

**For Immediate
Release:
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Multiple Listing Service of Southern Arizona Monthly Statistics July 2019

Below are some highlights from the July Residential Sales Statistics:

- Total Sales Volume of \$428,196,066 is up from \$427,698,923 in June, a 0.12% increase and up 23.36% from July 2018.
- The Average Sales Price of \$278,230 is a decrease of 1.77% from \$283,244 last month.
- Average List Price of \$283,565 is a slight increase of 0.34% from \$284,524 in June.
- Total Under Contract of 1,868 decreased 2.71% since June's number of 1,920.
- Total Unit Sales of 1,539 is an increase of 1.92% since last month's number of 1,510 and increased 12.58% since July 2018.
- The Median Sales Price of \$233,000 is an increase of 0.43% since June's number of \$232,000 and an increase of 8.37% from July 2018.
- New Listings of 1,714 decreased 9.74% from 1,899 in June.
- Total Active Listings of 2,525 is a decrease of 5.75% from June and a decrease of 14.90% from last year.
- Average Days on Market decreased to 36 this month from 38 last month.
- Conventional loan sales of 51.9% exceeded Cash Sales of 20.5%.



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



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July 2019 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
July	\$428,196,066	\$347,114,173	23.36%
June	\$427,698,923	\$412,805,427	3.61%
Month % Change	0.12%	-15.91%	

Average Sales Price

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
July	\$278,230	\$253,924	9.57%
June	\$283,244	\$259,137	9.30%
Month % Change	-1.77%	-2.01%	

Average List Price

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
July	\$283,565	\$260,279	8.95%
June	\$284,524	\$264,328	7.64%
Month % Change	-0.34%	-1.53%	

Total Under Contract

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
July	1,868	1,776	5.18%
June	1,920	1,856	3.45%
Month % Change	-2.71%	-4.31%	

Total Unit Sales

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
July	1,539	1,367	12.58%
June	1,510	1,593	-5.21%
Month % Change	1.92%	-14.19%	

Median Sales Price

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
July	\$233,000	\$215,000	8.37%
June	\$232,000	\$212,000	9.43%
Month % Change	0.43%	1.42%	

New Listings

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
July	1,714	1,784	-3.92%
June	1,899	1,887	0.64%
Month % Change	-9.74%	-5.46%	

Active Listings

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
July	2,525	2,967	-14.90%
June	2,679	2,974	-9.92%
Month % Change	-5.75%	-0.24%	

July 2019 - Active and Sold by Zip Code

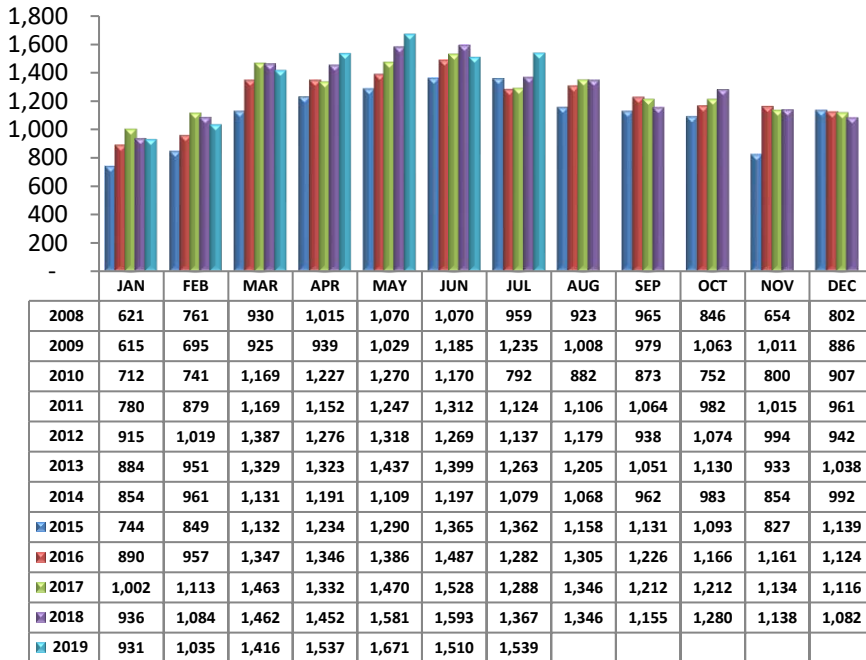
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85145	17	7	41.18%	85645	0	0	0.00%	85713	73	38	52.05%	85741	48	59	122.92%
85245	0	0	0.00%	85648	0	0	0.00%	85714	13	8	61.54%	85742	112	72	64.29%
85601	0	0	0.00%	85653	145	39	26.90%	85715	50	45	90.00%	85743	73	53	72.60%
85602	0	0	0.00%	85658	129	48	37.21%	85716	73	57	78.08%	85744	0	0	0.00%
85611	0	0	0.00%	85701	27	6	22.22%	85718	178	54	0.00%	85745	94	59	62.77%
85614	0	1	0.00%	85703	0	0	0.00%	85719	82	36	30.34%	85746	37	40	108.11%
85616	0	0	0.00%	85704	63	56	88.89%	85720	0	1	43.90%	85747	76	83	109.21%
85619	23	0	0.00%	85705	52	32	61.54%	85730	45	59	131.11%	85748	39	27	69.23%
85622	0	0	0.00%	85706	46	41	89.13%	85734	0	0	0.00%	85749	59	37	62.71%
85623	9	7	77.78%	85709	0	1	0.00%	85735	31	11	35.48%	85750	149	74	49.66%
85629	2	1	50.00%	85710	81	75	92.59%	85736	13	8	61.54%	85755	135	55	40.74%
85637	2	0	0.00%	85711	61	52	85.25%	85737	104	56	53.85%	85756	37	42	113.51%
85641	152	85	55.92%	85712	60	38	63.33%	85739	85	50	58.82%	85757	50	26	52.00%

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	1	0	0	1	6	C	365	1 -30 Days	1,040	
\$30,000 to \$39,999	4	0	1	5	2	E	161	31-60 Days	210	
\$40,000 to \$49,999	6	3	0	9	1	N	363	61 - 90 Days	123	
\$50,000 to \$59,999	4	8	1	13	6	NE	112	91-120 Days	63	
\$60,000 to \$69,999	13	6	1	20	6	NW	551	121 - 180 Days	53	
\$70,000 to \$79,999	17	14	1	32	12	S	105	Over 180 Days	50	
\$80,000 to \$89,999	14	16	3	33	16	SE	73	Avg. Days on Market		
\$90,000 to \$99,999	15	18	3	36	13	SW	140	36		
\$100,000 to \$119,999	47	30	8	85	31	UNW	98	Avg. Sold Price		
\$120,000 to \$139,999	71	82	17	170	50	USE	168	\$278,230		
\$140,000 to \$159,999	77	103	19	199	93	W	147	Median Sale Price		
\$160,000 to \$179,999	90	146	39	275	140	XNE	23	\$233,000		
\$180,000 to \$199,999	142	167	37	346	169	XNW	18	New Listings		
\$200,000 to \$249,999	400	288	99	787	318	XSE	5	1,714		
\$250,000 to \$299,999	384	196	63	643	209	XSW	20			
\$300,000 to \$399,999	459	197	59	715	234	XW	176			
\$400,000 to \$499,999	217	80	26	323	115	Sold Units per Area		Sales Volume by Area		
\$500,000 to \$749,999	278	72	19	369	77	C	232	\$53,434,364		
\$750,000 to \$999,999	148	21	11	180	34	E	161	\$31,595,679		
\$1,000,000 and over	138	9	5	152	7	N	148	\$64,233,128		
						NE	84	\$28,882,970		
						NW	326	\$107,441,847		
						S	88	\$14,460,225		
						SE	54	\$13,890,533		
						SW	83	\$15,707,397		
						UNW	57	\$19,005,600		
						USE	127	\$34,131,152		
Totals	2,525	1,456	412	4,393	1,539	W	114	\$32,067,225		
						XNE	0	\$0		
						XNW	7	\$1,331,490		
Home Sales Volume	<u>Jul-19</u> \$428,196,066	<u>Jul-18</u> \$347,114,173	<u>% Change</u> 23.36%	<u>YTD 2019</u> \$2,599,049,494	<u>YTD 2018</u> \$2,407,106,853	<u>% Change</u> 7.97%	XSE	1	\$245,000	
Home Sales Units	1,539	1,367	12.58%	9,639	9,475	1.73%	XSW	12	\$1,371,700	
Average Sales Price (All Residential)	\$278,230	\$253,924	9.57%	\$273,516	\$256,004	6.84%	XW	45	\$10,397,756	
Median Sales Price	\$233,000	\$215,000	8.37%	\$230,782	\$213,922	7.88%	Total Volume		\$428,196,066	
Average Days on Market:	36	43	-16.28%	38	42	-9.52%				
Average List Price for Sold:	\$283,565	\$260,279	8.95%	\$281,482	\$261,955	7.45%				
SP/LP %	98.12%	97.56%		97.17%	97.73%					
Total Under Contract	1,868	1,776	5.18%							
Active Listings	2,525	2,967	-14.90%							
New Listings	1,714	1,784	-3.92%							

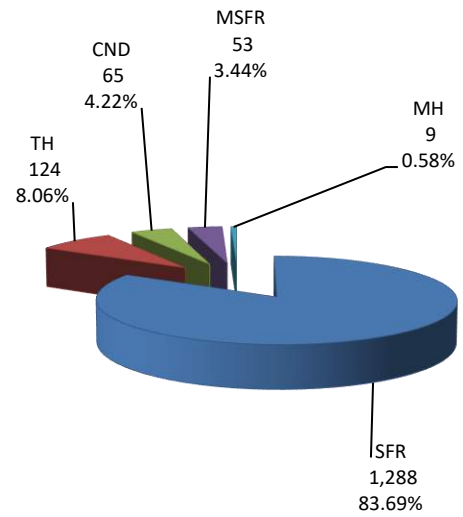
Types of Financing	Totals
FHA	221
VA	184
Other	11
Cash	315
Conventional	799
Cash/Loan	5
Carryback	4

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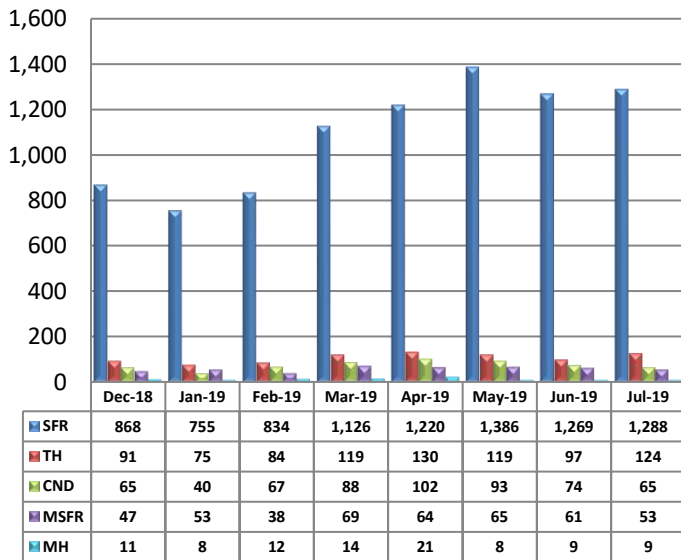
Total Unit Sales – July 2019



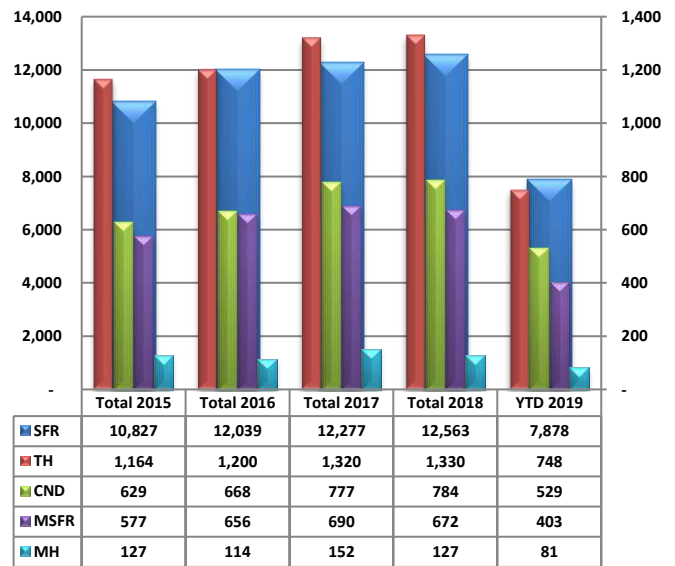
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

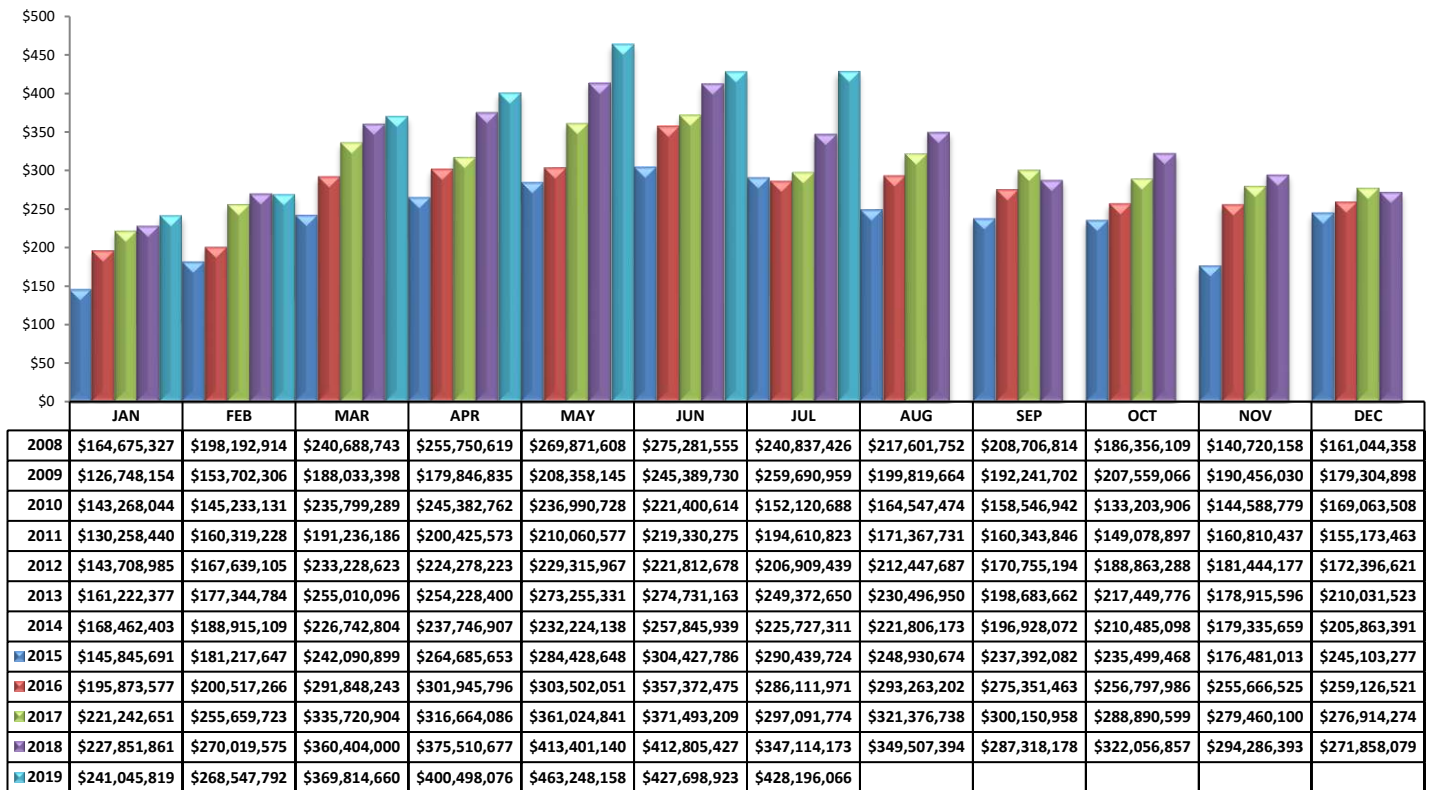


YTD Annual Comparison – Breakdown by Type

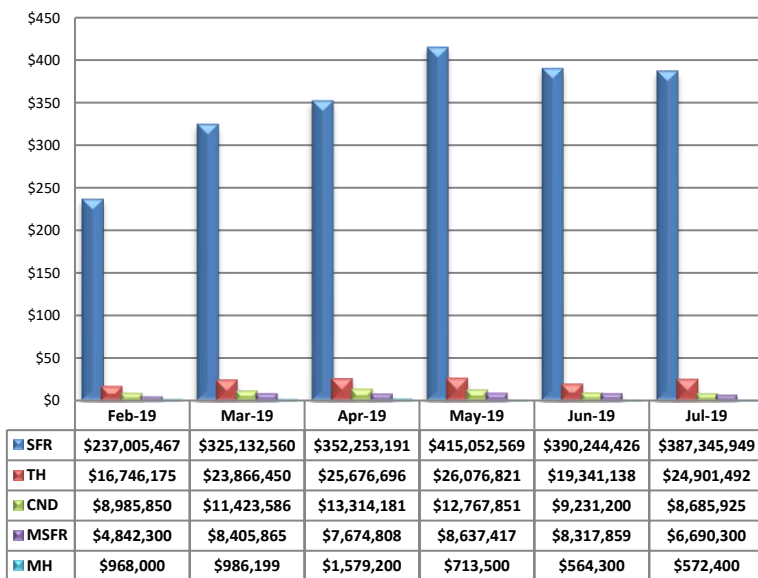


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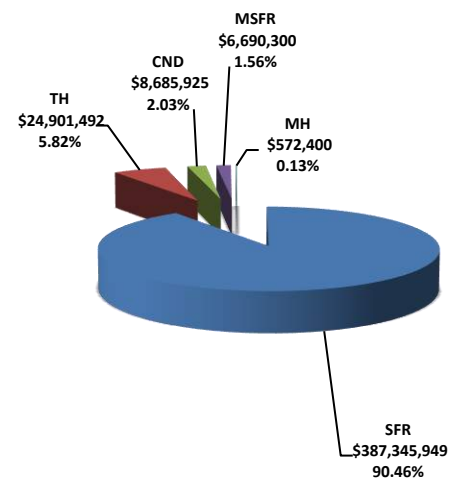
Total Sales Volume - July 2019



Total Sales Volume By Type - Monthly Comparison

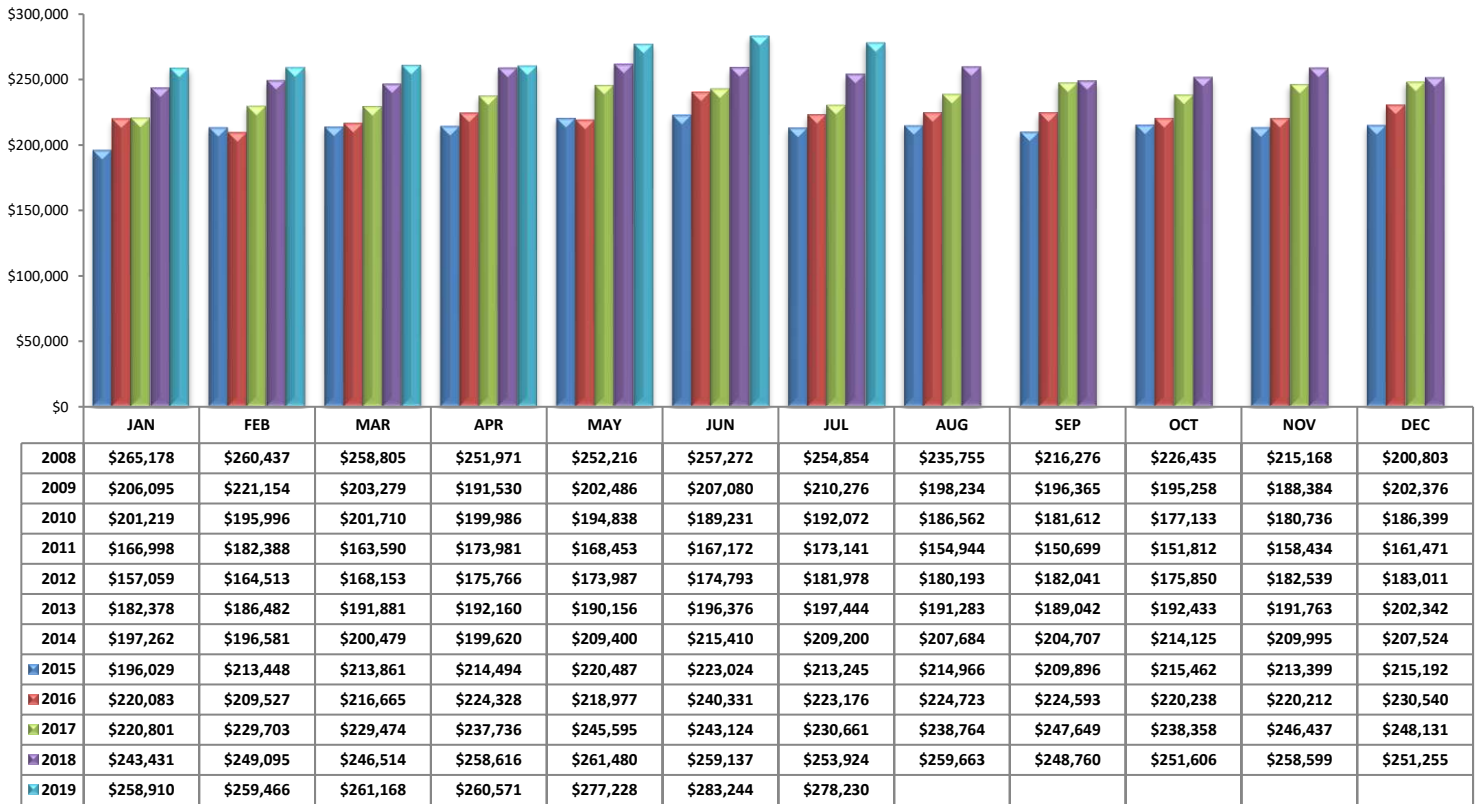


Monthly Volume by Type

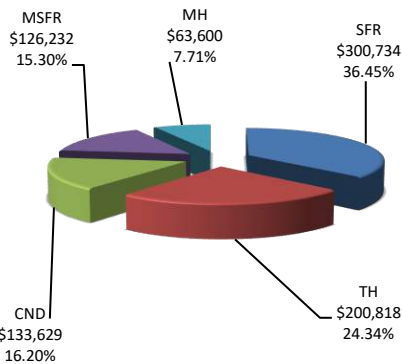


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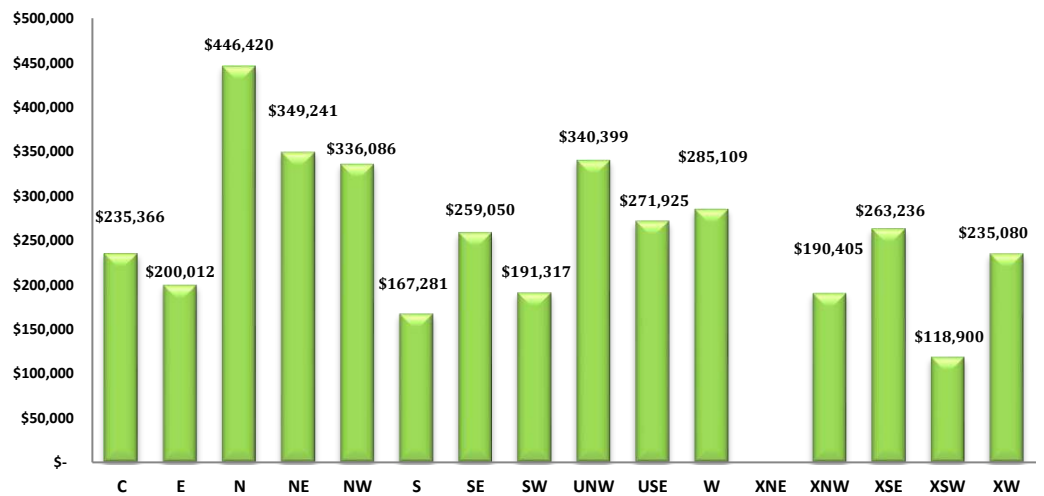
Average Sales Price – July 2019



Average Sales Price by Type – July 2019

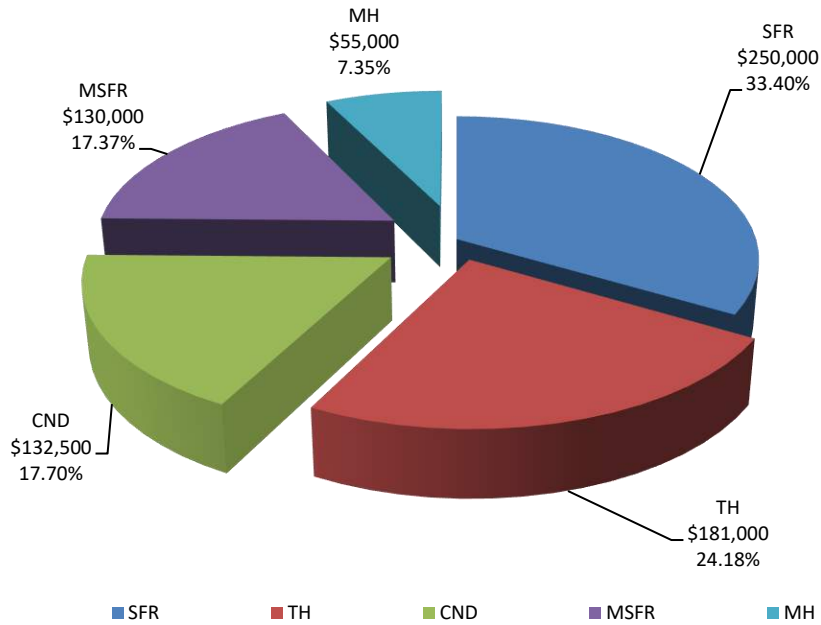


Average "Listing" Price per Area – July 2019



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Median Sale Price - by Type

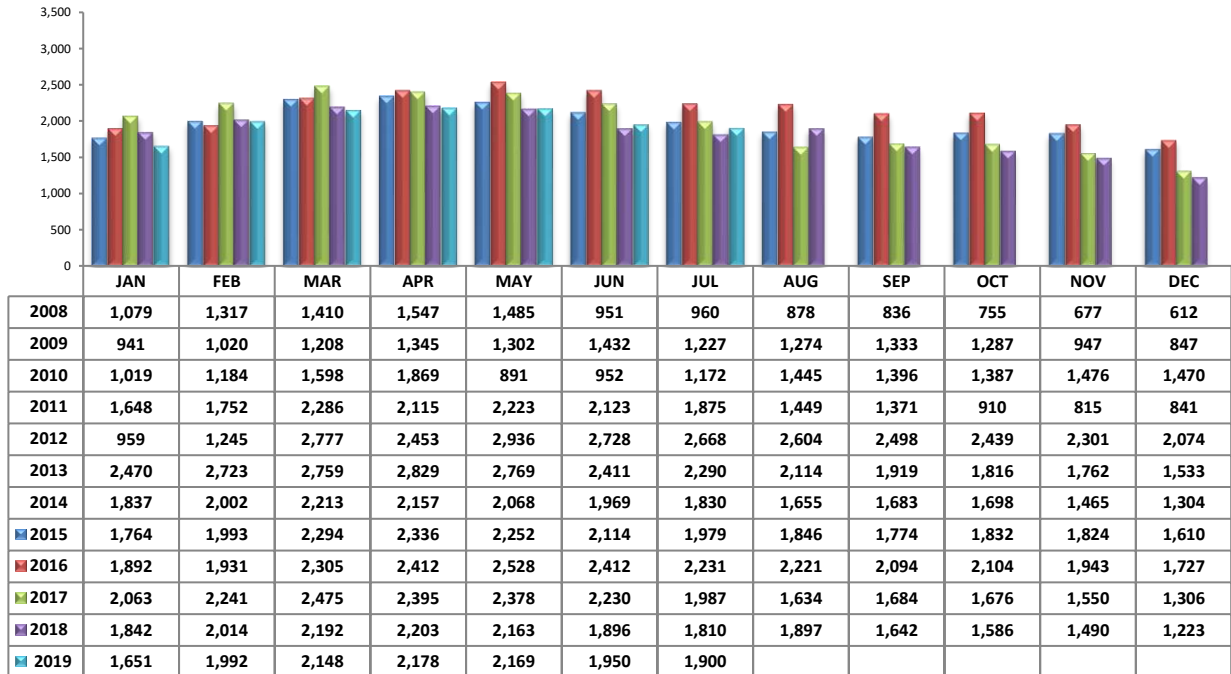


Median Sale Price - July 2019

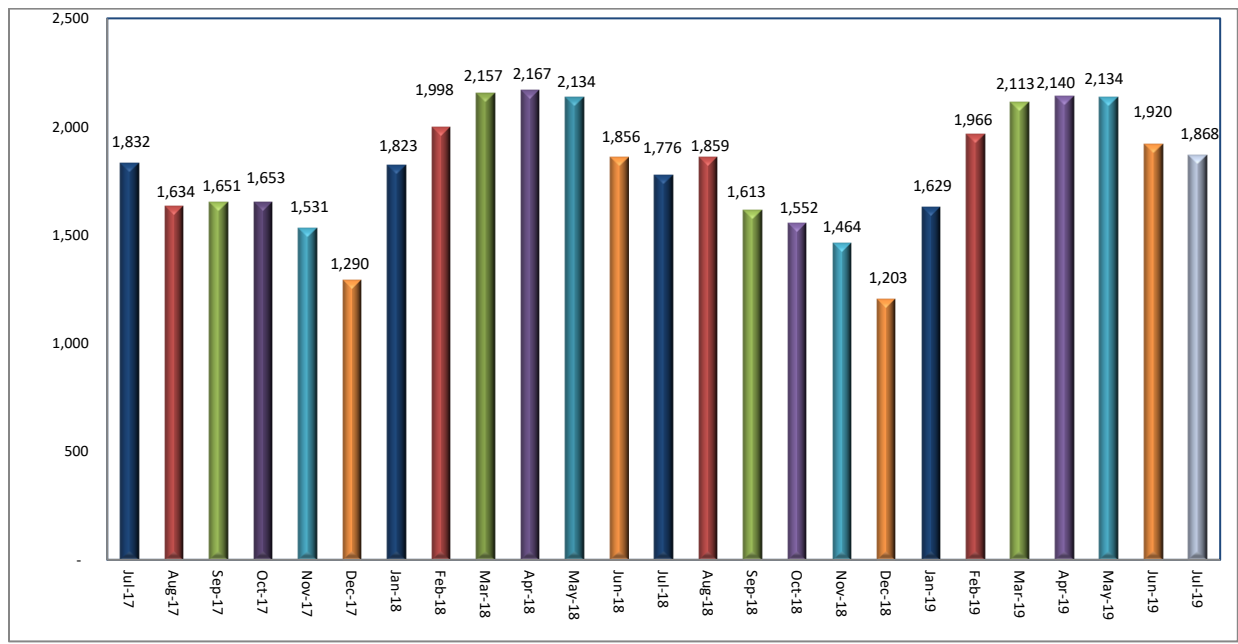


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Newly Under Contract During The Month

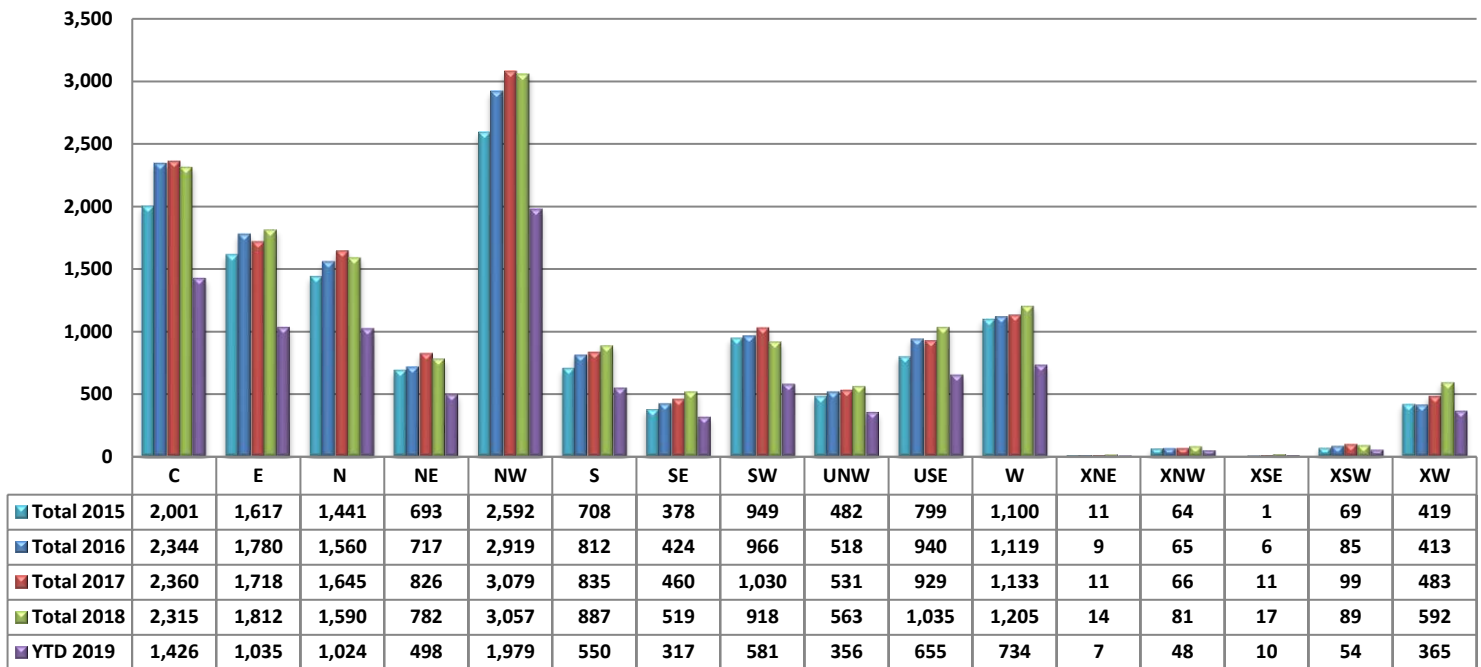


Total Listings Still Under Contract At The End Of The Month



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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

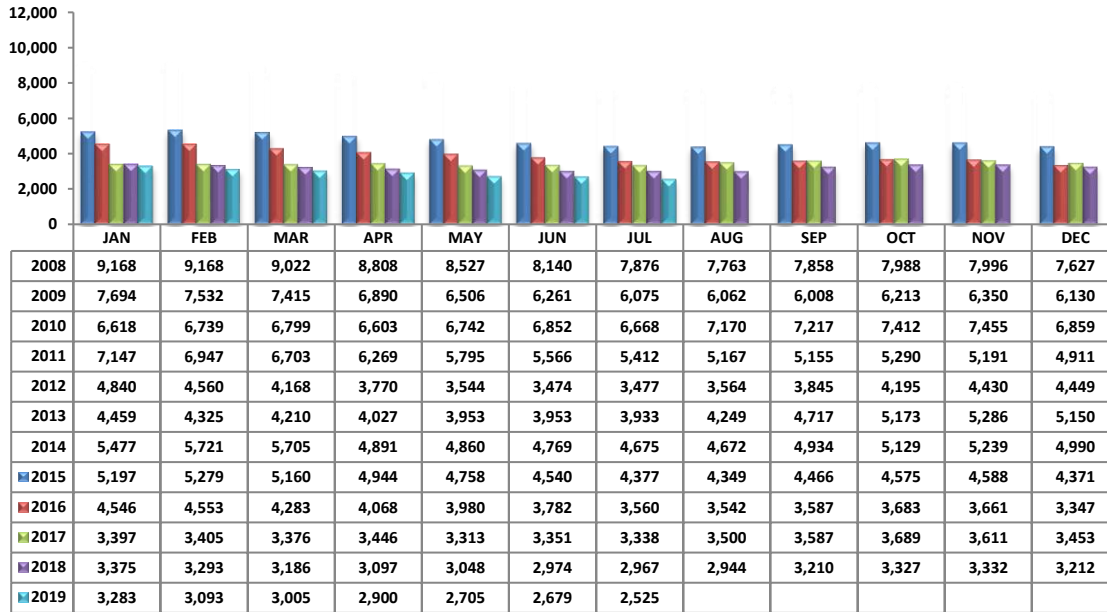
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$153,904	\$224,516	\$299,538	\$610,750	\$230,320
E	\$131,098	\$192,132	\$218,477	\$340,500	\$196,246
N	\$239,488	\$388,005	\$576,400	\$879,088	\$434,007
NE	\$144,071	\$319,893	\$427,963	\$627,725	\$343,844
NW	\$253,842	\$298,770	\$364,679	\$550,520	\$329,576
S	\$123,277	\$162,409	\$187,844	\$144,400	\$164,320
SE	\$147,500	\$249,539	\$269,105	\$321,250	\$257,232
SW	\$108,671	\$180,976	\$208,969	\$337,500	\$189,245
UNW	\$339,476	\$341,550	\$290,550	\$284,950	\$333,431
USE	\$217,317	\$234,198	\$285,012	\$406,450	\$268,749
W	\$151,052	\$281,082	\$356,353	\$350,133	\$281,291
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$0	\$185,398	\$179,500	\$225,000	\$190,212
XSE	\$0	\$245,000	\$0	\$0	\$245,000
XSW	\$60,866	\$132,122	\$0	\$0	\$114,308
XW	\$137,738	\$195,687	\$263,120	\$311,705	\$231,061

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	64	123	37	8	232
E	19	96	41	5	161
N	41	53	45	9	148
NE	14	36	30	4	84
NW	59	159	78	30	326
S	9	50	24	5	88
SE	2	31	17	4	54
SW	8	39	34	2	83
UNW	21	28	6	2	57
USE	7	60	48	12	127
W	25	45	38	6	114
XNE	0	0	0	0	0
XNW	0	5	1	1	7
XSE	0	1	0	0	1
XSW	3	9	0	0	12
XW	4	19	15	7	45

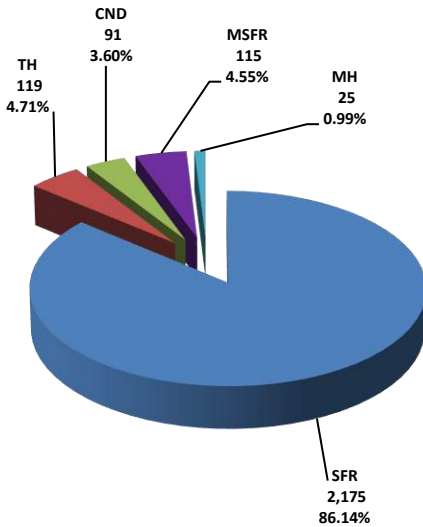
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Active Listings

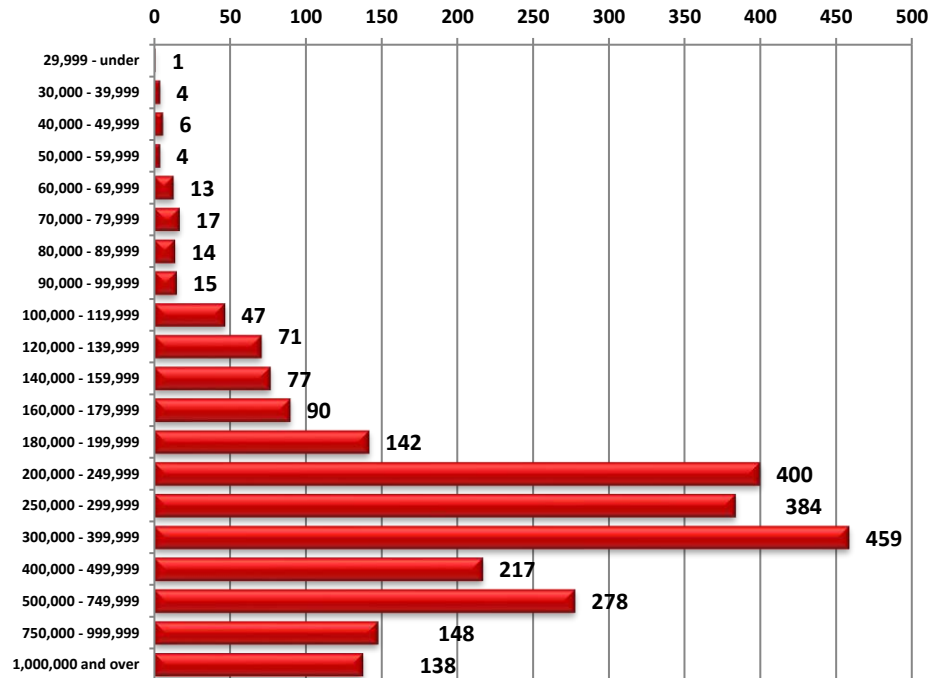


Area	# of Listings
C	365
E	161
N	363
NE	112
NW	551
S	105
SE	73
SW	140
UNW	98
USE	168
W	147
XNE	23
XNW	18
XSE	5
XSW	20
XW	176

Active Listings Unit Breakdown

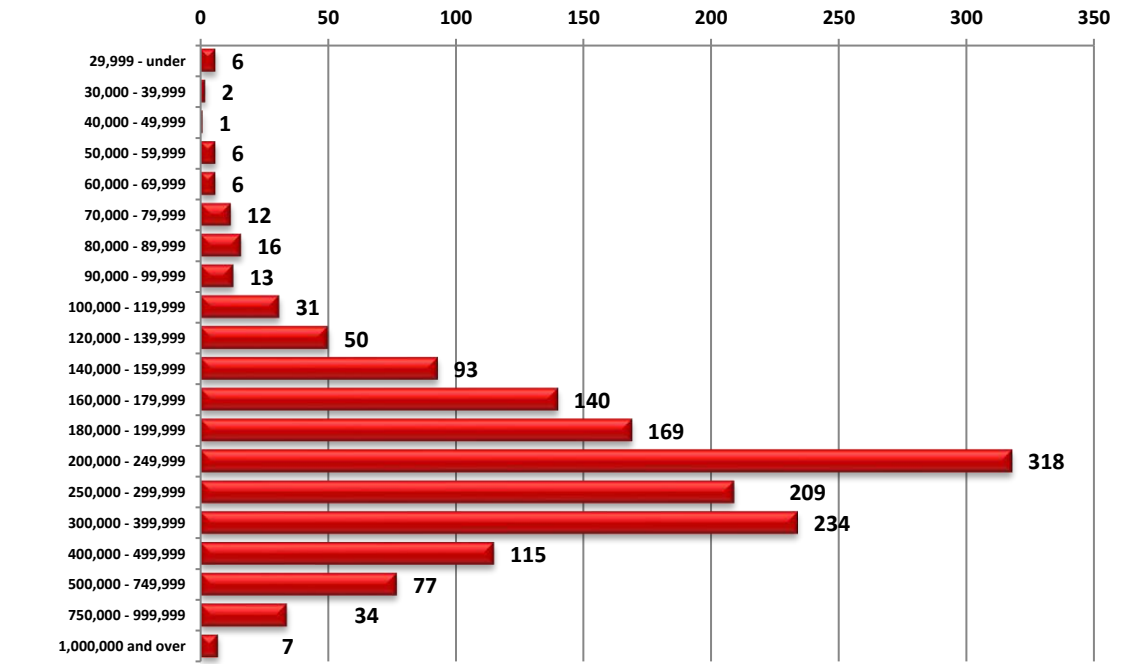


Active Listings Price Breakdown



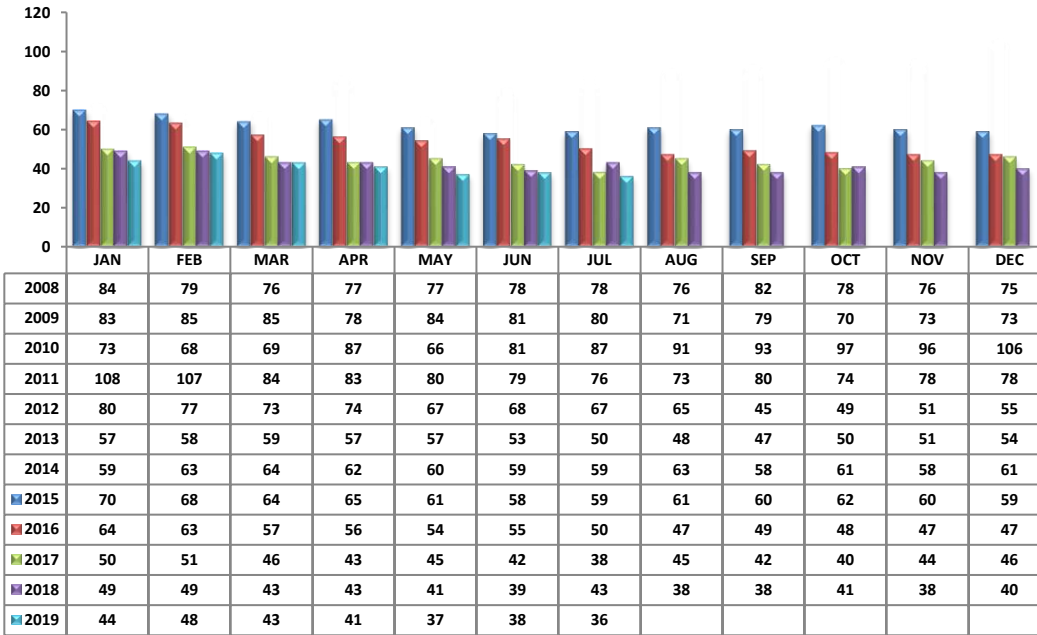
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Sold Price Breakdown



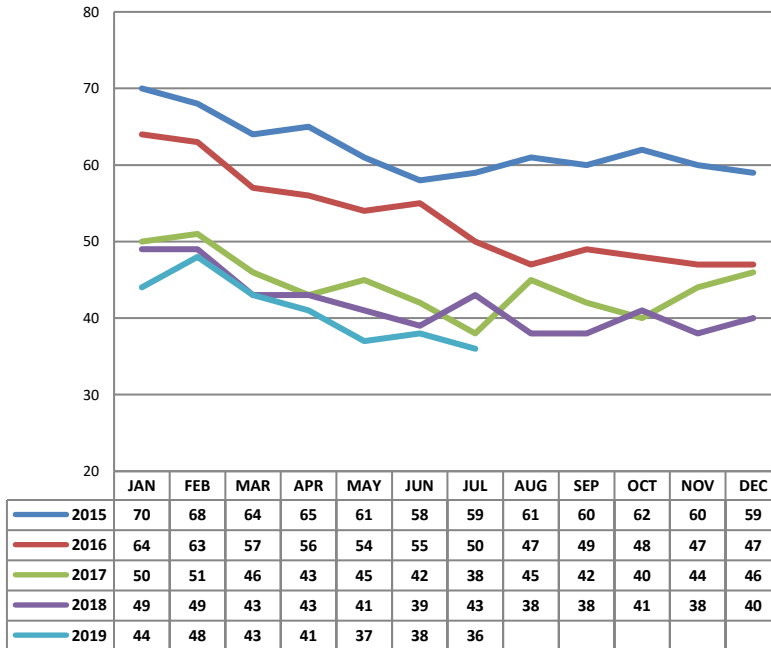
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Average Days on Market/Listing - July 2019

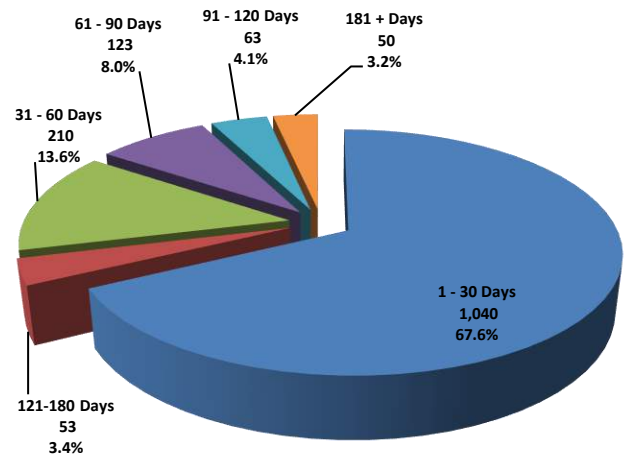


Area	# of Listings
C	24
E	21
N	44
NE	46
NW	40
S	20
SE	39
SW	37
UNW	59
USE	32
W	37
XNE	0
XNW	15
XSE	265
XSW	77
XW	57

Annual Comparison - Average Days on Market

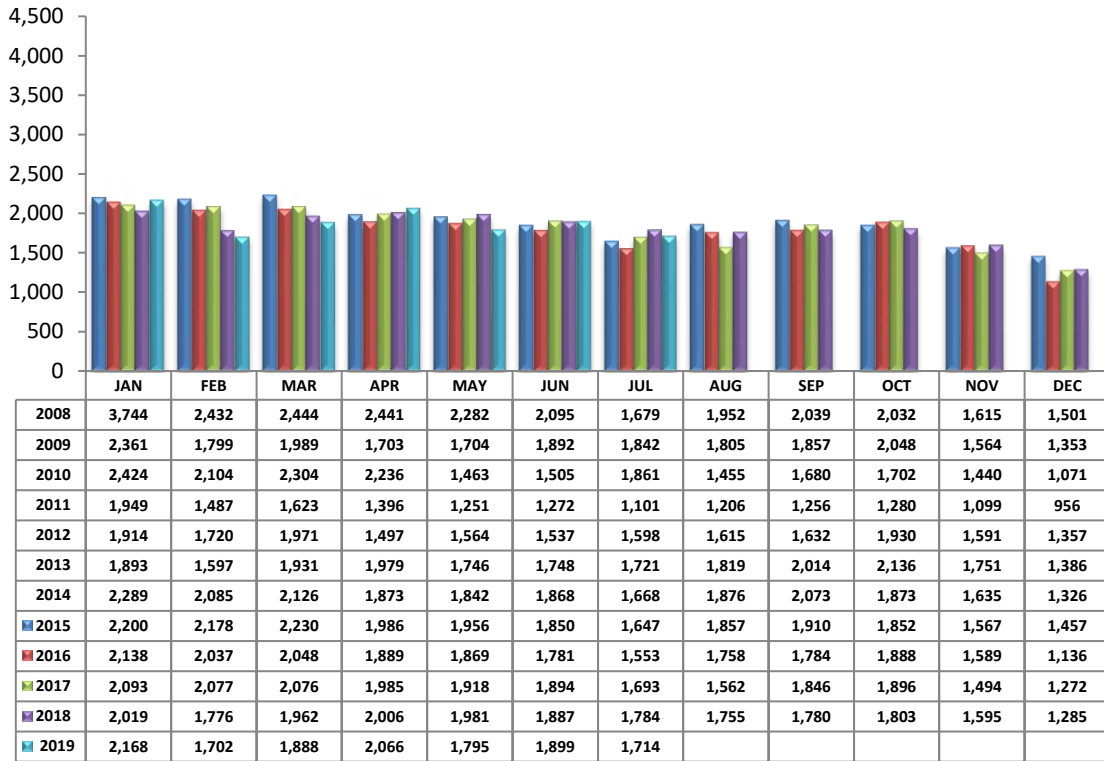


Average Days on Market/Listing Breakdown



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New Listings – July 2019



Area	# of Listings
C	253
E	153
N	178
NE	83
NW	335
S	110
SE	61
SW	121
UNW	55
USE	128
W	115
XNE	4
XNW	16
XSE	0
XSW	8
XW	94

*Includes properties that were re-listed

**Beginning July 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 2018	87	291	54
Nov 2018	91	236	54
Dec 2018	184	247	57
Jan 2019	98	311	56
Feb 2019	103	229	51
Mar 2019	98	217	48
Apr 2019	97	248	42
May 2019	117	276	42
Jun 2019	81	241	52
Jul 2019	77	254	48

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Notes on 2017 Area Boundary Updates

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 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 east 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.

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® or Multiple Listing Service of Southern Arizona guarantees, or is in any way responsible for its accuracy.