

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

- Total Sales Volume of \$276,914,274 is down slightly from November's number of \$279,460,100, resulting in a .91% decrease but is up 6.86% over December 2016.
- The Average Sales Price is up .69% from last month.
- Average List Price of \$255,058 is an increase from last month's number of \$252,533, resulting in a 1% rise.
- Total Under Contract of 1,290 is a decrease of 15.74% since last month.
- Total Unit Sales of 1,116 decreased 1.59% from November's 1,134.
- The Median Sales Price, \$205,000, is down from \$207,527 in November resulting in a 1.22% decrease but a 14.53% increase over December 2016.
- New Listings decreased to 1,272 from 1,494 in November, but rose 11.97% over December 2016.
- Total Active Listings of 3,453 is a decrease of 4.38% from last month.
- Average Days on Market of 46 is an increase from November's number of 44.
- Conventional loan sales of 44.5% exceeded Cash Sales of 25.9%.

Henry Zipf
2017 MLSSAZ President

Ginny Huffman
2018 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

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December 2017 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	\$276,914,274	\$259,126,521	6.86%
November	\$279,460,100	\$255,666,525	9.31%
Month % Change	-0.91%	1.35%	

Average Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	\$248,131	\$230,540	7.63%
November	\$246,437	\$220,212	11.91%
Month % Change	0.69%	4.69%	

Average List Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	\$255,058	\$233,223	9.36%
November	\$252,533	\$223,119	13.18%
Month % Change	1.00%	4.53%	

Total Under Contract

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	1,290	1,589	-18.82%
November	1,531	1,775	-13.75%
Month % Change	-15.74%	-10.48%	

Total Unit Sales

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	1,116	1,124	-0.71%
November	1,134	1,161	-2.33%
Month % Change	-1.59%	-3.19%	

Median Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	\$205,000	\$179,000	14.53%
November	\$207,527	\$184,900	12.24%
Month % Change	-1.22%	-3.19%	

New Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	1,272	1,136	11.97%
November	1,494	1,589	-5.98%
Month % Change	-14.86%	-28.51%	

Active Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	3,453	3,347	3.17%
November	3,611	3,661	-1.37%
Month % Change	-4.38%	-8.58%	

December 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	85	28	32.94%	85740	0	0	0.00%
85145	21	5	23.81%	85648	0	0	0.00%	85714	14	10	71.43%	85741	58	44	75.86%
85245	0	0	0.00%	85653	112	33	29.46%	85715	68	26	38.24%	85742	126	41	32.54%
85601	0	0	0.00%	85654	0	0	0.00%	85716	120	32	26.67%	85743	122	45	36.89%
85602	0	0	0.00%	85658	178	42	23.60%	85717	0	0	0.00%	85745	120	42	35.00%
85611	0	0	0.00%	85701	21	3	14.29%	85718	235	38	16.17%	85746	77	35	45.45%
85614	0	0	0.00%	85704	98	44	44.90%	85719	84	25	29.76%	85747	101	39	38.61%
85616	0	0	0.00%	85705	67	32	47.76%	85730	85	45	52.94%	85748	73	20	27.40%
85619	17	1	5.88%	85706	51	27	52.94%	85734	0	0	0.00%	85749	125	27	21.60%
85623	11	6	54.55%	85709	0	0	0.00%	85735	37	17	45.95%	85750	197	51	25.89%
85629	2	3	150.00%	85710	140	54	38.57%	85736	35	5	14.29%	85755	194	40	20.62%
85637	2	0	0.00%	85711	110	38	34.55%	85737	112	40	35.71%	85756	65	32	49.23%
85641	158	62	39.24%	85712	87	25	28.74%	85739	184	35	19.02%	85757	60	24	40.00%

NOTE:

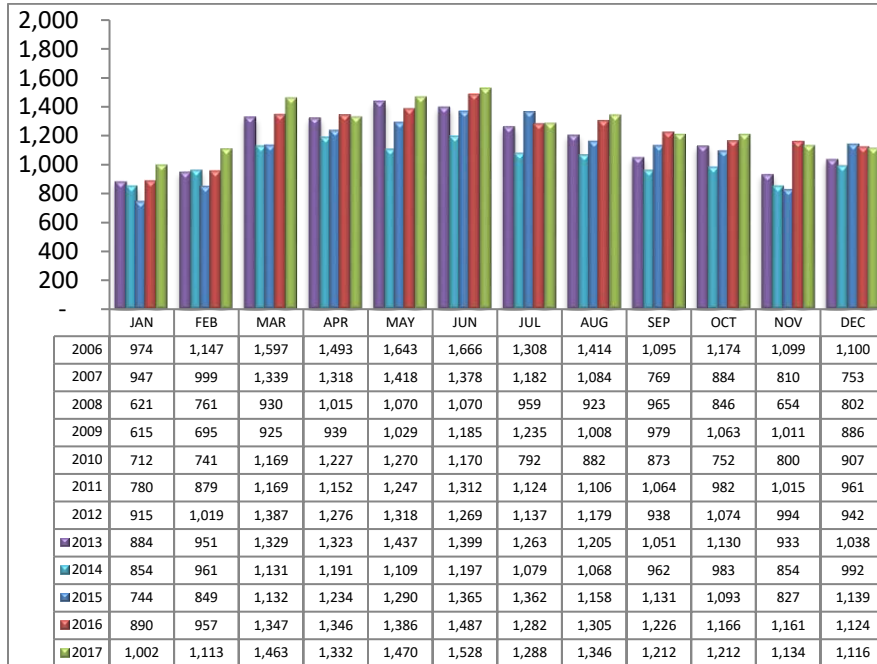
85321- 1 active listing

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	9	0	0	9	5	C	492	1 -30 Days	611	
\$30,000 to \$39,999	12	2	1	15	7	E	295	31-60 Days	215	
\$40,000 to \$49,999	21	9	0	30	5	N	472	61 - 90 Days	123	
\$50,000 to \$59,999	22	8	1	31	13	NE	206	91-120 Days	67	
\$60,000 to \$69,999	24	10	2	36	16	NW	720	121 - 180 Days	64	
\$70,000 to \$79,999	16	16	3	35	23	S	119	Over 180 Days	36	
\$80,000 to \$89,999	27	17	4	48	13	SE	104	Avg. Days on Market		
\$90,000 to \$99,999	21	35	3	59	21	SW	200	46		
\$100,000 to \$119,999	69	35	12	116	43	UNW	200	Avg. Sold Price		
\$120,000 to \$139,999	131	97	20	248	82	USE	186	\$248,131		
\$140,000 to \$159,999	195	101	17	313	108	W	220	Median Sale Price		
\$160,000 to \$179,999	266	117	33	416	109	XNE	18	\$205,000		
\$180,000 to \$199,999	231	92	24	347	93	XNW	22	New Listings		
\$200,000 to \$249,999	479	163	50	692	184	XSE	3	1,272		
\$250,000 to \$299,999	421	94	37	552	133	XSW	41	Sales Volume by Area		
\$300,000 to \$399,999	534	100	40	674	110	XW	155			
\$400,000 to \$499,999	283	63	8	354	73	Sold Units per Area				
\$500,000 to \$749,999	333	36	13	382	52	C	153	\$30,427,181		
\$750,000 to \$999,999	182	16	3	201	21	E	119	\$22,590,922		
\$1,000,000 and over	177	5	3	185	5	N	109	\$45,227,422		
						NE	57	\$18,465,050		
						NW	229	\$67,645,019		
						S	68	\$8,853,933		
						SE	37	\$9,139,893		
						SW	86	\$11,942,050		
						UNW	42	\$14,765,500		
						USE	72	\$16,852,532		
Totals	3,453	1,016	274	4,743	1,116	W	80	\$18,846,258		
						XNE	1	\$120,000		
						XNW	5	\$874,603		
Home Sales Volume	\$276,914,274	\$259,126,521	6.86%	\$3,625,689,856	\$3,555,422,811	1.98%	XSE	3	\$804,000	
Home Sales Units	1,116	1,124	-0.71%	15,216	14,632	3.99%	XSW	8	\$840,000	
Average Sales Price (All Residential)	\$248,131	\$230,540	7.63%	\$245,618	\$225,894	8.73%	XW	47	\$9,519,911	
Median Sales Price	\$205,000	\$179,000	14.53%	\$204,396	\$178,766	14.34%	Total Volume		\$276,914,274	
Average Days on Market:	46	47	-2.13%	45	48	-6.25%				
Average List Price for Sold:	\$255,058	\$233,223	9.36%	\$251,818	\$228,222	10.34%				
SP/LP %	97.28%	98.85%		97.54%	98.98%					
Total Under Contract	1,290	1,589	-18.82%							
Active Listings	3,453	3,347	3.17%							
New Listings	1,272	1,136	11.97%							

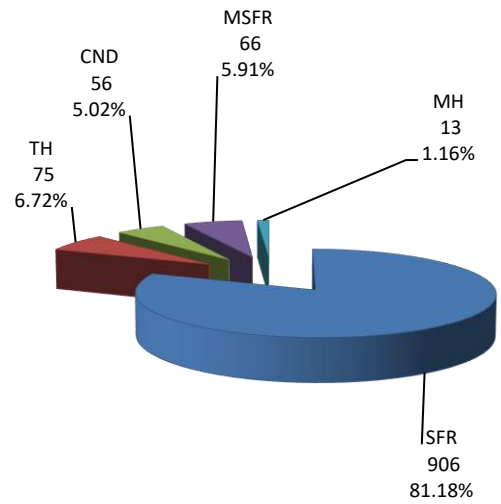
Types of Financing	Totals
FHA	178
VA	127
Other	19
Cash	289
Conventional	497
Cash/Loan	0
Carryback	6

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.

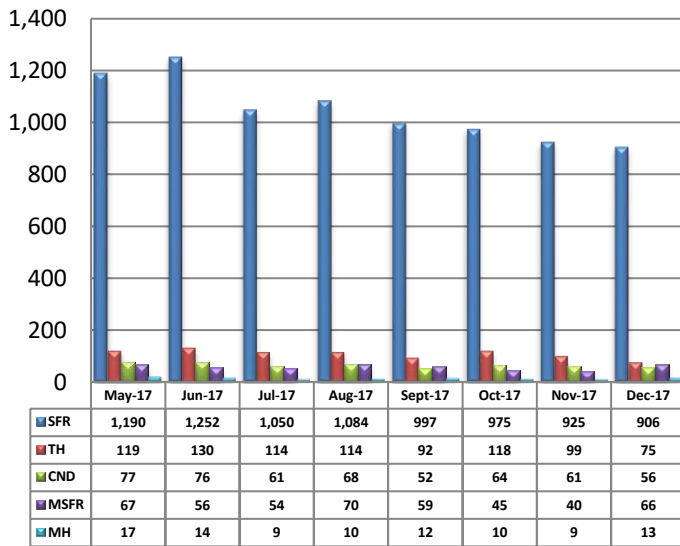
Total Unit Sales - December 2017



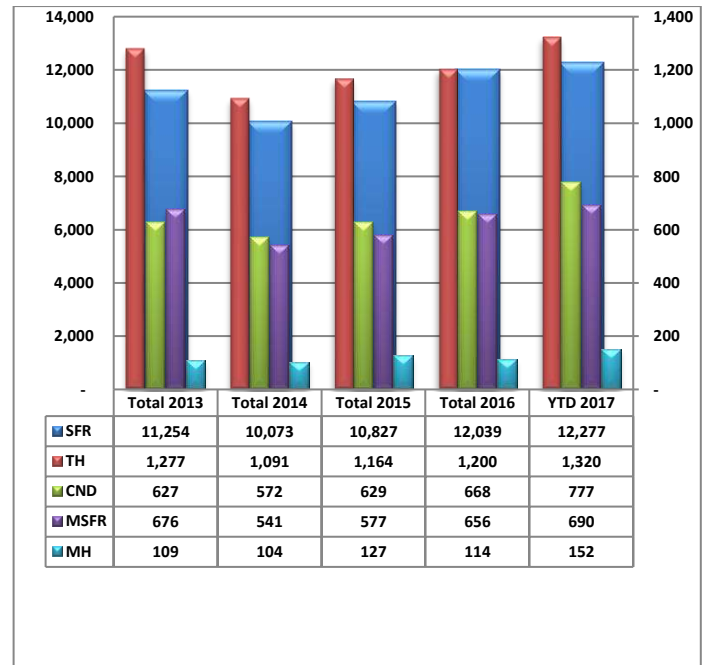
Unit Sales - Breakdown by Type



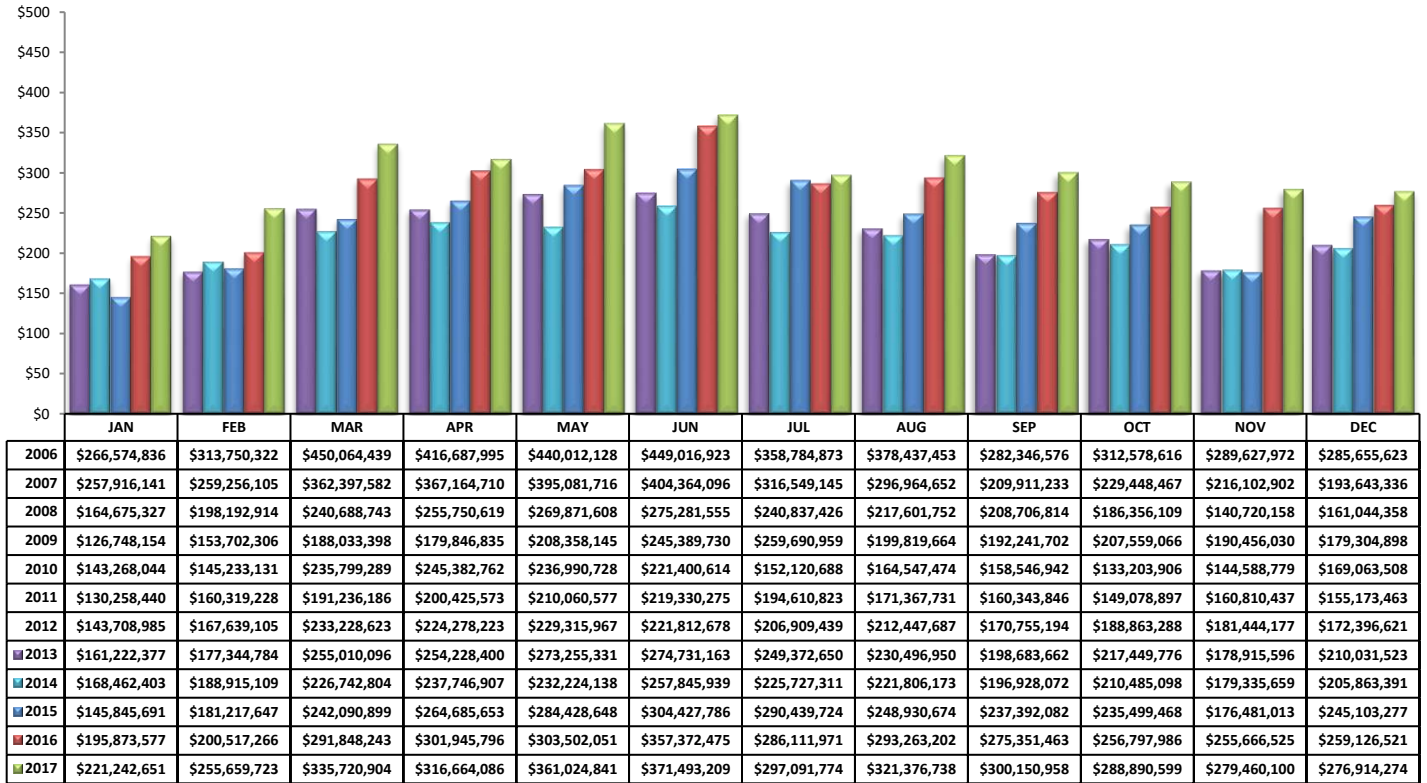
Total Unit Sales By Type - Monthly Comparison



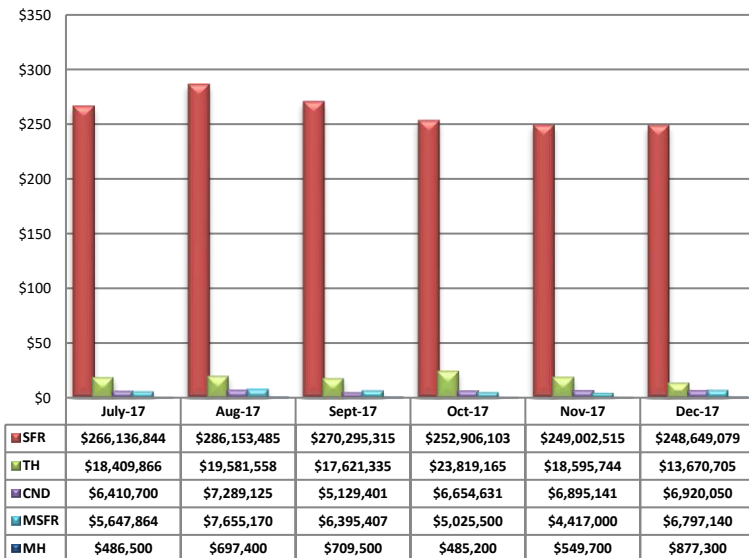
YTD Annual Comparison - Breakdown by Type



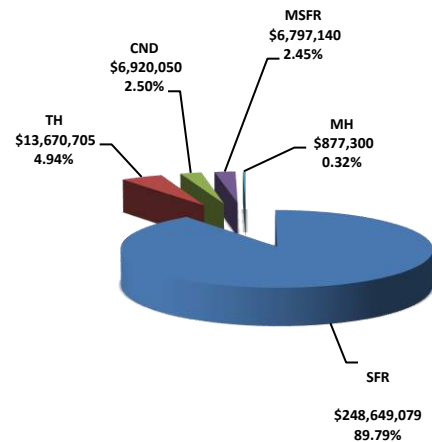
Total Sales Volume - December 2017



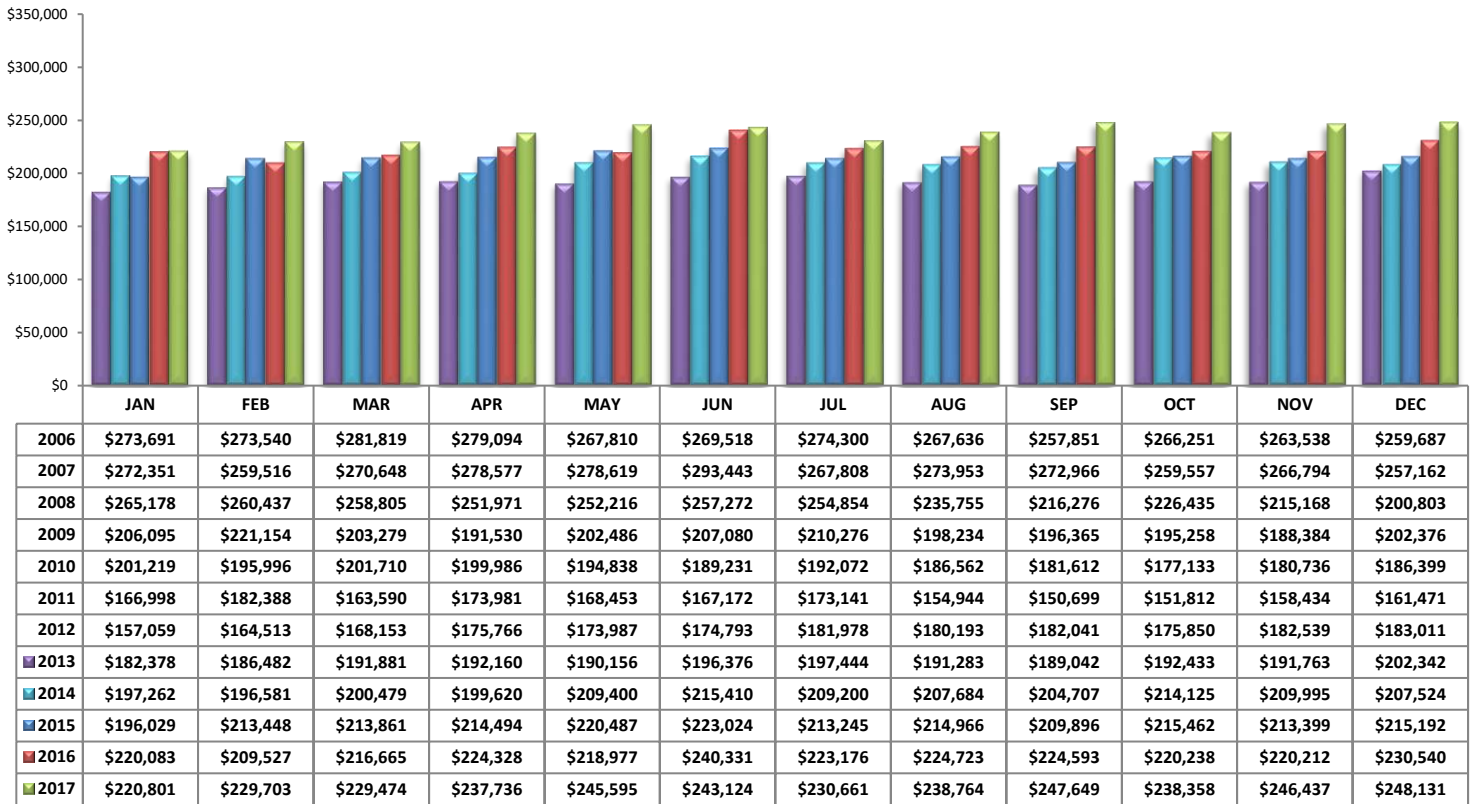
Total Sales Volume By Type - Monthly Comparison



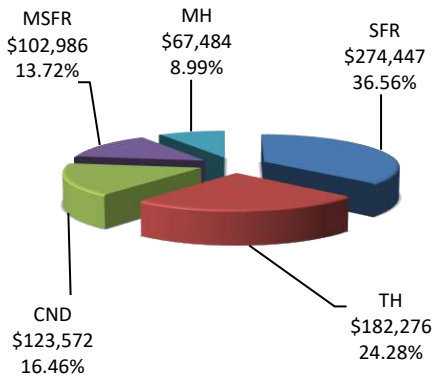
Monthly Volume by Type



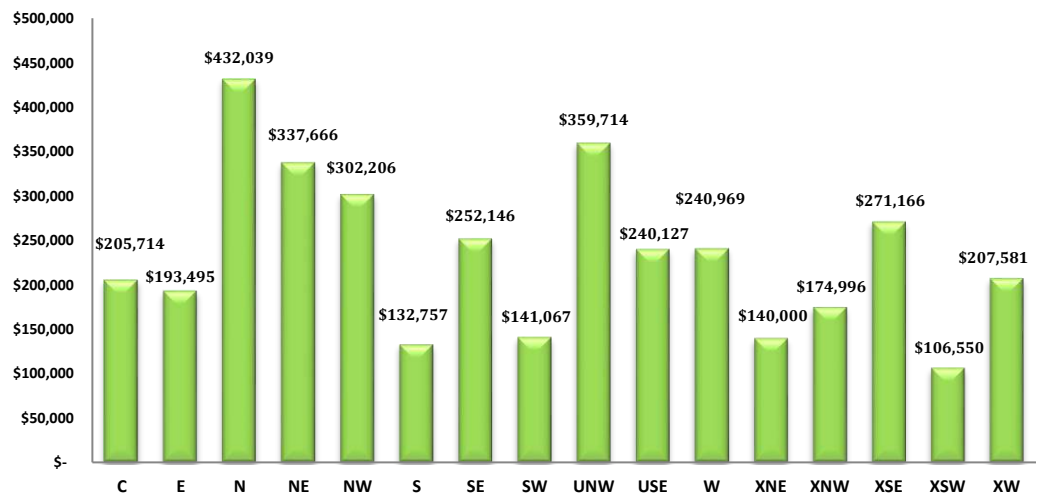
Average Sales Price – December 2017



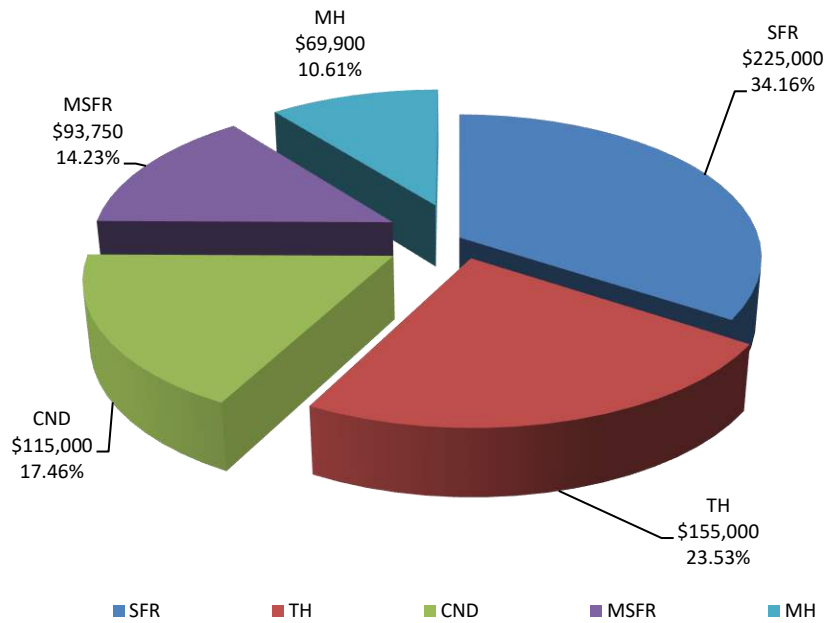
Average Sales Price by Type – December 2017



Average "Listing" Price per Area – December 2017



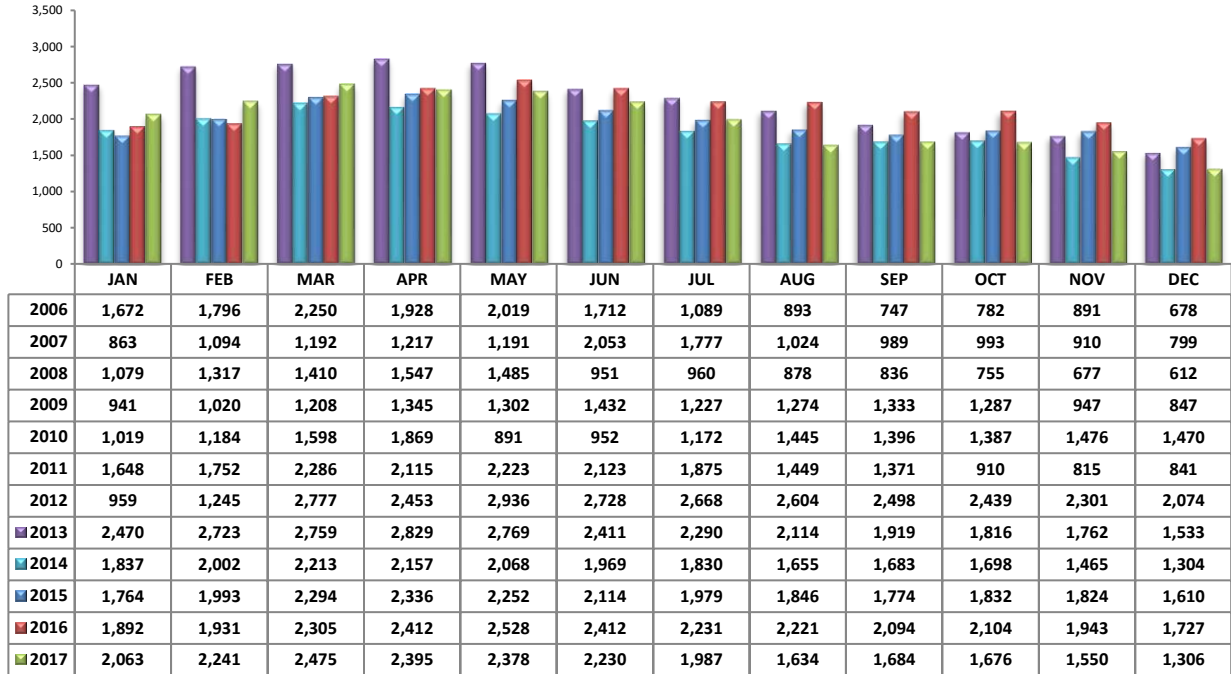
Median Sale Price - by Type



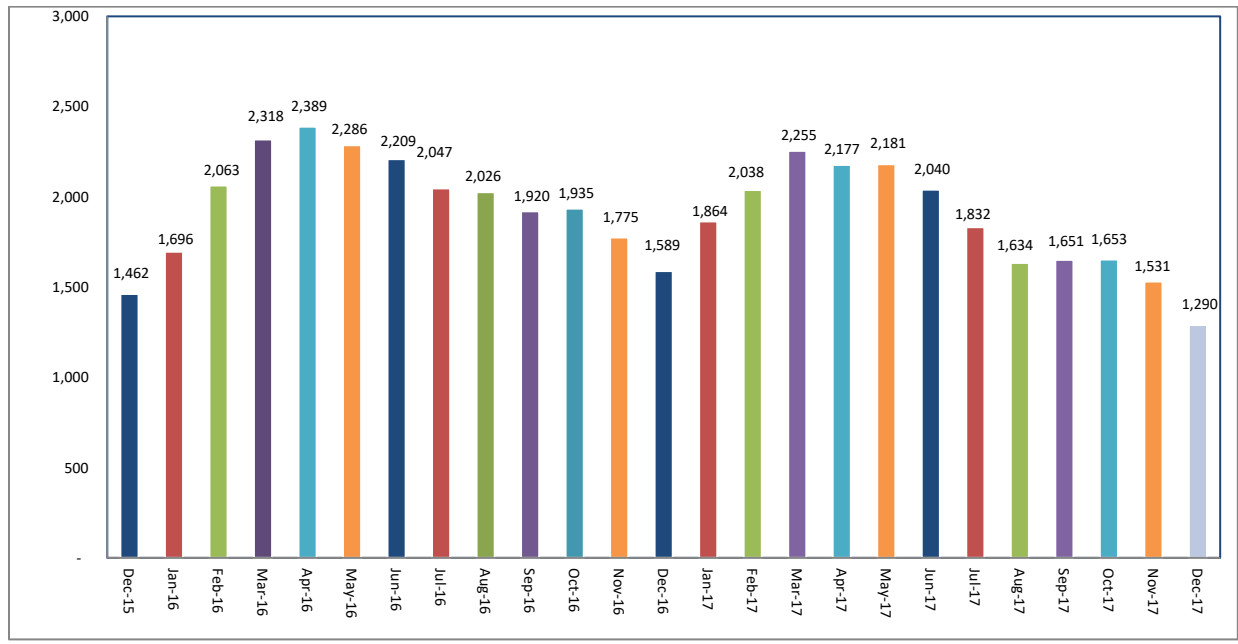
Median Sale Price - December 2017



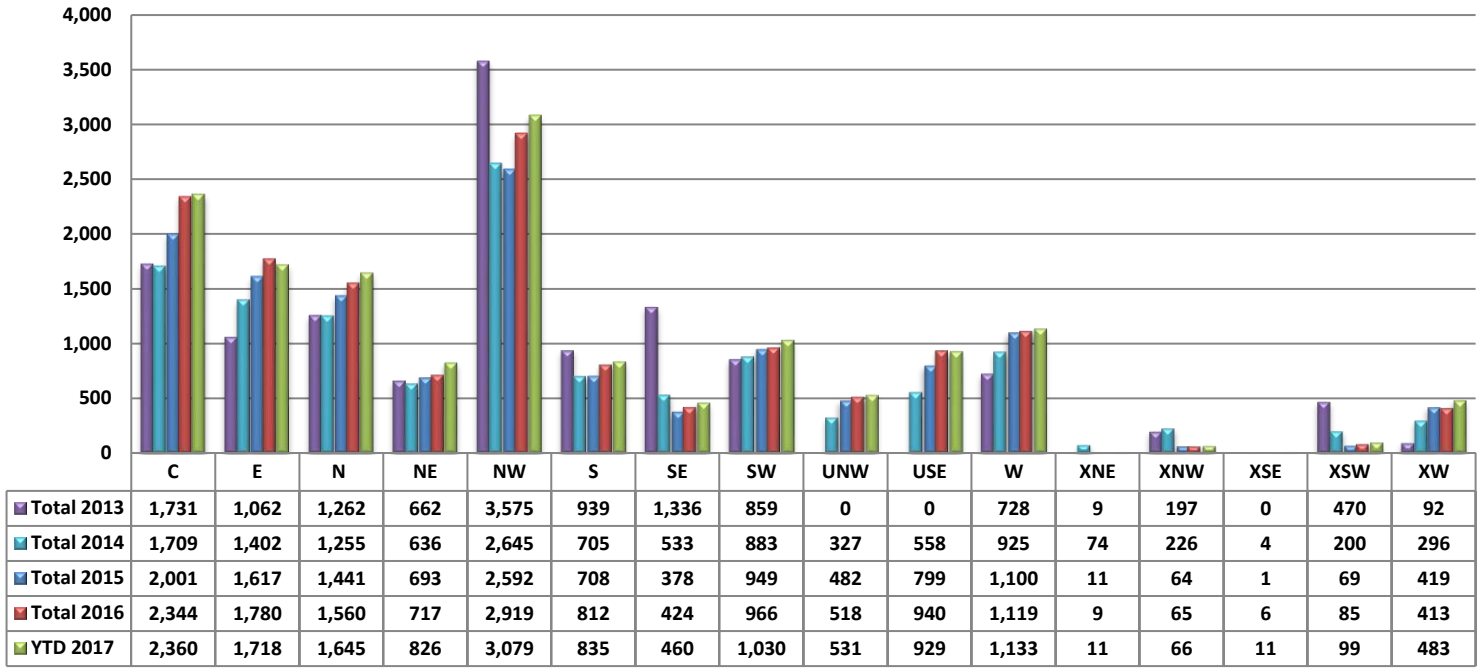
Newly Under Contract During The Month



Total Listings Still Under Contract At The End of The Month



Number of Sold Listings by Area – Annual Comparison



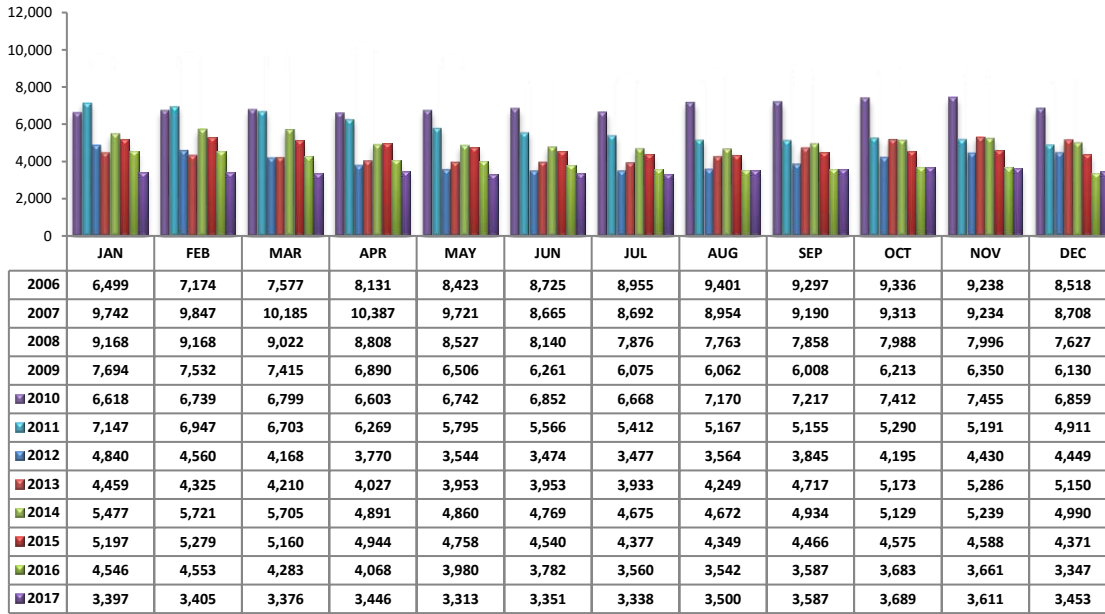
Average \$ Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$152,504	\$199,464	\$316,111	\$256,250	\$198,870
E	\$101,606	\$180,537	\$257,262	\$307,000	\$189,839
N	\$230,645	\$371,327	\$654,502	\$659,090	\$414,930
NE	\$129,791	\$344,850	\$413,045	\$608,000	\$323,948
NW	\$225,563	\$284,417	\$358,289	\$417,850	\$295,393
S	\$91,937	\$128,672	\$152,663	\$94,900	\$130,204
SE	\$172,000	\$223,509	\$266,283	\$376,767	\$247,024
SW	\$94,632	\$137,140	\$174,295	\$209,766	\$138,861
UNW	\$349,588	\$360,184	\$329,833	\$-	\$351,559
USE	\$211,186	\$211,450	\$250,091	\$308,998	\$234,062
W	\$154,062	\$208,764	\$300,185	\$301,333	\$235,578
XNE	\$120,000	\$-	\$-	\$-	\$120,000
XNW	\$-	\$179,867	\$148,000	\$187,000	\$174,920
XSE	\$-	\$276,000	\$264,000	\$-	\$268,000
XSW	\$-	\$97,083	\$72,500	\$185,000	\$105,000
XW	\$139,416	\$199,080	\$197,103	\$382,666	\$202,551

Units Sold per Area by # of Bedrooms

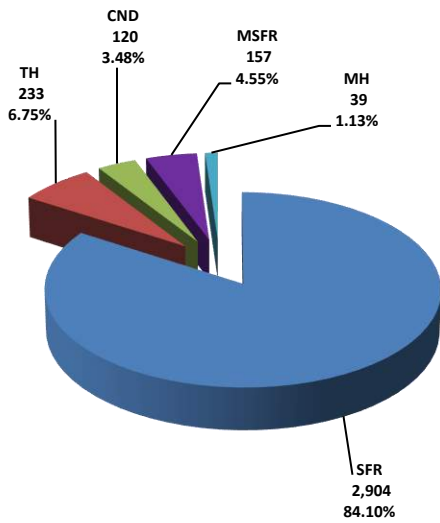
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	49	83	17	4	153
E	18	70	28	3	119
N	33	43	22	11	109
NE	18	14	20	5	57
NW	49	115	55	10	229
S	8	41	18	1	68
SE	2	20	12	3	37
SW	20	42	21	3	86
UNW	17	19	6	0	42
USE	9	33	22	8	72
W	16	31	30	3	80
XNE	1	0	0	0	1
XNW	0	3	1	1	5
XSE	0	1	2	0	3
XSW	0	6	1	1	8
XW	6	23	15	3	47

Active Listings

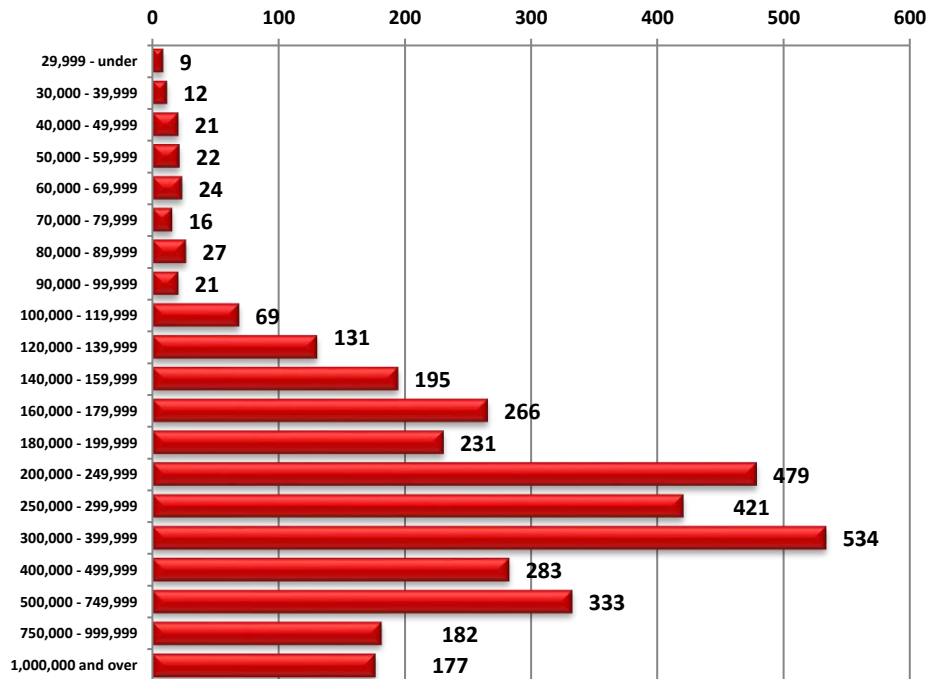


Area	# of Listings
C	492
E	295
N	472
NE	206
NW	720
S	119
SE	104
SW	200
UNW	200
USE	186
W	220
XNE	18
XNW	22
XSE	3
XSW	41
XW	155

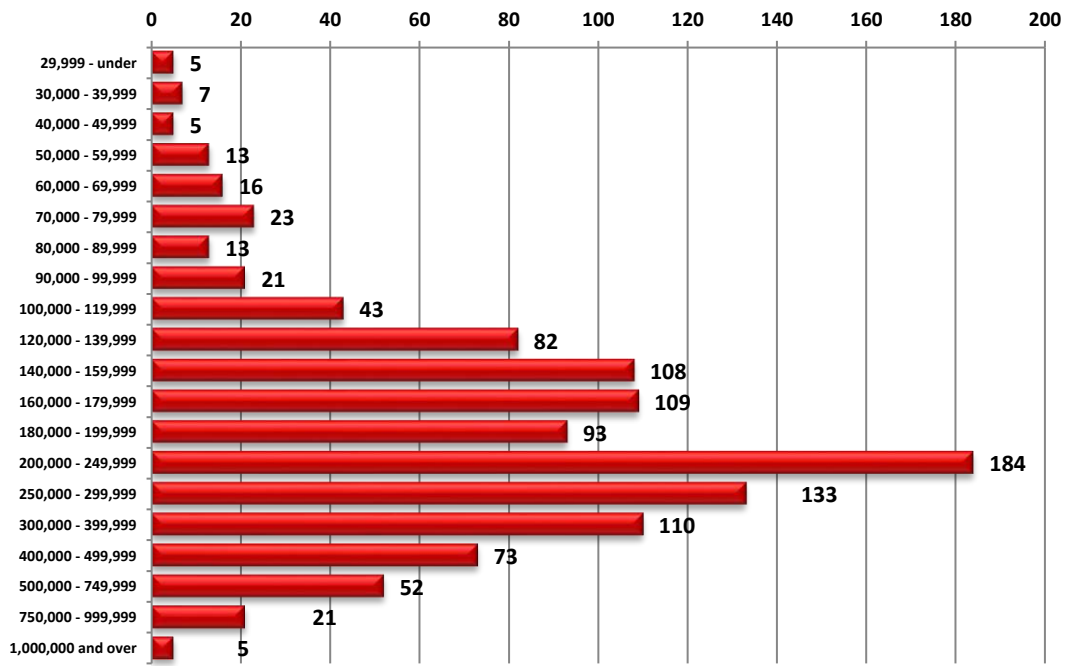
Active Listings Unit Breakdown



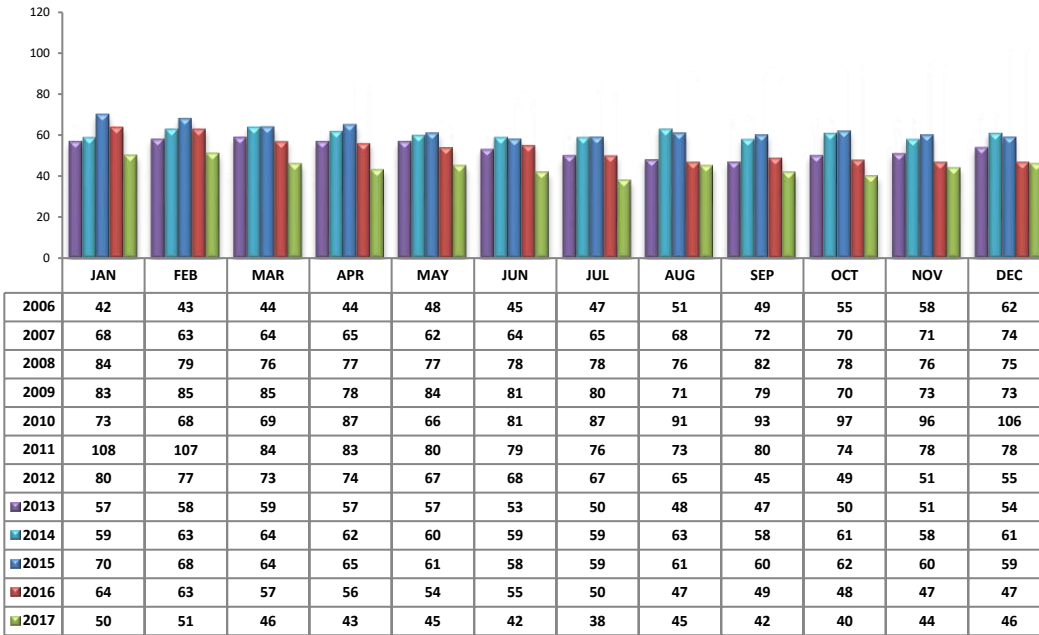
Active Listings Price Breakdown



Sold Price Breakdown

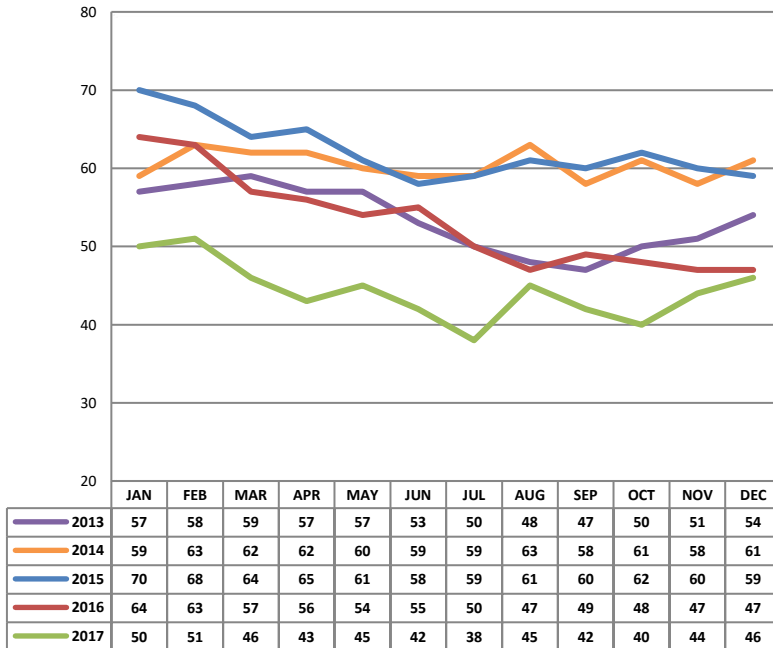


Average Days on Market/Listing - December 2017

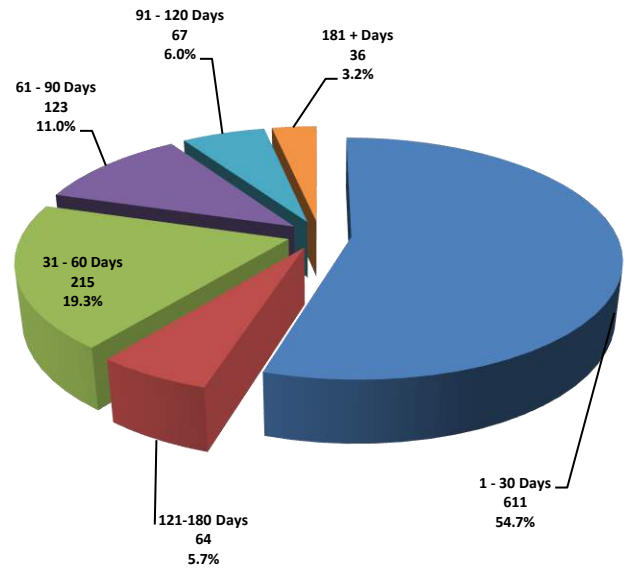


Area	# of Listings
C	43
E	33
N	60
NE	61
NW	47
S	37
SE	46
SW	49
UNW	59
USE	43
W	35
XNE	109
XNW	91
XSE	49
XSW	44
XW	51

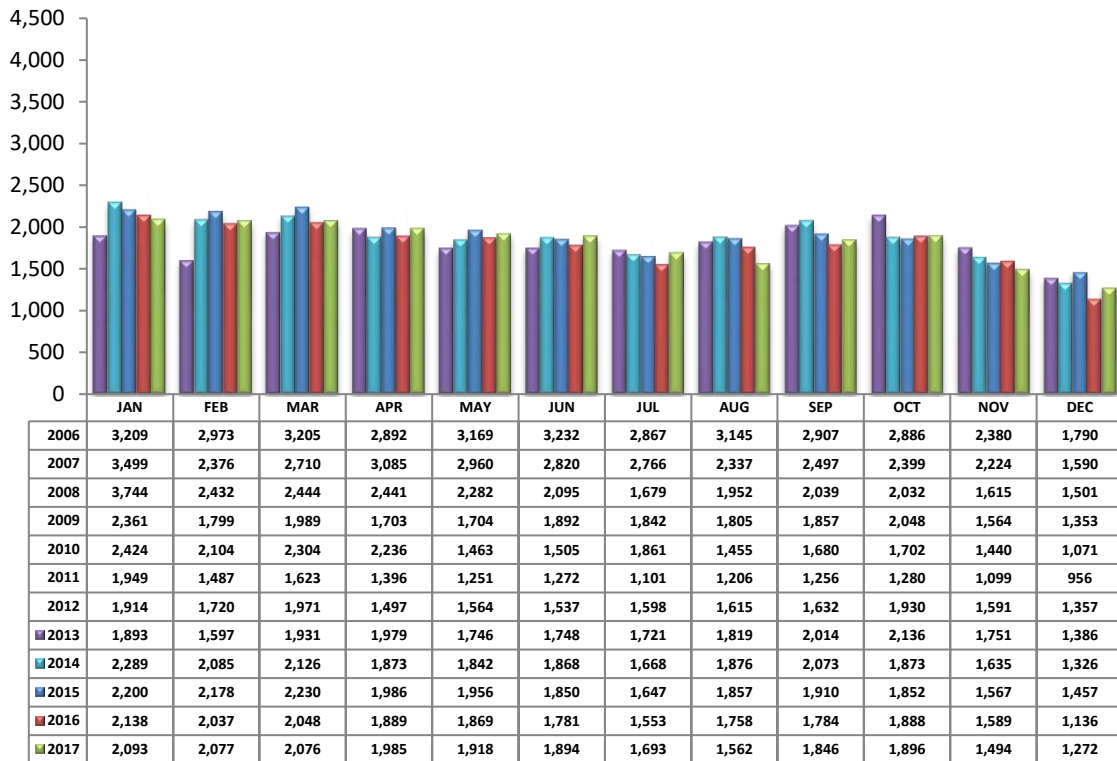
Annual Comparison - Average Days on Market



Average Days on Market/Listing Breakdown



New Listings - December 2017



Area	# of Listings
C	204
E	146
N	148
NE	79
NW	238
S	63
SE	45
SW	77
UNW	46
USE	66
W	96
XNE	0
XNW	10
XSE	0
XSW	13
XW	41

*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.
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
Nov 2017	126	259	49
Dec 2017	188	251	57

Notes on 2017 Area Boundary Updates

In December 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 December 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.