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

- Total Sales Volume of \$375,510,677 is an increase of 4.19% from March's number of \$360,404,000 and an increase of 18.58% over April 2017.
- The Average Sales Price of \$258,616 is an increase of 4.91% from \$246,514 in March.
- Average List Price of \$264,467 is an increase of 4.55% from last month's number of \$252,954.
- Total Under Contract increased to 2,167 from 2,157 in March.
- Total Unit Sales declined this month to 1,452 from 1,462 last month resulting in a 0.68% decrease, but increased 9.01% over April 2017.
- The Median Sales Price of \$215,000 is an increase of 2.38% since March.
- New Listings rose from 1,962 in March to 2,006 in April, a 2.24% increase.
- Total Active Listings of 3,097 is a decrease of 2.79% from March, and a 10.13% decrease from April 2017.
- Average Days on Market held at 43 this month, exactly the same as they were in March.
- Conventional loan sales of 45.5% exceeded Cash Sales of 25.9%.

Judith Grammond 2018 MLSSAZ President Ginny Huffman 2018 TAR President





AR President



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April 2018 Recap by Month and Year - % of Change

<u>Total Sales Volume</u>				<u>Total Unit Sales</u>			
	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>		<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
April	\$375,510,677	\$316,664,086	18.58%	April	1,452	1,332	9.01%
March	\$360,404,000	\$335,720,904	7.35%	March	1,462	1,463	-0.07%
Month % Change	4.19%	-5.68%		Month % Change		-8.95%	
Average Sales Price				<u>Median Sales Price</u>			
	<u>2018</u>	<u>2017</u>	Annual % Change		<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
April	\$258,616	\$237,736	8.78%	April	\$215,000	\$195,000	10.26%
March	\$246,514	\$229,474	7.43%	March	\$210,000	\$197,000	6.60%
Month % Change	4.91%	3.60%		Month % Change	2.38%	-1.02%	
Average List Price	2010	2045		New Listings	2040	2015	
	<u>2018</u>	2017	Annual % Change	1	<u>2018</u>	<u>2017</u>	Annual % Change
April	\$264,467	\$239,287	10.52%	April	2,006	1,985	1.06%
March	\$252,954	\$230,186	9.89%	March	1,962	2,076	-5.49%
Month % Change	4.55%	3.95%		Month % Change	2.24%	-4.38%	
<u>Total Under Contract</u>	<u>2018</u>	<u>2017</u>	Annual % Change	Active Listings	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
April	2,167	2,177	-0.46%	April	3,097	3,446	-10.13%
March	2,107	2,181	-1.10%	March	3,186	3,376	-5.63%
Month % Change	0.46%	-0.18%	- • •	Month % Change	-2.79%	2.07%	• •

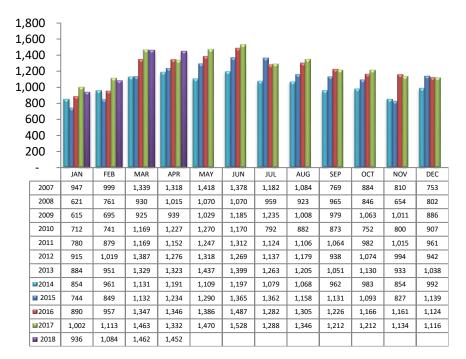
April 2018 - Active and Sold by Zip Code

Zip Code	<u># Active</u>	<u># Sold</u>	<u>%</u>	Zip Code	# Active	<u># Sold</u>	<u>%</u>	Zip Code	# Active	# Sold	<u>%</u>	Zip Code	# Active	<u># Sold</u>	<u>%</u>
85123	0	0	0.00%	85645	0	0	0.00%	85713	76	47	61.84%	85740	0	0	0.00%
85145	13	3	23.08%	85648	0	0	0.00%	85714	10	8	80.00%	85741	47	52	110.64%
85245	0	0	0.00%	85653	117	33	28.21%	85715	80	41	51.25%	85742	111	55	49.55%
85601	0	0	0.00%	85654	0	0	0.00%	85716	96	44	45.83%	85743	108	62	57.41%
85602	0	0	0.00%	85658	163	48	29.45%	85717	0	0	0.00%	85745	124	61	49.19%
85611	0	0	0.00%	85701	15	8	53.33%	85718	207	70	33.82%	85746	45	34	75.56%
85614	1	0	0.00%	85704	96	51	53.13%	85719	71	44	61.97%	85747	94	50	53.19%
85616	0	0	0.00%	85705	45	34	75.56%	85730	79	45	56.96%	85748	60	34	56.67%
85619	17	1	5.88%	85706	40	30	75.00%	85734	0	0	0.00%	85749	110	40	36.36%
85623	12	4	33.33%	85709	0	0	0.00%	85735	48	13	27.08%	85750	181	70	38.67%
85629	2	2	100.00%	85710	139	90	64.75%	85736	36	4	11.11%	85755	189	63	33.33%
85637	4	0	0.00%	85711	69	55	79.71%	85737	130	43	33.08%	85756	54	40	74.07%
85641	147	72	48.98%	85712	65	37	56.92%	85739	150	42	28.00%	85757	46	22	47.83%

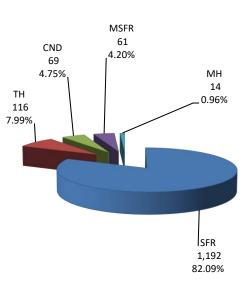
	Residential Listing Statistics Active Listings										
	Total Active	Total Contingent	Total Pending	Total Inventory		Total Sold	Area	# Per Area	of Units So	of Units Sold	
Under \$29,999	7	2	1	10		4	С	365	1 -30 Days	8	
\$30,000 to \$39,999	4	4	2	10		3	Е	276	31-60 Days	2	
\$40,000 to \$49,999	11	4	5	20		10	Ν	422	61 - 90 Days	1	
\$50,000 to \$59,999	16	10	1	27		18	NE	196	91-120 Days		
\$60,000 to \$69,999	12	14	0	26		11	NW	697	121 - 180 Days	:	
\$70,000 to \$79,999	18	14	8	40		5	S	102	Over 180 Days		
\$80,000 to \$89,999	30	29	5	64		8	SE	85	Avg. Days on N	larke	
\$90,000 to \$99,999	28	24	3	55		17	SW	154	43		
\$100,000 to \$119,999	52	77	17	146		58	UNW	167	Avg. Sold Pr	ice	
\$120,000 to \$139,999	105	125	22	252		72	USE	179	\$258,616		
\$140,000 to \$159,999	126	140	37	303		119	W	215	Median Sale	Price	
\$160,000 to \$179,999	151	202	36	389		168	XNE	18	\$215,000		
\$180,000 to \$199,999	219	167	27	413		131	XNW	13	New Listin	gs	
\$200,000 to \$249,999	413	294	68	775		272	XSE	9	2,006	-	
\$250,000 to \$299,999	383	210	44	637		183	XSW	51			
\$300,000 to \$399,999	543	238	61	842		187	XW	148			
\$400,000 to \$499,999	271	91	28	390		86	Sold	Units per Area	Sales Volume by Area		
\$500,000 to \$749,999	340	91	15	446		74	C	224	\$49,164,565		
\$750,000 to \$999,999	212	20	7	239		17	E	168	\$32,430,70		
\$1,000,000 and over	156	19	5	180		9	N	167	\$63,762,02		
							NE	84	\$25,975,30		
							NW	284	\$89,373,75		
							S	80	\$11,660,22		
							SE	52	\$11,964,51	.9	
							SW	86	\$13,005,08	0	
							UNW	48	\$17,236,10		
							USE	83	\$20,466,43	8	
Totals	3,097	1,775	392	5,264		1,452	W	120	\$29,870,07	3	
	·			-		-	XNE	1	\$155,000		
	<u>Apr-18</u>	Apr-17	<u>% Change</u>	YTD 2018	YTD 2017	% Change	XNW	4	\$673,500		
Home Sales Volume	\$375,510,677	\$316,664,086	18.58%	\$1,233,786,113	\$1,129,287,364	9.25%	XSE	1	\$337,328		
Home Sales Units	1,452	1,332	9.01%	4,934	4,910	0.49%	XSW	5	\$747,900		
Average Sales Price (All Residential)	\$258,616	\$237,736	8.78%	\$252,503	\$232,550	8.58%	XW	45	\$8,688,16	2	
Median Sales Price	\$215,000	\$195,000	10.26%	\$210,875	\$194,125	8.63%		Total Volume	\$375,510,6	77	
Average Days on Market:	43	43	0.00%	45	46	-2.17%					
Average List Price for Solds:	\$264,467	\$239,287	10.52%	\$257,017	\$233,817	9.92%	1		Types of Financing		
SP/LP %	97.79%			98.24%	99.46%		1		FHA		
Total Under Contract	2,167	2,177	-0.46%				-		VA		
Active Listings	3,097	3,446	-10.13%						Other		
New Listings	2,006		1.06%						Cash		
•	,	· · · ·		-					Conventional		

Cash/Loan 0 4 Carryback

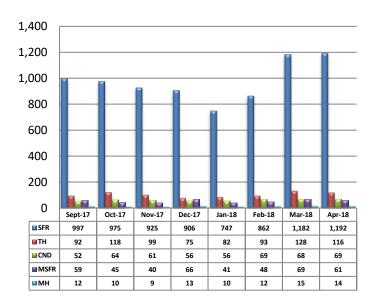
<u> Total Unit Sales – April 2018</u>



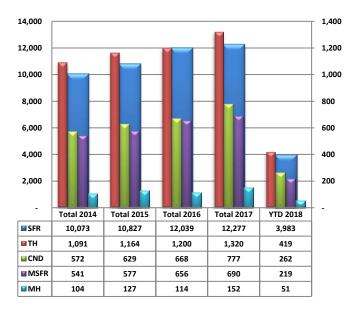
Unit Sales - Breakdown by Type



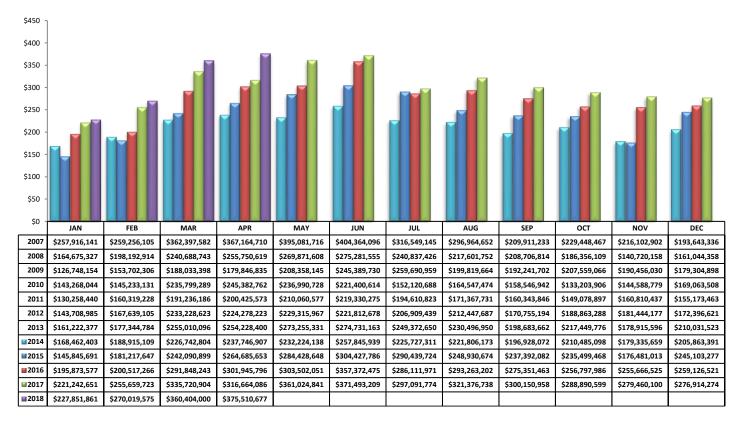
Total Unit Sales By Type - Monthly Comparison



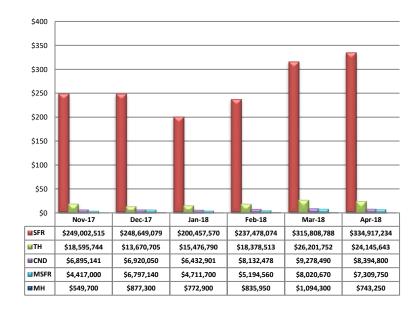
YTD Annual Comparison - Breakdown by Type



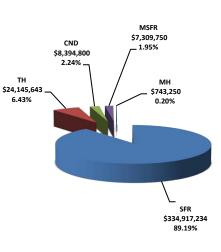
Total Sales Volume - April 2018



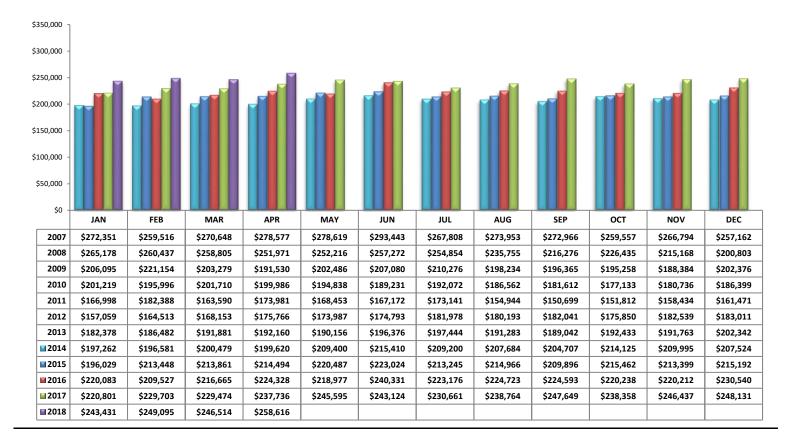
Total Sales Volume By Type - Monthly Comparison



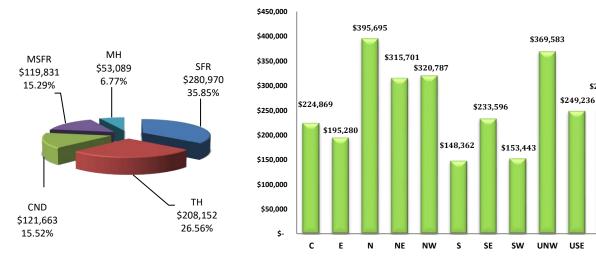
Monthly Volume by Type



Average Sales Price - April 2018



<u>Average Sales Price by Type – April 2018</u>



Average "Listing" Price per Area - April 2018

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.

XSE

\$338,175

\$172,325

XNW

\$165.000

XNE

\$196.376

\$158,810

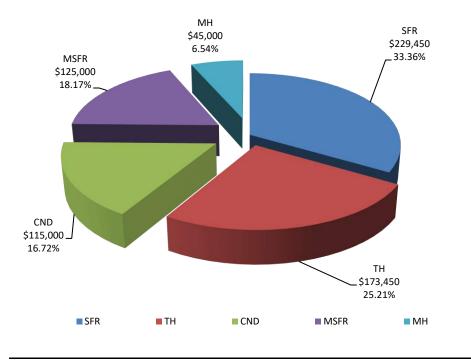
XSW

XW

\$255.525

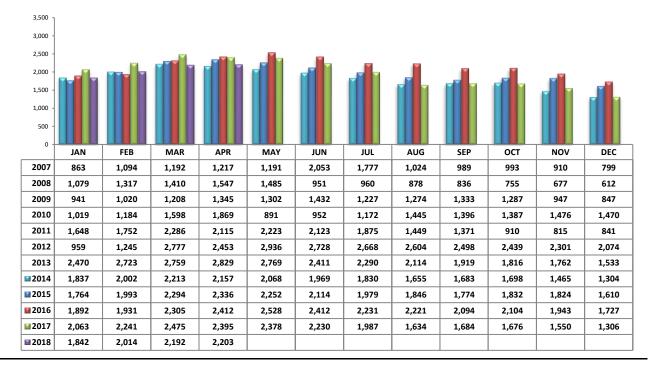
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Median Sale Price - by Type



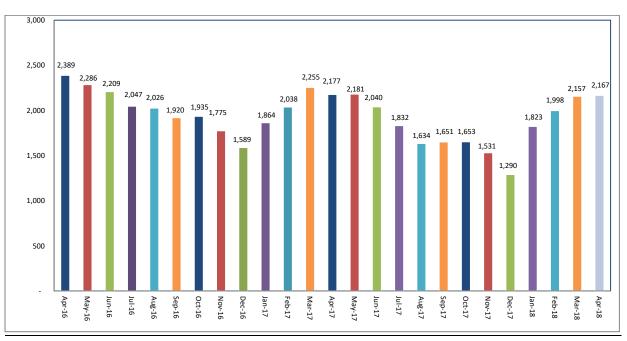
Median Sale Price - April 2018

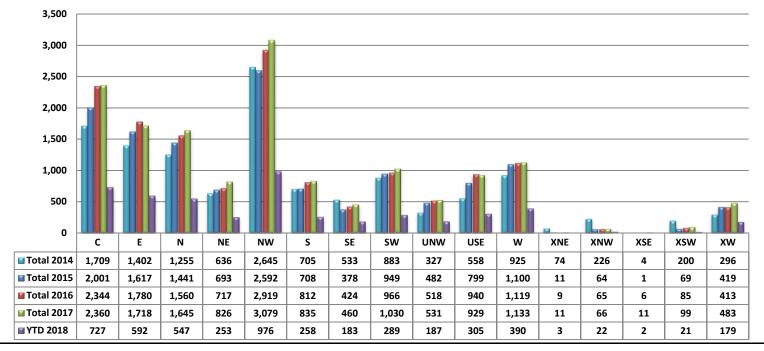
\$250,000]												
\$200,000 -												
\$150,000 -												
\$100,000 -												
\$50,000 - \$0 -												
ŞU -	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ост	NOV	DEC
2007	\$220,365	\$219,500	\$220,815	\$224,921	\$223,000	\$225,000	\$217,000	\$220,495	\$215,000	\$210,000	\$212,000	\$210,000
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	\$157,250	\$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	\$205,000
2018	\$200,000	\$207,000	\$210,000	\$215,000								



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 5+ All 0-2 3 4 5+ All 4 Bedrooms С \$170,390 \$204,890 \$300,549 \$377,909 \$219,484 С 113 37 224 63 11 \$107,980 Е \$184,537 \$219,107 \$405,250 \$193,039 Е 15 100 49 4 168 \$215,915 \$355,133 \$581,849 \$692,914 \$381,808 59 38 Ν Ν 58 12 167 NE \$138,533 \$317,639 \$388,453 \$448,666 \$309,229 NE 18 33 30 3 84 NW \$267,817 \$299,646 \$366,406 \$412,923 \$314,696 63 136 72 13 284 NW S \$113,096 \$147,297 \$161,527 \$179,750 \$145,752 S 13 47 18 2 80 \$190,000 \$199,423 SE \$240,262 \$326,875 \$230,086 SE 4 25 15 8 52 SW \$90,908 \$159,866 \$184,495 \$189,500 \$151,221 SW 20 41 21 4 86 UNW \$368,730 \$331,423 \$411,250 \$369,900 \$359,085 UNW 26 17 4 1 48 \$234,866 \$341,944 USE \$223,242 \$271,737 \$246,583 USE 9 42 28 4 83 \$240,374 \$475,062 \$248,917 w \$144,608 \$273,890 w 18 68 26 8 120 XNE \$0 \$155,000 \$0 \$0 \$155,000 XNE 0 0 0 1 1 XNW \$170,000 \$152,250 \$199,000 \$0 \$168,375 XNW 1 2 1 0 4 XSE \$0 \$337,328 \$0 \$0 \$337,328 0 0 XSE 1 0 1 \$285,000 xsw \$56,750 \$174,700 \$0 \$149,580 xsw 2 2 1 0 5 xw \$104,000 \$189,112 \$201,180 \$315,000 \$193,070 xw 2 33 8 2 45

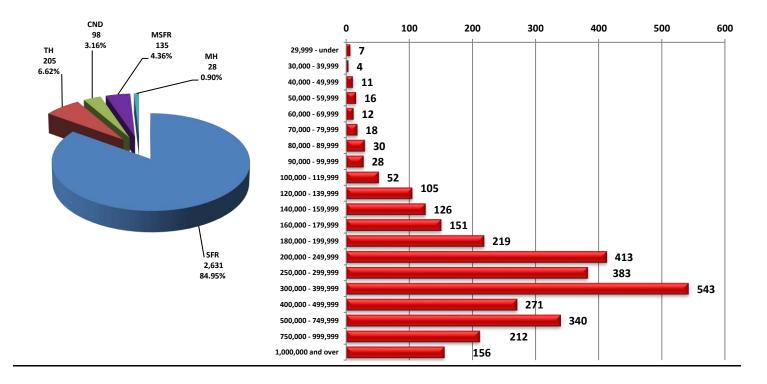
Units Sold per Area by # of Bedrooms



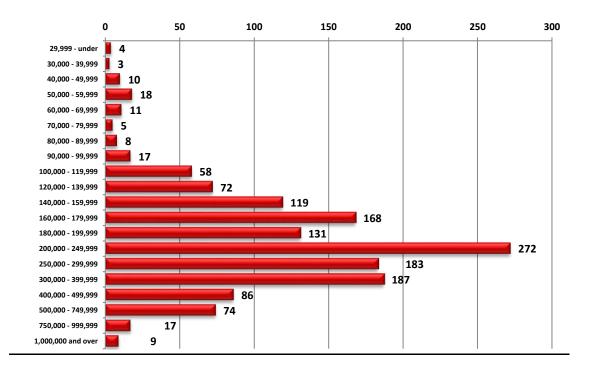
	n			
Area	# of Listings			
С	365			
Е	276			
Ν	422			
NE	196			
NW	697			
S	102			
SE	85			
SW	154			
UNW	167			
USE	179			
W	215			
XNE	18			
XNW	13			
XSE	9			
XSW	51			
XW	148			

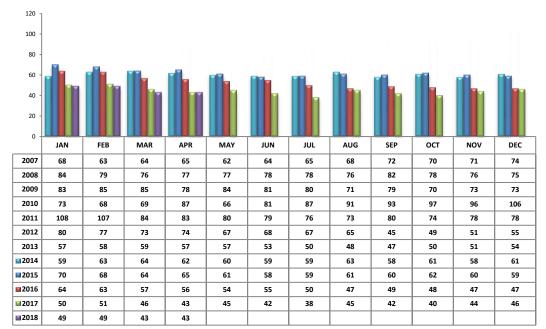
Active Listings Unit Breakdown

Active Listings Price Breakdown



Sold Price Breakdown

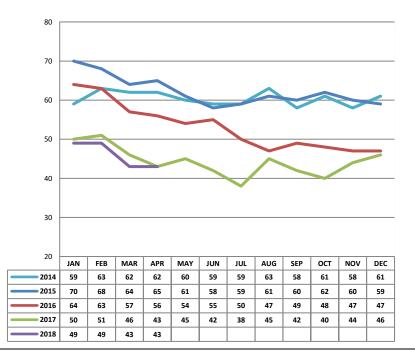




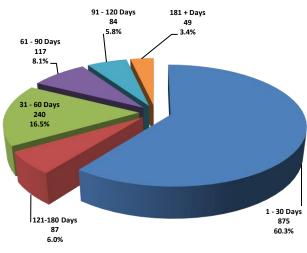
Area	# of Listings			
С	37			
Ε	34			
Ν	46			
NE	45			
NW	49			
S	28			
SE	44			
SW	44			
UNW	89			
USE	32			
W	31			
XNE	775			
XNW	21			
XSE	0			
XSW	109			
XW	48			

Average Days on Market/Listing - April 2018

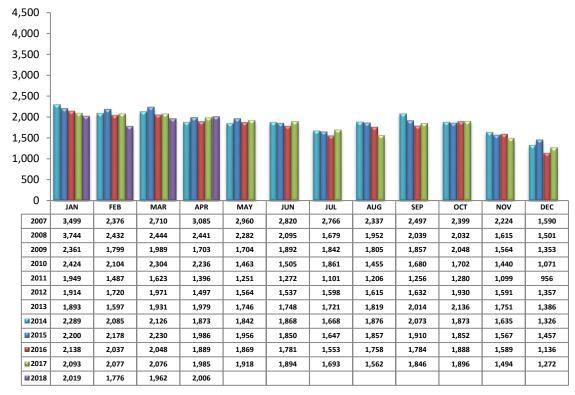
Annual Comparison - Average Days on Market



Average Days on Market/Listing Breakdown



New Listings - April 2018



Area	# of Listings			
С	296			
Ε	236			
Ν	211			
NE	115			
NW	405			
S	98			
SE	63			
SW	131			
UNW	65			
USE	121			
W	150			
XNE	3			
XNW	12			
XSE	3			
XSW	19			
XW	78			

*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.

Month	Expired	Cancelled	Temp Off Mkt.
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
Apr 2018	112	218	41

Misc. MLS Information

Notes on 2017 Area Boundary Updates

In April 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 April 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.