

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

- Total Sales Volume of \$287,318,178 is a drop from \$349,507,394 in August resulting in a 17.79% decrease.
- The Average Sales Price of \$248,760 is a decrease of 4.20% from \$259,663 last month.
- Average List Price of \$253,924 is a decrease of 4.15% from \$264,923 in August.
- Total Under Contract of 1,613 is a decrease of 13.23% since August's number of 1,859.
- Total Unit Sales of 1,155 is a decrease of 14.19% since last month's number of 1,346 and a decrease of 4.70% since September 2017.
- The Median Sales Price of \$210,000 is a decrease of 3.20% from \$216,950 in August but up 1.49% from last year's number of \$206,915.
- New Listings of 1,780 is an increase of 1.42% from 1,755 in August.
- Total Active Listings of 3,210 is an increase from 2,944 in August and a decrease of 10.51% since last year.
- Average Days on Market remained at 38 this month, the same as last month.
- Conventional loan sales of 47.9% exceeded Cash Sales of 21.8%.

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.

September 2018 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
September	\$287,318,178	\$300,150,958	-4.28%
August	\$349,507,394	\$321,376,738	8.75%
Month % Change	-17.79%	-6.60%	

Average Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
September	\$248,760	\$247,649	0.45%
August	\$259,663	\$238,764	8.75%
Month % Change	-4.20%	3.72%	

Average List Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
September	\$253,924	\$252,916	0.40%
August	\$264,923	\$244,623	8.30%
Month % Change	-4.15%	3.39%	

Total Under Contract

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
September	1,613	1,651	-2.30%
August	1,859	1,634	13.77%
Month % Change	-13.23%	1.04%	

Total Unit Sales

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
September	1,155	1,212	-4.70%
August	1,346	1,346	0.00%
Month % Change	-14.19%	-9.96%	

Median Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
September	\$210,000	\$206,915	1.49%
August	\$216,950	\$192,000	12.99%
Month % Change	-3.20%	7.77%	

New Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
September	1,780	1,846	-3.58%
August	1,755	1,562	12.36%
Month % Change	1.42%	18.18%	

Active Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
September	3,210	3,587	-10.51%
August	2,944	3,500	-15.89%
Month % Change	9.04%	2.49%	

September 2018 - Active and Sold by Zip Code

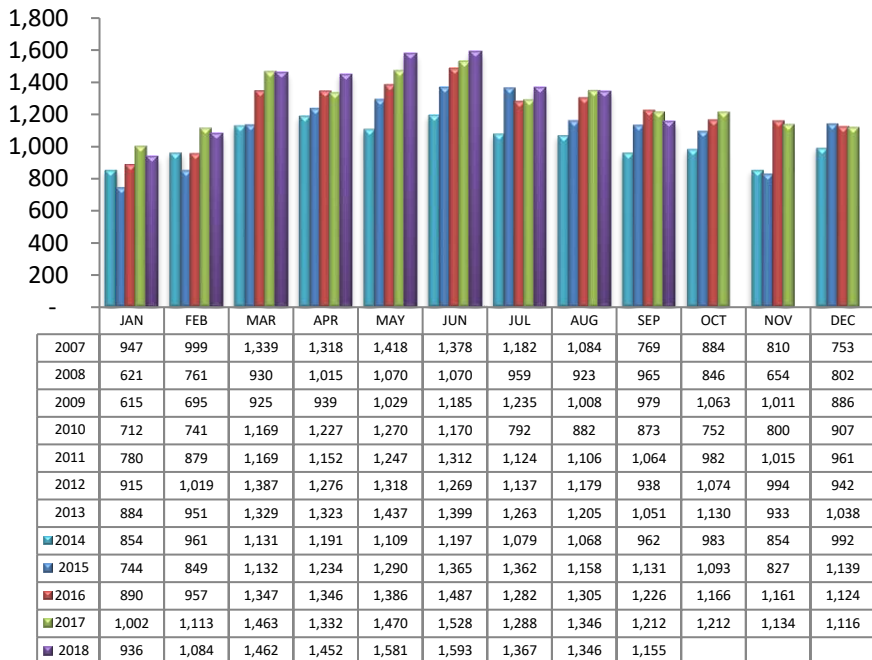
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85145	27	8	29.63%	85645	0	0	0.00%	85713	69	41	59.42%	85740	0	0	0.00%
85245	0	0	0.00%	85648	0	0	0.00%	85714	15	7	46.67%	85741	58	42	72.41%
85601	0	0	0.00%	85653	130	39	30.00%	85715	62	29	46.77%	85742	125	39	31.20%
85602	0	0	0.00%	85658	178	25	0.00%	85716	83	32	38.55%	85743	127	38	29.92%
85611	0	0	0.00%	85701	26	1	3.85%	85717	0	0	0.00%	85745	126	50	39.68%
85614	0	0	0.00%	85703	0	1	0.00%	85718	194	48	24.74%	85746	52	20	38.46%
85616	0	0	0.00%	85704	102	45	44.12%	85719	84	25	29.76%	85747	82	39	47.56%
85619	15	2	13.33%	85705	89	22	24.72%	85730	70	56	80.00%	85748	69	25	36.23%
85622	0	0	0.00%	85706	47	30	63.83%	85734	0	0	0.00%	85749	102	23	22.55%
85623	9	1	11.11%	85709	2	0	0.00%	85735	43	17	39.53%	85750	157	39	24.84%
85629	2	1	50.00%	85710	113	72	63.72%	85736	26	9	34.62%	85755	192	43	22.40%
85637	6	0	0.00%	85711	83	45	54.22%	85737	142	31	21.83%	85756	60	39	65.00%
85641	201	63	31.34%	85712	65	41	63.08%	85739	115	43	37.39%	85757	62	24	38.71%

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	4	2	1	7	2	C	427	1 - 30 Days	729		
\$30,000 to \$39,999	2	0	0	2	2	E	251	31-60 Days	178		
\$40,000 to \$49,999	10	7	3	20	2	N	394	61 - 90 Days	105		
\$50,000 to \$59,999	14	7	4	25	8	NE	171	91-120 Days	60		
\$60,000 to \$69,999	20	11	2	33	11	NW	750	121 - 180 Days	57		
\$70,000 to \$79,999	25	9	2	36	13	S	110	Over 180 Days	26		
\$80,000 to \$89,999	14	18	2	34	14	SE	95	Avg. Days on Market 38			
\$90,000 to \$99,999	25	24	2	51	7	SW	183				
\$100,000 to \$119,999	57	49	9	115	43	UNW	129	Avg. Sold Price \$248,760			
\$120,000 to \$139,999	100	80	8	188	76	USE	212				
\$140,000 to \$159,999	111	110	25	246	105	W	230	Median Sale Price \$210,000			
\$160,000 to \$179,999	207	160	39	406	134	XNE	15				
\$180,000 to \$199,999	231	141	32	404	106	XNW	27	New Listings 1,780			
\$200,000 to \$249,999	483	239	57	779	229	XSE	15				
\$250,000 to \$299,999	429	144	49	622	142	XSW	32	Sales Volume by Area			
\$300,000 to \$399,999	544	153	42	739	142	XW	169				
\$400,000 to \$499,999	310	72	10	392	55	Sold Units per Area		\$33,807,512			
\$500,000 to \$749,999	311	53	17	381	41	C	172				
\$750,000 to \$999,999	178	18	4	200	14	E	152	\$28,365,614			
\$1,000,000 and over	135	6	2	143	9	N	113	\$46,000,999			
						NE	56	\$17,211,062			
						NW	199	\$60,303,394			
						S	78	\$11,426,000			
						SE	36	\$8,939,360			
						SW	72	\$12,250,709			
						UNW	43	\$12,462,800			
						USE	78	\$20,198,500			
Totals	3,210	1,303	310	4,823	1,155	W	86	\$21,899,136			
						XNE	2	\$574,000			
						XNW	8	\$1,496,800			
Home Sales Volume	<u>Sept-18</u>	<u>Sept-17</u>	<u>% Change</u>	<u>YTD 2018</u>	<u>YTD 2017</u>	<u>% Change</u>	XSE	1	\$245,000		
Home Sales Units	287,318,178	\$300,150,958	-4.28%	\$3,043,932,425	\$2,780,424,884	9.48%	XSW	10	\$1,328,550		
Average Sales Price (All Residential)	1,155	1,212	-4.70%	11,976	11,754	1.89%	XW	49	\$10,808,742		
Median Sales Price	\$248,760	\$247,649	0.45%	\$253,295	\$242,486	4.46%	Total Volume		\$287,318,178		
Average Days on Market:	\$210,000	\$206,915	1.49%	\$212,718	\$200,960	5.85%					
Average List Price for Sold:	38	42	-9.52%	39	43	-9.30%					
SP/LP %	\$253,924	\$252,916	0.40%	\$258,631	\$246,732	4.82%					
Total Under Contract	97.97%	97.92%		97.94%	98.28%						
Active Listings	1,613	1,651	-2.30%								
New Listings	3,210	3,587	-10.51%								
	1,780	1,846	-3.58%								

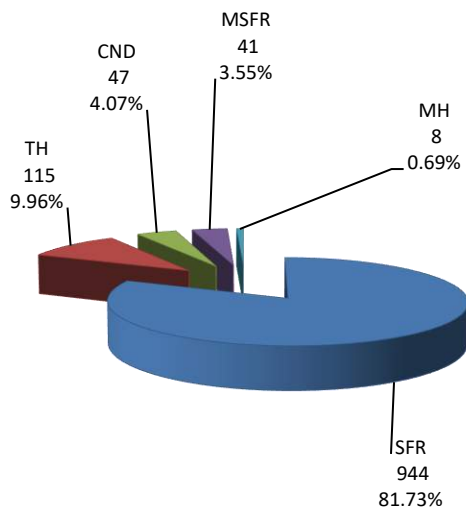
Types of Financing	Totals
FHA	189
VA	136
Other	19
Cash	252
Conventional	553
Cash/Loan	1
Carryback	5

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.

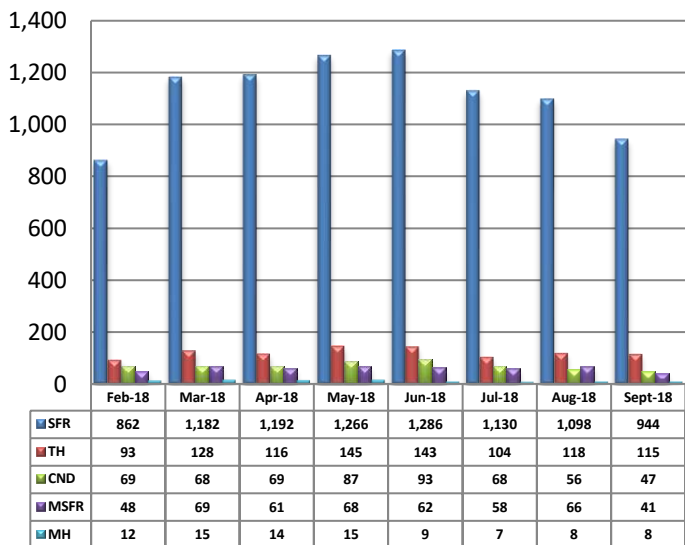
Total Unit Sales – September 2018



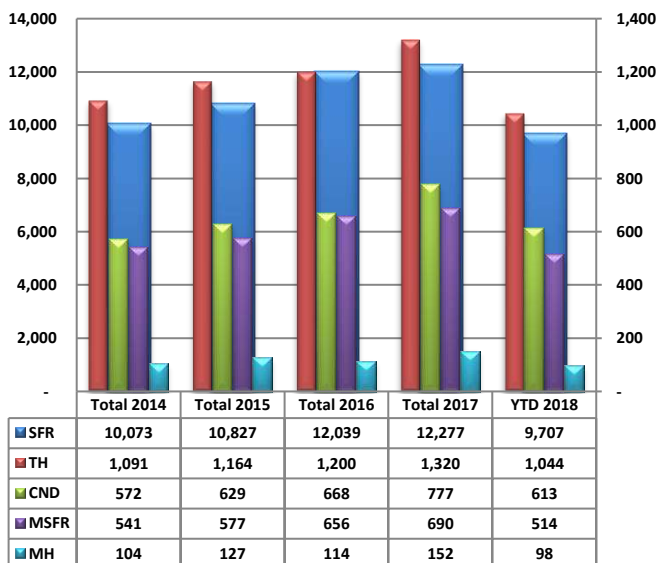
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

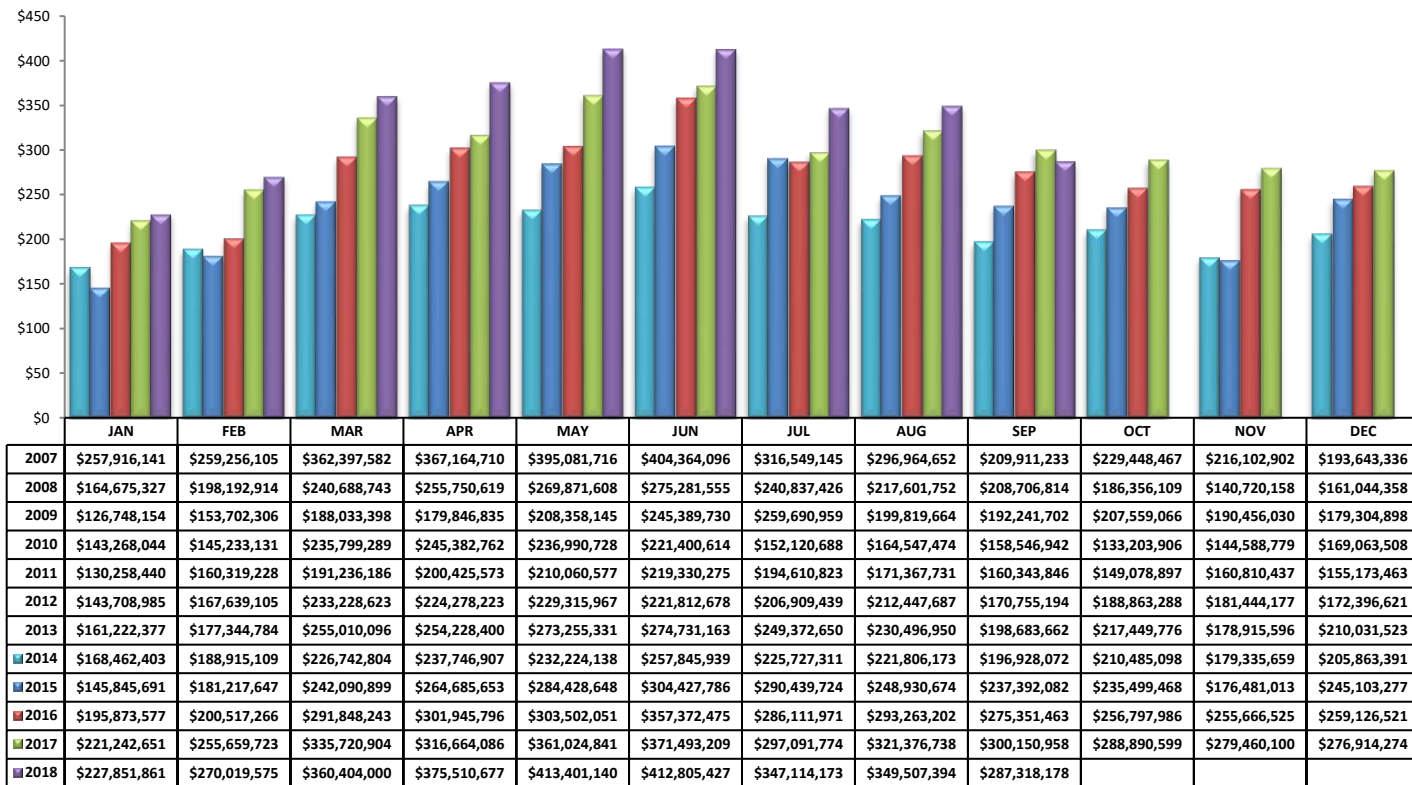


YTD Annual Comparison – Breakdown by Type

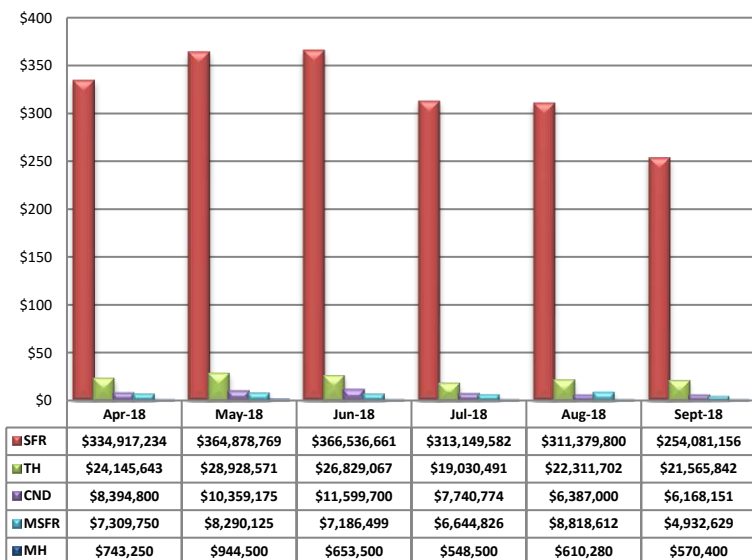


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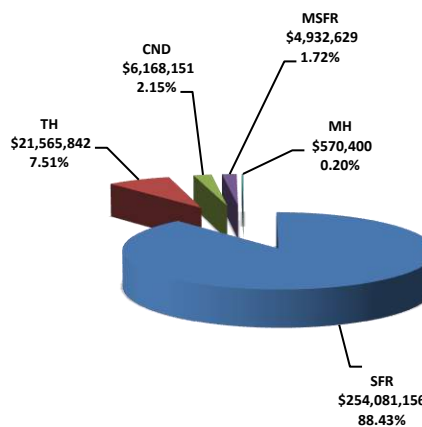
Total Sales Volume - September 2018



Total Sales Volume By Type - Monthly Comparison

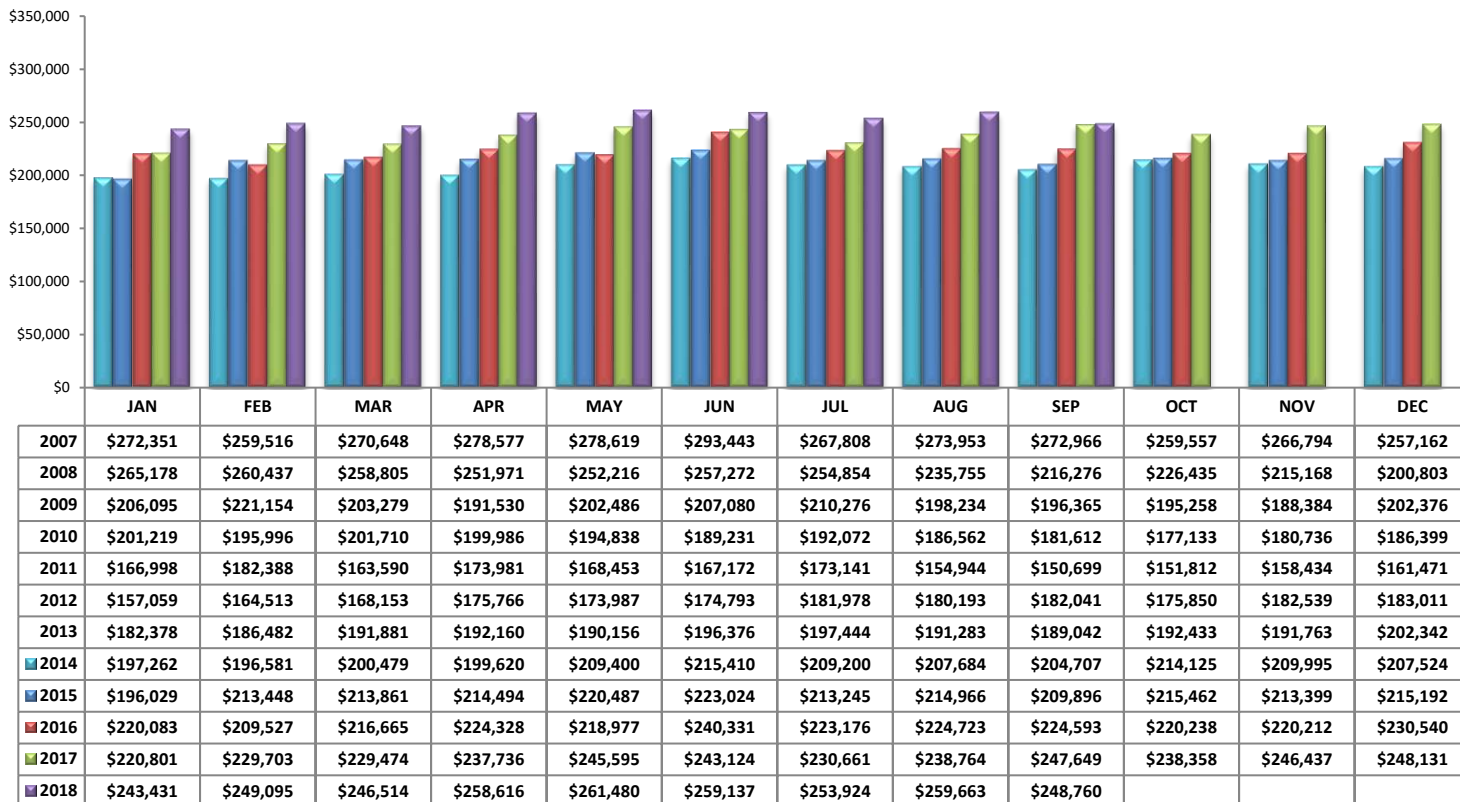


Monthly Volume by Type

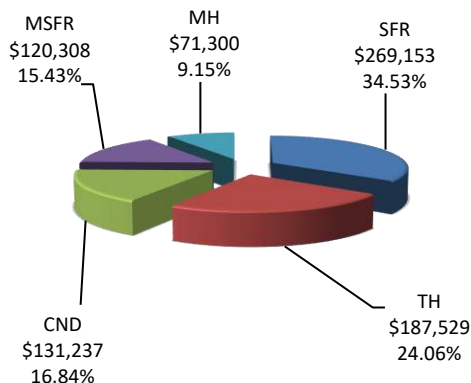


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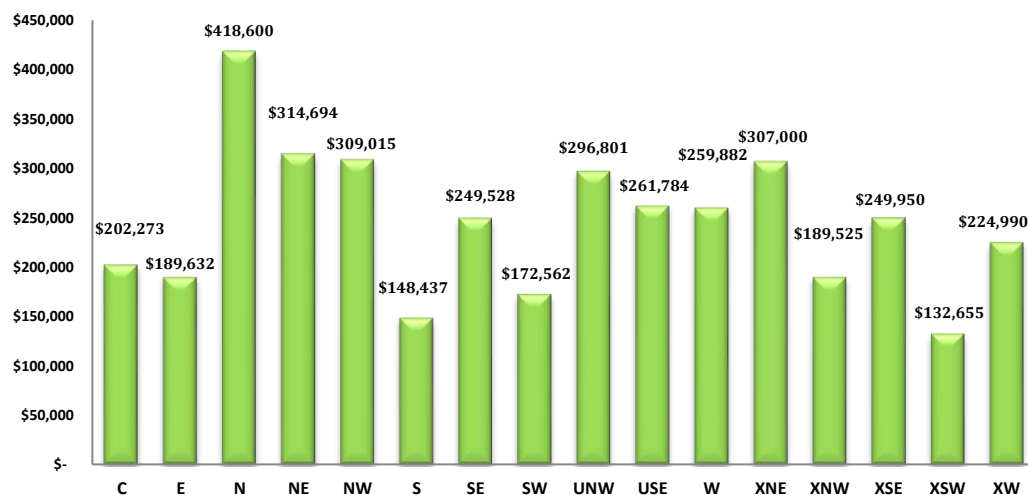
Average Sales Price – September 2018



Average Sales Price by Type – September 2018

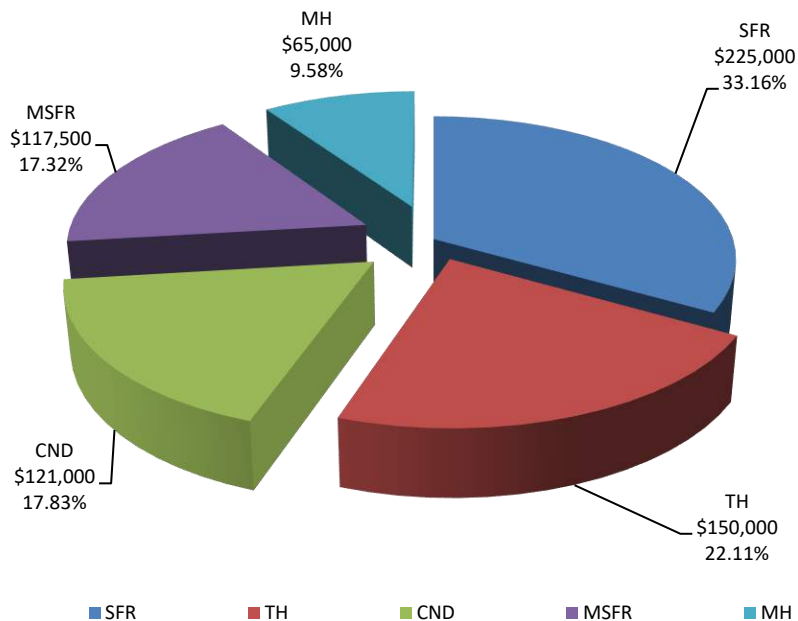


Average "Listing" Price per Area – September 2018



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Median Sale Price - by Type

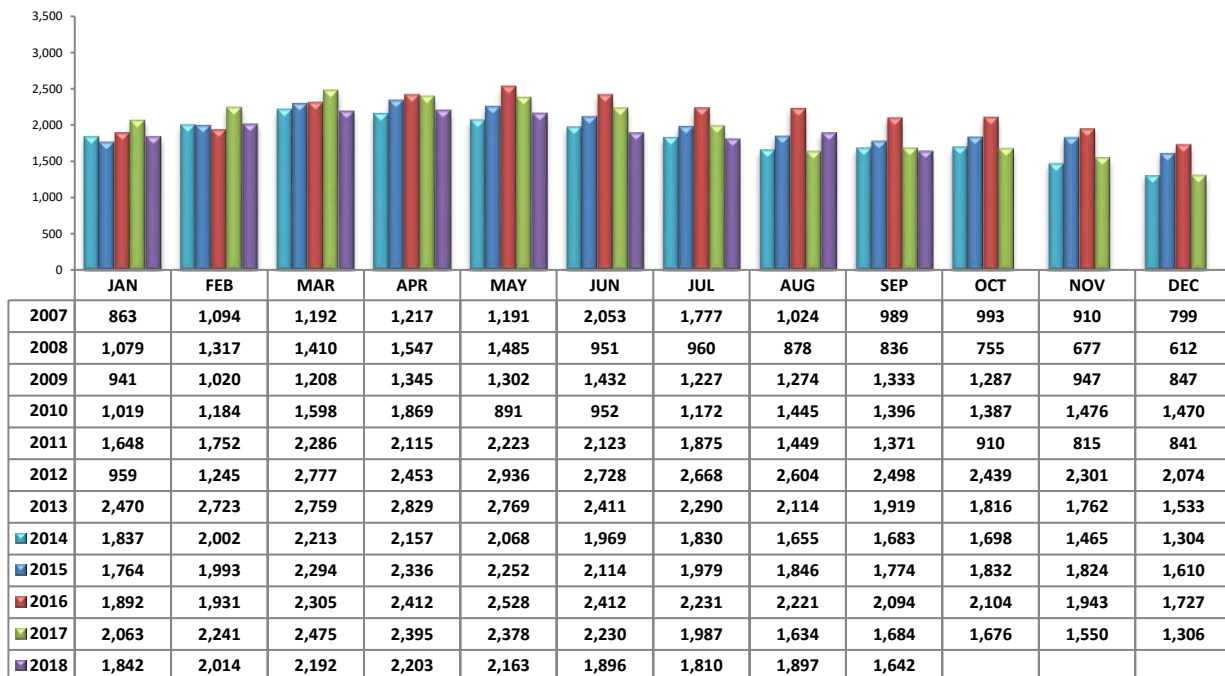


Median Sale Price - September 2018

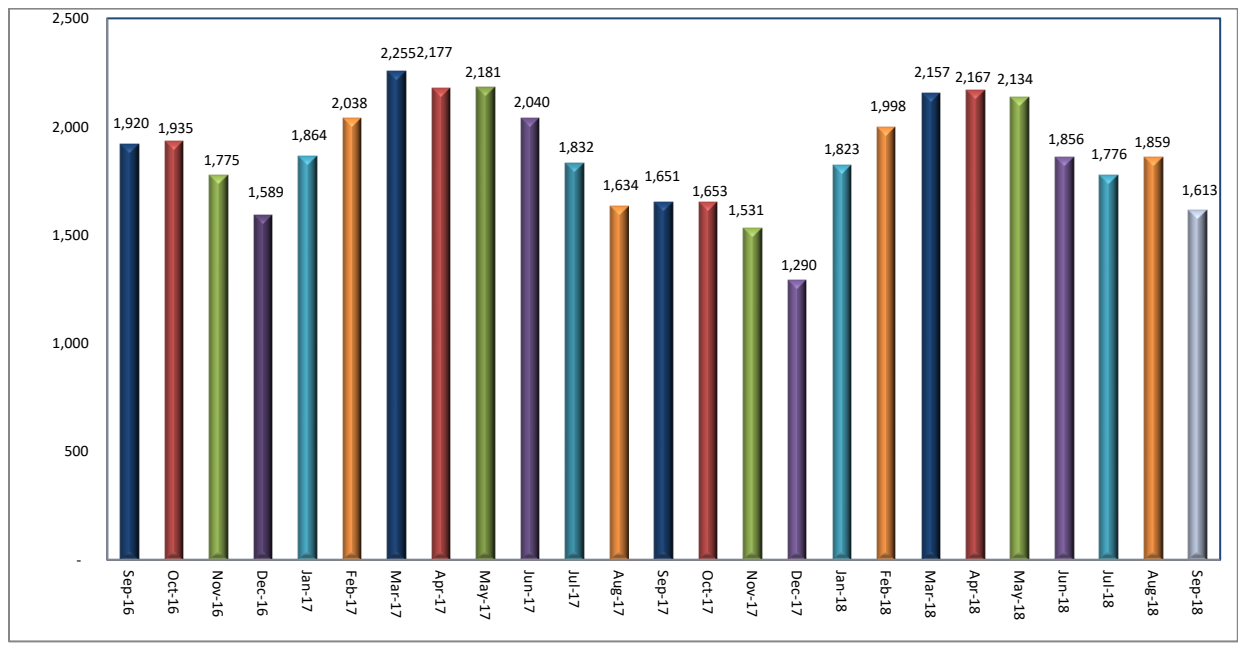


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Newly Under Contract During The Month

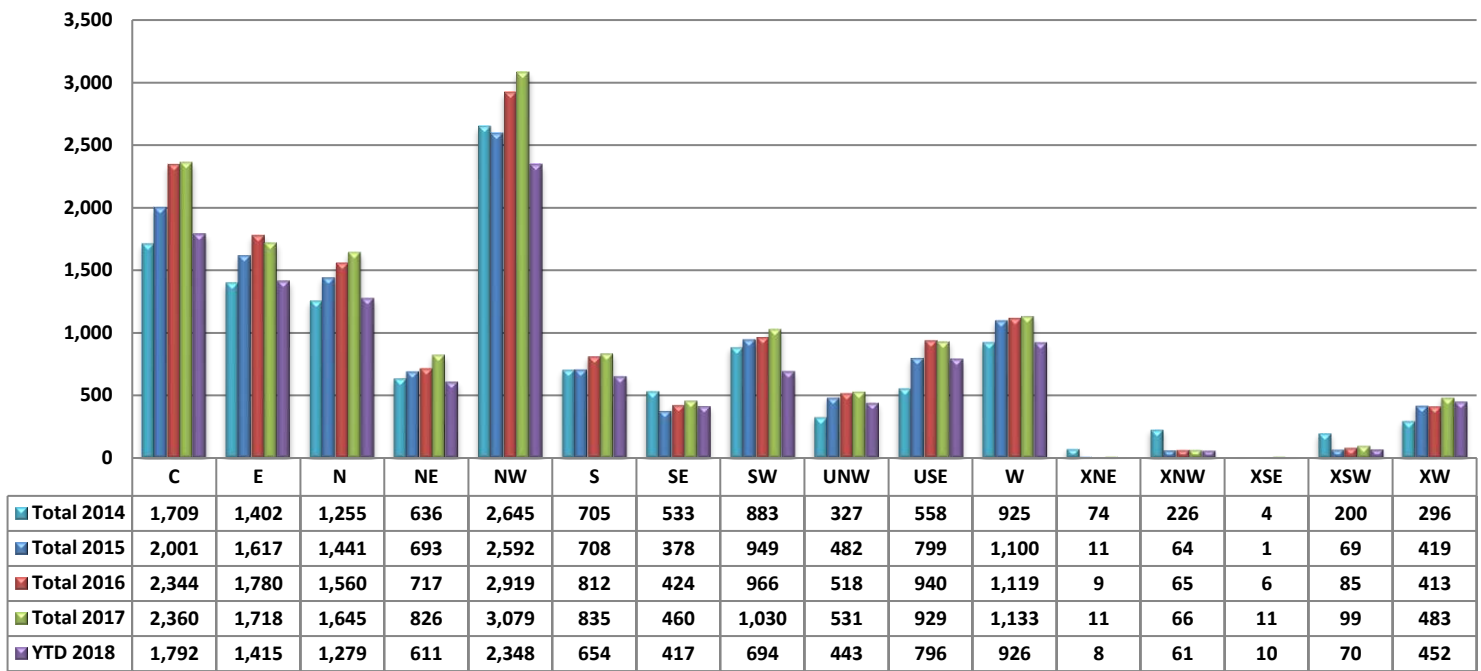


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area – Annual Comparison



Average \$ Sold per Area by # of Bedrooms

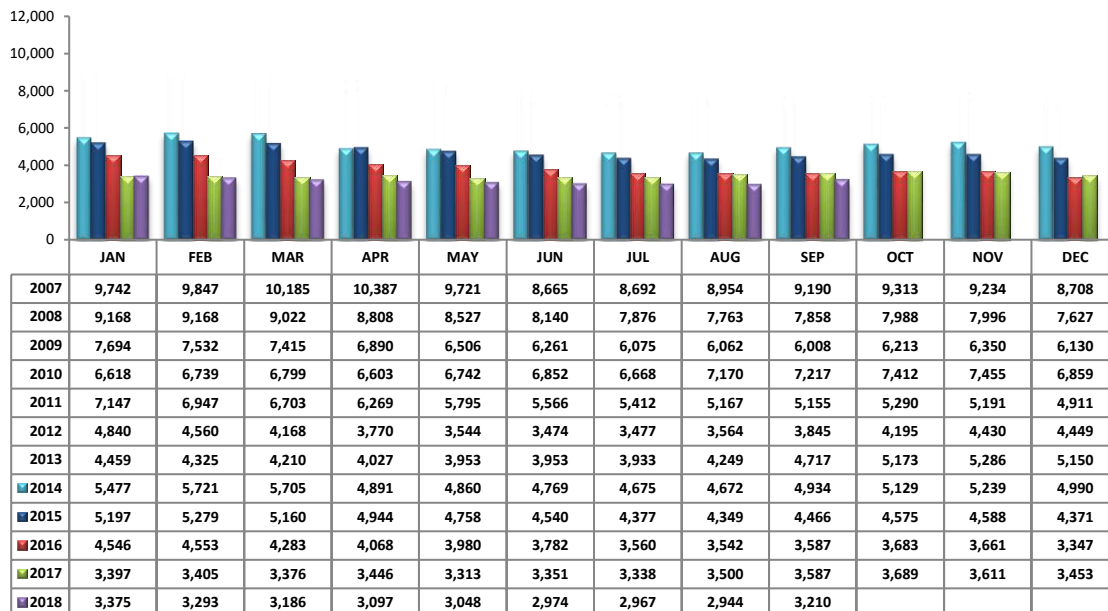
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$ 132,167	\$ 204,737	\$ 254,250	\$ 406,700	\$ 196,555
E	\$ 123,639	\$ 181,594	\$ 219,204	\$ 296,151	\$ 186,615
N	\$ 195,936	\$ 384,041	\$ 599,487	\$ 710,078	\$ 407,088
NE	\$ 131,818	\$ 323,525	\$ 348,958	\$ 451,700	\$ 307,340
NW	\$ 253,637	\$ 278,675	\$ 366,230	\$ 468,488	\$ 303,032
S	\$ 91,915	\$ 141,961	\$ 173,313	\$ 205,000	\$ 146,487
SE	\$ 127,500	\$ 232,411	\$ 274,024	\$ 250,166	\$ 248,315
SW	\$ 100,378	\$ 173,663	\$ 210,099	\$ 145,000	\$ 170,148
UNW	\$ 280,735	\$ 302,555	\$ 280,590	\$ -	\$ 289,832
USE	\$ 241,143	\$ 250,596	\$ 266,260	\$ 287,287	\$ 258,955
W	\$ 171,964	\$ 226,463	\$ 315,801	\$ 424,223	\$ 254,641
XNE	\$ 249,000	\$ 325,000	\$ -	\$ -	\$ 287,000
XNW	\$ -	\$ 163,333	\$ 186,600	\$ 223,500	\$ 187,100
XSE	\$ -	\$ 245,000	\$ -	\$ -	\$ 245,000
XSW	\$ -	\$ 125,394	\$ 200,000	\$ -	\$ 132,855
XW	\$ 127,744	\$ 211,901	\$ 247,641	\$ 214,812	\$ 220,586

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	49	95	23	5	172
E	24	83	39	6	152
N	35	41	26	11	113
NE	11	26	12	7	56
NW	39	104	47	9	199
S	13	34	30	1	78
SE	1	17	15	3	36
SW	14	35	22	1	72
UNW	14	18	11	0	43
USE	9	30	33	6	78
W	17	40	22	7	86
XNE	1	1	0	0	2
XNW	0	3	3	2	8
XSE	0	1	0	0	1
XSW	0	9	1	0	10
XW	4	20	21	4	49

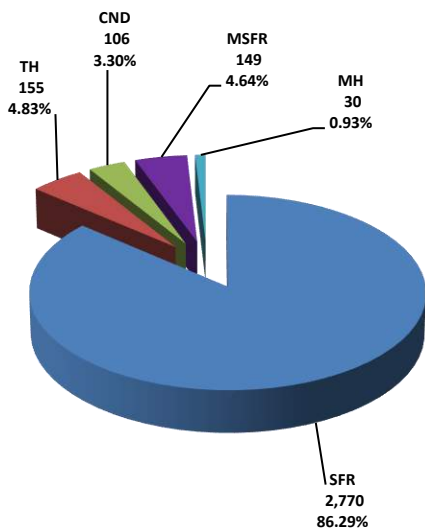
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Active Listings

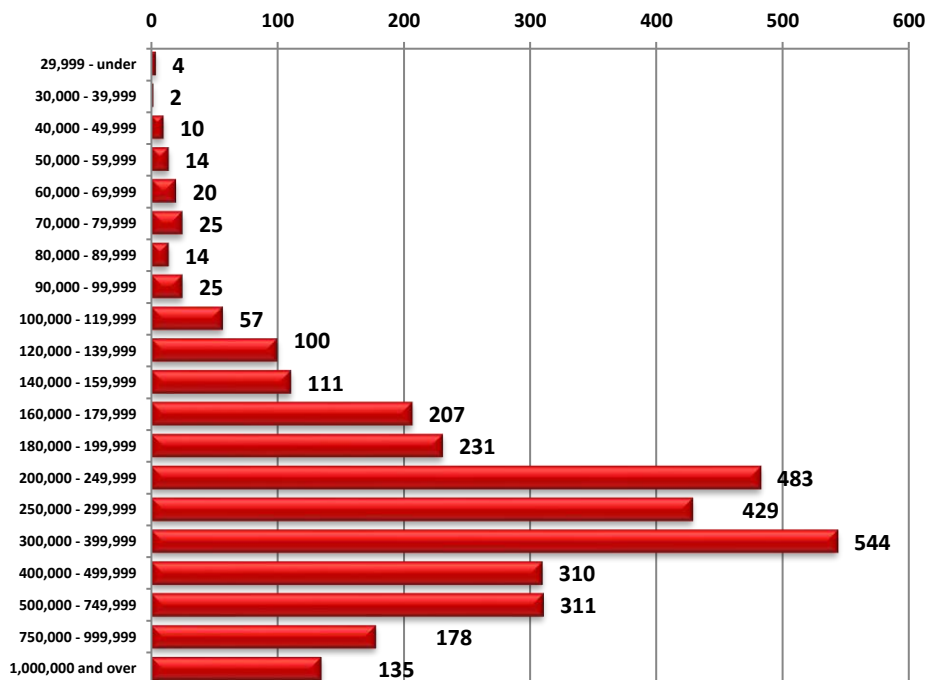


Area	# of Listings
C	427
E	251
N	394
NE	171
NW	750
S	110
SE	95
SW	183
UNW	129
USE	212
W	230
XNE	15
XNW	27
XSE	15
XSW	32
XW	169

Active Listings Unit Breakdown

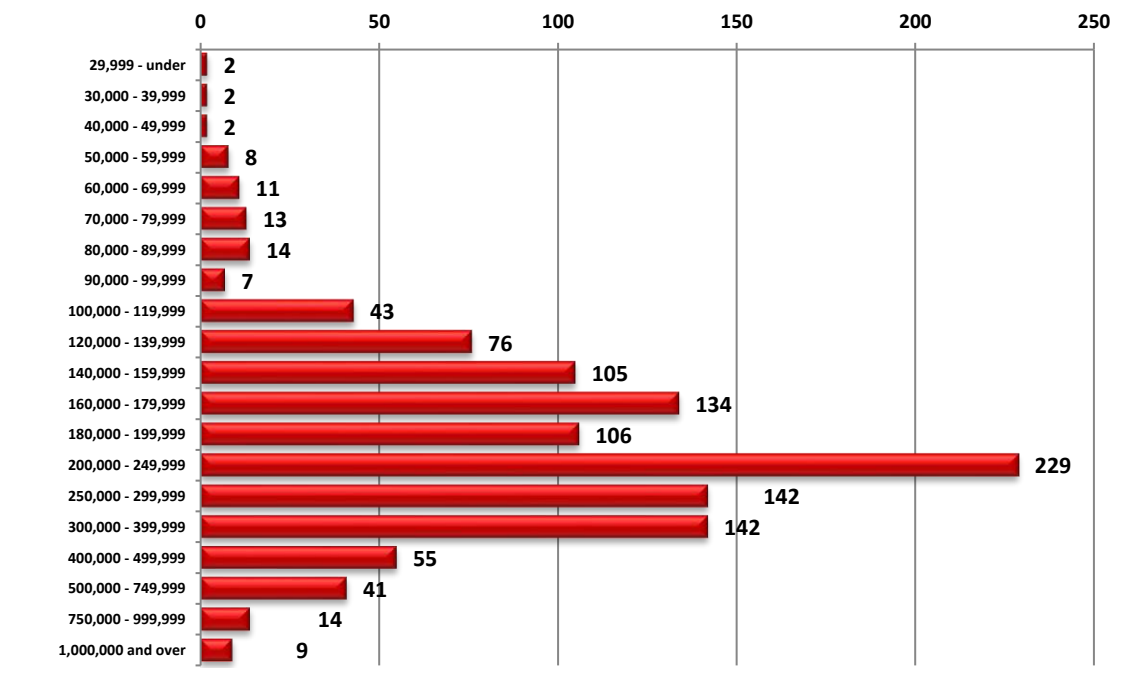


Active Listings Price Breakdown



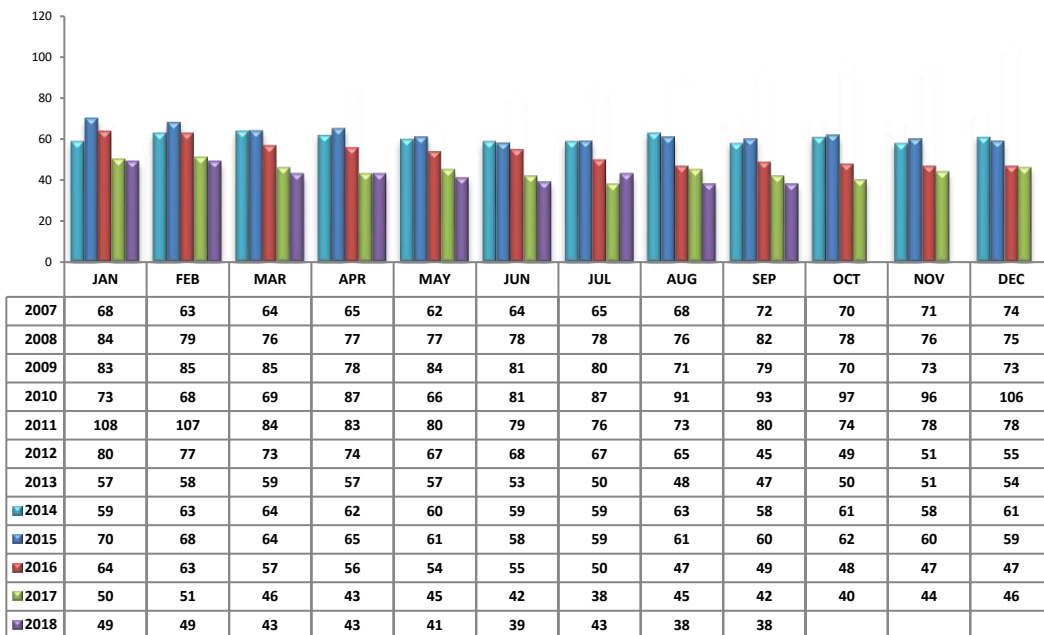
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Sold Price Breakdown



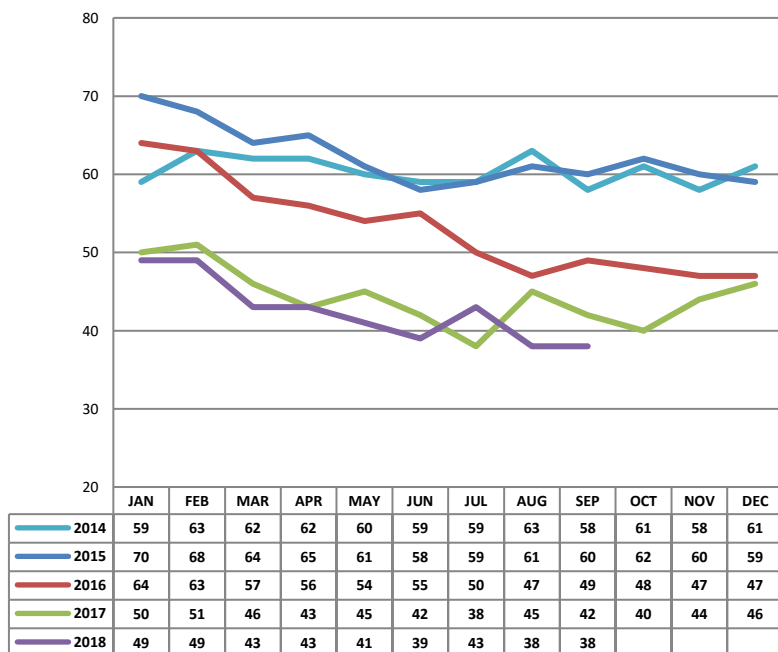
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Average Days on Market/Listing - September 2018

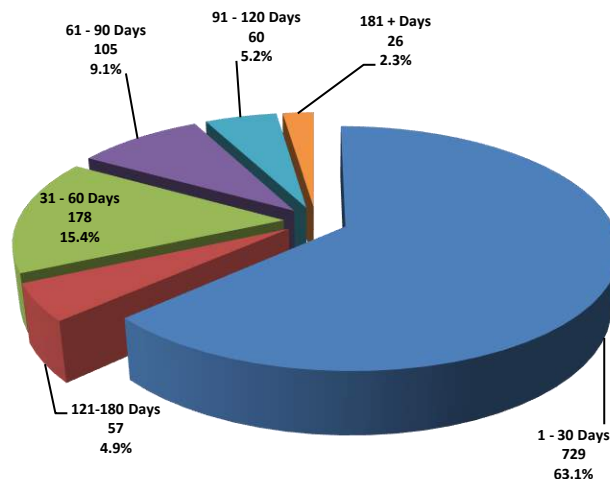


Area	# of Listings
C	32
E	35
N	42
NE	45
NW	46
S	21
SE	34
SW	36
UNW	38
USE	39
W	36
XNE	85
XNW	53
XSE	51
XSW	45
XW	50

Annual Comparison - Average Days on Market

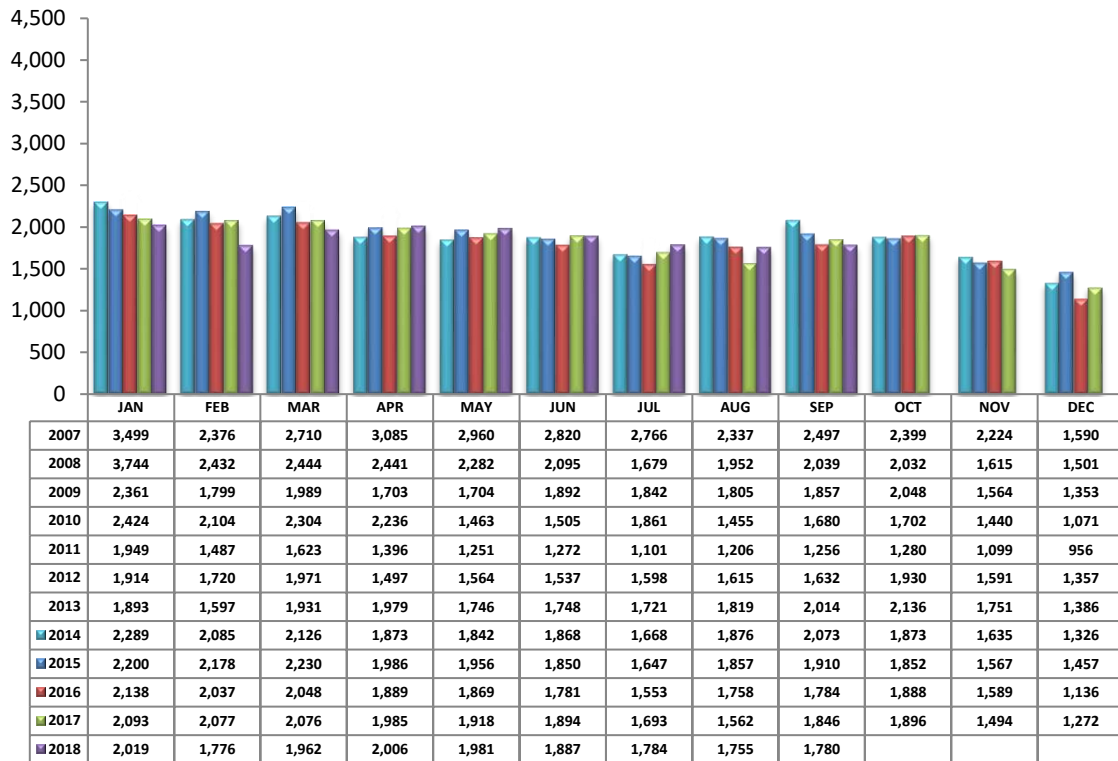


Average Days on Market/Listing Breakdown



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New Listings – September 2018



Area	# of Listings
C	269
E	182
N	185
NE	84
NW	361
S	96
SE	63
SW	135
UNW	69
USE	108
W	128
XNE	1
XNW	13
XSE	3
XSW	13
XW	70

*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.
Dec 2017	188	251	57
Jan 2018	134	364	37
Feb 2018	93	213	59
Mar 2018	119	274	50
Apr 2018	112	218	41
May 2018	104	261	49
Jun 2018	89	276	56
Jul 2018	99	233	53
Aug 2018	83	298	58
Sept 2018	83	239	44

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Notes on 2017 Area Boundary Updates

In September 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 September 2018 Sales Statistics produced for TAR, MLSSAZ re-calculated and adjusted figures dating back to September 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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