

**For Immediate  
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**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 **October 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 October Residential Sales Statistics:

- Total Sales Volume of \$288,890,599 is a decrease of 3.75% since last month's number of \$300,150,958 but is an increase of 12.5% since October 2016.
- The Average Sales Price of \$238,358 is a decrease of 3.75% from \$247,649 last month.
- Average List Price of \$243,801 is down 3.60% from September.
- Total Under Contract of 1,653 is an increase of .12% since last month.
- Total Unit Sales of 1,212 matched last month's number of 1,212, but is an increase of 3.95% since October 2016.
- The Median Sales Price decreased by 3.39% to \$199,900 from \$206,915 in September, but is an increase of 12.30% since October 2016.
- New Listings are up 2.71% since September.
- Total Active Listings of increased 2.84% to 3,689 from 3,587 last month.
- Average Days on Market continues to slowly decrease, going from 42 in September to 40 this month.
- Conventional loan sales of 43.7% exceeded Cash Sales of 23.7%.



**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®.

Henry Zipf  
2017 MLSSAZ President

Pam Ruggeroli  
2017 TAR President



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## October 2017 Recap by Month and Year - % of Change

### Total Sales Volume

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	\$288,890,599	\$256,797,986	12.50%
September	\$300,150,958	\$275,351,463	9.01%
Month % Change	-3.75%	-6.74%	

### Average Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	\$238,358	\$220,238	8.23%
September	\$247,649	\$224,593	10.27%
Month % Change	-3.75%	-1.94%	

### Average List Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	\$243,801	\$222,728	9.46%
September	\$252,916	\$219,602	15.17%
Month % Change	-3.60%	1.42%	

### Total Under Contract

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	1,653	1,935	-14.57%
September	1,651	1,920	-14.01%
Month % Change	0.12%	0.78%	

### Total Unit Sales

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	1,212	1,166	3.95%
September	1,212	1,226	-1.14%
Month % Change	0.00%	-4.89%	

### Median Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	\$199,900	\$178,000	12.30%
September	\$206,915	\$177,000	16.90%
Month % Change	-3.39%	0.56%	

### New Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	1,896	1,888	0.42%
September	1,846	1,784	3.48%
Month % Change	2.71%	5.83%	

### Active Listings

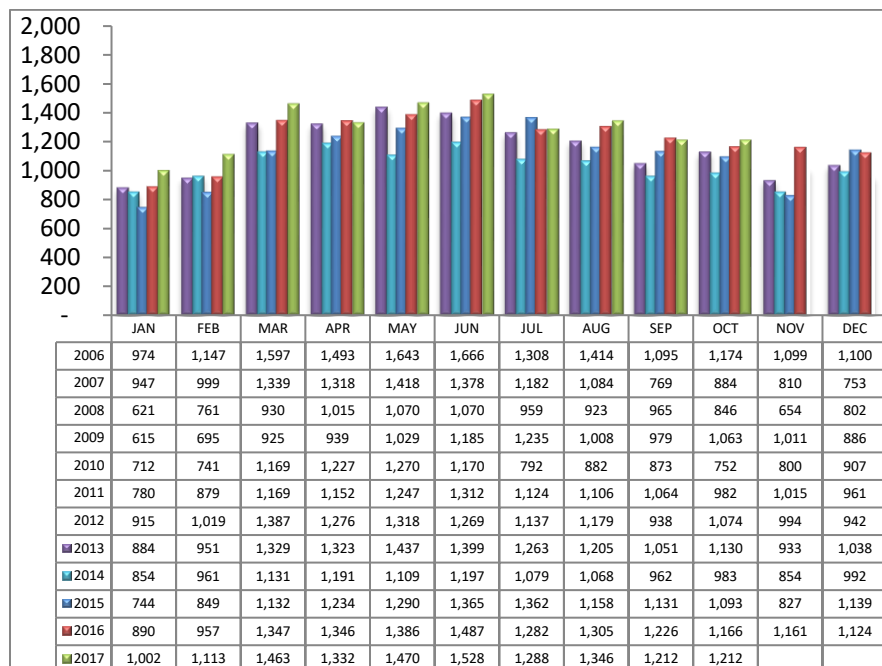
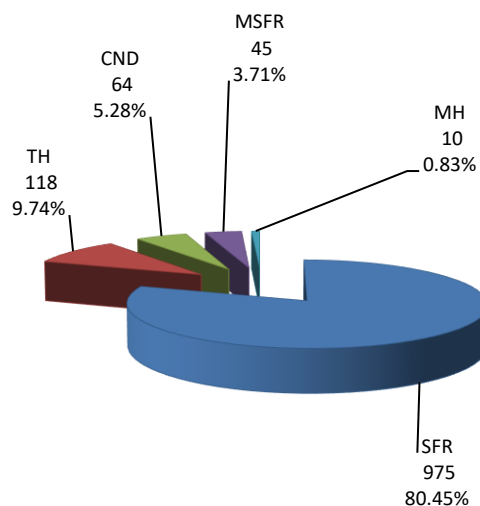
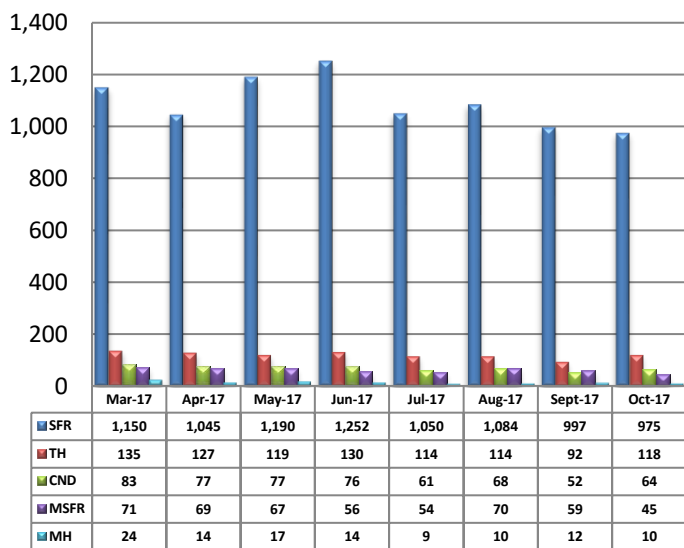
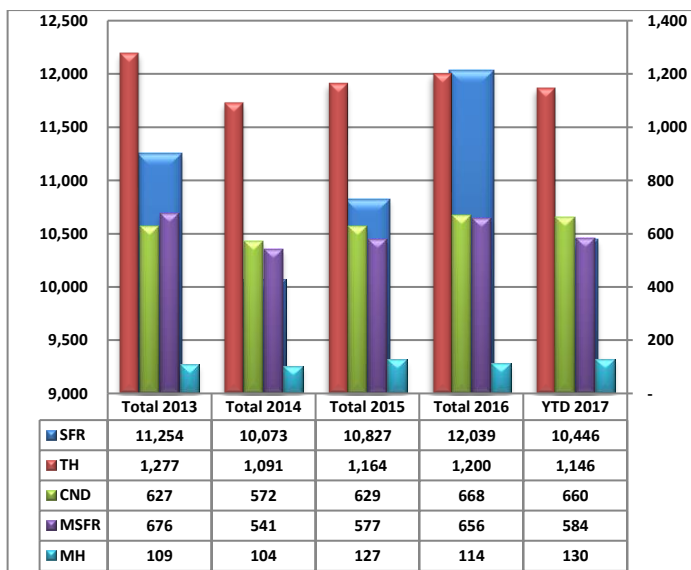
	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
October	3,689	3,683	0.16%
September	3,587	3,587	0.00%
Month % Change	2.84%	2.68%	

## October 2017 - Active and Sold by Zip Code

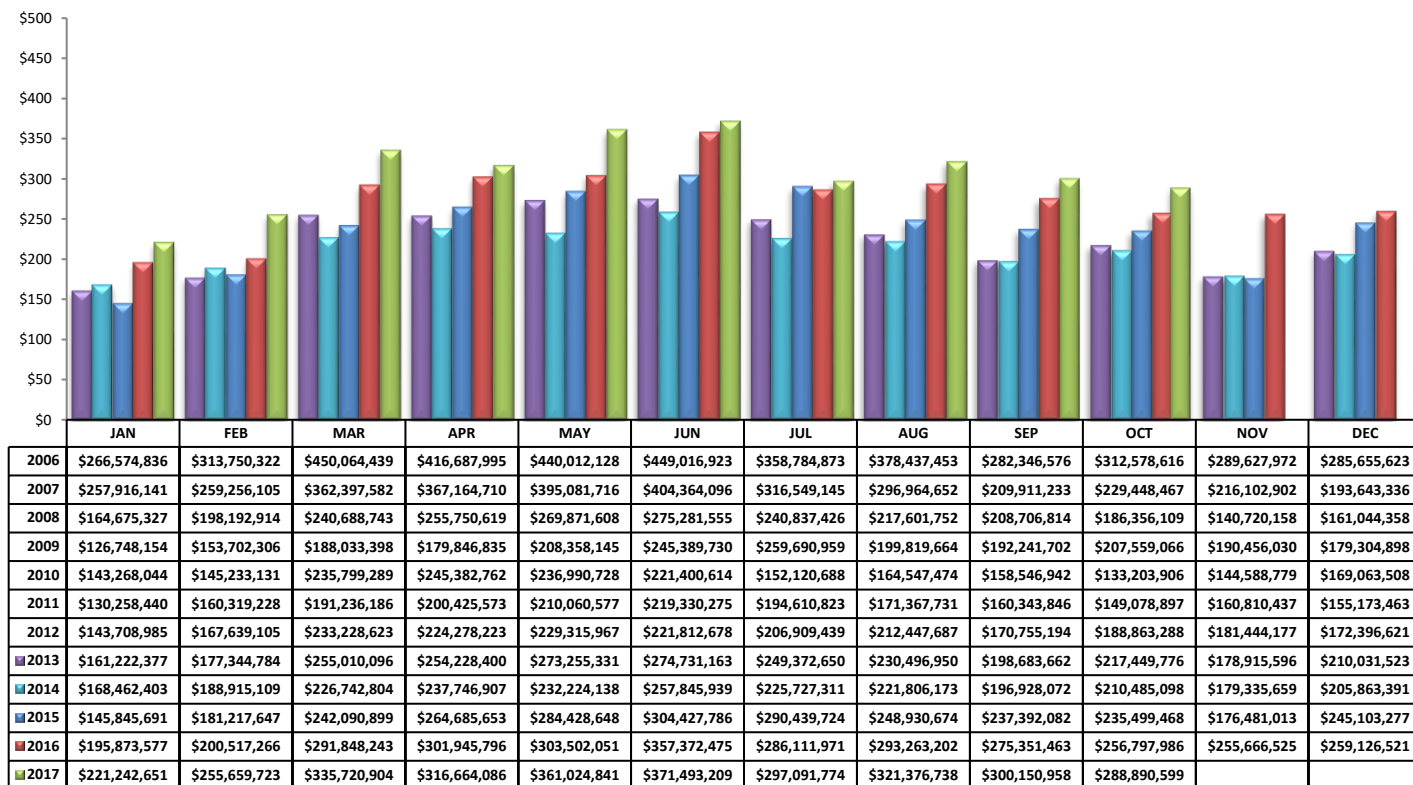
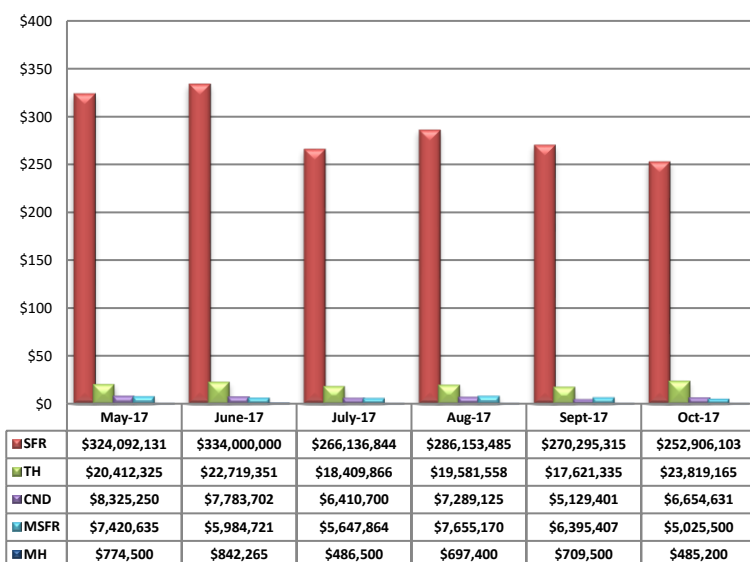
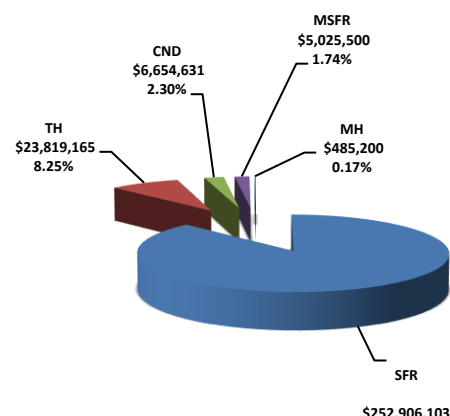
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85123	0	0	0.00%	85645	0	0	0.00%	85713	83	30	36.14%	85740	0	0	0.00%
85145	16	2	12.50%	85648	0	0	0.00%	85714	23	13	56.52%	85741	66	30	45.45%
85245	0	0	0.00%	85653	121	27	22.31%	85715	90	40	44.44%	85742	134	52	38.81%
85601	0	0	0.00%	85654	0	0	0.00%	85716	134	43	32.09%	85743	149	46	30.87%
85602	0	0	0.00%	85658	182	35	19.23%	85717	0	0	0.00%	85745	136	42	30.88%
85611	0	0	0.00%	85701	21	5	23.81%	85718	241	66	27.39%	85746	69	42	60.87%
85614	0	1	0.00%	85704	107	36	33.64%	85719	82	26	31.71%	85747	101	39	38.61%
85616	0	0	0.00%	85705	70	29	41.43%	85730	99	42	42.42%	85748	64	28	43.75%
85619	24	1	4.17%	85706	64	28	43.75%	85734	0	0	0.00%	85749	128	24	18.75%
85623	12	3	25.00%	85709	0	0	0.00%	85735	48	15	31.25%	85750	205	66	32.20%
85629	6	2	33.33%	85710	170	58	34.12%	85736	32	4	12.50%	85755	195	53	27.18%
85637	2	0	0.00%	85711	106	43	40.57%	85737	124	38	30.65%	85756	69	45	65.22%
85641	164	60	36.59%	85712	100	38	38.00%	85739	187	28	14.97%	85757	65	32	49.23%

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	11	2	0	13		3	C	516	1 -30 Days	727	
\$30,000 to \$39,999	14	2	4	20		6	E	330	31-60 Days	230	
\$40,000 to \$49,999	23	5	0	28		8	N	498	61 - 90 Days	101	
\$50,000 to \$59,999	19	9	1	29		4	NE	231	91-120 Days	62	
\$60,000 to \$69,999	25	12	7	44		17	NW	759	121 - 180 Days	57	
\$70,000 to \$79,999	23	24	2	49		17	S	148	Over 180 Days	35	
\$80,000 to \$89,999	34	18	3	55		10	SE	104	Avg. Days on Market 40		
\$90,000 to \$99,999	36	21	3	60		20	SW	208			
\$100,000 to \$119,999	89	42	8	139		54	UNW	201	Avg. Sold Price \$238,358		
\$120,000 to \$139,999	147	110	16	273		96	USE	188			
\$140,000 to \$159,999	200	143	24	367		126	W	252	Median Sale Price \$199,900		
\$160,000 to \$179,999	283	155	33	471		129	XNE	25			
\$180,000 to \$199,999	262	113	24	399		117	XNW	18	New Listings 1,896		
\$200,000 to \$249,999	527	218	56	801		218	XSE	8			
\$250,000 to \$299,999	445	169	43	657		117	XSW	40			
\$300,000 to \$399,999	530	146	51	727		134	XW	163			
\$400,000 to \$499,999	293	73	16	382		74	Sold Units per Area		Sales Volume by Area		
\$500,000 to \$749,999	348	48	11	407		48	C	186	\$36,577,261		
\$750,000 to \$999,999	203	23	6	232		10	E	128	\$23,999,024		
\$1,000,000 and over	177	8	4	189		4	N	147	\$52,958,619		
							NE	67	\$19,417,004		
							NW	227	\$63,092,896		
							S	71	\$9,674,379		
							SE	39	\$9,283,539		
							SW	101	\$15,889,228		
							UNW	33	\$9,895,558		
							USE	79	\$19,767,744		
Totals	3,689	1,341	312	5,342		1,212	W	87	\$19,240,052		
							XNE	1	\$549,000		
							XNW	3	\$491,500		
Oct-17	Oct-16	% Change	YTD 2017	YTD 2016	% Change	XSE	2	\$809,908			
Home Sales Volume	\$288,890,599	\$256,797,986	12.50%	\$3,069,315,482	\$2,762,584,030	11.10%	XSW	8	\$889,500		
Home Sales Units	1,212	1,166	3.95%	12,966	12,392	4.63%	XW	33	\$6,355,387		
Average Sales Price (All Residential)	\$238,358	\$220,238	8.23%	\$239,770	\$222,255	7.88%	Total Volume		\$288,890,599		
Median Sales Price	\$199,900	\$178,000	12.30%	\$200,054	\$179,063	11.72%					
Average Days on Market:	40	48	-16.67%	41	49	-16.33%					
Average List Price for Sold:	\$243,801	\$222,728	9.46%	\$244,620	\$223,711	9.35%					
SP/LP %	97.77%	98.88%		98.02%	99.35%						
Total Under Contract	1,653	1,935	-14.57%								
Active Listings	3,689	3,683	0.16%								
New Listings	1,896	1,888	0.42%								
									Types of Financing		Totals
									FHA	225	
									VA	141	
									Other	23	
									Cash	287	
									Conventional	530	
									Cash/Loan	2	
									Carryback	4	

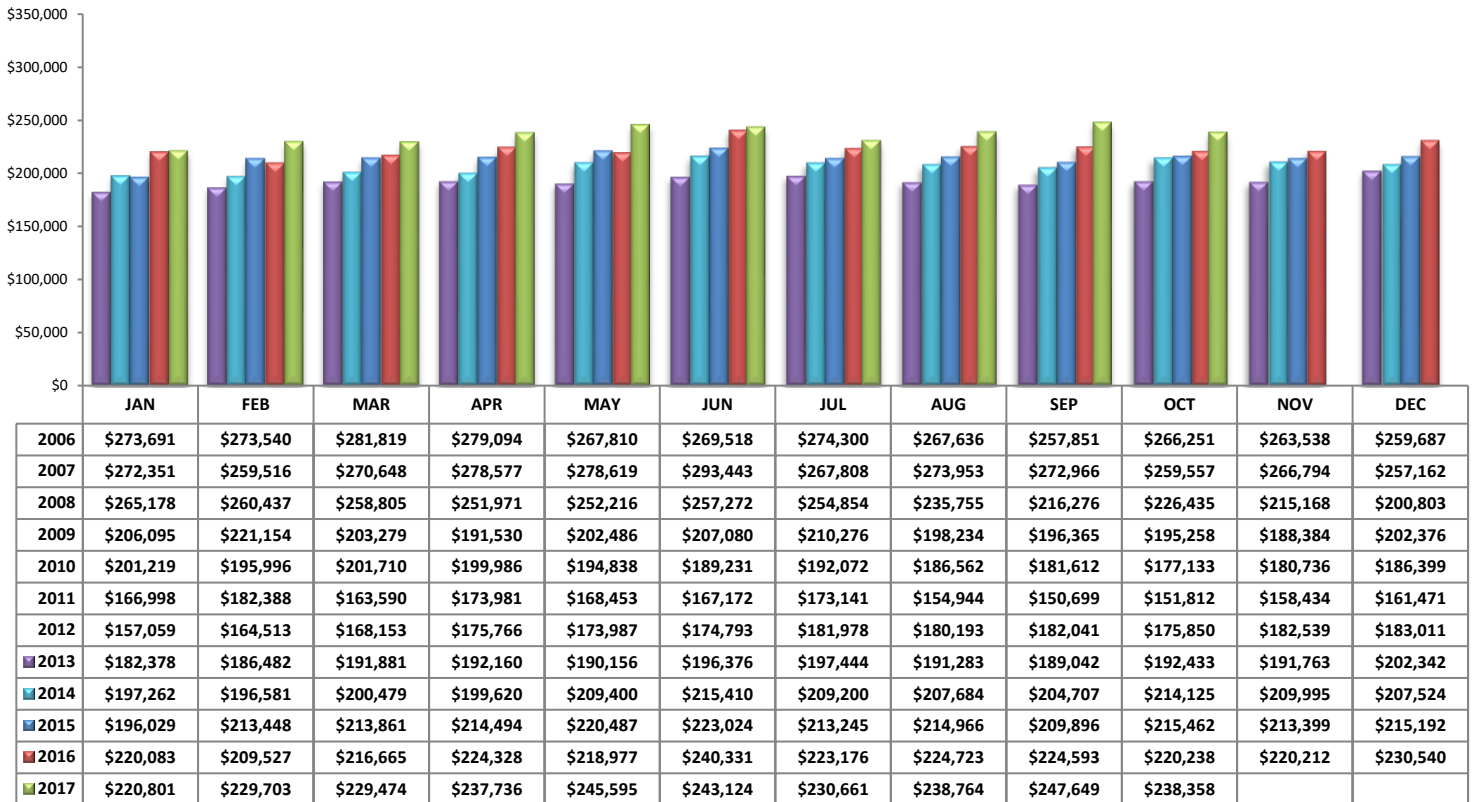
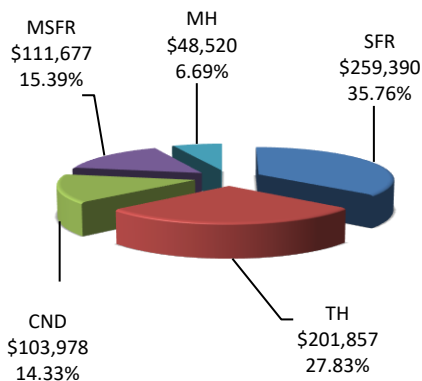
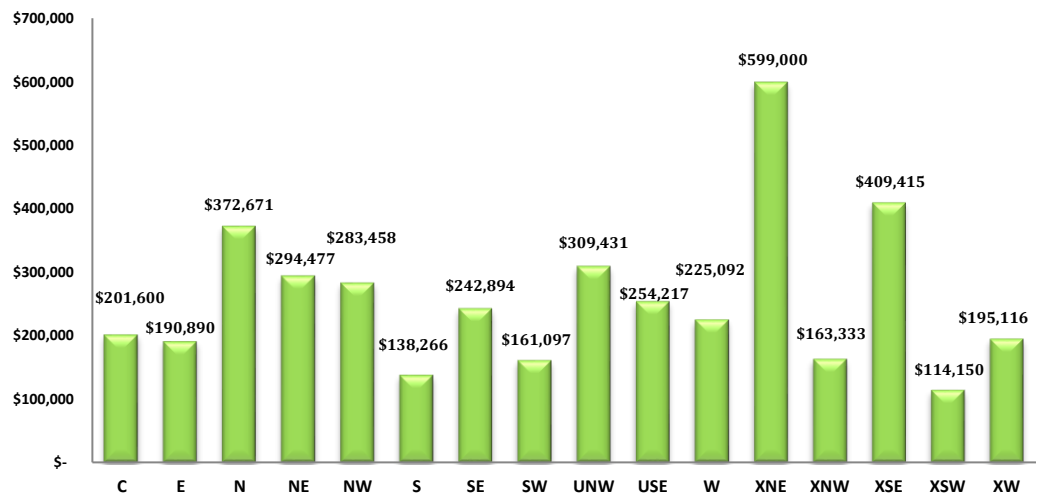
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**Total Unit Sales - October 2017****Unit Sales - Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison - Breakdown by Type**

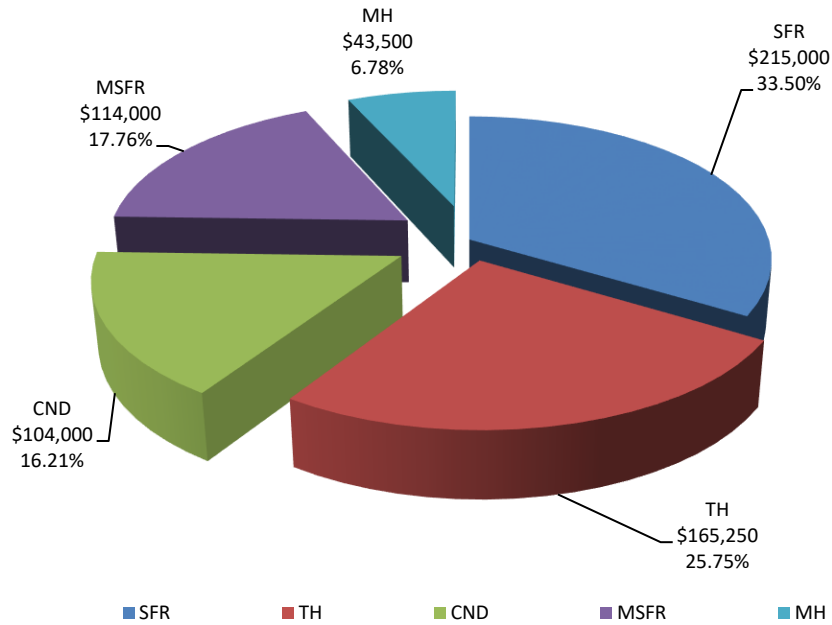
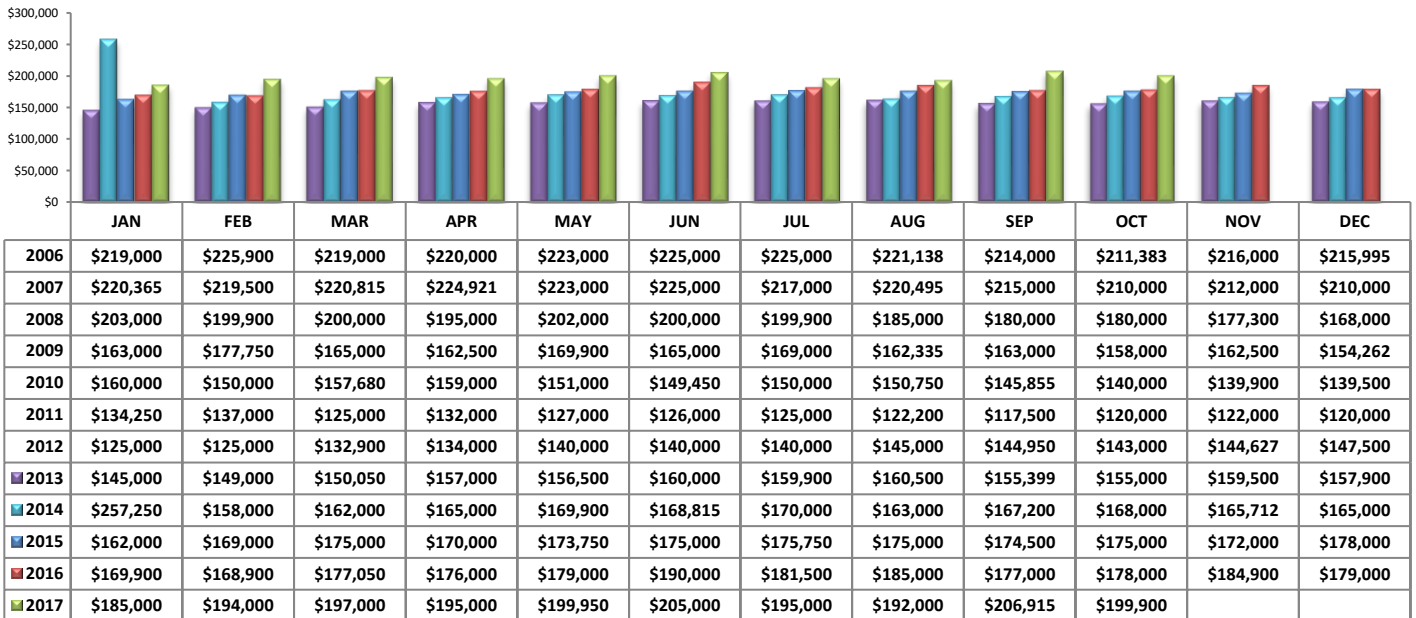
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**Total Sales Volume - October 2017****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

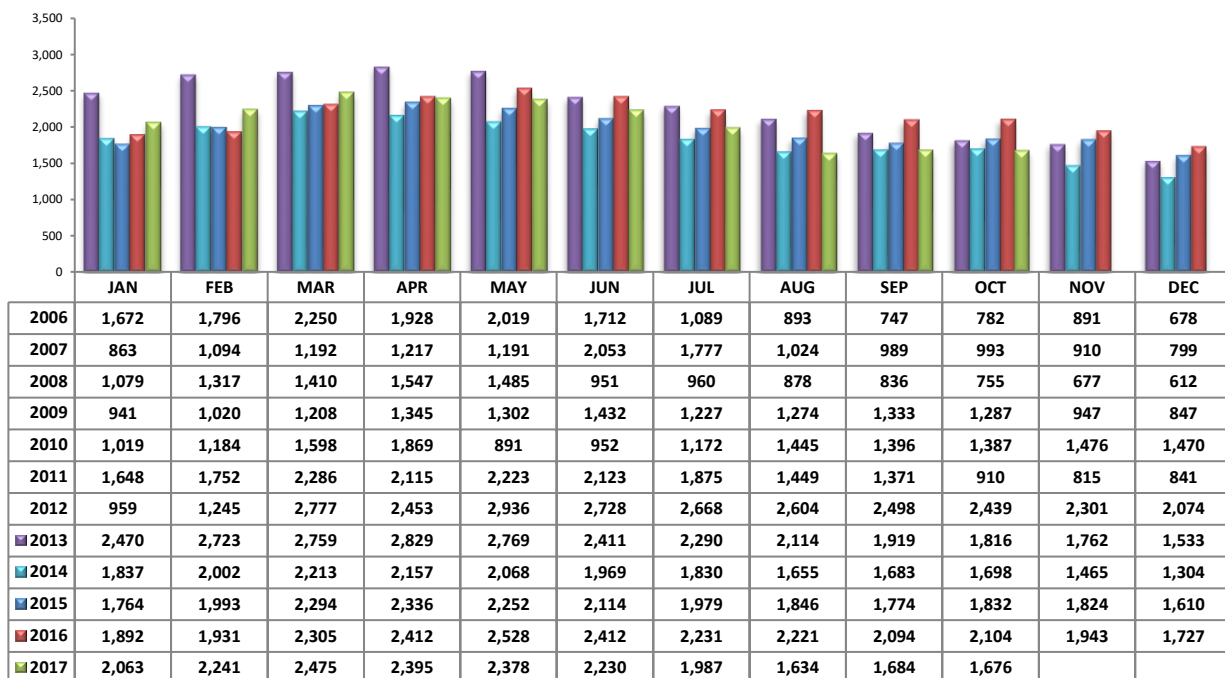
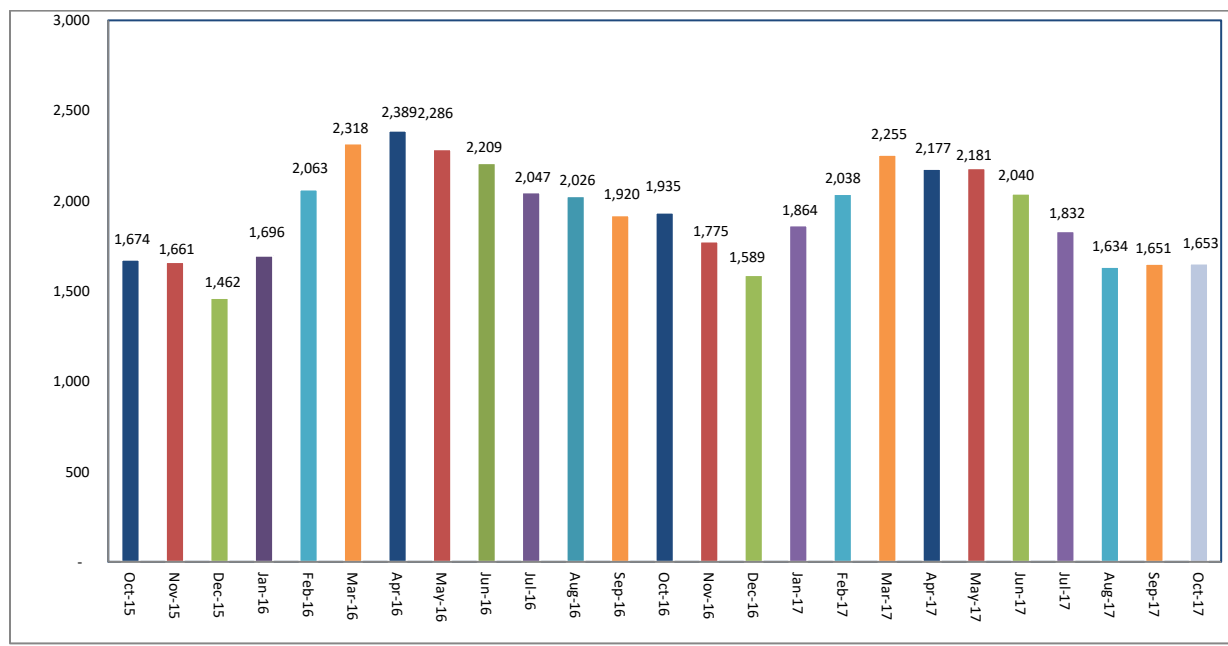
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**Average Sales Price – October 2017****Average Sales Price by Type – October 2017****Average "Listing" Price per Area – October 2017**

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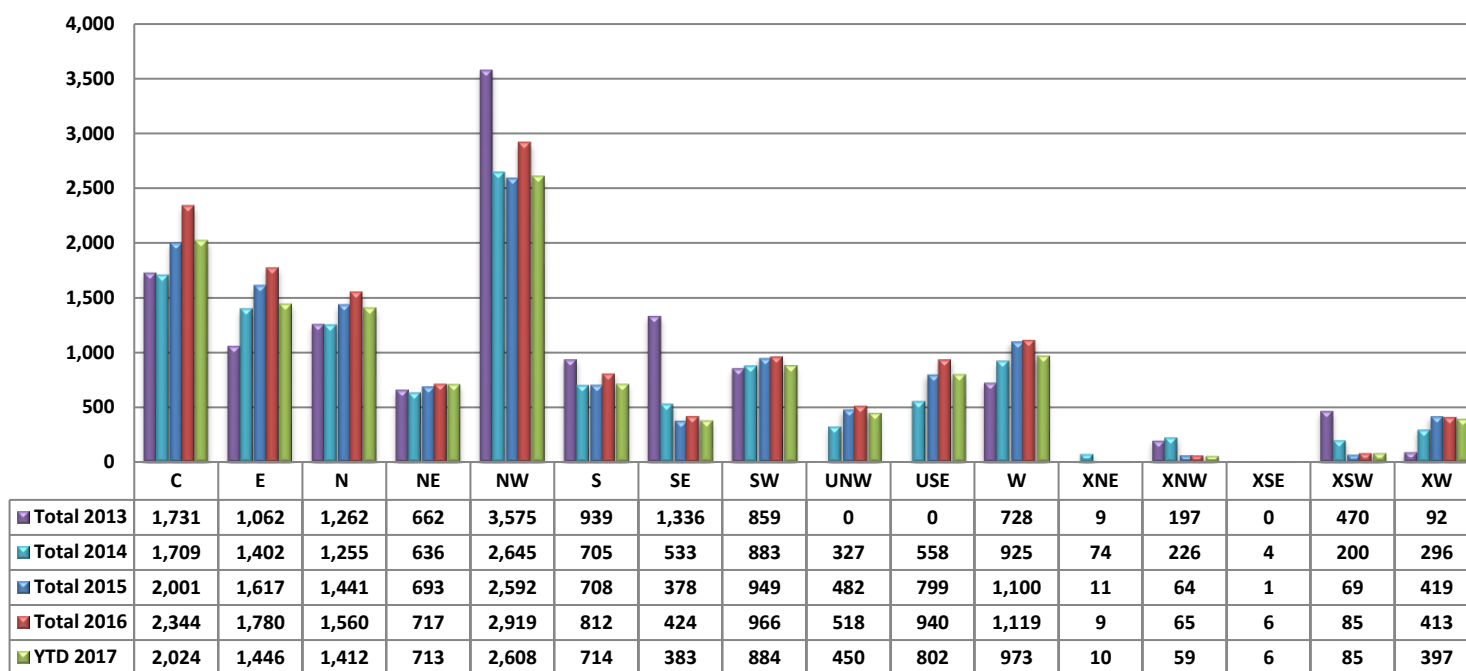
**Median Sale Price - by Type****Median Sale Price - October 2017**

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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**

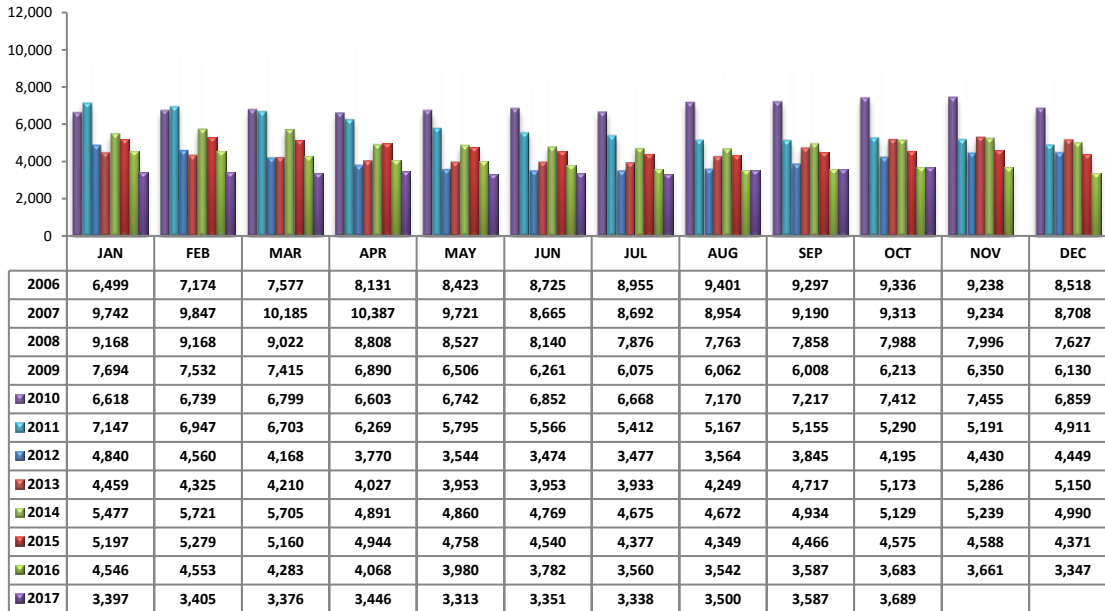
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$ 142,680	\$ 194,220	\$ 254,221	\$ 299,221	\$ 196,651
E	\$ 98,106	\$ 179,800	\$ 237,344	\$ 515,000	\$ 187,492
N	\$ 208,025	\$ 377,032	\$ 487,106	\$ 894,250	\$ 360,262
NE	\$ 123,742	\$ 298,102	\$ 321,160	\$ 564,500	\$ 289,806
NW	\$ 236,911	\$ 240,805	\$ 344,184	\$ 384,271	\$ 277,942
S	\$ 63,344	\$ 141,239	\$ 158,225	\$ 115,000	\$ 136,258
SE	\$ 176,500	\$ 213,808	\$ 263,961	\$ 319,633	\$ 238,039
SW	\$ 84,794	\$ 158,151	\$ 189,704	\$ 204,366	\$ 157,319
UNW	\$ 295,252	\$ 304,171	\$ 297,156	\$ -	\$ 299,865
USE	\$ 229,475	\$ 237,400	\$ 274,800	\$ 309,500	\$ 250,224
W	\$ 158,272	\$ 207,372	\$ 296,100	\$ 286,700	\$ 221,150
XNE	\$ -	\$ 549,000	\$ -	\$ -	\$ 549,000
XNW	\$ -	\$ 175,000	\$ 141,500	\$ -	\$ 163,833
XSE	\$ -	\$ -	\$ 380,000	\$ 429,908	\$ 404,954
XSW	\$ 103,250	\$ 118,100	\$ 92,500	\$ -	\$ 111,187
XW	\$ 118,750	\$ 177,007	\$ 216,238	\$ 315,795	\$ 192,587

**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	57	83	32	14	186
E	16	77	34	1	128
N	59	42	40	6	147
NE	15	26	20	6	67
NW	50	99	64	14	227
S	9	39	22	1	71
SE	2	20	14	3	39
SW	17	49	31	4	101
UNW	12	16	5	0	33
USE	8	45	23	3	79
W	18	45	19	5	87
XNE	0	1	0	0	1
XNW	0	2	1	0	3
XSE	0	0	1	1	2
XSW	2	5	1	0	8
XW	2	20	9	2	33

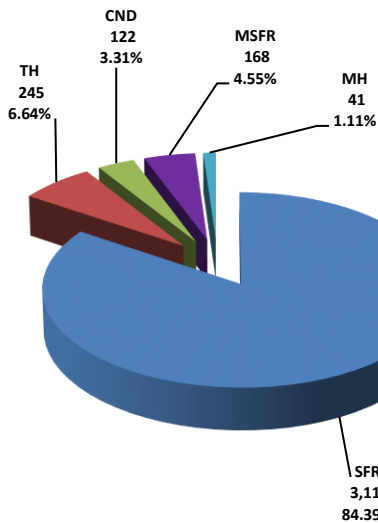
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## Active Listings

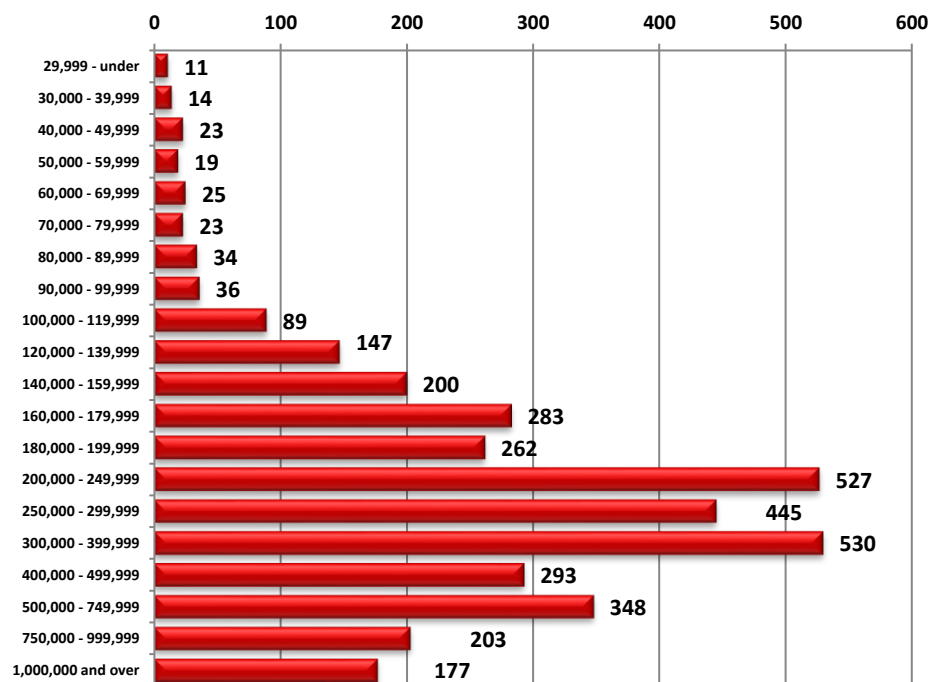


Area	# of Listings
C	516
E	330
N	498
NE	231
NW	759
S	148
SE	104
SW	208
UNW	201
USE	188
W	252
XNE	25
XNW	18
XSE	8
XSW	40
XW	163

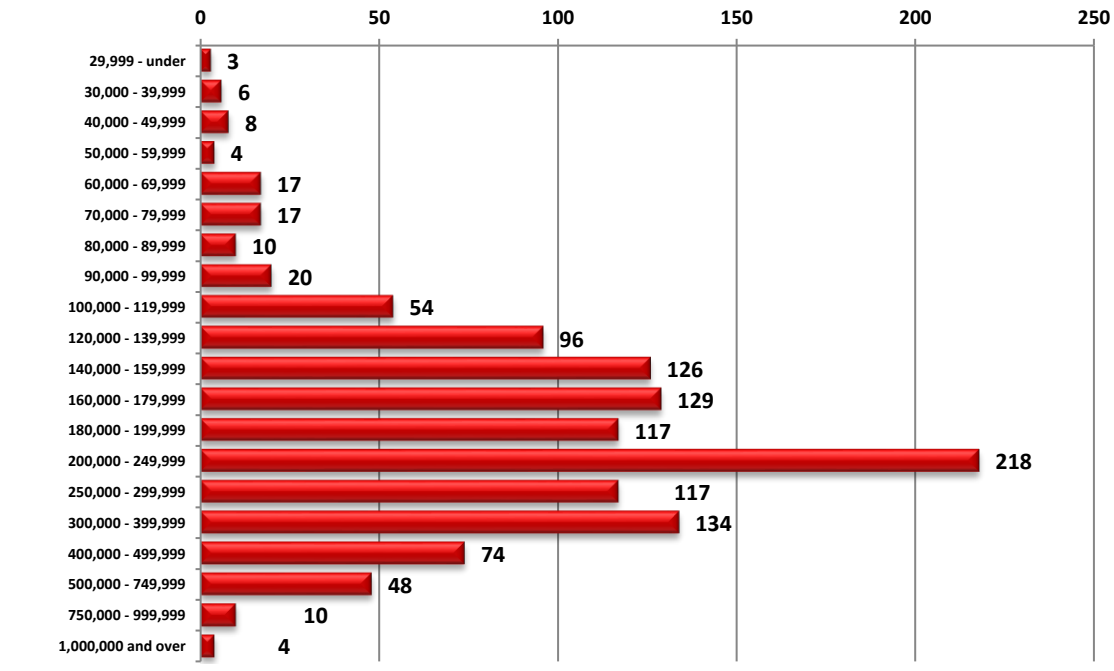
## Active Listings Unit Breakdown



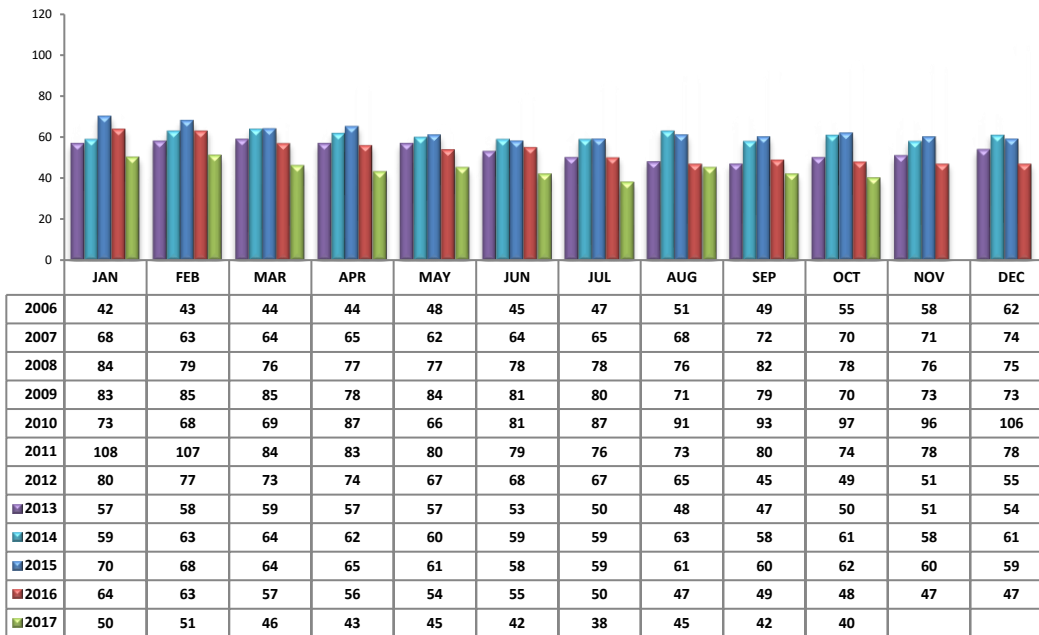
## Active Listings Price Breakdown



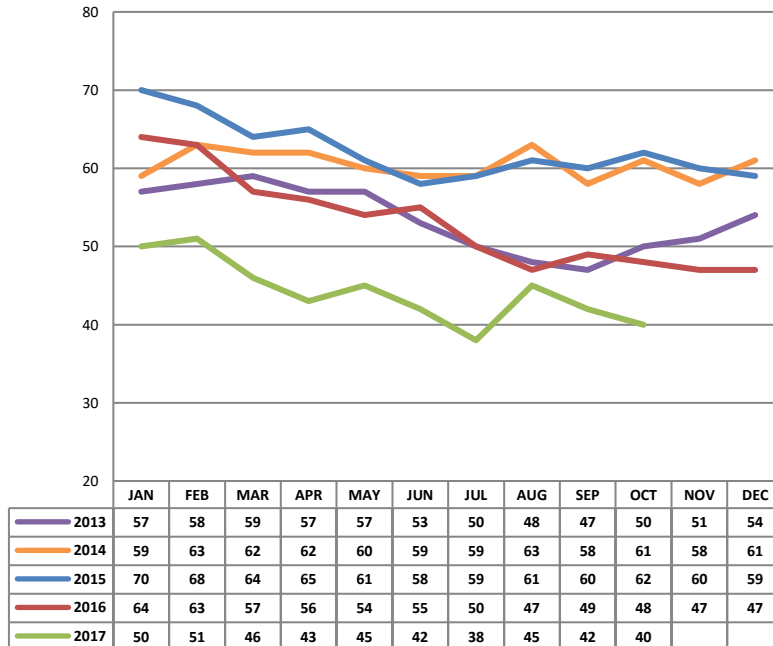
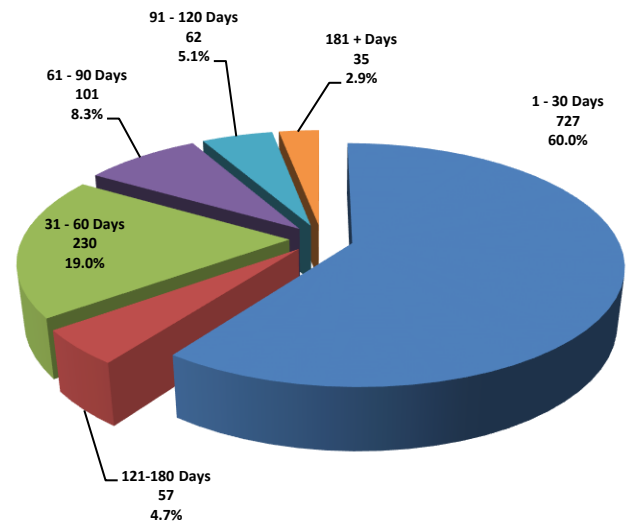
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**Sold Price Breakdown**

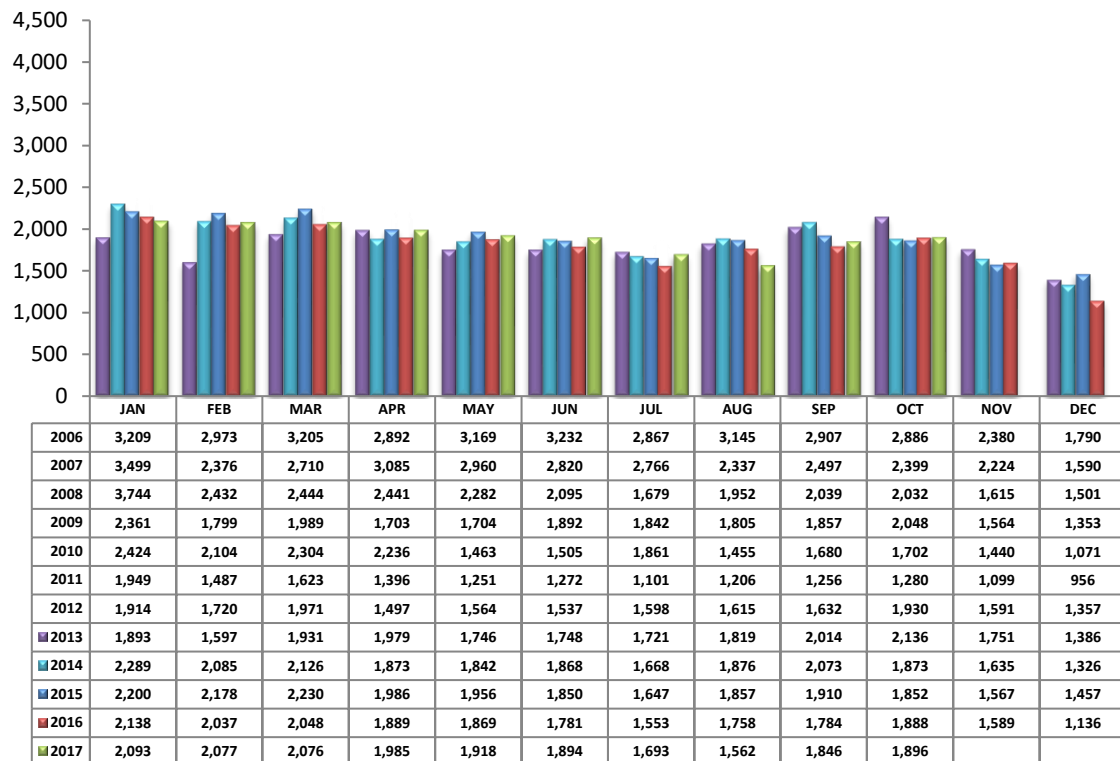
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**Average Days on Market/Listing – October 2017**

Area	# of Listings
C	33
E	33
N	48
NE	41
NW	48
S	19
SE	32
SW	39
UNW	84
USE	39
W	35
XNE	503
XNW	9
XSE	168
XSW	25
XW	41

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

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**New Listings – October 2017**

Area	# of Listings
C	255
E	221
N	242
NE	104
NW	392
S	99
SE	56
SW	106
UNW	76
USE	105
W	147
XNE	0
XNW	7
XSE	0
XSW	16
XW	70

\*Includes properties that were re-listed

\*\*Beginning October 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.
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
Sept 2017	135	236	46
Oct 2017	131	288	45

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### Notes on 2017 Area Boundary Updates

In October 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 October 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.

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