

**For Immediate
Release:
May 10, 2019**

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Multiple Listing Service of Southern Arizona Monthly Statistics **April 2019**

Below are some highlights from the April Residential Sales Statistics:

- Total Sales Volume of \$400,498,076 is up from \$369,814,660 in March, a 8.30% increase and up 6.65% from April 2018.
- The Average Sales Price of \$260,571 is a decrease of .23% from \$261,168 last month.
- Average List Price of \$266,033 is a decrease of 0.17% from \$266,479 in March.
- Total Under Contract of 2,140 increased 1.28% since March's number of 2,113.
- Total Unit Sales of 1,537 is an increase of 8.55% since last month's number of 1,416 and is an increase of 5.85% since April 2018.
- The Median Sales Price of \$218,500 decreased 0.23% from \$219,000 in March.
- New Listings of 2,066 have increased 9.43% from 1,888 in March.
- Total Active Listings of 2,900 is a decrease of 3.49% from March.
- Average Days on Market decreased to 41 this month from 43 last month.
- Conventional loan sales of 47% exceeded Cash Sales of 25.4%.



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®.

Cheryl Terpening
2019 MLSSAZ President

Barbara Wilson
2019 TAR President



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April 2019 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
April	\$400,498,076	\$375,510,677	6.65%
March	\$369,814,660	\$360,404,000	2.61%
Month % Change	8.30%	4.19%	

Average Sales Price

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
April	\$260,571	\$258,616	0.76%
March	\$261,168	\$246,514	5.94%
Month % Change	-0.23%	4.91%	

Average List Price

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
April	\$266,033	\$264,467	0.59%
March	\$266,479	\$252,954	5.35%
Month % Change	-0.17%	4.55%	

Total Under Contract

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
April	2140	2167	-1.25%
March	2113	2157	-2.04%
Month % Change	1.28%	0.46%	

Total Unit Sales

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
April	1,537	1,452	5.85%
March	1,416	1,462	-3.15%
Month % Change	8.55%	-0.68%	

Median Sales Price

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
April	\$218,500	\$215,000	1.63%
March	\$219,000	\$210,000	4.29%
Month % Change	-0.23%	2.38%	

New Listings

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
April	2,066	2,006	2.99%
March	1,888	1,962	-3.77%
Month % Change	9.43%	2.24%	

Active Listings

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
April	2,900	3,097	-6.36%
March	3,005	3,186	-5.68%
Month % Change	-3.49%	-2.79%	

April 2019 - 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	11	6	54.55%	85645	0	0	0.00%	85713	66	56	84.85%	85740	0	0	0.00%
85245	0	0	0.00%	85648	0	0	0.00%	85714	12	10	83.33%	85741	41	45	109.76%
85601	0	0	0.00%	85653	125	52	41.60%	85715	58	37	63.79%	85742	101	58	57.43%
85602	0	0	0.00%	85658	172	37	21.51%	85716	91	51	56.04%	85743	76	68	89.47%
85611	0	0	0.00%	85701	35	2	5.71%	85717	0	0	0.00%	85745	116	74	63.79%
85614	1	0	0.00%	85703	0	0	0.00%	85718	228	54	23.68%	85746	47	51	108.51%
85616	0	0	0.00%	85704	92	60	65.22%	85719	108	40	37.04%	85747	62	55	88.71%
85619	22	2	9.09%	85705	48	35	72.92%	85730	53	53	100.00%	85748	49	27	55.10%
85622	0	0	0.00%	85706	29	42	144.83%	85734	0	0	0.00%	85749	91	21	23.08%
85623	7	8	114.29%	85709	2	1	0.00%	85735	28	15	53.57%	85750	189	70	37.04%
85629	4	1	25.00%	85710	84	80	95.24%	85736	16	6	37.50%	85755	188	65	34.57%
85637	3	2	66.67%	85711	58	49	84.48%	85737	131	56	42.75%	85756	42	56	133.33%
85641	177	77	43.50%	85712	55	44	80.00%	85739	132	41	31.06%	85757	47	30	63.83%

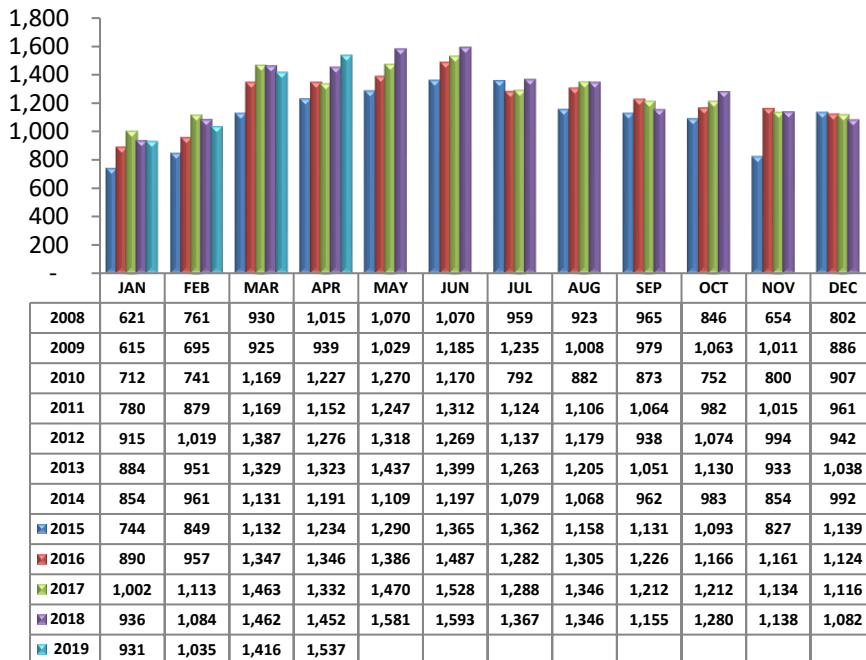
NOTE:

85731- 1 active listing, 85744- 2 active listings

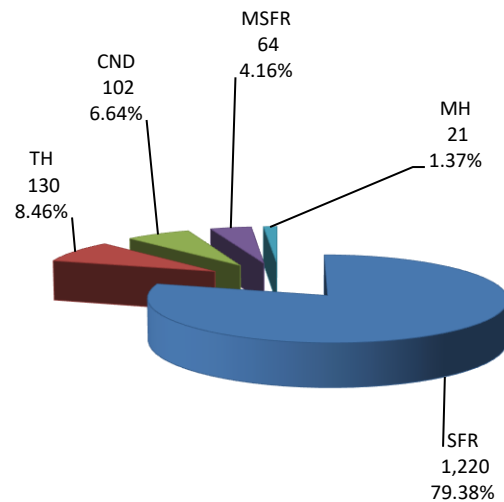
Residential Listing Statistics							Active Listings		Days on Market			
	Total Active	Total Contingent	Total Pending	Total Inventory		Total Sold	Area	# Per Area	of Units Sold			
Under \$29,999	1	2	1	4		1	C	396	1 -30 Days	960		
\$30,000 to \$39,999	1	3	0	4		2	E	191	31-60 Days	258		
\$40,000 to \$49,999	7	2	0	9		10	N	466	61 - 90 Days	123		
\$50,000 to \$59,999	10	7	1	18		16	NE	151	91-120 Days	57		
\$60,000 to \$69,999	9	7	0	16		18	NW	679	121 - 180 Days	89		
\$70,000 to \$79,999	25	8	3	36		16	S	83	Over 180 Days	49		
\$80,000 to \$89,999	12	19	3	34		25	SE	89	Avg. Days on Market 41			
\$90,000 to \$99,999	18	16	2	36		19	SW	141				
\$100,000 to \$119,999	46	46	6	98		48	UNW	142	Avg. Sold Price \$260,571			
\$120,000 to \$139,999	62	105	24	191		65	USE	171				
\$140,000 to \$159,999	69	120	18	207		103	W	181	Median Sale Price \$218,500			
\$160,000 to \$179,999	118	171	33	322		160	XNE	22				
\$180,000 to \$199,999	150	177	31	358		152	XNW	12	New Listings 2,066			
\$200,000 to \$249,999	389	336	74	799		304	XSE	7				
\$250,000 to \$299,999	426	220	61	707		190	XSW	27				
\$300,000 to \$399,999	558	248	65	871		209	XW	142				
\$400,000 to \$499,999	298	108	31	437		93	Sold Units per Area		Sales Volume by Area			
\$500,000 to \$749,999	328	113	22	463		69	C	225	\$43,988,702			
\$750,000 to \$999,999	192	34	7	233		30	E	160	\$30,259,691			
\$1,000,000 and over	181	11	5	197		7	N	154	\$58,494,501			
							NE	61	\$19,079,990			
							NW	289	\$94,517,345			
							S	110	\$16,926,855			
							SE	48	\$12,528,170			
							SW	116	\$20,110,825			
							UNW	52	\$18,830,182			
							USE	100	\$27,942,537			
Totals	2,900	1,753	387	5,040		1,537	W	135	\$38,810,333			
							XNE	2	\$689,000			
							XNW	6	\$1,075,660			
	Apr-19	Apr-18	% Change	YTD 2019	YTD 2018	% Change	XSE	4	\$1,922,500			
Home Sales Volume	\$400,498,076	\$375,510,677	6.65%	\$1,279,906,347	\$1,233,786,113	3.74%	XSW	8	\$886,499			
Home Sales Units	1,537	1,452	5.85%	4,919	4,934	-0.30%	XW	67	\$14,435,286			
Average Sales Price (All Residential)	\$260,571	\$258,616	0.76%	\$260,375	\$252,578	3.09%	Total Volume		\$400,498,076			
Median Sales Price	\$218,500	\$215,000	1.63%	\$218,250	\$210,875	3.50%						
Average Days on Market:	41	43	-4.65%	43	45	-4.44%						
Average List Price for Sold:	266,033	\$264,467	0.59%	\$265,932	\$258,627	2.82%						
SP/LP %	97.95%	97.79%		97.91%	97.66%							
Total Under Contract	2,140	2,167	-1.25%								Types of Financing	Totals
Active Listings	2,900	3,097	-6.36%								FHA	228
New Listings	2,066	2,006	2.99%								VA	154
											Other	27
											Cash	391
											Conventional	723
											Cash/Loan	1
											Carryback	13

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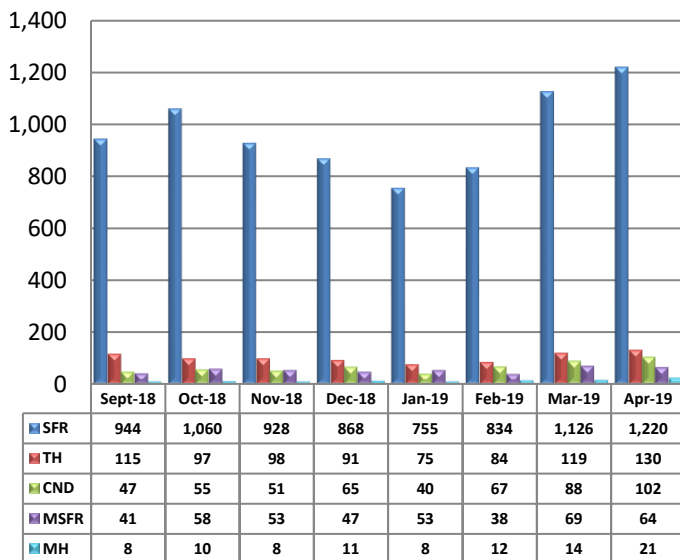
Total Unit Sales – April 2019



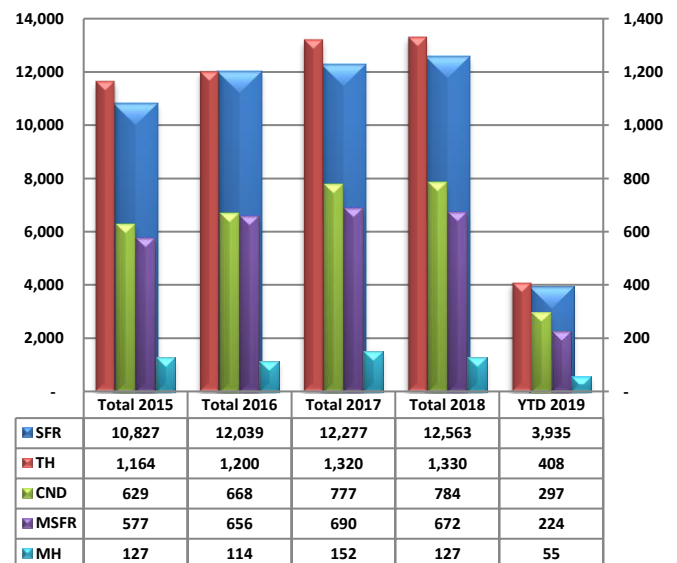
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

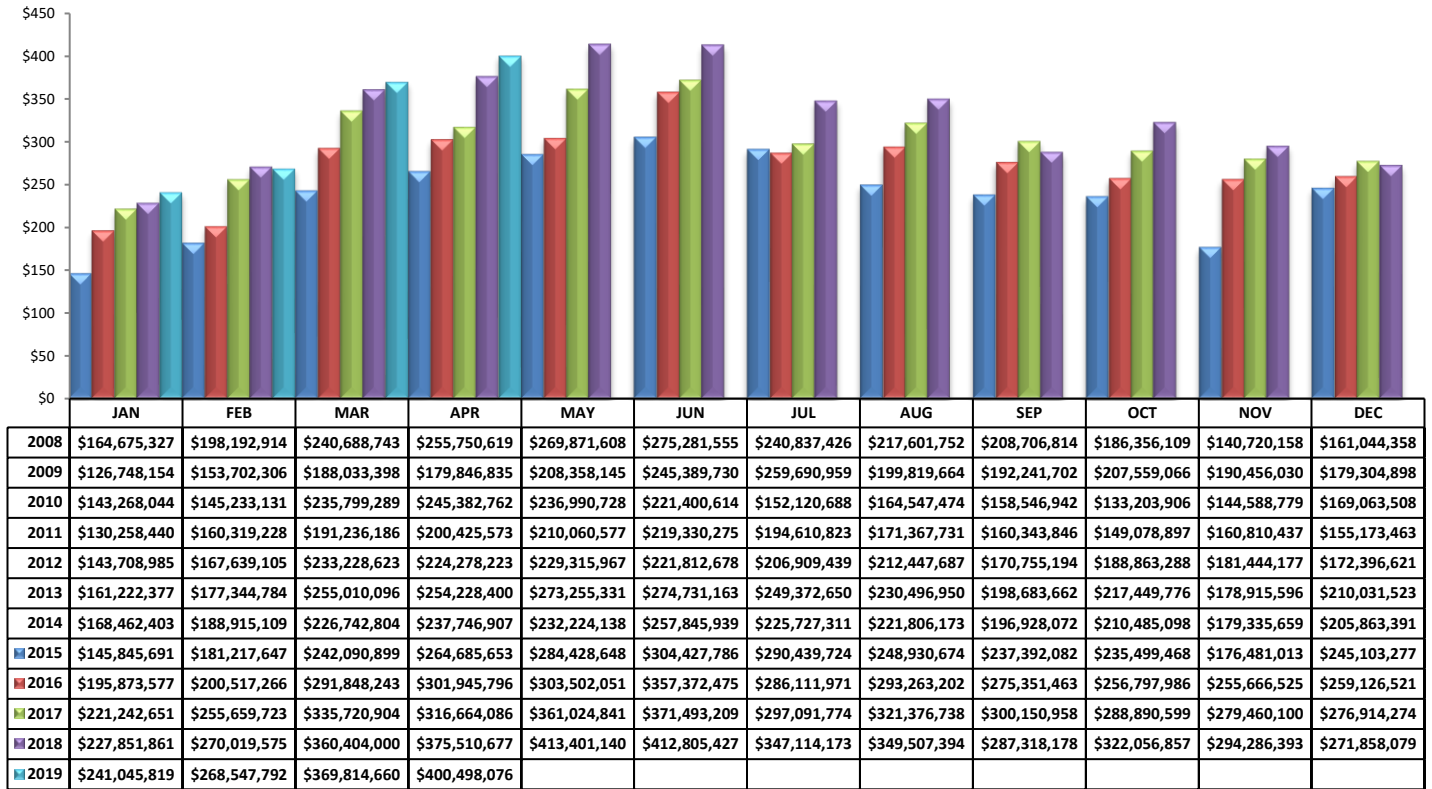


YTD Annual Comparison – Breakdown by Type

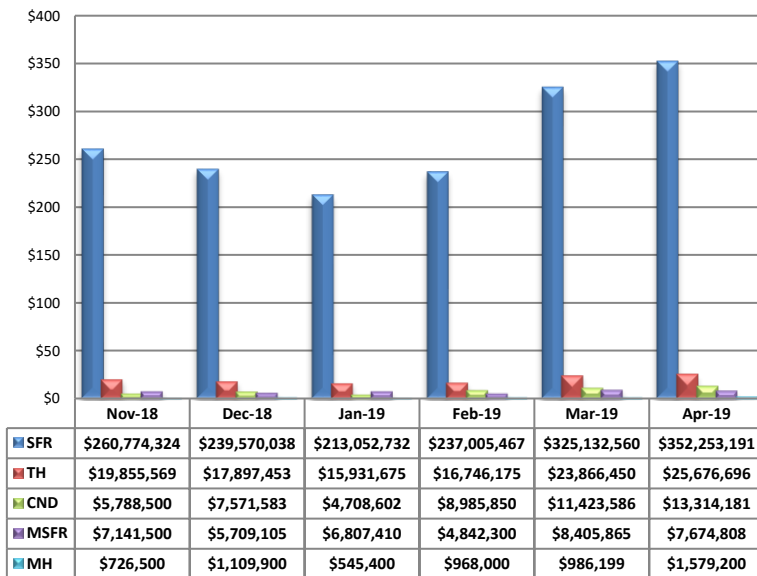


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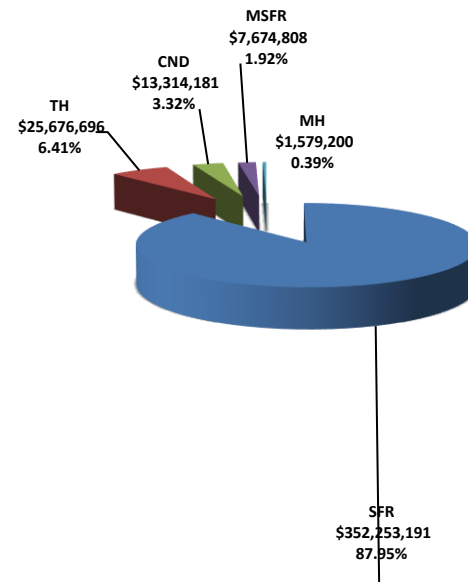
Total Sales Volume - April 2019



Total Sales Volume By Type - Monthly Comparison

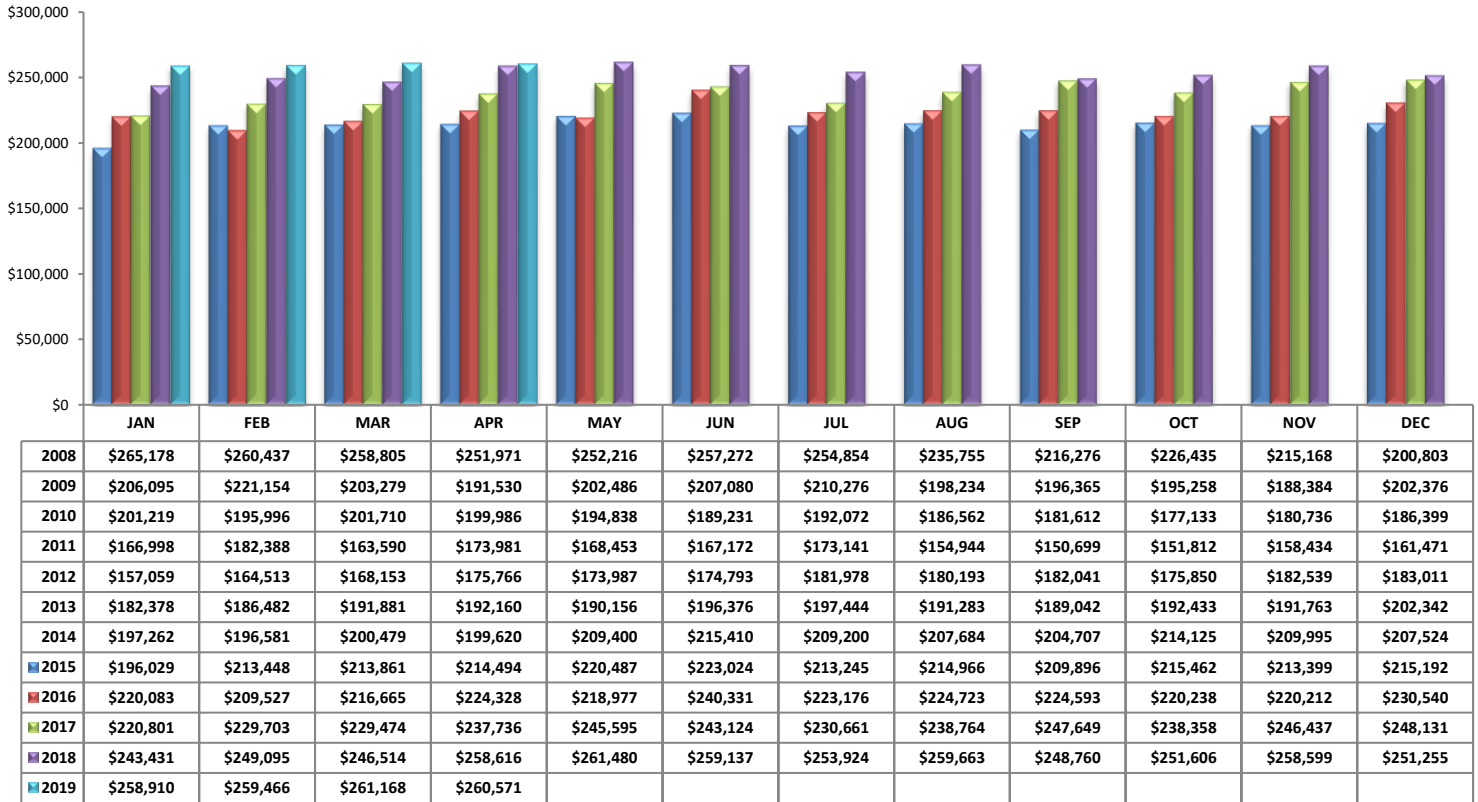


Monthly Volume by Type

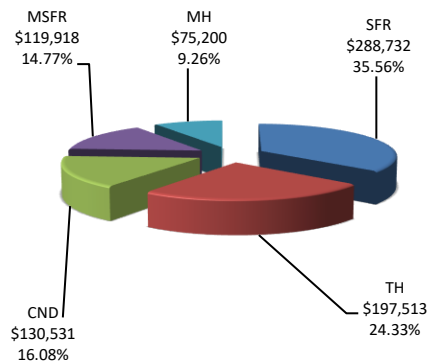


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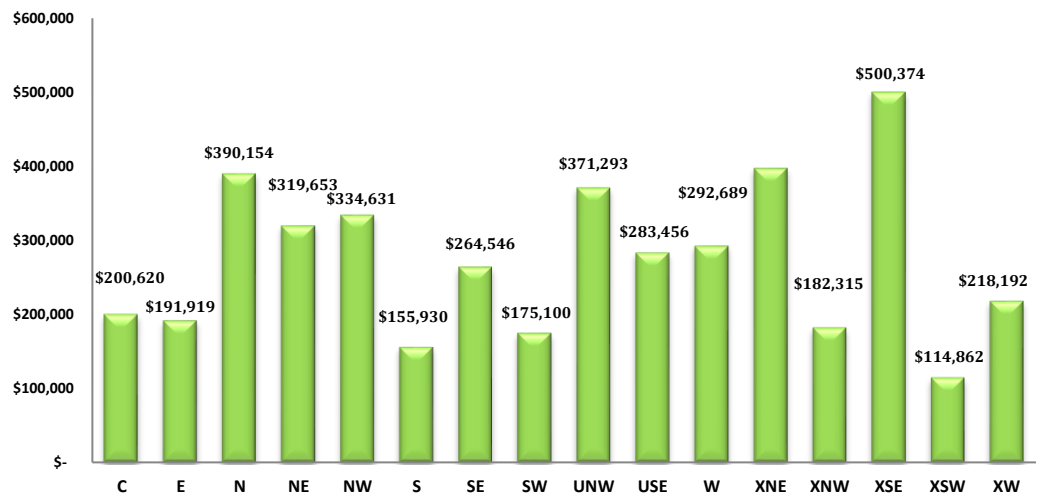
Average Sales Price – April 2019



Average Sales Price by Type – April 2019

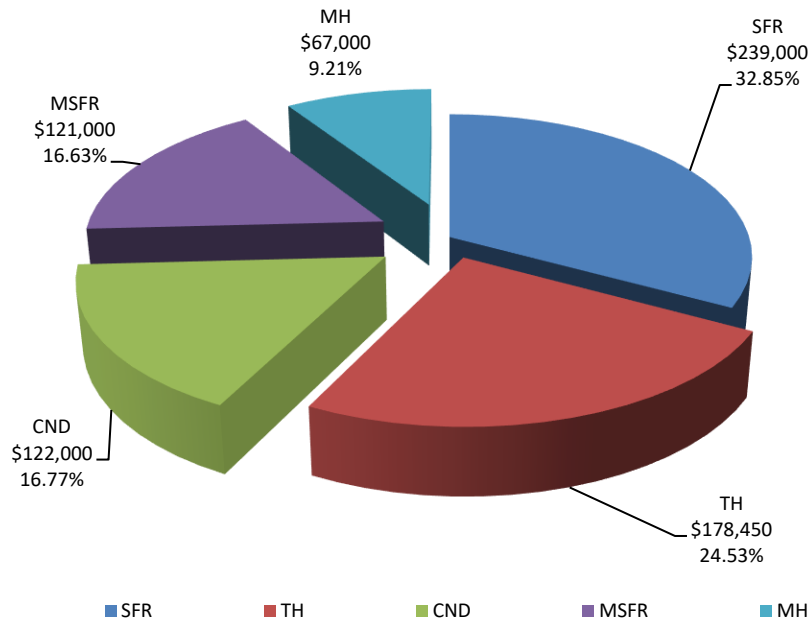


Average "Listing" Price per Area – April 2019



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Median Sale Price - by Type

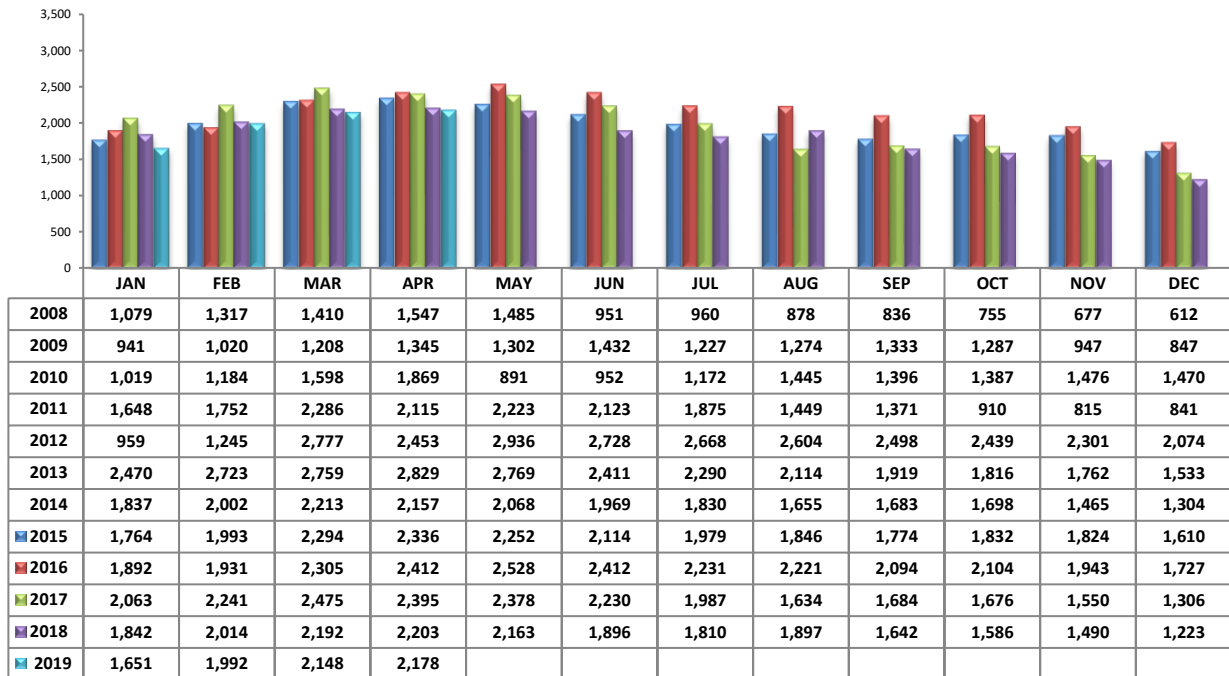


Median Sale Price - April 2019

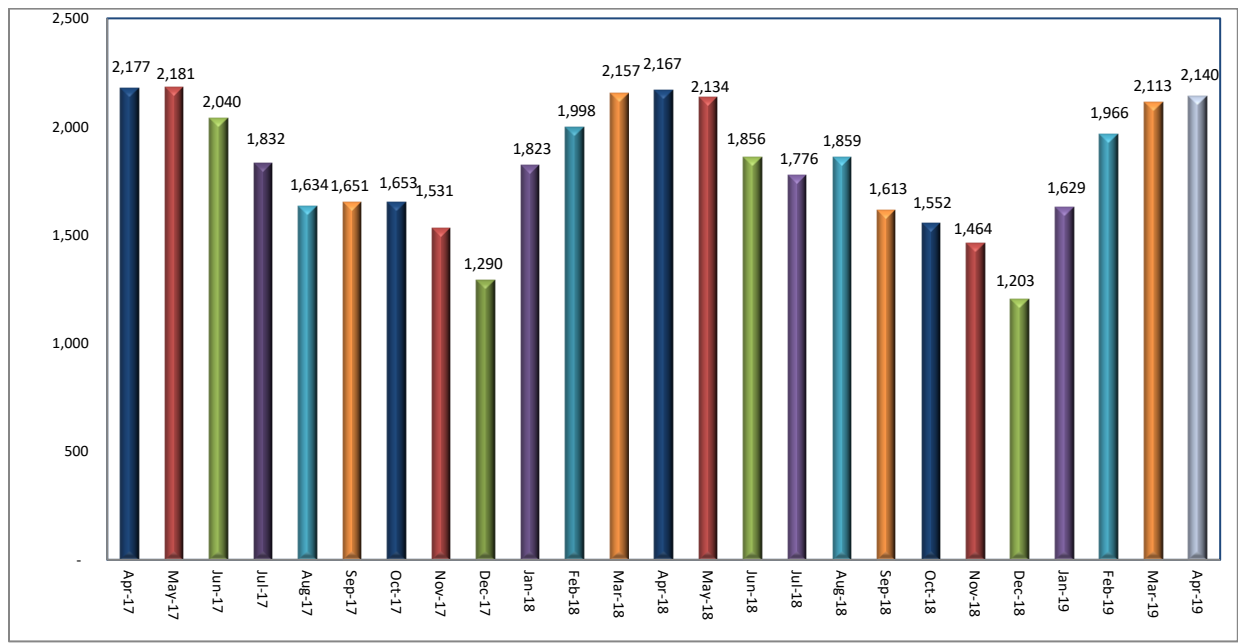


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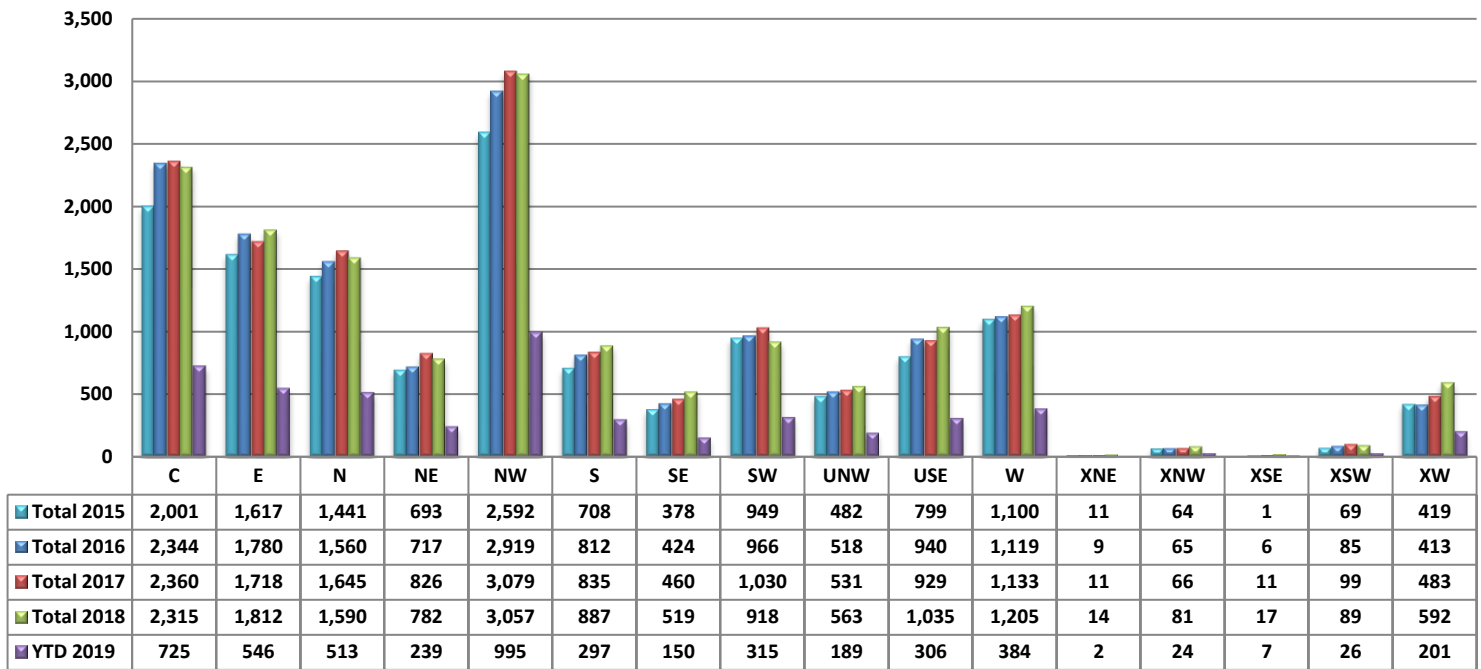
Newly Under Contract During The Month



Total Listings Still Under Contract At The End of The Month



Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

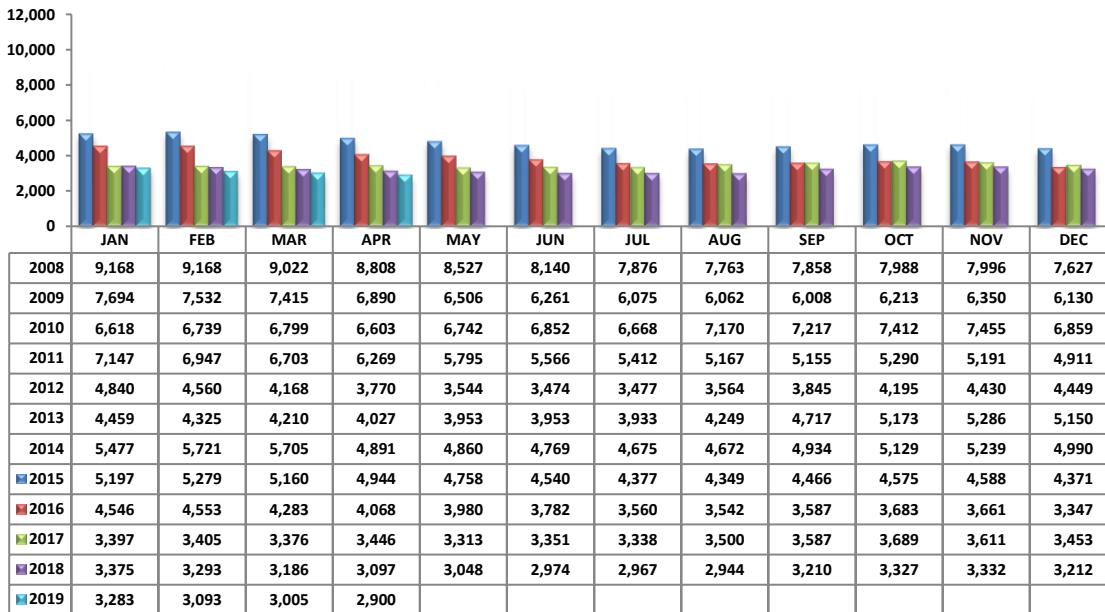
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$149,564	\$199,670	\$293,578	\$221,642	\$195,505
E	\$125,490	\$190,176	\$213,170	\$278,550	\$189,123
N	\$211,936	\$376,341	\$577,323	\$803,666	\$379,834
NE	\$171,502	\$296,016	\$439,223	\$618,855	\$312,786
NW	\$256,856	\$311,000	\$370,984	\$516,642	\$327,049
S	\$95,657	\$154,671	\$173,085	\$231,000	\$153,880
SE	\$163,403	\$229,275	\$310,629	\$276,305	\$261,003
SW	\$121,276	\$166,119	\$212,677	\$214,916	\$173,369
UNW	\$369,186	\$382,670	\$220,000	\$0	\$362,118
USE	\$282,696	\$252,271	\$289,746	\$359,400	\$279,425
W	\$177,804	\$257,517	\$388,929	\$444,444	\$287,483
XNE	\$0	\$289,000	\$0	\$400,000	\$344,500
XNW	\$171,000	\$178,165	\$192,000	\$0	\$179,276
XSE	\$0	\$612,500	\$0	\$348,750	\$480,625
XSW	\$55,000	\$129,416	\$0	\$0	\$110,812
XW	\$161,371	\$202,783	\$249,812	\$307,450	\$215,452

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	78	110	30	7	225
E	23	91	42	4	160
N	60	49	39	6	154
NE	22	19	15	5	61
NW	65	122	88	14	289
S	14	59	36	1	110
SE	6	18	23	1	48
SW	21	57	32	6	116
UNW	31	17	4	0	52
USE	6	45	39	10	100
W	33	55	38	9	135
XNE	0	1	0	1	2
XNW	1	4	1	0	6
XSE	0	2	0	2	4
XSW	2	6	0	0	8
XW	5	42	18	2	67

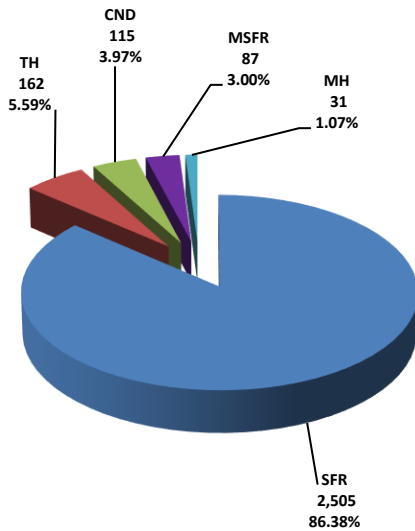
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Active Listings

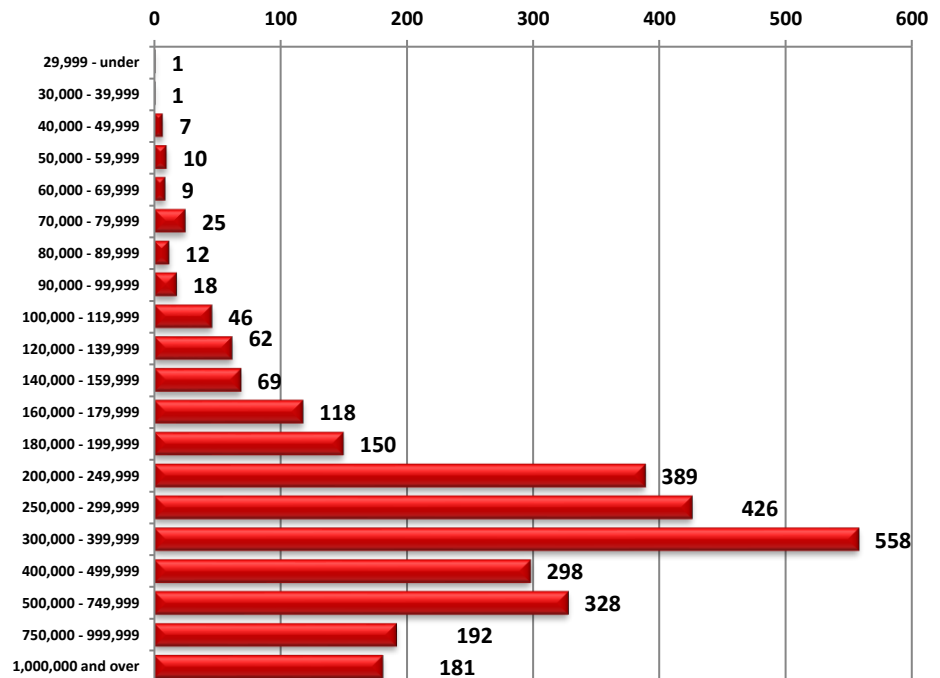


Area	# of Listings
C	396
E	191
N	466
NE	151
NW	679
S	83
SE	89
SW	141
UNW	142
USE	171
W	181
XNE	22
XNW	12
XSE	7
XSW	27
XW	142

Active Listings Unit Breakdown

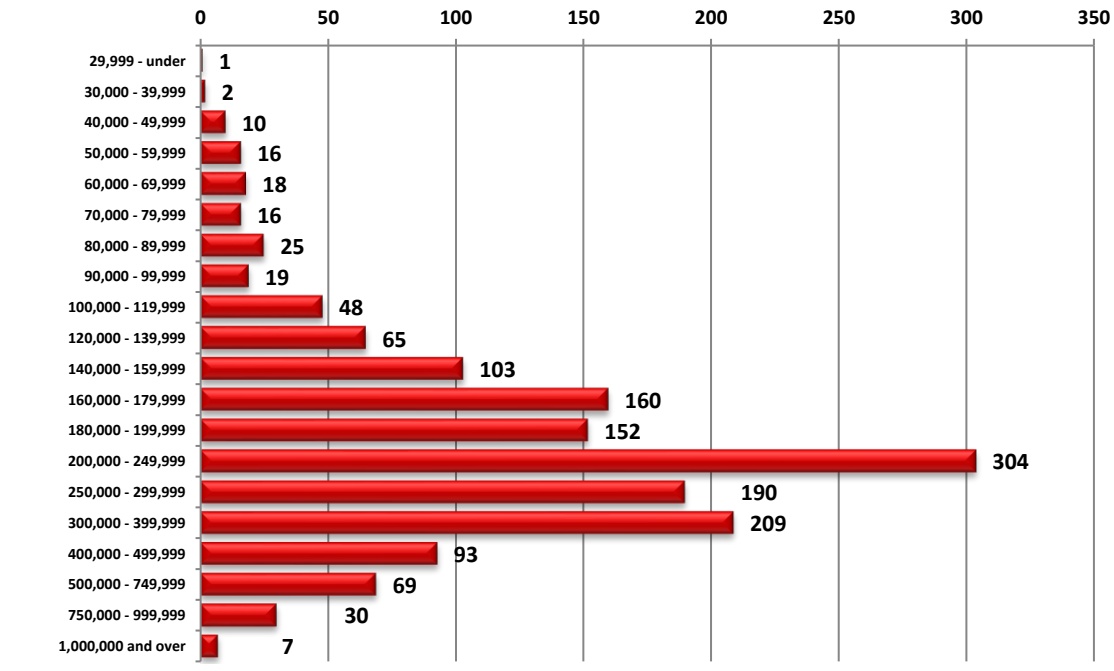


Active Listings Price Breakdown



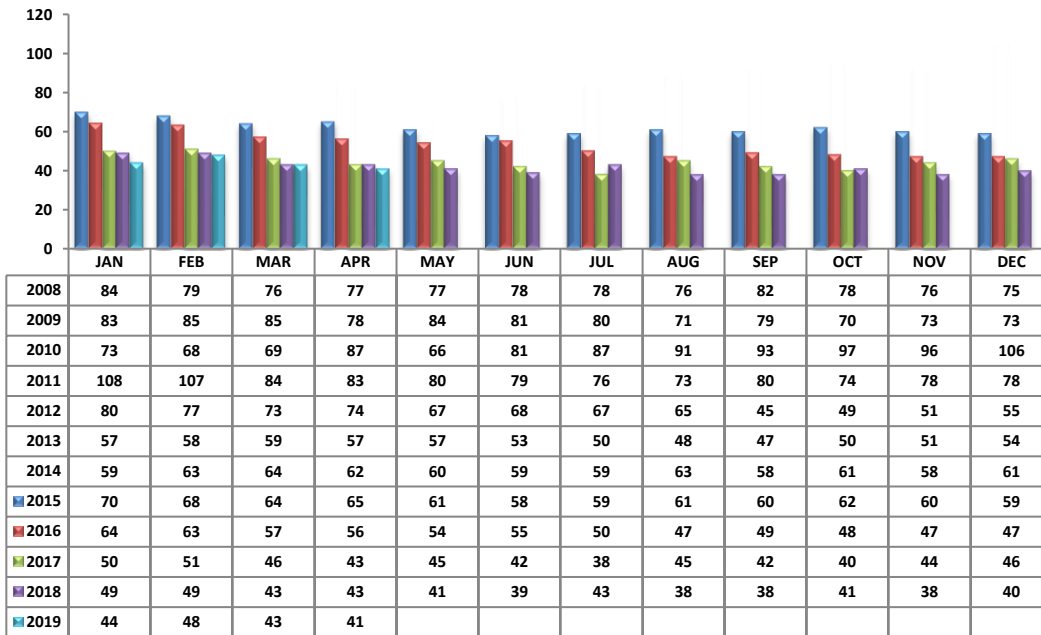
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Sold Price Breakdown



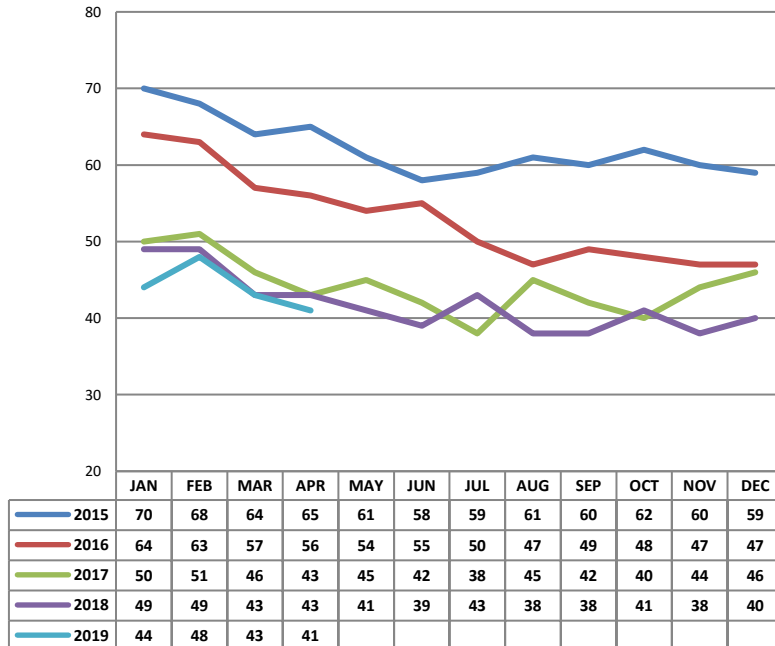
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Average Days on Market/Listing - April 2019

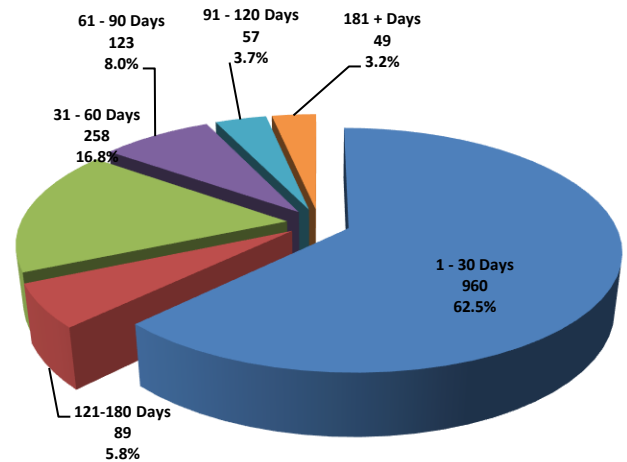


Area	# of Listings
C	35
E	28
N	36
NE	46
NW	48
S	29
SE	46
SW	42
UNW	59
USE	42
W	34
XNE	90
XNW	16
XSE	217
XSW	36
XW	59

Annual Comparison - Average Days on Market

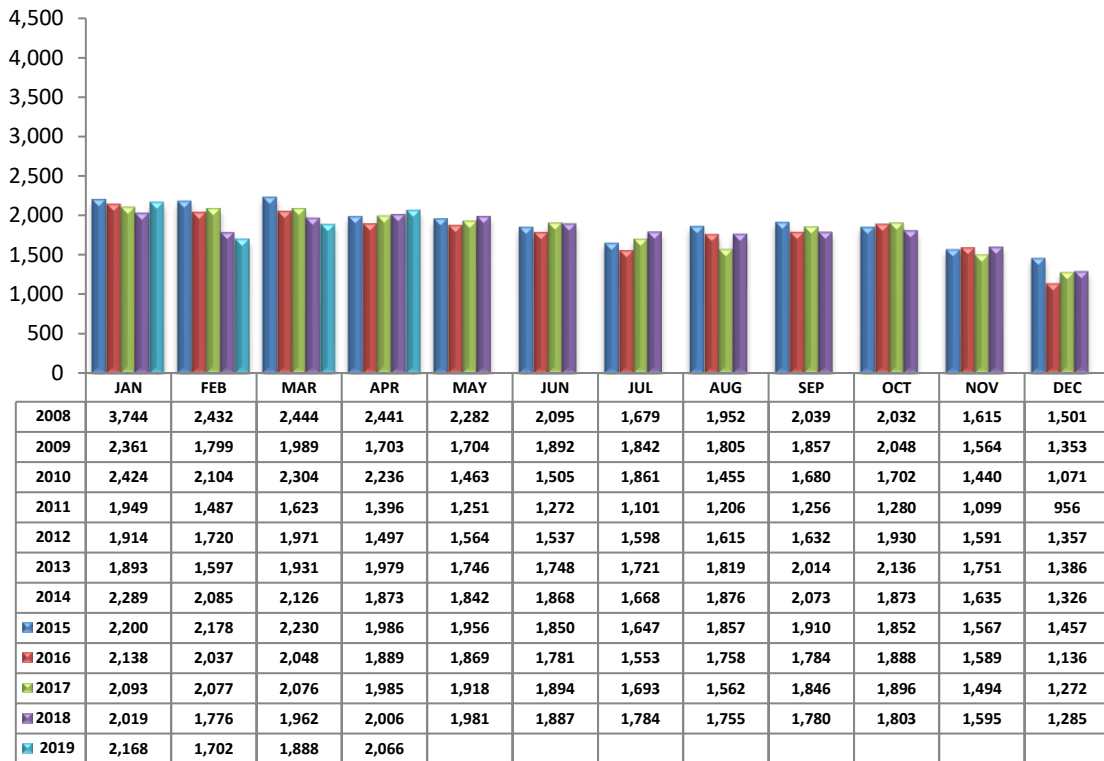


Average Days on Market/Listing Breakdown



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New Listings – April 2019



Area	# of Listings
C	333
E	199
N	258
NE	102
NW	423
S	90
SE	76
SW	133
UNW	60
USE	134
W	161
XNE	3
XNW	7
XSE	0
XSW	15
XW	72

*Includes properties that were re-listed

**Beginning April 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.
Jul 2018	99	233	53
Aug 2018	83	298	58
Sept 2018	83	239	44
Oct 2018	87	291	54
Nov 2018	91	236	54
Dec 2018	184	247	57
Jan 2019	98	311	56
Feb 2019	103	229	51
Mar 2019	98	217	48
Apr 2019	97	248	42

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Notes on 2017 Area Boundary Updates

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 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 east 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.