

**For Immediate
Release:**
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Multiple Listing Service of Southern Arizona Monthly Statistics January 2019

Below are some highlights from the January Residential Sales Statistics:

- Total Sales Volume of \$241,045,819 is down from \$271,858,079 in December resulting in an 11.33% decrease but up 5.79% from last year.
- The Average Sales Price of \$258,910 is an increase of 3.05% from \$251,255 last month and up 6.36% from January 2018.
- Average List Price of \$264,916 is an increase of 3.27% from \$256,519 in December.
- Total Under Contract of 1,629 is an increase of 35.41% since December's number of 1,203.
- Total Unit Sales of 931 is a decrease of 13.96% since last month's number of 1,082.
- The Median Sales Price of \$218,000 increased 6.34% from \$205,000 in December.
- New Listings of 2,168 have dramatically increased 68.72% from 1,285 in December.
- Total Active Listings of 3,283 have increased since 3,212 last month.
- Average Days on Market increased from 40 to 44 this month.
- Conventional loan sales of 49.0% exceeded Cash Sales of 23.5%.



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®.

Cheryl Terpening
2019 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.

January 2019 Recap by Month and Year - % of Change

Total Sales Volume

	Current Year	Previous Year	Annual % Change
January	\$241,045,819	\$227,851,861	5.79%
December	\$271,858,079	\$276,914,274	-1.83%
Month % Change	-11.33%	-17.72%	

Average Sales Price

	Current Year	Previous Year	Annual % Change
January	\$258,910	\$243,431	6.36%
December	\$251,255	\$248,131	1.26%
Month % Change	3.05%	-1.89%	

Average List Price

	Current Year	Previous Year	Annual % Change
January	\$264,916	\$249,970	5.98%
December	\$256,519	\$255,058	0.57%
Month % Change	3.27%	-1.99%	

Total Under Contract

	Current Year	Previous Year	Annual % Change
January	1,629	1,823	-10.64%
December	1,203	1,290	-6.74%
Month % Change	35.41%	41.32%	

Total Unit Sales

	Current Year	Previous Year	Annual % Change
January	931	936	-0.53%
December	1,082	1,116	-3.05%
Month % Change	-13.96%	-16.13%	

Median Sales Price

	Current Year	Previous Year	Annual % Change
January	\$218,000	\$200,000	9.00%
December	\$205,000	\$205,000	0.00%
Month % Change	6.34%	-2.44%	

New Listings

	Current Year	Previous Year	Annual % Change
January	2,168	2,019	7.38%
December	1,285	1,272	1.02%
Month % Change	68.72%	58.73%	

Active Listings

	Current Year	Previous Year	Annual % Change
January	3,283	3,375	-2.73%
December	3,212	3,453	-6.98%
Month % Change	2.21%	-2.26%	

January 2019 - Active and Sold by Zip Code

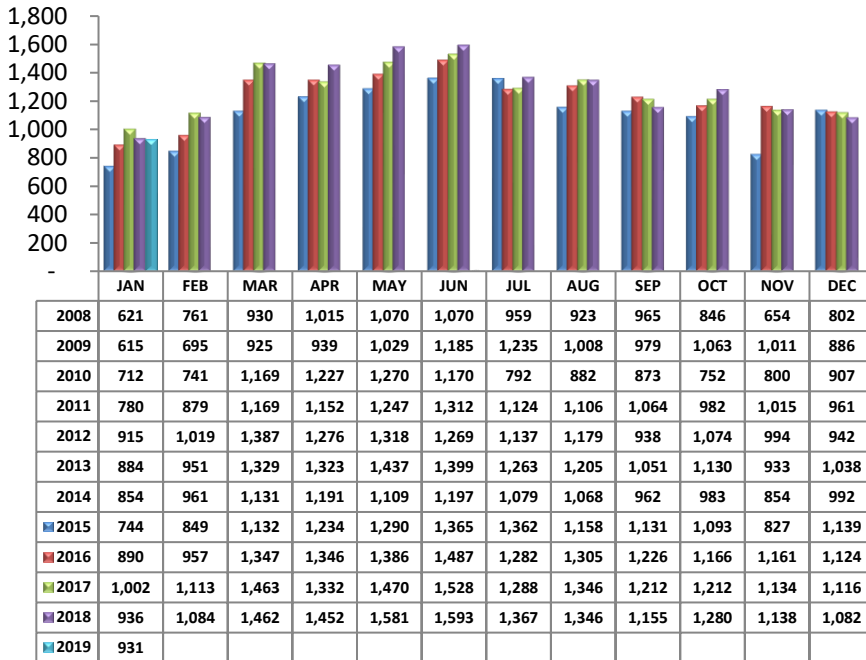
Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%
85145	10	3	30.00%	85645	0	0	0.00%	85713	75	36	48.00%	85740	0	0	0.00%
85245	0	0	0.00%	85648	0	0	0.00%	85714	13	8	61.54%	85741	53	24	45.28%
85601	0	0	0.00%	85653	150	25	16.67%	85715	60	20	33.33%	85742	123	50	40.65%
85602	0	0	0.00%	85658	178	27	15.17%	85716	90	21	23.33%	85743	106	41	38.68%
85611	0	0	0.00%	85701	29	5	17.24%	85717	0	0	0.00%	85745	130	46	35.38%
85614	1	1	0.00%	85703	0	0	0.00%	85718	225	40	17.78%	85746	58	22	37.93%
85616	0	0	0.00%	85704	107	42	39.25%	85719	103	21	20.39%	85747	81	36	44.44%
85619	19	0	0.00%	85705	63	22	34.92%	85730	67	27	40.30%	85748	53	23	43.40%
85622	0	0	0.00%	85706	50	19	38.00%	85734	0	0	0.00%	85749	105	28	26.67%
85623	9	1	11.11%	85709	1	1	0.00%	85735	44	13	29.55%	85750	176	36	20.45%
85629	1	1	100.00%	85710	95	51	53.68%	85736	22	2	9.09%	85755	194	28	14.43%
85637	5	0	0.00%	85711	66	38	57.58%	85737	157	34	21.66%	85756	73	26	35.62%
85641	200	47	23.50%	85712	74	24	32.43%	85739	145	32	22.07%	85757	72	10	13.89%

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	0	4		3	C	424	1 -30 Days	526
\$30,000 to \$39,999	0	2	1	3		4	E	216	31-60 Days	178
\$40,000 to \$49,999	11	4	2	17		2	N	448	61 - 90 Days	99
\$50,000 to \$59,999	19	3	4	26		5	NE	173	91-120 Days	51
\$60,000 to \$69,999	15	5	4	24		10	NW	756	121 - 180 Days	48
\$70,000 to \$79,999	20	15	2	37		12	S	130	Over 180 Days	29
\$80,000 to \$89,999	27	10	3	40		4	SE	94	Avg. Days on Market	
\$90,000 to \$99,999	30	21	3	54		8	SW	203	44	
\$100,000 to \$119,999	58	47	7	112		36	UNW	163	Avg. Sold Price	
\$120,000 to \$139,999	107	77	18	202		50	USE	207	\$258,910	
\$140,000 to \$159,999	89	111	19	219		90	W	211	Median Sale Price	
\$160,000 to \$179,999	181	139	21	341		93	XNE	19	\$218,000	
\$180,000 to \$199,999	198	145	23	366		80	XNW	10	New Listings	
\$200,000 to \$249,999	472	254	61	787		171	XSE	15	2,168	
\$250,000 to \$299,999	448	143	49	640		126	XSW	31		
\$300,000 to \$399,999	577	168	37	782		111	XW	183		
\$400,000 to \$499,999	317	83	26	426		61	Sold Units per Area		Sales Volume by Area	
\$500,000 to \$749,999	341	61	15	417		50	C	132	\$27,172,988	
\$750,000 to \$999,999	197	30	3	230		8	E	101	\$19,396,670	
\$1,000,000 and over	172	8	5	185		7	N	95	\$39,649,152	
							NE	52	\$17,295,075	
							NW	183	\$57,422,523	
							S	59	\$8,581,189	
							SE	26	\$6,443,899	
							SW	51	\$7,611,130	
							UNW	34	\$9,465,854	
							USE	64	\$16,681,017	
Totals	3,283	1,326	303	4,912		931	W	85	\$21,219,400	
							XNE	0	\$0	
							XNW	3	\$542,780	
Home Sales Volume	<u>Jan-19</u> \$241,045,819	<u>Jan-18</u> \$227,851,861	<u>% Change</u> 5.79%	<u>YTD 2019</u> \$241,045,819	<u>YTD 2018</u> \$227,851,861	<u>% Change</u> 5.79%	XSE	2	\$706,000	
Home Sales Units	931	936	-0.53%	931	936	-0.53%	XSW	5	\$638,100	
Average Sales Price (All Residential)	\$258,910	\$243,431	6.36%	\$258,910	\$243,431	6.36%	XW	39	\$8,220,042	
Median Sales Price	\$218,000	\$200,000	9.00%	\$218,000	\$200,000	9.00%	Total Volume		\$241,045,819	
Average Days on Market:	44	49	-10.20%	44	49	-10.20%				
Average List Price for Sold:	264,916	\$249,970	5.98%	\$264,916	\$249,970	5.98%				
SP/LP %	97.73%	97.38%		97.73%	97.38%					
Total Under Contract	1,629	1,823	-10.64%							
Active Listings	3,283	3,375	-2.73%							
New Listings	2,168	2,019	7.38%							

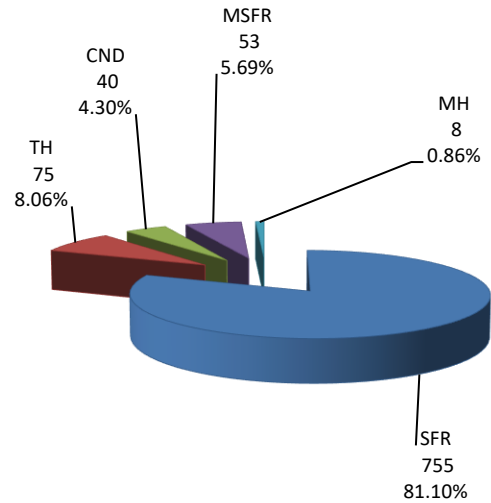
Types of Financing	Totals
FHA	123
VA	114
Other	13
Cash	219
Conventional	456
Cash/Loan	3
Carryback	3

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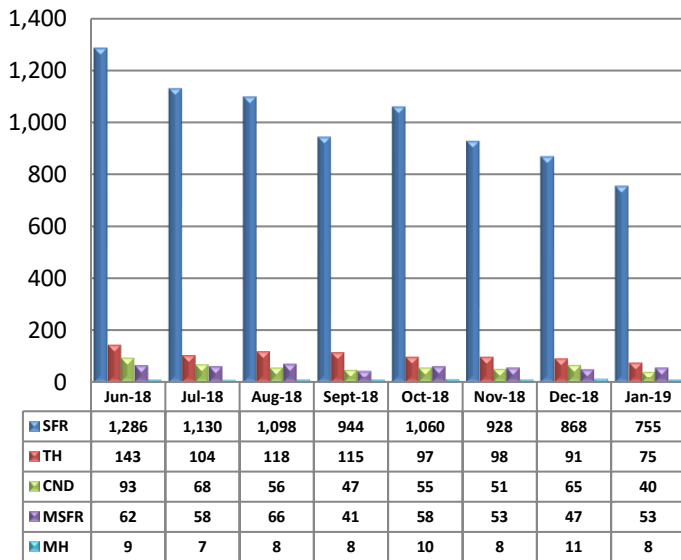
Total Unit Sales – January 2019



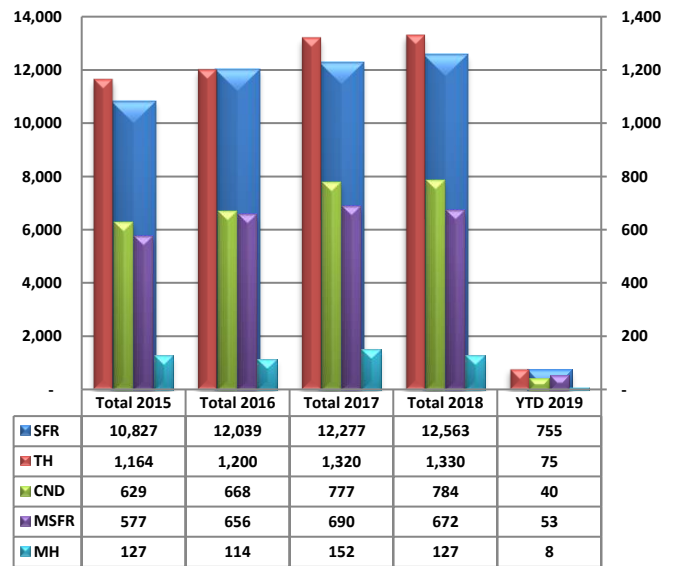
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

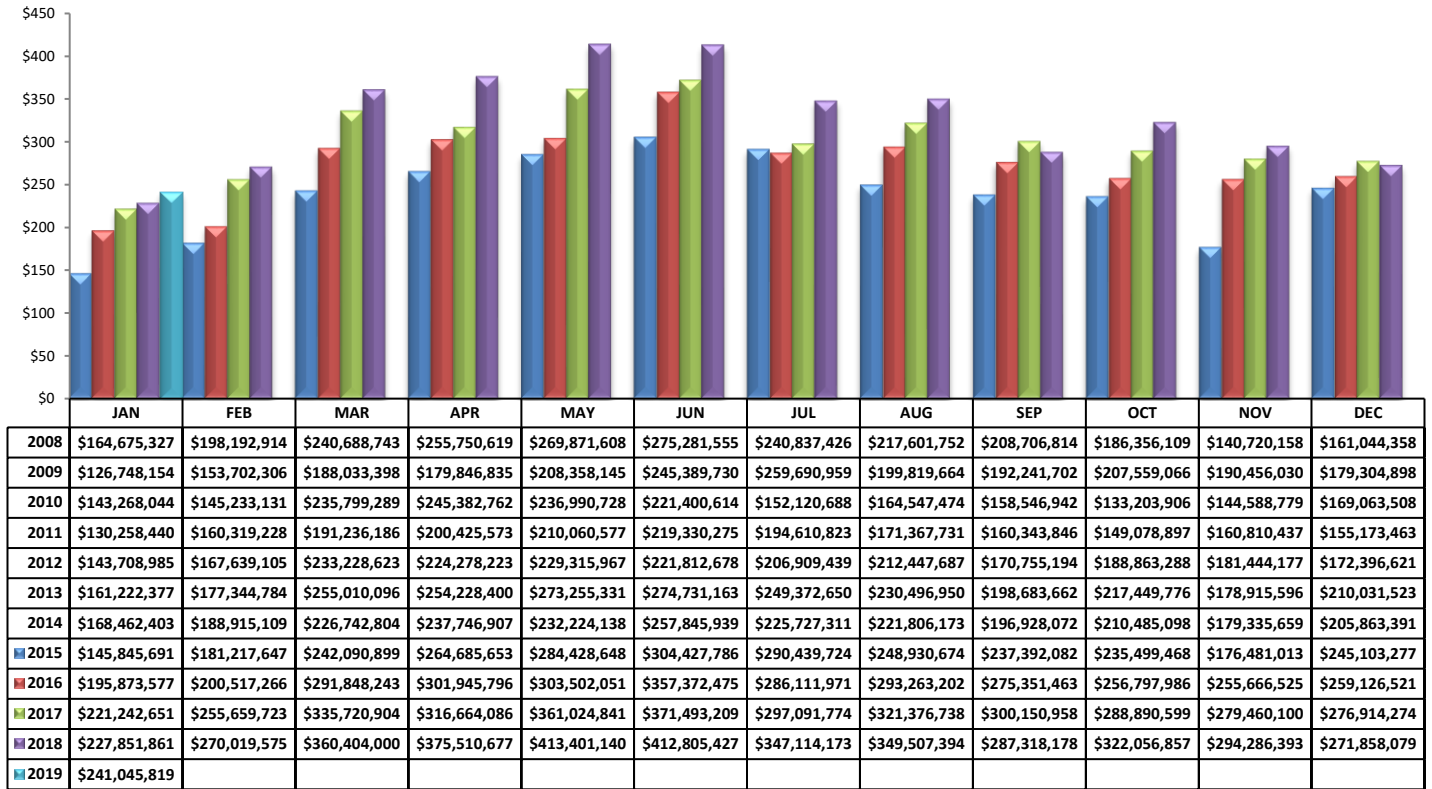


YTD Annual Comparison – Breakdown by Type



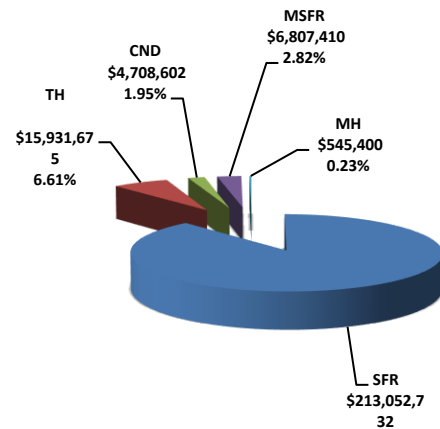
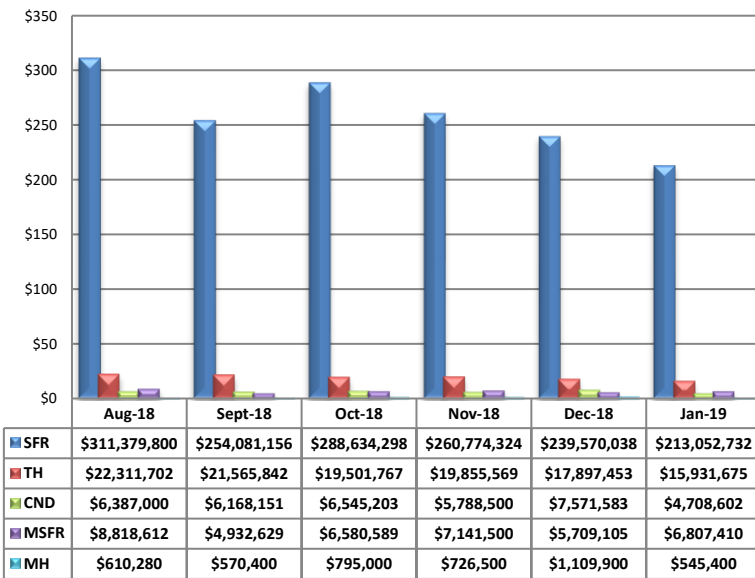
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Total Sales Volume - January 2019



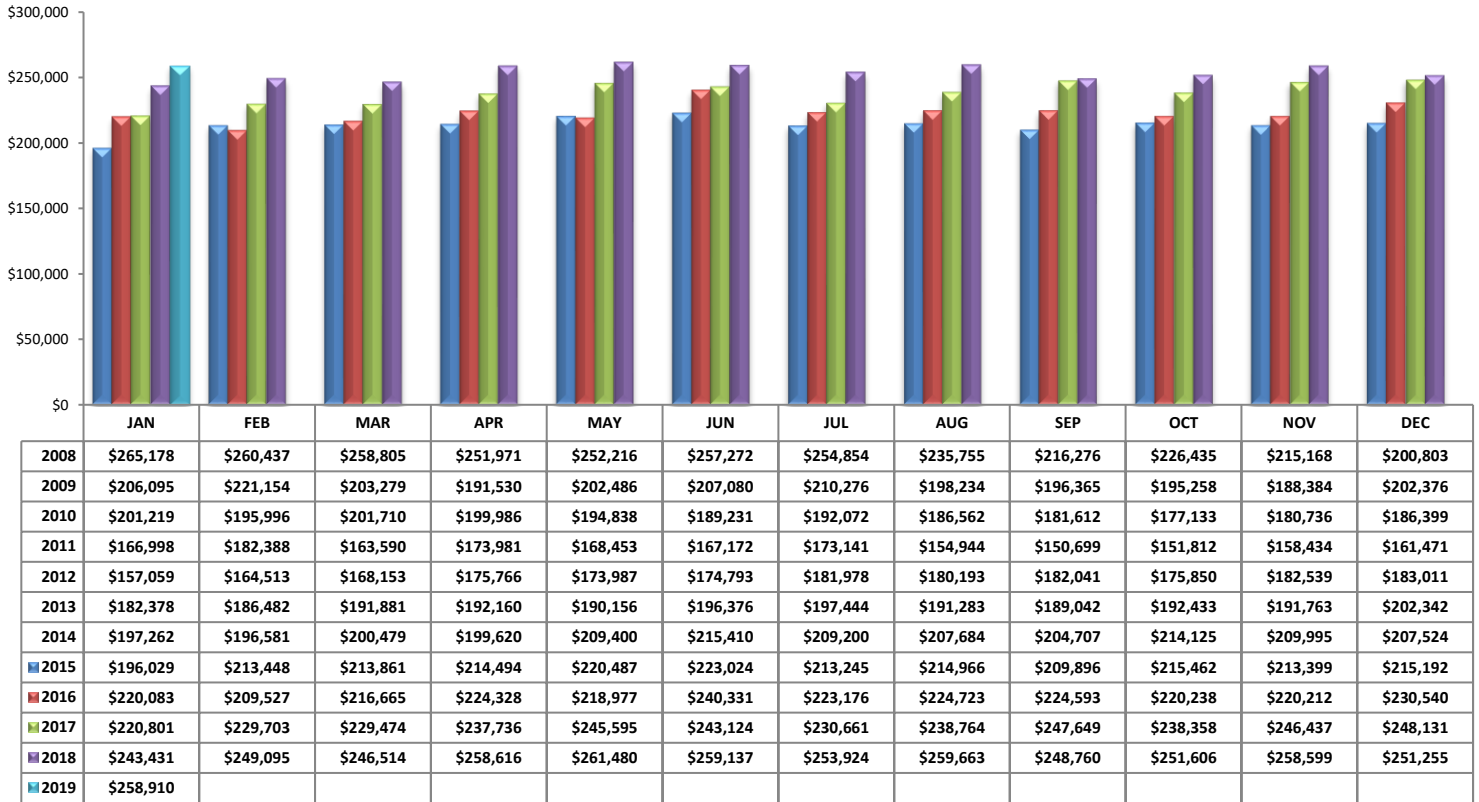
Total Sales Volume By Type - Monthly Comparison

Monthly Volume by Type

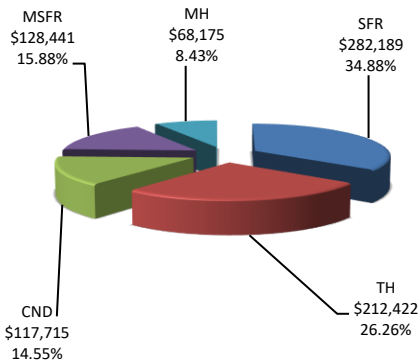


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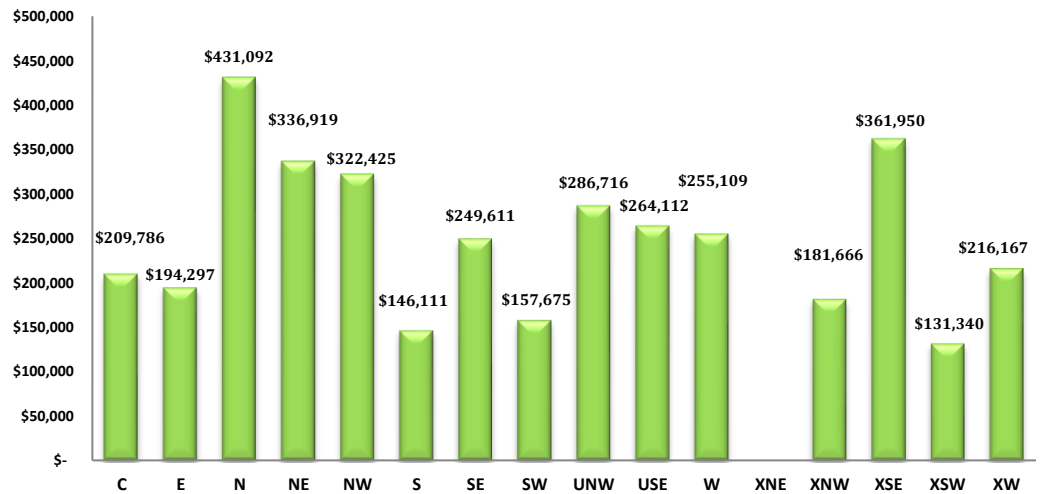
Average Sales Price – January 2019



Average Sales Price by Type – January 2019

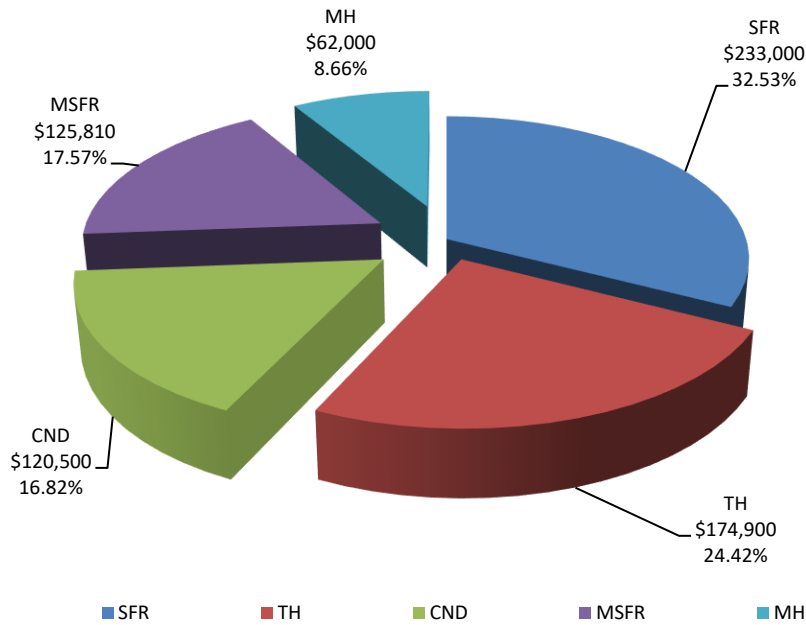


Average "Listing" Price per Area – January 2019



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Median Sale Price - by Type

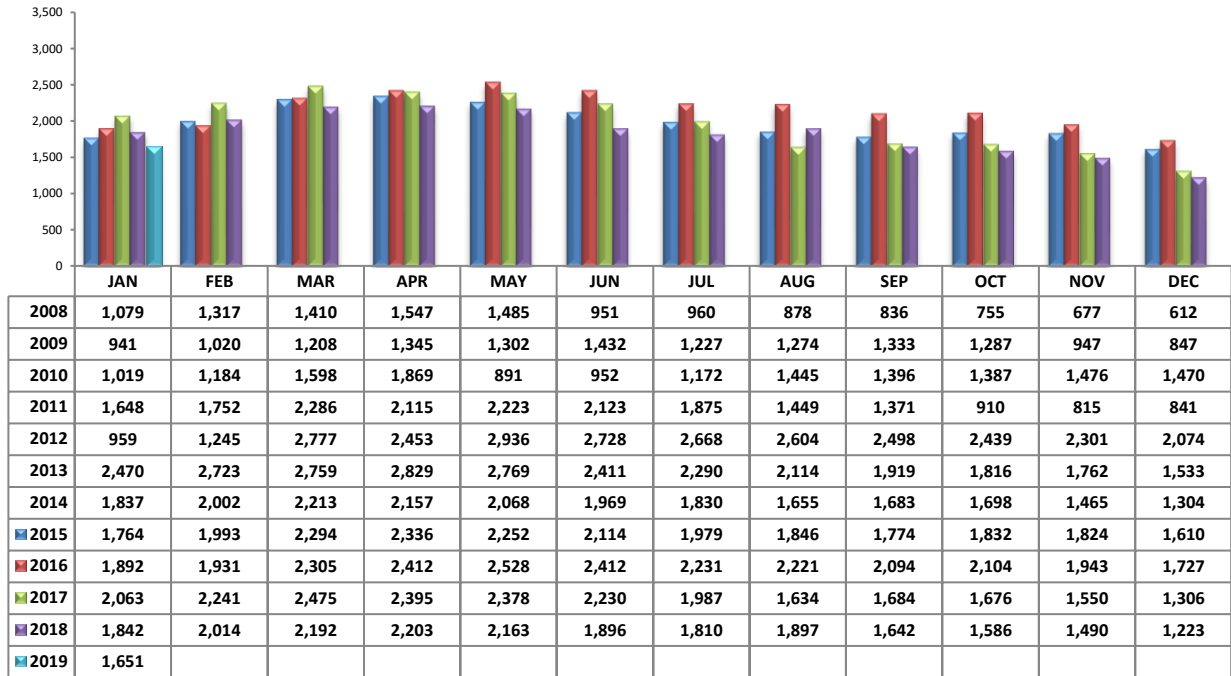


Median Sale Price - January 2019

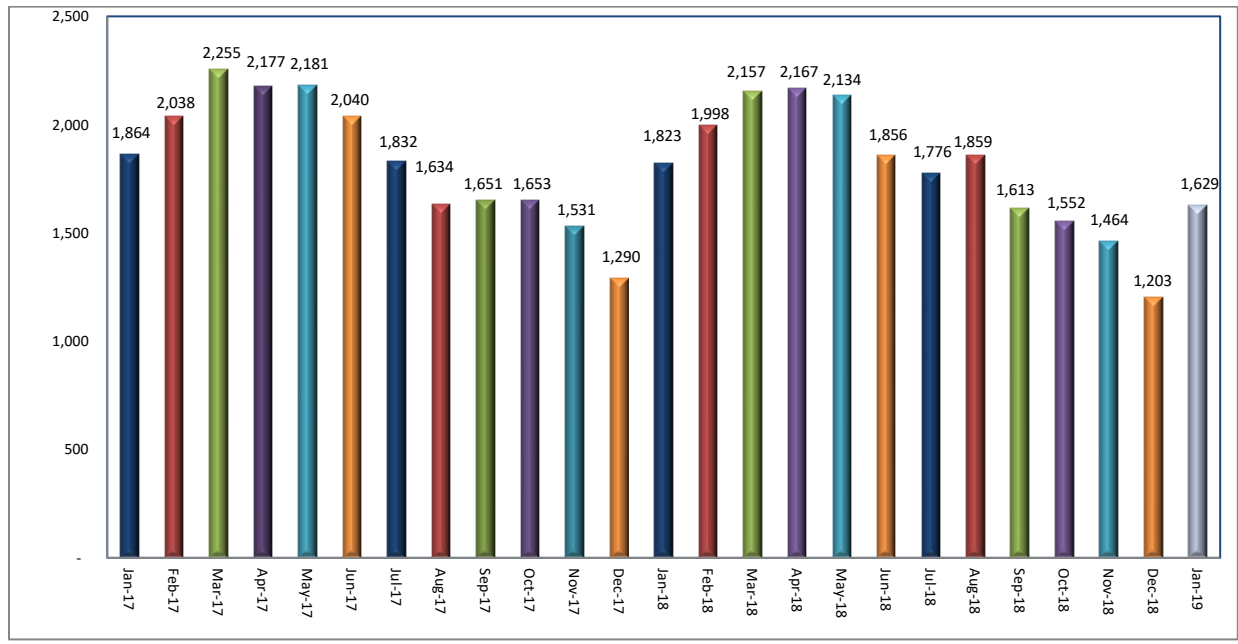


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Newly Under Contract During The Month

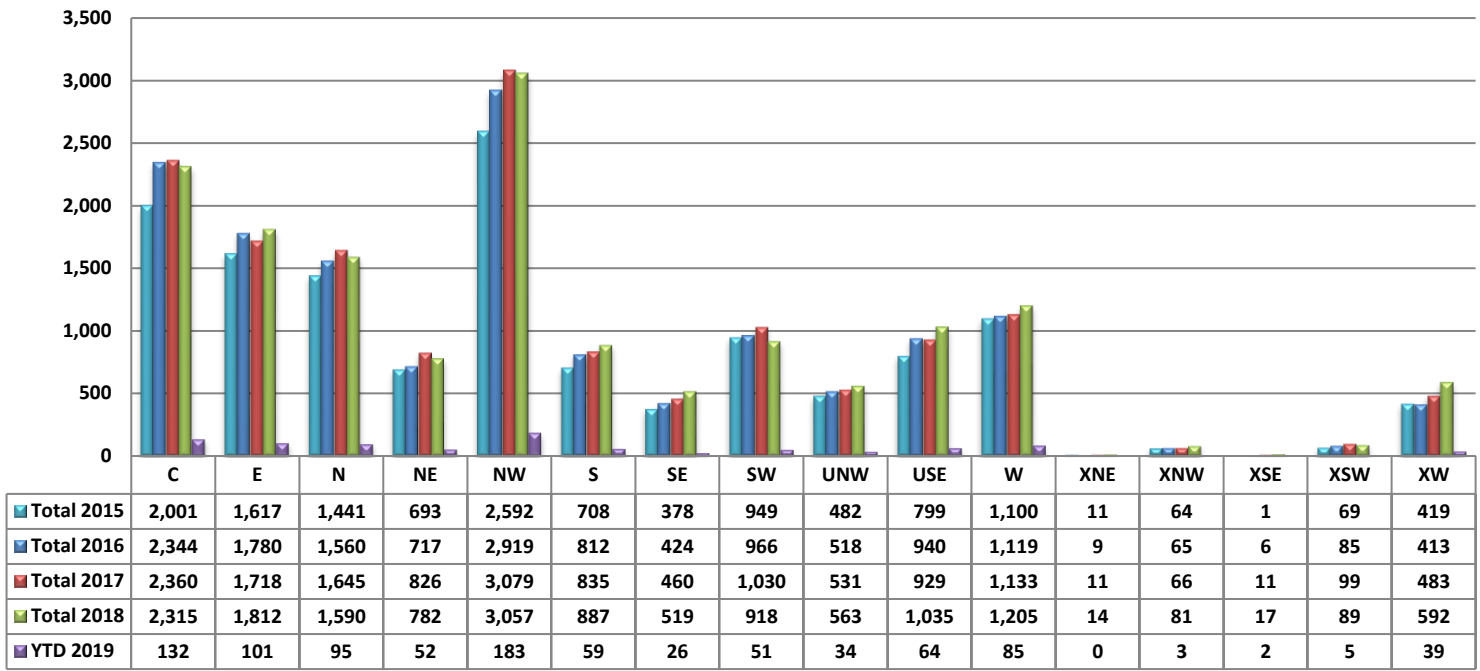


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area – Annual Comparison



Average \$ Sold per Area by # of Bedrooms

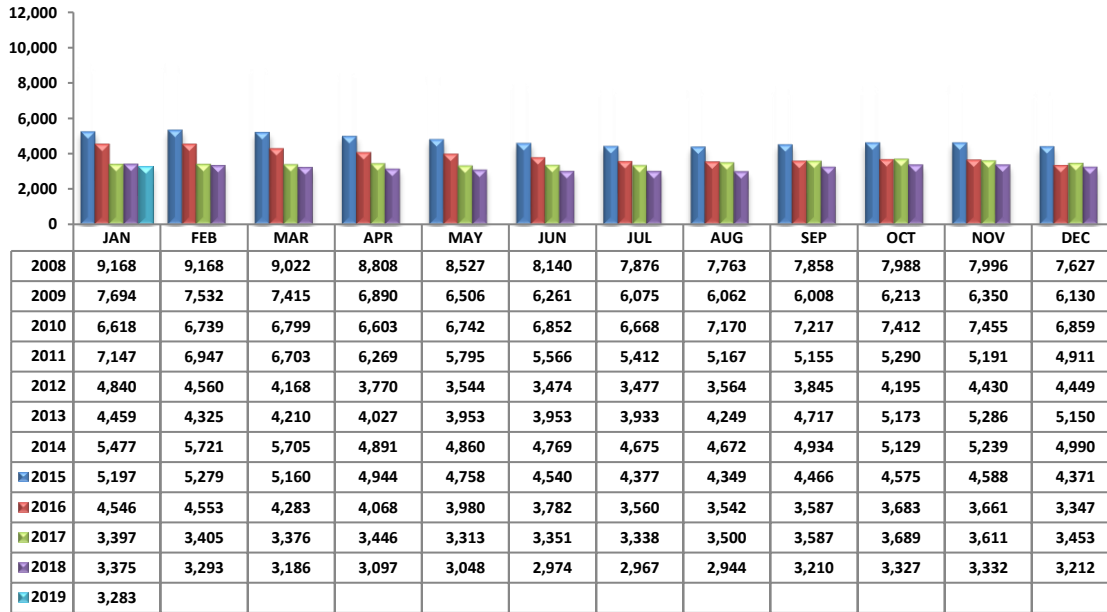
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$163,469	\$212,309	\$249,192	\$327,000	\$205,855
E	\$141,768	\$181,371	\$285,404	\$205,000	\$192,046
N	\$236,838	\$411,624	\$601,727	\$697,900	\$417,359
NE	\$128,305	\$319,966	\$392,761	\$670,666	\$332,597
NW	\$257,830	\$294,785	\$366,323	\$427,946	\$313,784
S	\$122,425	\$141,908	\$170,726	\$108,000	\$145,443
SE	\$46,500	\$235,646	\$271,449	\$309,750	\$247,842
SW	\$134,490	\$149,924	\$155,731	\$215,000	\$149,237
UNW	\$299,009	\$269,309	\$266,828	\$0	\$278,407
USE	\$231,317	\$230,652	\$282,042	\$361,541	\$260,640
W	\$150,111	\$213,273	\$334,323	\$483,750	\$249,640
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$0	\$0	\$180,926	\$0	\$180,926
XSE	\$0	\$353,000	\$0	\$0	\$353,000
XSW	\$68,550	\$145,000	\$296,000	\$60,000	\$127,620
XW	\$221,250	\$183,557	\$238,898	\$430,000	\$210,770

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	39	75	13	5	132
E	16	67	16	2	101
N	29	39	22	5	95
NE	7	29	13	3	52
NW	31	96	46	10	183
S	8	34	15	2	59
SE	1	13	10	2	26
SW	11	27	12	1	51
UNW	11	16	7	0	34
USE	5	31	22	6	64
W	17	41	21	6	85
XNE	0	0	0	0	0
XNW	0	0	3	0	3
XSE	0	2	0	0	2
XSW	2	1	1	1	5
XW	4	22	12	1	39

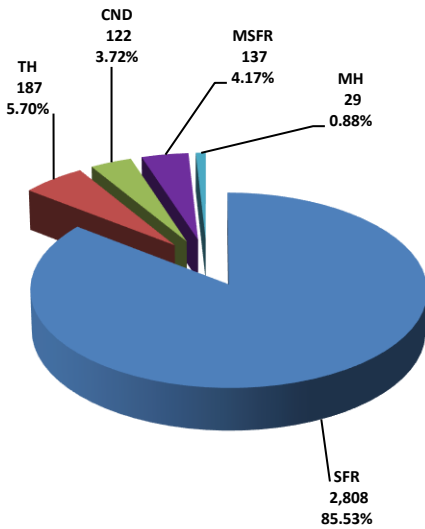
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Active Listings

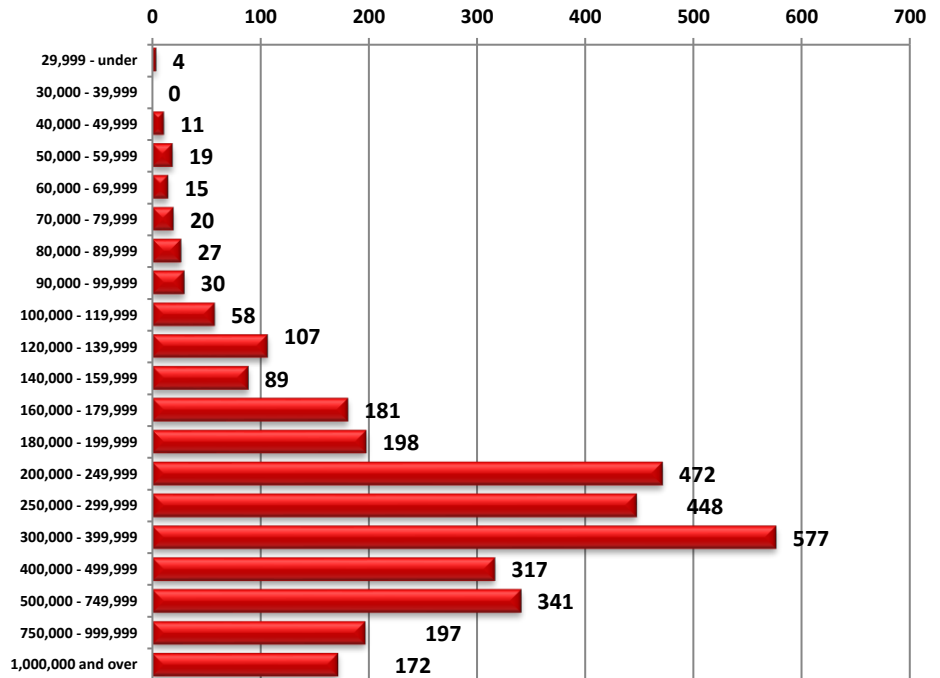


Area	# of Listings
C	424
E	216
N	448
NE	173
NW	756
S	130
SE	94
SW	203
UNW	163
USE	207
W	211
XNE	19
XNW	10
XSE	15
XSW	31
XW	183

Active Listings Unit Breakdown

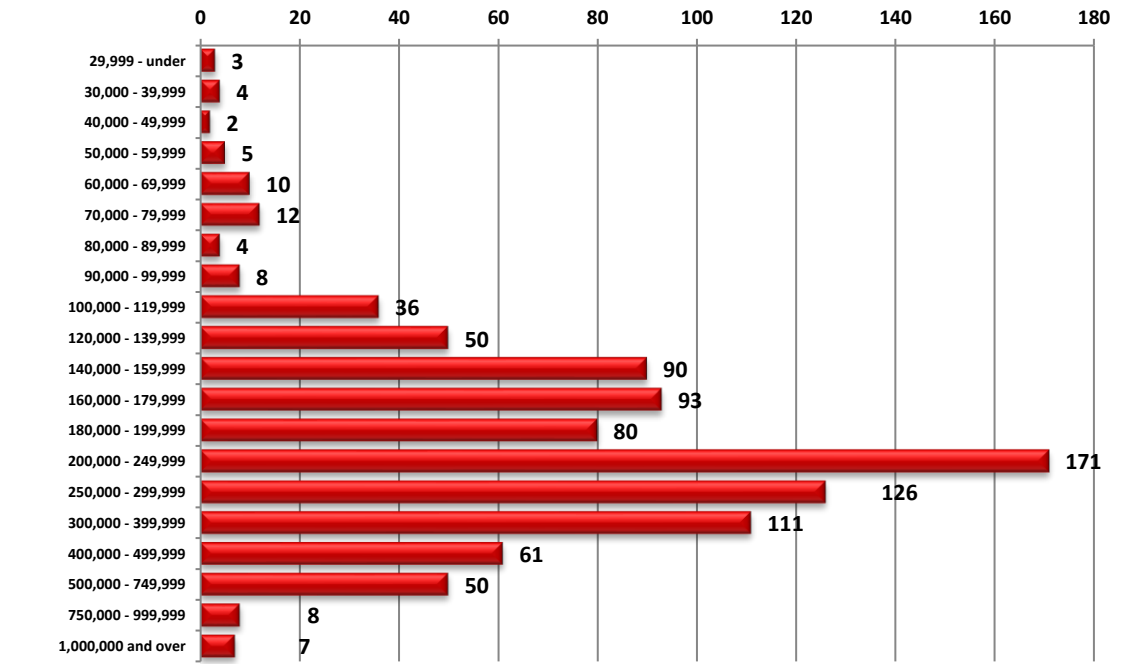


Active Listings Price Breakdown



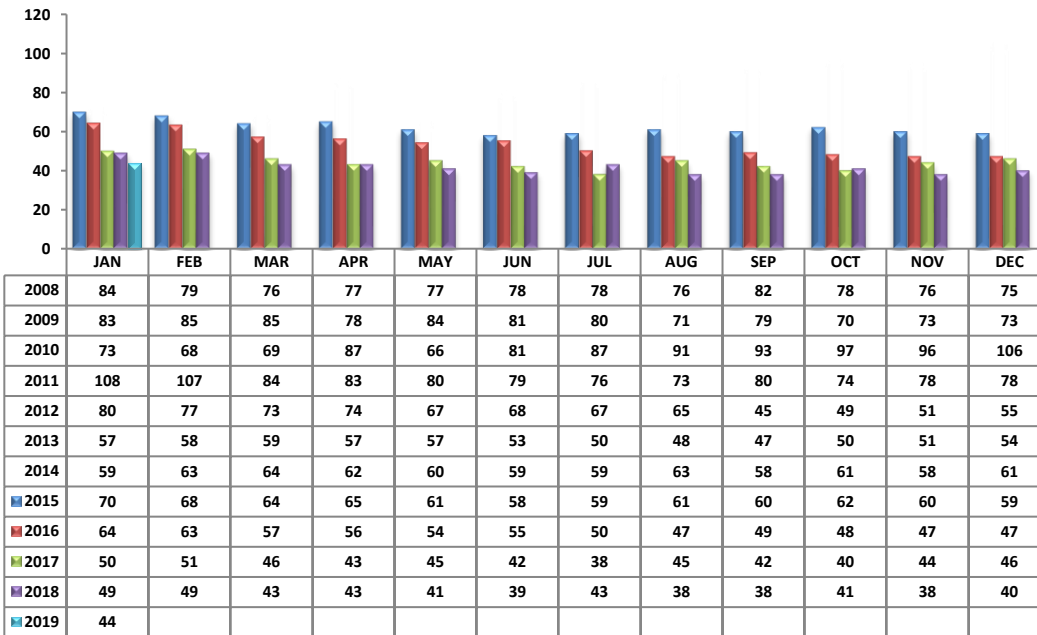
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Sold Price Breakdown



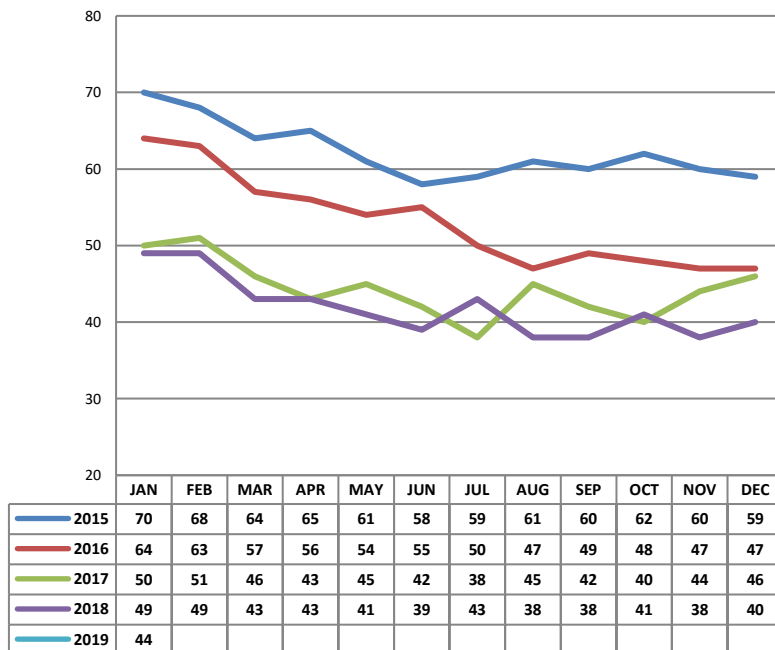
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Average Days on Market/Listing - January 2019

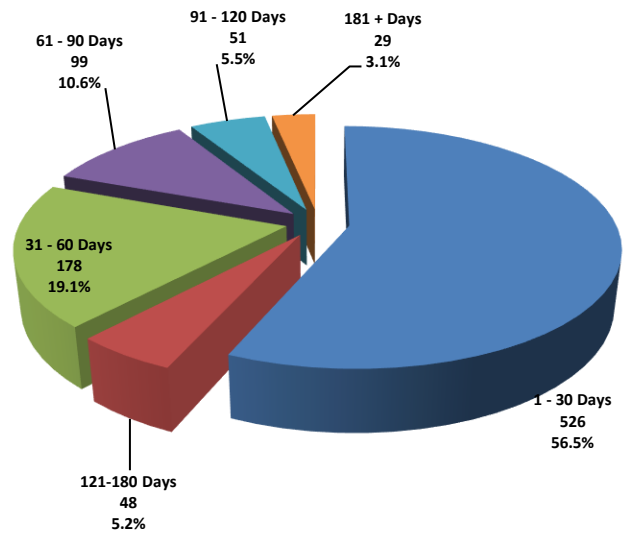


Area	# of Listings
C	34
E	36
N	49
NE	52
NW	54
S	23
SE	49
SW	39
UNW	60
USE	35
W	43
XNE	0
XNW	34
XSE	17
XSW	91
XW	59

Annual Comparison - Average Days on Market

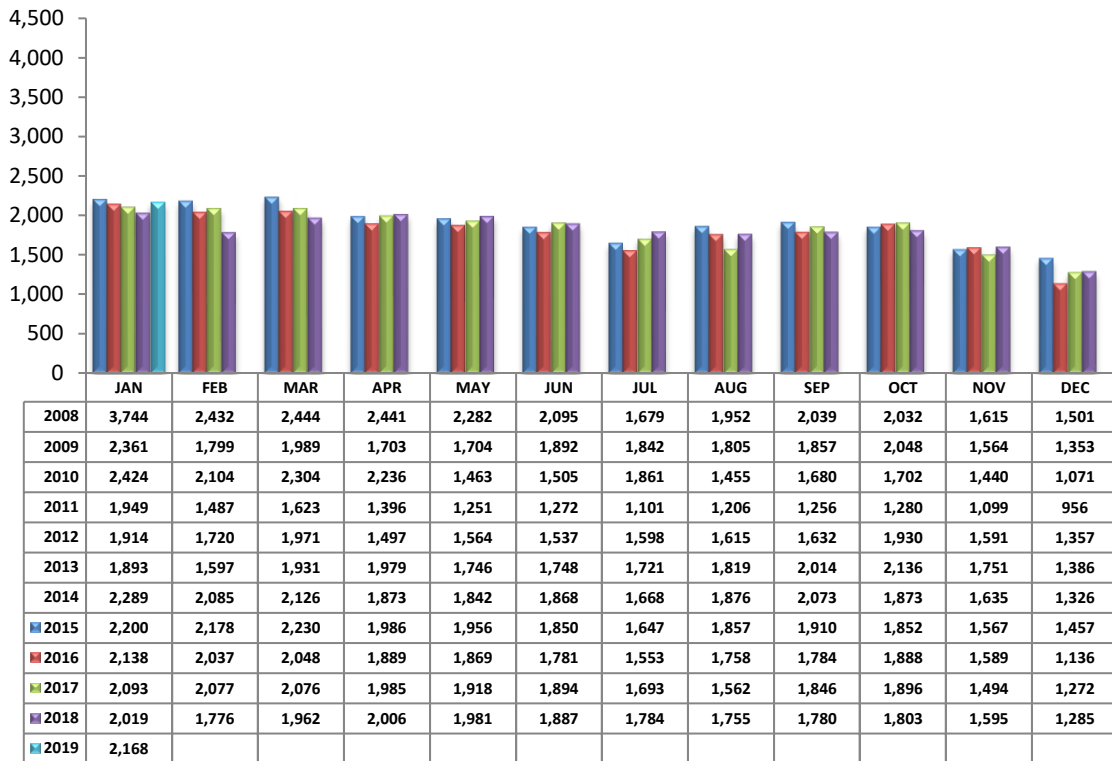


Average Days on Market/Listing Breakdown



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New Listings - January 2019



Area	# of Listings
C	319
E	184
N	272
NE	107
NW	454
S	110
SE	75
SW	146
UNW	83
USE	135
W	153
XNE	2
XNW	8
XSE	3
XSW	15
XW	102

*Includes properties that were re-listed

**Beginning January 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 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
Jan 2019	98	311	56

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Notes on 2017 Area Boundary Updates

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 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.

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.