

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

- Total Sales Volume of \$271,585,079 is down from \$294,286,393 in November resulting in an 7.62% decrease.
- The Average Sales Price of \$251,255 is a decrease of 2.84% from \$258,599 last month.
- Average List Price of \$256,519 is a decrease of 3.09% from \$264,688 in November.
- Total Under Contract of 1,203 is a decrease of 17.83% since November's number of 1,464.
- Total Unit Sales of 1,082 is a decrease of 4.92% since last month's number of 1,138.
- The Median Sales Price of \$205,000 decreased 6.39% from \$219,000 in November and is exactly the same number as December 2017.
- New Listings of 1,285 have decreased 19.44% from 1,595 in November.
- Total Active Listings of 3,212 are a decrease from 3,332 in November.
- Average Days on Market increased from 38 to 40 this month.
- Conventional loan sales of 47.2% exceeded Cash Sales of 23.1%.



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No matter what area or type of home you are interested in, you have a variety of options.

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Cheryl Terpening  
2019 MLSSAZ President

Barbara Wilson  
2019 TAR President



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

### Total Sales Volume

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
December	\$271,858,079	\$276,914,274	-1.83%
November	\$294,286,393	\$279,460,100	5.31%
Month % Change	-7.62%	-0.91%	

### Average Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
December	\$251,255	\$248,131	1.26%
November	\$258,599	\$246,437	4.94%
Month % Change	-2.84%	0.69%	

### Average List Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
December	\$256,519	\$255,058	0.57%
November	\$264,688	\$252,533	4.81%
Month % Change	-3.09%	1.00%	

### Total Under Contract

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
December	1,203	1,290	-6.74%
November	1,464	1,531	-4.38%
Month % Change	-17.83%	-15.74%	

### Total Unit Sales

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
December	1,082	1,116	-3.05%
November	1,138	1,134	0.35%
Month % Change	-4.92%	-1.59%	

### Median Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
December	\$205,000	\$205,000	0.00%
November	\$219,000	\$207,527	5.53%
Month % Change	-6.39%	-1.22%	

### New Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
December	1,285	1,272	1.02%
November	1,595	1,494	6.76%
Month % Change	-19.44%	-14.86%	

### Active Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
December	3,212	3,453	-6.98%
November	3,332	3,611	-7.73%
Month % Change	-3.60%	-4.38%	

## December 2018 - Active and Sold by Zip Code

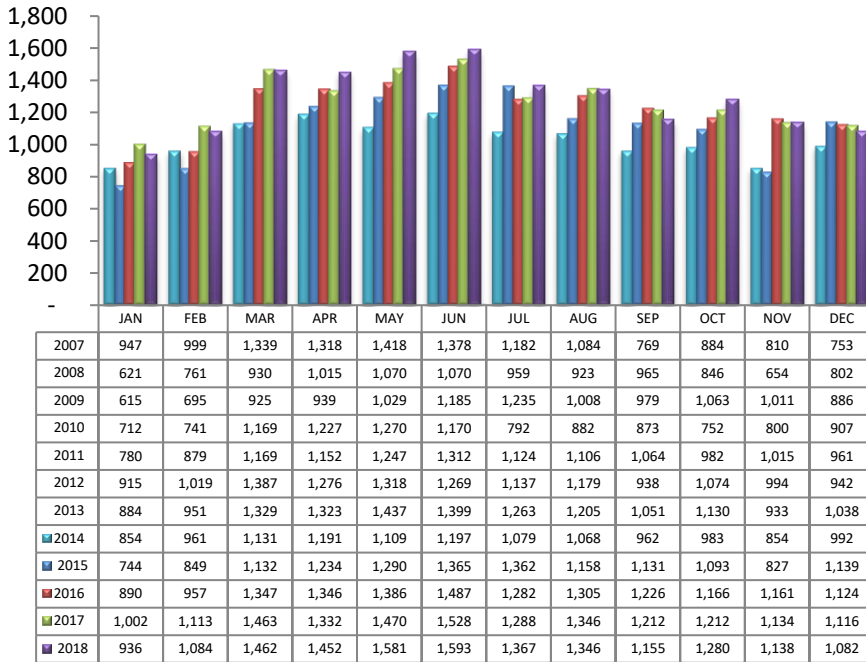
<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>	<u>Zip Code</u>	<u># Active</u>	<u># Sold</u>	<u>%</u>
85145	11	8	72.73%	85645	0	0	0.00%	85713	80	48	60.00%	85740	0	0	0.00%
85245	0	0	0.00%	85648	0	0	0.00%	85714	15	11	73.33%	85741	67	30	44.78%
85601	0	0	0.00%	85653	124	37	29.84%	85715	54	21	38.89%	85742	134	49	36.57%
85602	0	0	0.00%	85658	186	36	19.35%	85716	80	30	37.50%	85743	113	52	46.02%
85611	0	0	0.00%	85701	20	4	20.00%	85717	0	0	0.00%	85745	113	40	35.40%
85614	2	0	0.00%	85703	0	0	0.00%	85718	205	38	18.54%	85746	51	27	52.94%
85616	0	0	0.00%	85704	103	30	29.13%	85719	92	22	23.91%	85747	71	38	53.52%
85619	17	0	0.00%	85705	71	29	40.85%	85730	71	47	66.20%	85748	59	27	45.76%
85622	0	0	0.00%	85706	52	28	53.85%	85734	0	0	0.00%	85749	98	18	18.37%
85623	14	2	14.29%	85709	2	1	0.00%	85735	45	14	31.11%	85750	168	42	25.00%
85629	2	1	50.00%	85710	120	53	44.17%	85736	25	3	12.00%	85755	181	46	25.41%
85637	6	0	0.00%	85711	85	40	47.06%	85737	128	48	37.50%	85756	68	36	52.94%
85641	198	47	23.74%	85712	69	37	53.62%	85739	140	24	17.14%	85757	72	18	25.00%

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	4	0	1	5	3	C	420	1 -30 Days	633
\$30,000 to \$39,999	7	1	2	10	1	E	251	31-60 Days	211
\$40,000 to \$49,999	8	2	1	11	4	N	423	61 - 90 Days	108
\$50,000 to \$59,999	21	4	1	26	9	NE	164	91-120 Days	54
\$60,000 to \$69,999	21	7	3	31	10	NW	736	121 - 180 Days	46
\$70,000 to \$79,999	17	13	4	34	9	S	118	Over 180 Days	30
\$80,000 to \$89,999	24	9	1	34	12	SE	94	<b>Avg. Days on Market</b>	
\$90,000 to \$99,999	32	12	2	46	16	SW	201	40	
\$100,000 to \$119,999	54	37	4	95	38	UNW	165	<b>Avg. Sold Price</b>	
\$120,000 to \$139,999	108	54	15	177	73	USE	200	\$251,255	
\$140,000 to \$159,999	111	75	15	201	84	W	203	<b>Median Sale Price</b>	
\$160,000 to \$179,999	178	115	16	309	125	XNE	17	\$205,000	
\$180,000 to \$199,999	222	86	24	332	124	XNW	11	<b>New Listings</b>	
\$200,000 to \$249,999	490	188	36	714	189	XSE	15	1,285	
\$250,000 to \$299,999	443	110	29	582	130	XSW	35		
\$300,000 to \$399,999	528	126	25	679	137	XW	159		
\$400,000 to \$499,999	322	70	15	407	52	<b>Sold Units per Area</b>		<b>Sales Volume by Area</b>	
\$500,000 to \$749,999	299	43	26	368	39	C	169	\$32,591,088	
\$750,000 to \$999,999	172	17	2	191	20	E	126	\$24,421,820	
\$1,000,000 and over	151	8	4	163	7	N	95	\$38,613,070	
						NE	42	\$13,847,650	
						NW	222	\$69,188,204	
						S	77	\$11,109,285	
						SE	25	\$6,288,045	
						SW	70	\$11,920,120	
						UNW	28	\$8,990,069	
						USE	71	\$18,081,084	
						W	95	\$23,454,455	
						XNE	0	\$0	
						XNW	8	\$1,653,325	
						XSE	2	\$557,799	
						XSW	5	\$610,000	
						XW	47	\$10,532,065	
						<b>Total Volume</b>		\$271,858,079	
<b>Totals</b>	<b>3,212</b>	<b>977</b>	<b>226</b>	<b>4,415</b>	<b>1,082</b>				
	<u>Dec-18</u>	<u>Dec-17</u>	<u>% Change</u>	<u>YTD 2018</u>	<u>YTD 2017</u>	<u>% Change</u>			
<b>Home Sales Volume</b>	\$271,858,079	\$276,914,274	-1.83%	\$3,932,133,754	\$3,625,689,857	8.45%			
<b>Home Sales Units</b>	1,082	1,116	-3.05%	15,476	15,216	1.71%			
<b>Average Sales Price (All Residential)</b>	\$251,255	\$248,131	1.26%	\$253,390	\$245,781	3.10%			
<b>Median Sales Price</b>	\$205,000	\$205,000	0.00%	\$210,715	\$204,490	3.04%			
<b>Average Days on Market:</b>	40	46	-13.04%	40	45	-11.11%			
<b>Average List Price for Sold:</b>	256,519	\$255,058	0.57%	\$258,848	\$251,979	2.73%			
<b>SP/LP %</b>	97.95%	97.28%		97.89%	97.54%				
<b>Total Under Contract</b>	1,203	1,290	-6.74%						
<b>Active Listings</b>	3,212	3,453	-6.98%						
<b>New Listings</b>	1,285	1,272	1.02%						

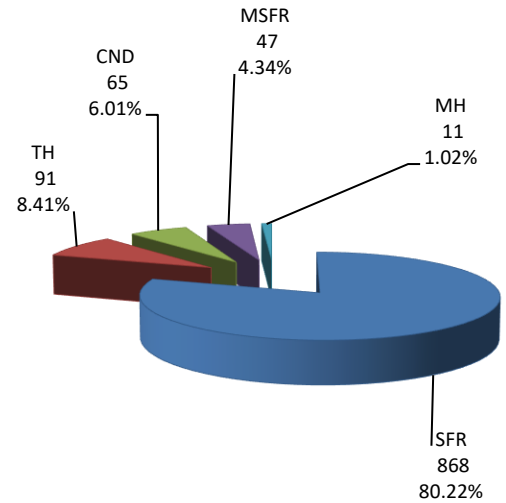
Types of Financing	Totals
FHA	172
VA	127
Other	16
Cash	250
Conventional	511
Cash/Loan	0
Carryback	6

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® nor the Multiple Listing Service of Southern Arizona guarantees nor is in any way responsible for its accuracy.

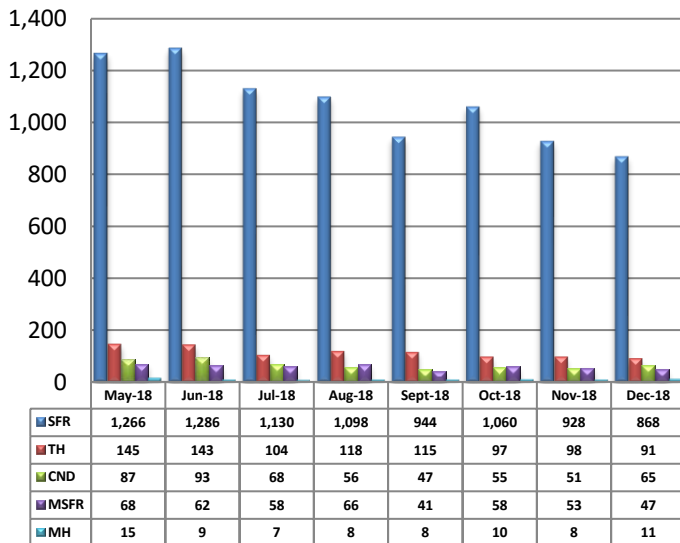
## Total Unit Sales - December 2018



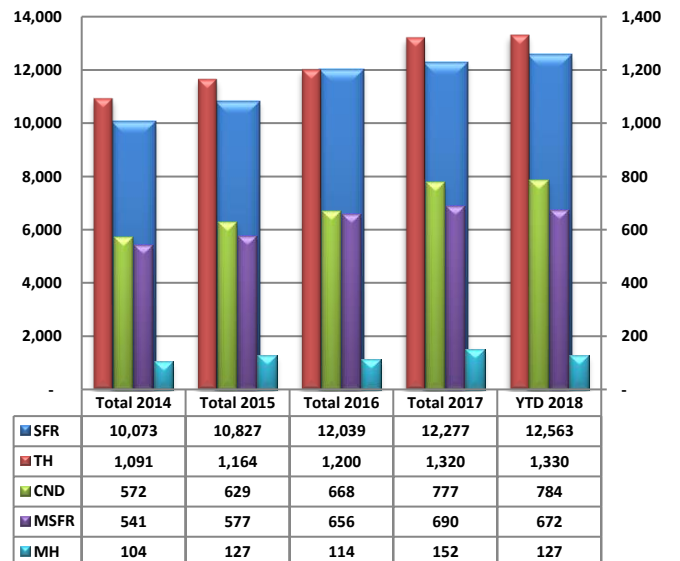
## Unit Sales - Breakdown by Type



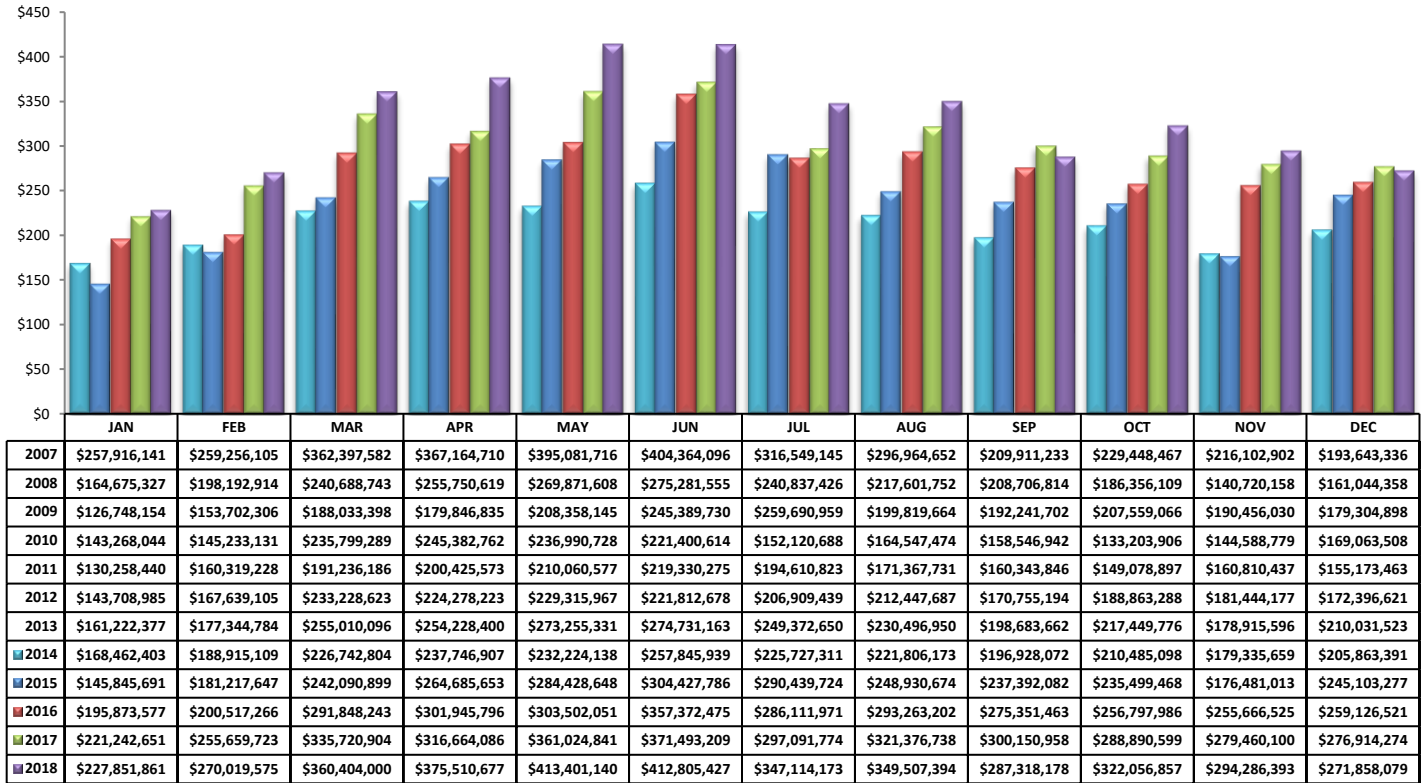
## Total Unit Sales By Type - Monthly Comparison



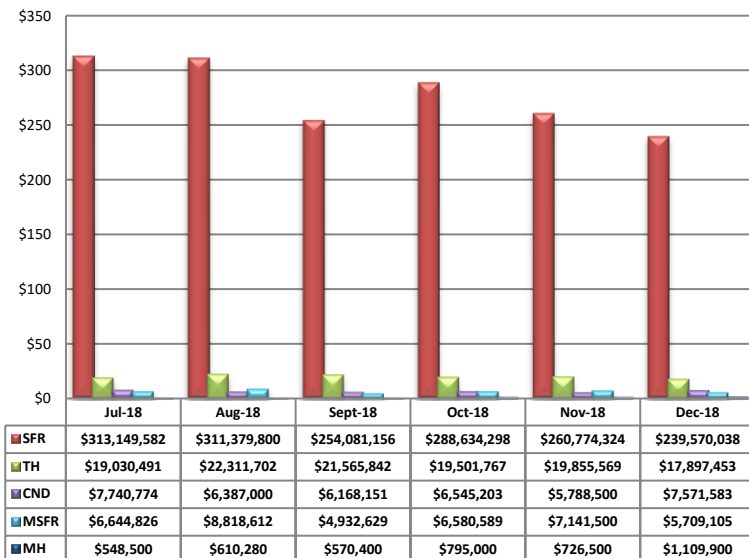
## YTD Annual Comparison - Breakdown by Type



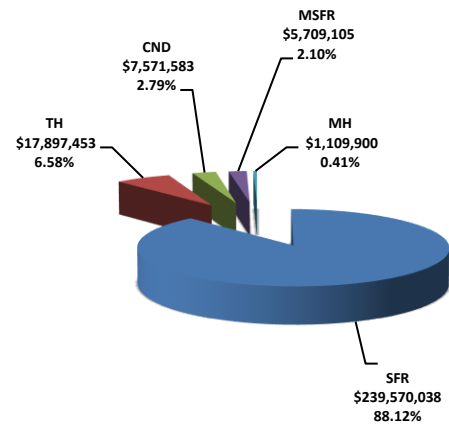
## Total Sales Volume - December 2018



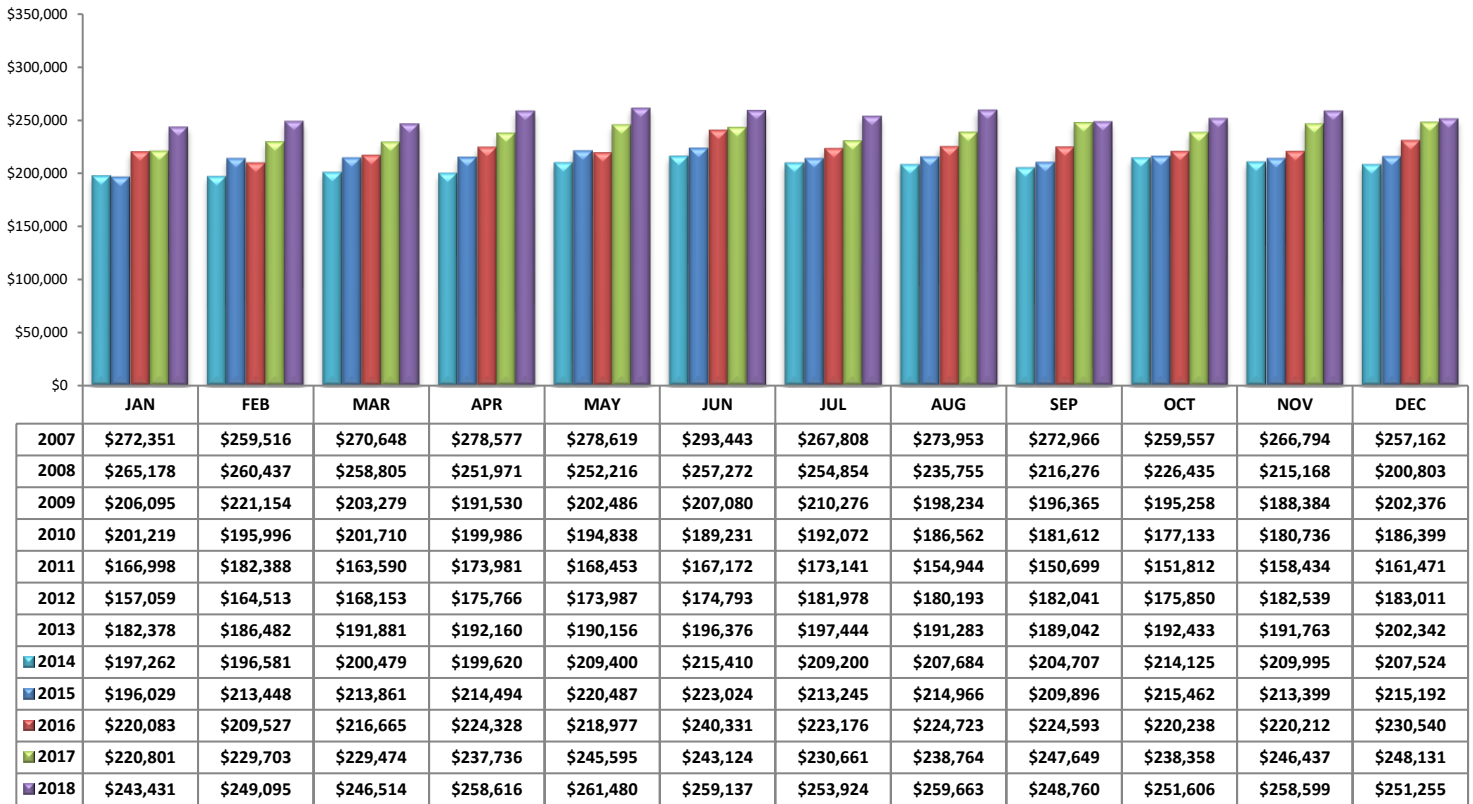
## Total Sales Volume By Type - Monthly Comparison



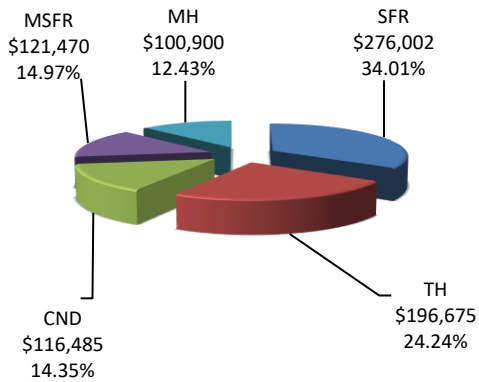
## Monthly Volume by Type



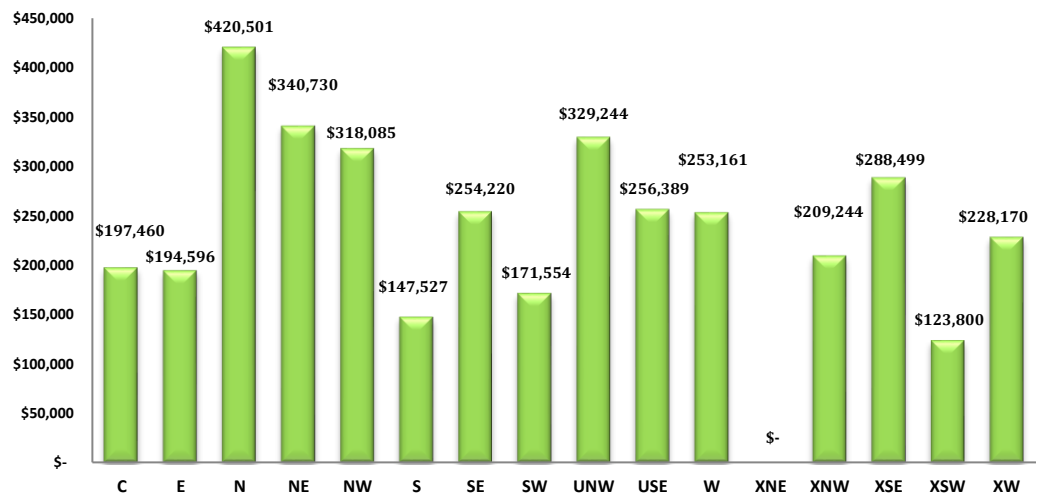
## Average Sales Price – December 2018



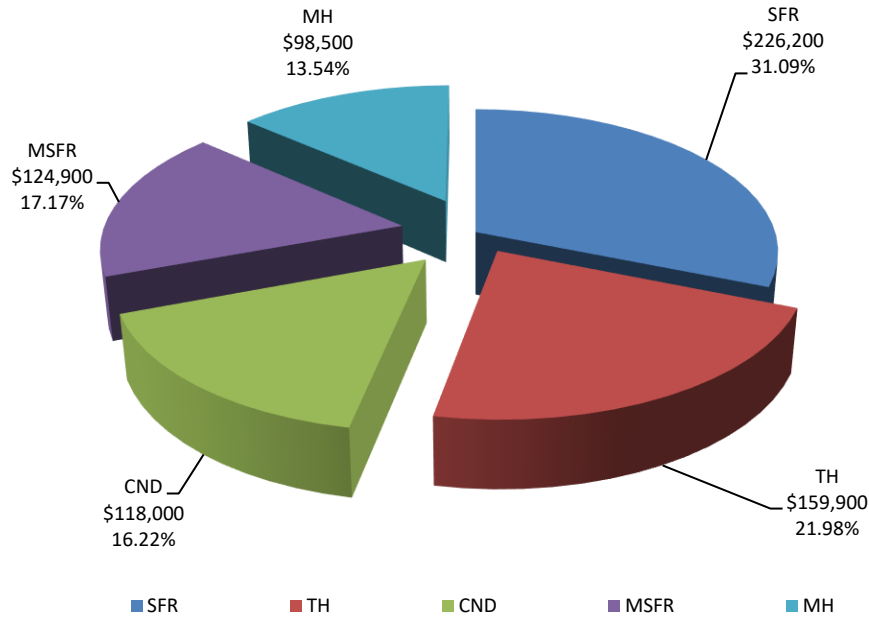
## Average Sales Price by Type – December 2018



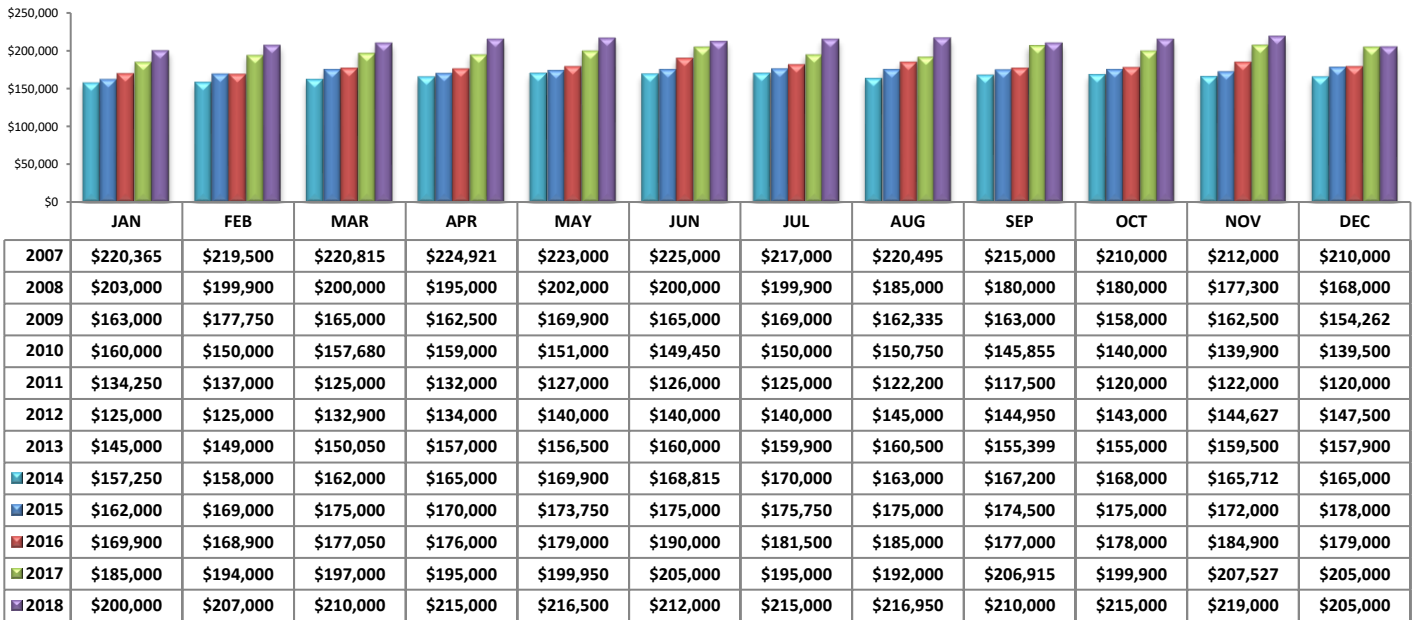
## Average "Listing" Price per Area – December 2018



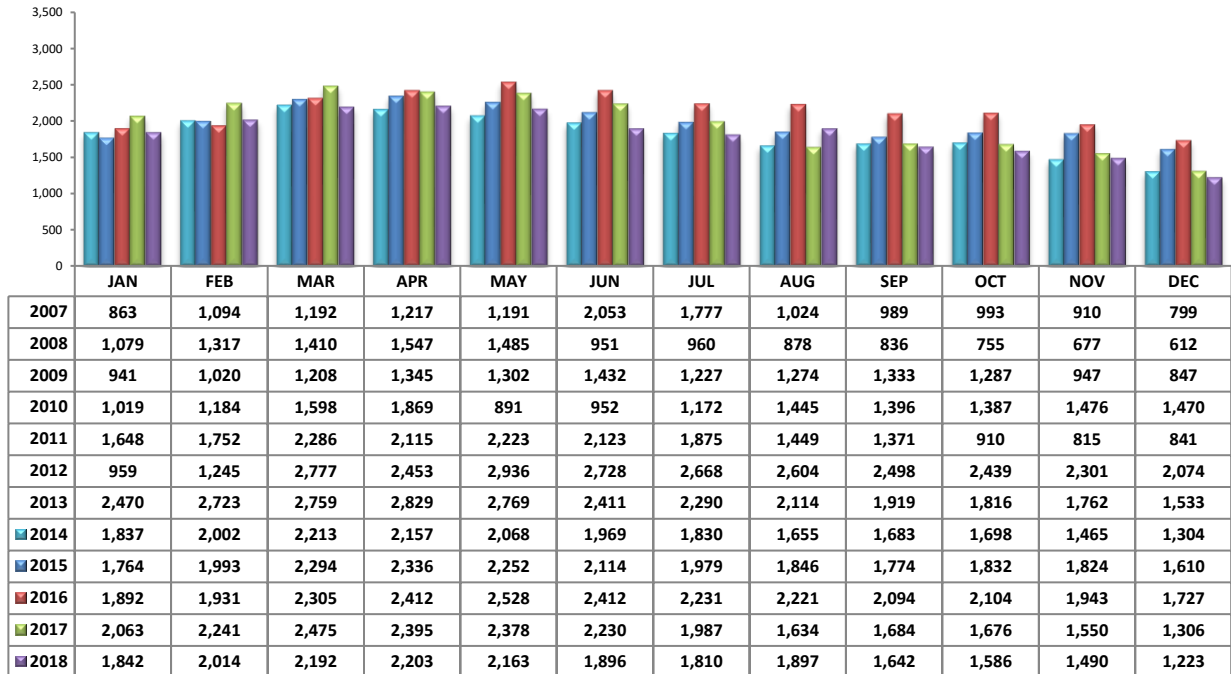
**Median Sale Price - by Type**



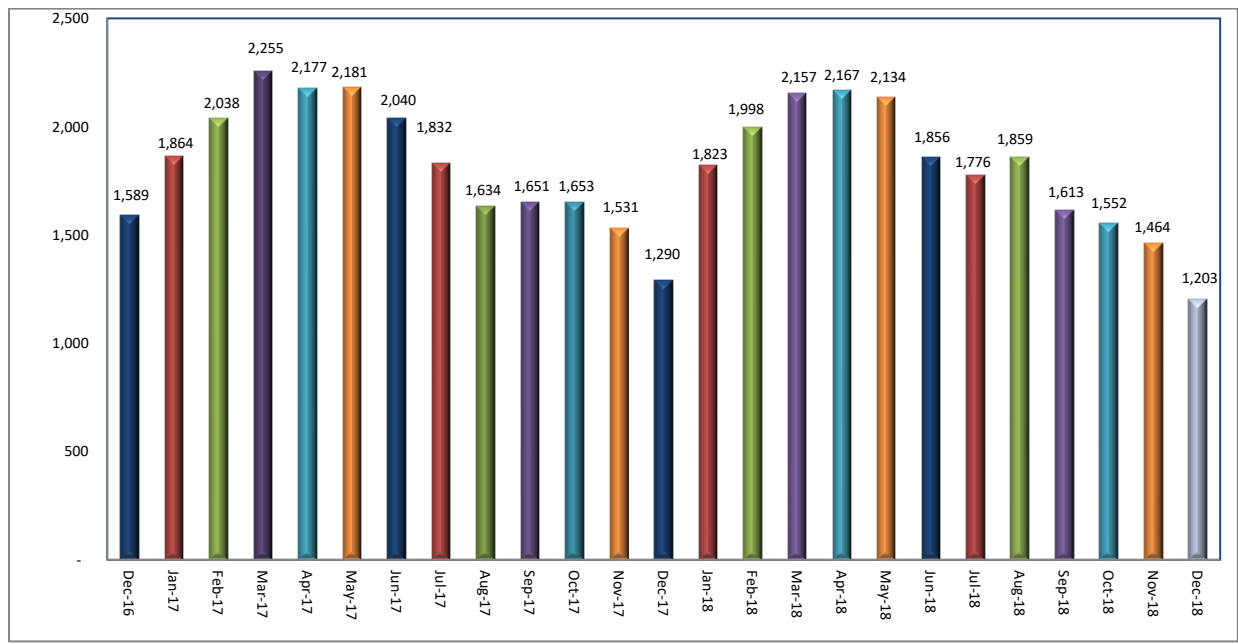
**Median Sale Price - December 2018**



### Newly Under Contract During The Month

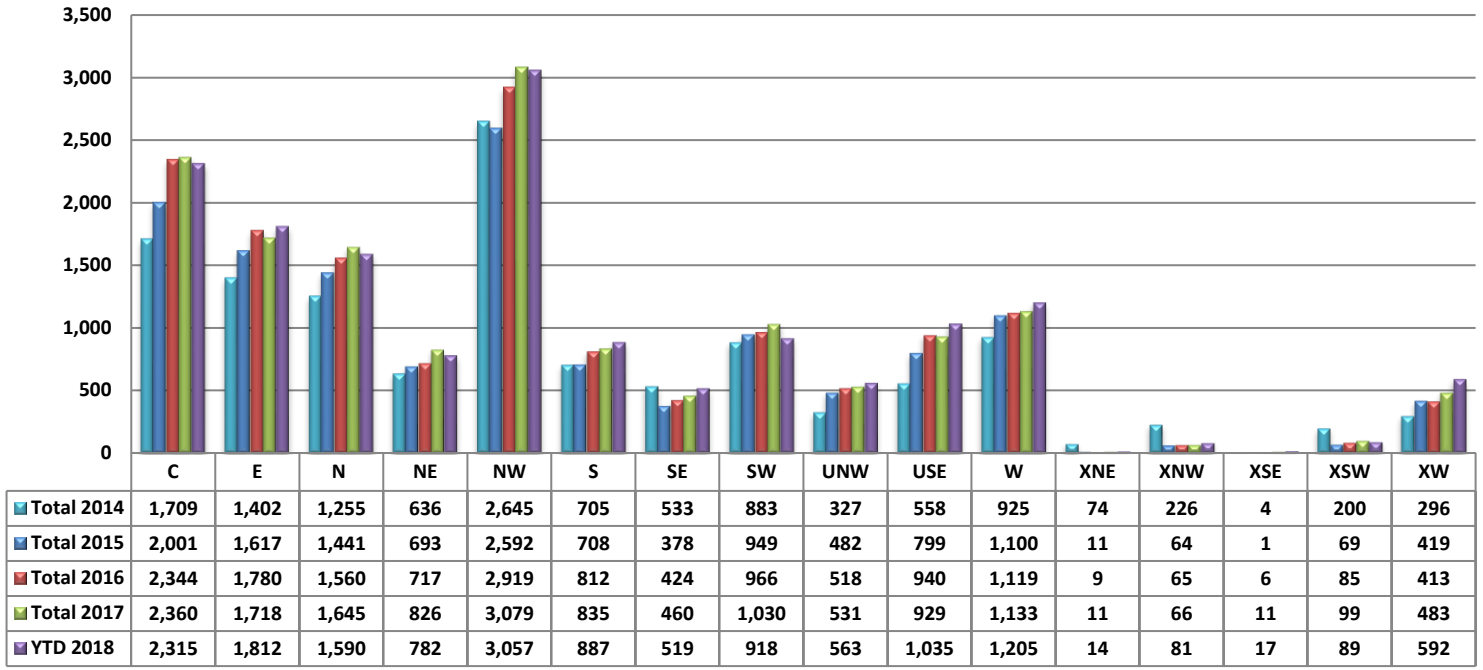


### Total Listings Still Under Contract At The End of The Month





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



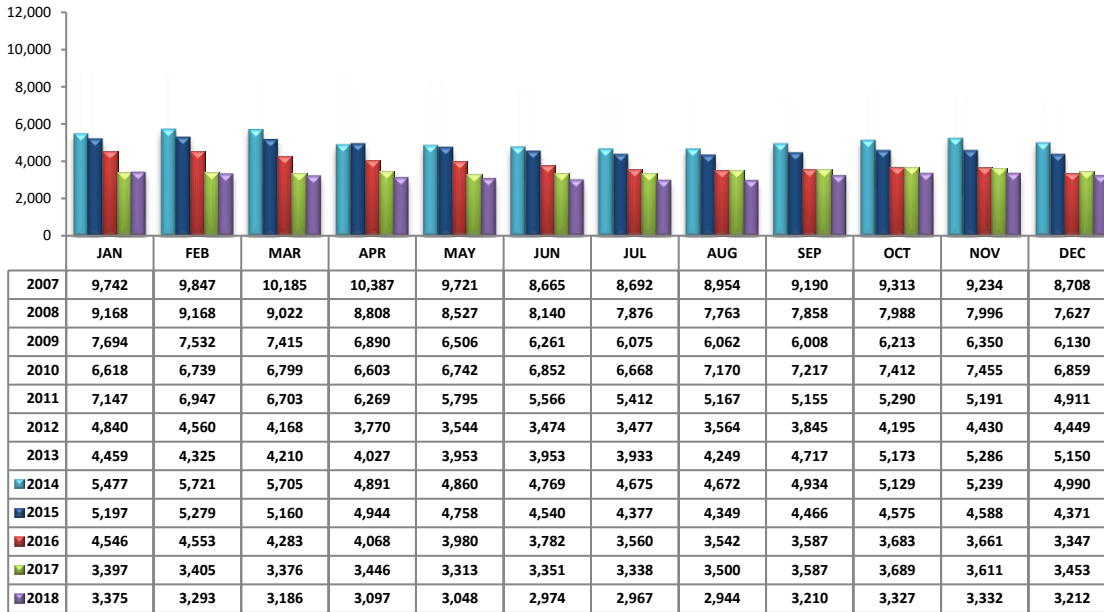
**Average \$ Sold per Area by # of Bedrooms**

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$147,280	\$212,042	\$225,792	\$437,500	\$192,846
E	\$115,931	\$185,815	\$247,725	\$232,000	\$193,823
N	\$190,810	\$410,440	\$596,162	\$995,416	\$406,453
NE	\$140,125	\$342,802	\$362,550	\$904,333	\$329,705
NW	\$259,294	\$282,882	\$379,104	\$472,081	\$311,658
S	\$100,169	\$147,070	\$162,966	\$169,500	\$144,276
SE	\$158,000	\$238,789	\$241,753	\$425,000	\$251,521
SW	\$125,090	\$161,735	\$220,900	\$233,000	\$170,287
UNW	\$333,618	\$294,111	\$335,056	\$0	\$321,073
USE	\$188,298	\$223,729	\$251,483	\$559,650	\$254,663
W	\$168,613	\$233,665	\$389,069	\$250,720	\$246,889
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$0	\$195,554	\$230,000	\$250,000	\$206,665
XSE	\$0	\$274,999	\$0	\$282,800	\$278,899
XSW	\$60,250	\$163,166	\$0	\$0	\$122,000
XW	\$278,340	\$186,092	\$255,219	\$328,116	\$224,086

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

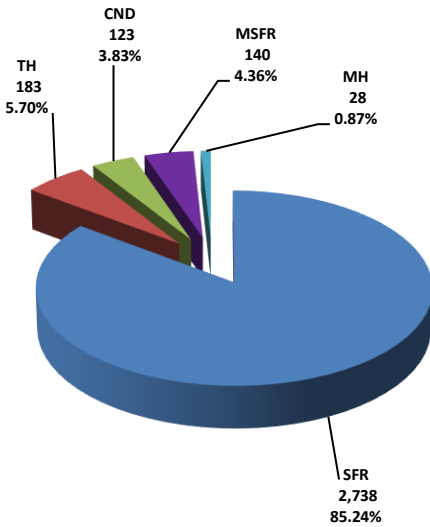
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	63	76	28	2	169
E	19	69	37	1	126
N	38	27	24	6	95
NE	12	17	10	3	42
NW	54	99	58	11	222
S	13	40	22	2	77
SE	1	13	9	2	25
SW	15	36	17	2	70
UNW	16	9	3	0	28
USE	5	36	25	5	71
W	25	47	18	5	95
XNE	0	0	0	0	0
XNW	0	6	1	1	8
XSE	0	1	0	1	2
XSW	2	3	0	0	5
XW	2	25	17	3	47

### Active Listings

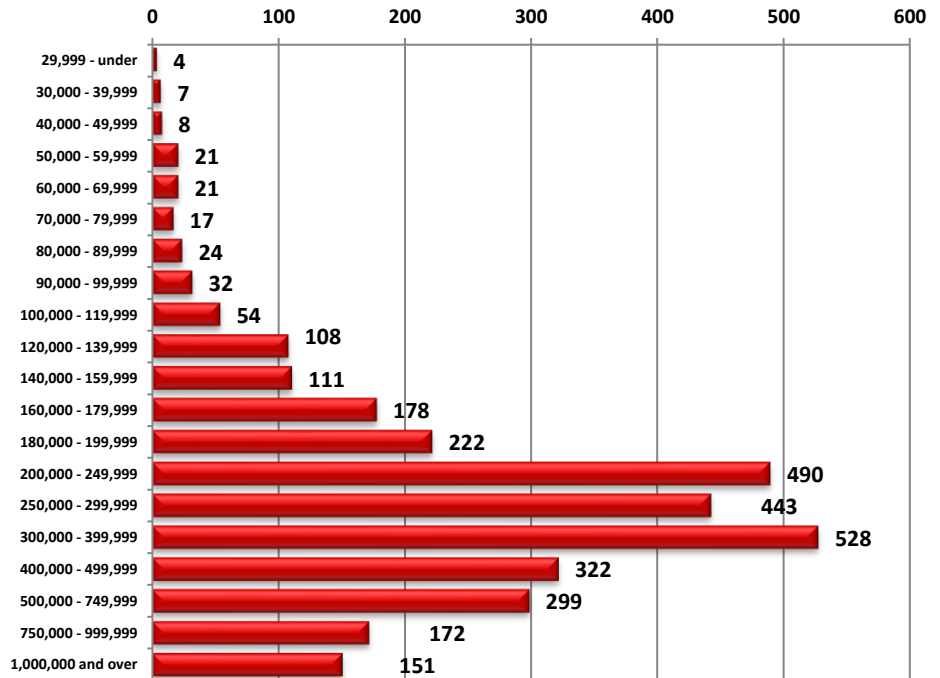


Area	# of Listings
C	420
E	251
N	423
NE	164
NW	736
S	118
SE	94
SW	201
UNW	165
USE	200
W	203
XNE	17
XNW	11
XSE	15
XSW	35
XW	159

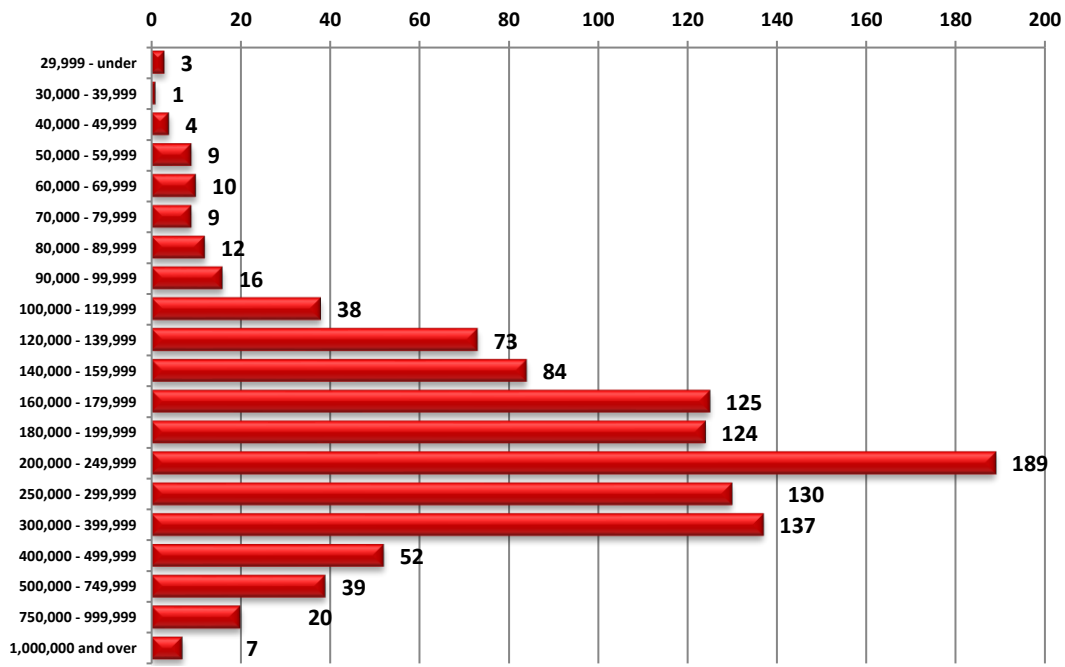
### Active Listings Unit Breakdown



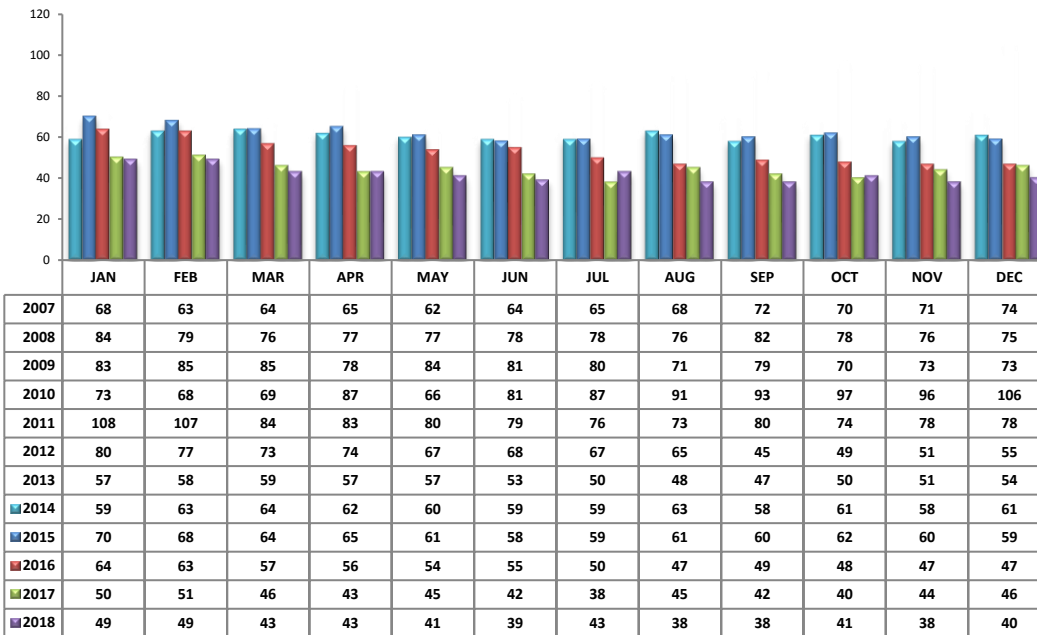
### Active Listings Price Breakdown



## Sold Price Breakdown

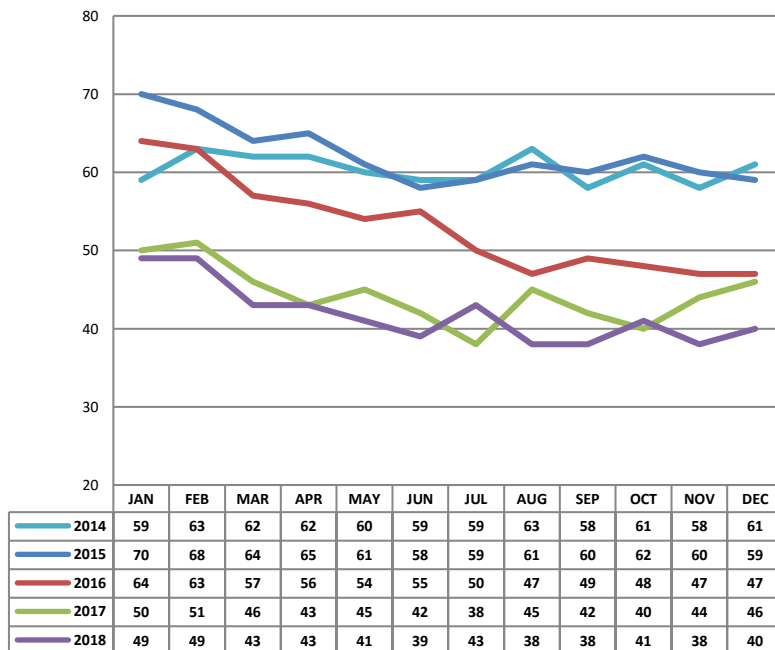


### Average Days on Market/Listing - December 2018

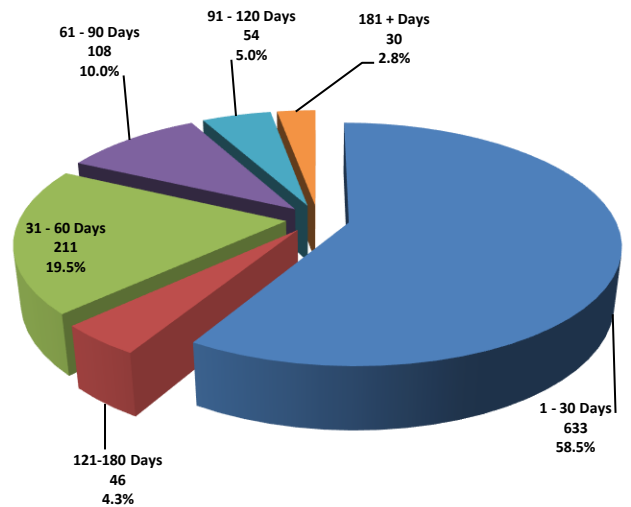


Area	# of Listings
C	31
E	35
N	31
NE	38
NW	52
S	31
SE	35
SW	23
UNW	48
USE	59
W	36
XNE	0
XNW	78
XSE	134
XSW	51
XW	63

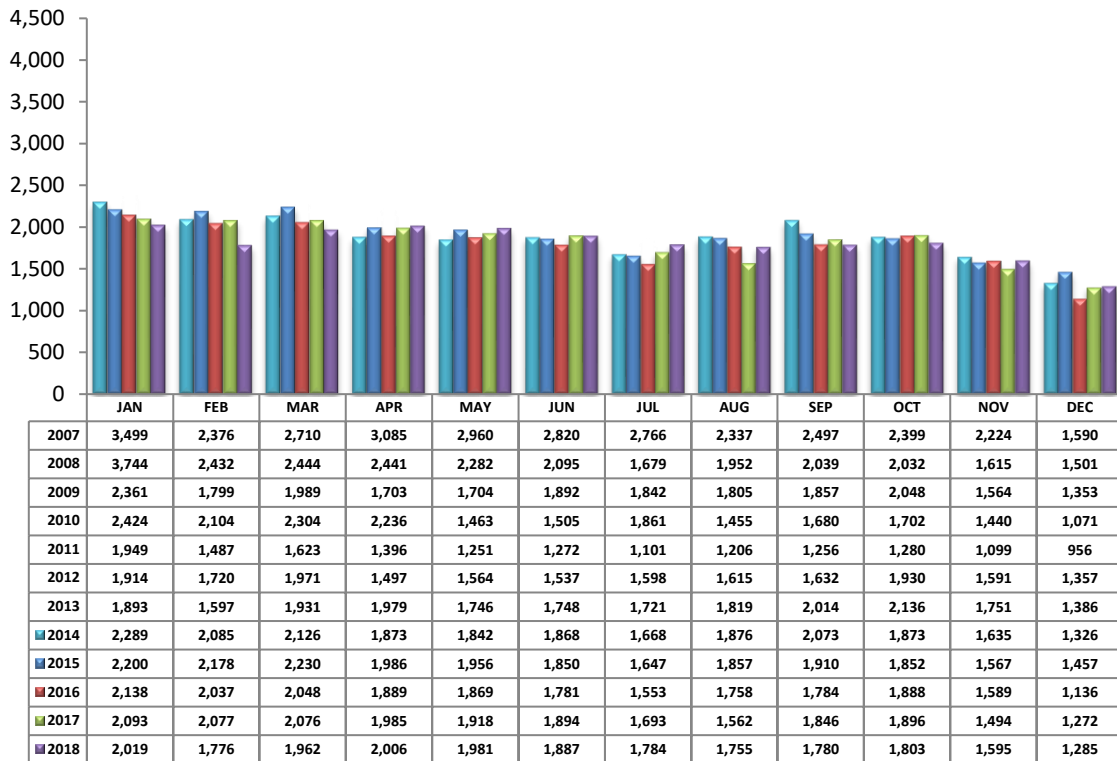
### Annual Comparison - Average Days on Market



### Average Days on Market/Listing Breakdown



### New Listings - December 2018



Area	# of Listings
C	191
E	131
N	143
NE	66
NW	257
S	71
SE	46
SW	91
UNW	48
USE	81
W	86
XNE	0
XNW	4
XSE	1
XSW	8
XW	61

\*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.
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
Dec 2018	184	247	57

## **Notes on 2017 Area Boundary Updates**

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