

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 1.8 percent for Single Family and 9.6 percent for Townhouse/Condo. Pending Sales increased 7.5 percent for Single Family and 5.3 percent for Townhouse/Condo. Inventory decreased 4.4 percent for Single Family and 39.6 percent for Townhouse/Condo.

Median Sales Price increased 22.3 percent to \$340,000 for Single Family and 17.2 percent to \$211,000 for Townhouse/Condo. Days on Market decreased 18.2 percent for Single Family and 31.8 percent for Townhouse/Condo. Months Supply of Inventory decreased 13.3 percent for Single Family and 46.2 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

- 21.6%

Change in
Closed Sales
All Properties

+ 20.8%

Change in
Median Sales Price
All Properties

- 9.1%

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.

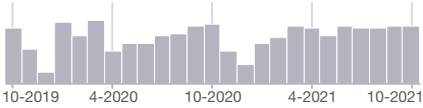
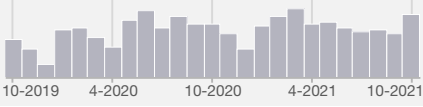
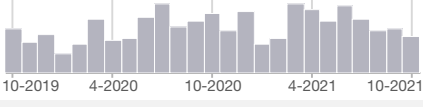
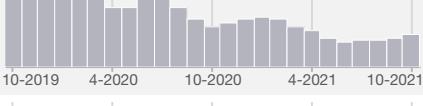
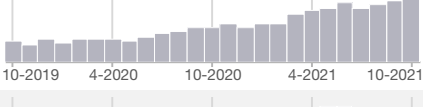
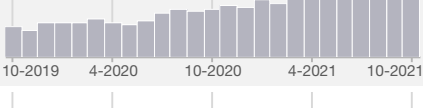
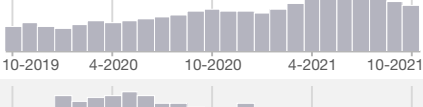
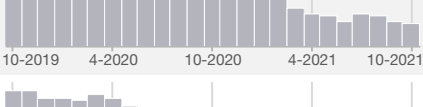
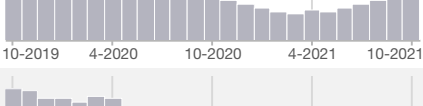

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Single Family Market Overview

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



**MULTIPLE LISTING SERVICE OF
SOUTHERN ARIZONA**

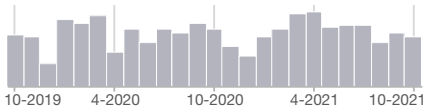
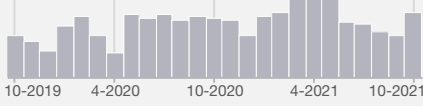
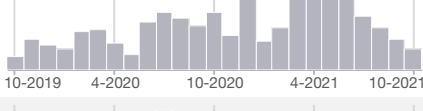
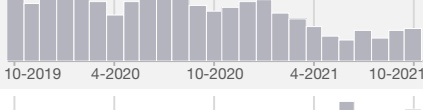
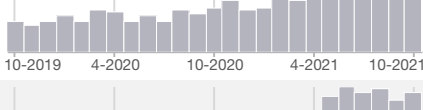
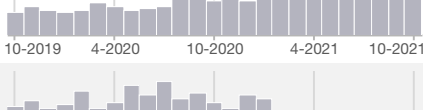
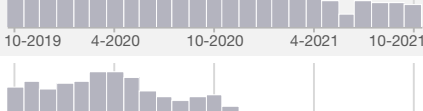
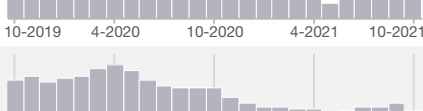
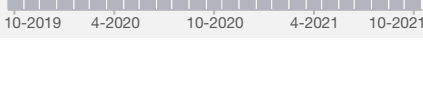
Key Metrics	Historical Sparkbars	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,865	1,831	- 1.8%	16,854	17,423	+ 3.4%
Pending Sales		1,524	1,638	+ 7.5%	14,823	15,233	+ 2.8%
Closed Sales		1,602	1,277	- 20.3%	14,025	14,536	+ 3.6%
Days on Market Until Sale		22	18	- 18.2%	35	19	- 45.7%
Median Sales Price		\$277,990	\$340,000	+ 22.3%	\$260,000	\$319,900	+ 23.0%
Average Sales Price		\$334,071	\$398,251	+ 19.2%	\$311,616	\$386,583	+ 24.1%
Percent of List Price Received		99.7%	100.0%	+ 0.3%	99.0%	100.7%	+ 1.7%
Housing Affordability Index		140	115	- 17.9%	150	123	- 18.0%
Inventory of Homes for Sale		2,053	1,963	- 4.4%	—	—	—
Months Supply of Inventory		1.5	1.3	- 13.3%	—	—	—

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.



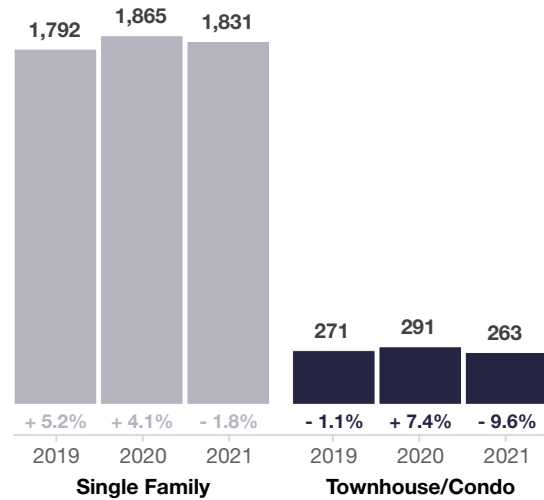
**MULTIPLE LISTING SERVICE OF
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Key Metrics	Historical Sparkbars	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		291	263	- 9.6%	2,894	2,940	+ 1.6%
Pending Sales		266	280	+ 5.3%	2,511	2,743	+ 9.2%
Closed Sales		277	197	- 28.9%	2,385	2,660	+ 11.5%
Days on Market Until Sale		22	15	- 31.8%	28	15	- 46.4%
Median Sales Price		\$180,000	\$211,000	+ 17.2%	\$170,000	\$205,000	+ 20.6%
Average Sales Price		\$202,711	\$228,342	+ 12.6%	\$188,042	\$220,200	+ 17.1%
Percent of List Price Received		99.1%	99.9%	+ 0.8%	98.7%	100.8%	+ 2.1%
Housing Affordability Index		216	186	- 13.9%	229	191	- 16.6%
Inventory of Homes for Sale		318	192	- 39.6%	—	—	—
Months Supply of Inventory		1.3	0.7	- 46.2%	—	—	—

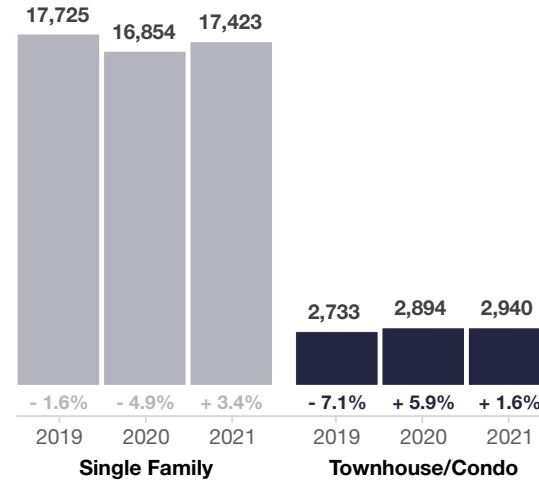
New Listings

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

October

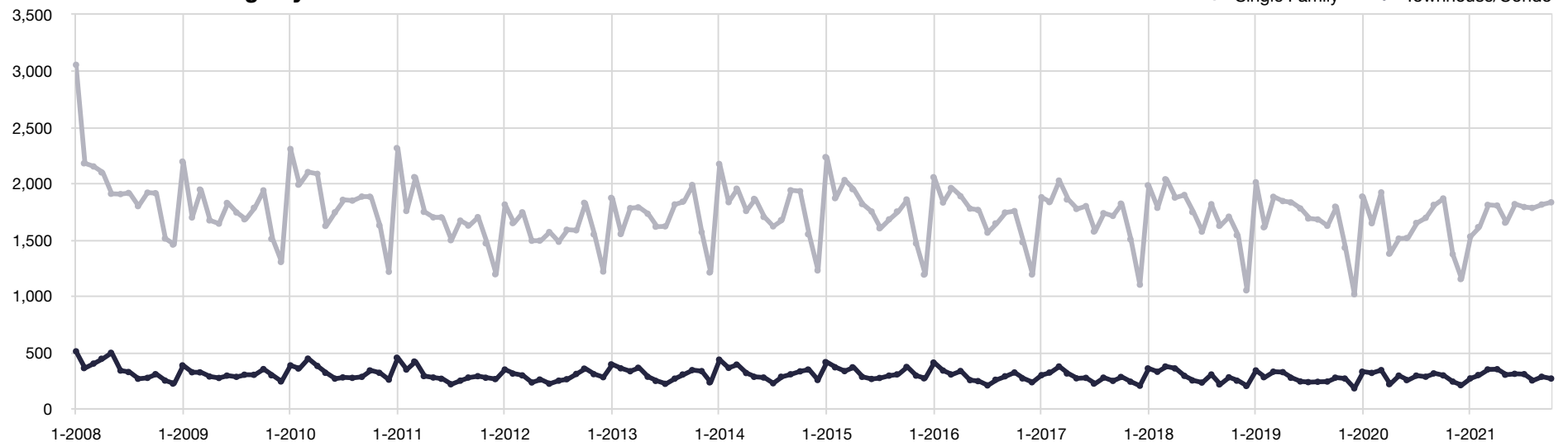


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	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	+ 22.5%
7-2021	1,789	+ 8.6%	302	+ 4.5%
8-2021	1,781	+ 5.2%	246	- 11.8%
9-2021	1,811	+ 0.2%	279	- 9.7%
10-2021	1,831	- 1.8%	263	- 9.6%
12-Month Avg	1,662	+ 3.4%	282	+ 1.4%

Historical New Listings by Month



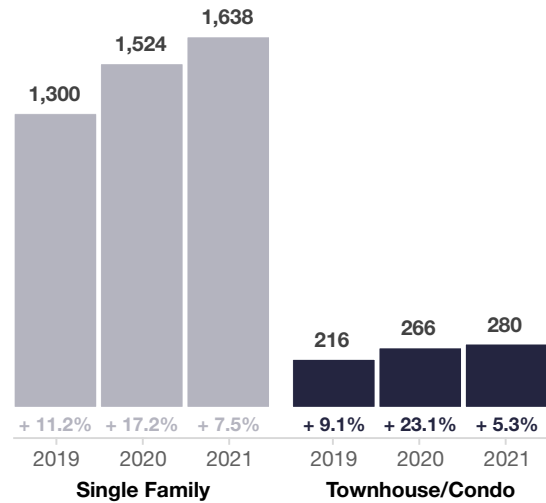
Pending Sales

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

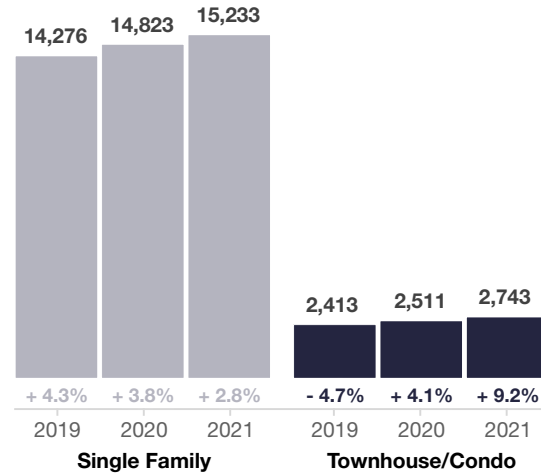


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October

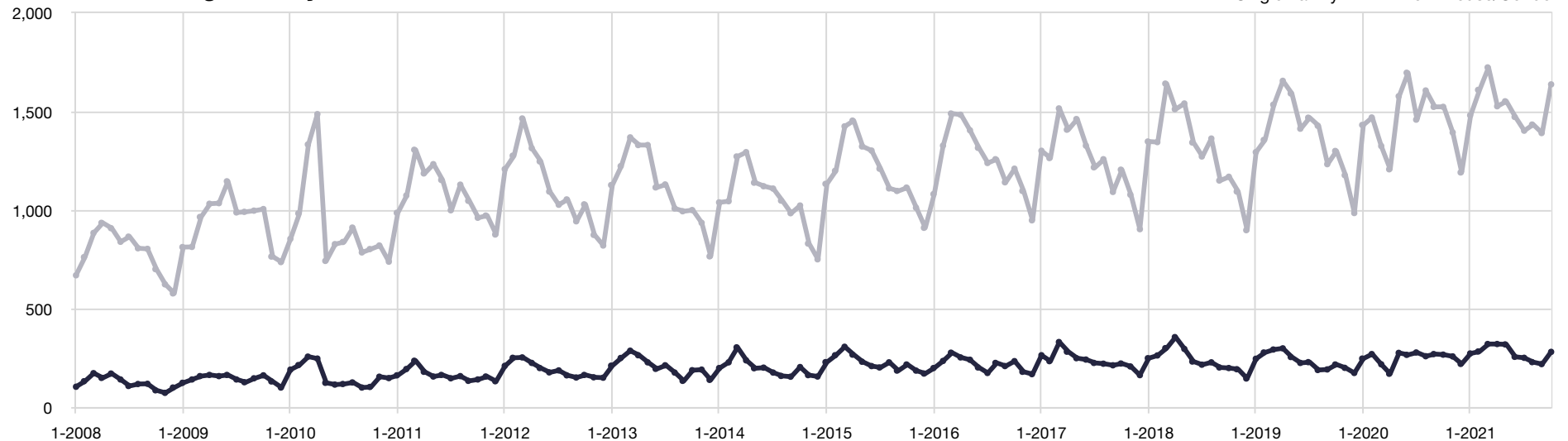


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	1,394	+ 18.4%	257	+ 29.1%
12-2020	1,191	+ 20.9%	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	1,527	+ 26.5%	320	+ 89.3%
5-2021	1,552	- 1.6%	318	+ 15.6%
6-2021	1,473	- 13.2%	255	- 3.8%
7-2021	1,403	- 3.8%	250	- 9.7%
8-2021	1,434	- 10.8%	228	- 11.6%
9-2021	1,391	- 8.7%	218	- 19.0%
10-2021	1,638	+ 7.5%	280	+ 5.3%
12-Month Avg	1,485	+ 4.9%	268	+ 11.7%

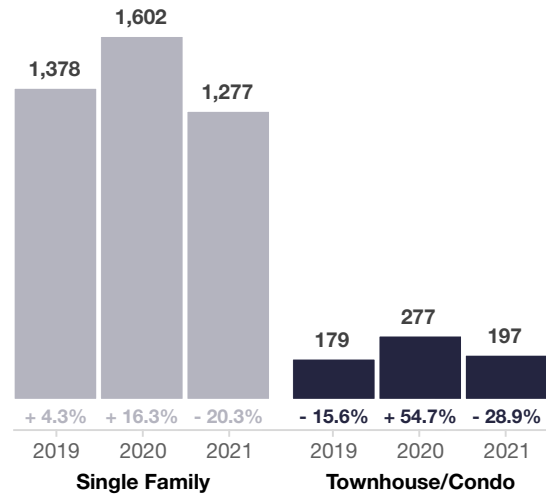
Historical Pending Sales by Month



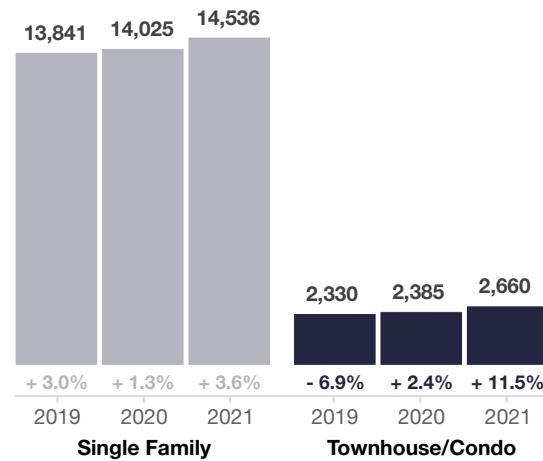
Closed Sales

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

October

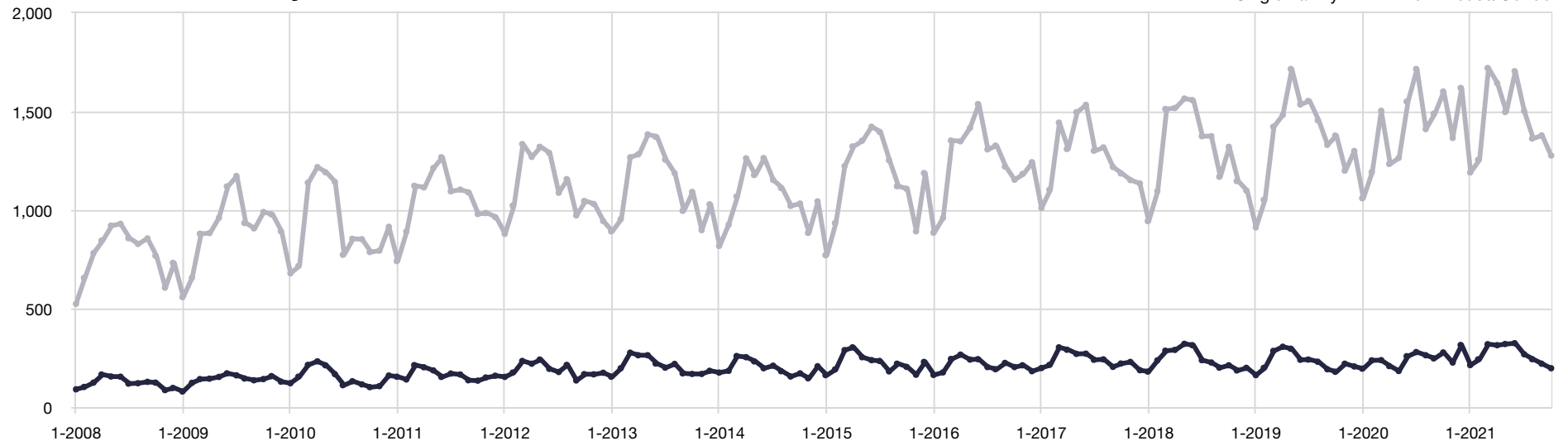


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	1,366	+ 13.8%	226	+ 2.7%
12-2020	1,620	+ 24.6%	315	+ 52.9%
1-2021	1,191	+ 12.4%	213	+ 9.2%
2-2021	1,255	+ 5.2%	242	+ 2.1%
3-2021	1,721	+ 14.4%	319	+ 34.0%
4-2021	1,644	+ 33.2%	314	+ 51.0%
5-2021	1,498	+ 18.4%	320	+ 74.9%
6-2021	1,705	+ 9.9%	324	+ 25.6%
7-2021	1,503	- 12.4%	268	- 3.9%
8-2021	1,363	- 3.4%	243	- 7.6%
9-2021	1,379	- 7.4%	220	- 10.9%
10-2021	1,277	- 20.3%	197	- 28.9%
12-Month Avg	1,460	+ 6.0%	267	+ 14.1%

Historical Closed Sales by Month



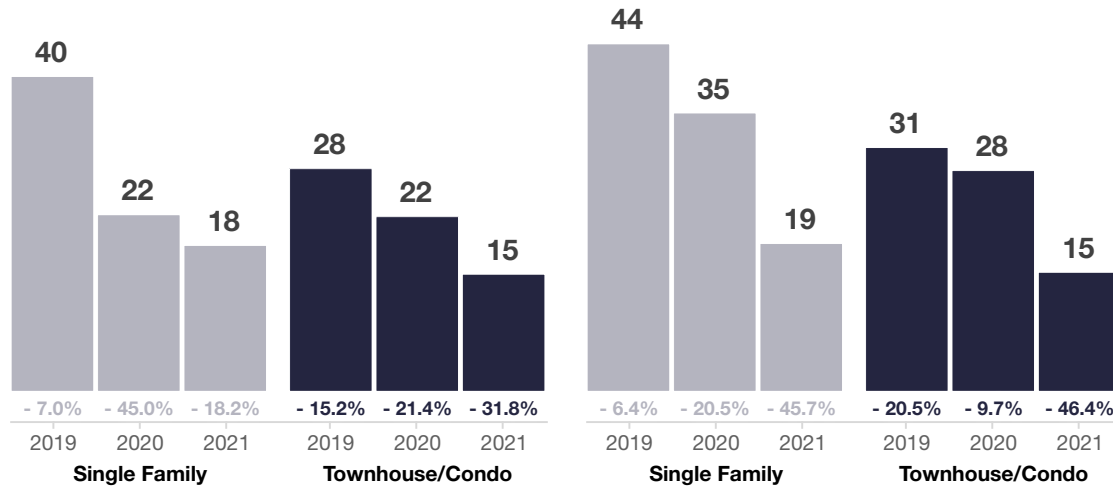
Days on Market Until Sale

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



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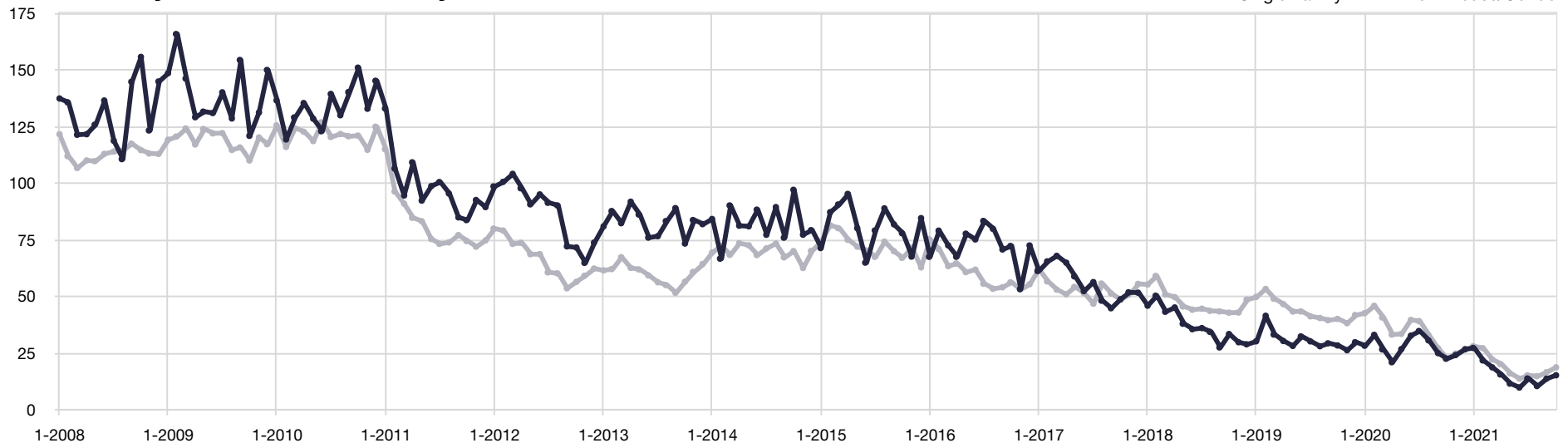
October



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
9-2021	16	- 40.7%	13	- 48.0%
10-2021	18	- 18.2%	15	- 31.8%
12-Month Avg*	20	- 44.7%	17	- 39.8%

* 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



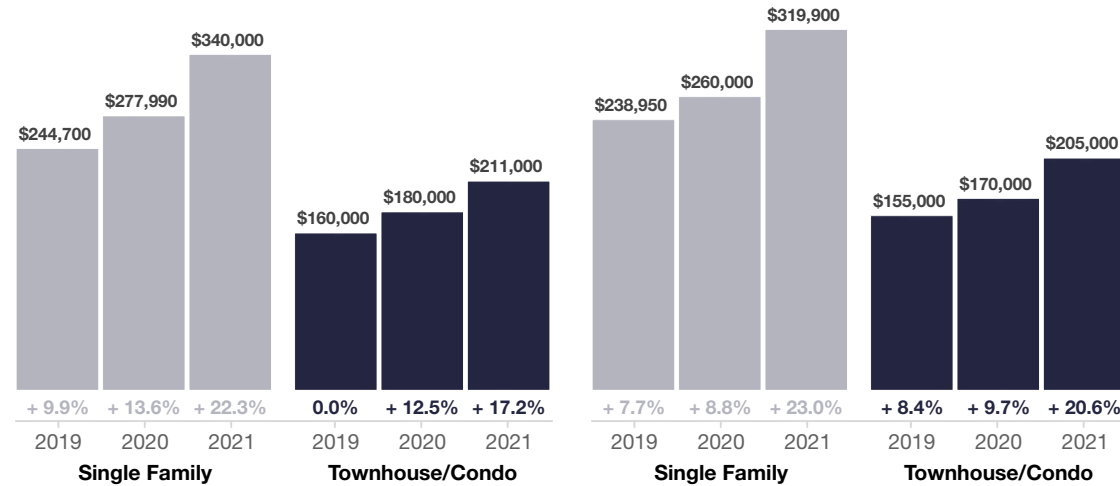
Median Sales Price

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

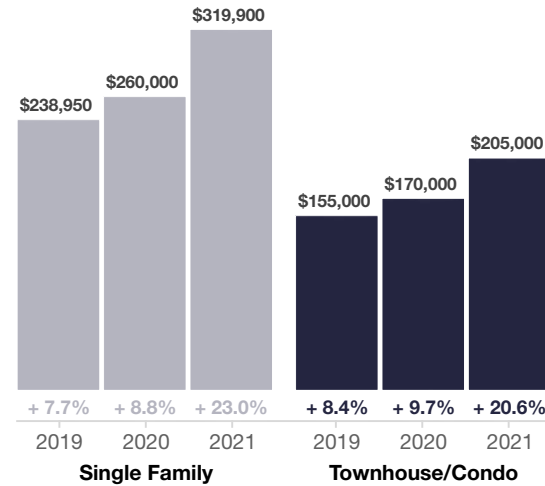


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October



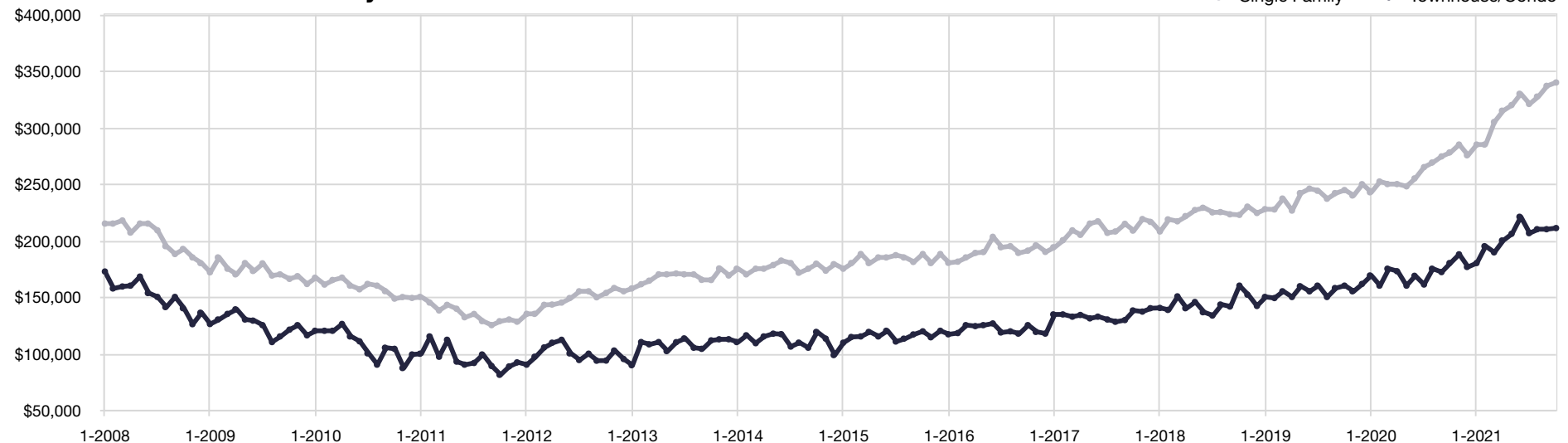
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	\$285,000	+ 18.8%	\$187,750	+ 21.1%
12-2020	\$275,500	+ 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%	\$206,500	+ 28.3%
8-2021	\$327,500	+ 21.7%	\$210,000	+ 20.0%
9-2021	\$337,000	+ 22.8%	\$210,000	+ 22.1%
10-2021	\$340,000	+ 22.3%	\$211,000	+ 17.2%
12-Month Avg*	\$312,500	+ 21.4%	\$200,000	+ 18.0%

* 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



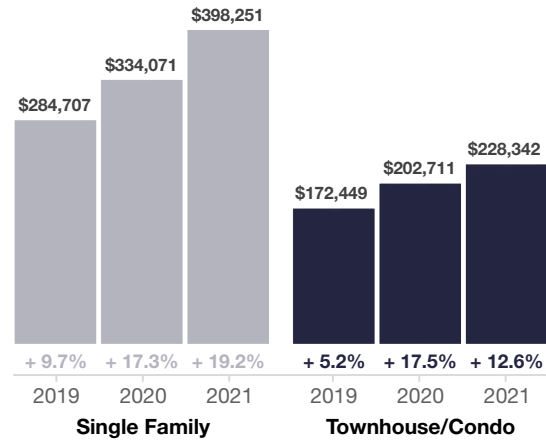
Average Sales Price

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

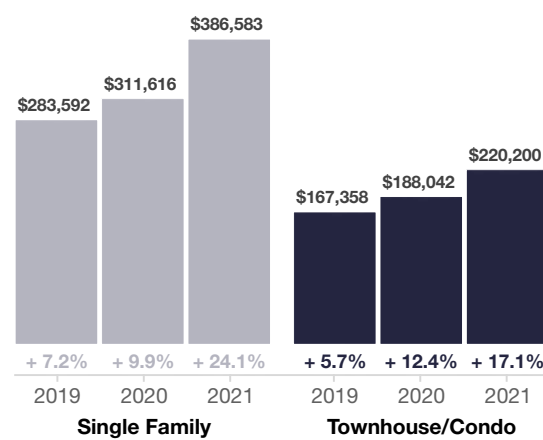


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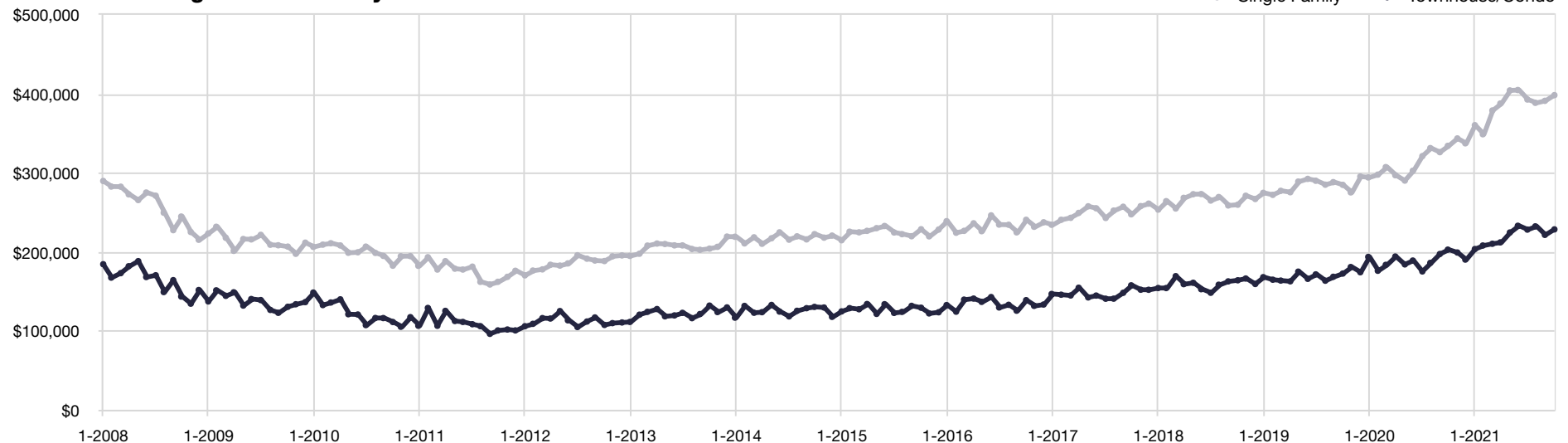
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	\$343,466	+ 24.8%	\$199,078	+ 10.2%
12-2020	\$337,284	+ 14.2%	\$190,111	+ 9.2%
1-2021	\$360,235	+ 22.5%	\$203,437	+ 5.1%
2-2021	\$348,755	+ 17.2%	\$207,946	+ 18.2%
3-2021	\$378,845	+ 23.3%	\$210,159	+ 14.6%
4-2021	\$387,661	+ 30.6%	\$211,897	+ 9.2%
5-2021	\$404,239	+ 39.3%	\$224,395	+ 21.9%
6-2021	\$404,741	+ 33.8%	\$232,916	+ 23.3%
7-2021	\$392,744	+ 22.3%	\$228,056	+ 30.2%
8-2021	\$388,525	+ 17.3%	\$232,191	+ 24.9%
9-2021	\$391,078	+ 19.9%	\$221,395	+ 12.3%
10-2021	\$398,251	+ 19.2%	\$228,342	+ 12.6%
12-Month Avg*	\$378,665	+ 23.1%	\$215,747	+ 15.7%

* 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

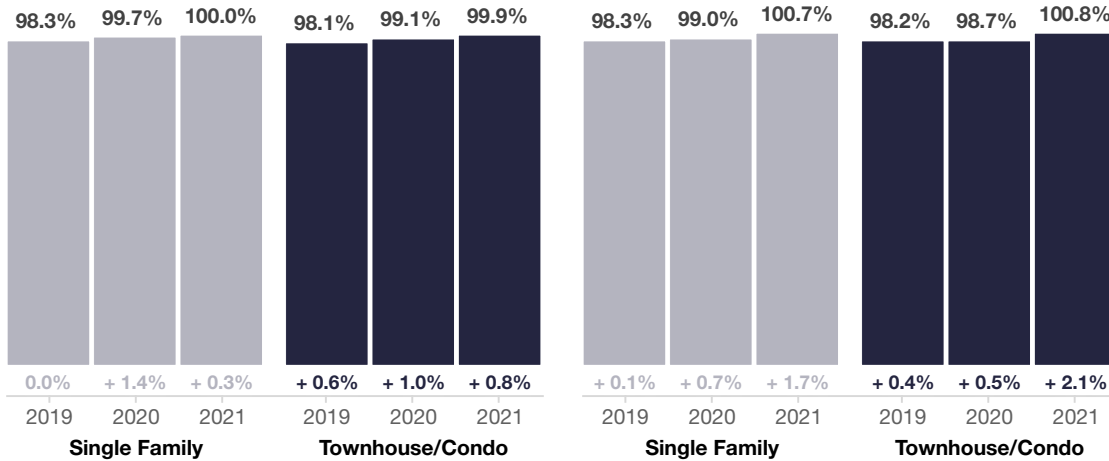
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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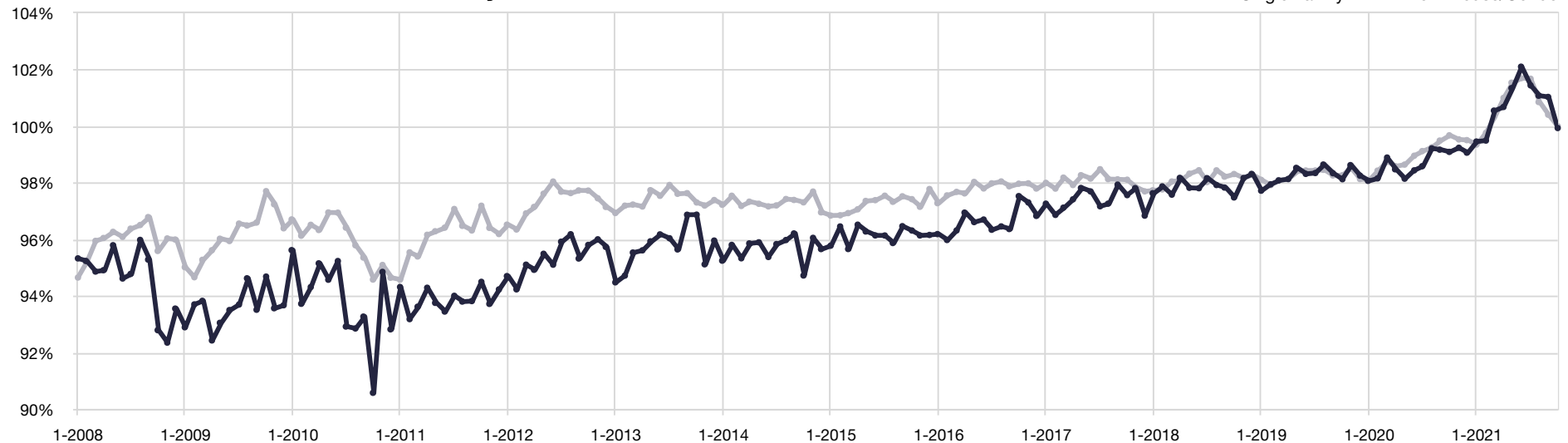
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
9-2021	100.4%	+ 0.9%	101.0%	+ 1.8%
10-2021	100.0%	+ 0.3%	99.9%	+ 0.8%
12-Month Avg*	100.5%	+ 1.7%	100.5%	+ 1.9%

* 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

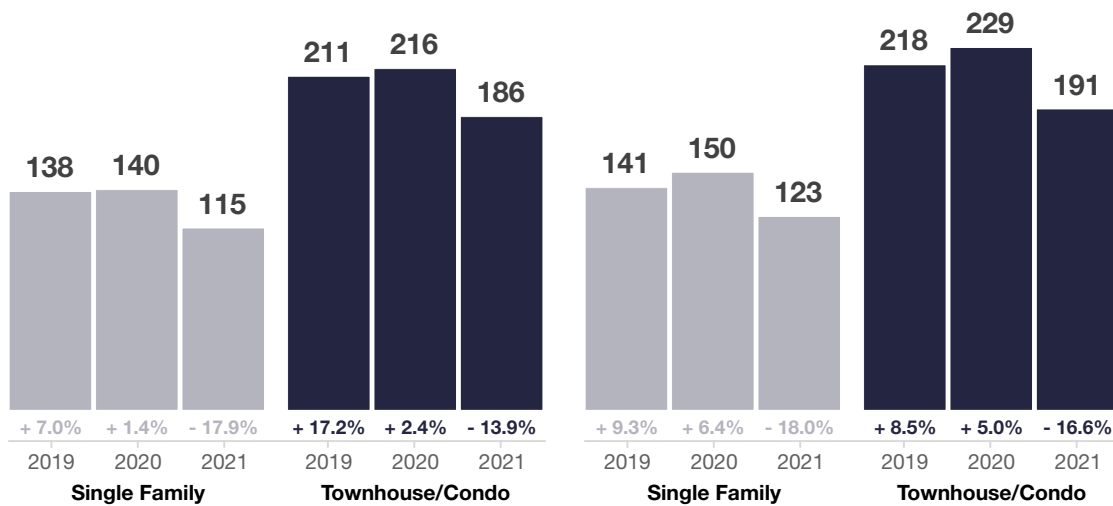
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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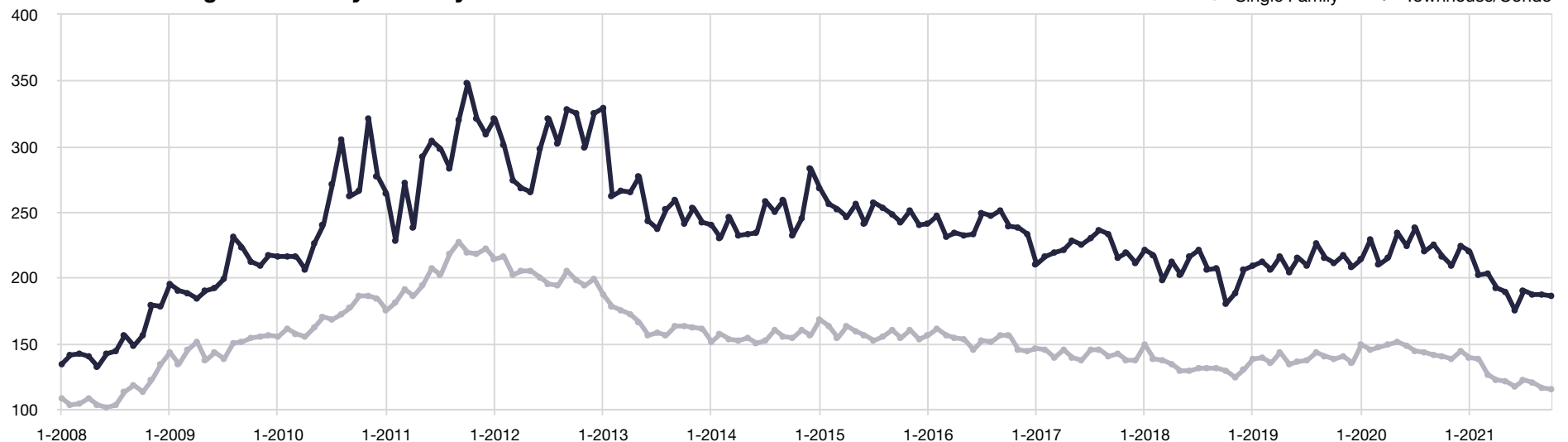
October

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	190	- 20.2%
8-2021	120	- 16.1%	187	- 15.0%
9-2021	116	- 17.7%	187	- 16.9%
10-2021	115	- 17.9%	186	- 13.9%
12-Month Avg	127	- 11.8%	197	- 10.9%

Historical Housing Affordability Index by Month



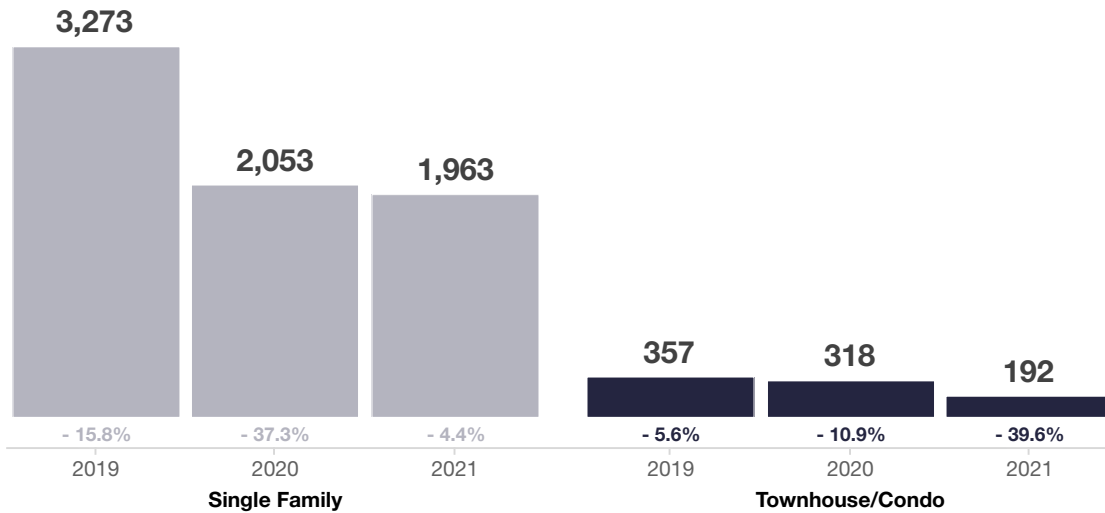
Inventory of Homes for Sale

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



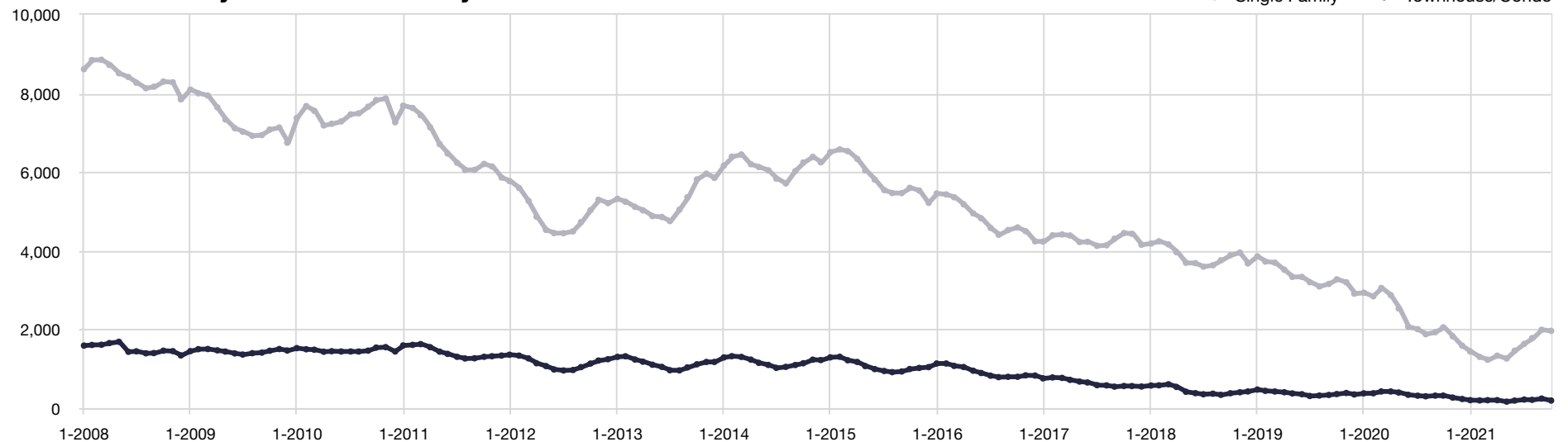
**MULTIPLE LISTING SERVICE OF
SOUTHERN ARIZONA**

October



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2020	1,824	- 43.0%	267	- 30.5%
12-2020	1,586	- 45.5%	231	- 33.4%
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	1,260	- 50.2%	164	- 58.6%
6-2021	1,459	- 29.4%	191	- 43.5%
7-2021	1,631	- 18.7%	217	- 31.1%
8-2021	1,778	- 5.3%	210	- 30.0%
9-2021	1,991	+ 3.3%	242	- 23.7%
10-2021	1,963	- 4.4%	192	- 39.6%
12-Month Avg	1,566	- 37.9%	210	- 41.5%

Historical Inventory of Homes for Sale by Month



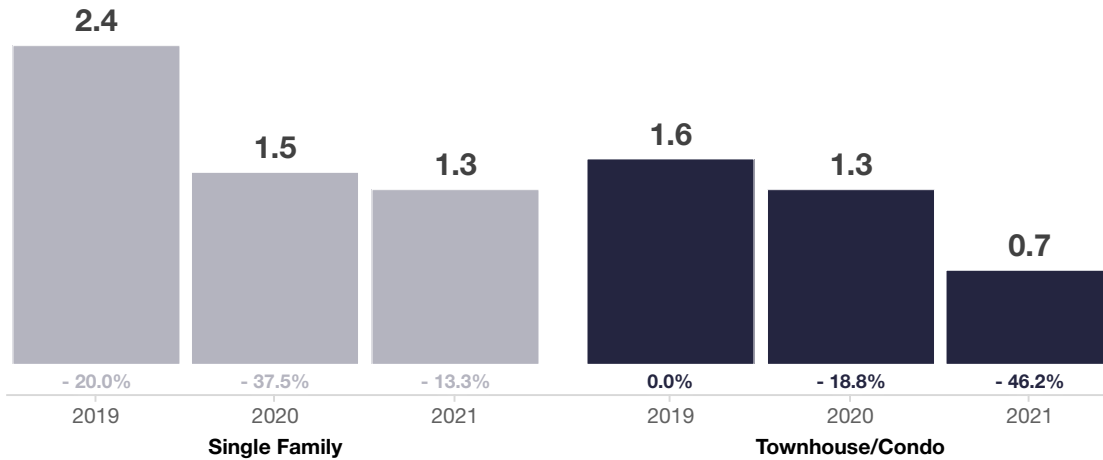
Months Supply of Inventory

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**

October



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
9-2021	1.3	- 7.1%	0.9	- 30.8%
10-2021	1.3	- 13.3%	0.7	- 46.2%
12-Month Avg*	1.1	- 42.6%	0.8	- 49.6%

* 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

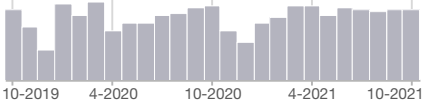
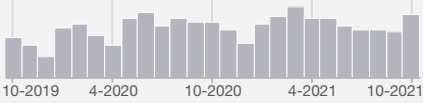
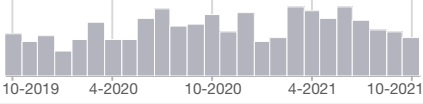
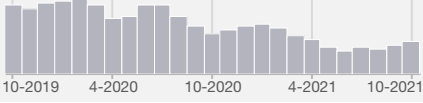
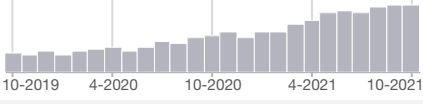
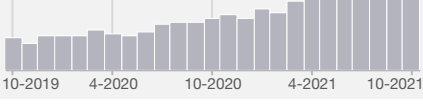
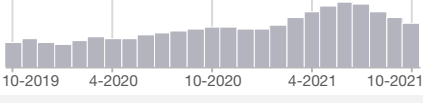
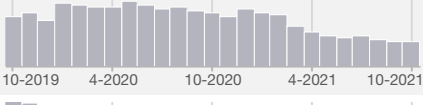
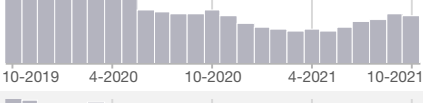
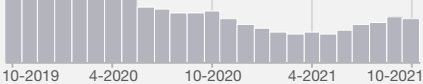


All Residential Properties Market Overview

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



MULTIPLE LISTING SERVICE OF
SOUTHERN ARIZONA

Key Metrics	Historical Sparkbars	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		2,156	2,094	- 2.9%	19,748	20,363	+ 3.1%
Pending Sales		1,790	1,918	+ 7.2%	17,334	17,976	+ 3.7%
Closed Sales		1,879	1,474	- 21.6%	16,410	17,196	+ 4.8%
Days on Market Until Sale		22	18	- 18.2%	34	18	- 47.1%
Median Sales Price		\$265,000	\$320,000	+ 20.8%	\$248,500	\$300,000	+ 20.7%
Average Sales Price		\$314,696	\$375,527	+ 19.3%	\$293,653	\$360,851	+ 22.9%
Percent of List Price Received		99.6%	100.0%	+ 0.4%	98.9%	100.7%	+ 1.8%
Housing Affordability Index		147	122	- 17.0%	157	131	- 16.6%
Inventory of Homes for Sale		2,371	2,155	- 9.1%	—	—	—
Months Supply of Inventory		1.4	1.2	- 14.3%	—	—	—

Local Market Update – October 2021

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Cochise

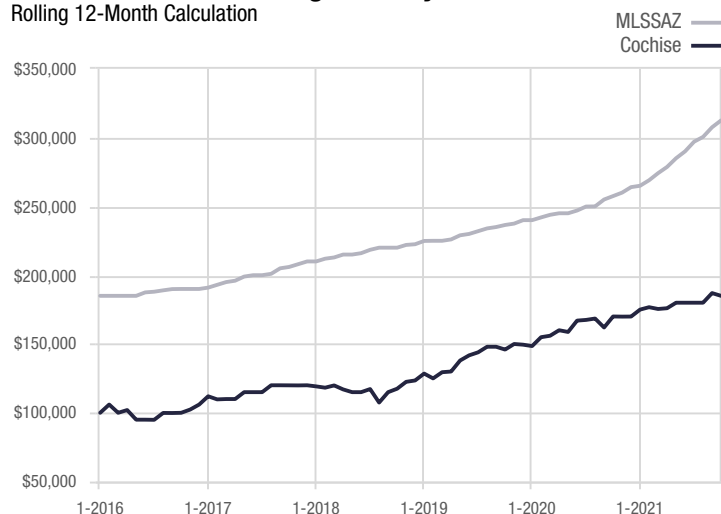
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	26	33	+ 26.9%	316	336	+ 6.3%
Pending Sales	26	42	+ 61.5%	279	274	- 1.8%
Closed Sales	26	20	- 23.1%	267	252	- 5.6%
Days on Market Until Sale	61	47	- 23.0%	83	58	- 30.1%
Median Sales Price*	\$180,000	\$165,500	- 8.1%	\$169,900	\$187,000	+ 10.1%
Average Sales Price*	\$249,146	\$229,025	- 8.1%	\$186,333	\$232,708	+ 24.9%
Percent of List Price Received*	97.4%	92.3%	- 5.2%	95.7%	96.8%	+ 1.1%
Inventory of Homes for Sale	87	74	- 14.9%	—	—	—
Months Supply of Inventory	3.2	2.7	- 15.6%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	5	1	- 80.0%	11	7	- 36.4%
Pending Sales	2	0	- 100.0%	8	8	0.0%
Closed Sales	0	0	0.0%	5	10	+ 100.0%
Days on Market Until Sale	—	—	—	51	29	- 43.1%
Median Sales Price*	—	—	—	\$87,000	\$120,750	+ 38.8%
Average Sales Price*	—	—	—	\$109,760	\$115,790	+ 5.5%
Percent of List Price Received*	—	—	—	97.0%	100.8%	+ 3.9%
Inventory of Homes for Sale	4	1	- 75.0%	—	—	—
Months Supply of Inventory	2.0	0.6	- 70.0%	—	—	—

* 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.

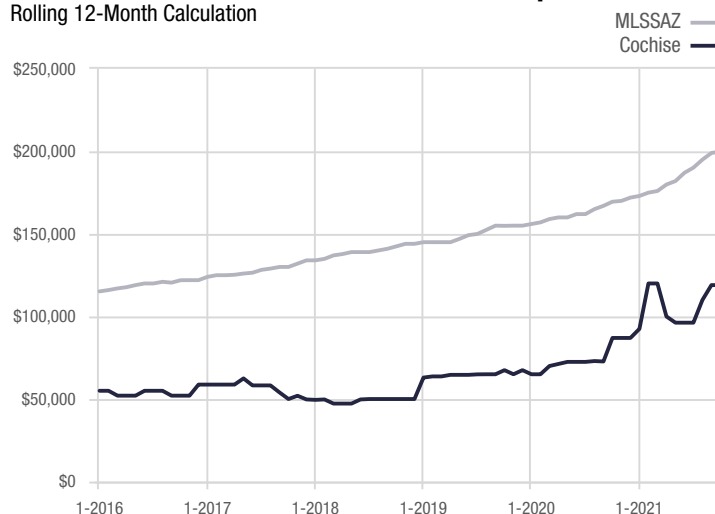
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Cochise County

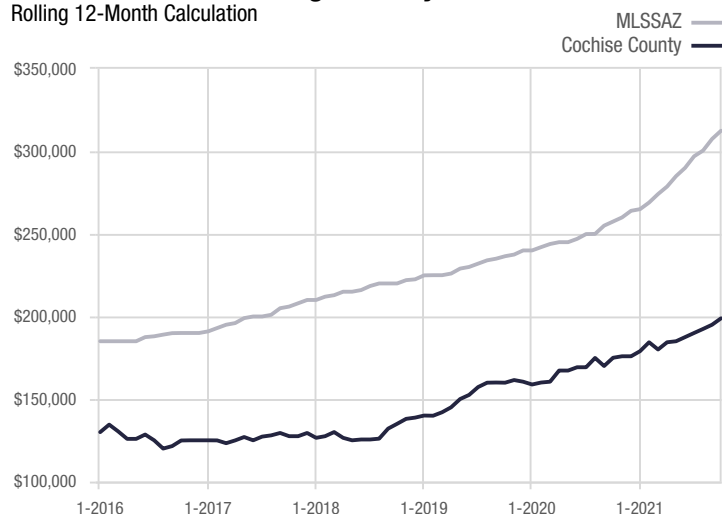
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	49	46	- 6.1%	436	500	+ 14.7%
Pending Sales	41	53	+ 29.3%	377	398	+ 5.6%
Closed Sales	40	32	- 20.0%	357	379	+ 6.2%
Days on Market Until Sale	52	39	- 25.0%	75	50	- 33.3%
Median Sales Price*	\$177,000	\$221,000	+ 24.9%	\$175,000	\$200,000	+ 14.3%
Average Sales Price*	\$229,620	\$250,578	+ 9.1%	\$188,702	\$235,973	+ 25.1%
Percent of List Price Received*	97.6%	95.0%	- 2.7%	96.2%	97.3%	+ 1.1%
Inventory of Homes for Sale	117	104	- 11.1%	—	—	—
Months Supply of Inventory	3.2	2.6	- 18.8%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	5	1	- 80.0%	13	7	- 46.2%
Pending Sales	2	0	- 100.0%	10	8	- 20.0%
Closed Sales	1	0	- 100.0%	7	10	+ 42.9%
Days on Market Until Sale	83	—	—	52	29	- 44.2%
Median Sales Price*	\$118,322	—	—	\$118,322	\$120,750	+ 2.1%
Average Sales Price*	\$118,322	—	—	\$112,589	\$115,790	+ 2.8%
Percent of List Price Received*	97.8%	—	—	97.0%	100.8%	+ 3.9%
Inventory of Homes for Sale	4	1	- 75.0%	—	—	—
Months Supply of Inventory	2.0	0.6	- 70.0%	—	—	—

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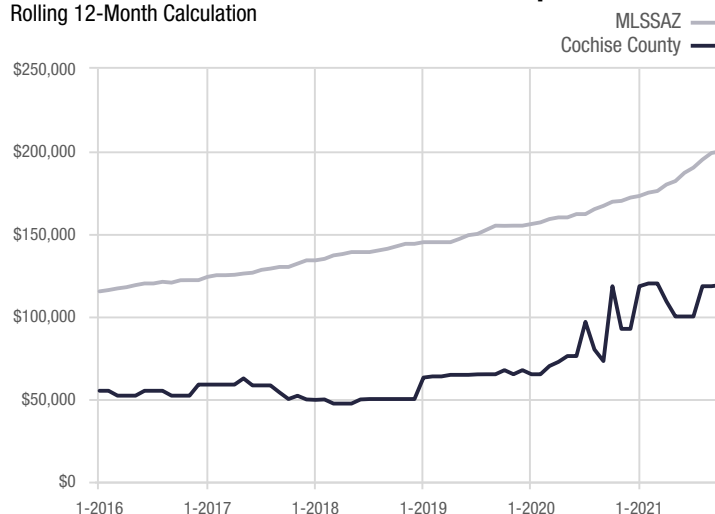
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Green Valley - North

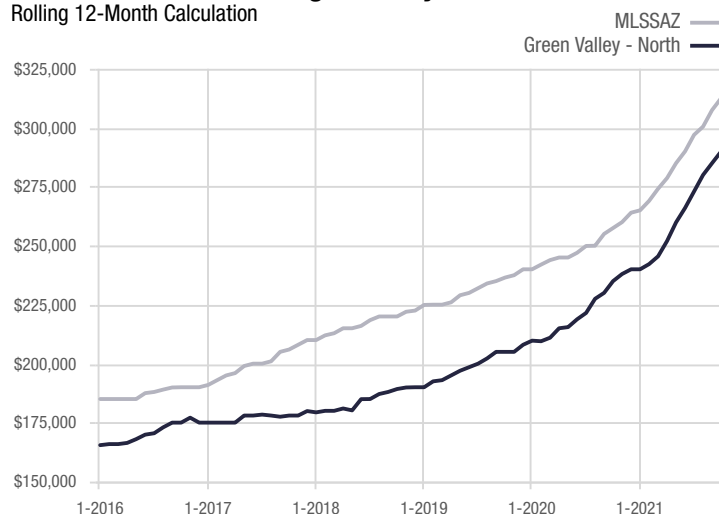
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	67	67	0.0%	630	730	+ 15.9%
Pending Sales	51	79	+ 54.9%	605	704	+ 16.4%
Closed Sales	60	57	- 5.0%	588	667	+ 13.4%
Days on Market Until Sale	15	23	+ 53.3%	28	18	- 35.7%
Median Sales Price*	\$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	October			Year to Date		
Key Metrics	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	—	—	—	—	—	—

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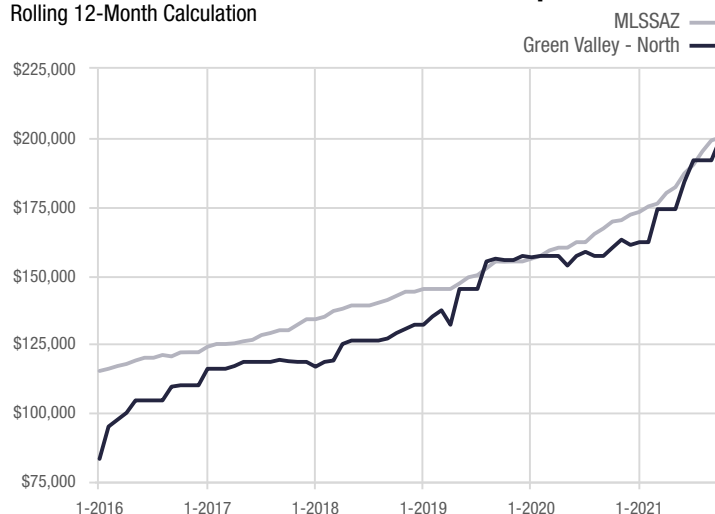
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Green Valley - Northeast

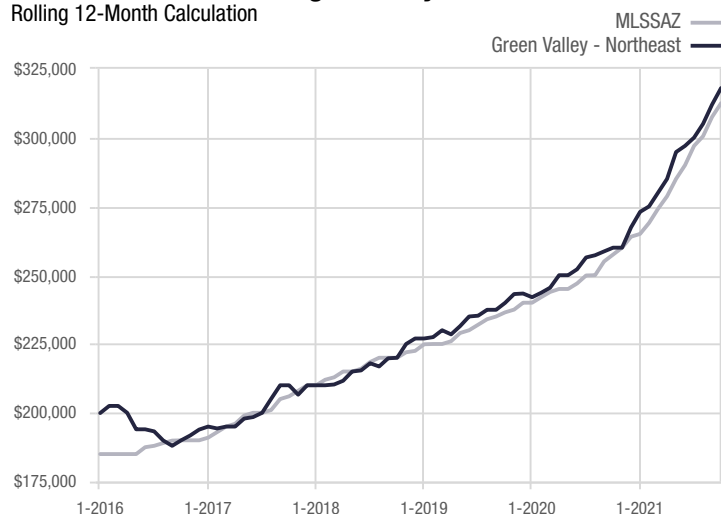
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	39	40	+ 2.6%	431	417	- 3.2%
Pending Sales	31	44	+ 41.9%	378	369	- 2.4%
Closed Sales	41	32	- 22.0%	350	363	+ 3.7%
Days on Market Until Sale	11	16	+ 45.5%	32	14	- 56.3%
Median Sales Price*	\$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	October			Year to Date		
Key Metrics	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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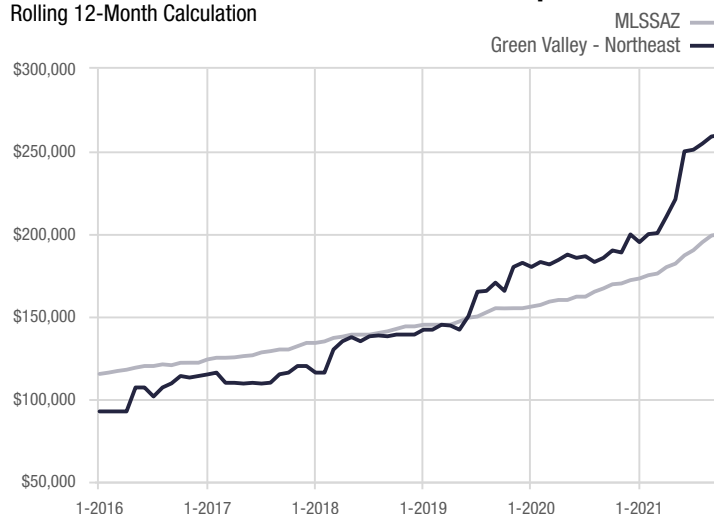
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Green Valley - Northwest

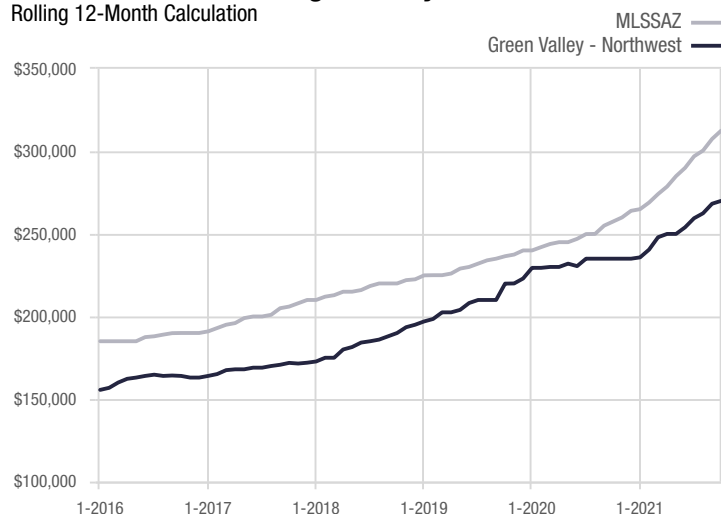
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	23	20	- 13.0%	222	206	- 7.2%
Pending Sales	17	17	0.0%	180	195	+ 8.3%
Closed Sales	27	13	- 51.9%	174	194	+ 11.5%
Days on Market Until Sale	11	21	+ 90.9%	43	28	- 34.9%
Median Sales Price*	\$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	October			Year to Date		
Key Metrics	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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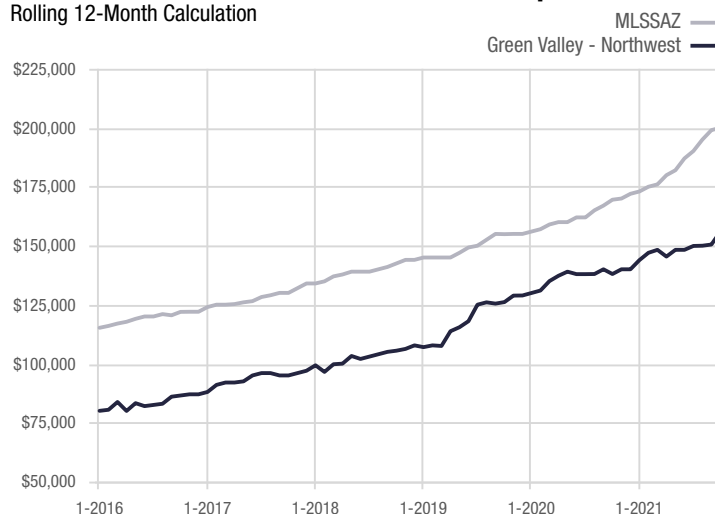
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Green Valley - Southeast

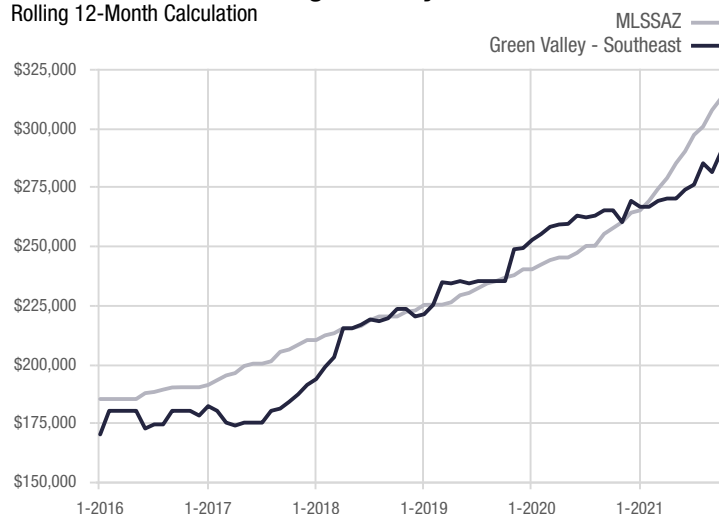
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	7	11	+ 57.1%	109	103	- 5.5%
Pending Sales	10	4	- 60.0%	102	98	- 3.9%
Closed Sales	12	4	- 66.7%	100	98	- 2.0%
Days on Market Until Sale	35	11	- 68.6%	45	30	- 33.3%
Median Sales Price*	\$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		
Key Metrics	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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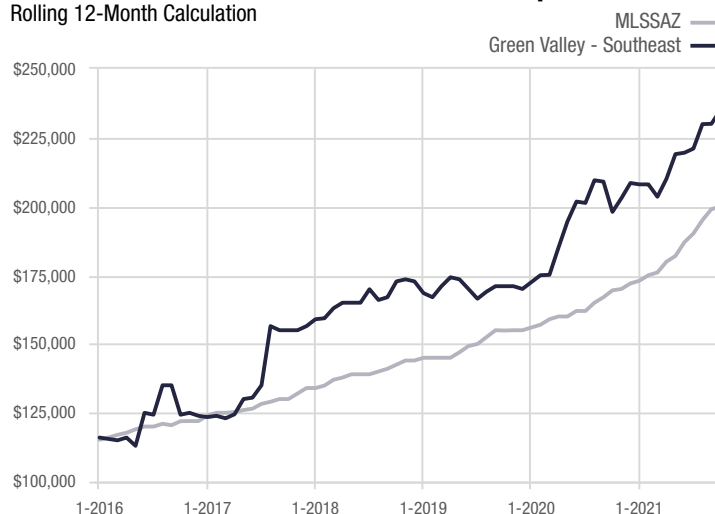
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Green Valley - Southwest

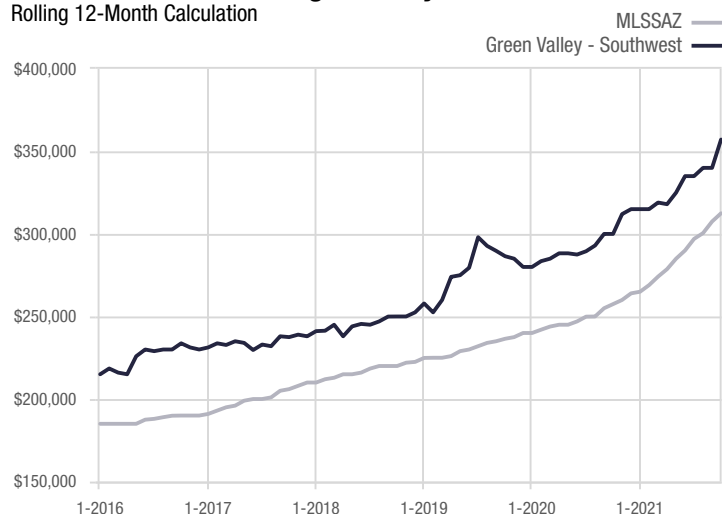
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	18	15	- 16.7%	172	166	- 3.5%
Pending Sales	18	14	- 22.2%	141	165	+ 17.0%
Closed Sales	17	13	- 23.5%	140	162	+ 15.7%
Days on Market Until Sale	71	24	- 66.2%	57	31	- 45.6%
Median Sales 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		
Key Metrics	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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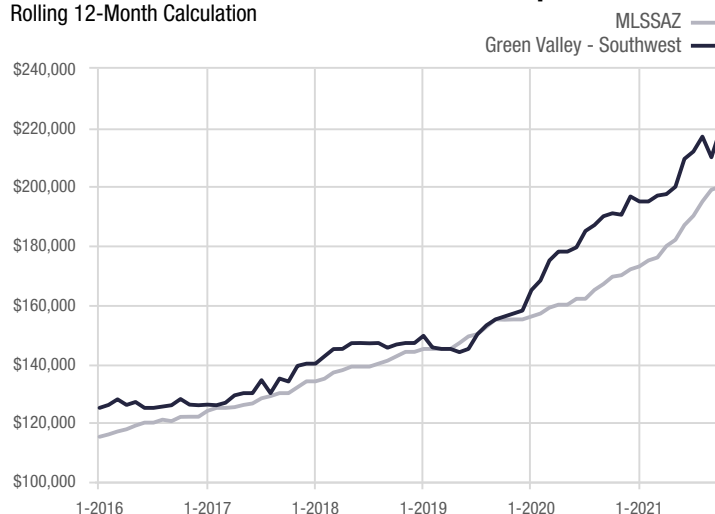
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Pima County

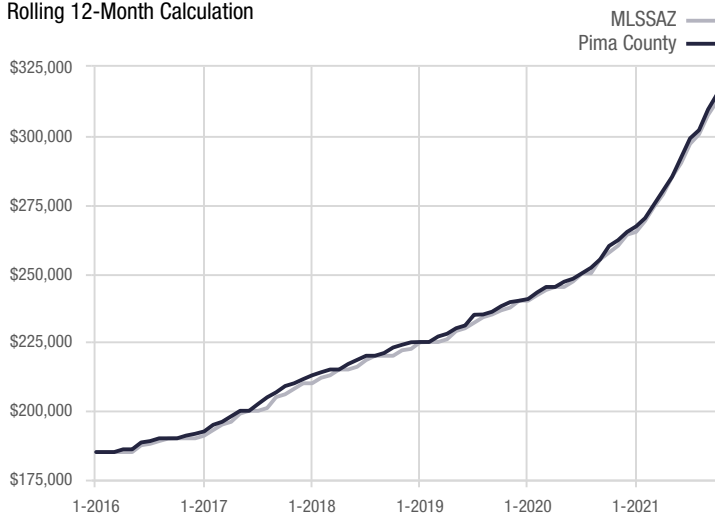
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	1,676	1,673	- 0.2%	15,224	15,648	+ 2.8%
Pending Sales	1,382	1,475	+ 6.7%	13,437	13,703	+ 2.0%
Closed Sales	1,452	1,141	- 21.4%	12,720	13,083	+ 2.9%
Days on Market Until Sale	19	17	- 10.5%	32	16	- 50.0%
Median Sales Price*	\$278,434	\$340,000	+ 22.1%	\$260,900	\$320,000	+ 22.7%
Average Sales Price*	\$337,239	\$404,417	+ 19.9%	\$315,470	\$391,480	+ 24.1%
Percent of List Price Received*	99.8%	100.3%	+ 0.5%	99.1%	101.0%	+ 1.9%
Inventory of Homes for Sale	1,671	1,677	+ 0.4%	—	—	—
Months Supply of Inventory	1.3	1.3	0.0%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	280	252	- 10.0%	2,802	2,836	+ 1.2%
Pending Sales	261	269	+ 3.1%	2,442	2,644	+ 8.3%
Closed Sales	272	191	- 29.8%	2,321	2,567	+ 10.6%
Days on Market Until Sale	22	15	- 31.8%	27	14	- 48.1%
Median Sales Price*	\$180,000	\$210,000	+ 16.7%	\$170,000	\$203,000	+ 19.4%
Average Sales Price*	\$202,625	\$225,436	+ 11.3%	\$186,962	\$218,771	+ 17.0%
Percent of List Price Received*	99.1%	99.9%	+ 0.8%	98.7%	100.9%	+ 2.2%
Inventory of Homes for Sale	287	181	- 36.9%	—	—	—
Months Supply of Inventory	1.2	0.7	- 41.7%	—	—	—

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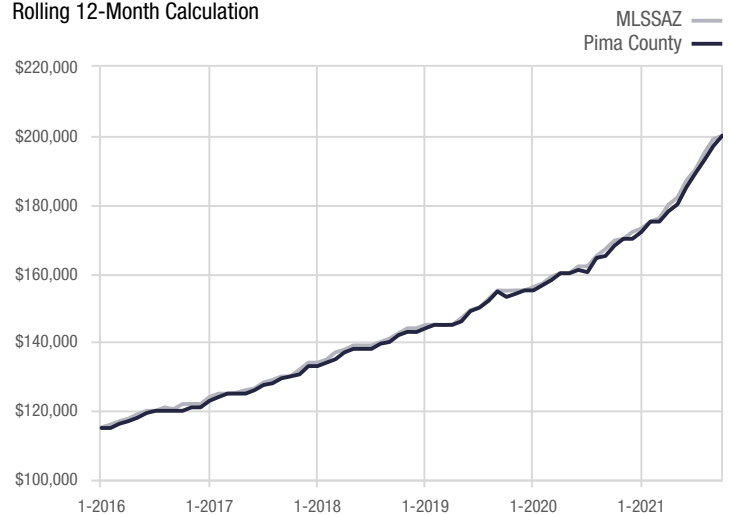
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Santa Cruz County

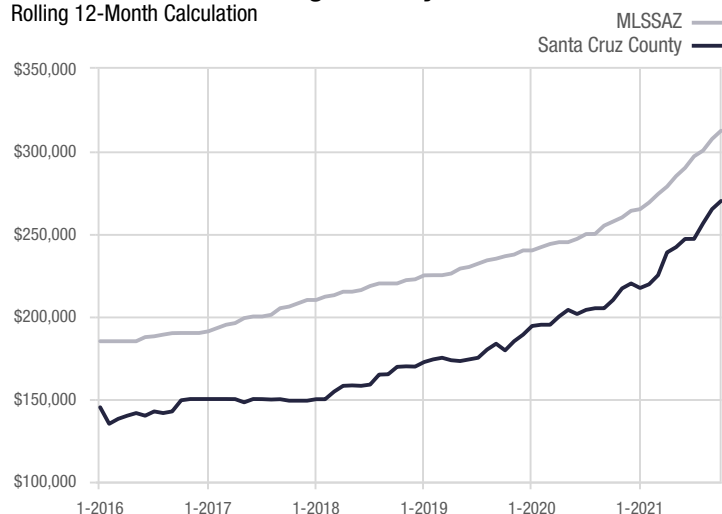
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	52	52	0.0%	471	557	+ 18.3%
Pending Sales	36	52	+ 44.4%	411	472	+ 14.8%
Closed Sales	41	46	+ 12.2%	378	428	+ 13.2%
Days on Market Until Sale	94	37	- 60.6%	78	47	- 39.7%
Median Sales Price*	\$220,900	\$275,000	+ 24.5%	\$206,500	\$265,000	+ 28.3%
Average Sales Price*	\$275,400	\$372,807	+ 35.4%	\$264,155	\$330,809	+ 25.2%
Percent of List Price Received*	98.7%	96.9%	- 1.8%	97.8%	98.3%	+ 0.5%
Inventory of Homes for Sale	128	94	- 26.6%	—	—	—
Months Supply of Inventory	3.4	2.1	- 38.2%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	1	8	+ 700.0%	44	50	+ 13.6%
Pending Sales	0	8	—	29	49	+ 69.0%
Closed Sales	2	4	+ 100.0%	27	43	+ 59.3%
Days on Market Until Sale	48	12	- 75.0%	100	66	- 34.0%
Median Sales Price*	\$184,250	\$309,000	+ 67.7%	\$170,000	\$222,000	+ 30.6%
Average Sales Price*	\$184,250	\$302,500	+ 64.2%	\$194,644	\$226,906	+ 16.6%
Percent of List Price Received*	100.0%	100.4%	+ 0.4%	97.2%	98.9%	+ 1.7%
Inventory of Homes for Sale	23	7	- 69.6%	—	—	—
Months Supply of Inventory	6.5	1.3	- 80.0%	—	—	—

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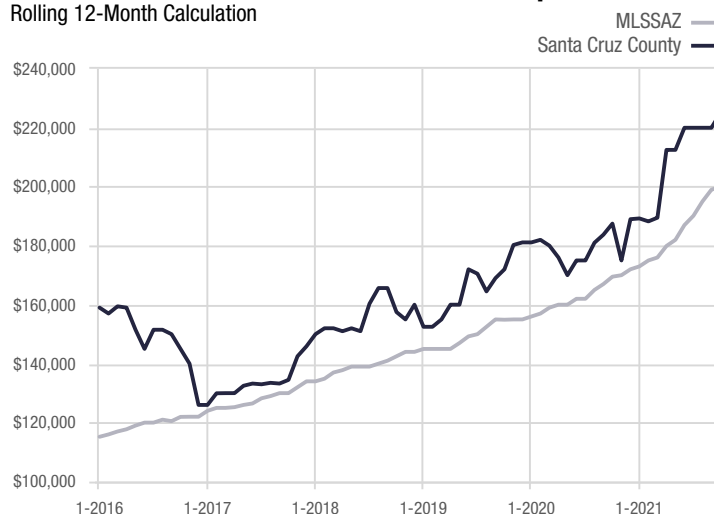
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Santa Cruz County - Amado

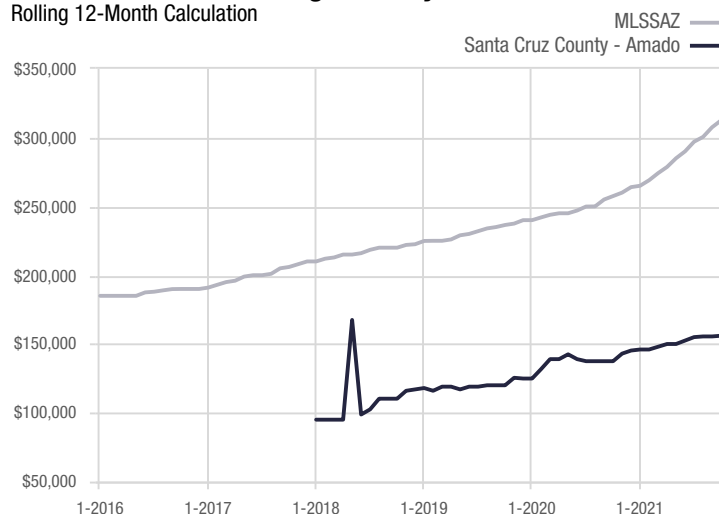
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	3	0	- 100.0%	13	8	- 38.5%
Pending Sales	5	0	- 100.0%	11	6	- 45.5%
Closed Sales	0	1	—	5	10	+ 100.0%
Days on Market Until Sale	—	3	—	24	58	+ 141.7%
Median Sales Price*	—	\$175,000	—	\$131,000	\$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	October			Year to Date		
Key Metrics	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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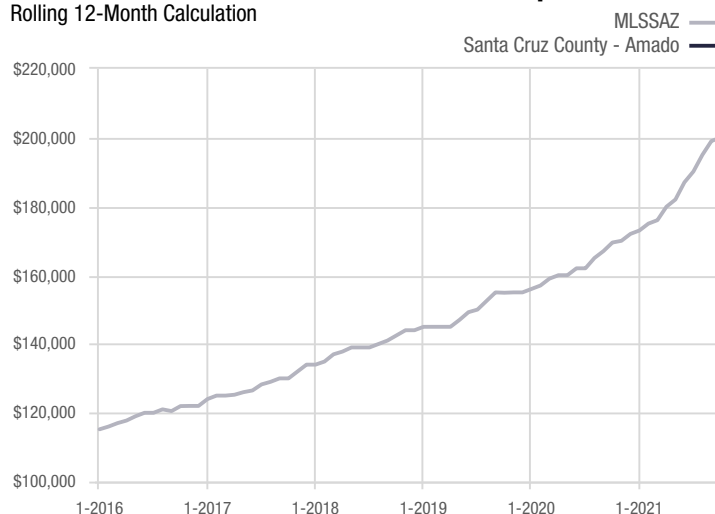
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Santa Cruz County - Elgin

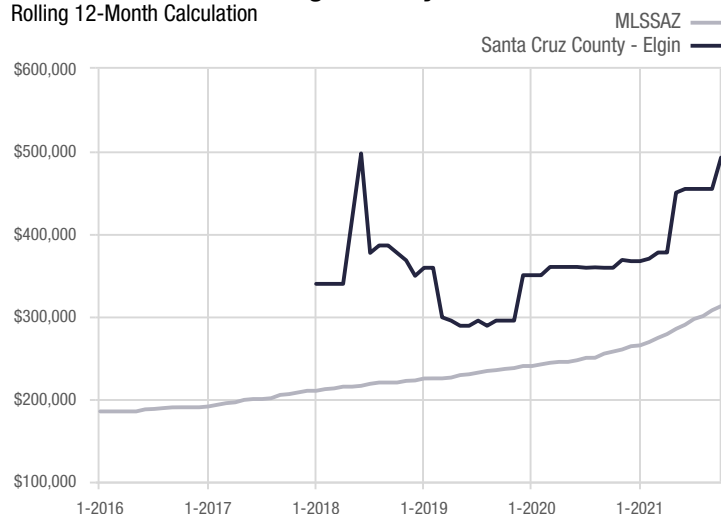
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	2	3	+ 50.0%	18	14	- 22.2%
Pending Sales	1	1	0.0%	14	17	+ 21.4%
Closed Sales	1	4	+ 300.0%	10	16	+ 60.0%
Days on Market Until Sale	216	86	- 60.2%	162	122	- 24.7%
Median Sales Price*	\$477,000	\$527,000	+ 10.5%	\$349,500	\$475,750	+ 36.1%
Average Sales Price*	\$477,000	\$736,625	+ 54.4%	\$373,700	\$538,969	+ 44.2%
Percent of List Price Received*	97.9%	93.4%	- 4.6%	96.6%	97.3%	+ 0.7%
Inventory of Homes for Sale	10	2	- 80.0%	—	—	—
Months Supply of Inventory	5.0	1.1	- 78.0%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	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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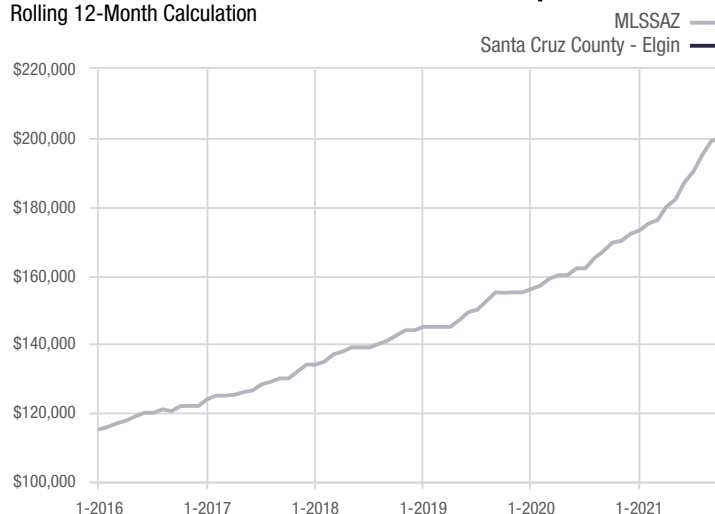
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Santa Cruz County - Nogales East

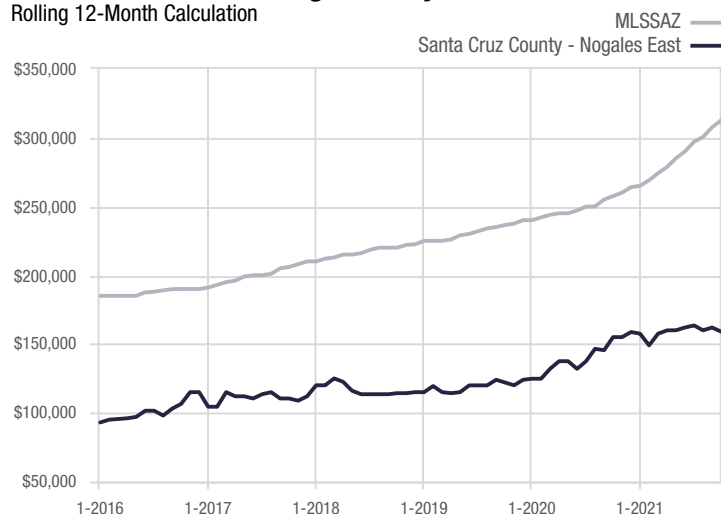
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	7	8	+ 14.3%	68	81	+ 19.1%
Pending Sales	1	6	+ 500.0%	49	66	+ 34.7%
Closed Sales	4	5	+ 25.0%	51	65	+ 27.5%
Days on Market Until Sale	168	75	- 55.4%	66	47	- 28.8%
Median Sales Price*	\$192,020	\$100,000	- 47.9%	\$155,000	\$155,000	0.0%
Average Sales Price*	\$191,735	\$373,000	+ 94.5%	\$177,798	\$210,681	+ 18.5%
Percent of List Price Received*	99.3%	87.8%	- 11.6%	95.8%	96.8%	+ 1.0%
Inventory of Homes for Sale	19	16	- 15.8%	—	—	—
Months Supply of Inventory	4.0	2.5	- 37.5%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	0	0	0.0%	6	4	- 33.3%
Pending Sales	0	0	0.0%	1	6	+ 500.0%
Closed Sales	0	0	0.0%	1	9	+ 800.0%
Days on Market Until Sale	—	—	—	40	89	+ 122.5%
Median Sales Price*	—	—	—	\$165,000	\$222,000	+ 34.5%
Average Sales Price*	—	—	—	\$165,000	\$190,511	+ 15.5%
Percent of List Price Received*	—	—	—	89.2%	99.2%	+ 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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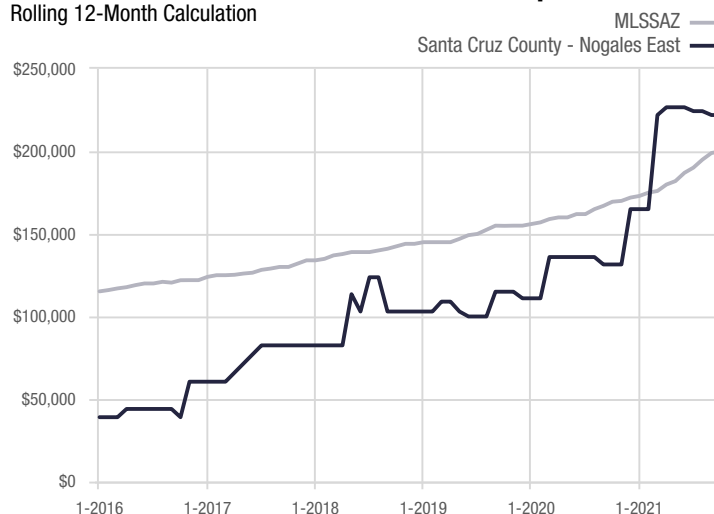
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Santa Cruz County - Nogales West

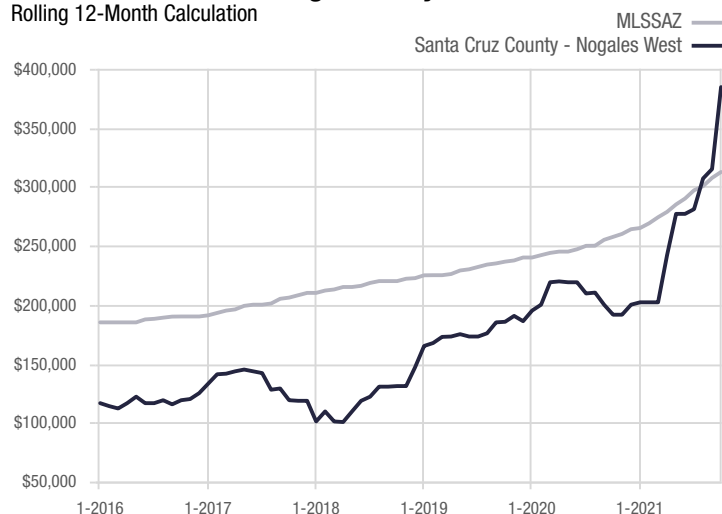
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	0	4	—	20	24	+ 20.0%
Pending Sales	3	3	0.0%	17	16	- 5.9%
Closed Sales	2	6	+ 200.0%	14	13	- 7.1%
Days on Market Until Sale	55	16	- 70.9%	77	37	- 51.9%
Median Sales Price*	\$192,500	\$406,800	+ 111.3%	\$180,000	\$393,600	+ 118.7%
Average Sales Price*	\$192,500	\$390,267	+ 102.7%	\$190,321	\$376,585	+ 97.9%
Percent of List Price Received*	101.7%	100.4%	- 1.3%	97.8%	98.4%	+ 0.6%
Inventory of Homes for Sale	5	6	+ 20.0%	—	—	—
Months Supply of Inventory	2.4	2.3	- 4.2%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	0	0	0.0%	1	1	0.0%
Pending Sales	0	0	0.0%	1	1	0.0%
Closed Sales	0	0	0.0%	1	1	0.0%
Days on Market Until Sale	—	—	—	17	8	- 52.9%
Median Sales Price*	—	—	—	\$210,000	\$225,500	+ 7.4%
Average Sales Price*	—	—	—	\$210,000	\$225,500	+ 7.4%
Percent of List Price Received*	—	—	—	102.4%	112.8%	+ 10.2%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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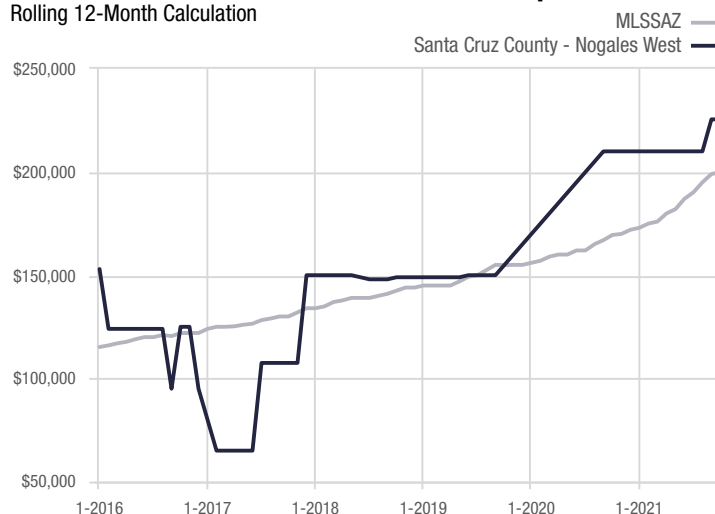
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Santa Cruz County - Patagonia

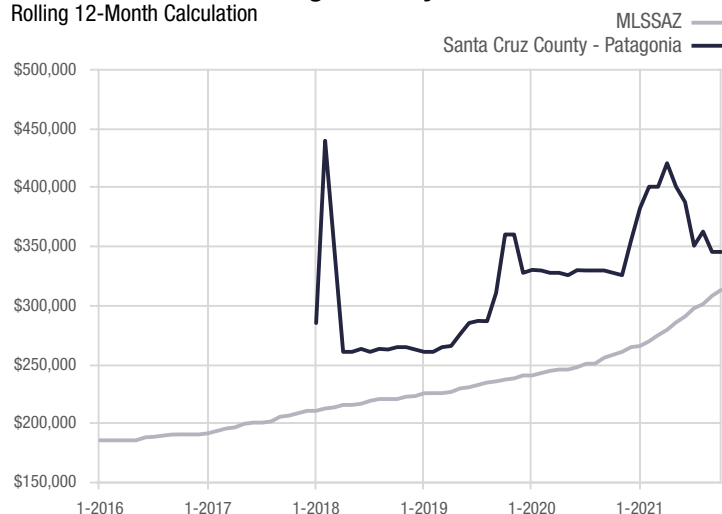
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	3	5	+ 66.7%	21	35	+ 66.7%
Pending Sales	4	4	0.0%	19	25	+ 31.6%
Closed Sales	2	0	- 100.0%	17	23	+ 35.3%
Days on Market Until Sale	52	—	—	126	63	- 50.0%
Median Sales Price*	\$312,450	—	—	\$374,000	\$350,000	- 6.4%
Average Sales Price*	\$312,450	—	—	\$371,171	\$394,315	+ 6.2%
Percent of List Price Received*	97.7%	—	—	96.0%	96.4%	+ 0.4%
Inventory of Homes for Sale	9	9	0.0%	—	—	—
Months Supply of Inventory	4.1	3.1	- 24.4%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	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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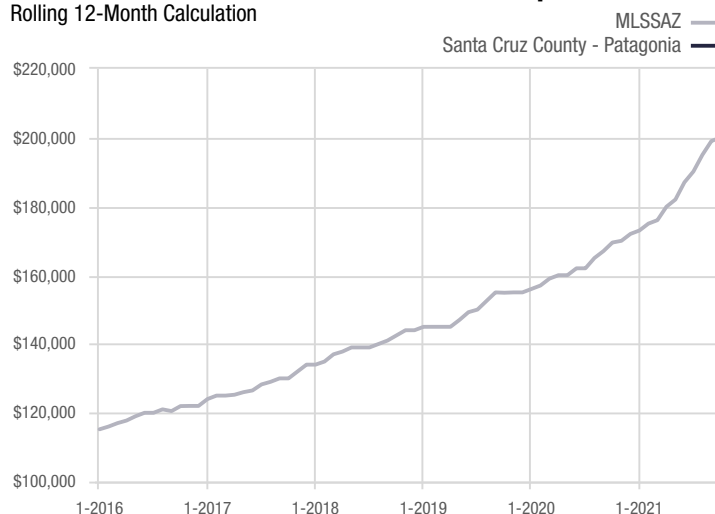
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

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Santa Cruz County - Rio Rico East

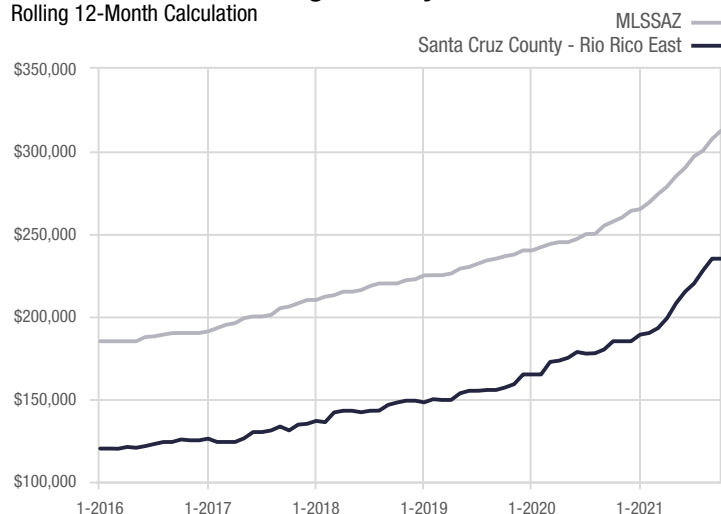
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	16	12	- 25.0%	160	183	+ 14.4%
Pending Sales	12	9	- 25.0%	141	151	+ 7.1%
Closed Sales	17	19	+ 11.8%	127	145	+ 14.2%
Days on Market Until Sale	34	14	- 58.8%	47	22	- 53.2%
Median Sales Price*	\$196,000	\$230,500	+ 17.6%	\$185,000	\$239,250	+ 29.3%
Average Sales Price*	\$231,900	\$242,122	+ 4.4%	\$209,069	\$258,882	+ 23.8%
Percent of List Price Received*	99.2%	98.9%	- 0.3%	99.1%	99.5%	+ 0.4%
Inventory of Homes for Sale	24	27	+ 12.5%	—	—	—
Months Supply of Inventory	1.9	1.9	0.0%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	0	0	0.0%	1	4	+ 300.0%
Pending Sales	0	0	0.0%	2	4	+ 100.0%
Closed Sales	0	1	—	2	4	+ 100.0%
Days on Market Until Sale	—	1	—	29	13	- 55.2%
Median Sales Price*	—	\$147,000	—	\$137,000	\$157,000	+ 14.6%
Average Sales Price*	—	\$147,000	—	\$137,000	\$160,000	+ 16.8%
Percent of List Price Received*	—	100.0%	—	102.1%	100.9%	- 1.2%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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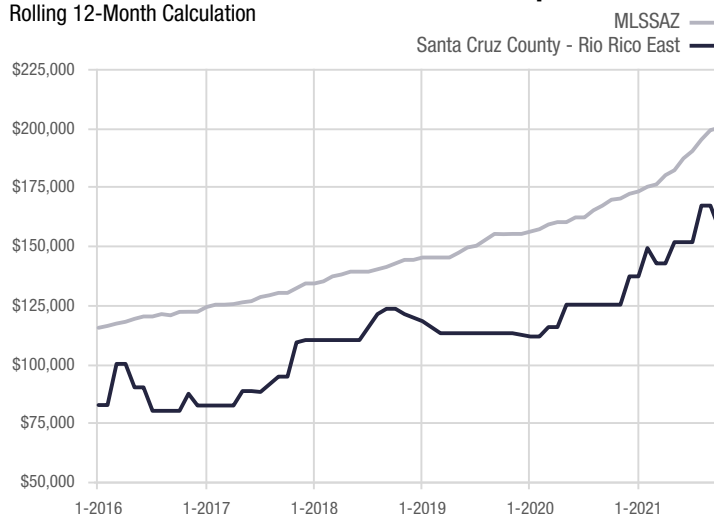
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Santa Cruz County - Rio Rico West

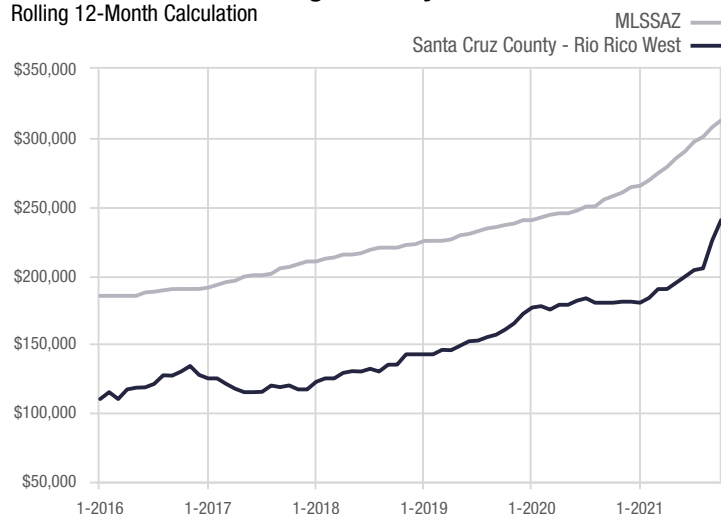
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	5	6	+ 20.0%	76	108	+ 42.1%
Pending Sales	3	10	+ 233.3%	71	88	+ 23.9%
Closed Sales	4	6	+ 50.0%	70	77	+ 10.0%
Days on Market Until Sale	9	19	+ 111.1%	52	16	- 69.2%
Median Sales Price*	\$190,500	\$336,250	+ 76.5%	\$180,000	\$240,000	+ 33.3%
Average Sales Price*	\$189,700	\$322,417	+ 70.0%	\$198,323	\$242,420	+ 22.2%
Percent of List Price Received*	98.8%	95.9%	- 2.9%	99.0%	99.3%	+ 0.3%
Inventory of Homes for Sale	8	7	- 12.5%	—	—	—
Months Supply of Inventory	1.2	0.8	- 33.3%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	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	1	—
Closed Sales	0	0	0.0%	0	1	—
Days on Market Until Sale	—	—	—	—	7	—
Median Sales Price*	—	—	—	—	\$128,000	—
Average Sales Price*	—	—	—	—	\$128,000	—
Percent of List Price Received*	—	—	—	—	112.3%	—
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.

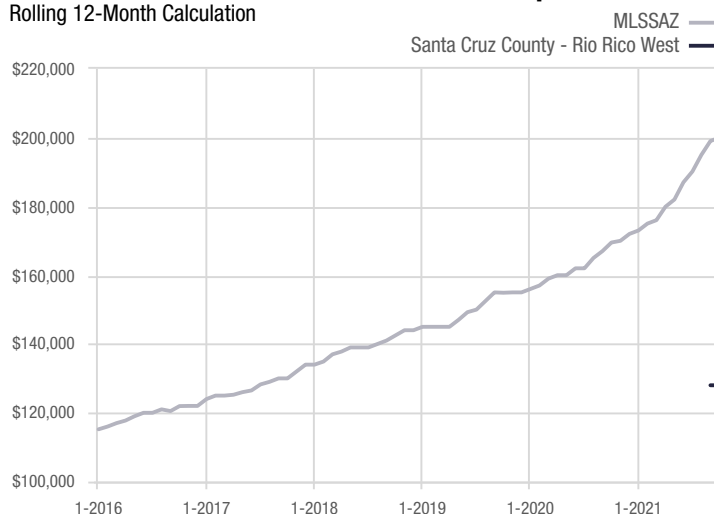
Median Sales Price - Single-Family

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 – October 2021

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Santa Cruz County - Santa Cruz County

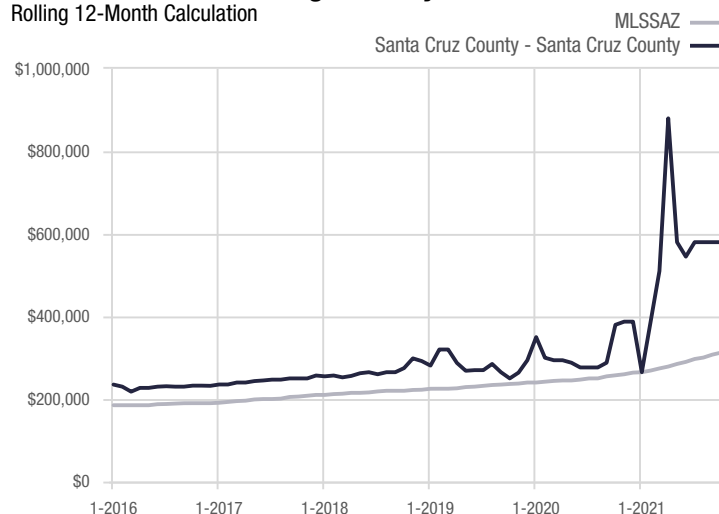
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	1	0	- 100.0%	6	7	+ 16.7%
Pending Sales	0	1	—	3	8	+ 166.7%
Closed Sales	0	0	0.0%	3	8	+ 166.7%
Days on Market Until Sale	—	—	—	244	237	- 2.9%
Median Sales Price*	—	—	—	\$265,000	\$702,500	+ 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	9	4	- 55.6%	—	—	—
Months Supply of Inventory	6.0	3.6	- 40.0%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	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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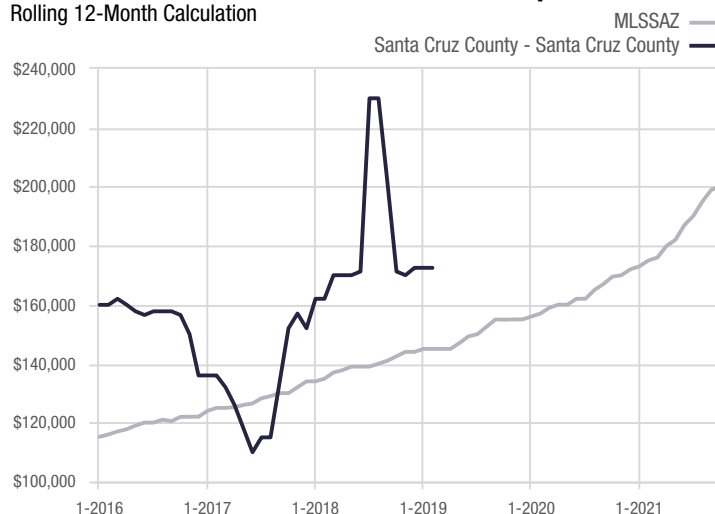
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Santa Cruz County - Sonoita

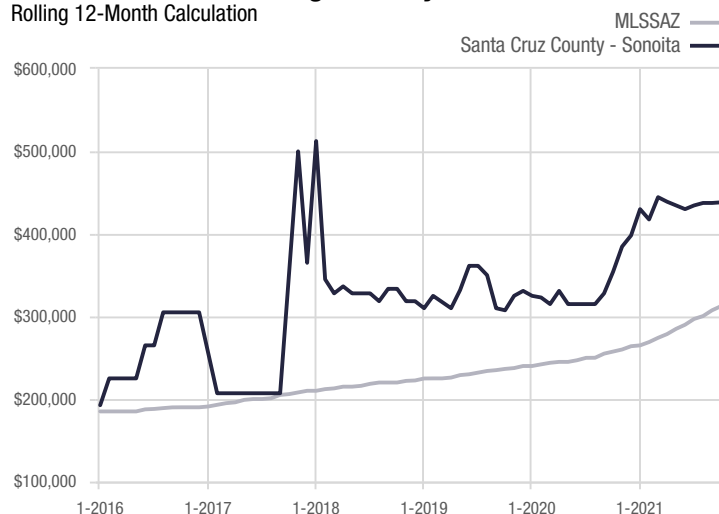
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	4	2	- 50.0%	31	23	- 25.8%
Pending Sales	2	4	+ 100.0%	29	28	- 3.4%
Closed Sales	4	3	- 25.0%	23	25	+ 8.7%
Days on Market Until Sale	253	133	- 47.4%	177	103	- 41.8%
Median Sales Price*	\$417,500	\$390,000	- 6.6%	\$333,456	\$424,000	+ 27.2%
Average Sales Price*	\$460,864	\$410,833	- 10.9%	\$399,313	\$504,801	+ 26.4%
Percent of List Price Received*	100.8%	100.5%	- 0.3%	96.7%	98.0%	+ 1.3%
Inventory of Homes for Sale	13	3	- 76.9%	—	—	—
Months Supply of Inventory	4.6	1.1	- 76.1%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	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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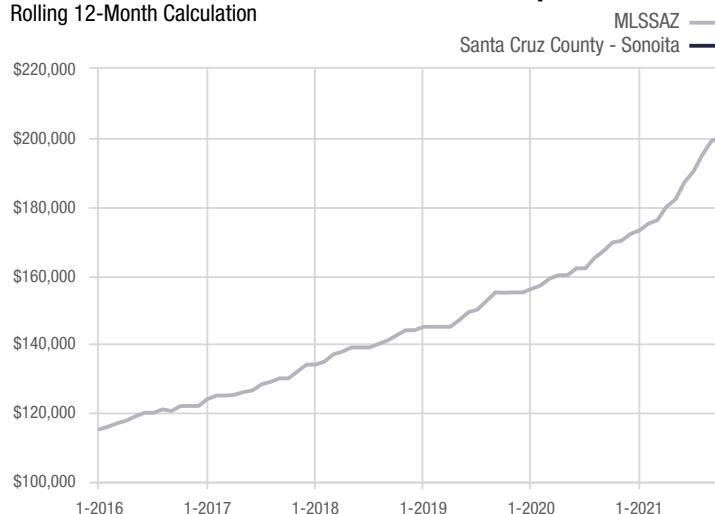
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Santa Cruz County - Tubac East

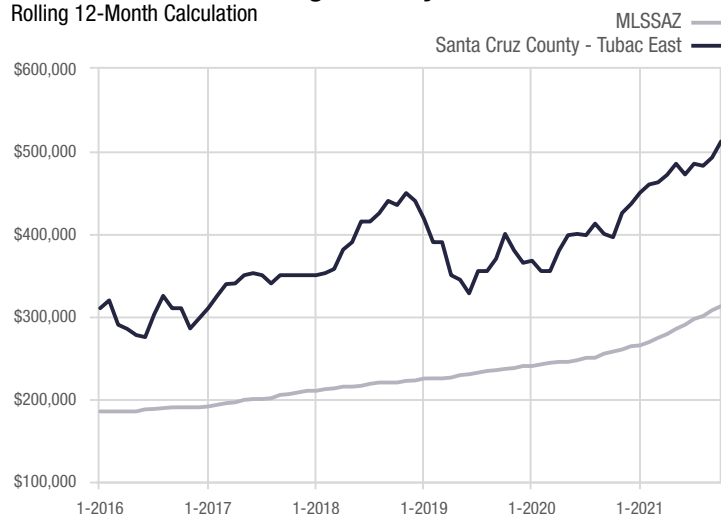
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	8	12	+ 50.0%	52	71	+ 36.5%
Pending Sales	8	13	+ 62.5%	49	57	+ 16.3%
Closed Sales	5	2	- 60.0%	45	40	- 11.1%
Days on Market Until Sale	124	32	- 74.2%	100	85	- 15.0%
Median Sales Price*	\$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		
Key Metrics	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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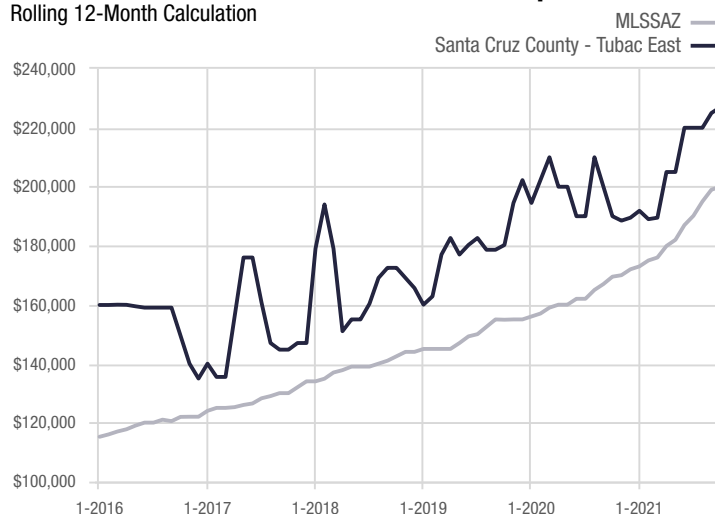
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Santa Cruz County - Tubac West

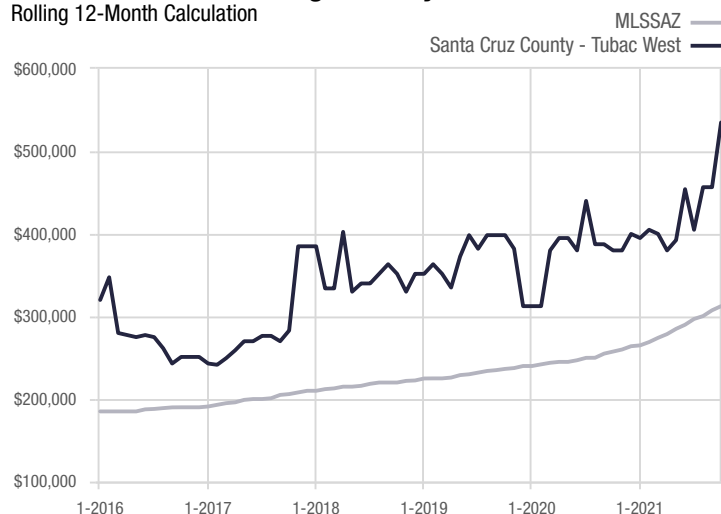
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	3	0	- 100.0%	14	9	- 35.7%
Pending Sales	1	1	0.0%	18	11	- 38.9%
Closed Sales	2	1	- 50.0%	18	11	- 38.9%
Days on Market Until Sale	258	70	- 72.9%	146	35	- 76.0%
Median Sales Price*	\$355,000	\$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	October			Year to Date		
Key Metrics	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	—	—	—	—	—	—

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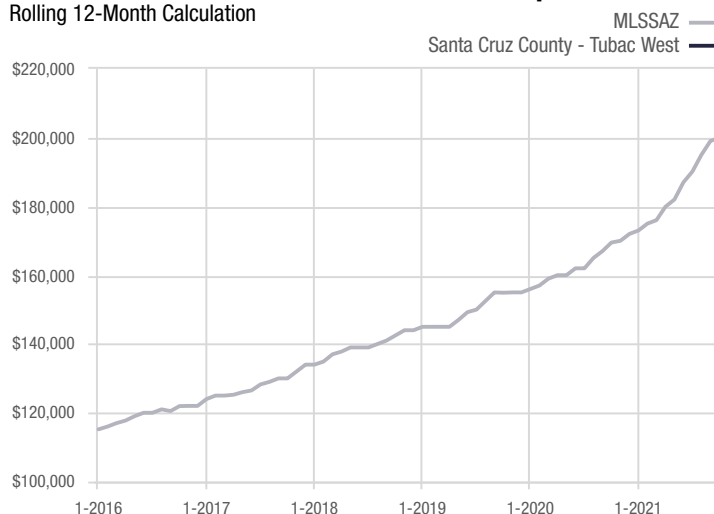
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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MULTIPLE LISTING SERVICE OF
SOUTHERN ARIZONA

Santa Cruz County - Tumacacori - Carmen

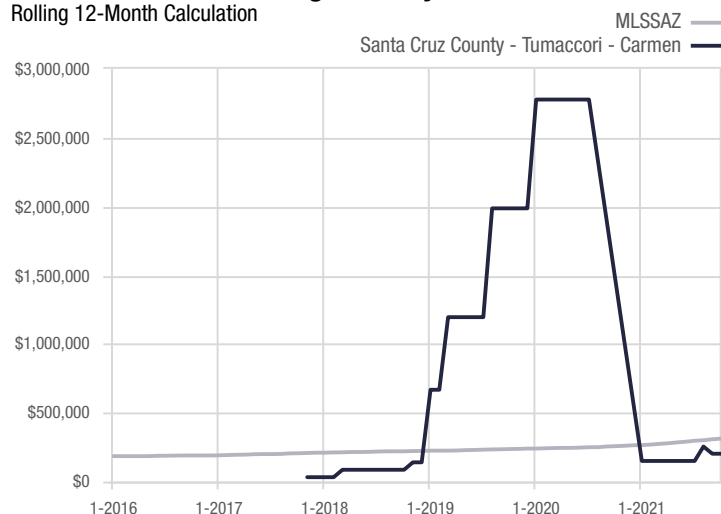
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	1	0	- 100.0%	2	2	0.0%
Pending Sales	0	0	0.0%	0	4	—
Closed Sales	0	0	0.0%	0	4	—
Days on Market Until Sale	—	—	—	—	98	—
Median Sales Price*	—	—	—	—	\$202,500	—
Average Sales Price*	—	—	—	—	\$413,738	—
Percent of List Price Received*	—	—	—	—	97.5%	—
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	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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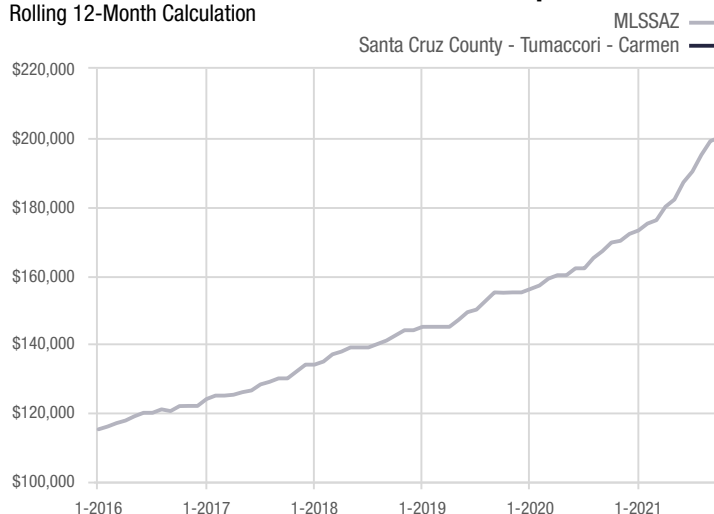
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Tucson - Benson / St. David

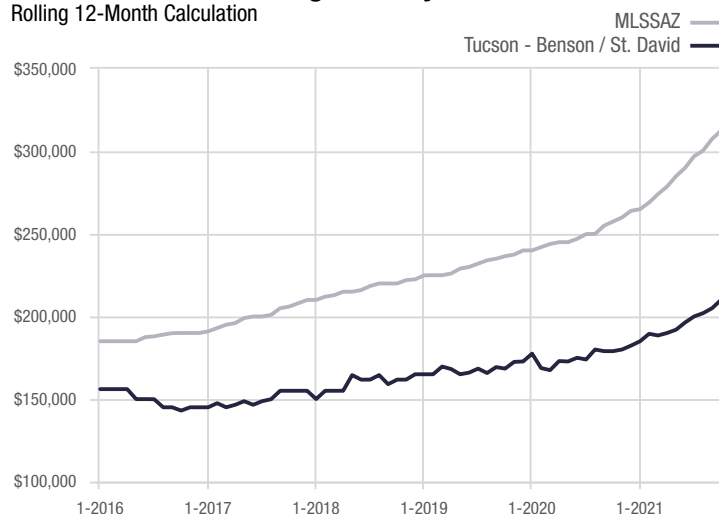
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	23	15	- 34.8%	122	176	+ 44.3%
Pending Sales	15	11	- 26.7%	98	130	+ 32.7%
Closed Sales	14	12	- 14.3%	91	132	+ 45.1%
Days on Market Until Sale	35	25	- 28.6%	51	35	- 31.4%
Median Sales Price*	\$167,500	\$255,500	+ 52.5%	\$179,000	\$220,000	+ 22.9%
Average Sales Price*	\$193,357	\$286,500	+ 48.2%	\$197,259	\$245,418	+ 24.4%
Percent of List Price Received*	97.9%	99.5%	+ 1.6%	97.3%	98.2%	+ 0.9%
Inventory of Homes for Sale	32	32	0.0%	—	—	—
Months Supply of Inventory	3.5	2.5	- 28.6%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	0	0	0.0%	2	0	- 100.0%
Pending Sales	0	0	0.0%	2	0	- 100.0%
Closed Sales	1	0	- 100.0%	2	0	- 100.0%
Days on Market Until Sale	83	—	—	56	—	—
Median Sales Price*	\$118,322	—	—	\$119,661	—	—
Average Sales Price*	\$118,322	—	—	\$119,661	—	—
Percent of List Price Received*	97.8%	—	—	96.9%	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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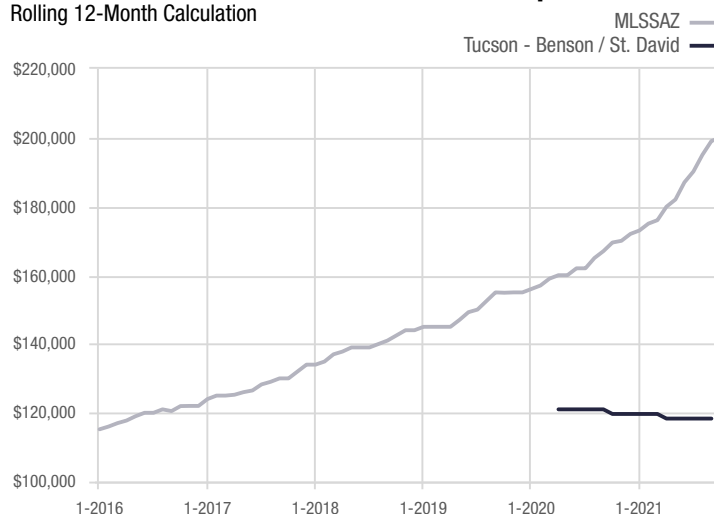
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Tucson - Central

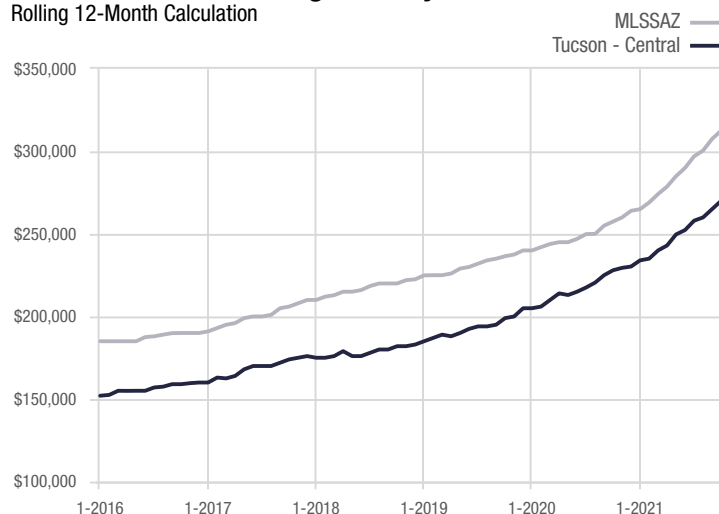
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	246	238	- 3.3%	2,233	2,296	+ 2.8%
Pending Sales	179	211	+ 17.9%	1,816	1,856	+ 2.2%
Closed Sales	190	169	- 11.1%	1,720	1,768	+ 2.8%
Days on Market Until Sale	18	21	+ 16.7%	29	17	- 41.4%
Median Sales Price*	\$250,000	\$288,000	+ 15.2%	\$230,000	\$275,000	+ 19.6%
Average Sales Price*	\$284,360	\$329,166	+ 15.8%	\$258,930	\$319,378	+ 23.3%
Percent of List Price Received*	99.7%	100.3%	+ 0.6%	99.1%	101.1%	+ 2.0%
Inventory of Homes for Sale	273	276	+ 1.1%	—	—	—
Months Supply of Inventory	1.6	1.5	- 6.3%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	53	49	- 7.5%	515	568	+ 10.3%
Pending Sales	44	48	+ 9.1%	419	513	+ 22.4%
Closed Sales	43	39	- 9.3%	391	485	+ 24.0%
Days on Market Until Sale	13	16	+ 23.1%	25	16	- 36.0%
Median Sales Price*	\$167,000	\$175,000	+ 4.8%	\$146,000	\$177,000	+ 21.2%
Average Sales Price*	\$178,342	\$185,462	+ 4.0%	\$156,788	\$187,054	+ 19.3%
Percent of List Price Received*	99.0%	100.7%	+ 1.7%	98.3%	101.6%	+ 3.4%
Inventory of Homes for Sale	67	42	- 37.3%	—	—	—
Months Supply of Inventory	1.7	0.9	- 47.1%	—	—	—

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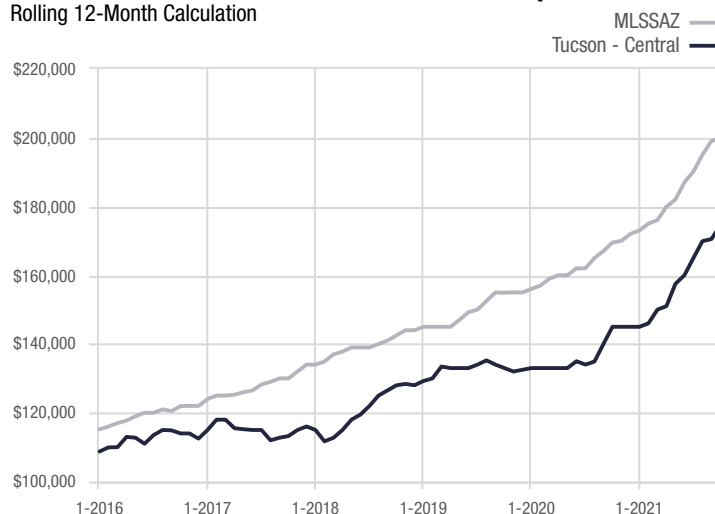
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Tucson - East

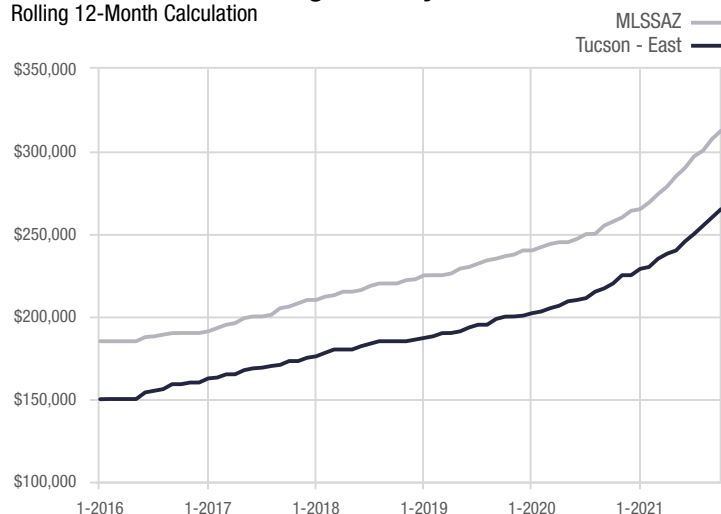
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	200	180	- 10.0%	1,588	1,666	+ 4.9%
Pending Sales	156	174	+ 11.5%	1,408	1,475	+ 4.8%
Closed Sales	160	120	- 25.0%	1,325	1,370	+ 3.4%
Days on Market Until Sale	8	14	+ 75.0%	21	13	- 38.1%
Median Sales Price*	\$239,950	\$290,000	+ 20.9%	\$224,000	\$270,000	+ 20.5%
Average Sales Price*	\$254,738	\$323,257	+ 26.9%	\$239,274	\$294,861	+ 23.2%
Percent of List Price Received*	101.2%	100.4%	- 0.8%	99.7%	101.4%	+ 1.7%
Inventory of Homes for Sale	156	166	+ 6.4%	—	—	—
Months Supply of Inventory	1.2	1.2	0.0%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	42	40	- 4.8%	354	377	+ 6.5%
Pending Sales	35	41	+ 17.1%	322	353	+ 9.6%
Closed Sales	33	25	- 24.2%	302	333	+ 10.3%
Days on Market Until Sale	8	13	+ 62.5%	26	10	- 61.5%
Median Sales Price*	\$145,000	\$180,000	+ 24.1%	\$145,000	\$177,500	+ 22.4%
Average Sales Price*	\$145,383	\$184,477	+ 26.9%	\$140,026	\$174,412	+ 24.6%
Percent of List Price Received*	100.8%	100.2%	- 0.6%	99.4%	101.4%	+ 2.0%
Inventory of Homes for Sale	42	22	- 47.6%	—	—	—
Months Supply of Inventory	1.4	0.6	- 57.1%	—	—	—

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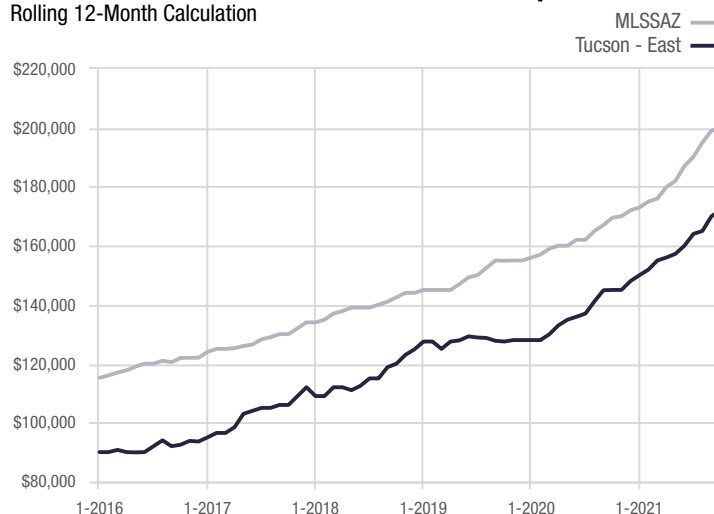
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Tucson - Extended Northeast

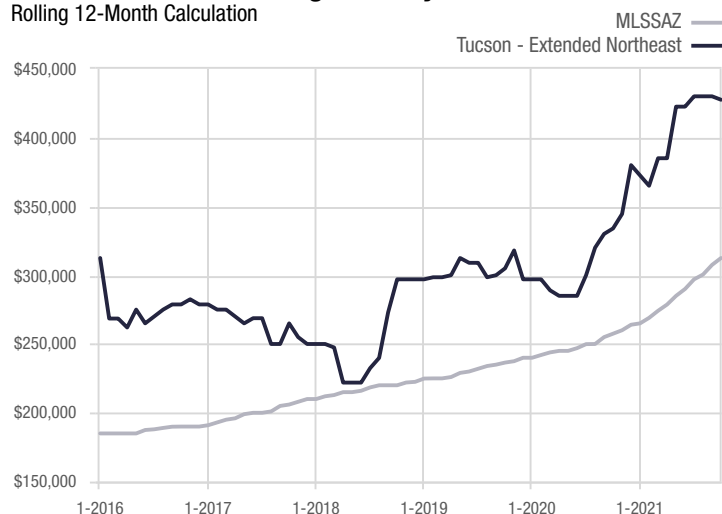
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	2	6	+ 200.0%	34	21	- 38.2%
Pending Sales	2	3	+ 50.0%	25	16	- 36.0%
Closed Sales	5	0	- 100.0%	21	14	- 33.3%
Days on Market Until Sale	79	—	—	87	55	- 36.8%
Median Sales Price*	\$430,000	—	—	\$355,000	\$394,500	+ 11.1%
Average Sales Price*	\$462,000	—	—	\$374,552	\$483,357	+ 29.0%
Percent of List Price Received*	96.3%	—	—	95.4%	97.5%	+ 2.2%
Inventory of Homes for Sale	9	5	- 44.4%	—	—	—
Months Supply of Inventory	3.1	2.1	- 32.3%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	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	—	—	—	—	—	—

* 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.

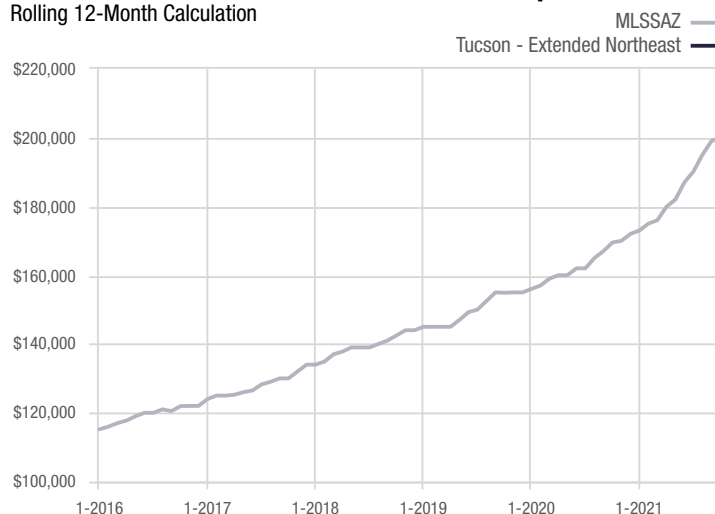
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Tucson - Extended Northwest

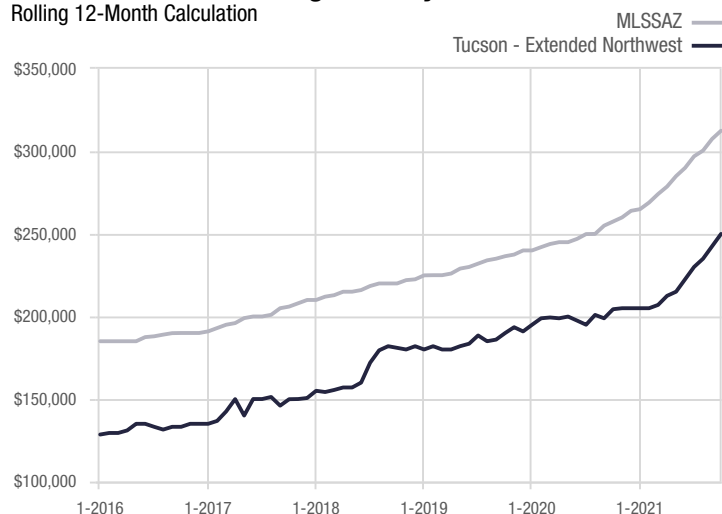
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	15	4	- 73.3%	78	87	+ 11.5%
Pending Sales	9	6	- 33.3%	75	78	+ 4.0%
Closed Sales	8	11	+ 37.5%	71	77	+ 8.5%
Days on Market Until Sale	6	11	+ 83.3%	19	7	- 63.2%
Median Sales Price*	\$221,000	\$275,000	+ 24.4%	\$203,700	\$250,000	+ 22.7%
Average Sales Price*	\$223,438	\$271,136	+ 21.3%	\$202,548	\$255,410	+ 26.1%
Percent of List Price Received*	100.3%	100.1%	- 0.2%	99.6%	100.9%	+ 1.3%
Inventory of Homes for Sale	7	5	- 28.6%	—	—	—
Months Supply of Inventory	1.0	0.6	- 40.0%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	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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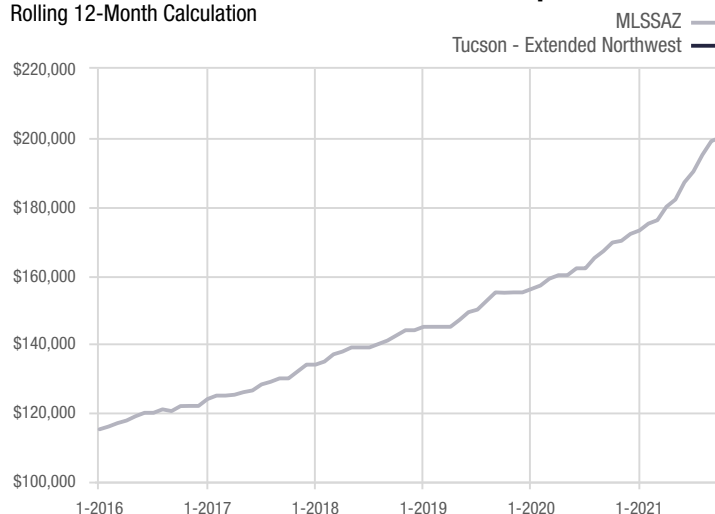
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Tucson - Extended Southeast

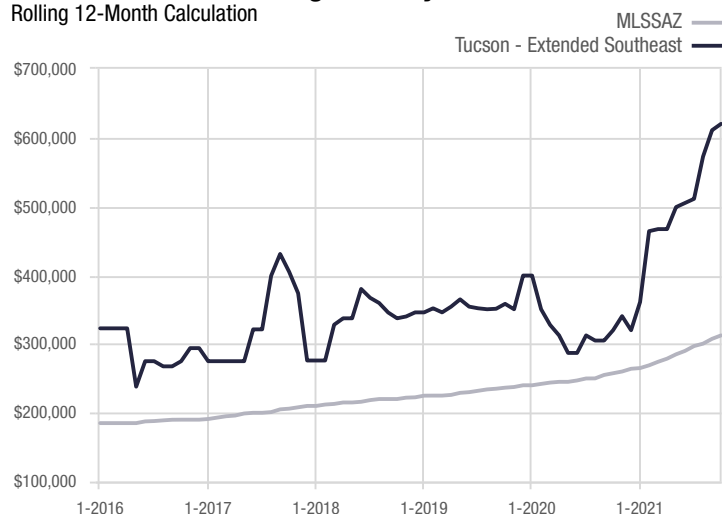
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	1	0	- 100.0%	13	7	- 46.2%
Pending Sales	0	1	—	11	12	+ 9.1%
Closed Sales	1	0	- 100.0%	12	12	0.0%
Days on Market Until Sale	39	—	—	73	168	+ 130.1%
Median Sales Price*	\$499,000	—	—	\$312,500	\$625,000	+ 100.0%
Average Sales Price*	\$499,000	—	—	\$350,968	\$636,333	+ 81.3%
Percent of List Price Received*	100.0%	—	—	94.8%	97.9%	+ 3.3%
Inventory of Homes for Sale	7	1	- 85.7%	—	—	—
Months Supply of Inventory	3.2	0.7	- 78.1%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	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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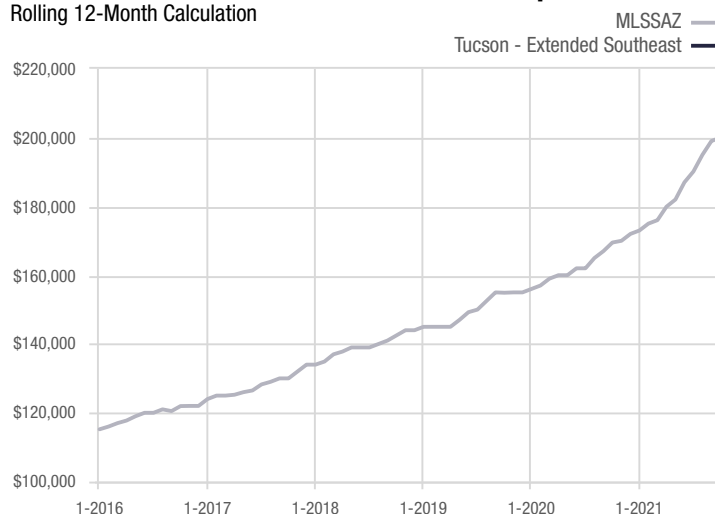
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Tucson - Extended Southwest

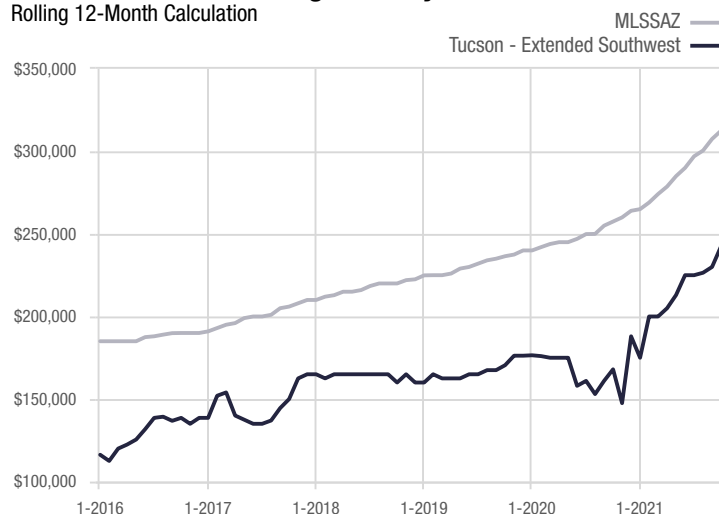
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	4	6	+ 50.0%	29	31	+ 6.9%
Pending Sales	4	2	- 50.0%	21	24	+ 14.3%
Closed Sales	2	2	0.0%	19	22	+ 15.8%
Days on Market Until Sale	41	40	- 2.4%	44	38	- 13.6%
Median Sales Price*	\$162,500	\$381,000	+ 134.5%	\$147,500	\$238,500	+ 61.7%
Average Sales Price*	\$162,500	\$381,000	+ 134.5%	\$159,532	\$244,970	+ 53.6%
Percent of List Price Received*	99.5%	98.8%	- 0.7%	97.3%	98.9%	+ 1.6%
Inventory of Homes for Sale	6	8	+ 33.3%	—	—	—
Months Supply of Inventory	2.9	3.3	+ 13.8%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	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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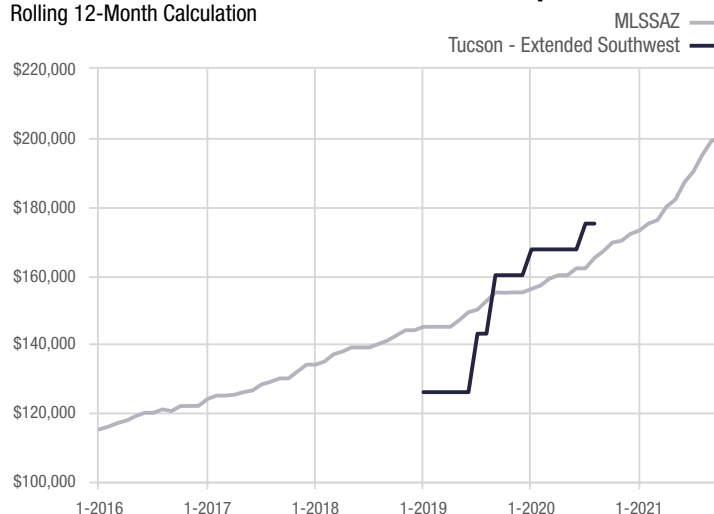
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Extended West

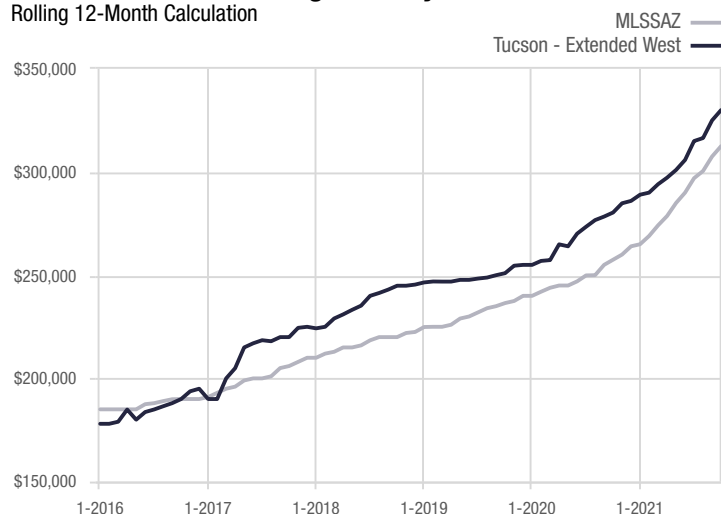
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	38	100	+ 163.2%	467	537	+ 15.0%
Pending Sales	38	57	+ 50.0%	485	412	- 15.1%
Closed Sales	54	37	- 31.5%	455	352	- 22.6%
Days on Market Until Sale	23	22	- 4.3%	58	16	- 72.4%
Median Sales Price*	\$303,148	\$338,600	+ 11.7%	\$284,000	\$337,020	+ 18.7%
Average Sales Price*	\$305,926	\$363,088	+ 18.7%	\$289,172	\$344,772	+ 19.2%
Percent of List Price Received*	99.0%	99.9%	+ 0.9%	99.1%	100.6%	+ 1.5%
Inventory of Homes for Sale	24	124	+ 416.7%	—	—	—
Months Supply of Inventory	0.5	3.3	+ 560.0%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	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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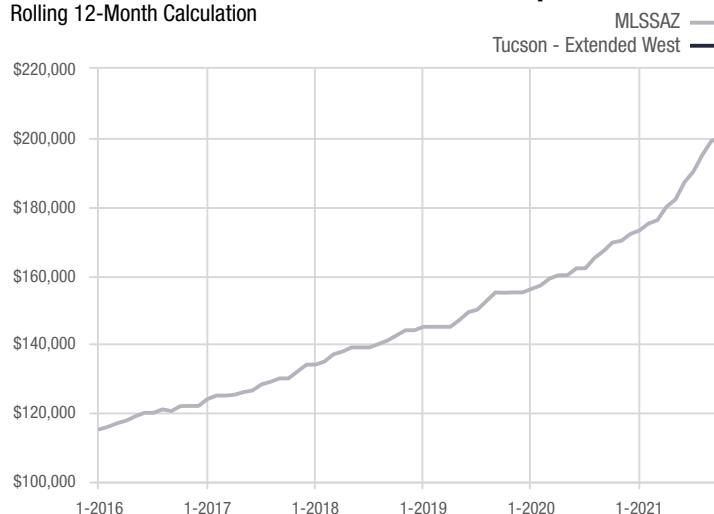
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Tucson - North

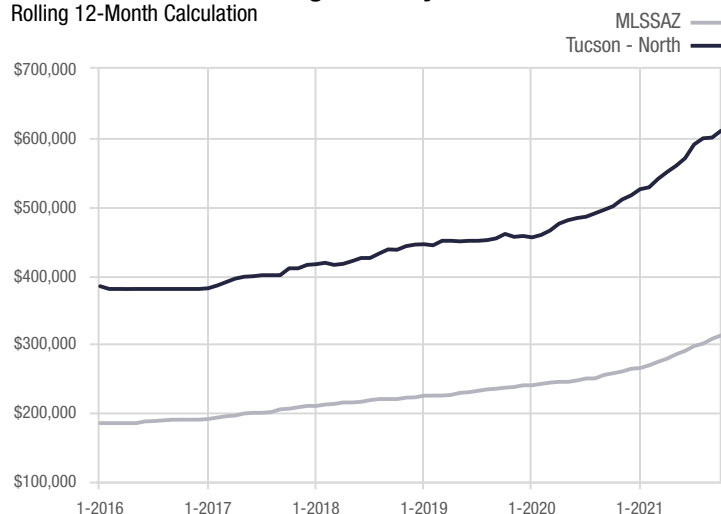
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	133	98	- 26.3%	1,274	1,188	- 6.8%
Pending Sales	108	105	- 2.8%	1,019	1,008	- 1.1%
Closed Sales	110	89	- 19.1%	978	977	- 0.1%
Days on Market Until Sale	29	17	- 41.4%	41	22	- 46.3%
Median Sales Price*	\$525,000	\$600,000	+ 14.3%	\$512,250	\$625,000	+ 22.0%
Average Sales Price*	\$593,185	\$671,717	+ 13.2%	\$585,040	\$738,342	+ 26.2%
Percent of List Price Received*	98.6%	100.1%	+ 1.5%	98.0%	100.8%	+ 2.9%
Inventory of Homes for Sale	177	129	- 27.1%	—	—	—
Months Supply of Inventory	1.8	1.3	- 27.8%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	61	61	0.0%	629	617	- 1.9%
Pending Sales	67	65	- 3.0%	557	567	+ 1.8%
Closed Sales	69	39	- 43.5%	523	550	+ 5.2%
Days on Market Until Sale	23	18	- 21.7%	29	15	- 48.3%
Median Sales Price*	\$210,000	\$285,000	+ 35.7%	\$199,000	\$250,000	+ 25.6%
Average Sales Price*	\$255,255	\$310,044	+ 21.5%	\$228,649	\$285,252	+ 24.8%
Percent of List Price Received*	98.2%	100.0%	+ 1.8%	98.3%	100.7%	+ 2.4%
Inventory of Homes for Sale	55	39	- 29.1%	—	—	—
Months Supply of Inventory	1.0	0.7	- 30.0%	—	—	—

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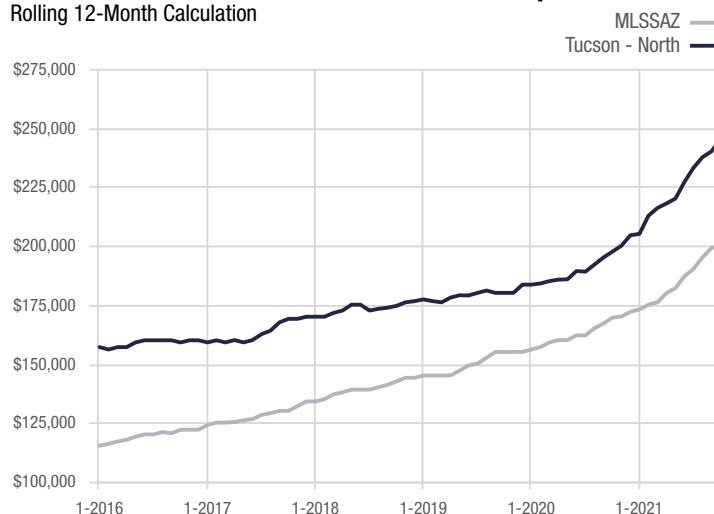
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Tucson - Northeast

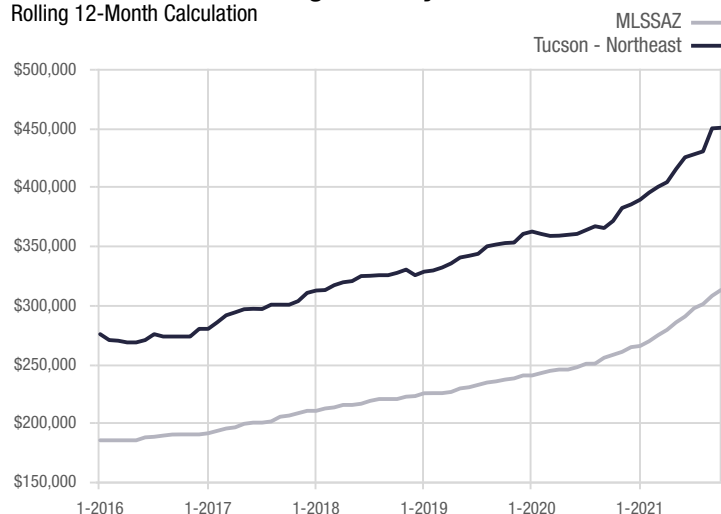
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	69	68	- 1.4%	648	668	+ 3.1%
Pending Sales	55	54	- 1.8%	564	590	+ 4.6%
Closed Sales	55	42	- 23.6%	528	568	+ 7.6%
Days on Market Until Sale	29	17	- 41.4%	33	15	- 54.5%
Median Sales Price*	\$422,000	\$452,500	+ 7.2%	\$375,000	\$455,000	+ 21.3%
Average Sales Price*	\$501,092	\$492,739	- 1.7%	\$432,671	\$552,288	+ 27.6%
Percent of List Price Received*	99.6%	99.6%	0.0%	98.7%	100.6%	+ 1.9%
Inventory of Homes for Sale	83	72	- 13.3%	—	—	—
Months Supply of Inventory	1.6	1.3	- 18.8%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	18	16	- 11.1%	186	228	+ 22.6%
Pending Sales	14	19	+ 35.7%	152	210	+ 38.2%
Closed Sales	18	11	- 38.9%	155	208	+ 34.2%
Days on Market Until Sale	11	21	+ 90.9%	20	14	- 30.0%
Median Sales Price*	\$151,750	\$120,000	- 20.9%	\$160,000	\$145,000	- 9.4%
Average Sales Price*	\$168,378	\$193,196	+ 14.7%	\$161,061	\$180,356	+ 12.0%
Percent of List Price Received*	100.6%	98.2%	- 2.4%	98.2%	100.3%	+ 2.1%
Inventory of Homes for Sale	17	14	- 17.6%	—	—	—
Months Supply of Inventory	1.1	0.7	- 36.4%	—	—	—

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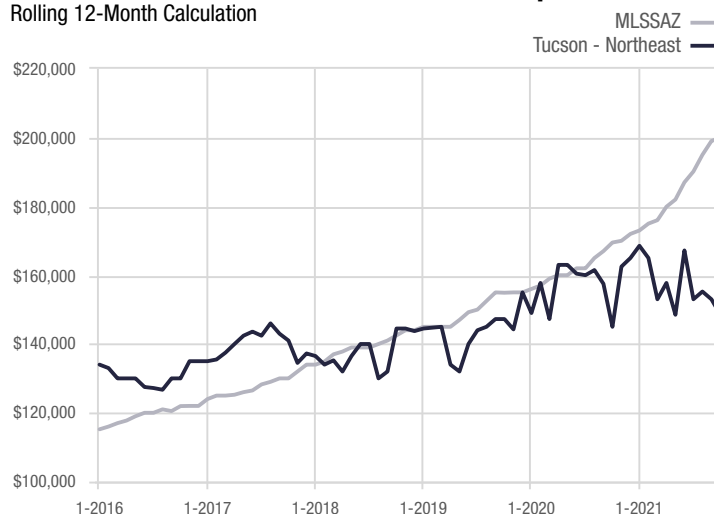
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Northwest

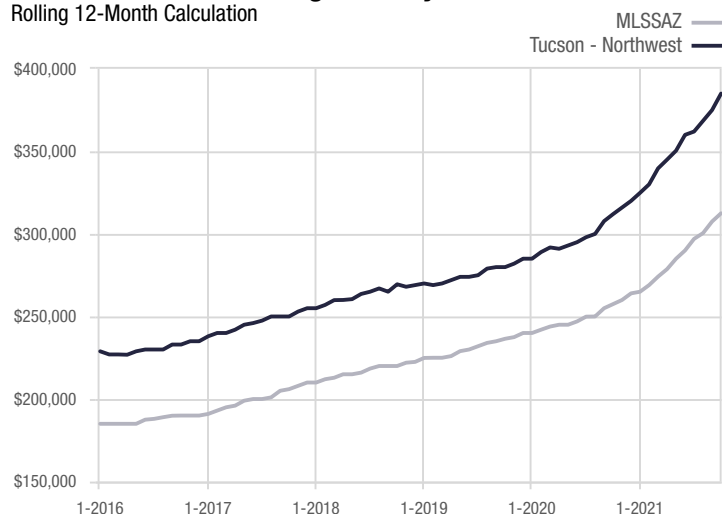
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	374	292	- 21.9%	3,007	2,937	- 2.3%
Pending Sales	297	277	- 6.7%	2,634	2,692	+ 2.2%
Closed Sales	301	223	- 25.9%	2,497	2,618	+ 4.8%
Days on Market Until Sale	24	17	- 29.2%	35	16	- 54.3%
Median Sales Price*	\$320,000	\$400,000	+ 25.0%	\$315,000	\$390,000	+ 23.8%
Average Sales Price*	\$395,181	\$477,374	+ 20.8%	\$372,522	\$471,790	+ 26.6%
Percent of List Price Received*	99.8%	100.8%	+ 1.0%	99.0%	100.9%	+ 1.9%
Inventory of Homes for Sale	368	243	- 34.0%	—	—	—
Months Supply of Inventory	1.5	0.9	- 40.0%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	30	12	- 60.0%	324	255	- 21.3%
Pending Sales	35	20	- 42.9%	293	252	- 14.0%
Closed Sales	41	11	- 73.2%	278	257	- 7.6%
Days on Market Until Sale	42	13	- 69.0%	36	13	- 63.9%
Median Sales Price*	\$249,900	\$276,000	+ 10.4%	\$240,500	\$287,274	+ 19.4%
Average Sales Price*	\$262,492	\$282,836	+ 7.8%	\$253,979	\$295,691	+ 16.4%
Percent of List Price Received*	98.1%	99.6%	+ 1.5%	98.8%	101.0%	+ 2.2%
Inventory of Homes for Sale	28	9	- 67.9%	—	—	—
Months Supply of Inventory	1.0	0.4	- 60.0%	—	—	—

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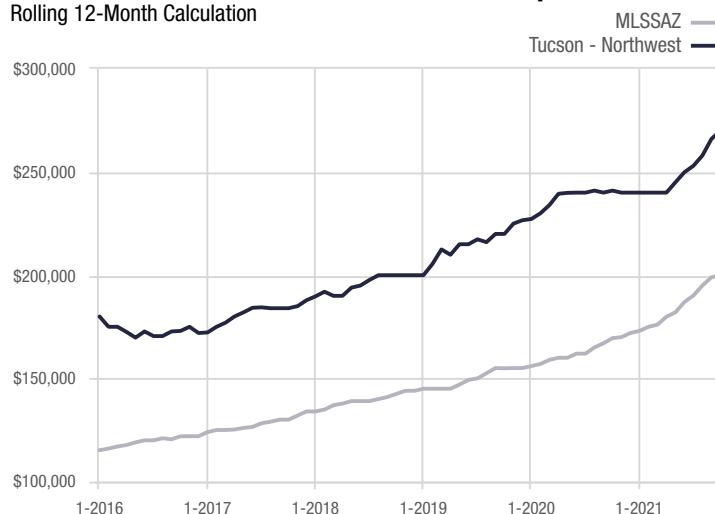
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Pima East

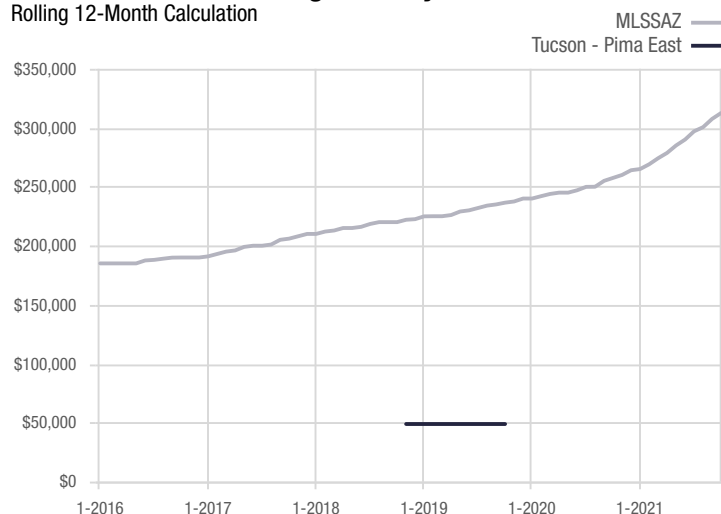
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—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

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	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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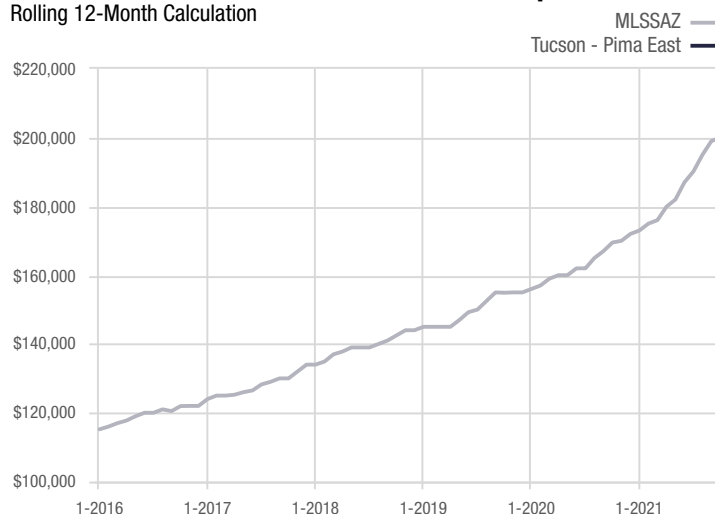
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Tucson - Pima Northwest

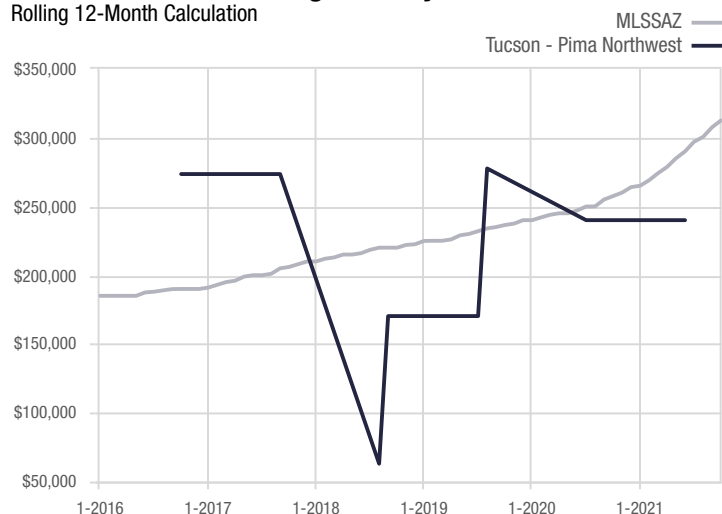
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	0	0	0.0%	0	2	—
Pending Sales	0	0	0.0%	1	2	+ 100.0%
Closed Sales	0	0	0.0%	1	0	- 100.0%
Days on Market Until Sale	—	—	—	289	—	—
Median Sales Price*	—	—	—	\$240,000	—	—
Average Sales Price*	—	—	—	\$240,000	—	—
Percent of List Price Received*	—	—	—	86.0%	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	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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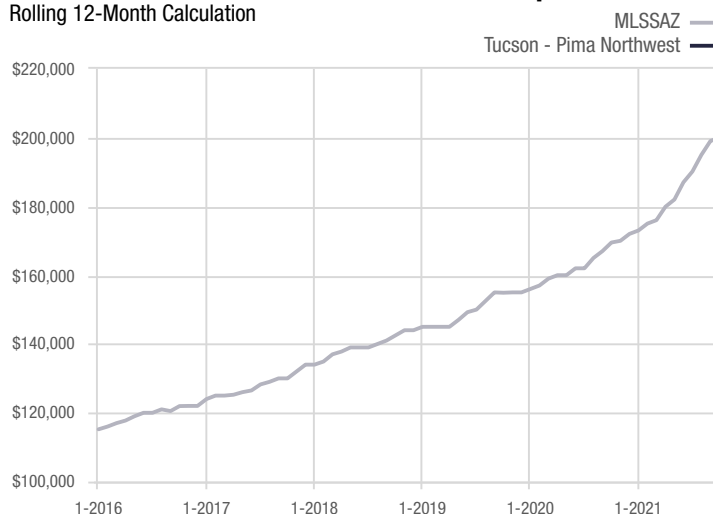
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Tucson - Pima Southwest

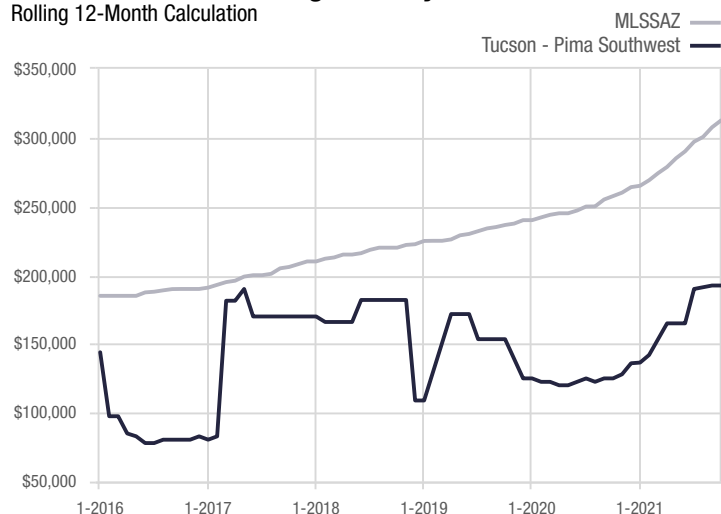
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	0	6	—	13	14	+ 7.7%
Pending Sales	1	2	+ 100.0%	10	11	+ 10.0%
Closed Sales	0	0	0.0%	7	7	0.0%
Days on Market Until Sale	—	—	—	135	226	+ 67.4%
Median Sales Price*	—	—	—	\$128,000	\$191,250	+ 49.4%
Average Sales Price*	—	—	—	\$136,571	\$229,750	+ 68.2%
Percent of List Price Received*	—	—	—	92.4%	86.8%	- 6.1%
Inventory of Homes for Sale	9	10	+ 11.1%	—	—	—
Months Supply of Inventory	7.4	6.7	- 9.5%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	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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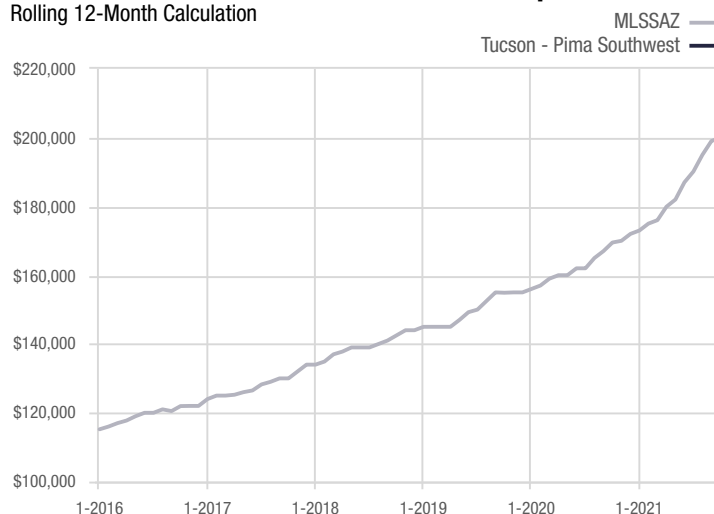
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2021

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Tucson - South

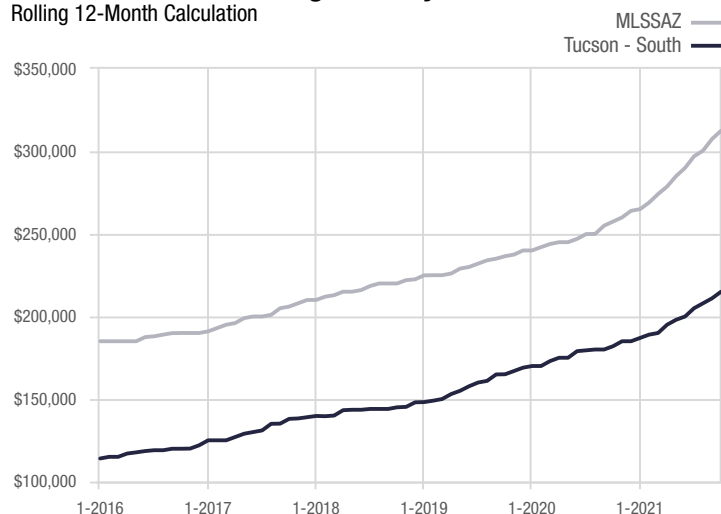
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	79	115	+ 45.6%	817	869	+ 6.4%
Pending Sales	64	82	+ 28.1%	748	740	- 1.1%
Closed Sales	69	59	- 14.5%	723	704	- 2.6%
Days on Market Until Sale	16	15	- 6.3%	24	11	- 54.2%
Median Sales Price*	\$195,000	\$228,000	+ 16.9%	\$183,000	\$220,000	+ 20.2%
Average Sales Price*	\$189,852	\$216,261	+ 13.9%	\$180,111	\$217,524	+ 20.8%
Percent of List Price Received*	99.5%	100.0%	+ 0.5%	99.3%	101.1%	+ 1.8%
Inventory of Homes for Sale	60	89	+ 48.3%	—	—	—
Months Supply of Inventory	0.8	1.2	+ 50.0%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	7	8	+ 14.3%	56	69	+ 23.2%
Pending Sales	2	11	+ 450.0%	42	63	+ 50.0%
Closed Sales	5	9	+ 80.0%	42	62	+ 47.6%
Days on Market Until Sale	21	11	- 47.6%	18	12	- 33.3%
Median Sales Price*	\$109,900	\$168,000	+ 52.9%	\$131,750	\$162,500	+ 23.3%
Average Sales Price*	\$114,580	\$179,089	+ 56.3%	\$129,767	\$159,448	+ 22.9%
Percent of List Price Received*	101.6%	101.3%	- 0.3%	98.5%	100.7%	+ 2.2%
Inventory of Homes for Sale	12	8	- 33.3%	—	—	—
Months Supply of Inventory	3.0	1.2	- 60.0%	—	—	—

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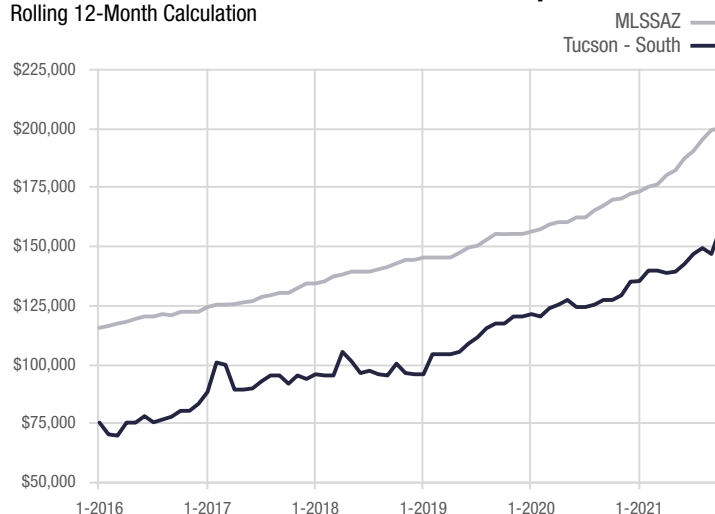
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Southeast

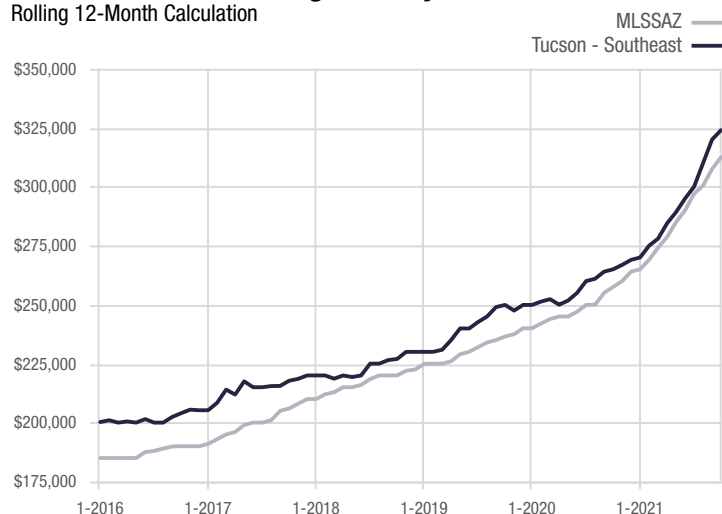
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	54	54	0.0%	474	523	+ 10.3%
Pending Sales	44	44	0.0%	435	474	+ 9.0%
Closed Sales	42	37	- 11.9%	403	460	+ 14.1%
Days on Market Until Sale	10	17	+ 70.0%	30	14	- 53.3%
Median Sales Price*	\$269,500	\$325,000	+ 20.6%	\$266,000	\$335,000	+ 25.9%
Average Sales Price*	\$292,639	\$369,207	+ 26.2%	\$286,596	\$350,987	+ 22.5%
Percent of List Price Received*	100.3%	100.1%	- 0.2%	99.5%	101.2%	+ 1.7%
Inventory of Homes for Sale	52	46	- 11.5%	—	—	—
Months Supply of Inventory	1.3	1.0	- 23.1%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	0	3	—	11	13	+ 18.2%
Pending Sales	0	4	—	12	11	- 8.3%
Closed Sales	1	0	- 100.0%	11	7	- 36.4%
Days on Market Until Sale	0	—	—	15	6	- 60.0%
Median Sales Price*	\$170,000	—	—	\$170,000	\$200,000	+ 17.6%
Average Sales Price*	\$170,000	—	—	\$176,559	\$206,143	+ 16.8%
Percent of List Price Received*	100.0%	—	—	99.3%	102.4%	+ 3.1%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.5	—	—	—	—

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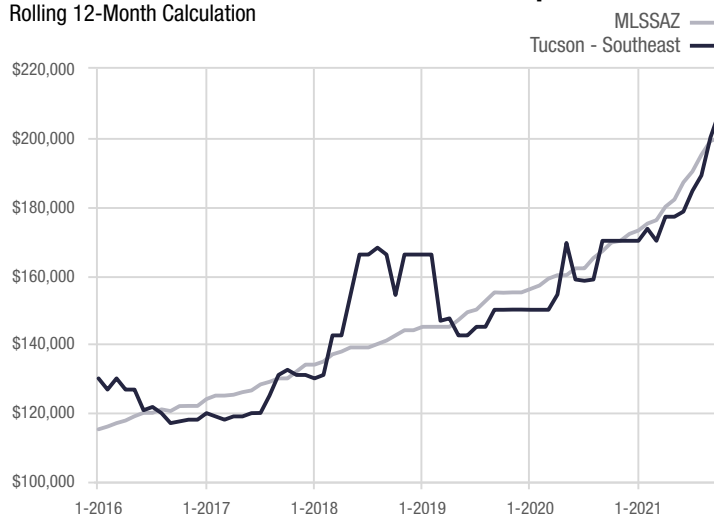
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Southwest

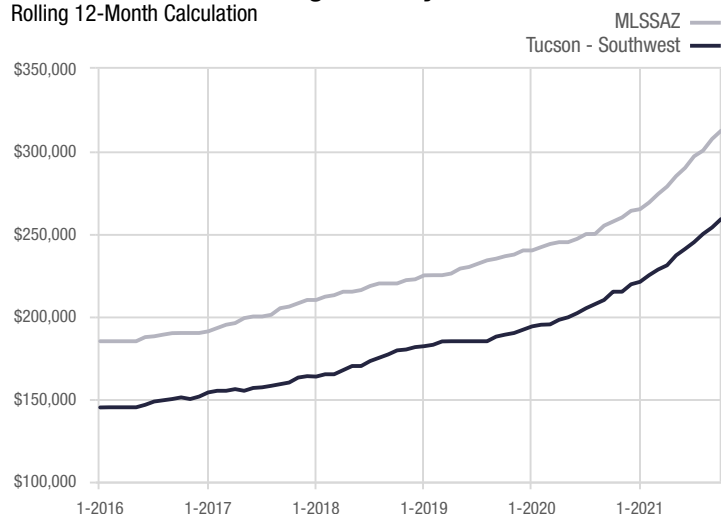
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	98	111	+ 13.3%	803	870	+ 8.3%
Pending Sales	86	83	- 3.5%	736	734	- 0.3%
Closed Sales	76	67	- 11.8%	668	695	+ 4.0%
Days on Market Until Sale	11	12	+ 9.1%	31	14	- 54.8%
Median Sales Price*	\$232,500	\$280,000	+ 20.4%	\$215,000	\$265,000	+ 23.3%
Average Sales Price*	\$237,384	\$293,238	+ 23.5%	\$224,865	\$274,443	+ 22.0%
Percent of List Price Received*	100.1%	100.7%	+ 0.6%	99.6%	101.2%	+ 1.6%
Inventory of Homes for Sale	71	123	+ 73.2%	—	—	—
Months Supply of Inventory	1.0	1.7	+ 70.0%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	3	4	+ 33.3%	38	40	+ 5.3%
Pending Sales	6	3	- 50.0%	34	36	+ 5.9%
Closed Sales	6	4	- 33.3%	29	33	+ 13.8%
Days on Market Until Sale	7	9	+ 28.6%	19	8	- 57.9%
Median Sales Price*	\$110,000	\$175,000	+ 59.1%	\$142,870	\$178,000	+ 24.6%
Average Sales Price*	\$116,833	\$161,500	+ 38.2%	\$131,213	\$164,706	+ 25.5%
Percent of List Price Received*	98.3%	98.8%	+ 0.5%	100.1%	100.6%	+ 0.5%
Inventory of Homes for Sale	5	1	- 80.0%	—	—	—
Months Supply of Inventory	1.5	0.3	- 80.0%	—	—	—

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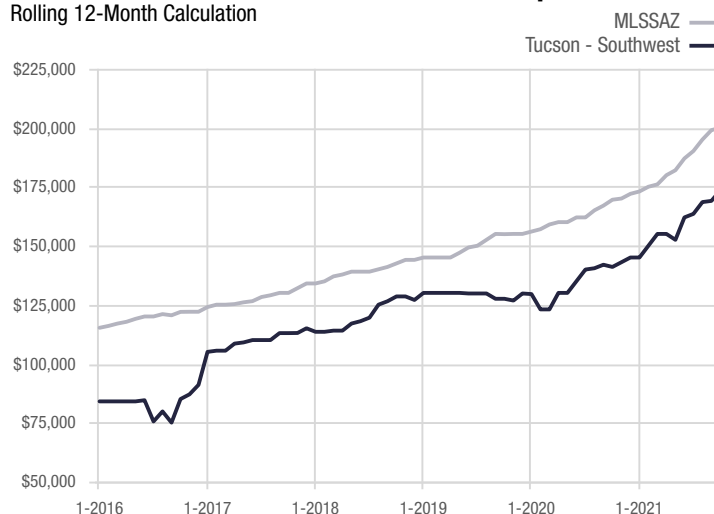
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Upper Northwest

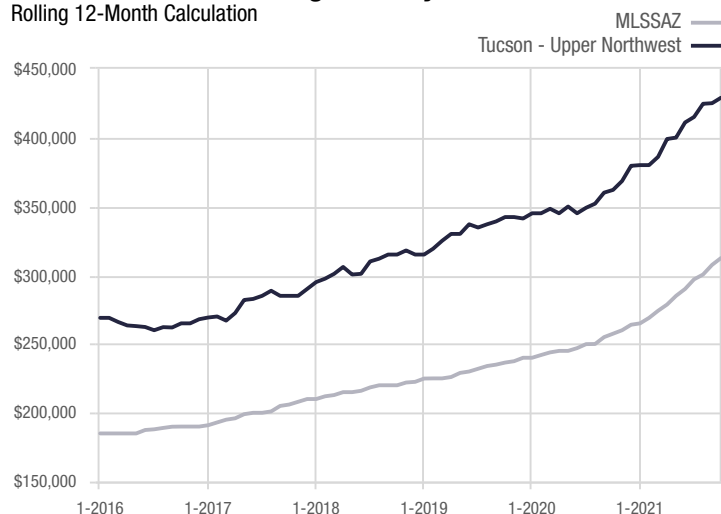
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	65	49	- 24.6%	555	563	+ 1.4%
Pending Sales	48	53	+ 10.4%	444	518	+ 16.7%
Closed Sales	52	39	- 25.0%	433	502	+ 15.9%
Days on Market Until Sale	36	20	- 44.4%	46	27	- 41.3%
Median Sales Price*	\$397,500	\$420,000	+ 5.7%	\$366,615	\$431,850	+ 17.8%
Average Sales Price*	\$412,862	\$522,121	+ 26.5%	\$382,592	\$484,010	+ 26.5%
Percent of List Price Received*	99.0%	100.1%	+ 1.1%	97.9%	99.7%	+ 1.8%
Inventory of Homes for Sale	108	65	- 39.8%	—	—	—
Months Supply of Inventory	2.4	1.3	- 45.8%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	6	2	- 66.7%	33	42	+ 27.3%
Pending Sales	3	2	- 33.3%	30	41	+ 36.7%
Closed Sales	2	2	0.0%	29	41	+ 41.4%
Days on Market Until Sale	45	2	- 95.6%	37	27	- 27.0%
Median Sales Price*	\$275,000	\$357,500	+ 30.0%	\$290,000	\$350,000	+ 20.7%
Average Sales Price*	\$275,000	\$357,500	+ 30.0%	\$409,576	\$418,329	+ 2.1%
Percent of List Price Received*	99.7%	100.4%	+ 0.7%	98.4%	99.1%	+ 0.7%
Inventory of Homes for Sale	3	2	- 33.3%	—	—	—
Months Supply of Inventory	1.1	0.5	- 54.5%	—	—	—

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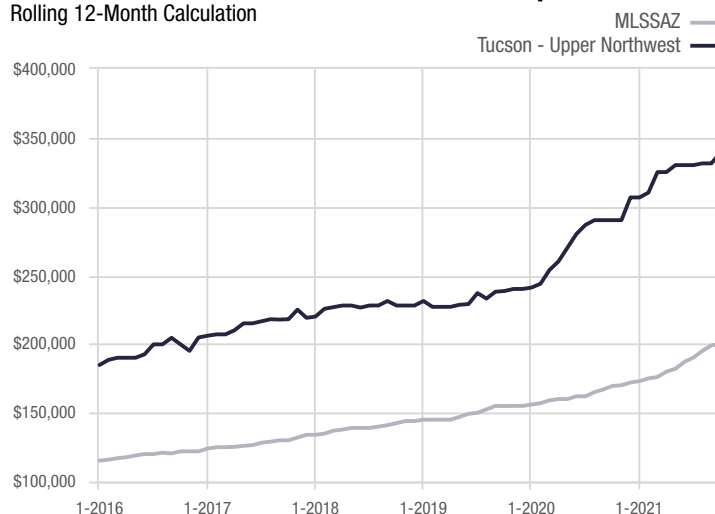
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Upper Southeast

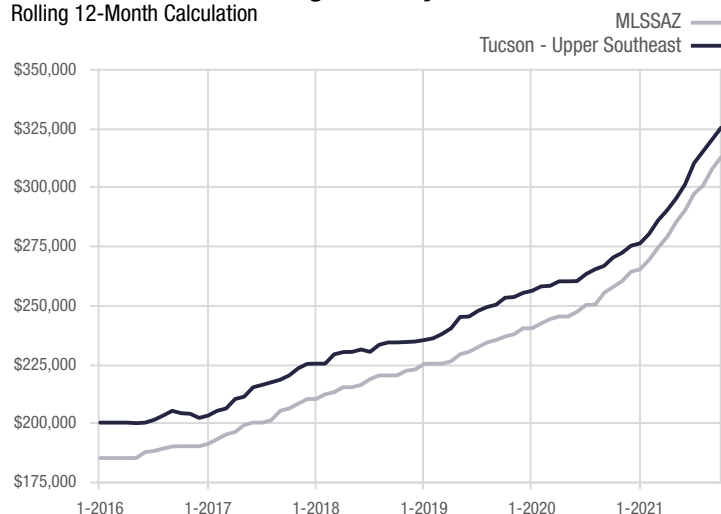
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	108	126	+ 16.7%	1,089	1,221	+ 12.1%
Pending Sales	103	113	+ 9.7%	1,054	1,114	+ 5.7%
Closed Sales	97	89	- 8.2%	1,001	1,036	+ 3.5%
Days on Market Until Sale	11	16	+ 45.5%	30	14	- 53.3%
Median Sales Price*	\$290,000	\$347,000	+ 19.7%	\$272,000	\$333,250	+ 22.5%
Average Sales Price*	\$313,694	\$390,044	+ 24.3%	\$294,423	\$357,271	+ 21.3%
Percent of List Price Received*	100.1%	100.1%	0.0%	99.6%	101.3%	+ 1.7%
Inventory of Homes for Sale	84	129	+ 53.6%	—	—	—
Months Supply of Inventory	0.8	1.2	+ 50.0%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	0	1	—	2	2	0.0%
Pending Sales	0	1	—	2	2	0.0%
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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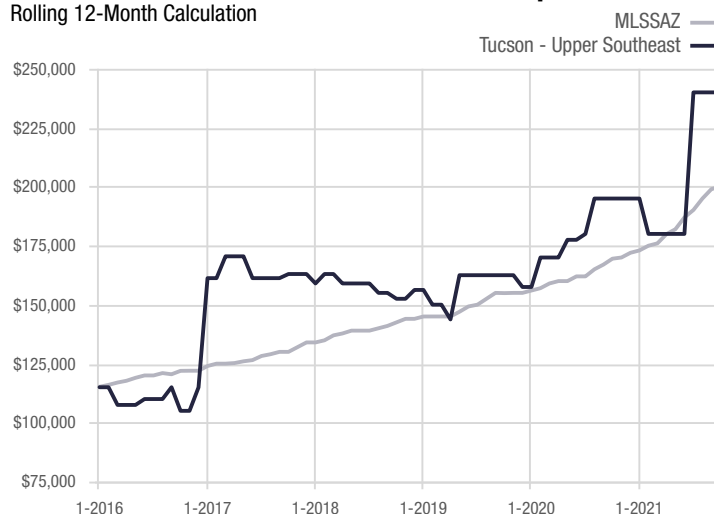
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - West

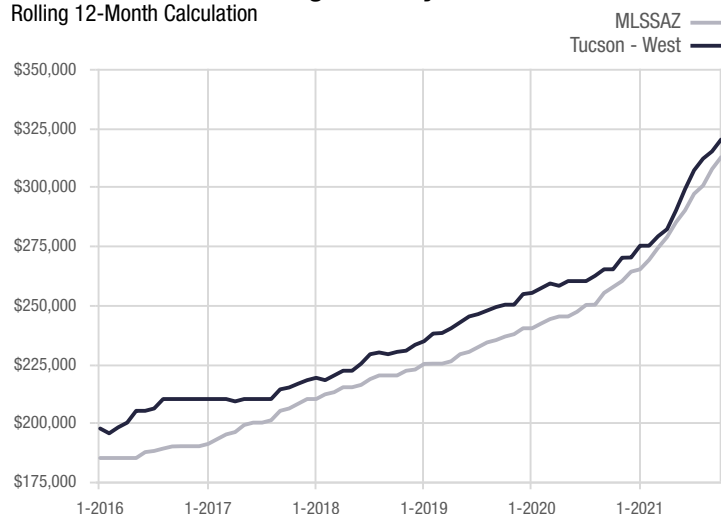
Single Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	109	106	- 2.8%	1,066	1,051	- 1.4%
Pending Sales	106	93	- 12.3%	983	912	- 7.2%
Closed Sales	124	81	- 34.7%	937	903	- 3.6%
Days on Market Until Sale	16	13	- 18.8%	26	13	- 50.0%
Median Sales Price*	\$284,000	\$355,000	+ 25.0%	\$267,485	\$325,000	+ 21.5%
Average Sales Price*	\$340,763	\$429,527	+ 26.0%	\$309,658	\$386,238	+ 24.7%
Percent of List Price Received*	100.0%	100.6%	+ 0.6%	99.2%	101.5%	+ 2.3%
Inventory of Homes for Sale	96	95	- 1.0%	—	—	—
Months Supply of Inventory	1.0	1.0	0.0%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	15	14	- 6.7%	143	124	- 13.3%
Pending Sales	8	19	+ 137.5%	131	116	- 11.5%
Closed Sales	16	11	- 31.3%	126	106	- 15.9%
Days on Market Until Sale	17	8	- 52.9%	18	10	- 44.4%
Median Sales Price*	\$156,000	\$196,000	+ 25.6%	\$153,000	\$173,000	+ 13.1%
Average Sales Price*	\$163,938	\$196,900	+ 20.1%	\$153,381	\$169,564	+ 10.6%
Percent of List Price Received*	99.3%	100.1%	+ 0.8%	99.1%	100.8%	+ 1.7%
Inventory of Homes for Sale	9	10	+ 11.1%	—	—	—
Months Supply of Inventory	0.8	0.8	0.0%	—	—	—

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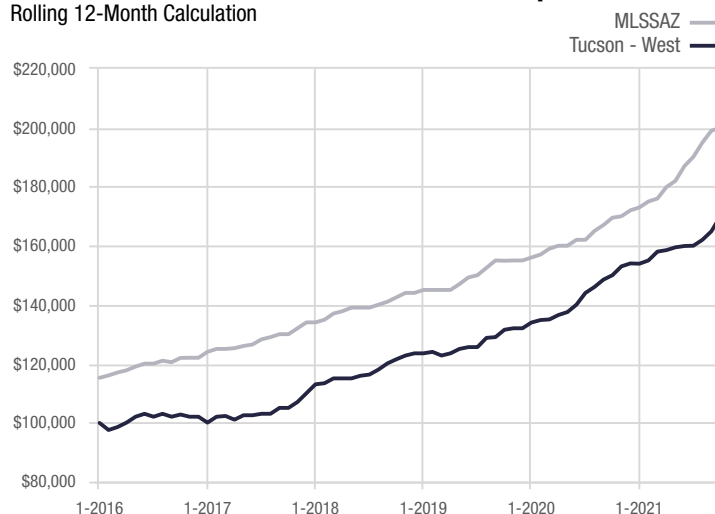
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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