

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

CONTACT:

Henry Zipf
MLSSAZ President
(520) 444-5672

Sean Murphy
Executive Vice President
(520) 382-8792

Randy Rogers
CEO, MLSSAZ
(520) 327-4218

Multiple Listing Service of Southern Arizona Monthly Statistics **July 2017**

Below are some highlights from the July Residential Sales Statistics:

- Total Sales Volume of \$318,919,230 is a decrease of 20.08% from June's number of \$399,061,482, but is an increase of 4.40% over July 2016.
- The Average Sales Price of \$226,827 is a 4.79% decrease from \$238,245 last month.
- Average List Price fell from \$243,575 in June to \$231,299 in July, resulting in a 5.04% decline.
- Total Under Contract decreased this month by 10.90%.
- Total Unit Sales of 1,406 is a decrease from June's number of 1,675, a 16.06% drop.
- The Median Sales Price decreased 4.14% since last month, going from \$200,000 in June to \$191,725 in July, but is a 5.63% increase from July 2016.
- New Listings of 1,827 decreased from 2,048 last month.
- Total Active Listings of 3,602 is a decrease from 3,525 last month.
- Average Days on Market dropped from 44 last month to 39 this month and is the lowest it has been in over 10 years.
- Conventional loan sales of 40.6% exceeded Cash Sales of 24%.

Henry Zipf
2017 MLSSAZ President

Pam Ruggeroli
2017 TAR President



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Financial:
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July 2017 Recap by Month and Year - % of Change

Total Sales Volume

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|---------------|---------------|------------------------|
| July | \$318,919,230 | \$305,485,314 | 4.40% |
| June | \$399,061,482 | \$384,524,826 | 3.78% |
| Month % Change | -20.08% | -20.56% | |

Average Sales Price

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| July | \$226,827 | \$218,985 | 3.58% |
| June | \$238,245 | \$234,752 | 1.49% |
| Month % Change | -4.79% | -6.72% | |

Average List Price

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| July | \$231,299 | \$224,771 | 2.90% |
| June | \$243,575 | \$240,584 | 1.24% |
| Month % Change | -5.04% | -6.57% | |

Total Under Contract

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| July | 1,987 | 2,231 | -10.94% |
| June | 2,230 | 2,412 | -7.55% |
| Month % Change | -10.90% | -7.50% | |

Total Unit Sales

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| July | 1,406 | 1,395 | 0.79% |
| June | 1,675 | 1,638 | 2.26% |
| Month % Change | -16.06% | -14.84% | |

Median Sales Price

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| July | \$191,725 | \$181,500 | 5.63% |
| June | \$200,000 | \$190,000 | 5.26% |
| Month % Change | -4.14% | -4.47% | |

New Listings

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| July | 1,827 | 1,677 | 8.94% |
| June | 2,048 | 1,917 | 6.83% |
| Month % Change | -10.79% | -12.52% | |

Active Listings

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| July | 3,602 | 3,936 | -8.49% |
| June | 3,625 | 4,175 | -13.17% |
| Month % Change | -0.63% | -5.72% | |

July 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 | 75 | 32 | 42.67% | 85740 | 0 | 0 | 0.00% |
| 85145 | 11 | 6 | 54.55% | 85648 | 0 | 0 | 0.00% | 85714 | 14 | 8 | 57.14% | 85741 | 63 | 44 | 69.84% |
| 85245 | 0 | 0 | 0.00% | 85653 | 103 | 29 | 28.16% | 85715 | 82 | 37 | 45.12% | 85742 | 138 | 60 | 43.48% |
| 85601 | 0 | 0 | 0.00% | 85654 | 0 | 0 | 0.00% | 85716 | 109 | 39 | 35.78% | 85743 | 153 | 56 | 36.60% |
| 85602 | 5 | 0 | 0.00% | 85658 | 144 | 37 | 25.69% | 85717 | 0 | 0 | 0.00% | 85745 | 103 | 30 | 29.13% |
| 85611 | 0 | 0 | 0.00% | 85701 | 14 | 3 | 21.43% | 85718 | 234 | 47 | 20.09% | 85746 | 54 | 36 | 66.67% |
| 85614 | 107 | 51 | 47.66% | 85704 | 98 | 45 | 45.92% | 85719 | 96 | 41 | 42.71% | 85747 | 96 | 51 | 53.13% |
| 85616 | 0 | 0 | 0.00% | 85705 | 68 | 29 | 42.65% | 85730 | 84 | 59 | 70.24% | 85748 | 67 | 32 | 47.76% |
| 85619 | 27 | 0 | 0.00% | 85706 | 41 | 26 | 63.41% | 85734 | 0 | 0 | 0.00% | 85749 | 123 | 32 | 26.02% |
| 85622 | 25 | 11 | 44.00% | 85709 | 0 | 0 | 0.00% | 85735 | 39 | 7 | 17.95% | 85750 | 172 | 51 | 29.65% |
| 85623 | 19 | 3 | 15.79% | 85710 | 115 | 85 | 73.91% | 85736 | 29 | 7 | 24.14% | 85755 | 192 | 46 | 23.96% |
| 85629 | 134 | 57 | 42.54% | 85711 | 83 | 40 | 48.19% | 85737 | 126 | 67 | 53.17% | 85756 | 62 | 31 | 50.00% |
| 85641 | 160 | 60 | 37.50% | 85712 | 102 | 44 | 43.14% | 85739 | 163 | 38 | 23.31% | 85757 | 71 | 29 | 40.85% |

NOTE:

85637- 1 active listing

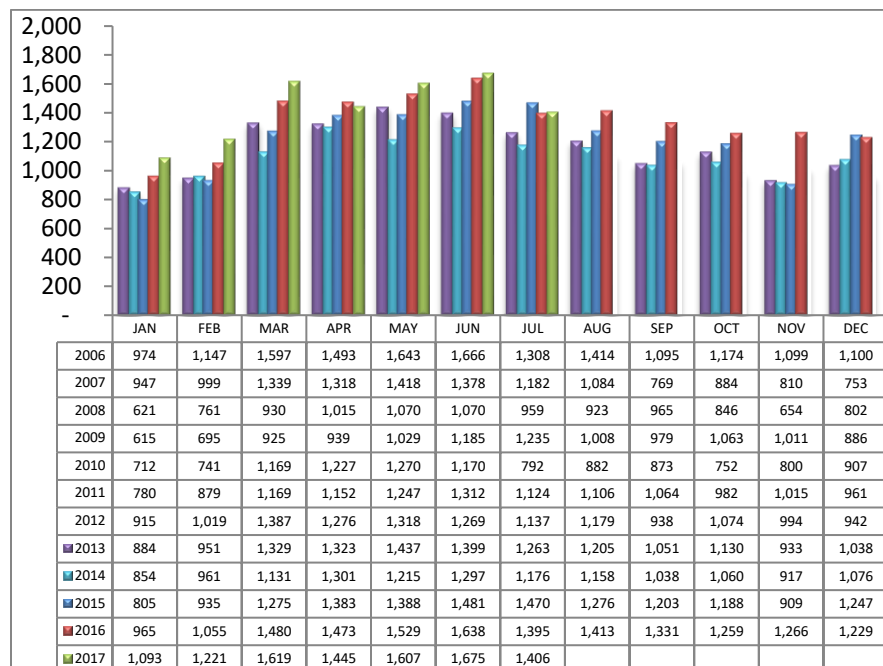
| Residential Listing Statistics | | | | | | | Active Listings | | Days on Market | |
|---------------------------------------|---------------|------------------|------------|-----------------|-----------------|------------|---------------------|------------|--------------------------------|-----|
| | Total Active | Total Contingent | Total Capa | Total Pending | Total Inventory | Total Sold | Area | # Per Area | of Units Sold | |
| Under \$29,999 | 7 | 4 | 0 | 2 | 13 | 4 | C | 444 | 1 -30 Days | 843 |
| \$30,000 to \$39,999 | 10 | 0 | 0 | 1 | 11 | 8 | E | 184 | 31-60 Days | 262 |
| \$40,000 to \$49,999 | 28 | 5 | 2 | 2 | 37 | 12 | N | 436 | 61 - 90 Days | 140 |
| \$50,000 to \$59,999 | 30 | 11 | 2 | 1 | 44 | 14 | NE | 220 | 91-120 Days | 68 |
| \$60,000 to \$69,999 | 28 | 14 | 1 | 3 | 46 | 19 | NW | 1074 | 121 - 180 Days | 50 |
| \$70,000 to \$79,999 | 31 | 17 | 4 | 7 | 59 | 10 | S | 130 | Over 180 Days | 43 |
| \$80,000 to \$89,999 | 29 | 21 | 4 | 7 | 61 | 18 | SE | 287 | Avg. Days on Market 39 | |
| \$90,000 to \$99,999 | 45 | 28 | 3 | 3 | 79 | 25 | SW | 187 | | |
| \$100,000 to \$119,999 | 79 | 75 | 9 | 15 | 178 | 73 | W | 165 | Avg. Sold Price \$226,827 | |
| \$120,000 to \$139,999 | 142 | 142 | 8 | 32 | 324 | 111 | XNE | 29 | | |
| \$140,000 to \$159,999 | 199 | 171 | 11 | 39 | 420 | 159 | XNW | 56 | Median Sale Price \$191,725 | |
| \$160,000 to \$179,999 | 269 | 194 | 11 | 38 | 512 | 160 | XS | 237 | | |
| \$180,000 to \$199,999 | 232 | 144 | 11 | 31 | 418 | 143 | XSW | 121 | New Listings 1,827 | |
| \$200,000 to \$249,999 | 584 | 222 | 14 | 56 | 876 | 233 | XW | 32 | | |
| \$250,000 to \$299,999 | 421 | 155 | 6 | 38 | 620 | 141 | Sold Units per Area | | Sales Volume by Area | |
| \$300,000 to \$399,999 | 509 | 154 | 8 | 54 | 725 | 155 | C | 177 | \$34,410,436 | |
| \$400,000 to \$499,999 | 318 | 69 | 3 | 20 | 410 | 59 | E | 119 | \$21,271,383 | |
| \$500,000 to \$749,999 | 319 | 54 | 0 | 25 | 398 | 50 | N | 111 | \$43,307,756 | |
| \$750,000 to \$999,999 | 162 | 16 | 0 | 4 | 182 | 9 | NE | 71 | \$20,438,476 | |
| \$1,000,000 and over | 160 | 8 | 0 | 8 | 176 | 3 | NW | 384 | \$102,050,652 | |
| | | | | | | | S | 78 | \$11,277,445 | |
| | | | | | | | SE | 138 | \$27,371,229 | |
| | | | | | | | SW | 80 | \$12,775,192 | |
| | | | | | | | W | 61 | \$12,013,439 | |
| | | | | | | | XNE | 0 | \$0 | |
| | | | | | | | XNW | 18 | \$3,215,552 | |
| | | | | | | | XS | 105 | \$21,905,011 | |
| | | | | | | | XSW | 51 | \$7,100,095 | |
| | | | | | | | XW | 13 | \$1,782,564 | |
| Totals | 3,602 | 1,504 | 97 | 386 | 5,589 | 1,406 | | | | |
| | | | | | | | | | | |
| | July-17 | July-16 | % Change | YTD 2017 | YTD 2016 | % Change | Total Volume | | \$318,919,230 | |
| Home Sales Volume | \$318,919,230 | \$305,485,314 | 4.40% | \$2,316,809,357 | \$2,085,197,306 | 11.11% | | | | |
| Home Sales Units | 1,406 | 1,395 | 0.79% | 10,066 | 9,535 | 5.57% | | | | |
| Average Sales Price (All Residential) | \$226,827 | \$218,985 | 3.58% | \$231,503 | \$222,056 | 4.25% | | | | |
| Median Sales Price | \$191,725 | \$181,500 | 5.63% | \$196,219 | \$182,452 | 7.55% | | | | |
| Average Days on Market: | 39 | 50 | -22.00% | 46 | 54 | -14.81% | | | | |
| Average List Price for Solds: | \$231,299 | \$224,771 | 2.90% | \$241,640 | \$227,659 | 6.14% | | | | |
| SP/LP % | 98.07% | 97.43% | | 95.80% | 97.54% | | | | | |
| Total Under Contract | 1,987 | 2,231 | -10.94% | | | | | | | |
| Active Listings | 3,602 | 3,936 | -8.49% | | | | | | | |
| New Listings | 1,827 | 1,677 | 8.94% | | | | | | | |

| Types of Financing | | Totals |
|--------------------|--|--------|
| FHA | | 277 |
| VA | | 188 |
| Other | | 28 |
| Cash | | 338 |
| Conventional | | 570 |
| Cash/Loan | | 0 |
| Carryback | | 5 |

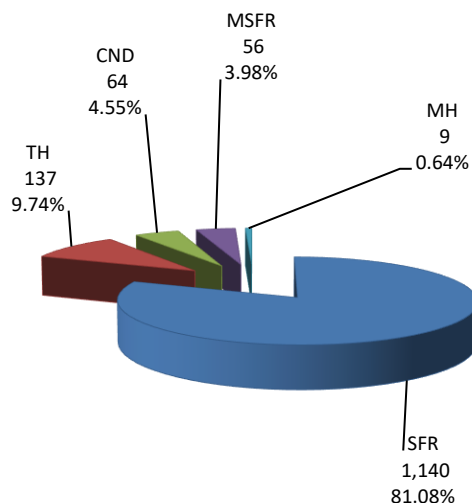
| Types of Financing | Totals |
|--------------------|--------|
| FHA | 277 |
| VA | 188 |
| Other | 28 |
| Cash | 338 |
| Conventional | 570 |
| Cash/Loan | 0 |
| Carryback | 5 |

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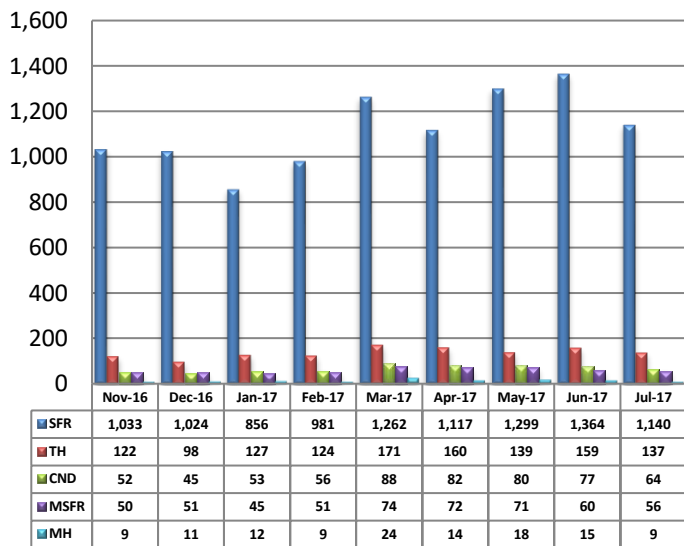
Total Unit Sales - July 2017



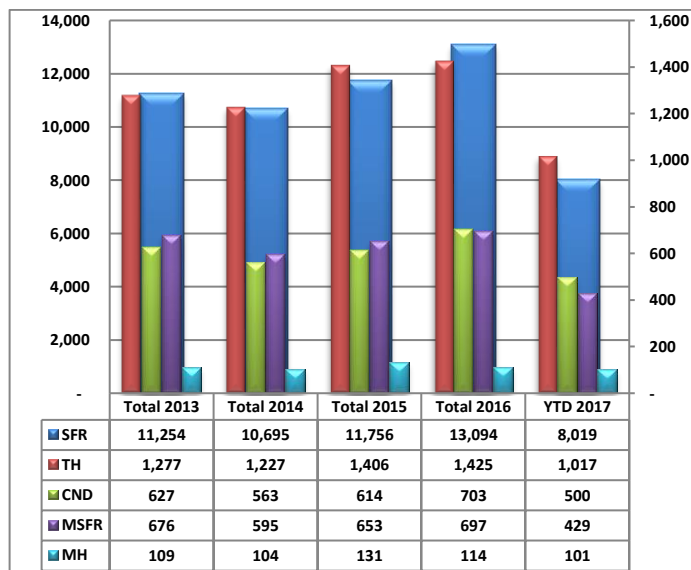
Unit Sales - Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

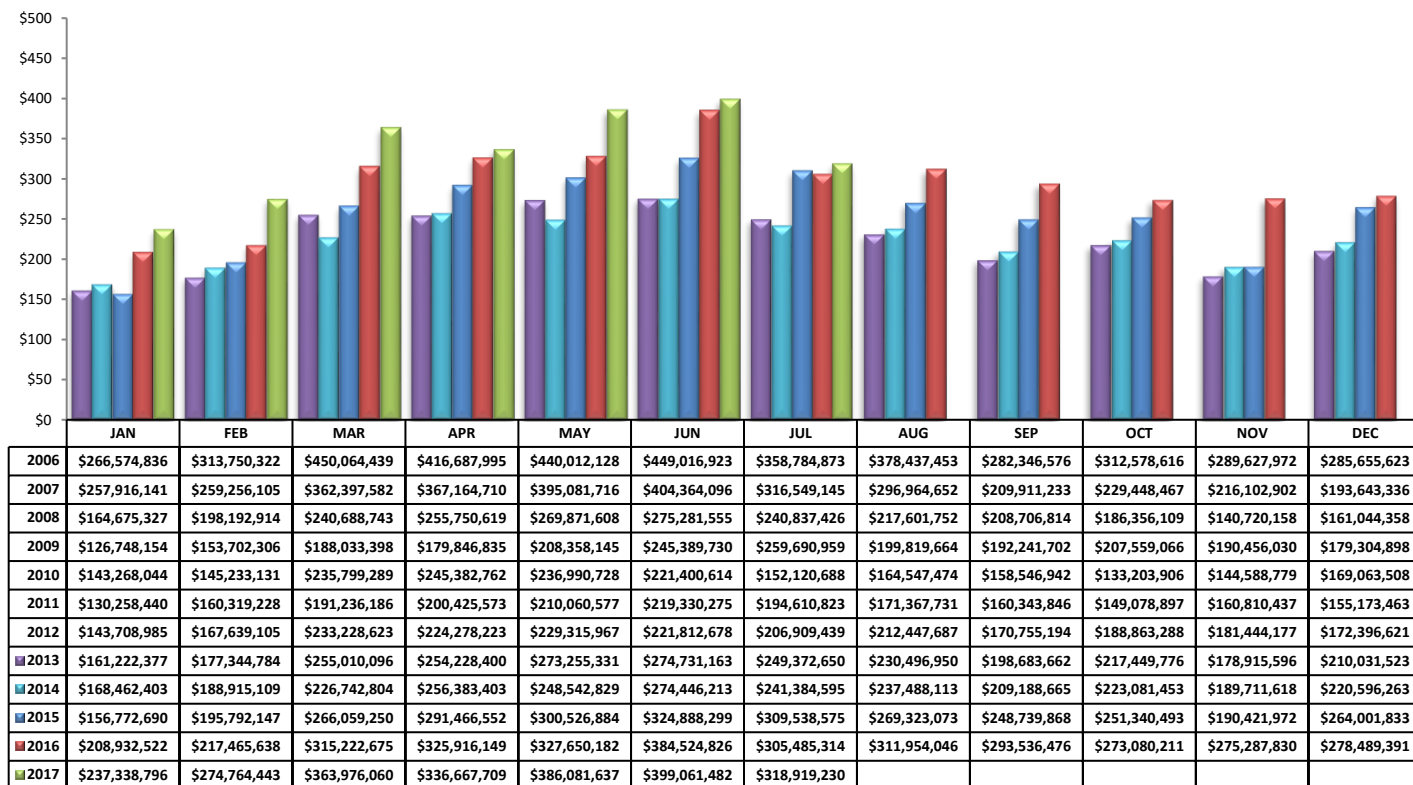


YTD Annual Comparison - Breakdown by Type

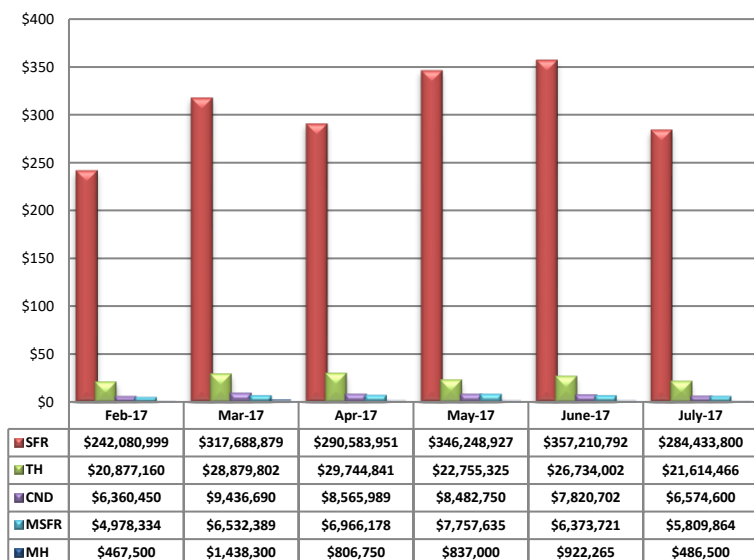


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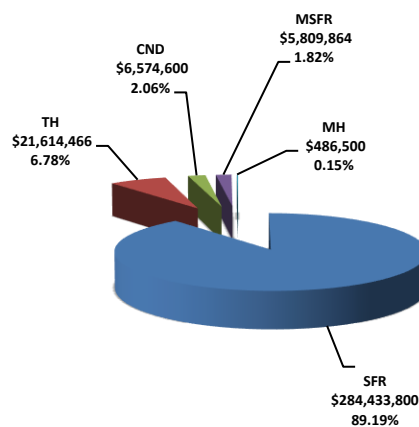
Total Sales Volume - July 2017



Total Sales Volume By Type - Monthly Comparison

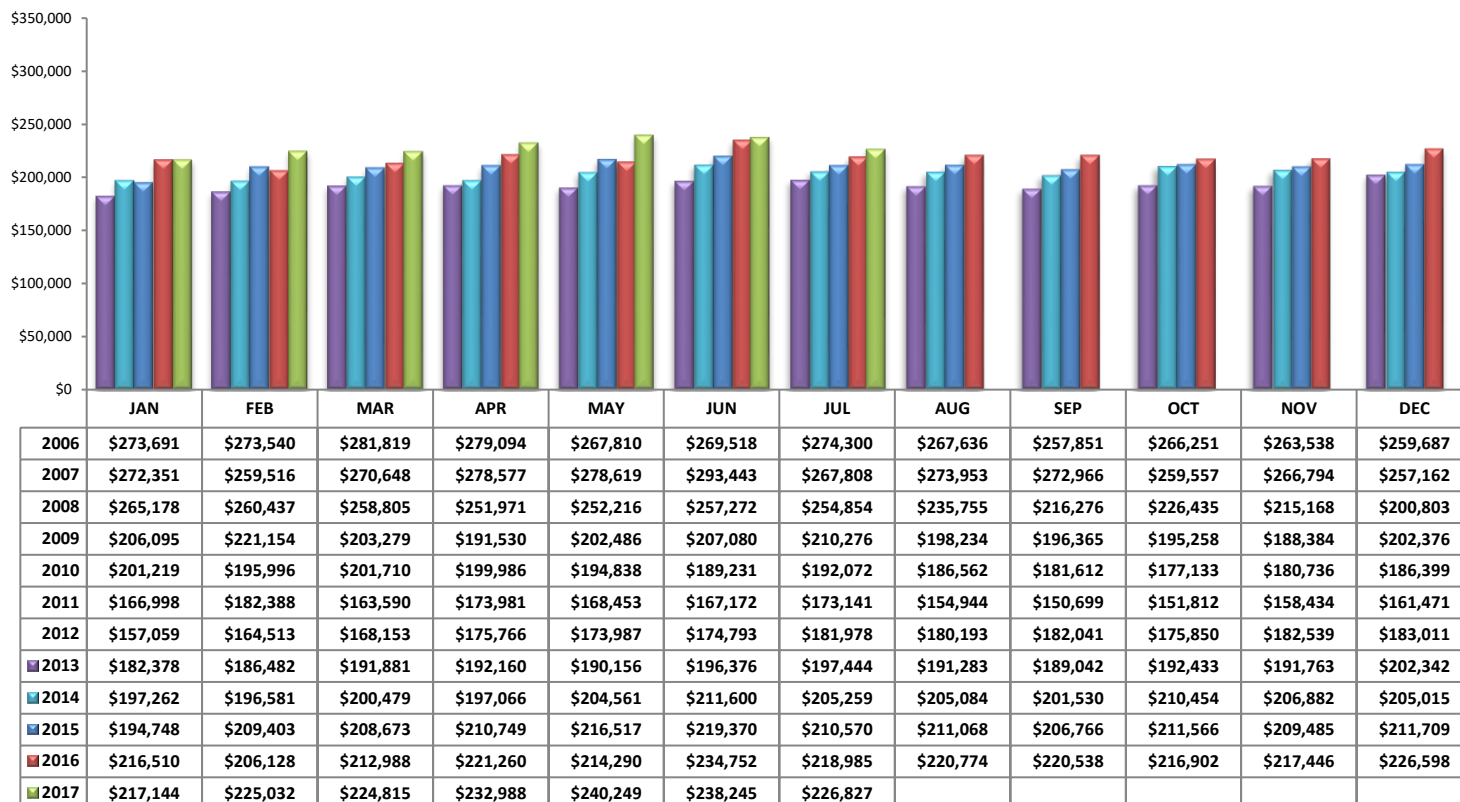


Monthly Volume by Type

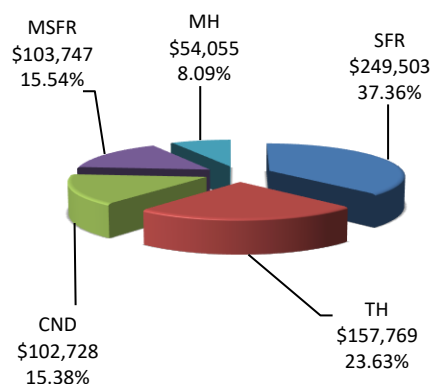


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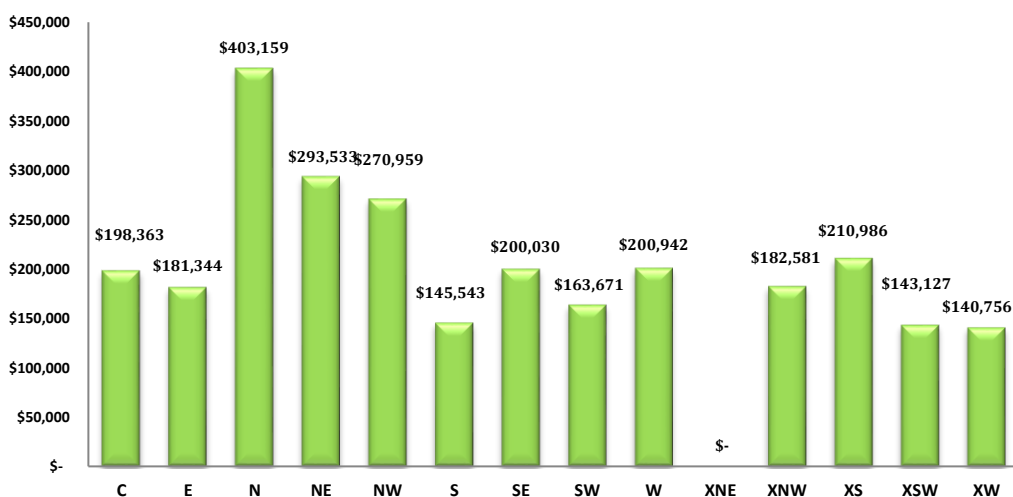
Average Sales Price – July 2017



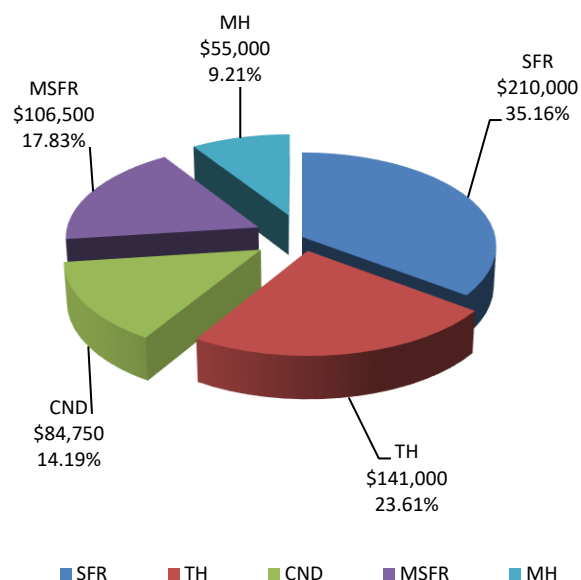
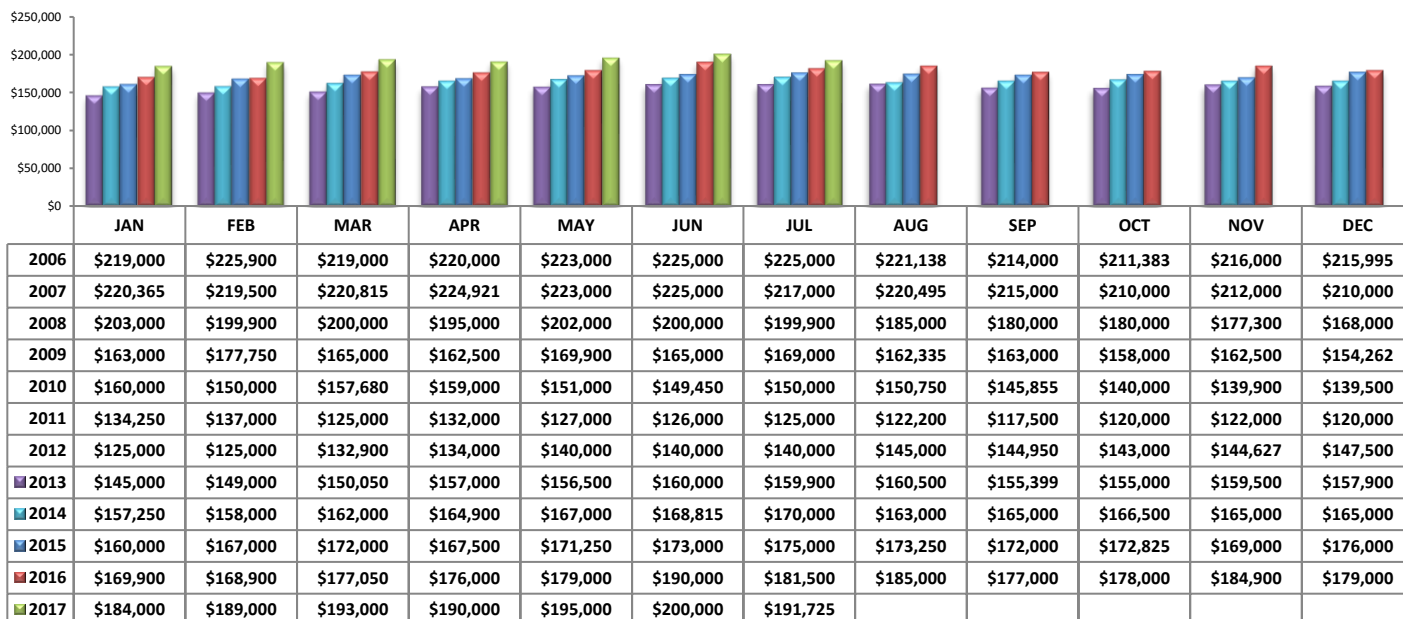
Average Sales Price by Type – July 2017



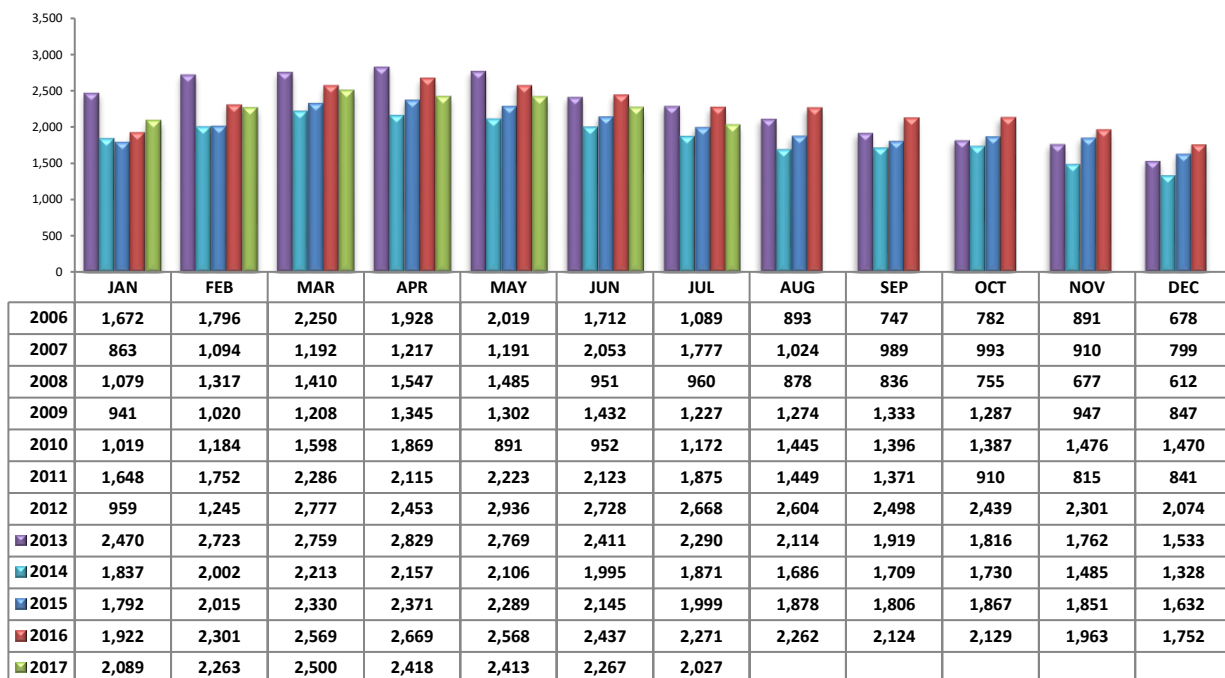
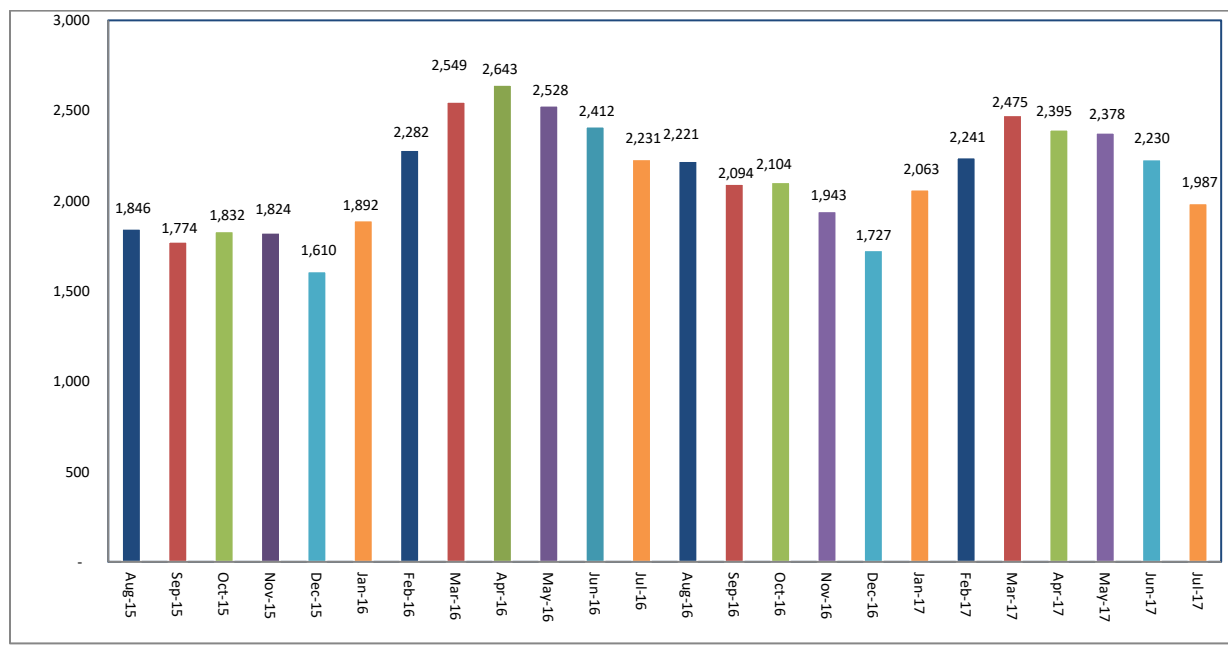
Average "Listing" Price per Area – July 2017



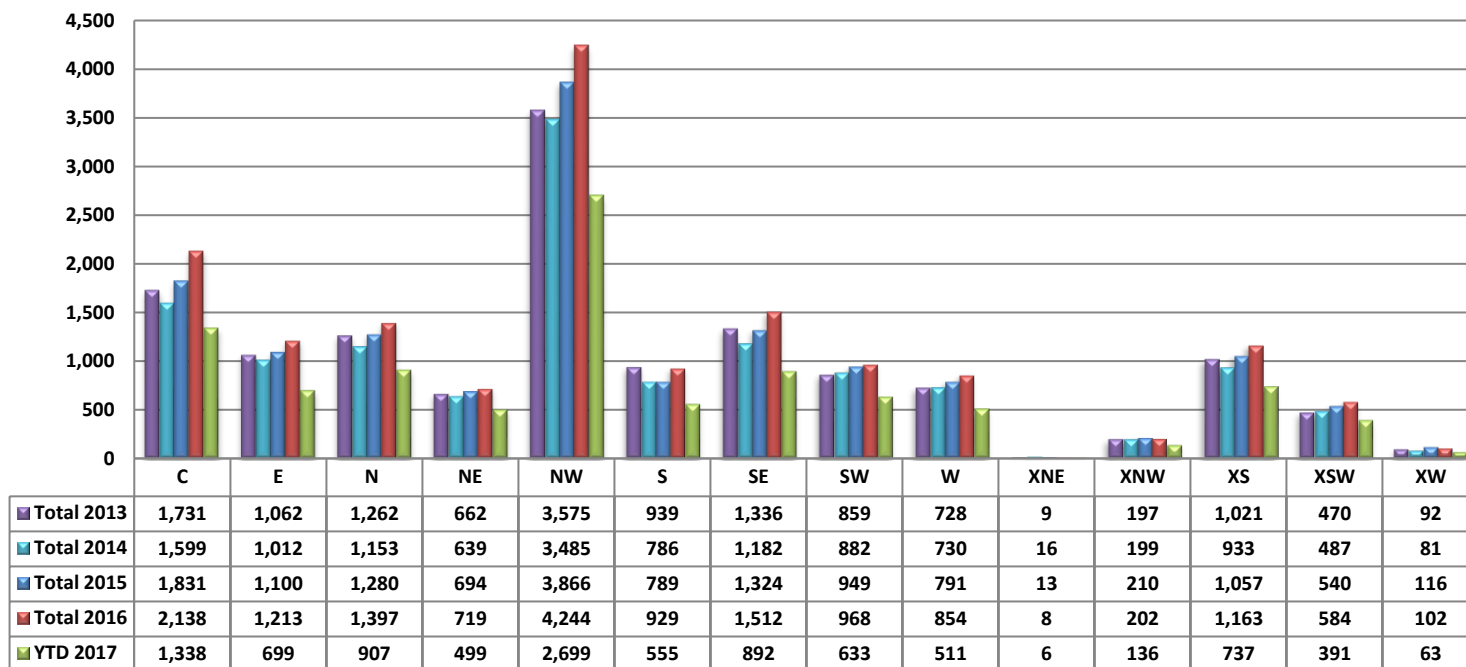
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Median Sale Price – by Type**Median Sale Price – July 2017**

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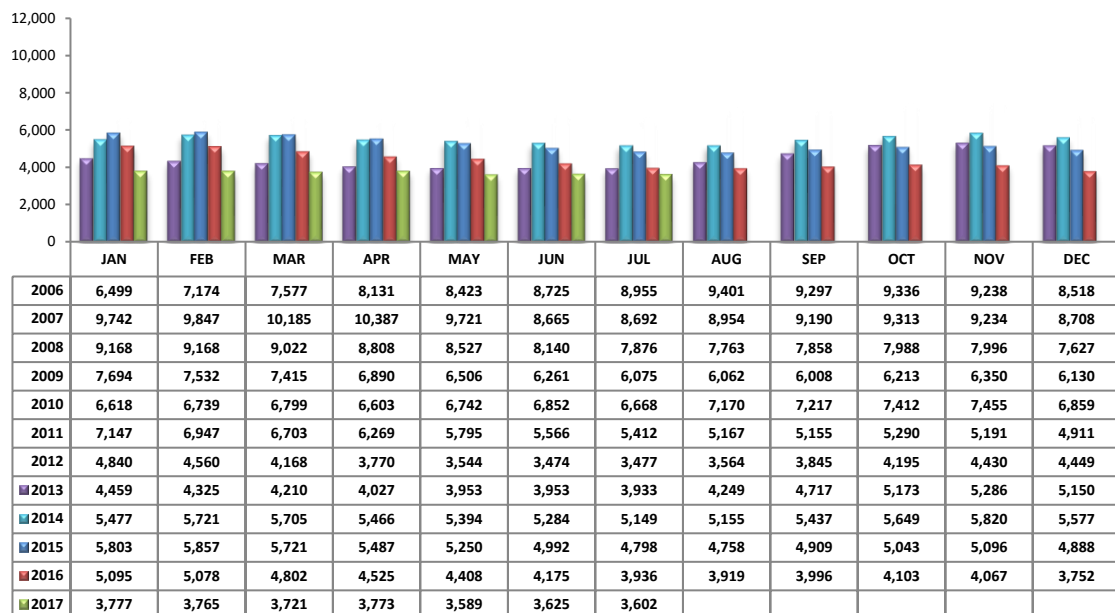
Number of Sold Listings by Area - Annual Comparison**Average \$ Sold per Area by # of Bedrooms**

| | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| C | \$140,664 | \$210,077 | \$261,401 | \$311,125 | \$194,409 |
| E | \$118,436 | \$179,142 | \$210,097 | \$357,500 | \$178,751 |
| N | \$198,978 | \$338,746 | \$509,810 | \$629,650 | \$390,159 |
| NE | \$101,362 | \$299,350 | \$374,166 | \$492,000 | \$287,865 |
| NW | \$223,997 | \$254,164 | \$297,125 | \$367,975 | \$265,756 |
| S | \$103,595 | \$142,273 | \$162,172 | \$177,000 | \$144,582 |
| SE | \$140,573 | \$176,868 | \$241,745 | \$263,900 | \$198,342 |
| SW | \$94,727 | \$144,004 | \$183,344 | \$325,466 | \$159,689 |
| W | \$115,081 | \$183,020 | \$293,387 | \$273,720 | \$196,941 |
| XNE | \$- | \$- | \$- | \$- | \$- |
| XNW | \$- | \$171,498 | \$184,207 | \$198,400 | \$178,641 |
| XS | \$178,019 | \$196,462 | \$225,623 | \$235,975 | \$208,619 |
| XSW | \$122,158 | \$139,894 | \$311,665 | \$- | \$139,217 |
| XW | \$148,250 | \$119,684 | \$204,450 | \$- | \$137,120 |

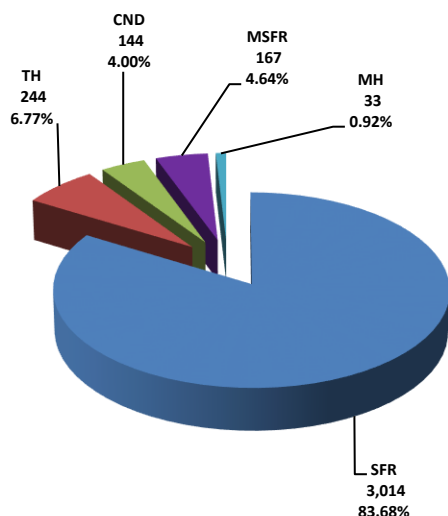
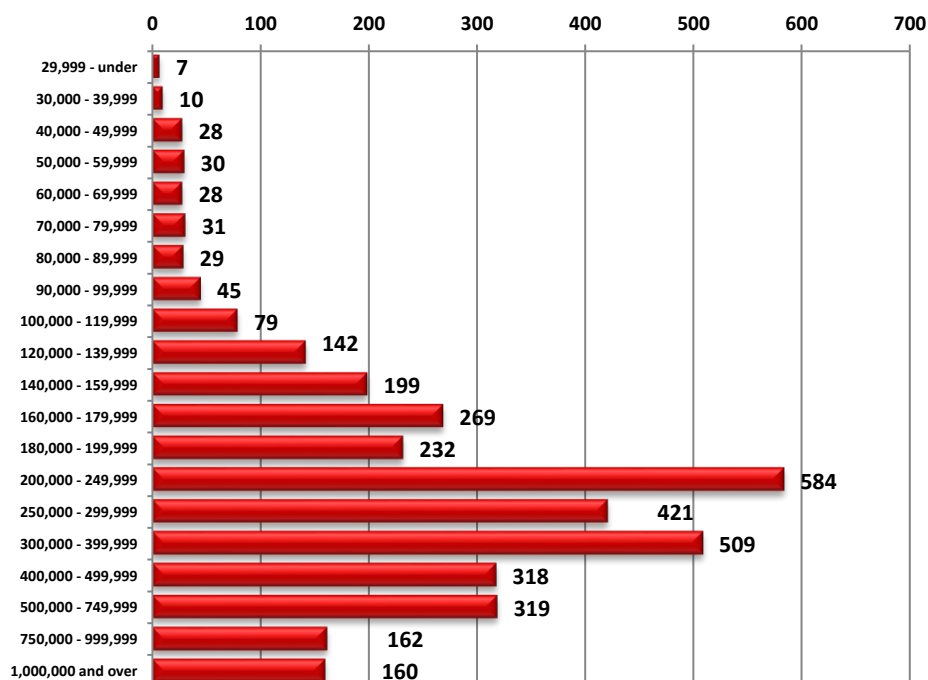
Units Sold per Area by # of Bedrooms

| | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|--------------|------------|------------|-------------|--------------|
| C | 65 | 82 | 26 | 4 | 177 |
| E | 25 | 56 | 36 | 2 | 119 |
| N | 26 | 36 | 41 | 8 | 111 |
| NE | 14 | 34 | 21 | 2 | 71 |
| NW | 76 | 184 | 104 | 20 | 384 |
| S | 10 | 41 | 25 | 2 | 78 |
| SE | 12 | 76 | 43 | 7 | 138 |
| SW | 11 | 45 | 18 | 6 | 80 |
| W | 11 | 35 | 12 | 3 | 61 |
| XNE | 0 | 0 | 0 | 0 | 0 |
| XNW | 0 | 9 | 8 | 1 | 18 |
| XS | 15 | 41 | 37 | 12 | 105 |
| XSW | 31 | 17 | 3 | 0 | 51 |
| XW | 2 | 9 | 2 | 0 | 13 |

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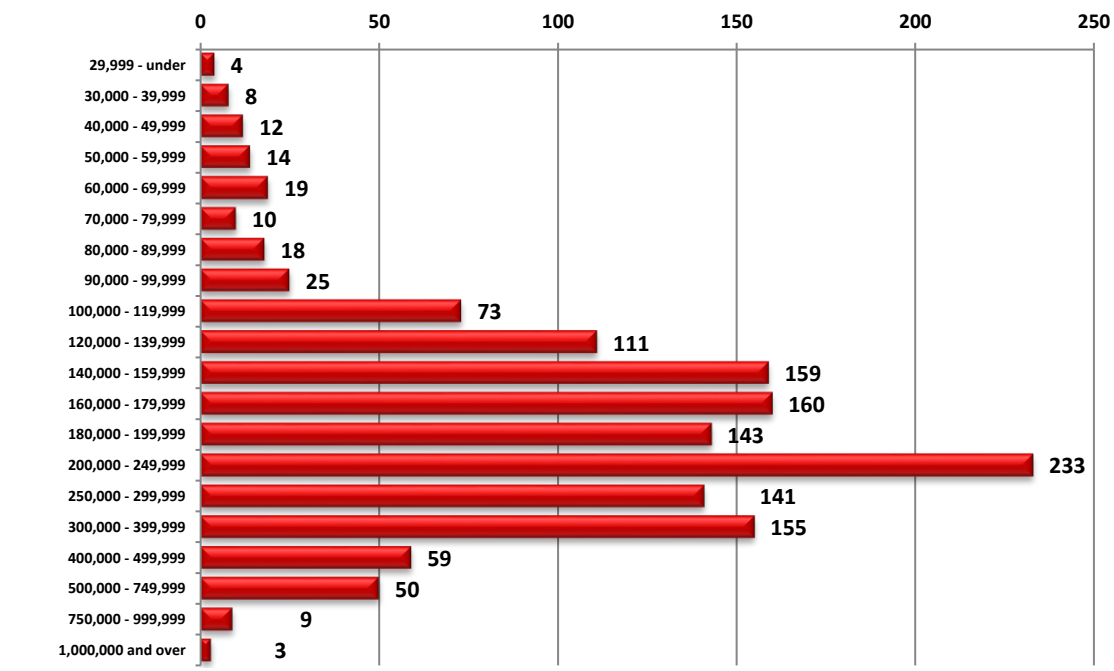
Active Listings

| Area | # of Listings |
|------|---------------|
| C | 444 |
| E | 184 |
| N | 436 |
| NE | 220 |
| NW | 1074 |
| S | 130 |
| SE | 287 |
| SW | 187 |
| W | 165 |
| XNE | 29 |
| XNW | 56 |
| XS | 237 |
| XSW | 121 |
| XW | 32 |

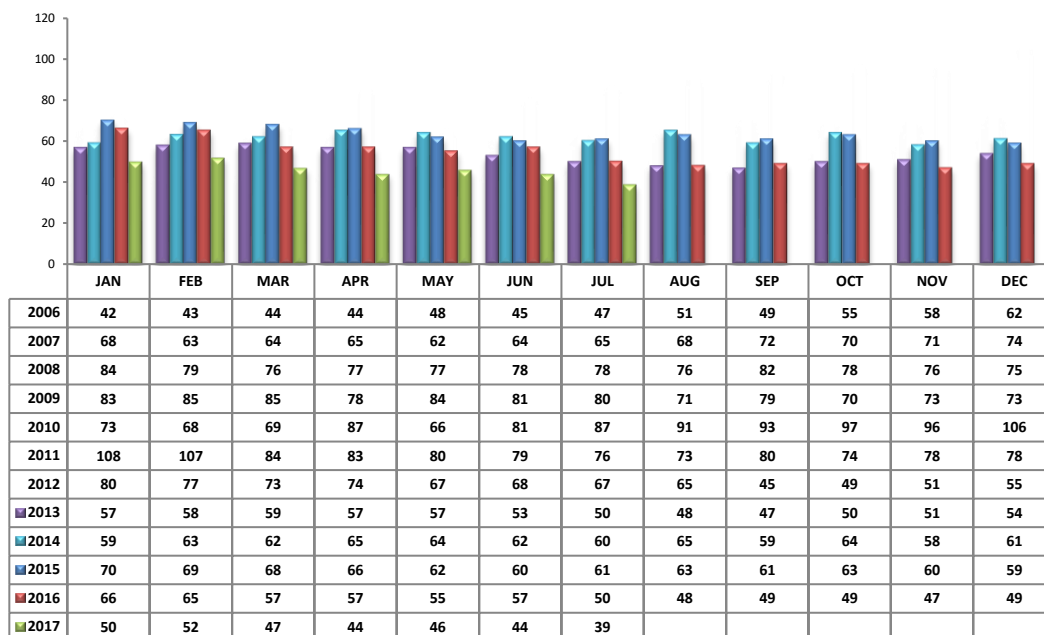
Active Listings Unit Breakdown**Active Listings Price Breakdown**

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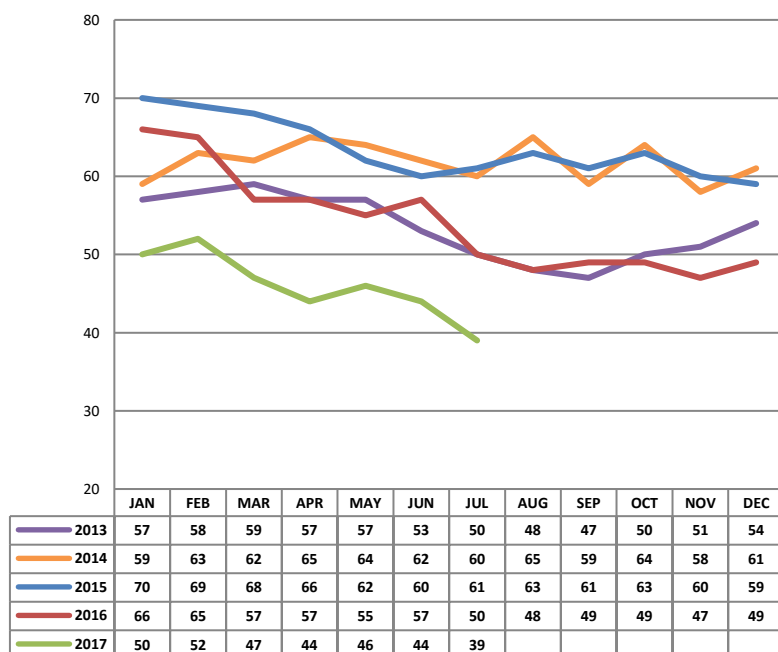
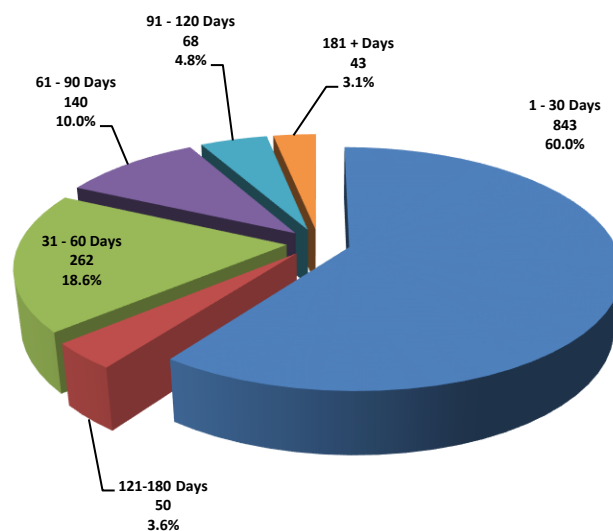
Sold Price Breakdown



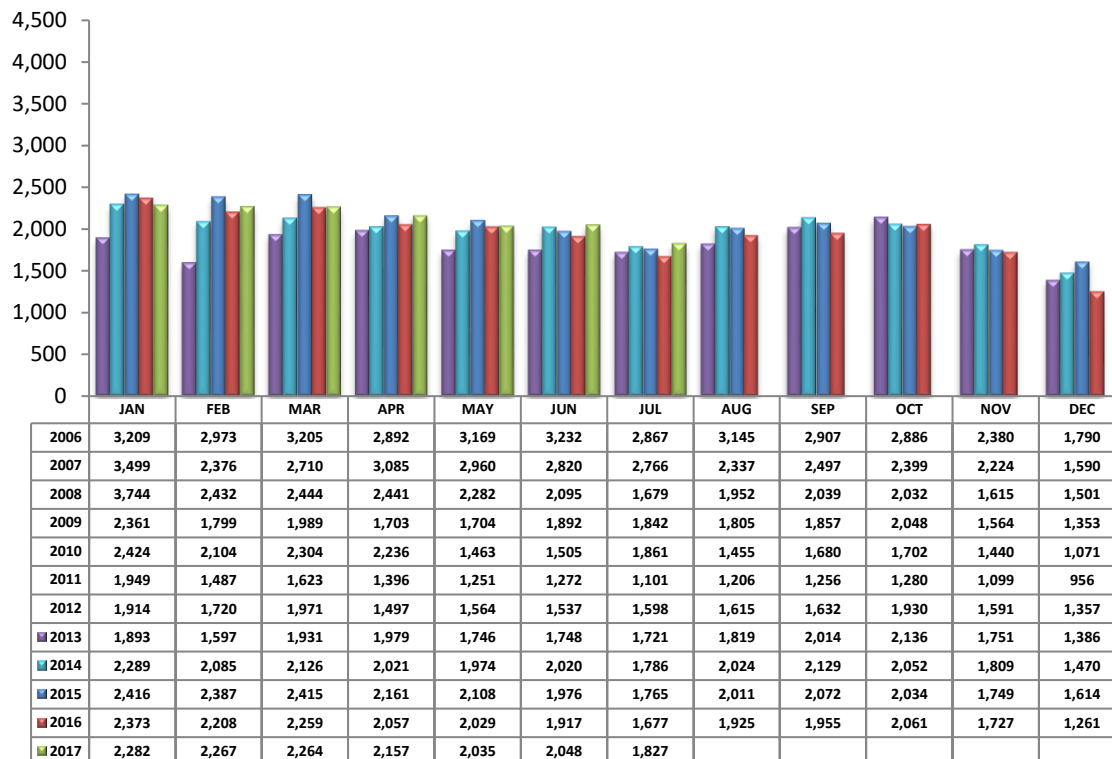
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Average Days on Market/Listing - July 2017

| Area | Avg. DOM |
|------|----------|
| C | 33 |
| E | 26 |
| N | 41 |
| NE | 38 |
| NW | 44 |
| S | 23 |
| SE | 31 |
| SW | 51 |
| W | 36 |
| XNE | 0 |
| XNW | 47 |
| XS | 51 |
| XSW | 63 |
| XW | 26 |

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

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New Listings – July 2017

| Area | # of Listings |
|------|---------------|
| C | 270 |
| E | 125 |
| N | 143 |
| NE | 88 |
| NW | 492 |
| S | 113 |
| SE | 167 |
| SW | 101 |
| W | 107 |
| XNE | 2 |
| XNW | 32 |
| XS | 115 |
| XSW | 59 |
| XW | 13 |

*Includes properties that were re-listed

**Beginning July 2012, 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. |
|-----------|---------|-----------|---------------|
| 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 |
| June 2017 | 129 | 284 | 70 |
| July 2017 | 122 | 307 | 64 |

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