

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

- Total Sales Volume of \$347,114,173 is down 15.91% from June's number of \$412,805,427 but is up 16.84% from last year.
- The Average Sales Price of \$253,924 is a decrease of .201% from \$259,137 in June.
- Average List Price of \$260,279 is a decrease of 1.53% from last month's number of \$264,328.
- Total Under Contract of 1,776 is a decrease of 4.31% since June's number of 1,856.
- Total Unit Sales of 1,367 is a decrease of 14.19% since last month's number of 1,593 but up 6.13% since July 2017.
- The Median Sales Price of \$215,000 is an increase of 1.42% from \$212,000 in June and up 10.26% from last year's number of \$195,000.
- New Listings of 1,784 are a decrease of 5.46% from 1,887 in June.
- Total Active Listings of 2,967 are a slight decrease from 2,974 in June.
- Average Days on Market increased to 43 this month from 39 last month.
- Conventional loan sales of 46.2% exceeded Cash Sales of 21.7%.

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:**  
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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.

## July 2018 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>July</b>	\$347,114,173	\$297,091,774	16.84%
<b>June</b>	\$412,805,427	\$371,493,209	11.12%
<b>Month % Change</b>	-15.91%	-20.03%	

### Average Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>July</b>	\$253,924	\$230,661	10.09%
<b>June</b>	\$259,137	\$243,124	6.59%
<b>Month % Change</b>	-2.01%	-5.13%	

### Average List Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>July</b>	\$260,279	\$231,299	12.53%
<b>June</b>	\$264,328	\$243,575	8.52%
<b>Month % Change</b>	-1.53%	-5.04%	

### Total Under Contract

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>July</b>	1,776	1,832	-3.06%
<b>June</b>	1,856	2,040	-9.02%
<b>Month % Change</b>	-4.31%	-10.20%	

### Total Unit Sales

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>July</b>	1,367	1,288	6.13%
<b>June</b>	1,593	1,528	4.25%
<b>Month % Change</b>	-14.19%	-15.71%	

### Median Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>July</b>	\$215,000	\$195,000	10.26%
<b>June</b>	\$212,000	\$205,000	3.41%
<b>Month % Change</b>	1.42%	-4.88%	

### New Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>July</b>	1,784	1,693	5.38%
<b>June</b>	1,887	1,894	-0.37%
<b>Month % Change</b>	-5.46%	-10.61%	

### Active Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>July</b>	2,967	3,338	-11.11%
<b>June</b>	2,974	3,351	-11.25%
<b>Month % Change</b>	-0.24%	-0.39%	

## July 2018 - Active and Sold by Zip Code

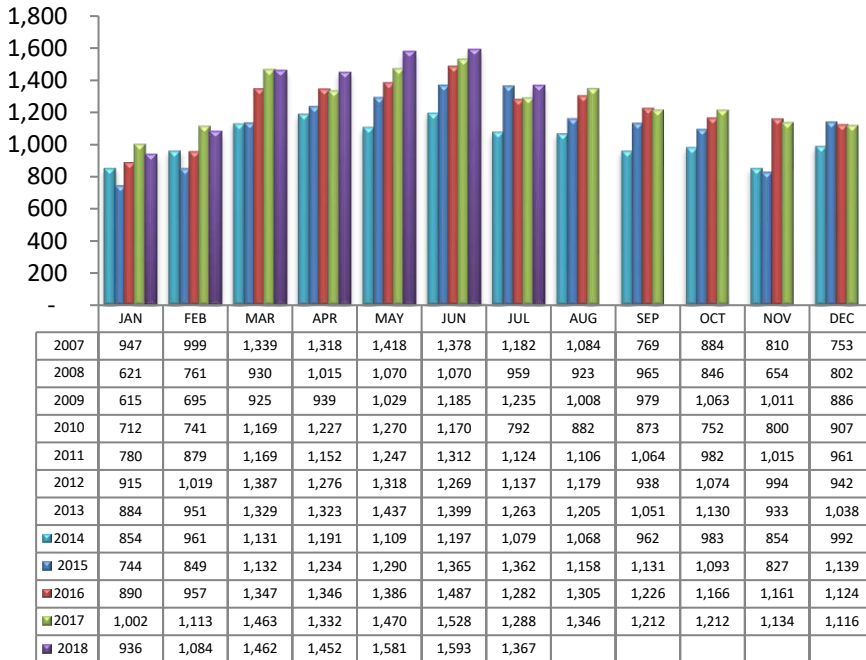
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85145	8	8	100.00%	85645	0	0	0.00%	85713	65	31	47.69%	85740	0	0	0.00%
85245	0	0	0.00%	85648	0	0	0.00%	85714	10	13	130.00%	85741	65	43	66.15%
85601	0	0	0.00%	85653	128	50	39.06%	85715	65	32	49.23%	85742	111	49	44.14%
85602	0	0	0.00%	85654	0	0	0.00%	85716	73	57	78.08%	85743	109	73	66.97%
85611	0	0	0.00%	85658	147	33	22.45%	85717	0	0	0.00%	85745	113	60	53.10%
85614	1	0	0.00%	85701	21	5	23.81%	85718	166	46	27.71%	85746	46	35	76.09%
85616	0	0	0.00%	85704	98	45	45.92%	85719	80	40	50.00%	85747	87	79	90.80%
85619	19	3	15.79%	85705	72	26	36.11%	85730	64	51	79.69%	85748	63	25	39.68%
85622	0	0	0.00%	85706	36	30	83.33%	85734	0	0	0.00%	85749	103	28	27.18%
85623	6	4	66.67%	85709	1	0	0.00%	85735	41	18	43.90%	85750	143	47	32.87%
85629	4	3	75.00%	85710	118	72	61.02%	85736	27	6	22.22%	85755	200	45	22.50%
85637	5	0	0.00%	85711	75	40	53.33%	85737	122	51	41.80%	85756	72	44	61.11%
85641	171	64	37.43%	85712	63	39	61.90%	85739	111	50	45.05%	85757	56	22	39.29%

NOTE:

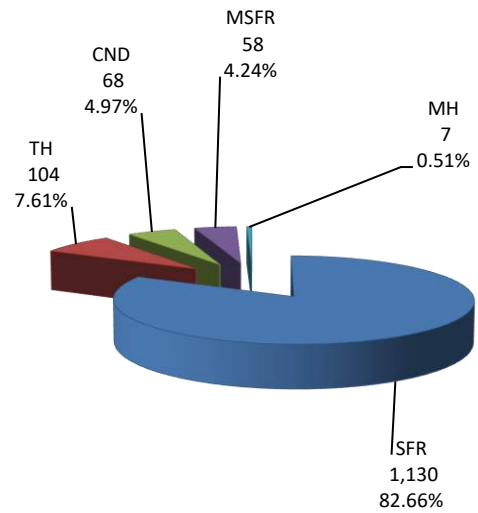
85506- 1 active listing, 85703- 1 active listing



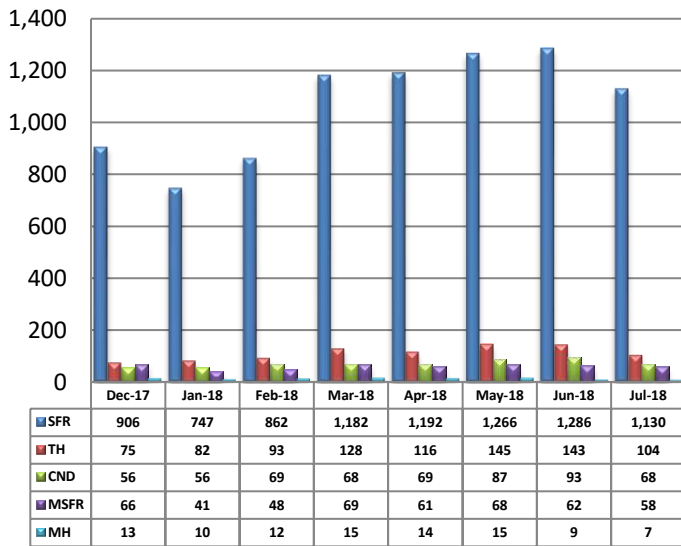
**Total Unit Sales – July 2018**



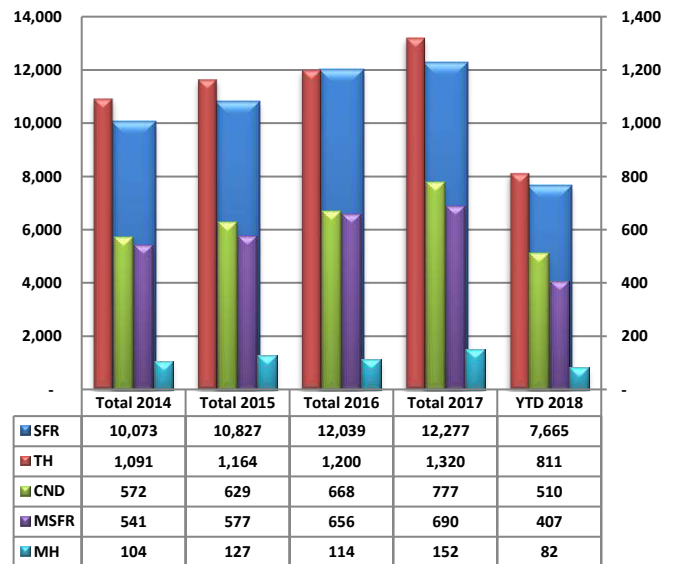
**Unit Sales – Breakdown by Type**



**Total Unit Sales By Type - Monthly Comparison**

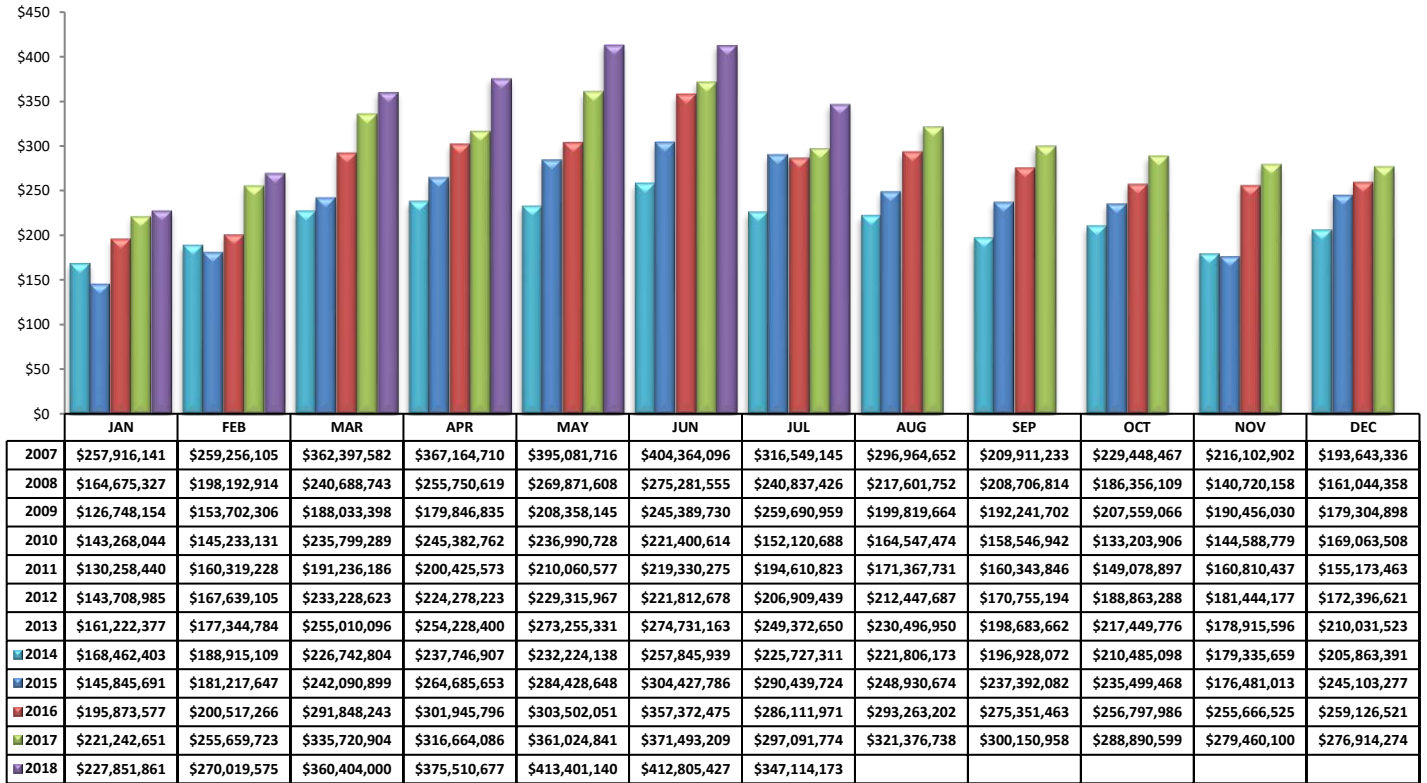


**YTD Annual Comparison – Breakdown by Type**



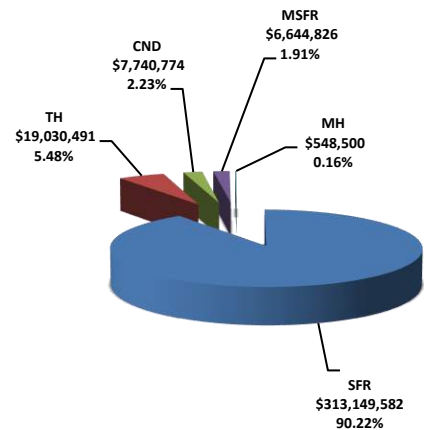
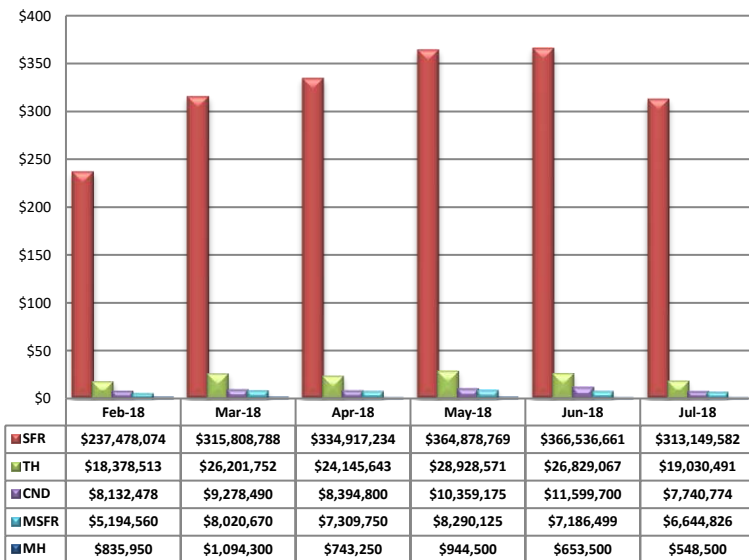
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**Total Sales Volume - July 2018**



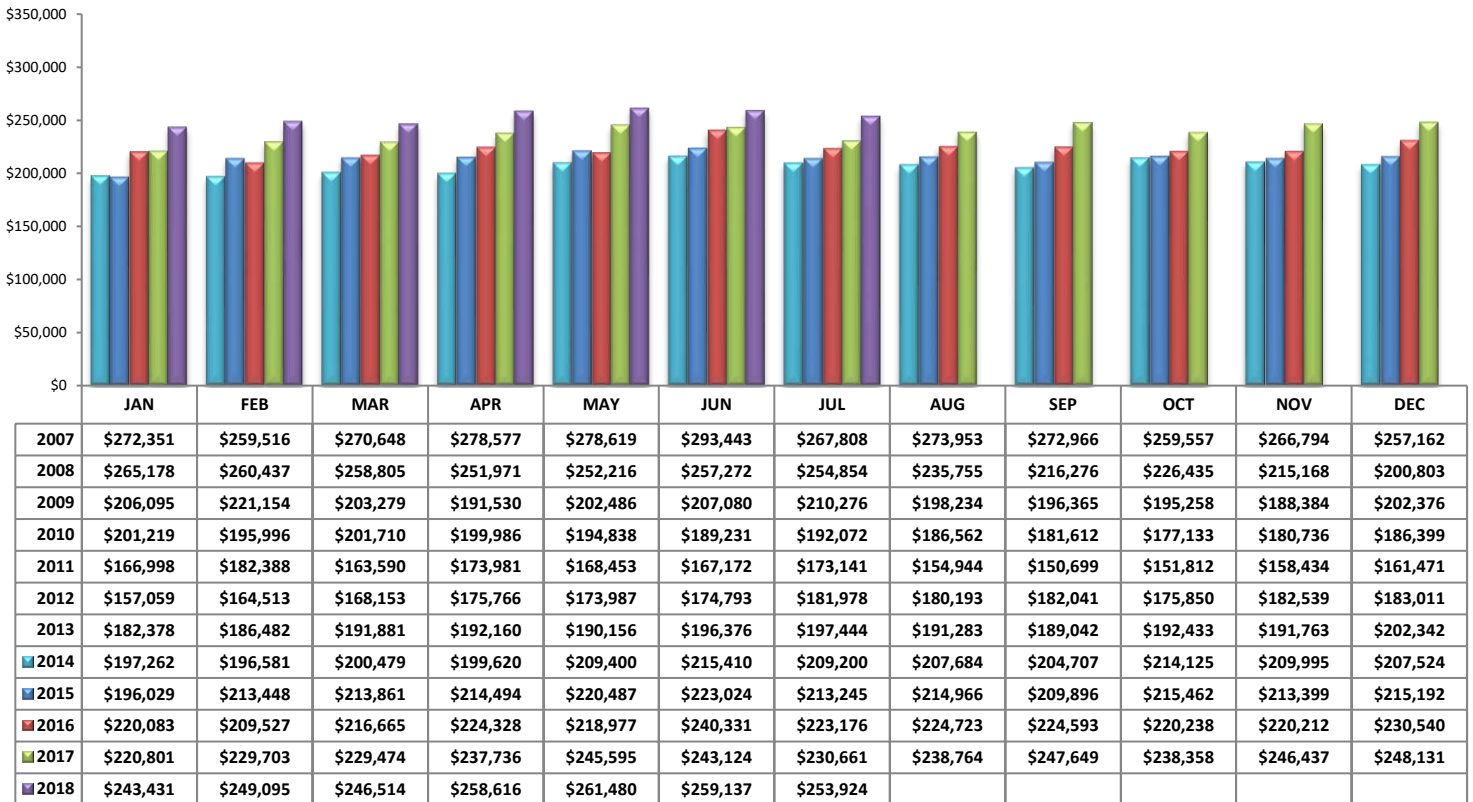
**Total Sales Volume By Type - Monthly Comparison**

**Monthly Volume by Type**

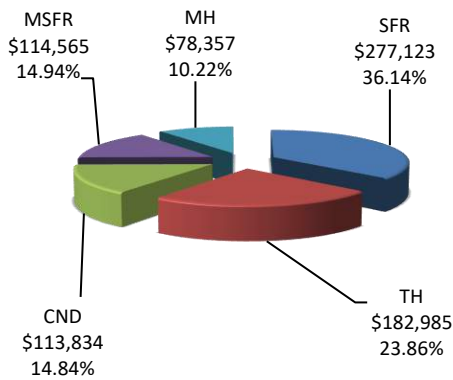


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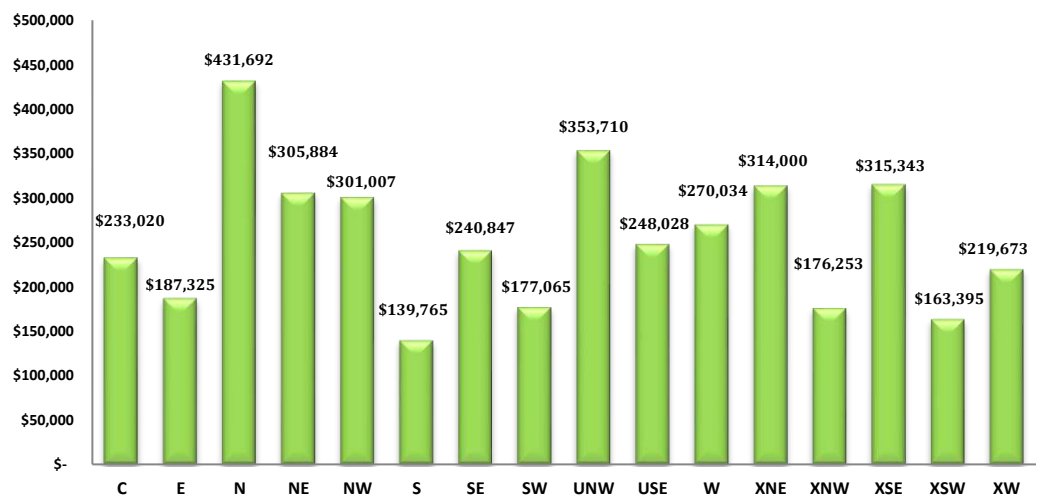
**Average Sales Price – July 2018**



**Average Sales Price by Type – July 2018**

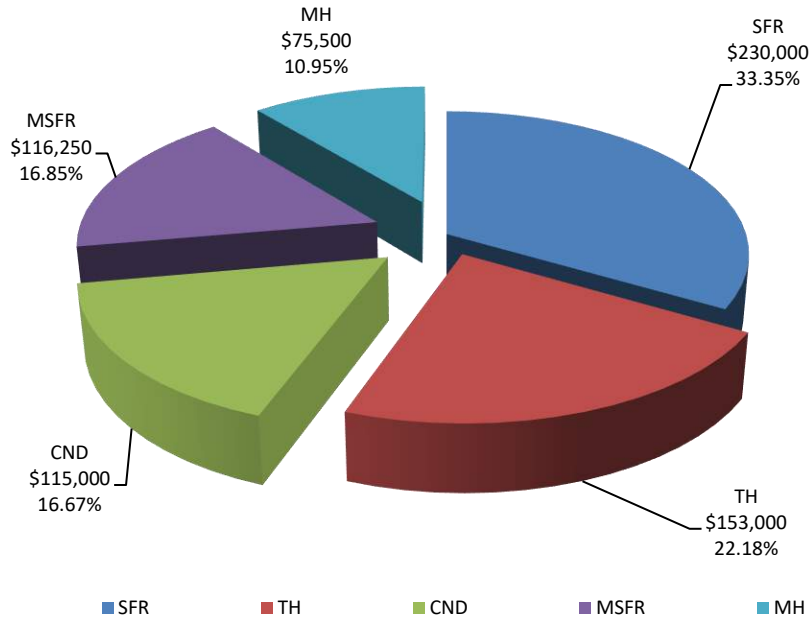


**Average "Listing" Price per Area – July 2018**



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**Median Sale Price - by Type**

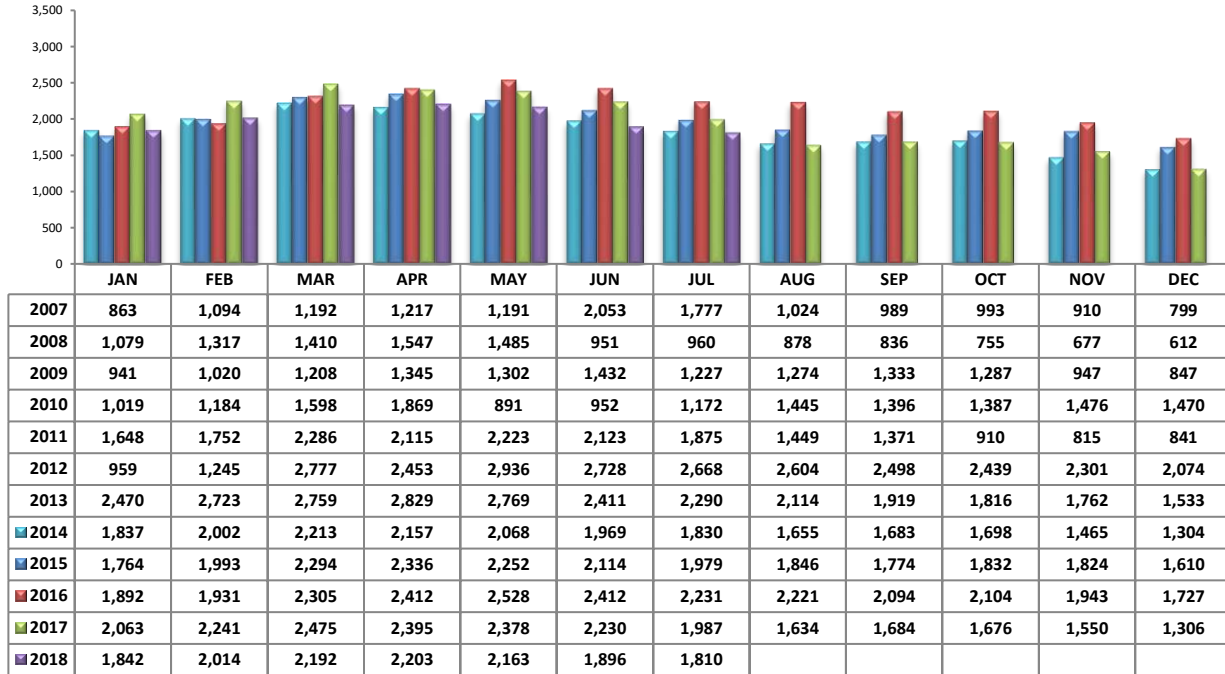


**Median Sale Price - July 2018**

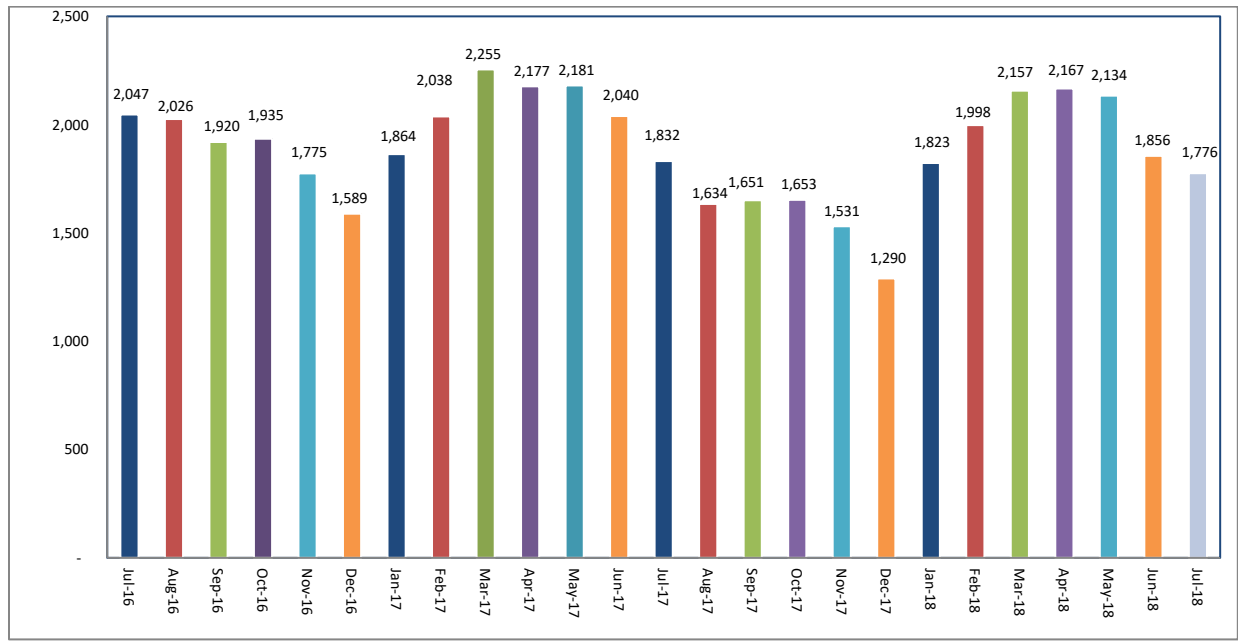


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**Newly Under Contract During The Month**



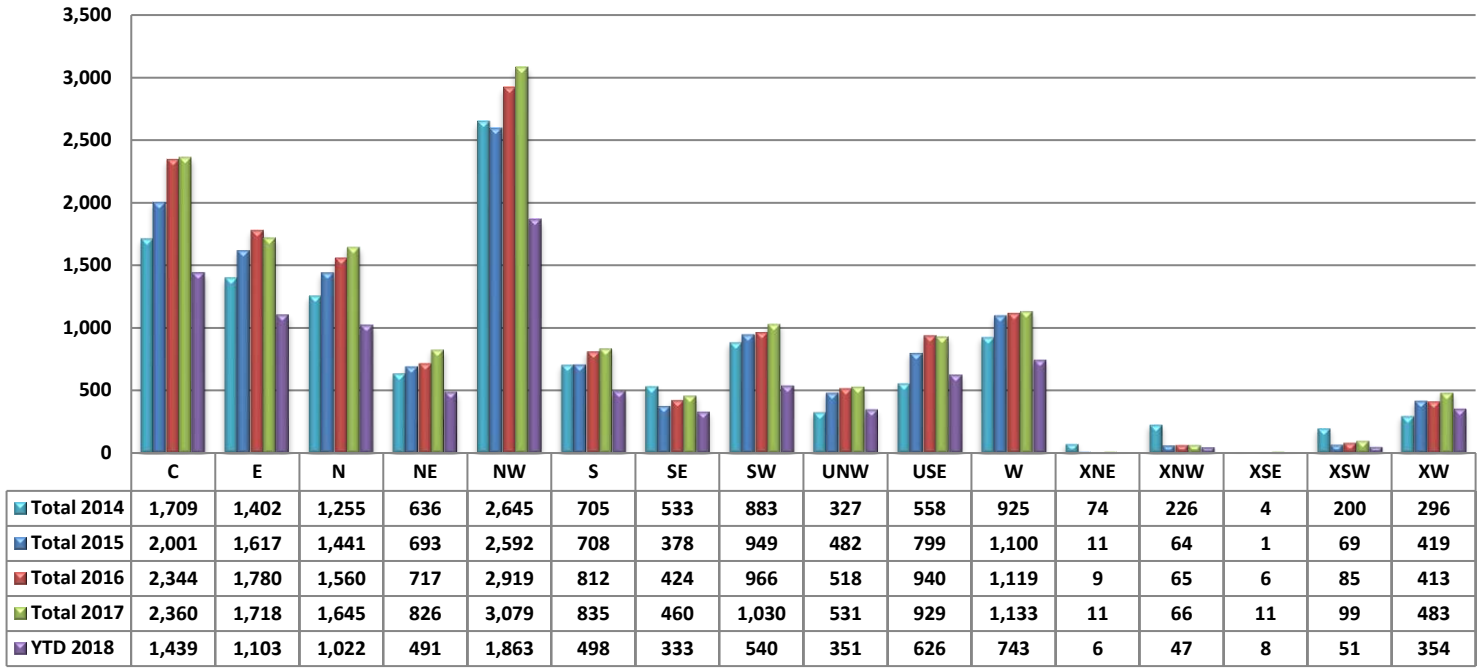
**Total Listings Still Under Contract At The End of The Month**



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**Number of Sold Listings by Area – Annual Comparison**



**Average \$ Sold per Area by # of Bedrooms**

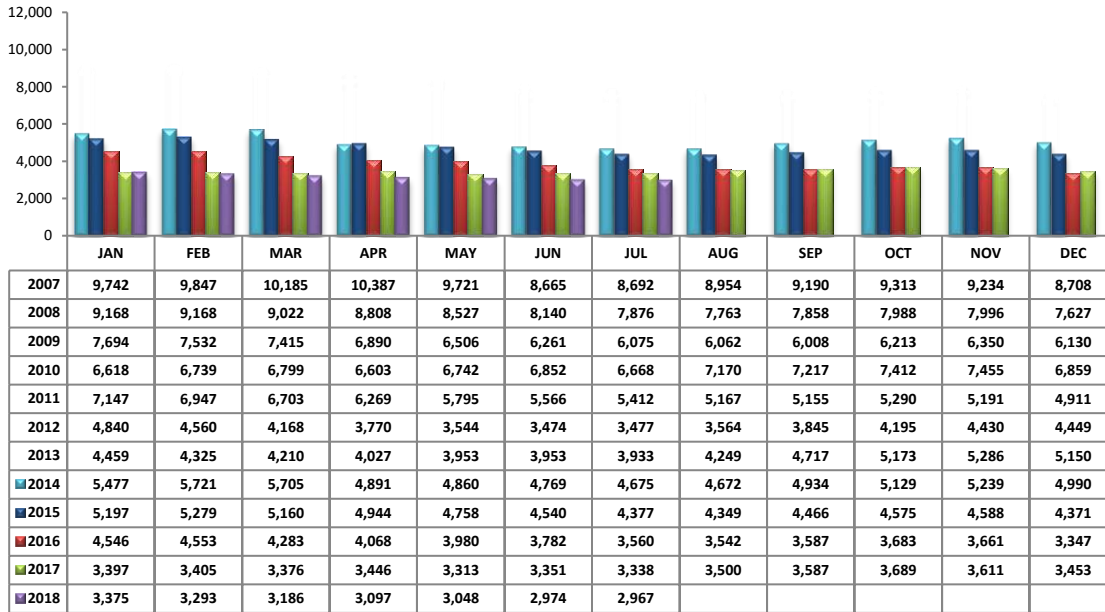
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$150,169	\$230,309	\$323,755	\$485,375	\$227,486
E	\$104,726	\$184,178	\$217,155	\$265,000	\$184,023
N	\$179,446	\$407,853	\$596,452	\$874,714	\$412,626
NE	\$120,014	\$312,827	\$351,595	\$517,000	\$298,491
NW	\$234,954	\$261,982	\$364,841	\$471,325	\$295,176
S	\$95,915	\$138,265	\$174,357	\$137,375	\$137,623
SE	\$184,600	\$211,679	\$251,678	\$340,250	\$238,486
SW	\$105,242	\$180,752	\$188,710	\$234,318	\$173,273
UNW	\$337,383	\$335,960	\$389,400	\$362,000	\$342,987
USE	\$218,940	\$231,359	\$262,610	\$289,500	\$245,078
W	\$159,487	\$262,214	\$321,571	\$334,333	\$264,000
XNE	\$191,758	\$-	\$-	\$-	\$191,758
XNW	\$-	\$169,198	\$178,497	\$-	\$173,331
XSE	\$-	\$196,000	\$375,094	\$-	\$315,396
XSW	\$63,333	\$171,700	\$123,000	\$279,500	\$155,880
XW	\$272,972	\$180,439	\$240,660	\$361,750	\$215,707

**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	62	105	36	4	207
E	21	80	45	2	148
N	40	33	34	7	114
NE	14	24	20	5	63
NW	42	126	66	12	246
S	13	45	14	4	76
SE	1	24	22	4	51
SW	14	37	24	5	80
UNW	24	22	5	3	54
USE	9	58	36	9	112
W	19	70	33	3	125
XNE	3	0	0	0	3
XNW	0	5	4	0	9
XSE	0	1	2	0	3
XSW	3	4	1	2	10
XW	3	37	22	4	66

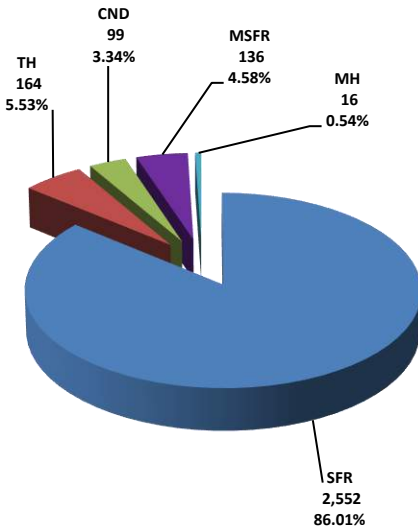
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### Active Listings

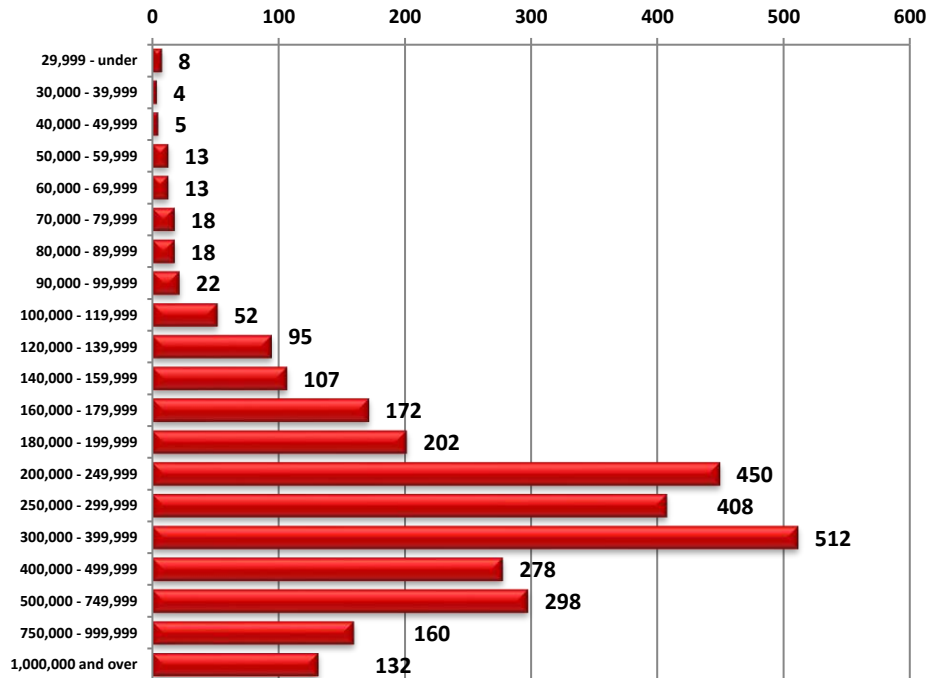


Area	# of Listings
C	393
E	242
N	354
NE	171
NW	693
S	100
SE	82
SW	159
UNW	123
USE	204
W	204
XNE	20
XNW	8
XSE	17
XSW	36
XW	161

### Active Listings Unit Breakdown

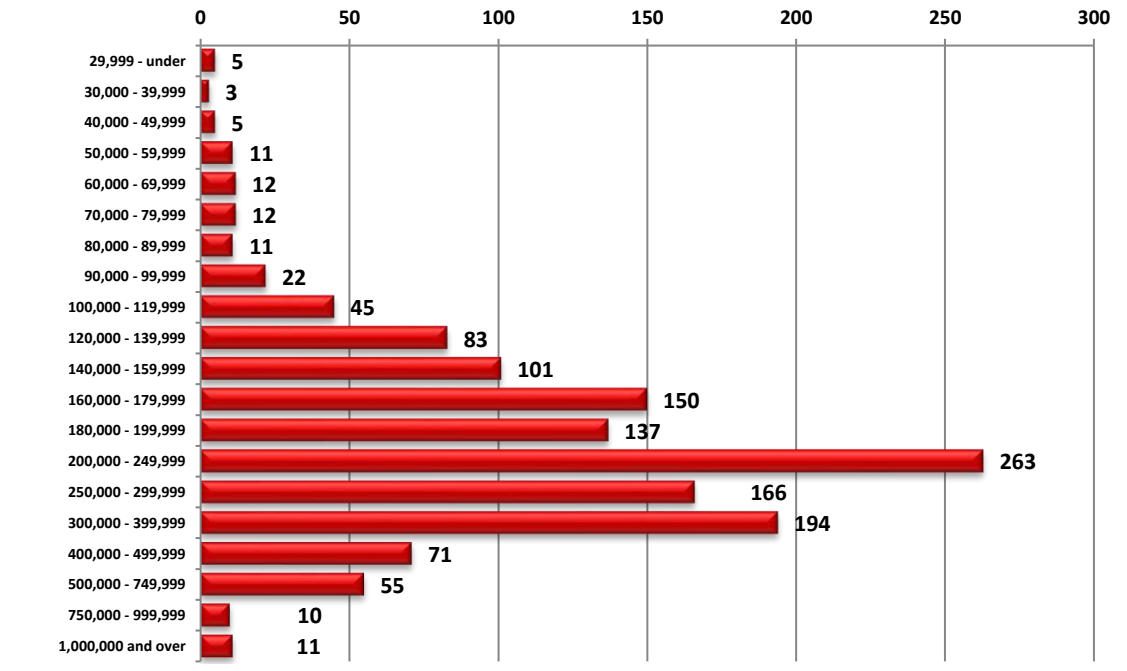


### Active Listings Price Breakdown



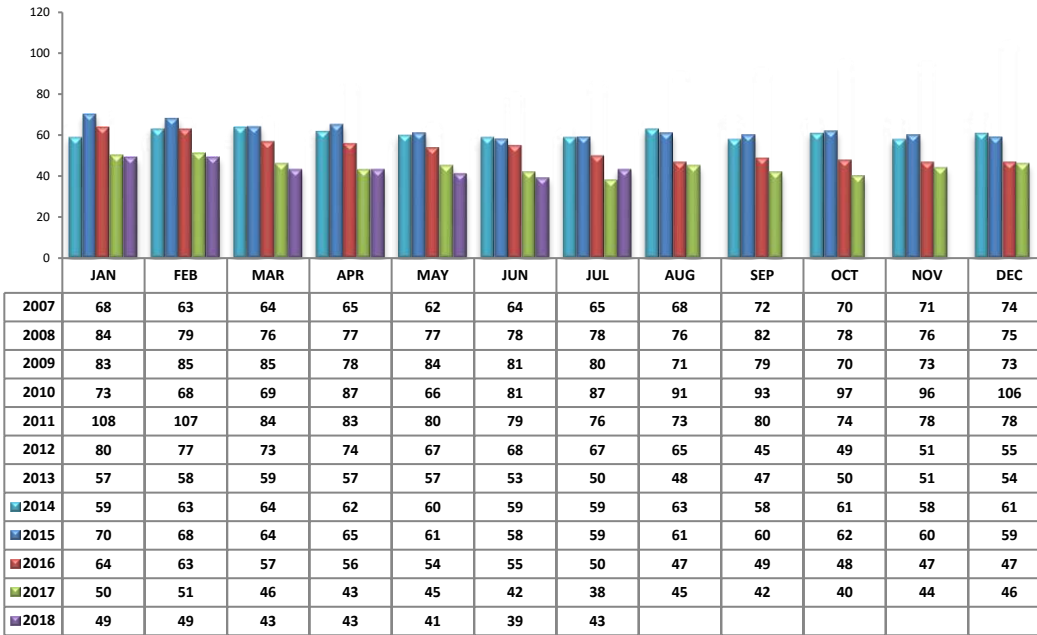
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**Sold Price Breakdown**



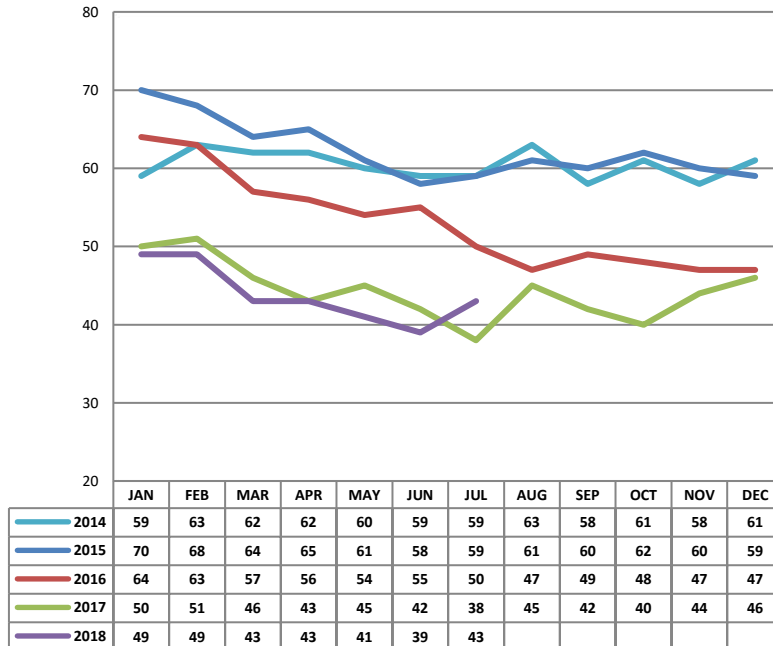
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**Average Days on Market/Listing - July 2018**

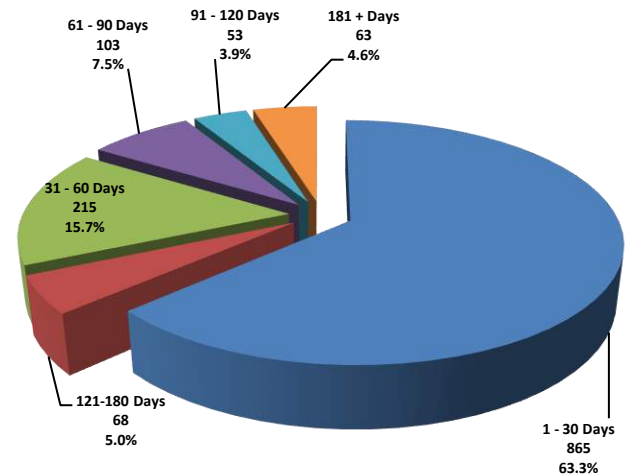


Area	# of Listings
C	31
E	33
N	53
NE	54
NW	47
S	17
SE	33
SW	30
UNW	90
USE	29
W	38
XNE	751
XNW	25
XSE	69
XSW	196
XW	56

**Annual Comparison - Average Days on Market**

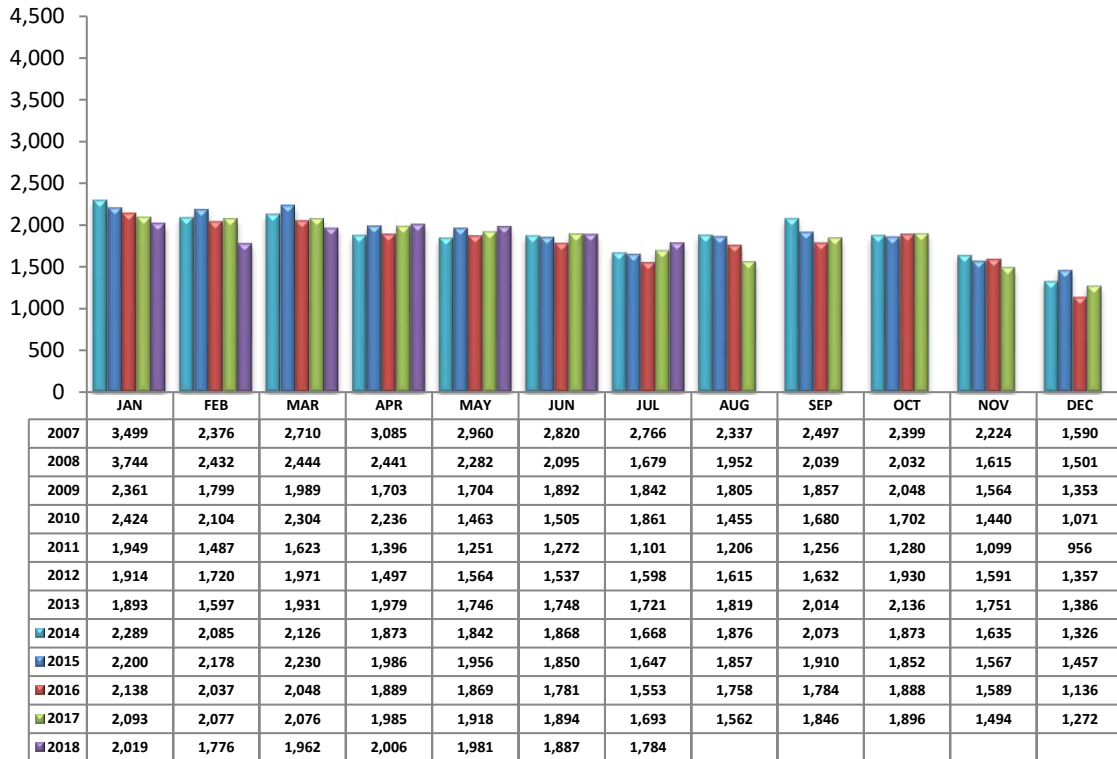


**Average Days on Market/Listing Breakdown**



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### New Listings – July 2018



Area	# of Listings
C	254
E	177
N	169
NE	86
NW	356
S	101
SE	61
SW	113
UNW	62
USE	142
W	142
XNE	4
XNW	5
XSE	6
XSW	17
XW	89

\*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.
Oct 2017	131	288	45
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

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### Notes on 2017 Area Boundary Updates

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