

# Monthly Indicators



## April 2022

The average 30-year fixed rate mortgage exceeded 5% in April, the highest level since 2011, according to Freddie Mac. The recent surge in mortgage rates has reduced the pool of eligible buyers and has caused mortgage applications to decline, with a significant impact on refinance applications, which are down more than 70% compared to this time last year. As the rising costs of homeownership force many Americans to adjust their budgets, an increasing number of buyers are hoping to help offset the costs by moving from bigger, more expensive cities to smaller areas that offer a more affordable cost of living.

New Listings decreased 12.1 percent for Single Family and 22.1 percent for Townhouse/Condo. Pending Sales increased 5.2 percent for Single Family but decreased 14.3 percent for Townhouse/Condo. Inventory increased 11.2 percent for Single Family but decreased 38.6 percent for Townhouse/Condo.

Median Sales Price increased 20.0 percent to \$360,000 for Single Family and 32.1 percent to \$231,250 for Townhouse/Condo. Days on Market decreased 34.6 percent for Single Family but increased 6.7 percent for Townhouse/Condo. Months Supply of Inventory increased 14.3 percent for Single Family but decreased 25.0 percent for Townhouse/Condo.

Affordability challenges are limiting buying activity, and early signs suggest competition for homes may be cooling somewhat. Nationally, existing home sales are down 2.7% as of last measure, while pending sales dropped 1.2%, marking 5 straight months of under contract declines, according to the National Association of REALTORS®. Inventory remains low, with only 2 months supply at present, and home prices continue to rise, with the median existing home at \$373,500, a 15% increase from this time last year. Homes are still selling quickly, however, and multiple offers are common in many markets.

## Quick Facts

**- 2.4%**

Change in  
**Closed Sales**  
All Properties

**+ 16.6%**

Change in  
**Median Sales Price**  
All Properties

**- 3.3%**

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	4-2021	4-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		174	<b>153</b>	- 12.1%	694	<b>669</b>	- 3.6%
<b>Pending Sales</b>		154	<b>162</b>	+ 5.2%	696	<b>698</b>	+ 0.3%
<b>Closed Sales</b>		174	<b>177</b>	+ 1.7%	637	<b>626</b>	- 1.7%
<b>Days on Market Until Sale</b>		26	<b>17</b>	- 34.6%	25	<b>22</b>	- 12.0%
<b>Median Sales Price</b>		\$300,000	<b>\$360,000</b>	+ 20.0%	\$289,000	<b>\$340,000</b>	+ 17.6%
<b>Average Sales Price</b>		\$326,055	<b>\$383,437</b>	+ 17.6%	\$308,685	<b>\$371,753</b>	+ 20.4%
<b>Percent of List Price Received</b>		99.8%	<b>101.0%</b>	+ 1.2%	99.7%	<b>100.2%</b>	+ 0.5%
<b>Housing Affordability Index</b>		128	<b>84</b>	- 34.4%	133	<b>89</b>	- 33.1%
<b>Inventory of Homes for Sale</b>		107	<b>119</b>	+ 11.2%	—	—	—
<b>Months Supply of Inventory</b>		0.7	<b>0.8</b>	+ 14.3%	—	—	—

# Townhouse/Condo Market Overview

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



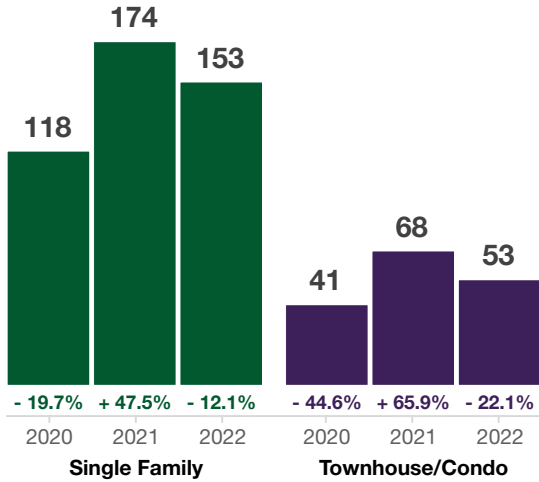
Key Metrics	Historical Sparkbars	4-2021	4-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		68	<b>53</b>	- 22.1%	281	<b>242</b>	- 13.9%
<b>Pending Sales</b>		63	<b>54</b>	- 14.3%	263	<b>242</b>	- 8.0%
<b>Closed Sales</b>		71	<b>62</b>	- 12.7%	242	<b>228</b>	- 5.8%
<b>Days on Market Until Sale</b>		15	<b>16</b>	+ 6.7%	17	<b>15</b>	- 11.8%
<b>Median Sales Price</b>		\$175,000	<b>\$231,250</b>	+ 32.1%	\$186,000	<b>\$228,750</b>	+ 23.0%
<b>Average Sales Price</b>		\$187,294	<b>\$230,379</b>	+ 23.0%	\$188,944	<b>\$227,297</b>	+ 20.3%
<b>Percent of List Price Received</b>		100.2%	<b>100.4%</b>	+ 0.2%	99.9%	<b>100.4%</b>	+ 0.5%
<b>Housing Affordability Index</b>		220	<b>130</b>	- 40.9%	207	<b>132</b>	- 36.2%
<b>Inventory of Homes for Sale</b>		44	<b>27</b>	- 38.6%	—	—	—
<b>Months Supply of Inventory</b>		0.8	<b>0.6</b>	- 25.0%	—	—	—

# New Listings

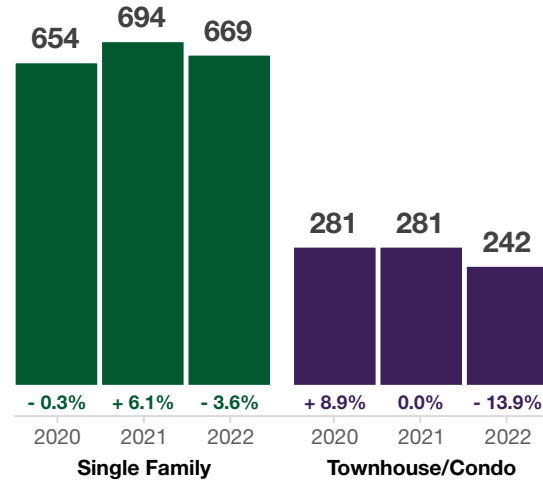
A count of the properties that have been newly listed on the market in a given month.



## April

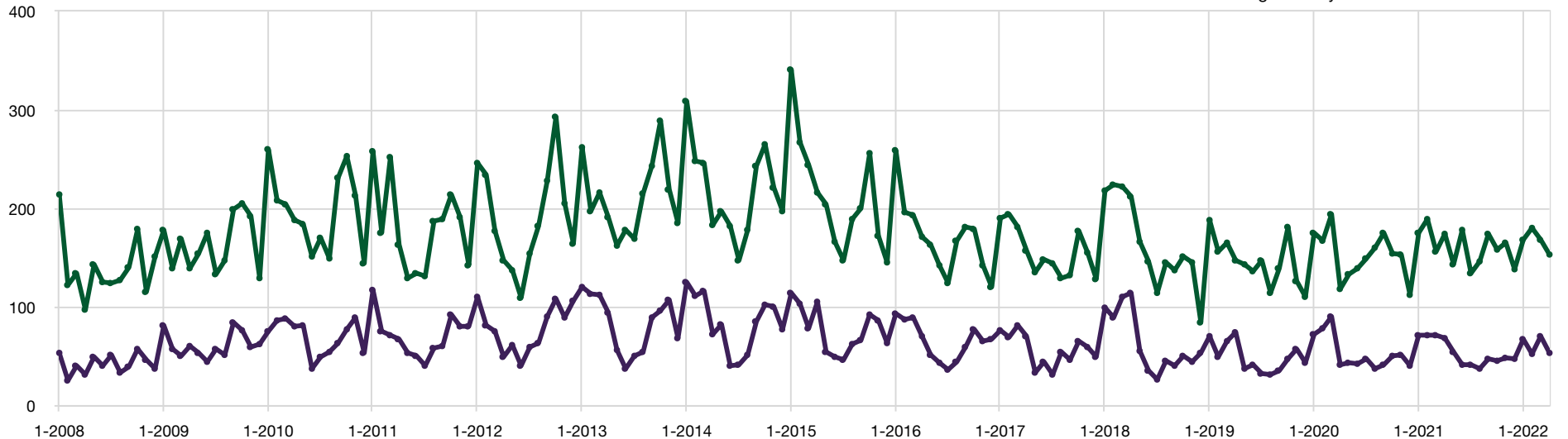


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	168	- 4.0%	67	- 5.6%
2-2022	180	- 4.8%	52	- 26.8%
3-2022	168	+ 7.7%	70	- 1.4%
<b>4-2022</b>	<b>153</b>	<b>- 12.1%</b>	<b>53</b>	<b>- 22.1%</b>
12-Month Avg	159	+ 1.9%	50	- 5.7%

## Historical New Listings by Month

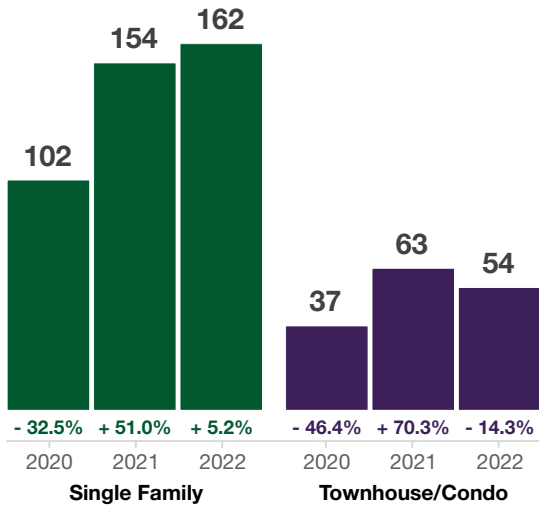


# Pending Sales

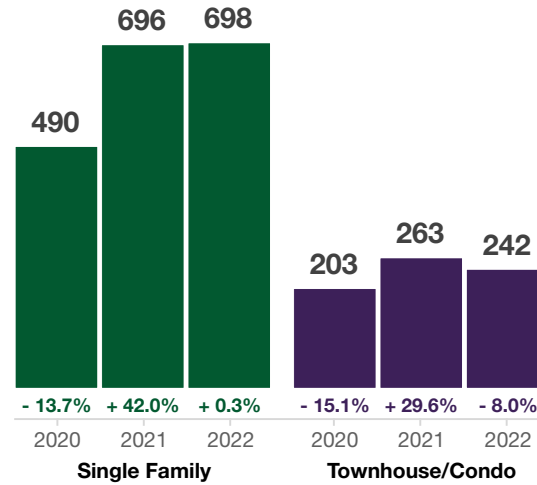
A count of the properties on which offers have been accepted in a given month.



## April

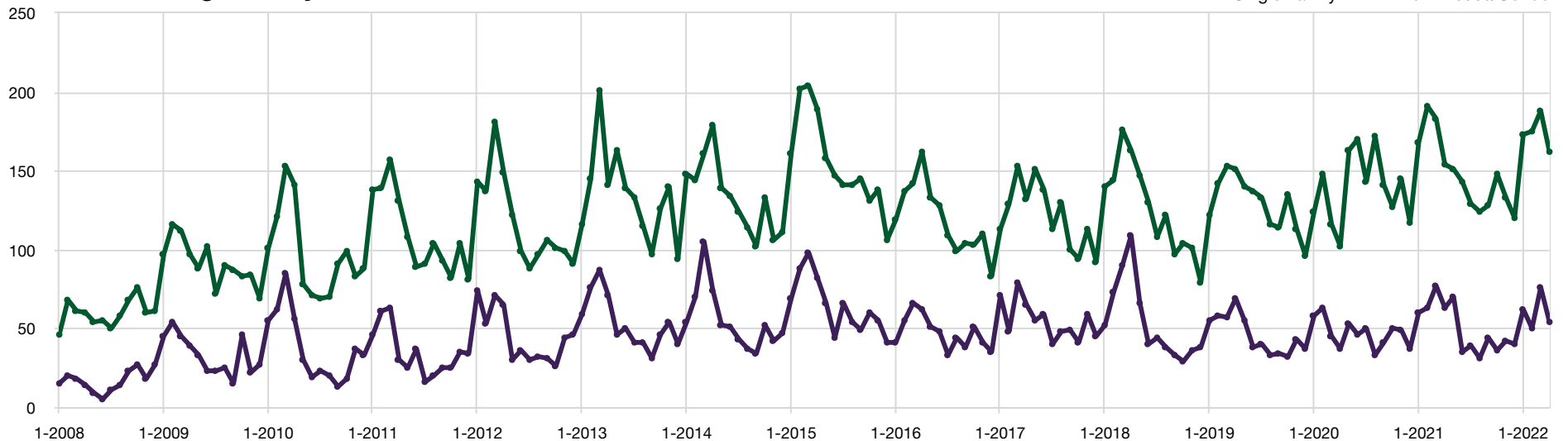


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	173	+ 3.0%	62	+ 3.3%
2-2022	175	- 8.4%	50	- 20.6%
3-2022	188	+ 2.7%	76	- 1.3%
<b>4-2022</b>	<b>162</b>	<b>+ 5.2%</b>	<b>54</b>	<b>- 14.3%</b>
12-Month Avg	148	- 5.1%	48	- 7.7%

## Historical Pending Sales by Month

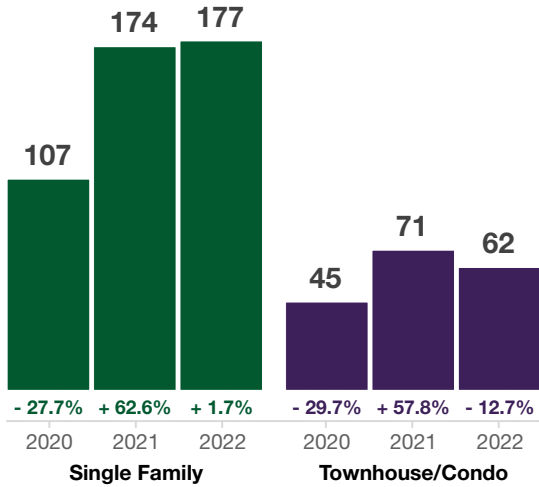


# Closed Sales

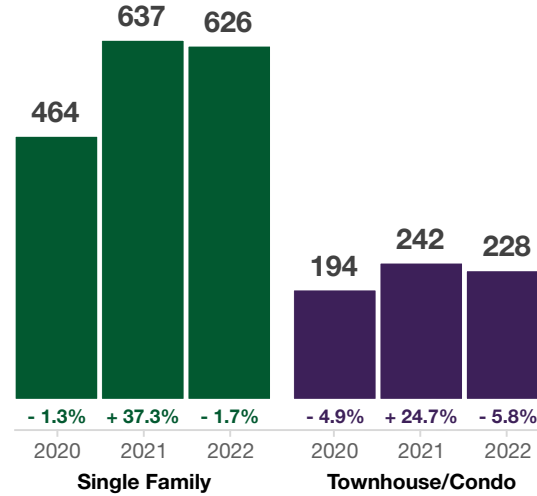
A count of the actual sales that closed in a given month.



## April

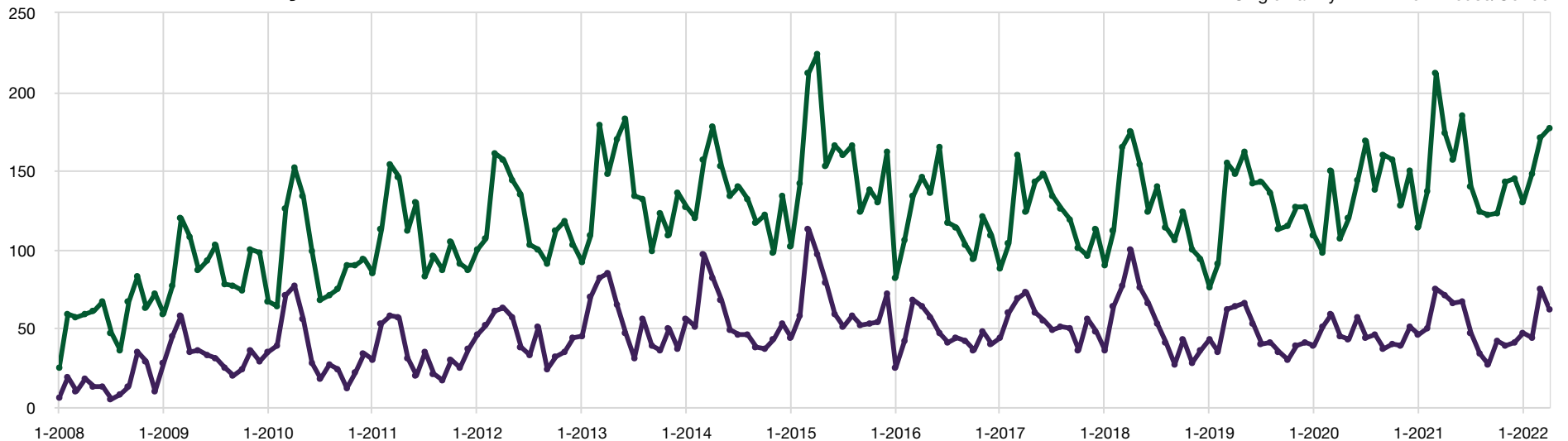


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	123	- 21.7%	42	+ 5.0%
11-2021	143	+ 11.7%	39	0.0%
12-2021	145	- 3.3%	41	- 19.6%
1-2022	130	+ 14.0%	47	+ 2.2%
2-2022	148	+ 8.0%	44	- 12.0%
3-2022	171	- 19.3%	75	0.0%
<b>4-2022</b>	<b>177</b>	<b>+ 1.7%</b>	<b>62</b>	<b>- 12.7%</b>
12-Month Avg	147	- 2.0%	49	- 2.0%

## Historical Closed Sales by Month

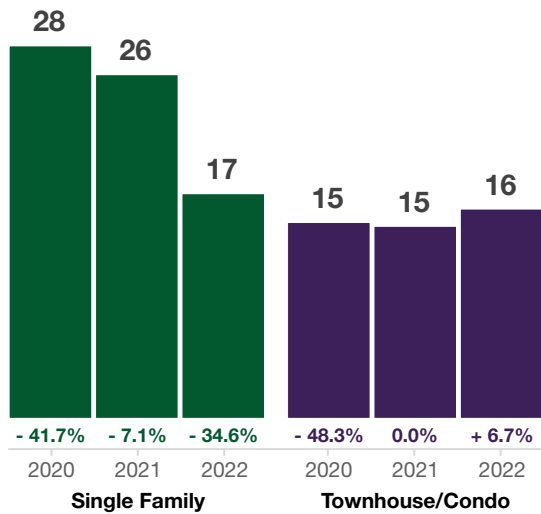


# Days on Market Until Sale

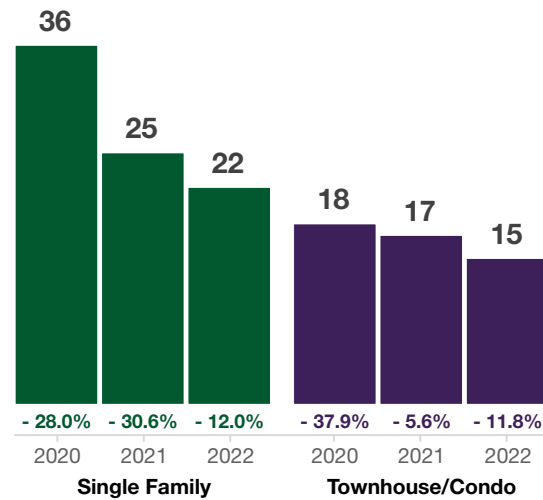
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



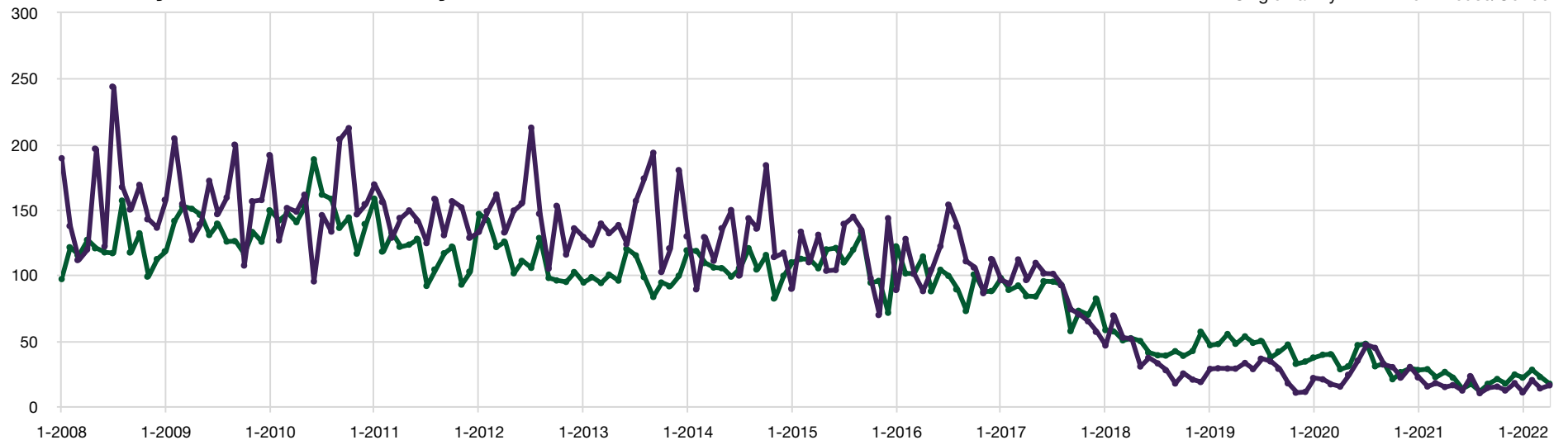
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	21	0.0%	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%
2-2022	28	0.0%	20	+ 33.3%
3-2022	22	0.0%	14	- 22.2%
<b>4-2022</b>	<b>17</b>	<b>- 34.6%</b>	<b>16</b>	<b>+ 6.7%</b>
12-Month Avg*	19	- 36.9%	15	- 44.0%

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

## Historical Days on Market Until Sale by Month

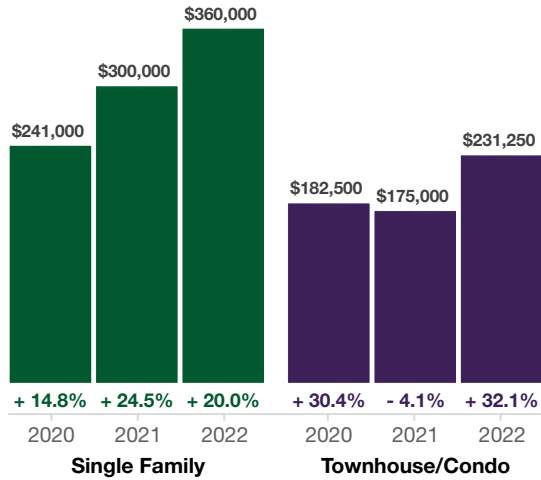


# Median Sales Price

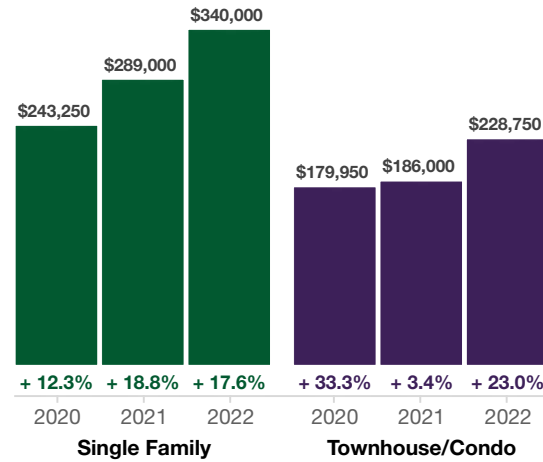
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



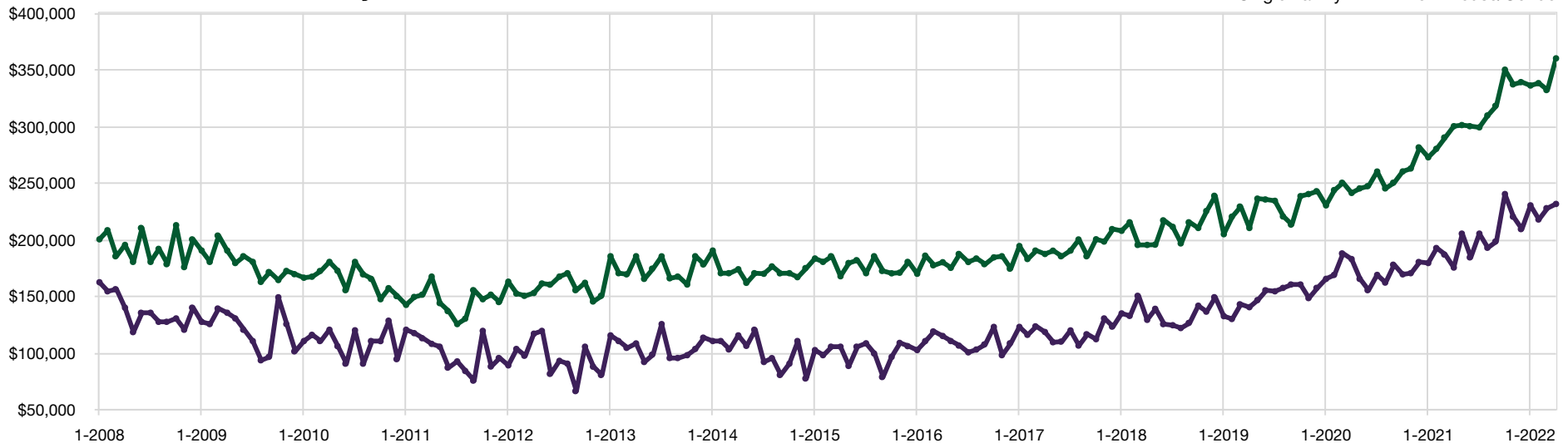
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$350,000	+ 34.6%	\$240,000	+ 42.0%
11-2021	\$337,000	+ 28.3%	\$220,000	+ 29.4%
12-2021	\$339,000	+ 20.5%	\$209,000	+ 16.2%
1-2022	\$336,000	+ 23.3%	\$230,000	+ 28.5%
2-2022	\$338,103	+ 20.8%	\$217,500	+ 13.1%
3-2022	\$332,000	+ 14.5%	\$227,500	+ 22.0%
<b>4-2022</b>	<b>\$360,000</b>	<b>+ 20.0%</b>	<b>\$231,250</b>	<b>+ 32.1%</b>
12-Month Avg*	\$325,000	+ 21.3%	\$215,000	+ 22.9%

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

## Historical Median Sales Price by Month



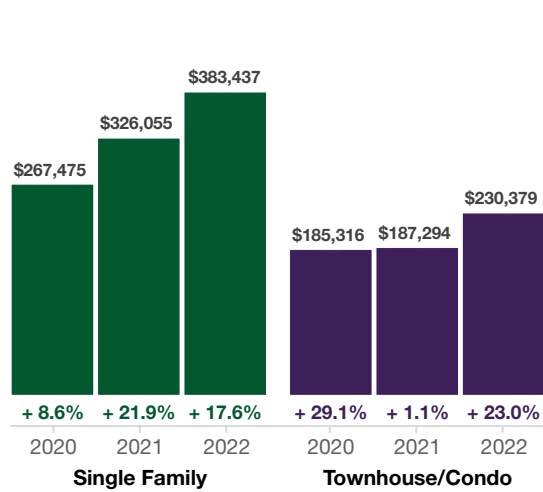


# Average Sales Price

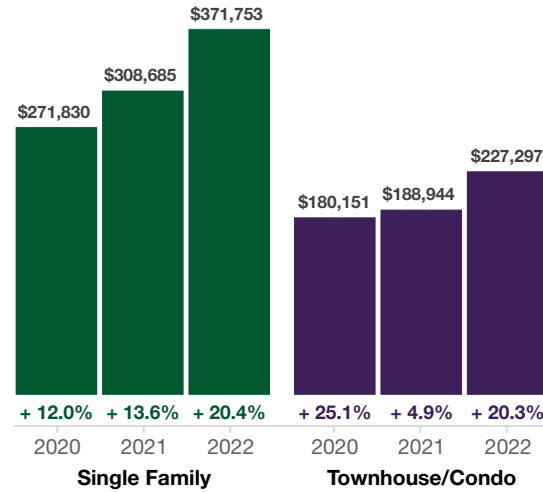
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



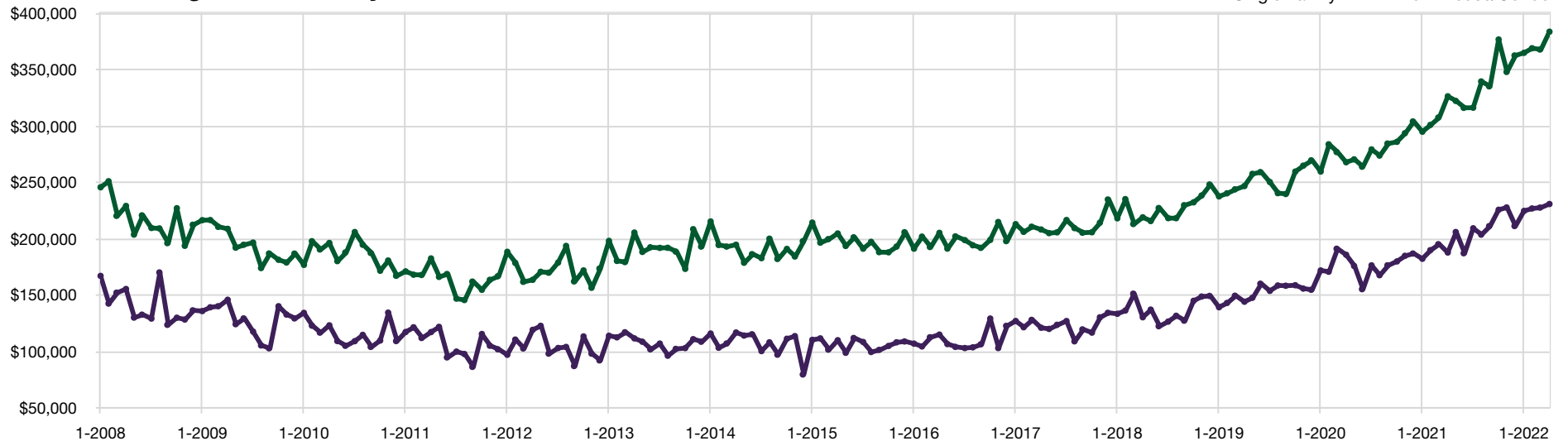
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$376,541	+ 31.8%	\$225,277	+ 25.6%
11-2021	\$347,724	+ 18.6%	\$227,293	+ 23.3%
12-2021	\$362,326	+ 19.3%	\$210,817	+ 13.1%
1-2022	\$364,705	+ 23.8%	\$224,237	+ 23.4%
2-2022	\$368,766	+ 22.7%	\$226,421	+ 19.6%
3-2022	\$367,604	+ 19.7%	\$227,180	+ 16.7%
<b>4-2022</b>	<b>\$383,437</b>	<b>+ 17.6%</b>	<b>\$230,379</b>	<b>+ 23.0%</b>
12-Month Avg*	\$349,818	+ 20.1%	\$215,347	+ 19.6%

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

## Historical Average Sales Price by Month

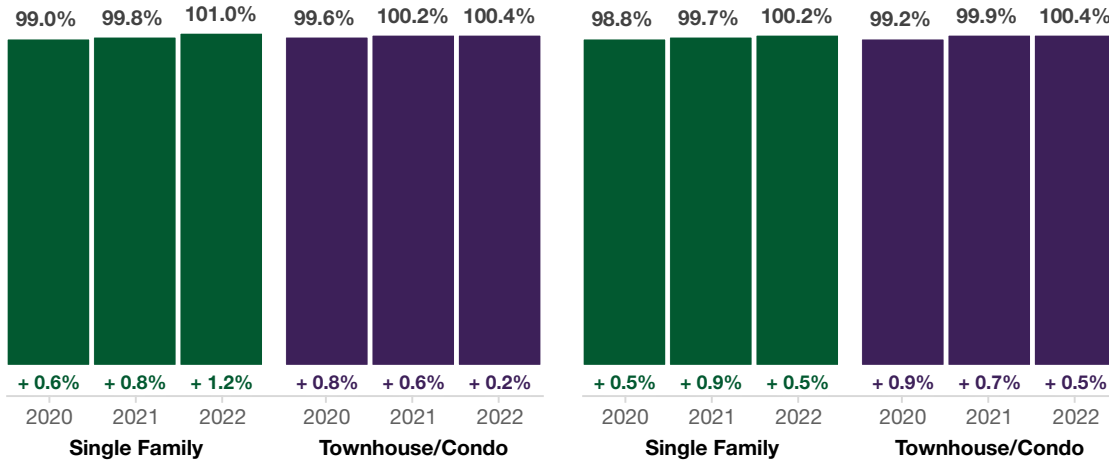


# Percent of List Price Received

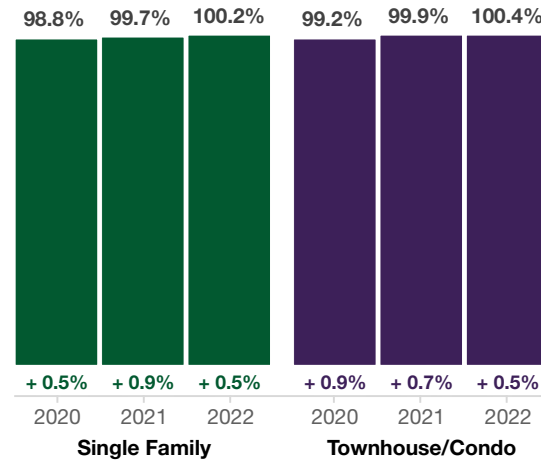
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April



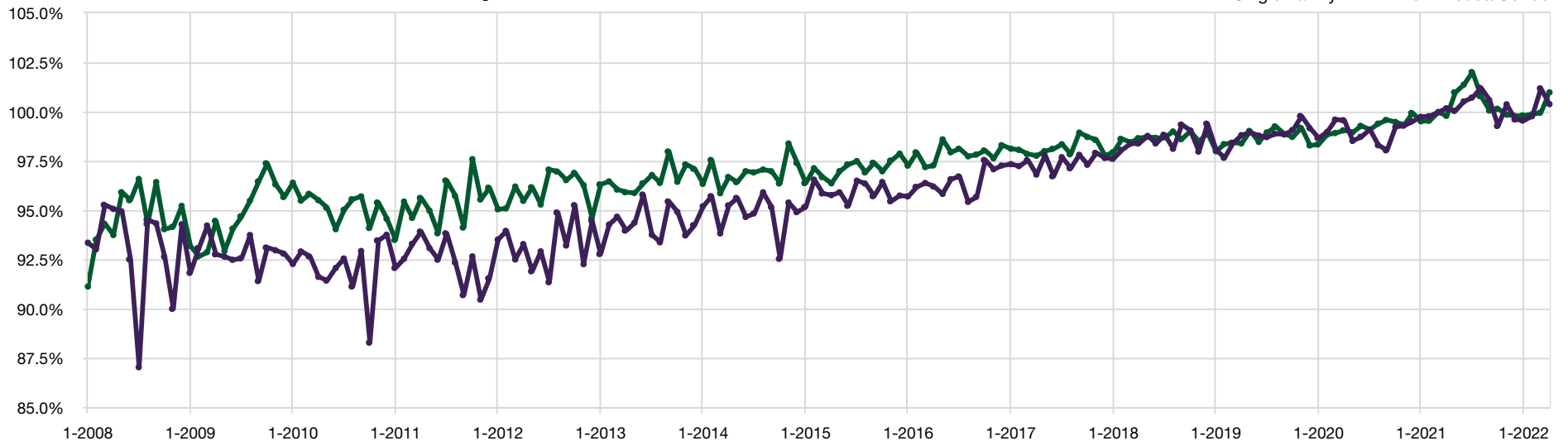
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	100.1%	+ 0.6%	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%	99.5%	- 0.2%
2-2022	99.9%	+ 0.4%	99.8%	0.0%
3-2022	99.9%	- 0.1%	101.2%	+ 1.2%
<b>4-2022</b>	<b>101.0%</b>	<b>+ 1.2%</b>	<b>100.4%</b>	<b>+ 0.2%</b>
12-Month Avg*	100.5%	+ 1.0%	100.3%	+ 1.0%

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

## Historical Percent of List Price Received by Month

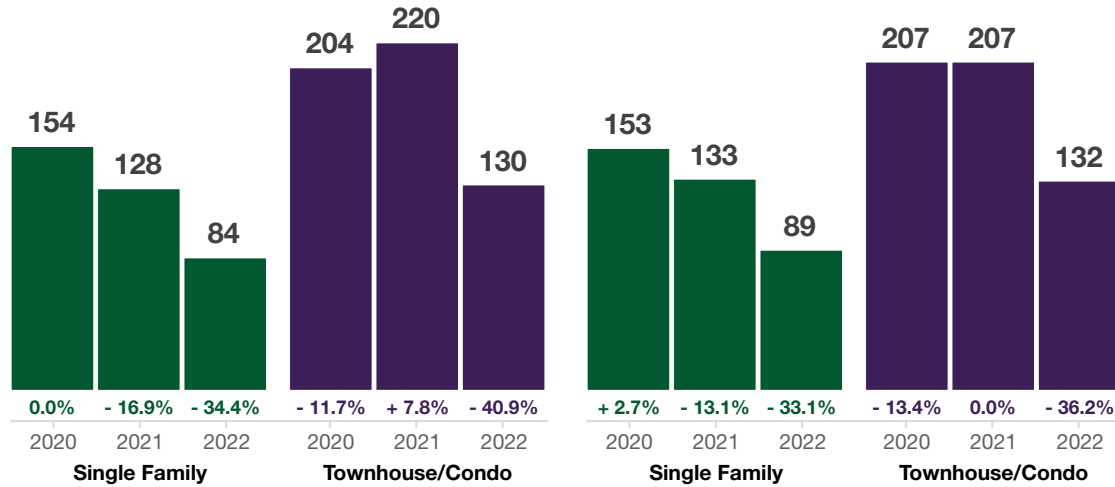


# Housing Affordability Index

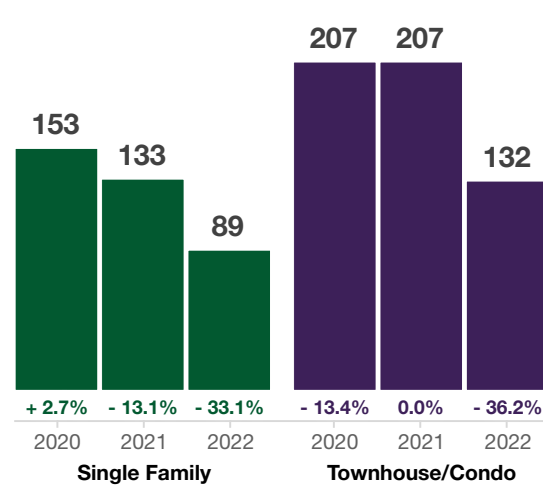


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## April

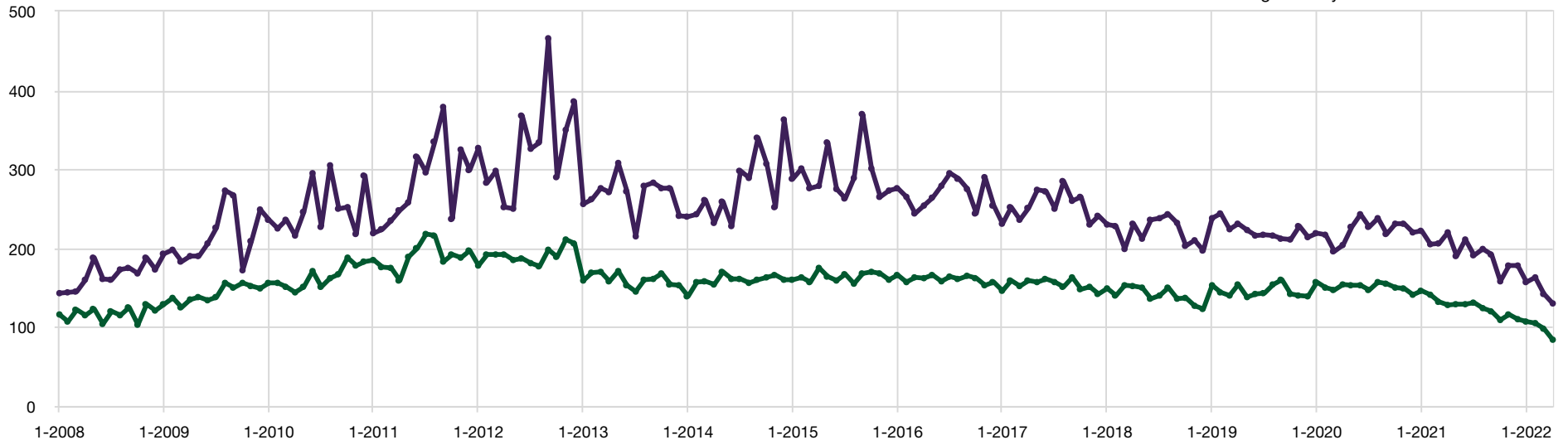


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	124	- 21.0%	199	- 16.4%
9-2021	120	- 22.6%	192	- 11.9%
10-2021	109	- 27.3%	158	- 31.6%
11-2021	116	- 22.1%	178	- 22.9%
12-2021	110	- 22.0%	178	- 19.1%
1-2022	107	- 26.7%	157	- 29.3%
2-2022	105	- 25.5%	163	- 20.5%
3-2022	98	- 25.8%	142	- 31.1%
<b>4-2022</b>	<b>84</b>	<b>- 34.4%</b>	<b>130</b>	<b>- 40.9%</b>
12-Month Avg	114	- 21.9%	174	- 22.3%

## Historical Housing Affordability Index by Month

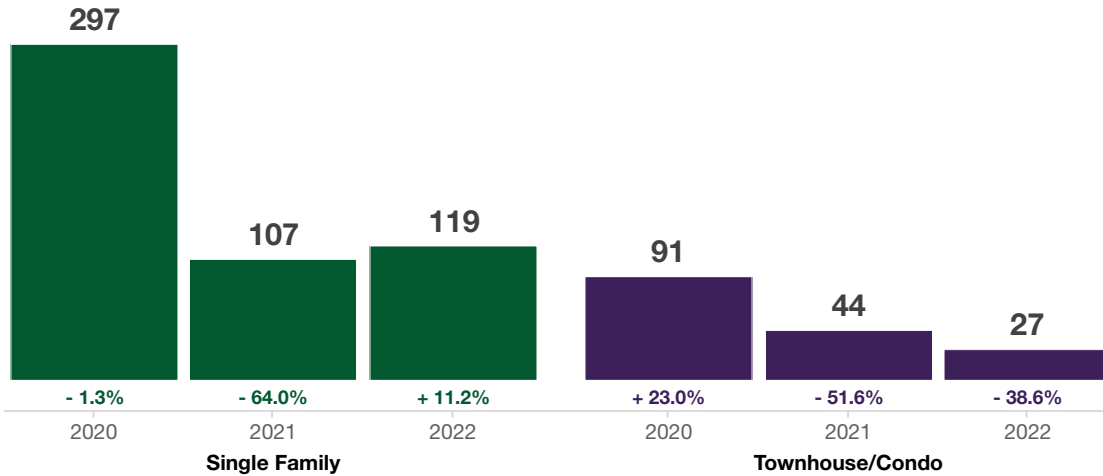


# Inventory of Homes for Sale

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

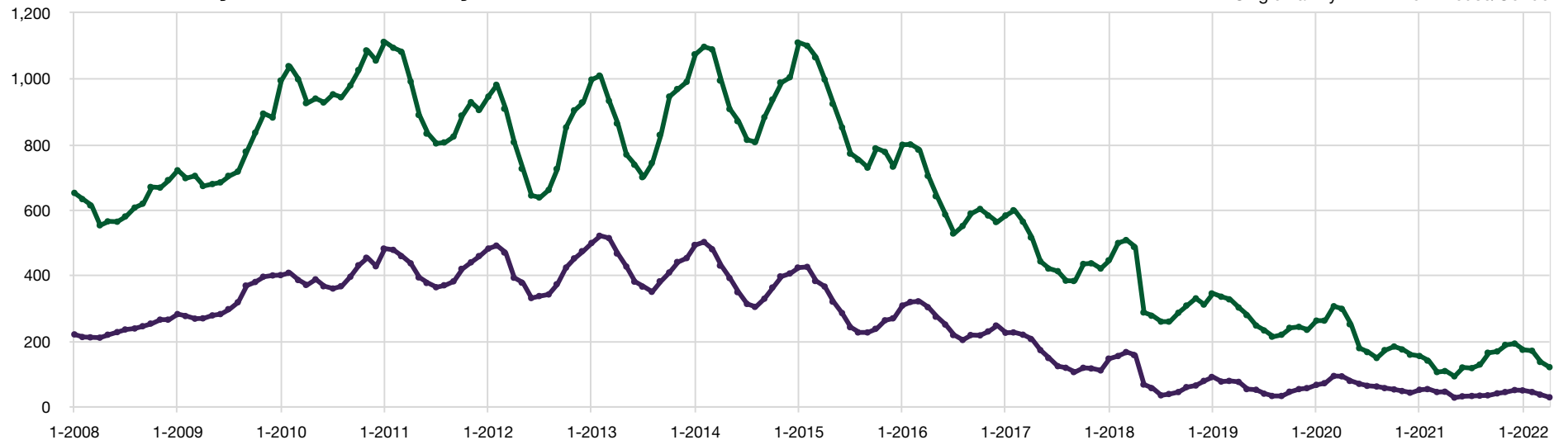


## April



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	167	- 8.2%	39	- 23.5%
11-2021	187	+ 8.1%	43	- 6.5%
12-2021	191	+ 21.7%	49	+ 19.5%
1-2022	172	+ 12.4%	48	- 4.0%
2-2022	169	+ 21.6%	43	- 17.3%
3-2022	135	+ 29.8%	35	- 18.6%
<b>4-2022</b>	<b>119</b>	<b>+ 11.2%</b>	<b>27</b>	<b>- 38.6%</b>
12-Month Avg	146	- 8.8%	36	- 33.3%

## Historical Inventory of Homes for Sale by Month

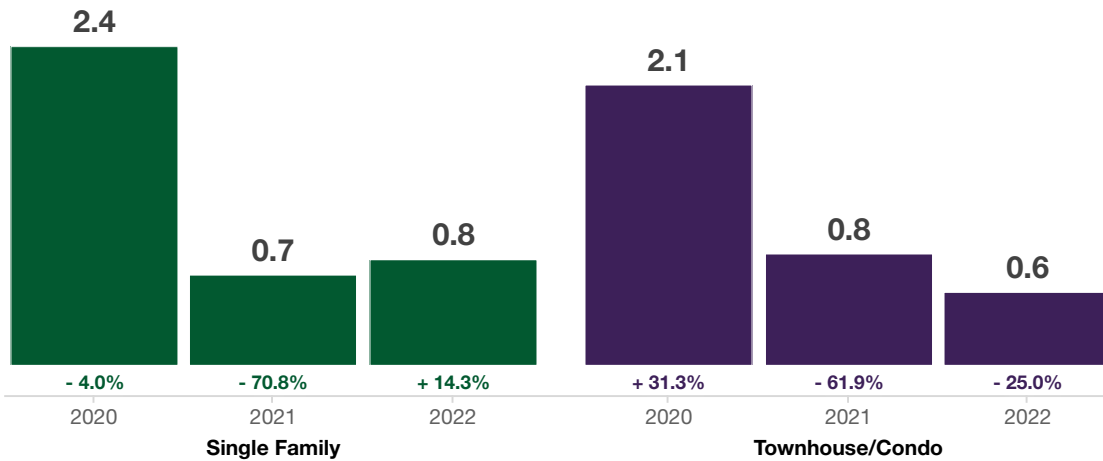


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



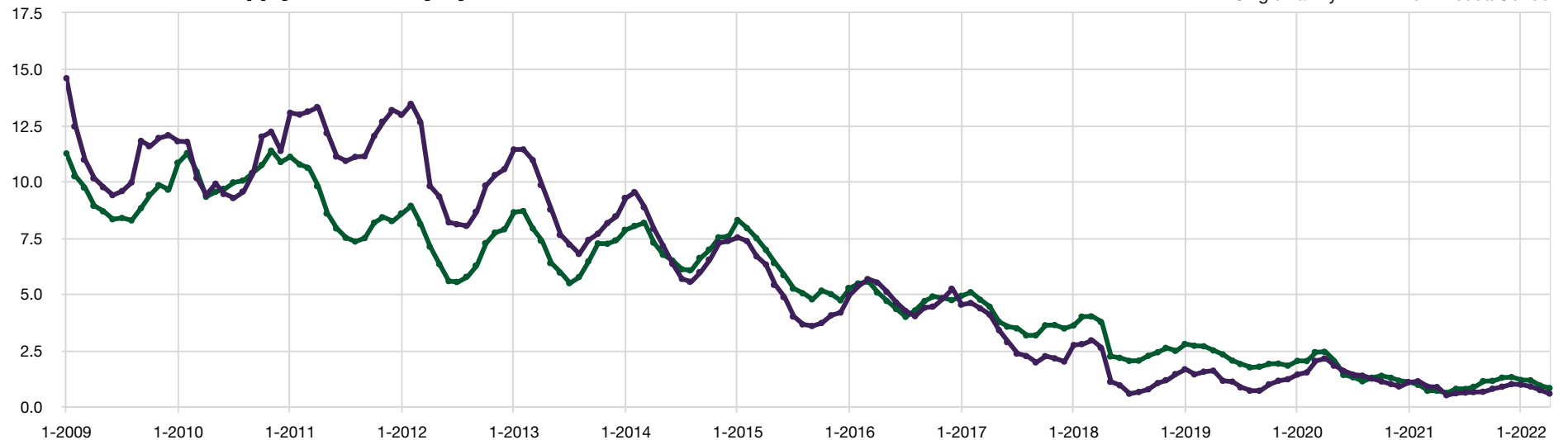
## April



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1.2	+9.1%	1.0	-9.1%
2-2022	1.2	+20.0%	0.9	-18.2%
3-2022	0.9	+28.6%	0.7	-22.2%
<b>4-2022</b>	<b>0.8</b>	<b>+14.3%</b>	<b>0.6</b>	<b>-25.0%</b>
12-Month Avg*	1.0	-16.7%	0.7	-39.0%

\* Months Supply for all properties from May 2021 through April 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	4-2021	4-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		242	<b>206</b>	- 14.9%	975	<b>911</b>	- 6.6%
<b>Pending Sales</b>		217	<b>216</b>	- 0.5%	959	<b>940</b>	- 2.0%
<b>Closed Sales</b>		245	<b>239</b>	- 2.4%	879	<b>854</b>	- 2.8%
<b>Days on Market Until Sale</b>		23	<b>17</b>	- 26.1%	23	<b>20</b>	- 13.0%
<b>Median Sales Price</b>		\$278,790	<b>\$325,000</b>	+ 16.6%	\$265,000	<b>\$315,500</b>	+ 19.1%
<b>Average Sales Price</b>		\$285,843	<b>\$343,731</b>	+ 20.3%	\$275,719	<b>\$333,186</b>	+ 20.8%
<b>Percent of List Price Received</b>		99.9%	<b>100.8%</b>	+ 0.9%	99.8%	<b>100.2%</b>	+ 0.4%
<b>Housing Affordability Index</b>		138	<b>93</b>	- 32.6%	145	<b>95</b>	- 34.5%
<b>Inventory of Homes for Sale</b>		151	<b>146</b>	- 3.3%	—	—	—
<b>Months Supply of Inventory</b>		0.7	<b>0.7</b>	0.0%	—	—	—

# Local Market Update – April 2022

A Research Tool Provided by Southern Arizona MLS.

## Green Valley - North

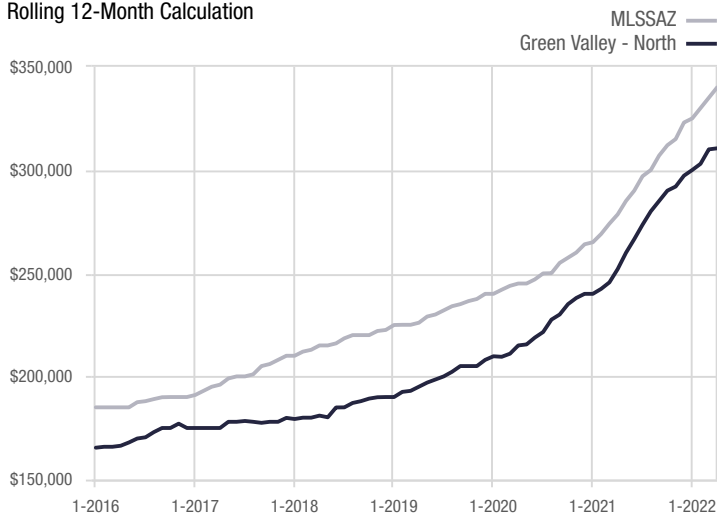
Single Family	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	78	55	- 29.5%	273	255	- 6.6%
Pending Sales	65	61	- 6.2%	280	280	0.0%
Closed Sales	68	70	+ 2.9%	254	254	0.0%
Days on Market Until Sale	25	17	- 32.0%	21	22	+ 4.8%
Median Sales Price*	\$291,500	<b>\$321,250</b>	+ 10.2%	\$279,299	<b>\$320,000</b>	+ 14.6%
Average Sales Price*	\$304,146	<b>\$342,994</b>	+ 12.8%	\$283,992	<b>\$343,681</b>	+ 21.0%
Percent of List Price Received*	100.4%	<b>101.0%</b>	+ 0.6%	100.3%	<b>100.4%</b>	+ 0.1%
Inventory of Homes for Sale	41	44	+ 7.3%	—	—	—
Months Supply of Inventory	0.6	0.7	+ 16.7%	—	—	—

Townhouse/Condo/Duplex	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	0	2	—	2	3	+ 50.0%
Pending Sales	0	0	0.0%	2	2	0.0%
Closed Sales	0	0	0.0%	2	2	0.0%
Days on Market Until Sale	—	—	—	1	43	+ 4,200.0%
Median Sales Price*	—	—	—	\$199,750	<b>\$256,500</b>	+ 28.4%
Average Sales Price*	—	—	—	\$199,750	<b>\$256,500</b>	+ 28.4%
Percent of List Price Received*	—	—	—	99.9%	<b>99.0%</b>	- 0.9%
Inventory of Homes for Sale	0	2	—	—	—	—
Months Supply of Inventory	—	1.5	—	—	—	—

\* 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.

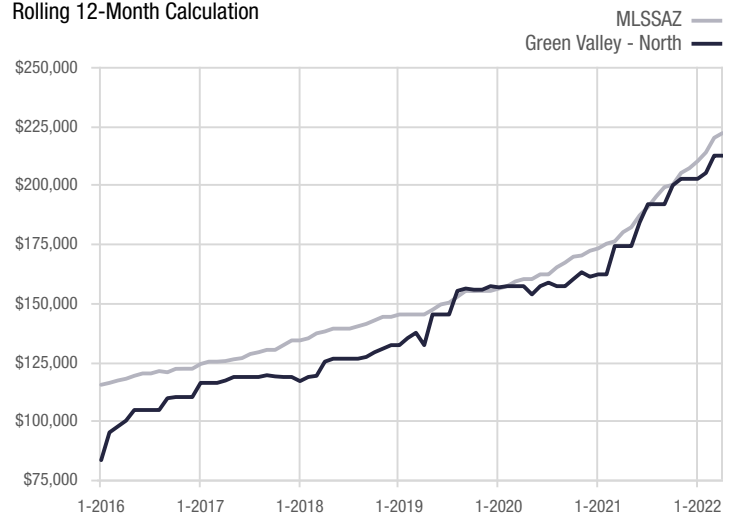
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – April 2022

A Research Tool Provided by Southern Arizona MLS.



## Green Valley - Northeast

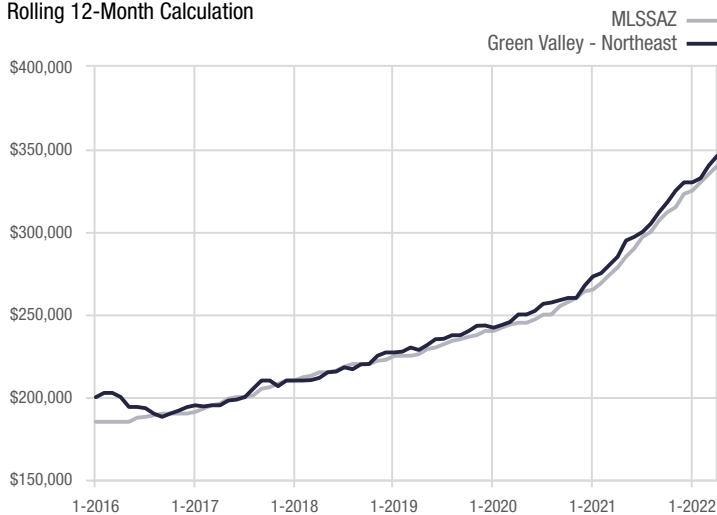
Single Family	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	40	<b>44</b>	+ 10.0%	191	<b>159</b>	- 16.8%
Pending Sales	34	<b>51</b>	+ 50.0%	174	<b>182</b>	+ 4.6%
Closed Sales	43	<b>38</b>	- 11.6%	170	<b>144</b>	- 15.3%
Days on Market Until Sale	20	<b>9</b>	- 55.0%	16	<b>19</b>	+ 18.8%
Median Sales Price*	\$349,000	<b>\$417,000</b>	+ 19.5%	\$311,000	<b>\$378,500</b>	+ 21.7%
Average Sales Price*	\$365,640	<b>\$423,297</b>	+ 15.8%	\$339,097	<b>\$393,028</b>	+ 15.9%
Percent of List Price Received*	99.4%	<b>101.8%</b>	+ 2.4%	99.5%	<b>99.9%</b>	+ 0.4%
Inventory of Homes for Sale	28	<b>24</b>	- 14.3%	—	—	—
Months Supply of Inventory	0.7	<b>0.7</b>	0.0%	—	—	—

Townhouse/Condo/Duplex	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	5	<b>7</b>	+ 40.0%	20	<b>20</b>	0.0%
Pending Sales	6	<b>7</b>	+ 16.7%	19	<b>21</b>	+ 10.5%
Closed Sales	6	<b>4</b>	- 33.3%	18	<b>18</b>	0.0%
Days on Market Until Sale	20	<b>77</b>	+ 285.0%	12	<b>36</b>	+ 200.0%
Median Sales Price*	\$283,750	<b>\$333,000</b>	+ 17.4%	\$236,500	<b>\$293,000</b>	+ 23.9%
Average Sales Price*	\$265,250	<b>\$330,225</b>	+ 24.5%	\$239,275	<b>\$288,351</b>	+ 20.5%
Percent of List Price Received*	101.7%	<b>99.8%</b>	- 1.9%	100.3%	<b>99.1%</b>	- 1.2%
Inventory of Homes for Sale	2	<b>4</b>	+ 100.0%	—	—	—
Months Supply of Inventory	0.5	<b>1.1</b>	+ 120.0%	—	—	—

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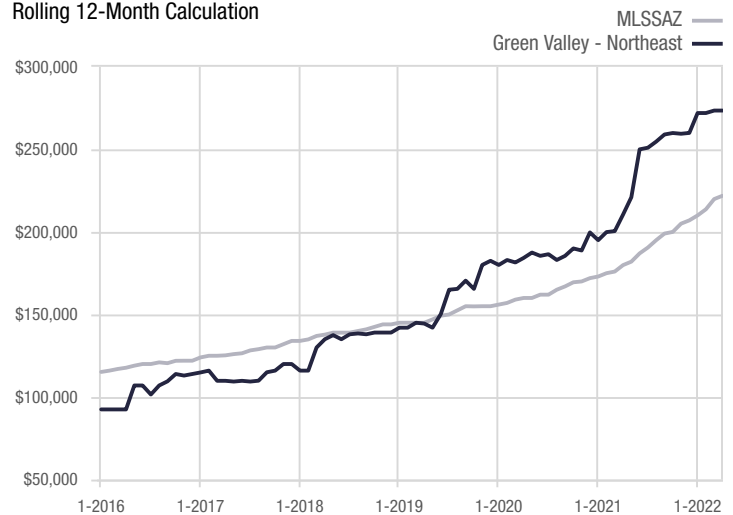
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – April 2022

A Research Tool Provided by Southern Arizona MLS.



## Green Valley - Northwest

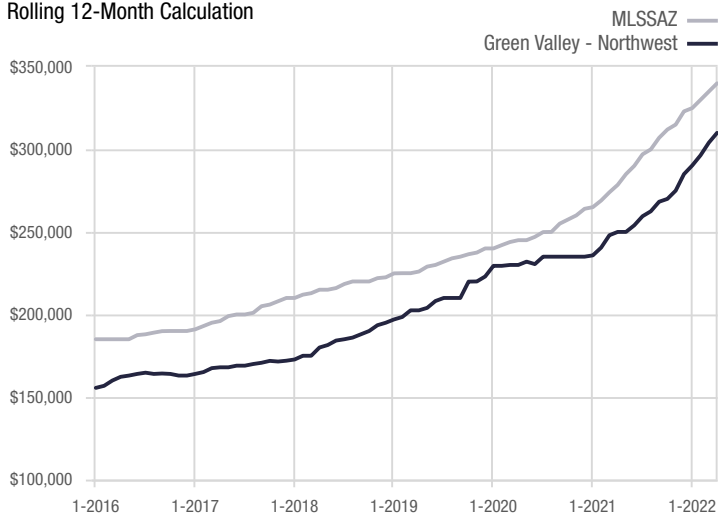
Single Family	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
<b>Key Metrics</b>						
New Listings	22	24	+ 9.1%	98	112	+ 14.3%
Pending Sales	18	22	+ 22.2%	96	109	+ 13.5%
Closed Sales	33	29	- 12.1%	89	99	+ 11.2%
Days on Market Until Sale	24	14	- 41.7%	33	16	- 51.5%
Median Sales Price*	\$275,000	<b>\$340,500</b>	+ 23.8%	\$270,000	<b>\$325,000</b>	+ 20.4%
Average Sales Price*	\$286,639	<b>\$348,605</b>	+ 21.6%	\$283,717	<b>\$339,821</b>	+ 19.8%
Percent of List Price Received*	99.7%	100.0%	+ 0.3%	99.6%	100.0%	+ 0.4%
Inventory of Homes for Sale	15	25	+ 66.7%	—	—	—
Months Supply of Inventory	0.7	1.2	+ 71.4%	—	—	—

Townhouse/Condo/Duplex	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
<b>Key Metrics</b>						
New Listings	37	22	- 40.5%	150	126	- 16.0%
Pending Sales	35	26	- 25.7%	141	127	- 9.9%
Closed Sales	38	35	- 7.9%	131	129	- 1.5%
Days on Market Until Sale	18	12	- 33.3%	17	13	- 23.5%
Median Sales Price*	\$145,400	<b>\$198,000</b>	+ 36.2%	\$167,000	<b>\$197,200</b>	+ 18.1%
Average Sales Price*	\$146,042	<b>\$191,863</b>	+ 31.4%	\$160,011	<b>\$193,187</b>	+ 20.7%
Percent of List Price Received*	99.9%	100.5%	+ 0.6%	99.9%	100.5%	+ 0.6%
Inventory of Homes for Sale	24	11	- 54.2%	—	—	—
Months Supply of Inventory	0.9	0.4	- 55.6%	—	—	—

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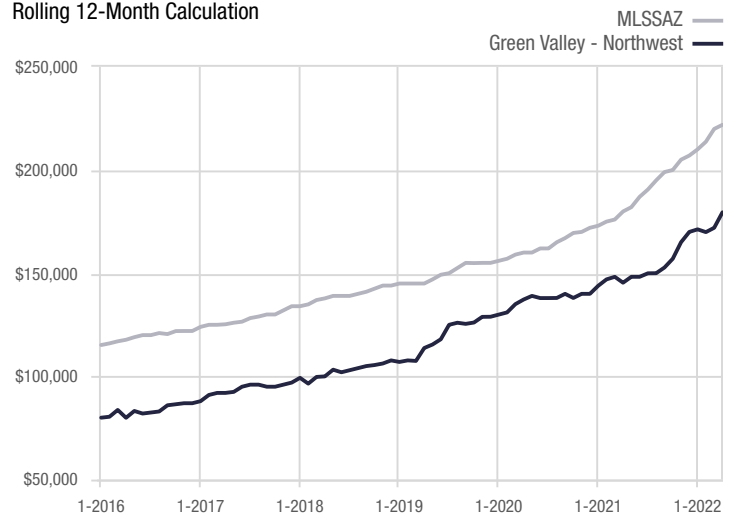
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – April 2022

A Research Tool Provided by Southern Arizona MLS.

## Green Valley - Southeast

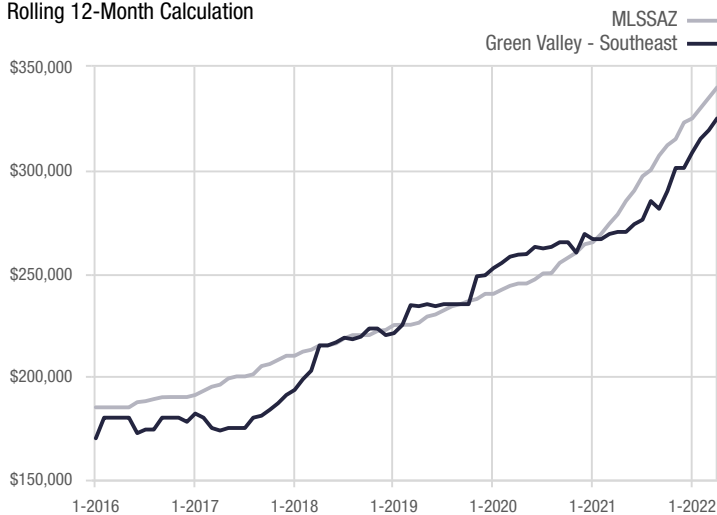
Single Family	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
<b>Key Metrics</b>						
New Listings	13	14	+ 7.7%	51	59	+ 15.7%
Pending Sales	18	14	- 22.2%	54	49	- 9.3%
Closed Sales	7	16	+ 128.6%	37	47	+ 27.0%
Days on Market Until Sale	42	11	- 73.8%	51	11	- 78.4%
Median Sales Price*	\$270,000	<b>\$377,000</b>	+ 39.6%	\$270,000	<b>\$344,000</b>	+ 27.4%
Average Sales Price*	\$365,000	<b>\$383,338</b>	+ 5.0%	\$302,077	<b>\$380,015</b>	+ 25.8%
Percent of List Price Received*	99.4%	<b>100.6%</b>	+ 1.2%	100.0%	<b>100.2%</b>	+ 0.2%
Inventory of Homes for Sale	7	10	+ 42.9%	—	—	—
Months Supply of Inventory	0.6	1.0	+ 66.7%	—	—	—

Townhouse/Condo/Duplex	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
<b>Key Metrics</b>						
New Listings	5	7	+ 40.0%	28	21	- 25.0%
Pending Sales	6	6	0.0%	24	22	- 8.3%
Closed Sales	8	3	- 62.5%	18	14	- 22.2%
Days on Market Until Sale	17	3	- 82.4%	16	12	- 25.0%
Median Sales Price*	\$239,675	<b>\$245,000</b>	+ 2.2%	\$238,750	<b>\$225,000</b>	- 5.8%
Average Sales Price*	\$245,419	<b>\$241,667</b>	- 1.5%	\$231,647	<b>\$234,257</b>	+ 1.1%
Percent of List Price Received*	99.1%	<b>98.2%</b>	- 0.9%	99.0%	<b>99.9%</b>	+ 0.9%
Inventory of Homes for Sale	3	2	- 33.3%	—	—	—
Months Supply of Inventory	0.7	0.5	- 28.6%	—	—	—

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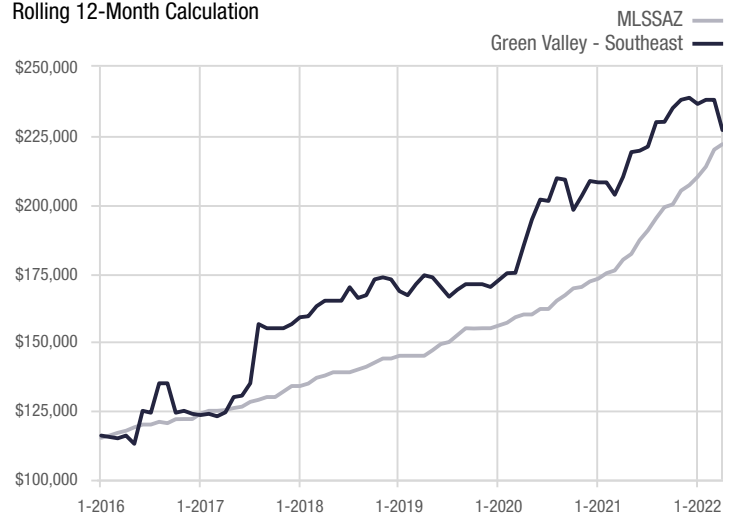
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – April 2022

A Research Tool Provided by Southern Arizona MLS.



## Green Valley - Southwest

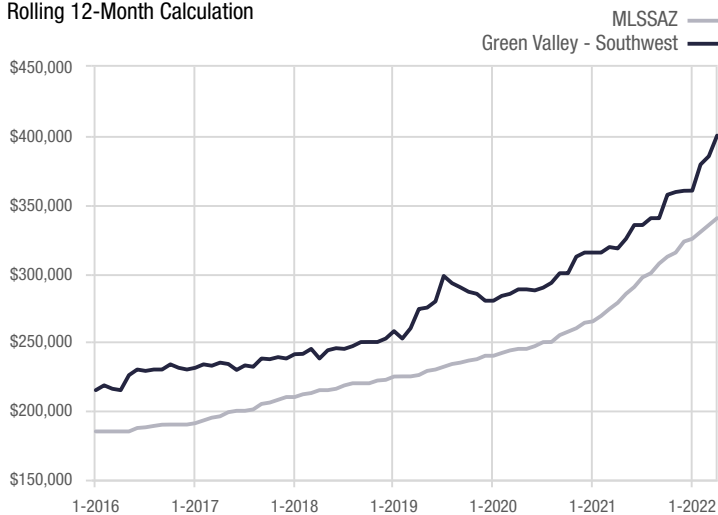
Single Family	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	21	16	- 23.8%	81	84	+ 3.7%
Pending Sales	19	14	- 26.3%	92	78	- 15.2%
Closed Sales	23	24	+ 4.3%	87	82	- 5.7%
Days on Market Until Sale	40	36	- 10.0%	37	41	+ 10.8%
Median Sales Price*	\$310,000	<b>\$427,500</b>	+ 37.9%	\$318,000	<b>\$406,000</b>	+ 27.7%
Average Sales Price*	\$361,527	<b>\$480,438</b>	+ 32.9%	\$349,705	<b>\$455,167</b>	+ 30.2%
Percent of List Price Received*	98.9%	<b>101.1%</b>	+ 2.2%	98.7%	<b>100.3%</b>	+ 1.6%
Inventory of Homes for Sale	16	16	0.0%	—	—	—
Months Supply of Inventory	1.0	1.1	+ 10.0%	—	—	—

Townhouse/Condo/Duplex	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	21	15	- 28.6%	81	72	- 11.1%
Pending Sales	16	15	- 6.3%	77	70	- 9.1%
Closed Sales	19	20	+ 5.3%	73	65	- 11.0%
Days on Market Until Sale	6	13	+ 116.7%	20	13	- 35.0%
Median Sales Price*	\$196,000	<b>\$252,500</b>	+ 28.8%	\$195,000	<b>\$255,000</b>	+ 30.8%
Average Sales Price*	\$220,705	<b>\$276,120</b>	+ 25.1%	\$217,629	<b>\$275,687</b>	+ 26.7%
Percent of List Price Received*	100.6%	<b>100.6%</b>	0.0%	100.1%	<b>100.6%</b>	+ 0.5%
Inventory of Homes for Sale	15	8	- 46.7%	—	—	—
Months Supply of Inventory	1.0	0.5	- 50.0%	—	—	—

\* 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.

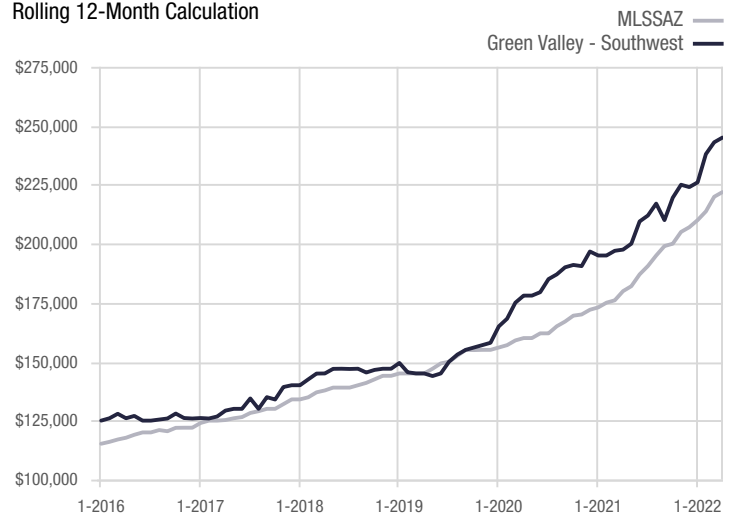
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – April 2022

A Research Tool Provided by Southern Arizona MLS.



## Santa Cruz County - Amado

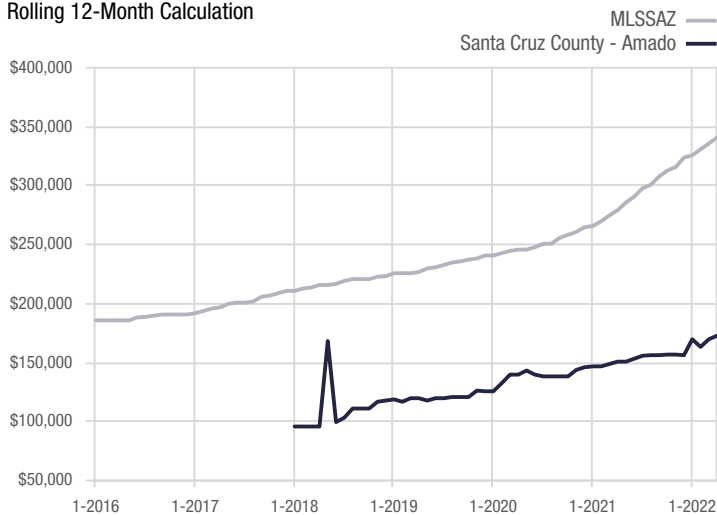
Single Family Key Metrics	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	0	2	—	2	4	+ 100.0%
Pending Sales	1	3	+ 200.0%	3	5	+ 66.7%
Closed Sales	1	0	- 100.0%	6	2	- 66.7%
Days on Market Until Sale	3	—	—	84	11	- 86.9%
Median Sales Price*	\$156,000	—	—	\$152,500	<b>\$321,500</b>	+ 110.8%
Average Sales Price*	\$156,000	—	—	\$140,167	<b>\$321,500</b>	+ 129.4%
Percent of List Price Received*	104.1%	—	—	98.5%	<b>103.2%</b>	+ 4.8%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.6	—	—	—	—	—

Townhouse/Condo/Duplex Key Metrics	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% 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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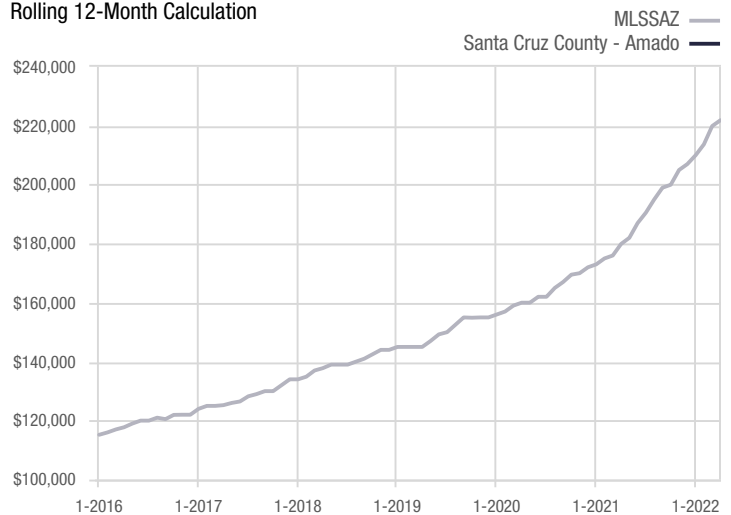
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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## Santa Cruz County - Tubac East

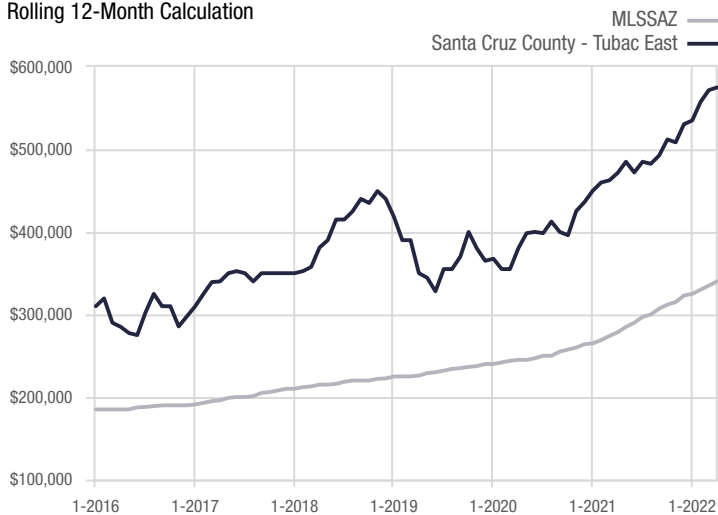
Single Family	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	12	3	- 75.0%	26	33	+ 26.9%
Pending Sales	6	10	+ 66.7%	17	42	+ 147.1%
Closed Sales	6	7	+ 16.7%	14	30	+ 114.3%
Days on Market Until Sale	91	50	- 45.1%	85	54	- 36.5%
Median Sales Price*	\$462,500	<b>\$617,000</b>	+ 33.4%	\$515,250	<b>\$603,942</b>	+ 17.2%
Average Sales Price*	\$501,296	<b>\$588,571</b>	+ 17.4%	\$562,091	<b>\$632,523</b>	+ 12.5%
Percent of List Price Received*	97.5%	97.4%	- 0.1%	98.0%	97.2%	- 0.8%
Inventory of Homes for Sale	21	9	- 57.1%	—	—	—
Months Supply of Inventory	4.2	1.1	- 73.8%	—	—	—

Townhouse/Condo/Duplex	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	6	2	- 66.7%	14	11	- 21.4%
Pending Sales	6	6	0.0%	14	15	+ 7.1%
Closed Sales	4	5	+ 25.0%	15	19	+ 26.7%
Days on Market Until Sale	131	7	- 94.7%	122	31	- 74.6%
Median Sales Price*	\$234,500	<b>\$275,000</b>	+ 17.3%	\$215,000	<b>\$265,000</b>	+ 23.3%
Average Sales Price*	\$250,750	<b>\$276,300</b>	+ 10.2%	\$223,800	<b>\$278,390</b>	+ 24.4%
Percent of List Price Received*	98.4%	100.6%	+ 2.2%	97.6%	100.0%	+ 2.5%
Inventory of Homes for Sale	6	0	- 100.0%	—	—	—
Months Supply of Inventory	1.4	—	—	—	—	—

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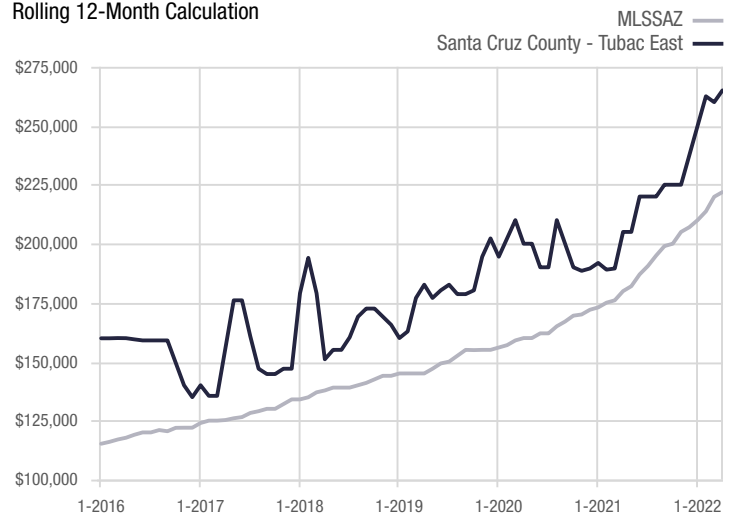
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – April 2022

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County - Tubac West

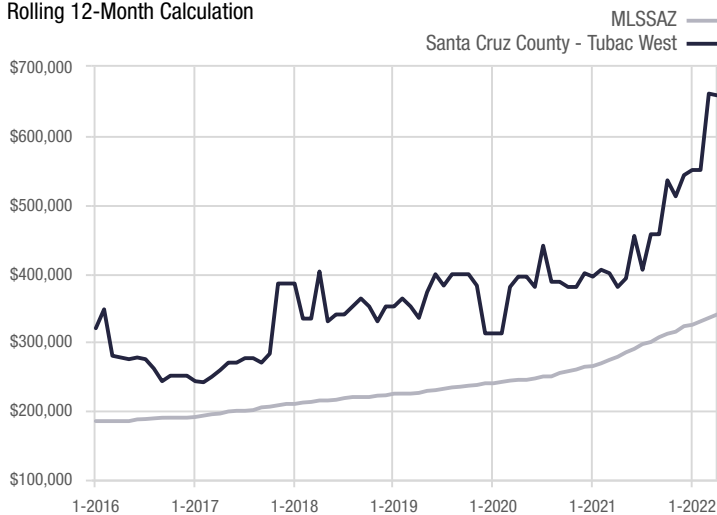
Single Family	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
<b>Key Metrics</b>						
New Listings	1	3	+ 200.0%	6	13	+ 116.7%
Pending Sales	1	4	+ 300.0%	7	14	+ 100.0%
Closed Sales	0	2	—	4	9	+ 125.0%
Days on Market Until Sale	—	30	—	44	102	+ 131.8%
Median Sales Price*	—	\$542,450	—	\$419,500	\$600,000	+ 43.0%
Average Sales Price*	—	\$542,450	—	\$437,250	\$734,886	+ 68.1%
Percent of List Price Received*	—	100.0%	—	97.7%	95.6%	- 2.1%
Inventory of Homes for Sale	3	2	- 33.3%	—	—	—
Months Supply of Inventory	1.7	0.8	- 52.9%	—	—	—

Townhouse/Condo/Duplex	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
<b>Key Metrics</b>						
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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

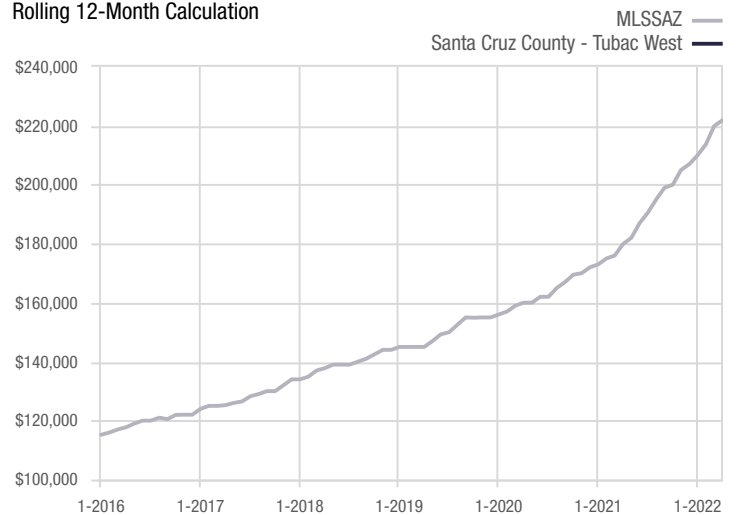
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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