

**For Immediate
Release:**
October 6, 2016

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

Sean Murphy
Executive Vice President
(520) 382-8792

Multiple Listing Service of Southern Arizona

Monthly Statistics September 2016

Below are some highlights from the September Residential Sales Statistics:

- Total Sales Volume fell this month to 293,536,476 resulting in a 5.90% decrease from August's number of \$311,954,046, but an increase of 18.01% since September 2015.
- The Average Sales Price this month was \$220,538 from \$220,774 in August, a 0.11% decrease.
- Average List Price of \$216,257 is a decrease of 4.49% from August's number of \$226,428.
- Total Under Contract decreased by 5.72%.
- Total Unit Sales came down this month to 1,331, a 5.80% decrease from last month, but is a 10.64% increase from September 2015.
- The Median Sales Price decreased to \$177,000, down 4.32% from last month.
- New Listings, 1,955 is an increase of 1.56% from August's number of 1,925.
- Total Active Listings of 3,996 is an increase of 1.96% since August's number of 3,919.
- Average Days on Market was 49 from 48 in August.
- Conventional loan sales of 44.7% exceeded Cash Sales of 22.2%.

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®.



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September 2016 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
September	\$293,536,476	\$248,739,868	18.01%
August	\$311,954,046	\$269,323,073	15.83%
Month % Change	-5.90%	-7.64%	

Average Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
September	\$220,538	\$206,766	6.66%
August	\$220,774	\$211,068	4.60%
Month % Change	-0.11%	-2.04%	

Average List Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
September	\$216,257	\$212,648	1.70%
August	\$226,428	\$217,833	3.95%
Month % Change	-4.49%	-2.38%	

Total Under Contract

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
September	2,094	1,774	18.04%
August	2,221	1,846	20.31%
Month % Change	-5.72%	-3.90%	

Total Unit Sales

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
September	1,331	1,203	10.64%
August	1,413	1,276	10.74%
Month % Change	-5.80%	-5.72%	

Median Sales Price

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
September	\$177,000	\$172,000	2.91%
August	\$185,000	\$173,250	6.78%
Month % Change	-4.32%	-0.72%	

New Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
September	1,955	2,072	-5.65%
August	1,925	2,011	-4.28%
Month % Change	1.56%	3.03%	

Active Listings

	<u>2016</u>	<u>2015</u>	<u>Annual % Change</u>
September	3,996	4,909	-18.60%
August	3,919	4,758	-17.63%
Month % Change	1.96%	3.17%	

September 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	114	35	30.70%	85740	0	0	0.00%
85145	17	8	47.06%	85648	0	0	0.00%	85714	15	8	53.33%	85741	62	37	59.68%
85245	0	0	0.00%	85653	66	21	31.82%	85715	70	30	42.86%	85742	156	55	35.26%
85601	1	0	0.00%	85654	0	0	0.00%	85716	111	30	27.03%	85743	133	51	38.35%
85602	6	1	16.67%	85658	199	47	23.62%	85717	0	0	0.00%	85745	123	62	50.41%
85611	0	0	0.00%	85701	19	5	26.32%	85718	270	49	18.15%	85746	73	33	45.21%
85614	198	39	19.70%	85704	121	56	46.28%	85719	120	36	30.00%	85747	82	46	56.10%
85616	0	0	0.00%	85705	72	34	47.22%	85730	78	50	64.10%	85748	68	34	50.00%
85619	27	0	0.00%	85706	64	26	40.63%	85734	0	0	0.00%	85749	130	14	10.77%
85622	40	6	15.00%	85709	0	0	0.00%	85735	45	13	28.89%	85750	199	45	22.61%
85623	21	2	9.52%	85710	103	75	72.82%	85736	39	8	20.51%	85755	180	42	23.33%
85629	173	59	34.10%	85711	96	50	52.08%	85737	157	32	20.38%	85756	60	39	65.00%
85641	160	60	37.50%	85712	100	34	34.00%	85739	155	37	23.87%	85757	72	22	30.56%

NOTE:

85637- 1 active listing

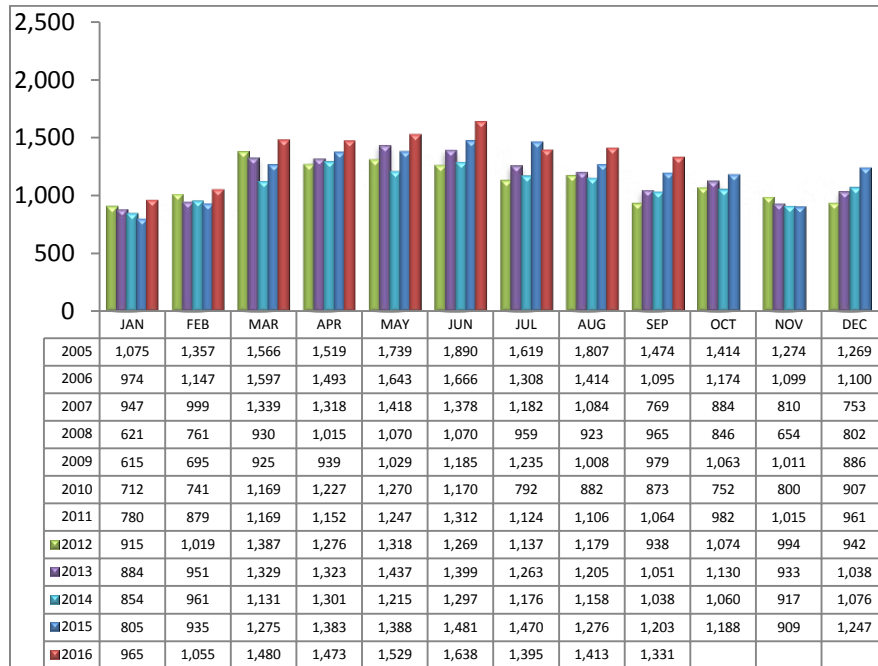
Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold	
Under \$29,999	16	5	1	2	24	8	C	491	1 -30 Days	728
\$30,000 to \$39,999	33	8	0	5	46	14	E	171	31-60 Days	220
\$40,000 to \$49,999	45	10	1	2	58	16	N	507	61 - 90 Days	149
\$50,000 to \$59,999	56	6	3	6	71	15	NE	214	91-120 Days	105
\$60,000 to \$69,999	58	16	5	7	86	22	NW	1128	121 - 180 Days	70
\$70,000 to \$79,999	56	22	3	5	86	20	S	147	Over 180 Days	59
\$80,000 to \$89,999	80	45	5	8	138	25	SE	262	Avg. Days on Market	
\$90,000 to \$99,999	67	41	5	4	117	42	SW	250	49	
\$100,000 to \$119,999	149	92	14	29	284	93	W	184	Avg. Sold Price	
\$120,000 to \$139,999	215	192	28	43	478	114	XNE	27	\$220,538	
\$140,000 to \$159,999	242	193	22	28	485	143	XNW	43	Median Sale Price	
\$160,000 to \$179,999	272	196	19	49	536	171	XS	327	\$177,000	
\$180,000 to \$199,999	276	132	12	24	444	109	XSW	198	New Listings	
\$200,000 to \$249,999	524	206	12	53	795	185	XW	47	1,955	
\$250,000 to \$299,999	442	130	9	35	616	125	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	491	143	8	46	688	130	C	175	\$30,577,463	
\$400,000 to \$499,999	307	56	2	19	384	51	E	113	\$30,149,620	
\$500,000 to \$749,999	361	48	2	11	422	37	N	109	\$37,019,910	
\$750,000 to \$999,999	146	15	2	1	164	8	NE	46	\$13,819,924	
\$1,000,000 and over	160	6	0	2	168	3	NW	346	\$90,115,432	
							S	77	\$9,620,127	
							SE	133	\$25,784,195	
							SW	74	\$9,963,941	
							W	95	\$18,451,504	
							XNE	0	\$0	
							XNW	15	\$2,131,064	
							XS	88	\$18,511,283	
Totals	3,996	1,562	153	379	6,090	1,331	XSW	49	\$6,157,733	
							XW	11	\$1,234,280	
Sept-16							Sept-15		% Change	
YTD 2016							YTD 2015		% Change	
Total Volume									\$293,536,476	
Home Sales Volume	\$293,536,476	\$248,739,868	18.01%	\$2,690,687,828	\$2,363,107,338	13.86%				
Home Sales Units	1,331	1,203	10.64%	12,279	11,216	9.48%				
Average Sales Price (All Residential)	\$220,538	\$206,766	6.66%	\$220,977	\$209,451	5.50%				
Median Sales Price	\$177,000	\$172,000	2.91%	\$180,363	\$172,591	4.50%				
Average Days on Market:	49	61	-19.67%	50	62	-19.35%				
Average List Price for Sold:	\$216,257	\$212,648	1.70%	\$221,651	\$215,698	2.76%				
SP/LP %	101.98%	97.23%		99.70%	97.10%					
Total Under Contract	2,094	1,774	18.04%							
Active Listings	3,996	4,909	-18.60%							
New Listings	1,955	2,072	-5.65%							

Types of Financing		Totals
FHA		230
VA		170
Other		35
Cash		296
Conventional		595
Cash/Loan		1
Carryback		4

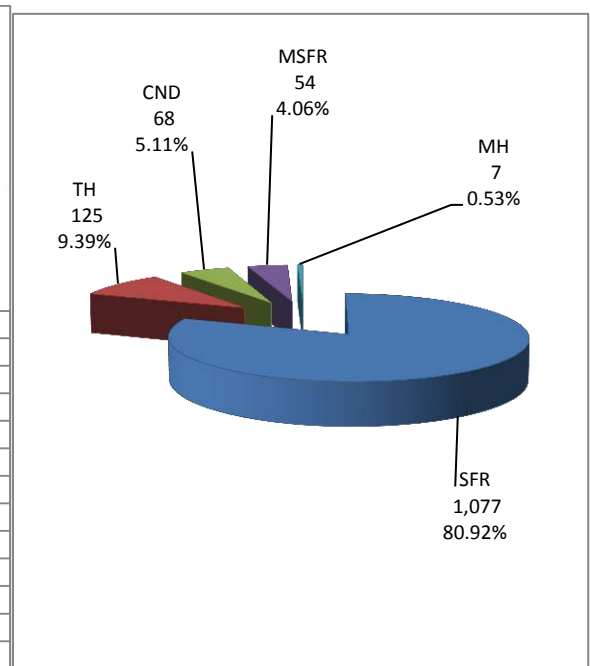
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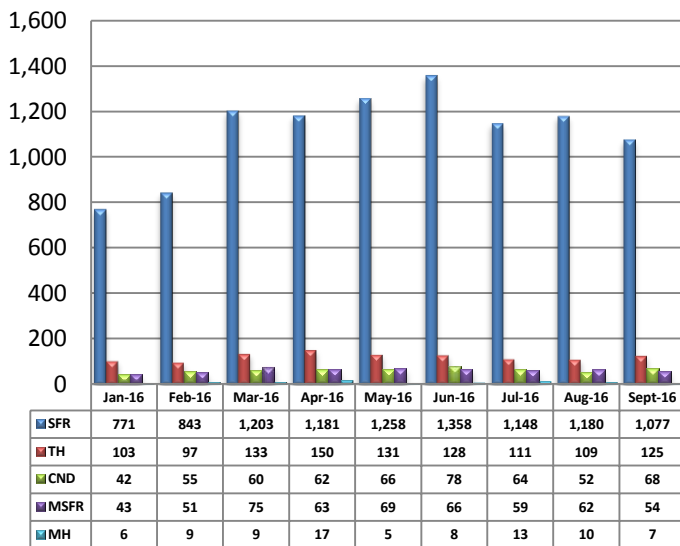
Total Unit Sales – September 2016



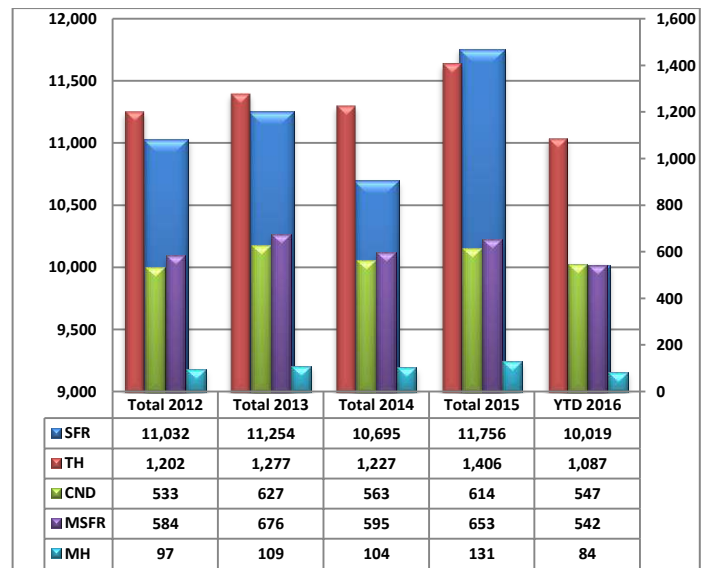
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

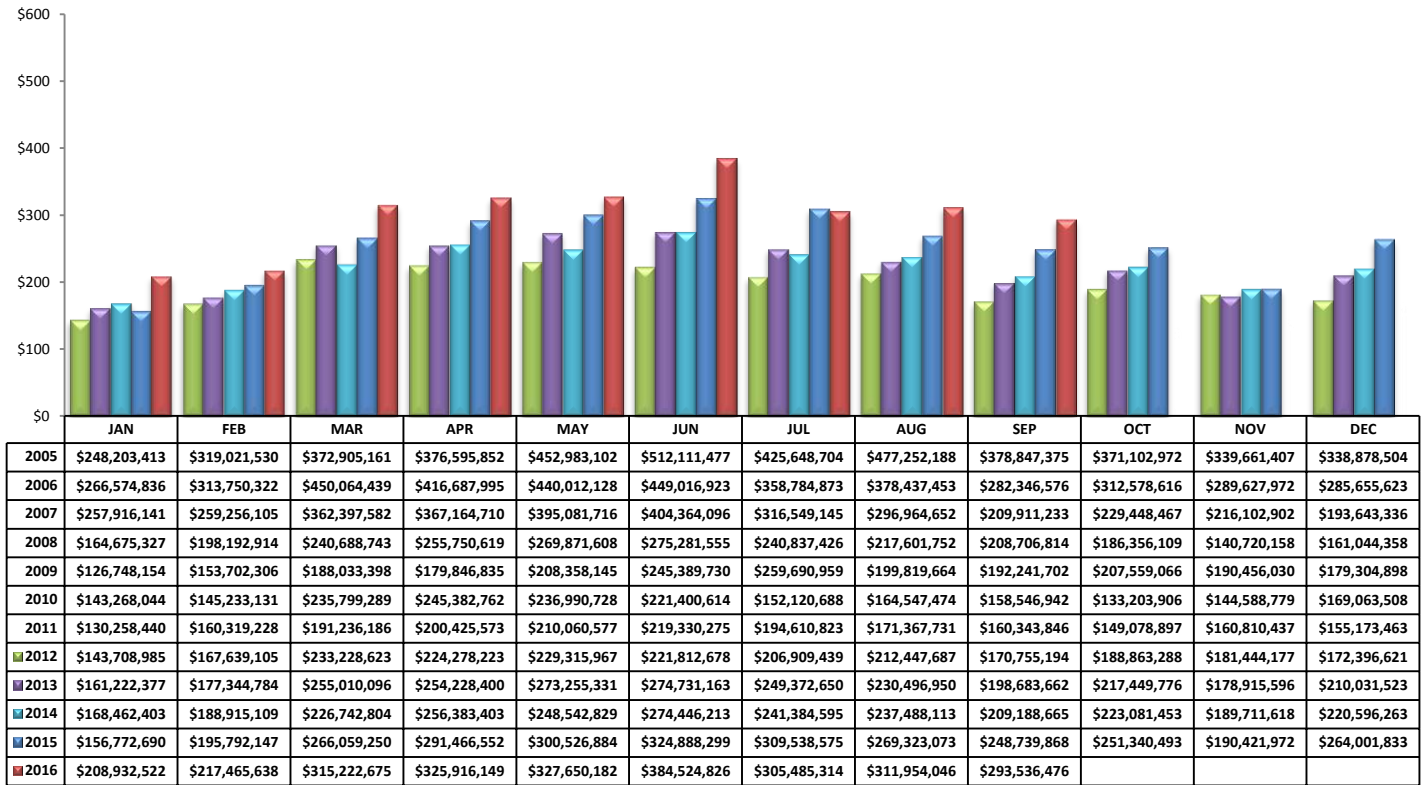


YTD Annual Comparison – Breakdown by Type

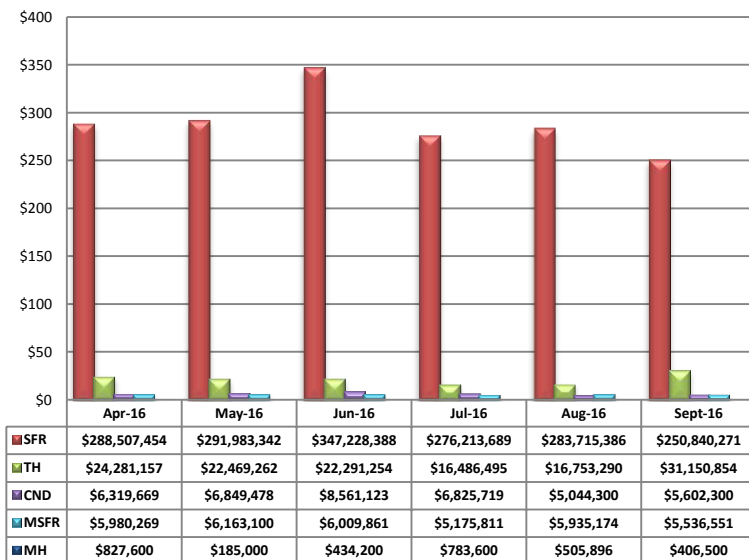


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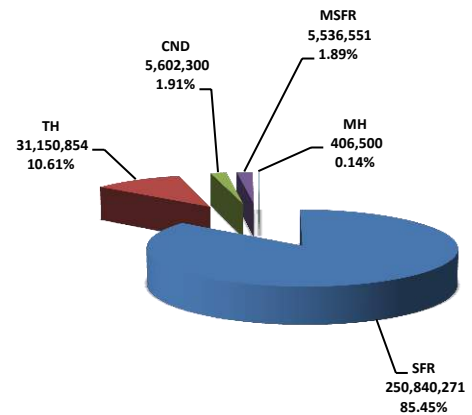
Total Sales Volume - September 2016



Total Sales Volume By Type - Monthly Comparison

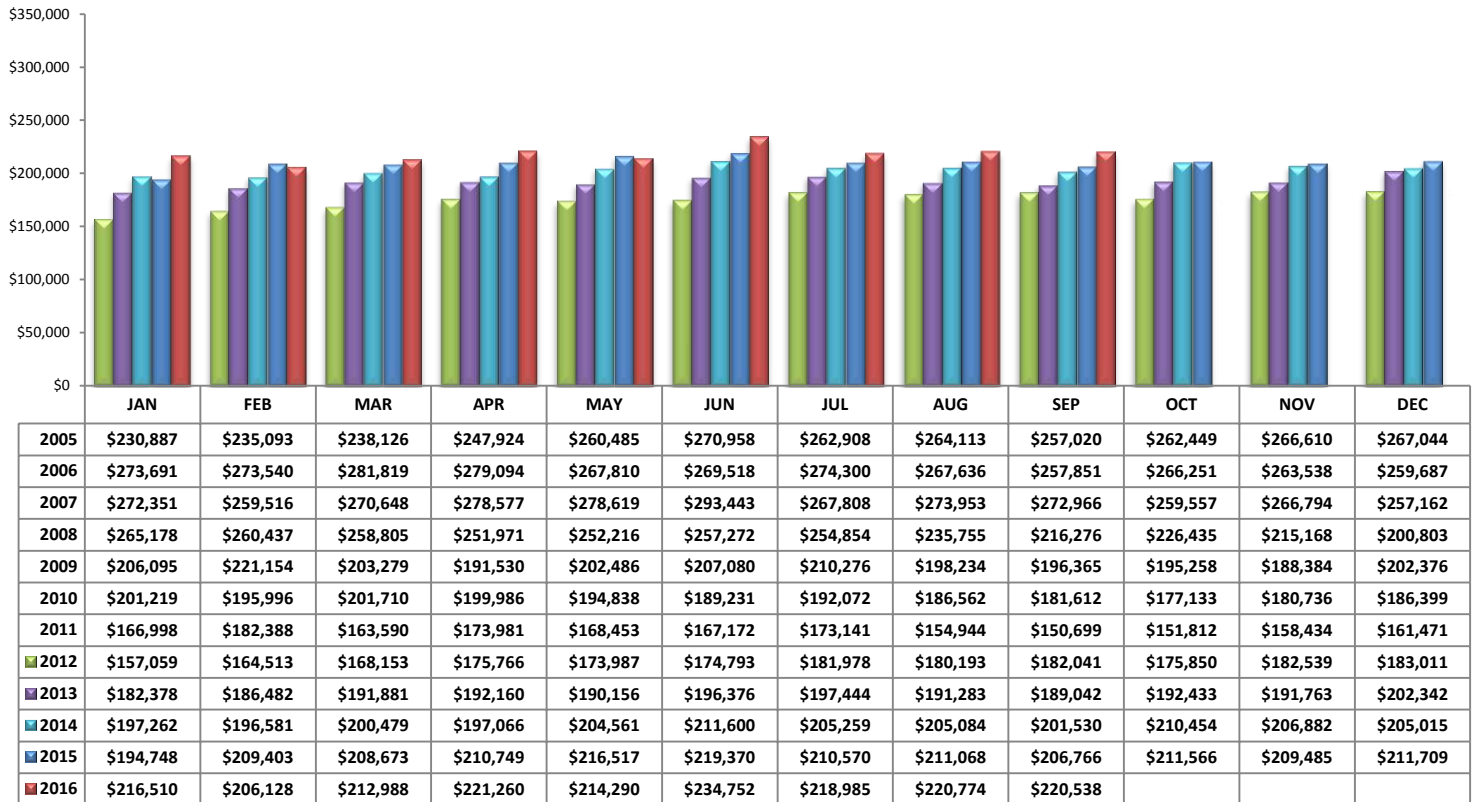


Monthly Volume by Type

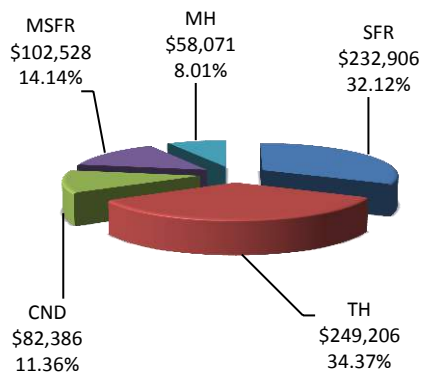


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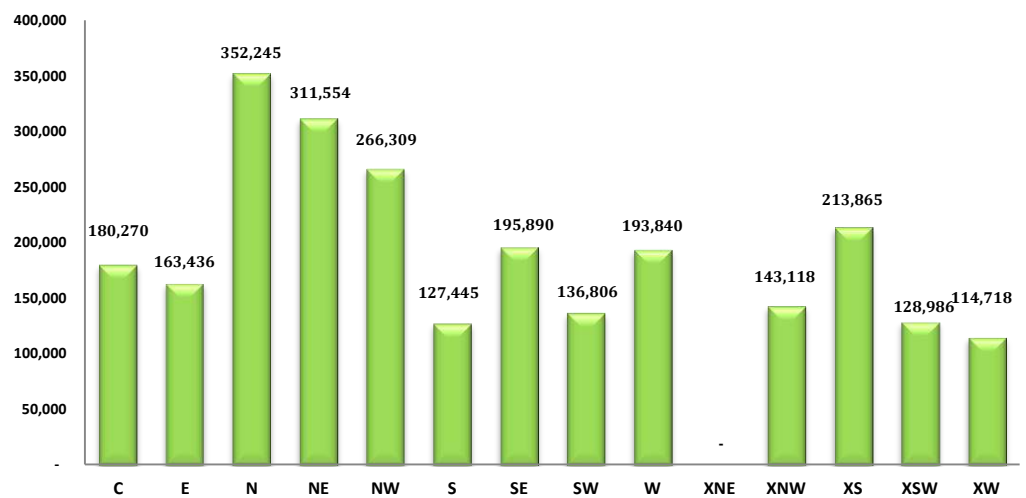
Average Sales Price – September 2016



Average Sales Price by Type – September 2016

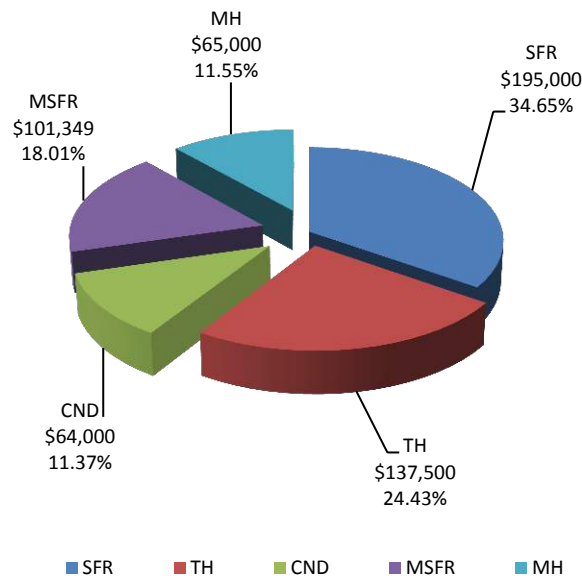


Average "Listing" Price per Area – September 2016

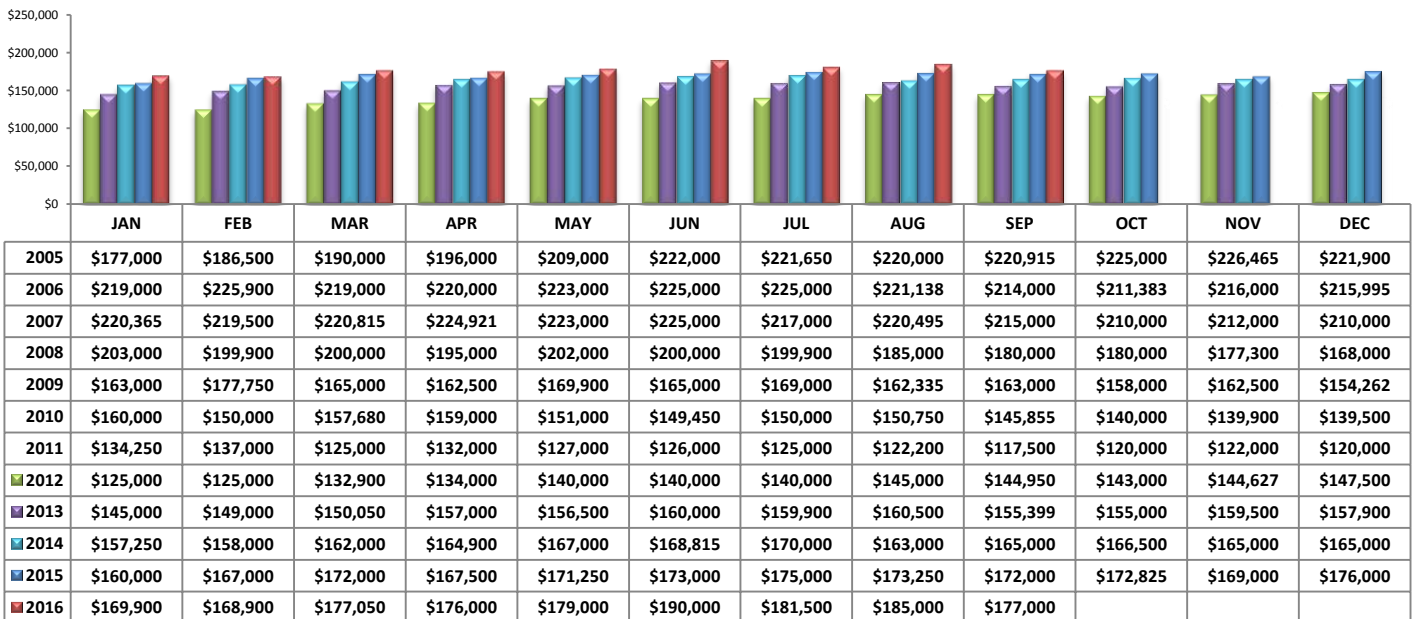


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Median Sale Price – by Type

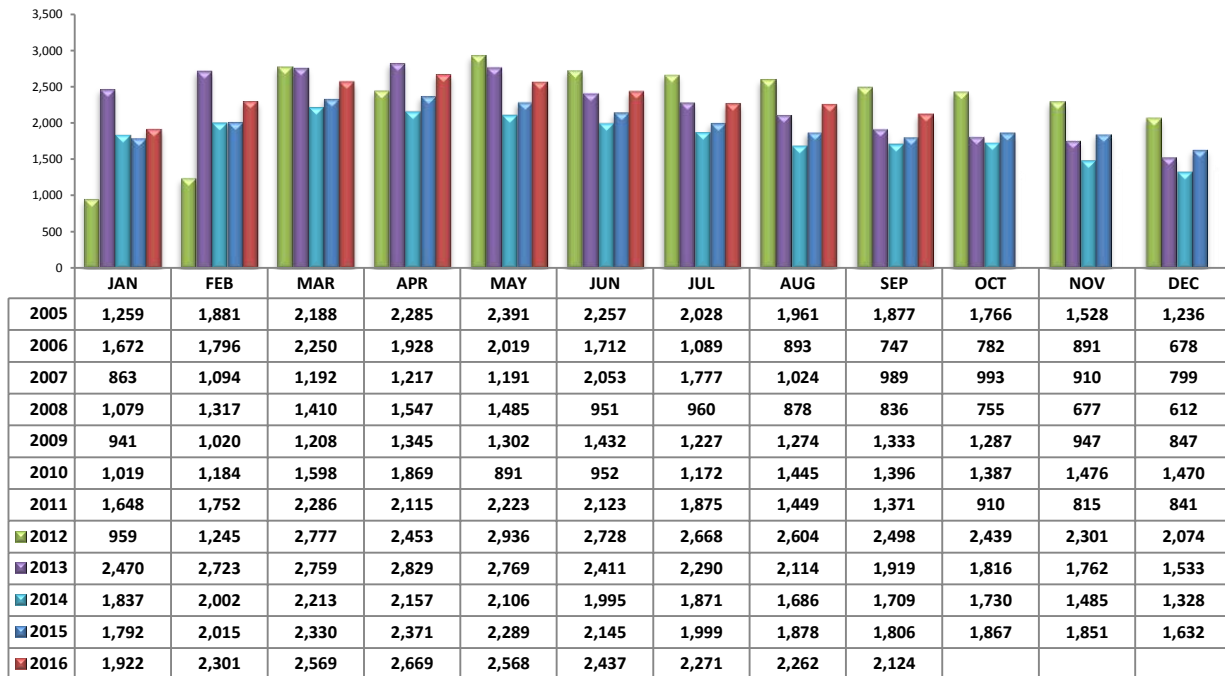


Median Sale Price – September 2016

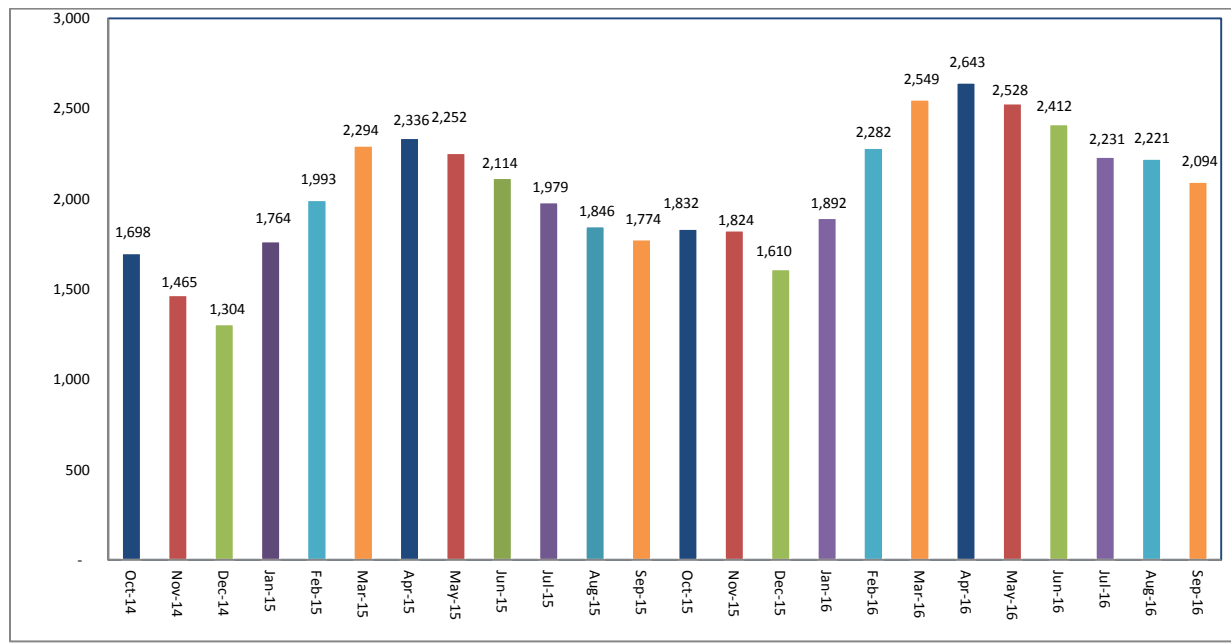


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Newly Under Contract During The Month

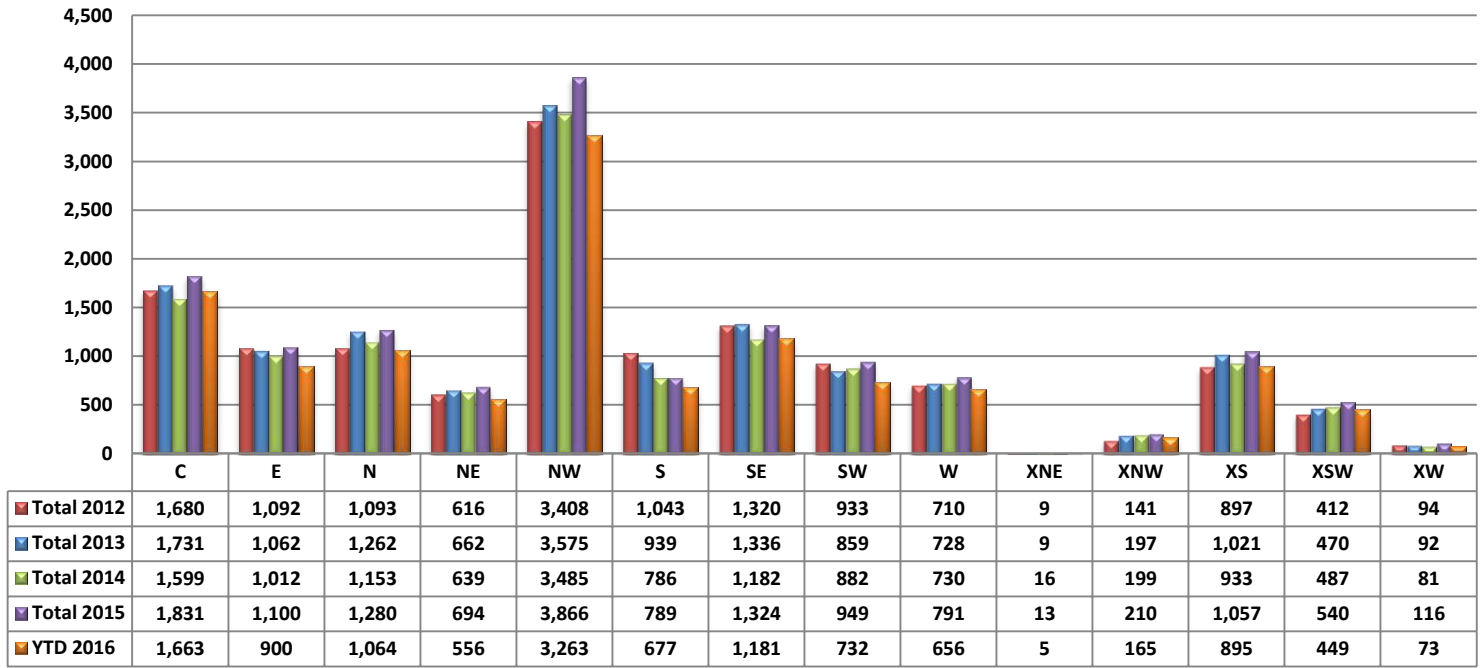


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

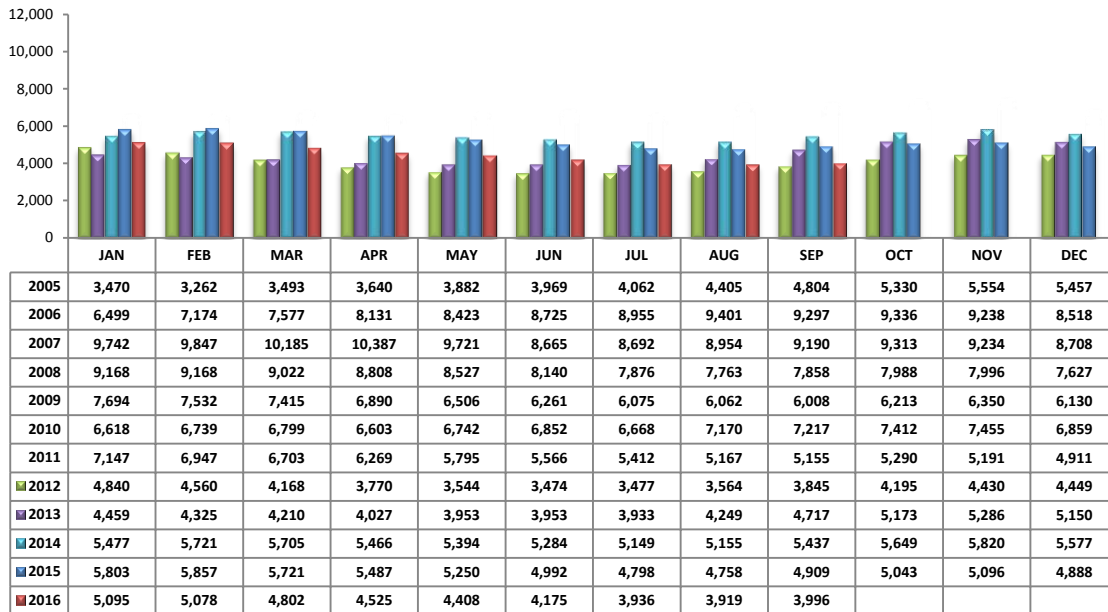
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$118,052	\$184,389	\$235,072	\$290,749	\$174,728
E	\$697,280	\$163,168	\$188,592	\$269,000	\$266,810
N	\$217,127	\$324,758	\$491,746	\$820,833	\$339,632
NE	\$126,342	\$301,671	\$435,408	\$418,333	\$300,433
NW	\$217,763	\$247,195	\$304,381	\$320,000	\$260,449
S	\$75,542	\$130,196	\$154,680	\$110,000	\$124,936
SE	\$176,920	\$172,225	\$226,548	\$264,202	\$193,866
SW	\$73,427	\$137,494	\$162,041	\$218,966	\$134,647
W	\$107,967	\$210,525	\$217,814	\$539,496	\$194,226
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$113,000	\$133,486	\$163,338	\$0	\$142,070
XS	\$169,196	\$201,913	\$210,573	\$262,025	\$210,355
XSW	\$98,416	\$140,305	\$243,750	\$0	\$125,668
XW	\$0	\$99,485	\$134,470	\$0	\$112,207

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	51	95	25	4	175
E	20	62	28	3	113
N	36	46	24	3	109
NE	13	16	14	3	46
NW	74	157	103	12	346
S	16	40	20	1	77
SE	14	70	45	4	133
SW	14	39	18	3	74
W	26	48	18	3	95
XNE	0	0	0	0	0
XNW	1	9	5	0	15
XS	12	34	27	15	88
XSW	27	18	4	0	49
XW	0	7	4	0	11

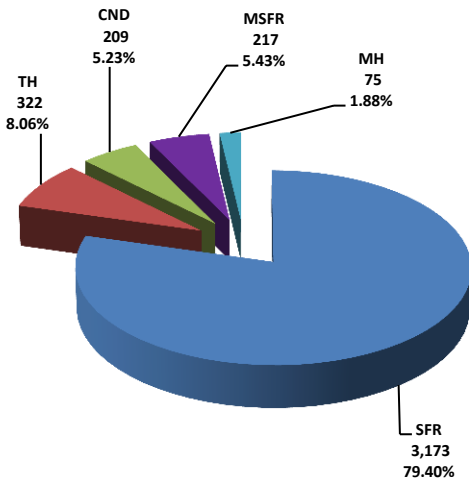
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Active Listings

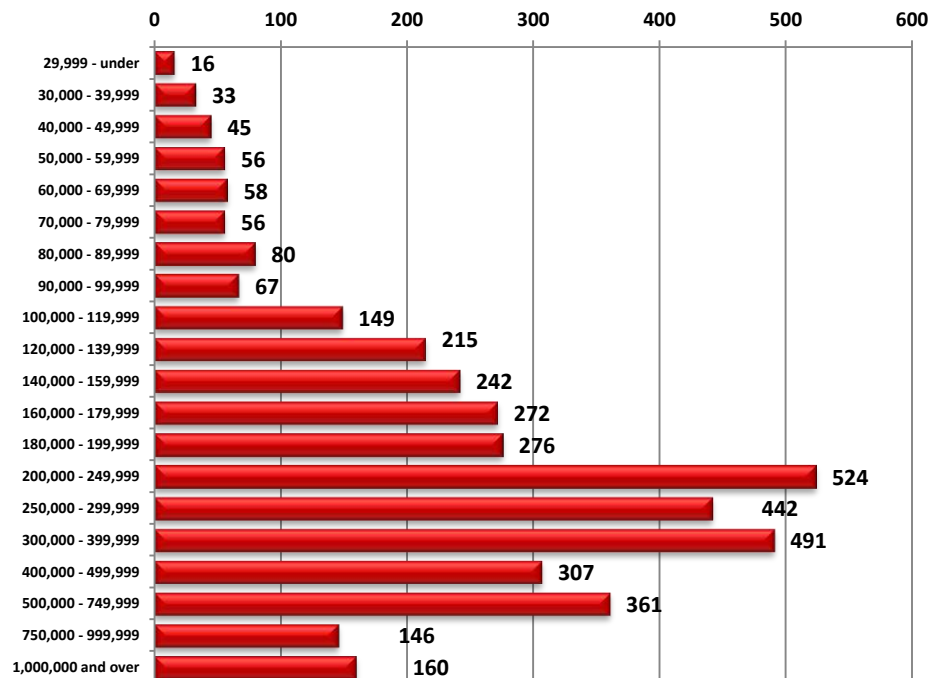


Area	# of Listings
C	491
E	171
N	507
NE	214
NW	1128
S	147
SE	262
SW	250
W	184
XNE	27
XNW	43
XS	327
XSW	198
XW	47

Active Listings Unit Breakdown

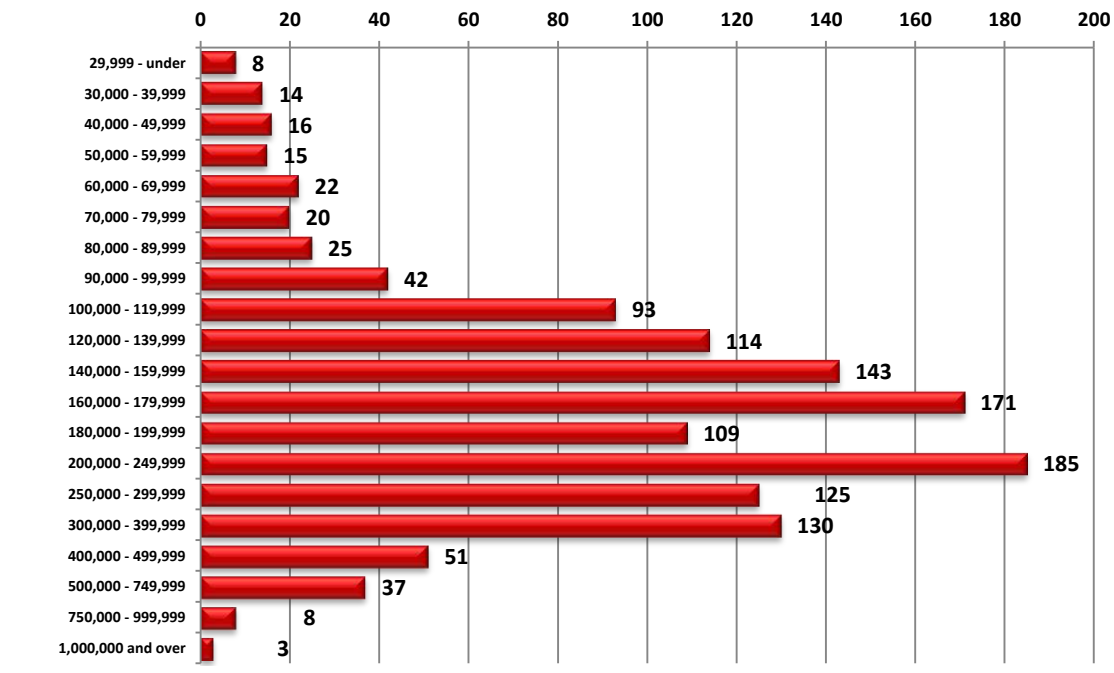


Active Listings Price Breakdown



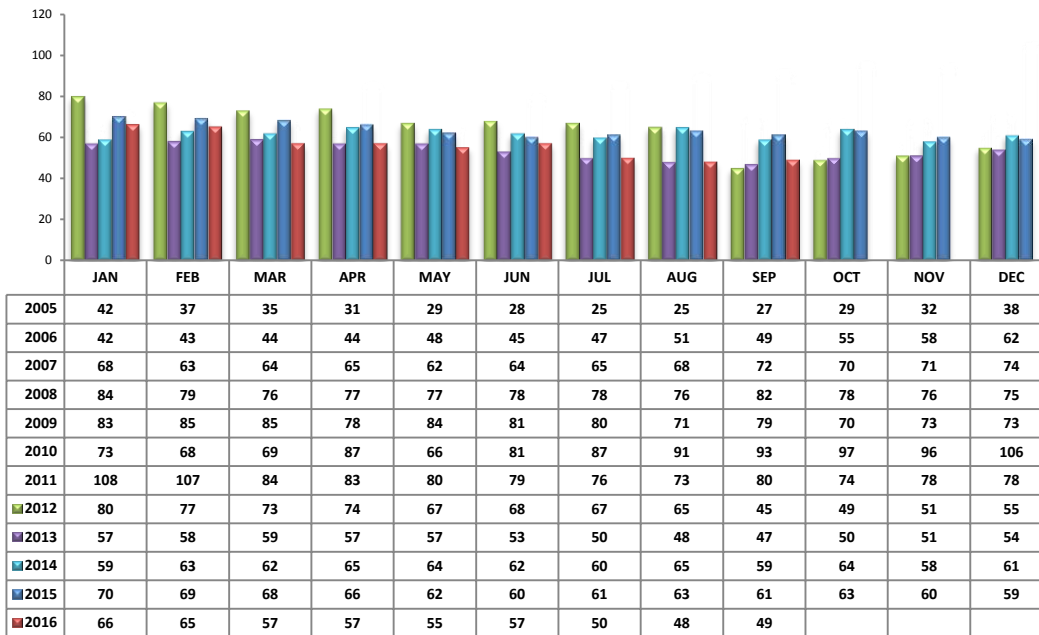
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Sold Price Breakdown



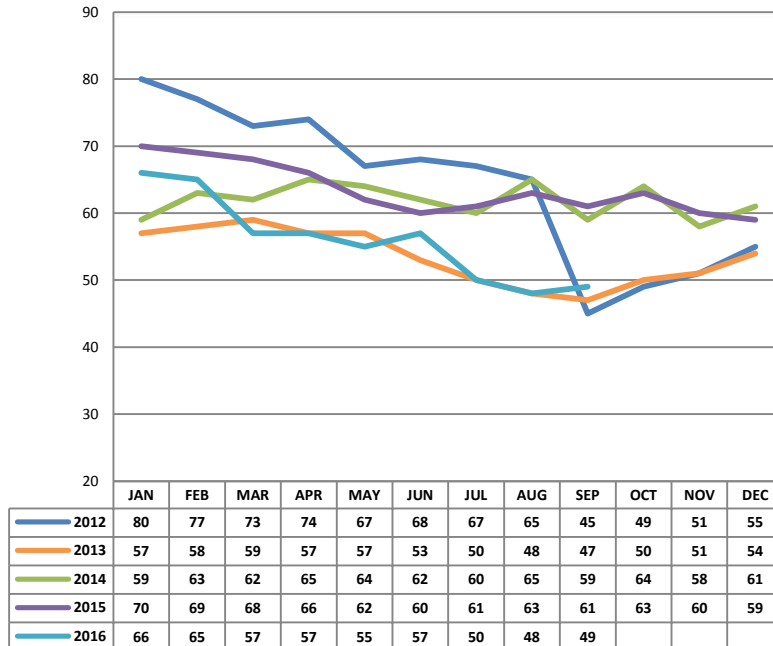
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Average Days on Market/Listing - September 2016

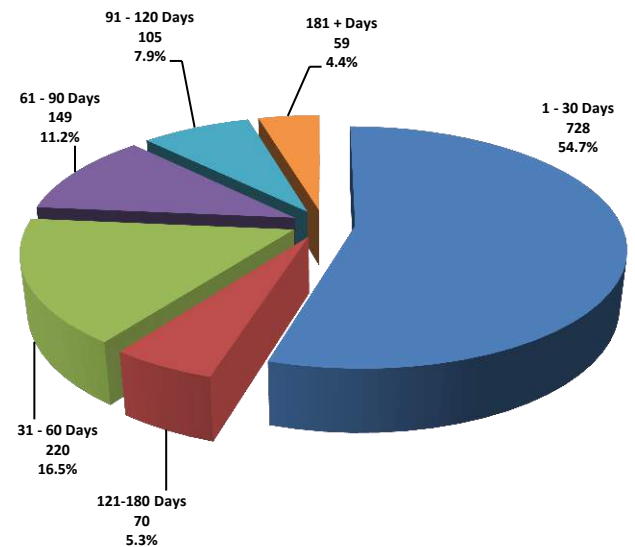


Area	Avg. DOM
C	43
E	41
N	72
NE	62
NW	57
S	32
SE	32
SW	42
W	45
XNE	0
XNW	46
XS	47
XSW	56
XW	45

Annual Comparison - Average Days on Market

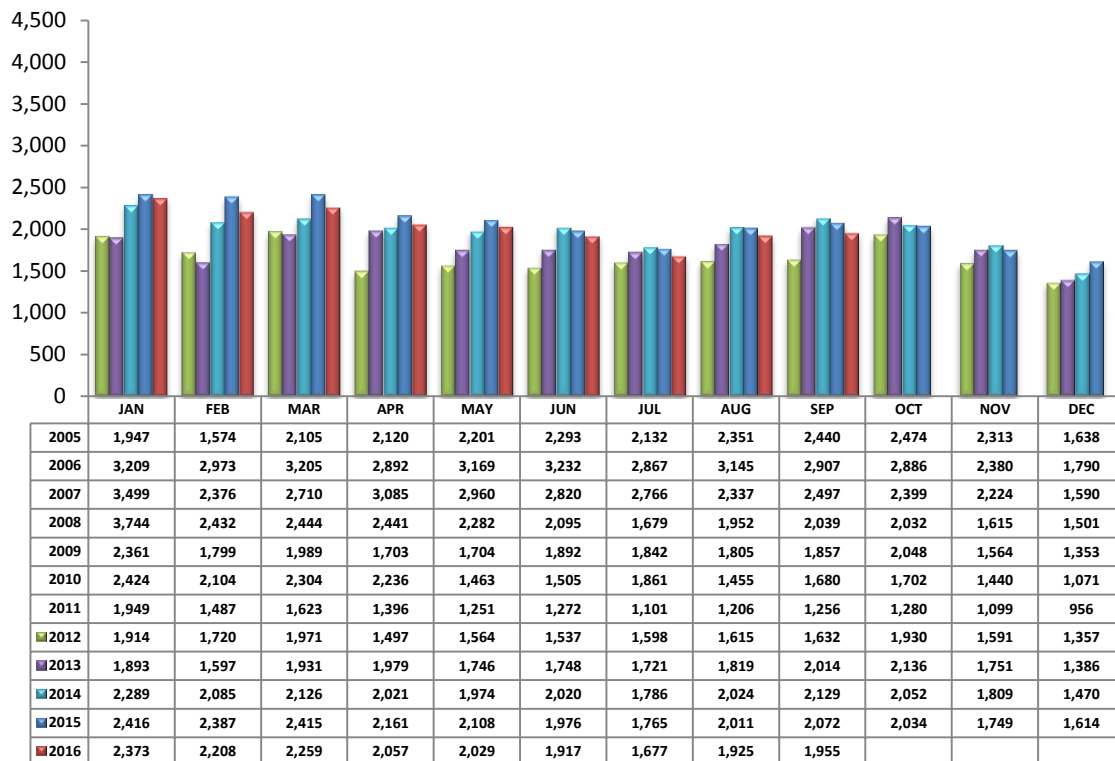


Average Days on Market/Listing Breakdown



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New Listings – September 2016



Area	# of Listings
C	281
E	143
N	193
NE	87
NW	521
S	115
SE	148
SW	108
W	106
XNE	4
XNW	15
XS	157
XSW	65
XW	12

*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 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
June 2016	175	329	69
July 2016	158	320	68
Aug 2016	143	351	76
Sept 2016	133	311	60

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