

Monthly Indicators



January 2022

The 2022 real estate market begins where 2021 left off, in which existing home sales reached their highest level since 2006, with the National Association of REALTORS® reporting sales were up 8.5% compared to the previous year as homebuyers rushed to take advantage of historically low mortgage rates. Home sales would've been even greater were it not for soaring sales prices and a shortage of homes for sale in many markets, forcing a multitude of buyers to temporarily put their home purchase plans on hold.

New Listings decreased 5.7 percent for Single Family and 7.0 percent for Townhouse/Condo. Pending Sales increased 10.7 percent for Single Family and 10.0 percent for Townhouse/Condo. Inventory decreased 0.7 percent for Single Family and 14.0 percent for Townhouse/Condo.

Median Sales Price increased 22.9 percent to \$335,000 for Single Family and 28.5 percent to \$230,000 for Townhouse/Condo. Days on Market decreased 21.4 percent for Single Family and 54.5 percent for Townhouse/Condo. Months Supply of Inventory decreased 9.1 percent for Single Family and 18.2 percent for Townhouse/Condo.

For many buyers, 2022 marks a new opportunity to make their home purchase dreams a reality. But it won't be without its challenges. Inventory of existing homes was at 910,000 at the start of the new year, the lowest level recorded since 1999, according to the National Association of REALTORS®, and competition remains fierce. Affordability continues to decline, as inflation, soaring sales prices, and surging mortgage interest rates reduce purchasing power. The sudden increase in rates and home prices means buyers are paying significantly more per month compared to this time last year, which may cause sales to slow as more buyers become priced out of the market.

Quick Facts

+ 7.5%

Change in
Closed Sales
All Properties

+ 27.2%

Change in
Median Sales Price
All Properties

- 3.9%

Change in
Homes for Sale
All Properties

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

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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	1-2021	1-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		175	165	- 5.7%	175	165	- 5.7%
Pending Sales		168	186	+ 10.7%	168	186	+ 10.7%
Closed Sales		114	126	+ 10.5%	114	126	+ 10.5%
Days on Market Until Sale		28	22	- 21.4%	28	22	- 21.4%
Median Sales Price		\$272,500	\$335,000	+ 22.9%	\$272,500	\$335,000	+ 22.9%
Average Sales Price		\$294,627	\$363,141	+ 23.3%	\$294,627	\$363,141	+ 23.3%
Percent of List Price Received		99.5%	99.8%	+ 0.3%	99.5%	99.8%	+ 0.3%
Housing Affordability Index		146	117	- 19.9%	146	117	- 19.9%
Inventory of Homes for Sale		153	152	- 0.7%	—	—	—
Months Supply of Inventory		1.1	1.0	- 9.1%	—	—	—

Townhouse/Condo Market Overview

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



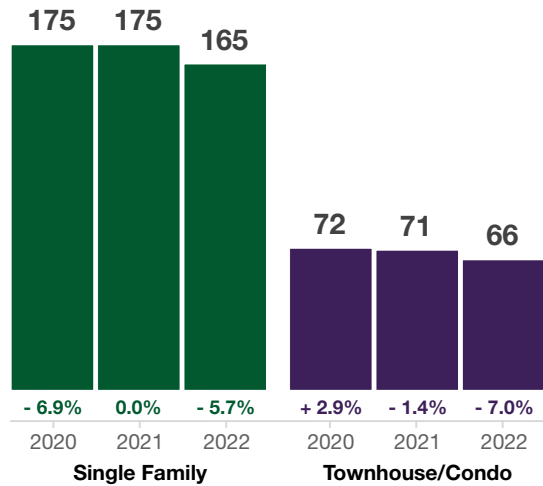
Key Metrics	Historical Sparkbars	1-2021	1-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		71	66	- 7.0%	71	66	- 7.0%
Pending Sales		60	66	+ 10.0%	60	66	+ 10.0%
Closed Sales		46	46	0.0%	46	46	0.0%
Days on Market Until Sale		22	10	- 54.5%	22	10	- 54.5%
Median Sales Price		\$179,000	\$230,000	+ 28.5%	\$179,000	\$230,000	+ 28.5%
Average Sales Price		\$181,730	\$225,307	+ 24.0%	\$181,730	\$225,307	+ 24.0%
Percent of List Price Received		99.7%	99.7%	0.0%	99.7%	99.7%	0.0%
Housing Affordability Index		222	170	- 23.4%	222	170	- 23.4%
Inventory of Homes for Sale		50	43	- 14.0%	—	—	—
Months Supply of Inventory		1.1	0.9	- 18.2%	—	—	—

New Listings

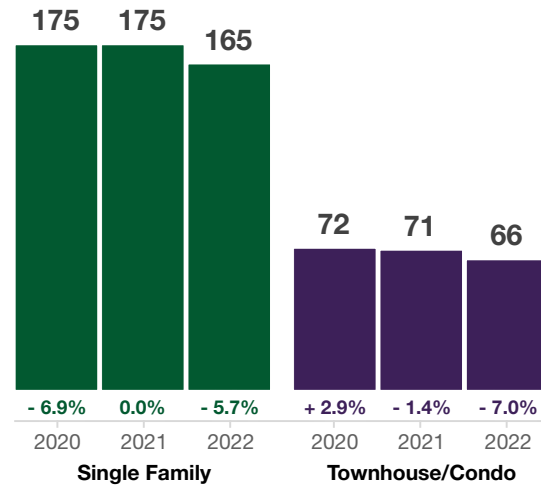
A count of the properties that have been newly listed on the market in a given month.



January

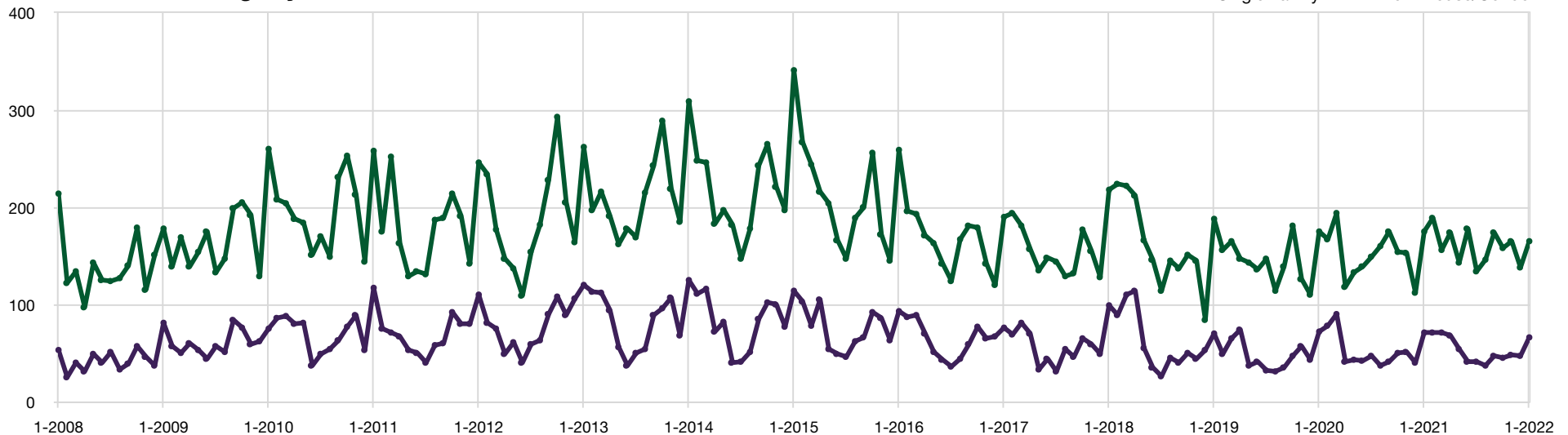


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2021	189	+ 13.2%	71	- 9.0%
3-2021	156	- 19.6%	71	- 21.1%
4-2021	174	+ 47.5%	68	+ 65.9%
5-2021	143	+ 7.5%	54	+ 25.6%
6-2021	178	+ 28.1%	41	- 2.4%
7-2021	134	- 10.1%	41	- 12.8%
8-2021	146	- 8.8%	37	0.0%
9-2021	174	- 0.6%	47	+ 14.6%
10-2021	158	+ 2.6%	45	- 10.0%
11-2021	165	+ 7.8%	48	- 5.9%
12-2021	138	+ 23.2%	47	+ 17.5%
1-2022	165	- 5.7%	66	- 7.0%
12-Month Avg	160	+ 5.3%	53	0.0%

Historical New Listings by Month

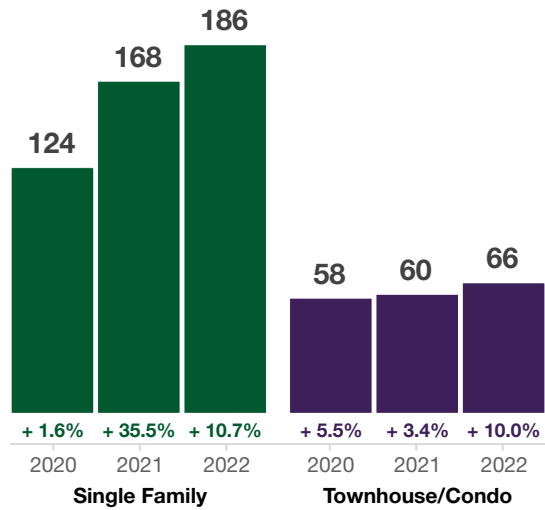


Pending Sales

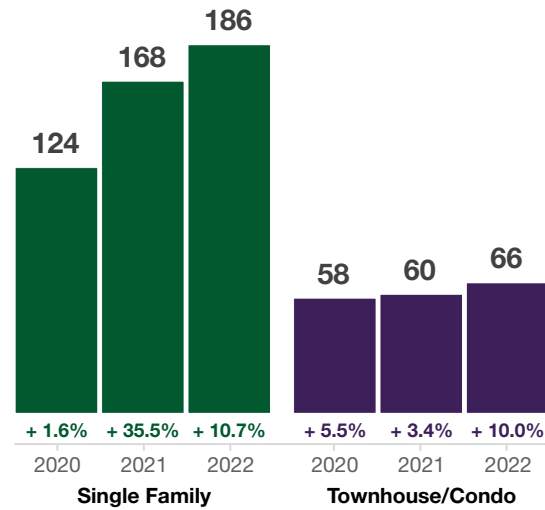
A count of the properties on which offers have been accepted in a given month.



January

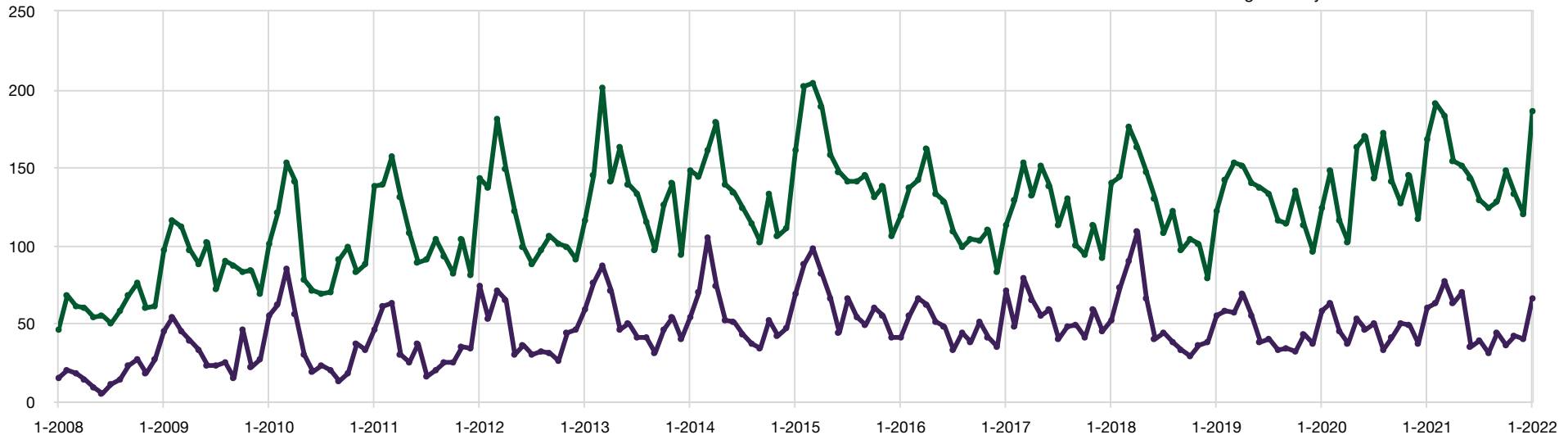


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2021	191	+ 29.1%	63	0.0%
3-2021	183	+ 57.8%	77	+ 71.1%
4-2021	154	+ 51.0%	63	+ 70.3%
5-2021	151	- 7.4%	70	+ 32.1%
6-2021	143	- 15.9%	35	- 23.9%
7-2021	129	- 9.8%	39	- 22.0%
8-2021	124	- 27.9%	31	- 6.1%
9-2021	128	- 9.2%	44	+ 7.3%
10-2021	148	+ 16.5%	36	- 28.0%
11-2021	133	- 8.3%	42	- 14.3%
12-2021	120	+ 2.6%	40	+ 8.1%
1-2022	186	+ 10.7%	66	+ 10.0%
12-Month Avg	149	+ 4.2%	51	+ 8.5%

Historical Pending Sales by Month

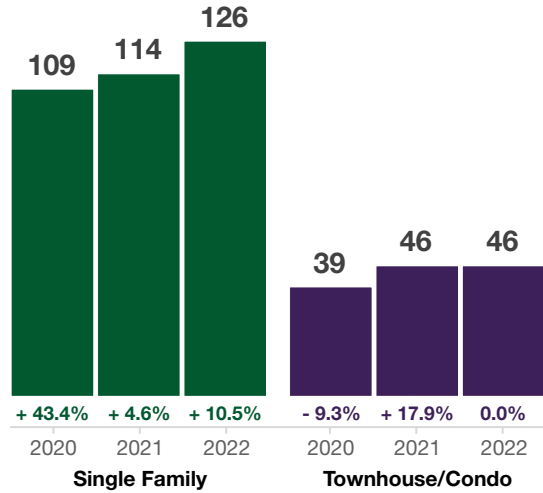


Closed Sales

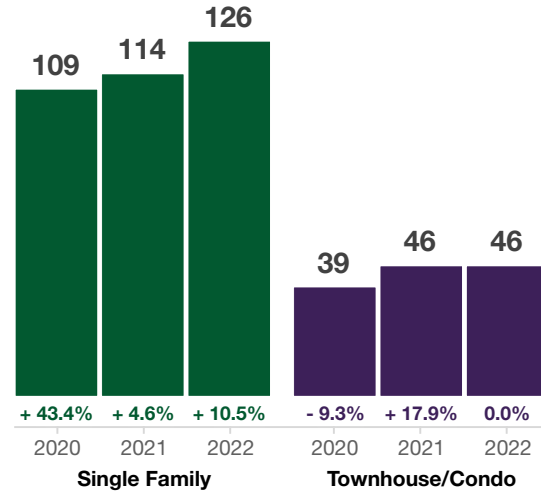
A count of the actual sales that closed in a given month.



January

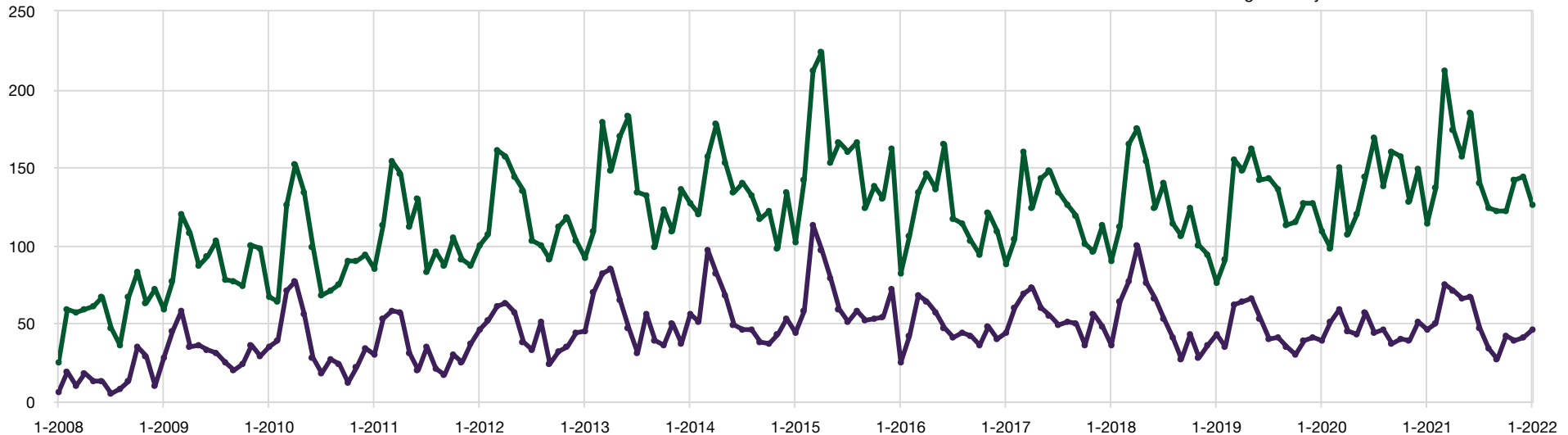


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2021	137	+39.8%	50	-2.0%
3-2021	212	+41.3%	75	+27.1%
4-2021	174	+62.6%	71	+57.8%
5-2021	157	+30.8%	66	+53.5%
6-2021	185	+28.5%	67	+17.5%
7-2021	140	-17.2%	47	+6.8%
8-2021	124	-10.1%	34	-26.1%
9-2021	122	-23.8%	27	-27.0%
10-2021	122	-22.3%	42	+5.0%
11-2021	142	+10.9%	39	0.0%
12-2021	144	-3.4%	41	-19.6%
1-2022	126	+10.5%	46	0.0%
12-Month Avg	149	+9.6%	50	+6.4%

Historical Closed Sales by Month

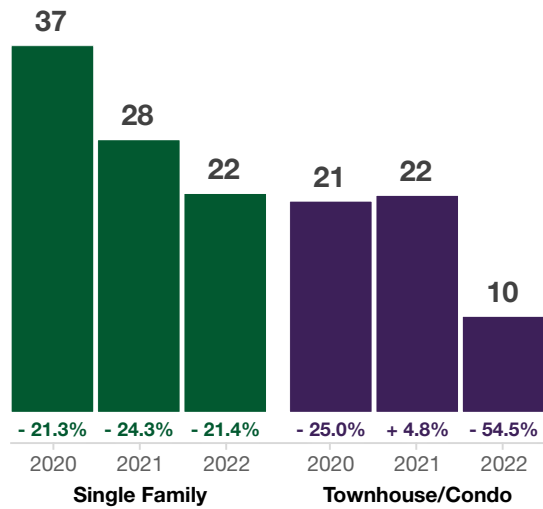


Days on Market Until Sale

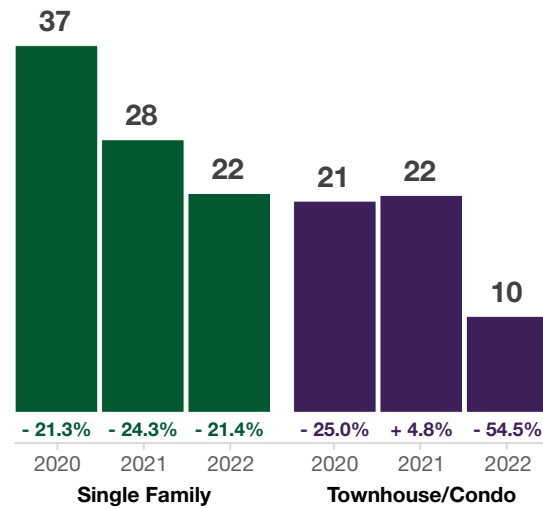
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



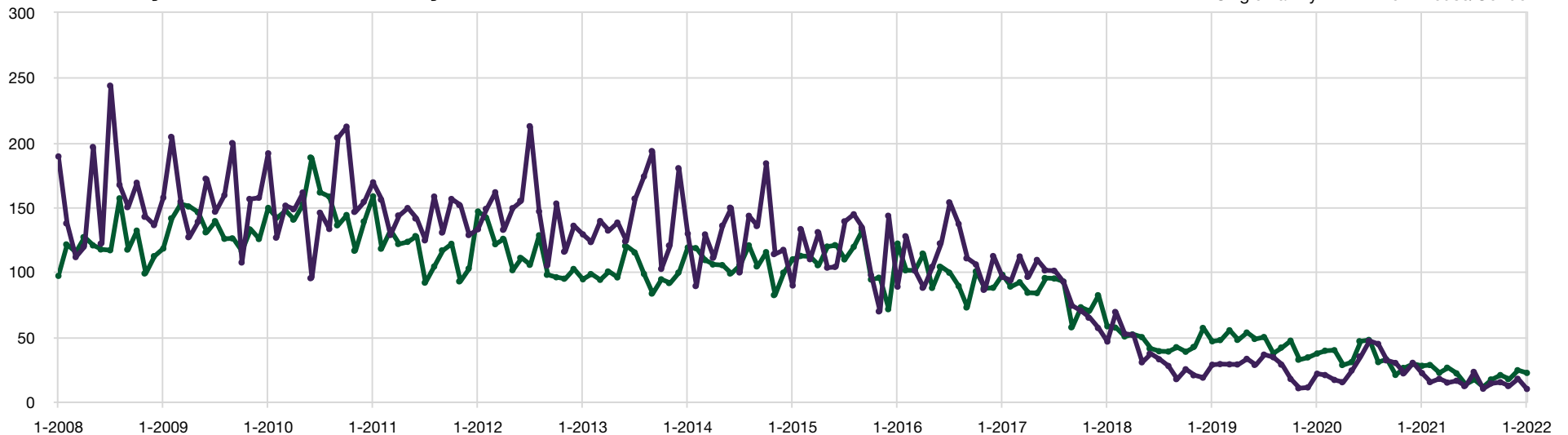
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2021	28	-28.2%	15	-25.0%
3-2021	22	-45.0%	18	+5.9%
4-2021	26	-7.1%	15	0.0%
5-2021	22	-26.7%	16	-33.3%
6-2021	13	-72.3%	12	-65.7%
7-2021	17	-64.6%	23	-51.1%
8-2021	11	-63.3%	10	-77.3%
9-2021	17	-48.5%	14	-56.3%
10-2021	20	-4.8%	15	-50.0%
11-2021	17	-34.6%	12	-45.5%
12-2021	24	-17.2%	18	-40.0%
1-2022	22	-21.4%	10	-54.5%
12-Month Avg*	20	-39.7%	15	-46.6%

* Days on Market for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

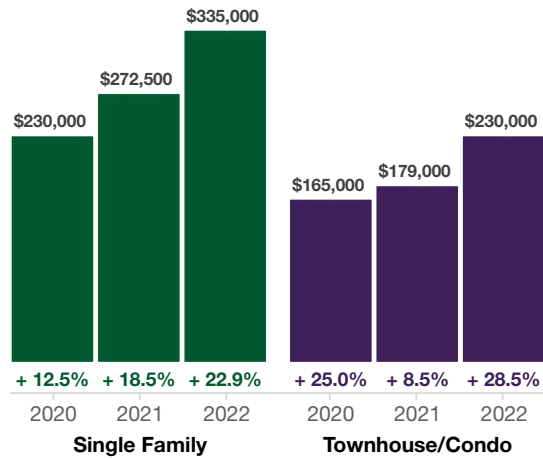


Median Sales Price

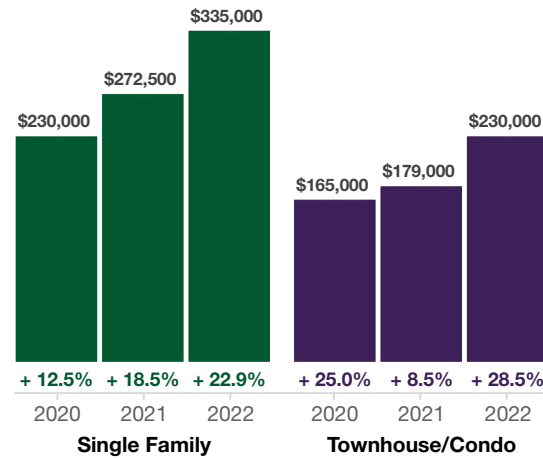
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



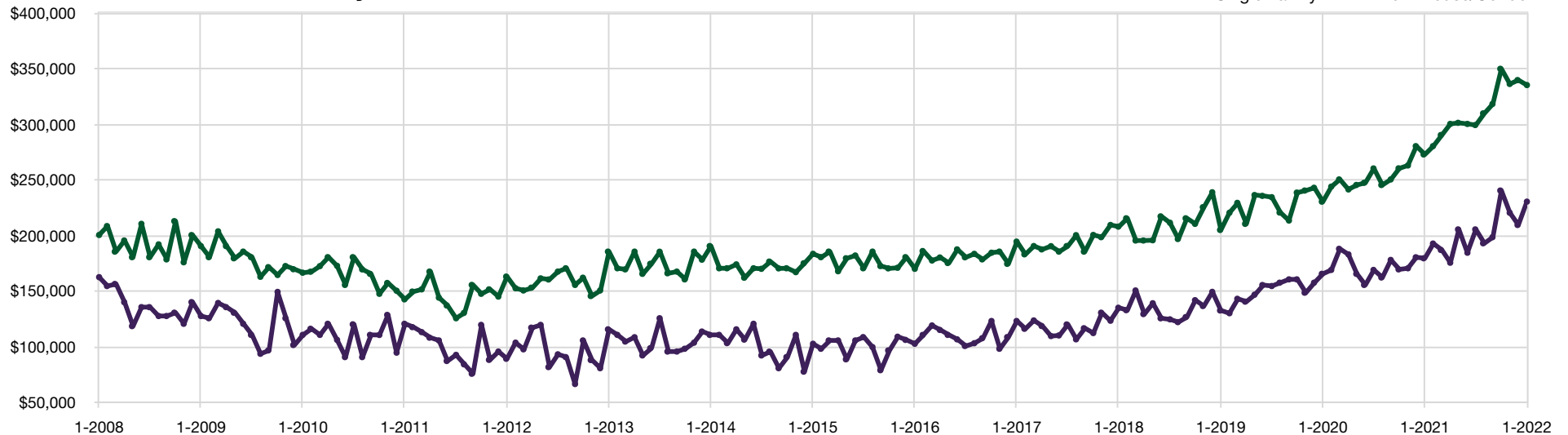
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2021	\$280,000	+ 15.0%	\$192,250	+ 14.1%
3-2021	\$290,000	+ 16.0%	\$186,500	- 0.5%
4-2021	\$300,000	+ 24.5%	\$175,000	- 4.1%
5-2021	\$301,000	+ 22.9%	\$205,000	+ 24.2%
6-2021	\$300,000	+ 21.5%	\$184,000	+ 18.7%
7-2021	\$299,000	+ 15.0%	\$205,000	+ 21.7%
8-2021	\$309,500	+ 26.3%	\$192,500	+ 19.0%
9-2021	\$318,000	+ 27.2%	\$198,000	+ 11.5%
10-2021	\$349,645	+ 34.5%	\$240,000	+ 42.0%
11-2021	\$336,000	+ 27.9%	\$220,000	+ 29.4%
12-2021	\$339,500	+ 21.3%	\$209,000	+ 16.2%
1-2022	\$335,000	+ 22.9%	\$230,000	+ 28.5%
12-Month Avg*	\$310,000	+ 21.6%	\$200,000	+ 16.4%

* Median Sales Price for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

Historical Median Sales Price by Month

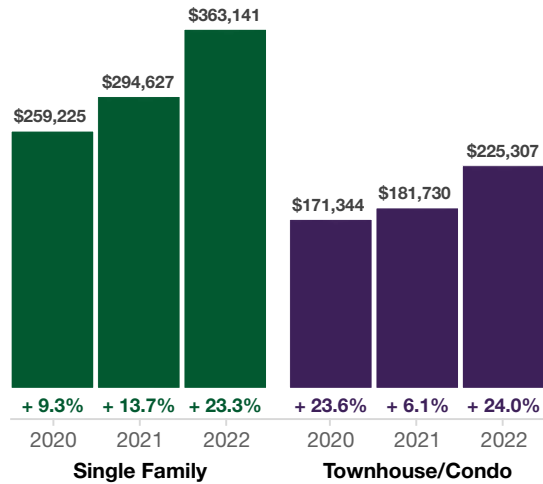


Average Sales Price

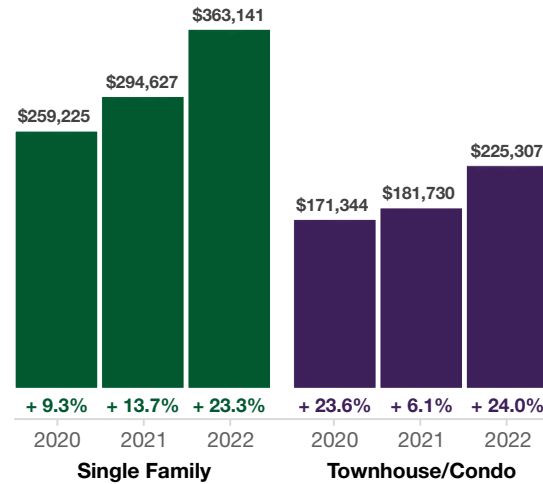
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



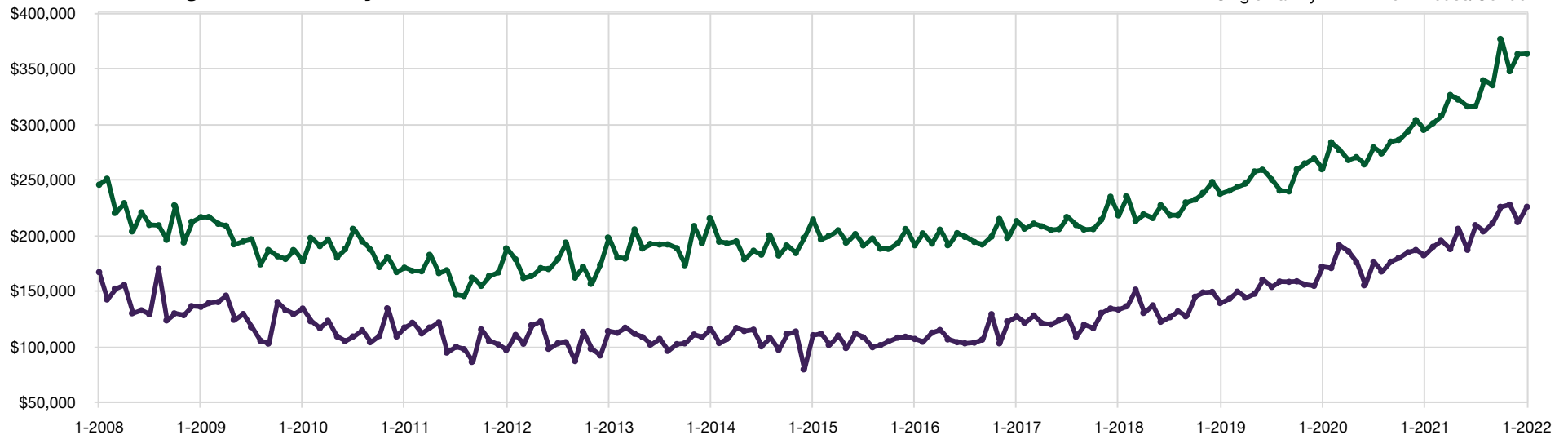
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2021	\$300,638	+ 6.1%	\$189,362	+ 11.3%
3-2021	\$307,188	+ 11.1%	\$194,651	+ 2.1%
4-2021	\$326,055	+ 21.9%	\$187,294	+ 1.1%
5-2021	\$321,974	+ 19.2%	\$205,468	+ 17.2%
6-2021	\$315,819	+ 19.8%	\$186,634	+ 20.6%
7-2021	\$315,967	+ 13.3%	\$208,808	+ 18.7%
8-2021	\$339,238	+ 24.1%	\$203,185	+ 21.6%
9-2021	\$334,898	+ 17.9%	\$210,704	+ 19.8%
10-2021	\$376,519	+ 31.8%	\$225,277	+ 25.6%
11-2021	\$347,518	+ 18.5%	\$227,293	+ 23.3%
12-2021	\$362,866	+ 19.6%	\$211,613	+ 13.5%
1-2022	\$363,141	+ 23.3%	\$225,307	+ 24.0%
12-Month Avg*	\$331,917	+ 18.0%	\$203,636	+ 15.0%

* Avg. Sales Price for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

Historical Average Sales Price by Month

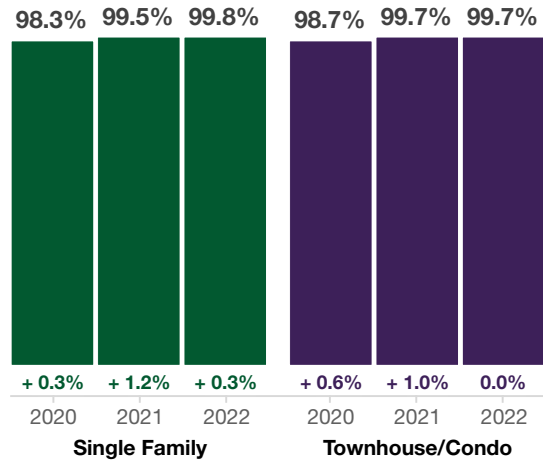


Percent of List Price Received

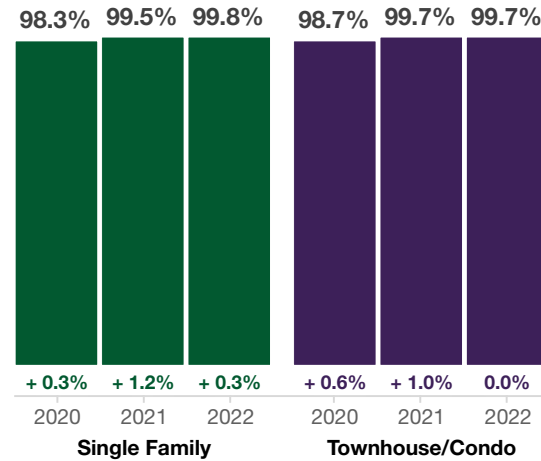
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



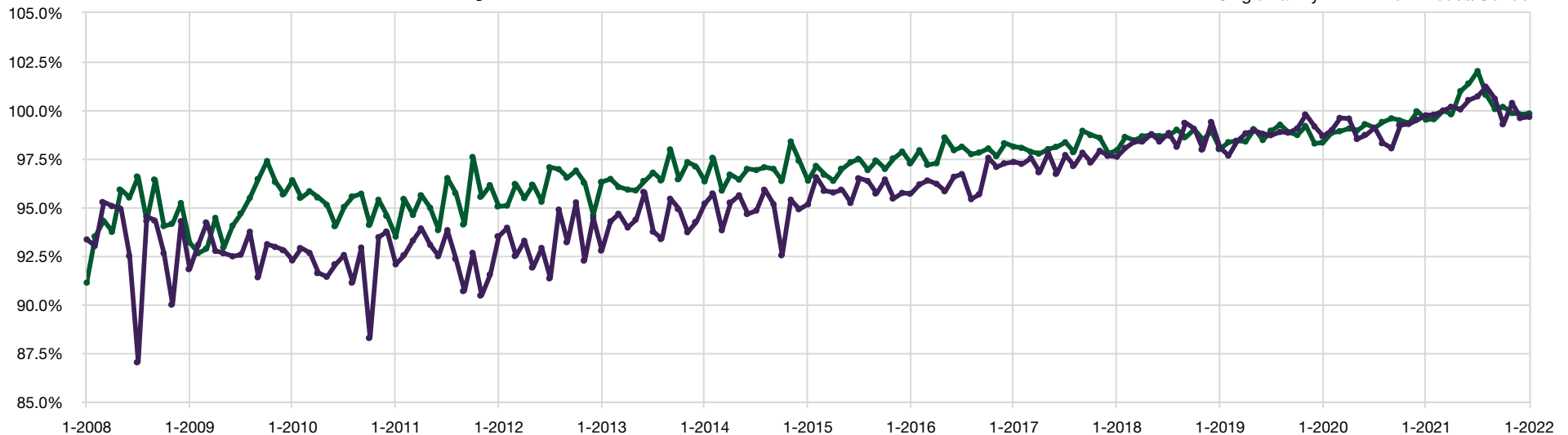
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2021	99.5%	+ 0.7%	99.8%	+ 0.8%
3-2021	100.0%	+ 1.1%	100.0%	+ 0.4%
4-2021	99.8%	+ 0.8%	100.2%	+ 0.6%
5-2021	101.0%	+ 2.0%	100.0%	+ 1.5%
6-2021	101.4%	+ 2.1%	100.5%	+ 1.8%
7-2021	102.0%	+ 2.9%	100.7%	+ 1.6%
8-2021	100.8%	+ 1.4%	101.2%	+ 3.0%
9-2021	100.1%	+ 0.5%	100.6%	+ 2.7%
10-2021	100.2%	+ 0.7%	99.3%	+ 0.1%
11-2021	99.8%	+ 0.5%	100.4%	+ 1.1%
12-2021	99.8%	- 0.1%	99.6%	+ 0.1%
1-2022	99.8%	+ 0.3%	99.7%	0.0%
12-Month Avg*	100.3%	+ 1.1%	100.1%	+ 1.1%

* Pct. of List Price Received for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

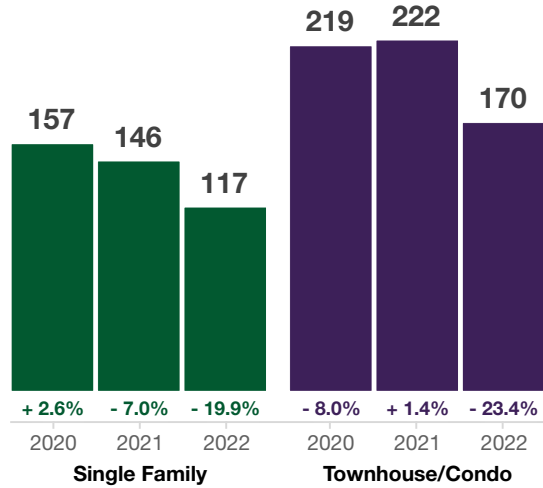


Housing Affordability Index

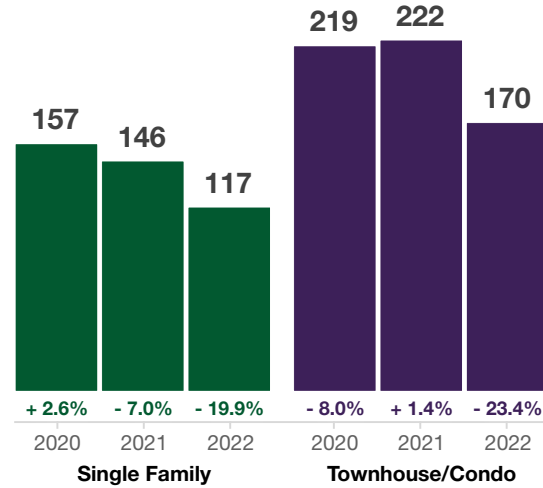


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

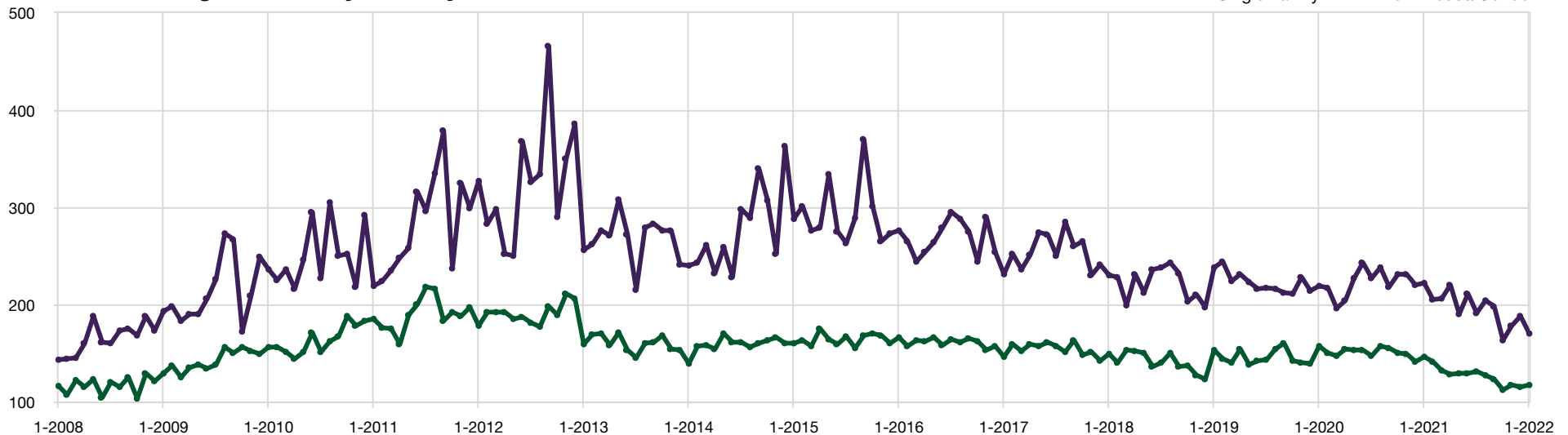


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2021	141	- 6.0%	205	- 5.5%
3-2021	132	- 10.2%	206	+ 5.1%
4-2021	128	- 16.9%	220	+ 7.8%
5-2021	129	- 15.7%	190	- 16.3%
6-2021	129	- 15.7%	211	- 13.2%
7-2021	131	- 10.9%	191	- 15.9%
8-2021	127	- 19.1%	204	- 14.3%
9-2021	123	- 20.6%	198	- 9.2%
10-2021	112	- 25.3%	163	- 29.4%
11-2021	117	- 21.5%	178	- 22.9%
12-2021	115	- 18.4%	188	- 14.5%
1-2022	117	- 19.9%	170	- 23.4%
12-Month Avg	125	- 16.7%	194	- 13.0%

Historical Housing Affordability Index by Month

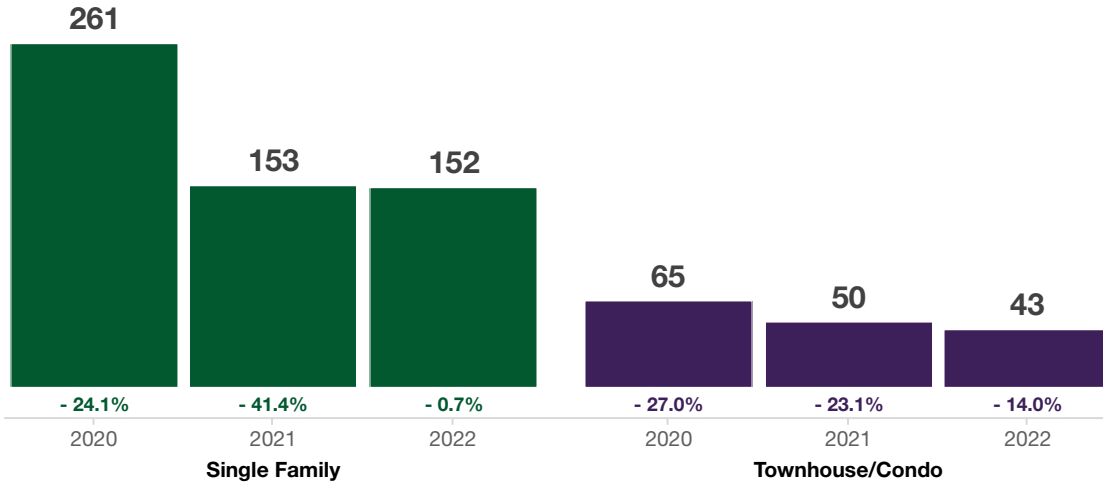


Inventory of Homes for Sale

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

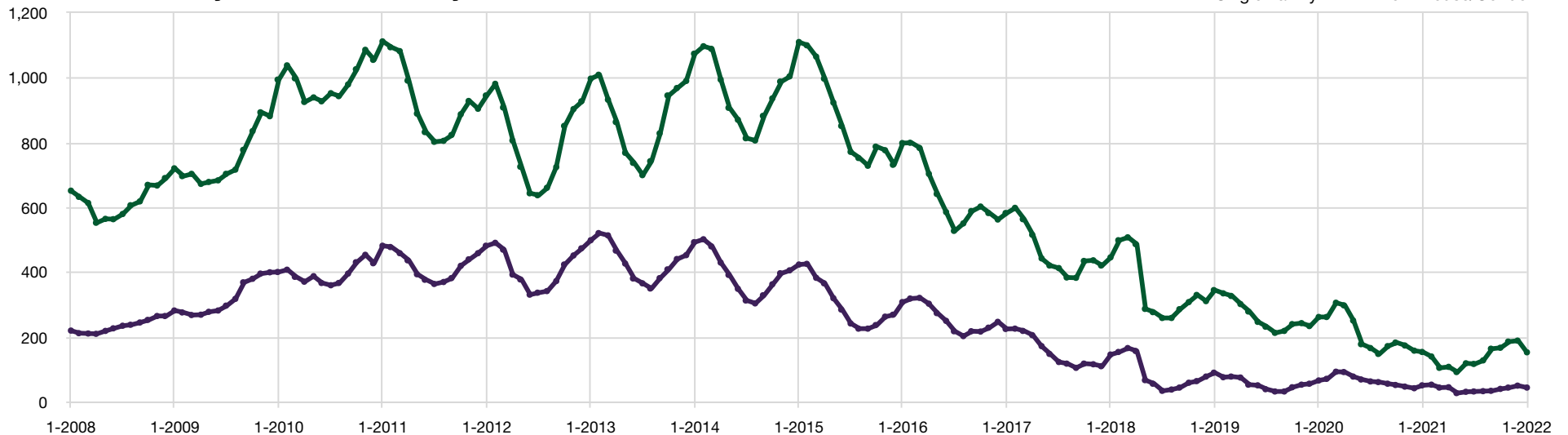


January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2021	139	- 46.7%	52	- 25.7%
3-2021	104	- 65.9%	43	- 53.3%
4-2021	107	- 64.0%	44	- 51.6%
5-2021	91	- 63.6%	26	- 66.2%
6-2021	118	- 33.3%	30	- 55.9%
7-2021	116	- 29.7%	31	- 50.0%
8-2021	127	- 13.6%	32	- 46.7%
9-2021	163	- 4.7%	33	- 40.0%
10-2021	166	- 8.8%	39	- 23.5%
11-2021	185	+ 6.9%	43	- 6.5%
12-2021	188	+ 19.7%	49	+ 19.5%
1-2022	152	- 0.7%	43	- 14.0%
12-Month Avg	138	- 32.0%	39	- 39.1%

Historical Inventory of Homes for Sale by Month

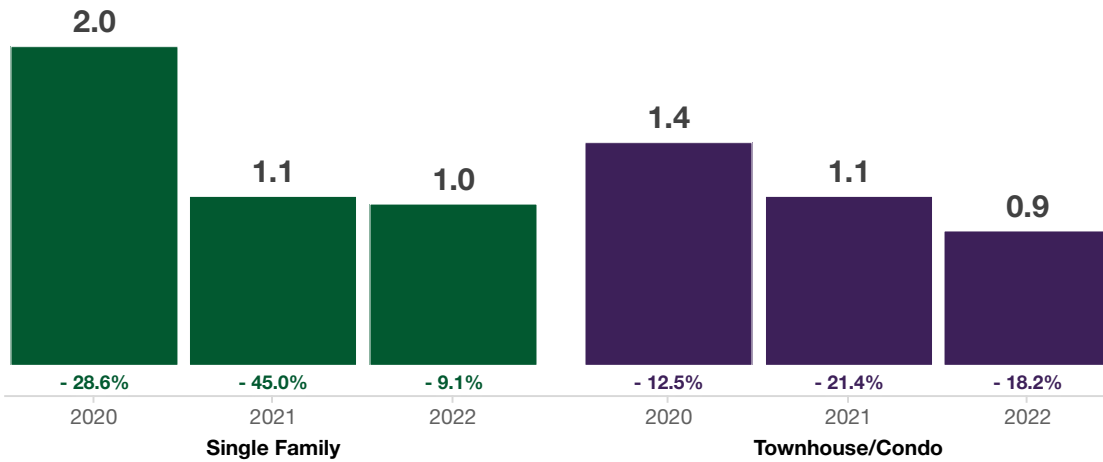


Months Supply of Inventory

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.



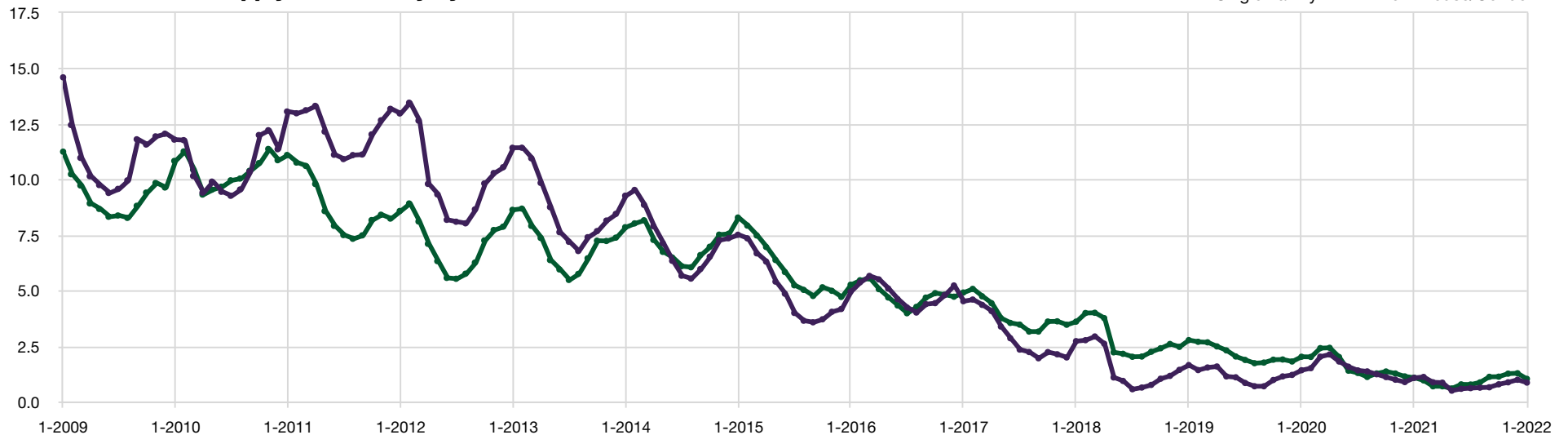
January



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2021	1.0	- 50.0%	1.1	- 26.7%
3-2021	0.7	- 70.8%	0.9	- 55.0%
4-2021	0.7	- 70.8%	0.8	- 61.9%
5-2021	0.6	- 70.0%	0.5	- 72.2%
6-2021	0.8	- 42.9%	0.6	- 62.5%
7-2021	0.8	- 38.5%	0.6	- 57.1%
8-2021	0.9	- 18.2%	0.6	- 57.1%
9-2021	1.1	- 15.4%	0.6	- 50.0%
10-2021	1.1	- 21.4%	0.8	- 27.3%
11-2021	1.3	0.0%	0.9	- 10.0%
12-2021	1.3	+ 18.2%	1.0	+ 11.1%
1-2022	1.0	- 9.1%	0.9	- 18.2%
12-Month Avg*	0.9	- 40.7%	0.8	- 45.8%

* Months Supply for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Residential Properties Market Overview



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

Key Metrics	Historical Sparkbars	1-2021	1-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		246	231	- 6.1%	246	231	- 6.1%
Pending Sales		228	252	+ 10.5%	228	252	+ 10.5%
Closed Sales		160	172	+ 7.5%	160	172	+ 7.5%
Days on Market Until Sale		26	19	- 26.9%	26	19	- 26.9%
Median Sales Price		\$244,500	\$311,000	+ 27.2%	\$244,500	\$311,000	+ 27.2%
Average Sales Price		\$262,169	\$326,278	+ 24.5%	\$262,169	\$326,278	+ 24.5%
Percent of List Price Received		99.6%	99.8%	+ 0.2%	99.6%	99.8%	+ 0.2%
Housing Affordability Index		162	126	- 22.2%	162	126	- 22.2%
Inventory of Homes for Sale		203	195	- 3.9%	—	—	—
Months Supply of Inventory		1.1	1.0	- 9.1%	—	—	—

Local Market Update – January 2022

A Research Tool Provided by Southern Arizona MLS.



Green Valley - North

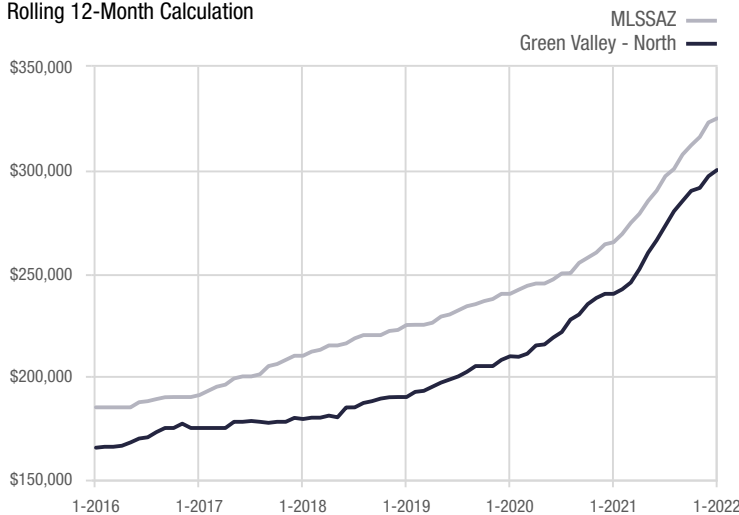
Single Family Key Metrics	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	58	62	+ 6.9%	58	62	+ 6.9%
Pending Sales	68	72	+ 5.9%	68	72	+ 5.9%
Closed Sales	48	51	+ 6.3%	48	51	+ 6.3%
Days on Market Until Sale	15	26	+ 73.3%	15	26	+ 73.3%
Median Sales Price*	\$252,000	\$320,000	+ 27.0%	\$252,000	\$320,000	+ 27.0%
Average Sales Price*	\$268,700	\$334,143	+ 24.4%	\$268,700	\$334,143	+ 24.4%
Percent of List Price Received*	99.6%	99.9%	+ 0.3%	99.6%	99.9%	+ 0.3%
Inventory of Homes for Sale	51	70	+ 37.3%	—	—	—
Months Supply of Inventory	0.8	1.0	+ 25.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	1	1	0.0%	1	1	0.0%
Pending Sales	1	1	0.0%	1	1	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	—	0.8	—	—	—	—

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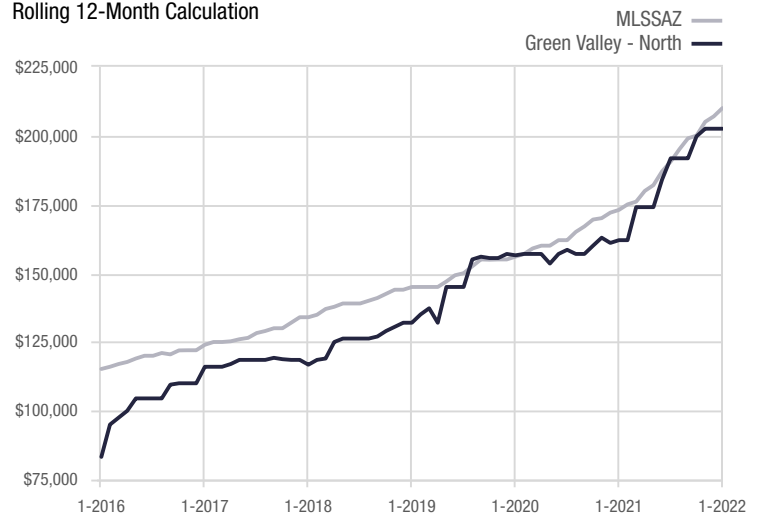
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Green Valley - Northeast

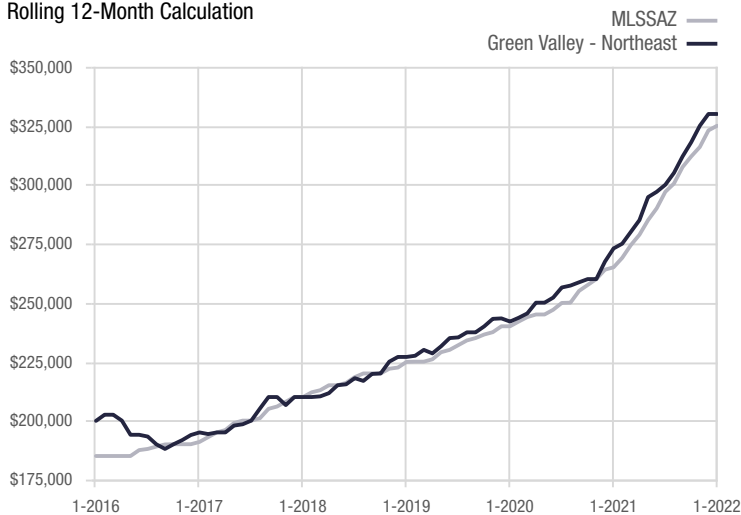
Single Family	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
Key Metrics						
New Listings	58	36	- 37.9%	58	36	- 37.9%
Pending Sales	42	50	+ 19.0%	42	50	+ 19.0%
Closed Sales	35	32	- 8.6%	35	32	- 8.6%
Days on Market Until Sale	16	20	+ 25.0%	16	20	+ 25.0%
Median Sales Price*	\$312,000	\$377,000	+ 20.8%	\$312,000	\$377,000	+ 20.8%
Average Sales Price*	\$343,031	\$415,167	+ 21.0%	\$343,031	\$415,167	+ 21.0%
Percent of List Price Received*	99.5%	99.8%	+ 0.3%	99.5%	99.8%	+ 0.3%
Inventory of Homes for Sale	36	37	+ 2.8%	—	—	—
Months Supply of Inventory	0.9	1.0	+ 11.1%	—	—	—

Townhouse/Condo/Duplex	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
Key Metrics						
New Listings	6	4	- 33.3%	6	4	- 33.3%
Pending Sales	3	7	+ 133.3%	3	7	+ 133.3%
Closed Sales	6	7	+ 16.7%	6	7	+ 16.7%
Days on Market Until Sale	6	23	+ 283.3%	6	23	+ 283.3%
Median Sales Price*	\$182,500	\$234,125	+ 28.3%	\$182,500	\$234,125	+ 28.3%
Average Sales Price*	\$184,333	\$258,289	+ 40.1%	\$184,333	\$258,289	+ 40.1%
Percent of List Price Received*	101.2%	98.3%	- 2.9%	101.2%	98.3%	- 2.9%
Inventory of Homes for Sale	4	2	- 50.0%	—	—	—
Months Supply of Inventory	1.2	0.5	- 58.3%	—	—	—

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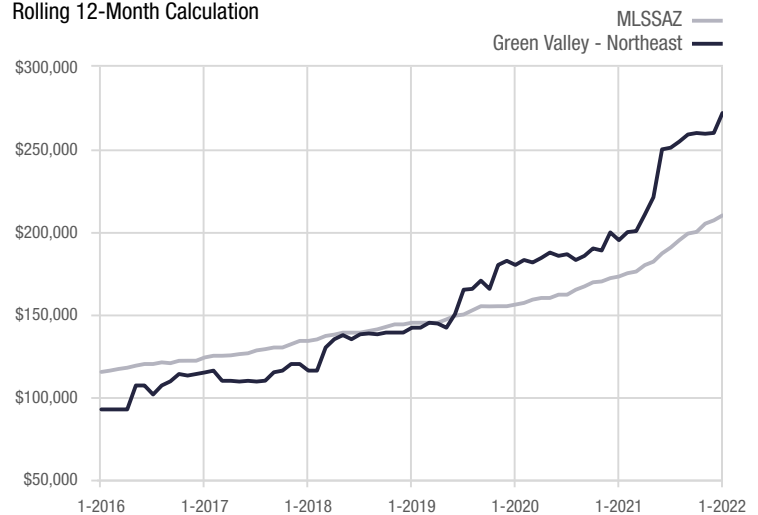
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Green Valley - Northwest

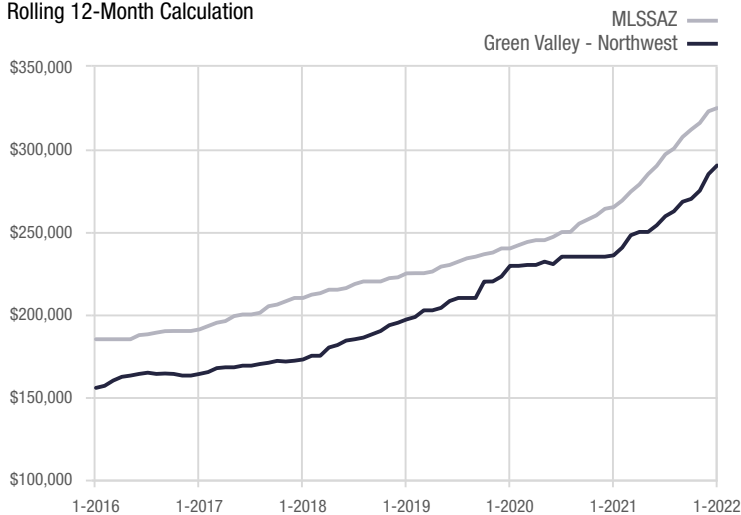
Single Family	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
Key Metrics						
New Listings	19	28	+ 47.4%	19	28	+ 47.4%
Pending Sales	16	35	+ 118.8%	16	35	+ 118.8%
Closed Sales	14	17	+ 21.4%	14	17	+ 21.4%
Days on Market Until Sale	67	15	- 77.6%	67	15	- 77.6%
Median Sales Price*	\$272,500	\$320,000	+ 17.4%	\$272,500	\$320,000	+ 17.4%
Average Sales Price*	\$271,592	\$319,324	+ 17.6%	\$271,592	\$319,324	+ 17.6%
Percent of List Price Received*	99.4%	99.1%	- 0.3%	99.4%	99.1%	- 0.3%
Inventory of Homes for Sale	21	20	- 4.8%	—	—	—
Months Supply of Inventory	1.2	0.9	- 25.0%	—	—	—

Townhouse/Condo/Duplex	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
Key Metrics						
New Listings	43	35	- 18.6%	43	35	- 18.6%
Pending Sales	33	35	+ 6.1%	33	35	+ 6.1%
Closed Sales	23	26	+ 13.0%	23	26	+ 13.0%
Days on Market Until Sale	22	7	- 68.2%	22	7	- 68.2%
Median Sales Price*	\$170,002	\$210,000	+ 23.5%	\$170,002	\$210,000	+ 23.5%
Average Sales Price*	\$170,639	\$195,354	+ 14.5%	\$170,639	\$195,354	+ 14.5%
Percent of List Price Received*	100.1%	99.8%	- 0.3%	100.1%	99.8%	- 0.3%
Inventory of Homes for Sale	30	20	- 33.3%	—	—	—
Months Supply of Inventory	1.2	0.8	- 33.3%	—	—	—

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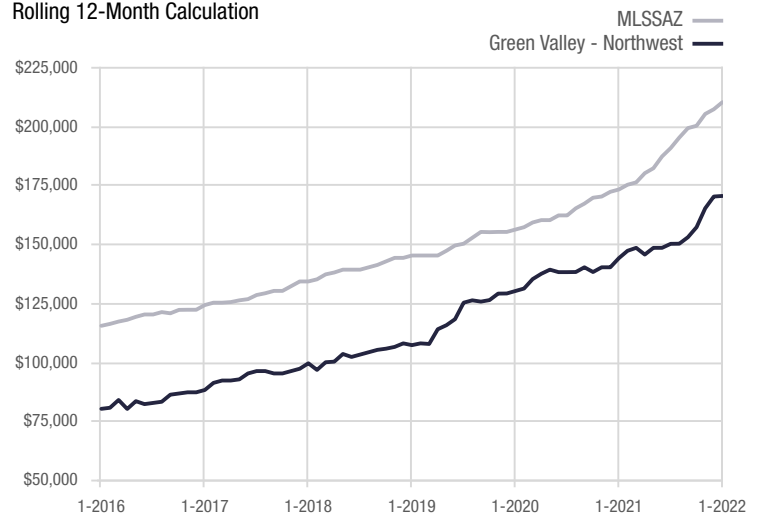
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Green Valley - Southeast

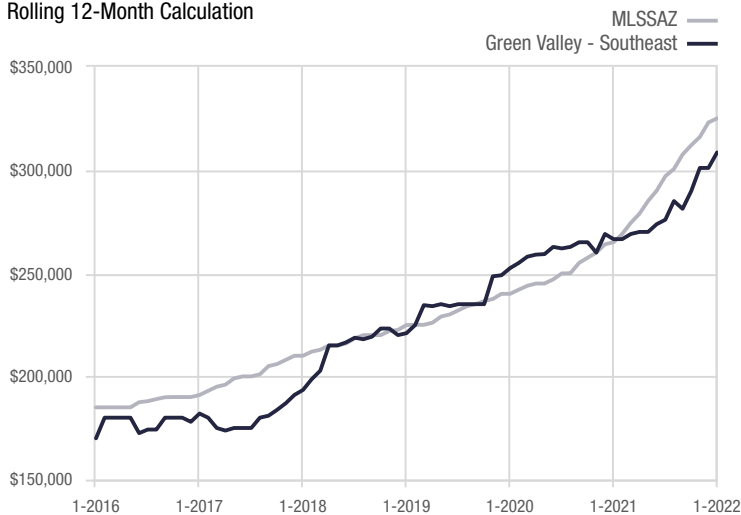
Single Family Key Metrics	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	12	12	0.0%	12	12	0.0%
Pending Sales	12	8	- 33.3%	12	8	- 33.3%
Closed Sales	6	11	+ 83.3%	6	11	+ 83.3%
Days on Market Until Sale	48	11	- 77.1%	48	11	- 77.1%
Median Sales Price*	\$221,000	\$344,000	+ 55.7%	\$221,000	\$344,000	+ 55.7%
Average Sales Price*	\$250,642	\$396,773	+ 58.3%	\$250,642	\$396,773	+ 58.3%
Percent of List Price Received*	102.3%	99.4%	- 2.8%	102.3%	99.4%	- 2.8%
Inventory of Homes for Sale	14	6	- 57.1%	—	—	—
Months Supply of Inventory	1.5	0.6	- 60.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	7	4	- 42.9%	7	4	- 42.9%
Pending Sales	5	5	0.0%	5	5	0.0%
Closed Sales	0	2	—	0	2	—
Days on Market Until Sale	—	6	—	—	6	—
Median Sales Price*	—	\$223,500	—	—	\$223,500	—
Average Sales Price*	—	\$223,500	—	—	\$223,500	—
Percent of List Price Received*	—	100.0%	—	—	100.0%	—
Inventory of Homes for Sale	5	2	- 60.0%	—	—	—
Months Supply of Inventory	1.2	0.5	- 58.3%	—	—	—

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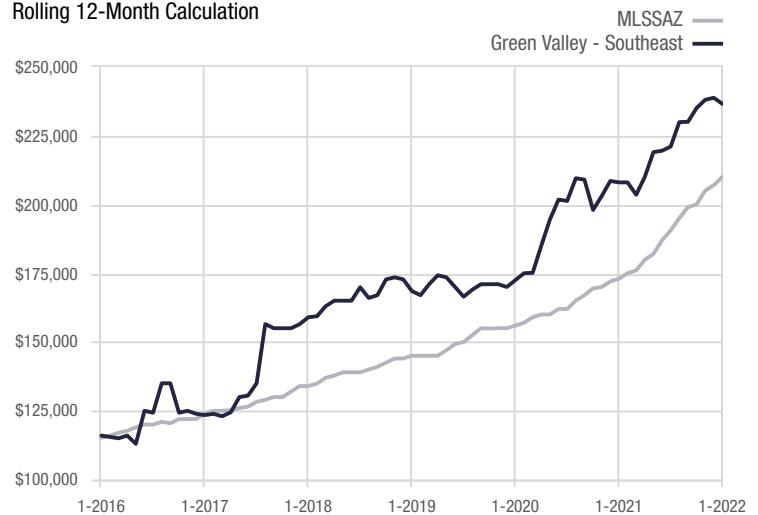
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Green Valley - Southwest

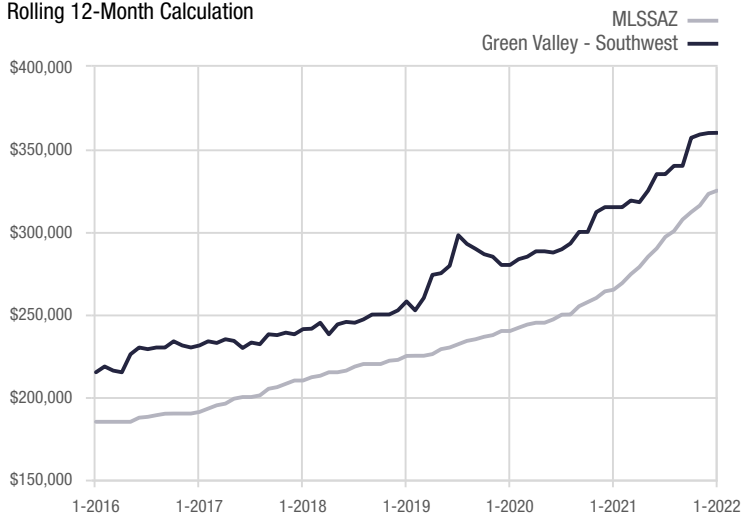
Single Family	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
Key Metrics						
New Listings	28	27	- 3.6%	28	27	- 3.6%
Pending Sales	30	21	- 30.0%	30	21	- 30.0%
Closed Sales	11	15	+ 36.4%	11	15	+ 36.4%
Days on Market Until Sale	58	30	- 48.3%	58	30	- 48.3%
Median Sales Price*	\$285,000	\$355,600	+ 24.8%	\$285,000	\$355,600	+ 24.8%
Average Sales Price*	\$307,063	\$375,740	+ 22.4%	\$307,063	\$375,740	+ 22.4%
Percent of List Price Received*	97.4%	100.7%	+ 3.4%	97.4%	100.7%	+ 3.4%
Inventory of Homes for Sale	31	19	- 38.7%	—	—	—
Months Supply of Inventory	2.1	1.2	- 42.9%	—	—	—

Townhouse/Condo/Duplex	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
Key Metrics						
New Listings	14	22	+ 57.1%	14	22	+ 57.1%
Pending Sales	18	18	0.0%	18	18	0.0%
Closed Sales	17	11	- 35.3%	17	11	- 35.3%
Days on Market Until Sale	27	9	- 66.7%	27	9	- 66.7%
Median Sales Price*	\$185,000	\$255,000	+ 37.8%	\$185,000	\$255,000	+ 37.8%
Average Sales Price*	\$195,818	\$275,445	+ 40.7%	\$195,818	\$275,445	+ 40.7%
Percent of List Price Received*	98.8%	100.0%	+ 1.2%	98.8%	100.0%	+ 1.2%
Inventory of Homes for Sale	11	18	+ 63.6%	—	—	—
Months Supply of Inventory	0.8	1.2	+ 50.0%	—	—	—

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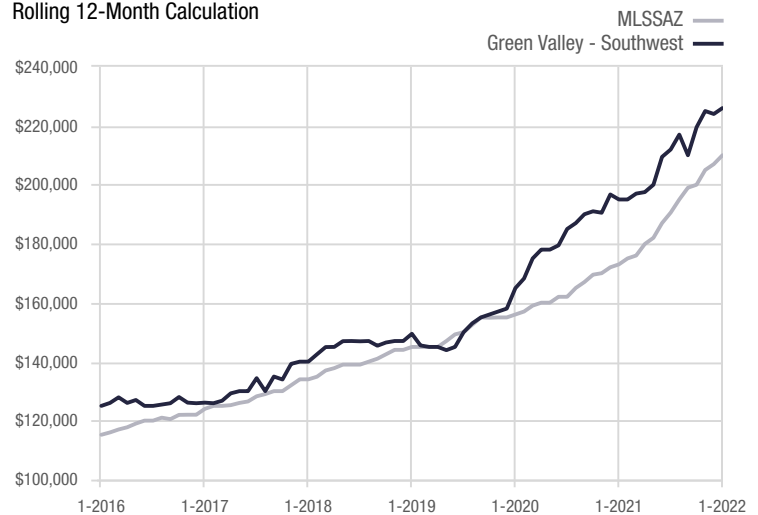
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Santa Cruz County - Amado

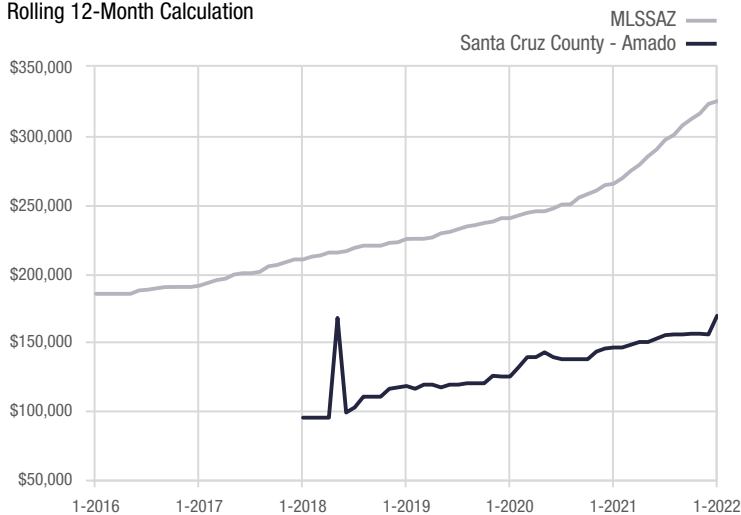
Single Family Key Metrics	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	0	1	—	0	1	—
Pending Sales	1	1	0.0%	1	1	0.0%
Closed Sales	4	1	- 75.0%	4	1	- 75.0%
Days on Market Until Sale	119	8	- 93.3%	119	8	- 93.3%
Median Sales Price*	\$150,500	\$525,000	+ 248.8%	\$150,500	\$525,000	+ 248.8%
Average Sales Price*	\$133,750	\$525,000	+ 292.5%	\$133,750	\$525,000	+ 292.5%
Percent of List Price Received*	98.3%	100.0%	+ 1.7%	98.3%	100.0%	+ 1.7%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.1	1.0	- 9.1%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% 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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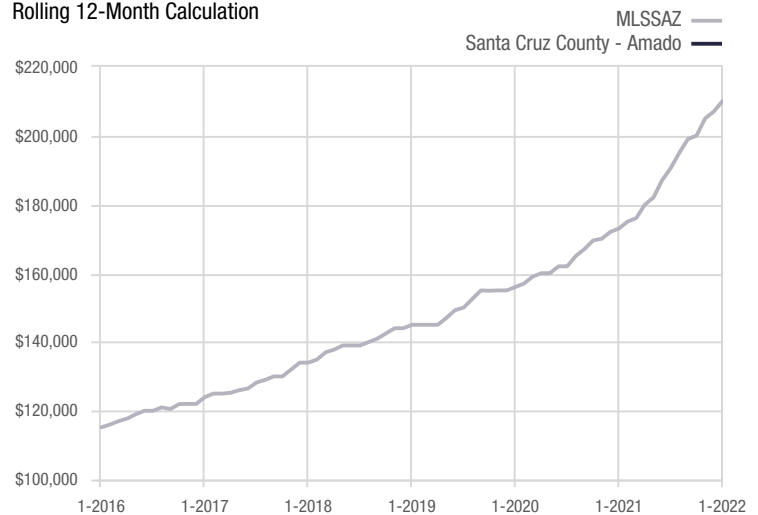
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – January 2022

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Santa Cruz County - Tubac East

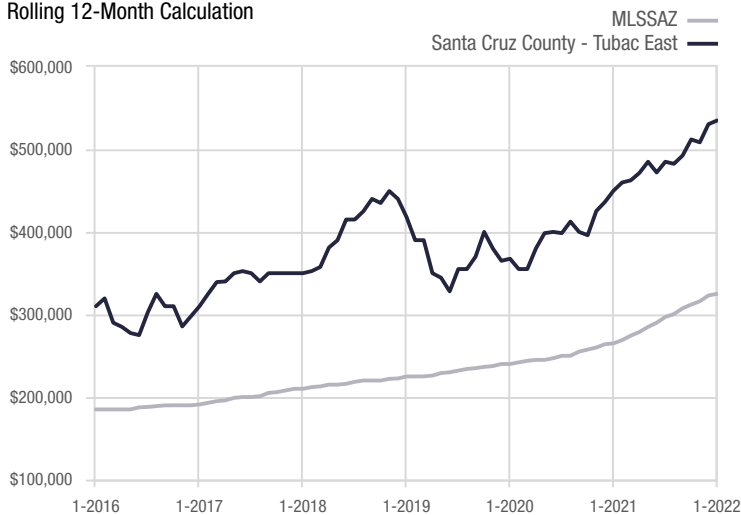
Single Family Key Metrics	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	2	9	+ 350.0%	2	9	+ 350.0%
Pending Sales	2	11	+ 450.0%	2	11	+ 450.0%
Closed Sales	2	9	+ 350.0%	2	9	+ 350.0%
Days on Market Until Sale	82	71	- 13.4%	82	71	- 13.4%
Median Sales Price*	\$865,250	\$589,587	- 31.9%	\$865,250	\$589,587	- 31.9%
Average Sales Price*	\$865,250	\$674,527	- 22.0%	\$865,250	\$674,527	- 22.0%
Percent of List Price Received*	95.5%	99.8%	+ 4.5%	95.5%	99.8%	+ 4.5%
Inventory of Homes for Sale	14	16	+ 14.3%	—	—	—
Months Supply of Inventory	2.9	2.4	- 17.2%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	2	4	+ 100.0%	2	4	+ 100.0%
Pending Sales	2	7	+ 250.0%	2	7	+ 250.0%
Closed Sales	4	7	+ 75.0%	4	7	+ 75.0%
Days on Market Until Sale	121	35	- 71.1%	121	35	- 71.1%
Median Sales Price*	\$200,000	\$265,000	+ 32.5%	\$200,000	\$265,000	+ 32.5%
Average Sales Price*	\$202,500	\$303,987	+ 50.1%	\$202,500	\$303,987	+ 50.1%
Percent of List Price Received*	98.0%	99.2%	+ 1.2%	98.0%	99.2%	+ 1.2%
Inventory of Homes for Sale	7	1	- 85.7%	—	—	—
Months Supply of Inventory	2.0	0.3	- 85.0%	—	—	—

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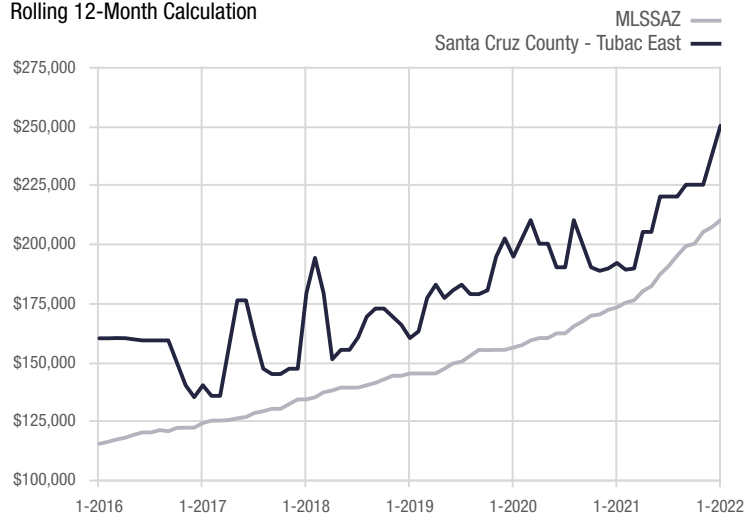
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – January 2022

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Santa Cruz County - Tubac West

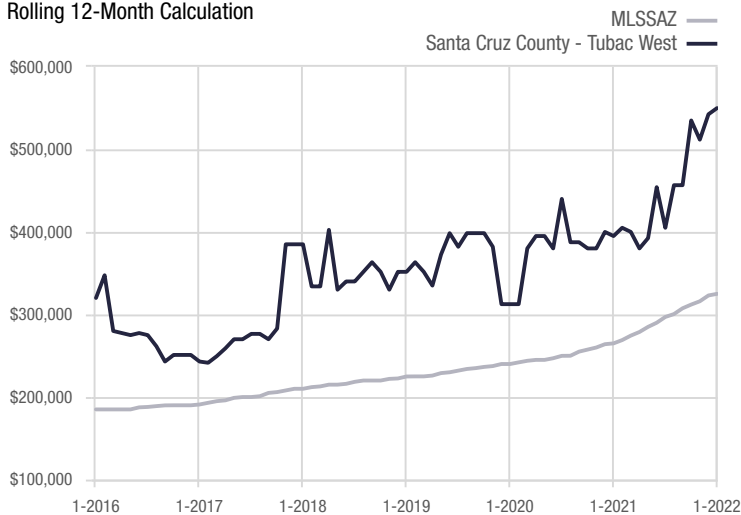
Single Family	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	0	5	—	0	5	—
Pending Sales	1	3	+ 200.0%	1	3	+ 200.0%
Closed Sales	1	2	+ 100.0%	1	2	+ 100.0%
Days on Market Until Sale	13	286	+ 2,100.0%	13	286	+ 2,100.0%
Median Sales Price*	\$375,000	\$1,280,500	+ 241.5%	\$375,000	\$1,280,500	+ 241.5%
Average Sales Price*	\$375,000	\$1,280,500	+ 241.5%	\$375,000	\$1,280,500	+ 241.5%
Percent of List Price Received*	100.0%	90.9%	- 9.1%	100.0%	90.9%	- 9.1%
Inventory of Homes for Sale	4	7	+ 75.0%	—	—	—
Months Supply of Inventory	2.2	4.0	+ 81.8%	—	—	—

Townhouse/Condo/Duplex	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% 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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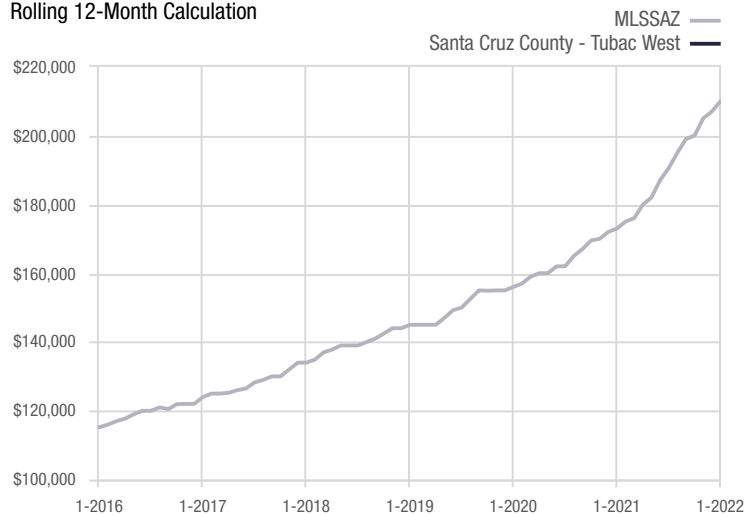
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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