

**For Immediate  
Release:  
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# Multiple Listing Service of Southern Arizona Monthly Statistics June 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 June Residential Sales Statistics:

- Total Sales Volume of \$412,805,427 is a decrease of 0.14% from May's number of \$413,401,140 but an increase of 11.12% since June 2017.
- The Average Sales Price of \$259,137 is a decrease of .90% from \$261,480 in May.
- Average List Price of \$264,328 is a decrease of 1.09% from last month's number of 267,234.
- Total Under Contract of 1,856 is a decrease of 13.03% since May's number of 2,134.
- Total Unit Sales of 1,593 are .76% higher than May's 1,581 and up 4.25% from this time last year.
- The Median Sales Price of \$212,000 decreased from \$216,500 last month but is up 3.41% from June 2017.
- New Listings of 1,887 are down from 1,981 last month, resulting in a 4.75% decrease.
- Total Active Listings of 2,974 are a decrease from 3,048 in May.
- Average Days on Market decreased from 41 last month to 39.
- Conventional loan sales of 47.8% exceeded Cash Sales of 22.5%.

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.

## June 2018 Recap by Month and Year - % of Change

### Total Sales Volume

	2018	2017	Annual % Change
June	\$412,805,427	\$371,493,209	11.12%
May	\$413,401,140	\$361,024,841	14.51%
Month % Change	-0.14%	2.90%	

### Average Sales Price

	2018	2017	Annual % Change
June	\$259,137	\$243,124	6.59%
May	\$261,480	\$245,595	6.47%
Month % Change	-0.90%	-1.01%	

### Average List Price

	2018	2017	Annual % Change
June	\$264,328	\$243,575	8.52%
May	\$267,234	\$245,591	8.81%
Month % Change	-1.09%	-0.82%	

### Total Under Contract

	2018	2017	Annual % Change
June	1,856	2,040	-9.02%
May	2,134	2,181	-2.15%
Month % Change	-13.03%	-6.46%	

### Total Unit Sales

	2018	2017	Annual % Change
June	1,593	1,528	4.25%
May	1,581	1,470	7.55%
Month % Change	0.76%	3.95%	

### Median Sales Price

	2018	2017	Annual % Change
June	\$212,000	\$205,000	3.41%
May	\$216,500	\$199,950	8.28%
Month % Change	-2.08%	2.53%	

### New Listings

	2018	2017	Annual % Change
June	1,887	1,894	-0.37%
May	1,981	1,918	3.28%
Month % Change	-4.75%	-1.25%	

### Active Listings

	2018	2017	Annual % Change
June	2,974	3,351	-11.25%
May	3,048	3,313	-8.00%
Month % Change	-2.43%	1.15%	

## June 2018 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%
85145	13	9	69.23%	85645	0	0	0.00%	85713	68	54	79.41%	85740	0	0	0.00%
85245	0	0	0.00%	85648	0	0	0.00%	85714	8	6	75.00%	85741	57	38	66.67%
85601	0	0	0.00%	85653	112	41	36.61%	85715	64	55	85.94%	85742	125	70	56.00%
85602	0	0	0.00%	85654	0	0	0.00%	85716	85	50	58.82%	85743	107	62	57.94%
85611	0	0	0.00%	85658	153	42	27.45%	85717	0	0	0.00%	85745	105	62	59.05%
85614	0	0	0.00%	85701	19	3	15.79%	85718	170	75	44.12%	85746	40	38	95.00%
85616	0	0	0.00%	85704	100	62	62.00%	85719	81	42	51.85%	85747	92	70	76.09%
85619	18	0	0.00%	85705	64	39	60.94%	85730	71	64	90.14%	85748	60	43	71.67%
85622	0	0	0.00%	85706	38	31	81.58%	85734	0	0	0.00%	85749	107	33	30.84%
85623	8	3	37.50%	85709	0	0	0.00%	85735	44	17	38.64%	85750	156	69	44.23%
85629	4	0	0.00%	85710	114	97	85.09%	85736	25	9	36.00%	85755	200	57	28.50%
85637	5	0	0.00%	85711	79	57	72.15%	85737	116	59	50.86%	85756	50	47	94.00%
85641	172	72	41.86%	85712	62	45	72.58%	85739	130	49	37.69%	85757	49	23	46.94%

NOTE:

85506- 1 active listing, 85614- 1 active listing, 85703-1 active listing

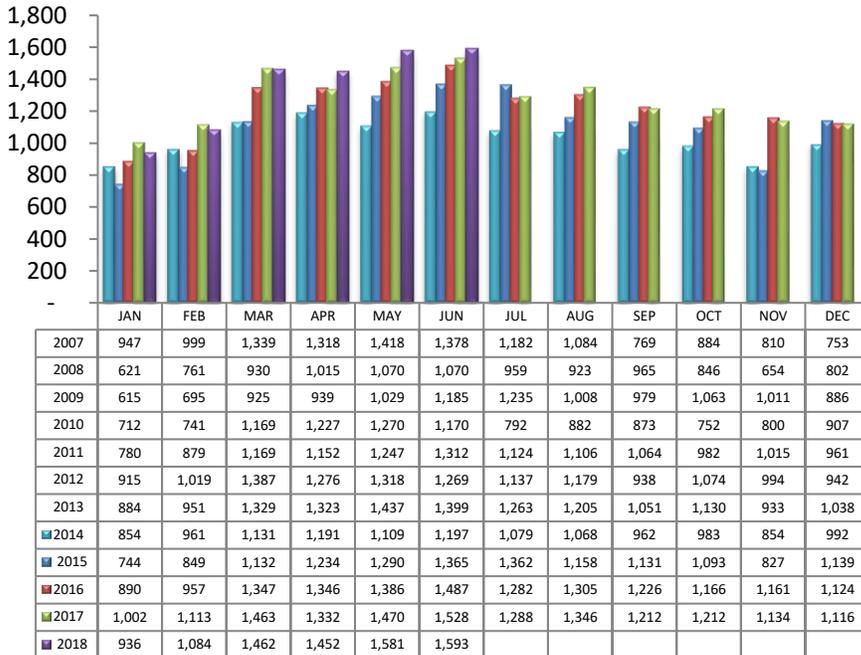
Residential Listing Statistics							Active Listings		Days on Market	
	Total Active	Total Contingent	Total Pending	Total Inventory		Total Sold	Area	# Per Area	of Units Sold	
Under \$29,999	8	1	1	10		5	C	399	1 -30 Days	993
\$30,000 to \$39,999	3	2	1	6		6	E	245	31-60 Days	268
\$40,000 to \$49,999	8	3	1	12		4	N	372	61 - 90 Days	135
\$50,000 to \$59,999	11	13	2	26		5	NE	176	91-120 Days	80
\$60,000 to \$69,999	20	9	7	36		14	NW	698	121 - 180 Days	61
\$70,000 to \$79,999	16	10	1	27		21	S	95	Over 180 Days	56
\$80,000 to \$89,999	21	20	3	44		26	SE	83	<b>Avg. Days on Market</b>	
\$90,000 to \$99,999	23	29	6	58		19	SW	149	39	
\$100,000 to \$119,999	48	59	8	115		59	UNW	145	<b>Avg. Sold Price</b>	
\$120,000 to \$139,999	90	111	8	209		108	USE	197	\$259,137	
\$140,000 to \$159,999	112	119	22	253		113	W	188	<b>Median Sale Price</b>	
\$160,000 to \$179,999	165	171	25	361		177	XNE	19	\$212,000	
\$180,000 to \$199,999	201	161	34	396		151	XNW	13	<b>New Listings</b>	
\$200,000 to \$249,999	449	271	41	761		264	XSE	11	1,887	
\$250,000 to \$299,999	410	213	34	657		212	XSW	35		
\$300,000 to \$399,999	503	205	45	753		208	XW	149		
\$400,000 to \$499,999	274	79	20	373		81	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>	
\$500,000 to \$749,999	303	69	8	380		88	C	244	\$50,599,827	
\$750,000 to \$999,999	172	24	4	200		22	E	203	\$38,891,963	
\$1,000,000 and over	137	13	3	153		10	N	176	\$67,571,273	
							NE	90	\$34,286,347	
							NW	293	\$91,442,311	
							S	83	\$11,480,000	
							SE	48	\$11,815,138	
							SW	86	\$14,775,200	
							UNW	55	\$16,678,439	
							USE	112	\$27,838,469	
<b>Totals</b>	<b>2,974</b>	<b>1,582</b>	<b>274</b>	<b>4,830</b>		<b>1,593</b>	W	125	\$30,339,915	
							XNE	0	\$0	
							XNW	10	\$2,170,400	
<b>Home Sales Volume</b>	<u>Jun-18</u> \$412,805,427	<u>Jun-17</u> \$371,493,209	<u>% Change</u> 11.12%	<u>YTD 2018</u> \$2,059,992,680	<u>YTD 2017</u> \$1,861,805,414	<u>% Change</u> 10.64%	XSE	2	\$781,100	
<b>Home Sales Units</b>	1,593	1,528	4.25%	8,108	7,908	2.53%	XSW	11	\$1,214,000	
<b>Average Sales Price (All Residential)</b>	\$259,137	\$243,124	6.59%	\$258,065	\$241,099	7.04%	XW	55	\$12,921,045	
<b>Median Sales Price</b>	\$212,000	\$205,000	3.41%	\$212,844	\$201,019	5.88%	<b>Total Volume</b>		\$412,805,427	
<b>Average Days on Market:</b>	39	42	-7.14%	41	44	-6.82%				
<b>Average List Price for Sold:</b>	\$264,328	\$243,575	8.52%	\$263,227	\$241,640	8.93%				
<b>SP/LP %</b>	98.04%	99.81%		98.04%	99.78%					
<b>Total Under Contract</b>	1,856	2,040	-9.02%							
<b>Active Listings</b>	2,974	3,351	-11.25%							
<b>New Listings</b>	1,887	1,894	-0.37%							

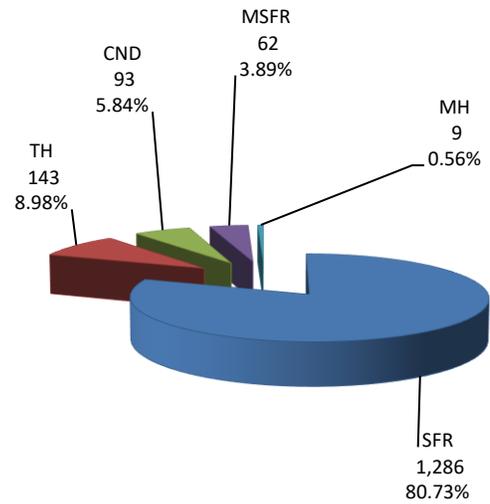
Types of Financing	Totals
FHA	257
VA	177
Other	27
Cash	358
Conventional	761
Cash/Loan	3
Carryback	10

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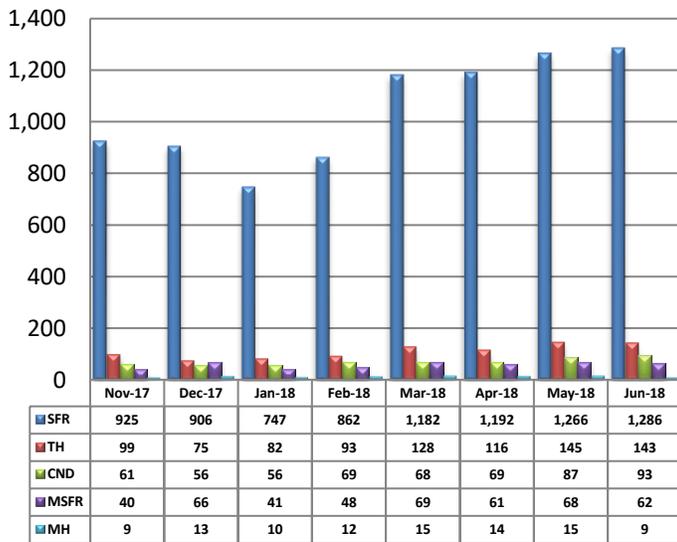
**Total Unit Sales – June 2018**



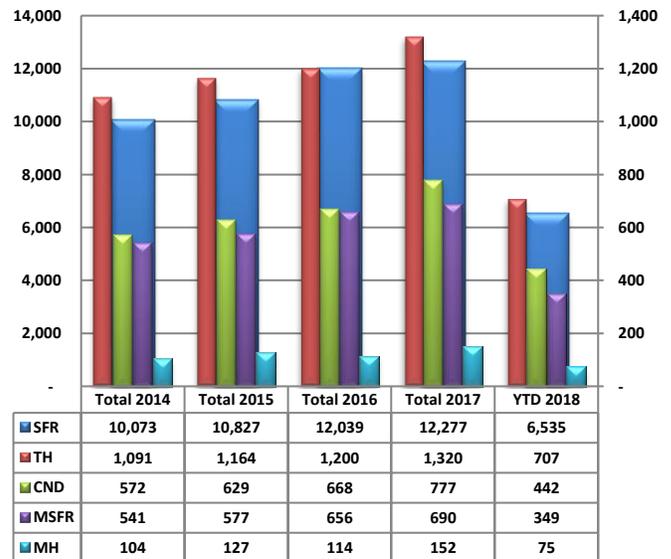
**Unit Sales – Breakdown by Type**



**Total Unit Sales By Type - Monthly Comparison**

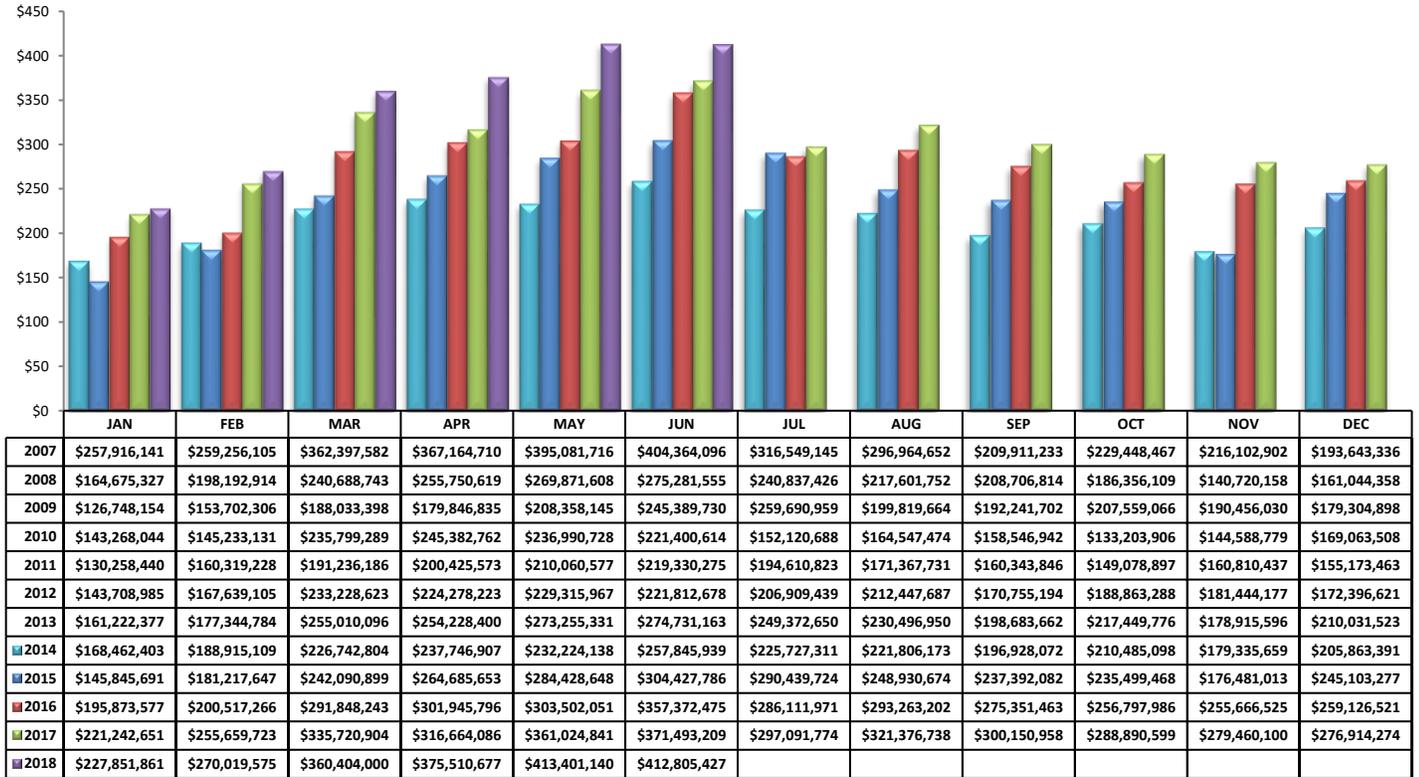


**YTD Annual Comparison – Breakdown by Type**

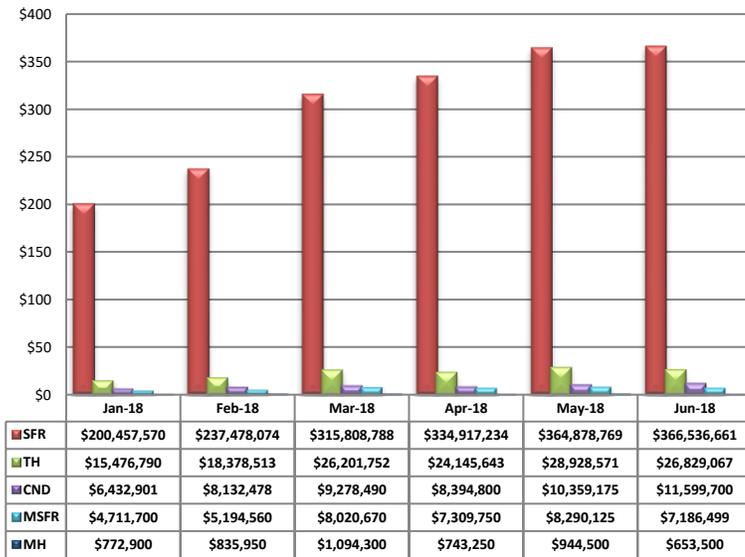


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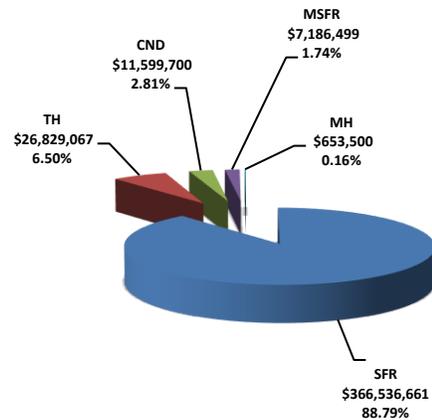
**Total Sales Volume - June 2018**



**Total Sales Volume By Type - Monthly Comparison**

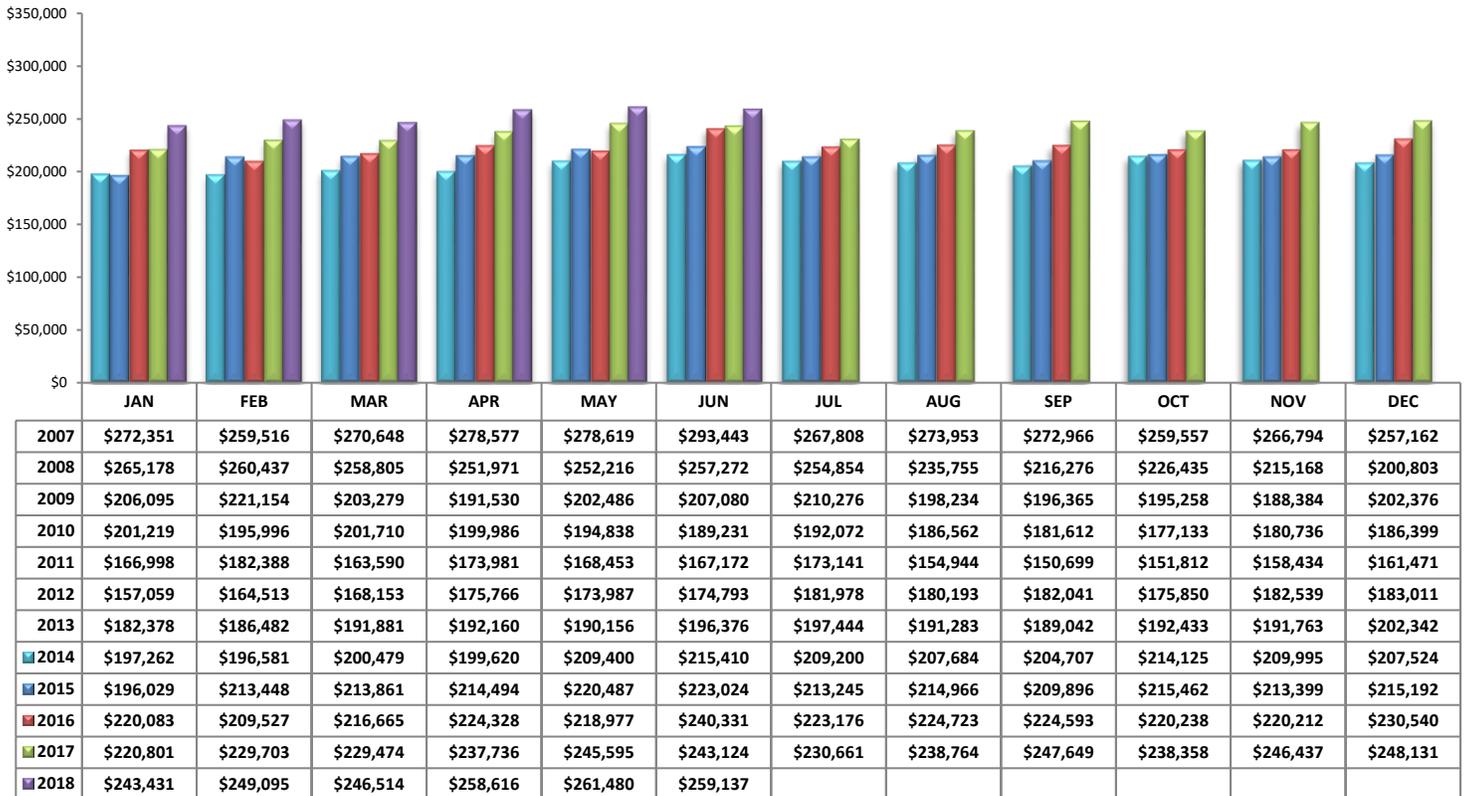


**Monthly Volume by Type**

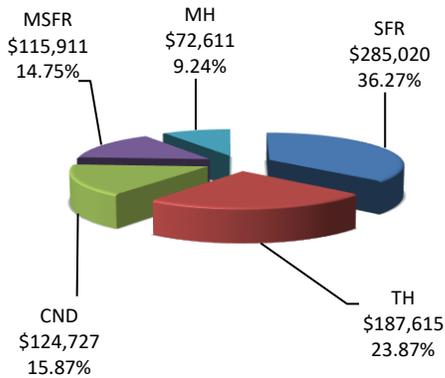


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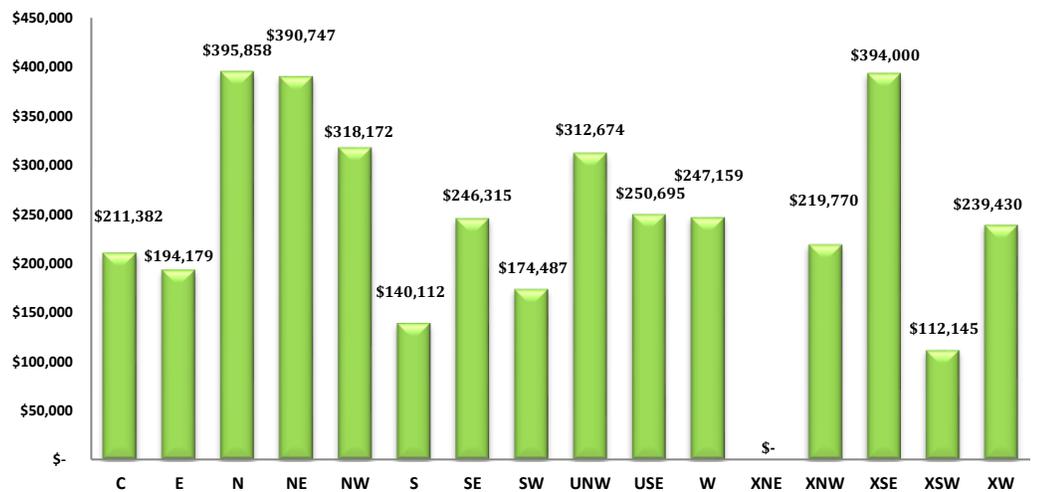
**Average Sales Price – June 2018**



**Average Sales Price by Type – June 2018**

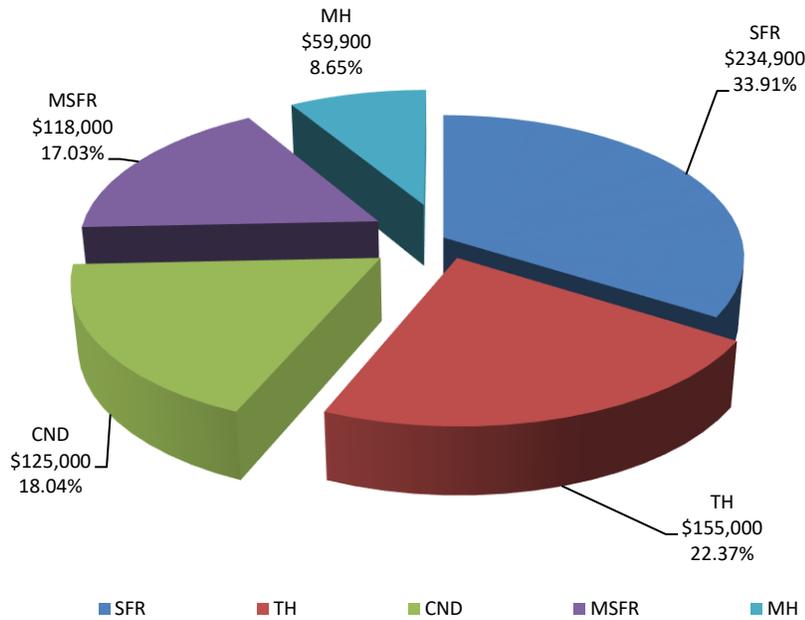


**Average "Listing" Price per Area – June 2018**



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**Median Sale Price - by Type**

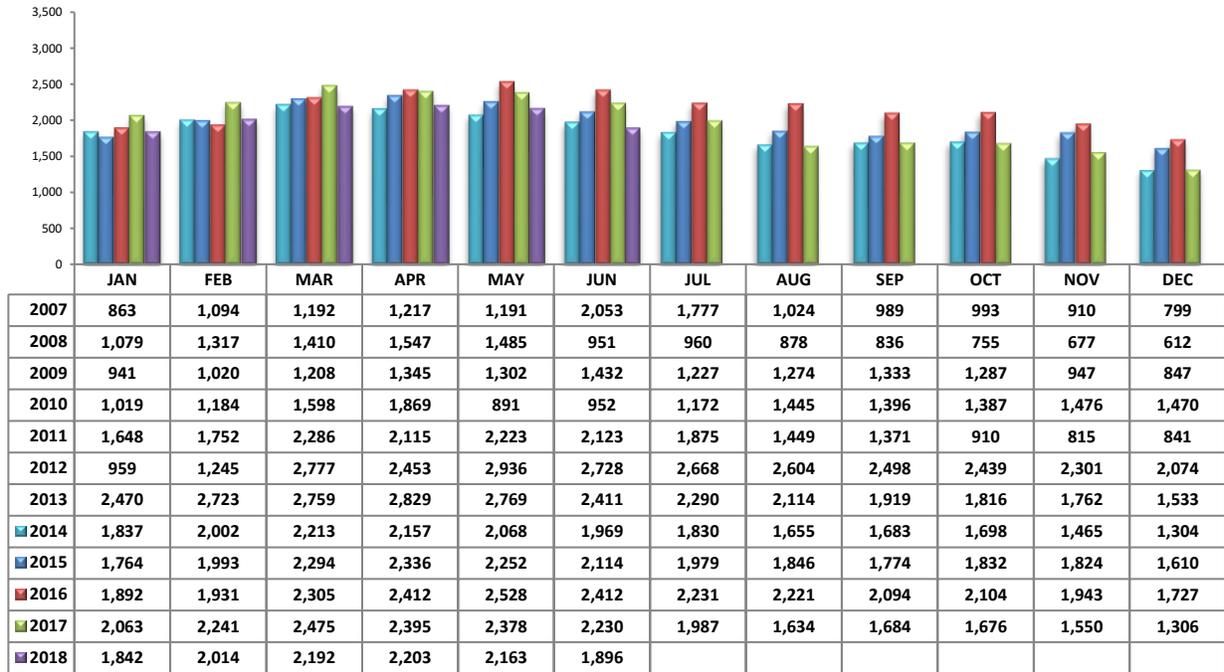


**Median Sale Price - June 2018**

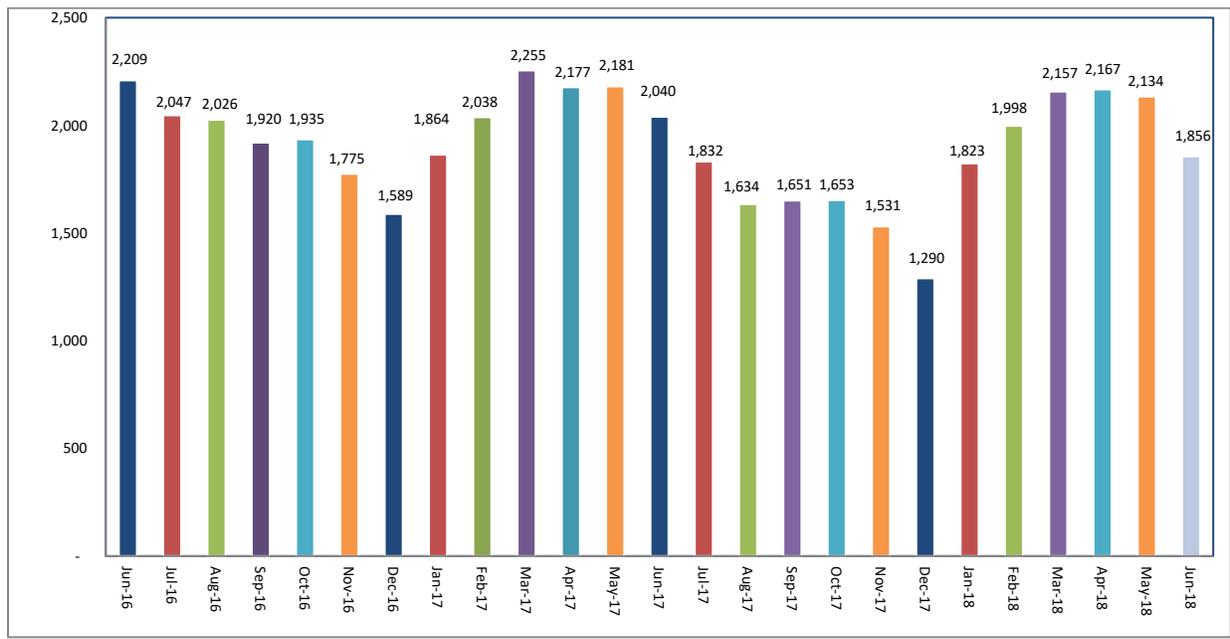


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### Newly Under Contract During The Month

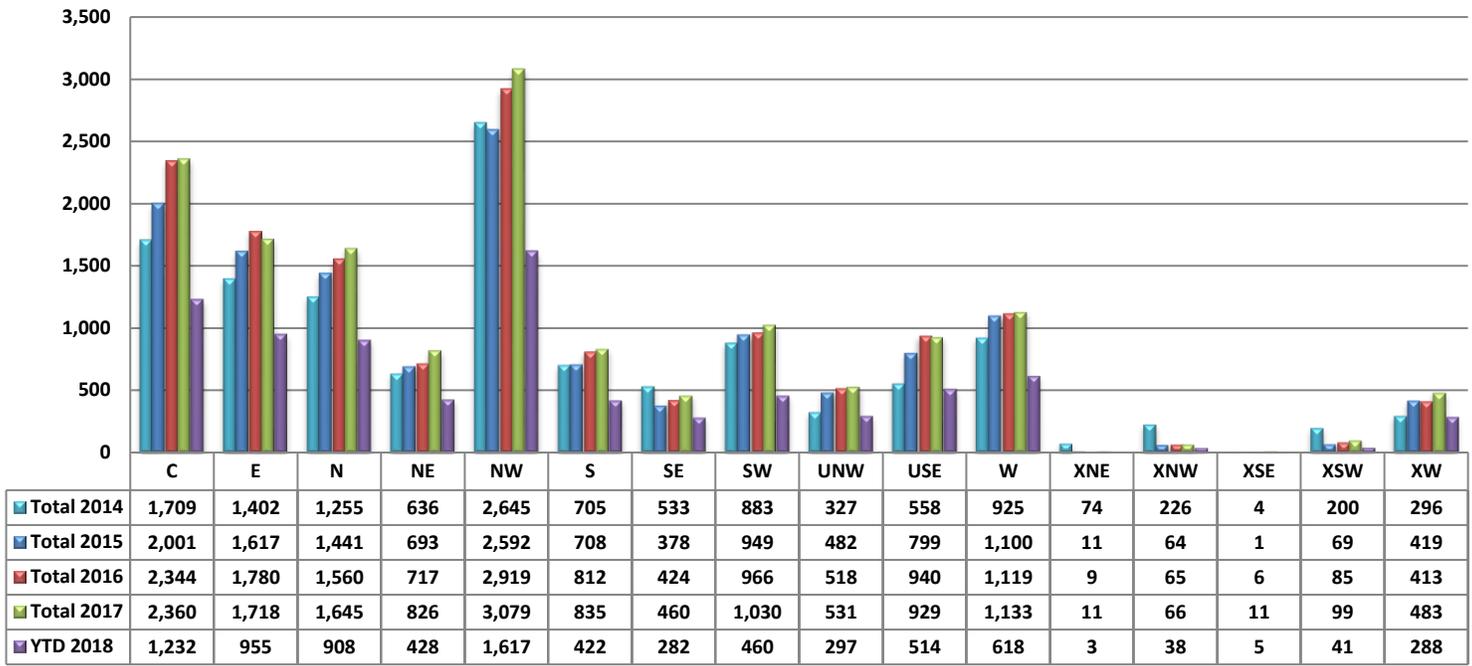


### Total Listings Still Under Contract At The End of The Month



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**Number of Sold Listings by Area – Annual Comparison**



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

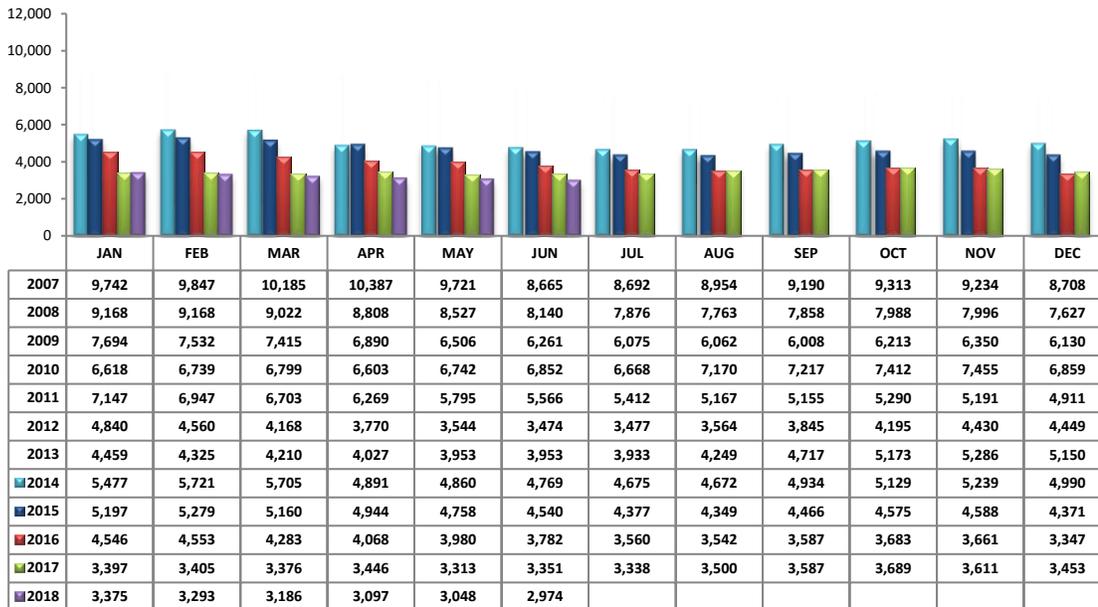
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$128,948	\$213,914	\$274,488	\$428,258	\$207,376
E	\$104,782	\$186,793	\$227,966	\$371,400	\$191,586
N	\$189,814	\$411,153	\$487,324	\$646,961	\$383,927
NE	\$186,584	\$358,664	\$489,060	\$571,000	\$380,959
NW	\$230,931	\$304,729	\$351,874	\$393,538	\$312,089
S	\$111,250	\$134,361	\$155,292	\$155,600	\$138,313
SE	\$220,390	\$225,309	\$277,020	\$272,200	\$246,148
SW	\$113,720	\$174,420	\$201,843	\$270,862	\$171,804
UNW	\$327,825	\$287,776	\$279,123	\$297,500	\$303,244
USE	\$222,095	\$225,510	\$273,832	\$293,194	\$248,557
W	\$138,220	\$246,123	\$306,552	\$326,187	\$242,719
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$135,750	\$243,166	\$219,950	\$0	\$217,040
XSE	\$0	\$400,000	\$381,100	\$0	\$390,550
XSW	\$0	\$105,750	\$116,875	\$112,000	\$110,363
XW	\$200,450	\$206,710	\$257,471	\$295,114	\$234,928

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

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	74	123	35	12	244
E	26	119	53	5	203
N	57	54	47	18	176
NE	18	36	31	5	90
NW	52	128	97	16	293
S	4	59	14	6	83
SE	2	26	15	5	48
SW	20	40	22	4	86
UNW	22	21	8	4	55
USE	14	48	39	11	112
W	25	65	27	8	125
XNE	0	0	0	0	0
XNW	2	6	2	0	10
XSE	0	1	1	0	2
XSW	0	6	4	1	11
XW	5	24	19	7	55

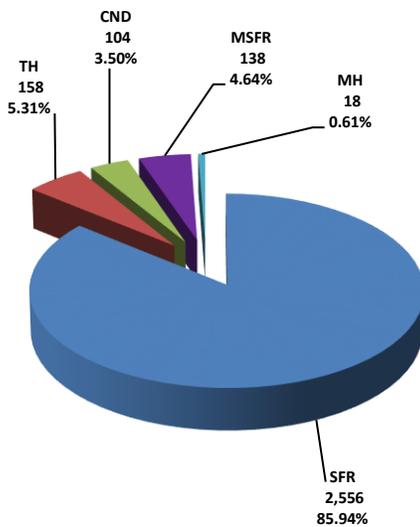
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### Active Listings

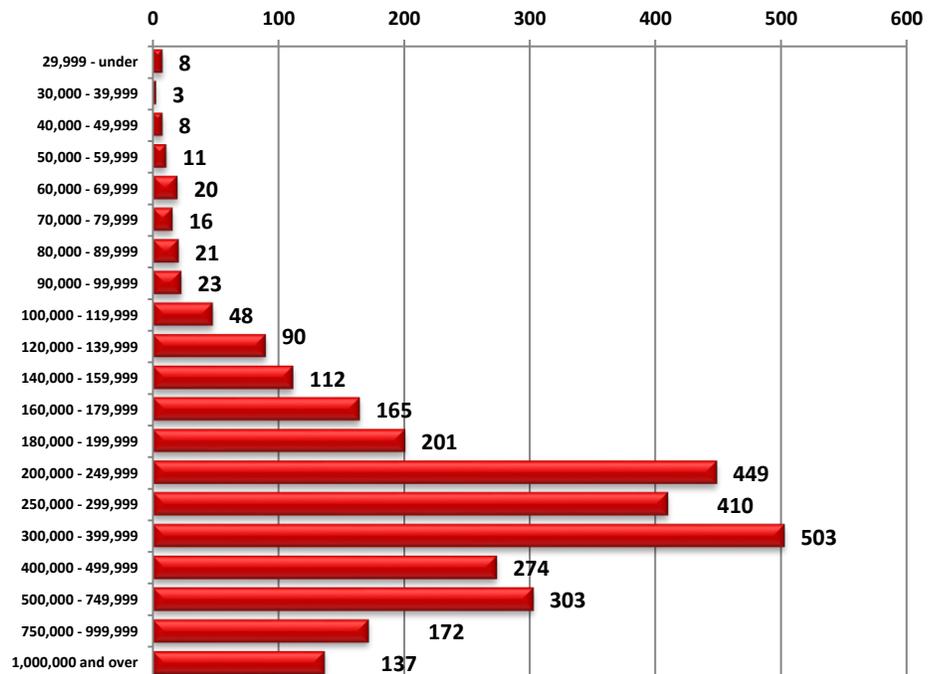


Area	# of Listings
C	399
E	245
N	372
NE	176
NW	698
S	95
SE	83
SW	149
UNW	145
USE	197
W	188
XNE	19
XNW	13
XSE	11
XSW	35
XW	149

### Active Listings Unit Breakdown

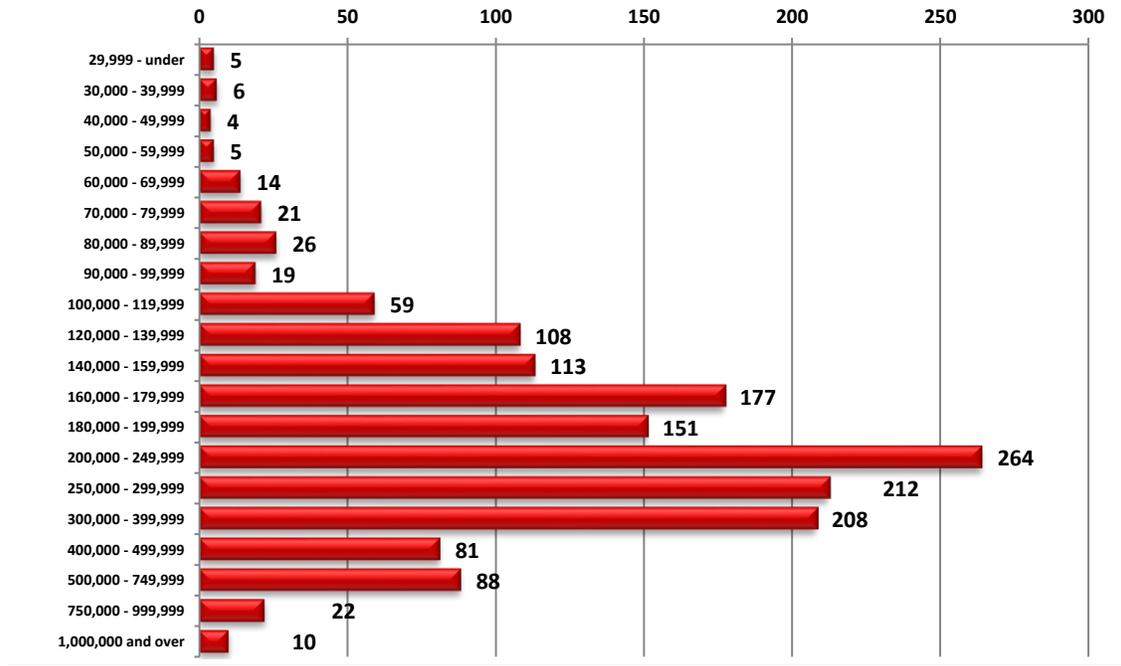


### Active Listings Price Breakdown



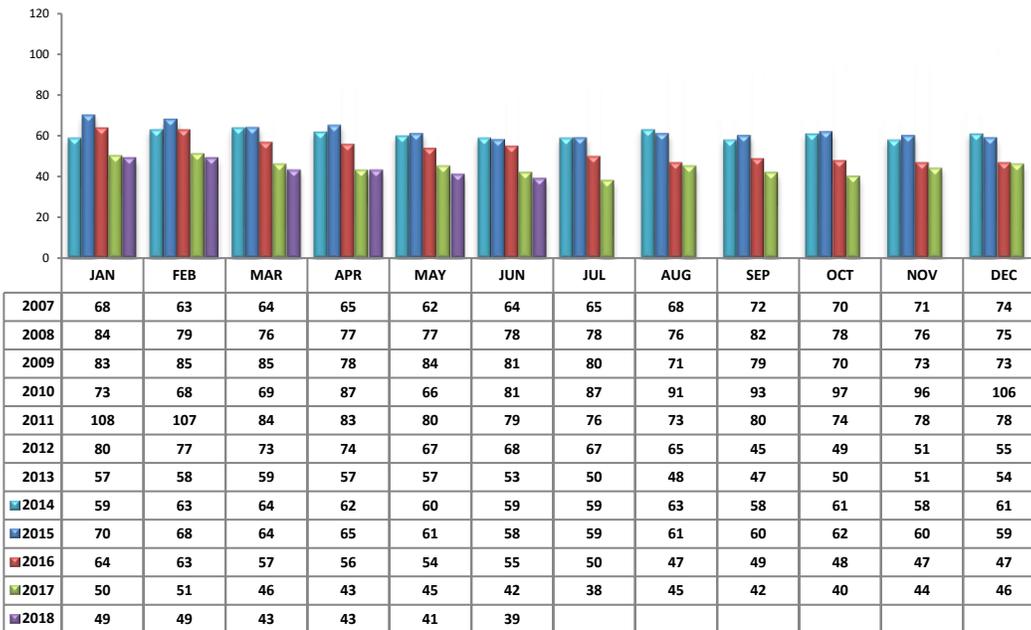
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**Sold Price Breakdown**



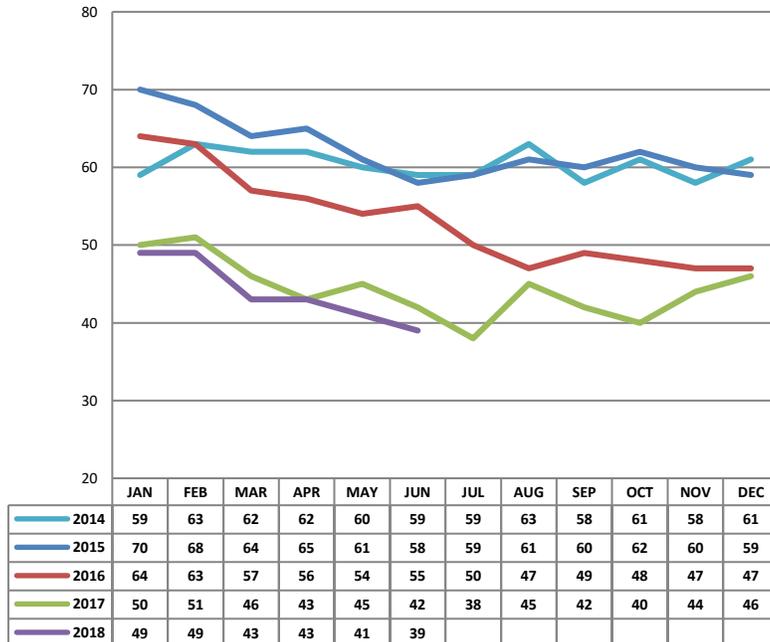
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### Average Days on Market/Listing - June 2018

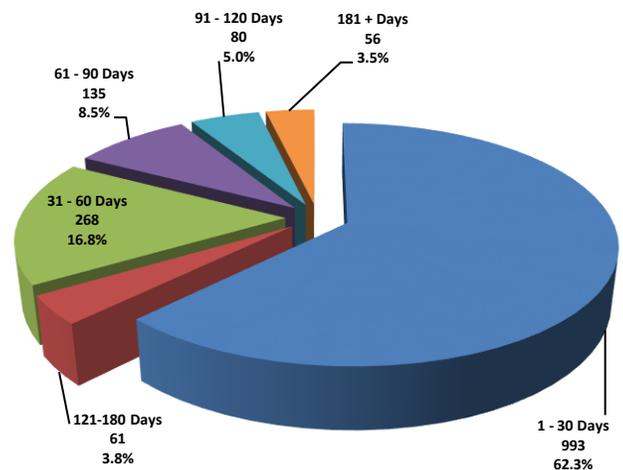


Area	# of Listings
C	30
E	30
N	52
NE	40
NW	40
S	30
SE	39
SW	38
UNW	63
USE	36
W	33
XNE	0
XNW	35
XSE	130
XSW	24
XW	81

### Annual Comparison - Average Days on Market

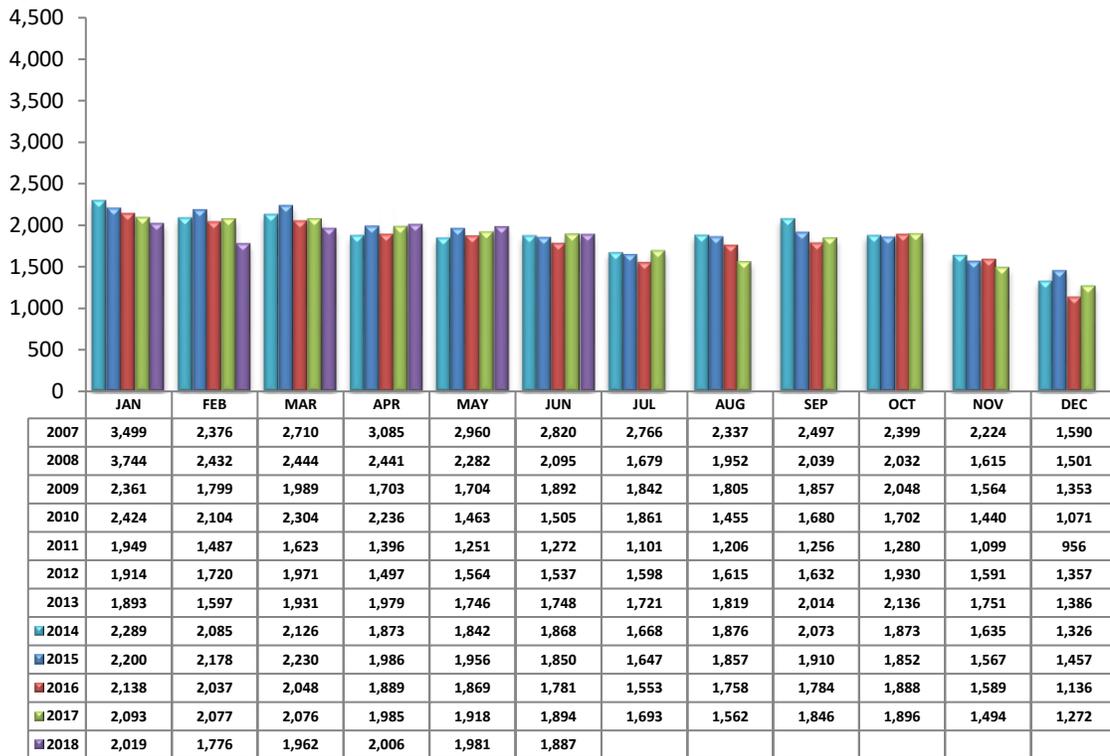


### Average Days on Market/Listing Breakdown



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**New Listings - June 2018**



Area	# of Listings
C	312
E	193
N	176
NE	106
NW	387
S	97
SE	58
SW	97
UNW	53
USE	143
W	138
XNE	4
XNW	10
XSE	3
XSW	13
XW	97

\*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.
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
Feb 2018	93	213	59
Mar 2018	119	274	50
Apr 2018	112	218	41
May 2018	104	261	49
June 2018	89	276	56

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### Notes on 2017 Area Boundary Updates

In June 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 June 2018 Sales Statistics produced for TAR, MLSSAZ re-calculated and adjusted figures dating back to June 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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