

**For Immediate
Release:**
April 7, 2016

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

Sean Murphy
Executive Vice President
(520) 382-8792

Marc Lebowitz, RCE, CAE
CEO, MLSSAZ
(520) 327-4218

Multiple Listing Service of Southern Arizona

Monthly Statistics March 2016

Below are some highlights from the March Residential Sales Statistics:

- Total Sales Volume increased to 315,222,675 this month, a 44.95% increase from February's number of \$217,465,638, and an increase of 18.48% over March 2015.
- The Average Sales Price this month was \$212,988 from \$206,128 in February, a 3.33% increase.
- Average List Price of \$219,086 is up 3.31% from February's number of \$212,063.
- Total Under Contract increased in by 11.70%.
- Big jump in Total Unit Sales from 1,055 in February to 1,480 in March, a 40.28% increase, and a 16.08% increase over March 2015.
- The Median Sales Price increased slightly to \$177,050.
- New Listings increased 2.31% from February.
- Total Active Listings of 4,802 is a decrease of 5.44% since February's number of 5,078.
- Average Days on Market decreased to 57 in March from 65 in February.
- Conventional loan sales of 39.5% exceeded Cash Sales of 25.8%.

Cathy Erchull
2016 MLSSAZ 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.

March 2016 Recap by Month and Year - % of Change

Total Sales Volume

| | <u>2016</u> | <u>2015</u> | <u>Annual % Change</u> |
|----------------|---------------|---------------|------------------------|
| March | \$315,222,675 | \$266,059,250 | 18.48% |
| February | \$217,465,638 | \$195,792,147 | 11.07% |
| Month % Change | 44.95% | 35.89% | |

Average Sales Price

| | <u>2016</u> | <u>2015</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| March | \$212,988 | \$208,673 | 2.07% |
| February | \$206,128 | \$209,403 | -1.56% |
| Month % Change | 3.33% | -0.35% | |

Average List Price

| | <u>2016</u> | <u>2015</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| March | \$219,086 | \$213,907 | 2.42% |
| February | \$212,063 | \$216,281 | -1.95% |
| Month % Change | 3.31% | -1.10% | |

Total Under Contract

| | <u>2016</u> | <u>2015</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| March | 2,549 | 2,294 | 11.12% |
| February | 2,282 | 1,993 | 14.50% |
| Month % Change | 11.70% | 15.10% | |

Total Unit Sales

| | <u>2016</u> | <u>2015</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| March | 1,480 | 1,275 | 16.08% |
| February | 1,055 | 935 | 12.83% |
| Month % Change | 40.28% | 36.36% | |

Median Sales Price

| | <u>2016</u> | <u>2015</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| March | \$177,050 | \$172,000 | 2.94% |
| February | \$168,900 | \$167,000 | 1.14% |
| Month % Change | 4.83% | 2.99% | |

New Listings

| | <u>2016</u> | <u>2015</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| March | 2,259 | 2,415 | -6.46% |
| February | 2,208 | 2,387 | -7.50% |
| Month % Change | 2.31% | 1.17% | |

Active Listings

| | <u>2016</u> | <u>2015</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| March | 4,802 | 5,721 | -16.06% |
| February | 5,078 | 5,857 | -13.30% |
| Month % Change | -5.44% | -2.32% | |

March 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 | 168 | 47 | 27.98% | 85740 | 0 | 0 | 0.00% |
| 85145 | 8 | 5 | 62.50% | 85648 | 0 | 0 | 0.00% | 85714 | 15 | 8 | 53.33% | 85741 | 70 | 48 | 68.57% |
| 85245 | 0 | 0 | 0.00% | 85653 | 72 | 25 | 34.72% | 85715 | 102 | 35 | 34.31% | 85742 | 142 | 47 | 33.10% |
| 85601 | 0 | 0 | 0.00% | 85654 | 0 | 0 | 0.00% | 85716 | 135 | 46 | 34.07% | 85743 | 143 | 54 | 37.76% |
| 85602 | 3 | 1 | 33.33% | 85658 | 225 | 60 | 26.67% | 85717 | 0 | 0 | 0.00% | 85745 | 145 | 43 | 29.66% |
| 85611 | 0 | 0 | 0.00% | 85701 | 34 | 5 | 14.71% | 85718 | 335 | 46 | 13.73% | 85746 | 74 | 48 | 64.86% |
| 85614 | 272 | 60 | 22.06% | 85704 | 128 | 45 | 35.16% | 85719 | 100 | 38 | 38.00% | 85747 | 98 | 48 | 48.98% |
| 85616 | 0 | 0 | 0.00% | 85705 | 92 | 30 | 32.61% | 85730 | 101 | 51 | 50.50% | 85748 | 73 | 34 | 46.58% |
| 85619 | 22 | 0 | 0.00% | 85706 | 32 | 31 | 96.88% | 85734 | 0 | 0 | 0.00% | 85749 | 171 | 36 | 21.05% |
| 85622 | 64 | 17 | 26.56% | 85709 | 0 | 0 | 0.00% | 85735 | 63 | 20 | 31.75% | 85750 | 317 | 54 | 17.03% |
| 85623 | 14 | 0 | 0.00% | 85710 | 151 | 72 | 47.68% | 85736 | 34 | 5 | 14.71% | 85755 | 222 | 60 | 27.03% |
| 85629 | 189 | 59 | 31.22% | 85711 | 124 | 41 | 33.06% | 85737 | 197 | 48 | 24.37% | 85756 | 45 | 35 | 77.78% |
| 85641 | 184 | 66 | 35.87% | 85712 | 106 | 44 | 41.51% | 85739 | 256 | 40 | 15.63% | 85757 | 75 | 28 | 37.33% |

NOTE:

85637- 1 active listing

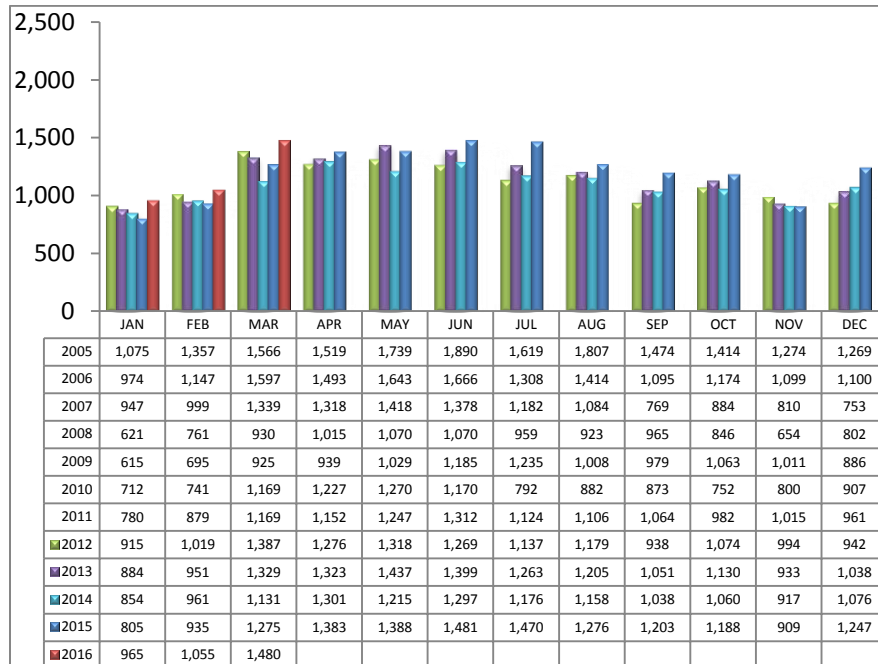
| Residential Listing Statistics | | | | | | | Active Listings | | Days on Market | |
|---------------------------------------|---------------|------------------|------------|---------------|-----------------|------------|---------------------|------------|----------------------|-----|
| | Total Active | Total Contingent | Total Capa | Total Pending | Total Inventory | Total Sold | Area | # Per Area | of Units Sold | |
| Under \$29,999 | 18 | 2 | 1 | 3 | 24 | 4 | C | 585 | 1 -30 Days | 723 |
| \$30,000 to \$39,999 | 30 | 8 | 3 | 2 | 43 | 6 | E | 223 | 31-60 Days | 269 |
| \$40,000 to \$49,999 | 44 | 9 | 1 | 5 | 59 | 21 | N | 692 | 61 - 90 Days | 161 |
| \$50,000 to \$59,999 | 69 | 23 | 7 | 7 | 106 | 19 | NE | 279 | 91-120 Days | 128 |
| \$60,000 to \$69,999 | 73 | 24 | 2 | 7 | 106 | 36 | NW | 1330 | 121 - 180 Days | 126 |
| \$70,000 to \$79,999 | 72 | 29 | 4 | 8 | 113 | 29 | S | 123 | Over 180 Days | 73 |
| \$80,000 to \$89,999 | 86 | 38 | 11 | 10 | 145 | 21 | SE | 313 | Avg. Days on Market | |
| \$90,000 to \$99,999 | 110 | 53 | 10 | 16 | 189 | 30 | SW | 292 | 57 | |
| \$100,000 to \$119,999 | 202 | 137 | 24 | 41 | 404 | 108 | W | 219 | Avg. Sold Price | |
| \$120,000 to \$139,999 | 316 | 231 | 25 | 61 | 633 | 148 | XNE | 22 | \$212,988 | |
| \$140,000 to \$159,999 | 315 | 237 | 27 | 38 | 617 | 171 | XNW | 48 | Median Sale Price | |
| \$160,000 to \$179,999 | 326 | 215 | 14 | 42 | 597 | 167 | XS | 396 | \$177,050 | |
| \$180,000 to \$199,999 | 312 | 151 | 17 | 38 | 518 | 127 | XSW | 243 | New Listings | |
| \$200,000 to \$249,999 | 560 | 220 | 16 | 64 | 860 | 237 | XW | 37 | 2,259 | |
| \$250,000 to \$299,999 | 505 | 184 | 7 | 49 | 745 | 119 | Sold Units per Area | | Sales Volume by Area | |
| \$300,000 to \$399,999 | 629 | 163 | 10 | 48 | 850 | 125 | C | 198 | \$37,774,608 | |
| \$400,000 to \$499,999 | 352 | 66 | 1 | 20 | 439 | 43 | E | 106 | \$18,120,473 | |
| \$500,000 to \$749,999 | 400 | 59 | 5 | 15 | 479 | 52 | N | 108 | \$38,484,341 | |
| \$750,000 to \$999,999 | 195 | 15 | 0 | 5 | 215 | 12 | NE | 74 | \$19,804,974 | |
| \$1,000,000 and over | 188 | 14 | 1 | 6 | 209 | 5 | NW | 396 | \$103,450,149 | |
| | | | | | | | S | 85 | \$10,438,242 | |
| | | | | | | | SE | 136 | \$24,368,536 | |
| | | | | | | | SW | 108 | \$14,699,600 | |
| | | | | | | | W | 70 | \$13,572,600 | |
| | | | | | | | XNE | 0 | \$0 | |
| | | | | | | | XNW | 18 | \$2,483,424 | |
| | | | | | | | XS | 108 | \$20,770,462 | |
| | | | | | | | XSW | 65 | \$10,155,166 | |
| Totals | 4,802 | 1,878 | 186 | 485 | 7,351 | 1,480 | XW | 8 | \$1,100,100 | |
| | | | | | | | Total Volume | | \$315,222,675 | |
| Mar-16 | | Mar-15 | % Change | YTD 2016 | YTD 2015 | % Change | | | | |
| Home Sales Volume | \$315,222,675 | \$266,059,250 | 18.48% | \$741,620,835 | \$618,624,087 | 19.88% | | | | |
| Home Sales Units | 1,480 | 1,275 | 16.08% | 3,500 | 3,015 | 16.09% | | | | |
| Average Sales Price (All Residential) | \$212,988 | \$208,673 | 2.07% | \$212,154 | \$205,407 | 3.28% | | | | |
| Median Sales Price | \$177,050 | \$172,000 | 2.94% | \$173,225 | \$167,813 | 3.23% | | | | |
| Average Days on Market: | 57 | 68 | -16.18% | 62 | 69 | -10.14% | | | | |
| Average List Price for Sold: | \$219,086 | \$213,907 | 2.42% | \$218,257 | \$211,446 | 3.22% | | | | |
| SP/LP % | 97.22% | 97.55% | | 97.20% | 97.14% | | | | | |
| Total Under Contract | 2,549 | 2,294 | 11.12% | | | | | | | |
| Active Listings | 4,802 | 5,721 | -16.06% | | | | | | | |
| New Listings | 2,259 | 2,415 | -6.46% | | | | | | | |

| Types of Financing | | Totals |
|--------------------|--|--------|
| FHA | | 317 |
| VA | | 158 |
| Other | | 27 |
| Cash | | 382 |
| Conventional | | 585 |
| Cash/Loan | | 1 |
| Carryback | | 10 |

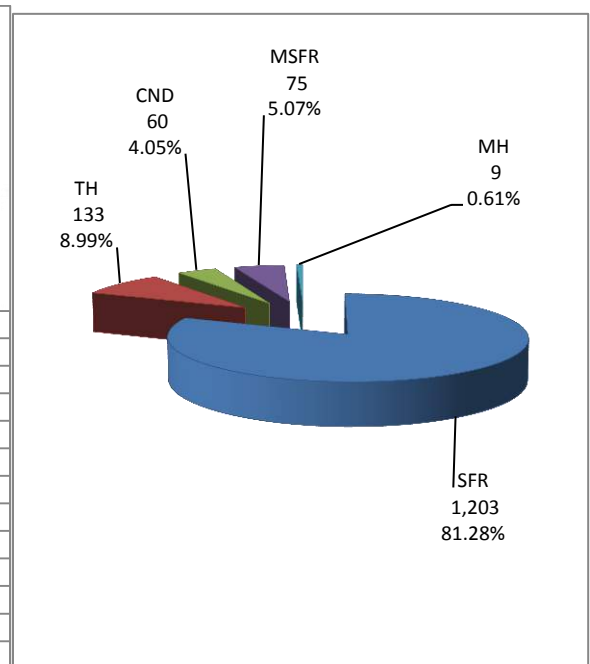
| Types of Financing | Totals |
|--------------------|--------|
| FHA | 317 |
| VA | 158 |
| Other | 27 |
| Cash | 382 |
| Conventional | 585 |
| Cash/Loan | 1 |
| Carryback | 10 |

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.

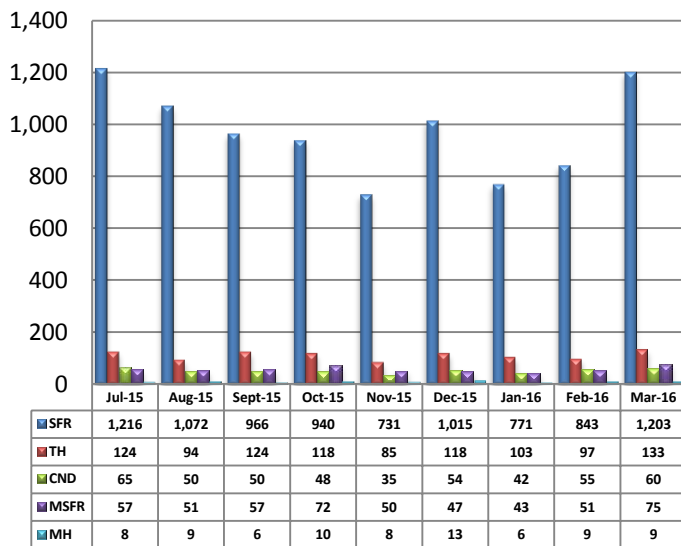
Total Unit Sales – March 2016



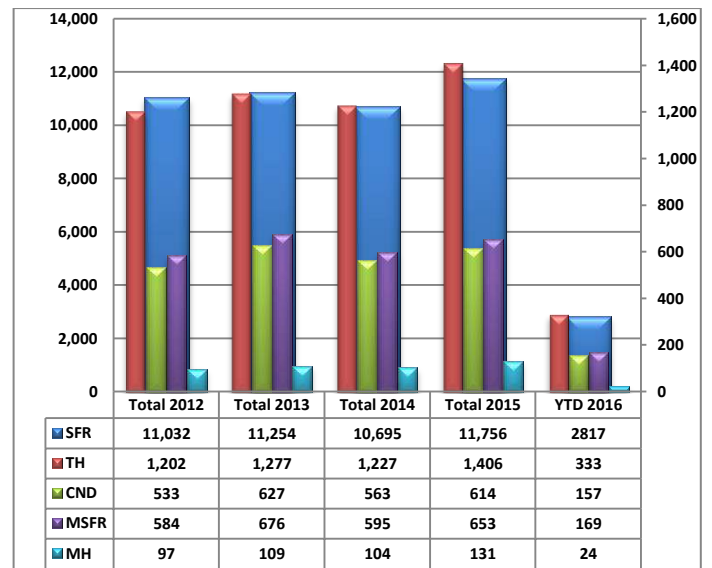
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

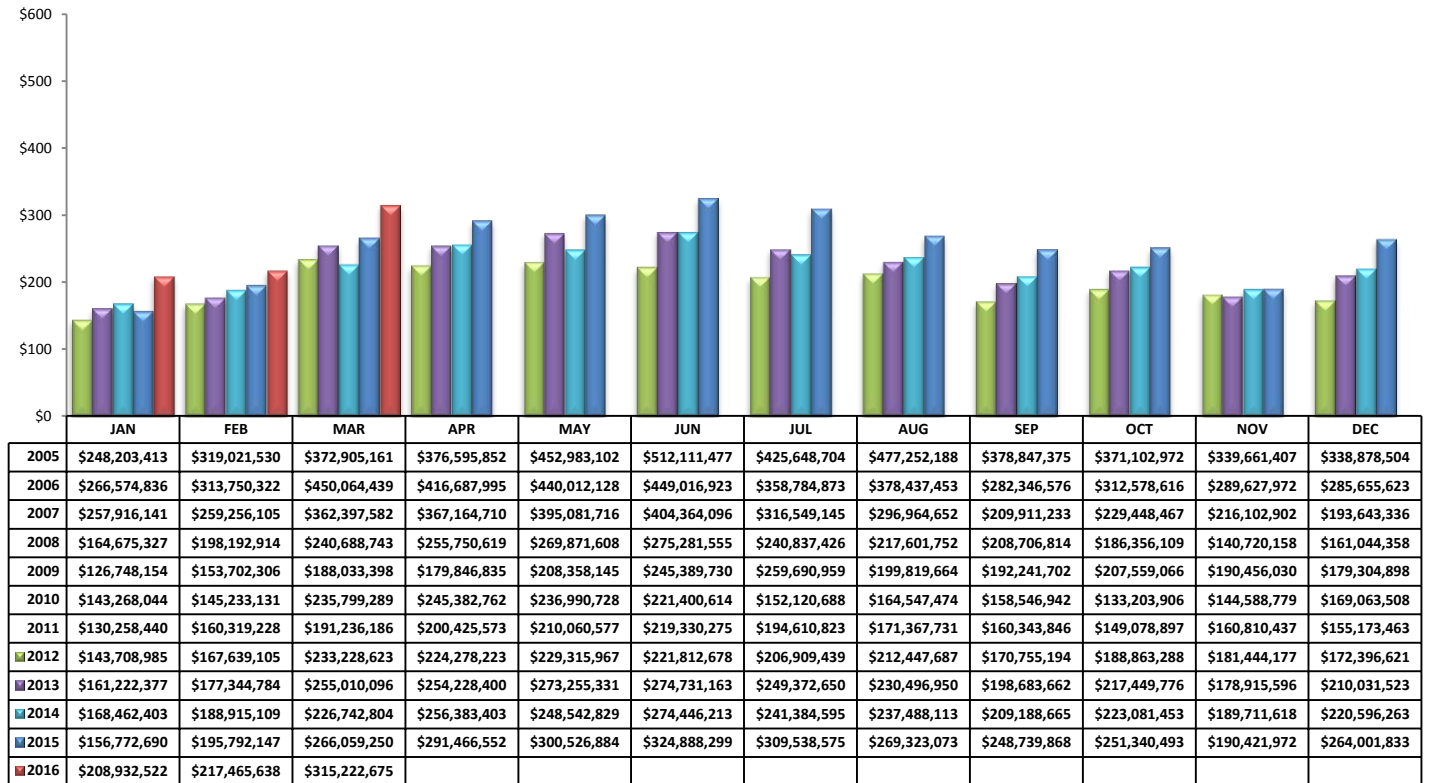


YTD Annual Comparison – Breakdown by Type

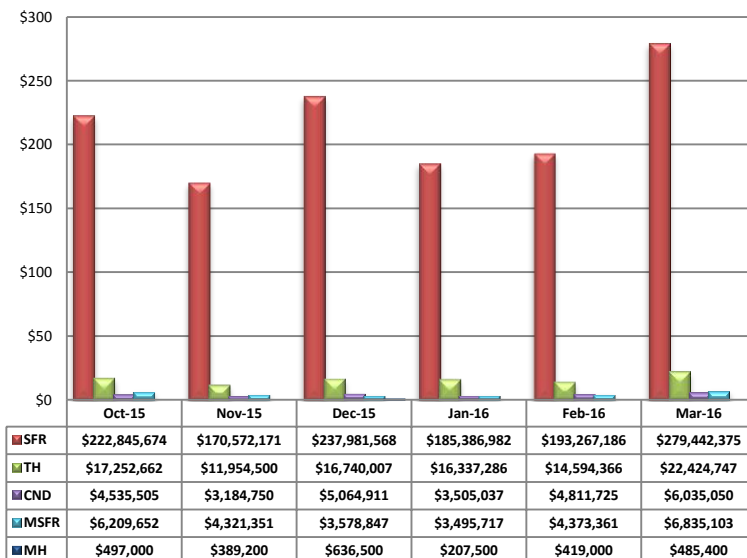


PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not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

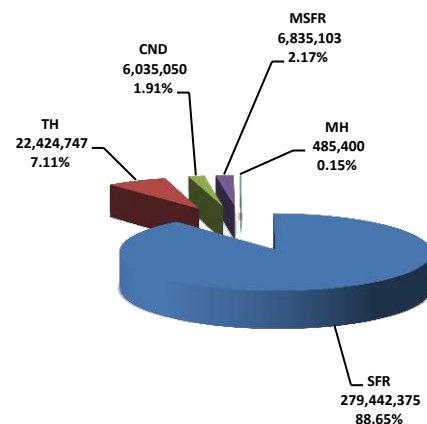
Total Sales Volume - March 2016



Total Sales Volume By Type - Monthly Comparison

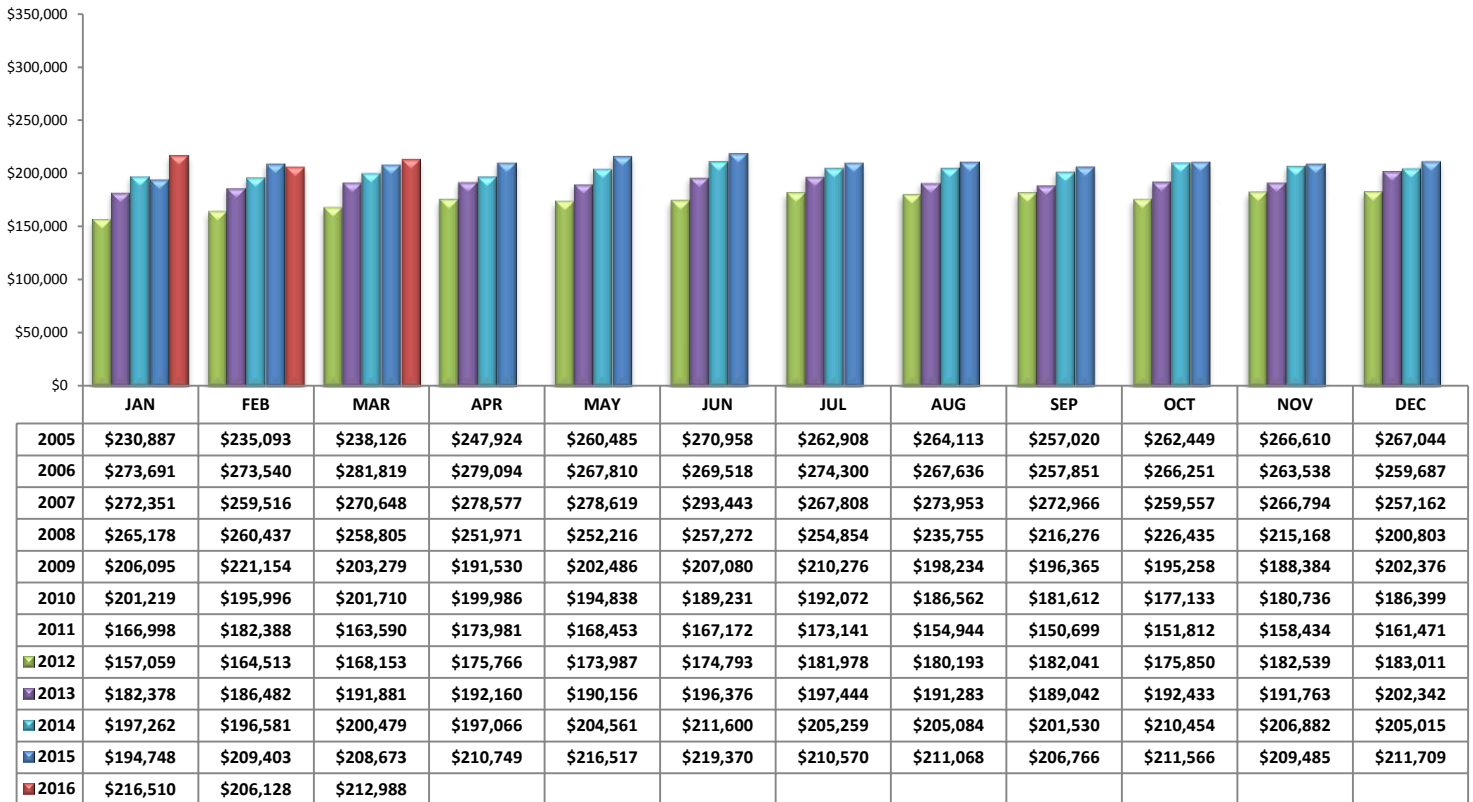


Monthly Volume by Type

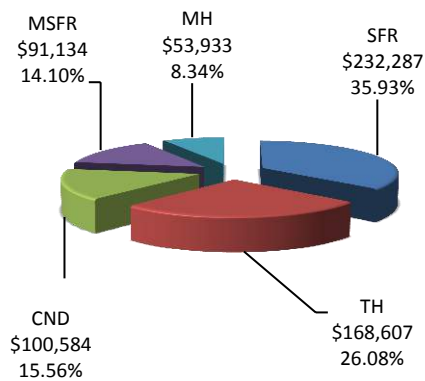


PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not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

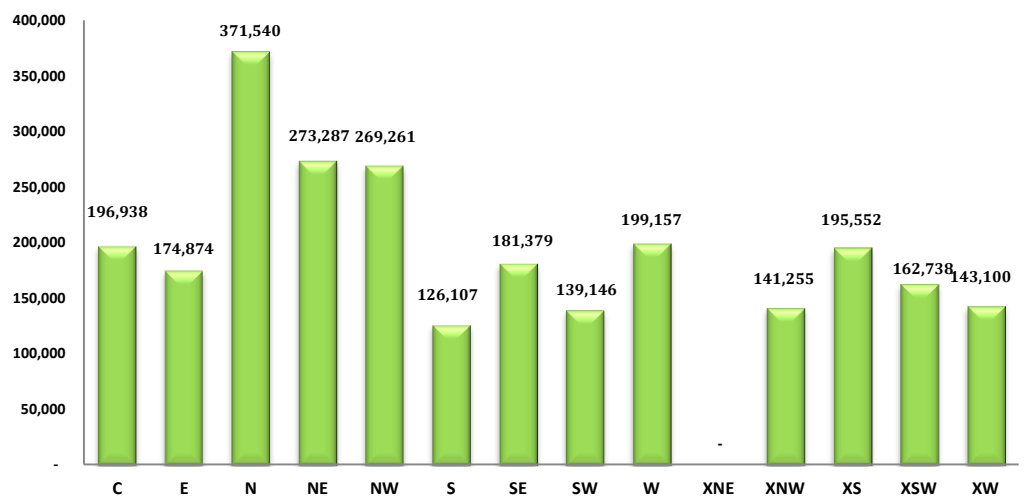
Average Sales Price – March 2016



Average Sales Price by Type – March 2016

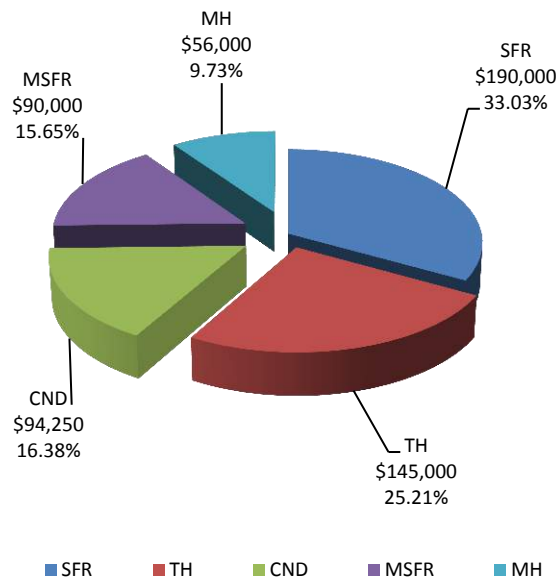


Average "Listing" Price per Area – March 2016

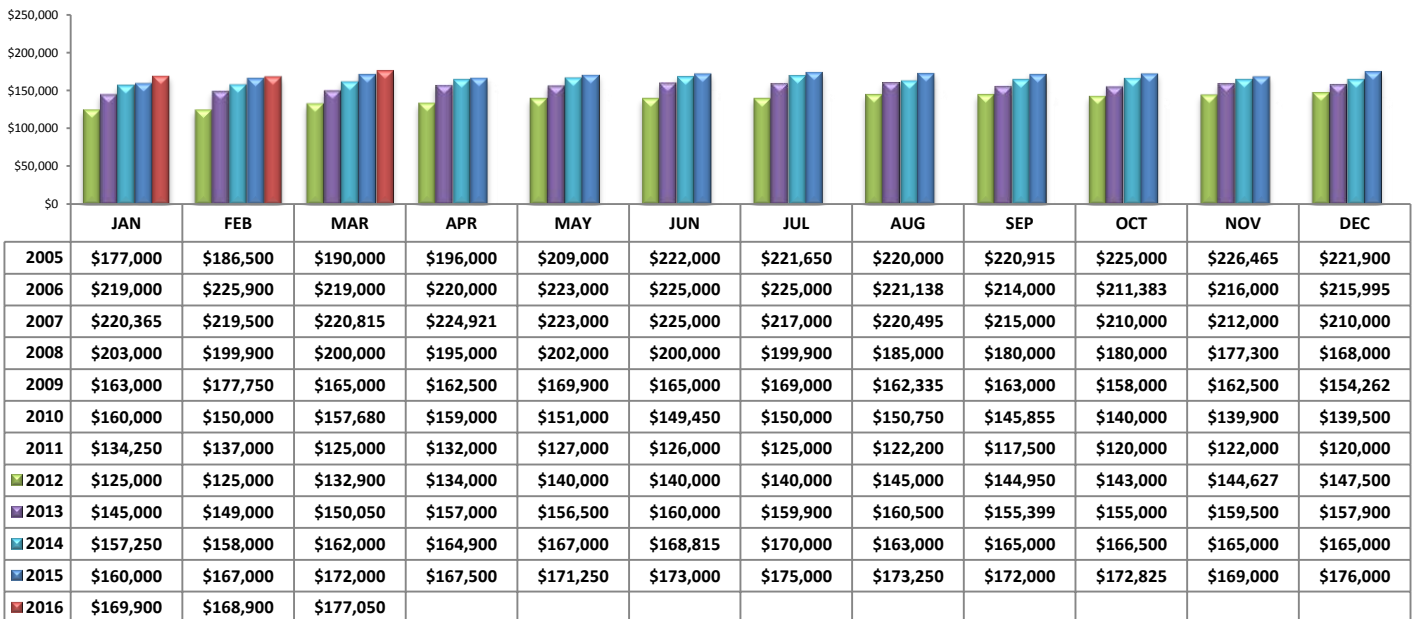


PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not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

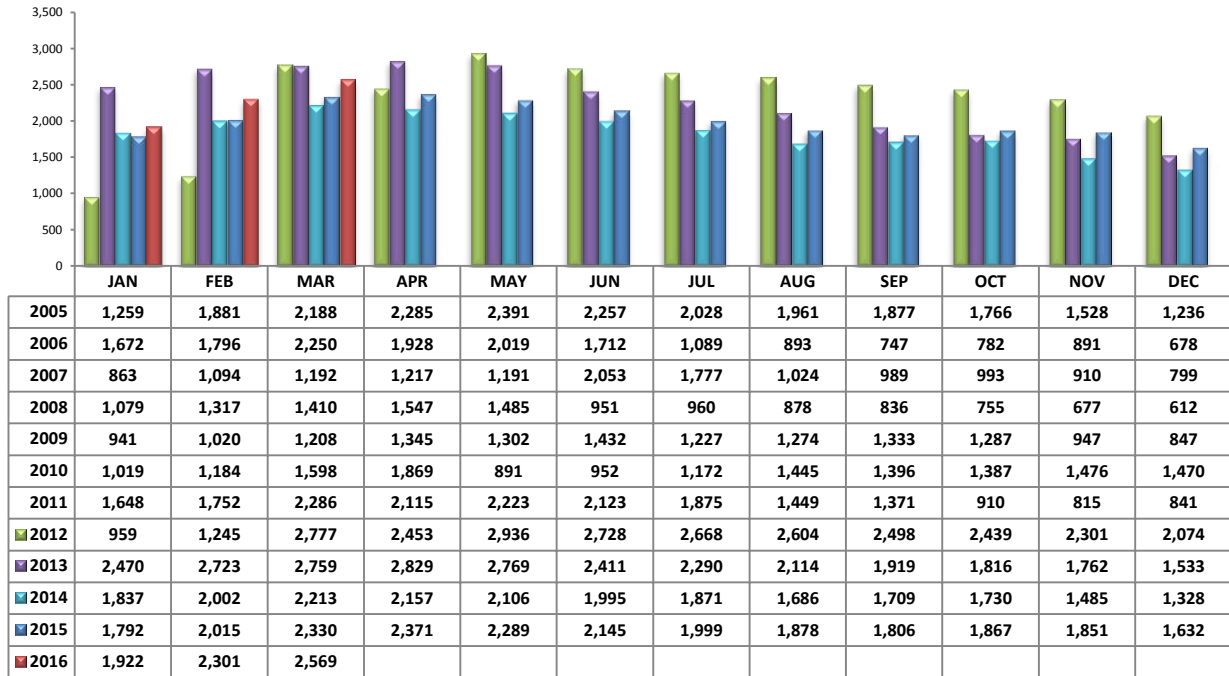


Median Sale Price – March 2016

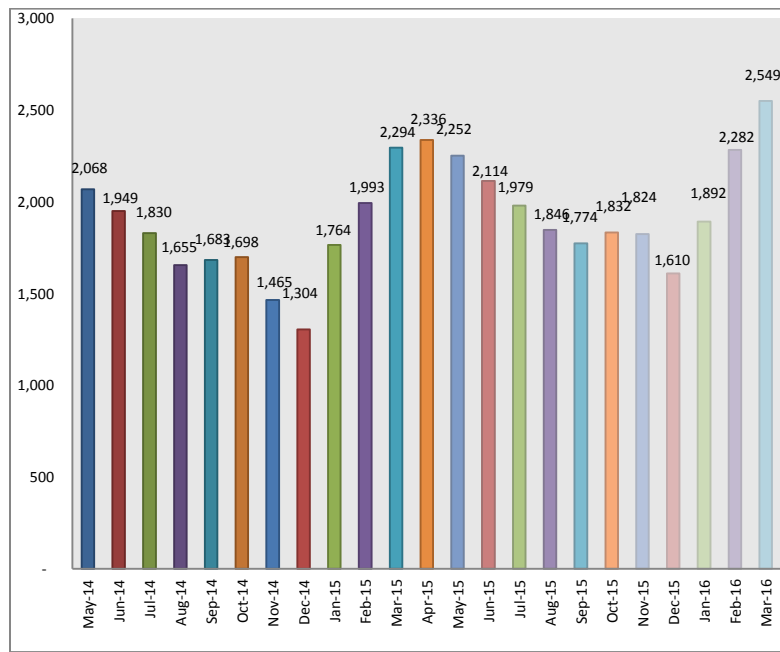


PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not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

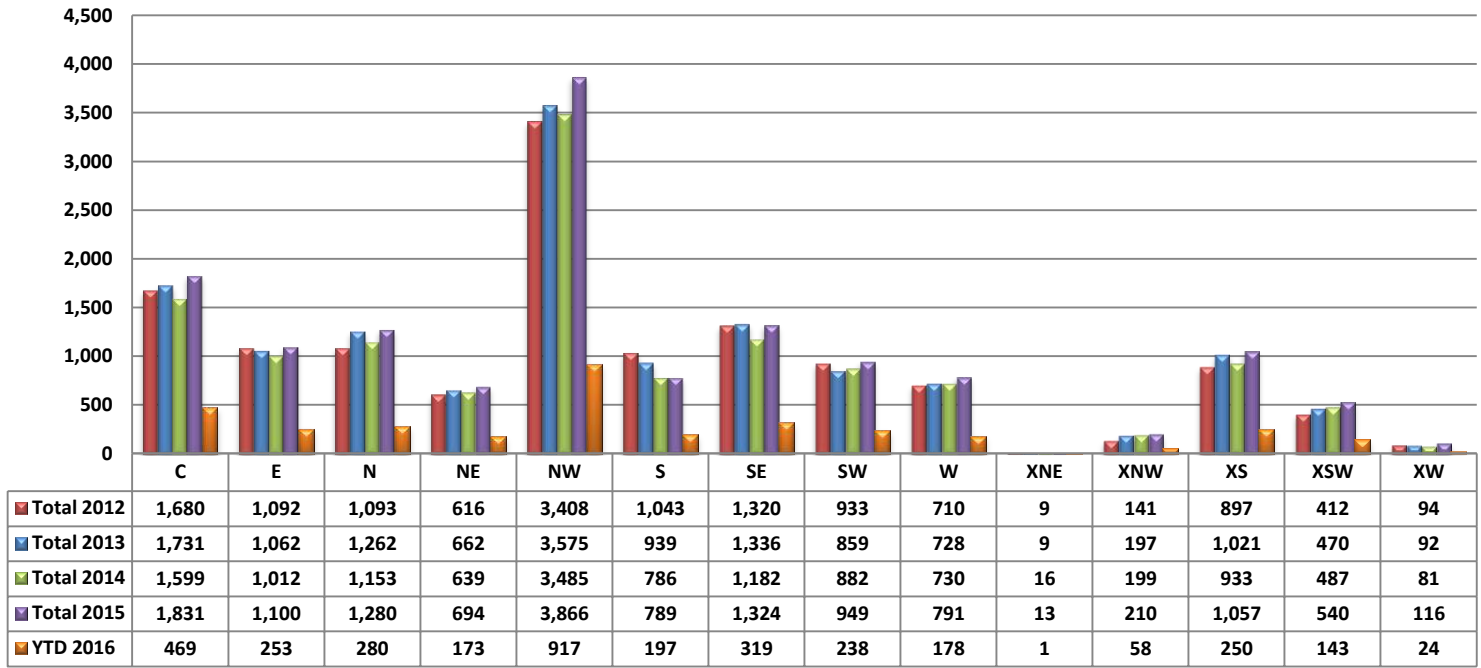


Total Listings Still Under Contract At The End of The Month



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

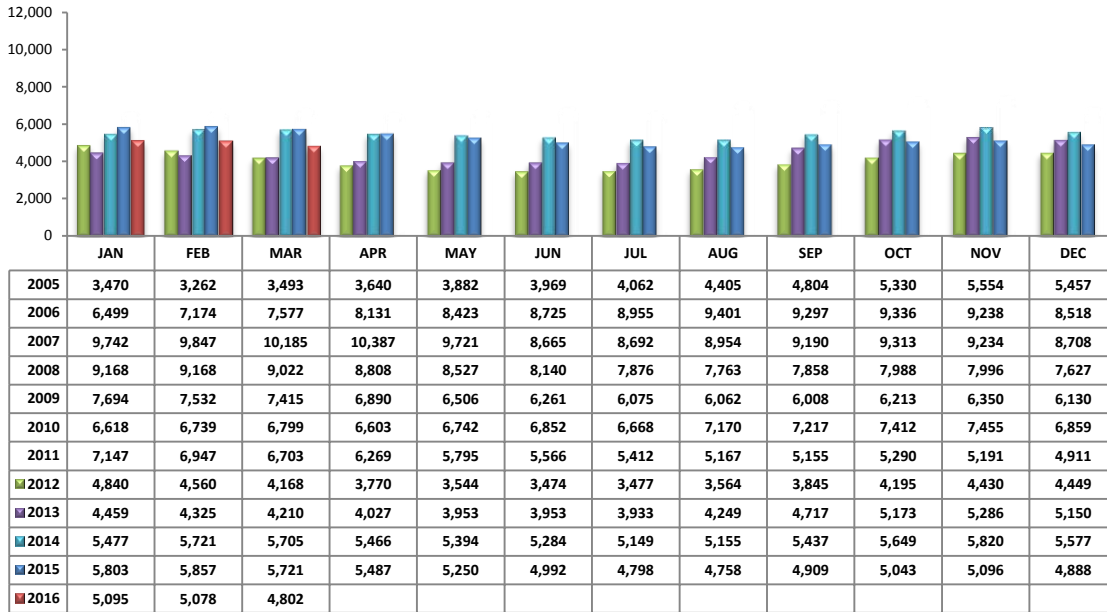
| | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| C | \$125,605 | \$193,011 | \$239,380 | \$419,100 | \$190,780 |
| E | \$88,955 | \$169,191 | \$195,921 | \$324,200 | \$170,947 |
| N | \$202,740 | \$342,389 | \$558,821 | \$490,180 | \$356,336 |
| NE | \$110,150 | \$241,708 | \$364,259 | \$585,500 | \$267,634 |
| NW | \$224,390 | \$254,740 | \$292,523 | \$337,427 | \$261,237 |
| S | \$82,157 | \$115,401 | \$143,554 | \$158,260 | \$122,802 |
| SE | \$160,376 | \$156,897 | \$210,855 | \$281,900 | \$179,180 |
| SW | \$73,421 | \$135,560 | \$162,869 | \$188,218 | \$136,107 |
| W | \$116,666 | \$175,223 | \$257,523 | \$480,500 | \$193,894 |
| XNE | \$0 | \$0 | \$0 | \$0 | \$0 |
| XNW | \$95,000 | \$134,030 | \$170,666 | \$0 | \$137,968 |
| XS | \$211,797 | \$168,760 | \$197,108 | \$240,753 | \$192,319 |
| XSW | \$146,410 | \$167,556 | \$195,014 | \$0 | \$156,233 |
| XW | \$187,666 | \$119,275 | \$60,000 | \$0 | \$137,512 |

Units Sold per Area by # of Bedrooms

| | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| C | 56 | 105 | 28 | 9 | 198 |
| E | 18 | 51 | 32 | 5 | 106 |
| N | 41 | 32 | 30 | 5 | 108 |
| NE | 13 | 35 | 24 | 2 | 74 |
| NW | 90 | 187 | 101 | 18 | 396 |
| S | 7 | 50 | 23 | 5 | 85 |
| SE | 9 | 78 | 44 | 5 | 136 |
| SW | 16 | 59 | 27 | 6 | 108 |
| W | 12 | 39 | 17 | 2 | 70 |
| XNE | 0 | 0 | 0 | 0 | 0 |
| XNW | 1 | 14 | 3 | 0 | 18 |
| XS | 24 | 43 | 33 | 8 | 108 |
| XSW | 40 | 21 | 4 | 0 | 65 |
| XW | 3 | 4 | 1 | 0 | 8 |

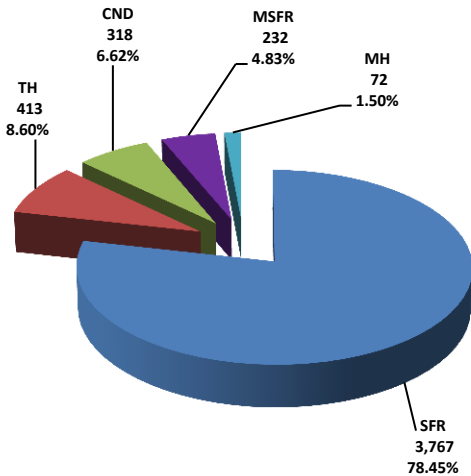
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not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

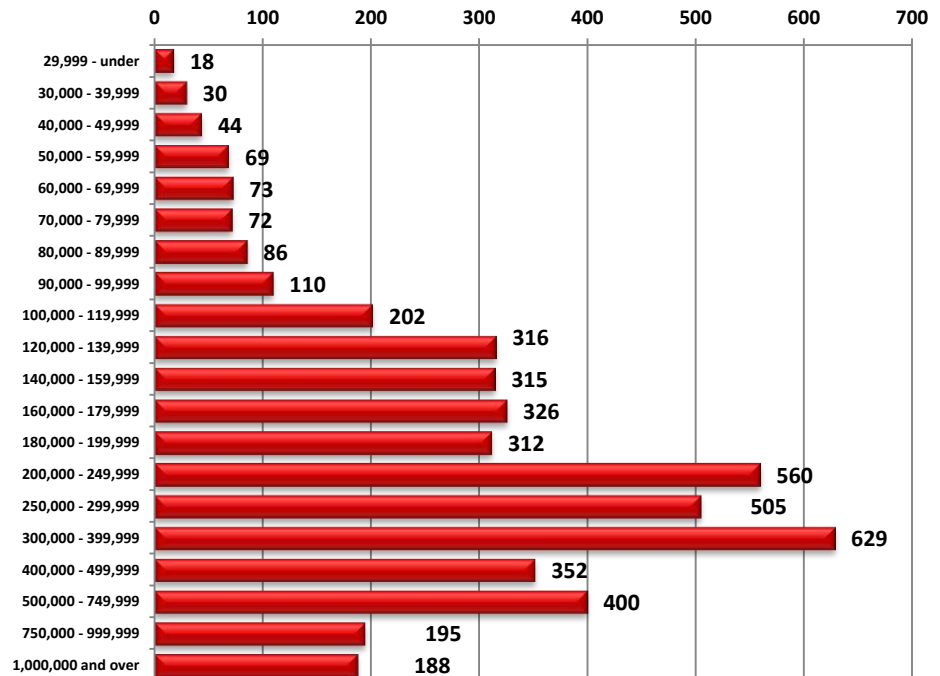


| Area | # of Listings |
|------|---------------|
| C | 585 |
| E | 223 |
| N | 692 |
| NE | 279 |
| NW | 1330 |
| S | 123 |
| SE | 313 |
| SW | 292 |
| W | 219 |
| XNE | 22 |
| XNW | 48 |
| XS | 396 |
| XSW | 243 |
| XW | 37 |

Active Listings Unit Breakdown

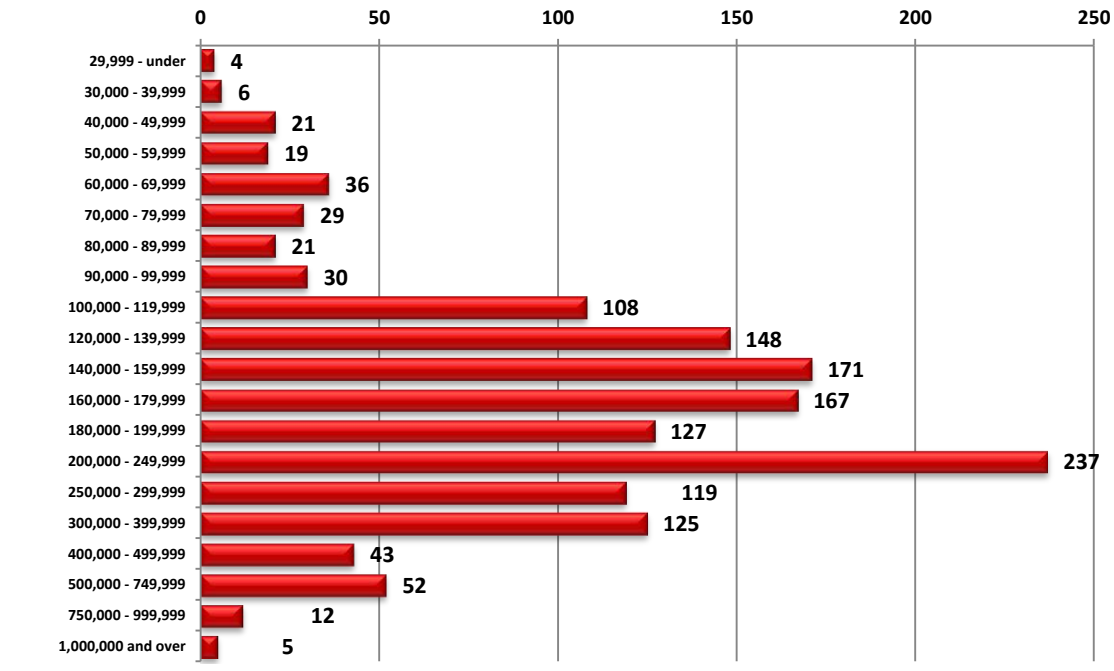


Active Listings Price Breakdown



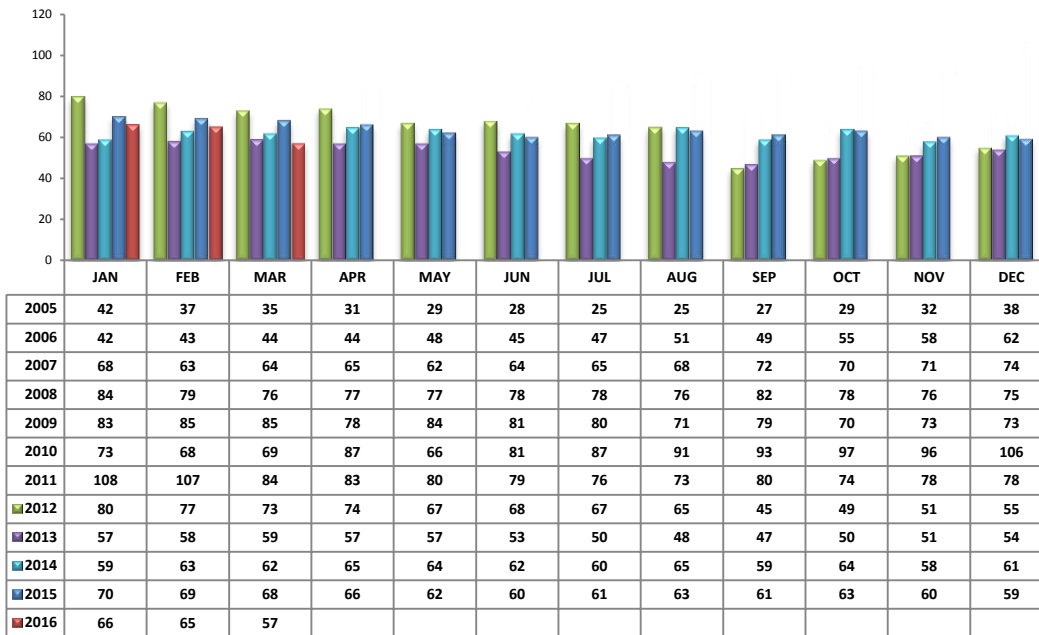
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not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



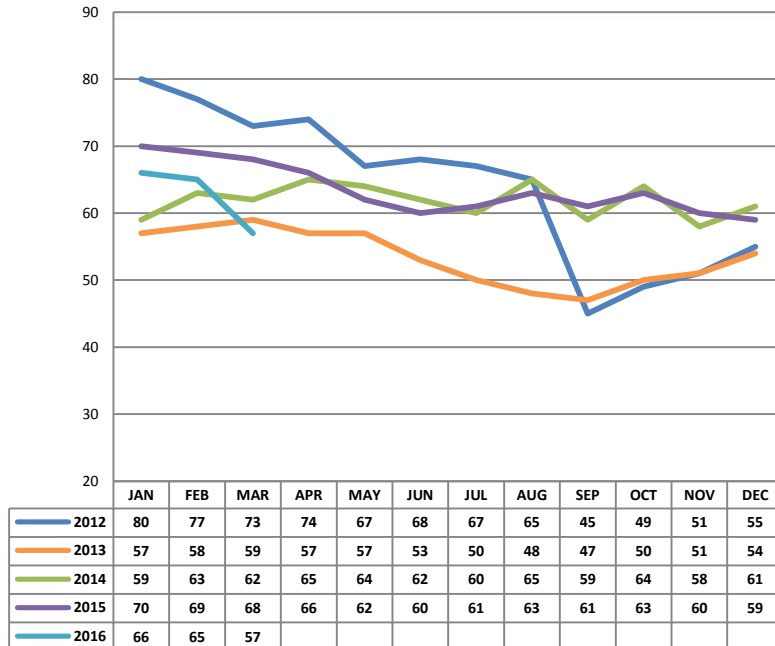
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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 – March 2016

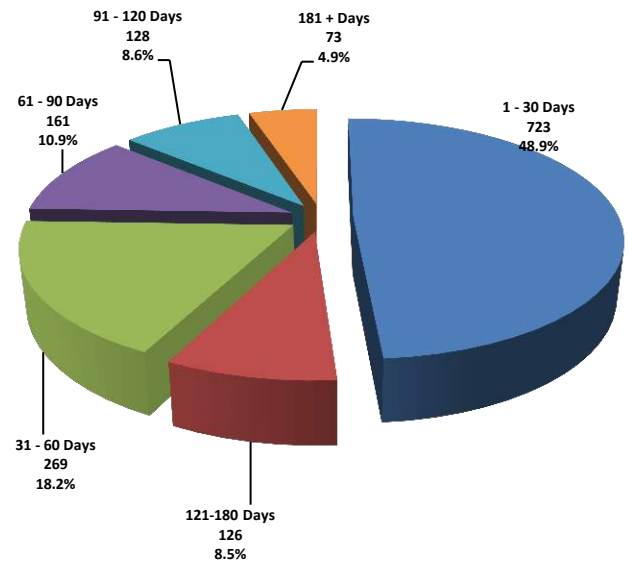


| Area | Avg. DOM |
|------|----------|
| C | 53 |
| E | 48 |
| N | 66 |
| NE | 61 |
| NW | 62 |
| S | 34 |
| SE | 51 |
| SW | 65 |
| W | 49 |
| XNE | 0 |
| XNW | 90 |
| XS | 49 |
| XSW | 72 |
| XW | 31 |

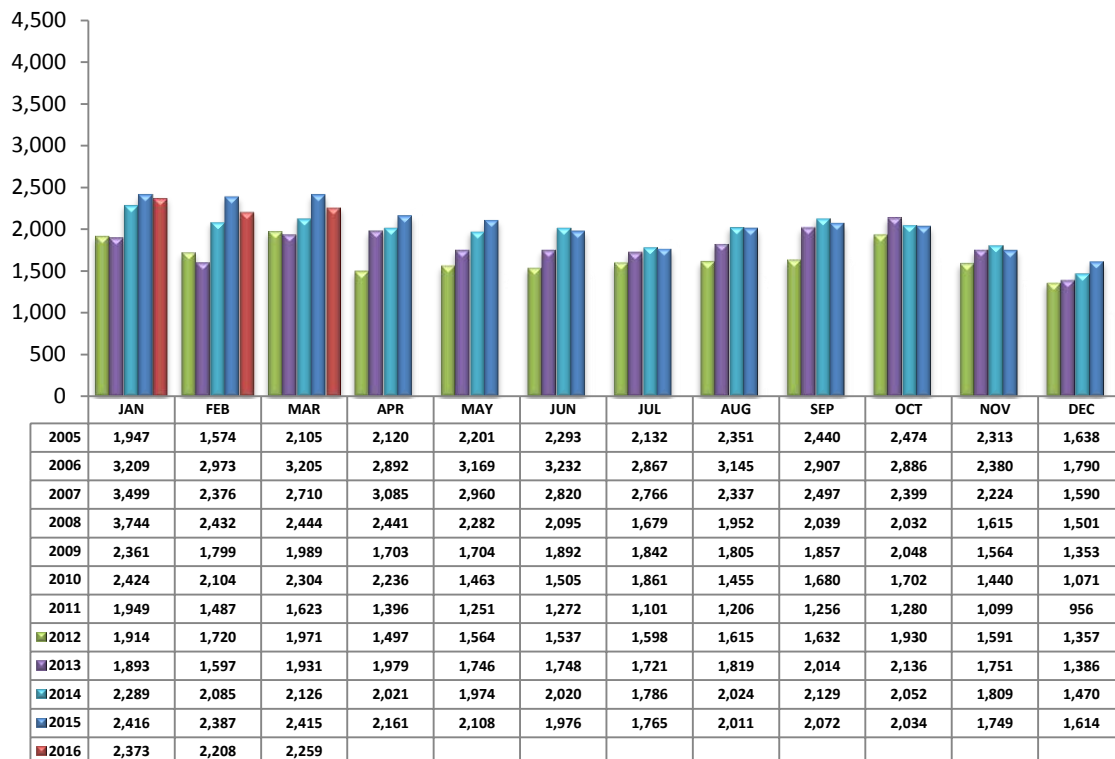
Annual Comparison - Average Days on Market



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 – March 2016

| Area | # of Listings |
|------|---------------|
| C | 314 |
| E | 144 |
| N | 255 |
| NE | 117 |
| NW | 600 |
| S | 101 |
| SE | 188 |
| SW | 133 |
| W | 108 |
| XNE | 4 |
| XNW | 20 |
| XS | 172 |
| XSW | 92 |
| XW | 11 |

*Includes properties that were re-listed

**Beginning March 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. |
|-----------|---------|-----------|---------------|
| 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 |
| Feb 2016 | 155 | 354 | 42 |
| Mar 2016 | 167 | 355 | 50 |

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.