

Monthly Indicators



October 2021

The U.S. housing market remains robust, with strong activity reported across both rental and residential housing fronts. Single-family rent prices are increasing rapidly, as demand for single-family housing and inventory constraints forces some buyers to rent, increasing competition and pushing rents up across the nation. Meanwhile, sales of new construction single-family homes recently hit a six-month high, rising 14% to a seasonally adjusted rate of 800,000, according to the latest data from the U.S. Department of Housing and Urban Development.

New Listings decreased 0.6 percent for Single Family and 12.0 percent for Townhouse/Condo. Pending Sales increased 24.4 percent for Single Family but decreased 22.0 percent for Townhouse/Condo. Inventory decreased 20.3 percent for Single Family and 31.4 percent for Townhouse/Condo.

Median Sales Price increased 34.6 percent to \$350,000 for Single Family and 42.0 percent to \$240,000 for Townhouse/Condo. Days on Market decreased 4.8 percent for Single Family and 50.0 percent for Townhouse/Condo. Months Supply of Inventory decreased 28.6 percent for Single Family and 36.4 percent for Townhouse/Condo.

As temperatures drop, existing home sales continue to be plentiful, buoyed by strong demand, low interest rates, and a slight uptick in new listings in recent months, according to the National Association of REALTORS®. With interest rates inching upward, and experts expecting further rate increases on the horizon, motivated buyers are hoping to lock in their home purchases to take advantage of what are still historically low rates.

Quick Facts

- 18.3%

Change in
Closed Sales
All Properties

+ 29.7%

Change in
Median Sales Price
All Properties

- 22.7%

Change in
Homes for Sale
All Properties

This report covers residential real estate activity in the Green Valley Sahuarita Association of REALTORS® service area. Percent changes are calculated using rounded figures.

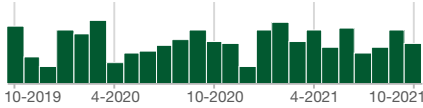
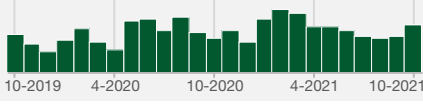
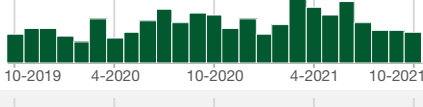
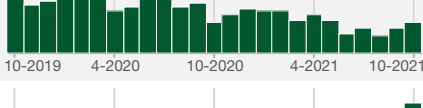
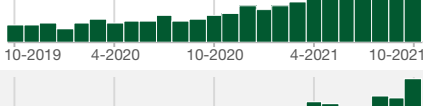
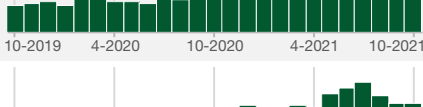
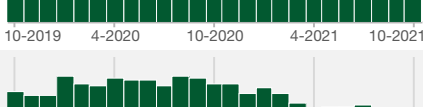

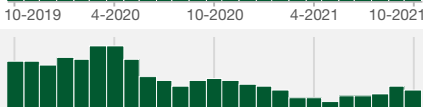
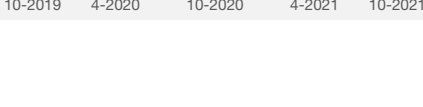
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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		154	153	- 0.6%	1,564	1,622	+ 3.7%
Pending Sales		127	158	+ 24.4%	1,406	1,531	+ 8.9%
Closed Sales		157	119	- 24.2%	1,352	1,484	+ 9.8%
Days on Market Until Sale		21	20	- 4.8%	35	20	- 42.9%
Median Sales Price		\$260,000	\$350,000	+ 34.6%	\$249,900	\$300,000	+ 20.0%
Average Sales Price		\$285,613	\$378,280	+ 32.4%	\$274,873	\$321,956	+ 17.1%
Percent of List Price Received		99.5%	100.1%	+ 0.6%	99.1%	100.4%	+ 1.3%
Housing Affordability Index		150	112	- 25.3%	156	131	- 16.0%
Inventory of Homes for Sale		182	145	- 20.3%	—	—	—
Months Supply of Inventory		1.4	1.0	- 28.6%	—	—	—

Townhouse/Condo Market Overview

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



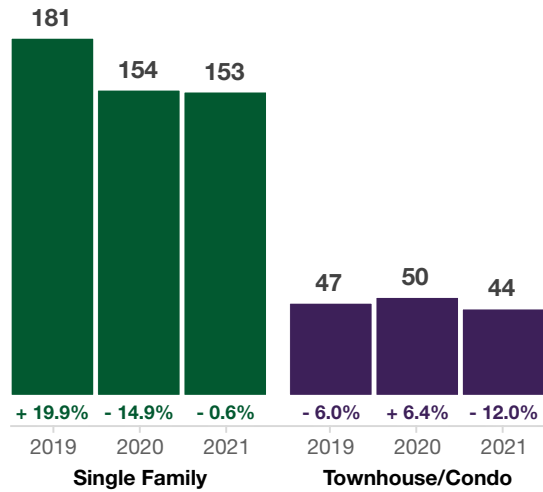
Key Metrics	Historical Sparkbars	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		50	44	- 12.0%	541	545	+ 0.7%
Pending Sales		50	39	- 22.0%	476	521	+ 9.5%
Closed Sales		40	42	+ 5.0%	461	524	+ 13.7%
Days on Market Until Sale		30	15	- 50.0%	28	16	- 42.9%
Median Sales Price		\$169,000	\$240,000	+ 42.0%	\$169,900	\$192,250	+ 13.2%
Average Sales Price		\$179,380	\$225,277	+ 25.6%	\$174,439	\$197,410	+ 13.2%
Percent of List Price Received		99.2%	99.3%	+ 0.1%	98.9%	100.2%	+ 1.3%
Housing Affordability Index		231	163	- 29.4%	229	204	- 10.9%
Inventory of Homes for Sale		51	35	- 31.4%	—	—	—
Months Supply of Inventory		1.1	0.7	- 36.4%	—	—	—

New Listings

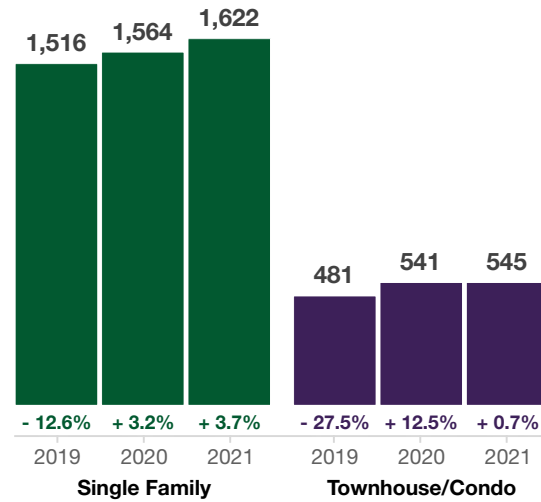
A count of the properties that have been newly listed on the market in a given month.



October

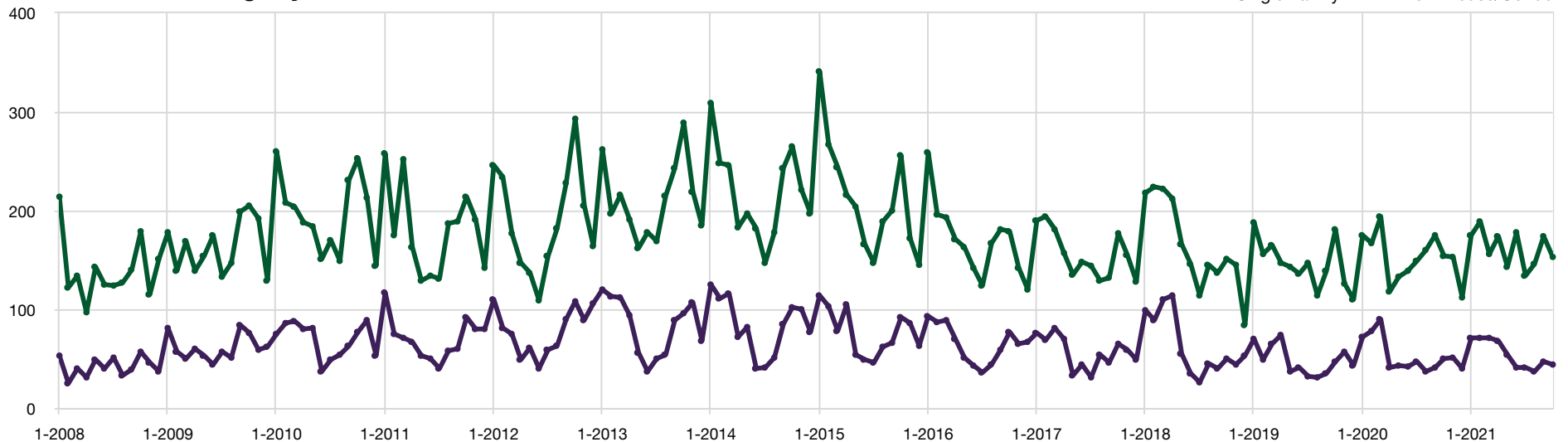


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	153	+ 21.4%	51	- 10.5%
12-2020	112	+ 1.8%	40	- 7.0%
1-2021	175	0.0%	71	- 1.4%
2-2021	189	+ 13.2%	71	- 9.0%
3-2021	156	- 19.6%	71	- 21.1%
4-2021	174	+ 47.5%	68	+ 65.9%
5-2021	143	+ 7.5%	54	+ 25.6%
6-2021	178	+ 28.1%	41	- 2.4%
7-2021	134	- 10.1%	41	- 12.8%
8-2021	146	- 8.8%	37	0.0%
9-2021	174	- 0.6%	47	+ 14.6%
10-2021	153	- 0.6%	44	- 12.0%
12-Month Avg	157	+ 4.7%	53	0.0%

Historical New Listings by Month

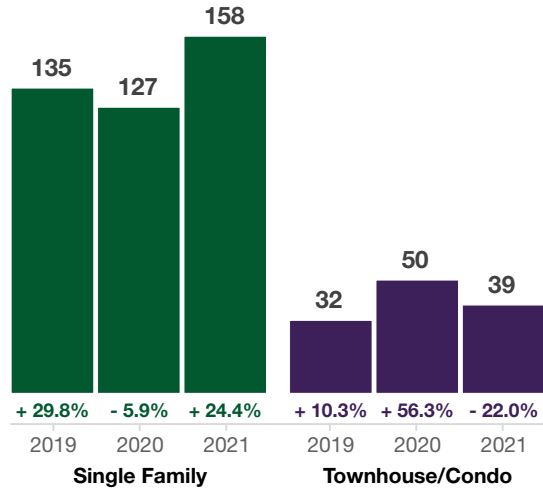


Pending Sales

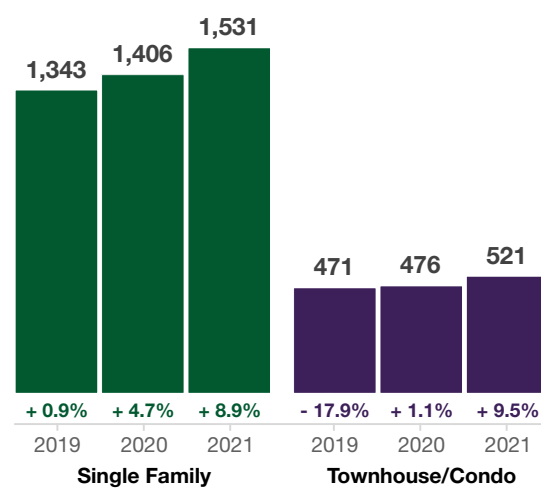
A count of the properties on which offers have been accepted in a given month.



October

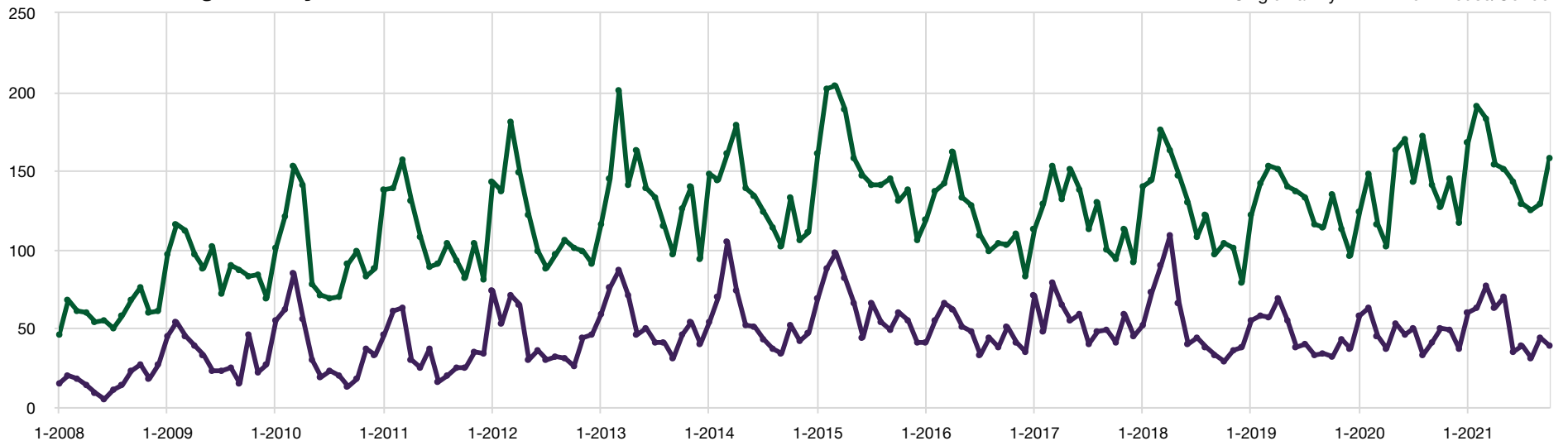


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	145	+ 28.3%	49	+ 14.0%
12-2020	117	+ 21.9%	37	0.0%
1-2021	168	+ 35.5%	60	+ 3.4%
2-2021	191	+ 29.1%	63	0.0%
3-2021	183	+ 57.8%	77	+ 71.1%
4-2021	154	+ 51.0%	63	+ 70.3%
5-2021	151	- 7.4%	70	+ 32.1%
6-2021	143	- 15.9%	35	- 23.9%
7-2021	129	- 9.8%	39	- 22.0%
8-2021	125	- 27.3%	31	- 6.1%
9-2021	129	- 8.5%	44	+ 7.3%
10-2021	158	+ 24.4%	39	- 22.0%
12-Month Avg	149	+ 10.4%	51	+ 10.9%

Historical Pending Sales by Month

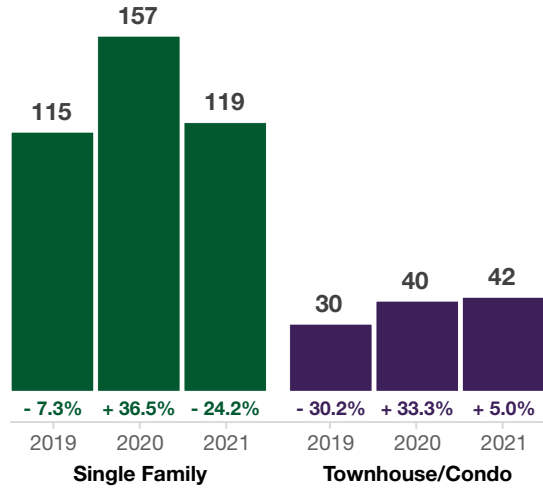


Closed Sales

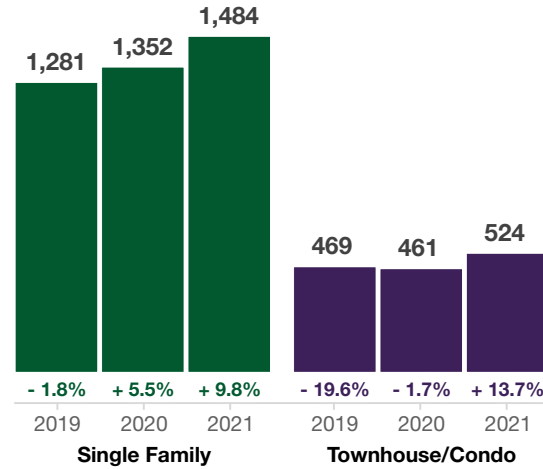
A count of the actual sales that closed in a given month.



October

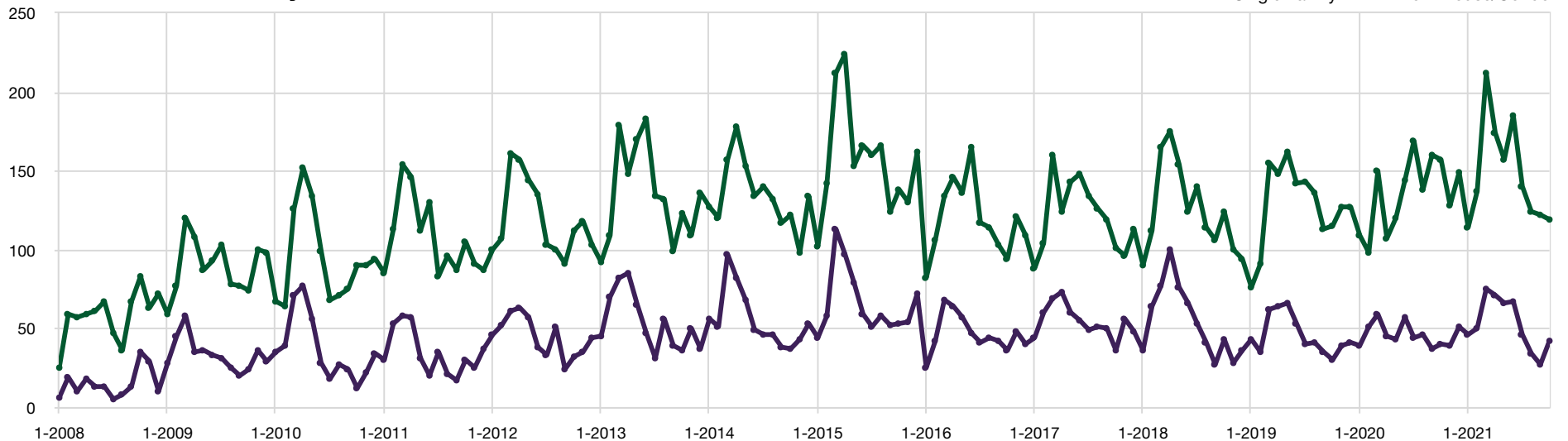


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	128	+ 0.8%	39	0.0%
12-2020	149	+ 17.3%	51	+ 24.4%
1-2021	114	+ 4.6%	46	+ 17.9%
2-2021	137	+ 39.8%	50	- 2.0%
3-2021	212	+ 41.3%	75	+ 27.1%
4-2021	174	+ 62.6%	71	+ 57.8%
5-2021	157	+ 30.8%	66	+ 53.5%
6-2021	185	+ 28.5%	67	+ 17.5%
7-2021	140	- 17.2%	46	+ 4.5%
8-2021	124	- 10.1%	34	- 26.1%
9-2021	122	- 23.8%	27	- 27.0%
10-2021	119	- 24.2%	42	+ 5.0%
12-Month Avg	147	+ 9.7%	51	+ 13.3%

Historical Closed Sales by Month

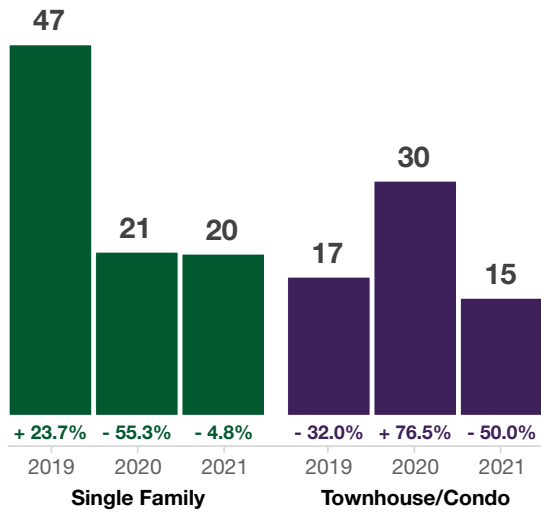


Days on Market Until Sale

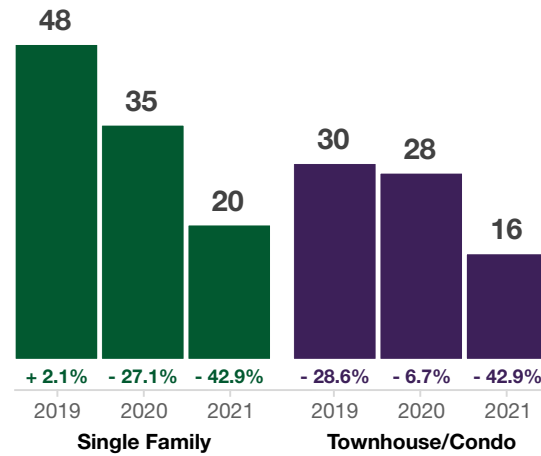
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



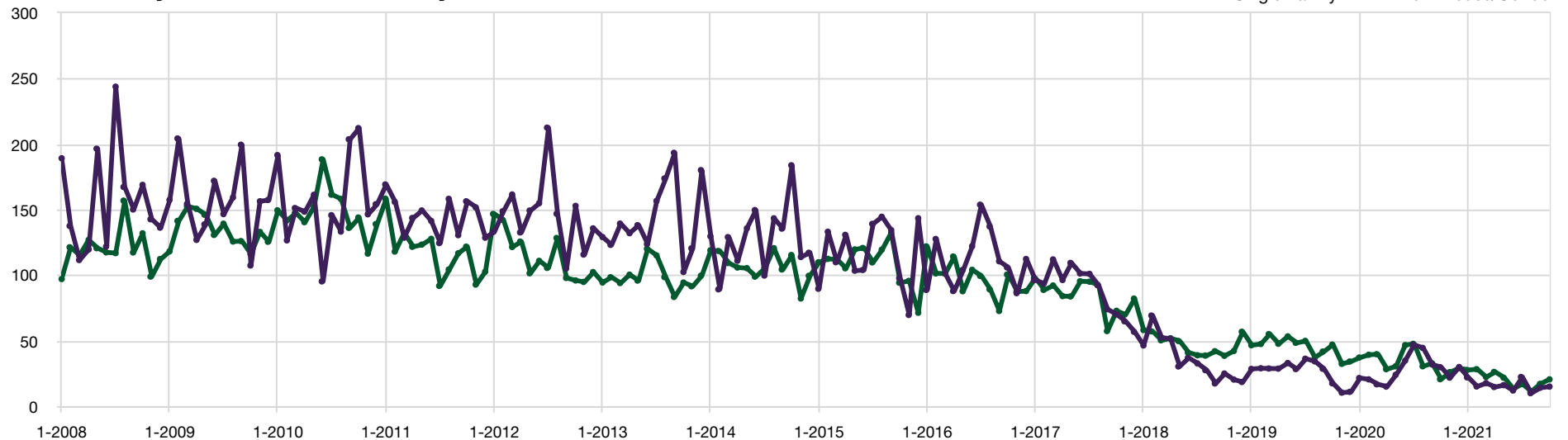
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	26	- 18.8%	22	+ 120.0%
12-2020	29	- 14.7%	30	+ 172.7%
1-2021	28	- 24.3%	22	+ 4.8%
2-2021	28	- 28.2%	15	- 25.0%
3-2021	22	- 45.0%	18	+ 5.9%
4-2021	26	- 7.1%	15	0.0%
5-2021	22	- 26.7%	16	- 33.3%
6-2021	13	- 72.3%	12	- 65.7%
7-2021	17	- 64.6%	22	- 53.2%
8-2021	11	- 63.3%	10	- 77.3%
9-2021	17	- 48.5%	14	- 56.3%
10-2021	20	- 4.8%	15	- 50.0%
12-Month Avg*	22	- 38.4%	17	- 31.9%

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

Historical Days on Market Until Sale by Month

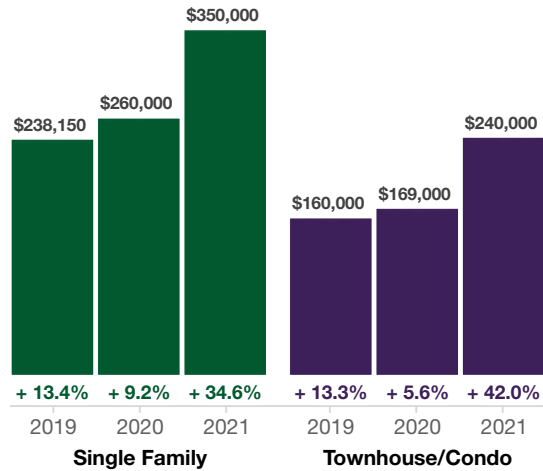


Median Sales Price

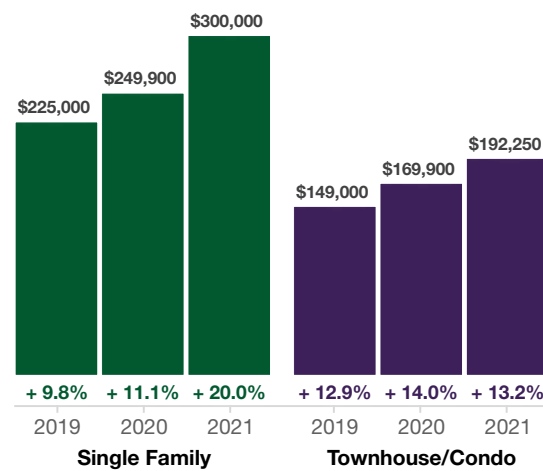
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



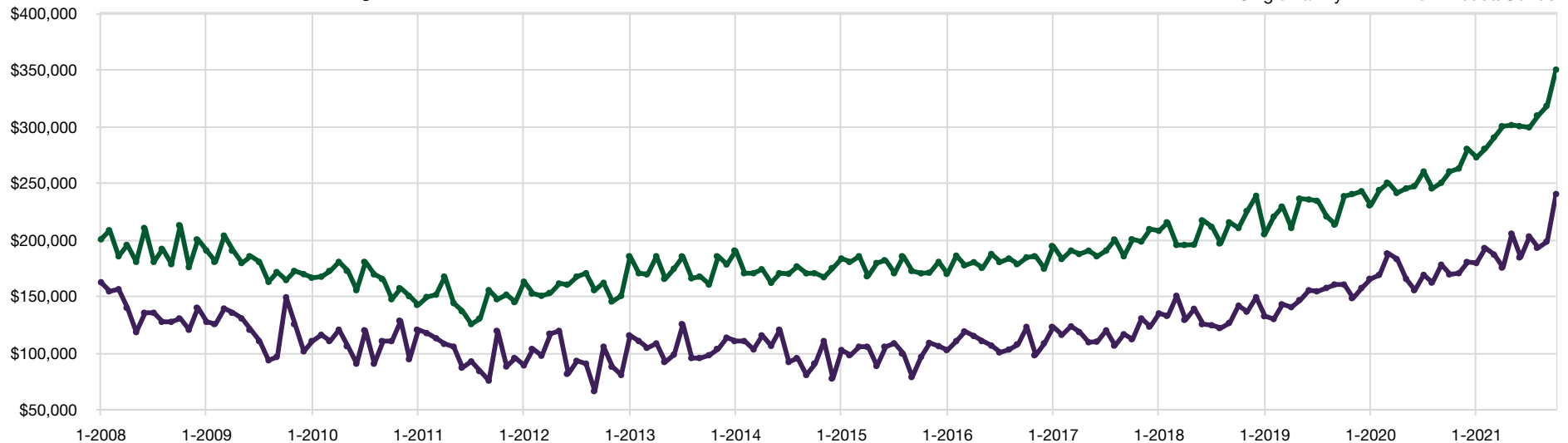
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	\$262,608	+ 9.4%	\$170,000	+ 14.9%
12-2020	\$280,000	+ 15.5%	\$179,900	+ 14.6%
1-2021	\$272,500	+ 18.5%	\$179,000	+ 8.5%
2-2021	\$280,000	+ 15.0%	\$192,250	+ 14.1%
3-2021	\$290,000	+ 16.0%	\$186,500	- 0.5%
4-2021	\$300,000	+ 24.5%	\$175,000	- 4.1%
5-2021	\$301,000	+ 22.9%	\$205,000	+ 24.2%
6-2021	\$300,000	+ 21.5%	\$184,000	+ 18.7%
7-2021	\$299,000	+ 15.0%	\$202,500	+ 20.2%
8-2021	\$309,500	+ 26.3%	\$192,500	+ 19.0%
9-2021	\$318,000	+ 27.2%	\$198,000	+ 11.5%
10-2021	\$350,000	+ 34.6%	\$240,000	+ 42.0%
12-Month Avg*	\$296,000	+ 18.9%	\$190,000	+ 15.2%

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

Historical Median Sales Price by Month

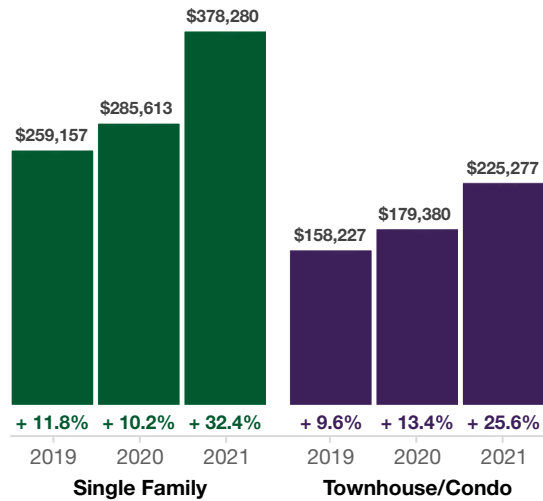


Average Sales Price

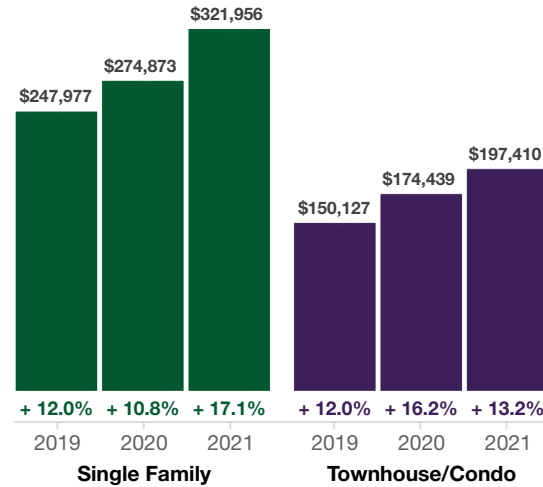
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



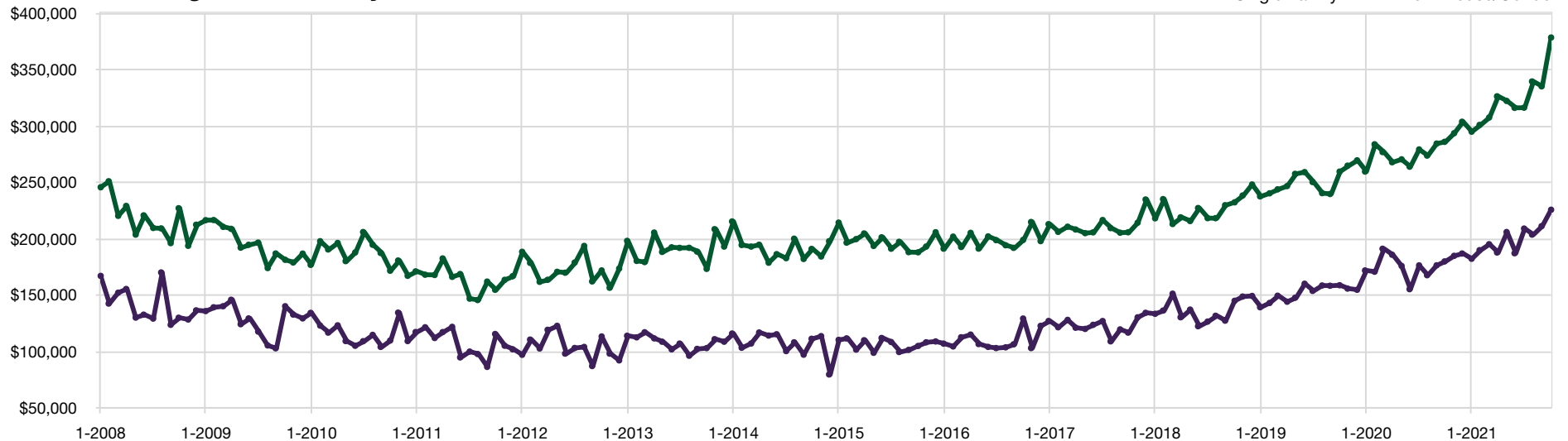
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	\$293,277	+ 10.9%	\$184,336	+ 18.7%
12-2020	\$303,464	+ 12.7%	\$186,383	+ 20.9%
1-2021	\$294,627	+ 13.7%	\$181,730	+ 6.1%
2-2021	\$300,638	+ 6.1%	\$189,362	+ 11.3%
3-2021	\$307,188	+ 11.1%	\$194,651	+ 2.1%
4-2021	\$326,055	+ 21.9%	\$187,294	+ 1.1%
5-2021	\$321,974	+ 19.2%	\$205,468	+ 17.2%
6-2021	\$315,819	+ 19.8%	\$186,634	+ 20.6%
7-2021	\$315,967	+ 13.3%	\$208,564	+ 18.6%
8-2021	\$339,238	+ 24.1%	\$203,185	+ 21.6%
9-2021	\$334,898	+ 17.9%	\$210,704	+ 19.8%
10-2021	\$378,280	+ 32.4%	\$225,277	+ 25.6%
12-Month Avg*	\$318,307	+ 16.3%	\$195,663	+ 14.1%

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

Historical Average Sales Price by Month

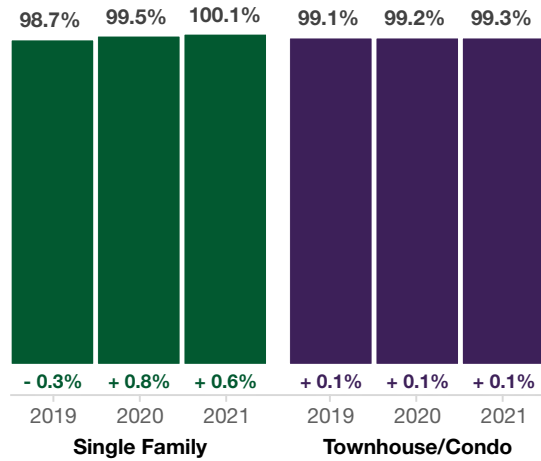


Percent of List Price Received

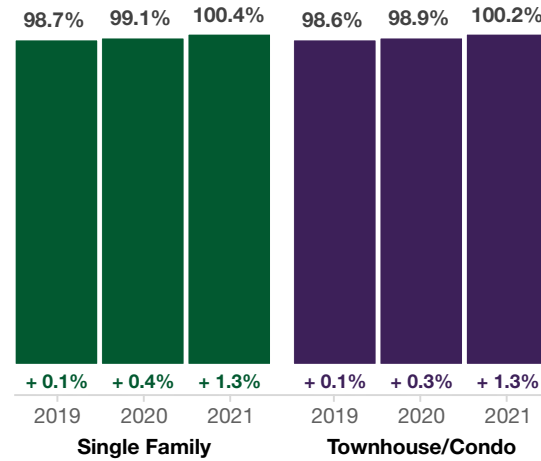
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



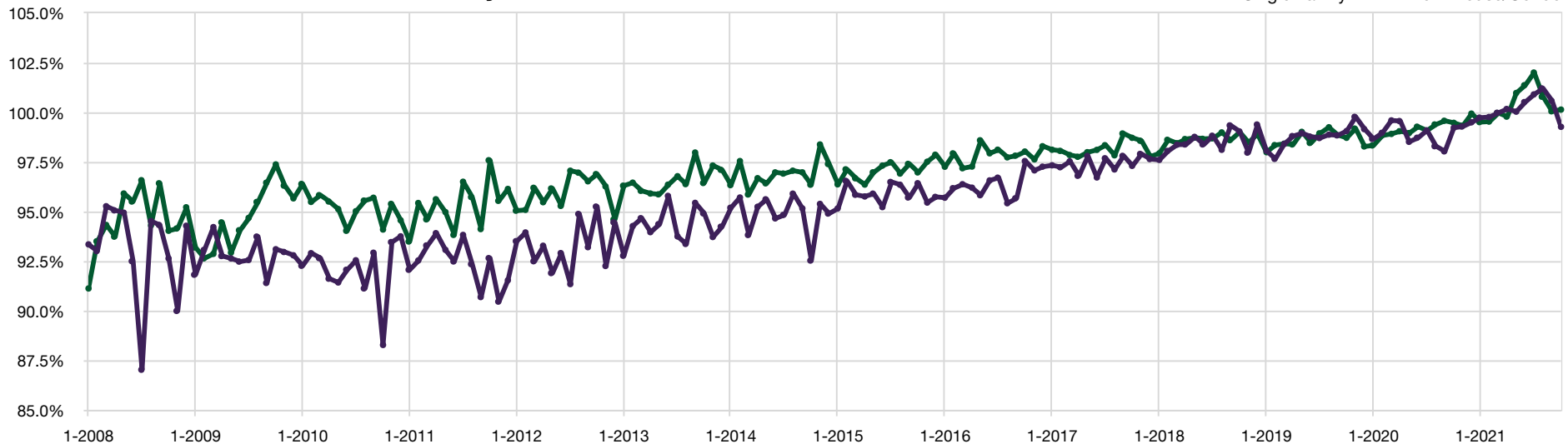
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	99.3%	+ 0.1%	99.3%	- 0.5%
12-2020	99.9%	+ 1.6%	99.5%	+ 0.3%
1-2021	99.5%	+ 1.2%	99.7%	+ 1.0%
2-2021	99.5%	+ 0.7%	99.8%	+ 0.8%
3-2021	100.0%	+ 1.1%	100.0%	+ 0.4%
4-2021	99.8%	+ 0.8%	100.2%	+ 0.6%
5-2021	101.0%	+ 2.0%	100.0%	+ 1.5%
6-2021	101.4%	+ 2.1%	100.5%	+ 1.8%
7-2021	102.0%	+ 2.9%	100.9%	+ 1.8%
8-2021	100.8%	+ 1.4%	101.2%	+ 3.0%
9-2021	100.1%	+ 0.5%	100.6%	+ 2.7%
10-2021	100.1%	+ 0.6%	99.3%	+ 0.1%
12-Month Avg*	100.3%	+ 1.3%	100.1%	+ 1.1%

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

Historical Percent of List Price Received by Month

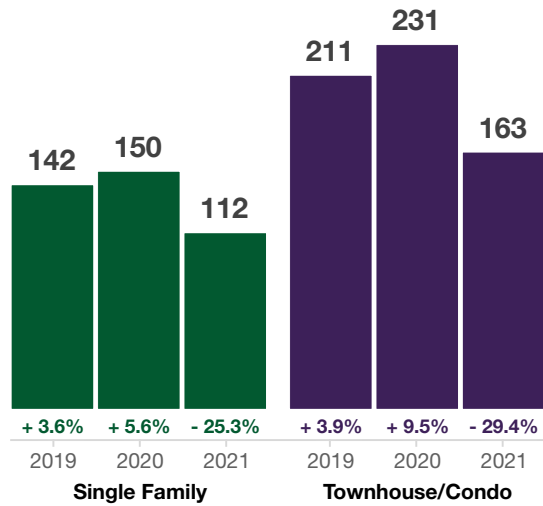


Housing Affordability Index

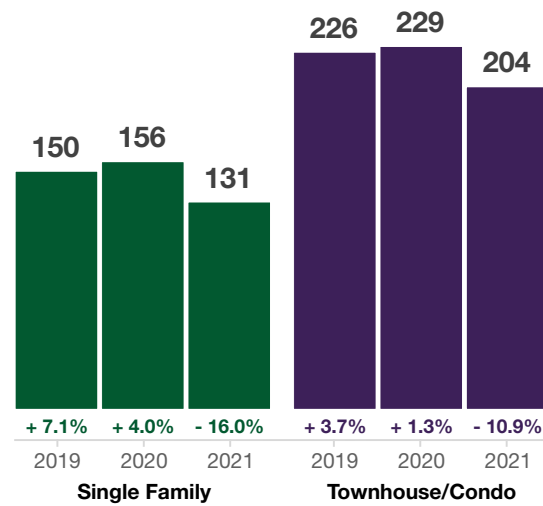


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

October

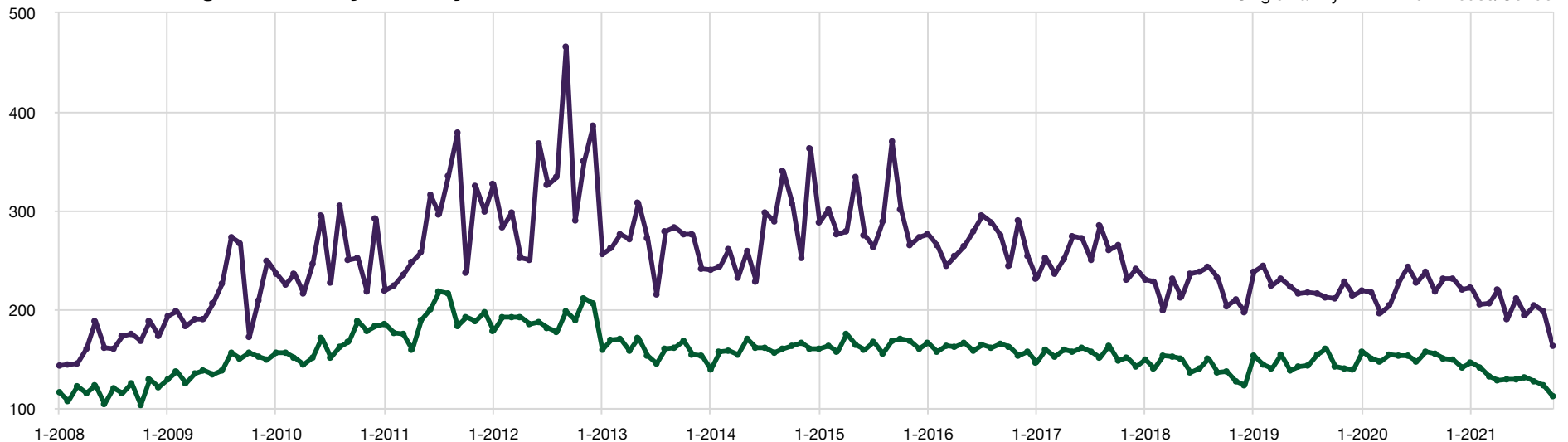


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	149	+ 6.4%	231	+ 1.3%
12-2020	141	+ 1.4%	220	+ 2.8%
1-2021	146	- 7.0%	222	+ 1.4%
2-2021	141	- 6.0%	205	- 5.5%
3-2021	132	- 10.2%	206	+ 5.1%
4-2021	128	- 16.9%	220	+ 7.8%
5-2021	129	- 15.7%	190	- 16.3%
6-2021	129	- 15.7%	211	- 13.2%
7-2021	131	- 10.9%	194	- 14.5%
8-2021	127	- 19.1%	204	- 14.3%
9-2021	123	- 20.6%	198	- 9.2%
10-2021	112	- 25.3%	163	- 29.4%
12-Month Avg	132	- 12.0%	205	- 7.7%

Historical Housing Affordability Index by Month

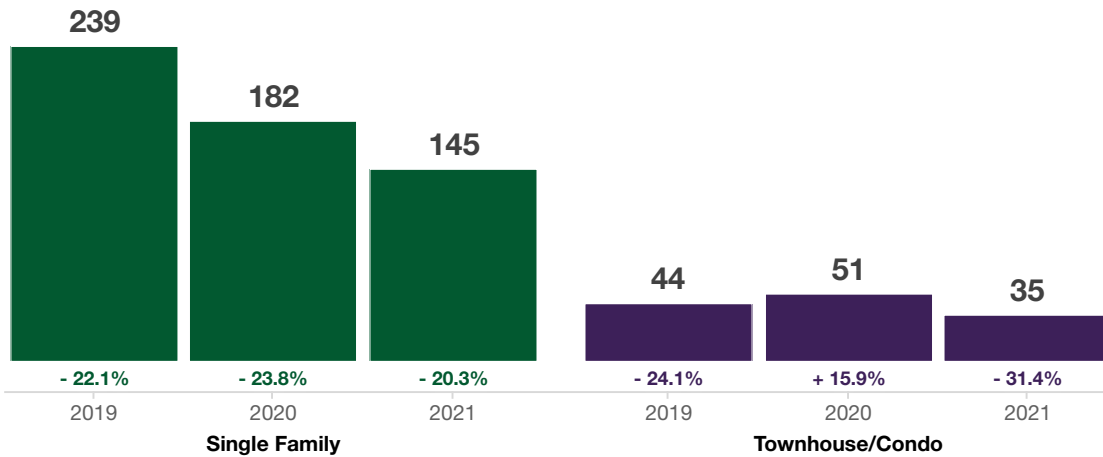


Inventory of Homes for Sale

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

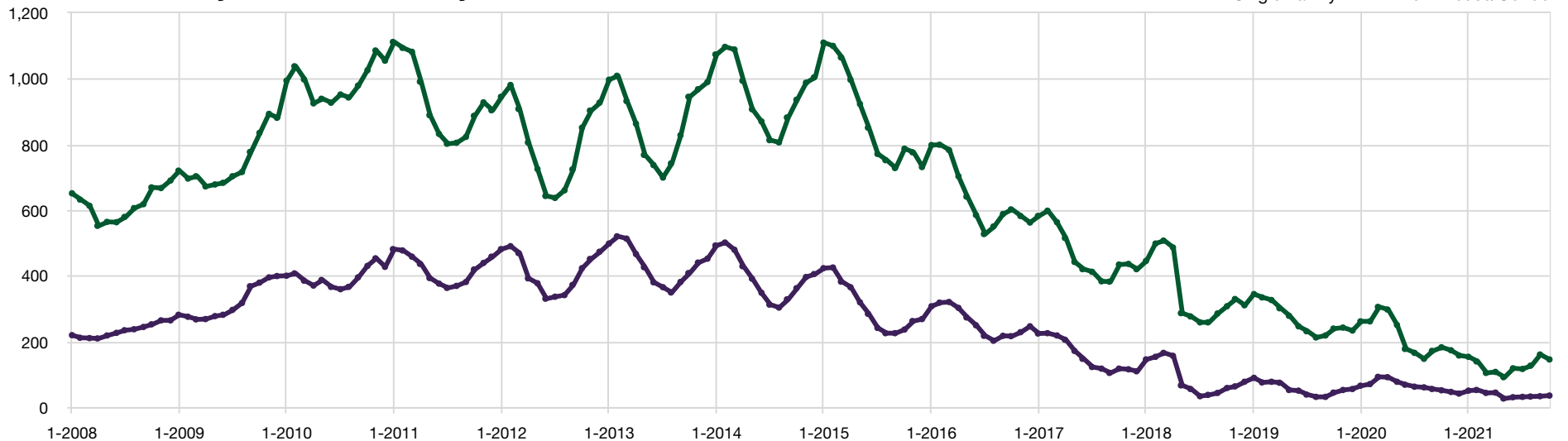


October



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	173	- 28.5%	46	- 11.5%
12-2020	157	- 32.6%	41	- 25.5%
1-2021	153	- 41.4%	50	- 23.1%
2-2021	139	- 46.7%	52	- 25.7%
3-2021	104	- 65.9%	43	- 53.3%
4-2021	107	- 64.0%	44	- 51.6%
5-2021	91	- 63.6%	26	- 66.2%
6-2021	118	- 33.3%	30	- 55.9%
7-2021	116	- 29.7%	31	- 50.0%
8-2021	126	- 14.3%	32	- 46.7%
9-2021	160	- 6.4%	33	- 40.0%
10-2021	145	- 20.3%	35	- 31.4%
12-Month Avg	132	- 41.1%	39	- 41.8%

Historical Inventory of Homes for Sale by Month

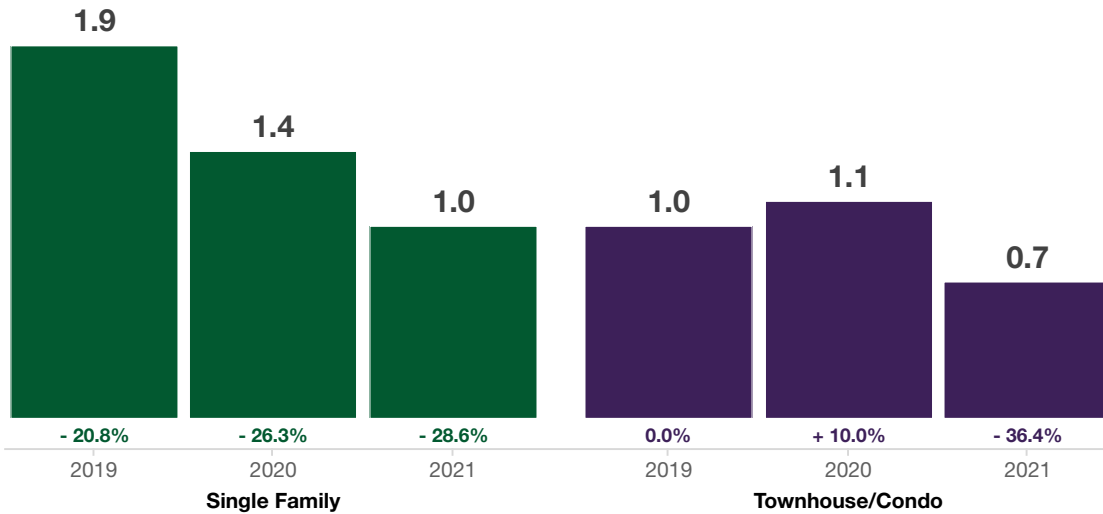


Months Supply of Inventory

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.



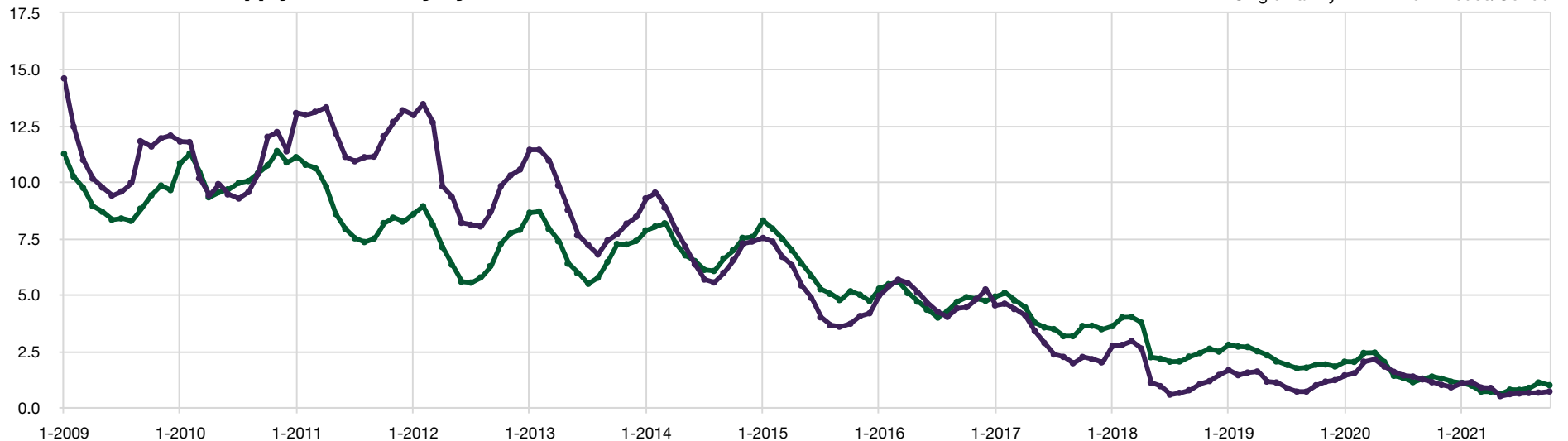
October



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	1.3	- 31.6%	1.0	- 9.1%
12-2020	1.1	- 38.9%	0.9	- 25.0%
1-2021	1.1	- 45.0%	1.1	- 21.4%
2-2021	1.0	- 50.0%	1.1	- 26.7%
3-2021	0.7	- 70.8%	0.9	- 55.0%
4-2021	0.7	- 70.8%	0.8	- 61.9%
5-2021	0.6	- 70.0%	0.5	- 72.2%
6-2021	0.8	- 42.9%	0.6	- 62.5%
7-2021	0.8	- 38.5%	0.6	- 57.1%
8-2021	0.9	- 18.2%	0.6	- 57.1%
9-2021	1.1	- 15.4%	0.6	- 50.0%
10-2021	1.0	- 28.6%	0.7	- 36.4%
12-Month Avg*	0.9	- 48.3%	0.8	- 47.5%

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

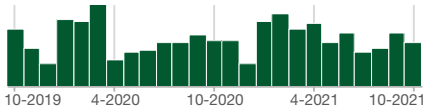
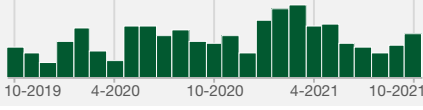
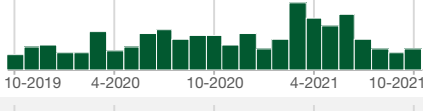
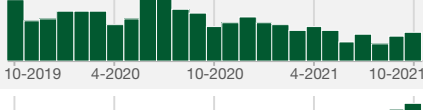
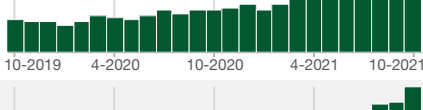
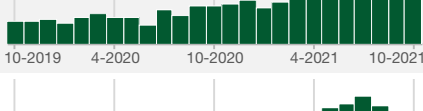
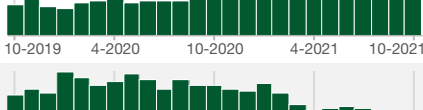
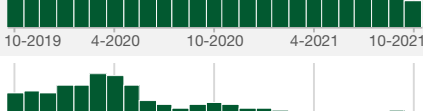

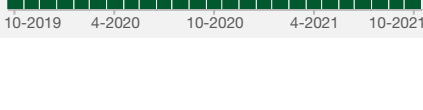
Historical Months Supply of Inventory by Month



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 Townhouse/Condo listings in the MLS.

Key Metrics	Historical Sparkbars	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		204	197	- 3.4%	2,105	2,167	+ 2.9%
Pending Sales		177	197	+ 11.3%	1,882	2,052	+ 9.0%
Closed Sales		197	161	- 18.3%	1,813	2,008	+ 10.8%
Days on Market Until Sale		22	19	- 13.6%	34	19	- 44.1%
Median Sales Price		\$244,000	\$316,500	+ 29.7%	\$230,500	\$277,725	+ 20.5%
Average Sales Price		\$264,043	\$338,366	+ 28.1%	\$249,335	\$289,455	+ 16.1%
Percent of List Price Received		99.4%	99.9%	+ 0.5%	99.1%	100.4%	+ 1.3%
Housing Affordability Index		160	124	- 22.5%	169	141	- 16.6%
Inventory of Homes for Sale		233	180	- 22.7%	—	—	—
Months Supply of Inventory		1.3	0.9	- 30.8%	—	—	—

Local Market Update – October 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - North

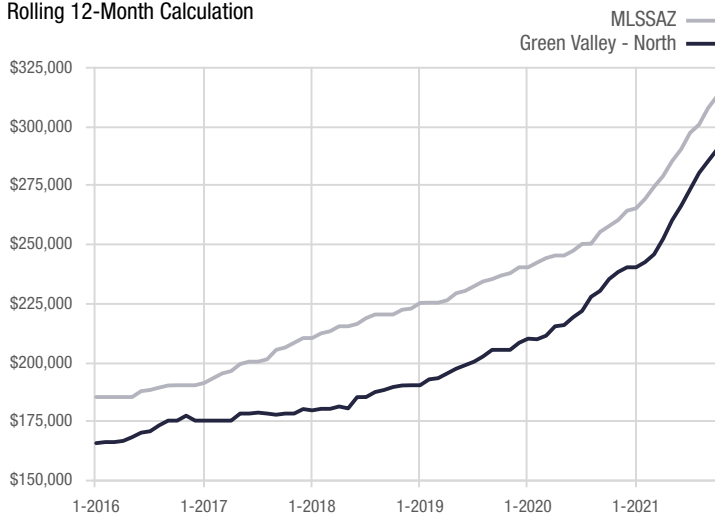
Single Family Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	67	67	0.0%	630	730	+ 15.9%
Pending Sales	51	79	+ 54.9%	605	704	+ 16.4%
Closed Sales	60	57	- 5.0%	588	667	+ 13.4%
Days on Market Until Sale	15	23	+ 53.3%	28	18	- 35.7%
Median Sales Price*	\$249,000	\$330,000	+ 32.5%	\$235,000	\$293,000	+ 24.7%
Average Sales Price*	\$258,655	\$336,782	+ 30.2%	\$249,790	\$302,163	+ 21.0%
Percent of List Price Received*	100.4%	100.3%	- 0.1%	99.7%	100.9%	+ 1.2%
Inventory of Homes for Sale	49	55	+ 12.2%	—	—	—
Months Supply of Inventory	0.9	0.8	- 11.1%	—	—	—

Townhouse/Condo/Duplex Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	1	1	0.0%	6	9	+ 50.0%
Pending Sales	1	2	+ 100.0%	7	8	+ 14.3%
Closed Sales	0	2	—	7	7	0.0%
Days on Market Until Sale	—	4	—	37	2	- 94.6%
Median Sales Price*	—	\$214,826	—	\$160,000	\$200,000	+ 25.0%
Average Sales Price*	—	\$214,826	—	\$157,629	\$199,736	+ 26.7%
Percent of List Price Received*	—	99.9%	—	99.0%	101.0%	+ 2.0%
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.

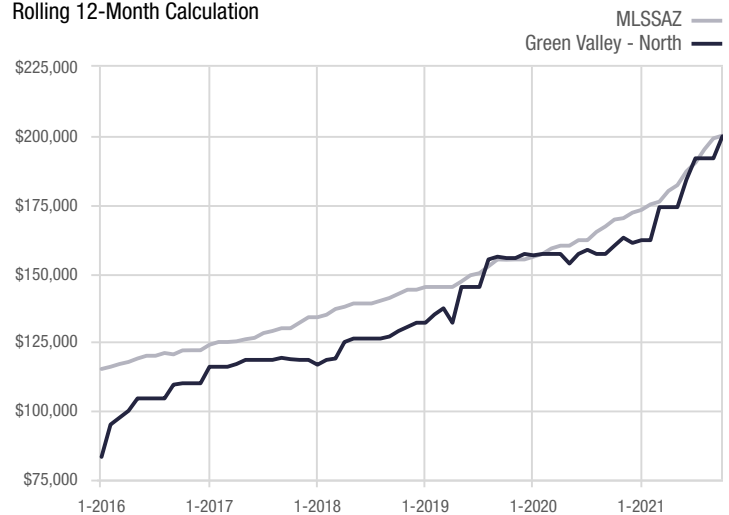
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Green Valley - Northeast

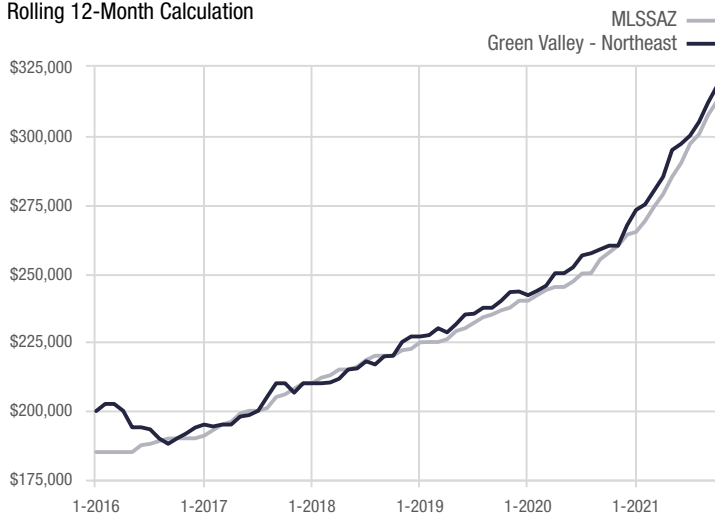
Single Family Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	39	40	+ 2.6%	431	417	- 3.2%
Pending Sales	31	44	+ 41.9%	378	369	- 2.4%
Closed Sales	41	32	- 22.0%	350	363	+ 3.7%
Days on Market Until Sale	11	16	+ 45.5%	32	14	- 56.3%
Median Sales Price*	\$275,000	\$365,000	+ 32.7%	\$260,000	\$323,500	+ 24.4%
Average Sales Price*	\$331,974	\$371,016	+ 11.8%	\$296,573	\$344,976	+ 16.3%
Percent of List Price Received*	99.1%	100.3%	+ 1.2%	99.1%	100.1%	+ 1.0%
Inventory of Homes for Sale	46	37	- 19.6%	—	—	—
Months Supply of Inventory	1.3	1.0	- 23.1%	—	—	—

Townhouse/Condo/Duplex Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	4	6	+ 50.0%	40	42	+ 5.0%
Pending Sales	3	4	+ 33.3%	27	37	+ 37.0%
Closed Sales	5	5	0.0%	26	39	+ 50.0%
Days on Market Until Sale	38	30	- 21.1%	22	16	- 27.3%
Median Sales Price*	\$257,400	\$275,000	+ 6.8%	\$192,500	\$259,900	+ 35.0%
Average Sales Price*	\$243,640	\$292,200	+ 19.9%	\$210,515	\$254,147	+ 20.7%
Percent of List Price Received*	98.9%	97.6%	- 1.3%	99.7%	99.9%	+ 0.2%
Inventory of Homes for Sale	4	5	+ 25.0%	—	—	—
Months Supply of Inventory	1.4	1.3	- 7.1%	—	—	—

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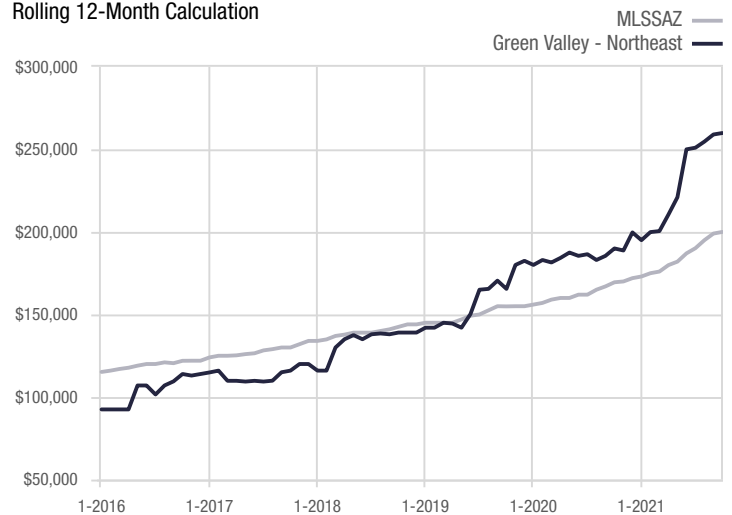
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

A Research Tool Provided by Southern Arizona MLS.



Green Valley - Northwest

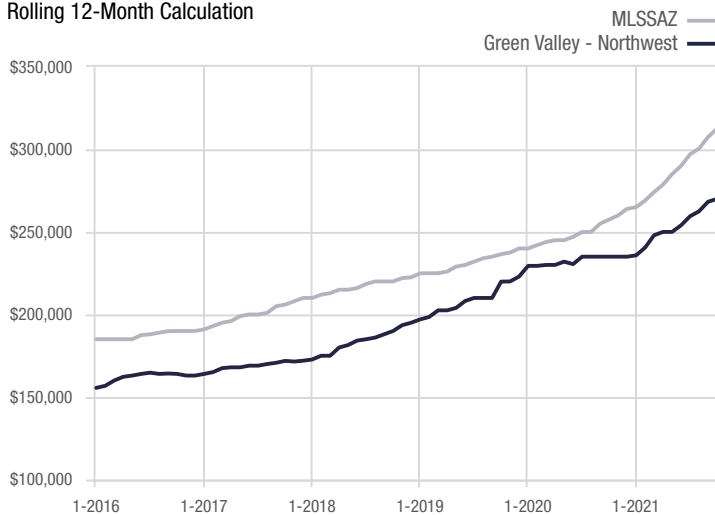
Single Family Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	23	20	- 13.0%	222	206	- 7.2%
Pending Sales	17	17	0.0%	180	195	+ 8.3%
Closed Sales	27	13	- 51.9%	174	194	+ 11.5%
Days on Market Until Sale	11	21	+ 90.9%	43	28	- 34.9%
Median Sales Price*	\$227,500	\$340,000	+ 49.5%	\$235,000	\$275,500	+ 17.2%
Average Sales Price*	\$242,848	\$346,045	+ 42.5%	\$250,084	\$294,967	+ 17.9%
Percent of List Price Received*	99.6%	100.7%	+ 1.1%	99.0%	100.5%	+ 1.5%
Inventory of Homes for Sale	34	19	- 44.1%	—	—	—
Months Supply of Inventory	2.0	1.0	- 50.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	23	18	- 21.7%	270	278	+ 3.0%
Pending Sales	24	15	- 37.5%	241	272	+ 12.9%
Closed Sales	20	17	- 15.0%	235	276	+ 17.4%
Days on Market Until Sale	36	15	- 58.3%	34	16	- 52.9%
Median Sales Price*	\$137,500	\$169,900	+ 23.6%	\$145,000	\$166,000	+ 14.5%
Average Sales Price*	\$138,545	\$178,940	+ 29.2%	\$143,480	\$162,571	+ 13.3%
Percent of List Price Received*	99.4%	99.7%	+ 0.3%	98.7%	100.3%	+ 1.6%
Inventory of Homes for Sale	25	14	- 44.0%	—	—	—
Months Supply of Inventory	1.1	0.5	- 54.5%	—	—	—

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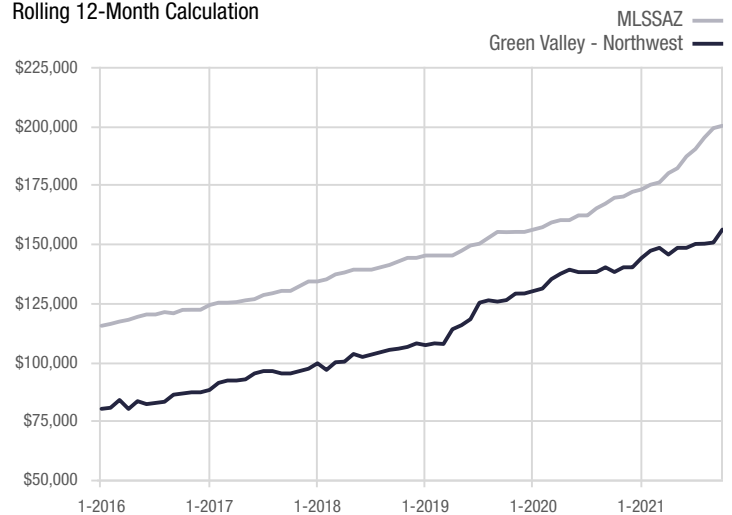
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Green Valley - Southeast

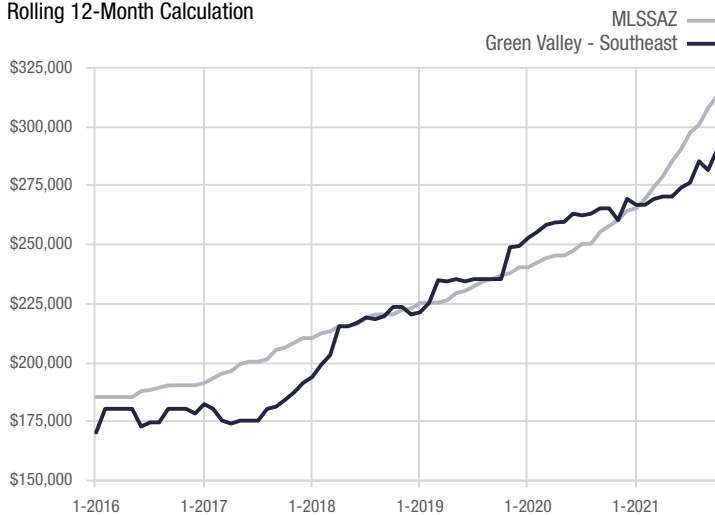
Single Family	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	7	11	+ 57.1%	109	103	- 5.5%
Pending Sales	10	4	- 60.0%	102	98	- 3.9%
Closed Sales	12	4	- 66.7%	100	98	- 2.0%
Days on Market Until Sale	35	11	- 68.6%	45	30	- 33.3%
Median Sales Price*	\$256,250	\$462,500	+ 80.5%	\$269,000	\$289,750	+ 7.7%
Average Sales Price*	\$302,792	\$445,825	+ 47.2%	\$299,836	\$318,840	+ 6.3%
Percent of List Price Received*	97.5%	99.8%	+ 2.4%	97.7%	100.0%	+ 2.4%
Inventory of Homes for Sale	16	10	- 37.5%	—	—	—
Months Supply of Inventory	1.6	1.1	- 31.3%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	6	5	- 16.7%	54	50	- 7.4%
Pending Sales	8	6	- 25.0%	56	45	- 19.6%
Closed Sales	5	5	0.0%	52	39	- 25.0%
Days on Market Until Sale	18	20	+ 11.1%	19	17	- 10.5%
Median Sales Price*	\$184,000	\$241,000	+ 31.0%	\$208,500	\$239,500	+ 14.9%
Average Sales Price*	\$179,260	\$244,600	+ 36.4%	\$199,542	\$231,383	+ 16.0%
Percent of List Price Received*	99.1%	97.6%	- 1.5%	99.2%	99.4%	+ 0.2%
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	0.2	0.5	+ 150.0%	—	—	—

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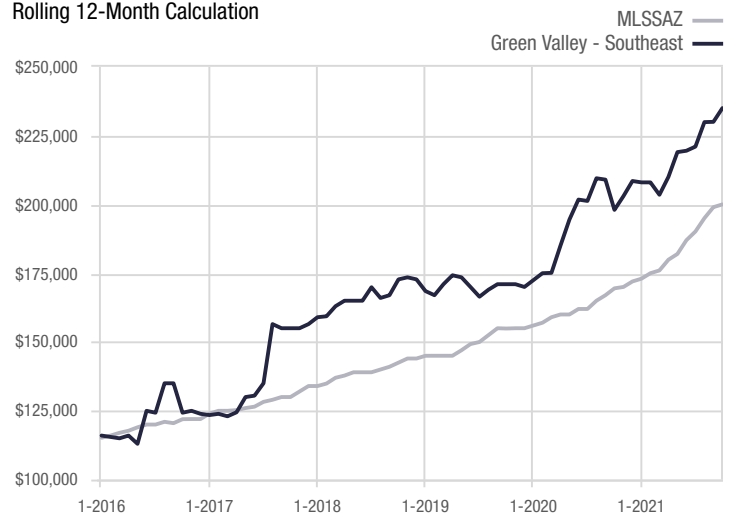
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Green Valley - Southwest

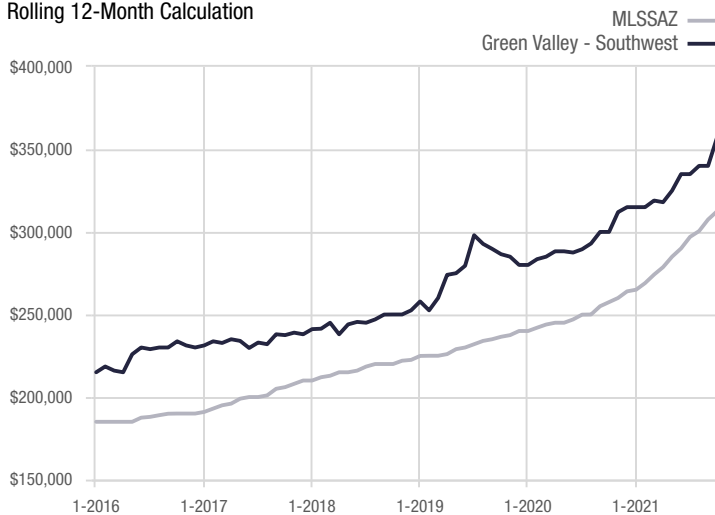
Single Family	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	18	15	- 16.7%	172	166	- 3.5%
Pending Sales	18	14	- 22.2%	141	165	+ 17.0%
Closed Sales	17	13	- 23.5%	140	162	+ 15.7%
Days on Market Until Sale	71	24	- 66.2%	57	31	- 45.6%
Median Sales Price*	\$275,000	\$520,000	+ 89.1%	\$315,000	\$359,750	+ 14.2%
Average Sales Price*	\$324,743	\$589,562	+ 81.5%	\$338,949	\$386,071	+ 13.9%
Percent of List Price Received*	98.3%	98.6%	+ 0.3%	97.8%	99.2%	+ 1.4%
Inventory of Homes for Sale	37	24	- 35.1%	—	—	—
Months Supply of Inventory	2.6	1.5	- 42.3%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	16	14	- 12.5%	171	166	- 2.9%
Pending Sales	14	12	- 14.3%	145	159	+ 9.7%
Closed Sales	10	13	+ 30.0%	141	163	+ 15.6%
Days on Market Until Sale	19	9	- 52.6%	23	15	- 34.8%
Median Sales Price*	\$232,500	\$257,650	+ 10.8%	\$195,000	\$220,000	+ 12.8%
Average Sales Price*	\$228,980	\$254,308	+ 11.1%	\$210,961	\$234,596	+ 11.2%
Percent of List Price Received*	99.0%	99.9%	+ 0.9%	98.9%	100.2%	+ 1.3%
Inventory of Homes for Sale	21	14	- 33.3%	—	—	—
Months Supply of Inventory	1.5	0.9	- 40.0%	—	—	—

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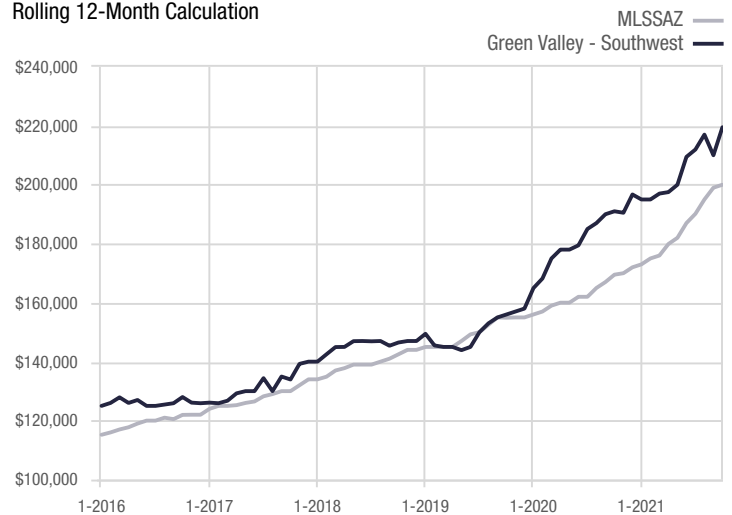
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

A Research Tool Provided by Southern Arizona MLS.



Santa Cruz County - Amado

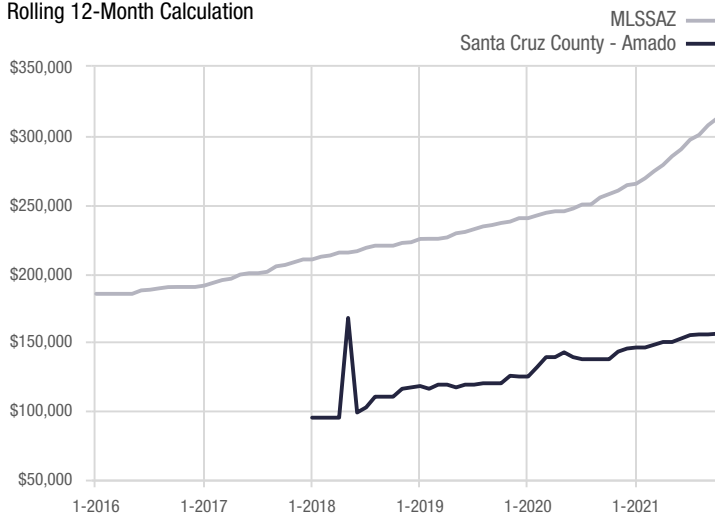
Single Family Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	3	0	- 100.0%	13	8	- 38.5%
Pending Sales	5	0	- 100.0%	11	6	- 45.5%
Closed Sales	0	1	—	5	10	+ 100.0%
Days on Market Until Sale	—	3	—	24	58	+ 141.7%
Median Sales Price*	—	\$175,000	—	\$131,000	\$155,500	+ 18.7%
Average Sales Price*	—	\$175,000	—	\$129,680	\$168,925	+ 30.3%
Percent of List Price Received*	—	103.0%	—	99.0%	98.0%	- 1.0%
Inventory of Homes for Sale	5	2	- 60.0%	—	—	—
Months Supply of Inventory	2.7	1.8	- 33.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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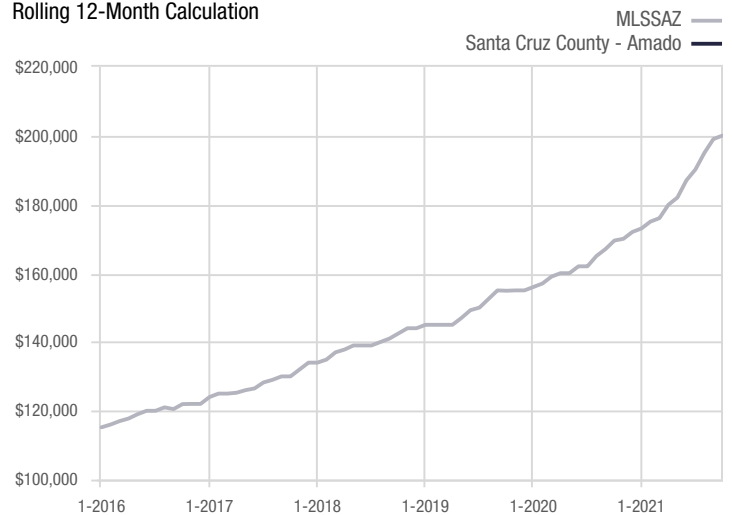
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Santa Cruz County - Tubac East

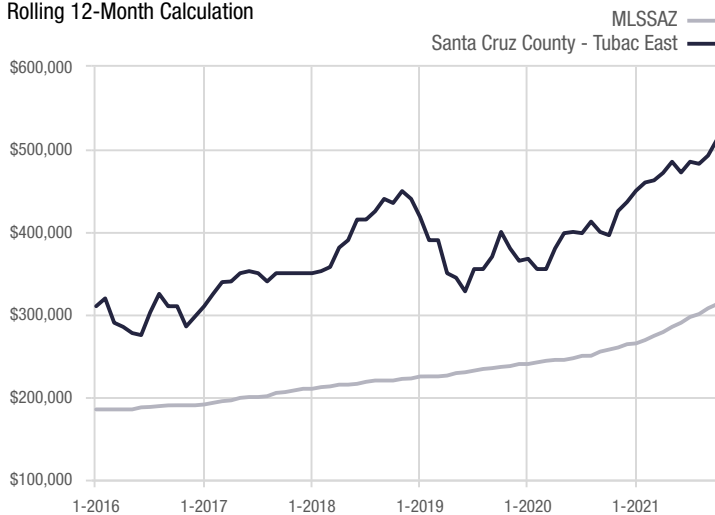
Single Family	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	8	12	+ 50.0%	52	71	+ 36.5%
Pending Sales	8	13	+ 62.5%	49	57	+ 16.3%
Closed Sales	5	2	- 60.0%	45	40	- 11.1%
Days on Market Until Sale	124	32	- 74.2%	100	85	- 15.0%
Median Sales Price*	\$380,000	\$709,000	+ 86.6%	\$397,000	\$516,613	+ 30.1%
Average Sales Price*	\$356,600	\$709,000	+ 98.8%	\$426,829	\$569,810	+ 33.5%
Percent of List Price Received*	95.1%	97.6%	+ 2.6%	96.9%	97.0%	+ 0.1%
Inventory of Homes for Sale	20	18	- 10.0%	—	—	—
Months Supply of Inventory	4.4	3.0	- 31.8%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	1	8	+ 700.0%	36	39	+ 8.3%
Pending Sales	0	8	—	25	37	+ 48.0%
Closed Sales	2	3	+ 50.0%	23	28	+ 21.7%
Days on Market Until Sale	48	16	- 66.7%	112	70	- 37.5%
Median Sales Price*	\$184,250	\$350,000	+ 90.0%	\$179,000	\$230,000	+ 28.5%
Average Sales Price*	\$184,250	\$354,333	+ 92.3%	\$200,278	\$251,745	+ 25.7%
Percent of List Price Received*	100.0%	100.6%	+ 0.6%	96.9%	97.5%	+ 0.6%
Inventory of Homes for Sale	18	5	- 72.2%	—	—	—
Months Supply of Inventory	5.8	1.2	- 79.3%	—	—	—

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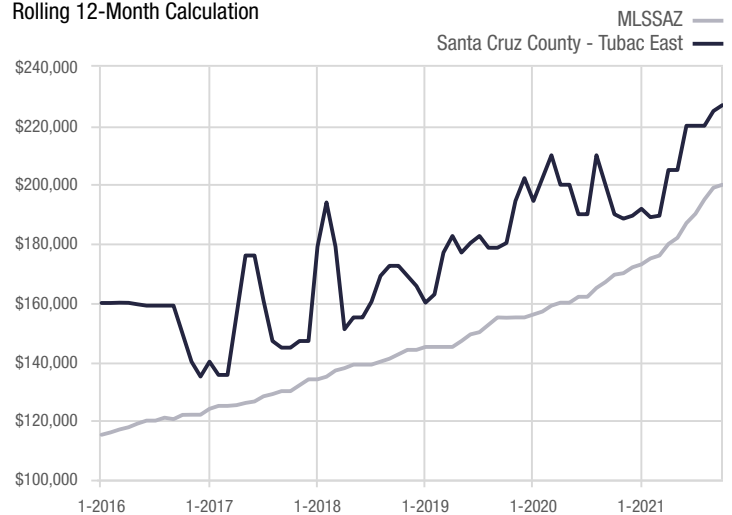
Median Sales Price - Single-Family

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.

Santa Cruz County - Tubac West

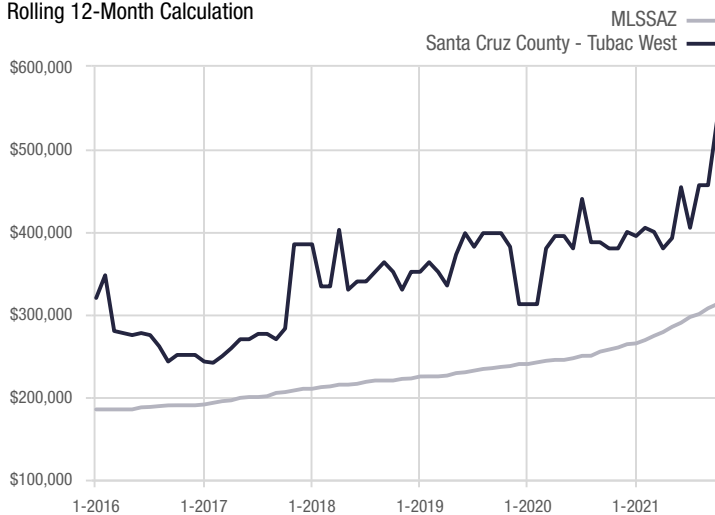
Single Family Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	3	0	- 100.0%	14	9	- 35.7%
Pending Sales	1	1	0.0%	18	11	- 38.9%
Closed Sales	2	1	- 50.0%	18	11	- 38.9%
Days on Market Until Sale	258	70	- 72.9%	146	35	- 76.0%
Median Sales Price*	\$355,000	\$680,000	+ 91.5%	\$387,500	\$550,000	+ 41.9%
Average Sales Price*	\$355,000	\$680,000	+ 91.5%	\$441,978	\$553,853	+ 25.3%
Percent of List Price Received*	96.7%	91.3%	- 5.6%	96.5%	99.8%	+ 3.4%
Inventory of Homes for Sale	4	2	- 50.0%	—	—	—
Months Supply of Inventory	1.9	1.4	- 26.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% 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	—	—	—	—	—	—

* 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.

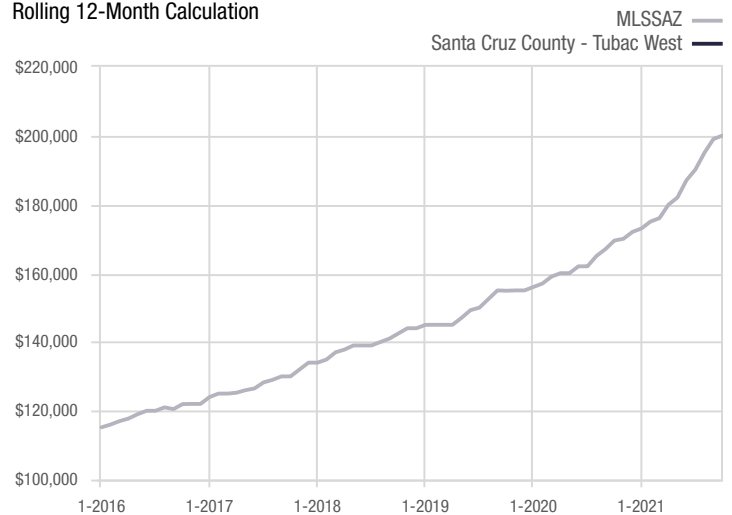
Median Sales Price - Single-Family

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.