

**For Immediate
Release:
March 8, 2019**

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Multiple Listing Service of Southern Arizona Monthly Statistics February 2019

Below are some highlights from the February Residential Sales Statistics:

- Total Sales Volume of \$268,547,792 is up from \$241,045,819 in January, an 11.41% increase.
- The Average Sales Price of \$259,466 is a slight increase of 0.21% from \$258,910 last month.
- Average List Price of \$265,446 is an increase of 0.20% from \$264,916 in January.
- Total Under Contract of 1,966 increased 20.69% since January's number of 1,629.
- Total Unit Sales of 1,035 is an increase of 11.17% since last month's number of 931, but is a decrease of 4.52% since February 2018.
- The Median Sales Price of \$216,000 decreased 0.92% from \$218,000 in January but is an increase of 4.35% over last year.
- New Listings of 1,702 have decreased 21.49% from 2,168 in January.
- Total Active Listings of 3,093 is a decrease of 5.79% from January.
- Average Days on Market increased from 44 to 48 this month.
- Conventional loan sales of 46.7% exceeded Cash Sales of 26.8%.



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.

February 2019 Recap by Month and Year - % of Change

Total Sales Volume

	2019	2018	Annual % Change
February	\$268,547,792	\$270,019,575	-0.55%
January	\$241,045,819	\$227,851,861	5.79%
Month % Change	11.41%	18.51%	

Average Sales Price

	2019	2018	Annual % Change
February	\$259,466	\$249,095	4.16%
January	\$258,910	\$243,431	6.36%
Month % Change	0.21%	2.33%	

Average List Price

	2019	2018	Annual % Change
February	\$265,446	\$255,269	3.99%
January	\$264,916	\$249,970	5.98%
Month % Change	0.20%	2.12%	

Total Under Contract

	2019	2018	Annual % Change
February	1,966	1,998	-1.60%
January	1,629	1,823	-10.64%
Month % Change	20.69%	9.60%	

Total Unit Sales

	2019	2018	Annual % Change
February	1,035	1,084	-4.52%
January	931	936	-0.53%
Month % Change	11.17%	15.81%	

Median Sales Price

	2019	2018	Annual % Change
February	\$216,000	\$207,000	4.35%
January	\$218,000	\$200,000	9.00%
Month % Change	-0.92%	3.50%	

New Listings

	2019	2018	Annual % Change
February	1,702	1,776	-4.17%
January	2,168	2,019	7.38%
Month % Change	-21.49%	-12.04%	

Active Listings

	2019	2018	Annual % Change
February	3,093	3,293	-6.07%
January	3,283	3,375	-2.73%
Month % Change	-5.79%	-2.43%	

February 2019 - Active and Sold by Zip Code

Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%	Zip Code	# Active	# Sold	%
85145	12	9	75.00%	85645	0	0	0.00%	85713	64	34	53.13%	85740	0	0	0.00%
85245	0	0	0.00%	85648	0	0	0.00%	85714	11	4	36.36%	85741	44	45	102.27%
85601	0	0	0.00%	85653	155	23	14.84%	85715	55	21	38.18%	85742	117	46	39.32%
85602	0	0	0.00%	85658	174	40	22.99%	85716	82	32	39.02%	85743	90	51	56.67%
85611	0	0	0.00%	85701	28	4	14.29%	85717	0	0	0.00%	85745	118	25	21.19%
85614	0	0	0.00%	85703	0	0	0.00%	85718	226	34	15.04%	85746	51	22	43.14%
85616	0	0	0.00%	85704	92	38	41.30%	85719	92	38	41.30%	85747	71	39	54.93%
85619	19	0	0.00%	85705	56	30	53.57%	85730	60	40	66.67%	85748	48	30	62.50%
85622	0	0	0.00%	85706	51	26	50.98%	85734	0	0	0.00%	85749	93	22	23.66%
85623	9	3	33.33%	85709	1	0	0.00%	85735	35	10	28.57%	85750	177	50	28.25%
85629	2	1	50.00%	85710	91	62	68.13%	85736	20	1	5.00%	85755	206	40	19.42%
85637	4	0	0.00%	85711	61	37	60.66%	85737	141	26	18.44%	85756	55	32	58.18%
85641	211	39	18.48%	85712	66	16	24.24%	85739	145	42	28.97%	85757	59	23	38.98%

NOTE:

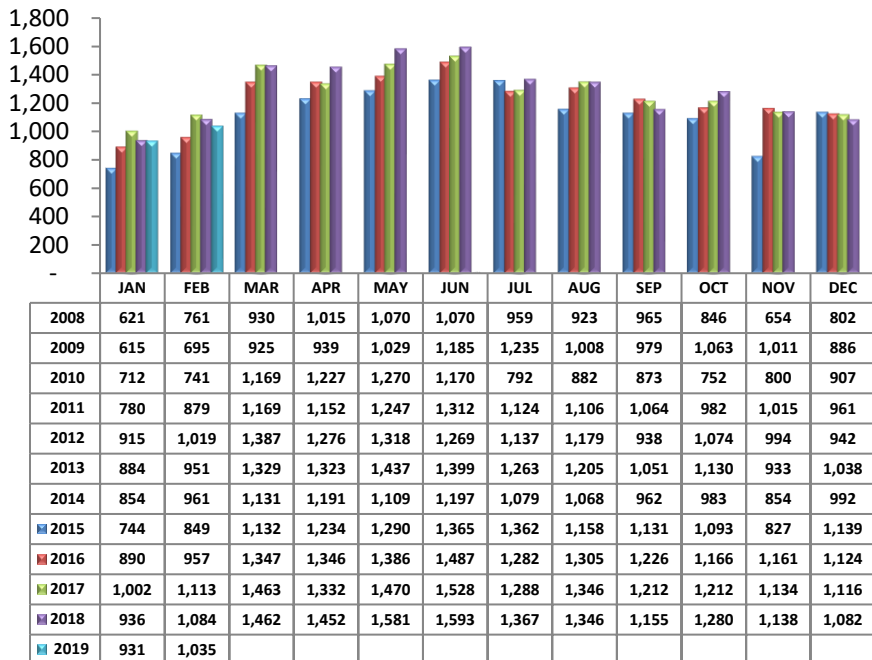
85731- 1 active listing

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	1	1	1	3	3	C	382	1 -30 Days	543		
\$30,000 to \$39,999	1	3	0	4	0	E	201	31-60 Days	181		
\$40,000 to \$49,999	8	8	1	17	5	N	445	61 - 90 Days	133		
\$50,000 to \$59,999	20	4	5	29	7	NE	159	91-120 Days	71		
\$60,000 to \$69,999	19	9	1	29	3	NW	721	121 - 180 Days	70		
\$70,000 to \$79,999	18	19	0	37	15	S	112	Over 180 Days	37		
\$80,000 to \$89,999	24	16	3	43	14	SE	102	Avg. Days on Market			
\$90,000 to \$99,999	21	30	4	55	12	SW	166	48			
\$100,000 to \$119,999	37	51	14	102	27	UNW	164	Avg. Sold Price			
\$120,000 to \$139,999	83	112	20	215	53	USE	197	\$259,466			
\$140,000 to \$159,999	68	120	16	204	87	W	196	Median Sale Price			
\$160,000 to \$179,999	160	160	40	360	107	XNE	19	\$216,000			
\$180,000 to \$199,999	149	199	34	382	100	XNW	13	New Listings			
\$200,000 to \$249,999	426	277	65	768	233	XSE	12	1,702			
\$250,000 to \$299,999	438	162	67	667	122	XSW	29				
\$300,000 to \$399,999	598	214	40	852	112	XW	175				
\$400,000 to \$499,999	306	88	29	423	64	Sold Units per Area		Sales Volume by Area			
\$500,000 to \$749,999	334	82	20	436	50	C	161	\$34,039,247			
\$750,000 to \$999,999	201	35	6	242	13	E	131	\$25,398,178			
\$1,000,000 and over	181	6	4	191	8	N	102	\$38,940,418			
						NE	45	\$18,778,168			
						NW	217	\$63,776,887			
						S	53	\$7,736,395			
						SE	29	\$7,220,924			
						SW	65	\$11,675,802			
						UNW	47	\$17,048,300			
						USE	68	\$17,106,169			
Totals	3,093	1,596	370	5,059	1,035	W	71	\$17,604,296			
						XNE	0	\$0			
						XNW	9	\$1,511,270			
Home Sales Volume	Feb-19	Feb-18	% Change	YTD 2019	YTD 2018	% Change	XSE	1	\$445,000		
	\$268,547,792	\$270,019,575	-0.55%	\$509,593,611	\$497,871,436	2.35%	XSW	2	\$206,000		
Home Sales Units	1,035	1,084	-4.52%	1,966	2,020	-2.67%	XW	34	\$7,060,738		
Average Sales Price (All Residential)	\$259,466	\$249,095	4.16%	\$259,188	\$246,563	5.12%	Total Volume		\$268,547,792		
Median Sales Price	\$216,000	\$207,000	4.35%	\$217,000	\$203,500	6.63%					
Average Days on Market:	48	49	-2.04%	46	49	-6.12%					
Average List Price for Sold:	265,446	\$255,269	3.99%	\$265,181	\$252,620	4.97%					
SP/LP %	97.75%	97.58%		97.74%	97.60%						
Total Under Contract	1,966	1,998	-1.60%								
Active Listings	3,093	3,293	-6.07%								
New Listings	1,702	1,776	-4.17%								

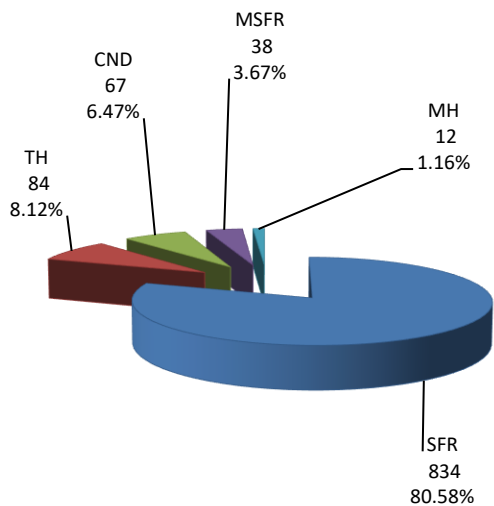
Types of Financing	Totals
FHA	141
VA	107
Other	22
Cash	277
Conventional	483
Cash/Loan	0
Carryback	5

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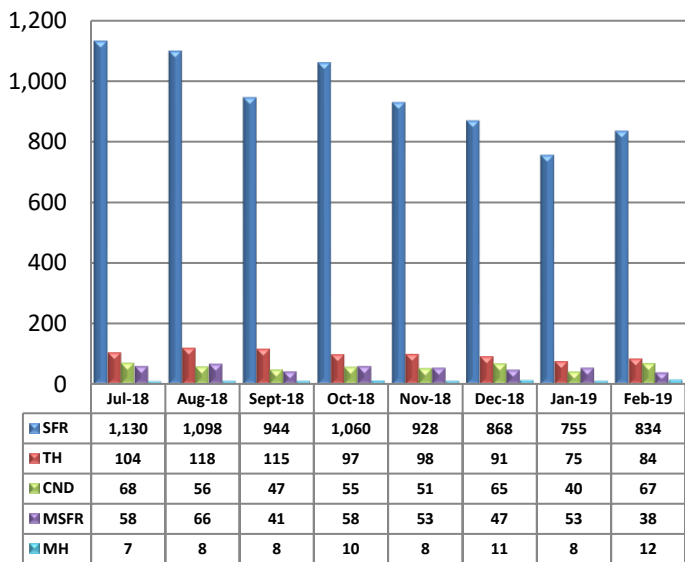
Total Unit Sales – February 2019



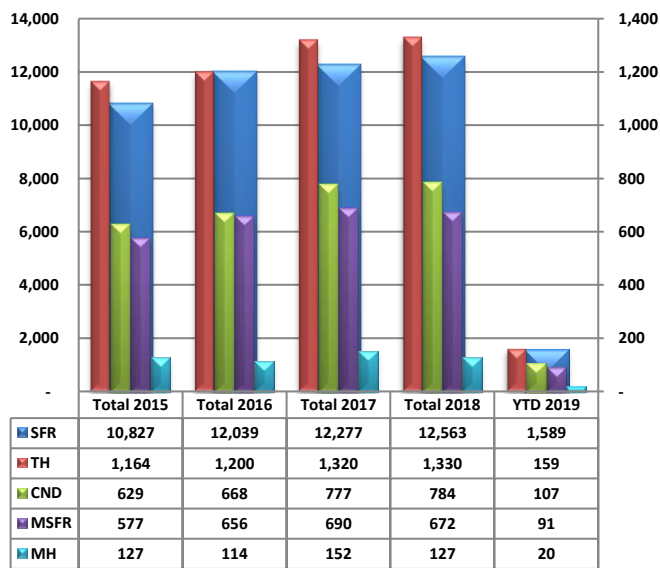
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

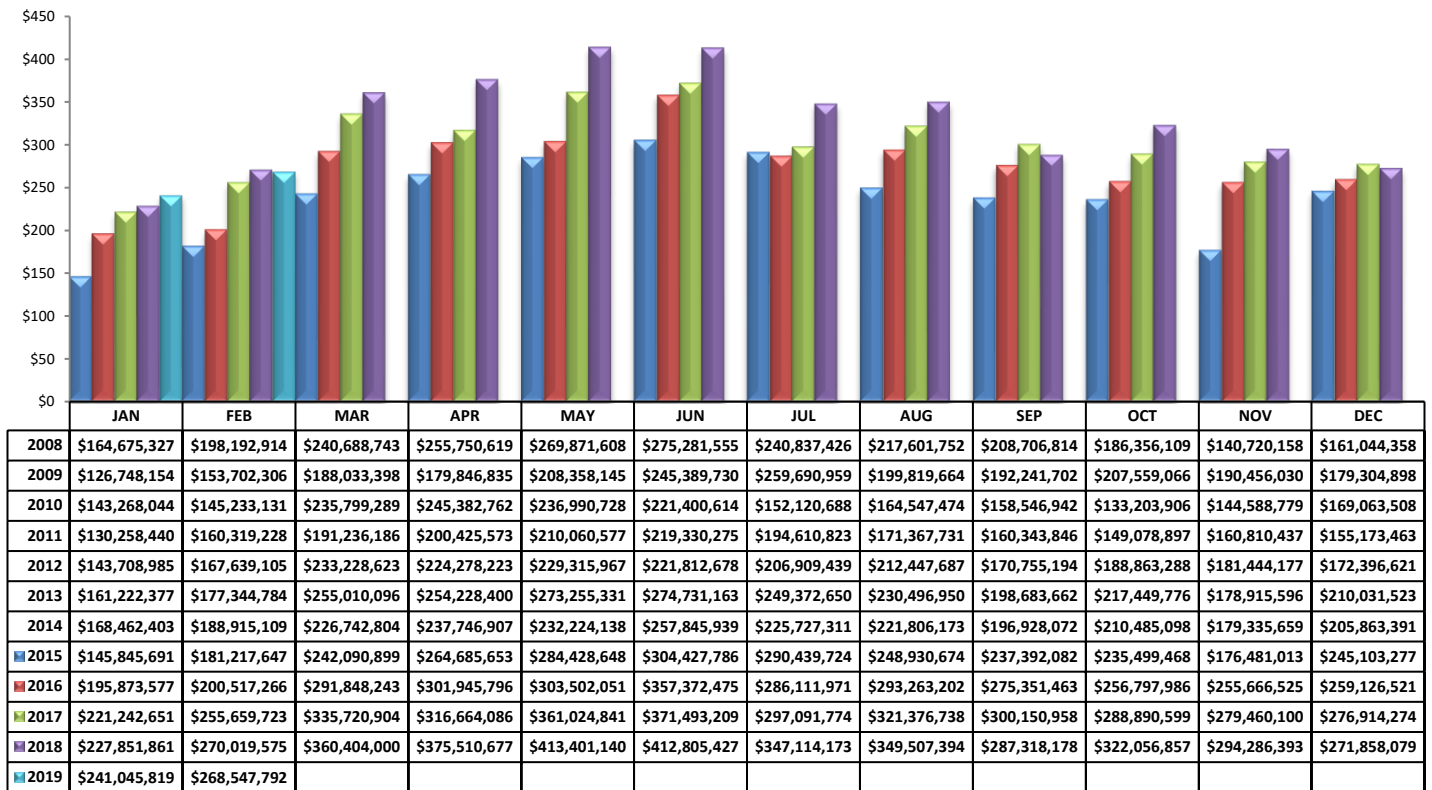


YTD Annual Comparison – Breakdown by Type

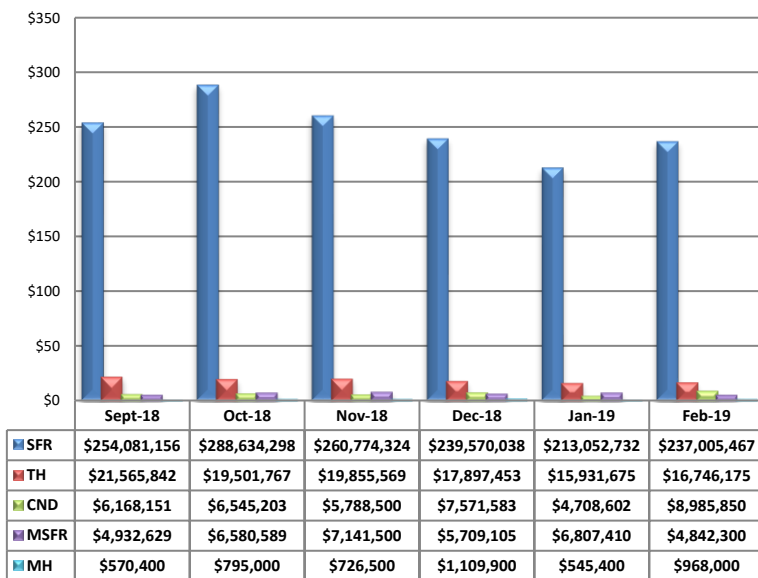


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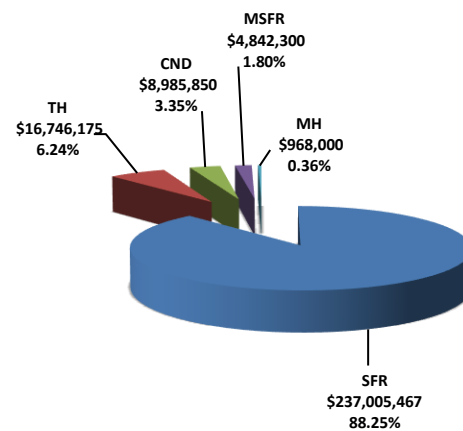
Total Sales Volume - February 2019



Total Sales Volume By Type - Monthly Comparison

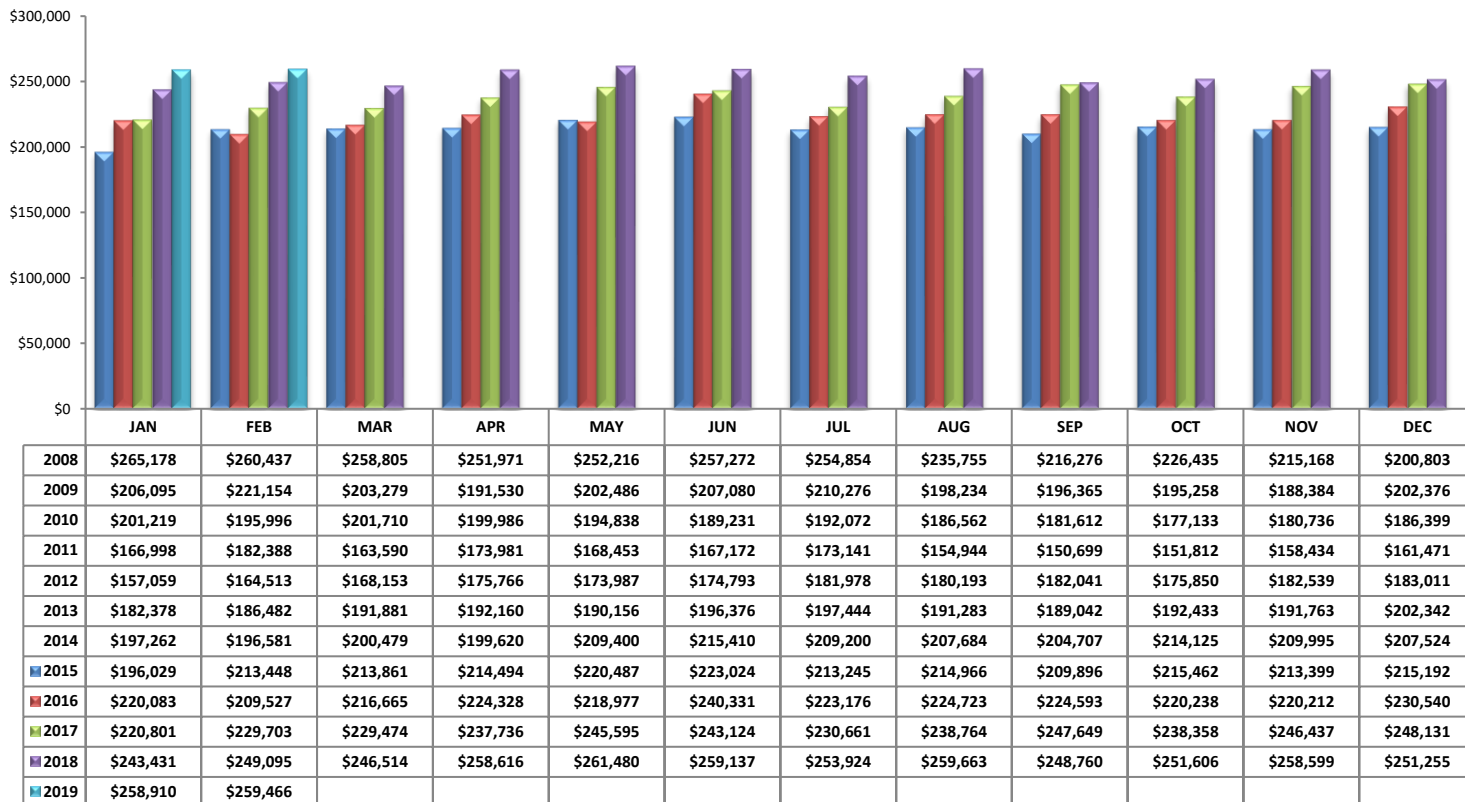


Monthly Volume by Type

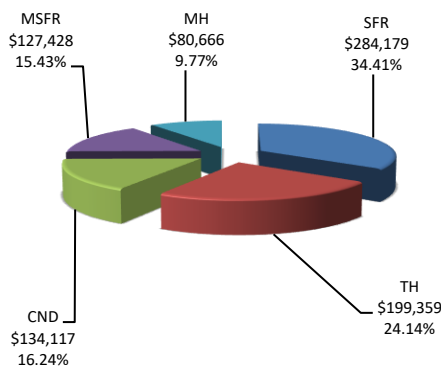


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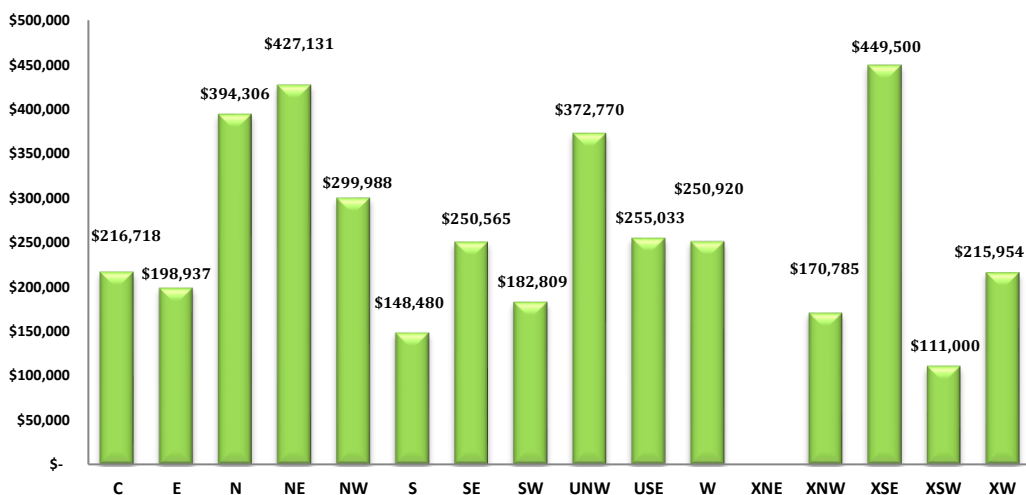
Average Sales Price – February 2019



Average Sales Price by Type – February 2019

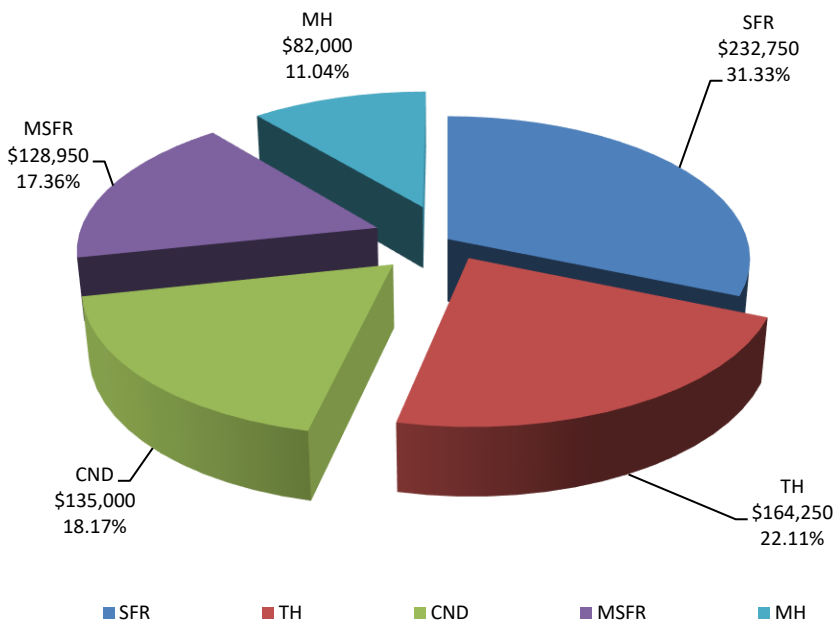


Average "Listing" Price per Area – February 2019

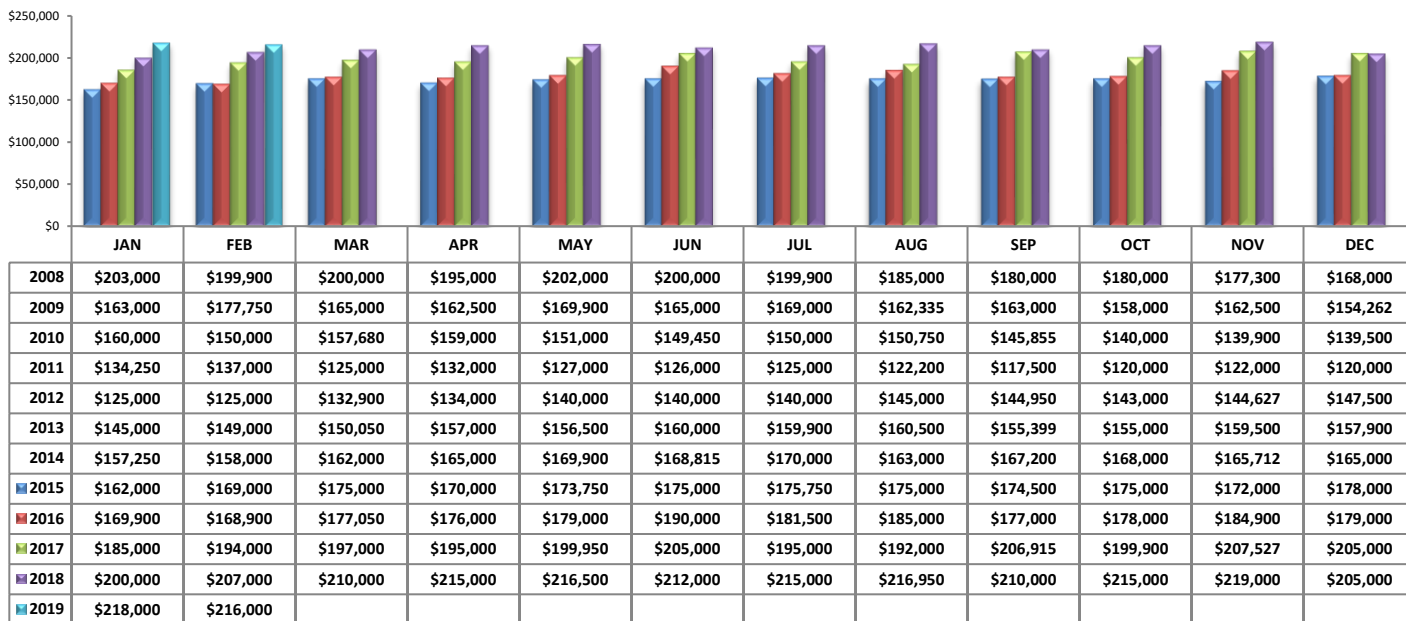


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Median Sale Price - by Type

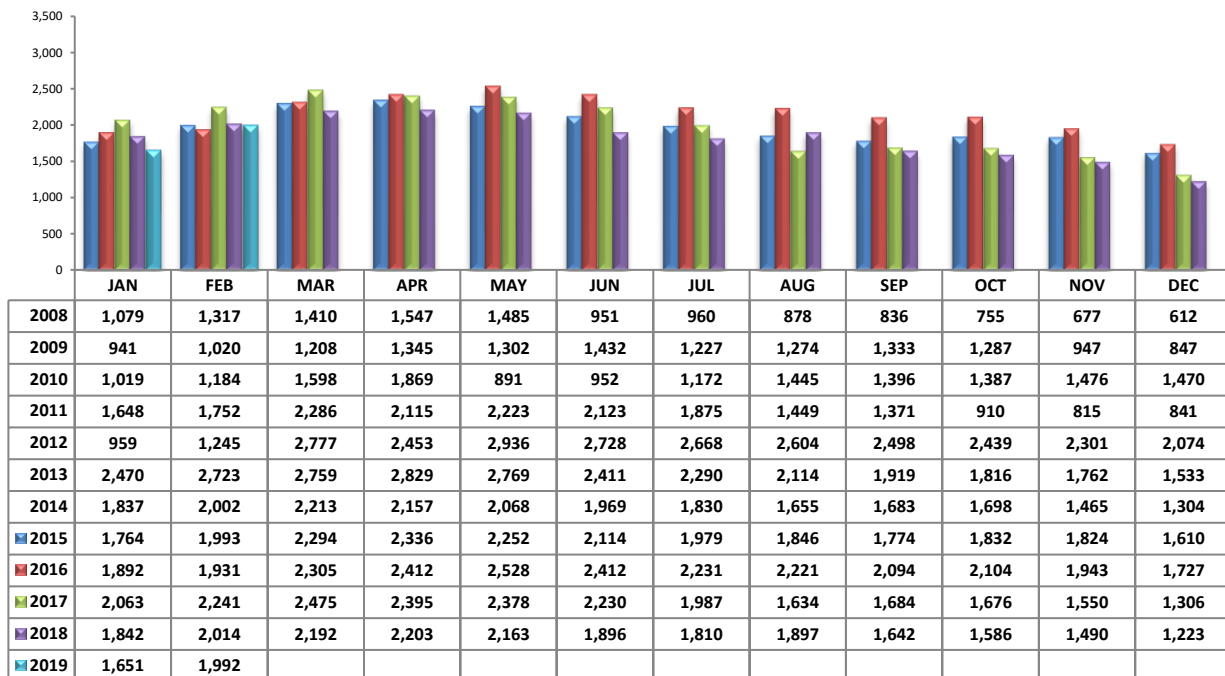


Median Sale Price - February 2019

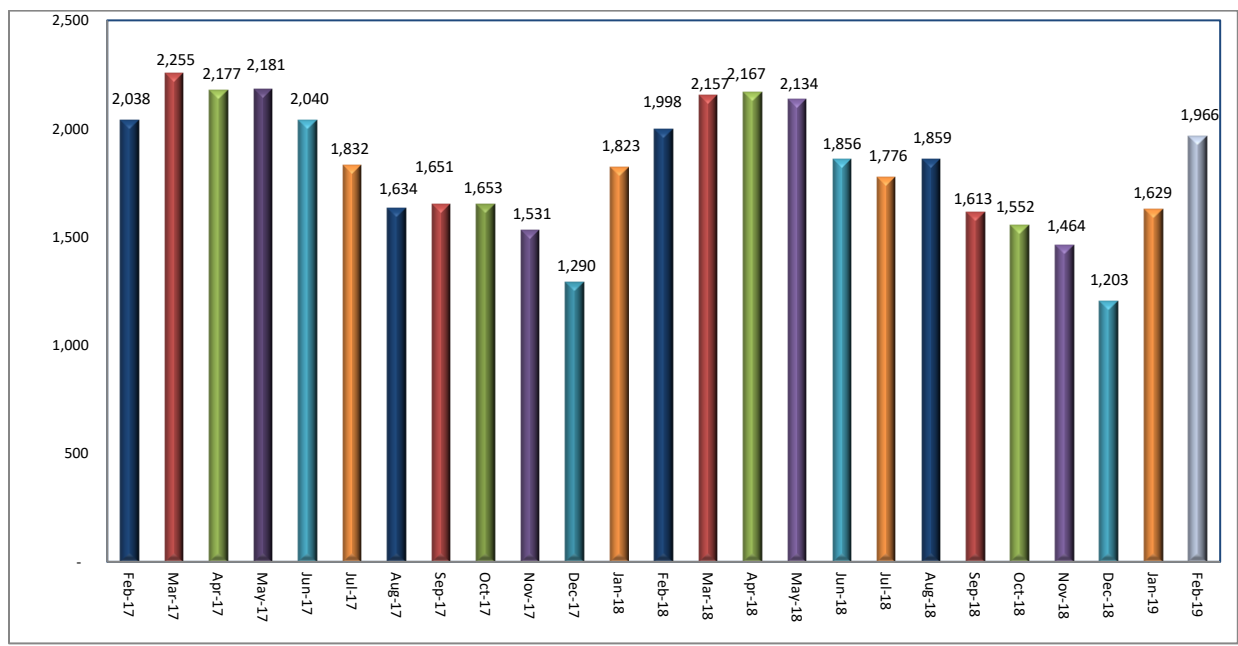


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Newly Under Contract During The Month

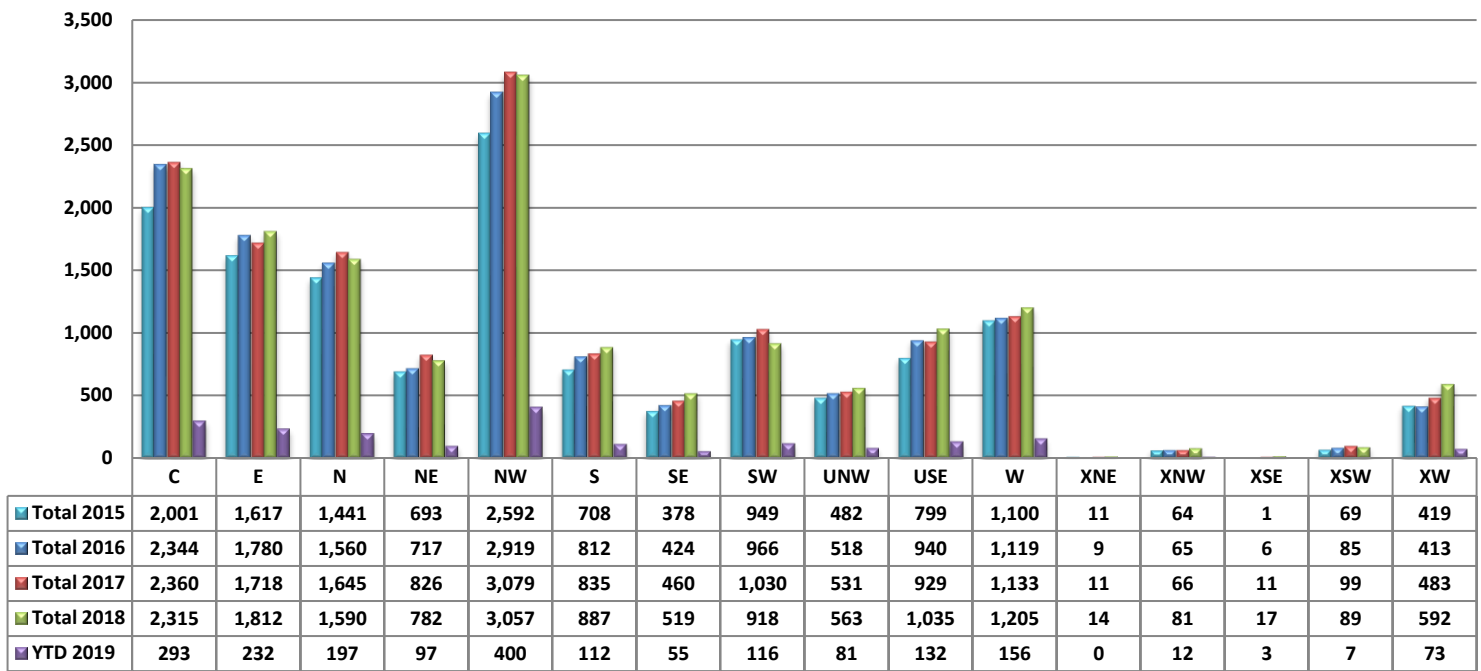


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area – Annual Comparison



Average \$ Sold per Area by # of Bedrooms

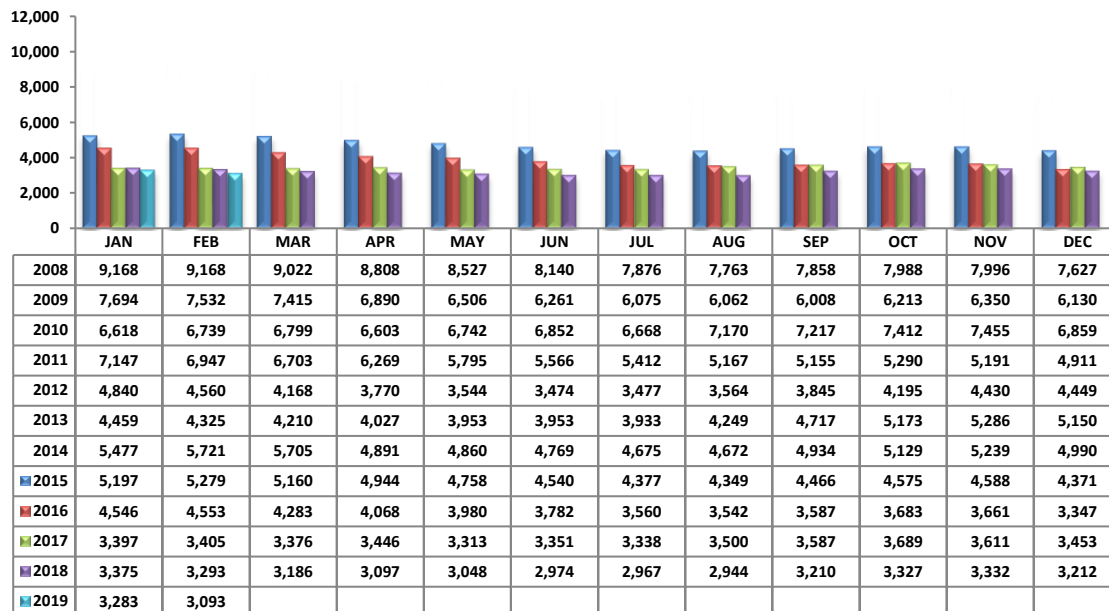
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$ 150,889	\$ 211,612	\$ 290,460	\$ 406,380	\$ 211,423
E	\$ 132,267	\$ 184,876	\$ 230,038	\$ 310,580	\$ 193,879
N	\$ 206,063	\$ 364,088	\$ 596,231	\$ 846,750	\$ 381,768
NE	\$ 81,250	\$ 363,810	\$ 504,758	\$ 705,000	\$ 417,292
NW	\$ 257,996	\$ 275,716	\$ 351,172	\$ 420,071	\$ 293,902
S	\$ 112,700	\$ 146,613	\$ 170,076	\$ -	\$ 145,969
SE	\$ 173,466	\$ 239,532	\$ 241,509	\$ 465,000	\$ 248,997
SW	\$ 133,147	\$ 180,075	\$ 233,941	\$ 207,181	\$ 179,627
UNW	\$ 337,325	\$ 351,822	\$ 441,000	\$ -	\$ 362,729
USE	\$ 253,122	\$ 232,800	\$ 262,592	\$ 321,023	\$ 251,561
W	\$ 147,275	\$ 229,030	\$ 320,179	\$ 383,575	\$ 247,947
XNE	\$ -	\$ -	\$ -	\$ -	\$ -
XNW	\$ -	\$ 165,256	\$ 171,247	\$ -	\$ 167,918
XSE	\$ -	\$ 445,000	\$ -	\$ -	\$ 445,000
XSW	\$ -	\$ 50,000	\$ 156,000	\$ -	\$ 103,000
XW	\$ 204,391	\$ 190,881	\$ 218,622	\$ 305,000	\$ 207,668

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	49	82	25	5	161
E	17	77	32	5	131
N	39	33	26	4	102
NE	6	17	17	5	45
NW	60	97	53	7	217
S	10	30	13	0	53
SE	3	13	11	2	29
SW	19	28	14	4	65
UNW	20	18	9	0	47
USE	6	37	18	7	68
W	16	28	24	3	71
XNE	0	0	0	0	0
XNW	0	5	4	0	9
XSE	0	1	0	0	1
XSW	0	1	1	0	2
XW	3	15	15	1	34

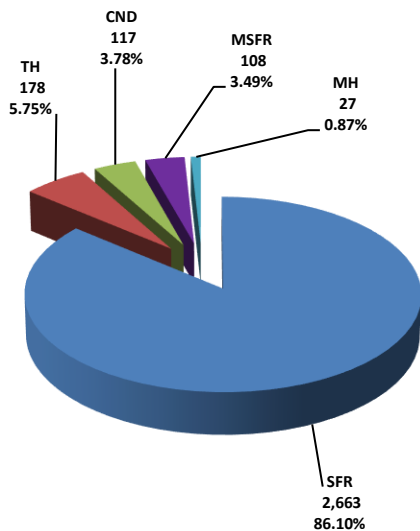
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Active Listings

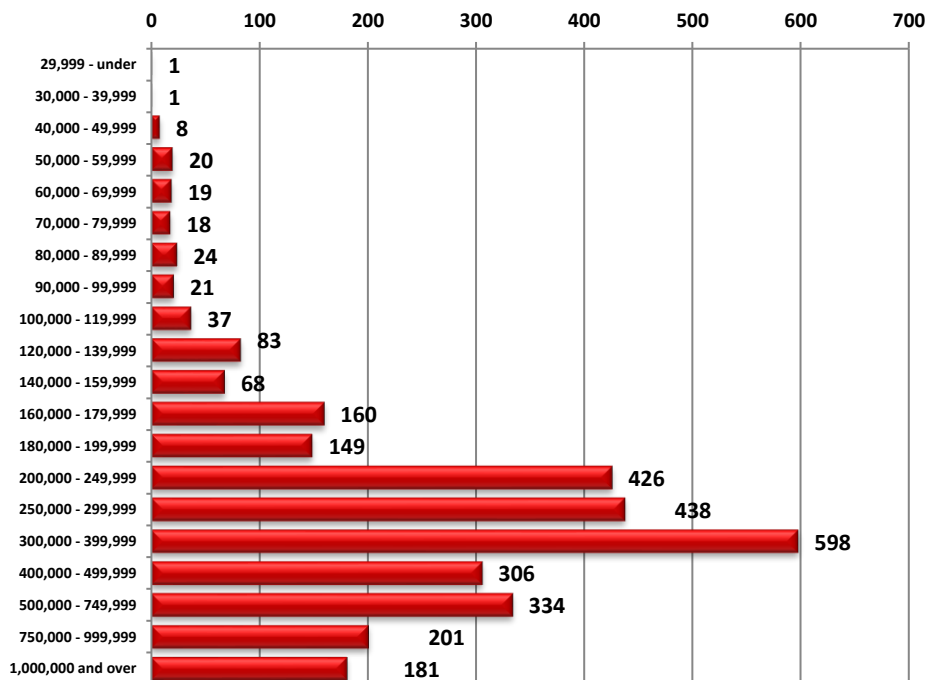


Area	# of Listings
C	382
E	201
N	445
NE	159
NW	721
S	112
SE	102
SW	166
UNW	164
USE	197
W	196
XNE	19
XNW	13
XSE	12
XSW	29
XW	175

Active Listings Unit Breakdown

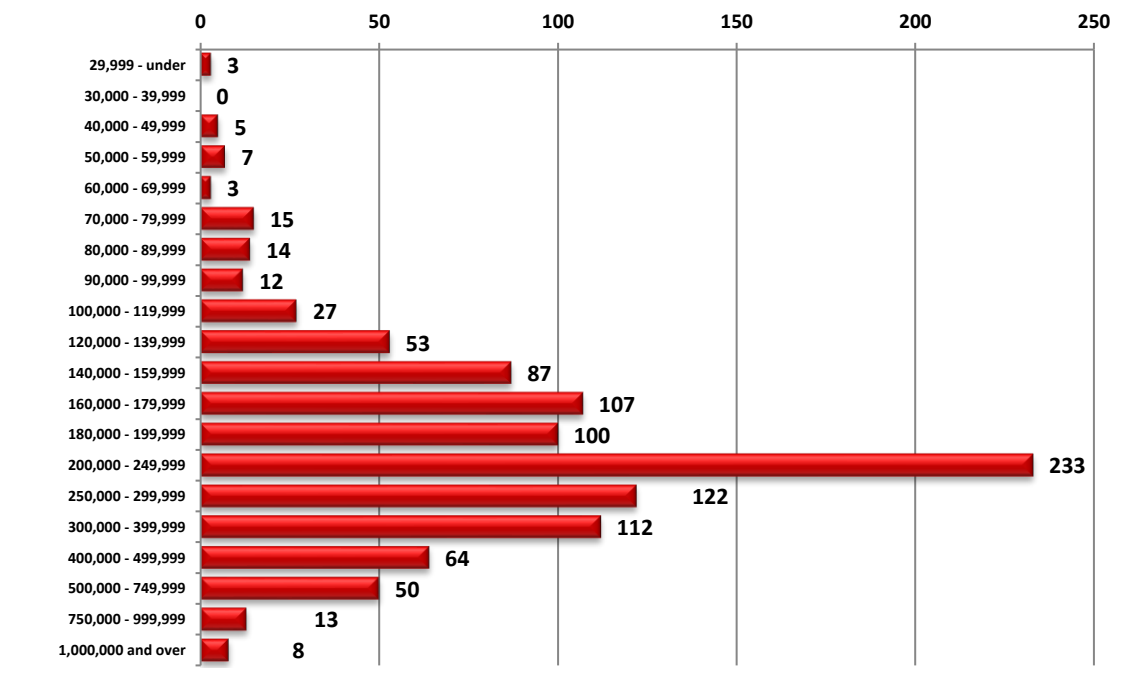


Active Listings Price Breakdown



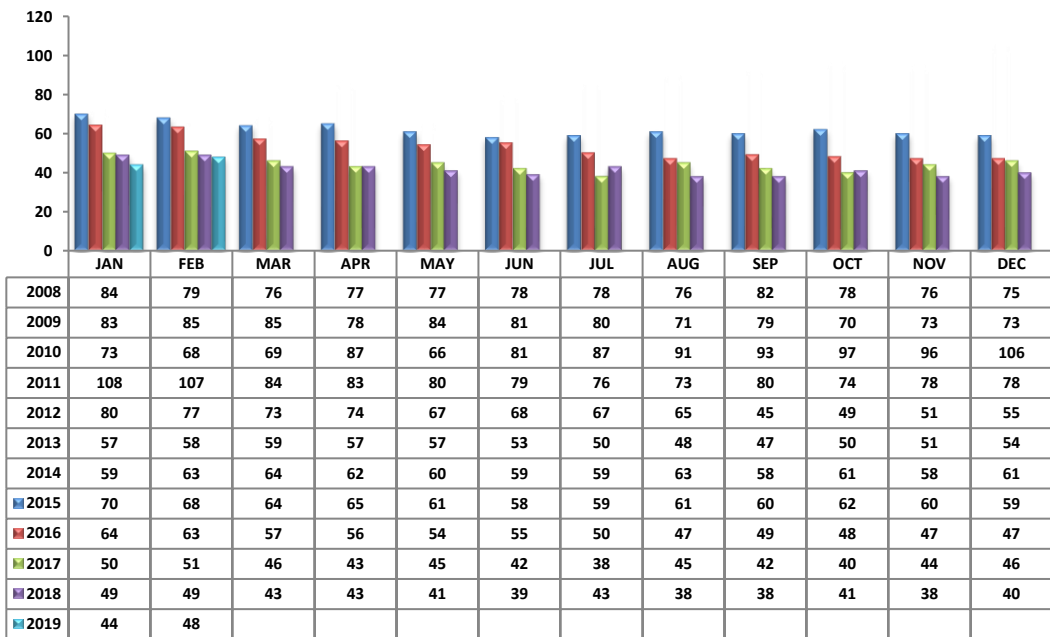
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Sold Price Breakdown



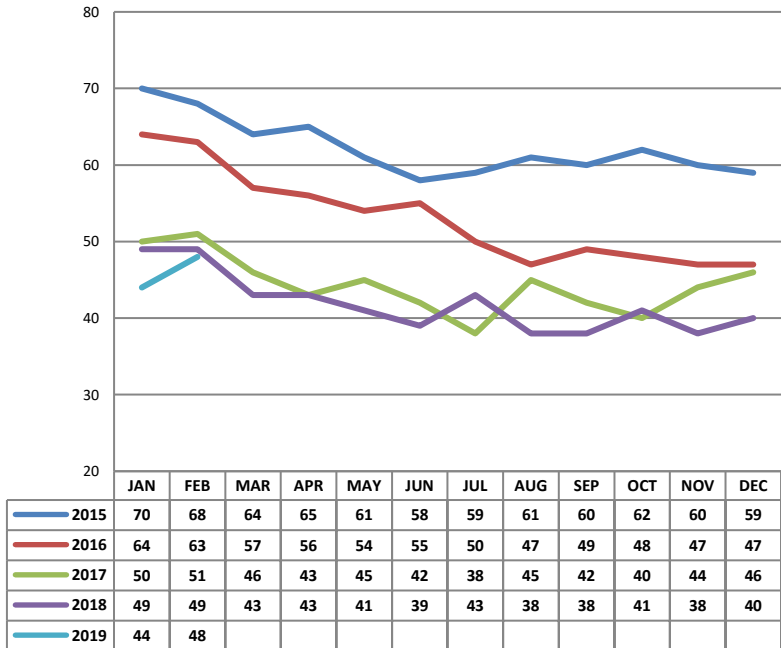
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Average Days on Market/Listing - February 2019

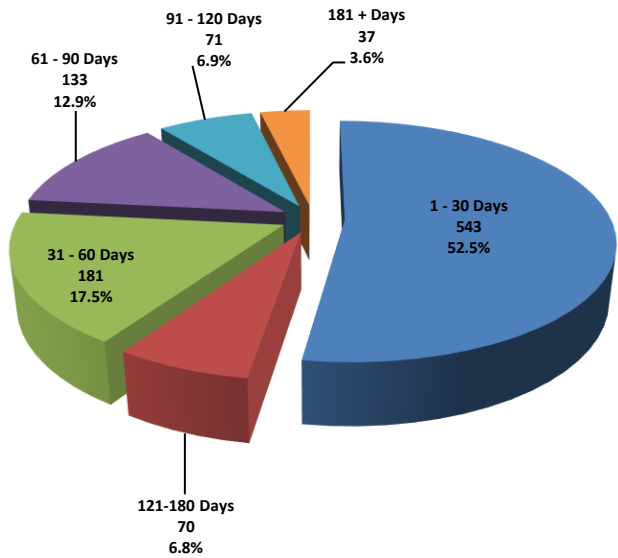


Area	# of Listings
C	44
E	41
N	58
NE	44
NW	51
S	32
SE	42
SW	46
UNW	67
USE	47
W	38
XNE	0
XNW	64
XSE	128
XSW	50
XW	62

Annual Comparison - Average Days on Market

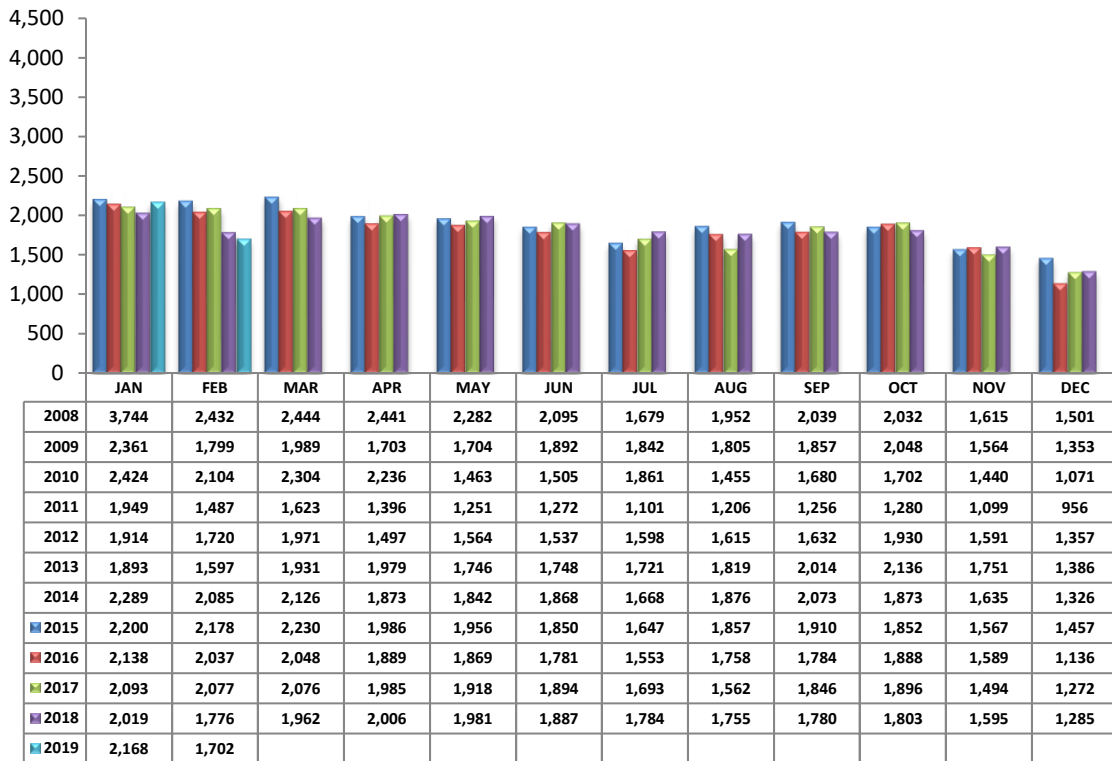


Average Days on Market/Listing Breakdown



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New Listings – February 2019



Area	# of Listings
C	247
E	172
N	215
NE	80
NW	330
S	98
SE	53
SW	96
UNW	66
USE	110
W	123
XNE	1
XNW	11
XSE	3
XSW	15
XW	82

*Includes properties that were re-listed

**Beginning February 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.
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
Feb 2019	103	229	51

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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.