

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

- Total Sales Volume of \$288,890,599 is a decrease of 3.75% since last month's number of \$300,150,958 but is an increase of 12.5% since October 2016.
- The Average Sales Price of \$238,358 is a decrease of 3.75% from \$247,649 last month.
- Average List Price of \$243,801 is down 3.60% from September.
- Total Under Contract of 1,653 is an increase of .12% since last month.
- Total Unit Sales of 1,212 matched last month's number of 1,212, but is an increase of 3.95% since October 2016.
- The Median Sales Price decreased by 3.39% to \$199,900 from \$206,915 in September, but is an increase of 12.30% since October 2016.
- New Listings are up 2.71% since September.
- Total Active Listings of increased 2.84% to 3,689 from 3,587 last month.
- Average Days on Market continues to slowly decrease, going from 42 in September to 40 this month.
- Conventional loan sales of 43.7% exceeded Cash Sales of 23.7%.



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®.

Henry Zipf
2017 MLSSAZ President

Pam Ruggeroli
2017 TAR President



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.

October 2017 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	\$288,890,599	\$256,797,986	12.50%
September	\$300,150,958	\$275,351,463	9.01%
Month % Change	-3.75%	-6.74%	

Average Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	\$238,358	\$220,238	8.23%
September	\$247,649	\$224,593	10.27%
Month % Change	-3.75%	-1.94%	

Average List Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	\$243,801	\$222,728	9.46%
September	\$252,916	\$219,602	15.17%
Month % Change	-3.60%	1.42%	

Total Under Contract

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	1,653	1,935	-14.57%
September	1,651	1,920	-14.01%
Month % Change	0.12%	0.78%	

Total Unit Sales

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	1,212	1,166	3.95%
September	1,212	1,226	-1.14%
Month % Change	0.00%	-4.89%	

Median Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	\$199,900	\$178,000	12.30%
September	\$206,915	\$177,000	16.90%
Month % Change	-3.39%	0.56%	

New Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	1,896	1,888	0.42%
September	1,846	1,784	3.48%
Month % Change	2.71%	5.83%	

Active Listings

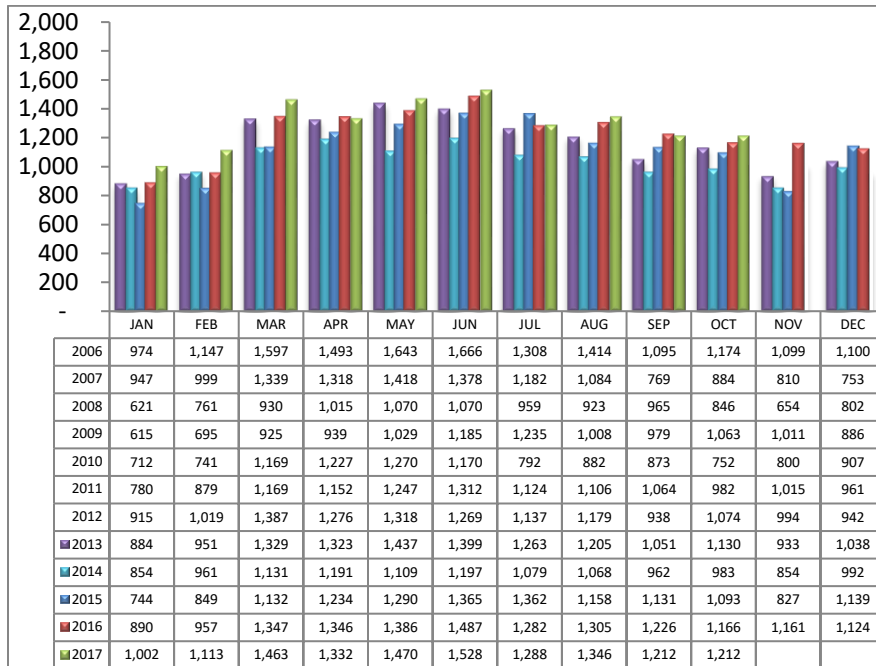
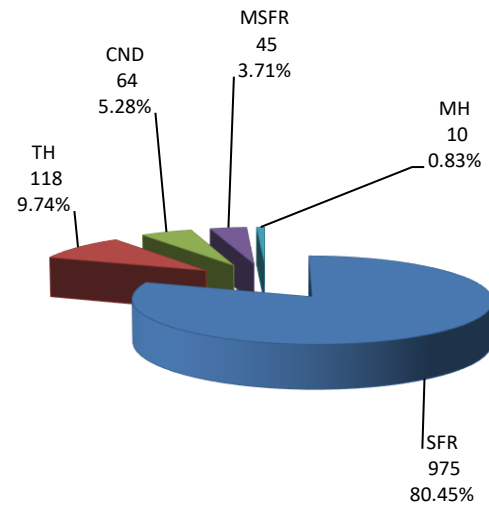
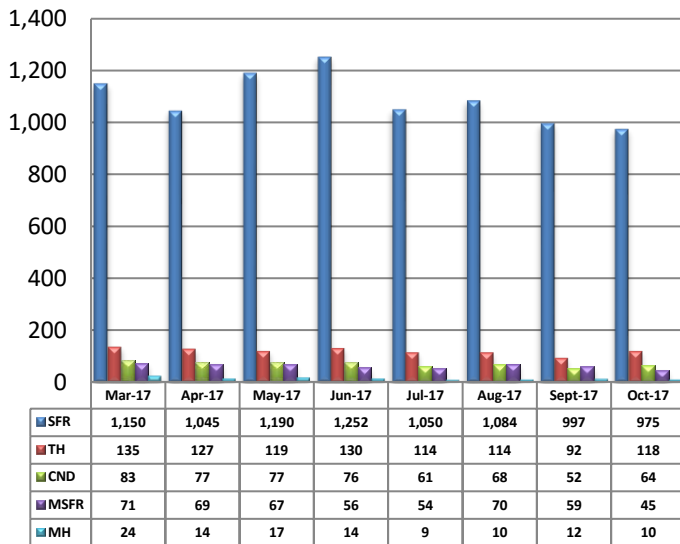
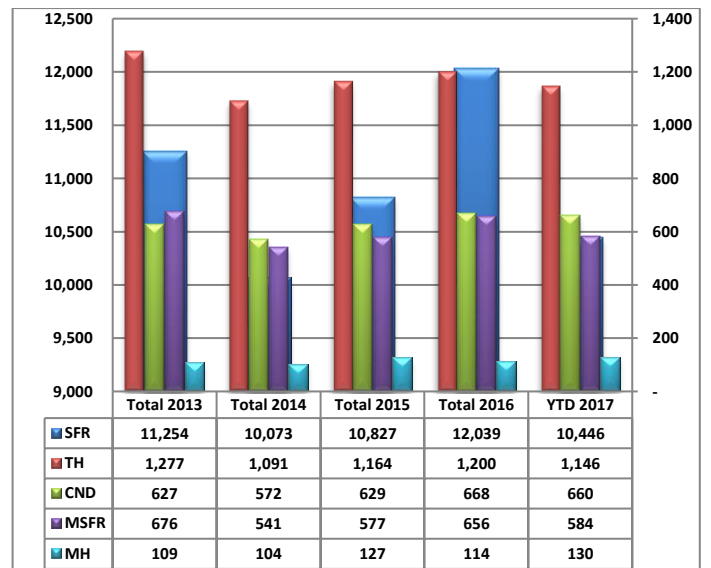
	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	3,689	3,683	0.16%
September	3,587	3,587	0.00%
Month % Change	2.84%	2.68%	

October 2017 - Active and Sold by Zip Code

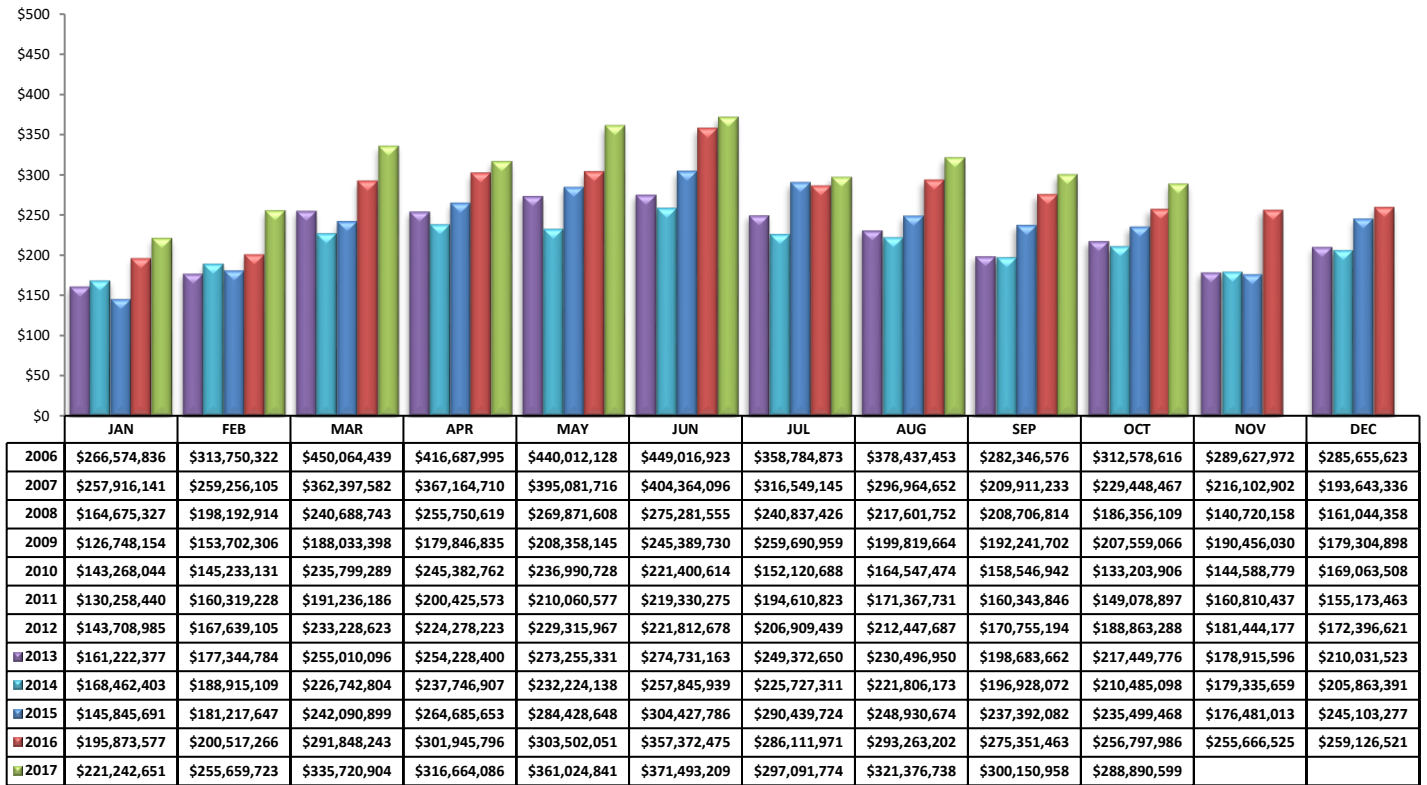
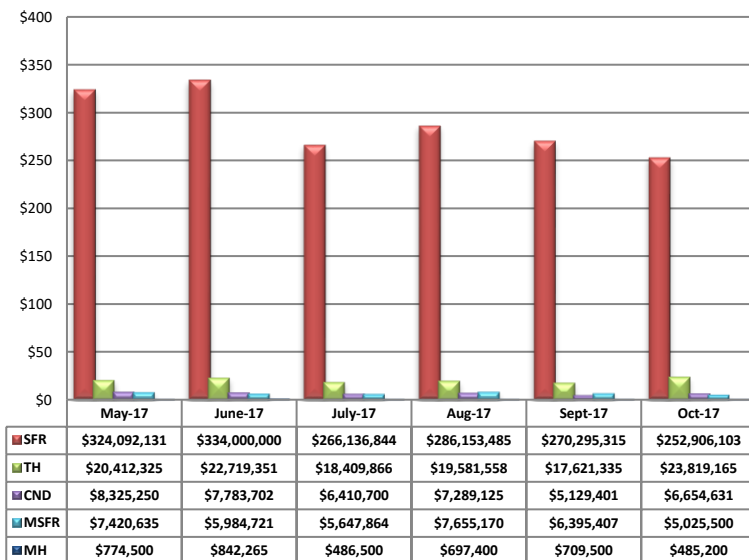
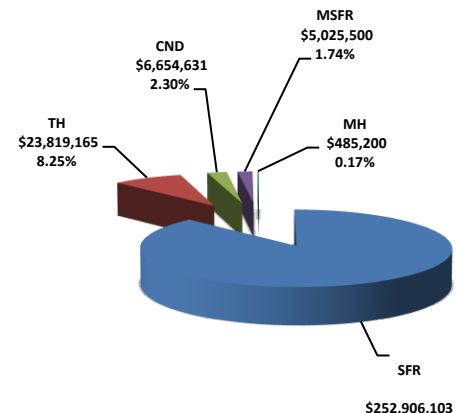
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85123	0	0	0.00%	85645	0	0	0.00%	85713	83	30	36.14%	85740	0	0	0.00%
85145	16	2	12.50%	85648	0	0	0.00%	85714	23	13	56.52%	85741	66	30	45.45%
85245	0	0	0.00%	85653	121	27	22.31%	85715	90	40	44.44%	85742	134	52	38.81%
85601	0	0	0.00%	85654	0	0	0.00%	85716	134	43	32.09%	85743	149	46	30.87%
85602	0	0	0.00%	85658	182	35	19.23%	85717	0	0	0.00%	85745	136	42	30.88%
85611	0	0	0.00%	85701	21	5	23.81%	85718	241	66	27.39%	85746	69	42	60.87%
85614	0	1	0.00%	85704	107	36	33.64%	85719	82	26	31.71%	85747	101	39	38.61%
85616	0	0	0.00%	85705	70	29	41.43%	85730	99	42	42.42%	85748	64	28	43.75%
85619	24	1	4.17%	85706	64	28	43.75%	85734	0	0	0.00%	85749	128	24	18.75%
85623	12	3	25.00%	85709	0	0	0.00%	85735	48	15	31.25%	85750	205	66	32.20%
85629	6	2	33.33%	85710	170	58	34.12%	85736	32	4	12.50%	85755	195	53	27.18%
85637	2	0	0.00%	85711	106	43	40.57%	85737	124	38	30.65%	85756	69	45	65.22%
85641	164	60	36.59%	85712	100	38	38.00%	85739	187	28	14.97%	85757	65	32	49.23%

<u>Types of Financing</u>	<u>Totals</u>
FHA	225
VA	141
Other	23
Cash	287
Conventional	530
Cash/Loan	2
Carryback	4

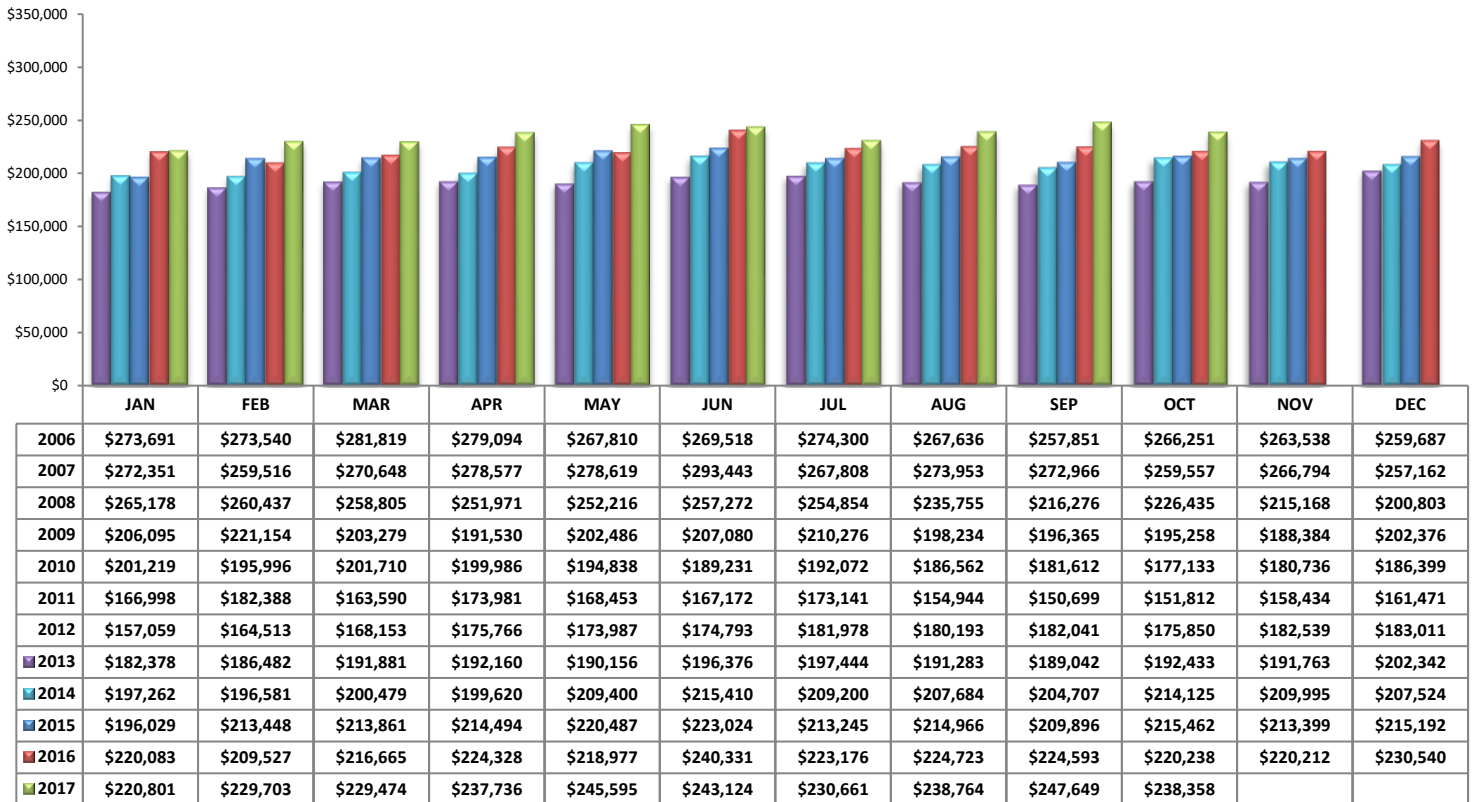
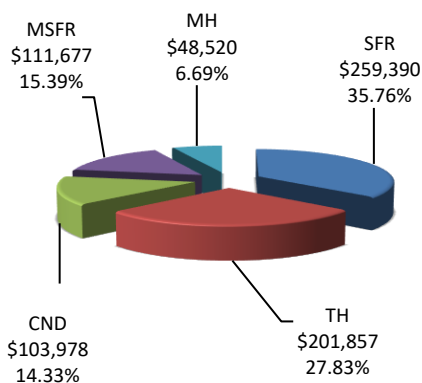
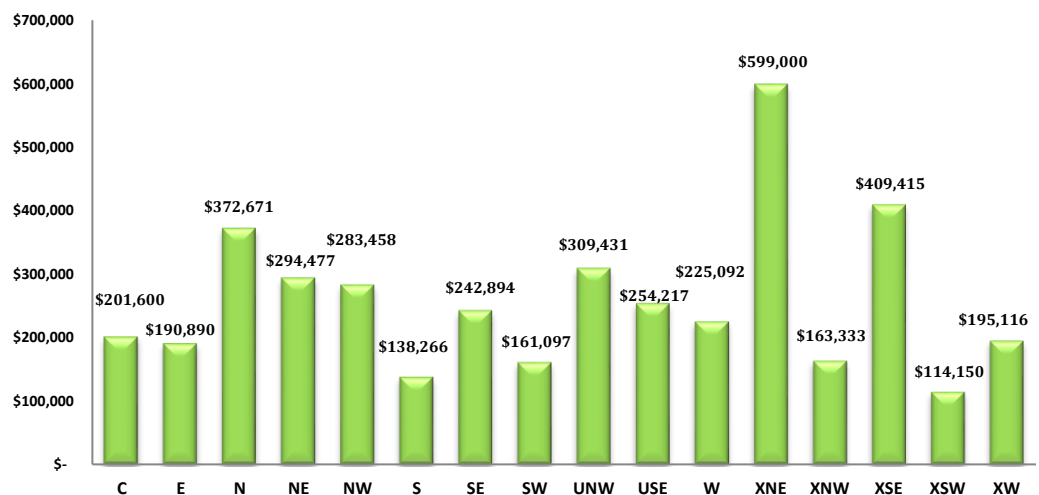
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Total Unit Sales – October 2017**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

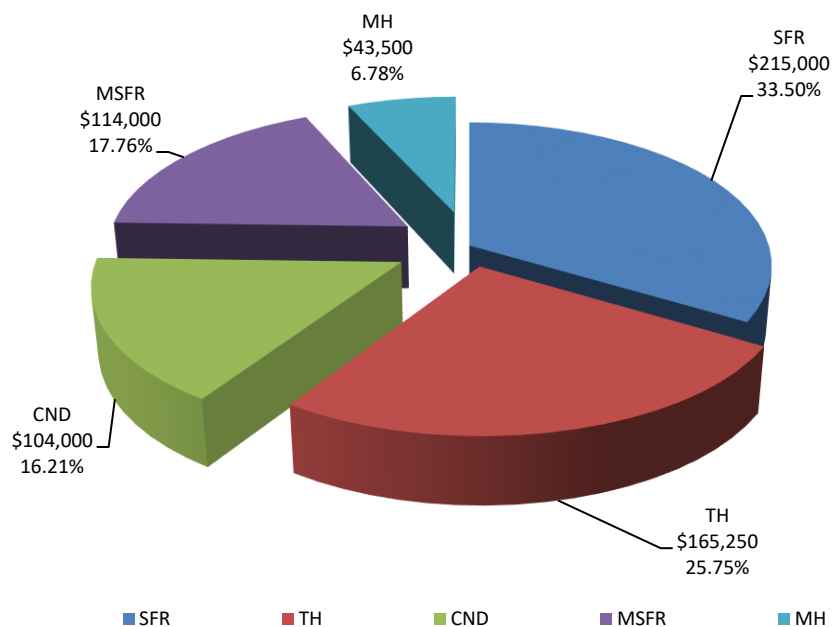
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Total Sales Volume - October 2017**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

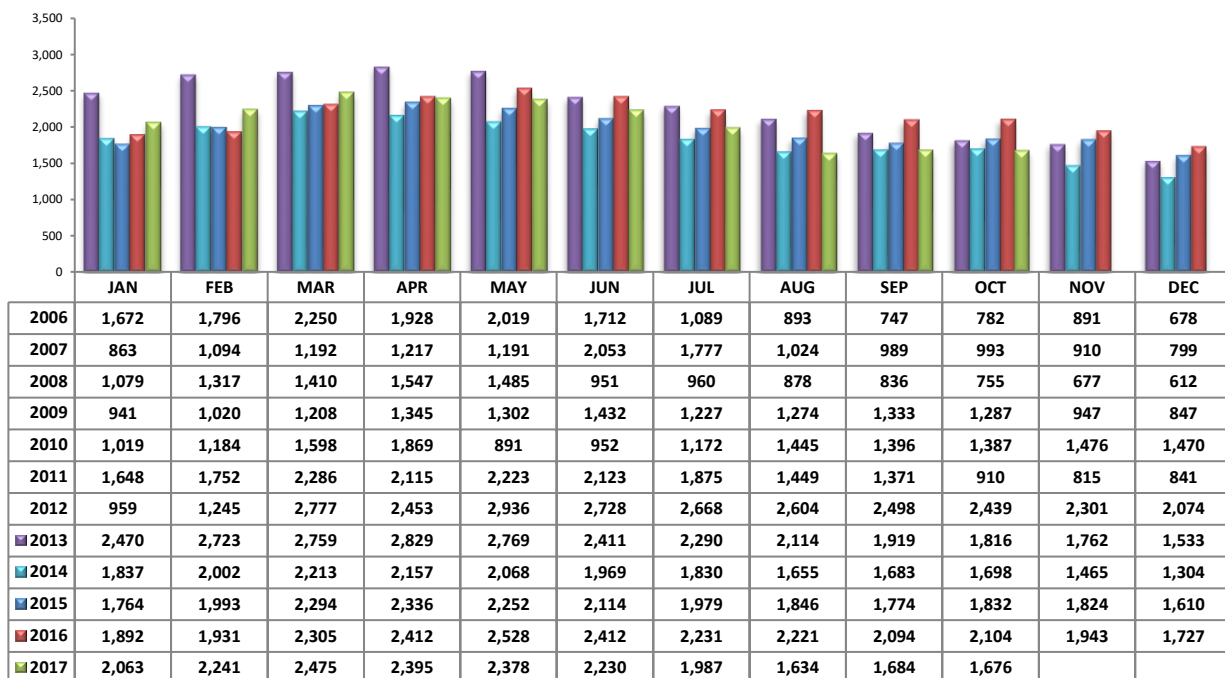
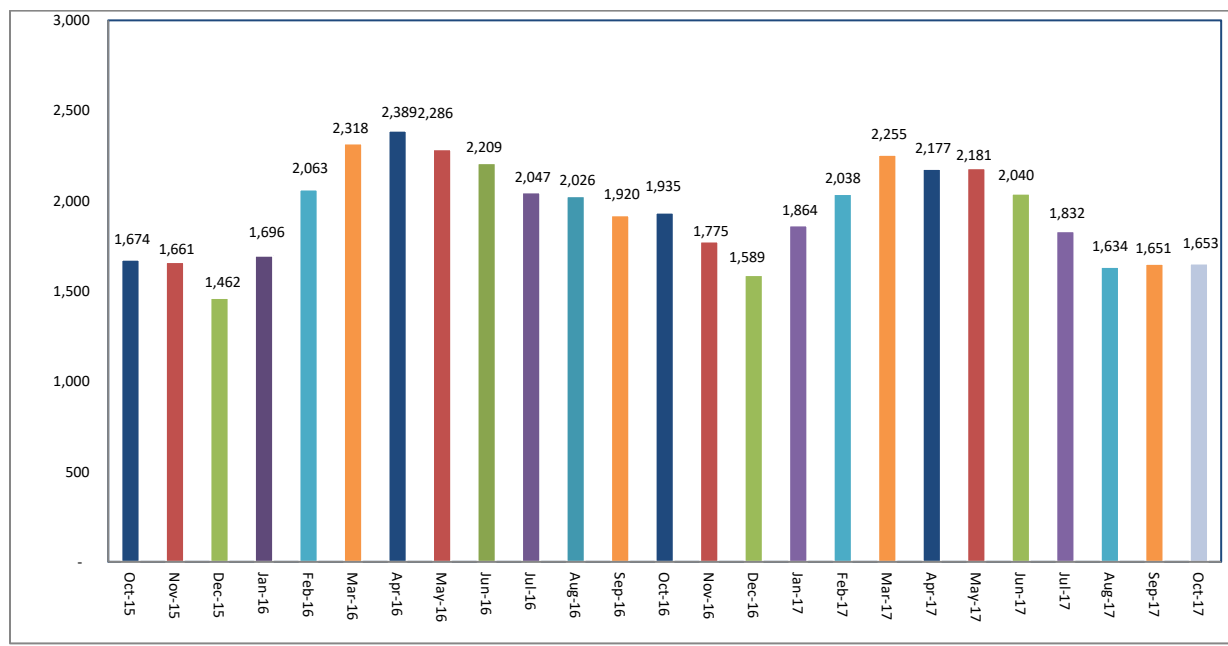
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Average Sales Price – October 2017**Average Sales Price by Type – October 2017****Average "Listing" Price per Area – October 2017**

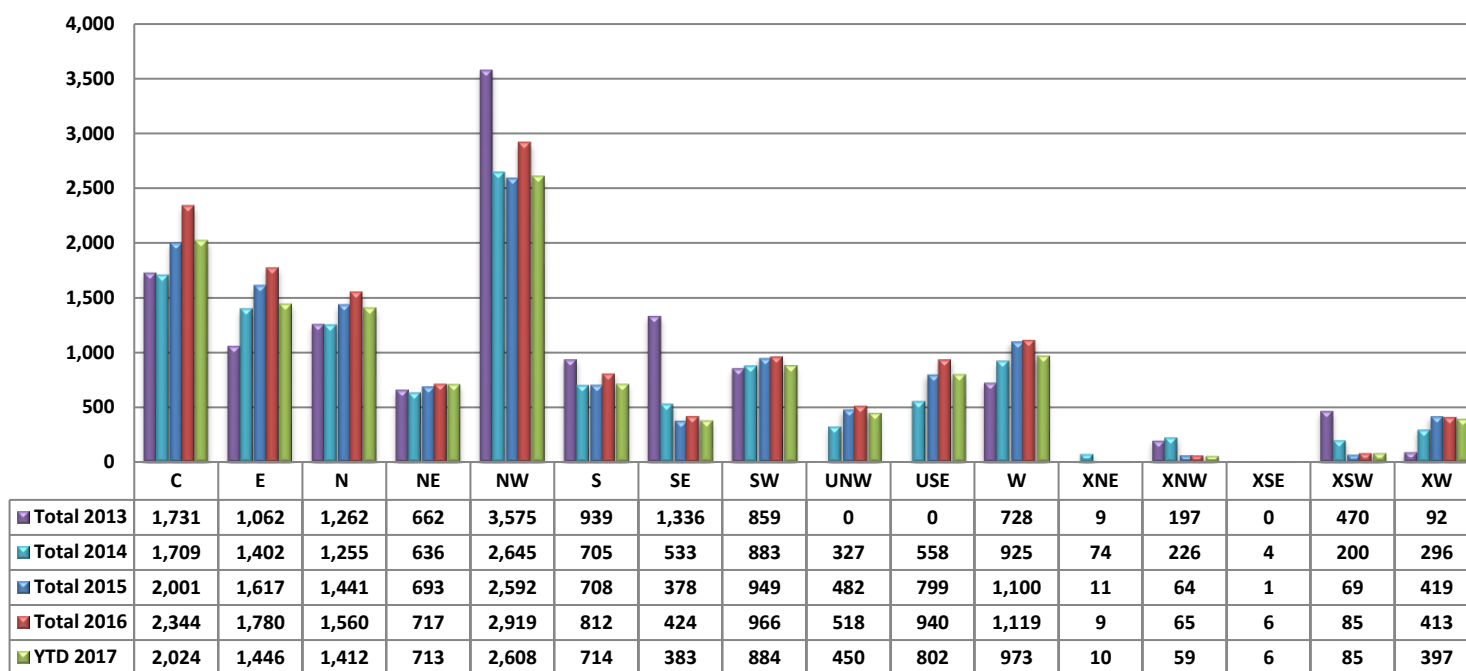
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Median Sale Price - by Type**Median Sale Price - October 2017**

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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**

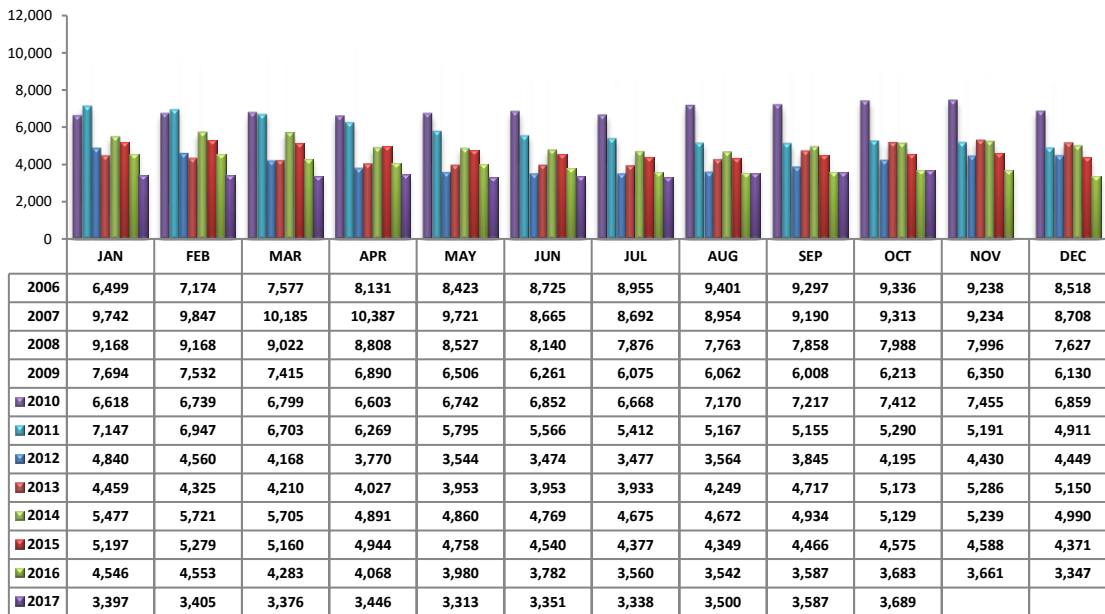
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$ 142,680	\$ 194,220	\$ 254,221	\$ 299,221	\$ 196,651
E	\$ 98,106	\$ 179,800	\$ 237,344	\$ 515,000	\$ 187,492
N	\$ 208,025	\$ 377,032	\$ 487,106	\$ 894,250	\$ 360,262
NE	\$ 123,742	\$ 298,102	\$ 321,160	\$ 564,500	\$ 289,806
NW	\$ 236,911	\$ 240,805	\$ 344,184	\$ 384,271	\$ 277,942
S	\$ 63,344	\$ 141,239	\$ 158,225	\$ 115,000	\$ 136,258
SE	\$ 176,500	\$ 213,808	\$ 263,961	\$ 319,633	\$ 238,039
SW	\$ 84,794	\$ 158,151	\$ 189,704	\$ 204,366	\$ 157,319
UNW	\$ 295,252	\$ 304,171	\$ 297,156	\$ -	\$ 299,865
USE	\$ 229,475	\$ 237,400	\$ 274,800	\$ 309,500	\$ 250,224
W	\$ 158,272	\$ 207,372	\$ 296,100	\$ 286,700	\$ 221,150
XNE	\$ -	\$ 549,000	\$ -	\$ -	\$ 549,000
XNW	\$ -	\$ 175,000	\$ 141,500	\$ -	\$ 163,833
XSE	\$ -	\$ -	\$ 380,000	\$ 429,908	\$ 404,954
XSW	\$ 103,250	\$ 118,100	\$ 92,500	\$ -	\$ 111,187
XW	\$ 118,750	\$ 177,007	\$ 216,238	\$ 315,795	\$ 192,587

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	57	83	32	14	186
E	16	77	34	1	128
N	59	42	40	6	147
NE	15	26	20	6	67
NW	50	99	64	14	227
S	9	39	22	1	71
SE	2	20	14	3	39
SW	17	49	31	4	101
UNW	12	16	5	0	33
USE	8	45	23	3	79
W	18	45	19	5	87
XNE	0	1	0	0	1
XNW	0	2	1	0	3
XSE	0	0	1	1	2
XSW	2	5	1	0	8
XW	2	20	9	2	33

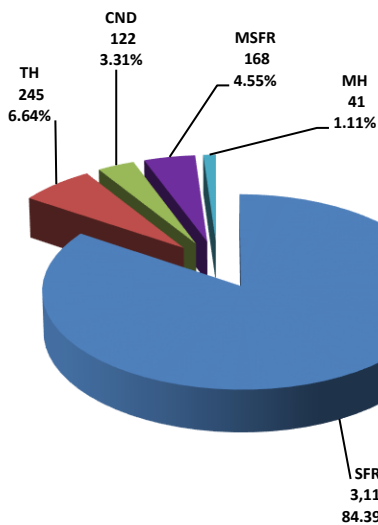
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Active Listings

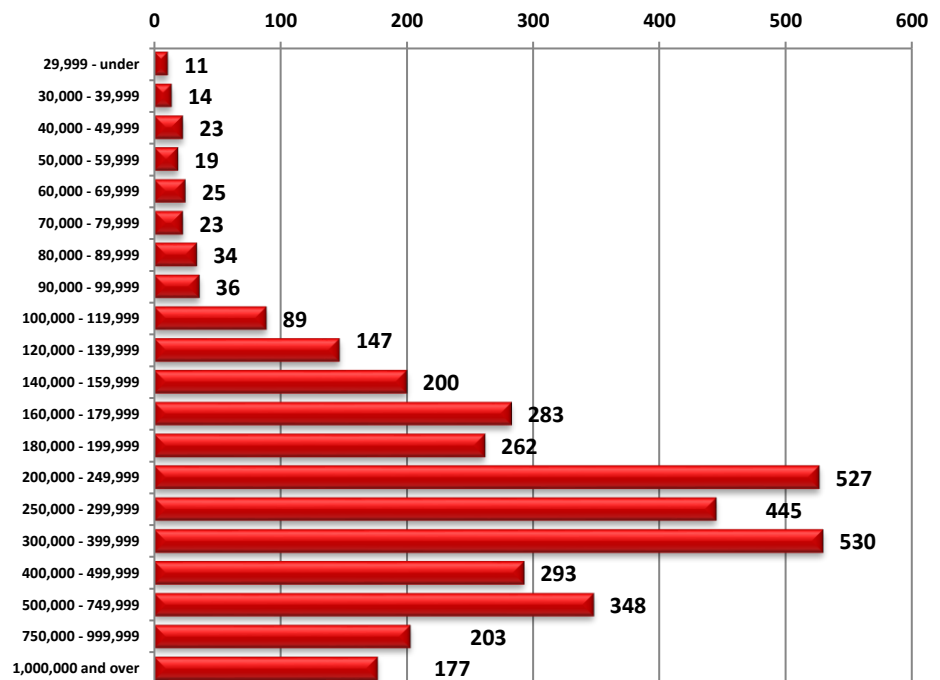


Area	# of Listings
C	516
E	330
N	498
NE	231
NW	759
S	148
SE	104
SW	208
UNW	201
USE	188
W	252
XNE	25
XNW	18
XSE	8
XSW	40
XW	163

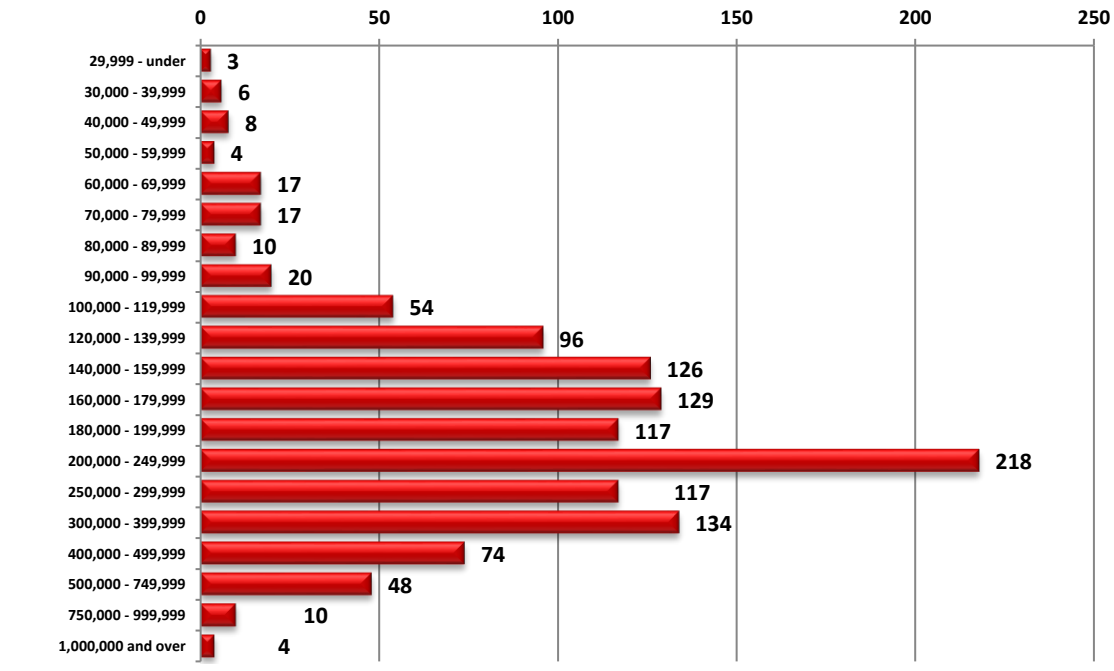
Active Listings Unit Breakdown



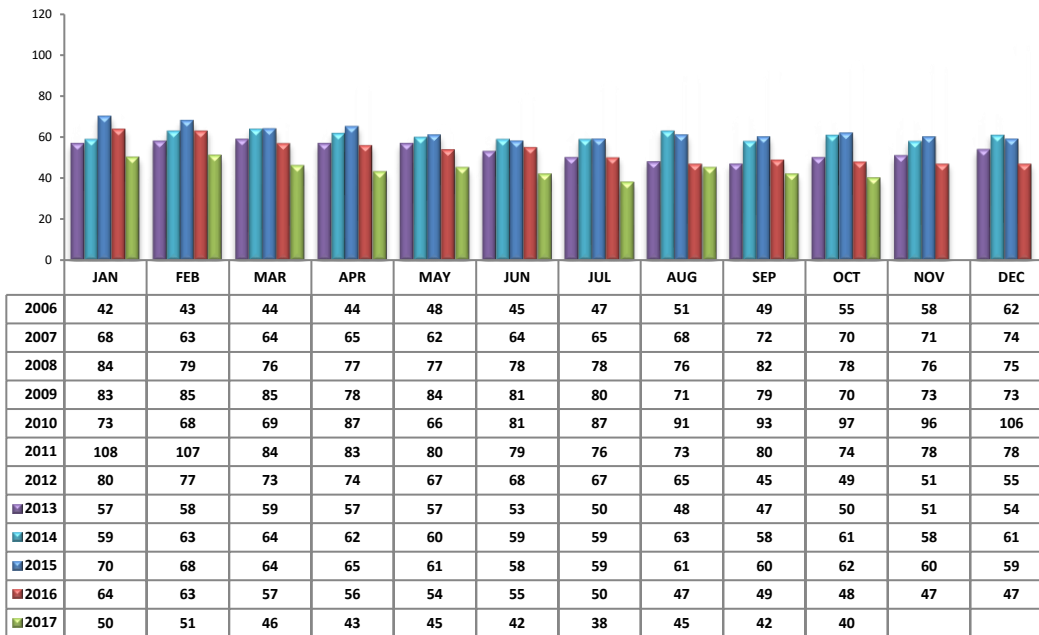
Active Listings Price Breakdown



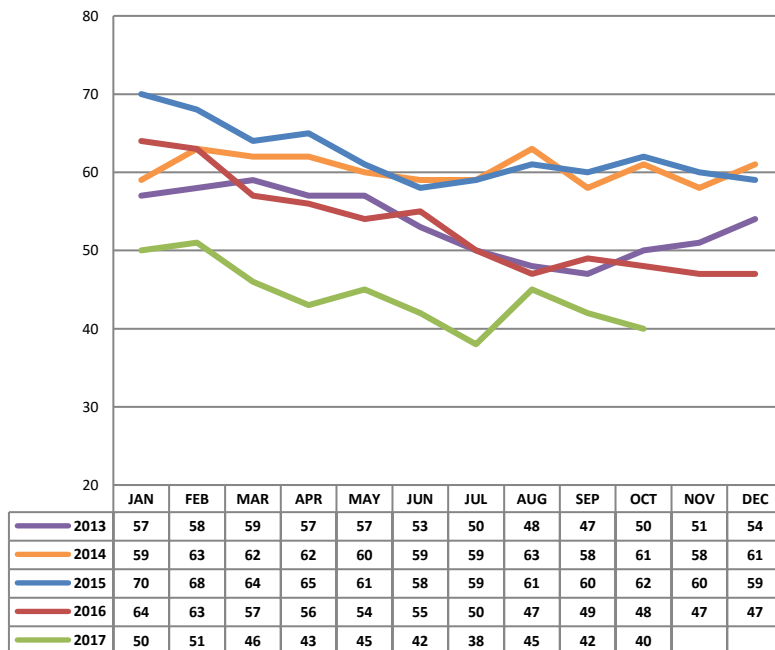
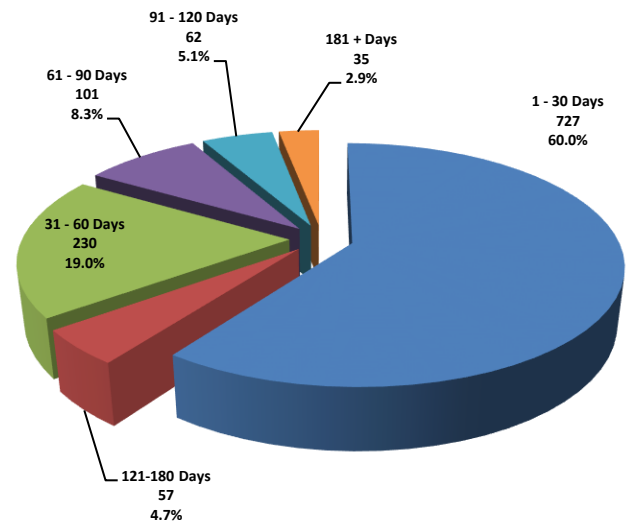
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Sold Price Breakdown

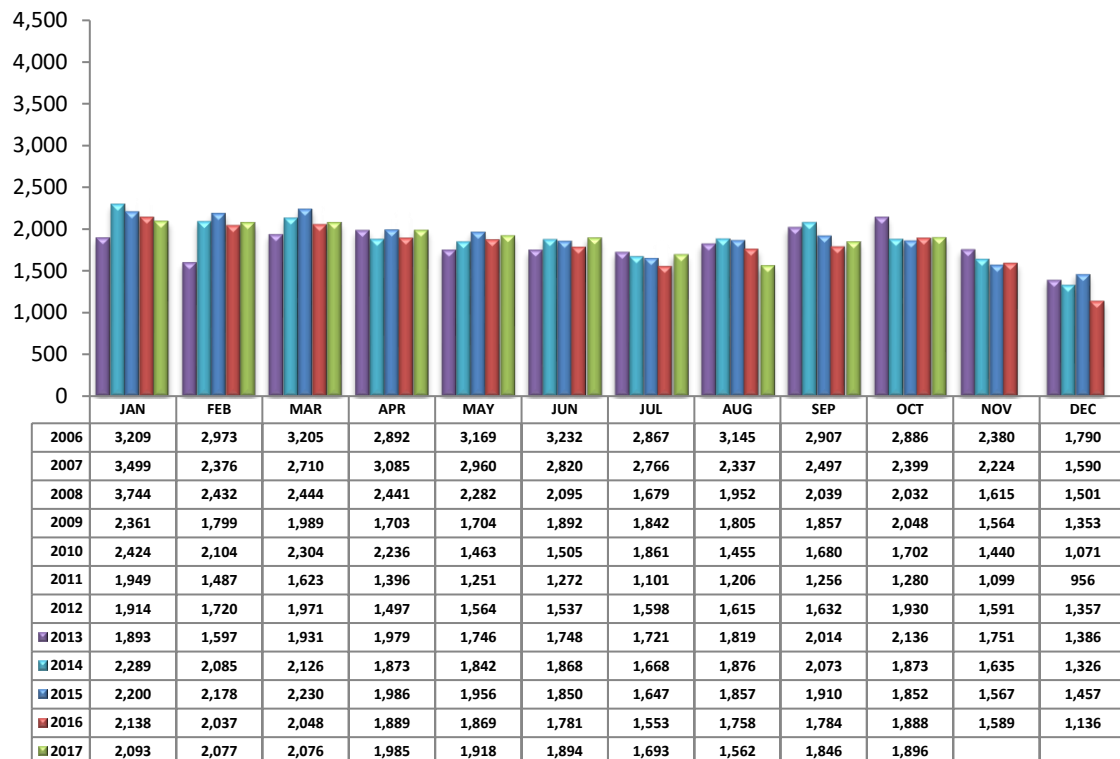
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Average Days on Market/Listing - October 2017

Area	# of Listings
C	33
E	33
N	48
NE	41
NW	48
S	19
SE	32
SW	39
UNW	84
USE	39
W	35
XNE	503
XNW	9
XSE	168
XSW	25
XW	41

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

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New Listings – October 2017

Area	# of Listings
C	255
E	221
N	242
NE	104
NW	392
S	99
SE	56
SW	106
UNW	76
USE	105
W	147
XNE	0
XNW	7
XSE	0
XSW	16
XW	70

*Includes properties that were re-listed

**Beginning October 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.
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
Sept 2017	135	236	46
Oct 2017	131	288	45

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Notes on 2017 Area Boundary Updates

In October 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 October 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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