

**For Immediate
Release:**
June 8, 2017

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Multiple Listing Service of Southern Arizona

Monthly Statistics May 2017

Below are some highlights from the May Residential Sales Statistics:

- Total Sales Volume of \$386,081,637 is an increase of 14.68% over April's number of \$336,667,709 and an increase of 17.83% over May 2016.
- The Average Sales Price of \$240,249 increased by 3.12% from last month's number of \$232,988.
- Average List Price increased 2.63%, going from \$239,287 in April to \$245,591 in May.
- Total Under Contract decreased this month by 0.71%.
- Total Unit Sales are up 11.21% from April and 5.10% from May 2016.
- The Median Sales Price increased to \$195,000 from \$190,000 last month and increased 8.94% from last year.
- New Listings decreased 5.66%.
- Total Active Listings of 3,589 is a decrease of 4.88% from last month and a decrease of 18.58% from last year.
- Average Days on Market increased to 46 from 44 last month.
- Conventional loan sales of 41.2% exceeded Cash Sales of 24.5%.

Henry Zipf
2017 MLSSAZ President

Pam Ruggeroli
2017 TAR President



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May 2017 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
May	\$386,081,637	\$327,650,182	17.83%
April	\$336,667,709	\$325,916,149	3.30%
Month % Change	14.68%	0.53%	

Average Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
May	\$240,249	\$214,290	12.11%
April	\$232,988	\$221,260	5.30%
Month % Change	3.12%	-3.15%	

Average List Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
May	\$245,591	\$217,902	12.71%
April	\$239,287	\$227,974	4.96%
Month % Change	2.63%	-4.42%	

Total Under Contract

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
May	2,378	2,528	-5.93%
April	2,395	2,643	-9.38%
Month % Change	-0.71%	-4.35%	

Total Unit Sales

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
May	1,607	1,529	5.10%
April	1,445	1,473	-1.90%
Month % Change	11.21%	3.80%	

Median Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
May	\$195,000	\$179,000	8.94%
April	\$190,000	\$176,000	7.95%
Month % Change	2.63%	1.70%	

New Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
May	2,035	2,029	0.30%
April	2,157	2,057	4.86%
Month % Change	-5.66%	-1.36%	

Active Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
May	3,589	4,408	-18.58%
April	3,773	4,525	-16.62%
Month % Change	-4.88%	-2.59%	

May 2017 - 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>
85143	0	0	0.00%	85645	0	0	0.00%	85713	76	45	59.21%	85740	0	0	0.00%
85145	8	4	50.00%	85648	0	0	0.00%	85714	11	7	63.64%	85741	52	54	103.85%
85245	0	0	0.00%	85653	77	32	41.56%	85715	77	43	55.84%	85742	160	50	31.25%
85601	0	0	0.00%	85654	0	0	0.00%	85716	88	55	62.50%	85743	124	60	48.39%
85602	4	2	50.00%	85658	163	61	37.42%	85717	0	0	0.00%	85745	100	54	54.00%
85611	0	0	0.00%	85701	20	6	30.00%	85718	261	65	24.90%	85746	55	43	78.18%
85614	145	58	40.00%	85704	95	54	56.84%	85719	91	32	35.16%	85747	88	63	71.59%
85616	0	0	0.00%	85705	64	29	45.31%	85730	86	48	55.81%	85748	67	29	43.28%
85619	27	2	7.41%	85706	37	36	97.30%	85734	0	0	0.00%	85749	136	31	22.79%
85622	35	12	34.29%	85709	0	0	0.00%	85735	38	14	36.84%	85750	190	68	35.79%
85623	18	5	27.78%	85710	117	65	55.56%	85736	22	5	22.73%	85755	195	69	35.38%
85629	100	68	68.00%	85711	74	46	62.16%	85737	139	59	42.45%	85756	47	46	97.87%
85641	183	69	37.70%	85712	102	44	43.14%	85739	154	44	28.57%	85757	62	30	48.39%

NOTE:

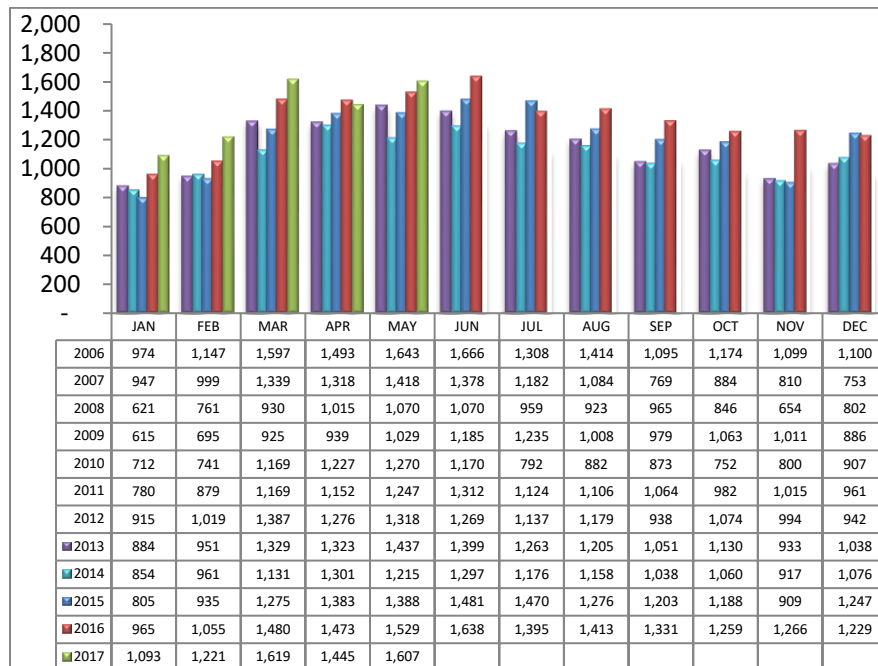
85637- 1 active listing

Residential Listing Statistics							Active Listings		Days on Market		
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold		
Under \$29,999	6	7	0	2	15	5	C	405	1 -30 Days	942	
\$30,000 to \$39,999	7	2	1	0	10	8	E	190	31-60 Days	261	
\$40,000 to \$49,999	24	12	3	4	43	11	N	481	61 - 90 Days	165	
\$50,000 to \$59,999	43	10	2	5	60	19	NE	235	91-120 Days	1	
\$60,000 to \$69,999	24	17	4	8	53	11	NW	1071	121 - 180 Days	71	
\$70,000 to \$79,999	30	17	3	5	55	26	S	107	Over 180 Days	78	
\$80,000 to \$89,999	34	27	6	8	75	30	SE	284	Avg. Days on Market 46		
\$90,000 to \$99,999	32	23	3	7	65	31	SW	178			
\$100,000 to \$119,999	91	92	8	18	209	83	W	159	Avg. Sold Price \$240,249		
\$120,000 to \$139,999	152	155	13	26	346	121	XNE	28			
\$140,000 to \$159,999	224	190	14	44	472	167	XNW	40	Median Sale Price \$195,000		
\$160,000 to \$179,999	244	230	14	39	527	156	XS	247			
\$180,000 to \$199,999	214	189	17	39	459	157	XSW	136	New Listings 2,035		
\$200,000 to \$249,999	503	289	11	65	868	255	XW	28			
\$250,000 to \$299,999	415	185	7	58	665	185	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	501	206	8	45	760	170	C	197	\$39,637,881		
\$400,000 to \$499,999	319	89	6	28	442	82	E	94	\$17,599,705		
\$500,000 to \$749,999	380	67	3	16	466	60	N	146	\$59,827,944		
\$750,000 to \$999,999	171	14	0	4	189	15	NE	77	\$24,145,310		
\$1,000,000 and over	175	11	2	0	188	15	NW	446	\$125,508,863		
							S	95	\$13,215,440		
							SE	144	\$30,636,524		
							SW	106	\$13,932,707		
							W	85	\$19,307,499		
							XNE	2	\$428,700		
							XNW	22	\$3,273,275		
							XS	127	\$28,664,493		
Totals	3,589	1,832	125	421	5,967	1,607	XSW	56	\$8,174,896		
							XW	10	\$1,728,400		
	May-17	May-16	% Change	YTD 2017	YTD 2016	% Change	Total Volume		\$386,081,637		
Home Sales Volume	\$386,081,637	\$327,650,182	17.83%	\$1,598,828,645	\$1,395,187,166	14.60%	<div>Types of FinancingTotals</div> <div>FHA327</div> <div>VA180</div> <div>Other36</div> <div>Cash394</div> <div>Conventional662</div> <div>Cash/Loan0</div> <div>Carryback8</div>				
Home Sales Units	1,607	1,529	5.10%	6,985	6,502	7.43%					
Average Sales Price (All Residential)	\$240,249	\$214,290	12.11%	\$234,110	\$215,499	8.64%					
Median Sales Price	\$195,000	\$179,000	8.94%	\$192,438	\$176,807	8.84%					
Average Days on Market:	46	55	-16.36%	47	58	-18.97%					
Average List Price for Solds:	\$245,591	\$217,902	12.71%	\$239,704	\$220,509	8.70%					
SP/LP %	97.82%	98.34%		97.67%	97.73%						
Total Under Contract	2,378	2,528	-5.93%								
Active Listings	3,589	4,408	-18.58%								
New Listings	2,035	2,029	0.30%								

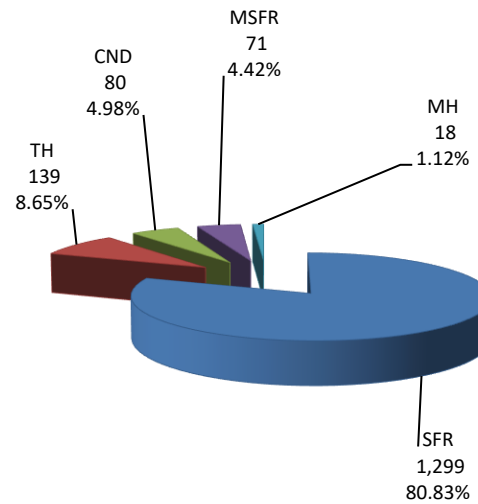
Types of Financing	Totals
FHA	327
VA	180
Other	36
Cash	394
Conventional	662
Cash/Loan	0
Carryback	8

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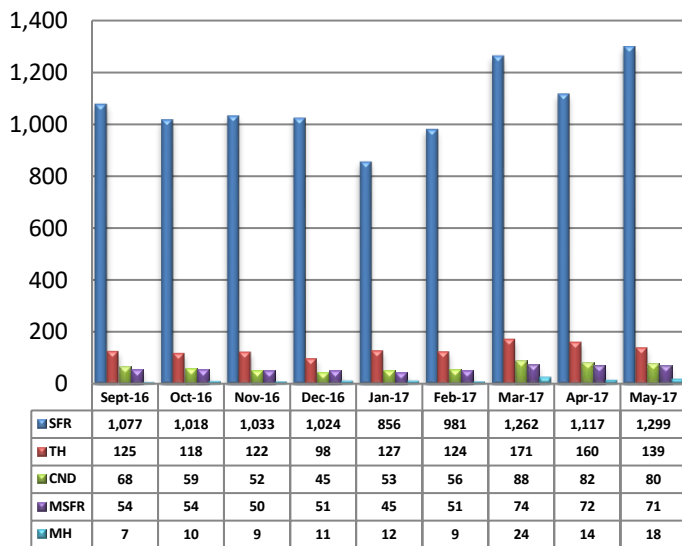
Total Unit Sales - May 2017



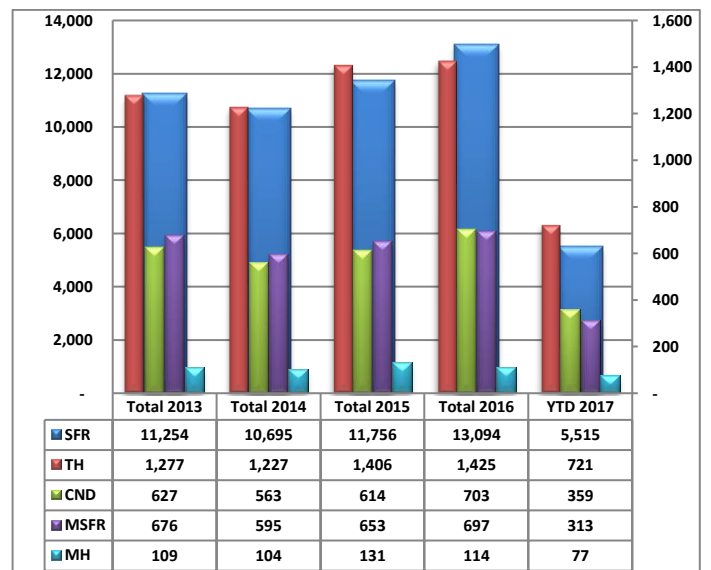
Unit Sales - Breakdown by Type



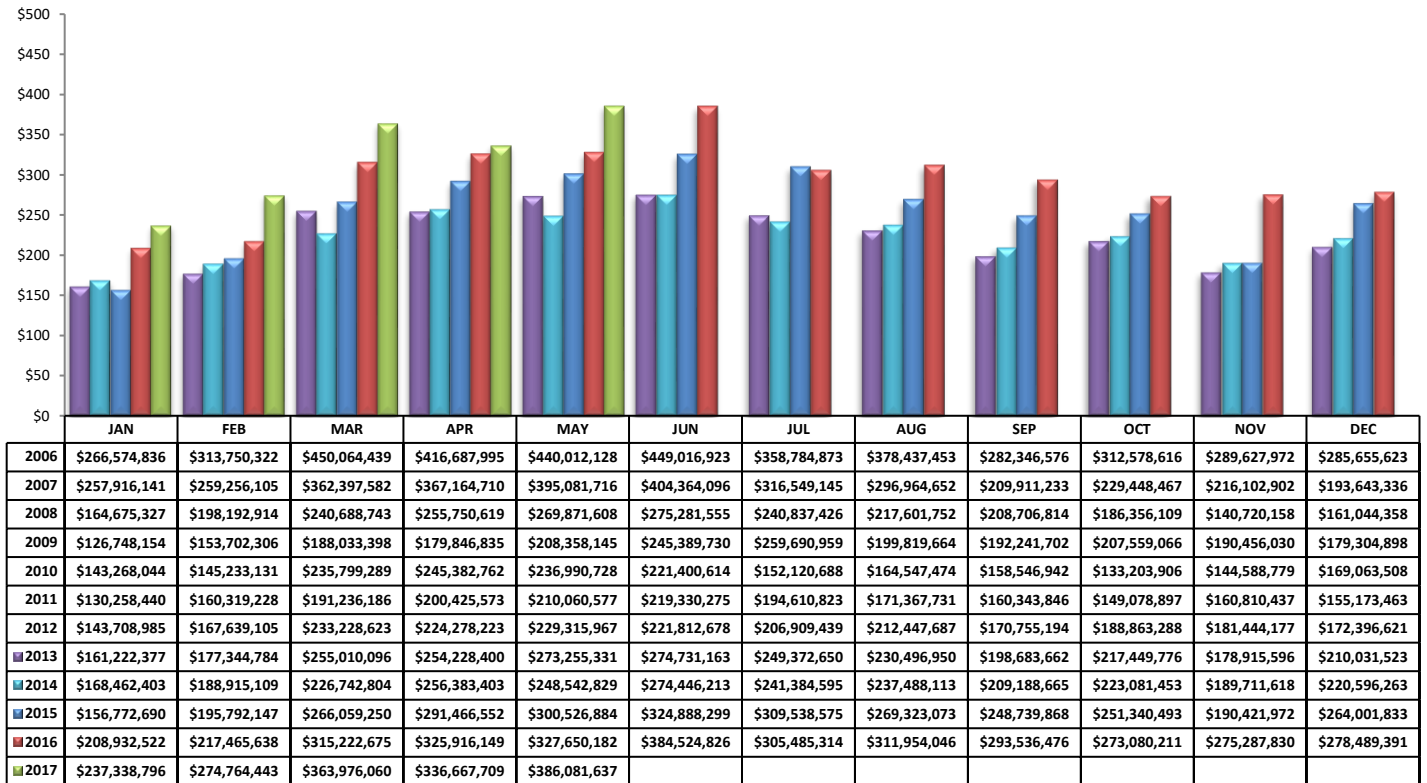
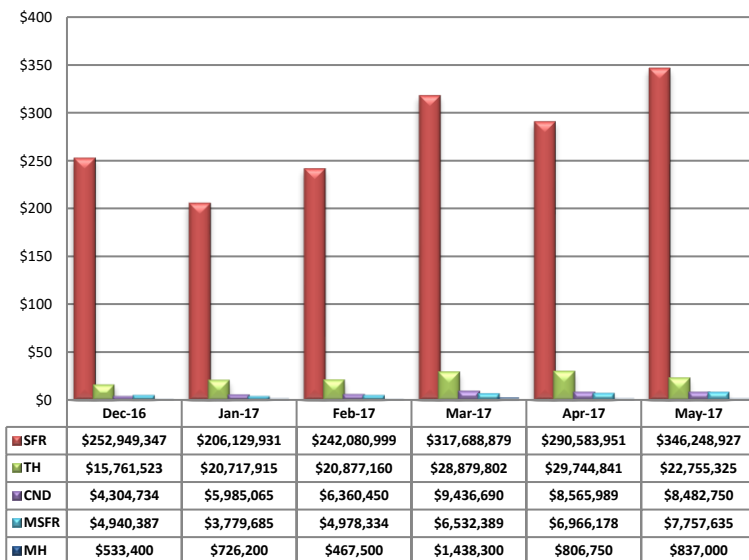
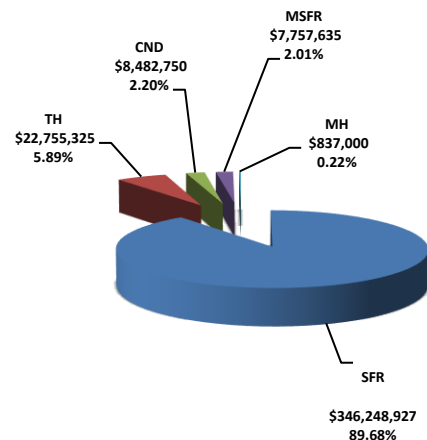
Total Unit Sales By Type - Monthly Comparison



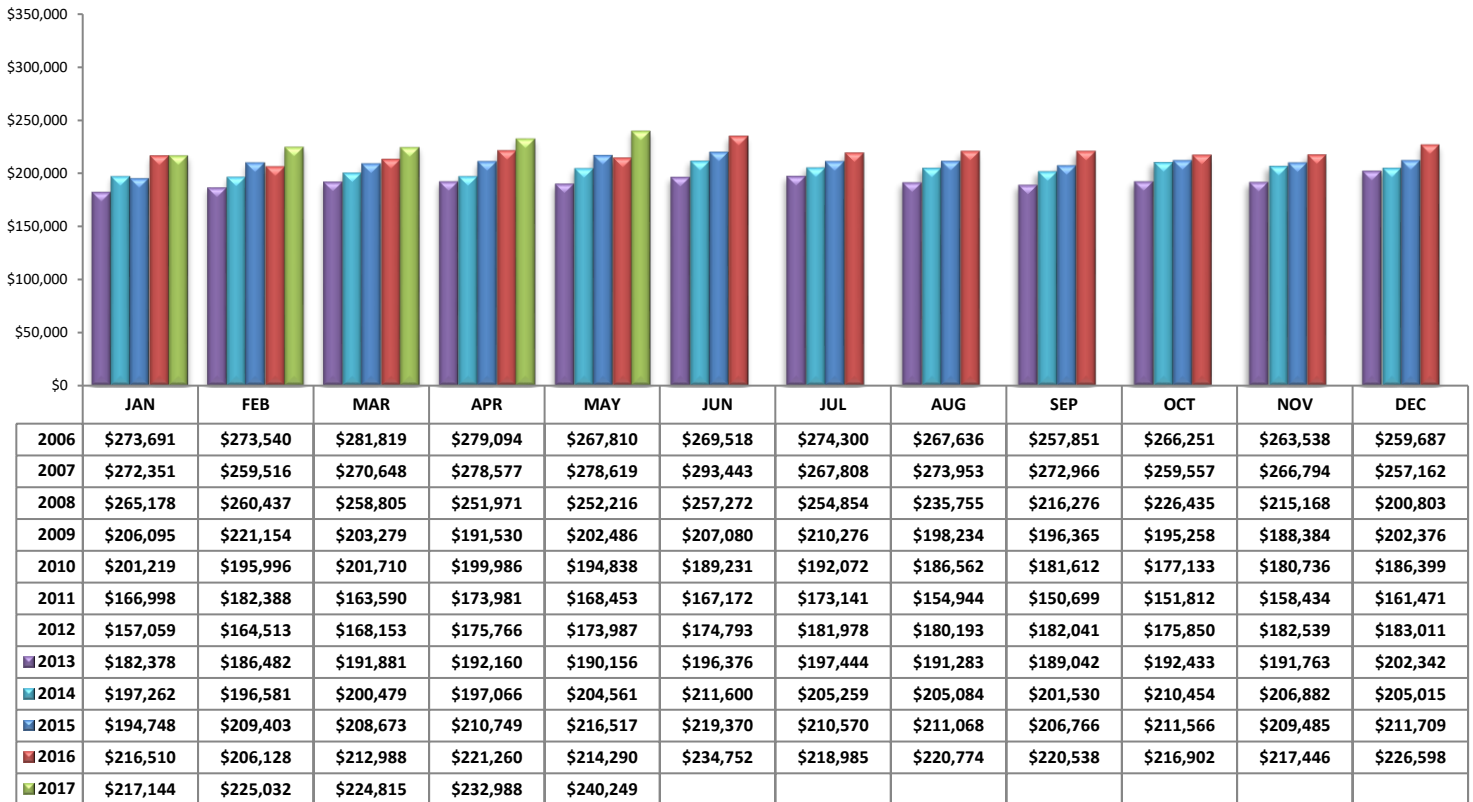
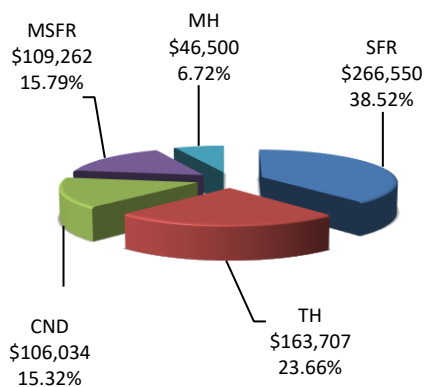
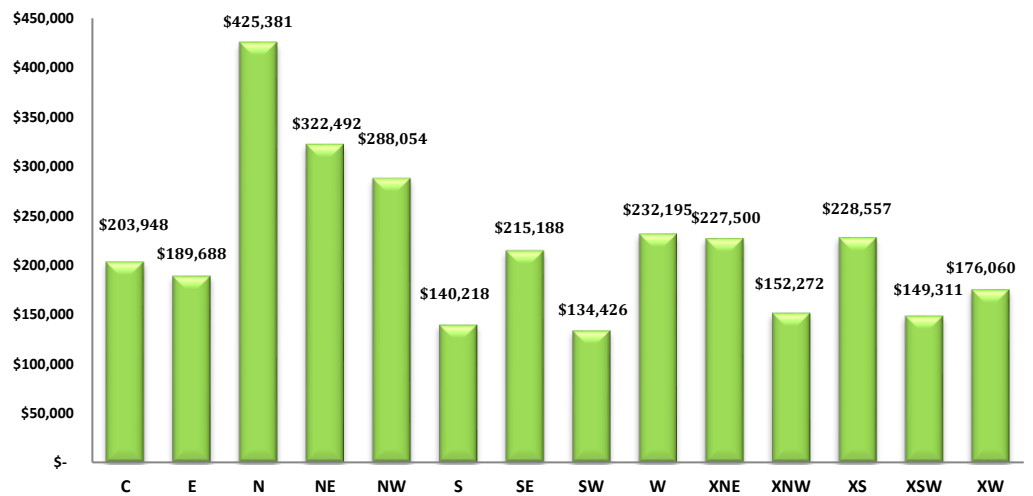
YTD Annual Comparison - Breakdown by Type



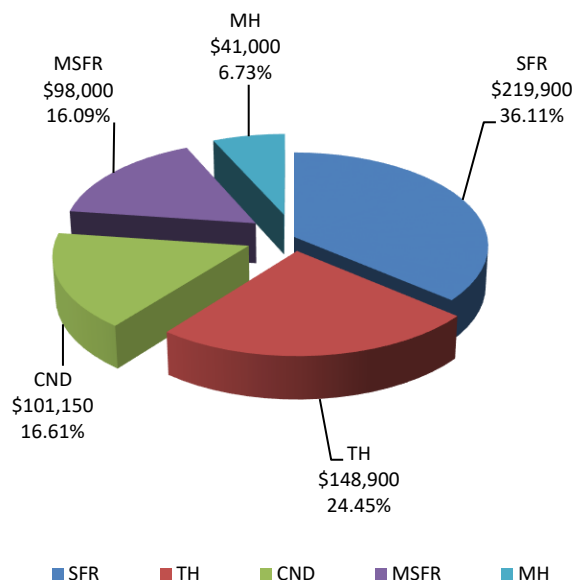
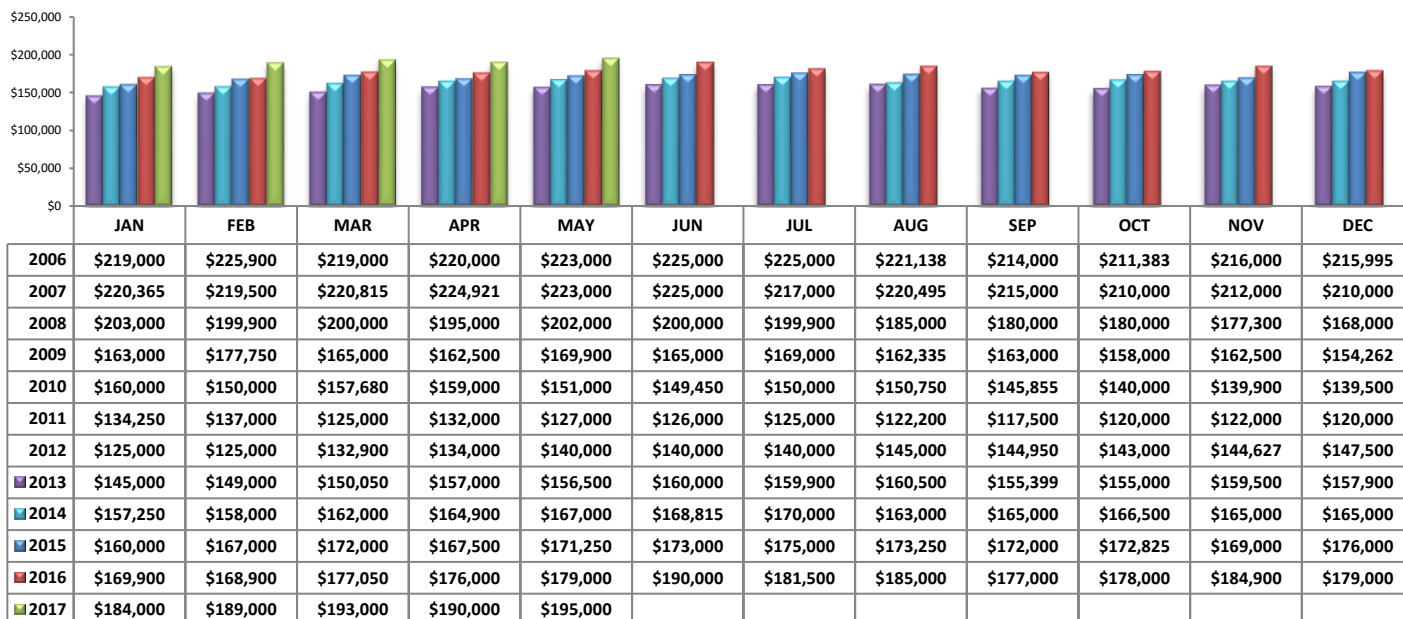
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Total Sales Volume - May 2017**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

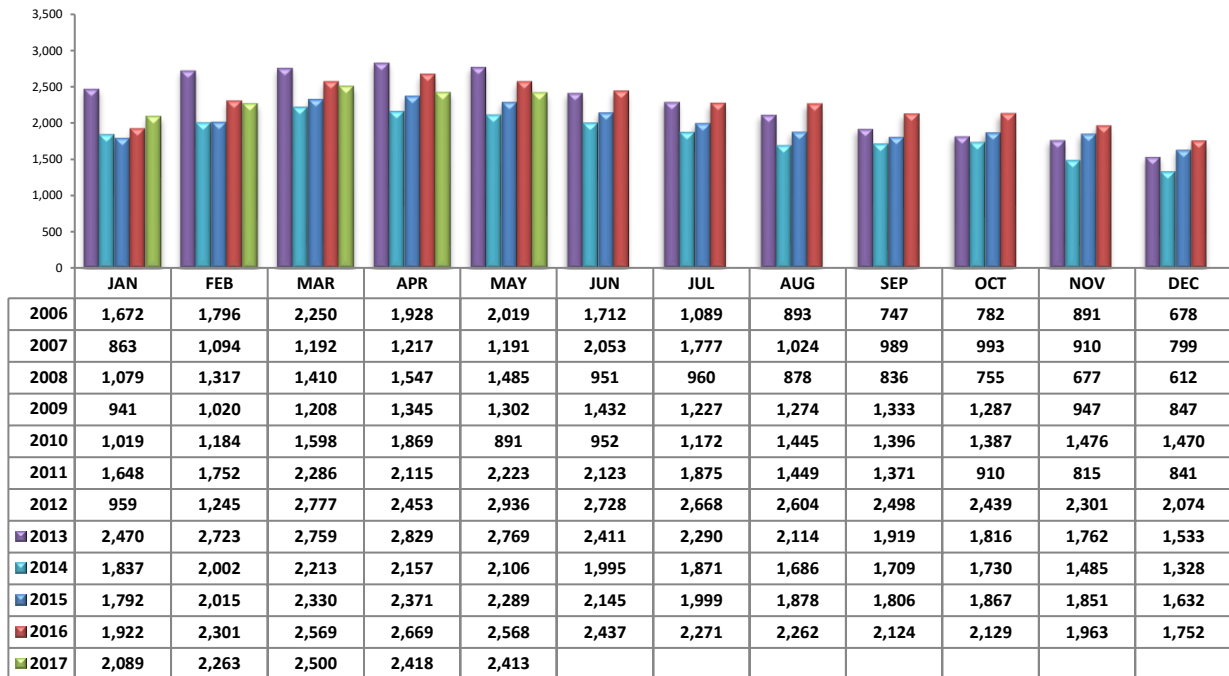
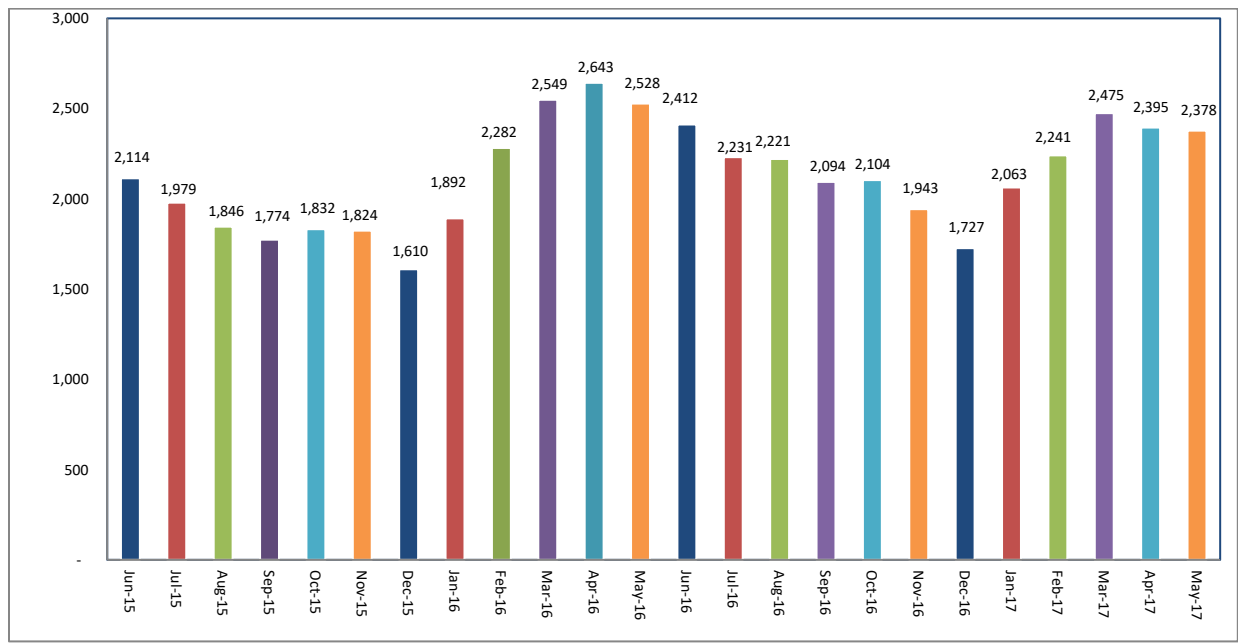
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Average Sales Price – May 2017**Average Sales Price by Type – May 2017****Average "Listing" Price per Area – May 2017**

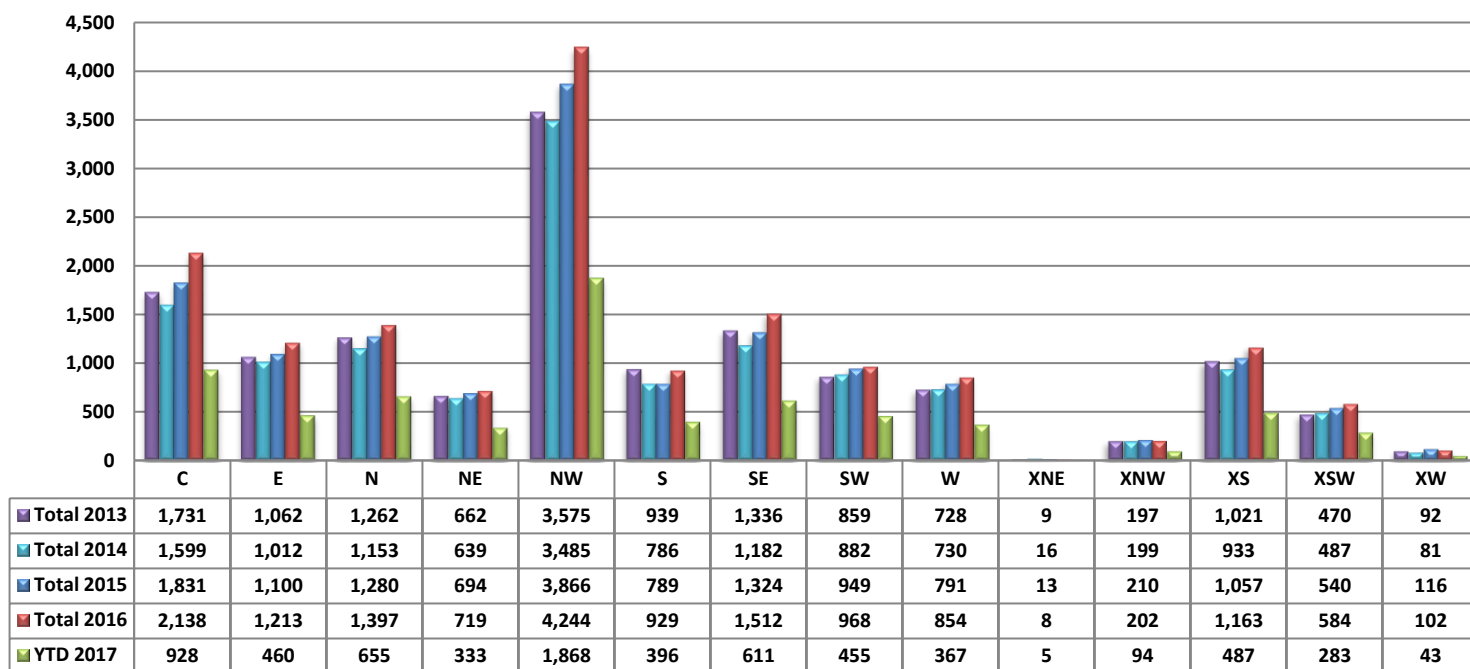
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Median Sale Price – by Type**Median Sale Price – May 2017**

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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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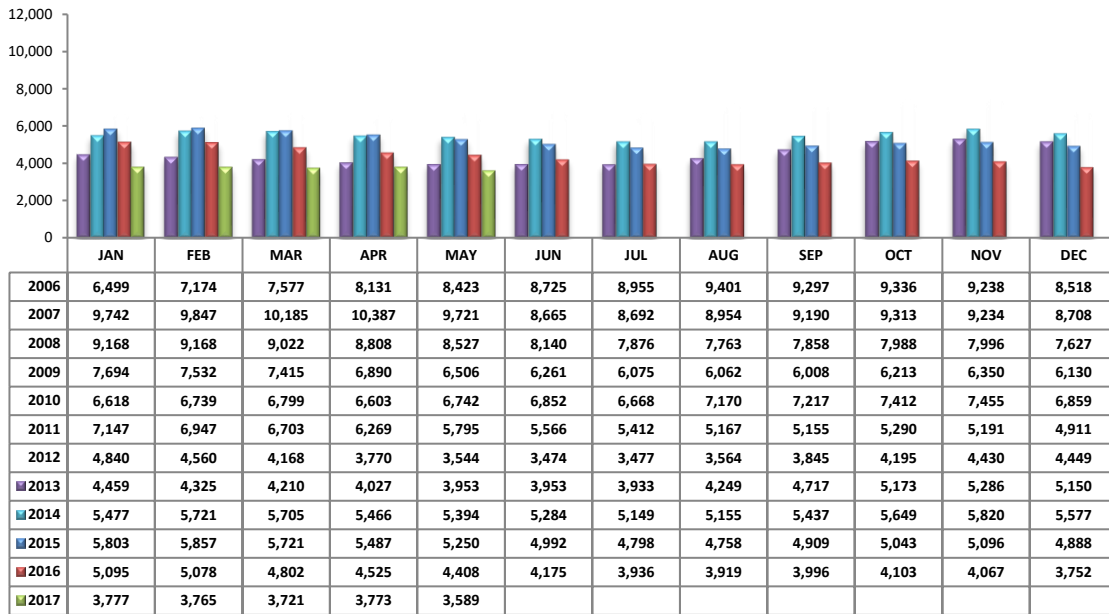
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$149,927	\$210,571	\$302,700	\$267,780	\$201,207
E	\$107,441	\$189,231	\$230,162	\$213,537	\$187,230
N	\$206,563	\$378,212	\$497,841	\$1,070,059	\$409,780
NE	\$129,657	\$262,039	\$428,282	\$649,950	\$313,575
NW	\$227,033	\$276,829	\$328,767	\$342,479	\$281,410
S	\$86,866	\$140,331	\$169,527	\$-	\$139,109
SE	\$160,000	\$191,891	\$255,728	\$337,250	\$212,753
SW	\$69,276	\$139,065	\$156,251	\$210,000	\$131,440
W	\$136,856	\$210,088	\$381,373	\$456,000	\$227,147
XNE	\$53,700	\$375,000	\$-	\$-	\$214,350
XNW	\$-	\$126,237	\$181,928	\$179,345	\$148,785
XS	\$177,962	\$210,110	\$242,321	\$358,388	\$225,704
XSW	\$121,725	\$183,493	\$210,420	\$110,000	\$145,980
XW	\$68,750	\$184,650	\$241,500	\$-	\$172,840

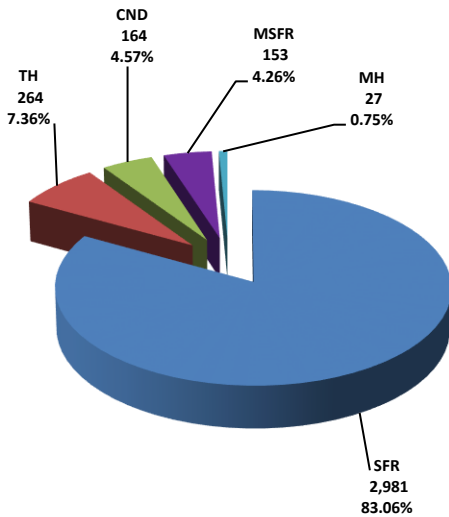
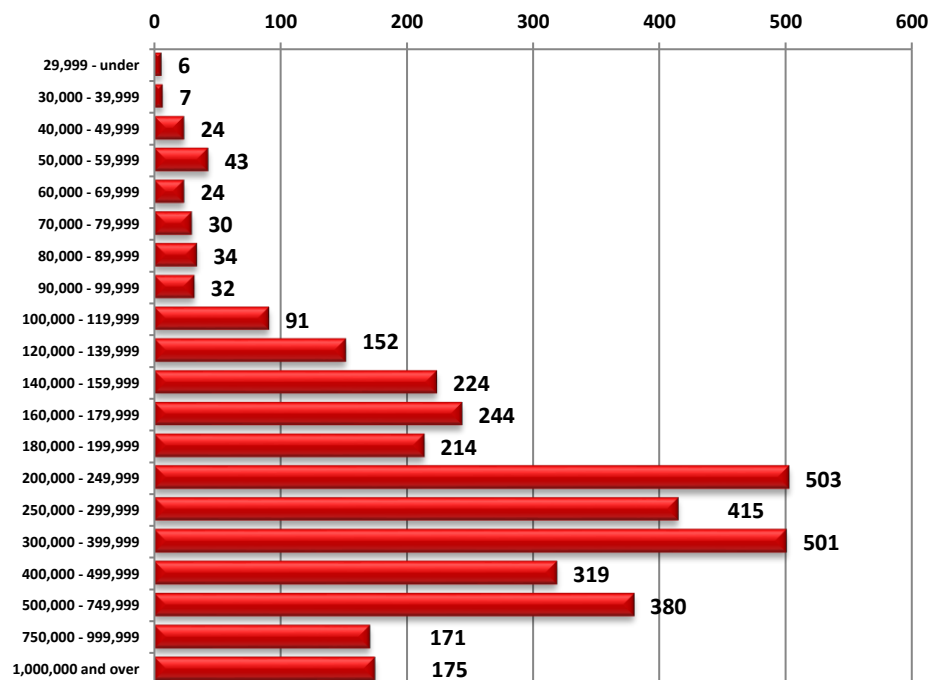
Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	64	109	19	5	197
E	17	46	27	4	94
N	48	48	38	12	146
NE	19	27	25	6	77
NW	107	205	104	30	446
S	12	65	18	0	95
SE	13	80	49	2	144
SW	19	60	26	1	106
W	22	46	15	2	85
XNE	1	1	0	0	2
XNW	0	13	7	2	22
XS	27	44	47	9	127
XSW	35	15	5	1	56
XW	2	6	2	0	10

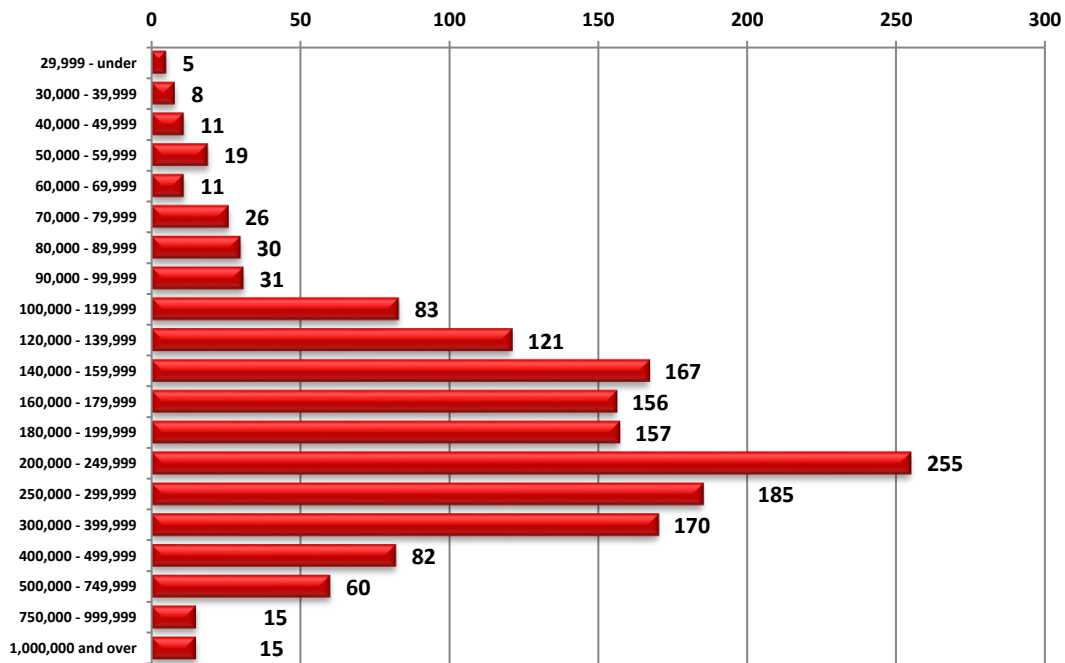
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Active Listings

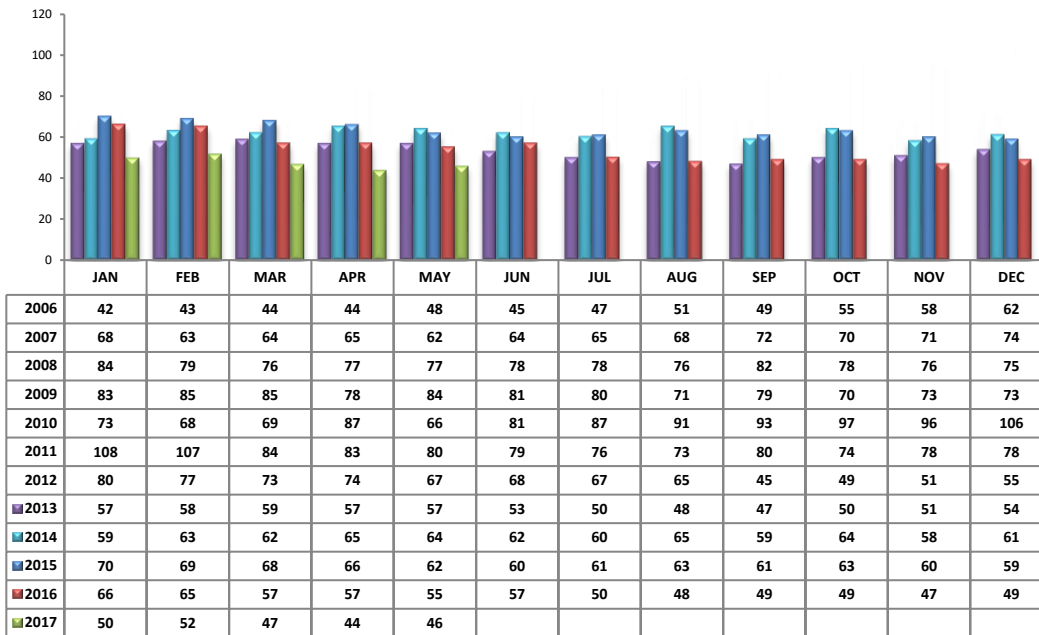
Area	# of Listings
C	405
E	190
N	481
NE	235
NW	1071
S	107
SE	284
SW	178
W	159
XNE	28
XNW	40
XS	247
XSW	136
XW	28

Active Listings Unit Breakdown**Active Listings Price Breakdown**

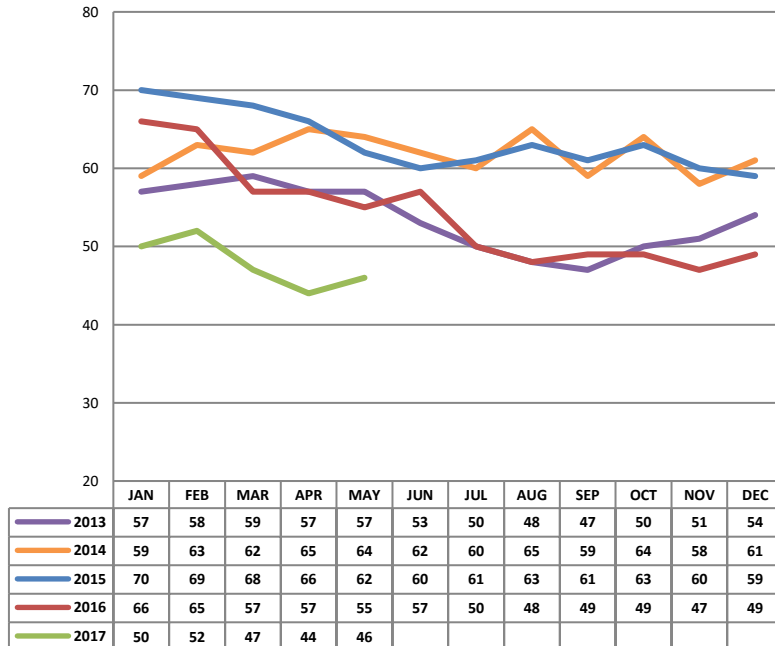
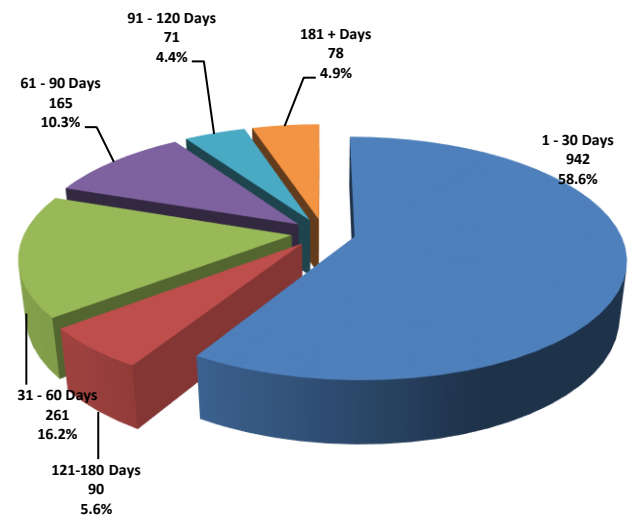
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Sold Price Breakdown

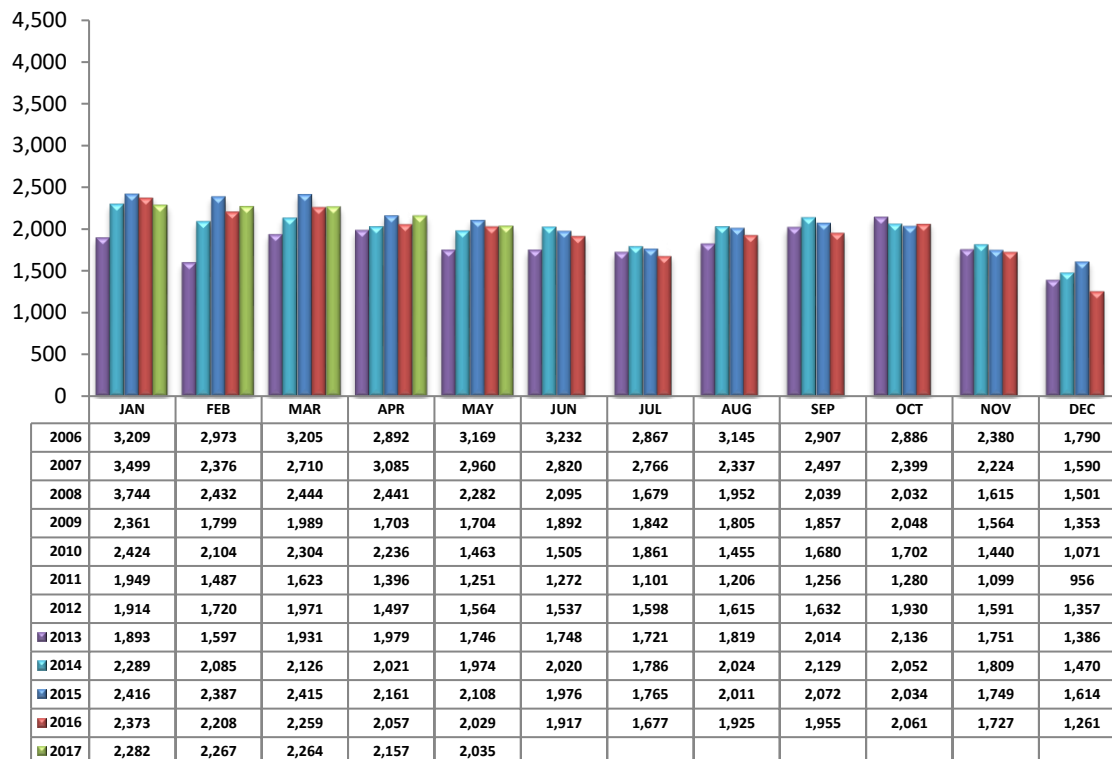
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Average Days on Market/Listing – May 2017

Area	Avg. DOM
C	27
E	28
N	45
NE	56
NW	56
S	23
SE	39
SW	59
W	36
XNE	62
XNW	47
XS	51
XSW	83
XW	44

Annual Comparison - Average Days on Market**Average Days on Market/Listing Breakdown**

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New Listings – May 2017

Area	# of Listings
C	284
E	159
N	186
NE	105
NW	547
S	105
SE	189
SW	111
W	106
XNE	6
XNW	28
XS	143
XSW	47
XW	19

*Includes properties that were re-listed

**Beginning May2012, TAR/MLS 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.
Aug 2016	143	351	76
Sept 2016	133	311	60
Oct 2016	135	314	46
Nov 2016	127	280	47
Dec 2016	239	276	60
Jan 2017	183	331	41
Feb 2017	101	239	38
Mar 2017	114	321	48
Apr 2017	126	276	45
May 2017	140	282	65

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