

**For Immediate  
Release:  
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# Multiple Listing Service of Southern Arizona Monthly Statistics March 2017

Below are some highlights from the March Residential Sales Statistics:

- Total Sales Volume of \$363,976,060 is up 32.47% from last month and 15.47% from March 2016.
- The Average Sales Price of \$224,815 is a slight decrease from last month's number of \$225,032 which results in a 0.10% decline.
- Average List Price of \$230,186 is a decrease of 0.29% from February's number of \$230,859.
- Total Under Contract increased this month by 10.44%.
- Total Unit Sales of 1,619 is an increase of 32.60% from last month's 1,221.
- The Median Sales Price of \$193,000 is up again this month from \$189,000 in February and up 9.01% from this time last year.
- New Listings decreased 0.13%.
- Total Active Listings of 3,721 decreased 1.17% from February and 22.51% from March 2016.
- Average Days on Market decreased to 47 from 52 last month and has decreased 17.54% from March 2016.
- Conventional loan sales of 40.3% exceeded Cash Sales of 29.2%.

Henry Zipf  
2017 MLSSAZ President

Pam Ruggeroli  
2017 TAR President



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

### Total Sales Volume

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
March	\$363,976,060	\$315,222,675	15.47%
February	\$274,764,443	\$217,465,638	26.35%
Month % Change	32.47%	44.95%	

### Average Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
March	\$224,815	\$212,988	5.55%
February	\$225,032	\$206,128	9.17%
Month % Change	-0.10%	3.33%	

### Average List Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
March	\$230,186	\$219,086	5.07%
February	\$230,859	\$212,063	8.86%
Month % Change	-0.29%	3.31%	

### Total Under Contract

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
March	2,475	2,549	-2.90%
February	2,241	2,282	-1.80%
Month % Change	10.44%	11.70%	

### Total Unit Sales

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
March	1,619	1,480	9.39%
February	1,221	1,055	15.73%
Month % Change	32.60%	40.28%	

### Median Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
March	\$193,000	\$177,050	9.01%
February	\$189,000	\$168,900	11.90%
Month % Change	2.12%	4.83%	

### New Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
March	2,264	2,259	0.22%
February	2,267	2,208	2.67%
Month % Change	-0.13%	2.31%	

### Active Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
March	3,721	4,802	-22.51%
February	3,765	5,078	-25.86%
Month % Change	-1.17%	-5.44%	

## March 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	88	62	70.45%	85740	0	0	0.00%
85145	5	7	140.00%	85648	0	0	0.00%	85714	8	10	125.00%	85741	49	38	77.55%
85245	0	0	0.00%	85653	0	0	0.00%	85715	80	42	52.50%	85742	128	76	59.38%
85601	0	0	0.00%	85654	71	37	52.11%	85716	78	44	56.41%	85743	115	58	50.43%
85602	7	1	14.29%	85658	0	0	0.00%	85717	0	0	0.00%	85745	102	50	49.02%
85611	0	0	0.00%	85701	224	48	21.43%	85718	290	73	25.17%	85746	58	33	56.90%
85614	195	81	41.54%	85704	22	5	22.73%	85719	84	37	44.05%	85747	91	51	56.04%
85616	0	0	0.00%	85705	86	58	67.44%	85730	79	50	63.29%	85748	67	34	50.75%
85619	23	2	8.70%	85706	47	32	68.09%	85734	0	0	0.00%	85749	134	28	20.90%
85622	46	15	32.61%	85709	40	40	100.00%	85735	40	17	42.50%	85750	233	64	27.47%
85623	16	4	25.00%	85710	117	61	52.14%	85736	28	9	32.14%	85755	221	64	28.96%
85629	102	61	59.80%	85711	65	73	112.31%	85737	158	53	33.54%	85756	44	35	79.55%
85641	145	59	40.69%	85712	101	32	31.68%	85739	165	48	29.09%	85757	68	27	39.71%

NOTE:

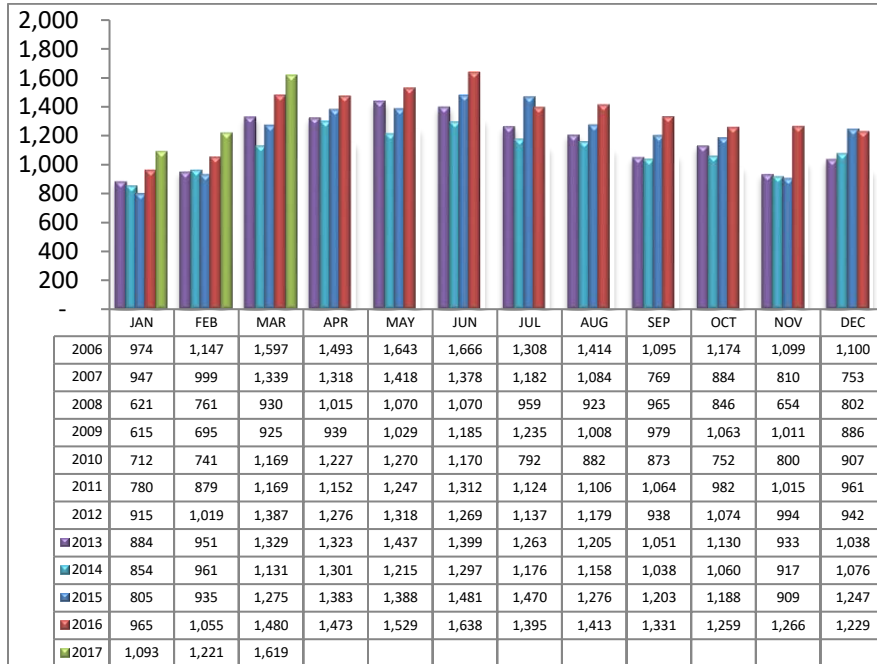
85637- 1 active listing

Residential Listing Statistics							Active Listings		Days on Market of Units Sold	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area		
Under \$29,999	10	4	1	0	15	12	C	372	1-30 Days	937
\$30,000 to \$39,999	18	5	0	4	27	19	E	185	31-60 Days	223
\$40,000 to \$49,999	28	11	1	4	44	16	N	548	61-90 Days	189
\$50,000 to \$59,999	54	17	5	5	81	28	NE	237	91-120 Days	114
\$60,000 to \$69,999	32	17	3	5	57	25	NW	1141	121-180 Days	101
\$70,000 to \$79,999	38	21	3	6	68	19	S	102	Over 180 Days	55
\$80,000 to \$89,999	33	41	8	9	91	27	SE	250	<b>Avg. Days on Market</b>	
\$90,000 to \$99,999	37	45	3	16	101	24	SW	214	47	
\$100,000 to \$119,999	92	95	11	22	220	96	W	139	<b>Avg. Sold Price</b>	
\$120,000 to \$139,999	153	181	16	35	385	137	XNE	24	\$224,815	
\$140,000 to \$159,999	195	212	16	32	455	165	XNW	35	<b>Median Sale Price</b>	
\$160,000 to \$179,999	232	224	10	44	510	162	XS	278	\$193,000	
\$180,000 to \$199,999	243	144	9	30	426	119	XSW	169	<b>New Listings</b>	
\$200,000 to \$249,999	494	281	17	63	855	300	XW	27	2,264	
\$250,000 to \$299,999	445	194	7	58	704	170	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>	
\$300,000 to \$399,999	496	203	9	70	778	156	C	215	\$40,543,177	
\$400,000 to \$499,999	326	88	5	26	445	71	E	94	\$17,571,507	
\$500,000 to \$749,999	418	65	5	21	509	50	N	152	\$58,266,984	
\$750,000 to \$999,999	191	18	0	9	218	13	NE	71	\$19,029,685	
\$1,000,000 and over	186	14	0	7	207	10	NW	436	\$120,089,709	
							S	94	\$12,205,400	
							SE	135	\$25,740,103	
							SW	106	\$15,509,380	
							W	77	\$13,376,876	
							XNE	2	\$532,500	
							XNW	27	\$3,803,159	
							XS	129	\$25,488,660	
							XSW	70	\$10,695,420	
							XW	11	\$1,123,500	
<b>Totals</b>	<b>3,721</b>	<b>1,880</b>	<b>129</b>	<b>466</b>	<b>6,196</b>	<b>1,619</b>			<b>Total Volume</b>	
									\$363,976,060	
	<b>Mar-17</b>	<b>Mar-16</b>	<b>% Change</b>	<b>YTD 2017</b>	<b>YTD 2016</b>	<b>% Change</b>	<b>Total Volume</b>			
<b>Home Sales Volume</b>	\$363,976,060	\$315,222,675	15.47%	\$876,079,299	\$741,620,835	18.13%				
<b>Home Sales Units</b>	1,619	1,480	9.39%	3,933	3,500	12.37%				
<b>Average Sales Price (All Residential)</b>	\$224,815	\$212,988	5.55%	\$222,952	\$212,154	5.09%				
<b>Median Sales Price</b>	\$193,000	\$177,050	9.01%	\$189,750	\$173,225	9.54%				
<b>Average Days on Market:</b>	47	57	-17.54%	49	62	-20.97%				
<b>Average List Price for Sold:</b>	\$230,186	\$219,086	5.07%	\$228,347	\$218,257	4.62%				
<b>SP/LP %</b>	97.67%	97.22%		97.64%	97.20%					
<b>Total Under Contract</b>	2,475	2,549	-2.90%							
<b>Active Listings</b>	3,721	4,802	-22.51%							
<b>New Listings</b>	2,264	2,259	0.22%							

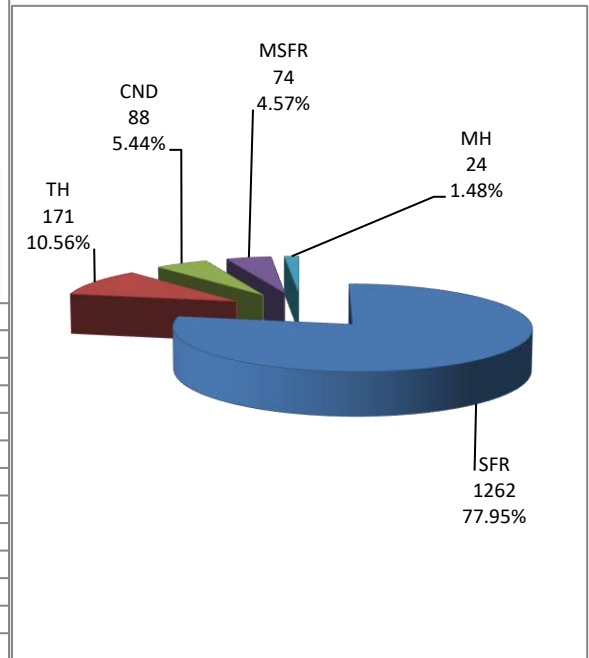
Types of Financing	Totals
FHA	285
VA	177
Other	29
Cash	472
Conventional	653
Cash/Loan	0
Carryback	3

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.

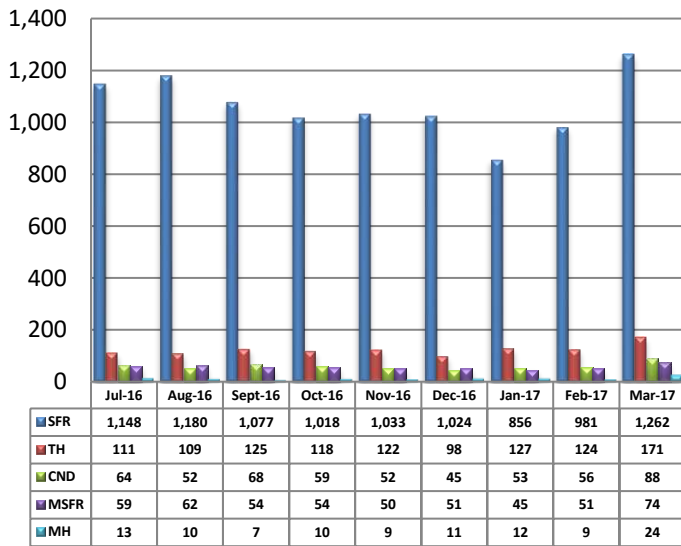
**Total Unit Sales – March 2017**



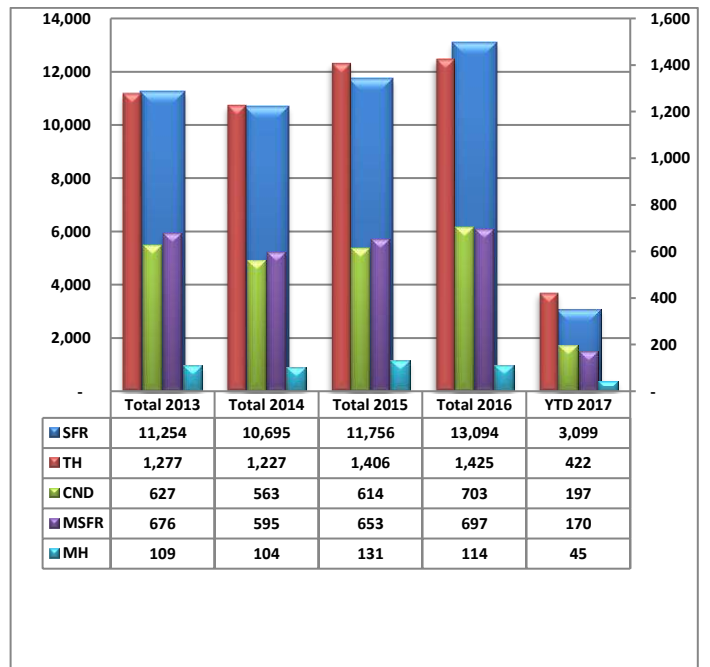
**Unit Sales – Breakdown by Type**



**Total Unit Sales By Type - Monthly Comparison**

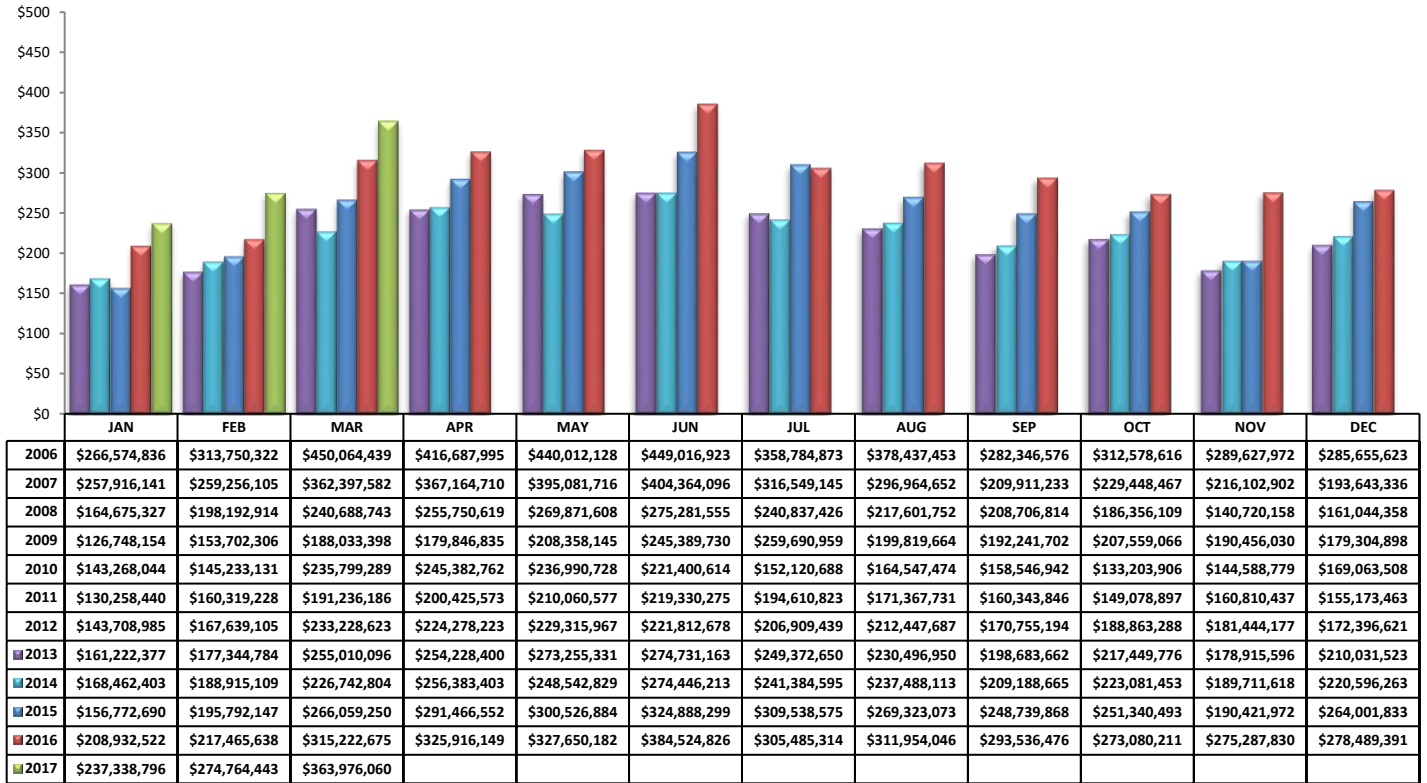


**YTD Annual Comparison – Breakdown by Type**

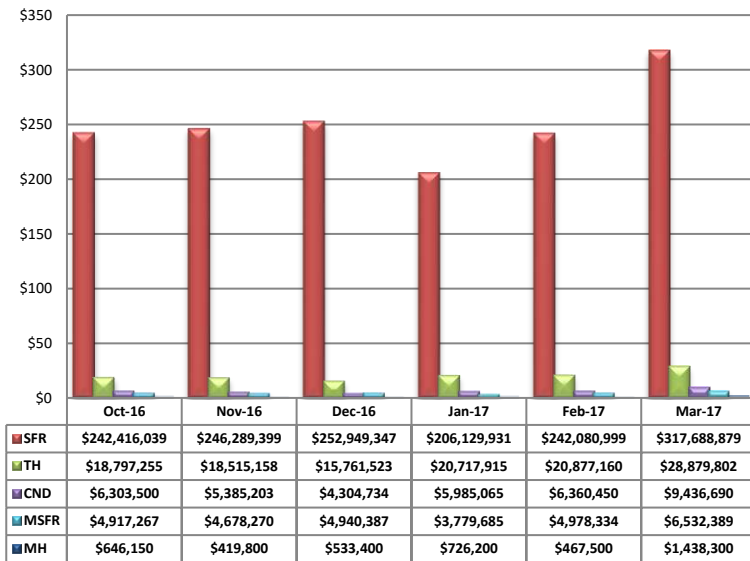


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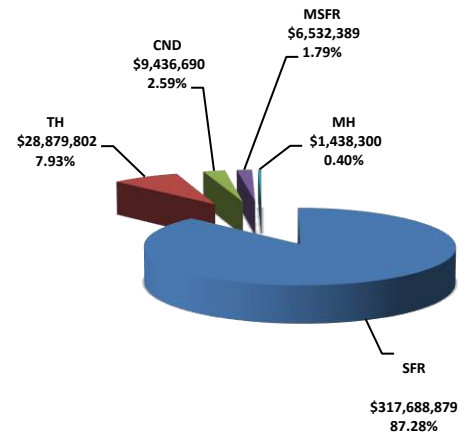
**Total Sales Volume - March 2017**



**Total Sales Volume By Type - Monthly Comparison**

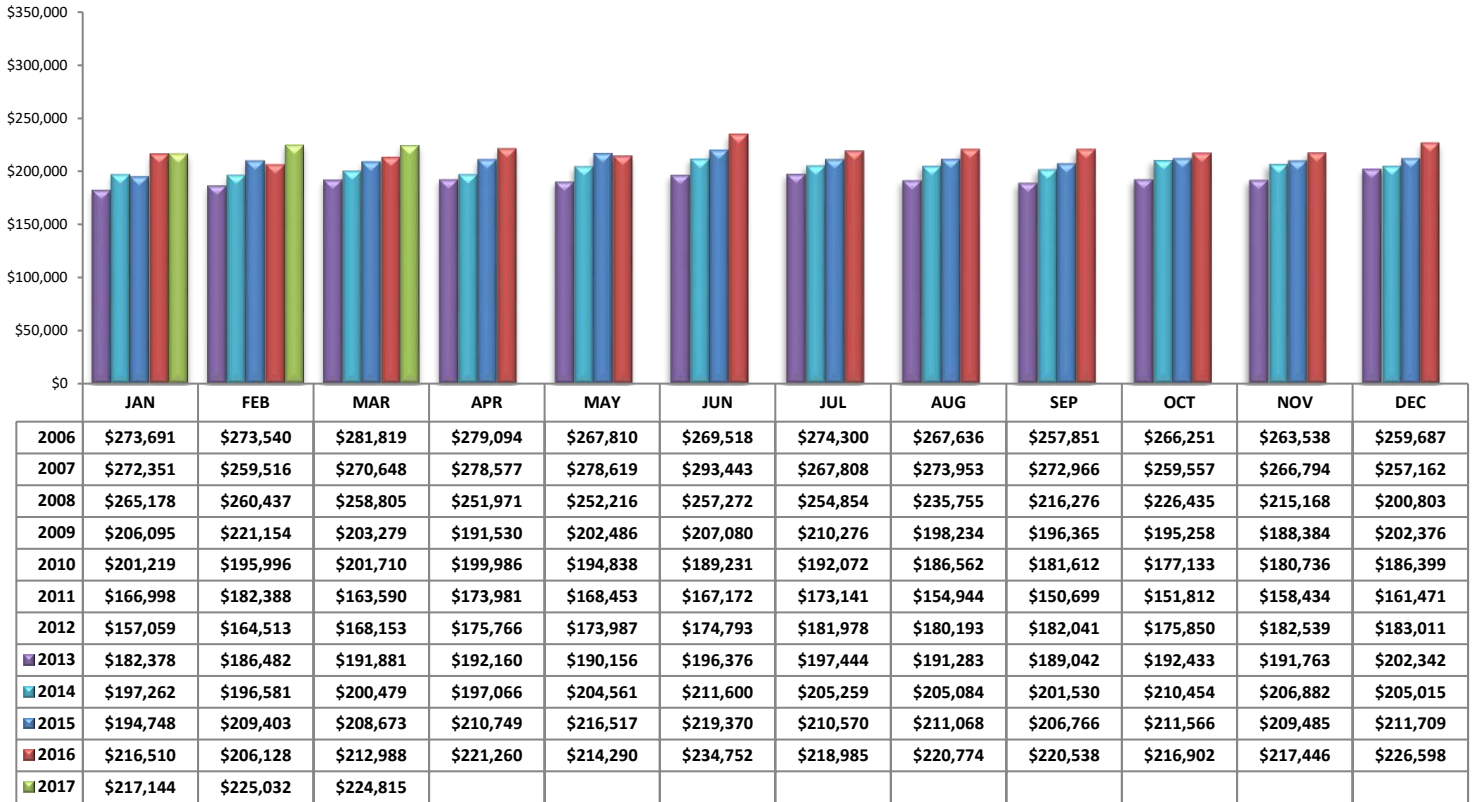


**Monthly Volume by Type**

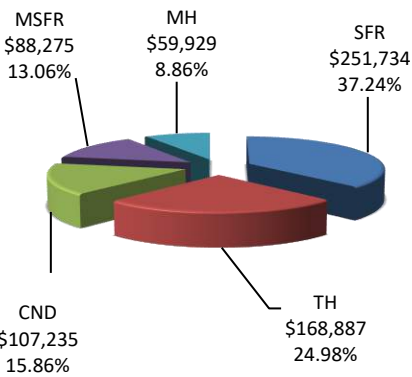


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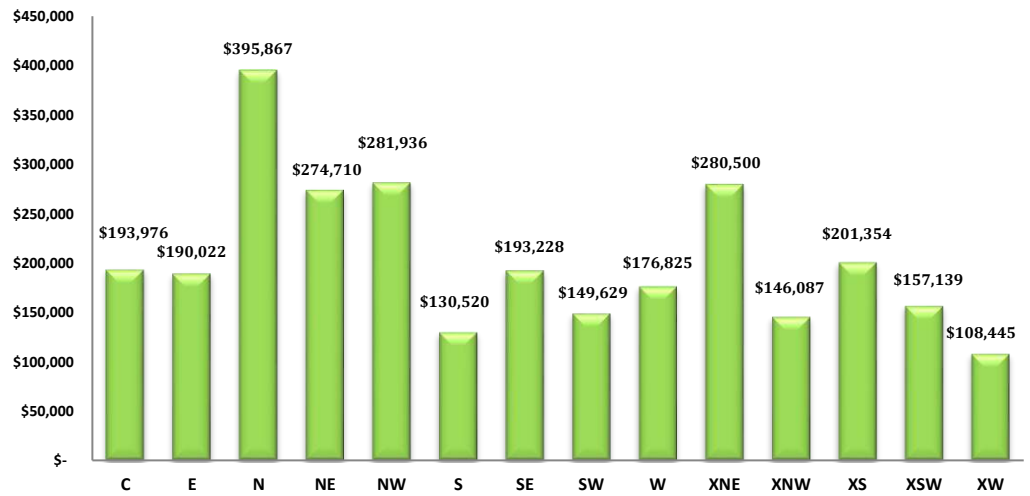
**Average Sales Price – March 2017**



**Average Sales Price by Type – March 2017**

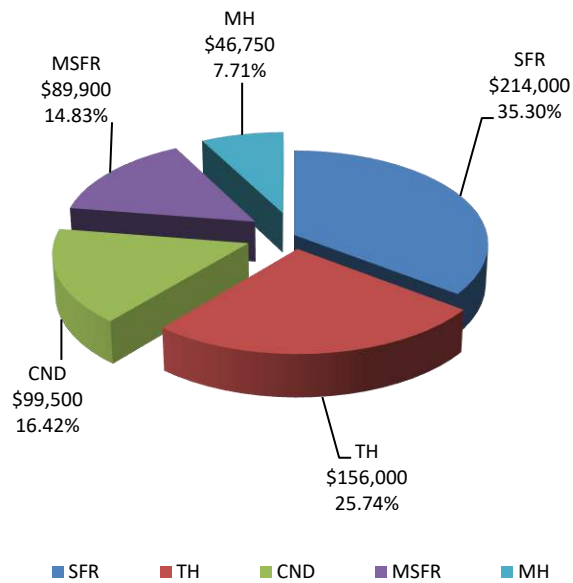


**Average "Listing" Price per Area – March 2017**

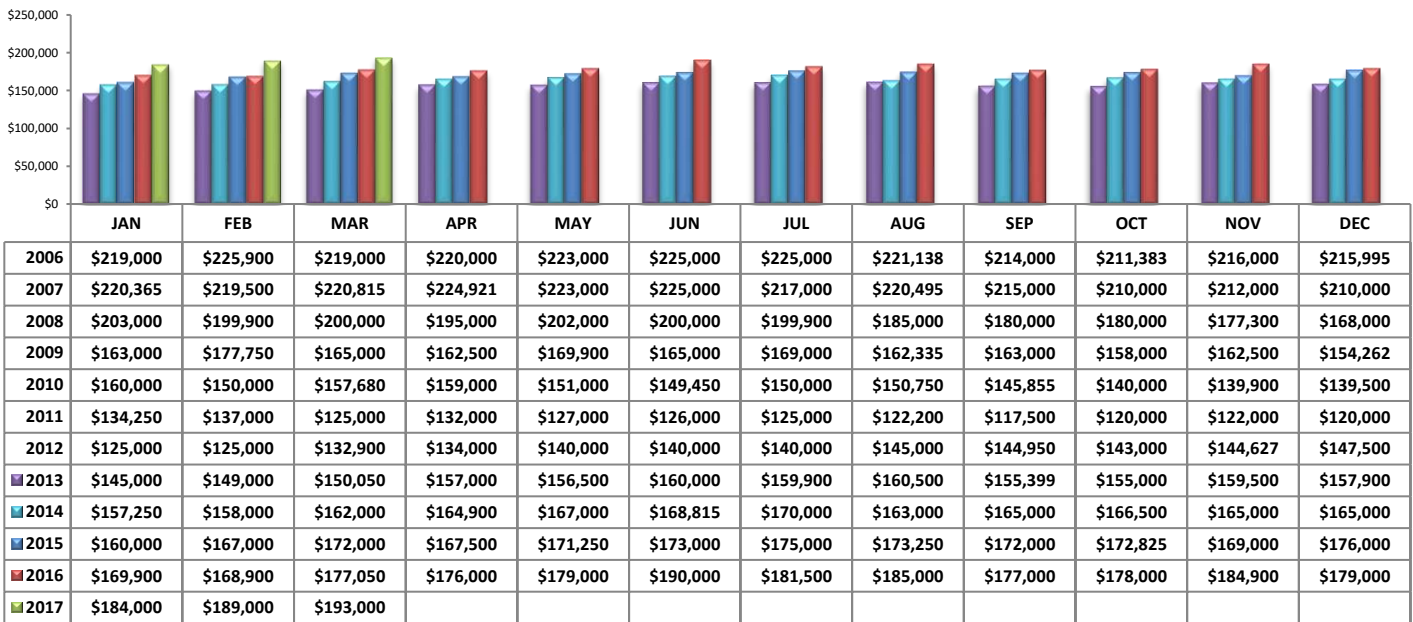


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**Median Sale Price - by Type**

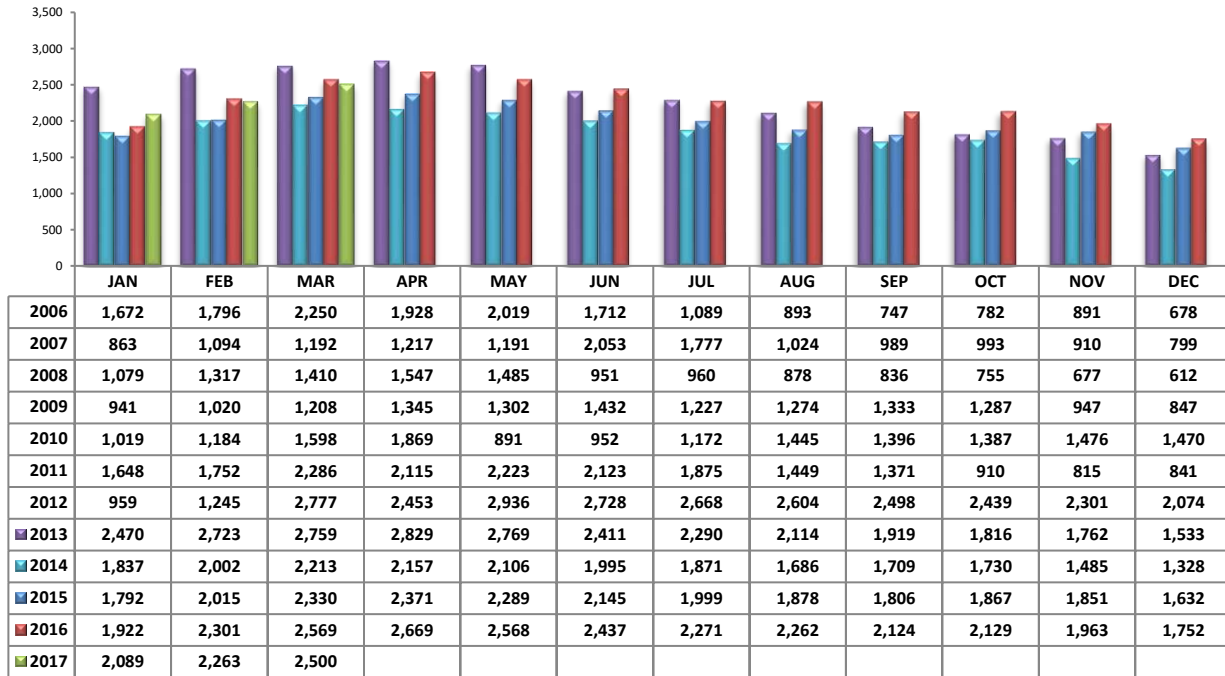


**Median Sale Price - March 2017**

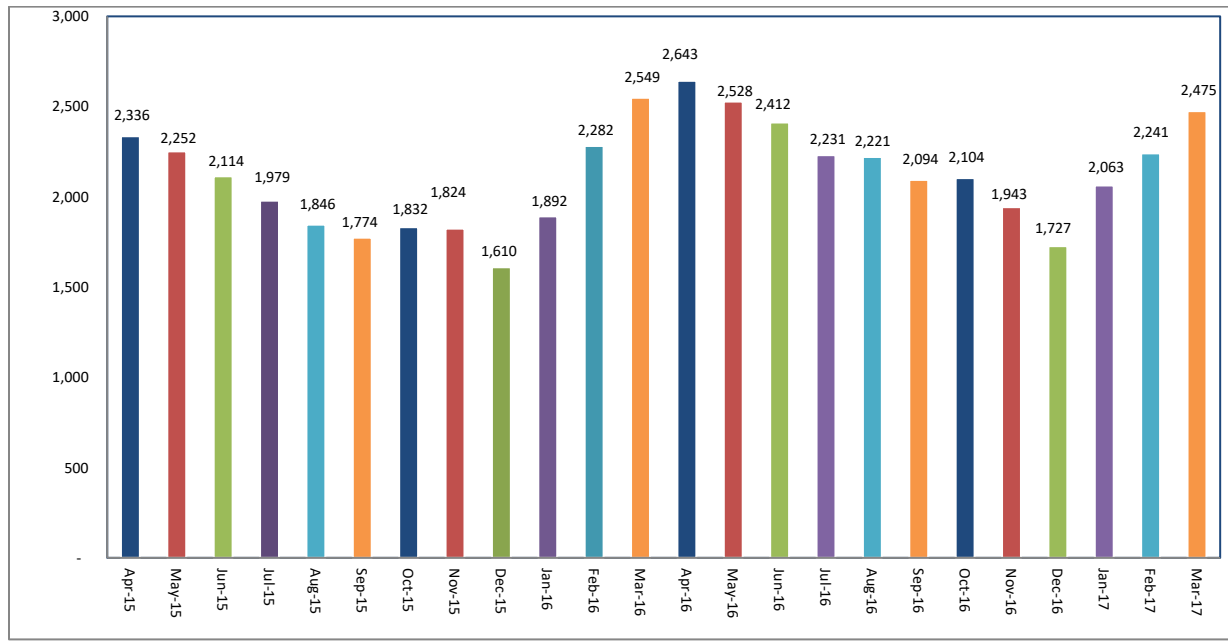


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**Newly Under Contract During The Month**



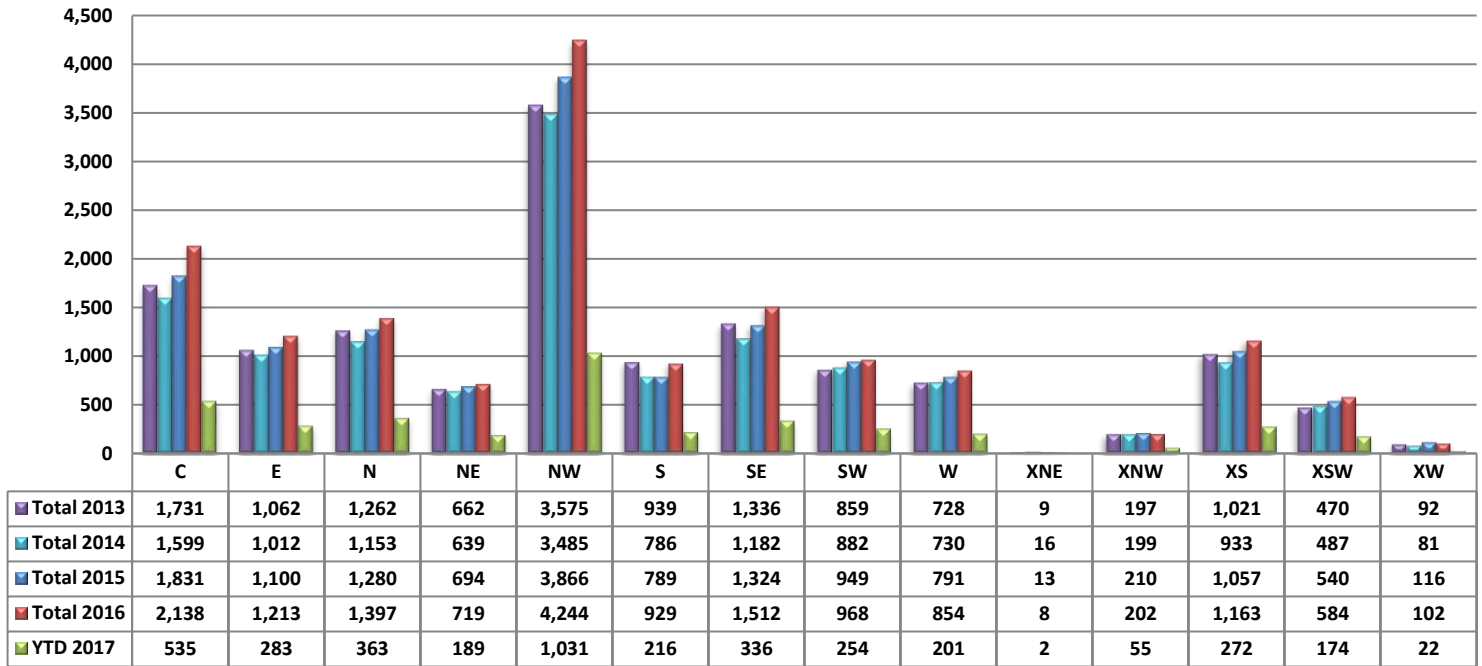
**Total Listings Still Under Contract At The End of The Month**



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**Number of Sold Listings by Area - Annual Comparison**



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

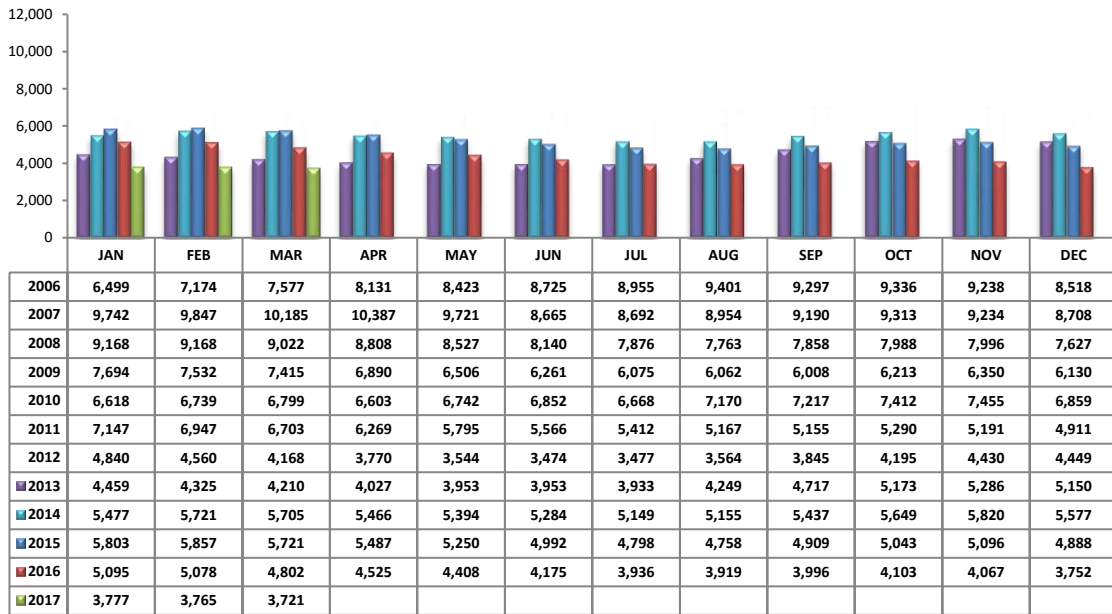
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$139,416	\$183,363	\$285,788	\$289,557	\$188,572
E	\$92,266	\$189,700	\$215,516	\$323,333	\$186,930
N	\$186,665	\$351,761	\$590,475	\$690,000	\$383,335
NE	\$140,726	\$264,985	\$313,013	\$469,580	\$268,023
NW	\$232,044	\$271,080	\$322,814	\$285,217	\$275,435
S	\$83,158	\$128,700	\$150,717	\$153,316	\$129,844
SE	\$104,071	\$166,111	\$213,279	\$316,645	\$190,667
SW	\$82,978	\$145,186	\$200,739	\$229,925	\$146,314
W	\$109,613	\$174,647	\$275,008	\$200,000	\$173,725
XNE	\$245,000	\$-	\$287,500	\$-	\$266,250
XNW	\$113,500	\$134,305	\$156,326	\$199,900	\$140,857
XS	\$158,088	\$196,876	\$232,555	\$259,200	\$197,586
XSW	\$145,403	\$179,467	\$117,350	\$87,500	\$152,791
XW	\$51,500	\$115,300	\$136,333	\$35,000	\$102,136

**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	73	100	35	7	215
E	15	45	31	3	94
N	46	57	42	7	152
NE	15	29	22	5	71
NW	98	215	106	17	436
S	12	53	23	6	94
SE	7	77	38	13	135
SW	29	45	27	5	106
W	20	44	12	1	77
XNE	1	0	1	0	2
XNW	1	19	6	1	27
XS	42	44	36	7	129
XSW	43	21	5	1	70
XW	2	5	3	1	11

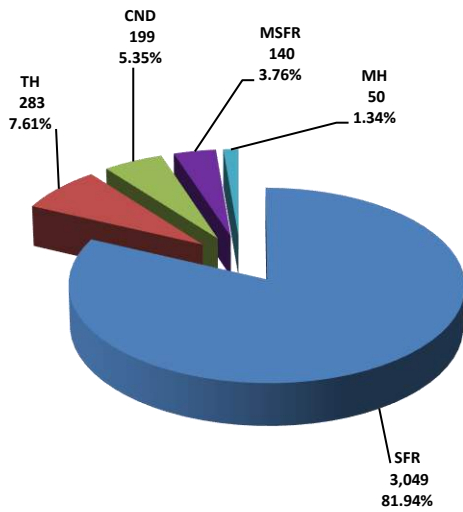
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**Active Listings**

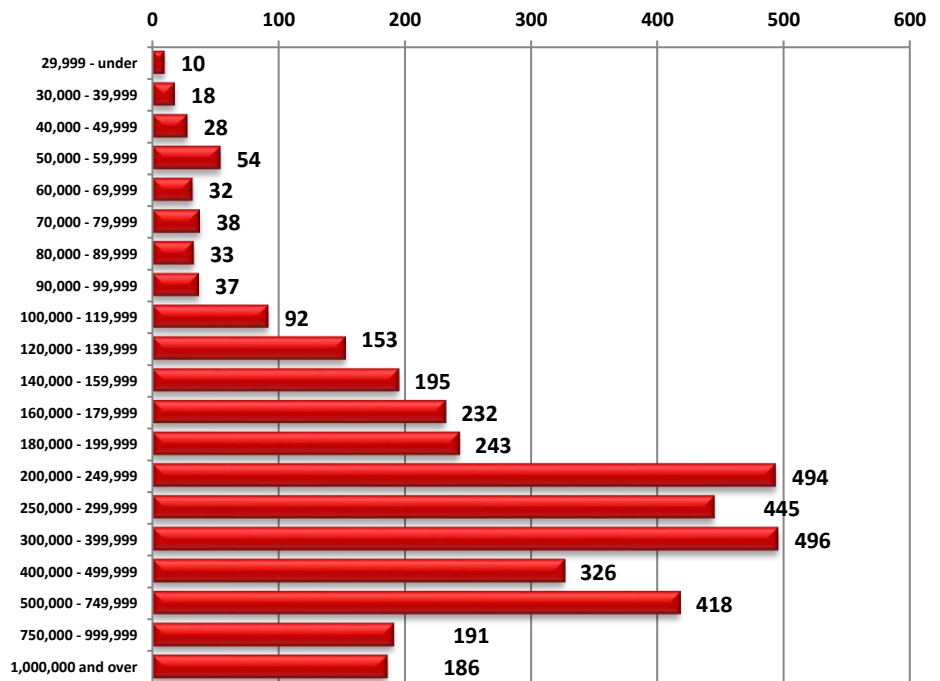


Area	# of Listings
C	372
E	185
N	548
NE	237
NW	1141
S	102
SE	250
SW	214
W	139
XNE	24
XNW	35
XS	278
XSW	169
XW	27

**Active Listings Unit Breakdown**

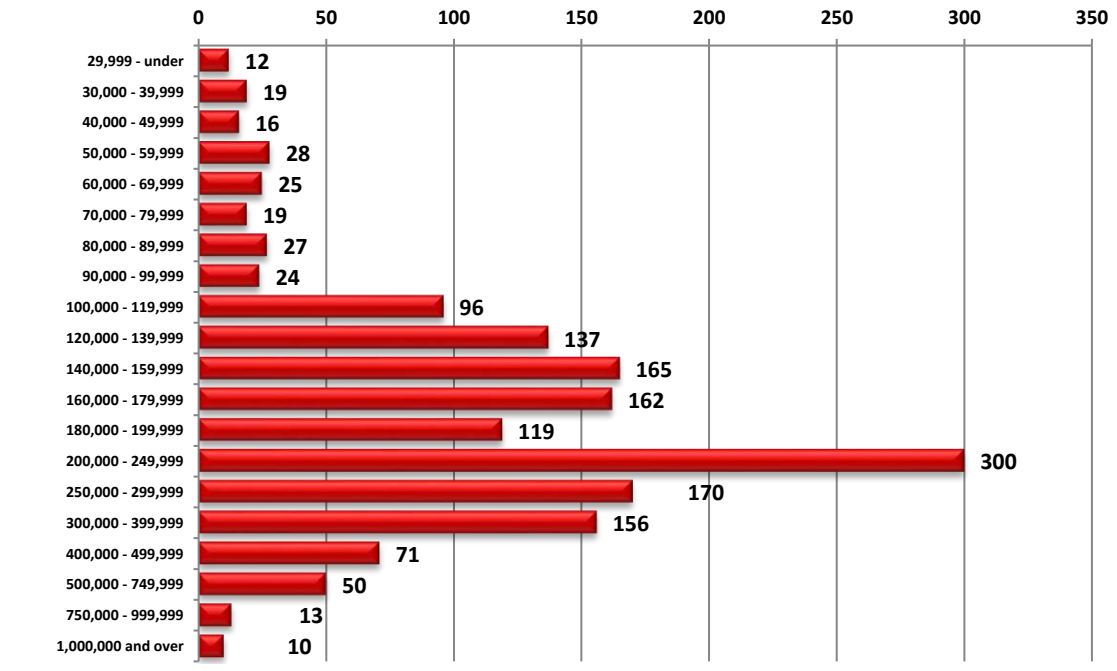


**Active Listings Price Breakdown**



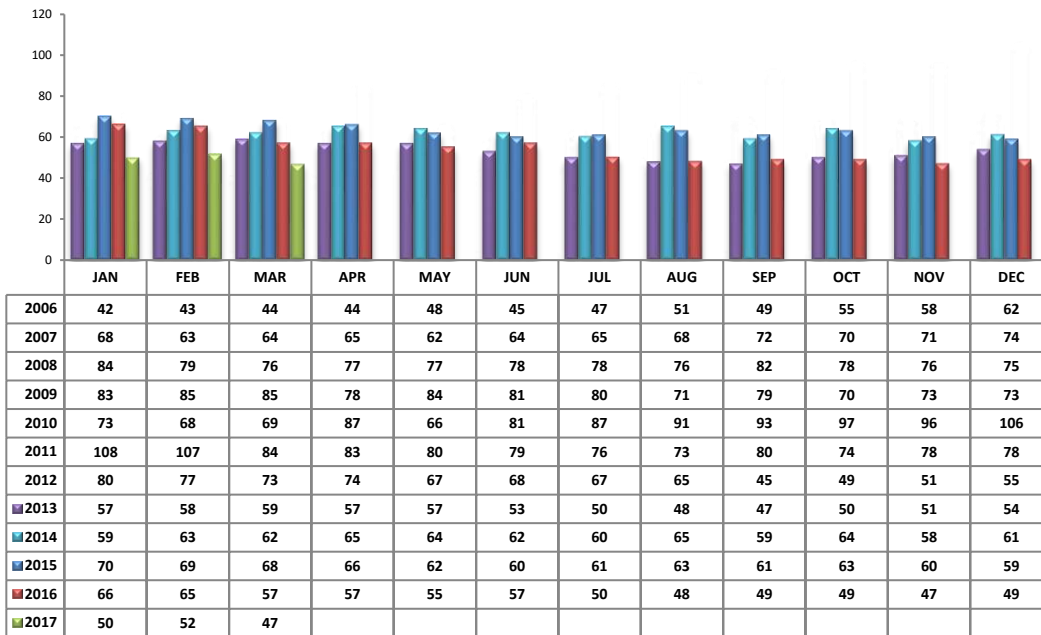
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**Sold Price Breakdown**



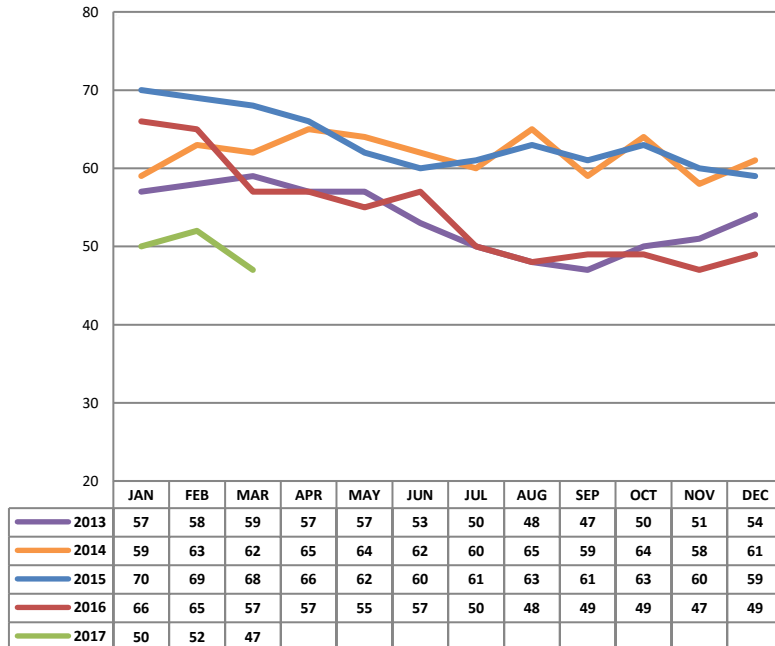
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**Average Days on Market/Listing - March 2017**

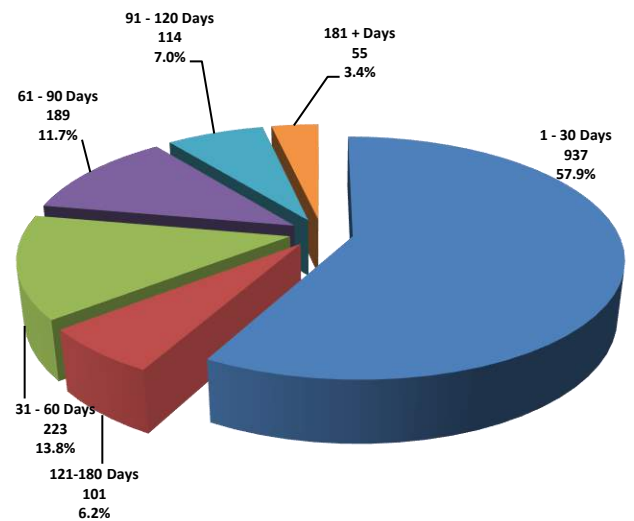


Area	Avg. DOM
C	47
E	32
N	43
NE	44
NW	53
S	27
SE	34
SW	58
W	35
XNE	125
XNW	49
XS	56
XSW	63
XW	59

**Annual Comparison - Average Days on Market**

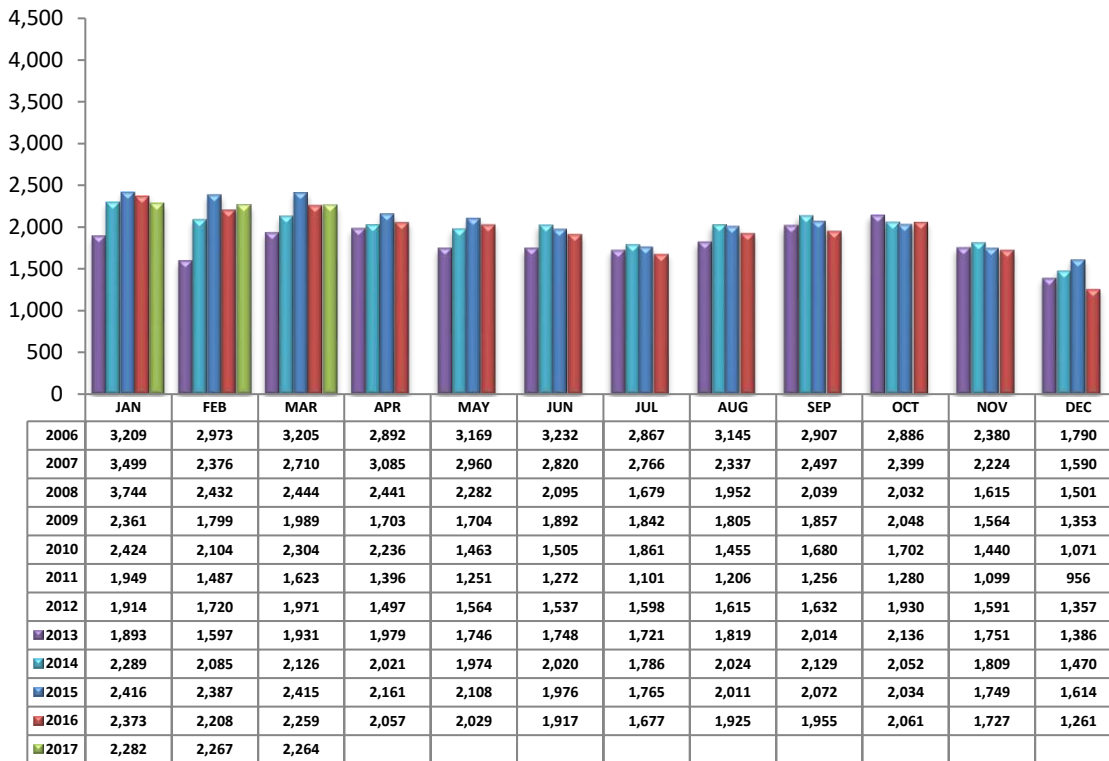


**Average Days on Market/Listing Breakdown**



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**New Listings – March 2017**



Area	# of Listings
C	278
E	148
N	268
NE	136
NW	596
S	119
SE	205
SW	116
W	112
XNE	3
XNW	27
XS	152
XSW	93
XW	11

\*Includes properties that were re-listed

\*\*Beginning March 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.
June 2016	175	329	69
July 2016	158	320	68
Aug 2016	143	351	76
Sept 2016	133	311	60
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

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.