

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

- Total Sales Volume of \$413,401,140 is an increase of 10.09% from last month's number of \$375,510,677 and an increase of 14.51% over May 2017.
- The Average Sales Price of \$261,480 is an increase of 1.11% from \$258,616 in April.
- Average List Price of \$267,234 increased by 1.05% over April's 264,467.
- Total Under Contract decreased 1.52% since last month going from 2,167 to 2,134.
- Total Unit Sales of 1,581 is up this month over April's number of 1,452, resulting in an 8.88% increase, and is up 7.55% over May 2017.
- The Median Sales Price of \$216,500 is an increase of .70% since April's 215,000.
- New Listings of 1,981 are down from 2,006 in April but are an increase of 3.28% from May 2017.
- Total Active Listings of 3,048 is a decrease of 1.58% from April.
- Average Days on Market decreased this month to 41 from 43 in April.
- Conventional loan sales of 45.2% exceeded Cash Sales of 24.9%.

Judith Grammond  
2018 MLSSAZ President

Ginny Huffman  
2018 TAR President



**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®.



*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.*

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

### Total Sales Volume

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
May	\$413,401,140	\$361,024,841	14.51%
April	\$375,510,677	\$316,664,086	18.58%
Month % Change	10.09%	14.01%	

### Average Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
May	\$261,480	\$245,595	6.47%
April	\$258,616	\$237,736	8.78%
Month % Change	1.11%	3.31%	

### Average List Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
May	\$267,234	\$245,591	8.81%
April	\$264,467	\$239,287	10.52%
Month % Change	1.05%	2.63%	

### Total Under Contract

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
May	2,134	2,181	-2.15%
April	2,167	2,177	-0.46%
Month % Change	-1.52%	0.18%	

### Total Unit Sales

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
May	1,581	1,470	7.55%
April	1,452	1,332	9.01%
Month % Change	8.88%	10.36%	

### Median Sales Price

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
May	\$216,500	\$199,950	8.28%
April	\$215,000	\$195,000	10.26%
Month % Change	0.70%	2.54%	

### New Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
May	1,981	1,918	3.28%
April	2,006	1,985	1.06%
Month % Change	-1.25%	-3.38%	

### Active Listings

	<u>2018</u>	<u>2017</u>	<u>Annual % Change</u>
May	3,048	3,313	-8.00%
April	3,097	3,446	-10.13%
Month % Change	-1.58%	-3.86%	

## May 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	4	25.00%	85645	0	0	0.00%	85713	78	44	56.41%	85740	0	0	0.00%
85245	0	0	0.00%	85648	0	0	0.00%	85714	15	13	86.67%	85741	61	54	88.52%
85601	0	0	0.00%	85653	126	44	34.92%	85715	62	43	69.35%	85742	115	79	68.70%
85602	0	0	0.00%	85654	0	0	0.00%	85716	78	54	69.23%	85743	98	67	68.37%
85611	0	0	0.00%	85658	148	50	33.78%	85717	0	0	0.00%	85745	110	45	40.91%
85614	1	0	0.00%	85701	17	6	35.29%	85718	202	68	33.66%	85746	46	26	56.52%
85616	0	0	0.00%	85704	89	71	79.78%	85719	76	43	56.58%	85747	102	55	53.92%
85619	17	0	0.00%	85705	45	51	113.33%	85730	82	43	52.44%	85748	59	34	57.63%
85622	0	1	0.00%	85706	44	26	59.09%	85734	0	0	0.00%	85749	102	39	38.24%
85623	8	3	37.50%	85709	0	0	0.00%	85735	45	16	35.56%	85750	178	82	46.07%
85629	3	1	33.33%	85710	130	85	65.38%	85736	29	6	20.69%	85755	184	58	31.52%
85637	4	0	0.00%	85711	74	53	71.62%	85737	117	68	58.12%	85756	55	38	69.09%
85641	173	81	46.82%	85712	72	46	63.89%	85739	138	53	38.41%	85757	48	31	64.58%

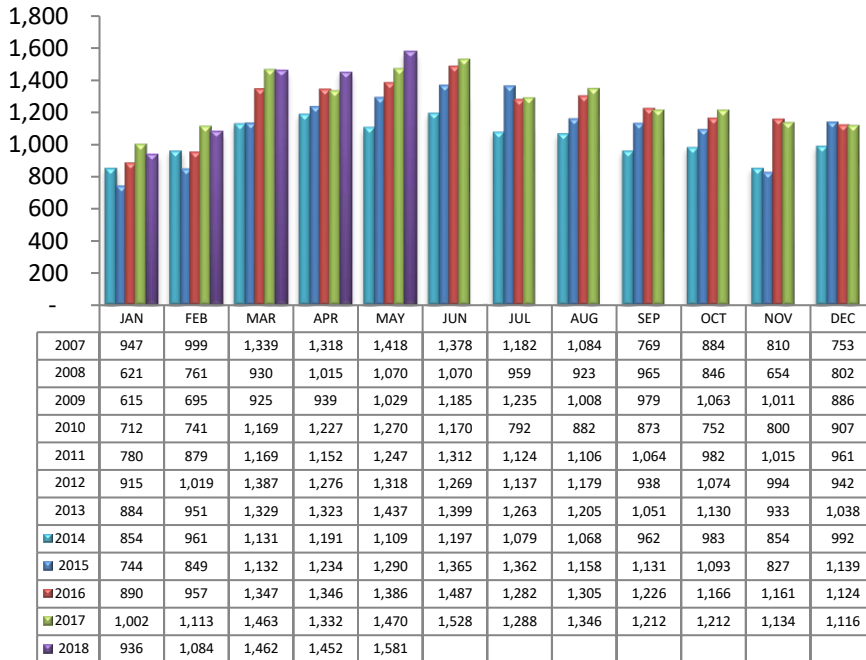
NOTE:

85703- 1 active listing

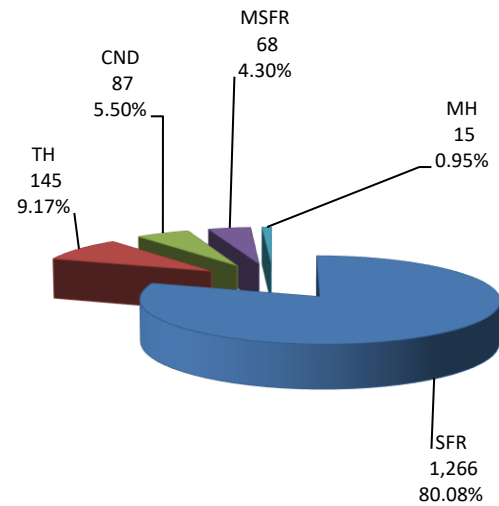
Residential Listing Statistics							Active Listings		Days on Market			
	Total Active	Total Contingent	Total Pending	Total Inventory		Total Sold	Area	# Per Area	of Units Sold			
Under \$29,999	6	3	0	9		3	C	367	1 -30 Days	959		
\$30,000 to \$39,999	6	1	2	9		5	E	270	31-60 Days	274		
\$40,000 to \$49,999	13	5	1	19		12	N	418	61 - 90 Days	147		
\$50,000 to \$59,999	14	9	3	26		9	NE	170	91-120 Days	67		
\$60,000 to \$69,999	11	14	2	27		13	NW	672	121 - 180 Days	75		
\$70,000 to \$79,999	17	14	8	39		21	S	103	Over 180 Days	59		
\$80,000 to \$89,999	21	25	2	48		24	SE	94	Avg. Days on Market 41			
\$90,000 to \$99,999	31	25	7	63		15	SW	153				
\$100,000 to \$119,999	41	65	15	121		56	UNW	152	Avg. Sold Price \$261,480			
\$120,000 to \$139,999	102	123	27	252		103	USE	212				
\$140,000 to \$159,999	127	126	39	292		125	W	192	Median Sale Price \$216,500			
\$160,000 to \$179,999	174	185	36	395		170	XNE	18				
\$180,000 to \$199,999	185	204	25	414		130	XNW	17	New Listings 1,981			
\$200,000 to \$249,999	460	288	68	816		290	XSE	9				
\$250,000 to \$299,999	408	201	67	676		185	XSW	43				
\$300,000 to \$399,999	506	238	60	804		221	XW	158				
\$400,000 to \$499,999	277	79	28	384		90	Sold Units per Area		Sales Volume by Area			
\$500,000 to \$749,999	298	74	24	396		75	C	261	\$48,147,432			
\$750,000 to \$999,999	197	25	6	228		16	E	160	\$31,067,410			
\$1,000,000 and over	154	8	2	164		18	N	185	\$80,697,296			
							NE	85	\$30,501,758			
							NW	348	\$105,344,193			
							S	81	\$10,722,550			
							SE	51	\$13,512,294			
							SW	85	\$14,091,193			
							UNW	55	\$17,087,800			
							USE	97	\$23,621,045			
Totals	3,048	1,712	422	5,182		1,581	W	103	\$25,628,397			
							XNE	0	\$0			
	May-18	May-17	% Change	YTD 2018	YTD 2017	% Change	XNW	6	\$852,950			
Home Sales Volume	\$413,401,140	\$361,024,841	14.51%	\$1,647,187,253	\$1,490,312,205	10.53%	XSE	1	\$140,000			
Home Sales Units	1,581	1,470	7.55%	6,515	6,380	2.12%	XSW	9	\$834,600			
Average Sales Price (All Residential)	\$261,480	\$245,595	6.47%	\$256,992	\$239,073	7.50%	XW	54	\$11,152,222			
Median Sales Price	\$216,500	\$199,950	8.28%	\$213,688	\$197,038	8.45%	Total Volume		\$413,401,140			
Average Days on Market:	41	45	-8.89%	43	46	-6.52%						
Average List Price for Sold:	\$267,234	\$245,591	8.81%	\$262,126	\$239,704	9.35%						
SP/LP %	97.85%	100.00%		98.04%	99.74%							
Total Under Contract	2,134	2,181	-2.15%								Types of Financing	Totals
Active Listings	3,048	3,313	-8.00%								FHA	255
New Listings	1,981	1,918	3.28%								VA	174
											Other	32
											Cash	393
											Conventional	714
											Cash/Loan	2
											Carryback	11

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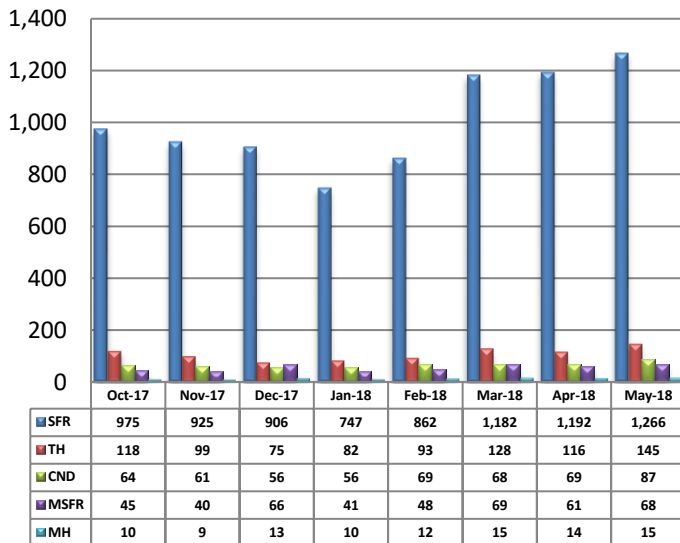
### Total Unit Sales - May 2018



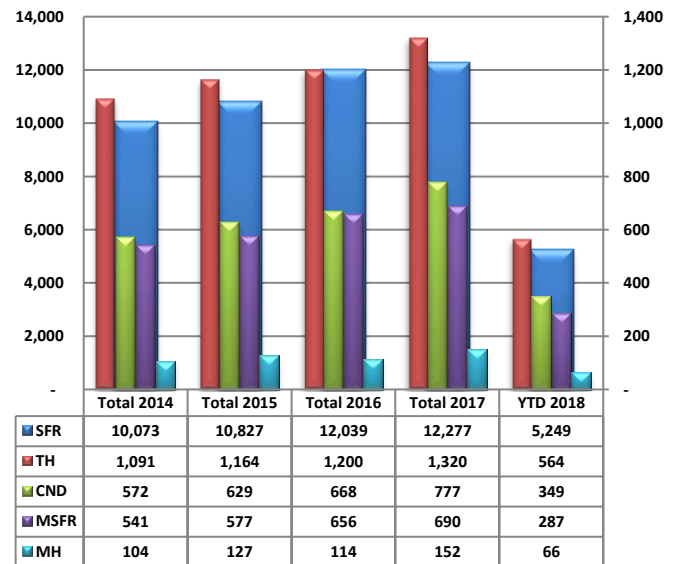
### Unit Sales - Breakdown by Type



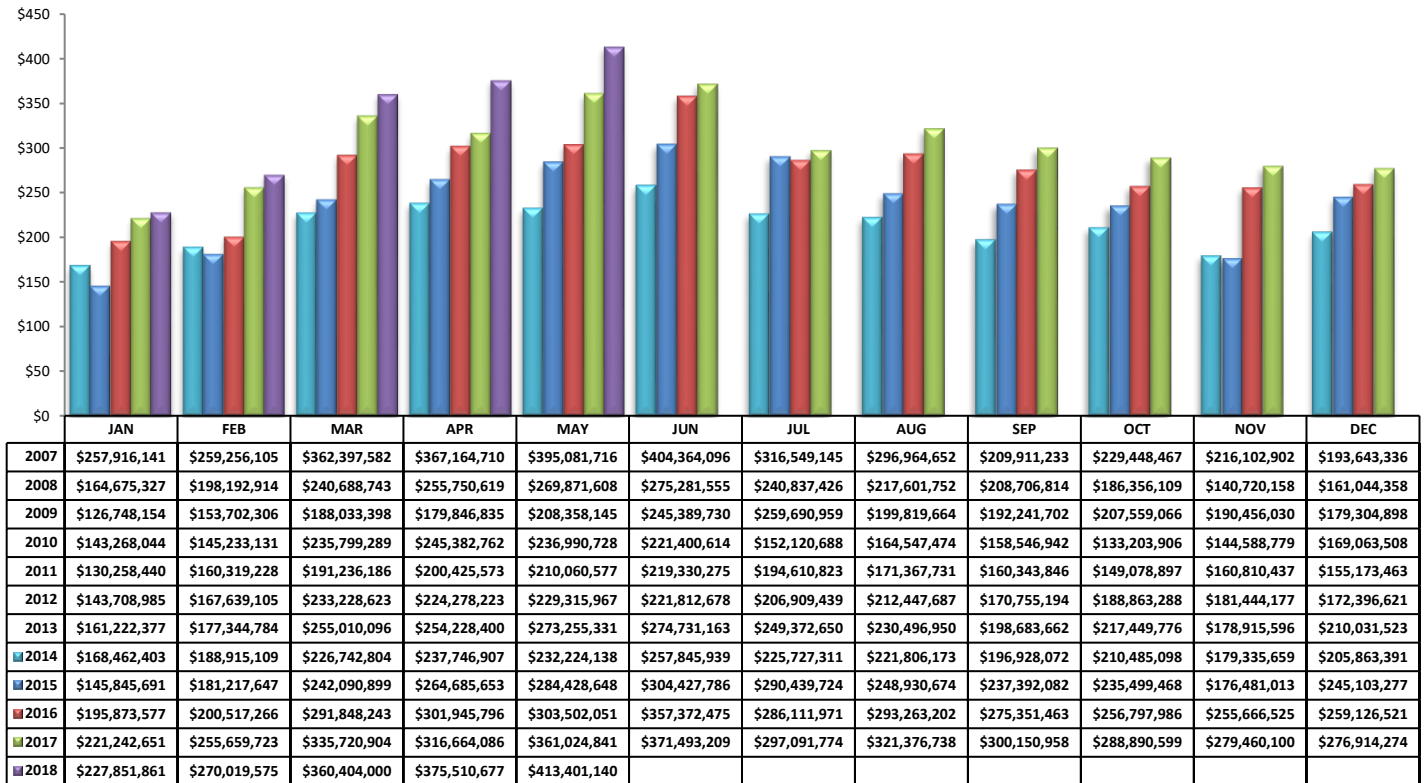
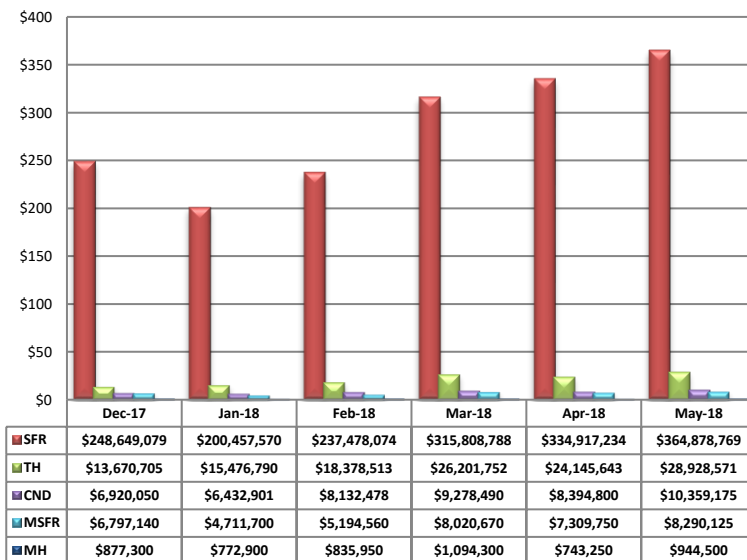
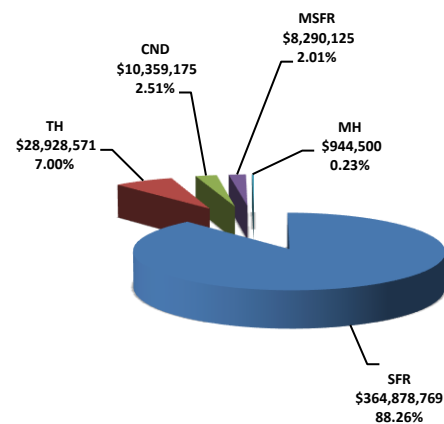
### Total Unit Sales By Type - Monthly Comparison



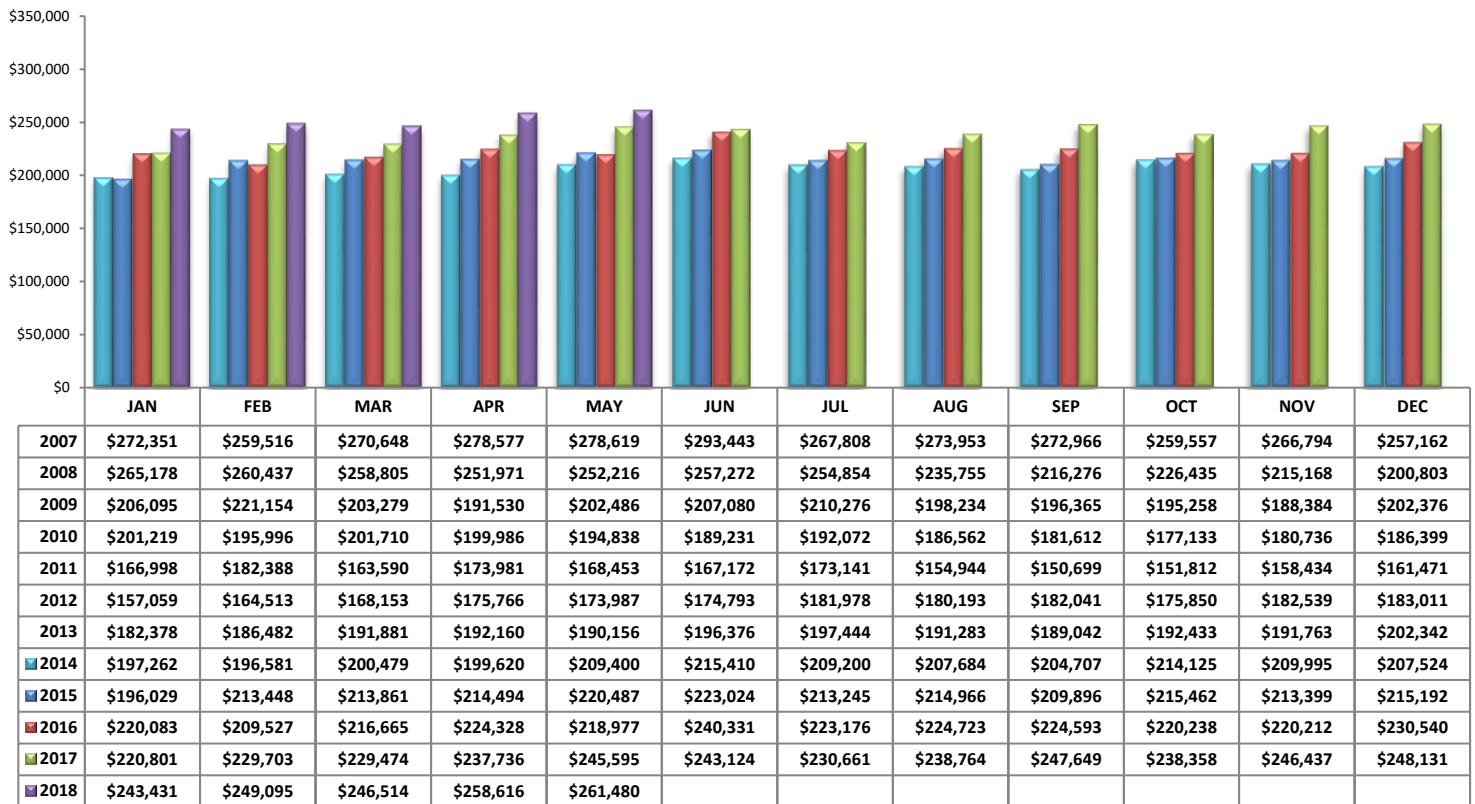
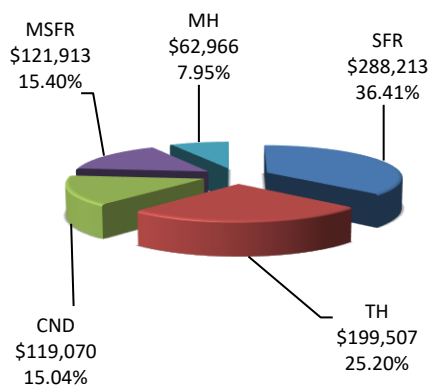
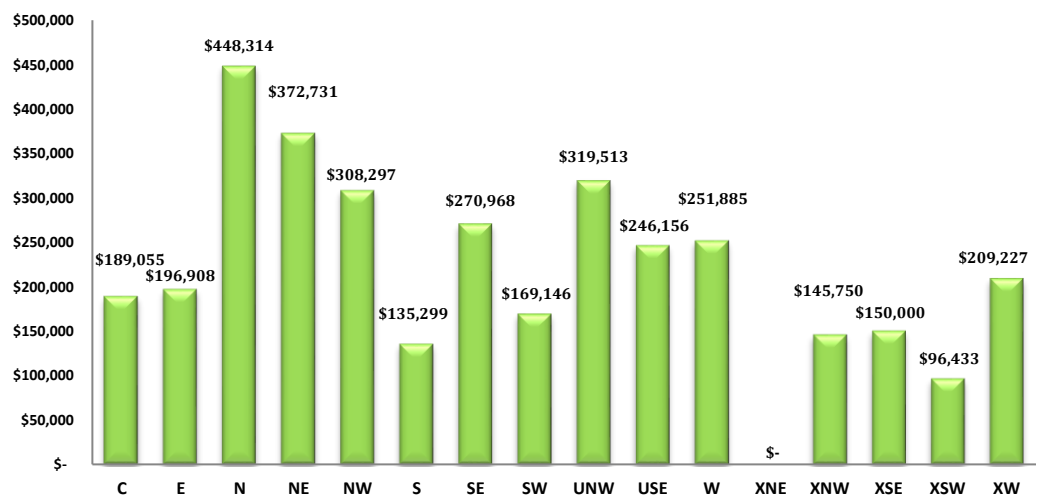
### YTD Annual Comparison - Breakdown by Type



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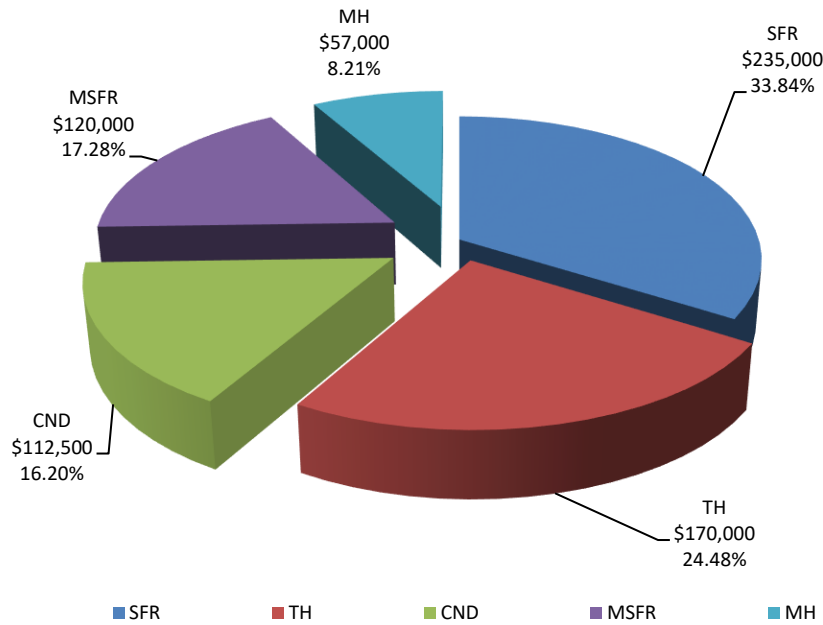
**Total Sales Volume - May 2018****Total Sales Volume By Type - Monthly Comparison****Monthly Volume by Type**

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**Average Sales Price – May 2018****Average Sales Price by Type – May 2018****Average "Listing" Price per Area – May 2018**

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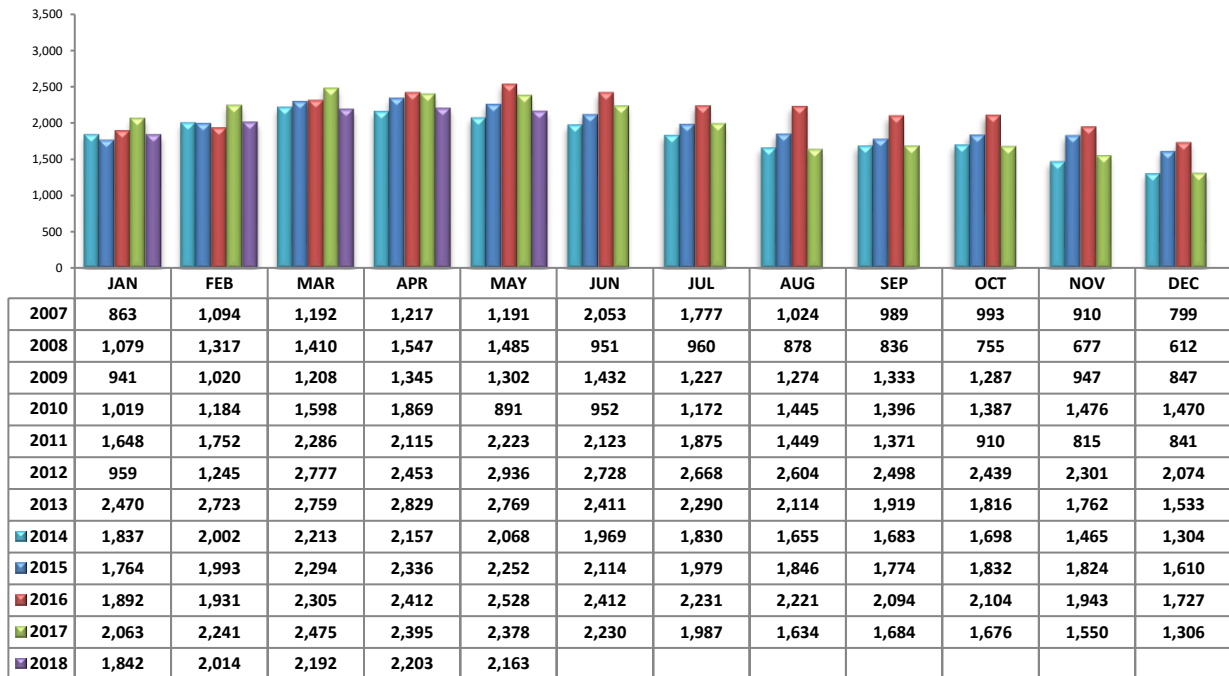
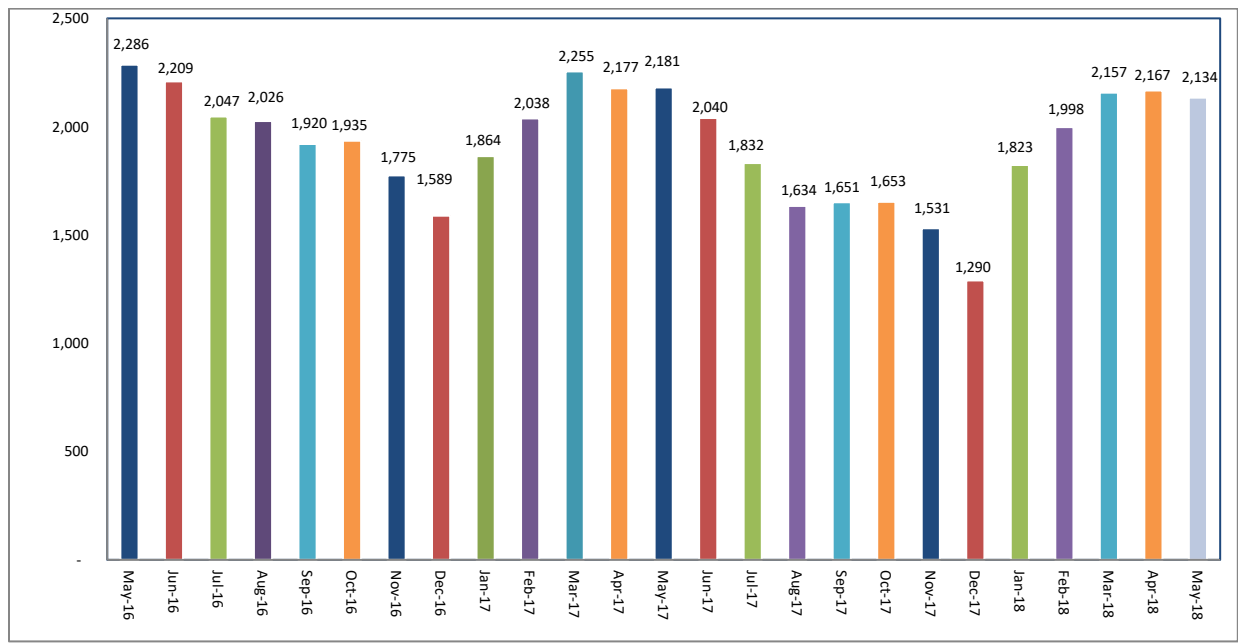
### Median Sale Price - by Type



### Median Sale Price - May 2018

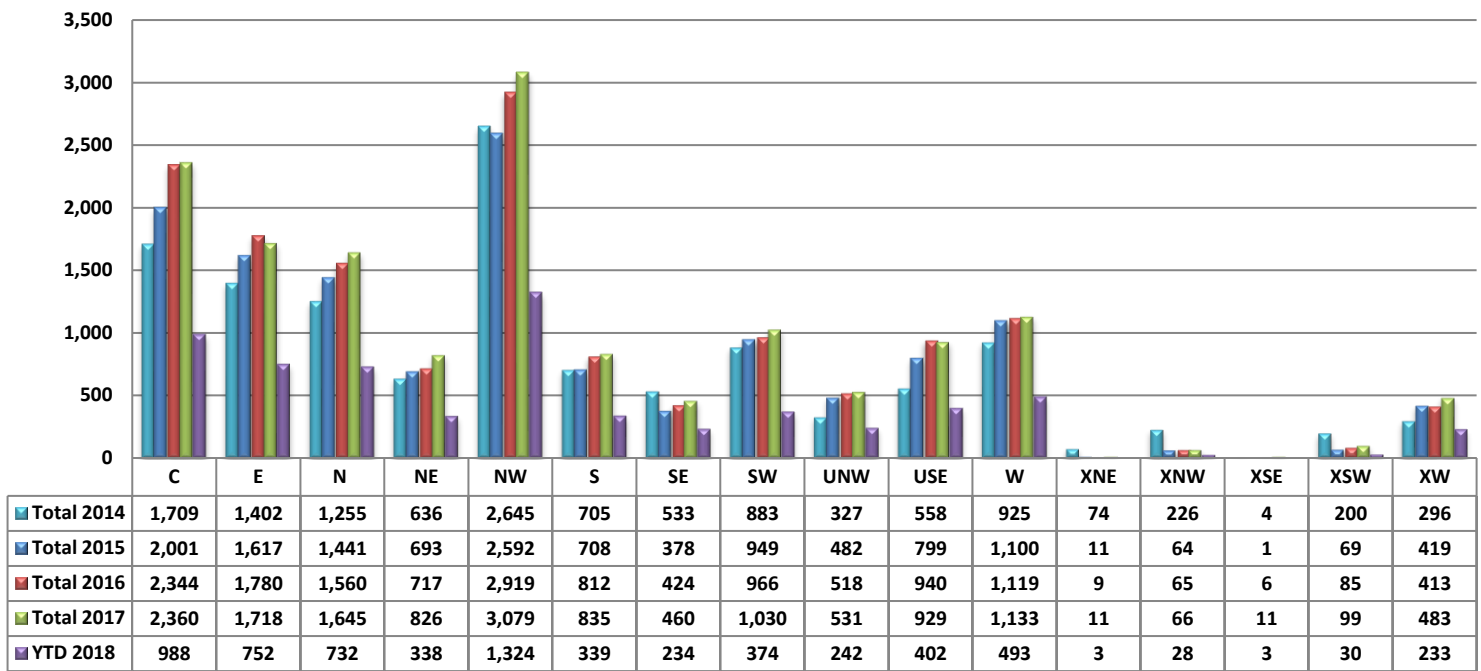


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**Newly Under Contract During The Month****Total Listings Still Under Contract At The End of The Month**

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**Number of Sold Listings by Area – Annual Comparison****Average \$ Sold per Area by # of Bedrooms**

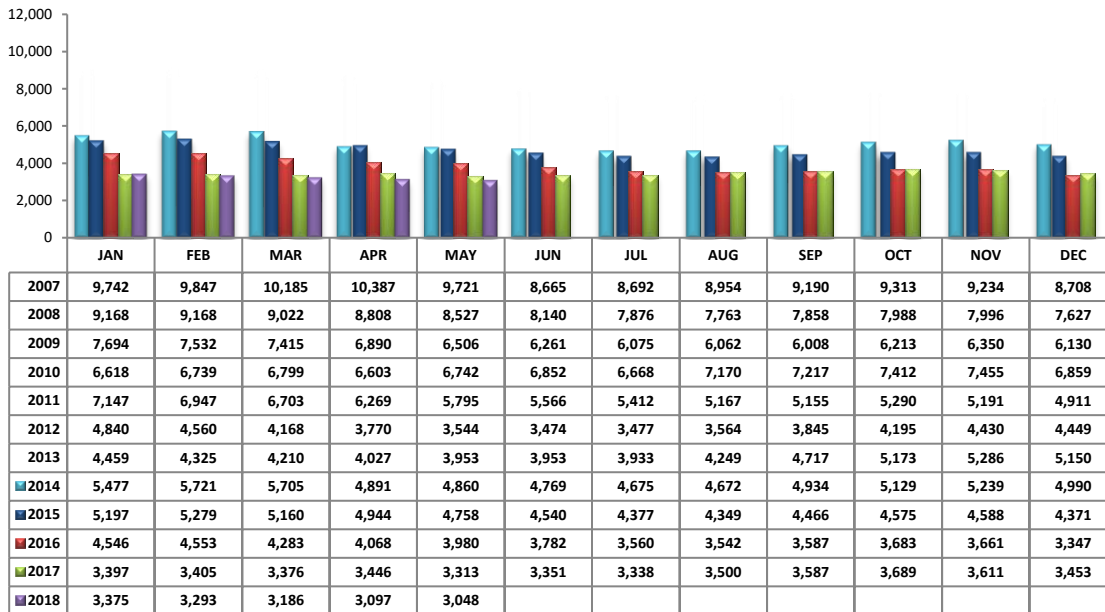
	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	\$144,071	\$188,257	\$262,829	\$310,187	\$184,472
E	\$95,486	\$184,317	\$241,254	\$445,983	\$194,171
N	\$212,256	\$443,197	\$601,433	\$847,181	\$436,201
NE	\$166,541	\$260,635	\$449,032	\$727,496	\$358,844
NW	\$270,176	\$277,112	\$359,060	\$357,585	\$302,713
S	\$91,388	\$132,472	\$149,553	\$233,375	\$132,377
SE	\$191,125	\$223,557	\$309,595	\$300,436	\$264,946
SW	\$119,744	\$164,003	\$195,496	\$207,250	\$165,778
UNW	\$281,257	\$353,804	\$266,400	\$379,900	\$310,687
USE	\$261,730	\$213,526	\$256,464	\$363,021	\$243,515
W	\$191,507	\$233,948	\$305,315	\$268,750	\$248,819
XNE	\$0	\$0	\$0	\$0	\$0
XNW	\$123,000	\$153,983	\$145,000	\$0	\$142,158
XSE	\$140,000	\$0	\$0	\$0	\$140,000
XSW	\$175,000	\$74,520	\$95,666	\$0	\$92,733
XW	\$195,750	\$185,491	\$243,340	\$267,966	\$206,522

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

	0-2 Bedrooms	3 Bedrooms	4 Bedrooms	5+ Bedrooms	All Bedrooms
C	90	136	27	8	261
E	23	95	36	6	160
N	61	68	40	16	185
NE	12	36	28	9	85
NW	70	163	95	20	348
S	13	47	19	2	81
SE	4	20	18	9	51
SW	19	36	26	4	85
UNW	21	23	10	1	55
USE	7	45	39	6	97
W	21	46	32	4	103
XNE	0	0	0	0	0
XNW	2	3	1	0	6
XSE	1	0	0	0	1
XSW	1	5	3	0	9
XW	2	34	15	3	54

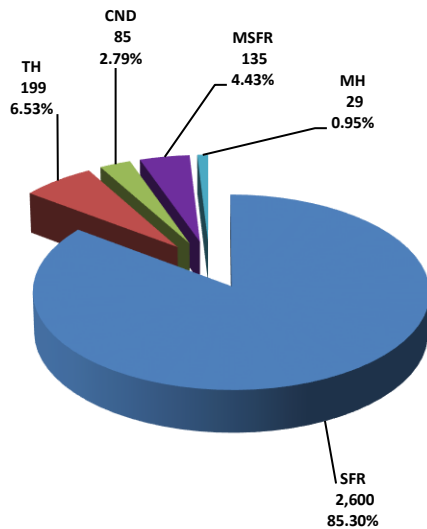
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## Active Listings

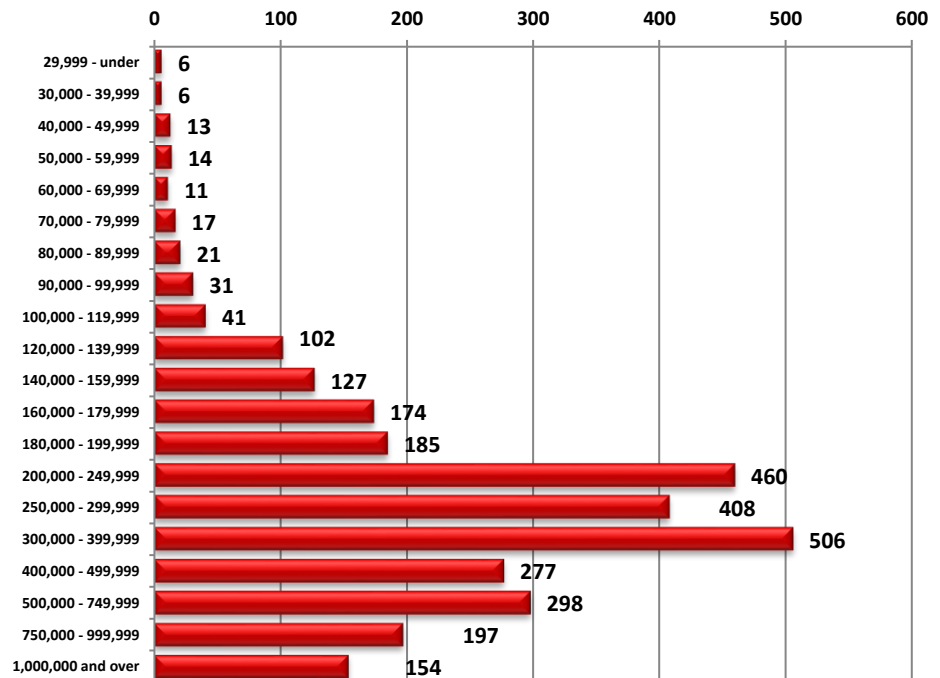


Area	# of Listings
C	367
E	270
N	418
NE	170
NW	672
S	103
SE	94
SW	153
UNW	152
USE	212
W	192
XNE	18
XNW	17
XSE	9
XSW	43
XW	158

## Active Listings Unit Breakdown

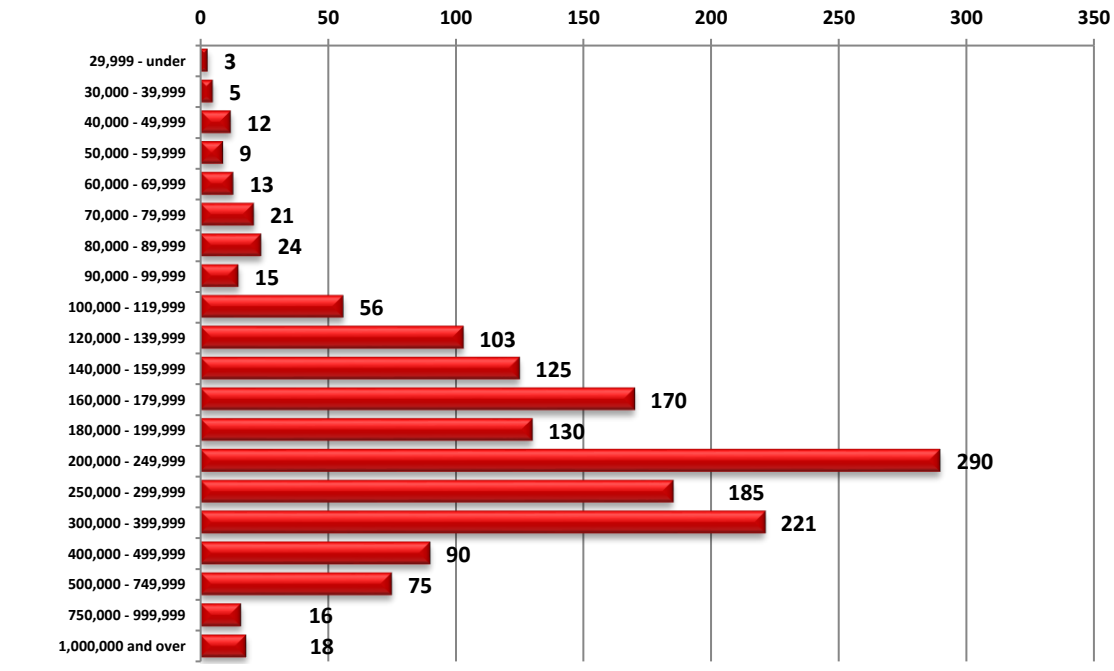


## Active Listings Price Breakdown



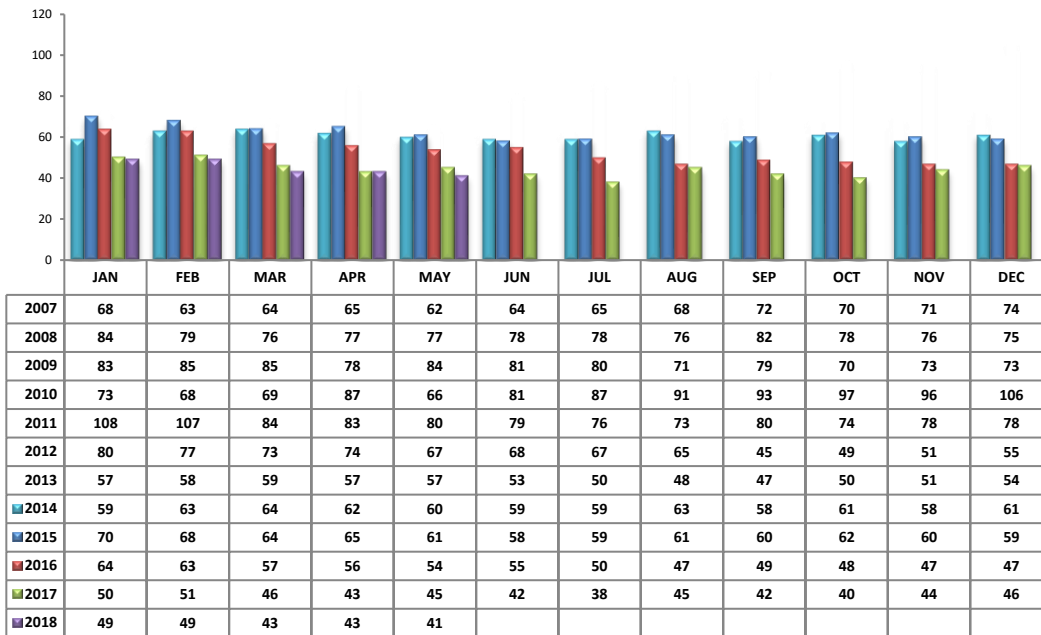
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### Sold Price Breakdown



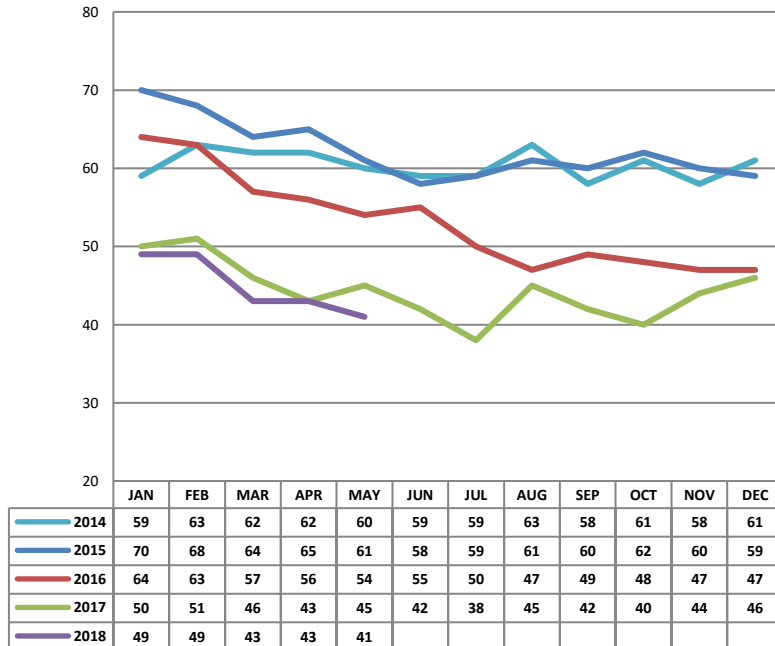
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### Average Days on Market/Listing – May 2018

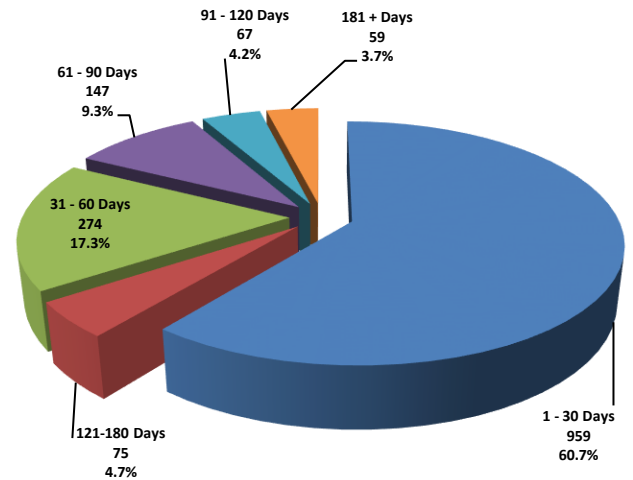


Area	# of Listings
C	38
E	32
N	46
NE	65
NW	42
S	31
SE	42
SW	44
UNW	73
USE	33
W	26
XNE	0
XNW	52
XSE	103
XSW	21
XW	52

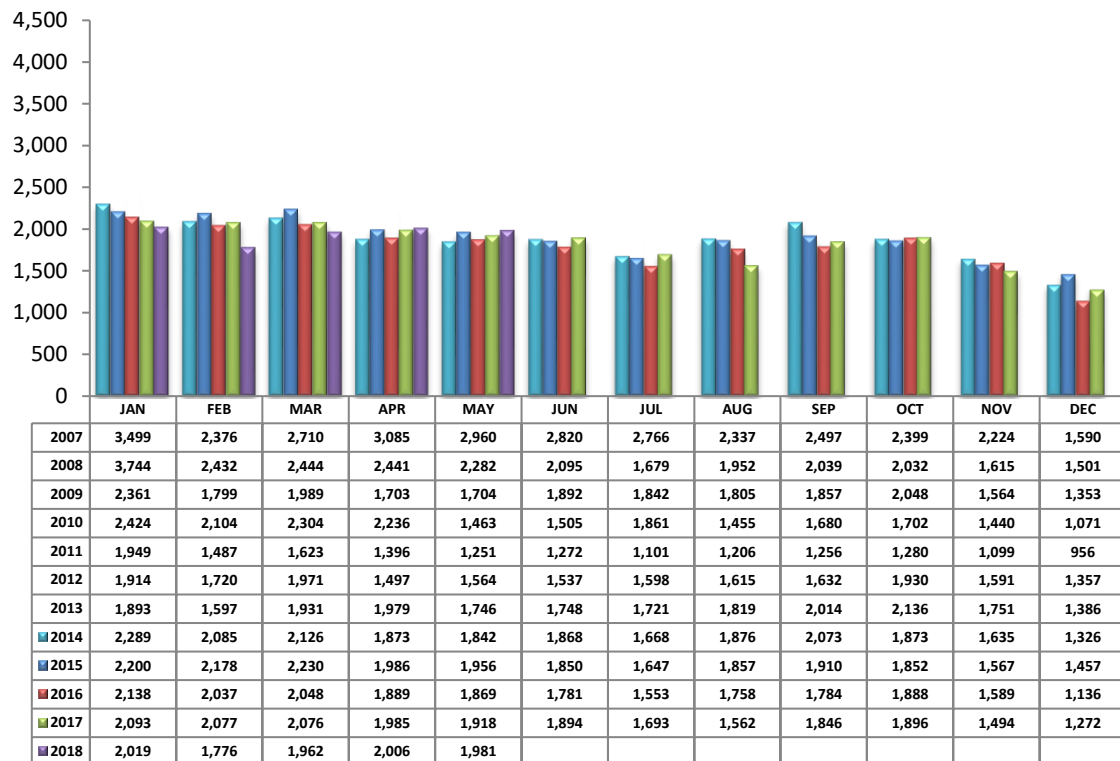
### Annual Comparison - Average Days on Market



### Average Days on Market/Listing Breakdown



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**New Listings – May 2018**

Area	# of Listings
C	305
E	244
N	190
NE	90
NW	399
S	90
SE	68
SW	107
UNW	62
USE	163
W	152
XNE	1
XNW	12
XSE	1
XSW	11
XW	86

\*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.
Aug 2017	106	276	40
Sept 2017	135	236	46
Oct 2017	131	288	45
Nov 2017	126	259	49
Dec 2017	188	251	57
Jan 2018	134	364	37
Feb 2018	93	213	59
Mar 2018	119	274	50
Apr 2018	112	218	41
May 2018	104	261	49

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### Notes on 2017 Area Boundary Updates

In May 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 May 2018 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 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.

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