

**For Immediate
Release:**
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Multiple Listing Service of Southern Arizona

Monthly Statistics February 2017

Below are some highlights from the February Residential Sales Statistics:

- Total Sales Volume of \$274,764,443 is up 15.77% from January's number of \$237,338,796 and up 26.35% from February 2016.
- The Average Sales Price of \$225,032 is an increase of 3.63% from last month.
- Average List Price of \$230,859 is an increase of 3.92% from last month's number of \$222,156.
- Total Under Contract increased this month by 8.63%.
- Total Unit Sales of 1,221 is up from January's number of 1,093 resulting in an 11.71% increase from month to month, and an increase of 15.73% since February 2016.
- The Median Sales Price rose 2.72% this month going from \$184,000 in January to \$189,000.
- New Listings decreased 0.66%.
- Total Active Listings of 3,765 decreased from 3,777 last month and have decreased 25.86% from February last year.
- Average Days on Market for February is 52, up from 50 in January.
- Conventional loan sales of 46.4% exceeded Cash Sales of 27.7%.

Henry Zipf
2017 MLSSAZ President

Pam Ruggeroli
2017 TAR President



Lifestyle Opportunities:
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Financial:
Multiple financing opportunities are available
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February 2017 Recap by Month and Year - % of Change

Total Sales Volume

	2017	2016	Annual % Change
February	\$274,764,443	\$217,465,638	26.35%
January	\$237,338,796	\$208,932,522	13.60%
Month % Change	15.77%	4.08%	

Average Sales Price

	2017	2016	Annual % Change
February	\$225,032	\$206,128	9.17%
January	\$217,144	\$216,510	0.29%
Month % Change	3.63%	-4.80%	

Average List Price

	2017	2016	Annual % Change
February	\$230,859	\$212,063	8.86%
January	\$222,156	\$222,790	-0.28%
Month % Change	3.92%	-4.81%	

Total Under Contract

	2017	2016	Annual % Change
February	2,241	2,282	-1.80%
January	2,063	1,892	9.04%
Month % Change	8.63%	20.61%	

Total Unit Sales

	2017	2016	Annual % Change
February	1,221	1,055	15.73%
January	1,093	965	13.26%
Month % Change	11.71%	9.33%	

Median Sales Price

	2017	2016	Annual % Change
February	\$189,000	\$168,900	11.90%
January	\$184,000	\$169,900	8.30%
Month % Change	2.72%	-0.59%	

New Listings

	2017	2016	Annual % Change
February	2,267	2,208	2.67%
January	2,282	2,373	-3.83%
Month % Change	-0.66%	-6.95%	

Active Listings

	2017	2016	Annual % Change
February	3,765	5,078	-25.86%
January	3,777	5,095	-25.87%
Month % Change	-0.32%	-0.33%	

February 2017 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%
85143	0	0	0.00%	85645	0	0	0.00%	85713	100	27	27.00%	85740	0	0	0.00%
85145	8	7	87.50%	85648	0	0	0.00%	85714	10	6	60.00%	85741	50	35	70.00%
85245	0	0	0.00%	85653	69	20	28.99%	85715	84	28	33.33%	85742	131	44	33.59%
85601	0	0	0.00%	85654	0	0	0.00%	85716	89	36	40.45%	85743	119	36	30.25%
85602	8	0	0.00%	85658	236	41	17.37%	85717	0	0	0.00%	85745	103	41	39.81%
85611	0	0	0.00%	85701	25	3	12.00%	85718	282	54	19.15%	85746	65	39	60.00%
85614	196	49	25.00%	85704	88	41	46.59%	85719	79	31	39.24%	85747	88	39	44.32%
85616	0	0	0.00%	85705	58	17	29.31%	85730	80	42	52.50%	85748	50	36	72.00%
85619	22	0	0.00%	85706	46	21	45.65%	85734	0	0	0.00%	85749	134	32	23.88%
85622	35	12	34.29%	85709	0	0	0.00%	85735	52	16	30.77%	85750	233	45	19.31%
85623	17	0	0.00%	85710	97	68	70.10%	85736	32	3	9.38%	85755	228	44	19.30%
85629	123	48	39.02%	85711	61	42	68.85%	85737	156	53	33.97%	85756	56	27	48.21%
85641	151	41	27.15%	85712	76	43	56.58%	85739	160	33	20.63%	85757	66	21	31.82%

NOTE:

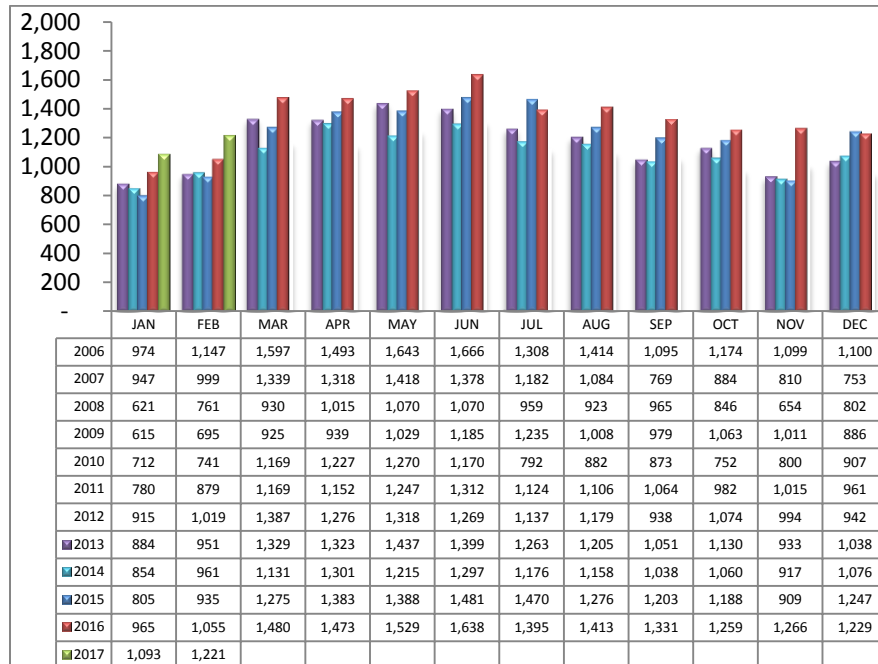
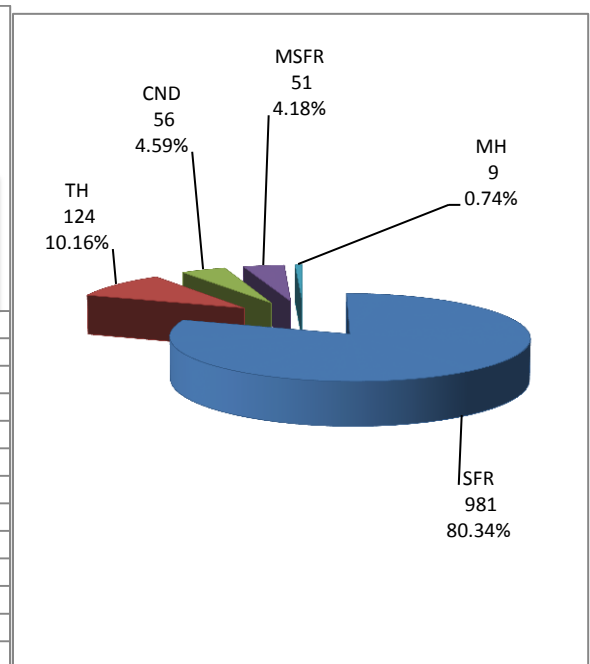
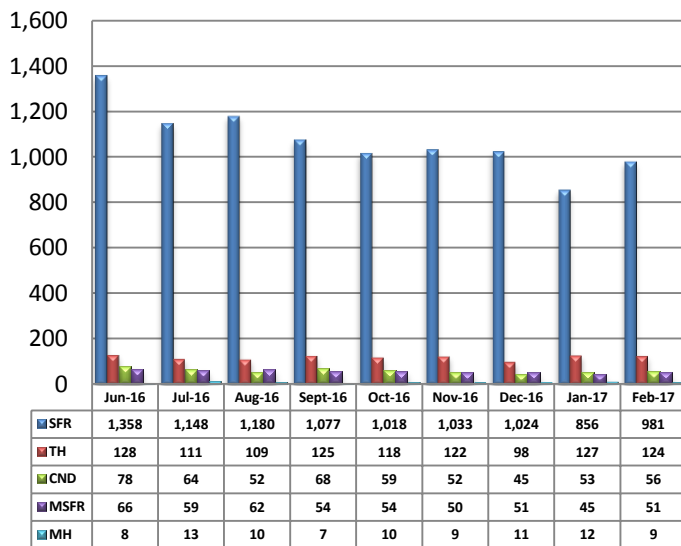
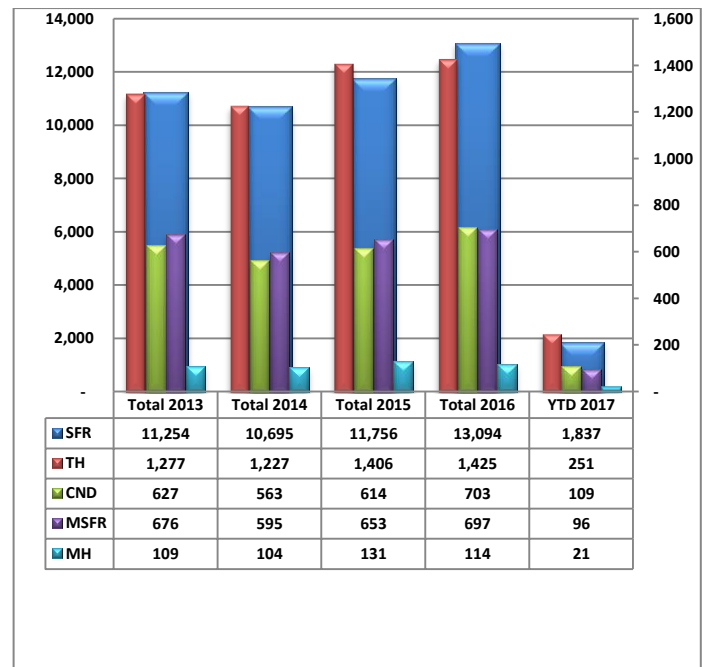
85637- 1 active listing

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	12	5	1	3	21	3	C	372	1 -30 Days	620	
\$30,000 to \$39,999	23	8	0	6	37	5	E	146	31-60 Days	236	
\$40,000 to \$49,999	33	11	2	4	50	10	N	538	61 - 90 Days	134	
\$50,000 to \$59,999	42	18	6	7	73	19	NE	225	91-120 Days	83	
\$60,000 to \$69,999	29	28	4	7	68	12	NW	1163	121 - 180 Days	78	
\$70,000 to \$79,999	40	18	5	5	68	15	S	122	Over 180 Days	70	
\$80,000 to \$89,999	44	35	7	9	95	26	SE	254	Avg. Days on Market 52		
\$90,000 to \$99,999	58	47	4	4	113	22	SW	237			
\$100,000 to \$119,999	84	102	11	29	226	59	W	148	Avg. Sold Price \$225,032		
\$120,000 to \$139,999	156	167	16	30	369	113	XNE	23			
\$140,000 to \$159,999	221	193	16	26	456	127	XNW	39	Median Sale Price \$189,000		
\$160,000 to \$179,999	240	205	16	31	492	134	XS	302			
\$180,000 to \$199,999	226	123	8	28	385	126	XSW	169	New Listings 2,267		
\$200,000 to \$249,999	509	251	15	63	838	190	XW	27			
\$250,000 to \$299,999	431	165	9	50	655	125	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	530	190	4	33	757	127	C	168	\$35,408,161		
\$400,000 to \$499,999	326	71	3	17	417	58	E	104	\$18,161,499		
\$500,000 to \$749,999	386	64	6	16	472	39	N	105	\$42,966,231		
\$750,000 to \$999,999	187	18	0	3	208	6	NE	61	\$17,304,599		
\$1,000,000 and over	188	15	0	3	206	5	NW	321	\$80,749,959		
							S	57	\$7,607,969		
							SE	109	\$21,922,279		
							SW	79	\$11,587,750		
							W	60	\$11,748,259		
							XNE	0	\$0		
							XNW	17	\$2,130,633		
							XS	80	\$17,115,504		
							XSW	51	\$7,112,200		
							XW	9	\$949,400		
Totals	3,765	1,734	133	374	6,006	1,221	Total Volume		\$274,764,443		
	Feb-17	Feb-16	% Change	YTD 2017	YTD 2016	% Change					
Home Sales Volume	\$274,764,443	\$217,465,638	26.35%	\$512,103,239	\$426,398,160	20.10%					
Home Sales Units	1,221	1,055	15.73%	2,314	2,020	14.55%					
Average Sales Price (All Residential)	\$225,032	\$206,128	9.17%	\$221,088	\$211,319	4.62%					
Median Sales Price	\$189,000	\$168,900	11.90%	\$186,500	\$169,400	10.09%					
Average Days on Market:	52	65	-20.00%	51	66	-22.73%					
Average List Price for Solds:	\$230,859	\$212,063	8.86%	\$226,508	\$217,427	4.18%					
SP/LP %	97.48%	97.20%		97.61%	97.19%						
Total Under Contract	2,241	2,282	-1.80%								
Active Listings	3,765	5,078	-25.86%								
New Listings	2,267	2,208	2.67%								

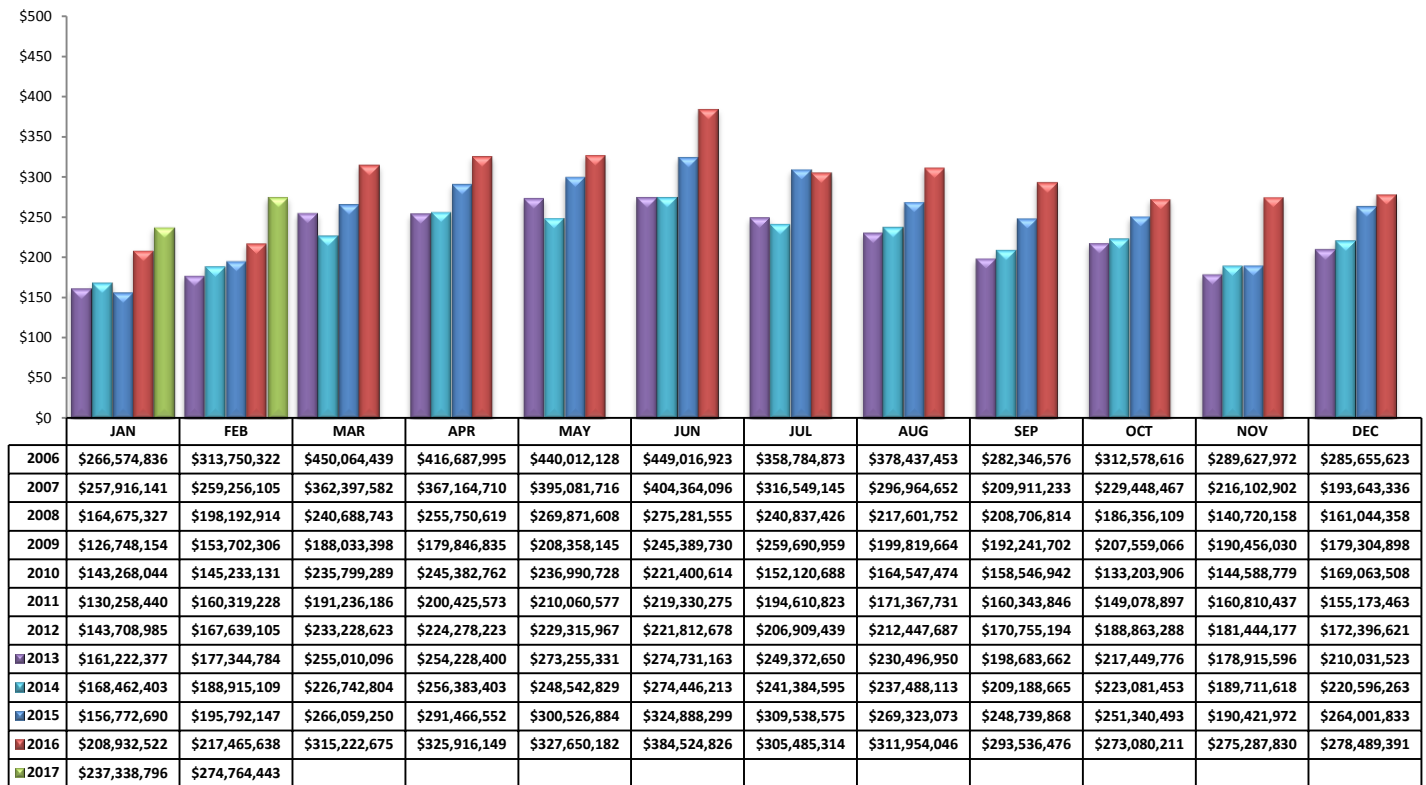
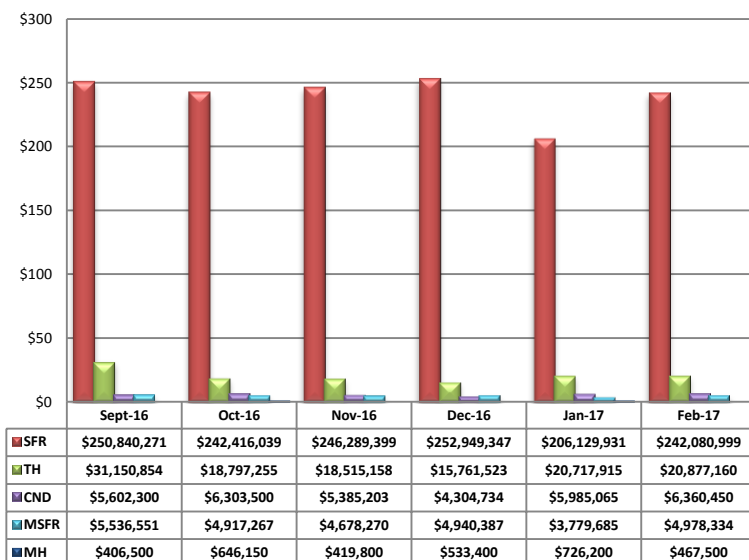
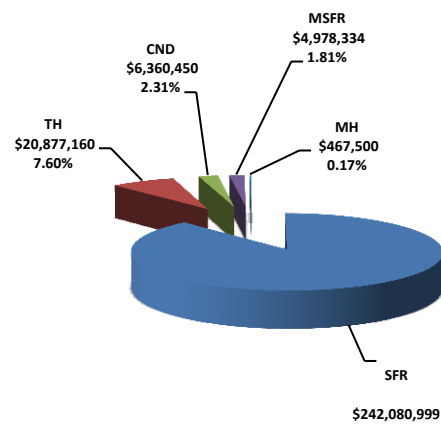
Types of Financing	Totals
FHA	148
VA	132
Other	25
Cash	338
Conventional	566
Cash/Loan	2
Carryback	10

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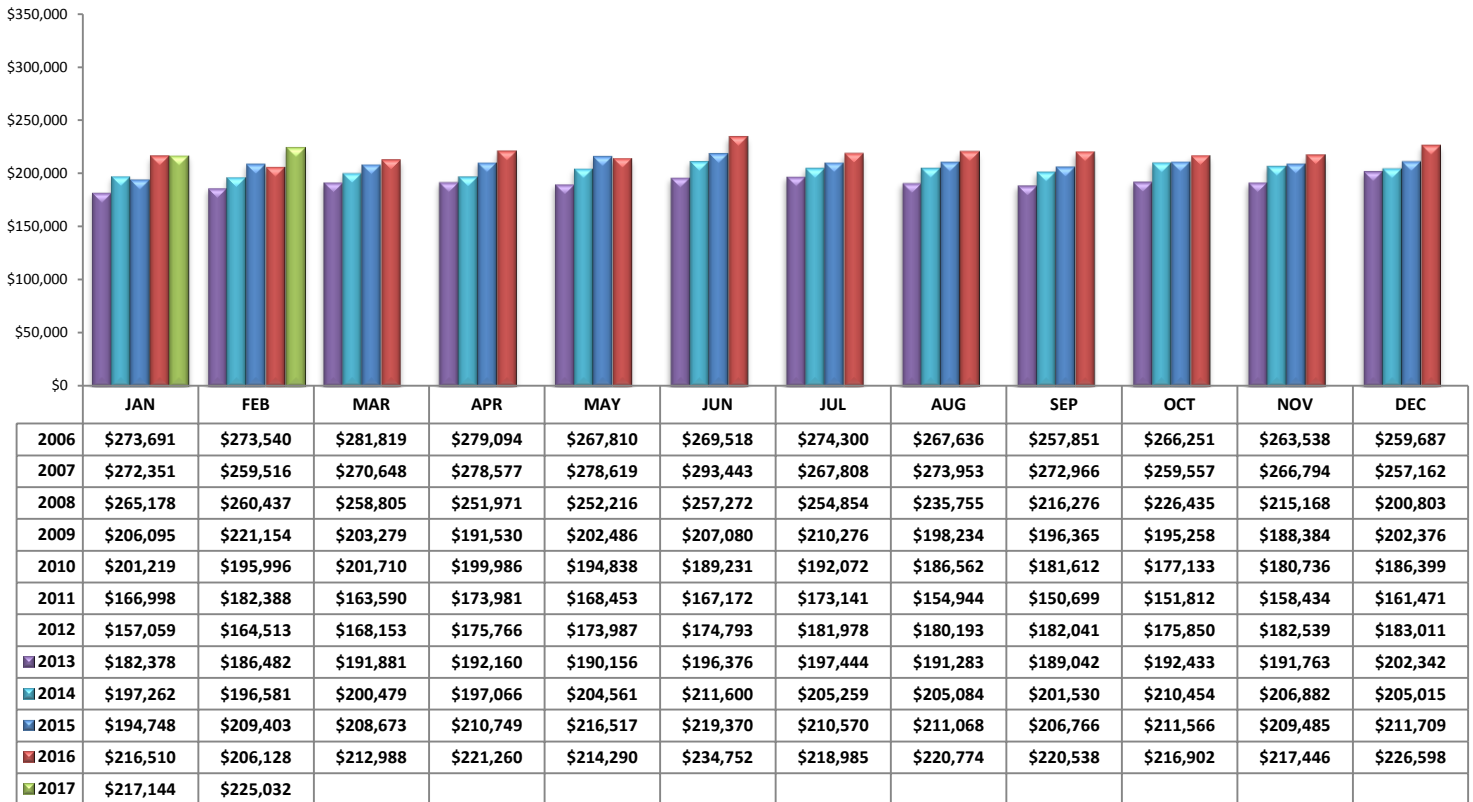
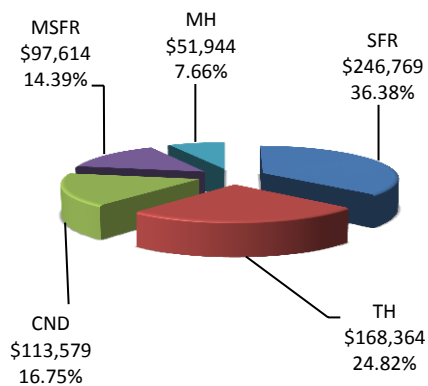
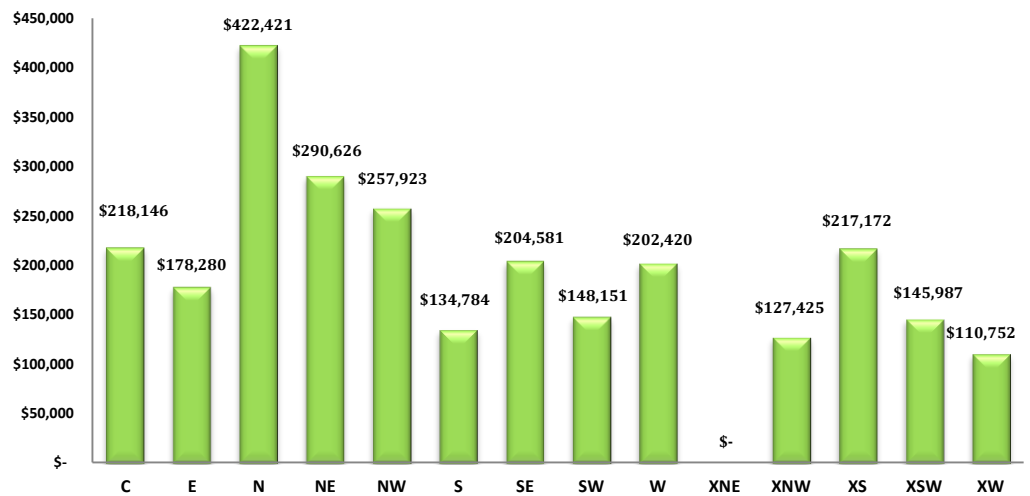
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Total Unit Sales – February 2017**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

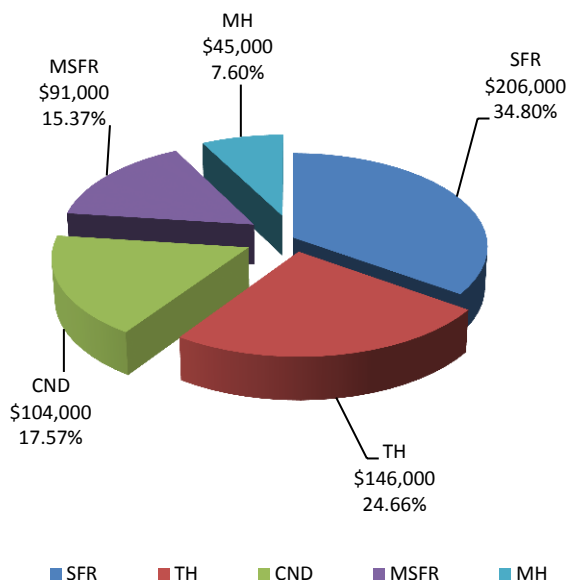
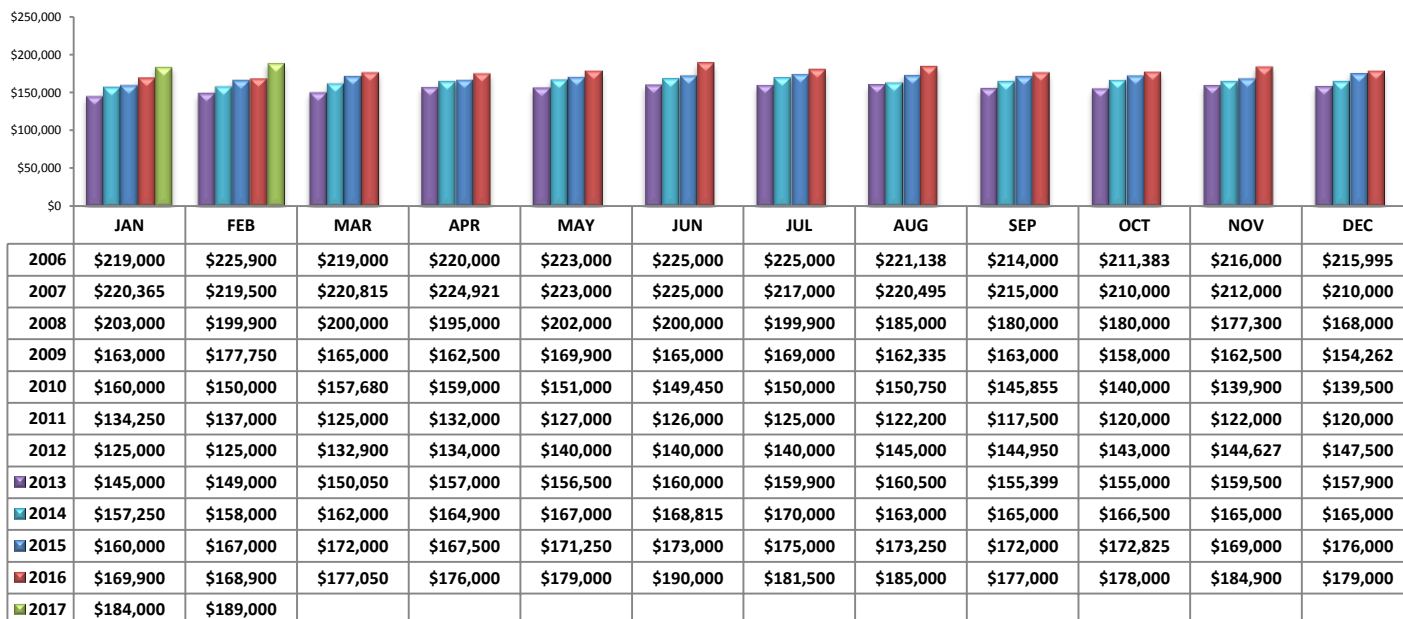
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Total Sales Volume - February 2017**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

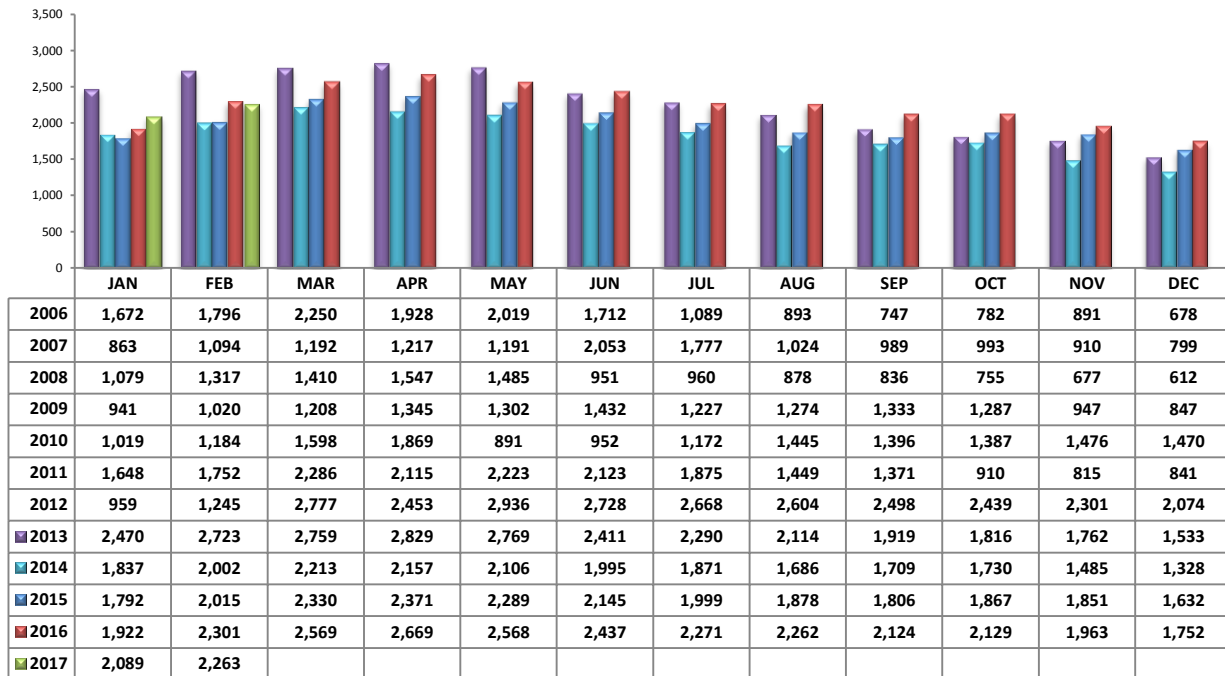
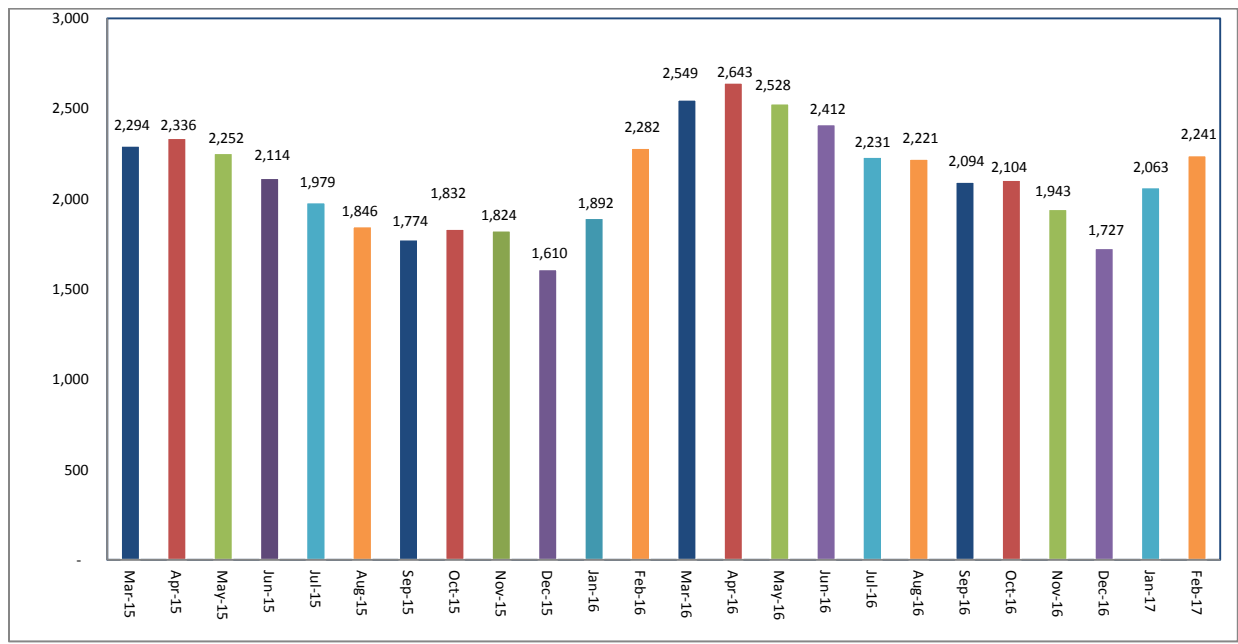
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Average Sales Price – February 2017**Average Sales Price by Type – February 2017****Average "Listing" Price per Area – February 2017**

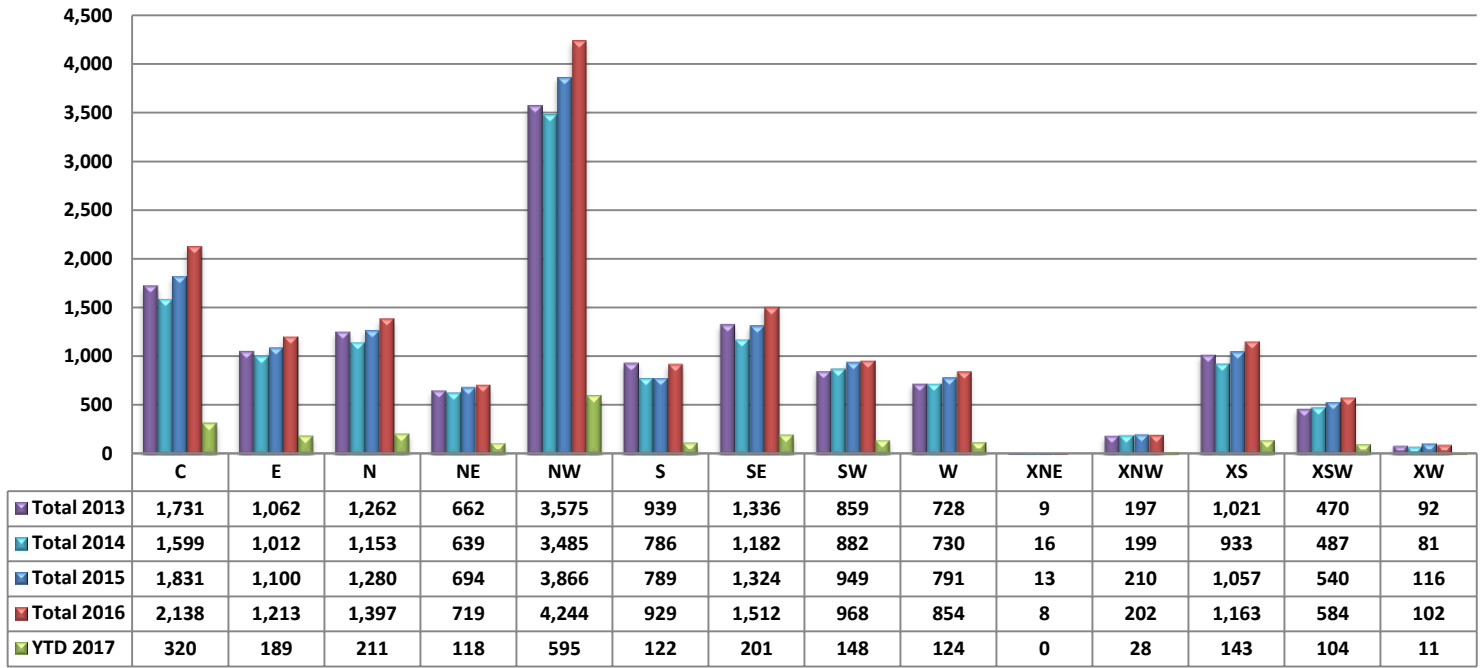
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Median Sale Price – by Type**Median Sale Price – February 2017**

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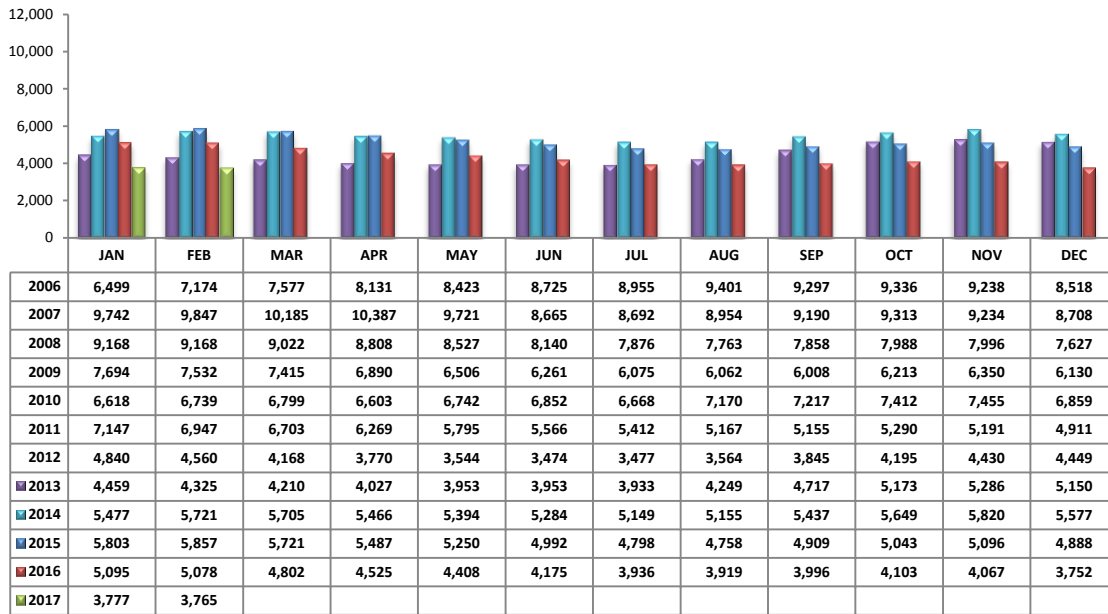
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$146,140	\$209,146	\$273,589	\$386,000	\$210,762
E	\$99,986	\$167,148	\$216,992	\$330,333	\$174,629
N	\$211,432	\$405,513	\$516,132	\$744,083	\$409,202
NE	\$134,634	\$289,382	\$401,666	\$279,250	\$283,681
NW	\$216,029	\$246,657	\$282,332	\$331,884	\$251,557
S	\$89,571	\$124,241	\$171,600	\$153,500	\$133,473
SE	\$167,478	\$181,219	\$237,165	\$253,898	\$201,121
SW	\$90,068	\$146,139	\$166,581	\$203,700	\$146,680
W	\$113,494	\$179,300	\$308,156	\$487,000	\$195,804
XNE	\$-	\$-	\$-	\$-	\$-
XNW	\$110,366	\$126,953	\$113,666	\$189,000	\$125,331
XS	\$150,636	\$233,761	\$228,708	\$280,075	\$213,943
XSW	\$130,219	\$166,541	\$77,900	\$270,000	\$139,454
XW	\$38,000	\$108,980	\$122,166	\$-	\$105,488

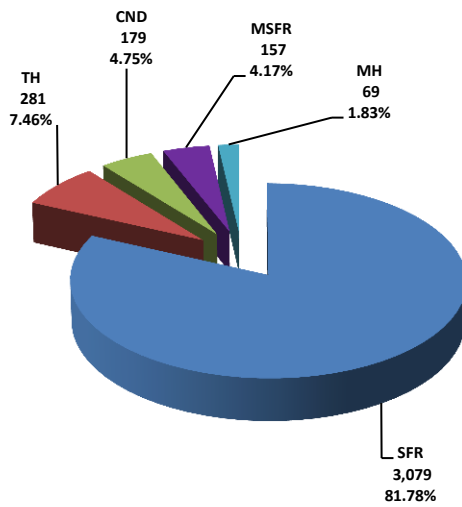
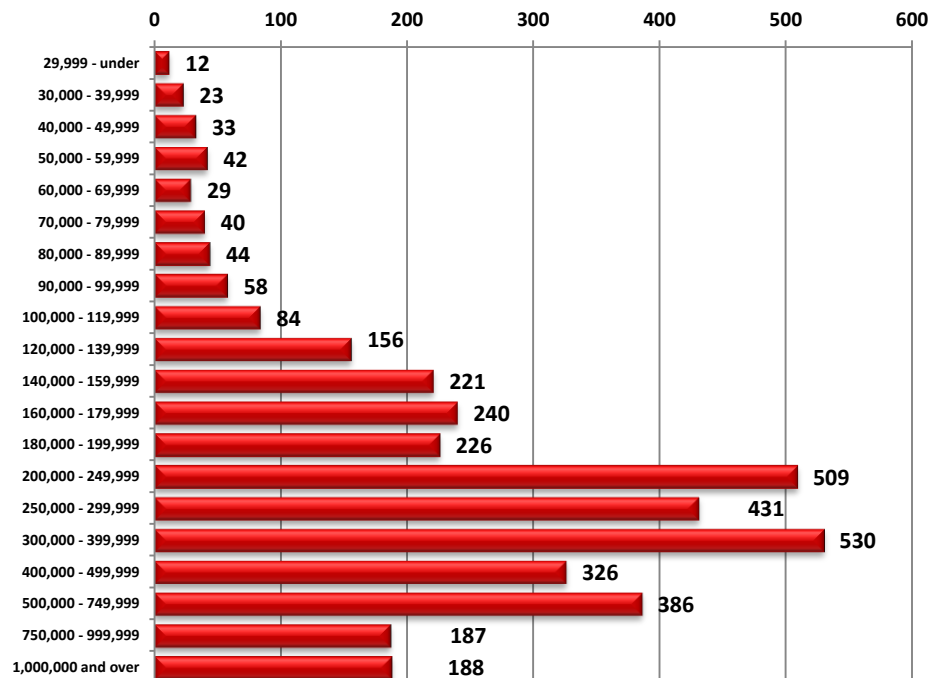
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	44	82	39	3	168
E	15	60	26	3	104
N	25	45	29	6	105
NE	13	31	15	2	61
NW	78	150	80	13	321
S	7	33	15	2	57
SE	7	63	34	5	109
SW	11	43	21	4	79
W	19	25	15	1	60
XNE	0	0	0	0	0
XNW	3	10	3	1	17
XS	22	35	16	7	80
XSW	36	12	2	1	51
XW	1	5	3	0	9

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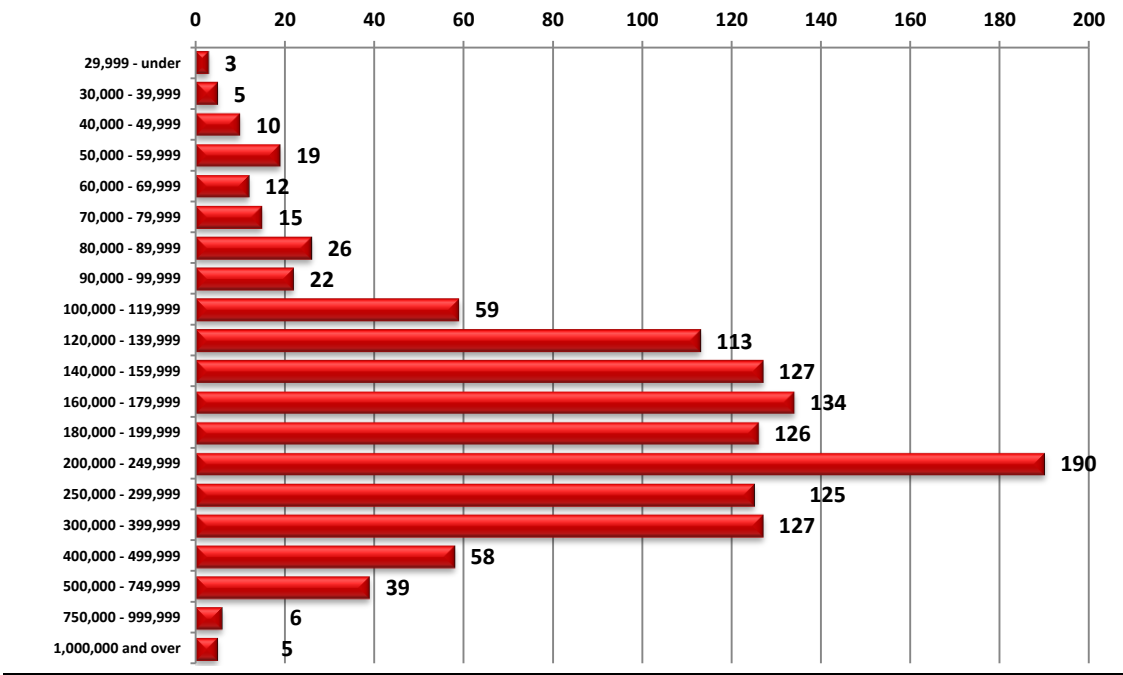
Active Listings

Area	# of Listings
C	372
E	146
N	538
NE	225
NW	1163
S	122
SE	254
SW	237
W	148
XNE	23
XNW	39
XS	302
XSW	169
XW	27

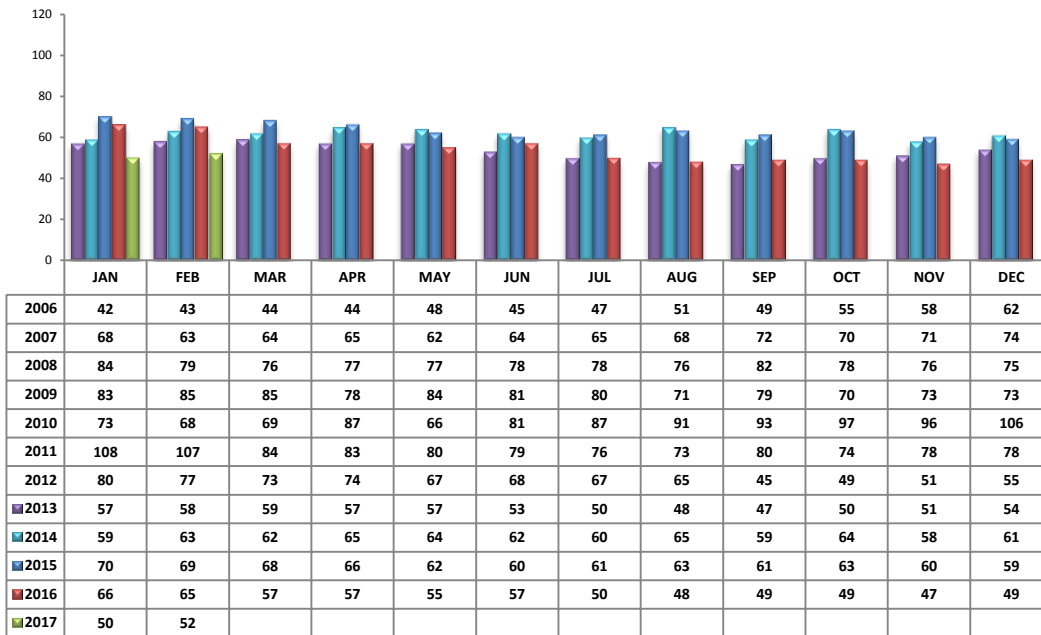
Active Listings Unit Breakdown**Active Listings Price Breakdown**

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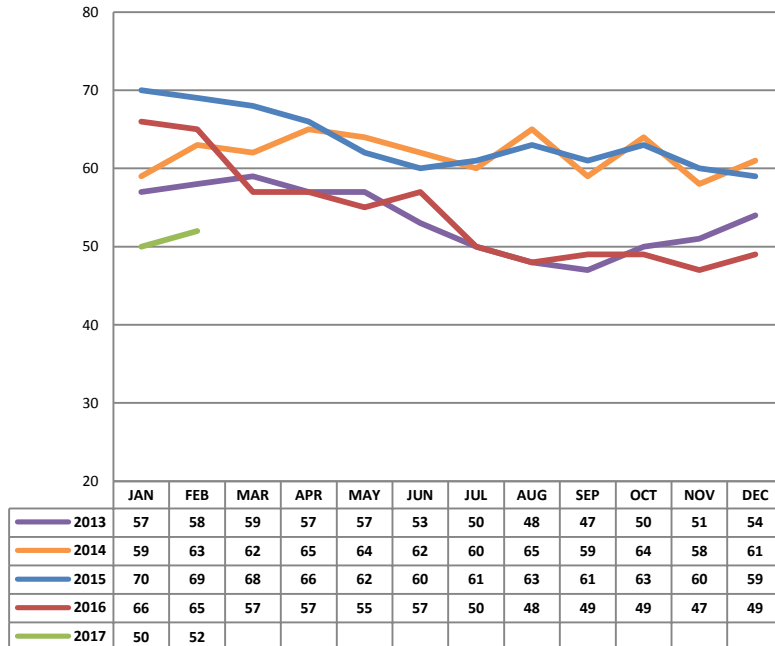
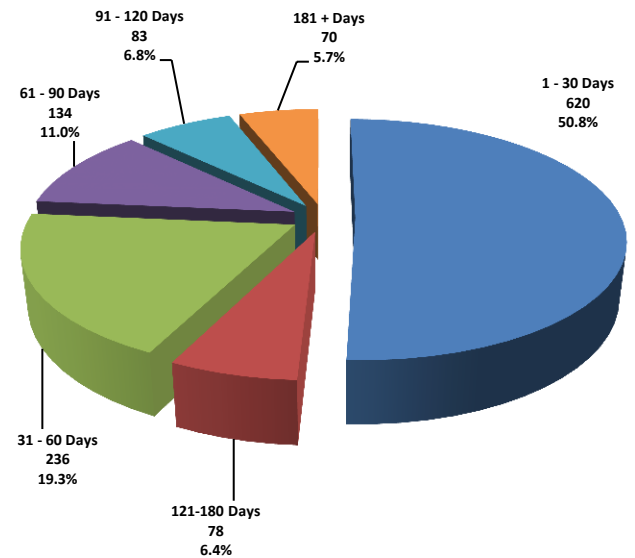
Sold Price Breakdown



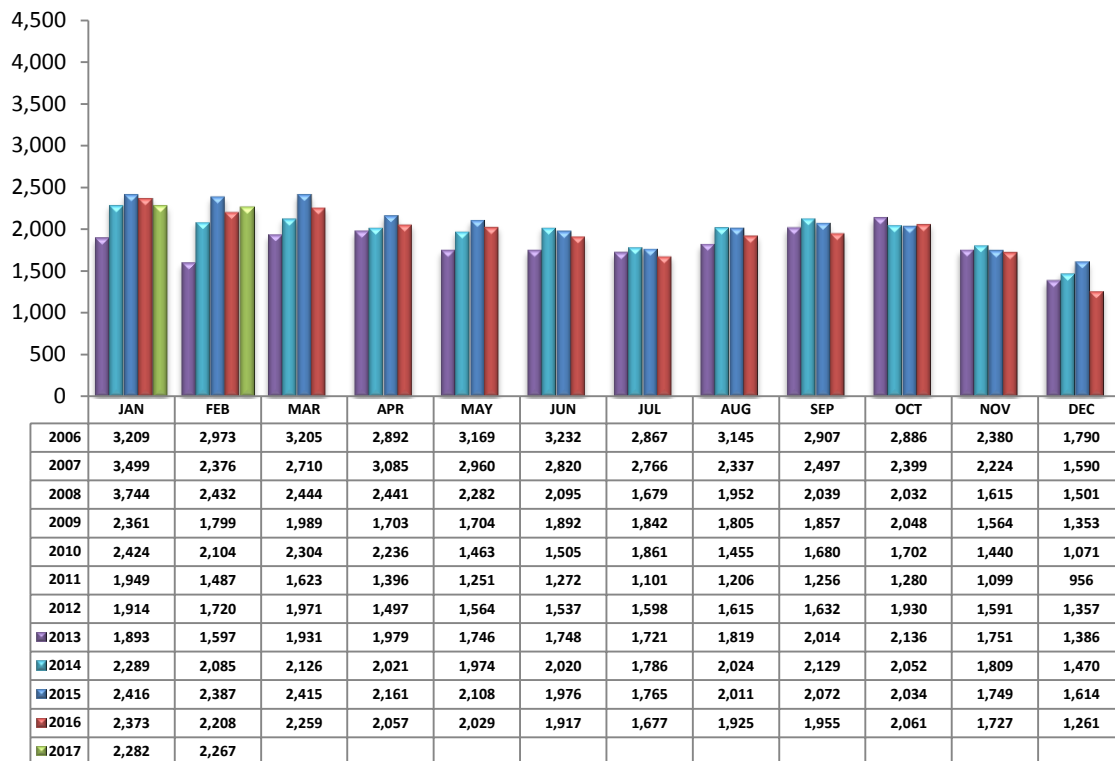
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Average Days on Market/Listing – February 2017

Area	Avg. DOM
C	51
E	41
N	63
NE	61
NW	51
S	32
SE	43
SW	50
W	42
XNE	0
XNW	67
XS	74
XSW	72
XW	61

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

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New Listings – February 2017

Area	# of Listings
C	267
E	123
N	253
NE	136
NW	626
S	133
SE	194
SW	130
W	96
XNE	2
XNW	30
XS	189
XSW	76
XW	12

*Includes properties that were re-listed

**Beginning February 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.
May 2016	199	348	65
June 2016	175	329	69
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

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