

**For Immediate
Release:**
September 7, 2018

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Multiple Listing Service of Southern Arizona Monthly Statistics August 2018

In August 2017, The MLS of Southern Arizona made a significant change in the geographic areas used for classifying listings in the service area of the Tucson Association of REALTORS®. With the August 2017 Sales Statistics produced for TAR, MLSSAZ recalculated and adjusted figures dating back to April of 2014 to compensate for the area boundary changes.

A detailed description of the changes can be found on the last page of this report.

Below are some highlights from the August Residential Sales Statistics:

- Total Sales Volume of \$349,507,394 is up from \$347,114,173 in July resulting in a .69% increase.
- The Average Sales Price of \$259,663 is an increase of 2.26% from \$253,924 last month.
- Average List Price of \$264,923 is an increase of 1.78% from \$260,279 in July.
- Total Under Contract of 1,859 is an increase of 4.67% since July's number of 1,776 and an increase of 13.77% over August 2017.
- Total Unit Sales of 1,346 is a decrease of 1.54% since last month's number of 1,367 and coincidentally exactly the same number as August 2017.
- The Median Sales Price of \$216,950 is an increase of .91% from \$215,000 in July and up 12.99% from last year's number of \$192,000.
- New Listings of 1,755 is a decrease of 1.63% from 1,784 in July.
- Total Active Listings of 2,944 is a decrease from 2,967 in July and a decrease of 15.89% since last year.
- Average Days on Market decreased to 38 this month from 43 last month.
- Conventional loan sales of 49.3% exceeded Cash Sales of 22.7%.

Judith Grammond
2018 MLSSAZ President

Ginny Huffman
2018 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.

August 2018 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
August	\$349,507,394	\$321,376,738	8.75%
July	\$347,114,173	\$297,091,774	16.84%
Month % Change	0.69%	8.17%	

Average Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
August	\$259,663	\$238,764	8.75%
July	\$253,924	\$230,661	10.09%
Month % Change	2.26%	3.51%	

Average List Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
August	\$264,923	\$244,623	8.30%
July	\$260,279	\$231,299	12.53%
Month % Change	1.78%	5.76%	

Total Under Contract

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
August	1,859	1,634	13.77%
July	1,776	1,832	-3.06%
Month % Change	4.67%	-10.81%	

Total Unit Sales

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
August	1,346	1,346	0.00%
July	1,367	1,288	6.13%
Month % Change	-1.54%	4.50%	

Median Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
August	\$216,950	\$192,000	12.99%
July	\$215,000	\$195,000	10.26%
Month % Change	0.91%	-1.54%	

New Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
August	1,755	1,562	12.36%
July	1,784	1,693	5.38%
Month % Change	-1.63%	-7.74%	

Active Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
August	2,944	3,500	-15.89%
July	2,967	3,338	-11.11%
Month % Change	-0.78%	4.85%	

August 2018 - Active and Sold by Zip Code

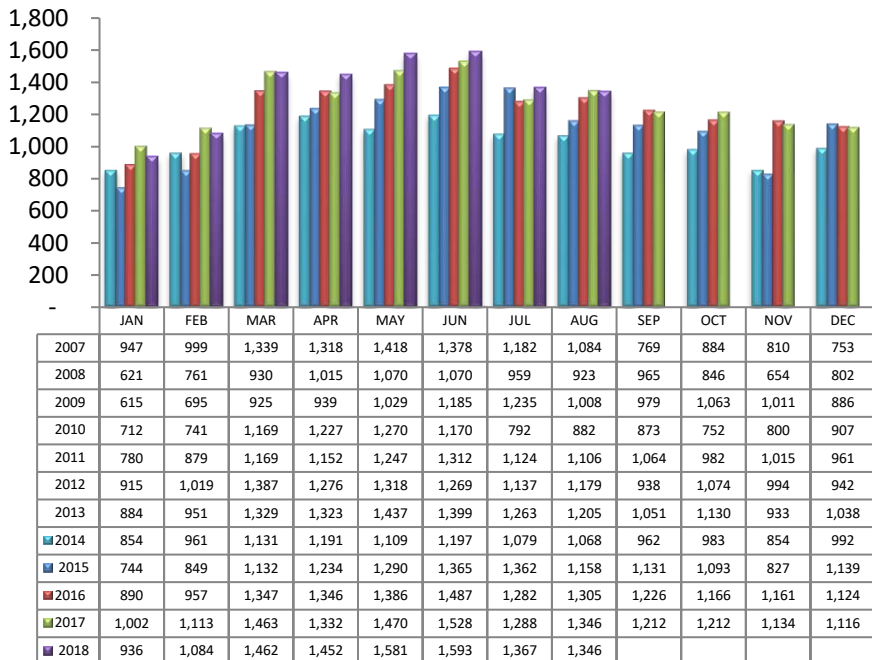
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85145	19	5	26.32%	85645	0	0	0.00%	85713	53	40	75.47%	85740	0	0	0.00%
85245	0	0	0.00%	85648	0	0	0.00%	85714	15	7	46.67%	85741	59	59	100.00%
85601	0	0	0.00%	85653	130	33	25.38%	85715	64	36	56.25%	85742	106	60	56.60%
85602	0	0	0.00%	85654	0	0	0.00%	85716	82	46	56.10%	85743	119	51	42.86%
85611	0	0	0.00%	85658	149	43	28.86%	85717	0	0	0.00%	85745	110	50	45.45%
85614	1	0	0.00%	85701	22	5	22.73%	85718	169	65	38.46%	85746	43	32	74.42%
85616	0	0	0.00%	85704	101	47	46.53%	85719	79	29	36.71%	85747	87	57	65.52%
85619	19	0	0.00%	85705	90	31	34.44%	85730	63	57	90.48%	85748	55	30	54.55%
85622	0	0	0.00%	85706	40	33	82.50%	85734	0	0	0.00%	85749	97	27	27.84%
85623	7	2	28.57%	85709	2	0	0.00%	85735	37	17	45.95%	85750	142	58	40.85%
85629	3	0	0.00%	85710	106	73	68.87%	85736	28	7	25.00%	85755	195	49	25.13%
85637	5	0	0.00%	85711	70	36	51.43%	85737	124	51	41.13%	85756	51	40	78.43%
85641	182	68	37.36%	85712	59	30	50.85%	85739	114	46	40.35%	85757	47	26	55.32%

Residential Listing Statistics						Active Listings		Days on Market		
	Total Active	Total Contingent	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold		
Under \$29,999	5	3	1	9	2	C	402	1 - 30 Days	851	
\$30,000 to \$39,999	3	0	1	4	2	E	223	31-60 Days	224	
\$40,000 to \$49,999	10	2	1	13	3	N	357	61 - 90 Days	120	
\$50,000 to \$59,999	19	3	4	26	11	NE	168	91-120 Days	55	
\$60,000 to \$69,999	16	11	4	31	12	NW	686	121 - 180 Days	54	
\$70,000 to \$79,999	22	14	0	36	11	S	102	Over 180 Days	42	
\$80,000 to \$89,999	16	14	4	34	16	SE	73	Avg. Days on Market		
\$90,000 to \$99,999	23	17	2	42	17	SW	144	38		
\$100,000 to \$119,999	49	55	14	118	33	UNW	126	Avg. Sold Price		
\$120,000 to \$139,999	92	90	23	205	77	USE	210	\$259,663		
\$140,000 to \$159,999	106	141	33	280	99	W	206	Median Sale Price		
\$160,000 to \$179,999	161	196	42	399	152	XNE	20	\$216,950		
\$180,000 to \$199,999	198	173	29	400	145	XNW	19	New Listings		
\$200,000 to \$249,999	444	265	68	777	248	XSE	14	1,755		
\$250,000 to \$299,999	417	167	51	635	177	XSW	36			
\$300,000 to \$399,999	505	172	56	733	177	XW	158			
\$400,000 to \$499,999	268	70	23	361	84	Sold Units per Area		Sales Volume by Area		
\$500,000 to \$749,999	296	51	15	362	53	C	181	\$35,963,237		
\$750,000 to \$999,999	168	26	6	200	18	E	160	\$31,988,840		
\$1,000,000 and over	126	11	1	138	9	N	144	\$60,271,307		
						NE	64	\$21,078,290		
						NW	286	\$88,197,861		
						S	78	\$10,973,065		
						SE	48	\$12,250,180		
						SW	82	\$14,139,877		
						UNW	49	\$15,516,447		
						USE	92	\$23,416,313		
Totals	2,944	1,481	378	4,803	1,346	W	97	\$23,585,959		
						XNE	0	\$0		
						XNW	6	\$1,003,000		
Home Sales Volume	<u>Aug-18</u>	<u>Aug-17</u>	<u>% Change</u>	<u>YTD 2018</u>	<u>YTD 2017</u>	<u>% Change</u>	XSE	1	\$364,900	
	\$349,507,394	\$321,376,738	8.75%	\$2,756,614,247	\$2,480,273,926	11.14%	XSW	9	\$1,058,000	
Home Sales Units	1,346	1,346	0.00%	10,821	10,542	2.65%	XW	49	\$9,700,118	
Average Sales Price (All Residential)	\$259,663	\$238,764	8.75%	\$257,829	\$237,322	8.64%	Total Volume		\$349,507,394	
Median Sales Price	\$216,950	\$192,000	12.99%	\$215,436	\$195,005	10.48%				
Average Days on Market:	38	45	-15.56%	40	43	-6.98%				
Average List Price for Sold:	\$264,923	\$244,623	8.30%	\$263,338	\$240,547	9.47%				
SP/LP %	98.01%	97.60%		97.91%	98.66%					
Total Under Contract	1,859	1,634	13.77%							
Active Listings	2,944	3,500	-15.89%							
New Listings	1,755	1,562	12.36%							

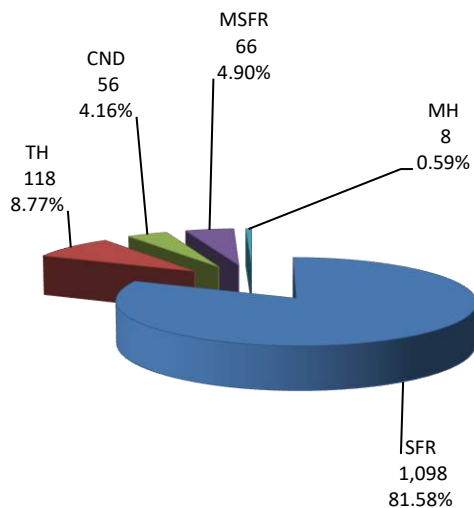
Types of Financing	Totals
FHA	194
VA	162
Other	12
Cash	306
Conventional	664
Cash/Loan	1
Carryback	7

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.

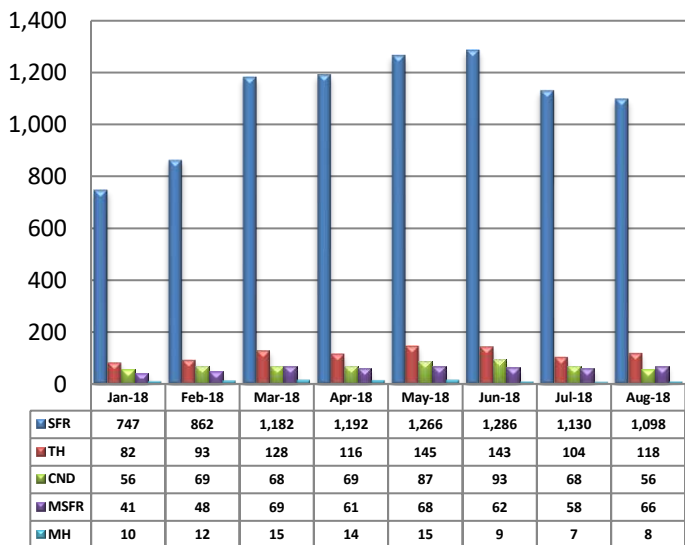
Total Unit Sales – August 2018



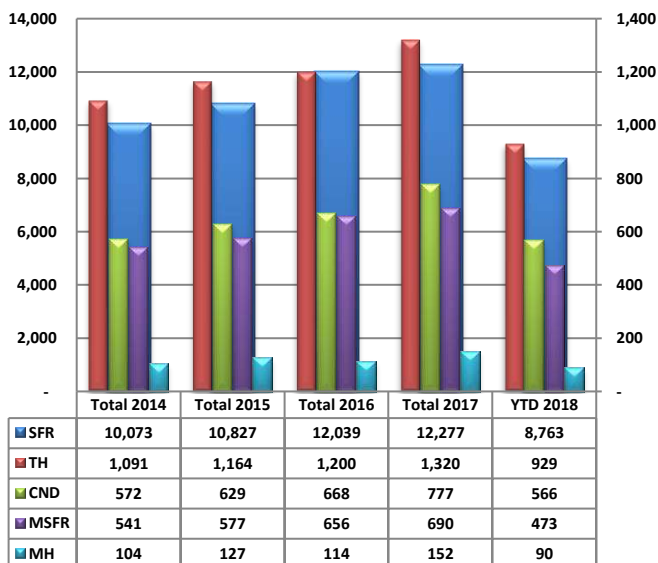
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

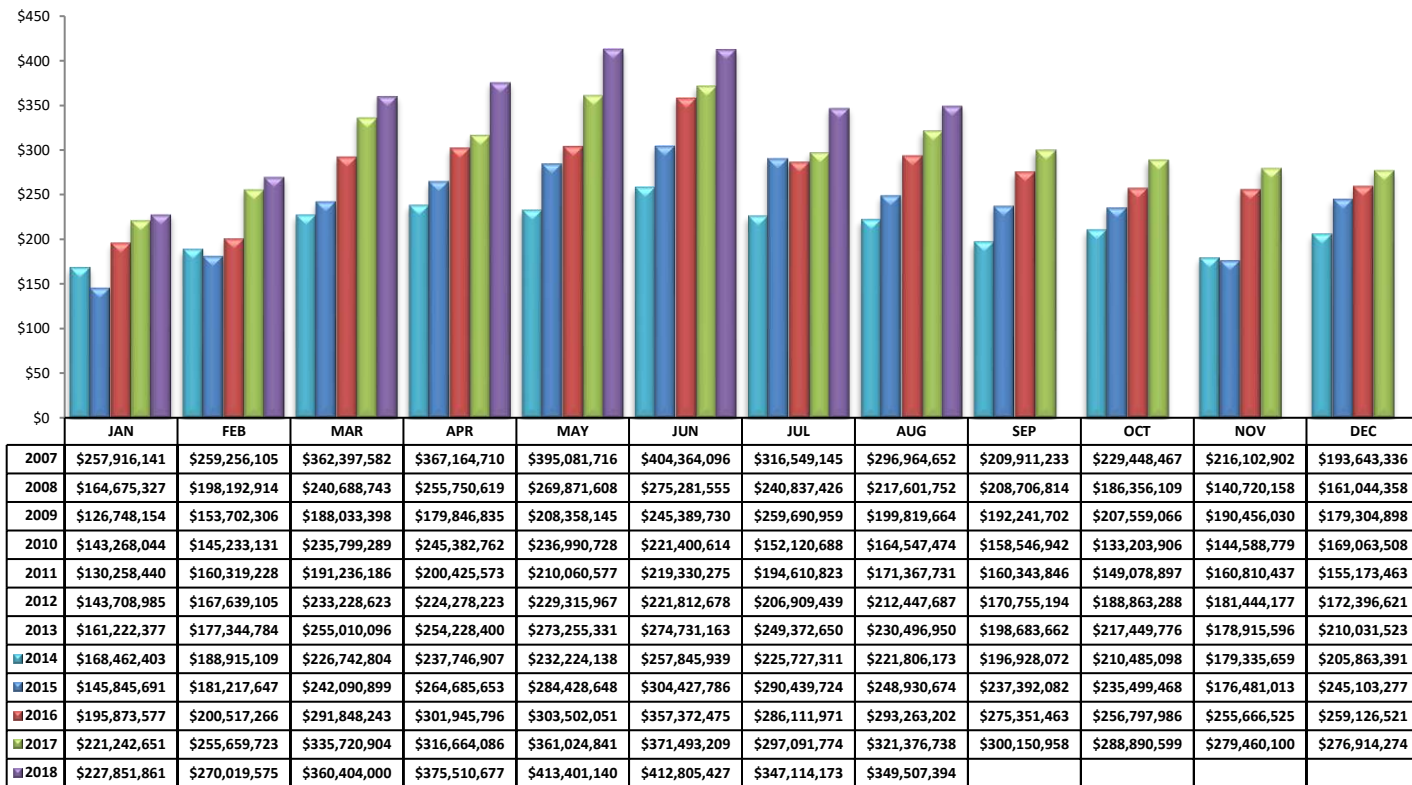


YTD Annual Comparison – Breakdown by Type

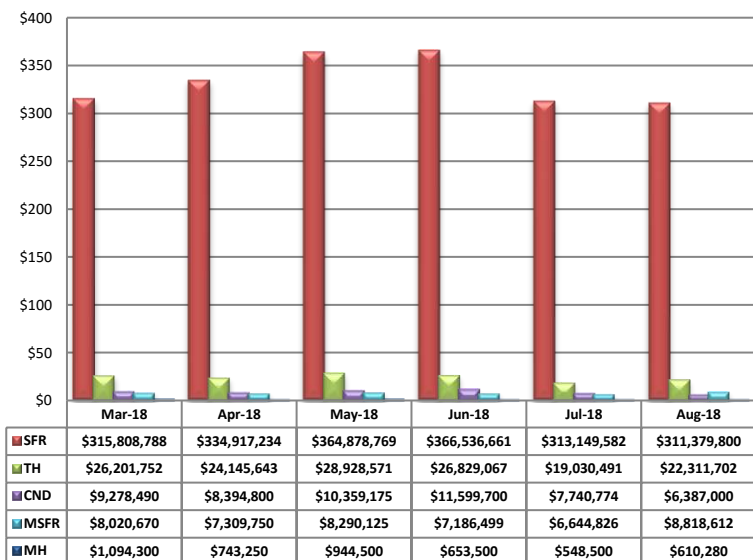


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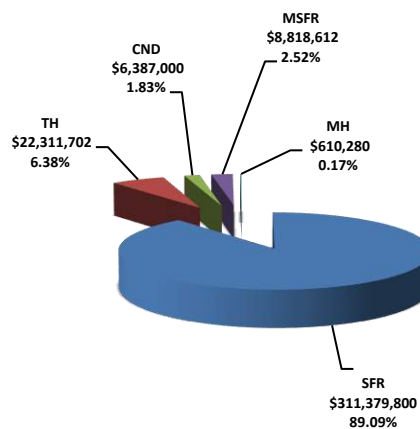
Total Sales Volume - August 2018



Total Sales Volume By Type - Monthly Comparison

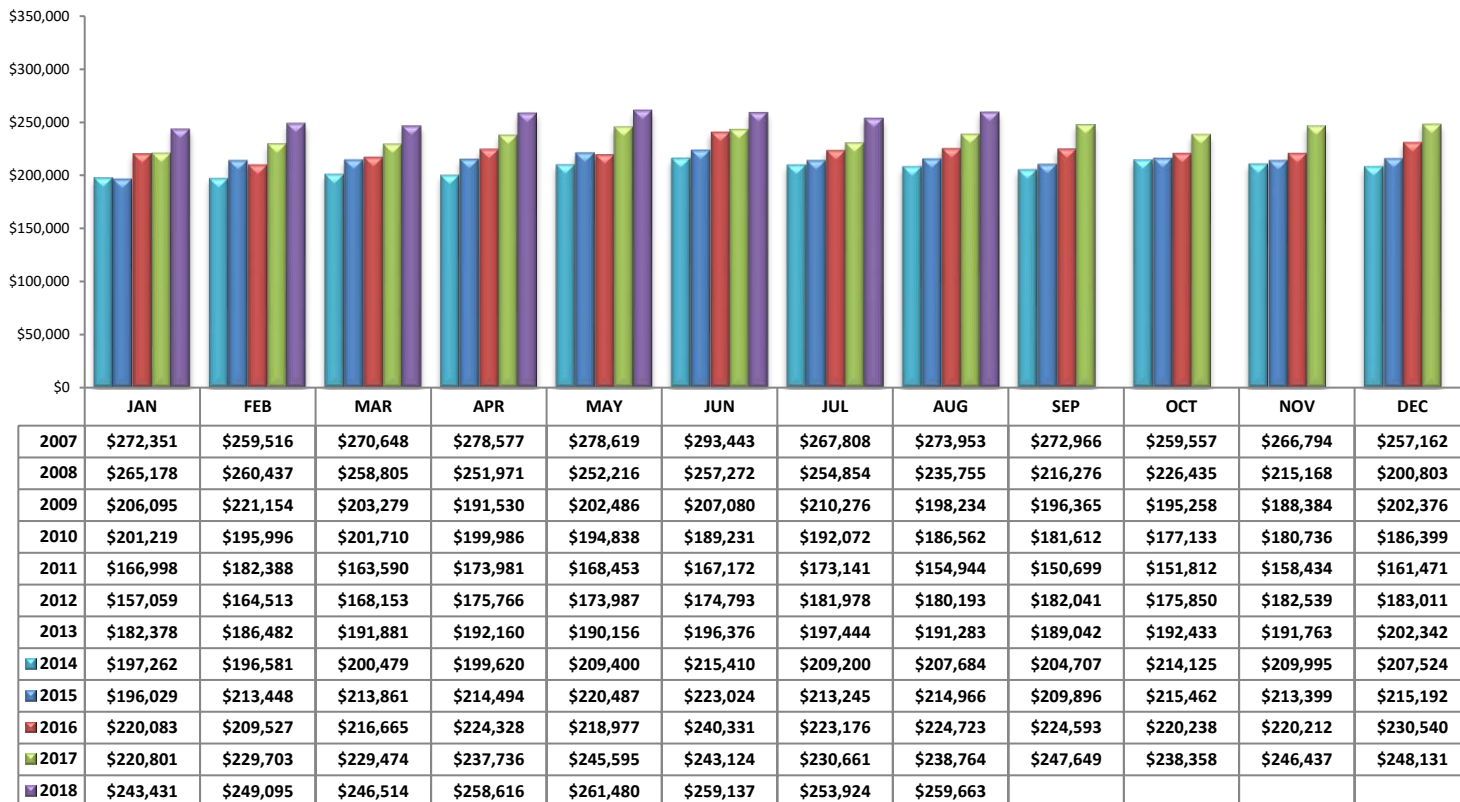


Monthly Volume by Type

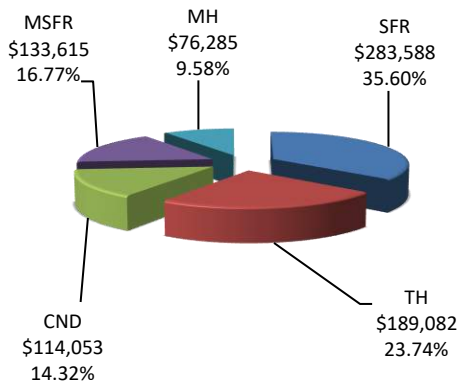


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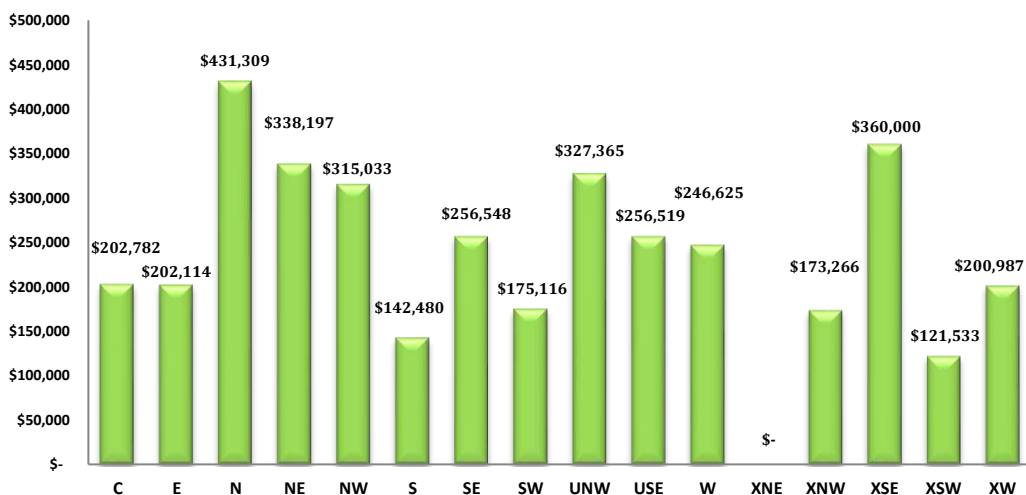
Average Sales Price – August 2018



Average Sales Price by Type – August 2018

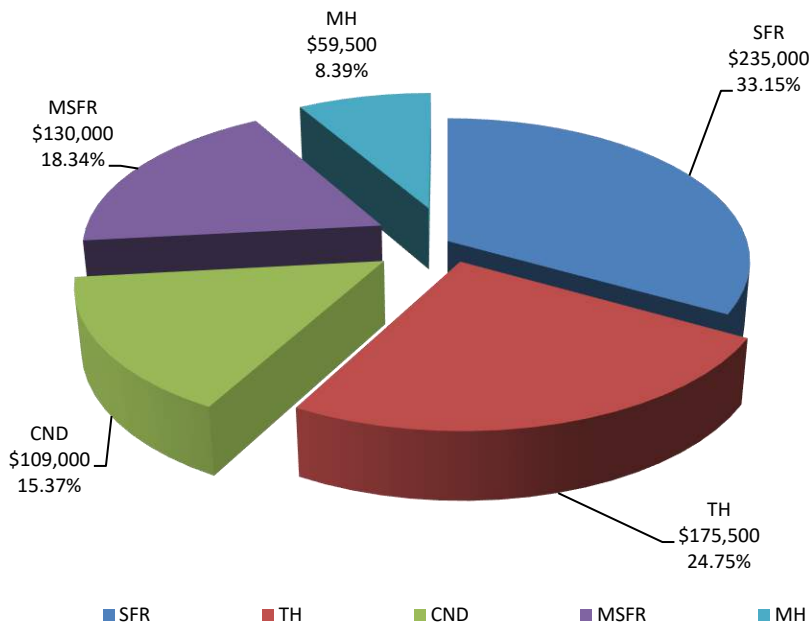


Average "Listing" Price per Area – August 2018



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Median Sale Price - by Type

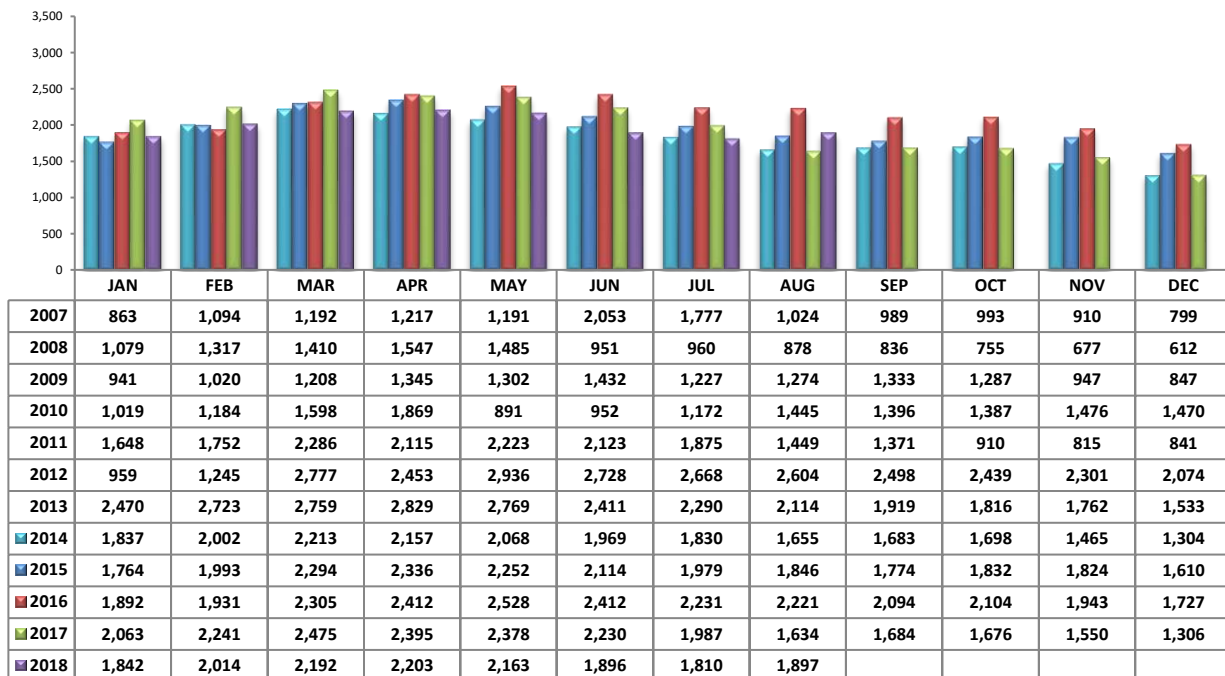


Median Sale Price - August 2018

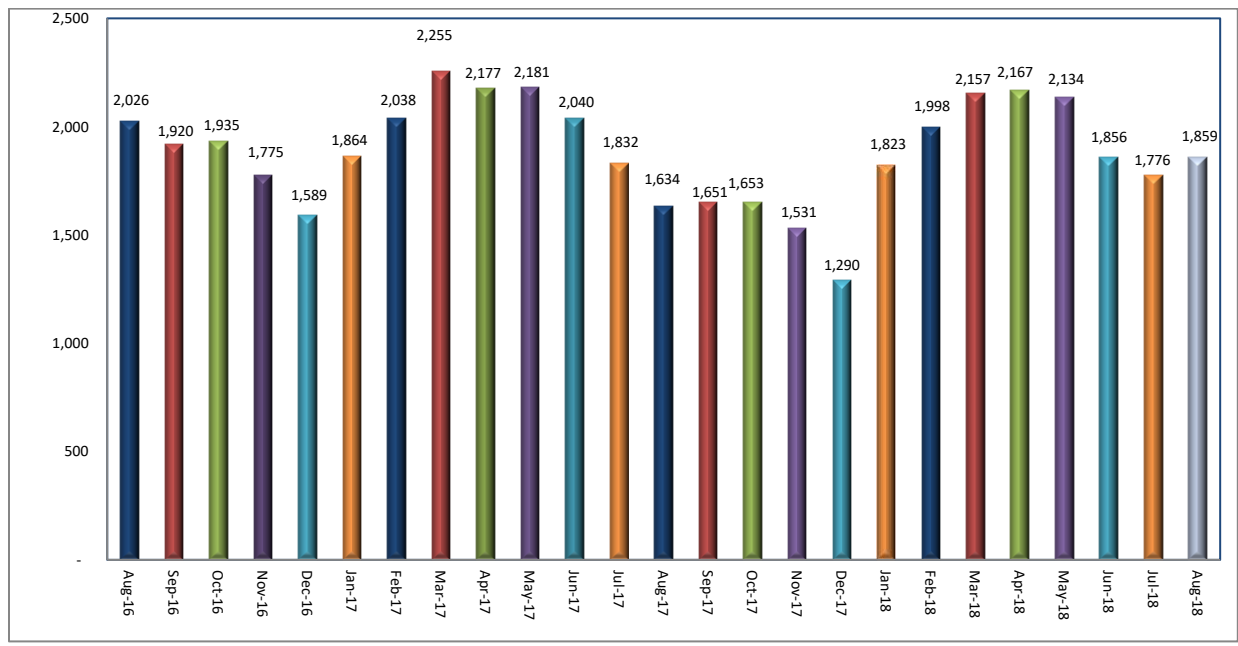


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Newly Under Contract During The Month

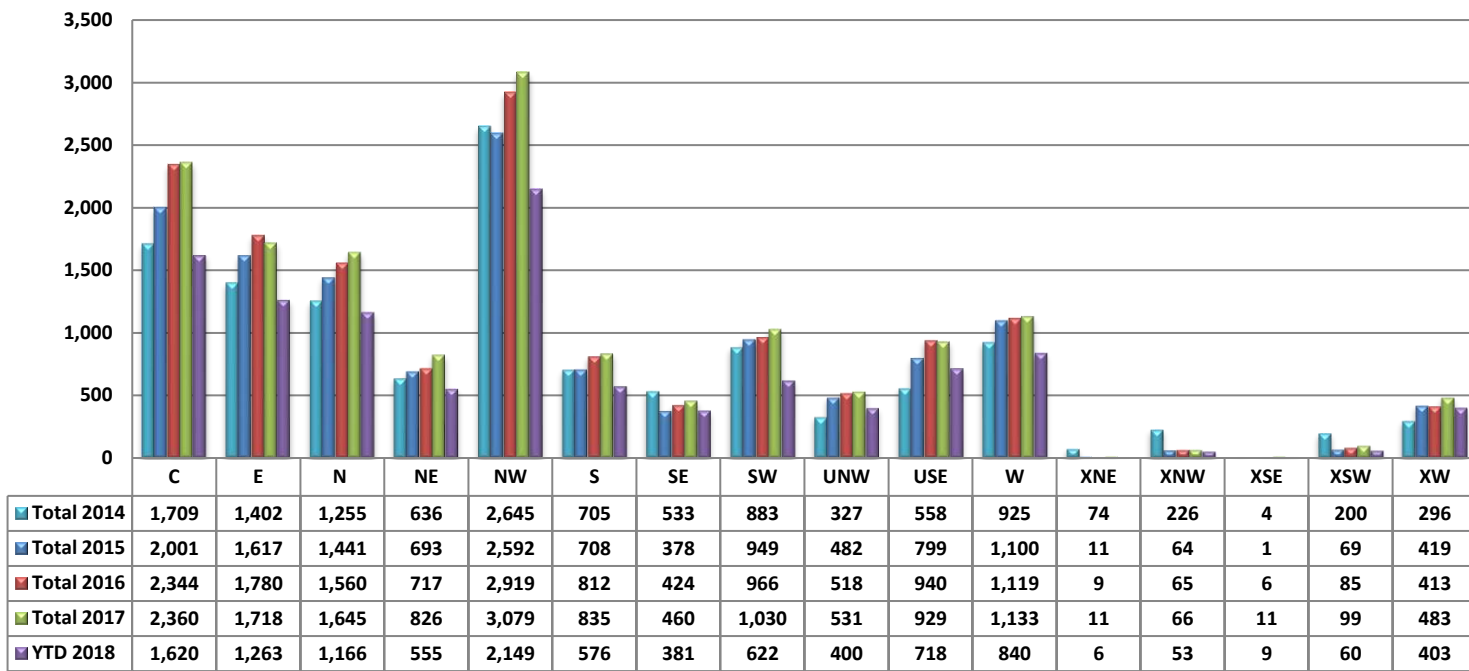


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area – Annual Comparison



Average \$ Sold per Area by # of Bedrooms

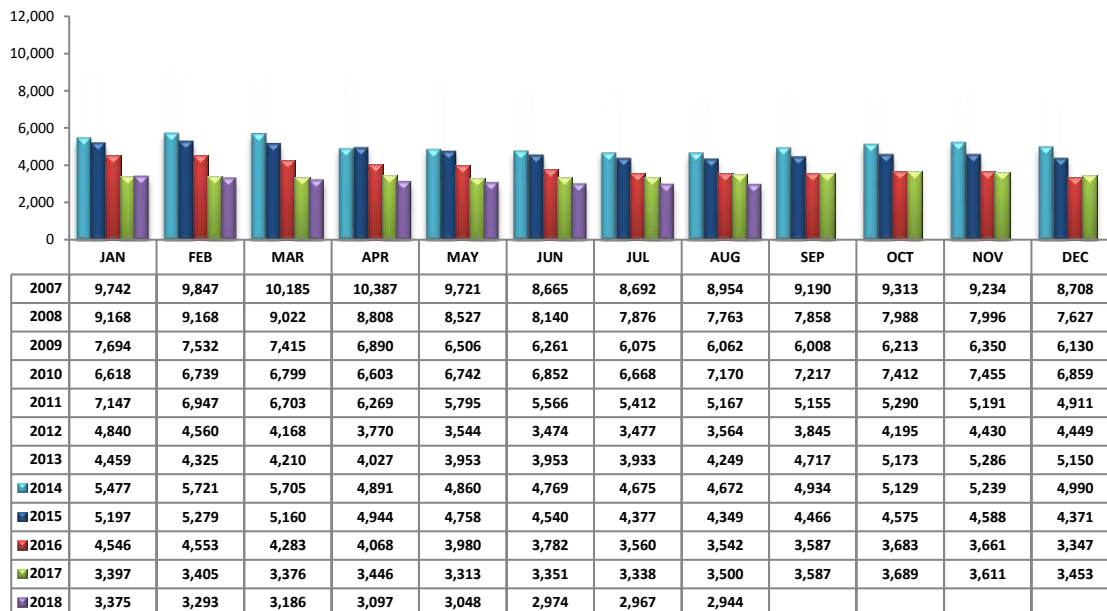
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$159,788	\$205,585	\$252,500	\$317,500	\$198,691
E	\$130,860	\$184,964	\$243,885	\$271,650	\$199,930
N	\$201,516	\$396,316	\$565,861	\$853,888	\$418,550
NE	\$181,411	\$347,266	\$443,564	\$346,083	\$329,348
NW	\$246,396	\$281,912	\$381,081	\$477,263	\$308,384
S	\$110,272	\$138,807	\$155,652	\$183,500	\$140,680
SE	\$180,000	\$228,674	\$293,507	\$274,000	\$255,212
SW	\$95,083	\$168,786	\$212,024	\$248,546	\$172,437
UNW	\$336,465	\$309,223	\$302,500	\$315,000	\$316,662
USE	\$211,628	\$245,854	\$268,937	\$299,230	\$254,525
W	\$187,977	\$237,264	\$296,727	\$389,333	\$243,154
XNE	\$-	\$-	\$-	\$-	\$-
XNW	\$200,000	\$144,000	\$157,500	\$200,000	\$167,166
XSE	\$-	\$364,900	\$-	\$-	\$364,900
XSW	\$61,000	\$122,400	\$128,333	\$-	\$117,555
XW	\$112,500	\$175,958	\$227,171	\$240,750	\$197,961

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	62	92	22	5	181
E	15	92	50	3	160
N	43	48	44	9	144
NE	15	29	14	6	64
NW	62	140	69	15	286
S	11	43	22	2	78
SE	1	26	19	2	48
SW	12	46	20	4	82
UNW	15	20	10	4	49
USE	7	44	38	3	92
W	23	50	21	3	97
XNE	0	0	0	0	0
XNW	1	2	2	1	6
XSE	0	1	0	0	1
XSW	1	5	3	0	9
XW	2	24	21	2	49

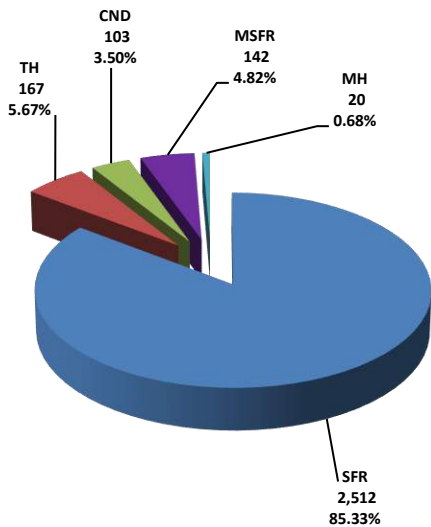
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Active Listings

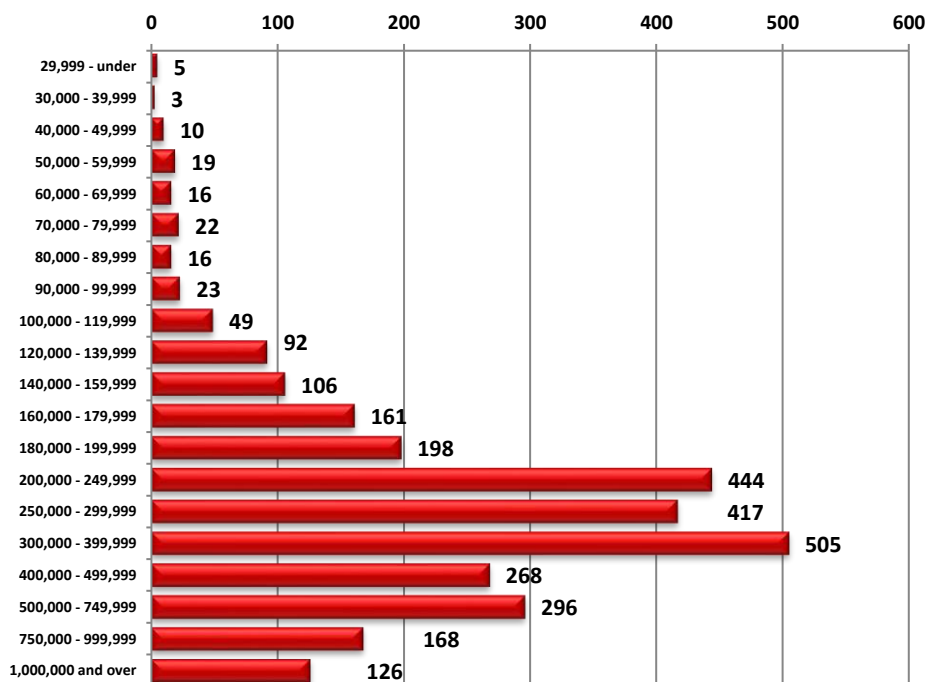


Area	# of Listings
C	402
E	223
N	357
NE	168
NW	686
S	102
SE	73
SW	144
UNW	126
USE	210
W	206
XNE	20
XNW	19
XSE	14
XSW	36
XW	158

Active Listings Unit Breakdown

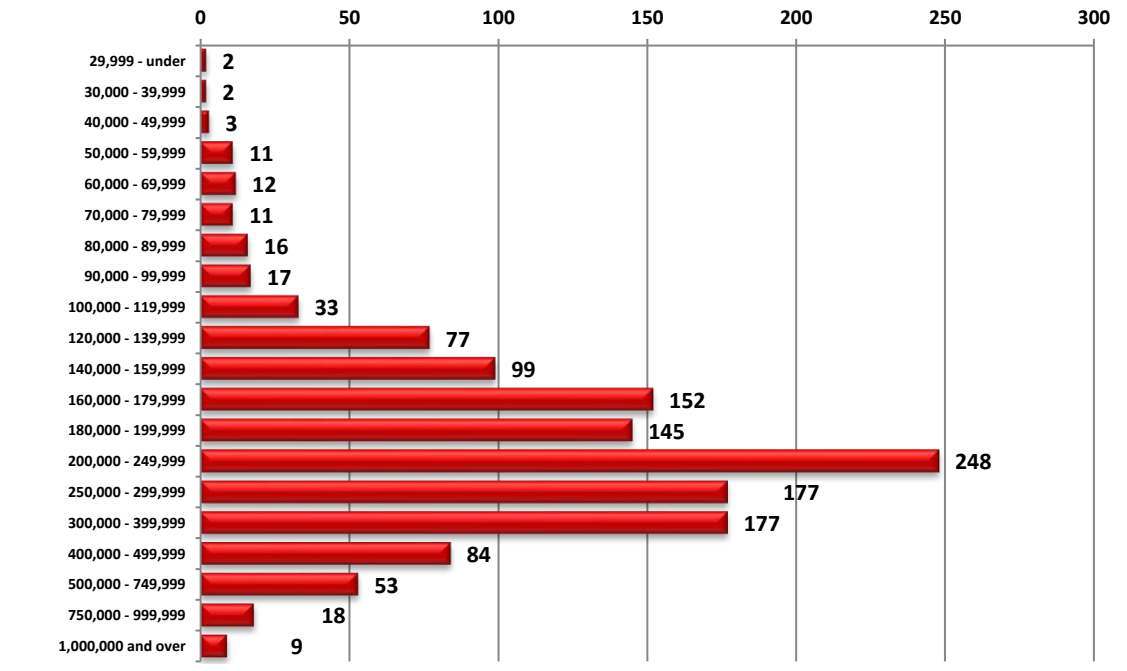


Active Listings Price Breakdown



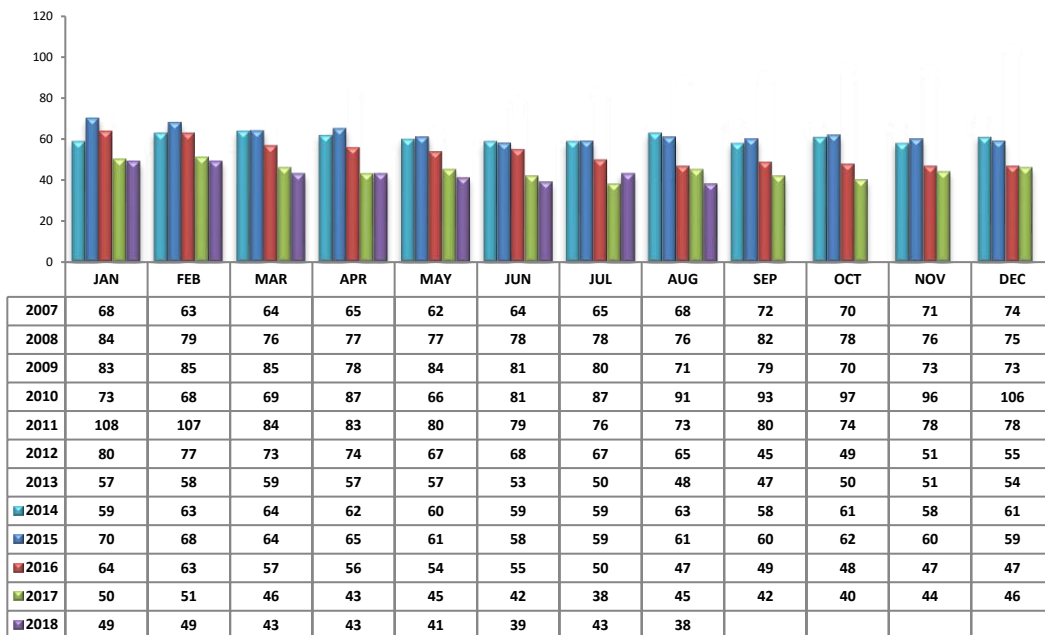
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Sold Price Breakdown



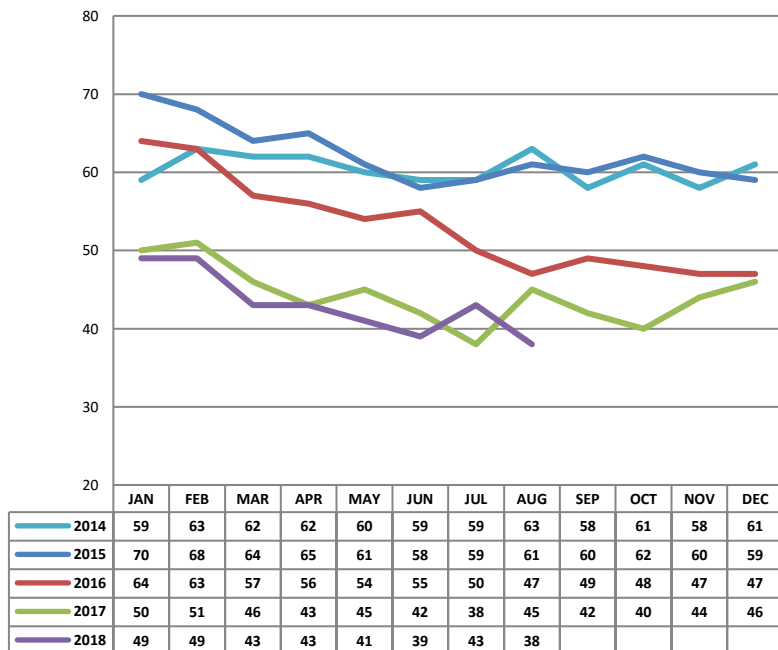
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Average Days on Market/Listing - August 2018

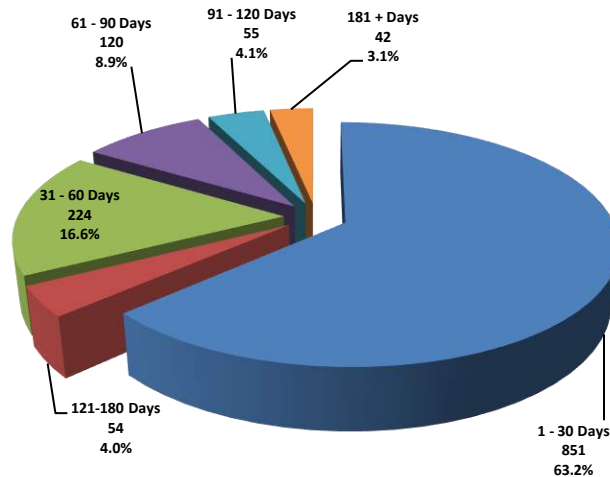


Area	# of Listings
C	28
E	32
N	43
NE	58
NW	40
S	27
SE	26
SW	49
UNW	68
USE	35
W	30
XNE	0
XNW	18
XSE	0
XSW	35
XW	49

Annual Comparison - Average Days on Market

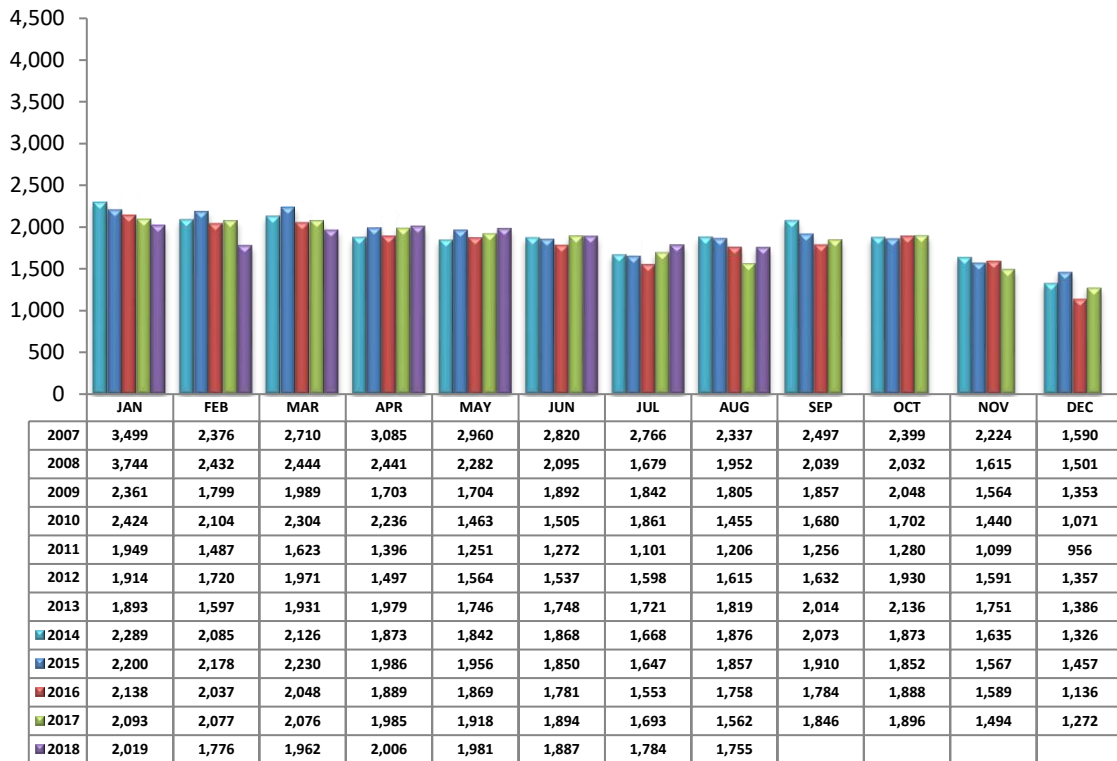


Average Days on Market/Listing Breakdown



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New Listings – August 2018



Area	# of Listings
C	270
E	193
N	190
NE	83
NW	323
S	114
SE	47
SW	97
UNW	66
USE	126
W	141
XNE	1
XNW	14
XSE	2
XSW	13
XW	75

*Includes properties that were re-listed

**Beginning December 2012, MLSSAZ 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.
Nov 2017	126	259	49
Dec 2017	188	251	57
Jan 2018	134	364	37
Feb 2018	93	213	59
Mar 2018	119	274	50
Apr 2018	112	218	41
May 2018	104	261	49
Jun 2018	89	276	56
Jul 2018	99	233	53
Aug 2018	83	298	58

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Notes on 2017 Area Boundary Updates

In August 2018, The MLS of Southern Arizona made a significant change in the geographic areas used for classifying listings in the service area of the Tucson Association of REALTORS®. With the August 2018 Sales Statistics produced for TAR, MLSSAZ re-calculated and adjusted figures dating back to August of 2014 to compensate for the area boundary changes.

Northwest Metro Tucson

- Territory of the Northwest area north of Dove Mountain and Rancho Vistoso, including Saddlebrooke were reclassified to a new area named Upper Northwest.
- Territory of the Northwest area west of Interstate 10, encompassing the Continental Ranch and Twin Peaks communities, was reassigned to the West area.
- Picture Rocks and Gladden Farms were assigned to the Extended West area.
- Territory to the west of the Tucson Mountains and north of Gates Pass Road was reassigned to the Extended West area.
- Territory south of the Rillito River and east of Interstate 10 was reassigned to the Central area.

Southeast Metro Tucson

- Rita Ranch and Vail areas on the north side of Interstate 10 were assigned to a new area named Upper Southeast.
- Territory on the south side of Interstate 10 and west of Wilmot, including parts of Vail and Corona de Tucson, were assigned to the Southeast area.
- Territory south of Corona de Tucson to the Santa Cruz County line was reclassified to a new area named Extended Southeast.
- Territory east of Wilmot and between Golf Links and Irvington Road were re-assigned to the East area.
- The Extended South area was removed.
- The Benson area included in Pima County was reassigned to a new area. The Benson area is outside the territorial jurisdiction of the Tucson Association of REALTORS® and is not statistically accurate.

Green Valley/Sahuarita

The Green Valley and Sahuarita areas are outside of the territorial jurisdiction of the Tucson Association of REALTORS® and are not statistically accurate. Green Valley and Sahuarita are under the jurisdiction of the Green Valley/Sahuarita Association of REALTORS® (GVSAR). Statistical information that was formerly included in the Extended South and Extended Southwest is reassigned to new areas assigned by GVSAR to be included in future statistical reports.

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