MULTIPLE LISTING SERVICE OF
SOUTHERN ARIZONA

MLSSAZ

MarketStats

1. Choose the MarketStats Icon

2. Each time you enter it will be statistics for the entire MLS

Entire MLS

PRICE RANGE	CUSTOM	PROPERTY TYPE (0/5)	BEDROOMS
All Price Ranges		All Property Types	All Bedroor
$128,999 or Less		Single Family	1 Bedroom
$129,000 to $188,999		Townhouse	2 Bedroom
$189,000 to $288,999		Condominium	3 Bedroom
$289,000 or More		Manufactured Home	4 Bedroom

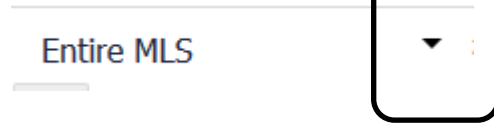**Median Sales Price**

— Entire MLS

$220K

3. It will always begin with 3 years of trends—1 year of statistics

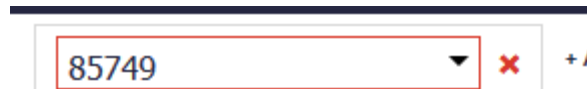🕐 3 Years ▾   Σ 12 Months ▾

SEPTEMBER 2019

Choose the drop down arrow these choices:

Entire MLS ▾

- County

- Area

- City

- Zip Code

You will also see "My Areas" yet it will be empty until you have set up areas.
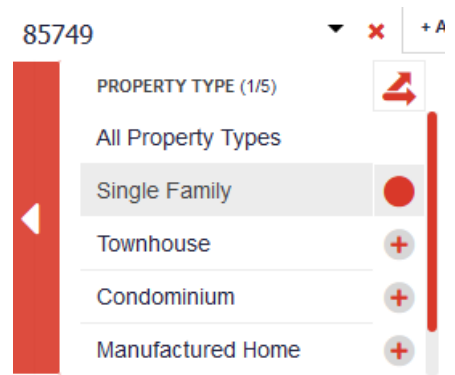
Once you choose a category– in this example a zip code

85749 ▾ ✖ +A

You may then choose specific categories in:

- Price Range

- Property Type

- Bedrooms

- Bathrooms

- Square Footage

- Year Built

Click the dot by the choice you desire:

85749 ▾ ✖ +A

PROPERTY TYPE (1/5)

All Property Types

Single Family ⬤

Townhouse ➕

Condominium ➕

Manufactured Home ➕

You may also choose multiple categories:

You may then use the line graph or the bar graph

Median Sales Price - By Square Footage

— 1,500 sq ft or Less   — 1,501 to 2,000 sq ft
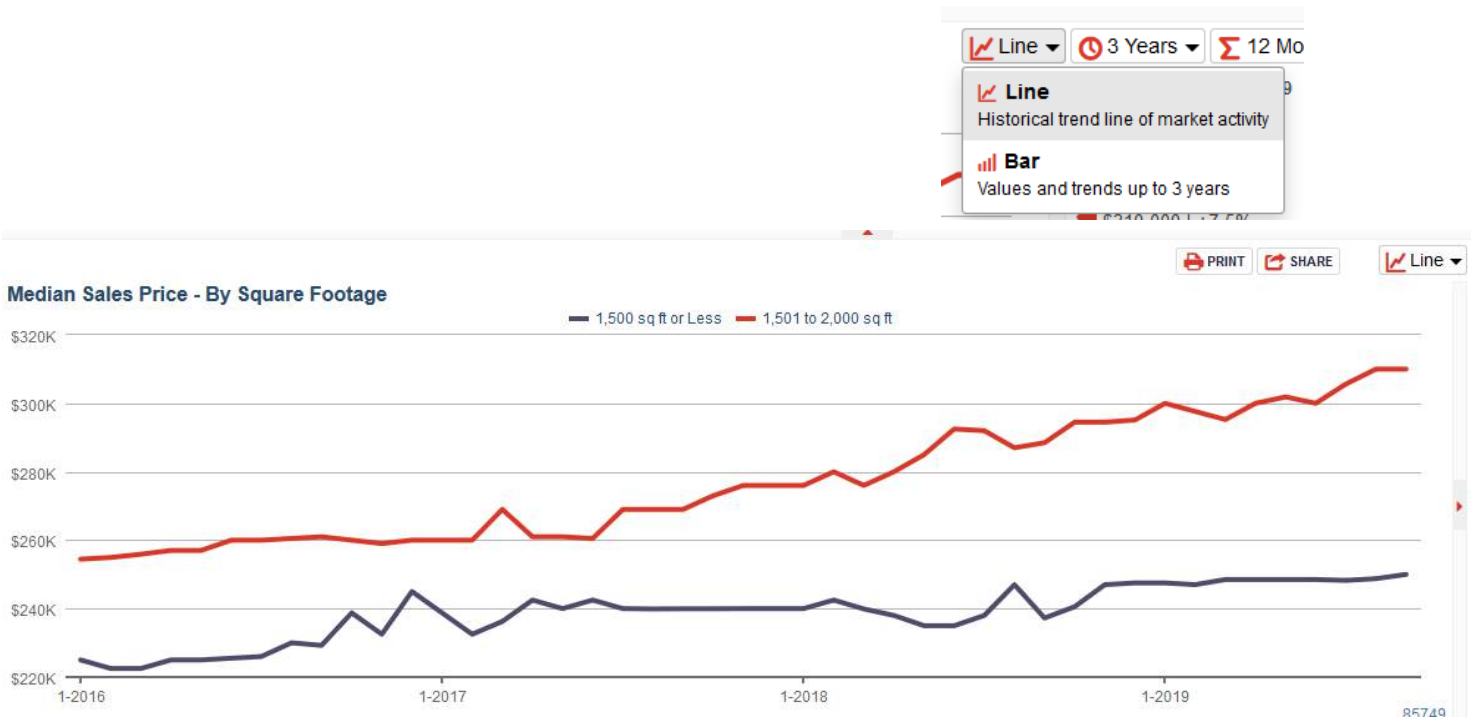
You then want to choose the statistic you want to see:

Sales Price MEDIAN AVERAGE	New Listings	Homes for Sale	Pending Sales	Closed Sales
Days on Market	Months Supply	Pct of List Price	Price Per Sq Ft	Dollar Volume

1. **Sales Price:** Calculations are based on sold data and prices do not account for seller concessions.

2. **New Listings:** A count of the properties that have been newly listed on the market in a given month.

3. **Homes for Sale:** The number of properties available for sale in active status at the end of a given month. Also known as inventory.

4. **Pending Sales:** A count of properties which a contract has been accepted in a given month

5. **Closed Sales:** A count of the actual sales that have closed in a given month.

6. **Days on Market:** Average number of days between when a property is listed and when an office is accepted in a given month.

7. **Months Supply:** The inventory of homes for sale at the end of a given month, divided by the average monthly sales available from the last 12 months. Also known as absorption rate.

8. **Pct. of List Price:** Percentage found when dividing a listing's sales price by its listing price, then taking the average or medium for all sold listings in a given month, not counting seller concessions.

9. **Price Per Sq. Feet:** Based on sold data. Prices do not account for seller concessions.

10. **Dollar Volume:** The total dollar amount of sales for the selected criteria.

You may also choose Bar Graph

You may also print the charts:

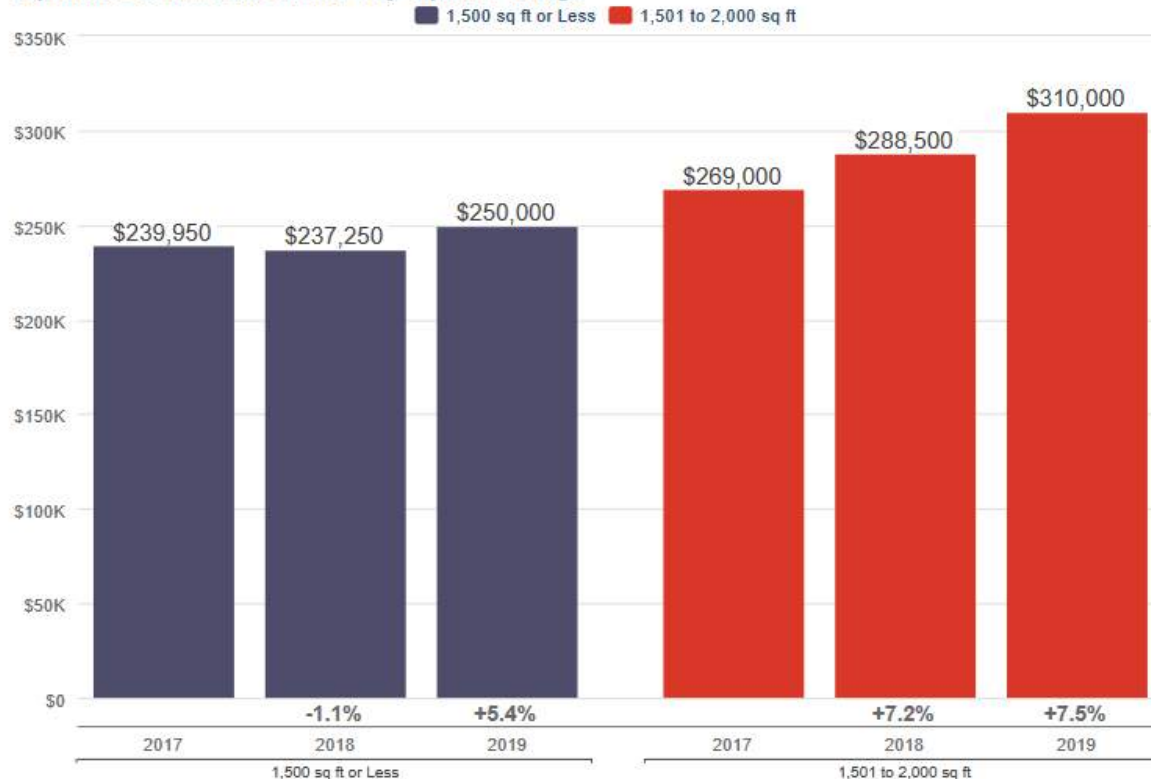September Median Sales Price - By Square Footage

Here is an a sample of choosing Area by clicking on the drop down and choosing Northwest.

<u>The red dots indicate what was chosen:</u>

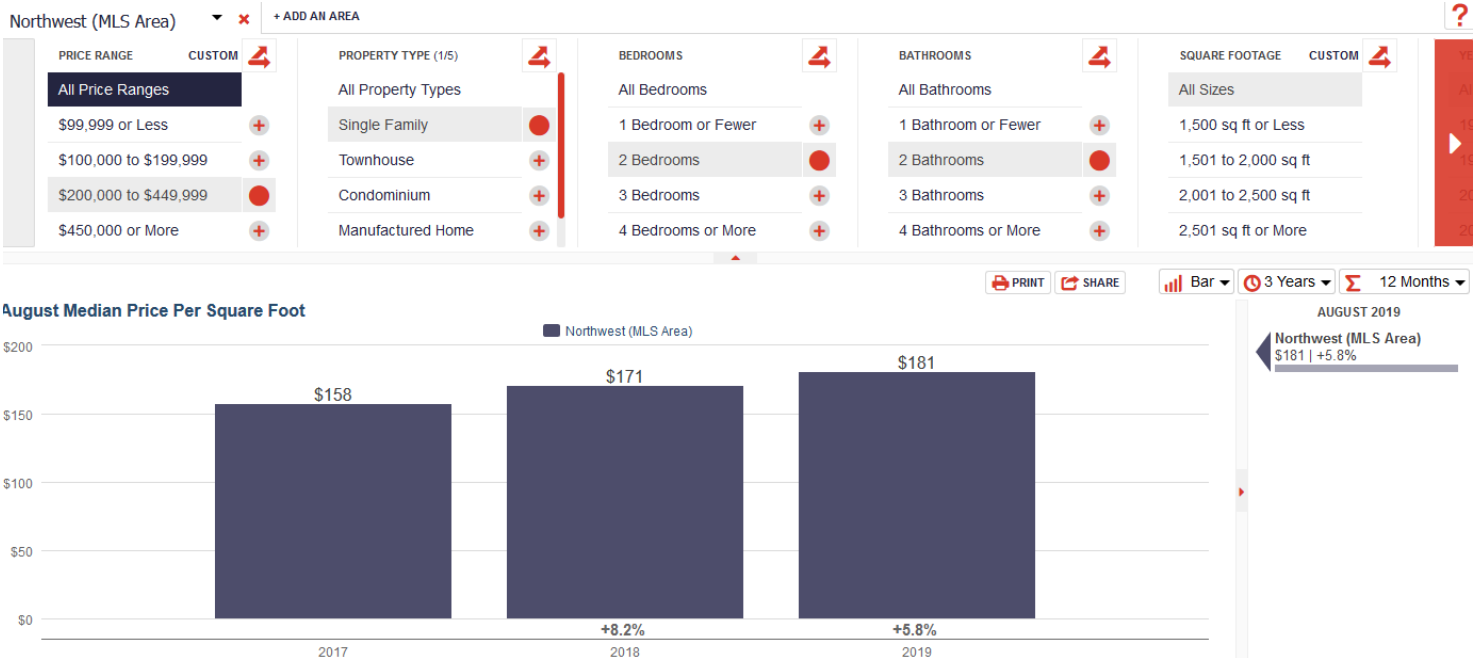Price $200,000 to $449,000

Single Family

2 Bedrooms or more

2 Bathrooms or more

All Sizes Square Footage

3 years back

August Median Price Per Square Foot

You may also create links for social media or email:

1)Static means the link will remain with the same month's statistics each time someone clicks the link

2)Live: Each time the person clicks on the link it will be the latest statistics—remember it will update once a month– estimated time of month is the 6th of each month

Ensure your profile is up-to-date:

Edit Profile - BethAnn Neynaber

Profile Picture

You can upload a picture that will be used for tagging your InfoSparks shared pages

[Delete]

Or upload a new image (we will resize it for you):

[Browse...] No file selected.   [Upload Image]

Agent Information

|		
Email Address	bethann@tucsonrealtors.org	☑ Automatic from your MLS profile
Website Address	www.tucsonrealtors.org	☐ Manual. Check the box to revert to MLS profile data.
Phone Number #1	520-382-8790	☐ Manual. Check the box to revert to MLS profile data.
Phone Number #2		☑ Automatic from your MLS profile
Fax		☑ Automatic from your MLS profile
Tagline	Specialist in Norwest Properties	☐ Manual. Check the box to revert to MLS profile data.

To Set-Up Your Personalized Areas:
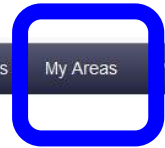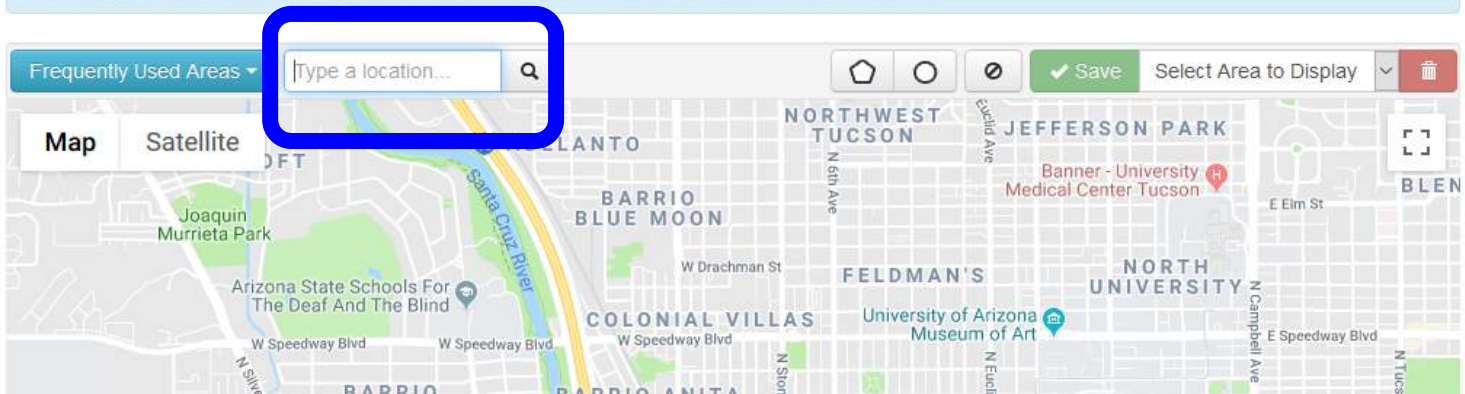
Step One:　Choose My Areas

Step Two:　Choose Type of location

Step　Three: Type in the city or zip code—When using city you　want to include the two letter state abbreviation.

(Some specific sub-divisions will work, some will not be found. Use the zip then zoom into the map)

Creating An Area:

1. Click on the My Areas tab in the upper right

2. Example: 85749

3. Use your mapping Icons to create the area—
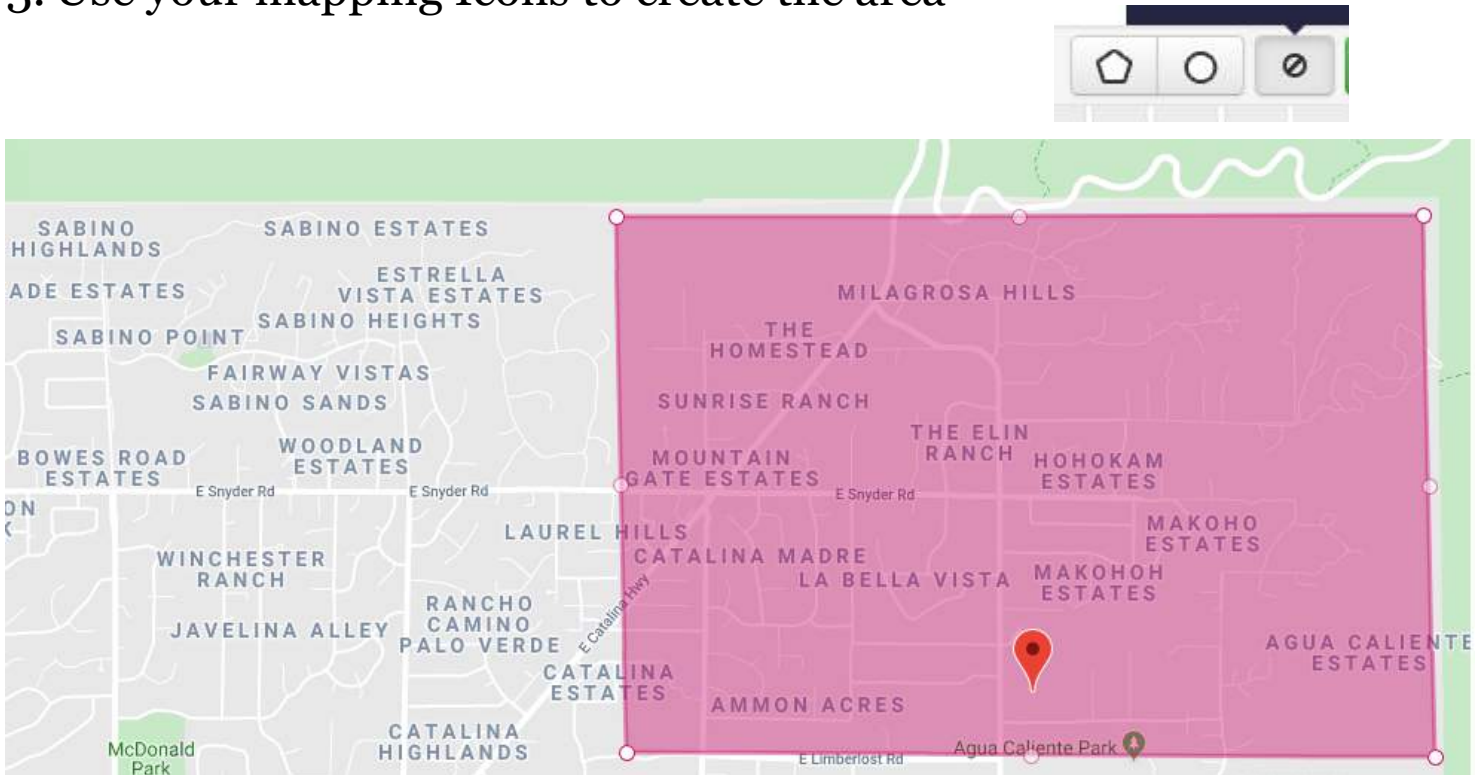
(The not sign is to erase the area and start fresh.)

Remember the map works just like the Google map in MLSSAZ. You use the + or — sign to make it bigger or smaller and you grab and drag to move it around.

Click the SAVE Button and name your area—this will keep your area and you will not have to create this area again.

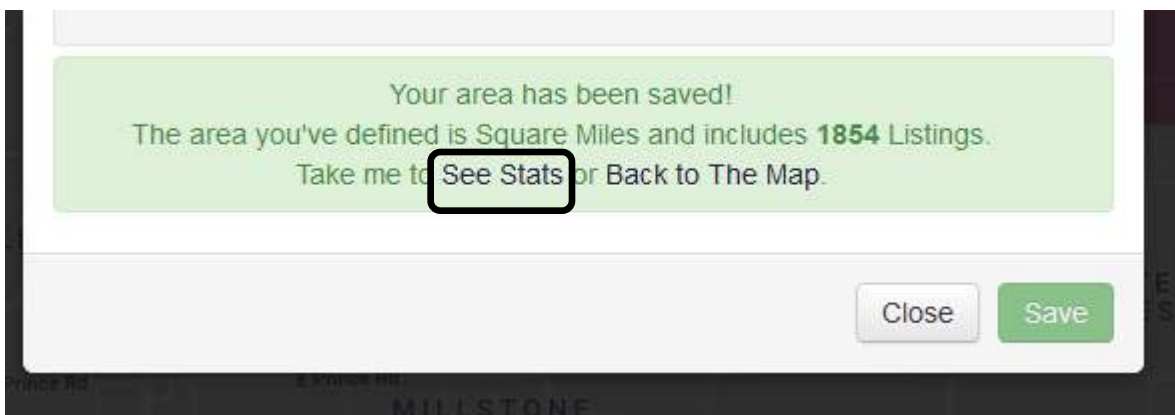**Simply save your area and start exploring!**

You have 2 options:

◉ **Create New Area**

| Quail Creek | Type the name of the new area. |

○ **Replace Your Existing Area**

[⌄]

Note: Selected area will be overwritten.

Your area has been saved!
The area you've defined is **3.8** Square Miles and includes **3153** Listings.
Take me to See Stats or Back to The Map.
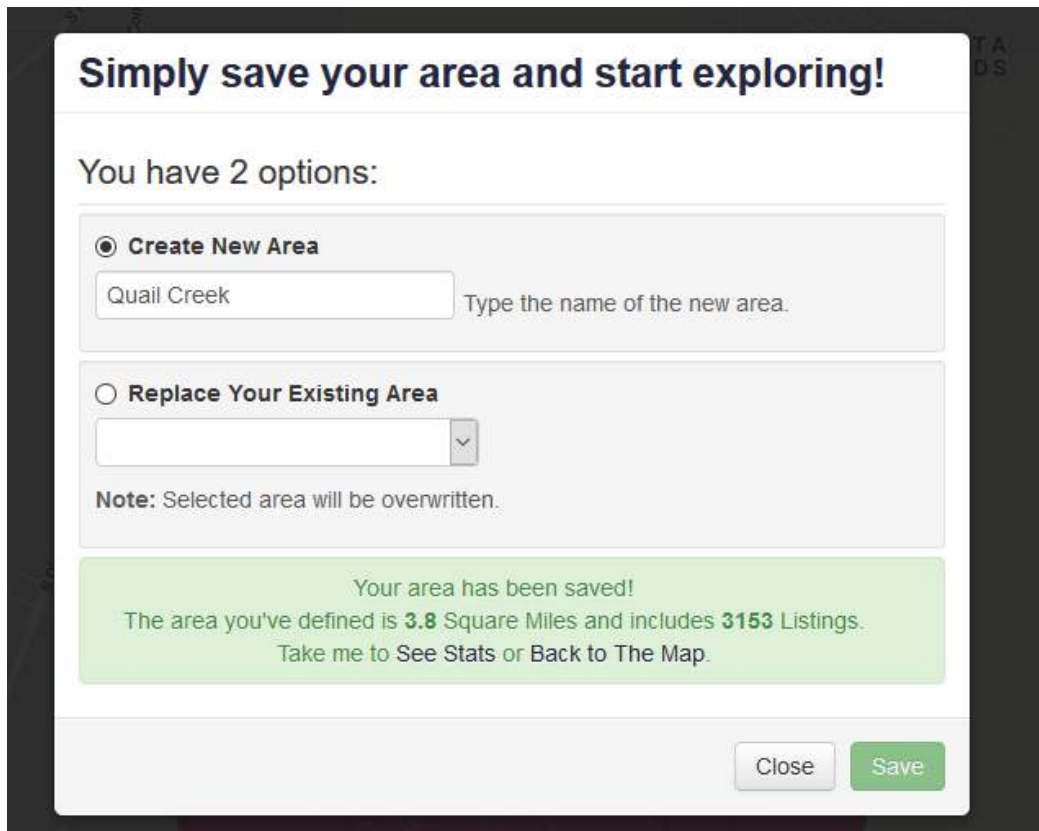
Close   Save

When you choose save and name your search you will see this choice—choose See Stats

Your area has been saved!
The area you've defined is Square Miles and includes **1854** Listings.
Take me to See Stats or Back to The Map.

Close   Save

After returning to InfoSparks by hitting the STATS choice

1) You make the choices for the property characteristics you want to see

2) Choose the category you would like to see—percentage of list, etc.

3) Choose 1 year or 3 years

Under Share Options you will have the ability to create
Social Media Links, Icons, Etc.

PDF—great for viewing or printing for a client.

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MLSSAZ FastStats for the quick and easy way to generate a report on an area or zip with all categories.

1)Generates a report from all categories and graphs for all categories

2)Market Indicators: A one page report

3)Monthly Indicators and branded to your Association

MULTIPLE LISTING SERVICE OF SOUTHERN ARIZONA

FastStats

Click on the area or zip code to chose at the next level.

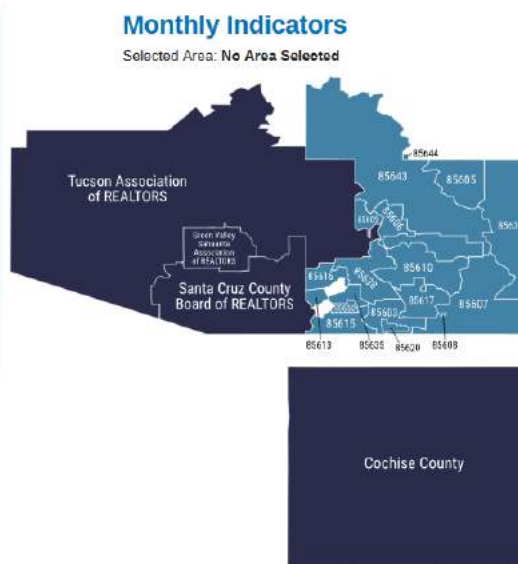You may choose Local Market Updates in FastStats by zip code and you may choose the time period.

You may also choose Monthly Indicators:
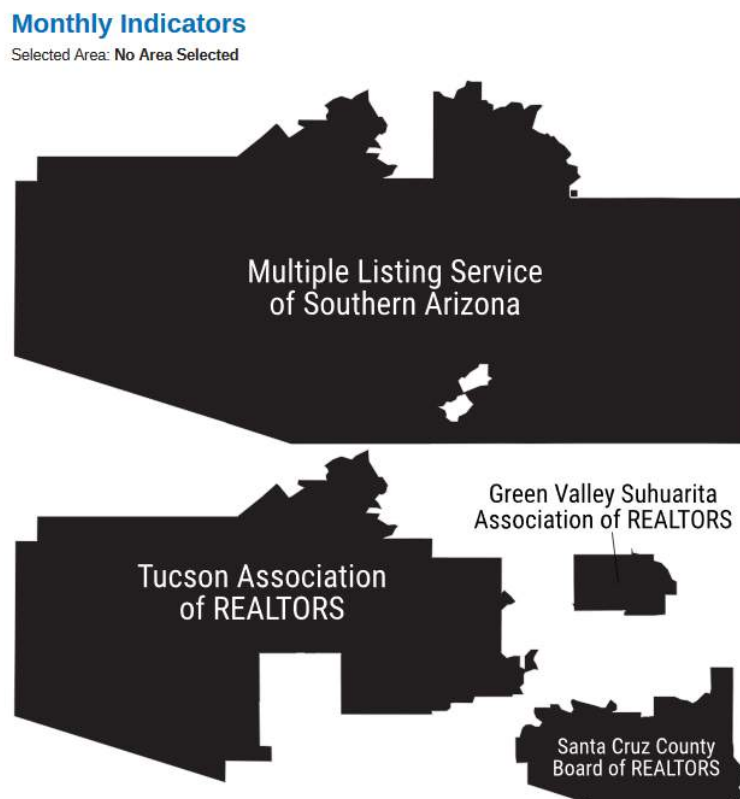
Tucson - Northwest

Single Family	August			Year to Date		
Key Metrics	**2018**	**2019**	**% Change**	**Thru 8-2018**	**Thru 8-2019**	**% Change**
New Listings	302	300	- 0.7%	2,608	2,591	- 0.7%
Pending Sales	221	261	+ 18.1%	1,993	2,176	+ 9.2%
Closed Sales	266	270	+ 1.5%	1,961	2,061	+ 5.1%
Days on Market Until Sale	42	48	+ 14.3%	46	47	+ 2.2%
Median Sales Price*	$265,410	$299,000	+ 12.7%	$269,900	$284,050	+ 5.2%
Average Sales Price*	$310,657	$344,949	+ 11.0%	$314,318	$330,929	+ 5.3%
Percent of List Price Received*	98.2%	98.7%	+ 0.5%	98.3%	98.4%	+ 0.1%
Inventory of Homes for Sale	682	531	- 22.1%	—	—	—
Months Supply of Inventory	2.9	2.1	- 27.6%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	**2018**	**2019**	**% Change**	**Thru 8-2018**	**Thru 8-2019**	**% Change**
New Listings	23	18	- 21.7%	204	225	+ 10.3%
Pending Sales	18	14	- 22.2%	177	201	+ 13.6%
Closed Sales	28	17	- 39.3%	176	196	+ 11.4%
Days on Market Until Sale	39	27	- 30.8%	48	40	- 16.7%
Median Sales Price*	$222,750	$219,000	- 1.7%	$221,700	$228,250	+ 3.0%
Average Sales Price*	$224,860	$225,278	+ 0.2%	$237,786	$246,739	+ 3.8%
Percent of List Price Received*	98.4%	98.2%	- 0.2%	98.2%	98.3%	+ 0.1%
Inventory of Homes for Sale	39	33	- 15.4%	—	—	—

Monthly Indicators

MLSSAZ MULTIPLE LISTING SERVICE OF SOUTHERN ARIZONA

August 2019

As the summer draws to a close, multiple opposing factors and trends are competing to define the direction of the real estate market. After the Federal Reserve lowered its benchmark interest rate on July 31, 30-year mortgage rates continued to decline, approaching all-time lows last seen in 2016. Yet most experts agree these reductions are unlikely to bring sufficient relief, at least in the short term, for first-time home buyers. The lack of affordable inventory and the persistence of historically high housing prices continue to affect the housing market,leading to lower-than-expected existing home sales at the national level.

New Listings decreased 8.0 percent for Single Family and 21.0 percent for Townhouse/Condo. Pending Sales increased 12.3 percent for Single Family but decreased 21.0 percent for Townhouse/Condo. Inventory decreased 19.4 percent for Single Family and 16.6 percent for Townhouse/Condo.

Median Sales Price increased 6.1 percent to $239,000 for Single Family and 6.6 percent to $169,950 for Townhouse/Condo. Days on Market decreased 7.0 percent for Single Family and 31.6 percent for Townhouse/Condo. Months Supply of Inventory decreased 21.4 percent for Single Family and 7.1 percent for Townhouse/Condo.

As many homeowners refinanced their homes to take advantage of declining interest rates, consumer confidence in housing was reported to be at historically high levels. Even so, real estate professionals will need to monitor the market for signs of continued imbalances. Although the inventory of affordable homes at this point remains largely stable, it is stable at historically low levels, which may continue to push prices higher and affect potential buyers across the U.S.

Quick Facts

+ 1.7%	+ 7.3%	- 19.2%
Change in **Closed Sales** All Properties	Change in **Median Sales Price** All Properties	Change in **Homes for Sale** All Properties

This report covers residential real estate activity in the Multiple Listing Service of Southern Arizona. Percent changes are calculated using rounded figures.

Key Principles to Remember When Looking at the Statistics

Time Calculations:

1) 12 months" means Rolling 12 Months. Each data point is 12 months of activity. From any given month, go back 12 months and total it up. (Always begins in January of the year before)

2) Another option includes Monthly: Shows only a month of activity for each data point.

3) Year to Date, which shows activity from January to the current month for the 1 year choice. The 1 year will be shown in <u>chart</u>

format only.

4) For the categories which have a choice: Average is recommended for large sample sizes and Median is recommended for small sample sizes.

5) When you chose Rolling 3 months, each data point will be 3 months.

6) If you are unsure—choose print and view the PDF—each graph will be labeled on the bottom

*Data is updated on approximately the 6th of the month.

*It is a national data base—be specific with city or subdivision and the state abbreviation.

FAQ:

How are co-listings and co-sales handled?

Each co-agent is given .5 units and half the dollar volume for each side.