

**For Immediate  
Release:**  
**August 8, 2017**

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# Multiple Listing Service of Southern Arizona

## Monthly Statistics **July 2017**

Below are some highlights from the July Residential Sales Statistics:

- Total Sales Volume of \$318,919,230 is a decrease of 20.08% from June's number of \$399,061,482, but is an increase of 4.40% over July 2016.
- The Average Sales Price of \$226,827 is a 4.79% decrease from \$238,245 last month.
- Average List Price fell from \$243,575 in June to \$231,299 in July, resulting in a 5.04% decline.
- Total Under Contract decreased this month by 10.90%.
- Total Unit Sales of 1,406 is a decrease from June's number of 1,675, a 16.06% drop.
- The Median Sales Price decreased 4.14% since last month, going from \$200,000 in June to \$191,725 in July, but is a 5.63% increase from July 2016.
- New Listings of 1,827 decreased from 2,048 last month.
- Total Active Listings of 3,602 is a decrease from 3,625 last month.
- Average Days on Market dropped from 44 last month to 39 this month and is the lowest it has been in over 10 years.
- Conventional loan sales of 40.6% exceeded Cash Sales of 24%.

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®.



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## July 2017 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
July	\$318,919,230	\$305,485,314	4.40%
June	\$399,061,482	\$384,524,826	3.78%
Month % Change	-20.08%	-20.56%	

### Average Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
July	\$226,827	\$218,985	3.58%
June	\$238,245	\$234,752	1.49%
Month % Change	-4.79%	-6.72%	

### Average List Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
July	\$231,299	\$224,771	2.90%
June	\$243,575	\$240,584	1.24%
Month % Change	-5.04%	-6.57%	

### Total Under Contract

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
July	1,987	2,231	-10.94%
June	2,230	2,412	-7.55%
Month % Change	-10.90%	-7.50%	

### Total Unit Sales

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
July	1,406	1,395	0.79%
June	1,675	1,638	2.26%
Month % Change	-16.06%	-14.84%	

### Median Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
July	\$191,725	\$181,500	5.63%
June	\$200,000	\$190,000	5.26%
Month % Change	-4.14%	-4.47%	

### New Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
July	1,827	1,677	8.94%
June	2,048	1,917	6.83%
Month % Change	-10.79%	-12.52%	

### Active Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
July	3,602	3,936	-8.49%
June	3,625	4,175	-13.17%
Month % Change	-0.63%	-5.72%	

## July 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>
85143	0	0	0.00%	85645	0	0	0.00%	85713	75	32	42.67%	85740	0	0	0.00%
85145	11	6	54.55%	85648	0	0	0.00%	85714	14	8	57.14%	85741	63	44	69.84%
85245	0	0	0.00%	85653	103	29	28.16%	85715	82	37	45.12%	85742	138	60	43.48%
85601	0	0	0.00%	85654	0	0	0.00%	85716	109	39	35.78%	85743	153	56	36.60%
85602	5	0	0.00%	85658	144	37	25.69%	85717	0	0	0.00%	85745	103	30	29.13%
85611	0	0	0.00%	85701	14	3	21.43%	85718	234	47	20.09%	85746	54	36	66.67%
85614	107	51	47.66%	85704	98	45	45.92%	85719	96	41	42.71%	85747	96	51	53.13%
85616	0	0	0.00%	85705	68	29	42.65%	85730	84	59	70.24%	85748	67	32	47.76%
85619	27	0	0.00%	85706	41	26	63.41%	85734	0	0	0.00%	85749	123	32	26.02%
85622	25	11	44.00%	85709	0	0	0.00%	85735	39	7	17.95%	85750	172	51	29.65%
85623	19	3	15.79%	85710	115	85	73.91%	85736	29	7	24.14%	85755	192	46	23.96%
85629	134	57	42.54%	85711	83	40	48.19%	85737	126	67	53.17%	85756	62	31	50.00%
85641	160	60	37.50%	85712	102	44	43.14%	85739	163	38	23.31%	85757	71	29	40.85%

NOTE:

85637- 1 active listing

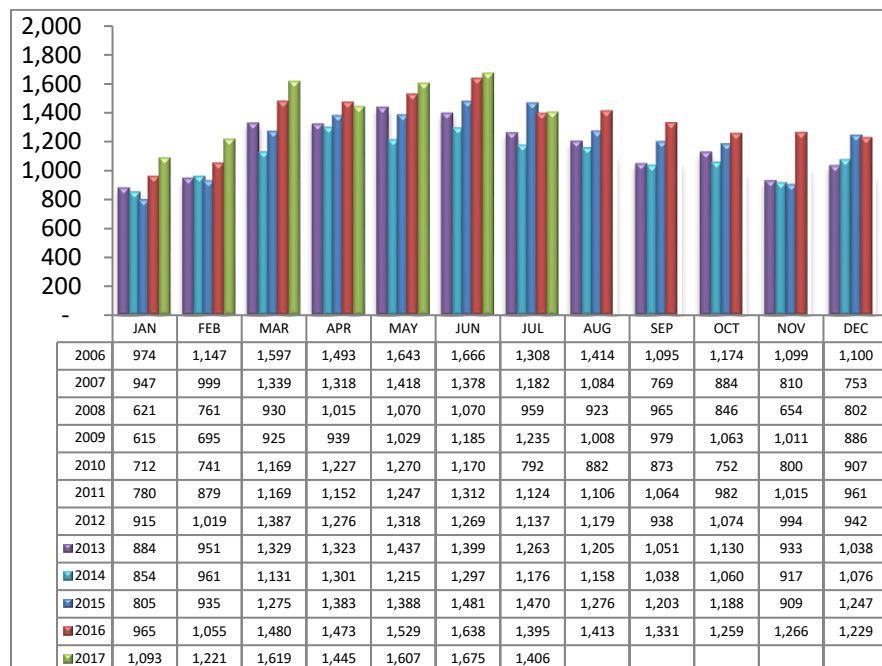
Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold	
Under \$29,999	7	4	0	2	13	4	C	444	1 -30 Days	843
\$30,000 to \$39,999	10	0	0	1	11	8	E	184	31-60 Days	262
\$40,000 to \$49,999	28	5	2	2	37	12	N	436	61 - 90 Days	140
\$50,000 to \$59,999	30	11	2	1	44	14	NE	220	91-120 Days	68
\$60,000 to \$69,999	28	14	1	3	46	19	NW	1074	121 - 180 Days	50
\$70,000 to \$79,999	31	17	4	7	59	10	S	130	Over 180 Days	43
\$80,000 to \$89,999	29	21	4	7	61	18	SE	287	Avg. Days on Market 39	
\$90,000 to \$99,999	45	28	3	3	79	25	SW	187		
\$100,000 to \$119,999	79	75	9	15	178	73	W	165	Avg. Sold Price \$226,827	
\$120,000 to \$139,999	142	142	8	32	324	111	XNE	29		
\$140,000 to \$159,999	199	171	11	39	420	159	XNW	56	Median Sale Price \$191,725	
\$160,000 to \$179,999	269	194	11	38	512	160	XS	237		
\$180,000 to \$199,999	232	144	11	31	418	143	XSW	121	New Listings 1,827	
\$200,000 to \$249,999	584	222	14	56	876	233	XW	32		
\$250,000 to \$299,999	421	155	6	38	620	141	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	509	154	8	54	725	155	C	177	\$34,410,436	
\$400,000 to \$499,999	318	69	3	20	410	59	E	119	\$21,271,383	
\$500,000 to \$749,999	319	54	0	25	398	50	N	111	\$43,307,756	
\$750,000 to \$999,999	162	16	0	4	182	9	NE	71	\$20,438,476	
\$1,000,000 and over	160	8	0	8	176	3	NW	384	\$102,050,652	
							S	78	\$11,277,445	
							SE	138	\$27,371,229	
							SW	80	\$12,775,192	
							W	61	\$12,013,439	
							XNE	0	\$0	
							XNW	18	\$3,215,552	
							XS	105	\$21,905,011	
							XSW	51	\$7,100,095	
							XW	13	\$1,782,564	
Totals	3,602	1,504	97	386	5,589	1,406				
	July-17	July-16	% Change	YTD 2017	YTD 2016	% Change	Total Volume		\$318,919,230	
Home Sales Volume	\$318,919,230	\$305,485,314	4.40%	\$2,316,809,357	\$2,085,197,306	11.11%				
Home Sales Units	1,406	1,395	0.79%	10,066	9,535	5.57%				
Average Sales Price (All Residential)	\$226,827	\$218,985	3.58%	\$231,503	\$222,056	4.25%				
Median Sales Price	\$191,725	\$181,500	5.63%	\$196,219	\$182,452	7.55%				
Average Days on Market:	39	50	-22.00%	46	54	-14.81%				
Average List Price for Solds:	\$231,299	\$224,771	2.90%	\$241,640	\$227,659	6.14%				
SP/LP %	98.07%	97.43%		95.80%	97.54%					
Total Under Contract	1,987	2,231	-10.94%							
Active Listings	3,602	3,936	-8.49%							
New Listings	1,827	1,677	8.94%							

Types of Financing		Totals
FHA		277
VA		188
Other		28
Cash		338
Conventional		570
Cash/Loan		0
Carryback		5

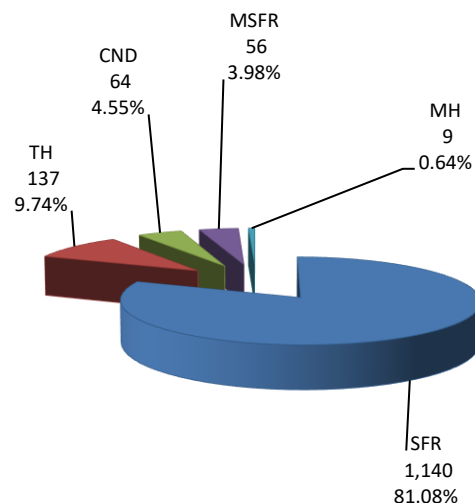
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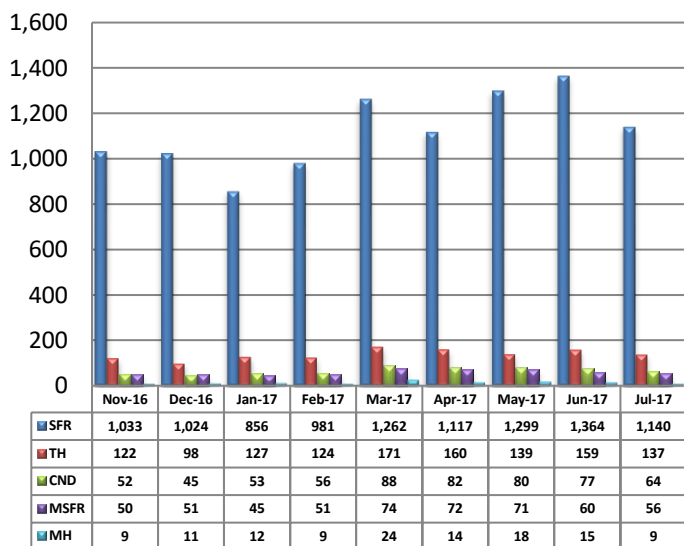
## Total Unit Sales - July 2017



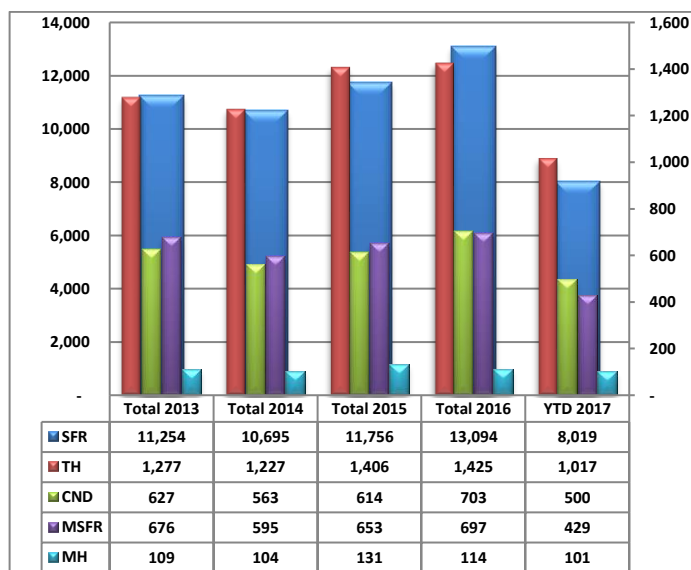
## Unit Sales - Breakdown by Type



## Total Unit Sales By Type - Monthly Comparison

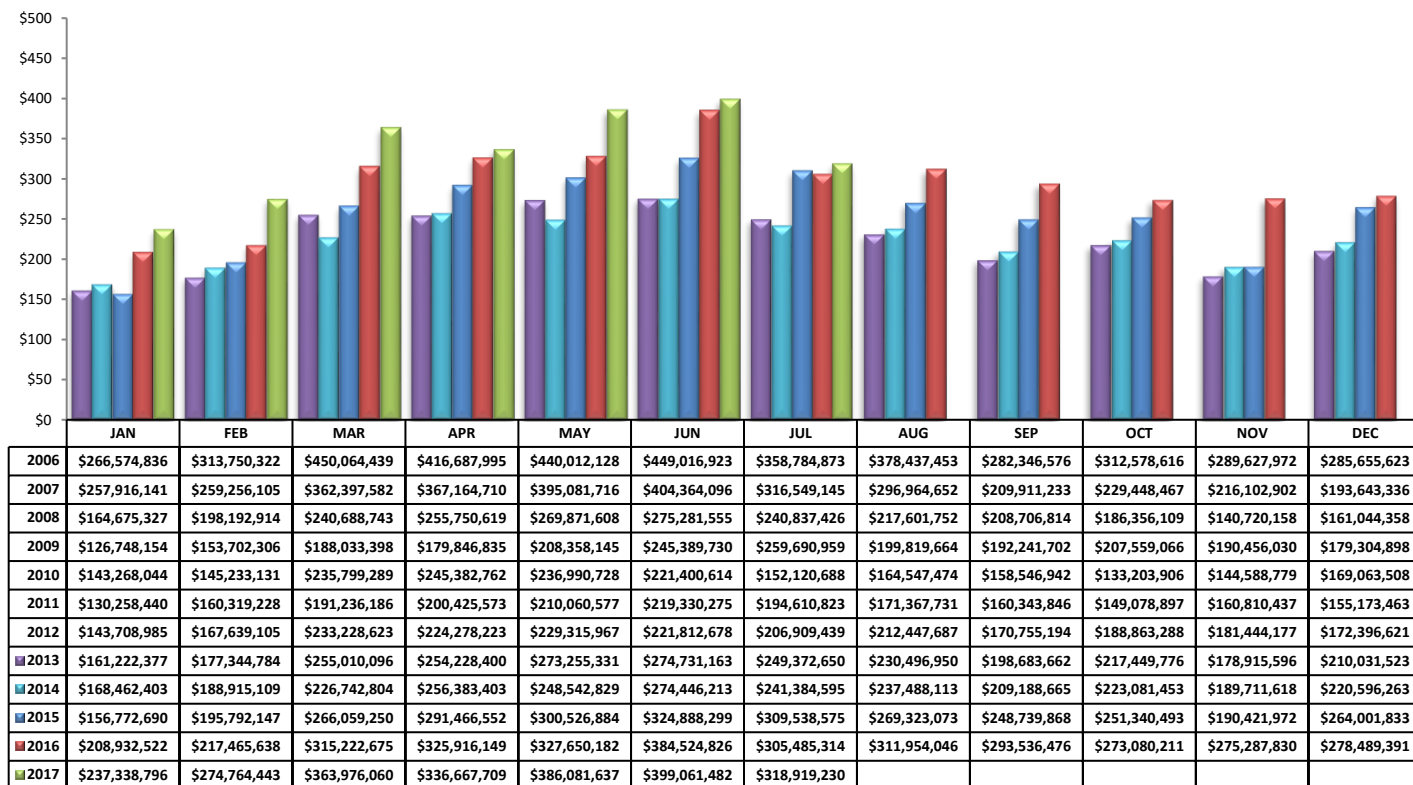


## YTD Annual Comparison - Breakdown by Type

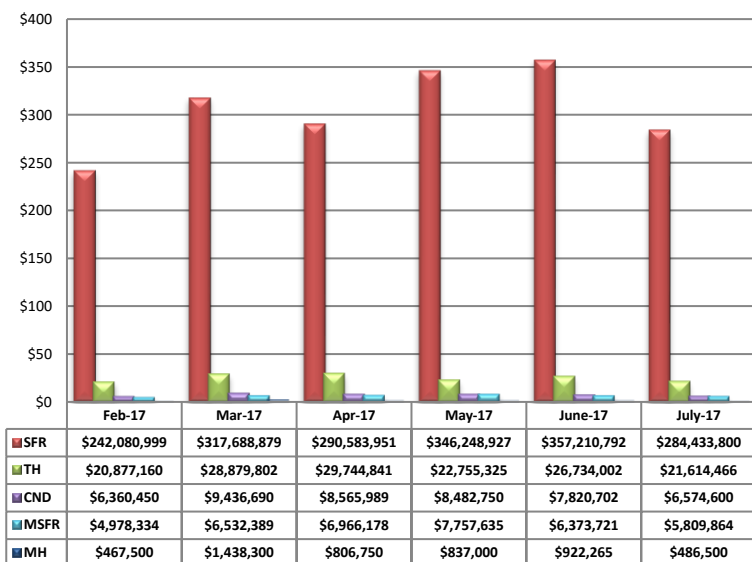


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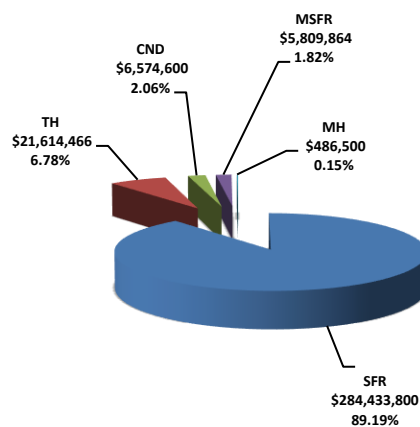
## Total Sales Volume - July 2017



## Total Sales Volume By Type - Monthly Comparison

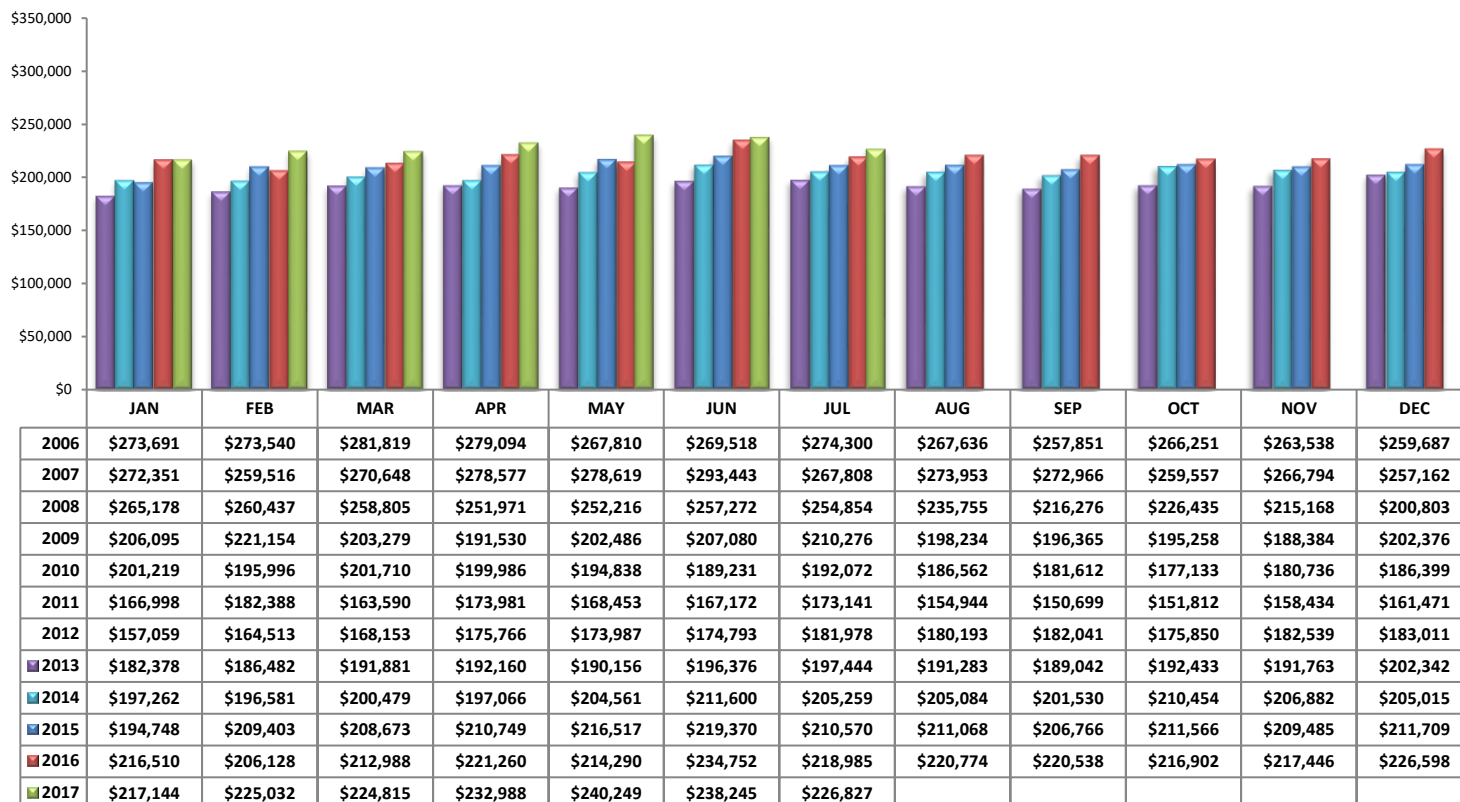


## Monthly Volume by Type

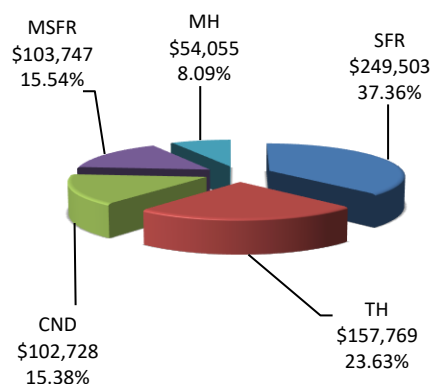


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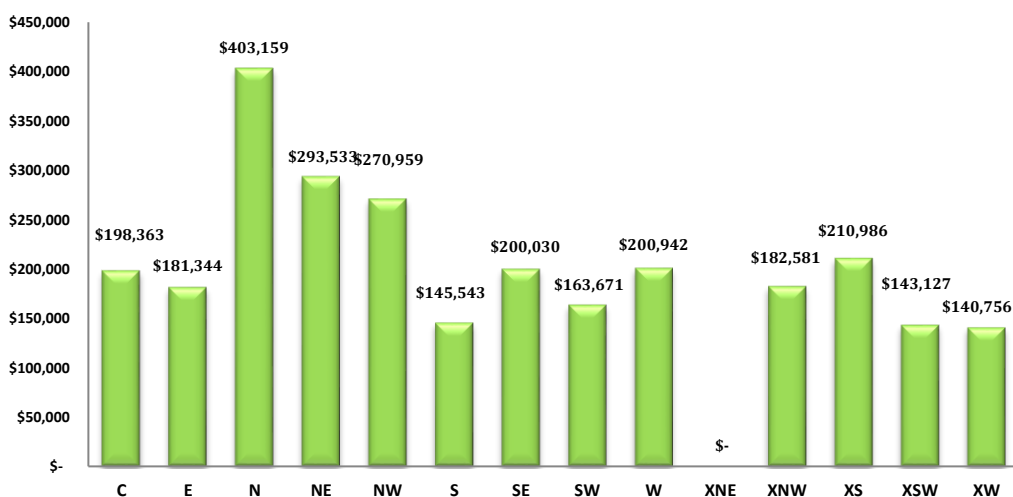
## Average Sales Price – July 2017



## Average Sales Price by Type – July 2017

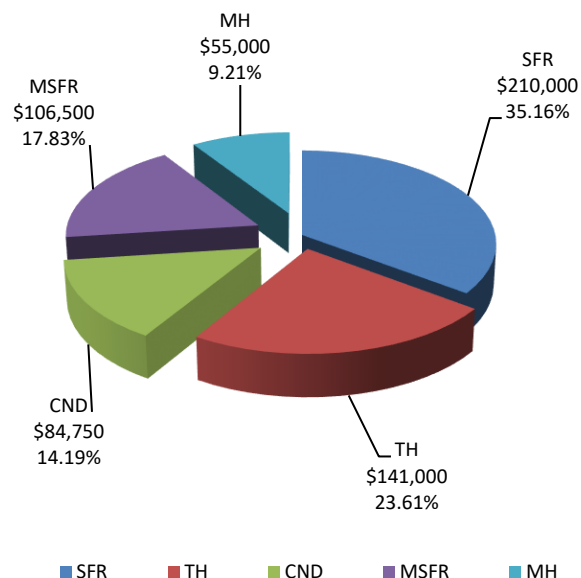


## Average "Listing" Price per Area – July 2017

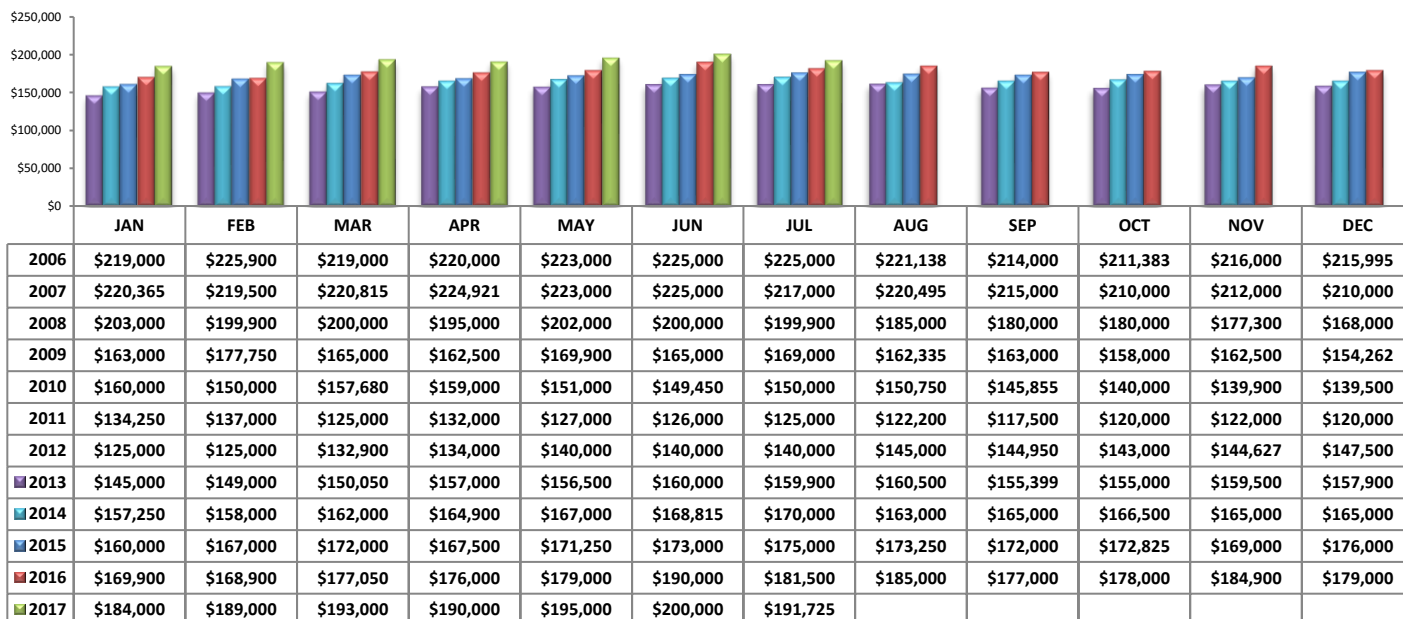


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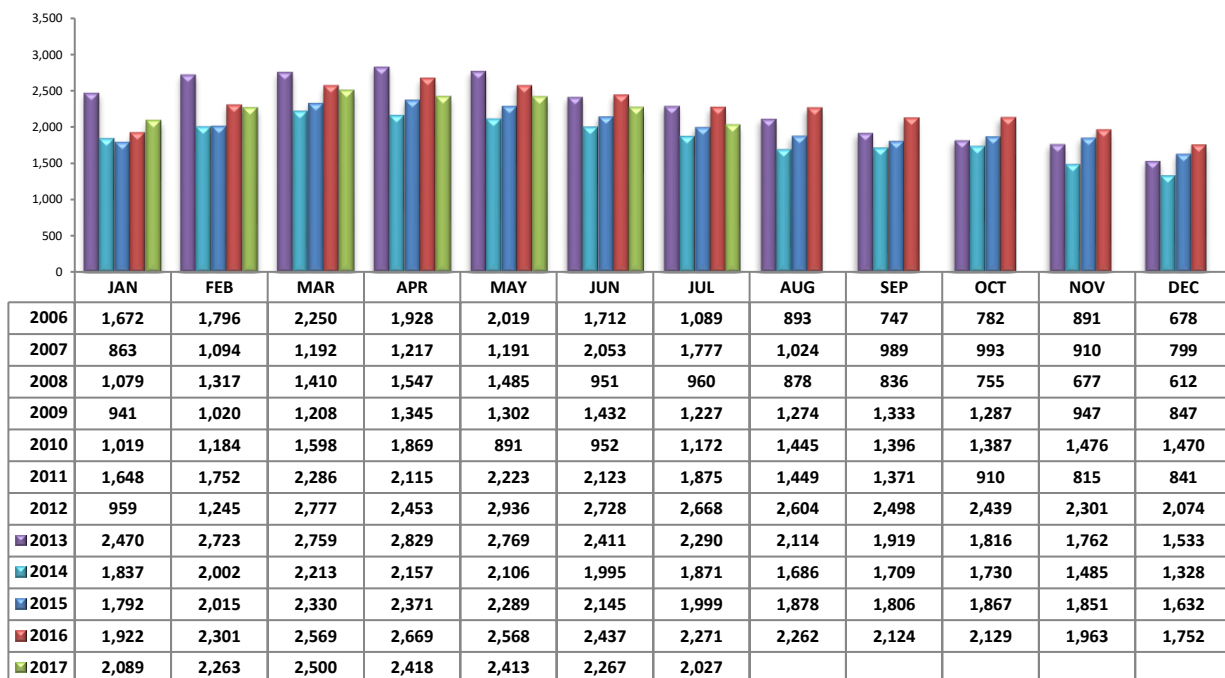
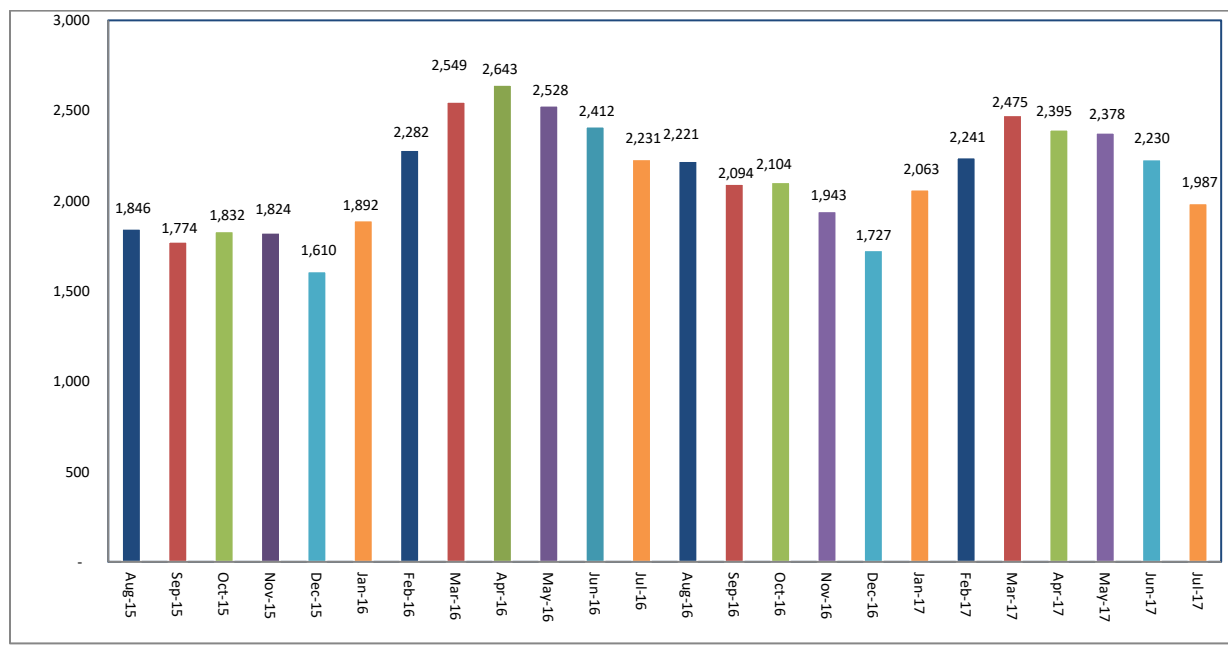
## Median Sale Price – by Type



## Median Sale Price – July 2017



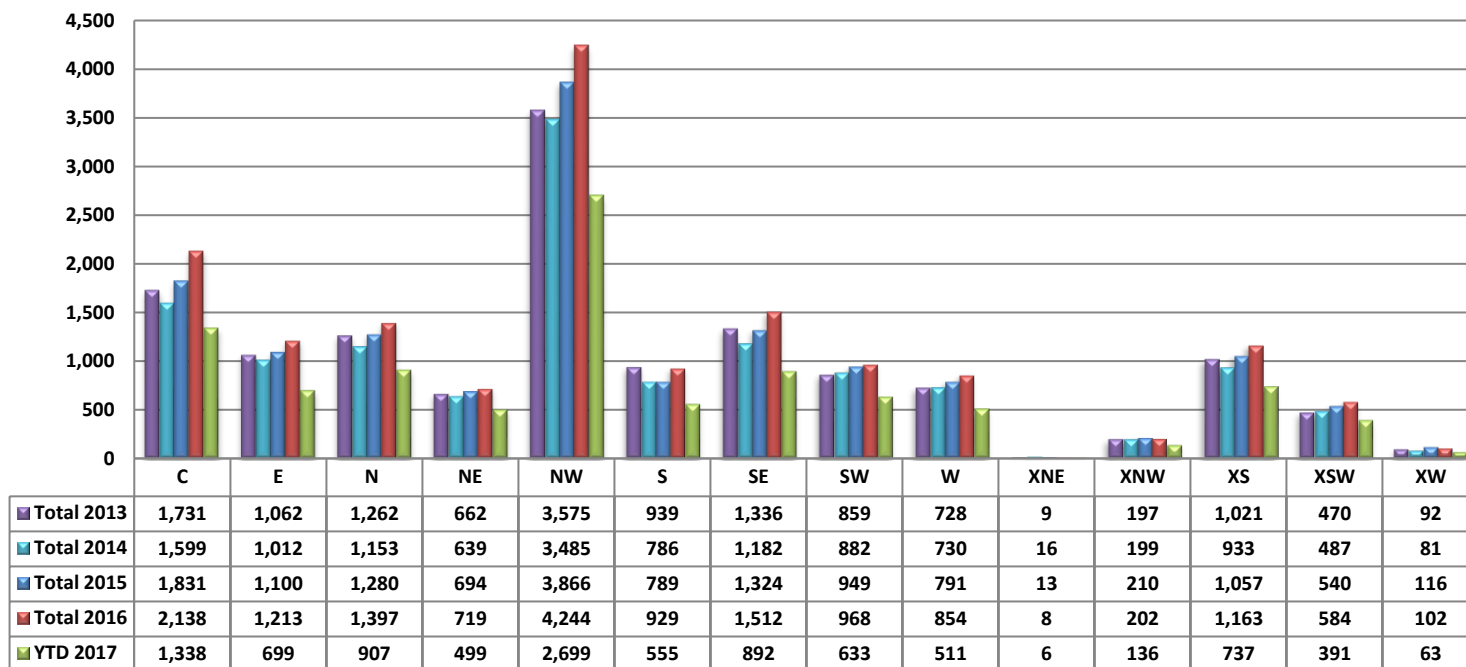
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**Newly Under Contract During The Month****Total Listings Still Under Contract At The End of The Month**

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## Number of Sold Listings by Area - Annual Comparison



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

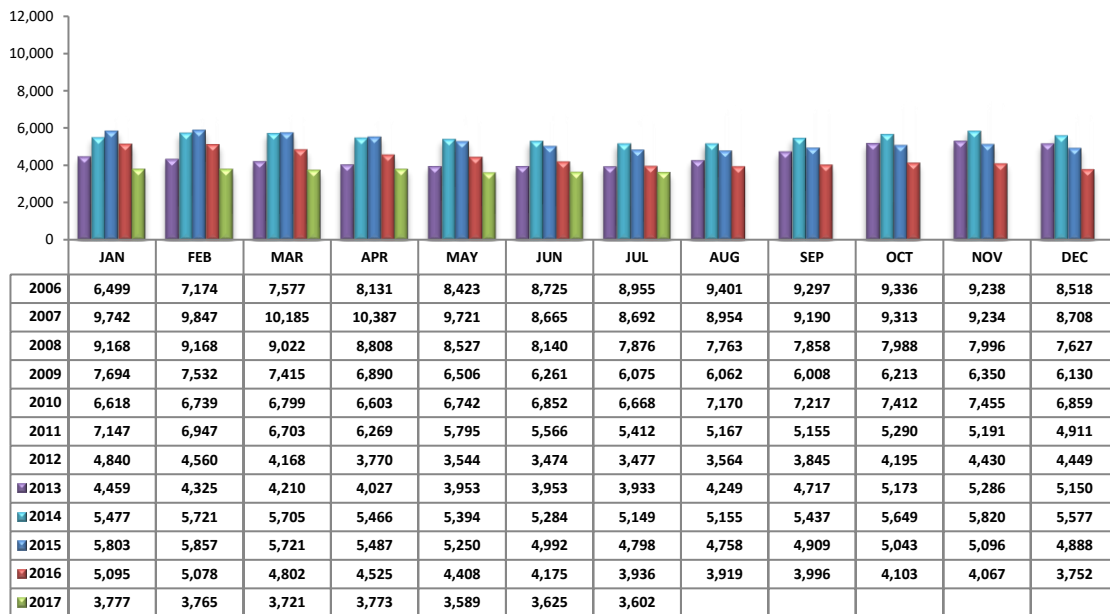
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$140,664	\$210,077	\$261,401	\$311,125	\$194,409
E	\$118,436	\$179,142	\$210,097	\$357,500	\$178,751
N	\$198,978	\$338,746	\$509,810	\$629,650	\$390,159
NE	\$101,362	\$299,350	\$374,166	\$492,000	\$287,865
NW	\$223,997	\$254,164	\$297,125	\$367,975	\$265,756
S	\$103,595	\$142,273	\$162,172	\$177,000	\$144,582
SE	\$140,573	\$176,868	\$241,745	\$263,900	\$198,342
SW	\$94,727	\$144,004	\$183,344	\$325,466	\$159,689
W	\$115,081	\$183,020	\$293,387	\$273,720	\$196,941
XNE	\$-	\$-	\$-	\$-	\$-
XNW	\$-	\$171,498	\$184,207	\$198,400	\$178,641
XS	\$178,019	\$196,462	\$225,623	\$235,975	\$208,619
XSW	\$122,158	\$139,894	\$311,665	\$-	\$139,217
XW	\$148,250	\$119,684	\$204,450	\$-	\$137,120

## Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	65	82	26	4	177
E	25	56	36	2	119
N	26	36	41	8	111
NE	14	34	21	2	71
NW	76	184	104	20	384
S	10	41	25	2	78
SE	12	76	43	7	138
SW	11	45	18	6	80
W	11	35	12	3	61
XNE	0	0	0	0	0
XNW	0	9	8	1	18
XS	15	41	37	12	105
XSW	31	17	3	0	51
XW	2	9	2	0	13

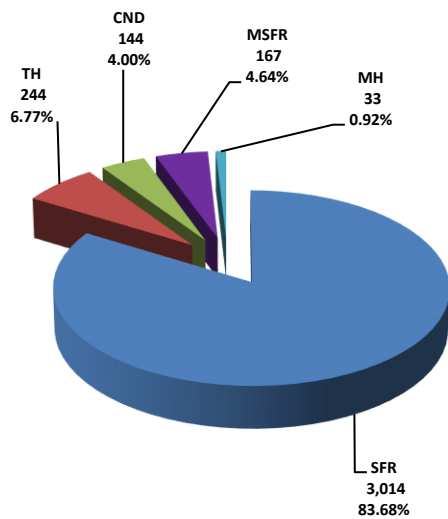
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### Active Listings

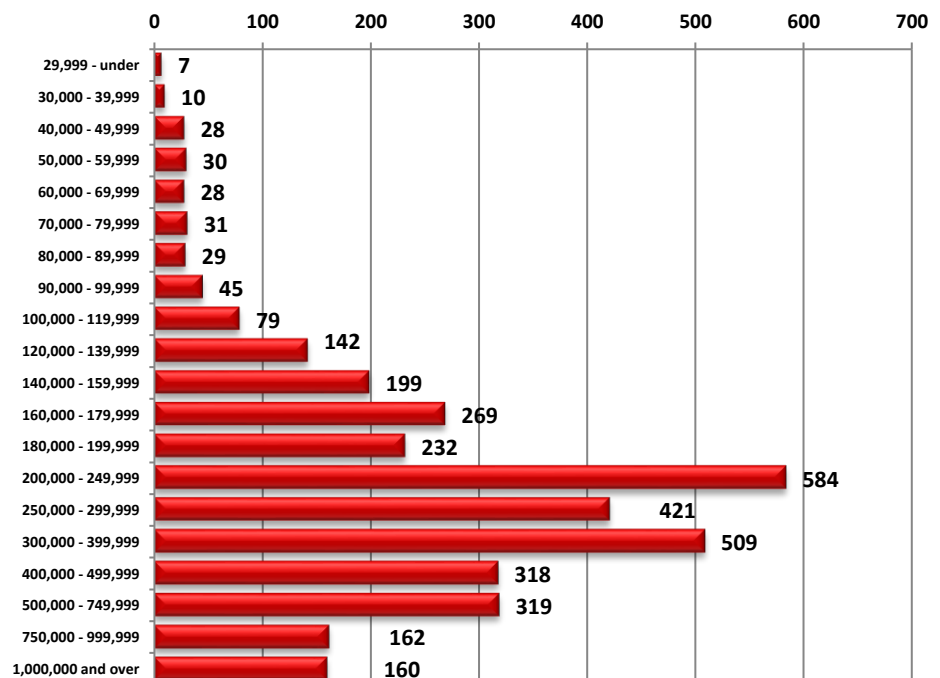


Area	# of Listings
C	444
E	184
N	436
NE	220
NW	1074
S	130
SE	287
SW	187
W	165
XNE	29
XNW	56
XS	237
XSW	121
XW	32

### Active Listings Unit Breakdown

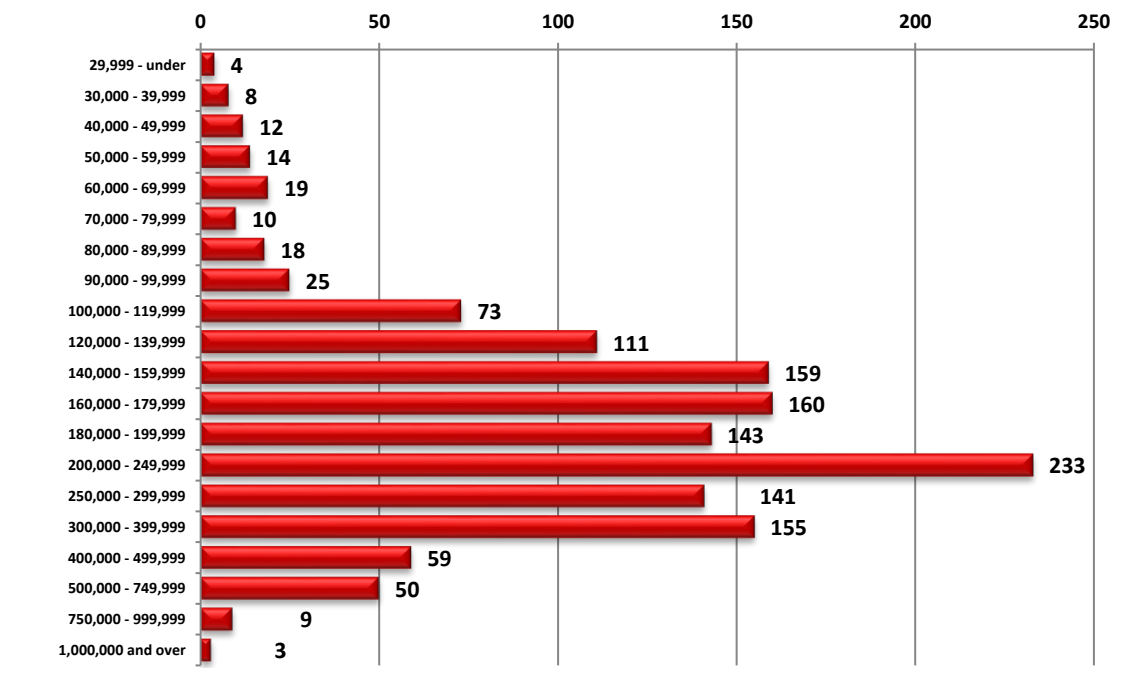


### Active Listings Price Breakdown



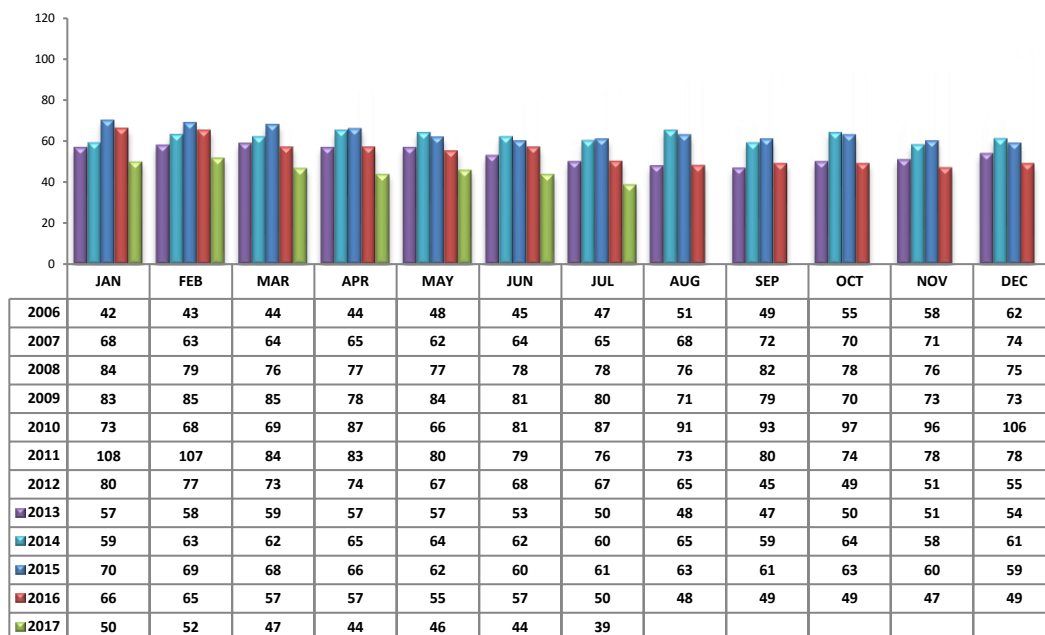
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### Sold Price Breakdown



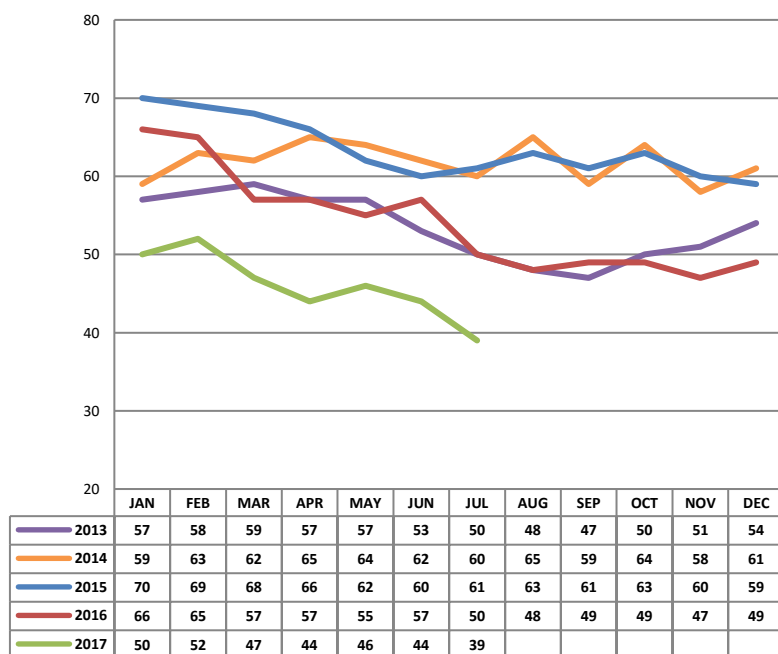
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### Average Days on Market/Listing - July 2017

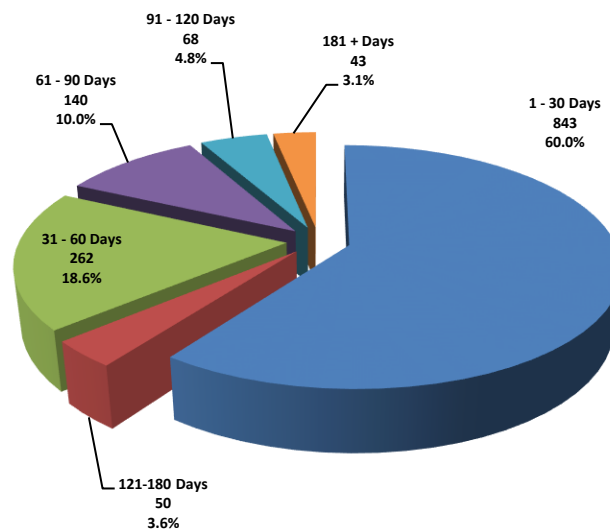


Area	Avg. DOM
C	33
E	26
N	41
NE	38
NW	44
S	23
SE	31
SW	51
W	36
XNE	0
XNW	47
XS	51
XSW	63
XW	26

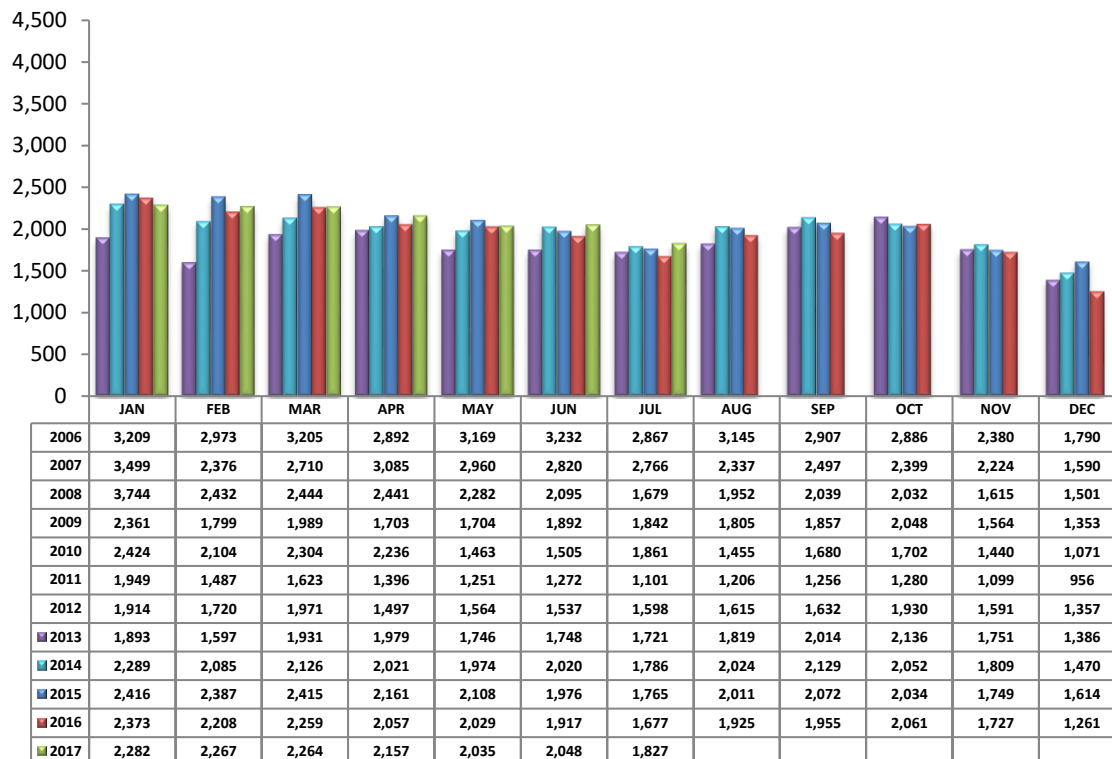
### Annual Comparison - Average Days on Market



### Average Days on Market/Listing Breakdown



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**New Listings – July 2017**

Area	# of Listings
C	270
E	125
N	143
NE	88
NW	492
S	113
SE	167
SW	101
W	107
XNE	2
XNW	32
XS	115
XSW	59
XW	13

\*Includes properties that were re-listed

\*\*Beginning July 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.
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
Mar 2017	114	321	48
Apr 2017	126	276	45
May 2017	140	282	65
June 2017	129	284	70
July 2017	122	307	64

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