

**For Immediate  
Release:**  
**July 10, 2017**

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# Multiple Listing Service of Southern Arizona

## Monthly Statistics **June 2017**

Below are some highlights from the June Residential Sales Statistics:

- Total Sales Volume of \$399,061,482 is an increase of 3.36% over May's number of \$386,081,637.
- The Average Sales Price of \$238,245 is a slight decrease of 0.83% from last month's number of \$240,249.
- Average List Price decreased slightly by 0.82%, going from \$245,591 in May to \$243,575 in June.
- Total Under Contract decreased this month by 6.22%.
- Total Unit Sales went from 1,607 in May to 1,675 in June, an increase of 4.23%.
- The Median Sales Price increased to \$200,000 from \$195,000 last month and increased 5.26% from last year.
- New Listings increased slightly this month by 0.64% and by 6.83% from June 2016.
- Total Active Listings of 3,625 is an increase of 1% from last month.
- Average Days on Market of 44 is a decrease from 46 last month.
- Conventional loan sales of 43% exceeded Cash Sales of 23.6%.

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

### Total Sales Volume

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
June	\$399,061,482	\$384,524,826	3.78%
May	\$386,081,637	\$327,650,182	17.83%
Month % Change	3.36%	17.36%	

### Average Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
June	\$238,245	\$234,752	1.49%
May	\$240,249	\$214,290	12.11%
Month % Change	-0.83%	9.55%	

### Average List Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
June	\$243,575	\$240,584	1.24%
May	\$245,591	\$217,902	12.71%
Month % Change	-0.82%	10.41%	

### Total Under Contract

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
June	2,230	2,412	-7.55%
May	2,378	2,528	-5.93%
Month % Change	-6.22%	-4.59%	

### Total Unit Sales

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
June	1,675	1,638	2.26%
May	1,607	1,529	5.10%
Month % Change	4.23%	7.13%	

### Median Sales Price

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
June	\$200,000	\$190,000	5.26%
May	\$195,000	\$179,000	8.94%
Month % Change	2.56%	6.15%	

### New Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
June	2,048	1,917	6.83%
May	2,035	2,029	0.30%
Month % Change	0.64%	-5.52%	

### Active Listings

	<u>2017</u>	<u>2016</u>	<u>Annual % Change</u>
June	3,625	4,175	-13.17%
May	3,589	4,408	-18.58%
Month % Change	1.00%	-5.29%	

## June 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	67	40	59.70%	85740	0	0	0.00%
85145	10	8	80.00%	85648	0	0	0.00%	85714	14	7	50.00%	85741	62	47	75.81%
85245	0	0	0.00%	85653	90	37	41.11%	85715	86	49	56.98%	85742	148	57	38.51%
85601	0	0	0.00%	85654	0	0	0.00%	85716	96	50	52.08%	85743	137	58	42.34%
85602	5	2	40.00%	85658	167	58	34.73%	85717	0	0	0.00%	85745	109	53	48.62%
85611	0	0	0.00%	85701	16	4	25.00%	85718	249	69	27.71%	85746	68	32	47.06%
85614	129	60	46.51%	85704	98	63	64.29%	85719	93	49	52.69%	85747	96	64	66.67%
85616	0	0	0.00%	85705	63	35	55.56%	85730	80	43	53.75%	85748	55	29	52.73%
85619	27	1	3.70%	85706	39	35	89.74%	85734	0	0	0.00%	85749	127	41	32.28%
85622	30	17	56.67%	85709	0	0	0.00%	85735	38	12	31.58%	85750	194	56	28.87%
85623	17	5	29.41%	85710	113	92	81.42%	85736	25	4	16.00%	85755	195	53	27.18%
85629	116	72	62.07%	85711	76	50	65.79%	85737	129	54	41.86%	85756	54	33	61.11%
85641	175	81	46.29%	85712	93	52	55.91%	85739	162	58	35.80%	85757	76	45	59.21%

NOTE:

85637- 1 active listing

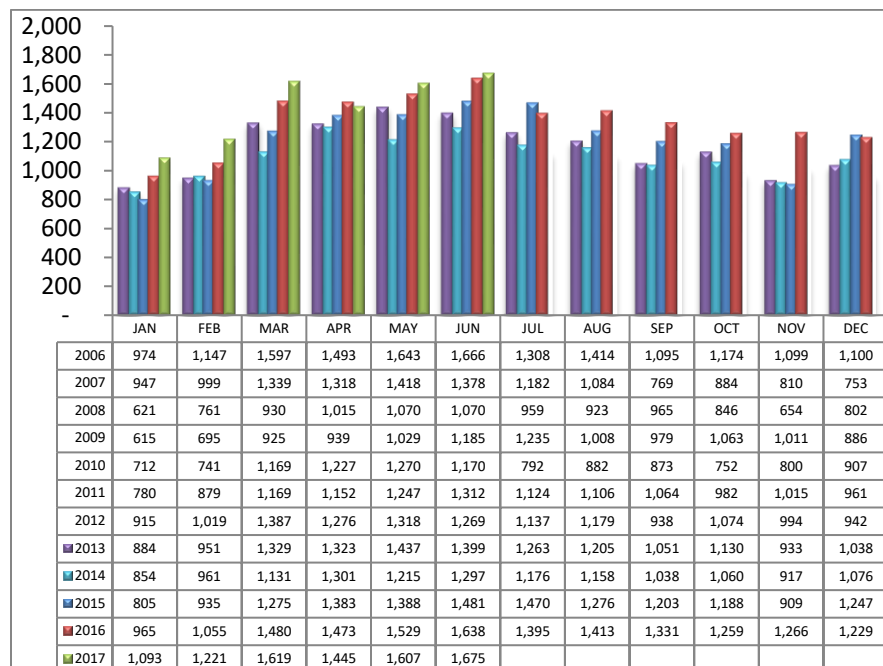
Residential Listing Statistics							Active Listings		Days on Market		
	Total Active	Total Contingent	Total Capa	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold		
Under \$29,999	7	3	0	1	11	7	C	405	1 -30 Days	981	
\$30,000 to \$39,999	7	3	2	3	15	3	E	172	31-60 Days	309	
\$40,000 to \$49,999	13	8	3	4	28	24	N	469	61 - 90 Days	172	
\$50,000 to \$59,999	51	10	2	3	66	9	NE	232	91-120 Days	72	
\$60,000 to \$69,999	27	22	3	4	56	12	NW	1090	121 - 180 Days	79	
\$70,000 to \$79,999	28	19	3	6	56	22	S	119	Over 180 Days	62	
\$80,000 to \$89,999	30	26	3	7	66	25	SE	286	Avg. Days on Market		
\$90,000 to \$99,999	40	29	3	8	80	24	SW	197	44		
\$100,000 to \$119,999	89	80	11	27	207	62	W	166	Avg. Sold Price		
\$120,000 to \$139,999	139	162	10	24	335	121	XNE	28	\$238,245		
\$140,000 to \$159,999	202	210	13	31	456	168	XNW	54	Median Sale Price		
\$160,000 to \$179,999	268	218	12	38	536	186	XS	252	\$200,000		
\$180,000 to \$199,999	235	158	12	37	442	166	XSW	124	New Listings		
\$200,000 to \$249,999	550	239	11	85	885	296	XW	31	2,048		
\$250,000 to \$299,999	404	157	7	45	613	193	Sold Units per Area		Sales Volume by Area		
\$300,000 to \$399,999	516	192	9	56	773	191	C	233	\$46,499,505		
\$400,000 to \$499,999	332	72	3	24	431	83	E	120	\$22,257,464		
\$500,000 to \$749,999	355	56	3	20	434	62	N	141	\$57,458,378		
\$750,000 to \$999,999	168	12	0	3	183	12	NE	95	\$30,192,013		
\$1,000,000 and over	164	14	1	3	182	9	NW	447	\$121,454,380		
							S	81	\$11,839,996		
							SE	143	\$32,614,934		
							SW	98	\$15,726,947		
							W	83	\$16,581,594		
							XNE	1	\$333,000		
							XNW	24	\$3,689,405		
							XS	145	\$30,507,062		
Totals	3,625	1,690	111	429	5,855	1,675	XSW	57	\$9,019,171		
							XW	7	\$887,633		
June-17							June-16		% Change		
YTD 2017							YTD 2016		% Change		
Home Sales Volume	\$399,061,482	\$384,524,826	3.78%	\$1,997,890,127	\$1,779,711,992	12.26%	Total Volume		\$399,061,482		
Home Sales Units	1,675	1,638	2.26%	8,660	8,140	6.39%					
Average Sales Price (All Residential)	\$238,245	\$234,752	1.49%	\$236,178	\$225,126	4.91%					
Median Sales Price	\$200,000	\$190,000	5.26%	\$196,219	\$183,404	6.99%					
Average Days on Market:	44	57	-22.81%	46	58	-20.69%					
Average List Price for Sold:	\$243,575	\$240,584	1.24%	\$241,640	\$230,547	4.81%					
SP/LP %	97.81%	97.58%		97.74%	97.65%						
Total Under Contract	2,230	2,412	-7.55%								
Active Listings	3,625	4,175	-13.17%								
New Listings	2,048	1,917	6.83%								

Types of Financing		Totals
FHA		327
VA		184
Other		42
Cash		395
Conventional		720
Cash/Loan		1
Carryback		6

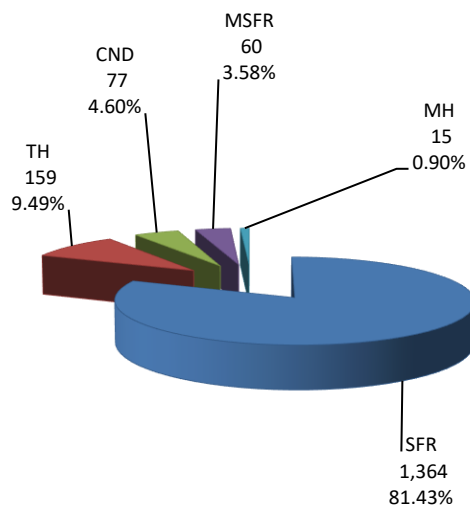
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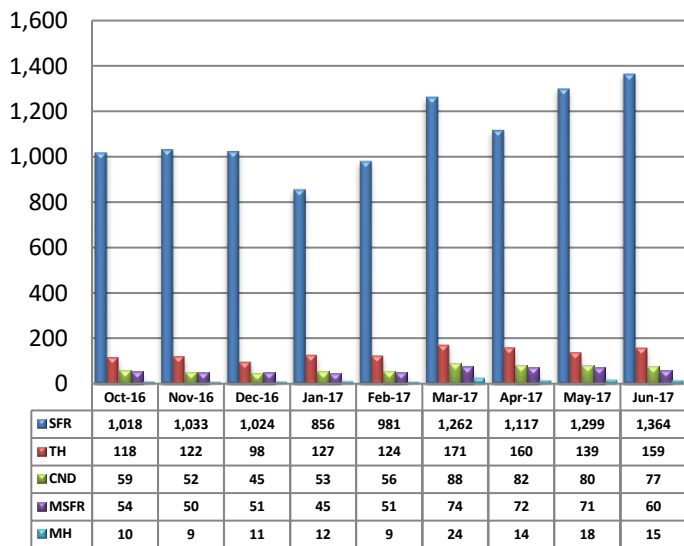
## Total Unit Sales - June 2017



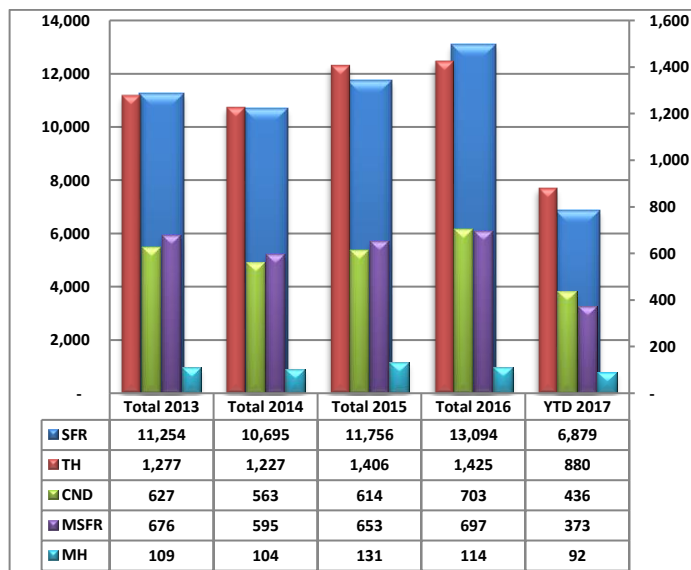
## Unit Sales - Breakdown by Type



## Total Unit Sales By Type - Monthly Comparison

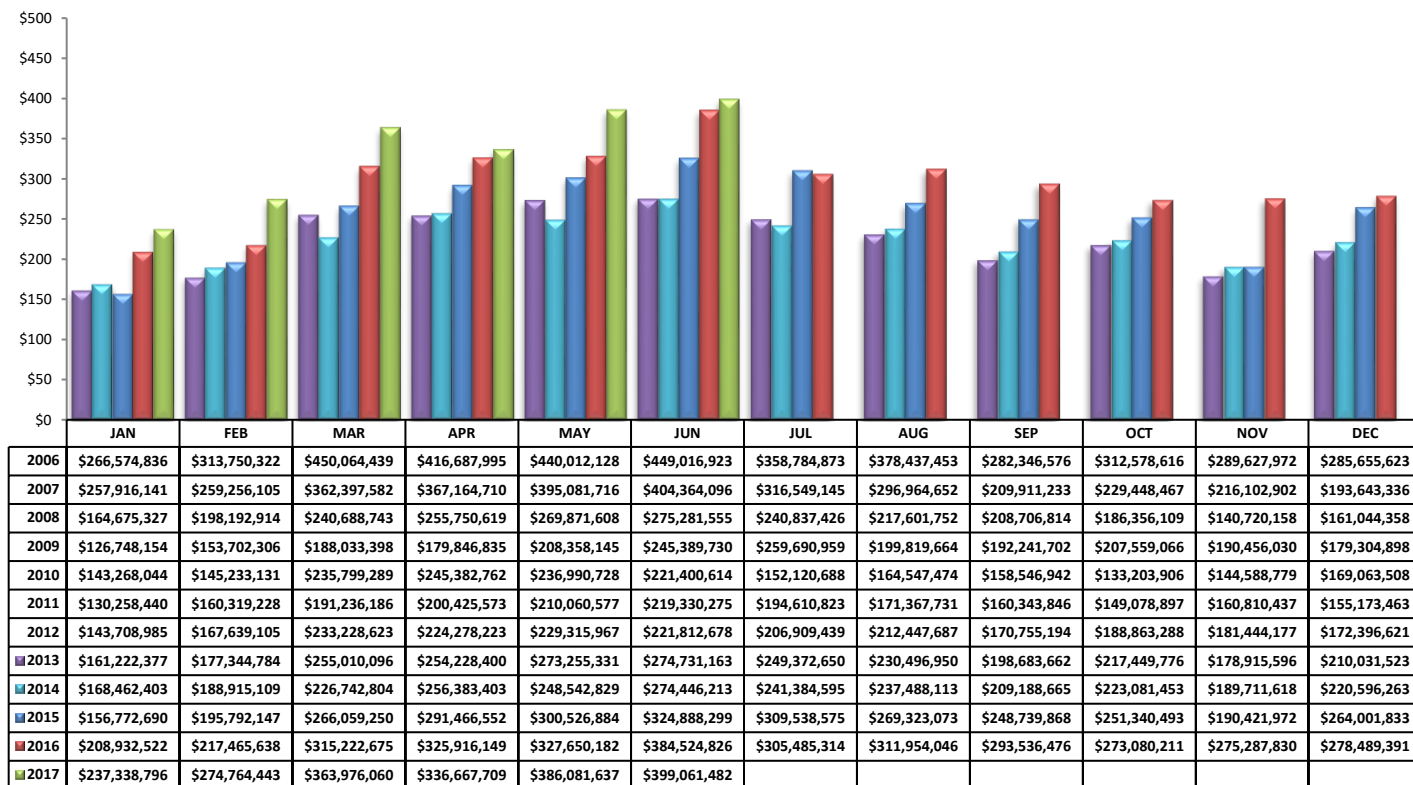


## YTD Annual Comparison - Breakdown by Type

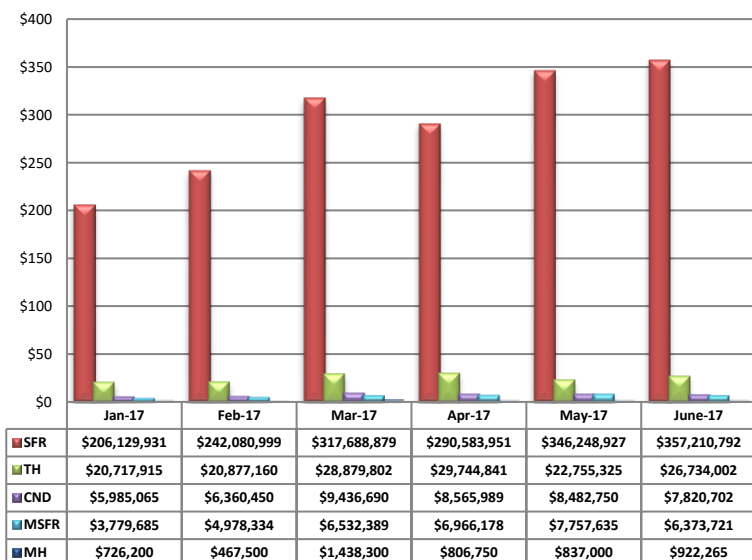


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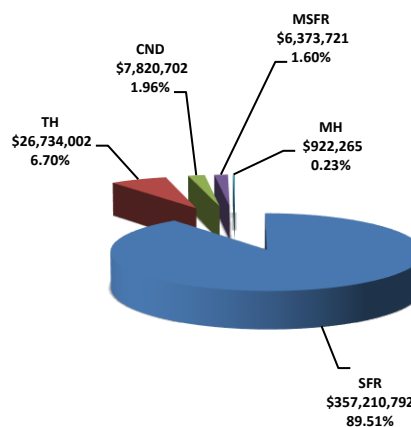
## Total Sales Volume - June 2017



## Total Sales Volume By Type - Monthly Comparison

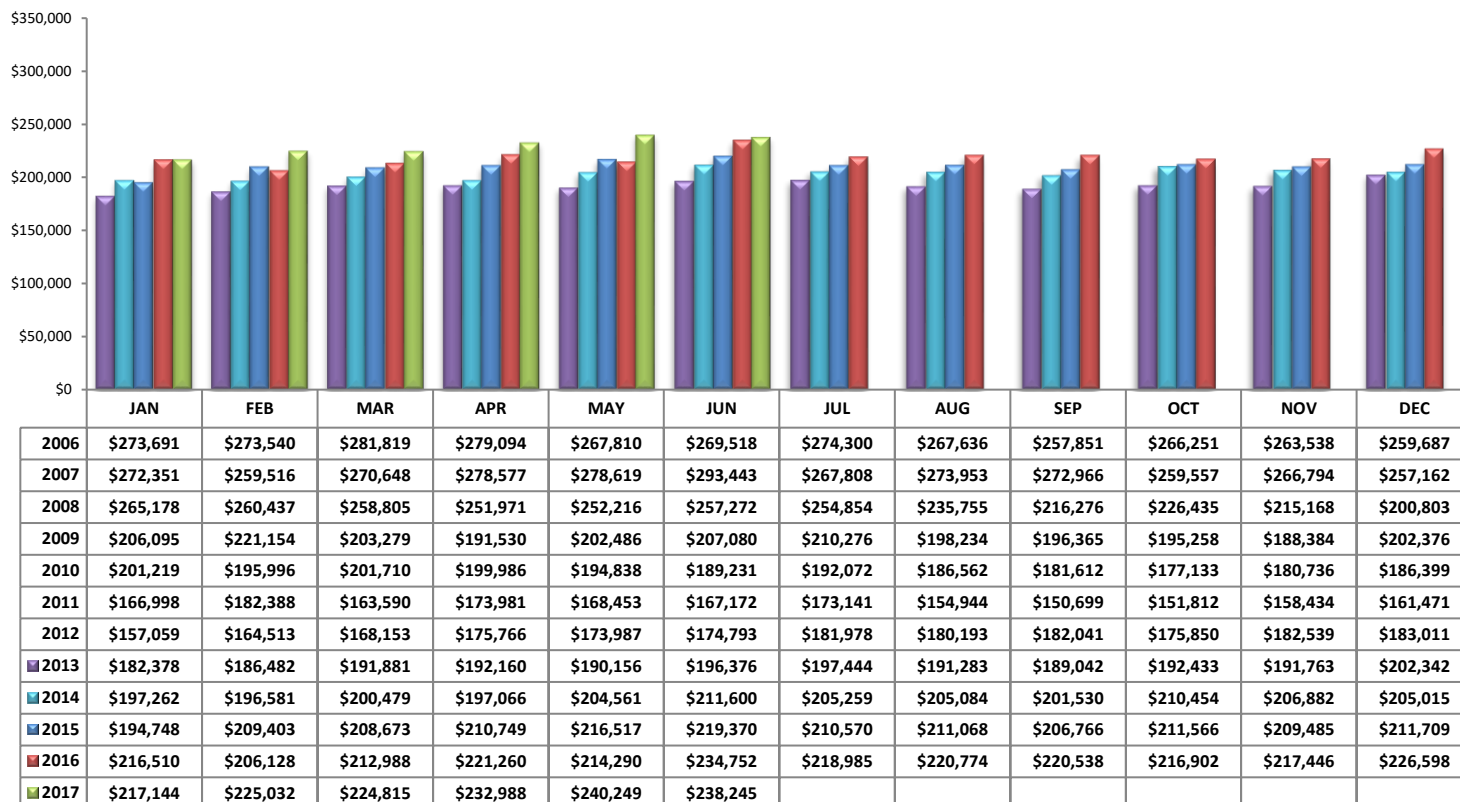


## Monthly Volume by Type

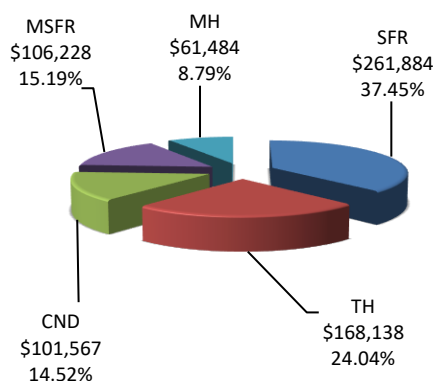


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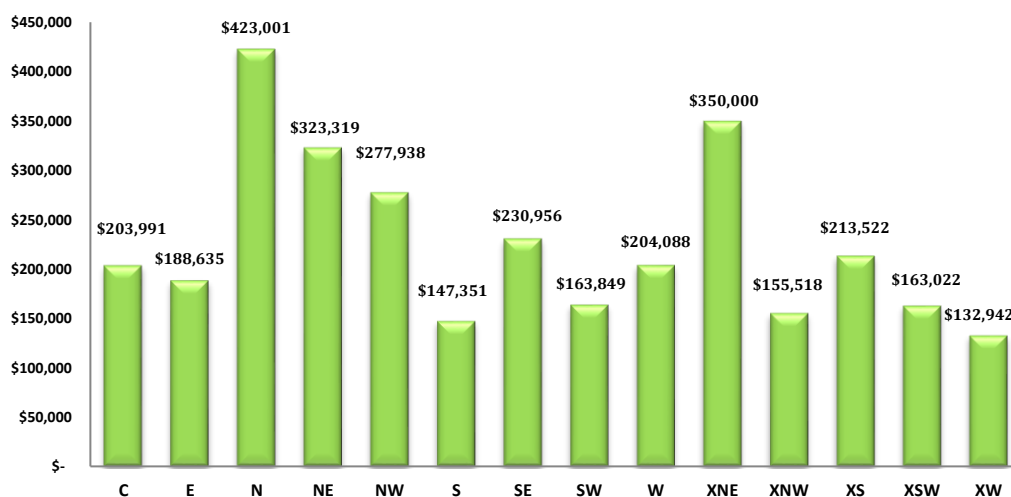
## Average Sales Price – June 2017



## Average Sales Price by Type – June 2017

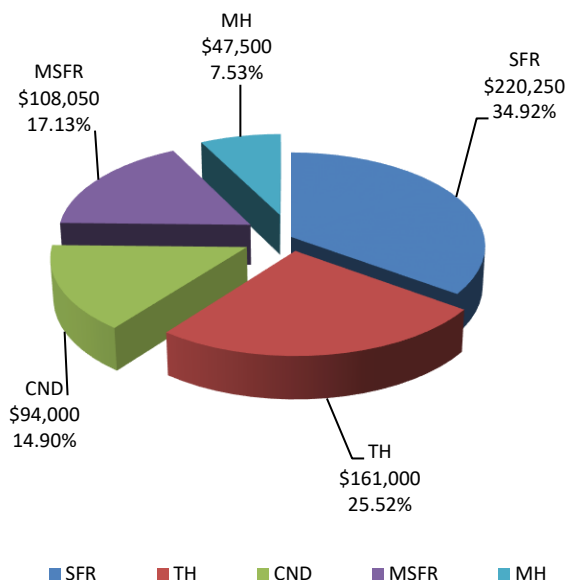


## Average "Listing" Price per Area – June 2017

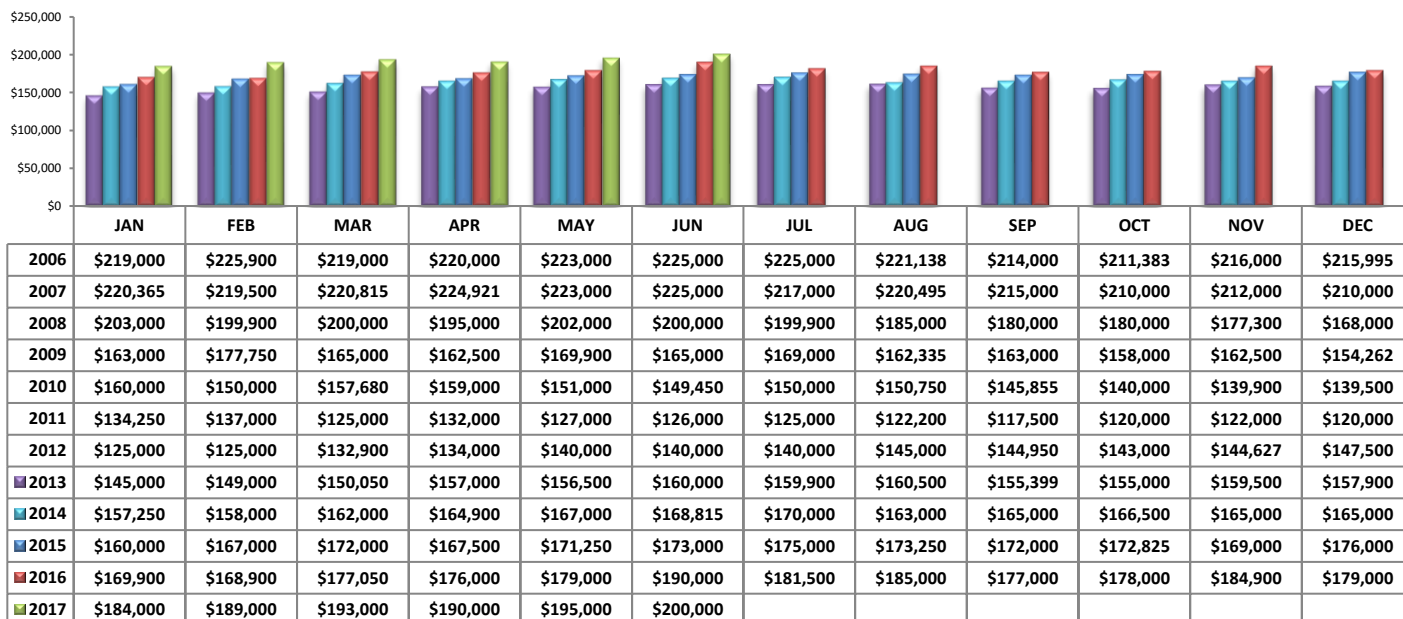


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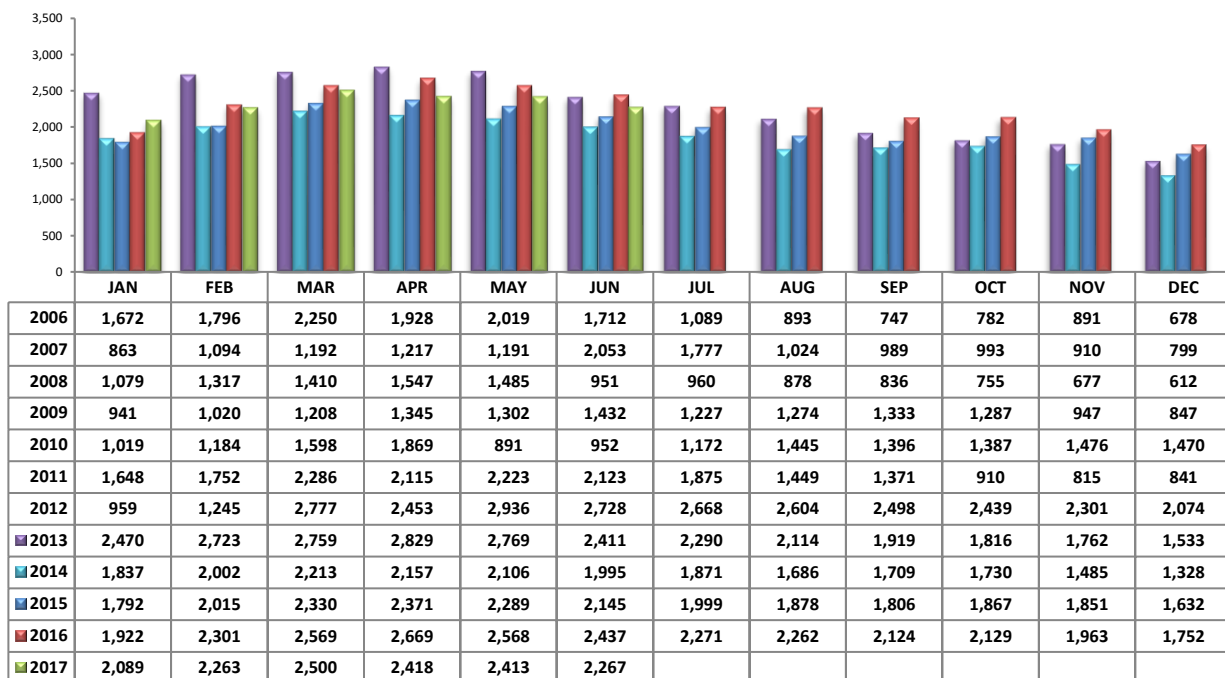
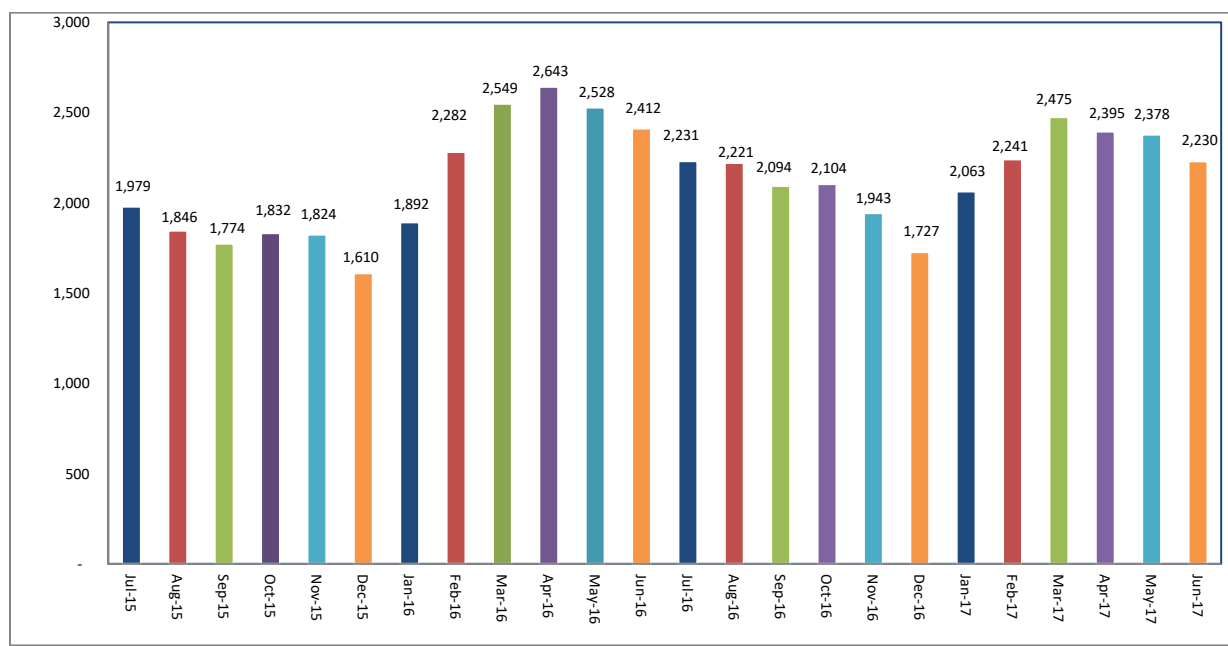
## Median Sale Price – by Type



## Median Sale Price – June 2017

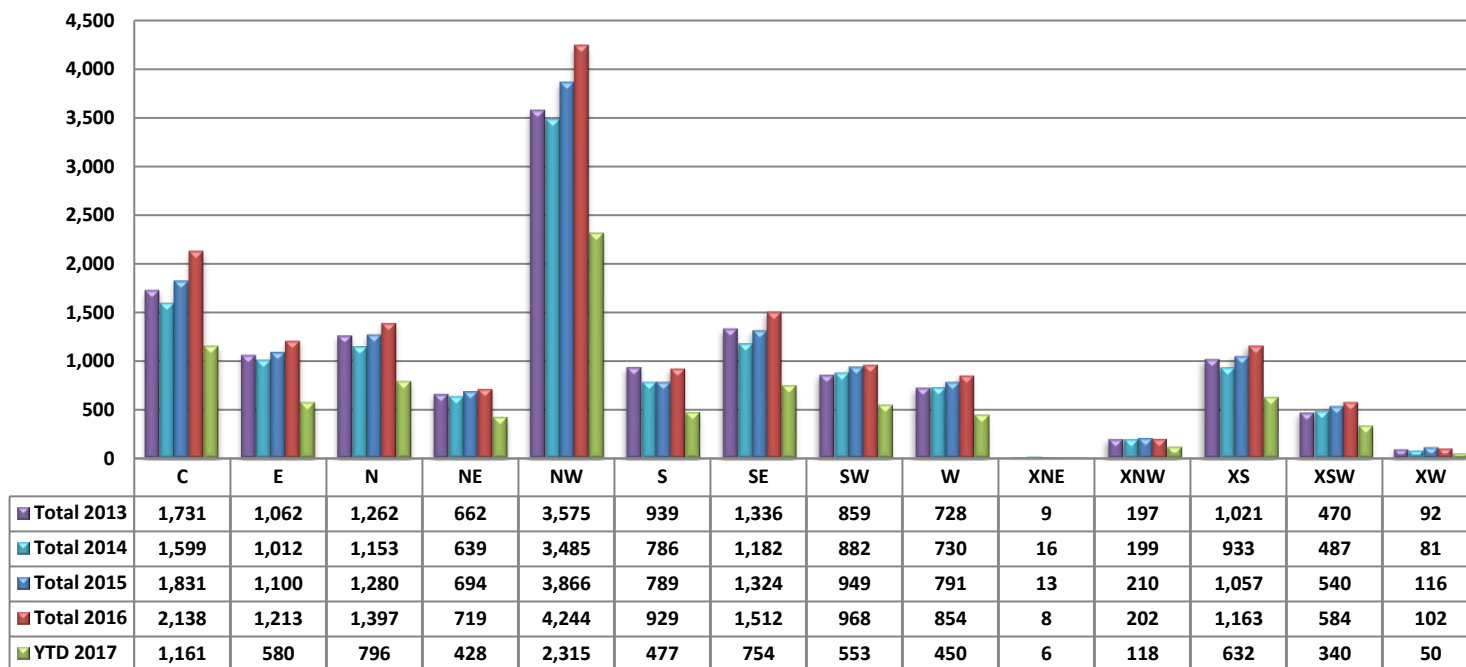


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**Newly Under Contract During The Month****Total Listings Still Under Contract At The End of The Month**

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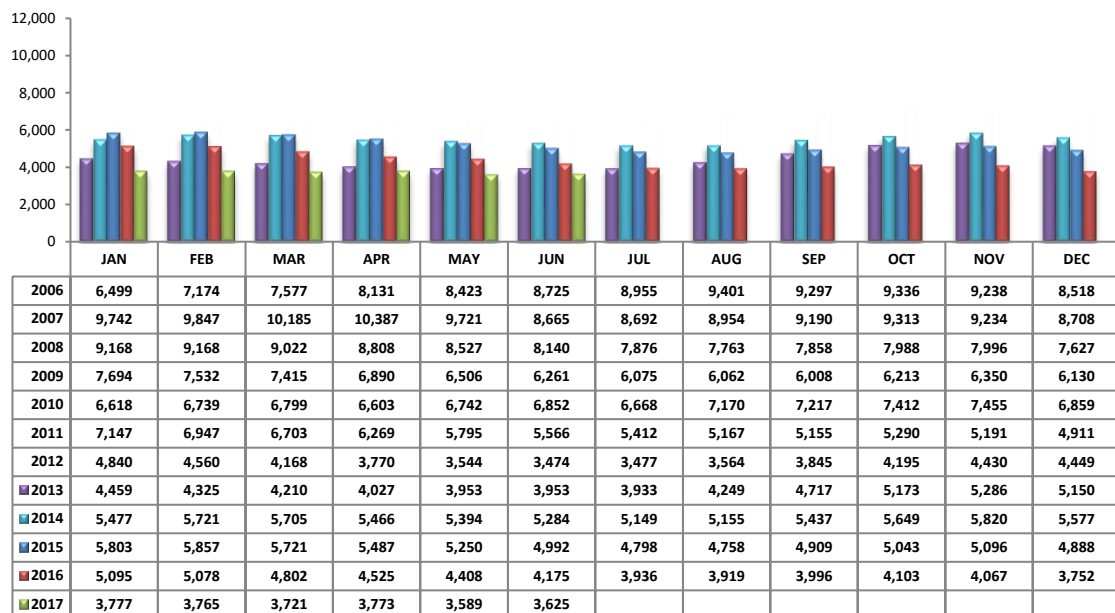
**Number of Sold Listings by Area - Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$ 150,654	\$ 210,599	\$ 278,944	\$ 269,350	\$ 199,568
E	\$ 96,922	\$ 196,112	\$ 203,143	\$ 328,666	\$ 185,478
N	\$ 190,607	\$ 356,070	\$ 573,514	\$ 689,285	\$ 407,506
NE	\$ 109,660	\$ 282,212	\$ 431,876	\$ 534,911	\$ 317,810
NW	\$ 234,786	\$ 261,245	\$ 309,865	\$ 368,012	\$ 271,710
S	\$ 74,066	\$ 143,190	\$ 156,520	\$ 259,766	\$ 146,172
SE	\$ 197,527	\$ 216,577	\$ 244,864	\$ 299,571	\$ 228,076
SW	\$ 103,706	\$ 153,922	\$ 191,124	\$ 205,250	\$ 160,479
W	\$ 118,281	\$ 191,069	\$ 306,450	\$ 442,500	\$ 199,778
XNE	\$ 333,000	\$ -	\$ -	\$ -	\$ 333,000
XNW	\$ 129,900	\$ 119,036	\$ 184,464	\$ 221,000	\$ 153,725
XS	\$ 175,244	\$ 205,279	\$ 222,715	\$ 291,028	\$ 210,393
XSW	\$ 143,827	\$ 172,914	\$ 283,333	\$ 110,000	\$ 158,231
XW	\$ -	\$ 116,772	\$ 187,000	\$ -	\$ 126,804

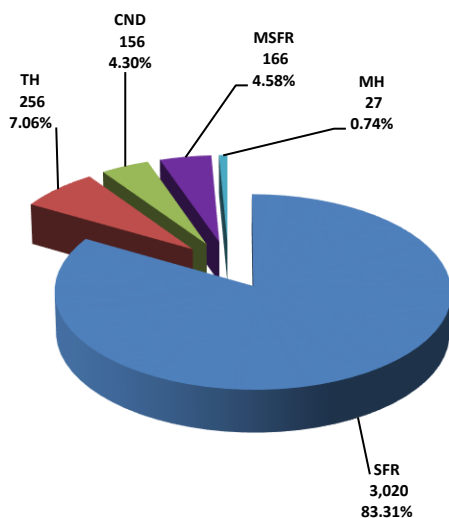
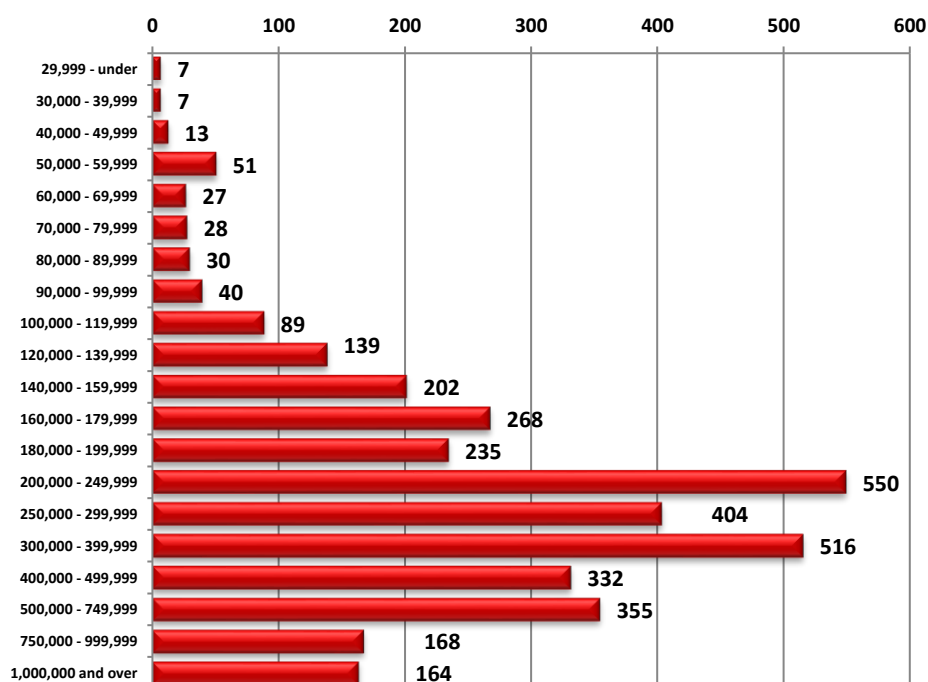
**Units Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	81	118	30	4	233
E	19	68	30	3	120
N	35	54	37	15	141
NE	17	42	27	9	95
NW	113	205	105	24	447
S	6	49	23	3	81
SE	11	80	45	7	143
SW	15	47	32	4	98
W	16	53	12	2	83
XNE	1	0	0	0	1
XNW	1	11	11	1	24
XS	22	70	46	7	145
XSW	38	15	3	1	57
XW	0	6	1	0	7

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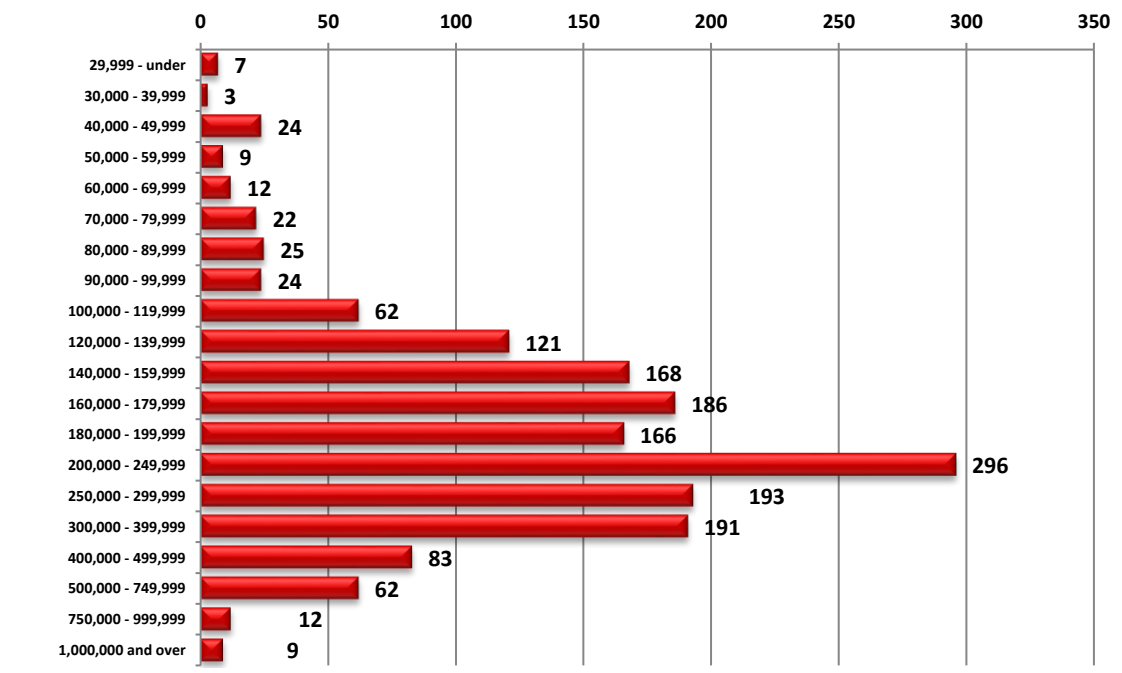
**Active Listings**

Area	# of Listings
C	405
E	172
N	469
NE	232
NW	1090
S	119
SE	286
SW	197
W	166
XNE	28
XNW	54
XS	252
XSW	124
XW	31

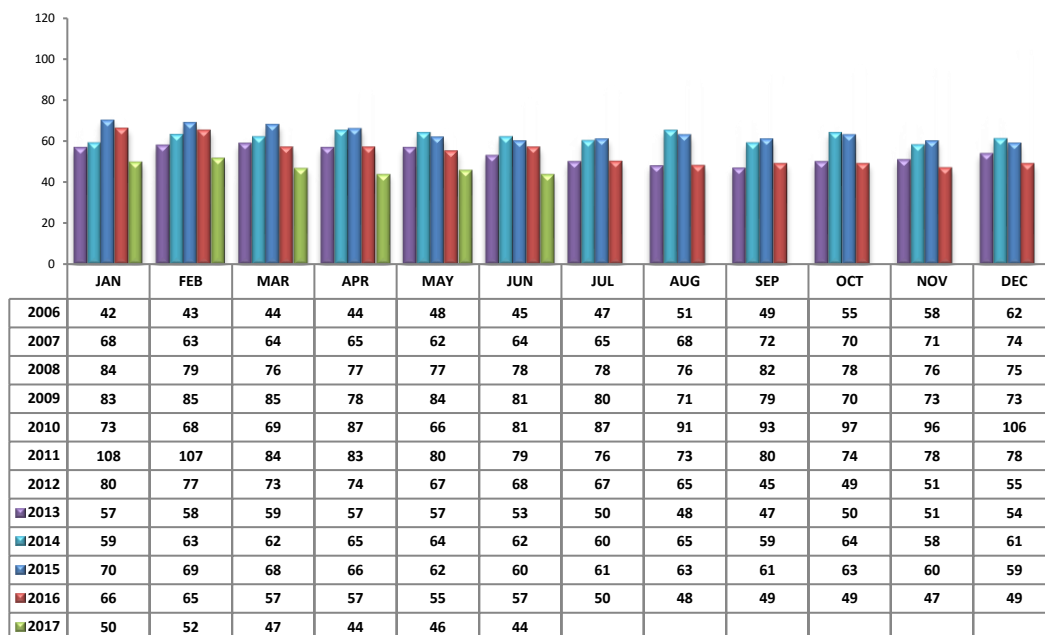
**Active Listings Unit Breakdown****Active Listings Price Breakdown**

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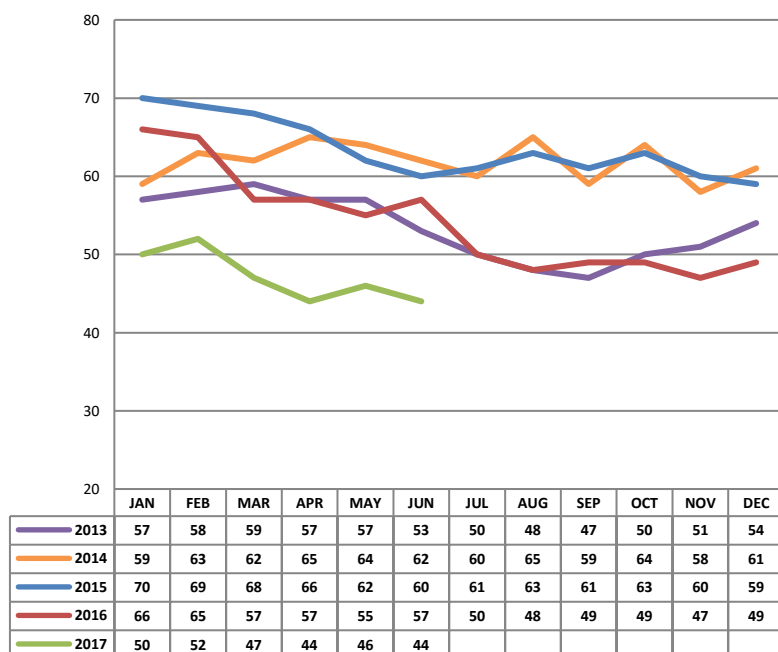
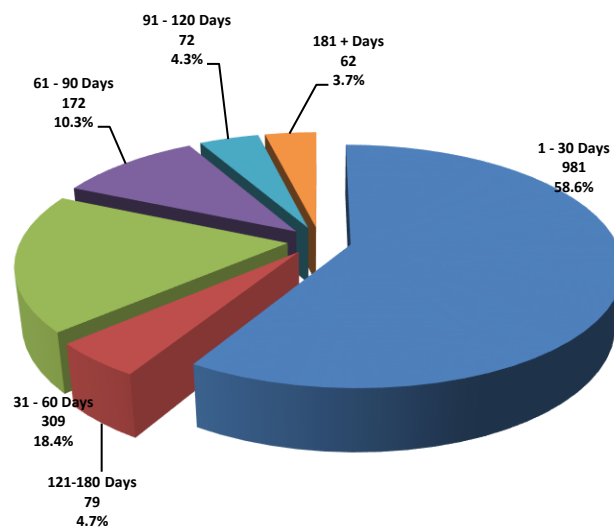
## Sold Price Breakdown



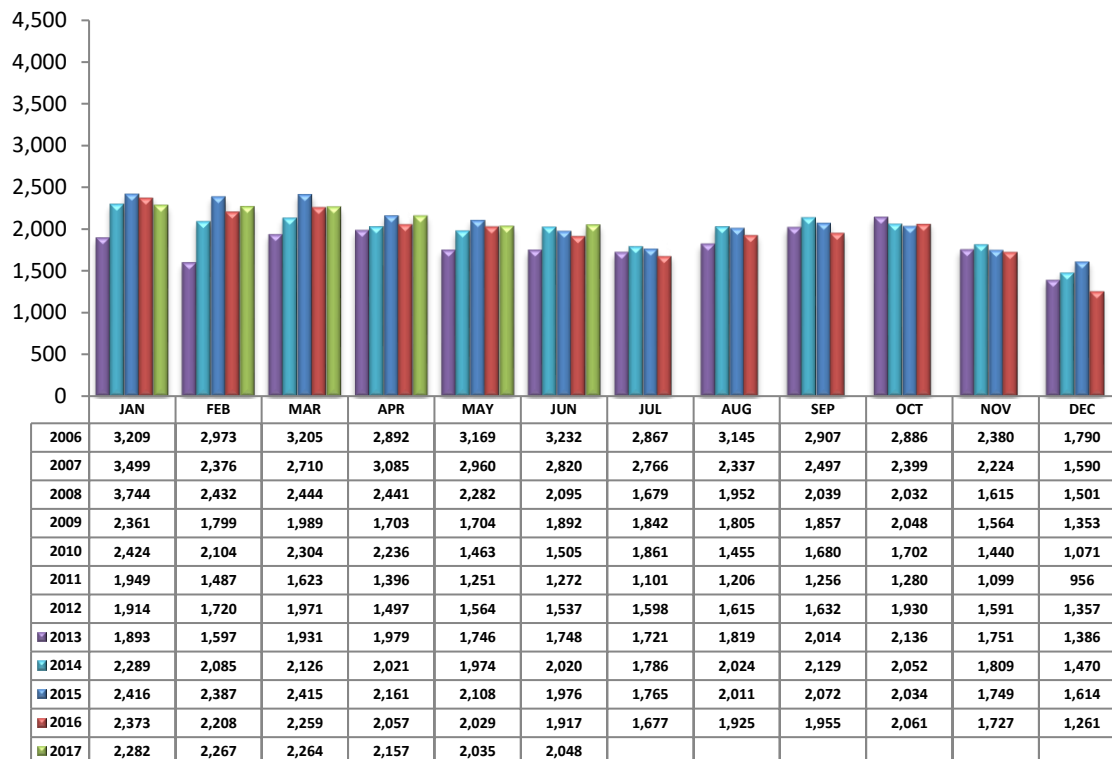
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**Average Days on Market/Listing - June 2017**

Area	Avg. DOM
C	31
E	30
N	58
NE	47
NW	48
S	15
SE	39
SW	54
W	30
XNE	15
XNW	47
XS	54
XSW	75
XW	75

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

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**New Listings – June 2017**

Area	# of Listings
C	254
E	141
N	181
NE	113
NW	550
S	118
SE	196
SW	126
W	113
XNE	2
XNW	36
XS	142
XSW	59
XW	17

\*Includes properties that were re-listed

\*\*Beginning June 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.
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
Apr 2017	126	276	45
May 2017	140	282	65
June 2017	129	284	70

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