

**For Immediate
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Multiple Listing Service of Southern Arizona Monthly Statistics February 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 February Residential Sales Statistics:

- Total Sales Volume of \$270,019,575 is up from last month's number of \$227,851,861 a 18.51% increase.
- The Average Sales Price of \$249,095 is an increase of 2.33% from \$243,431 in January.
- Average List Price increased to \$255,269 from \$249,970 last month, a 2.12% change.
- Total Under Contract increased from 1,823 in January to 1,998 this month.
- Total Unit Sales of 1,084 are up 15.81% from January's 936 but are down 2.61% from February 2017.
- The Median Sales Price of \$207,000 rose from \$200,000 last month, a 3.50% increase and is up 6.70% from this time last year when it was \$194,000.
- New Listings decreased to 1,776 from 2,019 last year, a 12.04% drop.
- Total Active Listings of 3,293 is down 2.43% from 3,375 in January.
- Average Days on Market held at 49, exactly what it was last month.
- Conventional loan sales of 42.7% exceeded Cash Sales of 27.8%.

Judith Grammond
2018 MLSSAZ President

Ginny Huffman
2018 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.

February 2018 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	\$270,019,575	\$255,659,723	5.62%
January	\$227,851,861	\$221,242,651	2.99%
Month % Change	18.51%	15.56%	

Average Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	\$249,095	\$229,703	8.44%
January	\$243,431	\$220,801	10.25%
Month % Change	2.33%	4.03%	

Average List Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	\$255,269	\$230,859	10.57%
January	\$249,970	\$222,156	12.52%
Month % Change	2.12%	3.92%	

Total Under Contract

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	1,998	2,038	-1.96%
January	1,823	1,864	-2.20%
Month % Change	9.60%	9.33%	

Total Unit Sales

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	1,084	1,113	-2.61%
January	936	1,002	-6.59%
Month % Change	15.81%	11.08%	

Median Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	\$207,000	\$194,000	6.70%
January	\$200,000	\$185,000	8.11%
Month % Change	3.50%	4.86%	

New Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	1,776	2,077	-14.49%
January	2,019	2,093	-3.54%
Month % Change	-12.04%	-0.76%	

Active Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	3,293	3,405	-3.29%
January	3,375	3,397	-0.65%
Month % Change	-2.43%	0.24%	

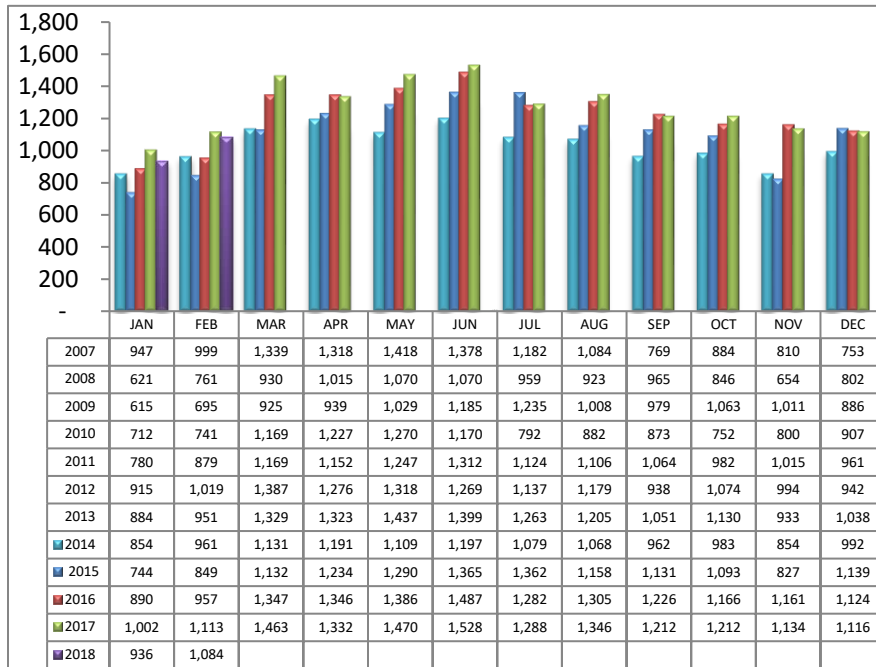
February 2018 - Active and Sold by Zip Code

<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	85	40	47.06%	85740	0	0	0.00%
85145	10	8	80.00%	85648	0	0	0.00%	85714	11	8	72.73%	85741	63	32	50.79%
85245	0	0	0.00%	85653	101	29	28.71%	85715	74	22	29.73%	85742	132	39	29.55%
85601	0	0	0.00%	85654	0	0	0.00%	85716	110	42	38.18%	85743	101	51	50.50%
85602	0	0	0.00%	85658	176	28	15.91%	85717	0	0	0.00%	85745	128	36	28.13%
85611	0	0	0.00%	85701	17	4	23.53%	85718	241	48	19.92%	85746	55	23	41.82%
85614	1	0	0.00%	85704	106	42	39.62%	85719	77	32	41.56%	85747	79	37	46.84%
85616	0	0	0.00%	85705	60	20	33.33%	85730	70	41	58.57%	85748	59	27	45.76%
85619	14	2	14.29%	85706	36	21	58.33%	85734	0	0	0.00%	85749	127	19	14.96%
85623	12	3	25.00%	85709	0	0	0.00%	85735	40	8	20.00%	85750	195	67	34.36%
85629	4	4	100.00%	85710	138	66	47.83%	85736	33	3	9.09%	85755	206	40	19.42%
85637	3	0	0.00%	85711	94	30	31.91%	85737	108	47	43.52%	85756	49	29	59.18%
85641	158	47	29.75%	85712	86	34	39.53%	85739	182	33	18.13%	85757	52	22	42.31%

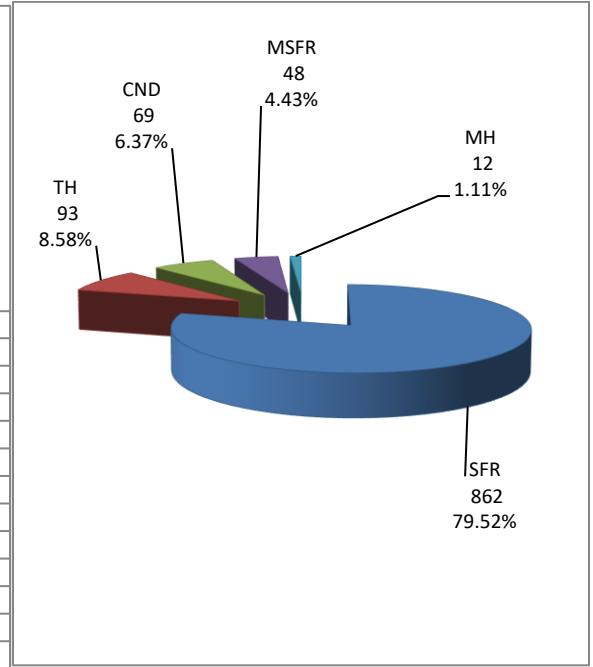
Types of Financing	Totals
FHA	182
VA	116
Other	18
Cash	301
Conventional	463
Cash/Loan	3
Carryback	1

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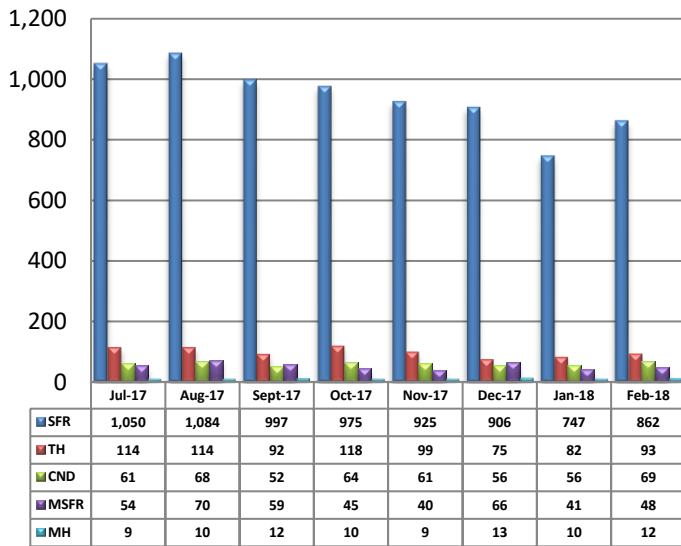
Total Unit Sales – February 2018



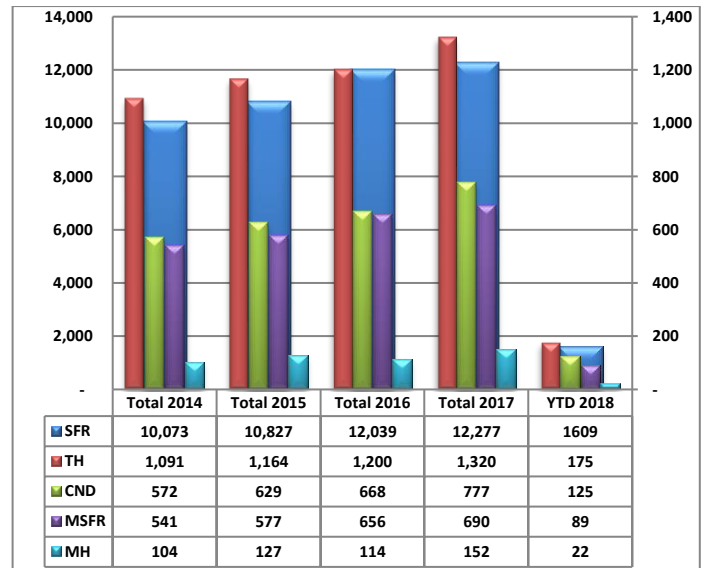
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

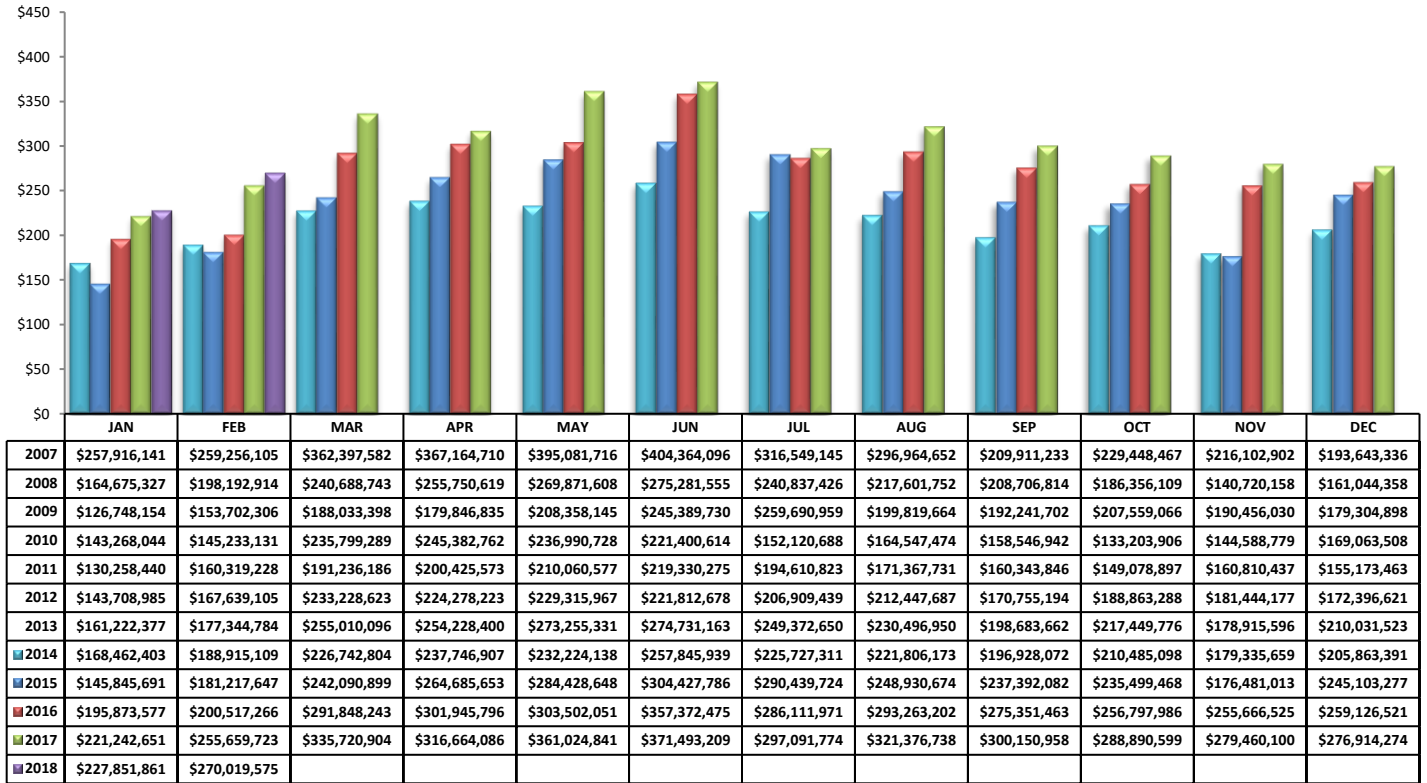


YTD Annual Comparison – Breakdown by Type

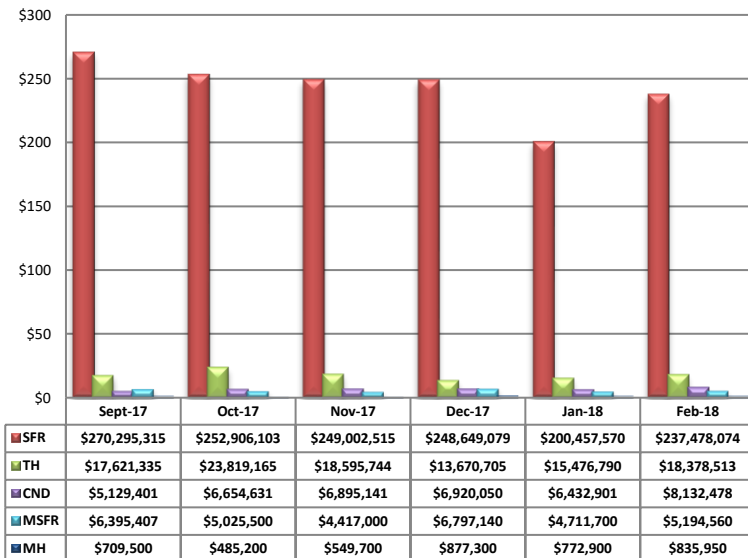


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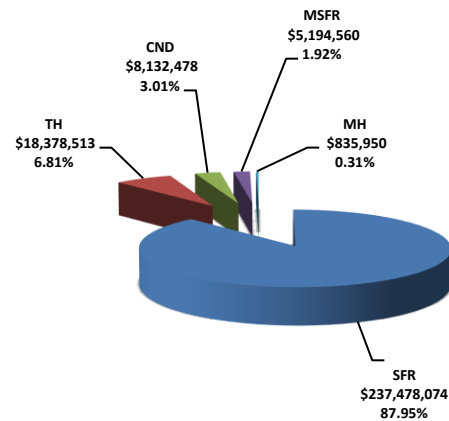
Total Sales Volume - February 2018



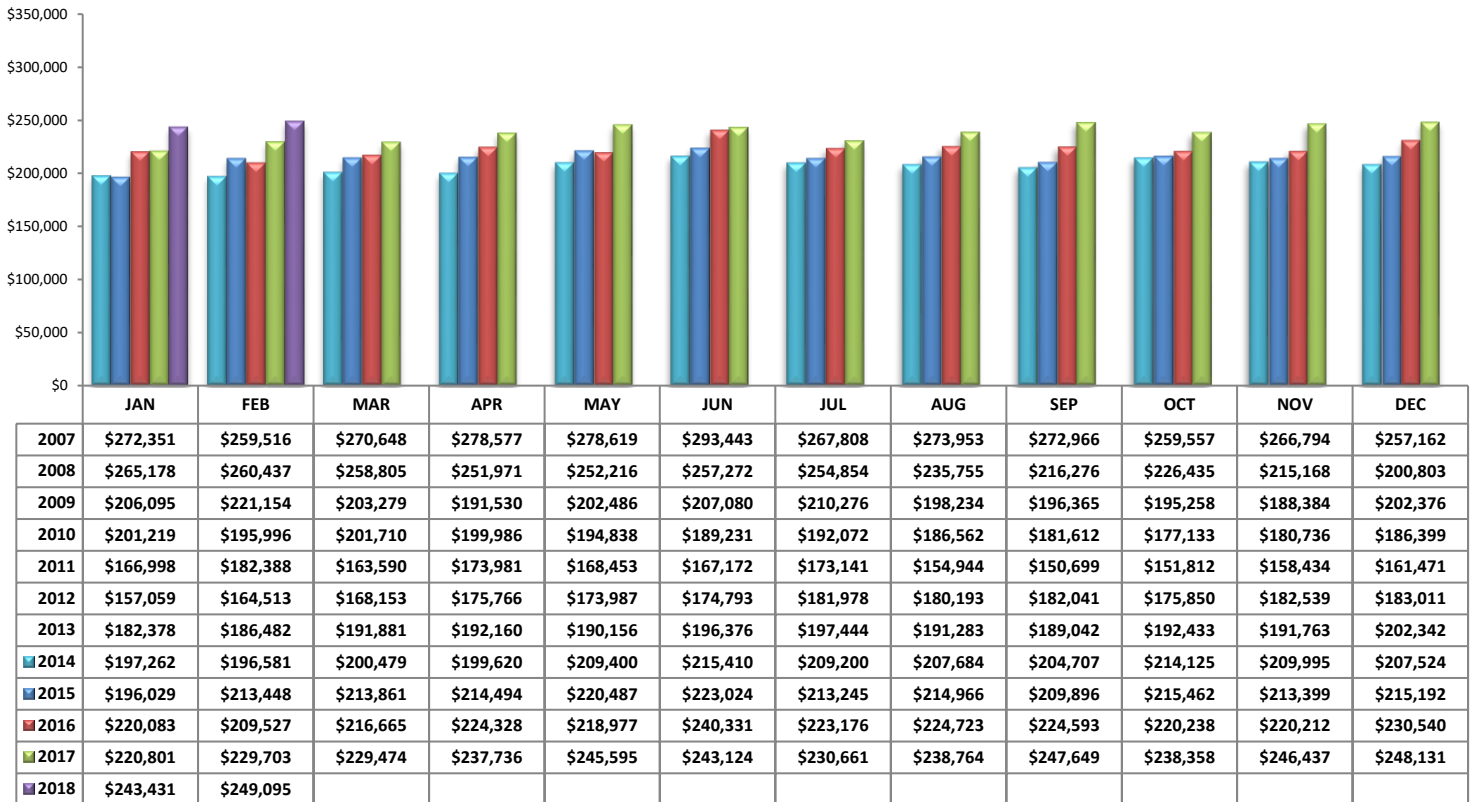
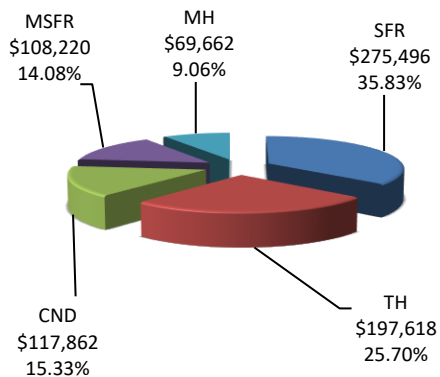
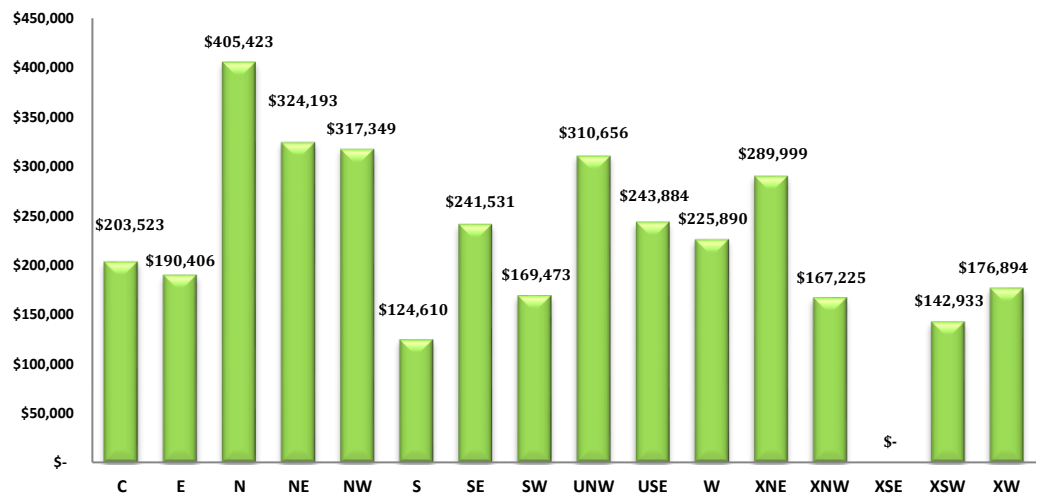
Total Sales Volume By Type - Monthly Comparison



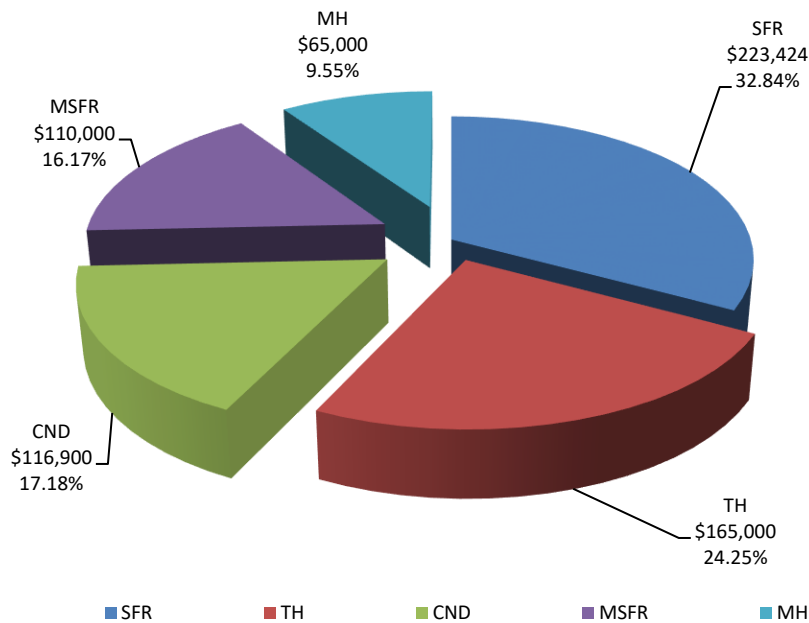
Monthly Volume by Type



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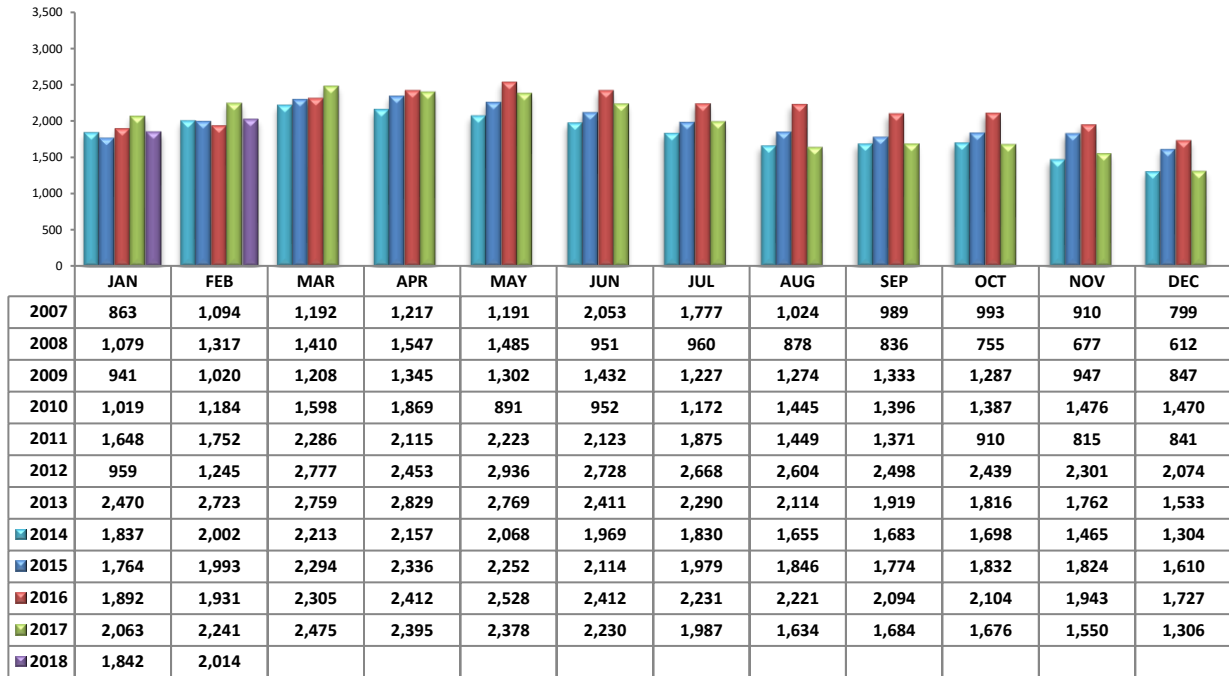
Average Sales Price – February 2018**Average Sales Price by Type – February 2018****Average "Listing" Price per Area – February 2018**

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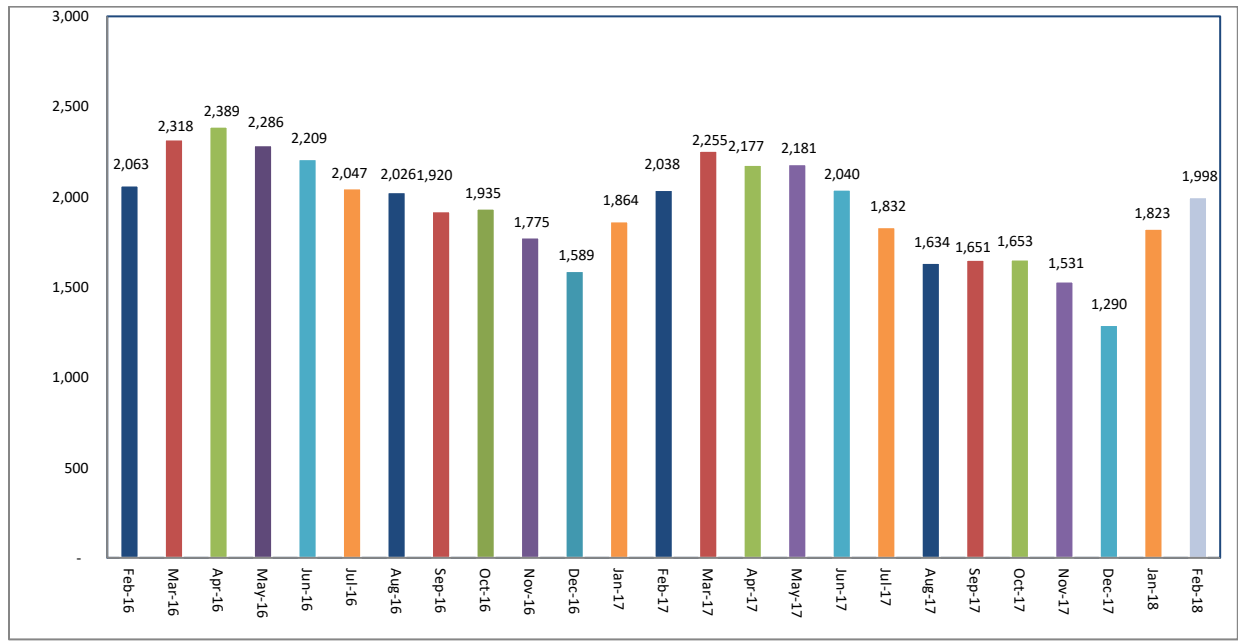
Median Sale Price – by Type**Median Sale Price – February 2018**

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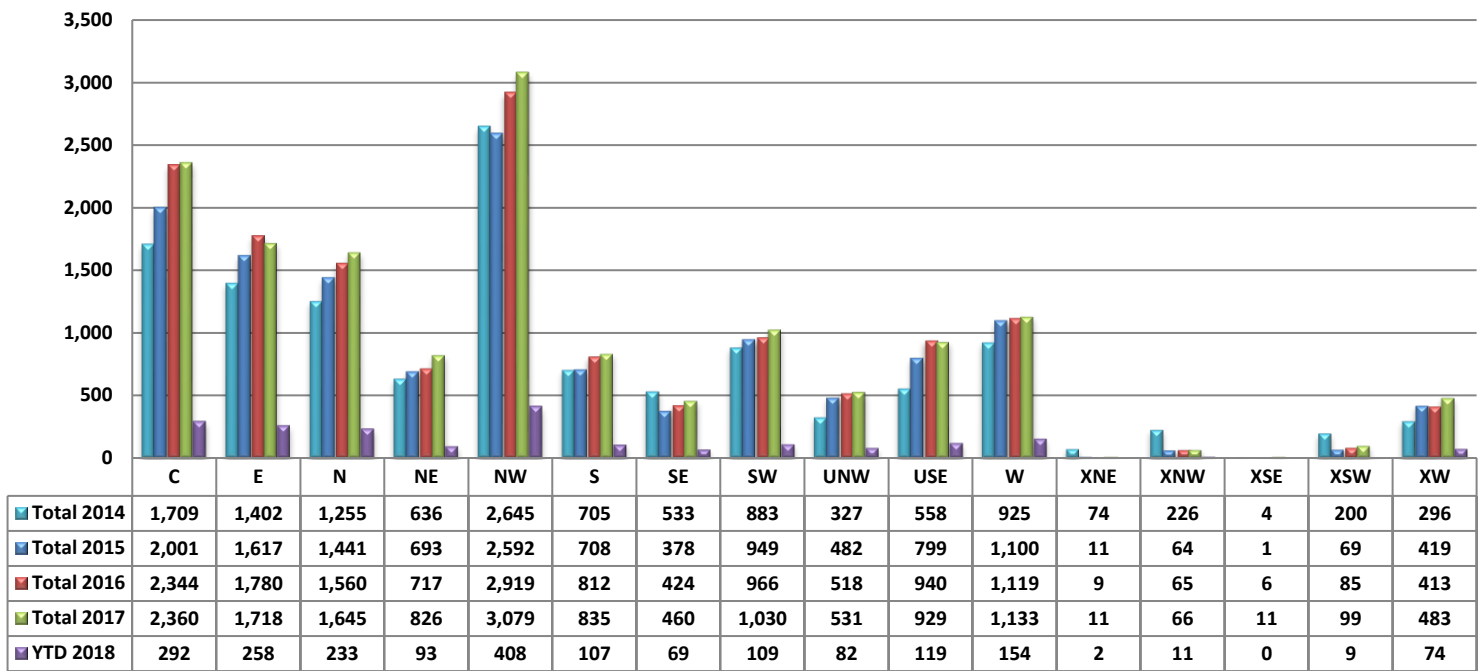
Newly Under Contract During The Month



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**

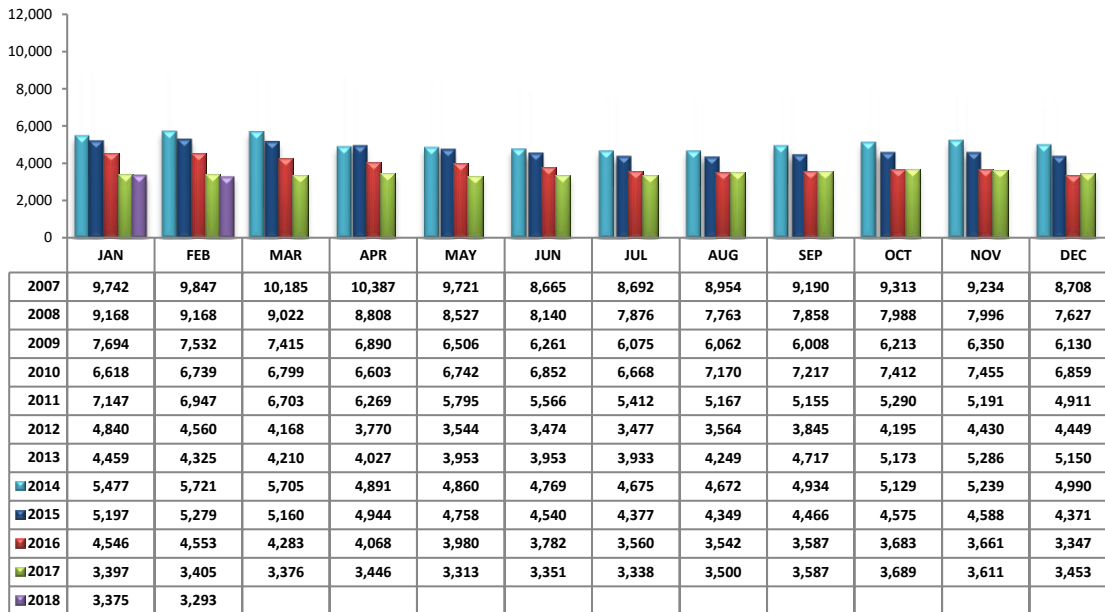
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$144,469	\$200,260	\$262,883	\$422,308	\$198,185
E	\$101,963	\$174,122	\$257,673	\$263,500	\$187,845
N	\$225,133	\$444,666	\$562,944	\$604,288	\$392,867
NE	\$121,350	\$310,878	\$415,480	\$408,500	\$311,826
NW	\$214,289	\$295,891	\$401,827	\$459,056	\$310,771
S	\$100,146	\$126,272	\$137,820	\$-	\$121,412
SE	\$215,466	\$231,772	\$256,007	\$251,000	\$238,832
SW	\$86,757	\$167,944	\$200,937	\$250,000	\$164,539
UNW	\$315,625	\$273,266	\$246,833	\$238,500	\$299,009
USE	\$243,593	\$229,399	\$256,173	\$238,862	\$239,336
W	\$163,339	\$223,425	\$273,950	\$318,000	\$221,305
XNE	\$268,450	\$-	\$-	\$-	\$268,450
XNW	\$-	\$152,875	\$171,200	\$-	\$162,037
XSE	\$-	\$-	\$-	\$-	\$-
XSW	\$-	\$155,000	\$95,500	\$-	\$135,166
XW	\$71,860	\$162,191	\$229,880	\$-	\$175,300

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	47	82	26	3	158
E	19	77	32	6	134
N	52	43	27	9	131
NE	9	21	13	4	47
NW	53	91	58	8	210
S	13	40	5	0	58
SE	3	22	11	3	39
SW	14	27	18	4	63
UNW	26	6	3	2	37
USE	9	36	19	1	65
W	23	41	20	2	86
XNE	2	0	0	0	2
XNW	0	4	4	0	8
XSE	0	0	0	0	0
XSW	0	2	1	0	3
XW	5	23	15	0	43

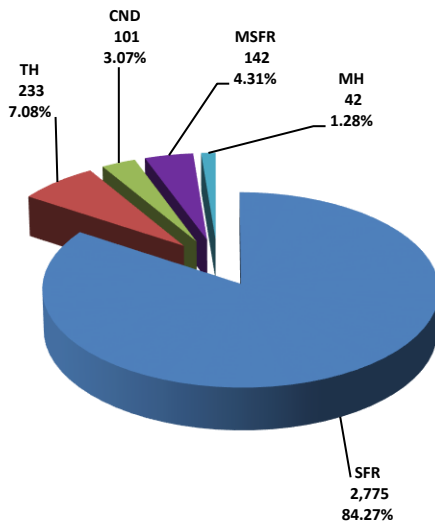
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Active Listings

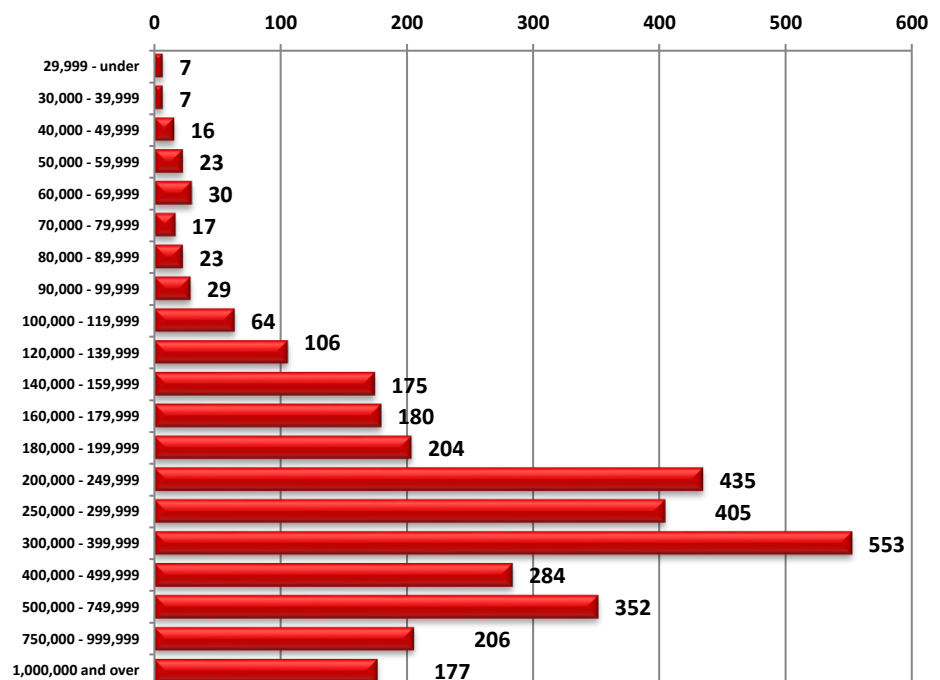


Area	# of Listings
C	447
E	266
N	480
NE	205
NW	743
S	100
SE	85
SW	178
UNW	199
USE	169
W	209
XNE	16
XNW	11
XSE	9
XSW	43
XW	133

Active Listings Unit Breakdown

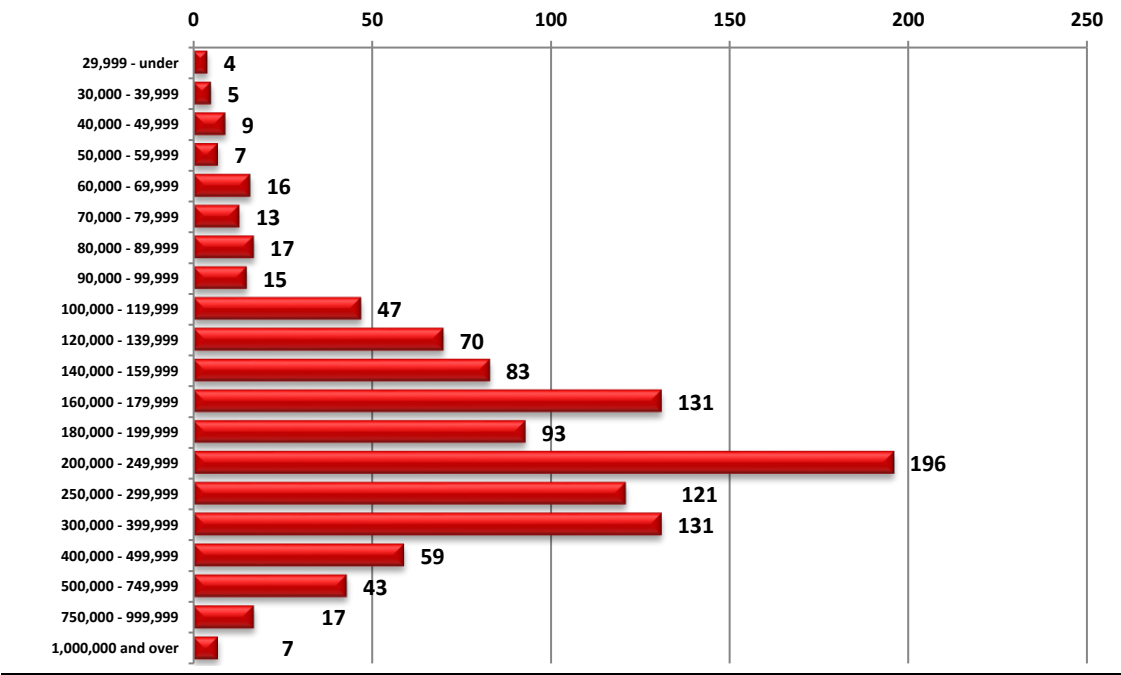


Active Listings Price Breakdown

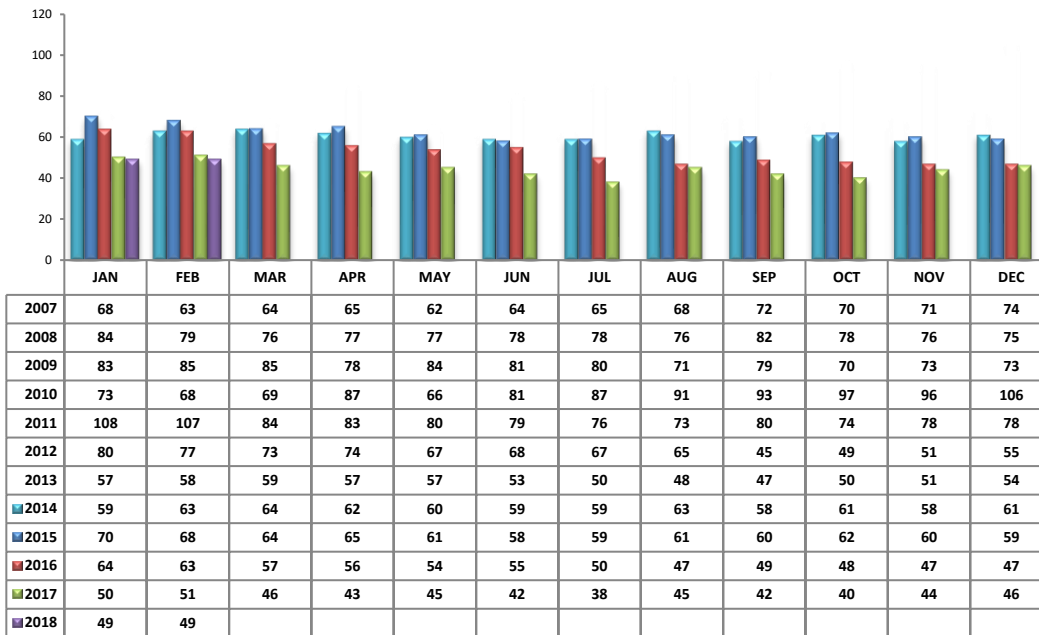


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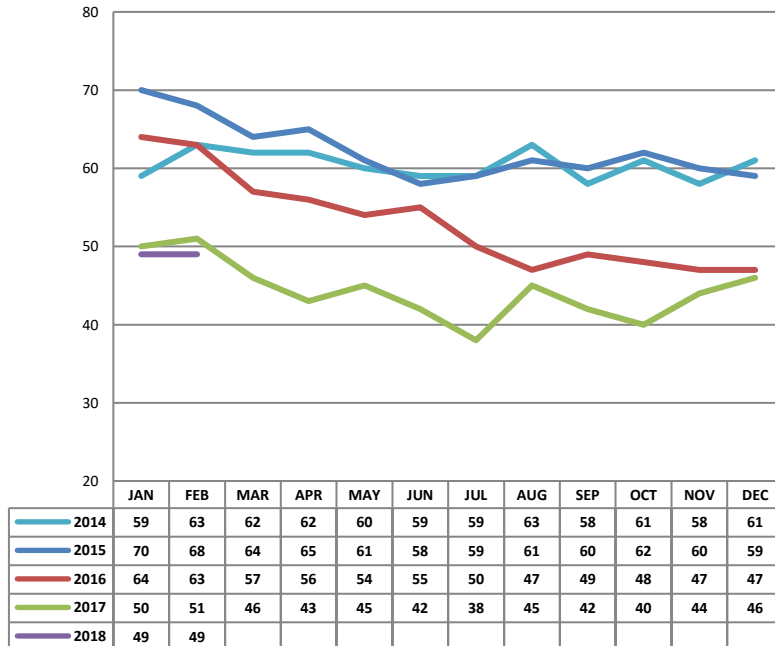
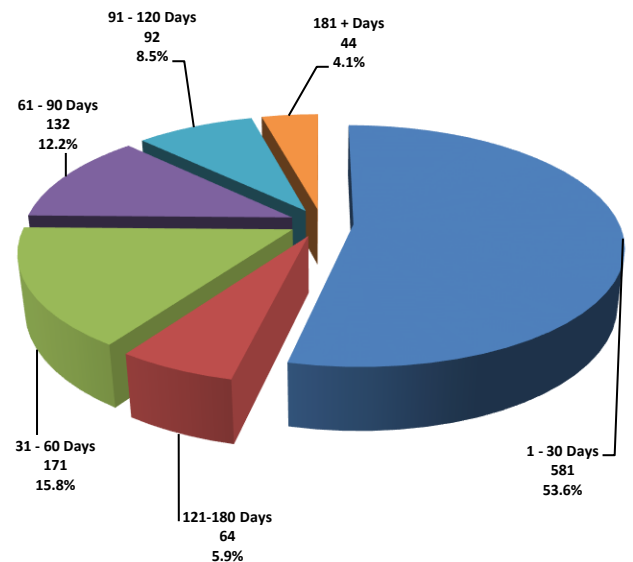
Sold Price Breakdown



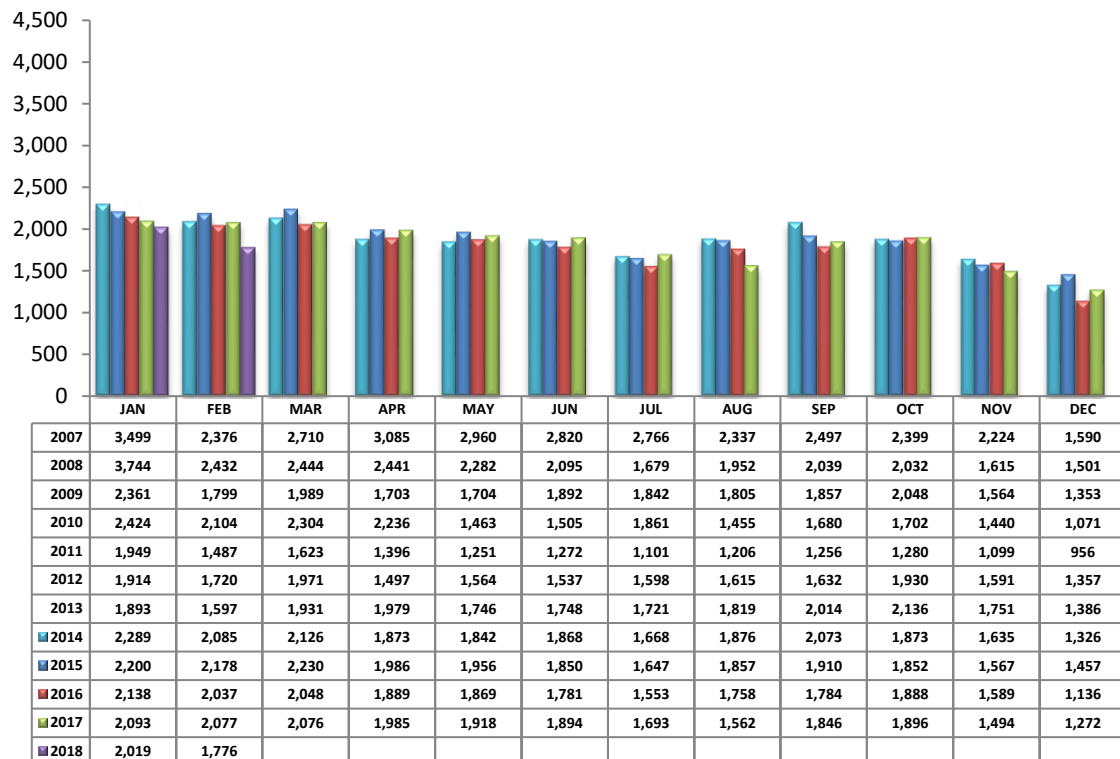
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Average Days on Market/Listing – February 2018

Area	# of Listings
C	42
E	44
N	48
NE	37
NW	52
S	39
SE	55
SW	53
UNW	85
USE	50
W	38
XNE	365
XNW	53
XSE	0
XSW	99
XW	65

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

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New Listings – February 2018

Area	# of Listings
C	266
E	180
N	224
NE	96
NW	383
S	83
SE	61
SW	100
UNW	69
USE	112
W	137
XNE	2
XNW	7
XSE	1
XSW	11
XW	44

*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.
May 2017	126	263	62
June 2017	119	276	65
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

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Notes on 2017 Area Boundary Updates

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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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