

**For Immediate
Release:
October 9, 2017**

**CONTACT:
Henry Zipf
MLSSAZ President
(520) 444-5672**

**Sean Murphy
Executive Vice President
(520) 382-8792**

**Randy Rogers
CEO, MLSSAZ
(520) 327-4218**

Multiple Listing Service of Southern Arizona Monthly Statistics **September 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 September Residential Sales Statistics:

- Total Sales Volume of \$300,150,958 is down from August's number of \$321,376,738, resulting in a 6.60% decrease, but a 9.01% increase over September 2016.
- The Average Sales Price of \$247,649 is an increase of 3.72% from \$238,764 last month.
- Average List Price of \$252,916 is up 3.39% from August and up 15.17% since September 2016.
- Total Under Contract of 1,651 is an increase of 1.04% since last month.
- Total Unit Sales of 1,212 is a decrease of 9.96% since August's number of 1,346.
- The Median Sales Price rose to \$206,915 from \$192,000 in August, a 7.77% increase and is up 16.90% from \$177,000 in September 2016.
- New Listings are up 18.18% since August.
- Total Active Listings of 3,587 is an increase of 2.49% from 3,500 last month.
- Average Days on Market decreased to 42 this month from 45 last month.
- Conventional loan sales of 45.8% exceeded Cash Sales of 21.6%.

Henry Zipf
2017 MLSSAZ President

Pam Rugggeroli
2017 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.

September 2017 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
September	\$300,150,958	\$275,351,463	9.01%
August	\$321,376,738	\$293,263,202	9.59%
Month % Change	-6.60%	-6.11%	

Average Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
September	\$247,649	\$224,593	10.27%
August	\$238,764	\$224,723	6.25%
Month % Change	3.72%	-0.06%	

Average List Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
September	\$252,916	\$219,602	15.17%
August	\$244,623	\$226,428	8.04%
Month % Change	3.39%	-3.01%	

Total Under Contract

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
September	1,651	1,920	-14.01%
August	1,634	2,026	-19.35%
Month % Change	1.04%	-5.23%	

Total Unit Sales

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
September	1,212	1,226	-1.14%
August	1,346	1,305	3.14%
Month % Change	-9.96%	-6.05%	

Median Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
September	\$206,915	\$177,000	16.90%
August	\$192,000	\$185,000	3.78%
Month % Change	7.77%	-4.32%	

New Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
September	1,846	1,784	3.48%
August	1,562	1,758	-11.15%
Month % Change	18.18%	1.48%	

Active Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
September	3,587	3,587	0.00%
August	3,500	3,542	-1.19%
Month % Change	2.49%	1.27%	

September 2017 - Active and Sold by Zip Code

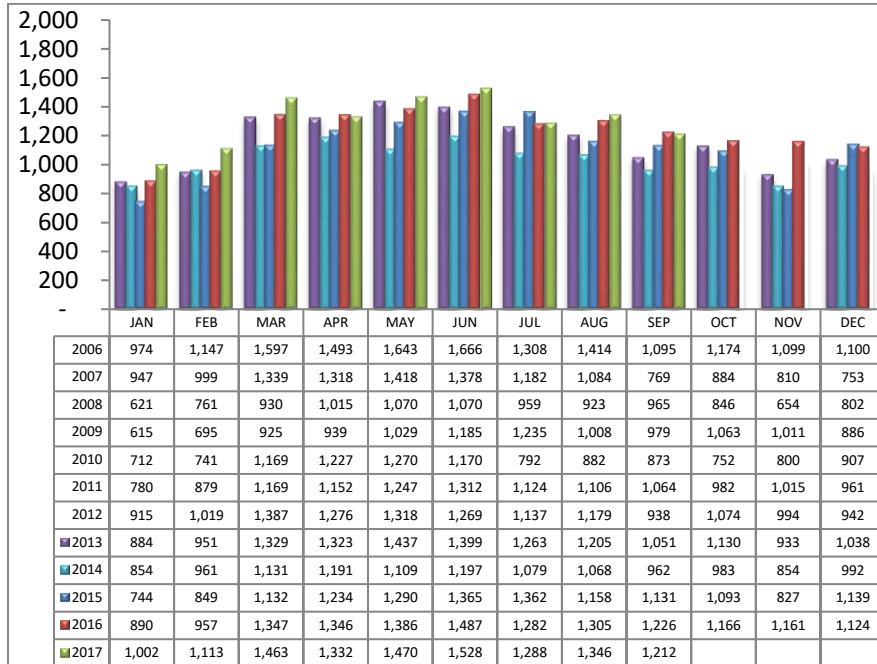
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85123	0	0	0.00%	85645	0	0	0.00%	85713	91	33	36.26%	85740	0	0	0.00%
85145	14	5	35.71%	85648	0	0	0.00%	85714	24	7	29.17%	85741	66	38	57.58%
85245	0	0	0.00%	85653	112	35	31.25%	85715	82	36	43.90%	85742	147	53	36.05%
85601	0	0	0.00%	85654	0	0	0.00%	85716	137	40	29.20%	85743	125	54	43.20%
85602	0	0	0.00%	85658	179	46	25.70%	85717	0	0	0.00%	85745	121	45	37.19%
85611	0	0	0.00%	85701	18	2	11.11%	85718	213	55	25.82%	85746	75	28	37.33%
85614	0	0	0.00%	85704	99	46	46.46%	85719	102	31	30.39%	85747	107	50	46.73%
85616	0	0	0.00%	85705	73	26	35.62%	85730	85	44	51.76%	85748	73	33	45.21%
85619	27	2	7.41%	85706	56	37	66.07%	85734	0	0	0.00%	85749	120	31	25.83%
85623	15	1	6.67%	85709	0	0	0.00%	85735	37	6	16.22%	85750	167	52	31.14%
85629	7	2	28.57%	85710	163	58	35.58%	85736	30	12	40.00%	85755	199	31	15.58%
85637	2	0	0.00%	85711	99	49	49.49%	85737	130	44	33.85%	85756	71	36	50.70%
85641	183	56	30.60%	85712	96	33	34.38%	85739	177	27	15.25%	85757	65	28	43.08%

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	9	1	0	2	12	5	C	531	1 -30 Days	710	
\$30,000 to \$39,999	12	3	0	3	18	7	E	318	31-60 Days	217	
\$40,000 to \$49,999	22	7	1	0	30	3	N	432	61 - 90 Days	119	
\$50,000 to \$59,999	16	6	2	3	27	13	NE	210	91-120 Days	68	
\$60,000 to \$69,999	24	17	1	3	45	19	NW	766	121 - 180 Days	65	
\$70,000 to \$79,999	22	15	4	4	45	16	S	138	Over 180 Days	33	
\$80,000 to \$89,999	29	21	3	7	60	16	SE	119	Avg. Days on Market 42		
\$90,000 to \$99,999	29	26	1	10	66	17	SW	209			
\$100,000 to \$119,999	72	65	3	8	148	53	UNW	194	Avg. Sold Price \$247,649		
\$120,000 to \$139,999	152	104	5	20	281	83	USE	201			
\$140,000 to \$159,999	210	154	5	23	392	104	W	226	Median Sale Price \$206,915		
\$160,000 to \$179,999	285	143	4	28	460	130	XNE	28			
\$180,000 to \$199,999	240	129	4	25	398	105	XNW	15	New Listings 1,846		
\$200,000 to \$249,999	565	204	2	57	828	216	XSE	10			
\$250,000 to \$299,999	455	124	1	38	618	135	XSW	35	Sales Volume by Area		
\$300,000 to \$399,999	535	131	5	27	698	141	XW	155			
\$400,000 to \$499,999	274	74	1	16	365	76	Sold Units per Area				
\$500,000 to \$749,999	302	60	0	11	373	56	C	184			\$35,591,949
\$750,000 to \$999,999	173	20	0	6	199	11	E	135			\$26,531,114
\$1,000,000 and over	161	7	1	6	175	6	N	131			\$50,072,067
							NE	71	\$24,965,123		
							NW	230	\$69,488,024		
							S	77	\$10,325,392		
							SE	39	\$9,019,411		
							SW	69	\$10,993,674		
							UNW	31	\$8,589,050		
							USE	81	\$19,259,718		
Totals	3,587	1,311	43	297	5,238	1,212	W	98	\$24,418,137		
							XNE	2	\$479,000		
							XNW	5	\$758,990		
Home Sales Volume	\$300,150,958	\$275,351,463	9.01%	\$2,780,424,883	\$2,505,786,044	10.96%	XSE	1	\$463,022		
Home Sales Units	1,212	1,226	-1.14%	11,754	11,226	4.70%	XSW	13	\$977,700		
Average Sales Price (All Residential)	\$247,649	\$224,593	10.27%	\$241,181	\$224,272	7.54%	XW	45	\$8,218,587		
Median Sales Price	\$206,915	\$177,000	16.90%	\$200,208	\$180,125	11.15%	Total Volume			\$300,150,958	
Average Days on Market:	42	49	-14.29%	42	49	-14.29%					
Average List Price for Sold:	\$252,916	\$219,602	15.17%	\$245,439	\$224,694	9.23%					
SP/LP %	97.92%	102.27%		98.27%	99.81%						
Total Under Contract	1,651	1,920	-14.01%								
Active Listings	3,587	3,587	0.00%								
New Listings	1,846	1,784	3.48%								

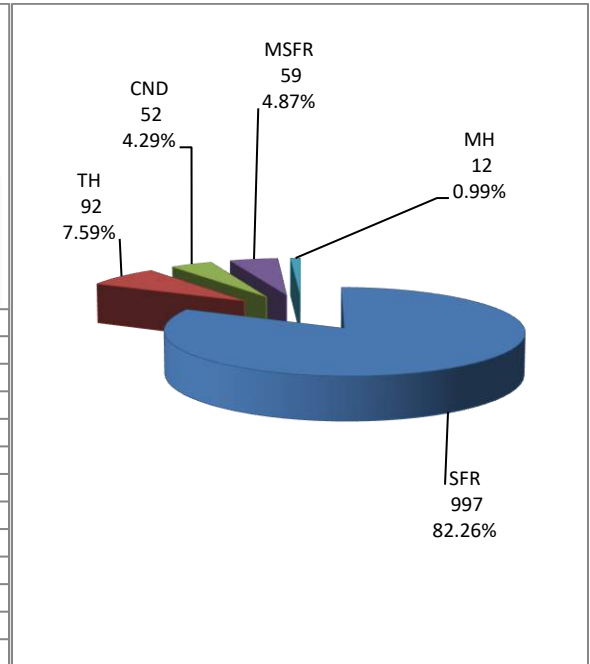
Types of Financing	Totals
FHA	224
VA	141
Other	26
Cash	262
Conventional	555
Cash/Loan	1
Carryback	3

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.

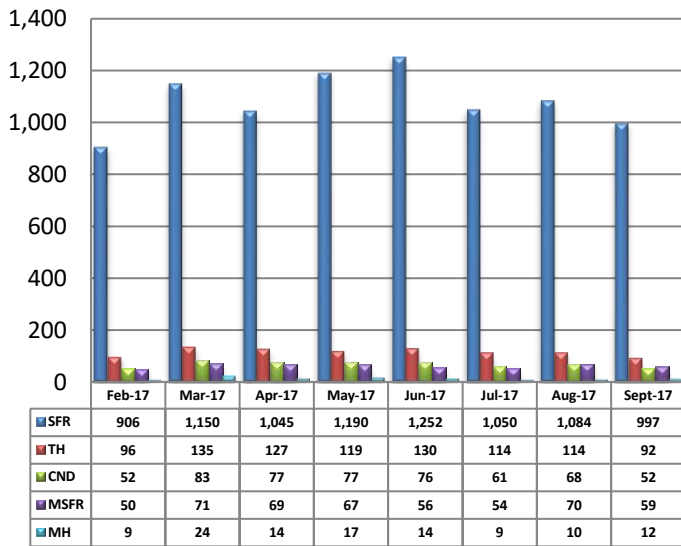
Total Unit Sales – September 2017



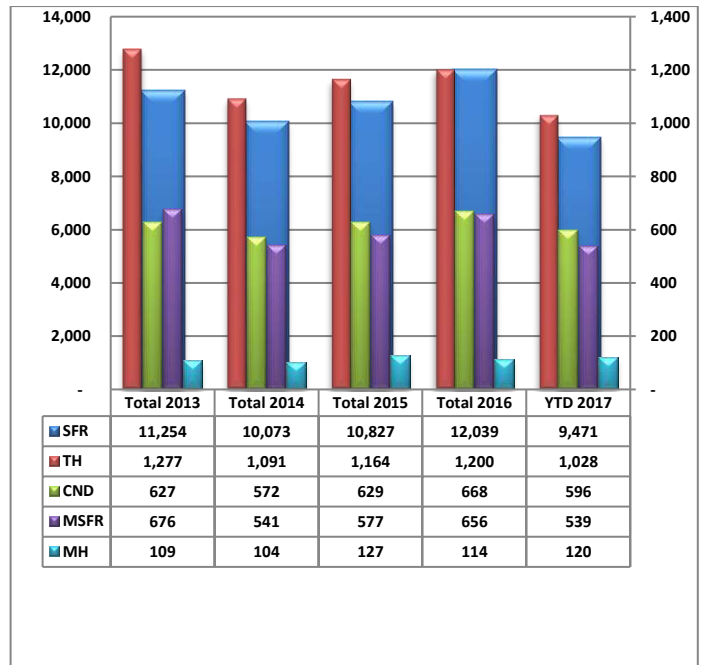
Unit Sales – Breakdown by Type



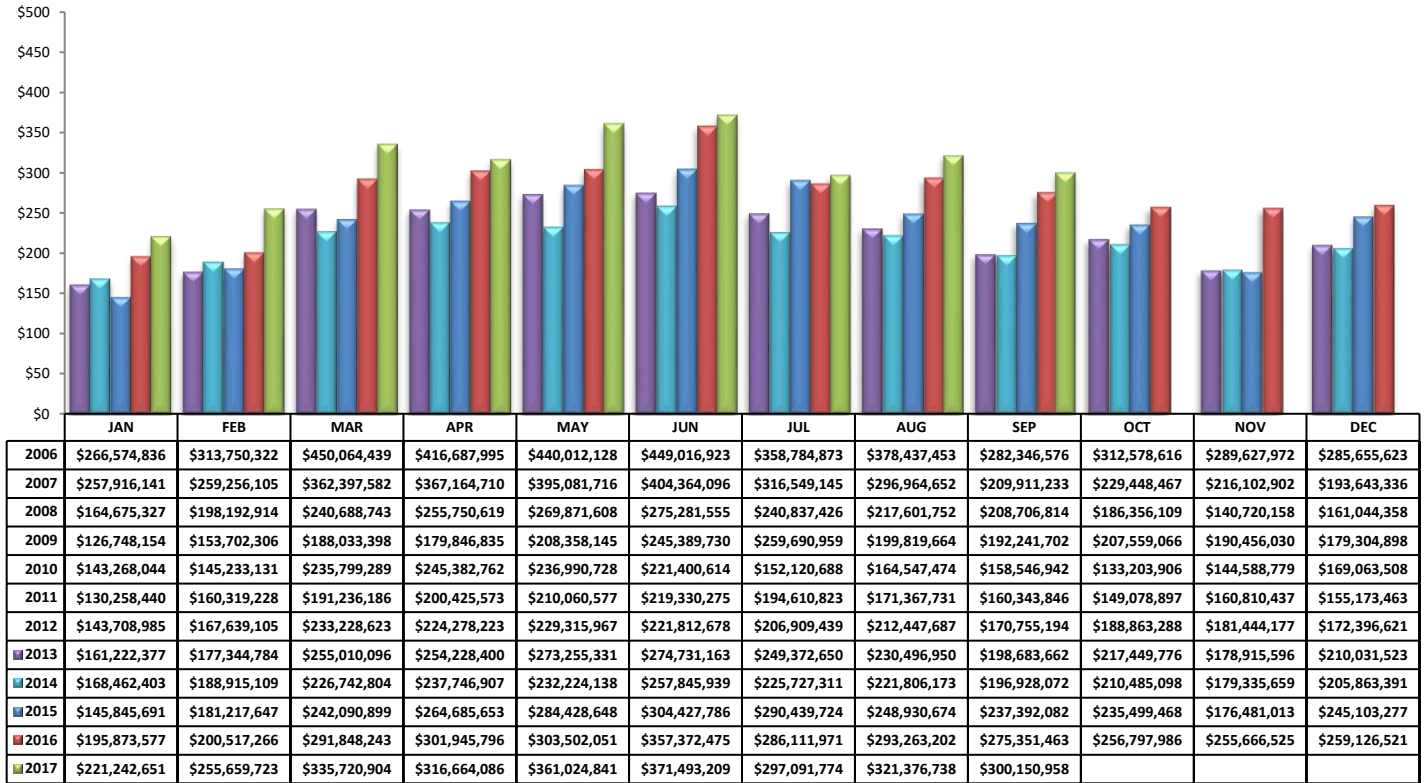
Total Unit Sales By Type - Monthly Comparison



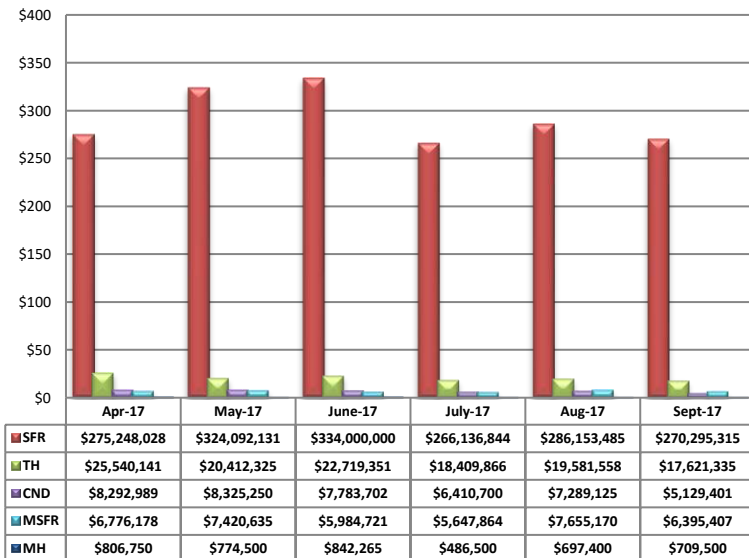
YTD Annual Comparison – Breakdown by Type



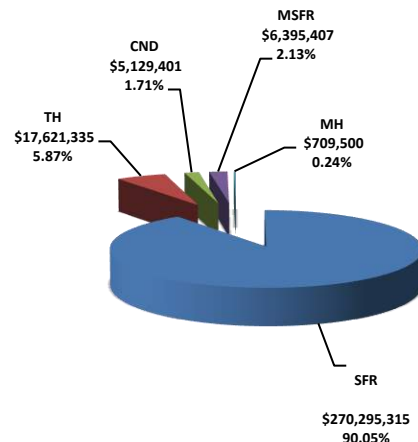
Total Sales Volume - September 2017



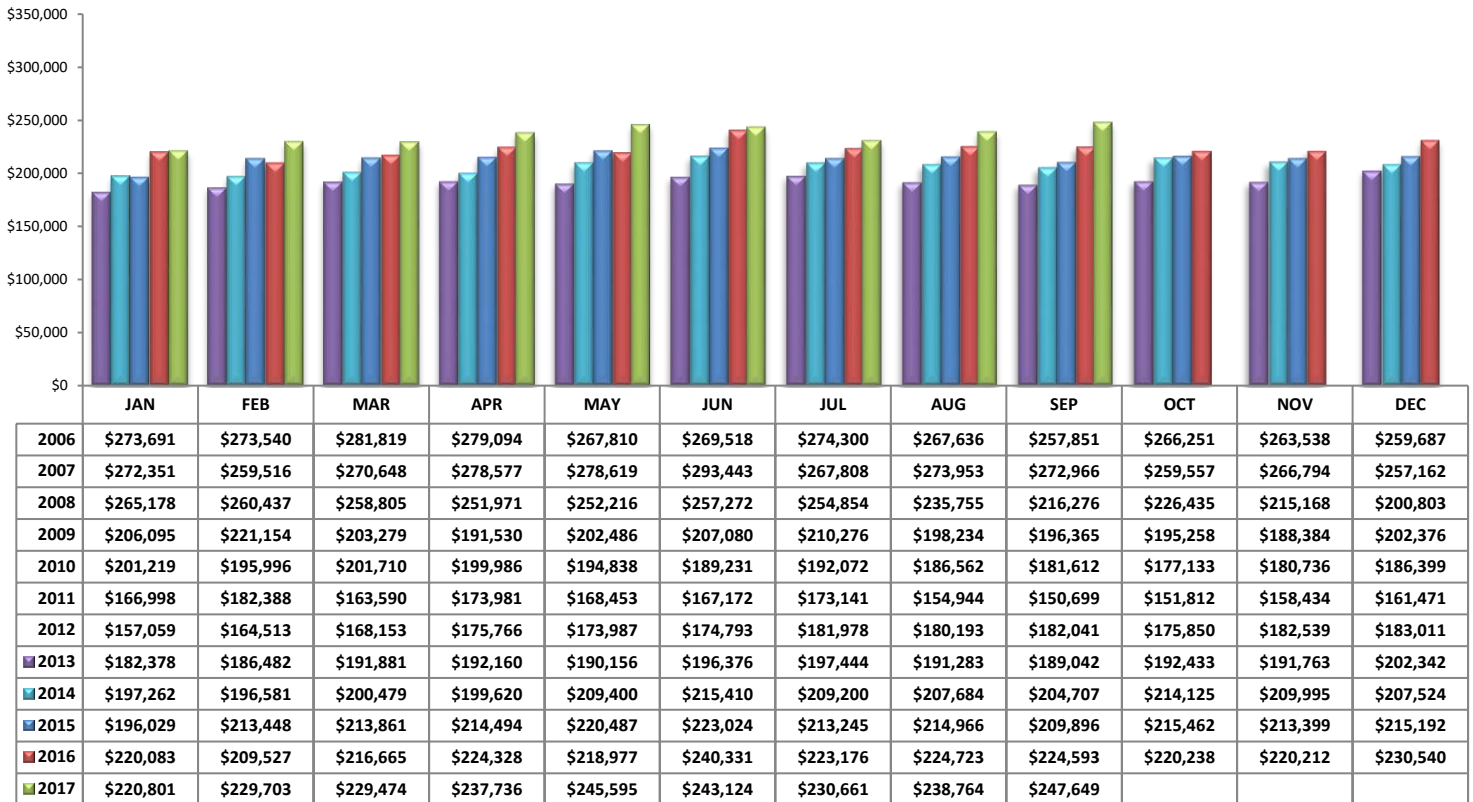
Total Sales Volume By Type - Monthly Comparison



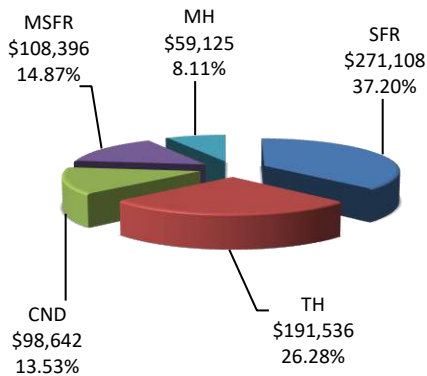
Monthly Volume by Type



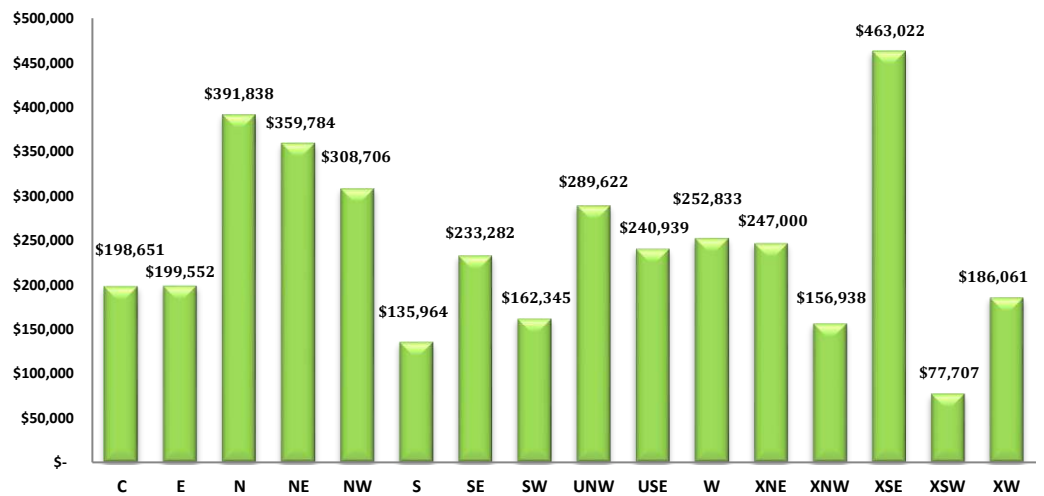
Average Sales Price – September 2017



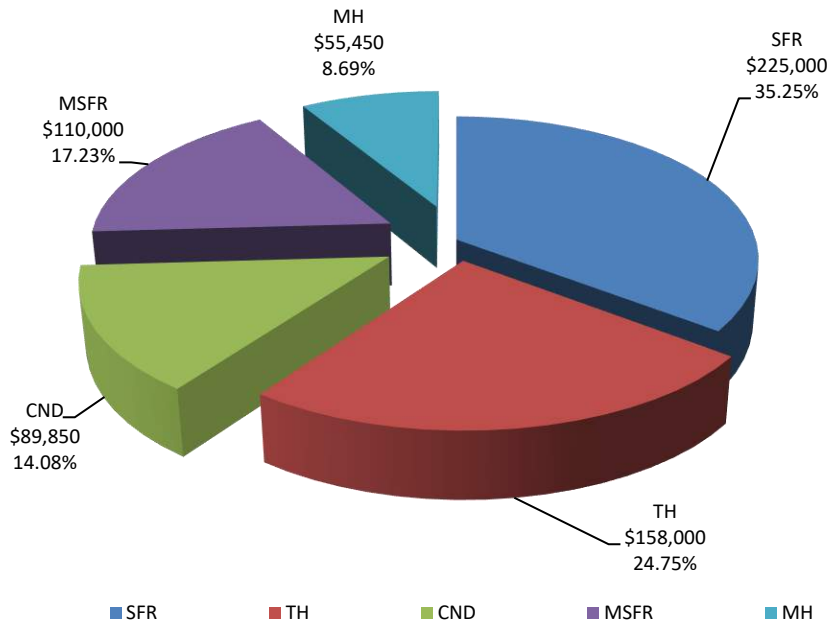
Average Sales Price by Type – September 2017



Average "Listing" Price per Area – September 2017



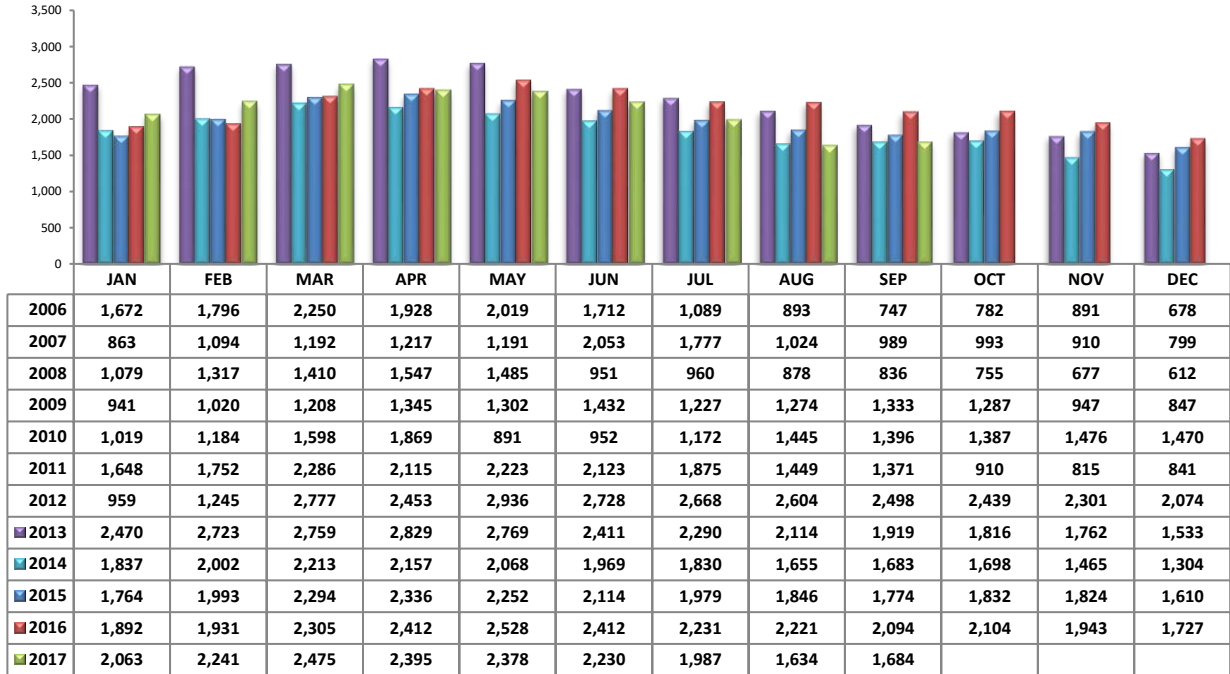
Median Sale Price - by Type



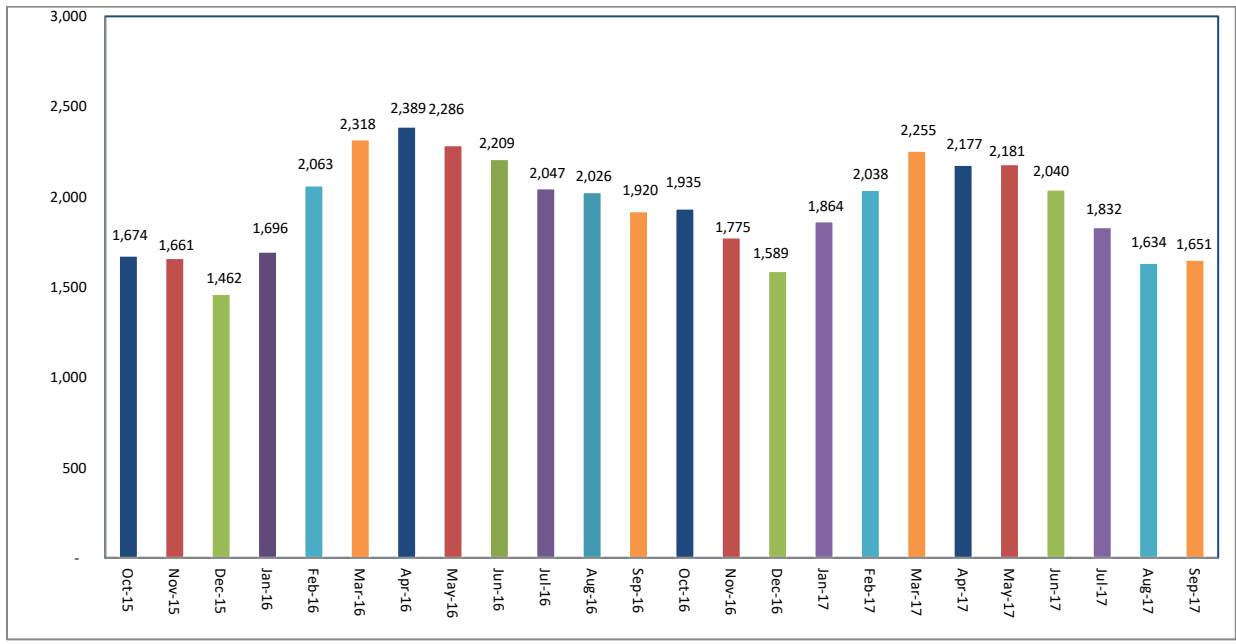
Median Sale Price - September 2017



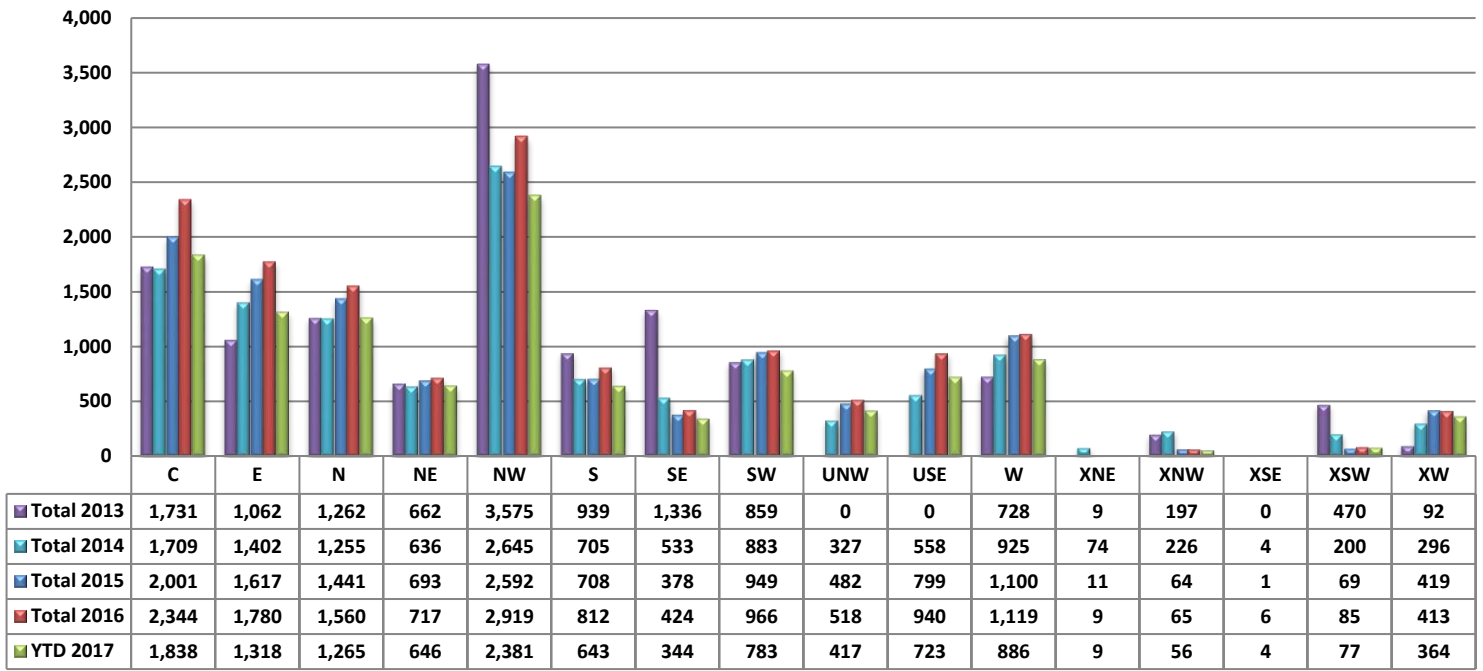
Newly Under Contract During The Month



Total Listings Still Under Contract At The End of The Month



Number of Sold Listings by Area - Annual Comparison



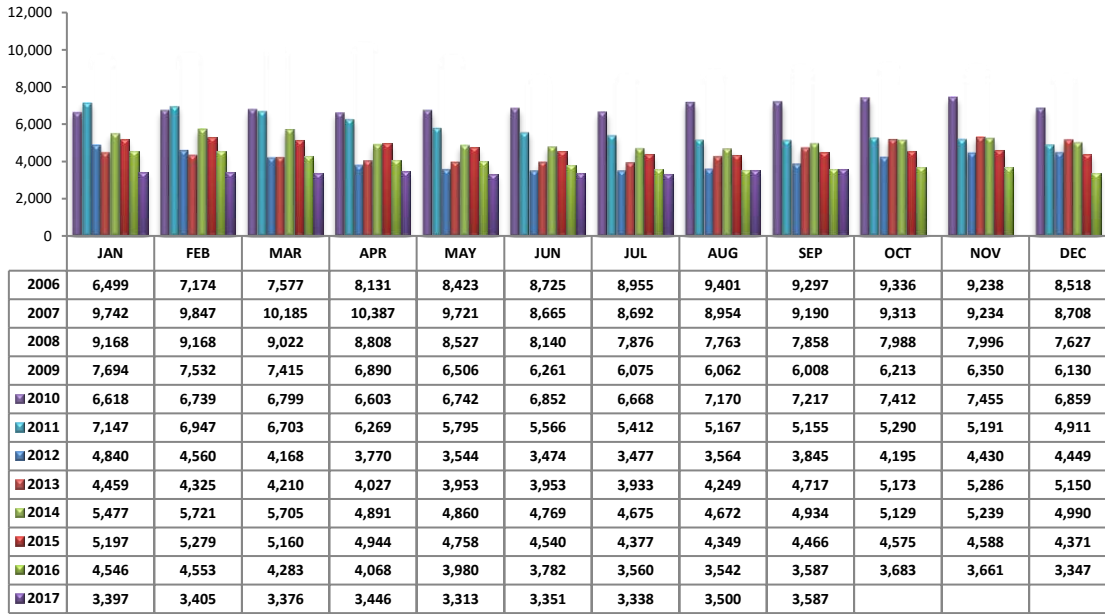
Average \$ Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$138,313	\$196,688	\$219,855	\$601,416	\$193,434
E	\$101,913	\$181,140	\$281,437	\$247,300	\$196,526
N	\$212,350	\$369,604	\$474,588	\$811,500	\$382,229
NE	\$147,057	\$273,885	\$464,975	\$496,966	\$351,621
NW	\$235,117	\$267,937	\$344,051	\$484,721	\$302,121
S	\$93,222	\$130,224	\$155,370	\$183,000	\$134,096
SE	\$127,500	\$209,514	\$232,876	\$325,500	\$231,266
SW	\$72,057	\$154,265	\$180,086	\$293,900	\$159,328
UNW	\$223,437	\$317,214	\$293,360	\$-	\$277,066
USE	\$196,572	\$225,770	\$247,636	\$281,779	\$237,774
W	\$143,123	\$251,143	\$298,311	\$337,000	\$249,164
XNE	\$204,000	\$275,000	\$-	\$-	\$239,500
XNW	\$146,000	\$153,247	\$-	\$-	\$151,798
XSE	\$-	\$-	\$-	\$463,022	\$463,022
XSW	\$21,250	\$83,114	\$88,350	\$-	\$75,207
XW	\$50,250	\$171,873	\$211,876	\$275,613	\$182,635

Units Sold per Area by # of Bedrooms

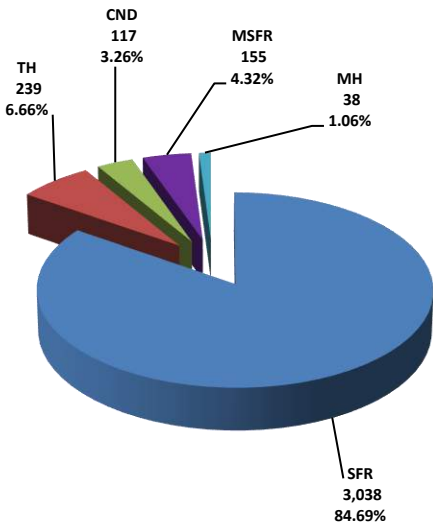
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	59	101	18	6	184
E	21	75	34	5	135
N	38	46	39	8	131
NE	13	23	20	15	71
NW	39	106	66	19	230
S	9	44	23	1	77
SE	1	18	15	5	39
SW	7	35	25	2	69
UNW	12	14	5	0	31
USE	4	35	37	5	81
W	17	47	33	1	98
XNE	1	1	0	0	2
XNW	1	4	0	0	5
XSE	0	0	0	1	1
XSW	2	7	4	0	13
XW	2	28	13	2	45

Active Listings

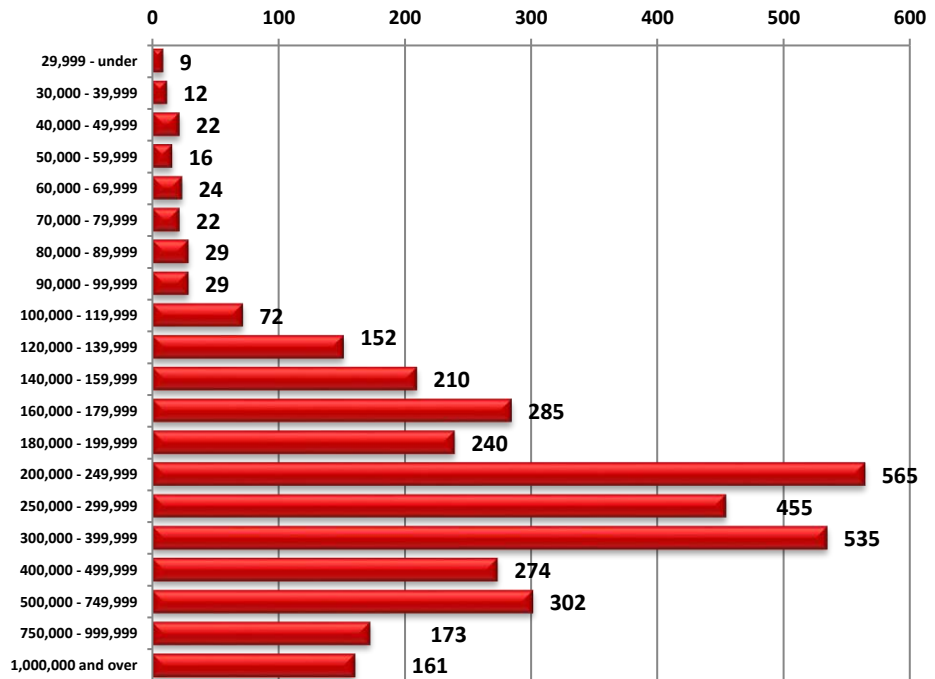


Area	# of Listings
C	531
E	318
N	432
NE	210
NW	766
S	138
SE	119
SW	209
UNW	194
USE	201
W	226
XNE	28
XNW	15
XSE	10
XSW	35
XW	155

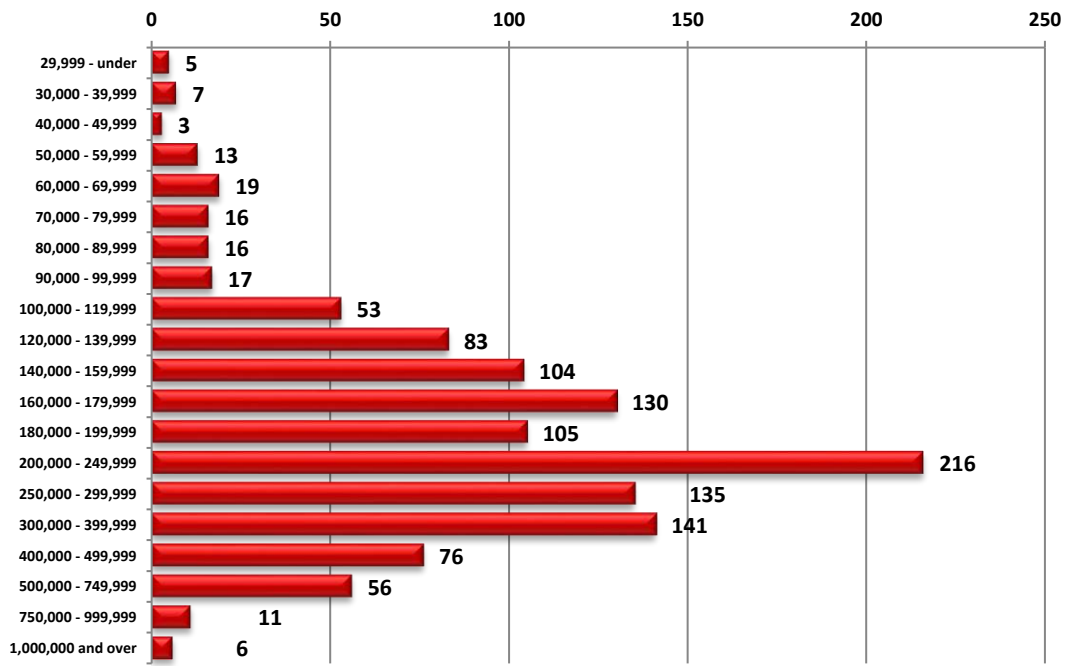
Active Listings Unit Breakdown



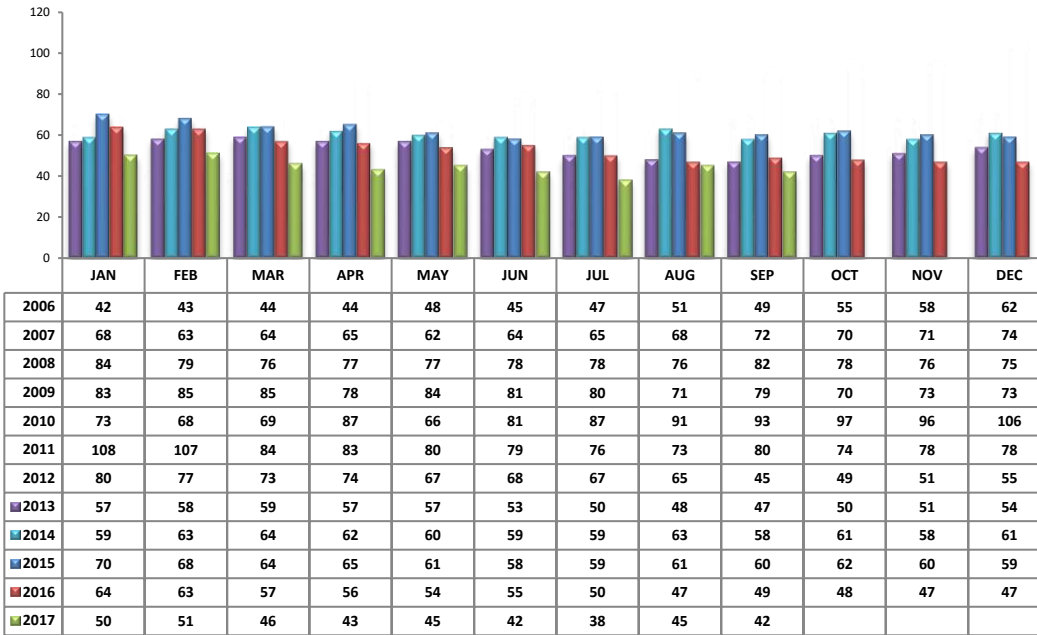
Active Listings Price Breakdown



Sold Price Breakdown

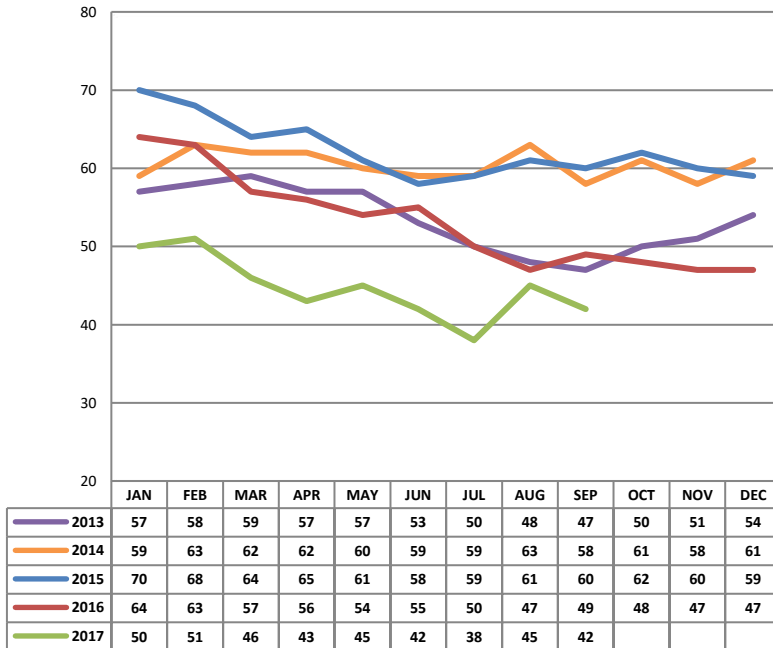


Average Days on Market/Listing - September 2017

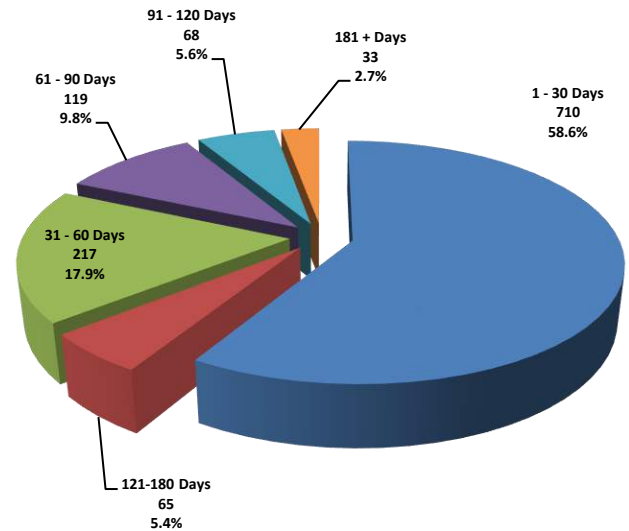


Area	# of Listings
C	31
E	35
N	49
NE	53
NW	51
S	24
SE	40
SW	40
UNW	63
USE	34
W	40
XNE	450
XNW	27
XSE	0
XSW	44
XW	52

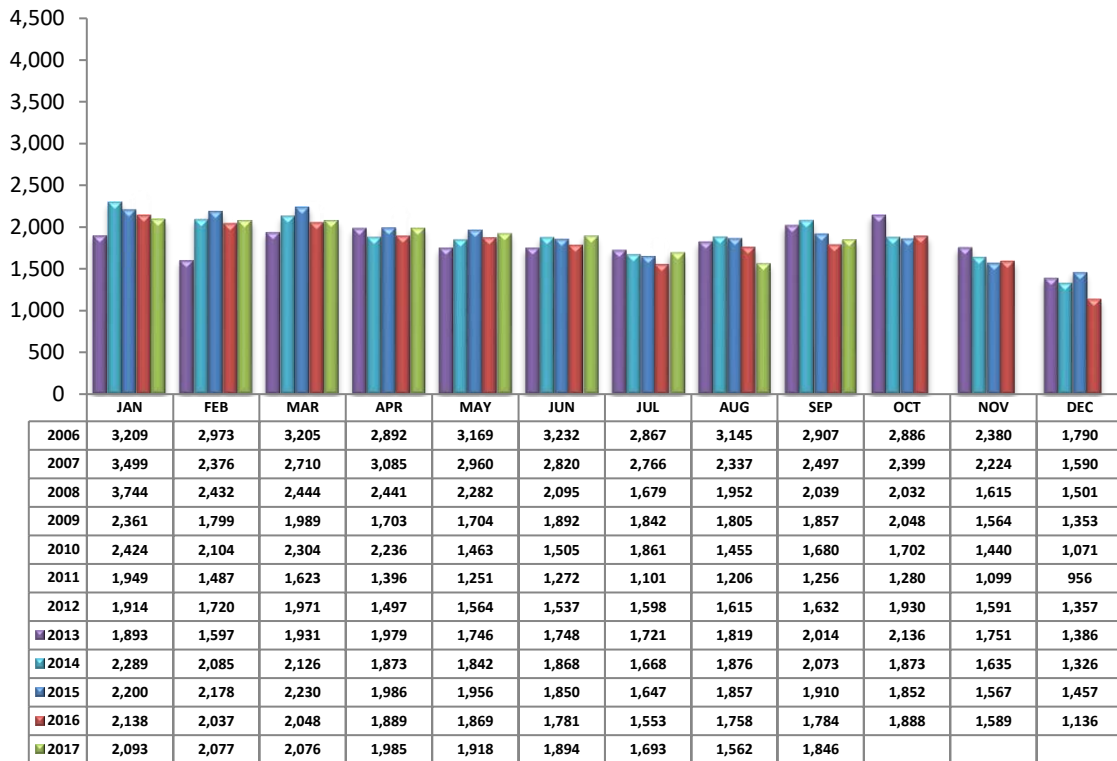
Annual Comparison - Average Days on Market



Average Days on Market/Listing Breakdown



New Listings – September 2017



Area	# of Listings
C	297
E	200
N	185
NE	103
NW	375
S	111
SE	63
SW	132
UNW	59
USE	106
W	127
XNE	1
XNW	7
XSE	4
XSW	15
XW	61

*Includes properties that were re-listed

**Beginning September 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.
Dec 2016	218	262	57
Jan 2017	171	305	38
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

Notes on 2017 Area Boundary Updates

In September 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 September 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.