

**For Immediate
Release:**
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Multiple Listing Service of Southern Arizona Monthly Statistics December 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 December Residential Sales Statistics:

- Total Sales Volume of \$271,585,079 is down from \$294,286,393 in November resulting in an 7.62% decrease.
- The Average Sales Price of \$251,255 is a decrease of 2.84% from \$258,599 last month.
- Average List Price of \$256,519 is a decrease of 3.09% from \$264,688 in November.
- Total Under Contract of 1,203 is a decrease of 17.83% since November's number of 1,464.
- Total Unit Sales of 1,082 is a decrease of 4.92% since last month's number of 1,138.
- The Median Sales Price of \$205,000 decreased 6.39% from \$219,000 in November and is exactly the same number as December 2017.
- New Listings of 1,285 have decreased 19.44% from 1,595 in November.
- Total Active Listings of 3,212 are a decrease from 3,332 in November.
- Average Days on Market increased from 38 to 40 this month.
- Conventional loan sales of 47.2% exceeded Cash Sales of 23.1%.



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®.

Cheryl Terpening
2019 MLSSAZ President

Barbara Wilson
2019 TAR 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.

December 2018 Recap by Month and Year - % of Change

Total Sales Volume

| | <u>2018</u> | <u>2017</u> | <u>Annual % Change</u> |
|----------------|---------------|---------------|------------------------|
| December | \$271,858,079 | \$276,914,274 | -1.83% |
| November | \$294,286,393 | \$279,460,100 | 5.31% |
| Month % Change | -7.62% | -0.91% | |

Average Sales Price

| | <u>2018</u> | <u>2017</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| December | \$251,255 | \$248,131 | 1.26% |
| November | \$258,599 | \$246,437 | 4.94% |
| Month % Change | -2.84% | 0.69% | |

Average List Price

| | <u>2018</u> | <u>2017</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| December | \$256,519 | \$255,058 | 0.57% |
| November | \$264,688 | \$252,533 | 4.81% |
| Month % Change | -3.09% | 1.00% | |

Total Under Contract

| | <u>2018</u> | <u>2017</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| December | 1,203 | 1,290 | -6.74% |
| November | 1,464 | 1,531 | -4.38% |
| Month % Change | -17.83% | -15.74% | |

Total Unit Sales

| | <u>2018</u> | <u>2017</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| December | 1,082 | 1,116 | -3.05% |
| November | 1,138 | 1,134 | 0.35% |
| Month % Change | -4.92% | -1.59% | |

Median Sales Price

| | <u>2018</u> | <u>2017</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| December | \$205,000 | \$205,000 | 0.00% |
| November | \$219,000 | \$207,527 | 5.53% |
| Month % Change | -6.39% | -1.22% | |

New Listings

| | <u>2018</u> | <u>2017</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| December | 1,285 | 1,272 | 1.02% |
| November | 1,595 | 1,494 | 6.76% |
| Month % Change | -19.44% | -14.86% | |

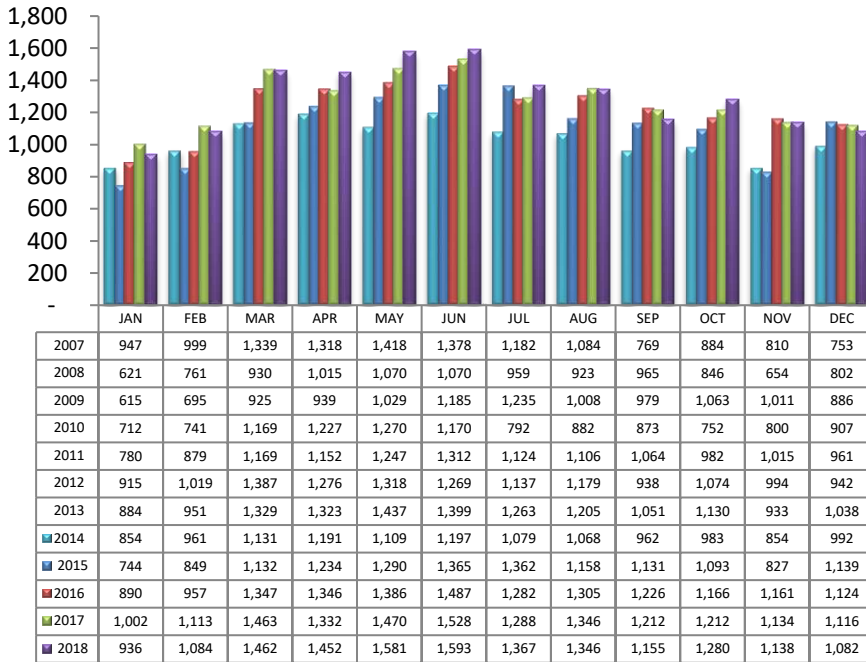
Active Listings

| | <u>2018</u> | <u>2017</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| December | 3,212 | 3,453 | -6.98% |
| November | 3,332 | 3,611 | -7.73% |
| Month % Change | -3.60% | -4.38% | |

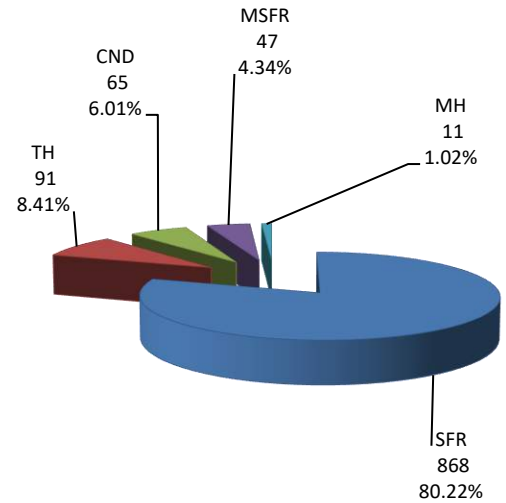
December 2018 - Active and Sold by Zip Code

| <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 | 11 | 8 | 72.73% | 85645 | 0 | 0 | 0.00% | 85713 | 80 | 48 | 60.00% | 85740 | 0 | 0 | 0.00% |
| 85245 | 0 | 0 | 0.00% | 85648 | 0 | 0 | 0.00% | 85714 | 15 | 11 | 73.33% | 85741 | 67 | 30 | 44.78% |
| 85601 | 0 | 0 | 0.00% | 85653 | 124 | 37 | 29.84% | 85715 | 54 | 21 | 38.89% | 85742 | 134 | 49 | 36.57% |
| 85602 | 0 | 0 | 0.00% | 85658 | 186 | 36 | 19.35% | 85716 | 80 | 30 | 37.50% | 85743 | 113 | 52 | 46.02% |
| 85611 | 0 | 0 | 0.00% | 85701 | 20 | 4 | 20.00% | 85717 | 0 | 0 | 0.00% | 85745 | 113 | 40 | 35.40% |
| 85614 | 2 | 0 | 0.00% | 85703 | 0 | 0 | 0.00% | 85718 | 205 | 38 | 18.54% | 85746 | 51 | 27 | 52.94% |
| 85616 | 0 | 0 | 0.00% | 85704 | 103 | 30 | 29.13% | 85719 | 92 | 22 | 23.91% | 85747 | 71 | 38 | 53.52% |
| 85619 | 17 | 0 | 0.00% | 85705 | 71 | 29 | 40.85% | 85730 | 71 | 47 | 66.20% | 85748 | 59 | 27 | 45.76% |
| 85622 | 0 | 0 | 0.00% | 85706 | 52 | 28 | 53.85% | 85734 | 0 | 0 | 0.00% | 85749 | 98 | 18 | 18.37% |
| 85623 | 14 | 2 | 14.29% | 85709 | 2 | 1 | 0.00% | 85735 | 45 | 14 | 31.11% | 85750 | 168 | 42 | 25.00% |
| 85629 | 2 | 1 | 50.00% | 85710 | 120 | 53 | 44.17% | 85736 | 25 | 3 | 12.00% | 85755 | 181 | 46 | 25.41% |
| 85637 | 6 | 0 | 0.00% | 85711 | 85 | 40 | 47.06% | 85737 | 128 | 48 | 37.50% | 85756 | 68 | 36 | 52.94% |
| 85641 | 198 | 47 | 23.74% | 85712 | 69 | 37 | 53.62% | 85739 | 140 | 24 | 17.14% | 85757 | 72 | 18 | 25.00% |

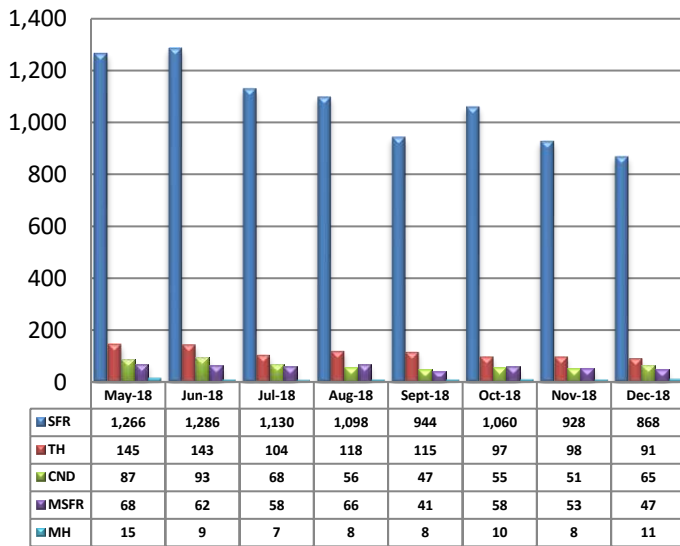
Total Unit Sales - December 2018



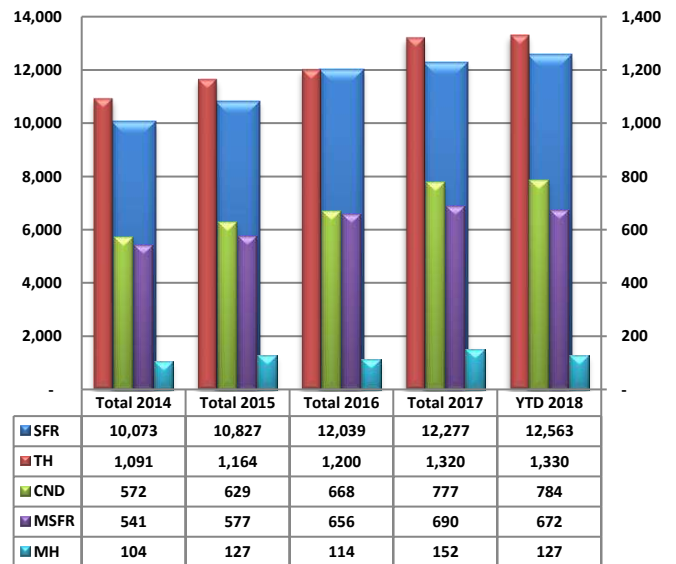
Unit Sales - Breakdown by Type



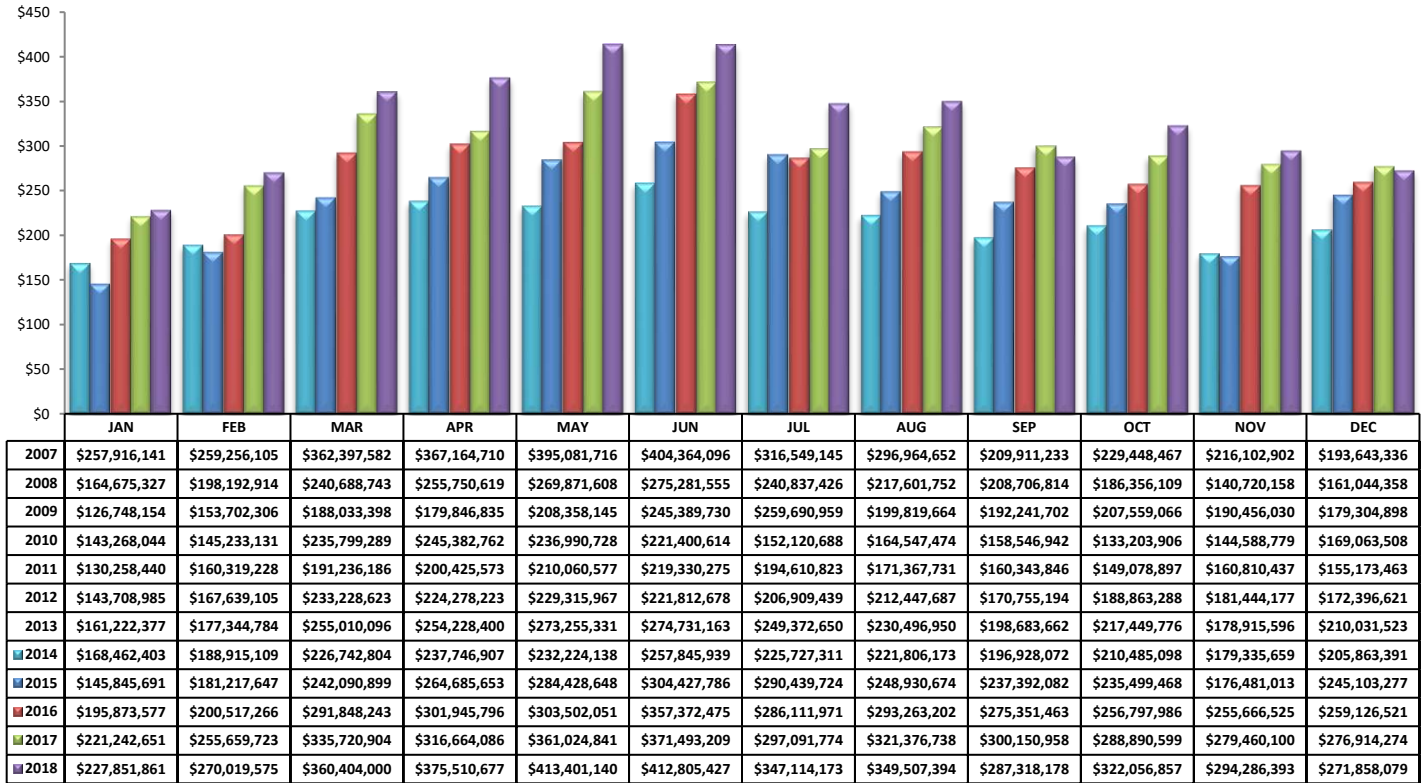
Total Unit Sales By Type - Monthly Comparison



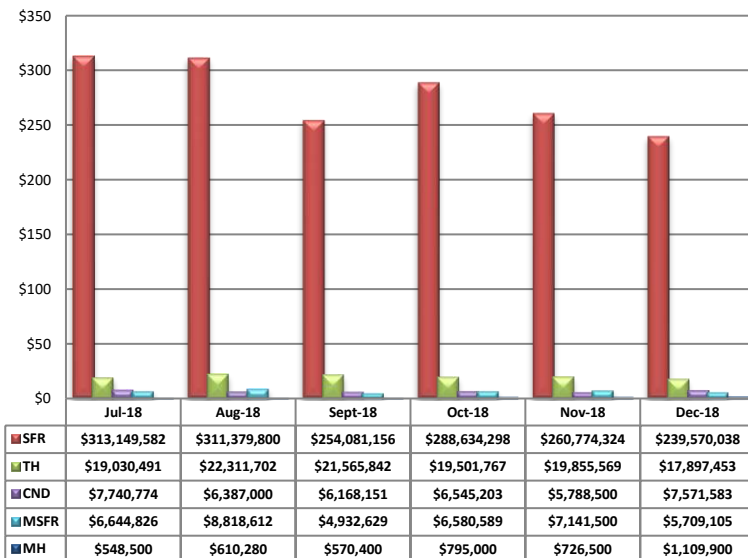
YTD Annual Comparison - Breakdown by Type



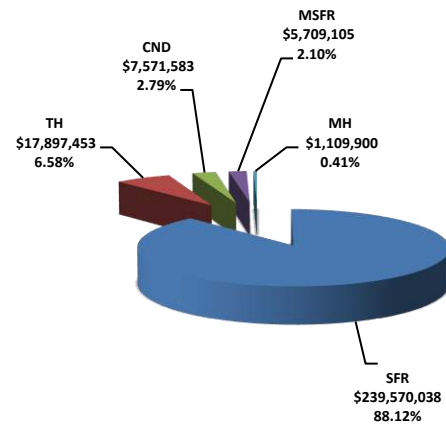
Total Sales Volume - December 2018



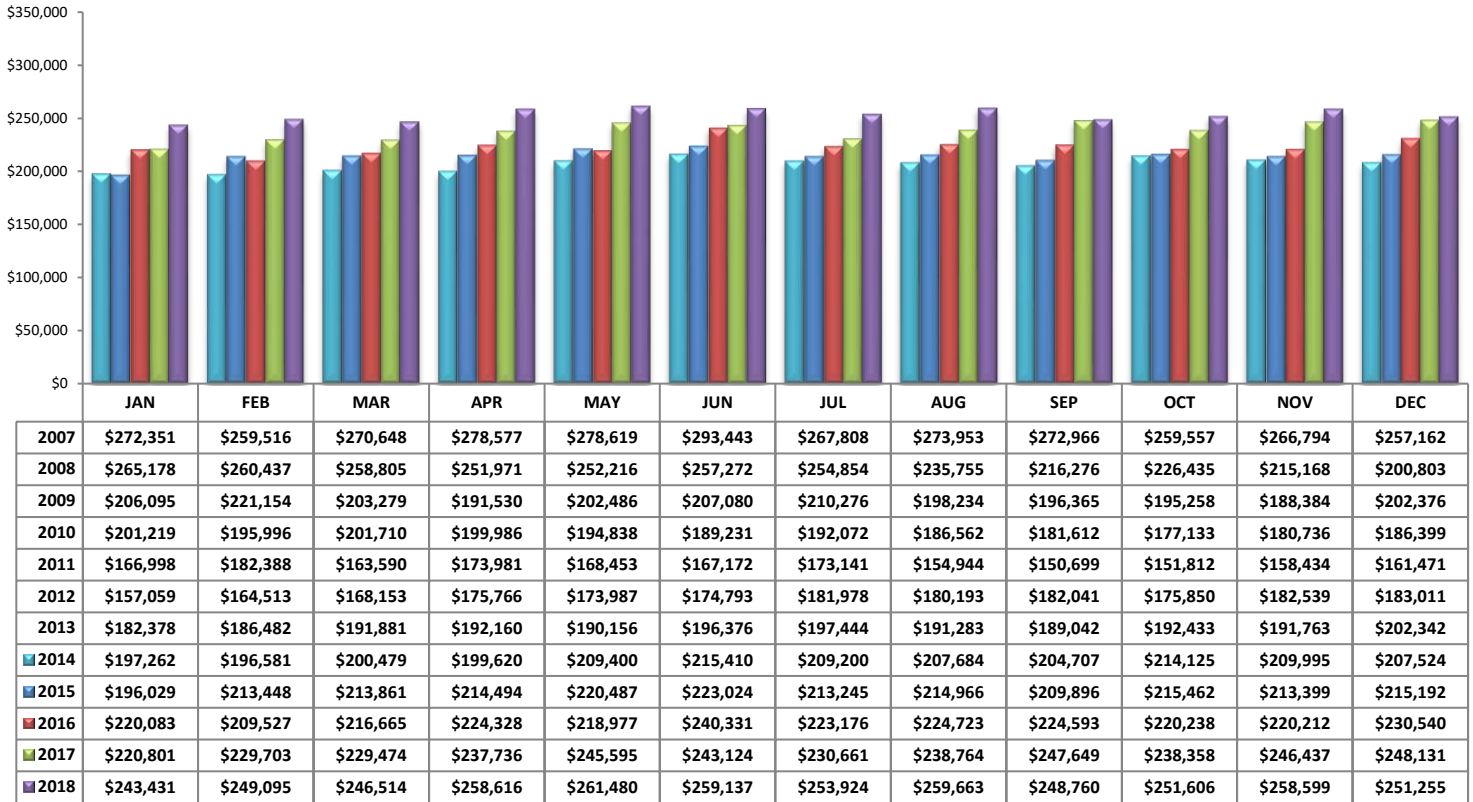
Total Sales Volume By Type - Monthly Comparison



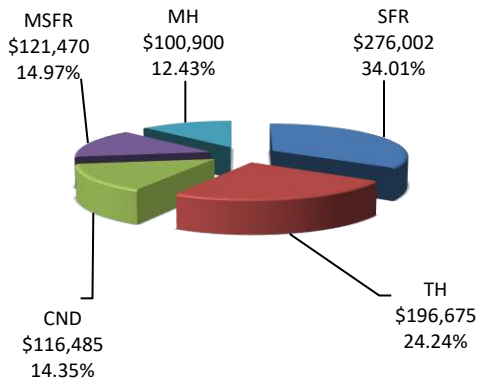
Monthly Volume by Type



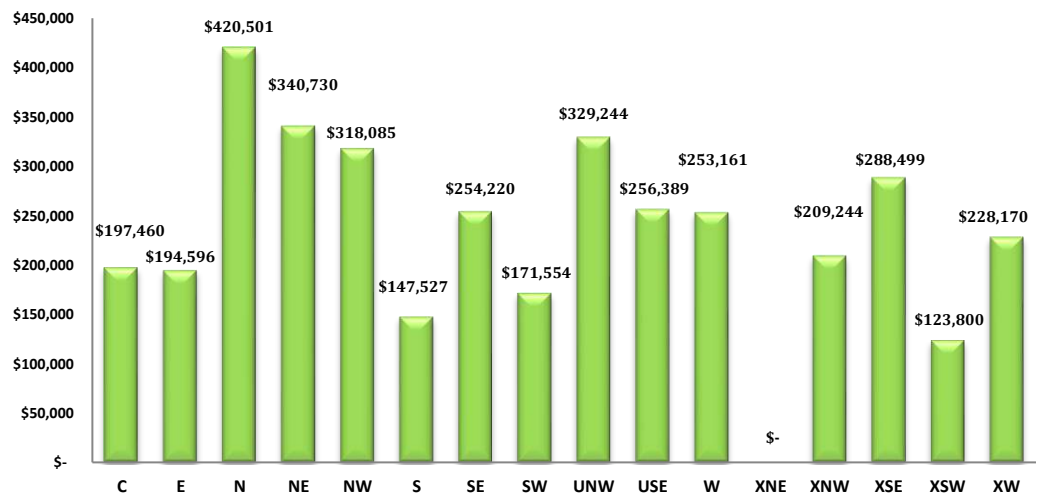
Average Sales Price – December 2018



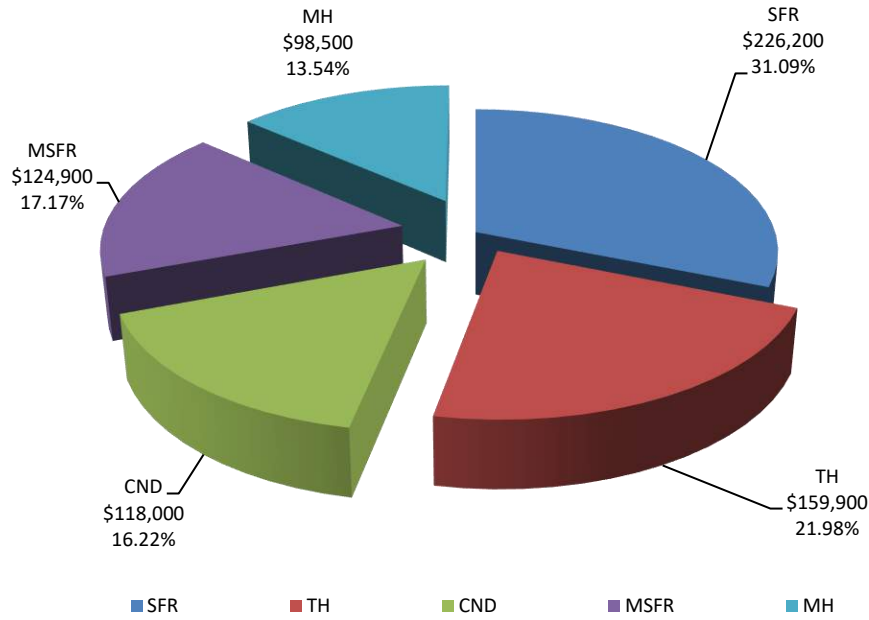
Average Sales Price by Type – December 2018



Average "Listing" Price per Area – December 2018



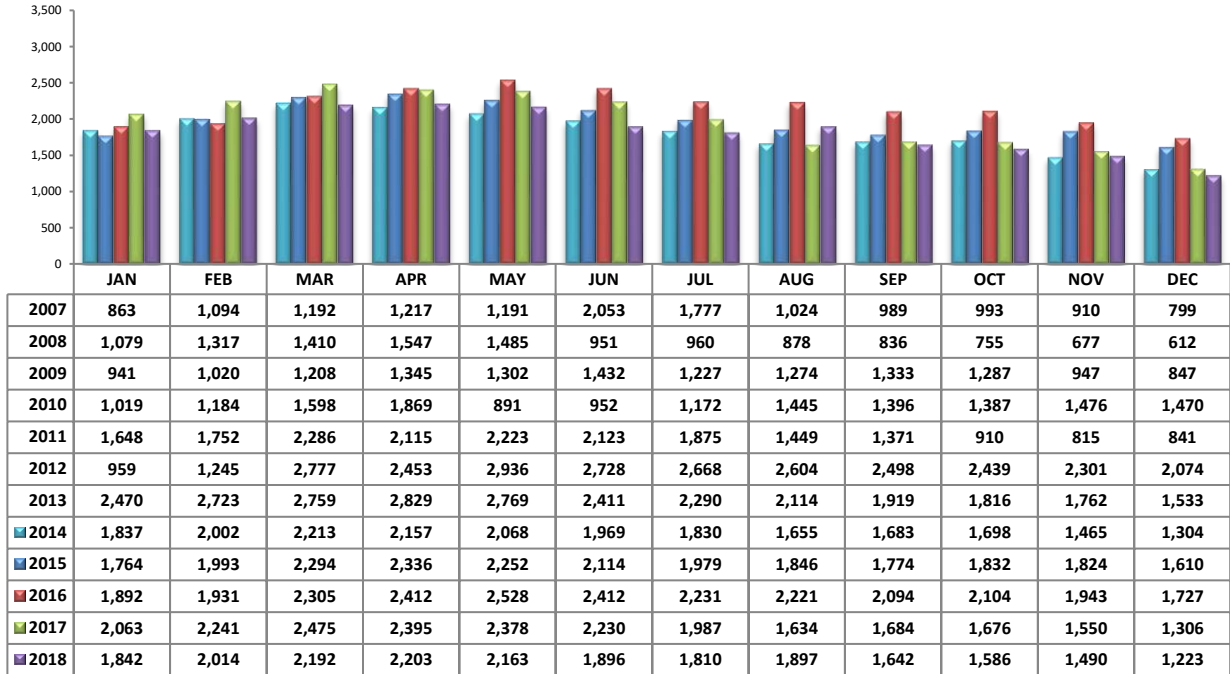
Median Sale Price - by Type



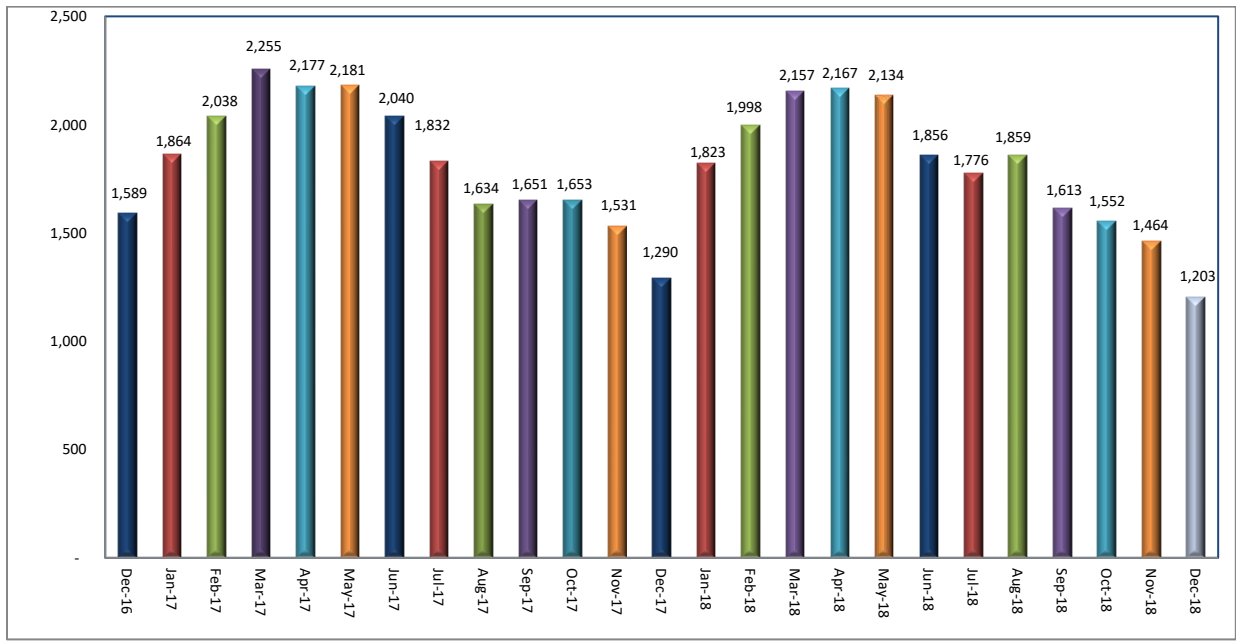
Median Sale Price - December 2018



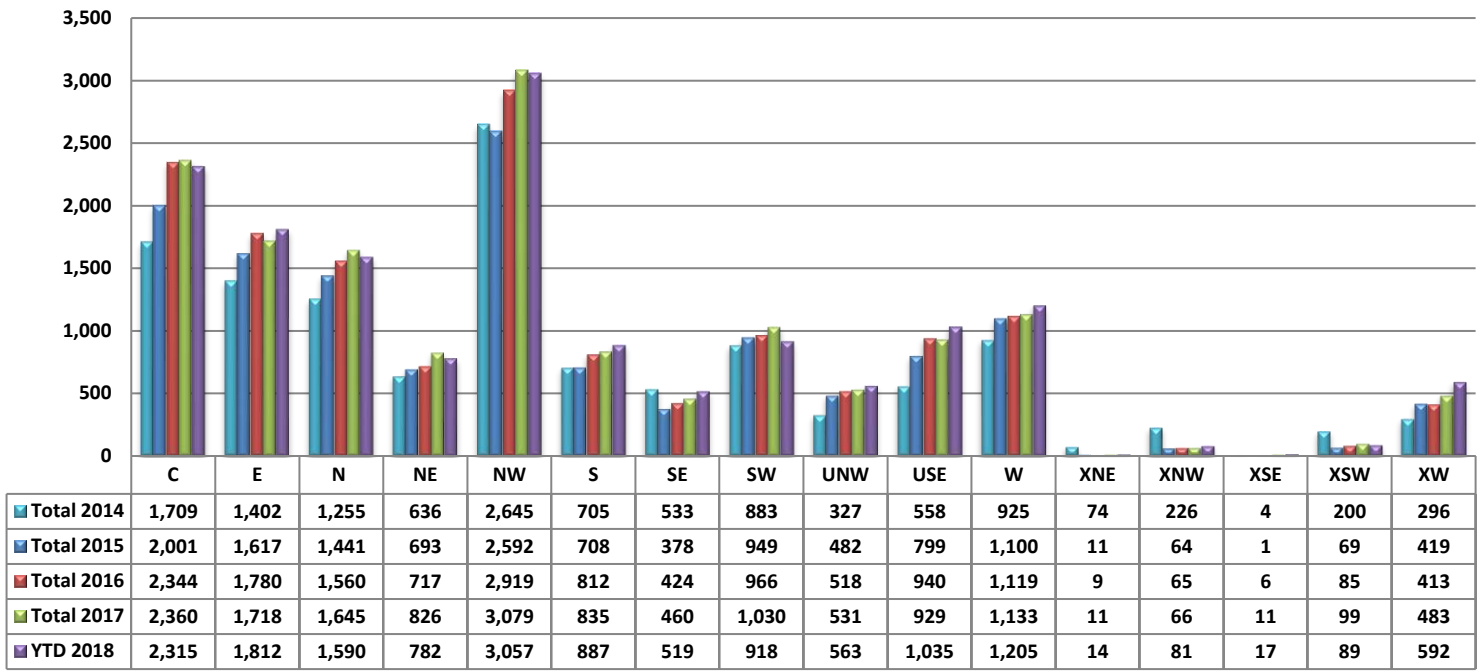
Newly Under Contract During The Month



Total Listings Still Under Contract At The End of The Month



Number of Sold Listings by Area - Annual Comparison



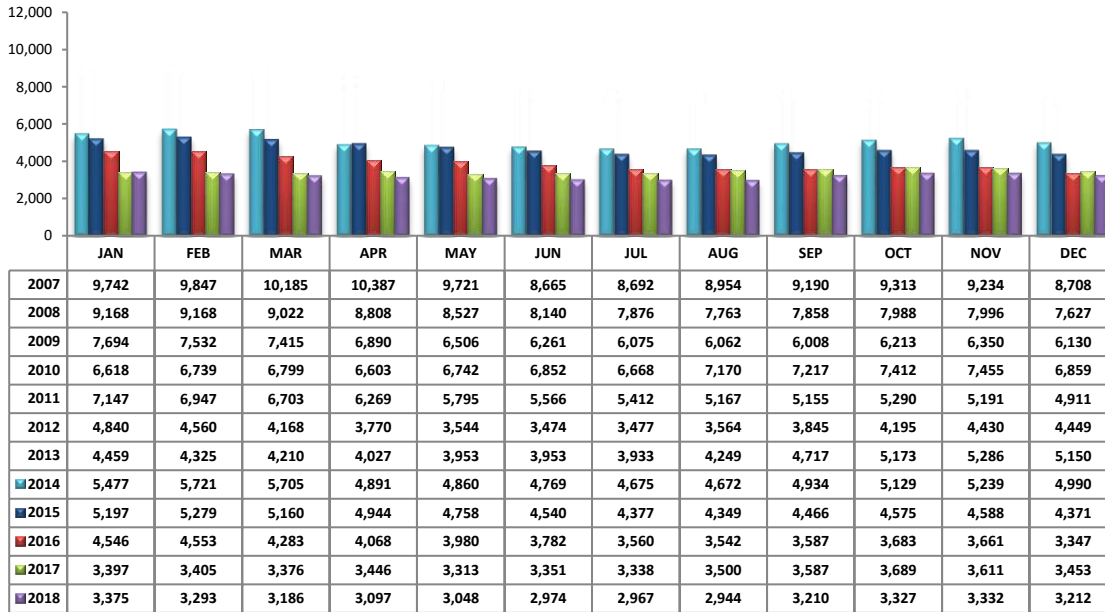
Average \$ Sold per Area by # of Bedrooms

| | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| C | \$147,280 | \$212,042 | \$225,792 | \$437,500 | \$192,846 |
| E | \$115,931 | \$185,815 | \$247,725 | \$232,000 | \$193,823 |
| N | \$190,810 | \$410,440 | \$596,162 | \$995,416 | \$406,453 |
| NE | \$140,125 | \$342,802 | \$362,550 | \$904,333 | \$329,705 |
| NW | \$259,294 | \$282,882 | \$379,104 | \$472,081 | \$311,658 |
| S | \$100,169 | \$147,070 | \$162,966 | \$169,500 | \$144,276 |
| SE | \$158,000 | \$238,789 | \$241,753 | \$425,000 | \$251,521 |
| SW | \$125,090 | \$161,735 | \$220,900 | \$233,000 | \$170,287 |
| UNW | \$333,618 | \$294,111 | \$335,056 | \$0 | \$321,073 |
| USE | \$188,298 | \$223,729 | \$251,483 | \$559,650 | \$254,663 |
| W | \$168,613 | \$233,665 | \$389,069 | \$250,720 | \$246,889 |
| XNE | \$0 | \$0 | \$0 | \$0 | \$0 |
| XNW | \$0 | \$195,554 | \$230,000 | \$250,000 | \$206,665 |
| XSE | \$0 | \$274,999 | \$0 | \$282,800 | \$278,899 |
| XSW | \$60,250 | \$163,166 | \$0 | \$0 | \$122,000 |
| XW | \$278,340 | \$186,092 | \$255,219 | \$328,116 | \$224,086 |

Units Sold per Area by # of Bedrooms

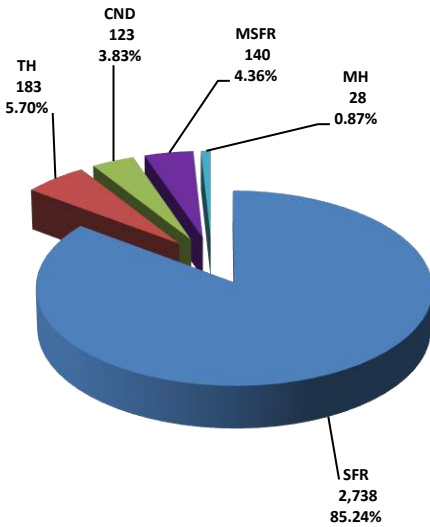
| | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| C | 63 | 76 | 28 | 2 | 169 |
| E | 19 | 69 | 37 | 1 | 126 |
| N | 38 | 27 | 24 | 6 | 95 |
| NE | 12 | 17 | 10 | 3 | 42 |
| NW | 54 | 99 | 58 | 11 | 222 |
| S | 13 | 40 | 22 | 2 | 77 |
| SE | 1 | 13 | 9 | 2 | 25 |
| SW | 15 | 36 | 17 | 2 | 70 |
| UNW | 16 | 9 | 3 | 0 | 28 |
| USE | 5 | 36 | 25 | 5 | 71 |
| W | 25 | 47 | 18 | 5 | 95 |
| XNE | 0 | 0 | 0 | 0 | 0 |
| XNW | 0 | 6 | 1 | 1 | 8 |
| XSE | 0 | 1 | 0 | 1 | 2 |
| XSW | 2 | 3 | 0 | 0 | 5 |
| XW | 2 | 25 | 17 | 3 | 47 |

Active Listings

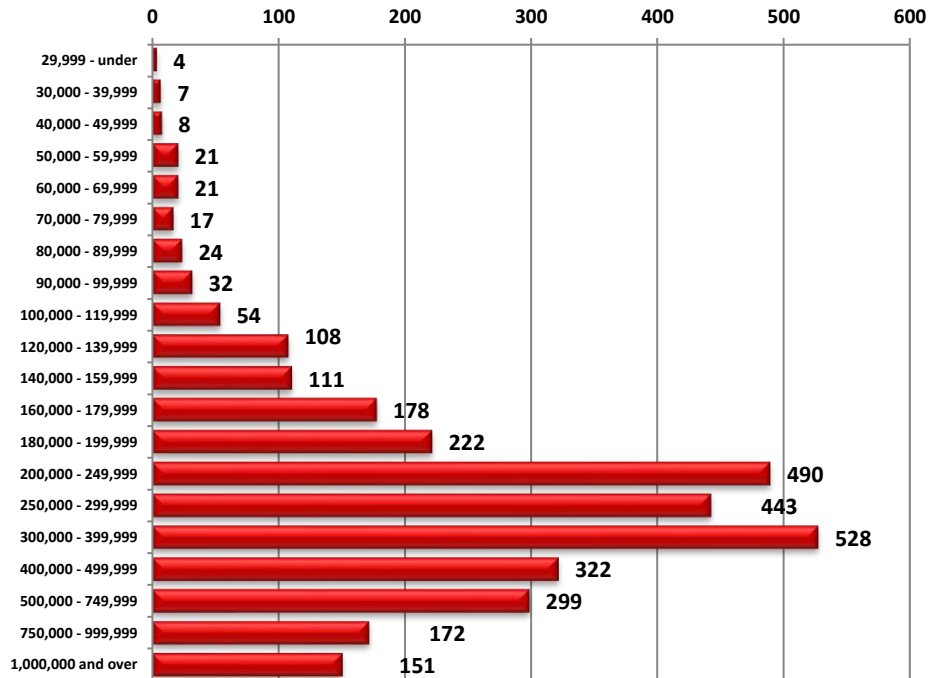


| Area | # of Listings |
|------|---------------|
| C | 420 |
| E | 251 |
| N | 423 |
| NE | 164 |
| NW | 736 |
| S | 118 |
| SE | 94 |
| SW | 201 |
| UNW | 165 |
| USE | 200 |
| W | 203 |
| XNE | 17 |
| XNW | 11 |
| XSE | 15 |
| XSW | 35 |
| XW | 159 |

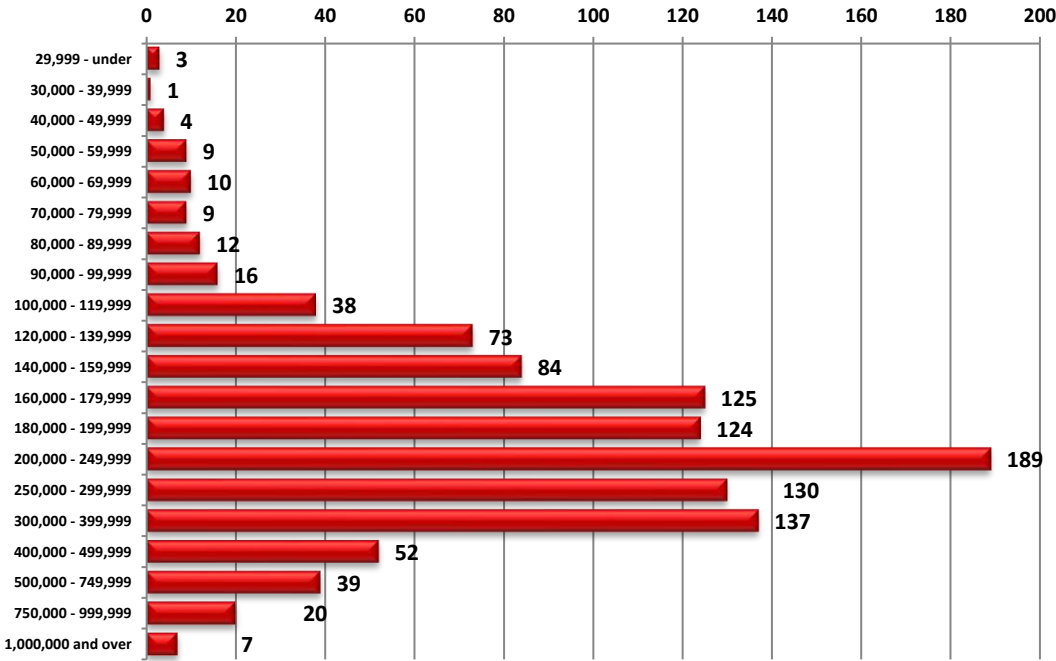
Active Listings Unit Breakdown



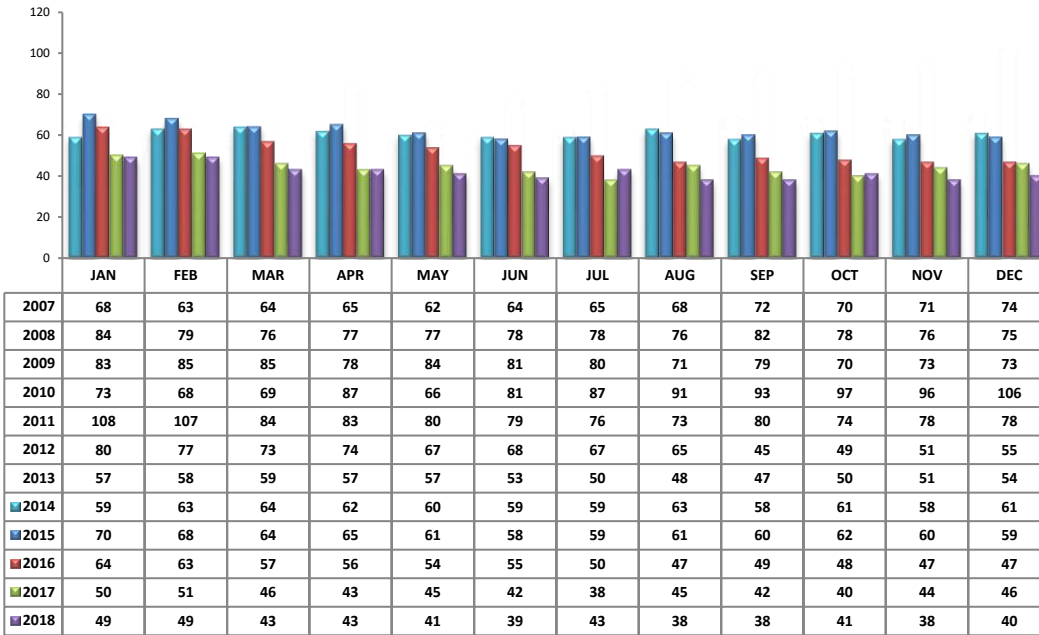
Active Listings Price Breakdown



Sold Price Breakdown

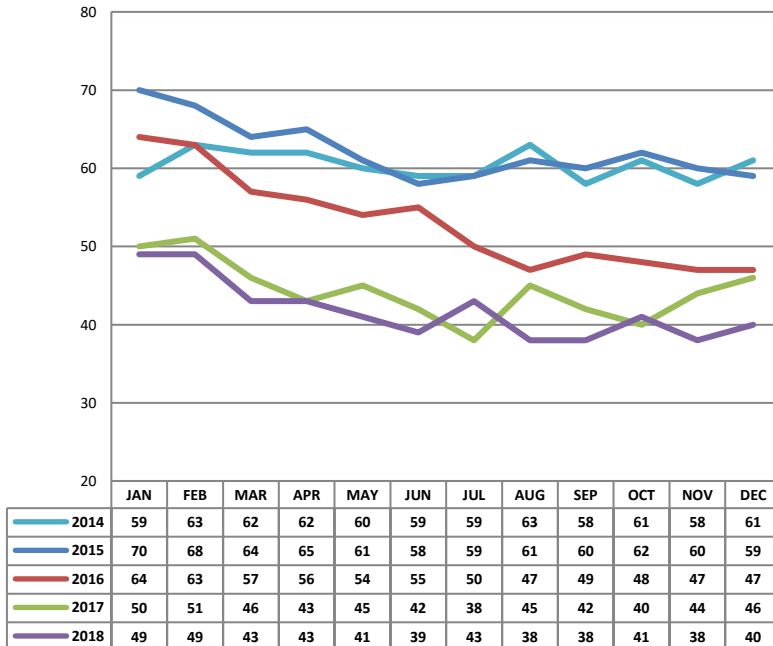


Average Days on Market/Listing - December 2018

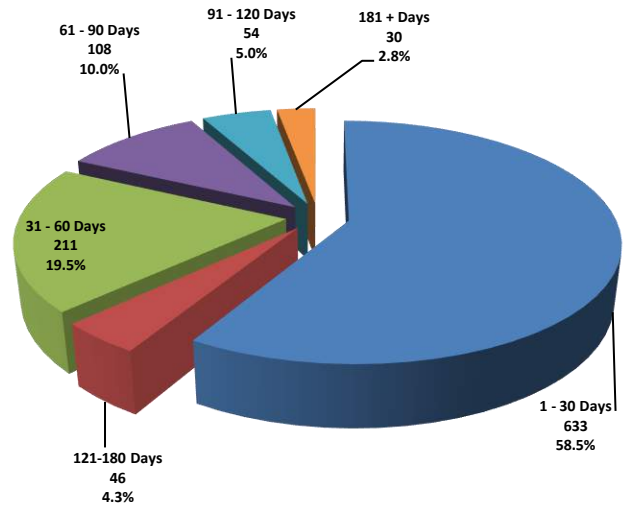


| Area | # of Listings |
|------|---------------|
| C | 31 |
| E | 35 |
| N | 31 |
| NE | 38 |
| NW | 52 |
| S | 31 |
| SE | 35 |
| SW | 23 |
| UNW | 48 |
| USE | 59 |
| W | 36 |
| XNE | 0 |
| XNW | 78 |
| XSE | 134 |
| XSW | 51 |
| XW | 63 |

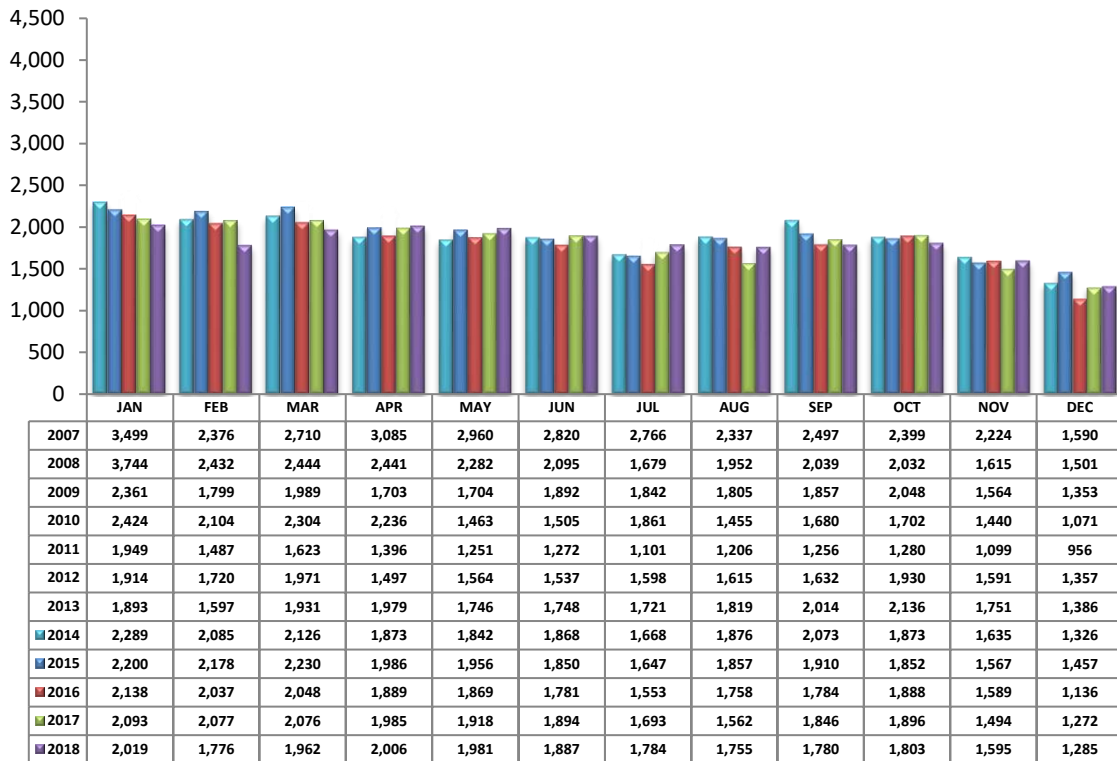
Annual Comparison - Average Days on Market



Average Days on Market/Listing Breakdown



New Listings - December 2018



| Area | # of Listings |
|------|---------------|
| C | 191 |
| E | 131 |
| N | 143 |
| NE | 66 |
| NW | 257 |
| S | 71 |
| SE | 46 |
| SW | 91 |
| UNW | 48 |
| USE | 81 |
| W | 86 |
| XNE | 0 |
| XNW | 4 |
| XSE | 1 |
| XSW | 8 |
| XW | 61 |

*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. |
|-----------|---------|-----------|---------------|
| 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 |
| Sept 2018 | 83 | 239 | 44 |
| Oct 2018 | 87 | 291 | 54 |
| Nov 2018 | 91 | 236 | 54 |
| Dec 2018 | 184 | 247 | 57 |

Notes on 2017 Area Boundary Updates

In December 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 December 2018 Sales Statistics produced for TAR, MLSSAZ re-calculated and adjusted figures dating back to December 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.