

**For Immediate
Release:**
December 6, 2017

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 November 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 November Residential Sales Statistics:

- Total Sales Volume of \$279,460,100 is a decrease of 3.26% from October's number of \$288,890,599 but an increase of 9.31% since November 2016.
- The Average Sales Price is up this month going from \$238,358 in October to \$246,437, a 3.39% increase.
- Average List Price of \$252,533 increased 3.58% from October.
- Total Under Contract of 1,531 is a decrease of 7.38% since last month.
- Total Unit Sales of 1,134 is a 6.44% decrease from October's 1,212.
- The Median Sales Price rose this month to \$207,527 from \$199,900 in October resulting in a 3.82% increase and a 12.24% increase over November 2016.
- New Listings decreased significantly this month going from 1,896 in October to 1,494 in November resulting in a 21.20% change.
- Total Active Listings of 3,611 is a decrease of 2.11% from last month.
- Average Days on Market increased from 40 to 44 this month.
- Conventional loan sales of 44.2% exceeded Cash Sales of 24.6%.

Henry Zipf
2017 MLSSAZ President

Ginny Huffman
2018 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®.



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.

November 2017 Recap by Month and Year - % of Change

Total Sales Volume

	2017	2016	Annual % Change
November	\$279,460,100	\$255,666,525	9.31%
October	\$288,890,599	\$256,797,986	12.50%
Month % Change	-3.26%	-0.44%	

Average Sales Price

	2017	2016	Annual % Change
November	\$246,437	\$220,212	11.91%
October	\$238,358	\$220,238	8.23%
Month % Change	3.39%	-0.01%	

Average List Price

	2017	2016	Annual % Change
November	\$252,533	\$223,119	13.18%
October	\$243,801	\$222,728	9.46%
Month % Change	3.58%	0.18%	

Total Under Contract

	2017	2016	Annual % Change
November	1,531	1,775	-13.75%
October	1,653	1,935	-14.57%
Month % Change	-7.38%	-8.27%	

Total Unit Sales

	2017	2016	Annual % Change
November	1,134	1,161	-2.33%
October	1,212	1,166	3.95%
Month % Change	-6.44%	-0.43%	

Median Sales Price

	2017	2016	Annual % Change
November	\$207,527	\$184,900	12.24%
October	\$199,900	\$178,000	12.30%
Month % Change	3.82%	3.88%	

New Listings

	2017	2016	Annual % Change
November	1,494	1,589	-5.98%
October	1,896	1,888	0.42%
Month % Change	-21.20%	-15.84%	

Active Listings

	2017	2016	Annual % Change
November	3,611	3,661	-1.37%
October	3,689	3,683	0.16%
Month % Change	-2.11%	-0.60%	

November 2017 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%
85123	0	0	0.00%	85645	0	0	0.00%	85713	90	37	41.11%	85740	0	0	0.00%
85145	16	1	6.25%	85648	0	0	0.00%	85714	18	12	66.67%	85741	51	40	78.43%
85245	0	0	0.00%	85653	112	34	30.36%	85715	79	26	32.91%	85742	140	46	32.86%
85601	0	0	0.00%	85654	0	0	0.00%	85716	130	48	36.92%	85743	140	40	28.57%
85602	0	0	0.00%	85658	181	51	28.18%	85717	0	0	0.00%	85745	138	35	25.36%
85611	0	0	0.00%	85701	25	3	12.00%	85718	234	50	21.37%	85746	78	24	30.77%
85614	0	0	0.00%	85704	99	38	38.38%	85719	86	36	41.86%	85747	104	35	33.65%
85616	0	0	0.00%	85705	72	23	31.94%	85730	94	49	52.13%	85748	68	28	41.18%
85619	21	0	0.00%	85706	51	19	37.25%	85734	0	0	0.00%	85749	117	27	23.08%
85623	15	3	20.00%	85709	0	0	0.00%	85735	36	5	13.89%	85750	205	55	26.83%
85629	5	1	20.00%	85710	168	78	46.43%	85736	32	6	18.75%	85755	196	46	23.47%
85637	2	0	0.00%	85711	105	36	34.29%	85737	119	42	35.29%	85756	76	28	36.84%
85641	160	49	30.63%	85712	96	31	32.29%	85739	191	35	18.32%	85757	60	17	28.33%

NOTE:

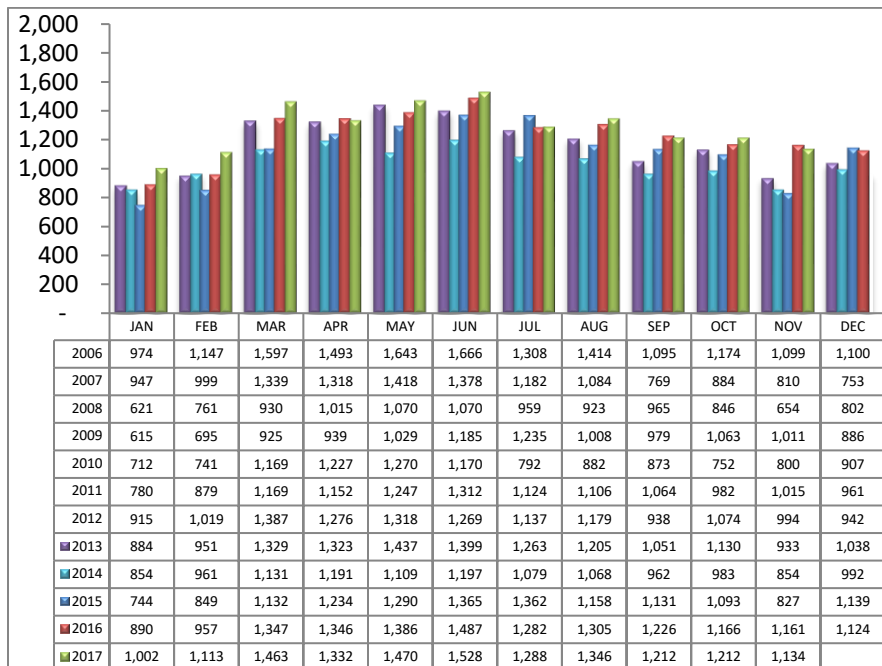
85321- 1 active listing

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	6	1	4	11	5	C	522	1 -30 Days	647	
\$30,000 to \$39,999	12	4	2	18	3	E	329	31-60 Days	186	
\$40,000 to \$49,999	20	9	2	31	5	N	485	61 - 90 Days	123	
\$50,000 to \$59,999	17	9	3	29	7	NE	204	91-120 Days	81	
\$60,000 to \$69,999	29	5	4	38	14	NW	742	121 - 180 Days	56	
\$70,000 to \$79,999	18	20	6	44	9	S	129	Over 180 Days	41	
\$80,000 to \$89,999	29	22	6	57	15	SE	106	Avg. Days on Market		
\$90,000 to \$99,999	37	21	4	62	20	SW	206	44		
\$100,000 to \$119,999	80	56	7	143	47	UNW	209	Avg. Sold Price		
\$120,000 to \$139,999	143	103	25	271	89	USE	197	\$246,437		
\$140,000 to \$159,999	195	122	31	348	102	W	249	Median Sale Price		
\$160,000 to \$179,999	262	141	23	426	126	XNE	22	\$207,527		
\$180,000 to \$199,999	251	104	31	386	82	XNW	18	New Listings		
\$200,000 to \$249,999	519	189	56	764	195	XSE	4	1,494		
\$250,000 to \$299,999	428	140	36	604	166	XSW	38			
\$300,000 to \$399,999	527	127	38	692	126	XW	151			
\$400,000 to \$499,999	301	66	26	393	61	Sold Units per Area		Sales Volume by Area		
\$500,000 to \$749,999	351	41	14	406	44	C	183	\$35,889,964		
\$750,000 to \$999,999	204	20	6	230	8	E	153	\$27,045,863		
\$1,000,000 and over	182	4	3	189	10	N	124	\$48,018,084		
						NE	56	\$17,344,613		
						NW	242	\$70,335,667		
						S	53	\$7,508,695		
						SE	40	\$9,429,912		
						SW	60	\$8,926,098		
						UNW	39	\$11,810,600		
						USE	55	\$14,379,182		
Totals	3,611	1,204	327	5,142	1,134	W	80	\$19,389,200		
						XNE	0	\$0		
						XNW	2	\$318,000		
Home Sales Volume	Nov-17	Nov-16	% Change	YTD 2017	YTD 2016	% Change	XSE	2	\$374,000	
	\$279,460,100	\$255,666,525	9.31%	\$3,348,775,582	\$3,019,382,016	10.91%	XSW	6	\$630,000	
Home Sales Units	1,134	1,161	-2.33%	14,100	12,392	13.78%	XW	39	\$8,060,222	
Average Sales Price (All Residential)	\$246,437	\$220,212	11.91%	\$243,104	\$221,247	9.88%	Total Volume		\$279,460,100	
Median Sales Price	\$207,527	\$184,900	12.24%	\$203,791	\$178,532	14.15%				
Average Days on Market:	44	47	-6.38%	43	49	-12.24%				
Average List Price for Sold:	\$252,533	\$223,119	13.18%	\$248,577	\$223,220	11.36%				
SP/LP %	97.59%	98.70%		97.80%	99.12%					
Total Under Contract	1,531	1,775	-13.75%							
Active Listings	3,611	3,661	-1.37%							
New Listings	1,494	1,589	-5.98%							

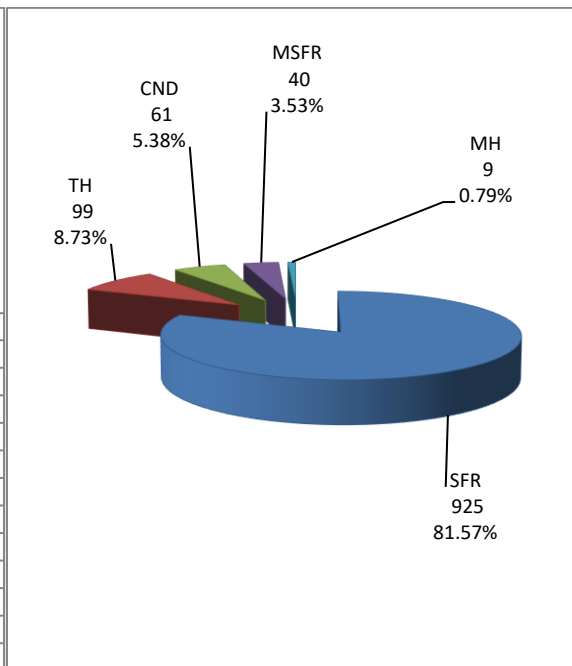
Types of Financing	Totals
FHA	186
VA	143
Other	19
Cash	279
Conventional	501
Cash/Loan	0
Carryback	5

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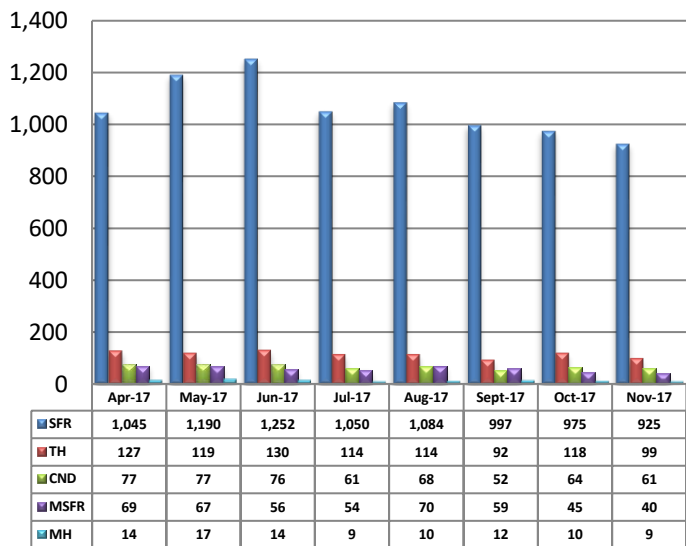
Total Unit Sales – November 2017



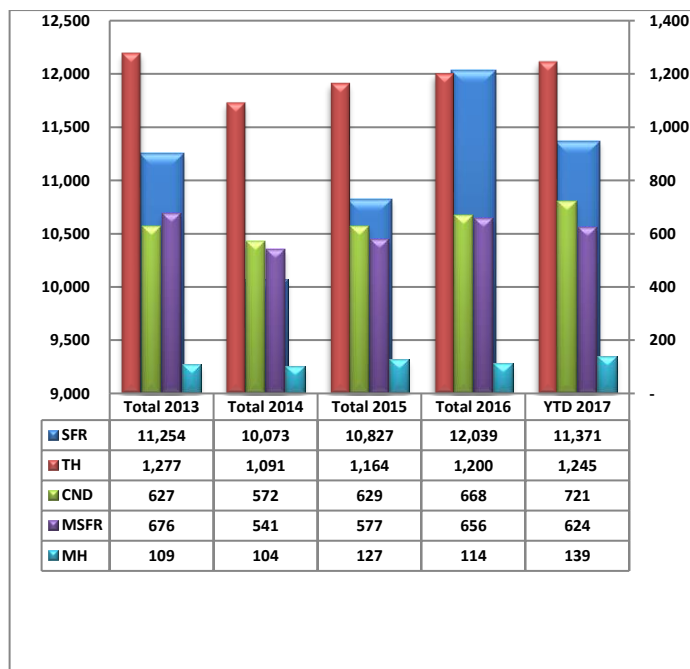
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

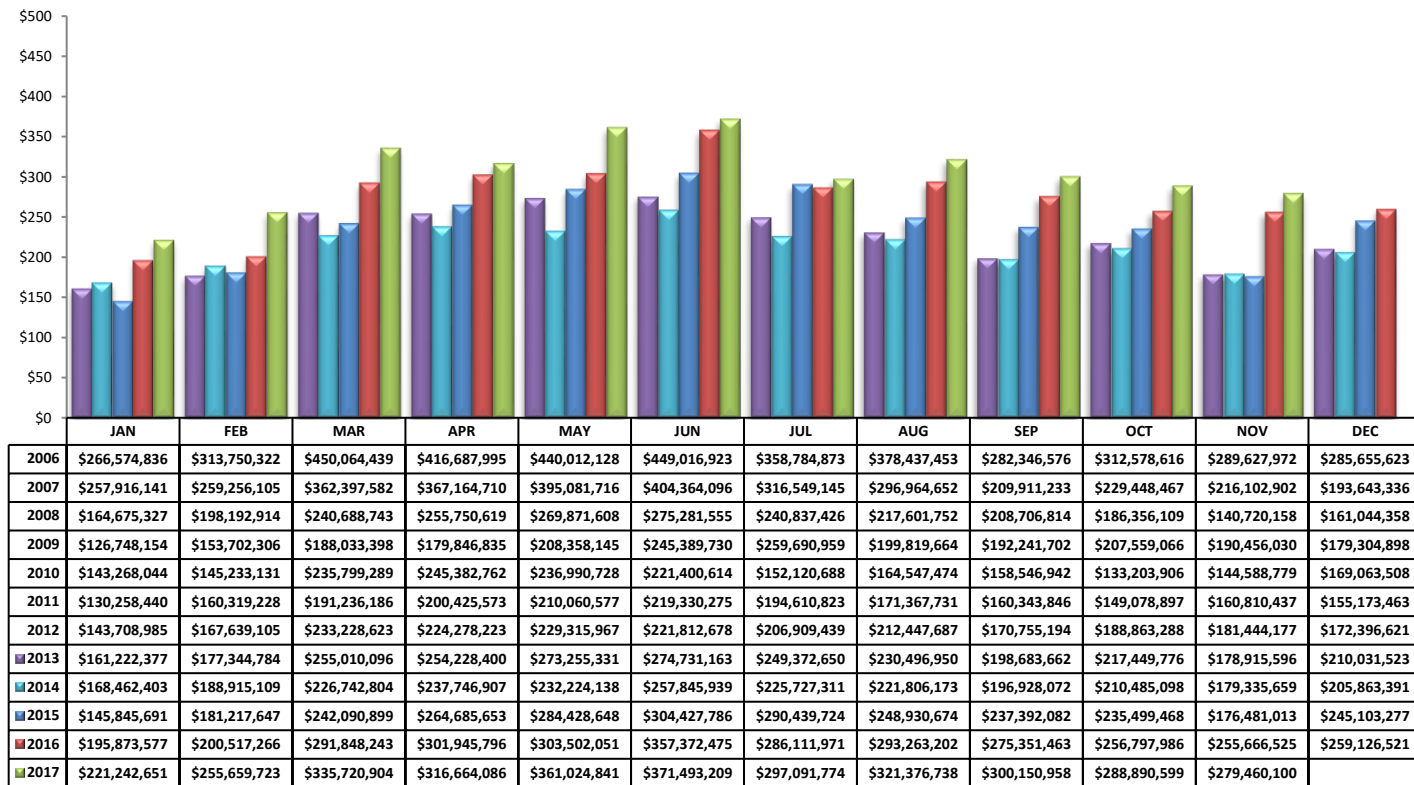


YTD Annual Comparison – Breakdown by Type

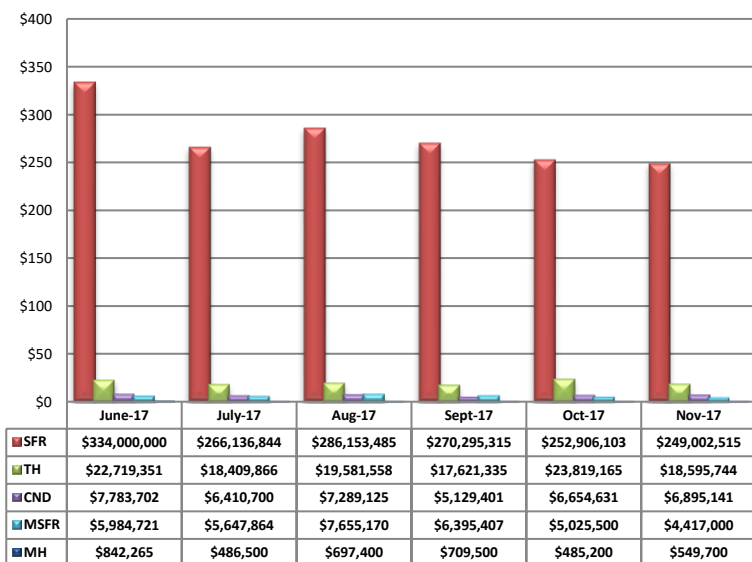


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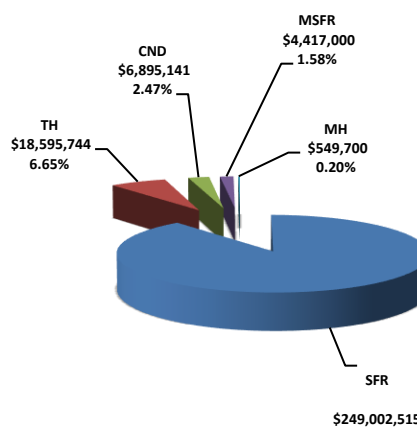
Total Sales Volume - November 2017



Total Sales Volume By Type - Monthly Comparison

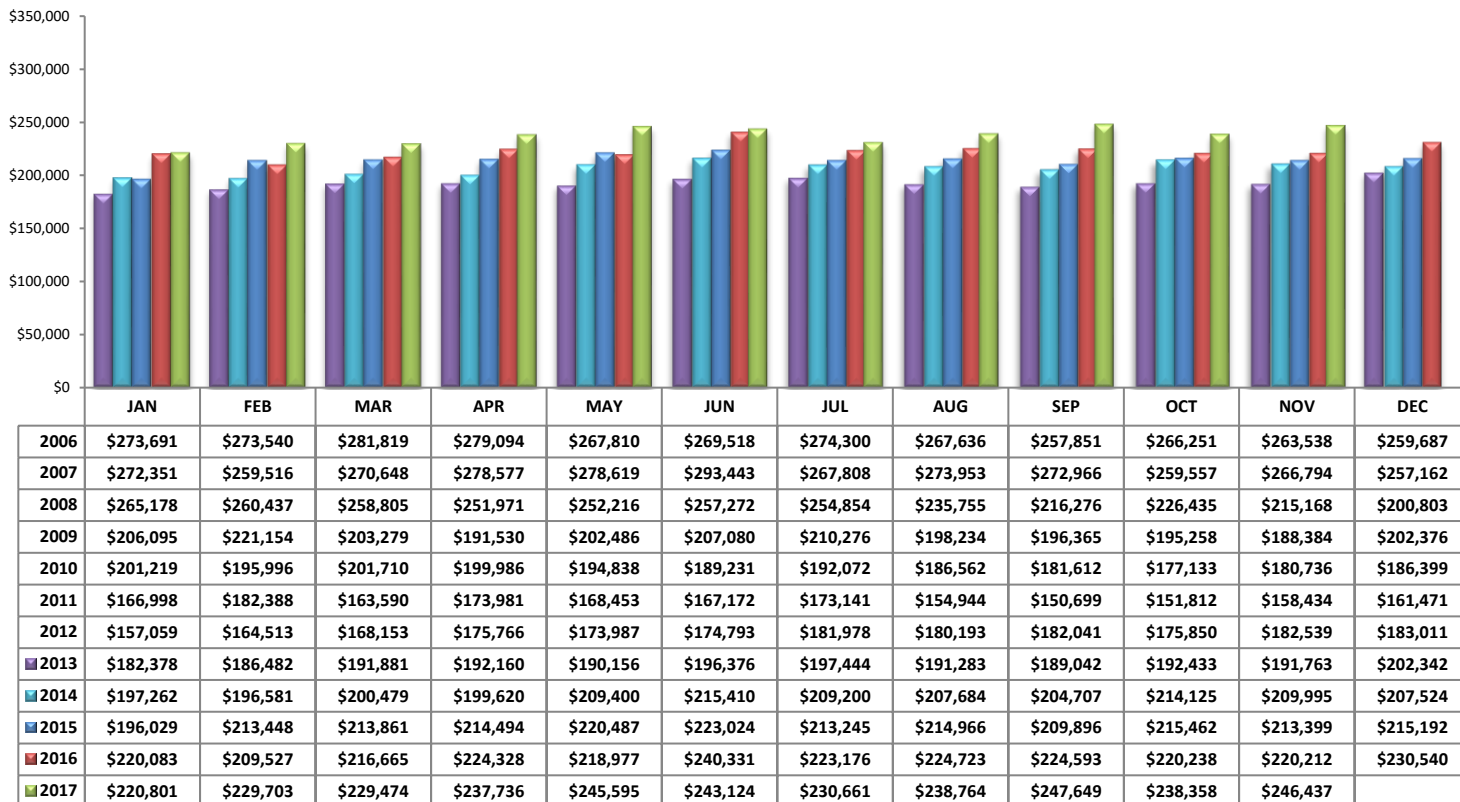


Monthly Volume by Type

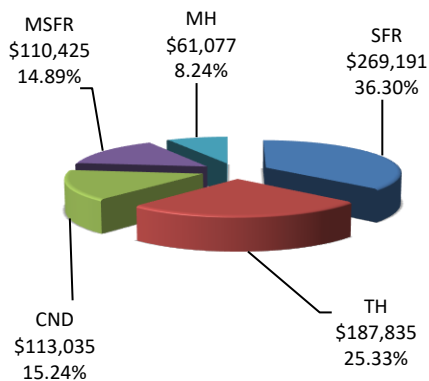


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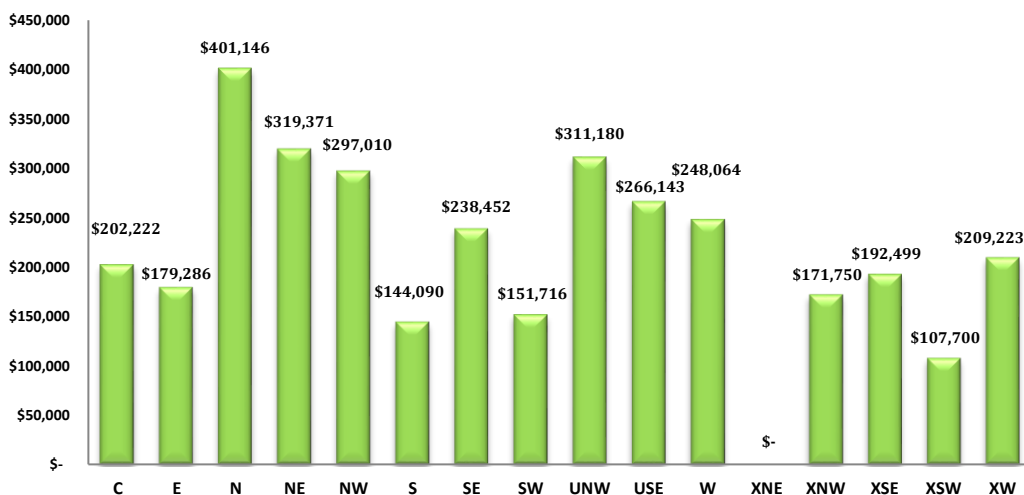
Average Sales Price – November 2017



Average Sales Price by Type – November 2017

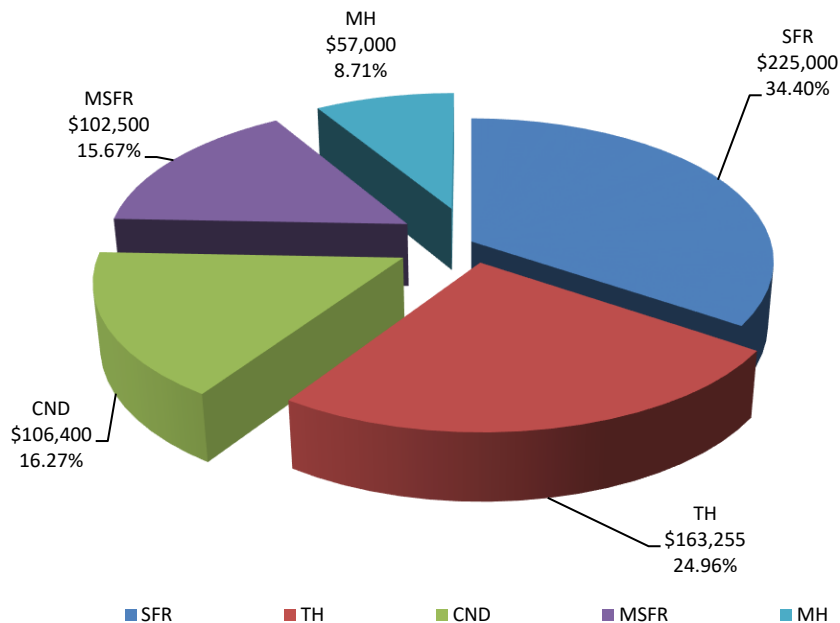


Average "Listing" Price per Area – November 2017

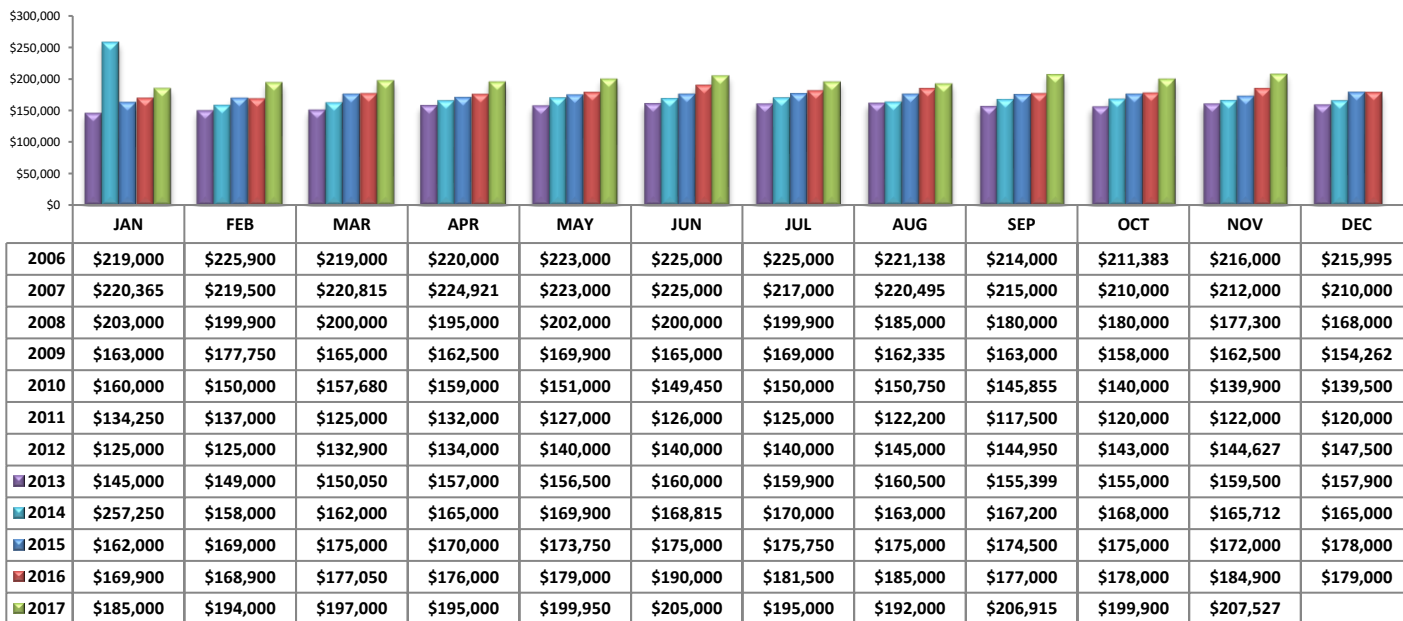


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Median Sale Price - by Type

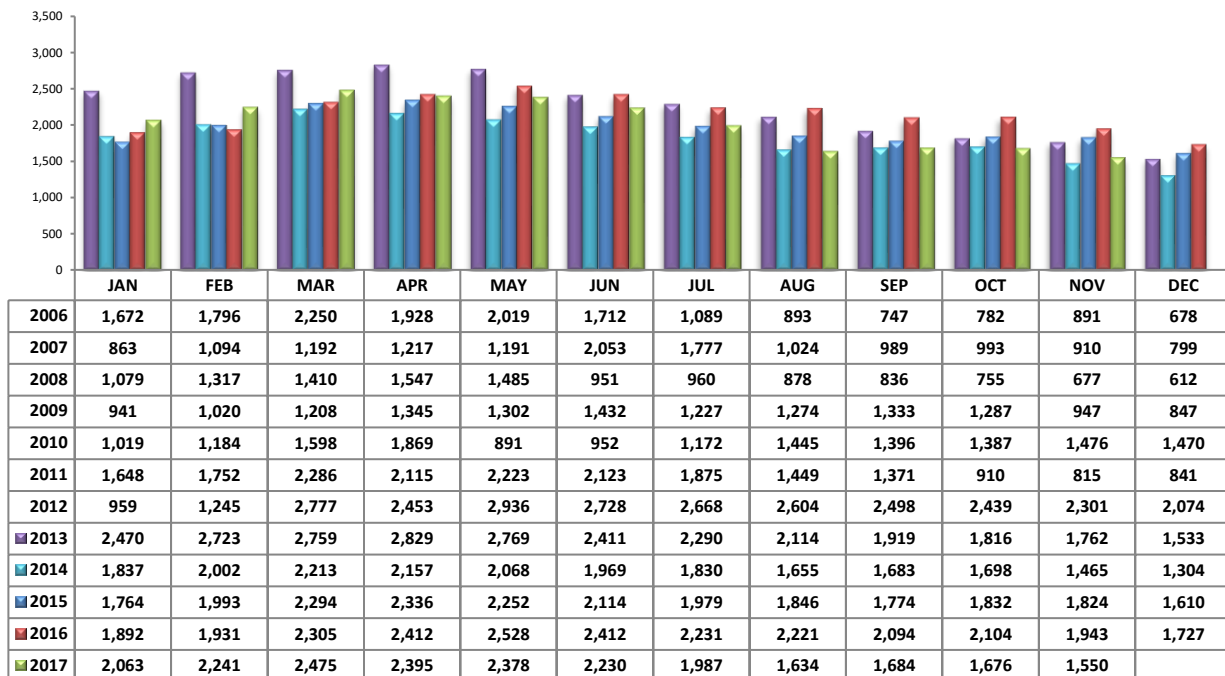


Median Sale Price - November 2017

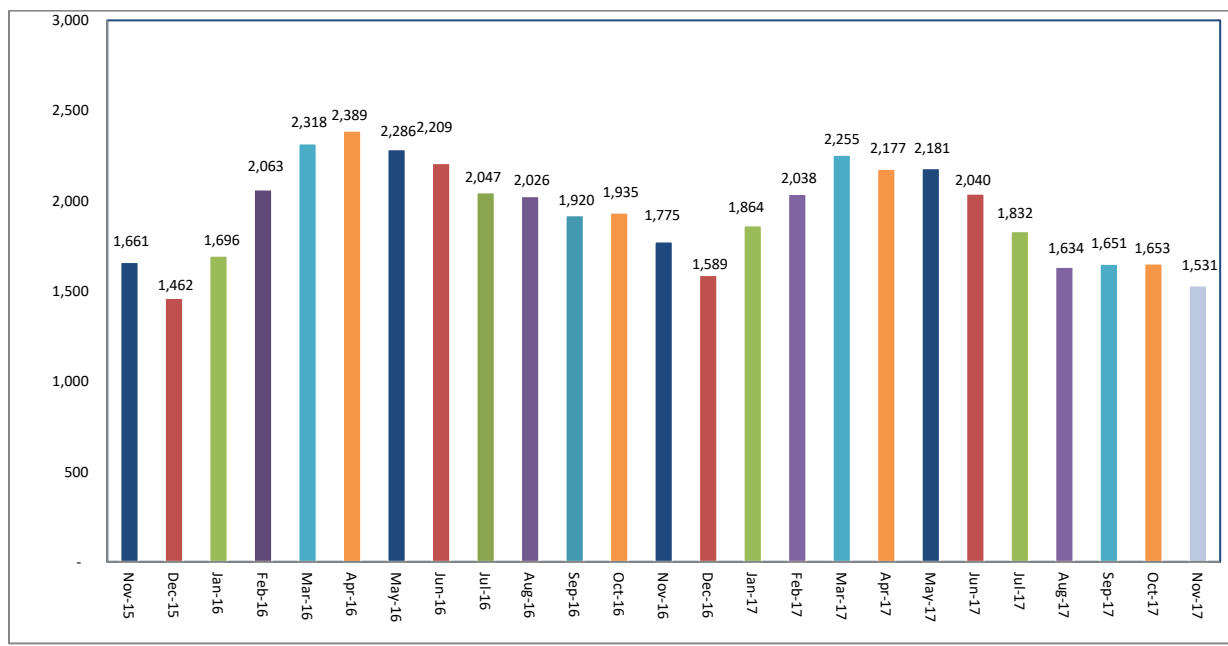


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Newly Under Contract During The Month

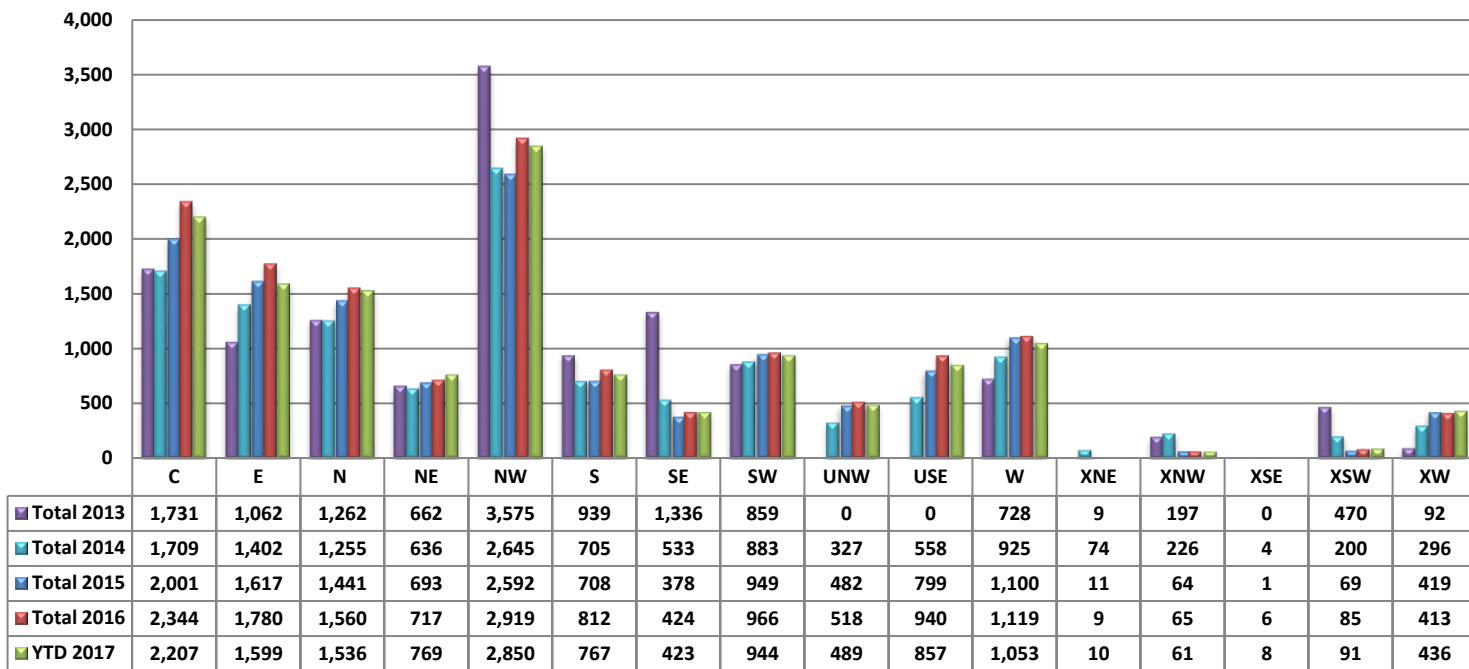


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area – Annual Comparison



Average \$ Sold per Area by # of Bedrooms

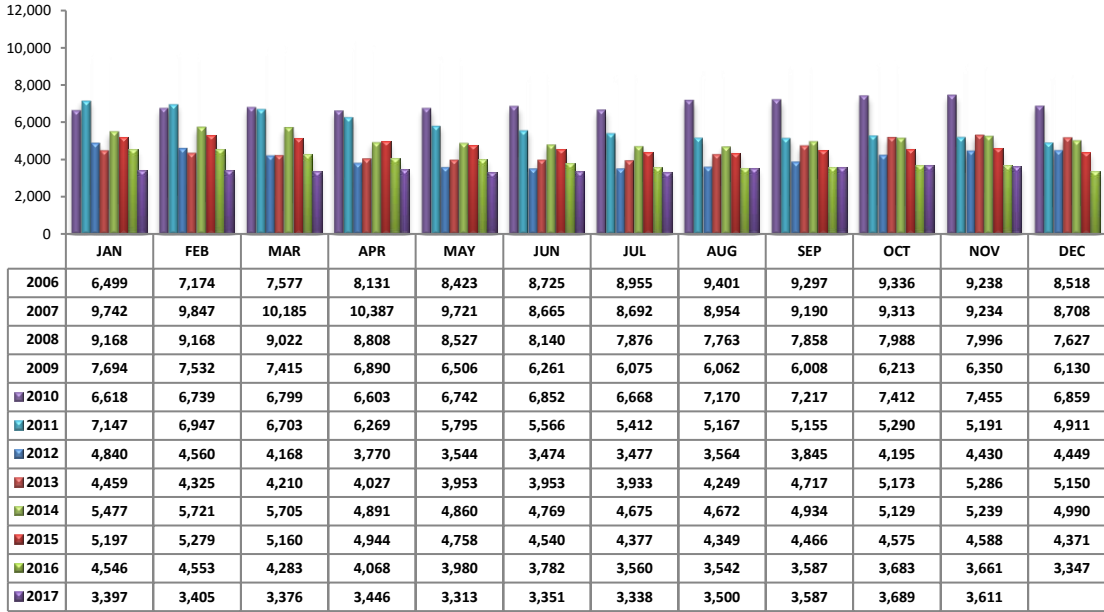
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$142,813	\$196,991	\$263,133	\$383,500	\$196,120
E	\$114,779	\$173,153	\$200,987	\$345,295	\$176,770
N	\$195,260	\$359,771	\$487,662	\$1,034,875	\$387,242
NE	\$155,107	\$328,032	\$365,522	\$593,333	\$309,725
NW	\$252,307	\$245,804	\$362,703	\$430,141	\$290,643
S	\$93,400	\$127,669	\$175,306	\$194,000	\$141,673
SE	\$141,000	\$202,401	\$271,494	\$270,500	\$235,747
SW	\$85,632	\$154,986	\$190,061	\$-	\$148,768
UNW	\$328,166	\$287,131	\$256,250	\$284,500	\$302,835
USE	\$241,550	\$240,117	\$264,790	\$318,500	\$261,439
W	\$171,423	\$234,582	\$293,854	\$315,000	\$242,365
XNE	\$-	\$-	\$-	\$-	\$-
XNW	\$-	\$118,000	\$200,000	\$-	\$159,000
XSE	\$-	\$187,000	\$-	\$-	\$187,000
XSW	\$-	\$105,000	\$-	\$-	\$105,000
XW	\$127,000	\$199,776	\$215,022	\$256,633	\$206,672

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	55	89	37	2	183
E	21	94	33	5	153
N	37	47	32	8	124
NE	14	23	16	3	56
NW	57	104	66	15	242
S	5	30	15	3	53
SE	3	15	20	2	40
SW	16	23	21	0	60
UNW	18	16	4	1	39
USE	2	23	22	8	55
W	13	43	23	1	80
XNE	0	0	0	0	0
XNW	0	1	1	0	2
XSE	0	2	0	0	2
XSW	0	6	0	0	6
XW	2	18	16	3	39

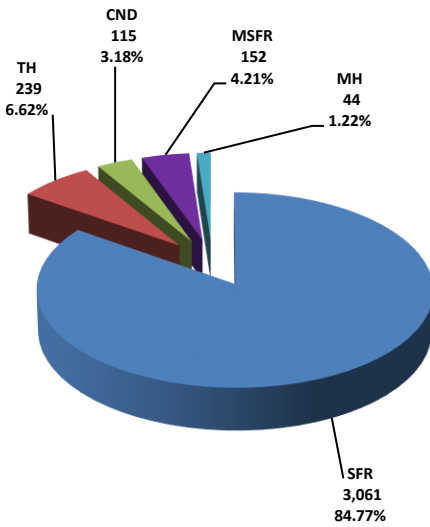
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Active Listings

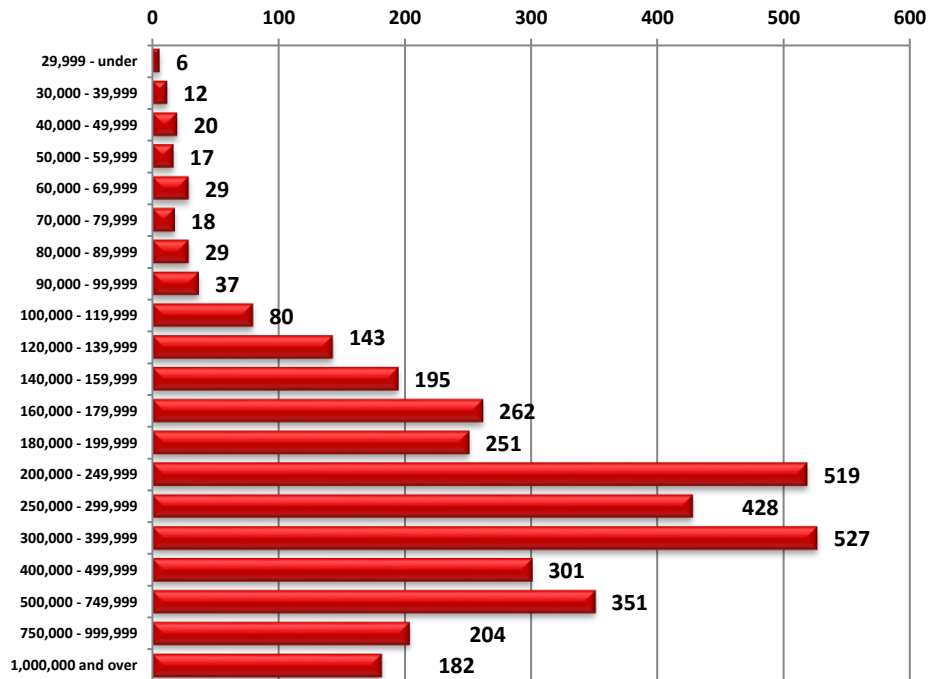


Area	# of Listings
C	522
E	329
N	485
NE	204
NW	742
S	129
SE	106
SW	206
UNW	209
USE	197
W	249
XNE	22
XNW	18
XSE	4
XSW	38
XW	151

Active Listings Unit Breakdown

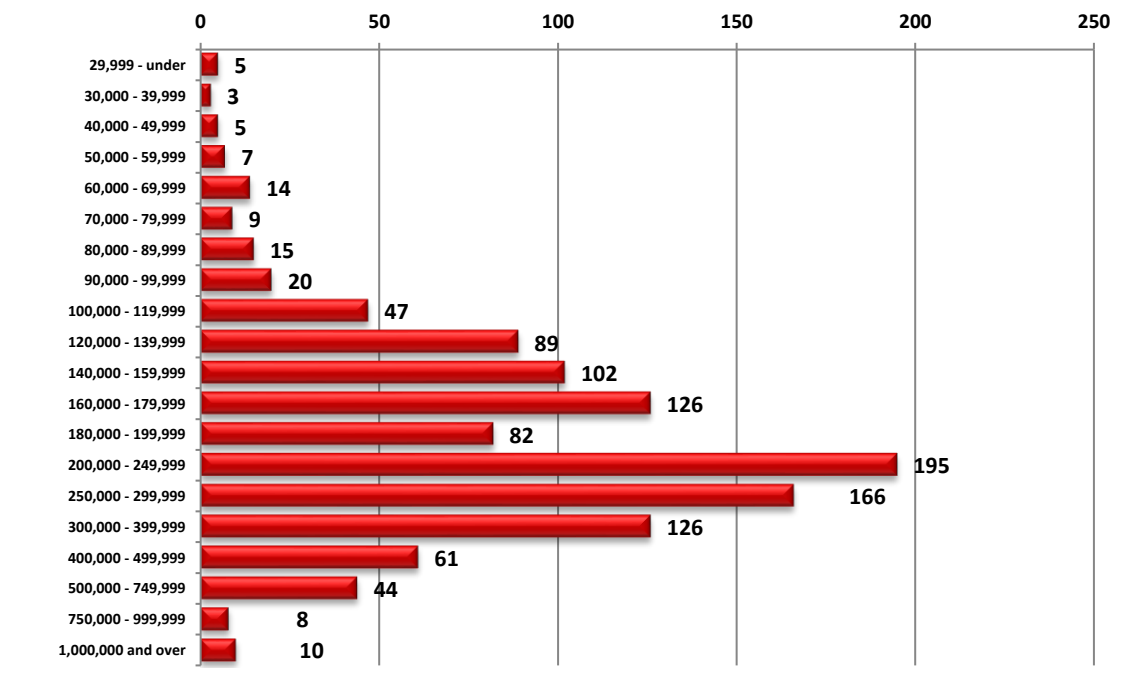


Active Listings Price Breakdown



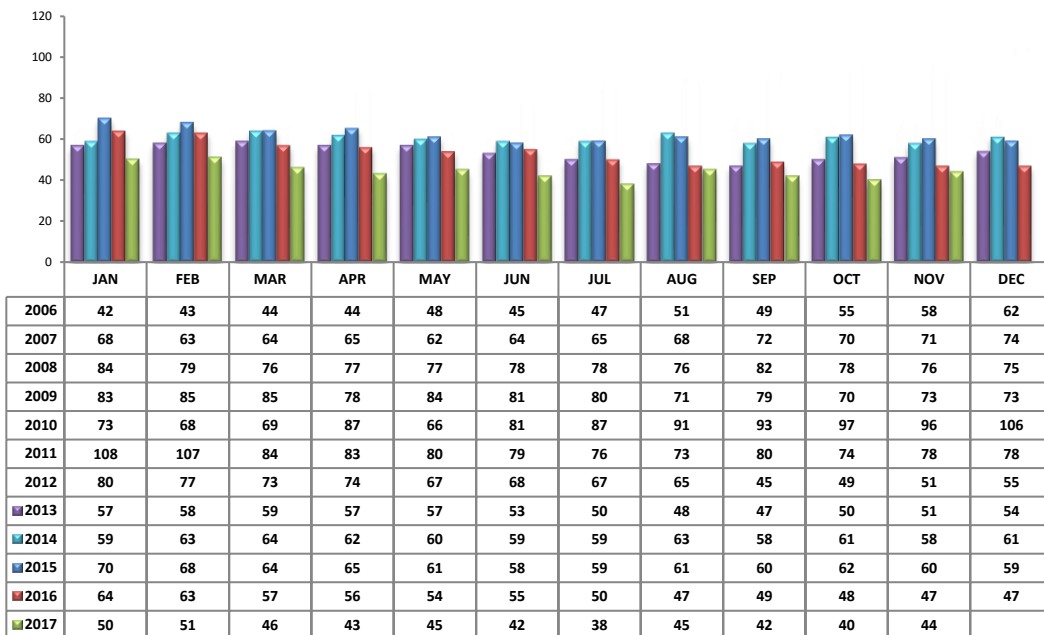
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Sold Price Breakdown



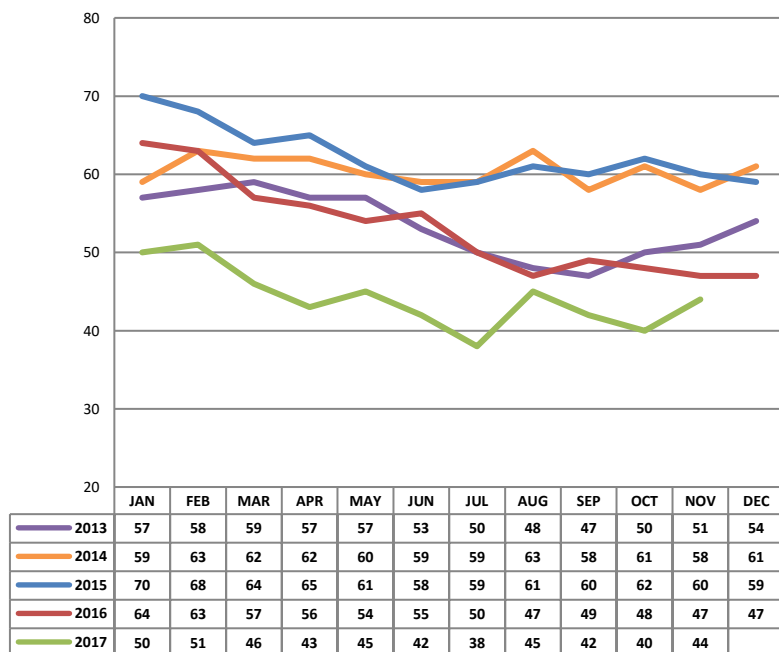
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Average Days on Market/Listing - November 2017

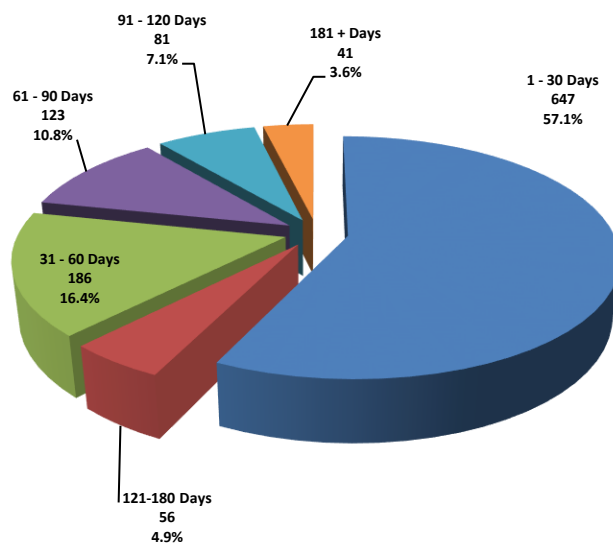


Area	# of Listings
C	40
E	42
N	53
NE	53
NW	44
S	24
SE	55
SW	29
UNW	49
USE	46
W	46
XNE	0
XNW	24
XSE	24
XSW	49
XW	58

Annual Comparison - Average Days on Market

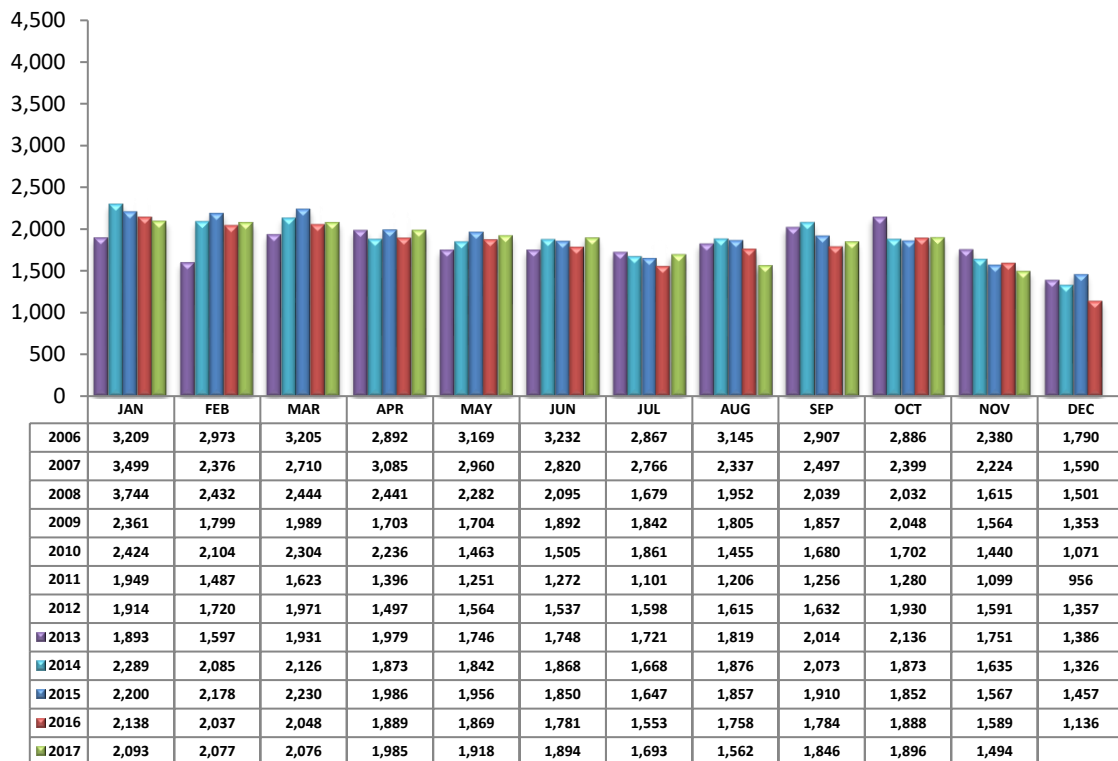


Average Days on Market/Listing Breakdown



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New Listings - November 2017



Area	# of Listings
C	235
E	166
N	152
NE	70
NW	286
S	84
SE	59
SW	102
UNW	67
USE	85
W	108
XNE	1
XNW	11
XSE	0
XSW	14
XW	54

*Includes properties that were re-listed

**Beginning November 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.
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
Nov 2017	126	259	49

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Notes on 2017 Area Boundary Updates

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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.

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.