

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

- Total Sales Volume this month of \$360,404,000 is an increase of 33.47% from last month's number of \$270,019,575.
- The Average Sales Price of \$246,514 is a decrease of 1.04% from \$249,095 in February.
- Average List Price of \$252,954 is a decrease of 0.91% from last month's number of \$255,269.
- Total Under Contract increased from 1,998 in February to 2,157 this month.
- Total Unit Sales jumped from 1,084 in February to 1,462 this month, up 34.87%, but down by .07% from March 2017.
- The Median Sales Price of \$210,000 is up 1.45% from \$207,000 in February, and up 6.60% since this time last year.
- New Listings increased to 1,962 from 1,776 last month.
- Total Active Listings of 3,186 decreased from last month's number of 3,293, a 3.25% drop.
- Average Days on Market dropped to 43 from 49 last month.
- Conventional loan sales of 43.6% exceeded Cash Sales of 27.6%.

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.

March 2018 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
March	\$360,404,000	\$335,720,904	7.35%
February	\$270,019,575	\$255,659,723	5.62%
Month % Change	33.47%	31.32%	

Average Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
March	\$246,514	\$229,474	7.43%
February	\$249,095	\$229,703	8.44%
Month % Change	-1.04%	-0.10%	

Average List Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
March	\$252,954	\$230,186	9.89%
February	\$255,269	\$230,859	10.57%
Month % Change	-0.91%	-0.29%	

Total Under Contract

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
March	2,157	2,181	-1.10%
February	1,998	2,038	-1.96%
Month % Change	7.96%	7.02%	

Total Unit Sales

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
March	1,462	1,463	-0.07%
February	1,084	1,113	-2.61%
Month % Change	34.87%	31.45%	

Median Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
March	\$210,000	\$197,000	6.60%
February	\$207,000	\$194,000	6.70%
Month % Change	1.45%	1.55%	

New Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
March	1,962	2,076	-5.49%
February	1,776	2,077	-14.49%
Month % Change	10.47%	-0.05%	

Active Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
March	3,186	3,376	-5.63%
February	3,293	3,405	-3.29%
Month % Change	-3.25%	-0.85%	

March 2018 - Active and Sold by Zip Code

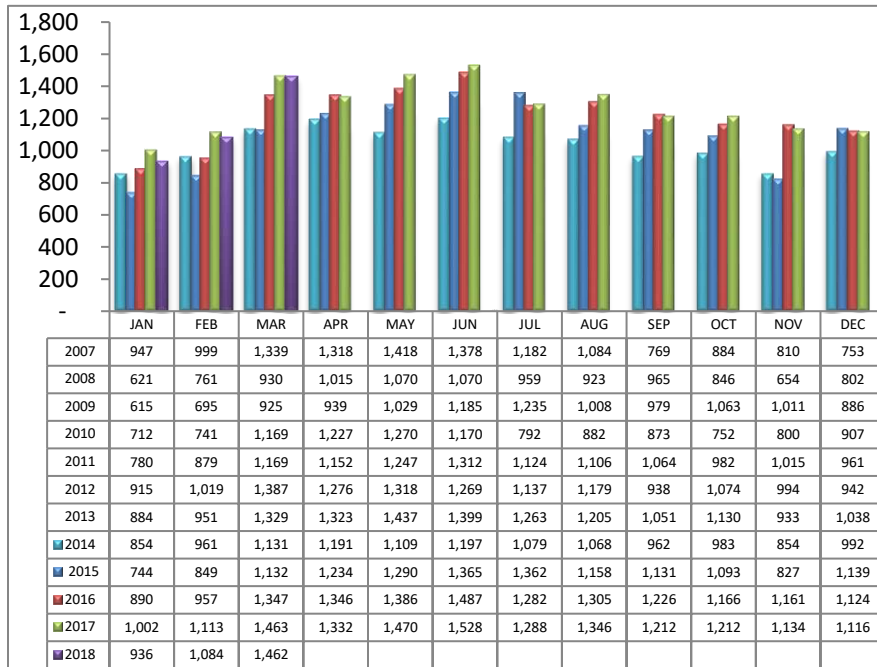
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85123	0	0	0.00%	85645	0	0	0.00%	85713	78	54	69.23%	85740	0	0	0.00%
85145	15	7	46.67%	85648	0	0	0.00%	85714	10	10	100.00%	85741	58	46	79.31%
85245	0	0	0.00%	85653	112	36	32.14%	85715	85	41	48.24%	85742	125	63	50.40%
85601	0	0	0.00%	85654	0	0	0.00%	85716	101	42	41.58%	85743	101	66	65.35%
85602	1	0	0.00%	85658	161	51	31.68%	85717	0	0	0.00%	85745	120	57	47.50%
85611	0	0	0.00%	85701	16	3	18.75%	85718	223	65	29.15%	85746	47	33	70.21%
85614	1	0	0.00%	85704	99	37	37.37%	85719	70	32	45.71%	85747	85	64	75.29%
85616	0	0	0.00%	85705	52	32	61.54%	85730	62	54	87.10%	85748	58	42	72.41%
85619	12	0	0.00%	85706	33	31	93.94%	85734	0	0	0.00%	85749	118	34	28.81%
85623	11	2	18.18%	85709	0	0	0.00%	85735	37	15	40.54%	85750	212	63	29.72%
85629	2	2	100.00%	85710	133	70	52.63%	85736	37	7	18.92%	85755	196	49	25.00%
85637	4	0	0.00%	85711	89	48	53.93%	85737	119	59	49.58%	85756	50	42	84.00%
85641	173	84	48.55%	85712	74	47	63.51%	85739	166	53	31.93%	85757	40	21	52.50%

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	6	1	1	8	4	C	406	1 -30 Days	854	
\$30,000 to \$39,999	5	5	1	11	4	E	250	31-60 Days	229	
\$40,000 to \$49,999	15	6	1	22	6	N	476	61 - 90 Days	145	
\$50,000 to \$59,999	19	16	2	37	12	NE	210	91-120 Days	96	
\$60,000 to \$69,999	21	9	7	37	6	NW	711	121 - 180 Days	95	
\$70,000 to \$79,999	25	14	3	42	19	S	91	Over 180 Days	43	
\$80,000 to \$89,999	29	28	2	59	18	SE	90	Avg. Days on Market		
\$90,000 to \$99,999	22	22	6	50	16	SW	147	43		
\$100,000 to \$119,999	64	67	15	146	59	UNW	181	Avg. Sold Price		
\$120,000 to \$139,999	117	118	32	267	97	USE	192	\$246,514		
\$140,000 to \$159,999	144	135	34	313	139	W	200	Median Sale Price		
\$160,000 to \$179,999	171	199	38	408	173	XNE	14	\$210,000		
\$180,000 to \$199,999	208	169	27	404	143	XNW	17	New Listings		
\$200,000 to \$249,999	381	313	77	771	249	XSE	9	1,962		
\$250,000 to \$299,999	425	190	47	662	178	XSW	47			
\$300,000 to \$399,999	535	238	62	835	187	XW	145			
\$400,000 to \$499,999	281	97	23	401	74	Sold Units per Area		Sales Volume by Area		
\$500,000 to \$749,999	350	77	30	457	53	C	211	\$43,155,071		
\$750,000 to \$999,999	204	18	8	230	18	E	166	\$30,460,137		
\$1,000,000 and over	164	13	6	183	7	N	147	\$55,066,065		
						NE	76	\$25,457,467		
						NW	284	\$82,765,273		
						S	71	\$9,993,706		
						SE	62	\$14,007,035		
						SW	94	\$14,162,624		
						UNW	57	\$16,345,800		
						USE	103	\$25,719,956		
Totals	3,186	1,735	422	5,343	1,462	W	116	\$29,017,402		
						XNE	0	\$0		
						XNW	7	\$1,346,720		
Home Sales Volume	\$360,404,000	\$335,720,904	7.35%	\$858,275,436	\$812,623,278	5.62%	XSE	1	\$397,885	
Home Sales Units	1,462	1,463	-0.07%	3,482	3,578	-2.68%	XSW	7	\$1,055,750	
Average Sales Price (All Residential)	\$246,514	\$229,474	7.43%	\$246,389	\$227,363	8.37%	XW	60	\$11,453,109	
Median Sales Price	\$210,000	\$197,000	6.60%	\$206,750	\$193,250	6.99%	Total Volume		\$360,404,000	
Average Days on Market:	43	46	-6.52%	46	49	-6.12%				
Average List Price for Sold:	\$252,954	\$230,186	9.89%	\$249,567	\$228,347	9.29%				
SP/LP %	97.45%	99.69%		98.73%	99.57%					
Total Under Contract	2,157	2,181	-1.10%							
Active Listings	3,186	3,376	-5.63%							
New Listings	1,962	2,076	-5.49%							

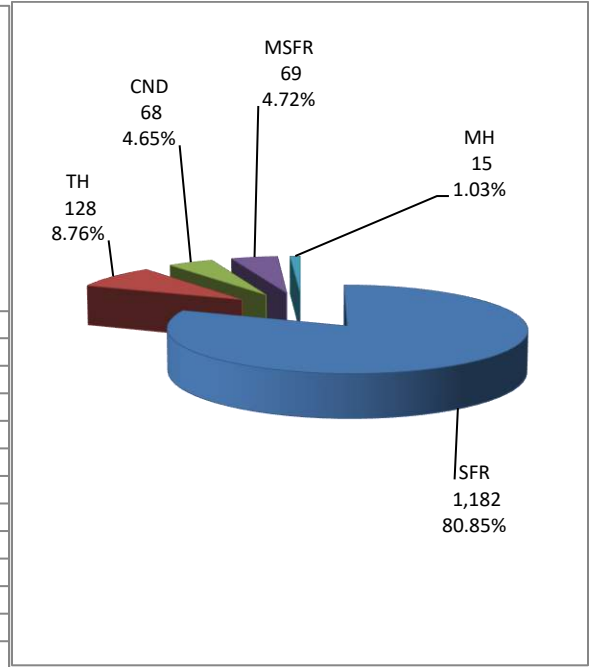
Types of Financing	Totals
FHA	252
VA	141
Other	19
Cash	403
Conventional	638
Cash/Loan	1
Carryback	8

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.

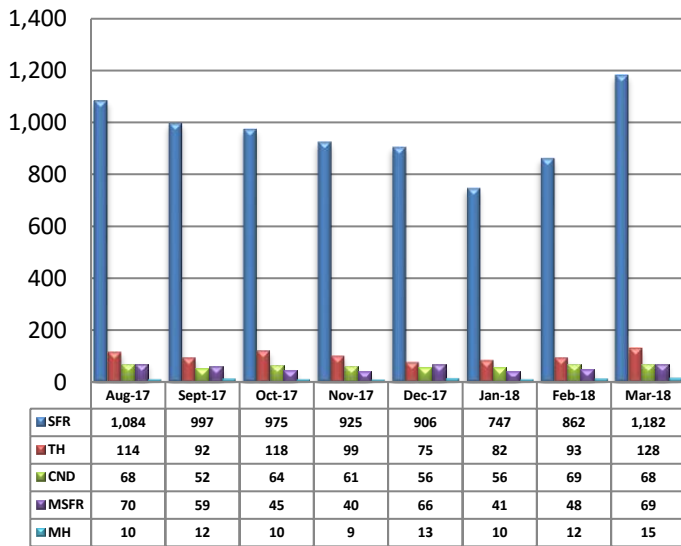
Total Unit Sales – March 2018



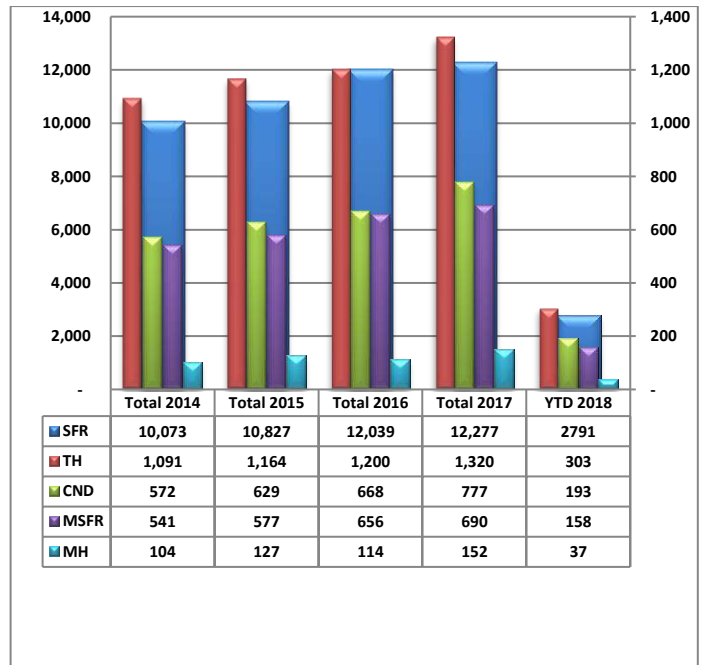
Unit Sales – Breakdown by Type



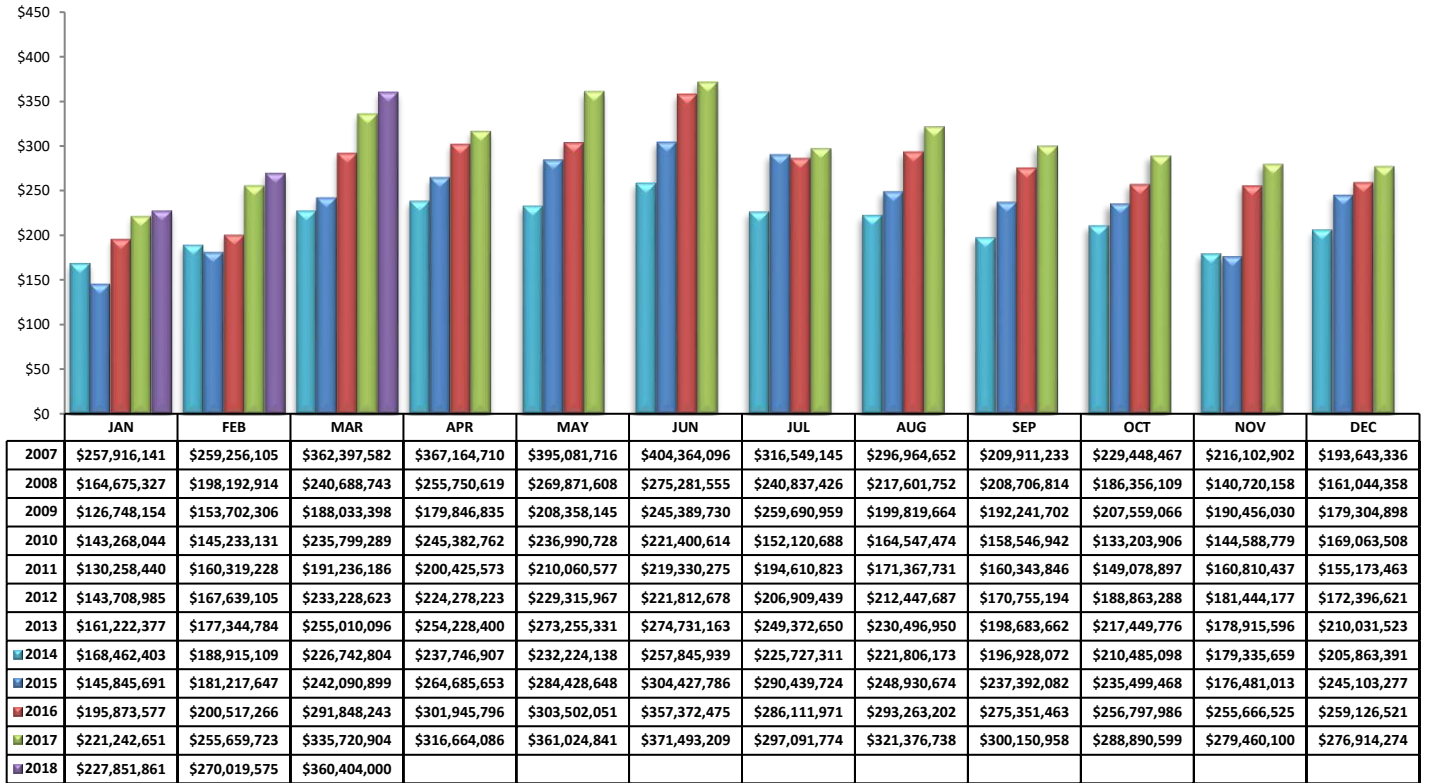
Total Unit Sales By Type - Monthly Comparison



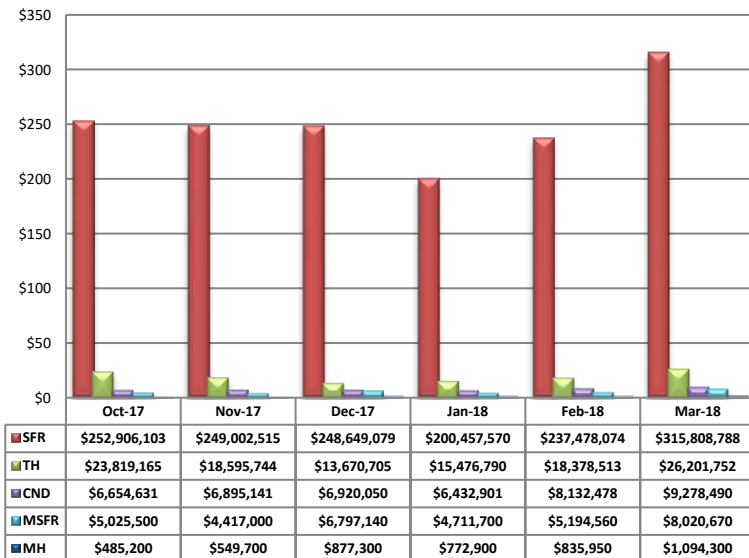
YTD Annual Comparison – Breakdown by Type



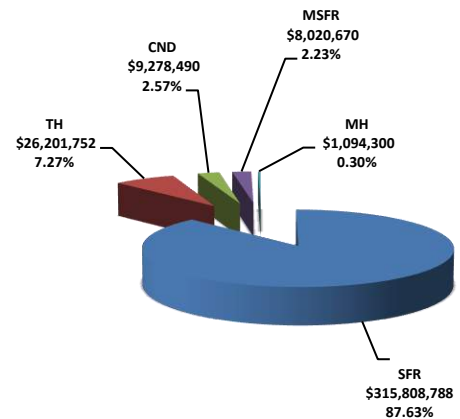
Total Sales Volume - March 2018



Total Sales Volume By Type - Monthly Comparison



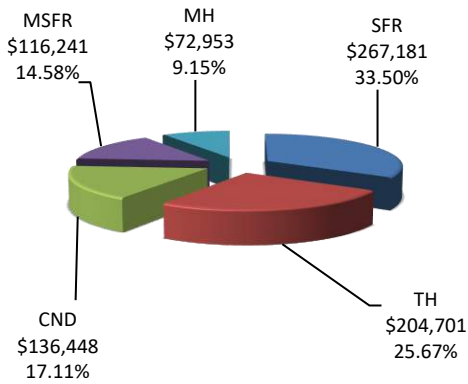
Monthly Volume by Type



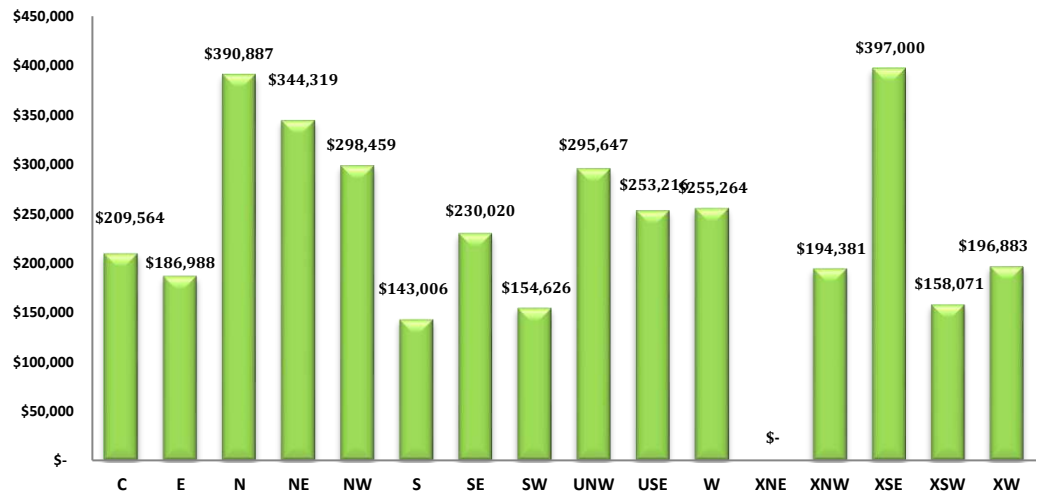
Average Sales Price – March 2018



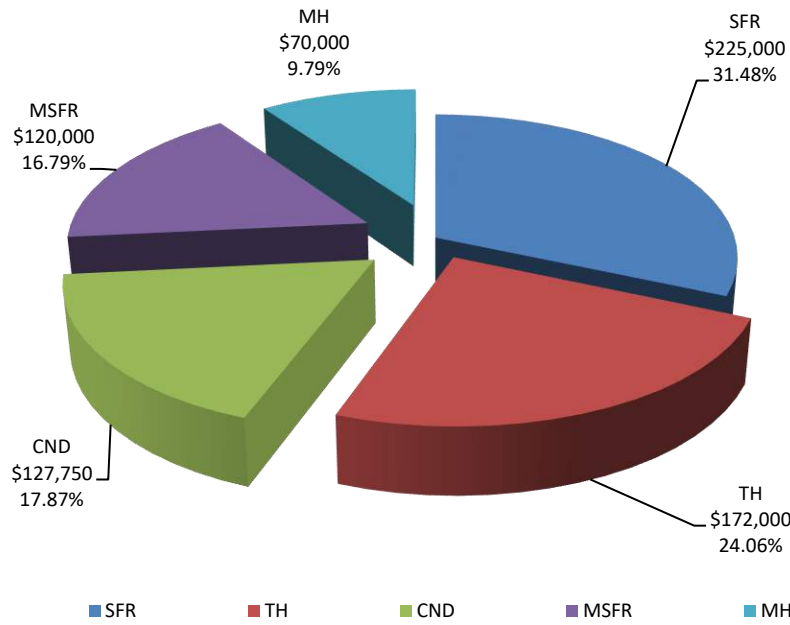
Average Sales Price by Type – March 2018



Average "Listing" Price per Area – March 2018



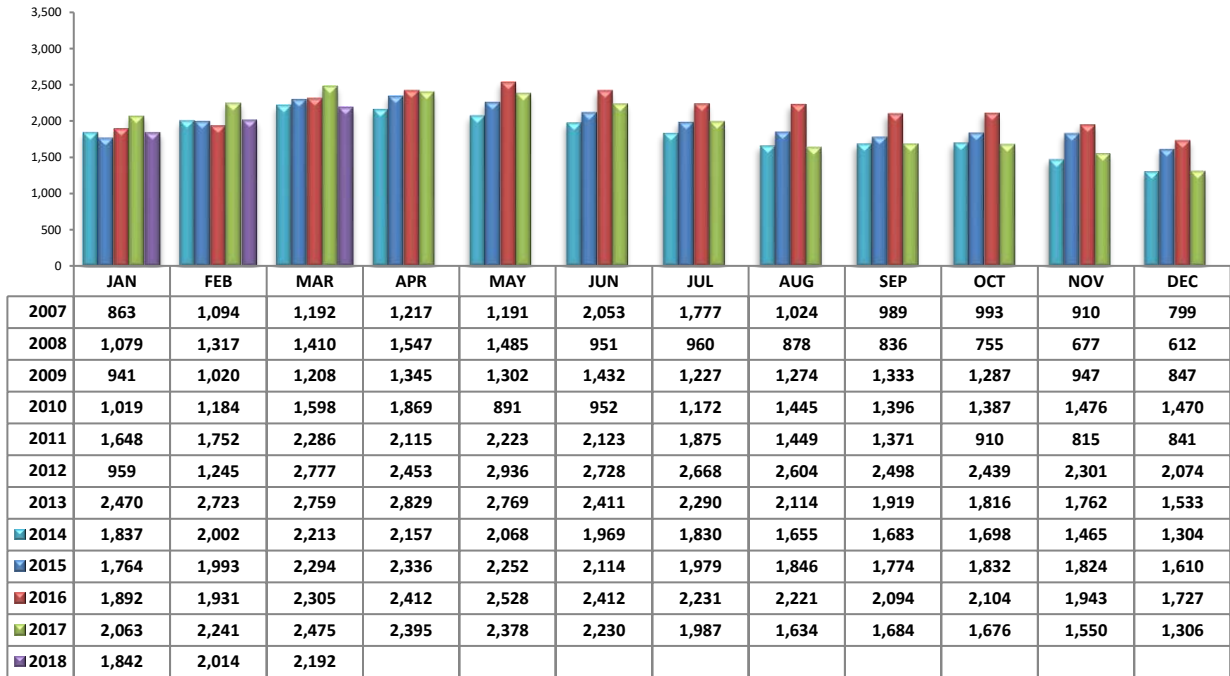
Median Sale Price - by Type



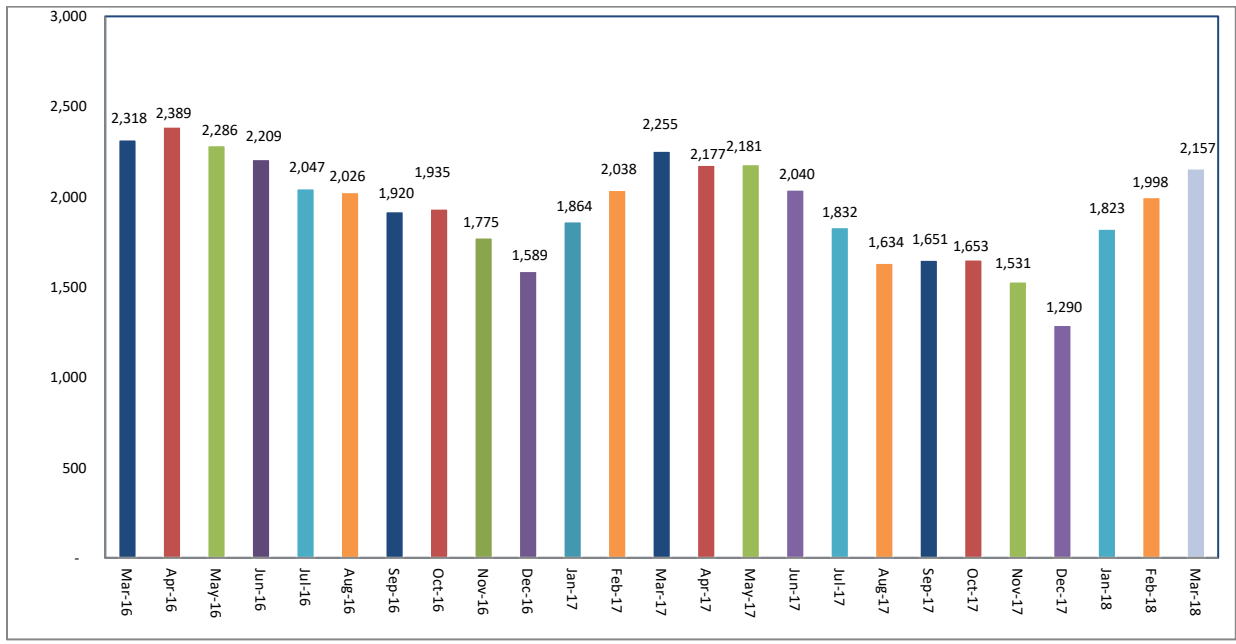
Median Sale Price - March 2018



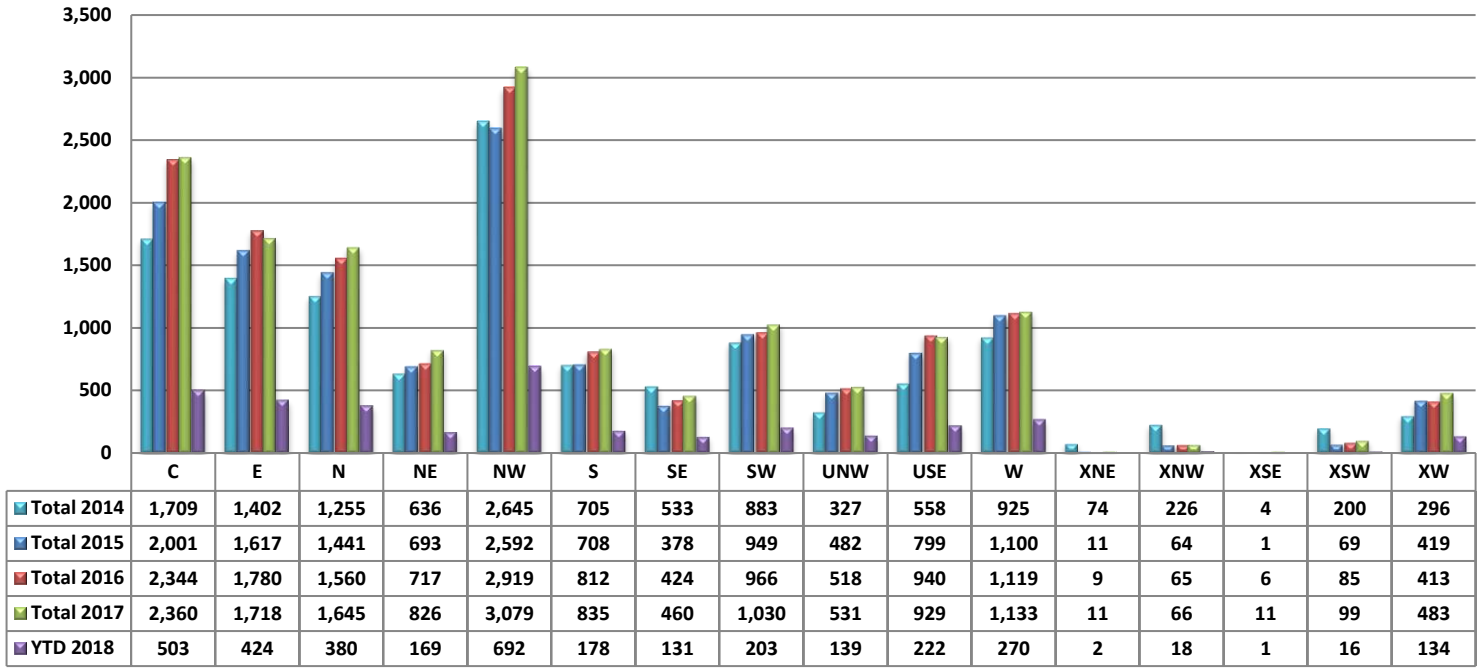
Newly Under Contract During The Month



Total Listings Still Under Contract At The End of The Month



Number of Sold Listings by Area – Annual Comparison



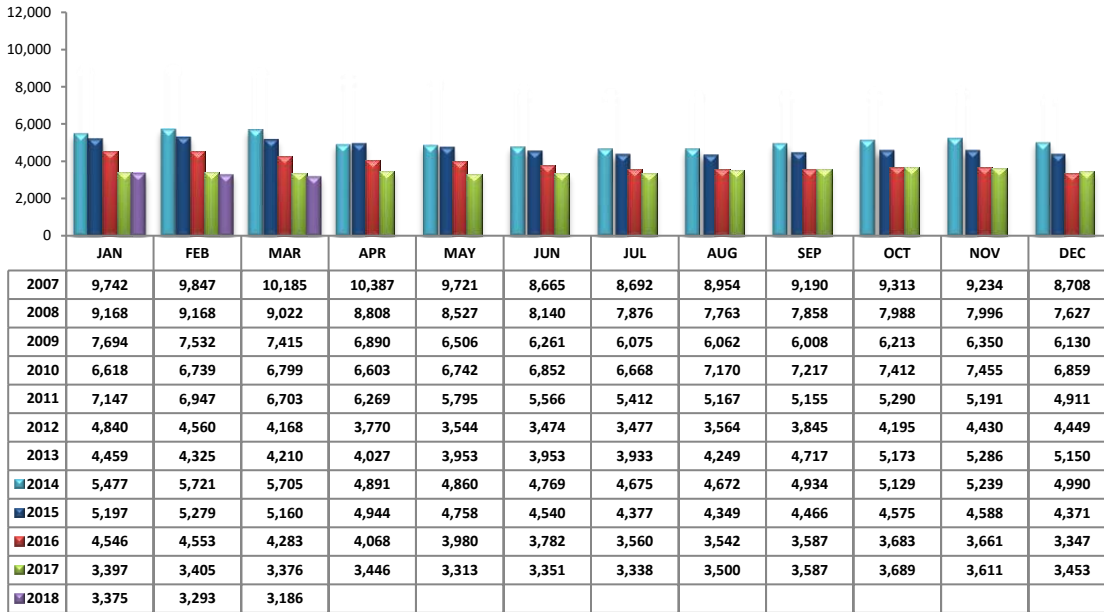
Average \$ Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$151,708	\$204,941	\$276,569	\$399,310	\$204,526
E	\$118,570	\$183,229	\$211,641	\$325,250	\$183,494
N	\$230,215	\$331,653	\$556,863	\$675,426	\$374,599
NE	\$166,075	\$306,698	\$369,739	\$531,791	\$334,966
NW	\$253,062	\$265,473	\$355,998	\$400,107	\$291,427
S	\$99,300	\$141,708	\$158,587	\$198,933	\$140,756
SE	\$193,714	\$213,378	\$250,432	\$387,500	\$225,919
SW	\$90,330	\$162,036	\$174,214	\$-	\$150,666
UNW	\$303,785	\$288,509	\$238,557	\$207,500	\$286,768
USE	\$218,942	\$222,233	\$275,150	\$323,141	\$249,708
W	\$194,141	\$227,659	\$330,707	\$438,000	\$250,150
XNE	\$-	\$-	\$-	\$-	\$-
XNW	\$130,900	\$168,996	\$236,276	\$-	\$192,388
XSE	\$-	\$-	\$397,885	\$-	\$397,885
XSW	\$71,000	\$160,687	\$171,000	\$-	\$150,821
XW	\$82,625	\$163,450	\$244,047	\$202,698	\$190,885

Units Sold per Area by # of Bedrooms

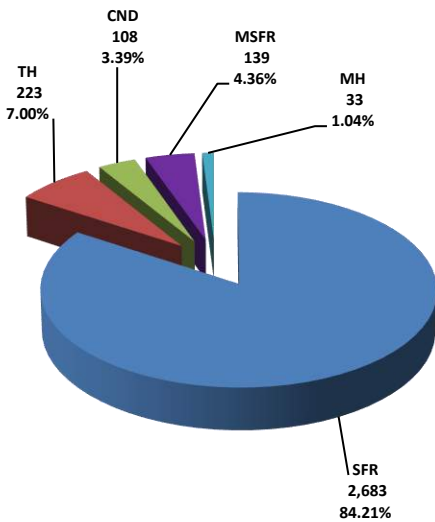
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	62	111	34	4	211
E	27	92	43	4	166
N	51	55	22	19	147
NE	12	34	18	12	76
NW	65	135	71	13	284
S	14	33	21	3	71
SE	7	34	20	1	62
SW	20	44	30	0	94
UNW	27	21	7	2	57
USE	11	46	37	9	103
W	24	62	27	3	116
XNE	0	0	0	0	0
XNW	1	3	3	0	7
XSE	0	0	1	0	1
XSW	1	4	2	0	7
XW	4	29	22	5	60

Active Listings

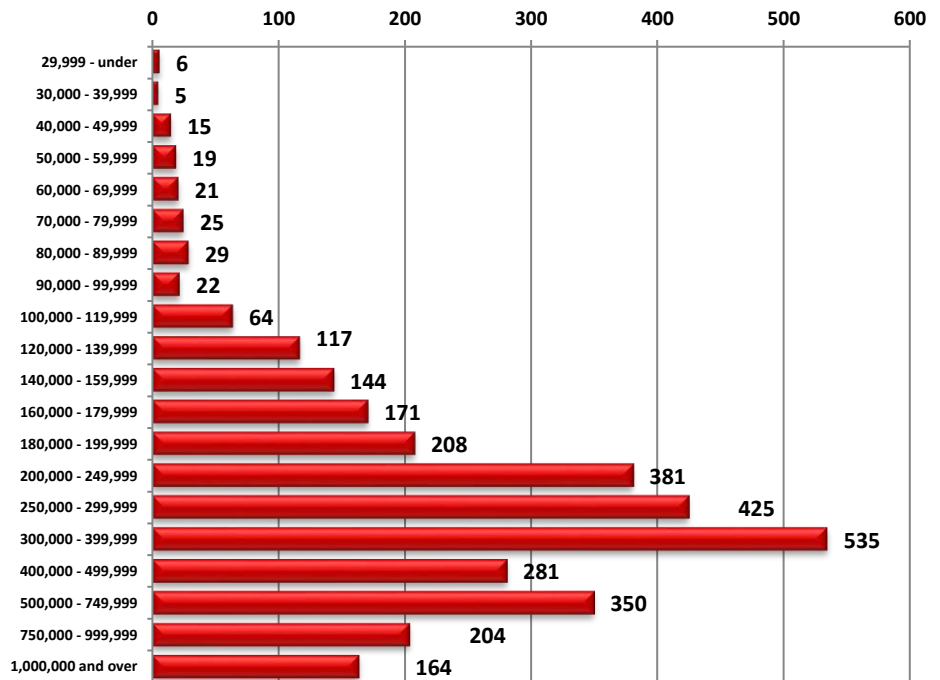


Area	# of Listings
C	406
E	250
N	476
NE	210
NW	711
S	91
SE	90
SW	147
UNW	181
USE	192
W	200
XNE	14
XNW	17
XSE	9
XSW	47
XW	145

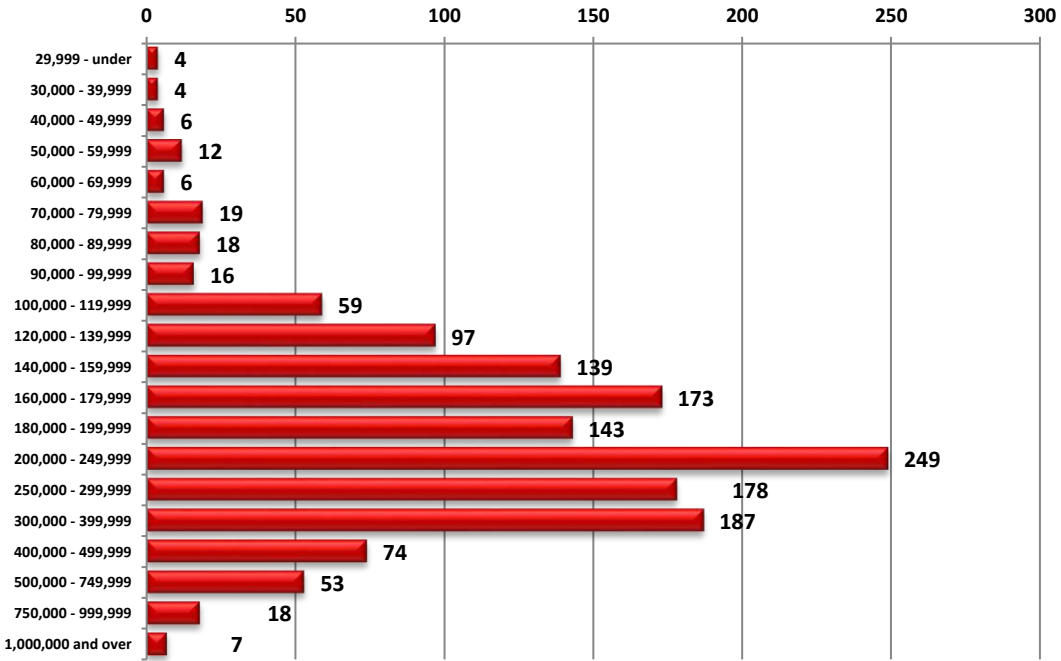
Active Listings Unit Breakdown



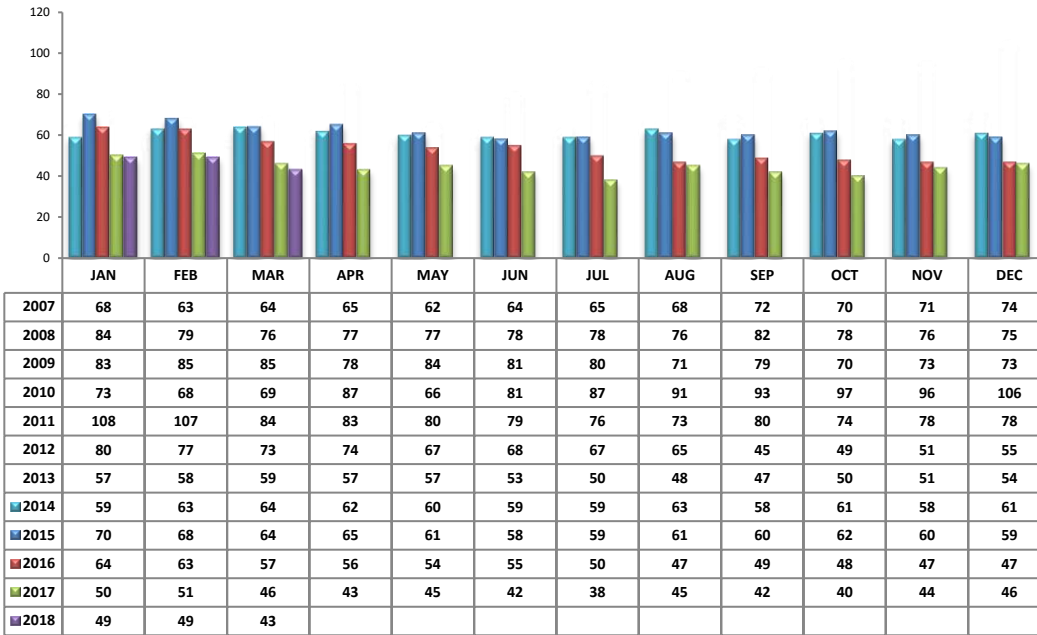
Active Listings Price Breakdown



Sold Price Breakdown

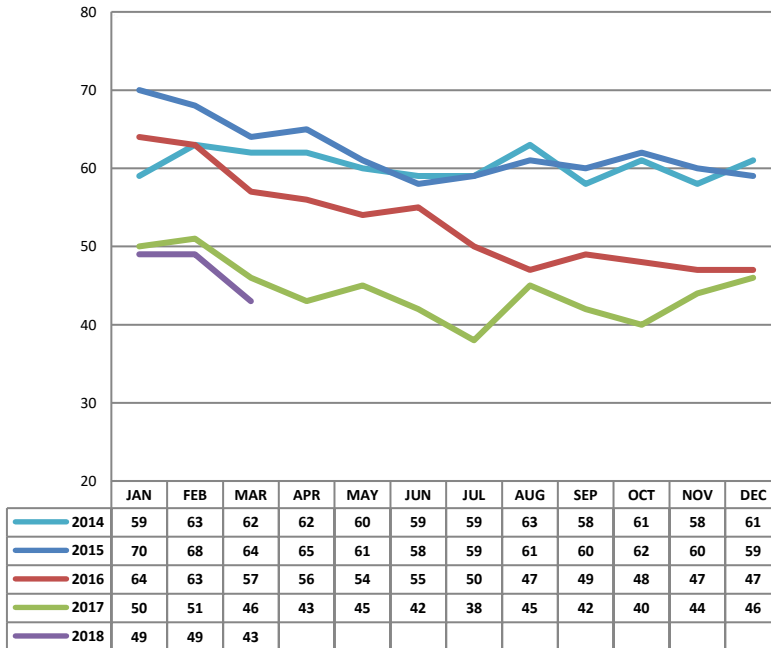


Average Days on Market/Listing - March 2018

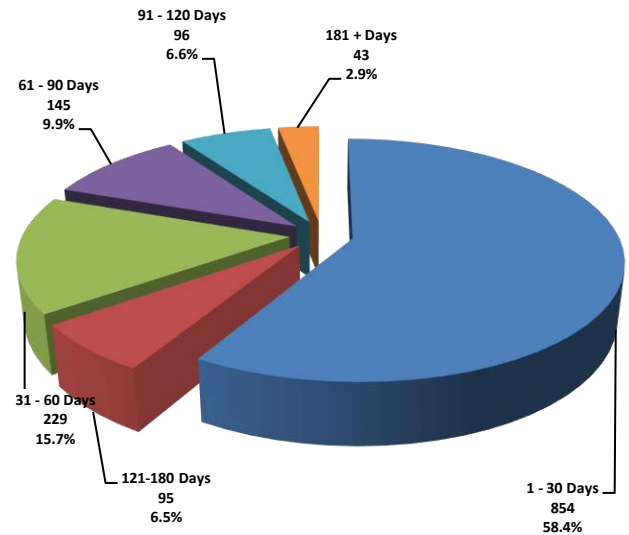


Area	# of Listings
C	43
E	43
N	43
NE	40
NW	38
S	32
SE	34
SW	47
UNW	55
USE	51
W	37
XNE	0
XNW	78
XSE	102
XSW	119
XW	66

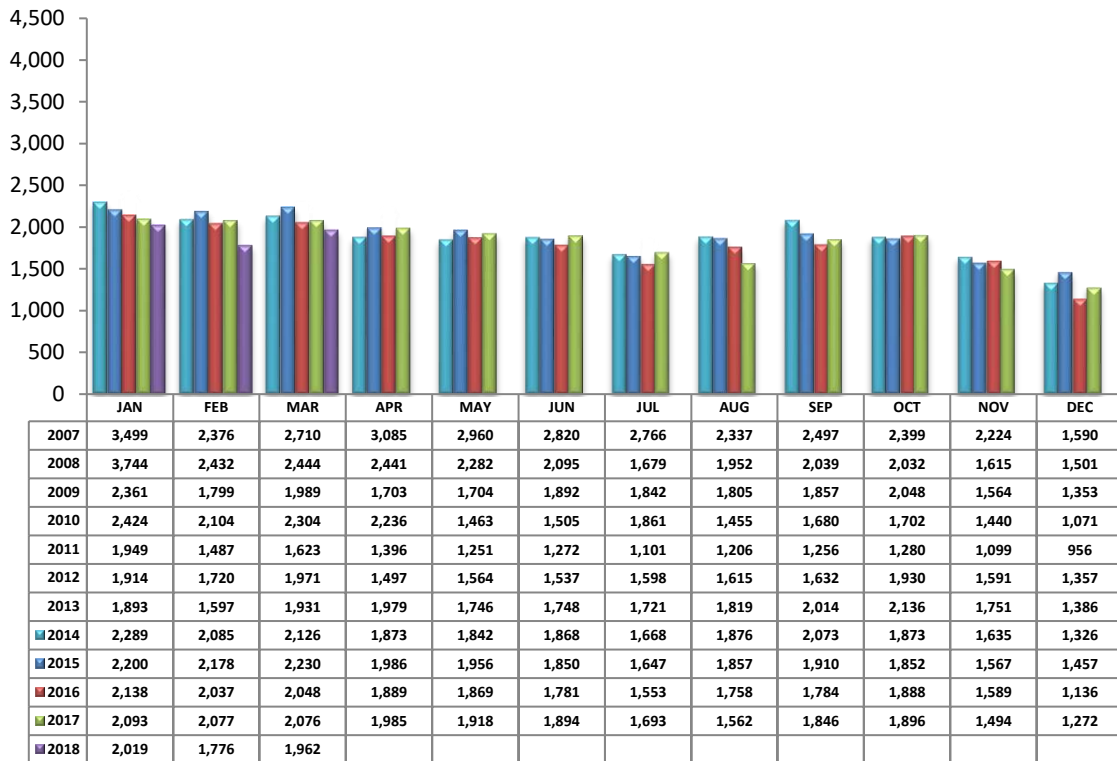
Annual Comparison - Average Days on Market



Average Days on Market/Listing Breakdown



New Listings - March 2018



Area	# of Listings
C	271
E	212
N	236
NE	118
NW	363
S	102
SE	70
SW	109
UNW	67
USE	156
W	147
XNE	3
XNW	8
XSE	3
XSW	17
XW	80

*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.
June 2017	119	276	65
July 2017	114	286	58
Aug 2017	106	276	40
Sept 2017	135	236	46
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

Notes on 2017 Area Boundary Updates

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