

**For Immediate
Release:
May 8, 2017**

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Multiple Listing Service of Southern Arizona Monthly Statistics April 2017

Below are some highlights from the April Residential Sales Statistics:

- Total Sales Volume of \$336,667,709 is down 7.50% from last month but up 3.30% from April 2016.
- The Average Sales Price of \$232,988 is an increase of 3.64% from last month's number of \$224,815.
- Average List Price increased to \$239,287 from \$230,186 in March.
- Total Under Contract decreased this month by 3.23%.
- Total Unit Sales of 1,445 is a decrease of 10.75% from 1,619 last month and a 1.90% decrease from April 2016.
- The Median Sales Price decreased to \$190,000 from \$193,000 last month but is up 7.95% from April 2016.
- New Listings decreased 4.73%.
- Total Active Listings of 3,773 increased 1.40% from March.
- Average Days on Market decreased to 44 from 47 last month.
- Conventional loan sales of 39.1% exceeded Cash Sales of 27.0%.

Henry Zipf
2017 MLSSAZ President

Pam Ruggeroli
2017 TAR President



Lifestyle Opportunities:
No matter what area or type of home you are interested in, you have a variety of options.
Financial:
Multiple financing opportunities are available
Talk to a REALTOR®!
With the complexity of a real estate transaction, you need a REALTOR®.



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.

April 2017 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
April	\$336,667,709	\$325,916,149	3.30%
March	\$363,976,060	\$315,222,675	15.47%
Month % Change	-7.50%	3.39%	

Average Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
April	\$232,988	\$221,260	5.30%
March	\$224,815	\$212,988	5.55%
Month % Change	3.64%	3.88%	

Average List Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
April	\$239,287	\$227,974	4.96%
March	\$230,186	\$219,086	5.07%
Month % Change	3.95%	4.06%	

Total Under Contract

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
April	2,395	2,643	-9.38%
March	2,475	2,549	-2.90%
Month % Change	-3.23%	3.69%	

Total Unit Sales

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
April	1,445	1,473	-1.90%
March	1,619	1,480	9.39%
Month % Change	-10.75%	-0.47%	

Median Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
April	\$190,000	\$176,000	7.95%
March	\$193,000	\$177,050	9.01%
Month % Change	-1.55%	-0.59%	

New Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
April	2,157	2,057	4.86%
March	2,264	2,259	0.22%
Month % Change	-4.73%	-8.94%	

Active Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
April	3,773	4,525	-16.62%
March	3,721	4,802	-22.51%
Month % Change	1.40%	-5.77%	

April 2017 - Active and Sold by Zip Code

<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85143	0	0	0.00%	85645	0	0	0.00%	85713	74	41	55.41%	85740	0	0	0.00%
85145	8	8	100.00%	85648	1	0	0.00%	85714	11	7	63.64%	85741	59	34	57.63%
85245	0	0	0.00%	85653	76	19	0.00%	85715	101	34	33.66%	85742	146	60	41.10%
85601	0	0	0.00%	85654	0	0	#DIV/0!	85716	91	48	52.75%	85743	133	52	39.10%
85602	4	0	0.00%	85658	197	40	0.00%	85717	0	0	0.00%	85745	102	48	47.06%
85611	0	0	0.00%	85701	20	6	30.00%	85718	281	63	22.42%	85746	62	34	54.84%
85614	173	51	29.48%	85704	83	49	59.04%	85719	87	38	43.68%	85747	103	52	50.49%
85616	0	0	0.00%	85705	66	36	54.55%	85730	84	50	59.52%	85748	69	29	42.03%
85619	22	1	4.55%	85706	34	40	117.65%	85734	0	0	0.00%	85749	140	32	22.86%
85622	43	15	34.88%	85709	0	0	#DIV/0!	85735	43	24	55.81%	85750	212	74	34.91%
85623	15	3	20.00%	85710	112	54	48.21%	85736	20	3	15.00%	85755	223	70	31.39%
85629	112	49	43.75%	85711	72	47	65.28%	85737	149	47	31.54%	85756	50	35	70.00%
85641	163	45	27.61%	85712	106	35	33.02%	85739	162	47	29.01%	85757	63	25	39.68%

3772

NOTE:

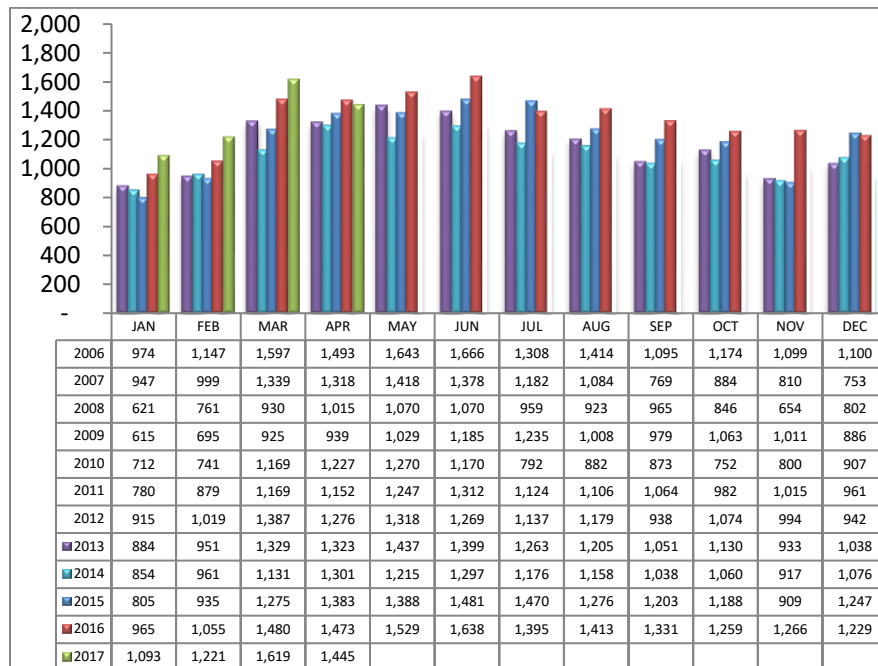
85637- 1 active listing

Residential Listing Statistics							Active Listings		Days on Market																										
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold																										
Under \$29,999	9	3	0	1	13	8	C	402	1 -30 Days	848																									
\$30,000 to \$39,999	10	6	0	1	17	9	E	184	31-60 Days	258																									
\$40,000 to \$49,999	30	9	3	5	47	16	N	517	61 - 90 Days	125																									
\$50,000 to \$59,999	44	15	5	0	64	17	NE	266	91-120 Days	67																									
\$60,000 to \$69,999	28	17	3	3	51	18	NW	1139	121 - 180 Days	91																									
\$70,000 to \$79,999	27	22	2	5	56	22	S	103	Over 180 Days	56																									
\$80,000 to \$89,999	31	35	10	10	86	27	SE	282	Avg. Days on Market 44																										
\$90,000 to \$99,999	35	31	2	9	77	34	SW	208																											
\$100,000 to \$119,999	104	89	9	28	230	77	W	152	Avg. Sold Price \$232,988																										
\$120,000 to \$139,999	161	158	19	35	373	122	XNE	22																											
\$140,000 to \$159,999	220	214	13	41	488	154	XNW	40	Median Sale Price \$190,000																										
\$160,000 to \$179,999	256	211	9	37	513	149	XS	268																											
\$180,000 to \$199,999	236	164	13	39	452	122	XSW	157	New Listings 2,157																										
\$200,000 to \$249,999	527	259	15	73	874	215	XW	33																											
\$250,000 to \$299,999	436	218	6	50	710	148	Sold Units per Area		Sales Volume by Area																										
\$300,000 to \$399,999	542	183	9	49	783	161	C	196	\$39,382,586																										
\$400,000 to \$499,999	316	98	6	28	448	63	E	83	\$14,680,416																										
\$500,000 to \$749,999	400	61	5	13	479	59	N	146	\$57,792,064																										
\$750,000 to \$999,999	176	23	0	3	202	17	NE	67	\$18,910,087																										
\$1,000,000 and over	185	11	1	8	205	7	NW	391	\$111,024,758																										
							S	85	\$11,475,915																										
							SE	131	\$27,550,859																										
							SW	95	\$13,064,176																										
							W	81	\$13,477,266																										
							XNE	1	\$255,000																										
							XNW	17	\$2,365,619																										
							XS	88	\$18,671,263																										
Totals	3,773	1,827	130	438	6,168	1,445	XSW	53	\$6,820,300																										
							XW	11	\$1,197,400																										
	Apr-17	Apr-16	% Change	YTD 2017	YTD 2016	% Change	Total Volume		\$336,667,709																										
Home Sales Volume	\$336,667,709	\$325,916,149	3.30%	\$1,212,747,008	\$1,067,536,984	13.60%	<table><tr><th colspan="2">Types of Financing</th><th>Totals</th></tr><tr><td>FHA</td><td></td><td>306</td></tr><tr><td>VA</td><td></td><td>147</td></tr><tr><td>Other</td><td></td><td>23</td></tr><tr><td>Cash</td><td></td><td>391</td></tr><tr><td>Conventional</td><td></td><td>565</td></tr><tr><td>Cash/Loan</td><td></td><td>1</td></tr><tr><td>Carryback</td><td></td><td>12</td></tr></table>					Types of Financing		Totals	FHA		306	VA		147	Other		23	Cash		391	Conventional		565	Cash/Loan		1	Carryback		12
Types of Financing		Totals																																	
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Cash/Loan		1																																	
Carryback		12																																	
Home Sales Units	1,445	1,473	-1.90%	5,378	4,973	8.14%																													
Average Sales Price (All Residential)	\$232,988	\$221,260	5.30%	\$227,970	\$216,707	5.20%																													
Median Sales Price	\$190,000	\$176,000	7.95%	\$189,875	\$174,613	8.74%																													
Average Days on Market:	44	57	-22.81%	47	60	-21.67%																													
Average List Price for Sold:	\$239,287	\$227,974	4.96%	\$233,817	\$223,116	4.80%																													
SP/LP %	97.37%	97.05%		97.50%	97.13%																														
Total Under Contract	2,395	2,643	-9.38%																																
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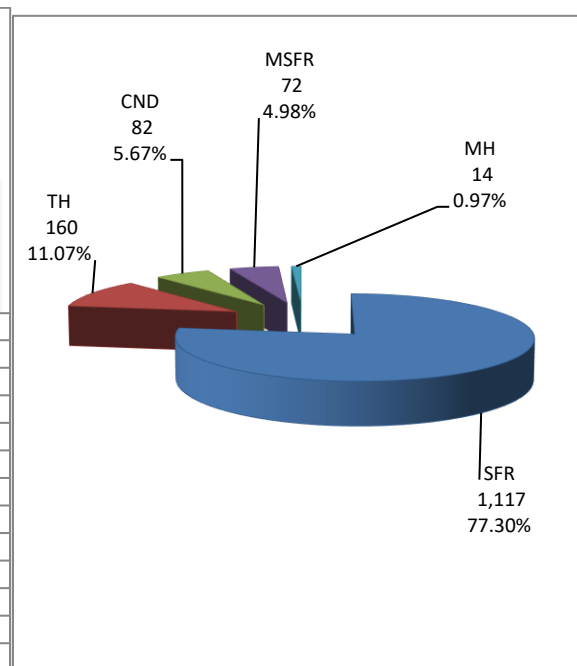
Types of Financing	Totals
FHA	306
VA	147
Other	23
Cash	391
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Cash/Loan	1
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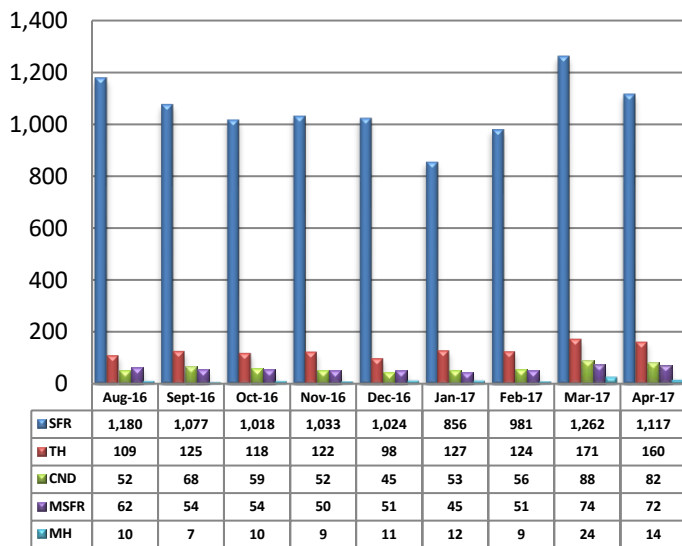
Total Unit Sales – April 2017



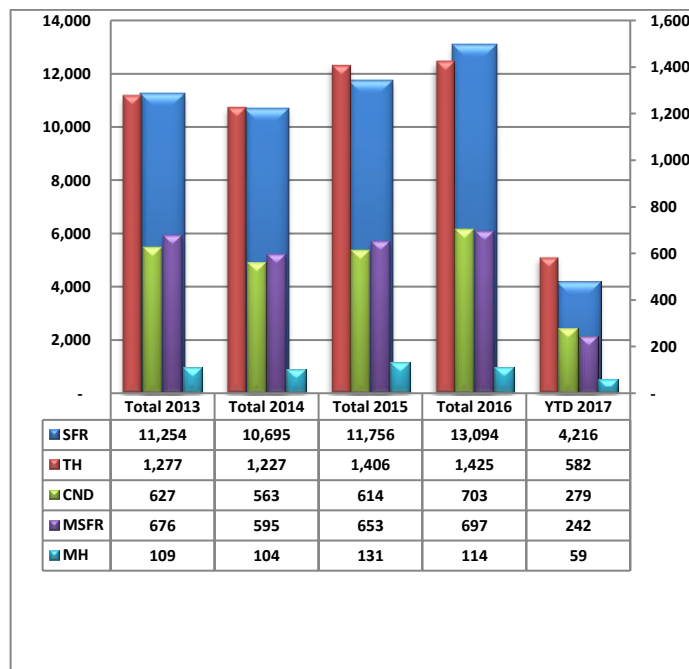
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

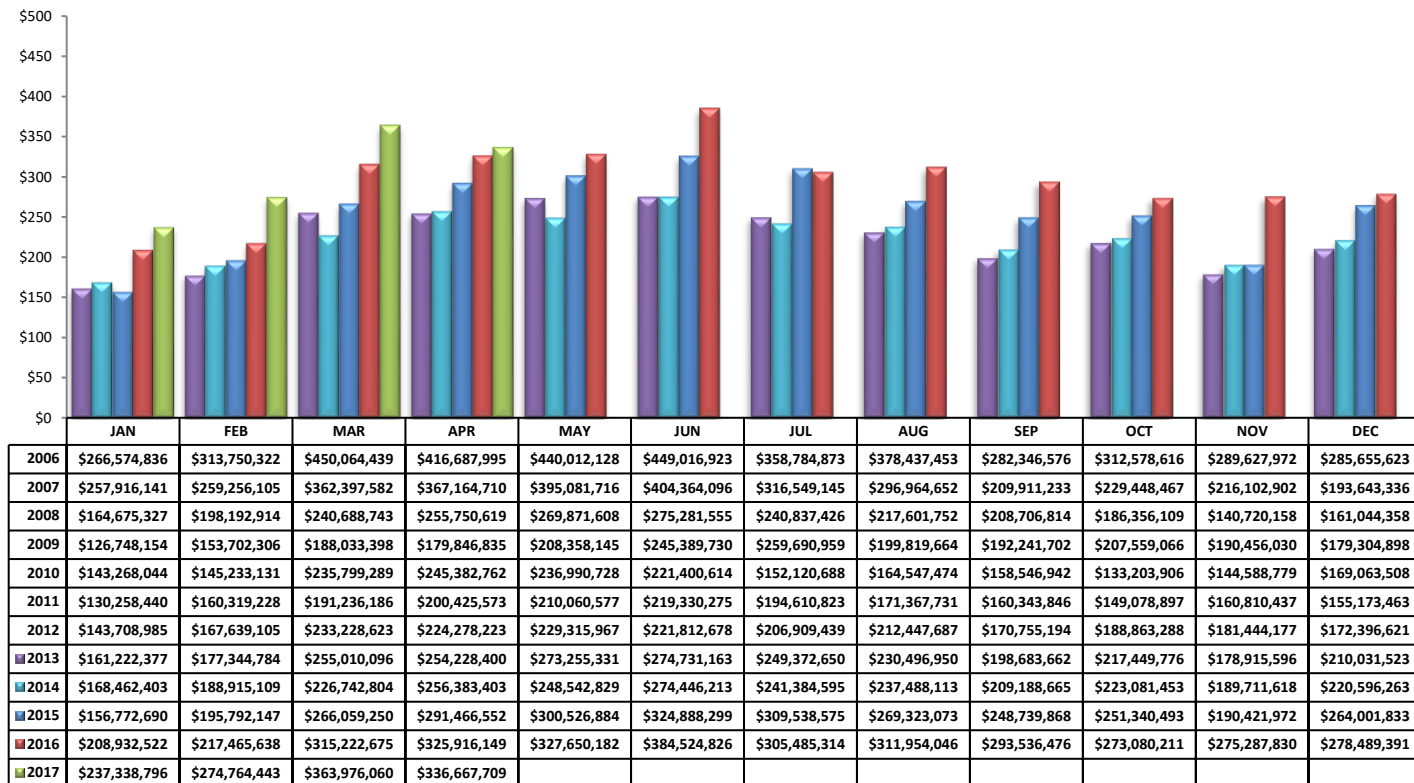


YTD Annual Comparison – Breakdown by Type

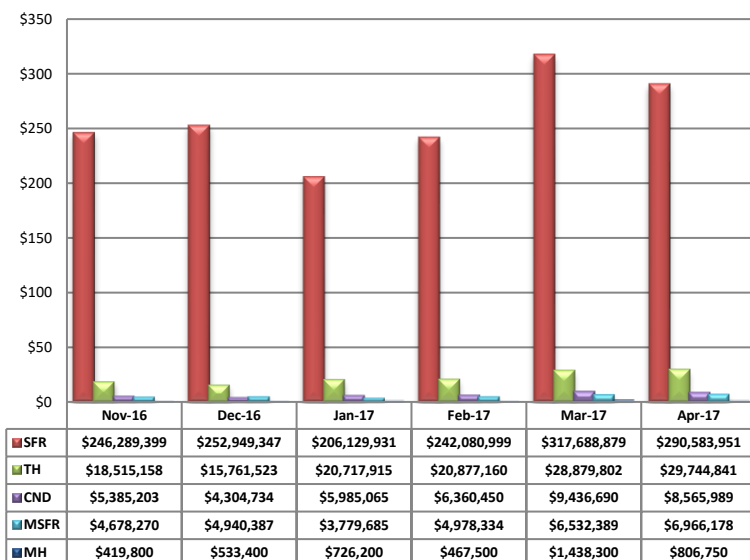


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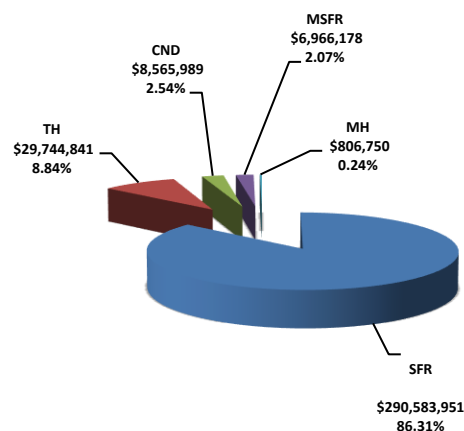
Total Sales Volume - April 2017



Total Sales Volume By Type - Monthly Comparison

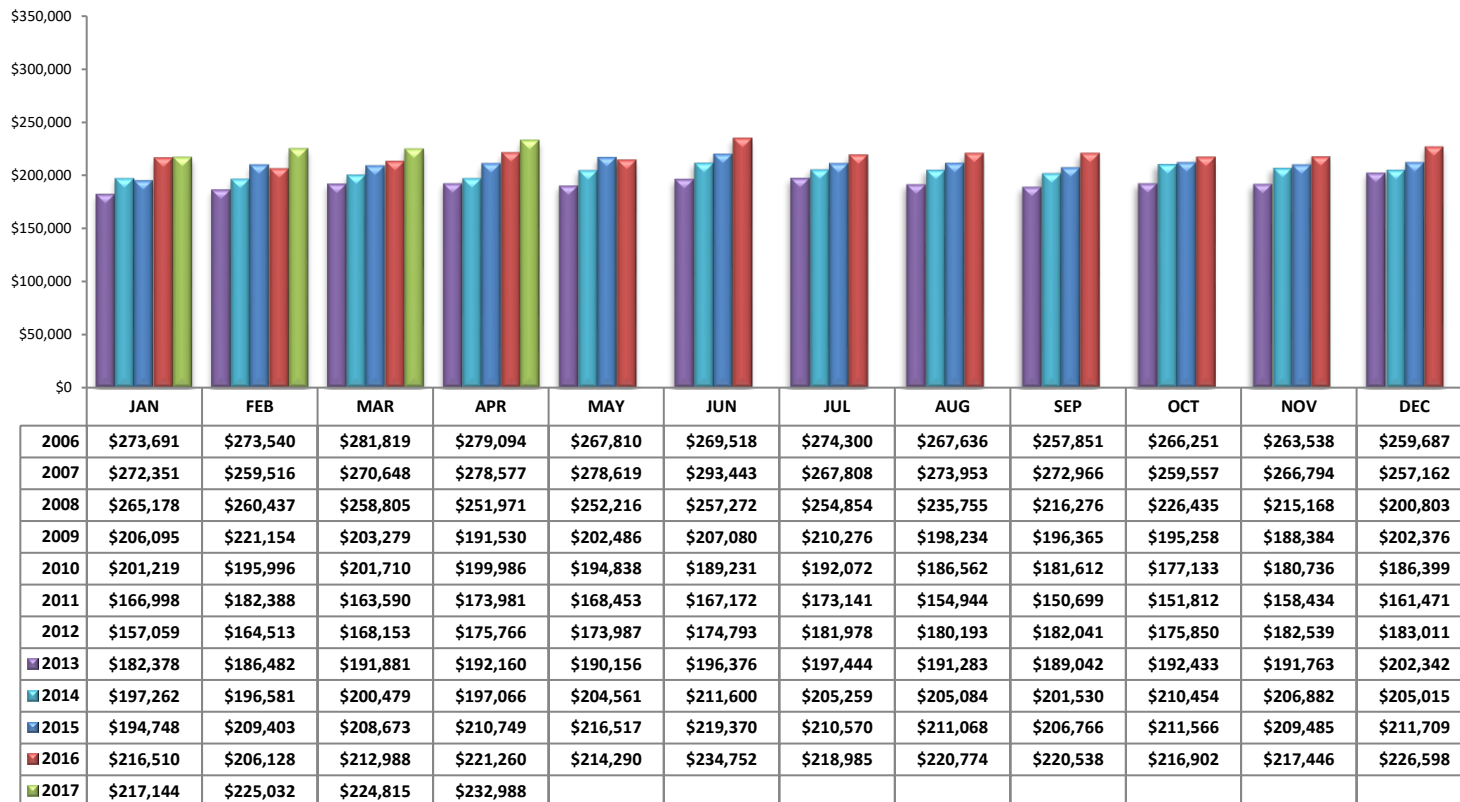


Monthly Volume by Type

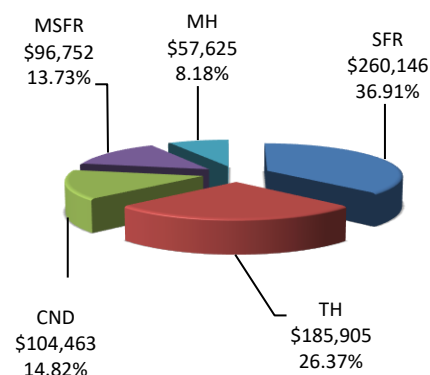


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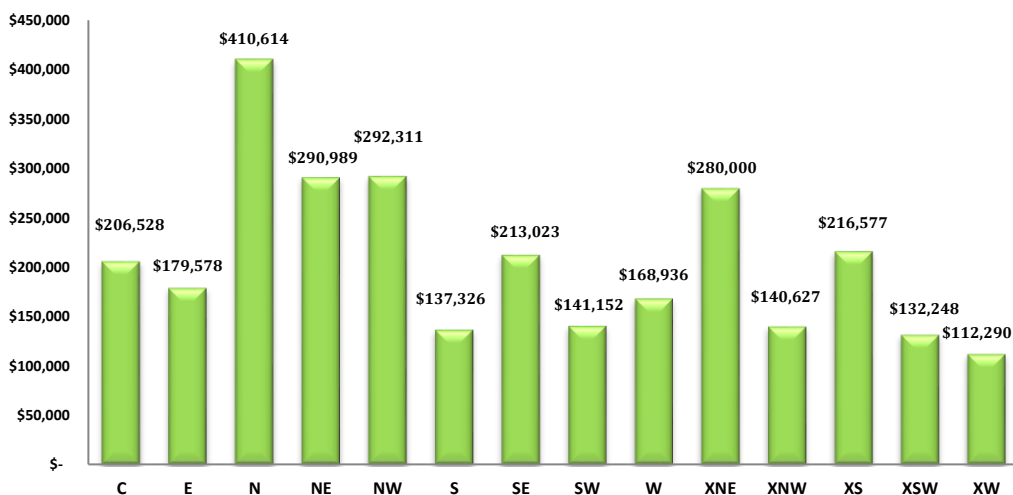
Average Sales Price – April 2017



Average Sales Price by Type – April 2017

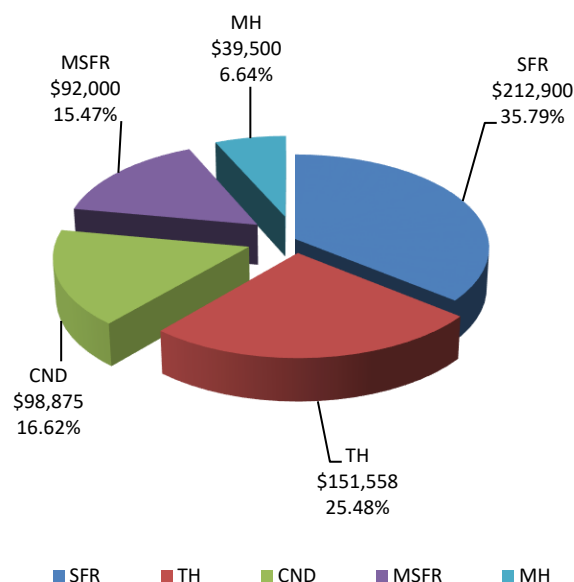


Average "Listing" Price per Area – April 2017

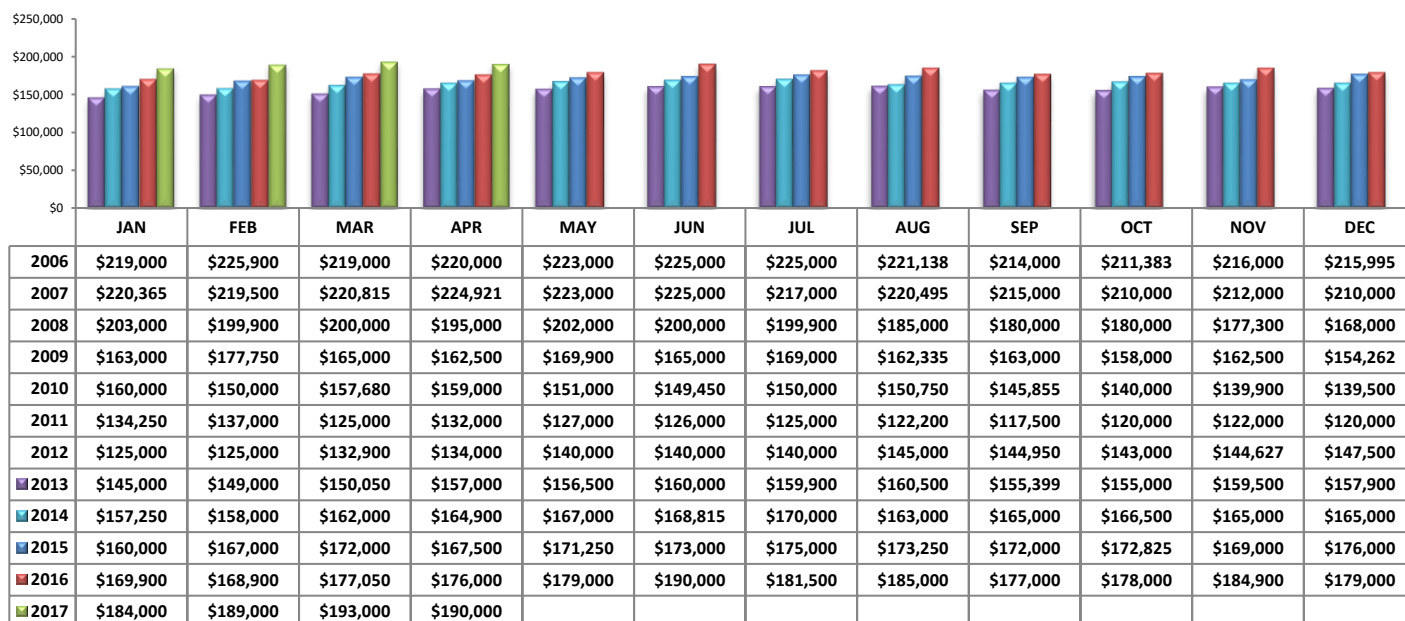


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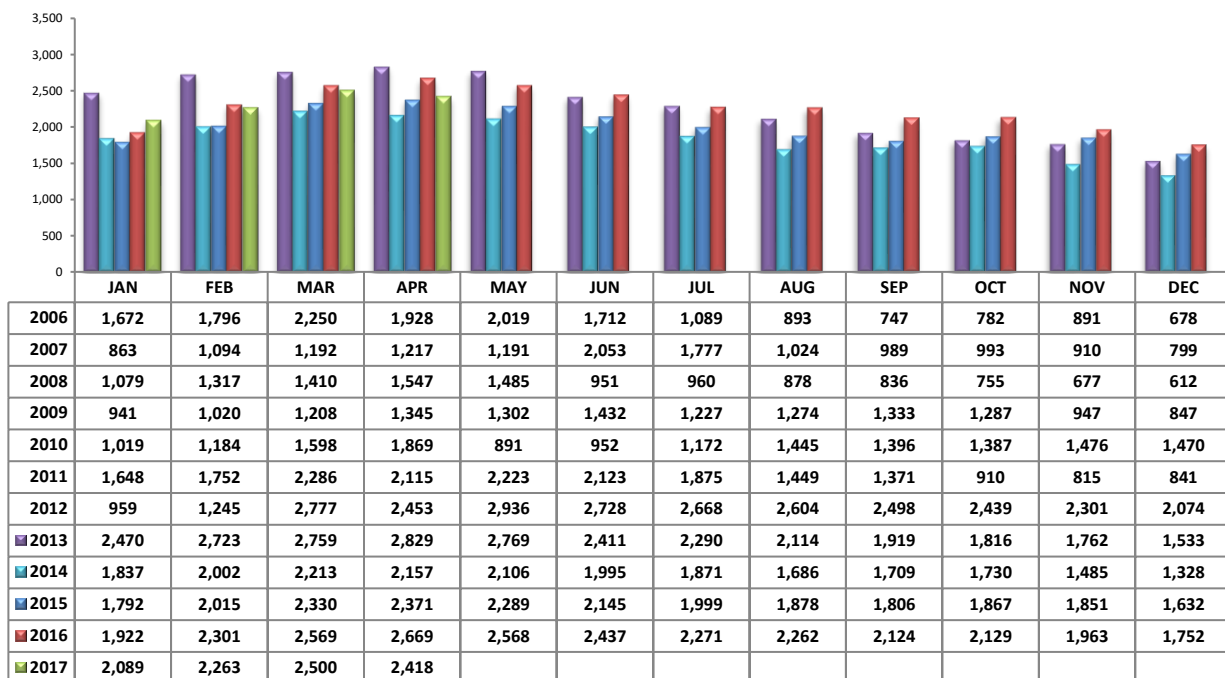
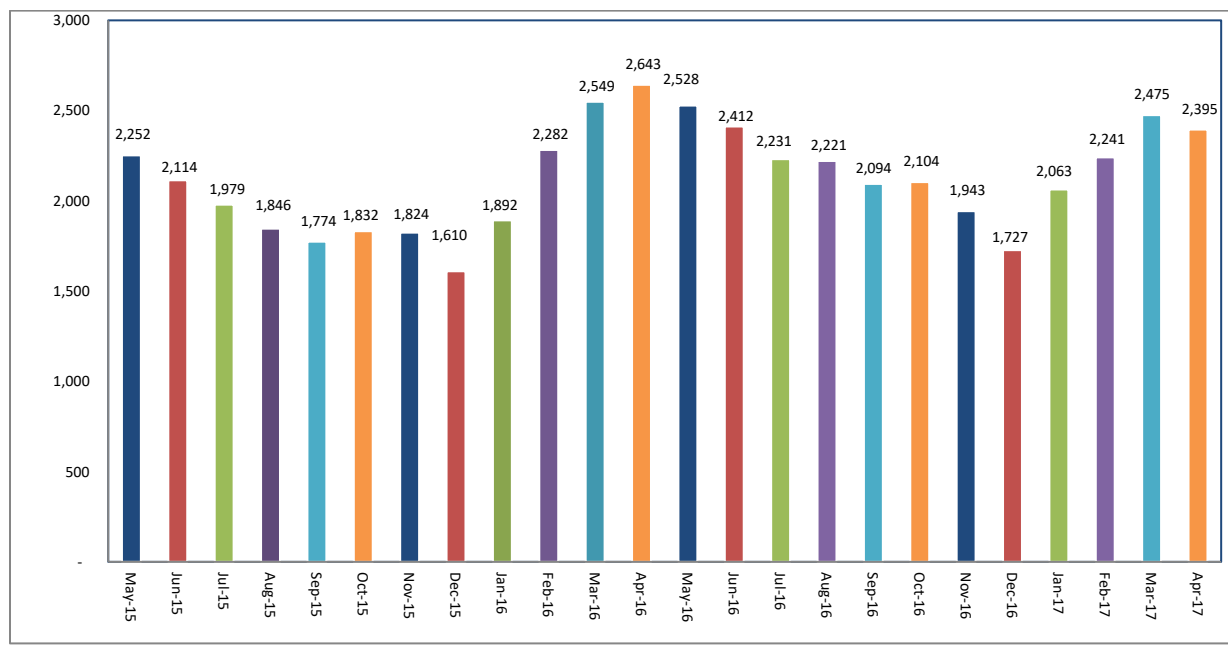
Median Sale Price - by Type



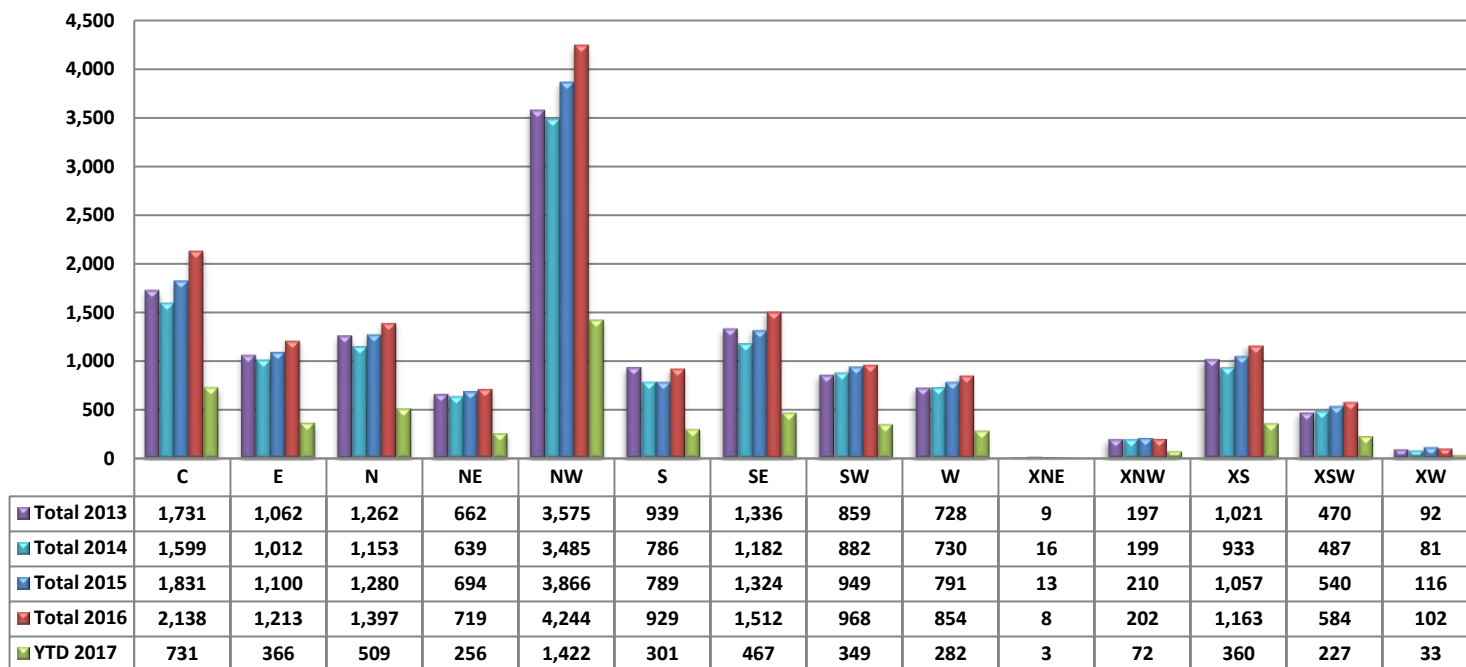
Median Sale Price - April 2017



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Newly Under Contract During The Month**Total Listings Still Under Contract At The End of The Month**

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Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

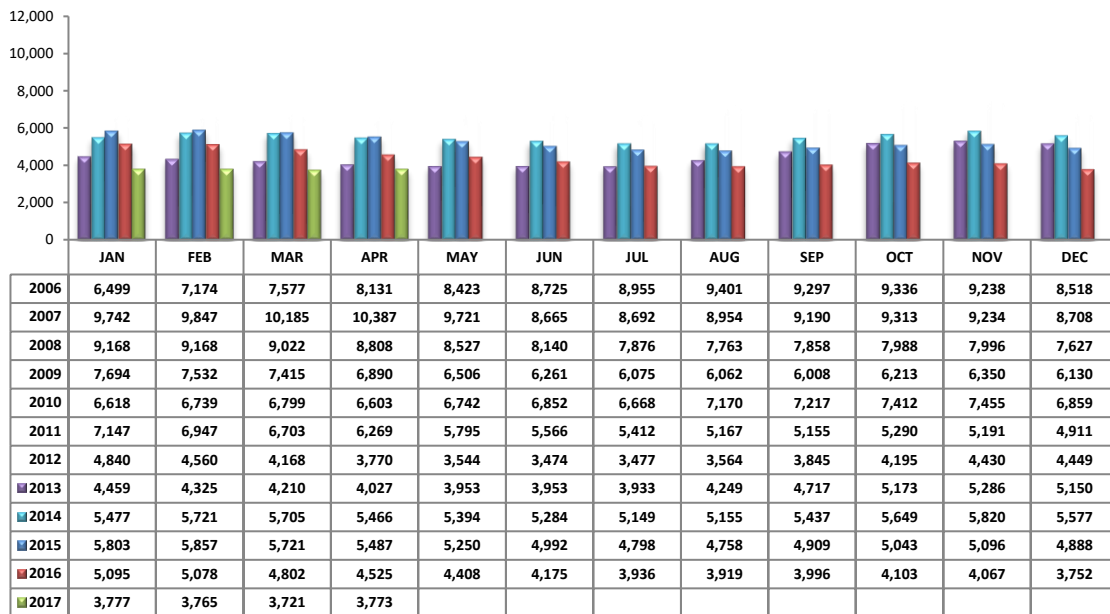
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$143,978	\$203,027	\$328,228	\$336,200	\$200,931
E	\$100,350	\$177,268	\$240,561	\$312,966	\$176,872
N	\$243,686	\$372,552	\$568,534	\$691,113	\$395,836
NE	\$162,087	\$274,453	\$390,090	\$507,500	\$282,240
NW	\$237,461	\$264,111	\$346,525	\$418,918	\$283,950
S	\$77,759	\$130,345	\$166,577	\$150,300	\$135,010
SE	\$145,957	\$195,373	\$226,074	\$363,250	\$210,311
SW	\$79,069	\$147,540	\$173,341	\$194,333	\$137,517
W	\$103,856	\$175,487	\$245,511	\$-	\$166,386
XNE	\$255,000	\$-	\$-	\$-	\$255,000
XNW	\$90,725	\$132,572	\$230,364	\$-	\$139,154
XS	\$187,714	\$197,940	\$245,701	\$255,975	\$212,173
XSW	\$113,257	\$201,687	\$195,000	\$60,000	\$128,684
XW	\$115,000	\$102,357	\$121,966	\$-	\$108,854

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	67	101	23	5	196
E	23	36	21	3	83
N	51	51	33	11	146
NE	17	31	17	2	67
NW	101	172	108	10	391
S	6	58	18	3	85
SE	14	62	48	7	131
SW	25	43	24	3	95
W	23	45	13	0	81
XNE	1	0	0	0	1
XNW	2	13	2	0	17
XS	21	38	21	8	88
XSW	42	8	2	1	53
XW	1	7	3	0	11

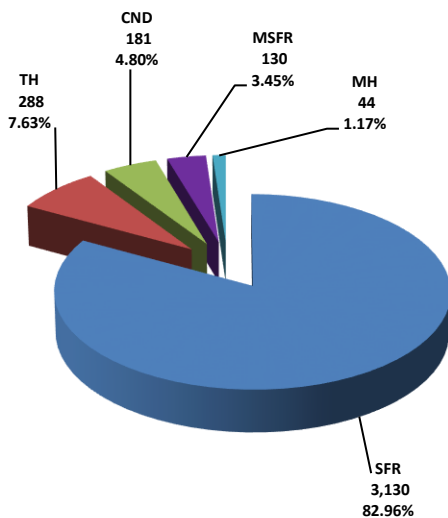
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Active Listings

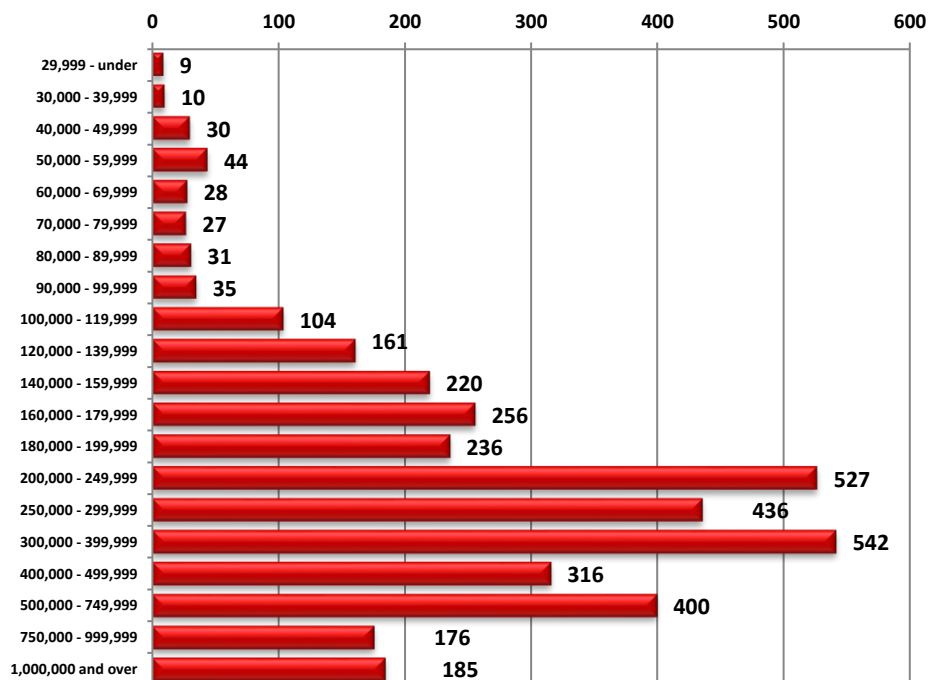


Area	# of Listings
C	402
E	184
N	517
NE	266
NW	1139
S	103
SE	282
SW	208
W	152
XNE	22
XNW	40
XS	268
XSW	157
XW	33

Active Listings Unit Breakdown

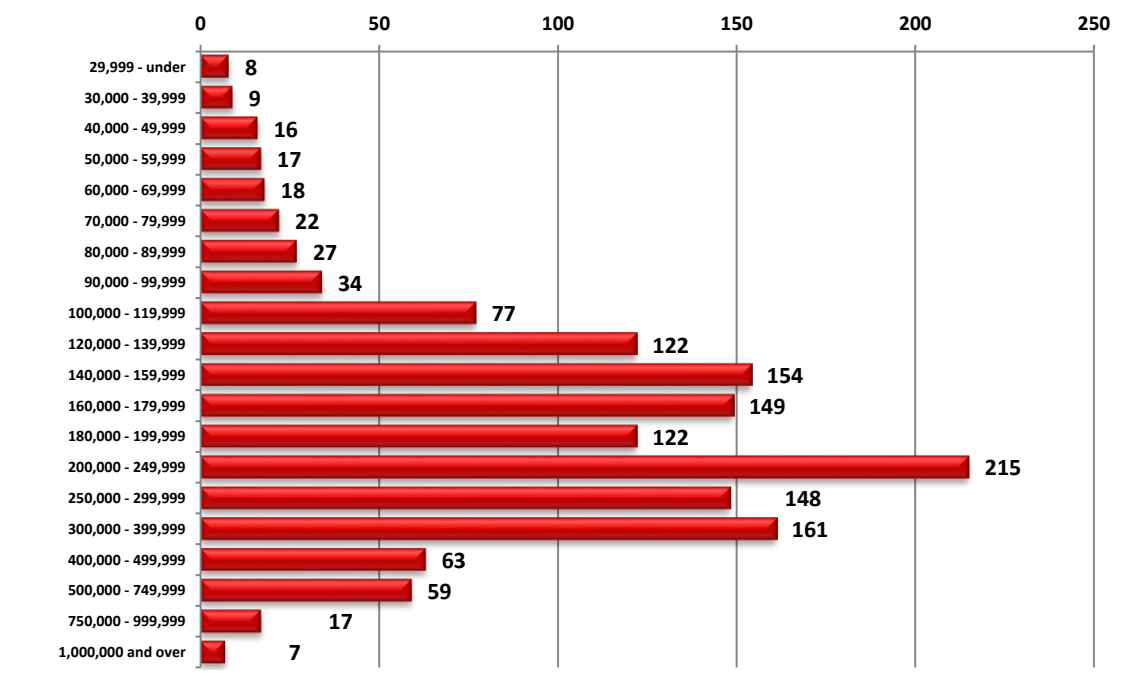


Active Listings Price Breakdown

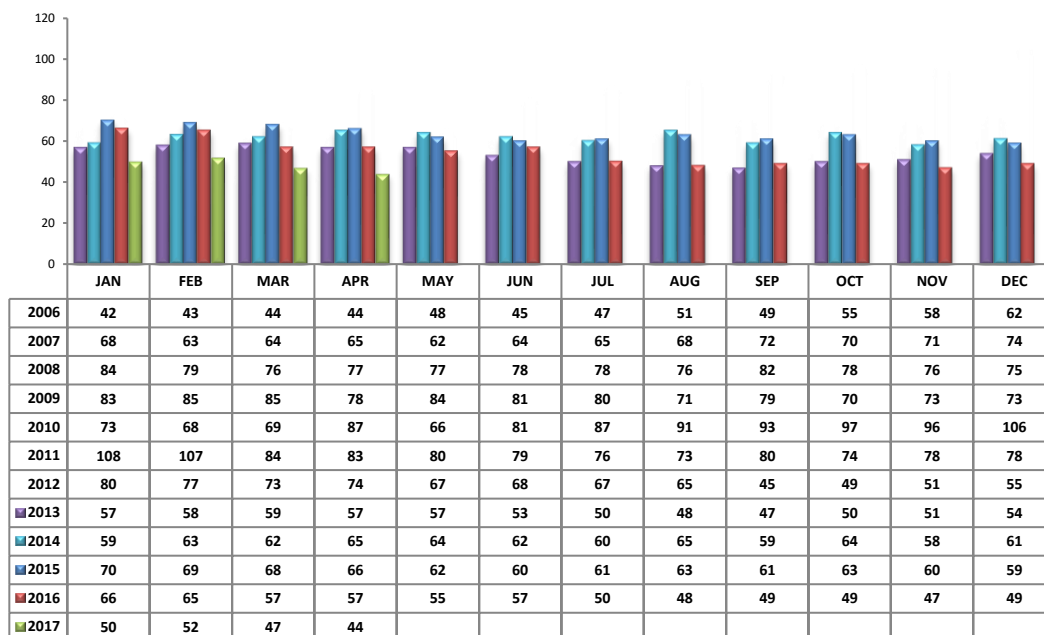


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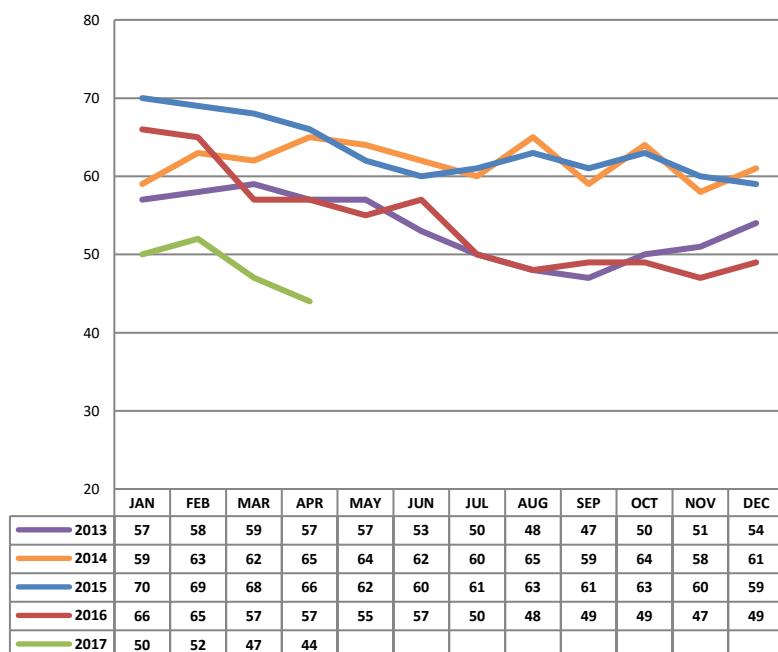
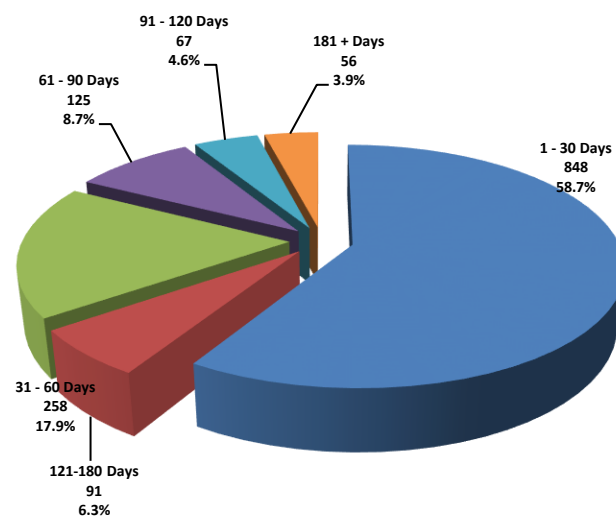
Sold Price Breakdown



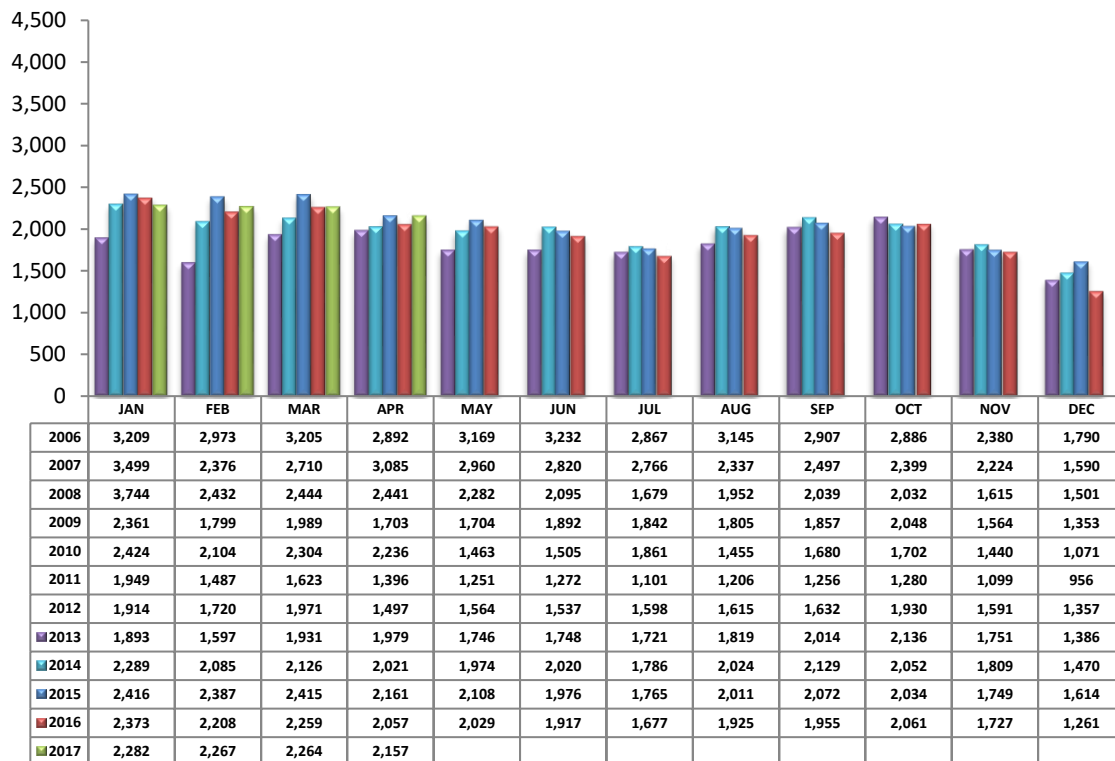
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Average Days on Market/Listing - April 2017

Area	Avg. DOM
C	33
E	40
N	45
NE	46
NW	50
S	27
SE	34
SW	53
W	34
XNE	9
XNW	33
XS	59
XSW	58
XW	94

Annual Comparison - Average Days on Market**Average Days on Market/Listing Breakdown**

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New Listings - April 2017

Area	# of Listings
C	300
E	147
N	195
NE	130
NW	573
S	109
SE	204
SW	114
W	111
XNE	1
XNW	26
XS	158
XSW	70
XW	19

*Includes properties that were re-listed

**Beginning April 2012, TAR/MLS implemented a change in the calculation of New Listings to include all new listings input to the MLS database. The changes are reflected above.

Misc. MLS Information

Month	Expired	Cancelled	Temp Off Mkt.
July 2016	158	320	68
Aug 2016	143	351	76
Sept 2016	133	311	60
Oct 2016	135	314	46
Nov 2016	127	280	47
Dec 2016	239	276	60
Jan 2017	183	331	41
Feb 2017	101	239	38
Mar 2017	114	321	48
Apr 2017	126	276	45

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.