

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

- Total Sales Volume of \$279,460,100 is a decrease of 3.26% from October's number of \$288,890,599 but an increase of 9.31% since November 2016.
- The Average Sales Price is up this month going from \$238,358 in October to \$246,437, a 3.39% increase.
- Average List Price of \$252,533 increased 3.58% from October.
- Total Under Contract of 1,531 is a decrease of 7.38% since last month.
- Total Unit Sales of 1,134 is a 6.44% decrease from October's 1,212.
- The Median Sales Price rose this month to \$207,527 from \$199,900 in October resulting in a 3.82% increase and a 12.24% increase over November 2016.
- New Listings decreased significantly this month going from 1,896 in October to 1,494 in November resulting in a 21.20% change.
- Total Active Listings of 3,611 is a decrease of 2.11% from last month.
- Average Days on Market increased from 40 to 44 this month.
- Conventional loan sales of 44.2% exceeded Cash Sales of 24.6%.

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
Talk to a REALTOR®!
With the complexity of a real estate transaction, you need a REALTOR®.



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.

November 2017 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
November	\$279,460,100	\$255,666,525	9.31%
October	\$288,890,599	\$256,797,986	12.50%
Month % Change	-3.26%	-0.44%	

Average Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
November	\$246,437	\$220,212	11.91%
October	\$238,358	\$220,238	8.23%
Month % Change	3.39%	-0.01%	

Average List Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
November	\$252,533	\$223,119	13.18%
October	\$243,801	\$222,728	9.46%
Month % Change	3.58%	0.18%	

Total Under Contract

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
November	1,531	1,775	-13.75%
October	1,653	1,935	-14.57%
Month % Change	-7.38%	-8.27%	

Total Unit Sales

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
November	1,134	1,161	-2.33%
October	1,212	1,166	3.95%
Month % Change	-6.44%	-0.43%	

Median Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
November	\$207,527	\$184,900	12.24%
October	\$199,900	\$178,000	12.30%
Month % Change	3.82%	3.88%	

New Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
November	1,494	1,589	-5.98%
October	1,896	1,888	0.42%
Month % Change	-21.20%	-15.84%	

Active Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
November	3,611	3,661	-1.37%
October	3,689	3,683	0.16%
Month % Change	-2.11%	-0.60%	

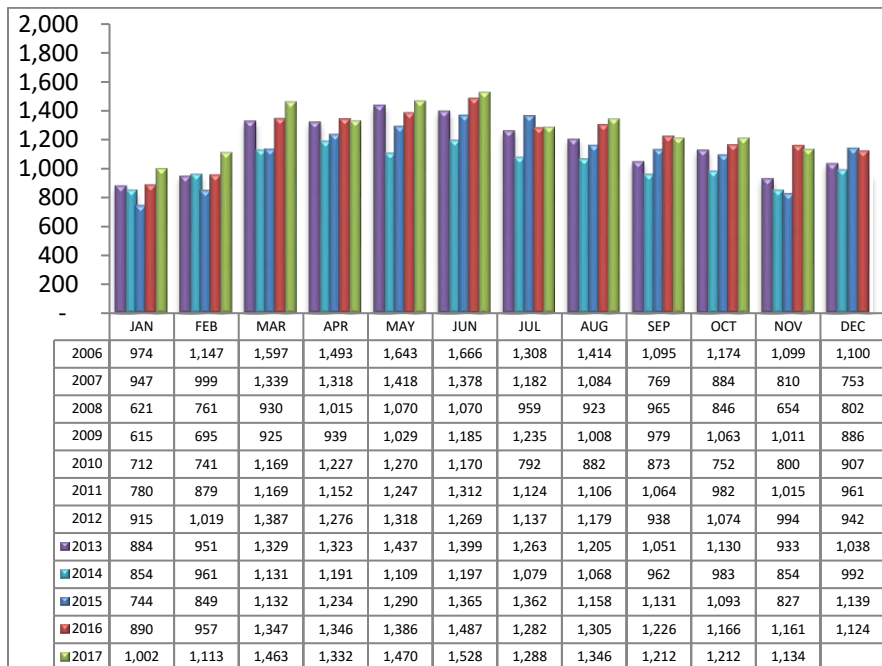
November 2017 - Active and Sold by Zip Code

<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	90	37	41.11%	85740	0	0	0.00%
85145	16	1	6.25%	85648	0	0	0.00%	85714	18	12	66.67%	85741	51	40	78.43%
85245	0	0	0.00%	85653	112	34	30.36%	85715	79	26	32.91%	85742	140	46	32.86%
85601	0	0	0.00%	85654	0	0	0.00%	85716	130	48	36.92%	85743	140	40	28.57%
85602	0	0	0.00%	85658	181	51	28.18%	85717	0	0	0.00%	85745	138	35	25.36%
85611	0	0	0.00%	85701	25	3	12.00%	85718	234	50	21.37%	85746	78	24	30.77%
85614	0	0	0.00%	85704	99	38	38.38%	85719	86	36	41.86%	85747	104	35	33.65%
85616	0	0	0.00%	85705	72	23	31.94%	85730	94	49	52.13%	85748	68	28	41.18%
85619	21	0	0.00%	85706	51	19	37.25%	85734	0	0	0.00%	85749	117	27	23.08%
85623	15	3	20.00%	85709	0	0	0.00%	85735	36	5	13.89%	85750	205	55	26.83%
85629	5	1	20.00%	85710	168	78	46.43%	85736	32	6	18.75%	85755	196	46	23.47%
85637	2	0	0.00%	85711	105	36	34.29%	85737	119	42	35.29%	85756	76	28	36.84%
85641	160	49	30.63%	85712	96	31	32.29%	85739	191	35	18.32%	85757	60	17	28.33%

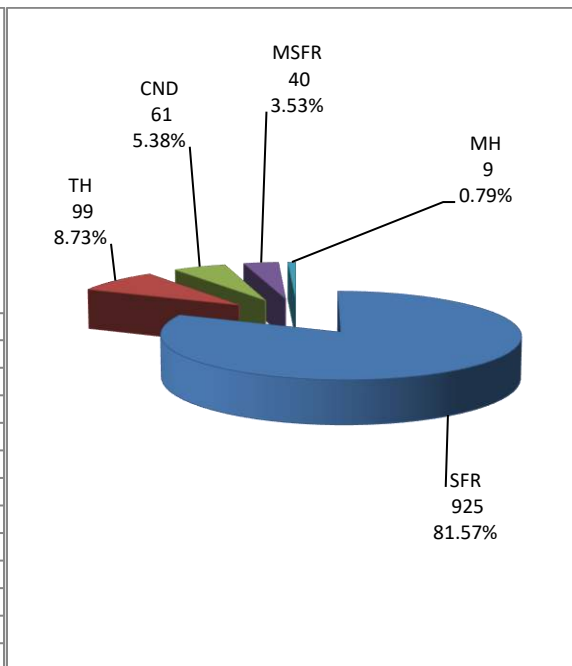
NOTE:

85321- 1 active listing

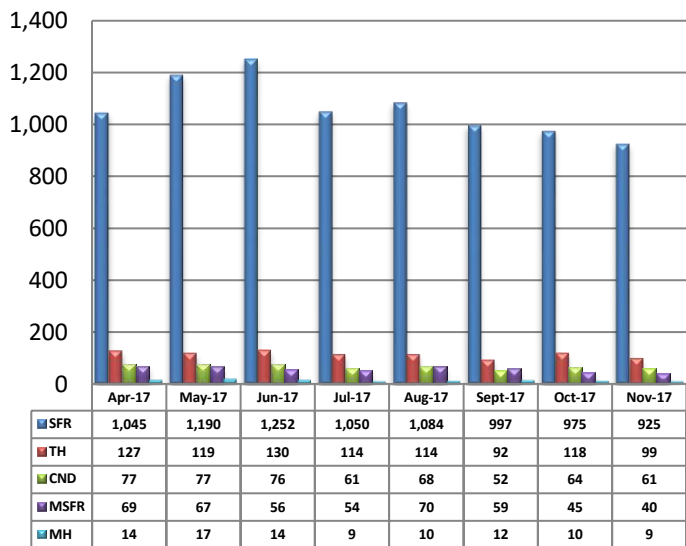
Total Unit Sales – November 2017



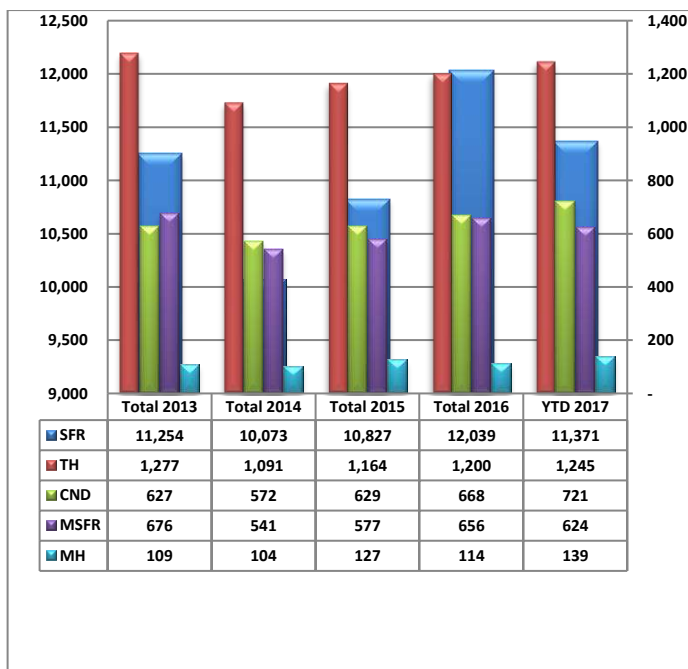
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

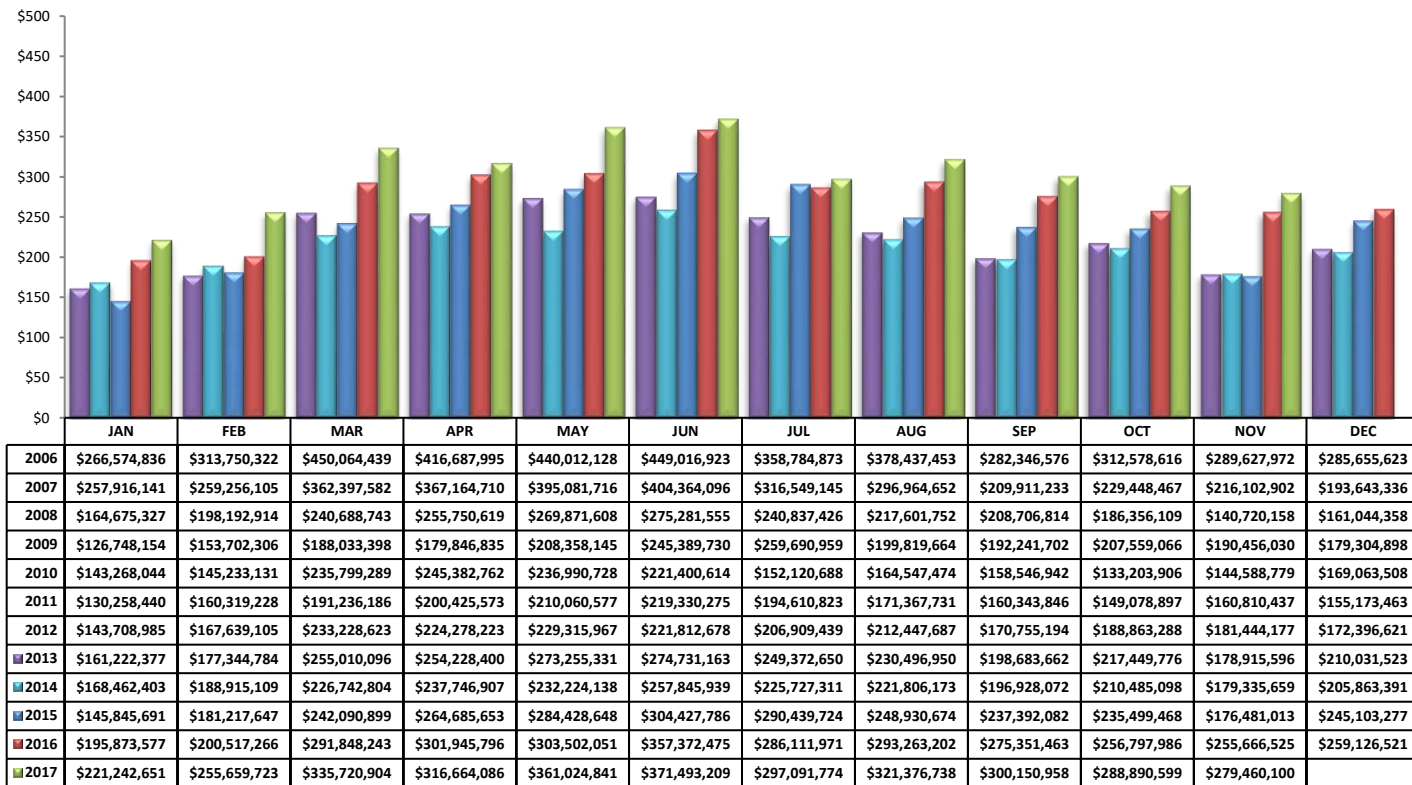


YTD Annual Comparison – Breakdown by Type

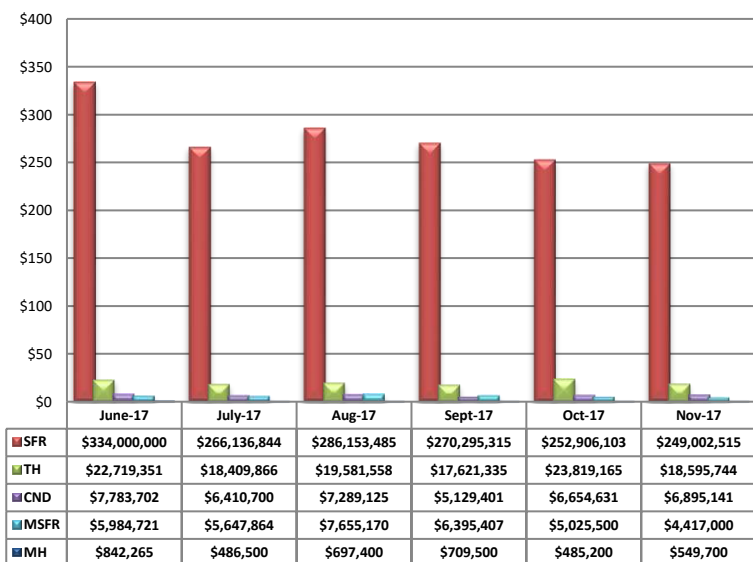


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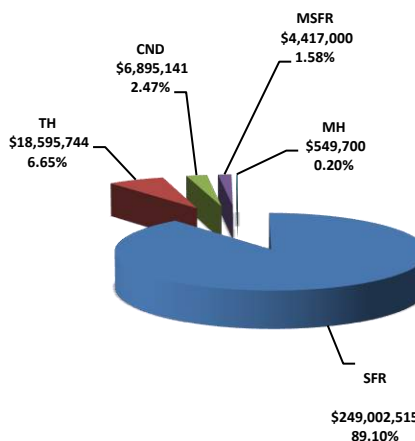
Total Sales Volume - November 2017



Total Sales Volume By Type - Monthly Comparison

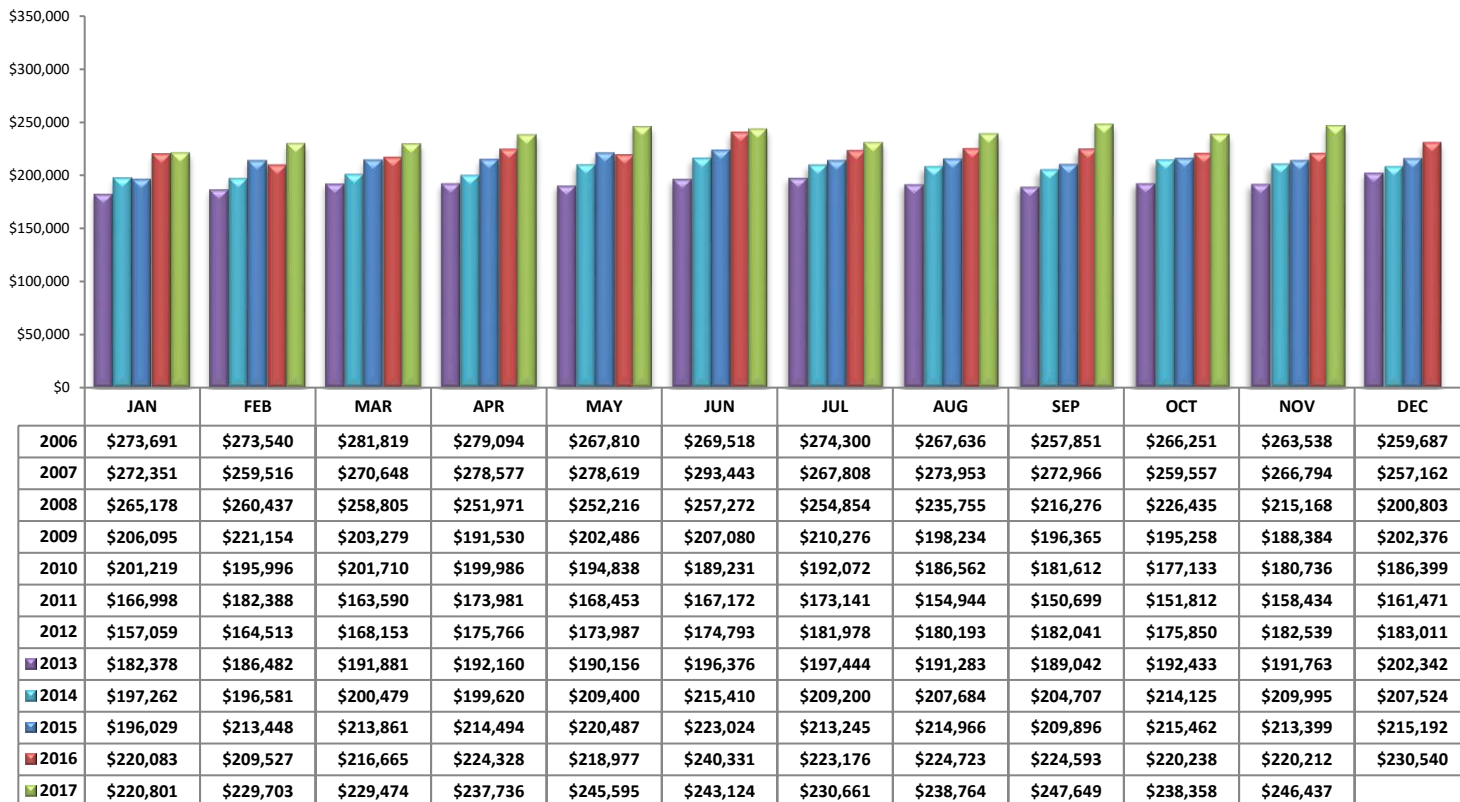


Monthly Volume by Type

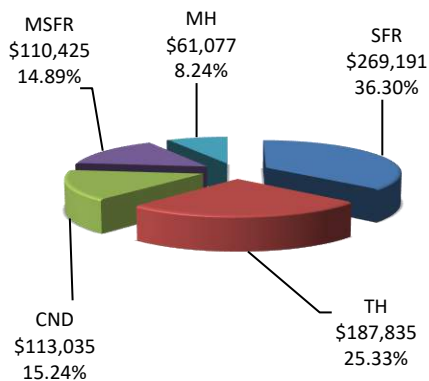


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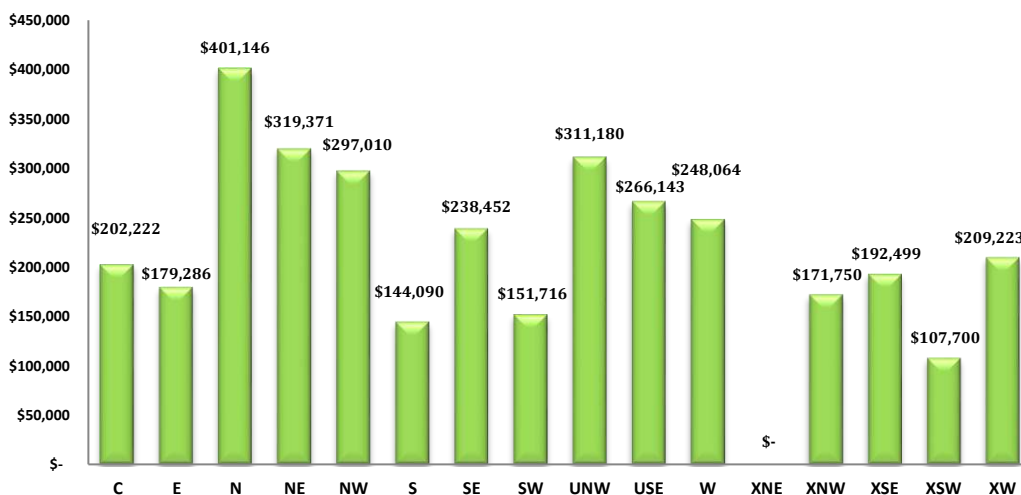
Average Sales Price – November 2017



Average Sales Price by Type – November 2017

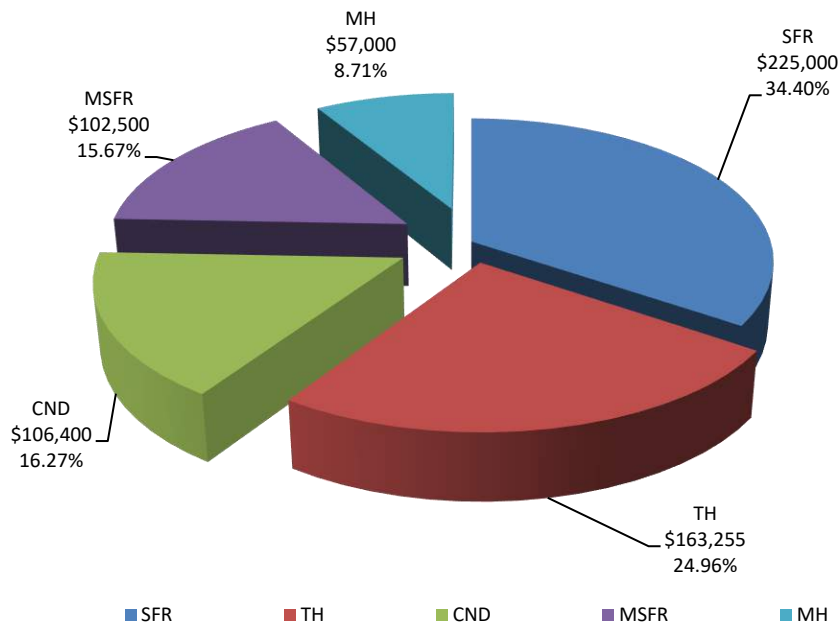


Average "Listing" Price per Area – November 2017

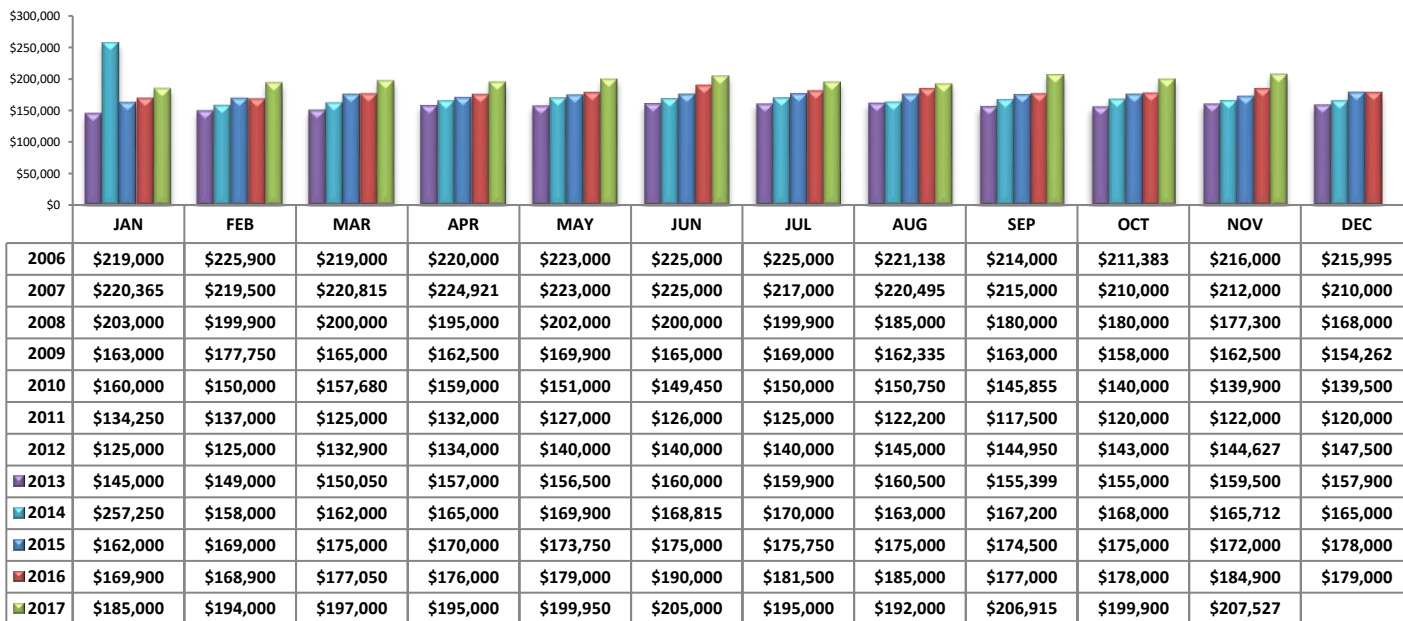


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Median Sale Price - by Type

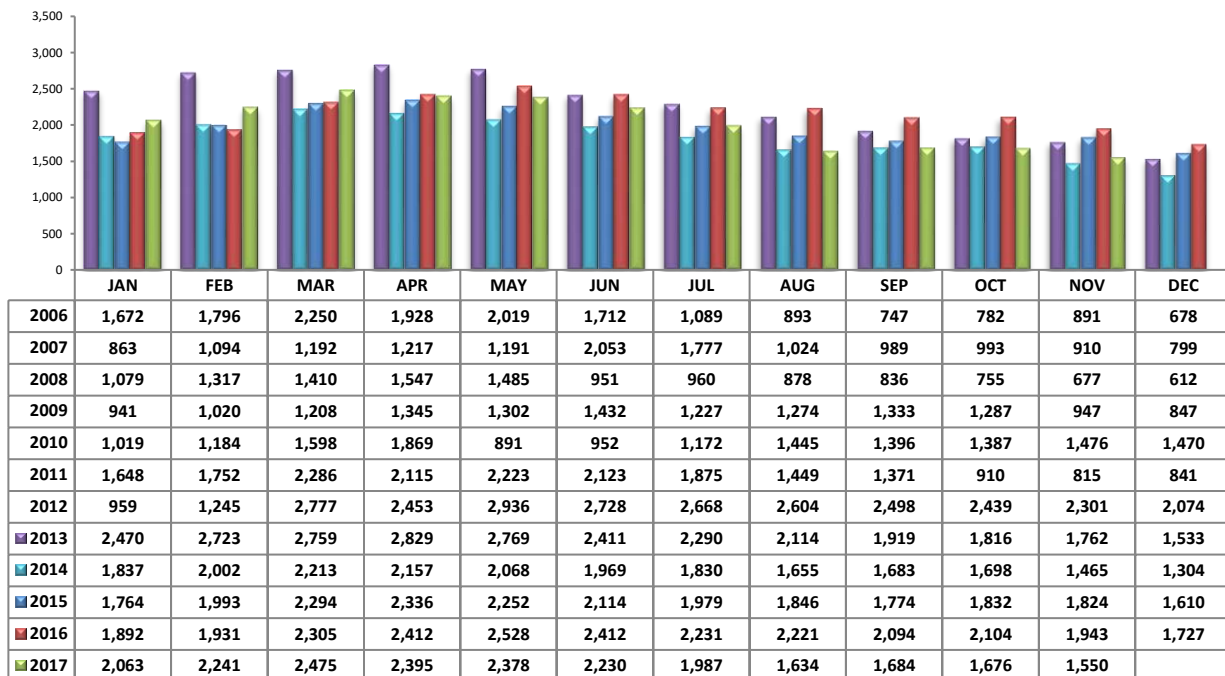


Median Sale Price - November 2017

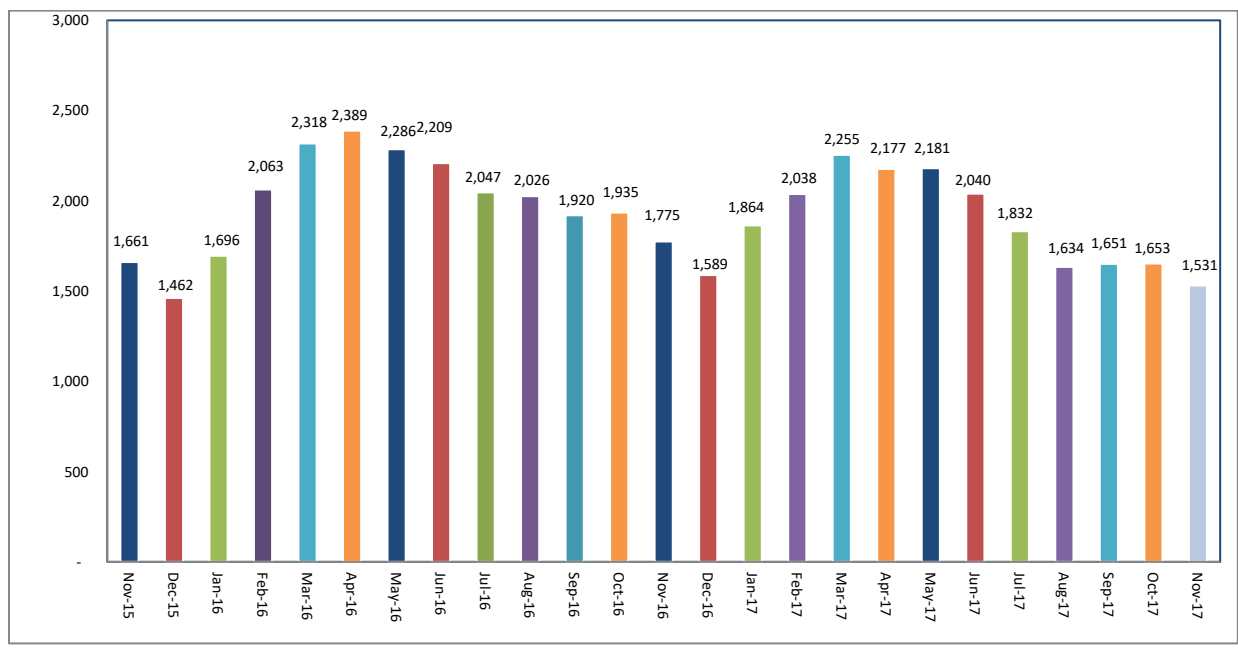


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Newly Under Contract During The Month

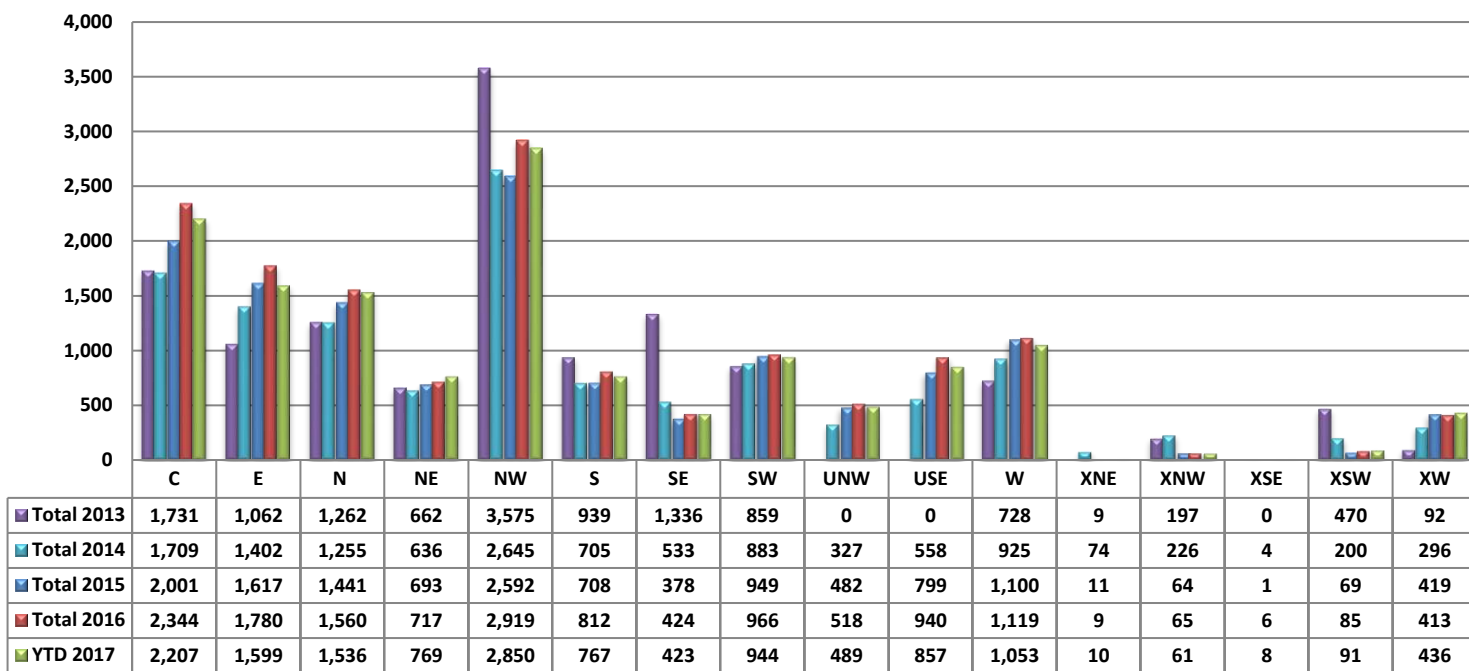


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area – Annual Comparison



Average \$ Sold per Area by # of Bedrooms

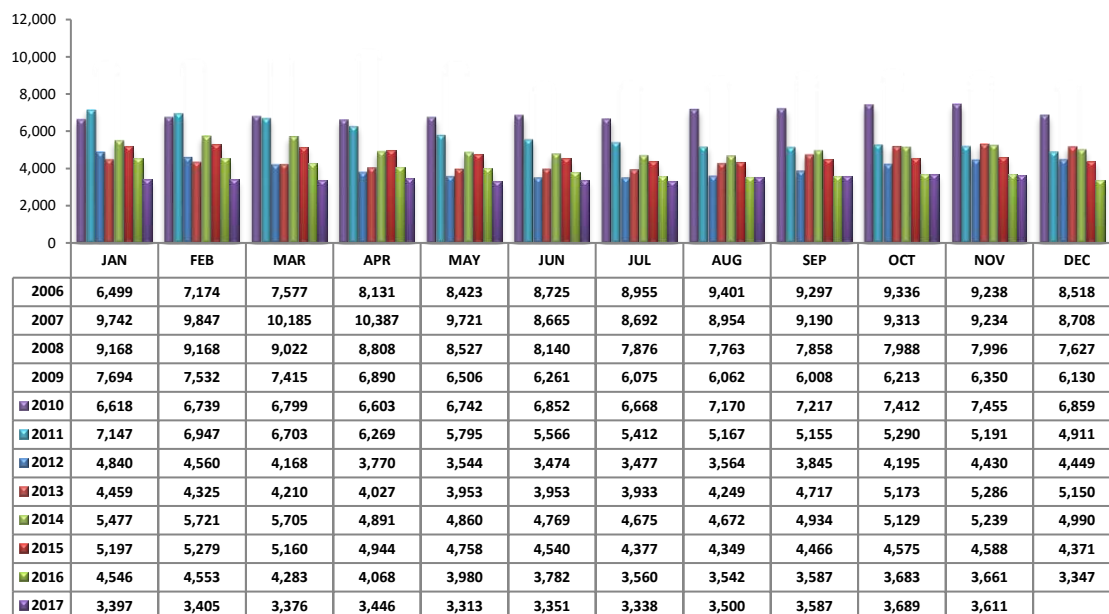
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$142,813	\$196,991	\$263,133	\$383,500	\$196,120
E	\$114,779	\$173,153	\$200,987	\$345,295	\$176,770
N	\$195,260	\$359,771	\$487,662	\$1,034,875	\$387,242
NE	\$155,107	\$328,032	\$365,522	\$593,333	\$309,725
NW	\$252,307	\$245,804	\$362,703	\$430,141	\$290,643
S	\$93,400	\$127,669	\$175,306	\$194,000	\$141,673
SE	\$141,000	\$202,401	\$271,494	\$270,500	\$235,747
SW	\$85,632	\$154,986	\$190,061	\$-	\$148,768
UNW	\$328,166	\$287,131	\$256,250	\$284,500	\$302,835
USE	\$241,550	\$240,117	\$264,790	\$318,500	\$261,439
W	\$171,423	\$234,582	\$293,854	\$315,000	\$242,365
XNE	\$-	\$-	\$-	\$-	\$-
XNW	\$-	\$118,000	\$200,000	\$-	\$159,000
XSE	\$-	\$187,000	\$-	\$-	\$187,000
XSW	\$-	\$105,000	\$-	\$-	\$105,000
XW	\$127,000	\$199,776	\$215,022	\$256,633	\$206,672

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	55	89	37	2	183
E	21	94	33	5	153
N	37	47	32	8	124
NE	14	23	16	3	56
NW	57	104	66	15	242
S	5	30	15	3	53
SE	3	15	20	2	40
SW	16	23	21	0	60
UNW	18	16	4	1	39
USE	2	23	22	8	55
W	13	43	23	1	80
XNE	0	0	0	0	0
XNW	0	1	1	0	2
XSE	0	2	0	0	2
XSW	0	6	0	0	6
XW	2	18	16	3	39

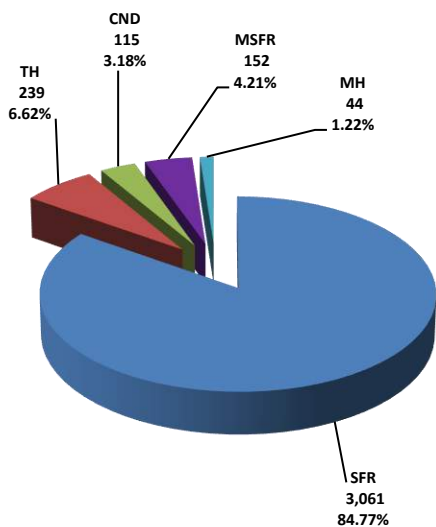
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Active Listings

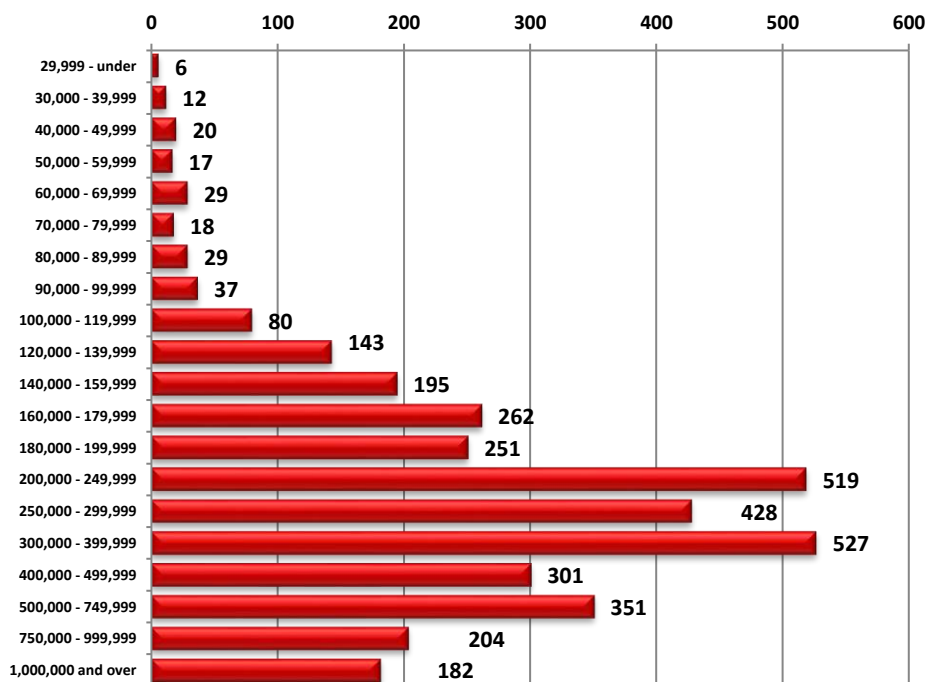


Area	# of Listings
C	522
E	329
N	485
NE	204
NW	742
S	129
SE	106
SW	206
UNW	209
USE	197
W	249
XNE	22
XNW	18
XSE	4
XSW	38
XW	151

Active Listings Unit Breakdown

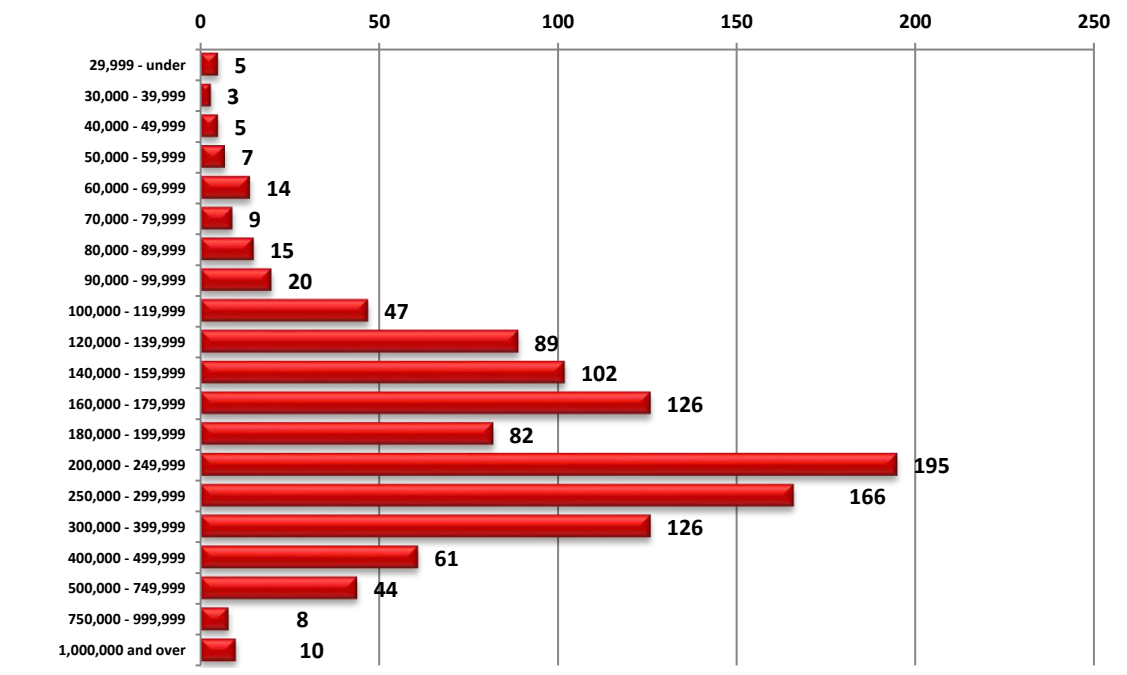


Active Listings Price Breakdown



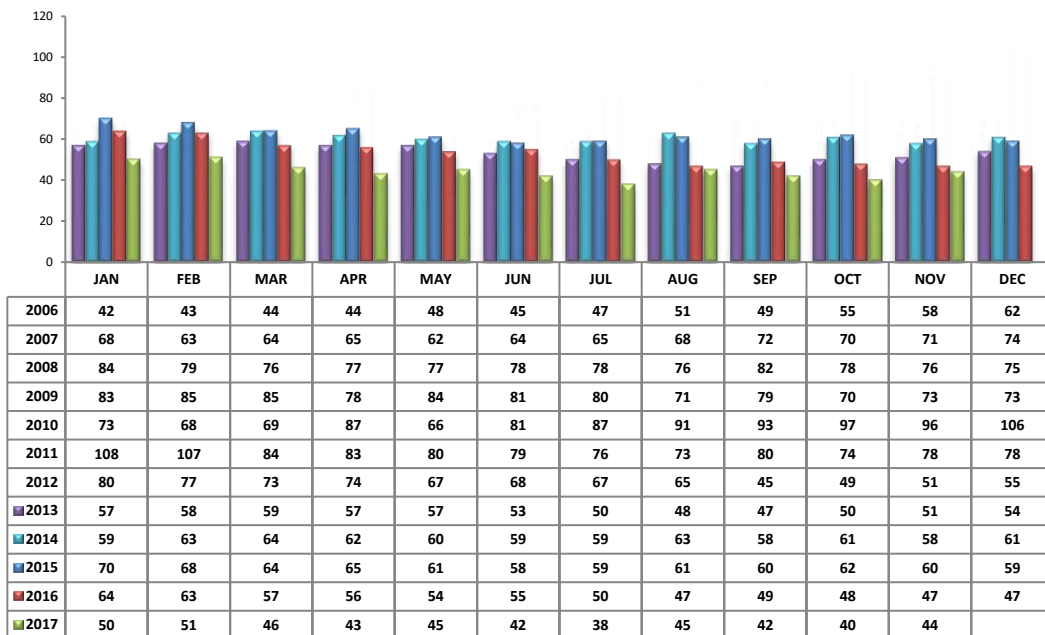
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Sold Price Breakdown



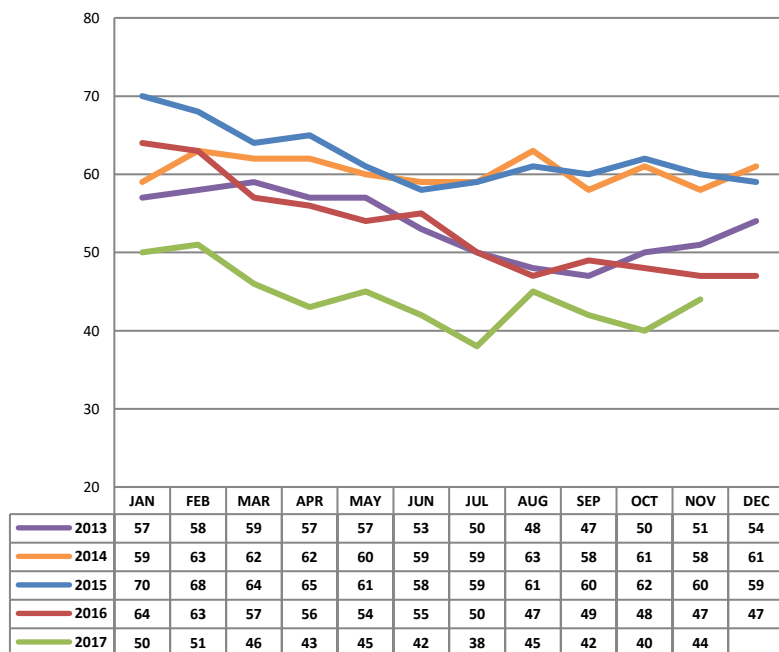
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Average Days on Market/Listing - November 2017

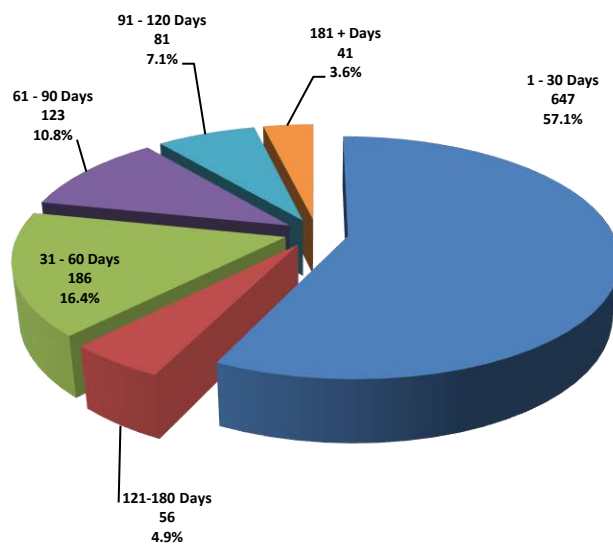


Area	# of Listings
C	40
E	42
N	53
NE	53
NW	44
S	24
SE	55
SW	29
UNW	49
USE	46
W	46
XNE	0
XNW	24
XSE	24
XSW	49
XW	58

Annual Comparison - Average Days on Market

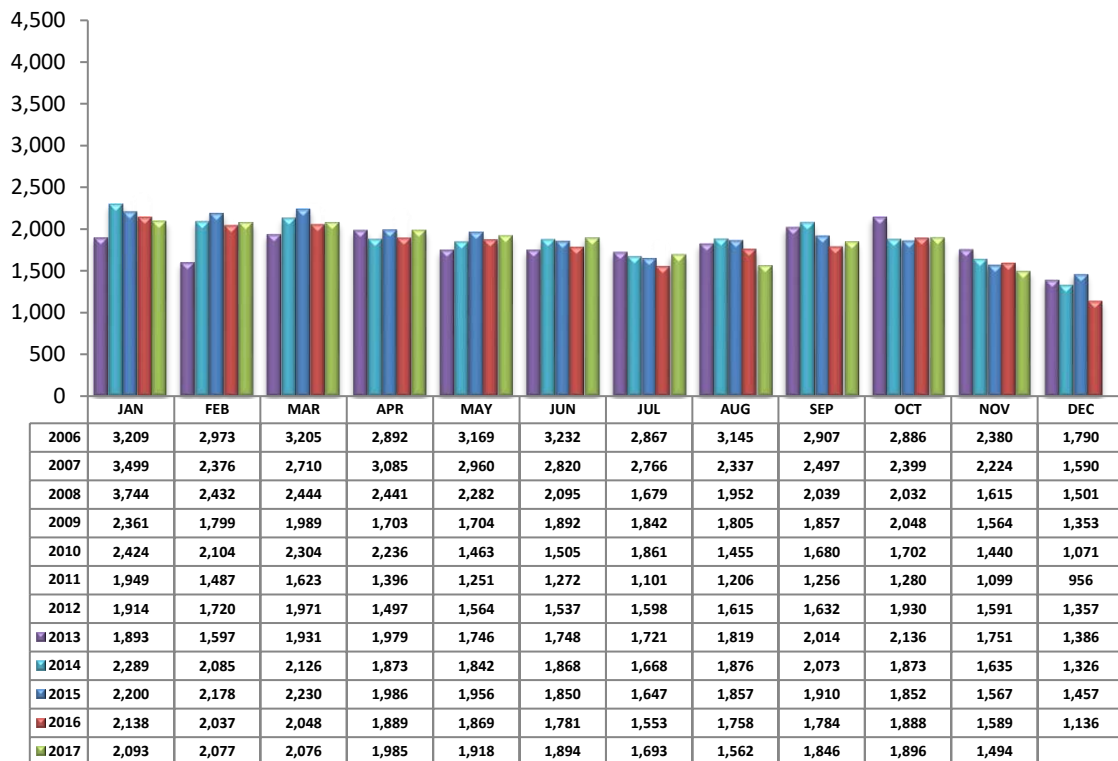


Average Days on Market/Listing Breakdown



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New Listings - November 2017



Area	# of Listings
C	235
E	166
N	152
NE	70
NW	286
S	84
SE	59
SW	102
UNW	67
USE	85
W	108
XNE	1
XNW	11
XSE	0
XSW	14
XW	54

*Includes properties that were re-listed

**Beginning November 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.
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
Nov 2017	126	259	49

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Notes on 2017 Area Boundary Updates

In November 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 November 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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