

**For Immediate
Release:**
June 8, 2016

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Multiple Listing Service of Southern Arizona

Monthly Statistics **May 2016**

Below are some highlights from the May Residential Sales Statistics:

- Total Sales Volume increased to 327,650,182 this month, a .53% increase from April's number of \$325,916,149, and a 9.03% increase since May 2015.
- The Average Sales Price this month was \$214,290 from \$221,260 in April, a 3.15% decrease.
- Average List Price of \$217,902 is a decrease of 4.42% from April's number of \$227,974.
- Total Under Contract decreased by 4.35%.
- Total Unit Sales was up this month to 1,529, a 3.80% jump from last month and has not been up this much since 2006.
- The Median Sales Price rose to \$179,000 in May from \$176,000 last month, a 1.70% increase.
- New Listings decreased 1.36% from April.
- Total Active Listings of 4,408 is a decrease of 2.59% since April's number of 4,525.
- Average Days on Market was 55 from 57 in April.
- Conventional loan sales of 39.7% exceeded Cash Sales of 22.6%.

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®.



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May 2016 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
May	\$327,650,182	\$300,526,884	9.03%
April	\$325,916,149	\$291,466,552	11.82%
Month % Change	0.53%	3.11%	

Average Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
May	\$214,290	\$216,517	-1.03%
April	\$221,260	\$210,749	4.99%
Month % Change	-3.15%	2.74%	

Average List Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
May	\$217,902	\$223,168	-2.36%
April	\$227,974	\$217,737	4.70%
Month % Change	-4.42%	2.49%	

Total Under Contract

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
May	2,528	2,252	12.26%
April	2,643	2,336	13.14%
Month % Change	-4.35%	-3.60%	

Total Unit Sales

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
May	1,529	1,388	10.16%
April	1,473	1,383	6.51%
Month % Change	3.80%	0.36%	

Median Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
May	\$179,000	\$171,250	4.53%
April	\$176,000	\$167,500	5.07%
Month % Change	1.70%	2.24%	

New Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
May	2,029	2,108	-3.75%
April	2,057	2,161	-4.81%
Month % Change	-1.36%	-2.45%	

Active Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
May	4,408	5,250	-16.04%
April	4,525	5,487	-17.53%
Month % Change	-2.59%	-4.32%	

May 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	127	38	29.92%	85740	0	0	0.00%
85145	8	9	112.50%	85648	0	0	0.00%	85714	17	5	29.41%	85741	63	41	65.08%
85245	0	0	0.00%	85653	75	30	40.00%	85715	97	41	42.27%	85742	139	70	50.36%
85601	1	0	0.00%	85654	0	0	0.00%	85716	125	42	33.60%	85743	147	59	40.14%
85602	4	0	0.00%	85658	226	47	20.80%	85717	0	0	0.00%	85745	135	51	37.78%
85611	0	0	0.00%	85701	29	9	31.03%	85718	324	61	18.83%	85746	76	40	52.63%
85614	208	55	26.44%	85704	140	61	43.57%	85719	106	53	50.00%	85747	88	54	61.36%
85616	0	0	0.00%	85705	87	31	35.63%	85730	90	51	56.67%	85748	74	34	45.95%
85619	30	1	3.33%	85706	53	26	49.06%	85734	0	0	0.00%	85749	160	23	14.38%
85622	54	10	18.52%	85709	0	0	0.00%	85735	58	17	29.31%	85750	271	54	19.93%
85623	13	2	15.38%	85710	136	75	55.15%	85736	30	6	20.00%	85755	203	40	19.70%
85629	164	79	48.17%	85711	101	53	52.48%	85737	163	59	36.20%	85756	42	27	64.29%
85641	156	59	37.82%	85712	98	39	39.80%	85739	210	53	25.24%	85757	79	24	30.38%

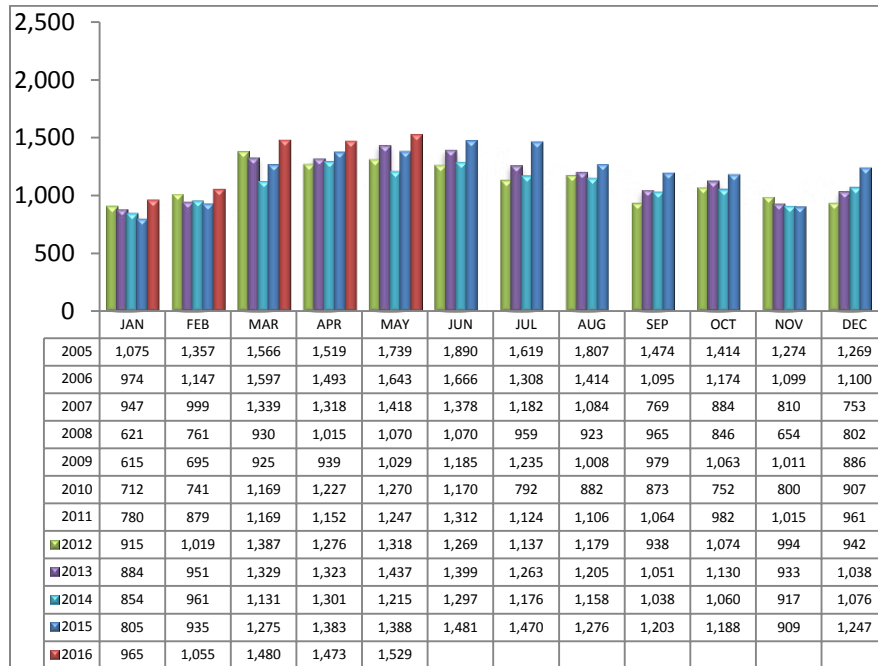
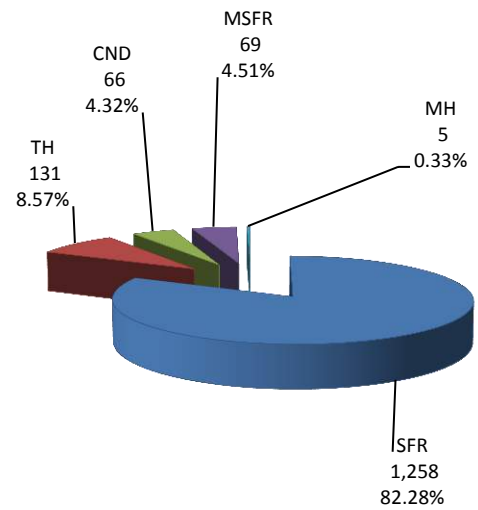
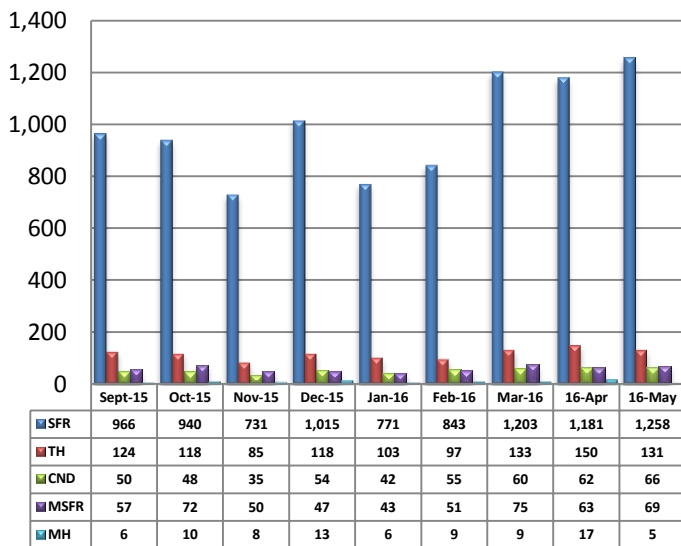
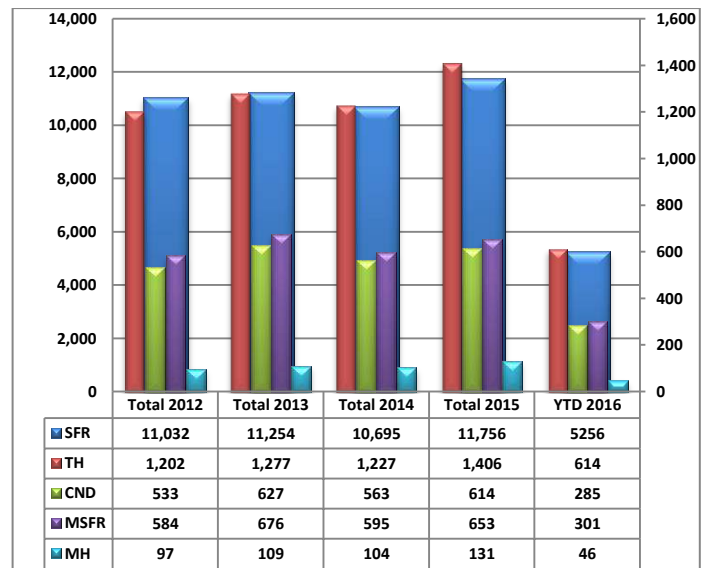
NOTE:

85637- 1 active listing

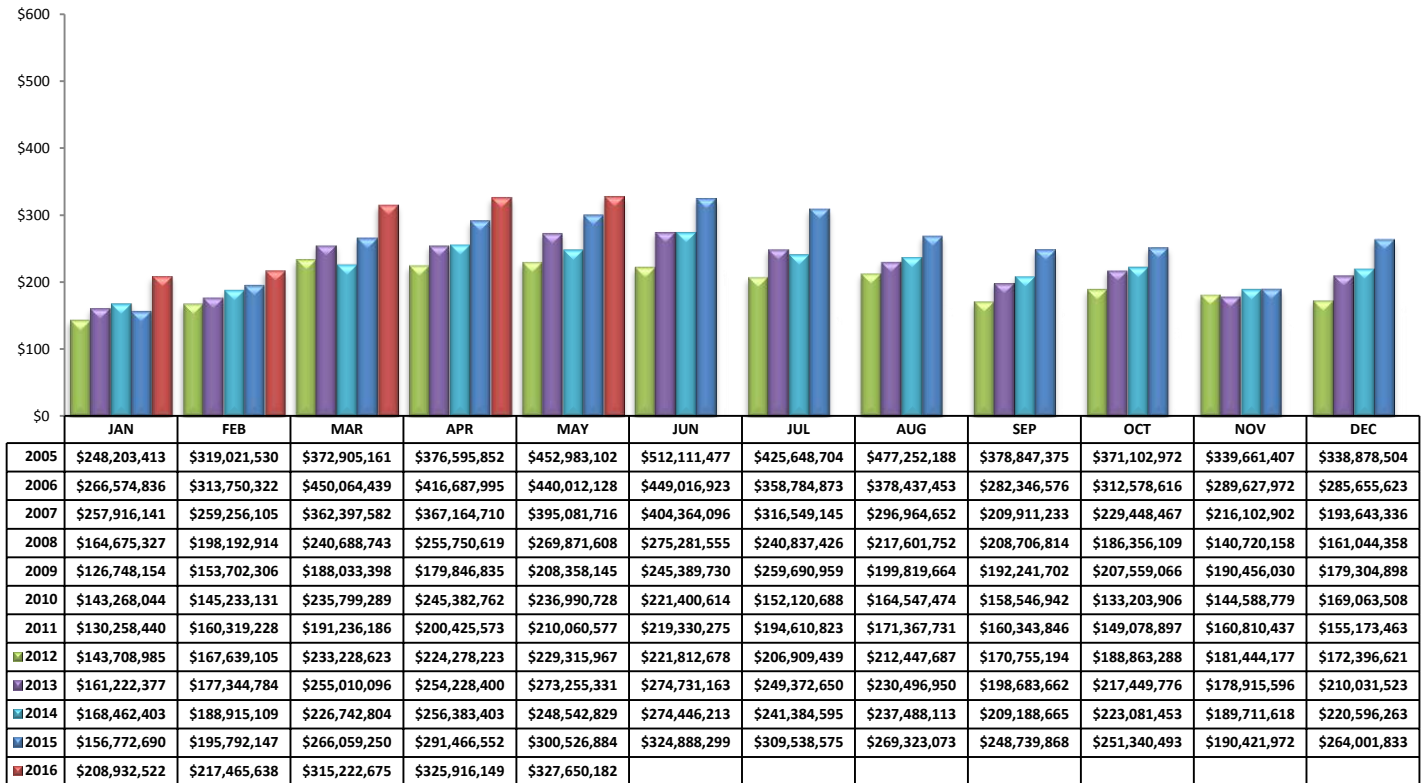
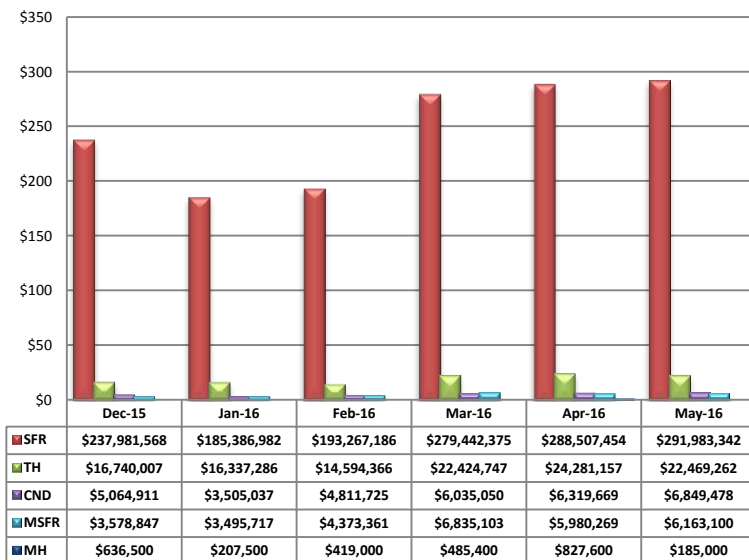
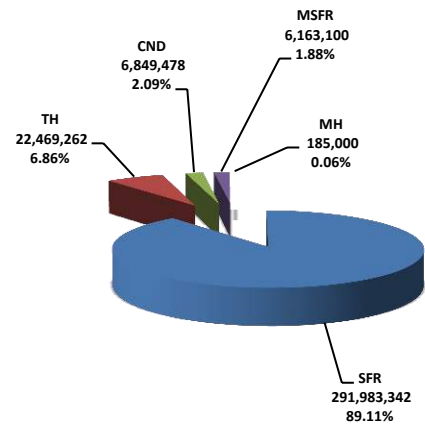
Residential Listing Statistics							Active Listings		Days on Market																										
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold																										
Under \$29,999	18	4	0	3	25	4	C	525	1 -30 Days	769																									
\$30,000 to \$39,999	22	5	2	2	31	15	E	212	31-60 Days	281																									
\$40,000 to \$49,999	41	10	1	4	56	16	N	634	61 - 90 Days	181																									
\$50,000 to \$59,999	68	9	7	4	88	18	NE	263	91-120 Days	98																									
\$60,000 to \$69,999	57	26	4	8	95	16	NW	1247	121 - 180 Days	106																									
\$70,000 to \$79,999	72	36	5	7	120	26	S	128	Over 180 Days	94																									
\$80,000 to \$89,999	81	40	8	7	136	26	SE	272	Avg. Days on Market																										
\$90,000 to \$99,999	91	40	4	17	152	44	SW	270	55																										
\$100,000 to \$119,999	163	125	29	37	354	111	W	208	Avg. Sold Price																										
\$120,000 to \$139,999	257	225	31	47	560	145	XNE	30	\$214,290																										
\$140,000 to \$159,999	279	221	20	40	560	171	XNW	46	Median Sale Price																										
\$160,000 to \$179,999	338	197	22	41	598	178	XS	305	\$179,000																										
\$180,000 to \$199,999	276	150	13	46	485	133	XSW	231	New Listings																										
\$200,000 to \$249,999	520	249	19	69	857	213	XW	37	2,029																										
\$250,000 to \$299,999	456	184	10	52	702	155	Sold Units per Area		Sales Volume by Area																										
\$300,000 to \$399,999	613	172	13	53	851	146	C	220	\$40,366,172																										
\$400,000 to \$499,999	313	66	4	23	406	55	E	109	\$17,971,421																										
\$500,000 to \$749,999	383	53	2	22	460	40	N	137	\$50,135,056																										
\$750,000 to \$999,999	194	18	0	9	221	11	NE	65	\$20,722,312																										
\$1,000,000 and over	166	9	0	4	179	6	NW	412	\$99,697,545																										
							S	71	\$7,988,540																										
							SE	143	\$27,726,722																										
							SW	84	\$11,671,994																										
							W	84	\$18,743,627																										
							XNE	1	\$275,000																										
							XNW	20	\$2,525,984																										
							XS	121	\$22,153,959																										
Totals	4,408	1,839	194	495	6,936	1,529	XSW	55	\$7,035,850																										
							XW	7	\$636,000																										
	May-16	May-15	% Change	YTD 2016	YTD 2015	% Change	Total Volume		\$327,650,182																										
Home Sales Volume	\$327,650,182	\$300,526,884	9.03%	\$1,395,187,166	\$1,210,617,523	15.25%	<table><tr><th colspan="2">Types of Financing</th><th>Totals</th></tr><tr><td>FHA</td><td></td><td>359</td></tr><tr><td>VA</td><td></td><td>179</td></tr><tr><td>Other</td><td></td><td>27</td></tr><tr><td>Cash</td><td></td><td>346</td></tr><tr><td>Conventional</td><td></td><td>607</td></tr><tr><td>Cash/Loan</td><td></td><td>1</td></tr><tr><td>Carryback</td><td></td><td>10</td></tr></table>					Types of Financing		Totals	FHA		359	VA		179	Other		27	Cash		346	Conventional		607	Cash/Loan		1	Carryback		10
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Carryback		10																																	
Home Sales Units	1,529	1,388	10.16%	6,502	5,786	12.37%																													
Average Sales Price (All Residential)	\$214,290	\$216,517	-1.03%	\$215,499	\$212,298	1.51%																													
Median Sales Price	\$179,000	\$171,250	4.53%	\$176,807	\$169,454	4.34%																													
Average Days on Market:	55	62	-11.29%	58	65	-10.77%																													
Average List Price for Sold:	\$217,902	\$223,168	-2.36%	\$220,509	\$218,880	0.74%																													
SP/LP %	98.34%	97.02%		97.73%	96.99%																														
Total Under Contract	2,528	2,252	12.26%																																
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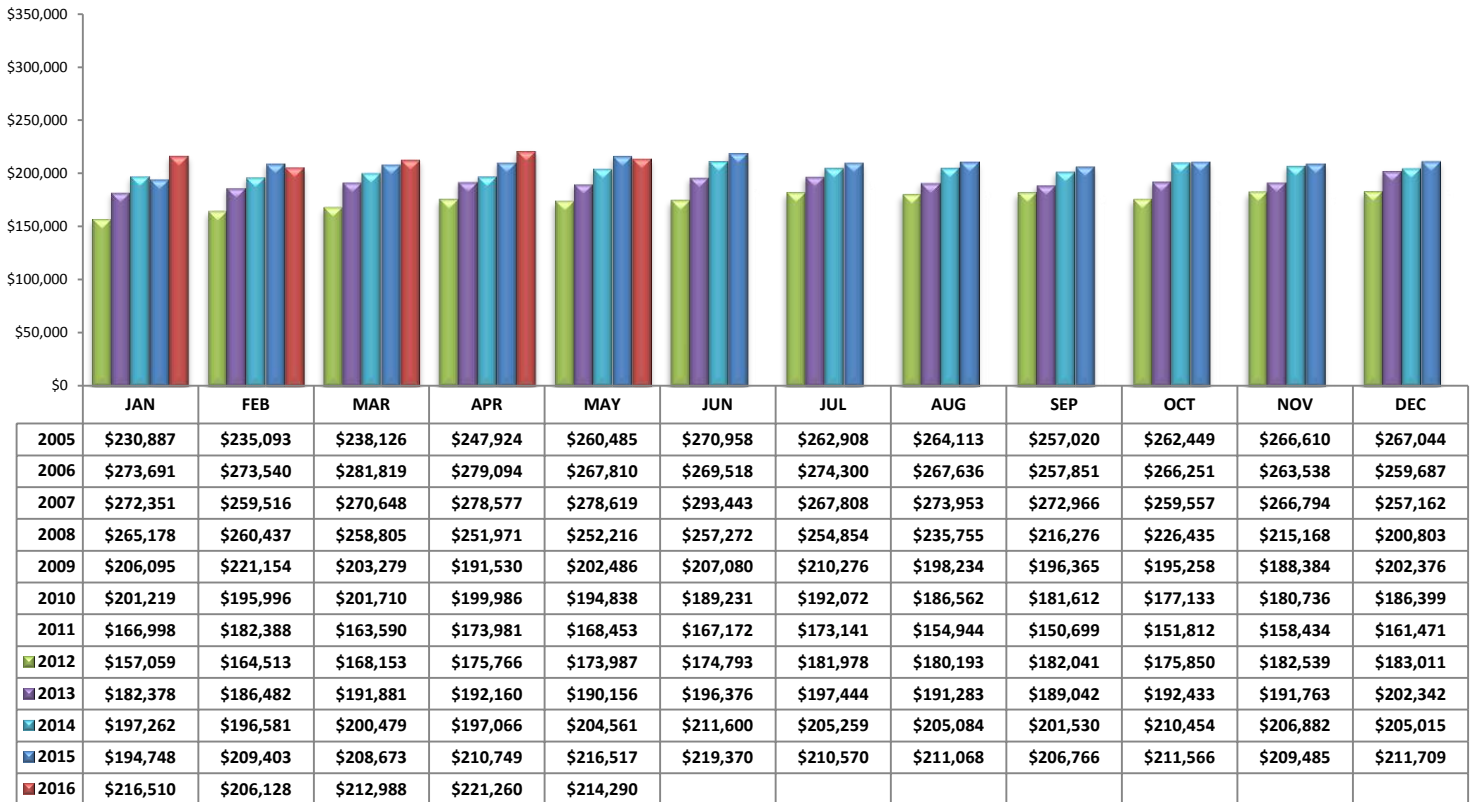
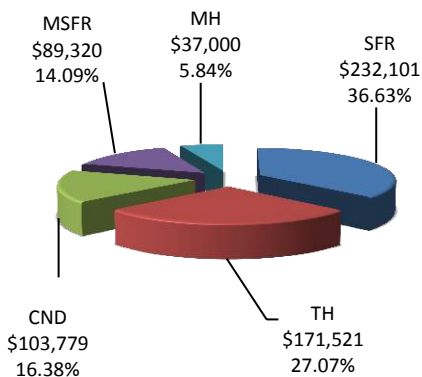
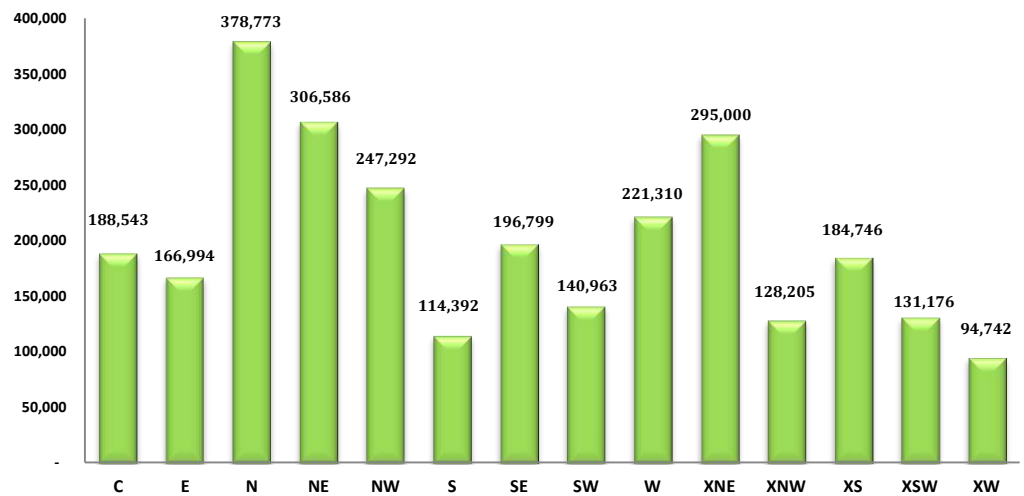
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Total Unit Sales – May 2016**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

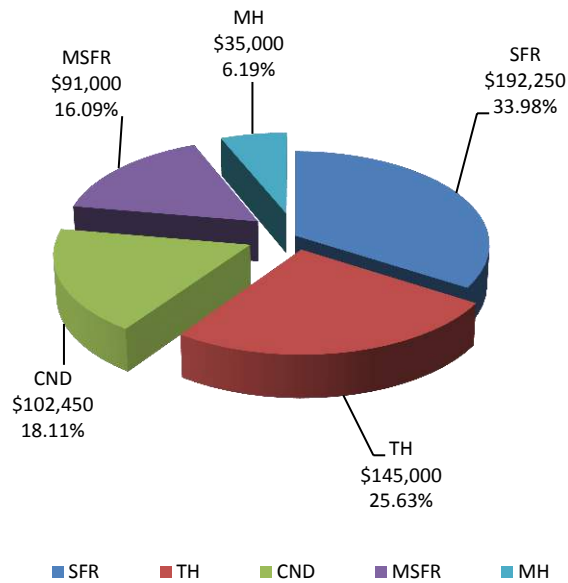
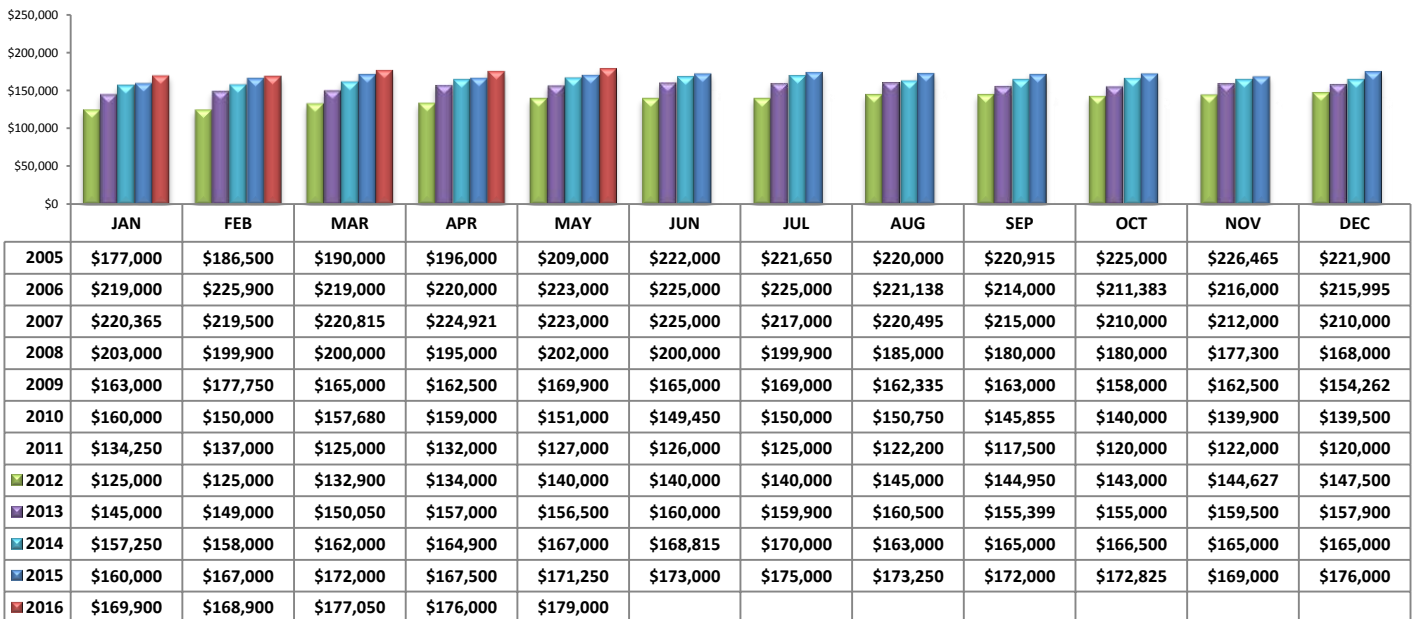
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Total Sales Volume - May 2016**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

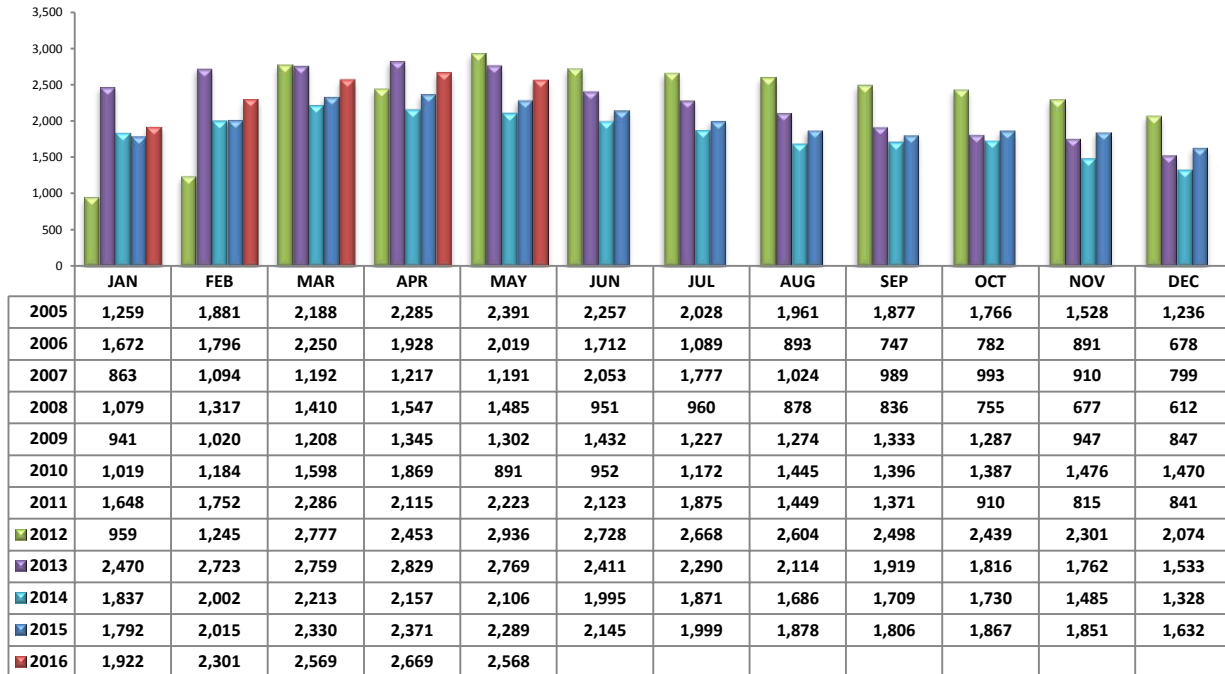
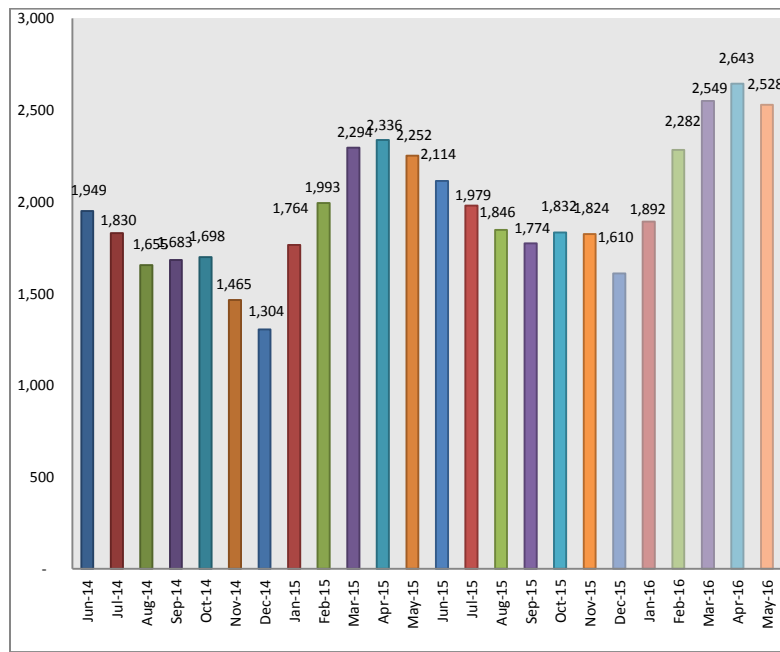
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Average Sales Price – May 2016**Average Sales Price by Type – May 2016****Average "Listing" Price per Area – May 2016**

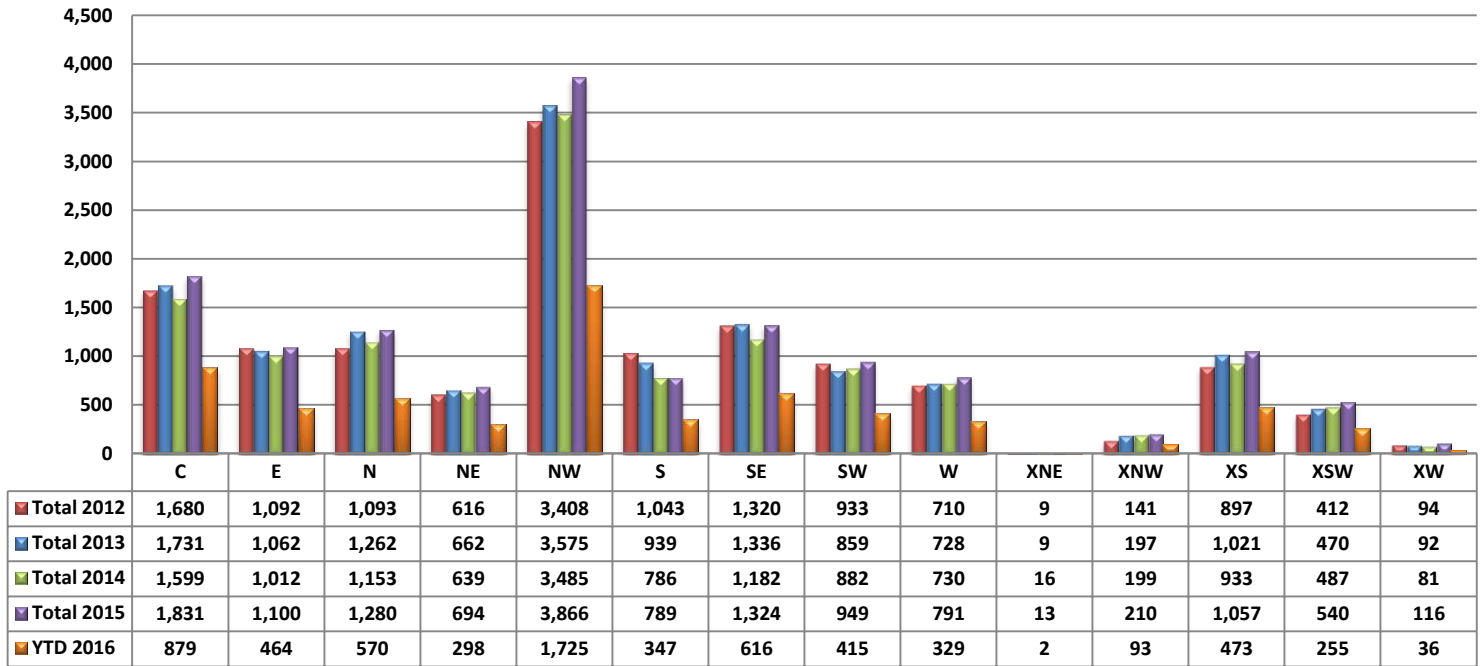
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Median Sale Price – by Type**Median Sale Price – May 2016**

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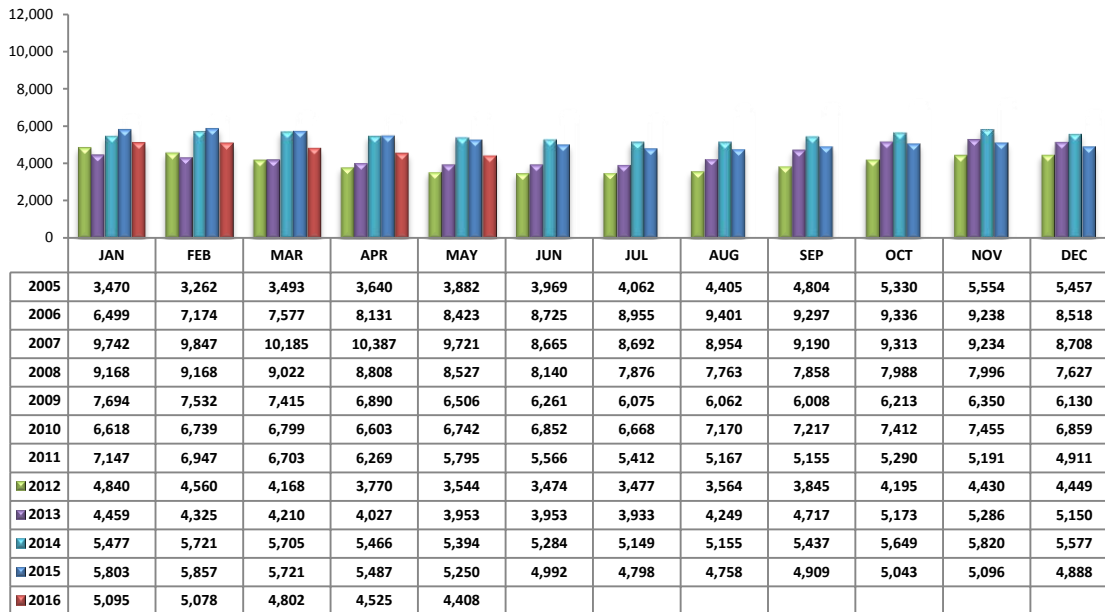
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$142,429	\$188,888	\$237,317	\$242,700	\$183,482
E	\$90,171	\$160,656	\$192,894	\$272,475	\$164,875
N	\$198,661	\$361,738	\$491,087	\$595,341	\$365,949
NE	\$358,480	\$257,720	\$322,350	\$559,071	\$318,804
NW	\$210,255	\$223,007	\$277,792	\$380,505	\$241,984
S	\$62,336	\$118,720	\$131,960	\$113,000	\$112,514
SE	\$179,450	\$171,618	\$218,991	\$318,415	\$193,893
SW	\$82,290	\$135,928	\$154,659	\$197,725	\$138,952
W	\$103,472	\$206,393	\$307,429	\$447,418	\$223,138
XNE	\$275,000	\$0	\$0	\$0	\$275,000
XNW	\$71,176	\$120,755	\$161,649	\$175,900	\$126,299
XS	\$159,094	\$174,322	\$197,831	\$242,200	\$183,090
XSW	\$116,600	\$137,887	\$187,162	\$0	\$127,924
XW	\$79,000	\$107,000	\$92,500	\$0	\$90,857

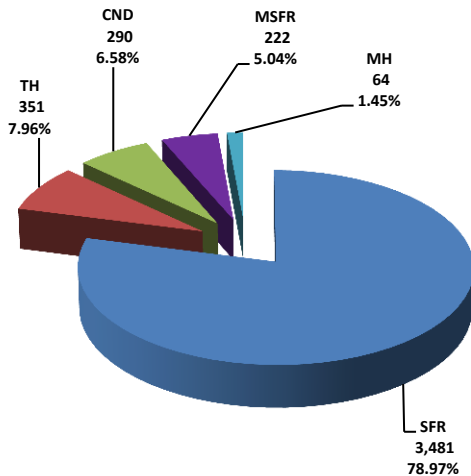
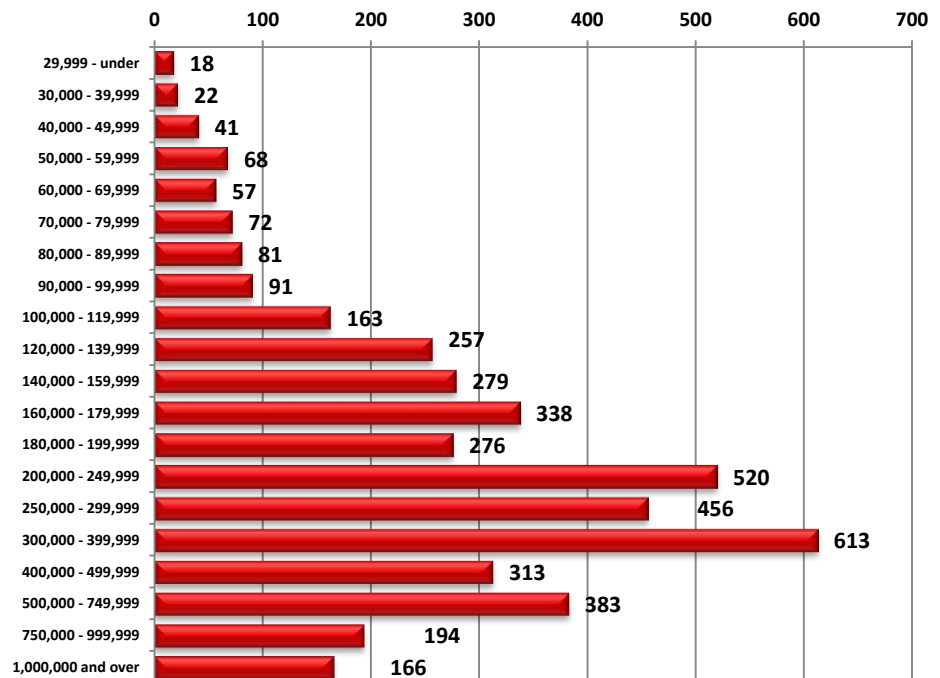
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	71	106	38	5	220
E	14	60	31	4	109
N	43	45	37	12	137
NE	5	32	21	7	65
NW	85	202	105	20	412
S	11	45	14	1	71
SE	16	75	46	6	143
SW	10	41	29	4	84
W	21	36	21	6	84
XNE	1	0	0	0	1
XNW	3	11	5	1	20
XS	19	54	43	5	121
XSW	35	16	4	0	55
XW	3	2	2	0	7

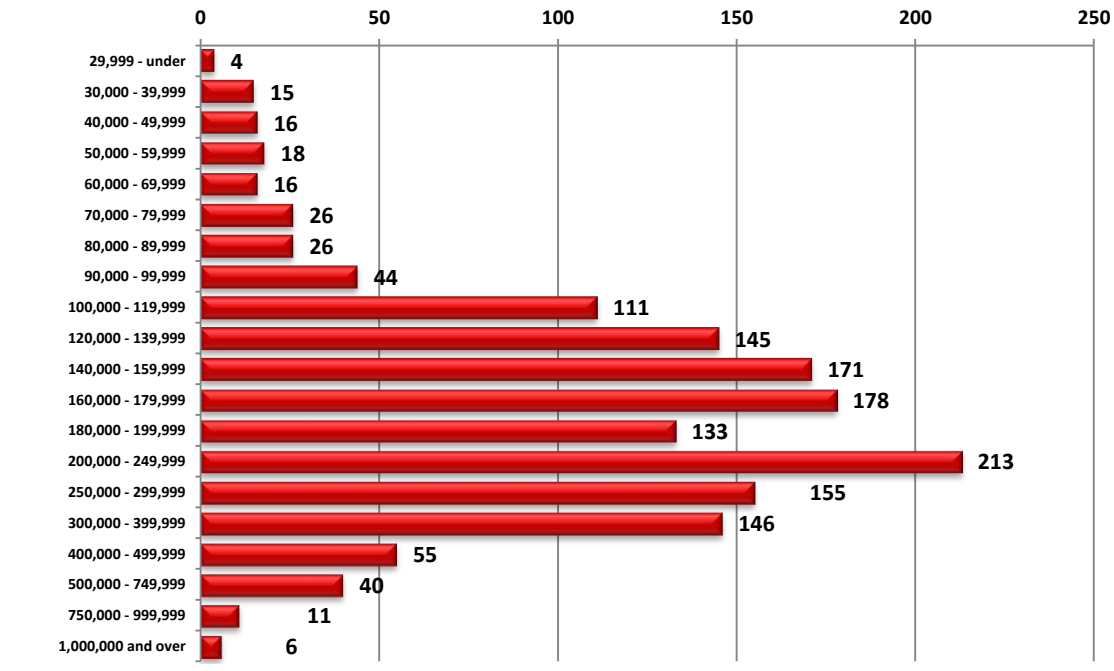
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Active Listings

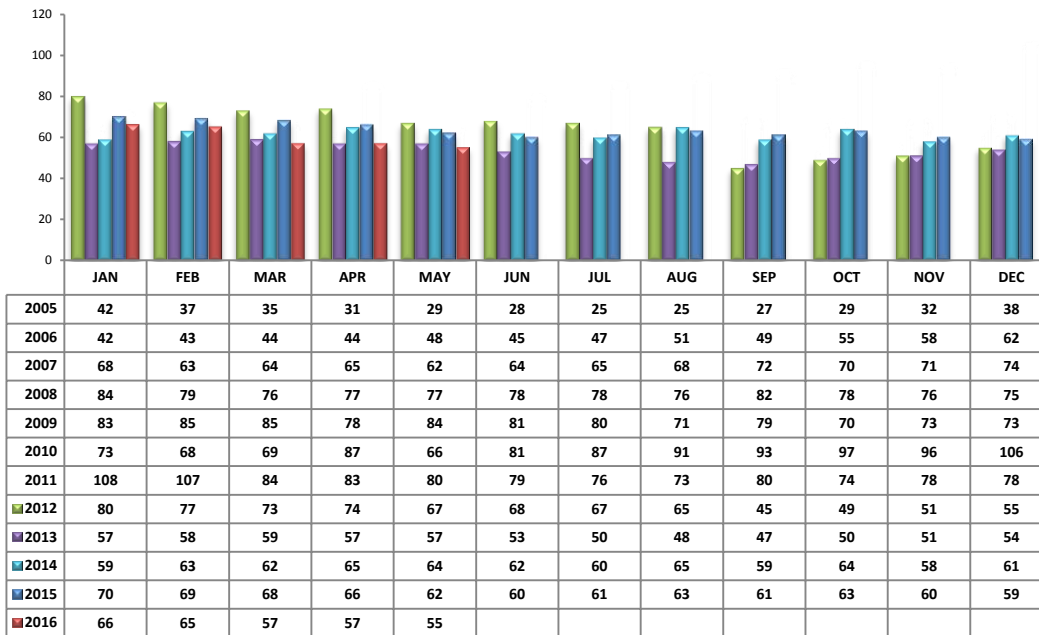
Area	# of Listings
C	525
E	212
N	634
NE	263
NW	1247
S	128
SE	272
SW	270
W	208
XNE	30
XNW	46
XS	305
XSW	231
XW	37

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

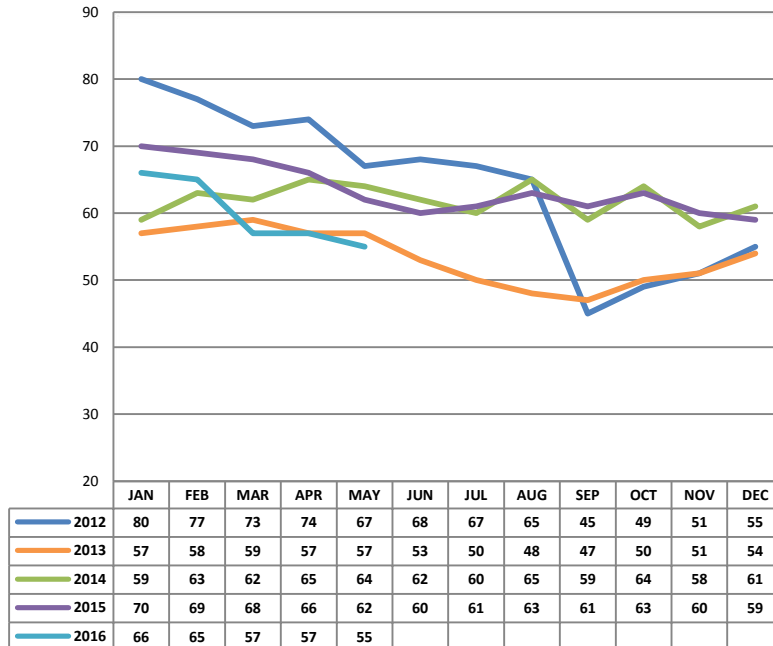
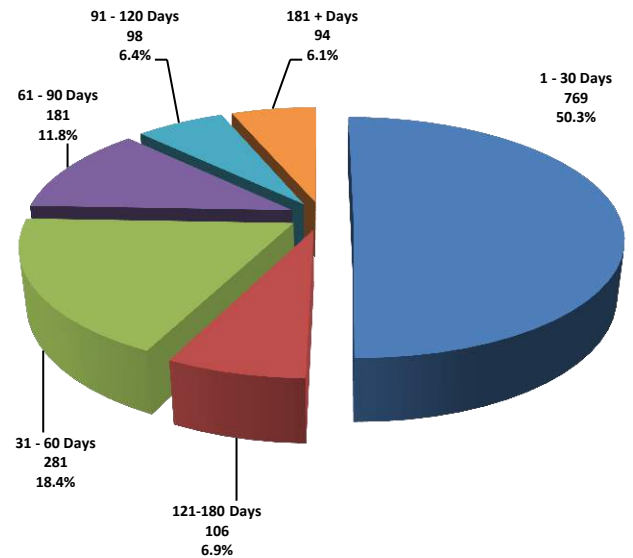
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Sold Price Breakdown

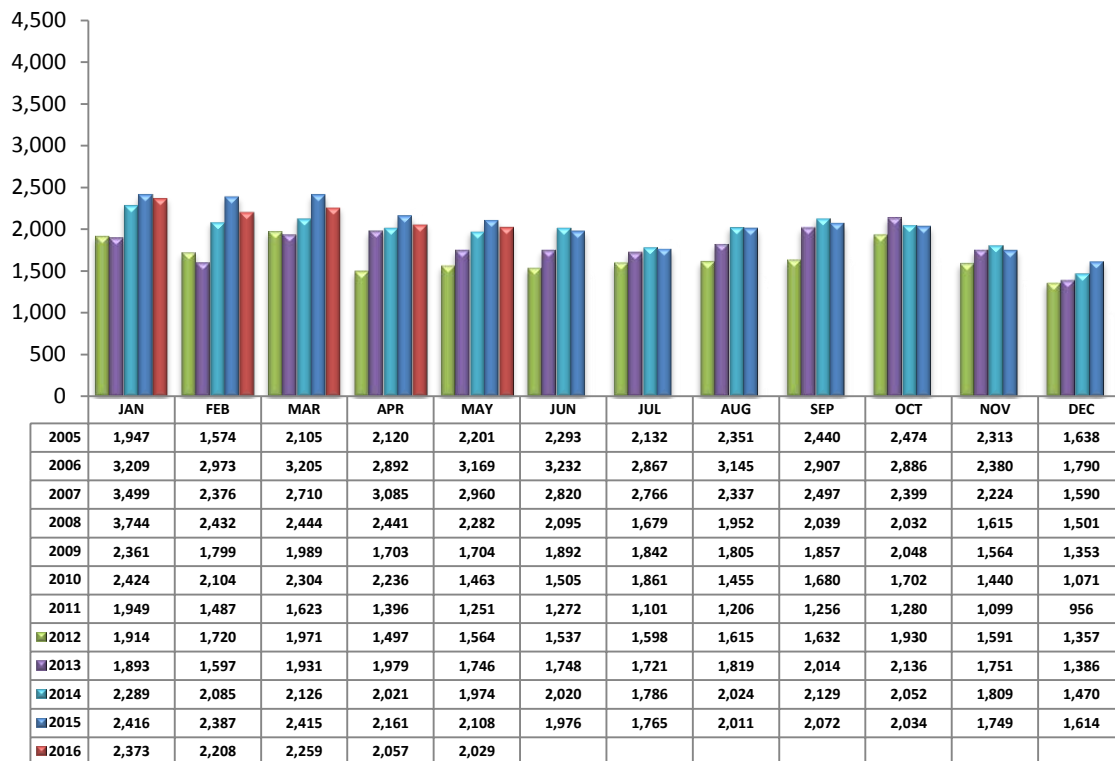
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Average Days on Market/Listing – May 2016

Area	Avg. DOM
C	46
E	45
N	66
NE	53
NW	58
S	30
SE	51
SW	59
W	54
XNE	12
XNW	80
XS	56
XSW	90
XW	25

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

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New Listings – May 2016

Area	# of Listings
C	289
E	127
N	193
NE	100
NW	558
S	117
SE	168
SW	114
W	104
XNE	8
XNW	23
XS	138
XSW	77
XW	13

*Includes properties that were re-listed

**Beginning May 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.
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
Apr 2016	190	387	57
May 2016	199	348	65

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.