

Monthly Indicators



July 2021

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

New Listings increased 4.8 percent for Single Family and 2.1 percent for Townhouse/Condo. Pending Sales increased 5.5 percent for Single Family but decreased 0.4 percent for Townhouse/Condo. Inventory decreased 31.4 percent for Single Family and 42.7 percent for Townhouse/Condo.

Median Sales Price increased 21.7 percent to \$322,500 for Single Family and 29.5 percent to \$208,500 for Townhouse/Condo. Days on Market decreased 61.5 percent for Single Family and 61.8 percent for Townhouse/Condo. Months Supply of Inventory decreased 40.0 percent for Single Family and 50.0 percent for Townhouse/Condo.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Quick Facts

- 15.4%

Change in
Closed Sales
All Properties

+ 20.6%

Change in
Median Sales Price
All Properties

- 32.9%

Change in
Homes for Sale
All Properties

This report covers residential real estate activity in the Multiple Listing Service of Southern Arizona. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



MULTIPLE LISTING SERVICE OF
SOUTHERN ARIZONA

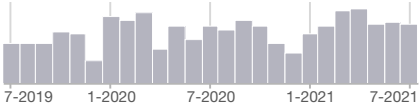
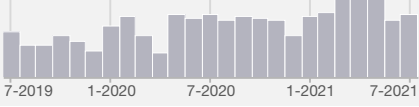
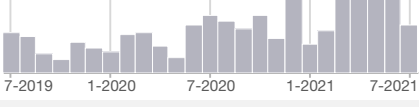
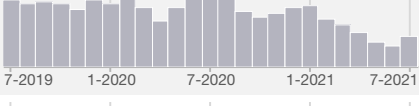
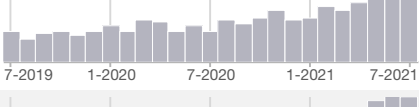
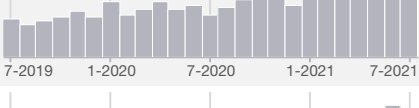
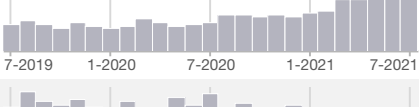
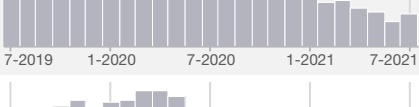
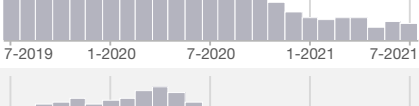

Key Metrics	Historical Sparkbars	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,647	1,726	+ 4.8%	11,488	11,936	+ 3.9%
Pending Sales		1,459	1,539	+ 5.5%	10,168	10,948	+ 7.7%
Closed Sales		1,716	1,430	- 16.7%	9,521	10,422	+ 9.5%
Days on Market Until Sale		39	15	- 61.5%	39	19	- 51.3%
Median Sales Price		\$265,000	\$322,500	+ 21.7%	\$253,000	\$311,000	+ 22.9%
Average Sales Price		\$321,054	\$394,152	+ 22.8%	\$302,688	\$384,610	+ 27.1%
Percent of List Price Received		99.1%	101.7%	+ 2.6%	98.7%	100.8%	+ 2.1%
Housing Affordability Index		123	101	- 17.9%	129	105	- 18.6%
Inventory of Homes for Sale		2,007	1,377	- 31.4%	—	—	—
Months Supply of Inventory		1.5	0.9	- 40.0%	—	—	—

Townhouse/Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.



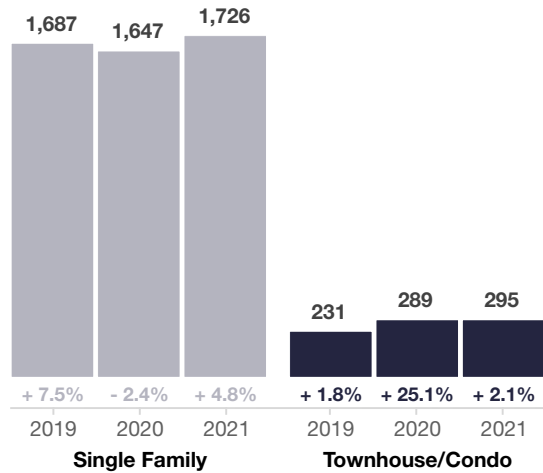
MULTIPLE LISTING SERVICE OF
SOUTHERN ARIZONA

Key Metrics	Historical Sparkbars	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		289	295	+ 2.1%	2,014	2,145	+ 6.5%
Pending Sales		277	276	- 0.4%	1,718	2,046	+ 19.1%
Closed Sales		279	258	- 7.5%	1,598	1,989	+ 24.5%
Days on Market Until Sale		34	13	- 61.8%	29	16	- 44.8%
Median Sales Price		\$161,000	\$208,500	+ 29.5%	\$167,000	\$202,500	+ 21.3%
Average Sales Price		\$175,128	\$229,628	+ 31.1%	\$184,431	\$217,984	+ 18.2%
Percent of List Price Received		98.6%	101.4%	+ 2.8%	98.4%	100.8%	+ 2.4%
Housing Affordability Index		202	157	- 22.3%	195	162	- 16.9%
Inventory of Homes for Sale		314	180	- 42.7%	—	—	—
Months Supply of Inventory		1.4	0.7	- 50.0%	—	—	—

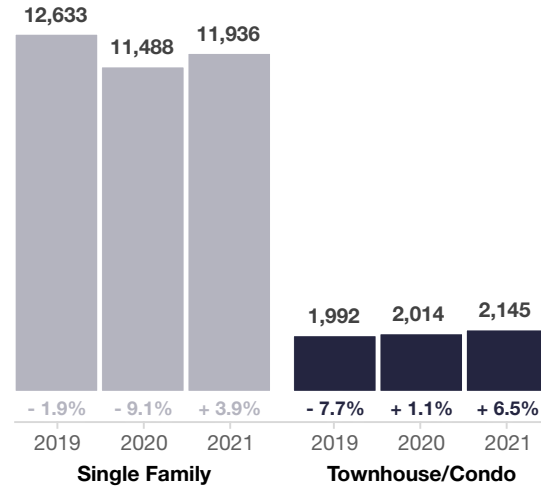
New Listings

A count of the properties that have been newly listed on the market in a given month.

July

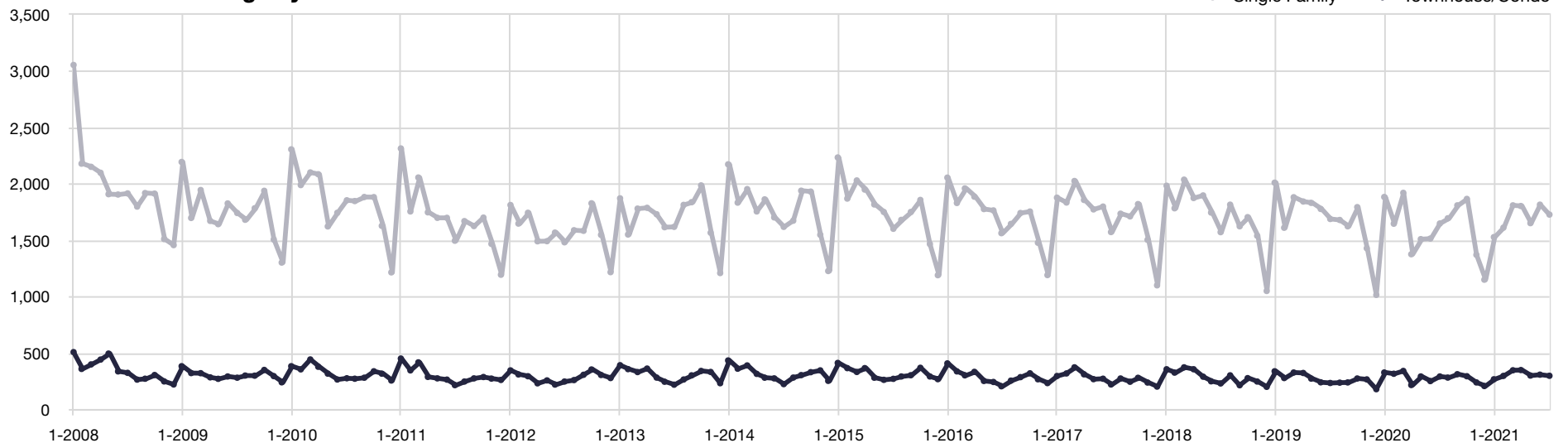


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	1,693	+ 0.9%	279	+ 19.2%
9-2020	1,808	+ 11.5%	309	+ 30.9%
10-2020	1,865	+ 4.1%	291	+ 7.4%
11-2020	1,369	- 4.1%	236	- 10.3%
12-2020	1,148	+ 13.3%	204	+ 15.9%
1-2021	1,526	- 18.9%	264	- 18.5%
2-2021	1,610	- 2.1%	294	- 6.1%
3-2021	1,808	- 5.8%	344	+ 1.8%
4-2021	1,802	+ 31.1%	346	+ 62.4%
5-2021	1,650	+ 9.4%	297	+ 2.8%
6-2021	1,814	+ 19.9%	305	+ 23.0%
7-2021	1,726	+ 4.8%	295	+ 2.1%
12-Month Avg	1,652	+ 4.2%	289	+ 8.6%

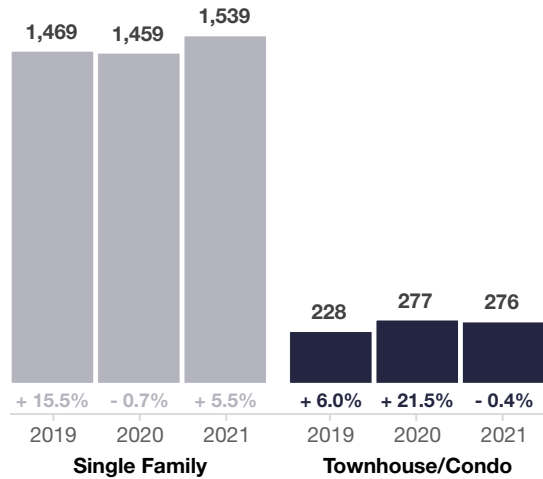
Historical New Listings by Month



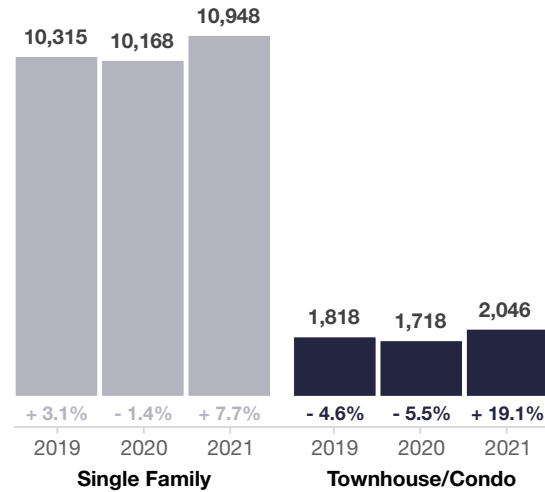
Pending Sales

A count of the properties on which offers have been accepted in a given month.

July

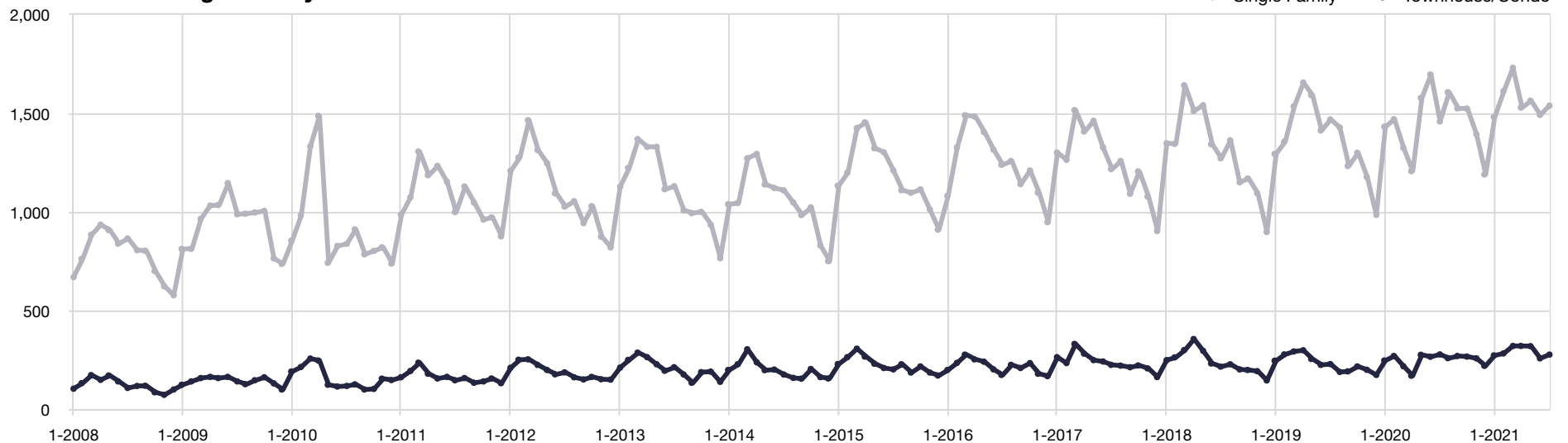


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	1,607	+ 12.5%	258	+ 37.2%
9-2020	1,525	+ 23.7%	269	+ 40.8%
10-2020	1,524	+ 17.2%	266	+ 23.1%
11-2020	1,394	+ 18.4%	257	+ 29.1%
12-2020	1,190	+ 20.8%	219	+ 26.6%
1-2021	1,481	+ 3.4%	272	+ 10.6%
2-2021	1,612	+ 9.7%	282	+ 4.8%
3-2021	1,731	+ 30.6%	320	+ 47.5%
4-2021	1,529	+ 26.7%	320	+ 89.3%
5-2021	1,564	- 0.9%	319	+ 16.0%
6-2021	1,492	- 12.1%	257	- 3.0%
7-2021	1,539	+ 5.5%	276	- 0.4%
12-Month Avg	1,516	+ 11.6%	276	+ 23.2%

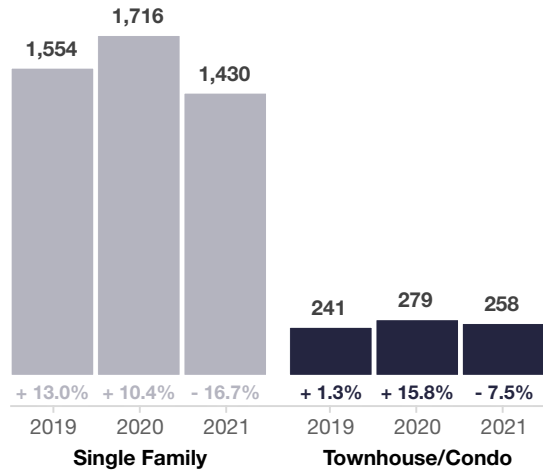
Historical Pending Sales by Month



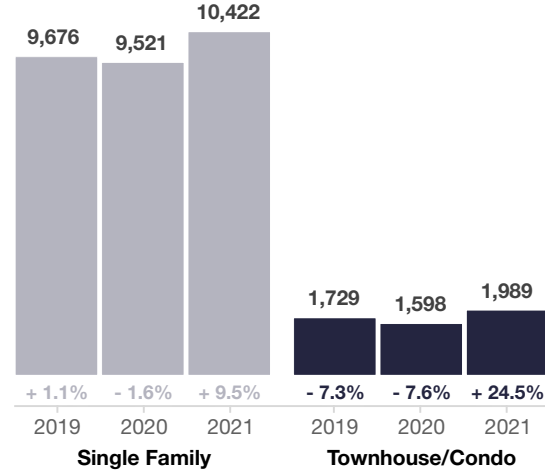
Closed Sales

A count of the actual sales that closed in a given month.

July

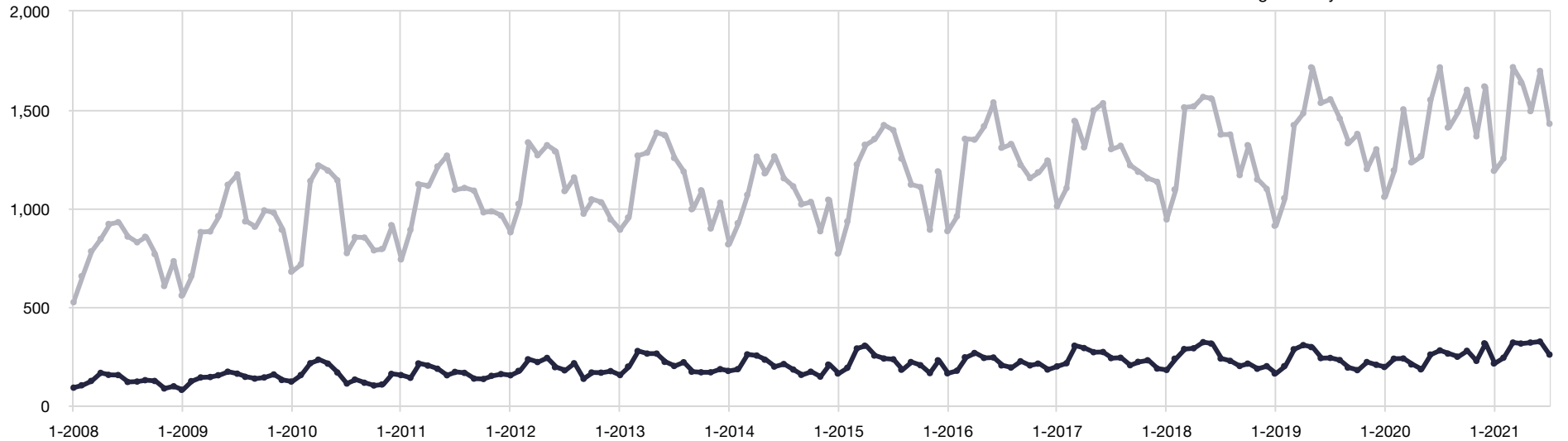


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	1,411	- 3.1%	263	+ 14.3%
9-2020	1,489	+ 11.9%	247	+ 28.6%
10-2020	1,602	+ 16.3%	277	+ 54.7%
11-2020	1,366	+ 13.8%	226	+ 2.7%
12-2020	1,619	+ 24.5%	315	+ 52.9%
1-2021	1,191	+ 12.5%	213	+ 9.2%
2-2021	1,253	+ 5.0%	242	+ 2.1%
3-2021	1,717	+ 14.2%	319	+ 34.0%
4-2021	1,639	+ 32.8%	314	+ 51.0%
5-2021	1,494	+ 18.1%	319	+ 74.3%
6-2021	1,698	+ 9.5%	324	+ 25.6%
7-2021	1,430	- 16.7%	258	- 7.5%
12-Month Avg	1,492	+ 10.6%	276	+ 26.0%

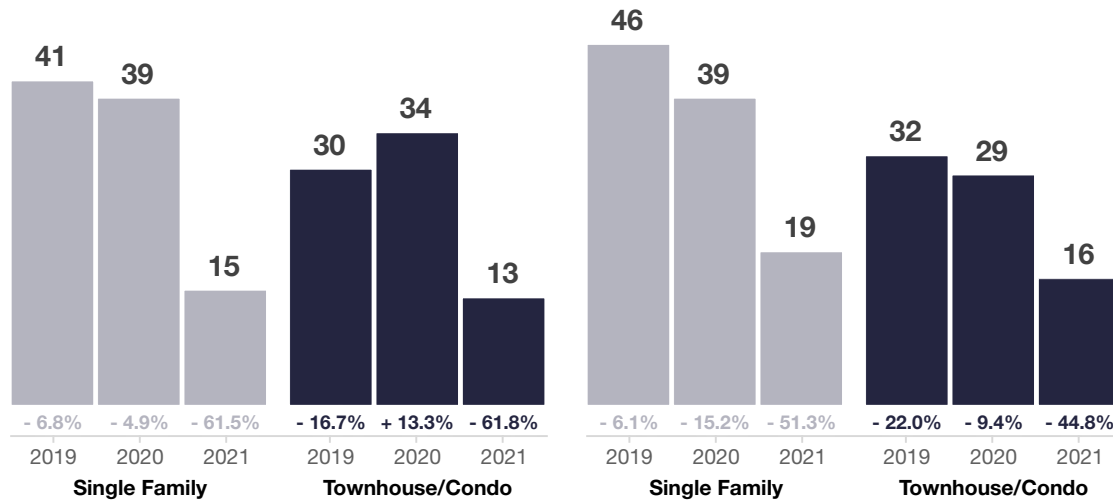
Historical Closed Sales by Month



Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

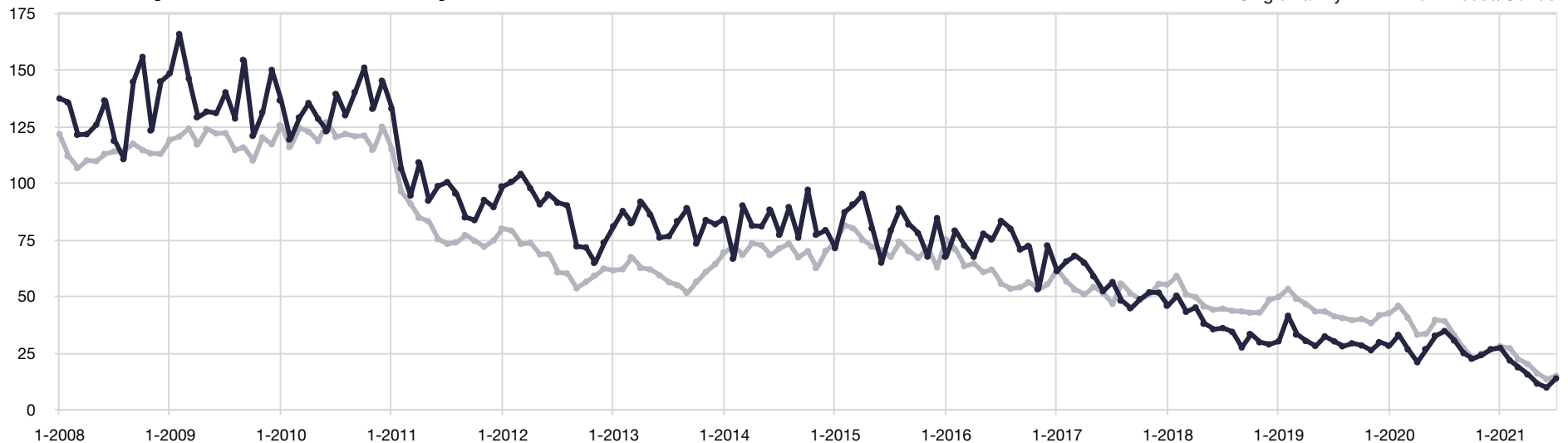
July



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	33	- 17.5%	30	+ 7.1%
9-2020	27	- 30.8%	25	- 13.8%
10-2020	22	- 45.0%	22	- 21.4%
11-2020	24	- 36.8%	24	- 7.7%
12-2020	26	- 38.1%	26	- 10.3%
1-2021	28	- 33.3%	27	- 3.6%
2-2021	27	- 41.3%	21	- 36.4%
3-2021	22	- 45.0%	18	- 30.8%
4-2021	20	- 39.4%	15	- 28.6%
5-2021	16	- 51.5%	11	- 57.7%
6-2021	13	- 66.7%	9	- 71.9%
7-2021	15	- 61.5%	13	- 61.8%
12-Month Avg*	22	- 42.9%	20	- 31.1%

* Days on Market for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

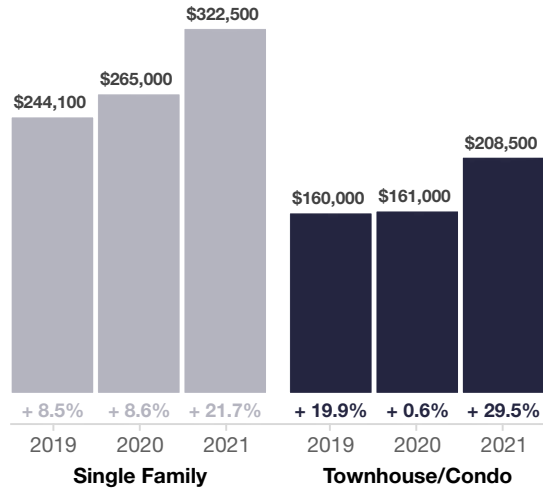
Historical Days on Market Until Sale by Month



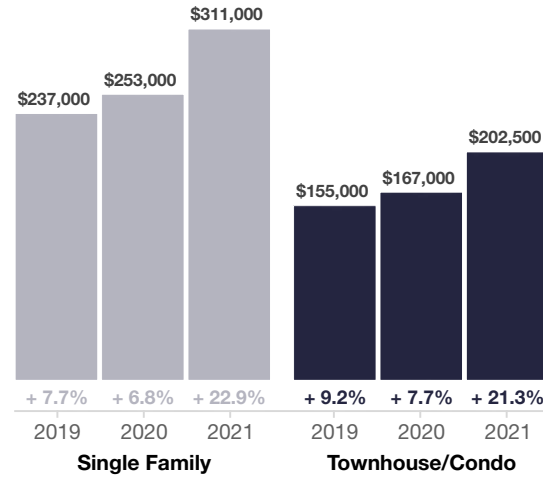
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

July



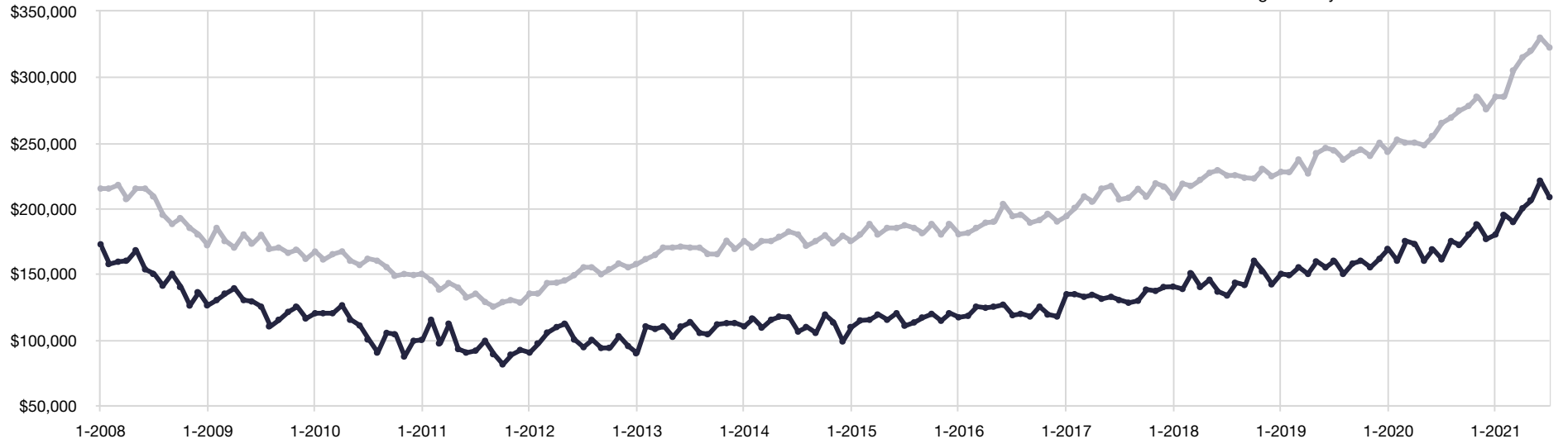
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	\$269,050	+ 13.5%	\$175,000	+ 16.7%
9-2020	\$274,500	+ 13.4%	\$172,000	+ 8.9%
10-2020	\$277,990	+ 13.6%	\$180,000	+ 12.5%
11-2020	\$285,000	+ 18.8%	\$187,750	+ 21.1%
12-2020	\$275,450	+ 10.2%	\$176,560	+ 9.3%
1-2021	\$285,000	+ 17.3%	\$180,000	+ 6.5%
2-2021	\$285,000	+ 13.0%	\$194,950	+ 21.8%
3-2021	\$305,000	+ 22.0%	\$189,500	+ 8.3%
4-2021	\$315,000	+ 26.0%	\$200,000	+ 15.8%
5-2021	\$320,000	+ 29.0%	\$206,000	+ 28.8%
6-2021	\$330,000	+ 29.4%	\$221,000	+ 31.0%
7-2021	\$322,500	+ 21.7%	\$208,500	+ 29.5%
12-Month Avg*	\$297,000	+ 18.8%	\$190,800	+ 17.8%

* Median Sales Price for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

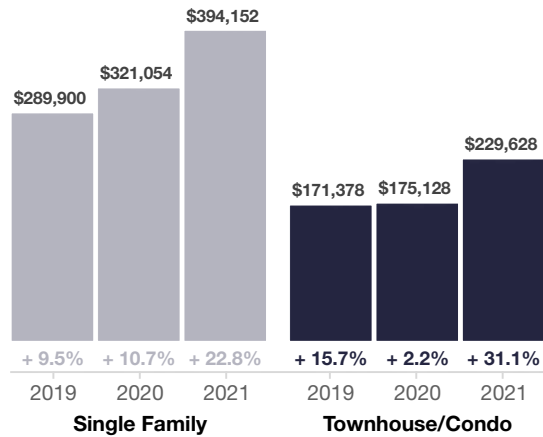
Historical Median Sales Price by Month



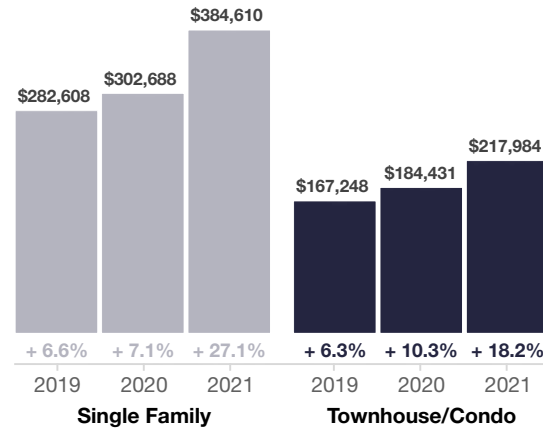
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

July



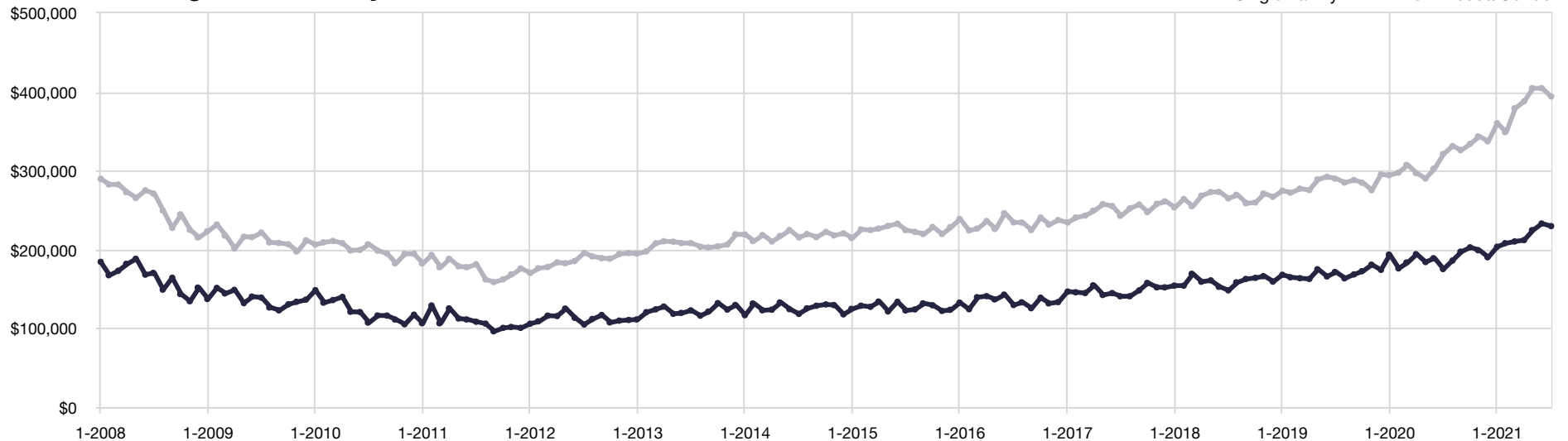
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	\$331,240	+ 16.3%	\$185,949	+ 13.8%
9-2020	\$326,073	+ 13.2%	\$197,181	+ 17.1%
10-2020	\$334,071	+ 17.3%	\$202,711	+ 17.5%
11-2020	\$343,466	+ 24.8%	\$199,078	+ 10.2%
12-2020	\$337,263	+ 14.2%	\$190,111	+ 9.2%
1-2021	\$360,235	+ 22.5%	\$203,437	+ 5.1%
2-2021	\$348,866	+ 17.2%	\$207,946	+ 18.2%
3-2021	\$379,112	+ 23.4%	\$210,159	+ 14.6%
4-2021	\$388,054	+ 30.7%	\$211,897	+ 9.2%
5-2021	\$404,605	+ 39.5%	\$224,543	+ 22.0%
6-2021	\$404,695	+ 33.8%	\$232,916	+ 23.3%
7-2021	\$394,152	+ 22.8%	\$229,628	+ 31.1%
12-Month Avg*	\$363,603	+ 23.0%	\$208,684	+ 16.3%

* Avg. Sales Price for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month

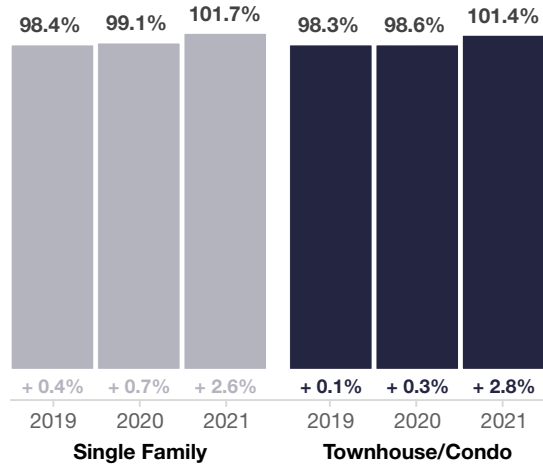


Percent of List Price Received

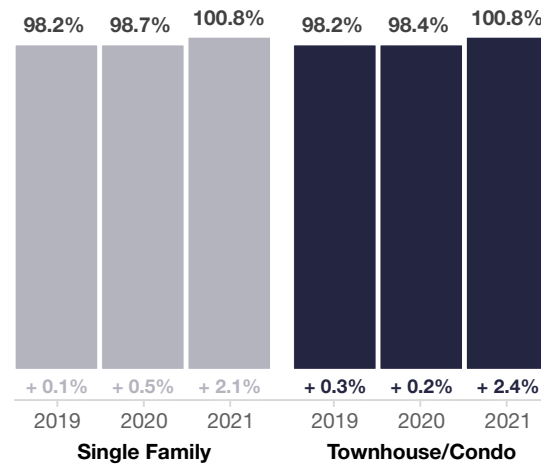
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



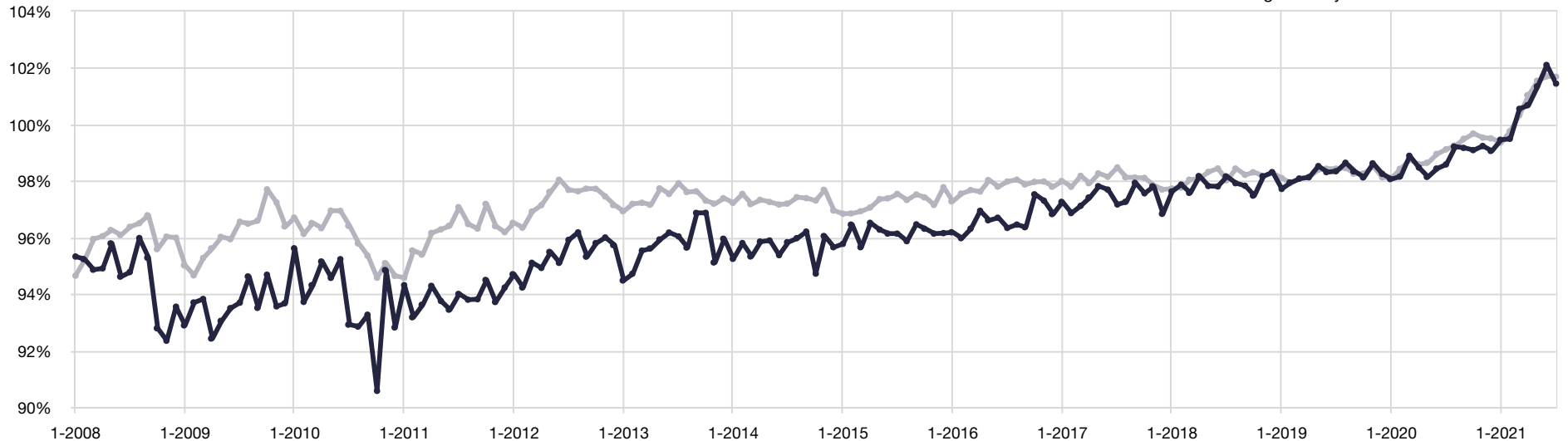
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	99.3%	+ 0.8%	99.2%	+ 0.6%
9-2020	99.5%	+ 1.2%	99.2%	+ 0.9%
10-2020	99.7%	+ 1.4%	99.1%	+ 1.0%
11-2020	99.5%	+ 1.0%	99.2%	+ 0.6%
12-2020	99.5%	+ 1.4%	99.1%	+ 0.8%
1-2021	99.3%	+ 1.2%	99.5%	+ 1.4%
2-2021	99.8%	+ 1.4%	99.5%	+ 1.3%
3-2021	100.3%	+ 1.6%	100.6%	+ 1.7%
4-2021	101.0%	+ 2.4%	100.7%	+ 2.2%
5-2021	101.5%	+ 2.9%	101.3%	+ 3.3%
6-2021	101.7%	+ 2.7%	102.1%	+ 3.8%
7-2021	101.7%	+ 2.6%	101.4%	+ 2.8%
12-Month Avg*	100.3%	+ 1.8%	100.2%	+ 1.8%

* Pct. of List Price Received for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



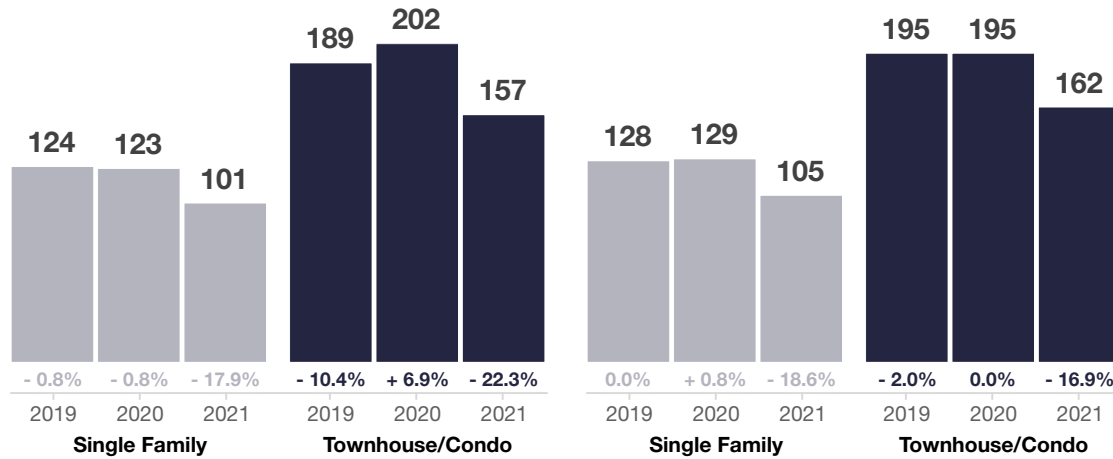
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



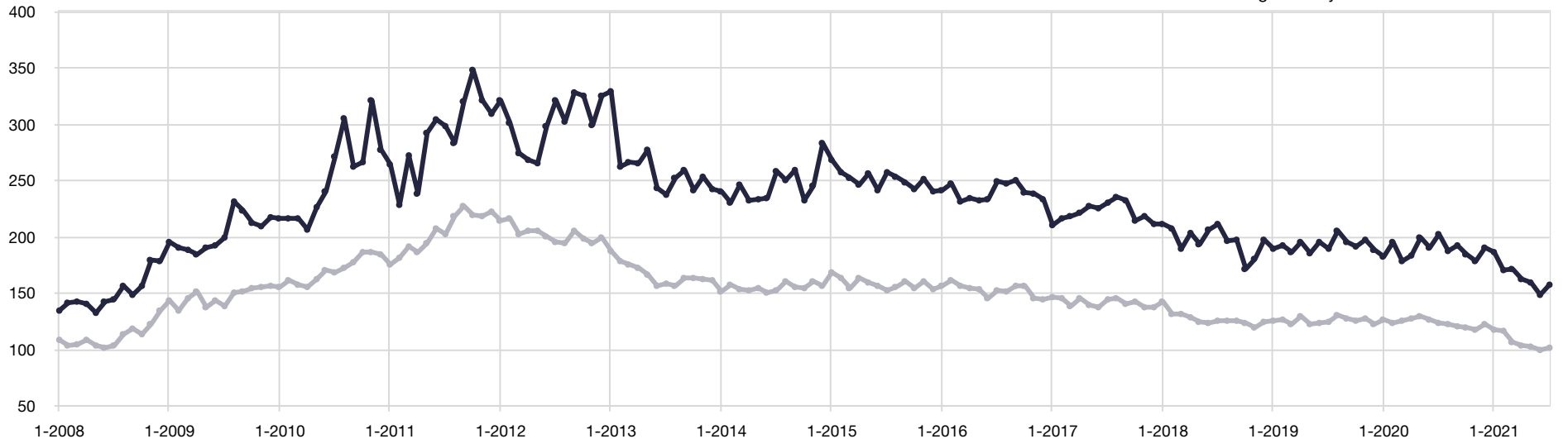
July

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	122	- 6.2%	187	- 8.8%
9-2020	120	- 5.5%	192	- 1.5%
10-2020	119	- 4.8%	184	- 3.7%
11-2020	117	- 7.9%	178	- 9.6%
12-2020	122	0.0%	190	+ 1.1%
1-2021	117	- 7.1%	186	+ 2.2%
2-2021	116	- 5.7%	170	- 12.8%
3-2021	106	- 15.2%	171	- 3.9%
4-2021	103	- 18.9%	162	- 11.5%
5-2021	102	- 20.9%	159	- 20.1%
6-2021	99	- 21.4%	148	- 22.1%
7-2021	101	- 17.9%	157	- 22.3%
12-Month Avg	112	- 11.1%	174	- 9.4%

Historical Housing Affordability Index by Month

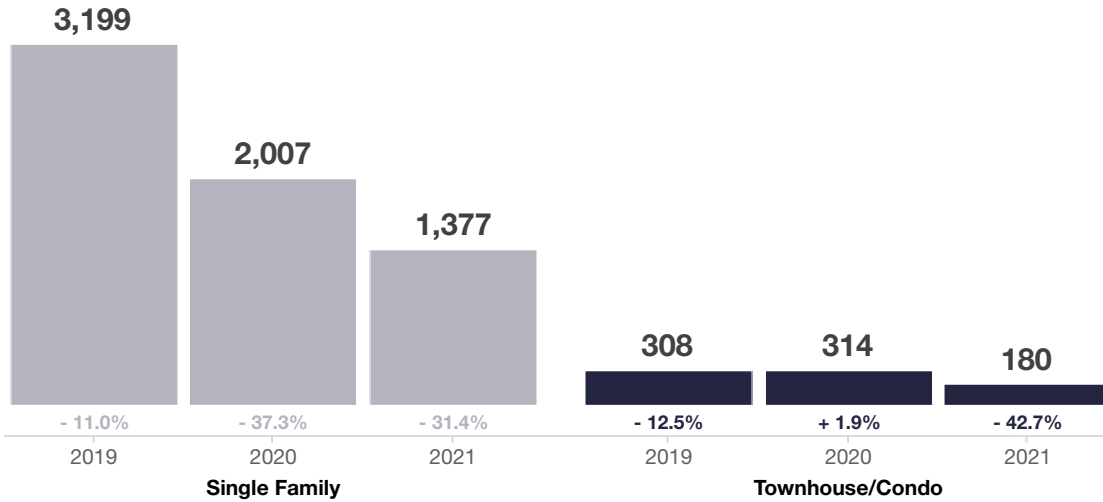


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

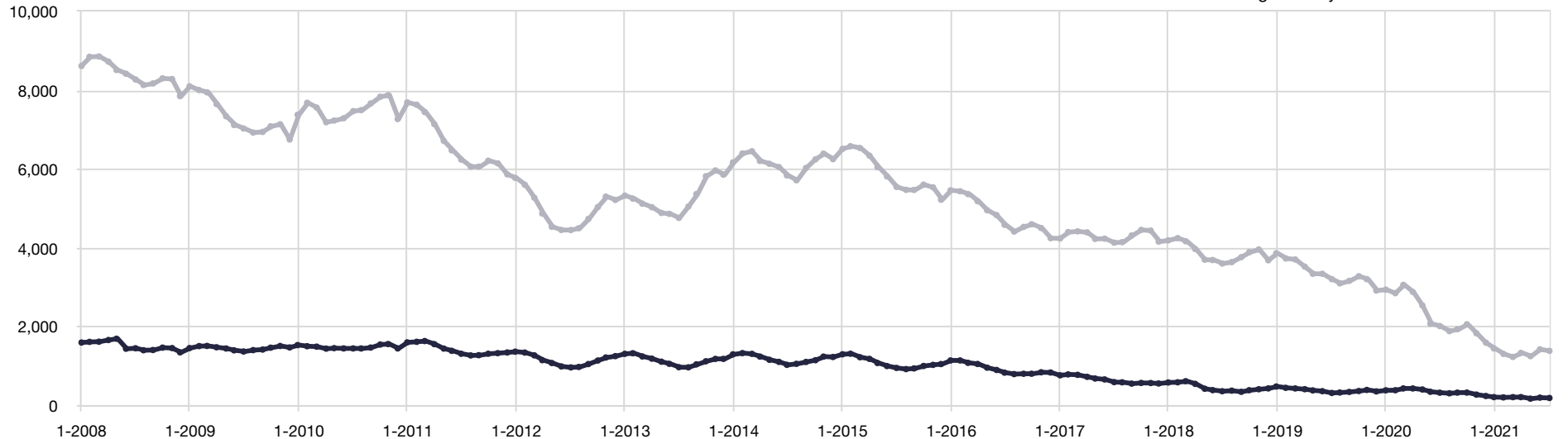


July



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	1,878	- 39.3%	299	- 6.3%
9-2020	1,927	- 38.9%	316	- 5.4%
10-2020	2,052	- 37.3%	317	- 11.2%
11-2020	1,823	- 43.0%	266	- 30.7%
12-2020	1,585	- 45.5%	230	- 33.7%
1-2021	1,438	- 51.0%	202	- 46.1%
2-2021	1,299	- 54.3%	195	- 48.3%
3-2021	1,222	- 60.0%	201	- 52.5%
4-2021	1,325	- 53.9%	202	- 52.1%
5-2021	1,242	- 50.9%	163	- 58.8%
6-2021	1,416	- 31.5%	189	- 43.9%
7-2021	1,377	- 31.4%	180	- 42.7%
12-Month Avg	1,549	- 45.2%	230	- 37.0%

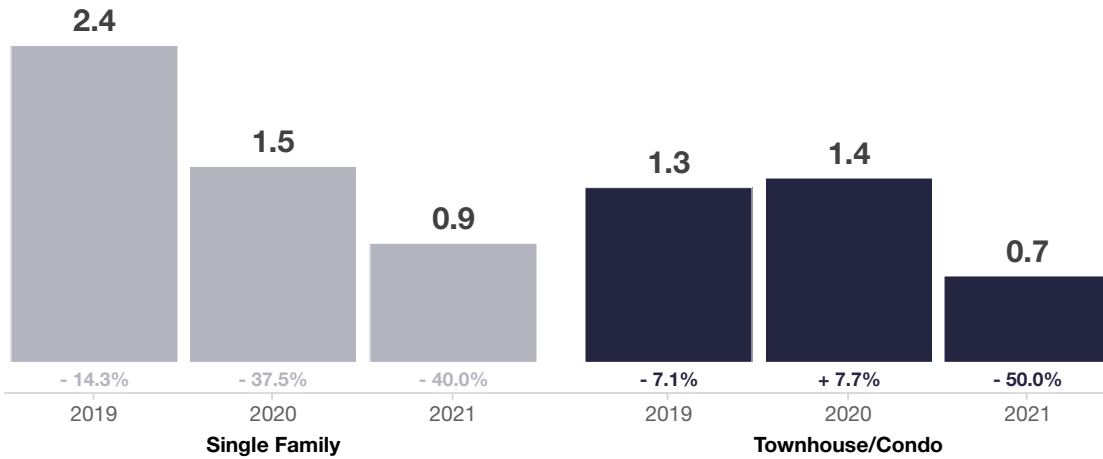
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

July



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	1.4	-39.1%	1.3	-7.1%
9-2020	1.4	-39.1%	1.3	-13.3%
10-2020	1.4	-41.7%	1.3	-18.8%
11-2020	1.3	-43.5%	1.1	-35.3%
12-2020	1.1	-47.6%	0.9	-40.0%
1-2021	1.0	-52.4%	0.8	-50.0%
2-2021	0.9	-55.0%	0.8	-50.0%
3-2021	0.8	-63.6%	0.8	-57.9%
4-2021	0.9	-57.1%	0.7	-65.0%
5-2021	0.8	-57.9%	0.6	-66.7%
6-2021	0.9	-40.0%	0.7	-53.3%
7-2021	0.9	-40.0%	0.7	-50.0%
12-Month Avg*	1.1	-48.8%	0.9	-43.5%

* Months Supply for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

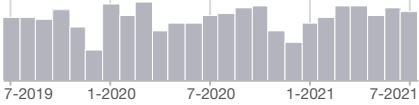
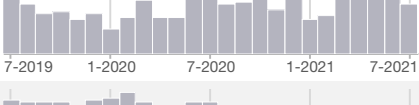
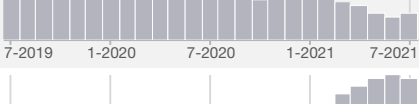
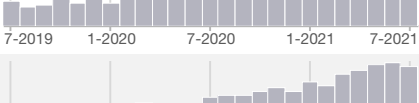
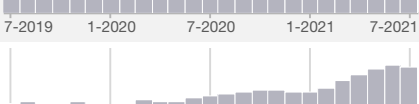
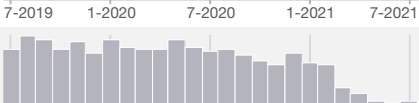
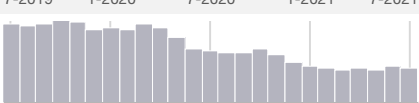
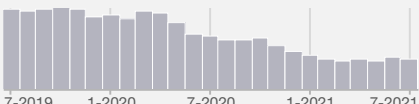



All Residential Properties Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Includes all Single Family and Townhome/Condo listings in the MLS.



MULTIPLE LISTING SERVICE OF
SOUTHERN ARIZONA

Key Metrics	Historical Sparkbars	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,936	2,021	+ 4.4%	13,502	14,081	+ 4.3%
Pending Sales		1,736	1,815	+ 4.6%	11,886	12,994	+ 9.3%
Closed Sales		1,995	1,688	- 15.4%	11,119	12,411	+ 11.6%
Days on Market Until Sale		38	14	- 63.2%	37	19	- 48.6%
Median Sales Price		\$253,000	\$305,000	+ 20.6%	\$242,500	\$293,000	+ 20.8%
Average Sales Price		\$300,647	\$368,991	+ 22.7%	\$285,691	\$357,904	+ 25.3%
Percent of List Price Received		99.0%	101.7%	+ 2.7%	98.7%	100.8%	+ 2.1%
Housing Affordability Index		129	107	- 17.1%	134	112	- 16.4%
Inventory of Homes for Sale		2,321	1,557	- 32.9%	—	—	—
Months Supply of Inventory		1.5	0.9	- 40.0%	—	—	—

Local Market Update – July 2021

A Research Tool Provided by Southern Arizona MLS.

Cochise

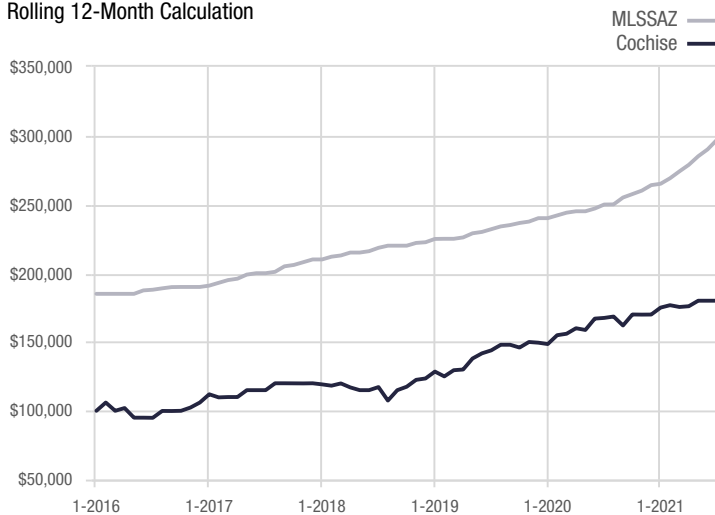
Single Family Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	38	34	- 10.5%	236	242	+ 2.5%
Pending Sales	41	40	- 2.4%	201	193	- 4.0%
Closed Sales	27	33	+ 22.2%	167	174	+ 4.2%
Days on Market Until Sale	98	50	- 49.0%	90	59	- 34.4%
Median Sales Price*	\$182,500	\$200,000	+ 9.6%	\$168,000	\$197,500	+ 17.6%
Average Sales Price*	\$187,806	\$232,845	+ 24.0%	\$179,650	\$241,091	+ 34.2%
Percent of List Price Received*	94.8%	98.4%	+ 3.8%	95.6%	97.2%	+ 1.7%
Inventory of Homes for Sale	103	74	- 28.2%	—	—	—
Months Supply of Inventory	3.8	2.7	- 28.9%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	1	0	- 100.0%	4	6	+ 50.0%
Pending Sales	3	3	0.0%	5	8	+ 60.0%
Closed Sales	0	0	0.0%	2	7	+ 250.0%
Days on Market Until Sale	—	—	—	4	16	+ 300.0%
Median Sales Price*	—	—	—	\$158,950	\$123,000	- 22.6%
Average Sales Price*	—	—	—	\$158,950	\$118,343	- 25.5%
Percent of List Price Received*	—	—	—	99.4%	100.8%	+ 1.4%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

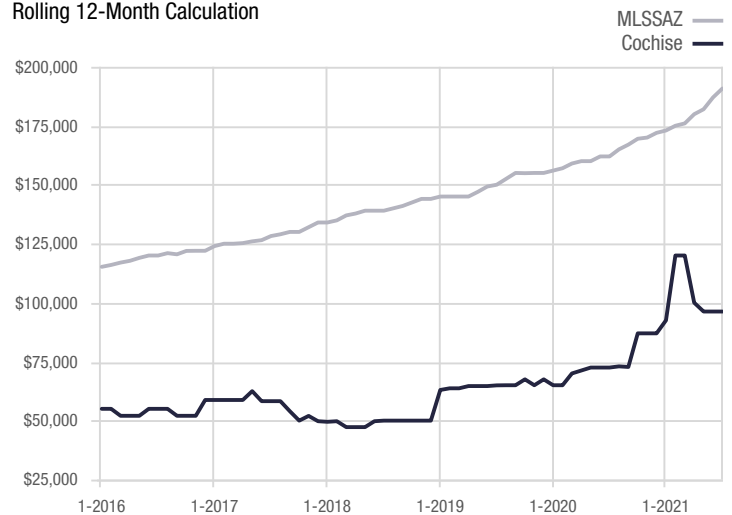
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

A Research Tool Provided by Southern Arizona MLS.

Cochise County

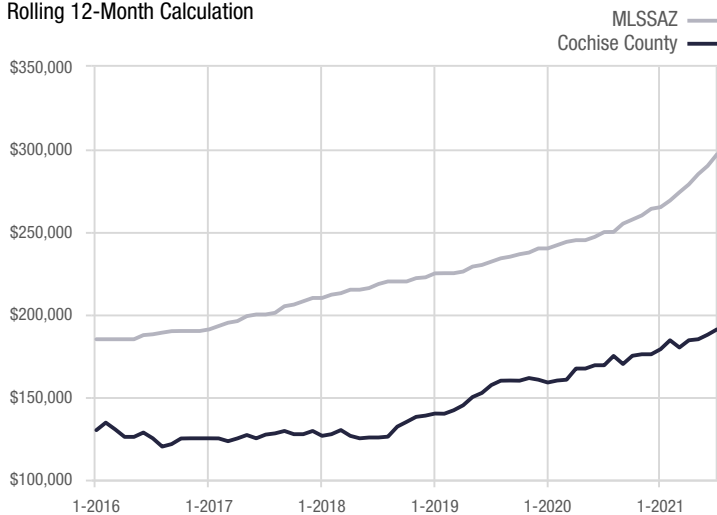
Single Family Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	51	50	- 2.0%	314	365	+ 16.2%
Pending Sales	55	58	+ 5.5%	261	289	+ 10.7%
Closed Sales	40	46	+ 15.0%	224	261	+ 16.5%
Days on Market Until Sale	80	41	- 48.8%	82	53	- 35.4%
Median Sales Price*	\$172,950	\$206,025	+ 19.1%	\$174,950	\$200,000	+ 14.3%
Average Sales Price*	\$185,177	\$249,680	+ 34.8%	\$181,455	\$237,445	+ 30.9%
Percent of List Price Received*	95.0%	99.1%	+ 4.3%	95.9%	97.6%	+ 1.8%
Inventory of Homes for Sale	134	102	- 23.9%	—	—	—
Months Supply of Inventory	3.7	2.5	- 32.4%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	1	0	- 100.0%	6	6	0.0%
Pending Sales	3	3	0.0%	6	8	+ 33.3%
Closed Sales	0	0	0.0%	3	7	+ 133.3%
Days on Market Until Sale	—	—	—	12	16	+ 33.3%
Median Sales Price*	—	—	—	\$157,900	\$123,000	- 22.1%
Average Sales Price*	—	—	—	\$146,300	\$118,343	- 19.1%
Percent of List Price Received*	—	—	—	98.3%	100.8%	+ 2.5%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.3	—	—	—	—	—

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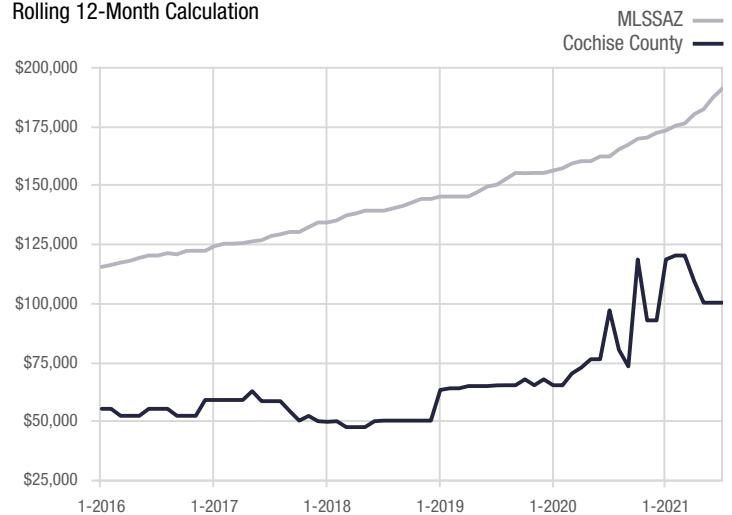
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - North

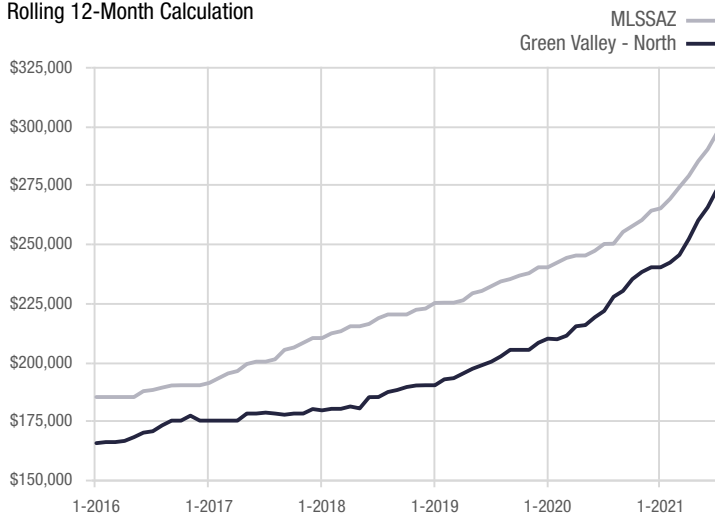
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	69	66	- 4.3%	438	507	+ 15.8%
Pending Sales	66	68	+ 3.0%	422	502	+ 19.0%
Closed Sales	86	73	- 15.1%	384	484	+ 26.0%
Days on Market Until Sale	35	15	- 57.1%	33	19	- 42.4%
Median Sales Price*	\$249,000	\$292,000	+ 17.3%	\$230,000	\$286,676	+ 24.6%
Average Sales Price*	\$256,467	\$298,304	+ 16.3%	\$244,147	\$292,651	+ 19.9%
Percent of List Price Received*	99.7%	102.5%	+ 2.8%	99.4%	101.1%	+ 1.7%
Inventory of Homes for Sale	50	47	- 6.0%	—	—	—
Months Supply of Inventory	0.9	0.7	- 22.2%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	0	0	0.0%	5	6	+ 20.0%
Pending Sales	0	0	0.0%	6	5	- 16.7%
Closed Sales	1	2	+ 100.0%	7	5	- 28.6%
Days on Market Until Sale	47	2	- 95.7%	37	1	- 97.3%
Median Sales Price*	\$162,000	\$192,500	+ 18.8%	\$160,000	\$199,500	+ 24.7%
Average Sales Price*	\$162,000	\$192,500	+ 18.8%	\$157,629	\$193,700	+ 22.9%
Percent of List Price Received*	98.2%	102.6%	+ 4.5%	99.0%	101.4%	+ 2.4%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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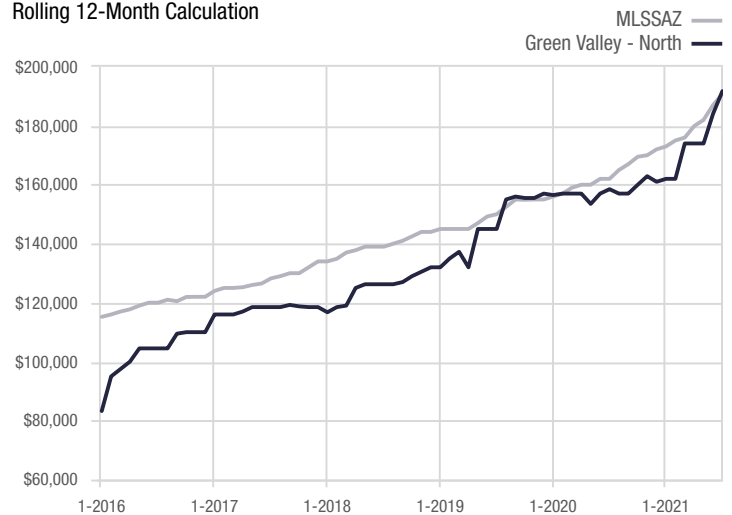
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Northeast

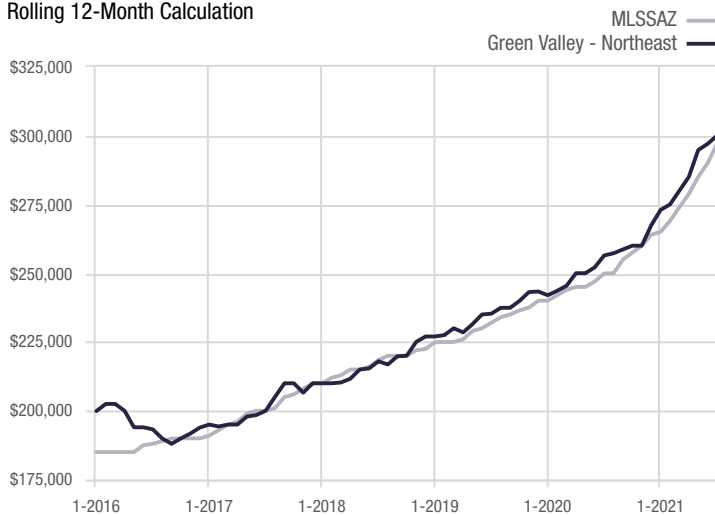
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	31	26	- 16.1%	293	288	- 1.7%
Pending Sales	37	30	- 18.9%	261	266	+ 1.9%
Closed Sales	36	24	- 33.3%	233	276	+ 18.5%
Days on Market Until Sale	44	9	- 79.5%	36	14	- 61.1%
Median Sales Price*	\$267,450	\$359,500	+ 34.4%	\$259,900	\$315,000	+ 21.2%
Average Sales Price*	\$304,418	\$354,844	+ 16.6%	\$291,262	\$339,224	+ 16.5%
Percent of List Price Received*	98.3%	100.3%	+ 2.0%	98.9%	100.0%	+ 1.1%
Inventory of Homes for Sale	34	22	- 35.3%	—	—	—
Months Supply of Inventory	1.0	0.6	- 40.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	5	2	- 60.0%	32	29	- 9.4%
Pending Sales	4	2	- 50.0%	19	25	+ 31.6%
Closed Sales	3	4	+ 33.3%	17	31	+ 82.4%
Days on Market Until Sale	23	6	- 73.9%	20	15	- 25.0%
Median Sales Price*	\$216,000	\$238,500	+ 10.4%	\$183,000	\$259,000	+ 41.5%
Average Sales Price*	\$232,000	\$242,225	+ 4.4%	\$206,894	\$247,282	+ 19.5%
Percent of List Price Received*	97.7%	101.5%	+ 3.9%	100.0%	100.3%	+ 0.3%
Inventory of Homes for Sale	6	4	- 33.3%	—	—	—
Months Supply of Inventory	2.0	1.1	- 45.0%	—	—	—

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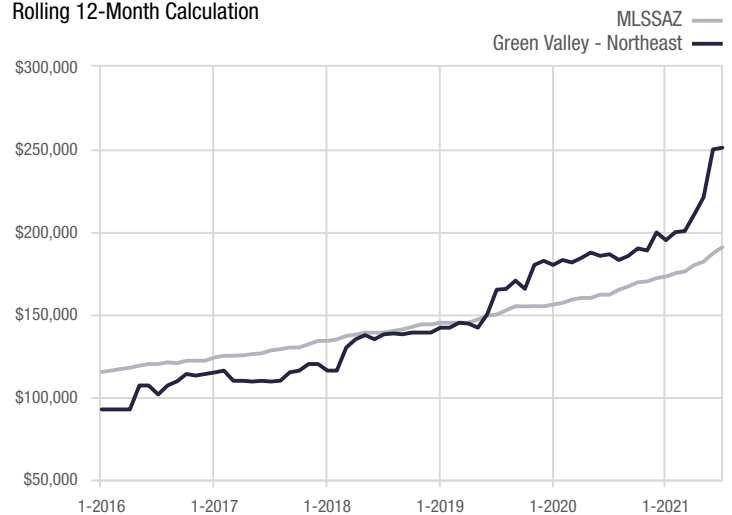
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Northwest

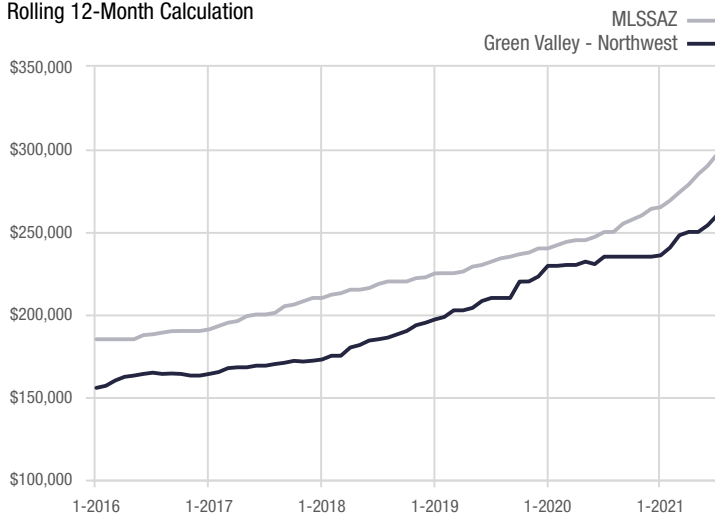
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	17	13	- 23.5%	147	148	+ 0.7%
Pending Sales	17	16	- 5.9%	119	150	+ 26.1%
Closed Sales	19	17	- 10.5%	114	150	+ 31.6%
Days on Market Until Sale	90	33	- 63.3%	50	32	- 36.0%
Median Sales Price*	\$250,000	\$276,000	+ 10.4%	\$237,950	\$275,000	+ 15.6%
Average Sales Price*	\$254,128	\$287,734	+ 13.2%	\$251,725	\$288,290	+ 14.5%
Percent of List Price Received*	98.7%	104.2%	+ 5.6%	98.8%	100.5%	+ 1.7%
Inventory of Homes for Sale	24	7	- 70.8%	—	—	—
Months Supply of Inventory	1.4	0.3	- 78.6%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	14	22	+ 57.1%	207	224	+ 8.2%
Pending Sales	27	24	- 11.1%	182	224	+ 23.1%
Closed Sales	24	24	0.0%	171	226	+ 32.2%
Days on Market Until Sale	56	24	- 57.1%	30	17	- 43.3%
Median Sales Price*	\$99,375	\$176,600	+ 77.7%	\$145,000	\$166,000	+ 14.5%
Average Sales Price*	\$132,348	\$172,854	+ 30.6%	\$144,704	\$160,515	+ 10.9%
Percent of List Price Received*	98.7%	101.6%	+ 2.9%	98.9%	100.2%	+ 1.3%
Inventory of Homes for Sale	26	14	- 46.2%	—	—	—
Months Supply of Inventory	1.1	0.5	- 54.5%	—	—	—

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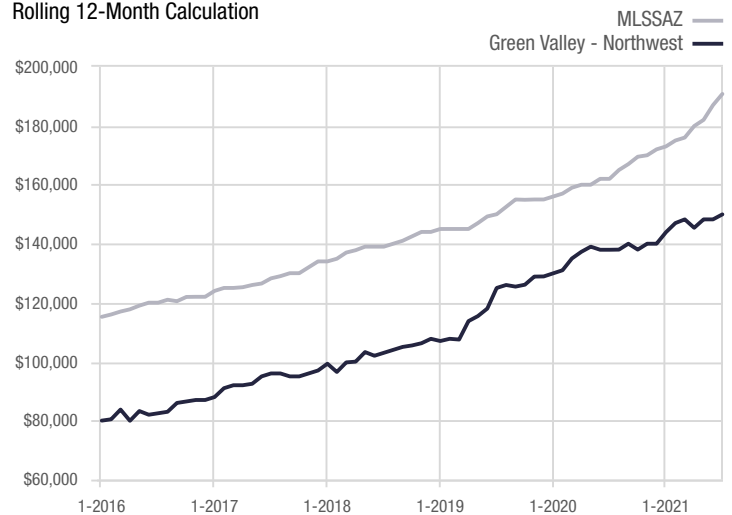
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Southeast

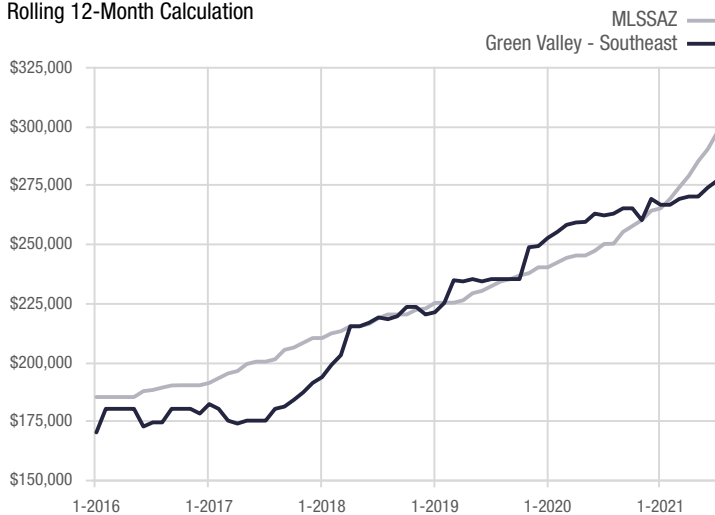
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	8	6	- 25.0%	77	78	+ 1.3%
Pending Sales	9	8	- 11.1%	74	83	+ 12.2%
Closed Sales	15	13	- 13.3%	71	79	+ 11.3%
Days on Market Until Sale	40	21	- 47.5%	43	34	- 20.9%
Median Sales Price*	\$280,000	\$333,000	+ 18.9%	\$270,000	\$285,000	+ 5.6%
Average Sales Price*	\$308,167	\$365,077	+ 18.5%	\$298,783	\$316,272	+ 5.9%
Percent of List Price Received*	98.8%	100.2%	+ 1.4%	97.9%	100.1%	+ 2.2%
Inventory of Homes for Sale	14	3	- 78.6%	—	—	—
Months Supply of Inventory	1.5	0.3	- 80.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	6	2	- 66.7%	39	35	- 10.3%
Pending Sales	7	0	- 100.0%	39	32	- 17.9%
Closed Sales	3	0	- 100.0%	35	32	- 8.6%
Days on Market Until Sale	26	—	—	14	17	+ 21.4%
Median Sales Price*	\$180,000	—	—	\$210,000	\$238,750	+ 13.7%
Average Sales Price*	\$181,000	—	—	\$203,600	\$227,842	+ 11.9%
Percent of List Price Received*	98.8%	—	—	99.4%	99.5%	+ 0.1%
Inventory of Homes for Sale	3	2	- 33.3%	—	—	—
Months Supply of Inventory	0.7	0.4	- 42.9%	—	—	—

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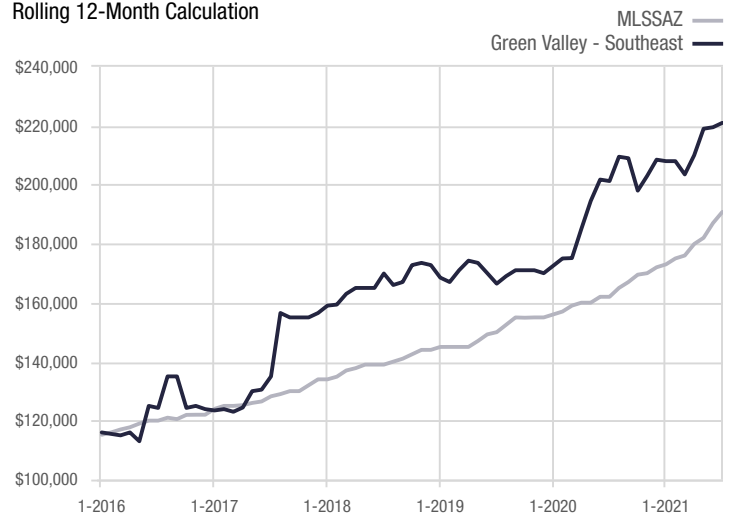
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Southwest

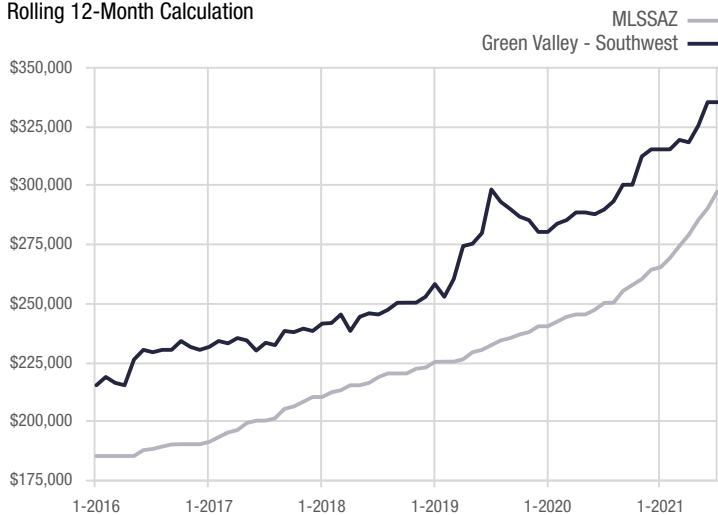
Single Family Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	24	16	- 33.3%	120	121	+ 0.8%
Pending Sales	14	17	+ 21.4%	90	131	+ 45.6%
Closed Sales	13	9	- 30.8%	95	124	+ 30.5%
Days on Market Until Sale	83	22	- 73.5%	56	33	- 41.1%
Median Sales Price*	\$355,000	\$352,940	- 0.6%	\$315,000	\$345,000	+ 9.5%
Average Sales Price*	\$358,350	\$375,545	+ 4.8%	\$337,695	\$361,486	+ 7.0%
Percent of List Price Received*	97.9%	100.8%	+ 3.0%	97.9%	99.1%	+ 1.2%
Inventory of Homes for Sale	43	11	- 74.4%	—	—	—
Months Supply of Inventory	3.2	0.6	- 81.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	22	15	- 31.8%	130	123	- 5.4%
Pending Sales	12	15	+ 25.0%	106	124	+ 17.0%
Closed Sales	13	15	+ 15.4%	108	126	+ 16.7%
Days on Market Until Sale	39	28	- 28.2%	22	17	- 22.7%
Median Sales Price*	\$224,000	\$273,000	+ 21.9%	\$190,000	\$209,950	+ 10.5%
Average Sales Price*	\$243,106	\$267,304	+ 10.0%	\$208,839	\$230,954	+ 10.6%
Percent of List Price Received*	100.3%	99.4%	- 0.9%	98.9%	100.1%	+ 1.2%
Inventory of Homes for Sale	27	8	- 70.4%	—	—	—
Months Supply of Inventory	2.0	0.5	- 75.0%	—	—	—

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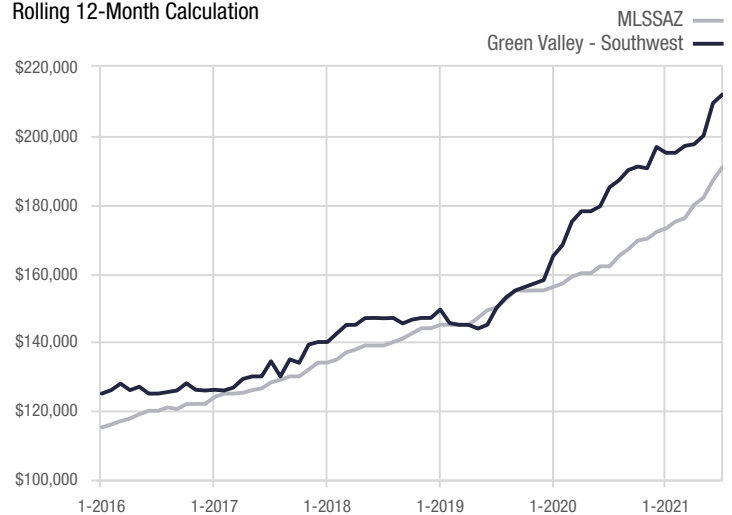
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

A Research Tool Provided by Southern Arizona MLS.

Pima County

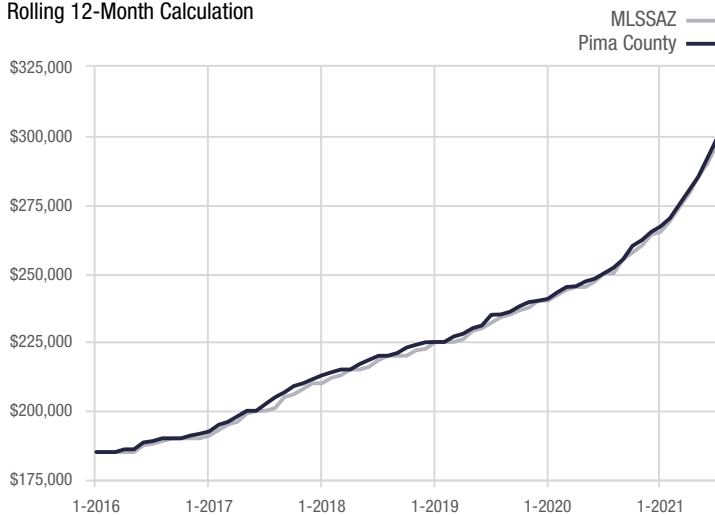
Single Family Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	1,487	1,562	+ 5.0%	10,373	10,695	+ 3.1%
Pending Sales	1,301	1,363	+ 4.8%	9,217	9,821	+ 6.6%
Closed Sales	1,571	1,298	- 17.4%	8,663	9,402	+ 8.5%
Days on Market Until Sale	36	12	- 66.7%	36	17	- 52.8%
Median Sales Price*	\$266,000	\$325,000	+ 22.2%	\$255,000	\$313,000	+ 22.7%
Average Sales Price*	\$323,914	\$397,888	+ 22.8%	\$305,781	\$389,025	+ 27.2%
Percent of List Price Received*	99.3%	101.9%	+ 2.6%	98.8%	101.1%	+ 2.3%
Inventory of Homes for Sale	1,612	1,132	- 29.8%	—	—	—
Months Supply of Inventory	1.3	0.8	- 38.5%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	281	288	+ 2.5%	1,953	2,072	+ 6.1%
Pending Sales	265	265	0.0%	1,669	1,971	+ 18.1%
Closed Sales	270	249	- 7.8%	1,555	1,919	+ 23.4%
Days on Market Until Sale	34	13	- 61.8%	28	15	- 46.4%
Median Sales Price*	\$160,000	\$205,000	+ 28.1%	\$165,000	\$200,000	+ 21.2%
Average Sales Price*	\$172,584	\$228,399	+ 32.3%	\$183,361	\$216,469	+ 18.1%
Percent of List Price Received*	98.6%	101.5%	+ 2.9%	98.4%	100.9%	+ 2.5%
Inventory of Homes for Sale	289	171	- 40.8%	—	—	—
Months Supply of Inventory	1.3	0.6	- 53.8%	—	—	—

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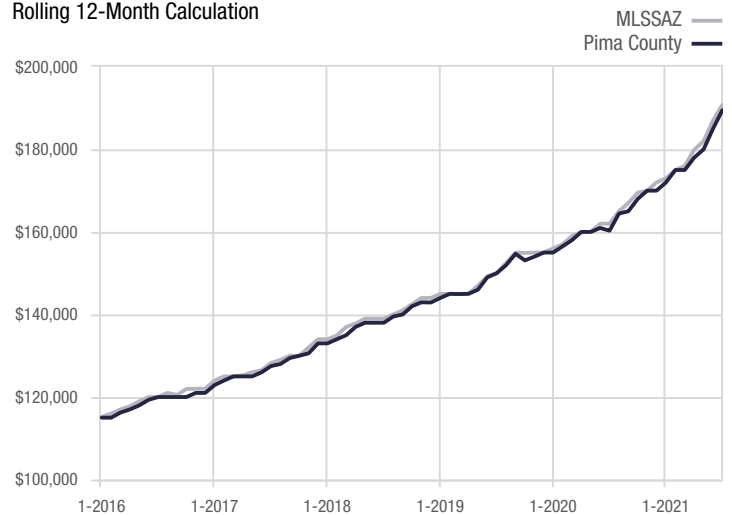
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Santa Cruz County

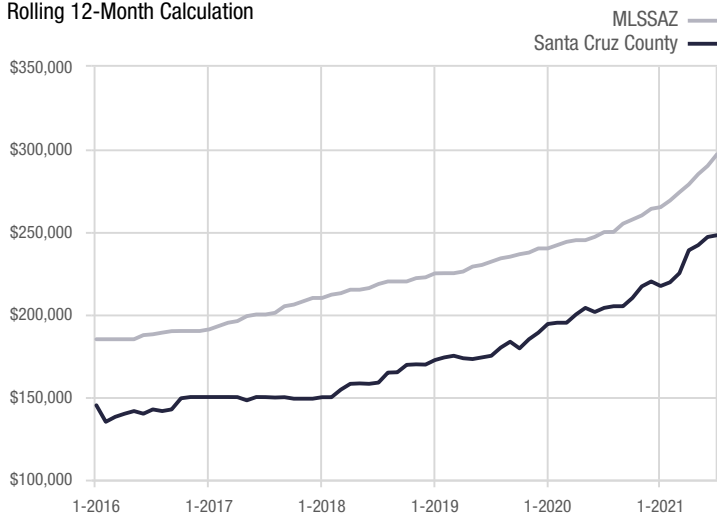
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	45	46	+ 2.2%	326	387	+ 18.7%
Pending Sales	40	53	+ 32.5%	281	353	+ 25.6%
Closed Sales	45	37	- 17.8%	246	291	+ 18.3%
Days on Market Until Sale	80	57	- 28.8%	77	49	- 36.4%
Median Sales Price*	\$212,000	\$253,000	+ 19.3%	\$206,500	\$254,000	+ 23.0%
Average Sales Price*	\$293,964	\$363,662	+ 23.7%	\$262,868	\$329,663	+ 25.4%
Percent of List Price Received*	98.4%	99.1%	+ 0.7%	97.7%	98.6%	+ 0.9%
Inventory of Homes for Sale	148	78	- 47.3%	—	—	—
Months Supply of Inventory	4.0	1.7	- 57.5%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	3	4	+ 33.3%	31	30	- 3.2%
Pending Sales	3	6	+ 100.0%	21	33	+ 57.1%
Closed Sales	5	2	- 60.0%	22	30	+ 36.4%
Days on Market Until Sale	81	6	- 92.6%	106	87	- 17.9%
Median Sales Price*	\$169,000	\$188,000	+ 11.2%	\$169,450	\$221,000	+ 30.4%
Average Sales Price*	\$206,400	\$188,000	- 8.9%	\$194,905	\$219,707	+ 12.7%
Percent of List Price Received*	97.0%	101.4%	+ 4.5%	96.6%	98.3%	+ 1.8%
Inventory of Homes for Sale	21	6	- 71.4%	—	—	—
Months Supply of Inventory	6.1	1.1	- 82.0%	—	—	—

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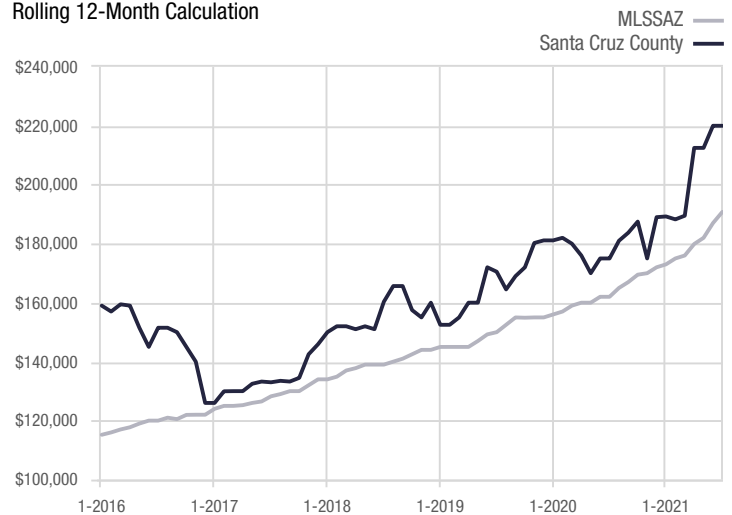
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Santa Cruz County - Amado

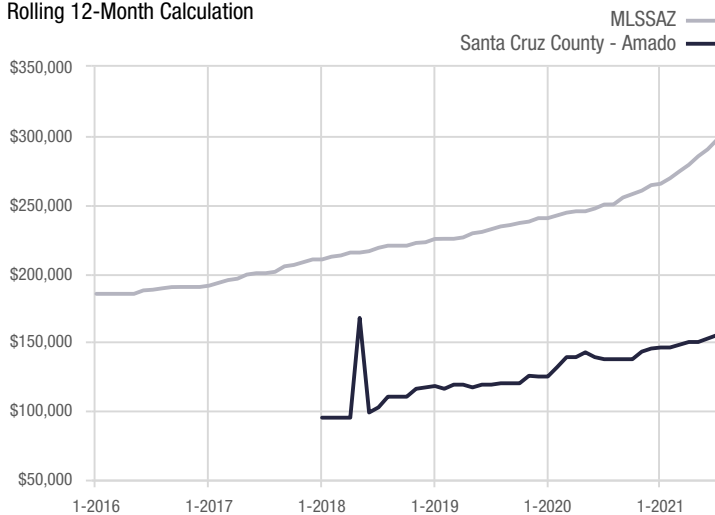
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	1	2	+ 100.0%	6	6	0.0%
Pending Sales	0	1	—	5	5	0.0%
Closed Sales	1	0	- 100.0%	5	8	+ 60.0%
Days on Market Until Sale	4	—	—	24	68	+ 183.3%
Median Sales Price*	\$124,900	—	—	\$131,000	\$152,500	+ 16.4%
Average Sales Price*	\$124,900	—	—	\$129,680	\$144,406	+ 11.4%
Percent of List Price Received*	100.0%	—	—	99.0%	98.0%	- 1.0%
Inventory of Homes for Sale	5	3	- 40.0%	—	—	—
Months Supply of Inventory	3.6	1.9	- 47.2%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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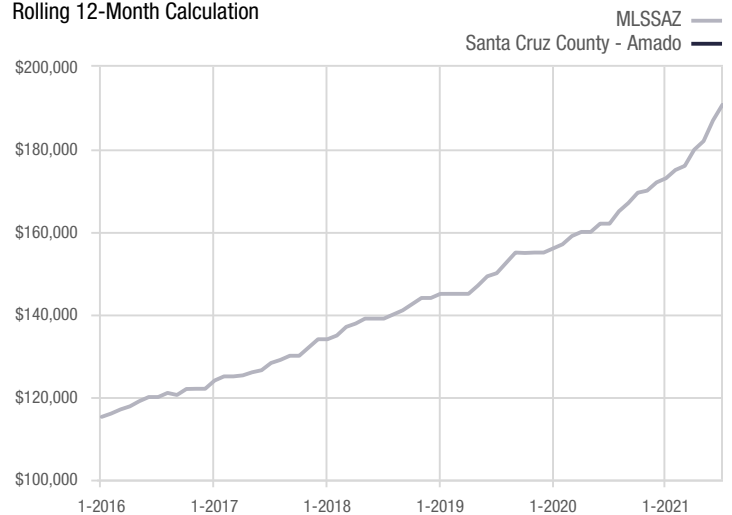
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Santa Cruz County - Elgin

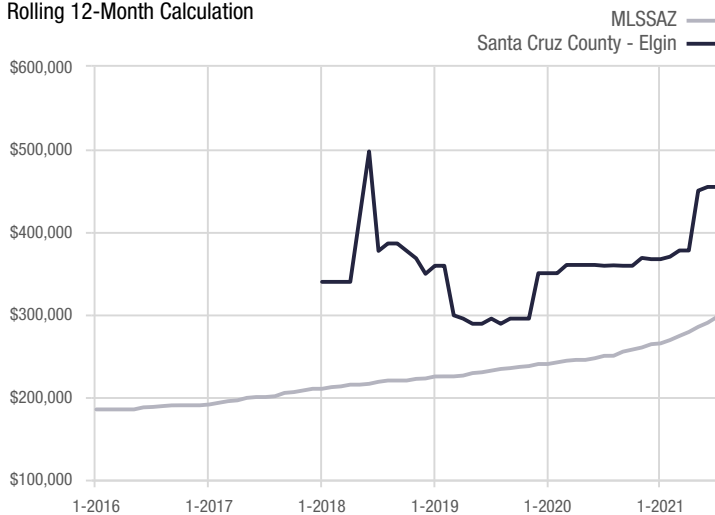
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	14	9	- 35.7%
Pending Sales	0	2	—	9	10	+ 11.1%
Closed Sales	3	1	- 66.7%	6	9	+ 50.0%
Days on Market Until Sale	252	261	+ 3.6%	188	159	- 15.4%
Median Sales Price*	\$359,000	\$440,000	+ 22.6%	\$285,000	\$459,000	+ 61.1%
Average Sales Price*	\$453,000	\$440,000	- 2.9%	\$363,833	\$494,167	+ 35.8%
Percent of List Price Received*	94.6%	100.0%	+ 5.7%	95.8%	99.2%	+ 3.5%
Inventory of Homes for Sale	13	5	- 61.5%	—	—	—
Months Supply of Inventory	5.6	3.1	- 44.6%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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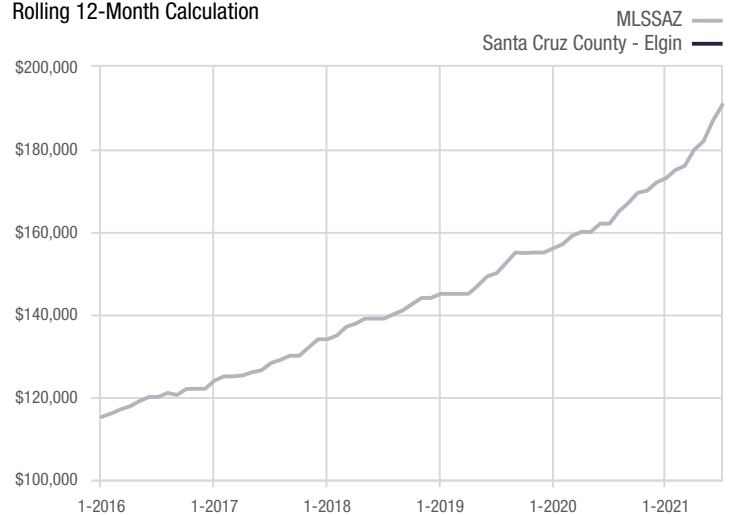
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Santa Cruz County - Nogales East

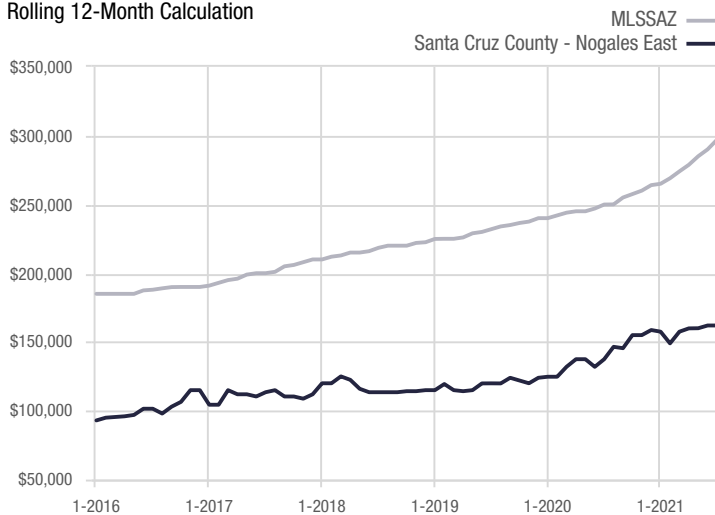
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	5	8	+ 60.0%	52	60	+ 15.4%
Pending Sales	2	7	+ 250.0%	34	50	+ 47.1%
Closed Sales	2	2	0.0%	31	42	+ 35.5%
Days on Market Until Sale	10	1	- 90.0%	53	55	+ 3.8%
Median Sales Price*	\$151,250	\$364,500	+ 141.0%	\$137,500	\$150,000	+ 9.1%
Average Sales Price*	\$151,250	\$364,500	+ 141.0%	\$145,738	\$201,687	+ 38.4%
Percent of List Price Received*	100.0%	100.7%	+ 0.7%	94.9%	97.8%	+ 3.1%
Inventory of Homes for Sale	22	15	- 31.8%	—	—	—
Months Supply of Inventory	4.9	2.4	- 51.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	1	3	+ 200.0%
Pending Sales	0	2	—	1	7	+ 600.0%
Closed Sales	0	1	—	1	8	+ 700.0%
Days on Market Until Sale	—	11	—	40	98	+ 145.0%
Median Sales Price*	—	\$116,000	—	\$165,000	\$224,350	+ 36.0%
Average Sales Price*	—	\$116,000	—	\$165,000	\$188,700	+ 14.4%
Percent of List Price Received*	—	100.9%	—	89.2%	99.7%	+ 11.8%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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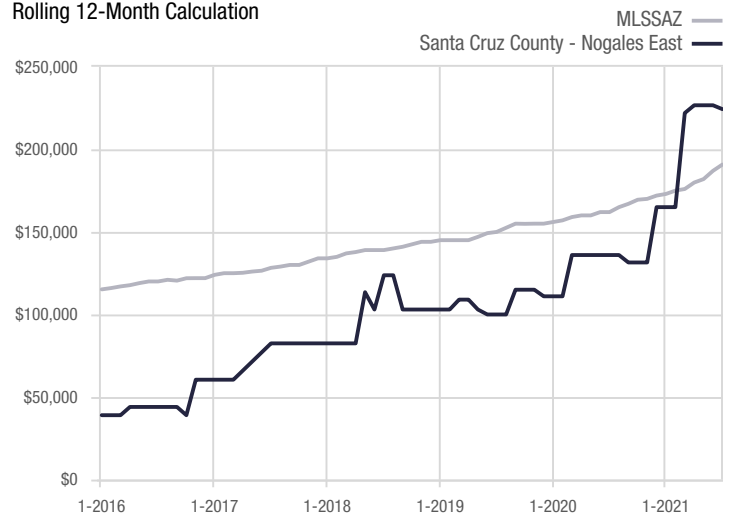
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Santa Cruz County - Nogales West

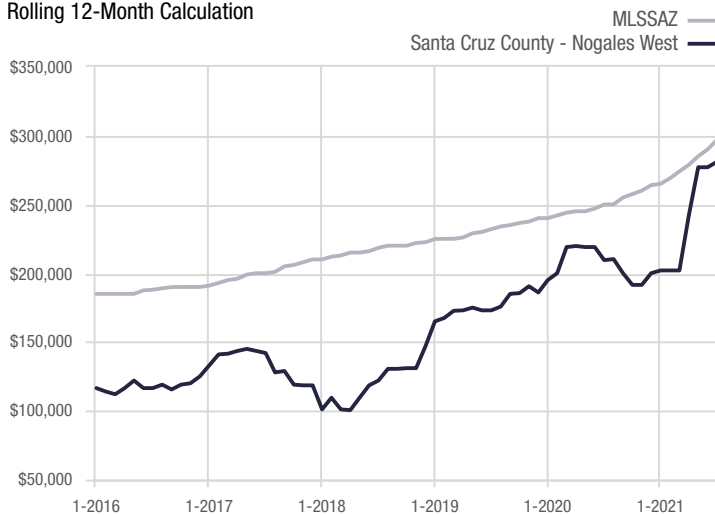
Single Family Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	5	2	- 60.0%	13	13	0.0%
Pending Sales	1	4	+ 300.0%	11	9	- 18.2%
Closed Sales	1	0	- 100.0%	10	5	- 50.0%
Days on Market Until Sale	5	—	—	80	54	- 32.5%
Median Sales Price*	\$159,000	—	—	\$168,500	\$345,000	+ 104.7%
Average Sales Price*	\$159,000	—	—	\$183,550	\$325,000	+ 77.1%
Percent of List Price Received*	97.8%	—	—	97.0%	96.3%	- 0.7%
Inventory of Homes for Sale	8	7	- 12.5%	—	—	—
Months Supply of Inventory	4.3	2.9	- 32.6%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	1	0	- 100.0%	1	0	- 100.0%
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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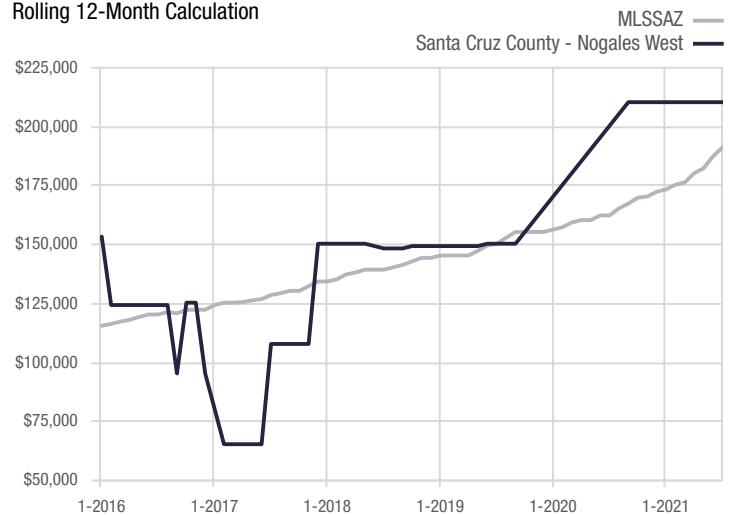
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Santa Cruz County - Patagonia

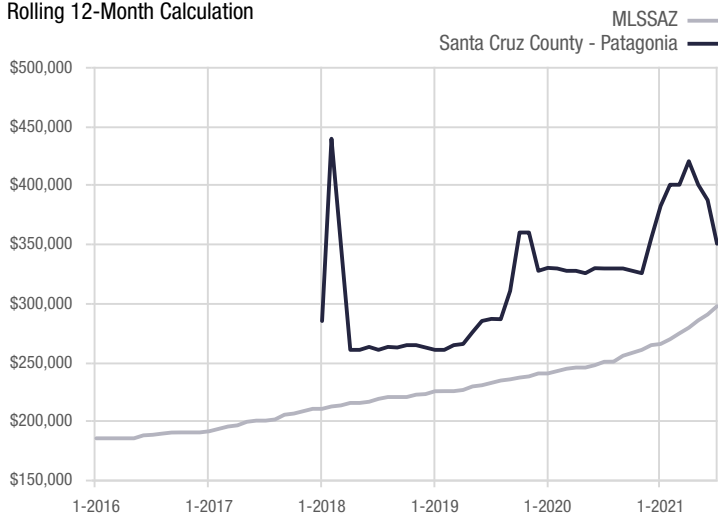
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	3	2	- 33.3%	13	27	+ 107.7%
Pending Sales	3	2	- 33.3%	10	21	+ 110.0%
Closed Sales	3	2	- 33.3%	10	19	+ 90.0%
Days on Market Until Sale	294	125	- 57.5%	118	59	- 50.0%
Median Sales Price*	\$400,000	\$337,250	- 15.7%	\$359,750	\$350,000	- 2.7%
Average Sales Price*	\$381,667	\$337,250	- 11.6%	\$390,400	\$383,118	- 1.9%
Percent of List Price Received*	97.7%	100.0%	+ 2.4%	96.1%	96.4%	+ 0.3%
Inventory of Homes for Sale	13	6	- 53.8%	—	—	—
Months Supply of Inventory	6.8	2.1	- 69.1%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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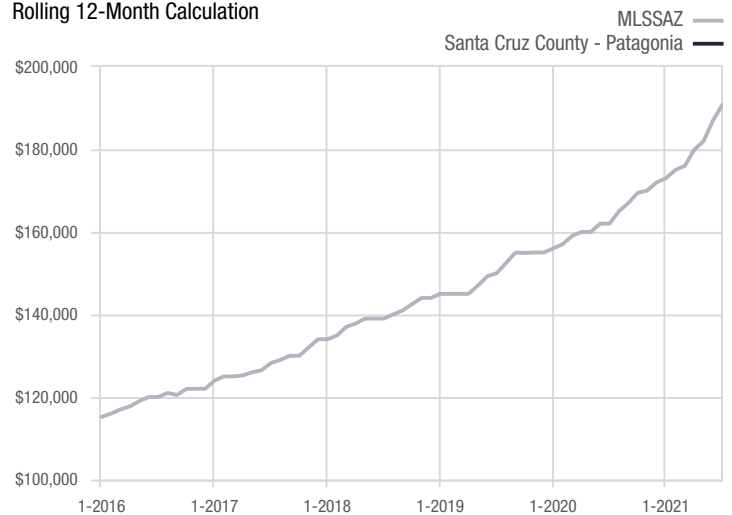
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Santa Cruz County - Rio Rico East

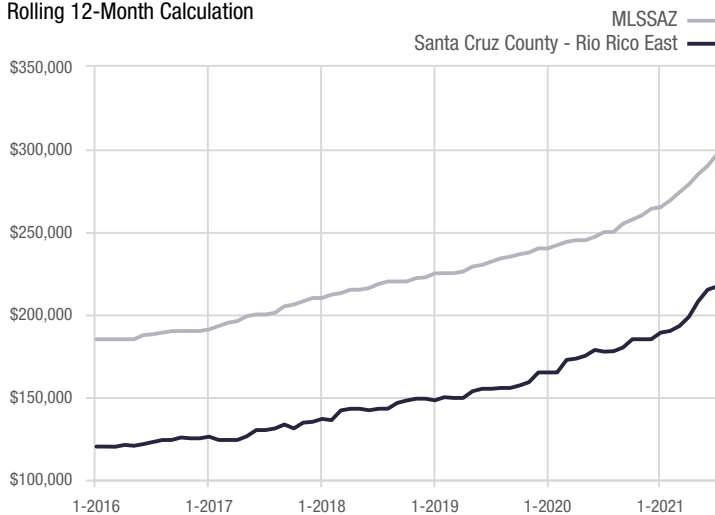
Single Family Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	17	16	- 5.9%	105	125	+ 19.0%
Pending Sales	11	16	+ 45.5%	94	114	+ 21.3%
Closed Sales	16	10	- 37.5%	83	98	+ 18.1%
Days on Market Until Sale	47	20	- 57.4%	52	23	- 55.8%
Median Sales Price*	\$182,500	\$204,000	+ 11.8%	\$182,000	\$237,500	+ 30.5%
Average Sales Price*	\$225,075	\$213,350	- 5.2%	\$208,177	\$255,433	+ 22.7%
Percent of List Price Received*	98.3%	99.0%	+ 0.7%	99.0%	99.9%	+ 0.9%
Inventory of Homes for Sale	25	13	- 48.0%	—	—	—
Months Supply of Inventory	1.9	0.9	- 52.6%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	1	3	+ 200.0%
Pending Sales	0	1	—	2	3	+ 50.0%
Closed Sales	0	0	0.0%	2	2	0.0%
Days on Market Until Sale	—	—	—	29	3	- 89.7%
Median Sales Price*	—	—	—	\$137,000	\$151,500	+ 10.6%
Average Sales Price*	—	—	—	\$137,000	\$151,500	+ 10.6%
Percent of List Price Received*	—	—	—	102.1%	104.2%	+ 2.1%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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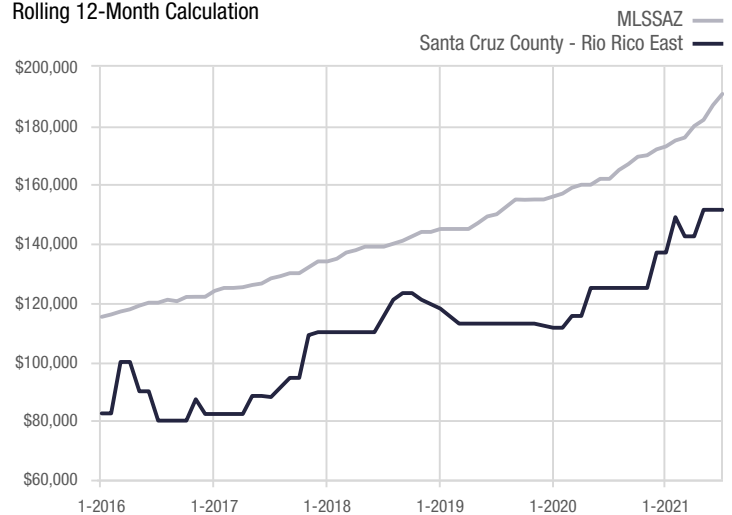
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

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Santa Cruz County - Rio Rico West

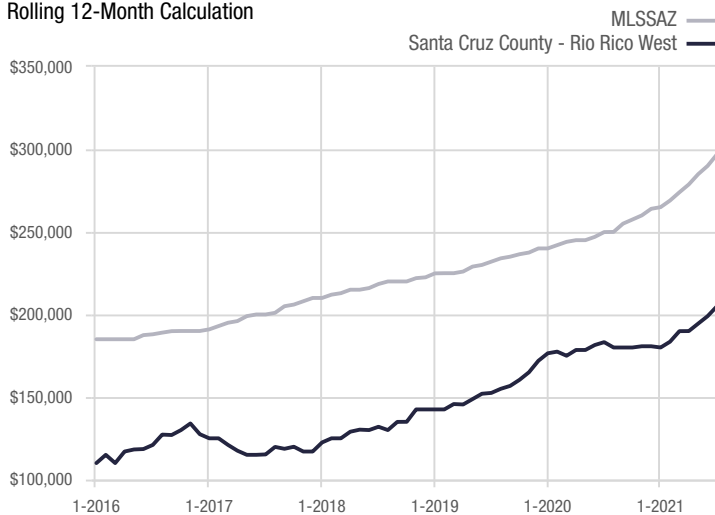
Single Family Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	9	9	0.0%	61	77	+ 26.2%
Pending Sales	9	13	+ 44.4%	60	65	+ 8.3%
Closed Sales	8	12	+ 50.0%	47	52	+ 10.6%
Days on Market Until Sale	7	7	0.0%	69	14	- 79.7%
Median Sales Price*	\$190,500	\$220,000	+ 15.5%	\$180,000	\$224,950	+ 25.0%
Average Sales Price*	\$203,063	\$223,792	+ 10.2%	\$208,517	\$229,758	+ 10.2%
Percent of List Price Received*	100.4%	100.5%	+ 0.1%	98.9%	99.5%	+ 0.6%
Inventory of Homes for Sale	6	5	- 16.7%	—	—	—
Months Supply of Inventory	0.8	0.7	- 12.5%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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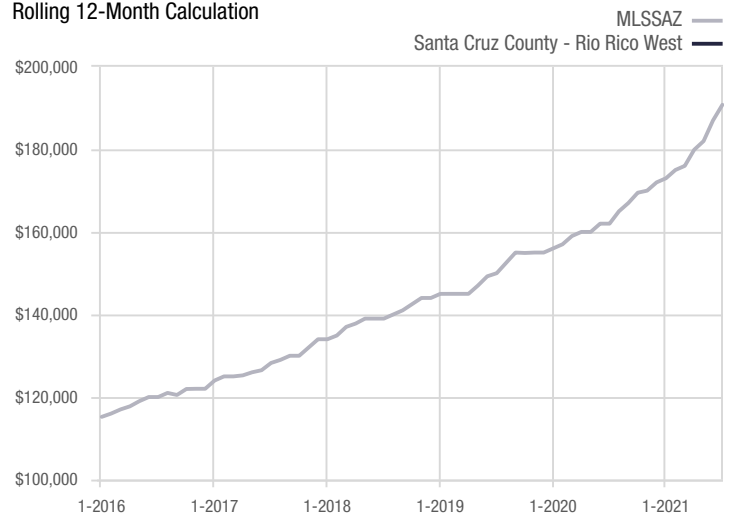
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Santa Cruz County - Santa Cruz County

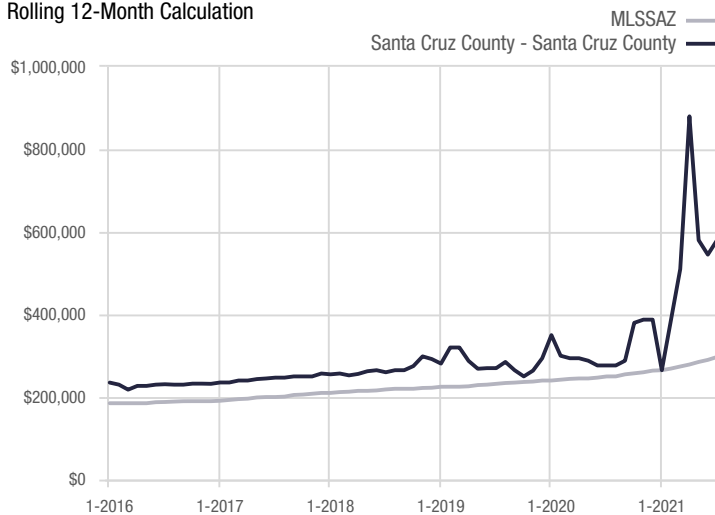
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	1	1	0.0%	5	5	0.0%
Pending Sales	0	1	—	2	7	+ 250.0%
Closed Sales	0	1	—	3	6	+ 100.0%
Days on Market Until Sale	—	598	—	244	174	- 28.7%
Median Sales Price*	—	\$1,100,000	—	\$265,000	\$840,000	+ 217.0%
Average Sales Price*	—	\$1,100,000	—	\$430,000	\$817,296	+ 90.1%
Percent of List Price Received*	—	91.7%	—	87.8%	93.6%	+ 6.6%
Inventory of Homes for Sale	11	4	- 63.6%	—	—	—
Months Supply of Inventory	6.6	3.6	- 45.5%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

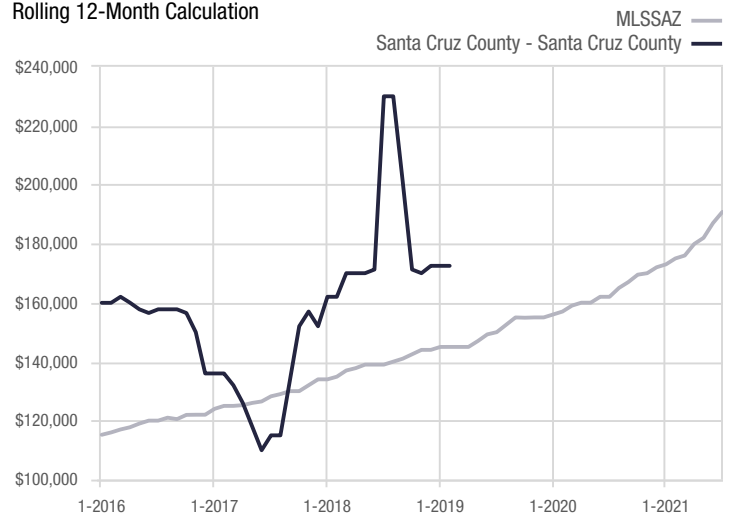
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

A Research Tool Provided by Southern Arizona MLS.

Santa Cruz County - Sonoita

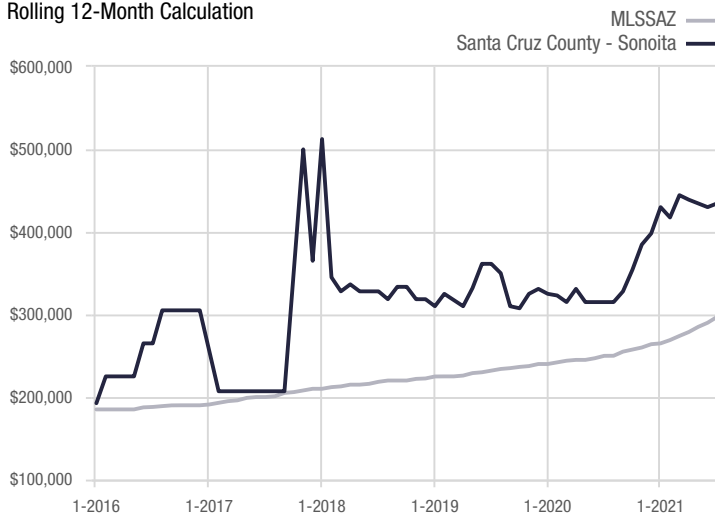
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	0	3	—	20	17	- 15.0%
Pending Sales	4	3	- 25.0%	17	22	+ 29.4%
Closed Sales	3	4	+ 33.3%	13	19	+ 46.2%
Days on Market Until Sale	92	155	+ 68.5%	132	112	- 15.2%
Median Sales Price*	\$325,000	\$452,000	+ 39.1%	\$315,000	\$450,000	+ 42.9%
Average Sales Price*	\$371,600	\$521,000	+ 40.2%	\$398,408	\$537,107	+ 34.8%
Percent of List Price Received*	97.5%	95.9%	- 1.6%	96.6%	97.3%	+ 0.7%
Inventory of Homes for Sale	17	6	- 64.7%	—	—	—
Months Supply of Inventory	6.3	1.9	- 69.8%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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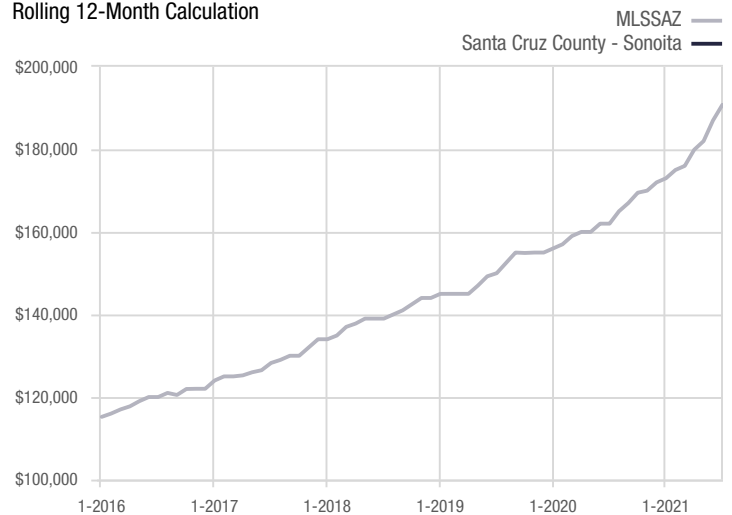
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Santa Cruz County - Tubac East

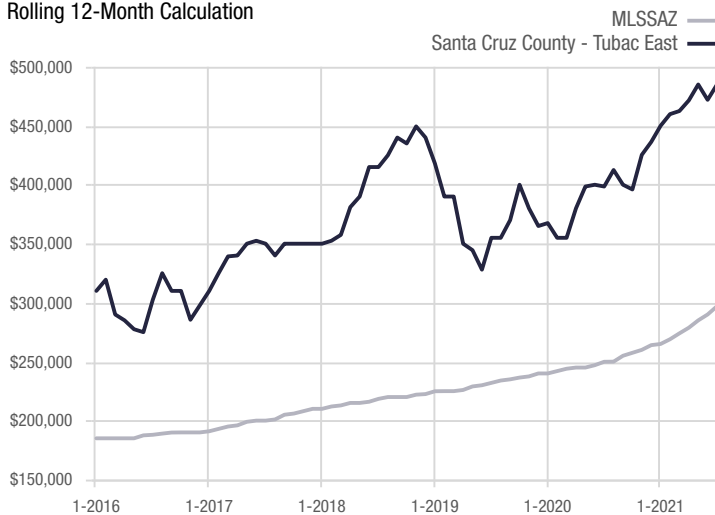
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	3	4	+ 33.3%	33	44	+ 33.3%
Pending Sales	6	4	- 33.3%	30	42	+ 40.0%
Closed Sales	5	5	0.0%	29	30	+ 3.4%
Days on Market Until Sale	105	18	- 82.9%	78	76	- 2.6%
Median Sales Price*	\$459,875	\$625,000	+ 35.9%	\$385,000	\$510,000	+ 32.5%
Average Sales Price*	\$382,175	\$721,800	+ 88.9%	\$415,562	\$568,643	+ 36.8%
Percent of List Price Received*	97.2%	98.8%	+ 1.6%	98.2%	97.2%	- 1.0%
Inventory of Homes for Sale	25	12	- 52.0%	—	—	—
Months Supply of Inventory	6.8	2.0	- 70.6%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	2	4	+ 100.0%	28	23	- 17.9%
Pending Sales	2	3	+ 50.0%	17	23	+ 35.3%
Closed Sales	5	1	- 80.0%	19	20	+ 5.3%
Days on Market Until Sale	81	1	- 98.8%	118	91	- 22.9%
Median Sales Price*	\$169,000	\$260,000	+ 53.8%	\$170,000	\$222,500	+ 30.9%
Average Sales Price*	\$206,400	\$260,000	+ 26.0%	\$202,574	\$238,931	+ 17.9%
Percent of List Price Received*	97.0%	102.0%	+ 5.2%	96.5%	97.2%	+ 0.7%
Inventory of Homes for Sale	20	5	- 75.0%	—	—	—
Months Supply of Inventory	7.3	1.2	- 83.6%	—	—	—

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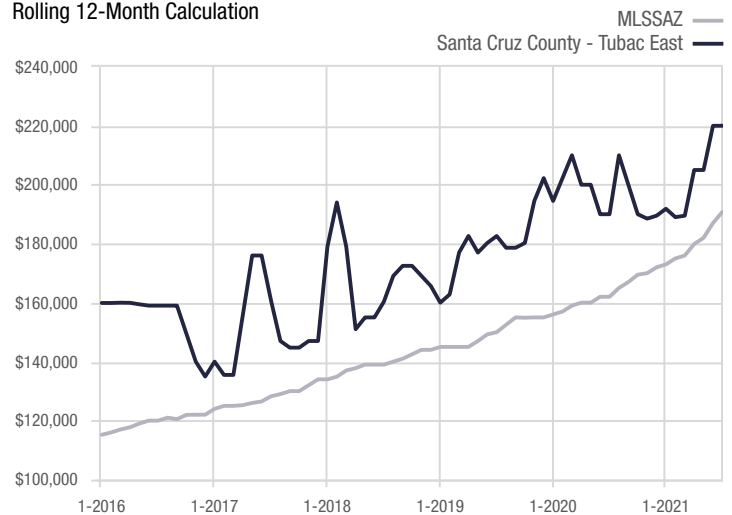
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Santa Cruz County - Tubac West

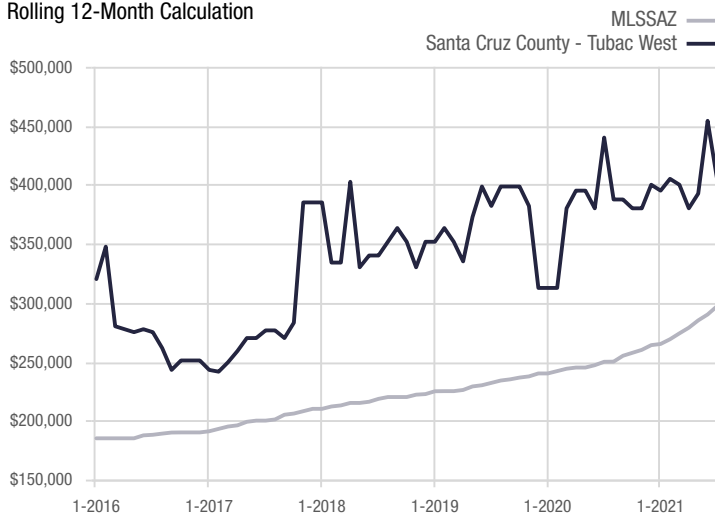
Single Family Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	2	1	- 50.0%	9	9	0.0%
Pending Sales	4	0	- 100.0%	14	8	- 42.9%
Closed Sales	4	0	- 100.0%	14	9	- 35.7%
Days on Market Until Sale	82	—	—	146	32	- 78.1%
Median Sales Price*	\$553,250	—	—	\$511,000	\$535,000	+ 4.7%
Average Sales Price*	\$502,875	—	—	\$473,257	\$527,927	+ 11.6%
Percent of List Price Received*	99.2%	—	—	97.5%	100.3%	+ 2.9%
Inventory of Homes for Sale	4	5	+ 25.0%	—	—	—
Months Supply of Inventory	1.8	3.6	+ 100.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	0	1	—
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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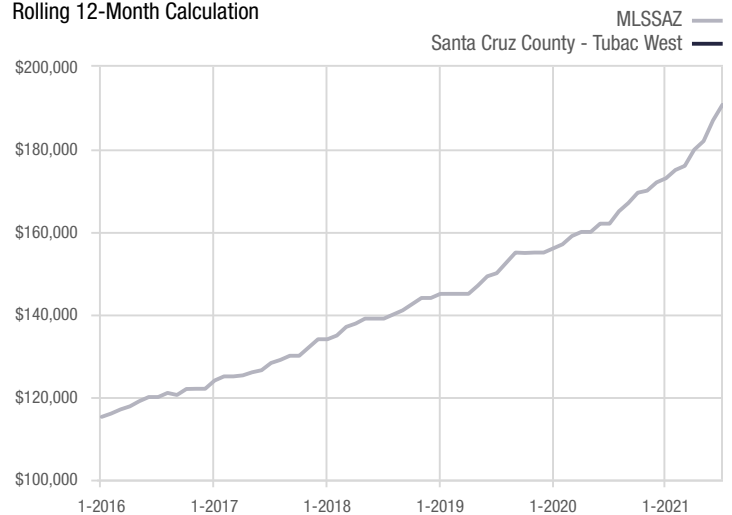
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Santa Cruz County - Tumacacori - Carmen

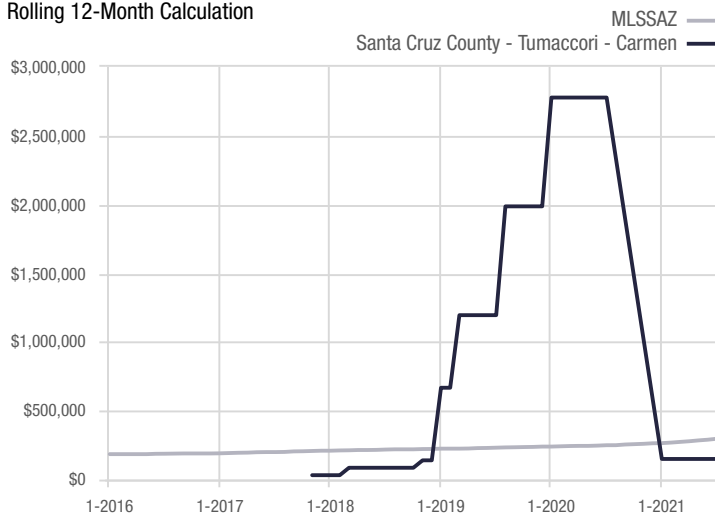
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	0	0	0.0%	0	1	—
Pending Sales	0	0	0.0%	0	3	—
Closed Sales	0	0	0.0%	0	1	—
Days on Market Until Sale	—	—	—	—	65	—
Median Sales Price*	—	—	—	—	\$150,000	—
Average Sales Price*	—	—	—	—	\$150,000	—
Percent of List Price Received*	—	—	—	—	100.0%	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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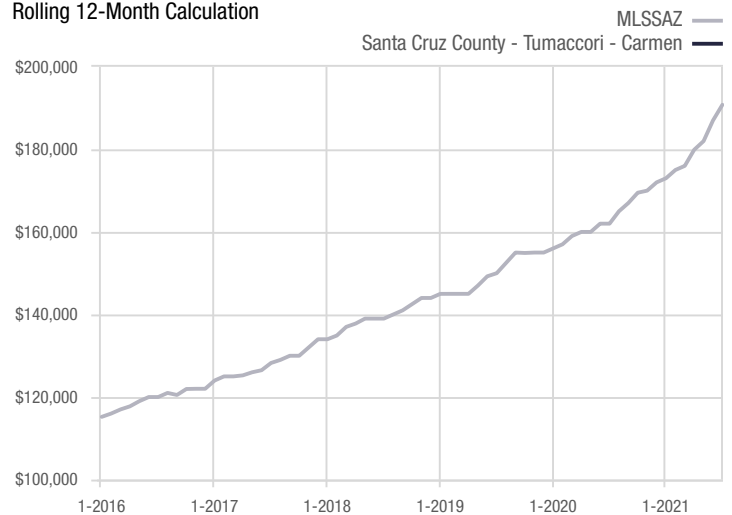
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - Benson / St. David

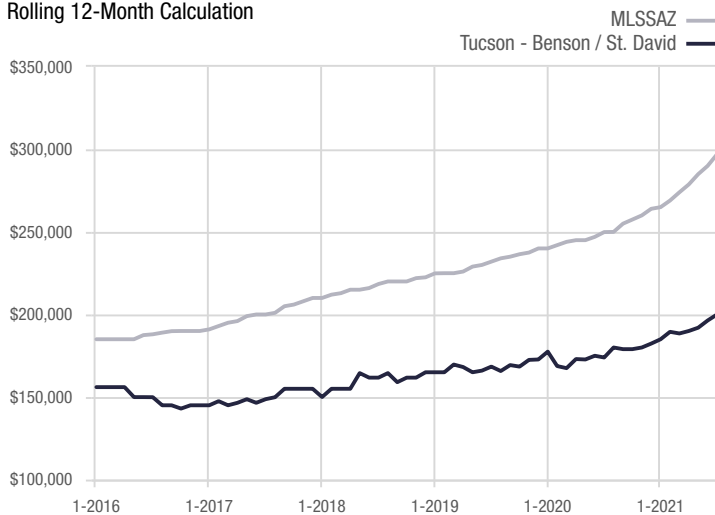
Single Family Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	15	16	+ 6.7%	80	129	+ 61.3%
Pending Sales	14	19	+ 35.7%	60	99	+ 65.0%
Closed Sales	13	14	+ 7.7%	58	91	+ 56.9%
Days on Market Until Sale	44	19	- 56.8%	60	40	- 33.3%
Median Sales Price*	\$170,000	\$225,025	+ 32.4%	\$177,450	\$202,000	+ 13.8%
Average Sales Price*	\$179,716	\$284,741	+ 58.4%	\$189,298	\$231,177	+ 22.1%
Percent of List Price Received*	95.3%	101.2%	+ 6.2%	97.0%	98.4%	+ 1.4%
Inventory of Homes for Sale	33	29	- 12.1%	—	—	—
Months Supply of Inventory	3.8	2.1	- 44.7%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	2	0	- 100.0%
Pending Sales	0	0	0.0%	1	0	- 100.0%
Closed Sales	0	0	0.0%	1	0	- 100.0%
Days on Market Until Sale	—	—	—	28	—	—
Median Sales Price*	—	—	—	\$121,000	—	—
Average Sales Price*	—	—	—	\$121,000	—	—
Percent of List Price Received*	—	—	—	96.0%	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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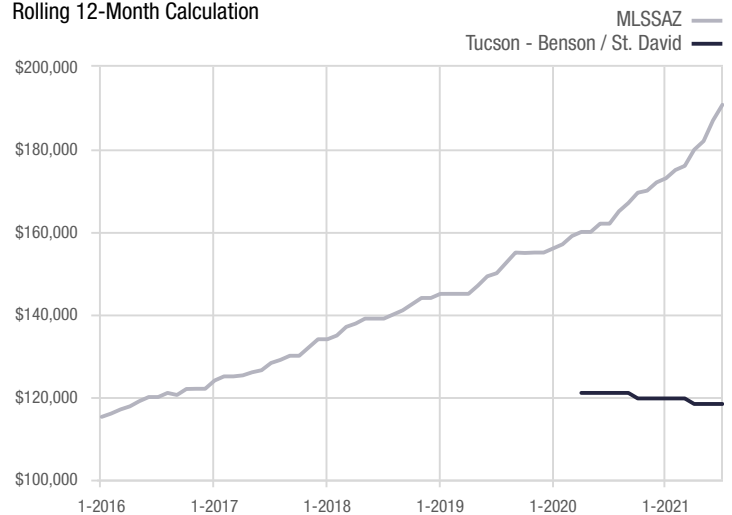
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - Central

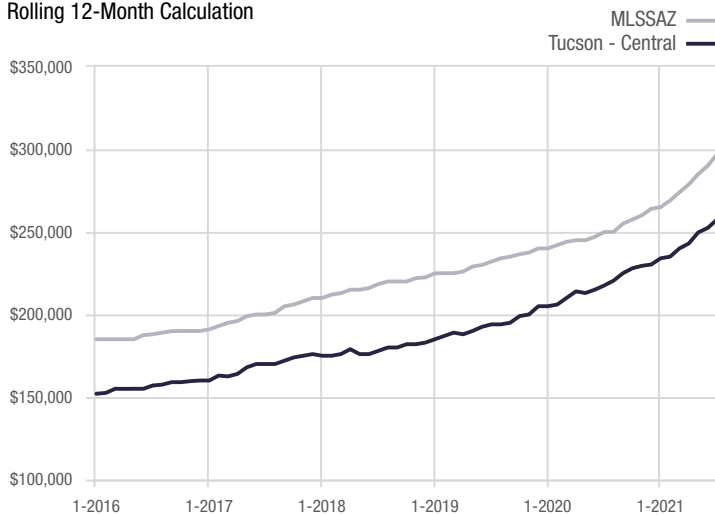
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	218	219	+ 0.5%	1,525	1,513	- 0.8%
Pending Sales	156	182	+ 16.7%	1,253	1,289	+ 2.9%
Closed Sales	234	172	- 26.5%	1,199	1,241	+ 3.5%
Days on Market Until Sale	30	12	- 60.0%	31	17	- 45.2%
Median Sales Price*	\$240,000	\$284,500	+ 18.5%	\$223,000	\$271,000	+ 21.5%
Average Sales Price*	\$269,726	\$308,202	+ 14.3%	\$253,657	\$315,078	+ 24.2%
Percent of List Price Received*	99.6%	101.5%	+ 1.9%	98.8%	101.3%	+ 2.5%
Inventory of Homes for Sale	268	199	- 25.7%	—	—	—
Months Supply of Inventory	1.6	1.1	- 31.3%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	60	68	+ 13.3%	351	412	+ 17.4%
Pending Sales	51	56	+ 9.8%	289	370	+ 28.0%
Closed Sales	57	59	+ 3.5%	253	334	+ 32.0%
Days on Market Until Sale	29	12	- 58.6%	30	18	- 40.0%
Median Sales Price*	\$131,000	\$175,500	+ 34.0%	\$140,000	\$175,575	+ 25.4%
Average Sales Price*	\$134,030	\$190,642	+ 42.2%	\$149,726	\$184,490	+ 23.2%
Percent of List Price Received*	97.5%	102.6%	+ 5.2%	97.6%	101.8%	+ 4.3%
Inventory of Homes for Sale	54	49	- 9.3%	—	—	—
Months Supply of Inventory	1.5	1.0	- 33.3%	—	—	—

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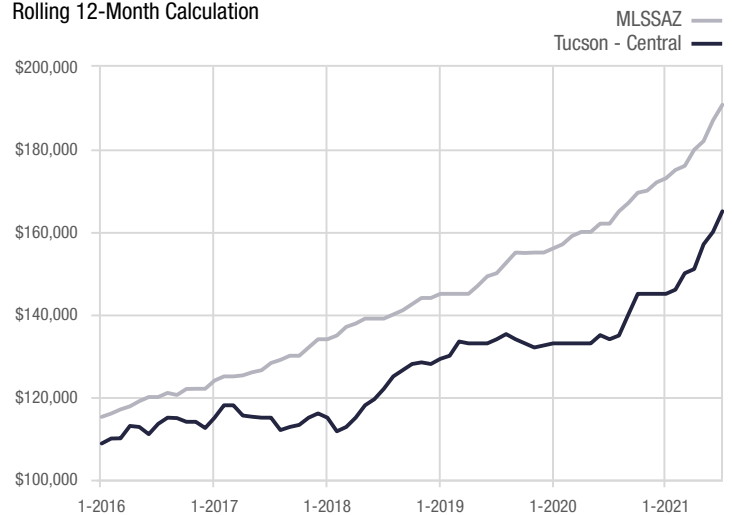
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - East

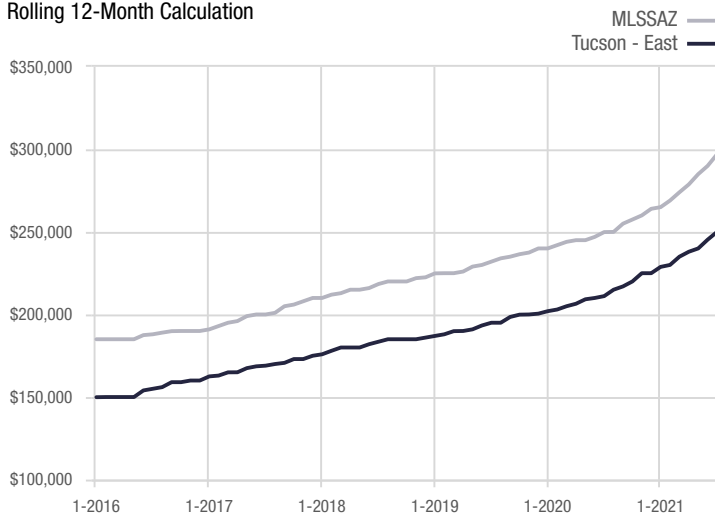
Single Family Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	156	185	+ 18.6%	1,048	1,138	+ 8.6%
Pending Sales	150	153	+ 2.0%	966	1,050	+ 8.7%
Closed Sales	150	151	+ 0.7%	896	980	+ 9.4%
Days on Market Until Sale	21	13	- 38.1%	24	13	- 45.8%
Median Sales Price*	\$225,500	\$280,000	+ 24.2%	\$215,500	\$262,789	+ 21.9%
Average Sales Price*	\$253,103	\$302,196	+ 19.4%	\$233,354	\$284,670	+ 22.0%
Percent of List Price Received*	99.6%	101.4%	+ 1.8%	99.2%	101.5%	+ 2.3%
Inventory of Homes for Sale	103	99	- 3.9%	—	—	—
Months Supply of Inventory	0.8	0.7	- 12.5%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	44	42	- 4.5%	239	263	+ 10.0%
Pending Sales	39	38	- 2.6%	225	250	+ 11.1%
Closed Sales	37	29	- 21.6%	201	238	+ 18.4%
Days on Market Until Sale	46	7	- 84.8%	31	11	- 64.5%
Median Sales Price*	\$135,000	\$200,000	+ 48.1%	\$138,000	\$170,000	+ 23.2%
Average Sales Price*	\$126,889	\$196,138	+ 54.6%	\$133,328	\$168,649	+ 26.5%
Percent of List Price Received*	98.7%	102.4%	+ 3.7%	98.8%	101.3%	+ 2.5%
Inventory of Homes for Sale	29	20	- 31.0%	—	—	—
Months Supply of Inventory	1.0	0.6	- 40.0%	—	—	—

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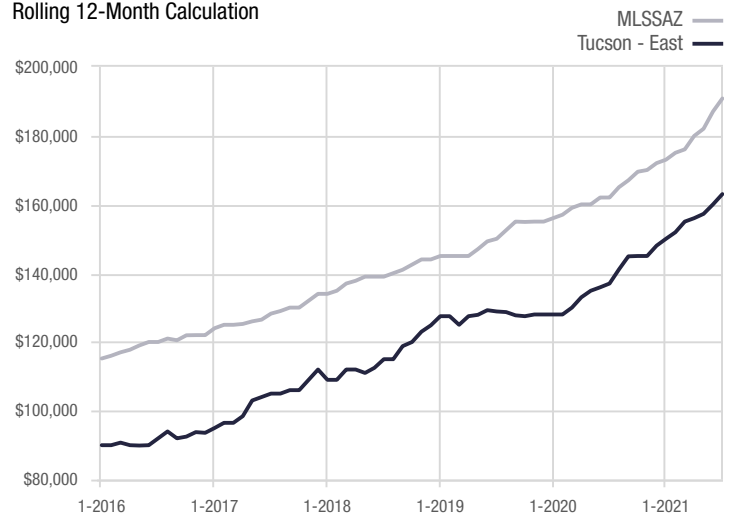
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - Extended Northeast

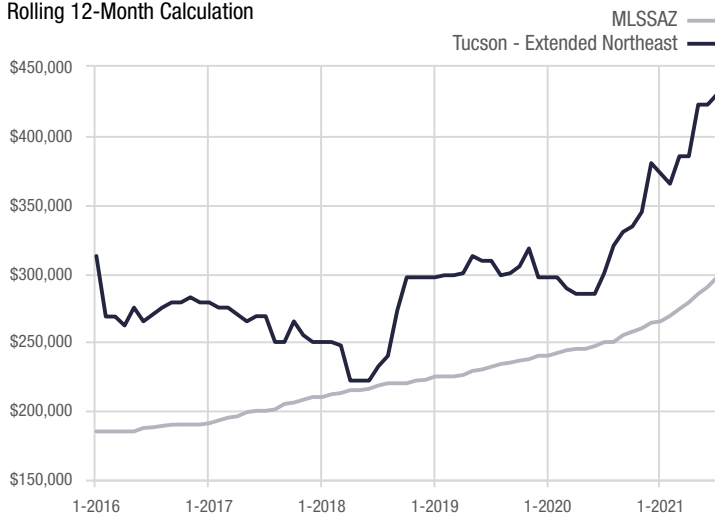
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	2	2	0.0%	24	13	- 45.8%
Pending Sales	3	4	+ 33.3%	14	11	- 21.4%
Closed Sales	3	4	+ 33.3%	11	9	- 18.2%
Days on Market Until Sale	14	25	+ 78.6%	44	67	+ 52.3%
Median Sales Price*	\$365,000	\$472,000	+ 29.3%	\$320,000	\$385,000	+ 20.3%
Average Sales Price*	\$383,000	\$482,250	+ 25.9%	\$305,509	\$475,778	+ 55.7%
Percent of List Price Received*	98.5%	97.2%	- 1.3%	95.3%	96.9%	+ 1.7%
Inventory of Homes for Sale	12	4	- 66.7%	—	—	—
Months Supply of Inventory	4.2	1.4	- 66.7%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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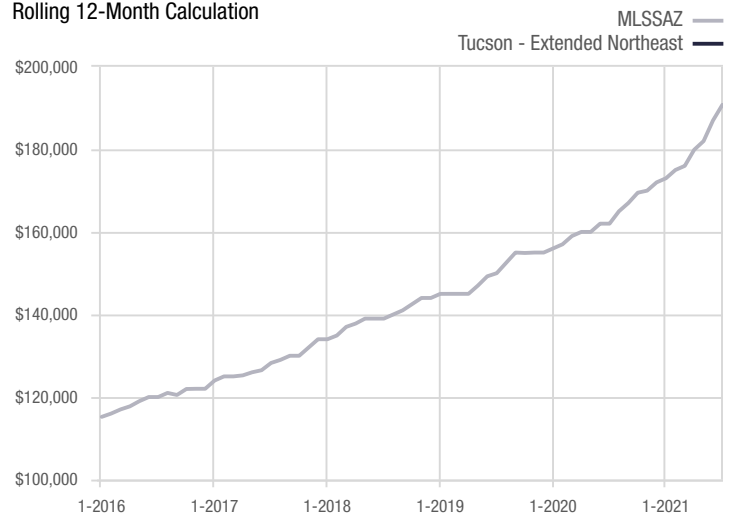
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - Extended Northwest

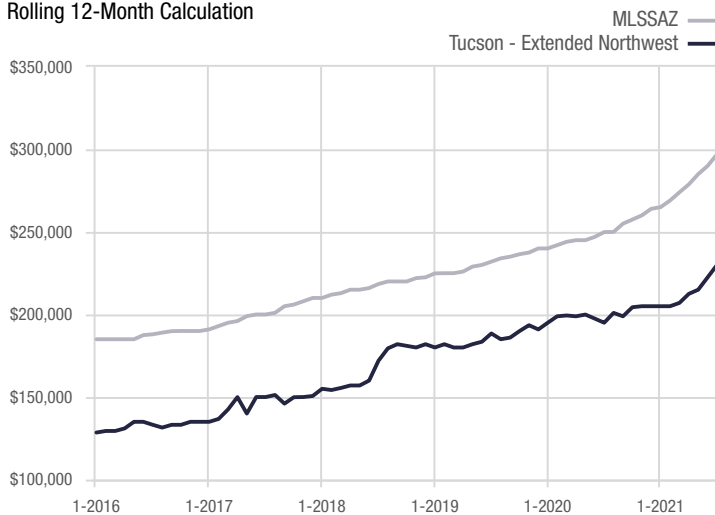
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	6	10	+ 66.7%	52	57	+ 9.6%
Pending Sales	9	12	+ 33.3%	54	53	- 1.9%
Closed Sales	10	6	- 40.0%	45	48	+ 6.7%
Days on Market Until Sale	17	6	- 64.7%	24	5	- 79.2%
Median Sales Price*	\$181,500	\$262,500	+ 44.6%	\$195,000	\$245,500	+ 25.9%
Average Sales Price*	\$186,600	\$274,167	+ 46.9%	\$196,866	\$245,481	+ 24.7%
Percent of List Price Received*	100.6%	102.2%	+ 1.6%	99.5%	101.3%	+ 1.8%
Inventory of Homes for Sale	2	2	0.0%	—	—	—
Months Supply of Inventory	0.3	0.3	0.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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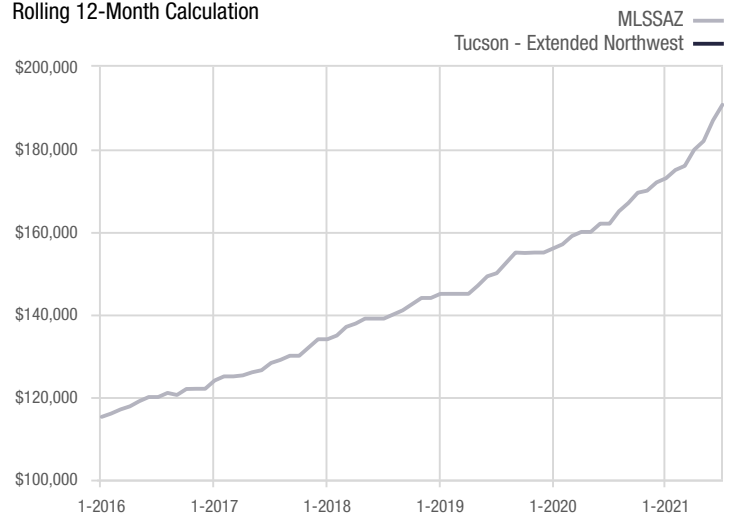
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - Extended Southeast

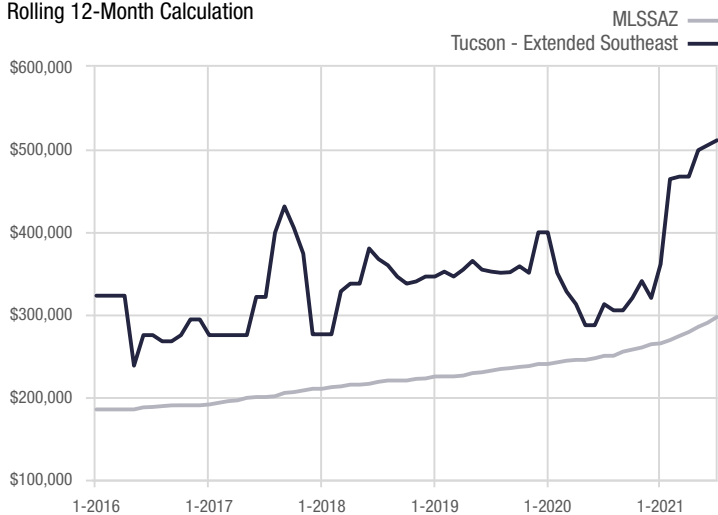
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	0	0	0.0%	10	4	- 60.0%
Pending Sales	1	0	- 100.0%	10	8	- 20.0%
Closed Sales	1	0	- 100.0%	9	9	0.0%
Days on Market Until Sale	377	—	—	89	155	+ 74.2%
Median Sales Price*	\$361,000	—	—	\$305,000	\$620,000	+ 103.3%
Average Sales Price*	\$361,000	—	—	\$336,262	\$612,722	+ 82.2%
Percent of List Price Received*	105.3%	—	—	93.8%	96.9%	+ 3.3%
Inventory of Homes for Sale	5	2	- 60.0%	—	—	—
Months Supply of Inventory	2.3	1.3	- 43.5%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

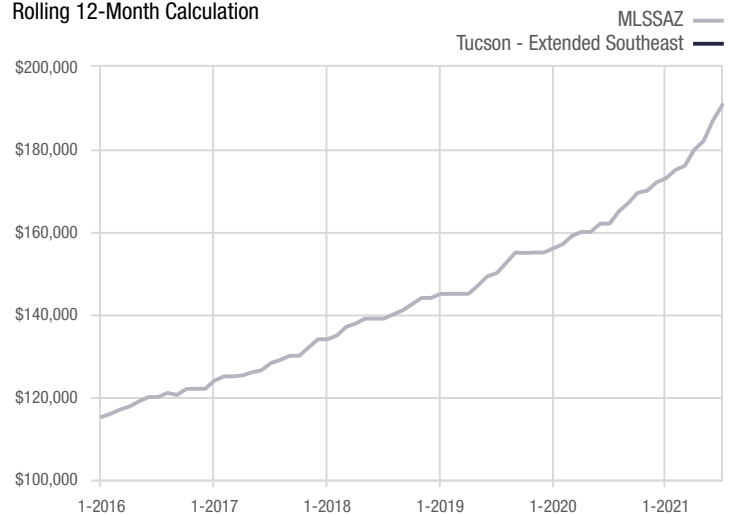
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – July 2021

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Tucson - Extended Southwest

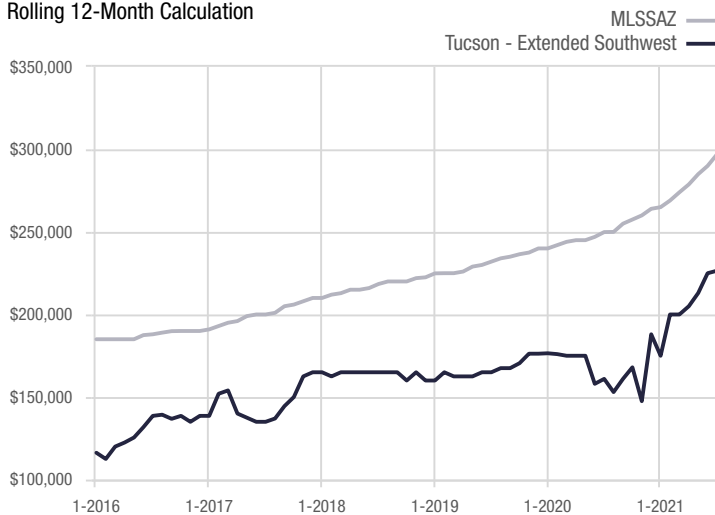
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	4	5	+ 25.0%	20	20	0.0%
Pending Sales	3	2	- 33.3%	15	17	+ 13.3%
Closed Sales	3	2	- 33.3%	13	16	+ 23.1%
Days on Market Until Sale	19	1	- 94.7%	56	41	- 26.8%
Median Sales Price*	\$200,000	\$250,500	+ 25.3%	\$140,100	\$226,500	+ 61.7%
Average Sales Price*	\$200,833	\$250,500	+ 24.7%	\$145,123	\$224,784	+ 54.9%
Percent of List Price Received*	100.9%	98.1%	- 2.8%	97.1%	99.1%	+ 2.1%
Inventory of Homes for Sale	3	4	+ 33.3%	—	—	—
Months Supply of Inventory	1.4	1.6	+ 14.3%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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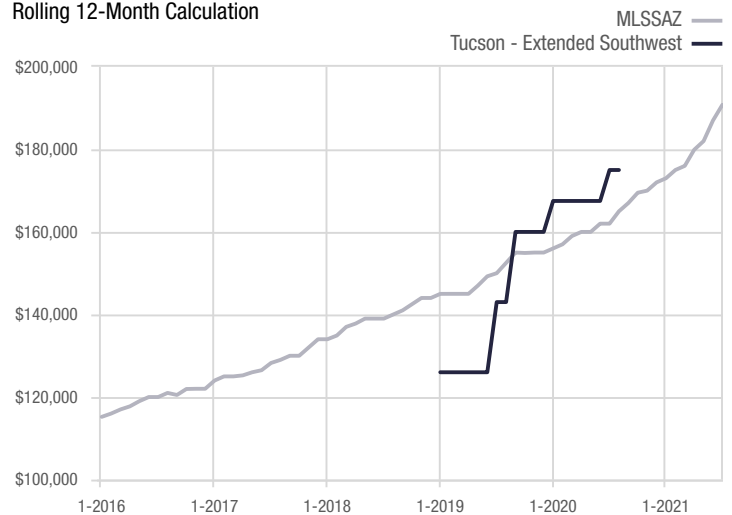
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - Extended West

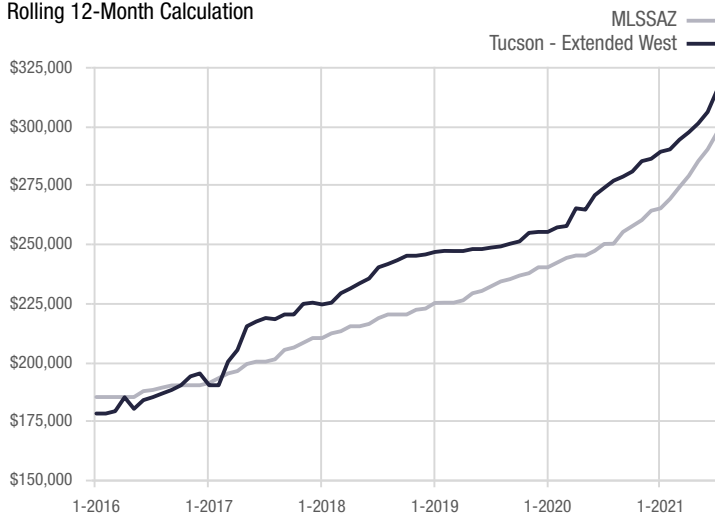
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	60	62	+ 3.3%	343	323	- 5.8%
Pending Sales	43	40	- 7.0%	340	278	- 18.2%
Closed Sales	66	31	- 53.0%	307	244	- 20.5%
Days on Market Until Sale	48	9	- 81.3%	71	15	- 78.9%
Median Sales Price*	\$281,188	\$375,000	+ 33.4%	\$277,435	\$330,977	+ 19.3%
Average Sales Price*	\$288,871	\$365,068	+ 26.4%	\$283,018	\$341,112	+ 20.5%
Percent of List Price Received*	99.8%	101.9%	+ 2.1%	99.0%	100.9%	+ 1.9%
Inventory of Homes for Sale	58	55	- 5.2%	—	—	—
Months Supply of Inventory	1.3	1.4	+ 7.7%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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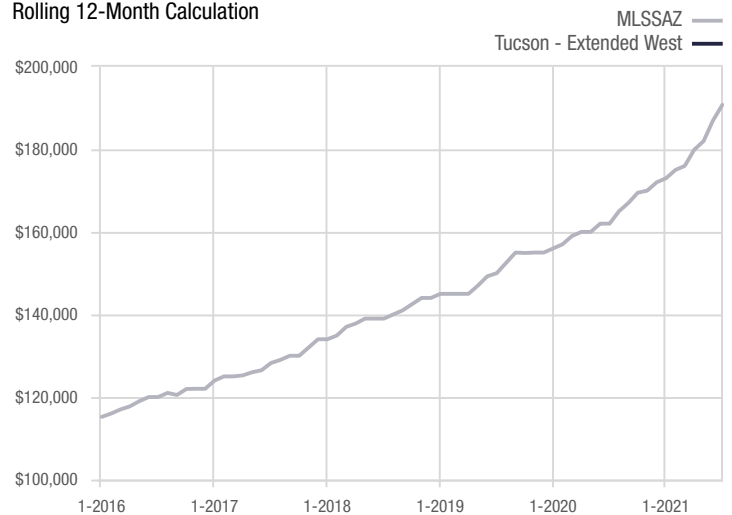
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - North

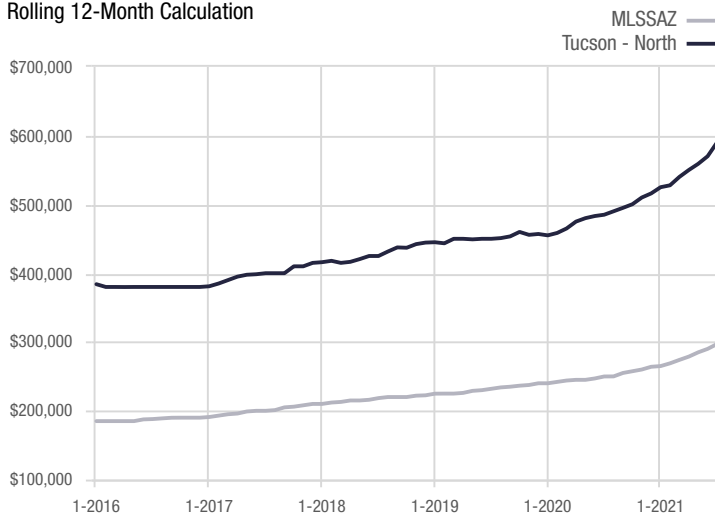
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	109	115	+ 5.5%	912	839	- 8.0%
Pending Sales	100	98	- 2.0%	703	740	+ 5.3%
Closed Sales	147	114	- 22.4%	665	729	+ 9.6%
Days on Market Until Sale	45	20	- 55.6%	43	24	- 44.2%
Median Sales Price*	\$490,000	\$635,400	+ 29.7%	\$501,840	\$629,519	+ 25.4%
Average Sales Price*	\$546,028	\$757,778	+ 38.8%	\$560,268	\$760,788	+ 35.8%
Percent of List Price Received*	98.0%	101.1%	+ 3.2%	97.7%	100.8%	+ 3.2%
Inventory of Homes for Sale	202	106	- 47.5%	—	—	—
Months Supply of Inventory	2.2	1.0	- 54.5%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	56	59	+ 5.4%	430	447	+ 4.0%
Pending Sales	58	48	- 17.2%	368	422	+ 14.7%
Closed Sales	62	45	- 27.4%	350	418	+ 19.4%
Days on Market Until Sale	28	12	- 57.1%	30	14	- 53.3%
Median Sales Price*	\$188,250	\$265,000	+ 40.8%	\$192,500	\$245,000	+ 27.3%
Average Sales Price*	\$214,586	\$284,803	+ 32.7%	\$220,005	\$279,712	+ 27.1%
Percent of List Price Received*	98.7%	100.7%	+ 2.0%	98.2%	100.9%	+ 2.7%
Inventory of Homes for Sale	64	35	- 45.3%	—	—	—
Months Supply of Inventory	1.3	0.6	- 53.8%	—	—	—

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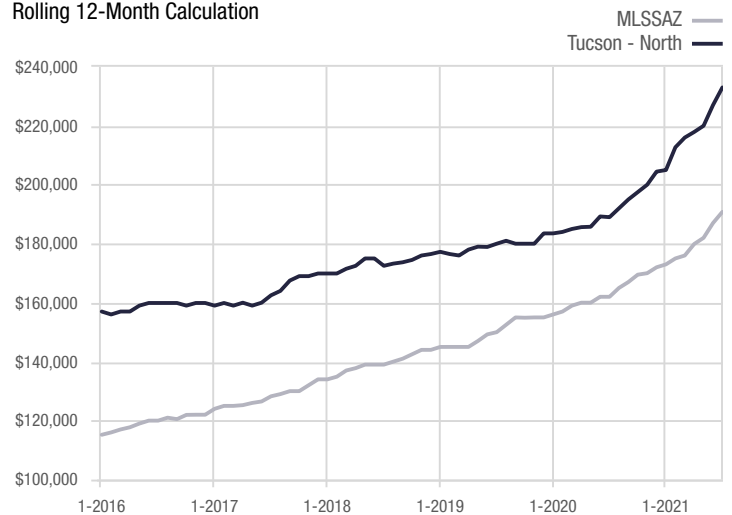
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - Northeast

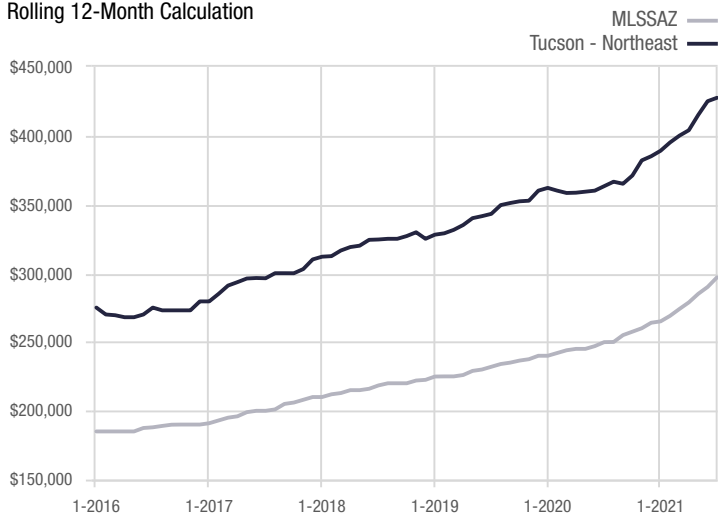
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	60	68	+ 13.3%	433	474	+ 9.5%
Pending Sales	58	60	+ 3.4%	367	440	+ 19.9%
Closed Sales	52	49	- 5.8%	338	410	+ 21.3%
Days on Market Until Sale	34	17	- 50.0%	36	15	- 58.3%
Median Sales Price*	\$391,450	\$439,500	+ 12.3%	\$368,450	\$450,000	+ 22.1%
Average Sales Price*	\$438,996	\$550,078	+ 25.3%	\$422,734	\$550,672	+ 30.3%
Percent of List Price Received*	98.5%	102.3%	+ 3.9%	98.4%	100.8%	+ 2.4%
Inventory of Homes for Sale	90	48	- 46.7%	—	—	—
Months Supply of Inventory	1.9	0.8	- 57.9%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	19	29	+ 52.6%	127	172	+ 35.4%
Pending Sales	17	33	+ 94.1%	104	164	+ 57.7%
Closed Sales	16	22	+ 37.5%	104	154	+ 48.1%
Days on Market Until Sale	27	9	- 66.7%	23	14	- 39.1%
Median Sales Price*	\$140,500	\$123,000	- 12.5%	\$156,500	\$152,500	- 2.6%
Average Sales Price*	\$153,619	\$155,700	+ 1.4%	\$159,392	\$174,851	+ 9.7%
Percent of List Price Received*	98.3%	101.4%	+ 3.2%	98.0%	100.3%	+ 2.3%
Inventory of Homes for Sale	13	13	0.0%	—	—	—
Months Supply of Inventory	0.9	0.6	- 33.3%	—	—	—

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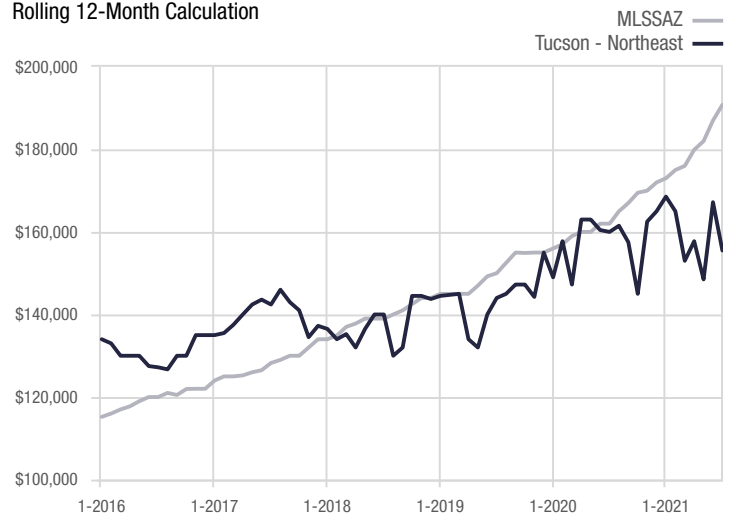
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - Northwest

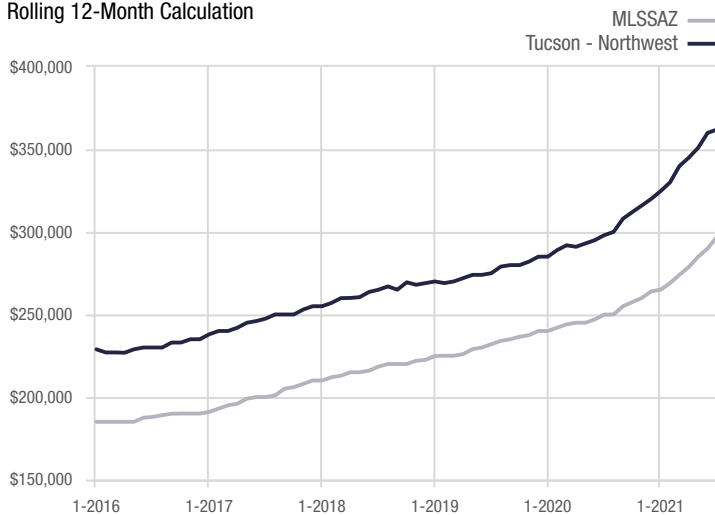
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	264	307	+ 16.3%	1,980	2,067	+ 4.4%
Pending Sales	248	275	+ 10.9%	1,758	1,949	+ 10.9%
Closed Sales	284	244	- 14.1%	1,678	1,900	+ 13.2%
Days on Market Until Sale	42	11	- 73.8%	39	17	- 56.4%
Median Sales Price*	\$319,000	\$360,000	+ 12.9%	\$305,000	\$381,500	+ 25.1%
Average Sales Price*	\$392,650	\$453,396	+ 15.5%	\$361,621	\$466,619	+ 29.0%
Percent of List Price Received*	99.1%	102.0%	+ 2.9%	98.8%	101.0%	+ 2.2%
Inventory of Homes for Sale	332	207	- 37.7%	—	—	—
Months Supply of Inventory	1.4	0.7	- 50.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	26	24	- 7.7%	229	208	- 9.2%
Pending Sales	24	26	+ 8.3%	183	207	+ 13.1%
Closed Sales	35	26	- 25.7%	177	206	+ 16.4%
Days on Market Until Sale	30	10	- 66.7%	32	13	- 59.4%
Median Sales Price*	\$237,000	\$321,500	+ 35.7%	\$241,000	\$288,637	+ 19.8%
Average Sales Price*	\$222,999	\$318,765	+ 42.9%	\$252,208	\$294,292	+ 16.7%
Percent of List Price Received*	99.7%	101.0%	+ 1.3%	98.7%	101.1%	+ 2.4%
Inventory of Homes for Sale	50	10	- 80.0%	—	—	—
Months Supply of Inventory	2.1	0.3	- 85.7%	—	—	—

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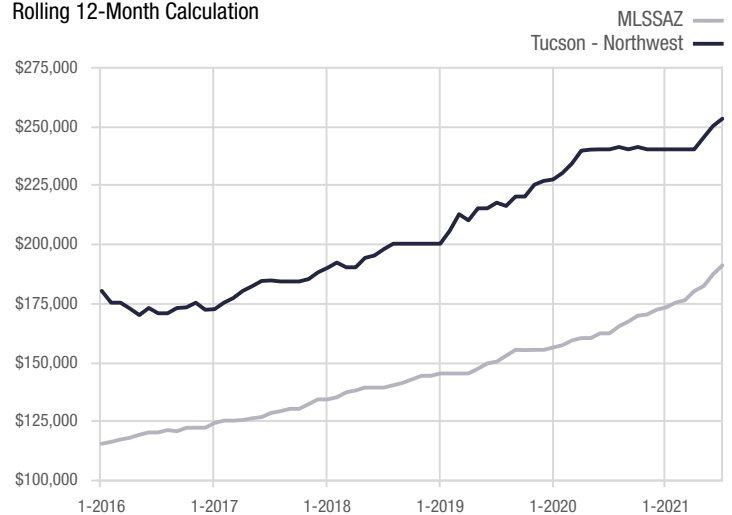
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - Pima East

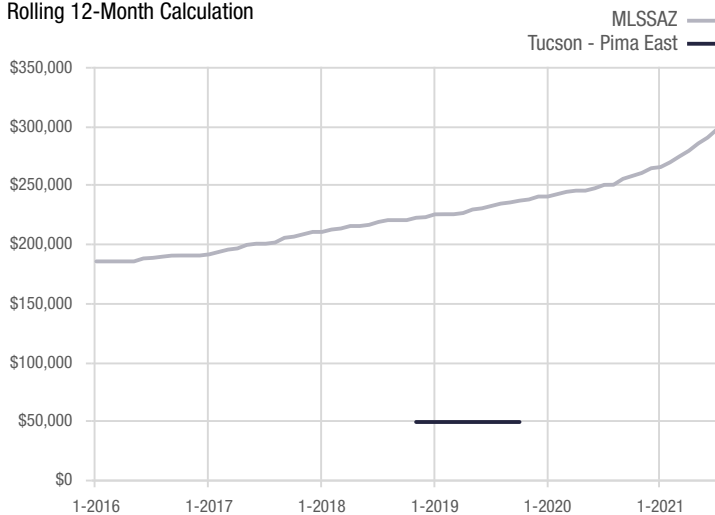
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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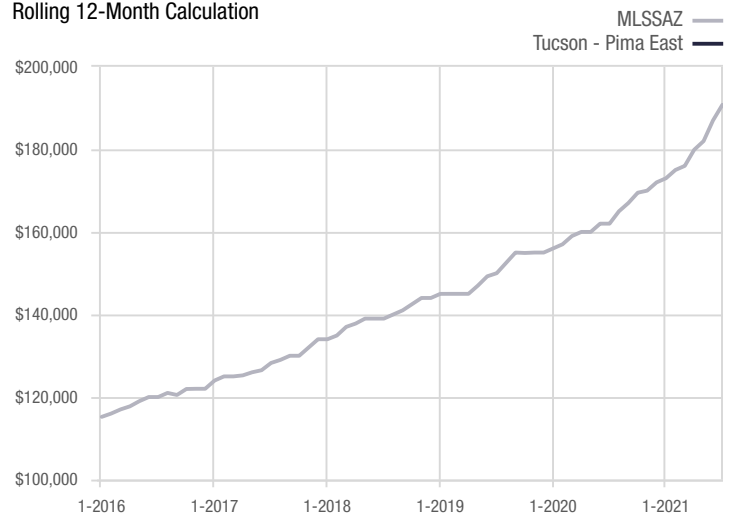
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - Pima Northwest

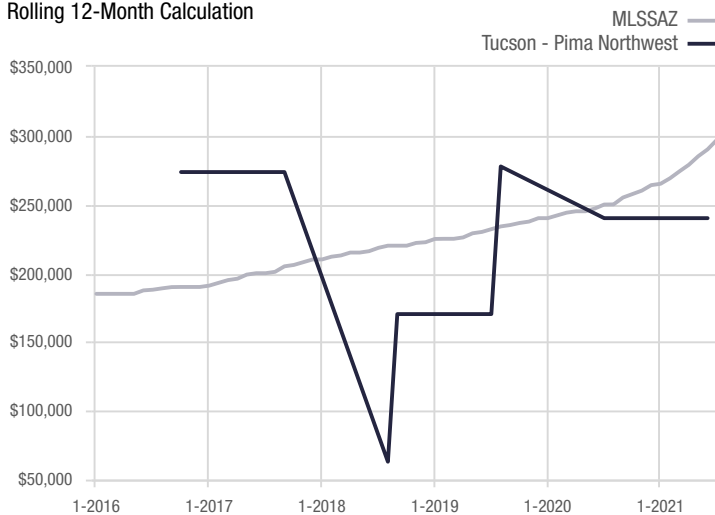
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	1	0	- 100.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Days on Market Until Sale	289	—	—	289	—	—
Median Sales Price*	\$240,000	—	—	\$240,000	—	—
Average Sales Price*	\$240,000	—	—	\$240,000	—	—
Percent of List Price Received*	86.0%	—	—	86.0%	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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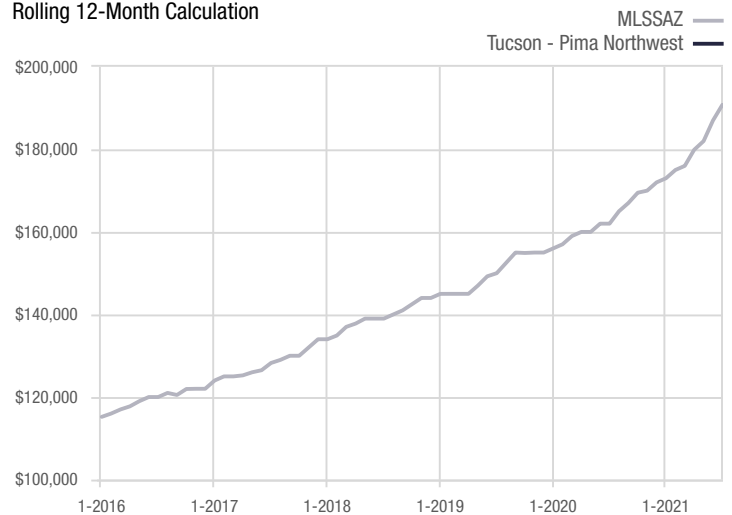
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - Pima Southwest

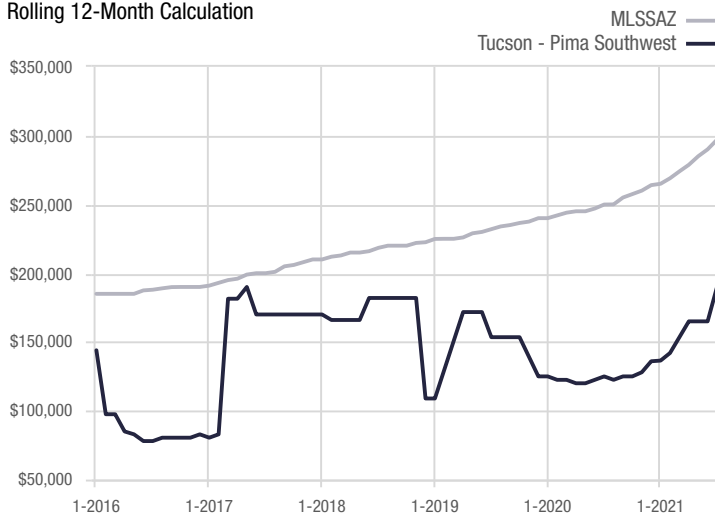
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	1	1	0.0%	10	5	- 50.0%
Pending Sales	1	0	- 100.0%	7	6	- 14.3%
Closed Sales	2	1	- 50.0%	5	7	+ 40.0%
Days on Market Until Sale	156	26	- 83.3%	137	226	+ 65.0%
Median Sales Price*	\$114,000	—	—	\$128,000	\$191,250	+ 49.4%
Average Sales Price*	\$114,000	—	—	\$144,200	\$229,750	+ 59.3%
Percent of List Price Received*	95.6%	—	—	97.3%	86.8%	- 10.8%
Inventory of Homes for Sale	9	6	- 33.3%	—	—	—
Months Supply of Inventory	7.0	4.8	- 31.4%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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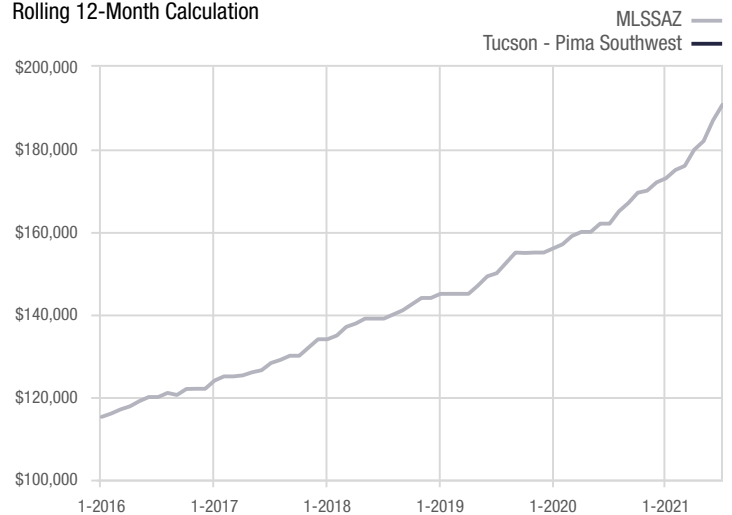
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - South

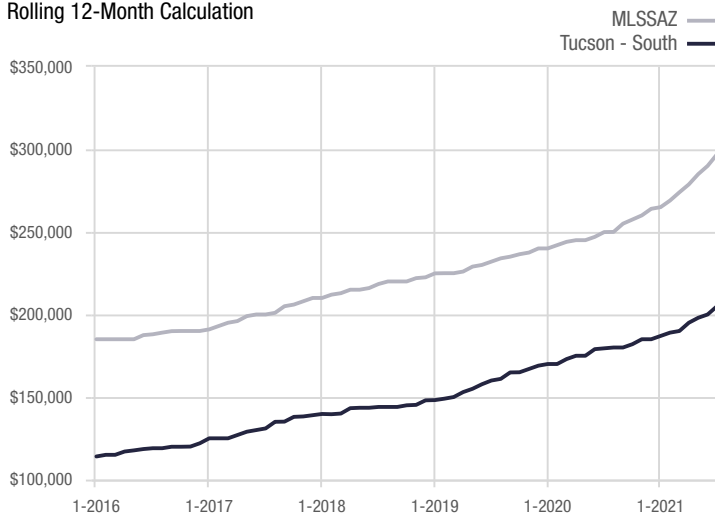
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	90	98	+ 8.9%	586	585	- 0.2%
Pending Sales	79	78	- 1.3%	543	531	- 2.2%
Closed Sales	68	68	0.0%	511	499	- 2.3%
Days on Market Until Sale	34	9	- 73.5%	28	11	- 60.7%
Median Sales Price*	\$178,500	\$225,500	+ 26.3%	\$180,000	\$215,000	+ 19.4%
Average Sales Price*	\$176,844	\$220,261	+ 24.6%	\$177,732	\$211,939	+ 19.2%
Percent of List Price Received*	99.0%	103.1%	+ 4.1%	99.1%	101.3%	+ 2.2%
Inventory of Homes for Sale	62	53	- 14.5%	—	—	—
Months Supply of Inventory	0.8	0.7	- 12.5%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
Key Metrics						
New Listings	5	5	0.0%	38	41	+ 7.9%
Pending Sales	4	6	+ 50.0%	31	41	+ 32.3%
Closed Sales	3	7	+ 133.3%	30	44	+ 46.7%
Days on Market Until Sale	34	9	- 73.5%	20	14	- 30.0%
Median Sales Price*	\$123,000	\$174,090	+ 41.5%	\$131,750	\$152,500	+ 15.7%
Average Sales Price*	\$125,483	\$170,727	+ 36.1%	\$129,750	\$155,386	+ 19.8%
Percent of List Price Received*	96.6%	99.6%	+ 3.1%	97.4%	100.5%	+ 3.2%
Inventory of Homes for Sale	6	3	- 50.0%	—	—	—
Months Supply of Inventory	1.5	0.5	- 66.7%	—	—	—

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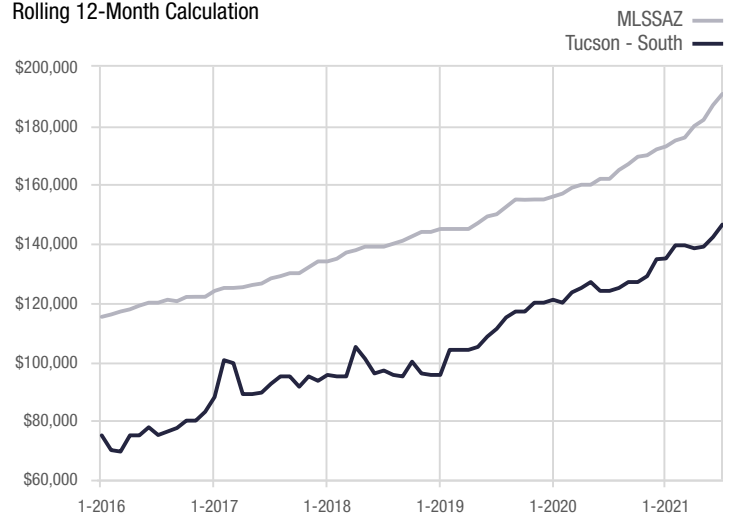
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - Southeast

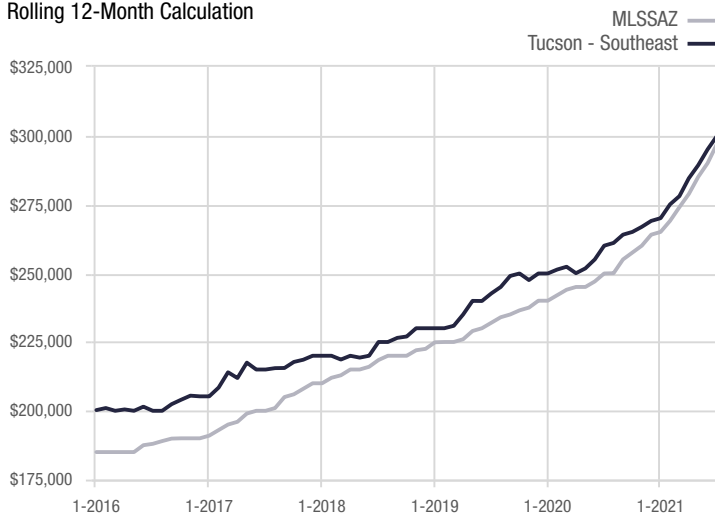
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	52	57	+ 9.6%	316	367	+ 16.1%
Pending Sales	40	60	+ 50.0%	311	345	+ 10.9%
Closed Sales	55	39	- 29.1%	282	321	+ 13.8%
Days on Market Until Sale	30	13	- 56.7%	37	14	- 62.2%
Median Sales Price*	\$283,220	\$315,000	+ 11.2%	\$265,405	\$317,500	+ 19.6%
Average Sales Price*	\$299,747	\$347,015	+ 15.8%	\$283,413	\$341,206	+ 20.4%
Percent of List Price Received*	99.7%	101.9%	+ 2.2%	99.1%	101.2%	+ 2.1%
Inventory of Homes for Sale	31	35	+ 12.9%	—	—	—
Months Supply of Inventory	0.7	0.8	+ 14.3%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	1	1	0.0%	7	8	+ 14.3%
Pending Sales	1	2	+ 100.0%	8	7	- 12.5%
Closed Sales	2	0	- 100.0%	7	5	- 28.6%
Days on Market Until Sale	37	—	—	23	4	- 82.6%
Median Sales Price*	\$164,000	—	—	\$158,000	\$200,000	+ 26.6%
Average Sales Price*	\$164,000	—	—	\$180,021	\$208,600	+ 15.9%
Percent of List Price Received*	96.6%	—	—	98.6%	100.3%	+ 1.7%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.6	—	—	—	—

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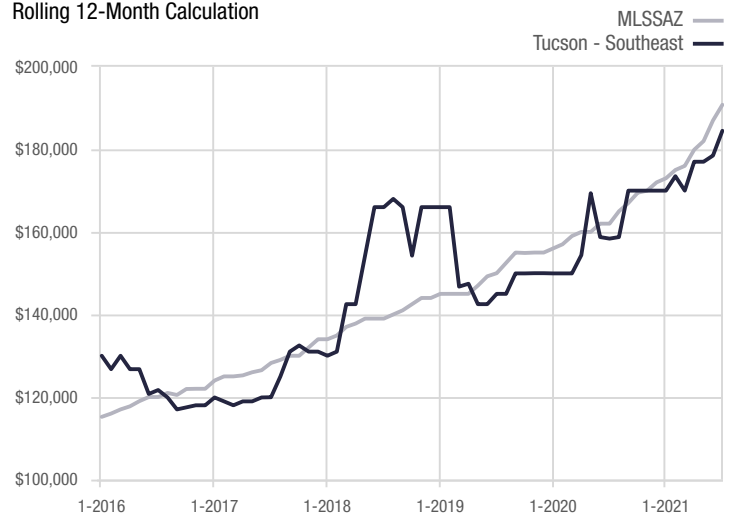
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - Southwest

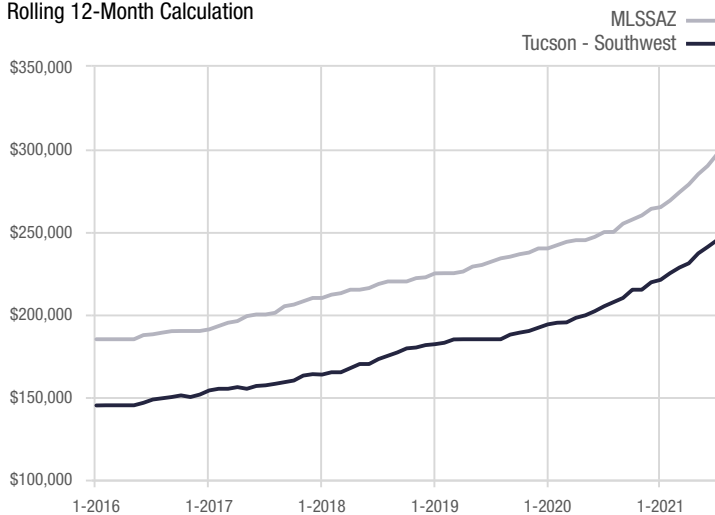
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	75	91	+ 21.3%	540	567	+ 5.0%
Pending Sales	73	71	- 2.7%	500	527	+ 5.4%
Closed Sales	85	73	- 14.1%	468	473	+ 1.1%
Days on Market Until Sale	30	8	- 73.3%	34	16	- 52.9%
Median Sales Price*	\$228,000	\$275,000	+ 20.6%	\$208,000	\$255,000	+ 22.6%
Average Sales Price*	\$236,322	\$279,422	+ 18.2%	\$218,322	\$267,060	+ 22.3%
Percent of List Price Received*	100.5%	102.1%	+ 1.6%	99.3%	101.3%	+ 2.0%
Inventory of Homes for Sale	67	49	- 26.9%	—	—	—
Months Supply of Inventory	1.0	0.7	- 30.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	4	3	- 25.0%	18	26	+ 44.4%
Pending Sales	6	5	- 16.7%	18	26	+ 44.4%
Closed Sales	4	3	- 25.0%	15	20	+ 33.3%
Days on Market Until Sale	37	7	- 81.1%	27	9	- 66.7%
Median Sales Price*	\$140,000	\$92,000	- 34.3%	\$135,000	\$173,500	+ 28.5%
Average Sales Price*	\$142,225	\$113,000	- 20.5%	\$130,620	\$155,515	+ 19.1%
Percent of List Price Received*	100.1%	94.1%	- 6.0%	101.1%	100.2%	- 0.9%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.4	—	—	—	—	—

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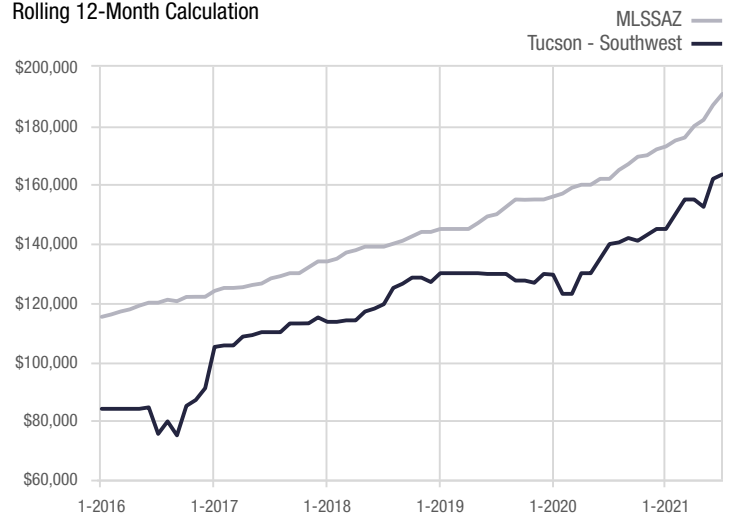
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - Upper Northwest

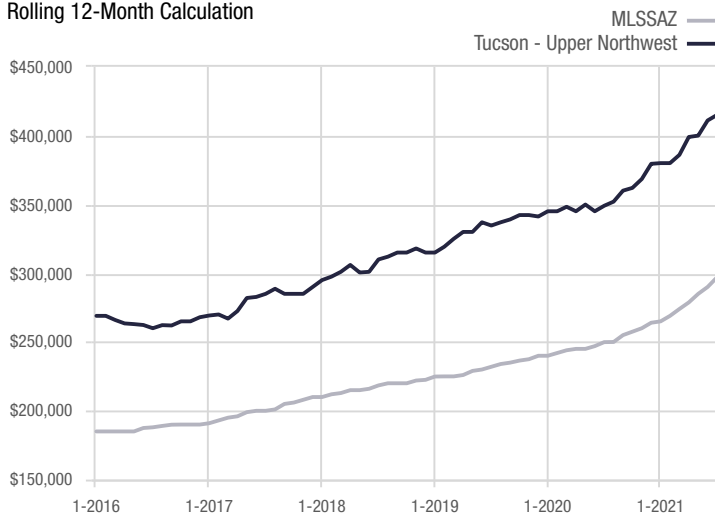
Single Family Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	55	49	- 10.9%	361	390	+ 8.0%
Pending Sales	36	39	+ 8.3%	299	381	+ 27.4%
Closed Sales	42	41	- 2.4%	299	376	+ 25.8%
Days on Market Until Sale	56	12	- 78.6%	50	30	- 40.0%
Median Sales Price*	\$354,750	\$441,000	+ 24.3%	\$365,000	\$430,750	+ 18.0%
Average Sales Price*	\$396,031	\$468,166	+ 18.2%	\$376,390	\$475,727	+ 26.4%
Percent of List Price Received*	97.7%	100.3%	+ 2.7%	97.7%	99.7%	+ 2.0%
Inventory of Homes for Sale	90	50	- 44.4%	—	—	—
Months Supply of Inventory	2.1	1.0	- 52.4%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	4	3	- 25.0%	23	34	+ 47.8%
Pending Sales	6	2	- 66.7%	22	34	+ 54.5%
Closed Sales	4	7	+ 75.0%	18	34	+ 88.9%
Days on Market Until Sale	12	65	+ 441.7%	36	31	- 13.9%
Median Sales Price*	\$311,500	\$297,900	- 4.4%	\$290,000	\$350,000	+ 20.7%
Average Sales Price*	\$307,750	\$538,083	+ 74.8%	\$475,212	\$431,323	- 9.2%
Percent of List Price Received*	99.6%	98.5%	- 1.1%	98.1%	99.0%	+ 0.9%
Inventory of Homes for Sale	3	1	- 66.7%	—	—	—
Months Supply of Inventory	1.2	0.2	- 83.3%	—	—	—

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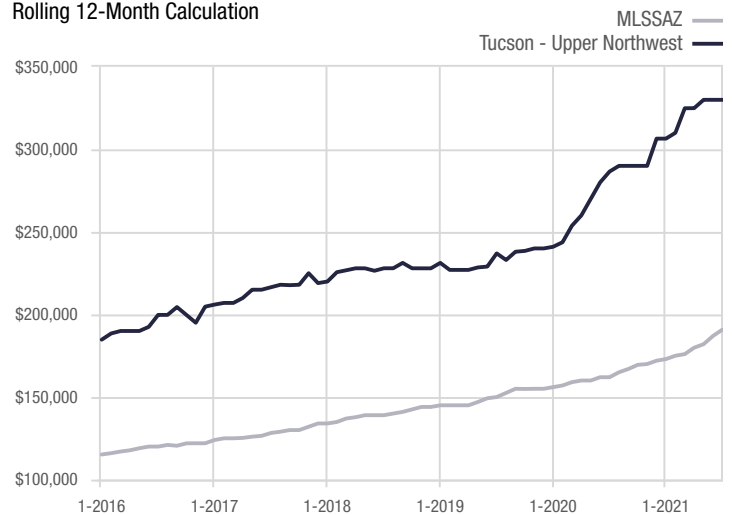
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - Upper Southeast

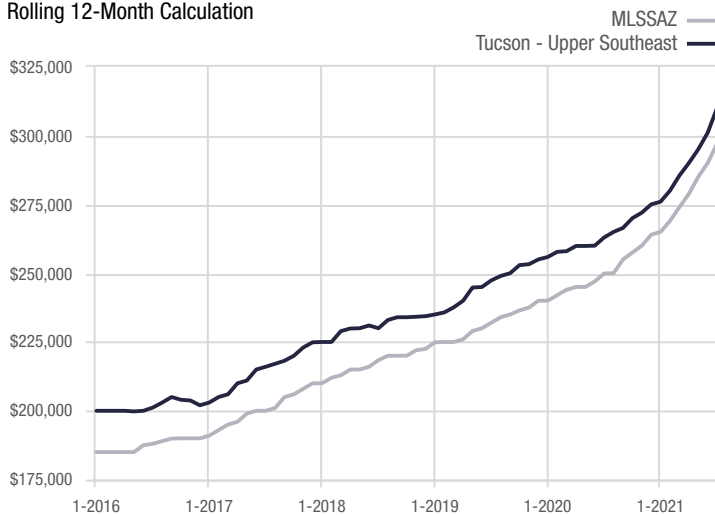
Single Family	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	106	114	+ 7.5%	761	830	+ 9.1%
Pending Sales	89	102	+ 14.6%	752	793	+ 5.5%
Closed Sales	128	112	- 12.5%	717	742	+ 3.5%
Days on Market Until Sale	29	9	- 69.0%	36	15	- 58.3%
Median Sales Price*	\$275,500	\$353,000	+ 28.1%	\$265,000	\$325,000	+ 22.6%
Average Sales Price*	\$304,434	\$399,899	+ 31.4%	\$287,445	\$350,089	+ 21.8%
Percent of List Price Received*	99.8%	102.9%	+ 3.1%	99.3%	101.5%	+ 2.2%
Inventory of Homes for Sale	83	89	+ 7.2%	—	—	—
Months Supply of Inventory	0.8	0.8	0.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	2	1	- 50.0%
Pending Sales	0	0	0.0%	2	1	- 50.0%
Closed Sales	1	1	0.0%	2	1	- 50.0%
Days on Market Until Sale	57	0	- 100.0%	30	0	- 100.0%
Median Sales Price*	\$180,000	\$240,000	+ 33.3%	\$195,000	\$240,000	+ 23.1%
Average Sales Price*	\$180,000	\$240,000	+ 33.3%	\$195,000	\$240,000	+ 23.1%
Percent of List Price Received*	98.1%	100.0%	+ 1.9%	95.7%	100.0%	+ 4.5%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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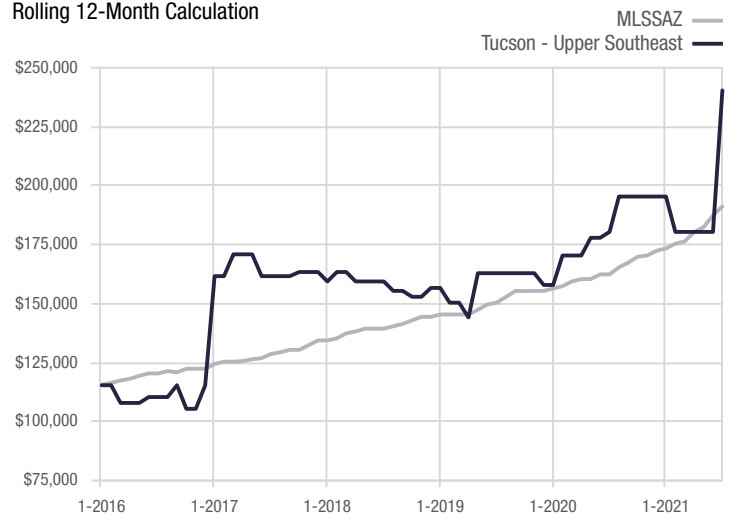
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Tucson - West

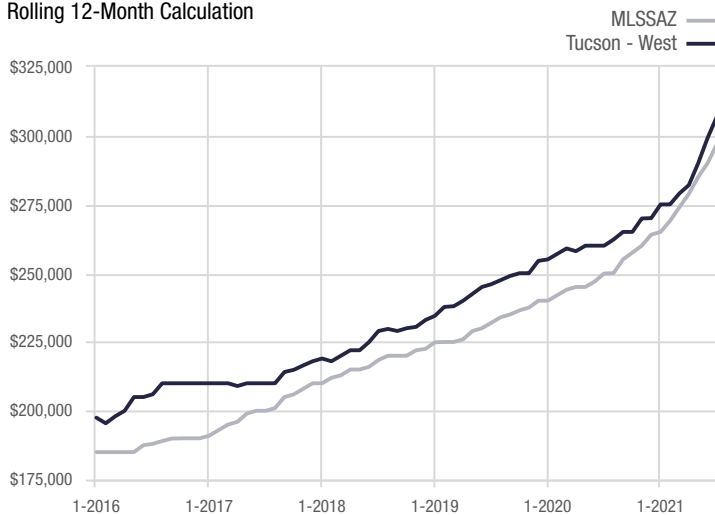
Single Family Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	126	99	- 21.4%	724	725	+ 0.1%
Pending Sales	113	90	- 20.4%	660	637	- 3.5%
Closed Sales	116	89	- 23.3%	616	635	+ 3.1%
Days on Market Until Sale	27	10	- 63.0%	31	13	- 58.1%
Median Sales Price*	\$265,000	\$343,000	+ 29.4%	\$260,000	\$325,000	+ 25.0%
Average Sales Price*	\$299,469	\$426,198	+ 42.3%	\$296,038	\$383,769	+ 29.6%
Percent of List Price Received*	99.2%	102.2%	+ 3.0%	98.9%	101.5%	+ 2.6%
Inventory of Homes for Sale	102	72	- 29.4%	—	—	—
Months Supply of Inventory	1.1	0.8	- 27.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	19	16	- 15.8%	97	78	- 19.6%
Pending Sales	15	10	- 33.3%	87	72	- 17.2%
Closed Sales	9	12	+ 33.3%	77	78	+ 1.3%
Days on Market Until Sale	21	4	- 81.0%	18	10	- 44.4%
Median Sales Price*	\$155,000	\$184,000	+ 18.7%	\$150,000	\$164,000	+ 9.3%
Average Sales Price*	\$167,198	\$195,833	+ 17.1%	\$153,465	\$163,127	+ 6.3%
Percent of List Price Received*	98.3%	104.2%	+ 6.0%	98.7%	100.9%	+ 2.2%
Inventory of Homes for Sale	10	12	+ 20.0%	—	—	—
Months Supply of Inventory	0.9	1.0	+ 11.1%	—	—	—

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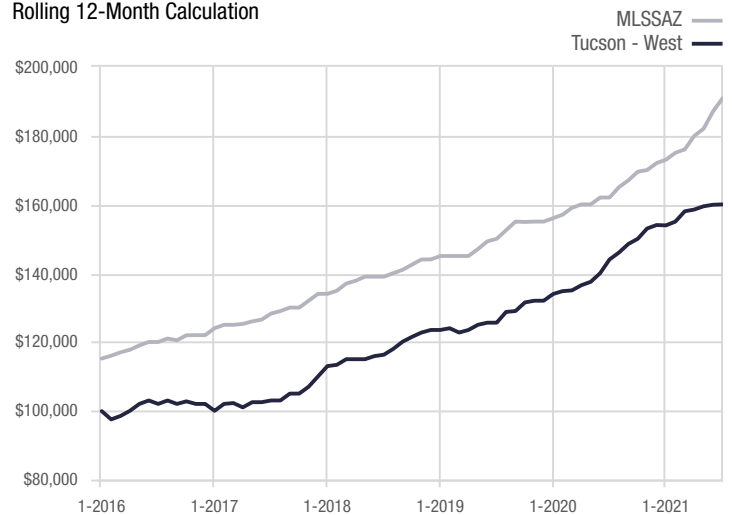
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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