

**For Immediate  
Release:  
May 10, 2019**

**CONTACT:  
Cheryl Terpening  
MLSSAZ President  
(520) 907-2437**

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

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

# Multiple Listing Service of Southern Arizona Monthly Statistics April 2019

Below are some highlights from the April Residential Sales Statistics:

- Total Sales Volume of \$400,498,076 is up from \$369,814,660 in March, a 8.30% increase and up 6.65% from April 2018.
- The Average Sales Price of \$260,571 is a decrease of .23% from \$261,168 last month.
- Average List Price of \$266,033 is a decrease of 0.17% from \$266,479 in March.
- Total Under Contract of 2,140 increased 1.28% since March's number of 2,113.
- Total Unit Sales of 1,537 is an increase of 8.55% since last month's number of 1,416 and is an increase of 5.85% since April 2018.
- The Median Sales Price of \$218,500 decreased 0.23% from \$219,000 in March.
- New Listings of 2,066 have increased 9.43% from 1,888 in March.
- Total Active Listings of 2,900 is a decrease of 3.49% from March.
- Average Days on Market decreased to 41 this month from 43 last month.
- Conventional loan sales of 47% exceeded Cash Sales of 25.4%.



## 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

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Cheryl Terpening  
2019 MLSSAZ President

Barbara Wilson  
2019 TAR President



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## April 2019 Recap by Month and Year - % of Change

### Total Sales Volume

	2019	2018	Annual % Change
April	\$400,498,076	\$375,510,677	6.65%
March	\$369,814,660	\$360,404,000	2.61%
Month % Change	8.30%	4.19%	

### Average Sales Price

	2019	2018	Annual % Change
April	\$260,571	\$258,616	0.76%
March	\$261,168	\$246,514	5.94%
Month % Change	-0.23%	4.91%	

### Average List Price

	2019	2018	Annual % Change
April	\$266,033	\$264,467	0.59%
March	\$266,479	\$252,954	5.35%
Month % Change	-0.17%	4.55%	

### Total Under Contract

	2019	2018	Annual % Change
April	2140	2167	-1.25%
March	2113	2157	-2.04%
Month % Change	1.28%	0.46%	

### Total Unit Sales

	2019	2018	Annual % Change
April	1,537	1,452	5.85%
March	1,416	1,462	-3.15%
Month % Change	8.55%	-0.68%	

### Median Sales Price

	2019	2018	Annual % Change
April	\$218,500	\$215,000	1.63%
March	\$219,000	\$210,000	4.29%
Month % Change	-0.23%	2.38%	

### New Listings

	2019	2018	Annual % Change
April	2,066	2,006	2.99%
March	1,888	1,962	-3.77%
Month % Change	9.43%	2.24%	

### Active Listings

	2019	2018	Annual % Change
April	2,900	3,097	-6.36%
March	3,005	3,186	-5.68%
Month % Change	-3.49%	-2.79%	

## April 2019 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%
85145	11	6	54.55%	85645	0	0	0.00%	85713	66	56	84.85%	85740	0	0	0.00%
85245	0	0	0.00%	85648	0	0	0.00%	85714	12	10	83.33%	85741	41	45	109.76%
85601	0	0	0.00%	85653	125	52	41.60%	85715	58	37	63.79%	85742	101	58	57.43%
85602	0	0	0.00%	85658	172	37	21.51%	85716	91	51	56.04%	85743	76	68	89.47%
85611	0	0	0.00%	85701	35	2	5.71%	85717	0	0	0.00%	85745	116	74	63.79%
85614	1	0	0.00%	85703	0	0	0.00%	85718	228	54	23.68%	85746	47	51	108.51%
85616	0	0	0.00%	85704	92	60	65.22%	85719	108	40	37.04%	85747	62	55	88.71%
85619	22	2	9.09%	85705	48	35	72.92%	85730	53	53	100.00%	85748	49	27	55.10%
85622	0	0	0.00%	85706	29	42	144.83%	85734	0	0	0.00%	85749	91	21	23.08%
85623	7	8	114.29%	85709	2	1	0.00%	85735	28	15	53.57%	85750	189	70	37.04%
85629	4	1	25.00%	85710	84	80	95.24%	85736	16	6	37.50%	85755	188	65	34.57%
85637	3	2	66.67%	85711	58	49	84.48%	85737	131	56	42.75%	85756	42	56	133.33%
85641	177	77	43.50%	85712	55	44	80.00%	85739	132	41	31.06%	85757	47	30	63.83%

NOTE:

85731- 1 active listing, 85744- 2 active listings

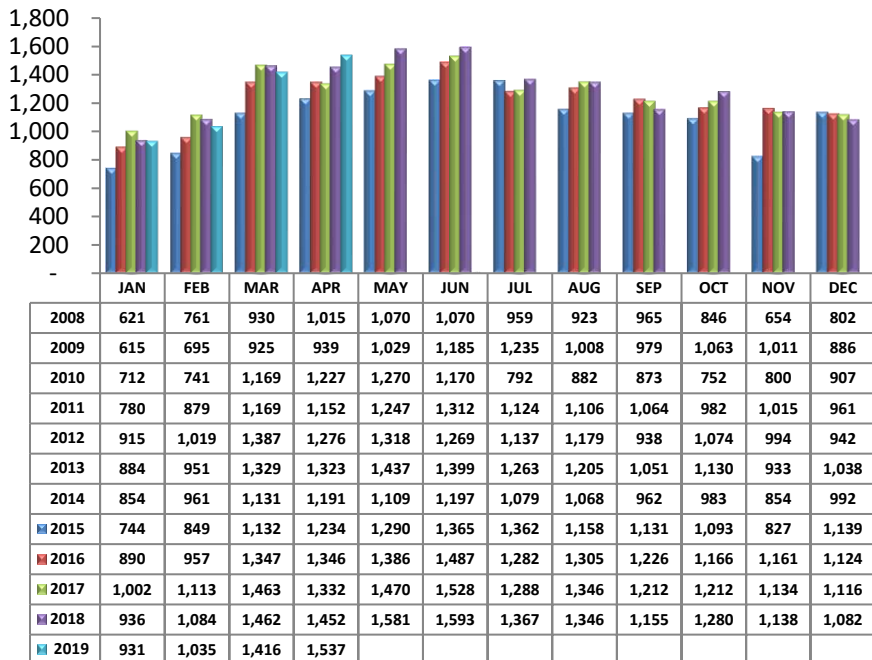
Residential Listing Statistics						Active Listings		Days on Market		
	Total Active	Total Contingent	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold		
Under \$29,999	1	2	1	4	1	C	396	1 - 30 Days	960	
\$30,000 to \$39,999	1	3	0	4	2	E	191	31-60 Days	258	
\$40,000 to \$49,999	7	2	0	9	10	N	466	61 - 90 Days	123	
\$50,000 to \$59,999	10	7	1	18	16	NE	151	91-120 Days	57	
\$60,000 to \$69,999	9	7	0	16	18	NW	679	121 - 180 Days	89	
\$70,000 to \$79,999	25	8	3	36	16	S	83	Over 180 Days	49	
\$80,000 to \$89,999	12	19	3	34	25	SE	89	<b>Avg. Days on Market</b>		
\$90,000 to \$99,999	18	16	2	36	19	SW	141	41		
\$100,000 to \$119,999	46	46	6	98	48	UNW	142	<b>Avg. Sold Price</b>		
\$120,000 to \$139,999	62	105	24	191	65	USE	171	\$260,571		
\$140,000 to \$159,999	69	120	18	207	103	W	181	<b>Median Sale Price</b>		
\$160,000 to \$179,999	118	171	33	322	160	XNE	22	\$218,500		
\$180,000 to \$199,999	150	177	31	358	152	XNW	12	<b>New Listings</b>		
\$200,000 to \$249,999	389	336	74	799	304	XSE	7	2,066		
\$250,000 to \$299,999	426	220	61	707	190	XSW	27			
\$300,000 to \$399,999	558	248	65	871	209	XW	142			
\$400,000 to \$499,999	298	108	31	437	93	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>		
\$500,000 to \$749,999	328	113	22	463	69	C	225	\$43,988,702		
\$750,000 to \$999,999	192	34	7	233	30	E	160	\$30,259,691		
\$1,000,000 and over	181	11	5	197	7	N	154	\$58,494,501		
						NE	61	\$19,079,990		
						NW	289	\$94,517,345		
						S	110	\$16,926,855		
						SE	48	\$12,528,170		
						SW	116	\$20,110,825		
						UNW	52	\$18,830,182		
						USE	100	\$27,942,537		
<b>Totals</b>	<b>2,900</b>	<b>1,753</b>	<b>387</b>	<b>5,040</b>	<b>1,537</b>	W	135	\$38,810,333		
						XNE	2	\$689,000		
						XNW	6	\$1,075,660		
<b>Home Sales Volume</b>	<u>Apr-19</u> \$400,498,076	<u>Apr-18</u> \$375,510,677	<u>% Change</u> 6.65%	<u>YTD 2019</u> \$1,279,906,347	<u>YTD 2018</u> \$1,233,786,113	<u>% Change</u> 3.74%	XSE	4	\$1,922,500	
<b>Home Sales Units</b>	1,537	1,452	5.85%	4,919	4,934	-0.30%	XSW	8	\$886,499	
<b>Average Sales Price (All Residential)</b>	\$260,571	\$258,616	0.76%	\$260,375	\$252,578	3.09%	XW	67	\$14,435,286	
<b>Median Sales Price</b>	\$218,500	\$215,000	1.63%	\$218,250	\$210,875	3.50%	<b>Total Volume</b>		\$400,498,076	
<b>Average Days on Market:</b>	41	43	-4.65%	43	45	-4.44%				
<b>Average List Price for Sold:</b>	266,033	\$264,467	0.59%	\$265,932	\$258,627	2.82%				
<b>SP/LP %</b>	97.95%	97.79%		97.91%	97.66%					
<b>Total Under Contract</b>	2,140	2,167	-1.25%							
<b>Active Listings</b>	2,900	3,097	-6.36%							
<b>New Listings</b>	2,066	2,006	2.99%							

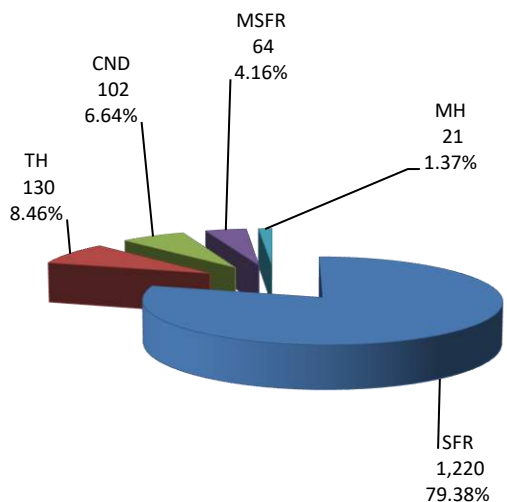
Types of Financing	Totals
FHA	228
VA	154
Other	27
Cash	391
Conventional	723
Cash/Loan	1
Carryback	13

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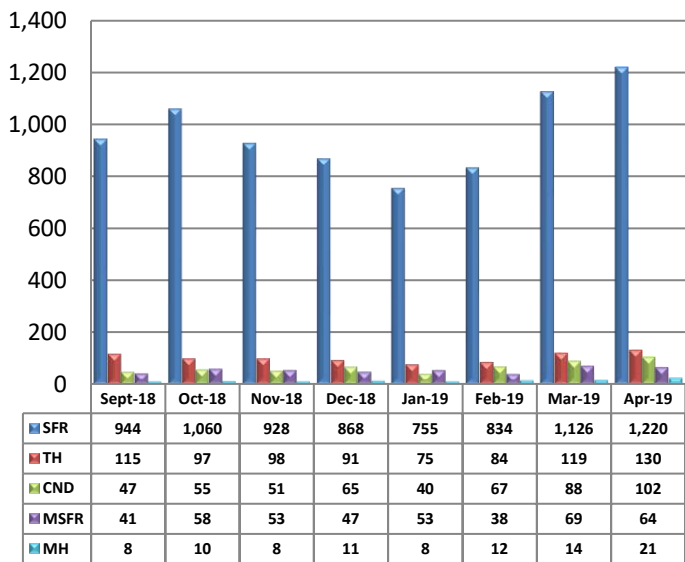
**Total Unit Sales – April 2019**



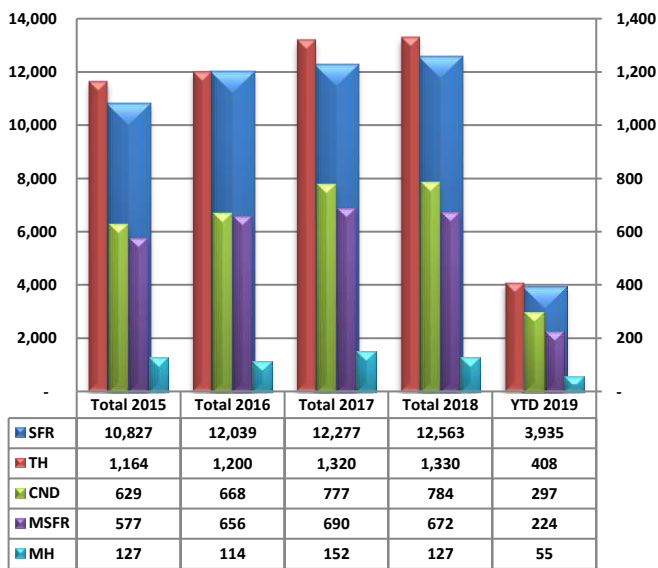
**Unit Sales – Breakdown by Type**



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

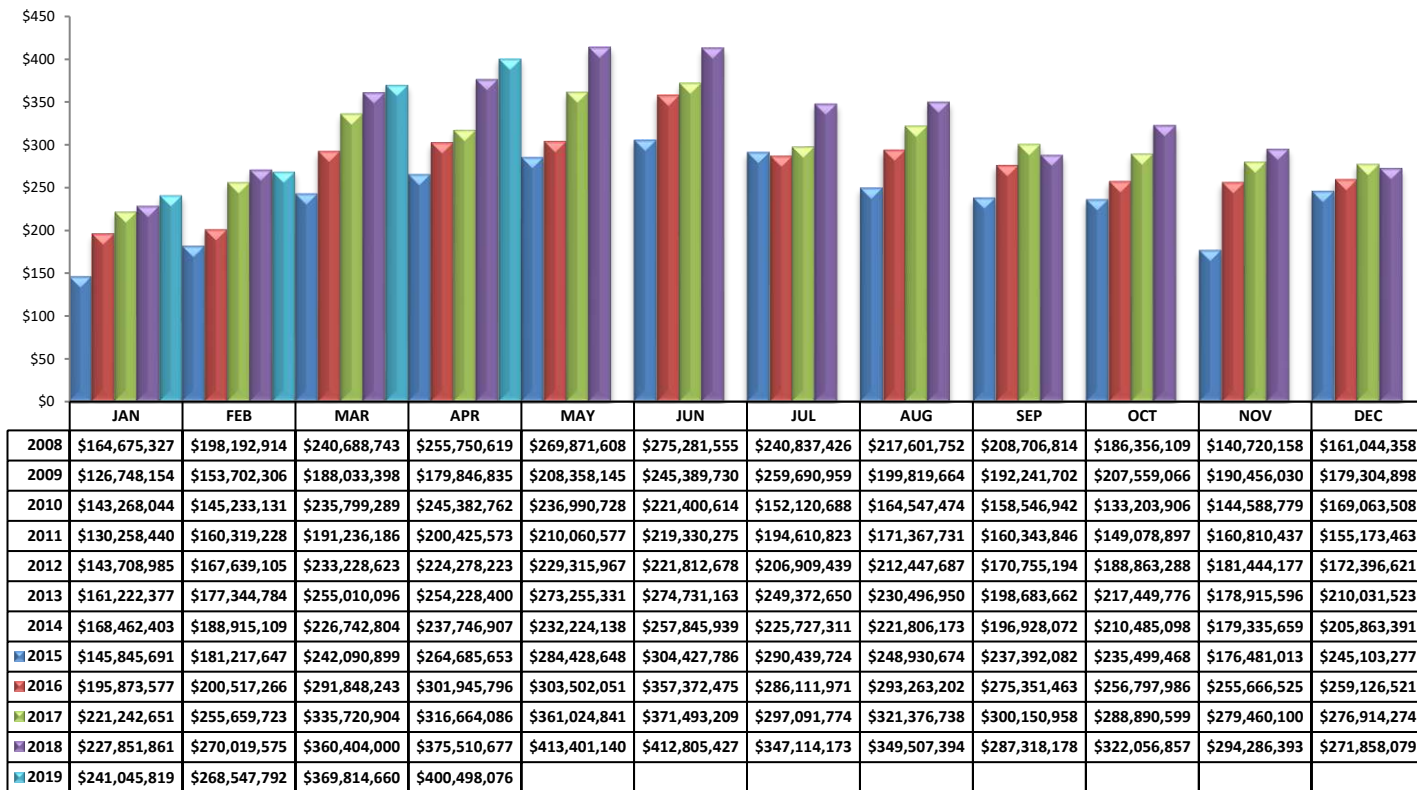


**YTD Annual Comparison – Breakdown by Type**

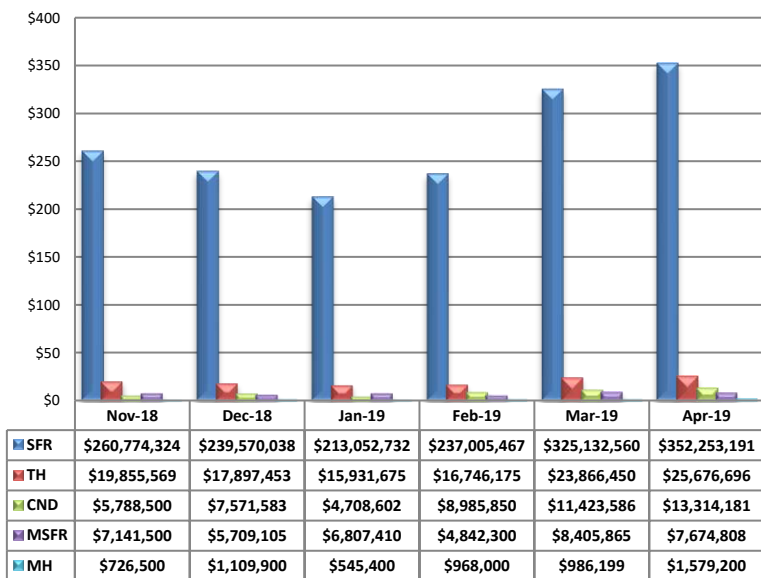


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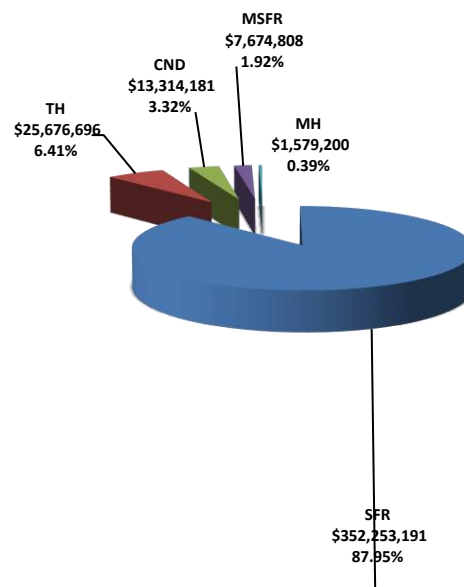
**Total Sales Volume - April 2019**



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

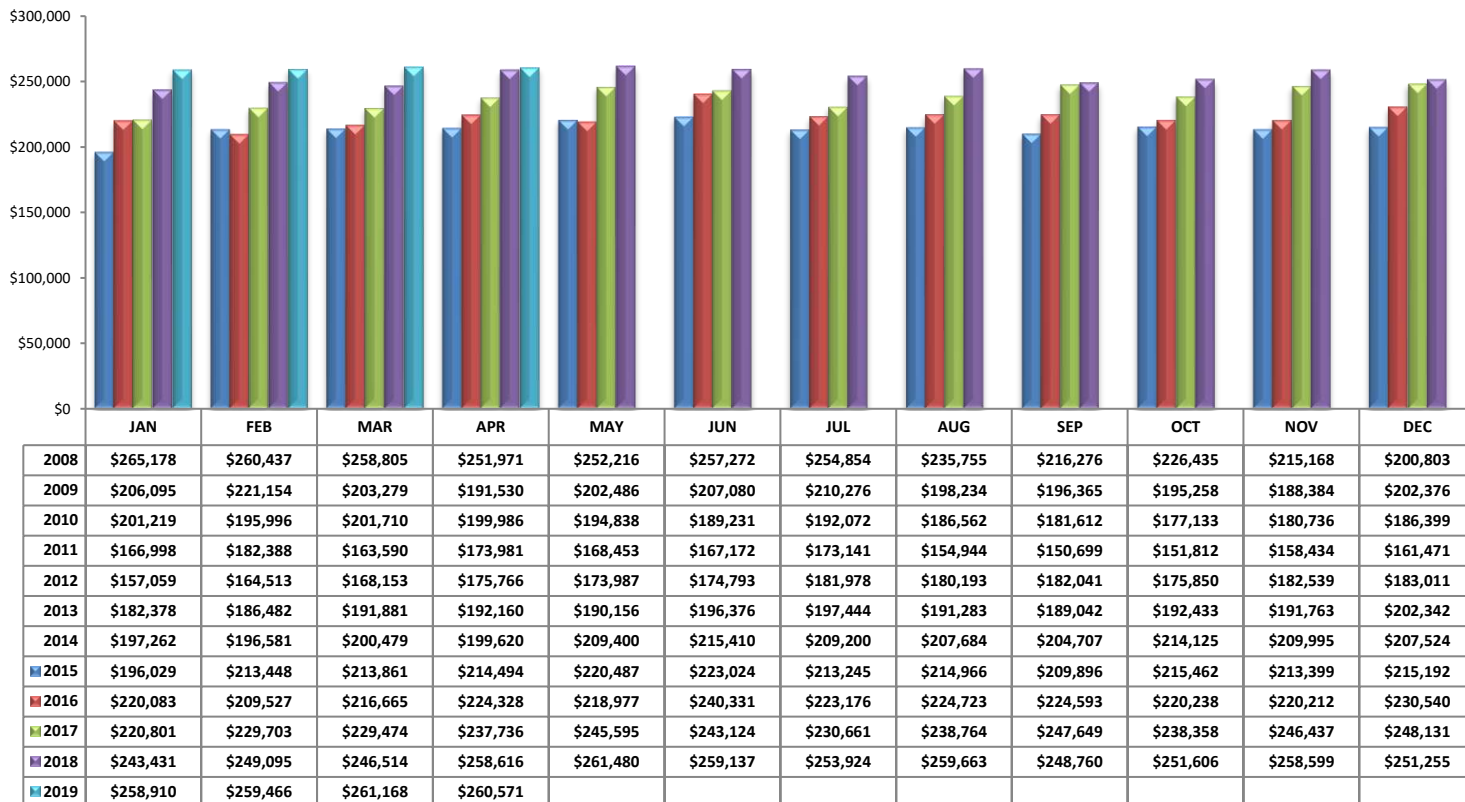


**Monthly Volume by Type**



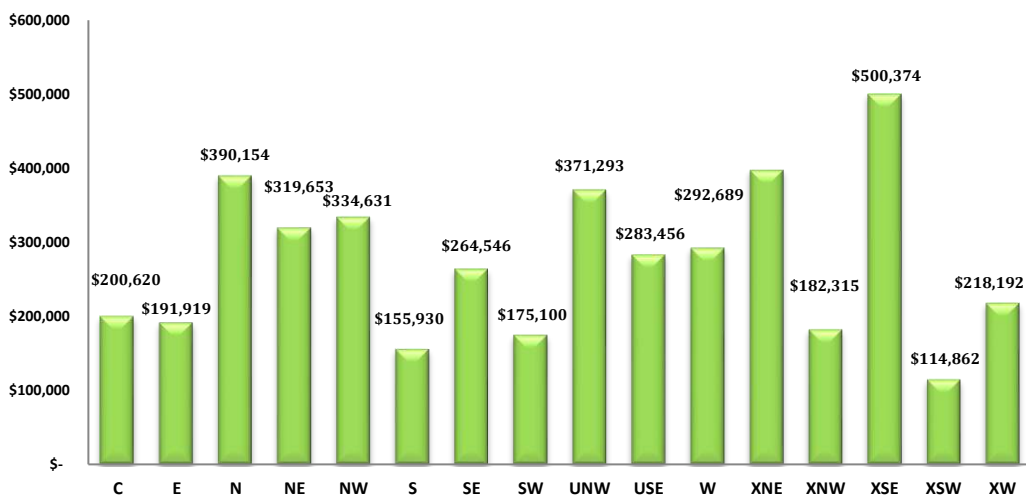
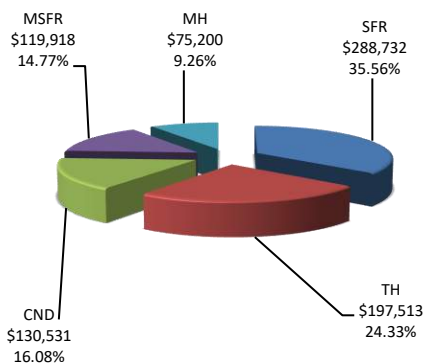
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**Average Sales Price – April 2019**



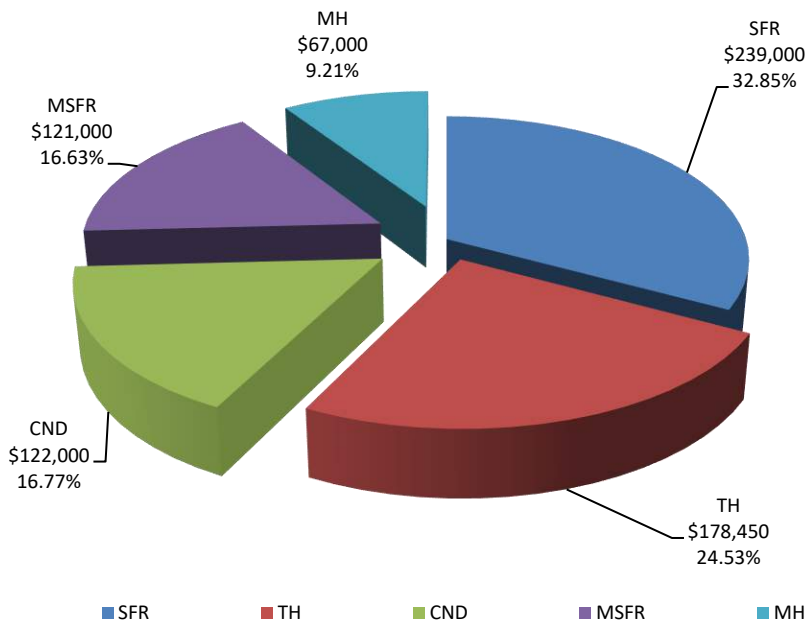
**Average Sales Price by Type – April 2019**

**Average “Listing” Price per Area – April 2019**



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**Median Sale Price - by Type**

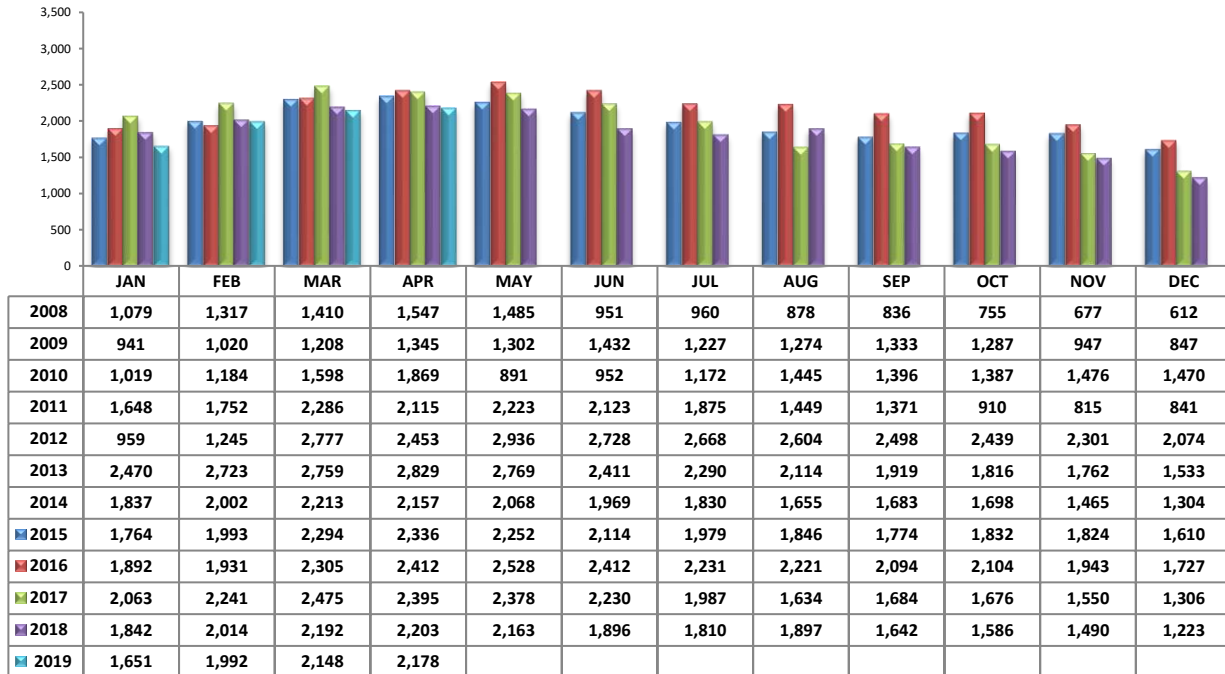


**Median Sale Price - April 2019**

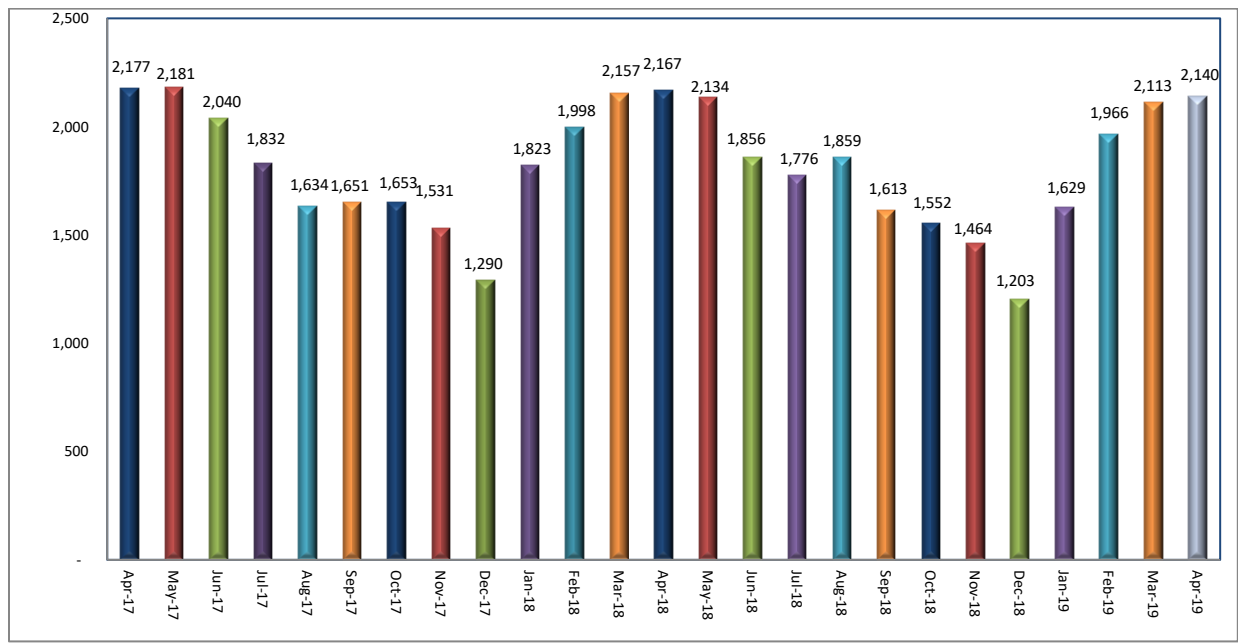
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2008	\$203,000	\$199,900	\$200,000	\$195,000	\$202,000	\$200,000	\$199,900	\$185,000	\$180,000	\$180,000	\$177,300	\$168,000
2009	\$163,000	\$177,750	\$165,000	\$162,500	\$169,900	\$165,000	\$169,000	\$162,335	\$163,000	\$158,000	\$162,500	\$154,262
2010	\$160,000	\$150,000	\$157,680	\$159,000	\$151,000	\$149,450	\$150,000	\$150,750	\$145,855	\$140,000	\$139,900	\$139,500
2011	\$134,250	\$137,000	\$125,000	\$132,000	\$127,000	\$126,000	\$125,000	\$122,200	\$117,500	\$120,000	\$122,000	\$120,000
2012	\$125,000	\$125,000	\$132,900	\$134,000	\$140,000	\$140,000	\$140,000	\$145,000	\$144,950	\$143,000	\$144,627	\$147,500
2013	\$145,000	\$149,000	\$150,050	\$157,000	\$156,500	\$160,000	\$159,900	\$160,500	\$155,399	\$155,000	\$159,500	\$157,900
2014	\$157,250	\$158,000	\$162,000	\$165,000	\$169,900	\$168,815	\$170,000	\$163,000	\$167,200	\$168,000	\$165,712	\$165,000
2015	\$162,000	\$169,000	\$175,000	\$170,000	\$173,750	\$175,000	\$175,750	\$175,000	\$174,500	\$175,000	\$172,000	\$178,000
2016	\$169,900	\$168,900	\$177,050	\$176,000	\$179,000	\$190,000	\$181,500	\$185,000	\$177,000	\$178,000	\$184,900	\$179,000
2017	\$185,000	\$194,000	\$197,000	\$195,000	\$199,950	\$205,000	\$195,000	\$192,000	\$206,915	\$199,900	\$207,527	\$205,000
2018	\$200,000	\$207,000	\$210,000	\$215,000	\$216,500	\$212,000	\$215,000	\$216,950	\$210,000	\$215,000	\$219,000	\$205,000
2019	\$218,000	\$216,000	\$219,000	\$218,500								

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### Newly Under Contract During The Month



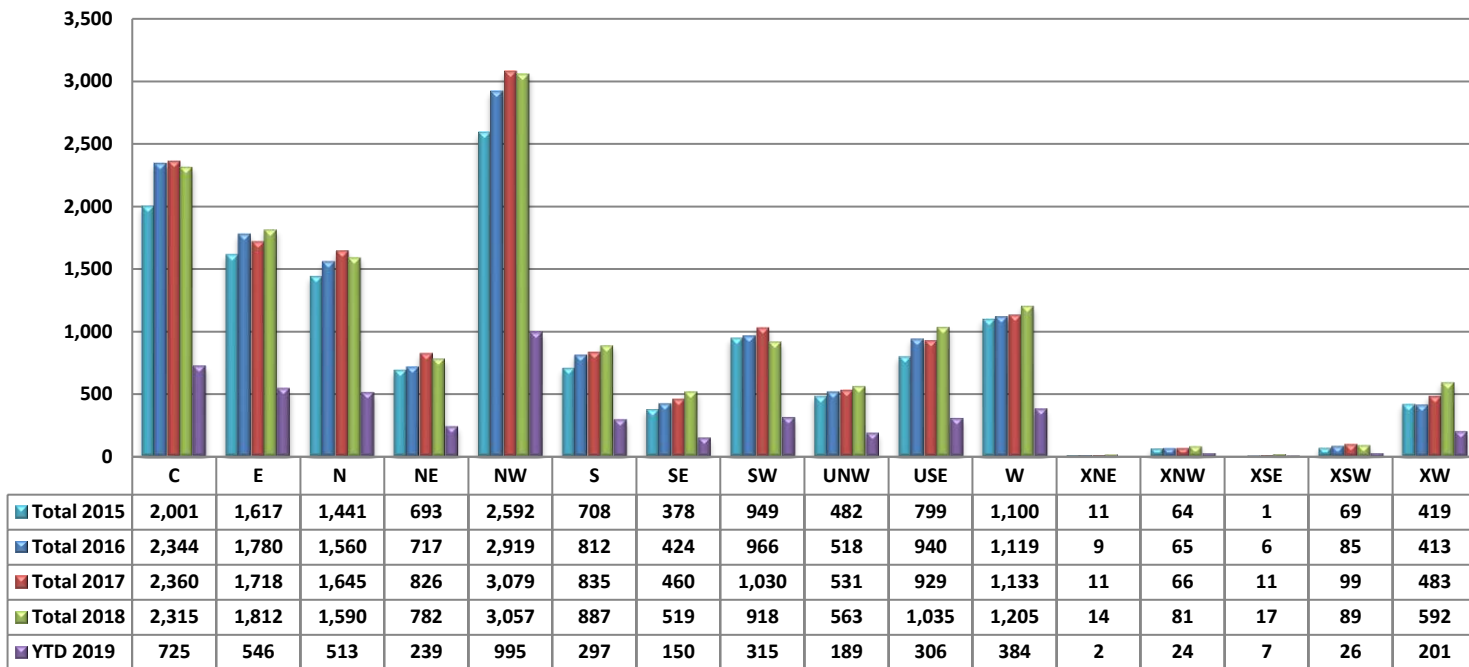
### Total Listings Still Under Contract At The End of The Month



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



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

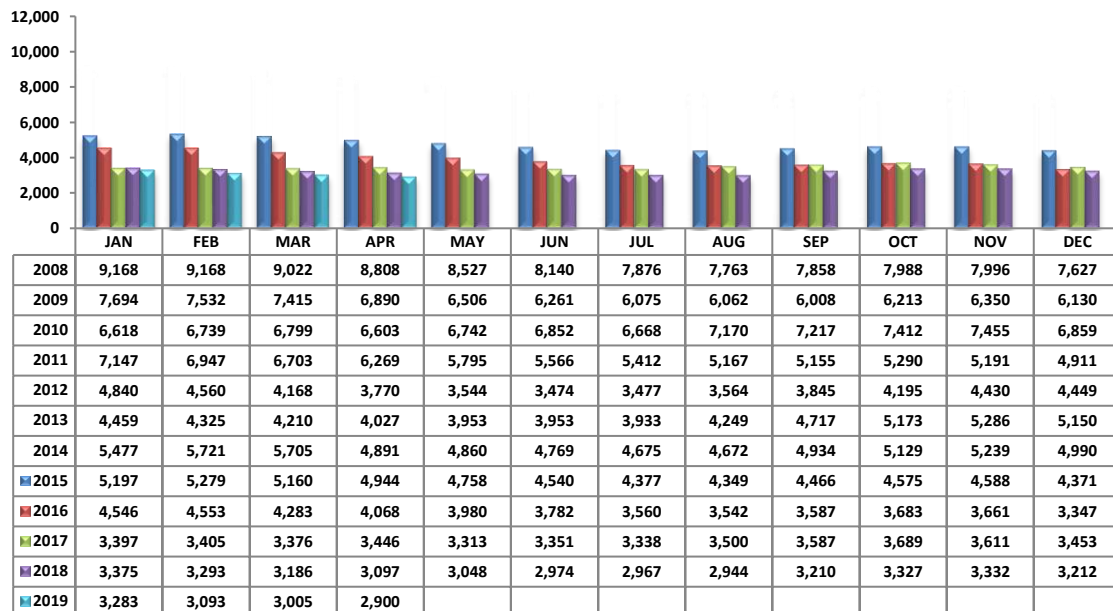
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$149,564	\$199,670	\$293,578	\$221,642	\$195,505
E	\$125,490	\$190,176	\$213,170	\$278,550	\$189,123
N	\$211,936	\$376,341	\$577,323	\$803,666	\$379,834
NE	\$171,502	\$296,016	\$439,223	\$618,855	\$312,786
NW	\$256,856	\$311,000	\$370,984	\$516,642	\$327,049
S	\$95,657	\$154,671	\$173,085	\$231,000	\$153,880
SE	\$163,403	\$229,275	\$310,629	\$276,305	\$261,003
SW	\$121,276	\$166,119	\$212,677	\$214,916	\$173,369
UNW	\$369,186	\$382,670	\$220,000	\$0	\$362,118
USE	\$282,696	\$252,271	\$289,746	\$359,400	\$279,425
W	\$177,804	\$257,517	\$388,929	\$444,444	\$287,483
XNE	\$0	\$289,000	\$0	\$400,000	\$344,500
XNW	\$171,000	\$178,165	\$192,000	\$0	\$179,276
XSE	\$0	\$612,500	\$0	\$348,750	\$480,625
XSW	\$55,000	\$129,416	\$0	\$0	\$110,812
XW	\$161,371	\$202,783	\$249,812	\$307,450	\$215,452

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

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	78	110	30	7	225
E	23	91	42	4	160
N	60	49	39	6	154
NE	22	19	15	5	61
NW	65	122	88	14	289
S	14	59	36	1	110
SE	6	18	23	1	48
SW	21	57	32	6	116
UNW	31	17	4	0	52
USE	6	45	39	10	100
W	33	55	38	9	135
XNE	0	1	0	1	2
XNW	1	4	1	0	6
XSE	0	2	0	2	4
XSW	2	6	0	0	8
XW	5	42	18	2	67

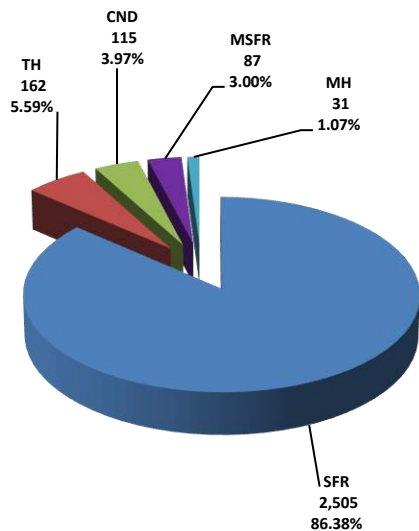
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### Active Listings

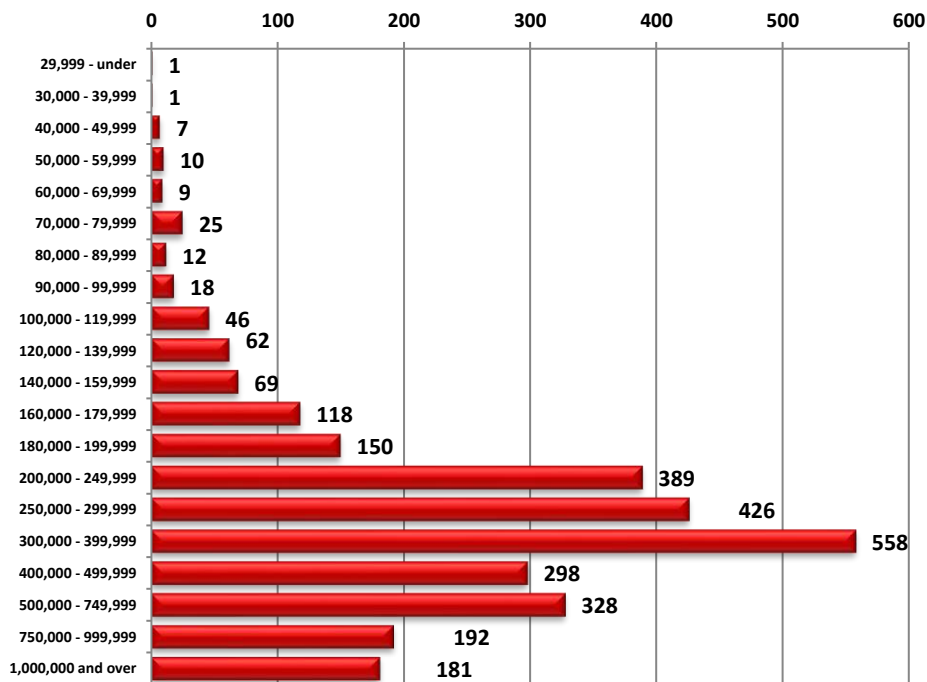


Area	# of Listings
C	396
E	191
N	466
NE	151
NW	679
S	83
SE	89
SW	141
UNW	142
USE	171
W	181
XNE	22
XNW	12
XSE	7
XSW	27
XW	142

### Active Listings Unit Breakdown

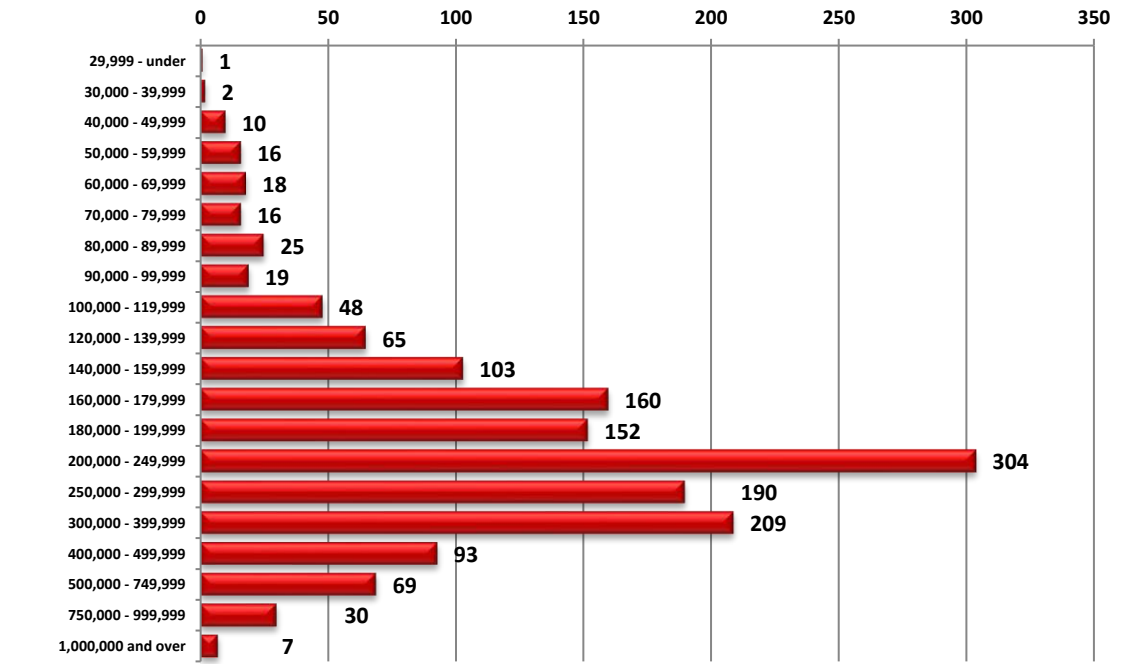


### Active Listings Price Breakdown



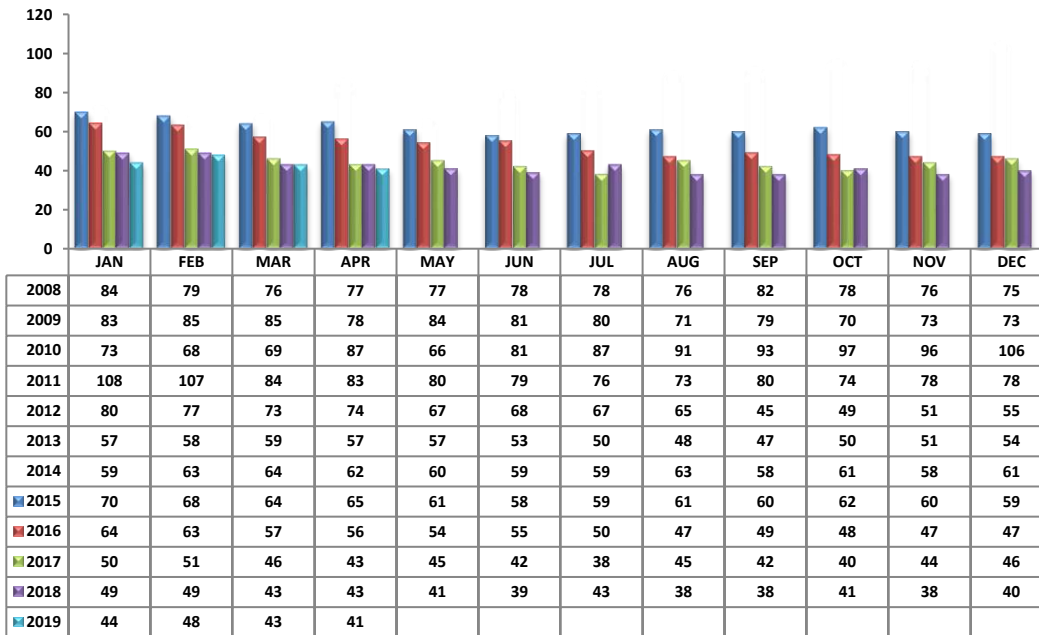
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**Sold Price Breakdown**



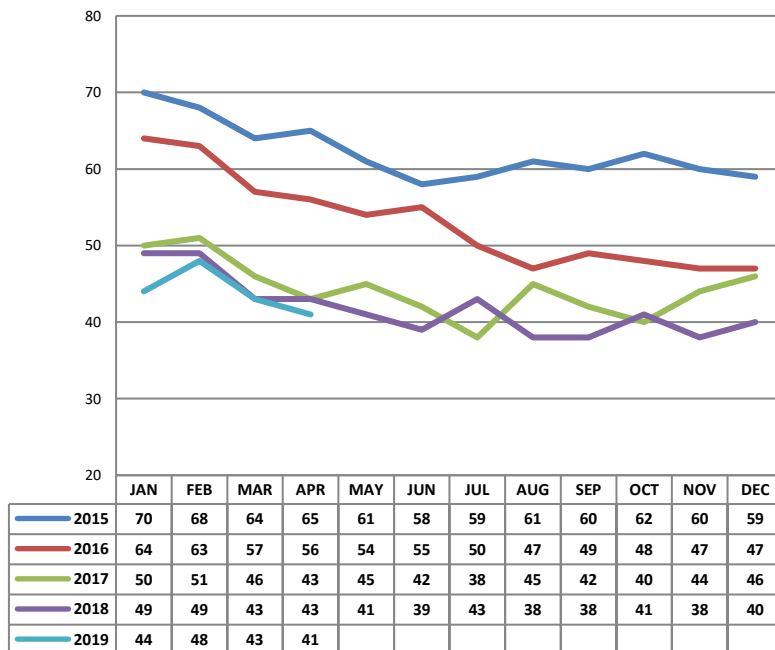
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### Average Days on Market/Listing - April 2019

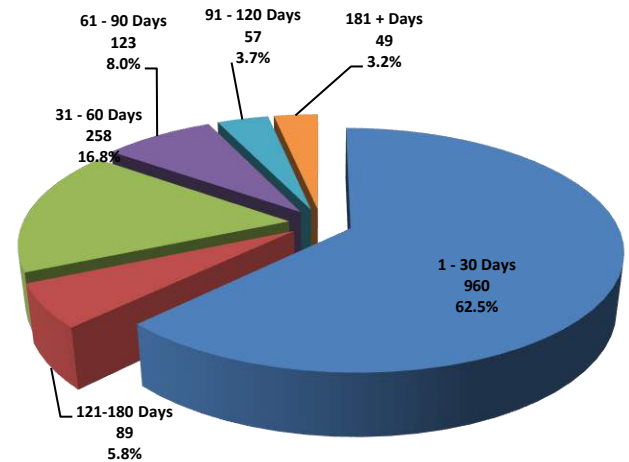


Area	# of Listings
C	35
E	28
N	36
NE	46
NW	48
S	29
SE	46
SW	42
UNW	59
USE	42
W	34
XNE	90
XNW	16
XSE	217
XSW	36
XW	59

### Annual Comparison - Average Days on Market

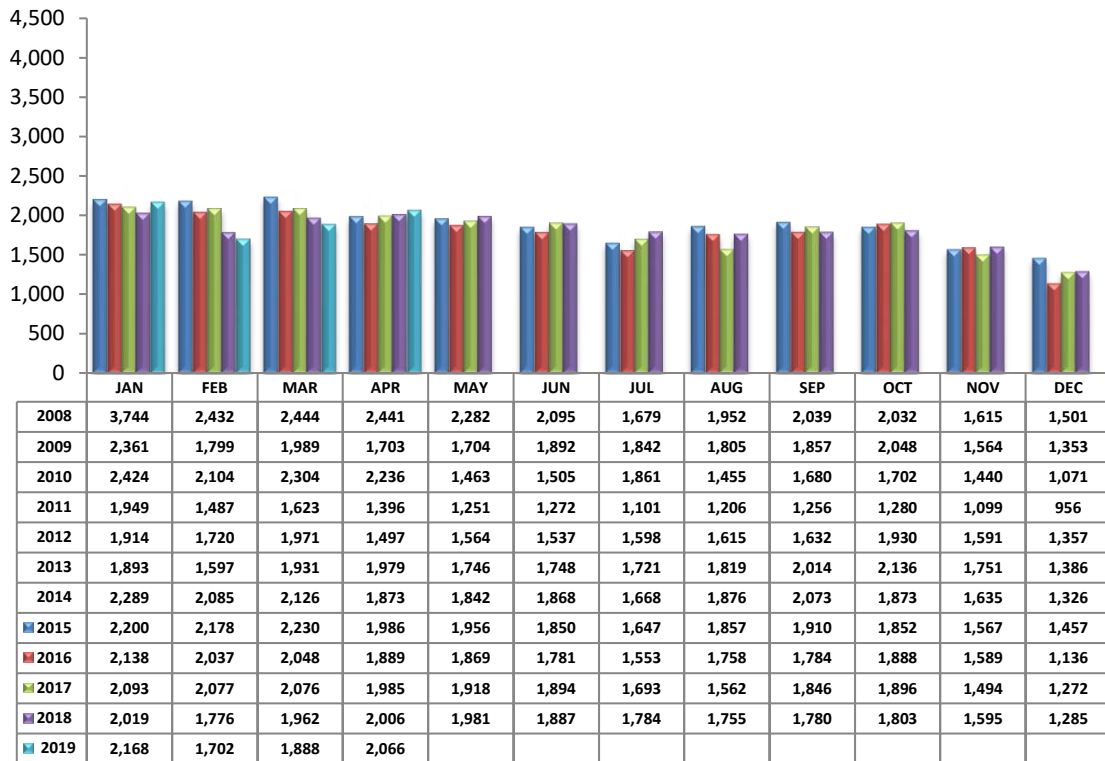


### Average Days on Market/Listing Breakdown



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.

### New Listings - April 2019



Area	# of Listings
C	333
E	199
N	258
NE	102
NW	423
S	90
SE	76
SW	133
UNW	60
USE	134
W	161
XNE	3
XNW	7
XSE	0
XSW	15
XW	72

\*Includes properties that were re-listed

\*\*Beginning April 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.
Jul 2018	99	233	53
Aug 2018	83	298	58
Sept 2018	83	239	44
Oct 2018	87	291	54
Nov 2018	91	236	54
Dec 2018	184	247	57
Jan 2019	98	311	56
Feb 2019	103	229	51
Mar 2019	98	217	48
Apr 2019	97	248	42

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### Notes on 2017 Area Boundary Updates

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 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 east 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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