For Immediate Release: September 25, 2017

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Multiple Listing Service of Southern Arizona Monthly Statistics August 2017

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 recalculated and adjusted figures dating back to April of 2014 to compensate for the area boundary changes.

A detailed description of the changes can be found on the last page of this report.

Below are some highlights from the August Residential Sales Statistics:

- Total Sales Volume of \$321,376,738 is an increase of 8.17% from July's number of \$297,091,774, and an increase of 9.59% over August 2016.
- The Average Sales Price of \$238,764 is a 3.51% increase from \$230,661 last month.
- Average List Price of \$244,623 is up 5.76% from July.
- Total Unit Sales of 1,346 is up from July's 1,288 resulting in a 4.5% increase.
- The Median Sales Price decreased to \$192,000 from \$195,000 in July and is up 3.78% from August 2016.
- Total Active Listings of 3,500 is an increase from 3,338 last month.
- Average Days on Market increased from 38 to 45 this month.
- Conventional loan sales of 43.98% exceeded Cash Sales of 23.03%.

Henry Zipf 2017 MLSSAZ President Pam Ruggeroli 2017 TAR President







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August 2017 Recap by Month and Year - % of Change

<u>Total Sales Volume</u>				<u>Total Unit Sales</u>						
	<u>2017</u>	<u>2016</u>	Annual % Change		<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>			
August	\$321,376,738	\$293,263,202	9.59%	August	1,346	1,305	3.14%			
July	\$297,091,774	\$286,111,971	3.84%	July	1,288	1,282	0.47%			
Month % Change	8.17%	2.50%		Month % Change	4.50%	1.79%				
Average Sales Price				Median Sales Price						
	<u>2017</u>	<u>2016</u>	Annual % Change		<u>2017</u>	<u>2016</u>	Annual % Change			
August	\$238,764	\$224,723	6.25%	August	\$192,000	\$185,000	3.78%			
July	\$230,661	\$223,176	3.35%	July	\$195,000	\$181,500	7.44%			
Month % Change	3.51%	0.69%		Month % Change	-1.54%	1.93%				
Average List Price	2017	2016	Annual % Change	<u>New Listings</u>	2017	<u>2016</u>	Annual % Change			
August	\$244,623	\$226,428	8.04%	August	1,562	1,758	-11.15%			
July	\$231,299	\$224,771	2.90%	July	1,693	1,553	9.01%			
Month % Change	5.76%	0.74%		Month % Change	-7.74%	13.20%				
<u>Total Under Contract</u>	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>	Active Listings	<u>2017</u>	<u>2016</u>	Annual % Change			
August	1,634	2,026	-19.35%	August	3,500	3,542	-1.19%			
July	1,832	2,047	-10.50%	July	3,338	3,560	-6.24%			
Month % Change	-10.81%	-1.03%		Month % Change	4.85%	-0.51%				

August 2017 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	<u>%</u>	Zip Code	# Active	# Sold	<u>%</u>	Zip Code	# Active	# Sold	<u>%</u>	Zip Code	# Active	<u># Sold</u>	<u>%</u>
85123	0	1	0.00%	85645	0	0	0.00%	85713	94	36	38.30%	85740	0	0	0.00%
85145	13	7	53.85%	85648	0	0	0.00%	85714	22	4	18.18%	85741	63	57	90.48%
85245	0	0	0.00%	85653	116	38	32.76%	85715	79	43	54.43%	85742	135	48	35.56%
85601	0	0	0.00%	85654	0	0	0.00%	85716	127	41	32.28%	85743	133	63	47.37%
85602	0	0	0.00%	85658	157	44	28.03%	85717	0	0	0.00%	85745	118	56	47.46%
85611	0	0	0.00%	85701	17	3	17.65%	85718	215	52	24.19%	85746	67	39	58.21%
85614	1	0	0.00%	85704	98	47	47.96%	85719	101	33	32.67%	85747	103	51	49.51%
85616	0	0	0.00%	85705	66	36	54.55%	85730	72	50	69.44%	85748	68	33	48.53%
85619	27	1	3.70%	85706	60	40	66.67%	85734	0	0	0.00%	85749	119	33	27.73%
85623	17	5	29.41%	85709	0	0	0.00%	85735	47	10	21.28%	85750	187	59	31.55%
85629	9	1	11.11%	85710	140	73	52.14%	85736	27	5	18.52%	85755	193	50	25.91%
85637	2	1	50.00%	85711	89	44	49.44%	85737	128	46	35.94%	85756	68	37	54.41%
85641	183	55	30.05%	85712	103	39	37.86%	85739	170	37	21.76%	85757	66	28	42.42%

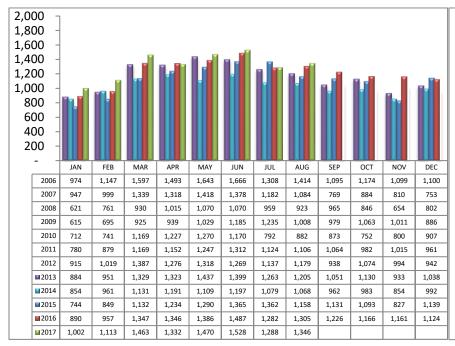
Tucson Association of REALTORS®, Real Estate Trend Indicator Tucson, AZ From: 8/01/2017 to 8/31/2017

Statistics generated on: 9/18/17

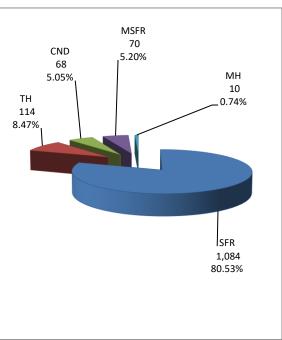
	Residential Listing Statistics Active Listing								Days on Market		
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units So	ld	
Under \$29,999	7	3	0	1	11	7	C	499	1 -30 Days	775	
\$30,000 to \$39,999	14	5	0	1	20	6	E	278	31-60 Days	236	
\$40,000 to \$49,999	33	2	1	2	38	8	N	464	61 - 90 Days	125	
\$50,000 to \$59,999	17	11	3	3	34	11	NE	220	91-120 Days	87	
\$60,000 to \$69,999	24	18	3	1	46	16	NW	711	121 - 180 Days	74	
\$70,000 to \$79,999	27	20	4	2	53	13	S	136	Over 180 Days	49	
\$80,000 to \$89,999	25	22	2	8	57	15	SE	111	Avg. Days on N	larket	
\$90,000 to \$99,999	38	23	2	2	65	22	SW	211	45		
\$100,000 to \$119,999	73	48	7	7	135	67	UNW	189	Avg. Sold Pr	ice	
\$120,000 to \$139,999	155	96	7	13	271	119	USE	205	\$238,764		
\$140,000 to \$159,999	189	139	10	23	361	154	W	235	Median Sale I	Price	
\$160,000 to \$179,999	268	160	5	26	459	146	XNE	28	\$192,000		
\$180,000 to \$199,999	212	135	5	24	376	136	XNW	15	New Listing	gs	
\$200,000 to \$249,999	566	225	11	37	839	191	XSE	9	1,562	-	
\$250,000 to \$299,999	425	112	4	31	572	136	XSW	34			
\$300,000 to \$399,999	516	140	6	38	700	154	XW	149			
\$400,000 to \$499,999	287	72	2	13	374	68	Sold	Units per Area	Sales Volume by Area		
\$500,000 to \$749,999	294	53	0	9	356	55	С	201	\$35,470,203		
\$750,000 to \$999,999	179	19	0	6	204	12	E	157	\$29,058,337		
\$1,000,000 and over	151	8	1	2	162	10	Ν	136	\$51,333,008		
							NE	76	\$26,224,77	7	
							NW	265	\$76,425,99	2	
							S	80	\$10,696,05	5	
							SE	31	\$7,042,210)	
							SW	85	\$13,376,97	1	
							UNW	42	\$12,349,51		
							USE	81	\$19,167,18		
Totals	3,500	1,311	73	249	5,133	1,346	W	121	\$28,027,63		
	-	· · ·				-	XNE	1	\$106,000		
	Aug-17	Aug-16	% Change	YTD 2017	YTD 2016	% Change	XNW	8	\$1,132,300		
Home Sales Volume	\$321,376,738	\$293,263,202	9.59%		\$2,230,434,581	11.20%	XSE	1	\$500,000		
Home Sales Units	1,346		3.14%	10,542	10,000	5.42%	XSW	7	\$899,320		
Average Sales Price (All Residential)		\$224,723	6.25%		\$223,950	4.81%	XW	54	\$9,567,240		
Median Sales Price	\$192,000	\$185,000	3.78%	\$193,500	\$183,250	5.59%		Total Volume	\$321,376,73		
Average Days on Market:	45	47	-4.26%	42	49	-14.29%					
Average List Price for Solds:	\$244,623	\$226,428	8.04%	\$237,962	\$229,785	3.56%	1		Types of Financing	т	
SP/LP %	97.60%	99.25%		98.63%	97.46%		1		FHA	-	
Total Under Contract	1,634	2,026	-19.35%				1		VA		
Active Listings	3,500	,	-1.19%	t					Other		
New Listings	1,562	1,758	-11.15%	t					Cash		
	,= = <u>-</u>	,		L					Conventional		

Conventional 592 Cash/Loan 1 Carryback 8

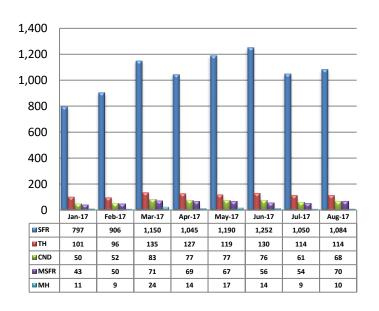
<u> Total Unit Sales – August 2017</u>



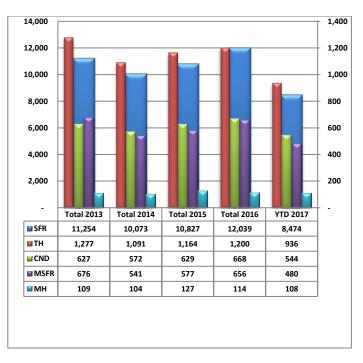
Unit Sales - Breakdown by Type



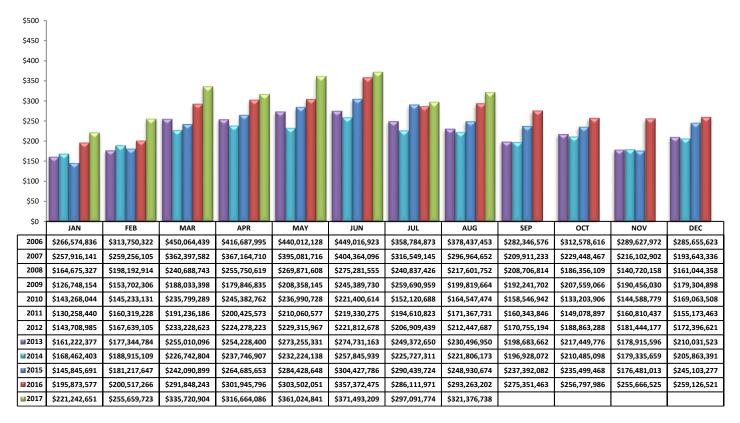
Total Unit Sales By Type - Monthly Comparison



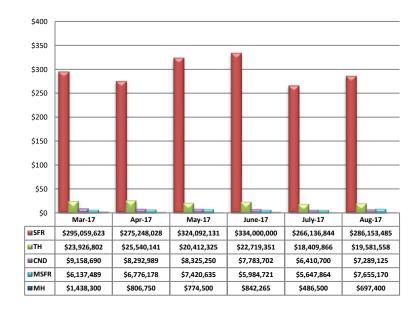
YTD Annual Comparison - Breakdown by Type



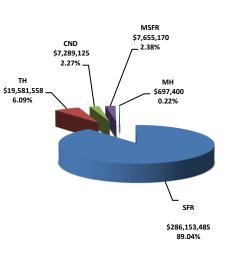
<u>Total Sales Volume – August 2017</u>



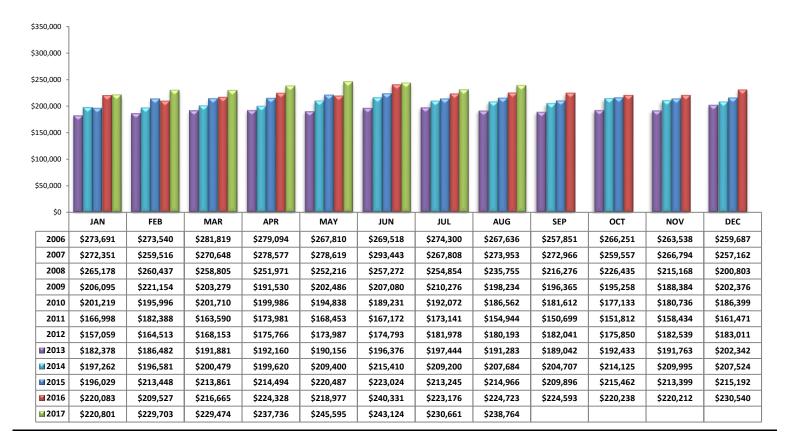
Total Sales Volume By Type - Monthly Comparison



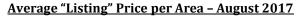




Average Sales Price - August 2017

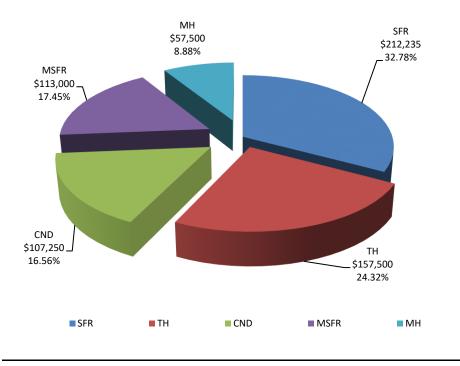


<u> Average Sales Price by Type – August 2017</u>



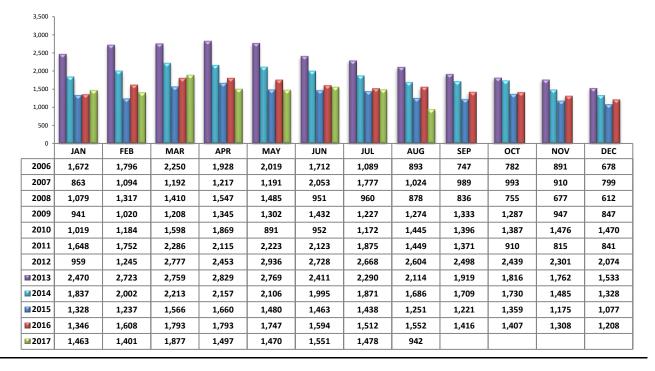


Median Sale Price - by Type



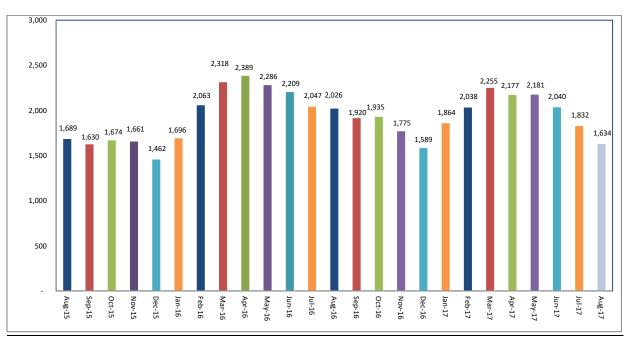
Median Sale Price - August 2017

\$300,000 \$250,000 - \$200,000 - \$150,000 - \$100,000 - \$50,000 -												
\$0 -	JAN	FEB		APR				AUG	SEP	ост	NOV	DEC
	JAN	FEB	MAR	АРК	MAY	JUN	JUL	AUG	SEP	001	NOV	DEC
2006	\$219,000	\$225,900	\$219,000	\$220,000	\$223,000	\$225,000	\$225,000	\$221,138	\$214,000	\$211,383	\$216,000	\$215,995
2007	\$220,365	\$219,500	\$220,815	\$224,921	\$223,000	\$225,000	\$217,000	\$220,495	\$215,000	\$210,000	\$212,000	\$210,000
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	\$257,250	\$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				



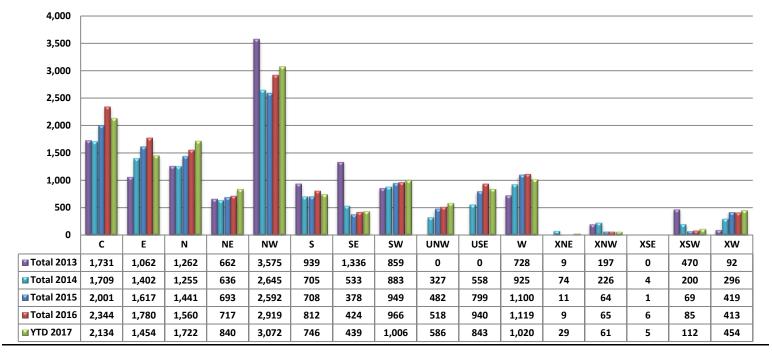
Newly Under Contract During The Month

Total Listings Still Under Contract At The End of The Month



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.

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Number of Sold Listings by Area - Annual Comparison

Average \$ Sold per Area by # of Bedrooms

0-2 3 5+ All 0-2 3 4 5+ All Bedrooms Bedrooms Bedrooms Bedrooms Bedrooms **Bedrooms Bedrooms** Bedrooms **Bedrooms Bedrooms** C \$140,177 \$174,057 \$246,068 \$176,469 C 7 \$253,514 68 95 31 201 Е \$112,837 \$174,302 \$234,219 \$277,391 \$185,085 Е 26 84 157 36 11 \$194,910 \$344,278 \$532,797 \$524,208 \$377,449 Ν 47 41 12 Ν 36 136 \$141,090 \$317,858 \$377,676 \$604,422 \$345,063 9 NE NE 10 36 21 76 NW 207,371 \$254,438 \$361,403 \$398,606 \$288,400 NW 48 118 81 18 265 \$126,150 \$133,701 S 100,238 \$157,950 \$184,600 S 8 49 20 3 80 \$0 \$333,950 2 SE \$200,150 \$238,147 \$227,168 SE 0 14 15 31 \$155,170 \$180,424 \$203,967 \$157,376 SW SW \$108,400 49 22 11 3 85 UNW \$288,805 \$303,156 \$294,036 UNW \$300,124 \$0 25 9 8 0 42 \$221,565 USE \$244,246 \$249,348 \$279,334 \$236,632 USE 8 41 27 5 81 w \$132,409 \$216,249 \$284,932 \$490,400 \$231,633 22 60 34 5 w 121 \$106,000 XNE \$0 \$0 \$0 \$106,000 XNE 1 0 0 0 1 \$115,000 XNW \$147,080 \$140,950 \$0 \$141,538 XNW 1 5 2 0 8 XSE \$0 \$500,000 \$0 \$0 \$500,000 XSE 0 1 0 0 1 xsw \$0 \$117,830 \$152,500 \$123.000 \$128,474 XSW 0 2 7 4 1 XW \$107,000 \$162,955 \$207,333 \$266,900 \$177,171 XW 4 29 20 1 54

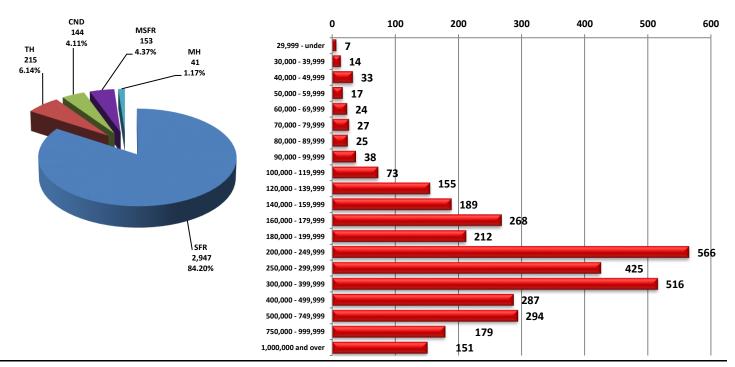
Units Sold per Area by # of Bedrooms



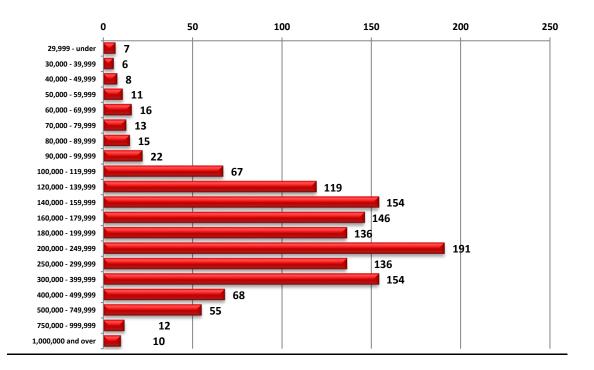
Area	# of Listings
C	499
E	278
Ν	464
NE	220
NW	711
S	136
SE	111
SW	211
UNW	189
USE	205
W	235
XNE	28
XNW	15
XSE	9
XSW	34
XW	149

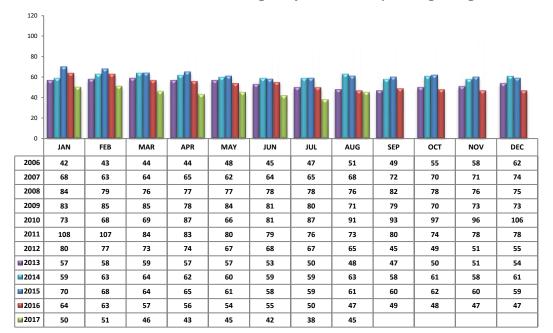
Active Listings Unit Breakdown

Active Listings Price Breakdown

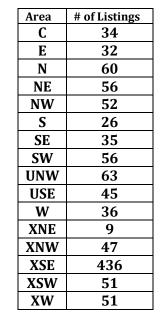


Sold Price Breakdown



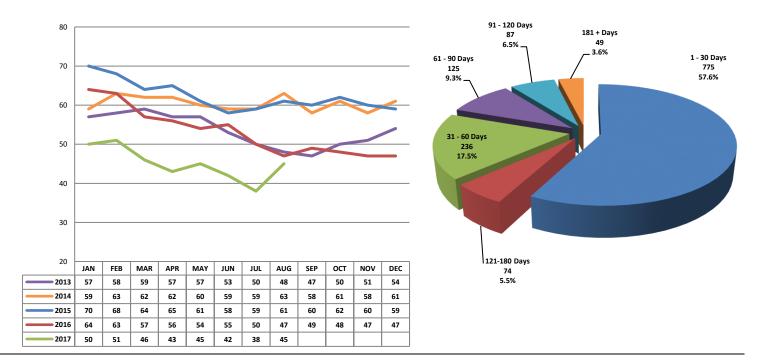


Average Days on Market/Listing - August 2017	
<u>Average Days on Market/ Listing Magust 2017</u>	

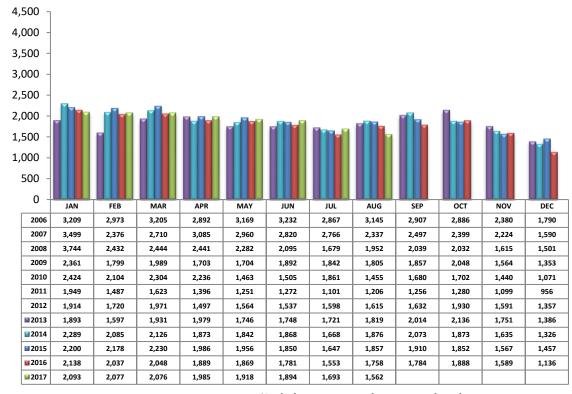


Annual Comparison - Average Days on Market

Average Days on Market/Listing Breakdown



<u>New Listings – August 2017</u>



Area	# of Listings
С	256
Ε	150
Ν	172
NE	81
NW	300
S	92
SE	59
SW	106
UNW	50
USE	103
W	108
XNE	0
XNW	7
XSE	6
XSW	12
XW	60

*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.

Month	Expired	Cancelled	Temp Off Mkt.
Nov 2016	117	259	41
Dec 2016	218	262	57
Jan 2017	171	305	38
Feb 2017	91	212	33
Mar 2017	107	293	47
Apr 2017	108	256	41
May 2017	126	263	62
June 2017	119	276	65
July 2017	114	286	58
Aug 2017	106	276	40

Misc. MLS Information

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 west 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.