For Immediate Release:

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Multiple Listing Service of Southern Arizona Monthly Statistics October 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 October Residential Sales Statistics:

- Total Sales Volume of \$288,890,599 is a decrease of 3.75% since last month's number of \$300,150,958 but is an increase of 12.5% since October 2016.
- The Average Sales Price of \$238,358 is a decrease of 3.75% from \$247.649 last month.
- Average List Price of \$243,801 is down 3.60% from September.
- Total Under Contract of 1,653 is an increase of .12% since last month.
- Total Unit Sales of 1,212 matched last month's number of 1,212, but is an increase of 3.95% since October 2016.
- The Median Sales Price decreased by 3.39% to \$199,900 from \$206,915 in September, but is an increase of 12.30% since October 2016.
- New Listings are up 2.71% since September.
- Total Active Listings increased 2.84% to 3,689 from 3,587 last month.
- Average Days on Market continues to slowly decrease, going from 42 in September to 40 this month.
- Conventional loan sales of 43.7% exceeded Cash Sales of 23.7%.

Henry Zipf 2017 MLSSAZ President Pam Ruggeroli 2017 TAR President







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October 2017 Recap by Month and Year - % of Change

Total Unit Sales

	<u>2017</u>	<u>2016</u>	Annual % Change
October	\$288,890,599	\$256,797,986	12.50%
September	\$300,150,958	\$275,351,463	9.01%
Month % Change	-3.75%	-6.74%	

	<u>2017</u>	<u>2016</u>	Annual % Change
October	1,212	1,166	3.95%
September	1,212	1,226	-1.14%
Month % Change	0.00%	-4.89%	

Average Sales Price

Median Sales Price

	<u>2017</u>	<u>2016</u>	Annual % Change
October	\$238,358	\$220,238	8.23%
September	\$247,649	\$224,593	10.27%
Month % Change	-3.75%	-1.94%	

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	\$199,900	\$178,000	12.30%
September	\$206,915	\$177,000	16.90%
Month % Change	-3.39%	0.56%	

Average List Price

New Listings

	<u>2017</u>	<u>2016</u>	Annual % Change
October	\$243,801	\$222,728	9.46%
September	\$252,916	\$219,602	15.17%
Month % Change	-3.60%	1.42%	

	<u>2017</u>	<u>2016</u>	Annual % Change
October	1,896	1,888	0.42%
September	1,846	1,784	3.48%
Month % Change	2.71%	5.83%	

Total Under Contract

Active Listings

	<u>2017</u>	<u>2016</u>	Annual % Change
October	1,653	1,935	-14.57%
September	1,651	1,920	-14.01%
Month % Change	0.12%	0.78%	

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	3,689	3,683	0.16%
September	3,587	3,587	0.00%
Month % Change	2.84%	2.68%	

October 2017 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	<u>%</u>	Zip Code	# Active	# Sold	<u>%</u>	Zip Code	# Active	# Sold	<u>%</u>	Zip Code	# Active	# Sold	<u>%</u>
85123	0	0	0.00%	85645	0	0	0.00%	85713	83	30	36.14%	85740	0	0	0.00%
85145	16	2	12.50%	85648	0	0	0.00%	85714	23	13	56.52%	85741	66	30	45.45%
85245	0	0	0.00%	85653	121	27	22.31%	85715	90	40	44.44%	85742	134	52	38.81%
85601	0	0	0.00%	85654	0	0	0.00%	85716	134	43	32.09%	85743	149	46	30.87%
85602	0	0	0.00%	85658	182	35	19.23%	85717	0	0	0.00%	85745	136	42	30.88%
85611	0	0	0.00%	85701	21	5	23.81%	85718	241	66	27.39%	85746	69	42	60.87%
85614	0	1	0.00%	85704	107	36	33.64%	85719	82	26	31.71%	85747	101	39	38.61%
85616	0	0	0.00%	85705	70	29	41.43%	85730	99	42	42.42%	85748	64	28	43.75%
85619	24	1	4.17%	85706	64	28	43.75%	85734	0	0	0.00%	85749	128	24	18.75%
85623	12	3	25.00%	85709	0	0	0.00%	85735	48	15	31.25%	85750	205	66	32.20%
85629	6	2	33.33%	85710	170	58	34.12%	85736	32	4	12.50%	85755	195	53	27.18%
85637	2	0	0.00%	85711	106	43	40.57%	85737	124	38	30.65%	85756	69	45	65.22%
85641	164	60	36.59%	85712	100	38	38.00%	85739	187	28	14.97%	85757	65	32	49.23%

Tucson, AZ

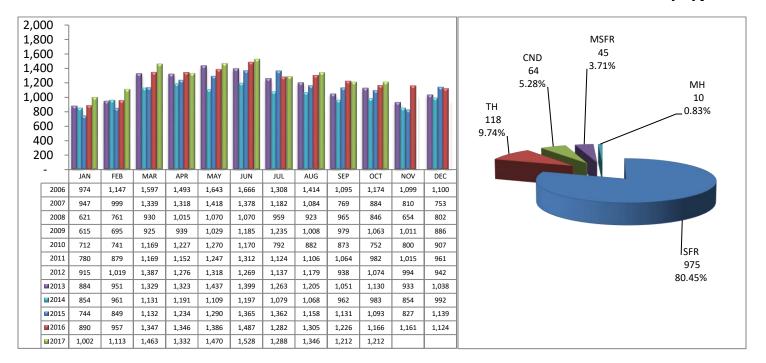
From: 10/01/2017 to 10/31/2017 Statistics generated on: 11/6/17

Residential Listing Statistics								tive Listings	Days on Market	
	Total Active	Total Contingent	Total Pending	Total Inventory		Total Sold	Area	# Per Area	of Units So	old
Under \$29,999	11	2	0	13		3	С	516	1 -30 Days	727
\$30,000 to \$39,999	14	2	4	20		6	Е	330	31-60 Days	230
\$40,000 to \$49,999	23	5	0	28		8	N	498	61 - 90 Days	101
\$50,000 to \$59,999	19	9	1	29		4	NE	231	91-120 Days	62
\$60,000 to \$69,999	25	12	7	44		17	NW	759	121 - 180 Days	57
\$70,000 to \$79,999	23	24	2	49		17	S	148	Over 180 Days	35
\$80,000 to \$89,999	34	18	3	55		10	SE	104	Avg. Days on f	/larket
\$90,000 to \$99,999	36	21	3	60		20	SW	208	40	
\$100,000 to \$119,999	89	42	8	139		54	UNW	201	Avg. Sold P	rice
\$120,000 to \$139,999	147	110	16	273		96	USE	188	\$238,358	
\$140,000 to \$159,999	200	143	24	367		126	W	252	Median Sale	
\$160,000 to \$179,999	283	155	33	471		129	XNE	25	\$199,900)
\$180,000 to \$199,999	262	113	24	399		117	XNW	18	New Listin	
\$200,000 to \$249,999	527	218	56	801		218	XSE	8	1,896	0-
\$250,000 to \$299,999	445	169	43	657		117	XSW	40	_,	
\$300,000 to \$399,999	530	146	51	727		134	XW	163		
\$400,000 to \$499,999	293	73	16	382		74		Units per Area	Sales Volume I	v Δrea
\$500,000 to \$749,999	348	48	11	407		48	C	186	\$36,577,2	•
\$750,000 to \$999,999	203	23	6	232		10	E	128	\$23,999,0	
\$1,000,000 and over	177	8	4	189		4	N	147	\$52,958,6	
71,000,000 and 6ver	1,,	Ü		103			NE	67	\$19,417,0	
							NW	227	\$63,092,8	
							S	71	\$9,674,37	
							SE	39	\$9,283,53	
							SW	101	\$15,889,2	
							UNW	33	\$9,895,55	
							USE	79	\$19,767,7	
Totals	3,689	1,341	312	5,342		1,212	W	87	\$19,240,0	
Totals	3,063	1,341	312	3,342		1,212	XNE	1	\$549,000	
	Oct-17	Oct-16	9/ Change	YTD 2017	YTD 2016	% Change	XNW	3	\$491,500	
Home Sales Volume	\$288,890,599		% Change 12.50%			% Change 11.10%		2	\$809,908	
Home Sales Units	1,212	\$256,797,986 1,166	3.95%	12,966	\$2,762,584,030 12,392	4.63%	XSW	8	\$889,500	
Average Sales Price (All Residential)	\$238,358	\$220,238	8.23%	\$239,770	\$222,255	7.88%	XW	33	\$6,355,38	
Median Sales Price						7.88% 11.72%	XVV	Total Volume		
	\$199,900		12.30%	\$200,054	\$179,063			Total Volume	\$288,890,5	99
Average Days on Market:	40		-16.67%	41	49	-16.33%				
Average List Price for Solds:	\$243,801	\$222,728	9.46%	\$244,620	\$223,711	9.35%			Types of Financing	<u>Tot</u>
SP/LP %	97.77%	98.88%	44 ==0/	98.02%	99.35%		l		FHA 2 VA 1	
Total Under Contract	1,653		-14.57%							
Active Listings	3,689	· · · · · · · · · · · · · · · · · · ·	0.16%						Other	
New Listings	1,896	1,888	0.42%	1					Cash	2
									Conventional	5
									Cash/Loan	
									Carryback	

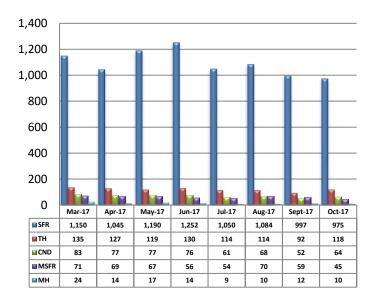
Please note: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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 - October 2017

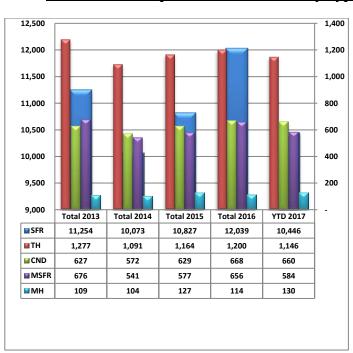
Unit Sales - Breakdown by Type



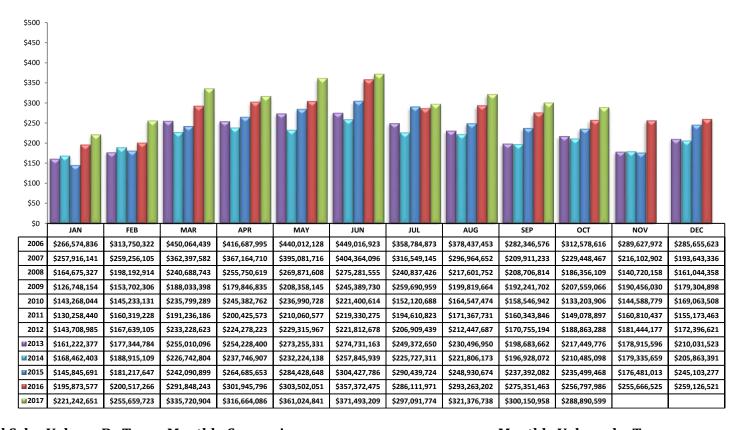
Total Unit Sales By Type - Monthly Comparison



YTD Annual Comparison - Breakdown by Type



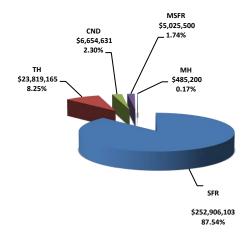
Total Sales Volume - October 2017



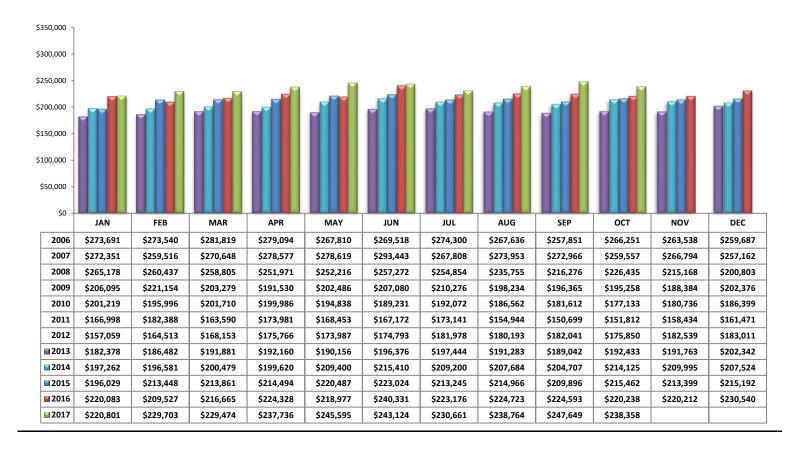
Total Sales Volume By Type - Monthly Comparison

\$400 \$350 \$300 \$250 \$200 \$150 \$100 \$50 \$0 May-17 June-17 July-17 Aug-17 Sept-17 Oct-17 ■SFR \$324.092.131 \$334,000,000 \$266,136,844 \$286,153,485 \$270,295,315 \$252,906,103 ■TH \$20,412,325 \$22,719,351 \$18,409,866 \$19,581,558 \$17.621.335 \$23.819.165 \$8.325.250 \$6.654.631 **■**CND \$7.783.702 \$6,410,700 \$7.289.125 \$5.129.401 ■MSFR \$5,647,864 \$7.420.635 \$5.984.721 \$7.655.170 \$6.395.407 \$5.025.500 **■**МН \$774,500 \$842,265 \$486,500 \$697,400 \$709,500 \$485,200

Monthly Volume by Type

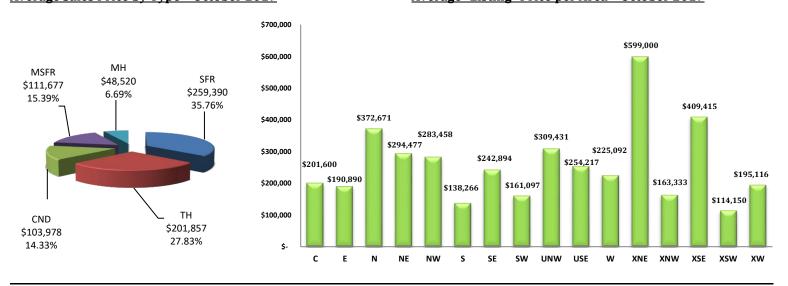


Average Sales Price - October 2017

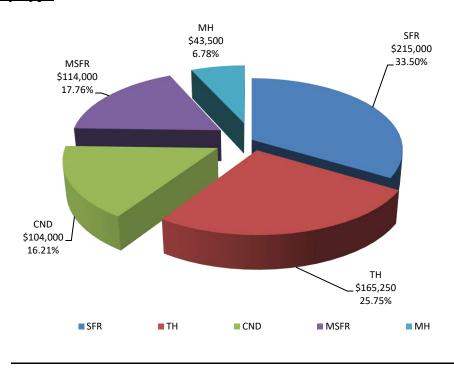


Average Sales Price by Type - October 2017

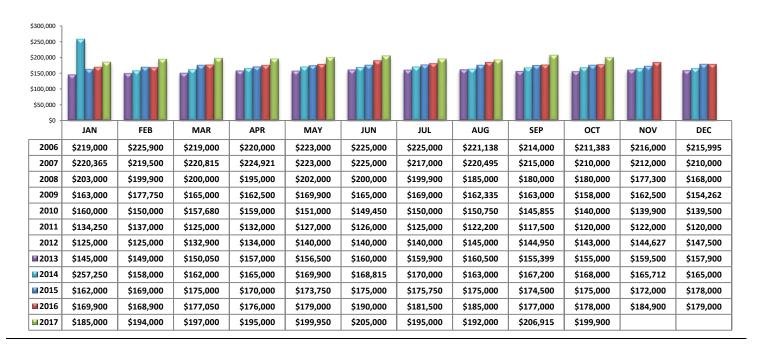
Average "Listing" Price per Area - October 2017



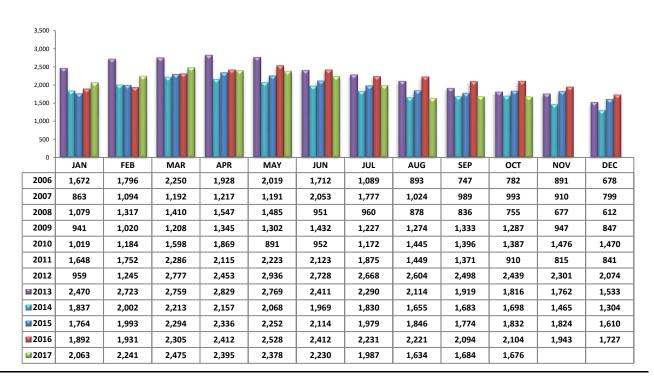
Median Sale Price - by Type



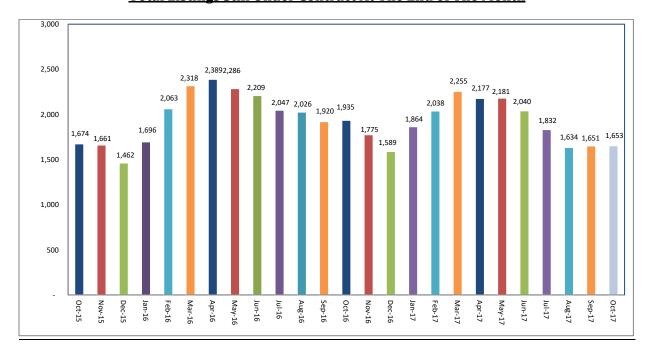
Median Sale Price - October 2017



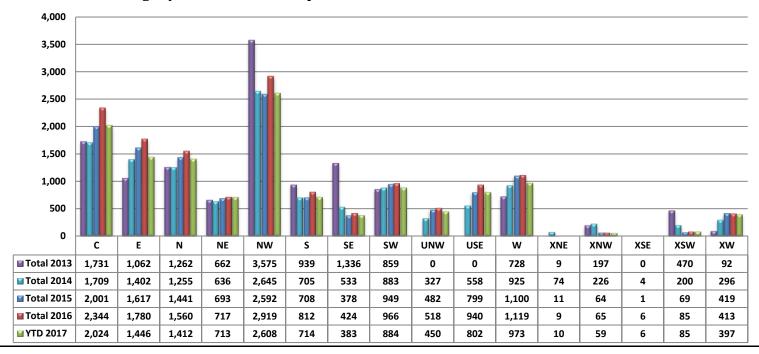
Newly Under Contract During The Month



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				_	4	_	5+	All		
	Вe	drooms	B	edrooms	В	edrooms	B	edrooms	B	edrooms	
С	\$	142,680	\$	194,220	\$	254,221	\$	299,221	\$	196,651	
E	\$	98,106	\$	179,800	\$	237,344	\$	515,000	\$	187,492	
N	\$	208,025	\$	377,032	\$	487,106	\$	894,250	\$	360,262	
NE	\$	123,742	\$	298,102	\$	321,160	\$	564,500	\$	289,806	
NW	\$	236,911	\$	240,805	\$	344,184	\$	384,271	\$	277,942	
S	\$	63,344	\$	141,239	\$	158,225	\$	115,000	\$	136,258	
SE	\$	176,500	\$	213,808	\$	263,961	\$	319,633	\$	238,039	
SW	\$	84,794	\$	158,151	\$	189,704	\$	204,366	\$	157,319	
UNW	\$	295,252	\$	304,171	\$	297,156	\$	-	\$	299,865	
USE	\$	229,475	\$	237,400	\$	274,800	\$	309,500	\$	250,224	
W	\$	158,272	\$	207,372	\$	296,100	\$	286,700	\$	221,150	
XNE	\$	-	\$	549,000	\$	-	\$	-	\$	549,000	
XNW	\$	-	\$	175,000	\$	141,500	\$	-	\$	163,833	
XSE	\$	-	\$	-	\$	380,000	\$	429,908	\$	404,954	
XSW	\$	103,250	\$	118,100	\$	92,500	\$	-	\$	111,187	
XW	\$	118,750	\$	177,007	\$	216,238	\$	315,795	\$	192,587	

Units Sold per Area by # of Bedrooms

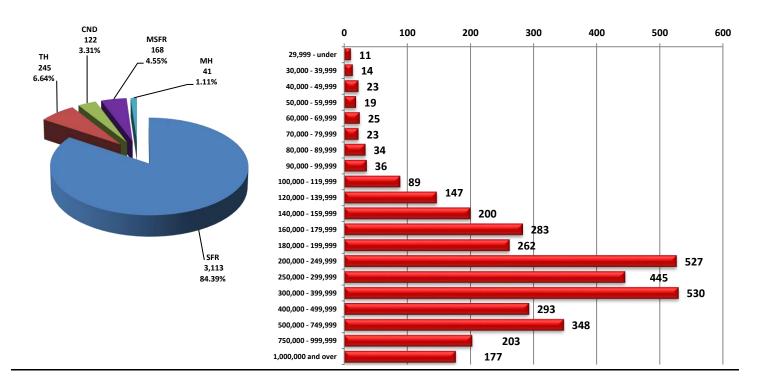
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
С	57	83	32	14	186
E	16	77	34	1	128
N	59	42	40	6	147
NE	15	26	20	6	67
NW	50	99	64	14	227
S	9	39	22	1	71
SE	2	20	14	3	39
SW	17	49	31	4	101
UNW	12	16	5	0	33
USE	8	45	23	3	79
w	18	45	19	5	87
XNE	0	1	0	0	1
XNW	0	2	1	0	3
XSE	0	0	1	1	2
XSW	2	5	1	0	8
XW	2	20	9	2	33



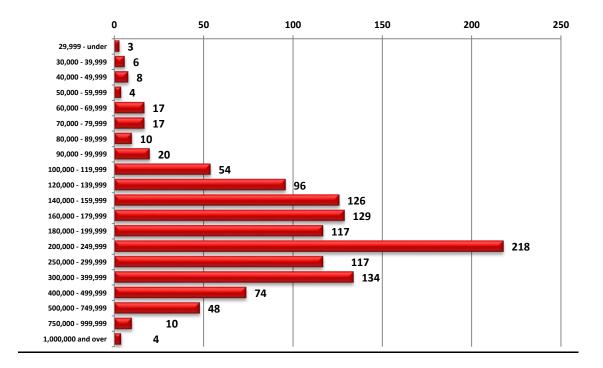
_	T a	
Area	# of Listings	
C	516	
E	330	
N	498	
NE	231	
NW	759	
S	148	
SE	104	
SW	208	
UNW	201	
USE	188	
W	252	
XNE	25	
XNW	18	
XSE	8	
XSW	40	
XW	163	

Active Listings Unit Breakdown

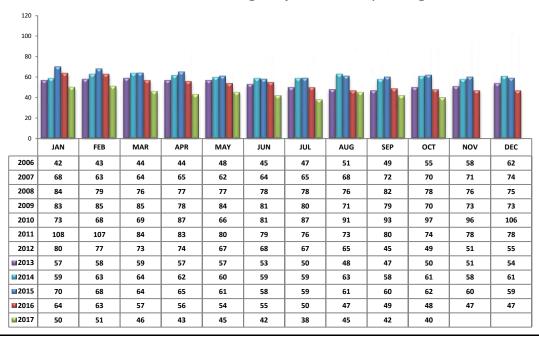
Active Listings Price Breakdown



Sold Price Breakdown



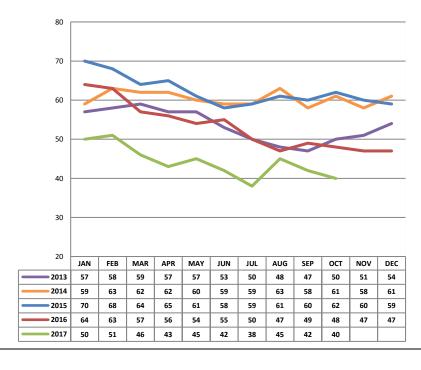
Average Days on Market/Listing - October 2017

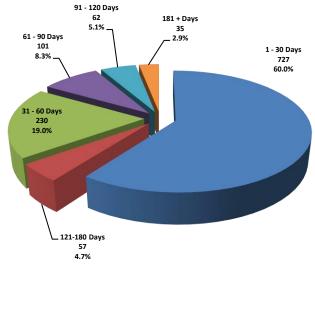


Area	# of Listings	
C	33	
E	33	
N	48	
NE	41	
NW	48	
S	19	
SE	32	
SW	39	
UNW	84	
USE	39	
W	35	
XNE	503	
XNW	9	
XSE	168	
XSW	25	
XW	41	

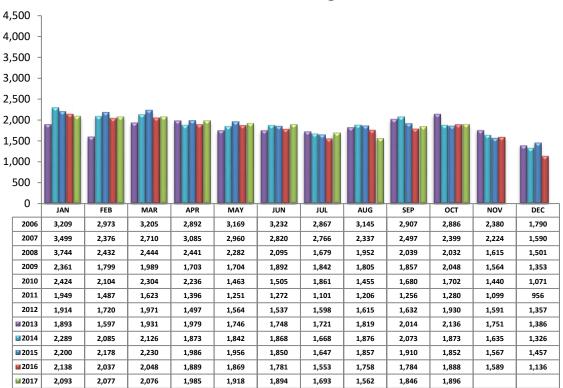
Annual Comparison - Average Days on Market

Average Days on Market/Listing Breakdown





New Listings - October 2017



Area	# of Listings
C	255
E	221
N	242
NE	104
NW	392
S	99
SE	56
SW	106
UNW	76
USE	105
W	147
XNE	0
XNW	7
XSE	0
XSW	16
XW	70

*Includes properties that were re-listed

Misc. MLS Information

Month	Expired	Cancelled	Temp Off
			Mkt.
Jan 2017	171	305	38
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
July 2017	114	286	58
Aug 2017	106	276	40
Sept 2017	135	236	46
Oct 2017	131	288	45

^{**}Beginning October 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.

Notes on 2017 Area Boundary Updates

In October 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 October 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.