

# Monthly Indicators



## September 2021

Nationwide, existing home sales were down slightly in August, falling 2% after two consecutive months of increases, according to the National Association of REALTORS®. The decline in existing home sales coincides with rising sales prices, which have continued to soar into fall, with the median sales price of existing homes up 14.9% compared to last year. Declining affordability has had a significant impact on homebuyers, many of whom have been priced out of the market and are choosing to wait for sales prices to ease before resuming their home search.

New Listings decreased 2.3 percent for Single Family and 12.0 percent for Townhouse/Condo. Pending Sales decreased 0.5 percent for Single Family and 10.4 percent for Townhouse/Condo. Inventory decreased 7.2 percent for Single Family and 35.4 percent for Townhouse/Condo.

Median Sales Price increased 23.9 percent to \$340,000 for Single Family and 22.1 percent to \$210,000 for Townhouse/Condo. Days on Market decreased 40.7 percent for Single Family and 48.0 percent for Townhouse/Condo. Months Supply of Inventory decreased 14.3 percent for Single Family and 38.5 percent for Townhouse/Condo.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

## Quick Facts

**- 13.8%**

Change in  
**Closed Sales**  
All Properties

**+ 23.1%**

Change in  
**Median Sales Price**  
All Properties

**- 11.1%**

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.

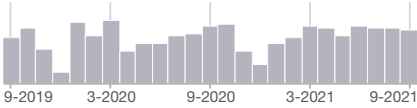

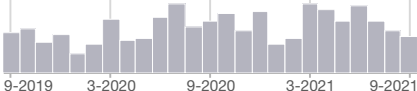
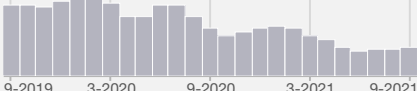
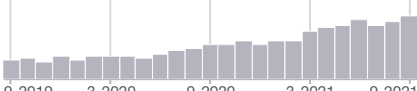
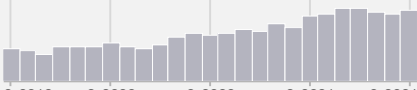
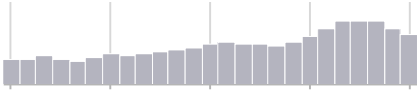
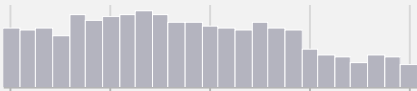

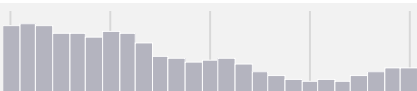
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# Single Family Market Overview

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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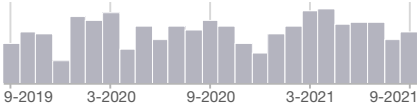
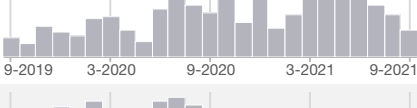
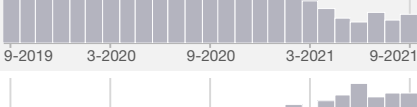

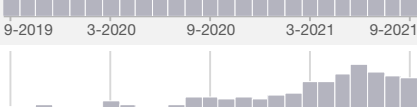

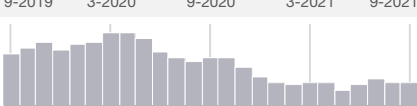
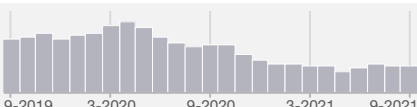
Key Metrics	Historical Sparkbars	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,808	<b>1,766</b>	- 2.3%	14,989	<b>15,548</b>	+ 3.7%
Pending Sales		1,525	<b>1,517</b>	- 0.5%	13,300	<b>13,751</b>	+ 3.4%
Closed Sales		1,489	<b>1,286</b>	- 13.6%	12,423	<b>13,154</b>	+ 5.9%
Days on Market Until Sale		27	<b>16</b>	- 40.7%	37	<b>19</b>	- 48.6%
Median Sales Price		\$274,500	<b>\$340,000</b>	+ 23.9%	\$257,500	<b>\$316,000</b>	+ 22.7%
Average Sales Price		\$326,073	<b>\$394,295</b>	+ 20.9%	\$308,722	<b>\$385,828</b>	+ 25.0%
Percent of List Price Received		99.5%	<b>100.4%</b>	+ 0.9%	98.9%	<b>100.8%</b>	+ 1.9%
Housing Affordability Index		141	<b>115</b>	- 18.4%	150	<b>124</b>	- 17.3%
Inventory of Homes for Sale		1,927	<b>1,789</b>	- 7.2%	—	—	—
Months Supply of Inventory		1.4	<b>1.2</b>	- 14.3%	—	—	—

# 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	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		309	272	- 12.0%	2,602	2,669	+ 2.6%
Pending Sales		269	241	- 10.4%	2,245	2,491	+ 11.0%
Closed Sales		247	211	- 14.6%	2,108	2,453	+ 16.4%
Days on Market Until Sale		25	13	- 48.0%	29	15	- 48.3%
Median Sales Price		\$172,000	\$210,000	+ 22.1%	\$169,900	\$205,000	+ 20.7%
Average Sales Price		\$197,181	\$220,774	+ 12.0%	\$186,115	\$219,440	+ 17.9%
Percent of List Price Received		99.2%	101.0%	+ 1.8%	98.6%	100.9%	+ 2.3%
Housing Affordability Index		225	187	- 16.9%	228	191	- 16.2%
Inventory of Homes for Sale		316	204	- 35.4%	—	—	—
Months Supply of Inventory		1.3	0.8	- 38.5%	—	—	—

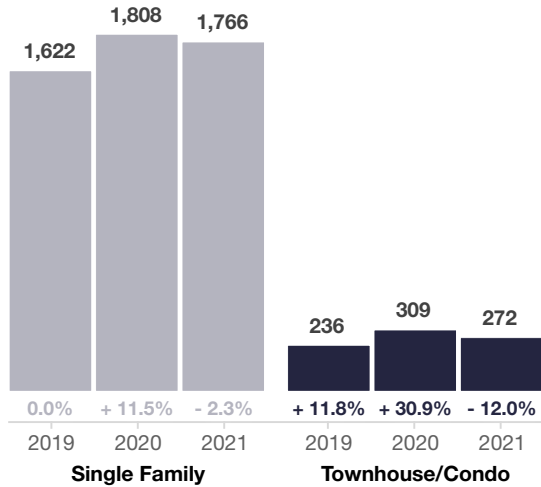
# New Listings

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

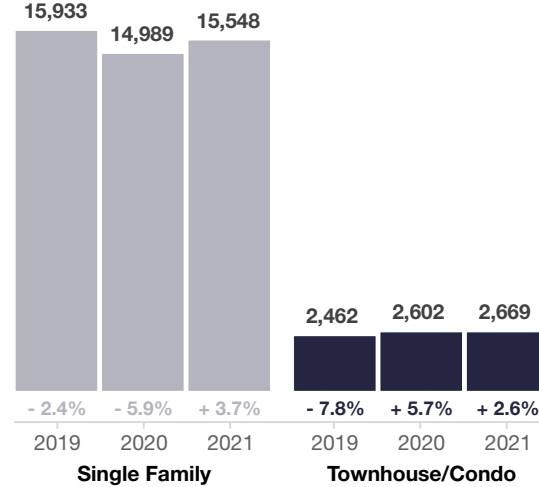


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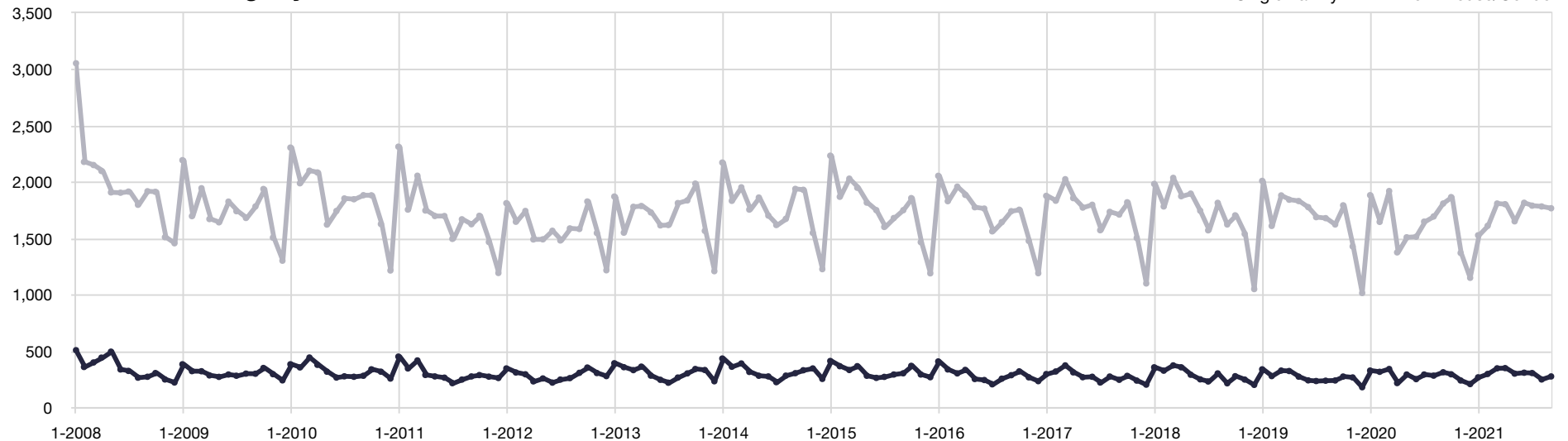


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1,815	+ 20.0%	305	+ 23.0%
7-2021	1,789	+ 8.6%	302	+ 4.5%
8-2021	1,782	+ 5.3%	245	- 12.2%
<b>9-2021</b>	<b>1,766</b>	<b>- 2.3%</b>	<b>272</b>	<b>- 12.0%</b>
12-Month Avg	1,661	+ 3.7%	283	+ 2.5%

## Historical New Listings by Month



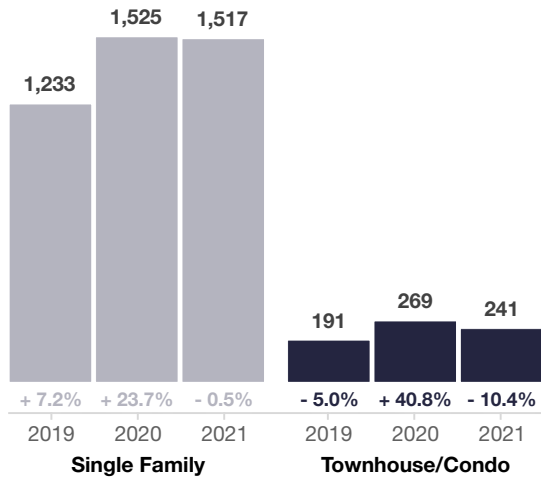
# Pending Sales

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

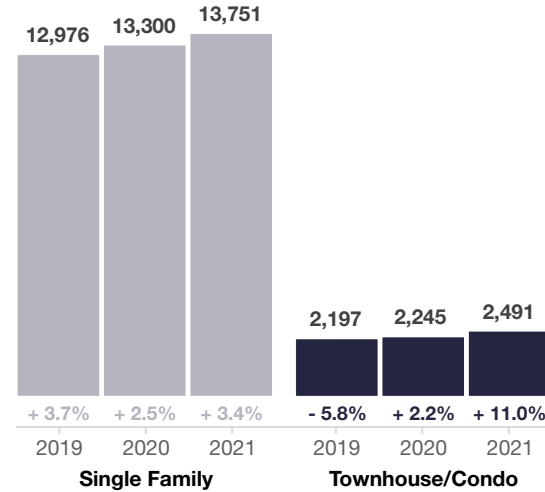


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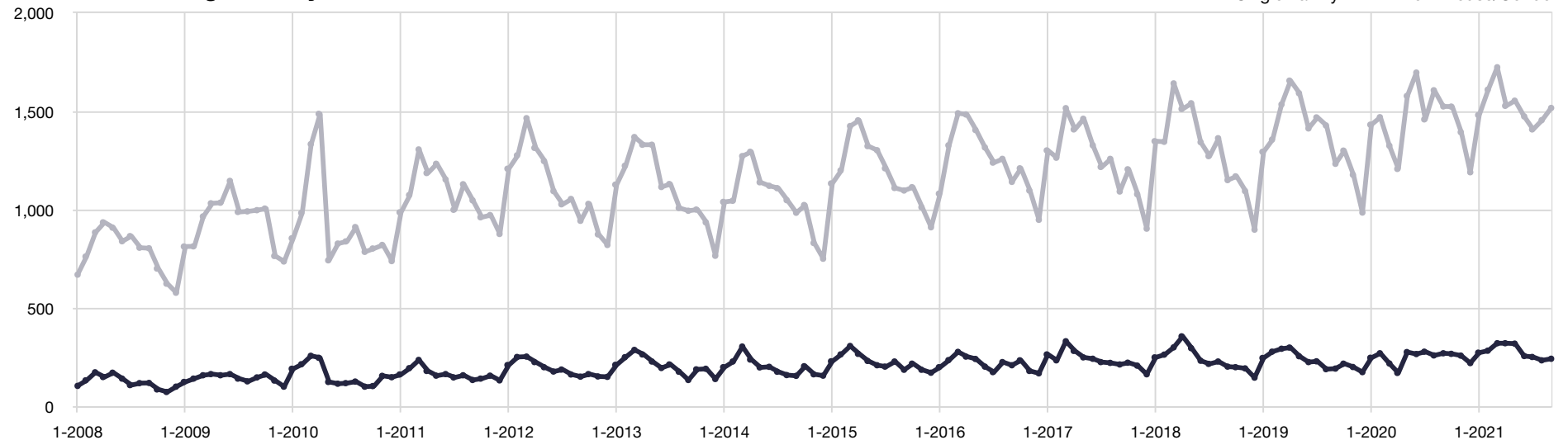


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1,724	+ 30.1%	320	+ 47.5%
4-2021	1,528	+ 26.6%	320	+ 89.3%
5-2021	1,554	- 1.5%	318	+ 15.6%
6-2021	1,474	- 13.1%	255	- 3.8%
7-2021	1,408	- 3.5%	250	- 9.7%
8-2021	1,455	- 9.5%	233	- 9.7%
<b>9-2021</b>	<b>1,517</b>	<b>- 0.5%</b>	<b>241</b>	<b>- 10.4%</b>
12-Month Avg	1,488	+ 6.5%	269	+ 14.0%

## Historical Pending Sales by Month



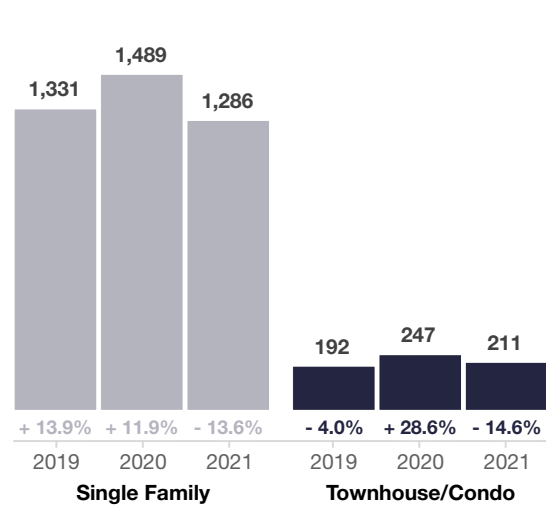
# Closed Sales

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

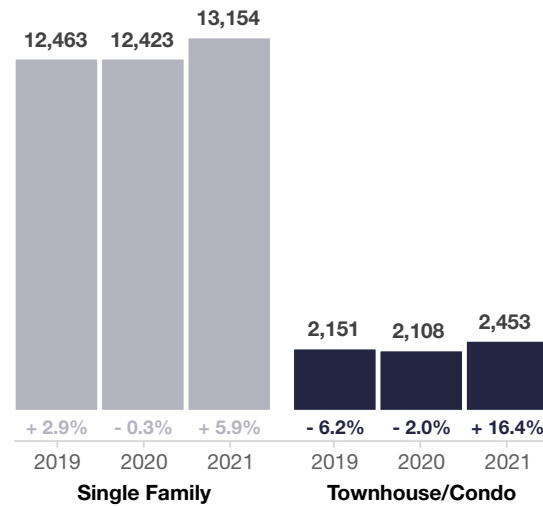


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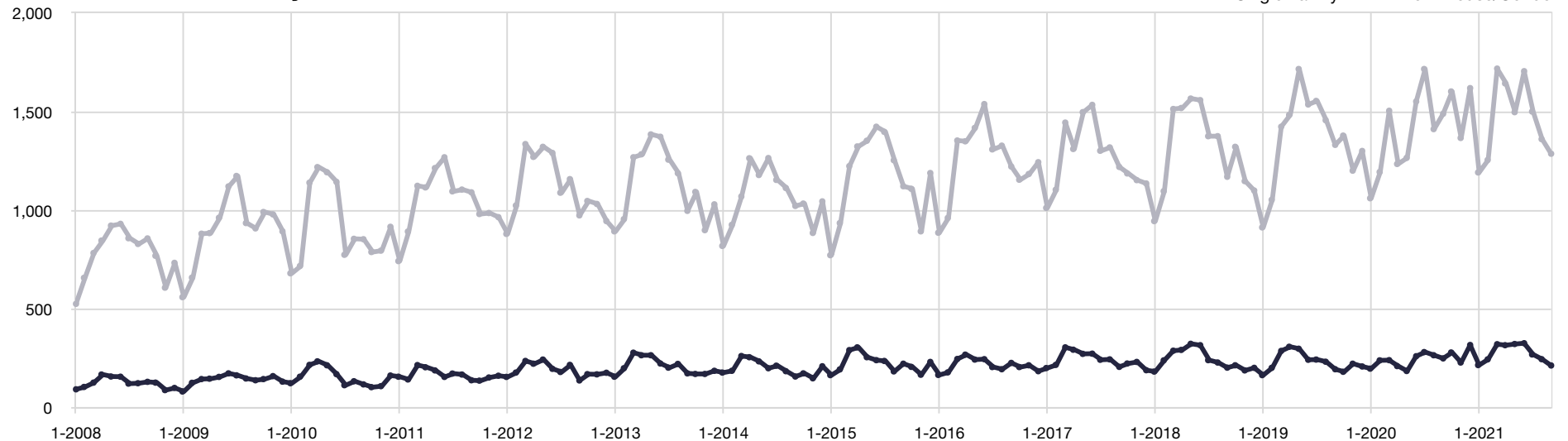


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1,643	+ 33.1%	314	+ 51.0%
5-2021	1,497	+ 18.3%	320	+ 74.9%
6-2021	1,705	+ 9.9%	324	+ 25.6%
7-2021	1,500	- 12.6%	267	- 4.3%
8-2021	1,360	- 3.6%	243	- 7.6%
<b>9-2021</b>	<b>1,286</b>	<b>- 13.6%</b>	<b>211</b>	<b>- 14.6%</b>
12-Month Avg	1,478	+ 8.8%	273	+ 20.8%

## Historical Closed Sales by Month



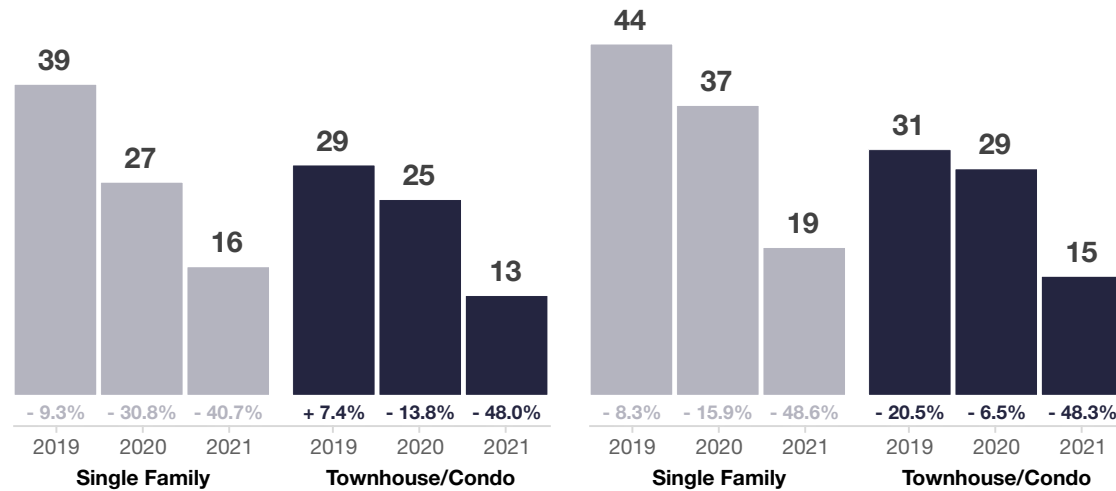
# Days on Market Until Sale

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

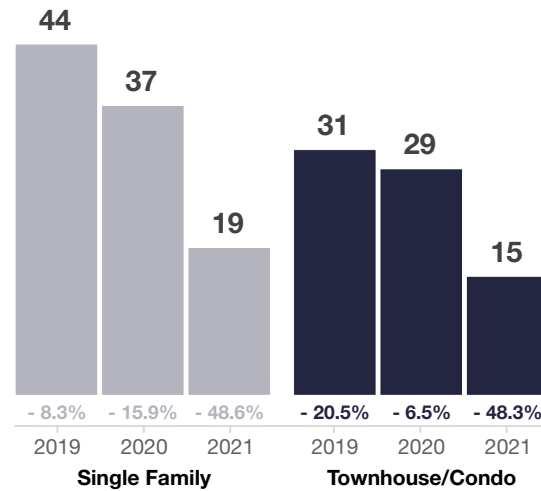


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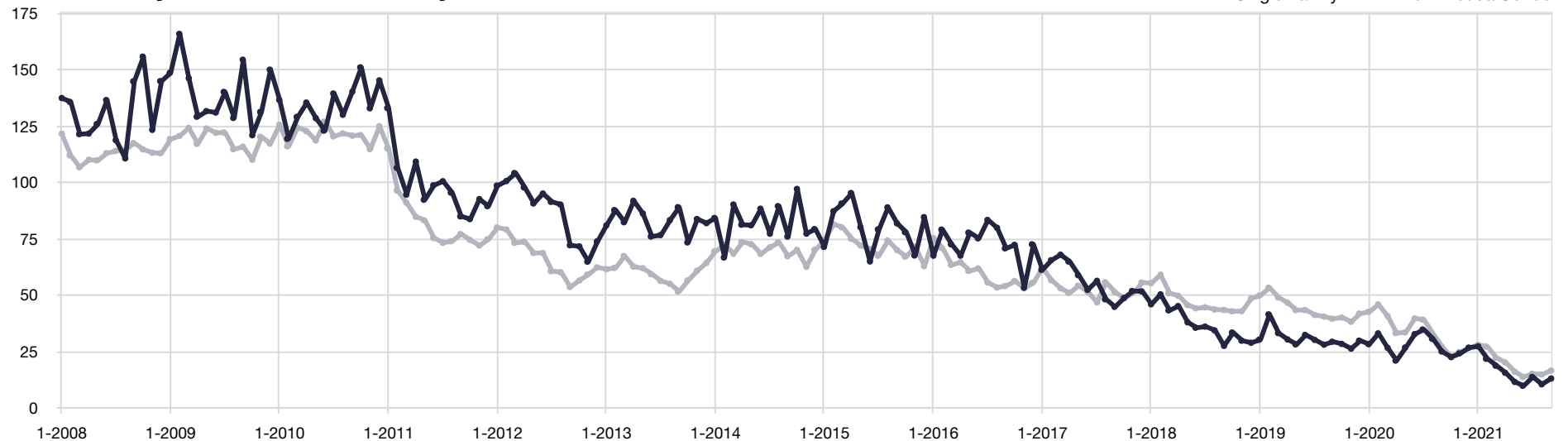
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	14	- 57.6%	10	- 66.7%
<b>9-2021</b>	<b>16</b>	<b>- 40.7%</b>	<b>13</b>	<b>- 48.0%</b>
12-Month Avg*	20	- 46.2%	17	- 39.2%

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

## Historical Days on Market Until Sale by Month



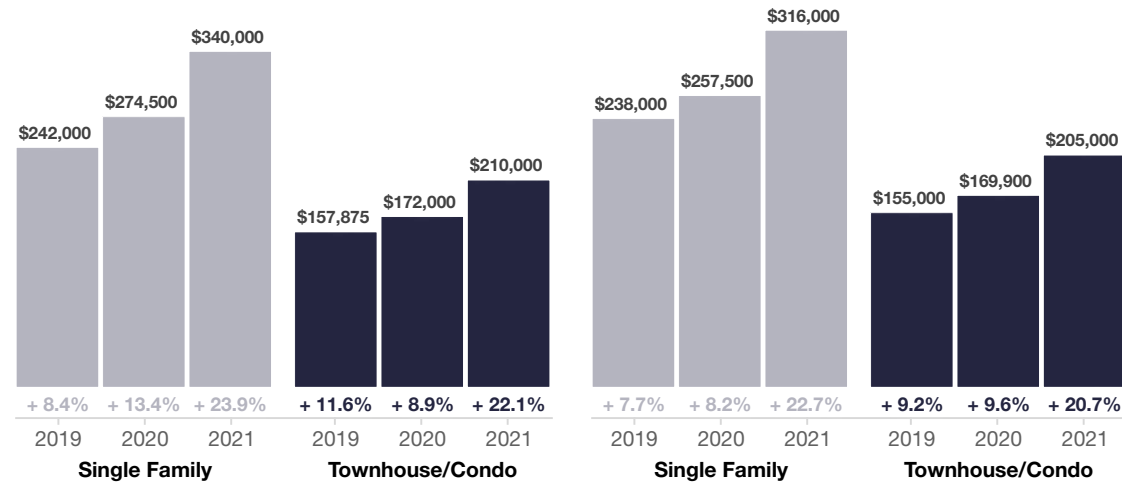
# Median Sales Price

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

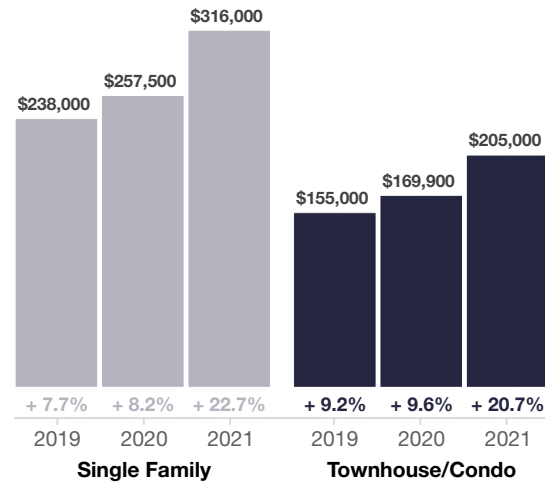


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## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$327,750	+ 21.8%	\$210,000	+ 20.0%
<b>9-2021</b>	<b>\$340,000</b>	<b>+ 23.9%</b>	<b>\$210,000</b>	<b>+ 22.1%</b>
12-Month Avg*	\$307,500	+ 20.6%	\$199,000	+ 19.2%

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

## Historical Median Sales Price by Month





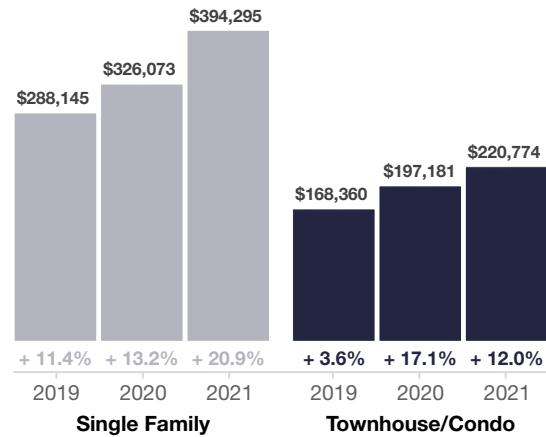
# Average Sales Price

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

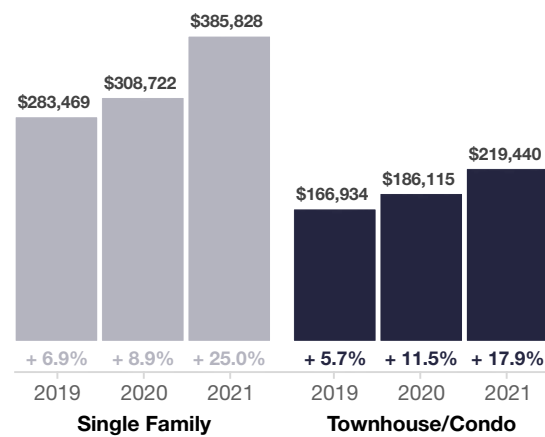


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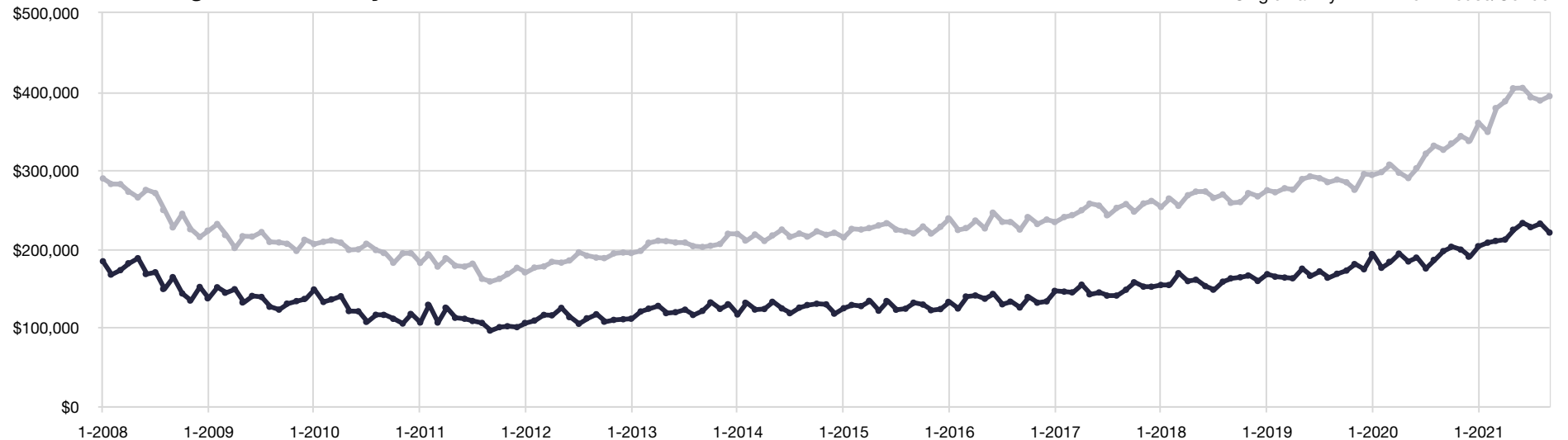
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$387,752	+ 30.6%	\$211,897	+ 9.2%
5-2021	\$404,332	+ 39.4%	\$224,395	+ 21.9%
6-2021	\$404,741	+ 33.8%	\$232,916	+ 23.3%
7-2021	\$392,867	+ 22.4%	\$227,637	+ 30.0%
8-2021	\$388,731	+ 17.4%	\$232,191	+ 24.9%
<b>9-2021</b>	<b>\$394,295</b>	<b>+ 20.9%</b>	<b>\$220,774</b>	<b>+ 12.0%</b>
12-Month Avg*	\$373,465	+ 23.2%	\$213,790	+ 16.3%

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

## Historical Average Sales Price by Month



# Percent of List Price Received

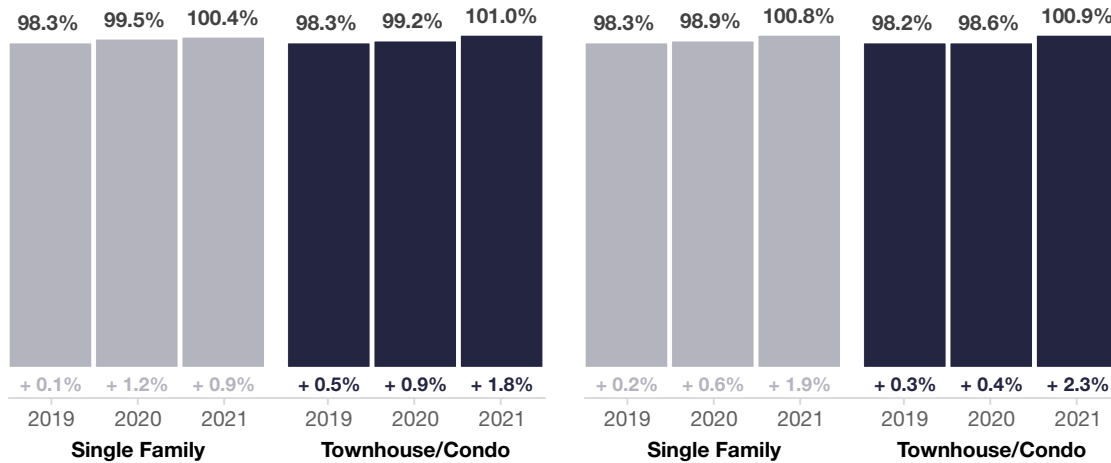
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	100.9%	+ 1.6%	101.1%	+ 1.9%
<b>9-2021</b>	<b>100.4%</b>	<b>+ 0.9%</b>	<b>101.0%</b>	<b>+ 1.8%</b>
12-Month Avg*	100.5%	+ 1.8%	100.4%	+ 1.9%

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

## Historical Percent of List Price Received by Month



# Housing Affordability Index

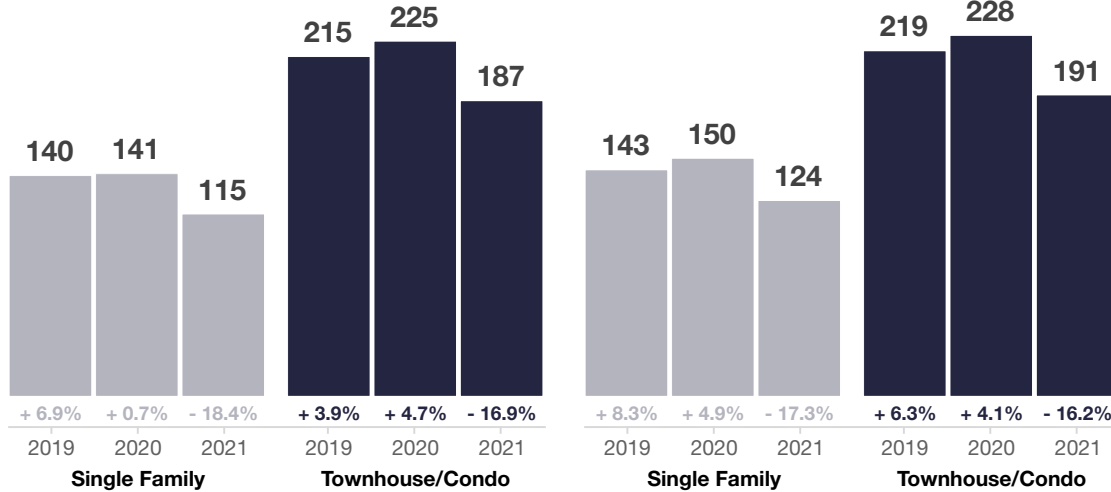
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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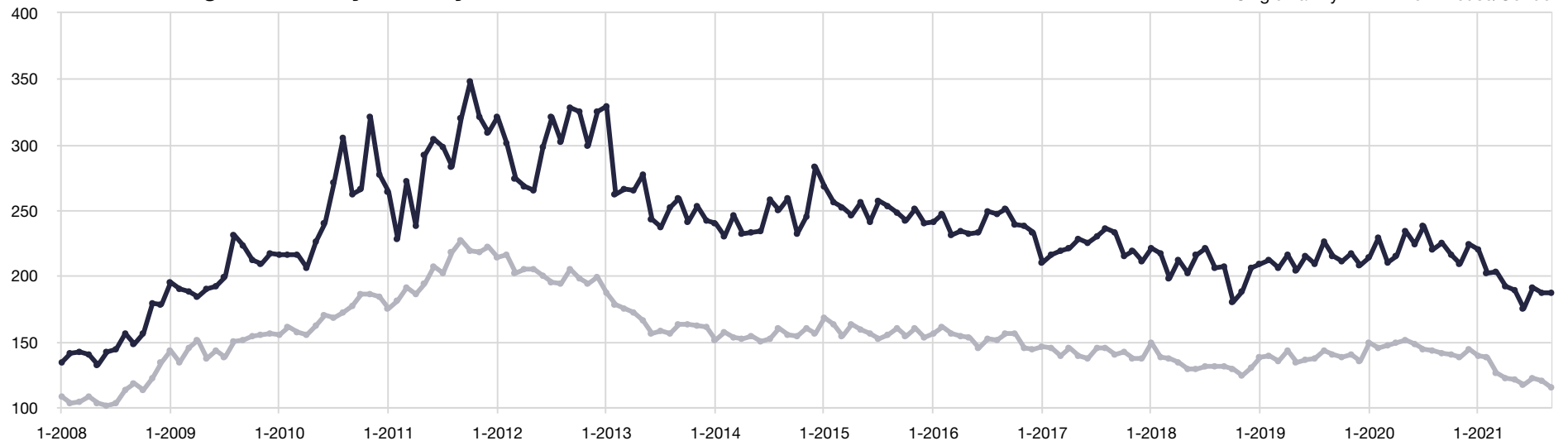
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## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	120	- 16.1%	187	- 15.0%
<b>9-2021</b>	<b>115</b>	<b>- 18.4%</b>	<b>187</b>	<b>- 16.9%</b>
12-Month Avg	129	- 10.4%	200	- 9.1%

## Historical Housing Affordability Index by Month



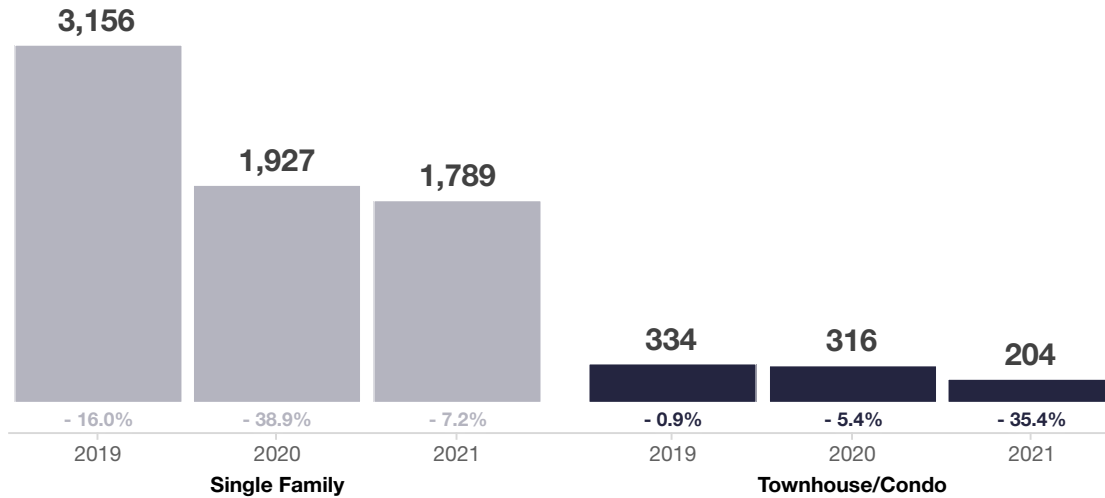
# Inventory of Homes for Sale

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



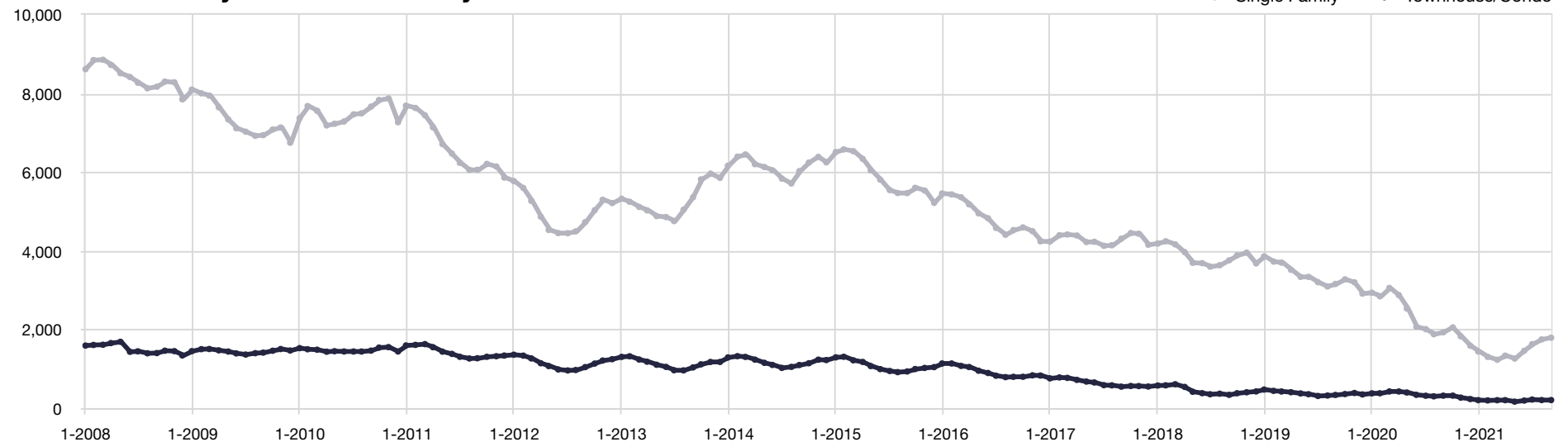
**MULTIPLE LISTING SERVICE OF  
SOUTHERN ARIZONA**

## September



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2020	2,052	- 37.3%	317	- 11.2%
11-2020	1,823	- 43.0%	266	- 30.7%
12-2020	1,586	- 45.5%	230	- 33.7%
1-2021	1,439	- 50.9%	202	- 46.1%
2-2021	1,301	- 54.2%	195	- 48.3%
3-2021	1,229	- 59.8%	201	- 52.5%
4-2021	1,333	- 53.6%	202	- 52.1%
5-2021	1,259	- 50.3%	164	- 58.6%
6-2021	1,456	- 29.6%	191	- 43.3%
7-2021	1,626	- 19.0%	217	- 30.9%
8-2021	1,746	- 7.0%	204	- 31.8%
<b>9-2021</b>	<b>1,789</b>	<b>- 7.2%</b>	<b>204</b>	<b>- 35.4%</b>
12-Month Avg	1,553	- 40.8%	216	- 40.3%

## Historical Inventory of Homes for Sale by Month



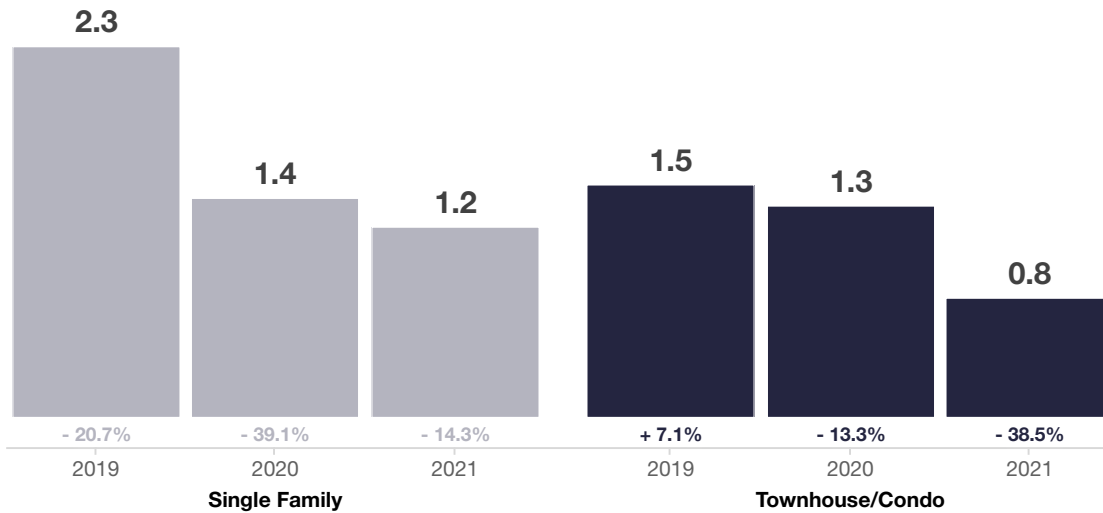
# Months Supply of Inventory

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.



**MULTIPLE LISTING SERVICE OF  
SOUTHERN ARIZONA**

## September



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1.2	- 14.3%	0.8	- 38.5%
<b>9-2021</b>	<b>1.2</b>	<b>- 14.3%</b>	<b>0.8</b>	<b>- 38.5%</b>
12-Month Avg*	1.1	- 45.2%	0.8	- 48.0%

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

## Historical Months Supply of Inventory by Month

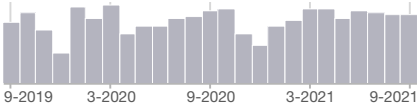
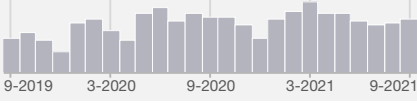
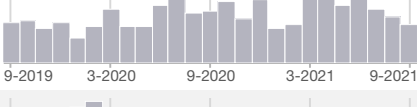
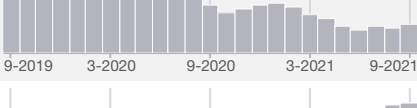
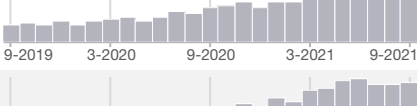
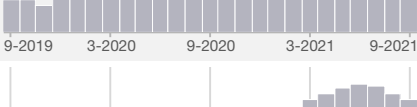
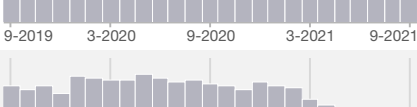
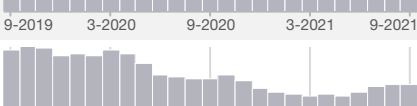
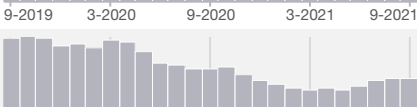
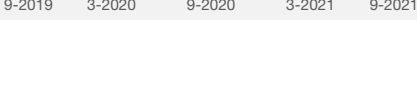


# All Residential Properties Market Overview

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	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		2,117	2,038	- 3.7%	17,591	18,217	+ 3.6%
Pending Sales		1,794	1,758	- 2.0%	15,545	16,242	+ 4.5%
Closed Sales		1,736	1,497	- 13.8%	14,531	15,607	+ 7.4%
Days on Market Until Sale		27	16	- 40.7%	36	18	- 50.0%
Median Sales Price		\$260,000	\$320,000	+ 23.1%	\$245,000	\$299,900	+ 22.4%
Average Sales Price		\$307,724	\$369,937	+ 20.2%	\$290,933	\$359,684	+ 23.6%
Percent of List Price Received		99.4%	100.4%	+ 1.0%	98.8%	100.8%	+ 2.0%
Housing Affordability Index		149	122	- 18.1%	158	131	- 17.1%
Inventory of Homes for Sale		2,243	1,993	- 11.1%	—	—	—
Months Supply of Inventory		1.4	1.1	- 21.4%	—	—	—

# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.

## Cochise

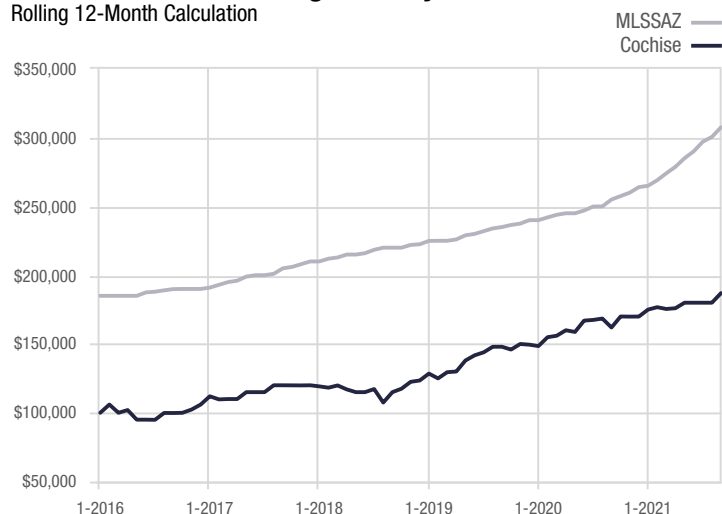
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	34	26	- 23.5%	290	302	+ 4.1%
Pending Sales	24	26	+ 8.3%	253	239	- 5.5%
Closed Sales	33	25	- 24.2%	241	230	- 4.6%
Days on Market Until Sale	75	59	- 21.3%	86	59	- 31.4%
Median Sales Price*	\$150,000	\$175,000	+ 16.7%	\$168,000	\$192,751	+ 14.7%
Average Sales Price*	\$173,470	\$195,509	+ 12.7%	\$179,557	\$232,761	+ 29.6%
Percent of List Price Received*	95.8%	98.7%	+ 3.0%	95.6%	97.1%	+ 1.6%
Inventory of Homes for Sale	91	79	- 13.2%	—	—	—
Months Supply of Inventory	3.3	3.0	- 9.1%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	1	0	- 100.0%	5	6	+ 20.0%
Pending Sales	1	0	- 100.0%	6	8	+ 33.3%
Closed Sales	1	3	+ 200.0%	5	10	+ 100.0%
Days on Market Until Sale	4	59	+ 1,375.0%	51	29	- 43.1%
Median Sales Price*	\$70,900	\$118,000	+ 66.4%	\$87,000	\$120,750	+ 38.8%
Average Sales Price*	\$70,900	\$109,833	+ 54.9%	\$109,760	\$115,790	+ 5.5%
Percent of List Price Received*	95.9%	100.9%	+ 5.2%	97.0%	100.8%	+ 3.9%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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

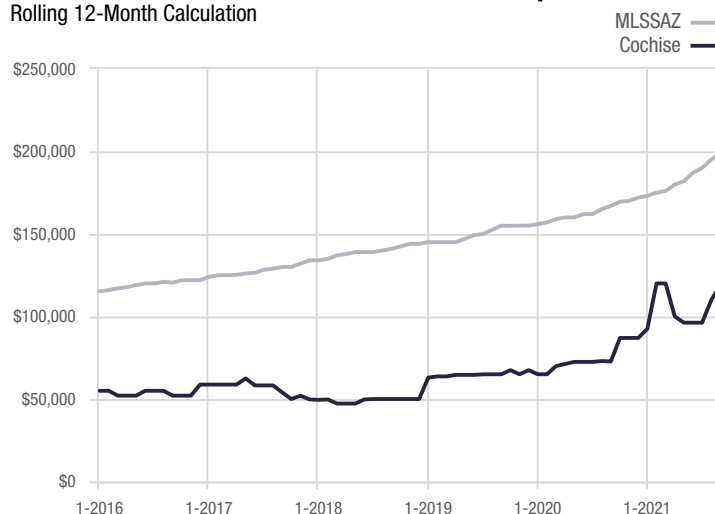
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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

# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.

## Cochise County

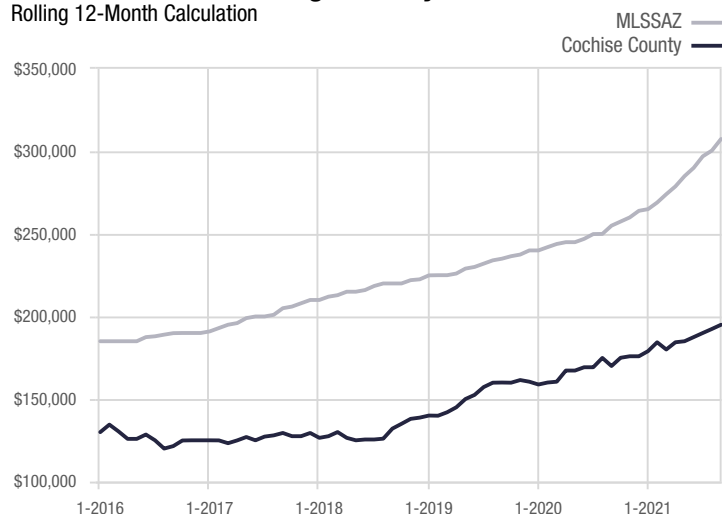
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	45	35	- 22.2%	387	452	+ 16.8%
Pending Sales	31	38	+ 22.6%	336	354	+ 5.4%
Closed Sales	44	38	- 13.6%	317	344	+ 8.5%
Days on Market Until Sale	65	50	- 23.1%	78	51	- 34.6%
Median Sales Price*	\$165,500	\$195,000	+ 17.8%	\$175,000	\$199,450	+ 14.0%
Average Sales Price*	\$186,850	\$232,835	+ 24.6%	\$183,539	\$234,908	+ 28.0%
Percent of List Price Received*	96.6%	98.0%	+ 1.4%	96.0%	97.5%	+ 1.6%
Inventory of Homes for Sale	115	109	- 5.2%	—	—	—
Months Supply of Inventory	3.2	2.8	- 12.5%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	1	0	- 100.0%	7	6	- 14.3%
Pending Sales	1	0	- 100.0%	8	8	0.0%
Closed Sales	1	3	+ 200.0%	6	10	+ 66.7%
Days on Market Until Sale	4	59	+ 1,375.0%	47	29	- 38.3%
Median Sales Price*	\$70,900	\$118,000	+ 66.4%	\$104,000	\$120,750	+ 16.1%
Average Sales Price*	\$70,900	\$109,833	+ 54.9%	\$111,633	\$115,790	+ 3.7%
Percent of List Price Received*	95.9%	100.9%	+ 5.2%	96.8%	100.8%	+ 4.1%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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

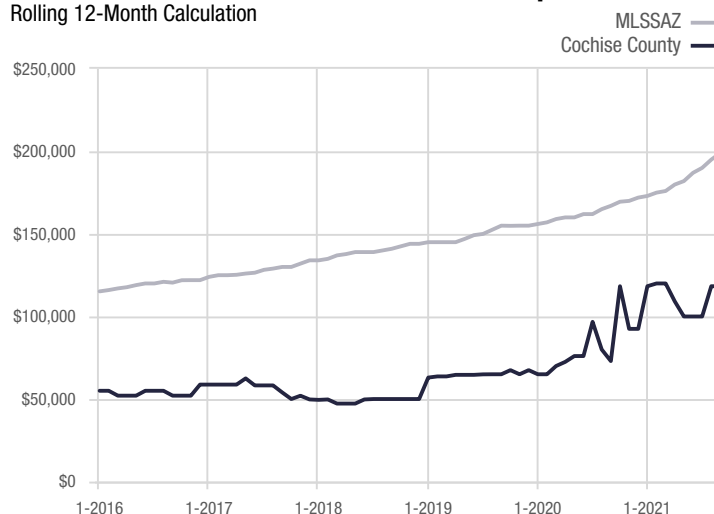
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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



# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.



## Green Valley - North

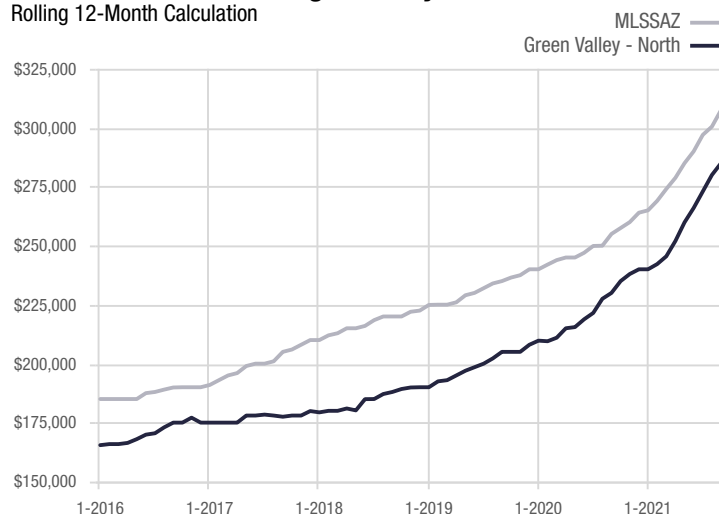
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	60	79	+ 31.7%	563	661	+ 17.4%
Pending Sales	53	62	+ 17.0%	554	633	+ 14.3%
Closed Sales	81	56	- 30.9%	528	608	+ 15.2%
Days on Market Until Sale	22	16	- 27.3%	30	17	- 43.3%
Median Sales Price*	\$240,000	\$312,500	+ 30.2%	\$235,000	\$290,000	+ 23.4%
Average Sales Price*	\$266,359	\$327,252	+ 22.9%	\$248,782	\$298,854	+ 20.1%
Percent of List Price Received*	100.5%	99.7%	- 0.8%	99.7%	101.0%	+ 1.3%
Inventory of Homes for Sale	40	63	+ 57.5%	—	—	—
Months Supply of Inventory	0.7	0.9	+ 28.6%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	0	1	—	5	8	+ 60.0%
Pending Sales	0	1	—	6	6	0.0%
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	—	0.9	—	—	—	—

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

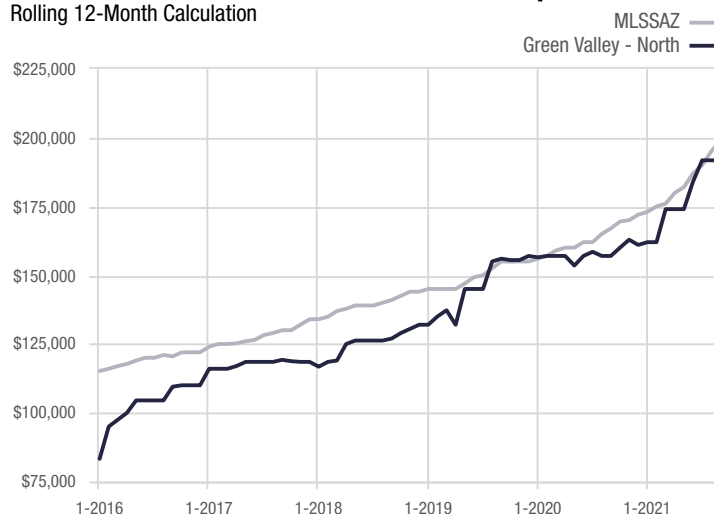
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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

# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.

## Green Valley - Northeast

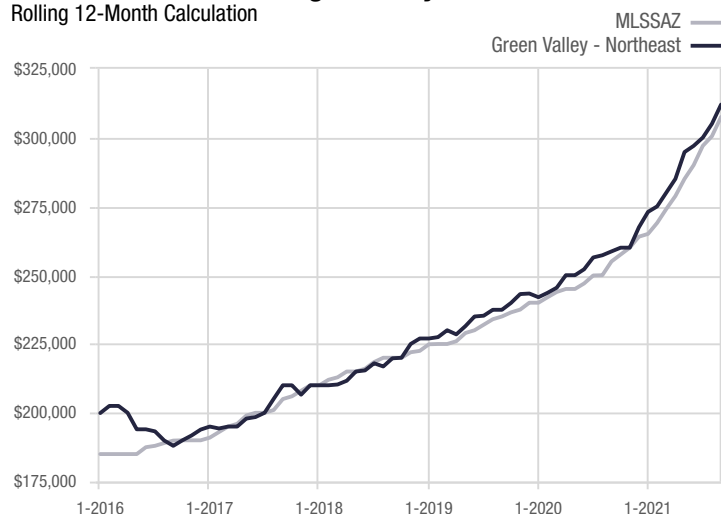
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	52	49	- 5.8%	392	377	- 3.8%
Pending Sales	40	39	- 2.5%	347	327	- 5.8%
Closed Sales	34	27	- 20.6%	309	329	+ 6.5%
Days on Market Until Sale	28	13	- 53.6%	35	14	- 60.0%
Median Sales Price*	\$258,250	\$318,000	+ 23.1%	\$257,500	\$318,000	+ 23.5%
Average Sales Price*	\$284,856	\$331,657	+ 16.4%	\$291,876	\$341,452	+ 17.0%
Percent of List Price Received*	100.2%	101.0%	+ 0.8%	99.1%	100.1%	+ 1.0%
Inventory of Homes for Sale	40	42	+ 5.0%	—	—	—
Months Supply of Inventory	1.1	1.2	+ 9.1%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	3	4	+ 33.3%	36	36	0.0%
Pending Sales	3	5	+ 66.7%	24	34	+ 41.7%
Closed Sales	2	3	+ 50.0%	21	34	+ 61.9%
Days on Market Until Sale	20	13	- 35.0%	19	14	- 26.3%
Median Sales Price*	\$211,000	\$284,000	+ 34.6%	\$183,000	\$259,450	+ 41.8%
Average Sales Price*	\$211,000	\$261,667	+ 24.0%	\$202,628	\$248,551	+ 22.7%
Percent of List Price Received*	99.7%	99.9%	+ 0.2%	99.9%	100.2%	+ 0.3%
Inventory of Homes for Sale	4	2	- 50.0%	—	—	—
Months Supply of Inventory	1.4	0.5	- 64.3%	—	—	—

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

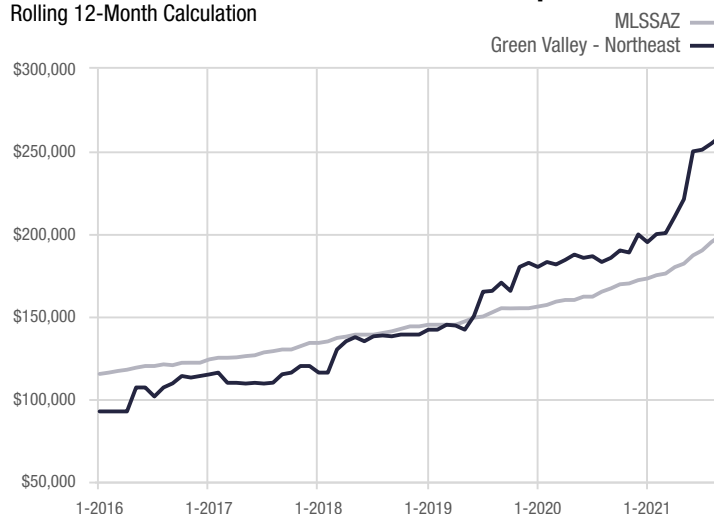
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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

# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.

## Green Valley - Northwest

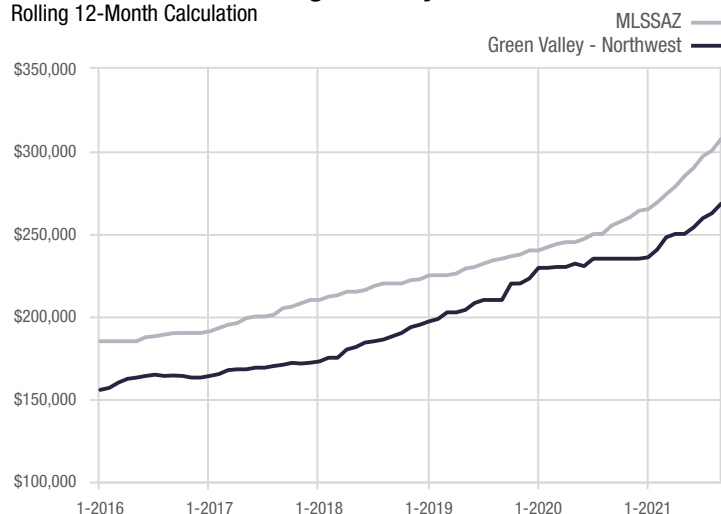
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	34	21	- 38.2%	199	185	- 7.0%
Pending Sales	25	18	- 28.0%	163	179	+ 9.8%
Closed Sales	16	18	+ 12.5%	147	181	+ 23.1%
Days on Market Until Sale	49	16	- 67.3%	49	29	- 40.8%
Median Sales Price*	\$220,000	<b>\$311,500</b>	+ 41.6%	\$235,000	<b>\$275,000</b>	+ 17.0%
Average Sales Price*	\$249,369	<b>\$336,024</b>	+ 34.7%	\$251,413	<b>\$291,298</b>	+ 15.9%
Percent of List Price Received*	99.6%	<b>100.3%</b>	+ 0.7%	98.9%	<b>100.5%</b>	+ 1.6%
Inventory of Homes for Sale	31	14	- 54.8%	—	—	—
Months Supply of Inventory	1.8	0.7	- 61.1%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	23	20	- 13.0%	247	259	+ 4.9%
Pending Sales	23	22	- 4.3%	217	258	+ 18.9%
Closed Sales	18	10	- 44.4%	215	259	+ 20.5%
Days on Market Until Sale	36	25	- 30.6%	34	16	- 52.9%
Median Sales Price*	\$149,900	<b>\$166,000</b>	+ 10.7%	\$149,900	<b>\$165,000</b>	+ 10.1%
Average Sales Price*	\$146,978	<b>\$151,600</b>	+ 3.1%	\$143,940	<b>\$161,497</b>	+ 12.2%
Percent of List Price Received*	97.3%	<b>100.0%</b>	+ 2.8%	98.7%	<b>100.4%</b>	+ 1.7%
Inventory of Homes for Sale	27	11	- 59.3%	—	—	—
Months Supply of Inventory	1.2	0.4	- 66.7%	—	—	—

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

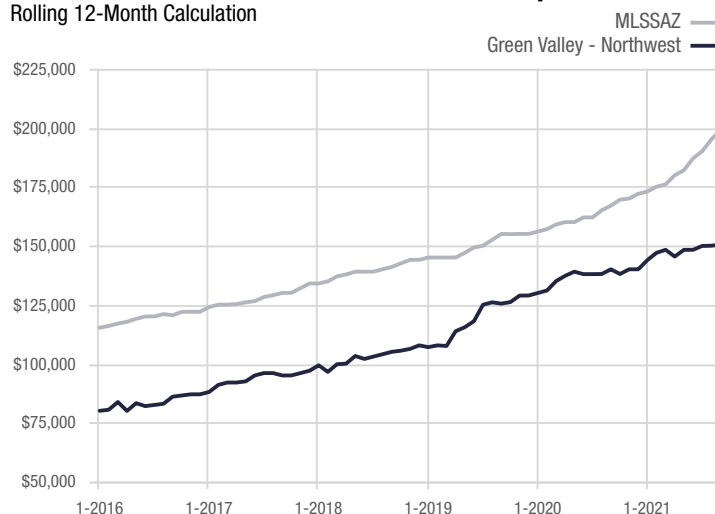
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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

# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.



## Green Valley - Southeast

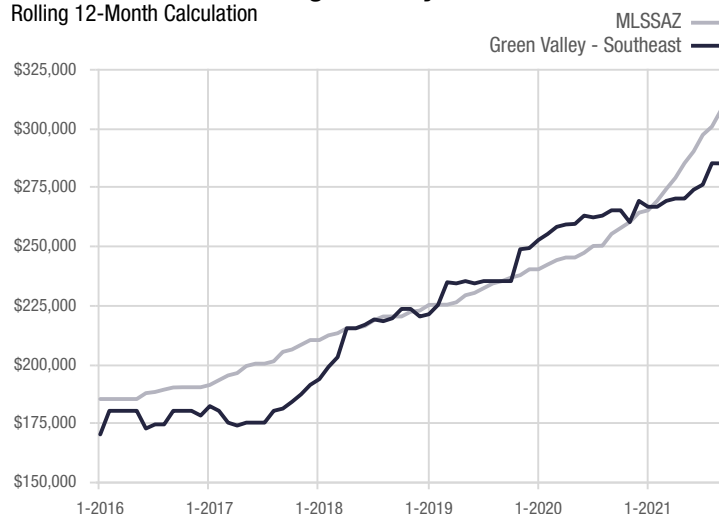
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	16	5	- 68.8%	102	92	- 9.8%
Pending Sales	11	9	- 18.2%	92	95	+ 3.3%
Closed Sales	9	4	- 55.6%	88	93	+ 5.7%
Days on Market Until Sale	76	20	- 73.7%	46	31	- 32.6%
Median Sales Price*	\$330,000	<b>\$281,500</b>	- 14.7%	\$269,000	<b>\$285,000</b>	+ 5.9%
Average Sales Price*	\$347,722	<b>\$278,625</b>	- 19.9%	\$299,433	<b>\$314,237</b>	+ 4.9%
Percent of List Price Received*	94.8%	<b>97.8%</b>	+ 3.2%	97.8%	<b>100.0%</b>	+ 2.2%
Inventory of Homes for Sale	20	3	- 85.0%	—	—	—
Months Supply of Inventory	2.0	<b>0.3</b>	- 85.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	3	5	+ 66.7%	48	45	- 6.3%
Pending Sales	3	4	+ 33.3%	48	39	- 18.8%
Closed Sales	3	1	- 66.7%	47	34	- 27.7%
Days on Market Until Sale	8	2	- 75.0%	19	16	- 15.8%
Median Sales Price*	\$129,000	<b>\$185,000</b>	+ 43.4%	\$210,000	<b>\$238,750</b>	+ 13.7%
Average Sales Price*	\$143,833	<b>\$185,000</b>	+ 28.6%	\$201,700	<b>\$229,440</b>	+ 13.8%
Percent of List Price Received*	98.1%	<b>103.4%</b>	+ 5.4%	99.2%	<b>99.6%</b>	+ 0.4%
Inventory of Homes for Sale	3	4	+ 33.3%	—	—	—
Months Supply of Inventory	0.7	<b>0.9</b>	+ 28.6%	—	—	—

\* 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.

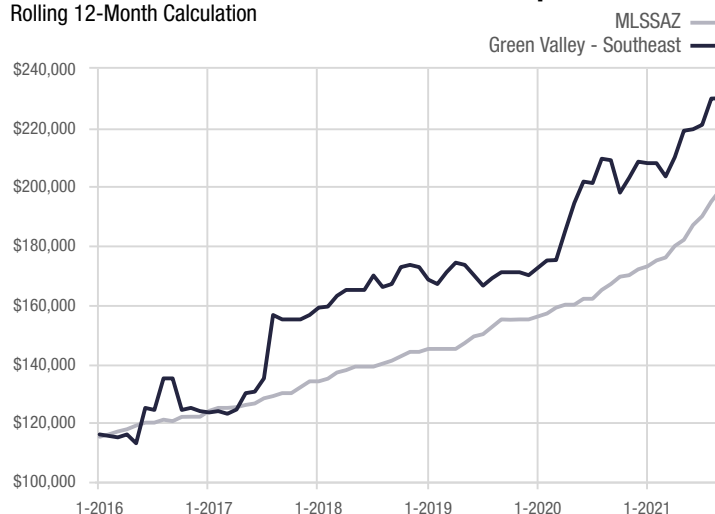
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.



## Green Valley - Southwest

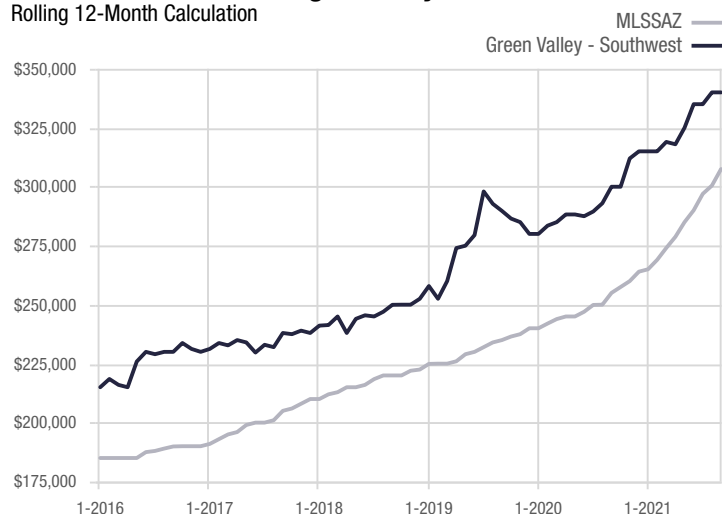
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	13	17	+ 30.8%	154	151	- 1.9%
Pending Sales	12	13	+ 8.3%	123	152	+ 23.6%
Closed Sales	20	12	- 40.0%	123	149	+ 21.1%
Days on Market Until Sale	51	27	- 47.1%	55	31	- 43.6%
Median Sales Price*	\$362,500	\$351,000	- 3.2%	\$315,000	\$352,940	+ 12.0%
Average Sales Price*	\$353,585	\$376,289	+ 6.4%	\$340,912	\$368,317	+ 8.0%
Percent of List Price Received*	96.9%	100.2%	+ 3.4%	97.7%	99.3%	+ 1.6%
Inventory of Homes for Sale	40	23	- 42.5%	—	—	—
Months Supply of Inventory	2.9	1.4	- 51.7%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	12	16	+ 33.3%	155	152	- 1.9%
Pending Sales	12	15	+ 25.0%	131	148	+ 13.0%
Closed Sales	14	13	- 7.1%	131	150	+ 14.5%
Days on Market Until Sale	33	7	- 78.8%	23	16	- 30.4%
Median Sales Price*	\$236,000	\$210,000	- 11.0%	\$192,500	\$210,000	+ 9.1%
Average Sales Price*	\$214,957	\$246,385	+ 14.6%	\$209,585	\$232,887	+ 11.1%
Percent of List Price Received*	98.8%	101.0%	+ 2.2%	98.9%	100.2%	+ 1.3%
Inventory of Homes for Sale	21	10	- 52.4%	—	—	—
Months Supply of Inventory	1.5	0.6	- 60.0%	—	—	—

\* 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.

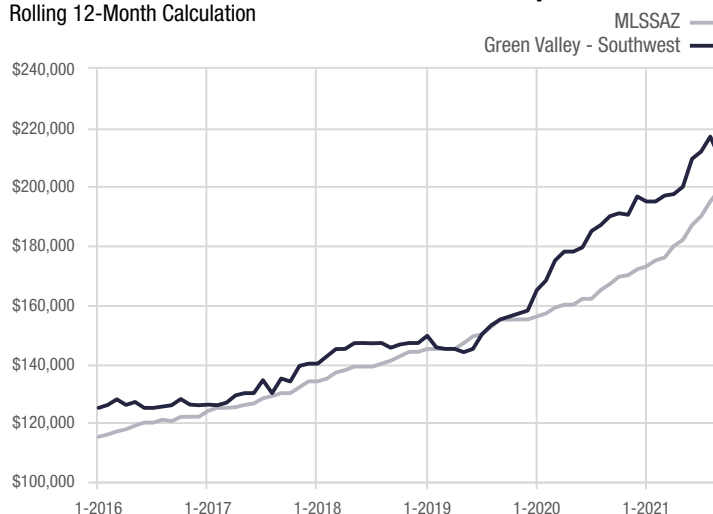
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.

## Pima County

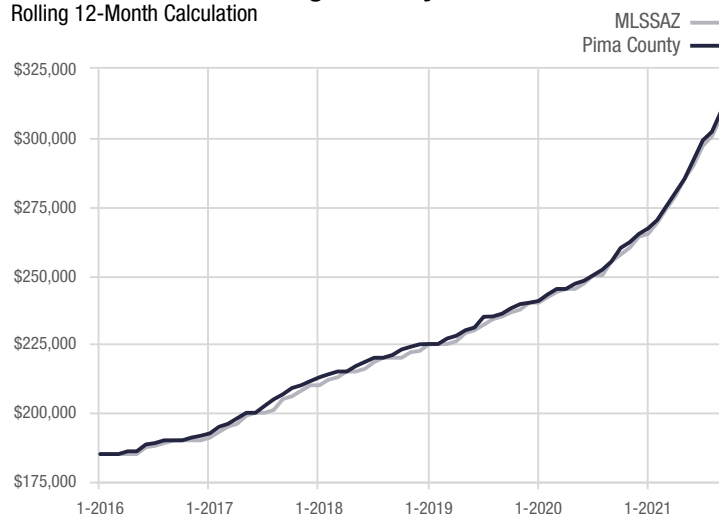
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	1,632	<b>1,606</b>	- 1.6%	13,548	<b>13,943</b>	+ 2.9%
Pending Sales	1,385	<b>1,364</b>	- 1.5%	12,056	<b>12,366</b>	+ 2.6%
Closed Sales	1,349	<b>1,166</b>	- 13.6%	11,268	<b>11,844</b>	+ 5.1%
Days on Market Until Sale	24	<b>14</b>	- 41.7%	34	<b>16</b>	- 52.9%
Median Sales Price*	\$275,000	<b>\$341,500</b>	+ 24.2%	\$260,000	<b>\$318,000</b>	+ 22.3%
Average Sales Price*	\$333,073	<b>\$400,937</b>	+ 20.4%	\$312,666	<b>\$390,600</b>	+ 24.9%
Percent of List Price Received*	99.7%	<b>100.6%</b>	+ 0.9%	99.0%	<b>101.1%</b>	+ 2.1%
Inventory of Homes for Sale	1,562	<b>1,498</b>	- 4.1%	—	—	—
Months Supply of Inventory	1.2	<b>1.1</b>	- 8.3%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	299	<b>261</b>	- 12.7%	2,522	<b>2,576</b>	+ 2.1%
Pending Sales	260	<b>234</b>	- 10.0%	2,181	<b>2,402</b>	+ 10.1%
Closed Sales	240	<b>201</b>	- 16.3%	2,049	<b>2,367</b>	+ 15.5%
Days on Market Until Sale	25	<b>12</b>	- 52.0%	28	<b>14</b>	- 50.0%
Median Sales Price*	\$171,750	<b>\$210,000</b>	+ 22.3%	\$169,000	<b>\$202,000</b>	+ 19.5%
Average Sales Price*	\$195,657	<b>\$220,702</b>	+ 12.8%	\$184,883	<b>\$218,078</b>	+ 18.0%
Percent of List Price Received*	99.2%	<b>101.0%</b>	+ 1.8%	98.6%	<b>100.9%</b>	+ 2.3%
Inventory of Homes for Sale	291	<b>193</b>	- 33.7%	—	—	—
Months Supply of Inventory	1.3	<b>0.7</b>	- 46.2%	—	—	—

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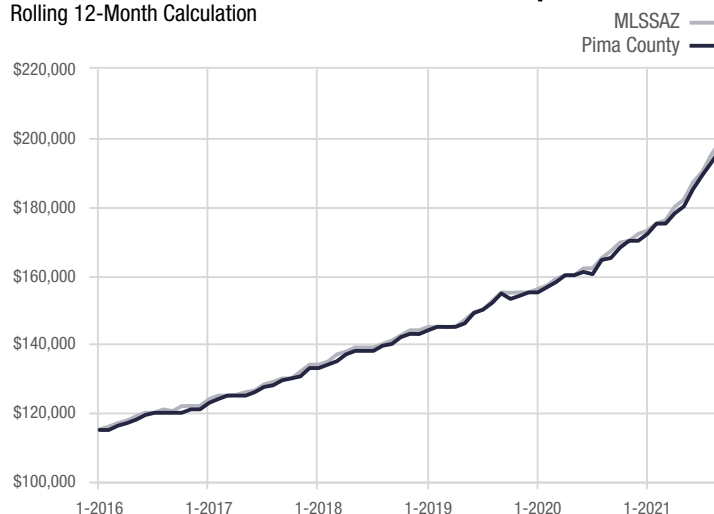
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.



## Santa Cruz County

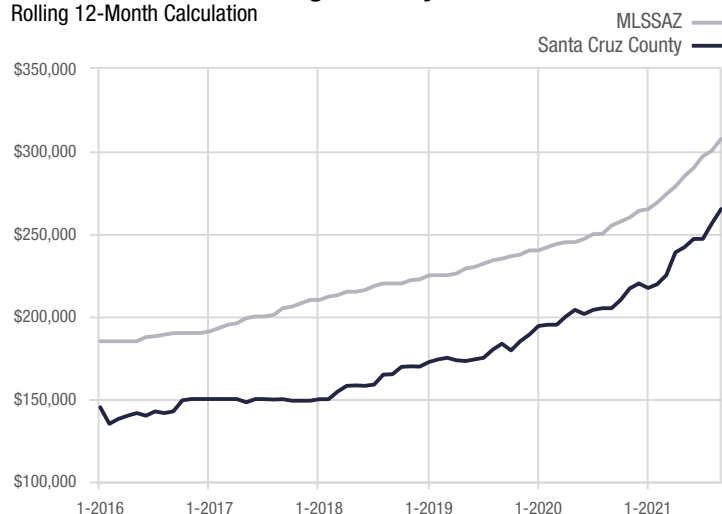
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	48	55	+ 14.6%	419	504	+ 20.3%
Pending Sales	42	44	+ 4.8%	375	428	+ 14.1%
Closed Sales	48	29	- 39.6%	337	379	+ 12.5%
Days on Market Until Sale	53	41	- 22.6%	77	49	- 36.4%
Median Sales Price*	\$199,500	\$266,000	+ 33.3%	\$205,000	\$262,500	+ 28.0%
Average Sales Price*	\$265,133	\$306,828	+ 15.7%	\$262,787	\$326,423	+ 24.2%
Percent of List Price Received*	97.5%	97.4%	- 0.1%	97.6%	98.4%	+ 0.8%
Inventory of Homes for Sale	126	93	- 26.2%	—	—	—
Months Supply of Inventory	3.3	2.1	- 36.4%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	7	5	- 28.6%	43	42	- 2.3%
Pending Sales	5	5	0.0%	29	42	+ 44.8%
Closed Sales	2	5	+ 150.0%	25	38	+ 52.0%
Days on Market Until Sale	56	27	- 51.8%	104	73	- 29.8%
Median Sales Price*	\$189,500	\$225,500	+ 19.0%	\$169,900	\$221,000	+ 30.1%
Average Sales Price*	\$189,500	\$228,550	+ 20.6%	\$195,476	\$221,552	+ 13.3%
Percent of List Price Received*	101.2%	101.0%	- 0.2%	97.0%	98.3%	+ 1.3%
Inventory of Homes for Sale	22	6	- 72.7%	—	—	—
Months Supply of Inventory	6.1	1.1	- 82.0%	—	—	—

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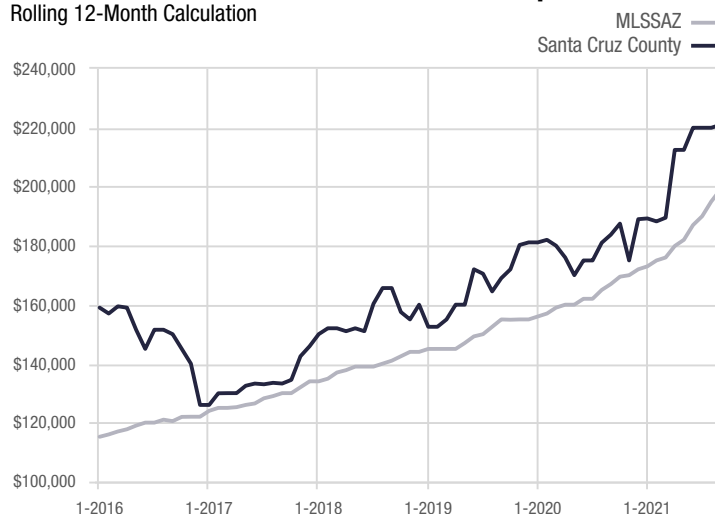
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County - Amado

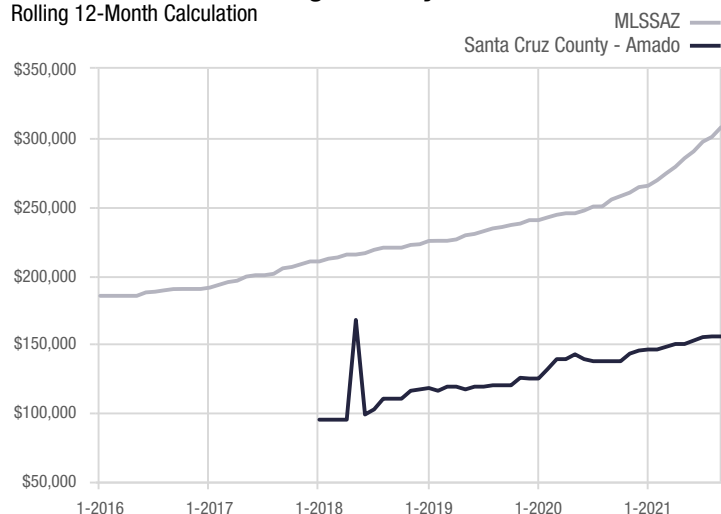
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	1	1	0.0%	10	8	- 20.0%
Pending Sales	1	0	- 100.0%	6	6	0.0%
Closed Sales	0	0	0.0%	5	9	+ 80.0%
Days on Market Until Sale	—	—	—	24	64	+ 166.7%
Median Sales Price*	—	—	—	\$131,000	\$155,000	+ 18.3%
Average Sales Price*	—	—	—	\$129,680	\$168,250	+ 29.7%
Percent of List Price Received*	—	—	—	99.0%	97.5%	- 1.5%
Inventory of Homes for Sale	7	2	- 71.4%	—	—	—
Months Supply of Inventory	5.3	1.3	- 75.5%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% 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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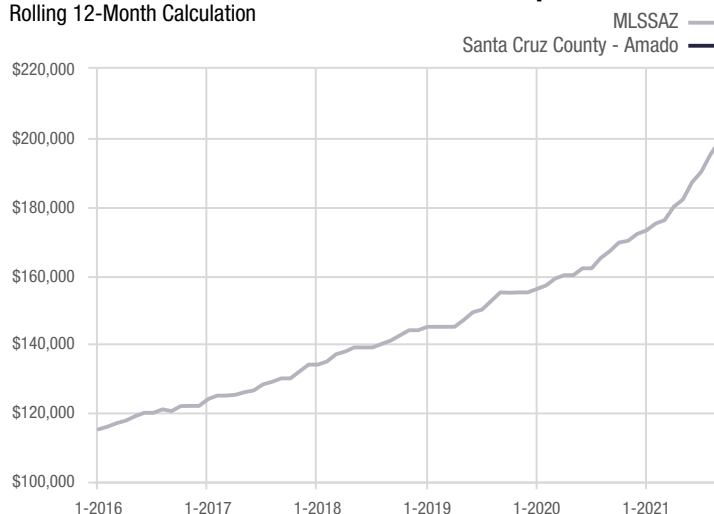
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County - Elgin

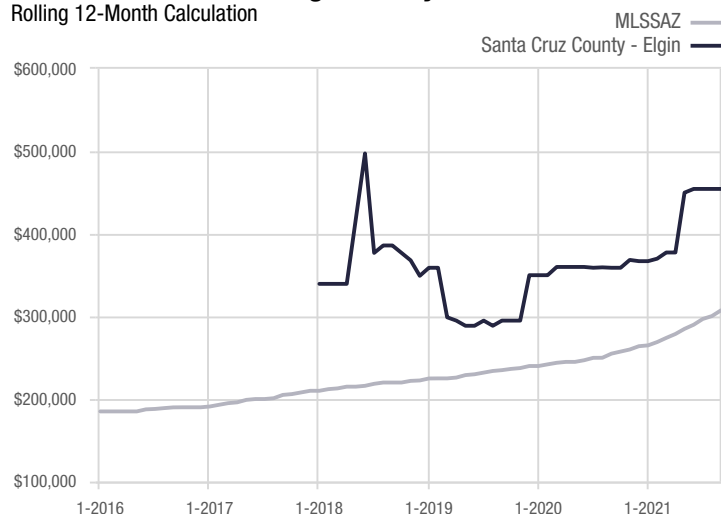
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	2	0	- 100.0%	16	11	- 31.3%
Pending Sales	1	2	+ 100.0%	13	16	+ 23.1%
Closed Sales	2	2	0.0%	9	12	+ 33.3%
Days on Market Until Sale	134	82	- 38.8%	156	133	- 14.7%
Median Sales Price*	\$353,500	<b>\$407,250</b>	+ 15.2%	\$340,000	<b>\$450,000</b>	+ 32.4%
Average Sales Price*	\$353,500	<b>\$407,250</b>	+ 15.2%	\$362,222	<b>\$473,083</b>	+ 30.6%
Percent of List Price Received*	97.5%	<b>95.0%</b>	- 2.6%	96.5%	<b>98.6%</b>	+ 2.2%
Inventory of Homes for Sale	9	0	- 100.0%	—	—	—
Months Supply of Inventory	3.9	—	—	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% 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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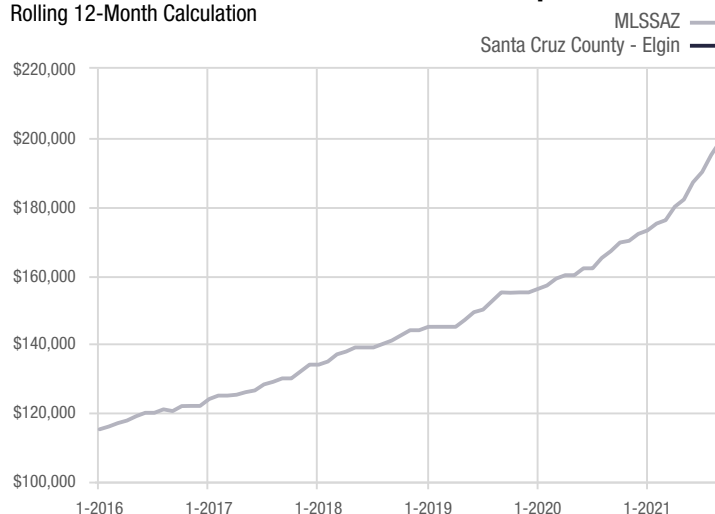
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

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## Santa Cruz County - Nogales East

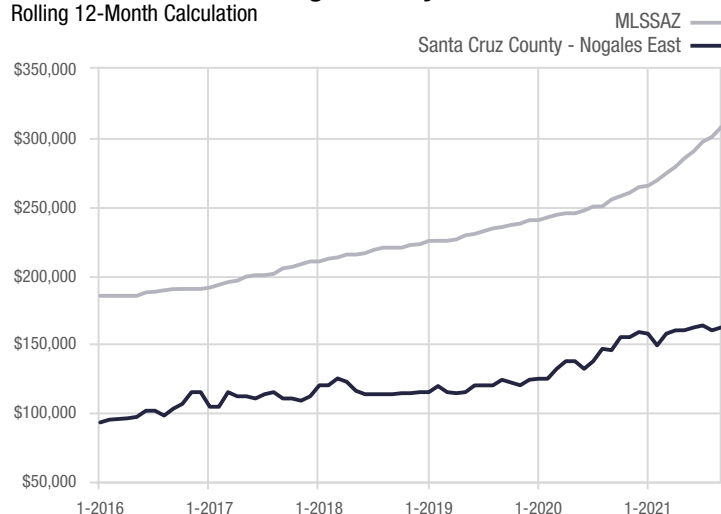
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	5	8	+ 60.0%	61	73	+ 19.7%
Pending Sales	6	7	+ 16.7%	48	60	+ 25.0%
Closed Sales	8	6	- 25.0%	47	60	+ 27.7%
Days on Market Until Sale	35	27	- 22.9%	57	45	- 21.1%
Median Sales Price*	\$161,750	<b>\$169,250</b>	+ 4.6%	\$146,500	<b>\$159,000</b>	+ 8.5%
Average Sales Price*	\$263,563	<b>\$184,583</b>	- 30.0%	\$176,612	<b>\$197,154</b>	+ 11.6%
Percent of List Price Received*	94.4%	<b>92.9%</b>	- 1.6%	95.5%	<b>97.6%</b>	+ 2.2%
Inventory of Homes for Sale	17	15	- 11.8%	—	—	—
Months Supply of Inventory	3.6	2.5	- 30.6%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	1	0	- 100.0%	6	4	- 33.3%
Pending Sales	0	0	0.0%	1	7	+ 600.0%
Closed Sales	0	1	—	1	9	+ 800.0%
Days on Market Until Sale	—	16	—	40	89	+ 122.5%
Median Sales Price*	—	<b>\$205,000</b>	—	\$165,000	<b>\$222,000</b>	+ 34.5%
Average Sales Price*	—	<b>\$205,000</b>	—	\$165,000	<b>\$190,511</b>	+ 15.5%
Percent of List Price Received*	—	<b>95.3%</b>	—	89.2%	<b>99.2%</b>	+ 11.2%
Inventory of Homes for Sale	5	1	- 80.0%	—	—	—
Months Supply of Inventory	5.0	0.6	- 88.0%	—	—	—

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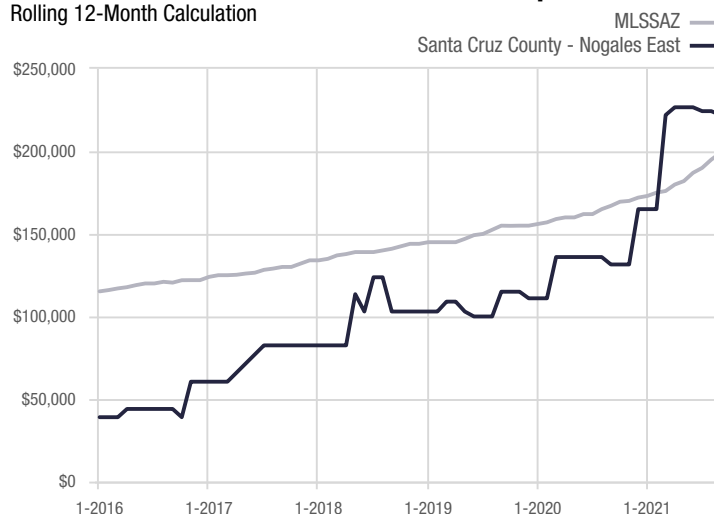
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

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## Santa Cruz County - Nogales West

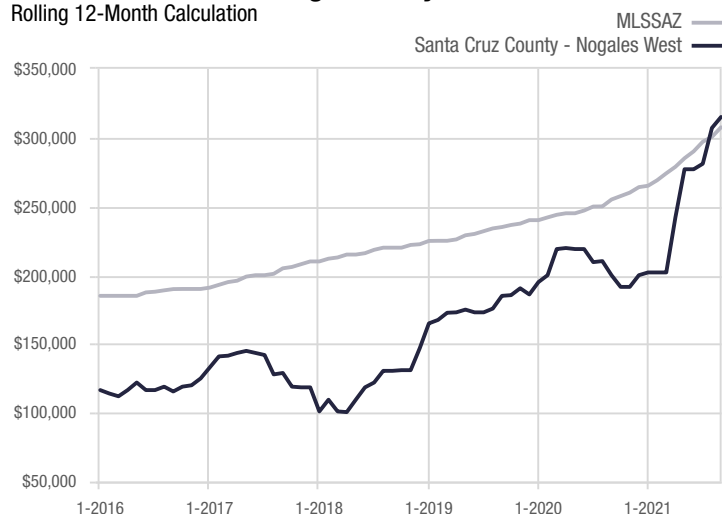
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	4	1	- 75.0%	20	20	0.0%
Pending Sales	1	1	0.0%	14	14	0.0%
Closed Sales	2	0	- 100.0%	12	7	- 41.7%
Days on Market Until Sale	80	—	—	80	56	- 30.0%
Median Sales Price*	\$222,000	—	—	\$168,500	\$389,000	+ 130.9%
Average Sales Price*	\$222,000	—	—	\$189,958	\$364,857	+ 92.1%
Percent of List Price Received*	97.9%	—	—	97.2%	96.6%	- 0.6%
Inventory of Homes for Sale	8	6	- 25.0%	—	—	—
Months Supply of Inventory	4.3	2.2	- 48.8%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	0	0	0.0%	1	1	0.0%
Pending Sales	0	1	—	1	1	0.0%
Closed Sales	1	1	0.0%	1	1	0.0%
Days on Market Until Sale	17	8	- 52.9%	17	8	- 52.9%
Median Sales Price*	\$210,000	\$225,500	+ 7.4%	\$210,000	\$225,500	+ 7.4%
Average Sales Price*	\$210,000	\$225,500	+ 7.4%	\$210,000	\$225,500	+ 7.4%
Percent of List Price Received*	102.4%	112.8%	+ 10.2%	102.4%	112.8%	+ 10.2%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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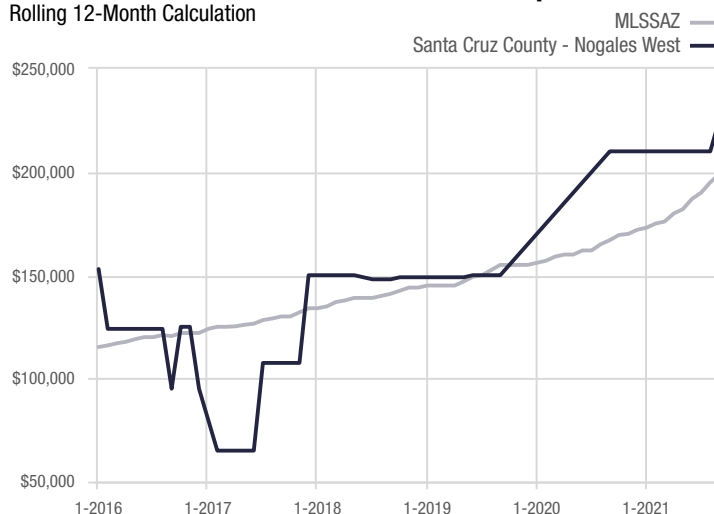
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

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## Santa Cruz County - Patagonia

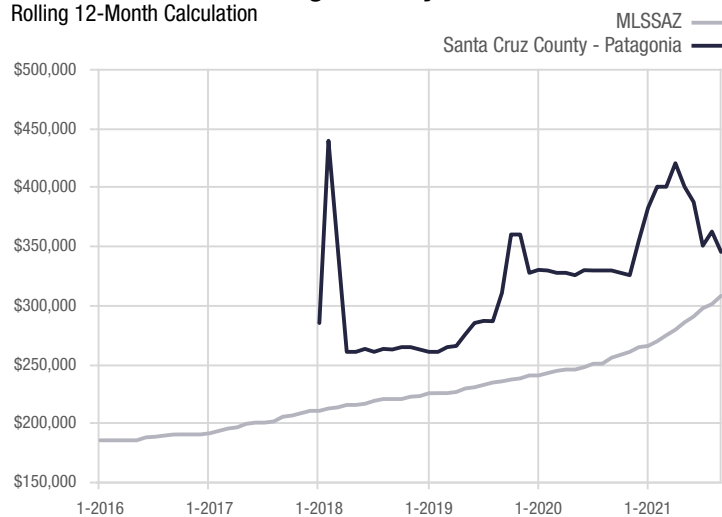
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	1	2	+ 100.0%	18	30	+ 66.7%
Pending Sales	3	0	- 100.0%	15	21	+ 40.0%
Closed Sales	4	0	- 100.0%	15	23	+ 53.3%
Days on Market Until Sale	212	—	—	136	63	- 53.7%
Median Sales Price*	\$444,500	—	—	\$374,000	\$350,000	- 6.4%
Average Sales Price*	\$426,500	—	—	\$379,000	\$394,315	+ 4.0%
Percent of List Price Received*	96.8%	—	—	95.7%	96.4%	+ 0.7%
Inventory of Homes for Sale	10	8	- 20.0%	—	—	—
Months Supply of Inventory	4.8	2.8	- 41.7%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% 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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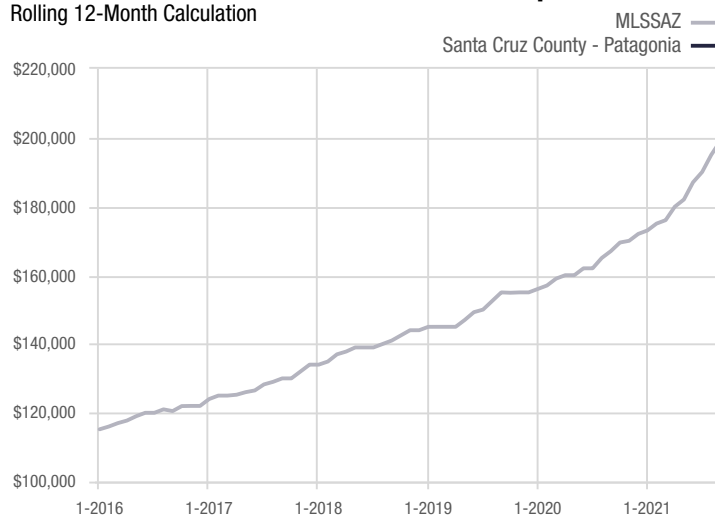
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

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## Santa Cruz County - Rio Rico East

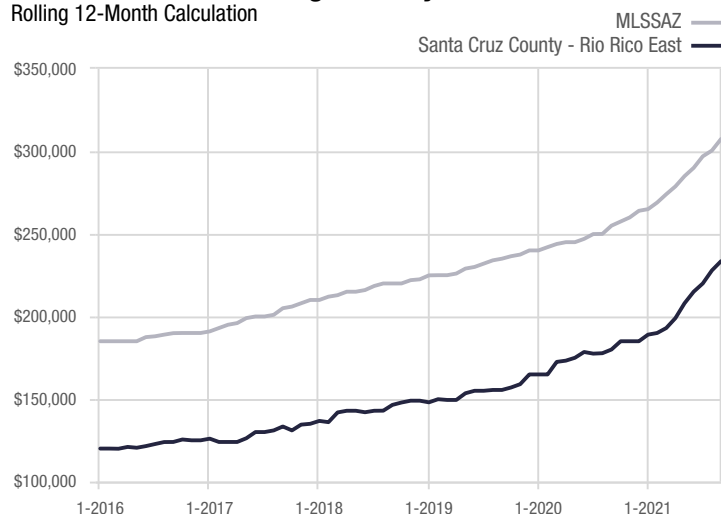
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	21	22	+ 4.8%	144	171	+ 18.8%
Pending Sales	15	18	+ 20.0%	129	146	+ 13.2%
Closed Sales	15	10	- 33.3%	110	125	+ 13.6%
Days on Market Until Sale	11	8	- 27.3%	49	24	- 51.0%
Median Sales Price*	\$199,000	<b>\$232,500</b>	+ 16.8%	\$183,500	<b>\$239,500</b>	+ 30.5%
Average Sales Price*	\$201,367	<b>\$273,050</b>	+ 35.6%	\$205,540	<b>\$260,726</b>	+ 26.8%
Percent of List Price Received*	99.1%	<b>98.8%</b>	- 0.3%	99.0%	<b>99.6%</b>	+ 0.6%
Inventory of Homes for Sale	23	21	- 8.7%	—	—	—
Months Supply of Inventory	1.7	1.4	- 17.6%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	0	1	—	1	4	+ 300.0%
Pending Sales	0	1	—	2	4	+ 100.0%
Closed Sales	0	0	0.0%	2	3	+ 50.0%
Days on Market Until Sale	—	—	—	29	16	- 44.8%
Median Sales Price*	—	—	—	\$137,000	<b>\$167,000</b>	+ 21.9%
Average Sales Price*	—	—	—	\$137,000	<b>\$164,333</b>	+ 20.0%
Percent of List Price Received*	—	—	—	102.1%	<b>101.2%</b>	- 0.9%
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.

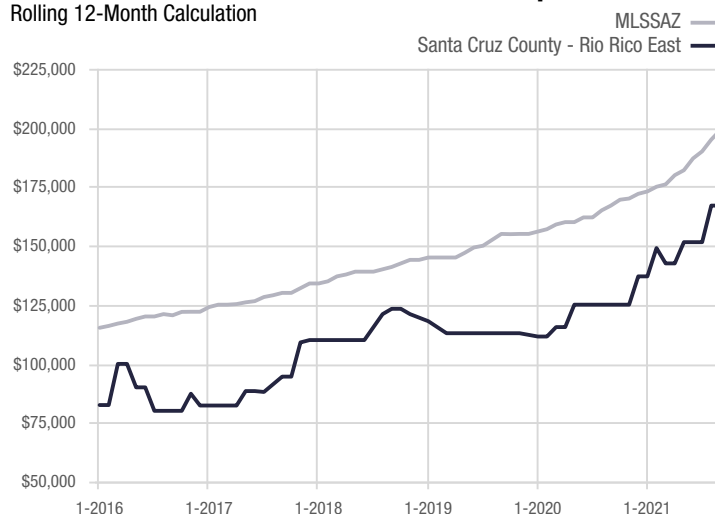
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.



## Santa Cruz County - Rio Rico West

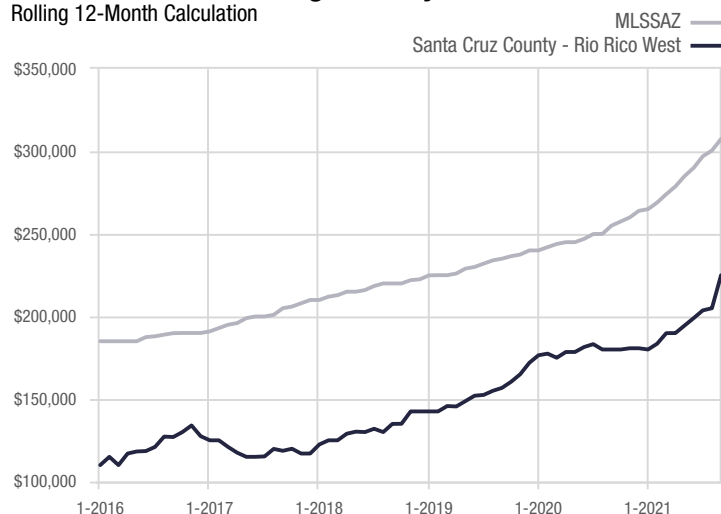
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	5	11	+ 120.0%	71	102	+ 43.7%
Pending Sales	4	10	+ 150.0%	68	80	+ 17.6%
Closed Sales	11	7	- 36.4%	66	70	+ 6.1%
Days on Market Until Sale	25	27	+ 8.0%	54	15	- 72.2%
Median Sales Price*	\$180,000	\$285,000	+ 58.3%	\$180,000	\$227,000	+ 26.1%
Average Sales Price*	\$181,173	\$277,214	+ 53.0%	\$198,845	\$234,955	+ 18.2%
Percent of List Price Received*	100.5%	99.2%	- 1.3%	99.0%	99.6%	+ 0.6%
Inventory of Homes for Sale	7	11	+ 57.1%	—	—	—
Months Supply of Inventory	1.0	1.4	+ 40.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	0	0	0.0%	0	1	—
Pending Sales	0	0	0.0%	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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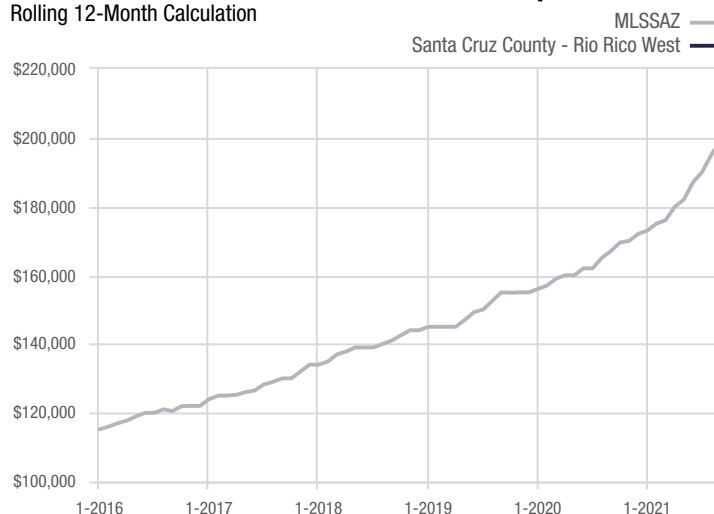
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

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## Santa Cruz County - Santa Cruz County

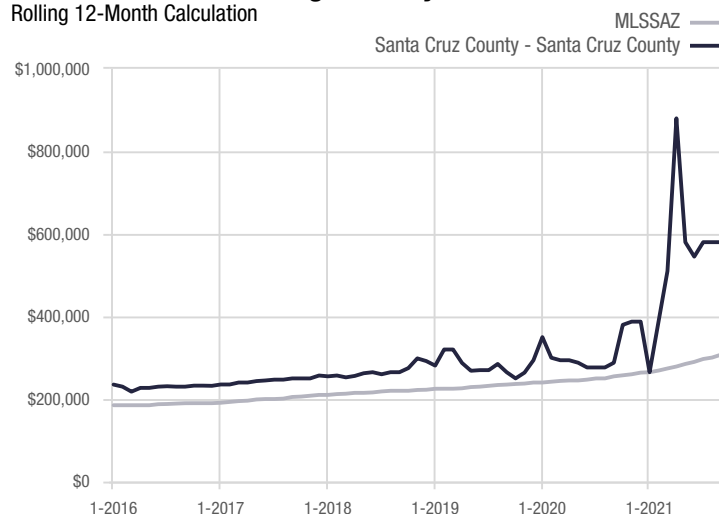
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	0	1	—	5	7	+ 40.0%
Pending Sales	1	0	- 100.0%	3	7	+ 133.3%
Closed Sales	0	0	0.0%	3	8	+ 166.7%
Days on Market Until Sale	—	—	—	244	237	- 2.9%
Median Sales Price*	—	—	—	\$265,000	\$702,500	+ 165.1%
Average Sales Price*	—	—	—	\$430,000	\$732,972	+ 70.5%
Percent of List Price Received*	—	—	—	87.8%	91.0%	+ 3.6%
Inventory of Homes for Sale	8	6	- 25.0%	—	—	—
Months Supply of Inventory	5.3	5.3	0.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% 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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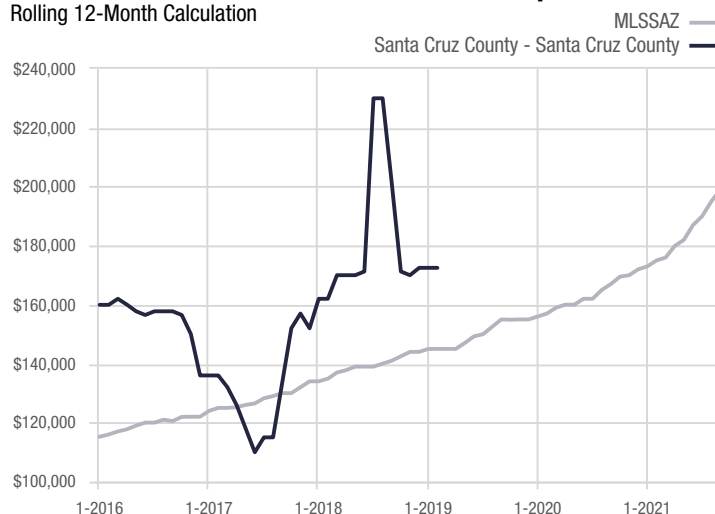
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.



## Santa Cruz County - Sonoita

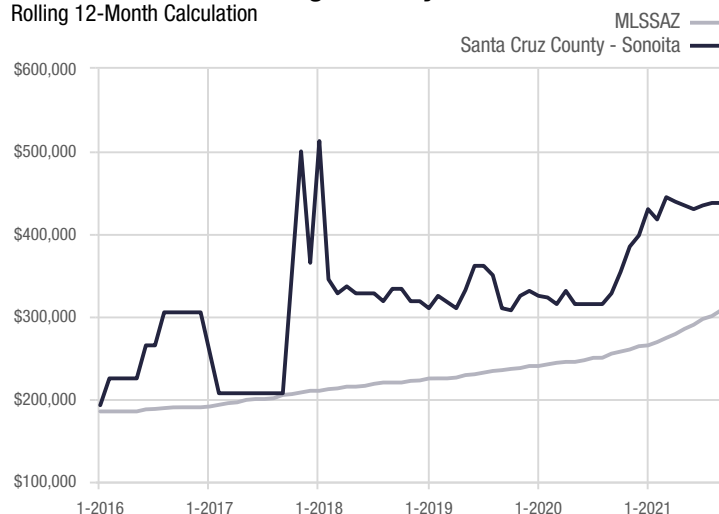
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	4	2	- 50.0%	27	21	- 22.2%
Pending Sales	5	2	- 60.0%	27	24	- 11.1%
Closed Sales	1	1	0.0%	19	22	+ 15.8%
Days on Market Until Sale	57	31	- 45.6%	161	99	- 38.5%
Median Sales Price*	\$378,000	\$360,000	- 4.8%	\$315,000	\$430,750	+ 36.7%
Average Sales Price*	\$378,000	\$360,000	- 4.8%	\$386,355	\$517,615	+ 34.0%
Percent of List Price Received*	100.0%	100.0%	0.0%	95.9%	97.7%	+ 1.9%
Inventory of Homes for Sale	12	5	- 58.3%	—	—	—
Months Supply of Inventory	3.8	2.0	- 47.4%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% 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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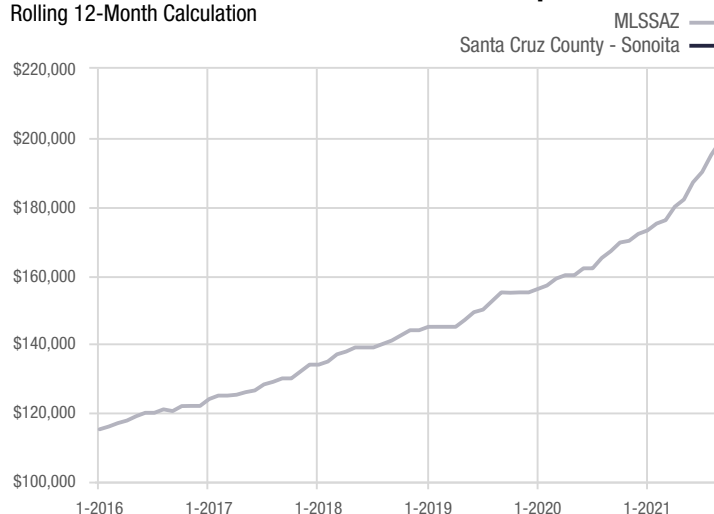
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

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## Santa Cruz County - Tubac East

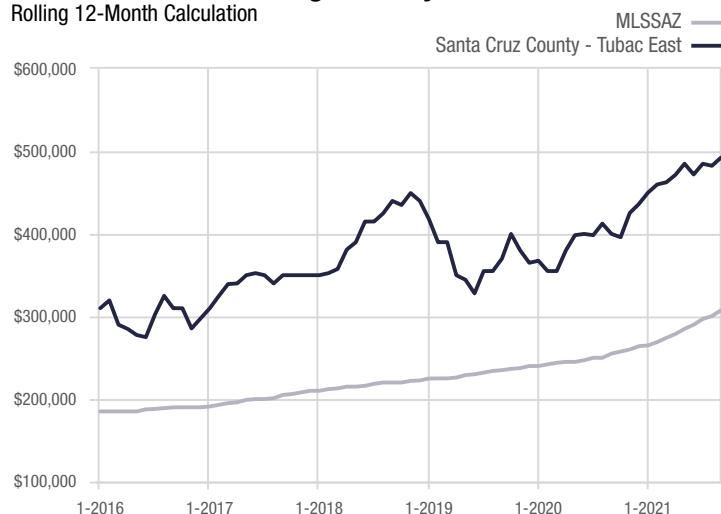
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	5	7	+ 40.0%	44	58	+ 31.8%
Pending Sales	5	1	- 80.0%	41	45	+ 9.8%
Closed Sales	5	3	- 40.0%	40	38	- 5.0%
Days on Market Until Sale	102	190	+ 86.3%	96	87	- 9.4%
Median Sales Price*	\$395,000	<b>\$680,000</b>	+ 72.2%	\$398,500	<b>\$512,613</b>	+ 28.6%
Average Sales Price*	\$473,900	<b>\$648,333</b>	+ 36.8%	\$435,607	<b>\$562,484</b>	+ 29.1%
Percent of List Price Received*	91.3%	<b>98.0%</b>	+ 7.3%	97.2%	<b>97.0%</b>	- 0.2%
Inventory of Homes for Sale	24	18	- 25.0%	—	—	—
Months Supply of Inventory	5.8	3.4	- 41.4%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	6	4	- 33.3%	35	31	- 11.4%
Pending Sales	5	3	- 40.0%	25	29	+ 16.0%
Closed Sales	1	3	+ 200.0%	21	25	+ 19.0%
Days on Market Until Sale	95	37	- 61.1%	119	77	- 35.3%
Median Sales Price*	\$169,000	<b>\$247,250</b>	+ 46.3%	\$170,000	<b>\$225,000</b>	+ 32.4%
Average Sales Price*	\$169,000	<b>\$237,417</b>	+ 40.5%	\$201,805	<b>\$239,434</b>	+ 18.6%
Percent of List Price Received*	100.0%	<b>98.9%</b>	- 1.1%	96.6%	<b>97.1%</b>	+ 0.5%
Inventory of Homes for Sale	17	4	- 76.5%	—	—	—
Months Supply of Inventory	5.5	1.0	- 81.8%	—	—	—

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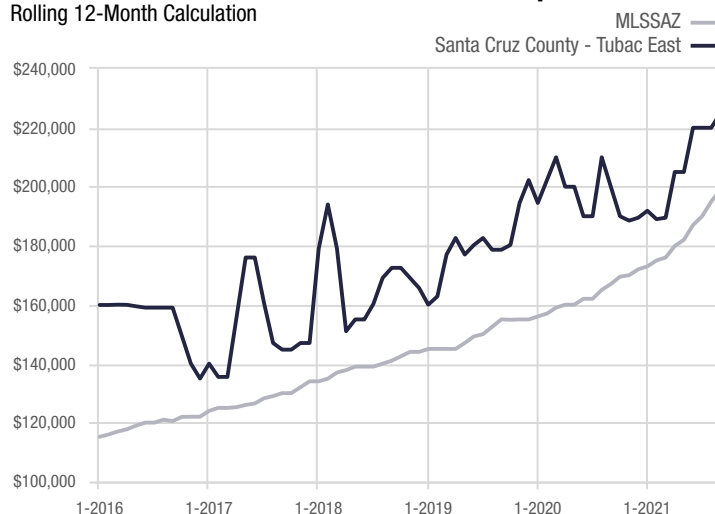
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County - Tubac West

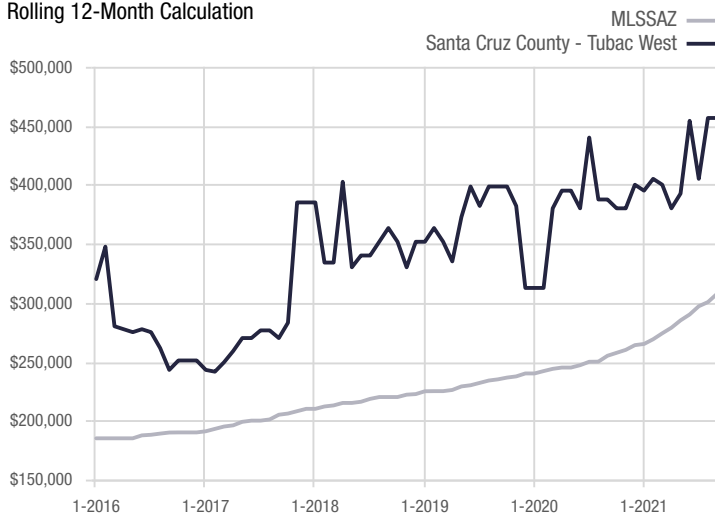
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	1	0	- 100.0%	11	9	- 18.2%
Pending Sales	1	2	+ 100.0%	17	10	- 41.2%
Closed Sales	0	0	0.0%	16	10	- 37.5%
Days on Market Until Sale	—	—	—	133	31	- 76.7%
Median Sales Price*	—	—	—	\$440,000	\$542,500	+ 23.3%
Average Sales Price*	—	—	—	\$452,850	\$541,239	+ 19.5%
Percent of List Price Received*	—	—	—	96.5%	100.6%	+ 4.2%
Inventory of Homes for Sale	3	3	0.0%	—	—	—
Months Supply of Inventory	1.4	2.1	+ 50.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	0	0	0.0%	0	1	—
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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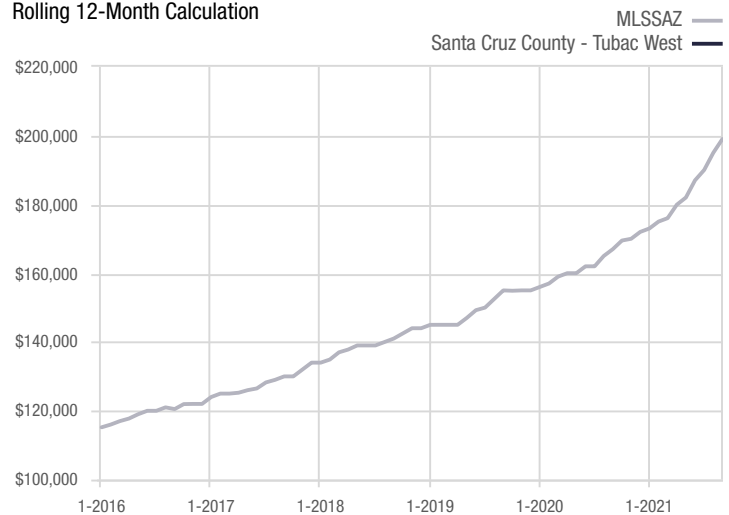
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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## Santa Cruz County - Tumacacori - Carmen

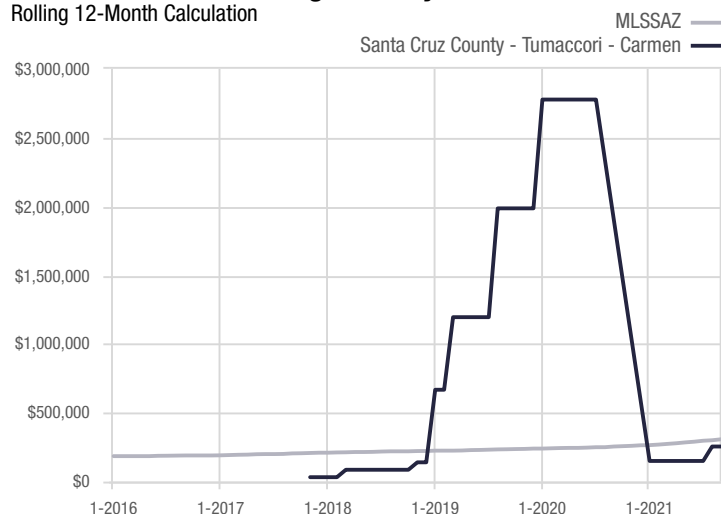
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	0	1	—	1	2	+ 100.0%
Pending Sales	0	1	—	0	4	—
Closed Sales	0	0	0.0%	0	3	—
Days on Market Until Sale	—	—	—	—	130	—
Median Sales Price*	—	—	—	—	\$255,000	—
Average Sales Price*	—	—	—	—	\$501,667	—
Percent of List Price Received*	—	—	—	—	96.7%	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% 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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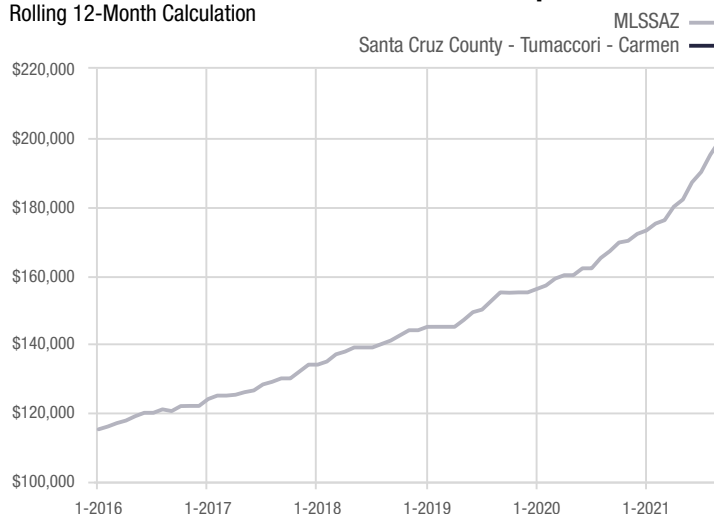
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

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## Tucson - Benson / St. David

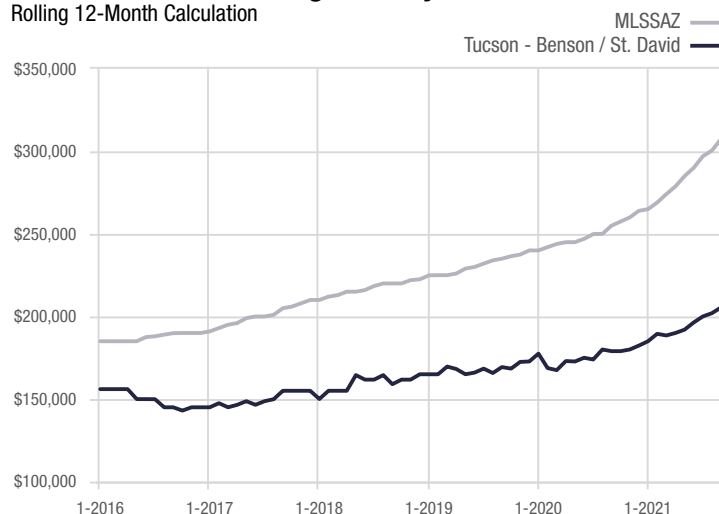
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	11	11	0.0%	99	160	+ 61.6%
Pending Sales	7	14	+ 100.0%	83	121	+ 45.8%
Closed Sales	11	14	+ 27.3%	77	119	+ 54.5%
Days on Market Until Sale	35	31	- 11.4%	54	36	- 33.3%
Median Sales Price*	\$175,000	\$357,500	+ 104.3%	\$179,000	\$210,000	+ 17.3%
Average Sales Price*	\$226,991	\$314,643	+ 38.6%	\$197,969	\$242,665	+ 22.6%
Percent of List Price Received*	98.8%	97.2%	- 1.6%	97.2%	98.1%	+ 0.9%
Inventory of Homes for Sale	26	30	+ 15.4%	—	—	—
Months Supply of Inventory	2.9	2.2	- 24.1%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	0	0	0.0%	2	0	- 100.0%
Pending Sales	0	0	0.0%	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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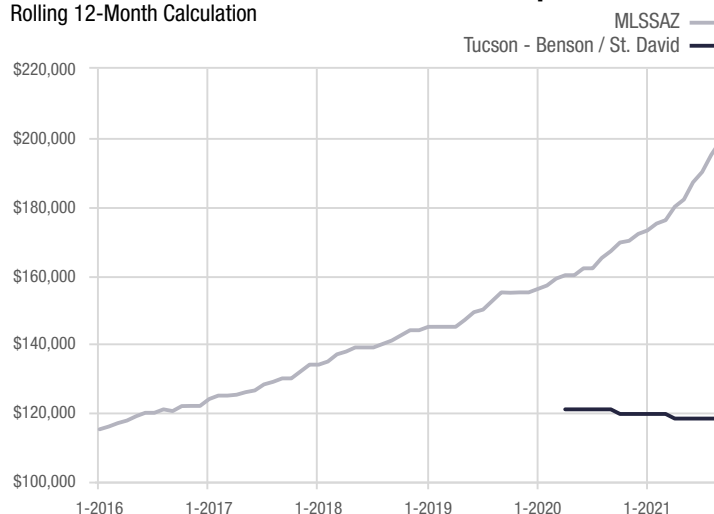
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

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## Tucson - Central

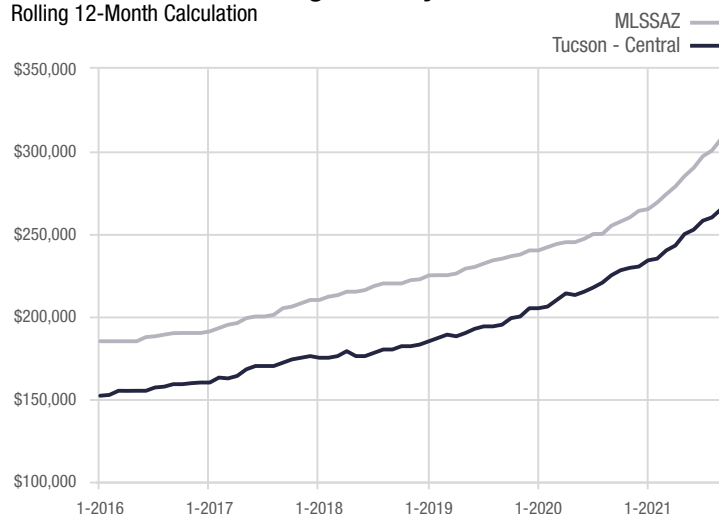
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	224	264	+ 17.9%	1,987	2,051	+ 3.2%
Pending Sales	195	202	+ 3.6%	1,637	1,669	+ 2.0%
Closed Sales	181	157	- 13.3%	1,530	1,586	+ 3.7%
Days on Market Until Sale	22	15	- 31.8%	30	16	- 46.7%
Median Sales Price*	\$235,000	\$300,000	+ 27.7%	\$227,375	\$275,000	+ 20.9%
Average Sales Price*	\$264,440	\$347,254	+ 31.3%	\$255,772	\$318,860	+ 24.7%
Percent of List Price Received*	99.9%	100.1%	+ 0.2%	99.0%	101.1%	+ 2.1%
Inventory of Homes for Sale	257	276	+ 7.4%	—	—	—
Months Supply of Inventory	1.5	1.5	0.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	56	47	- 16.1%	462	517	+ 11.9%
Pending Sales	43	51	+ 18.6%	375	469	+ 25.1%
Closed Sales	46	52	+ 13.0%	348	444	+ 27.6%
Days on Market Until Sale	18	12	- 33.3%	26	16	- 38.5%
Median Sales Price*	\$170,000	\$187,000	+ 10.0%	\$145,000	\$177,000	+ 22.1%
Average Sales Price*	\$176,564	\$205,101	+ 16.2%	\$154,124	\$186,978	+ 21.3%
Percent of List Price Received*	99.7%	100.7%	+ 1.0%	98.2%	101.6%	+ 3.5%
Inventory of Homes for Sale	66	42	- 36.4%	—	—	—
Months Supply of Inventory	1.7	0.9	- 47.1%	—	—	—

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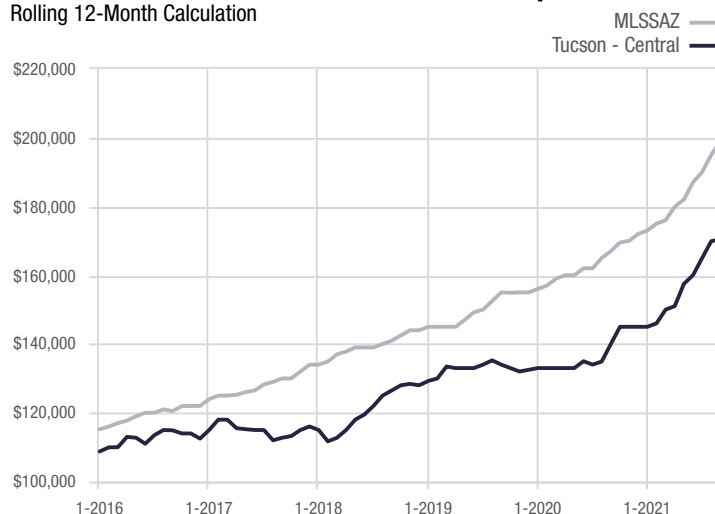
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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## Tucson - East

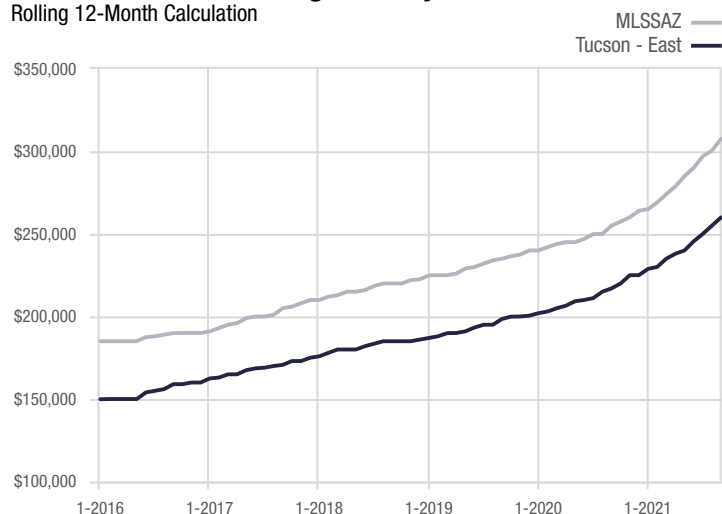
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	179	158	- 11.7%	1,388	1,480	+ 6.6%
Pending Sales	140	146	+ 4.3%	1,252	1,320	+ 5.4%
Closed Sales	138	114	- 17.4%	1,165	1,236	+ 6.1%
Days on Market Until Sale	15	13	- 13.3%	22	12	- 45.5%
Median Sales Price*	\$230,000	\$281,500	+ 22.4%	\$220,000	\$268,000	+ 21.8%
Average Sales Price*	\$243,445	\$320,413	+ 31.6%	\$237,150	\$292,629	+ 23.4%
Percent of List Price Received*	100.7%	101.3%	+ 0.6%	99.5%	101.5%	+ 2.0%
Inventory of Homes for Sale	123	147	+ 19.5%	—	—	—
Months Supply of Inventory	1.0	1.0	0.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	39	41	+ 5.1%	312	337	+ 8.0%
Pending Sales	31	33	+ 6.5%	287	318	+ 10.8%
Closed Sales	34	38	+ 11.8%	269	306	+ 13.8%
Days on Market Until Sale	19	6	- 68.4%	28	10	- 64.3%
Median Sales Price*	\$149,450	\$200,000	+ 33.8%	\$145,000	\$176,550	+ 21.8%
Average Sales Price*	\$152,457	\$196,026	+ 28.6%	\$139,369	\$173,197	+ 24.3%
Percent of List Price Received*	99.8%	102.4%	+ 2.6%	99.2%	101.5%	+ 2.3%
Inventory of Homes for Sale	37	21	- 43.2%	—	—	—
Months Supply of Inventory	1.2	0.6	- 50.0%	—	—	—

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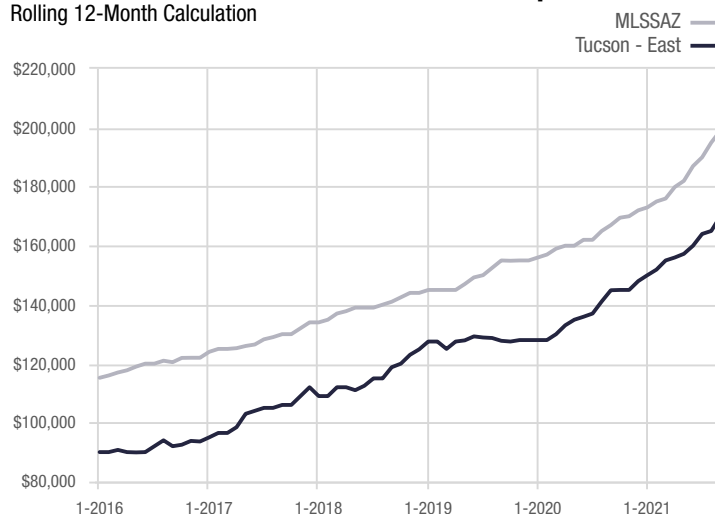
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Extended Northeast

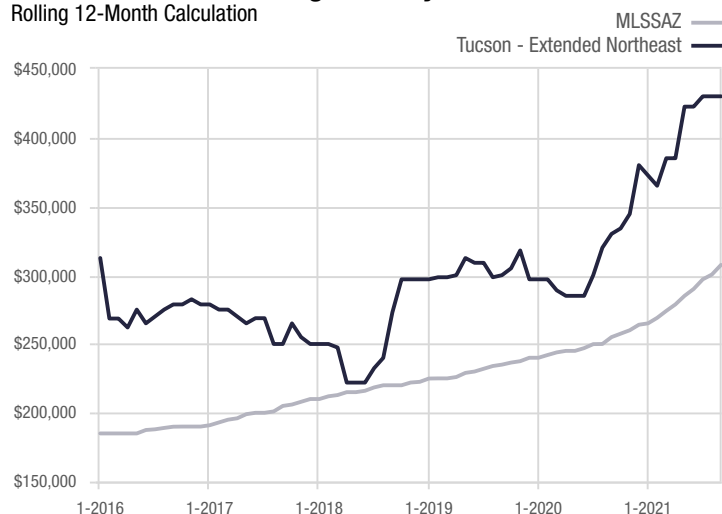
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	7	2	- 71.4%	32	15	- 53.1%
Pending Sales	5	0	- 100.0%	23	13	- 43.5%
Closed Sales	2	2	0.0%	16	14	- 12.5%
Days on Market Until Sale	80	52	- 35.0%	90	55	- 38.9%
Median Sales Price*	\$507,500	<b>\$640,000</b>	+ 26.1%	\$332,000	<b>\$394,500</b>	+ 18.8%
Average Sales Price*	\$507,500	<b>\$640,000</b>	+ 26.1%	\$347,225	<b>\$483,357</b>	+ 39.2%
Percent of List Price Received*	96.3%	<b>96.6%</b>	+ 0.3%	95.1%	<b>97.5%</b>	+ 2.5%
Inventory of Homes for Sale	9	4	- 55.6%	—	—	—
Months Supply of Inventory	3.1	1.8	- 41.9%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% 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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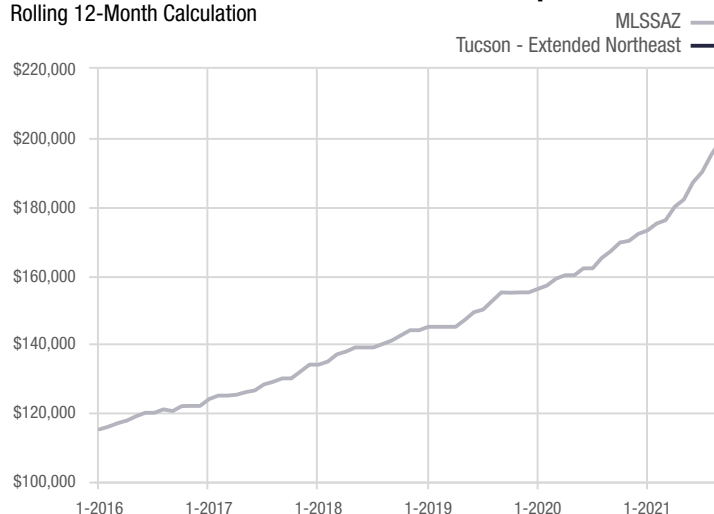
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Extended Northwest

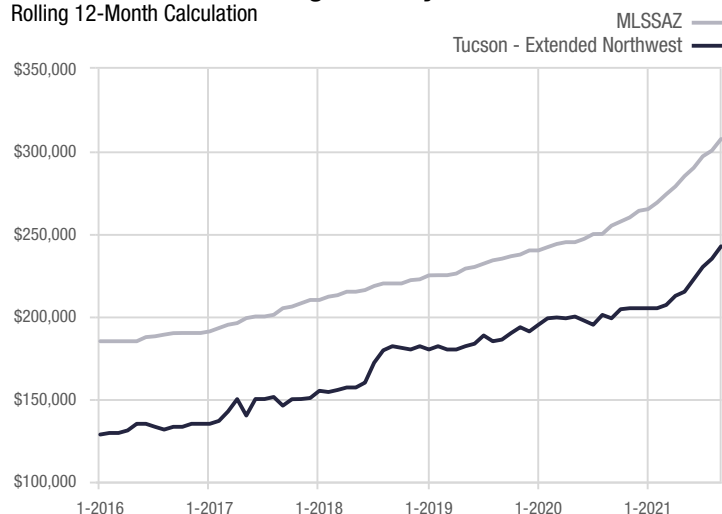
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	5	13	+ 160.0%	63	83	+ 31.7%
Pending Sales	5	10	+ 100.0%	66	72	+ 9.1%
Closed Sales	6	9	+ 50.0%	63	66	+ 4.8%
Days on Market Until Sale	6	7	+ 16.7%	21	7	- 66.7%
Median Sales Price*	\$183,000	\$255,000	+ 39.3%	\$198,900	\$250,000	+ 25.7%
Average Sales Price*	\$186,833	\$265,555	+ 42.1%	\$199,895	\$252,789	+ 26.5%
Percent of List Price Received*	99.7%	100.1%	+ 0.4%	99.5%	101.1%	+ 1.6%
Inventory of Homes for Sale	1	9	+ 800.0%	—	—	—
Months Supply of Inventory	0.1	1.1	+ 1,000.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% 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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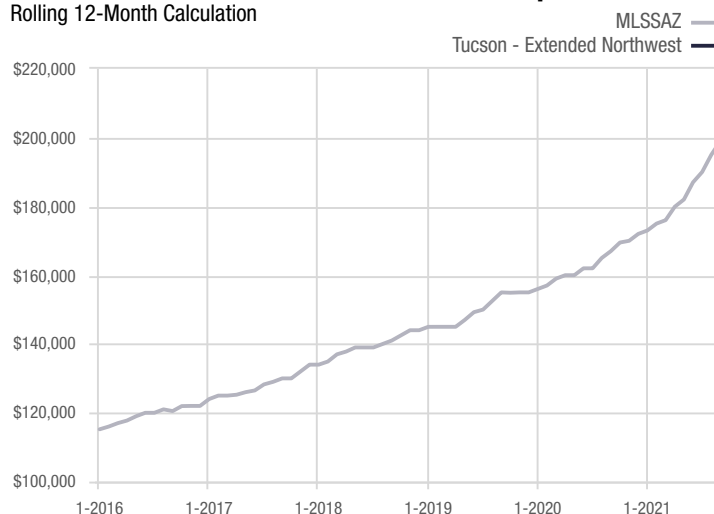
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Extended Southeast

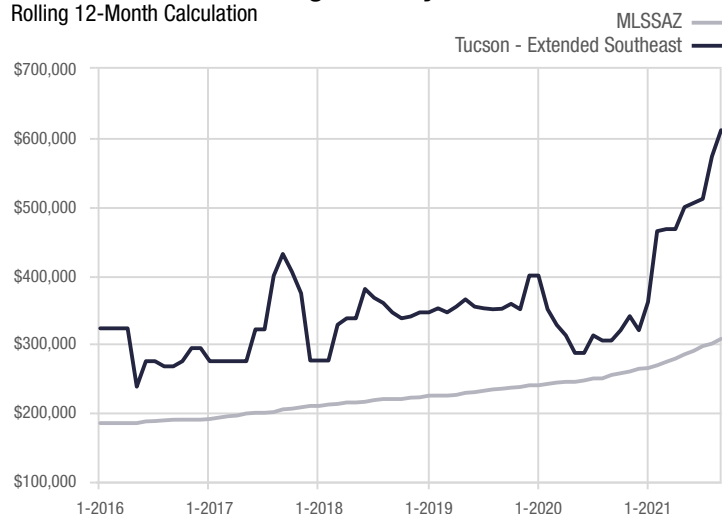
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	1	1	0.0%	12	7	- 41.7%
Pending Sales	1	1	0.0%	11	11	0.0%
Closed Sales	0	2	—	11	12	+ 9.1%
Days on Market Until Sale	—	4	—	77	168	+ 118.2%
Median Sales Price*	—	\$665,750	—	\$305,000	\$625,000	+ 104.9%
Average Sales Price*	—	\$665,750	—	\$337,510	\$636,333	+ 88.5%
Percent of List Price Received*	—	101.8%	—	94.3%	97.9%	+ 3.8%
Inventory of Homes for Sale	6	2	- 66.7%	—	—	—
Months Supply of Inventory	2.8	1.3	- 53.6%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% 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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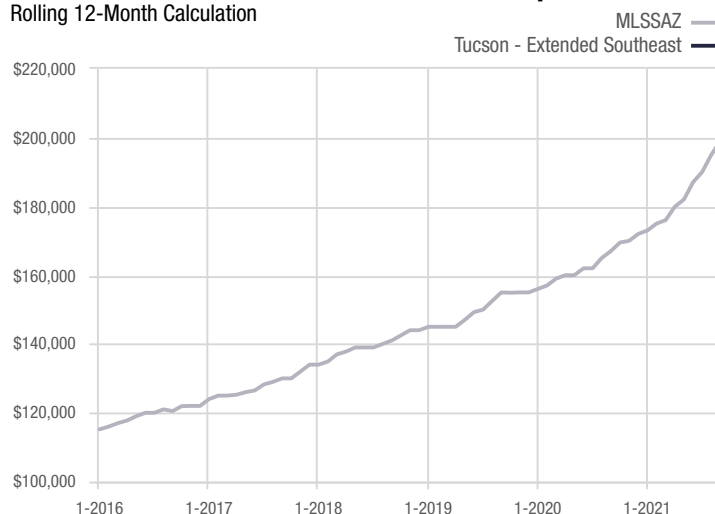
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Extended Southwest

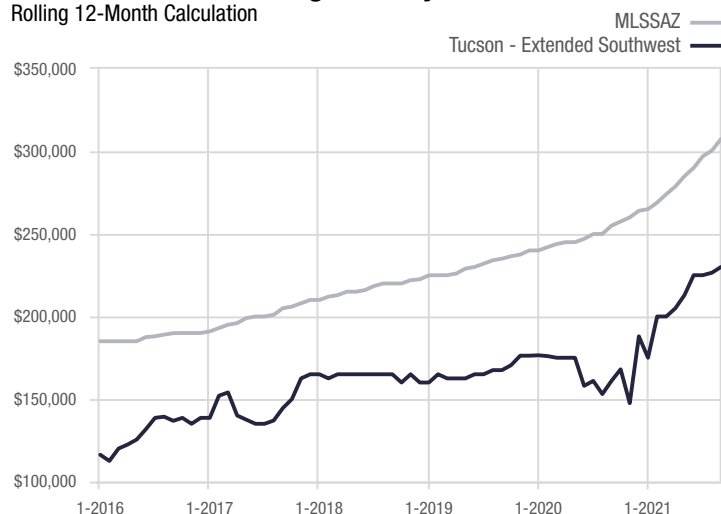
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	2	4	+ 100.0%	25	25	0.0%
Pending Sales	0	4	—	17	24	+ 41.2%
Closed Sales	3	1	- 66.7%	17	20	+ 17.6%
Days on Market Until Sale	7	11	+ 57.1%	44	37	- 15.9%
Median Sales Price*	\$188,000	<b>\$320,000</b>	+ 70.2%	\$147,500	<b>\$230,000</b>	+ 55.9%
Average Sales Price*	\$190,167	<b>\$320,000</b>	+ 68.3%	\$159,182	<b>\$231,368</b>	+ 45.3%
Percent of List Price Received*	96.0%	<b>95.2%</b>	- 0.8%	97.0%	<b>98.9%</b>	+ 2.0%
Inventory of Homes for Sale	6	2	- 66.7%	—	—	—
Months Supply of Inventory	2.9	<b>0.7</b>	- 75.9%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% 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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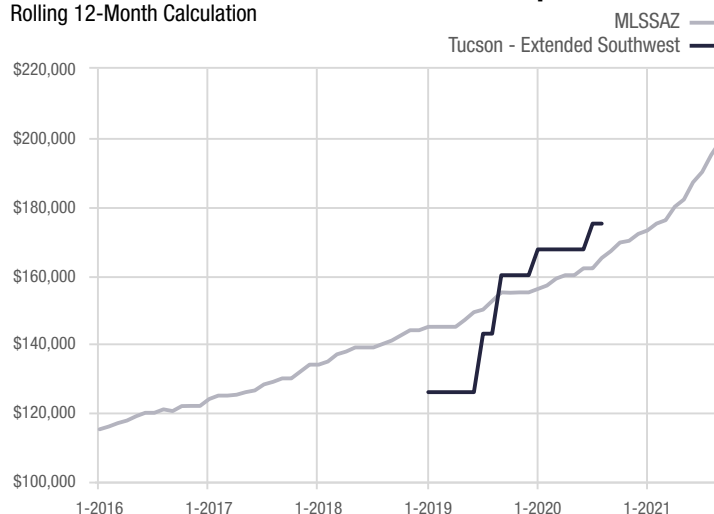
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

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## Tucson - Extended West

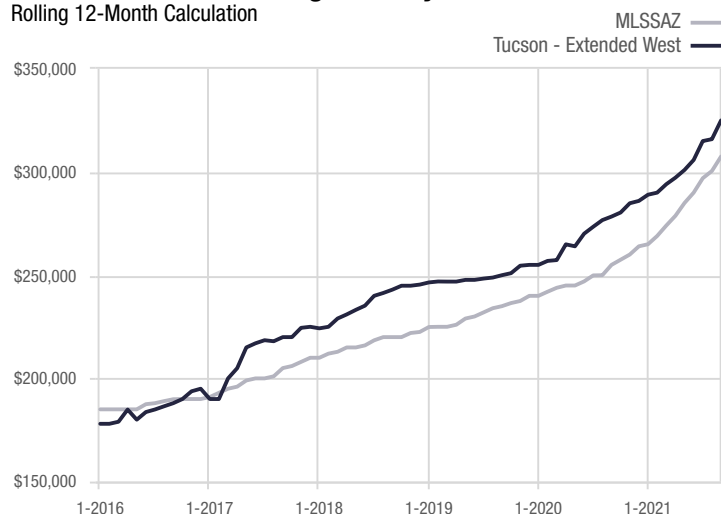
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	35	57	+ 62.9%	429	433	+ 0.9%
Pending Sales	38	45	+ 18.4%	447	364	- 18.6%
Closed Sales	52	38	- 26.9%	401	313	- 21.9%
Days on Market Until Sale	29	22	- 24.1%	63	15	- 76.2%
Median Sales Price*	\$289,950	\$342,867	+ 18.3%	\$281,795	\$335,000	+ 18.9%
Average Sales Price*	\$302,215	\$354,817	+ 17.4%	\$286,916	\$342,638	+ 19.4%
Percent of List Price Received*	99.5%	100.3%	+ 0.8%	99.2%	100.7%	+ 1.5%
Inventory of Homes for Sale	28	70	+ 150.0%	—	—	—
Months Supply of Inventory	0.6	1.9	+ 216.7%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% 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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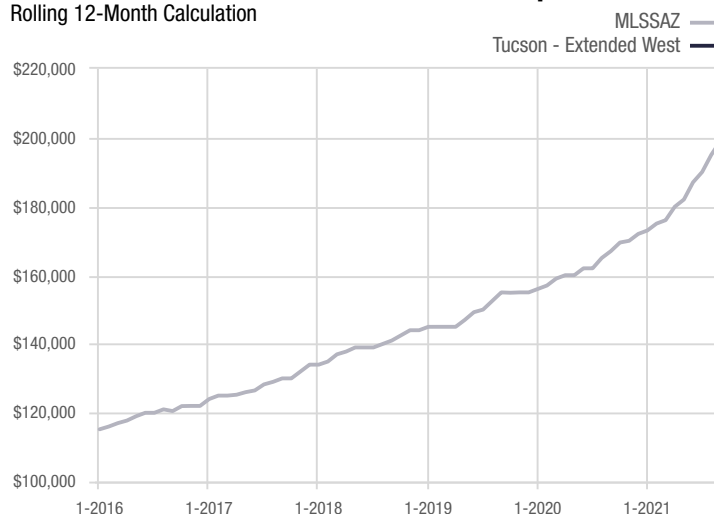
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

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## Tucson - North

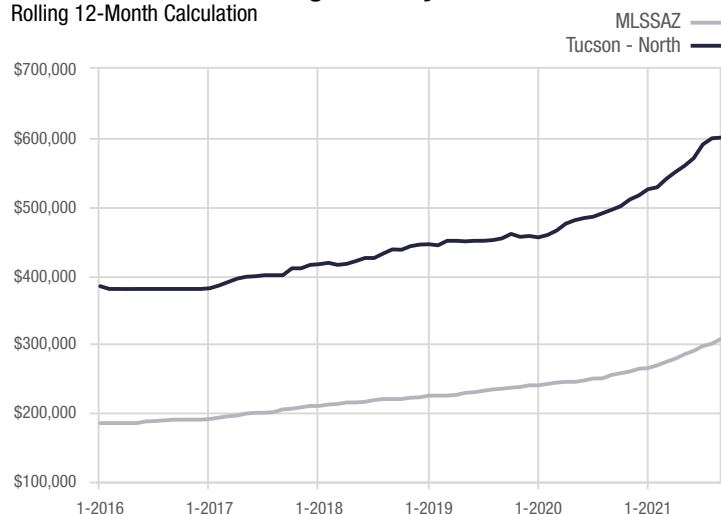
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	112	128	+ 14.3%	1,141	1,084	- 5.0%
Pending Sales	100	95	- 5.0%	911	911	0.0%
Closed Sales	96	74	- 22.9%	868	880	+ 1.4%
Days on Market Until Sale	34	14	- 58.8%	43	22	- 48.8%
Median Sales Price*	\$540,200	\$617,500	+ 14.3%	\$510,000	\$625,000	+ 22.5%
Average Sales Price*	\$635,712	\$669,868	+ 5.4%	\$584,007	\$745,934	+ 27.7%
Percent of List Price Received*	98.8%	100.4%	+ 1.6%	97.9%	100.8%	+ 3.0%
Inventory of Homes for Sale	165	138	- 16.4%	—	—	—
Months Supply of Inventory	1.7	1.4	- 17.6%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	74	58	- 21.6%	568	554	- 2.5%
Pending Sales	58	45	- 22.4%	490	506	+ 3.3%
Closed Sales	54	39	- 27.8%	454	510	+ 12.3%
Days on Market Until Sale	34	15	- 55.9%	30	14	- 53.3%
Median Sales Price*	\$205,000	\$250,000	+ 22.0%	\$196,250	\$248,500	+ 26.6%
Average Sales Price*	\$251,881	\$271,092	+ 7.6%	\$224,606	\$283,180	+ 26.1%
Percent of List Price Received*	98.5%	101.0%	+ 2.5%	98.4%	100.8%	+ 2.4%
Inventory of Homes for Sale	67	49	- 26.9%	—	—	—
Months Supply of Inventory	1.3	0.9	- 30.8%	—	—	—

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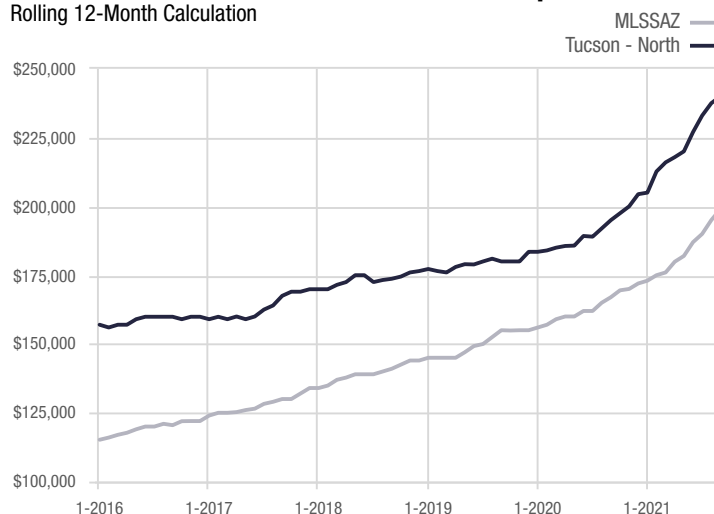
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

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## Tucson - Northeast

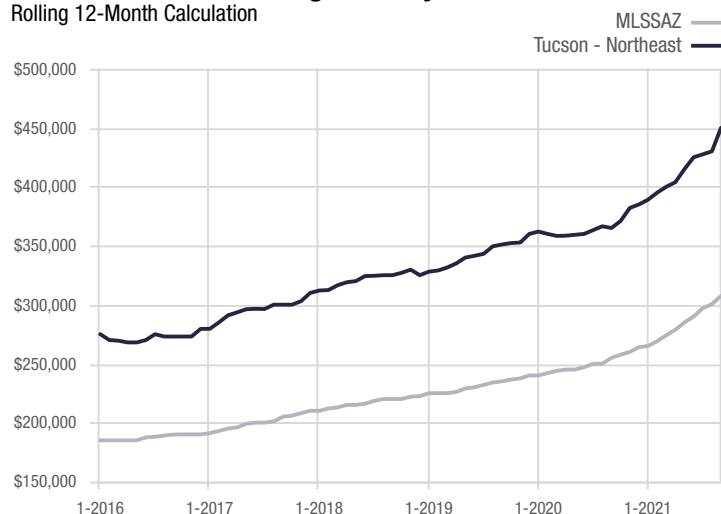
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	68	64	- 5.9%	579	600	+ 3.6%
Pending Sales	62	55	- 11.3%	509	541	+ 6.3%
Closed Sales	80	45	- 43.8%	473	523	+ 10.6%
Days on Market Until Sale	30	13	- 56.7%	34	15	- 55.9%
Median Sales Price*	\$356,400	\$599,900	+ 68.3%	\$366,500	\$455,000	+ 24.1%
Average Sales Price*	\$429,023	\$611,110	+ 42.4%	\$424,715	\$557,943	+ 31.4%
Percent of List Price Received*	99.3%	100.7%	+ 1.4%	98.7%	100.7%	+ 2.0%
Inventory of Homes for Sale	79	58	- 26.6%	—	—	—
Months Supply of Inventory	1.5	1.0	- 33.3%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	26	18	- 30.8%	168	211	+ 25.6%
Pending Sales	20	19	- 5.0%	138	195	+ 41.3%
Closed Sales	13	18	+ 38.5%	137	197	+ 43.8%
Days on Market Until Sale	8	14	+ 75.0%	21	13	- 38.1%
Median Sales Price*	\$170,000	\$136,000	- 20.0%	\$160,000	\$152,000	- 5.0%
Average Sales Price*	\$174,231	\$190,267	+ 9.2%	\$160,099	\$179,639	+ 12.2%
Percent of List Price Received*	98.1%	99.8%	+ 1.7%	97.9%	100.4%	+ 2.6%
Inventory of Homes for Sale	15	17	+ 13.3%	—	—	—
Months Supply of Inventory	1.0	0.9	- 10.0%	—	—	—

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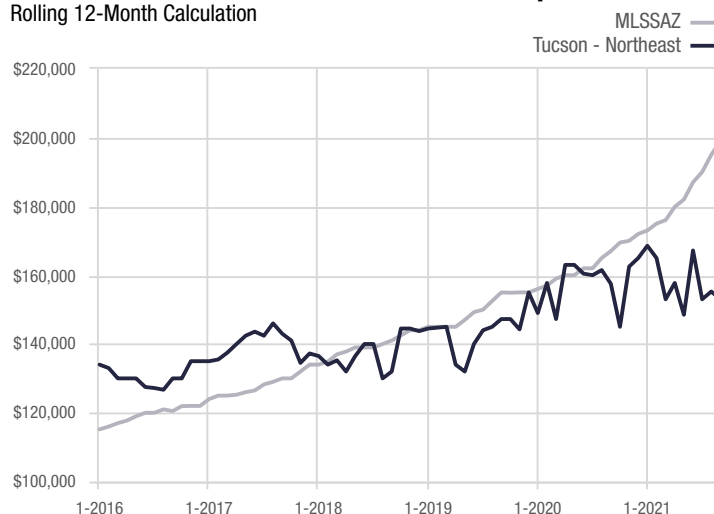
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

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## Tucson - Northwest

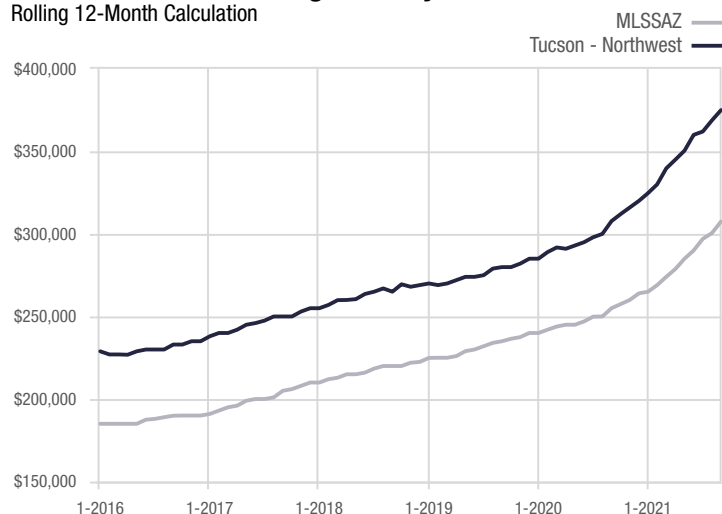
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	336	291	- 13.4%	2,633	2,644	+ 0.4%
Pending Sales	294	259	- 11.9%	2,338	2,429	+ 3.9%
Closed Sales	278	242	- 12.9%	2,196	2,382	+ 8.5%
Days on Market Until Sale	32	16	- 50.0%	37	16	- 56.8%
Median Sales Price*	\$335,000	\$425,000	+ 26.9%	\$312,925	\$390,000	+ 24.6%
Average Sales Price*	\$392,216	\$484,153	+ 23.4%	\$369,417	\$471,655	+ 27.7%
Percent of List Price Received*	99.4%	100.2%	+ 0.8%	98.9%	100.9%	+ 2.0%
Inventory of Homes for Sale	330	242	- 26.7%	—	—	—
Months Supply of Inventory	1.3	0.9	- 30.8%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	33	19	- 42.4%	294	242	- 17.7%
Pending Sales	41	10	- 75.6%	258	233	- 9.7%
Closed Sales	30	14	- 53.3%	237	244	+ 3.0%
Days on Market Until Sale	36	6	- 83.3%	35	13	- 62.9%
Median Sales Price*	\$232,500	\$277,150	+ 19.2%	\$240,000	\$286,137	+ 19.2%
Average Sales Price*	\$242,326	\$285,664	+ 17.9%	\$252,506	\$295,661	+ 17.1%
Percent of List Price Received*	99.3%	101.8%	+ 2.5%	98.9%	101.1%	+ 2.2%
Inventory of Homes for Sale	33	14	- 57.6%	—	—	—
Months Supply of Inventory	1.2	0.5	- 58.3%	—	—	—

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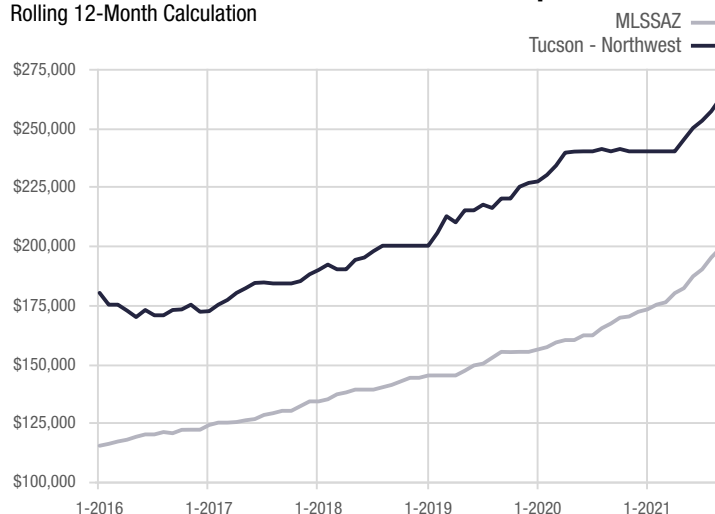
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Pima East

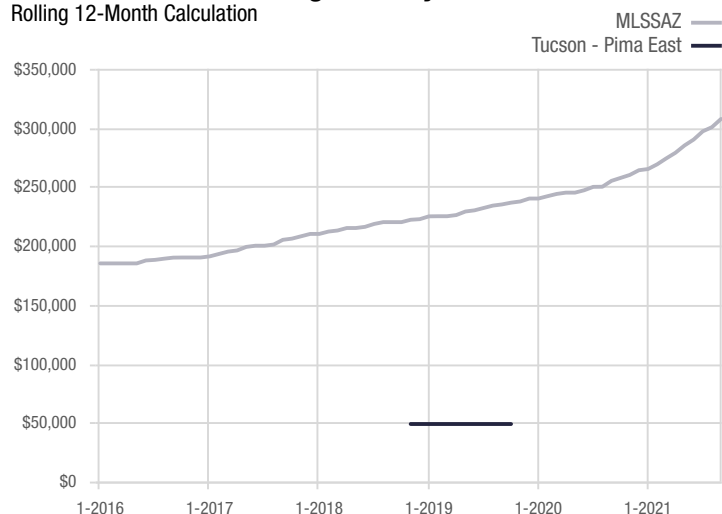
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% 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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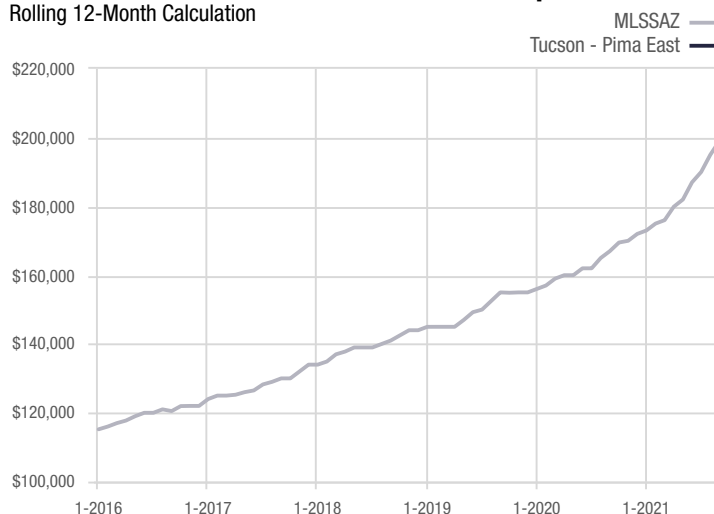
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Pima Northwest

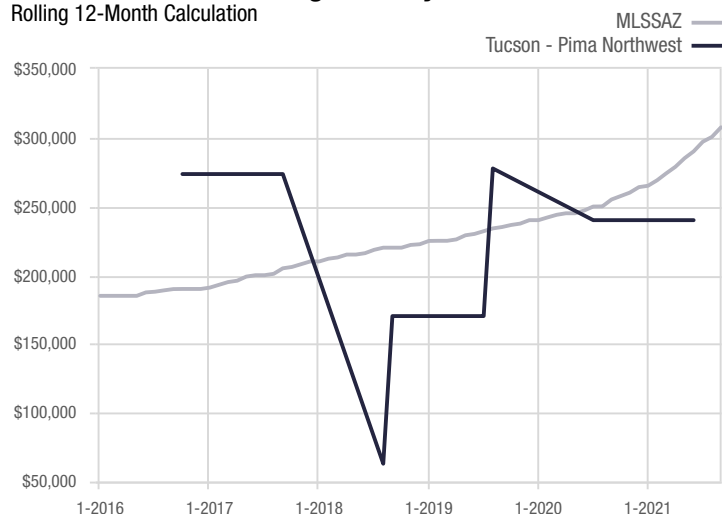
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	0	0	0.0%	0	5	—
Pending Sales	0	2	—	1	2	+ 100.0%
Closed Sales	0	0	0.0%	1	0	- 100.0%
Days on Market Until Sale	—	—	—	289	—	—
Median Sales Price*	—	—	—	\$240,000	—	—
Average Sales Price*	—	—	—	\$240,000	—	—
Percent of List Price Received*	—	—	—	86.0%	—	—
Inventory of Homes for Sale	0	3	—	—	—	—
Months Supply of Inventory	—	1.5	—	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% 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.

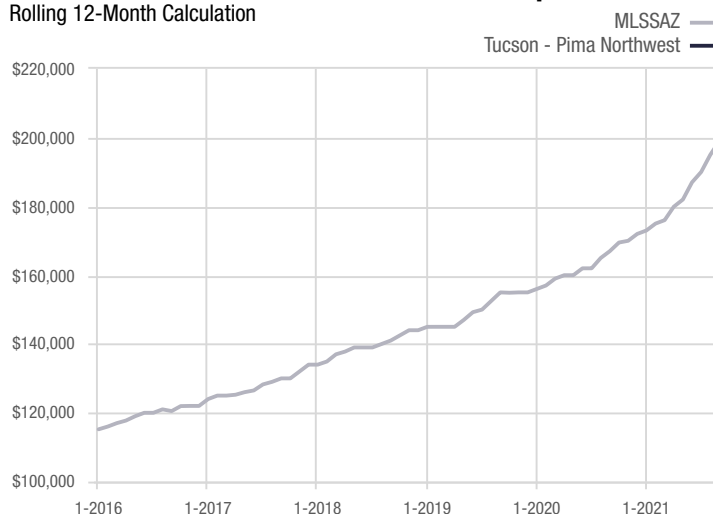
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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



# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Pima Southwest

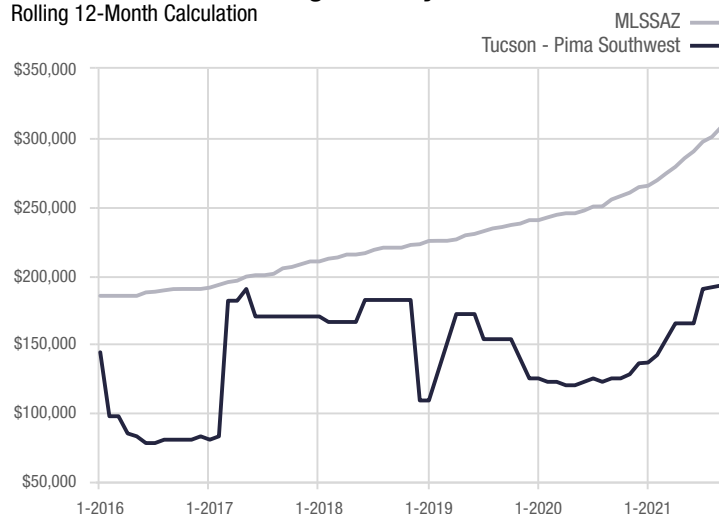
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	2	3	+ 50.0%	13	8	- 38.5%
Pending Sales	1	2	+ 100.0%	9	9	0.0%
Closed Sales	1	0	- 100.0%	7	7	0.0%
Days on Market Until Sale	222	—	—	135	226	+ 67.4%
Median Sales Price*	\$165,000	—	—	\$128,000	\$191,250	+ 49.4%
Average Sales Price*	\$165,000	—	—	\$136,571	\$229,750	+ 68.2%
Percent of List Price Received*	82.5%	—	—	92.4%	86.8%	- 6.1%
Inventory of Homes for Sale	10	6	- 40.0%	—	—	—
Months Supply of Inventory	8.0	4.4	- 45.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% 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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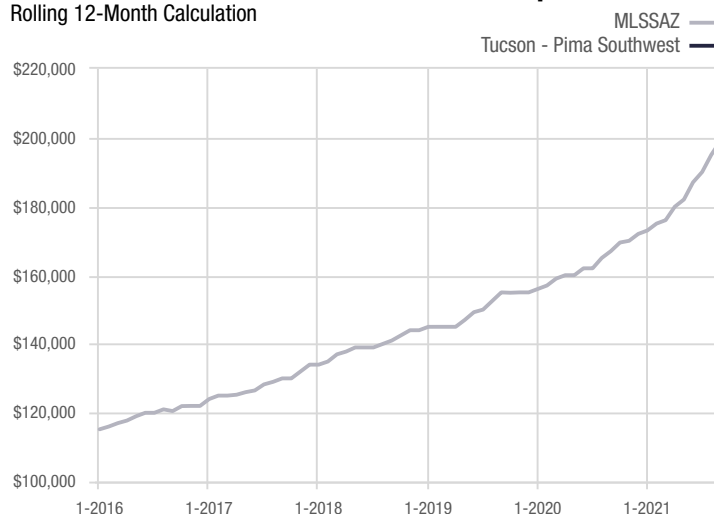
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

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## Tucson - South

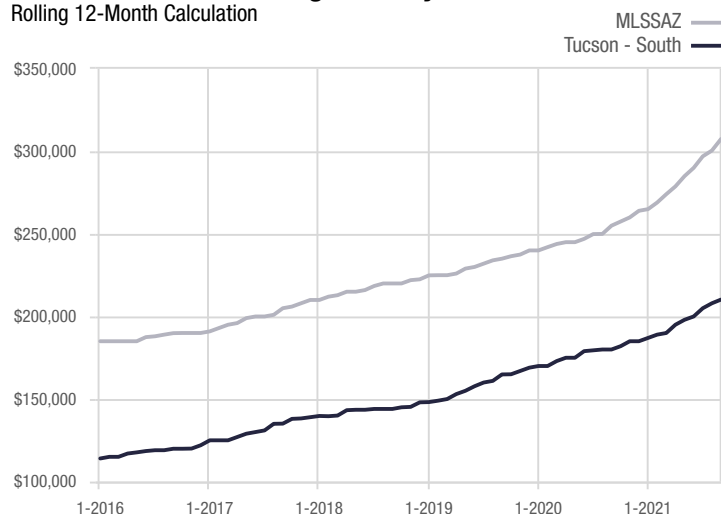
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	84	79	- 6.0%	738	753	+ 2.0%
Pending Sales	70	82	+ 17.1%	684	671	- 1.9%
Closed Sales	76	67	- 11.8%	654	635	- 2.9%
Days on Market Until Sale	10	9	- 10.0%	24	10	- 58.3%
Median Sales Price*	\$192,000	\$240,000	+ 25.0%	\$180,000	\$220,000	+ 22.2%
Average Sales Price*	\$188,008	\$238,537	+ 26.9%	\$179,095	\$217,405	+ 21.4%
Percent of List Price Received*	99.9%	100.5%	+ 0.6%	99.3%	101.2%	+ 1.9%
Inventory of Homes for Sale	55	54	- 1.8%	—	—	—
Months Supply of Inventory	0.7	0.8	+ 14.3%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	4	12	+ 200.0%	49	60	+ 22.4%
Pending Sales	1	9	+ 800.0%	40	54	+ 35.0%
Closed Sales	2	1	- 50.0%	37	52	+ 40.5%
Days on Market Until Sale	2	4	+ 100.0%	17	13	- 23.5%
Median Sales Price*	\$170,950	\$135,000	- 21.0%	\$134,500	\$152,500	+ 13.4%
Average Sales Price*	\$170,950	\$135,000	- 21.0%	\$131,819	\$155,942	+ 18.3%
Percent of List Price Received*	105.5%	100.1%	- 5.1%	98.1%	100.6%	+ 2.5%
Inventory of Homes for Sale	7	8	+ 14.3%	—	—	—
Months Supply of Inventory	1.6	1.4	- 12.5%	—	—	—

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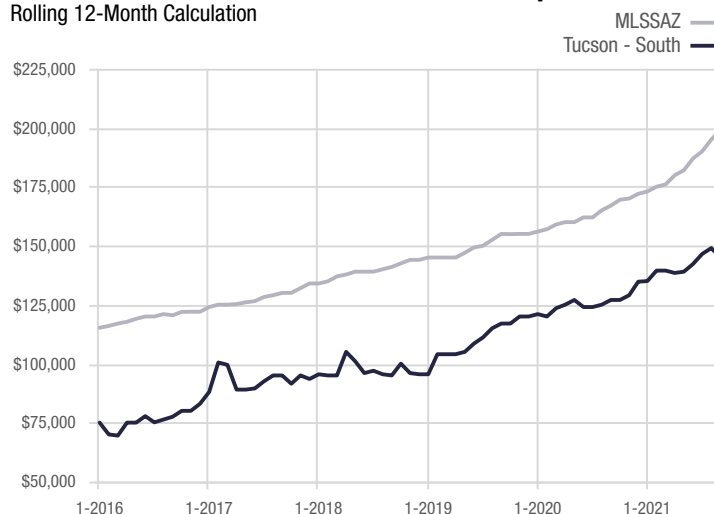
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Southeast

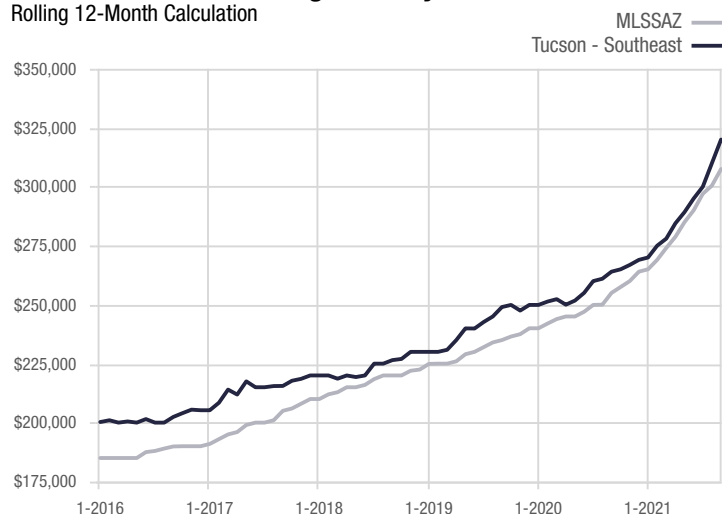
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	65	44	- 32.3%	420	469	+ 11.7%
Pending Sales	41	49	+ 19.5%	391	436	+ 11.5%
Closed Sales	32	47	+ 46.9%	361	416	+ 15.2%
Days on Market Until Sale	13	16	+ 23.1%	32	14	- 56.3%
Median Sales Price*	\$272,490	\$366,000	+ 34.3%	\$266,000	\$332,500	+ 25.0%
Average Sales Price*	\$311,493	\$382,520	+ 22.8%	\$285,893	\$347,199	+ 21.4%
Percent of List Price Received*	100.5%	100.2%	- 0.3%	99.4%	101.2%	+ 1.8%
Inventory of Homes for Sale	48	36	- 25.0%	—	—	—
Months Supply of Inventory	1.2	0.8	- 33.3%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	1	1	0.0%	11	10	- 9.1%
Pending Sales	1	0	- 100.0%	12	8	- 33.3%
Closed Sales	2	2	0.0%	10	7	- 30.0%
Days on Market Until Sale	4	11	+ 175.0%	17	6	- 64.7%
Median Sales Price*	\$173,500	\$200,000	+ 15.3%	\$167,500	\$200,000	+ 19.4%
Average Sales Price*	\$173,500	\$200,000	+ 15.3%	\$177,215	\$206,143	+ 16.3%
Percent of List Price Received*	101.0%	107.5%	+ 6.4%	99.2%	102.4%	+ 3.2%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.7	—	—	—	—

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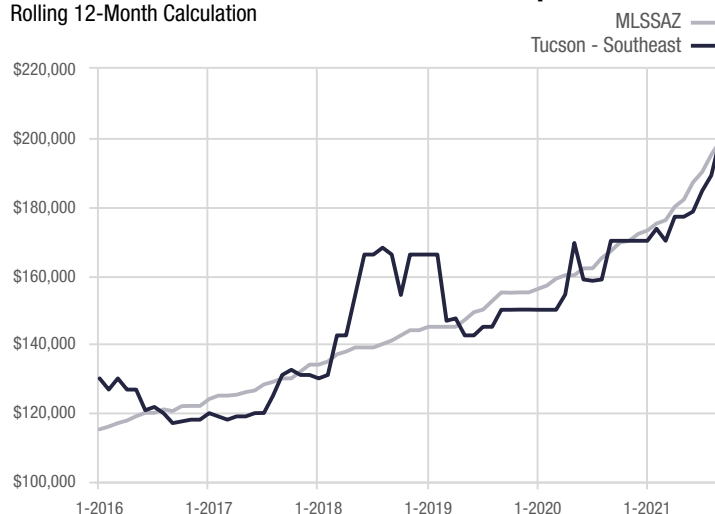
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Southwest

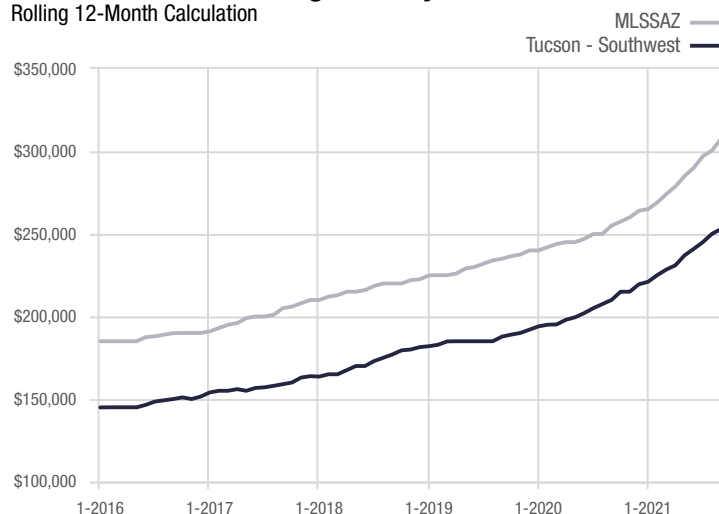
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	99	110	+ 11.1%	705	758	+ 7.5%
Pending Sales	83	70	- 15.7%	650	663	+ 2.0%
Closed Sales	54	62	+ 14.8%	592	616	+ 4.1%
Days on Market Until Sale	18	11	- 38.9%	33	14	- 57.6%
Median Sales Price*	\$233,500	\$282,500	+ 21.0%	\$213,500	\$263,000	+ 23.2%
Average Sales Price*	\$251,768	\$285,850	+ 13.5%	\$223,258	\$272,027	+ 21.8%
Percent of List Price Received*	100.4%	101.3%	+ 0.9%	99.5%	101.3%	+ 1.8%
Inventory of Homes for Sale	67	91	+ 35.8%	—	—	—
Months Supply of Inventory	1.0	1.2	+ 20.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	11	5	- 54.5%	35	36	+ 2.9%
Pending Sales	7	4	- 42.9%	28	33	+ 17.9%
Closed Sales	3	3	0.0%	23	29	+ 26.1%
Days on Market Until Sale	3	2	- 33.3%	22	8	- 63.6%
Median Sales Price*	\$170,000	\$205,000	+ 20.6%	\$145,000	\$178,000	+ 22.8%
Average Sales Price*	\$162,623	\$213,333	+ 31.2%	\$134,964	\$165,148	+ 22.4%
Percent of List Price Received*	106.0%	101.3%	- 4.4%	100.6%	100.9%	+ 0.3%
Inventory of Homes for Sale	8	0	- 100.0%	—	—	—
Months Supply of Inventory	2.7	—	—	—	—	—

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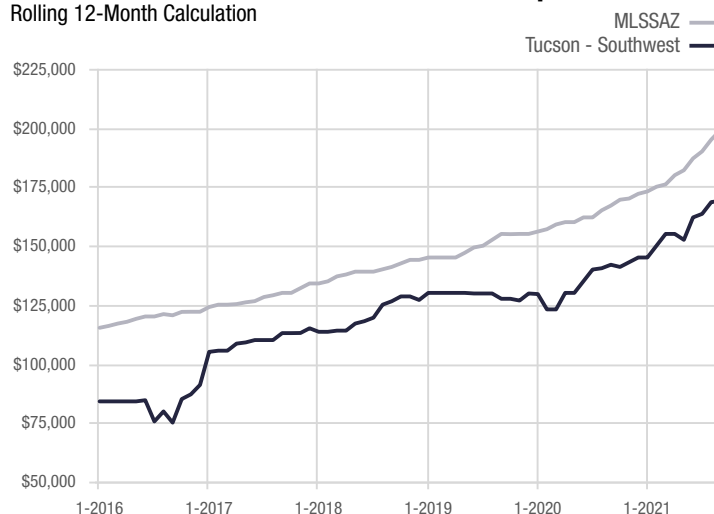
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Upper Northwest

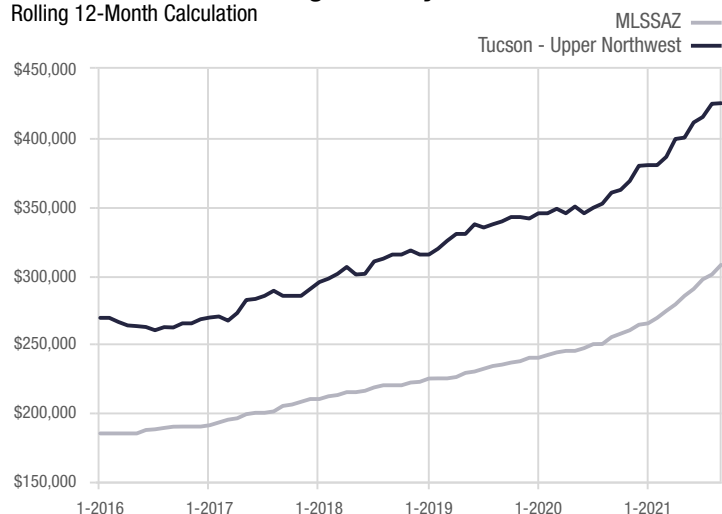
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	68	55	- 19.1%	490	506	+ 3.3%
Pending Sales	49	48	- 2.0%	396	465	+ 17.4%
Closed Sales	36	39	+ 8.3%	381	463	+ 21.5%
Days on Market Until Sale	41	22	- 46.3%	47	28	- 40.4%
Median Sales Price*	\$389,000	<b>\$423,000</b>	+ 8.7%	\$365,000	<b>\$434,000</b>	+ 18.9%
Average Sales Price*	\$368,350	<b>\$484,468</b>	+ 31.5%	\$378,460	<b>\$480,800</b>	+ 27.0%
Percent of List Price Received*	98.4%	<b>99.4%</b>	+ 1.0%	97.8%	<b>99.6%</b>	+ 1.8%
Inventory of Homes for Sale	100	70	- 30.0%	—	—	—
Months Supply of Inventory	2.3	1.4	- 39.1%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	2	4	+ 100.0%	27	40	+ 48.1%
Pending Sales	3	2	- 33.3%	27	39	+ 44.4%
Closed Sales	4	2	- 50.0%	27	39	+ 44.4%
Days on Market Until Sale	17	7	- 58.8%	37	29	- 21.6%
Median Sales Price*	\$325,000	<b>\$375,000</b>	+ 15.4%	\$290,000	<b>\$350,000</b>	+ 20.7%
Average Sales Price*	\$324,000	<b>\$375,000</b>	+ 15.7%	\$419,545	<b>\$421,448</b>	+ 0.5%
Percent of List Price Received*	98.4%	<b>97.7%</b>	- 0.7%	98.3%	<b>99.0%</b>	+ 0.7%
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	0.4	0.5	+ 25.0%	—	—	—

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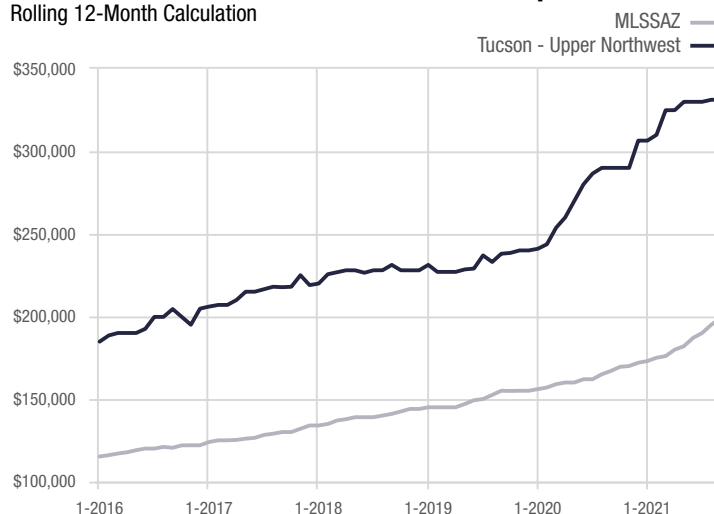
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

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## Tucson - Upper Southeast

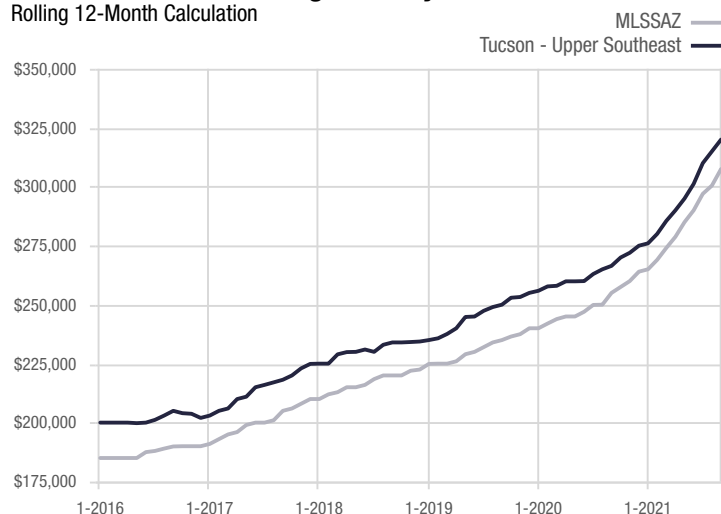
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	116	120	+ 3.4%	981	1,094	+ 11.5%
Pending Sales	97	114	+ 17.5%	951	1,008	+ 6.0%
Closed Sales	89	100	+ 12.4%	904	938	+ 3.8%
Days on Market Until Sale	15	12	- 20.0%	32	14	- 56.3%
Median Sales Price*	\$287,000	\$351,000	+ 22.3%	\$270,000	\$330,000	+ 22.2%
Average Sales Price*	\$307,423	\$371,200	+ 20.7%	\$292,355	\$353,853	+ 21.0%
Percent of List Price Received*	100.3%	101.3%	+ 1.0%	99.5%	101.5%	+ 2.0%
Inventory of Homes for Sale	86	121	+ 40.7%	—	—	—
Months Supply of Inventory	0.9	1.1	+ 22.2%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% 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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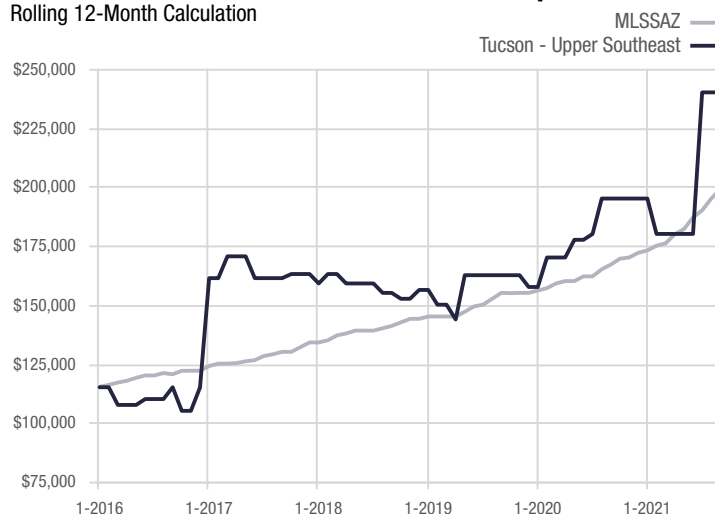
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – September 2021

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## Tucson - West

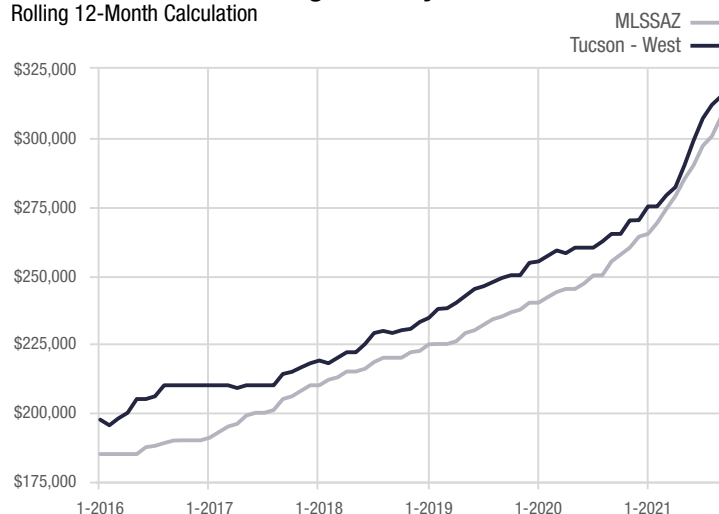
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	111	95	- 14.4%	957	940	- 1.8%
Pending Sales	108	88	- 18.5%	877	825	- 5.9%
Closed Sales	100	94	- 6.0%	813	821	+ 1.0%
Days on Market Until Sale	17	12	- 29.4%	28	13	- 53.6%
Median Sales Price*	\$280,000	<b>\$338,750</b>	+ 21.0%	\$265,000	<b>\$325,000</b>	+ 22.6%
Average Sales Price*	\$332,356	<b>\$390,639</b>	+ 17.5%	\$304,913	<b>\$382,072</b>	+ 25.3%
Percent of List Price Received*	99.5%	<b>101.2%</b>	+ 1.7%	99.1%	<b>101.6%</b>	+ 2.5%
Inventory of Homes for Sale	98	82	- 16.3%	—	—	—
Months Supply of Inventory	1.1	0.9	- 18.2%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	14	15	+ 7.1%	128	110	- 14.1%
Pending Sales	17	16	- 5.9%	123	99	- 19.5%
Closed Sales	19	7	- 63.2%	110	94	- 14.5%
Days on Market Until Sale	12	24	+ 100.0%	18	11	- 38.9%
Median Sales Price*	\$160,000	<b>\$209,300</b>	+ 30.8%	\$150,000	<b>\$170,000</b>	+ 13.3%
Average Sales Price*	\$148,984	<b>\$194,233</b>	+ 30.4%	\$151,845	<b>\$166,907</b>	+ 9.9%
Percent of List Price Received*	99.8%	<b>97.9%</b>	- 1.9%	99.1%	<b>100.8%</b>	+ 1.7%
Inventory of Homes for Sale	3	14	+ 366.7%	—	—	—
Months Supply of Inventory	0.3	1.2	+ 300.0%	—	—	—

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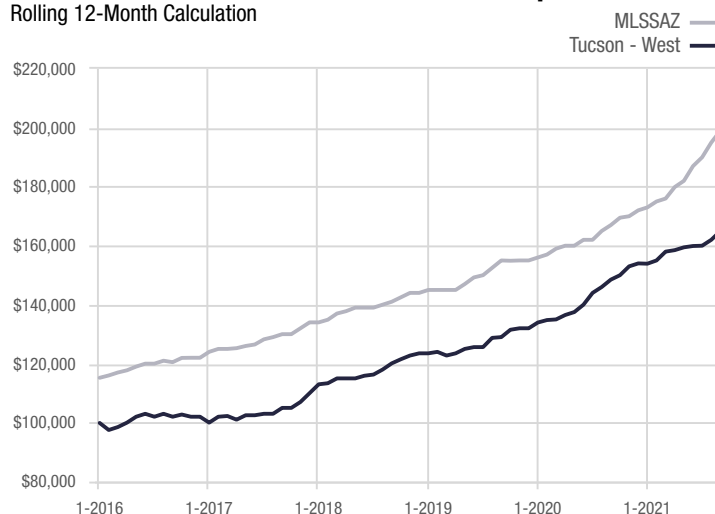
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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