

**For Immediate
Release:**
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Multiple Listing Service of Southern Arizona Monthly Statistics December 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 December Residential Sales Statistics:

- Total Sales Volume of \$276,914,274 is down slightly from November's number of \$279,460,100, resulting in a .91% decrease but is up 6.86% over December 2016.
- The Average Sales Price is up .69% from last month.
- Average List Price of \$255,058 is an increase from last month's number of \$252,533, resulting in a 1% rise.
- Total Under Contract of 1,290 is a decrease of 15.74% since last month.
- Total Unit Sales of 1,116 decreased 1.59% from November's 1,134.
- The Median Sales Price, \$205,000, is down from \$207,527 in November resulting in a 1.22% decrease but a 14.53% increase over December 2016.
- New Listings decreased to 1,272 from 1,494 in November, but rose 11.97% over December 2016.
- Total Active Listings of 3,453 is a decrease of 4.38% from last month.
- Average Days on Market of 46 is an increase from November's number of 44.
- Conventional loan sales of 44.5% exceeded Cash Sales of 25.9%.



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

Ginny Huffman
2018 TAR President



The MLS of Southern Arizona is a wholly owned subsidiary of the Tucson Association of REALTORS®, dedicated to providing a reliable real estate database for members and the public. The Association represents the interests of 5,400 professionals in the real estate industry, and is affiliated with the National Association of REALTORS®. REALTOR® is a registered collective membership mark which may only be used by professionals who are members and subscribe to its strict code of ethics.

December 2017 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	\$276,914,274	\$259,126,521	6.86%
November	\$279,460,100	\$255,666,525	9.31%
Month % Change	-0.91%	1.35%	

Average Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	\$248,131	\$230,540	7.63%
November	\$246,437	\$220,212	11.91%
Month % Change	0.69%	4.69%	

Average List Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	\$255,058	\$233,223	9.36%
November	\$252,533	\$223,119	13.18%
Month % Change	1.00%	4.53%	

Total Under Contract

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	1,290	1,589	-18.82%
November	1,531	1,775	-13.75%
Month % Change	-15.74%	-10.48%	

Total Unit Sales

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	1,116	1,124	-0.71%
November	1,134	1,161	-2.33%
Month % Change	-1.59%	-3.19%	

Median Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	\$205,000	\$179,000	14.53%
November	\$207,527	\$184,900	12.24%
Month % Change	-1.22%	-3.19%	

New Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	1,272	1,136	11.97%
November	1,494	1,589	-5.98%
Month % Change	-14.86%	-28.51%	

Active Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
December	3,453	3,347	3.17%
November	3,611	3,661	-1.37%
Month % Change	-4.38%	-8.58%	

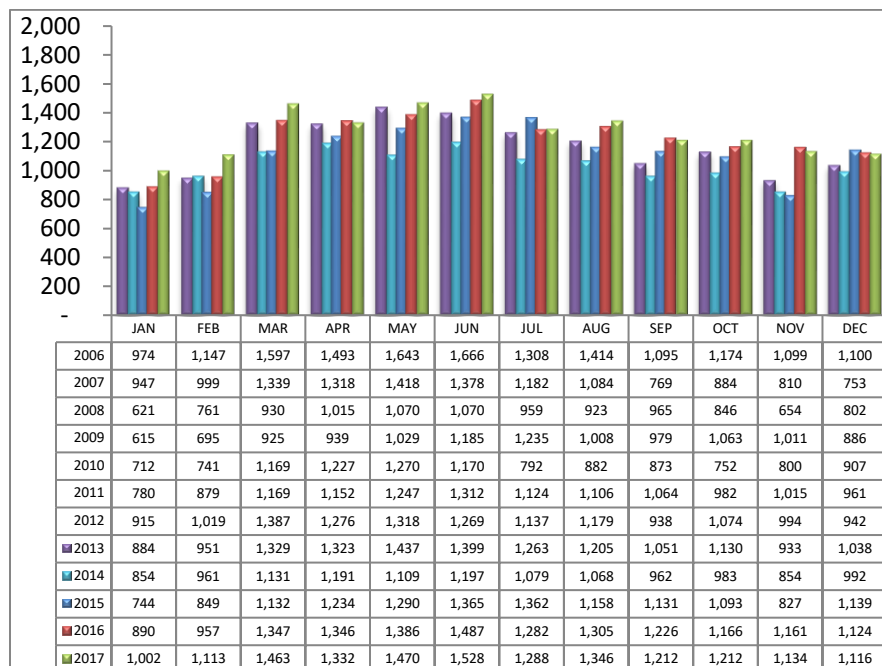
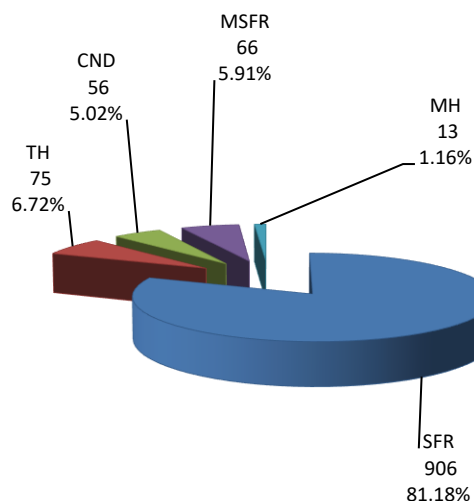
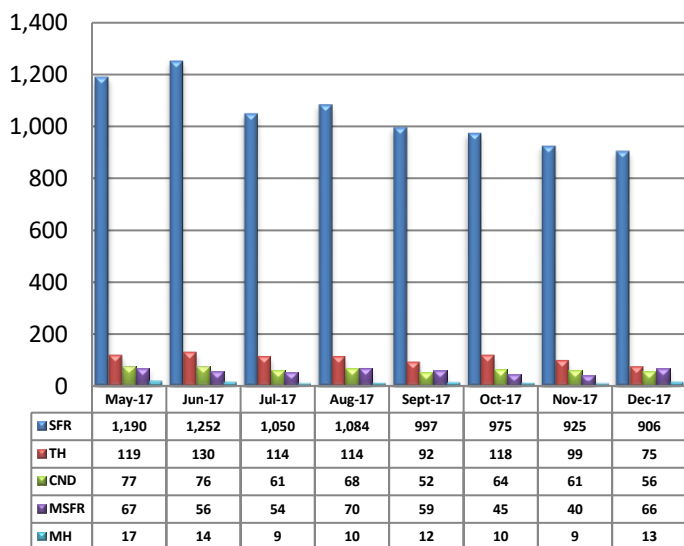
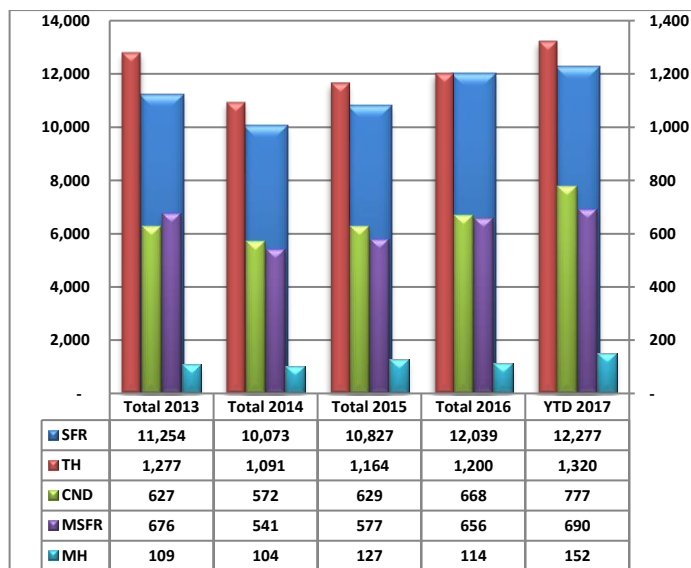
December 2017 - Active and Sold by Zip Code

<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	85	28	32.94%	85740	0	0	0.00%
85145	21	5	23.81%	85648	0	0	0.00%	85714	14	10	71.43%	85741	58	44	75.86%
85245	0	0	0.00%	85653	112	33	29.46%	85715	68	26	38.24%	85742	126	41	32.54%
85601	0	0	0.00%	85654	0	0	0.00%	85716	120	32	26.67%	85743	122	45	36.89%
85602	0	0	0.00%	85658	178	42	23.60%	85717	0	0	0.00%	85745	120	42	35.00%
85611	0	0	0.00%	85701	21	3	14.29%	85718	235	38	16.17%	85746	77	35	45.45%
85614	0	0	0.00%	85704	98	44	44.90%	85719	84	25	29.76%	85747	101	39	38.61%
85616	0	0	0.00%	85705	67	32	47.76%	85730	85	45	52.94%	85748	73	20	27.40%
85619	17	1	5.88%	85706	51	27	52.94%	85734	0	0	0.00%	85749	125	27	21.60%
85623	11	6	54.55%	85709	0	0	0.00%	85735	37	17	45.95%	85750	197	51	25.89%
85629	2	3	150.00%	85710	140	54	38.57%	85736	35	5	14.29%	85755	194	40	20.62%
85637	2	0	0.00%	85711	110	38	34.55%	85737	112	40	35.71%	85756	65	32	49.23%
85641	158	62	39.24%	85712	87	25	28.74%	85739	184	35	19.02%	85757	60	24	40.00%

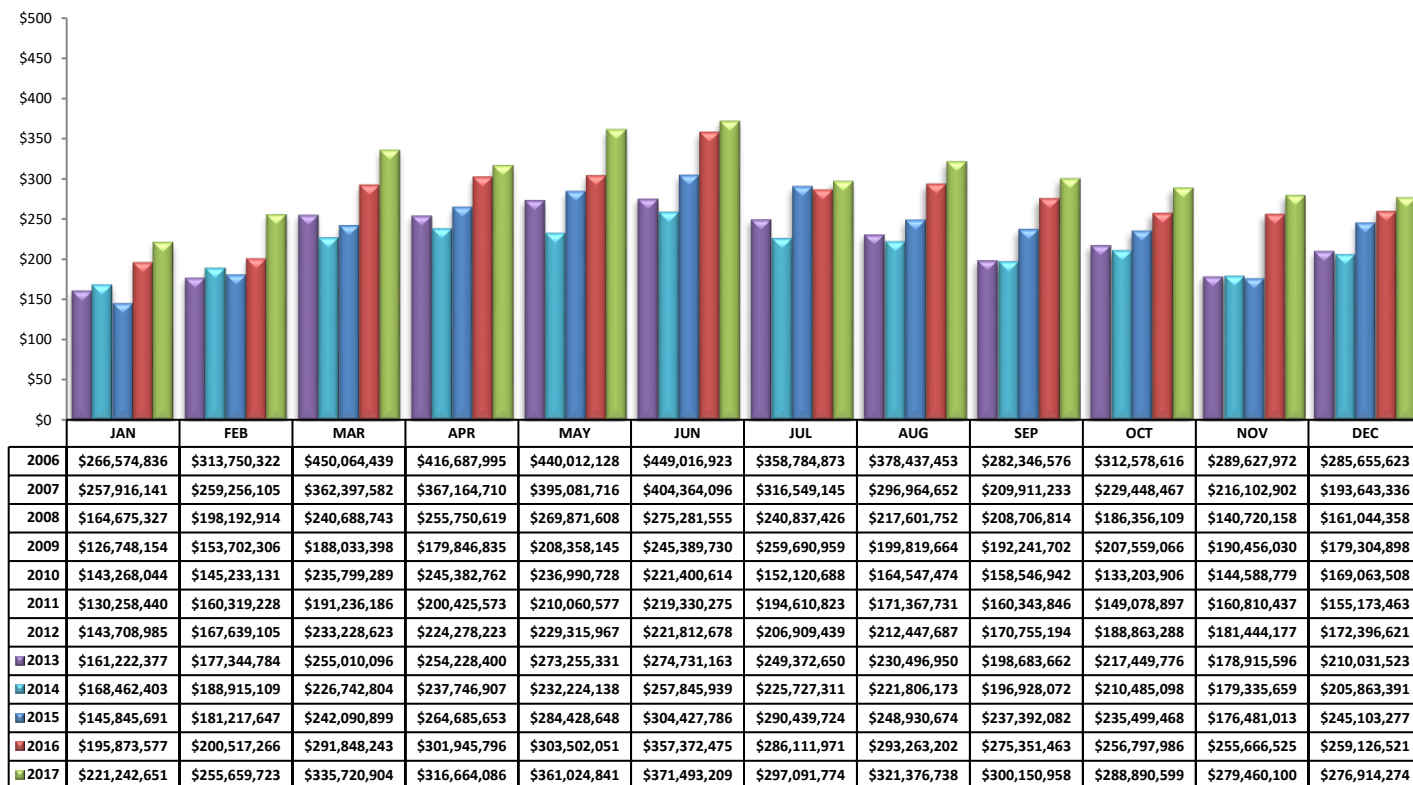
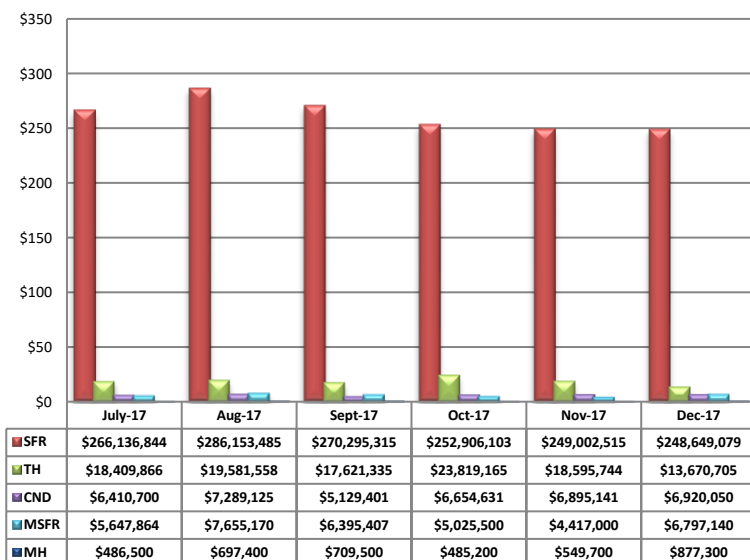
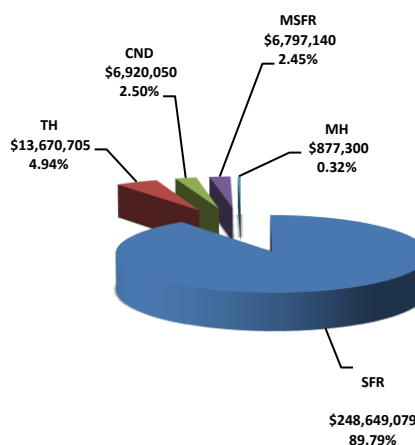
NOTE:

85321- 1 active listing

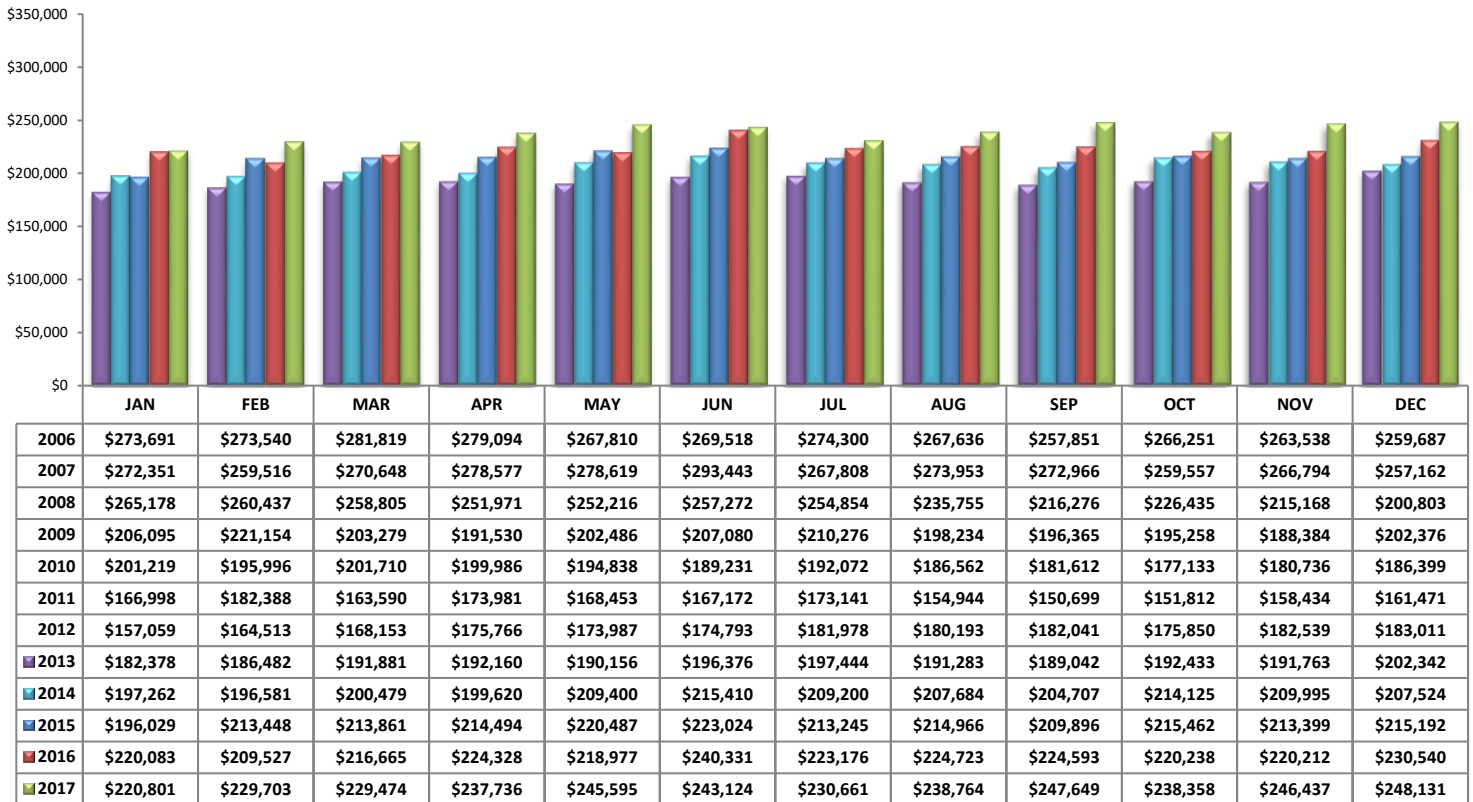
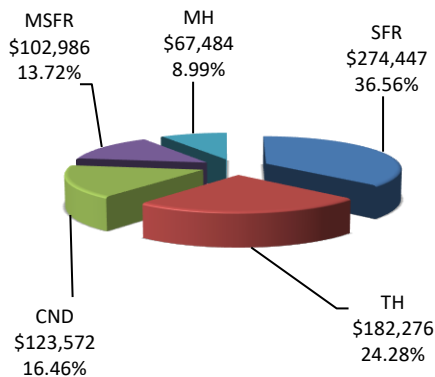
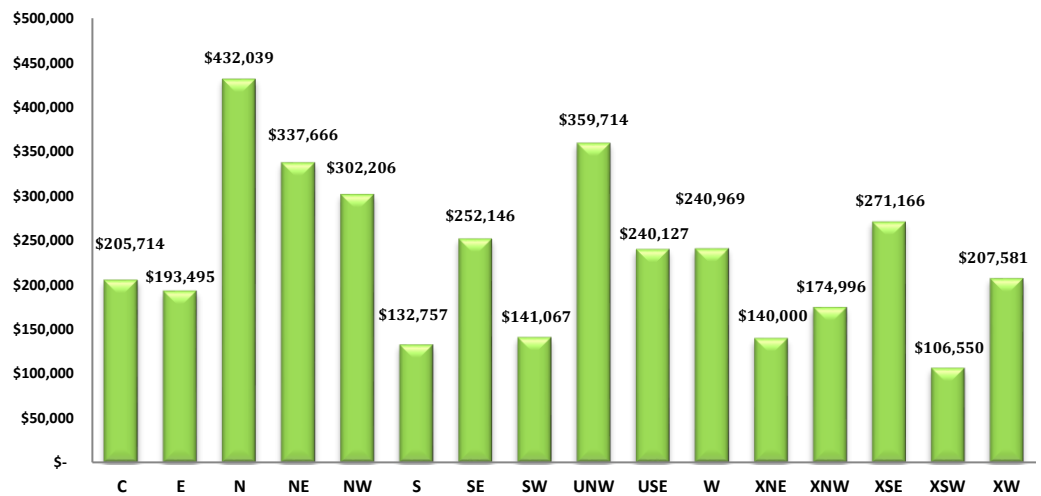
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Total Unit Sales – December 2017**Unit Sales – Breakdown by Type****Total Unit Sales By Type - Monthly Comparison****YTD Annual Comparison – Breakdown by Type**

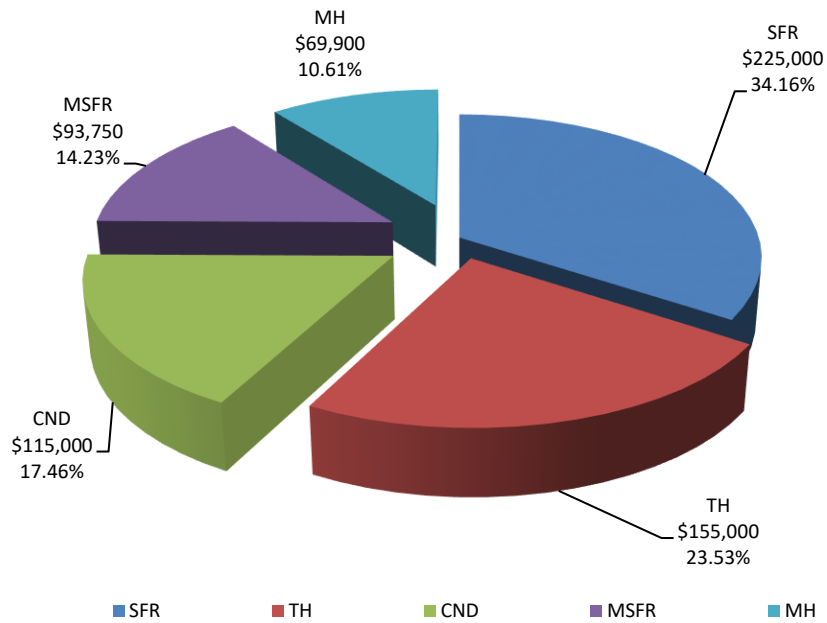
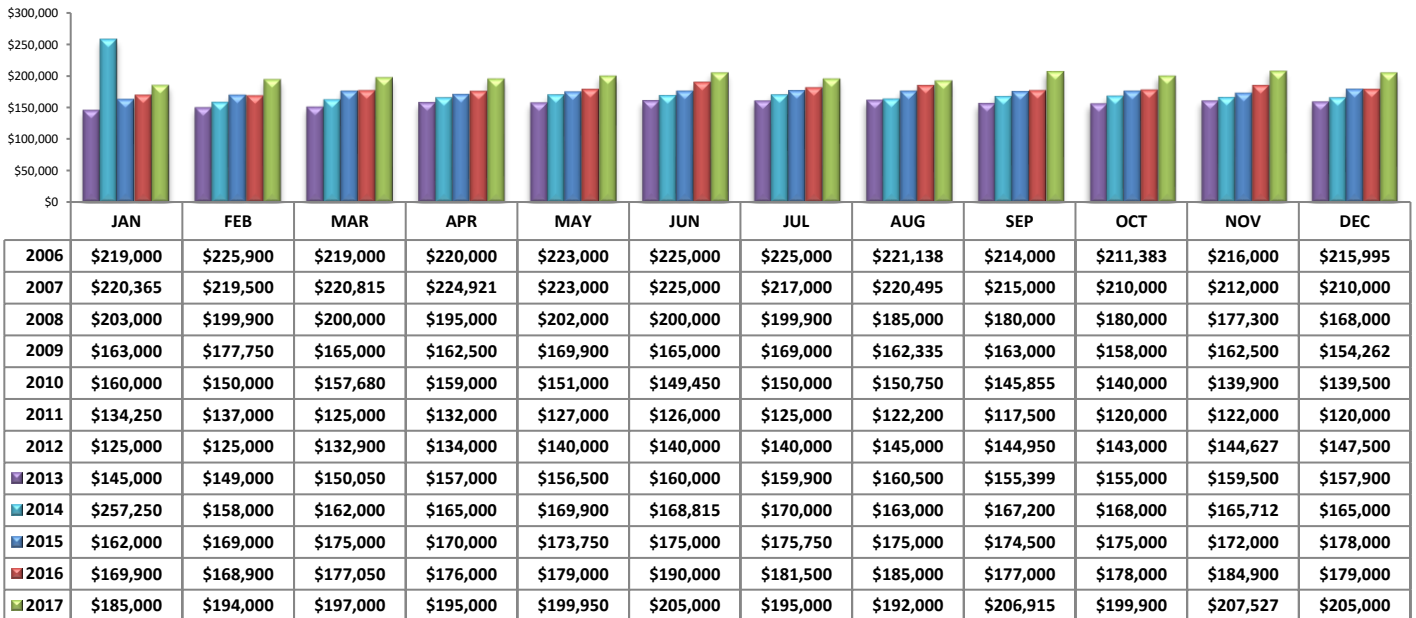
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Total Sales Volume - December 2017**Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

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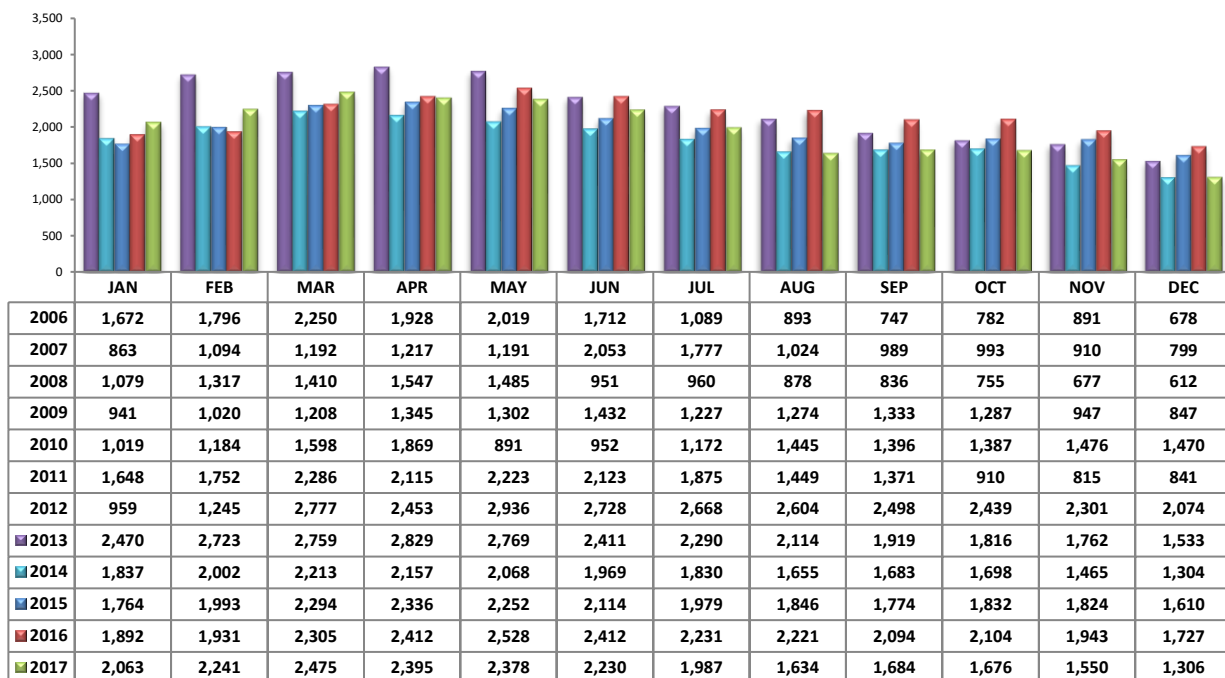
Average Sales Price – December 2017**Average Sales Price by Type – December 2017****Average "Listing" Price per Area – December 2017**

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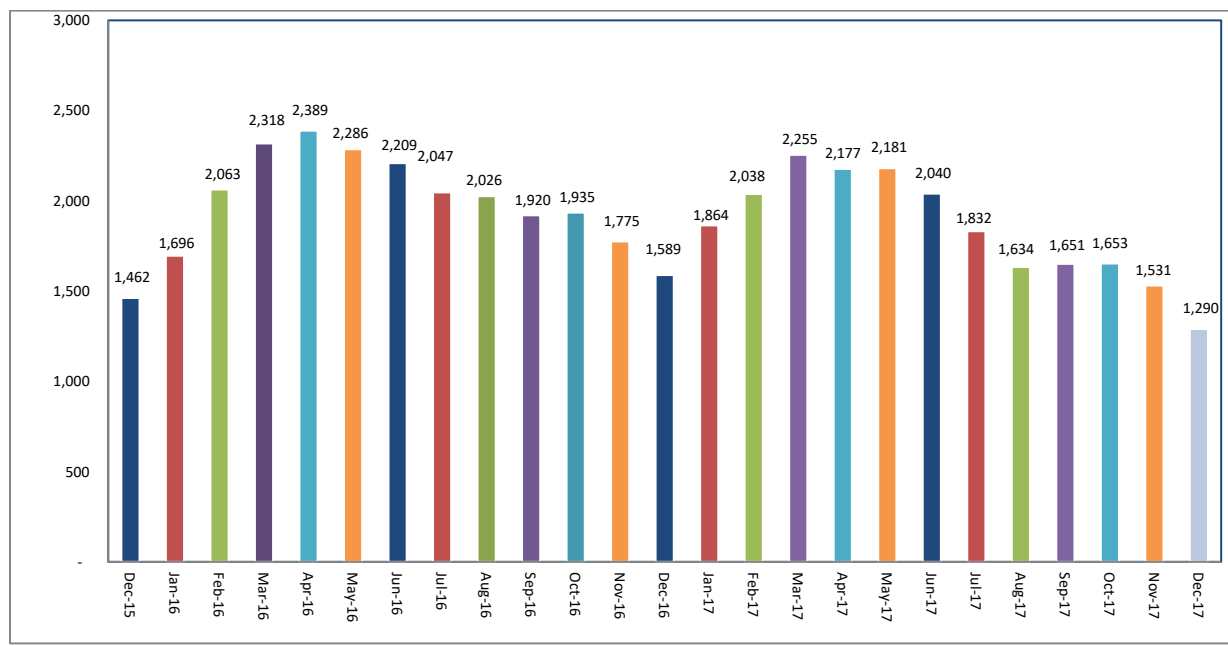
Median Sale Price - by Type**Median Sale Price - December 2017**

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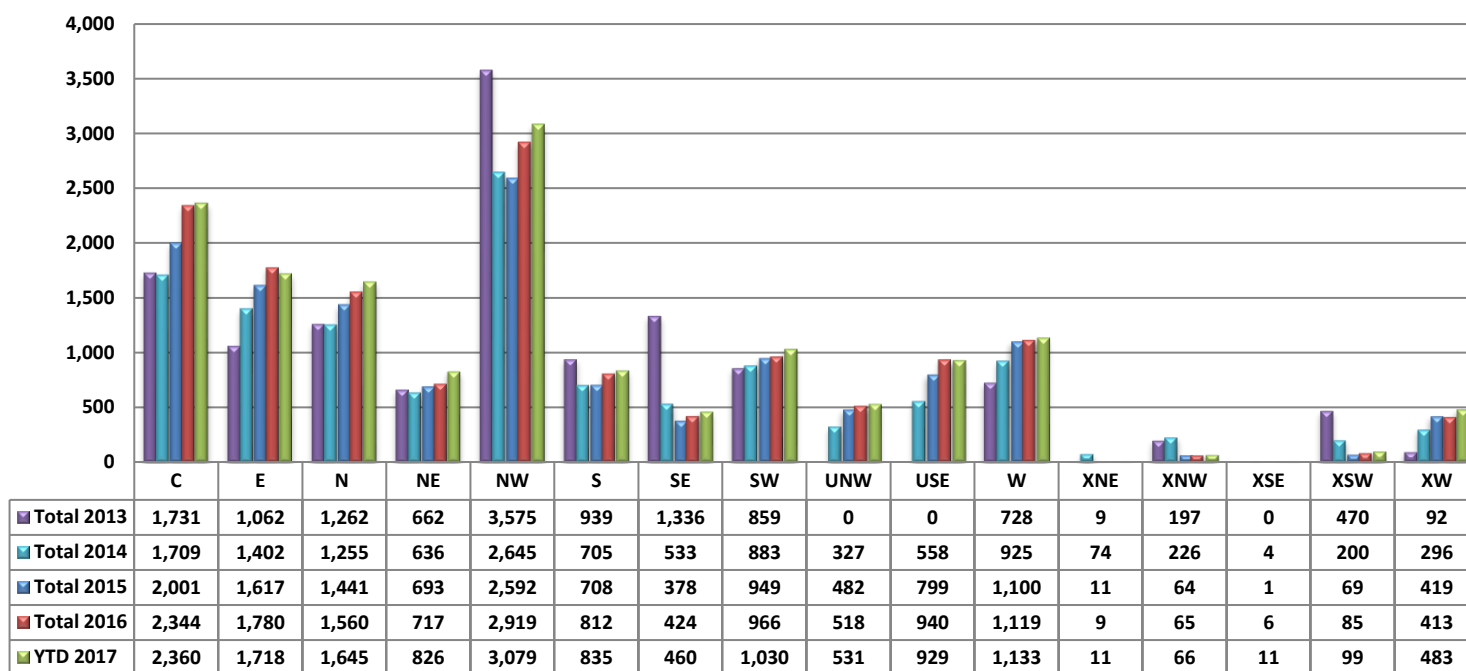
Newly Under Contract During The Month



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**

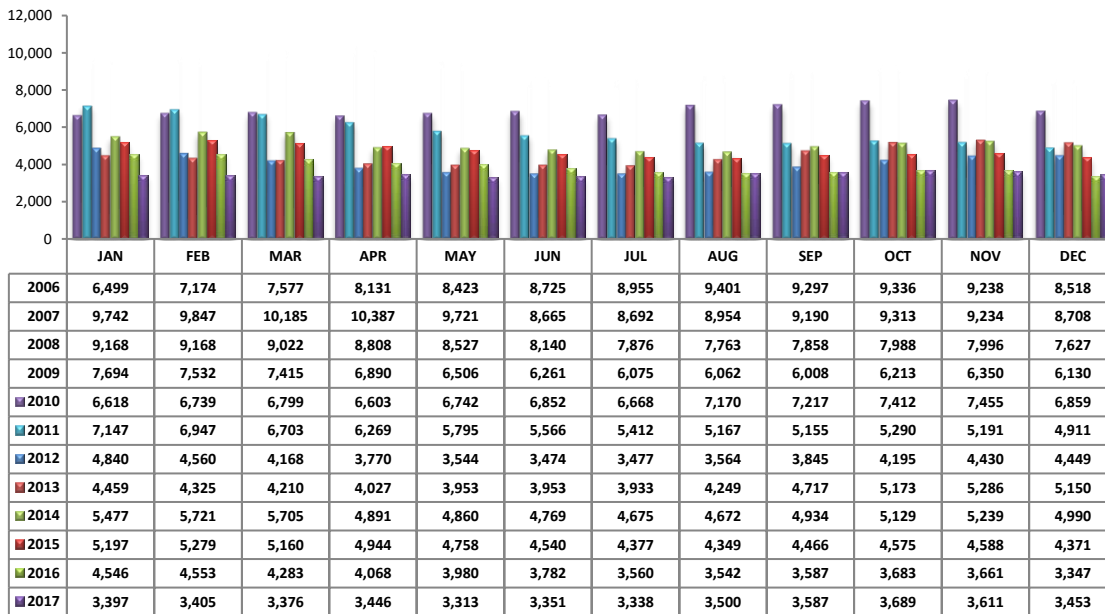
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$152,504	\$199,464	\$316,111	\$256,250	\$198,870
E	\$101,606	\$180,537	\$257,262	\$307,000	\$189,839
N	\$230,645	\$371,327	\$654,502	\$659,090	\$414,930
NE	\$129,791	\$344,850	\$413,045	\$608,000	\$323,948
NW	\$225,563	\$284,417	\$358,289	\$417,850	\$295,393
S	\$91,937	\$128,672	\$152,663	\$94,900	\$130,204
SE	\$172,000	\$223,509	\$266,283	\$376,767	\$247,024
SW	\$94,632	\$137,140	\$174,295	\$209,766	\$138,861
UNW	\$349,588	\$360,184	\$329,833	\$-	\$351,559
USE	\$211,186	\$211,450	\$250,091	\$308,998	\$234,062
W	\$154,062	\$208,764	\$300,185	\$301,333	\$235,578
XNE	\$120,000	\$-	\$-	\$-	\$120,000
XNW	\$-	\$179,867	\$148,000	\$187,000	\$174,920
XSE	\$-	\$276,000	\$264,000	\$-	\$268,000
XSW	\$-	\$97,083	\$72,500	\$185,000	\$105,000
XW	\$139,416	\$199,080	\$197,103	\$382,666	\$202,551

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	49	83	17	4	153
E	18	70	28	3	119
N	33	43	22	11	109
NE	18	14	20	5	57
NW	49	115	55	10	229
S	8	41	18	1	68
SE	2	20	12	3	37
SW	20	42	21	3	86
UNW	17	19	6	0	42
USE	9	33	22	8	72
W	16	31	30	3	80
XNE	1	0	0	0	1
XNW	0	3	1	1	5
XSE	0	1	2	0	3
XSW	0	6	1	1	8
XW	6	23	15	3	47

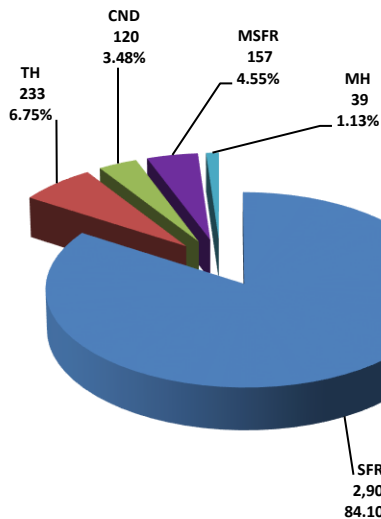
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Active Listings

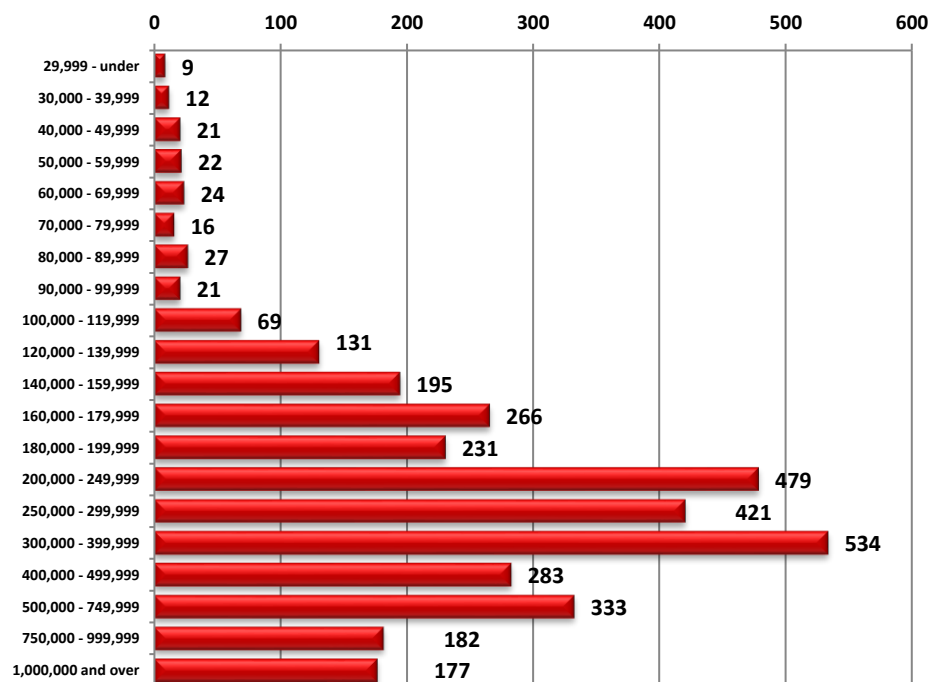


Area	# of Listings
C	492
E	295
N	472
NE	206
NW	720
S	119
SE	104
SW	200
UNW	200
USE	186
W	220
XNE	18
XNW	22
XSE	3
XSW	41
XW	155

Active Listings Unit Breakdown

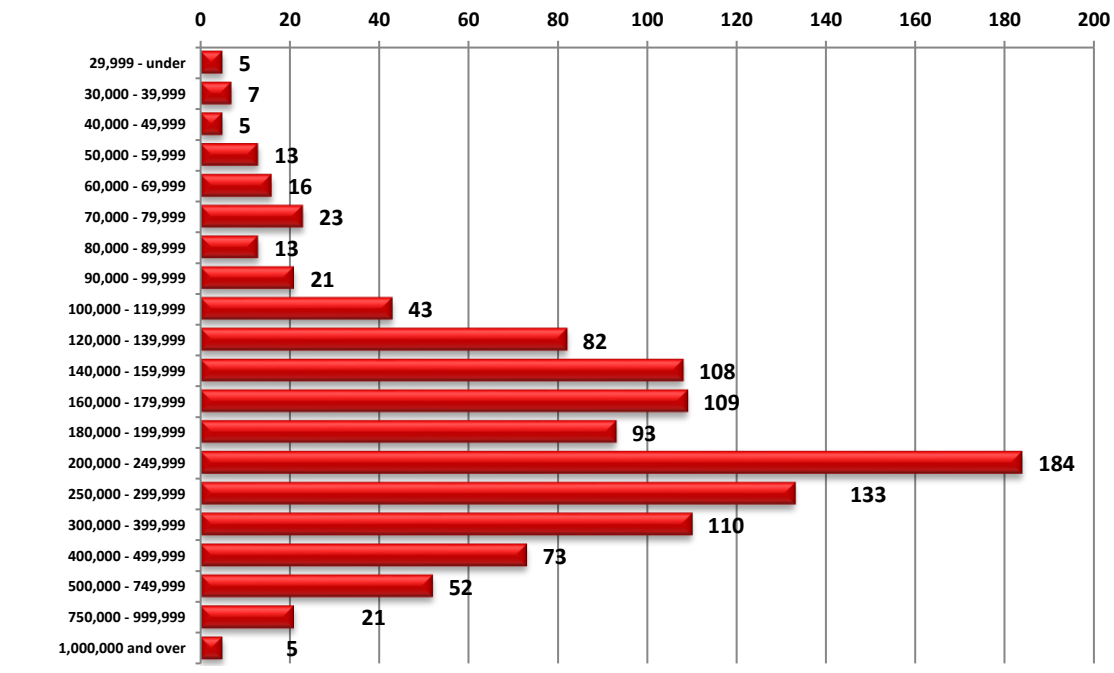


Active Listings Price Breakdown

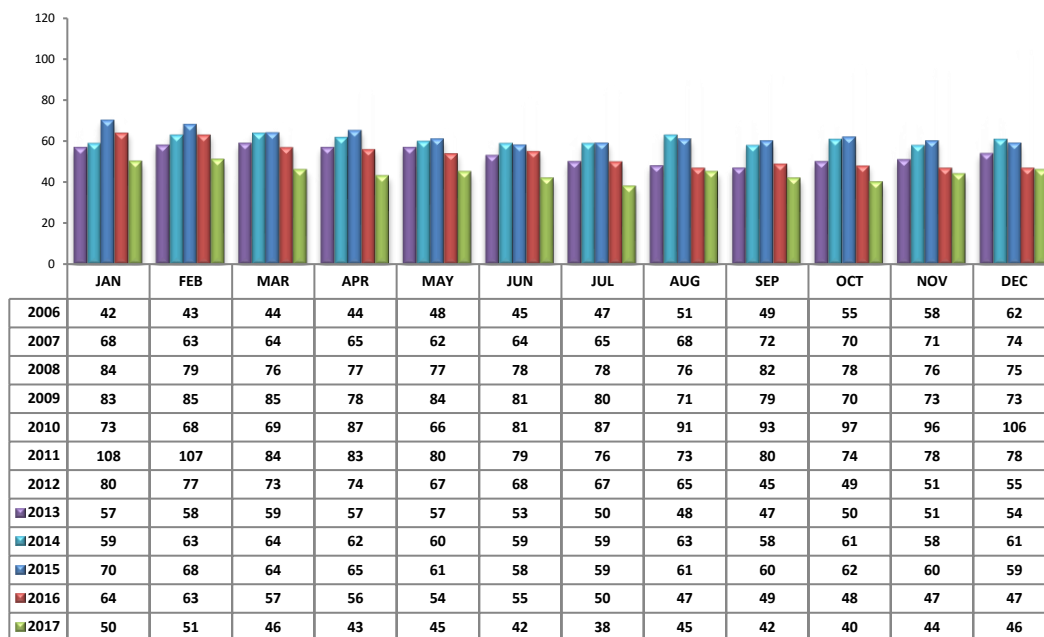


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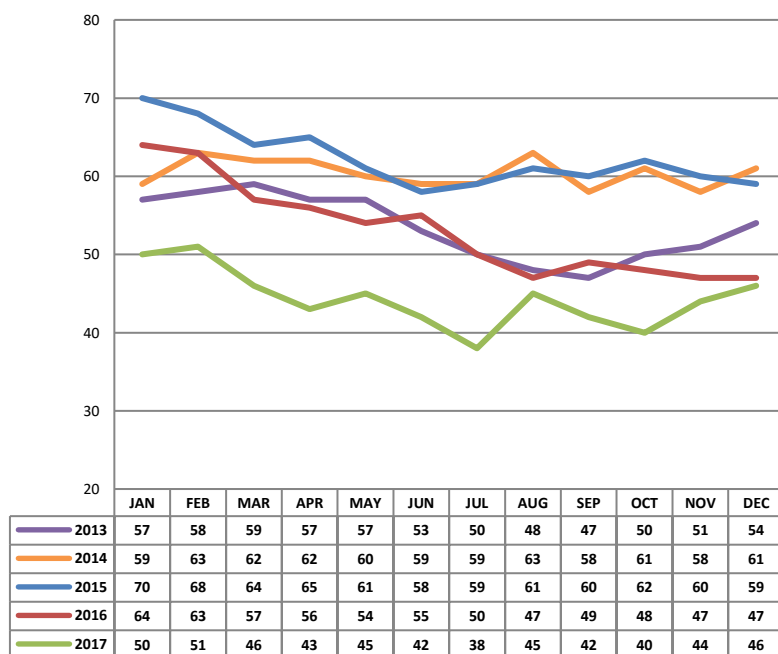
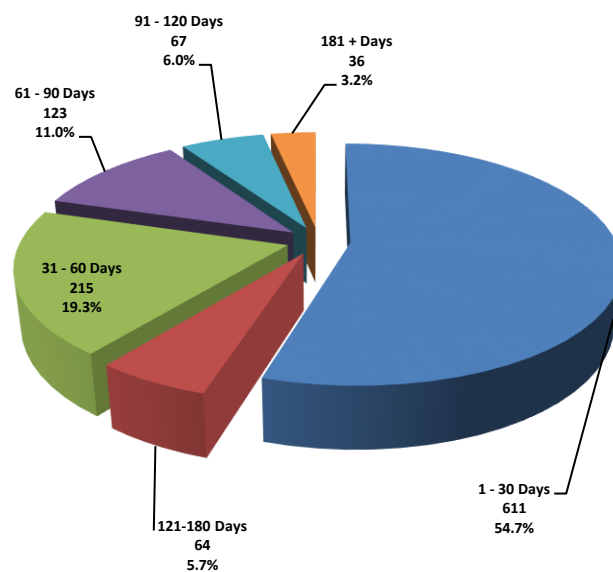
Sold Price Breakdown



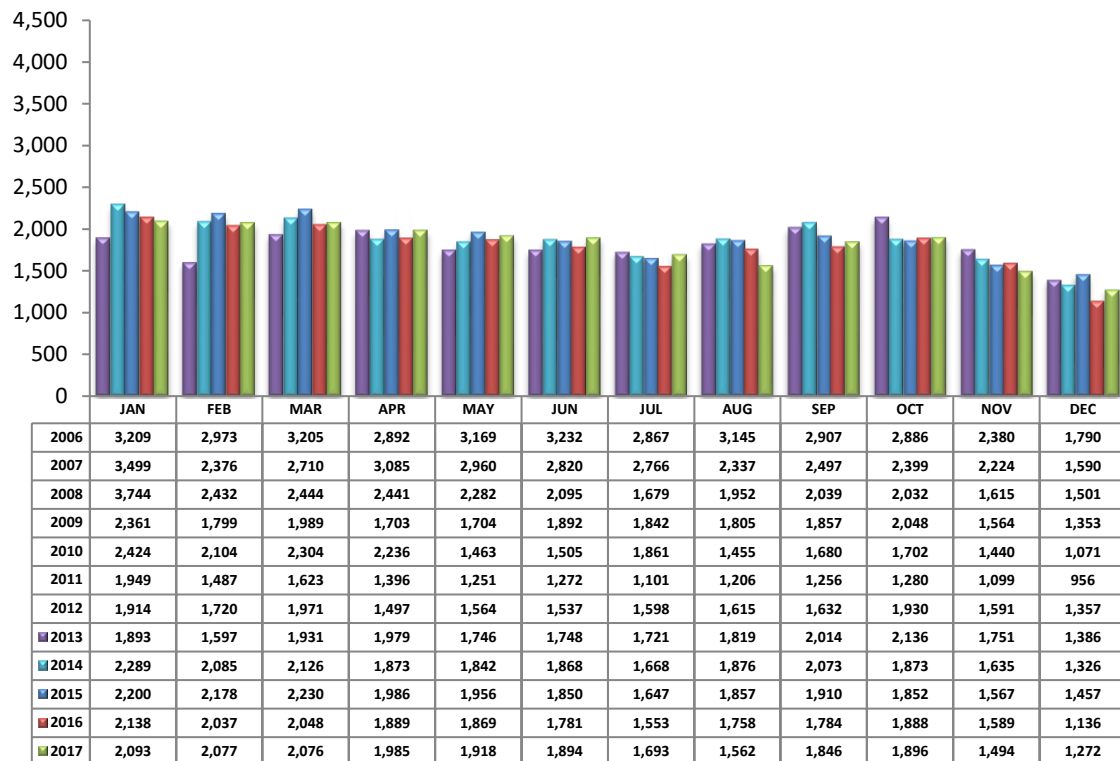
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Average Days on Market/Listing - December 2017

Area	# of Listings
C	43
E	33
N	60
NE	61
NW	47
S	37
SE	46
SW	49
UNW	59
USE	43
W	35
XNE	109
XNW	91
XSE	49
XSW	44
XW	51

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

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New Listings – December 2017

Area	# of Listings
C	204
E	146
N	148
NE	79
NW	238
S	63
SE	45
SW	77
UNW	46
USE	66
W	96
XNE	0
XNW	10
XSE	0
XSW	13
XW	41

*Includes properties that were re-listed

**Beginning December 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.
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
Nov 2017	126	259	49
Dec 2017	188	251	57

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Notes on 2017 Area Boundary Updates

In December 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 December 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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