

**For Immediate
Release:**

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Multiple Listing Service of Southern Arizona

Monthly Statistics August 2017

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 August Residential Sales Statistics:

- Total Sales Volume of \$321,376,738 is an increase of 8.17% from July's number of \$297,091,774, and an increase of 9.59% over August 2016.
- The Average Sales Price of \$238,764 is a 3.51% increase from \$230,661 last month.
- Average List Price of \$244,623 is up 5.76% from July.
- Total Unit Sales of 1,346 is up from July's 1,288 resulting in a 4.5% increase.
- The Median Sales Price decreased to \$192,000 from \$195,000 in July and is up 3.78% from August 2016.
- Total Active Listings of 3,500 is an increase from 3,338 last month.
- Average Days on Market increased from 38 to 45 this month.
- Conventional loan sales of 43.98% exceeded Cash Sales of 23.03%.

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.

August 2017 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
August	\$321,376,738	\$293,263,202	9.59%
July	\$297,091,774	\$286,111,971	3.84%
Month % Change	8.17%	2.50%	

Average Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
August	\$238,764	\$224,723	6.25%
July	\$230,661	\$223,176	3.35%
Month % Change	3.51%	0.69%	

Average List Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
August	\$244,623	\$226,428	8.04%
July	\$231,299	\$224,771	2.90%
Month % Change	5.76%	0.74%	

Total Under Contract

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
August	1,634	2,026	-19.35%
July	1,832	2,047	-10.50%
Month % Change	-10.81%	-1.03%	

Total Unit Sales

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
August	1,346	1,305	3.14%
July	1,288	1,282	0.47%
Month % Change	4.50%	1.79%	

Median Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
August	\$192,000	\$185,000	3.78%
July	\$195,000	\$181,500	7.44%
Month % Change	-1.54%	1.93%	

New Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
August	1,562	1,758	-11.15%
July	1,693	1,553	9.01%
Month % Change	-7.74%	13.20%	

Active Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
August	3,500	3,542	-1.19%
July	3,338	3,560	-6.24%
Month % Change	4.85%	-0.51%	

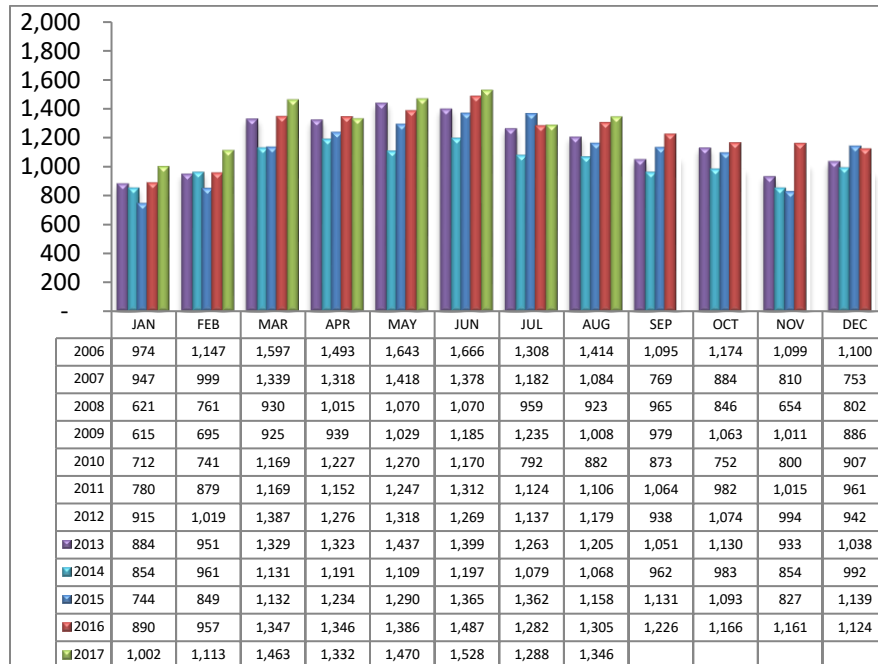
August 2017 - Active and Sold by Zip Code

<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>
85123	0	1	0.00%	85645	0	0	0.00%	85713	94	36	38.30%	85740	0	0	0.00%
85145	13	7	53.85%	85648	0	0	0.00%	85714	22	4	18.18%	85741	63	57	90.48%
85245	0	0	0.00%	85653	116	38	32.76%	85715	79	43	54.43%	85742	135	48	35.56%
85601	0	0	0.00%	85654	0	0	0.00%	85716	127	41	32.28%	85743	133	63	47.37%
85602	0	0	0.00%	85658	157	44	28.03%	85717	0	0	0.00%	85745	118	56	47.46%
85611	0	0	0.00%	85701	17	3	17.65%	85718	215	52	24.19%	85746	67	39	58.21%
85614	1	0	0.00%	85704	98	47	47.96%	85719	101	33	32.67%	85747	103	51	49.51%
85616	0	0	0.00%	85705	66	36	54.55%	85730	72	50	69.44%	85748	68	33	48.53%
85619	27	1	3.70%	85706	60	40	66.67%	85734	0	0	0.00%	85749	119	33	27.73%
85623	17	5	29.41%	85709	0	0	0.00%	85735	47	10	21.28%	85750	187	59	31.55%
85629	9	1	11.11%	85710	140	73	52.14%	85736	27	5	18.52%	85755	193	50	25.91%
85637	2	1	50.00%	85711	89	44	49.44%	85737	128	46	35.94%	85756	68	37	54.41%
85641	183	55	30.05%	85712	103	39	37.86%	85739	170	37	21.76%	85757	66	28	42.42%

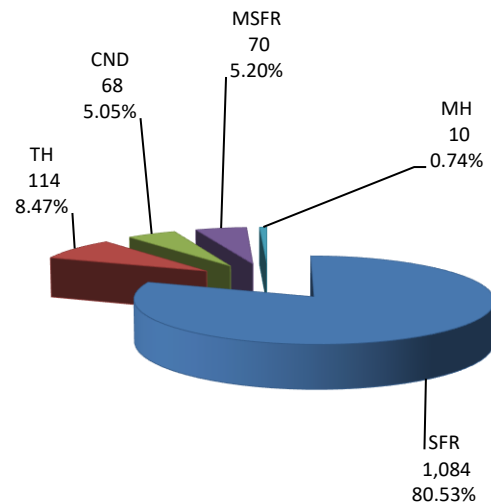
Residential Listing Statistics							Active Listings		Days on Market		
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold		
Under \$29,999	7	3	0	1	11	7	C	499	1 -30 Days	775	
\$30,000 to \$39,999	14	5	0	1	20	6	E	278	31-60 Days	236	
\$40,000 to \$49,999	33	2	1	2	38	8	N	464	61 - 90 Days	125	
\$50,000 to \$59,999	17	11	3	3	34	11	NE	220	91-120 Days	87	
\$60,000 to \$69,999	24	18	3	1	46	16	NW	711	121 - 180 Days	74	
\$70,000 to \$79,999	27	20	4	2	53	13	S	136	Over 180 Days	49	
\$80,000 to \$89,999	25	22	2	8	57	15	SE	111	Avg. Days on Market 45		
\$90,000 to \$99,999	38	23	2	2	65	22	SW	211			
\$100,000 to \$119,999	73	48	7	7	135	67	UNW	189	Avg. Sold Price \$238,764		
\$120,000 to \$139,999	155	96	7	13	271	119	USE	205			
\$140,000 to \$159,999	189	139	10	23	361	154	W	235	Median Sale Price \$192,000		
\$160,000 to \$179,999	268	160	5	26	459	146	XNE	28			
\$180,000 to \$199,999	212	135	5	24	376	136	XNW	15	New Listings 1,562		
\$200,000 to \$249,999	566	225	11	37	839	191	XSE	9			
\$250,000 to \$299,999	425	112	4	31	572	136	XSW	34			
\$300,000 to \$399,999	516	140	6	38	700	154	XW	149			
\$400,000 to \$499,999	287	72	2	13	374	68	Sold Units per Area		Sales Volume by Area		
\$500,000 to \$749,999	294	53	0	9	356	55	C	201	\$35,470,203		
\$750,000 to \$999,999	179	19	0	6	204	12	E	157	\$29,058,337		
\$1,000,000 and over	151	8	1	2	162	10	N	136	\$51,333,008		
							NE	76	\$26,224,777		
							NW	265	\$76,425,992		
							S	80	\$10,696,055		
							SE	31	\$7,042,210		
							SW	85	\$13,376,971		
							UNW	42	\$12,349,512		
							USE	81	\$19,167,181		
							W	121	\$28,027,632		
Totals	3,500	1,311	73	249	5,133	1,346	XNE	1	\$106,000		
							XNW	8	\$1,132,300		
Aug-17							Aug-16		% Change		
YTD 2017							YTD 2016		% Change		
Home Sales Volume	\$321,376,738	\$293,263,202	9.59%	\$2,480,273,925	\$2,230,434,581	11.20%	XSE	1	\$500,000		
Home Sales Units	1,346	1,305	3.14%	10,542	10,000	5.42%	XSW	7	\$899,320		
Average Sales Price (All Residential)	\$238,764	\$224,723	6.25%	\$234,713	\$223,950	4.81%	XW	54	\$9,567,240		
Median Sales Price	\$192,000	\$185,000	3.78%	\$193,500	\$183,250	5.59%	Total Volume		\$321,376,738		
Average Days on Market:	45	47	-4.26%	42	49	-14.29%					
Average List Price for Sold:	\$244,623	\$226,428	8.04%	\$237,962	\$229,785	3.56%					
SP/LP %	97.60%	99.25%		98.63%	97.46%						
Total Under Contract	1,634	2,026	-19.35%								
Active Listings	3,500	3,542	-1.19%								
New Listings	1,562	1,758	-11.15%								
										Types of Financing	
										Totals	
										FHA	259
										VA	160
										Other	16
										Cash	310
										Conventional	592
										Cash/Loan	1
										Carryback	8

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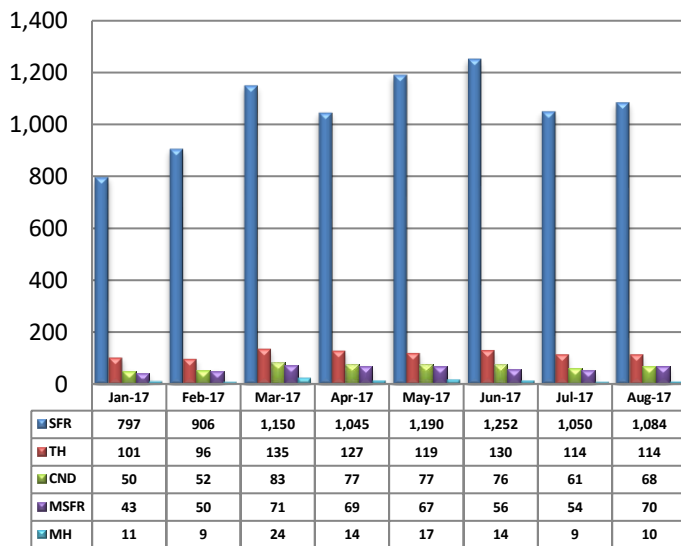
Total Unit Sales – August 2017



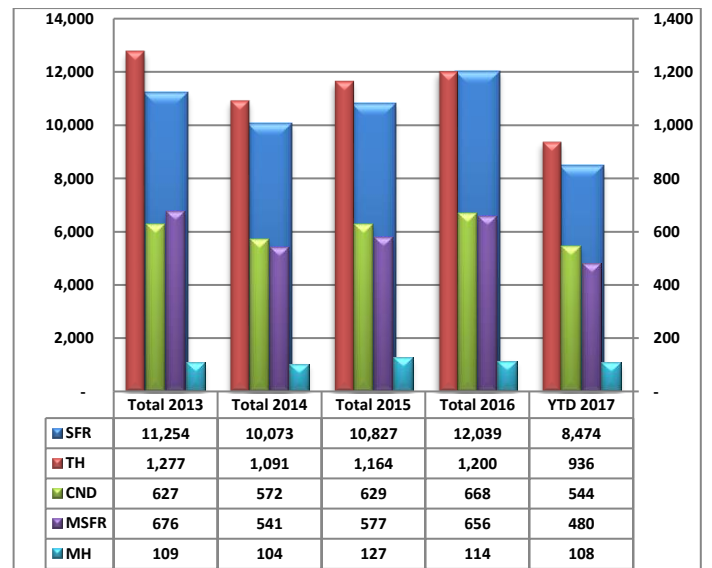
Unit Sales – Breakdown by Type



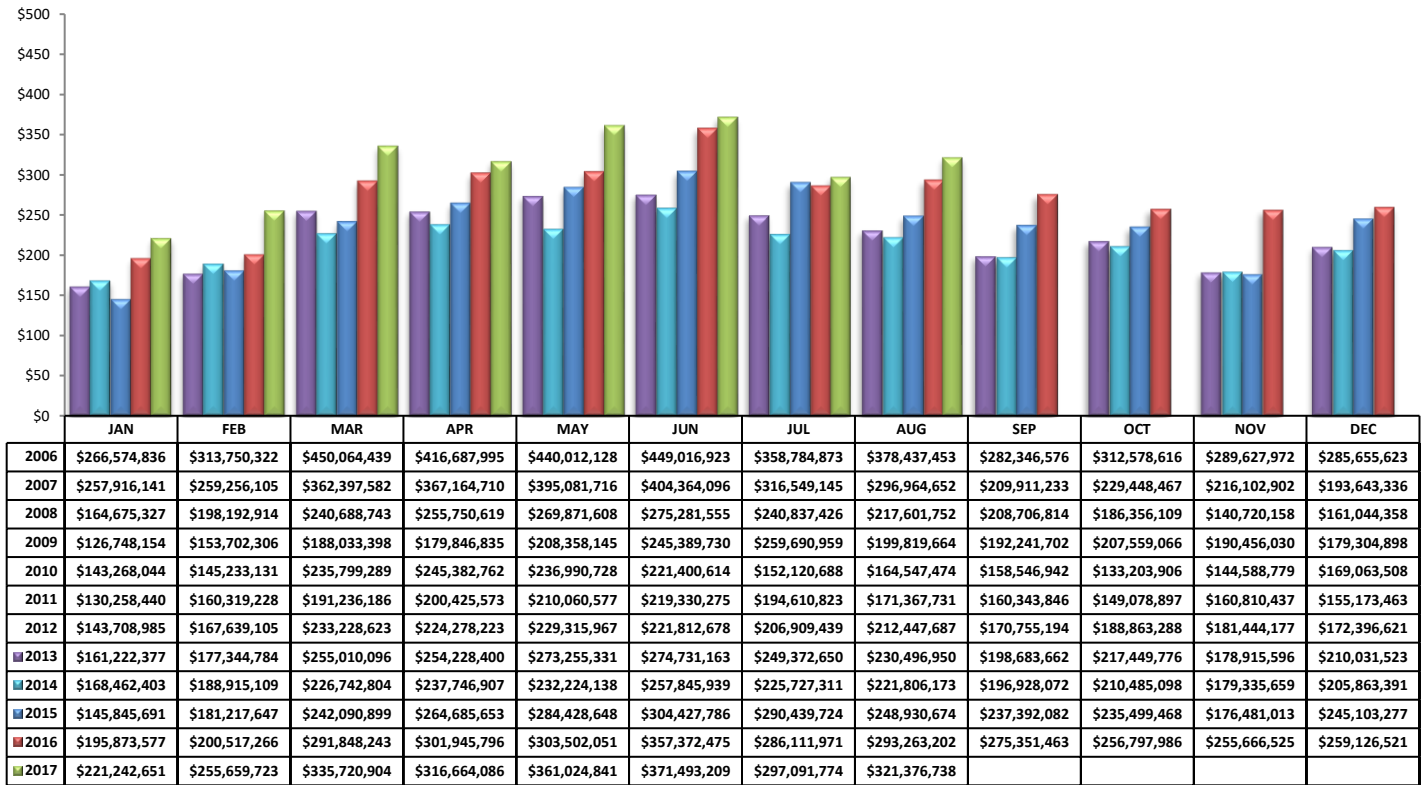
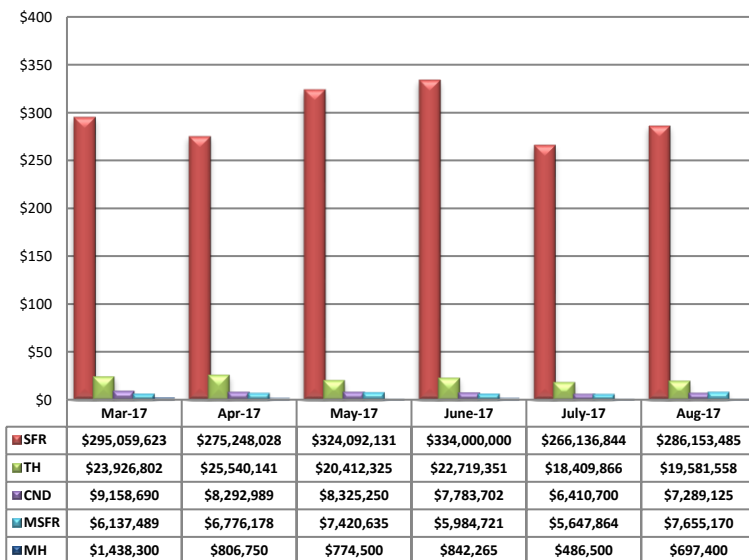
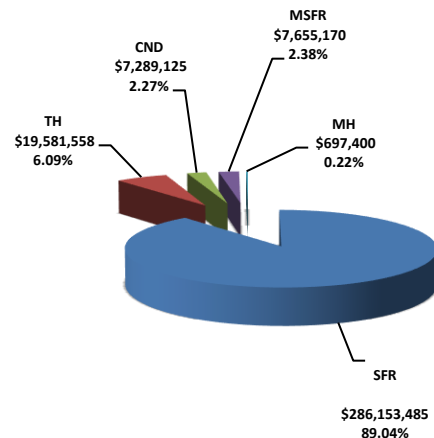
Total Unit Sales By Type - Monthly Comparison



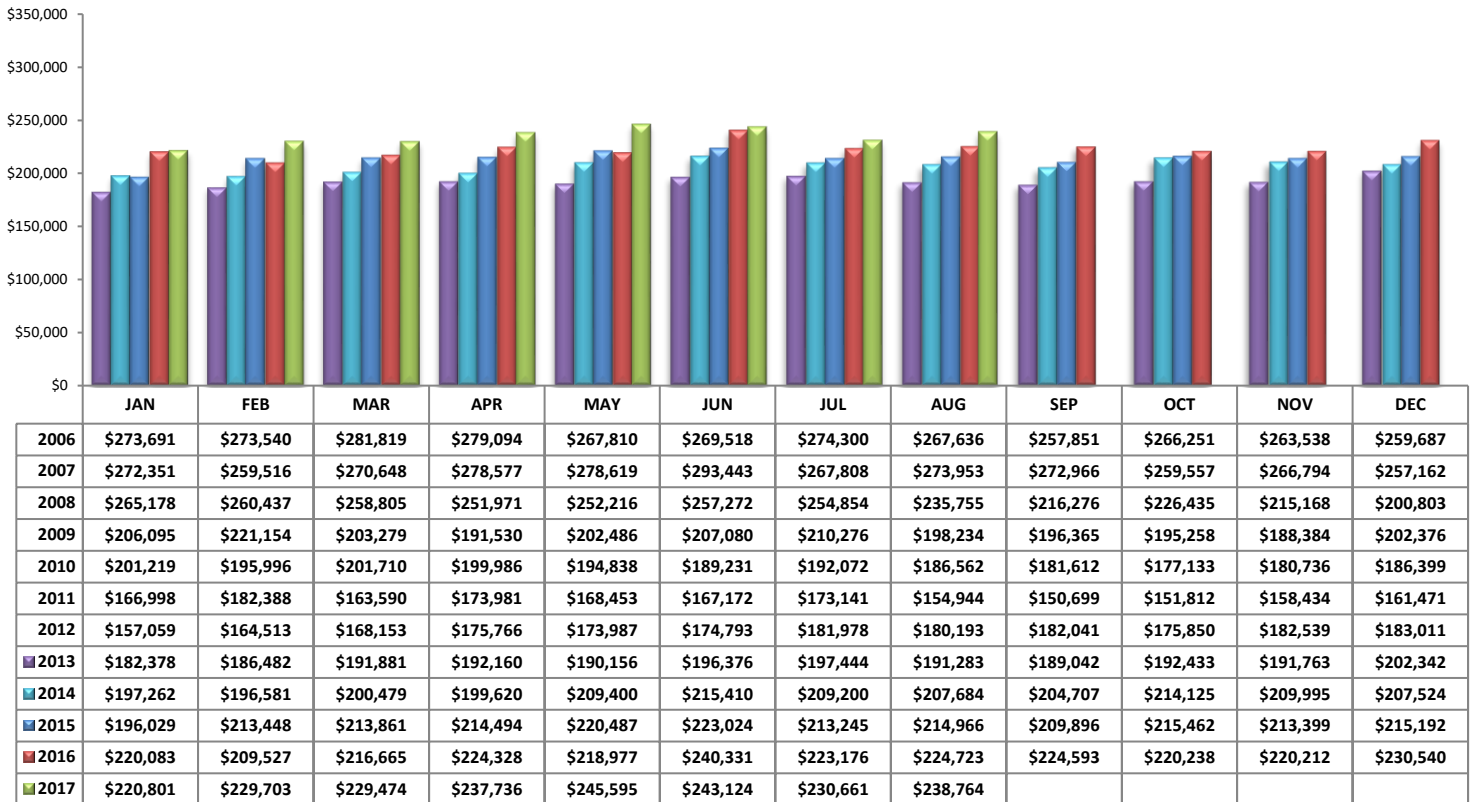
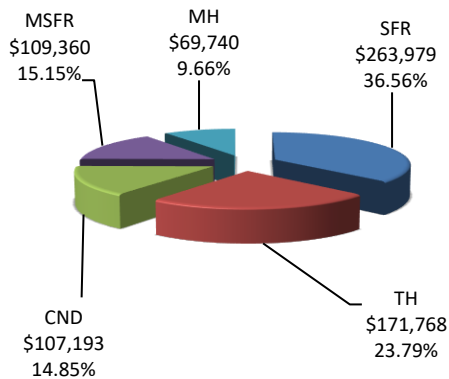
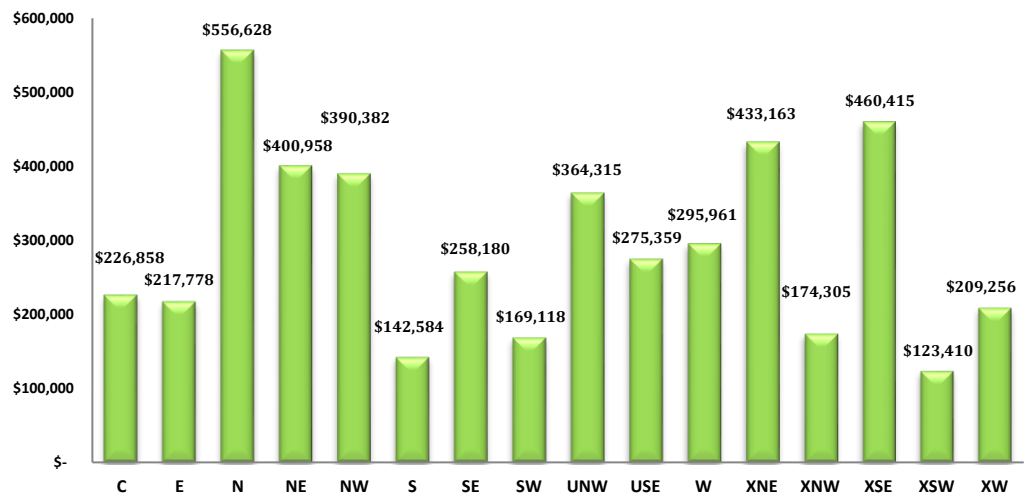
YTD Annual Comparison – Breakdown by Type



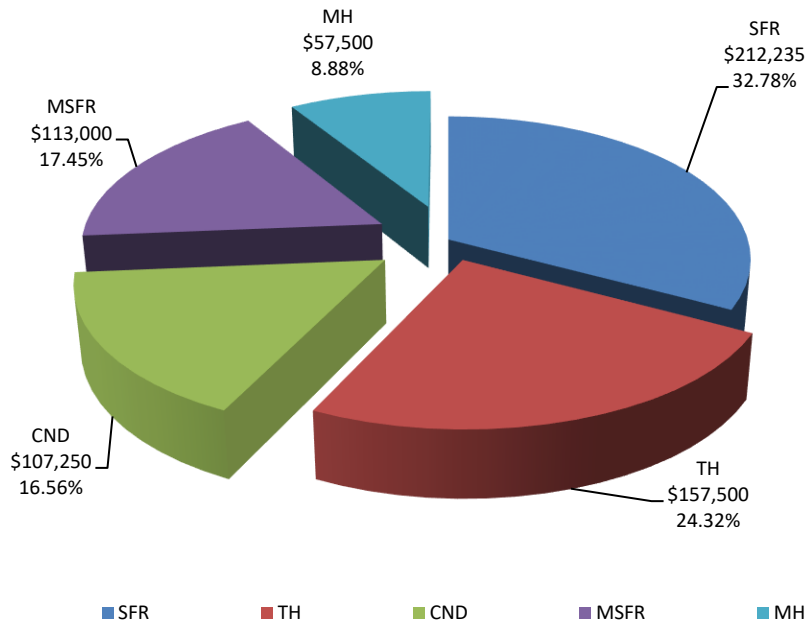
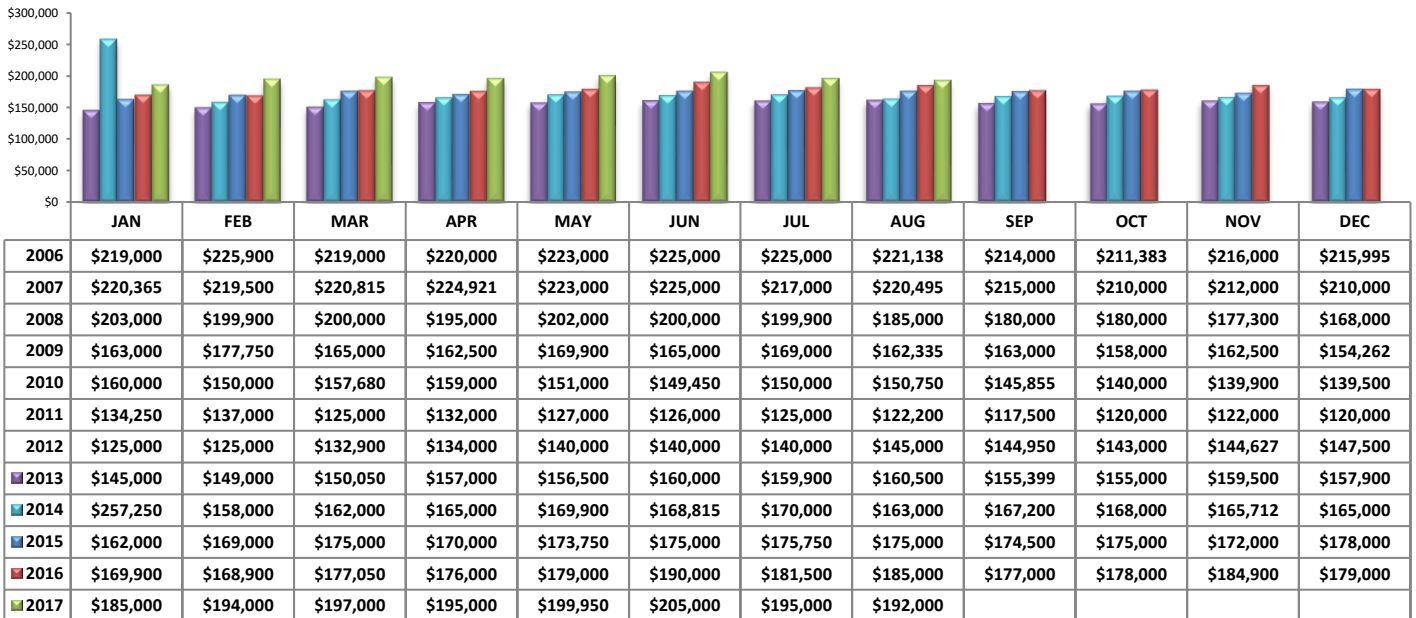
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Total Sales Volume - August 2017**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

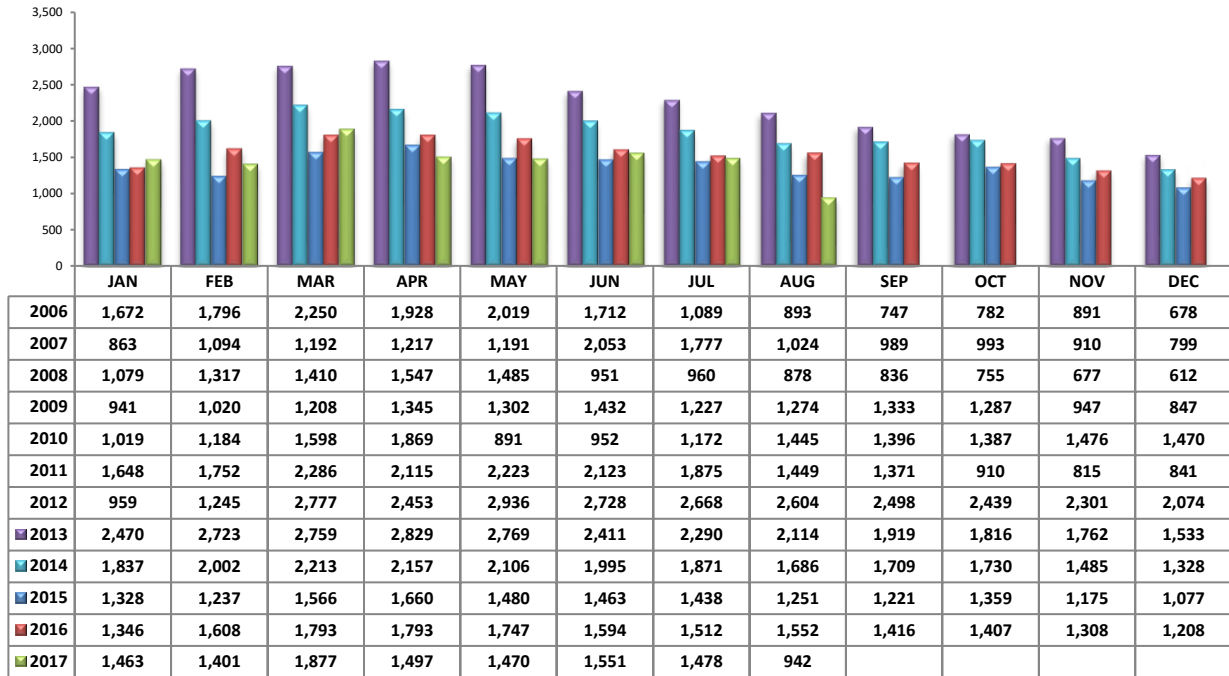
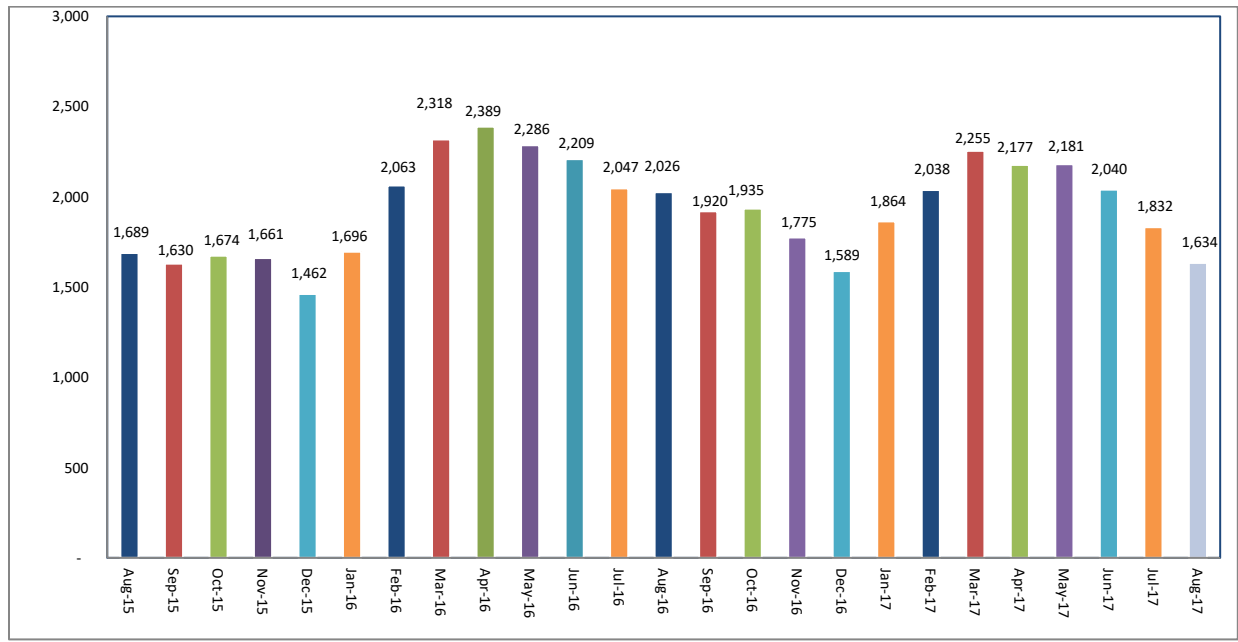
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Average Sales Price – August 2017**Average Sales Price by Type – August 2017****Average "Listing" Price per Area – August 2017**

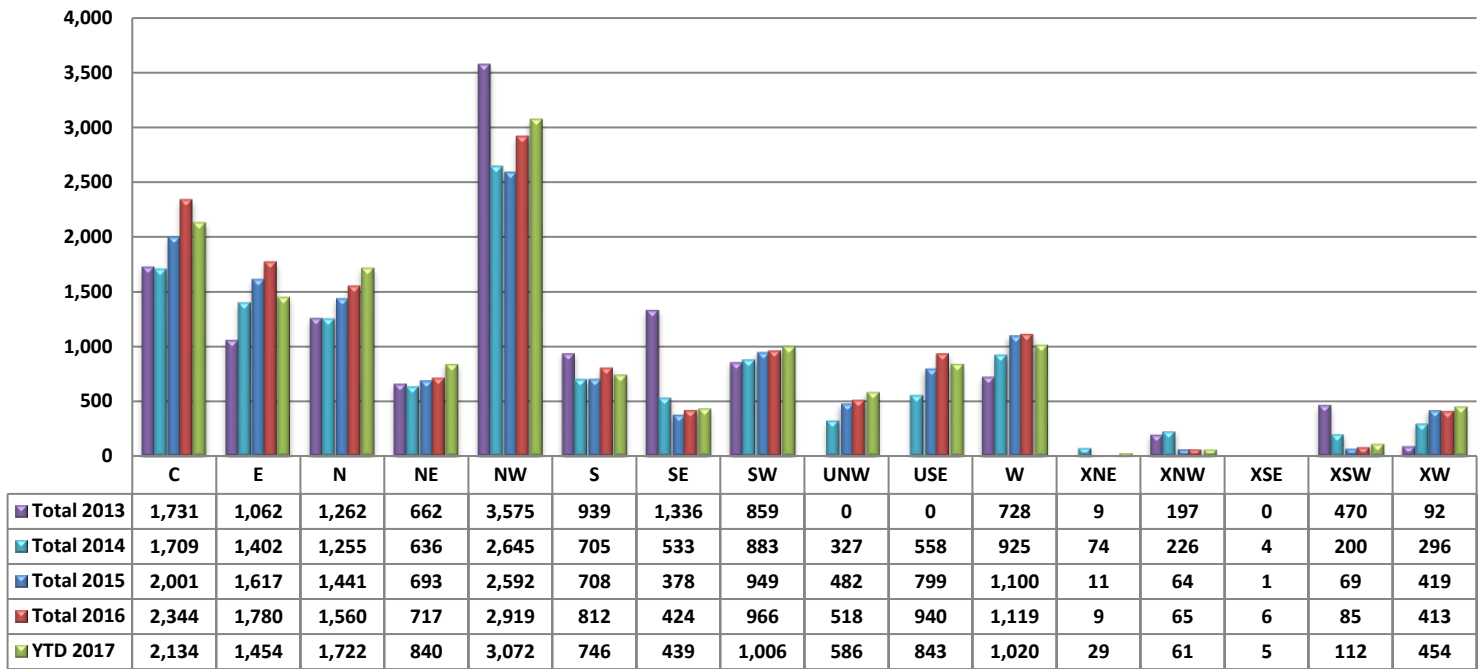
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Median Sale Price – by Type**Median Sale Price – August 2017**

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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**

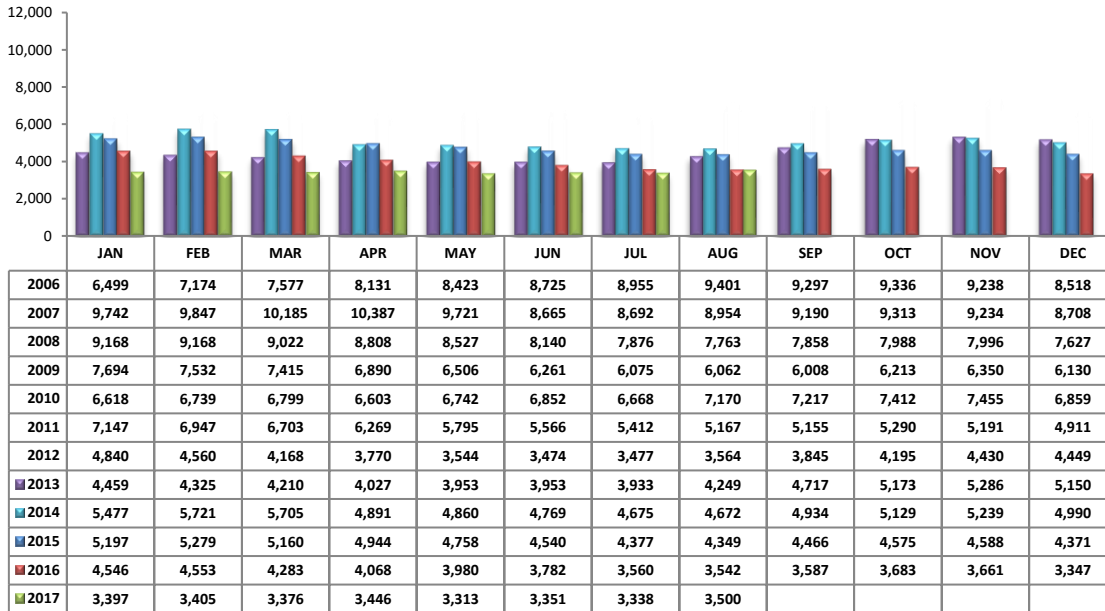
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$140,177	\$174,057	\$246,068	\$253,514	\$176,469
E	\$112,837	\$174,302	\$234,219	\$277,391	\$185,085
N	\$194,910	\$344,278	\$532,797	\$524,208	\$377,449
NE	\$141,090	\$317,858	\$377,676	\$604,422	\$345,063
NW	207,371	\$254,438	\$361,403	\$398,606	\$288,400
S	100,238	\$126,150	\$157,950	\$184,600	\$133,701
SE	\$0	\$200,150	\$238,147	\$333,950	\$227,168
SW	\$108,400	\$155,170	\$180,424	\$203,967	\$157,376
UNW	\$288,805	\$303,156	\$300,124	\$0	\$294,036
USE	\$244,246	\$221,565	\$249,348	\$279,334	\$236,632
W	\$132,409	\$216,249	\$284,932	\$490,400	\$231,633
XNE	\$106,000	\$0	\$0	\$0	\$106,000
XNW	\$115,000	\$147,080	\$140,950	\$0	\$141,538
XSE	\$0	\$500,000	\$0	\$0	\$500,000
XSW	\$0	\$117,830	\$152,500	\$123,000	\$128,474
XW	\$107,000	\$162,955	\$207,333	\$266,900	\$177,171

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	68	95	31	7	201
E	26	84	36	11	157
N	36	47	41	12	136
NE	10	36	21	9	76
NW	48	118	81	18	265
S	8	49	20	3	80
SE	0	14	15	2	31
SW	11	49	22	3	85
UNW	25	9	8	0	42
USE	8	41	27	5	81
W	22	60	34	5	121
XNE	1	0	0	0	1
XNW	1	5	2	0	8
XSE	0	1	0	0	1
XSW	0	4	2	1	7
XW	4	29	20	1	54

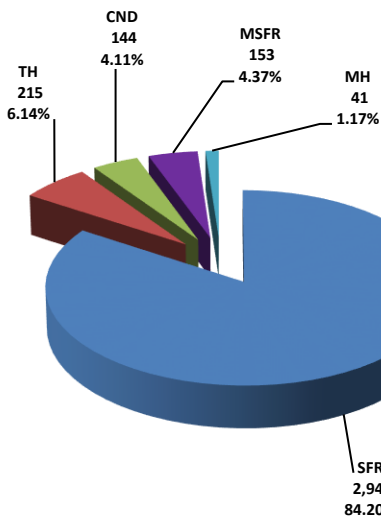
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Active Listings

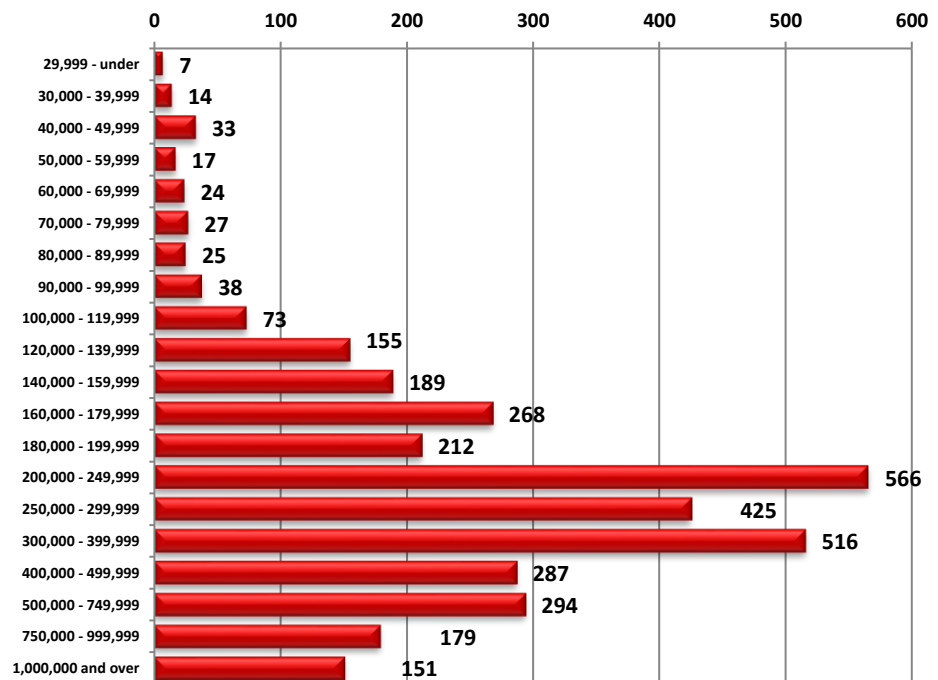


Area	# of Listings
C	499
E	278
N	464
NE	220
NW	711
S	136
SE	111
SW	211
UNW	189
USE	205
W	235
XNE	28
XNW	15
XSE	9
XSW	34
XW	149

Active Listings Unit Breakdown

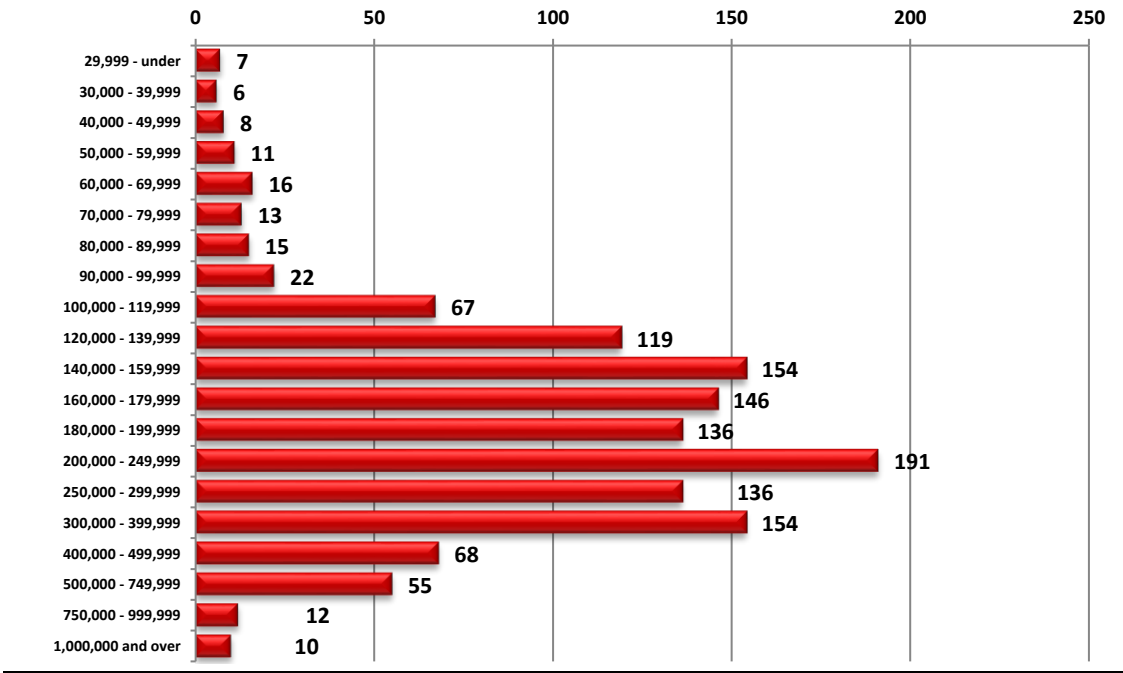


Active Listings Price Breakdown

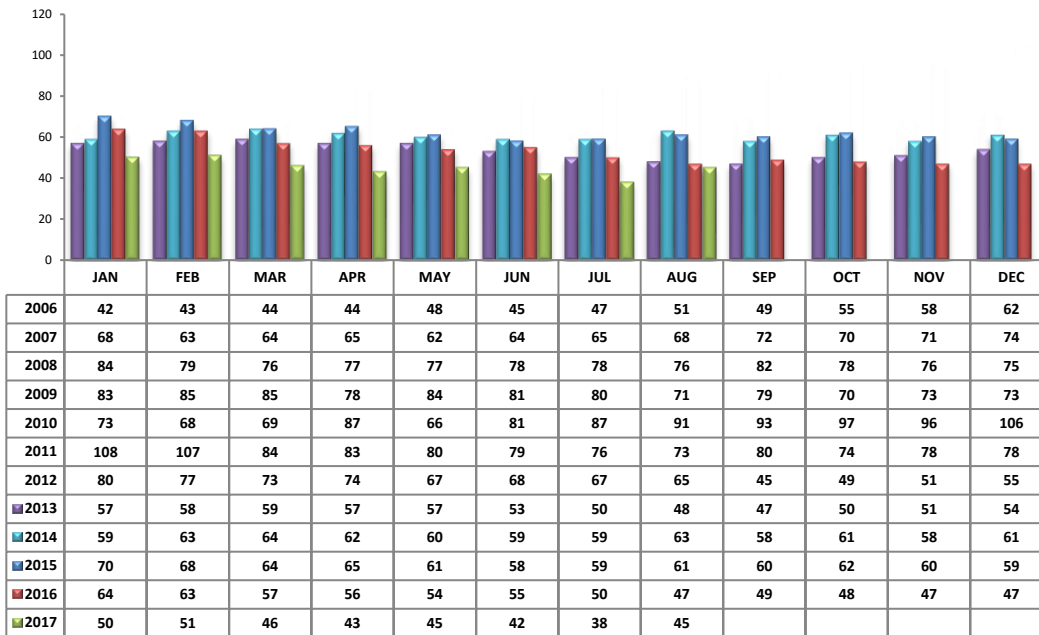


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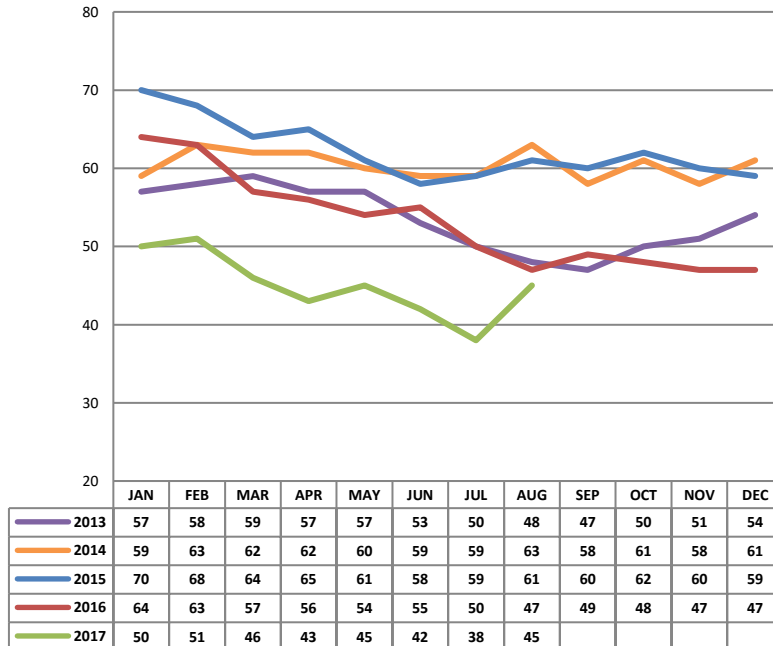
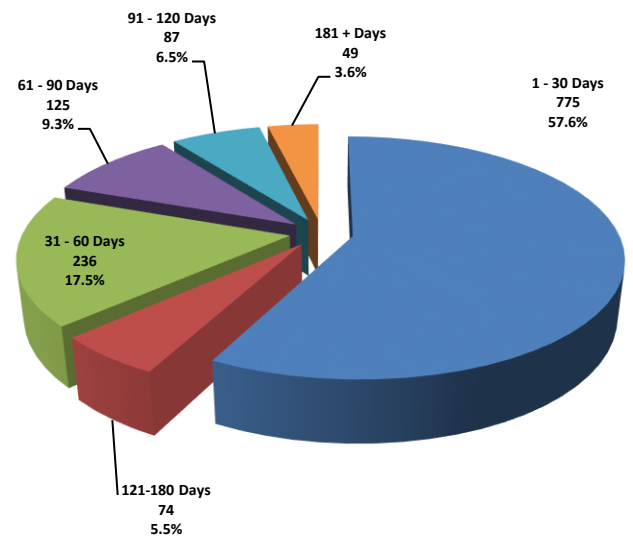
Sold Price Breakdown



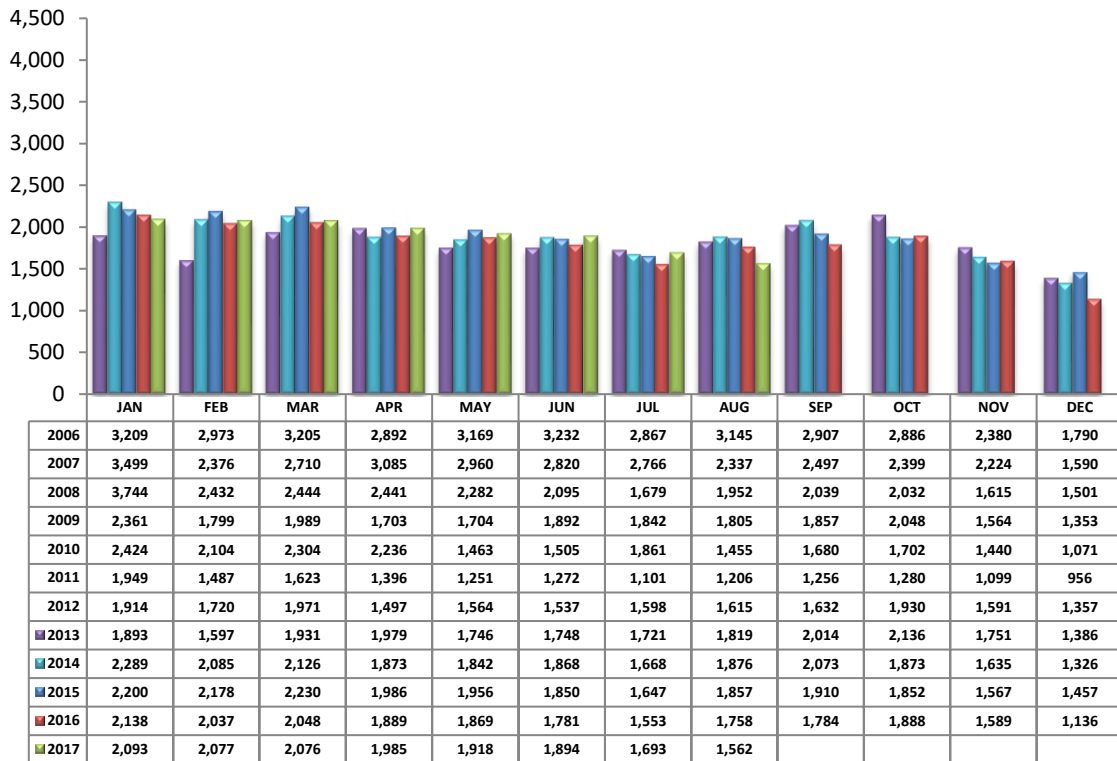
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Average Days on Market/Listing – August 2017

Area	# of Listings
C	34
E	32
N	60
NE	56
NW	52
S	26
SE	35
SW	56
UNW	63
USE	45
W	36
XNE	9
XNW	47
XSE	436
XSW	51
XW	51

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

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New Listings – August 2017

Area	# of Listings
C	256
E	150
N	172
NE	81
NW	300
S	92
SE	59
SW	106
UNW	50
USE	103
W	108
XNE	0
XNW	7
XSE	6
XSW	12
XW	60

*Includes properties that were re-listed

**Beginning August 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.
Nov 2016	117	259	41
Dec 2016	218	262	57
Jan 2017	171	305	38
Feb 2017	91	212	33
Mar 2017	107	293	47
Apr 2017	108	256	41
May 2017	126	263	62
June 2017	119	276	65
July 2017	114	286	58
Aug 2017	106	276	40

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Notes on 2017 Area Boundary Updates

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 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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