

**For Immediate
Release:**
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Multiple Listing Service of Southern Arizona

Monthly Statistics March 2017

Below are some highlights from the March Residential Sales Statistics:

- Total Sales Volume of \$363,976,060 is up 32.47% from last month and 15.47% from March 2016.
- The Average Sales Price of \$224,815 is a slight decrease from last month's number of \$225,032 which results in a 0.10% decline.
- Average List Price of \$230,186 is a decrease of 0.29% from February's number of \$230,859.
- Total Under Contract increased this month by 10.44%.
- Total Unit Sales of 1,619 is an increase of 32.60% from last month's 1,221.
- The Median Sales Price of \$193,000 is up again this month from \$189,000 in February and up 9.01% from this time last year.
- New Listings decreased 0.13%.
- Total Active Listings of 3,721 decreased 1.17% from February and 22.51% from March 2016.
- Average Days on Market decreased to 47 from 52 last month and has decreased 17.54% from March 2016.
- Conventional loan sales of 40.3% exceeded Cash Sales of 29.2%.

Henry Zipf
2017 MLSSAZ President

Pam Ruggeroli
2017 TAR President



Lifestyle Opportunities:
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Financial:
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With the complexity of a real estate transaction, you need a REALTOR®.



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March 2017 Recap by Month and Year - % of Change

Total Sales Volume

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|---------------|---------------|------------------------|
| March | \$363,976,060 | \$315,222,675 | 15.47% |
| February | \$274,764,443 | \$217,465,638 | 26.35% |
| Month % Change | 32.47% | 44.95% | |

Average Sales Price

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| March | \$224,815 | \$212,988 | 5.55% |
| February | \$225,032 | \$206,128 | 9.17% |
| Month % Change | -0.10% | 3.33% | |

Average List Price

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| March | \$230,186 | \$219,086 | 5.07% |
| February | \$230,859 | \$212,063 | 8.86% |
| Month % Change | -0.29% | 3.31% | |

Total Under Contract

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| March | 2,475 | 2,549 | -2.90% |
| February | 2,241 | 2,282 | -1.80% |
| Month % Change | 10.44% | 11.70% | |

Total Unit Sales

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| March | 1,619 | 1,480 | 9.39% |
| February | 1,221 | 1,055 | 15.73% |
| Month % Change | 32.60% | 40.28% | |

Median Sales Price

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| March | \$193,000 | \$177,050 | 9.01% |
| February | \$189,000 | \$168,900 | 11.90% |
| Month % Change | 2.12% | 4.83% | |

New Listings

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| March | 2,264 | 2,259 | 0.22% |
| February | 2,267 | 2,208 | 2.67% |
| Month % Change | -0.13% | 2.31% | |

Active Listings

| | <u>2017</u> | <u>2016</u> | <u>Annual % Change</u> |
|----------------|-------------|-------------|------------------------|
| March | 3,721 | 4,802 | -22.51% |
| February | 3,765 | 5,078 | -25.86% |
| Month % Change | -1.17% | -5.44% | |

March 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 | 88 | 62 | 70.45% | 85740 | 0 | 0 | 0.00% |
| 85145 | 5 | 7 | 140.00% | 85648 | 0 | 0 | 0.00% | 85714 | 8 | 10 | 125.00% | 85741 | 49 | 38 | 77.55% |
| 85245 | 0 | 0 | 0.00% | 85653 | 0 | 0 | 0.00% | 85715 | 80 | 42 | 52.50% | 85742 | 128 | 76 | 59.38% |
| 85601 | 0 | 0 | 0.00% | 85654 | 71 | 37 | 52.11% | 85716 | 78 | 44 | 56.41% | 85743 | 115 | 58 | 50.43% |
| 85602 | 7 | 1 | 14.29% | 85658 | 0 | 0 | 0.00% | 85717 | 0 | 0 | 0.00% | 85745 | 102 | 50 | 49.02% |
| 85611 | 0 | 0 | 0.00% | 85701 | 224 | 48 | 21.43% | 85718 | 290 | 73 | 25.17% | 85746 | 58 | 33 | 56.90% |
| 85614 | 195 | 81 | 41.54% | 85704 | 22 | 5 | 22.73% | 85719 | 84 | 37 | 44.05% | 85747 | 91 | 51 | 56.04% |
| 85616 | 0 | 0 | 0.00% | 85705 | 86 | 58 | 67.44% | 85730 | 79 | 50 | 63.29% | 85748 | 67 | 34 | 50.75% |
| 85619 | 23 | 2 | 8.70% | 85706 | 47 | 32 | 68.09% | 85734 | 0 | 0 | 0.00% | 85749 | 134 | 28 | 20.90% |
| 85622 | 46 | 15 | 32.61% | 85709 | 40 | 40 | 100.00% | 85735 | 40 | 17 | 42.50% | 85750 | 233 | 64 | 27.47% |
| 85623 | 16 | 4 | 25.00% | 85710 | 117 | 61 | 52.14% | 85736 | 28 | 9 | 32.14% | 85755 | 221 | 64 | 28.96% |
| 85629 | 102 | 61 | 59.80% | 85711 | 65 | 73 | 112.31% | 85737 | 158 | 53 | 33.54% | 85756 | 44 | 35 | 79.55% |
| 85641 | 145 | 59 | 40.69% | 85712 | 101 | 32 | 31.68% | 85739 | 165 | 48 | 29.09% | 85757 | 68 | 27 | 39.71% |

NOTE:

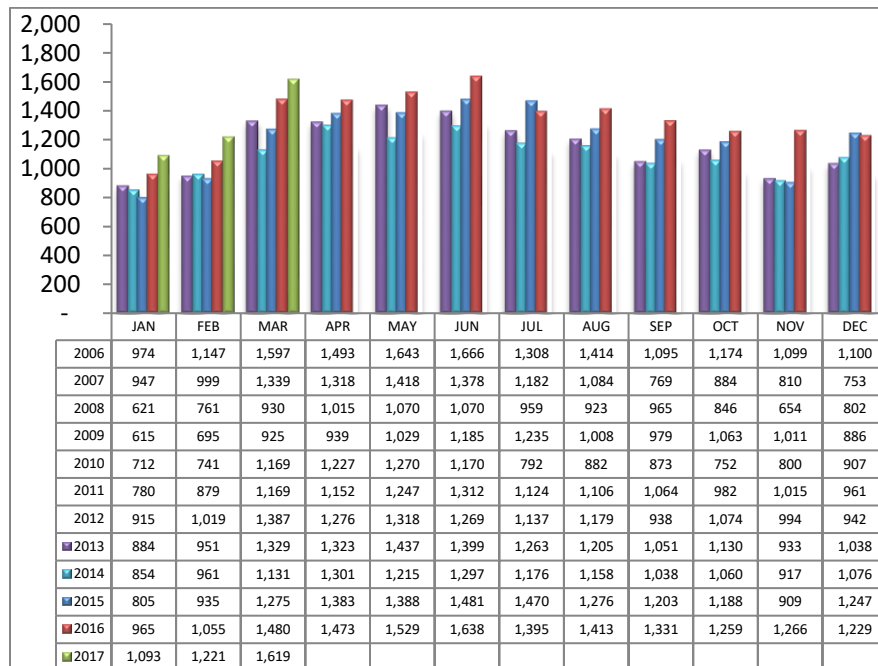
85637- 1 active listing

| 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 | 4 | 1 | 0 | 15 | 12 | C | 372 | 1 -30 Days | 937 | |
| \$30,000 to \$39,999 | 18 | 5 | 0 | 4 | 27 | 19 | E | 185 | 31-60 Days | 223 | |
| \$40,000 to \$49,999 | 28 | 11 | 1 | 4 | 44 | 16 | N | 548 | 61 - 90 Days | 189 | |
| \$50,000 to \$59,999 | 54 | 17 | 5 | 5 | 81 | 28 | NE | 237 | 91-120 Days | 114 | |
| \$60,000 to \$69,999 | 32 | 17 | 3 | 5 | 57 | 25 | NW | 1141 | 121 - 180 Days | 101 | |
| \$70,000 to \$79,999 | 38 | 21 | 3 | 6 | 68 | 19 | S | 102 | Over 180 Days | 55 | |
| \$80,000 to \$89,999 | 33 | 41 | 8 | 9 | 91 | 27 | SE | 250 | Avg. Days on Market 47 | | |
| \$90,000 to \$99,999 | 37 | 45 | 3 | 16 | 101 | 24 | SW | 214 | | | |
| \$100,000 to \$119,999 | 92 | 95 | 11 | 22 | 220 | 96 | W | 139 | Avg. Sold Price \$224,815 | | |
| \$120,000 to \$139,999 | 153 | 181 | 16 | 35 | 385 | 137 | XNE | 24 | | | |
| \$140,000 to \$159,999 | 195 | 212 | 16 | 32 | 455 | 165 | XNW | 35 | Median Sale Price \$193,000 | | |
| \$160,000 to \$179,999 | 232 | 224 | 10 | 44 | 510 | 162 | XS | 278 | | | |
| \$180,000 to \$199,999 | 243 | 144 | 9 | 30 | 426 | 119 | XSW | 169 | New Listings 2,264 | | |
| \$200,000 to \$249,999 | 494 | 281 | 17 | 63 | 855 | 300 | XW | 27 | | | |
| \$250,000 to \$299,999 | 445 | 194 | 7 | 58 | 704 | 170 | Sold Units per Area | | Sales Volume by Area | | |
| \$300,000 to \$399,999 | 496 | 203 | 9 | 70 | 778 | 156 | C | 215 | \$40,543,177 | | |
| \$400,000 to \$499,999 | 326 | 88 | 5 | 26 | 445 | 71 | E | 94 | \$17,571,507 | | |
| \$500,000 to \$749,999 | 418 | 65 | 5 | 21 | 509 | 50 | N | 152 | \$58,266,984 | | |
| \$750,000 to \$999,999 | 191 | 18 | 0 | 9 | 218 | 13 | NE | 71 | \$19,029,685 | | |
| \$1,000,000 and over | 186 | 14 | 0 | 7 | 207 | 10 | NW | 436 | \$120,089,709 | | |
| | | | | | | | S | 94 | \$12,205,400 | | |
| | | | | | | | SE | 135 | \$25,740,103 | | |
| | | | | | | | SW | 106 | \$15,509,380 | | |
| | | | | | | | W | 77 | \$13,376,876 | | |
| | | | | | | | XNE | 2 | \$532,500 | | |
| | | | | | | | XNW | 27 | \$3,803,159 | | |
| | | | | | | | XS | 129 | \$25,488,660 | | |
| Totals | 3,721 | 1,880 | 129 | 466 | 6,196 | 1,619 | XSW | 70 | \$10,695,420 | | |
| | | | | | | | XW | 11 | \$1,123,500 | | |
| | Mar-17 | Mar-16 | % Change | YTD 2017 | YTD 2016 | % Change | Total Volume | | \$363,976,060 | | |
| Home Sales Volume | \$363,976,060 | \$315,222,675 | 15.47% | \$876,079,299 | \$741,620,835 | 18.13% | <div>Types of FinancingTotals</div> <div>FHA285</div> <div>VA177</div> <div>Other29</div> <div>Cash472</div> <div>Conventional653</div> <div>Cash/Loan0</div> <div>Carryback3</div> | | | | |
| Home Sales Units | 1,619 | 1,480 | 9.39% | 3,933 | 3,500 | 12.37% | | | | | |
| Average Sales Price (All Residential) | \$224,815 | \$212,988 | 5.55% | \$222,952 | \$212,154 | 5.09% | | | | | |
| Median Sales Price | \$193,000 | \$177,050 | 9.01% | \$189,750 | \$173,225 | 9.54% | | | | | |
| Average Days on Market: | 47 | 57 | -17.54% | 49 | 62 | -20.97% | | | | | |
| Average List Price for Solds: | \$230,186 | \$219,086 | 5.07% | \$228,347 | \$218,257 | 4.62% | | | | | |
| SP/LP % | 97.67% | 97.22% | | 97.64% | 97.20% | | | | | | |
| Total Under Contract | 2,475 | 2,549 | -2.90% | | | | | | | | |
| Active Listings | 3,721 | 4,802 | -22.51% | | | | | | | | |
| New Listings | 2,264 | 2,259 | 0.22% | | | | | | | | |

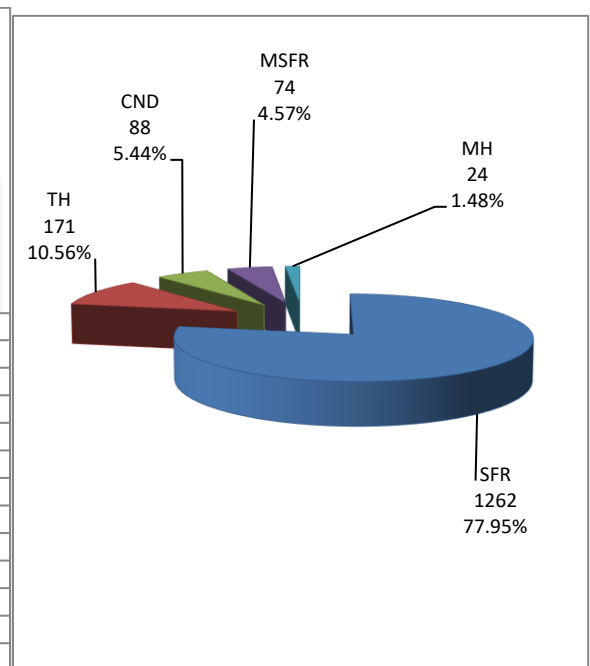
| Types of Financing | Totals |
|--------------------|--------|
| FHA | 285 |
| VA | 177 |
| Other | 29 |
| Cash | 472 |
| Conventional | 653 |
| Cash/Loan | 0 |
| Carryback | 3 |

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® nor the Multiple Listing Service of Southern Arizona guarantees nor is in any way responsible for its accuracy.

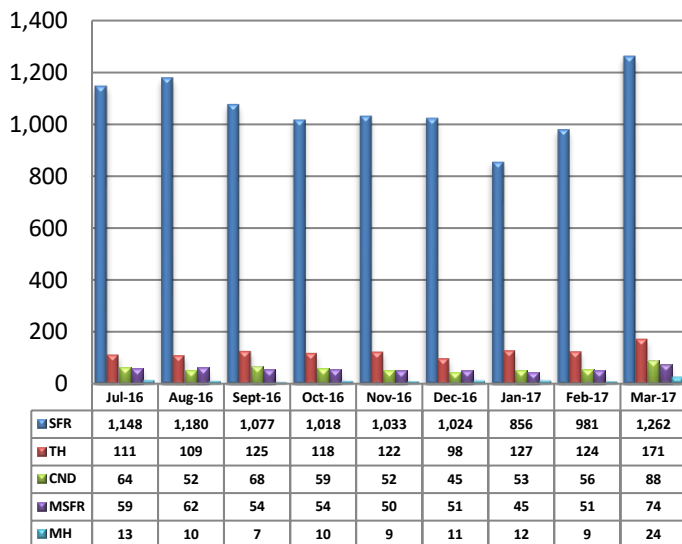
Total Unit Sales – March 2017



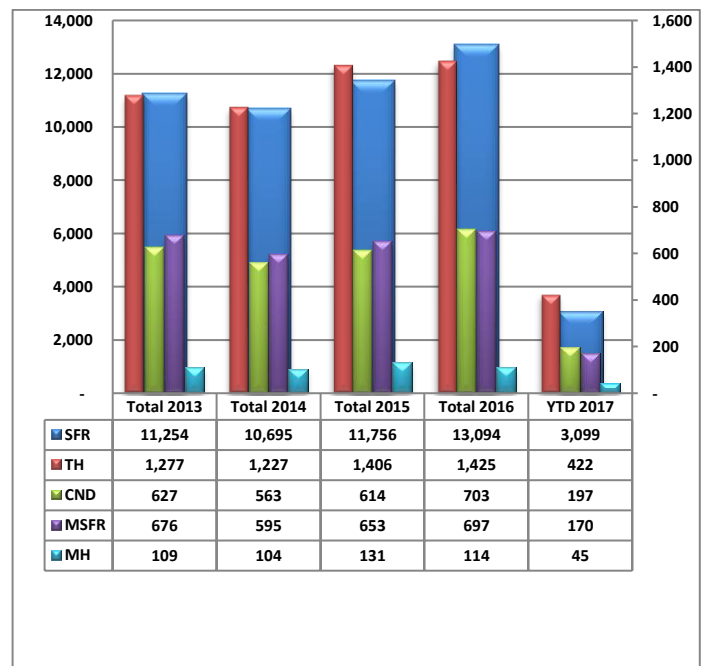
Unit Sales – Breakdown by Type



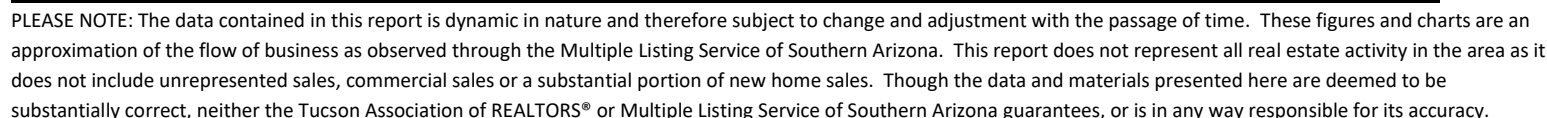
Total Unit Sales By Type - Monthly Comparison



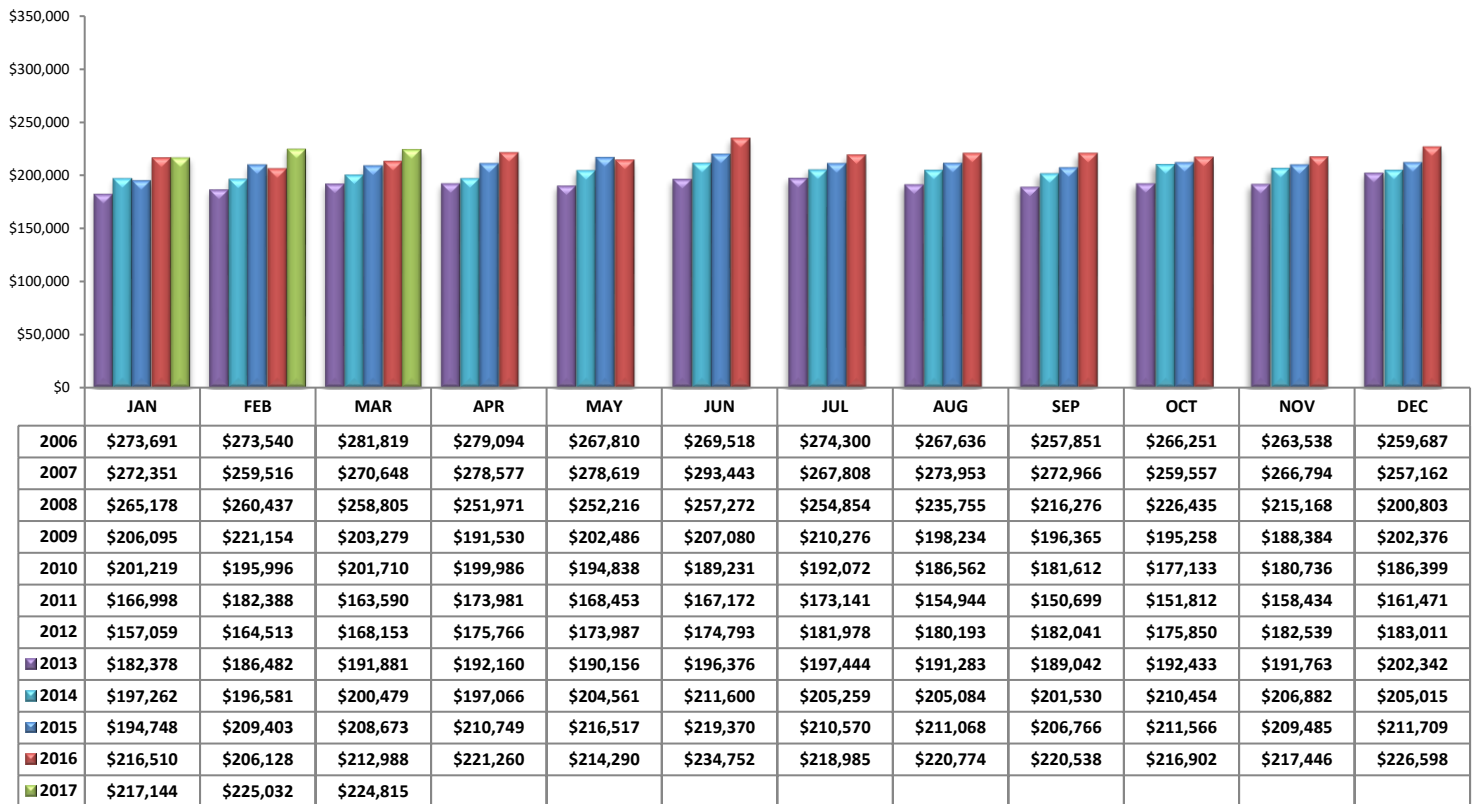
YTD Annual Comparison – Breakdown by Type



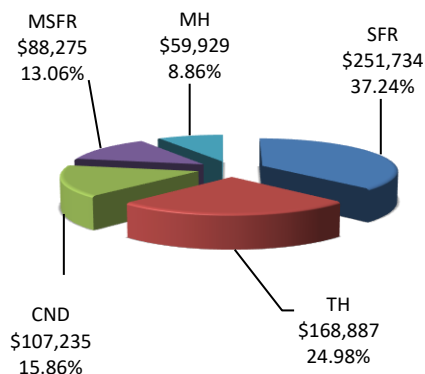
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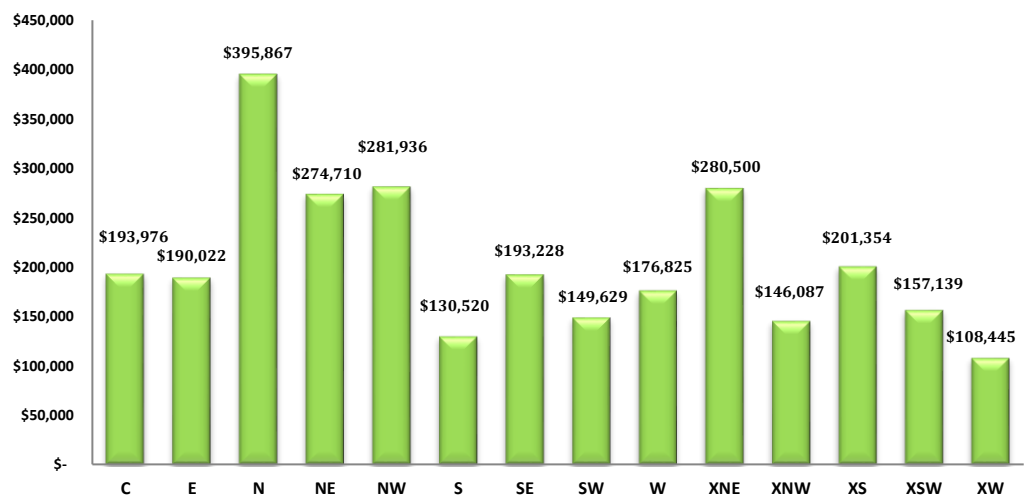
Average Sales Price – March 2017



Average Sales Price by Type – March 2017

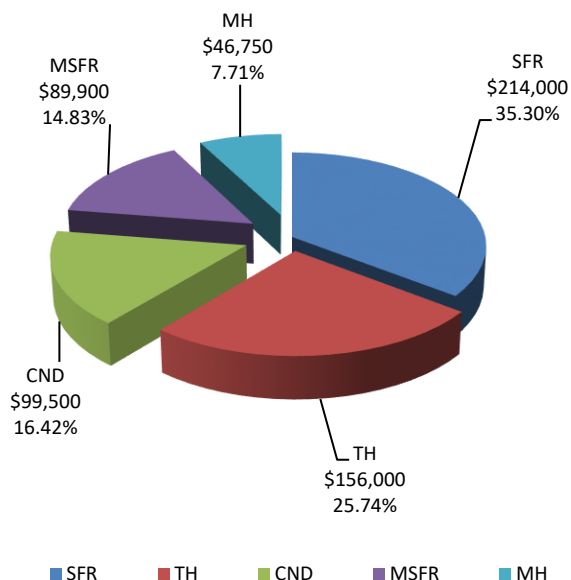


Average "Listing" Price per Area – March 2017



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Median Sale Price – by Type

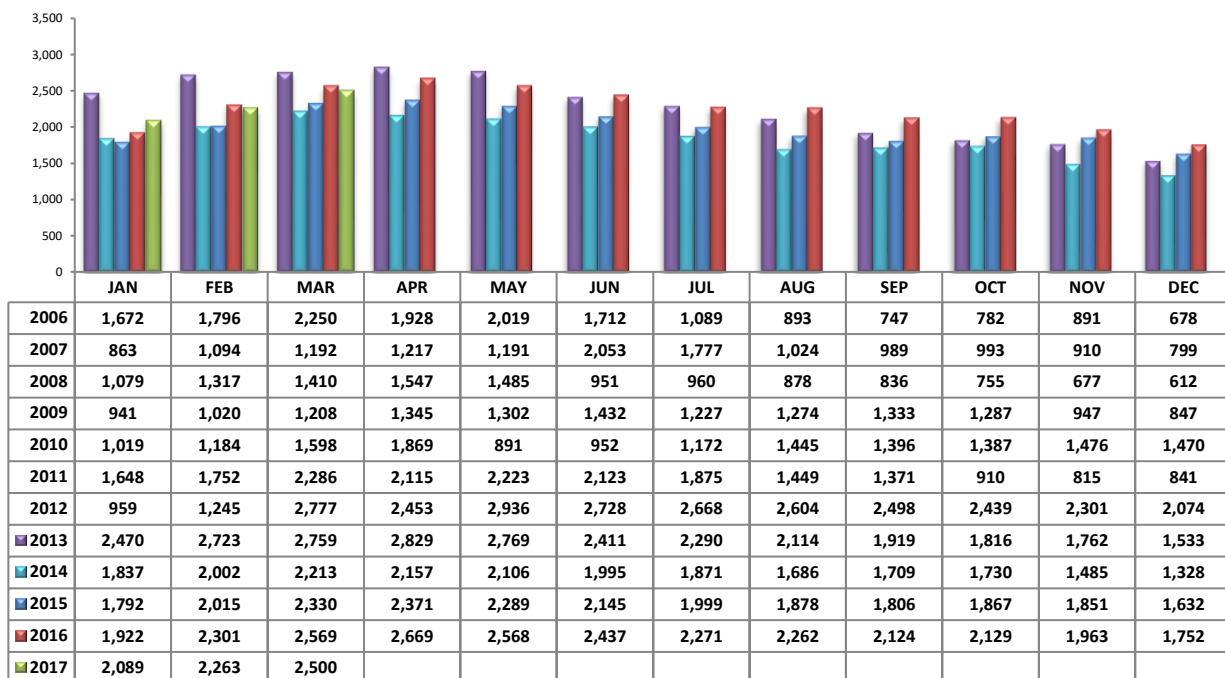


Median Sale Price – March 2017

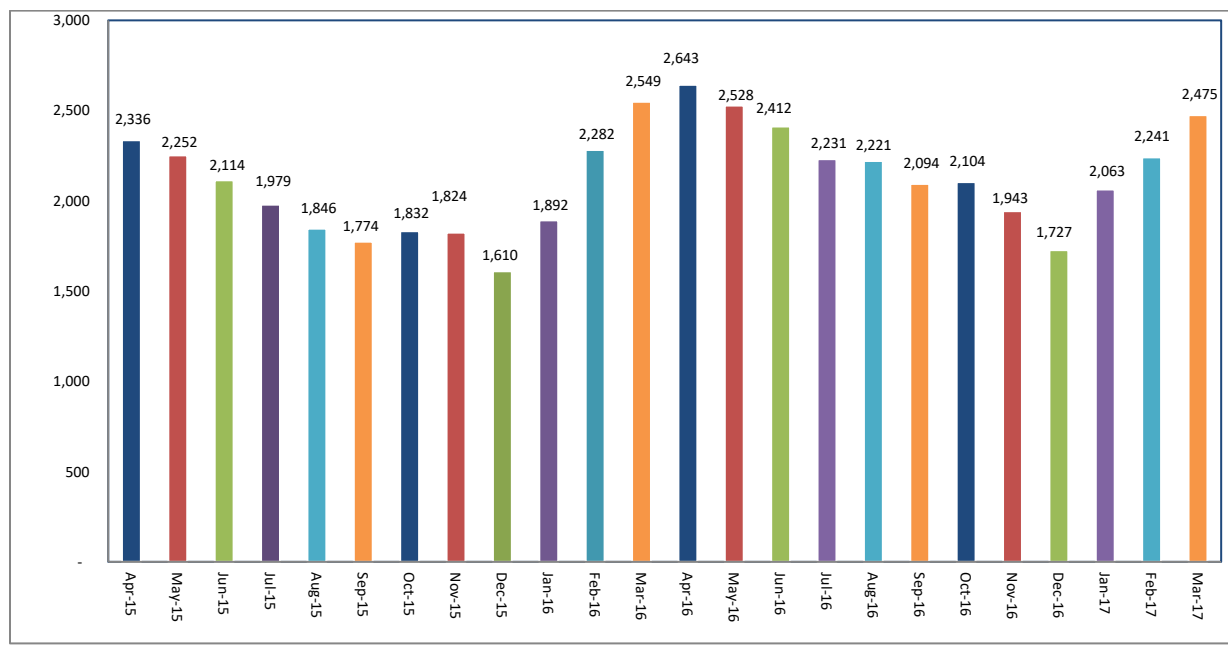


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Newly Under Contract During The Month

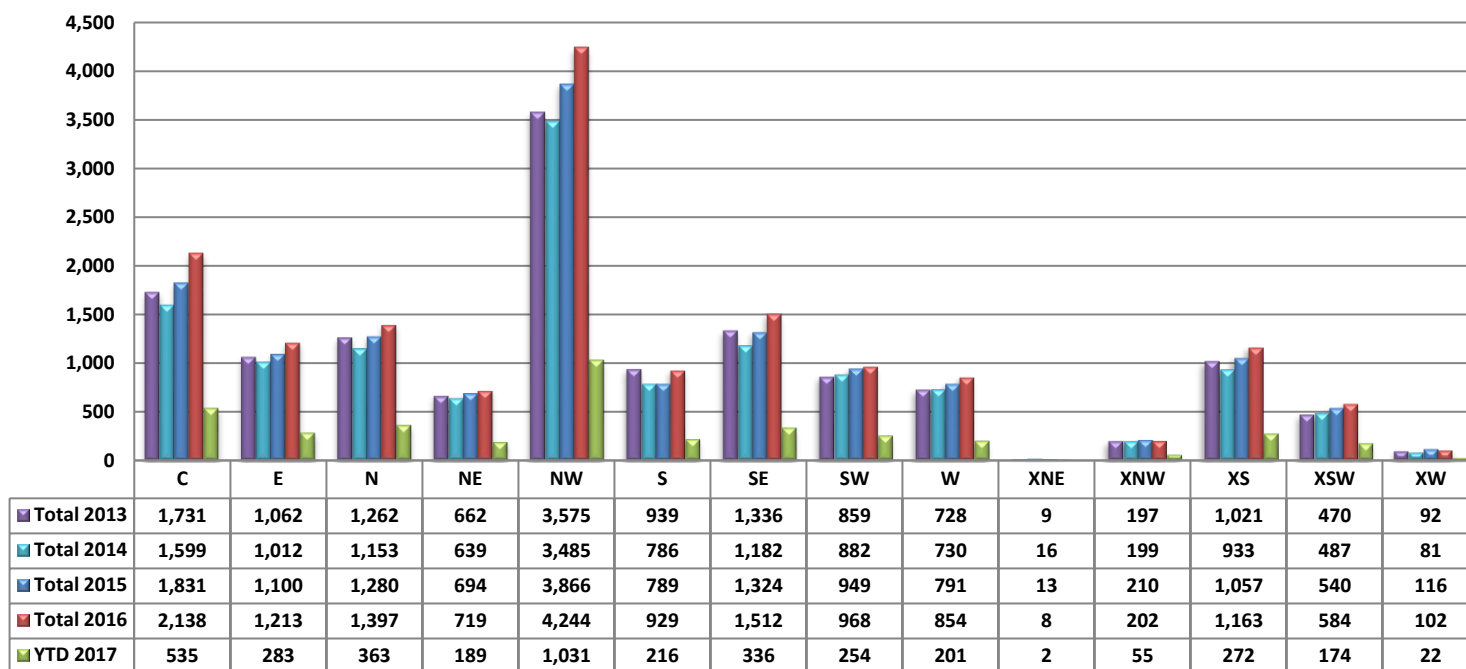


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

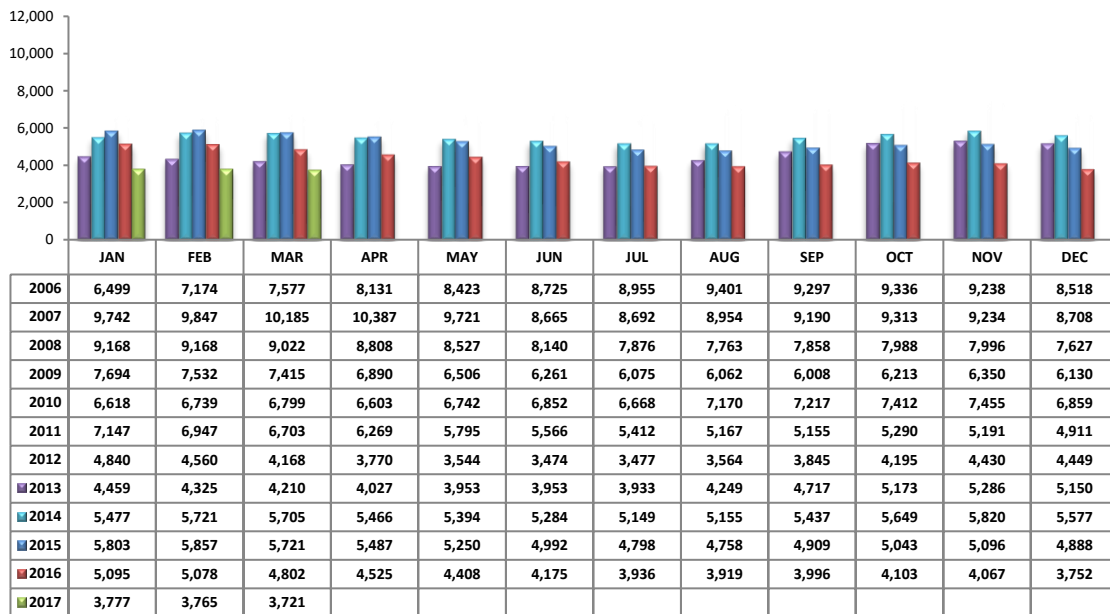
| | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|-----------------|---------------|---------------|----------------|-----------------|
| C | \$139,416 | \$183,363 | \$285,788 | \$289,557 | \$188,572 |
| E | \$92,266 | \$189,700 | \$215,516 | \$323,333 | \$186,930 |
| N | \$186,665 | \$351,761 | \$590,475 | \$690,000 | \$383,335 |
| NE | \$140,726 | \$264,985 | \$313,013 | \$469,580 | \$268,023 |
| NW | \$232,044 | \$271,080 | \$322,814 | \$285,217 | \$275,435 |
| S | \$83,158 | \$128,700 | \$150,717 | \$153,316 | \$129,844 |
| SE | \$104,071 | \$166,111 | \$213,279 | \$316,645 | \$190,667 |
| SW | \$82,978 | \$145,186 | \$200,739 | \$229,925 | \$146,314 |
| W | \$109,613 | \$174,647 | \$275,008 | \$200,000 | \$173,725 |
| XNE | \$245,000 | \$- | \$287,500 | \$- | \$266,250 |
| XNW | \$113,500 | \$134,305 | \$156,326 | \$199,900 | \$140,857 |
| XS | \$158,088 | \$196,876 | \$232,555 | \$259,200 | \$197,586 |
| XSW | \$145,403 | \$179,467 | \$117,350 | \$87,500 | \$152,791 |
| XW | \$51,500 | \$115,300 | \$136,333 | \$35,000 | \$102,136 |

Units Sold per Area by # of Bedrooms

| | 0-2 Bedrooms | 3 Bedrooms | 4 Bedrooms | 5+ Bedrooms | All Bedrooms |
|-----|-----------------|---------------|---------------|----------------|-----------------|
| C | 73 | 100 | 35 | 7 | 215 |
| E | 15 | 45 | 31 | 3 | 94 |
| N | 46 | 57 | 42 | 7 | 152 |
| NE | 15 | 29 | 22 | 5 | 71 |
| NW | 98 | 215 | 106 | 17 | 436 |
| S | 12 | 53 | 23 | 6 | 94 |
| SE | 7 | 77 | 38 | 13 | 135 |
| SW | 29 | 45 | 27 | 5 | 106 |
| W | 20 | 44 | 12 | 1 | 77 |
| XNE | 1 | 0 | 1 | 0 | 2 |
| XNW | 1 | 19 | 6 | 1 | 27 |
| XS | 42 | 44 | 36 | 7 | 129 |
| XSW | 43 | 21 | 5 | 1 | 70 |
| XW | 2 | 5 | 3 | 1 | 11 |

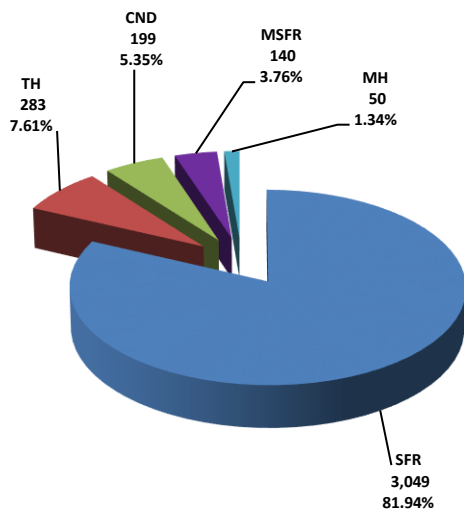
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Active Listings

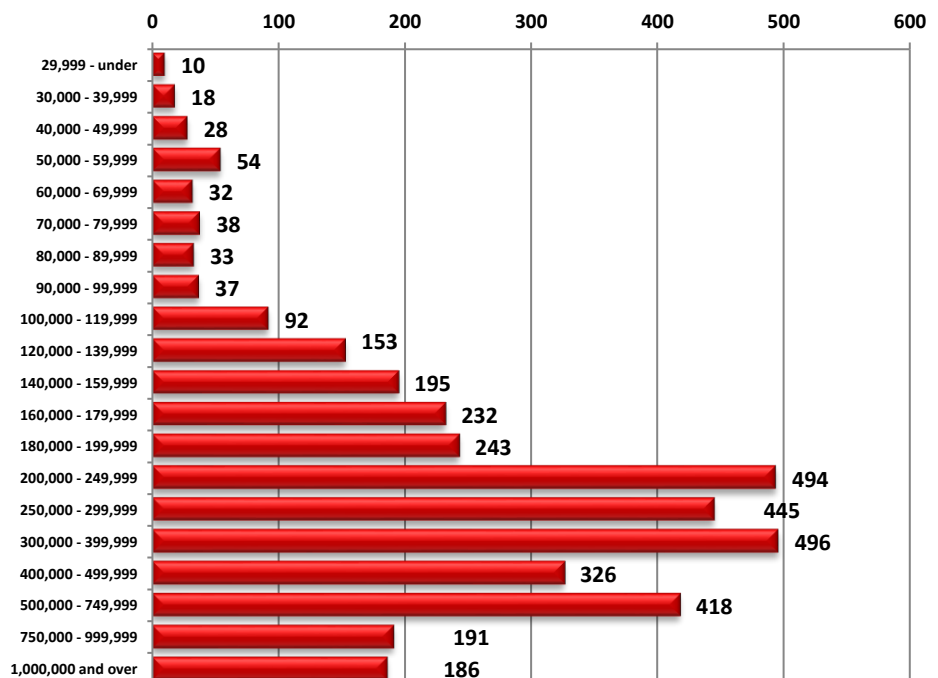


| Area | # of Listings |
|------|---------------|
| C | 372 |
| E | 185 |
| N | 548 |
| NE | 237 |
| NW | 1141 |
| S | 102 |
| SE | 250 |
| SW | 214 |
| W | 139 |
| XNE | 24 |
| XNW | 35 |
| XS | 278 |
| XSW | 169 |
| XW | 27 |

Active Listings Unit Breakdown

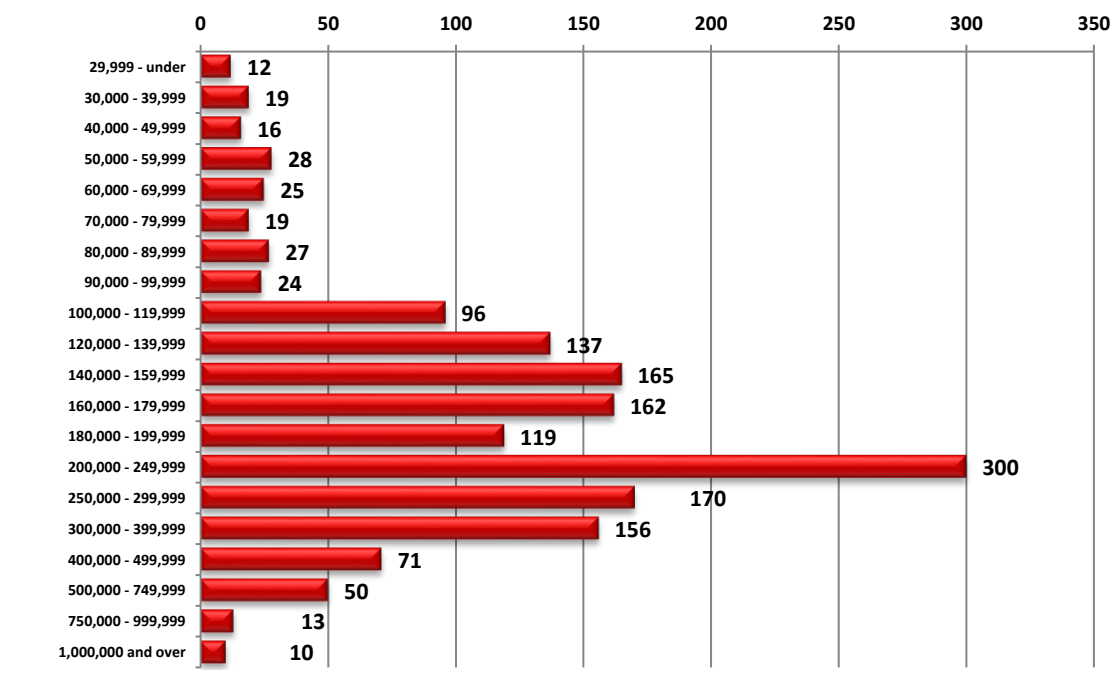


Active Listings Price Breakdown



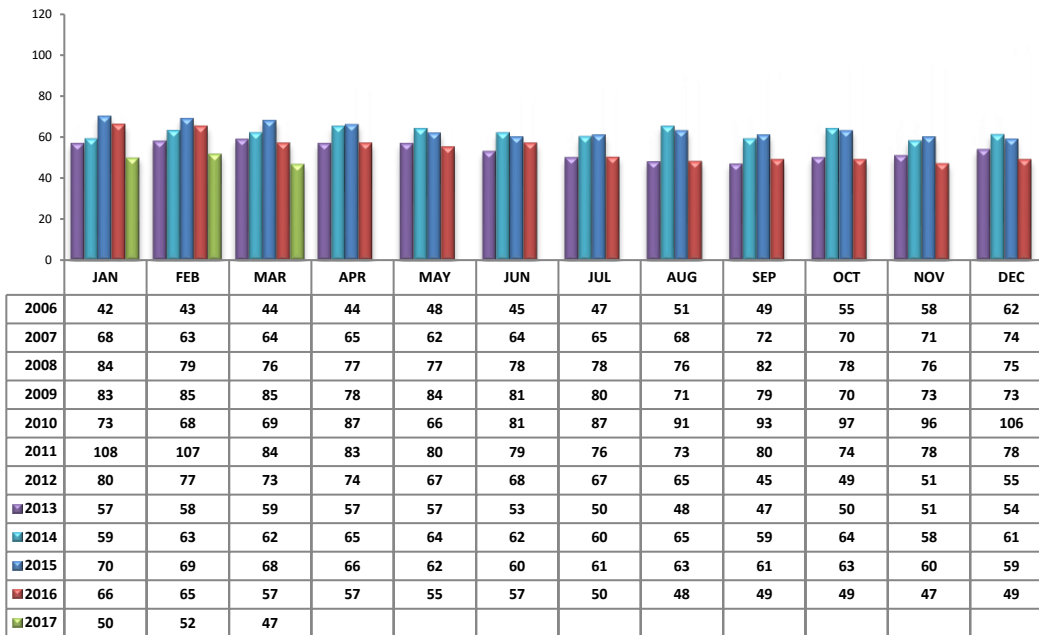
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Sold Price Breakdown



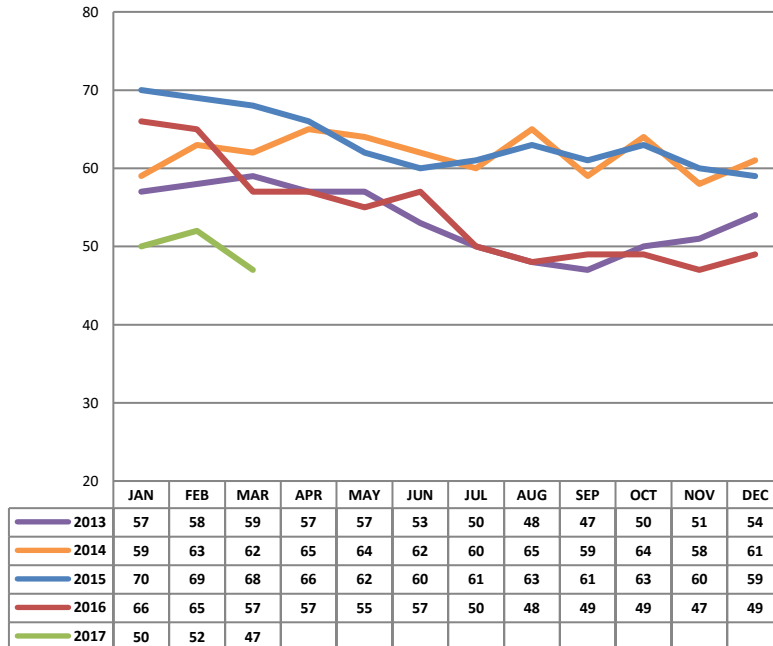
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Average Days on Market/Listing - March 2017

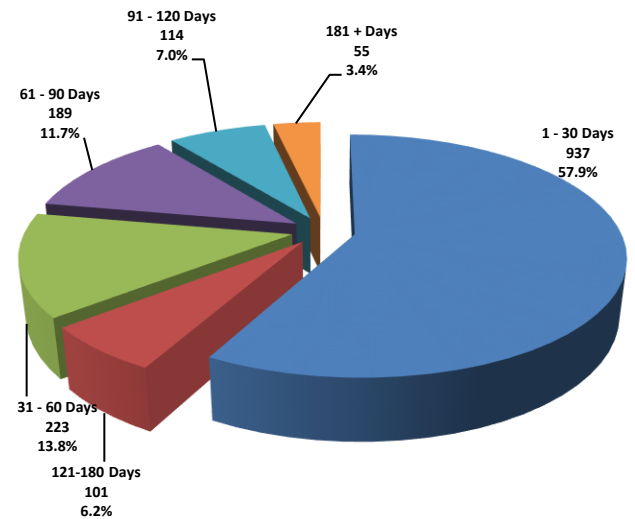


| Area | Avg. DOM |
|------|----------|
| C | 47 |
| E | 32 |
| N | 43 |
| NE | 44 |
| NW | 53 |
| S | 27 |
| SE | 34 |
| SW | 58 |
| W | 35 |
| XNE | 125 |
| XNW | 49 |
| XS | 56 |
| XSW | 63 |
| XW | 59 |

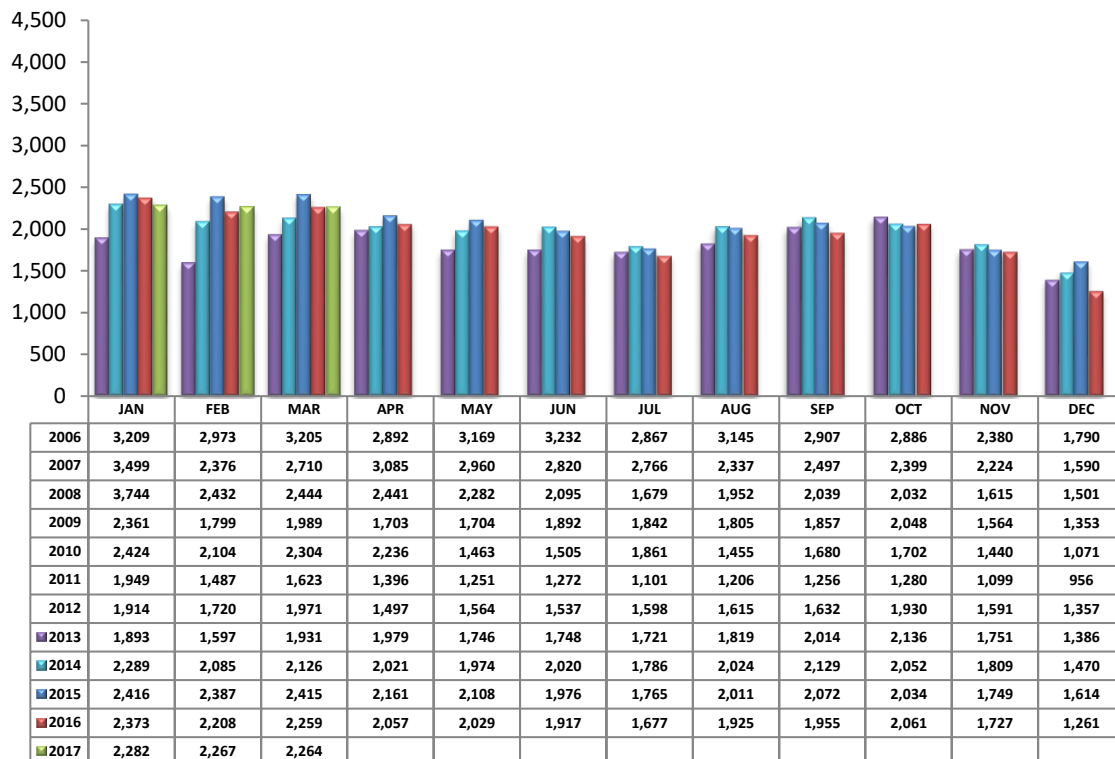
Annual Comparison - Average Days on Market



Average Days on Market/Listing Breakdown



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New Listings – March 2017

| Area | # of Listings |
|------|---------------|
| C | 278 |
| E | 148 |
| N | 268 |
| NE | 136 |
| NW | 596 |
| S | 119 |
| SE | 205 |
| SW | 116 |
| W | 112 |
| XNE | 3 |
| XNW | 27 |
| XS | 152 |
| XSW | 93 |
| XW | 11 |

*Includes properties that were re-listed

**Beginning March 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. |
|-----------|---------|-----------|---------------|
| 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 |
| Feb 2017 | 101 | 239 | 38 |
| Mar 2017 | 114 | 321 | 48 |

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.