

Monthly Indicators



August 2021

The booming U.S. housing market has spilled over to the rental market, which has seen demand for apartment and single-family rentals skyrocket this year, as high sales prices and an inadequate supply of available housing have forced many prospective buyers to rent for the foreseeable future. Increased demand for housing, along with an improving economy, has competition for rental units soaring, and landlords are taking note, with the national median rent increasing 11.4% in 2021 so far, according to Apartment List.

New Listings increased 2.5 percent for Single Family but decreased 12.9 percent for Townhouse/Condo. Pending Sales decreased 2.1 percent for Single Family and 1.6 percent for Townhouse/Condo. Inventory decreased 18.2 percent for Single Family and 42.1 percent for Townhouse/Condo.

Median Sales Price increased 22.7 percent to \$330,000 for Single Family and 20.6 percent to \$211,000 for Townhouse/Condo. Days on Market decreased 54.5 percent for Single Family and 66.7 percent for Townhouse/Condo. Months Supply of Inventory decreased 28.6 percent for Single Family and 53.8 percent for Townhouse/Condo.

In new construction, home builders continue to struggle to meet buyer demand, as housing starts nationwide dropped 7% last month, according to the Commerce Department. Single-family home construction declined 4.5%, and multi-family home construction, which includes condos and apartment buildings, was also down, falling by 13%. Labor shortages, rising material costs, and supply-chain setbacks continue to challenge builders, with some projects temporarily paused due to availability and cost of materials.

Quick Facts

- 7.0%

Change in
Closed Sales
All Properties

+ 24.9%

Change in
Median Sales Price
All Properties

- 21.5%

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.



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SOUTHERN ARIZONA**

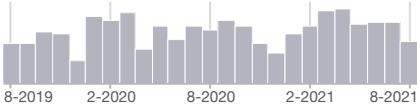
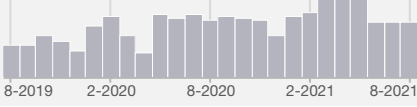
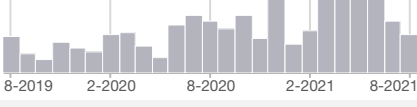
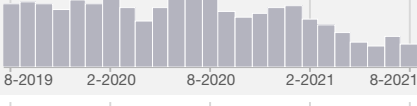
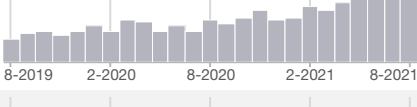
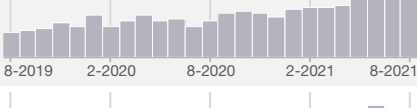
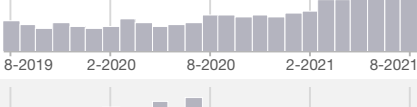
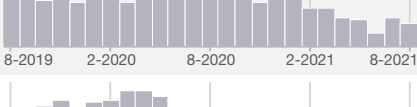
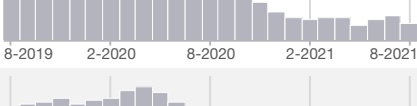

Key Metrics	Historical Sparkbars	8-2020	8-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,693	1,735	+ 2.5%	13,181	13,734	+ 4.2%
Pending Sales		1,607	1,574	- 2.1%	11,775	12,384	+ 5.2%
Closed Sales		1,411	1,323	- 6.2%	10,934	11,821	+ 8.1%
Days on Market Until Sale		33	15	- 54.5%	38	19	- 50.0%
Median Sales Price		\$269,050	\$330,000	+ 22.7%	\$255,000	\$315,000	+ 23.5%
Average Sales Price		\$331,240	\$391,054	+ 18.1%	\$306,360	\$385,167	+ 25.7%
Percent of List Price Received		99.3%	100.8%	+ 1.5%	98.8%	100.8%	+ 2.0%
Housing Affordability Index		143	119	- 16.8%	151	124	- 17.9%
Inventory of Homes for Sale		1,878	1,537	- 18.2%	—	—	—
Months Supply of Inventory		1.4	1.0	- 28.6%	—	—	—

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.



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Key Metrics	Historical Sparkbars	8-2020	8-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		279	243	- 12.9%	2,293	2,395	+ 4.4%
Pending Sales		258	254	- 1.6%	1,976	2,277	+ 15.2%
Closed Sales		263	233	- 11.4%	1,861	2,230	+ 19.8%
Days on Market Until Sale		30	10	- 66.7%	29	15	- 48.3%
Median Sales Price		\$175,000	\$211,000	+ 20.6%	\$169,000	\$204,250	+ 20.9%
Average Sales Price		\$185,949	\$233,847	+ 25.8%	\$184,646	\$219,466	+ 18.9%
Percent of List Price Received		99.2%	101.1%	+ 1.9%	98.5%	100.9%	+ 2.4%
Housing Affordability Index		220	186	- 15.5%	228	192	- 15.8%
Inventory of Homes for Sale		299	173	- 42.1%	—	—	—
Months Supply of Inventory		1.3	0.6	- 53.8%	—	—	—

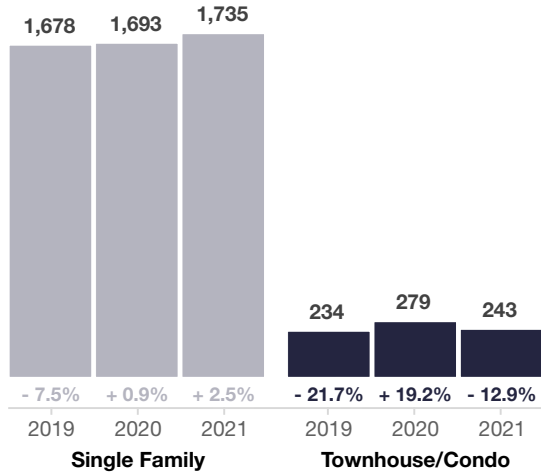
New Listings

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

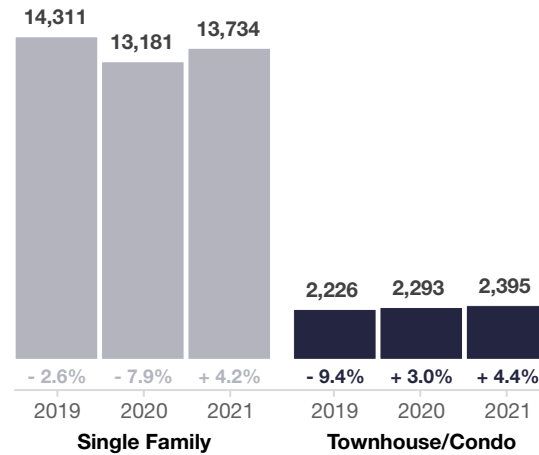


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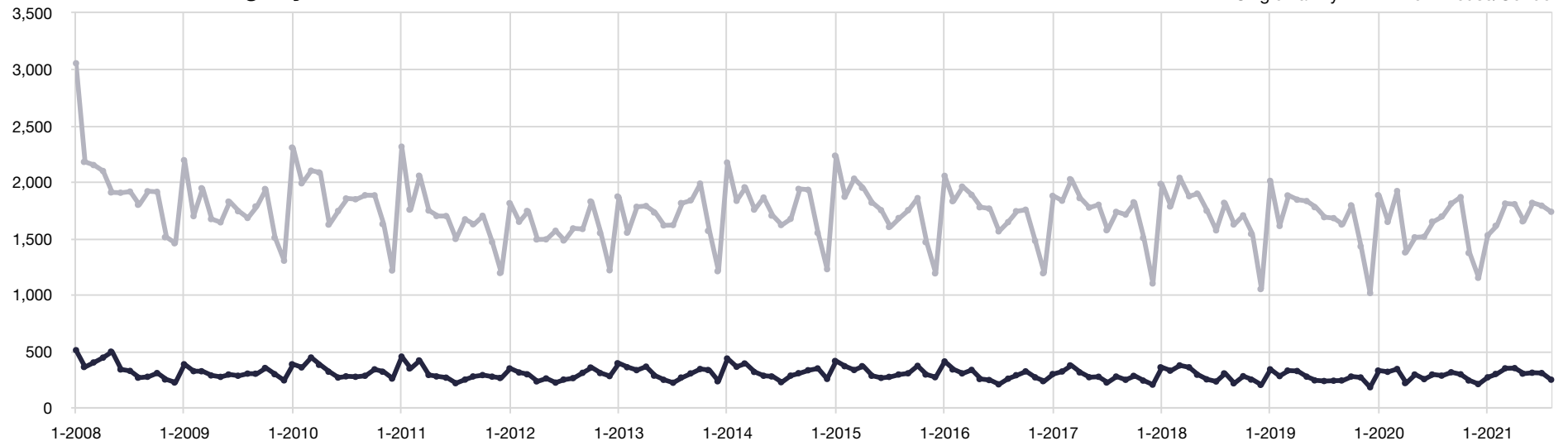


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1,789	+ 8.6%	302	+ 4.5%
8-2021	1,735	+ 2.5%	243	- 12.9%
12-Month Avg	1,660	+ 4.7%	286	+ 5.9%

Historical New Listings by Month



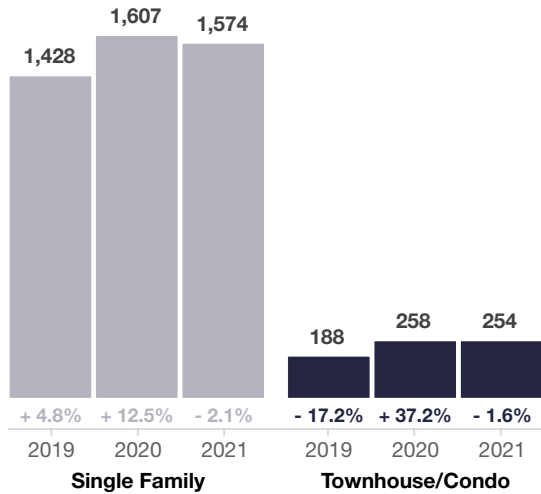
Pending Sales

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

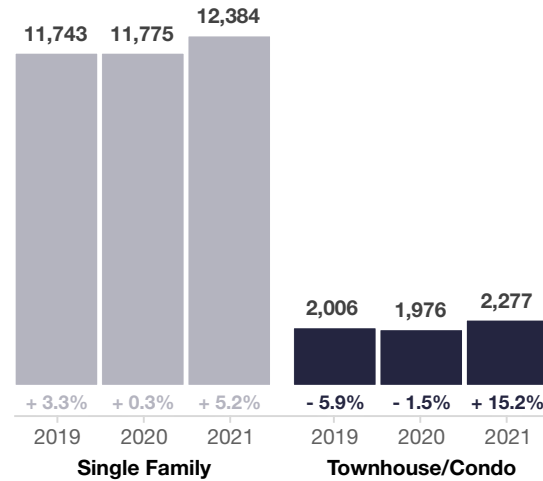


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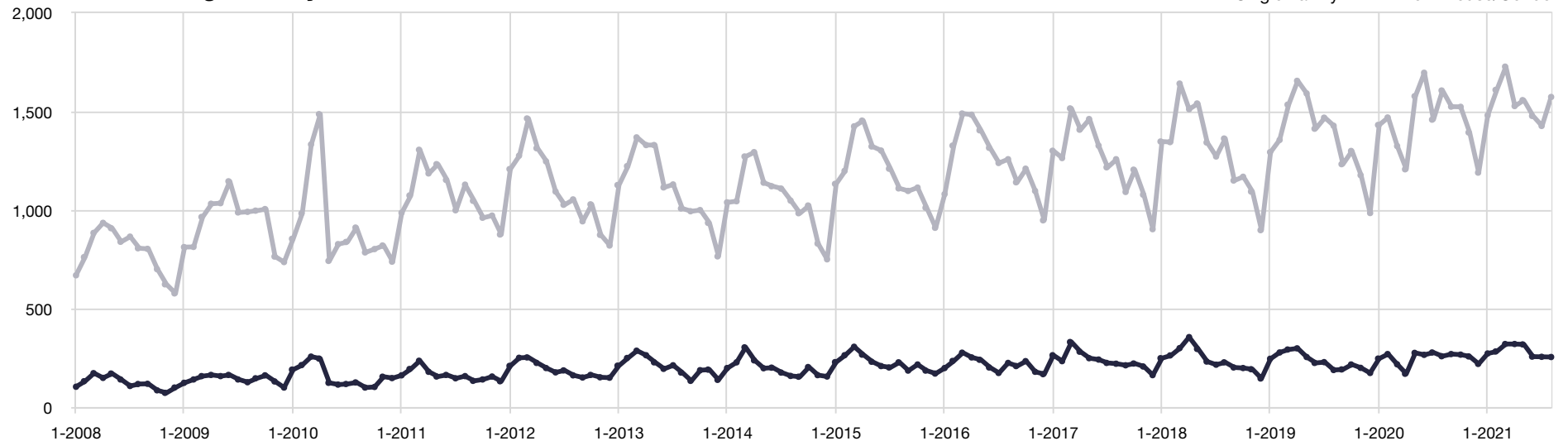


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1,610	+ 9.5%	282	+ 4.8%
3-2021	1,728	+ 30.4%	320	+ 47.5%
4-2021	1,528	+ 26.6%	320	+ 89.3%
5-2021	1,558	- 1.3%	318	+ 15.6%
6-2021	1,478	- 12.9%	256	- 3.4%
7-2021	1,427	- 2.2%	255	- 7.9%
8-2021	1,574	- 2.1%	254	- 1.6%
12-Month Avg	1,501	+ 9.3%	274	+ 19.1%

Historical Pending Sales by Month



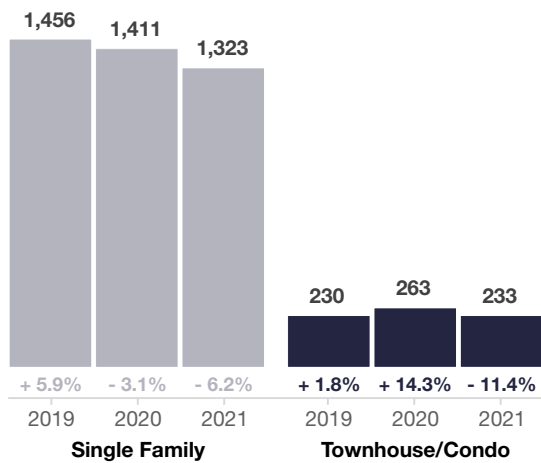
Closed Sales

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

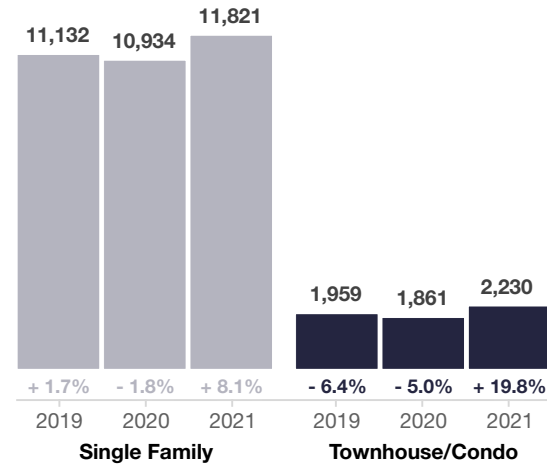


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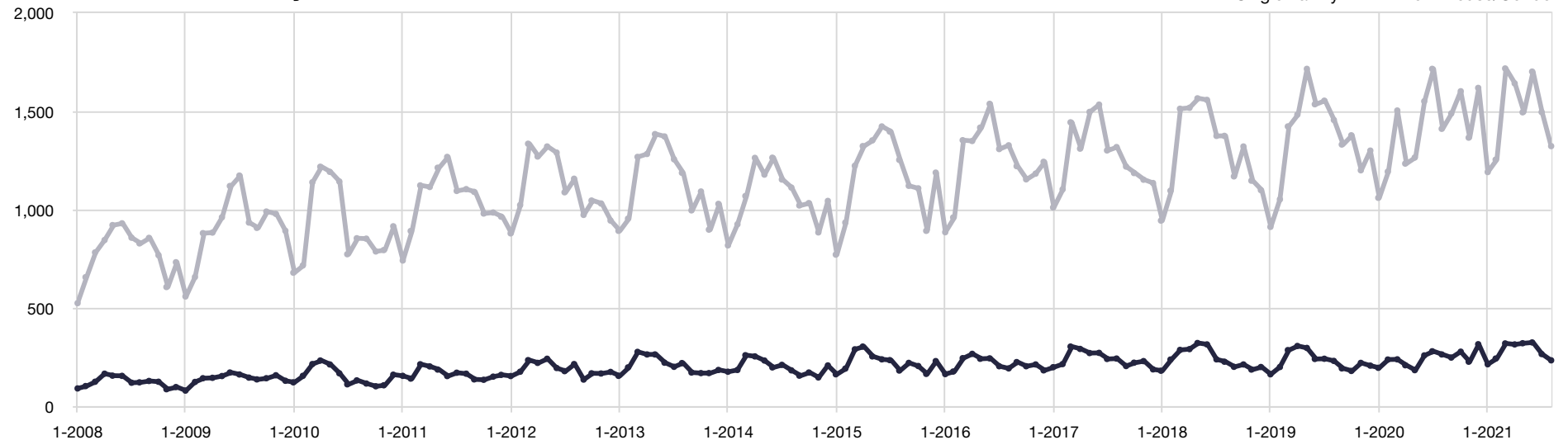


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	+ 12.4%	213	+ 9.2%
2-2021	1,254	+ 5.1%	242	+ 2.1%
3-2021	1,718	+ 14.2%	319	+ 34.0%
4-2021	1,642	+ 33.1%	314	+ 51.0%
5-2021	1,495	+ 18.2%	320	+ 74.9%
6-2021	1,702	+ 9.7%	324	+ 25.6%
7-2021	1,496	- 12.8%	265	- 5.0%
8-2021	1,323	- 6.2%	233	- 11.4%
12-Month Avg	1,491	+ 10.9%	275	+ 23.9%

Historical Closed Sales by Month



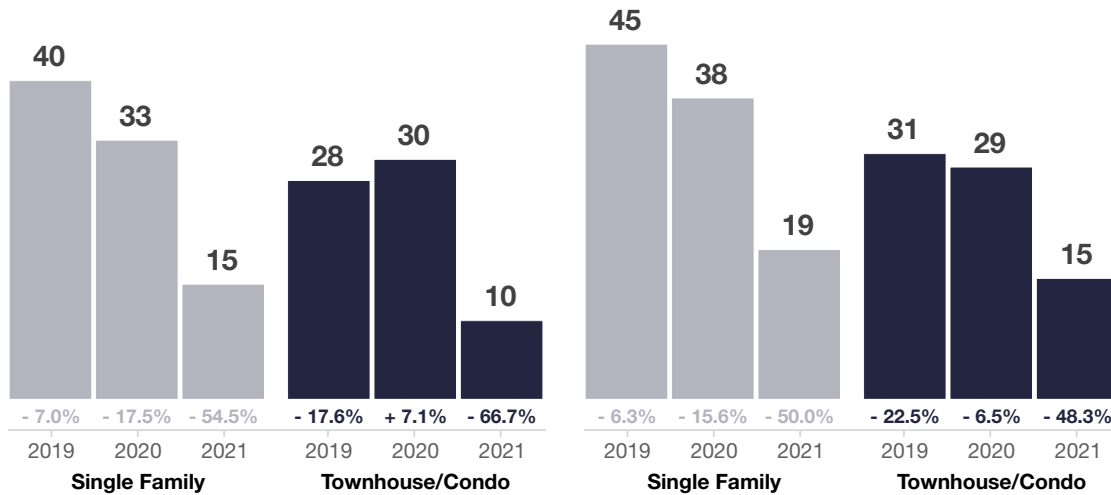
Days on Market Until Sale

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

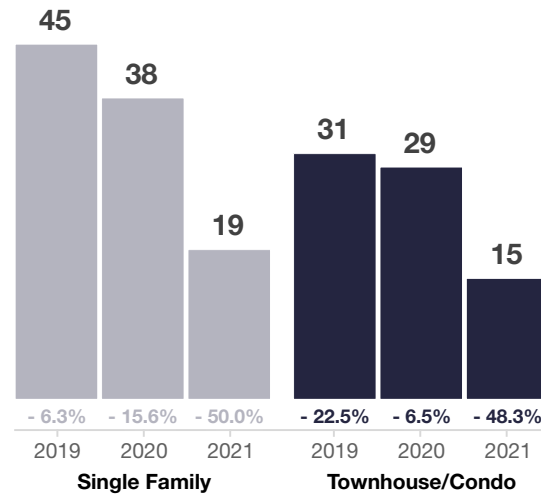


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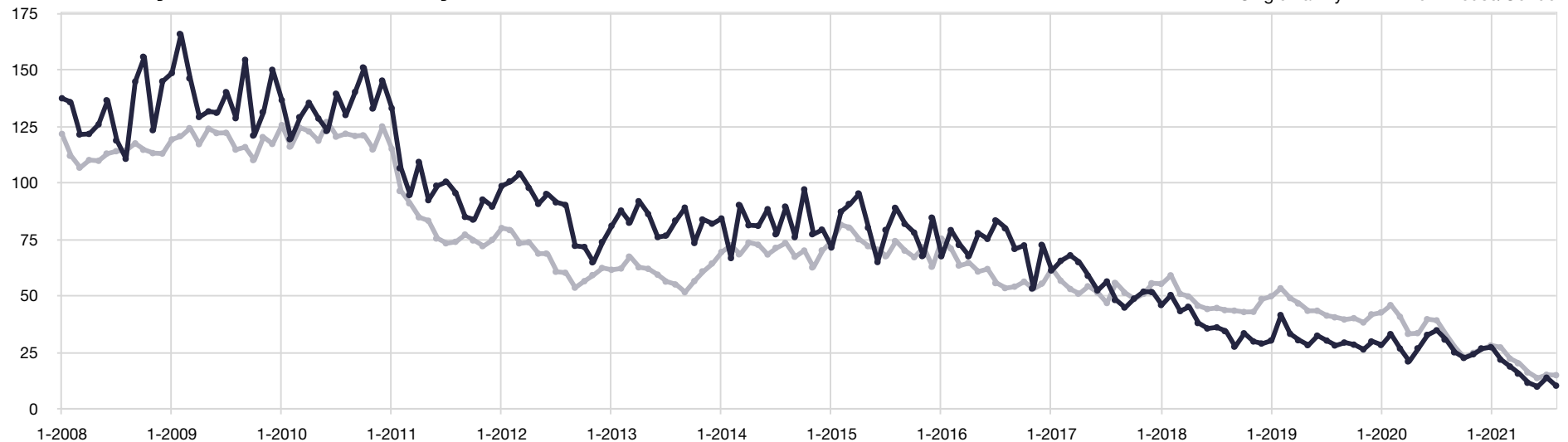
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
8-2021	15	- 54.5%	10	- 66.7%
12-Month Avg*	21	- 45.6%	18	- 37.1%

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

Historical Days on Market Until Sale by Month



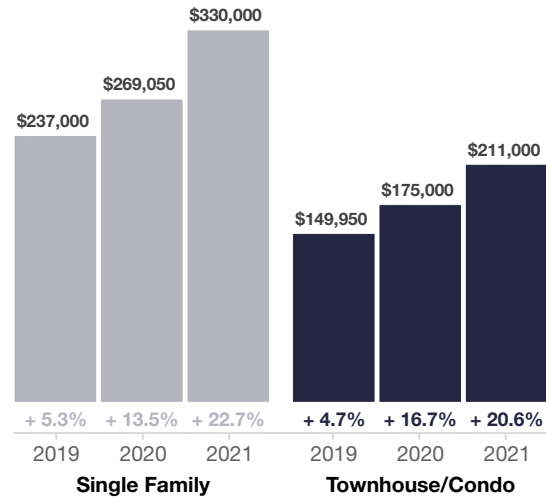
Median Sales Price

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

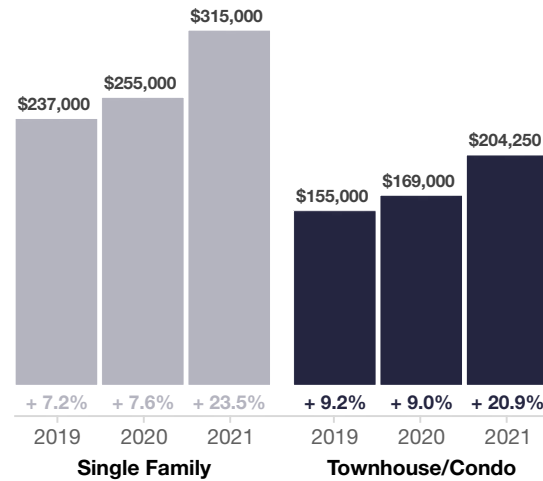


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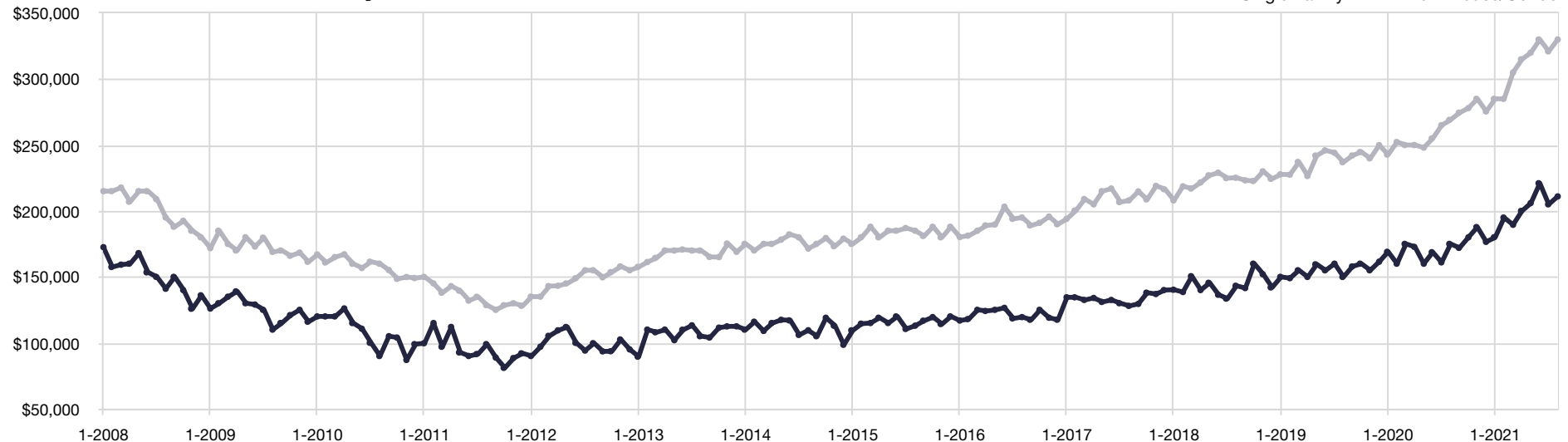
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	+ 17.4%	\$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%	\$205,925	+ 28.7%
6-2021	\$330,000	+ 29.4%	\$221,000	+ 31.0%
7-2021	\$321,000	+ 21.1%	\$205,000	+ 27.3%
8-2021	\$330,000	+ 22.7%	\$211,000	+ 20.6%
12-Month Avg*	\$301,000	+ 20.4%	\$195,000	+ 18.2%

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

Historical Median Sales Price by Month



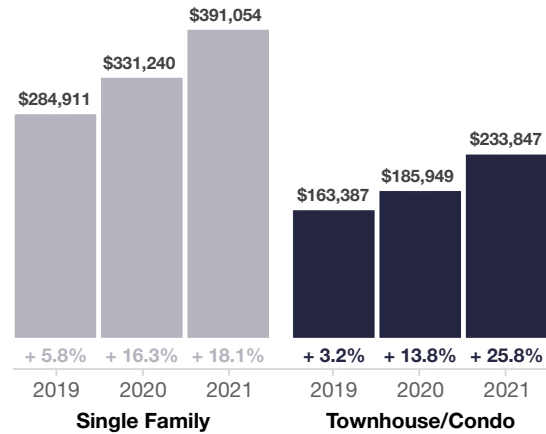
Average Sales Price

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

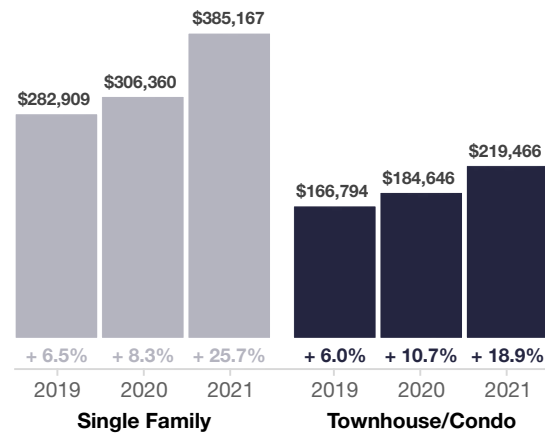


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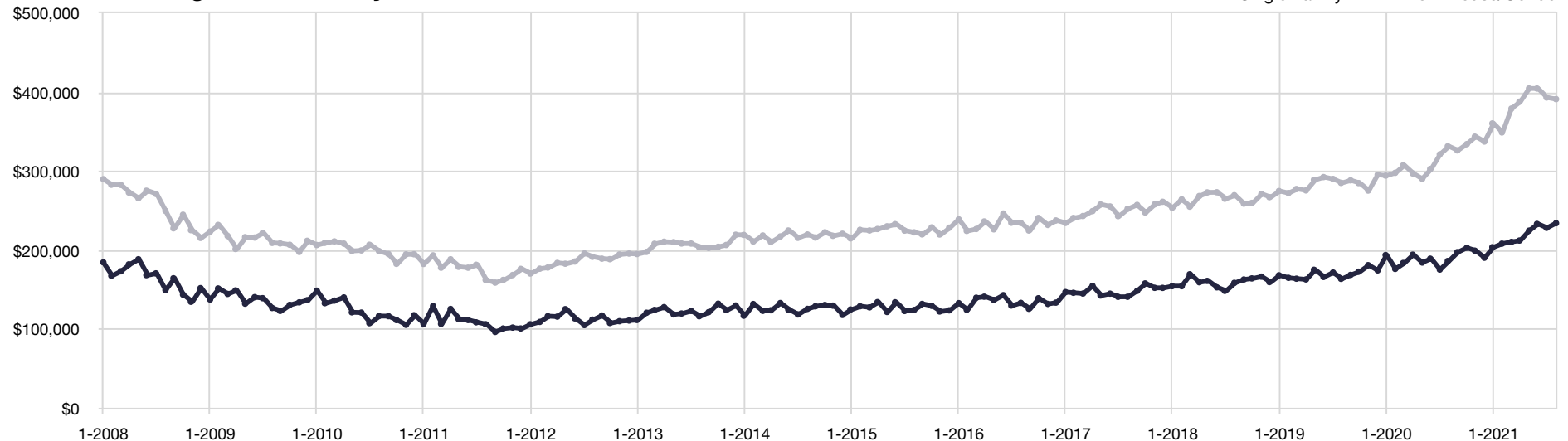
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$348,814	+ 17.2%	\$207,946	+ 18.2%
3-2021	\$379,080	+ 23.4%	\$210,159	+ 14.6%
4-2021	\$387,797	+ 30.6%	\$211,897	+ 9.2%
5-2021	\$404,542	+ 39.5%	\$224,395	+ 21.9%
6-2021	\$404,457	+ 33.7%	\$232,916	+ 23.3%
7-2021	\$393,089	+ 22.4%	\$227,998	+ 30.2%
8-2021	\$391,054	+ 18.1%	\$233,847	+ 25.8%
12-Month Avg*	\$368,166	+ 22.8%	\$212,182	+ 16.9%

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

Historical Average Sales Price by Month



Percent of List Price Received

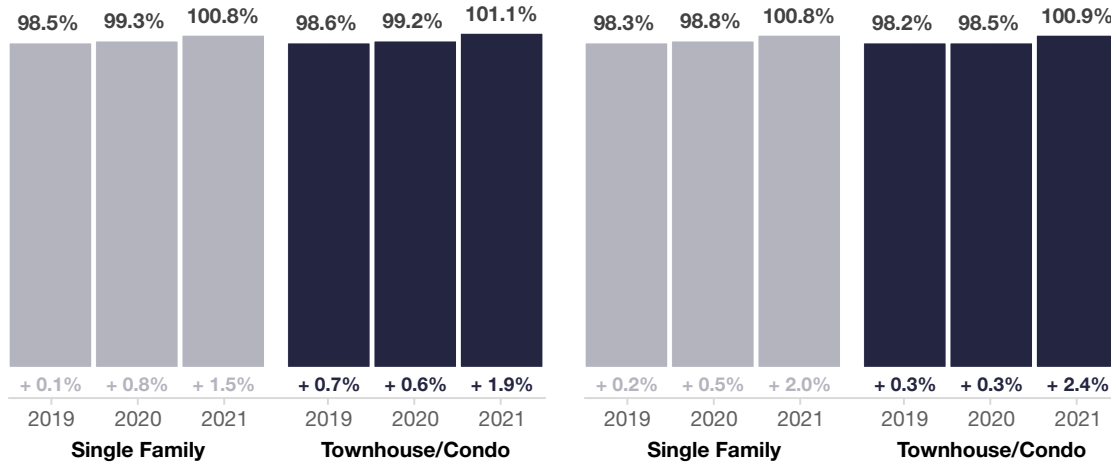
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
8-2021	100.8%	+ 1.5%	101.1%	+ 1.9%
12-Month Avg*	100.4%	+ 1.8%	100.3%	+ 1.9%

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

Historical Percent of List Price Received by Month



Housing Affordability Index

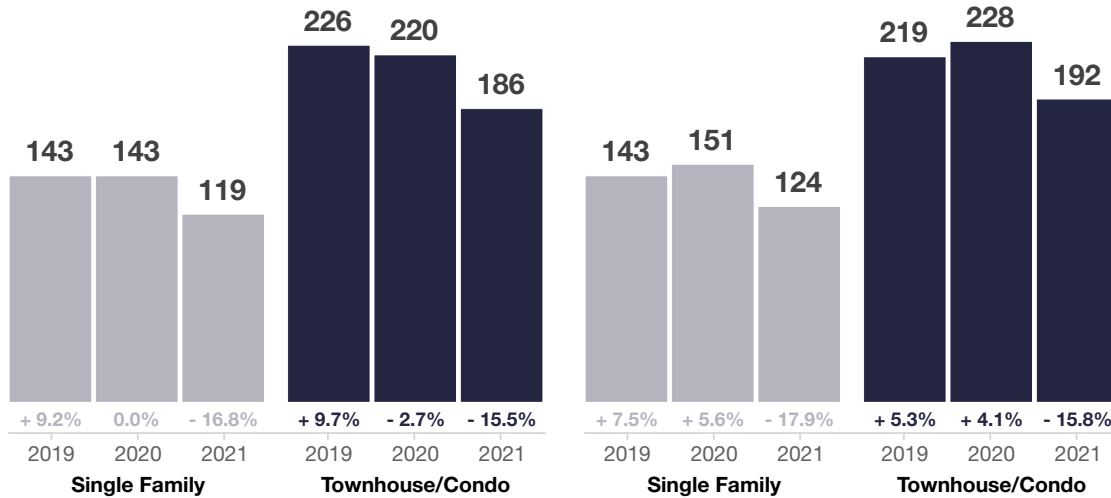
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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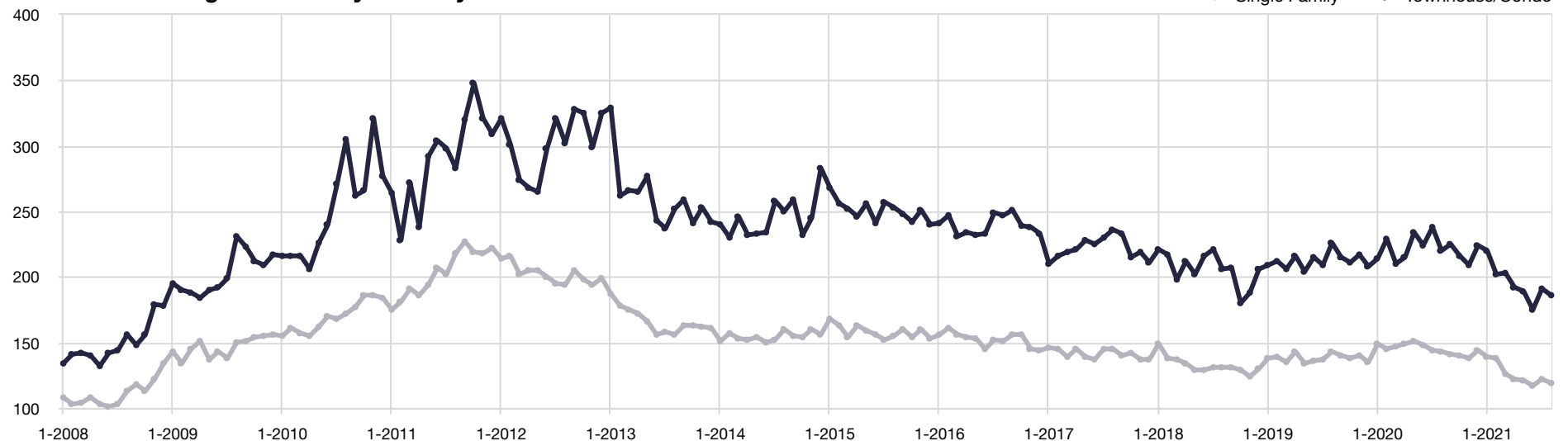
August

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2020	141	+ 0.7%	225	+ 4.7%
10-2020	140	+ 1.4%	216	+ 2.4%
11-2020	138	- 1.4%	209	- 3.7%
12-2020	144	+ 6.7%	224	+ 7.7%
1-2021	139	- 6.7%	220	+ 2.8%
2-2021	138	- 4.8%	202	- 11.8%
3-2021	126	- 14.3%	203	- 3.3%
4-2021	122	- 18.1%	192	- 10.7%
5-2021	121	- 19.9%	189	- 19.2%
6-2021	117	- 20.9%	175	- 21.9%
7-2021	122	- 15.3%	191	- 19.7%
8-2021	119	- 16.8%	186	- 15.5%
12-Month Avg	131	- 9.0%	203	- 7.7%

Historical Housing Affordability Index by Month



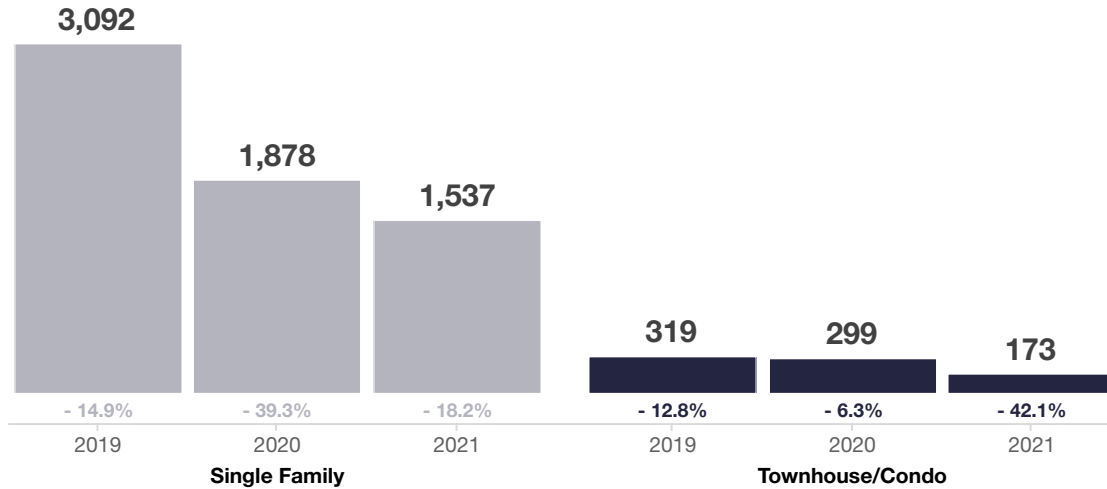
Inventory of Homes for Sale

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



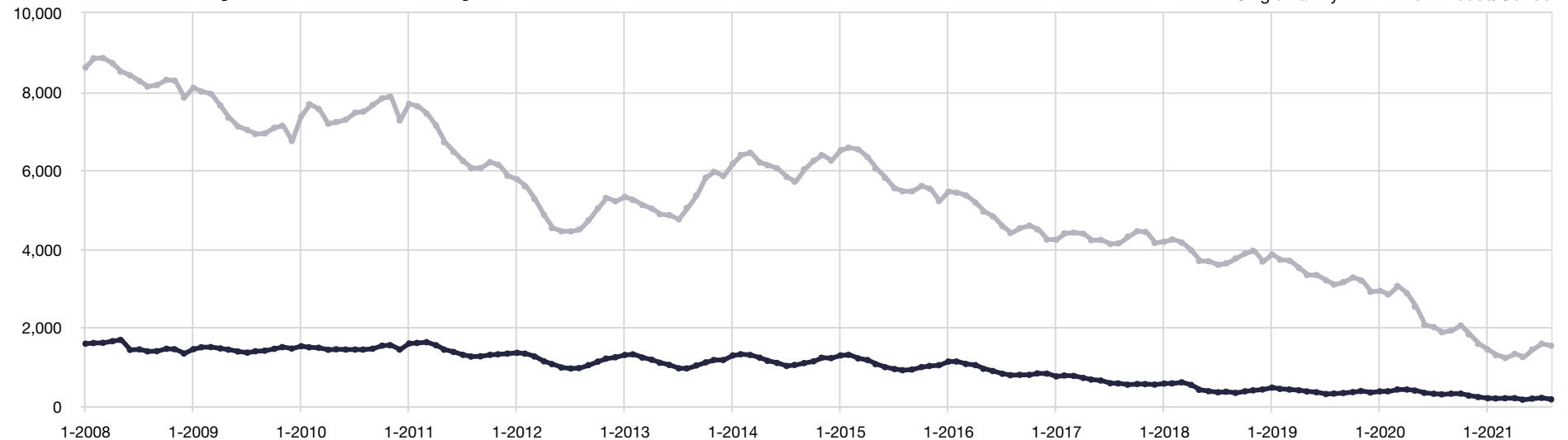
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Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2020	1,927	- 38.9%	316	- 5.4%
10-2020	2,052	- 37.3%	317	- 11.2%
11-2020	1,823	- 43.0%	266	- 30.7%
12-2020	1,585	- 45.5%	230	- 33.7%
1-2021	1,438	- 51.0%	202	- 46.1%
2-2021	1,300	- 54.3%	195	- 48.3%
3-2021	1,225	- 59.9%	201	- 52.5%
4-2021	1,329	- 53.7%	202	- 52.1%
5-2021	1,250	- 50.6%	164	- 58.6%
6-2021	1,440	- 30.3%	191	- 43.3%
7-2021	1,586	- 21.0%	210	- 33.1%
8-2021	1,537	- 18.2%	173	- 42.1%
12-Month Avg	1,541	- 43.5%	222	- 39.0%

Historical Inventory of Homes for Sale by Month



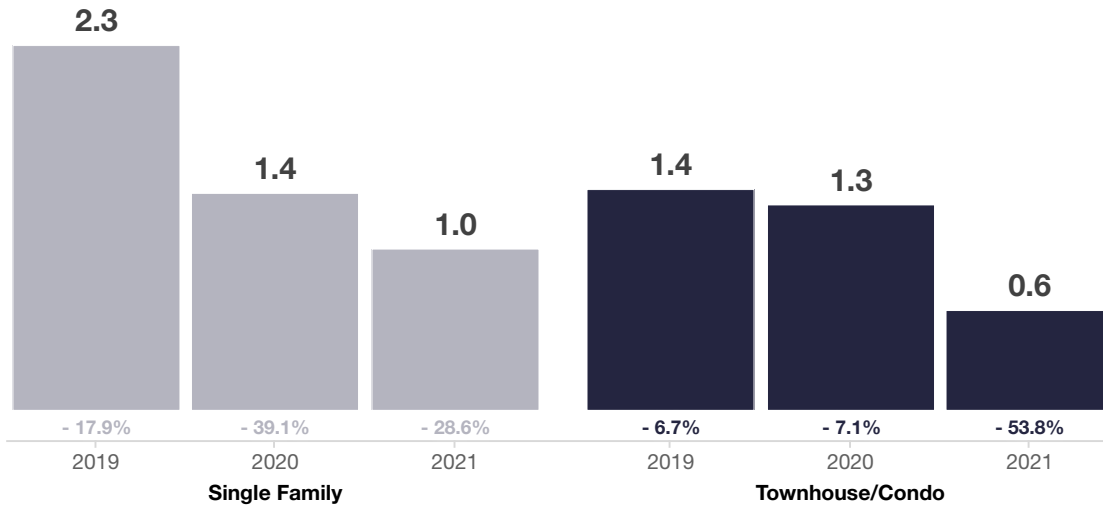
Months Supply of Inventory

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.



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Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1.0	- 33.3%	0.7	- 53.3%
7-2021	1.1	- 26.7%	0.8	- 42.9%
8-2021	1.0	- 28.6%	0.6	- 53.8%
12-Month Avg*	1.1	- 47.5%	0.9	- 46.1%

* Months Supply for all properties from September 2020 through August 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	8-2020	8-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,972	1,978	+ 0.3%	15,474	16,129	+ 4.2%
Pending Sales		1,865	1,828	- 2.0%	13,751	14,661	+ 6.6%
Closed Sales		1,674	1,556	- 7.0%	12,795	14,051	+ 9.8%
Days on Market Until Sale		32	14	- 56.3%	37	18	- 51.4%
Median Sales Price		\$252,250	\$315,000	+ 24.9%	\$245,000	\$295,000	+ 20.4%
Average Sales Price		\$308,414	\$367,513	+ 19.2%	\$288,656	\$358,867	+ 24.3%
Percent of List Price Received		99.2%	100.9%	+ 1.7%	98.7%	100.8%	+ 2.1%
Housing Affordability Index		153	124	- 19.0%	157	133	- 15.3%
Inventory of Homes for Sale		2,177	1,710	- 21.5%	—	—	—
Months Supply of Inventory		1.4	1.0	- 28.6%	—	—	—

Local Market Update – August 2021

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Cochise

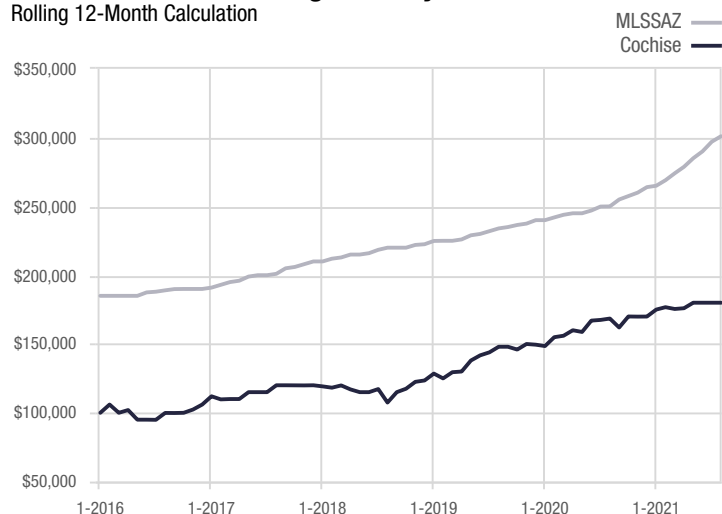
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	20	34	+ 70.0%	256	276	+ 7.8%
Pending Sales	28	29	+ 3.6%	229	217	- 5.2%
Closed Sales	41	27	- 34.1%	208	205	- 1.4%
Days on Market Until Sale	77	59	- 23.4%	87	59	- 32.2%
Median Sales Price*	\$184,900	\$190,501	+ 3.0%	\$175,000	\$195,000	+ 11.4%
Average Sales Price*	\$184,074	\$219,630	+ 19.3%	\$180,522	\$237,304	+ 31.5%
Percent of List Price Received*	95.4%	95.0%	- 0.4%	95.5%	96.9%	+ 1.5%
Inventory of Homes for Sale	90	80	- 11.1%	—	—	—
Months Supply of Inventory	3.3	3.0	- 9.1%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	0	0	0.0%	4	6	+ 50.0%
Pending Sales	0	2	—	5	8	+ 60.0%
Closed Sales	2	0	- 100.0%	4	7	+ 75.0%
Days on Market Until Sale	121	—	—	62	16	- 74.2%
Median Sales Price*	\$80,000	—	—	\$122,450	\$123,000	+ 0.4%
Average Sales Price*	\$80,000	—	—	\$119,475	\$118,343	- 0.9%
Percent of List Price Received*	95.1%	—	—	97.2%	100.8%	+ 3.7%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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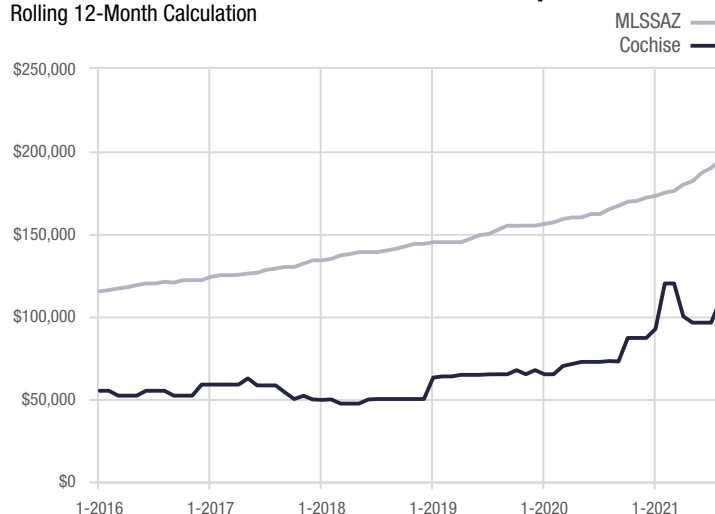
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Cochise County

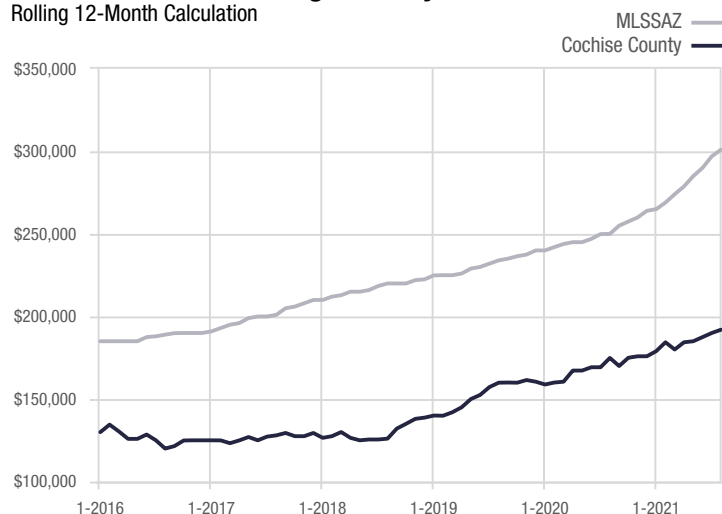
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	28	53	+ 89.3%	342	417	+ 21.9%
Pending Sales	44	40	- 9.1%	305	322	+ 5.6%
Closed Sales	49	40	- 18.4%	273	305	+ 11.7%
Days on Market Until Sale	70	47	- 32.9%	80	52	- 35.0%
Median Sales Price*	\$189,900	\$199,250	+ 4.9%	\$175,900	\$200,000	+ 13.7%
Average Sales Price*	\$190,091	\$223,975	+ 17.8%	\$183,005	\$235,080	+ 28.5%
Percent of List Price Received*	95.7%	95.7%	0.0%	95.9%	97.4%	+ 1.6%
Inventory of Homes for Sale	111	114	+ 2.7%	—	—	—
Months Supply of Inventory	3.1	2.9	- 6.5%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	0	0	0.0%	6	6	0.0%
Pending Sales	1	2	+ 100.0%	7	8	+ 14.3%
Closed Sales	2	0	- 100.0%	5	7	+ 40.0%
Days on Market Until Sale	121	—	—	55	16	- 70.9%
Median Sales Price*	\$80,000	—	—	\$121,000	\$123,000	+ 1.7%
Average Sales Price*	\$80,000	—	—	\$119,780	\$118,343	- 1.2%
Percent of List Price Received*	95.1%	—	—	97.0%	100.8%	+ 3.9%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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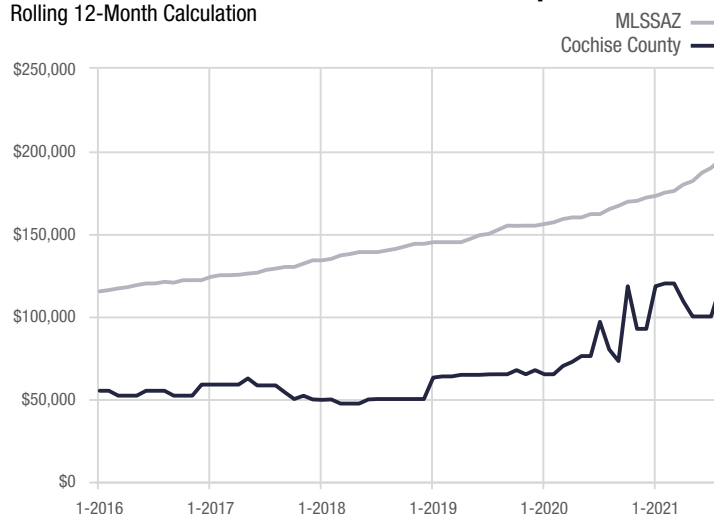
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Green Valley - North

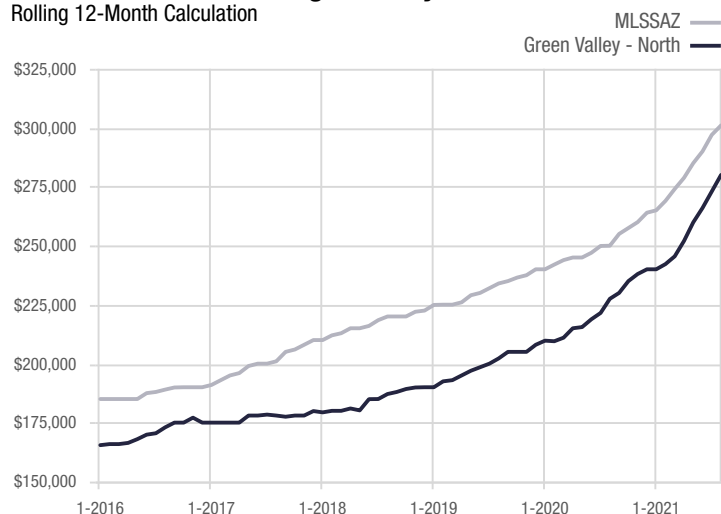
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	65	71	+ 9.2%	503	581	+ 15.5%
Pending Sales	79	79	0.0%	501	578	+ 15.4%
Closed Sales	63	65	+ 3.2%	447	552	+ 23.5%
Days on Market Until Sale	19	9	- 52.6%	31	18	- 41.9%
Median Sales Price*	\$240,000	\$300,000	+ 25.0%	\$230,500	\$289,000	+ 25.4%
Average Sales Price*	\$254,439	\$321,398	+ 26.3%	\$245,597	\$295,972	+ 20.5%
Percent of List Price Received*	100.0%	101.2%	+ 1.2%	99.5%	101.1%	+ 1.6%
Inventory of Homes for Sale	35	43	+ 22.9%	—	—	—
Months Supply of Inventory	0.6	0.6	0.0%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	0	1	—	5	7	+ 40.0%
Pending Sales	0	0	0.0%	6	5	- 16.7%
Closed Sales	0	0	0.0%	7	5	- 28.6%
Days on Market Until Sale	—	—	—	37	1	- 97.3%
Median Sales Price*	—	—	—	\$160,000	\$199,500	+ 24.7%
Average Sales Price*	—	—	—	\$157,629	\$193,700	+ 22.9%
Percent of List Price Received*	—	—	—	99.0%	101.4%	+ 2.4%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.8	—	—	—	—

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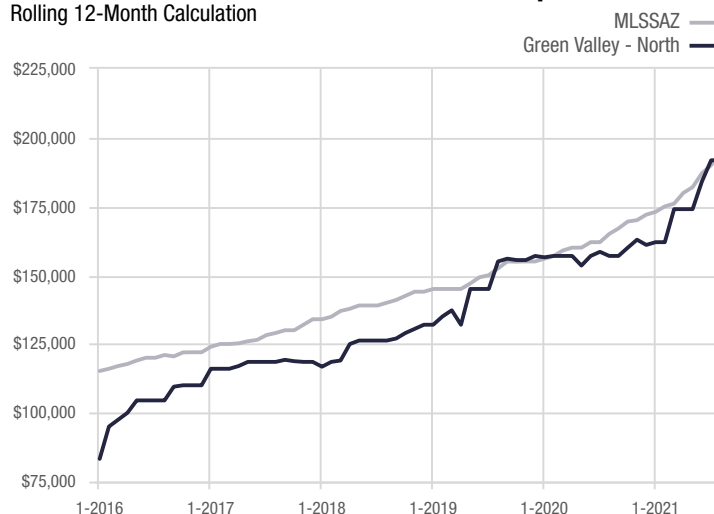
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Green Valley - Northeast

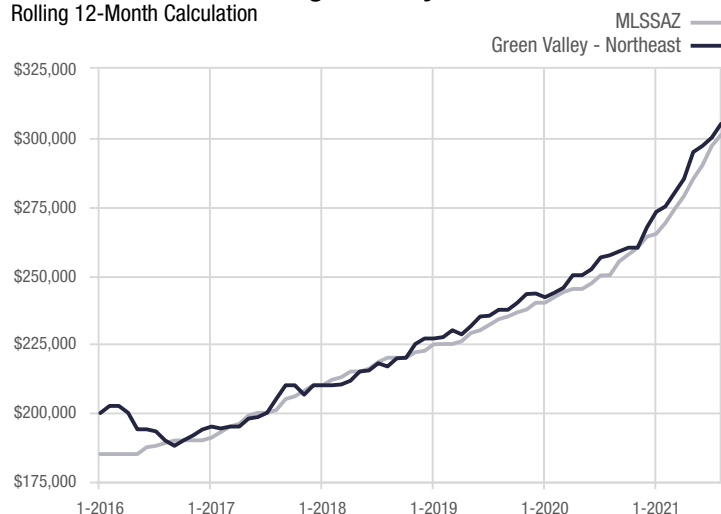
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	47	36	- 23.4%	340	326	- 4.1%
Pending Sales	46	28	- 39.1%	307	291	- 5.2%
Closed Sales	42	26	- 38.1%	275	302	+ 9.8%
Days on Market Until Sale	35	13	- 62.9%	36	14	- 61.1%
Median Sales Price*	\$250,000	\$330,000	+ 32.0%	\$255,900	\$316,500	+ 23.7%
Average Sales Price*	\$300,966	\$375,144	+ 24.6%	\$292,744	\$342,316	+ 16.9%
Percent of List Price Received*	99.2%	100.5%	+ 1.3%	99.0%	100.0%	+ 1.0%
Inventory of Homes for Sale	32	31	- 3.1%	—	—	—
Months Supply of Inventory	0.9	0.8	- 11.1%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	1	3	+ 200.0%	33	32	- 3.0%
Pending Sales	2	4	+ 100.0%	21	29	+ 38.1%
Closed Sales	2	0	- 100.0%	19	31	+ 63.2%
Days on Market Until Sale	6	—	—	19	15	- 21.1%
Median Sales Price*	\$158,000	—	—	\$180,000	\$259,000	+ 43.9%
Average Sales Price*	\$158,000	—	—	\$201,747	\$247,282	+ 22.6%
Percent of List Price Received*	99.3%	—	—	99.9%	100.3%	+ 0.4%
Inventory of Homes for Sale	5	3	- 40.0%	—	—	—
Months Supply of Inventory	1.7	0.8	- 52.9%	—	—	—

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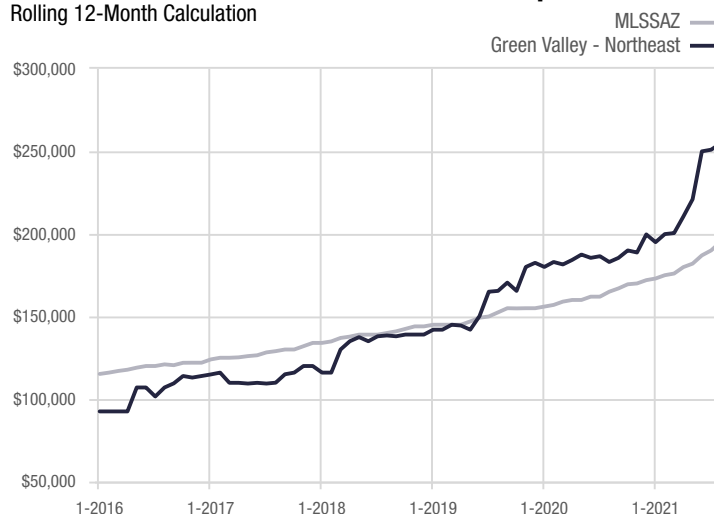
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Green Valley - Northwest

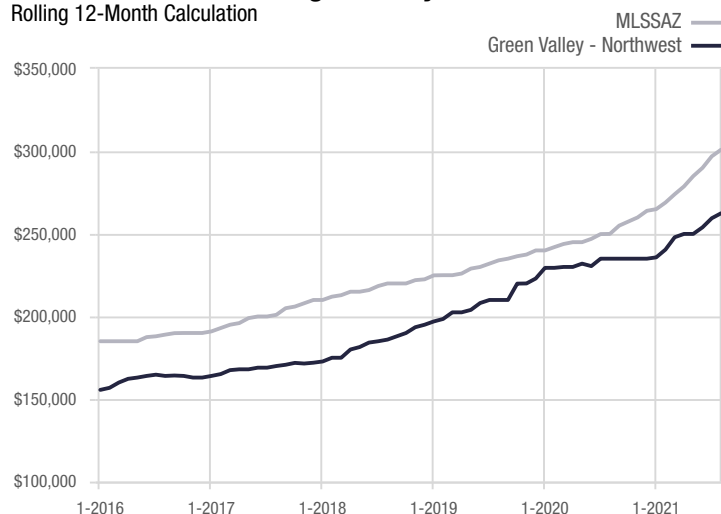
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	18	15	- 16.7%	165	163	- 1.2%
Pending Sales	19	16	- 15.8%	138	162	+ 17.4%
Closed Sales	17	12	- 29.4%	131	163	+ 24.4%
Days on Market Until Sale	45	5	- 88.9%	49	30	- 38.8%
Median Sales Price*	\$249,500	\$268,500	+ 7.6%	\$239,000	\$275,000	+ 15.1%
Average Sales Price*	\$251,245	\$268,950	+ 7.0%	\$251,662	\$286,359	+ 13.8%
Percent of List Price Received*	98.5%	101.2%	+ 2.7%	98.8%	100.6%	+ 1.8%
Inventory of Homes for Sale	23	9	- 60.9%	—	—	—
Months Supply of Inventory	1.4	0.5	- 64.3%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	17	15	- 11.8%	224	239	+ 6.7%
Pending Sales	12	17	+ 41.7%	194	239	+ 23.2%
Closed Sales	26	21	- 19.2%	197	248	+ 25.9%
Days on Market Until Sale	60	11	- 81.7%	34	16	- 52.9%
Median Sales Price*	\$142,500	\$176,000	+ 23.5%	\$145,000	\$166,000	+ 14.5%
Average Sales Price*	\$136,812	\$181,733	+ 32.8%	\$143,662	\$161,995	+ 12.8%
Percent of List Price Received*	97.9%	101.7%	+ 3.9%	98.8%	100.3%	+ 1.5%
Inventory of Homes for Sale	29	10	- 65.5%	—	—	—
Months Supply of Inventory	1.3	0.4	- 69.2%	—	—	—

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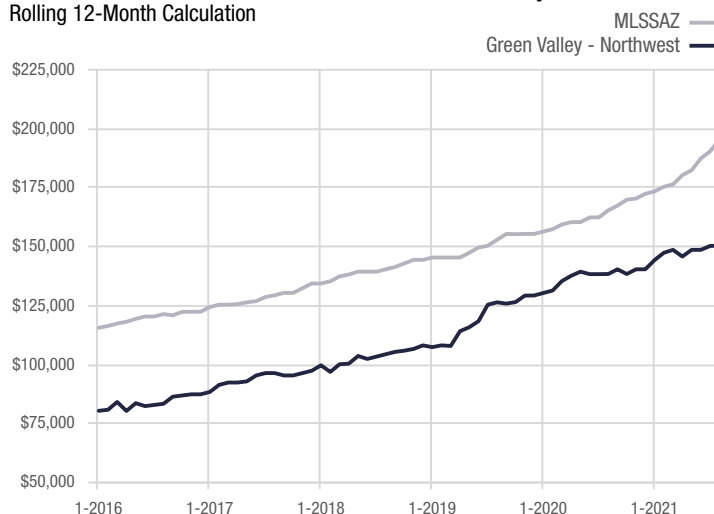
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Green Valley - Southeast

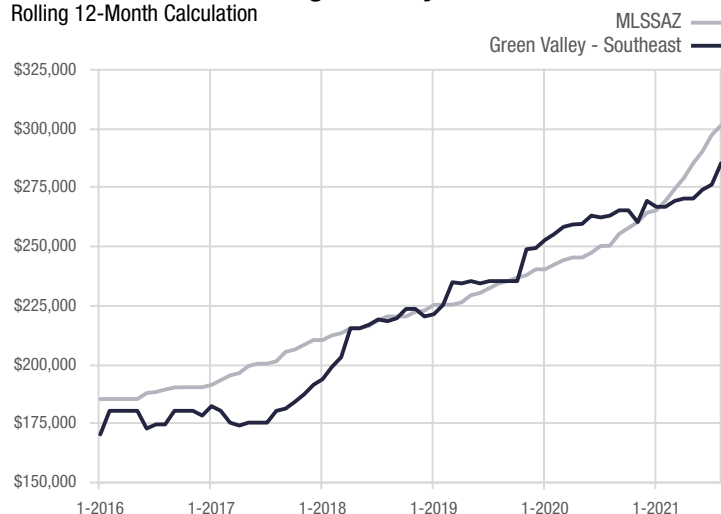
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	9	9	0.0%	86	87	+ 1.2%
Pending Sales	7	4	- 42.9%	81	86	+ 6.2%
Closed Sales	8	9	+ 12.5%	79	89	+ 12.7%
Days on Market Until Sale	42	15	- 64.3%	43	31	- 27.9%
Median Sales Price*	\$246,500	\$325,000	+ 31.8%	\$265,000	\$285,000	+ 7.5%
Average Sales Price*	\$250,875	\$328,778	+ 31.1%	\$293,932	\$315,837	+ 7.5%
Percent of List Price Received*	99.8%	99.8%	0.0%	98.1%	100.1%	+ 2.0%
Inventory of Homes for Sale	15	7	- 53.3%	—	—	—
Months Supply of Inventory	1.6	0.7	- 56.3%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	6	5	- 16.7%	45	40	- 11.1%
Pending Sales	6	3	- 50.0%	45	35	- 22.2%
Closed Sales	9	1	- 88.9%	44	33	- 25.0%
Days on Market Until Sale	40	2	- 95.0%	20	17	- 15.0%
Median Sales Price*	\$220,000	\$325,000	+ 47.7%	\$212,500	\$239,500	+ 12.7%
Average Sales Price*	\$213,600	\$325,000	+ 52.2%	\$205,645	\$230,786	+ 12.2%
Percent of List Price Received*	98.8%	100.0%	+ 1.2%	99.3%	99.5%	+ 0.2%
Inventory of Homes for Sale	3	4	+ 33.3%	—	—	—
Months Supply of Inventory	0.7	0.9	+ 28.6%	—	—	—

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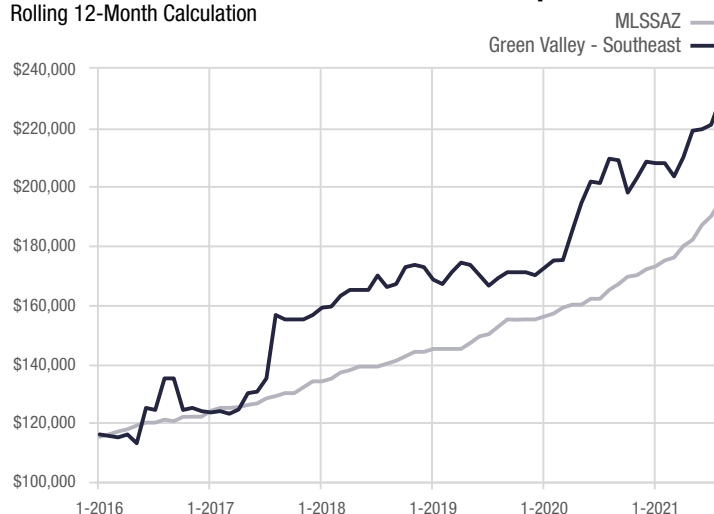
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Green Valley - Southwest

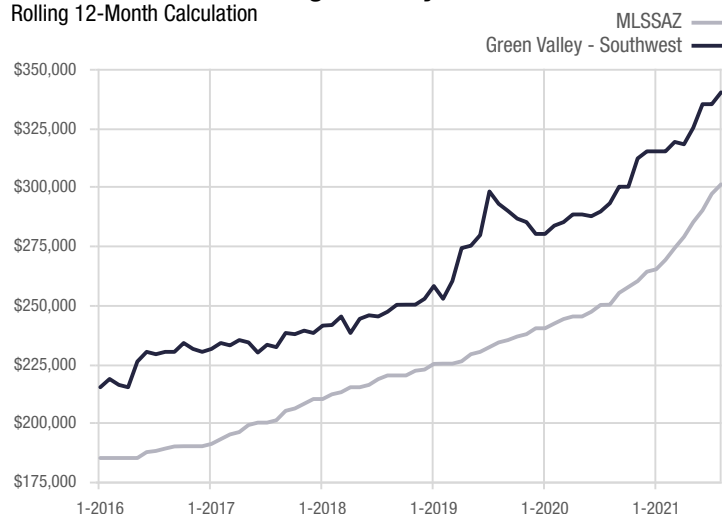
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	21	12	- 42.9%	141	134	- 5.0%
Pending Sales	21	10	- 52.4%	111	140	+ 26.1%
Closed Sales	8	12	+ 50.0%	103	137	+ 33.0%
Days on Market Until Sale	55	24	- 56.4%	56	32	- 42.9%
Median Sales Price*	\$316,500	\$440,500	+ 39.2%	\$315,000	\$352,940	+ 12.0%
Average Sales Price*	\$347,438	\$436,209	+ 25.6%	\$338,452	\$367,618	+ 8.6%
Percent of List Price Received*	97.3%	99.7%	+ 2.5%	97.9%	99.2%	+ 1.3%
Inventory of Homes for Sale	42	19	- 54.8%	—	—	—
Months Supply of Inventory	3.0	1.2	- 60.0%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	13	13	0.0%	143	136	- 4.9%
Pending Sales	13	11	- 15.4%	119	134	+ 12.6%
Closed Sales	9	11	+ 22.2%	117	137	+ 17.1%
Days on Market Until Sale	13	9	- 30.8%	22	17	- 22.7%
Median Sales Price*	\$191,000	\$230,000	+ 20.4%	\$190,000	\$210,000	+ 10.5%
Average Sales Price*	\$210,189	\$239,082	+ 13.7%	\$208,943	\$231,607	+ 10.8%
Percent of List Price Received*	98.7%	99.6%	+ 0.9%	98.9%	100.1%	+ 1.2%
Inventory of Homes for Sale	23	10	- 56.5%	—	—	—
Months Supply of Inventory	1.7	0.6	- 64.7%	—	—	—

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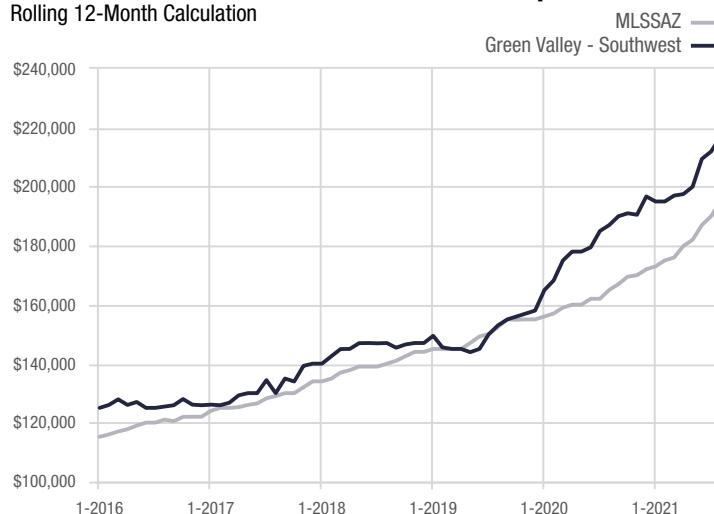
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Pima County

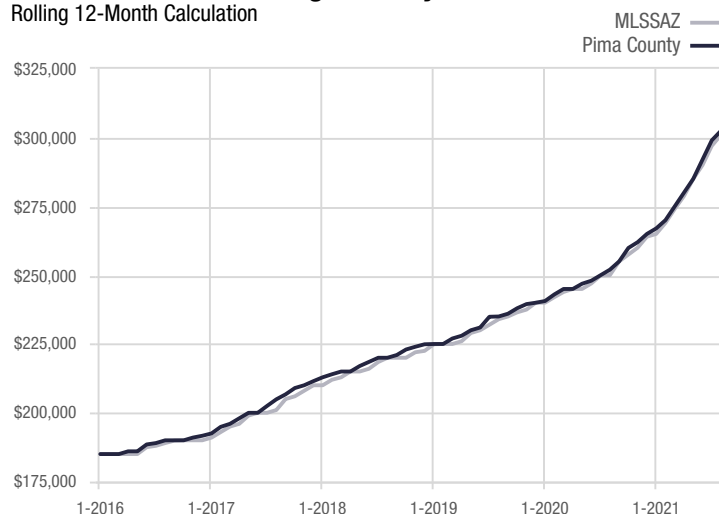
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	1,543	1,541	- 0.1%	11,916	12,295	+ 3.2%
Pending Sales	1,454	1,420	- 2.3%	10,671	11,127	+ 4.3%
Closed Sales	1,254	1,174	- 6.4%	9,919	10,637	+ 7.2%
Days on Market Until Sale	29	12	- 58.6%	35	17	- 51.4%
Median Sales Price*	\$270,550	\$330,000	+ 22.0%	\$256,500	\$315,000	+ 22.8%
Average Sales Price*	\$338,419	\$395,959	+ 17.0%	\$309,893	\$389,726	+ 25.8%
Percent of List Price Received*	99.5%	101.2%	+ 1.7%	98.9%	101.1%	+ 2.2%
Inventory of Homes for Sale	1,516	1,254	- 17.3%	—	—	—
Months Supply of Inventory	1.2	0.9	- 25.0%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	270	234	- 13.3%	2,223	2,313	+ 4.0%
Pending Sales	252	243	- 3.6%	1,921	2,193	+ 14.2%
Closed Sales	254	228	- 10.2%	1,809	2,155	+ 19.1%
Days on Market Until Sale	29	10	- 65.5%	28	14	- 50.0%
Median Sales Price*	\$170,250	\$210,000	+ 23.3%	\$168,000	\$201,000	+ 19.6%
Average Sales Price*	\$184,019	\$232,324	+ 26.3%	\$183,453	\$217,971	+ 18.8%
Percent of List Price Received*	99.3%	101.2%	+ 1.9%	98.6%	100.9%	+ 2.3%
Inventory of Homes for Sale	273	168	- 38.5%	—	—	—
Months Supply of Inventory	1.2	0.6	- 50.0%	—	—	—

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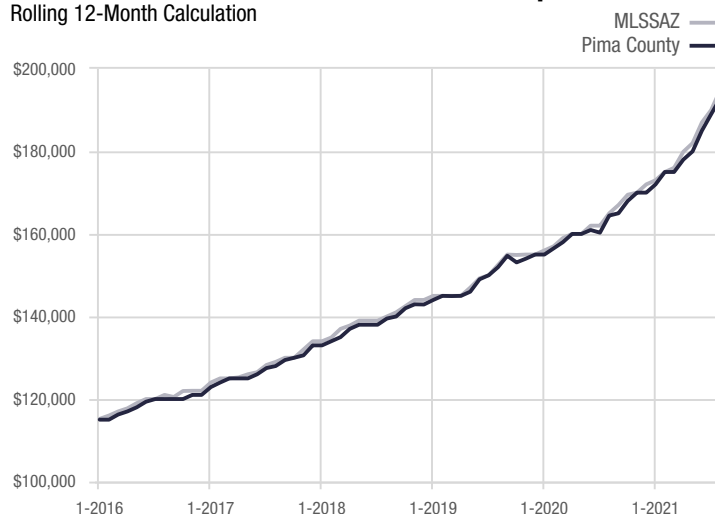
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Santa Cruz County

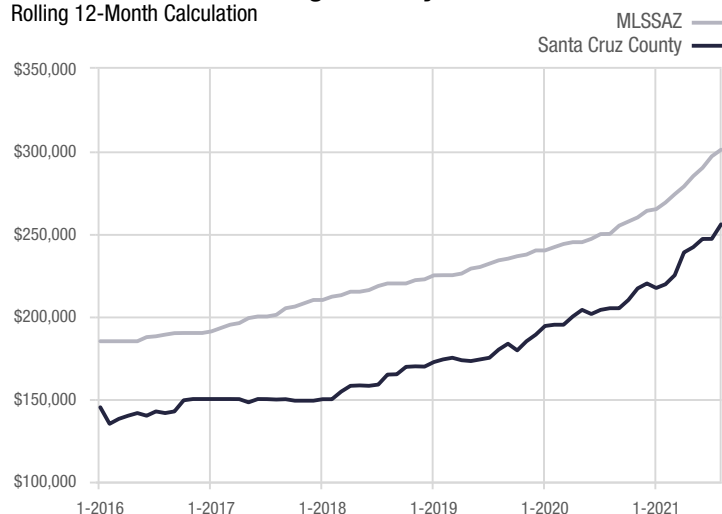
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	45	60	+ 33.3%	371	449	+ 21.0%
Pending Sales	52	51	- 1.9%	333	393	+ 18.0%
Closed Sales	43	47	+ 9.3%	289	347	+ 20.1%
Days on Market Until Sale	98	54	- 44.9%	80	50	- 37.5%
Median Sales Price*	\$205,000	\$275,000	+ 34.1%	\$205,000	\$255,777	+ 24.8%
Average Sales Price*	\$259,701	\$327,235	+ 26.0%	\$262,397	\$328,656	+ 25.3%
Percent of List Price Received*	97.2%	97.5%	+ 0.3%	97.7%	98.5%	+ 0.8%
Inventory of Homes for Sale	128	86	- 32.8%	—	—	—
Months Supply of Inventory	3.4	1.9	- 44.1%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	5	7	+ 40.0%	36	37	+ 2.8%
Pending Sales	3	6	+ 100.0%	24	39	+ 62.5%
Closed Sales	1	2	+ 100.0%	23	32	+ 39.1%
Days on Market Until Sale	156	5	- 96.8%	108	81	- 25.0%
Median Sales Price*	\$220,000	\$247,500	+ 12.5%	\$169,900	\$221,000	+ 30.1%
Average Sales Price*	\$220,000	\$247,500	+ 12.5%	\$195,996	\$221,444	+ 13.0%
Percent of List Price Received*	95.7%	93.1%	- 2.7%	96.6%	98.0%	+ 1.4%
Inventory of Homes for Sale	21	4	- 81.0%	—	—	—
Months Supply of Inventory	6.1	0.7	- 88.5%	—	—	—

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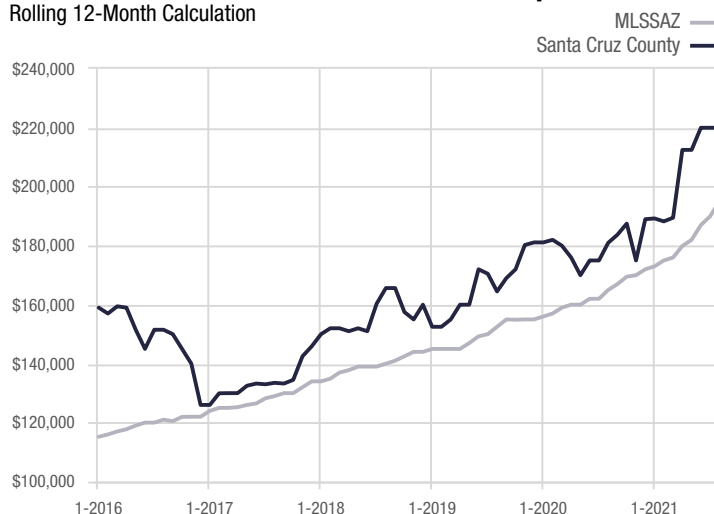
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Santa Cruz County - Amado

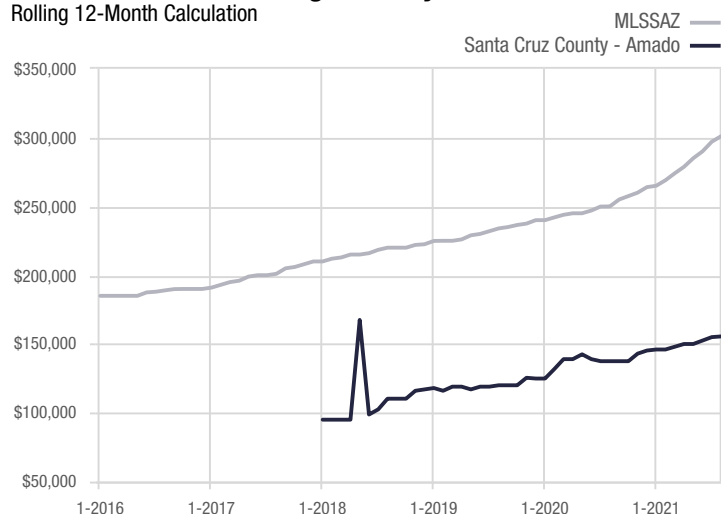
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	3	1	- 66.7%	9	7	- 22.2%
Pending Sales	0	1	—	5	6	+ 20.0%
Closed Sales	0	1	—	5	9	+ 80.0%
Days on Market Until Sale	—	30	—	24	64	+ 166.7%
Median Sales Price*	—	\$359,000	—	\$131,000	\$155,000	+ 18.3%
Average Sales Price*	—	\$359,000	—	\$129,680	\$168,250	+ 29.7%
Percent of List Price Received*	—	92.8%	—	99.0%	97.5%	- 1.5%
Inventory of Homes for Sale	8	2	- 75.0%	—	—	—
Months Supply of Inventory	5.7	1.3	- 77.2%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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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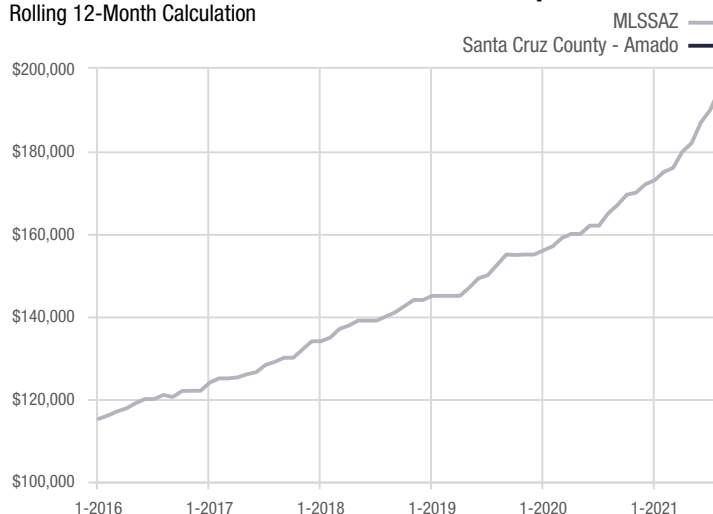
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Santa Cruz County - Elgin

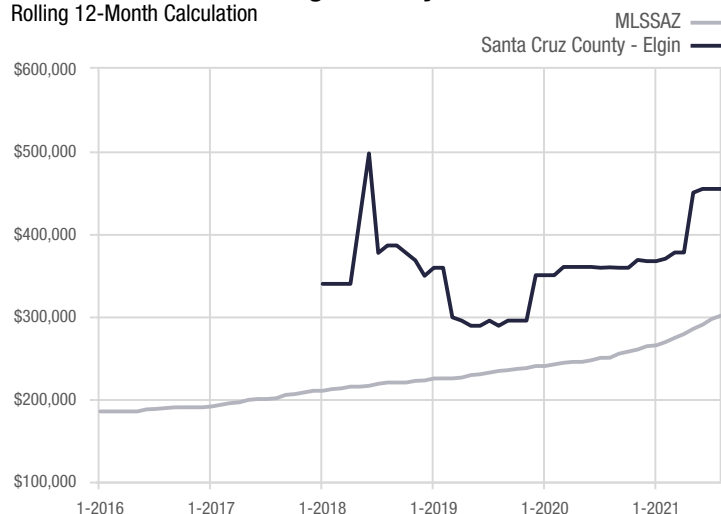
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	0	2	—	14	11	- 21.4%
Pending Sales	3	5	+ 66.7%	12	15	+ 25.0%
Closed Sales	1	1	0.0%	7	10	+ 42.9%
Days on Market Until Sale	11	11	0.0%	163	144	- 11.7%
Median Sales Price*	\$370,000	\$415,000	+ 12.2%	\$290,000	\$454,500	+ 56.7%
Average Sales Price*	\$370,000	\$415,000	+ 12.2%	\$364,714	\$486,250	+ 33.3%
Percent of List Price Received*	98.7%	100.0%	+ 1.3%	96.2%	99.3%	+ 3.2%
Inventory of Homes for Sale	8	1	- 87.5%	—	—	—
Months Supply of Inventory	3.2	0.6	- 81.3%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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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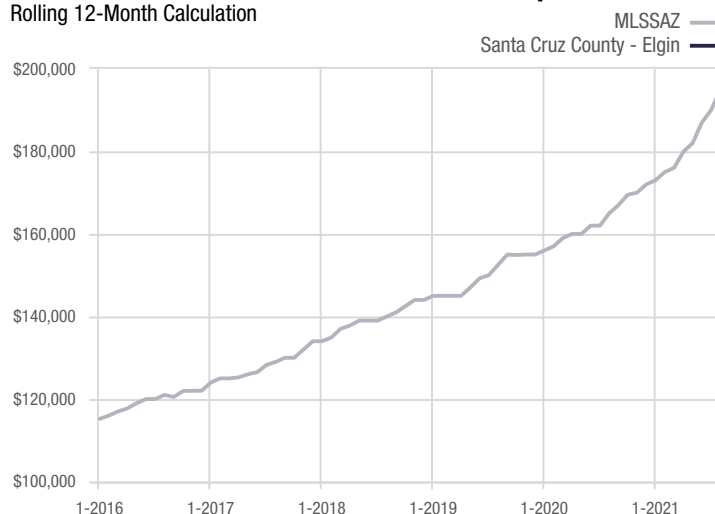
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Santa Cruz County - Nogales East

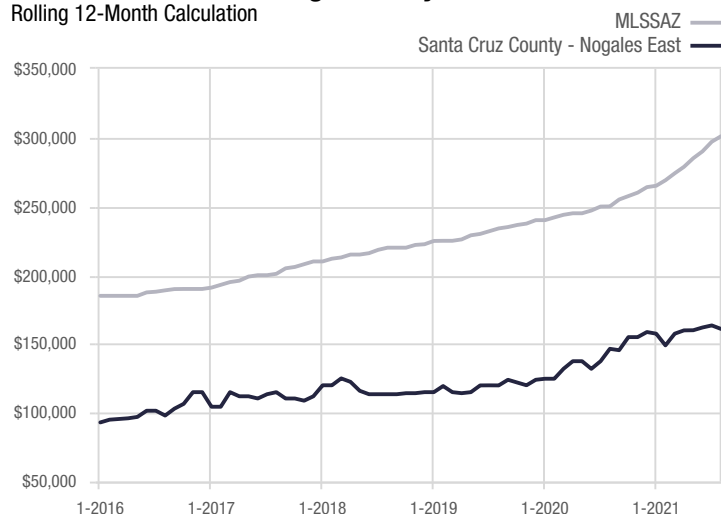
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	4	5	+ 25.0%	56	65	+ 16.1%
Pending Sales	8	7	- 12.5%	42	56	+ 33.3%
Closed Sales	8	10	+ 25.0%	39	53	+ 35.9%
Days on Market Until Sale	96	12	- 87.5%	62	47	- 24.2%
Median Sales Price*	\$211,000	\$164,500	- 22.0%	\$146,500	\$151,000	+ 3.1%
Average Sales Price*	\$209,300	\$170,590	- 18.5%	\$158,776	\$201,165	+ 26.7%
Percent of List Price Received*	99.0%	100.5%	+ 1.5%	95.7%	98.4%	+ 2.8%
Inventory of Homes for Sale	18	13	- 27.8%	—	—	—
Months Supply of Inventory	3.9	2.1	- 46.2%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	4	1	- 75.0%	5	4	- 20.0%
Pending Sales	0	1	—	1	8	+ 700.0%
Closed Sales	0	0	0.0%	1	8	+ 700.0%
Days on Market Until Sale	—	—	—	40	98	+ 145.0%
Median Sales Price*	—	—	—	\$165,000	\$224,350	+ 36.0%
Average Sales Price*	—	—	—	\$165,000	\$188,700	+ 14.4%
Percent of List Price Received*	—	—	—	89.2%	99.7%	+ 11.8%
Inventory of Homes for Sale	4	0	- 100.0%	—	—	—
Months Supply of Inventory	4.0	—	—	—	—	—

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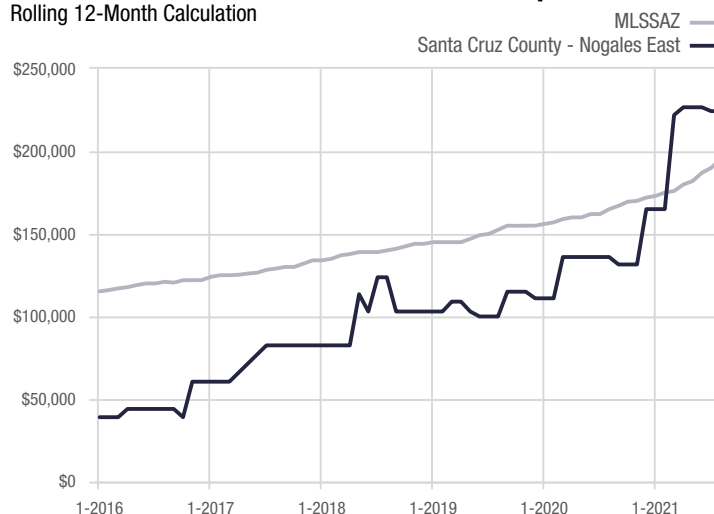
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Santa Cruz County - Nogales West

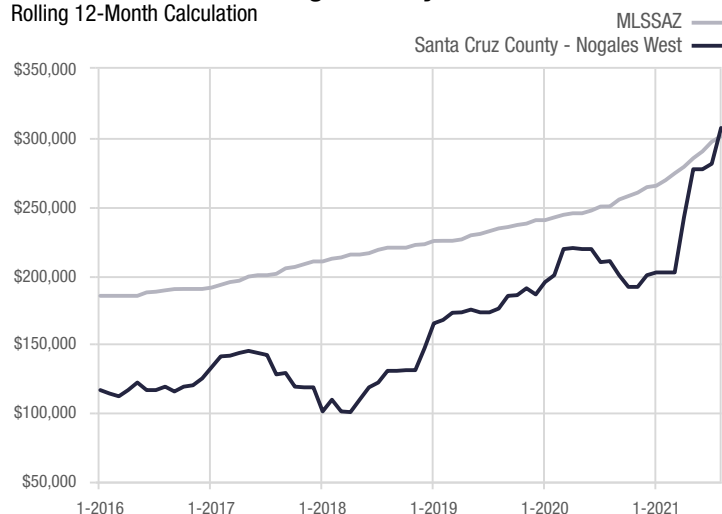
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	3	6	+ 100.0%	16	19	+ 18.8%
Pending Sales	2	5	+ 150.0%	13	14	+ 7.7%
Closed Sales	0	2	—	10	7	- 30.0%
Days on Market Until Sale	—	60	—	80	56	- 30.0%
Median Sales Price*	—	\$464,500	—	\$168,500	\$389,000	+ 130.9%
Average Sales Price*	—	\$464,500	—	\$183,550	\$364,857	+ 98.8%
Percent of List Price Received*	—	97.4%	—	97.0%	96.6%	- 0.4%
Inventory of Homes for Sale	7	5	- 28.6%	—	—	—
Months Supply of Inventory	3.7	1.8	- 51.4%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	0	1	—	1	1	0.0%
Pending Sales	0	0	0.0%	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	1	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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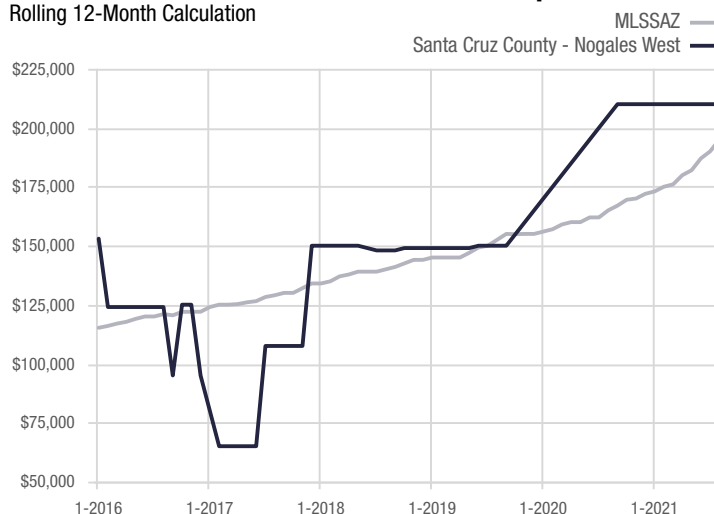
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

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Local Market Update – August 2021

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Santa Cruz County - Patagonia

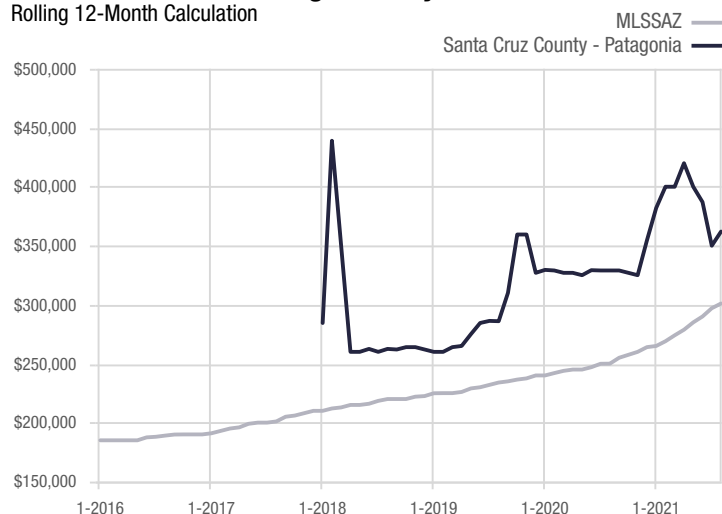
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	4	1	- 75.0%	17	28	+ 64.7%
Pending Sales	2	0	- 100.0%	12	21	+ 75.0%
Closed Sales	1	4	+ 300.0%	11	23	+ 109.1%
Days on Market Until Sale	14	83	+ 492.9%	109	63	- 42.2%
Median Sales Price*	\$75,000	\$363,000	+ 384.0%	\$329,500	\$350,000	+ 6.2%
Average Sales Price*	\$75,000	\$447,500	+ 496.7%	\$361,727	\$394,315	+ 9.0%
Percent of List Price Received*	88.2%	96.7%	+ 9.6%	95.3%	96.4%	+ 1.2%
Inventory of Homes for Sale	13	7	- 46.2%	—	—	—
Months Supply of Inventory	6.5	2.4	- 63.1%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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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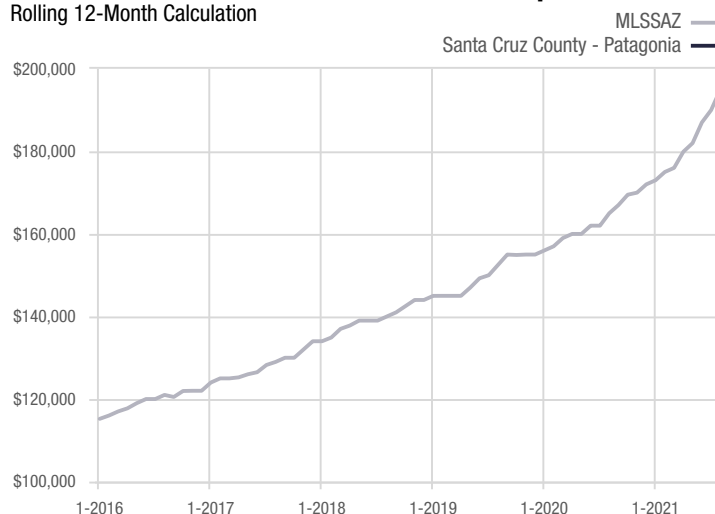
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

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Santa Cruz County - Rio Rico East

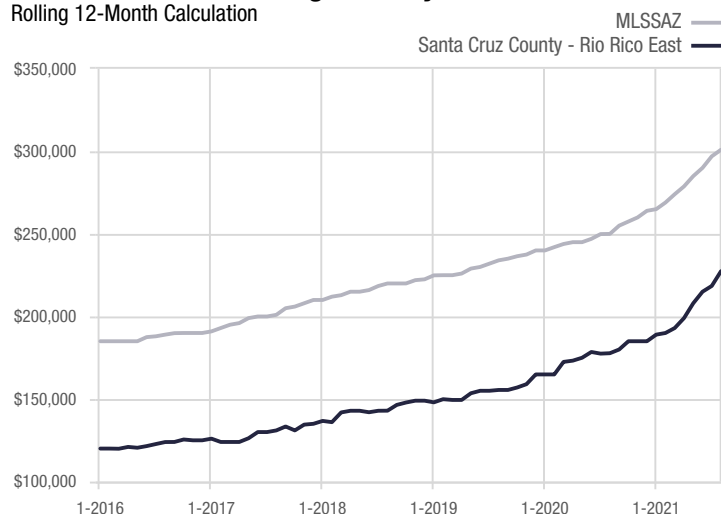
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	18	22	+ 22.2%	123	149	+ 21.1%
Pending Sales	20	20	0.0%	114	129	+ 13.2%
Closed Sales	12	12	0.0%	95	114	+ 20.0%
Days on Market Until Sale	77	32	- 58.4%	55	25	- 54.5%
Median Sales Price*	\$173,500	\$250,000	+ 44.1%	\$180,000	\$239,250	+ 32.9%
Average Sales Price*	\$192,517	\$254,250	+ 32.1%	\$206,199	\$259,520	+ 25.9%
Percent of List Price Received*	99.2%	97.6%	- 1.6%	99.0%	99.6%	+ 0.6%
Inventory of Homes for Sale	17	20	+ 17.6%	—	—	—
Months Supply of Inventory	1.3	1.3	0.0%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	0	0	0.0%	1	3	+ 200.0%
Pending Sales	0	0	0.0%	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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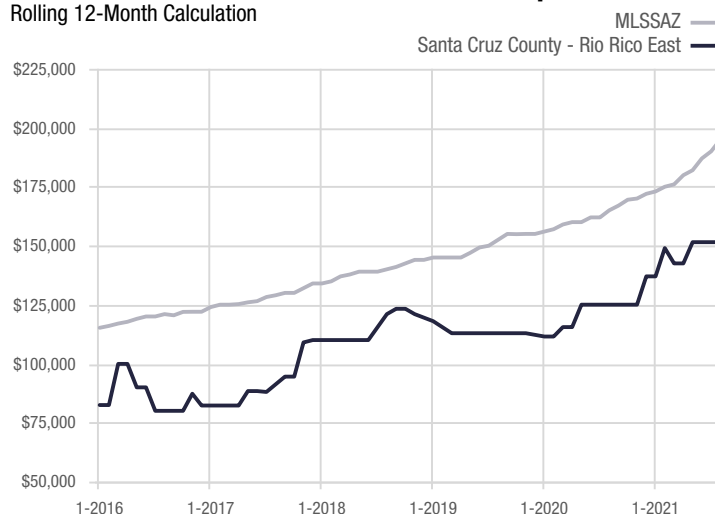
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Santa Cruz County - Rio Rico West

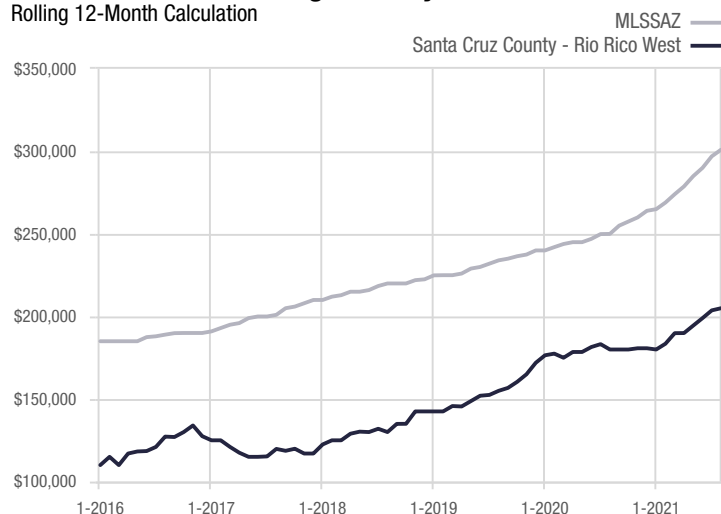
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	5	14	+ 180.0%	66	91	+ 37.9%
Pending Sales	4	9	+ 125.0%	64	72	+ 12.5%
Closed Sales	8	7	- 12.5%	55	63	+ 14.5%
Days on Market Until Sale	7	12	+ 71.4%	60	14	- 76.7%
Median Sales Price*	\$167,000	\$269,950	+ 61.6%	\$178,000	\$224,900	+ 26.3%
Average Sales Price*	\$166,325	\$259,136	+ 55.8%	\$202,380	\$230,260	+ 13.8%
Percent of List Price Received*	97.9%	99.5%	+ 1.6%	98.7%	99.6%	+ 0.9%
Inventory of Homes for Sale	7	9	+ 28.6%	—	—	—
Months Supply of Inventory	1.0	1.2	+ 20.0%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	0	1	—	0	1	—
Pending Sales	0	1	—	0	1	—
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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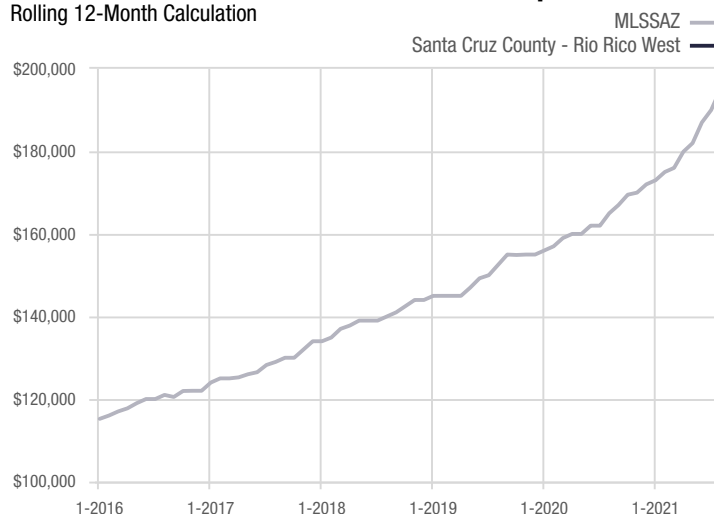
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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MULTIPLE LISTING SERVICE OF
SOUTHERN ARIZONA

Santa Cruz County - Santa Cruz County

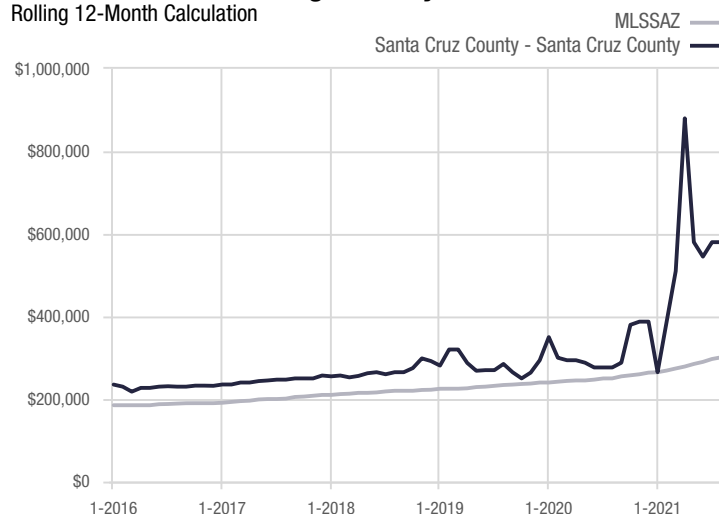
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	0	1	—	5	6	+ 20.0%
Pending Sales	0	0	0.0%	2	7	+ 250.0%
Closed Sales	0	2	—	3	8	+ 166.7%
Days on Market Until Sale	—	620	—	244	237	- 2.9%
Median Sales Price*	—	\$480,000	—	\$265,000	\$702,500	+ 165.1%
Average Sales Price*	—	\$480,000	—	\$430,000	\$732,972	+ 70.5%
Percent of List Price Received*	—	83.2%	—	87.8%	91.0%	+ 3.6%
Inventory of Homes for Sale	11	5	- 54.5%	—	—	—
Months Supply of Inventory	5.5	4.5	- 18.2%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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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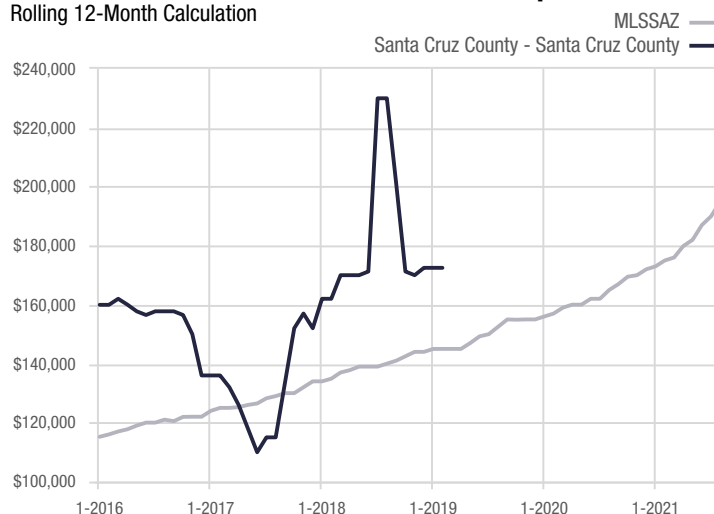
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

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Local Market Update – August 2021

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Santa Cruz County - Sonoita

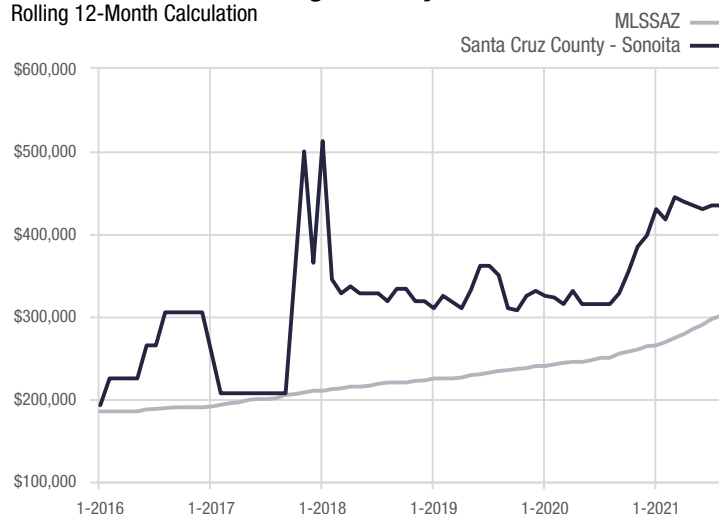
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	3	2	- 33.3%	23	19	- 17.4%
Pending Sales	5	1	- 80.0%	22	23	+ 4.5%
Closed Sales	5	1	- 80.0%	18	20	+ 11.1%
Days on Market Until Sale	258	8	- 96.9%	167	107	- 35.9%
Median Sales Price*	\$267,500	\$385,000	+ 43.9%	\$312,500	\$437,000	+ 39.8%
Average Sales Price*	\$356,690	\$385,000	+ 7.9%	\$386,819	\$529,502	+ 36.9%
Percent of List Price Received*	93.2%	101.3%	+ 8.7%	95.6%	97.5%	+ 2.0%
Inventory of Homes for Sale	14	6	- 57.1%	—	—	—
Months Supply of Inventory	4.7	2.1	- 55.3%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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	1	0	- 100.0%	—	—	—
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.

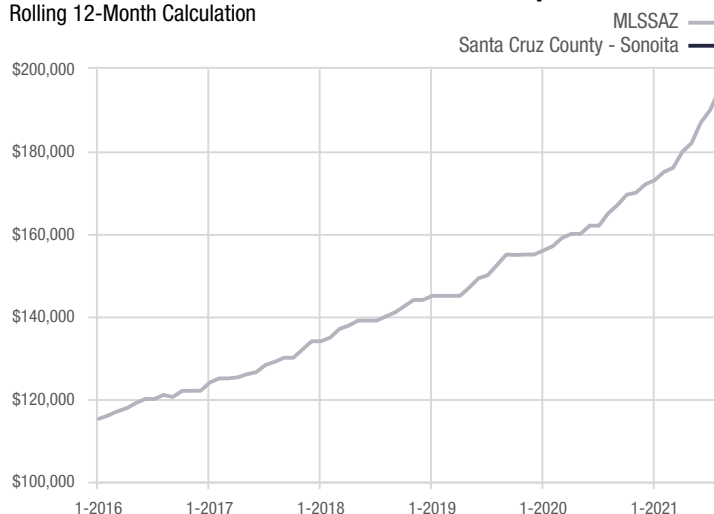
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Santa Cruz County - Tubac East

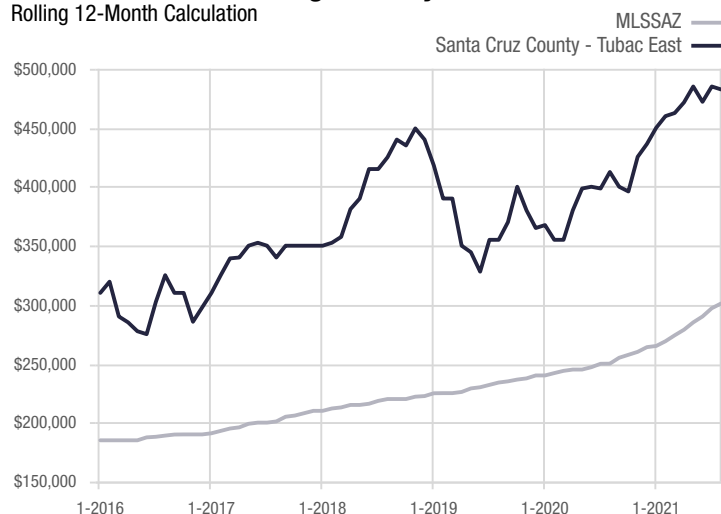
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	6	7	+ 16.7%	39	51	+ 30.8%
Pending Sales	6	5	- 16.7%	36	44	+ 22.2%
Closed Sales	6	5	- 16.7%	35	35	0.0%
Days on Market Until Sale	180	93	- 48.3%	96	79	- 17.7%
Median Sales Price*	\$498,750	\$512,000	+ 2.7%	\$400,000	\$512,000	+ 28.0%
Average Sales Price*	\$500,583	\$474,025	- 5.3%	\$430,137	\$555,126	+ 29.1%
Percent of List Price Received*	97.2%	94.8%	- 2.5%	98.0%	96.9%	- 1.1%
Inventory of Homes for Sale	25	14	- 44.0%	—	—	—
Months Supply of Inventory	6.4	2.5	- 60.9%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	1	4	+ 300.0%	29	27	- 6.9%
Pending Sales	3	4	+ 33.3%	20	27	+ 35.0%
Closed Sales	1	2	+ 100.0%	20	22	+ 10.0%
Days on Market Until Sale	156	5	- 96.8%	120	83	- 30.8%
Median Sales Price*	\$220,000	\$247,500	+ 12.5%	\$178,750	\$222,500	+ 24.5%
Average Sales Price*	\$220,000	\$247,500	+ 12.5%	\$203,445	\$239,710	+ 17.8%
Percent of List Price Received*	95.7%	93.1%	- 2.7%	96.4%	96.8%	+ 0.4%
Inventory of Homes for Sale	16	3	- 81.3%	—	—	—
Months Supply of Inventory	5.6	0.7	- 87.5%	—	—	—

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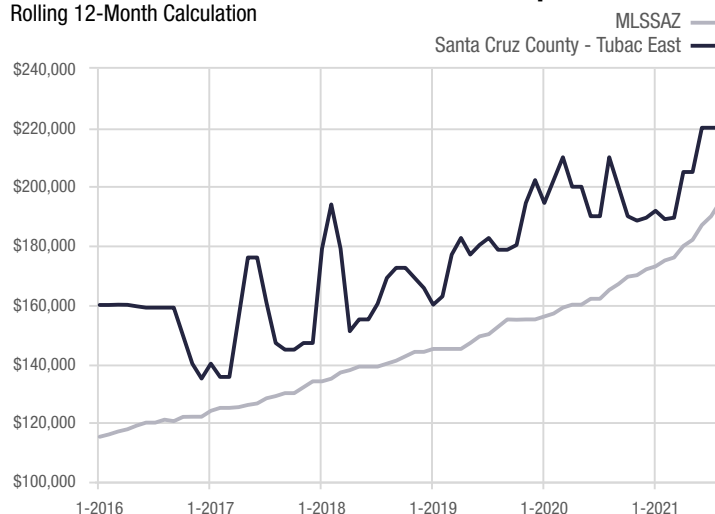
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Santa Cruz County - Tubac West

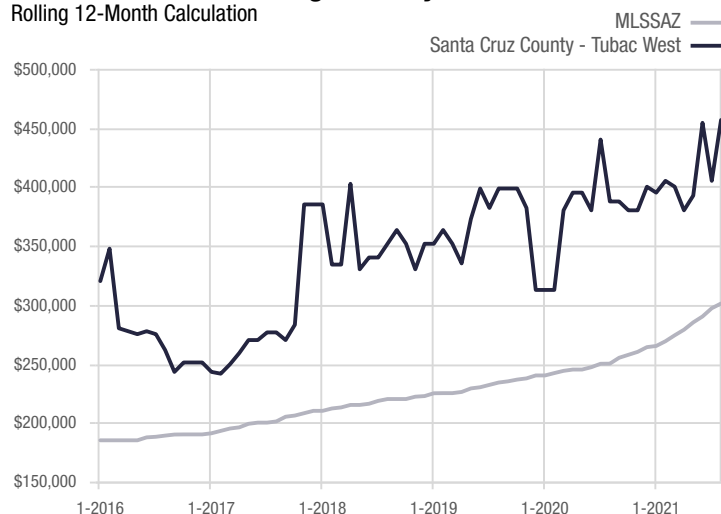
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	1	0	- 100.0%	10	9	- 10.0%
Pending Sales	2	0	- 100.0%	16	8	- 50.0%
Closed Sales	2	1	- 50.0%	16	10	- 37.5%
Days on Market Until Sale	42	21	- 50.0%	133	31	- 76.7%
Median Sales Price*	\$310,000	\$661,048	+ 113.2%	\$440,000	\$542,500	+ 23.3%
Average Sales Price*	\$310,000	\$661,048	+ 113.2%	\$452,850	\$541,239	+ 19.5%
Percent of List Price Received*	89.6%	103.3%	+ 15.3%	96.5%	100.6%	+ 4.2%
Inventory of Homes for Sale	3	5	+ 66.7%	—	—	—
Months Supply of Inventory	1.4	3.8	+ 171.4%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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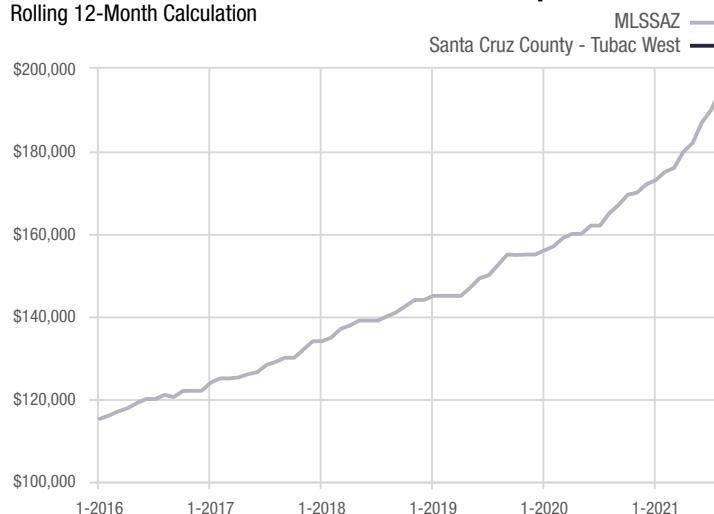
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Santa Cruz County - Tumacacori - Carmen

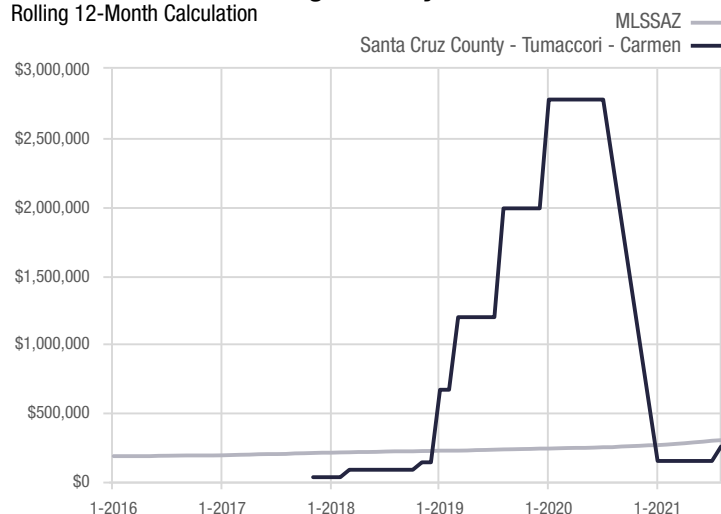
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	1	0	- 100.0%	1	1	0.0%
Pending Sales	0	0	0.0%	0	3	—
Closed Sales	0	2	—	0	3	—
Days on Market Until Sale	—	163	—	—	130	—
Median Sales Price*	—	\$677,500	—	—	\$255,000	—
Average Sales Price*	—	\$677,500	—	—	\$501,667	—
Percent of List Price Received*	—	95.0%	—	—	96.7%	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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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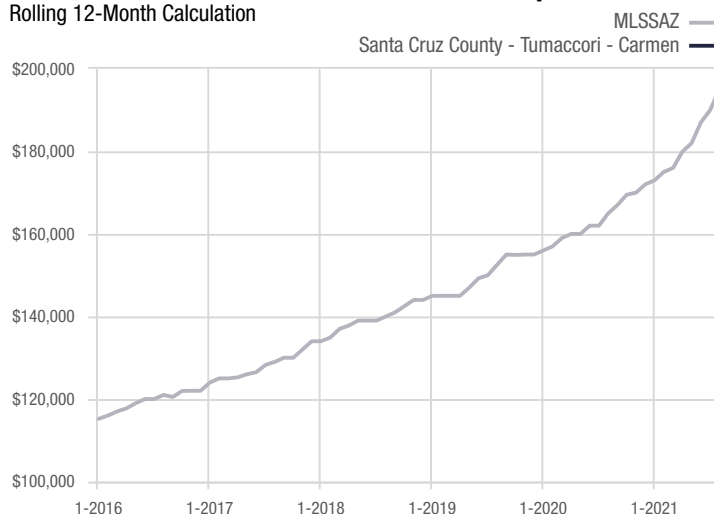
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - Benson / St. David

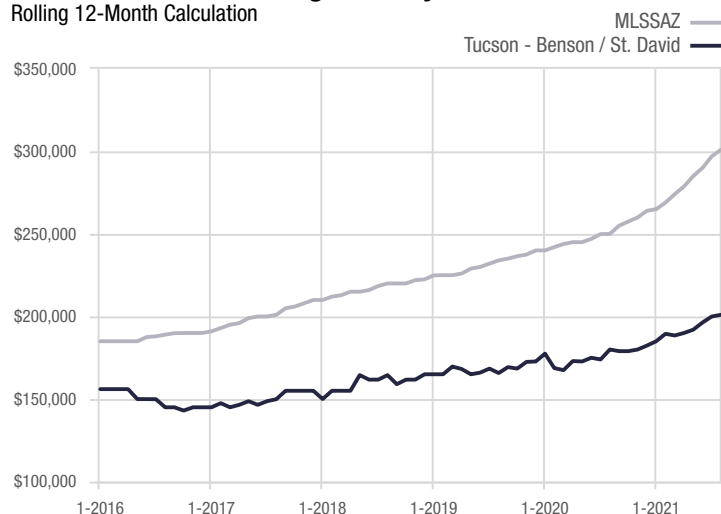
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	8	21	+ 162.5%	88	149	+ 69.3%
Pending Sales	16	12	- 25.0%	76	109	+ 43.4%
Closed Sales	8	13	+ 62.5%	66	104	+ 57.6%
Days on Market Until Sale	34	19	- 44.1%	57	37	- 35.1%
Median Sales Price*	\$227,500	\$245,000	+ 7.7%	\$179,500	\$205,500	+ 14.5%
Average Sales Price*	\$220,925	\$244,154	+ 10.5%	\$193,132	\$232,799	+ 20.5%
Percent of List Price Received*	97.2%	97.3%	+ 0.1%	97.0%	98.3%	+ 1.3%
Inventory of Homes for Sale	23	35	+ 52.2%	—	—	—
Months Supply of Inventory	2.6	2.7	+ 3.8%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	0	0	0.0%	2	0	- 100.0%
Pending Sales	1	0	- 100.0%	2	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	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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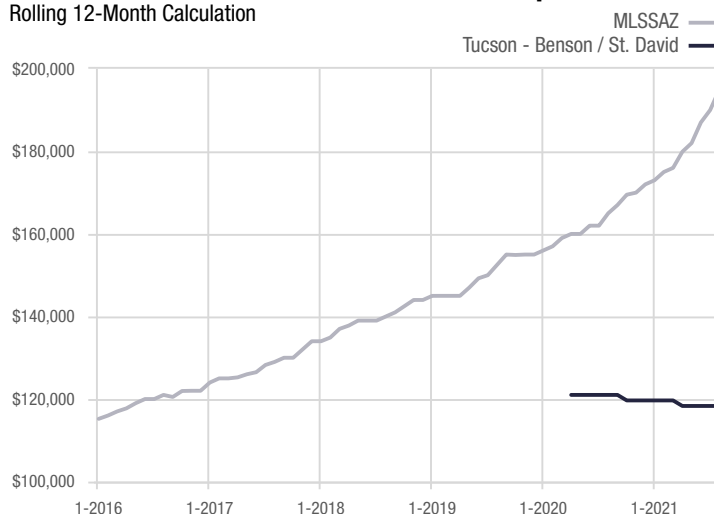
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - Central

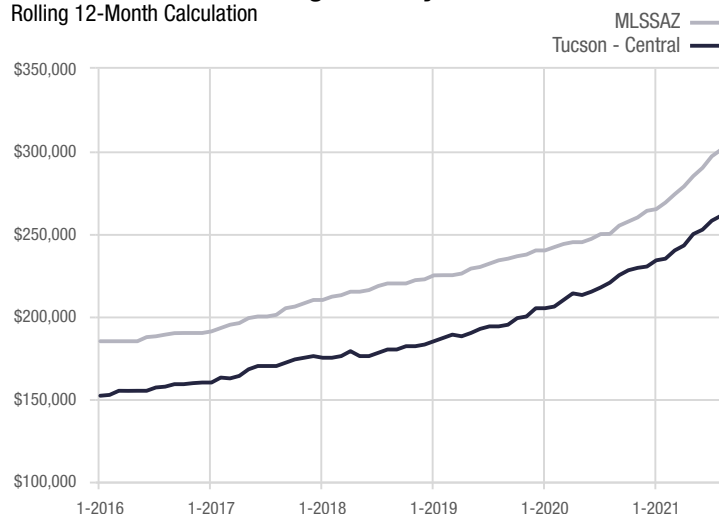
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	238	254	+ 6.7%	1,763	1,780	+ 1.0%
Pending Sales	189	216	+ 14.3%	1,442	1,485	+ 3.0%
Closed Sales	150	174	+ 16.0%	1,349	1,426	+ 5.7%
Days on Market Until Sale	31	11	- 64.5%	31	16	- 48.4%
Median Sales Price*	\$240,000	\$288,000	+ 20.0%	\$226,777	\$275,000	+ 21.3%
Average Sales Price*	\$262,222	\$315,207	+ 20.2%	\$254,609	\$315,926	+ 24.1%
Percent of List Price Received*	99.2%	101.0%	+ 1.8%	98.9%	101.2%	+ 2.3%
Inventory of Homes for Sale	279	223	- 20.1%	—	—	—
Months Supply of Inventory	1.7	1.2	- 29.4%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	55	58	+ 5.5%	406	470	+ 15.8%
Pending Sales	43	60	+ 39.5%	332	429	+ 29.2%
Closed Sales	49	51	+ 4.1%	302	388	+ 28.5%
Days on Market Until Sale	15	12	- 20.0%	27	17	- 37.0%
Median Sales Price*	\$149,000	\$175,000	+ 17.4%	\$140,048	\$175,825	+ 25.5%
Average Sales Price*	\$155,767	\$187,601	+ 20.4%	\$150,706	\$184,902	+ 22.7%
Percent of List Price Received*	99.7%	101.8%	+ 2.1%	98.0%	101.8%	+ 3.9%
Inventory of Homes for Sale	59	43	- 27.1%	—	—	—
Months Supply of Inventory	1.6	0.9	- 43.8%	—	—	—

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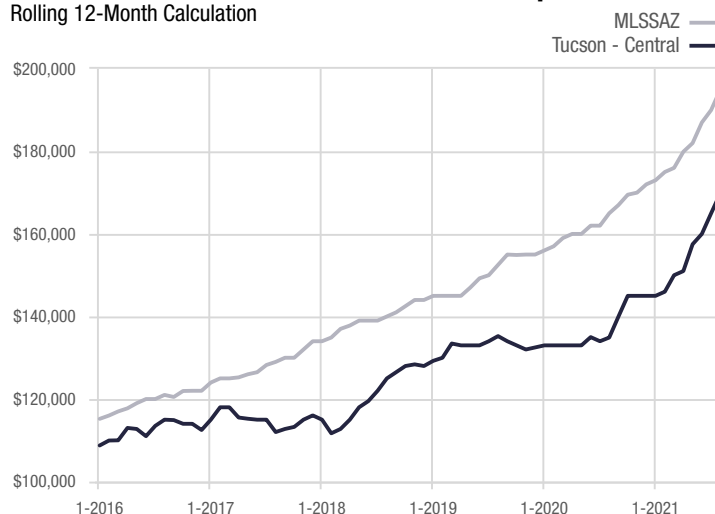
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - East

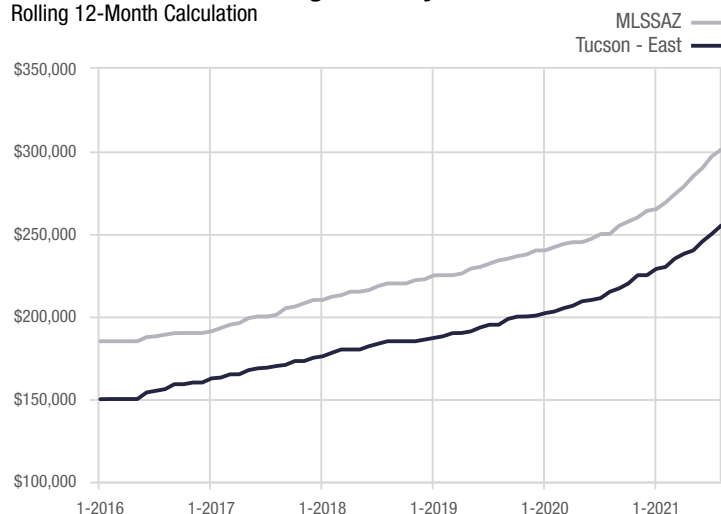
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	161	173	+ 7.5%	1,209	1,314	+ 8.7%
Pending Sales	146	157	+ 7.5%	1,112	1,194	+ 7.4%
Closed Sales	131	132	+ 0.8%	1,027	1,118	+ 8.9%
Days on Market Until Sale	18	8	- 55.6%	24	12	- 50.0%
Median Sales Price*	\$237,500	\$287,250	+ 20.9%	\$219,000	\$265,000	+ 21.0%
Average Sales Price*	\$256,482	\$328,000	+ 27.9%	\$236,304	\$289,722	+ 22.6%
Percent of List Price Received*	100.6%	102.4%	+ 1.8%	99.4%	101.6%	+ 2.2%
Inventory of Homes for Sale	101	120	+ 18.8%	—	—	—
Months Supply of Inventory	0.8	0.8	0.0%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	34	30	- 11.8%	273	296	+ 8.4%
Pending Sales	31	40	+ 29.0%	256	288	+ 12.5%
Closed Sales	34	29	- 14.7%	235	268	+ 14.0%
Days on Market Until Sale	19	8	- 57.9%	29	11	- 62.1%
Median Sales Price*	\$167,650	\$186,000	+ 10.9%	\$145,000	\$172,750	+ 19.1%
Average Sales Price*	\$161,990	\$180,207	+ 11.2%	\$137,475	\$169,960	+ 23.6%
Percent of List Price Received*	100.9%	101.5%	+ 0.6%	99.1%	101.4%	+ 2.3%
Inventory of Homes for Sale	29	12	- 58.6%	—	—	—
Months Supply of Inventory	1.0	0.4	- 60.0%	—	—	—

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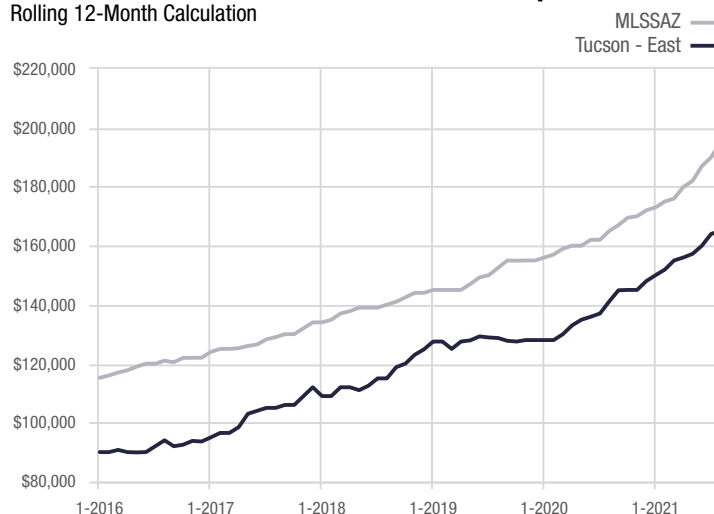
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - Extended Northeast

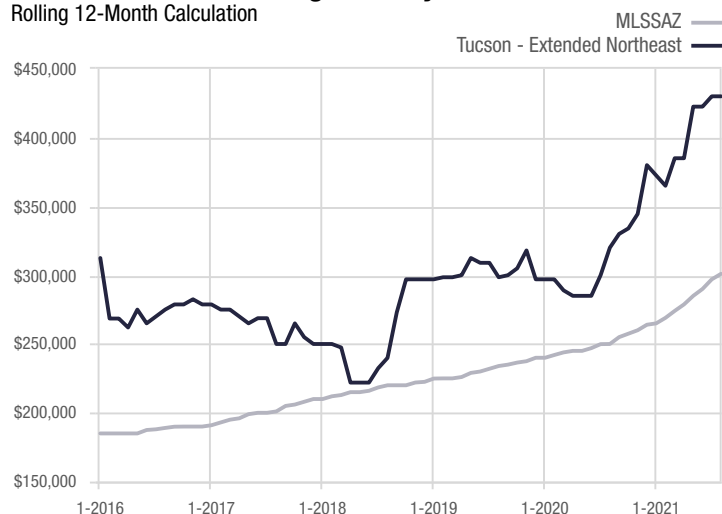
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	1	0	- 100.0%	25	13	- 48.0%
Pending Sales	4	2	- 50.0%	18	13	- 27.8%
Closed Sales	3	3	0.0%	14	12	- 14.3%
Days on Market Until Sale	262	22	- 91.6%	91	56	- 38.5%
Median Sales Price*	\$355,000	\$390,000	+ 9.9%	\$325,000	\$387,500	+ 19.2%
Average Sales Price*	\$393,333	\$401,667	+ 2.1%	\$324,329	\$457,250	+ 41.0%
Percent of List Price Received*	93.4%	100.0%	+ 7.1%	94.9%	97.6%	+ 2.8%
Inventory of Homes for Sale	8	2	- 75.0%	—	—	—
Months Supply of Inventory	3.1	0.8	- 74.2%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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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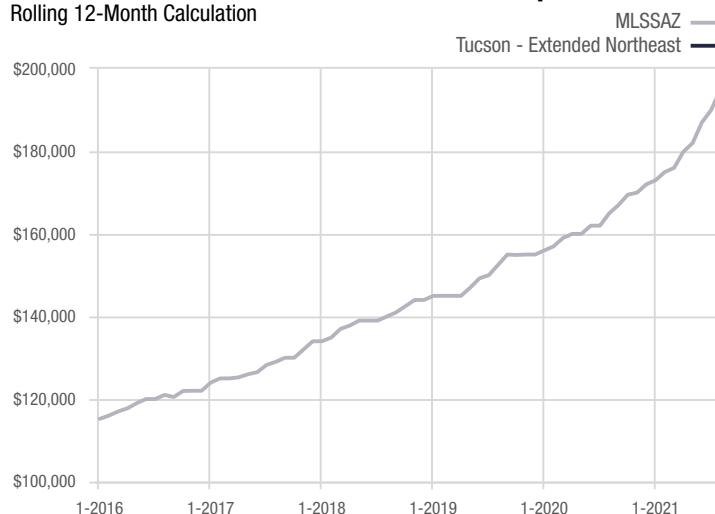
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - Extended Northwest

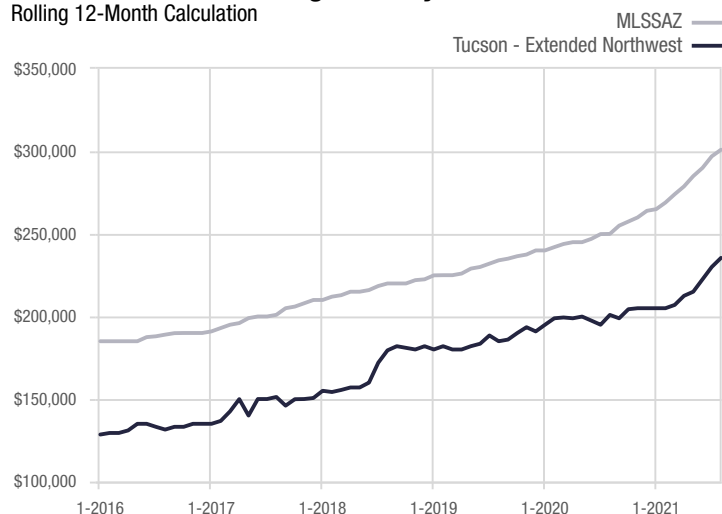
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	6	13	+ 116.7%	58	70	+ 20.7%
Pending Sales	7	11	+ 57.1%	61	63	+ 3.3%
Closed Sales	12	8	- 33.3%	57	56	- 1.8%
Days on Market Until Sale	16	15	- 6.3%	22	7	- 68.2%
Median Sales Price*	\$213,500	\$284,000	+ 33.0%	\$202,000	\$250,000	+ 23.8%
Average Sales Price*	\$217,783	\$285,250	+ 31.0%	\$201,270	\$251,162	+ 24.8%
Percent of List Price Received*	99.3%	101.9%	+ 2.6%	99.5%	101.4%	+ 1.9%
Inventory of Homes for Sale	1	5	+ 400.0%	—	—	—
Months Supply of Inventory	0.1	0.7	+ 600.0%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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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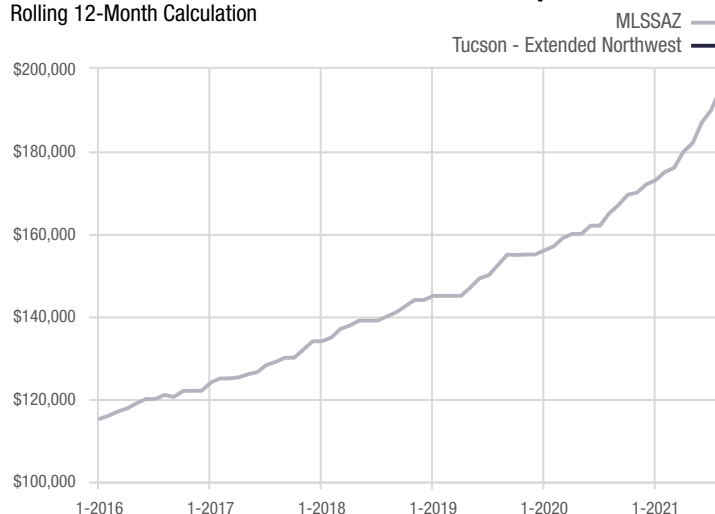
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - Extended Southeast

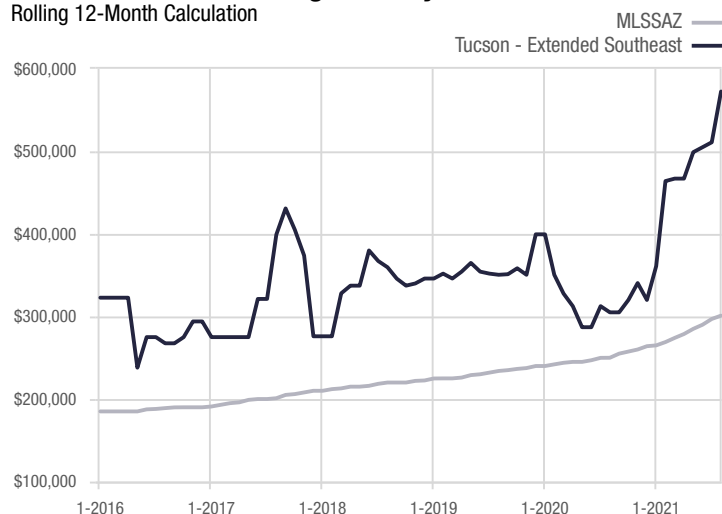
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	1	2	+ 100.0%	11	6	- 45.5%
Pending Sales	0	2	—	10	10	0.0%
Closed Sales	2	1	- 50.0%	11	10	- 9.1%
Days on Market Until Sale	29	612	+ 2,010.3%	77	201	+ 161.0%
Median Sales Price*	\$343,125	\$790,000	+ 130.2%	\$305,000	\$625,000	+ 104.9%
Average Sales Price*	\$343,125	\$790,000	+ 130.2%	\$337,510	\$630,450	+ 86.8%
Percent of List Price Received*	96.6%	99.3%	+ 2.8%	94.3%	97.1%	+ 3.0%
Inventory of Homes for Sale	6	2	- 66.7%	—	—	—
Months Supply of Inventory	2.6	1.3	- 50.0%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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	—	—	—	—	—	—

* 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.

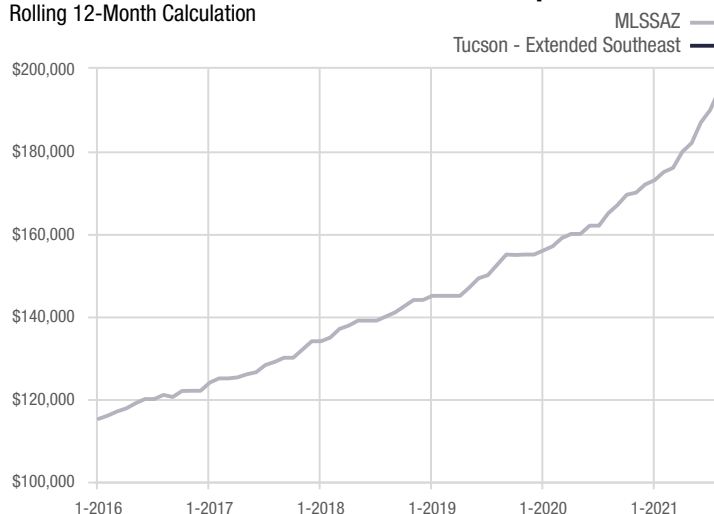
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - Extended Southwest

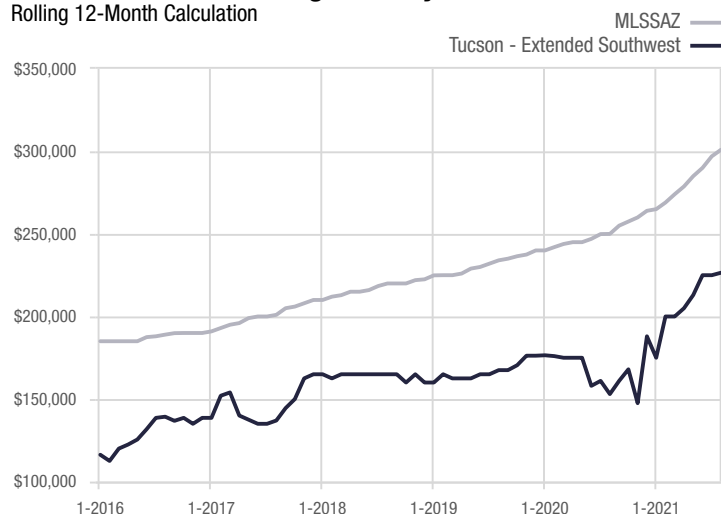
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	3	1	- 66.7%	23	21	- 8.7%
Pending Sales	2	4	+ 100.0%	17	21	+ 23.5%
Closed Sales	1	2	+ 100.0%	14	19	+ 35.7%
Days on Market Until Sale	12	7	- 41.7%	53	39	- 26.4%
Median Sales Price*	\$249,000	\$280,450	+ 12.6%	\$142,550	\$228,000	+ 59.9%
Average Sales Price*	\$249,000	\$280,450	+ 12.6%	\$152,543	\$226,703	+ 48.6%
Percent of List Price Received*	100.0%	98.2%	- 1.8%	97.3%	99.1%	+ 1.8%
Inventory of Homes for Sale	4	1	- 75.0%	—	—	—
Months Supply of Inventory	1.8	0.4	- 77.8%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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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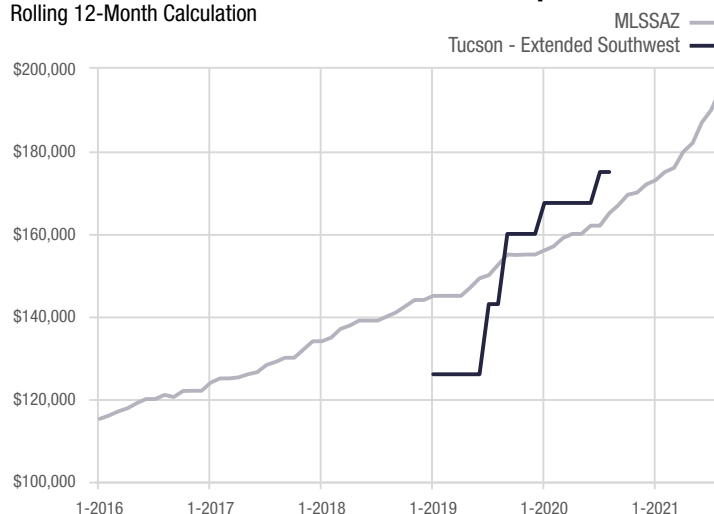
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - Extended West

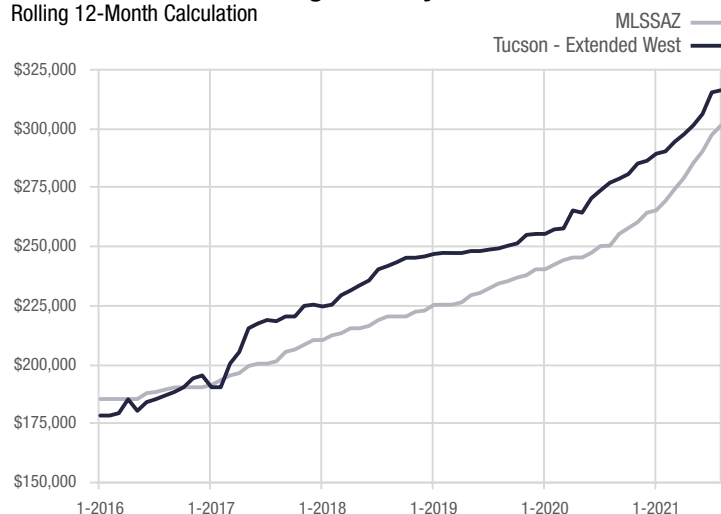
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	51	50	- 2.0%	394	376	- 4.6%
Pending Sales	69	49	- 29.0%	409	323	- 21.0%
Closed Sales	41	29	- 29.3%	349	275	- 21.2%
Days on Market Until Sale	43	15	- 65.1%	68	15	- 77.9%
Median Sales Price*	\$292,500	\$340,000	+ 16.2%	\$279,000	\$335,000	+ 20.1%
Average Sales Price*	\$298,034	\$341,873	+ 14.7%	\$284,636	\$340,955	+ 19.8%
Percent of List Price Received*	99.8%	99.7%	- 0.1%	99.1%	100.8%	+ 1.7%
Inventory of Homes for Sale	34	56	+ 64.7%	—	—	—
Months Supply of Inventory	0.8	1.5	+ 87.5%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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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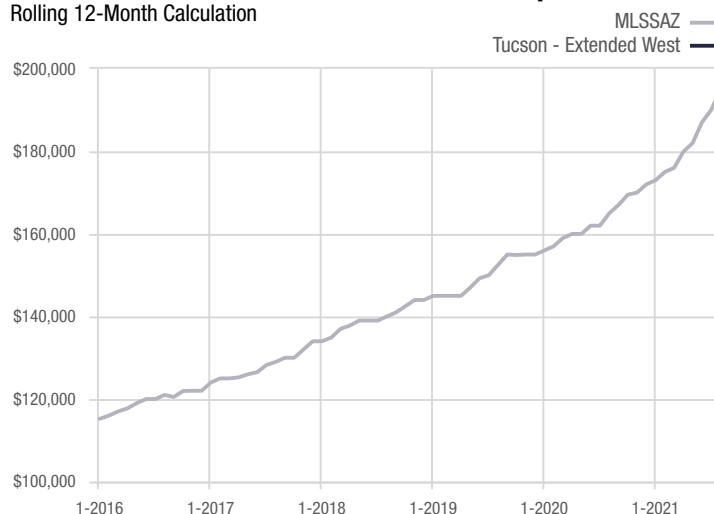
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - North

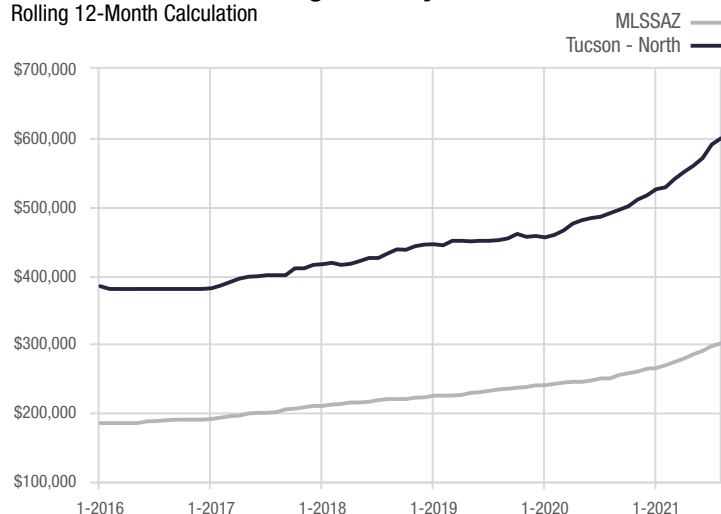
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	117	112	- 4.3%	1,029	954	- 7.3%
Pending Sales	108	95	- 12.0%	811	824	+ 1.6%
Closed Sales	107	74	- 30.8%	772	806	+ 4.4%
Days on Market Until Sale	49	14	- 71.4%	44	23	- 47.7%
Median Sales Price*	\$512,000	\$625,000	+ 22.1%	\$505,000	\$625,950	+ 24.0%
Average Sales Price*	\$685,159	\$685,651	+ 0.1%	\$577,578	\$752,918	+ 30.4%
Percent of List Price Received*	98.4%	101.5%	+ 3.2%	97.8%	100.9%	+ 3.2%
Inventory of Homes for Sale	180	118	- 34.4%	—	—	—
Months Supply of Inventory	2.0	1.2	- 40.0%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	64	44	- 31.3%	494	494	0.0%
Pending Sales	64	47	- 26.6%	432	464	+ 7.4%
Closed Sales	50	50	0.0%	400	469	+ 17.3%
Days on Market Until Sale	29	9	- 69.0%	30	14	- 53.3%
Median Sales Price*	\$206,450	\$279,050	+ 35.2%	\$195,000	\$248,000	+ 27.2%
Average Sales Price*	\$227,354	\$324,775	+ 42.8%	\$220,924	\$284,401	+ 28.7%
Percent of List Price Received*	99.2%	100.2%	+ 1.0%	98.3%	100.8%	+ 2.5%
Inventory of Homes for Sale	56	38	- 32.1%	—	—	—
Months Supply of Inventory	1.1	0.7	- 36.4%	—	—	—

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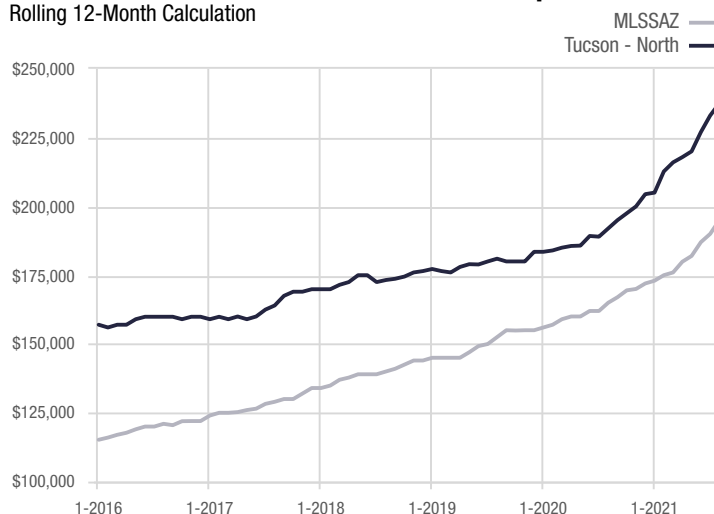
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - Northeast

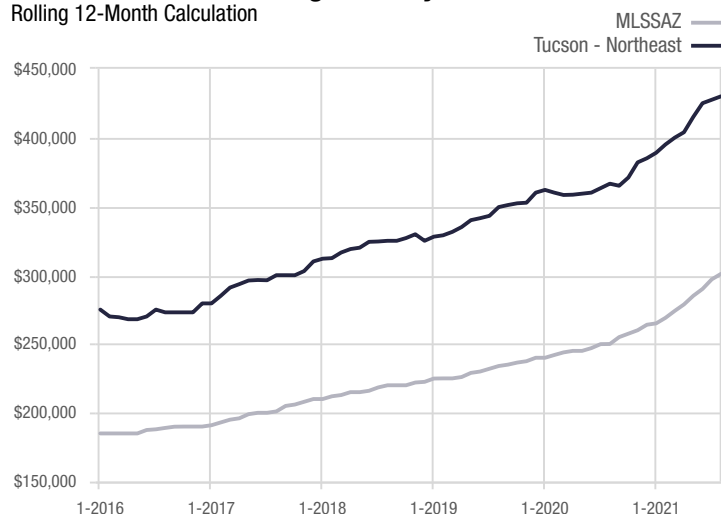
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	78	56	- 28.2%	511	533	+ 4.3%
Pending Sales	80	54	- 32.5%	447	490	+ 9.6%
Closed Sales	55	61	+ 10.9%	393	472	+ 20.1%
Days on Market Until Sale	28	14	- 50.0%	35	15	- 57.1%
Median Sales Price*	\$378,000	\$470,000	+ 24.3%	\$370,000	\$450,870	+ 21.9%
Average Sales Price*	\$430,618	\$582,934	+ 35.4%	\$423,838	\$554,893	+ 30.9%
Percent of List Price Received*	99.5%	100.0%	+ 0.5%	98.5%	100.7%	+ 2.2%
Inventory of Homes for Sale	77	48	- 37.7%	—	—	—
Months Supply of Inventory	1.6	0.8	- 50.0%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	15	21	+ 40.0%	142	193	+ 35.9%
Pending Sales	14	19	+ 35.7%	118	178	+ 50.8%
Closed Sales	20	22	+ 10.0%	124	177	+ 42.7%
Days on Market Until Sale	20	9	- 55.0%	22	13	- 40.9%
Median Sales Price*	\$143,450	\$162,950	+ 13.6%	\$156,500	\$153,000	- 2.2%
Average Sales Price*	\$154,590	\$211,473	+ 36.8%	\$158,618	\$179,177	+ 13.0%
Percent of List Price Received*	97.7%	101.5%	+ 3.9%	97.9%	100.4%	+ 2.6%
Inventory of Homes for Sale	13	18	+ 38.5%	—	—	—
Months Supply of Inventory	0.8	0.9	+ 12.5%	—	—	—

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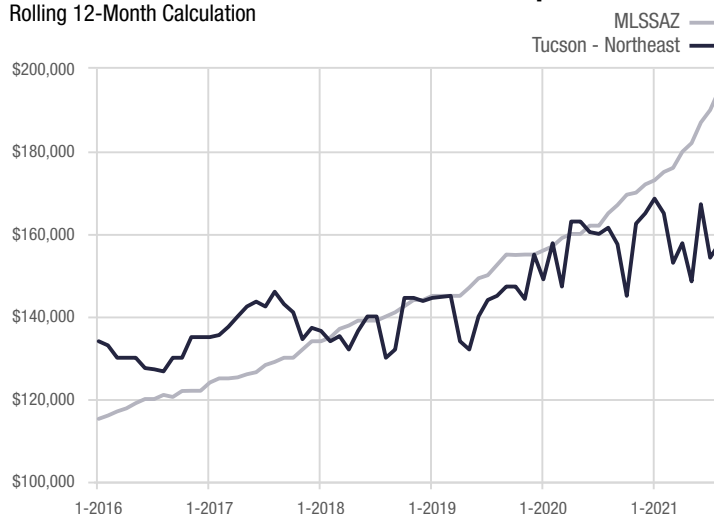
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Northwest

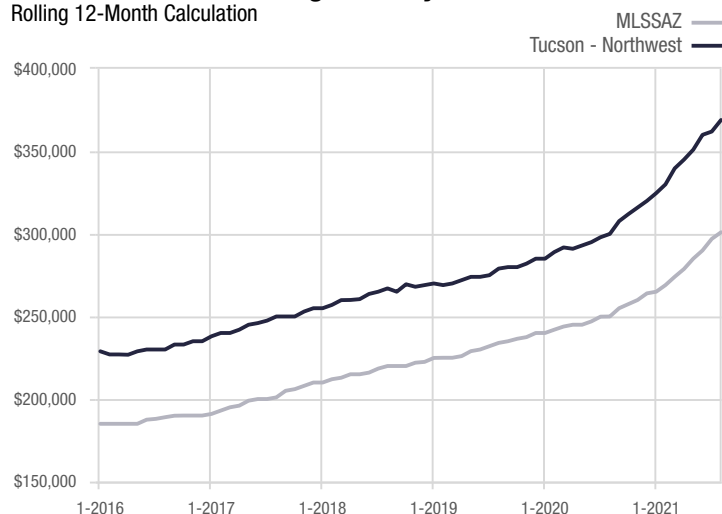
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	317	266	- 16.1%	2,297	2,347	+ 2.2%
Pending Sales	286	259	- 9.4%	2,044	2,190	+ 7.1%
Closed Sales	239	220	- 7.9%	1,918	2,130	+ 11.1%
Days on Market Until Sale	31	13	- 58.1%	38	17	- 55.3%
Median Sales Price*	\$340,000	\$408,600	+ 20.2%	\$309,995	\$386,000	+ 24.5%
Average Sales Price*	\$398,190	\$502,062	+ 26.1%	\$366,112	\$470,796	+ 28.6%
Percent of List Price Received*	99.3%	100.9%	+ 1.6%	98.8%	101.0%	+ 2.2%
Inventory of Homes for Sale	329	219	- 33.4%	—	—	—
Months Supply of Inventory	1.4	0.8	- 42.9%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	32	14	- 56.3%	261	223	- 14.6%
Pending Sales	34	16	- 52.9%	217	223	+ 2.8%
Closed Sales	30	22	- 26.7%	207	228	+ 10.1%
Days on Market Until Sale	53	12	- 77.4%	35	13	- 62.9%
Median Sales Price*	\$238,450	\$301,500	+ 26.4%	\$241,000	\$290,000	+ 20.3%
Average Sales Price*	\$264,444	\$312,491	+ 18.2%	\$253,982	\$296,048	+ 16.6%
Percent of List Price Received*	99.6%	100.8%	+ 1.2%	98.8%	101.1%	+ 2.3%
Inventory of Homes for Sale	42	8	- 81.0%	—	—	—
Months Supply of Inventory	1.6	0.3	- 81.3%	—	—	—

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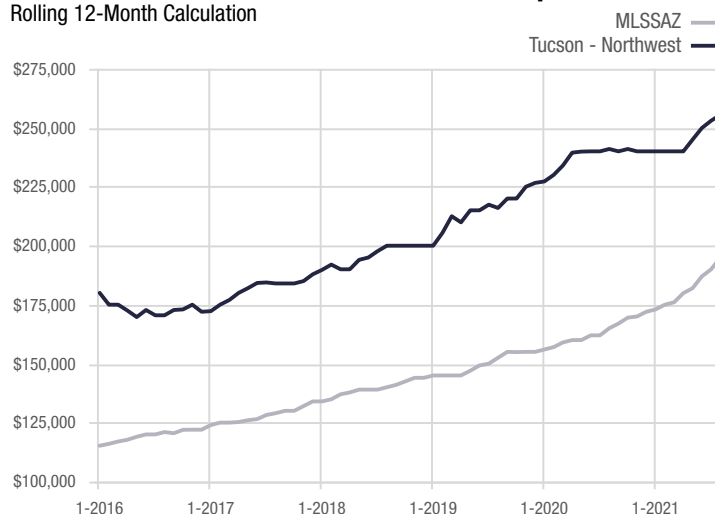
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - Pima East

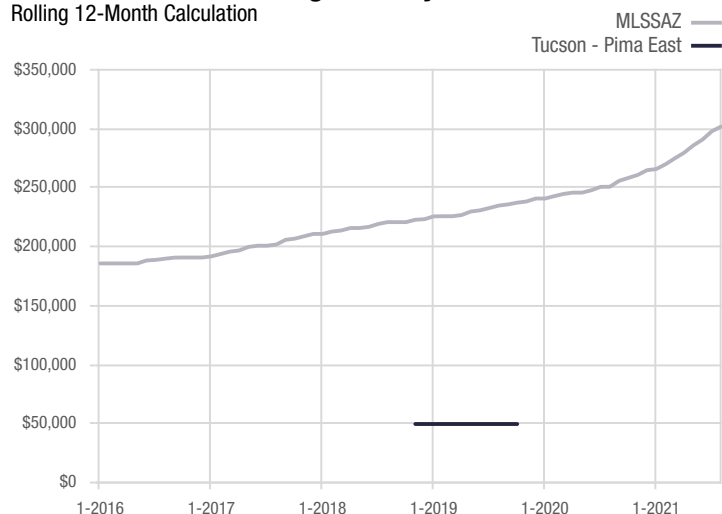
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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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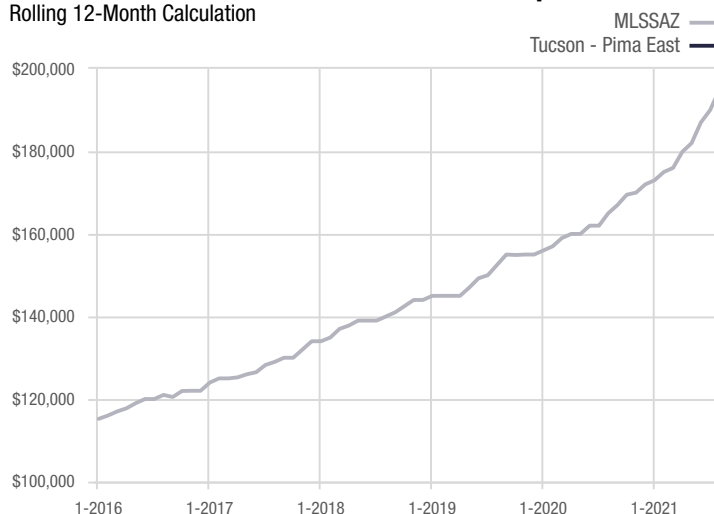
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Pima Northwest

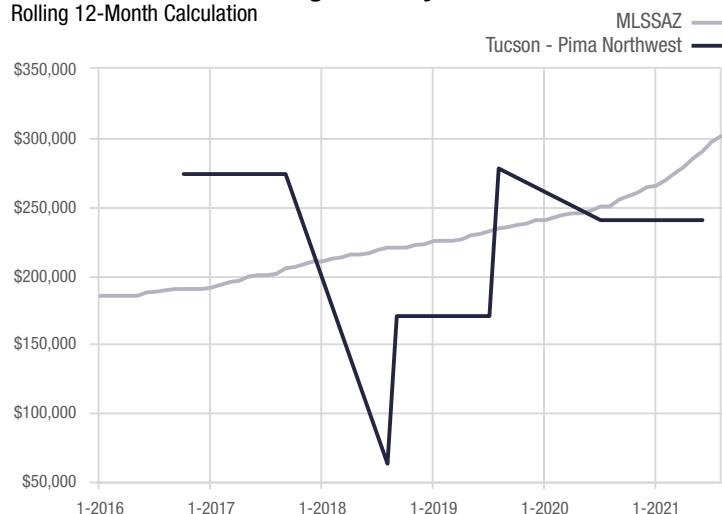
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	0	5	—	0	5	—
Pending Sales	0	0	0.0%	1	0	- 100.0%
Closed Sales	0	0	0.0%	1	0	- 100.0%
Days on Market Until Sale	—	—	—	289	—	—
Median Sales Price*	—	—	—	\$240,000	—	—
Average Sales Price*	—	—	—	\$240,000	—	—
Percent of List Price Received*	—	—	—	86.0%	—	—
Inventory of Homes for Sale	0	5	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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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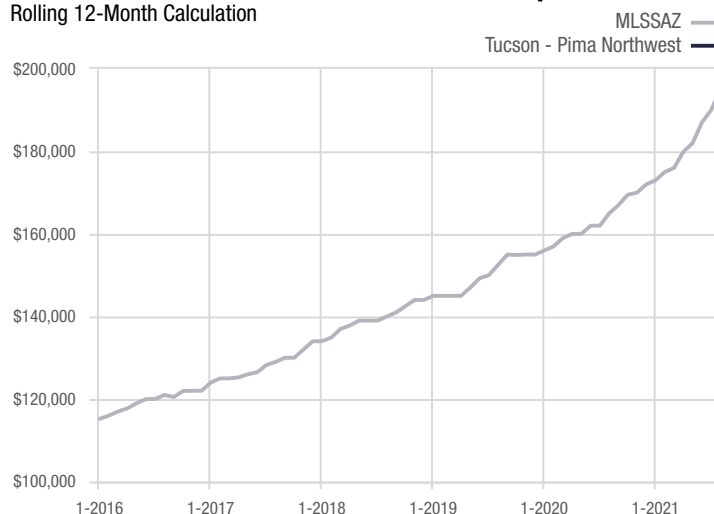
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - Pima Southwest

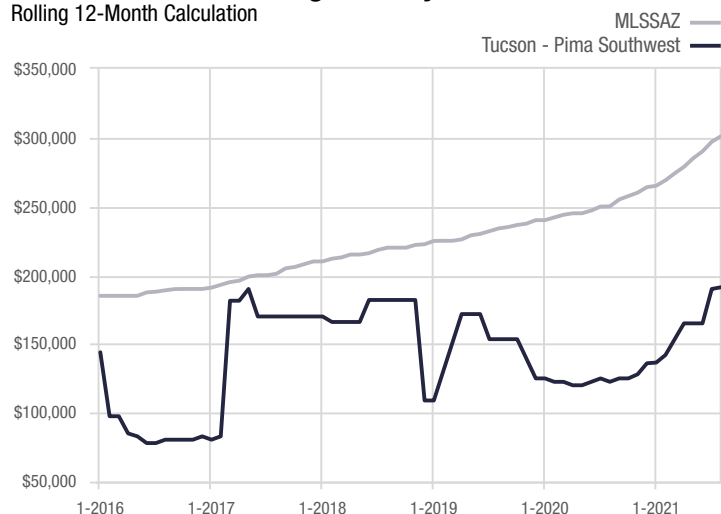
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	1	0	- 100.0%	11	5	- 54.5%
Pending Sales	1	1	0.0%	8	7	- 12.5%
Closed Sales	1	0	- 100.0%	6	7	+ 16.7%
Days on Market Until Sale	36	—	—	121	226	+ 86.8%
Median Sales Price*	\$70,000	—	—	\$107,000	\$191,250	+ 78.7%
Average Sales Price*	\$70,000	—	—	\$131,833	\$229,750	+ 74.3%
Percent of List Price Received*	77.9%	—	—	94.1%	86.8%	- 7.8%
Inventory of Homes for Sale	9	5	- 44.4%	—	—	—
Months Supply of Inventory	7.2	4.0	- 44.4%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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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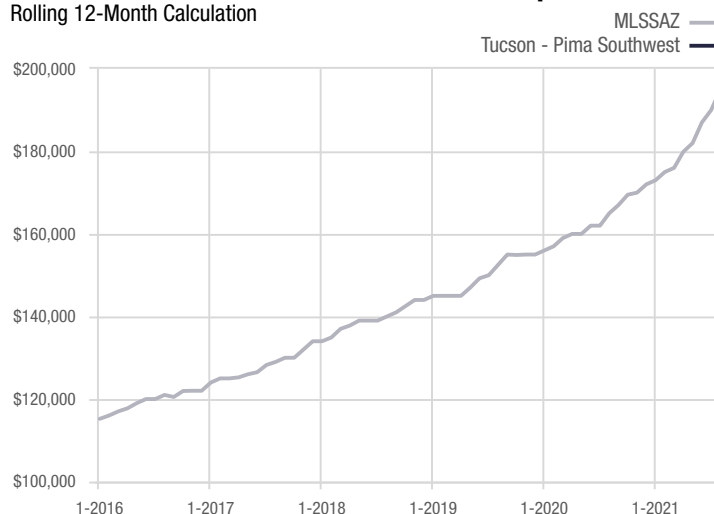
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - South

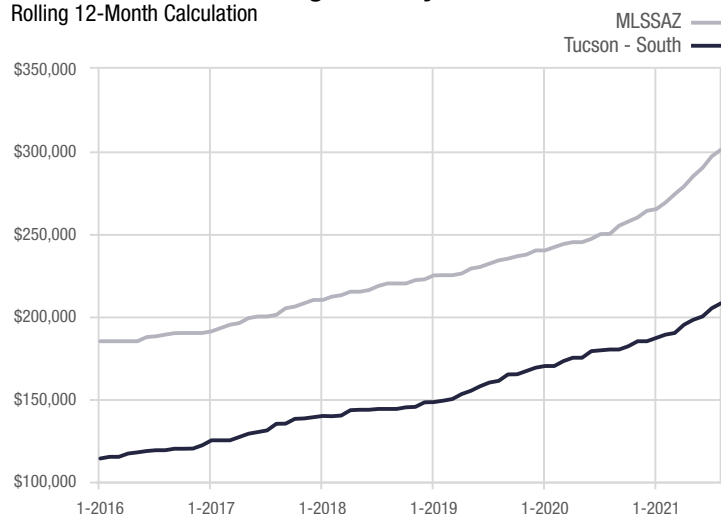
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	68	88	+ 29.4%	654	674	+ 3.1%
Pending Sales	71	78	+ 9.9%	614	600	- 2.3%
Closed Sales	67	58	- 13.4%	578	561	- 2.9%
Days on Market Until Sale	13	9	- 30.8%	26	11	- 57.7%
Median Sales Price*	\$185,000	\$232,250	+ 25.5%	\$180,000	\$215,000	+ 19.4%
Average Sales Price*	\$179,495	\$237,693	+ 32.4%	\$177,936	\$214,743	+ 20.7%
Percent of List Price Received*	99.4%	101.0%	+ 1.6%	99.2%	101.3%	+ 2.1%
Inventory of Homes for Sale	55	62	+ 12.7%	—	—	—
Months Supply of Inventory	0.7	0.9	+ 28.6%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	7	7	0.0%	45	48	+ 6.7%
Pending Sales	8	6	- 25.0%	39	46	+ 17.9%
Closed Sales	5	7	+ 40.0%	35	51	+ 45.7%
Days on Market Until Sale	4	7	+ 75.0%	18	13	- 27.8%
Median Sales Price*	\$128,000	\$160,000	+ 25.0%	\$129,000	\$155,000	+ 20.2%
Average Sales Price*	\$128,580	\$162,429	+ 26.3%	\$129,583	\$156,353	+ 20.7%
Percent of List Price Received*	99.5%	101.5%	+ 2.0%	97.7%	100.6%	+ 3.0%
Inventory of Homes for Sale	4	5	+ 25.0%	—	—	—
Months Supply of Inventory	0.9	0.9	0.0%	—	—	—

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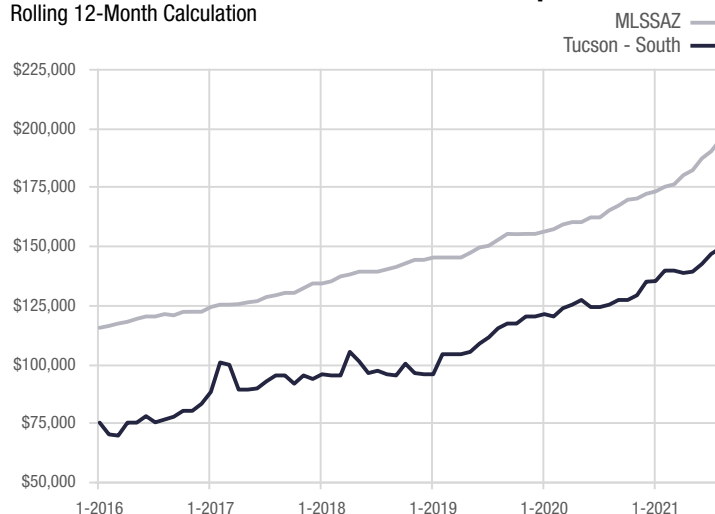
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

A Research Tool Provided by Southern Arizona MLS.

Tucson - Southeast

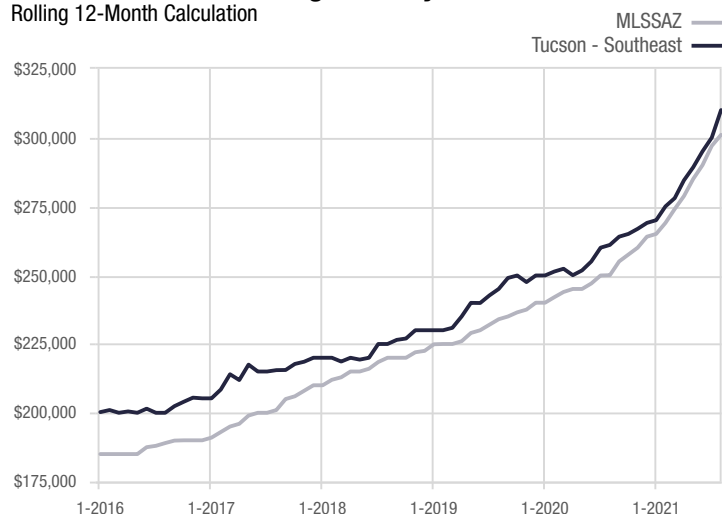
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	39	54	+ 38.5%	355	423	+ 19.2%
Pending Sales	39	48	+ 23.1%	350	392	+ 12.0%
Closed Sales	47	44	- 6.4%	329	368	+ 11.9%
Days on Market Until Sale	20	9	- 55.0%	34	14	- 58.8%
Median Sales Price*	\$264,578	\$328,750	+ 24.3%	\$265,000	\$320,000	+ 20.8%
Average Sales Price*	\$283,342	\$346,744	+ 22.4%	\$283,403	\$342,232	+ 20.8%
Percent of List Price Received*	100.1%	102.0%	+ 1.9%	99.2%	101.4%	+ 2.2%
Inventory of Homes for Sale	29	37	+ 27.6%	—	—	—
Months Supply of Inventory	0.7	0.8	+ 14.3%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	3	1	- 66.7%	10	9	- 10.0%
Pending Sales	3	1	- 66.7%	11	8	- 27.3%
Closed Sales	1	0	- 100.0%	8	5	- 37.5%
Days on Market Until Sale	2	—	—	20	4	- 80.0%
Median Sales Price*	\$165,000	—	—	\$161,500	\$200,000	+ 23.8%
Average Sales Price*	\$165,000	—	—	\$178,144	\$208,600	+ 17.1%
Percent of List Price Received*	100.0%	—	—	98.8%	100.3%	+ 1.5%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.7	—	—	—	—

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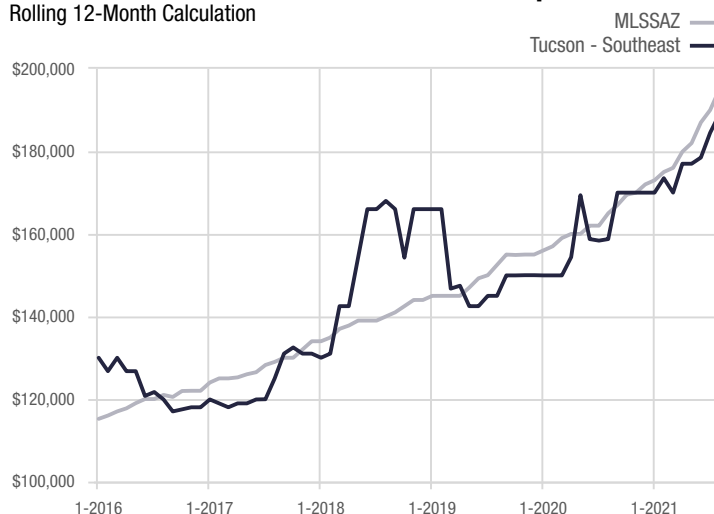
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - Southwest

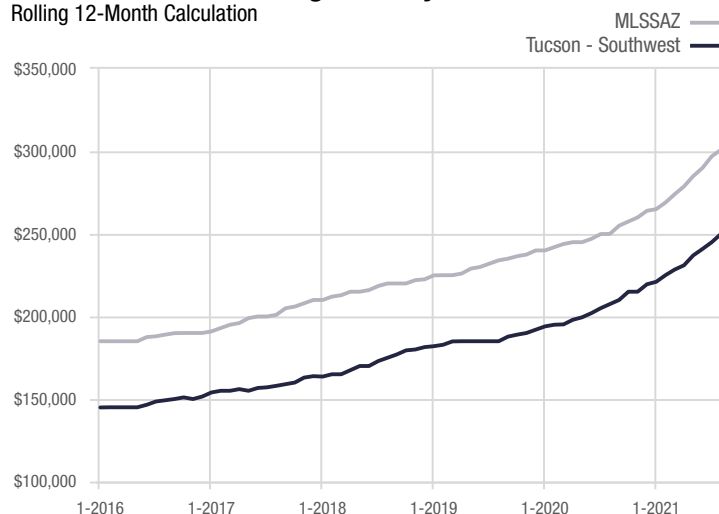
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	66	76	+ 15.2%	606	646	+ 6.6%
Pending Sales	67	81	+ 20.9%	567	601	+ 6.0%
Closed Sales	70	76	+ 8.6%	538	552	+ 2.6%
Days on Market Until Sale	37	6	- 83.8%	35	15	- 57.1%
Median Sales Price*	\$218,250	\$280,000	+ 28.3%	\$209,500	\$260,000	+ 24.1%
Average Sales Price*	\$234,265	\$293,318	+ 25.2%	\$220,397	\$270,621	+ 22.8%
Percent of List Price Received*	99.9%	101.1%	+ 1.2%	99.4%	101.3%	+ 1.9%
Inventory of Homes for Sale	59	47	- 20.3%	—	—	—
Months Supply of Inventory	0.9	0.6	- 33.3%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	6	5	- 16.7%	24	31	+ 29.2%
Pending Sales	3	4	+ 33.3%	21	29	+ 38.1%
Closed Sales	5	6	+ 20.0%	20	26	+ 30.0%
Days on Market Until Sale	17	7	- 58.8%	24	9	- 62.5%
Median Sales Price*	\$162,000	\$179,250	+ 10.6%	\$140,000	\$175,000	+ 25.0%
Average Sales Price*	\$131,400	\$173,167	+ 31.8%	\$130,815	\$159,588	+ 22.0%
Percent of List Price Received*	95.7%	102.7%	+ 7.3%	99.7%	100.8%	+ 1.1%
Inventory of Homes for Sale	4	1	- 75.0%	—	—	—
Months Supply of Inventory	1.5	0.3	- 80.0%	—	—	—

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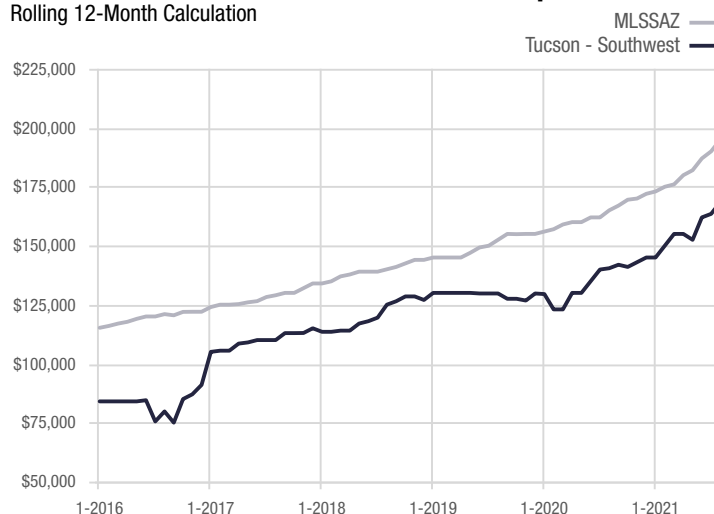
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - Upper Northwest

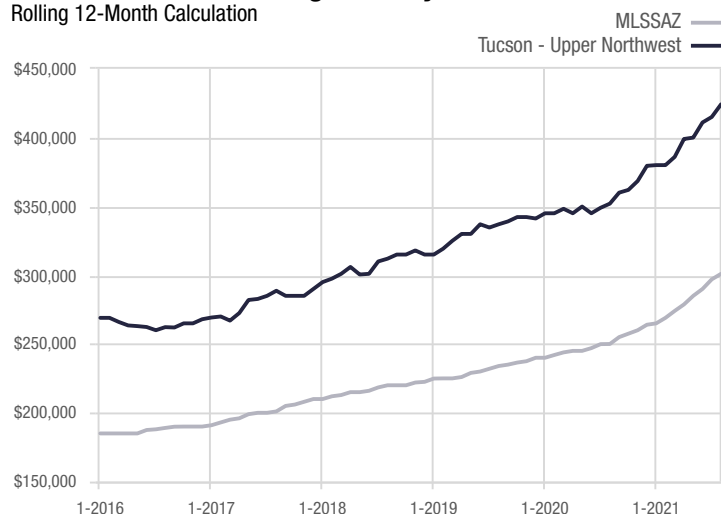
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	61	52	- 14.8%	422	445	+ 5.5%
Pending Sales	48	43	- 10.4%	347	423	+ 21.9%
Closed Sales	46	47	+ 2.2%	345	423	+ 22.6%
Days on Market Until Sale	32	13	- 59.4%	47	28	- 40.4%
Median Sales Price*	\$368,450	\$475,000	+ 28.9%	\$365,000	\$434,000	+ 18.9%
Average Sales Price*	\$399,827	\$517,076	+ 29.3%	\$379,515	\$480,322	+ 26.6%
Percent of List Price Received*	97.9%	99.6%	+ 1.7%	97.7%	99.7%	+ 2.0%
Inventory of Homes for Sale	92	56	- 39.1%	—	—	—
Months Supply of Inventory	2.1	1.1	- 47.6%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	2	2	0.0%	25	36	+ 44.0%
Pending Sales	2	3	+ 50.0%	24	37	+ 54.2%
Closed Sales	5	3	- 40.0%	23	37	+ 60.9%
Days on Market Until Sale	57	15	- 73.7%	40	30	- 25.0%
Median Sales Price*	\$290,000	\$342,500	+ 18.1%	\$290,000	\$350,000	+ 20.7%
Average Sales Price*	\$295,580	\$340,500	+ 15.2%	\$436,161	\$423,959	- 2.8%
Percent of List Price Received*	99.2%	99.8%	+ 0.6%	98.3%	99.1%	+ 0.8%
Inventory of Homes for Sale	3	0	- 100.0%	—	—	—
Months Supply of Inventory	1.2	—	—	—	—	—

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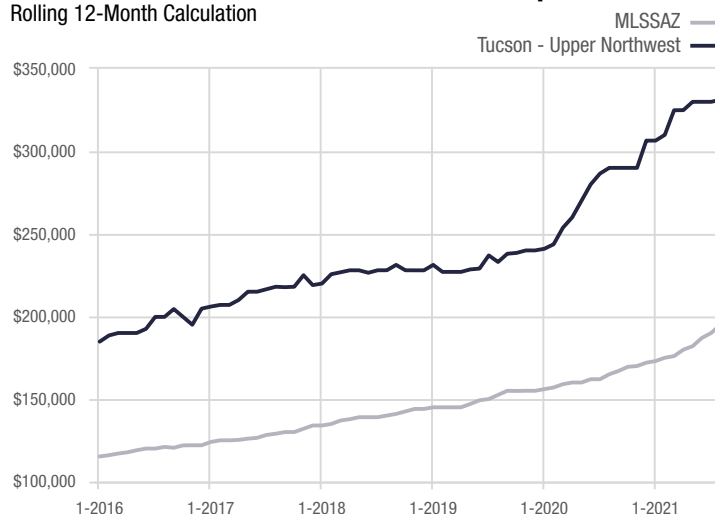
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - Upper Southeast

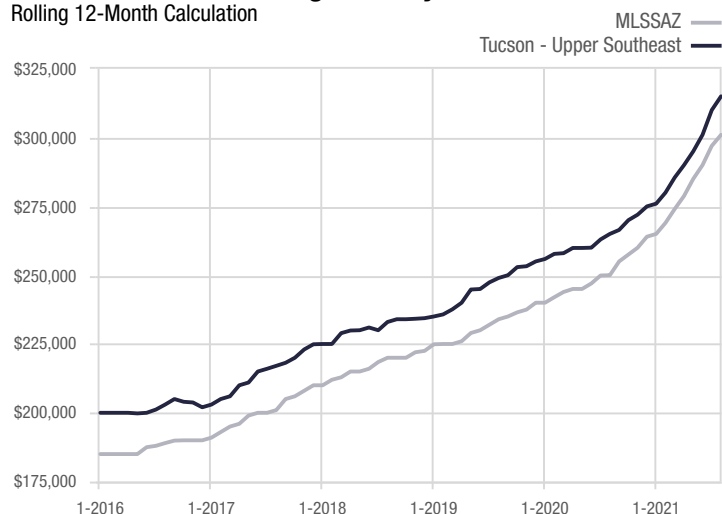
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	104	139	+ 33.7%	865	973	+ 12.5%
Pending Sales	102	114	+ 11.8%	854	899	+ 5.3%
Closed Sales	98	84	- 14.3%	815	832	+ 2.1%
Days on Market Until Sale	18	11	- 38.9%	34	14	- 58.8%
Median Sales Price*	\$281,000	\$344,950	+ 22.8%	\$265,500	\$328,235	+ 23.6%
Average Sales Price*	\$314,593	\$365,220	+ 16.1%	\$290,709	\$351,565	+ 20.9%
Percent of List Price Received*	100.2%	101.3%	+ 1.1%	99.4%	101.5%	+ 2.1%
Inventory of Homes for Sale	74	114	+ 54.1%	—	—	—
Months Supply of Inventory	0.7	1.1	+ 57.1%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	0	0	0.0%	2	1	- 50.0%
Pending Sales	0	0	0.0%	2	1	- 50.0%
Closed Sales	0	0	0.0%	2	1	- 50.0%
Days on Market Until Sale	—	—	—	30	0	- 100.0%
Median Sales Price*	—	—	—	\$195,000	\$240,000	+ 23.1%
Average Sales Price*	—	—	—	\$195,000	\$240,000	+ 23.1%
Percent of List Price Received*	—	—	—	95.7%	100.0%	+ 4.5%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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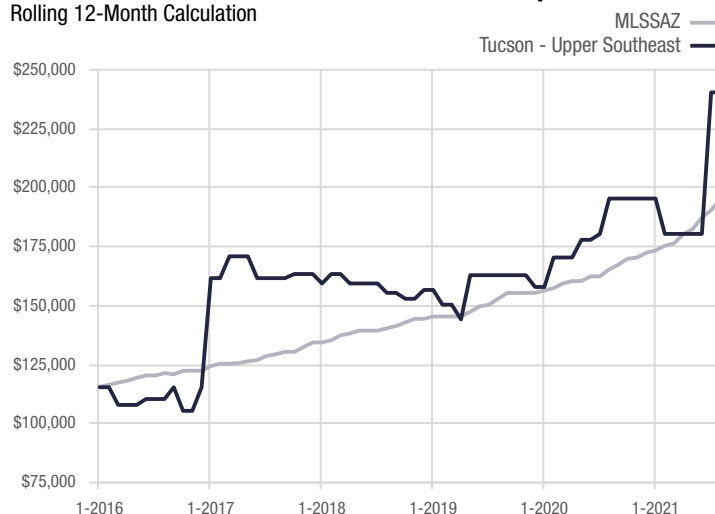
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – August 2021

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Tucson - West

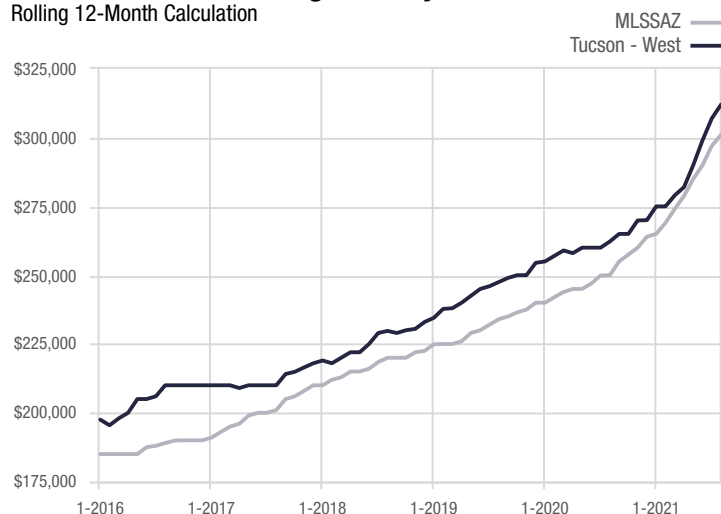
Single Family	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	122	111	- 9.0%	846	839	- 0.8%
Pending Sales	109	113	+ 3.7%	769	745	- 3.1%
Closed Sales	97	85	- 12.4%	713	725	+ 1.7%
Days on Market Until Sale	19	11	- 42.1%	29	13	- 55.2%
Median Sales Price*	\$275,000	\$319,000	+ 16.0%	\$264,000	\$322,000	+ 22.0%
Average Sales Price*	\$332,986	\$364,933	+ 9.6%	\$301,065	\$381,283	+ 26.6%
Percent of List Price Received*	99.8%	102.1%	+ 2.3%	99.0%	101.6%	+ 2.6%
Inventory of Homes for Sale	102	71	- 30.4%	—	—	—
Months Supply of Inventory	1.1	0.7	- 36.4%	—	—	—

Townhouse/Condo/Duplex	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	17	17	0.0%	114	95	- 16.7%
Pending Sales	19	15	- 21.1%	106	84	- 20.8%
Closed Sales	14	8	- 42.9%	91	87	- 4.4%
Days on Market Until Sale	21	5	- 76.2%	19	10	- 47.4%
Median Sales Price*	\$149,450	\$201,500	+ 34.8%	\$149,900	\$169,000	+ 12.7%
Average Sales Price*	\$146,823	\$182,875	+ 24.6%	\$152,443	\$165,022	+ 8.3%
Percent of List Price Received*	99.9%	103.0%	+ 3.1%	98.9%	101.0%	+ 2.1%
Inventory of Homes for Sale	6	14	+ 133.3%	—	—	—
Months Supply of Inventory	0.5	1.2	+ 140.0%	—	—	—

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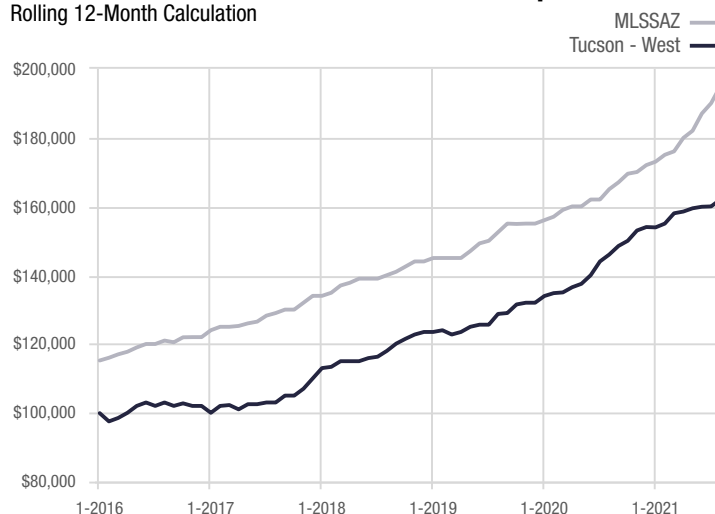
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

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