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CONTACT:

Judith Grammond MLSSAZ President (520) 721-1478

Sean Murphy Executive Vice President (520) 382-8792

Randy Rogers CEO, MLSSAZ (520) 327-4218



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

- Total Sales Volume of \$347,114,173 is down 15.91% from June's number of \$412,805,427 but is up 16.84% from last year.
- The Average Sales Price of \$253,924 is a decrease of .2.01% from \$259,137 in June.
- Average List Price of \$260,279 is a decrease of 1.53% from last month's number of \$264,328.
- Total Under Contract of 1,776 is a decrease of 4.31% since June's number of 1,856.
- Total Unit Sales of 1,367 is a decrease of 14.19% since last month's number of 1,593 but up 6.13% since July 2017.
- The Median Sales Price of \$215,000 is an increase of 1.42% from \$212,000 in June and up 10.26% from last year's number of \$195,000.
- New Listings of 1,784 are a decrease of 5.46% from 1,887 in June.
- Total Active Listings of 2,967 are a slight decrease from 2,974 in June.
- Average Days on Market increased to 43 this month from 39 last month.
- Conventional loan sales of 46.2% exceeded Cash Sales of 21.7%.

Judith Grammond 2018 MLSSAZ President Ginny Huffman 2018 TAR President





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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.

July 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>
July	\$347,114,173	\$297,091,774	16.84%	July	1,367	1,288	6.13%
June	\$412,805,427	\$371,493,209	11.12%	June	1,593	1,528	4.25%
Month % Change	-15.91%	-20.03%		Month % Change	-14.19%	-15.71%	
Average Sales Price	2010	2015		Median Sales Price			
	<u>2018</u>	<u>2017</u>	Annual % Change		<u>2018</u>	<u>2017</u>	Annual % Change
July	\$253,924	\$230,661	10.09%	July	\$215,000	\$195,000	10.26%
June	\$259,137	\$243,124	6.59%	June	\$212,000	\$205,000	3.41%
Month % Change	-2.01%	-5.13%		Month % Change	1.42%	-4.88%	
Average List Price	2010	2015		New Listings	2010	2015	
	<u>2018</u>	<u>2017</u>	Annual % Change	- (<u>2018</u>	<u>2017</u>	Annual % Change
July	\$260,279	\$231,299	12.53%	July	1,784	1,693	5.38%
June	\$264,328	\$243,575	8.52%	June	1,887	1,894	-0.37%
Month % Change	-1.53%	-5.04%		Month % Change	-5.46%	-10.61%	
<u>Total Under Contract</u>	<u>2018</u>	<u>2017</u>	Annual % Change	Active Listings	<u>2018</u>	<u>2017</u>	Annual % Change
July	1,776	1,832	-3.06%	July	2,967	3,338	-11.11%
June	1,856	2,040	-9.02%	June	2,974	3,351	-11.25%
Month % Change	-4.31%	-10.20%		Month % Change	-0.24%	-0.39%	

July 2018 - 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	<u># Sold</u>	<u>%</u>
85145	8	8	100.00%	85645	0	0	0.00%	85713	65	31	47.69%	85740	0	0	0.00%
85245	0	0	0.00%	85648	0	0	0.00%	85714	10	13	130.00%	85741	65	43	66.15%
85601	0	0	0.00%	85653	128	50	39.06%	85715	65	32	49.23%	85742	111	49	44.14%
85602	0	0	0.00%	85654	0	0	0.00%	85716	73	57	78.08%	85743	109	73	66.97%
85611	0	0	0.00%	85658	147	33	22.45%	85717	0	0	0.00%	85745	113	60	53.10%
85614	1	0	0.00%	85701	21	5	23.81%	85718	166	46	27.71%	85746	46	35	76.09%
85616	0	0	0.00%	85704	98	45	45.92%	85719	80	40	50.00%	85747	87	79	90.80%
85619	19	3	15.79%	85705	72	26	36.11%	85730	64	51	79.69%	85748	63	25	39.68%
85622	0	0	0.00%	85706	36	30	83.33%	85734	0	0	0.00%	85749	103	28	27.18%
85623	6	4	66.67%	85709	1	0	0.00%	85735	41	18	43.90%	85750	143	47	32.87%
85629	4	3	75.00%	85710	118	72	61.02%	85736	27	6	22.22%	85755	200	45	22.50%
85637	5	0	0.00%	85711	75	40	53.33%	85737	122	51	41.80%	85756	72	44	61.11%
85641	171	64	37.43%	85712	63	39	61.90%	85739	111	50	45.05%	85757	56	22	39.29%

NOTE:

85506-1 active listing, 85703-1 active listing

Total ActiveTotal PondingTotal PrenergyTotal InventoryTotal IsoleArea# Per Areaof Units SplUnder S29,99981095C39.301.30 Days360 Days54095N31.60 Days61.90 Days1.30 Days31.60 Days1.00 Days <td< th=""><th colspan="10">Residential Listing Statistics Active Listing</th><th>rket</th></td<>	Residential Listing Statistics Active Listing										rket
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Totals 2,967 1,473 303 4,743 I.1367 W 125 $$33,00,15$ NNE SNE 3 $$33,00,15$ NNE 3 $$257,27$ NNE Jul-17 $$Change$ $YTD 2018$ $$YTD 2017$ $$Change$ NW 9 $$$1,559,355 Home Sales Volume $347,114,173 $297,091,774 16.684% $2,407,106,853 $2,158,897,188 11.50% XSE 3 $$946,185 Home Sales Units 1,367 1,288 6.613% 9,475 9,166 3.038 XSW 10 $$1,558,807,188 10.50% XSE $$1,558,807,188 NUS $$1,558,807,188 $$1,558 $$1,558,807,188 $$1,558 $$1,558,807,188 $$1,558,807,188 $$1,558,807,188 $$1,558,807,188 $$1,558,807,188 $$1,558,807,188 $$1,558,807,188 $$1,558,807,188 $$1,558,807,188 $$1,558,807,188 $$1,559,807,188 $$1,558,807,188 $$1,558,807,188 $$1,558,807,188 $$1,558,807,188 $$1,558,807,188 $$1,558,807,188$								UNW	54	\$18,521,3	35
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Jul-17 % Change YTD 2018 YTD 2017 % Change XNW 9 $\$1,559,\2 Home Sales Volume $\$347,114,173$ $\$297,091,774$ 16.84% $\$2,407,106,853$ $\$2,158,897,188$ 11.50% XSE 3 $\$946,185$ Home Sales Units 1,367 1,288 6.13% 9,475 9,196 3.03% XW 0 $\$1,559,\0 Average Sales Price (All Residentia) $\$253,924$ $\$230,661$ 10.09% $\$255,995$ $\$235,880$ 8.85% XW 666 $\$14,236,700$ Median Sales Price (All Residentia) $\$253,924$ $\$13,160$ 42 41 2.44% $\$10$ $\$347,114,173$ Average Days on Market: 43 38 13.16% 42 41 2.44% $$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$	Totals	2,967	1,473	303	4,743		1,367	W	125	\$33,000,1	15
Home Sales Volume $$347,114,173$ $$227,091,774$ 16.84% $$2,407,106,853$ $$2,158,897,188$ 11.50% XSE 3 $$946,188$ Home Sales Units $1,367$ $1,288$ 6.13% $9,475$ $9,196$ 3.03% XSW 10 $$$1,558,807,108$ Average Sales Price (All Residential) $$253,924$ $$230,661$ 10.09% $$255,995$ $$235,880$ 8.53% XW 66 $$$14,236,70$ Median Sales Price $$$215,000$ $$$195,000$ 10.26% $$$213,922$ $$$198,010$ 8.04% $$$Total Volume$ $$$347,114,173$ Average Days on Market: 43 38 13.16% 42 41 2.44% $$$Total Volume$ $$$347,114,173$ Average List Price for Solds: $$$260,279$ $$$231,299$ 12.53% $$$261,753$ $$$236,470$ 10.69% $$$HA$ $$$HA$ Model and Contract $$$7,75\%$ 99.72% 97.80% 99.75% $$$V$ $$$HA$ $$$V$ Model and Contract $$1,776$ $1,832$ -3.06% $$$V$ $$$V$ $$$V$ $$$V$								XNE	3	\$575,27	5
Home Sales Units 1,367 1,288 6.13% 9,475 9,196 3.03% XSW 10 \$1,558,800 Average Sales Price (All Residential) \$253,924 \$230,661 10.09% \$255,995 \$235,880 8.53% XW 66 \$14,236,700 Median Sales Price \$215,000 \$195,000 10.26% \$223,922 \$198,010 8.04% Total Volume \$347,114,173 Average Days on Market: 43 38 13.16% 42 41 2.44% Average List Price for Solds: \$260,279 \$231,299 12.53% \$261,753 \$236,470 10.69% FHA Types of Financing 99.72% 97.80% 99.75% 10.69% VA Image: Contract VA Active Listings 2,967 3,338 -11.11% Image: Contract Other Image: Contract Other		<u>Jul-18</u>	<u>Jul-17</u>	<u>% Change</u>	<u>YTD 2018</u>	YTD 2017	<u>% Change</u>	XNW	9	\$1,559,98	30
Average Sales Price (All Residential) \$253,924 \$230,661 10.09% \$255,995 \$235,880 8.53% XW 66 \$14,236,700 Median Sales Price \$215,000 \$195,000 10.26% \$213,922 \$198,010 8.04% Total Volume \$347,114,173 Average Days on Market: 43 38 13.16% 42 41 2.44% Average List Price for Solds: \$260,279 \$231,299 12.53% \$261,753 \$236,470 10.69% FHA SP/LP % 97.56% 99.72% 97.80% 99.75% FHA VA VA Active Listings 2,967 3,338 -11.11% Other Other	Home Sales Volume	\$347,114,173	\$297,091,774	16.84%	\$2,407,106,853	\$2,158,897,188	11.50%	XSE	3	\$946,188	8
Median Sales Price \$215,000 \$195,000 10.26% \$213,922 \$198,010 8.04% Total Volume \$347,114,173 Average Days on Market: 43 38 13.16% 42 41 2.44% Average List Price for Solds: \$260,279 \$231,299 12.53% \$266,753 \$236,470 10.69% SP/LP % 97.56% 99.72% 97.80% 99.75% FHA FHA Total Under Contract 1,776 1,832 -3.06% VA Other Other		1,367	1,288	6.13%	9,475	9,196	3.03%	XSW	10	\$1,558,80	00
Average Days on Market: 43 38 13.16% 42 41 2.44% Average List Price for Solds: \$260,279 \$231,299 12.53% \$2261,753 \$236,470 10.69% SP/LP % 97.56% 99.72% 97.80% 99.75% 10.69% FHA 10.69% Total Under Contract 1,776 1,832 -3.06% VA VA 10.69% Active Listings 2,967 3,338 -11.11% 0ther 0ther 10.69%	rage Sales Price (All Residential)	\$253,924	\$230,661	10.09%	\$255,995	\$235,880	8.53%	XW	66	\$14,236,7	00
Average List Price for Solds: \$260,279 \$231,299 12.53% \$261,753 \$236,470 10.69% SP/LP % 97.56% 99.72% 97.80% 99.75% FHA Total Under Contract 1,776 1,832 -3.06% VA Other Active Listings 2,967 3,338 -11.11% Other Other	Median Sales Price	\$215,000	\$195,000	10.26%	\$213,922	\$198,010	8.04%		Total Volume	\$347,114,1	173
SP/LP % 97.56% 99.72% 97.80% 99.75% FHA Total Under Contract 1,776 1,832 -3.06% VA VA Other Other Image: Contract in the second	Average Days on Market:	43	38	13.16%	42	41	2.44%				
Total Under Contract 1,776 1,832 -3.06% Active Listings 2,967 3,338 -11.11%	ě	\$260,279	\$231,299	12.53%	\$261,753	\$236,470	10.69%			Types of Financing	
Active Listings 2,967 3,338 -11.11%	SP/LP %	97.56%	99.72%		97.80%	99.75%				FHA	
	Total Under Contract		1,832	-3.06%						VA	
New Listings 1,784 1,693 5.38% Cash Cash	Active Listings	2,967	3,338	-11.11%						Other	
	New Listings	1,784	1,693	5.38%	,					Cash	

 Other
 14

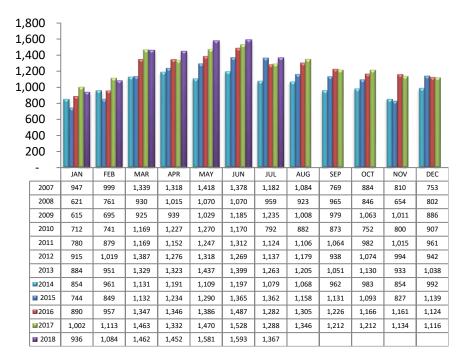
 Cash
 297

 Conventional
 632

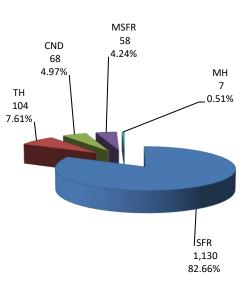
 Cash/Loan
 3

 Carryback
 7

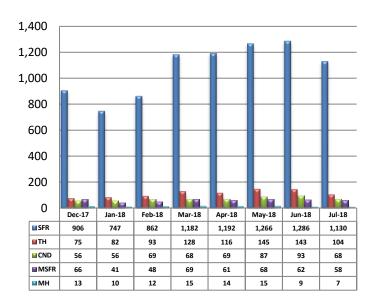
<u> Total Unit Sales – July 2018</u>



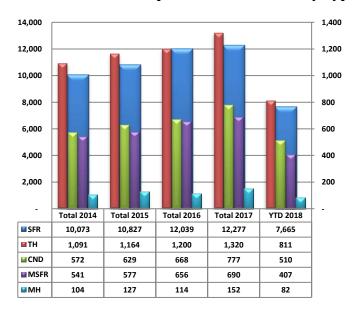
Unit Sales - Breakdown by Type



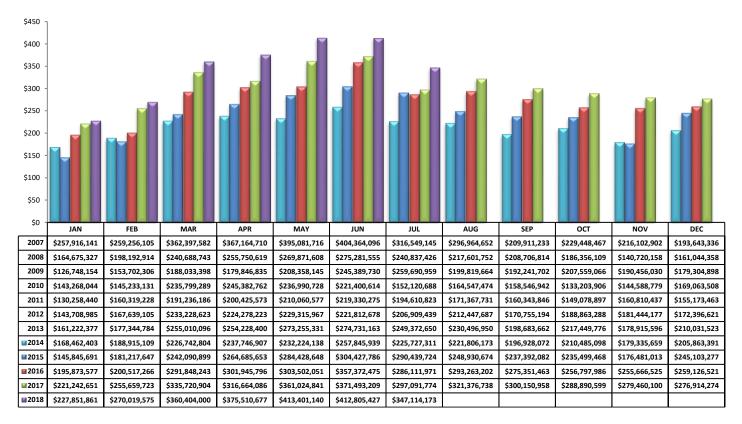
Total Unit Sales By Type - Monthly Comparison



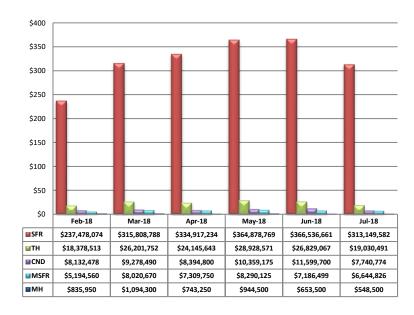
YTD Annual Comparison - Breakdown by Type



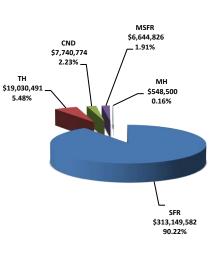
Total Sales Volume - July 2018



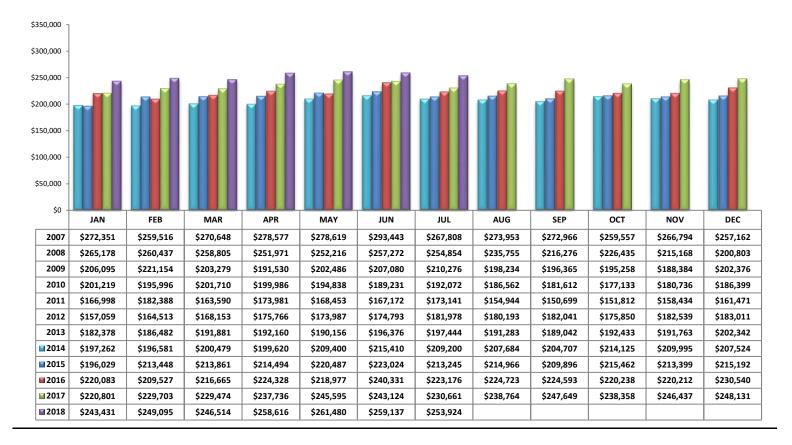
Total Sales Volume By Type - Monthly Comparison



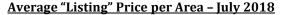
Monthly Volume by Type

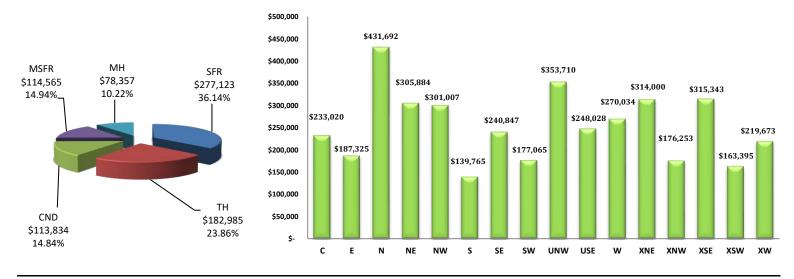


Average Sales Price - July 2018

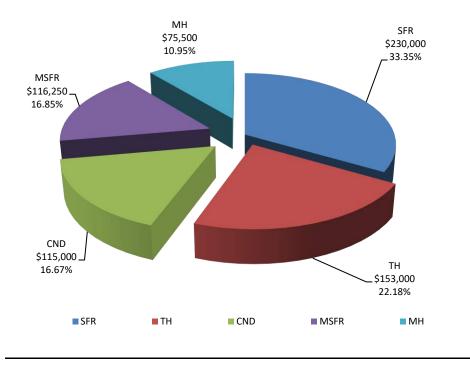


<u>Average Sales Price by Type – July 2018</u>



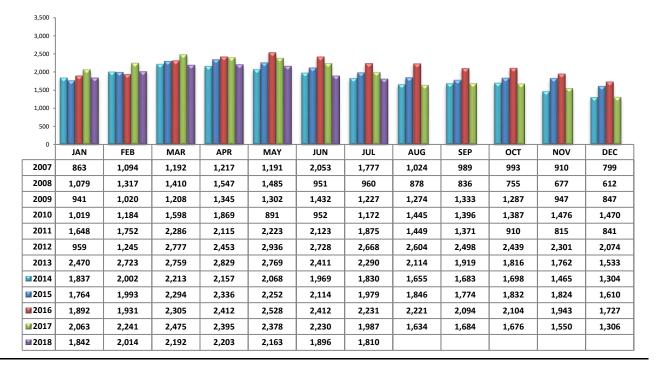


Median Sale Price - by Type



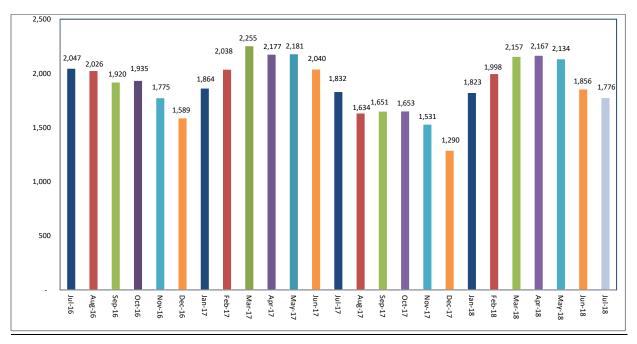
Median Sale Price - July 2018

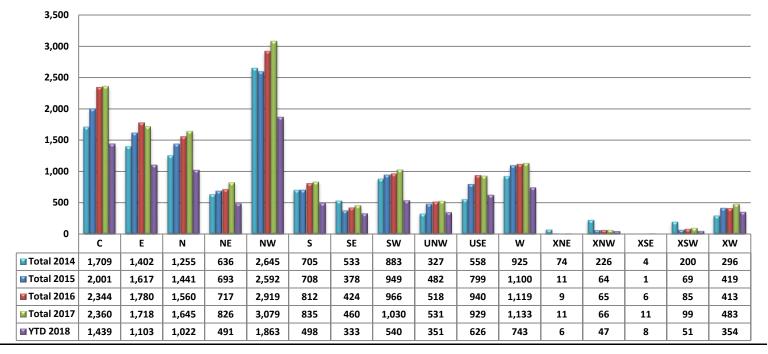
\$250,000												
\$200,000 -												
\$150,000 -												
\$100,000 -												
\$50,000 -												
\$0 -												
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC
2007	\$220,365	\$219,500	\$220,815	\$224,921	\$223,000	\$225,000	\$217,000	\$220,495	\$215,000	\$210,000	\$212,000	\$210,000
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	\$216,500	\$212,000	\$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 \$150,169 С \$230,309 \$323,755 \$485,375 \$227,486 207 С 62 105 36 4 Е \$104,726 \$184,178 \$217,155 \$265,000 \$184,023 Е 21 80 45 2 148 \$179,446 \$407,853 \$874,714 \$412,626 40 33 Ν \$596,452 Ν 34 7 114 NE \$120,014 \$312.827 \$351,595 \$517,000 \$298,491 NE 20 5 14 24 63 NW \$234,954 \$261,982 \$364,841 \$471,325 \$295,176 42 126 12 NW 66 246 S \$95,915 \$138,265 \$174,357 \$137,375 \$137,623 S 13 45 4 76 14 \$211,679 SE \$184,600 \$251,678 \$340,250 \$238,486 SE 1 24 22 4 51 SW \$105,242 \$180,752 \$188,710 \$234,318 \$173,273 SW 14 37 24 5 80 UNW \$337,383 \$335,960 \$389,400 \$362,000 \$342,987 UNW 24 22 5 3 54 \$218,940 \$231,359 \$289,500 USE \$262,610 \$245,078 USE 9 58 36 9 112 \$159,487 \$264,000 19 3 w \$262,214 \$321,571 \$334,333 w 70 33 125 XNE \$191,758 \$-\$-\$-\$191,758 XNE 3 0 0 0 3 XNW \$-\$169,198 \$178,497 \$-\$173,331 XNW 0 5 4 0 9 XSE \$196,000 \$375,094 \$315,396 0 \$-\$-XSE 1 2 0 3 \$2<u>79,500</u> xsw \$63,333 \$171,700 \$123,000 \$155,880 xsw 3 4 1 2 10 xw \$272,972 \$180,439 \$240,660 \$361,750 \$215,707 xw 3 37 22 4 66

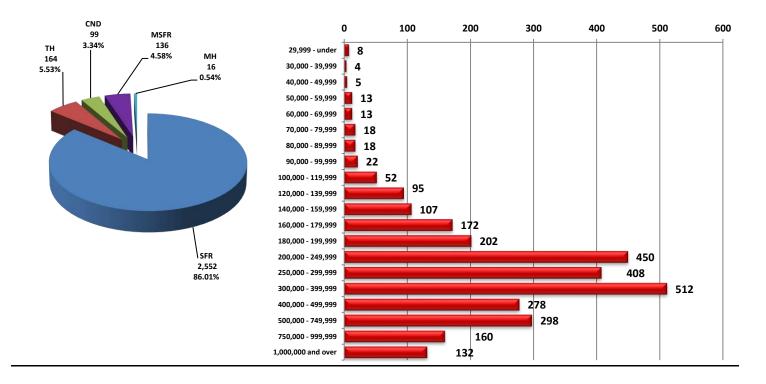
Units Sold per Area by # of Bedrooms



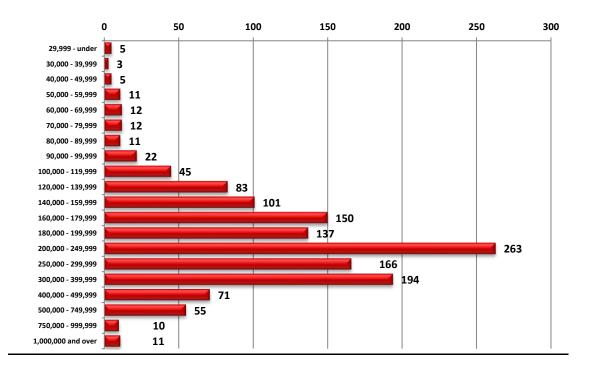
Area	# of Listings
C	<u>393</u>
E	242
Ν	354
NE	171
NW	693
S	100
SE	82
SW	159
UNW	123
USE	204
W	204
XNE	20
XNW	8
XSE	17
XSW	36
XW	161

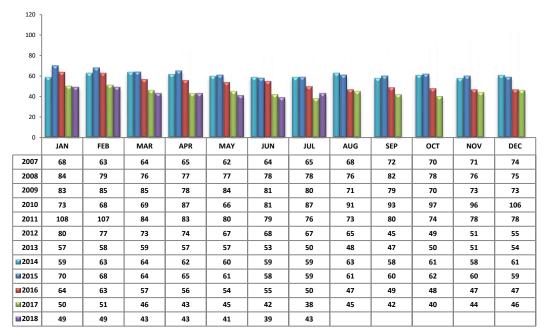
Active Listings Unit Breakdown

Active Listings Price Breakdown



Sold Price Breakdown

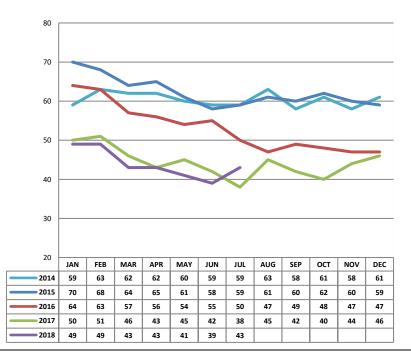




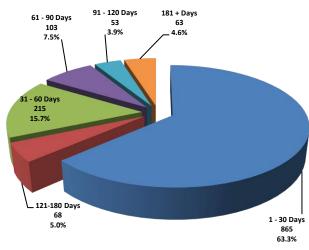
Area	# of Listings
С	31
Ε	33
Ν	53
NE	54
NW	47
S	17
SE	33
SW	30
UNW	90
USE	29
W	38
XNE	751
XNW	25
XSE	69
XSW	196
XW	56

Average Days on Market/Listing - July 2018

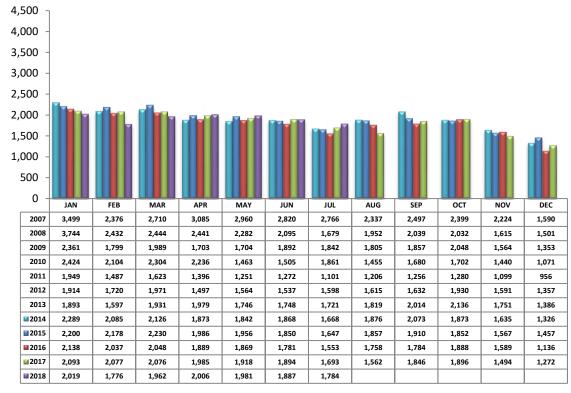
Annual Comparison - Average Days on Market



Average Days on Market/Listing Breakdown



New Listings - July 2018



Area	# of Listings
С	254
Ε	177
Ν	169
NE	86
NW	356
S	101
SE	61
SW	113
UNW	62
USE	142
W	142
XNE	4
XNW	5
XSE	6
XSW	17
XW	89

*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.
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
May 2018	104	261	49
Jun 2018	89	276	56
Jul 2018	99	233	53

Misc. MLS Information

Notes on 2017 Area Boundary Updates

In July 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 July 2018 Sales Statistics produced for TAR, MLSSAZ re-calculated and adjusted figures dating back to July 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.