

**For Immediate
Release:**
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CONTACT:
Judith Grammond
MLSSAZ President
(520) 721-1478

Sean Murphy
Executive Vice President
(520) 382-8792

Randy Rogers
CEO, MLSSAZ
(520) 327-4218

Multiple Listing Service of Southern Arizona Monthly Statistics January 2018

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 January Residential Sales Statistics:

- Total Sales Volume of \$227,851,861 is a decrease of 17.72% since December's number of \$276,914,274 but an increase of 2.99% over January 2017.
- The Average Sales Price of \$243,431 is a decrease of 1.89% since December's \$248,131.
- Average List Price of \$249,970 is down from \$255,058 in December, a 1.99% decrease.
- Total Under Contract increased to 1,823 from last month's 1,290.
- Total Unit Sales of 936 fell from December's number of 1,116, resulting in a 16.13% decrease.
- The Median Sales Price, \$200,000, is down from \$205,000 in December resulting in a 2.44% decrease but an 8.11% increase over January 2017.
- New Listings increased this month to 2,019 from 1,272 in December, a 58.73% jump.
- Total Active Listings of 3,375 is a decrease of 2.26% from last month.
- Average Days on Market of 49 is an increase from December's number of 46.
- Conventional loan sales of 44.6% exceeded Cash Sales of 26.3%.

Judith Grammond
2018 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.

January 2018 Recap by Month and Year - % of Change

Total Sales Volume

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$227,851,861	\$221,242,651	2.99%
December	\$276,914,274	\$259,126,521	6.86%
Month % Change	-17.72%	-14.62%	

Average Sales Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$243,431	\$220,801	10.25%
December	\$248,131	\$230,540	7.63%
Month % Change	-1.89%	-4.22%	

Average List Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$249,970	\$222,156	12.52%
December	\$255,058	\$233,223	9.36%
Month % Change	-1.99%	-4.75%	

Total Under Contract

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	1,823	1,864	-2.20%
December	1,290	1,589	-18.82%
Month % Change	41.32%	17.31%	

Total Unit Sales

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	936	1,002	-6.59%
December	1,116	1,124	-0.71%
Month % Change	-16.13%	-10.85%	

Median Sales Price

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	\$200,000	\$185,000	8.11%
December	\$205,000	\$179,000	14.53%
Month % Change	-2.44%	3.35%	

New Listings

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	2,019	2,093	-3.54%
December	1,272	1,136	11.97%
Month % Change	58.73%	84.24%	

Active Listings

	<u>Current Year</u>	<u>Previous Year</u>	<u>Annual % Change</u>
January	3,375	3,397	-0.65%
December	3,453	3,347	3.17%
Month % Change	-2.26%	1.49%	

January 2018 - 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	94	31	32.98%	85740	0	0	0.00%
85145	13	3	23.08%	85648	0	0	0.00%	85714	15	9	60.00%	85741	64	32	50.00%
85245	0	0	0.00%	85653	112	20	17.86%	85715	84	24	28.57%	85742	126	41	32.54%
85601	0	0	0.00%	85654	0	0	0.00%	85716	115	13	11.30%	85743	132	49	37.12%
85602	0	0	0.00%	85658	180	32	17.78%	85717	0	0	0.00%	85745	122	25	20.49%
85611	0	0	0.00%	85701	21	3	14.29%	85718	235	39	16.60%	85746	64	18	28.13%
85614	0	0	0.00%	85704	97	34	35.05%	85719	72	30	41.67%	85747	90	38	42.22%
85616	0	0	0.00%	85705	56	26	46.43%	85730	60	40	66.67%	85748	69	22	31.88%
85619	16	0	0.00%	85706	51	17	33.33%	85734	0	0	0.00%	85749	126	17	13.49%
85623	9	3	33.33%	85709	0	0	0.00%	85735	39	13	33.33%	85750	192	49	25.52%
85629	5	1	20.00%	85710	141	62	43.97%	85736	36	3	8.33%	85755	186	41	22.04%
85637	2	0	0.00%	85711	103	30	29.13%	85737	111	32	28.83%	85756	52	23	44.23%
85641	153	35	22.88%	85712	99	31	31.31%	85739	183	41	22.40%	85757	50	9	18.00%

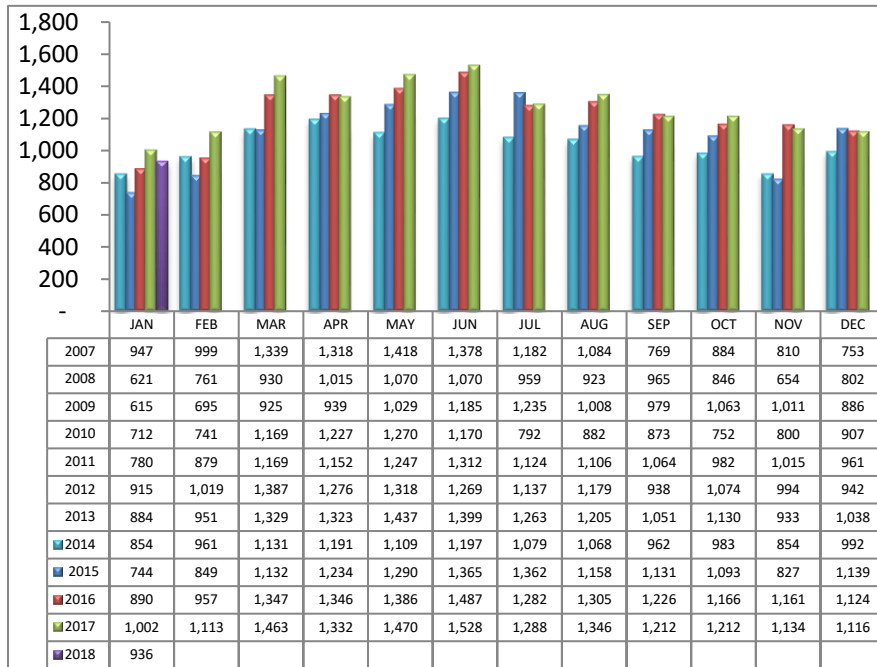
Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Pending	Total Inventory	Total Sold	Area	# Per Area	of Units Sold		
Under \$29,999	7	1	1	9	4	C	475	1 - 30 Days	492	
\$30,000 to \$39,999	11	5	1	17	3	E	267	31-60 Days	182	
\$40,000 to \$49,999	19	11	2	32	6	N	469	61 - 90 Days	105	
\$50,000 to \$59,999	22	10	1	33	7	NE	216	91-120 Days	51	
\$60,000 to \$69,999	33	8	4	45	11	NW	720	121 - 180 Days	62	
\$70,000 to \$79,999	17	17	5	39	11	S	113	Over 180 Days	44	
\$80,000 to \$89,999	26	27	5	58	9	SE	90	Avg. Days on Market		
\$90,000 to \$99,999	22	29	2	53	18	SW	186	49		
\$100,000 to \$119,999	65	45	19	129	49	UNW	195	Avg. Sold Price		
\$120,000 to \$139,999	125	115	23	263	75	USE	172	\$243,431		
\$140,000 to \$159,999	164	127	21	312	95	W	229	Median Sale Price		
\$160,000 to \$179,999	230	183	52	465	84	XNE	17	\$200,000		
\$180,000 to \$199,999	213	138	26	377	88	XNW	14	New Listings		
\$200,000 to \$249,999	464	229	61	754	170	XSE	9	2,019		
\$250,000 to \$299,999	397	162	40	599	112	XSW	45			
\$300,000 to \$399,999	543	191	52	786	98	XW	158			
\$400,000 to \$499,999	292	77	24	393	42	Sold Units per Area		Sales Volume by Area		
\$500,000 to \$749,999	358	55	12	425	33	C	134	\$25,338,623		
\$750,000 to \$999,999	190	25	6	221	13	E	124	\$21,666,938		
\$1,000,000 and over	177	11	0	188	8	N	102	\$42,362,707		
						NE	46	\$13,445,808		
						NW	198	\$56,651,114		
						S	49	\$6,755,724		
						SE	30	\$6,741,820		
						SW	46	\$6,955,550		
						UNW	45	\$12,859,565		
						USE	54	\$12,696,945		
						W	68	\$15,947,910		
						XNE	0	\$0		
						XNW	3	\$611,510		
						XSE	0	\$0		
						XSW	6	\$669,400		
						XW	31	\$5,148,247		
						Total Volume		\$227,851,861		
Totals	3,375	1,466	357	5,198	936					

	Jan-18	Jan-17	% Change	YTD 2018	YTD 2017	% Change
Home Sales Volume	\$227,851,861	\$221,242,651	2.99%	\$227,851,861	\$221,242,651	2.99%
Home Sales Units	936	1,002	-6.59%	936	1,002	-6.59%
Average Sales Price (All Residential)	\$243,431	\$220,801	10.25%	\$243,431	\$220,801	10.25%
Median Sales Price	\$200,000	\$185,000	8.11%	\$200,000	\$185,000	8.11%
Average Days on Market:	49	50	-2.00%	49	50	-2.00%
Average List Price for Solds:	\$249,970	\$222,156	12.52%	\$249,970	\$222,156	12.52%
SP/LP %	97.38%	99.39%		97.38%	99.39%	
Total Under Contract	1,823	1,864	-2.20%			
Active Listings	3,375	3,397	-0.65%			
New Listings	2,019	2,093	-3.54%			

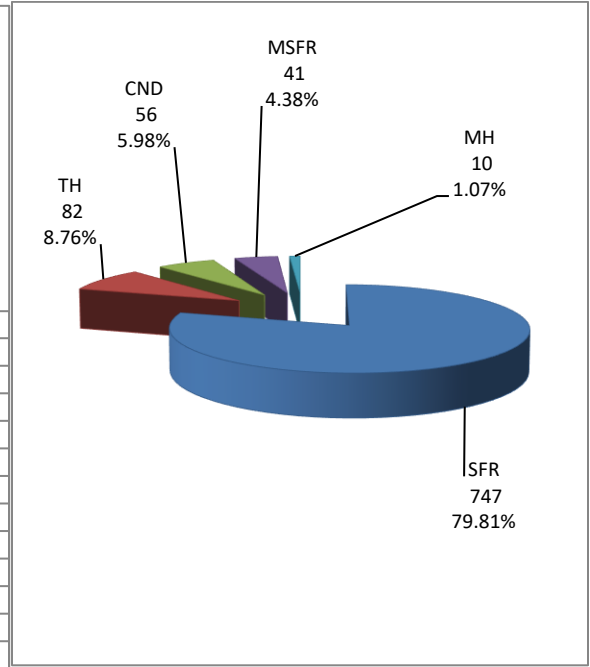
Types of Financing	Totals
FHA	159
VA	94
Other	13
Cash	246
Conventional	417
Cash/Loan	0
Carryback	7

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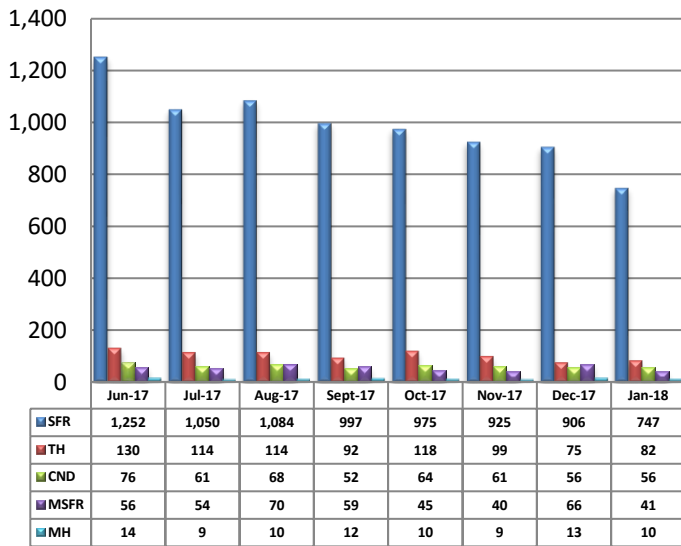
Total Unit Sales - January 2018



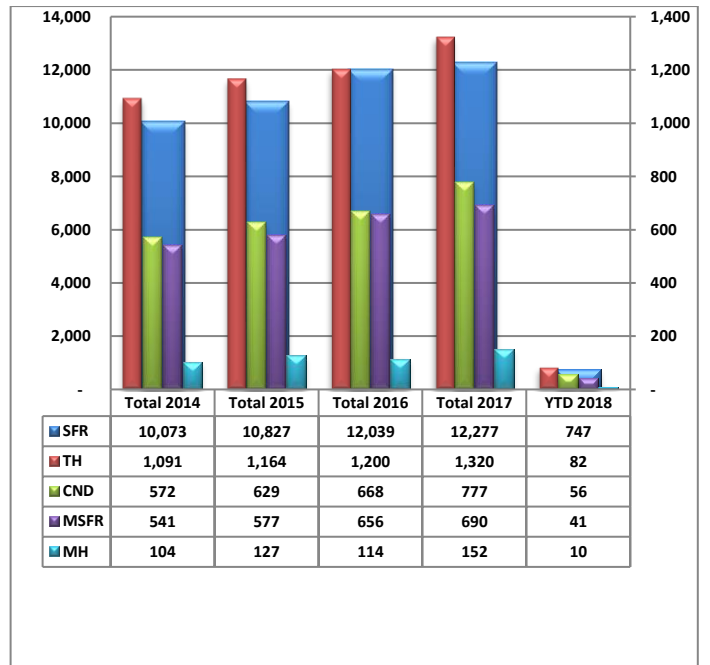
Unit Sales - Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

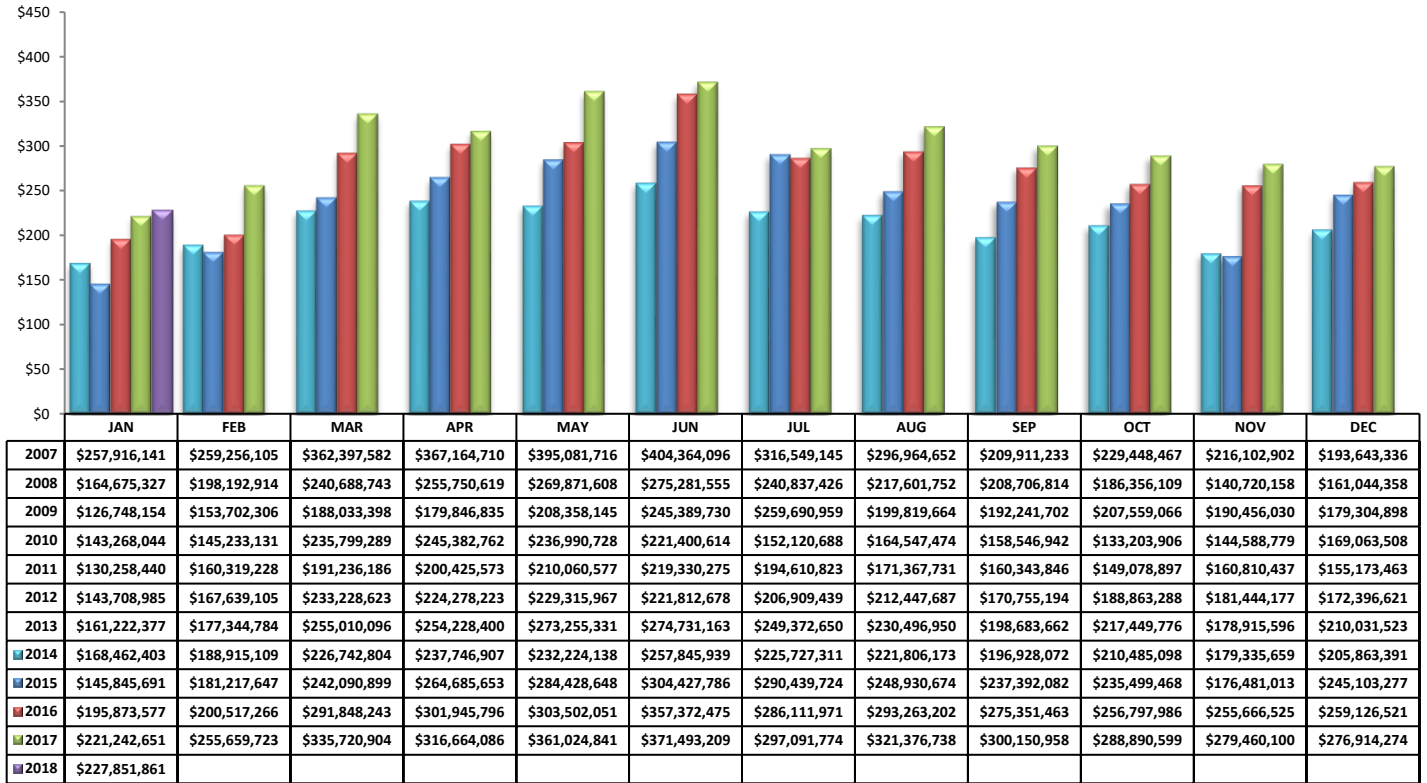


YTD Annual Comparison - Breakdown by Type

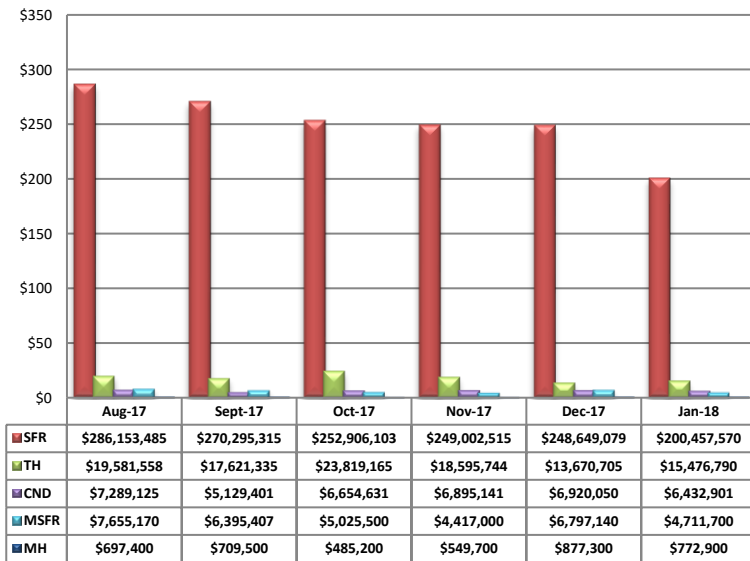


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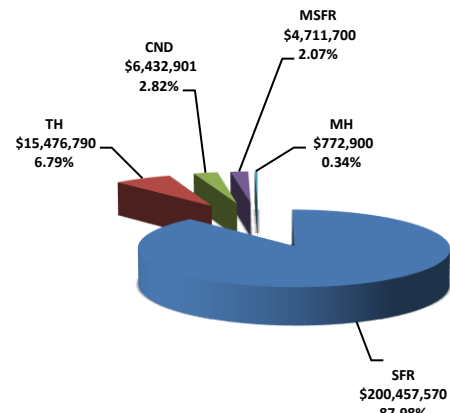
Total Sales Volume - January 2018



Total Sales Volume By Type - Monthly Comparison

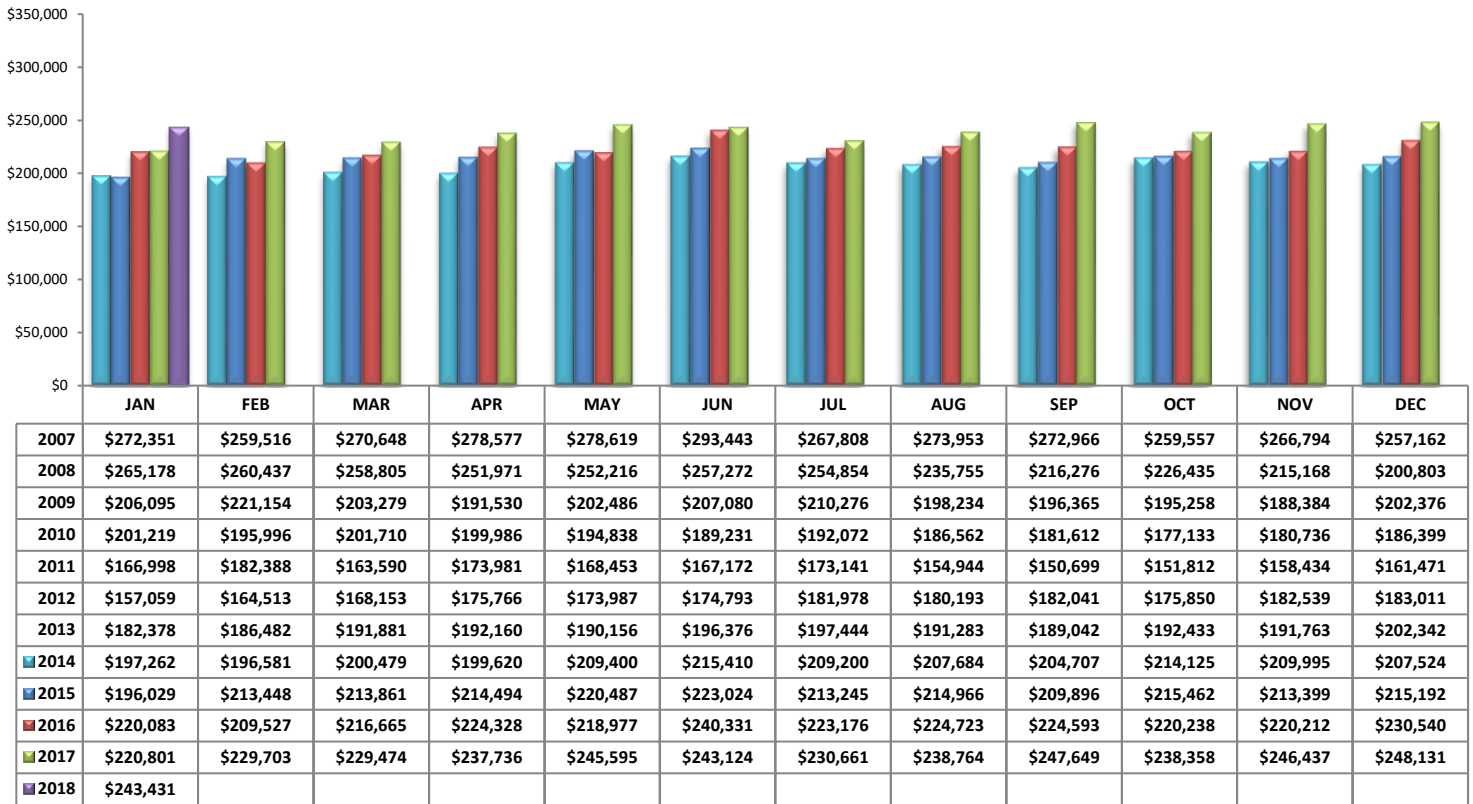


Monthly Volume by Type

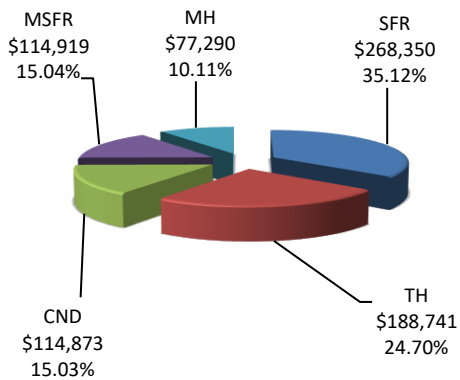


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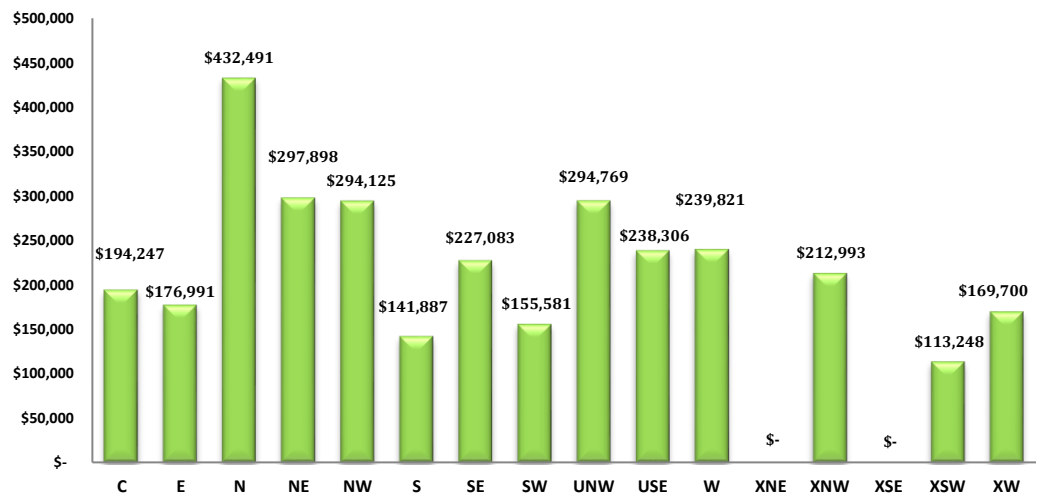
Average Sales Price – January 2018



Average Sales Price by Type – January 2018

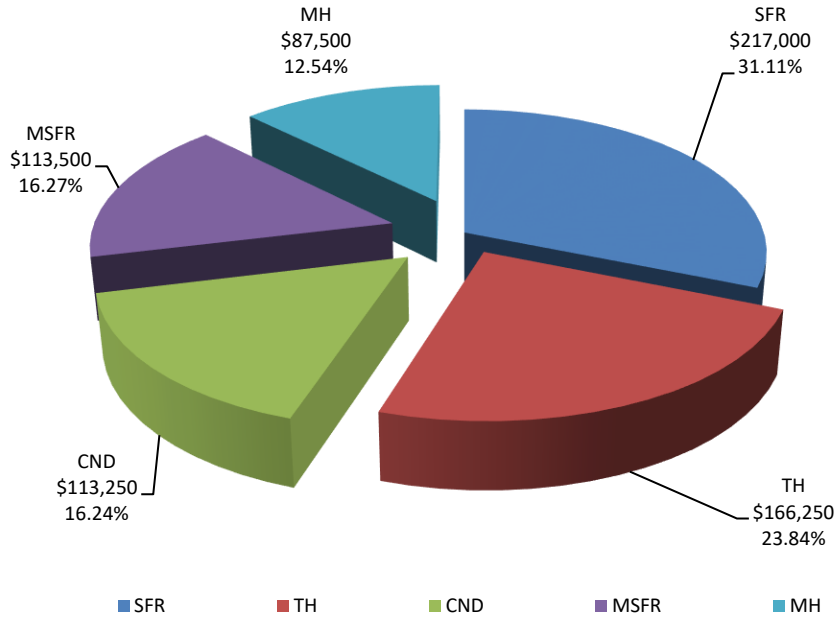


Average "Listing" Price per Area – January 2018



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Median Sale Price - by Type

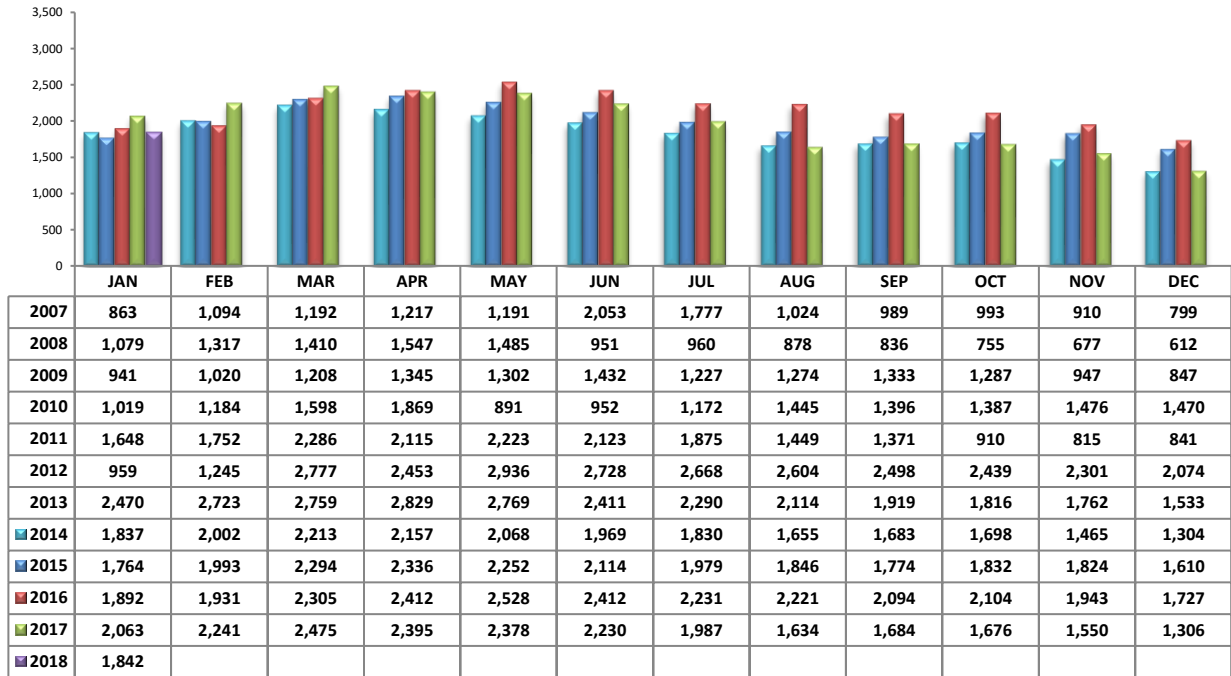


Median Sale Price - January 2018

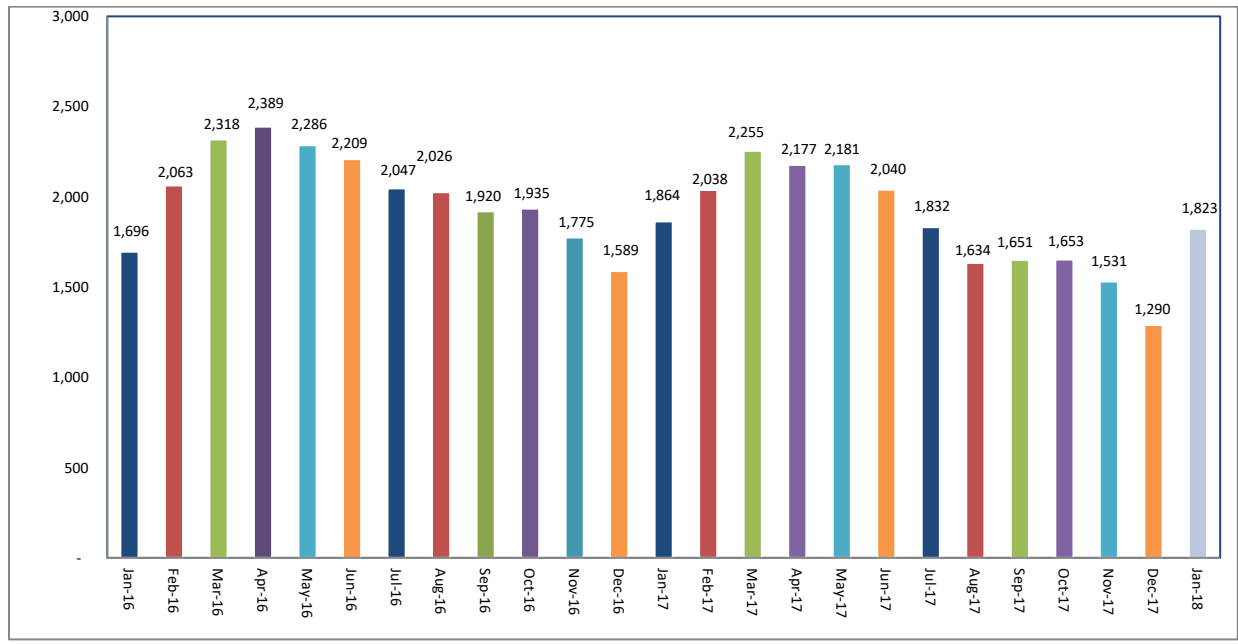


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Newly Under Contract During The Month

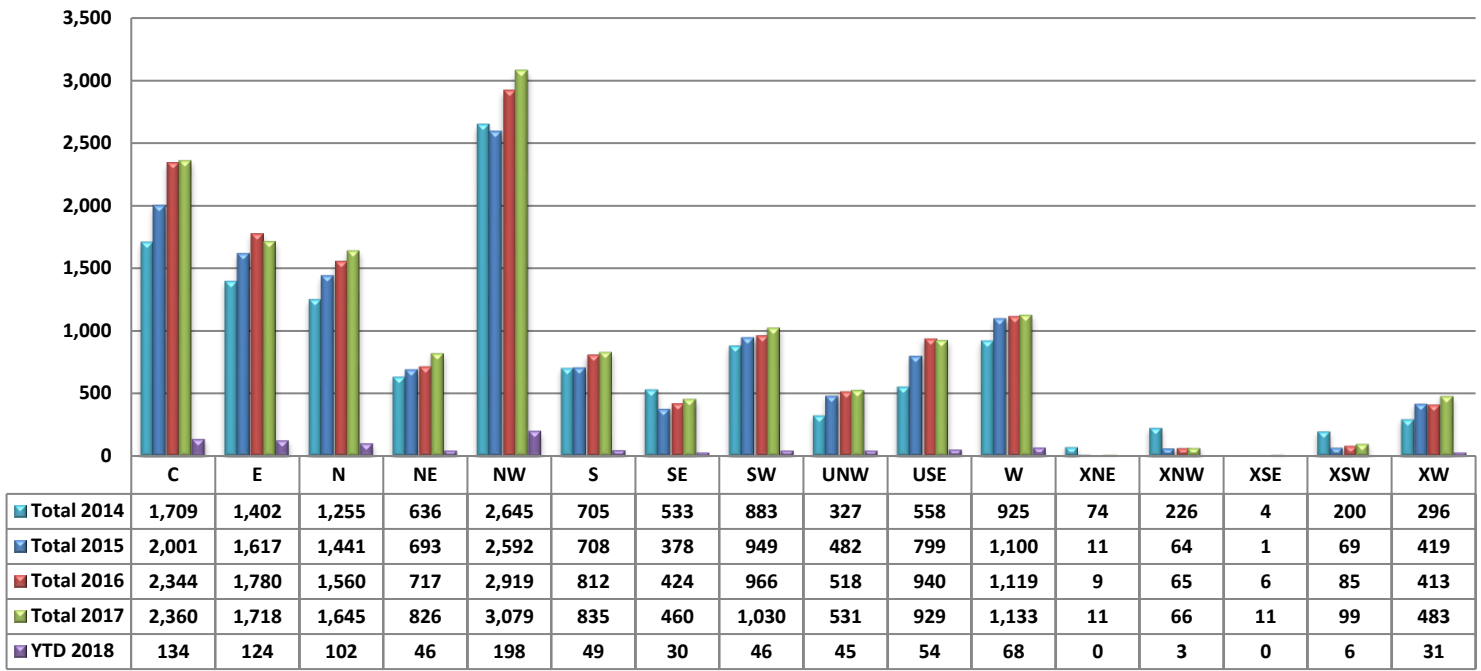


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area – Annual Comparison



Average \$ Sold per Area by # of Bedrooms

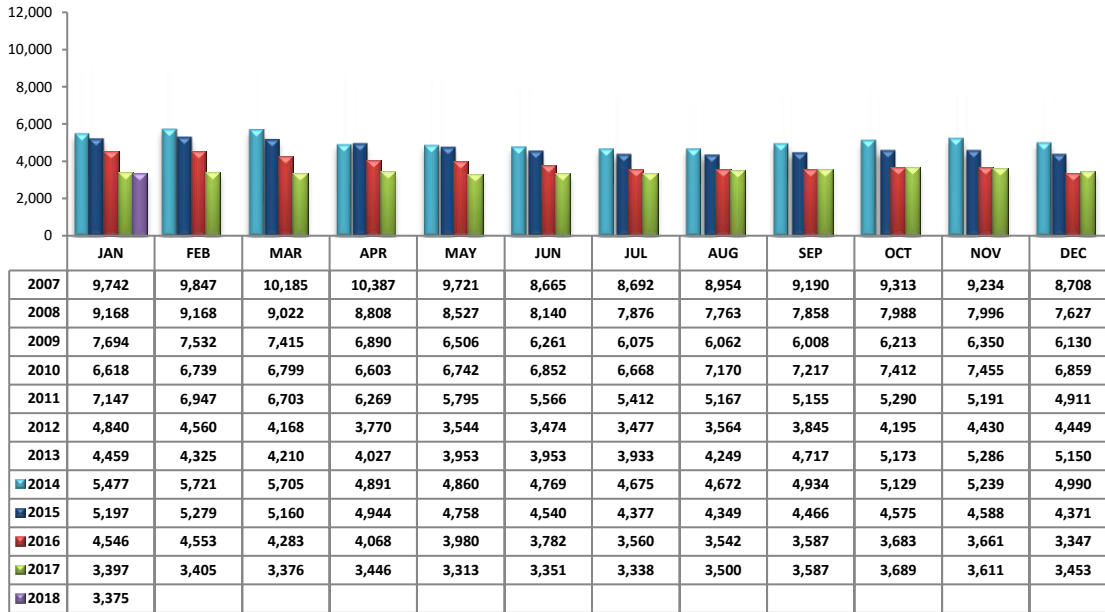
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$129,136	\$216,503	\$212,093	\$428,750	\$189,094
E	\$102,056	\$174,678	\$222,143	\$325,000	\$174,733
N	\$217,794	\$350,191	\$644,500	\$764,875	\$415,320
NE	\$117,213	\$286,378	\$375,562	\$996,250	\$292,300
NW	\$245,260	\$267,248	\$342,612	\$370,111	\$286,116
S	\$93,056	\$143,446	\$169,350	\$154,500	\$137,871
SE	\$168,250	\$228,607	\$234,312	\$308,000	\$224,727
SW	\$121,435	\$163,431	\$183,977	\$130,150	\$151,207
UNW	\$286,403	\$290,795	\$197,500	\$339,000	\$285,768
USE	\$207,857	\$211,026	\$261,938	\$0	\$235,128
W	\$160,375	\$225,128	\$267,105	\$534,450	\$234,528
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$0	\$208,755	\$0	\$194,000	\$203,836
XSE	\$0	\$0	\$0	\$0	\$0
XSW	\$0	\$79,400	\$0	\$272,400	\$111,566
XW	\$178,433	\$148,515	\$213,163	\$150,500	\$166,072

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	51	64	15	4	134
E	23	70	29	2	124
N	35	34	20	13	102
NE	11	25	8	2	46
NW	47	91	51	9	198
S	11	26	10	2	49
SE	4	17	8	1	30
SW	17	19	9	1	46
UNW	20	22	2	1	45
USE	7	21	26	0	54
W	12	35	19	2	68
XNE	0	0	0	0	0
XNW	0	2	0	1	3
XSE	0	0	0	0	0
XSW	0	5	0	1	6
XW	3	20	7	1	31

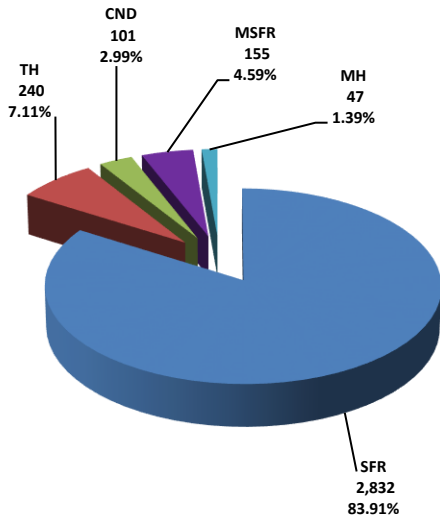
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Active Listings

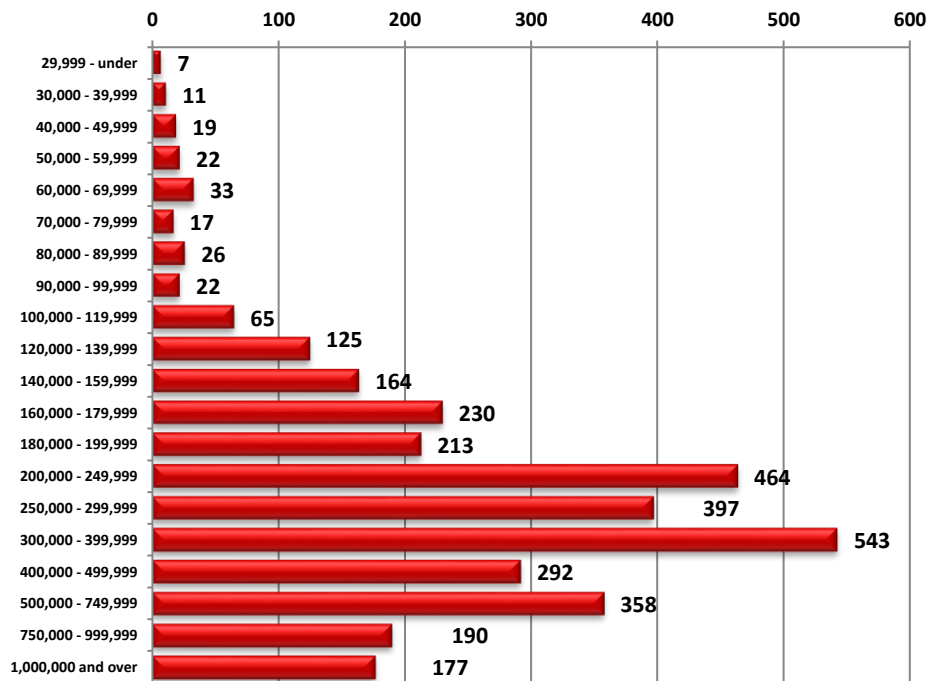


Area	# of Listings
C	475
E	267
N	469
NE	216
NW	720
S	113
SE	90
SW	186
UNW	195
USE	172
W	229
XNE	17
XNW	14
XSE	9
XSW	45
XW	158

Active Listings Unit Breakdown

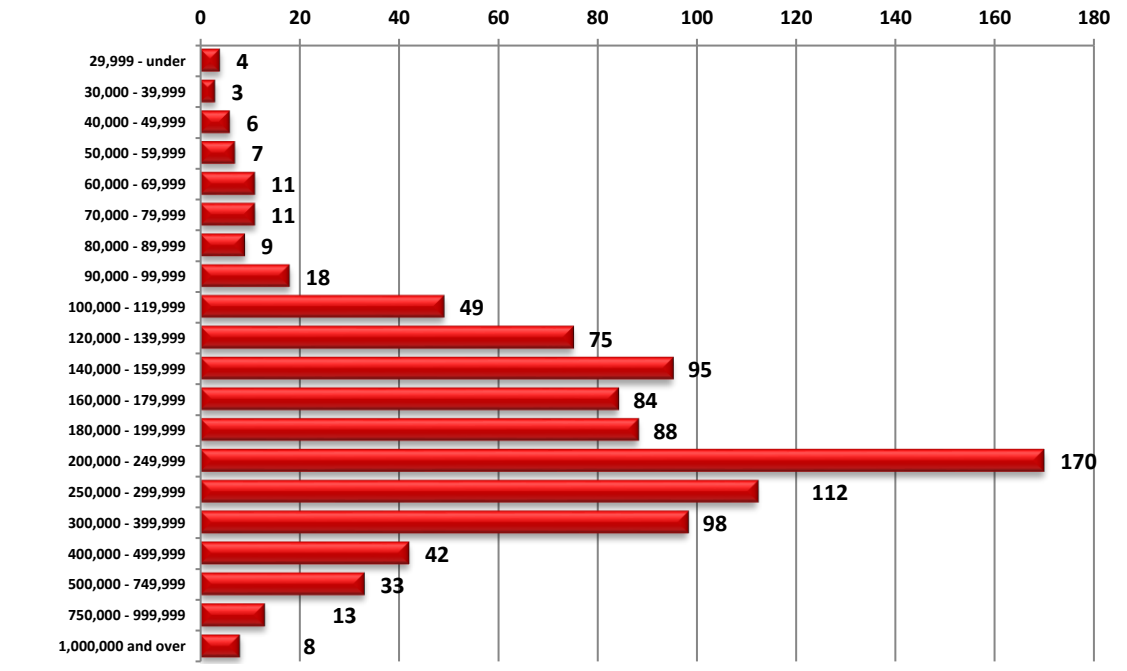


Active Listings Price Breakdown



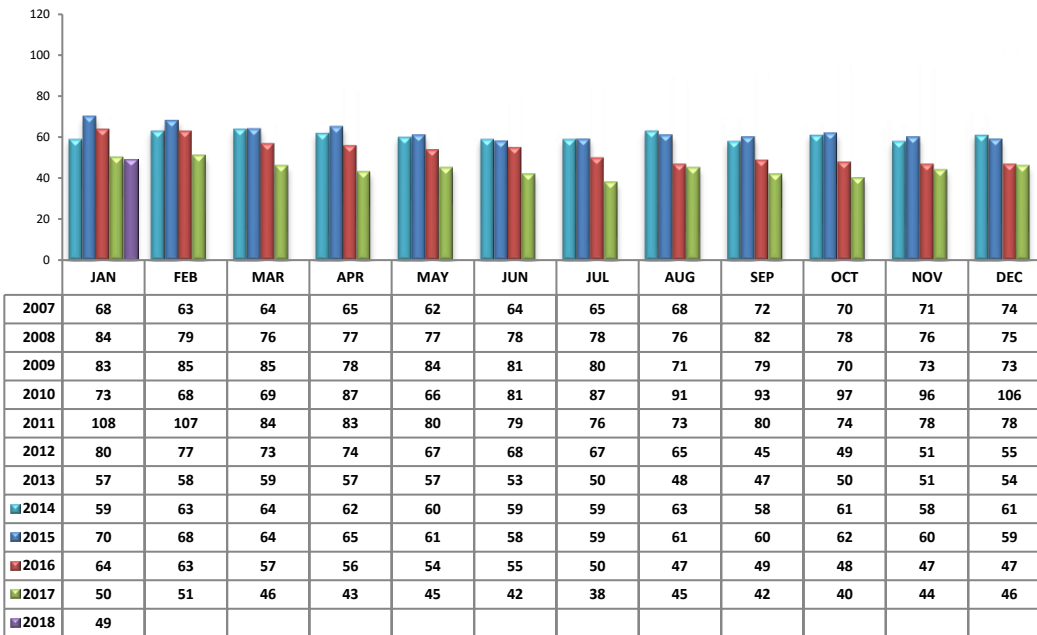
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Sold Price Breakdown



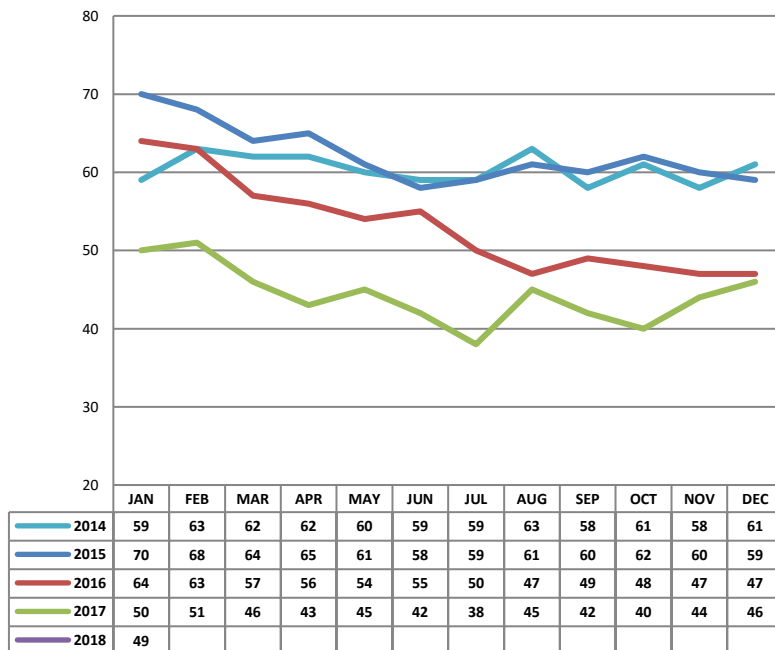
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Average Days on Market/Listing - January 2018

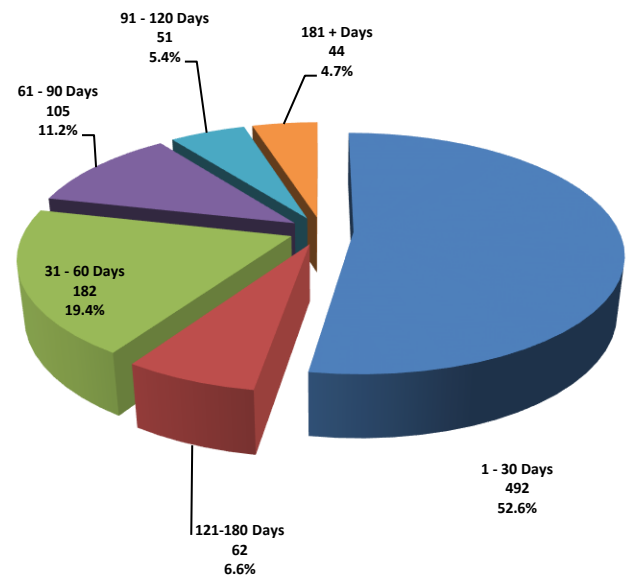


Area	# of Listings
C	45
E	32
N	66
NE	34
NW	53
S	35
SE	37
SW	51
UNW	68
USE	60
W	50
XNE	0
XNW	35
XSE	0
XSW	39
XW	62

Annual Comparison - Average Days on Market

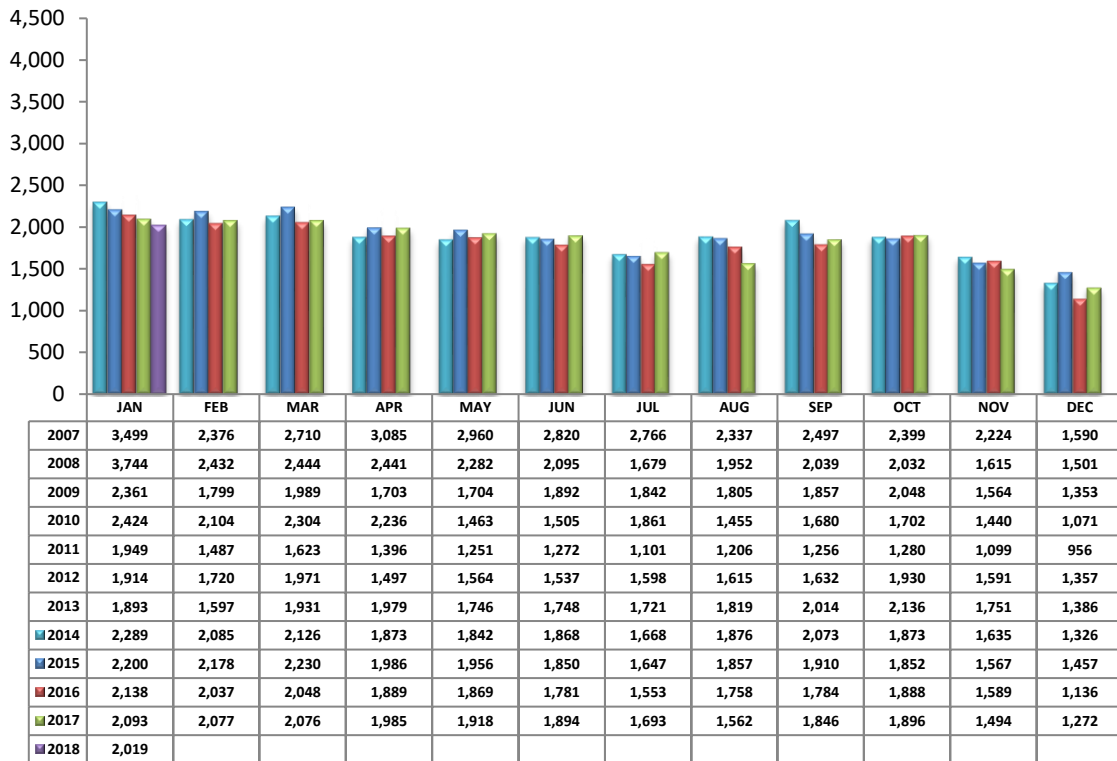


Average Days on Market/Listing Breakdown



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New Listings - January 2018



Area	# of Listings
C	285
E	212
N	268
NE	122
NW	425
S	91
SE	64
SW	118
UNW	87
USE	103
W	147
XNE	1
XNW	8
XSE	6
XSW	17
XW	65

*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.
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
Jan 2018	134	364	37

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Notes on 2017 Area Boundary Updates

In January 2018, 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 January 2018 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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