

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

- Total Sales Volume of \$322,056,857 is up from \$287,318,178 in September resulting in a 12.09% increase.
- The Average Sales Price of \$251,606 is an increase of 1.14% from \$248,760 last month.
- Average List Price of \$256,699 is an increase of 1.09% from \$253,924 in September.
- Total Under Contract of 1,552 is a decrease of 3.78% since September's number of 1,613.
- Total Unit Sales of 1,280 is an increase of 10.82% since last month's number of 1,155 and an increase of 5.61% since October 2017.
- The Median Sales Price of \$215,000 increased 2.38% from \$210,000 in September and is up 7.55% from last year's number of \$199,900.
- New Listings of 1,803 have increased 1.29% from 1,780 in September.
- Total Active Listings of 3,327 is an increase from 3,210 in September.
- Average Days on Market increased from 38 to 41 this month.
- Conventional loan sales of 48.0% exceeded Cash Sales of 24.7%.



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®.

Judith Grammond
2018 MLSSAZ President

Ginny Huffman
2018 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 2018 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
October	\$322,056,857	\$288,890,599	11.48%
September	\$287,318,178	\$300,150,958	-4.28%
Month % Change	12.09%	-3.75%	

Average Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
October	\$251,606	\$238,358	5.56%
September	\$248,760	\$247,649	0.45%
Month % Change	1.14%	-3.75%	

Average List Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
October	\$256,699	\$243,801	5.29%
September	\$253,924	\$252,916	0.40%
Month % Change	1.09%	-3.60%	

Total Under Contract

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
October	1,552	1,653	-6.11%
September	1,613	1,651	-2.30%
Month % Change	-3.78%	0.12%	

Total Unit Sales

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
October	1,280	1,212	5.61%
September	1,155	1,212	-4.70%
Month % Change	10.82%	0.00%	

Median Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
October	\$215,000	\$199,900	7.55%
September	\$210,000	\$206,915	1.49%
Month % Change	2.38%	-3.39%	

New Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
October	1,803	1,896	-4.91%
September	1,780	1,846	-3.58%
Month % Change	1.29%	2.71%	

Active Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
October	3,327	3,689	-9.81%
September	3,210	3,587	-10.51%
Month % Change	3.64%	2.84%	

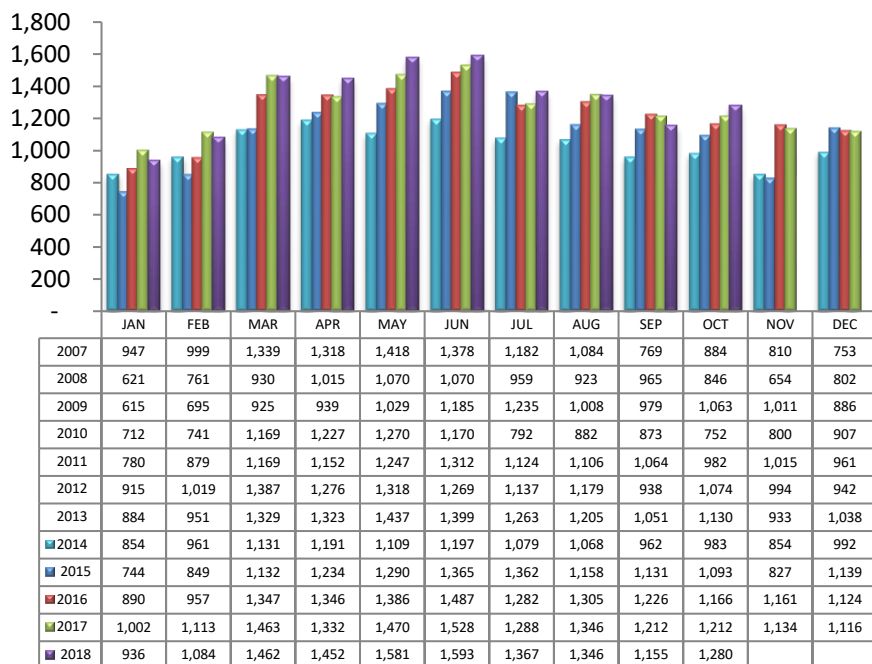
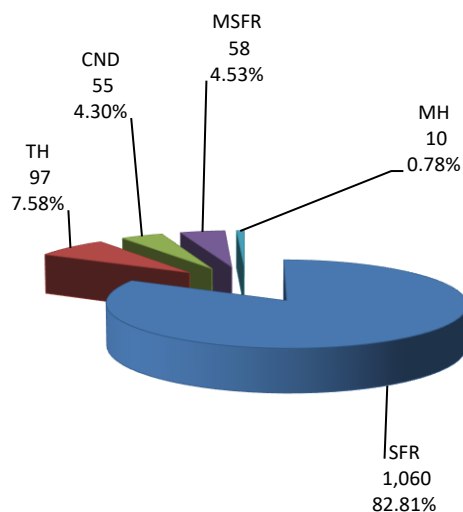
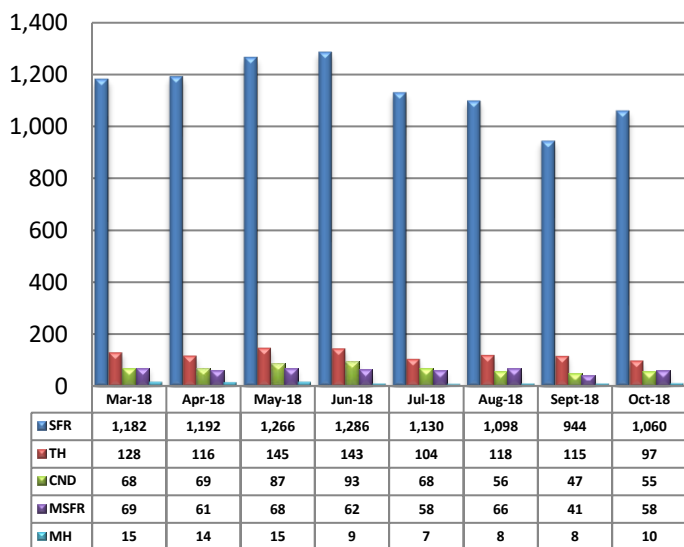
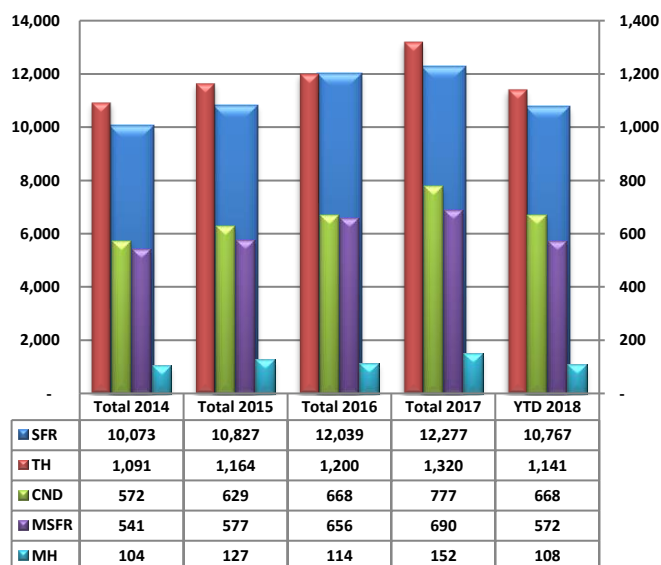
October 2018 - Active and Sold by Zip Code

<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>
85145	19	3	15.79%	85645	0	0	0.00%	85713	93	51	54.84%	85740	0	0	0.00%
85245	0	0	0.00%	85648	0	0	0.00%	85714	16	11	68.75%	85741	59	39	66.10%
85601	0	0	0.00%	85653	134	36	26.87%	85715	58	33	56.90%	85742	142	47	33.10%
85602	0	0	0.00%	85658	182	33	18.13%	85716	89	41	46.07%	85743	137	55	40.15%
85611	0	0	0.00%	85701	28	10	35.71%	85717	0	0	0.00%	85745	117	43	36.75%
85614	1	0	0.00%	85703	0	0	0.00%	85718	216	44	20.37%	85746	50	31	62.00%
85616	0	0	0.00%	85704	116	40	34.48%	85719	90	29	32.22%	85747	77	62	80.52%
85619	17	5	29.41%	85705	77	19	24.68%	85730	73	51	69.86%	85748	68	21	30.88%
85622	0	0	0.00%	85706	50	35	70.00%	85734	0	0	0.00%	85749	103	25	24.27%
85623	11	1	9.09%	85709	3	1	33.33%	85735	48	13	27.08%	85750	157	48	30.57%
85629	3	4	133.33%	85710	107	76	71.03%	85736	27	10	37.04%	85755	198	56	28.28%
85637	6	0	0.00%	85711	93	45	48.39%	85737	135	48	35.56%	85756	70	43	61.43%
85641	196	57	29.08%	85712	58	40	68.97%	85739	138	50	36.23%	85757	65	24	36.92%

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	4	0	1	5		5	C	442	1 -30 Days	798		
\$30,000 to \$39,999	5	1	0	6		1	E	250	31-60 Days	192		
\$40,000 to \$49,999	9	4	1	14		11	N	426	61 - 90 Days	130		
\$50,000 to \$59,999	21	4	0	25		14	NE	167	91-120 Days	62		
\$60,000 to \$69,999	18	11	5	34		12	NW	771	121 - 180 Days	58		
\$70,000 to \$79,999	20	10	5	35		7	S	128	Over 180 Days	40		
\$80,000 to \$89,999	25	15	1	41		16	SE	89	Avg. Days on Market 41			
\$90,000 to \$99,999	28	17	4	49		12	SW	191				
\$100,000 to \$119,999	65	47	7	119		34	UNW	157	Avg. Sold Price \$251,606			
\$120,000 to \$139,999	120	71	20	211		70	USE	213				
\$140,000 to \$159,999	122	102	25	249		91	W	229	Median Sale Price \$215,000			
\$160,000 to \$179,999	199	147	30	376		156	XNE	17				
\$180,000 to \$199,999	241	147	26	414		141	XNW	19	New Listings 1,803			
\$200,000 to \$249,999	490	232	45	767		243	XSE	17				
\$250,000 to \$299,999	424	132	45	601		174	XSW	35				
\$300,000 to \$399,999	559	171	38	768		153	XW	176				
\$400,000 to \$499,999	325	60	20	405		58	Sold Units per Area		Sales Volume by Area			
\$500,000 to \$749,999	321	56	12	389		60	C	192	\$39,858,272			
\$750,000 to \$999,999	185	24	4	213		16	E	144	\$27,773,445			
\$1,000,000 and over	146	8	4	158		6	N	114	\$42,513,935			
							NE	63	\$20,433,079			
							NW	242	\$76,468,689			
							S	92	\$13,341,852			
							SE	41	\$9,645,556			
							SW	81	\$13,561,050			
							UNW	52	\$18,420,319			
Totals	3,327	1,259	293	4,879		1,280	USE	94	\$22,630,798			
							W	95	\$24,715,230			
							XNE	5	\$1,585,737			
	Oct-18	Oct-17	% Change	YTD 2018	YTD 2017	% Change	XNW	3	\$479,000			
Home Sales Volume	\$322,056,857	\$288,890,599	11.48%	\$3,365,989,282	\$3,069,315,483	9.67%	XSE	3	\$1,024,900			
Home Sales Units	1,280	1,212	5.61%	13,256	12,966	2.24%	XSW	11	\$1,067,900			
Average Sales Price (All Residential)	\$251,606	\$238,358	5.56%	\$252,451	\$240,422	5.00%	XW	48	\$8,537,095			
Median Sales Price	\$215,000	\$199,900	7.55%	\$213,859	\$200,430	6.70%	Total Volume		\$322,056,857			
Average Days on Market:	41	40	2.50%	40	42	-4.76%						
Average List Price for Sold:	\$256,699	\$243,801	5.29%	\$257,665	\$245,267	5.05%						
SP/LP %	98.02%	97.77%		97.98%	98.02%							
Total Under Contract	1,552	1,653	-6.11%								Types of Financing	Totals
											FHA	166
											VA	154
											Other	18
											Cash	316

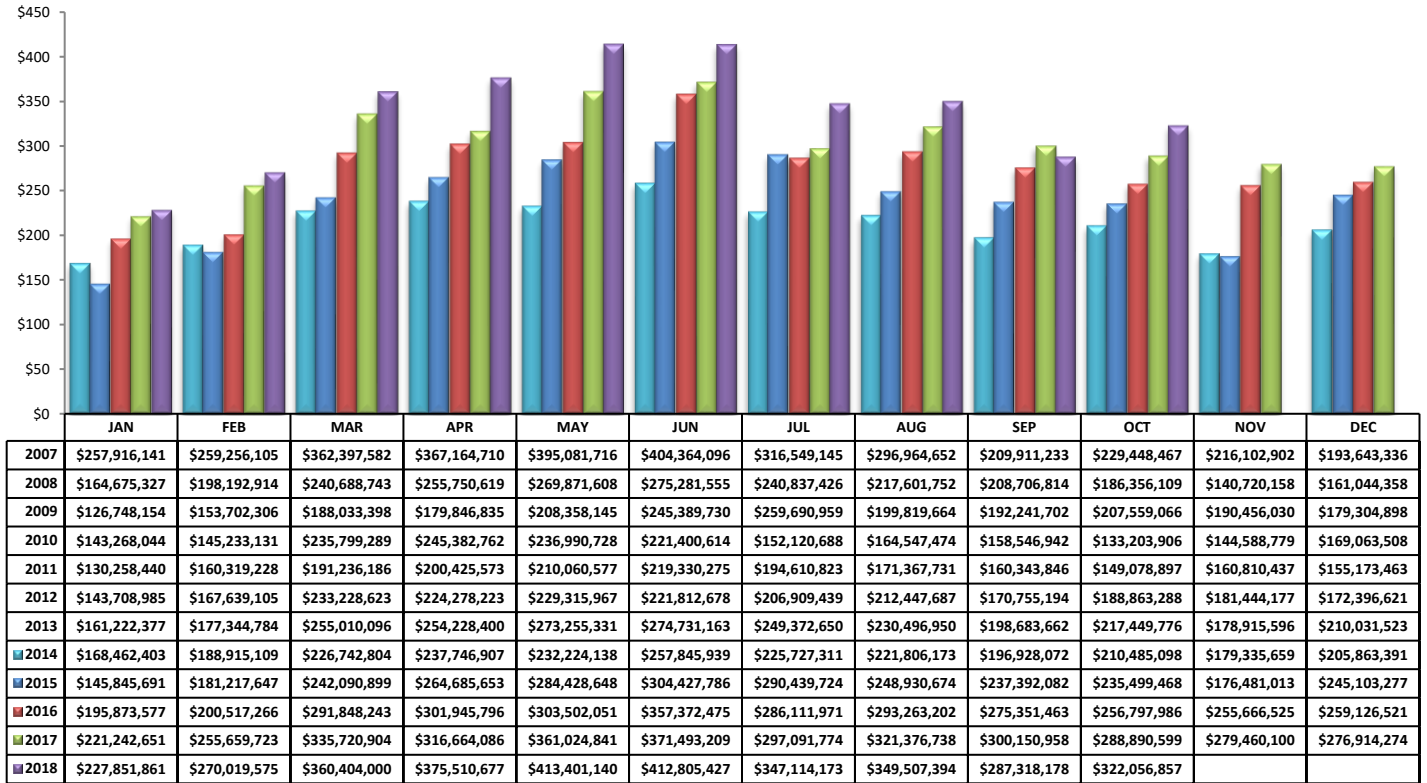
Types of Financing	Totals
FHA	166
VA	154
Other	18
Cash	316
Conventional	614
Cash/Loan	3
Carryback	9

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.

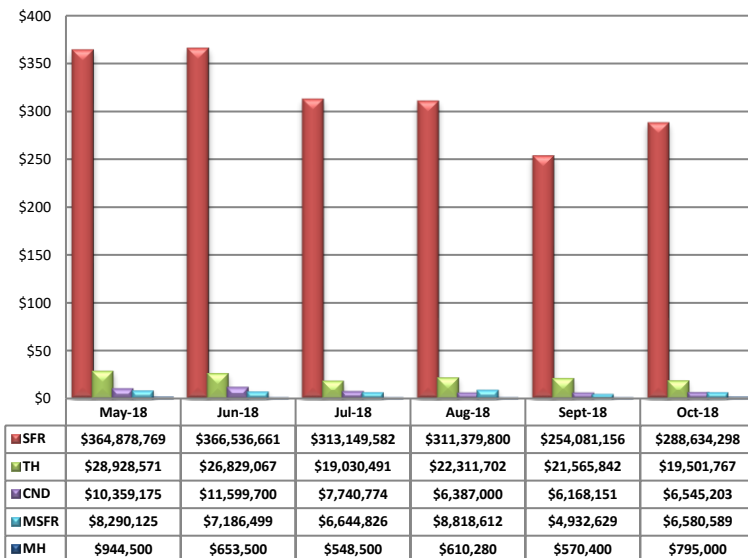
Total Unit Sales – October 2018**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

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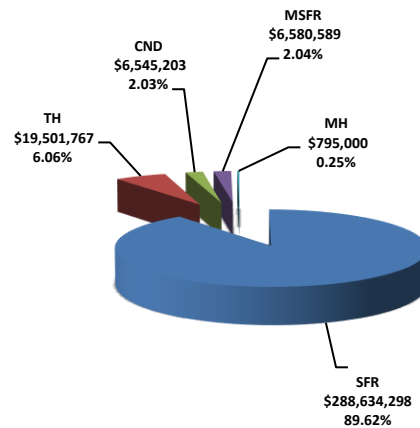
Total Sales Volume - October 2018



Total Sales Volume By Type - Monthly Comparison

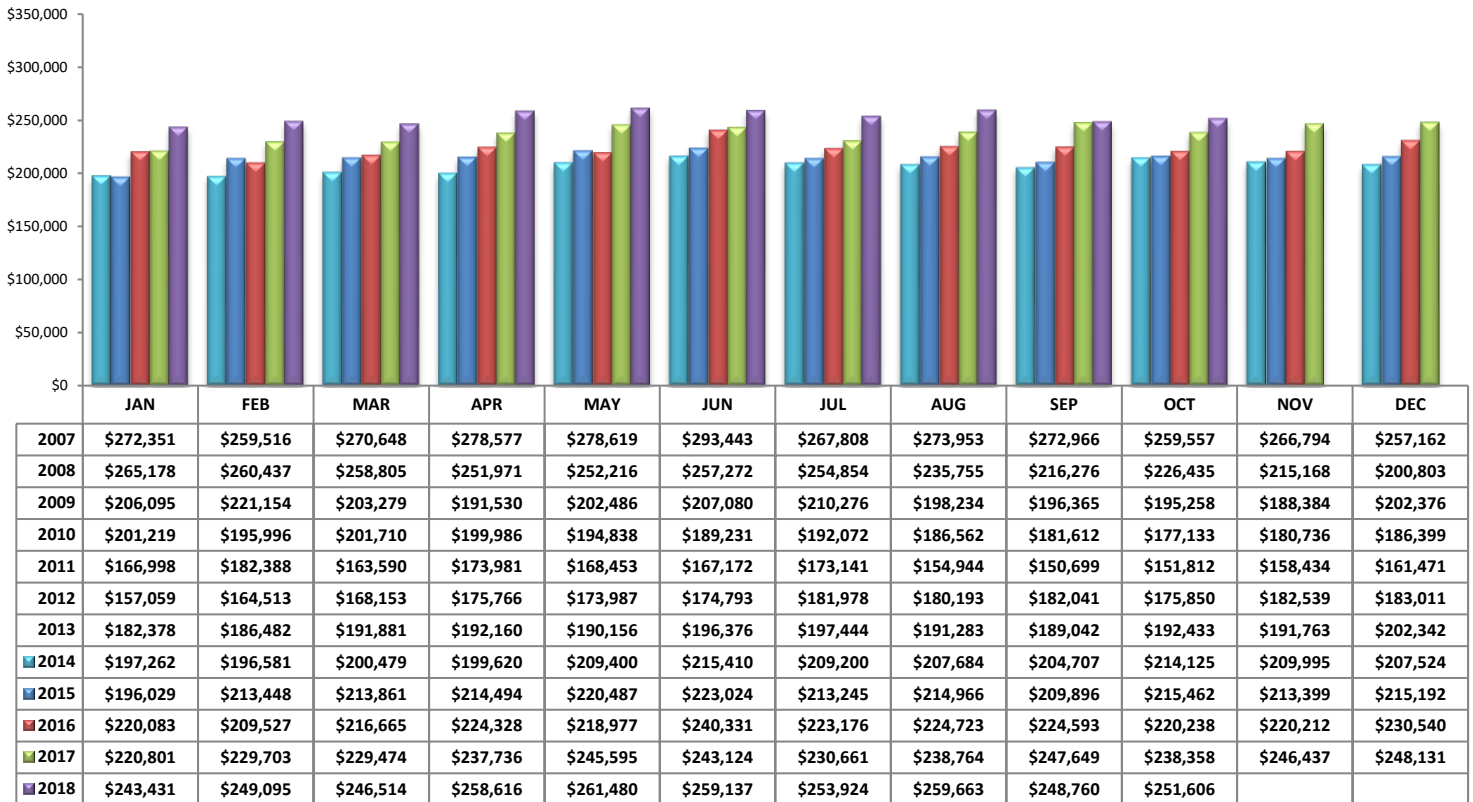


Monthly Volume by Type

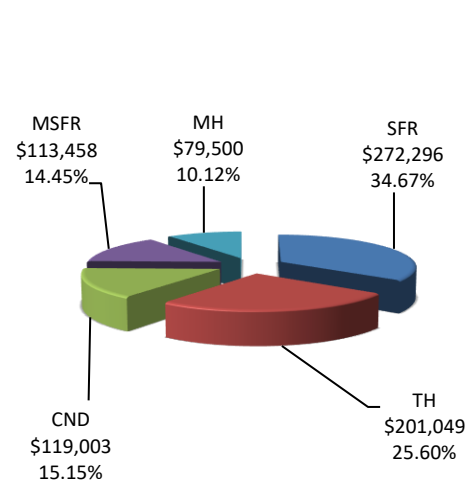


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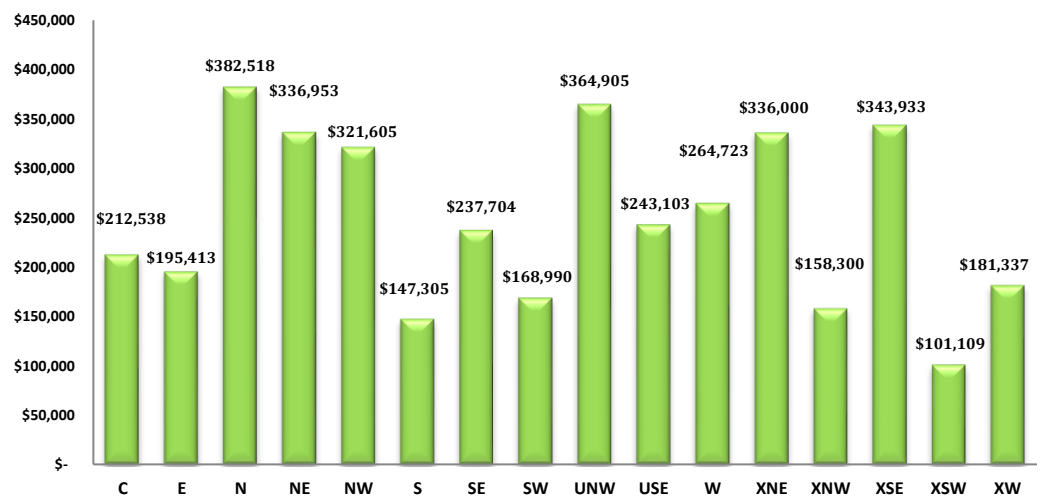
Average Sales Price – October 2018



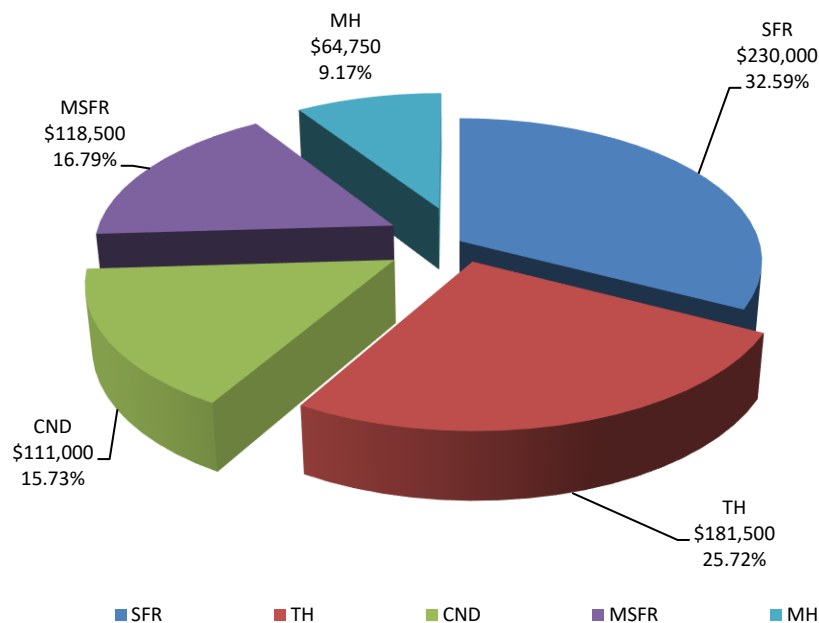
Average Sales Price by Type – October 2018



Average "Listing" Price per Area – October 2018

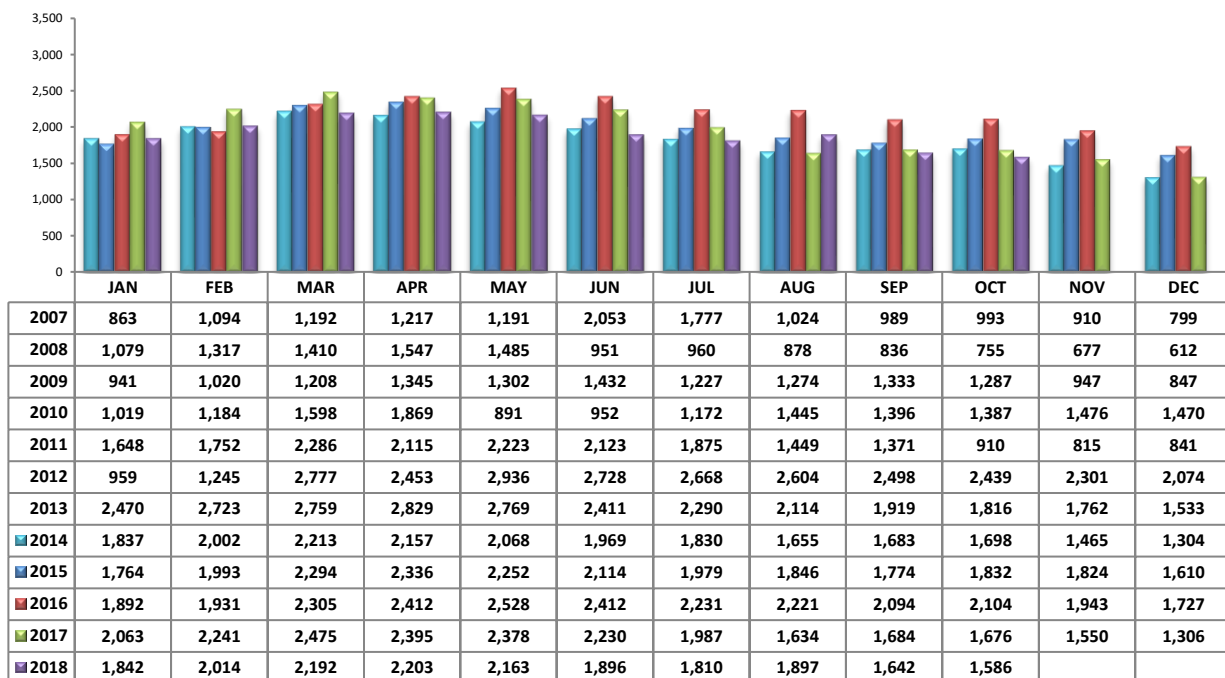


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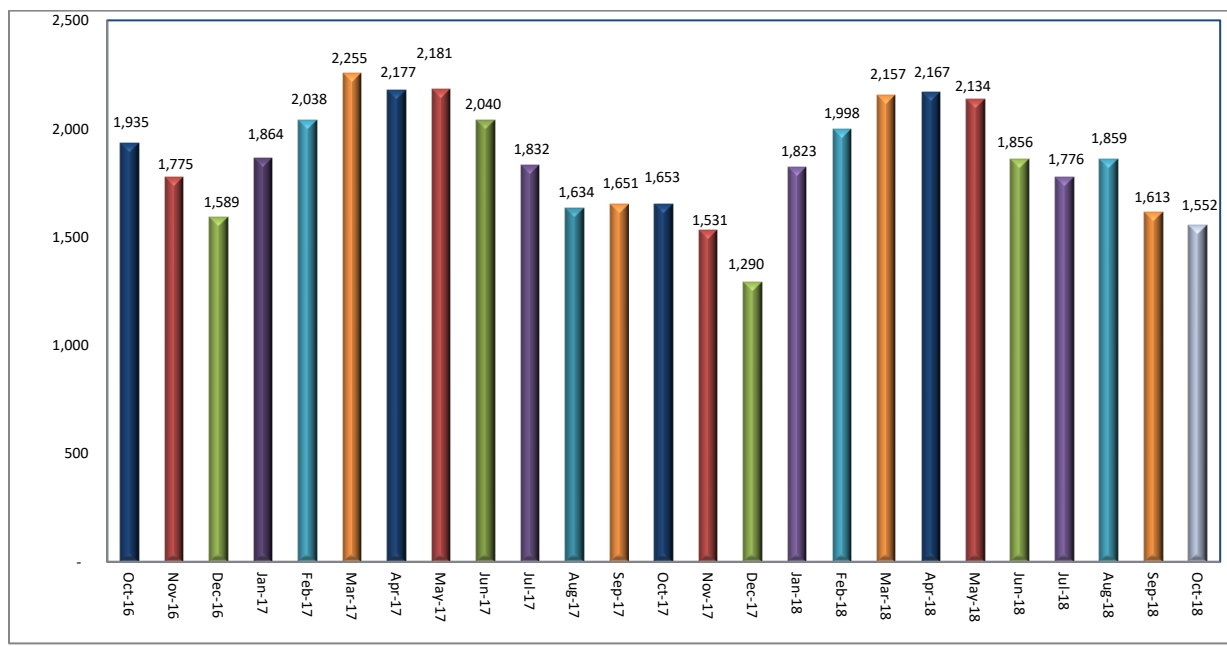
Median Sale Price - by Type**Median Sale Price - October 2018**

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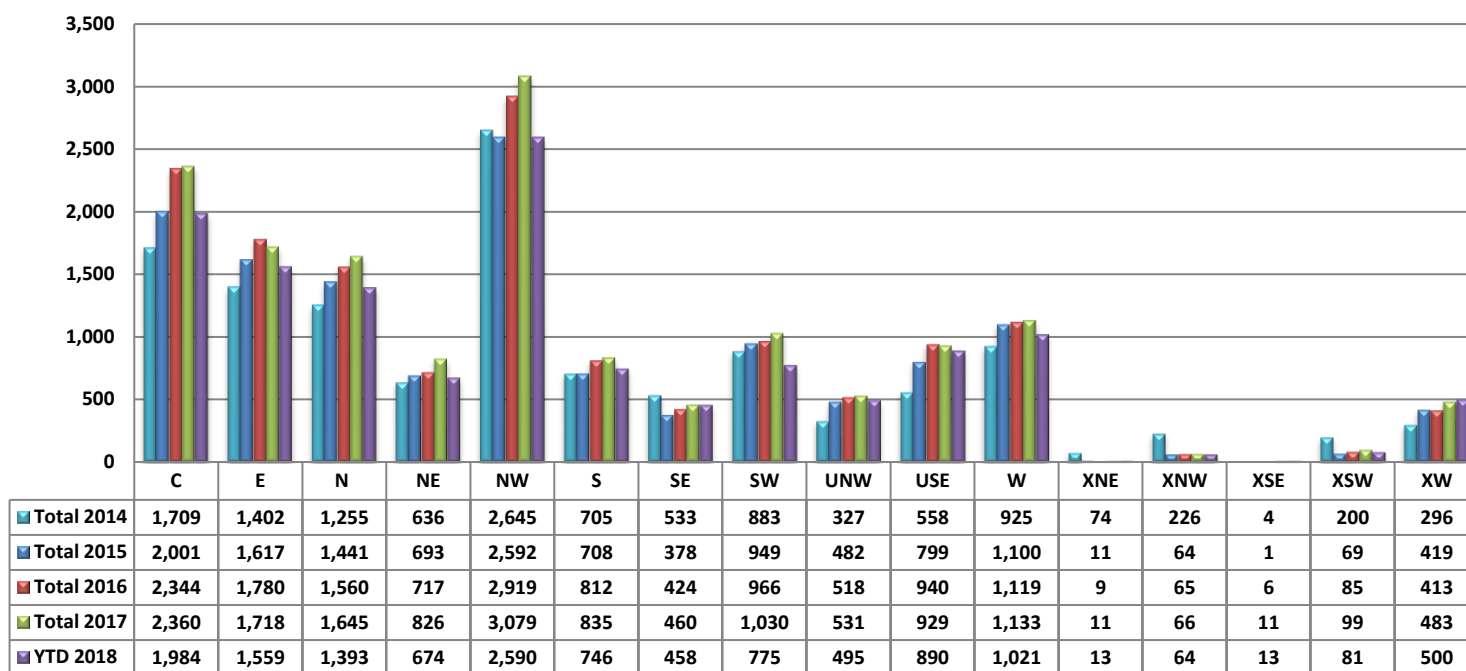
Newly Under Contract During The Month



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**

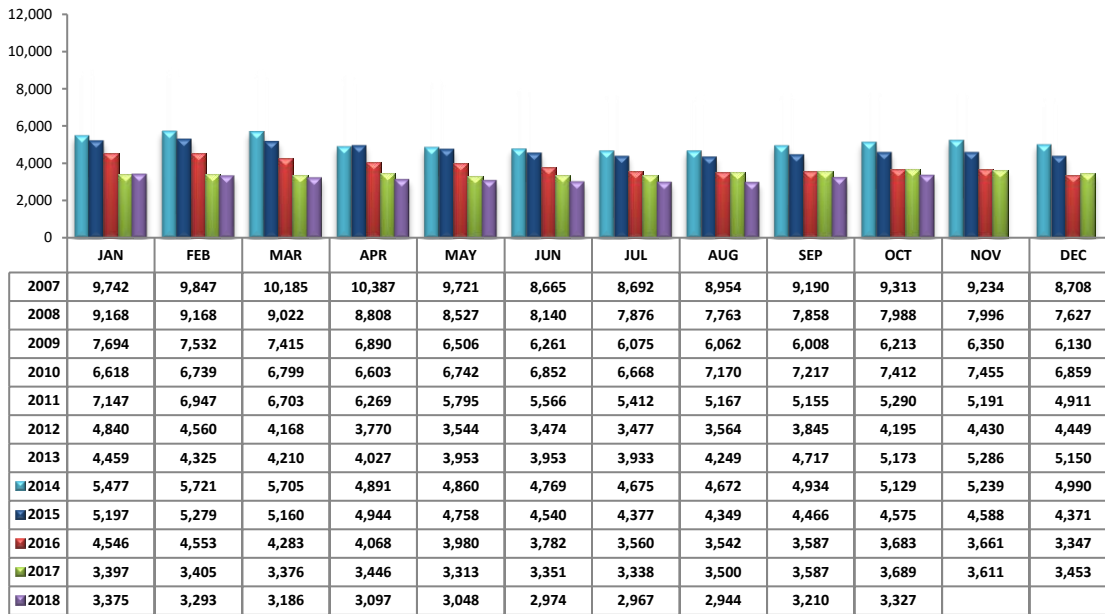
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$ 161,530	\$ 218,850	\$ 242,225	\$ 412,475	\$ 207,595
E	\$ 126,939	\$ 196,535	\$ 218,654	\$ 135,000	\$ 192,871
N	\$ 211,097	\$ 382,504	\$ 556,903	\$ 614,766	\$ 372,929
NE	\$ 123,648	\$ 303,698	\$ 493,883	\$ 332,500	\$ 324,334
NW	\$ 243,727	\$ 286,268	\$ 368,128	\$ 442,402	\$ 315,986
S	\$ 104,682	\$ 144,451	\$ 184,745	\$ 225,000	\$ 145,020
SE	\$ 133,333	\$ 210,333	\$ 277,145	\$ 402,500	\$ 235,257
SW	\$ 95,563	\$ 175,817	\$ 202,445	\$ 291,750	\$ 167,420
UNW	\$ 322,338	\$ 353,582	\$ 411,095	\$ -	\$ 354,236
USE	\$ 246,805	\$ 219,934	\$ 261,246	\$ 252,250	\$ 240,753
W	\$ 166,652	\$ 258,776	\$ 326,596	\$ 305,875	\$ 260,160
XNE	\$ 250,245	\$ 460,000	\$ 375,000	\$ -	\$ 317,147
XNW	\$ -	\$ 163,000	\$ 153,000	\$ -	\$ 159,666
XSE	\$ -	\$ 333,000	\$ 351,900	\$ 340,000	\$ 341,633
XSW	\$ 71,500	\$ 118,400	\$ -	\$ -	\$ 97,081
XW	\$ 91,966	\$ 174,444	\$ 210,557	\$ 327,500	\$ 177,856

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	61	103	24	4	192
E	21	77	45	1	144
N	44	36	25	9	114
NE	10	35	16	2	63
NW	45	103	75	19	242
S	23	46	22	1	92
SE	3	23	13	2	41
SW	18	41	20	2	81
UNW	21	19	12	0	52
USE	12	42	38	2	94
W	18	50	25	2	95
XNE	3	1	1	0	5
XNW	0	2	1	0	3
XSE	0	1	1	1	3
XSW	5	6	0	0	11
XW	6	27	14	1	48

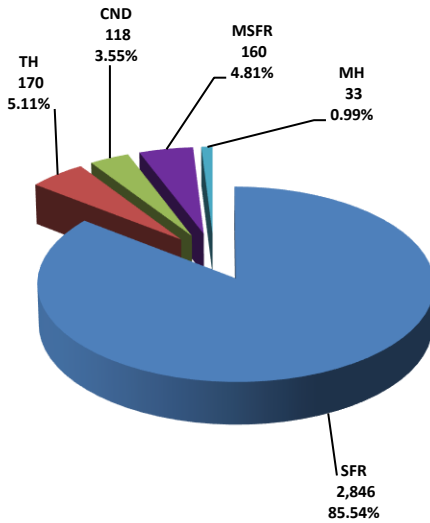
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Active Listings

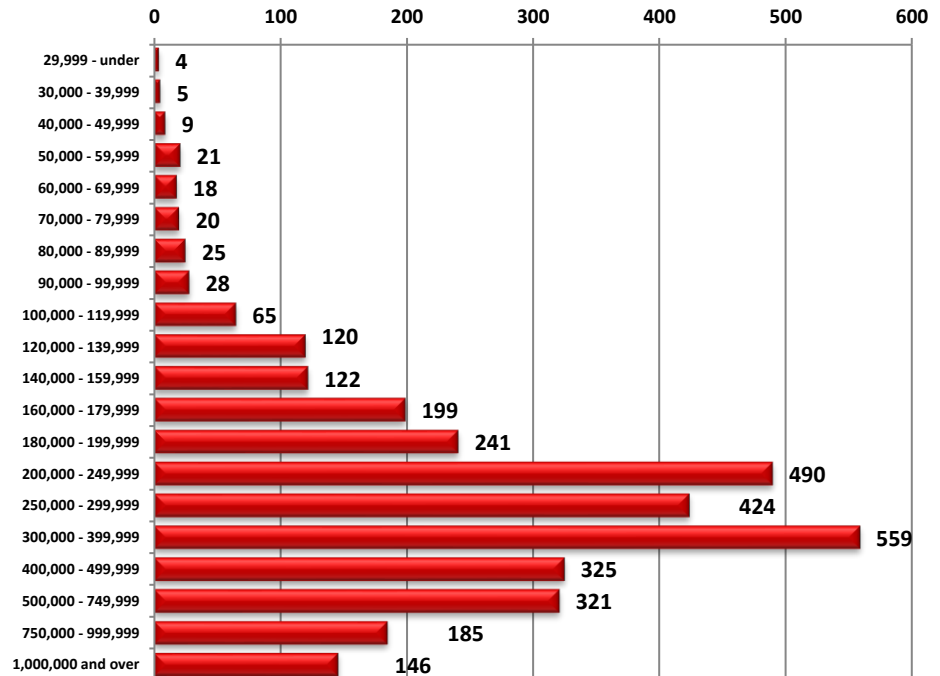


Area	# of Listings
C	442
E	250
N	426
NE	167
NW	771
S	128
SE	89
SW	191
UNW	157
USE	213
W	229
XNE	17
XNW	19
XSE	17
XSW	35
XW	176

Active Listings Unit Breakdown

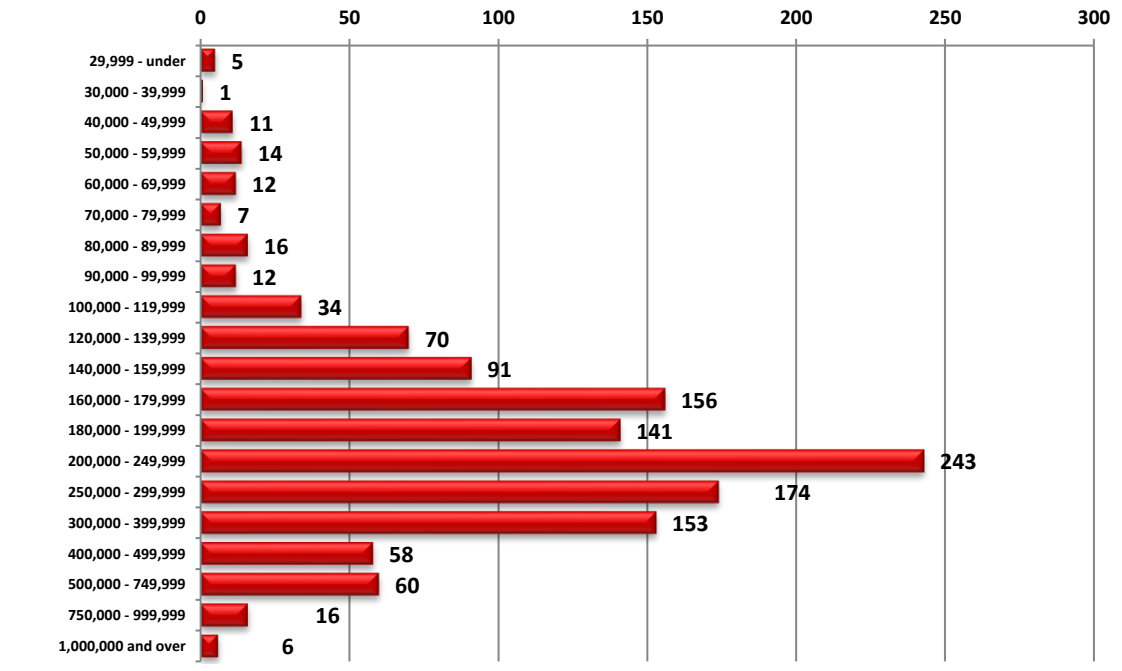


Active Listings Price Breakdown



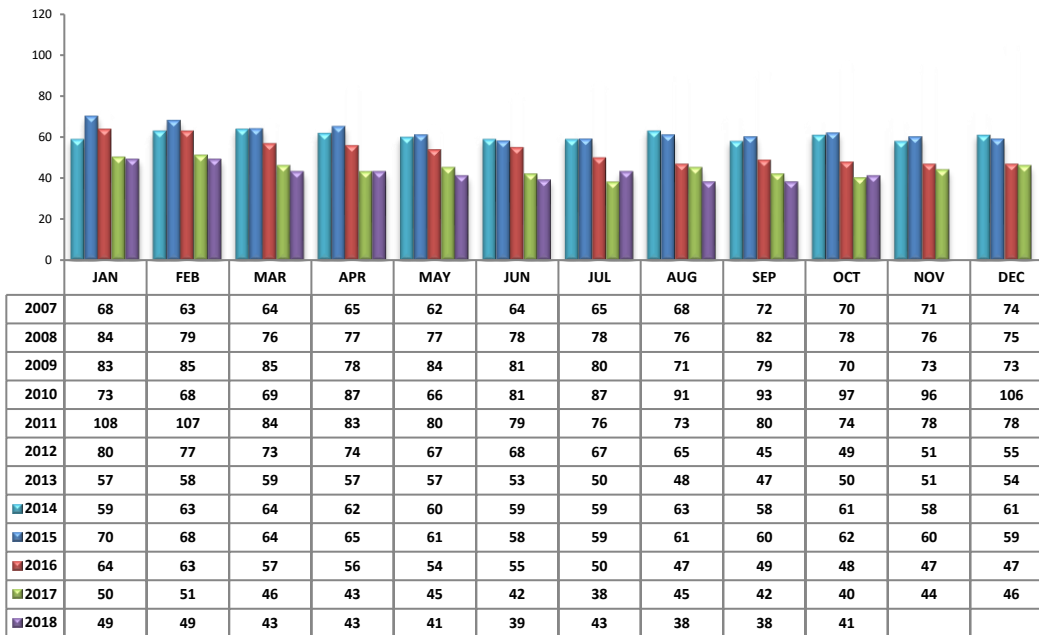
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Sold Price Breakdown



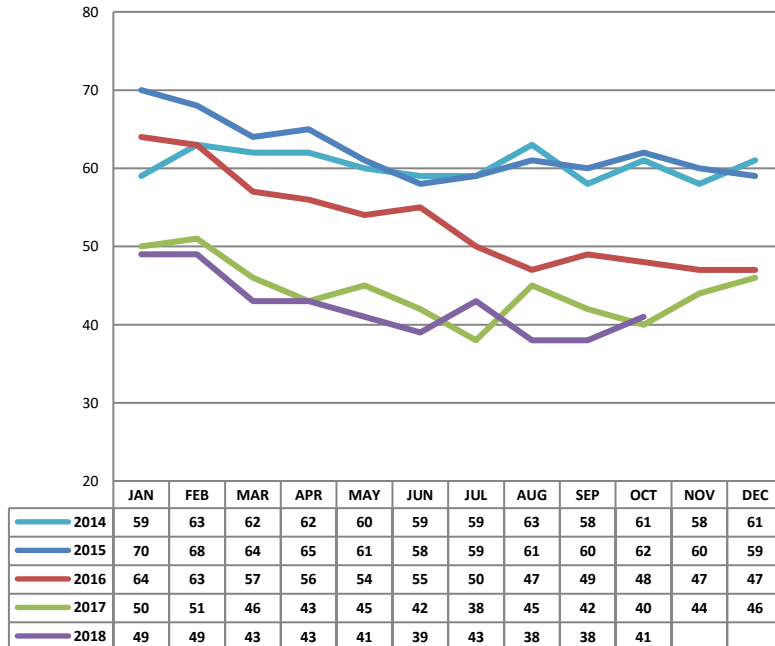
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Average Days on Market/Listing - October 2018

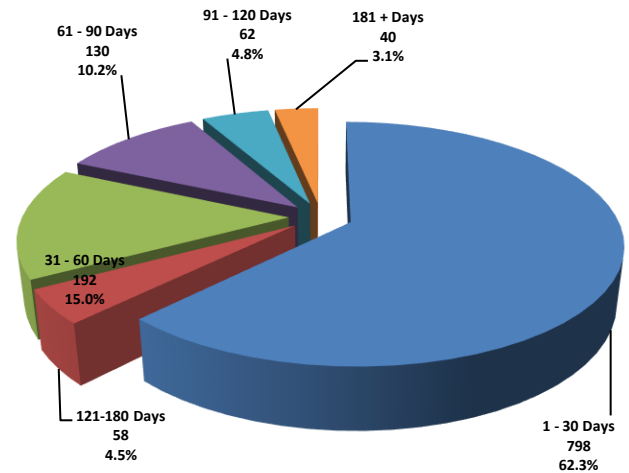


Area	# of Listings
C	36
E	25
N	39
NE	50
NW	45
S	29
SE	29
SW	63
UNW	61
USE	33
W	23
XNE	523
XNW	42
XSE	86
XSW	54
XW	62

Annual Comparison - Average Days on Market

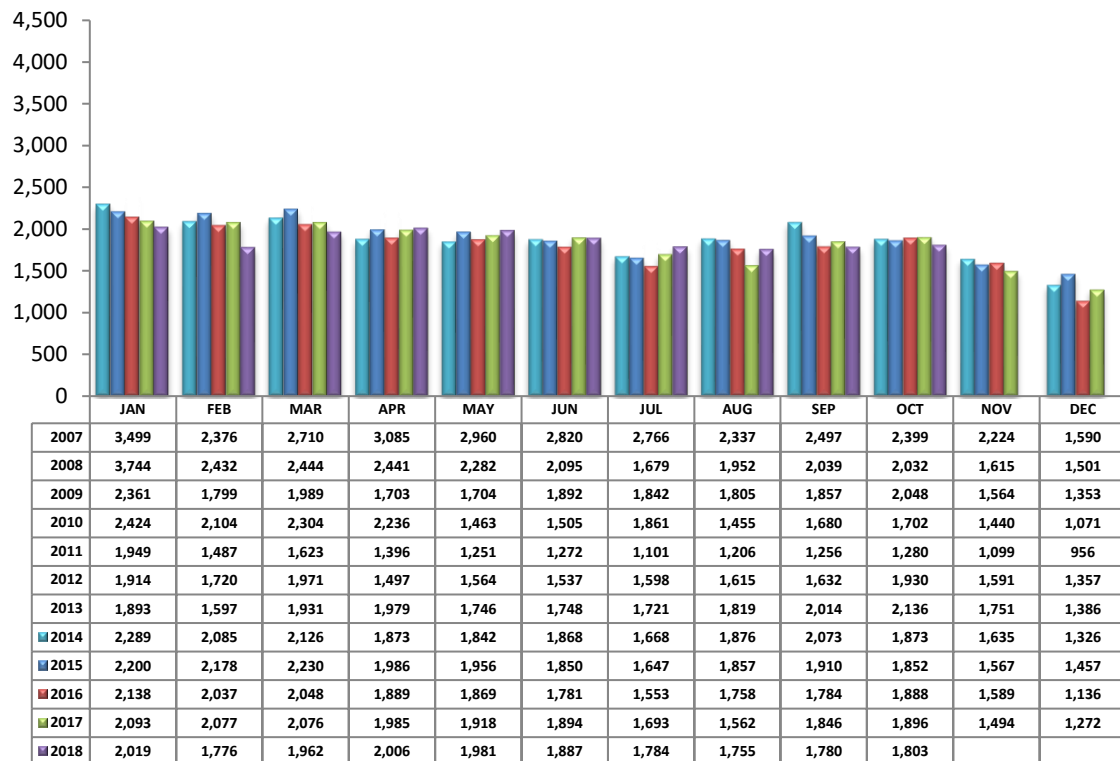


Average Days on Market/Listing Breakdown



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New Listings – October 2018



Area	# of Listings
C	271
E	171
N	215
NE	96
NW	358
S	95
SE	48
SW	117
UNW	80
USE	108
W	127
XNE	3
XNW	7
XSE	5
XSW	15
XW	87

*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.
Jan 2018	134	364	37
Feb 2018	93	213	59
Mar 2018	119	274	50
Apr 2018	112	218	41
May 2018	104	261	49
Jun 2018	89	276	56
Jul 2018	99	233	53
Aug 2018	83	298	58
Sept 2018	83	239	44
Oct 2018	87	291	54

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Notes on 2017 Area Boundary Updates

In October 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 October 2018 Sales Statistics produced for TAR, MLSSAZ re-calculated and adjusted figures dating back to October 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.

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® or Multiple Listing Service of Southern Arizona guarantees, or is in any way responsible for its accuracy.