

**For Immediate
Release:
April 8, 2019**

**CONTACT:
Cheryl Terpening
MLSSAZ President
(520) 907-2437**

**Sean Murphy
Executive Vice President
(520) 382-8792**

**Randy Rogers
CEO, MLSSAZ
(520) 327-4218**

Multiple Listing Service of Southern Arizona Monthly Statistics March 2019

Below are some highlights from the March Residential Sales Statistics:

- Total Sales Volume of \$369,814,660 is up from \$268,547,792 in February, a 37.71% increase.
- The Average Sales Price of \$261,168 is an increase of .66% from \$259,466 last month.
- Average List Price of \$266,479 is an increase of 0.59% from \$265,446 in February.
- Total Under Contract of 2,113 increased 29.71% since February's number of 1,629.
- Total Unit Sales of 1,416 is an increase of 36.81% since last month's number of 1,035 but is a decrease of 3.15% since March 2018.
- The Median Sales Price of \$219,000 increased 1.39% from \$216,000 in February but is an increase of 4.29% over last year.
- New Listings of 1,888 have increased 10.93% from 1,702 in February.
- Total Active Listings of 3,005 is a decrease of 2.85% from February.
- Average Days on Market decreased from 48 to 43 this month.
- Conventional loan sales of 48.5% exceeded Cash Sales of 25%.



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.

March 2019 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
March	\$369,814,660	\$360,404,000	2.61%
February	\$268,547,792	\$270,019,575	-0.55%
Month % Change	37.71%	33.47%	

Average Sales Price

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
March	\$261,168	\$246,514	5.94%
February	\$259,466	\$249,095	4.16%
Month % Change	0.66%	-1.04%	

Average List Price

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
March	\$266,479	\$252,954	5.35%
February	\$264,916	\$249,970	5.98%
Month % Change	0.59%	1.19%	

Total Under Contract

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
March	2113	2157	-2.04%
February	1,629	1,823	-10.64%
Month % Change	29.71%	18.32%	

Total Unit Sales

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
March	1,416	1,462	-3.15%
February	1,035	1,084	-4.52%
Month % Change	36.81%	34.87%	

Median Sales Price

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
March	\$219,000	\$210,000	4.29%
February	\$216,000	\$207,000	4.35%
Month % Change	1.39%	1.45%	

New Listings

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
March	1,888	1,962	-3.77%
February	1,702	1,776	-4.17%
Month % Change	10.93%	10.47%	

Active Listings

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
March	3,005	3,186	-5.68%
February	3,093	3,293	-6.07%
Month % Change	-2.85%	-3.25%	

March 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	13	6	46.15%	85645	0	0	0.00%	85713	65	40	61.54%	85740	0	0	0.00%
85245	1	0	0.00%	85648	0	0	0.00%	85714	7	7	100.00%	85741	39	41	105.13%
85601	0	0	0.00%	85653	132	47	35.61%	85715	58	37	63.79%	85742	115	69	60.00%
85602	0	0	0.00%	85658	169	56	33.14%	85716	89	32	35.96%	85743	82	56	68.29%
85611	0	0	0.00%	85701	33	3	9.09%	85717	0	0	0.00%	85745	105	42	40.00%
85614	1	0	0.00%	85703	0	0	0.00%	85718	238	68	28.57%	85746	48	26	54.17%
85616	0	0	0.00%	85704	106	49	46.23%	85719	90	40	44.44%	85747	53	38	71.70%
85619	24	0	0.00%	85705	55	34	61.82%	85730	49	42	85.71%	85748	50	35	70.00%
85622	0	0	0.00%	85706	43	31	72.09%	85734	0	0	0.00%	85749	95	40	42.11%
85623	6	9	150.00%	85709	3	0	0.00%	85735	38	19	50.00%	85750	187	72	38.50%
85629	1	2	200.00%	85710	81	77	95.06%	85736	20	9	45.00%	85755	211	63	29.86%
85637	3	0	0.00%	85711	57	48	84.21%	85737	136	53	38.97%	85756	43	48	111.63%
85641	200	60	30.00%	85712	56	46	82.14%	85739	150	44	29.33%	85757	51	27	52.94%

NOTE:

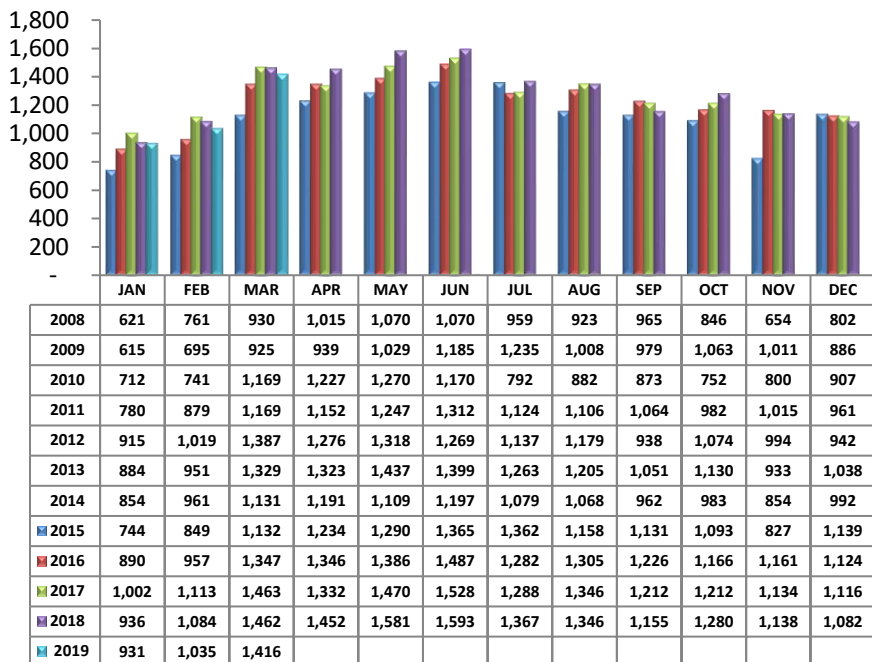
85731- 1 active listing, 85744- 1 active listing

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	0	1	0	1	2	C	385	1 -30 Days	834	
\$30,000 to \$39,999	2	2	0	4	5	E	184	31-60 Days	236	
\$40,000 to \$49,999	6	2	0	8	7	N	472	61 - 90 Days	141	
\$50,000 to \$59,999	12	12	5	29	7	NE	155	91-120 Days	89	
\$60,000 to \$69,999	11	11	2	24	9	NW	720	121 - 180 Days	72	
\$70,000 to \$79,999	16	16	5	37	15	S	96	Over 180 Days	44	
\$80,000 to \$89,999	21	24	5	50	18	SE	87	Avg. Days on Market		
\$90,000 to \$99,999	19	20	5	44	17	SW	155	43		
\$100,000 to \$119,999	35	48	9	92	50	UNW	164	Avg. Sold Price		
\$120,000 to \$139,999	86	93	22	201	79	USE	177	\$261,168		
\$140,000 to \$159,999	87	111	22	220	89	W	175	Median Sale Price		
\$160,000 to \$179,999	126	193	37	356	134	XNE	25	\$219,000		
\$180,000 to \$199,999	146	166	39	351	156	XNW	14	New Listings		
\$200,000 to \$249,999	389	314	95	798	252	XSE	11	1,888		
\$250,000 to \$299,999	430	198	60	688	190	XSW	31			
\$300,000 to \$399,999	601	204	69	874	198	XW	154			
\$400,000 to \$499,999	288	111	40	439	97	Sold Units per Area		Sales Volume by Area		
\$500,000 to \$749,999	350	83	23	456	67	C	207	\$40,382,201		
\$750,000 to \$999,999	202	38	11	251	17	E	154	\$30,786,290		
\$1,000,000 and over	178	10	7	195	7	N	162	\$64,360,328		
						NE	81	\$28,098,280		
						NW	306	\$94,084,612		
						S	75	\$11,067,600		
						SE	47	\$11,119,968		
						SW	83	\$13,796,847		
						UNW	56	\$19,110,854		
						USE	74	\$19,029,496		
Totals	3,005	1,657	456	5,118	1,416	W	93	\$22,916,598		
						XNE	0	\$0		
						XNW	6	\$1,142,449		
Home Sales Volume	<u>Mar-19</u>	<u>Mar-18</u>	<u>% Change</u>	<u>YTD 2019</u>	<u>YTD 2018</u>	<u>% Change</u>	XSE	0	\$0	
	\$369,814,660	\$360,404,000	2.61%	\$879,408,271	\$858,275,436	2.46%	XSW	11	\$1,239,530	
Home Sales Units	1,416	1,462	-3.15%	3,382	3,482	-2.87%	XW	61	\$12,679,607	
Average Sales Price (All Residential)	\$261,168	\$246,514	5.94%	\$260,178	\$246,539	5.53%	Total Volume		\$369,814,660	
Median Sales Price	\$219,000	\$210,000	4.29%	\$218,000	\$206,750	5.44%				
Average Days on Market:	43	43	0.00%	45	46	-2.17%				
Average List Price for Sold:	266,479	\$252,954	5.35%	\$265,830	\$252,787	5.16%				
SP/LP %	98.01%	97.45%		97.87%	97.53%					
Total Under Contract	2,113	2,157	-2.04%							
Active Listings	3,005	3,186	-5.68%							
New Listings	1,888	1,962	-3.77%							

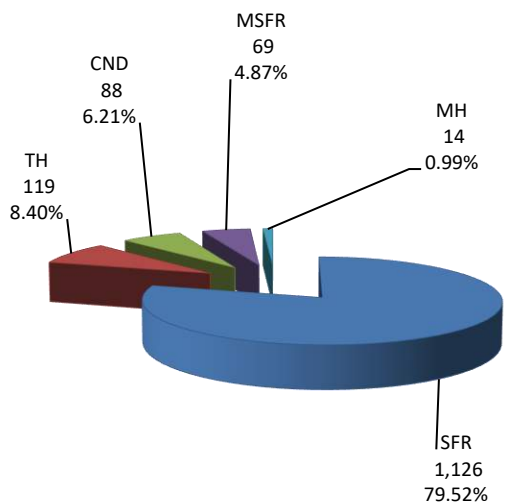
Types of Financing	Totals
FHA	186
VA	155
Other	25
Cash	354
Conventional	687
Cash/Loan	2
Carryback	7

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.

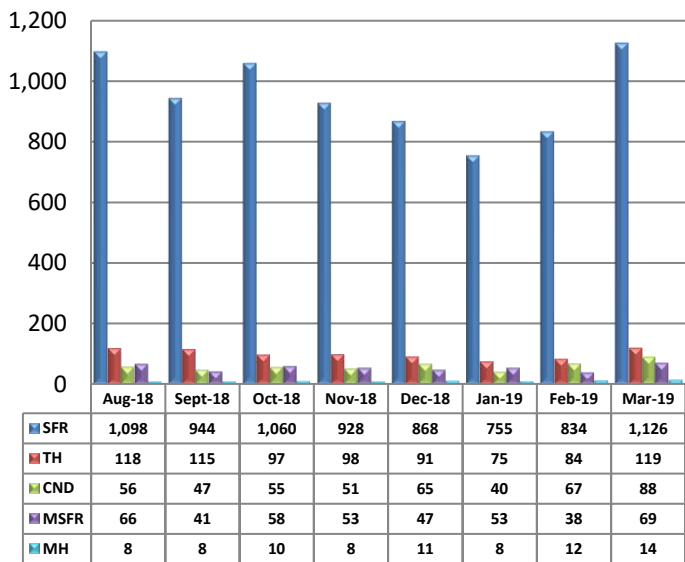
Total Unit Sales – March 2019



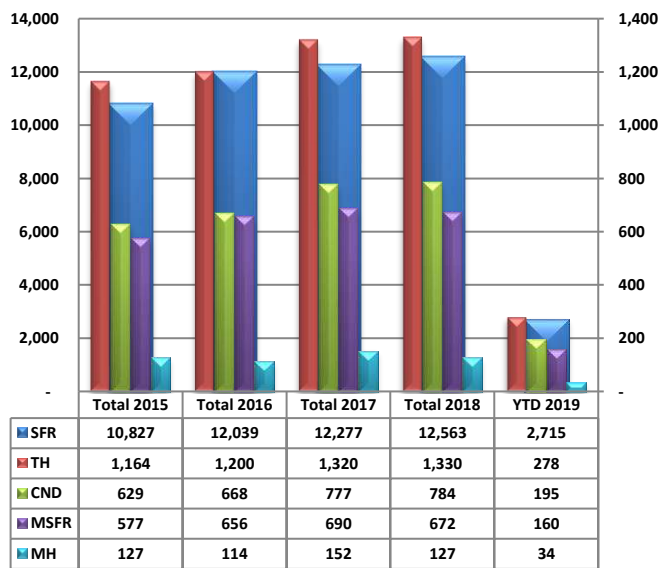
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

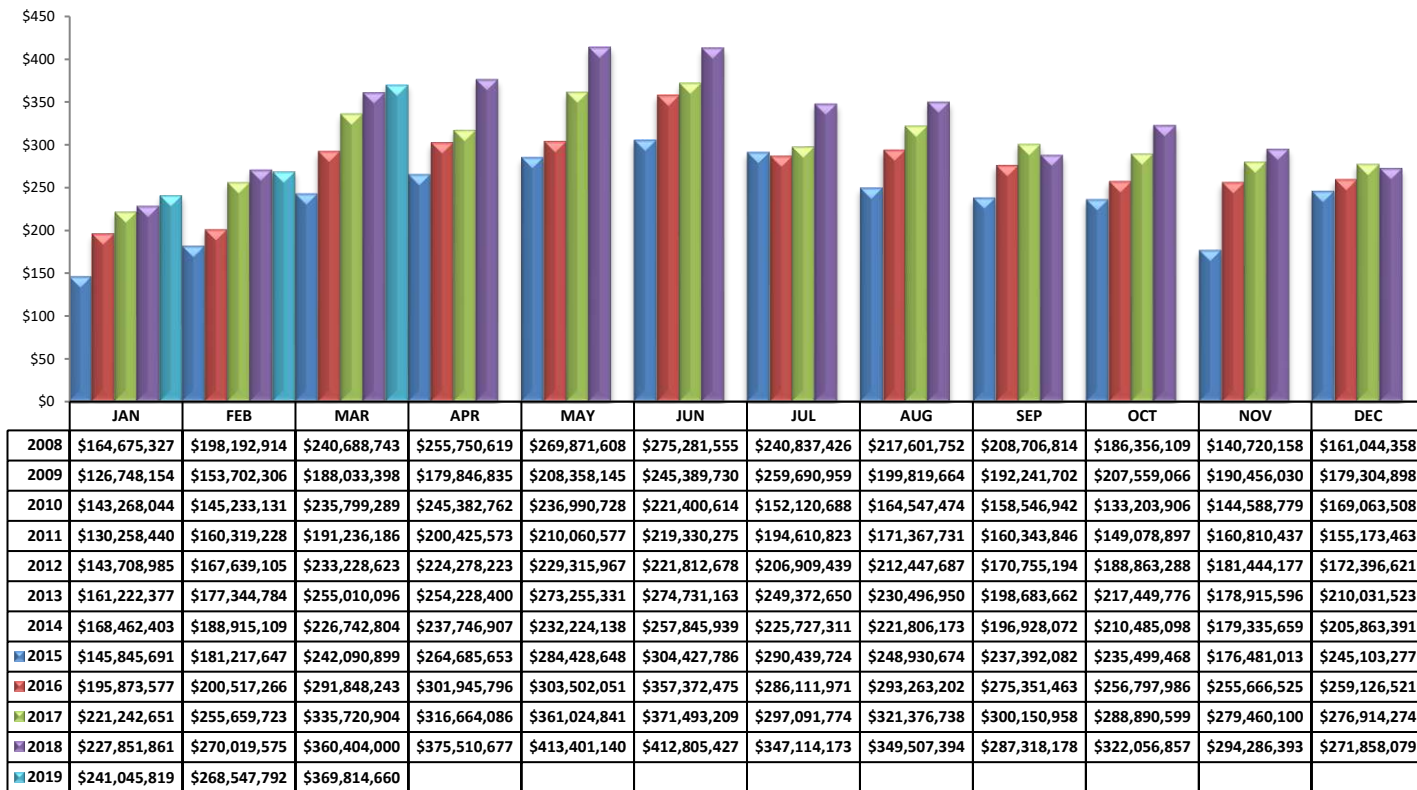


YTD Annual Comparison – Breakdown by Type

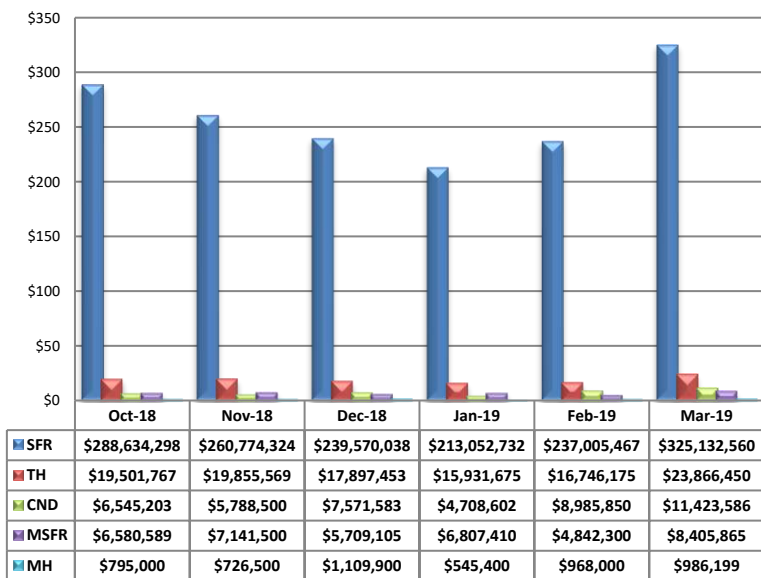


PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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.

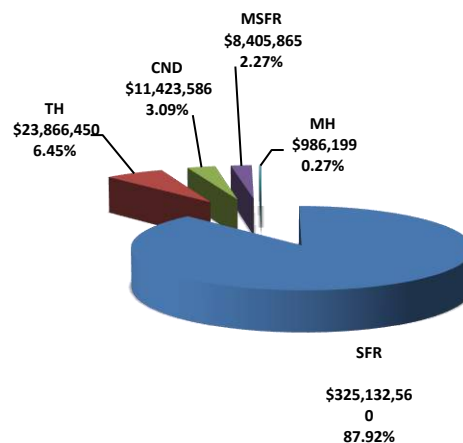
Total Sales Volume - March 2019



Total Sales Volume By Type - Monthly Comparison

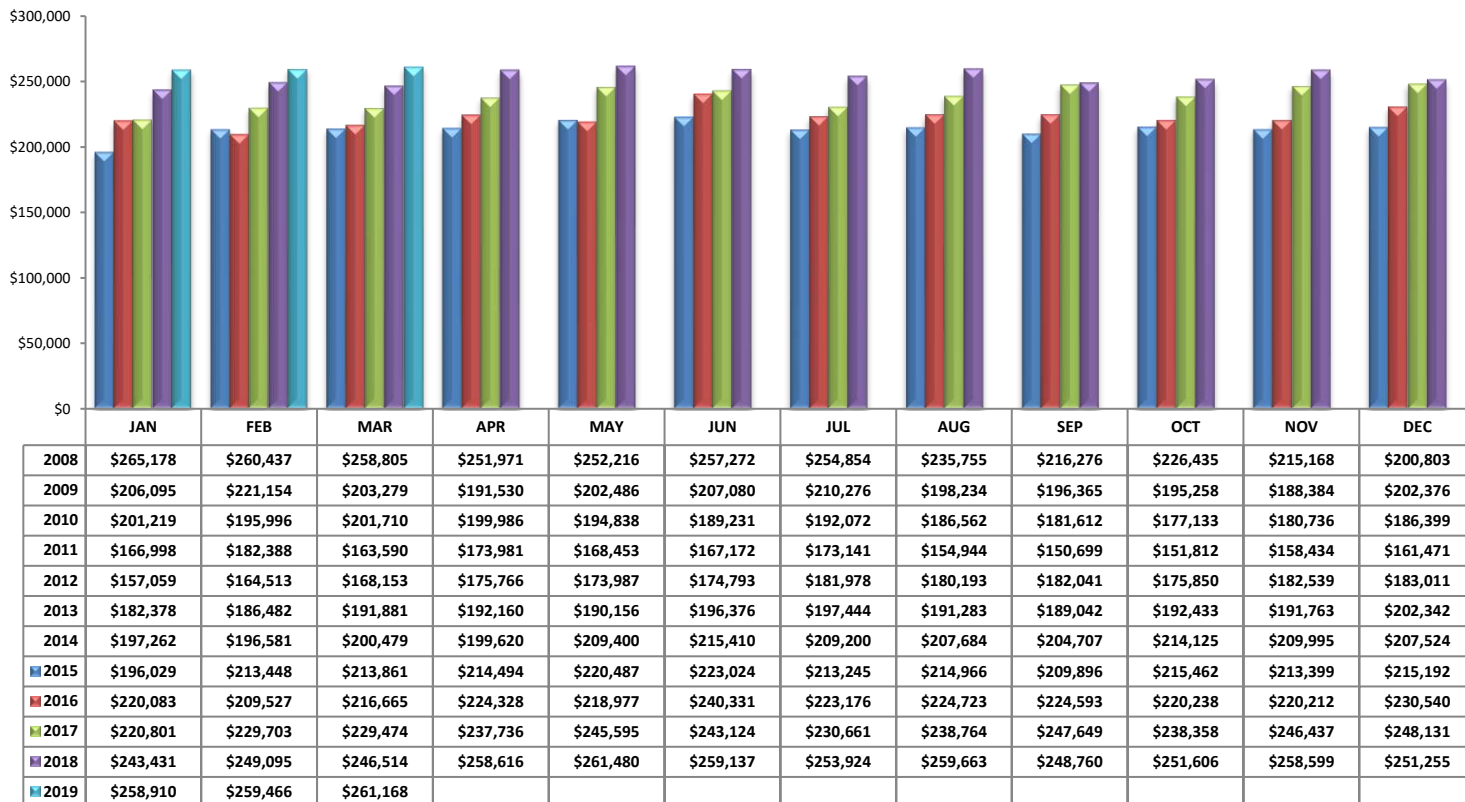


Monthly Volume by Type

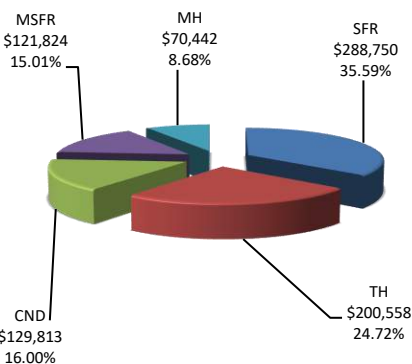


PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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.

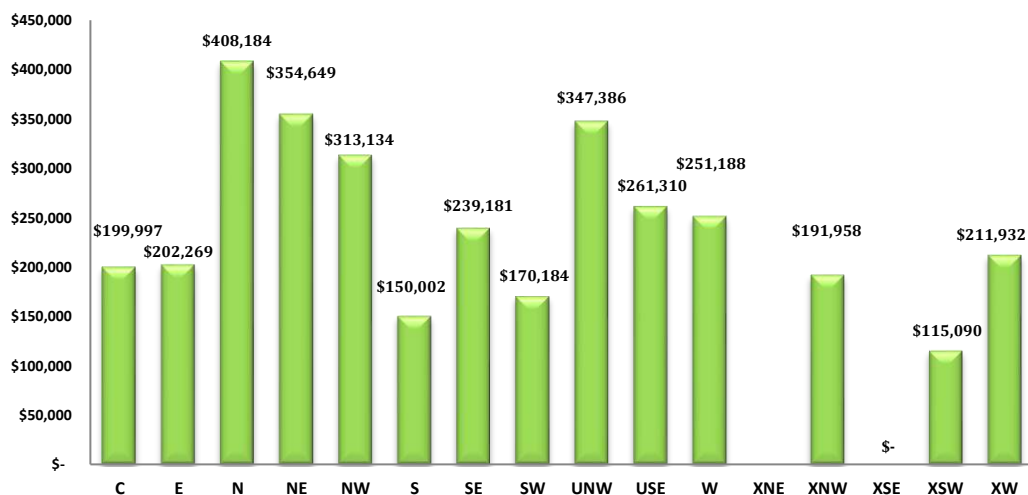
Average Sales Price – March 2019



Average Sales Price by Type – March 2019

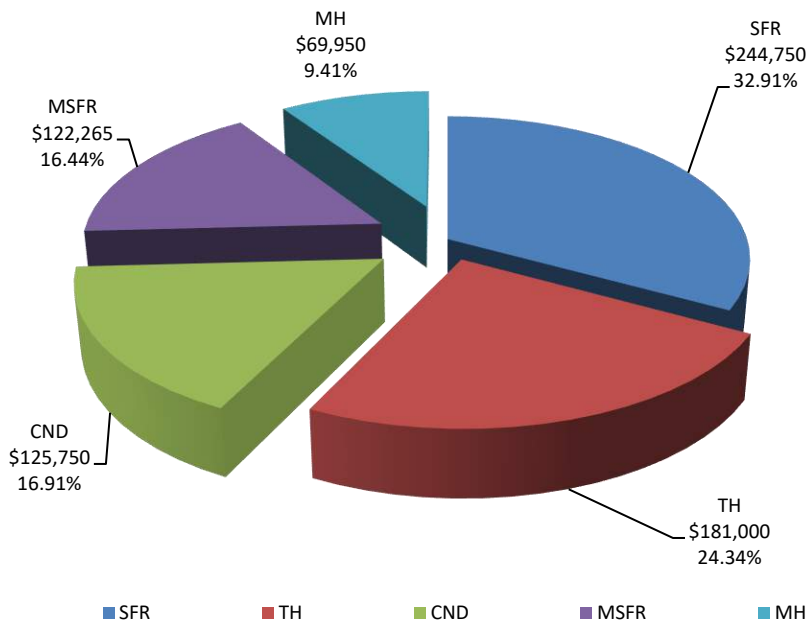


Average "Listing" Price per Area – March 2019



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.

Median Sale Price - by Type

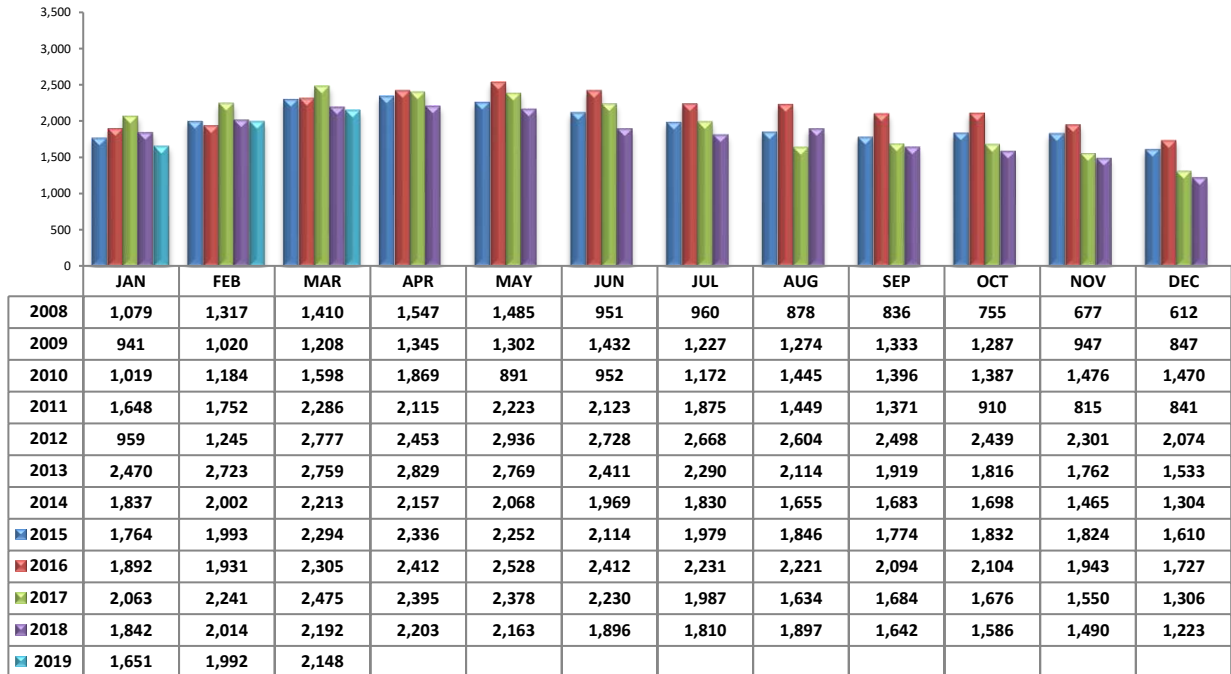


Median Sale Price - March 2019

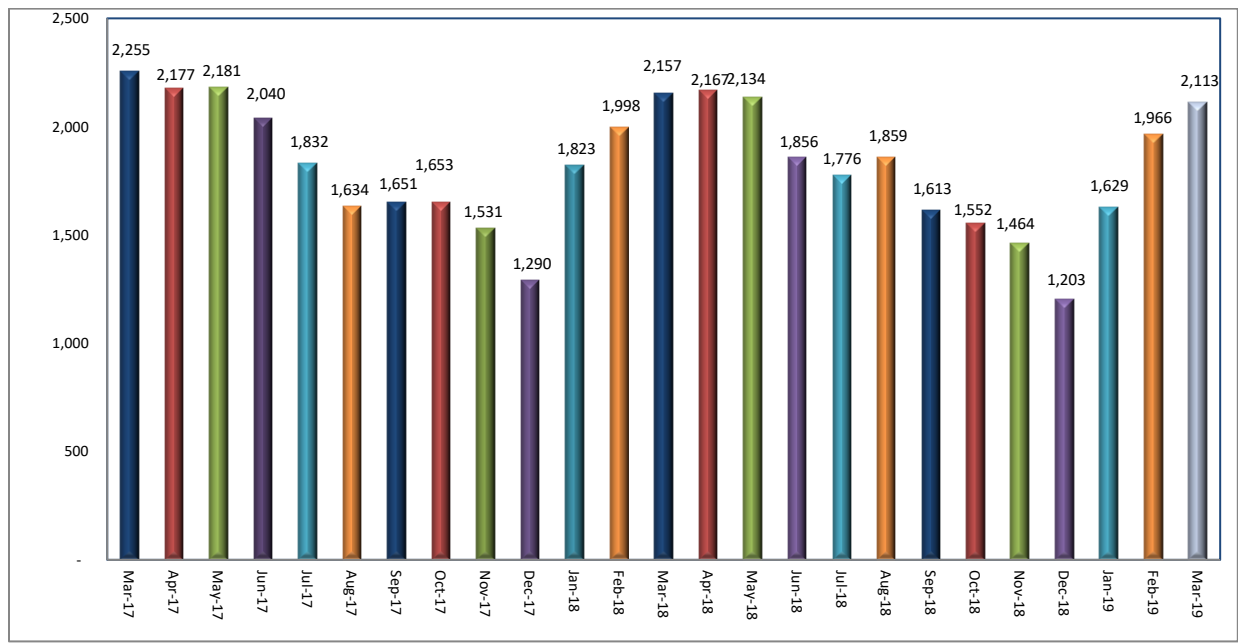


PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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.

Newly Under Contract During The Month

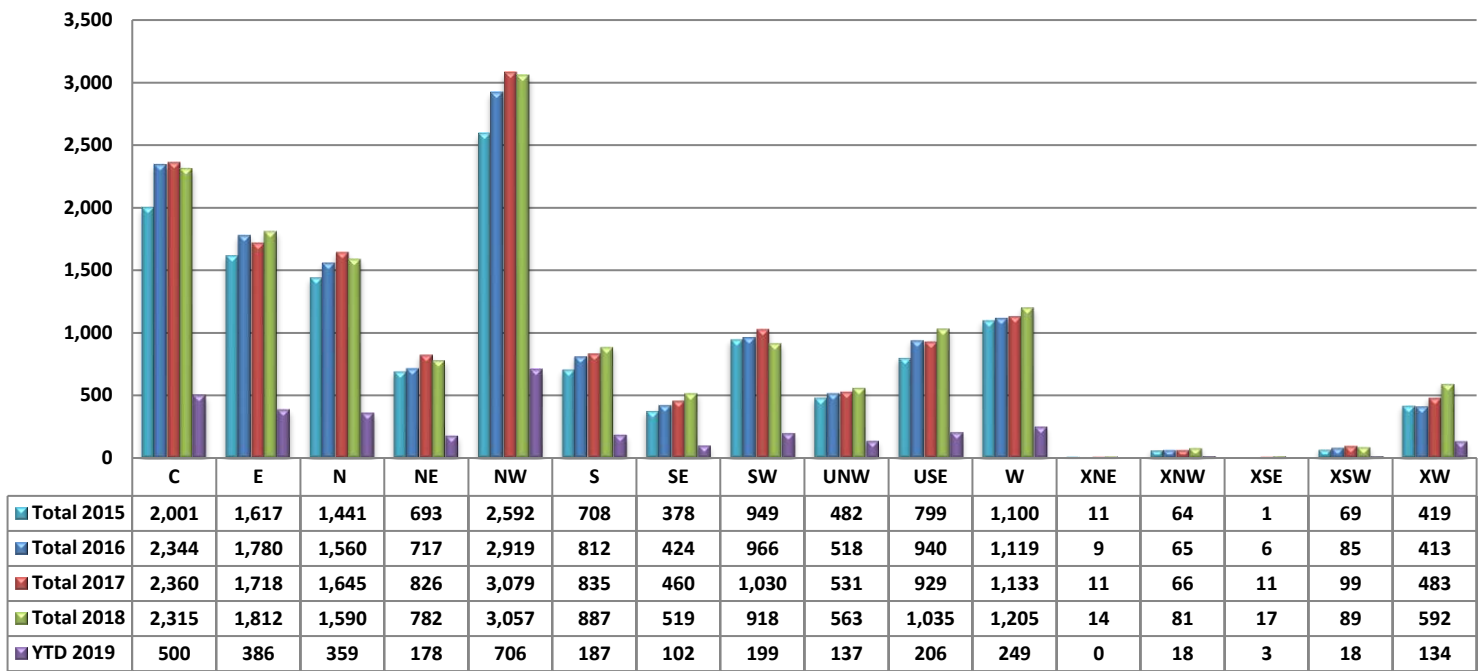


Total Listings Still Under Contract At The End of The Month



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.

Number of Sold Listings by Area – Annual Comparison



Average \$ Sold per Area by # of Bedrooms

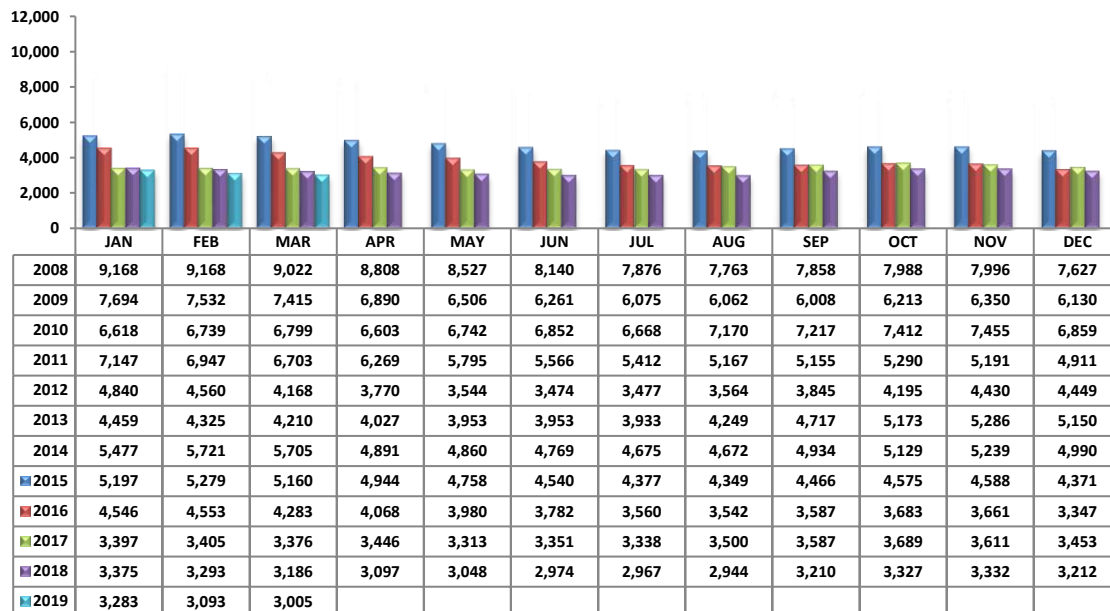
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$ 153,861	\$ 194,582	\$ 253,847	\$ 392,000	\$ 195,083
E	\$ 125,979	\$ 204,907	\$ 239,025	\$ 304,166	\$ 199,910
N	\$ 215,797	\$ 394,911	\$ 557,358	\$ 794,583	\$ 397,285
NE	\$ 152,091	\$ 341,307	\$ 427,818	\$ 663,100	\$ 346,892
NW	\$ 261,679	\$ 286,766	\$ 366,859	\$ 404,821	\$ 307,466
S	\$ 103,218	\$ 145,402	\$ 172,345	\$ 233,000	\$ 147,568
SE	\$ 165,000	\$ 228,722	\$ 259,431	\$ 295,500	\$ 236,595
SW	\$ 103,965	\$ 174,927	\$ 208,823	\$ 201,463	\$ 166,227
UNW	\$ 312,590	\$ 359,683	\$ 435,666	\$ 365,750	\$ 341,265
USE	\$ 249,011	\$ 227,690	\$ 279,022	\$ 327,000	\$ 257,155
W	\$ 163,295	\$ 226,643	\$ 338,913	\$ 464,500	\$ 246,415
XNE	\$ -	\$ -	\$ -	\$ -	\$ -
XNW	\$ 132,500	\$ 155,974	\$ 178,000	\$ 260,000	\$ 190,408
XSE	\$ -	\$ -	\$ -	\$ -	\$ -
XSW	\$ 35,000	\$ 111,566	\$ 136,000	\$ 176,000	\$ 112,684
XW	\$ 115,900	\$ 194,319	\$ 250,543	\$ 273,981	\$ 207,862

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	61	107	37	2	207
E	36	63	52	3	154
N	60	51	39	12	162
NE	18	32	26	5	81
NW	72	139	81	14	306
S	11	43	20	1	75
SE	4	25	16	2	47
SW	20	42	19	2	83
UNW	27	24	3	2	56
USE	9	30	31	4	74
W	23	44	23	3	93
XNE	0	0	0	0	0
XNW	1	2	1	2	6
XSE	0	0	0	0	0
XSW	1	8	1	1	11
XW	5	36	16	4	61

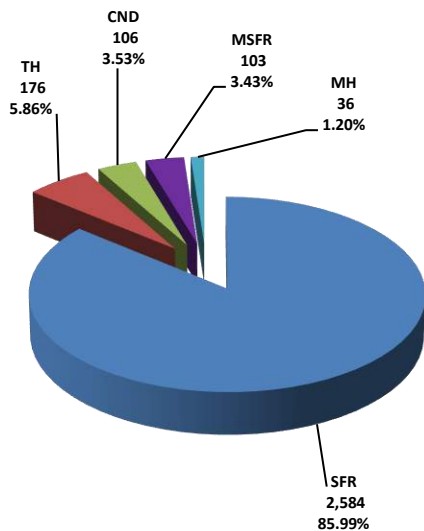
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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.

Active Listings

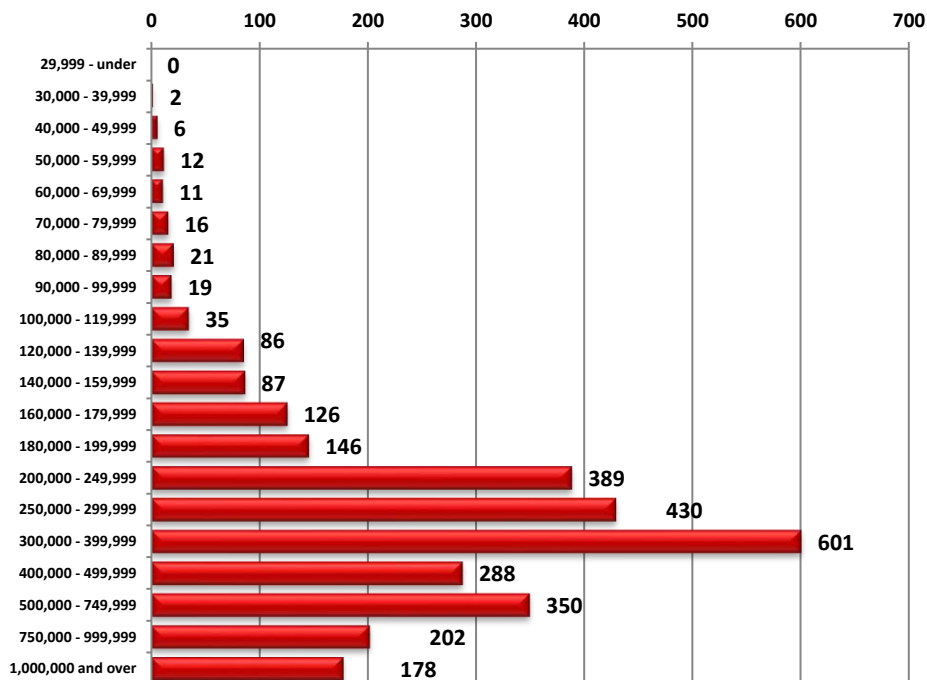


Area	# of Listings
C	385
E	184
N	472
NE	155
NW	720
S	96
SE	87
SW	155
UNW	164
USE	177
W	175
XNE	25
XNW	14
XSE	11
XSW	31
XW	154

Active Listings Unit Breakdown

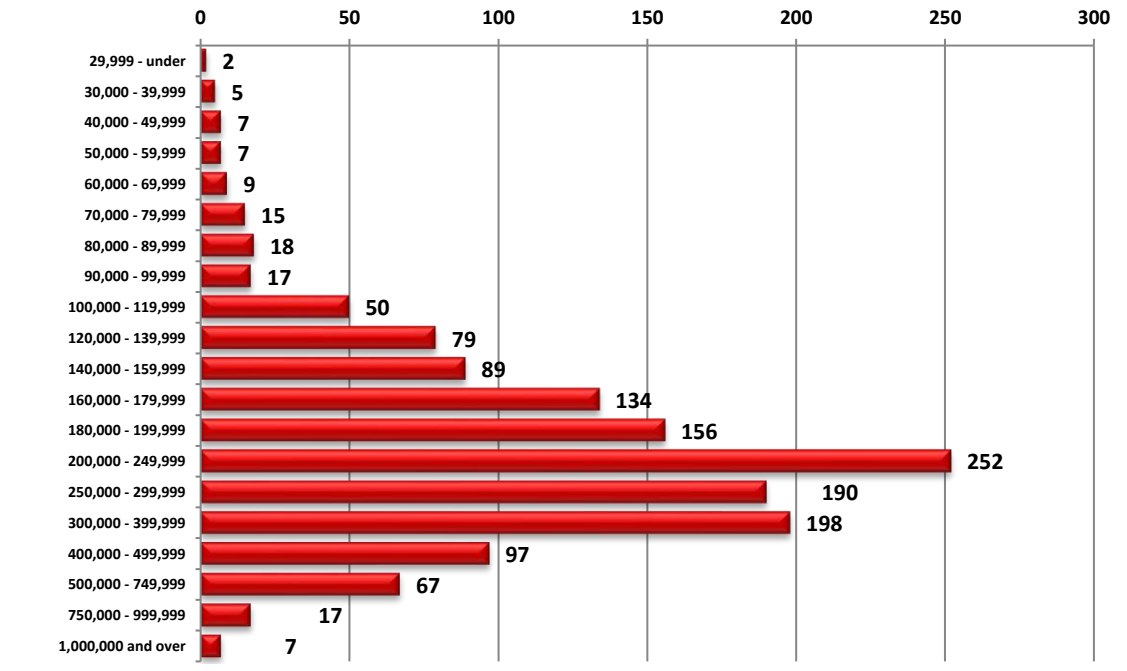


Active Listings Price Breakdown



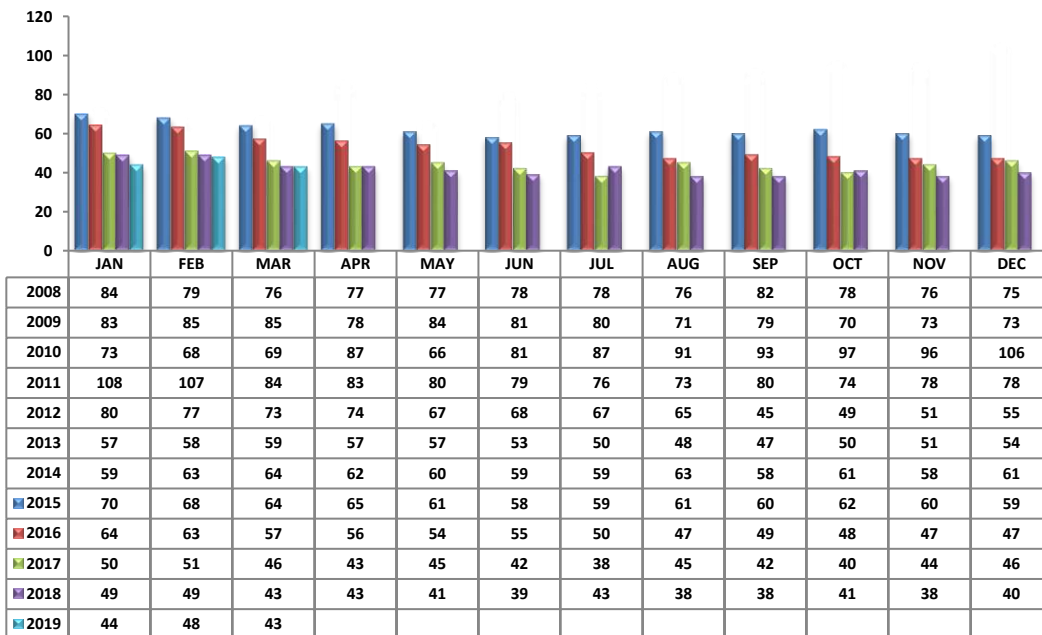
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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.

Sold Price Breakdown



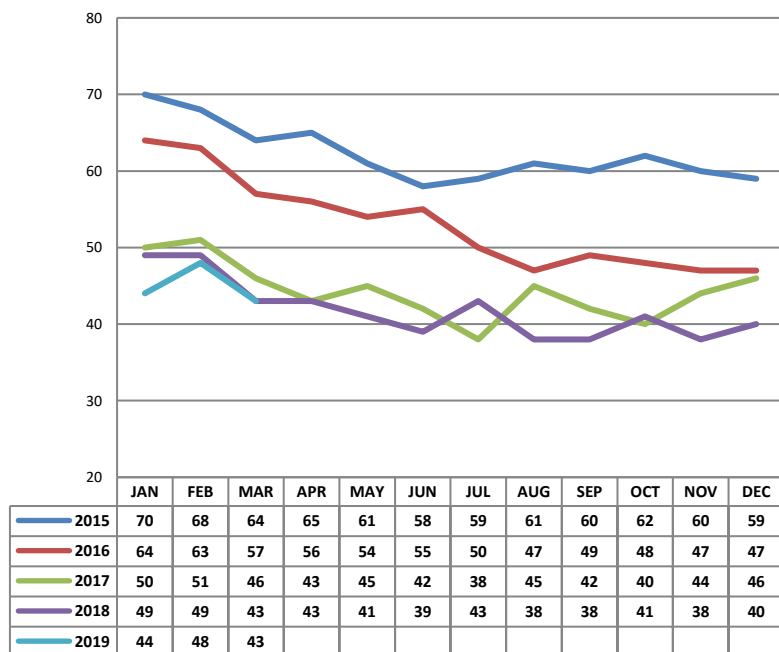
PLEASE NOTE: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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.

Average Days on Market/Listing - March 2019

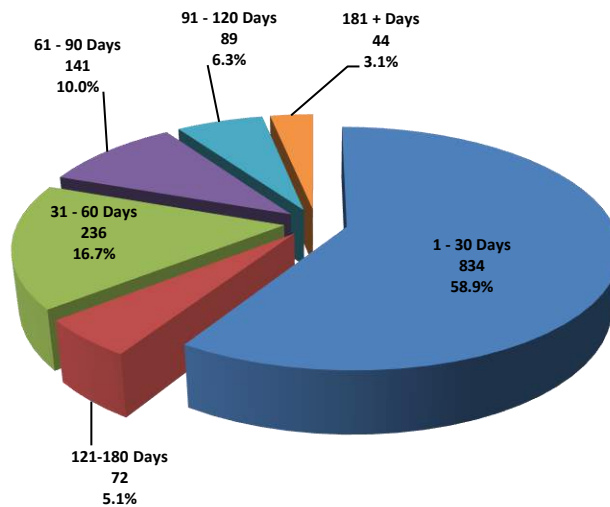


Area	# of Listings
C	33
E	36
N	44
NE	57
NW	43
S	38
SE	34
SW	47
UNW	55
USE	45
W	39
XNE	0
XNW	18
XSE	0
XSW	121
XW	51

Annual Comparison - Average Days on Market

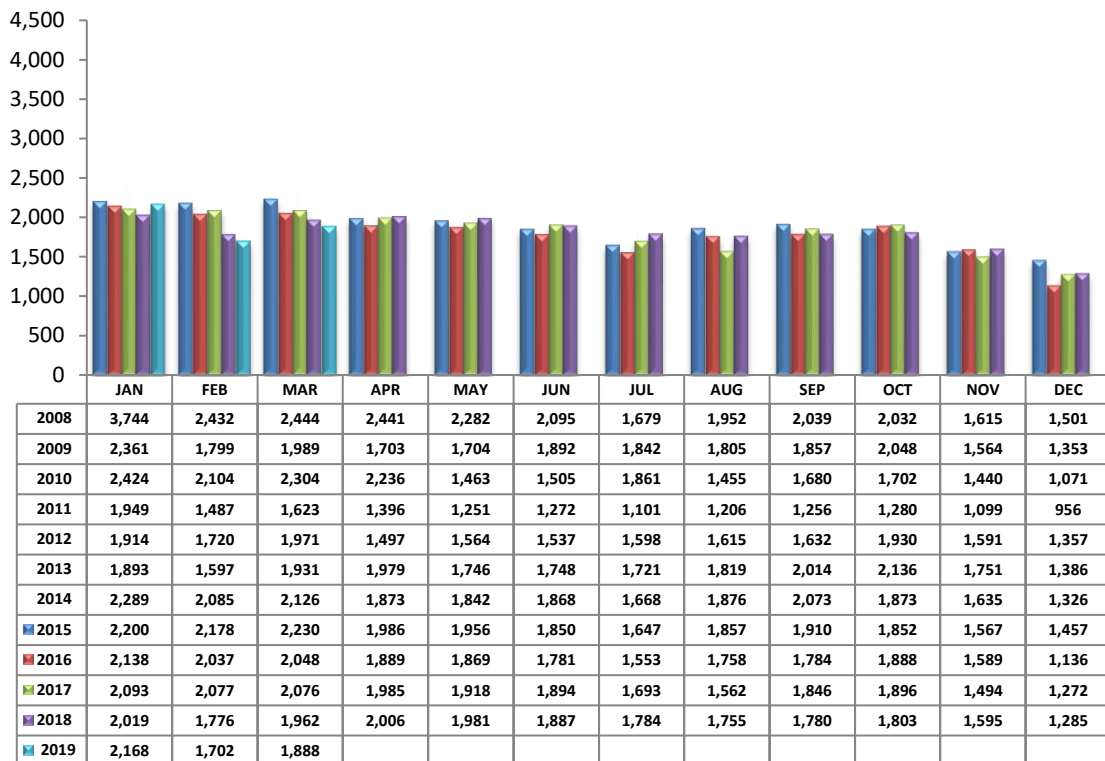


Average Days on Market/Listing Breakdown



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.

New Listings – March 2019



Area	# of Listings
C	317
E	189
N	254
NE	90
NW	369
S	97
SE	62
SW	111
UNW	68
USE	109
W	129
XNE	7
XNW	13
XSE	1
XSW	11
XW	61

*Includes properties that were re-listed

**Beginning March 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.
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
Jan 2019	98	311	56
Feb 2019	103	229	51
Mar 2019	98	217	48

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.

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 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.

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.