

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

- Total Sales Volume of \$294,286,393 is down from \$322,056,857 in October resulting in an 8.62% decrease but is up 5.31% from November 2017.
- The Average Sales Price of \$258,599 is an increase of 2.78% from \$251,606 last month.
- Average List Price of \$264,688 is an increase of 3.11% from \$256,699 in October.
- Total Under Contract of 1,464 is a decrease of 5.67% since October's number of 1,552.
- Total Unit Sales of 1,138 is a decrease of 11.09% since last month's number of 1,280.
- The Median Sales Price of \$219,000 increased 1.86% from \$215,000 in October and is up 5.53% from last year's number of \$207,527.
- New Listings of 1,595 have decreased 11.54% from 1,803 in October.
- Total Active Listings of 3,332 is an increase from 3,327 in October.
- Average Days on Market decreased from 41 to 38 this month.
- Conventional loan sales of 48.6% exceeded Cash Sales of 24.4%.



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®.

Judith Grammond
2018 MLSSAZ President

Barbara Wilson
2019 TAR President



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 2018 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
November	\$294,286,393	\$279,460,100	5.31%
October	\$322,056,857	\$288,890,599	11.48%
Month % Change	-8.62%	-3.26%	

Average Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
November	\$258,599	\$246,437	4.94%
October	\$251,606	\$238,358	5.56%
Month % Change	2.78%	3.39%	

Average List Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
November	\$264,688	\$252,533	4.81%
October	\$256,699	\$243,801	5.29%
Month % Change	3.11%	3.58%	

Total Under Contract

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
November	1,464	1,531	-4.38%
October	1,552	1,653	-6.11%
Month % Change	-5.67%	-7.38%	

Total Unit Sales

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
November	1,138	1,134	0.35%
October	1,280	1,212	5.61%
Month % Change	-11.09%	-6.44%	

Median Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
November	\$219,000	\$207,527	5.53%
October	\$215,000	\$199,900	7.55%
Month % Change	1.86%	3.82%	

New Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
November	1,595	1,494	6.76%
October	1,803	1,896	-4.91%
Month % Change	-11.54%	-21.20%	

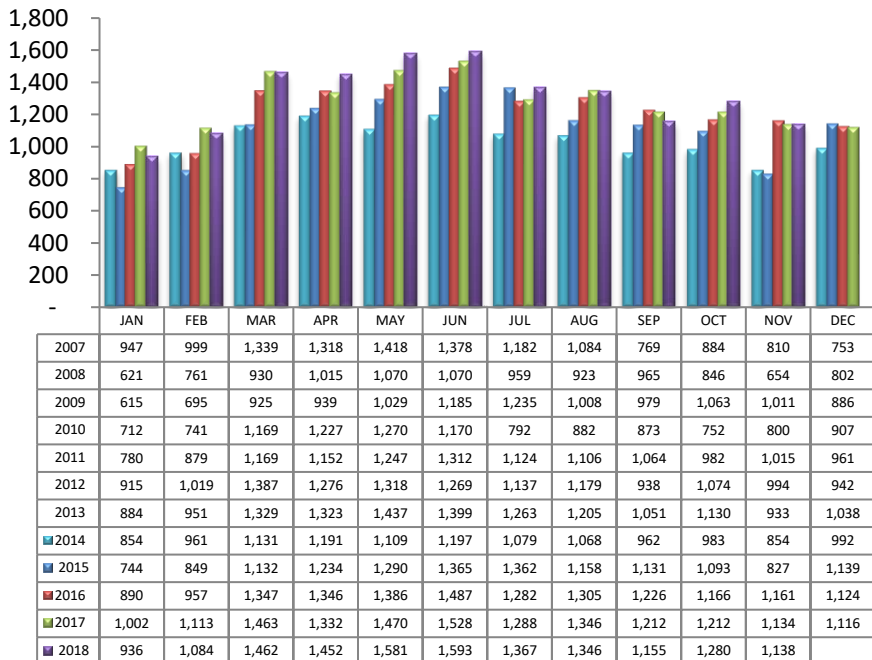
Active Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
November	3,332	3,611	-7.73%
October	3,327	3,689	-9.81%
Month % Change	0.15%	-2.11%	

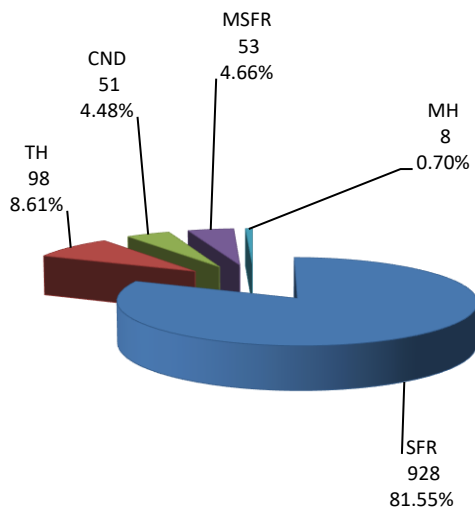
November 2018 - Active and Sold by Zip Code

<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>
85145	16	9	56.25%	85645	0	0	0.00%	85713	82	28	34.15%	85740	0	0	0.00%
85245	0	0	0.00%	85648	0	0	0.00%	85714	16	11	68.75%	85741	72	52	72.22%
85601	0	0	0.00%	85653	127	36	28.35%	85715	54	31	57.41%	85742	137	54	39.42%
85602	0	0	0.00%	85658	191	28	14.66%	85716	84	31	36.90%	85743	123	43	34.96%
85611	0	0	0.00%	85701	29	0	0.00%	85717	0	0	0.00%	85745	128	48	37.50%
85614	1	0	0.00%	85703	0	0	0.00%	85718	206	42	20.39%	85746	50	27	54.00%
85616	0	0	0.00%	85704	124	39	31.45%	85719	106	26	24.53%	85747	81	40	49.38%
85619	18	1	5.56%	85705	79	31	39.24%	85730	77	33	42.86%	85748	68	29	42.65%
85622	0	0	0.00%	85706	39	33	84.62%	85734	0	0	0.00%	85749	102	30	29.41%
85623	13	4	30.77%	85709	2	0	0.00%	85735	47	15	31.91%	85750	165	49	29.70%
85629	1	0	0.00%	85710	106	65	61.32%	85736	29	2	6.90%	85755	188	42	22.34%
85637	6	0	0.00%	85711	85	36	42.35%	85737	137	40	29.20%	85756	72	22	30.56%
85641	203	64	31.53%	85712	60	41	68.33%	85739	144	36	25.00%	85757	64	20	31.25%

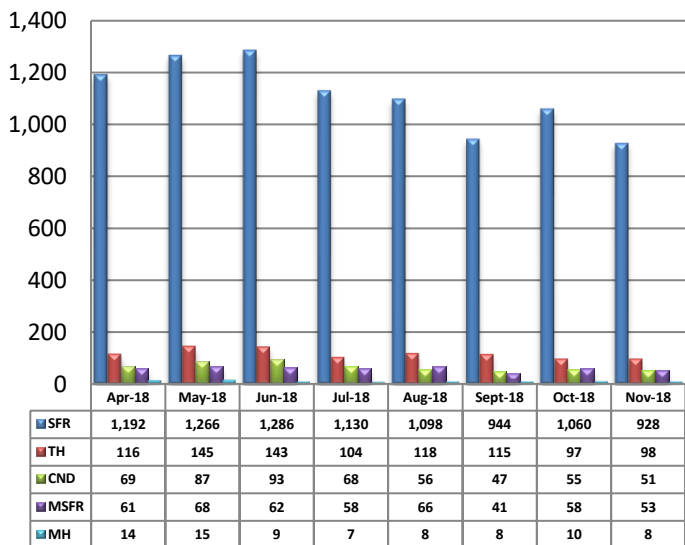
Total Unit Sales – November 2018



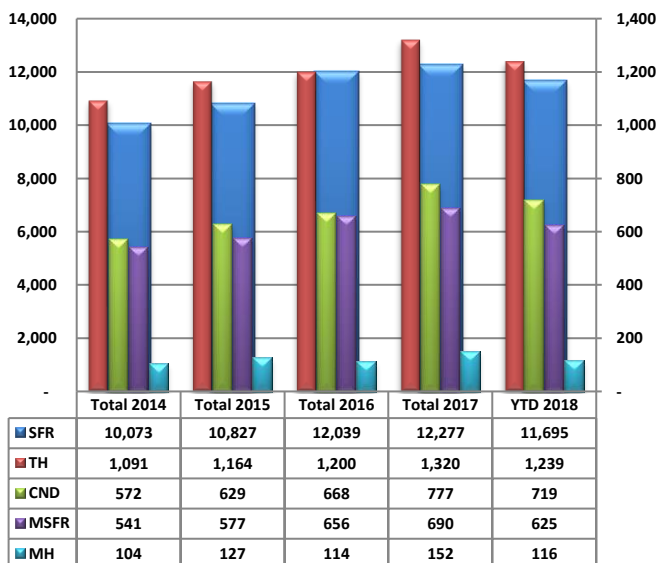
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

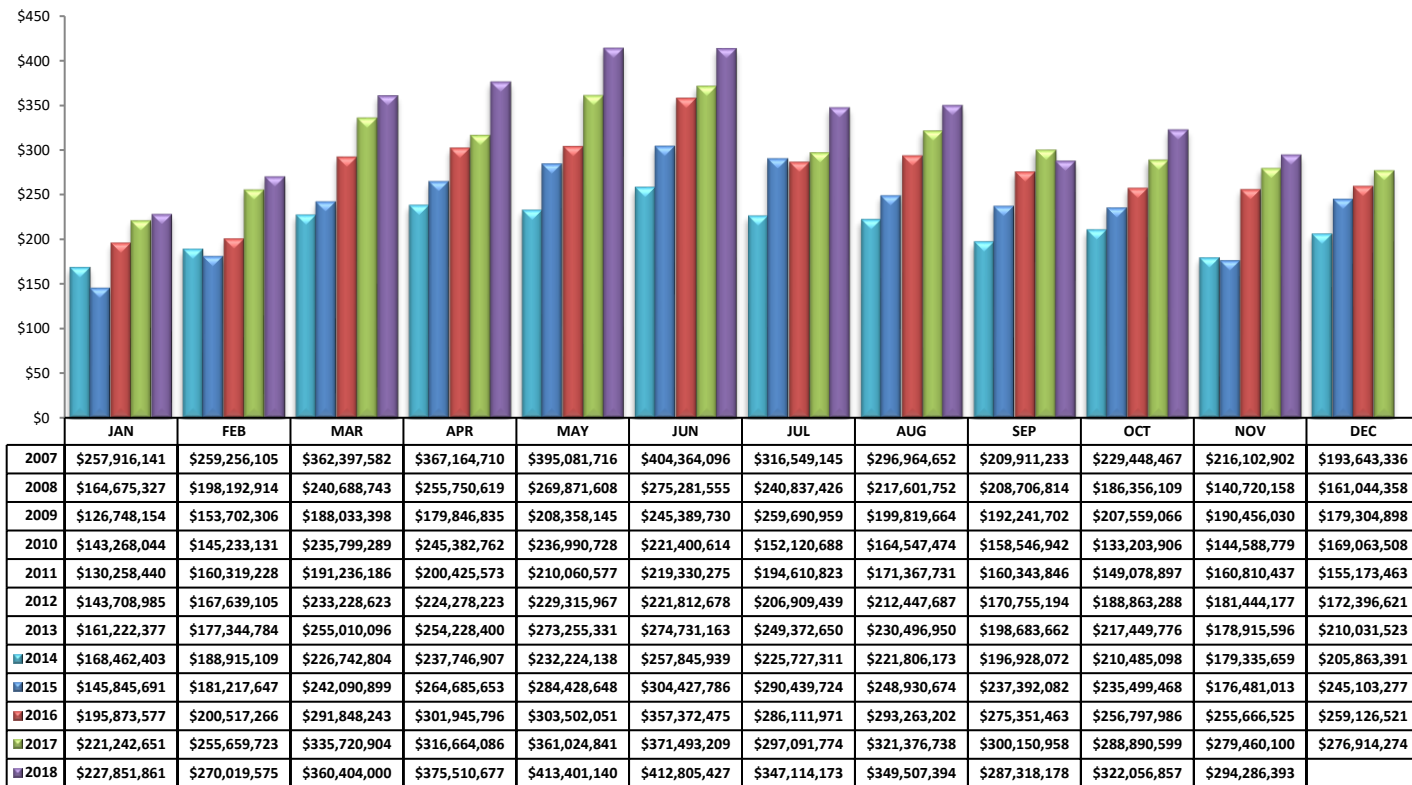


YTD Annual Comparison – Breakdown by Type

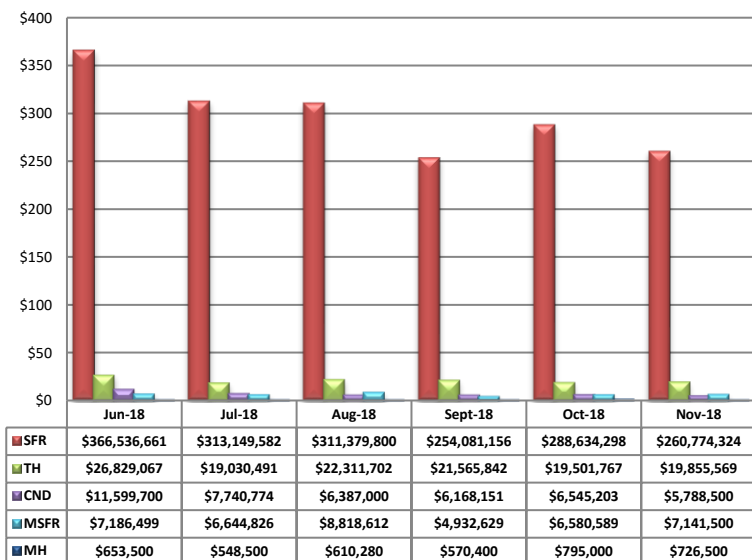


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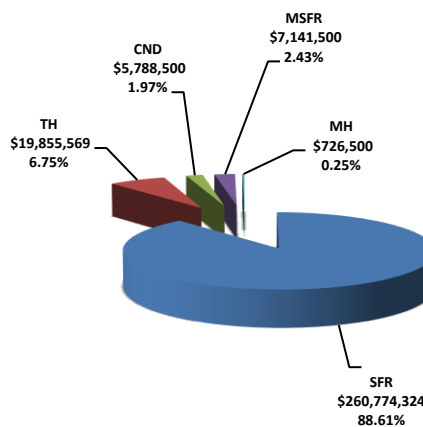
Total Sales Volume - November 2018



Total Sales Volume By Type - Monthly Comparison

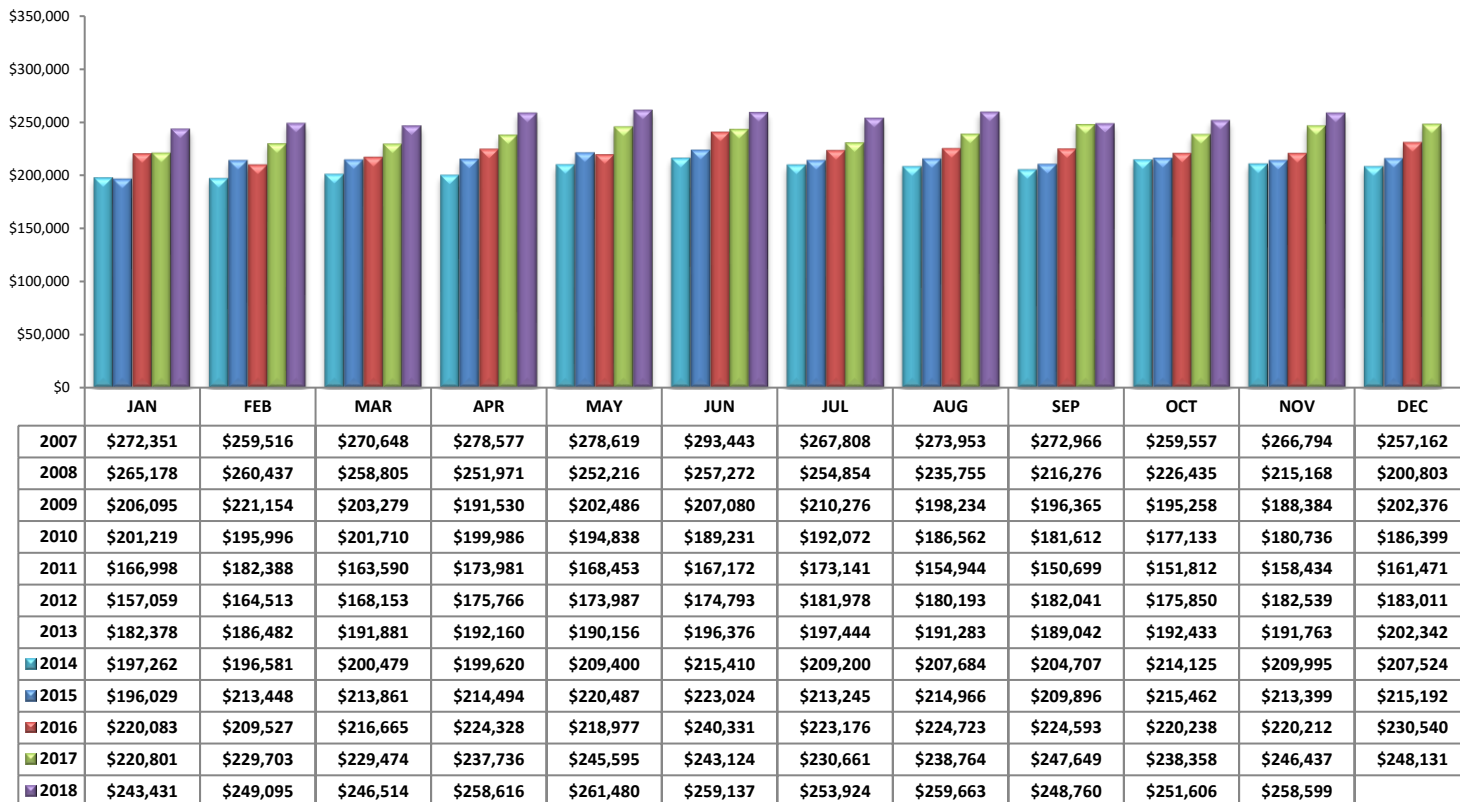


Monthly Volume by Type

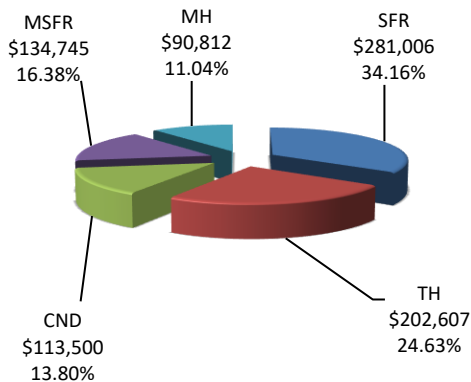


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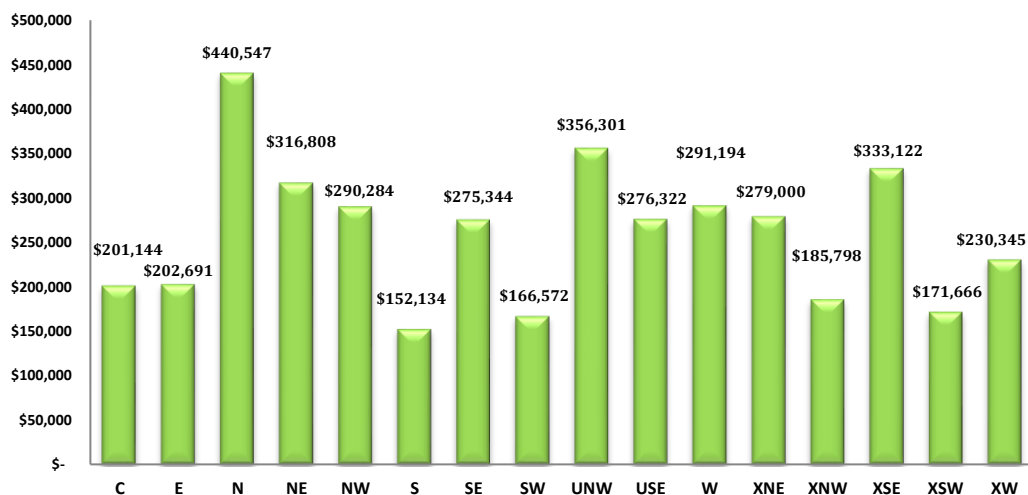
Average Sales Price – November 2018



Average Sales Price by Type – November 2018

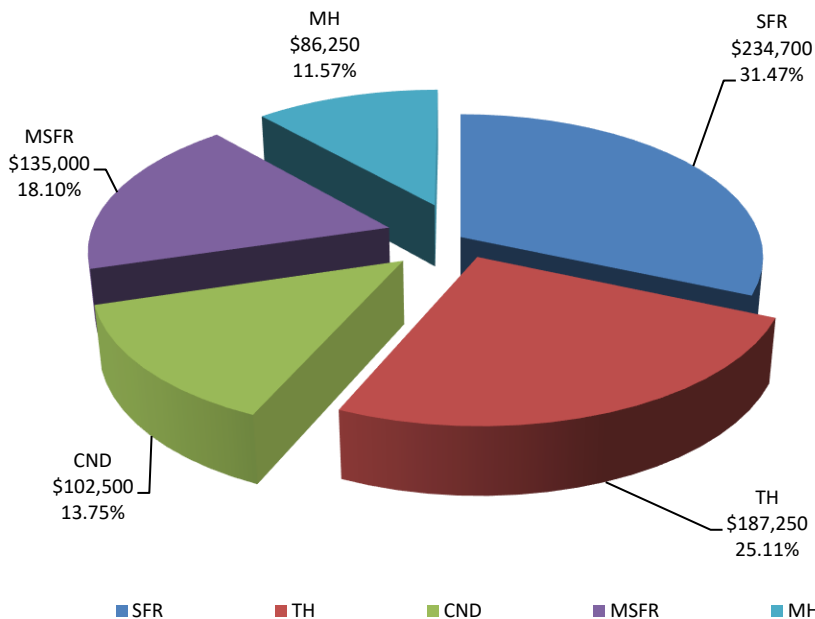


Average "Listing" Price per Area – November 2018

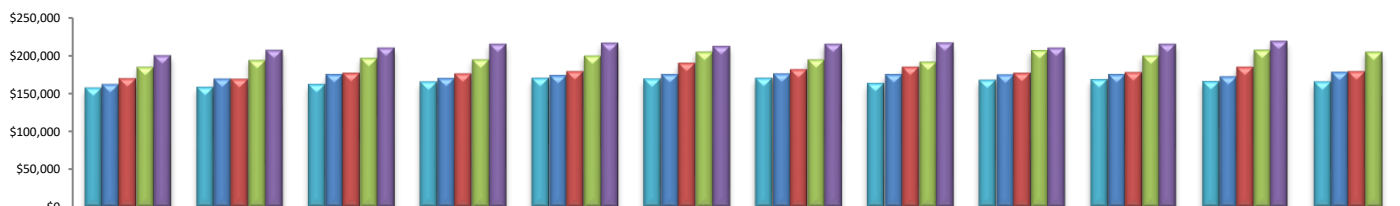


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Median Sale Price - by Type



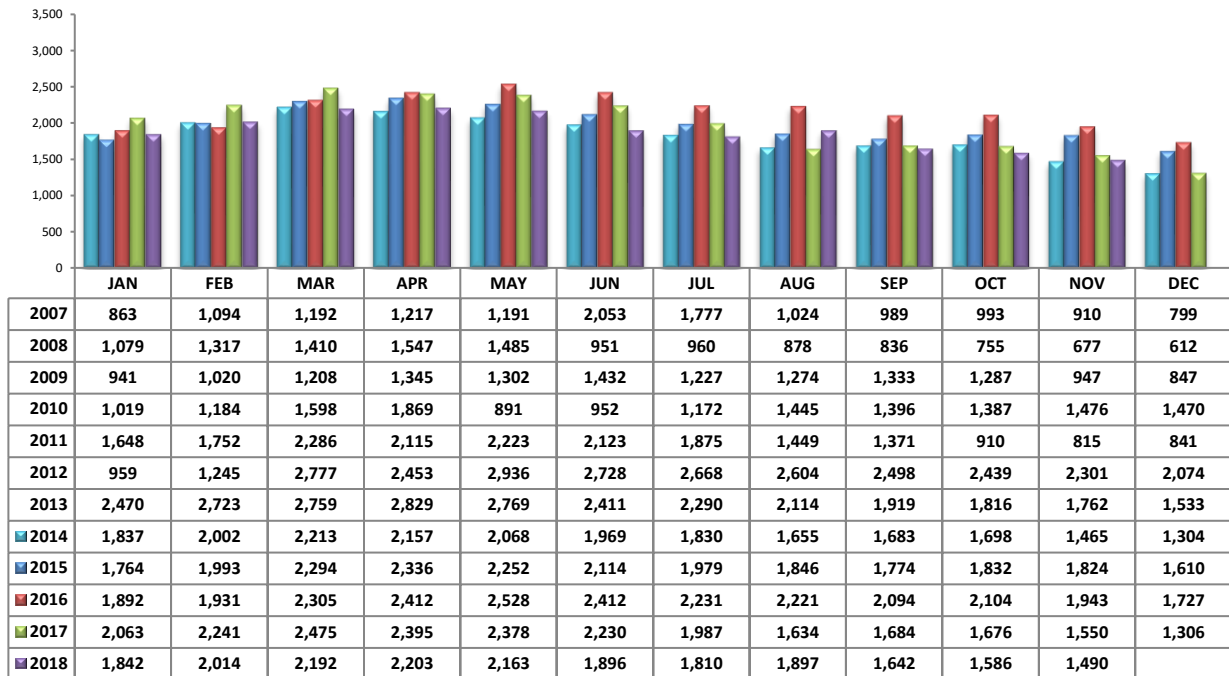
Median Sale Price - November 2018



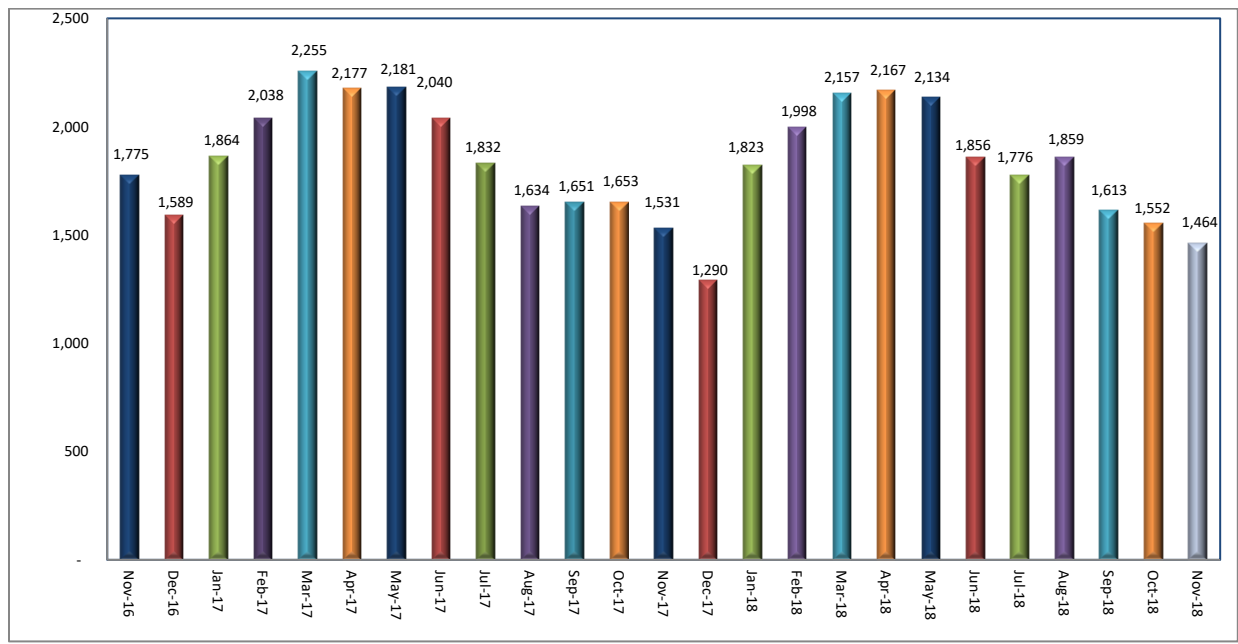
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2007	\$220,365	\$219,500	\$220,815	\$224,921	\$223,000	\$225,000	\$217,000	\$220,495	\$215,000	\$210,000	\$212,000	\$210,000
2008	\$203,000	\$199,900	\$200,000	\$195,000	\$202,000	\$200,000	\$199,900	\$185,000	\$180,000	\$180,000	\$177,300	\$168,000
2009	\$163,000	\$177,750	\$165,000	\$162,500	\$169,900	\$165,000	\$169,000	\$162,335	\$163,000	\$158,000	\$162,500	\$154,262
2010	\$160,000	\$150,000	\$157,680	\$159,000	\$151,000	\$149,450	\$150,000	\$150,750	\$145,855	\$140,000	\$139,900	\$139,500
2011	\$134,250	\$137,000	\$125,000	\$132,000	\$127,000	\$126,000	\$125,000	\$122,200	\$117,500	\$120,000	\$122,000	\$120,000
2012	\$125,000	\$125,000	\$132,900	\$134,000	\$140,000	\$140,000	\$140,000	\$145,000	\$144,950	\$143,000	\$144,627	\$147,500
2013	\$145,000	\$149,000	\$150,050	\$157,000	\$156,500	\$160,000	\$159,900	\$160,500	\$155,399	\$155,000	\$159,500	\$157,900
2014	\$157,250	\$158,000	\$162,000	\$165,000	\$169,900	\$168,815	\$170,000	\$163,000	\$167,200	\$168,000	\$165,712	\$165,000
2015	\$162,000	\$169,000	\$175,000	\$170,000	\$173,750	\$175,000	\$175,750	\$175,000	\$174,500	\$175,000	\$172,000	\$178,000
2016	\$169,900	\$168,900	\$177,050	\$176,000	\$179,000	\$190,000	\$181,500	\$185,000	\$177,000	\$178,000	\$184,900	\$179,000
2017	\$185,000	\$194,000	\$197,000	\$195,000	\$199,950	\$205,000	\$195,000	\$192,000	\$206,915	\$199,900	\$207,527	\$205,000
2018	\$200,000	\$207,000	\$210,000	\$215,000	\$216,500	\$212,000	\$215,000	\$216,950	\$210,000	\$215,000	\$219,000	

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Newly Under Contract During The Month

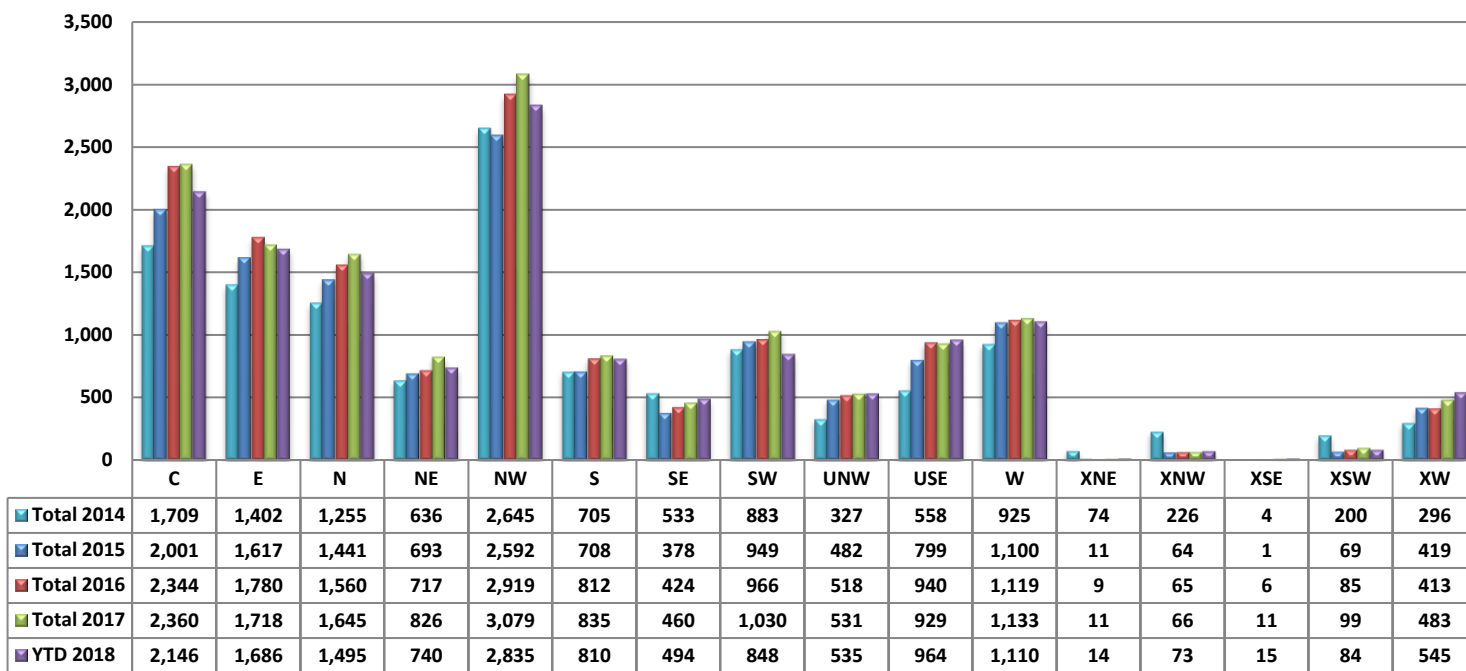


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area – Annual Comparison



Average \$ Sold per Area by # of Bedrooms

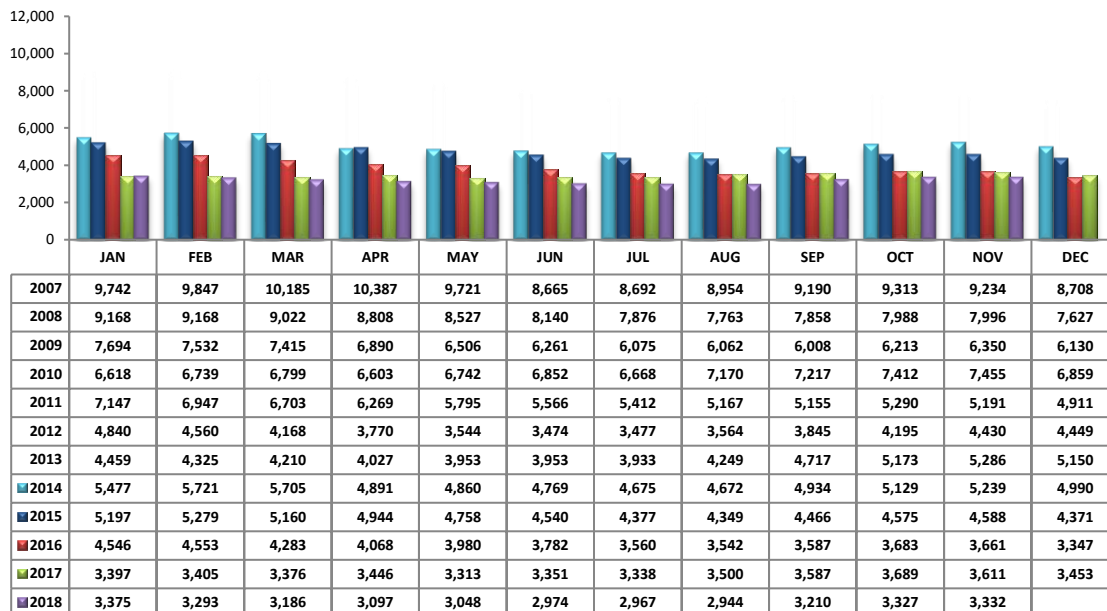
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$ 151,324	\$ 199,230	\$ 208,222	\$ 465,521	\$ 196,525
E	\$ 128,000	\$ 189,585	\$ 202,834	\$ 355,745	\$ 196,861
N	\$ 245,562	\$ 354,653	\$ 641,371	\$ 612,800	\$ 427,709
NE	\$ 137,552	\$ 311,283	\$ 415,084	\$ 541,500	\$ 307,907
NW	\$ 237,870	\$ 274,165	\$ 326,021	\$ 438,750	\$ 284,197
S	\$ 102,500	\$ 146,135	\$ 169,935	\$ 155,625	\$ 150,398
SE	\$ 182,000	\$ 235,305	\$ 321,961	\$ 291,050	\$ 272,859
SW	\$ 110,240	\$ 162,937	\$ 187,182	\$ 238,333	\$ 162,846
UNW	\$ 302,288	\$ 379,178	\$ 400,750	\$ -	\$ 347,578
USE	\$ 241,066	\$ 257,272	\$ 288,136	\$ 309,285	\$ 271,701
W	\$ 170,687	\$ 270,804	\$ 319,353	\$ 422,100	\$ 285,079
XNE	\$ -	\$ 255,000	\$ -	\$ -	\$ 255,000
XNW	\$ -	\$ 169,500	\$ 186,047	\$ 230,000	\$ 183,576
XSE	\$ -	\$ 300,000	\$ 366,245	\$ -	\$ 333,122
XSW	\$ -	\$ 159,333	\$ -	\$ -	\$ 159,333
XW	\$ 287,816	\$ 204,351	\$ 252,777	\$ -	\$ 224,500

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	52	82	21	7	162
E	18	71	28	10	127
N	25	41	31	5	102
NE	19	21	23	3	66
NW	60	113	64	8	245
S	4	40	18	2	64
SE	1	17	13	5	36
SW	15	32	23	3	73
UNW	17	21	2	0	40
USE	8	32	27	7	74
W	16	35	28	10	89
XNE	0	1	0	0	1
XNW	0	4	4	1	9
XSE	0	1	1	0	2
XSW	0	3	0	0	3
XW	1	27	17	0	45

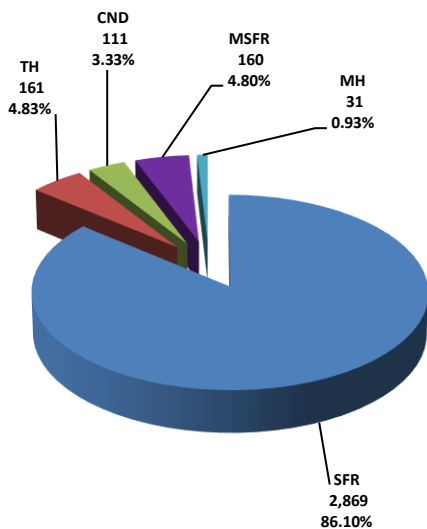
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Active Listings

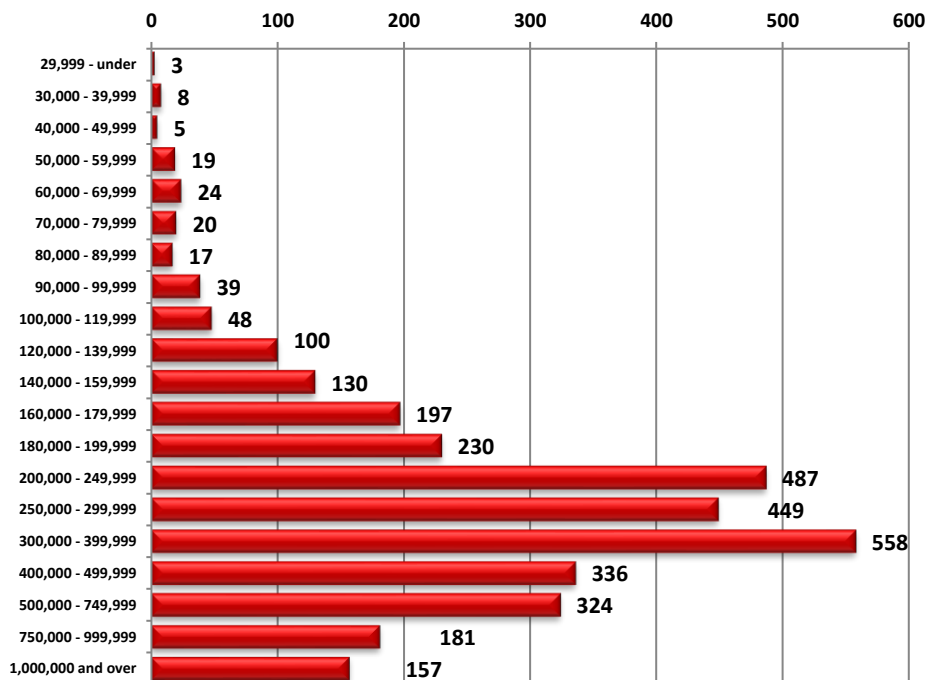


Area	# of Listings
C	442
E	250
N	426
NE	167
NW	786
S	108
SE	99
SW	188
UNW	167
USE	217
W	223
XNE	18
XNW	16
XSE	15
XSW	40
XW	170

Active Listings Unit Breakdown

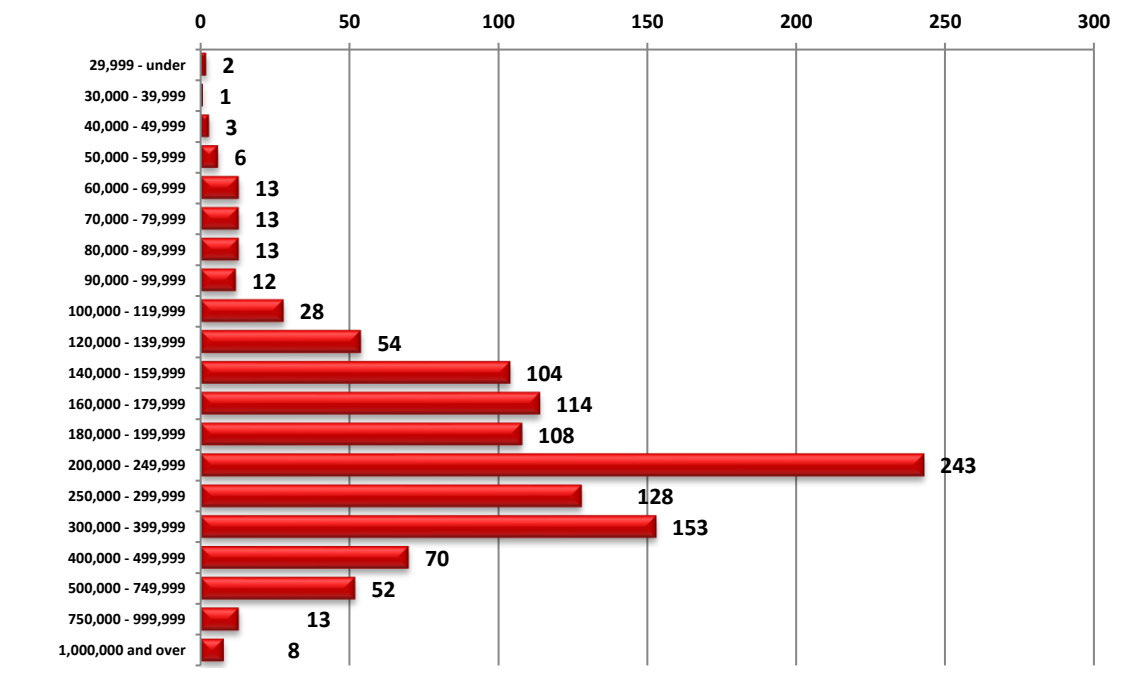


Active Listings Price Breakdown



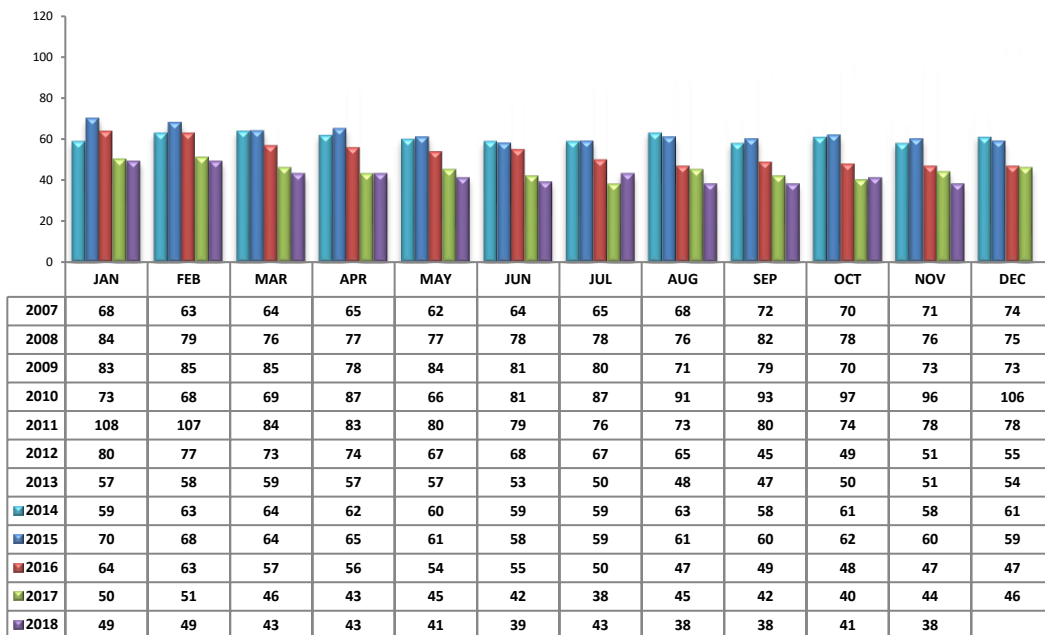
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Sold Price Breakdown



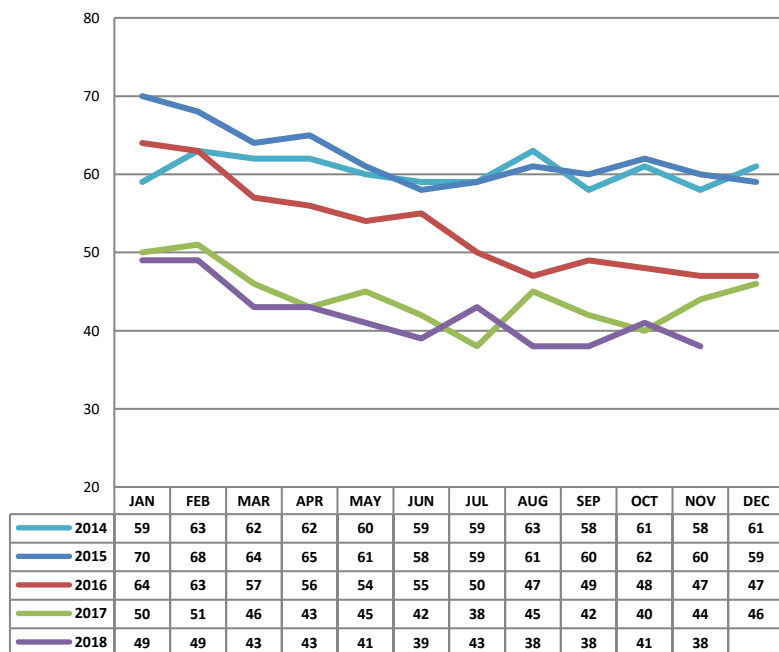
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Average Days on Market/Listing - November 2018

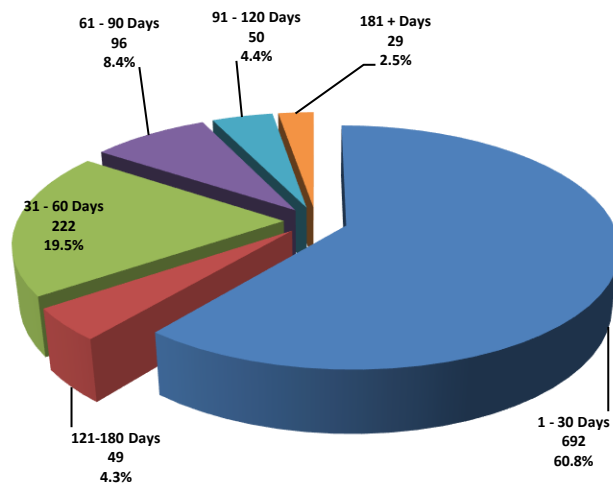


Area	# of Listings
C	35
E	26
N	46
NE	56
NW	35
S	27
SE	32
SW	37
UNW	37
USE	41
W	38
XNE	112
XNW	34
XSE	1
XSW	33
XW	62

Annual Comparison - Average Days on Market

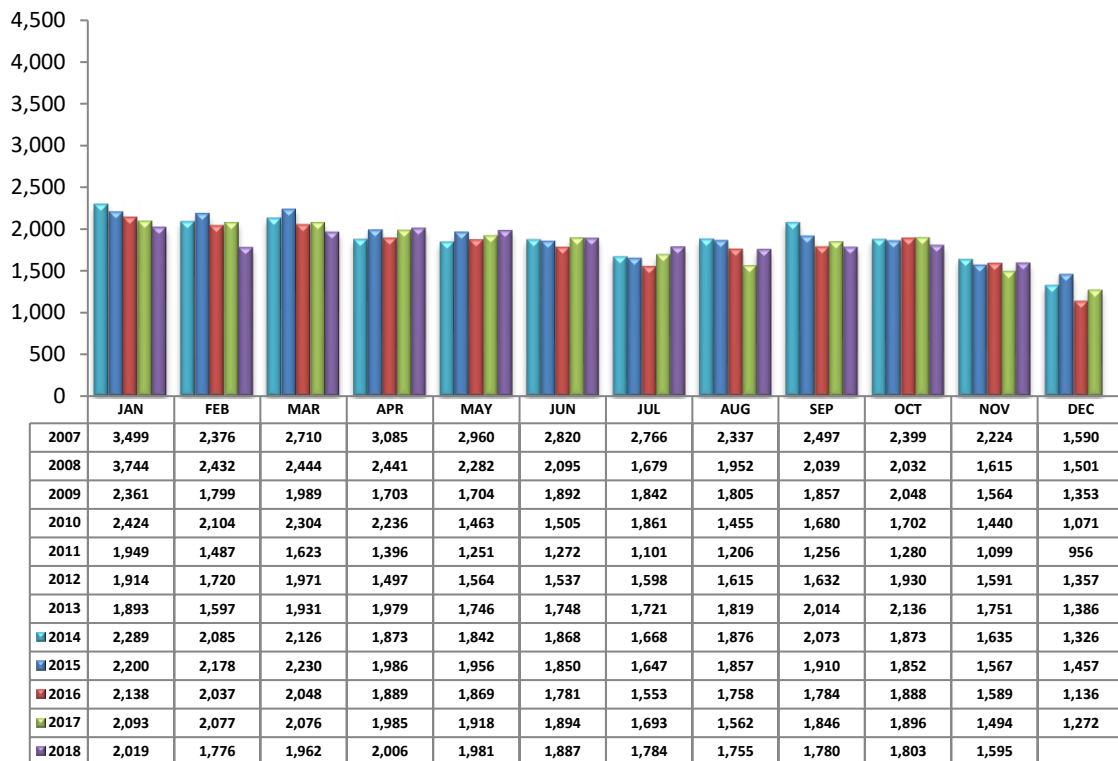


Average Days on Market/Listing Breakdown



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New Listings - November 2018



Area	# of Listings
C	237
E	157
N	159
NE	74
NW	353
S	90
SE	49
SW	98
UNW	61
USE	109
W	127
XNE	1
XNW	8
XSE	0
XSW	10
XW	62

*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.
Feb 2018	93	213	59
Mar 2018	119	274	50
Apr 2018	112	218	41
May 2018	104	261	49
Jun 2018	89	276	56
Jul 2018	99	233	53
Aug 2018	83	298	58
Sept 2018	83	239	44
Oct 2018	87	291	54
Nov 2018	91	236	54

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Notes on 2017 Area Boundary Updates

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

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.