

**For Immediate  
Release:**  
**February 9, 2017**

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# Multiple Listing Service of Southern Arizona

## Monthly Statistics **January 2017**

Below are some highlights from the January Residential Sales Statistics:

- Total Sales Volume of \$237,338,796 is a decrease of 14.78% from December's number of \$278,489,391 but an increase of 13.60% over January 2016.
- The Average Sales Price of \$217,144 decreased 4.17% from last month.
- Average List Price of \$222,156 is a decrease of 4.75% from last month's number of \$233,223.
- Total Under Contract increased this month by 19.46%.
- Total Unit Sales of 1,093 is down from 1,229 in December resulting in an 11.07% decrease but is up from January 2016 by 13.26%.
- The Median Sales Price jumped 2.79% going from \$179,000 in December to \$184,000. This is also an increase of 8.30% over January 2016.
- New Listings of 2,282 rose from 1,261 in December, an increase of 80.97%.
- Total Active Listings of 3,777 increased from 3,752 last month but have decreased 25.87% from January last year.
- Average Days on Market for January is 50, up 1 day from December's 49.
- Conventional loan sales of 47.0% exceeded Cash Sales of 24.9%.

Henry Zipf  
2017 MLSSAZ President

Pam Ruggeroli  
2017 TAR President



**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®.



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

### Total Sales Volume

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$237,338,796	\$208,932,522	13.60%
December	\$278,489,391	\$264,001,833	5.49%
Month % Change	-14.78%	-20.86%	

### Average Sales Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$217,144	\$216,510	0.29%
December	\$226,598	\$211,709	7.03%
Month % Change	-4.17%	2.27%	

### Average List Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$222,156	\$222,790	-0.28%
December	\$233,223	\$217,610	7.17%
Month % Change	-4.75%	2.38%	

### Total Under Contract

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	2,063	1,892	9.04%
December	1,727	1,610	7.27%
Month % Change	19.46%	17.52%	

### Total Unit Sales

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	1,093	965	13.26%
December	1,229	1,247	-1.44%
Month % Change	-11.07%	-22.61%	

### Median Sales Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$184,000	\$169,900	8.30%
December	\$179,000	\$176,000	1.70%
Month % Change	2.79%	-3.47%	

### New Listings

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	2,282	2,373	-3.83%
December	1,261	1,614	-21.87%
Month % Change	80.97%	47.03%	

### Active Listings

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	3,777	5,095	-25.87%
December	3,752	4,888	-23.24%
Month % Change	0.67%	4.23%	

## January 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	122	34	27.87%	85740	0	0	0.00%
85145	7	3	42.86%	85648	0	0	0.00%	85714	8	6	75.00%	85741	42	31	73.81%
85245	0	0	0.00%	85653	62	14	22.58%	85715	79	33	41.77%	85742	148	35	23.65%
85601	0	0	0.00%	85654	0	0	0.00%	85716	94	27	28.72%	85743	125	40	32.00%
85602	8	0	0.00%	85658	225	28	12.44%	85717	0	0	0.00%	85745	109	35	32.11%
85611	0	0	0.00%	85701	22	3	13.64%	85718	272	47	17.28%	85746	77	21	27.27%
85614	209	47	22.49%	85704	97	40	41.24%	85719	85	33	38.82%	85747	81	33	40.74%
85616	0	0	0.00%	85705	62	30	48.39%	85730	72	39	54.17%	85748	57	28	49.12%
85619	22	0	0.00%	85706	53	28	52.83%	85734	0	0	0.00%	85749	132	22	16.67%
85622	37	13	35.14%	85709	0	1	0.00%	85735	54	7	12.96%	85750	213	45	21.13%
85623	19	0	0.00%	85710	108	54	50.00%	85736	35	8	22.86%	85755	212	31	14.62%
85629	128	33	25.78%	85711	70	40	57.14%	85737	158	36	22.78%	85756	52	25	48.08%
85641	132	37	28.03%	85712	67	33	49.25%	85739	157	45	28.66%	85757	64	28	43.75%

NOTE:

85637- 1 active listing

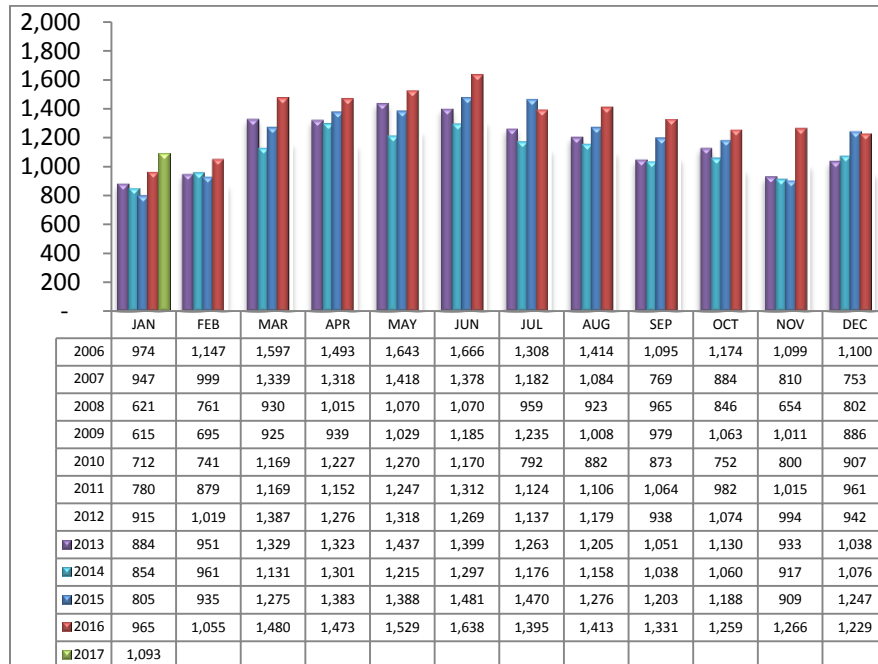
Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold	
Under \$29,999	10	3	1	1	15	6	C	383	1 -30 Days	589
\$30,000 to \$39,999	26	4	0	4	34	8	E	163	31-60 Days	200
\$40,000 to \$49,999	30	8	1	2	41	15	N	512	61 - 90 Days	111
\$50,000 to \$59,999	47	15	4	5	71	12	NE	218	91-120 Days	68
\$60,000 to \$69,999	47	21	4	5	77	8	NW	1140	121 - 180 Days	72
\$70,000 to \$79,999	46	14	7	5	72	18	S	117	Over 180 Days	53
\$80,000 to \$89,999	48	28	6	5	87	20	SE	242	Avg. Days on Market 50	
\$90,000 to \$99,999	63	26	3	8	100	31	SW	263		
\$100,000 to \$119,999	127	92	11	17	247	59	W	159	Avg. Sold Price \$217,144	
\$120,000 to \$139,999	187	164	13	36	400	112	XNE	22		
\$140,000 to \$159,999	222	164	14	37	437	125	XNW	41	Median Sale Price \$184,000	
\$160,000 to \$179,999	241	184	13	28	466	111	XS	307		
\$180,000 to \$199,999	198	136	2	39	375	118	XSW	178	New Listings 2,282	
\$200,000 to \$249,999	515	242	12	63	832	151	XW	32		
\$250,000 to \$299,999	395	171	7	42	615	113	Sold Units per Area		Sales Volume by Area	
\$300,000 to \$399,999	516	173	6	31	726	91	C	152	\$26,453,507	
\$400,000 to \$499,999	308	76	5	12	401	46	E	85	\$14,523,910	
\$500,000 to \$749,999	393	45	5	15	458	39	N	106	\$37,877,512	
\$750,000 to \$999,999	182	11	0	5	198	6	NE	57	\$16,014,581	
\$1,000,000 and over	176	11	0	1	188	4	NW	274	\$73,431,729	
							S	65	\$8,254,385	
							SE	92	\$17,586,606	
							SW	69	\$9,640,868	
							W	64	\$12,153,529	
							XNE	0	\$0	
							XNW	11	\$1,473,500	
							XS	63	\$12,799,519	
							XSW	53	\$6,929,150	
Totals	3,777	1,588	114	361	5,840	1,093	XW	2	\$200,000	
							Total Volume		\$237,338,796	
	Jan-17	Jan-16	% Change	YTD 2017	YTD 2016	% Change				
Home Sales Volume	\$237,338,796	\$208,932,522	13.60%	\$237,338,796	\$208,932,522	13.60%				
Home Sales Units	1,093	965	13.26%	1,093	965	13.26%				
Average Sales Price (All Residential)	\$217,144	\$216,510	0.29%	\$217,144	\$216,510	0.29%				
Median Sales Price	\$184,000	\$169,900	8.30%	\$184,000	\$169,900	8.30%				
Average Days on Market:	50	66	-24.24%	50	66	-24.24%				
Average List Price for Solds:	\$222,156	\$222,790	-0.28%	\$222,156	\$222,790	-0.28%				
SP/LP %	97.74%	97.18%		97.74%	97.18%					
Total Under Contract	2,063	1,892	9.04%							
Active Listings	3,777	5,095	-25.87%							
New Listings	2,282	2,373	-3.83%							

Types of Financing		Totals
FHA		153
VA		121
Other		22
Cash		272
Conventional		514
Cash/Loan		0
Carryback		11

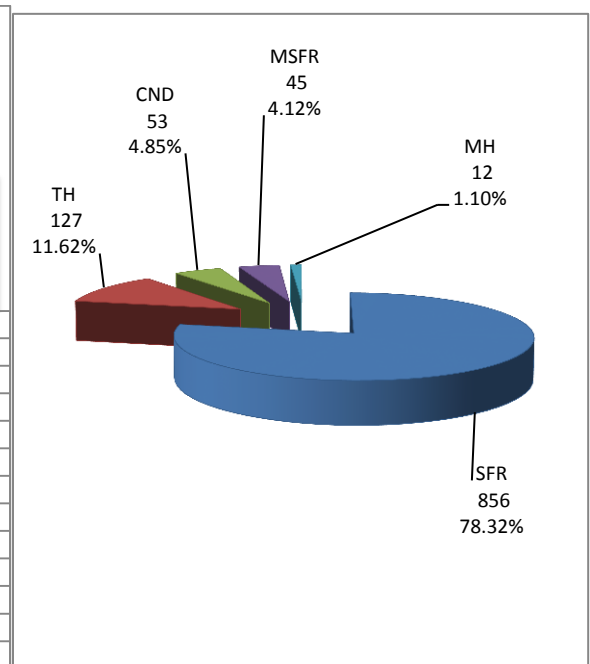
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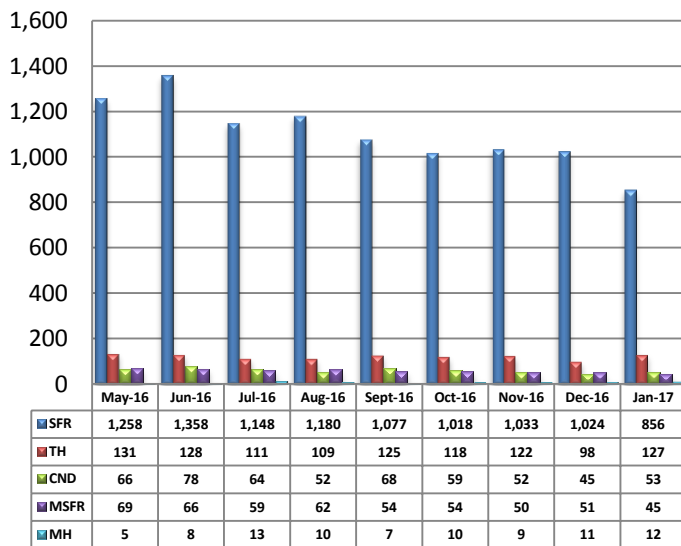
### Total Unit Sales - January 2017



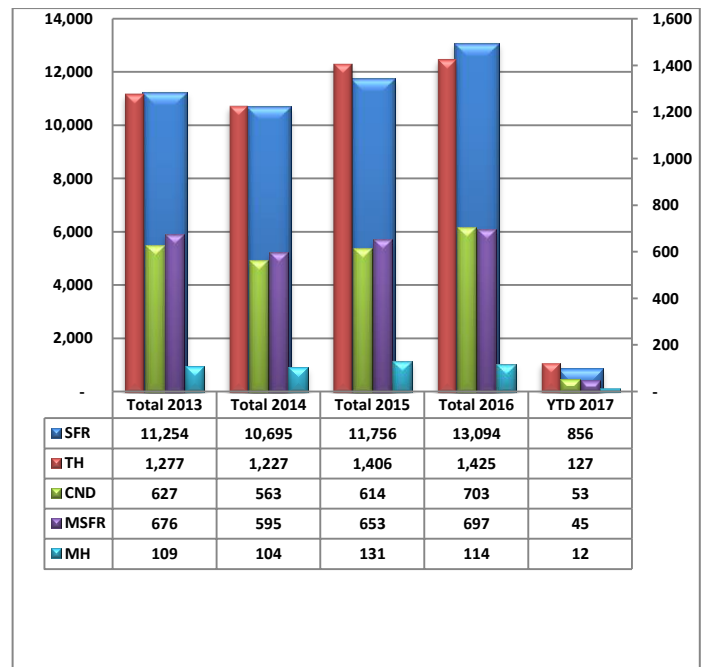
### Unit Sales - Breakdown by Type



### Total Unit Sales By Type - Monthly Comparison

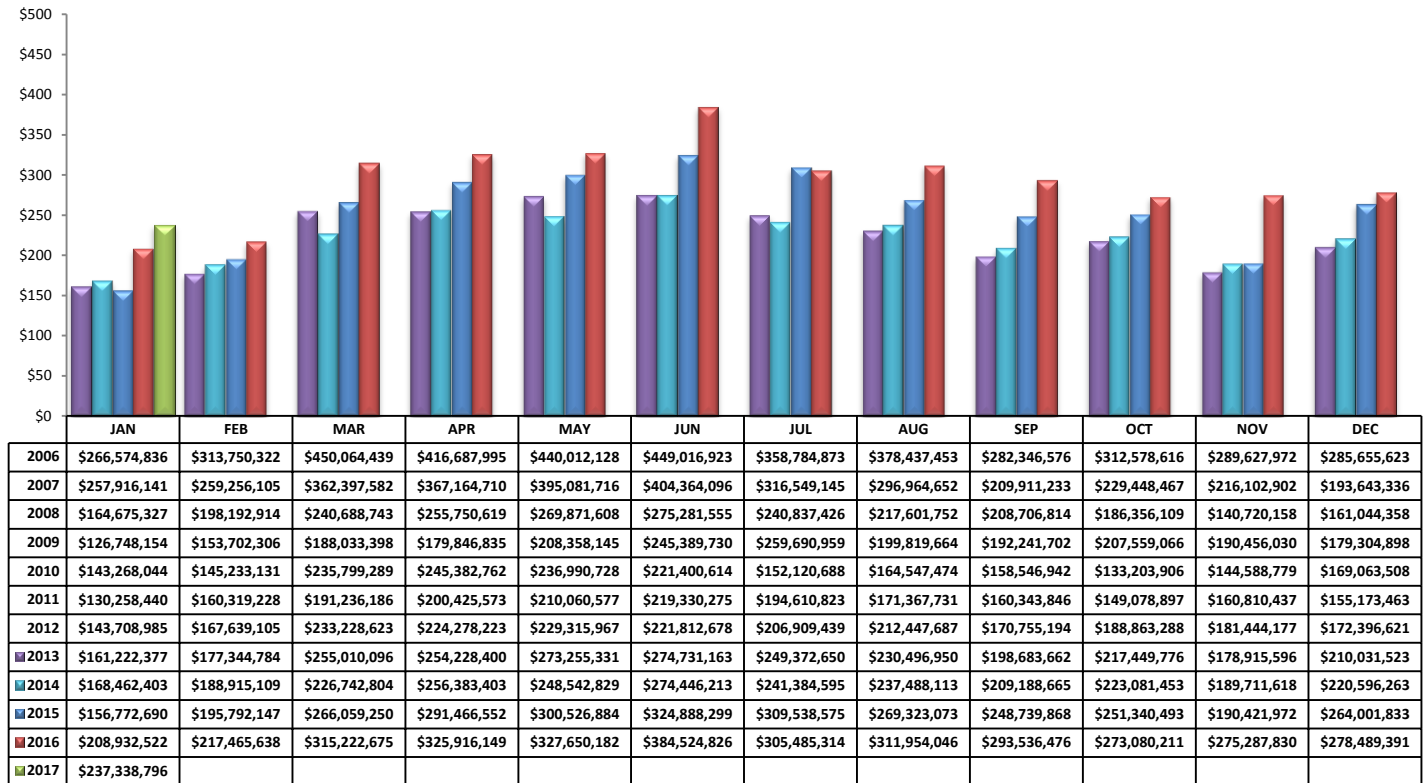


### YTD Annual Comparison - Breakdown by Type

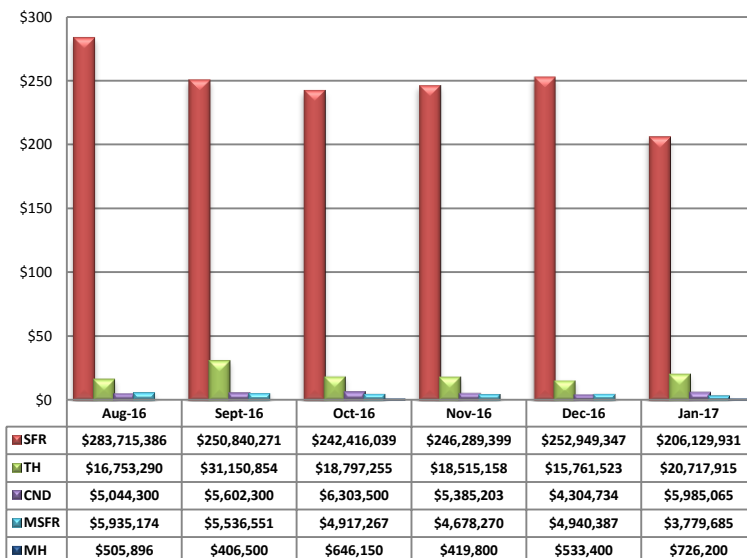


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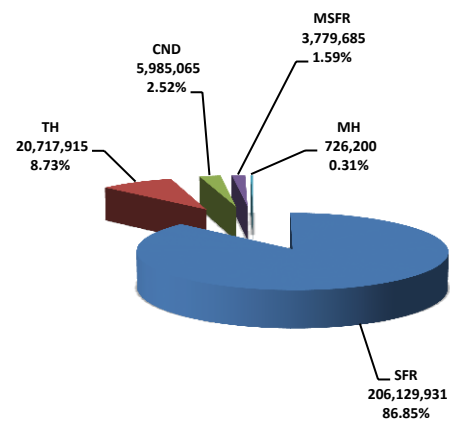
## Total Sales Volume - January 2017



## Total Sales Volume By Type - Monthly Comparison

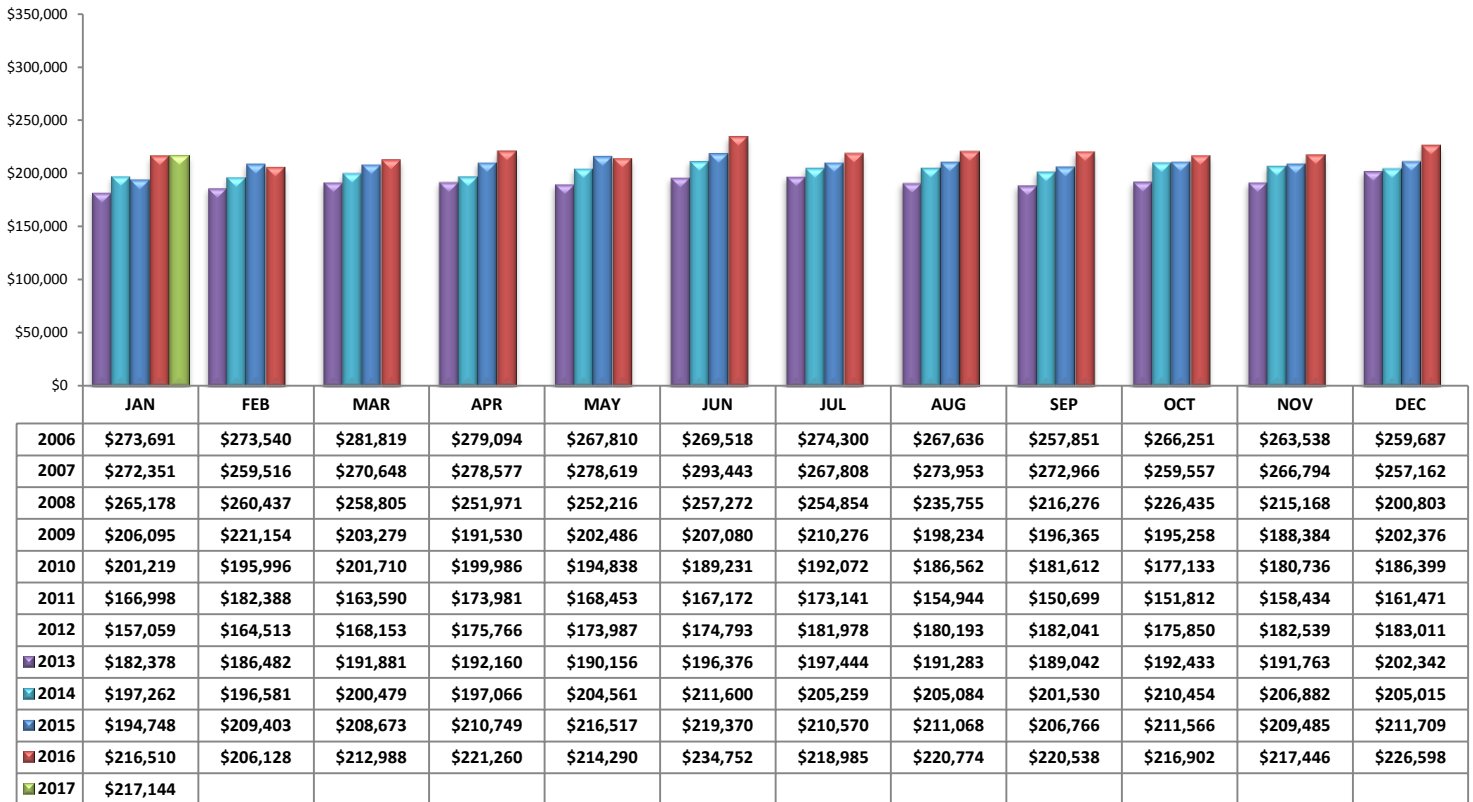


## Monthly Volume by Type

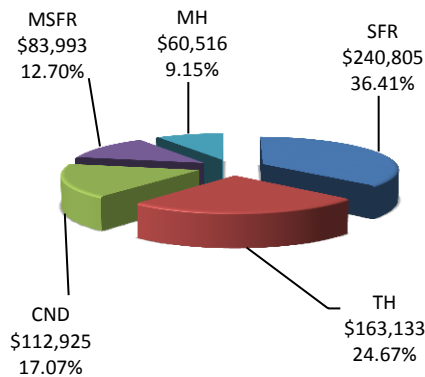


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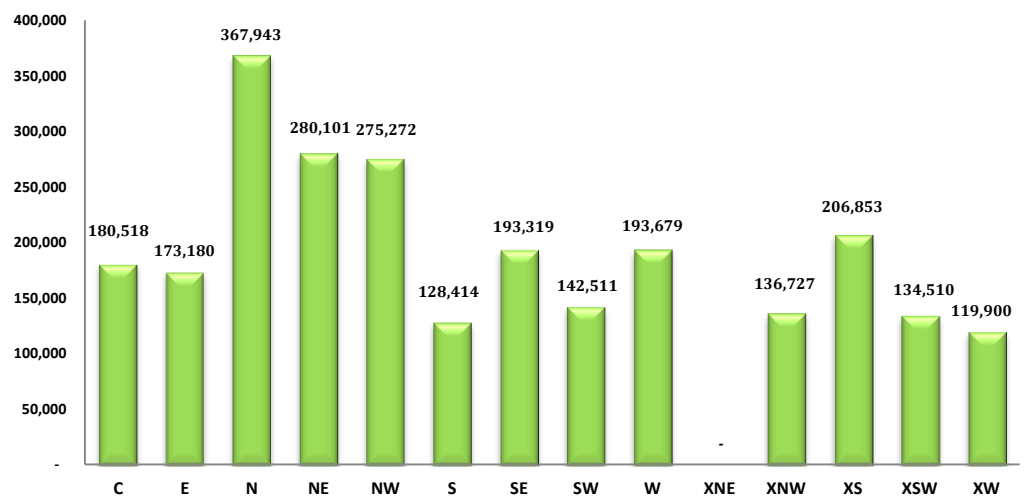
### Average Sales Price – January 2017



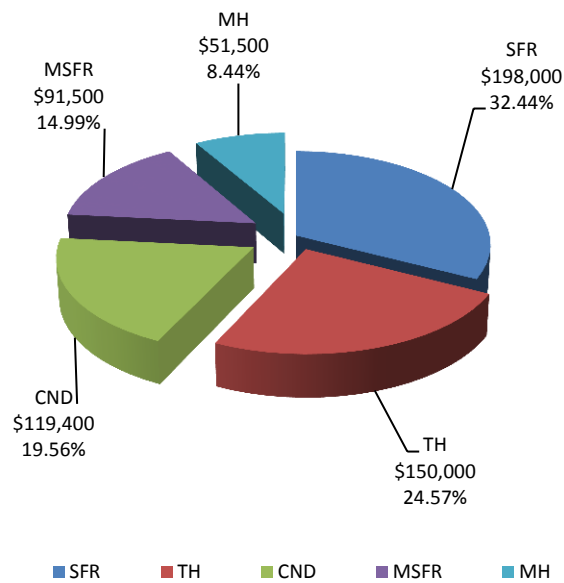
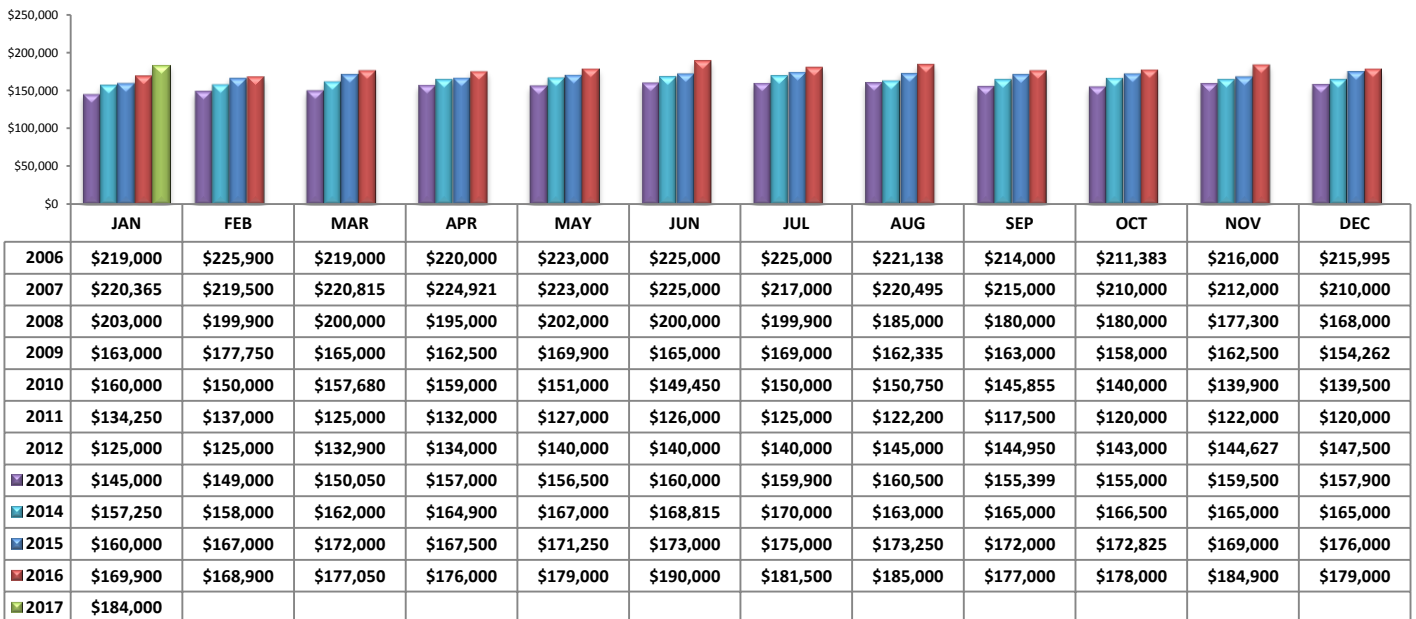
### Average Sales Price by Type – January 2017



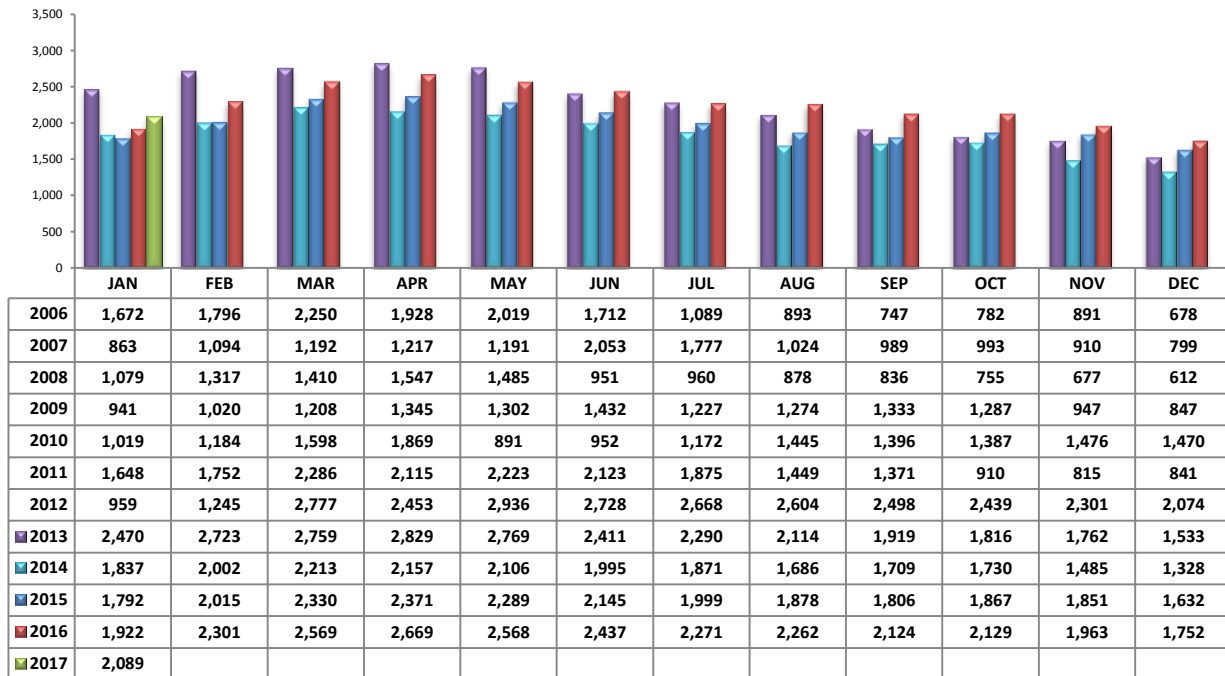
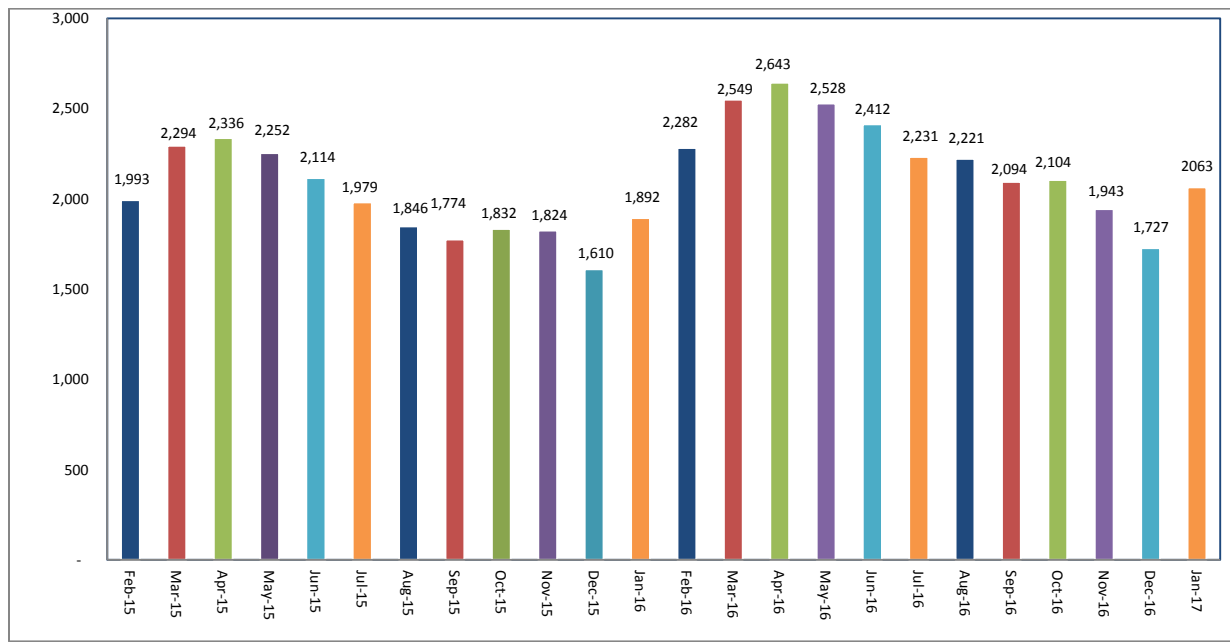
### Average "Listing" Price per Area – January 2017



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

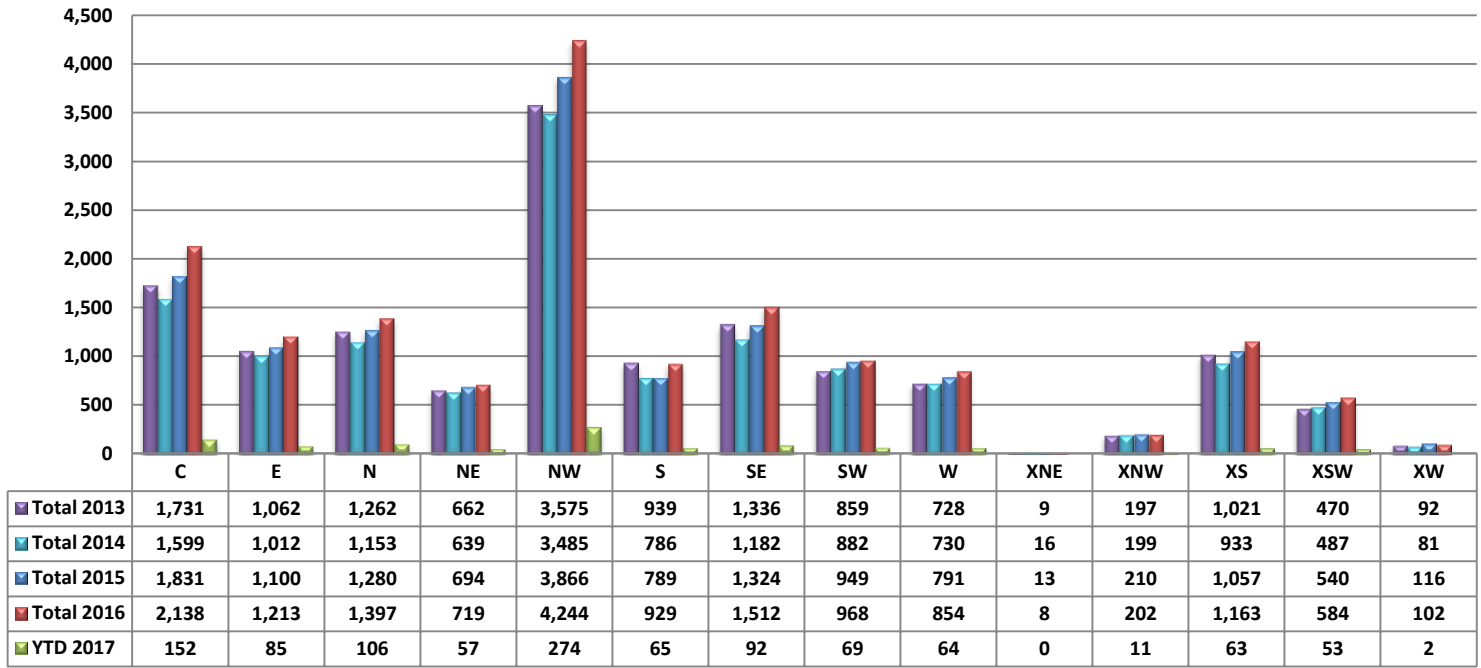
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**Newly Under Contract During The Month****Total Listings Still Under Contract At The End of The Month**

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### Number of Sold Listings by Area - Annual Comparison



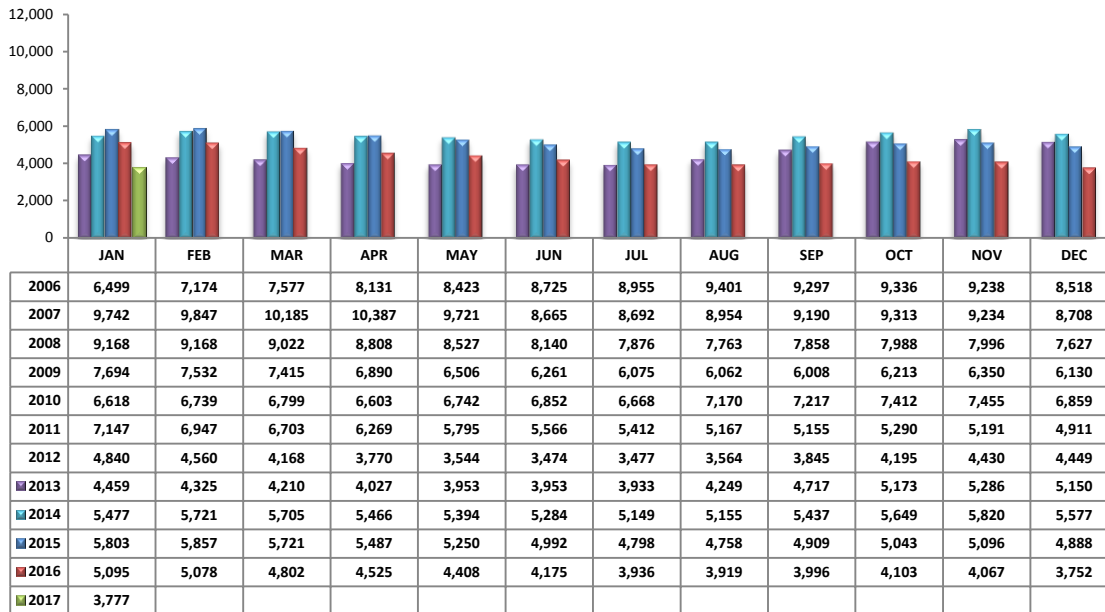
### Average \$ Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$137,296	\$183,058	\$192,794	\$287,500	\$174,036
E	\$140,658	\$163,024	\$206,125	\$427,950	\$170,869
N	\$191,394	\$352,696	\$465,118	\$577,375	\$357,335
NE	\$111,094	\$288,024	\$364,243	\$598,333	\$280,957
NW	\$216,914	\$295,127	\$276,300	\$309,333	\$267,999
S	\$83,136	\$134,512	\$136,160	\$186,000	\$126,990
SE	\$90,375	\$185,839	\$208,026	\$227,892	\$191,158
SW	\$82,136	\$134,112	\$176,463	\$222,222	\$139,722
W	\$97,344	\$179,442	\$251,400	\$364,250	\$189,898
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$12,900	\$105,225	\$173,283	\$0	\$133,954
XS	\$183,331	\$208,922	\$194,913	\$285,362	\$203,166
XSW	\$123,507	\$155,404	\$124,000	\$0	\$130,738
XW	\$0	\$100,000	\$100,000	\$0	\$100,000

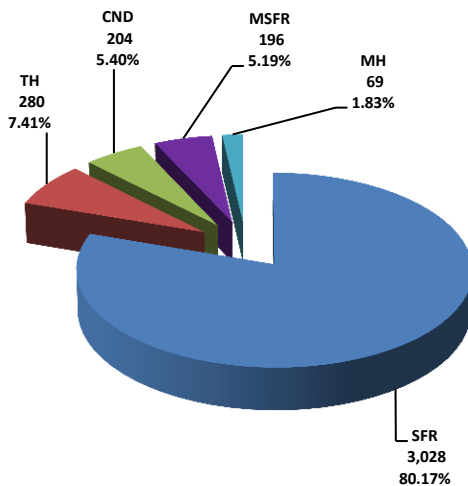
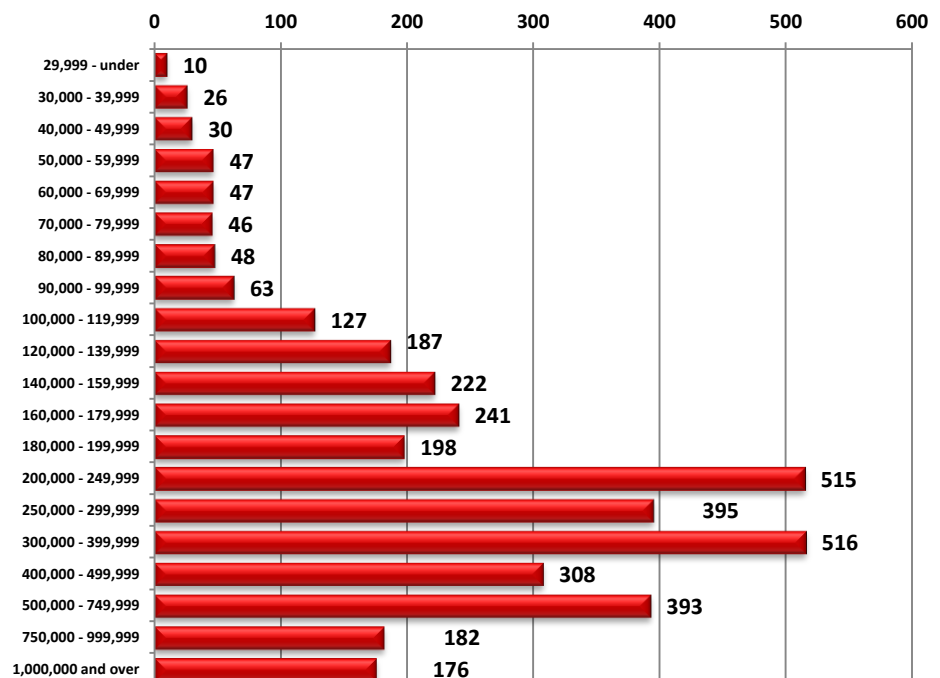
### Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	39	90	21	2	152
E	17	54	12	2	85
N	29	43	22	12	106
NE	14	25	15	3	57
NW	80	121	67	6	274
S	11	38	15	1	65
SE	4	55	26	7	92
SW	14	33	18	4	69
W	14	31	15	4	64
XNE	0	0	0	0	0
XNW	1	4	6	0	11
XS	19	27	13	4	63
XSW	40	12	1	0	53
XW	0	1	1	0	2

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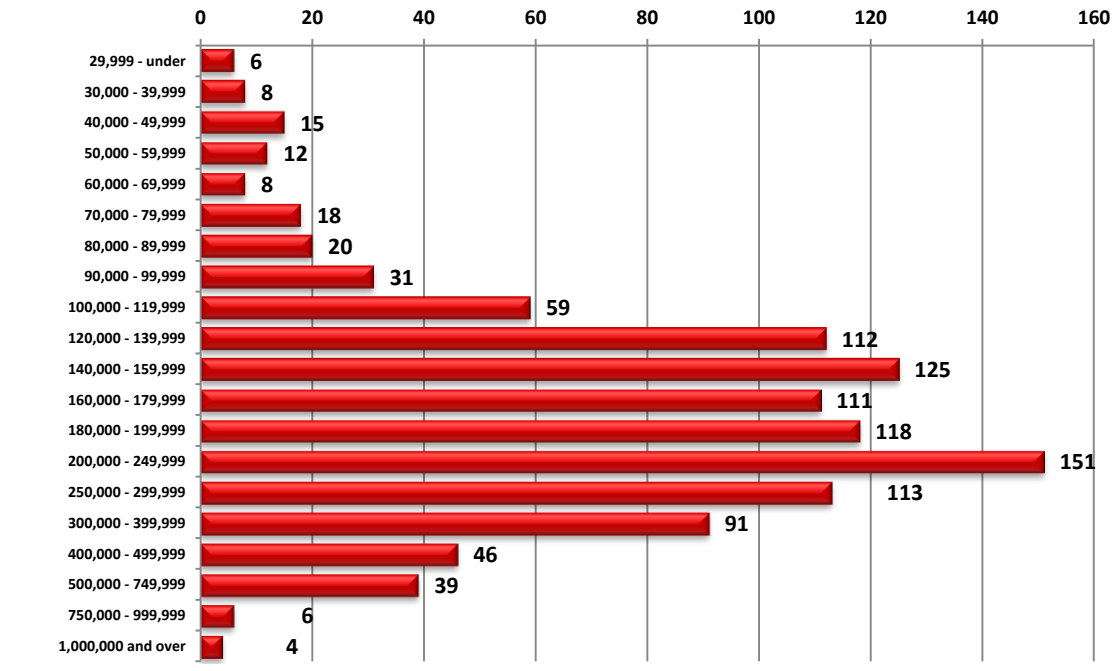
**Active Listings**

Area	# of Listings
C	383
E	163
N	512
NE	218
NW	1140
S	117
SE	242
SW	263
W	159
XNE	22
XNW	41
XS	307
XSW	178
XW	32

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

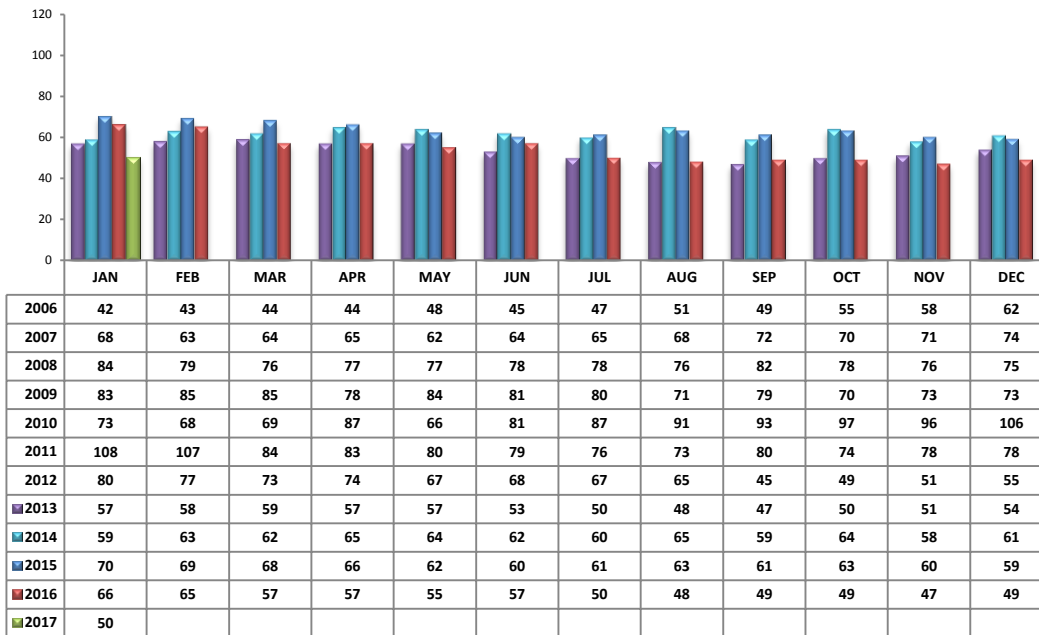
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### Sold Price Breakdown



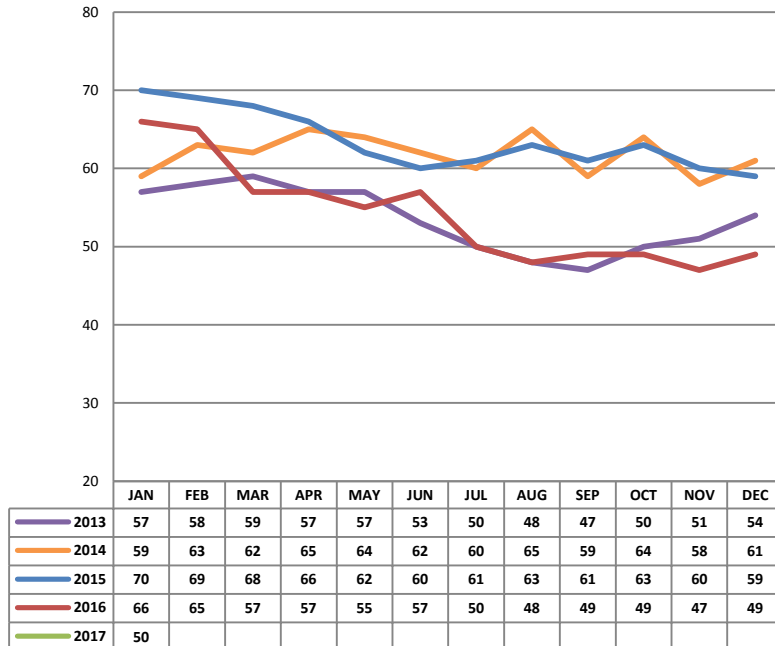
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### Average Days on Market/Listing - January 2017

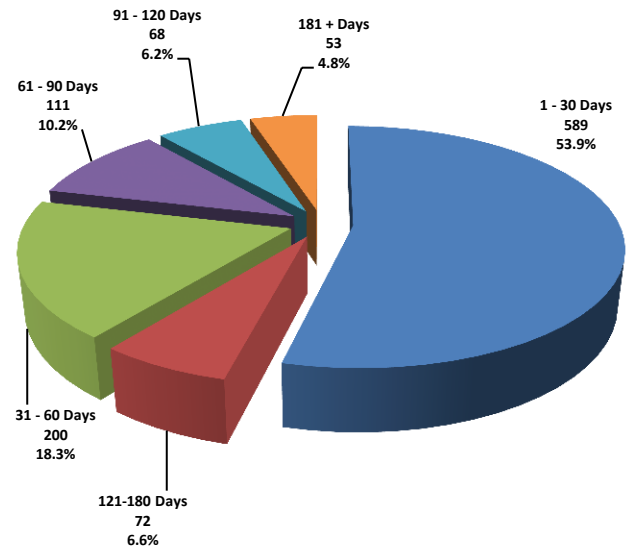


Area	Avg. DOM
C	47
E	32
N	54
NE	55
NW	58
S	30
SE	33
SW	63
W	49
XNE	0
XNW	63
XS	50
XSW	67
XW	133

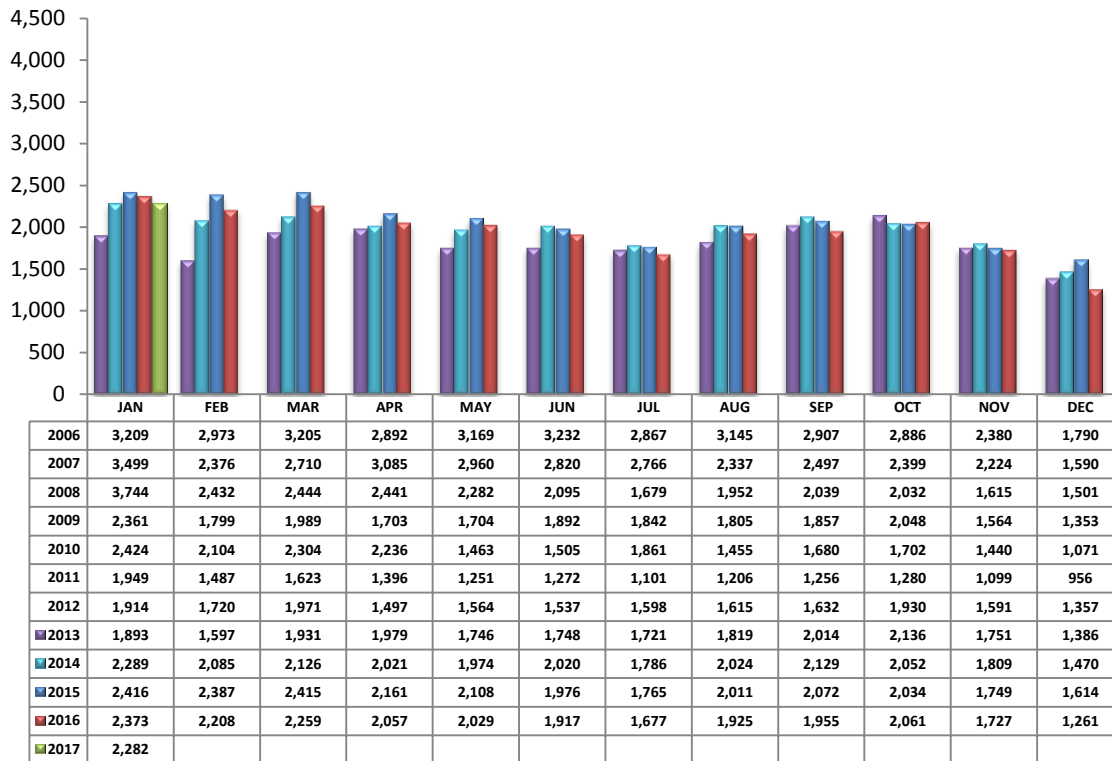
### Annual Comparison - Average Days on Market



### Average Days on Market/Listing Breakdown



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**New Listings - January 2017**

Area	# of Listings
C	265
E	125
N	286
NE	108
NW	677
S	114
SE	179
SW	134
W	106
XNE	1
XNW	28
XS	165
XSW	79
XW	15

\*Includes properties that were re-listed

\*\*Beginning January 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.
Apr 2016	190	387	57
May 2016	199	348	65
June 2016	175	329	69
July 2016	158	320	68
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

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