

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

## Monthly Statistics January 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 January Residential Sales Statistics:

- Total Sales Volume of \$227,851,861 is a decrease of 17.72% since December's number of \$276,914,274 but an increase of 2.99% over January 2017.
- The Average Sales Price of \$243,431 is a decrease of 1.89% since December's \$248,131.
- Average List Price of \$249,970 is down from \$255,058 in December, a 1.99% decrease.
- Total Under Contract increased to 1,823 from last month's 1,290.
- Total Unit Sales of 936 fell from December's number of 1,116, resulting in a 16.13% decrease.
- The Median Sales Price, \$200,000, is down from \$205,000 in December resulting in a 2.44% decrease but an 8.11% increase over January 2017.
- New Listings increased this month to 2,019 from 1,272 in December, a 58.73% jump.
- Total Active Listings of 3,375 is a decrease of 2.26% from last month.
- Average Days on Market of 49 is an increase from December's number of 46.
- Conventional loan sales of 44.6% exceeded Cash Sales of 26.3%.



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Judith Grammond  
2018 MLSSAZ President

Ginny Huffman  
2018 TAR President



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

### Total Sales Volume

|                | <u>Current Year</u> | <u>Previous Year</u> | <u>Annual % Change</u> |
|----------------|---------------------|----------------------|------------------------|
| January        | \$227,851,861       | \$221,242,651        | 2.99%                  |
| December       | \$276,914,274       | \$259,126,521        | 6.86%                  |
| Month % Change | -17.72%             | -14.62%              |                        |

### Average Sales Price

|                | <u>Current Year</u> | <u>Previous Year</u> | <u>Annual % Change</u> |
|----------------|---------------------|----------------------|------------------------|
| January        | \$243,431           | \$220,801            | 10.25%                 |
| December       | \$248,131           | \$230,540            | 7.63%                  |
| Month % Change | -1.89%              | -4.22%               |                        |

### Average List Price

|                | <u>Current Year</u> | <u>Previous Year</u> | <u>Annual % Change</u> |
|----------------|---------------------|----------------------|------------------------|
| January        | \$249,970           | \$222,156            | 12.52%                 |
| December       | \$255,058           | \$233,223            | 9.36%                  |
| Month % Change | -1.99%              | -4.75%               |                        |

### Total Under Contract

|                | <u>Current Year</u> | <u>Previous Year</u> | <u>Annual % Change</u> |
|----------------|---------------------|----------------------|------------------------|
| January        | 1,823               | 1,864                | -2.20%                 |
| December       | 1,290               | 1,589                | -18.82%                |
| Month % Change | 41.32%              | 17.31%               |                        |

### Total Unit Sales

|                | <u>Current Year</u> | <u>Previous Year</u> | <u>Annual % Change</u> |
|----------------|---------------------|----------------------|------------------------|
| January        | 936                 | 1,002                | -6.59%                 |
| December       | 1,116               | 1,124                | -0.71%                 |
| Month % Change | -16.13%             | -10.85%              |                        |

### Median Sales Price

|                | <u>Current Year</u> | <u>Previous Year</u> | <u>Annual % Change</u> |
|----------------|---------------------|----------------------|------------------------|
| January        | \$200,000           | \$185,000            | 8.11%                  |
| December       | \$205,000           | \$179,000            | 14.53%                 |
| Month % Change | -2.44%              | 3.35%                |                        |

### New Listings

|                | <u>Current Year</u> | <u>Previous Year</u> | <u>Annual % Change</u> |
|----------------|---------------------|----------------------|------------------------|
| January        | 2,019               | 2,093                | -3.54%                 |
| December       | 1,272               | 1,136                | 11.97%                 |
| Month % Change | 58.73%              | 84.24%               |                        |

### Active Listings

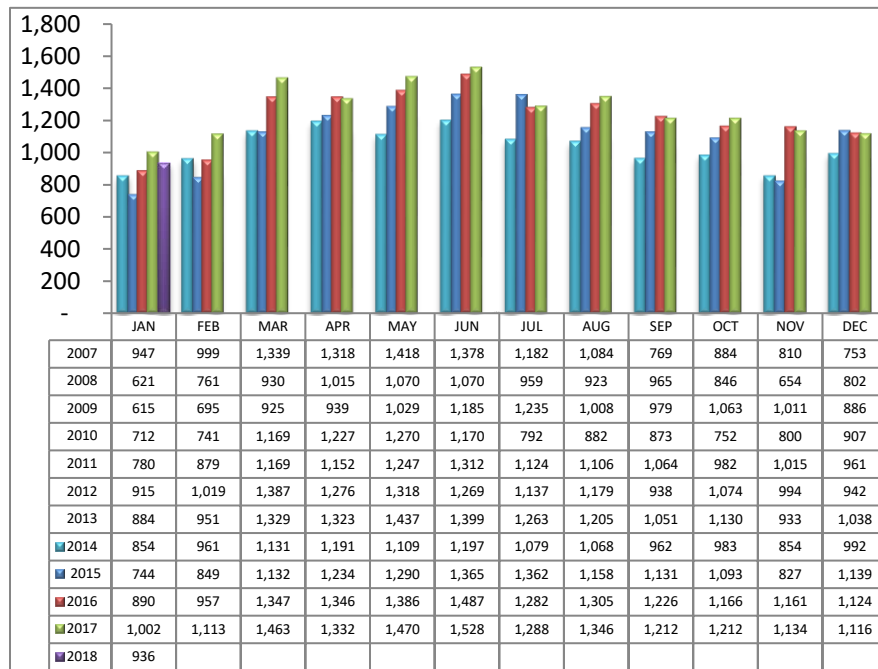
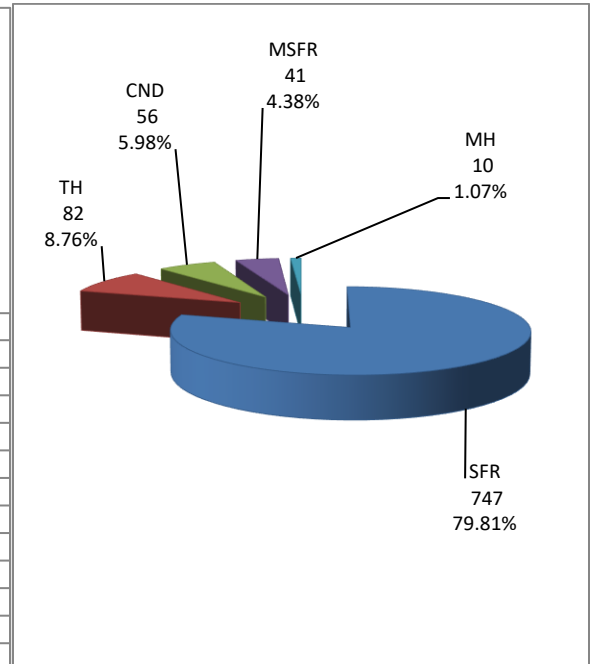
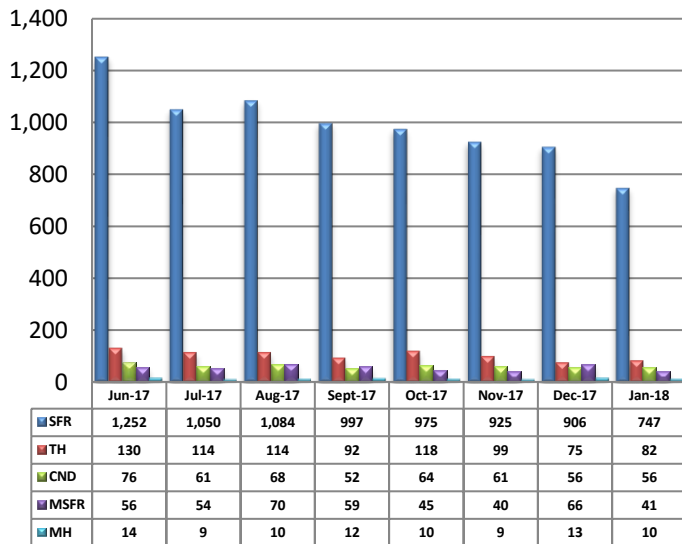
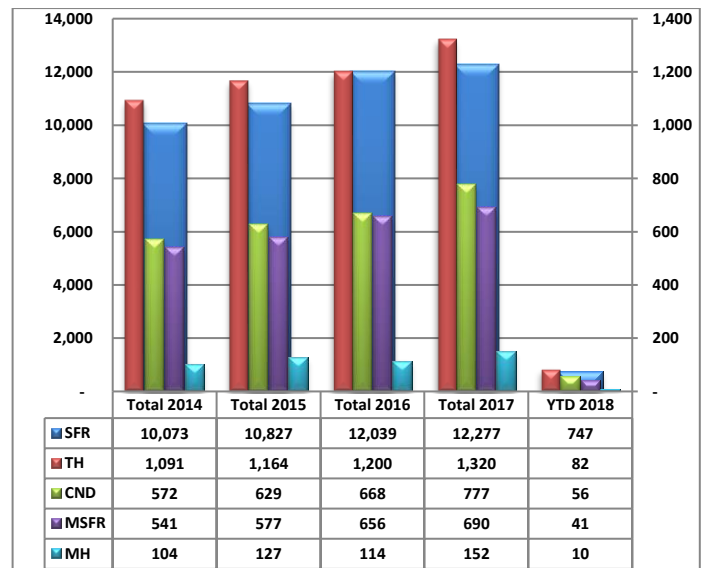
|                | <u>Current Year</u> | <u>Previous Year</u> | <u>Annual % Change</u> |
|----------------|---------------------|----------------------|------------------------|
| January        | 3,375               | 3,397                | -0.65%                 |
| December       | 3,453               | 3,347                | 3.17%                  |
| Month % Change | -2.26%              | 1.49%                |                        |

## January 2018 - Active and Sold by Zip Code

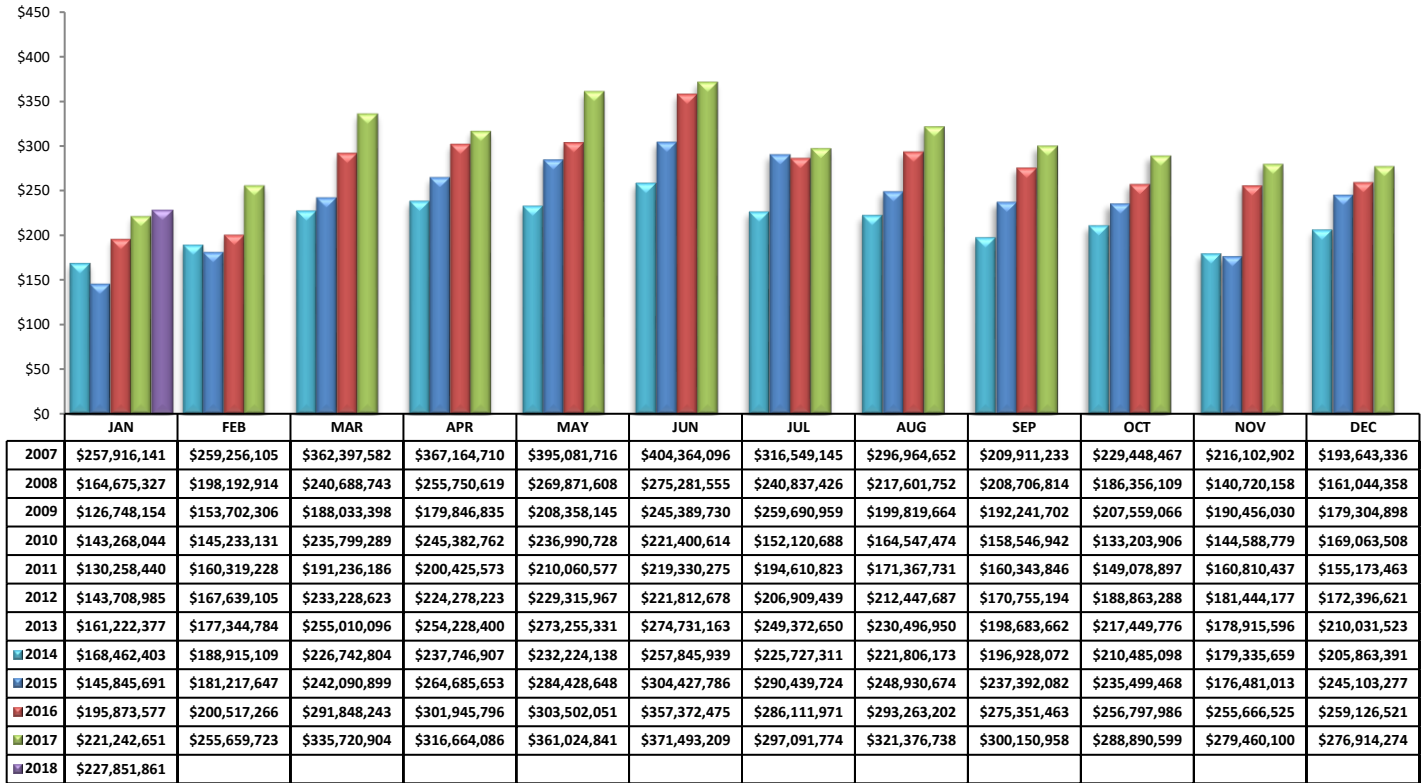
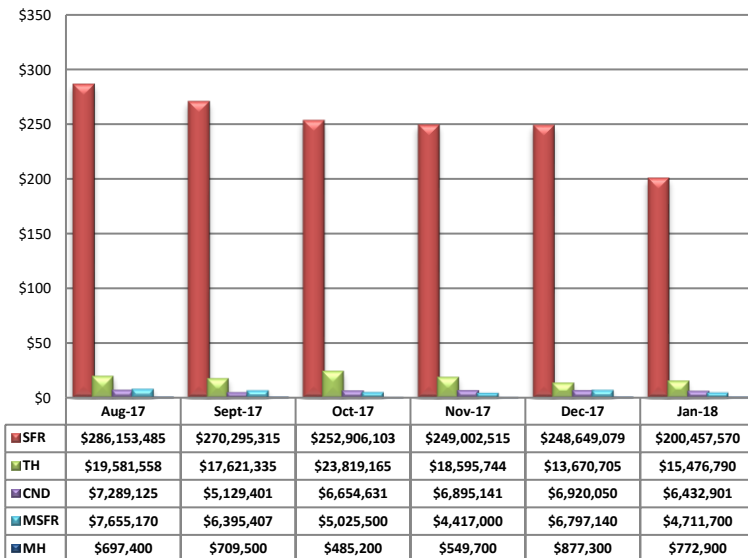
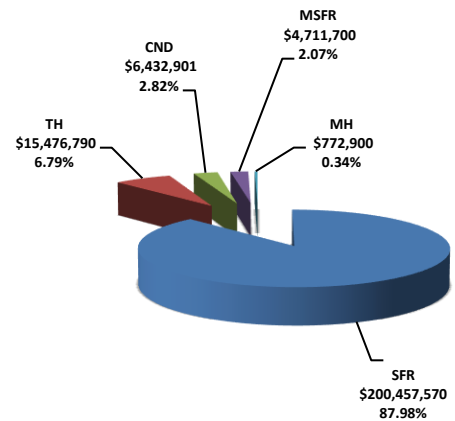
| <u>Zip Code</u> | <u># Active</u> | <u># Sold</u> | <u>%</u> | <u>Zip Code</u> | <u># Active</u> | <u># Sold</u> | <u>%</u> | <u>Zip Code</u> | <u># Active</u> | <u># Sold</u> | <u>%</u> | <u>Zip Code</u> | <u># Active</u> | <u># Sold</u> | <u>%</u> |
|-----------------|-----------------|---------------|----------|-----------------|-----------------|---------------|----------|-----------------|-----------------|---------------|----------|-----------------|-----------------|---------------|----------|
| 85123           | 0               | 0             | 0.00%    | 85645           | 0               | 0             | 0.00%    | 85713           | 94              | 31            | 32.98%   | 85740           | 0               | 0             | 0.00%    |
| 85145           | 13              | 3             | 23.08%   | 85648           | 0               | 0             | 0.00%    | 85714           | 15              | 9             | 60.00%   | 85741           | 64              | 32            | 50.00%   |
| 85245           | 0               | 0             | 0.00%    | 85653           | 112             | 20            | 17.86%   | 85715           | 84              | 24            | 28.57%   | 85742           | 126             | 41            | 32.54%   |
| 85601           | 0               | 0             | 0.00%    | 85654           | 0               | 0             | 0.00%    | 85716           | 115             | 13            | 11.30%   | 85743           | 132             | 49            | 37.12%   |
| 85602           | 0               | 0             | 0.00%    | 85658           | 180             | 32            | 17.78%   | 85717           | 0               | 0             | 0.00%    | 85745           | 122             | 25            | 20.49%   |
| 85611           | 0               | 0             | 0.00%    | 85701           | 21              | 3             | 14.29%   | 85718           | 235             | 39            | 16.60%   | 85746           | 64              | 18            | 28.13%   |
| 85614           | 0               | 0             | 0.00%    | 85704           | 97              | 34            | 35.05%   | 85719           | 72              | 30            | 41.67%   | 85747           | 90              | 38            | 42.22%   |
| 85616           | 0               | 0             | 0.00%    | 85705           | 56              | 26            | 46.43%   | 85730           | 60              | 40            | 66.67%   | 85748           | 69              | 22            | 31.88%   |
| 85619           | 16              | 0             | 0.00%    | 85706           | 51              | 17            | 33.33%   | 85734           | 0               | 0             | 0.00%    | 85749           | 126             | 17            | 13.49%   |
| 85623           | 9               | 3             | 33.33%   | 85709           | 0               | 0             | 0.00%    | 85735           | 39              | 13            | 33.33%   | 85750           | 192             | 49            | 25.52%   |
| 85629           | 5               | 1             | 20.00%   | 85710           | 141             | 62            | 43.97%   | 85736           | 36              | 3             | 8.33%    | 85755           | 186             | 41            | 22.04%   |
| 85637           | 2               | 0             | 0.00%    | 85711           | 103             | 30            | 29.13%   | 85737           | 111             | 32            | 28.83%   | 85756           | 52              | 23            | 44.23%   |
| 85641           | 153             | 35            | 22.88%   | 85712           | 99              | 31            | 31.31%   | 85739           | 183             | 41            | 22.40%   | 85757           | 50              | 9             | 18.00%   |

| Residential Listing Statistics        |               |                  |               |                 |               |            | Active Listings     |            | Days on Market                 |              |                    |     |
|---------------------------------------|---------------|------------------|---------------|-----------------|---------------|------------|---------------------|------------|--------------------------------|--------------|--------------------|-----|
|                                       | Total Active  | Total Contingent | Total Pending | Total Inventory |               | Total Sold | Area                | # Per Area | of Units Sold                  |              |                    |     |
| Under \$29,999                        | 7             | 1                | 1             | 9               |               | 4          | C                   | 475        | 1 -30 Days                     | 492          |                    |     |
| \$30,000 to \$39,999                  | 11            | 5                | 1             | 17              |               | 3          | E                   | 267        | 31-60 Days                     | 182          |                    |     |
| \$40,000 to \$49,999                  | 19            | 11               | 2             | 32              |               | 6          | N                   | 469        | 61 - 90 Days                   | 105          |                    |     |
| \$50,000 to \$59,999                  | 22            | 10               | 1             | 33              |               | 7          | NE                  | 216        | 91-120 Days                    | 51           |                    |     |
| \$60,000 to \$69,999                  | 33            | 8                | 4             | 45              |               | 11         | NW                  | 720        | 121 - 180 Days                 | 62           |                    |     |
| \$70,000 to \$79,999                  | 17            | 17               | 5             | 39              |               | 11         | S                   | 113        | Over 180 Days                  | 44           |                    |     |
| \$80,000 to \$89,999                  | 26            | 27               | 5             | 58              |               | 9          | SE                  | 90         | Avg. Days on Market<br>49      |              |                    |     |
| \$90,000 to \$99,999                  | 22            | 29               | 2             | 53              |               | 18         | SW                  | 186        |                                |              |                    |     |
| \$100,000 to \$119,999                | 65            | 45               | 19            | 129             |               | 49         | UNW                 | 195        | Avg. Sold Price<br>\$243,431   |              |                    |     |
| \$120,000 to \$139,999                | 125           | 115              | 23            | 263             |               | 75         | USE                 | 172        |                                |              |                    |     |
| \$140,000 to \$159,999                | 164           | 127              | 21            | 312             |               | 95         | W                   | 229        | Median Sale Price<br>\$200,000 |              |                    |     |
| \$160,000 to \$179,999                | 230           | 183              | 52            | 465             |               | 84         | XNE                 | 17         |                                |              |                    |     |
| \$180,000 to \$199,999                | 213           | 138              | 26            | 377             |               | 88         | XNW                 | 14         | New Listings<br>2,019          |              |                    |     |
| \$200,000 to \$249,999                | 464           | 229              | 61            | 754             |               | 170        | XSE                 | 9          |                                |              |                    |     |
| \$250,000 to \$299,999                | 397           | 162              | 40            | 599             |               | 112        | XSW                 | 45         |                                |              |                    |     |
| \$300,000 to \$399,999                | 543           | 191              | 52            | 786             |               | 98         | XW                  | 158        |                                |              |                    |     |
| \$400,000 to \$499,999                | 292           | 77               | 24            | 393             |               | 42         | Sold Units per Area |            | Sales Volume by Area           |              |                    |     |
| \$500,000 to \$749,999                | 358           | 55               | 12            | 425             |               | 33         | C                   | 134        | \$25,338,623                   |              |                    |     |
| \$750,000 to \$999,999                | 190           | 25               | 6             | 221             |               | 13         | E                   | 124        | \$21,666,938                   |              |                    |     |
| \$1,000,000 and over                  | 177           | 11               | 0             | 188             |               | 8          | N                   | 102        | \$42,362,707                   |              |                    |     |
|                                       |               |                  |               |                 |               |            | NE                  | 46         | \$13,445,808                   |              |                    |     |
|                                       |               |                  |               |                 |               |            | NW                  | 198        | \$56,651,114                   |              |                    |     |
|                                       |               |                  |               |                 |               |            | S                   | 49         | \$6,755,724                    |              |                    |     |
|                                       |               |                  |               |                 |               |            | SE                  | 30         | \$6,741,820                    |              |                    |     |
|                                       |               |                  |               |                 |               |            | SW                  | 46         | \$6,955,550                    |              |                    |     |
|                                       |               |                  |               |                 |               |            | UNW                 | 45         | \$12,859,565                   |              |                    |     |
| Totals                                | 3,375         | 1,466            | 357           | 5,198           |               | 936        | USE                 | 54         | \$12,696,945                   |              |                    |     |
|                                       |               |                  |               |                 |               |            | W                   | 68         | \$15,947,910                   |              |                    |     |
|                                       |               |                  |               |                 |               |            | XNE                 | 0          | \$0                            |              |                    |     |
|                                       | Jan-18        | Jan-17           | % Change      | YTD 2018        | YTD 2017      | % Change   | XNW                 | 3          | \$611,510                      |              |                    |     |
| Home Sales Volume                     | \$227,851,861 | \$221,242,651    | 2.99%         | \$227,851,861   | \$221,242,651 | 2.99%      | XSE                 | 0          | \$0                            |              |                    |     |
| Home Sales Units                      | 936           | 1,002            | -6.59%        | 936             | 1,002         | -6.59%     | XSW                 | 6          | \$669,400                      |              |                    |     |
| Average Sales Price (All Residential) | \$243,431     | \$220,801        | 10.25%        | \$243,431       | \$220,801     | 10.25%     | XW                  | 31         | \$5,148,247                    |              |                    |     |
| Median Sales Price                    | \$200,000     | \$185,000        | 8.11%         | \$200,000       | \$185,000     | 8.11%      | Total Volume        |            | \$227,851,861                  |              |                    |     |
| Average Days on Market:               | 49            | 50               | -2.00%        | 49              | 50            | -2.00%     |                     |            |                                |              |                    |     |
| Average List Price for Sold:          | \$249,970     | \$222,156        | 12.52%        | \$249,970       | \$222,156     | 12.52%     |                     |            |                                |              |                    |     |
| SP/LP %                               | 97.38%        | 99.39%           |               | 97.38%          | 99.39%        |            |                     |            |                                |              |                    |     |
| Total Under Contract                  | 1,823         | 1,864            | -2.20%        |                 |               |            |                     |            |                                |              | Types of Financing |     |
| Active Listings                       | 3,375         | 3,397            | -0.65%        |                 |               |            |                     |            |                                |              | FHA                | 159 |
| New Listings                          | 2,019         | 2,093            | -3.54%        |                 |               |            |                     |            |                                |              | VA                 | 94  |
|                                       |               |                  |               |                 |               |            |                     |            |                                | Other        | 13                 |     |
|                                       |               |                  |               |                 |               |            |                     |            |                                | Cash         | 246                |     |
|                                       |               |                  |               |                 |               |            |                     |            |                                | Conventional | 417                |     |
|                                       |               |                  |               |                 |               |            |                     |            |                                | Cash/Loan    | 0                  |     |
|                                       |               |                  |               |                 |               |            |                     |            |                                | Carryback    | 7                  |     |

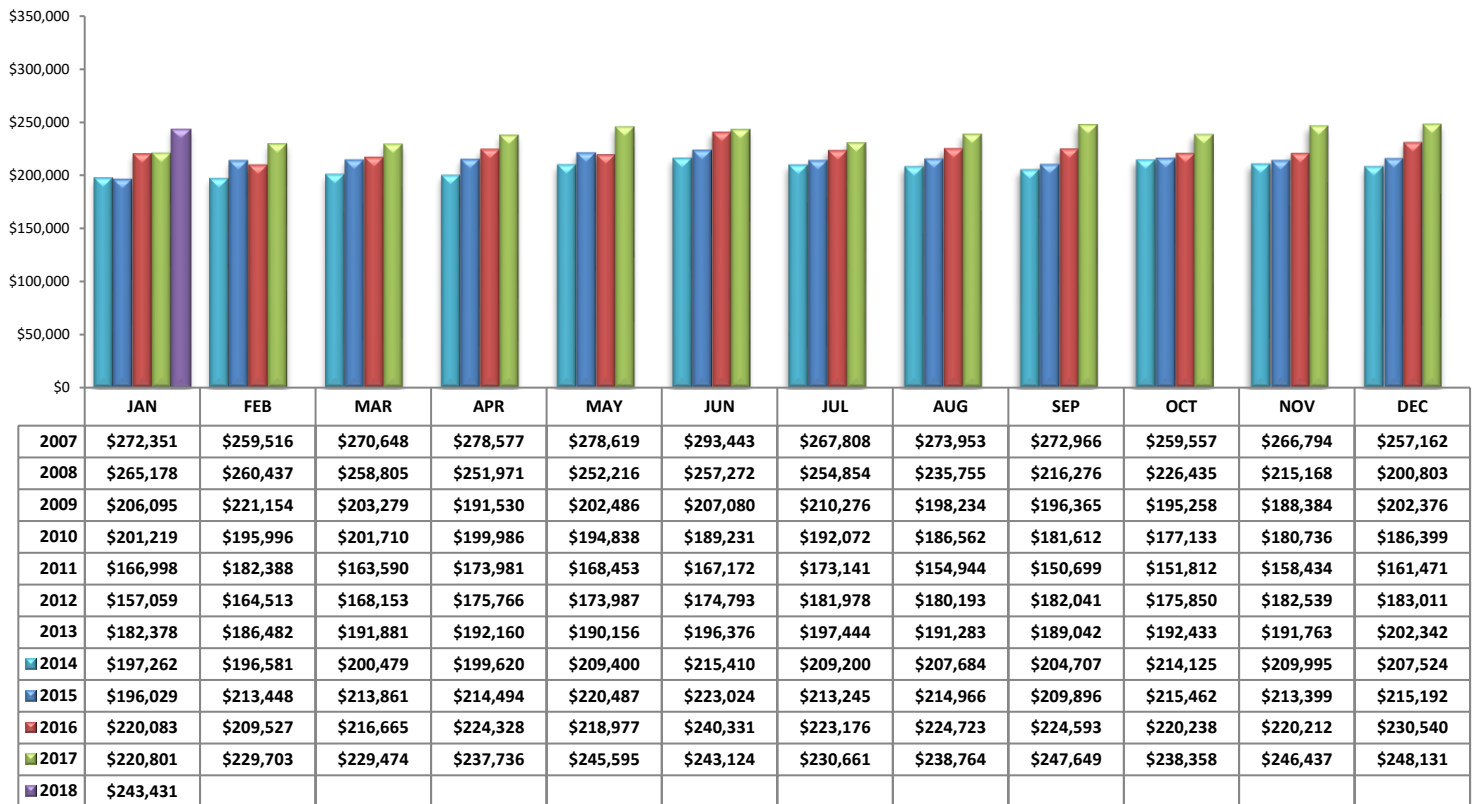
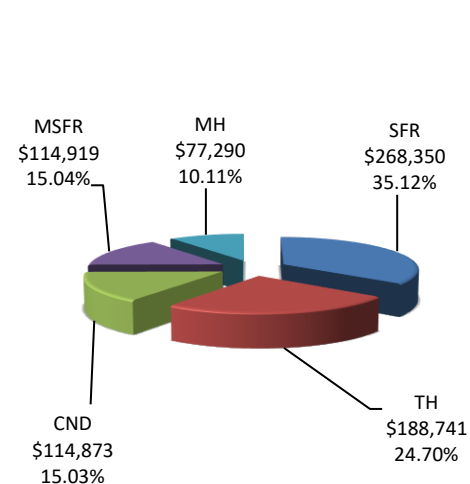
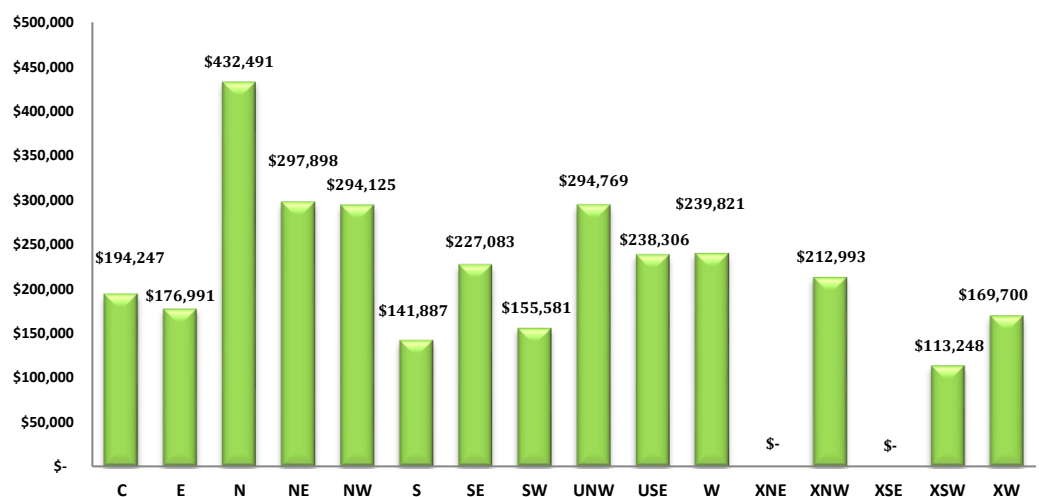
Please note: The data contained in this report is dynamic in nature and therefore subject to change and adjustment with the passage of time. These figures and charts are an approximation of the flow of business as observed through the Multiple Listing Service of Southern Arizona. This report does not 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® nor the Multiple Listing Service of Southern Arizona guarantees nor is in any way responsible for its accuracy.

**Total Unit Sales – January 2018****Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

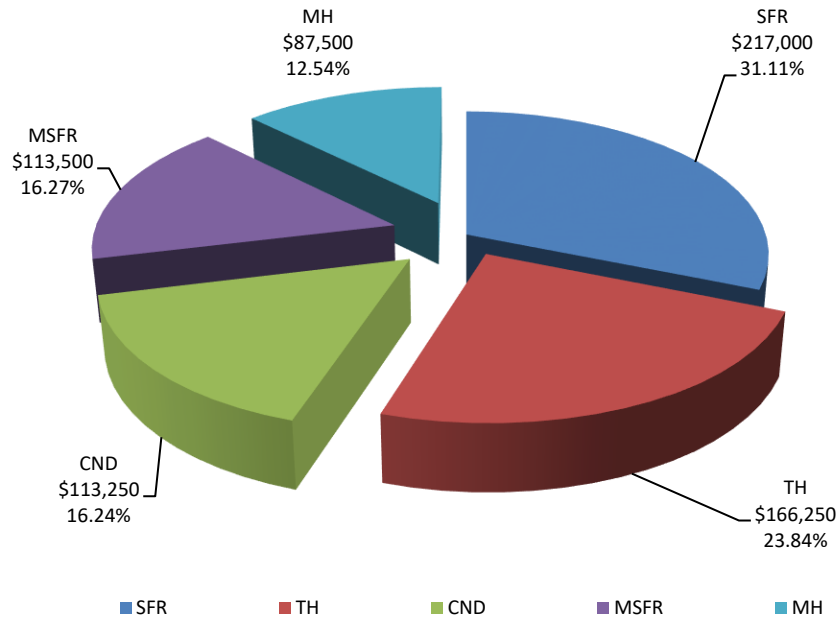
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**Total Sales Volume - January 2018****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

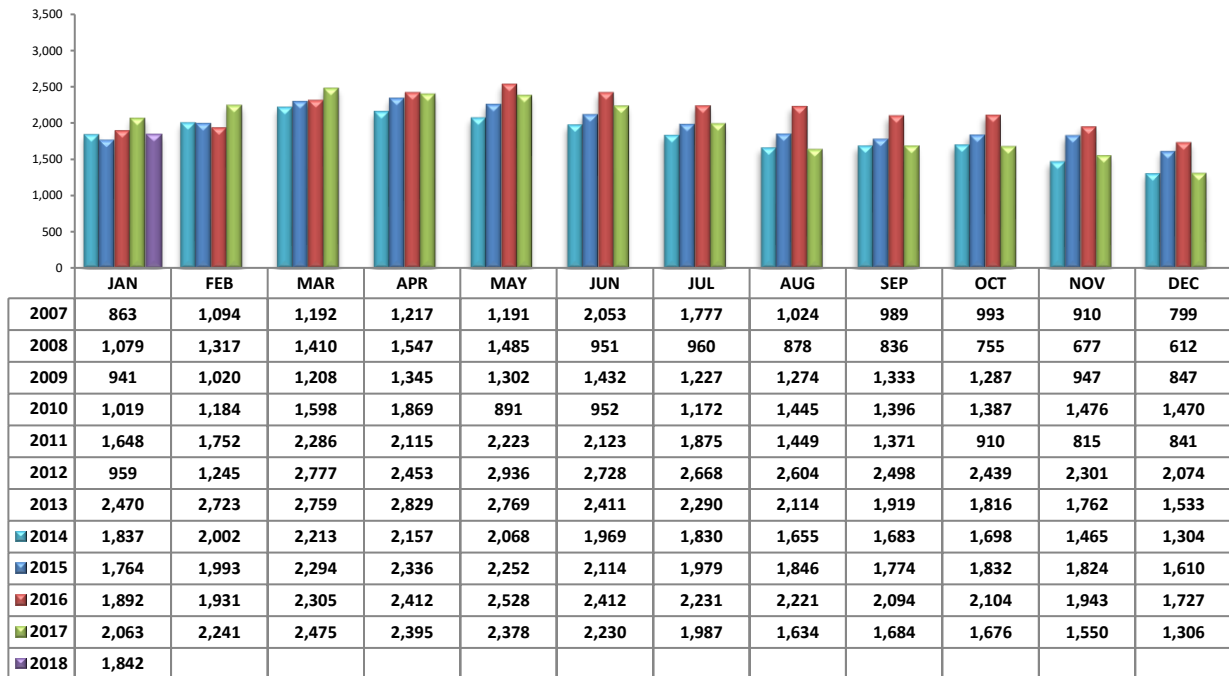
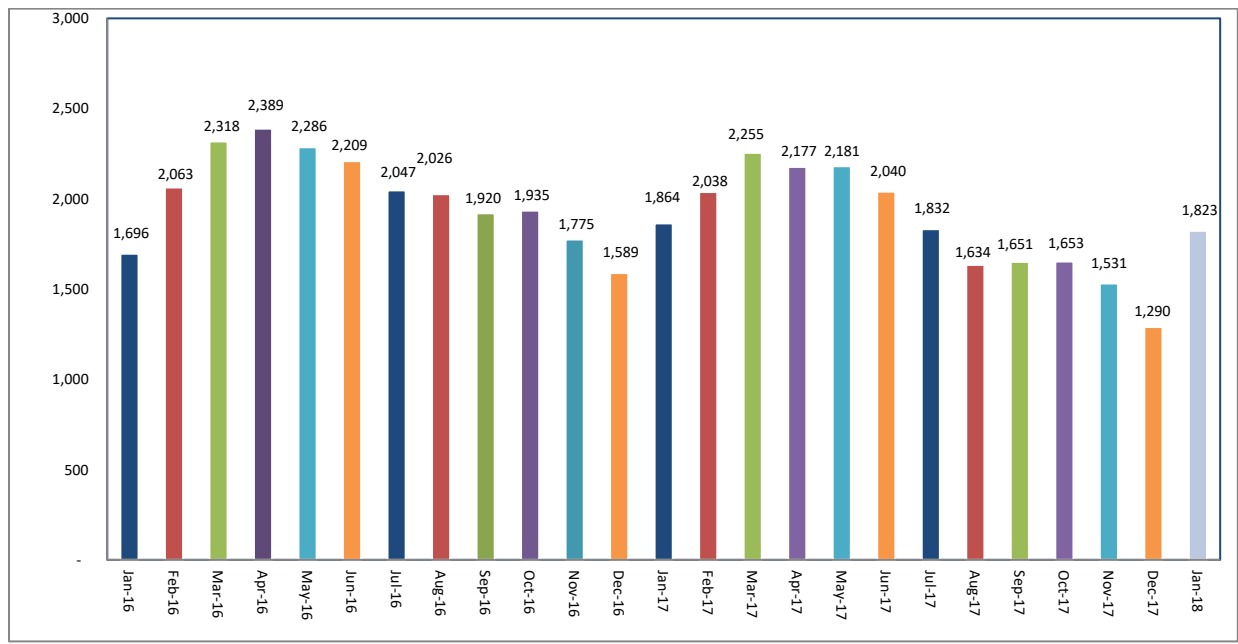
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**Average Sales Price – January 2018****Average Sales Price by Type – January 2018****Average "Listing" Price per Area – January 2018**

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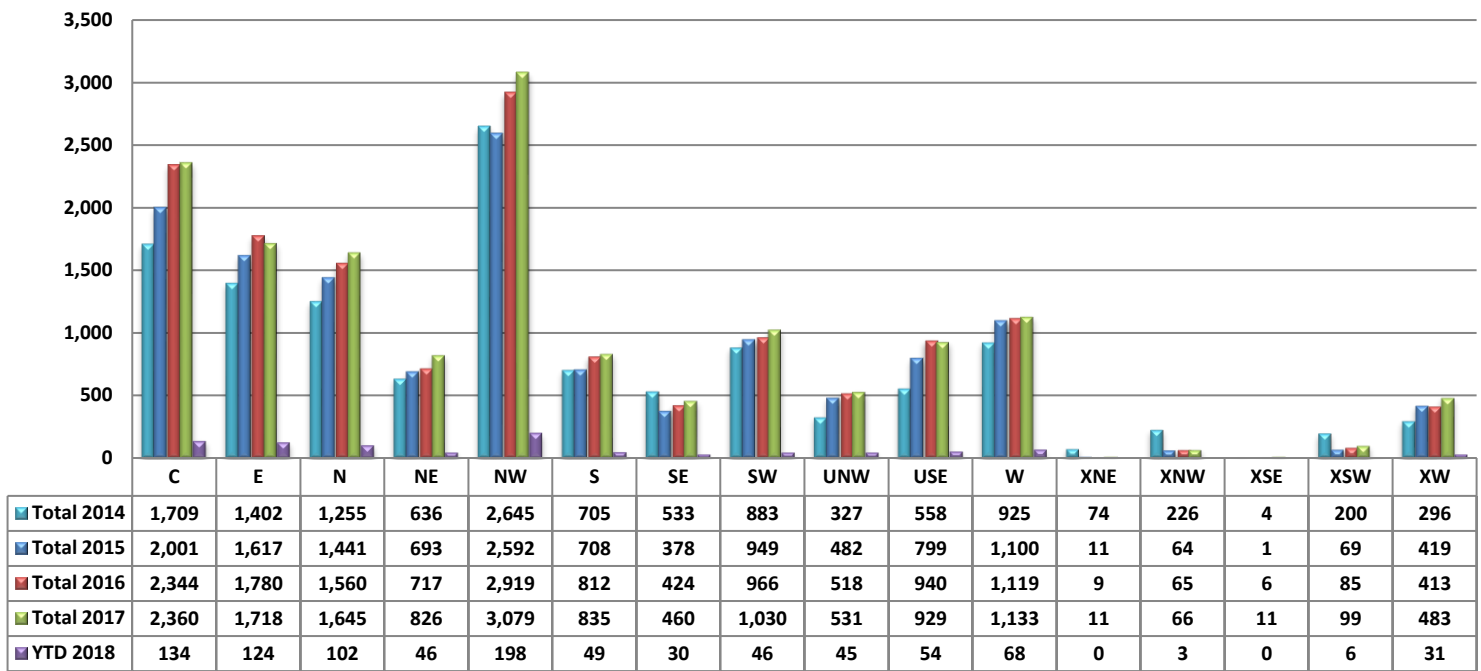
**Median Sale Price - by Type****Median Sale Price - January 2018**

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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**

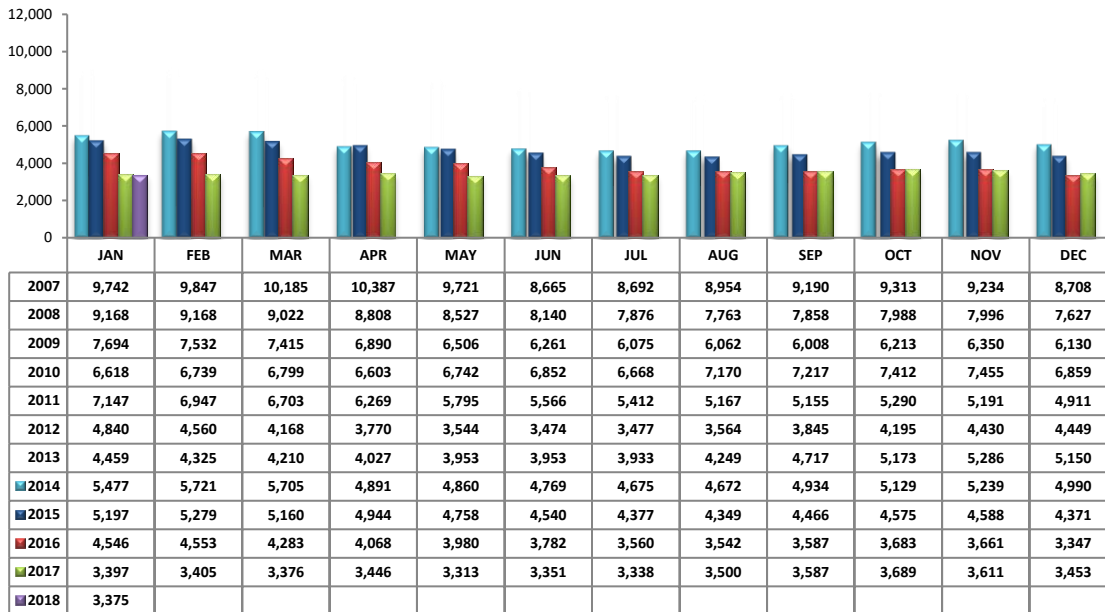
|     | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| C   | \$129,136    | \$216,503  | \$212,093  | \$428,750   | \$189,094    |
| E   | \$102,056    | \$174,678  | \$222,143  | \$325,000   | \$174,733    |
| N   | \$217,794    | \$350,191  | \$644,500  | \$764,875   | \$415,320    |
| NE  | \$117,213    | \$286,378  | \$375,562  | \$996,250   | \$292,300    |
| NW  | \$245,260    | \$267,248  | \$342,612  | \$370,111   | \$286,116    |
| S   | \$93,056     | \$143,446  | \$169,350  | \$154,500   | \$137,871    |
| SE  | \$168,250    | \$228,607  | \$234,312  | \$308,000   | \$224,727    |
| SW  | \$121,435    | \$163,431  | \$183,977  | \$130,150   | \$151,207    |
| UNW | \$286,403    | \$290,795  | \$197,500  | \$339,000   | \$285,768    |
| USE | \$207,857    | \$211,026  | \$261,938  | \$0         | \$235,128    |
| W   | \$160,375    | \$225,128  | \$267,105  | \$534,450   | \$234,528    |
| XNE | \$0          | \$0        | \$0        | \$0         | \$0          |
| XNW | \$0          | \$208,755  | \$0        | \$194,000   | \$203,836    |
| XSE | \$0          | \$0        | \$0        | \$0         | \$0          |
| XSW | \$0          | \$79,400   | \$0        | \$272,400   | \$111,566    |
| XW  | \$178,433    | \$148,515  | \$213,163  | \$150,500   | \$166,072    |

**Units Sold per Area by # of Bedrooms**

|     | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| C   | 51           | 64         | 15         | 4           | 134          |
| E   | 23           | 70         | 29         | 2           | 124          |
| N   | 35           | 34         | 20         | 13          | 102          |
| NE  | 11           | 25         | 8          | 2           | 46           |
| NW  | 47           | 91         | 51         | 9           | 198          |
| S   | 11           | 26         | 10         | 2           | 49           |
| SE  | 4            | 17         | 8          | 1           | 30           |
| SW  | 17           | 19         | 9          | 1           | 46           |
| UNW | 20           | 22         | 2          | 1           | 45           |
| USE | 7            | 21         | 26         | 0           | 54           |
| W   | 12           | 35         | 19         | 2           | 68           |
| XNE | 0            | 0          | 0          | 0           | 0            |
| XNW | 0            | 2          | 0          | 1           | 3            |
| XSE | 0            | 0          | 0          | 0           | 0            |
| XSW | 0            | 5          | 0          | 1           | 6            |
| XW  | 3            | 20         | 7          | 1           | 31           |

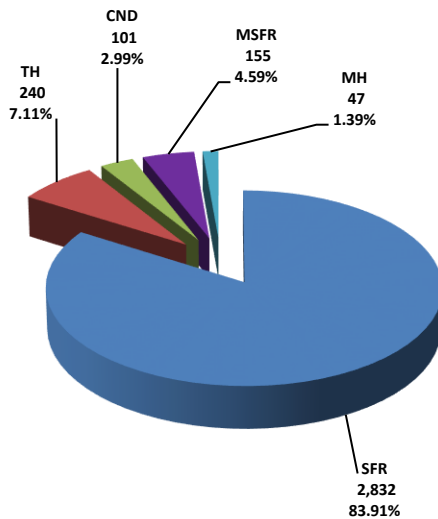
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## Active Listings

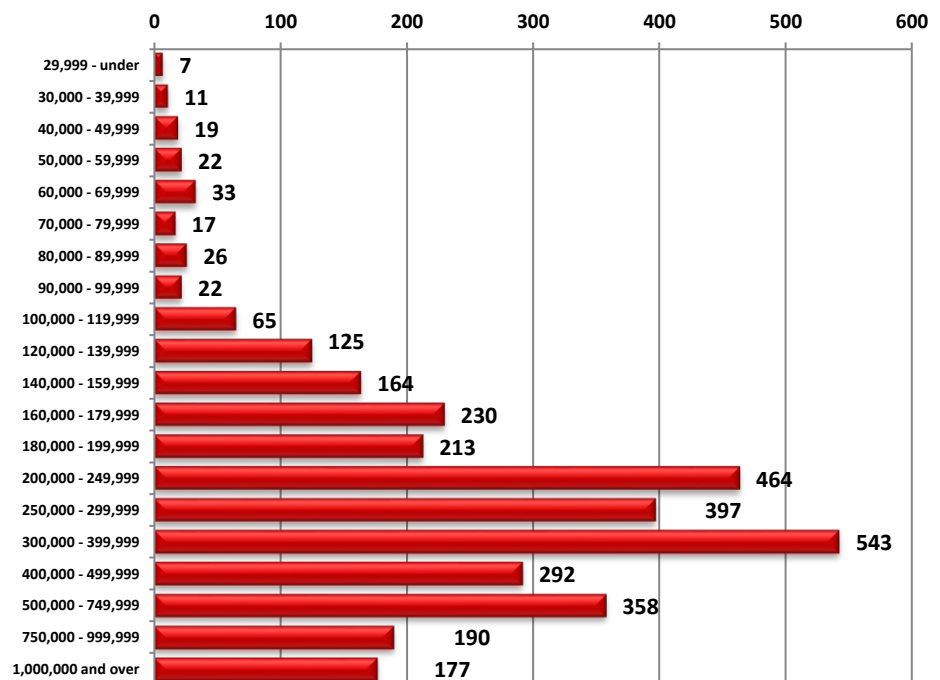


| Area | # of Listings |
|------|---------------|
| C    | 475           |
| E    | 267           |
| N    | 469           |
| NE   | 216           |
| NW   | 720           |
| S    | 113           |
| SE   | 90            |
| SW   | 186           |
| UNW  | 195           |
| USE  | 172           |
| W    | 229           |
| XNE  | 17            |
| XNW  | 14            |
| XSE  | 9             |
| XSW  | 45            |
| XW   | 158           |

## Active Listings Unit Breakdown

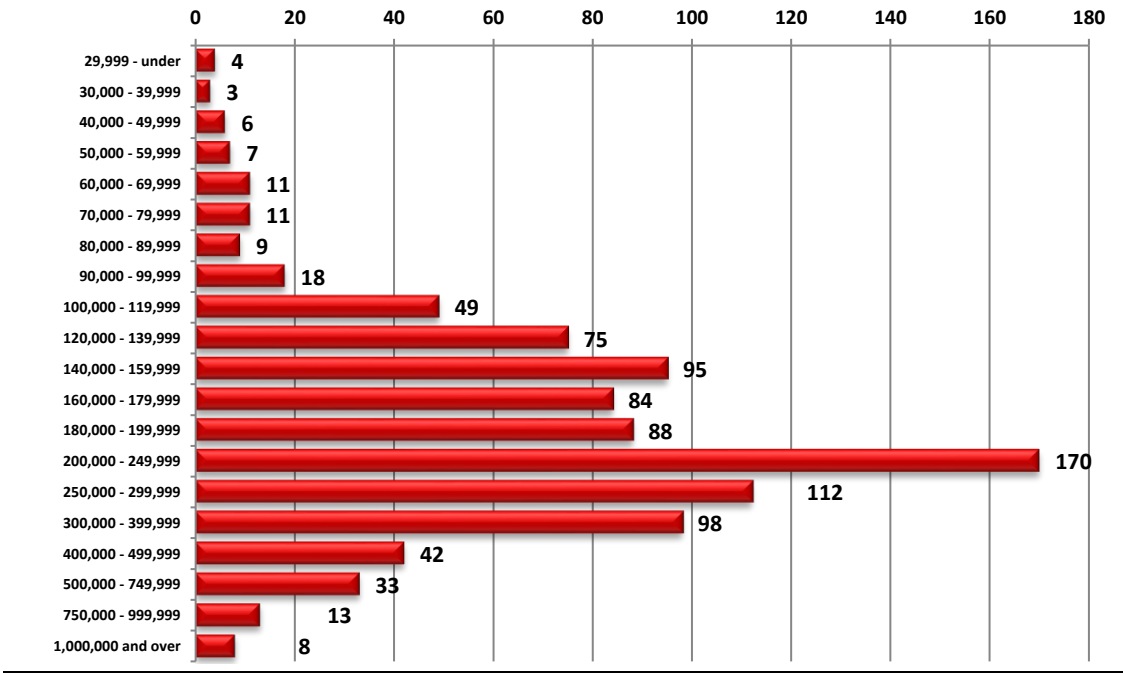


## Active Listings Price Breakdown

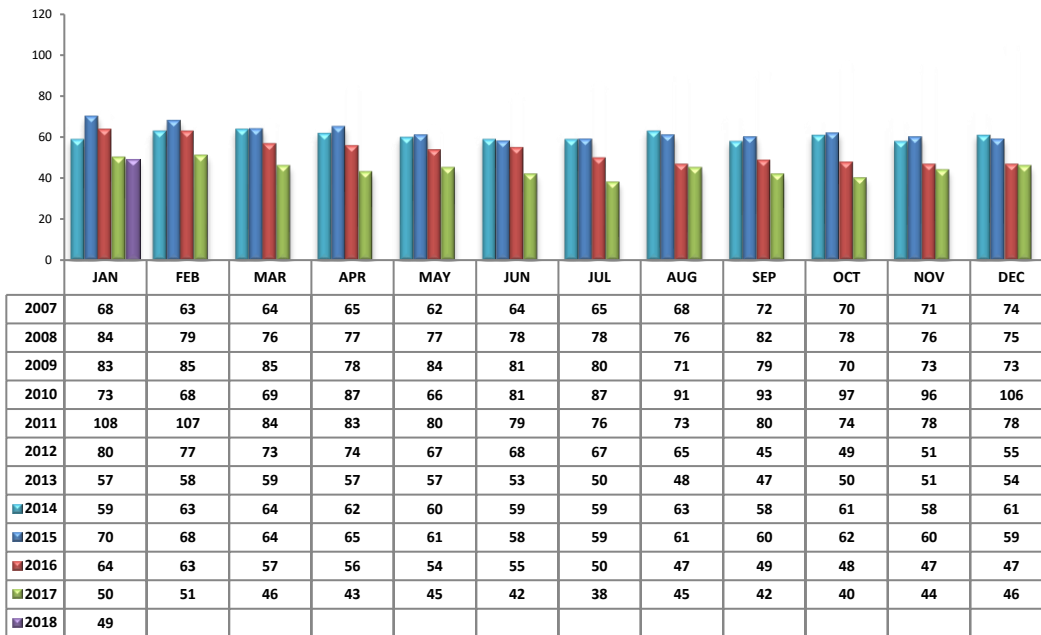


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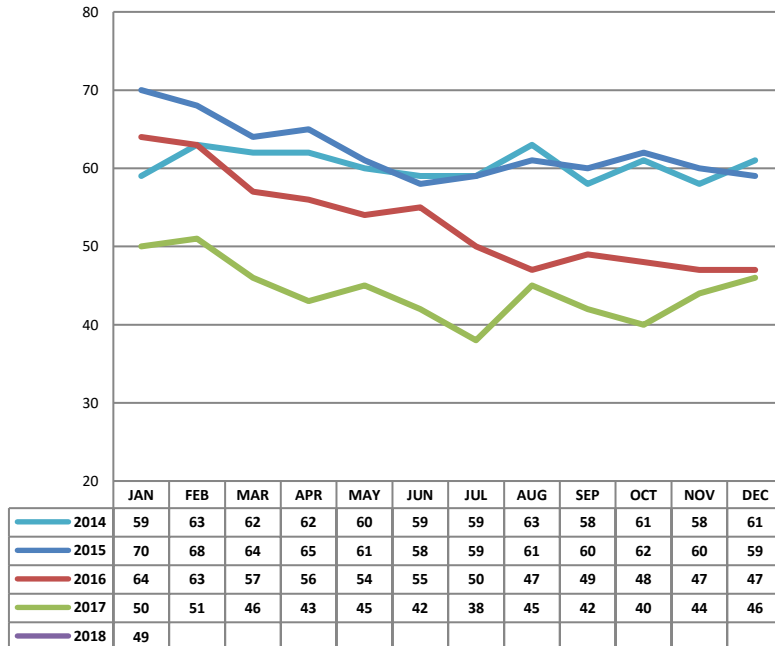
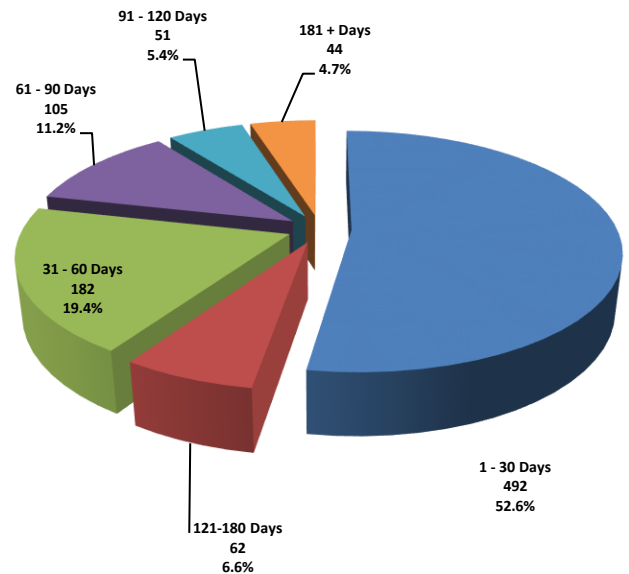
**Sold Price Breakdown**



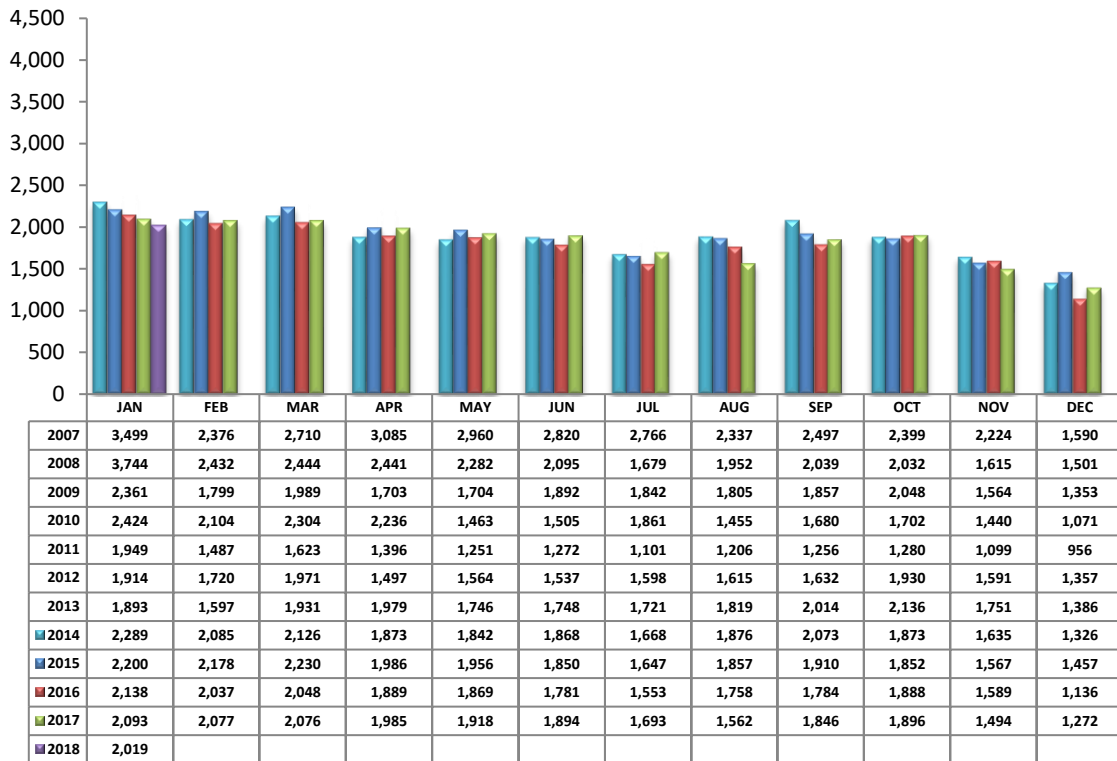
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**Average Days on Market/Listing - January 2018**

| Area | # of Listings |
|------|---------------|
| C    | 45            |
| E    | 32            |
| N    | 66            |
| NE   | 34            |
| NW   | 53            |
| S    | 35            |
| SE   | 37            |
| SW   | 51            |
| UNW  | 68            |
| USE  | 60            |
| W    | 50            |
| XNE  | 0             |
| XNW  | 35            |
| XSE  | 0             |
| XSW  | 39            |
| XW   | 62            |

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

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**New Listings - January 2018**

| Area | # of Listings |
|------|---------------|
| C    | 285           |
| E    | 212           |
| N    | 268           |
| NE   | 122           |
| NW   | 425           |
| S    | 91            |
| SE   | 64            |
| SW   | 118           |
| UNW  | 87            |
| USE  | 103           |
| W    | 147           |
| XNE  | 1             |
| XNW  | 8             |
| XSE  | 6             |
| XSW  | 17            |
| XW   | 65            |

\*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. |
|-----------|---------|-----------|---------------|
| 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            |
| 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            |

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### Notes on 2017 Area Boundary Updates

In January 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 January 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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