For Immediate Release: December 6, 2018

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 November 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 November Residential Sales Statistics:

- Total Sales Volume of \$294,286,393 is down from \$322,056,857 in October resulting in an 8.62% decrease but is up 5.31% from November 2017.
- The Average Sales Price of \$258,599 is an increase of 2.78% from \$251.606 last month.
- Average List Price of \$264,688 is an increase of 3.11% from \$256,699 in October.
- Total Under Contract of 1,464 is a decrease of 5.67% since October's number of 1,552.
- Total Unit Sales of 1,138 is a decrease of 11.09% since last month's number of 1.280.
- The Median Sales Price of \$219,000 increased 1.86% from \$215,000 in October and is up 5.53% from last year's number of \$207,527.
- New Listings of 1,595 have decreased 11.54% from 1,803 in October. •
- Total Active Listings of 3,332 is an increase from 3,327 in October.
- Average Days on Market decreased from 41 to 38 this month.
- Conventional loan sales of 48.6% exceeded Cash Sales of 24.4%.

Judith Grammond 2018 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.

November 2018 Recap by Month and Year - % of Change

<u>Total Sales Volume</u>				Total Unit Sales			
	<u>2018</u>	<u>2017</u>	Annual % Change		<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
November	\$294,286,393	\$279,460,100	5.31%	November	1,138	1,134	0.35%
October	\$322,056,857	\$288,890,599	11.48%	October	1,280	1,212	5.61%
Month % Change	-8.62%	-3.26%		Month % Change	-11.09%	-6.44%	
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>
November	\$258,599	\$246,437	4.94%	November	\$219,000	\$207,527	5.53%
October	\$251,606	\$238,358	5.56%	October	\$215,000	\$199,900	7.55%
Month % Change	2.78%	3.39%		Month % Change	1.86%	3.82%	
Average List Price	<u>2018</u>	<u>2017</u>	Annual % Change	<u>New Listings</u>	<u>2018</u>	<u>2017</u>	Annual % Change
November	\$264,688	\$252,533	4.81%	November	1,595	1,494	6.76%
October	\$256,699	\$243,801	5.29%	October	1,803	1,896	-4.91%
Month % Change	3.11%	3.58%		Month % Change	-11.54%	-21.20%	
<u>Total Under Contract</u>	<u>2018</u>	<u>2017</u>	Annual % Change	Active Listings	<u>2018</u>	<u>2017</u>	Annual % Change
November	1,464	1,531	-4.38%	November	3,332	3,611	-7.73%
October	1,552	1,653	-6.11%	October	3,327	3,689	-9.81%
Month % Change	-5.67%	-7.38%		Month % Change	0.15%	-2.11%	

November 2018 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	<u>%</u>	Zip Code	# Active	<u># Sold</u>	<u>%</u>	Zip Code	# Active	# Sold	<u>%</u>	Zip Code	# Active	# Sold	<u>%</u>
85145	16	9	56.25%	85645	0	0	0.00%	85713	82	28	34.15%	85740	0	0	0.00%
85245	0	0	0.00%	85648	0	0	0.00%	85714	16	11	68.75%	85741	72	52	72.22%
85601	0	0	0.00%	85653	127	36	28.35%	85715	54	31	57.41%	85742	137	54	39.42%
85602	0	0	0.00%	85658	191	28	14.66%	85716	84	31	36.90%	85743	123	43	34.96%
85611	0	0	0.00%	85701	29	0	0.00%	85717	0	0	0.00%	85745	128	48	37.50%
85614	1	0	0.00%	85703	0	0	0.00%	85718	206	42	20.39%	85746	50	27	54.00%
85616	0	0	0.00%	85704	124	39	31.45%	85719	106	26	24.53%	85747	81	40	49.38%
85619	18	1	5.56%	85705	79	31	39.24%	85730	77	33	42.86%	85748	68	29	42.65%
85622	0	0	0.00%	85706	39	33	84.62%	85734	0	0	0.00%	85749	102	30	29.41%
85623	13	4	30.77%	85709	2	0	0.00%	85735	47	15	31.91%	85750	165	49	29.70%
85629	1	0	0.00%	85710	106	65	61.32%	85736	29	2	6.90%	85755	188	42	22.34%
85637	6	0	0.00%	85711	85	36	42.35%	85737	137	40	29.20%	85756	72	22	30.56%
85641	203	64	31.53%	85712	60	41	68.33%	85739	144	36	25.00%	85757	64	20	31.25%

	R	esidential Listing Sta	tistics				A	ctive Listings	Days on Mar	ket
	Total Active	Total Contingent	Total Pending	Total Inventory		Total Sold	Area	# Per Area	of Units So	ld
Under \$29,999	3	0	0	3		2	С	442	1 -30 Days	692
\$30,000 to \$39,999	8	1	0	9		1	Е	250	31-60 Days	222
\$40,000 to \$49,999	5	5	0	10		3	Ν	426	61 - 90 Days	96
\$50,000 to \$59,999	19	6	2	27		6	NE	167	91-120 Days	50
\$60,000 to \$69,999	24	10	3	37		13	NW	786	121 - 180 Days	49
\$70,000 to \$79,999	20	14	5	39		13	S	108	Over 180 Days	29
\$80,000 to \$89,999	17	14	5	36		13	SE	99	Avg. Days on N	/larket
\$90,000 to \$99,999	39	14	5	58		12	SW	188	38	
\$100,000 to \$119,999	48	46	10	104		28	UNW	167	Avg. Sold Pi	rice
\$120,000 to \$139,999	100	86	15	201		54	USE	217	\$258,599	
\$140,000 to \$159,999	130	92	12	234		104	W	223	Median Sale	Price
\$160,000 to \$179,999	197	153	33	383		114	XNE	18	\$219,000	
\$180,000 to \$199,999	230	132	23	385		108	XNW	16	New Listin	
\$200,000 to \$249,999	487	207	47	741		243	XSE	15	1,595	0-
\$250,000 to \$299,999	449	134	33	616		128	XSW	40	2,000	
\$300,000 to \$399,999	558	130	52	740		153	XW	170		
\$400,000 to \$499,999	336	60	16	412		70		Units per Area	Sales Volume b	v Δrea
\$500,000 to \$749,999	324	42	18	384		52	C	162	\$31,837,05	
\$750,000 to \$999,999	181	16	7	204		13	E	102	\$25,001,42	
\$1,000,000 and over	157	14	2	173		8	N	102	\$43,626,36	
	13,			1,5		0	NE	66	\$20,321,91	
							NW	245	\$69,628,35	
							S	64	\$9,625,48	
							SE	36	\$9,822,95	
							SW	73	\$11,887,79	
							UNW	40	\$13,903,15	
							USE	74	\$20,105,92	
Totals	3.332	1,176	288	4.796		1,138	W	89	\$25,372,04	
Totals	3,332	1,170	200	4,750		1,130	XNE	1	\$255,000	
	<u>Nov-18</u>	Nov-17	% Change	YTD 2018	YTD 2017	% Change	XNW	9	\$255,000	
Home Sales Volume	\$294,286,393		<u>% change</u> 5.31%			<u>% change</u> 9.30%		2	\$666,245	
Home Sales Units	3294,280,393 1,138		0.35%		33,348,773,383 14,100	2.09%	XSW	3	\$478,000	
Average Sales Price (All Residential)	\$258,599		4.94%	\$255,525	\$243,430	4.97%	XW	45	\$10,102,51	
0							XVV	-		
Median Sales Price	\$219,000		5.53%	\$216,430	\$203,979	6.10%		Total Volume	\$294,286,3	93
Average Days on Market:	38		-13.64%	39	43	-9.30%			Towner of Financial	
Average List Price for Solds:	264,688		4.81%	\$261,177	\$248,900	4.93%	-		Types of Financing	
SP/LP %	97.70%		4.000	97.84%	97.80%				FHA	
Total Under Contract	1,464		-4.38%	-					VA	
Active Listings	3,332		-7.73%						Other	
New Listings	1,595	1,494	6.76%	4					Cash Conventional	

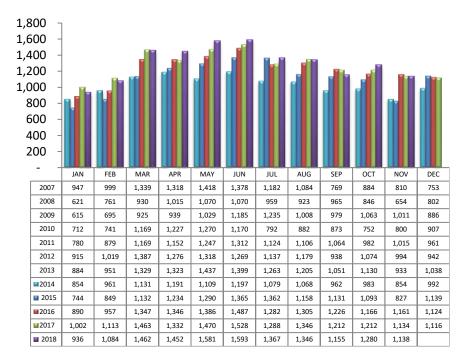
Please note: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not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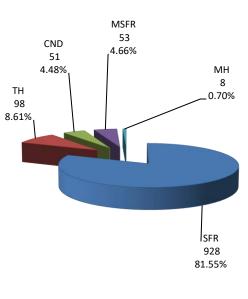
Cash/Loan

Carryback

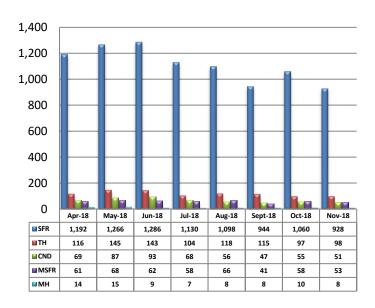
<u> Total Unit Sales - November 2018</u>



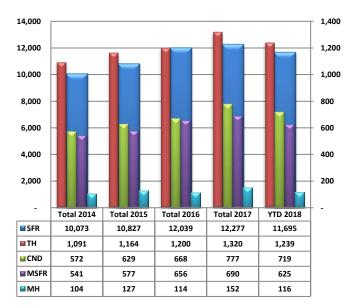
<u>Unit Sales – Breakdown by Type</u>



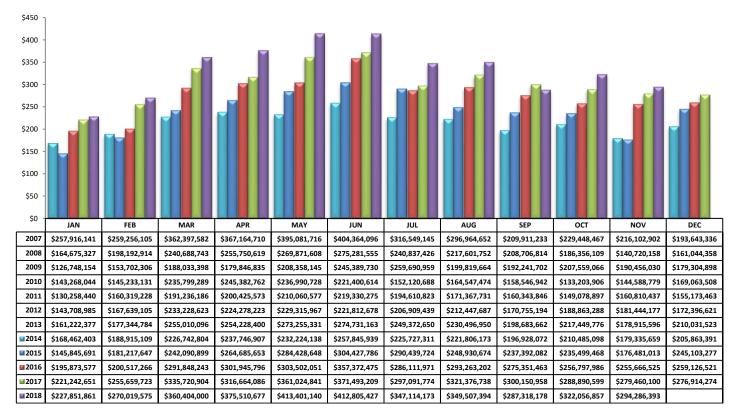
Total Unit Sales By Type - Monthly Comparison



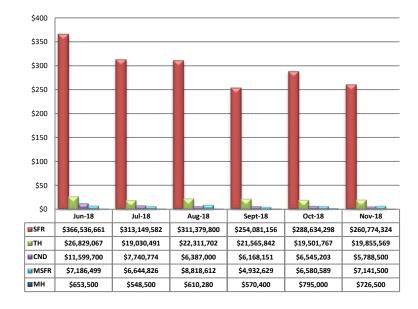
YTD Annual Comparison - Breakdown by Type



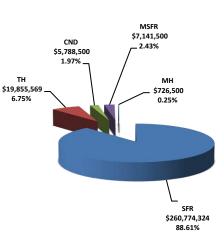
Total Sales Volume - November 2018



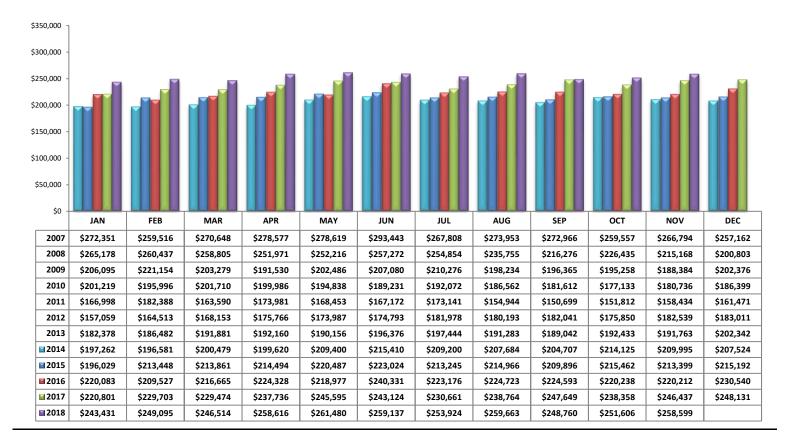
Total Sales Volume By Type - Monthly Comparison



Monthly Volume by Type

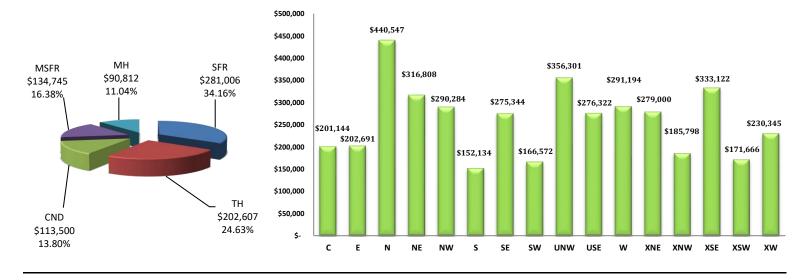


Average Sales Price – November 2018

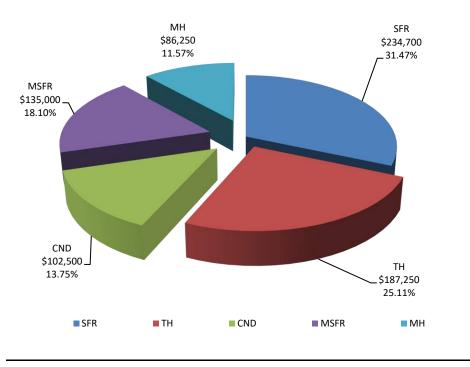


<u> Average Sales Price by Type – November 2018</u>

Average "Listing" Price per Area - November 2018

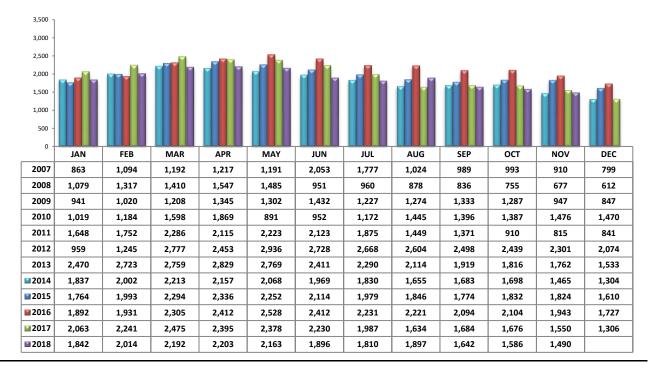


Median Sale Price - by Type



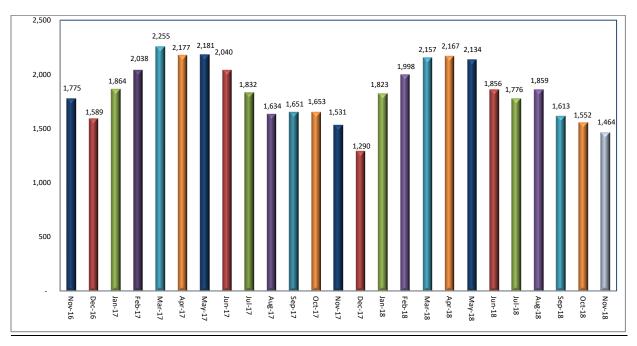
Median Sale Price - November 2018

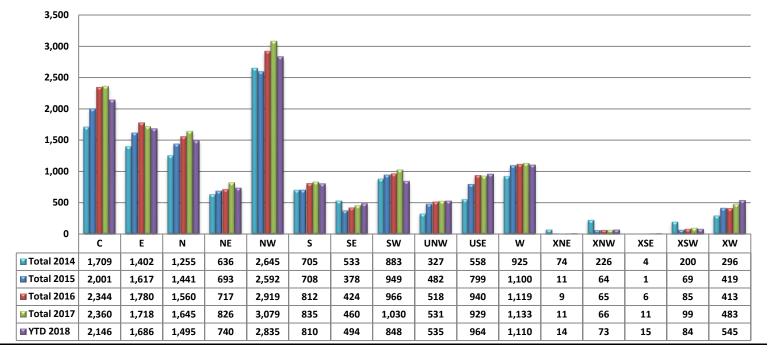
\$250,000]												
\$200,000 -												
\$150,000 -												
\$100,000 -												
\$50,000 -												
\$0 -												
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2007	\$220,365	\$219,500	\$220,815	\$224,921	\$223,000	\$225,000	\$217,000	\$220,495	\$215,000	\$210,000	\$212,000	\$210,000
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	\$216,950	\$210,000	\$215,000	\$219,000	



Newly Under Contract During The Month

Total Listings Still Under Contract At The End of The Month





Units Sold per Area by # of Bedrooms

Number of Sold Listings by Area - Annual Comparison

Average \$ Sold per Area by # of Bedrooms

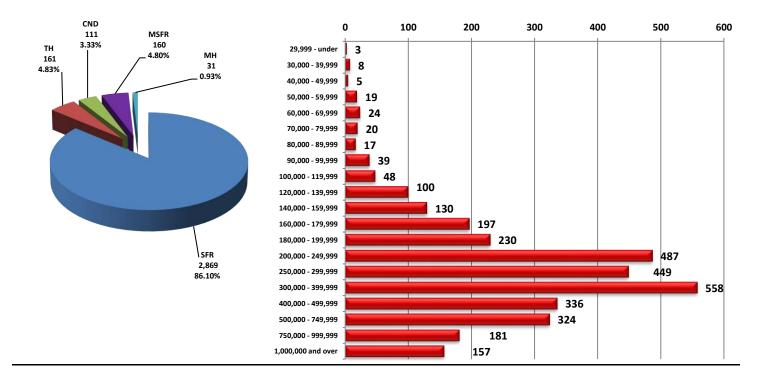
0-2 3 5+ All 0-2 3 4 5+ All 4 Bedrooms Bedrooms Bedrooms Bedrooms Bedrooms Bedrooms **Bedrooms** Bedrooms Bedrooms Bedrooms \$ 199,230 208,222 196,525 7 С 151.324 \$ 465,521 \$ С 52 82 21 162 \$ \$ \$ 196,861 \$ 128,000 \$ 189,585 \$ 202,834 \$ 355,745 Е 18 71 28 10 127 Е 245,562 354,653 641,371 612,800 427,709 25 31 5 N \$ \$ \$ \$ \$ Ν 41 102 NE 137,552 \$ 311,283 \$ 415,084 \$ 541,500 \$ 307,907 NE 19 21 23 3 \$ 66 NW 237,870 274,165 \$ 326,021 438,750 \$ 284,197 60 113 8 245 \$ \$ \$ NW 64 s 102,500 \$ 146,135 \$ 169,935 \$ 155,625 150,398 S 40 18 2 \$ \$ 4 64 182,000 321,961 SE \$ \$ 235,305 \$ \$ 291,050 \$ 272,859 SE 17 13 5 36 1 SW 110,240 \$ 162,937 \$ 187,182 238,333 162,846 SW 15 32 23 3 73 \$ \$ UNW \$ 302,288 \$ 379,178 \$ 400,750 \$ \$ 347,578 UNW 17 21 2 0 40 USE \$ 241,066 \$ 257,272 288,136 \$ 309,285 \$ 271,701 USE 8 32 27 7 74 170,687 \$ 270,804 \$ 319,353 \$ 285,079 w \$ 422,100 \$ w 16 35 28 10 89 XNE \$ \$ 255,000 \$ \$ \$ 255,000 XNE 0 1 0 0 1 XNW \$ \$ 169,500 \$ 186,047 \$ 230,000 \$ 183,576 XNW 0 4 4 1 9 XSE \$ \$ 300,000 \$ 366,245 \$ 333,122 0 \$ XSE 1 1 0 2 xsw \$ \$ 159,333 \$ \$ \$ 159,333 xsw 0 3 0 0 3 xw \$ 287,816 \$ 204,351 \$ 252,777 \$ \$ 224,500 xw 1 27 17 0 45



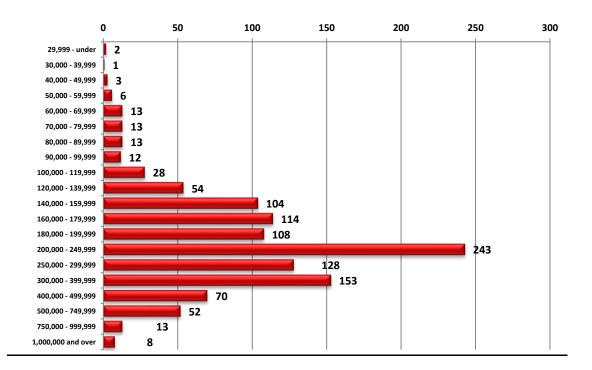
Area	# of Listings
	-
C	442
E	250
Ν	426
NE	167
NW	786
S	108
SE	99
SW	188
UNW	167
USE	217
W	223
XNE	18
XNW	16
XSE	15
XSW	40
XW	170

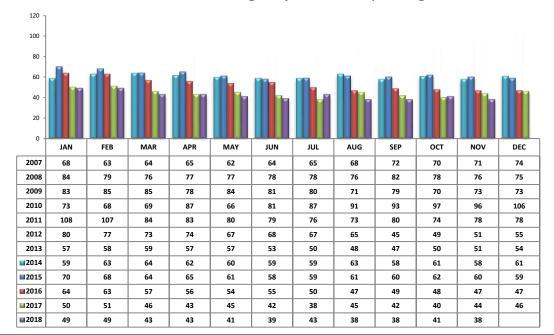
Active Listings Unit Breakdown

Active Listings Price Breakdown



Sold Price Breakdown



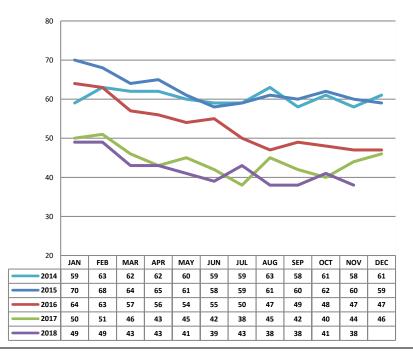


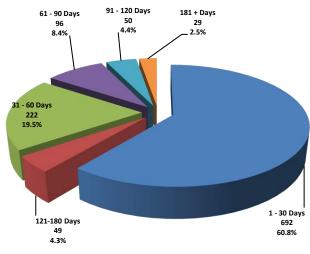
Average Da	vs on Market	/Listing –	November 2018

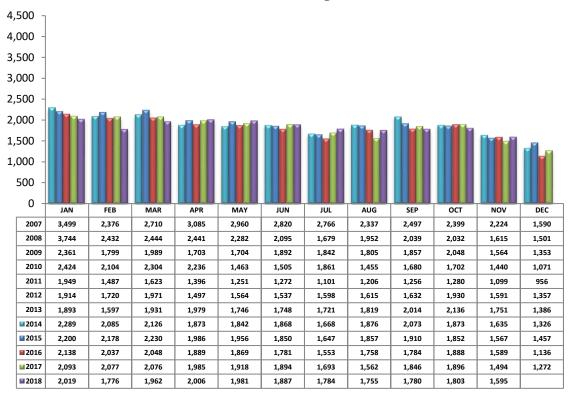
Area	# of Listings
С	35
Ε	26
Ν	46
NE	56
NW	35
S	27
SE	32
SW	37
UNW	37
USE	41
W	38
XNE	112
XNW	34
XSE	1
XSW	33
XW	62

Annual Comparison - Average Days on Market









New Listings – November 2018

Area	# of Listings
С	237
E	157
Ν	159
NE	74
NW	353
S	90
SE	49
SW	98
UNW	61
USE	109
W	127
XNE	1
XNW	8
XSE	0
XSW	10
XW	62

*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.
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
Aug 2018	83	298	58
Sept 2018	83	239	44
Oct 2018	87	291	54
Nov 2018	91	236	54

Misc. MLS Information

Notes on 2017 Area Boundary Updates

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