

**For Immediate  
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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%.



**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®.

Judith Grammond  
2018 MLSSAZ President

Ginny Huffman  
2018 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.*

## April 2018 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>April</b>	\$375,510,677	\$316,664,086	18.58%
<b>March</b>	\$360,404,000	\$335,720,904	7.35%
<b>Month % Change</b>	4.19%	-5.68%	

### Average Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>April</b>	\$258,616	\$237,736	8.78%
<b>March</b>	\$246,514	\$229,474	7.43%
<b>Month % Change</b>	4.91%	3.60%	

### Average List Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>April</b>	\$264,467	\$239,287	10.52%
<b>March</b>	\$252,954	\$230,186	9.89%
<b>Month % Change</b>	4.55%	3.95%	

### Total Under Contract

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>April</b>	2,167	2,177	-0.46%
<b>March</b>	2,157	2,181	-1.10%
<b>Month % Change</b>	0.46%	-0.18%	

### Total Unit Sales

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>April</b>	1,452	1,332	9.01%
<b>March</b>	1,462	1,463	-0.07%
<b>Month % Change</b>	-0.68%	-8.95%	

### Median Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>April</b>	\$215,000	\$195,000	10.26%
<b>March</b>	\$210,000	\$197,000	6.60%
<b>Month % Change</b>	2.38%	-1.02%	

### New Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>April</b>	2,006	1,985	1.06%
<b>March</b>	1,962	2,076	-5.49%
<b>Month % Change</b>	2.24%	-4.38%	

### Active Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
<b>April</b>	3,097	3,446	-10.13%
<b>March</b>	3,186	3,376	-5.63%
<b>Month % Change</b>	-2.79%	2.07%	

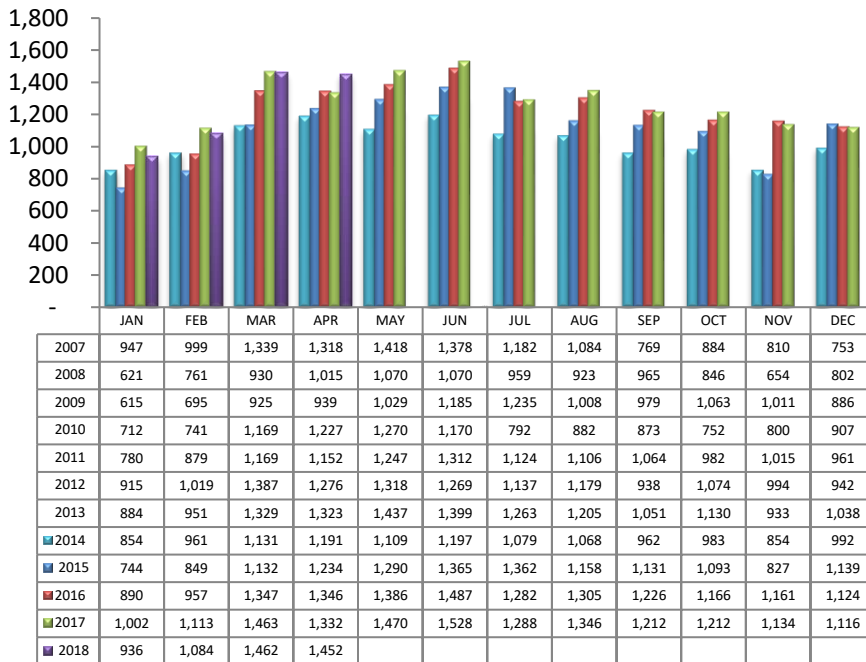
## April 2018 - Active and Sold by Zip Code

<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>
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%

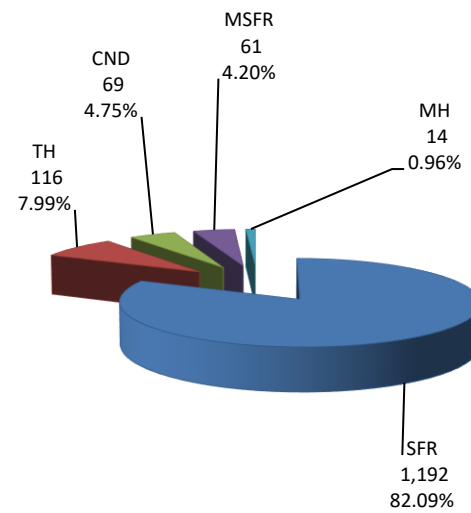
<b>Types of Financing</b>	<b>Totals</b>
FHA	224
VA	168
Other	19
Cash	376
Conventional	661
Cash/Loan	0
Carryback	4

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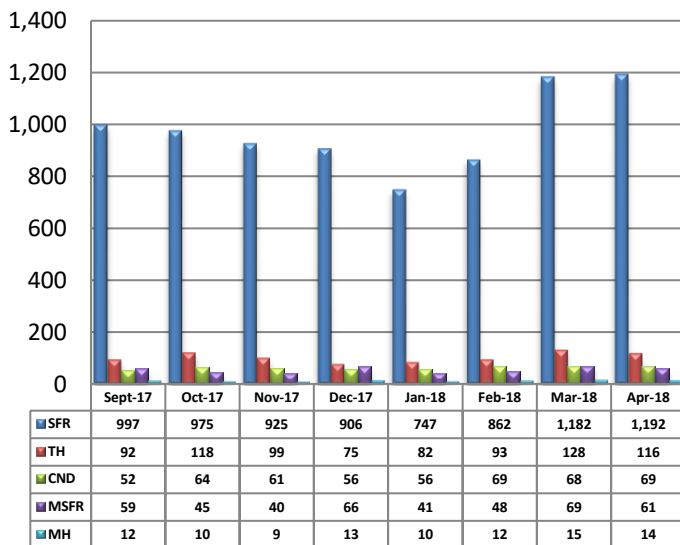
### Total Unit Sales – April 2018



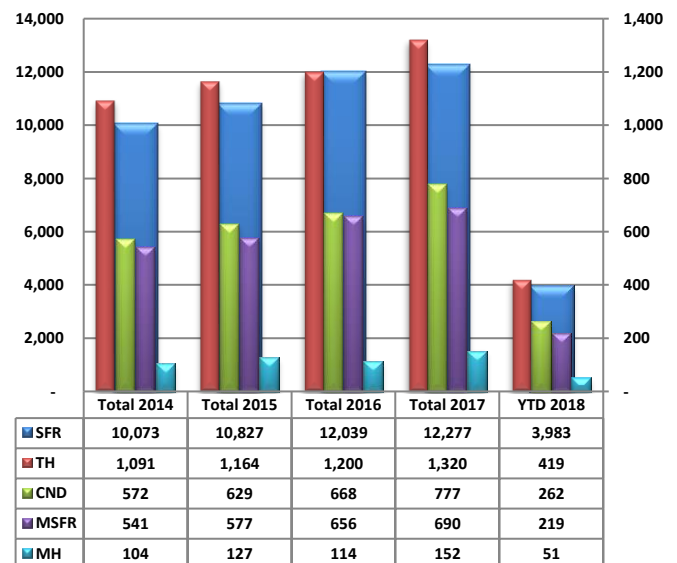
### Unit Sales – Breakdown by Type



### Total Unit Sales By Type - Monthly Comparison

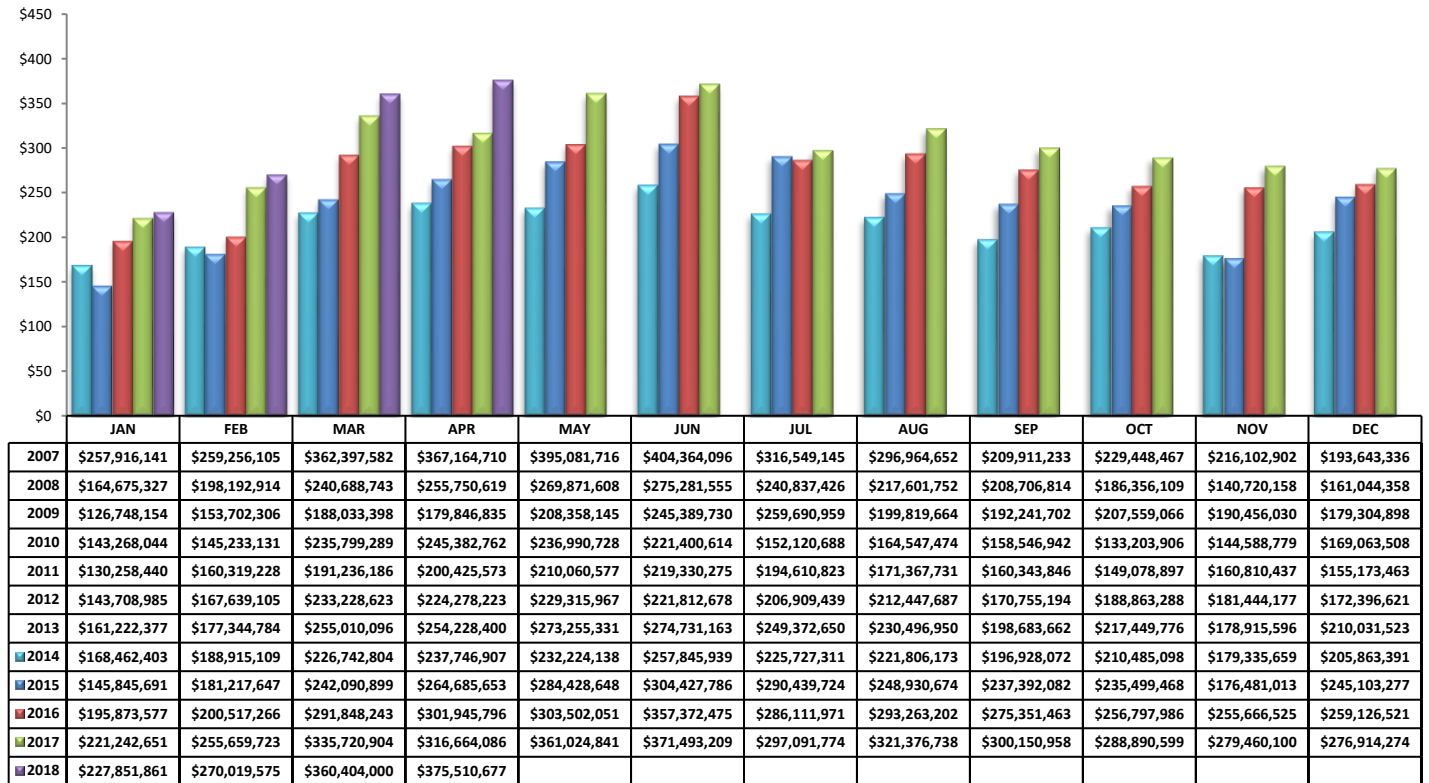


### YTD Annual Comparison – Breakdown by Type

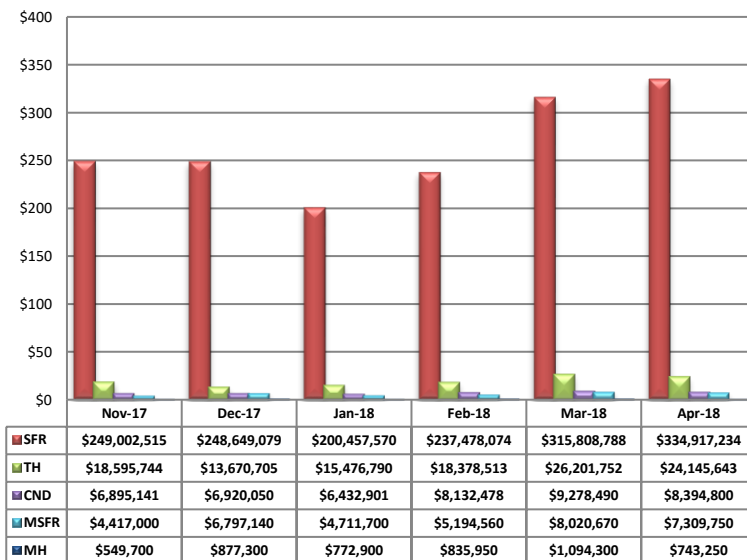


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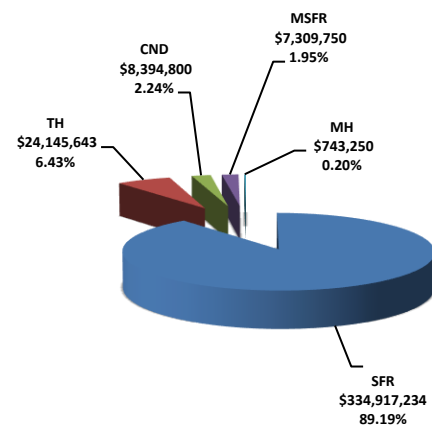
## Total Sales Volume - April 2018



## Total Sales Volume By Type - Monthly Comparison

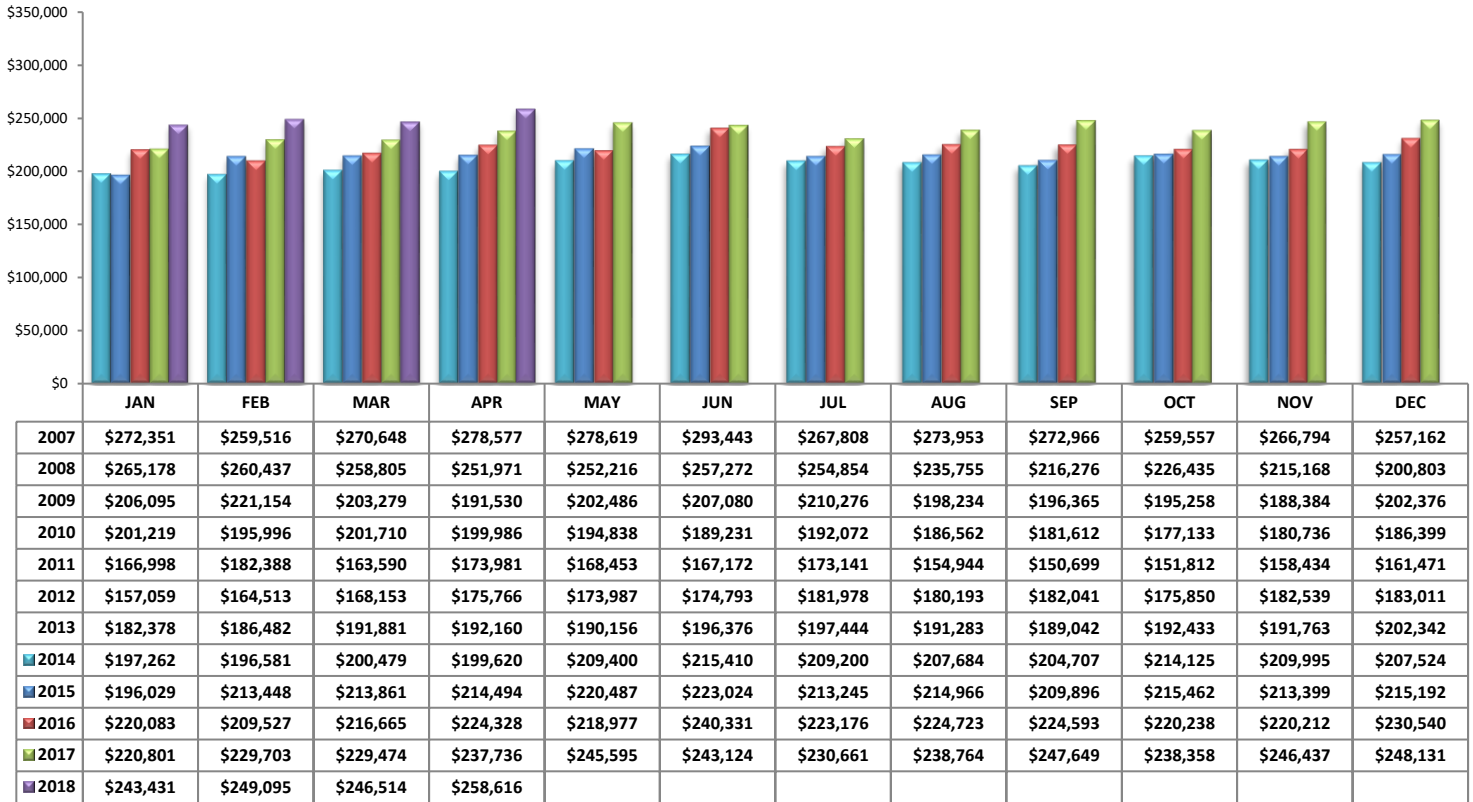


## Monthly Volume by Type

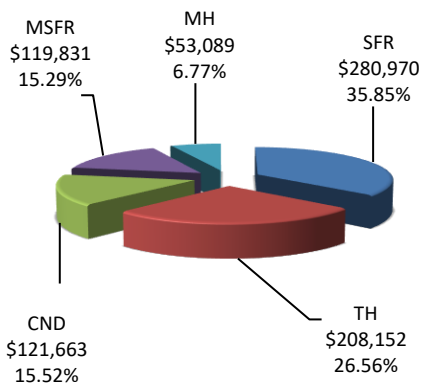


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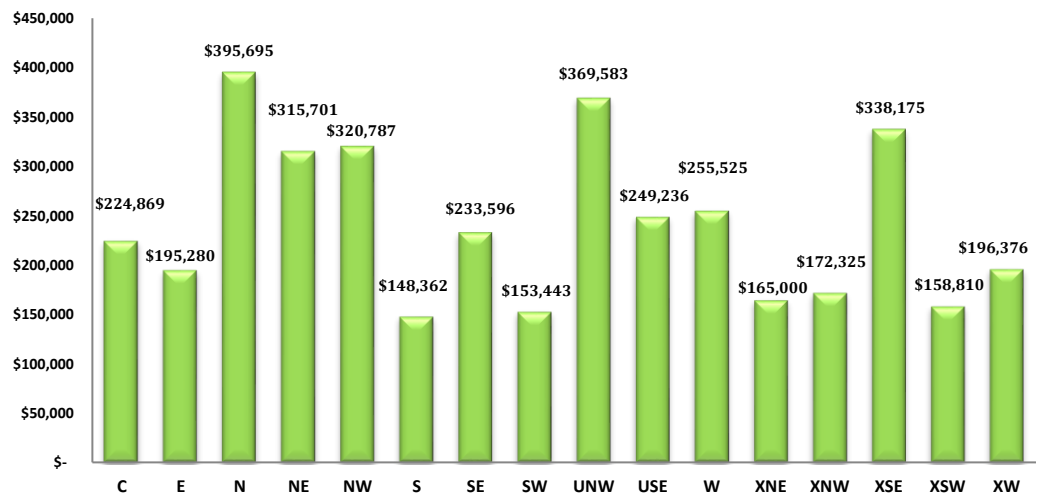
### Average Sales Price – April 2018



### Average Sales Price by Type – April 2018

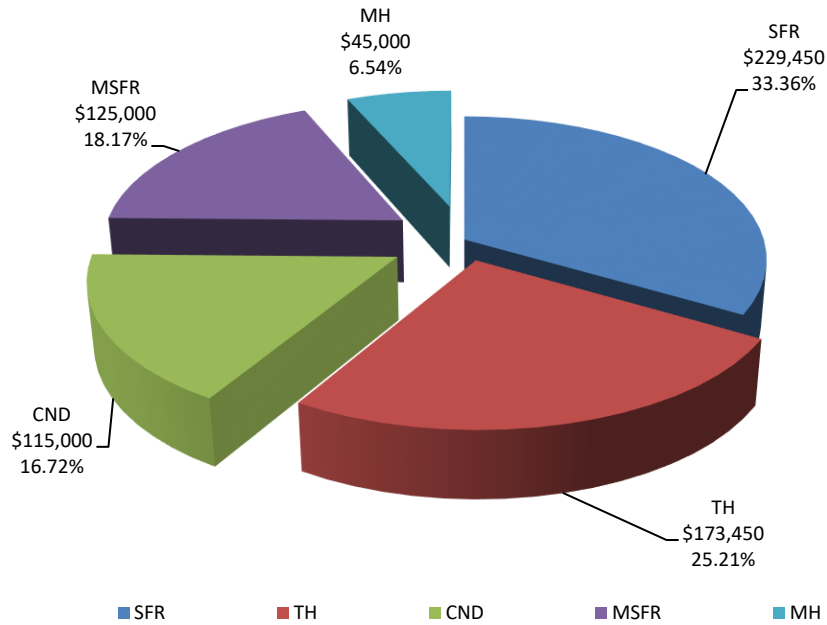


### Average "Listing" Price per Area – April 2018



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### Median Sale Price - by Type

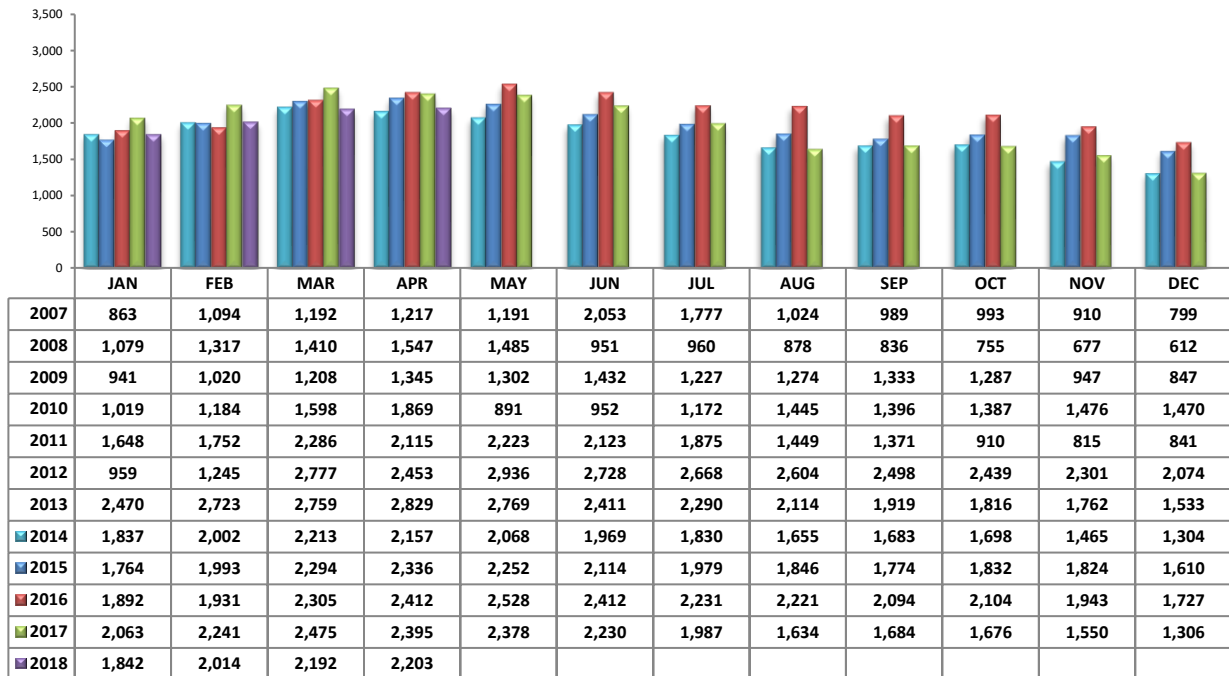


### Median Sale Price - April 2018

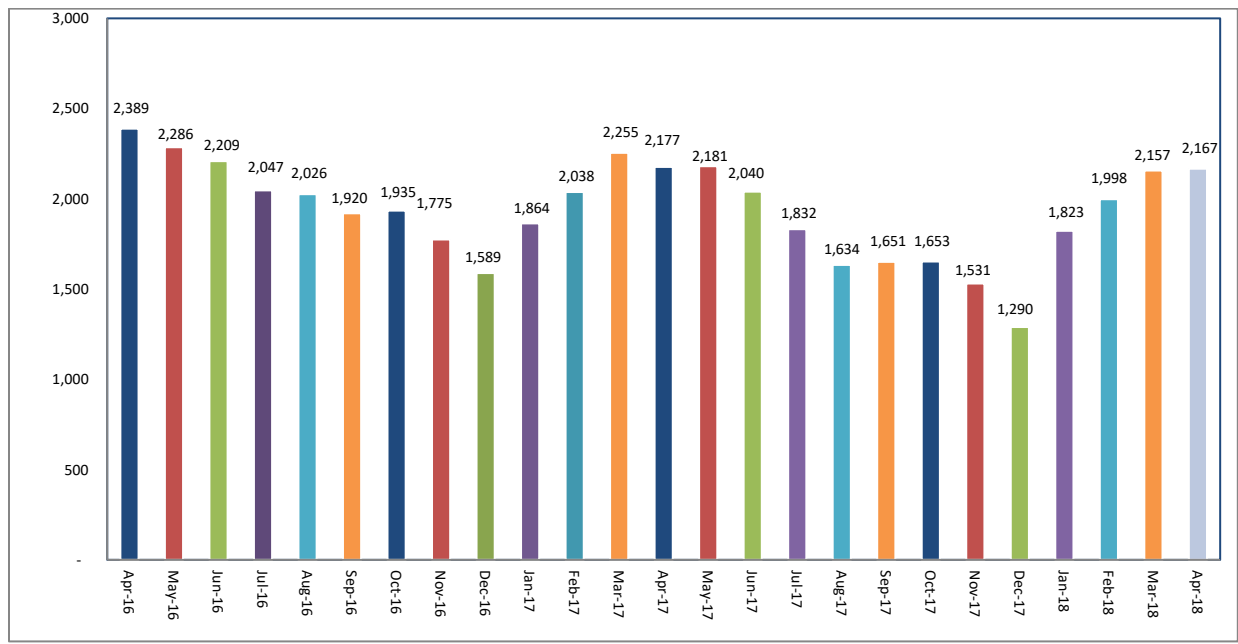


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### Newly Under Contract During The Month



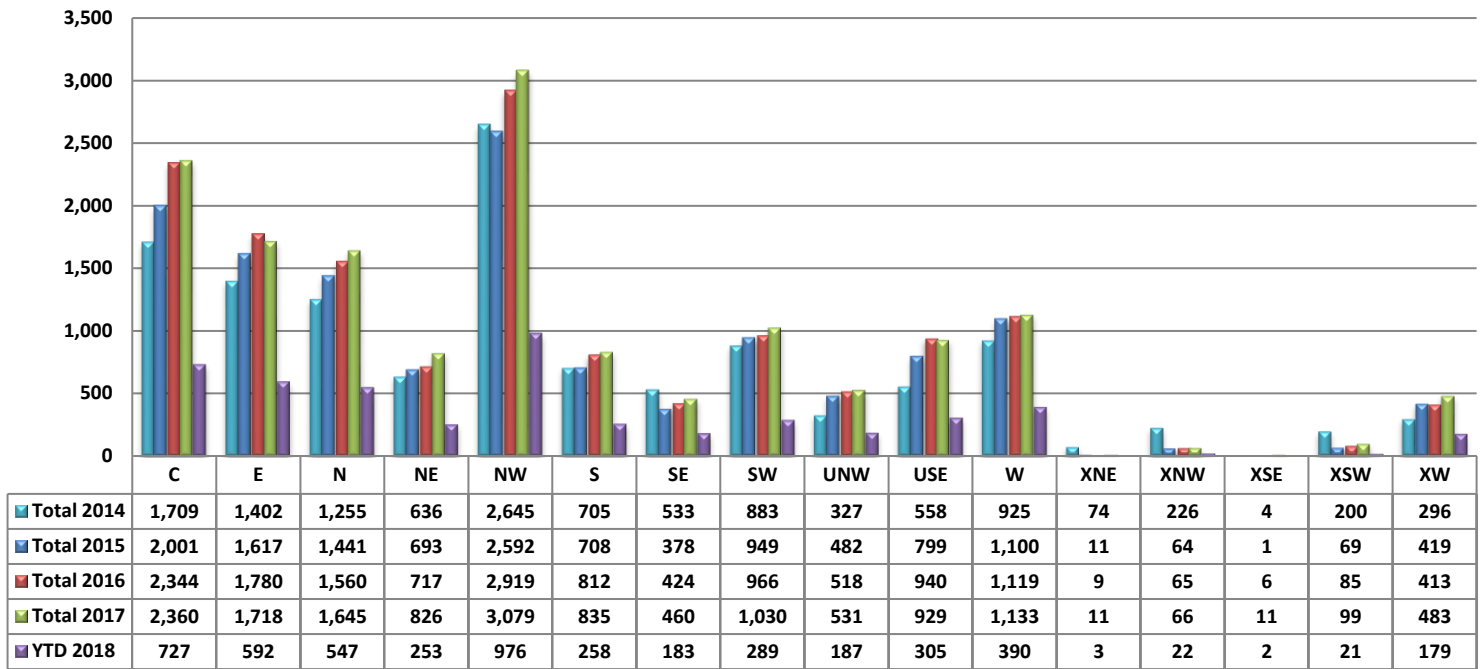
### Total Listings Still Under Contract At The End of The Month



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### Number of Sold Listings by Area – Annual Comparison



### Average \$ Sold per Area by # of Bedrooms

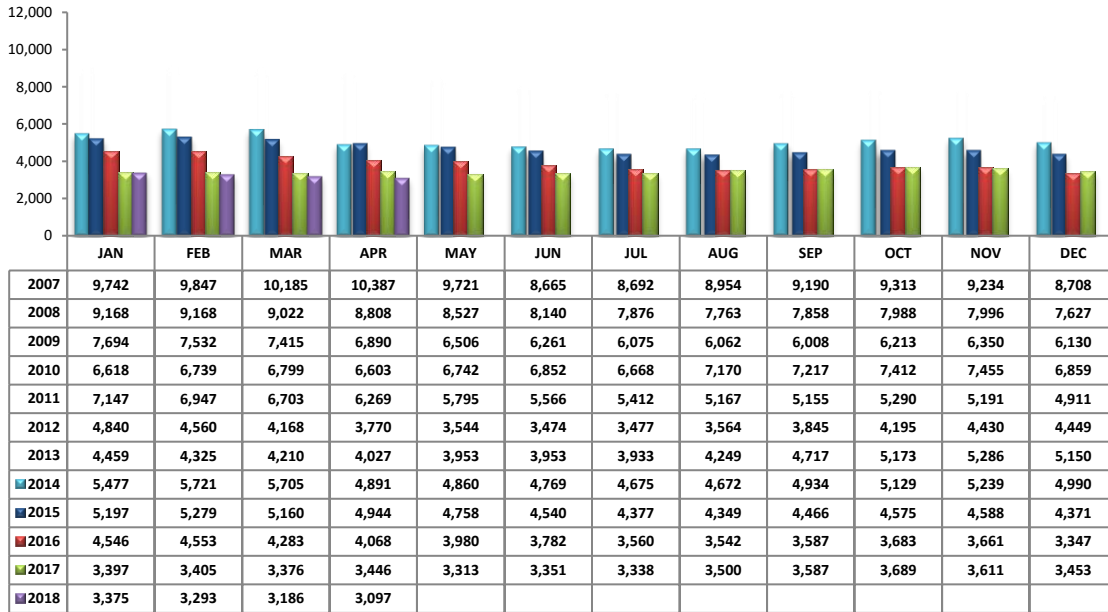
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$170,390	\$204,890	\$300,549	\$377,909	\$219,484
E	\$107,980	\$184,537	\$219,107	\$405,250	\$193,039
N	\$215,915	\$355,133	\$581,849	\$692,914	\$381,808
NE	\$138,533	\$317,639	\$388,453	\$448,666	\$309,229
NW	\$267,817	\$299,646	\$366,406	\$412,923	\$314,696
S	\$113,096	\$147,297	\$161,527	\$179,750	\$145,752
SE	\$190,000	\$199,423	\$240,262	\$326,875	\$230,086
SW	\$90,908	\$159,866	\$184,495	\$189,500	\$151,221
UNW	\$368,730	\$331,423	\$411,250	\$369,900	\$359,085
USE	\$234,866	\$223,242	\$271,737	\$341,944	\$246,583
W	\$144,608	\$240,374	\$273,890	\$475,062	\$248,917
XNE	\$0	\$155,000	\$0	\$0	\$155,000
XNW	\$170,000	\$152,250	\$199,000	\$0	\$168,375
XSE	\$0	\$337,328	\$0	\$0	\$337,328
XSW	\$56,750	\$174,700	\$285,000	\$0	\$149,580
XW	\$104,000	\$189,112	\$201,180	\$315,000	\$193,070

### Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	63	113	37	11	224
E	15	100	49	4	168
N	59	58	38	12	167
NE	18	33	30	3	84
NW	63	136	72	13	284
S	13	47	18	2	80
SE	4	25	15	8	52
SW	20	41	21	4	86
UNW	26	17	4	1	48
USE	9	42	28	4	83
W	18	68	26	8	120
XNE	0	1	0	0	1
XNW	1	2	1	0	4
XSE	0	1	0	0	1
XSW	2	2	1	0	5
XW	2	33	8	2	45

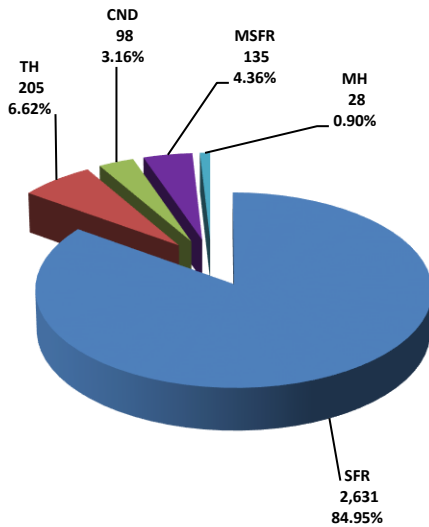
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### Active Listings

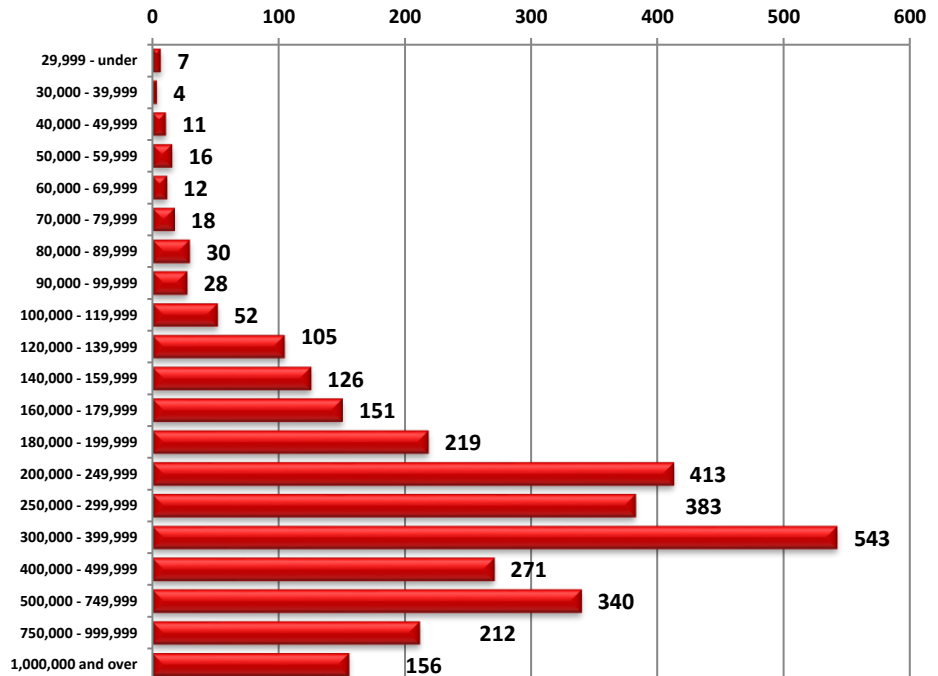


Area	# of Listings
C	365
E	276
N	422
NE	196
NW	697
S	102
SE	85
SW	154
UNW	167
USE	179
W	215
XNE	18
XNW	13
XSE	9
XSW	51
XW	148

### Active Listings Unit Breakdown

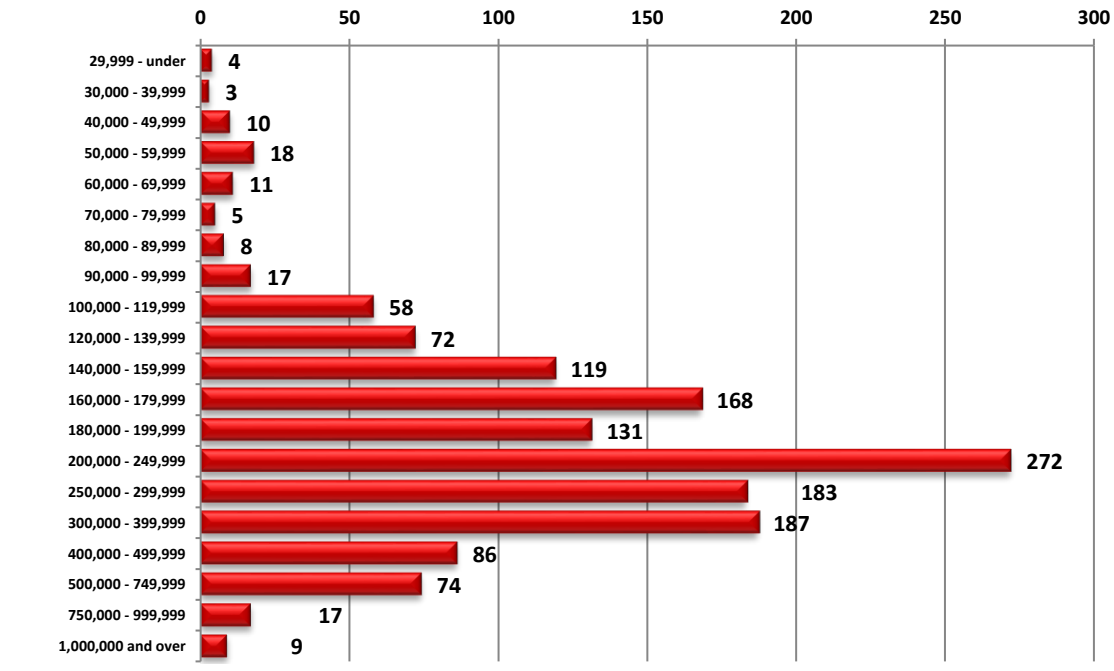


### Active Listings Price Breakdown



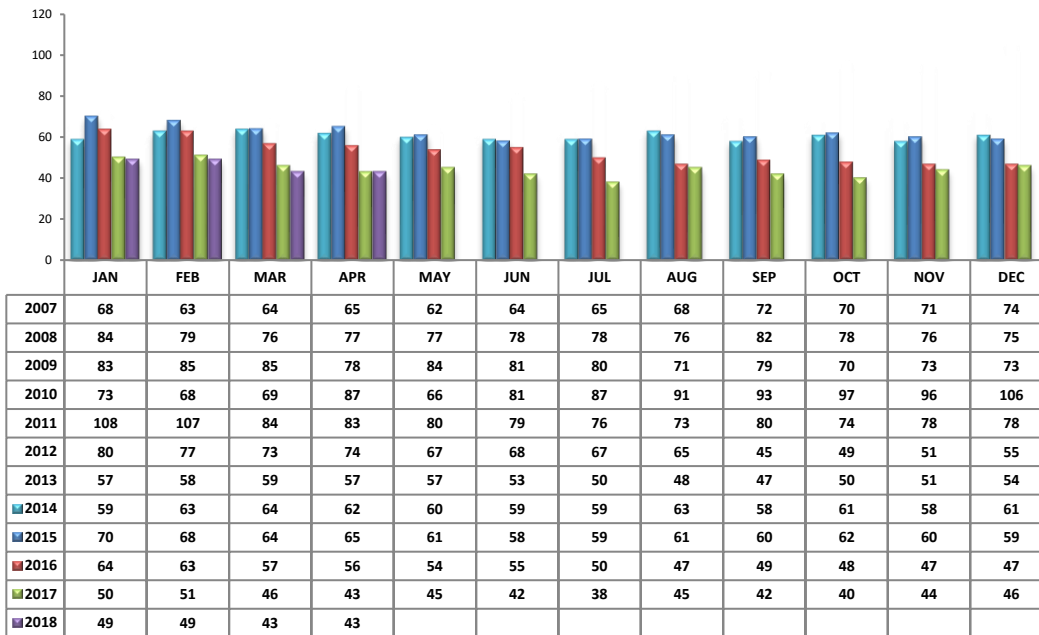
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### **Sold Price Breakdown**



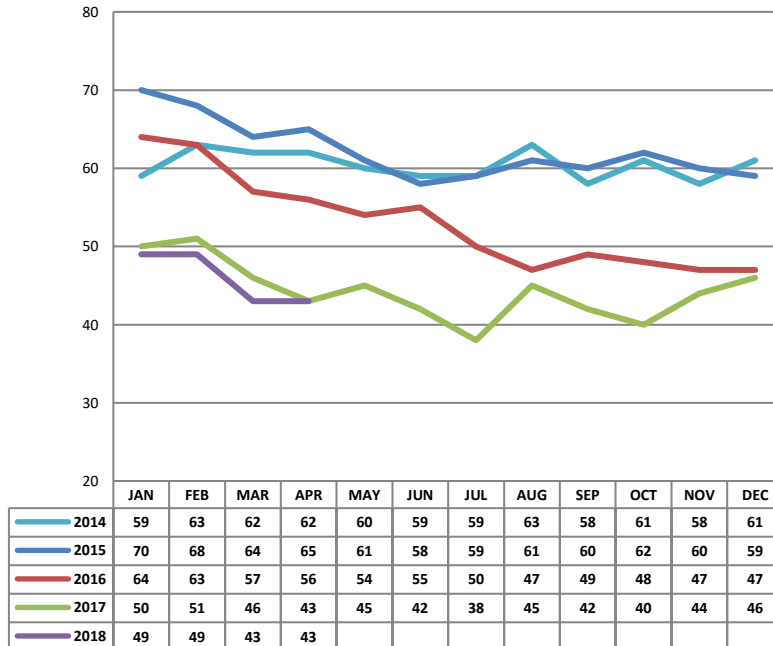
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### Average Days on Market/Listing - April 2018

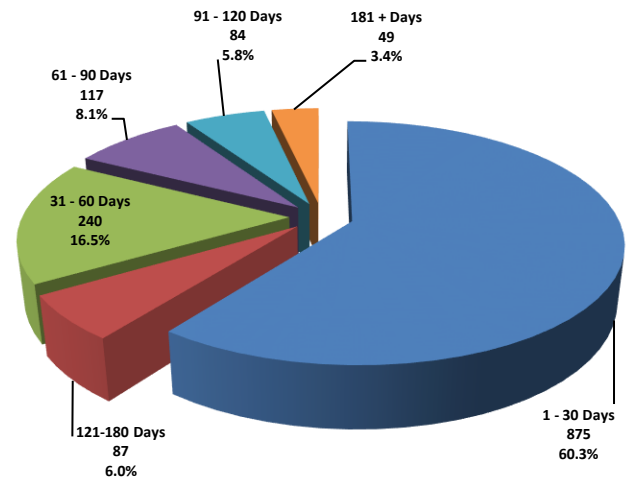


Area	# of Listings
C	37
E	34
N	46
NE	45
NW	49
S	28
SE	44
SW	44
UNW	89
USE	32
W	31
XNE	775
XNW	21
XSE	0
XSW	109
XW	48

### Annual Comparison - Average Days on Market

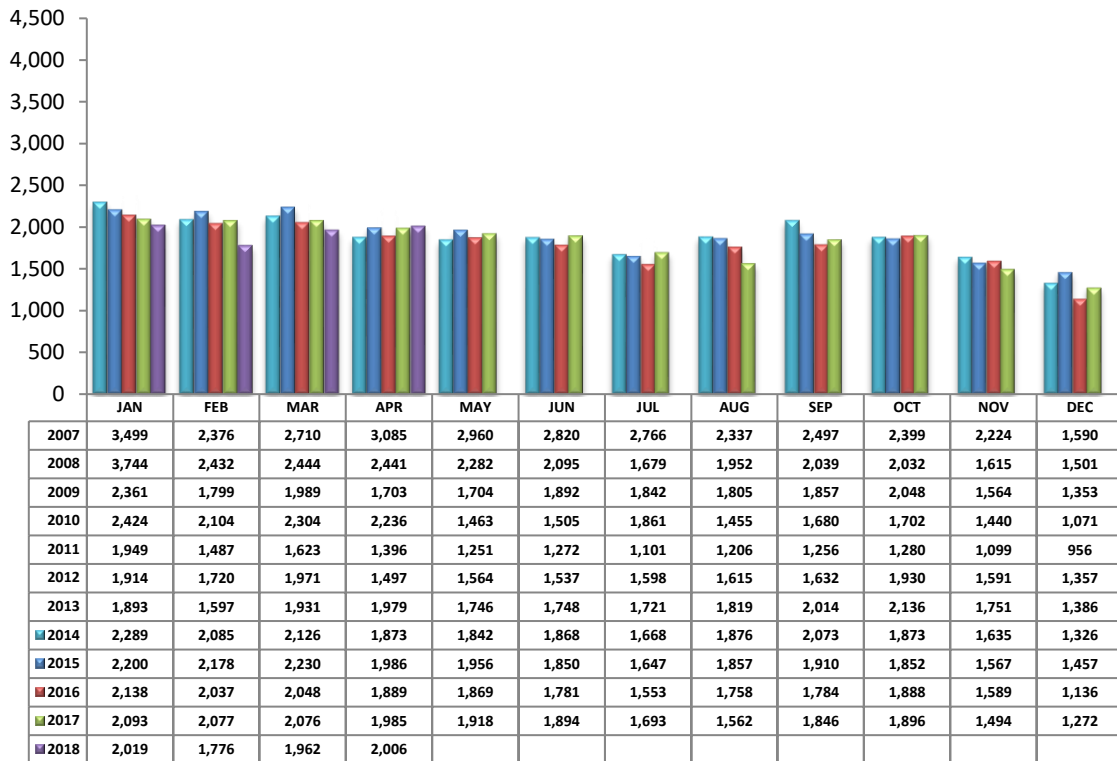


### Average Days on Market/Listing Breakdown



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### New Listings - April 2018



Area	# of Listings
C	296
E	236
N	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.

### **Misc. MLS Information**

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

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### 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.

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