

**For Immediate
Release:
March 8, 2018**

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Multiple Listing Service of Southern Arizona Monthly Statistics February 2018

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 February Residential Sales Statistics:

- Total Sales Volume of \$270,019,575 is up from last month's number of \$227,851,861 a 18.51% increase.
- The Average Sales Price of \$249,095 is an increase of 2.33% from \$243,431 in January.
- Average List Price increased to \$255,269 from \$249,970 last month, a 2.12% change.
- Total Under Contract increased from 1,823 in January to 1,998 this month.
- Total Unit Sales of 1,084 are up 15.81% from January's 936 but are down 2.61% from February 2017.
- The Median Sales Price of \$207,000 rose from \$200,000 last month, a 3.50% increase and is up 6.70% from this time last year when it was \$194,000.
- New Listings decreased to 1,776 from 2,019 last year, a 12.04% drop.
- Total Active Listings of 3,293 is down 2.43% from 3,375 in January.
- Average Days on Market held at 49, exactly what it was last month.
- Conventional loan sales of 42.7% exceeded Cash Sales of 27.8%.

Judith Grammond
2018 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.

February 2018 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	\$270,019,575	\$255,659,723	5.62%
January	\$227,851,861	\$221,242,651	2.99%
Month % Change	18.51%	15.56%	

Average Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	\$249,095	\$229,703	8.44%
January	\$243,431	\$220,801	10.25%
Month % Change	2.33%	4.03%	

Average List Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	\$255,269	\$230,859	10.57%
January	\$249,970	\$222,156	12.52%
Month % Change	2.12%	3.92%	

Total Under Contract

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	1,998	2,038	-1.96%
January	1,823	1,864	-2.20%
Month % Change	9.60%	9.33%	

Total Unit Sales

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	1,084	1,113	-2.61%
January	936	1,002	-6.59%
Month % Change	15.81%	11.08%	

Median Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	\$207,000	\$194,000	6.70%
January	\$200,000	\$185,000	8.11%
Month % Change	3.50%	4.86%	

New Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	1,776	2,077	-14.49%
January	2,019	2,093	-3.54%
Month % Change	-12.04%	-0.76%	

Active Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
February	3,293	3,405	-3.29%
January	3,375	3,397	-0.65%
Month % Change	-2.43%	0.24%	

February 2018 - Active and Sold by Zip Code

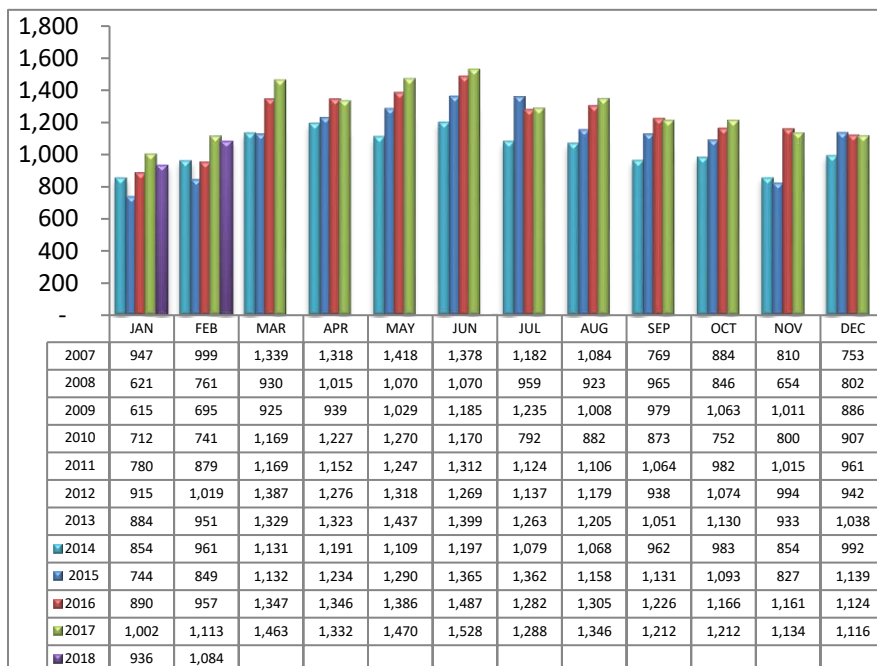
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85123	0	0	0.00%	85645	0	0	0.00%	85713	85	40	47.06%	85740	0	0	0.00%
85145	10	8	80.00%	85648	0	0	0.00%	85714	11	8	72.73%	85741	63	32	50.79%
85245	0	0	0.00%	85653	101	29	28.71%	85715	74	22	29.73%	85742	132	39	29.55%
85601	0	0	0.00%	85654	0	0	0.00%	85716	110	42	38.18%	85743	101	51	50.50%
85602	0	0	0.00%	85658	176	28	15.91%	85717	0	0	0.00%	85745	128	36	28.13%
85611	0	0	0.00%	85701	17	4	23.53%	85718	241	48	19.92%	85746	55	23	41.82%
85614	1	0	0.00%	85704	106	42	39.62%	85719	77	32	41.56%	85747	79	37	46.84%
85616	0	0	0.00%	85705	60	20	33.33%	85730	70	41	58.57%	85748	59	27	45.76%
85619	14	2	14.29%	85706	36	21	58.33%	85734	0	0	0.00%	85749	127	19	14.96%
85623	12	3	25.00%	85709	0	0	0.00%	85735	40	8	20.00%	85750	195	67	34.36%
85629	4	4	100.00%	85710	138	66	47.83%	85736	33	3	9.09%	85755	206	40	19.42%
85637	3	0	0.00%	85711	94	30	31.91%	85737	108	47	43.52%	85756	49	29	59.18%
85641	158	47	29.75%	85712	86	34	39.53%	85739	182	33	18.13%	85757	52	22	42.31%

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	7	3	1	11	4	C	447	1 -30 Days	580	
\$30,000 to \$39,999	7	2	3	12	5	E	266	31-60 Days	171	
\$40,000 to \$49,999	16	6	0	22	9	N	480	61 - 90 Days	132	
\$50,000 to \$59,999	23	13	5	41	7	NE	205	91-120 Days	92	
\$60,000 to \$69,999	30	6	5	41	16	NW	743	121 - 180 Days	64	
\$70,000 to \$79,999	17	17	5	39	13	S	100	Over 180 Days	44	
\$80,000 to \$89,999	23	30	5	58	17	SE	85	Avg. Days on Market		
\$90,000 to \$99,999	29	17	9	55	15	SW	178	49		
\$100,000 to \$119,999	64	51	7	122	47	UNW	199	Avg. Sold Price		
\$120,000 to \$139,999	106	136	13	255	70	USE	169	\$249,095		
\$140,000 to \$159,999	175	157	32	364	83	W	209	Median Sale Price		
\$160,000 to \$179,999	180	197	43	420	131	XNE	16	\$207,000		
\$180,000 to \$199,999	204	177	28	409	93	XNW	11	New Listings		
\$200,000 to \$249,999	435	272	60	767	196	XSE	9	1,776		
\$250,000 to \$299,999	405	168	41	614	121	XSW	43			
\$300,000 to \$399,999	553	205	37	795	131	XW	133			
\$400,000 to \$499,999	284	90	21	395	59	Sold Units per Area		Sales Volume by Area		
\$500,000 to \$749,999	352	85	15	452	43	C	158	\$31,313,304		
\$750,000 to \$999,999	206	16	8	230	17	E	134	\$25,171,329		
\$1,000,000 and over	177	10	2	189	7	N	131	\$51,465,668		
						NE	47	\$14,655,844		
						NW	210	\$65,261,950		
						S	58	\$7,041,917		
						SE	39	\$9,314,478		
						SW	63	\$10,365,980		
						UNW	37	\$11,063,350		
						USE	65	\$15,556,867		
Totals	3,293	1,658	340	5,291	1,084	W	86	\$19,032,272		
						XNE	2	\$536,900		
						XNW	8	\$1,296,300		
Home Sales Volume	<u>Feb-18</u>	<u>Feb-17</u>	<u>% Change</u>	<u>YTD 2018</u>	<u>YTD 2017</u>	<u>% Change</u>	XSE	0	\$0	
	\$270,019,575	\$255,659,723	5.62%	\$497,871,436	\$476,902,374	4.40%	XSW	3	\$405,500	
Home Sales Units	1,084	1,113	-2.61%	2,020	2,115	-4.49%	XW	43	\$7,537,916	
Average Sales Price (All Residential)	\$249,095	\$229,703	8.44%	\$246,263	\$225,252	9.33%	Total Volume		\$270,019,575	
Median Sales Price	\$207,000	\$194,000	6.70%	\$203,500	\$189,500	7.39%				
Average Days on Market:	49	51	-3.92%	49	51	-3.92%				
Average List Price for Sold:	\$255,269	\$230,859	10.57%	\$252,620	\$226,508	11.53%				
SP/LP %	97.58%	99.50%		97.48%	99.45%					
Total Under Contract	1,998	2,038	-1.96%							
Active Listings	3,293	3,405	-3.29%							
New Listings	1,776	2,077	-14.49%							

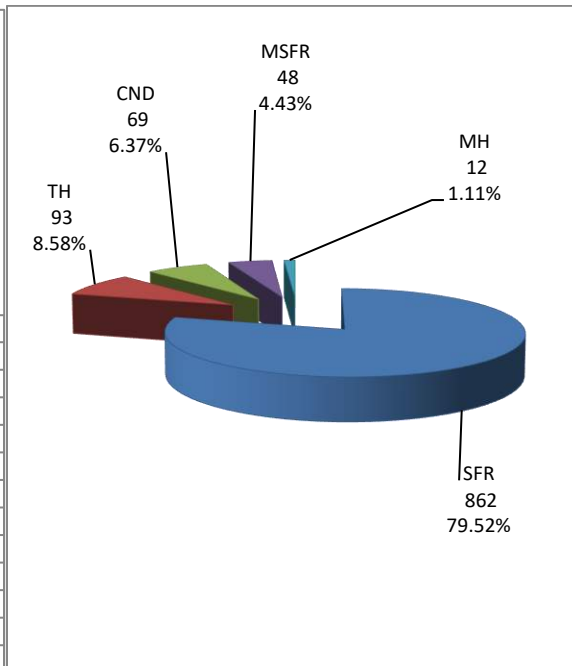
Types of Financing	Totals
FHA	182
VA	116
Other	18
Cash	301
Conventional	463
Cash/Loan	3
Carryback	1

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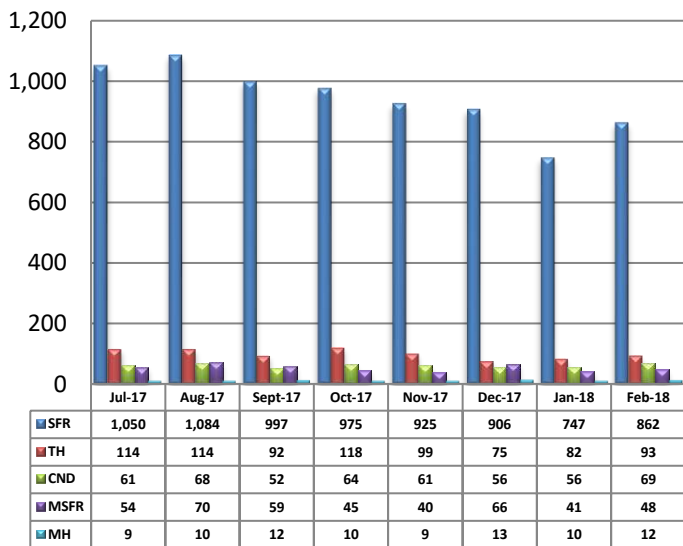
Total Unit Sales – February 2018



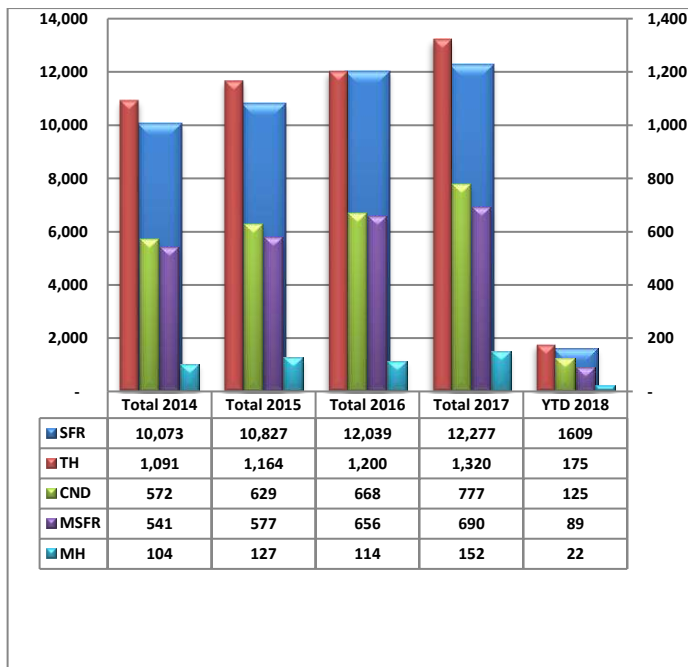
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

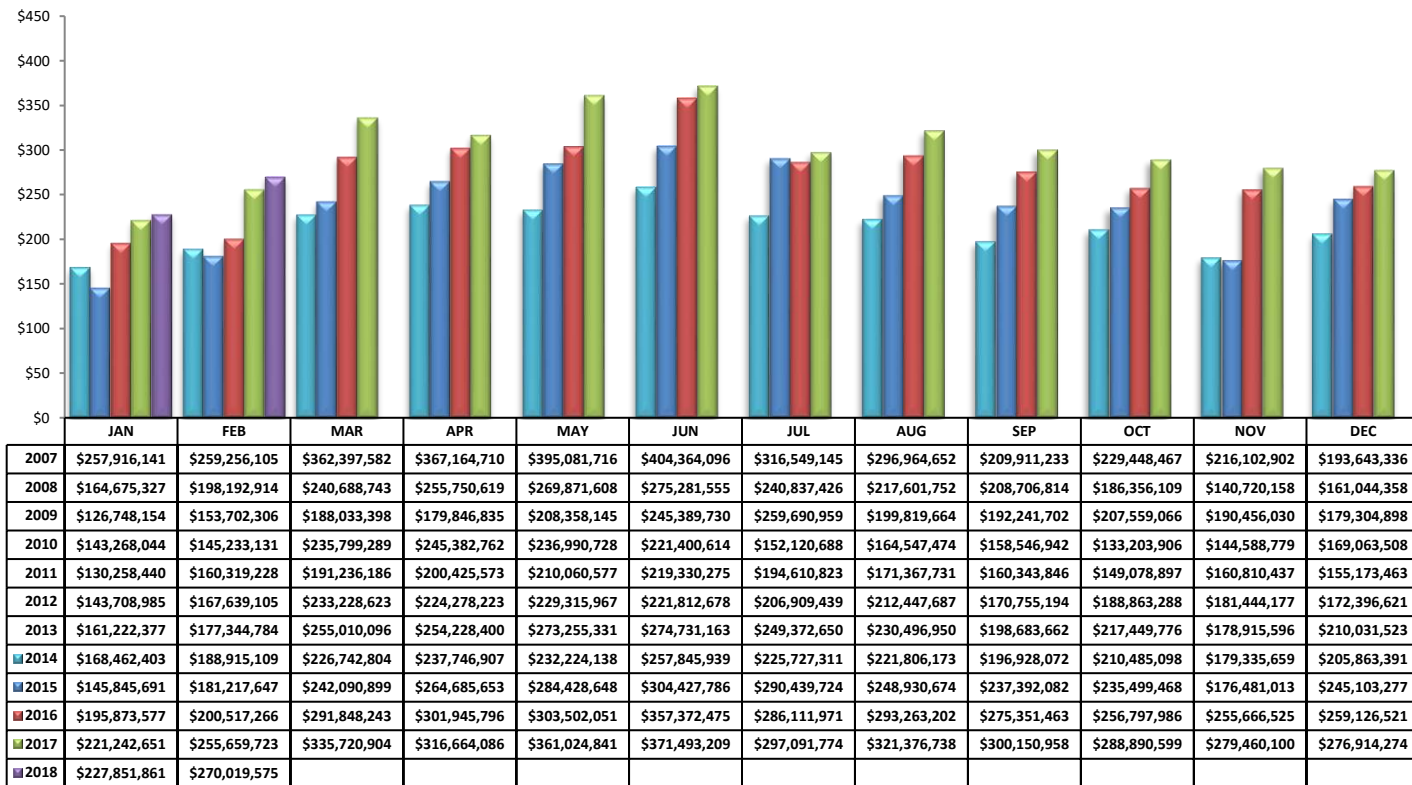


YTD Annual Comparison – Breakdown by Type

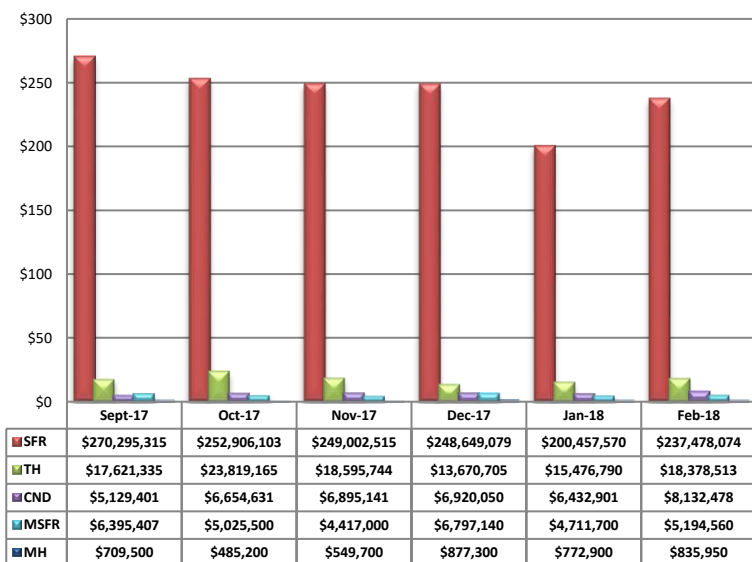


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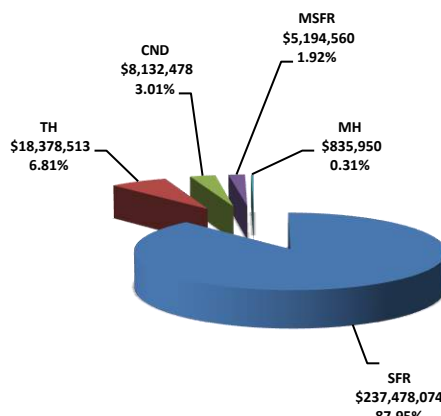
Total Sales Volume - February 2018



Total Sales Volume By Type - Monthly Comparison

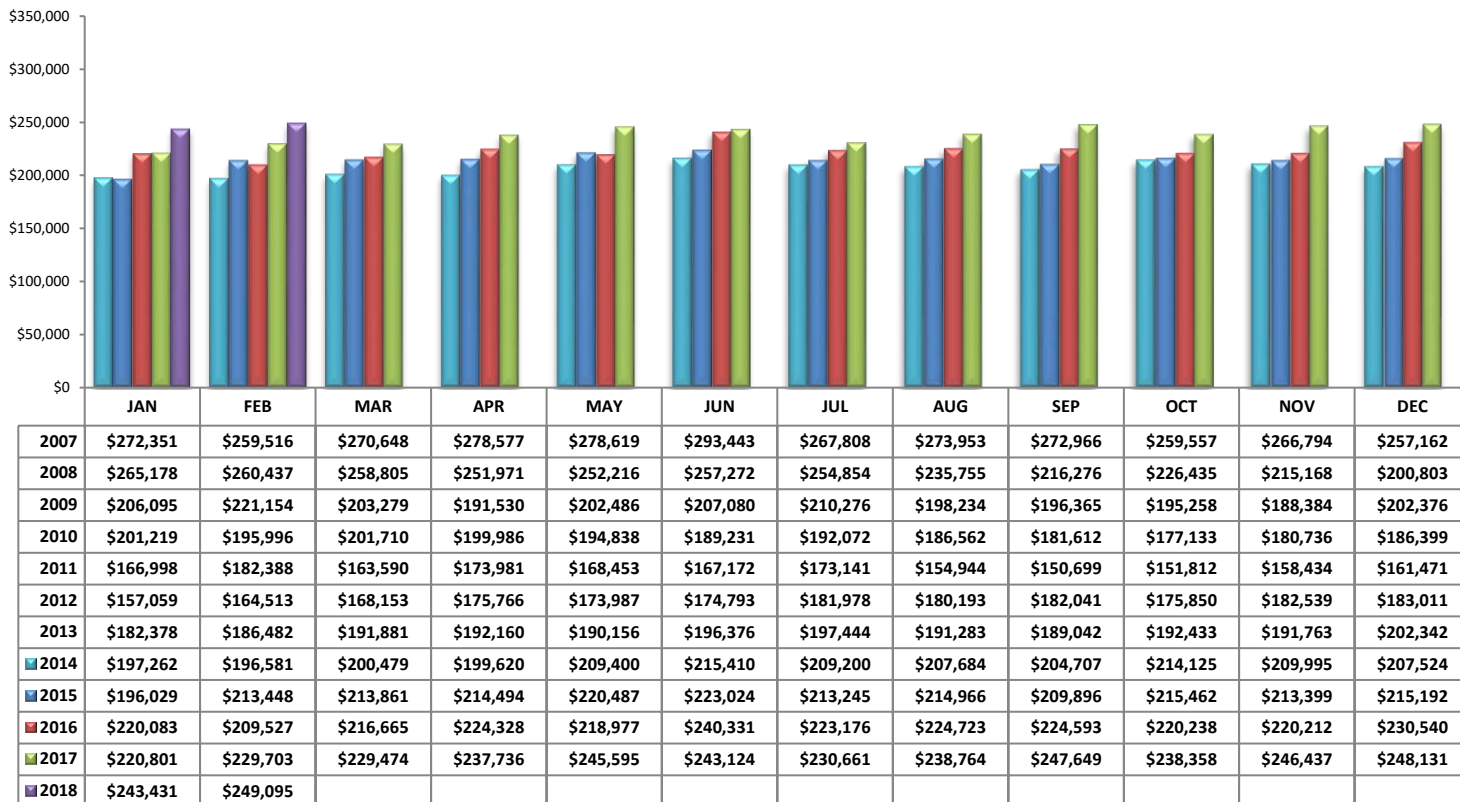


Monthly Volume by Type

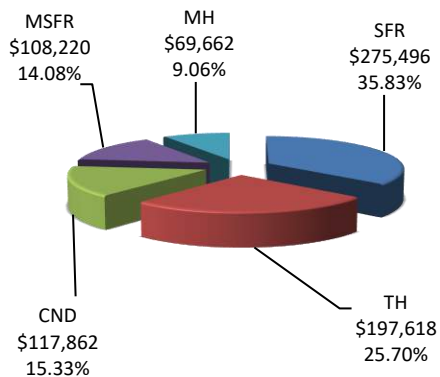


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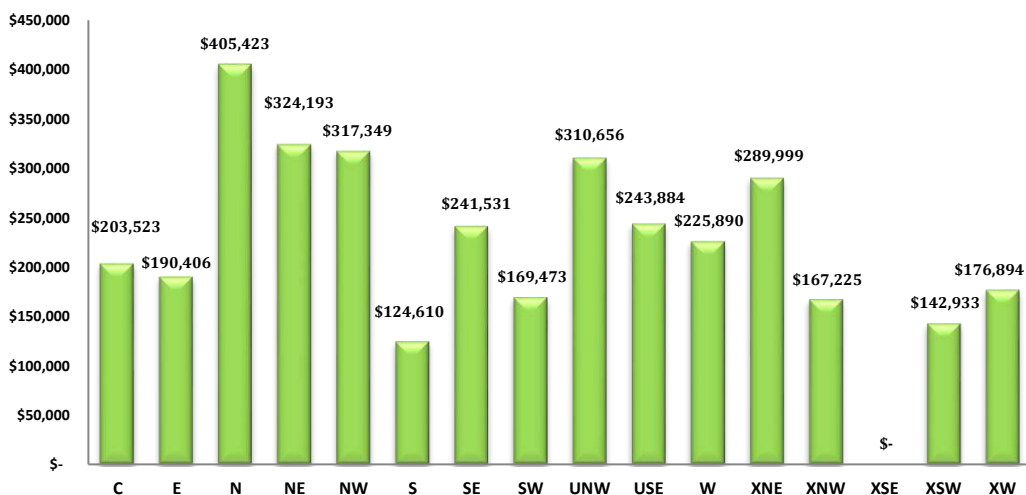
Average Sales Price – February 2018



Average Sales Price by Type – February 2018

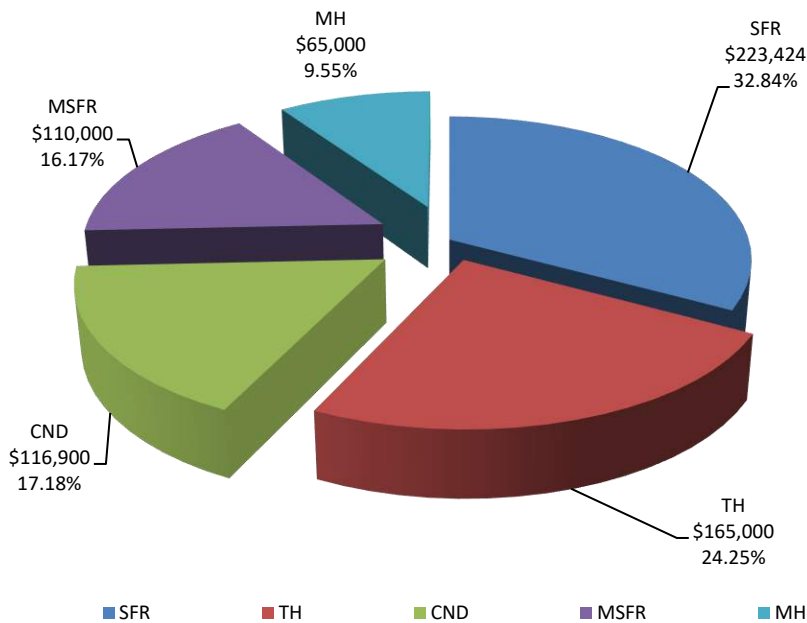


Average "Listing" Price per Area – February 2018



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Median Sale Price - by Type

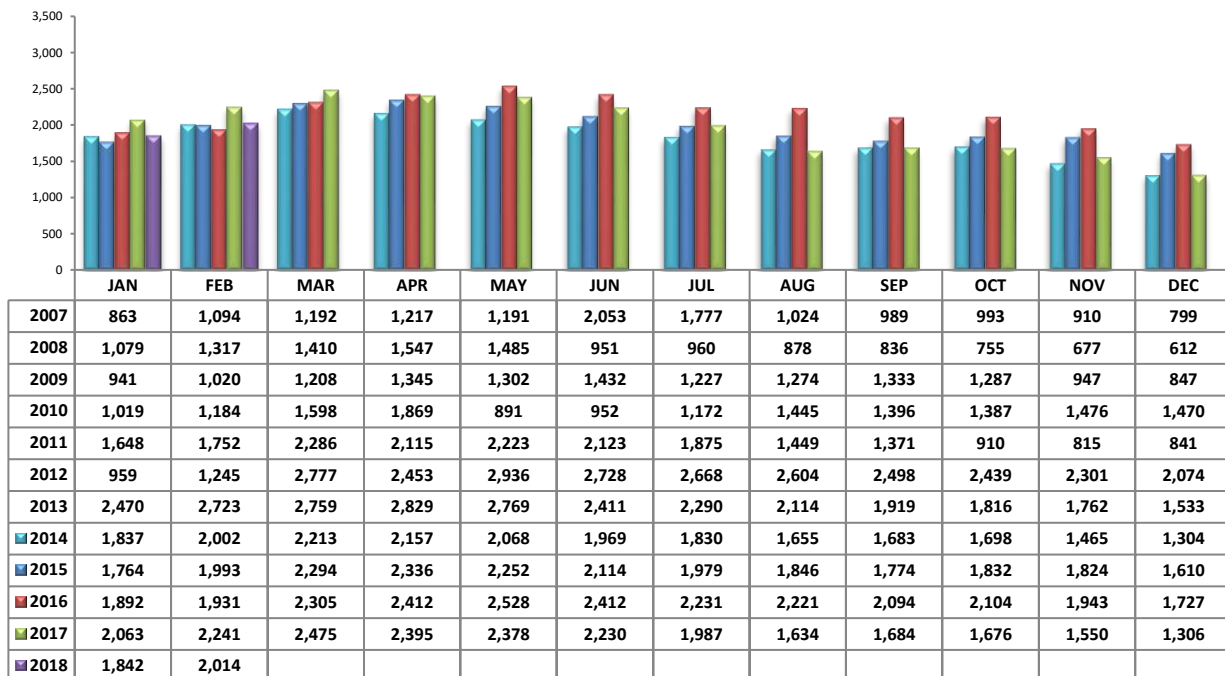


Median Sale Price - February 2018

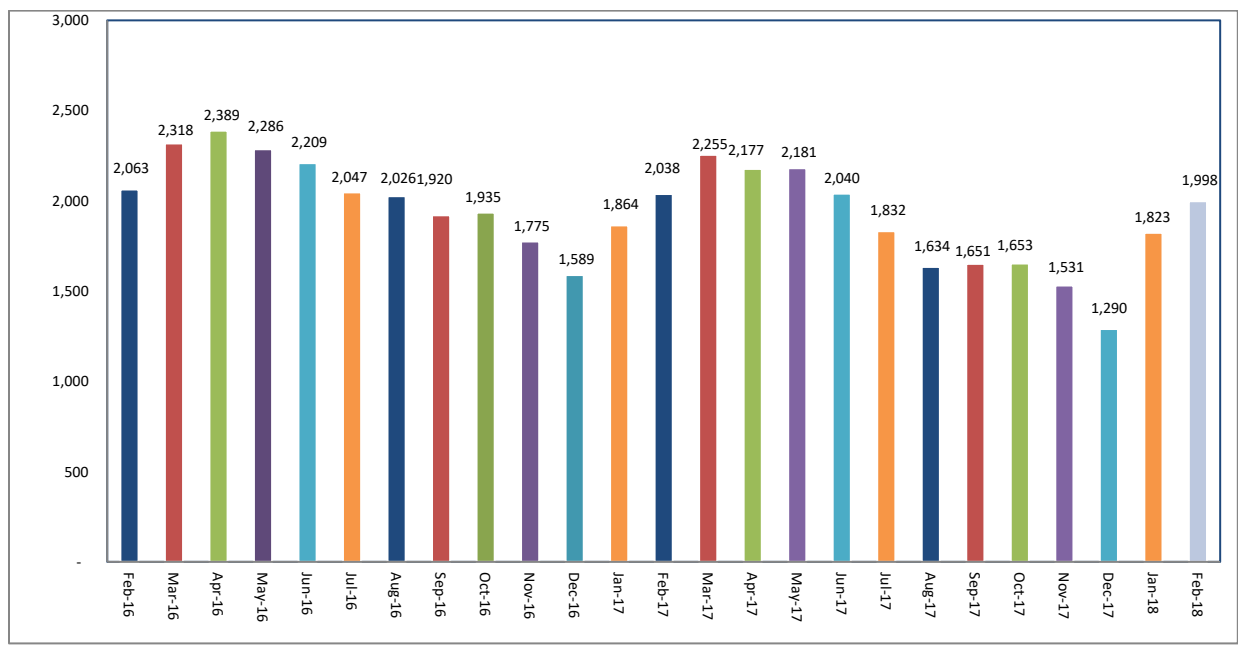


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Newly Under Contract During The Month

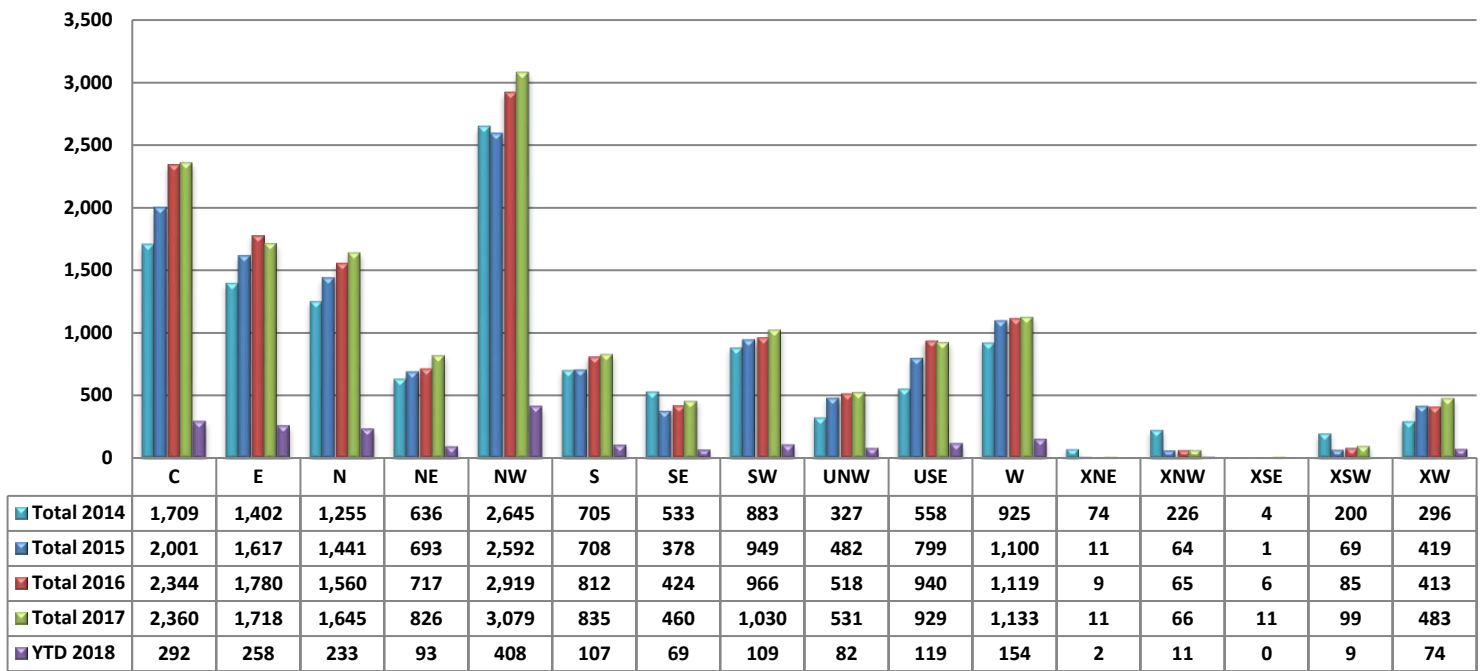


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area – Annual Comparison



Average \$ Sold per Area by # of Bedrooms

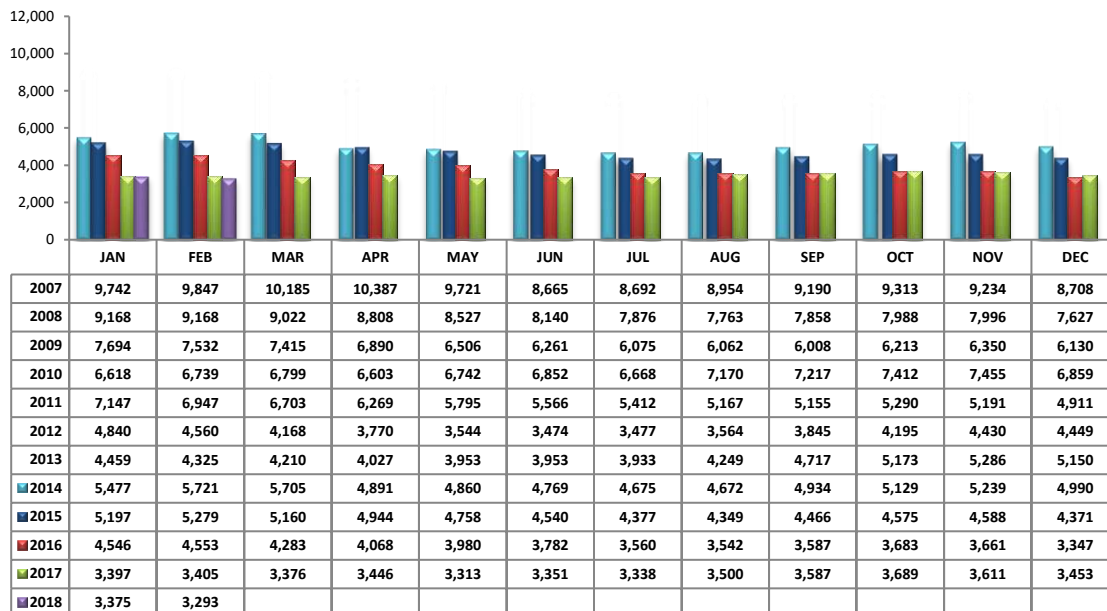
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$144,469	\$200,260	\$262,883	\$422,308	\$198,185
E	\$101,963	\$174,122	\$257,673	\$263,500	\$187,845
N	\$225,133	\$444,666	\$562,944	\$604,288	\$392,867
NE	\$121,350	\$310,878	\$415,480	\$408,500	\$311,826
NW	\$214,289	\$295,891	\$401,827	\$459,056	\$310,771
S	\$100,146	\$126,272	\$137,820	\$-	\$121,412
SE	\$215,466	\$231,772	\$256,007	\$251,000	\$238,832
SW	\$86,757	\$167,944	\$200,937	\$250,000	\$164,539
UNW	\$315,625	\$273,266	\$246,833	\$238,500	\$299,009
USE	\$243,593	\$229,399	\$256,173	\$238,862	\$239,336
W	\$163,339	\$223,425	\$273,950	\$318,000	\$221,305
XNE	\$268,450	\$-	\$-	\$-	\$268,450
XNW	\$-	\$152,875	\$171,200	\$-	\$162,037
XSE	\$-	\$-	\$-	\$-	\$-
XSW	\$-	\$155,000	\$95,500	\$-	\$135,166
XW	\$71,860	\$162,191	\$229,880	\$-	\$175,300

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	47	82	26	3	158
E	19	77	32	6	134
N	52	43	27	9	131
NE	9	21	13	4	47
NW	53	91	58	8	210
S	13	40	5	0	58
SE	3	22	11	3	39
SW	14	27	18	4	63
UNW	26	6	3	2	37
USE	9	36	19	1	65
W	23	41	20	2	86
XNE	2	0	0	0	2
XNW	0	4	4	0	8
XSE	0	0	0	0	0
XSW	0	2	1	0	3
XW	5	23	15	0	43

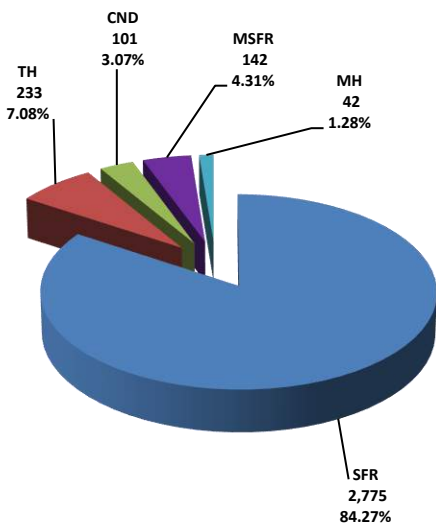
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Active Listings

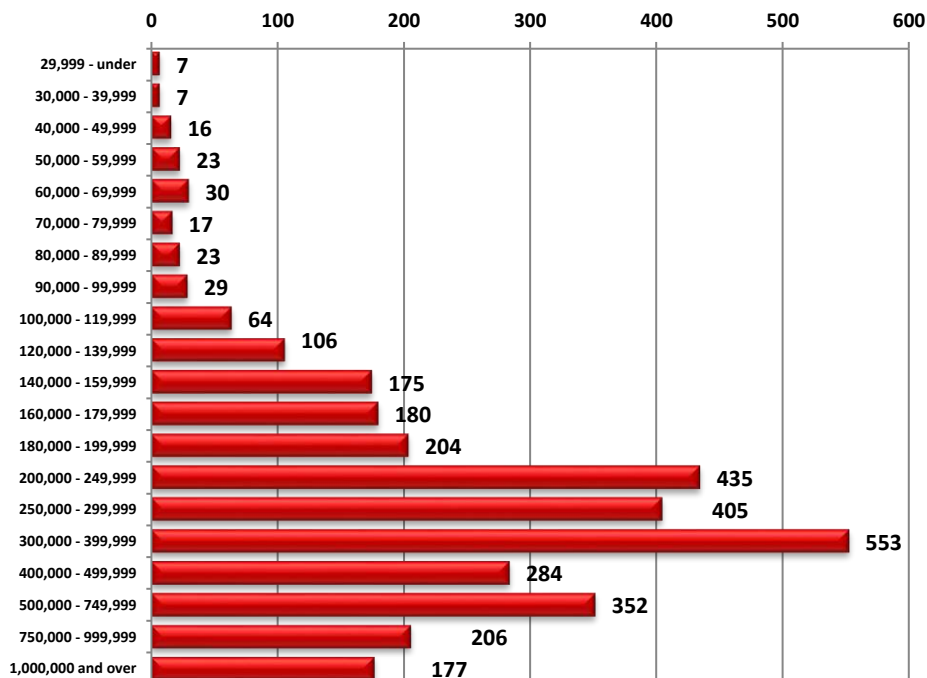


Area	# of Listings
C	447
E	266
N	480
NE	205
NW	743
S	100
SE	85
SW	178
UNW	199
USE	169
W	209
XNE	16
XNW	11
XSE	9
XSW	43
XW	133

Active Listings Unit Breakdown

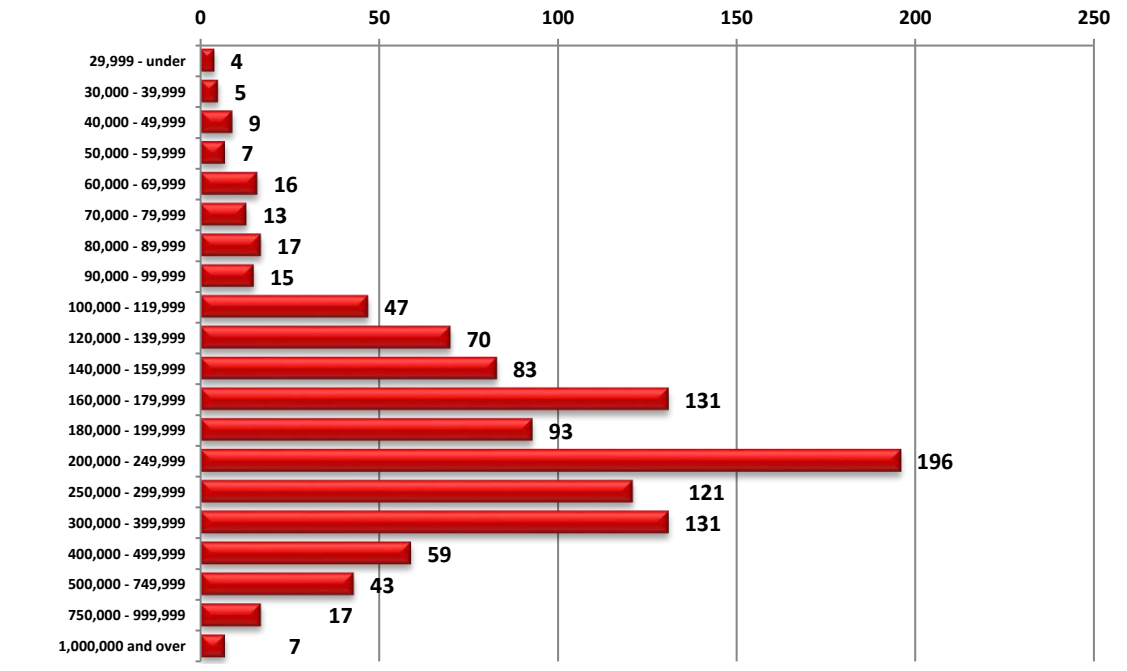


Active Listings Price Breakdown



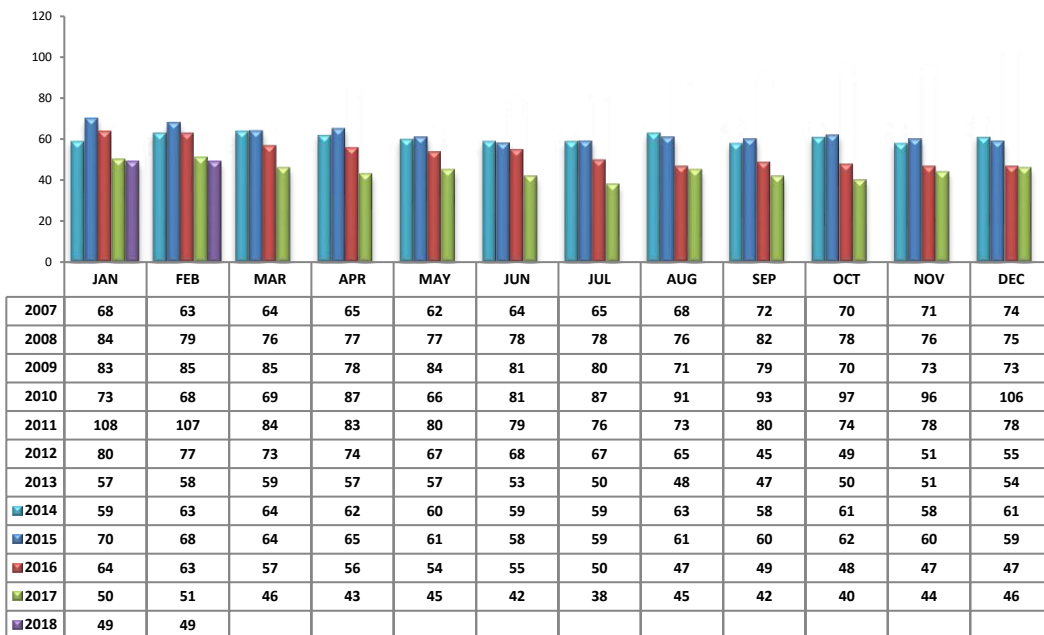
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Sold Price Breakdown



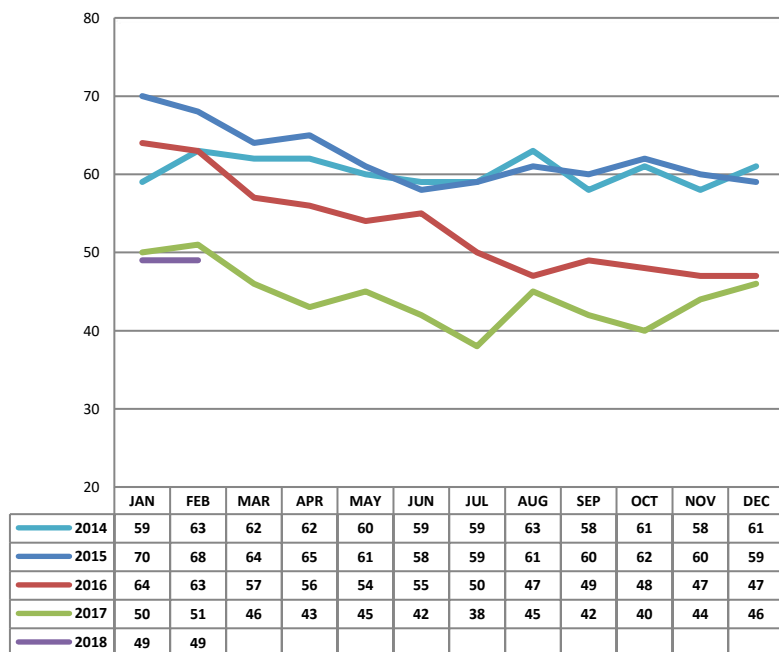
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Average Days on Market/Listing - February 2018

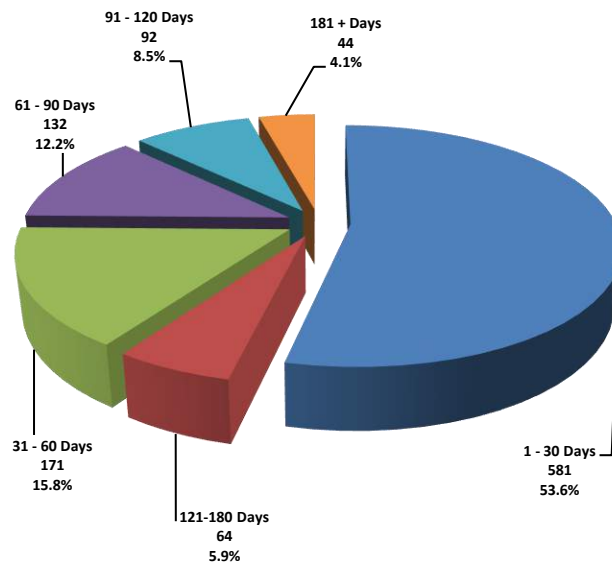


Area	# of Listings
C	42
E	44
N	48
NE	37
NW	52
S	39
SE	55
SW	53
UNW	85
USE	50
W	38
XNE	365
XNW	53
XSE	0
XSW	99
XW	65

Annual Comparison - Average Days on Market

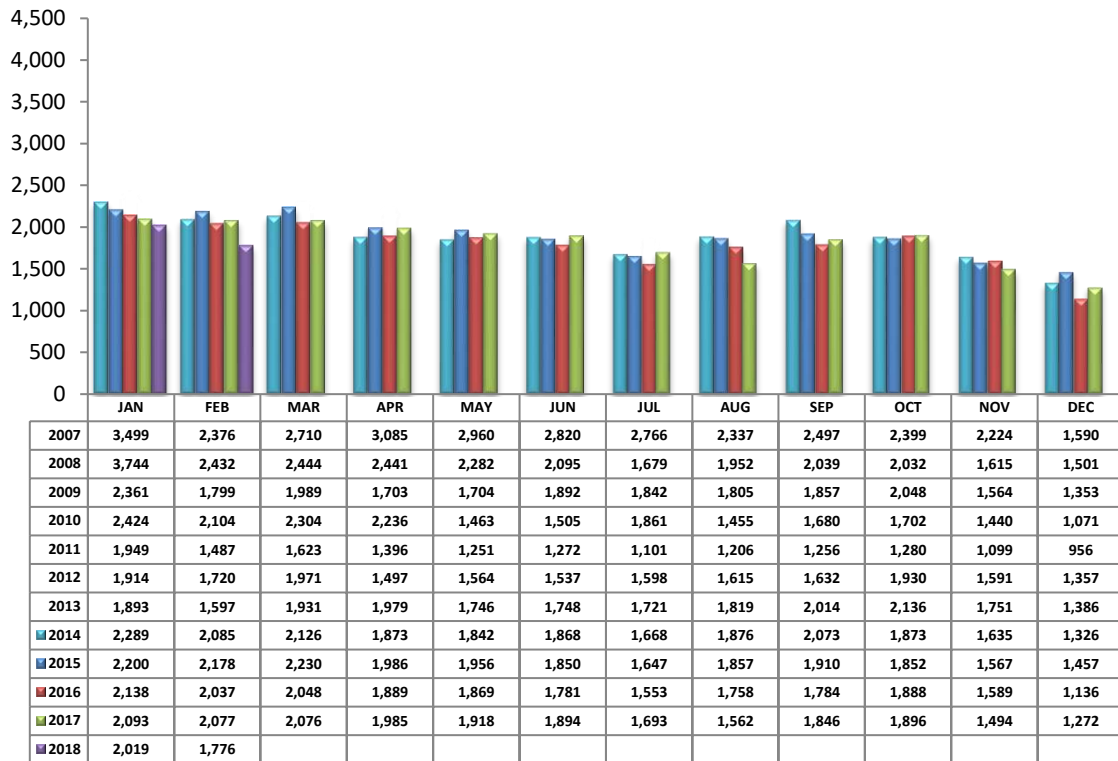


Average Days on Market/Listing Breakdown



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New Listings - February 2018



Area	# of Listings
C	266
E	180
N	224
NE	96
NW	383
S	83
SE	61
SW	100
UNW	69
USE	112
W	137
XNE	2
XNW	7
XSE	1
XSW	11
XW	44

*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.
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
Jan 2018	134	364	37
Feb 2018	93	213	59

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Notes on 2017 Area Boundary Updates

In February 2018, 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 February 2018 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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