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# Multiple Listing Service of Southern Arizona Monthly Statistics November 2017

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 November Residential Sales Statistics:

- Total Sales Volume of \$279,460,100 is a decrease of 3.26% from October's number of \$288,890,599 but an increase of 9.31% since November 2016.
- The Average Sales Price is up this month going from \$238,358 in October to \$246,437, a 3.39% increase.
- Average List Price of \$252,533 increased 3.58% from October.
- Total Under Contract of 1,531 is a decrease of 7.38% since last month.
- Total Unit Sales of 1,134 is a 6.44% decrease from October's 1,212.
- The Median Sales Price rose this month to \$207,527 from \$199,900 in October resulting in a 3.82% increase and a 12.24% increase over November 2016.
- New Listings decreased significantly this month going from 1,896 in October to 1,494 in November resulting in a 21.20% change.
- Total Active Listings of 3,611 is a decrease of 2.11% from last month.
- Average Days on Market increased from 40 to 44 this month.
- Conventional loan sales of 44.2% exceeded Cash Sales of 24.6%.

Henry Zipf 2017 MLSSAZ President Ginny Huffman 2018 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.

# November 2017 Recap by Month and Year - % of Change

<u>Total Sales Volume</u>				<u>Total Unit Sales</u>			
	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>		<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
November	\$279,460,100	\$255,666,525	9.31%	November	1,134	1,161	-2.33%
October	\$288,890,599	\$256,797,986	12.50%	October	1,212	1,166	3.95%
Month % Change	-3.26%	-0.44%		Month % Change	-6.44%	-0.43%	
Average Sales Price				<u>Median Sales Price</u>			
	<u>2017</u>	<u>2016</u>	Annual % Change		<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
November	\$246,437	\$220,212	11.91%	November	\$207,527	\$184,900	12.24%
October	\$238,358	\$220,238	8.23%	October	\$199,900	\$178,000	12.30%
Month % Change	3.39%	-0.01%		Month % Change	3.82%	3.88%	
Average List Price	2017	2016	Annual % Change	<u>New Listings</u>	<u>2017</u>	<u>2016</u>	Annual % Change
November	\$252,533	\$223,119	13.18%	November	1,494	1,589	-5.98%
October	\$243,801	\$222,728	9.46%	October	1,896	1,888	0.42%
Month % Change	3.58%	0.18%		Month % Change	-21.20%	-15.84%	
Total Under Contract	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>	Active Listings	<u>2017</u>	<u>2016</u>	Annual % Change
November	1,531	1,775	-13.75%	November	3,611	3,661	-1.37%
October	1,653	1,935	-14.57%	October	3,689	3,683	0.16%
Month % Change	-7.38%	-8.27%		Month % Change	-2.11%	-0.60%	

## November 2017 - Active and Sold by Zip Code

Zip Code	<u># Active</u>	# Sold	<u>%</u>	Zip Code	# Active	<u># Sold</u>	<u>%</u>	Zip Code	<u># Active</u>	# Sold	<u>%</u>	Zip Code	# Active	# Sold	<u>%</u>
85123	0	0	0.00%	85645	0	0	0.00%	85713	90	37	41.11%	85740	0	0	0.00%
85145	16	1	6.25%	85648	0	0	0.00%	85714	18	12	66.67%	85741	51	40	78.43%
85245	0	0	0.00%	85653	112	34	30.36%	85715	79	26	32.91%	85742	140	46	32.86%
85601	0	0	0.00%	85654	0	0	0.00%	85716	130	48	36.92%	85743	140	40	28.57%
85602	0	0	0.00%	85658	181	51	28.18%	85717	0	0	0.00%	85745	138	35	25.36%
85611	0	0	0.00%	85701	25	3	12.00%	85718	234	50	21.37%	85746	78	24	30.77%
85614	0	0	0.00%	85704	99	38	38.38%	85719	86	36	41.86%	85747	104	35	33.65%
85616	0	0	0.00%	85705	72	23	31.94%	85730	94	49	52.13%	85748	68	28	41.18%
85619	21	0	0.00%	85706	51	19	37.25%	85734	0	0	0.00%	85749	117	27	23.08%
85623	15	3	20.00%	85709	0	0	0.00%	85735	36	5	13.89%	85750	205	55	26.83%
85629	5	1	20.00%	85710	168	78	46.43%	85736	32	6	18.75%	85755	196	46	23.47%
85637	2	0	0.00%	85711	105	36	34.29%	85737	119	42	35.29%	85756	76	28	36.84%
85641	160	49	30.63%	85712	96	31	32.29%	85739	191	35	18.32%	85757	60	17	28.33%

Residential Listing Statistics									Days on Market	
	Total Active	Total Contingent	Total Pending	Total Inventory		Total Sold	Area	# Per Area	of Units So	old
Under \$29,999	6	1	4	11		5	С	522	1 -30 Days	647
\$30,000 to \$39,999	12	4	2	18		3	Е	329	31-60 Days	186
\$40,000 to \$49,999	20	9	2	31		5	Ν	485	61 - 90 Days	123
\$50,000 to \$59,999	17	9	3	29		7	NE	204	91-120 Days	81
\$60,000 to \$69,999	29	5	4	38		14	NW	742	121 - 180 Days	56
\$70,000 to \$79,999	18	20	6	44		9	S	129	Over 180 Days	41
\$80,000 to \$89,999	29	22	6	57		15	SE	106	Avg. Days on I	Market
\$90,000 to \$99,999	37	21	4	62		20	SW	206	44	
\$100,000 to \$119,999	80	56	7	143		47	UNW	209	Avg. Sold P	rice
\$120,000 to \$139,999	143	103	25	271		89	USE	197	\$246,437	7
\$140,000 to \$159,999	195	122	31	348		102	W	249	Median Sale	Price
\$160,000 to \$179,999	262	141	23	426		126	XNE	22	\$207,52	7
\$180,000 to \$199,999	251	104	31	386		82	XNW	18	New Listin	igs
\$200,000 to \$249,999	519	189	56	764		195	XSE	4	1,494	-
\$250,000 to \$299,999	428	140	36	604		166	XSW	38		
\$300,000 to \$399,999	527	127	38	692		126	XW	151		
\$400,000 to \$499,999	301	66	26	393		61	Sold	Units per Area	Sales Volume by Area	
\$500,000 to \$749,999	351	41	14	406		44	С	183	\$35,889,964	
\$750,000 to \$999,999	204	20	6	230		8	Е	153	\$27,045,863	
\$1,000,000 and over	182	4	3	189		10	Ν	124	\$48,018,084	
							NE	56	\$17,344,6	13
							NW	242	\$70,335,6	67
							S	53	\$7,508,69	
							SE	40	\$9,429,91	
							SW	60	\$8,926,09	8
							UNW	39	\$11,810,6	00
							USE	55	\$14,379,1	82
Totals	3,611	1,204	327	5,142		1,134	W	80	\$19,389,2	00
·				•			XNE	0	\$0	
	<u>Nov-17</u>	<u>Nov-16</u>	<u>% Change</u>	YTD 2017	YTD 2016	<u>% Change</u>	XNW	2	\$318,000	)
Home Sales Volume	\$279,460,100	\$255,666,525	9.31%	\$3,348,775,582	\$3,019,382,016	10.91%	XSE	2	\$374,000	)
Home Sales Units	1,134	1,161	-2.33%	14,100	12,392	13.78%	XSW	6	\$630,000	)
Average Sales Price (All Residential)	\$246,437	\$220,212	11.91%	\$243,104	\$221,247	9.88%	XW	39	\$8,060,22	2
Median Sales Price	\$207,527	\$184,900	12.24%	\$203,791	\$178,532	14.15%		Total Volume	\$279,460,1	.00
Average Days on Market:	44		-6.38%	43	49	-12.24%				
Average List Price for Solds:	\$252,533	\$223,119	13.18%	\$248,577	\$223,220	11.36%	1		Types of Financing	Totals
SP/LP %	97.59%	98.70%		97.80%	99.12%		1		FHA	186
Total Under Contract	1,531	1,775	-13.75%				•		VA	143
Active Listings	3,611	3,661	-1.37%	1					Other	19
New Listings	1,494	1,589	-5.98%	1					Cash	279
· · · · · · · · · · · · · · · · · · ·		· · · · · ·		-					Conventional	501

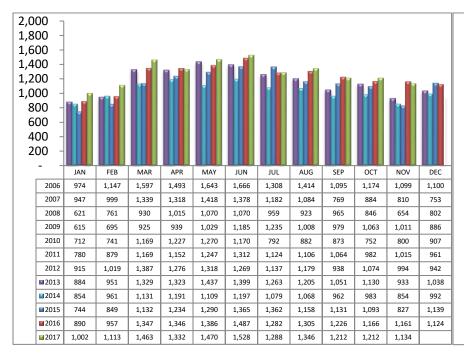
Please note: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not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

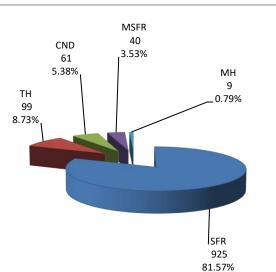
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Cash/Loan

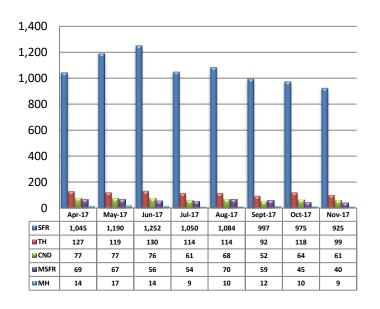
Carryback

#### <u> Total Unit Sales – November 2017</u>

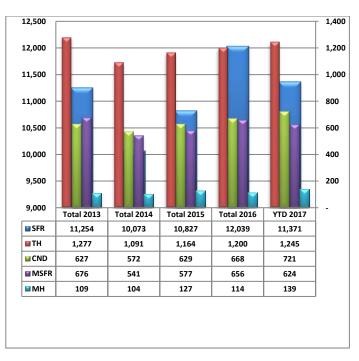




#### **Total Unit Sales By Type - Monthly Comparison**



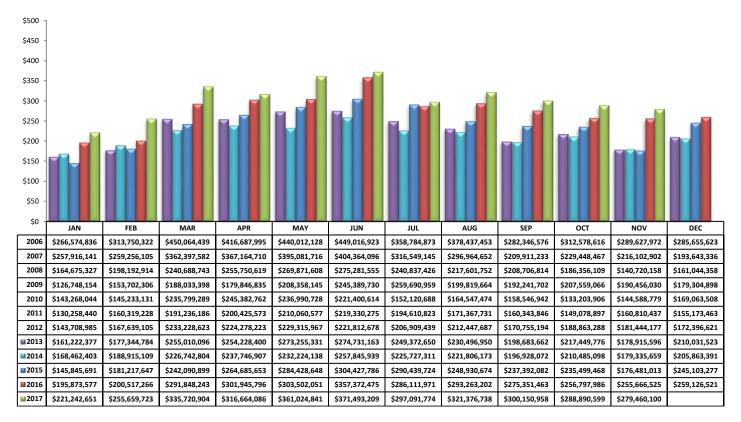
#### YTD Annual Comparison - Breakdown by Type



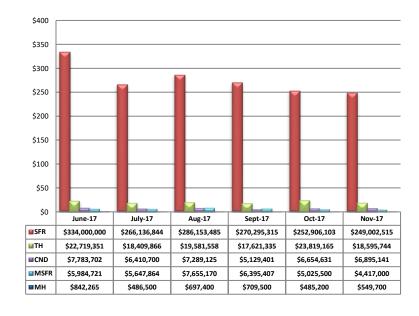
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#### Unit Sales - Breakdown by Type

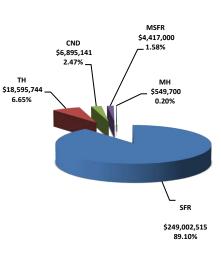
#### **Total Sales Volume - November 2017**



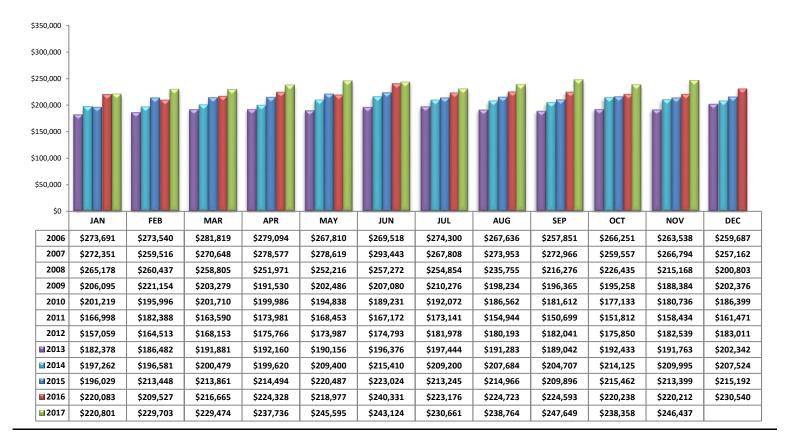
#### **Total Sales Volume By Type - Monthly Comparison**



# Monthly Volume by Type

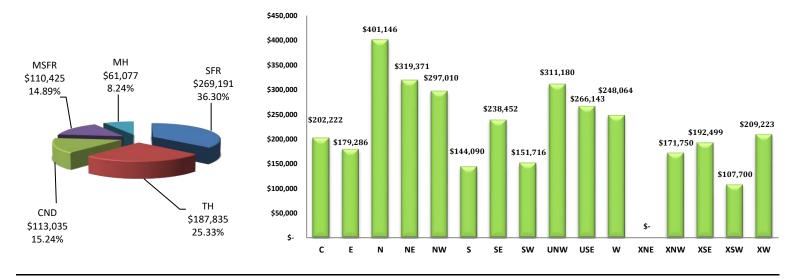


#### Average Sales Price – November 2017

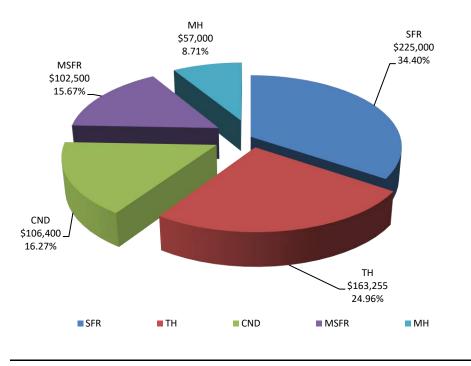


#### Average Sales Price by Type - November 2017

#### Average "Listing" Price per Area - November 2017

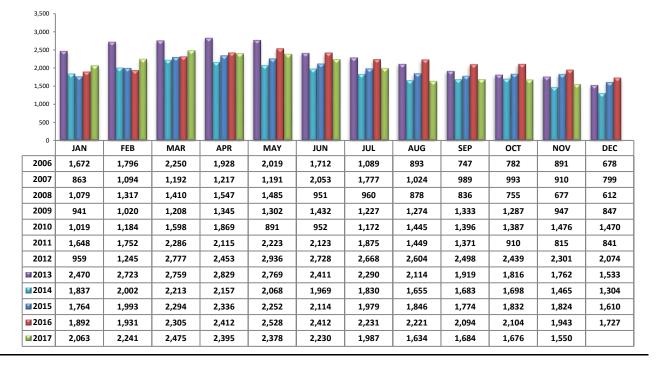


#### Median Sale Price - by Type

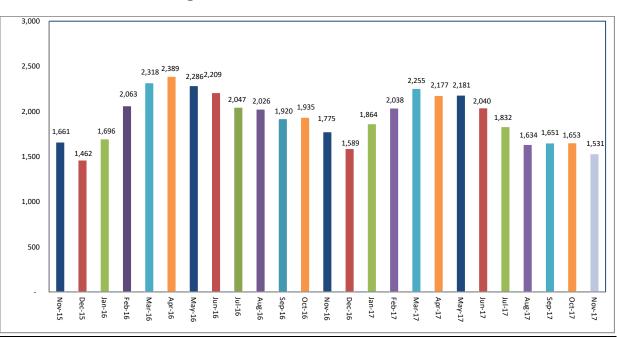


#### Median Sale Price - November 2017

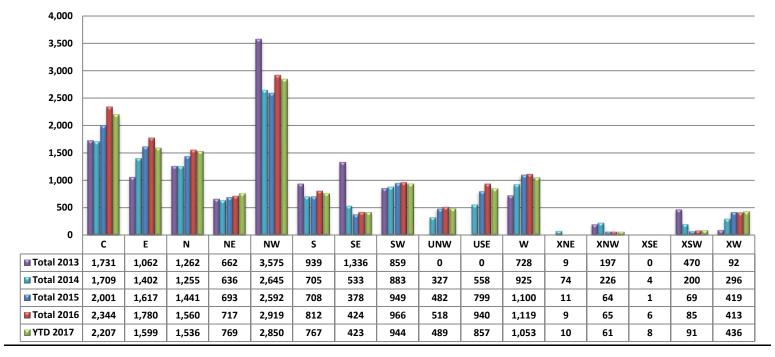
\$300,000 ]												
\$250,000 -												
\$200,000 -												
\$150,000 -												
\$100,000 -												
\$50,000 -												
\$0 -	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC
	JAN	FLD	WIAN	AFN	MAI	NOL	101	AUG	JLF	001	NOV	
2006	\$219,000	\$225,900	\$219,000	\$220,000	\$223,000	\$225,000	\$225,000	\$221,138	\$214,000	\$211,383	\$216,000	\$215,995
2007	\$220,365	\$219,500	\$220,815	\$224,921	\$223,000	\$225,000	\$217,000	\$220,495	\$215,000	\$210,000	\$212,000	\$210,000
2008	\$203,000	\$199,900	\$200,000	\$195,000	\$202,000	\$200,000	\$199,900	\$185,000	\$180,000	\$180,000	\$177,300	\$168,000
2009	\$163,000	\$177,750	\$165,000	\$162,500	\$169,900	\$165,000	\$169,000	\$162,335	\$163,000	\$158,000	\$162,500	\$154,262
2010	\$160,000	\$150,000	\$157,680	\$159,000	\$151,000	\$149,450	\$150,000	\$150,750	\$145,855	\$140,000	\$139,900	\$139,500
2011	\$134,250	\$137,000	\$125,000	\$132,000	\$127,000	\$126,000	\$125,000	\$122,200	\$117,500	\$120,000	\$122,000	\$120,000
2012	\$125,000	\$125,000	\$132,900	\$134,000	\$140,000	\$140,000	\$140,000	\$145,000	\$144,950	\$143,000	\$144,627	\$147,500
2013	\$145,000	\$149,000	\$150,050	\$157,000	\$156,500	\$160,000	\$159,900	\$160,500	\$155,399	\$155,000	\$159,500	\$157,900
2014	\$257,250	\$158,000	\$162,000	\$165,000	\$169,900	\$168,815	\$170,000	\$163,000	\$167,200	\$168,000	\$165,712	\$165,000
2015	\$162,000	\$169,000	\$175,000	\$170,000	\$173,750	\$175,000	\$175,750	\$175,000	\$174,500	\$175,000	\$172,000	\$178,000
2016	\$169,900	\$168,900	\$177,050	\$176,000	\$179,000	\$190,000	\$181,500	\$185,000	\$177,000	\$178,000	\$184,900	\$179,000
2017	\$185,000	\$194,000	\$197,000	\$195,000	\$199,950	\$205,000	\$195,000	\$192,000	\$206,915	\$199,900	\$207,527	



#### 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 3 4 5+ All 0-2 3 4 5+ All Bedrooms Bedrooms Bedrooms Bedrooms Bedrooms **Bedrooms Bedrooms** Bedrooms **Bedrooms Bedrooms** C \$142,813 \$196,991 \$263,133 \$383,500 \$196,120 C 2 55 89 37 183 Е \$114,779 \$173,153 \$200,987 \$345,295 \$176,770 Е 21 5 153 94 33 \$195,260 \$359,771 \$487,662 \$1,034,875 \$387,242 Ν 37 47 32 8 Ν 124 \$155,107 \$328,032 \$365,522 \$593,333 \$309,725 NE NE 14 23 16 3 56 NW \$252,307 \$245,804 \$362,703 \$430,141 \$290,643 NW 57 104 66 15 242 \$127,669 S \$93,400 \$175,306 \$194,000 \$141,673 S 5 30 15 3 53 \$141,000 SE \$202,401 \$271,494 \$270,500 \$235,747 SE 3 15 20 2 40 \$85,632 \$154,986 \$148,768 SW SW \$190,061 \$-23 21 0 16 60 UNW \$328,166 \$287,131 \$302,835 UNW \$256,250 \$284,500 18 39 16 4 1 USE \$241,550 \$240,117 \$264,790 \$318,500 \$261,439 USE 2 23 22 8 55 \$171,423 \$234,582 \$293,854 \$315,000 \$242,365 13 43 23 w w 1 80 XNE \$-\$-\$-\$-\$-XNE 0 0 0 0 0 \$200,000 \$159,000 XNW \$-\$118,000 \$-XNW 0 1 1 0 2 XSE \$-\$187,000 \$-\$-\$187,000 XSE 0 2 0 0 2 xsw \$105,000 \$105,000 XSW 0 0 0 \$-\$-\$-6 6 XW \$127,000 \$199,776 \$215,022 \$256,633 \$206,672 XW 2 18 16 3 39

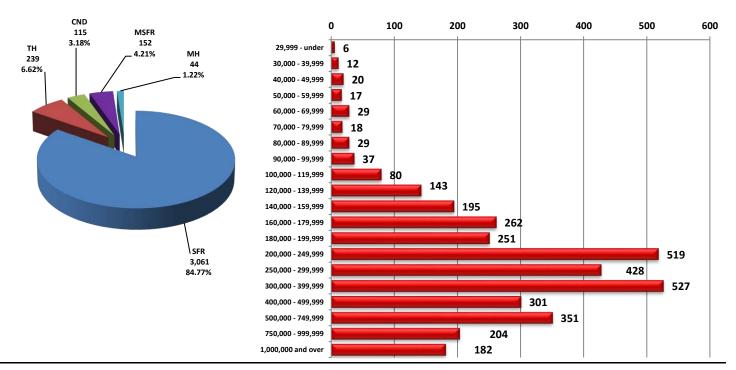
Units Sold per Area by # of Bedrooms



Area	# of Listings
C	522
E	329
Ν	485
NE	204
NW	742
S	129
SE	106
SW	206
UNW	209
USE	197
W	249
XNE	22
XNW	18
XSE	4
XSW	38
XW	151

#### **Active Listings Unit Breakdown**

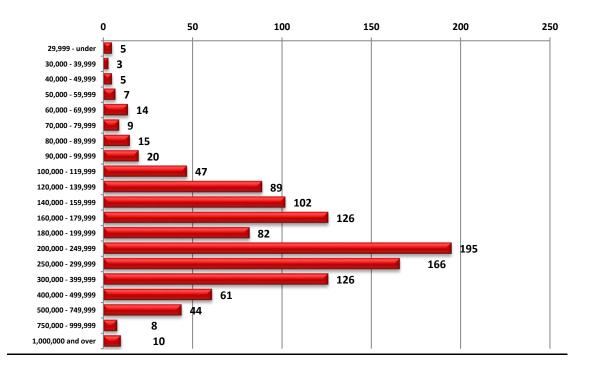
#### **Active Listings Price Breakdown**

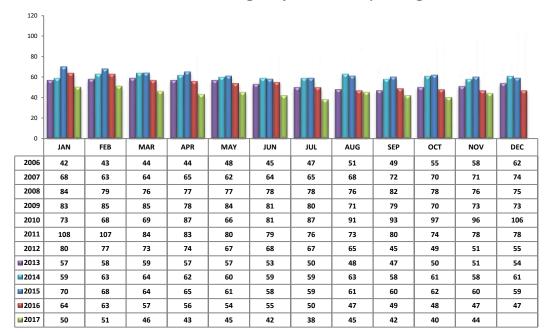


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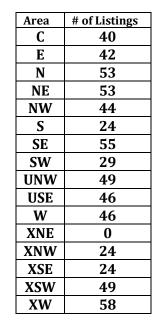
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#### Sold Price Breakdown



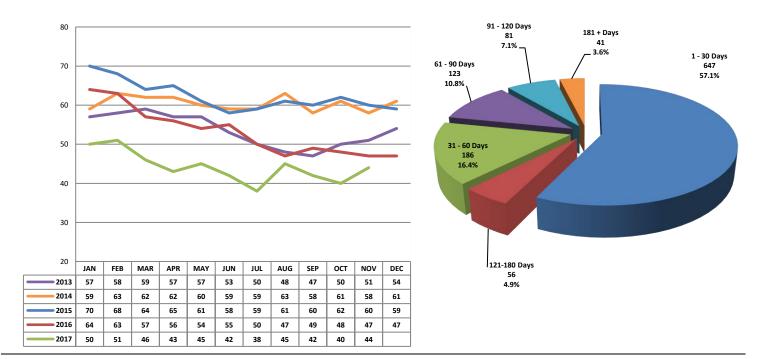


Average Days on	Market/Lie	sting – Novem	her 2017
AVELAGE DAYS OIL	Mai Ket/ Lis	sung - Novem	<b>DEI 2017</b>

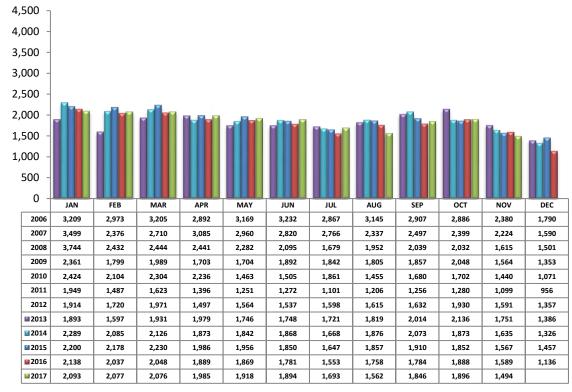


#### Annual Comparison - Average Days on Market

#### Average Days on Market/Listing Breakdown



#### <u>New Listings – November 2017</u>



Area	# of Listings
С	235
Ε	166
Ν	152
NE	70
NW	286
S	84
SE	59
SW	102
UNW	67
USE	85
W	108
XNE	1
XNW	11
XSE	0
XSW	14
XW	54

\*Includes properties that were re-listed

\*\*Beginning November 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.

Month	Expired	Cancelled	Temp Off Mkt.
Feb 2017	91	212	33
Mar 2017	107	293	47
Apr 2017	108	256	41
May 2017	126	263	62
June 2017	119	276	65
<b>July 2017</b>	114	286	58
Aug 2017	106	276	40
Sept 2017	135	236	46
Oct 2017	131	288	45
Nov 2017	126	259	49

#### **Misc. MLS Information**

#### Notes on 2017 Area Boundary Updates

In November 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<sup>®</sup>. With the November 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.