

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

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Multiple Listing Service of Southern Arizona Monthly Statistics June 2019

Below are some highlights from the June Residential Sales Statistics:

- Total Sales Volume of \$427,698,923 is down from \$463,248,158 in May, a 7.67% decrease and up 3.61% from June 2018.
- The Average Sales Price of \$283,244 is an increase of 2.17% from \$277,228 last month.
- Average List Price of \$284,524 is a slight increase of 0.68% from \$282,609 in May.
- Total Under Contract of 1,920 decreased 10.03 % since May's number of 2,134.
- Total Unit Sales of 1,510 is a decrease of 9.63% since last month's number of 1,671 and decreased 5.21% since June 2018.
- The Median Sales Price of \$232,000 is exactly the same as it was in May but is 9.43% higher than it was in June 2018.
- New Listings of 1,899 increased 5.79% from 1,795 in May.
- Total Active Listings of 2,679 is a decrease of 0.96% from May and a decrease of 9.92% from last year.
- Average Days on Market increased to 38 this month from 37 last month.
- Conventional loan sales of 51.7% exceeded Cash Sales of 20.7%.



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®.

Cheryl Terpening
2019 MLSSAZ President

Barbara Wilson
2019 TAR President



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June 2019 Recap by Month and Year - % of Change

Total Sales Volume

	2019	2018	Annual % Change
June	\$427,698,923	\$412,805,427	3.61%
May	\$463,248,158	\$413,401,140	12.06%
Month % Change	-7.67%	-0.14%	

Average Sales Price

	2019	2018	Annual % Change
June	\$283,244	\$259,137	9.30%
May	\$277,228	\$261,480	6.02%
Month % Change	2.17%	-0.90%	

Average List Price

	2019	2018	Annual % Change
June	\$284,524	\$264,328	7.64%
May	\$282,609	\$267,234	5.75%
Month % Change	0.68%	-1.09%	

Total Under Contract

	2019	2018	Annual % Change
June	1,920	1,856	3.45%
May	2,134	2,134	0.00%
Month % Change	-10.03%	-13.03%	

Total Unit Sales

	2019	2018	Annual % Change
June	1,510	1,593	-5.21%
May	1,671	1,581	5.69%
Month % Change	-9.63%	0.76%	

Median Sales Price

	2019	2018	Annual % Change
June	\$232,000	\$212,000	9.43%
May	\$232,000	\$216,500	7.16%
Month % Change	0.00%	-2.08%	

New Listings

	2019	2018	Annual % Change
June	1,899	1,887	0.64%
May	1,795	1,981	-9.39%
Month % Change	5.79%	-4.75%	

Active Listings

	2019	2018	Annual % Change
June	2,679	2,974	-9.92%
May	2,705	3,048	-11.25%
Month % Change	-0.96%	-2.43%	

June 2019 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%
85145	14	11	78.57%	85645	0	0	0.00%	85713	73	34	46.58%	85741	49	53	108.16%
85245	0	0	0.00%	85648	0	0	0.00%	85714	13	11	84.62%	85742	118	54	45.76%
85601	0	0	0.00%	85653	152	42	27.63%	85715	51	41	80.39%	85743	80	64	80.00%
85602	0	0	0.00%	85658	119	45	37.82%	85716	80	44	55.00%	85744	0	1	0.00%
85611	0	0	0.00%	85701	30	1	3.33%	85717	0	0	0.00%	85745	92	66	71.74%
85614	2	0	0.00%	85703	0	0	0.00%	85718	180	64	35.56%	85746	38	41	107.89%
85616	0	0	0.00%	85704	79	69	87.34%	85719	102	41	40.20%	85747	81	58	71.60%
85619	21	4	19.05%	85705	50	33	66.00%	85730	51	50	98.04%	85748	50	35	70.00%
85622	0	0	0.00%	85706	40	28	70.00%	85734	0	0	0.00%	85749	61	42	68.85%
85623	7	2	28.57%	85709	0	0	0.00%	85735	32	9	28.13%	85750	165	73	44.24%
85629	3	1	33.33%	85710	81	65	80.25%	85736	16	7	43.75%	85755	147	52	35.37%
85637	2	0	0.00%	85711	62	44	70.97%	85737	112	64	57.14%	85756	42	52	123.81%
85641	175	80	45.71%	85712	60	46	76.67%	85739	108	56	51.85%	85757	40	27	67.50%

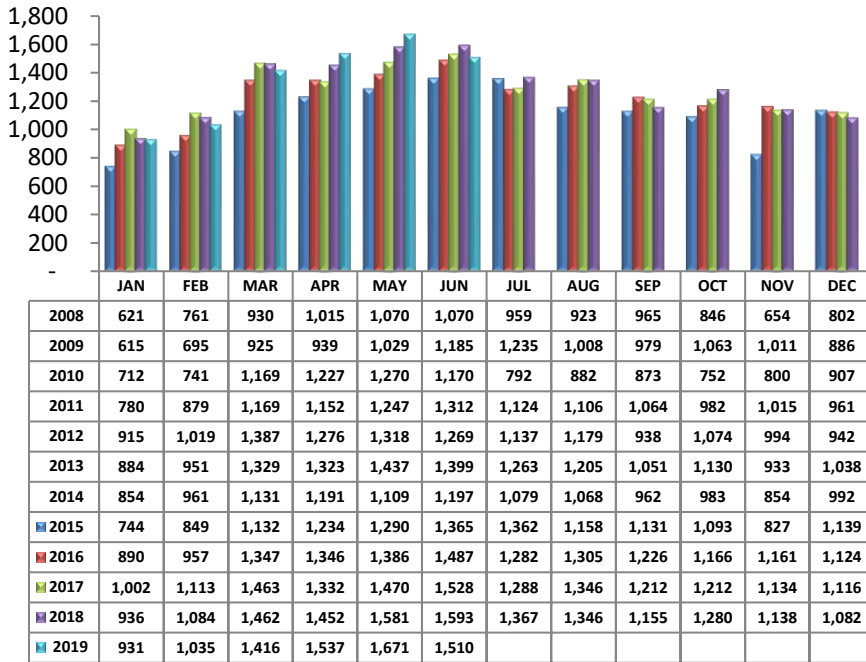
NOTE:

85709- 1 active listing

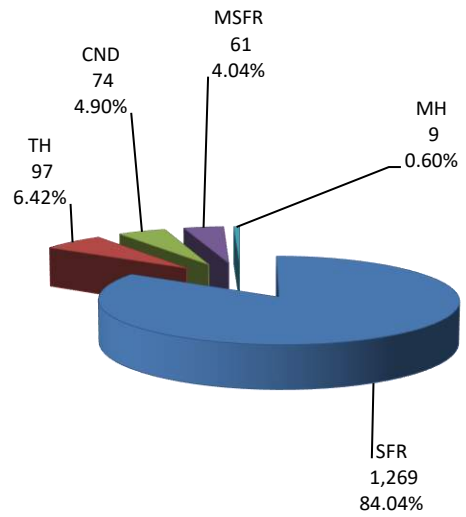
Residential Listing Statistics						Active Listings		Days on Market		
	Total Active	Total Contingent	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold		
Under \$29,999	3	2	0	5	2	C	393	1 -30 Days	989	
\$30,000 to \$39,999	3	3	1	7	2	E	181	31-60 Days	215	
\$40,000 to \$49,999	9	1	1	11	6	N	384	61 - 90 Days	115	
\$50,000 to \$59,999	5	7	0	12	4	NE	115	91-120 Days	80	
\$60,000 to \$69,999	18	9	1	28	9	NW	580	121 - 180 Days	67	
\$70,000 to \$79,999	22	7	2	31	16	S	96	Over 180 Days	44	
\$80,000 to \$89,999	16	15	2	33	13	SE	96	Avg. Days on Market		
\$90,000 to \$99,999	20	22	4	46	15	SW	126	38		
\$100,000 to \$119,999	43	35	8	86	31	UNW	120	Avg. Sold Price		
\$120,000 to \$139,999	67	91	11	169	75	USE	179	\$283,244		
\$140,000 to \$159,999	71	110	19	200	88	W	159	Median Sale Price		
\$160,000 to \$179,999	116	169	34	319	122	XNE	22	\$232,000		
\$180,000 to \$199,999	161	172	24	357	137	XNW	15	New Listings		
\$200,000 to \$249,999	415	303	79	797	325	XSE	8	1,899		
\$250,000 to \$299,999	397	204	44	645	212	XSW	28			
\$300,000 to \$399,999	485	206	57	748	222	XW	177			
\$400,000 to \$499,999	236	90	26	352	97	Sold Units per Area		Sales Volume by Area		
\$500,000 to \$749,999	287	81	21	389	98	C	216	\$52,273,124		
\$750,000 to \$999,999	161	32	13	206	23	E	150	\$31,639,128		
\$1,000,000 and over	144	12	2	158	13	N	170	\$75,015,553		
						NE	84	\$29,663,810		
						NW	305	\$95,560,903		
						S	75	\$11,972,914		
						SE	51	\$13,202,931		
						SW	89	\$15,985,072		
						UNW	58	\$22,105,700		
						USE	110	\$29,494,635		
Totals	2,679	1,571	349	4,599	1,510	W	119	\$33,137,965		
						XNE	4	\$1,588,000		
						XNW	11	\$2,162,780		
Home Sales Volume	<u>Jun-19</u>	<u>Jun-18</u>	<u>% Change</u>	<u>YTD 2019</u>	<u>YTD 2018</u>	<u>% Change</u>	XSE	0	\$0	
	\$427,698,923	\$412,805,427	3.61%	\$2,170,853,428	\$2,059,992,680	5.38%	XSW	8	\$1,264,000	
Home Sales Units	1,510	1,593	-5.21%	8,100	8,108	-0.10%	XW	60	\$12,632,408	
Average Sales Price (All Residential)	\$283,244	\$259,137	9.30%	\$268,802	\$258,083	4.15%	Total Volume		\$427,698,923	
Median Sales Price	\$232,000	\$212,000	9.43%	\$228,563	\$212,844	7.39%				
Average Days on Market:	38	39	-2.56%	39	41	-4.88%				
Average List Price for Sold:	284,524	\$264,328	7.64%	\$279,398	\$263,630	5.98%				
SP/LP %	99.55%	98.04%		96.21%	97.90%					
Total Under Contract	1,920	1,856	3.45%					Types of Financing		Totals
Active Listings	2,679	2,974	-9.92%					FHA	213	
New Listings	1,899	1,887	0.64%					VA	173	
								Other	21	
								Cash	313	
								Conventional	781	
								Cash/Loan	0	
								Carryback	9	

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.

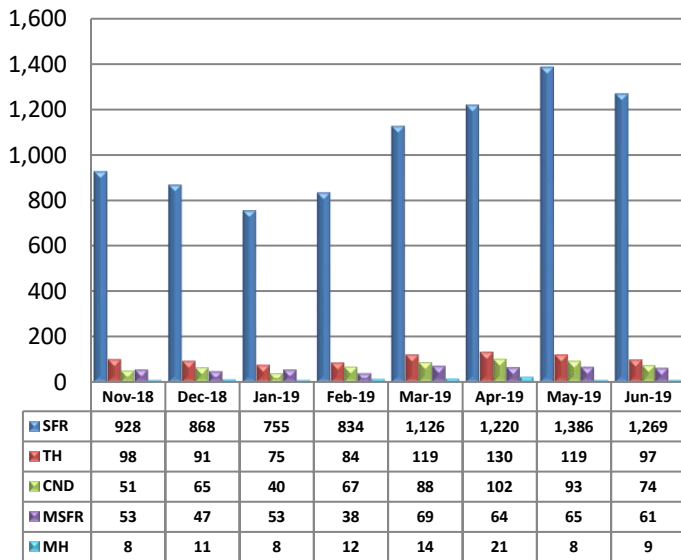
Total Unit Sales - June 2019



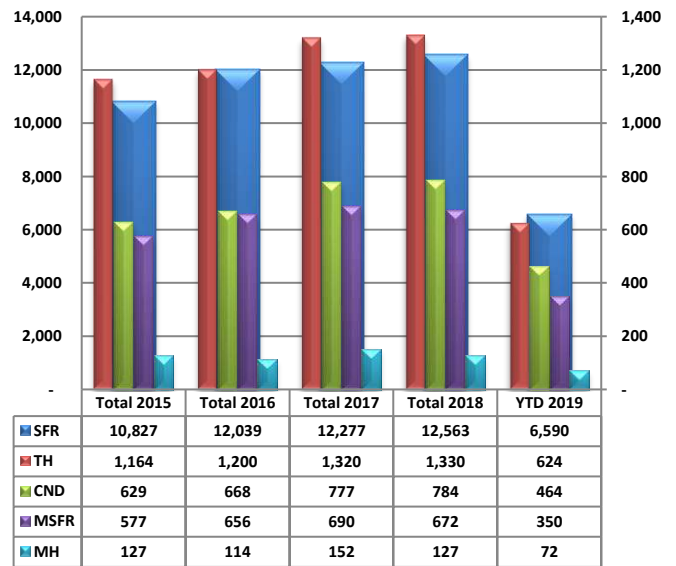
Unit Sales - Breakdown by Type



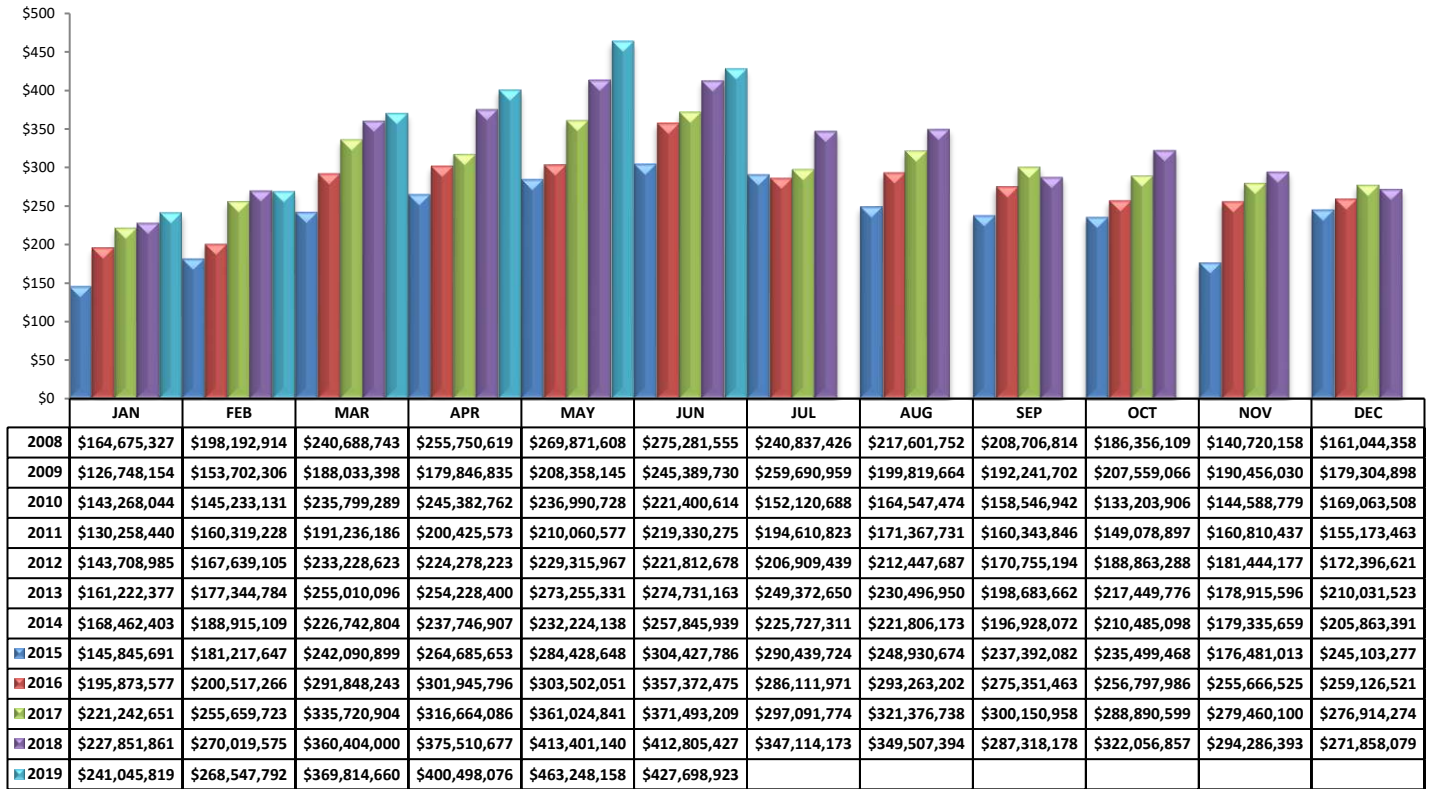
Total Unit Sales By Type - Monthly Comparison



YTD Annual Comparison - Breakdown by Type

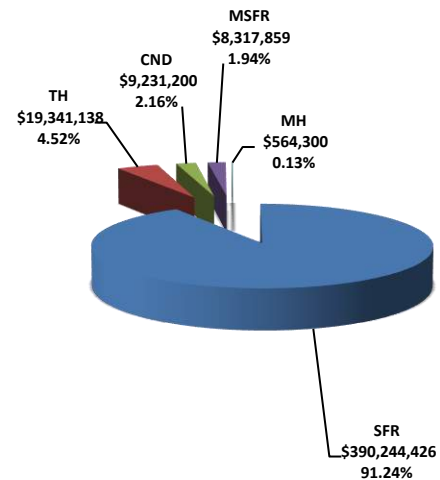
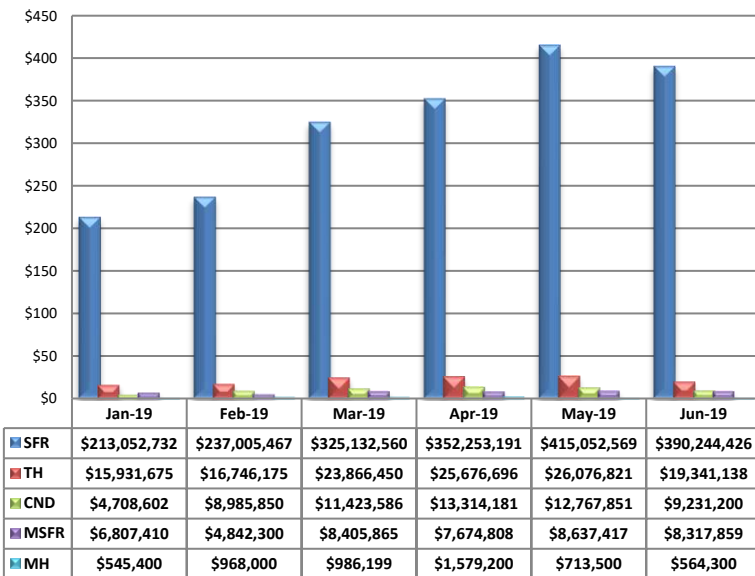


Total Sales Volume - June 2019

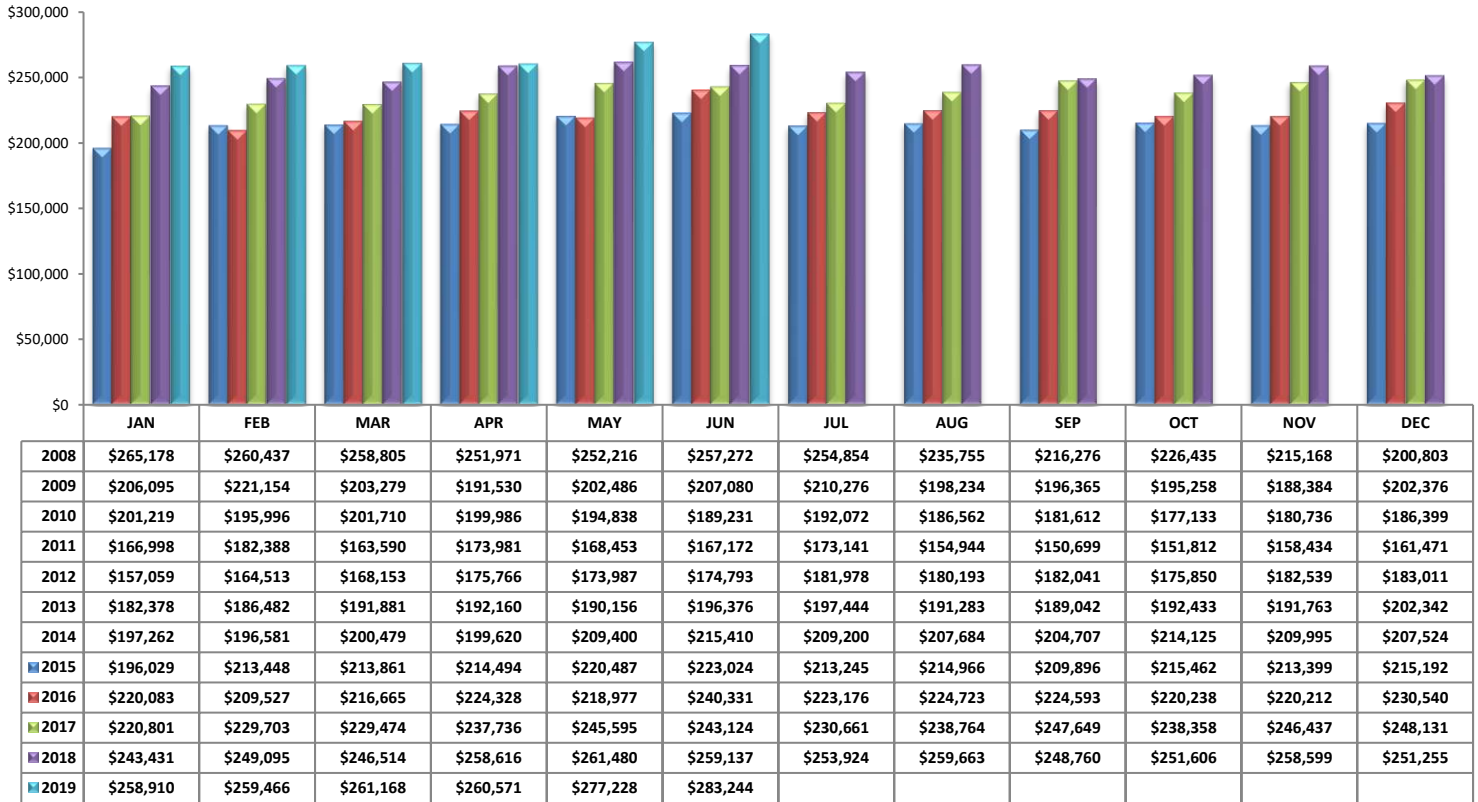


Total Sales Volume By Type - Monthly Comparison

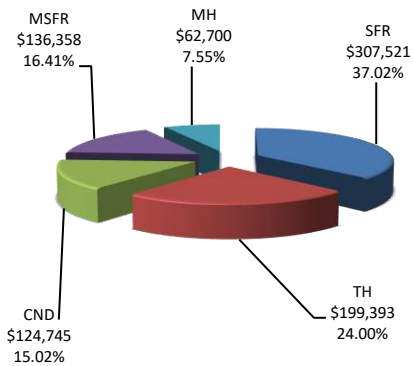
Monthly Volume by Type



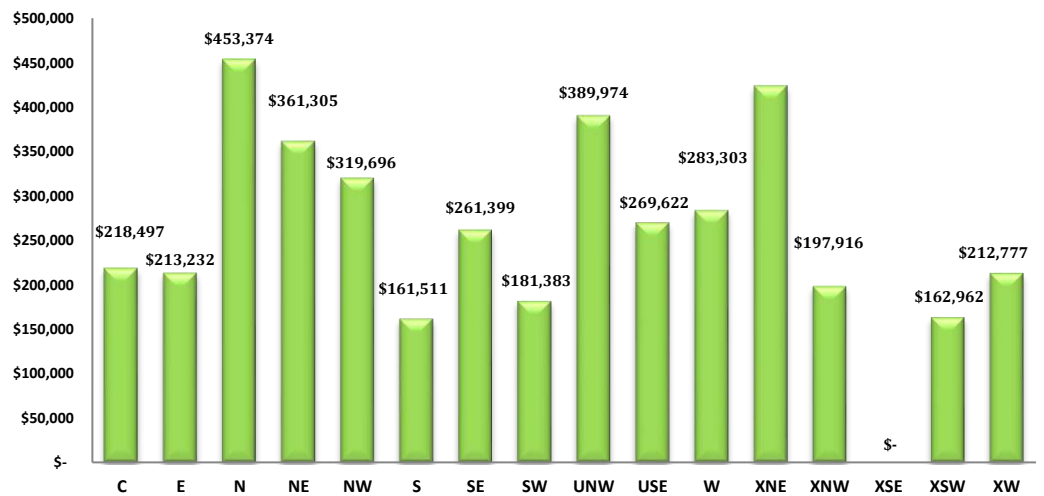
Average Sales Price – June 2019



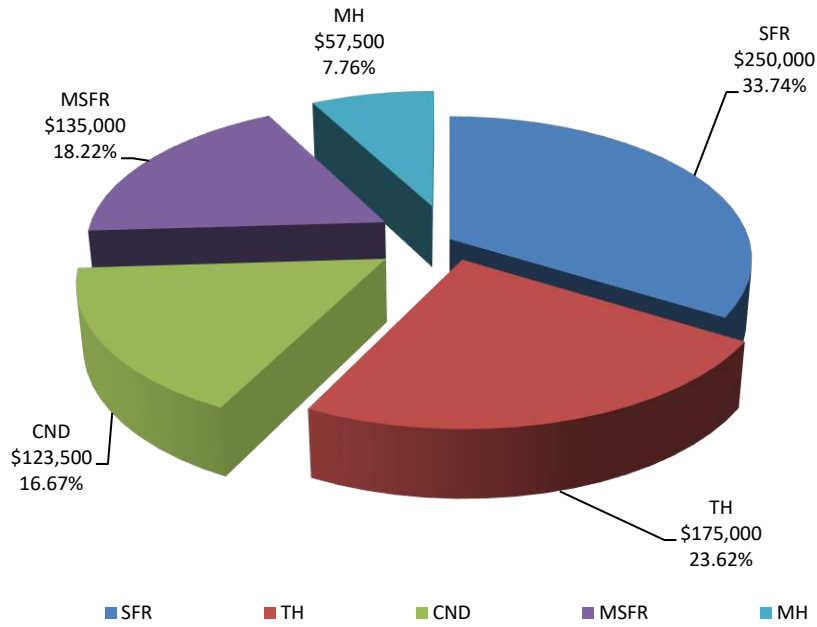
Average Sales Price by Type – June 2019



Average "Listing" Price per Area – June 2019



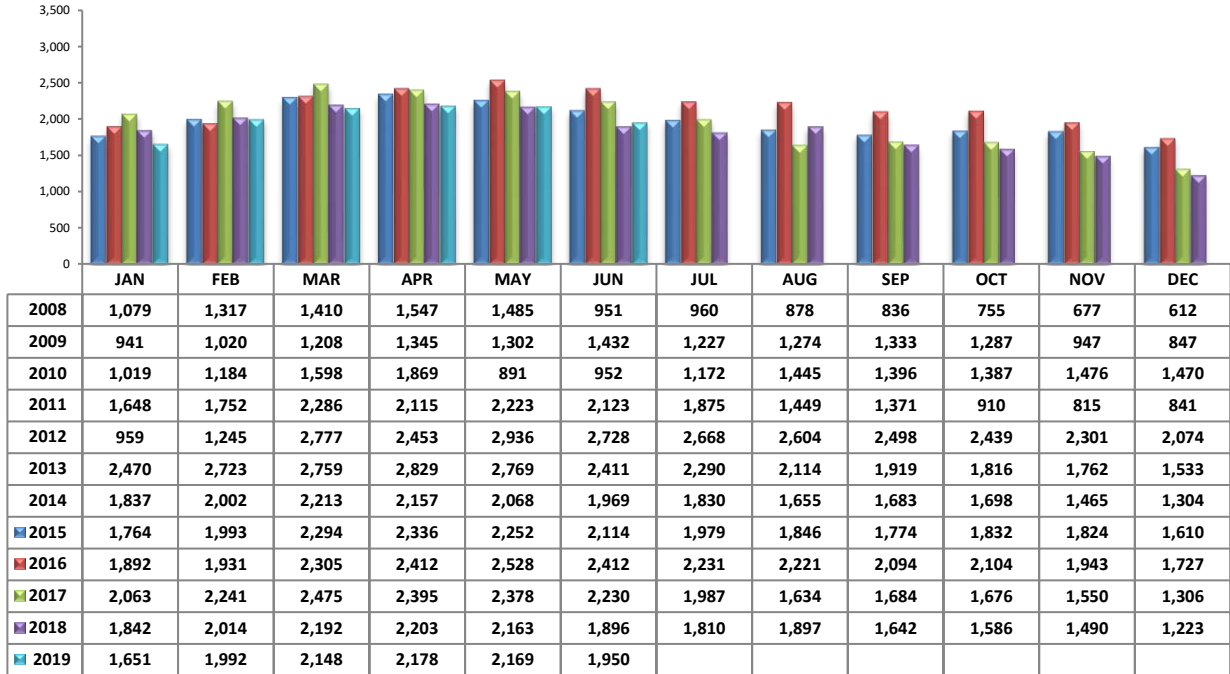
Median Sale Price - by Type



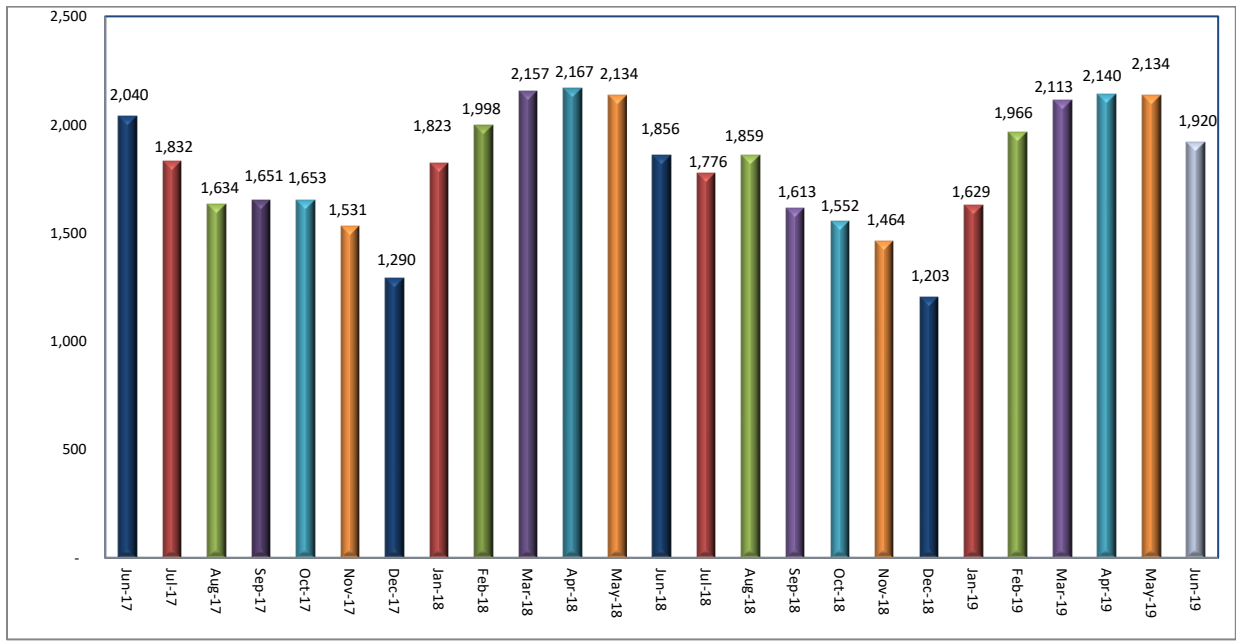
Median Sale Price - June 2019



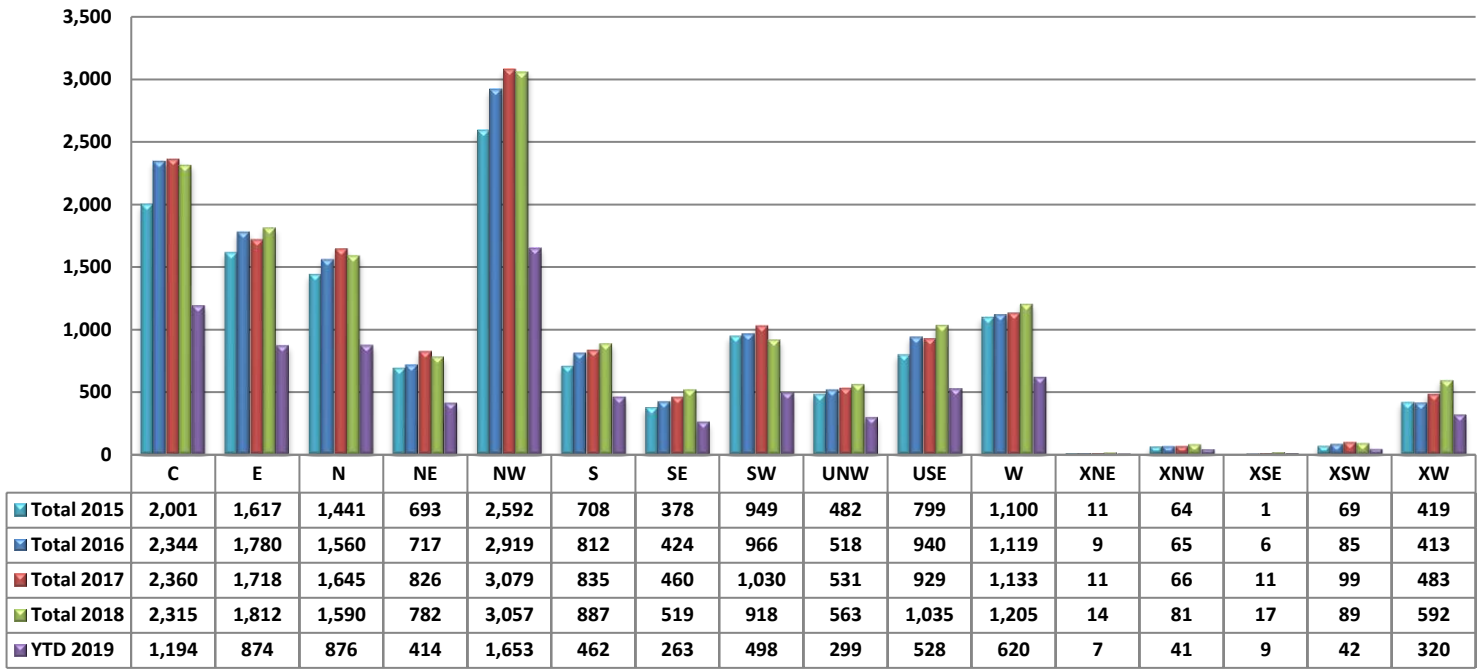
Newly Under Contract During The Month



Total Listings Still Under Contract At The End of The Month



Number of Sold Listings by Area - Annual Comparison



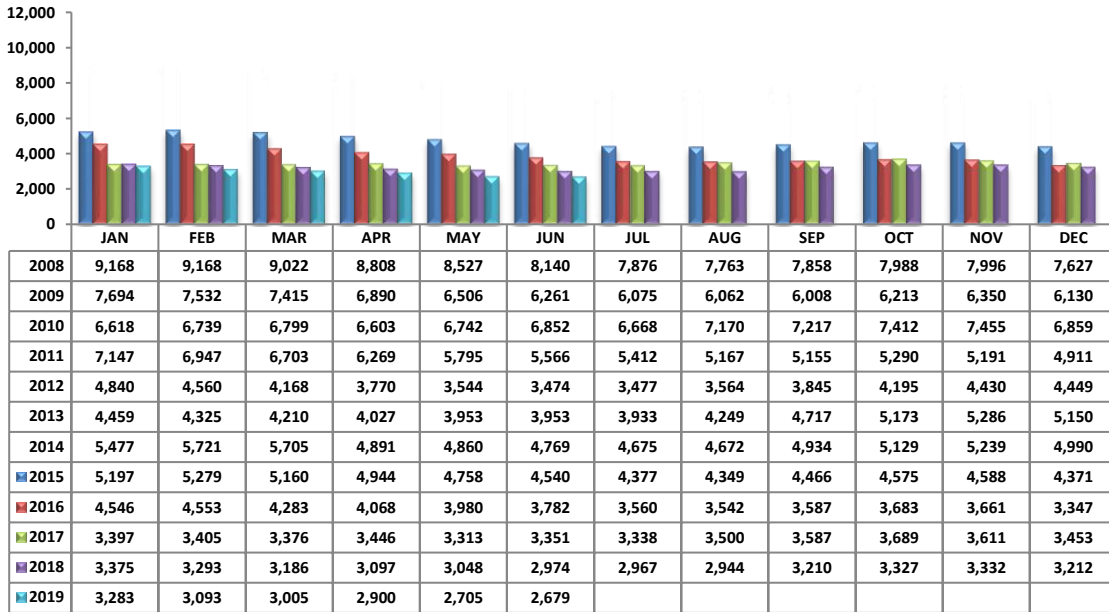
Average \$ Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$159,839	\$267,088	\$308,890	\$304,625	\$242,005
E	\$127,328	\$197,820	\$262,500	\$267,100	\$210,927
N	\$205,610	\$368,688	\$613,060	\$800,166	\$441,267
NE	\$132,464	\$312,884	\$433,820	\$476,862	\$353,140
NW	\$257,585	\$283,083	\$372,103	\$432,906	\$313,314
S	\$121,280	\$153,696	\$187,074	\$222,500	\$159,638
SE	\$162,625	\$235,872	\$269,240	\$359,557	\$258,881
SW	\$115,441	\$182,916	\$209,708	\$281,250	\$179,607
UNW	\$336,009	\$396,603	\$397,580	\$827,500	\$381,132
USE	\$212,190	\$233,662	\$297,501	\$361,845	\$268,133
W	\$176,513	\$251,979	\$344,110	\$446,076	\$278,470
XNE	\$260,000	\$318,000	\$750,000	\$0	\$397,000
XNW	\$0	\$188,540	\$201,500	\$238,500	\$196,616
XSE	\$0	\$0	\$0	\$0	\$0
XSW	\$50,000	\$176,333	\$156,000	\$0	\$158,000
XW	\$103,325	\$195,931	\$254,504	\$330,000	\$210,540

Units Sold per Area by # of Bedrooms

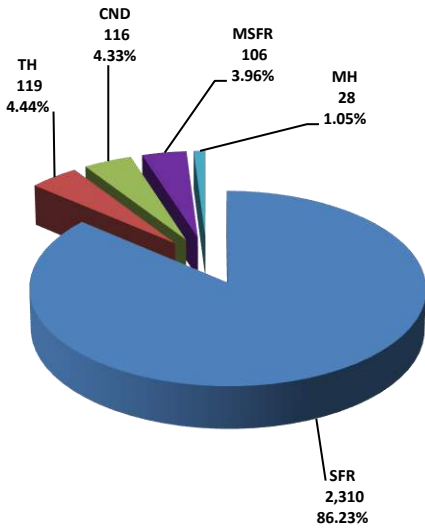
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	64	117	31	4	216
E	21	76	49	4	150
N	46	52	60	12	170
NE	14	24	38	8	84
NW	49	150	89	17	305
S	8	48	17	2	75
SE	4	22	18	7	51
SW	18	42	27	2	89
UNW	22	30	5	1	58
USE	8	51	40	11	110
W	18	62	30	9	119
XNE	2	1	1	0	4
XNW	0	7	3	1	11
XSE	0	0	0	0	0
XSW	1	6	1	0	8
XW	4	36	19	1	60

Active Listings

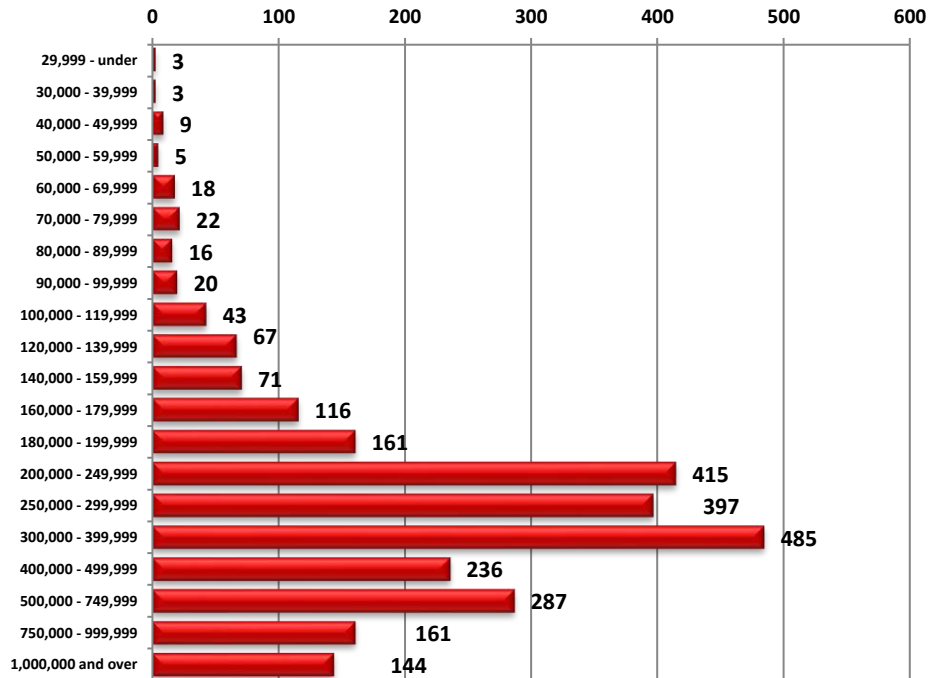


Area	# of Listings
C	393
E	181
N	384
NE	115
NW	580
S	96
SE	96
SW	126
UNW	120
USE	179
W	159
XNE	22
XNW	15
XSE	8
XSW	28
XW	177

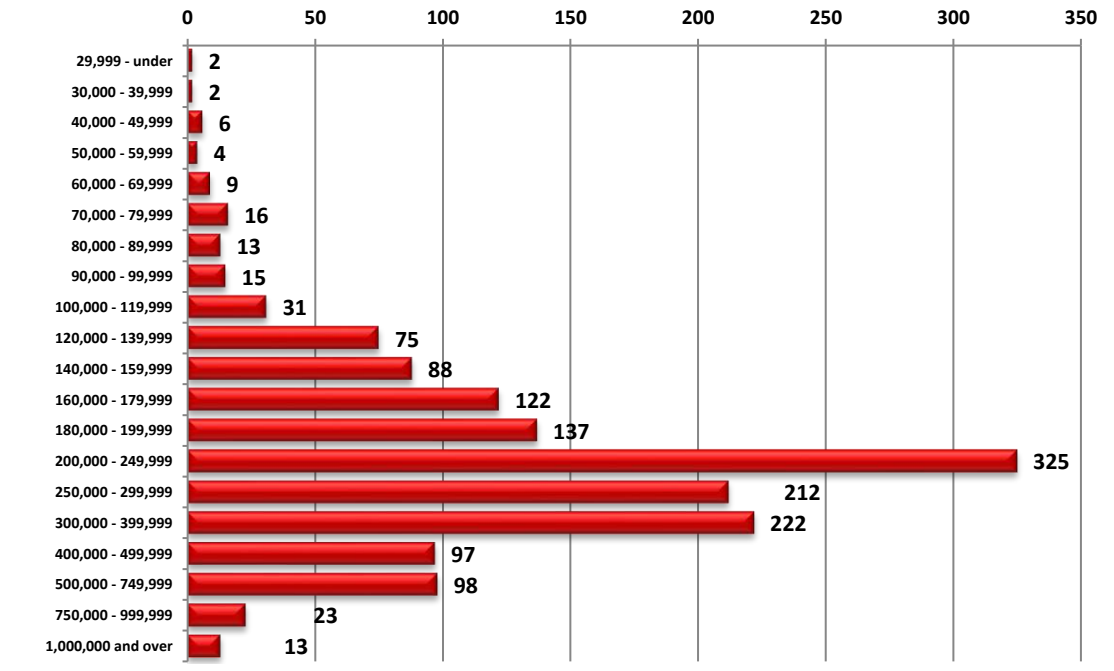
Active Listings Unit Breakdown



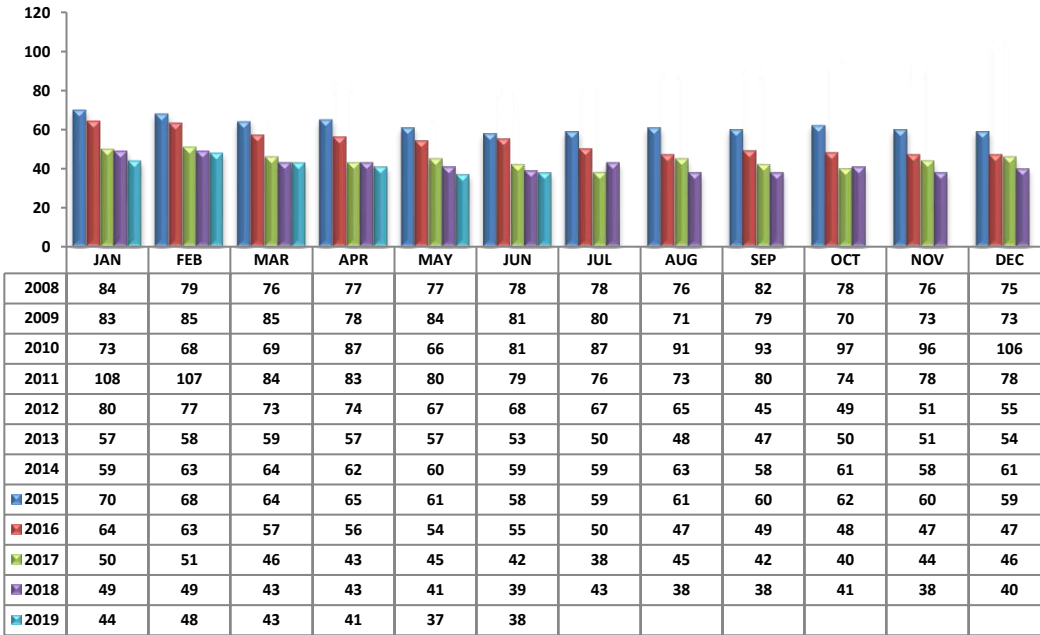
Active Listings Price Breakdown



Sold Price Breakdown

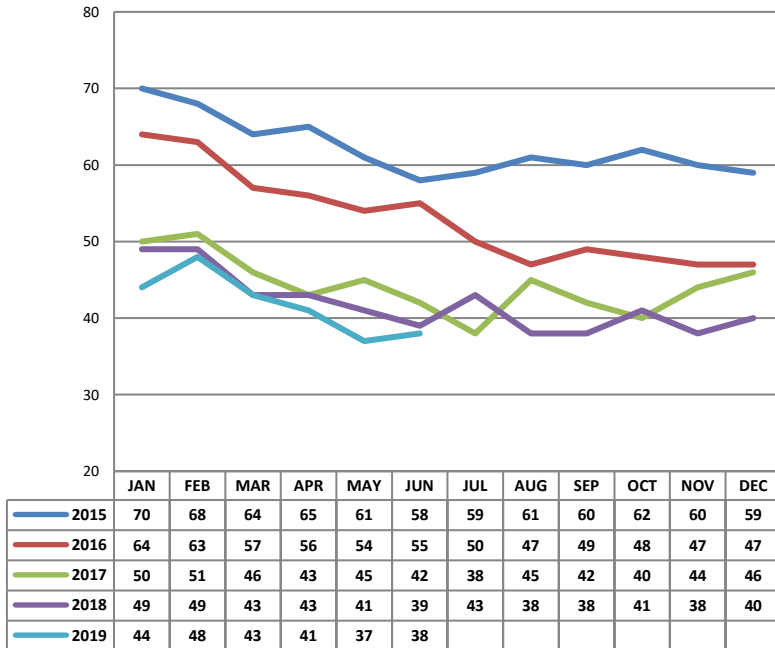


Average Days on Market/Listing - June 2019

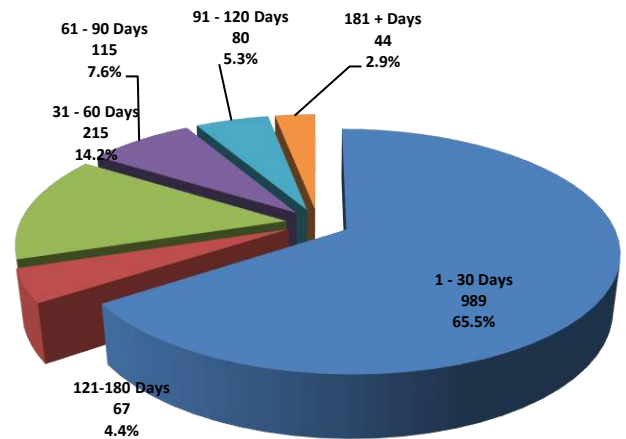


Area	# of Listings
C	30
E	21
N	53
NE	37
NW	39
S	30
SE	32
SW	37
UNW	58
USE	45
W	33
XNE	31
XNW	31
XSE	0
XSW	63
XW	47

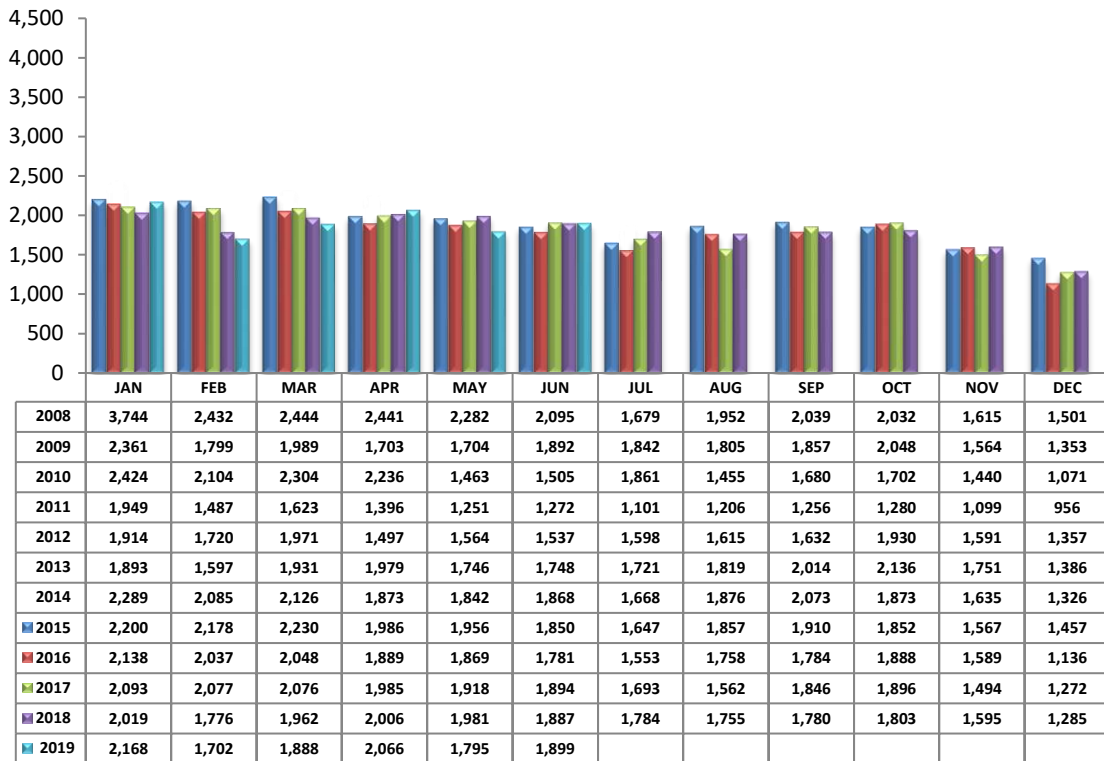
Annual Comparison - Average Days on Market



Average Days on Market/Listing Breakdown



New Listings – June 2019



Area	# of Listings
C	296
E	197
N	185
NE	92
NW	351
S	112
SE	76
SW	104
UNW	60
USE	146
W	139
XNE	3
XNW	14
XSE	0
XSW	15
XW	109

*Includes properties that were re-listed

**Beginning June 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.
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
May 2019	117	276	42
Jun 2019	81	241	52

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.