

**For Immediate
Release:**
September 12, 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 August 2019

Below are some highlights from the August Residential Sales Statistics:

- Total Sales Volume of \$381,791,399 is down from \$428,196,066 in July, a 10.84% decrease.
- The Average Sales Price of \$268,300 is a decrease of 3.57% from \$278,230 last month.
- Average List Price of \$273,145 is a decrease of 3.67% from \$283,565 in July.
- Total Under Contract of 1,838 decreased 1.61% since July's number of 1,868.
- Total Unit Sales of 1,423 is a decrease of 7.54% since last month's number of 1,539.
- The Median Sales Price of \$230,000 is a decrease of 1.29% since July's number of \$233,000.
- New Listings of 1,573 decreased 8.23% from 1,714 in July and decreased 10.37% from August 2018.
- Total Active Listings of 2,489 is a decrease of 1.43% from July and a decrease of 15.46% from last year.
- Average Days on Market remained at 36 for the second month in a row.
- Conventional loan sales of 50.5% exceeded Cash Sales of 20.6%.

MLSSAZ Monthly Statistics report is now the Greater Tucson Market Report brought to you by the Tucson Association of REALTORS®. The Greater Tucson Market Report is your source for monthly statistics for the metro Tucson area. The Greater Tucson Market Report is now available on the www.TucsonRealtors.org website.

This publication will be the final market report in this format. Archive copies of the Monthly Statistics Reports will be available on the www.TucsonRealtors.org website.

Cheryl Terpening
2019 MLSSAZ President

Barbara Wilson
2019 TAR President



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.

August 2019 Recap by Month and Year - % of Change

Total Sales Volume

	2019	2018	Annual % Change
August	\$381,791,399	\$349,507,394	9.24%
July	\$428,196,066	\$347,114,173	23.36%
Month % Change	-10.84%	0.69%	

Average Sales Price

	2019	2018	Annual % Change
August	\$268,300	\$259,663	3.33%
July	\$278,230	\$253,924	9.57%
Month % Change	-3.57%	2.26%	

Average List Price

	2019	2018	Annual % Change
August	\$273,145	\$264,923	3.10%
July	\$283,565	\$260,279	8.95%
Month % Change	-3.67%	1.78%	

Total Under Contract

	2019	2018	Annual % Change
August	1,838	1,859	-1.13%
July	1,868	1,776	5.18%
Month % Change	-1.61%	4.67%	

Total Unit Sales

	2019	2018	Annual % Change
August	1,423	1,346	5.72%
July	1,539	1,367	12.58%
Month % Change	-7.54%	-1.54%	

Median Sales Price

	2019	2018	Annual % Change
August	\$230,000	\$216,950	6.02%
July	\$233,000	\$215,000	8.37%
Month % Change	-1.29%	0.91%	

New Listings

	2019	2018	Annual % Change
August	1,573	1,755	-10.37%
July	1,714	1,784	-3.92%
Month % Change	-8.23%	-1.63%	

Active Listings

	2019	2018	Annual % Change
August	2,489	2,944	-15.46%
July	2,525	2,967	-14.90%
Month % Change	-1.43%	-0.78%	

August 2019 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%
85145	12	7	58.33%	85645	0	0	0.00%	85713	72	46	63.89%	85741	56	40	71.43%
85245	0	0	0.00%	85648	0	0	0.00%	85714	13	6	46.15%	85742	106	71	66.98%
85601	0	0	0.00%	85653	137	43	31.39%	85715	38	39	102.63%	85743	79	56	70.89%
85602	0	0	0.00%	85658	131	52	39.69%	85716	58	42	72.41%	85744	0	0	0.00%
85611	0	0	0.00%	85701	24	1	4.17%	85718	165	58	35.15%	85745	83	43	51.81%
85614	0	0	0.00%	85703	0	0	0.00%	85719	89	39	35.15%	85746	49	40	81.63%
85616	0	0	0.00%	85704	73	43	58.90%	85723	0	1	43.82%	85747	82	62	75.61%
85619	19	4	21.05%	85705	53	31	58.49%	85730	47	54	114.89%	85748	42	27	64.29%
85622	0	0	0.00%	85706	49	38	77.55%	85734	0	0	0.00%	85749	54	29	53.70%
85623	12	4	33.33%	85709	0	0	0.00%	85735	34	14	41.18%	85750	134	55	41.04%
85629	3	1	33.33%	85710	95	66	69.47%	85736	16	7	43.75%	85755	133	61	45.86%
85637	2	0	0.00%	85711	61	49	80.33%	85737	96	46	47.92%	85756	41	46	112.20%
85641	141	82	58.16%	85712	57	40	70.18%	85739	91	51	56.04%	85757	41	29	70.73%

NOTE:

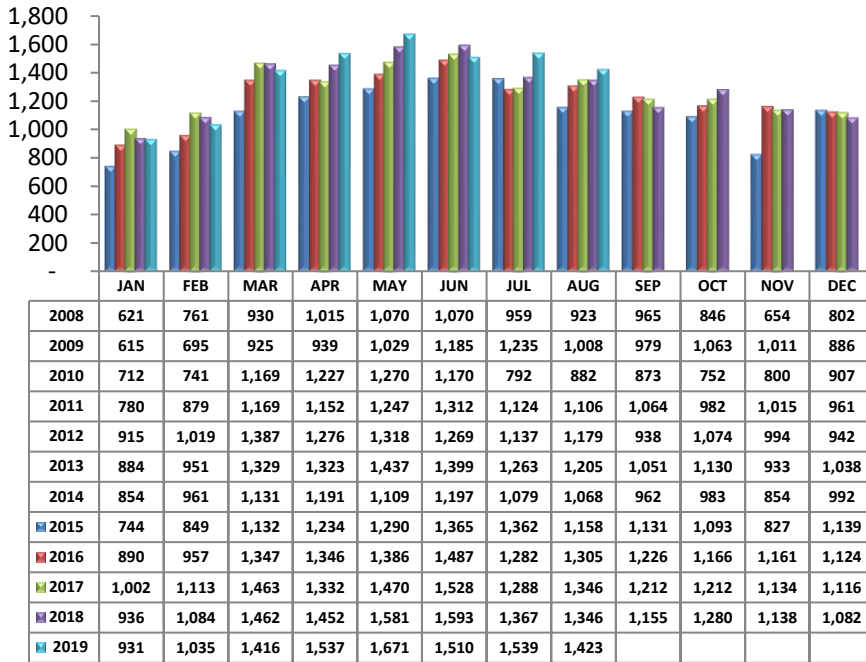
25632- 1 active listing

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	0	3	1	C	350	1 -30 Days	940
\$30,000 to \$39,999	5	2	2	9	2	E	182	31-60 Days	213
\$40,000 to \$49,999	6	2	3	11	5	N	337	61 - 90 Days	111
\$50,000 to \$59,999	9	9	1	19	9	NE	96	91-120 Days	70
\$60,000 to \$69,999	10	5	1	16	5	NW	553	121 - 180 Days	51
\$70,000 to \$79,999	14	10	4	28	11	S	104	Over 180 Days	38
\$80,000 to \$89,999	17	13	4	34	14	SE	68	Avg. Days on Market	
\$90,000 to \$99,999	21	8	3	32	19	SW	142	36	
\$100,000 to \$119,999	45	32	9	86	32	UNW	109	Avg. Sold Price	
\$120,000 to \$139,999	66	81	27	174	63	USE	177	\$268,300	
\$140,000 to \$159,999	81	85	17	183	88	W	138	Median Sale Price	
\$160,000 to \$179,999	89	148	30	267	120	XNE	19	\$230,000	
\$180,000 to \$199,999	136	147	34	317	157	XNW	14	New Listings	
\$200,000 to \$249,999	406	269	93	768	306	XSE	6	1,573	
\$250,000 to \$299,999	379	193	73	645	186	XSW	24		
\$300,000 to \$399,999	462	201	70	733	214	XW	170		
\$400,000 to \$499,999	214	92	24	330	98	Sold Units per Area		Sales Volume by Area	
\$500,000 to \$749,999	260	73	22	355	62	C	206	\$44,773,050	
\$750,000 to \$999,999	140	22	11	173	23	E	148	\$28,516,390	
\$1,000,000 and over	128	13	3	144	8	N	134	\$54,890,600	
						NE	71	\$23,305,380	
						NW	290	\$97,075,116	
						S	86	\$14,237,945	
						SE	58	\$15,169,565	
						SW	87	\$15,591,661	
						UNW	58	\$18,875,425	
						USE	108	\$29,434,713	
						W	98	\$23,532,901	
						XNE	4	\$1,034,000	
						XNW	7	\$1,224,250	
						XSE	0	\$0	
						XSW	12	\$1,850,700	
						XW	56	\$12,279,703	
						Total Volume		\$381,791,399	
Totals	2,489	1,407	431	4,327	1,423				
	Aug-19	Aug-18	% Change	YTD 2019	YTD 2018	% Change			
Home Sales Volume	\$381,791,399	\$349,507,394	9.24%	\$2,980,840,893	\$2,756,614,247	8.13%			
Home Sales Units	1,423	1,346	5.72%	11,062	10,821	2.23%			
Average Sales Price (All Residential)	\$268,300	\$259,663	3.33%	\$270,908	\$257,834	5.07%			
Median Sales Price	\$230,000	\$216,950	6.02%	\$230,391	\$215,436	6.94%			
Average Days on Market:	36	38	-5.26%	37	40	-7.50%			
Average List Price for Sold:	\$273,145	\$264,923	3.10%	\$277,314	\$263,439	5.27%			
SP/LP %	98.23%	98.01%		97.69%	97.87%				
Total Under Contract	1,838	1,859	-1.13%						
Active Listings	2,489	2,944	-15.46%						
New Listings	1,573	1,755	-10.37%						

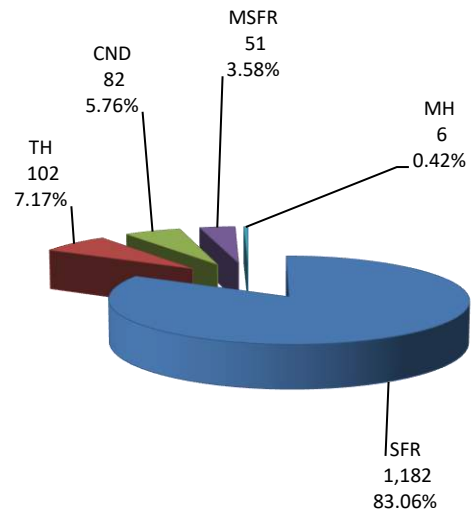
Types of Financing	Totals
FHA	205
VA	178
Other	16
Cash	293
Conventional	719
Cash/Loan	2
Carryback	10

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.

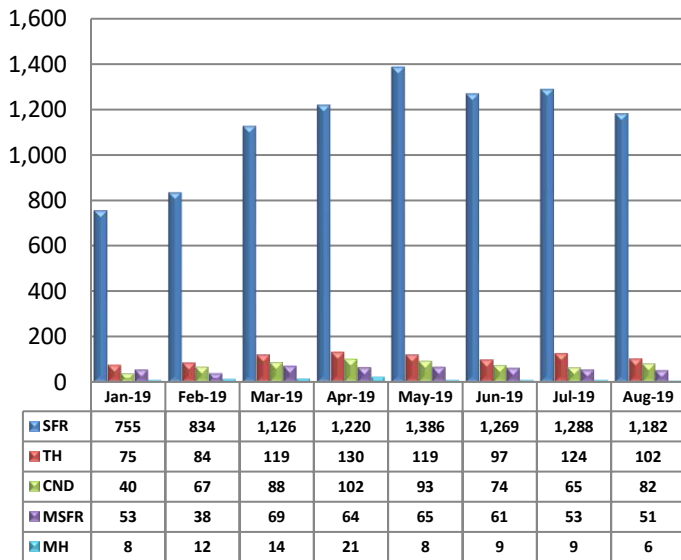
Total Unit Sales - August 2019



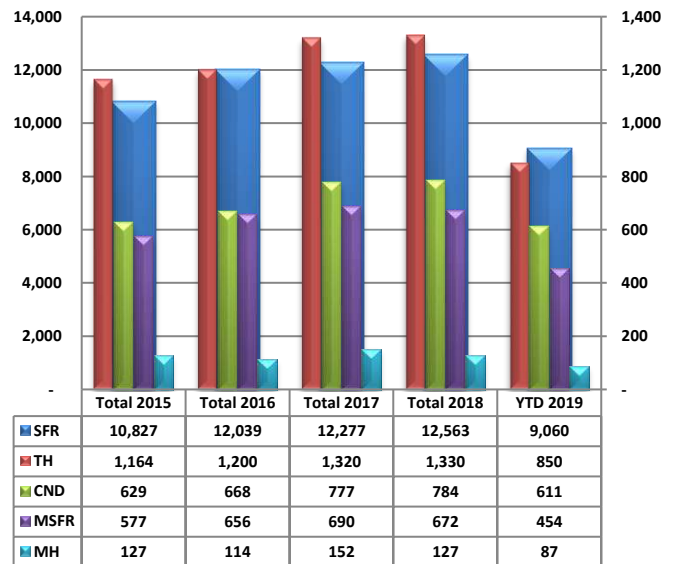
Unit Sales - Breakdown by Type



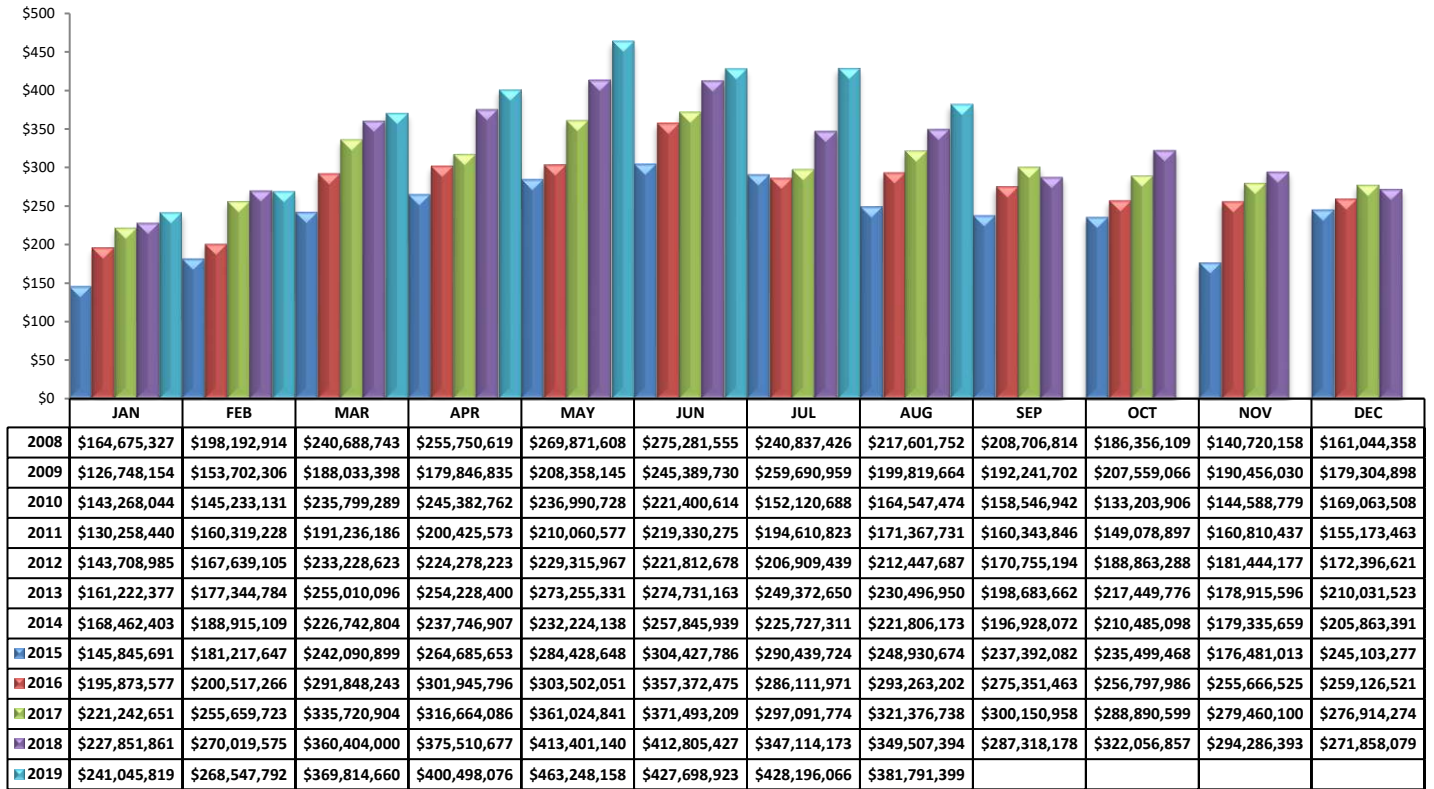
Total Unit Sales By Type - Monthly Comparison



YTD Annual Comparison - Breakdown by Type

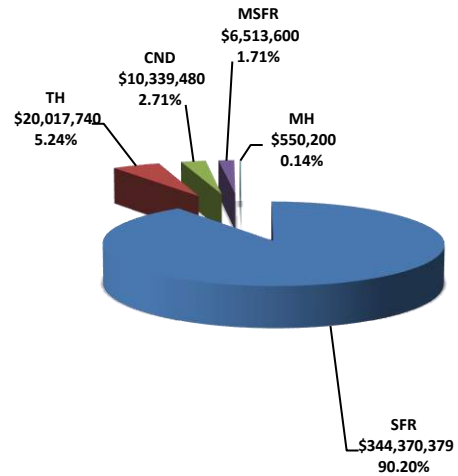
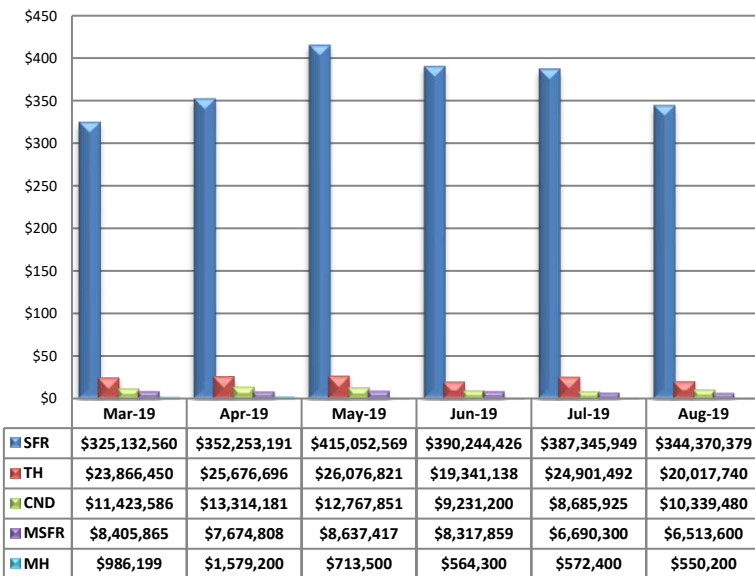


Total Sales Volume - August 2019

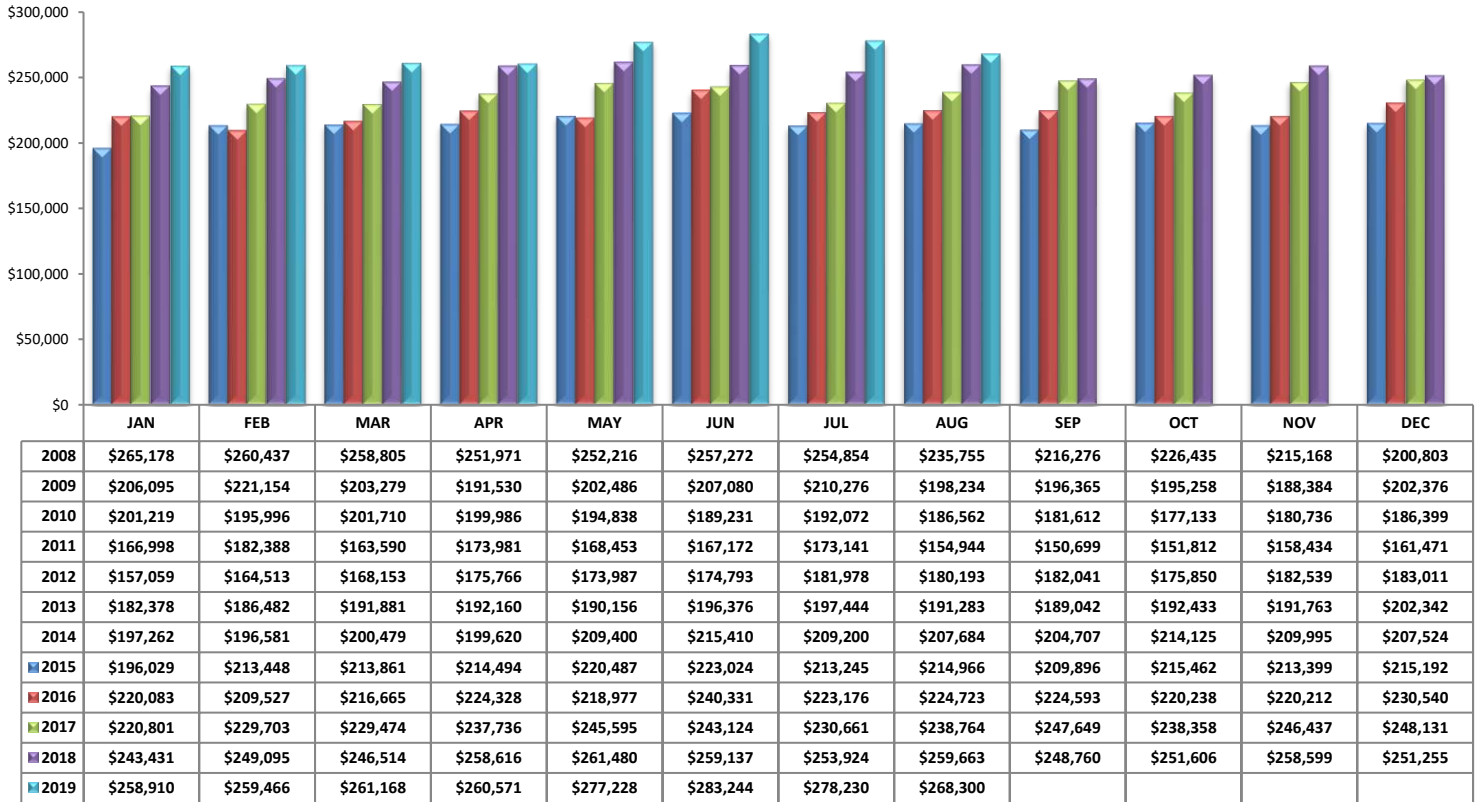


Total Sales Volume By Type - Monthly Comparison

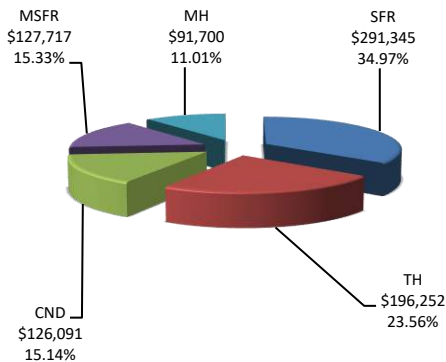
Monthly Volume by Type



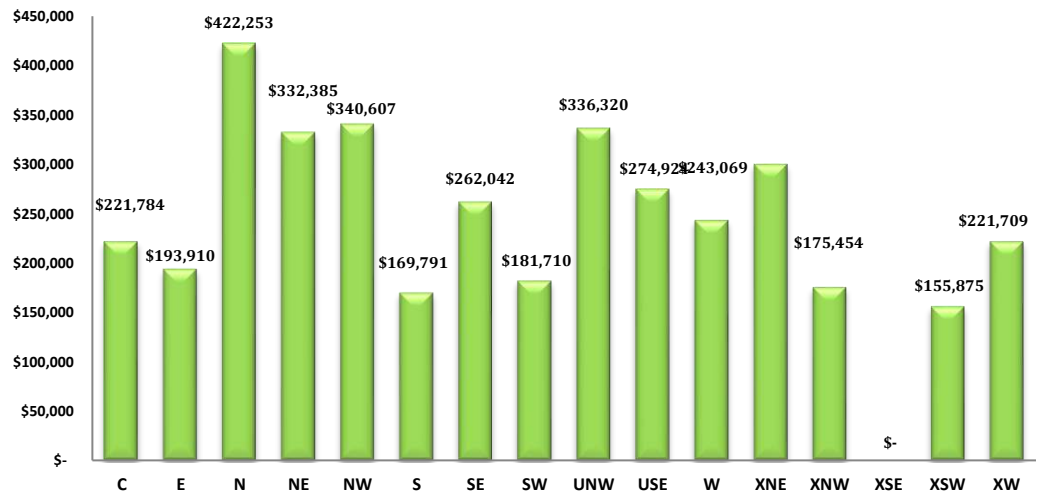
Average Sales Price – August 2019



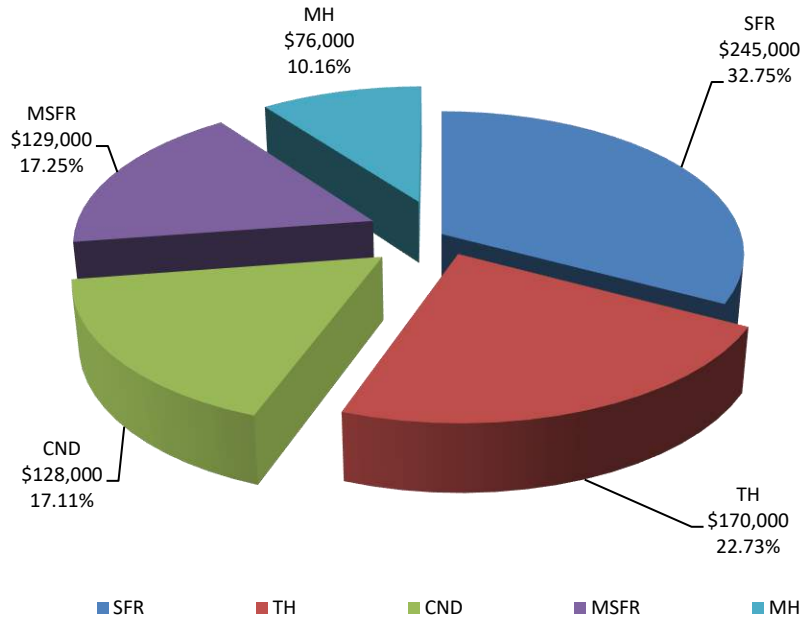
Average Sales Price by Type – August 2019



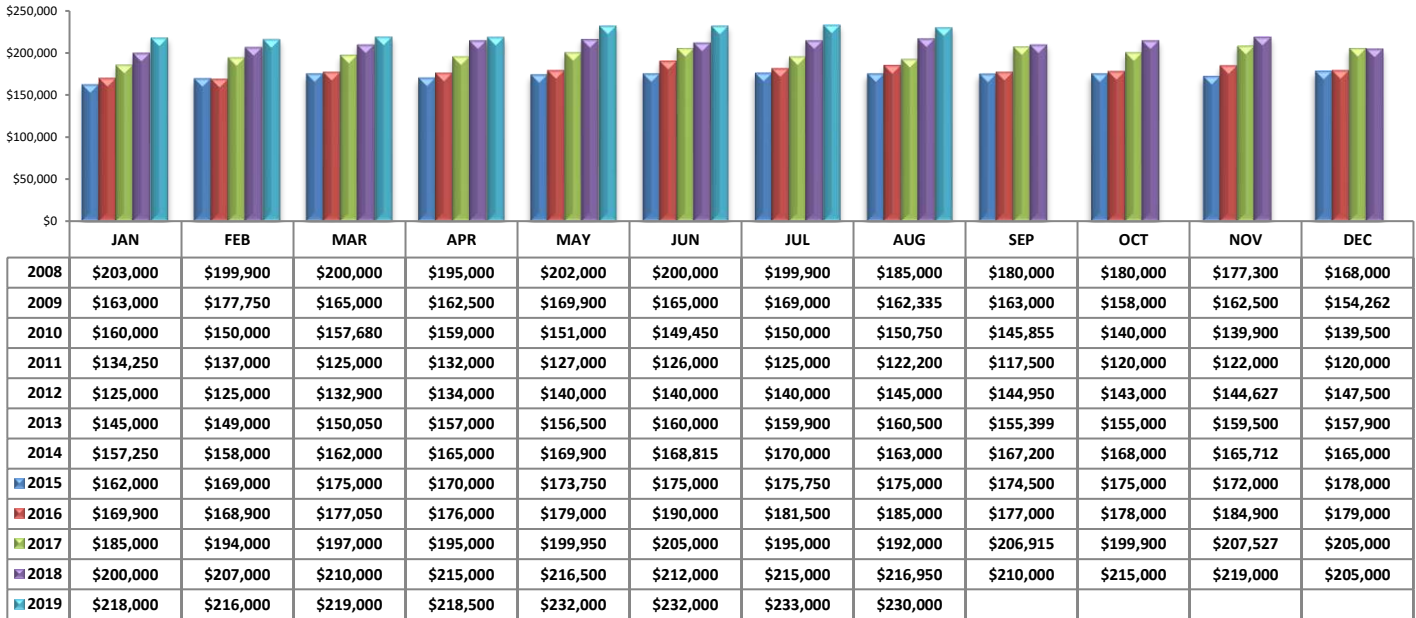
Average "Listing" Price per Area – August 2019



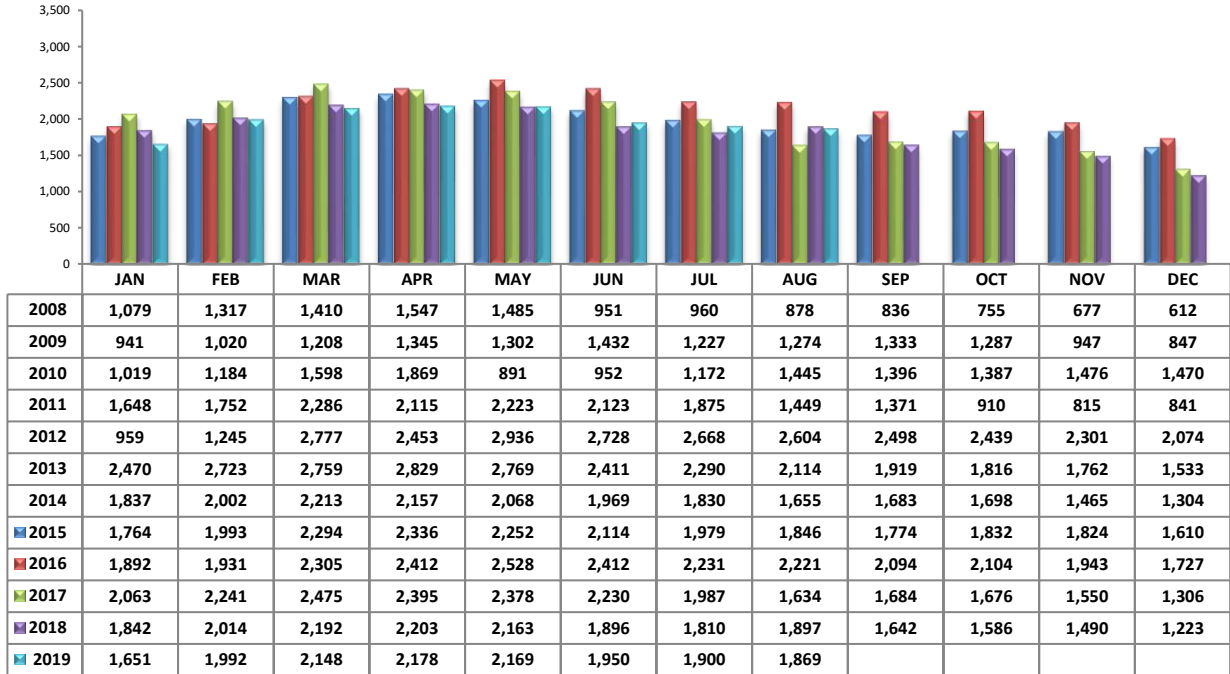
Median Sale Price - by Type



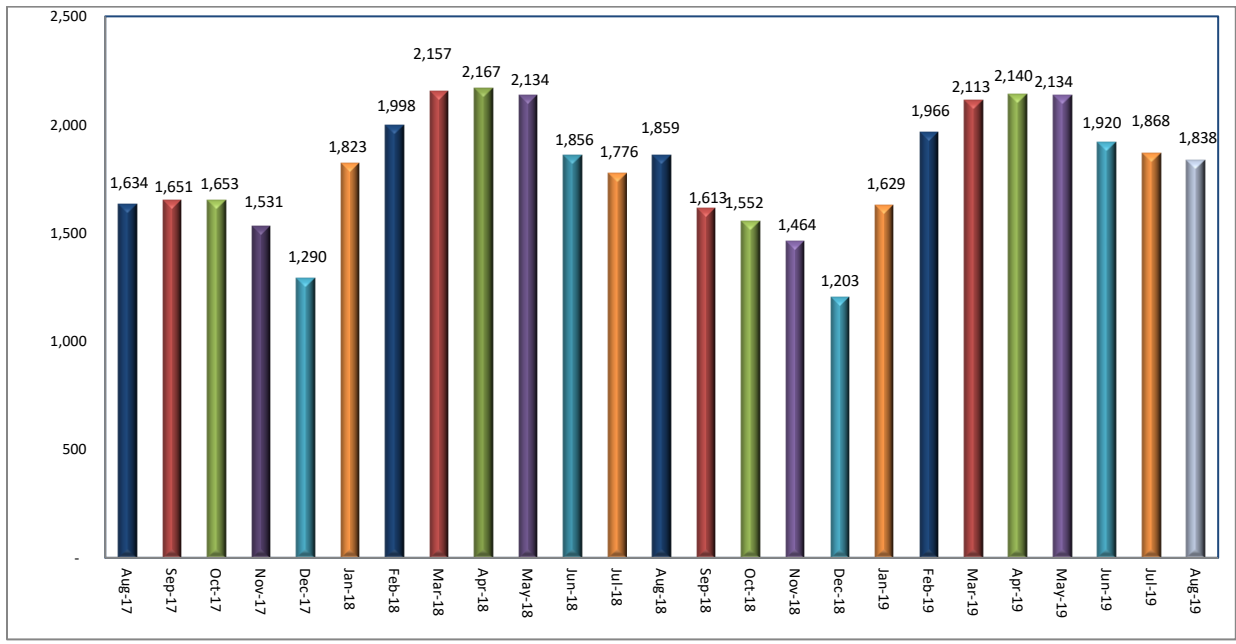
Median Sale Price - August 2019



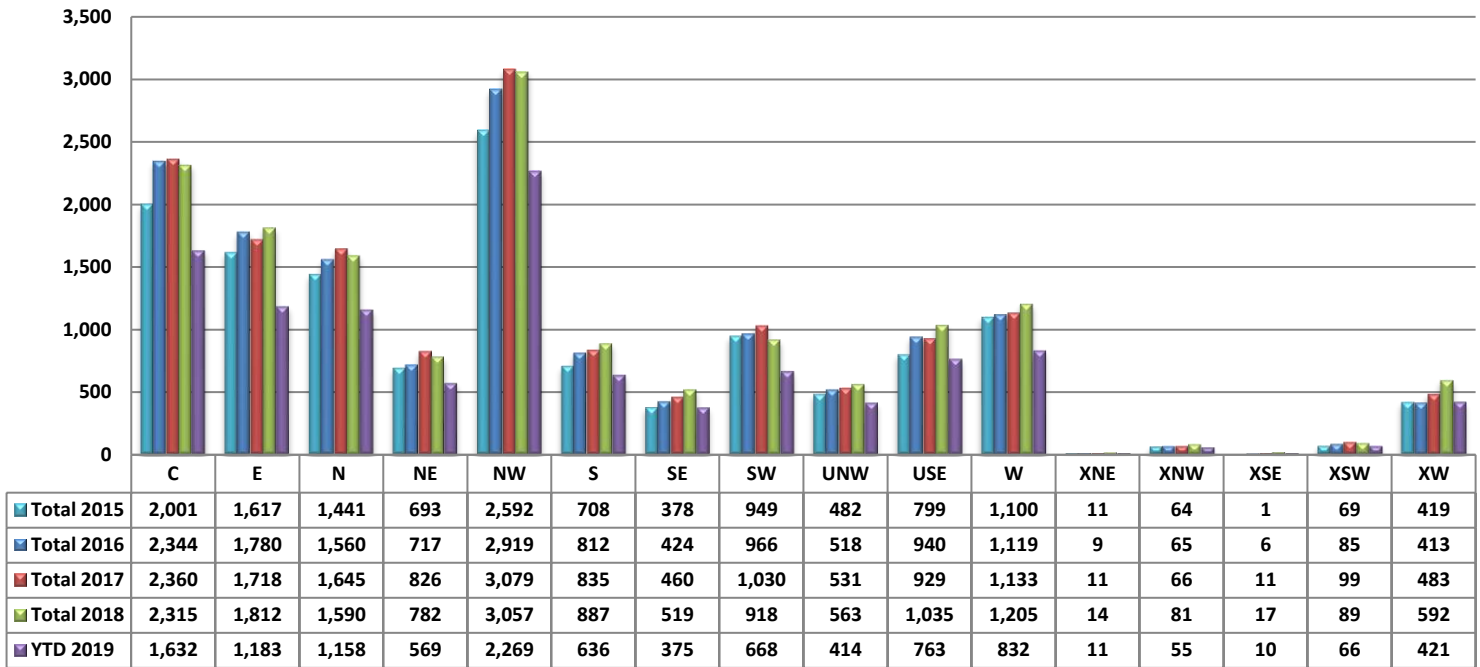
Newly Under Contract During The Month



Total Listings Still Under Contract At The End of The Month



Number of Sold Listings by Area - Annual Comparison



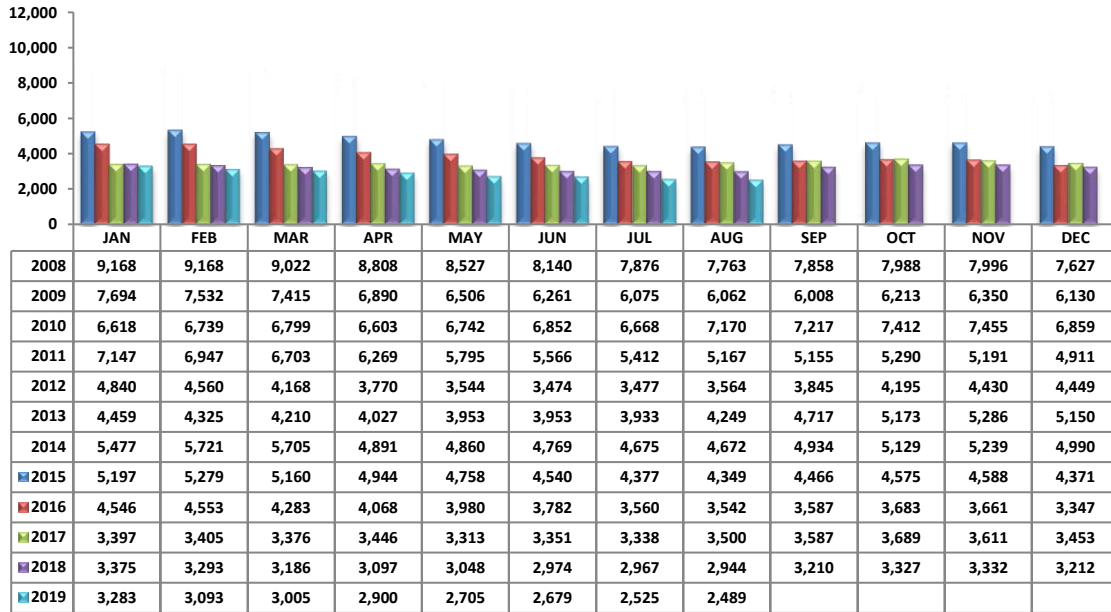
Average \$ Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$150,932	\$211,254	\$299,324	\$454,350	\$217,344
E	\$98,250	\$194,128	\$232,500	\$269,980	\$192,678
N	\$228,808	\$386,834	\$588,246	\$610,800	\$409,631
NE	\$118,903	\$300,243	\$396,631	\$611,722	\$328,244
NW	\$265,748	\$304,744	\$405,662	\$408,989	\$334,741
S	\$113,760	\$164,082	\$201,428	\$215,500	\$165,557
SE	\$46,800	\$248,724	\$266,579	\$382,428	\$261,544
SW	\$121,133	\$175,386	\$208,706	\$249,000	\$179,214
UNW	\$319,887	\$333,380	\$288,600	\$393,500	\$325,438
USE	\$239,911	\$243,717	\$286,816	\$357,521	\$272,543
W	\$151,170	\$249,190	\$287,970	\$360,000	\$240,131
XNE	\$178,000	\$500,000	\$0	\$0	\$258,500
XNW	\$0	\$172,462	\$178,133	\$0	\$174,892
XSE	\$0	\$0	\$0	\$0	\$0
XSW	\$58,950	\$180,483	\$266,000	\$0	\$154,225
XW	\$164,773	\$229,489	\$221,607	\$266,666	\$219,280

Units Sold per Area by # of Bedrooms

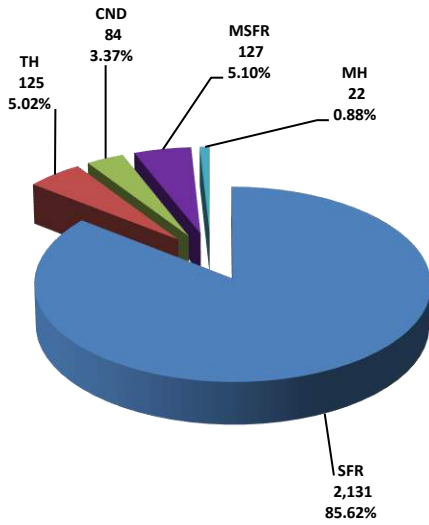
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	56	115	25	10	206
E	17	99	27	5	148
N	42	45	37	10	134
NE	13	33	16	9	71
NW	47	139	93	11	290
S	14	52	14	6	86
SE	1	30	23	4	58
SW	15	40	30	2	87
UNW	22	30	5	1	58
USE	6	44	49	9	108
W	22	47	27	2	98
XNE	3	1	0	0	4
XNW	0	4	3	0	7
XSE	0	0	0	0	0
XSW	4	6	2	0	12
XW	8	24	21	3	56

Active Listings

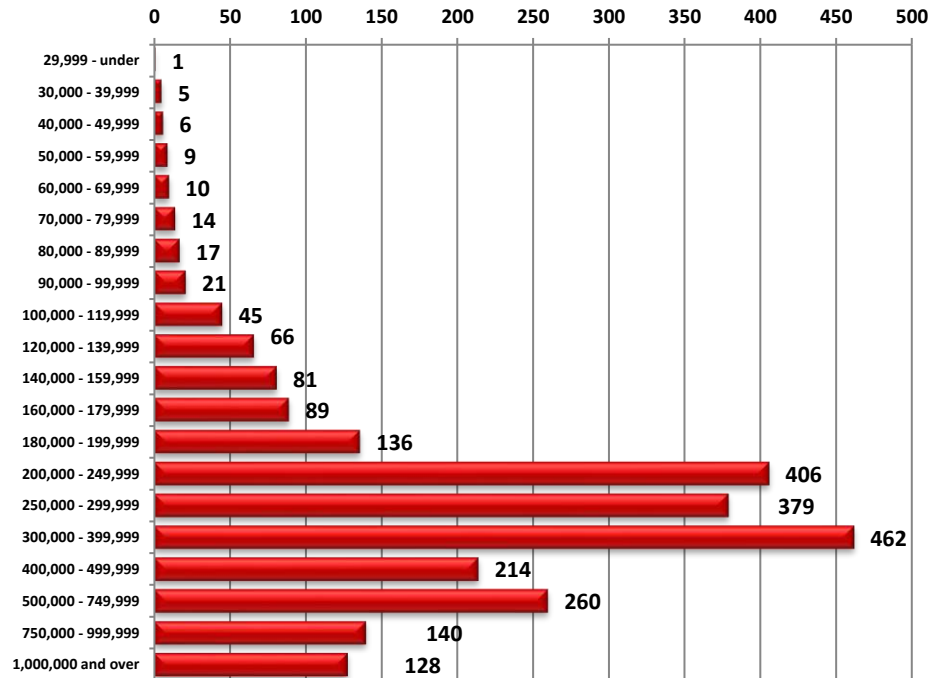


Area	# of Listings
C	350
E	182
N	337
NE	96
NW	553
S	104
SE	68
SW	142
UNW	109
USE	177
W	138
XNE	19
XNW	14
XSE	6
XSW	24
XW	170

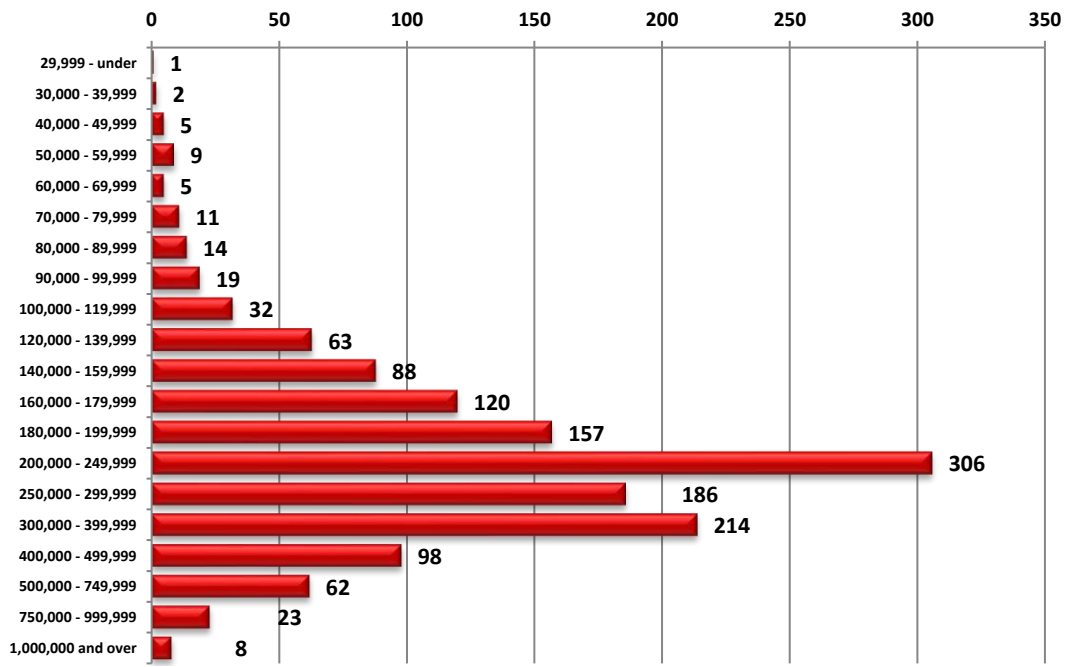
Active Listings Unit Breakdown



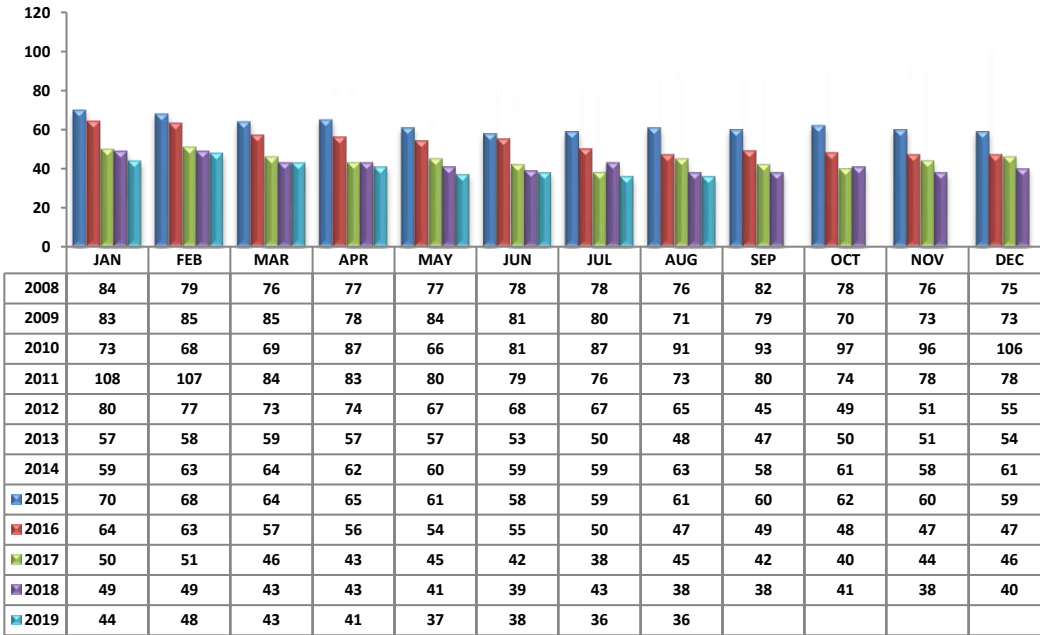
Active Listings Price Breakdown



Sold Price Breakdown

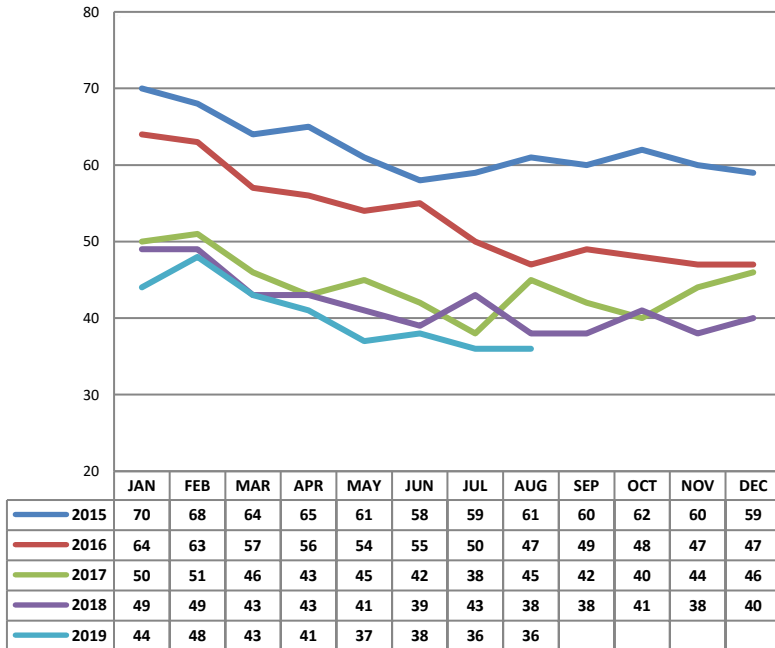


Average Days on Market/Listing - August 2019

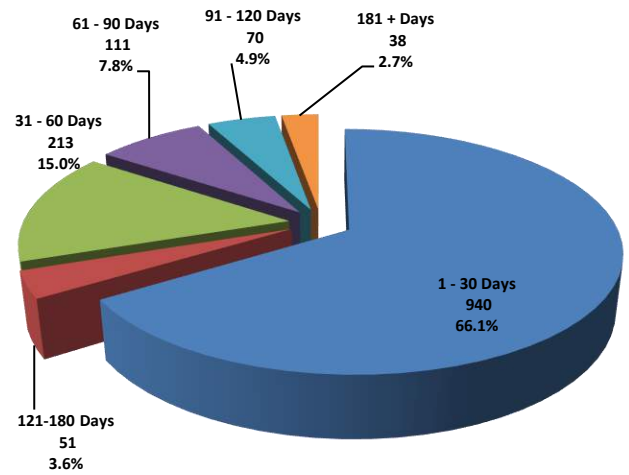


Area	# of Listings
C	32
E	24
N	42
NE	31
NW	46
S	18
SE	30
SW	27
UNW	52
USE	33
W	30
XNE	201
XNW	27
XSE	0
XSW	53
XW	48

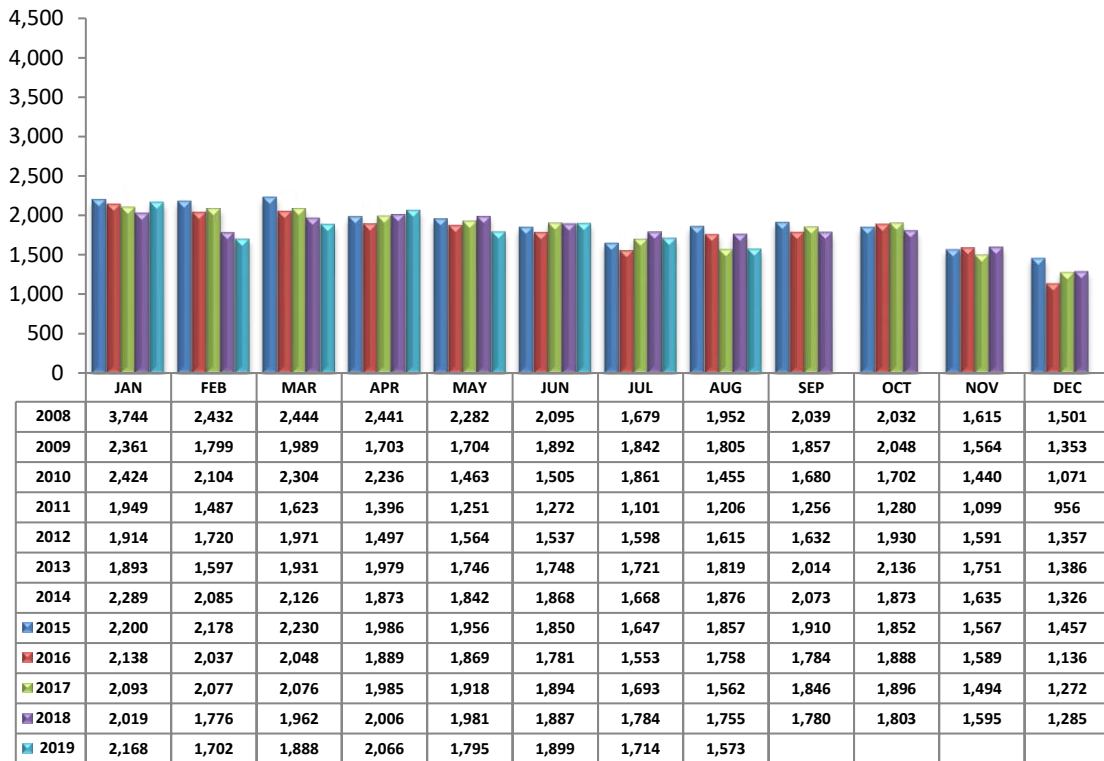
Annual Comparison - Average Days on Market



Average Days on Market/Listing Breakdown



New Listings – August 2019



Area	# of Listings
C	247
E	176
N	163
NE	61
NW	307
S	104
SE	54
SW	97
UNW	61
USE	110
W	104
XNE	4
XNW	7
XSE	1
XSW	13
XW	64

*Includes properties that were re-listed

**Beginning August 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.
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
May 2019	117	276	42
Jun 2019	81	241	52
Jul 2019	77	254	48
Aug 2019	58	244	51

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.