28	25.93%	85742	175	35	20.00%
85601	0	1	0.00%	85654	0	0	0.00%	85716	130	26	20.00%	85743	131	41	31.30%
85602	4	0	0.00%	85658	243	33	13.58%	85717	0	0	0.00%	85745	158	25	15.82%
85611	0	0	0.00%	85701	32	1	3.13%	85718	308	35	11.36%	85746	86	29	33.72%
85614	293	28	9.56%	85704	155	34	21.94%	85719	105	28	26.67%	85747	108	33	30.56%
85616	0	0	0.00%	85705	86	27	31.40%	85730	112	34	30.36%	85748	73	20	27.40%
85619	22	0	0.00%	85706	45	20	44.44%	85734	0	0	0.00%	85749	168	22	13.10%
85622	69	12	17.39%	85709	0	0	0.00%	85735	68	15	22.06%	85750	323	40	12.38%
85623	6	0	0.00%	85710	193	49	25.39%	85736	22	3	13.64%	85755	212	31	14.62%
85629	196	35	17.86%	85711	152	30	19.74%	85737	189	26	13.76%	85756	61	18	29.51%
85641	193	32	16.58%	85712	126	37	29.37%	85739	262	26	9.92%	85757	92	14	15.22%

Tucson Association of REALTORS®, Real Estate Trend Indicator Tucson, AZ From: 1/01/2016 to 1/31/2016

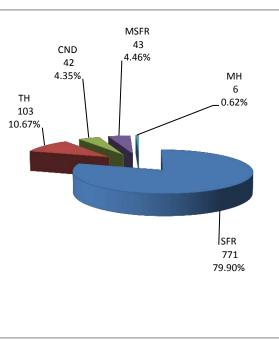
Statistics generated on: 2/04/16

		Residential Listing Sta	tistics				Ac	tive Listings	Days on Mar	ket
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units So	
Under \$29,999	14	4	0	5	23	14	С	624	1 -30 Days	382
\$30,000 to \$39,999	29	11	3	2	45	9	Е	266	31-60 Days	225
\$40,000 to \$49,999	43	11	2	2	58	13	Ν	677	61 - 90 Days	128
\$50,000 to \$59,999	72	14	4	5	95	17	NE	286	91-120 Days	75
\$60,000 to \$69,999	84	15	3	12	114	19	NW	1398	121 - 180 Days	84
\$70,000 to \$79,999	68	22	3	11	104	27	S	149	Over 180 Days	71
\$80,000 to \$89,999	98	22	7	11	138	27	SE	339	Avg. Days on N	larket
\$90,000 to \$99,999	120	44	8	11	183	23	SW	338	66	
\$100,000 to \$119,999	239	97	20	25	381	91	W	231	Avg. Sold Pr	ice
\$120,000 to \$139,999	414	179	20	39	652	90	XNE	22	\$216,510	
\$140,000 to \$159,999	370	164	22	38	594	102	XNW	56	Median Sale	Price
\$160,000 to \$179,999	407	139	22	36	604	93	XS	423	\$169,900	
\$180,000 to \$199,999	349	120	13	22	504	72	XSW	250	New Listin	gs
\$200,000 to \$249,999	588	184	14	66	852	121	XW	36	2,373	
\$250,000 to \$299,999	499	106	14	28	647	67	Sold	Units per Area	Sales Volume b	y Area
\$300,000 to \$399,999	612	97	11	36	756	87	С	140	\$25,227,86	5
\$400,000 to \$499,999	350	47	3	7	407	38	Е	69	\$10,894,30	5
\$500,000 to \$749,999	389	43	6	14	452	37	Ν	84	\$33,013,53	8
\$750,000 to \$999,999	181	18	0	1	200	10	NE	53	\$14,934,37	2
\$1,000,000 and over	169	6	2	1	178	8	NW	240	\$64,397,89	1
							S	53	\$5,322,88	5
							SE	84	\$14,934,43	5
							SW	59	\$8,170,15	1
							W	54	\$11,283,60	7
							XNE	0	\$0	
							XNW	25	\$2,886,65	õ
							XS	63	\$12,431,01	3
Totals	5,095	1,343	177	372	6,987	965	XSW	34	\$4,461,30)
							XW	7	\$974,500	
	<u>Jan-16</u>	<u>Jan-15</u>	<u>% Change</u>	YTD 2016	YTD 2015	<u>% Change</u>		Total Volume	\$208,932,5	22
Home Sales Volume	\$208,932,522	\$156,772,690	33.27%	\$208,932,522	\$156,772,690	33.27%				
Home Sales Units	965	805	19.88%	965	805	19.88%			Types of Financing	<u>Totals</u>
Average Sales Price (All Residential)	\$216,510	\$194,878	11.10%	\$216,510	\$194,878	11.10%			FHA	198
Median Sales Price	\$169,900	\$160,250	6.02%	\$169,900	\$160,250	6.02%			VA	115
Average Days on Market:	66	70	-5.71%	66	70	-5.71%			Other	18
Average List Price for Solds:	\$222,790	\$201,687	10.46%	\$222,790	\$201,687	10.46%			Cash	287
SP/LP %	97.18%	96.62%		97.18%	96.62%				Conventional	337
Total Under Contract	1,892	1,764	7.26%				-		Cash/Loan	0
Active Listings	5,095	5,803	-12.20%						Carryback	10
New Listings	2,373	2,416	-1.78%							

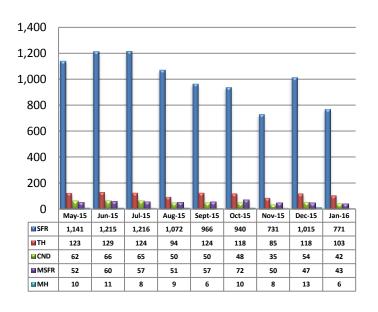
<u> Total Unit Sales - January 2016</u>



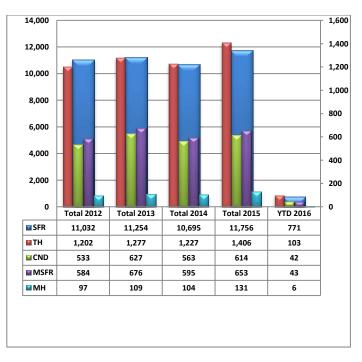
<u> Unit Sales – Breakdown by Type</u>



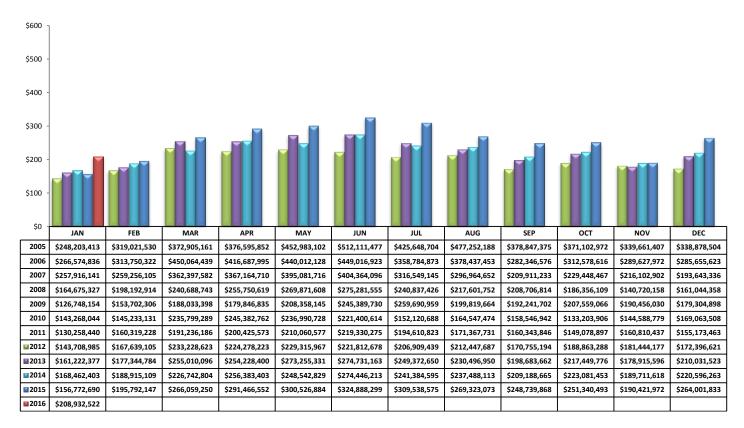
Total Unit Sales By Type - Monthly Comparison



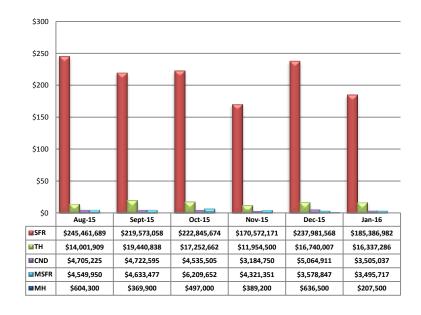
YTD Annual Comparison - Breakdown by Type



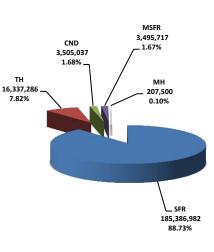
Total Sales Volume - January 2016



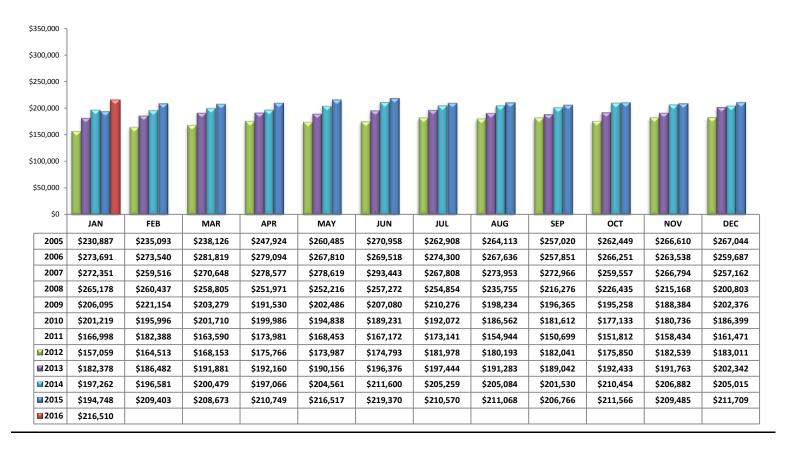
Total Sales Volume By Type - Monthly Comparison



Monthly Volume by Type



Average Sales Price – January 2016



<u> Average Sales Price by Type – January 2016</u>

MSFR

\$81,295

13.59%

CND

\$83,453

13.95%

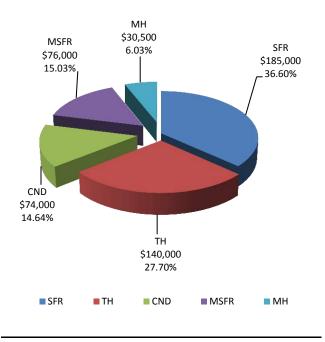


Average "Listing" Price per Area - January 2016

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.

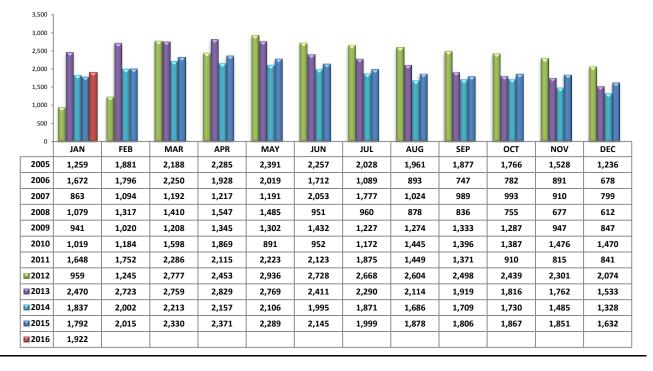
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Median Sale Price - by Type



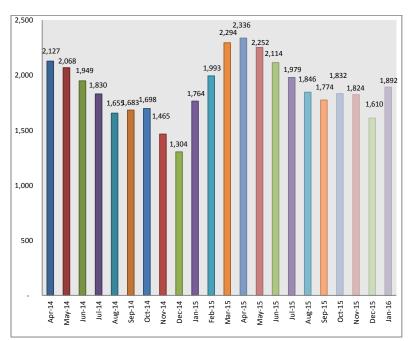
Median Sale Price - January 2016

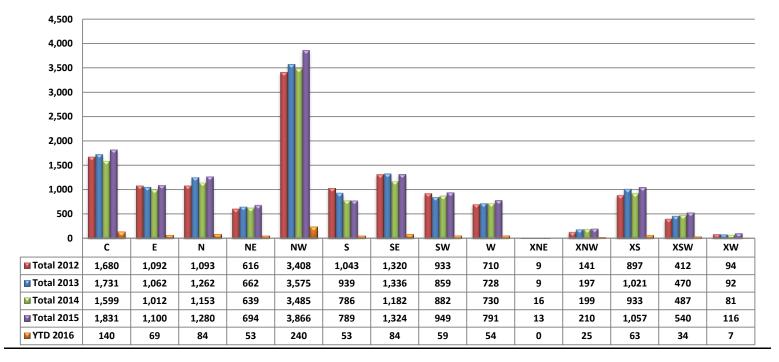
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2008 \$203,000 \$199,900 \$200,000 \$195,000 \$202,000 \$200,000 \$199,900 \$185,000 \$180,000 \$187,300 \$168,000 2009 \$163,000 \$177,750 \$165,000 \$162,500 \$169,900 \$162,335 \$163,000 \$158,000 \$162,500 \$154,262 2010 \$160,000 \$150,000 \$157,680 \$159,000 \$149,450 \$150,000 \$158,555 \$140,000 \$139,900 \$139,500 2011 \$134,250 \$137,000 \$125,000 \$127,000 \$126,000 \$122,000 \$121,000 \$122,000 \$124,627 \$147,500 2013 \$145,000 \$125,000 \$134,000 \$140,000	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	
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2011 \$134,250 \$137,000 \$125,000 \$127,000 \$126,000 \$122,000 <th< td=""><td>2009</td><td>\$163,000</td><td>\$177,750</td><td>\$165,000</td><td>\$162,500</td><td>\$169,900</td><td>\$165,000</td><td>\$169,000</td><td>\$162,335</td><td>\$163,000</td><td>\$158,000</td><td>\$162,500</td><td>\$154,262</td></th<>	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	
2012 \$125,000 \$125,000 \$132,900 \$140,000 \$140,000 \$140,000 \$144,950 \$143,000 \$144,627 \$147,500 2013 \$145,000 \$149,000 \$150,050 \$157,000 \$156,500 \$160,000 \$160,500 \$155,399 \$155,000 \$159,900 \$160,500 \$157,900 2014 \$157,250 \$158,000 \$162,000 \$167,000 \$168,815 \$170,000 \$165,000 \$166,500 \$165,000 \$165,000 \$165,000 \$165,000 \$165,000 \$165,000 \$165,000 \$165,000 \$165,000 \$166,000 \$170,000 \$172,000 \$165,000 \$166,000 \$166,000 \$166,000 \$166,000 \$166,000 \$166,000 \$166,000 \$166,000 \$166,000 \$166,000 \$166,000 \$166,000 \$166,000 \$166,000 \$166,000 \$166,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000	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	
2013 \$149,000 \$150,050 \$157,000 \$160,000 \$159,900 \$160,500 \$155,399 \$155,000 \$159,500 \$157,900 2014 \$157,250 \$158,000 \$162,000 \$167,000 \$168,815 \$170,000 \$165,000 \$166,500 \$165,000 \$166,500 \$165,000 \$166,500 \$165,000 \$166,500 \$166,500 \$166,500 \$166,500 \$166,500 \$166,500 \$166,500 \$166,500 \$166,500 \$166,500 \$166,500 \$166,500 \$166,500 </td <td>2011</td> <td>\$134,250</td> <td>\$137,000</td> <td>\$125,000</td> <td>\$132,000</td> <td>\$127,000</td> <td>\$126,000</td> <td>\$125,000</td> <td>\$122,200</td> <td>\$117,500</td> <td>\$120,000</td> <td>\$122,000</td> <td>\$120,000</td>	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	
2014 \$157,250 \$158,000 \$162,000 \$164,900 \$167,000 \$168,815 \$170,000 \$163,000 \$165,000 \$165,000 \$165,000 \$165,000 \$165,000 \$165,000 \$165,000 \$165,000 \$167,000 \$170,000 \$170,000 \$167,000 \$167,000 \$170,000 \$167,000 \$177,000 \$177,000 \$177,000 \$177,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000 \$176,000 <th< td=""><td>2012</td><td>\$125,000</td><td>\$125,000</td><td>\$132,900</td><td>\$134,000</td><td>\$140,000</td><td>\$140,000</td><td>\$140,000</td><td>\$145,000</td><td>\$144,950</td><td>\$143,000</td><td>\$144,627</td><td>\$147,500</td></th<>	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	
2015 \$160,000 \$167,000 \$172,000 \$167,500 \$171,250 \$173,000 \$173,250 \$172,000 \$172,825 \$169,000 \$176,000	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	\$173,250	\$172,000	\$172,825	\$169,000	\$176,000	
	2016	\$169,900												



Newly Under Contract During The Month

Total Listings Still Under Contract At The End of The Month





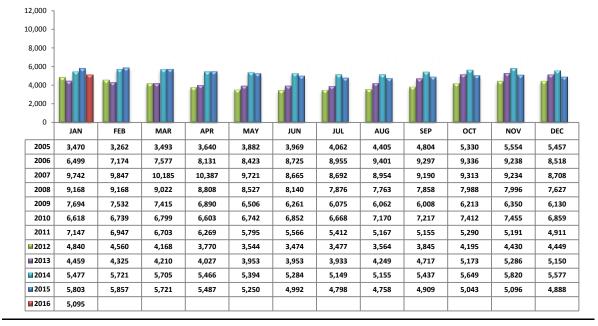
Number of Sold Listings by Area - Annual Comparison

Average \$ Sold per Area by # of Bedrooms

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms			0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
С	\$113,731	\$183,761	\$231,125	\$509,691	\$180,199		С	44	65	27	4	140
Е	\$87,860	\$163,317	\$178,482	\$186,500	\$157,888		E	10	35	22	2	69
N	\$236,965	\$402,908	\$545,650	\$803,250	\$393,018		N	31	30	19	4	84
NE	\$88,333	\$317,070	\$335,607	\$294,625	\$281,780	ſ	NE	9	25	15	4	53
NW	\$210,823	\$258,765	\$322,028	\$348,520	\$268,324	ſ	NW	54	113	63	10	240
s	\$67,611	\$98,078	\$122,707	\$165,000	\$100,431	Ī	S	10	29	12	2	53
SE	\$150,301	\$157,478	\$202,656	\$283,900	\$177,790	Ī	SE	14	39	26	5	84
sw	\$69,375	\$136,232	\$163,039	\$171,008	\$138,477	ľ	SW	8	27	21	3	59
w	\$82,476	\$209,155	\$304,764	\$308,039	\$208,955	Ī	W	10	31	9	4	54
XNE	\$0	\$0	\$0	\$0	\$0	ľ	XNE	0	0	0	0	0
XNW	\$96,474	\$100,116	\$132,857	\$186,500	\$115,466	Ē	XNW	5	11	7	2	25
XS	\$154,265	\$211,389	\$207,917	\$100,500	\$113,400	F	XS	14	24	25	0	63
XSW	\$134,203	\$141,042	\$207,917	\$0	\$131,214	ŀ	XSW	24	7	3	0	34
XW	\$119,208	\$119,900	\$204,333	\$0 \$0	\$131,214	ŀ	XW	0	5	2	0	7

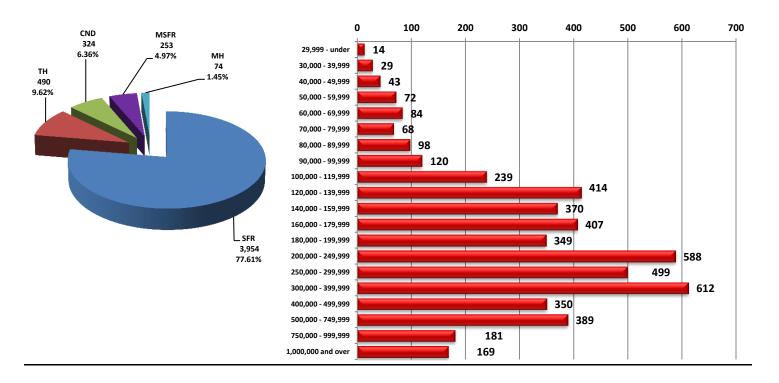
Active Listings



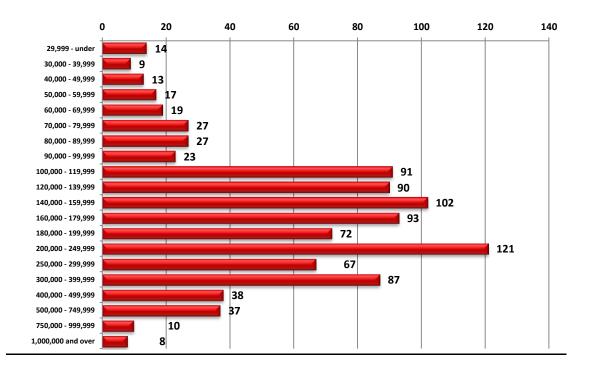
Area	# of Listings
С	624
Е	266
Ν	677
NE	286
NW	1398
S	149
SE	339
SW	338
W	231
XNE	22
XNW	56
XS	423
XSW	250
XW	36

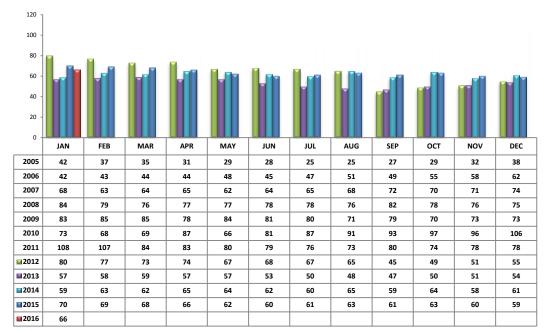
Active Listings Unit Breakdown

Active Listings Price Breakdown



Sold Price Breakdown



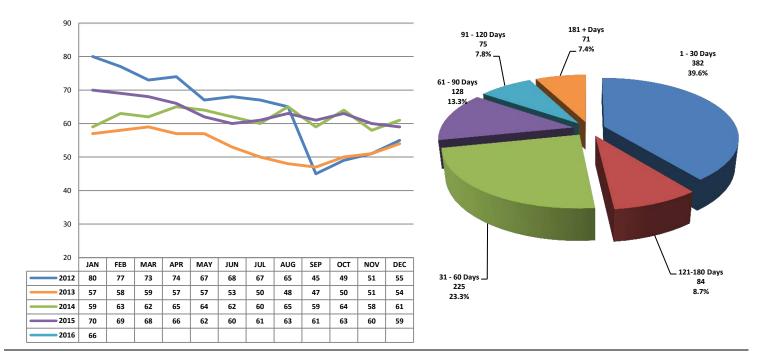


Area	Avg. DOM
С	72
Ε	67
Ν	68
NE	77
NW	62
S	45
SE	64
SW	42
W	72
XNE	0
XNW	65
XS	78
XSW	82
XW	67

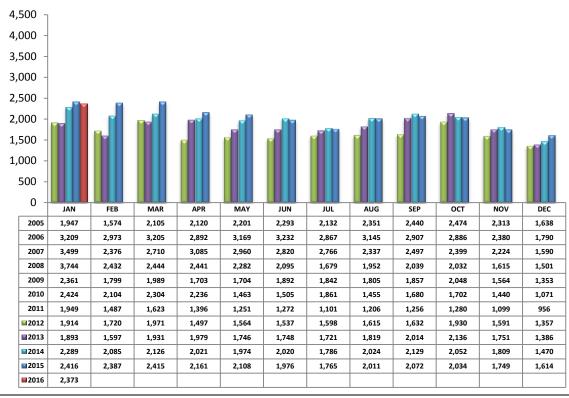
Average Days on Market/Listing - January 2016

Annual Comparison - Average Days on Market

Average Days on Market/Listing Breakdown



<u>New Listings – January 2016</u>



Area	# of Listings
С	295
Ε	146
Ν	330
NE	127
NW	641
S	110
SE	165
SW	130
W	113
XNE	1
XNW	20
XS	182
XSW	100
XW	13

*Includes properties that were re-listed

**Beginning January2012, 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 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
Oct 2015	200	326	41
Nov 2015	165	318	67
Dec 2015	296	310	51
Jan 2016	198	413	58