

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

Below are some highlights from the May Residential Sales Statistics:

- Total Sales Volume of \$463,248,158 is up from \$400,498,076 in April, a 15.67% increase and up 12.06% from May 2018.
- The Average Sales Price of \$277,228 is an increase of 6.39% from \$260,571 last month.
- Average List Price of \$282,609 is an increase of 6.23% from \$266,033 in April.
- Total Under Contract of 2,134 decreased .28% since April's number of 2,140.
- Total Unit Sales of 1,671 is an increase of 8.72% since last month's number of 1,537.
- The Median Sales Price of \$232,000 increased 6.18% from \$218,500 in April and up 7.16% since May 2018.
- New Listings of 1,795 have decreased 13.12% from 2,066 in April and 9.39% since May 2018.
- Total Active Listings of 2,705 is a decrease of 6.72% from April.
- Average Days on Market decreased to 37 this month from 41 last month.
- Conventional loan sales of 49% exceeded Cash Sales of 20.9%.



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 TAB President



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May 2019 Recap by Month and Year - % of Change

Total Sales Volume

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
May	\$463,248,158	\$413,401,140	12.06%
April	\$400,498,076	\$375,510,677	6.65%
Month % Change	15.67%	10.09%	

Average Sales Price

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
May	\$277,228	\$261,480	6.02%
April	\$260,571	\$258,616	0.76%
Month % Change	6.39%	1.11%	

Average List Price

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
May	\$282,609	\$267,234	5.75%
April	\$266,033	\$264,467	0.59%
Month % Change	6.23%	1.05%	

Total Under Contract

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
May	2,134	2,134	0.00%
April	2,140	2,167	-1.25%
Month % Change	-0.28%	-1.52%	

Total Unit Sales

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
May	1,671	1,581	5.69%
April	1,537	1,452	5.85%
Month % Change	8.72%	8.88%	

Median Sales Price

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
May	\$232,000	\$216,500	7.16%
April	\$218,500	\$215,000	1.63%
Month % Change	6.18%	0.70%	

New Listings

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
May	1,795	1,981	-9.39%
April	2,066	2,006	2.99%
Month % Change	-13.12%	-1.25%	

Active Listings

	<u>2019</u>	<u>2018</u>	<u>Annual % Change</u>
May	2,705	3,048	-11.25%
April	2,900	3,097	-6.36%
Month % Change	-6.72%	-1.58%	

May 2019 - 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	7	5	71.43%	85645	0	0	0.00%	85713	58	43	74.14%	85740	0	0	0.00%
85245	0	0	0.00%	85648	0	0	0.00%	85714	11	3	27.27%	85741	46	55	119.57%
85601	0	0	0.00%	85653	116	44	37.93%	85715	49	45	91.84%	85742	101	85	84.16%
85602	0	0	0.00%	85658	144	56	38.89%	85716	87	51	58.62%	85743	71	69	97.18%
85611	0	0	0.00%	85701	29	2	6.90%	85717	0	0	0.00%	85745	102	56	54.90%
85614	0	0	0.00%	85703	0	0	0.00%	85718	196	81	41.33%	85746	56	37	66.07%
85616	0	0	0.00%	85704	83	58	69.88%	85719	93	53	56.99%	85747	74	60	81.08%
85619	25	1	4.00%	85705	51	33	64.71%	85730	51	66	129.41%	85748	38	37	97.37%
85622	0	0	0.00%	85706	39	41	105.13%	85734	0	0	0.00%	85749	79	39	49.37%
85623	6	1	16.67%	85709	1	0	0.00%	85735	30	12	40.00%	85750	184	85	46.20%
85629	4	1	25.00%	85710	78	77	98.72%	85736	17	6	35.29%	85755	169	74	43.79%
85637	3	1	33.33%	85711	61	64	104.92%	85737	125	56	44.80%	85756	36	51	141.67%
85641	173	96	55.49%	85712	53	45	84.91%	85739	110	48	43.64%	85757	46	34	73.91%

NOTE:

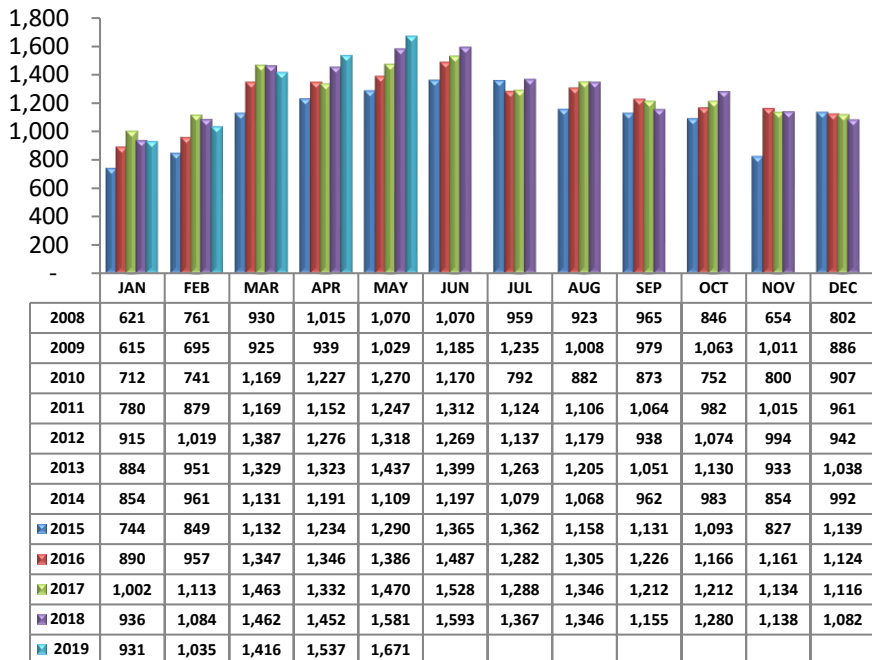
85731- 1 active listing, 85744- 2 active listings

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	2	3	0	5	1	C	375	1 - 30 Days	1,096	
\$30,000 to \$39,999	3	2	1	6	1	E	171	31-60 Days	250	
\$40,000 to \$49,999	6	5	0	11	2	N	421	61 - 90 Days	125	
\$50,000 to \$59,999	9	2	2	13	10	NE	128	91-120 Days	66	
\$60,000 to \$69,999	17	4	2	23	5	NW	622	121 - 180 Days	81	
\$70,000 to \$79,999	22	9	5	36	9	S	90	Over 180 Days	53	
\$80,000 to \$89,999	21	9	1	31	18	SE	89	Avg. Days on Market		
\$90,000 to \$99,999	13	18	8	39	16	SW	142	37		
\$100,000 to \$119,999	47	40	6	93	31	UNW	123	Avg. Sold Price		
\$120,000 to \$139,999	62	85	14	161	81	USE	175	\$277,228		
\$140,000 to \$159,999	78	113	23	214	79	W	159	Median Sale Price		
\$160,000 to \$179,999	103	179	29	311	165	XNE	26	\$232,000		
\$180,000 to \$199,999	134	171	41	346	175	XNW	8	New Listings		
\$200,000 to \$249,999	391	349	101	841	356	XSE	9	1,795		
\$250,000 to \$299,999	383	217	60	660	222	XSW	29			
\$300,000 to \$399,999	500	224	84	808	257	XW	138			
\$400,000 to \$499,999	278	105	31	414	122	Sold Units per Area		Sales Volume by Area		
\$500,000 to \$749,999	297	91	30	418	88	C	253	\$57,065,641		
\$750,000 to \$999,999	174	40	13	227	20	E	178	\$38,314,772		
\$1,000,000 and over	165	13	4	182	13	N	193	\$79,965,001		
						NE	91	\$30,560,018		
						NW	353	\$112,266,675		
						S	90	\$15,015,861		
						SE	62	\$16,925,875		
						SW	94	\$16,209,045		
						UNW	52	\$17,498,795		
						USE	112	\$31,186,793		
Totals	2,705	1,679	455	4,839	1,671	W	117	\$31,363,018		
						XNE	1	\$350,000		
						XNW	6	\$1,077,990		
Home Sales Volume	\$463,248,158	\$413,401,140	12.06%	\$1,743,154,505	\$1,647,187,253	5.83%	XSE	2	\$982,000	
Home Sales Units	1,671	1,581	5.69%	6,590	6,515	1.15%	XSW	8	\$887,527	
Average Sales Price (All Residential)	\$277,228	\$261,480	6.02%	\$268,802	\$257,029	4.58%	XW	59	\$13,579,147	
Median Sales Price	\$232,000	\$216,500	7.16%	\$225,125	\$213,688	5.35%	Total Volume		\$463,248,158	
Average Days on Market:	37	41	-9.76%	40	43	-6.98%				
Average List Price for Sold:	282,609	\$267,234	5.75%	\$274,271	\$262,931	4.31%				
SP/LP %	98.10%	97.85%		98.01%	97.76%					
Total Under Contract	2,134	2,134	0.00%							
Active Listings	2,705	3,048	-11.25%							
New Listings	1,795	1,981	-9.39%							

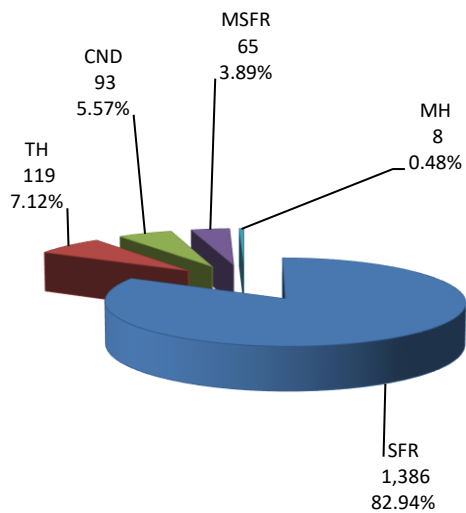
Types of Financing	Totals
FHA	259
VA	214
Other	26
Cash	349
Conventional	817
Cash/Loan	1
Carryback	5

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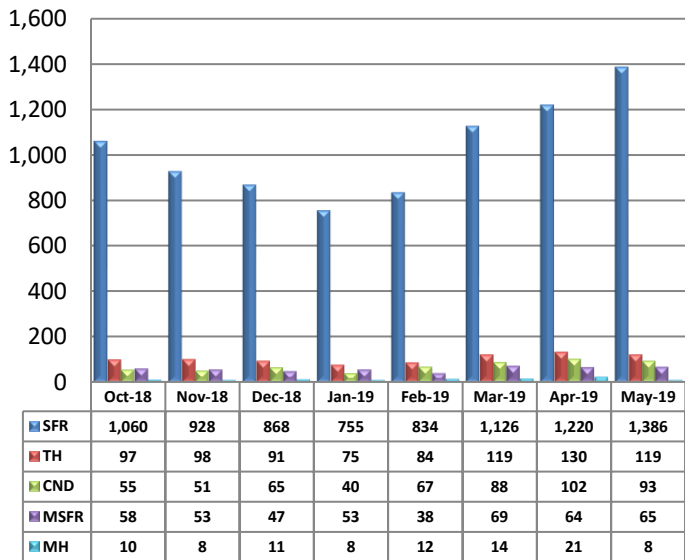
Total Unit Sales – May 2019



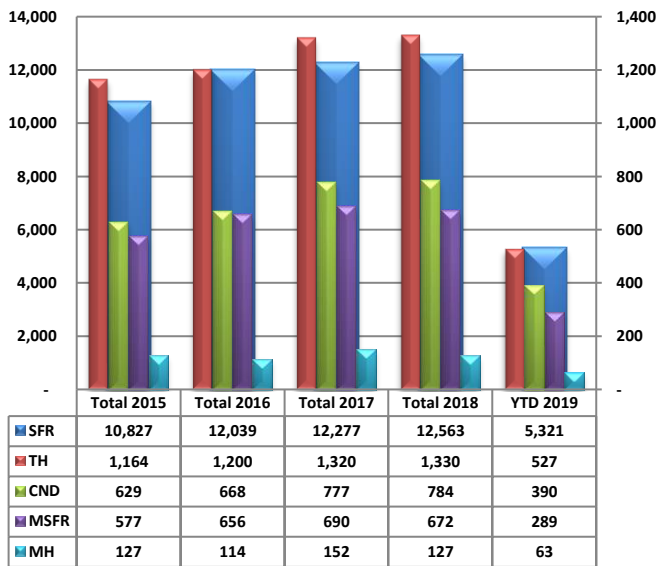
Unit Sales – Breakdown by Type



Total Unit Sales By Type - Monthly Comparison

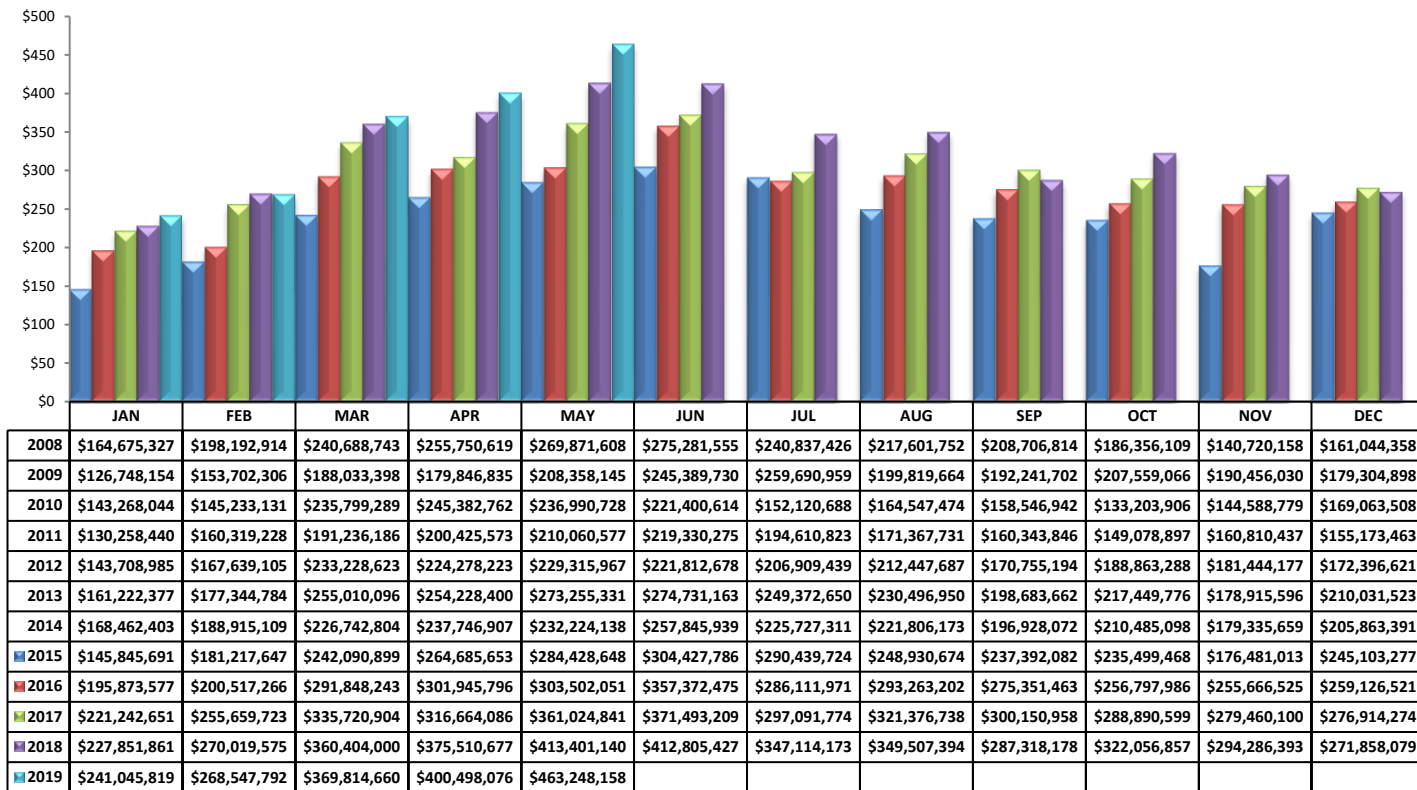


YTD Annual Comparison – Breakdown by Type

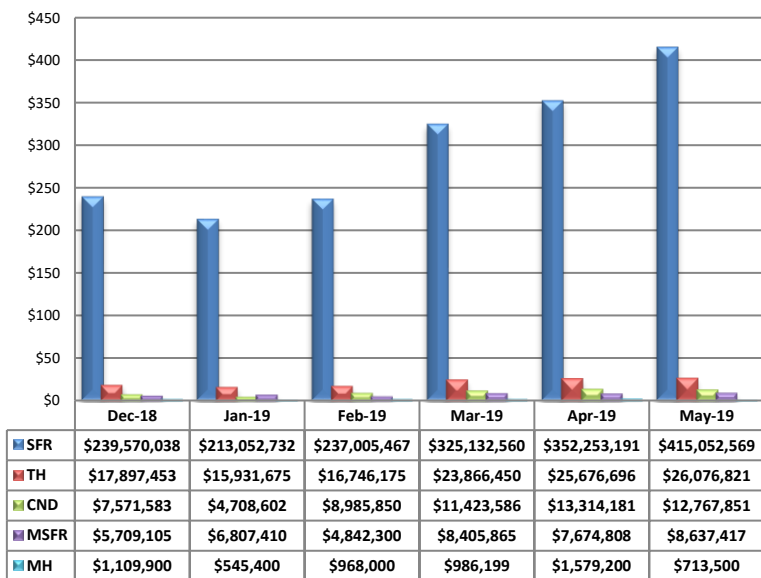


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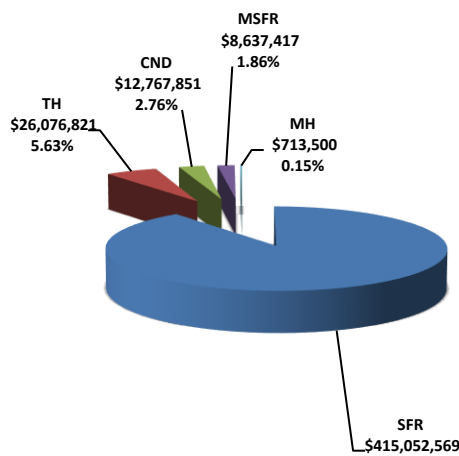
Total Sales Volume - May 2019



Total Sales Volume By Type - Monthly Comparison

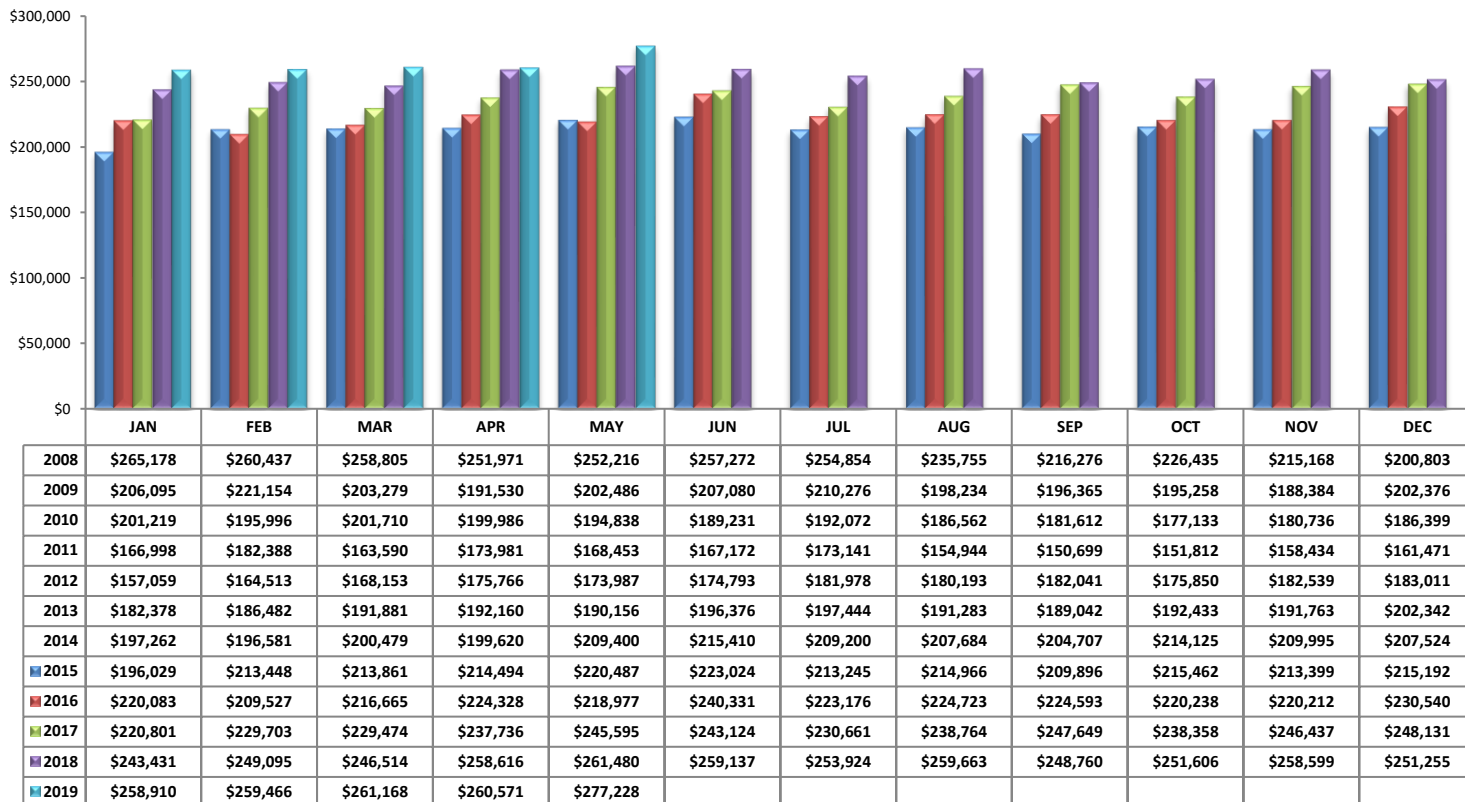


Monthly Volume by Type

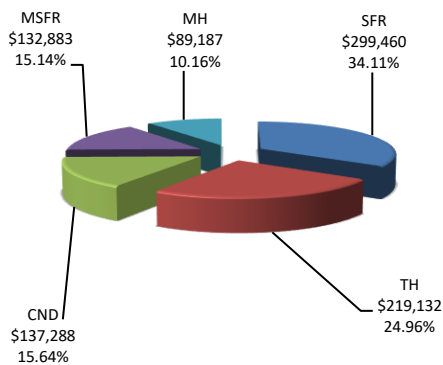


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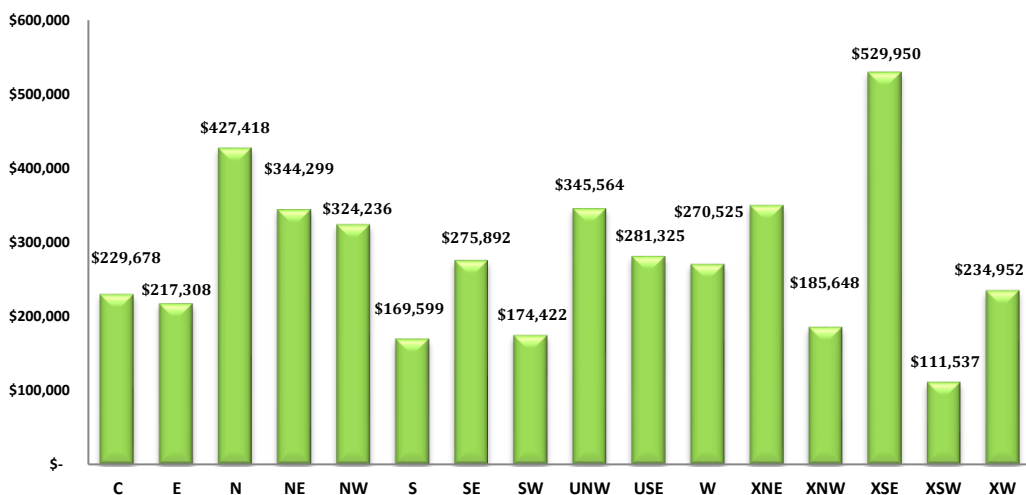
Average Sales Price – May 2019



Average Sales Price by Type – May 2019

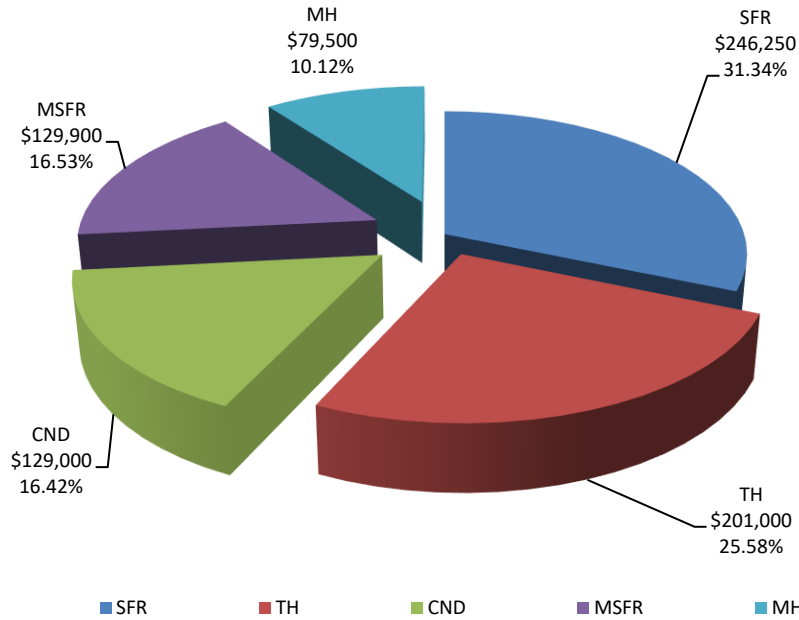


Average "Listing" Price per Area – May 2019

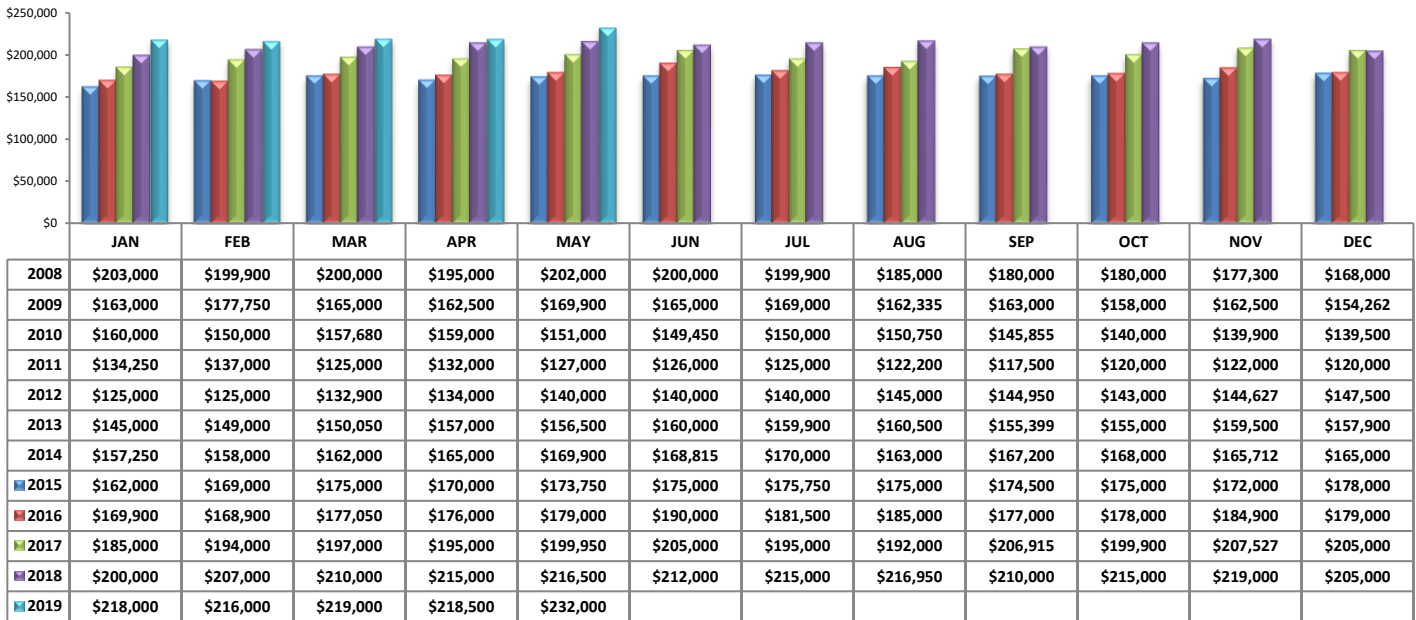


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Median Sale Price - by Type

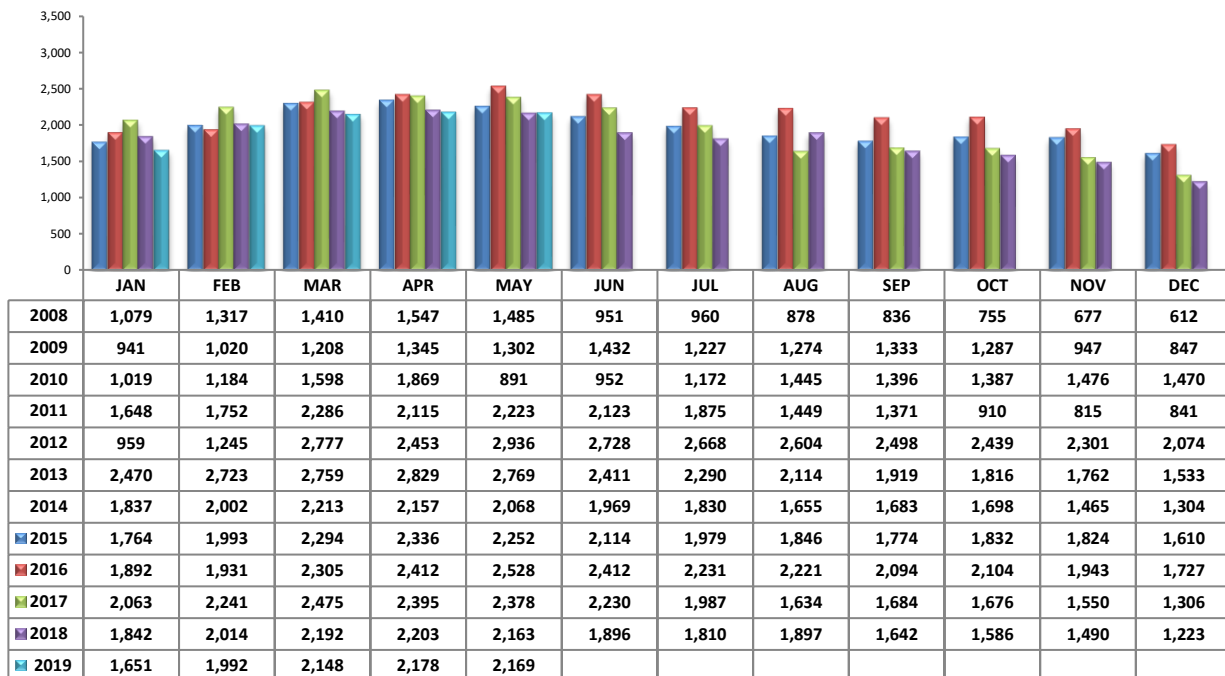


Median Sale Price - May 2019

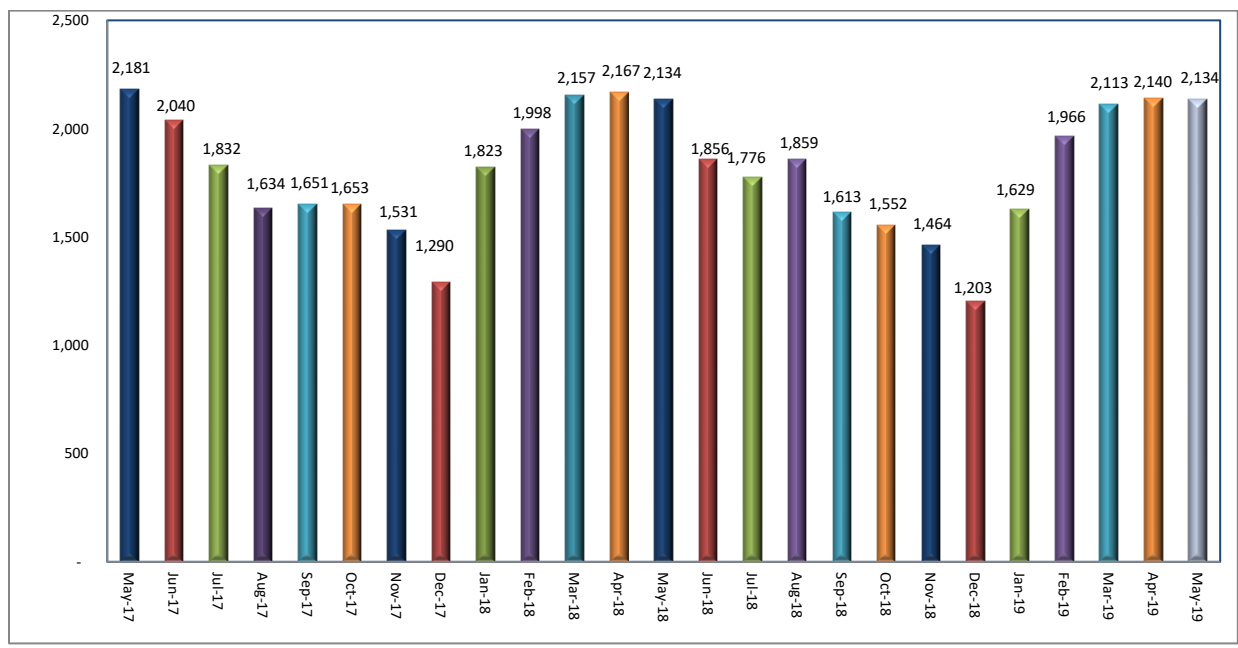


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Newly Under Contract During The Month

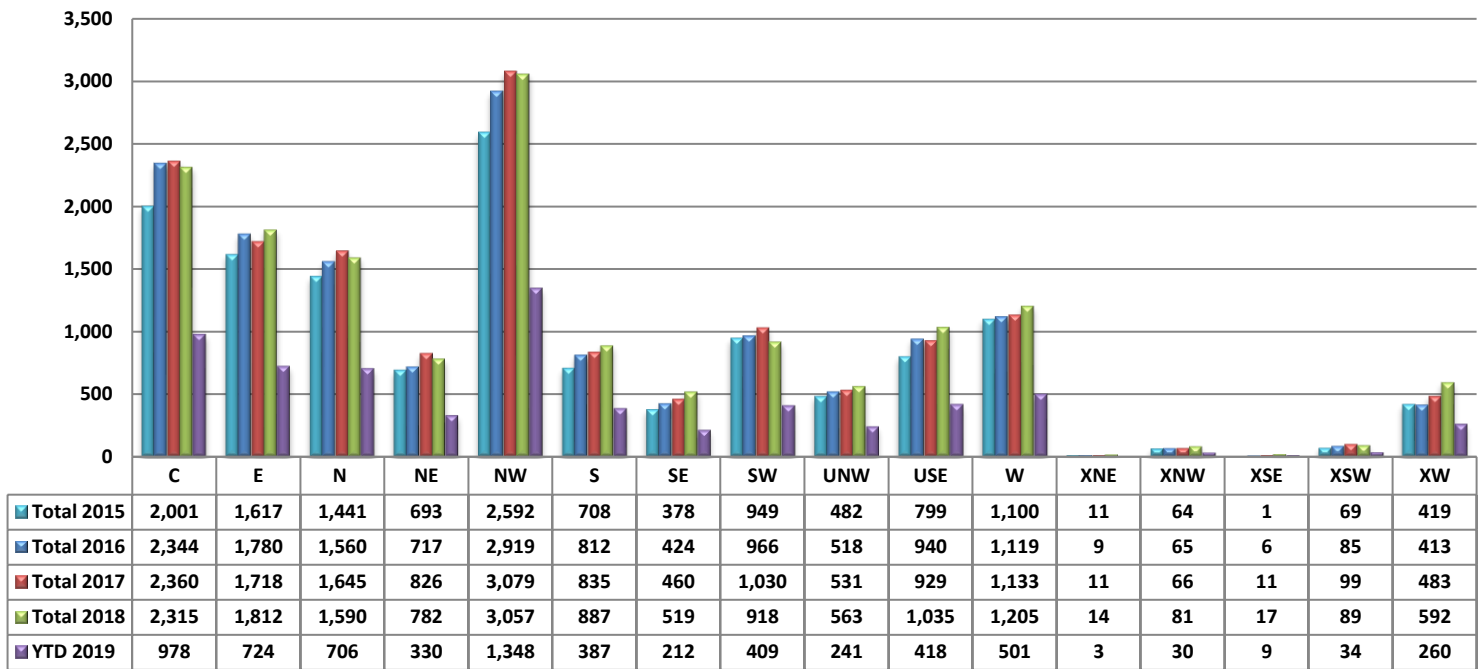


Total Listings Still Under Contract At The End of The Month



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Number of Sold Listings by Area - Annual Comparison



Average \$ Sold per Area by # of Bedrooms

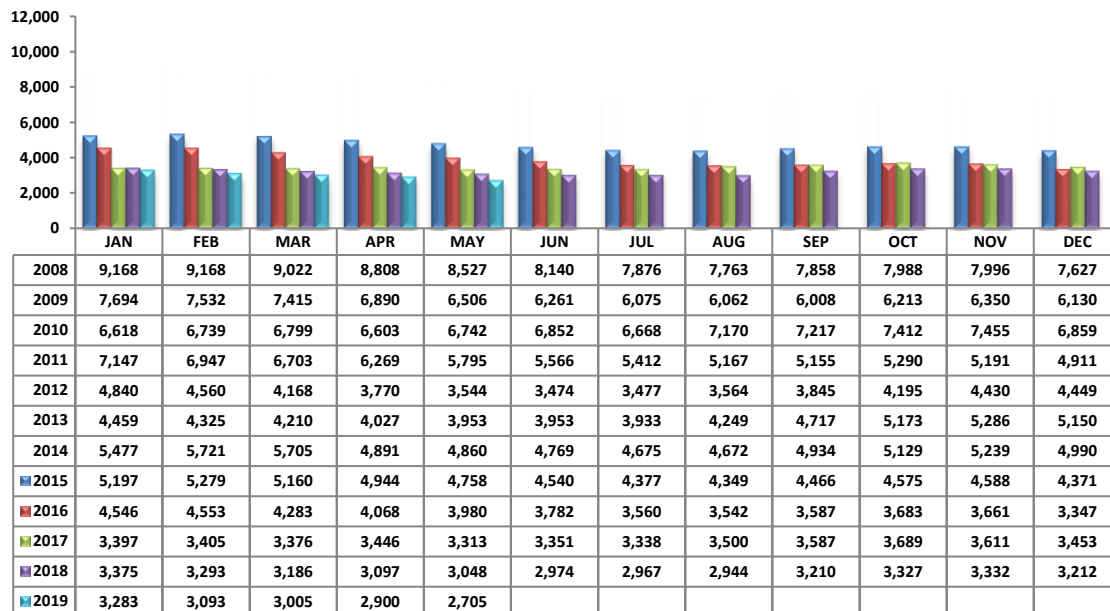
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$ 162,833	\$ 225,211	\$ 304,979	\$ 369,600	\$ 225,555
E	\$ 125,584	\$ 199,028	\$ 257,143	\$ 408,485	\$ 215,251
N	\$ 222,525	\$ 394,387	\$ 528,537	\$ 840,401	\$ 414,326
NE	\$ 146,741	\$ 296,448	\$ 443,109	\$ 554,740	\$ 335,824
NW	\$ 271,665	\$ 304,074	\$ 349,111	\$ 513,843	\$ 318,035
S	\$ 116,721	\$ 165,501	\$ 195,952	\$ 220,000	\$ 166,842
SE	\$ 154,966	\$ 256,126	\$ 292,868	\$ 305,578	\$ 272,997
SW	\$ 109,245	\$ 164,501	\$ 199,874	\$ 225,590	\$ 172,436
UNW	\$ 281,082	\$ 453,156	\$ 282,126	\$ 340,000	\$ 336,515
USE	\$ 265,255	\$ 244,105	\$ 305,403	\$ 342,916	\$ 278,453
W	\$ 193,844	\$ 258,803	\$ 313,031	\$ 363,620	\$ 268,059
XNE	\$ -	\$ 350,000	\$ -	\$ -	\$ 350,000
XNW	\$ 140,000	\$ 187,663	\$ 172,500	\$ 202,500	\$ 179,665
XSE	\$ -	\$ 487,000	\$ -	\$ 495,000	\$ 491,000
XSW	\$ -	\$ 93,421	\$ 163,500	\$ -	\$ 110,940
XW	\$ 132,936	\$ 212,657	\$ 254,139	\$ 305,326	\$ 230,155

Units Sold per Area by # of Bedrooms

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	69	133	46	5	253
E	21	99	51	7	178
N	67	51	58	17	193
NE	18	34	34	5	91
NW	71	180	86	16	353
S	13	53	23	1	90
SE	3	24	30	5	62
SW	11	52	21	10	94
UNW	23	16	11	2	52
USE	7	52	41	12	112
W	19	59	35	4	117
XNE	0	1	0	0	1
XNW	1	3	1	1	6
XSE	0	1	0	1	2
XSW	0	6	2	0	8
XW	7	26	16	10	59

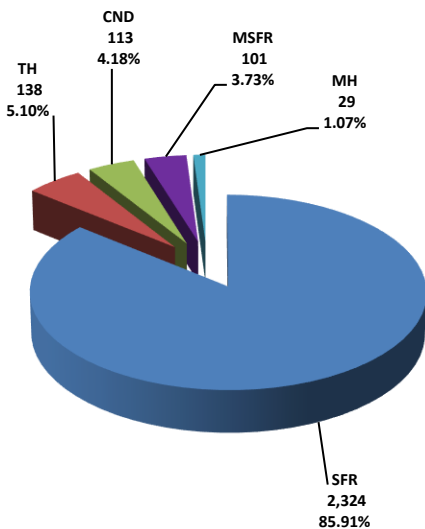
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Active Listings

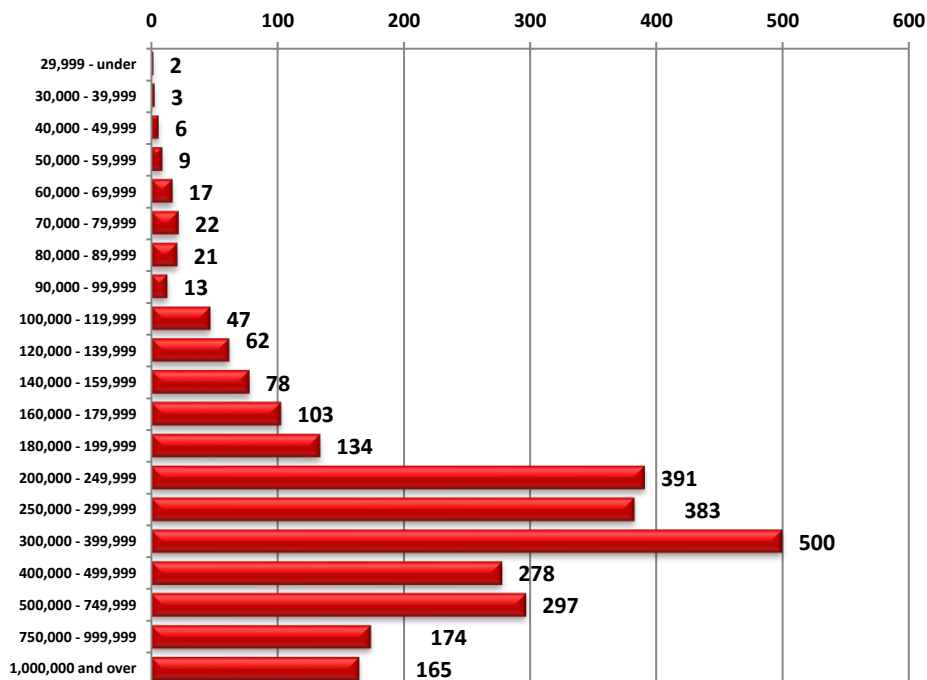


Area	# of Listings
C	375
E	171
N	421
NE	128
NW	622
S	90
SE	89
SW	142
UNW	123
USE	175
W	159
XNE	26
XNW	8
XSE	9
XSW	29
XW	138

Active Listings Unit Breakdown

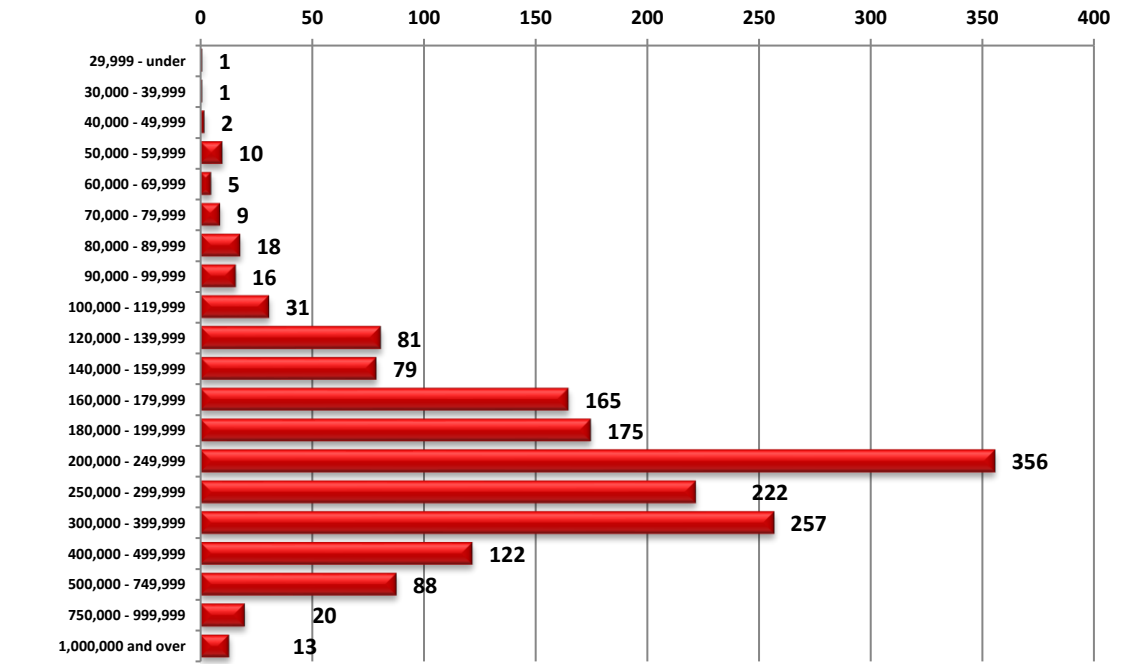


Active Listings Price Breakdown



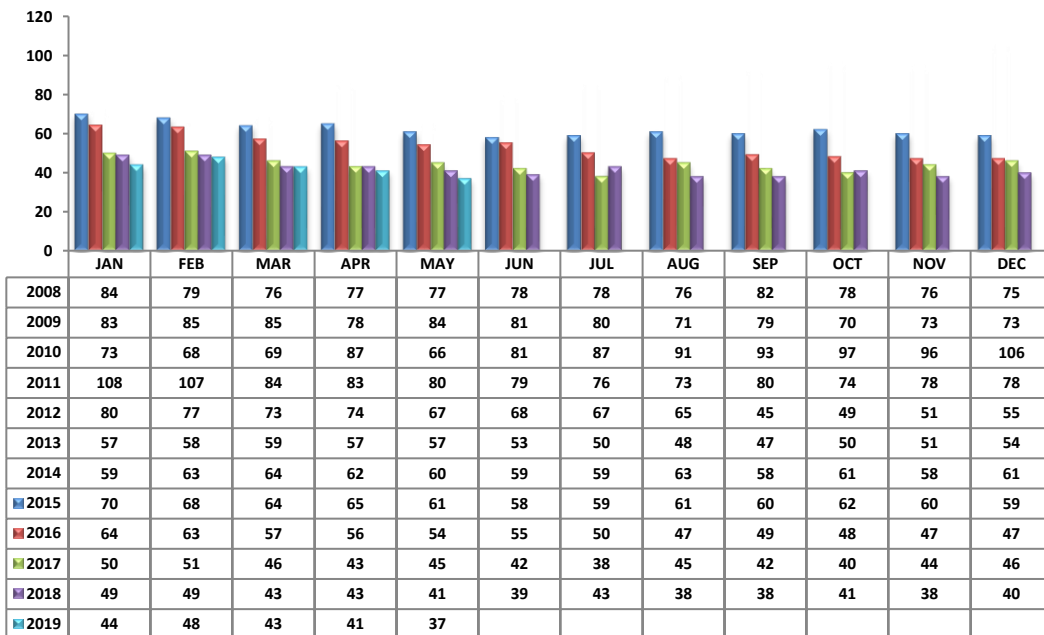
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Sold Price Breakdown



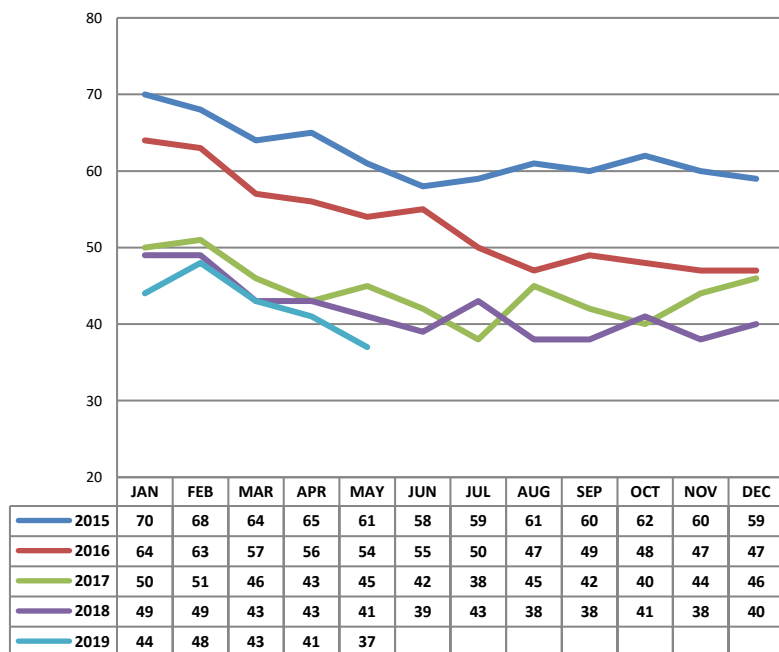
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Average Days on Market/Listing - May 2019

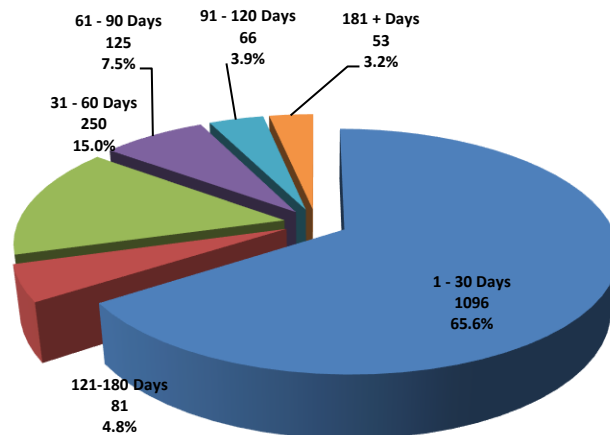


Area	# of Listings
C	28
E	25
N	33
NE	46
NW	45
S	28
SE	45
SW	37
UNW	54
USE	39
W	29
XNE	381
XNW	32
XSE	258
XSW	43
XW	62

Annual Comparison - Average Days on Market

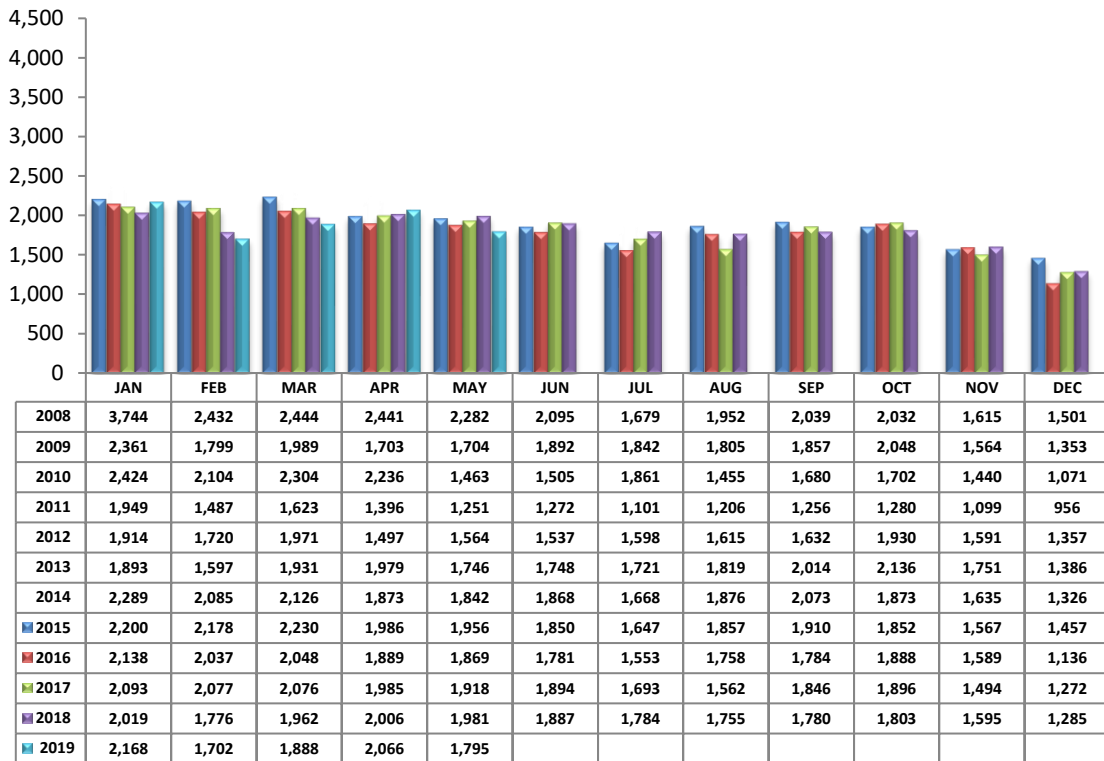


Average Days on Market/Listing Breakdown



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New Listings – May 2019



Area	# of Listings
C	288
E	172
N	202
NE	88
NW	368
S	97
SE	57
SW	105
UNW	68
USE	138
W	121
XNE	7
XNW	9
XSE	2
XSW	12
XW	61

*Includes properties that were re-listed

**Beginning May 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.
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
Mar 2019	98	217	48
Apr 2019	97	248	42
May 2019	117	276	42

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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 May 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 east 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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