

Monthly Indicators



August 2022

Summer 2022 has been a season of change for the U.S. real estate market. With housing affordability at a 33-year low, existing-home sales have continued to soften nationwide, falling 5.9% month-to-month and 20.9% year-over-year as of last measure, according to the National Association of REALTORS® (NAR). Pending home sales have also continued to decline, while new listings have steadily increased, with unsold inventory reaching 3.3 months' supply at the start of August. The pullback in demand has been particularly hard on homebuilders, causing new-home sales and construction to slow.

New Listings decreased 7.5 percent for Single Family but increased 7.3 percent for Townhouse/Condo. Pending Sales decreased 9.0 percent for Single Family but remained flat for Townhouse/Condo. Inventory increased 41.0 percent for Single Family and 47.6 percent for Townhouse/Condo.

Median Sales Price increased 12.4 percent to \$367,000 for Single Family and 26.4 percent to \$265,500 for Townhouse/Condo. Days on Market increased 53.3 percent for Single Family and 72.7 percent for Townhouse/Condo. Months Supply of Inventory increased 46.2 percent for Single Family and 62.5 percent for Townhouse/Condo.

Inflation, higher interest rates, and fears of a potential recession have taken a toll on buyers and sellers this summer, leading many people to stay on the sidelines to see what will happen with the market. But some experts, including NAR Chief Economist Lawrence Yun, believe the worst of inflation may be over. Although sales prices remain up from this time last year, price growth is expected to moderate in the months ahead as the market continues to shift in a more buyer-friendly direction.

Quick Facts

- 16.8%

Change in
Closed Sales
All Properties

+ 11.1%

Change in
Median Sales Price
All Properties

+ 41.7%

Change in
Homes for Sale
All Properties

This report covers residential real estate activity in the Multiple Listing Service of Southern Arizona. Percent changes are calculated using rounded figures.

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Single Family Market Overview

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



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Key Metrics	Historical Sparkbars	8-2021	8-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		1,786	1,652	- 7.5%	13,812	13,766	- 0.3%
Pending Sales		1,429	1,301	- 9.0%	12,179	11,242	- 7.7%
Closed Sales		1,372	1,115	- 18.7%	11,945	11,085	- 7.2%
Days on Market Until Sale		15	23	+ 53.3%	20	21	+ 5.0%
Median Sales Price		\$326,500	\$367,000	+ 12.4%	\$315,000	\$365,253	+ 16.0%
Average Sales Price		\$387,987	\$435,957	+ 12.4%	\$384,291	\$438,422	+ 14.1%
Percent of List Price Received		100.9%	98.9%	- 2.0%	100.8%	100.5%	- 0.3%
Housing Affordability Index		117	82	- 29.9%	122	82	- 32.8%
Inventory of Homes for Sale		1,857	2,619	+ 41.0%	—	—	—
Months Supply of Inventory		1.3	1.9	+ 46.2%	—	—	—

Townhouse/Condo Market Overview

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



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Key Metrics	Historical Sparkbars	8-2021	8-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		247	265	+ 7.3%	2,401	2,393	- 0.3%
Pending Sales		227	227	0.0%	2,245	2,080	- 7.3%
Closed Sales		244	230	- 5.7%	2,248	2,065	- 8.1%
Days on Market Until Sale		11	19	+ 72.7%	15	15	0.0%
Median Sales Price		\$210,000	\$265,500	+ 26.4%	\$204,750	\$245,000	+ 19.7%
Average Sales Price		\$232,100	\$283,322	+ 22.1%	\$219,586	\$268,107	+ 22.1%
Percent of List Price Received		101.1%	99.0%	- 2.1%	100.8%	101.1%	+ 0.3%
Housing Affordability Index		183	113	- 38.3%	187	123	- 34.2%
Inventory of Homes for Sale		212	313	+ 47.6%	—	—	—
Months Supply of Inventory		0.8	1.3	+ 62.5%	—	—	—

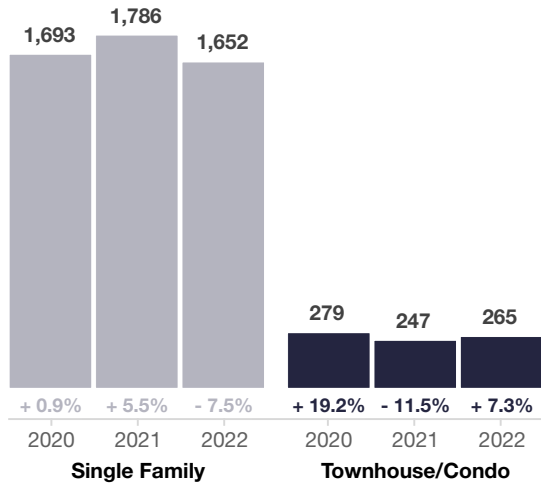
New Listings

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

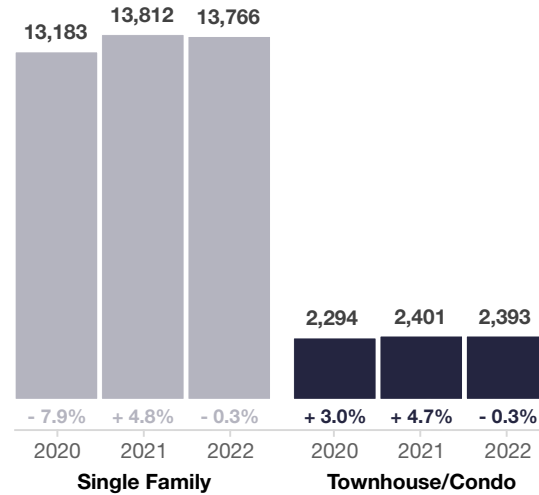


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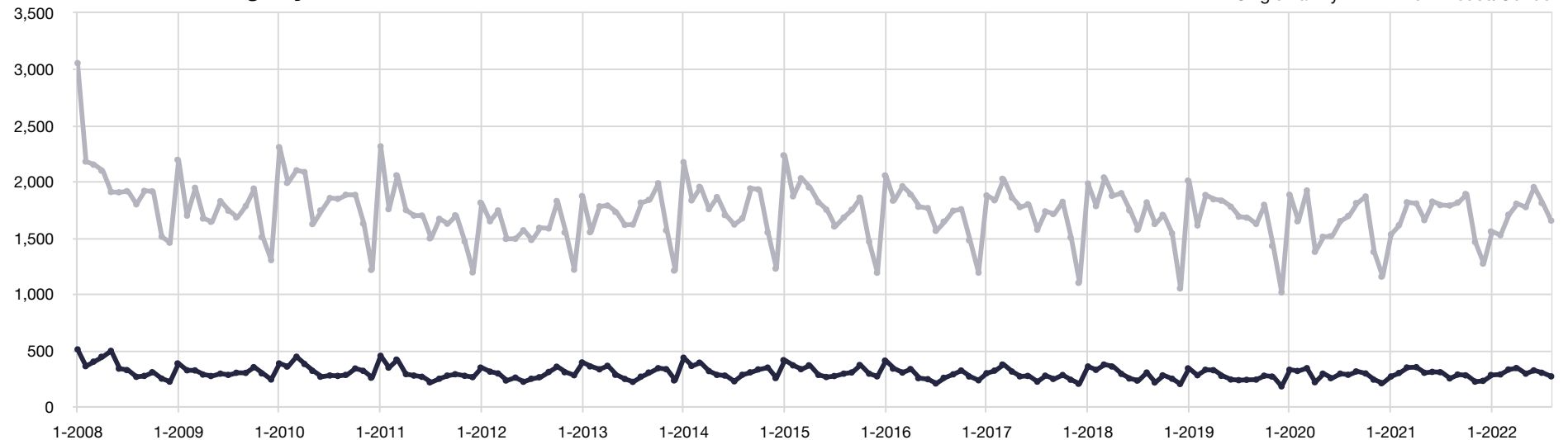


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2021	1,812	+ 0.2%	281	- 9.1%
10-2021	1,889	+ 1.2%	274	- 5.8%
11-2021	1,461	+ 6.4%	218	- 7.6%
12-2021	1,269	+ 10.1%	225	+ 10.3%
1-2022	1,555	+ 1.7%	277	+ 4.9%
2-2022	1,522	- 5.5%	282	- 4.4%
3-2022	1,704	- 6.1%	326	- 5.2%
4-2022	1,802	- 0.1%	339	- 2.3%
5-2022	1,772	+ 7.0%	289	- 2.7%
6-2022	1,950	+ 7.1%	318	+ 4.3%
7-2022	1,809	+ 1.1%	297	- 1.7%
8-2022	1,652	- 7.5%	265	+ 7.3%
12-Month Avg	1,683	+ 0.9%	283	- 1.4%

Historical New Listings by Month



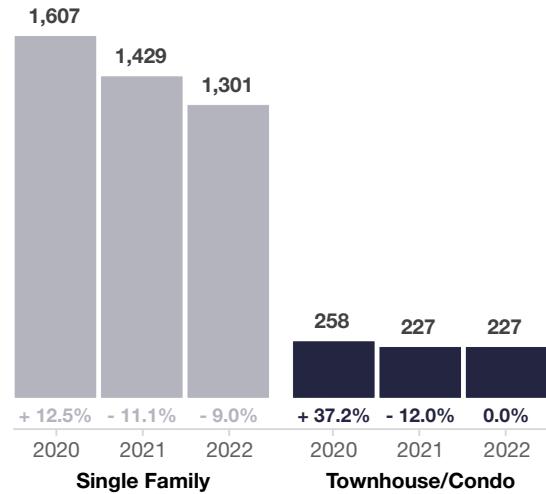
Pending Sales

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

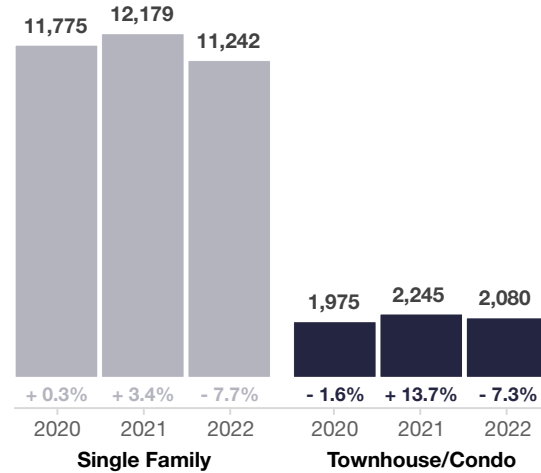


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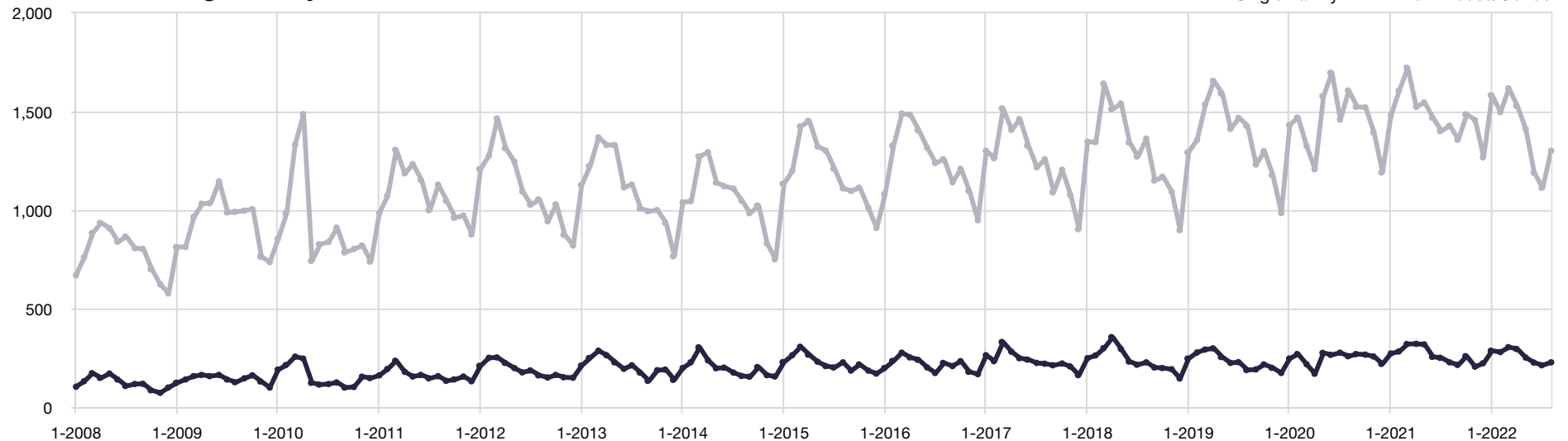


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2021	1,357	- 11.0%	214	- 20.4%
10-2021	1,486	- 2.3%	258	- 3.0%
11-2021	1,457	+ 4.5%	205	- 20.2%
12-2021	1,268	+ 6.5%	222	+ 1.4%
1-2022	1,583	+ 7.0%	286	+ 5.1%
2-2022	1,497	- 6.8%	279	- 1.1%
3-2022	1,618	- 6.1%	304	- 5.0%
4-2022	1,529	+ 0.3%	295	- 8.1%
5-2022	1,411	- 8.7%	251	- 21.1%
6-2022	1,190	- 19.0%	226	- 11.4%
7-2022	1,113	- 20.6%	212	- 15.2%
8-2022	1,301	- 9.0%	227	0.0%
12-Month Avg	1,401	- 5.6%	248	- 8.5%

Historical Pending Sales by Month



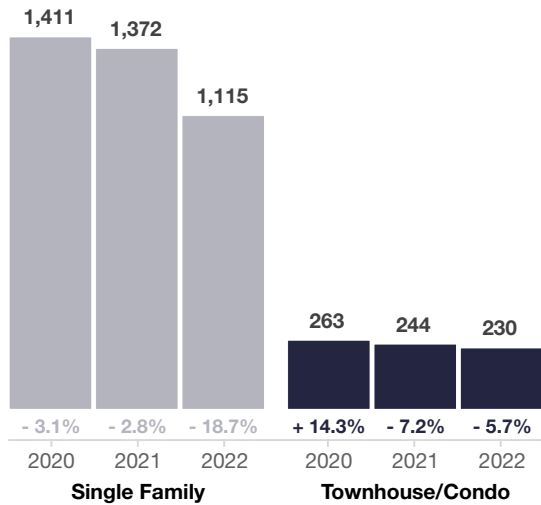
Closed Sales

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

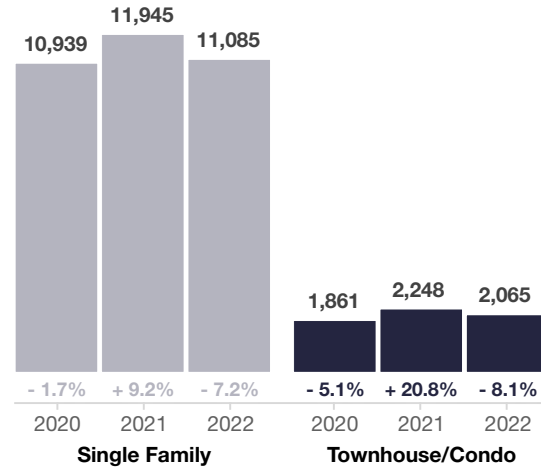


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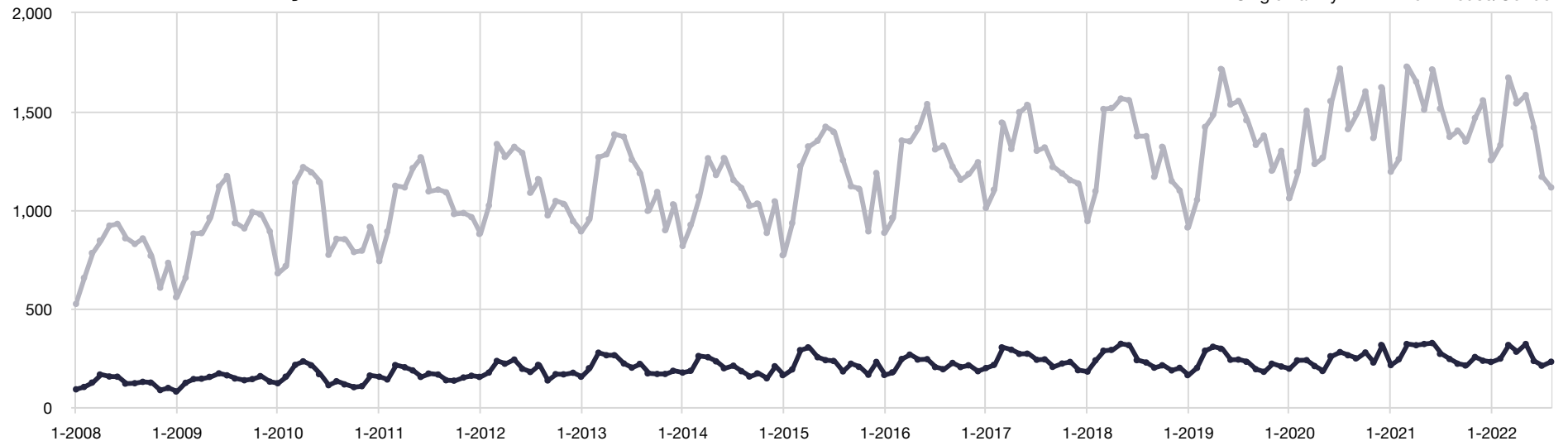


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2021	1,403	- 5.8%	220	- 10.9%
10-2021	1,348	- 15.9%	211	- 23.8%
11-2021	1,468	+ 7.5%	254	+ 12.4%
12-2021	1,557	- 4.1%	235	- 25.4%
1-2022	1,253	+ 4.9%	229	+ 7.5%
2-2022	1,330	+ 5.6%	246	+ 1.7%
3-2022	1,672	- 3.2%	315	- 1.6%
4-2022	1,542	- 6.7%	281	- 10.5%
5-2022	1,584	+ 4.9%	320	0.0%
6-2022	1,420	- 17.2%	234	- 28.0%
7-2022	1,169	- 22.8%	210	- 22.2%
8-2022	1,115	- 18.7%	230	- 5.7%
12-Month Avg	1,405	- 6.5%	249	- 9.8%

Historical Closed Sales by Month



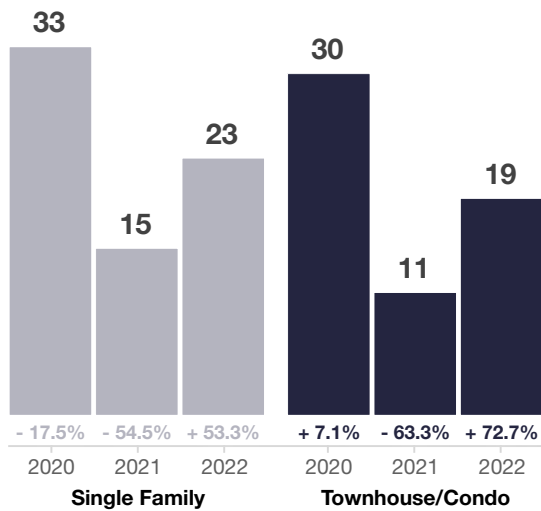
Days on Market Until Sale

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

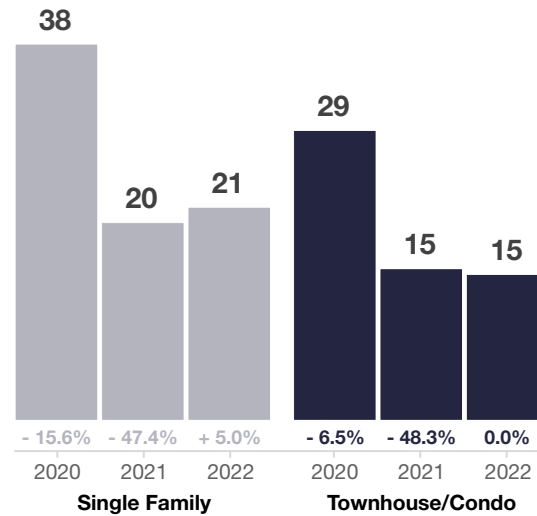


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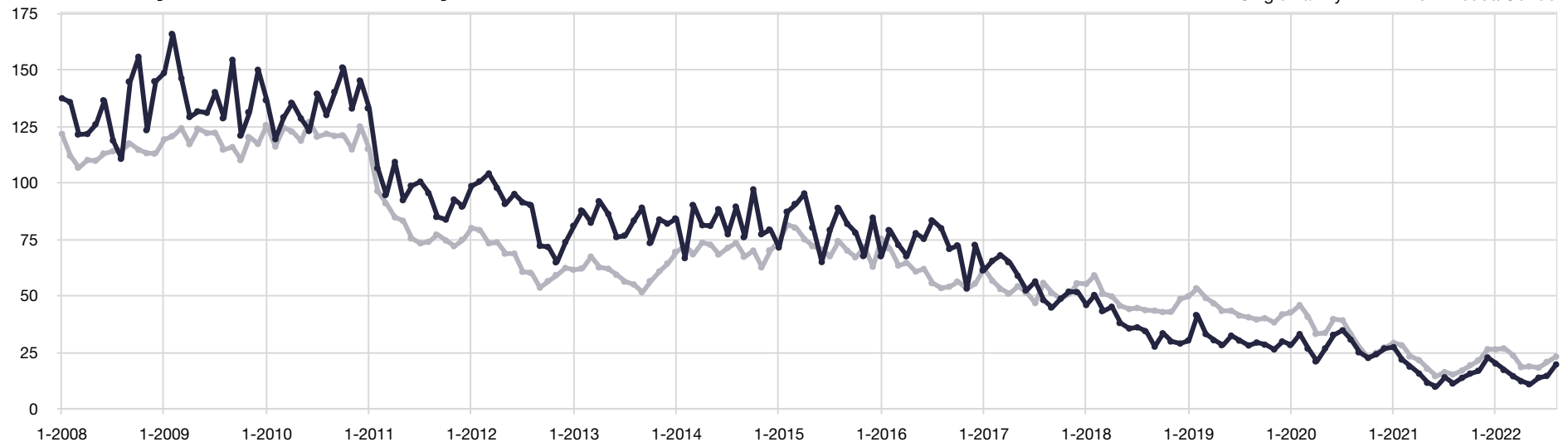
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2021	17	- 37.0%	13	- 48.0%
10-2021	19	- 13.6%	15	- 31.8%
11-2021	21	- 12.5%	16	- 33.3%
12-2021	26	- 3.7%	22	- 15.4%
1-2022	26	- 10.3%	20	- 25.9%
2-2022	26	- 7.1%	17	- 19.0%
3-2022	23	0.0%	14	- 22.2%
4-2022	18	- 14.3%	12	- 20.0%
5-2022	18	+ 5.9%	11	0.0%
6-2022	18	+ 28.6%	13	+ 44.4%
7-2022	20	+ 25.0%	14	0.0%
8-2022	23	+ 53.3%	19	+ 72.7%
12-Month Avg*	21	- 2.0%	15	- 15.7%

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

Historical Days on Market Until Sale by Month



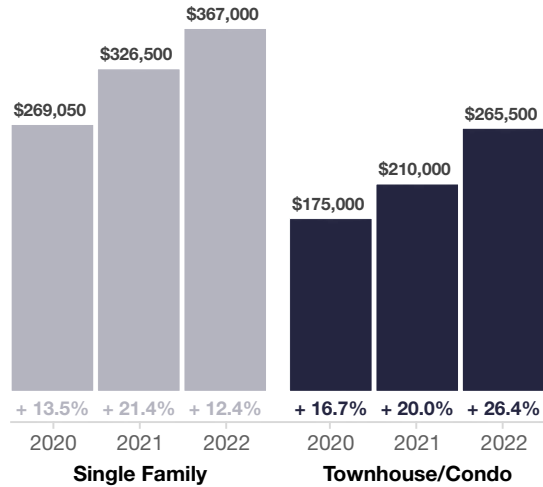
Median Sales Price

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

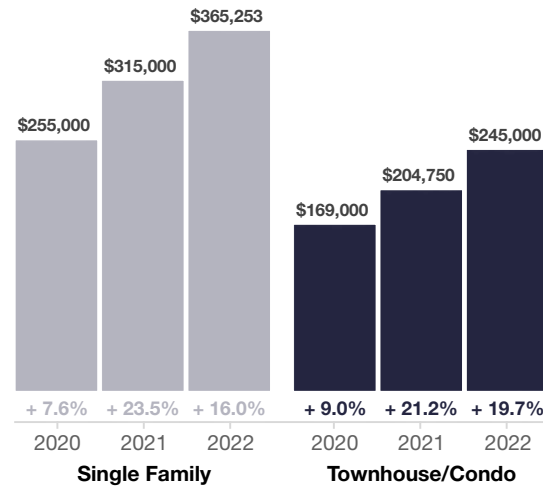


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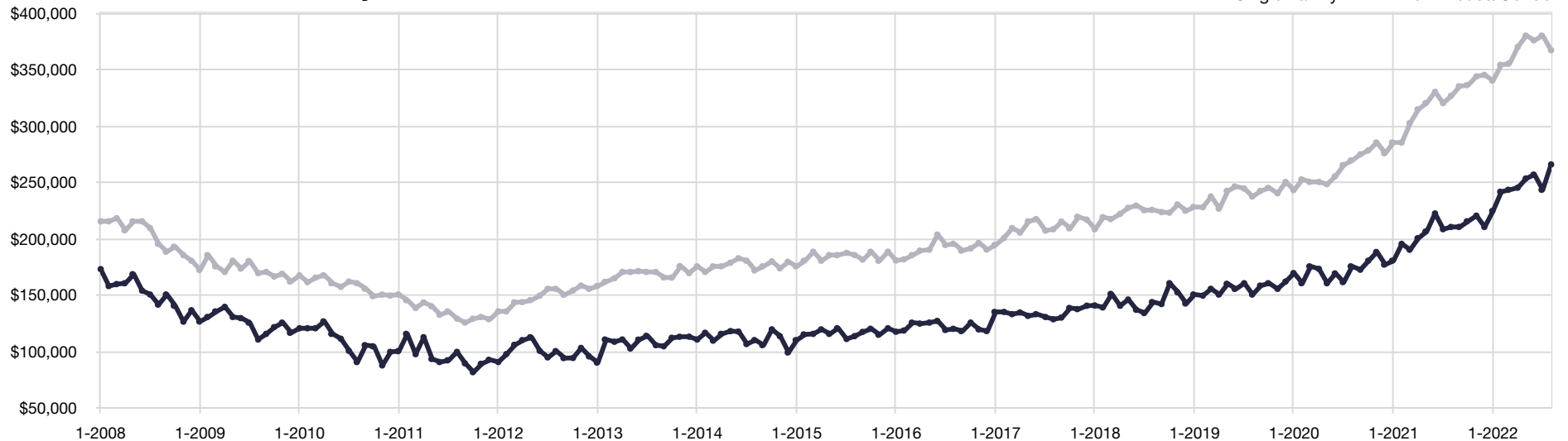
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2021	\$335,000	+ 22.0%	\$210,000	+ 22.1%
10-2021	\$336,000	+ 20.9%	\$215,000	+ 19.4%
11-2021	\$343,750	+ 20.6%	\$220,000	+ 17.2%
12-2021	\$345,065	+ 25.3%	\$210,000	+ 18.9%
1-2022	\$340,000	+ 19.3%	\$224,200	+ 24.6%
2-2022	\$354,000	+ 24.2%	\$241,250	+ 23.7%
3-2022	\$355,000	+ 17.5%	\$243,000	+ 28.1%
4-2022	\$370,000	+ 17.6%	\$244,900	+ 22.5%
5-2022	\$380,000	+ 18.8%	\$253,000	+ 22.9%
6-2022	\$375,735	+ 13.9%	\$256,500	+ 15.5%
7-2022	\$380,000	+ 18.8%	\$243,000	+ 16.8%
8-2022	\$367,000	+ 12.4%	\$265,500	+ 26.4%
12-Month Avg*	\$359,000	+ 19.7%	\$235,000	+ 20.5%

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

Historical Median Sales Price by Month



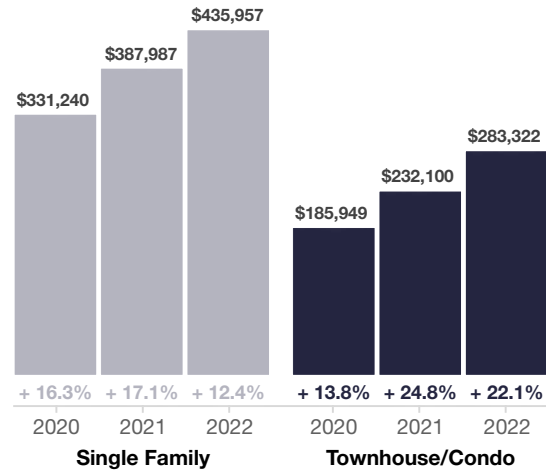
Average Sales Price

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

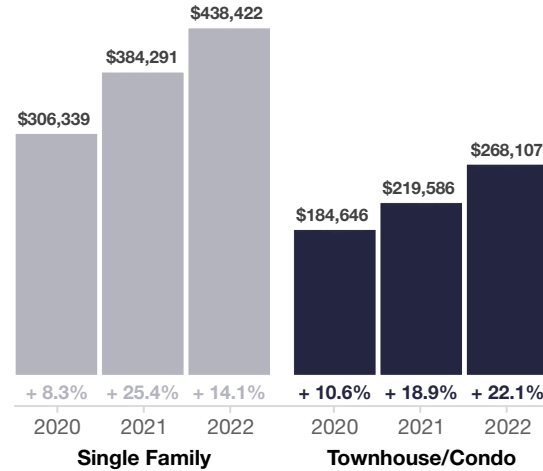


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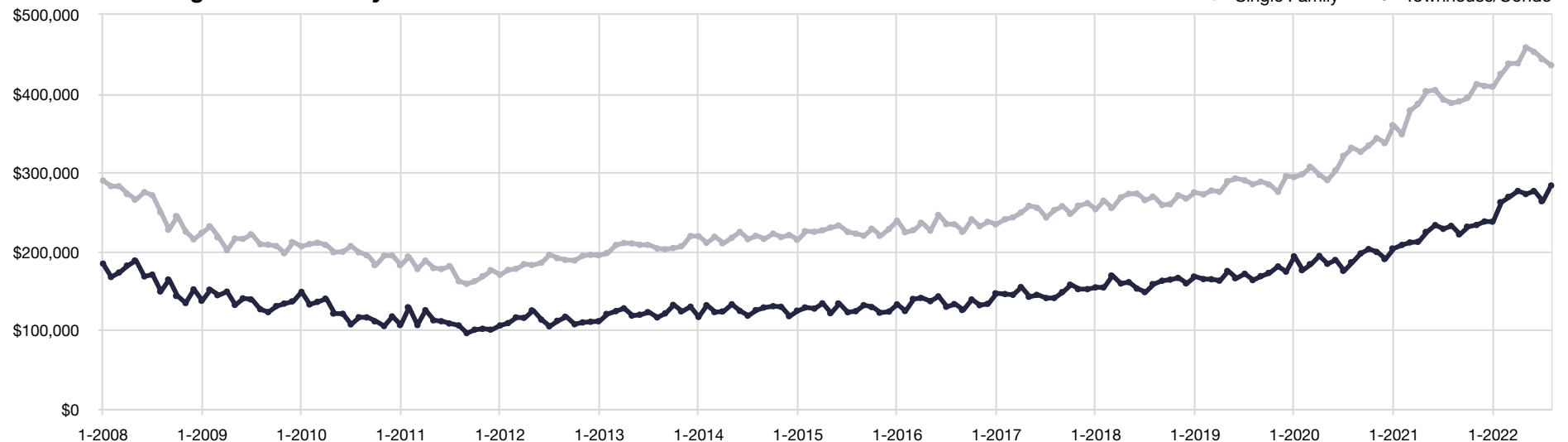
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2021	\$390,089	+ 19.6%	\$221,395	+ 12.3%
10-2021	\$394,558	+ 18.1%	\$231,105	+ 14.0%
11-2021	\$411,949	+ 19.9%	\$233,315	+ 17.2%
12-2021	\$409,571	+ 21.5%	\$237,731	+ 25.0%
1-2022	\$408,699	+ 13.6%	\$237,518	+ 16.8%
2-2022	\$424,804	+ 21.9%	\$262,157	+ 26.1%
3-2022	\$438,040	+ 15.7%	\$268,988	+ 27.4%
4-2022	\$438,376	+ 13.3%	\$276,403	+ 30.4%
5-2022	\$458,552	+ 13.8%	\$272,530	+ 21.5%
6-2022	\$452,963	+ 12.0%	\$276,342	+ 18.5%
7-2022	\$443,820	+ 13.1%	\$263,430	+ 15.3%
8-2022	\$435,957	+ 12.4%	\$283,322	+ 22.1%
12-Month Avg*	\$425,924	+ 15.8%	\$256,709	+ 20.9%

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

Historical Average Sales Price by Month



Percent of List Price Received

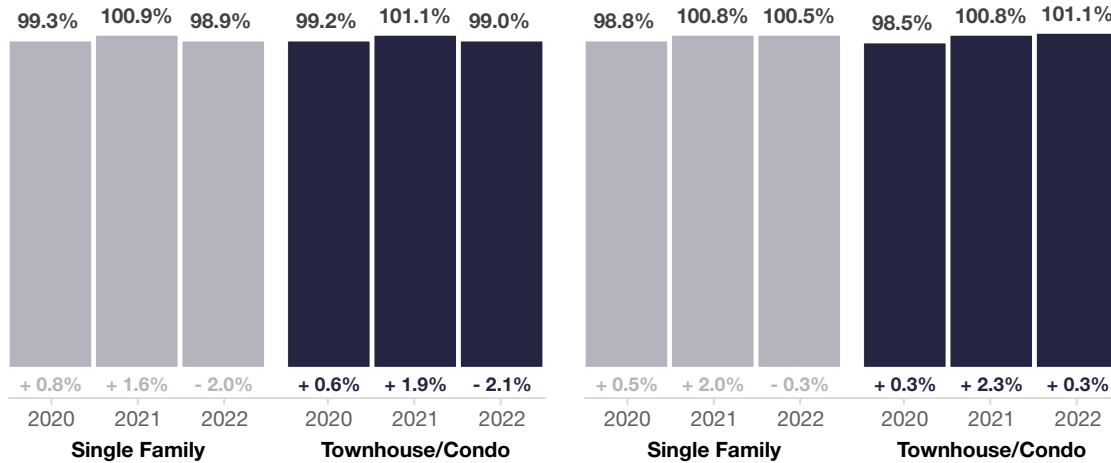
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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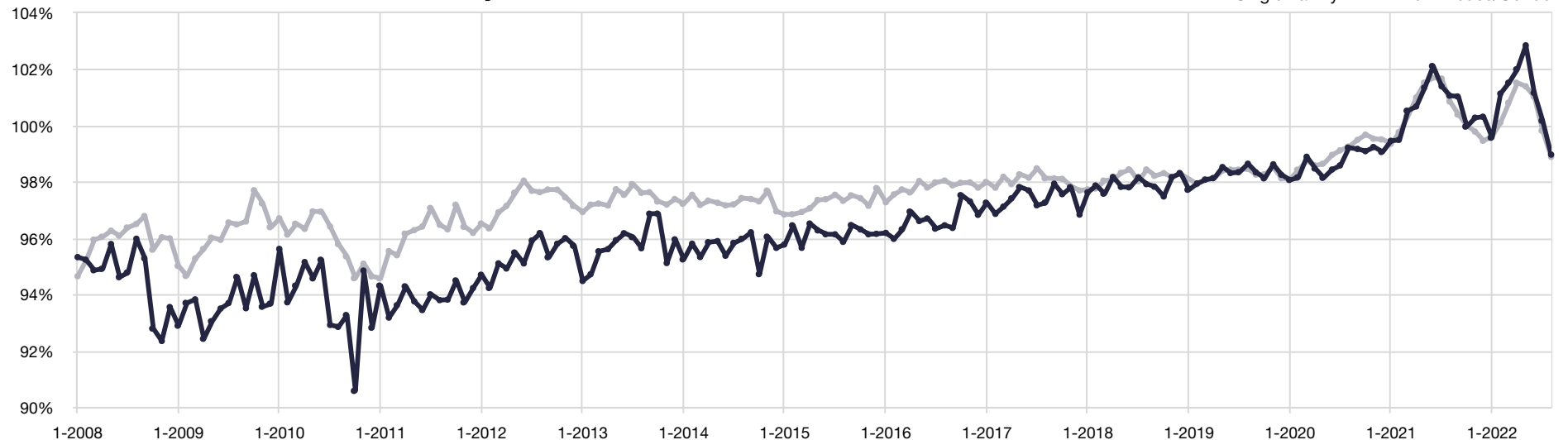
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2021	100.4%	+ 0.9%	101.0%	+ 1.8%
10-2021	100.0%	+ 0.3%	100.0%	+ 0.9%
11-2021	99.8%	+ 0.3%	100.3%	+ 1.1%
12-2021	99.5%	0.0%	100.3%	+ 1.2%
1-2022	99.6%	+ 0.2%	99.6%	+ 0.1%
2-2022	100.1%	+ 0.3%	101.1%	+ 1.6%
3-2022	100.8%	+ 0.5%	101.5%	+ 1.0%
4-2022	101.5%	+ 0.5%	102.0%	+ 1.3%
5-2022	101.4%	- 0.1%	102.9%	+ 1.6%
6-2022	101.0%	- 0.7%	101.2%	- 0.9%
7-2022	99.8%	- 1.9%	100.2%	- 1.2%
8-2022	98.9%	- 2.0%	99.0%	- 2.1%
12-Month Avg*	100.3%	- 0.1%	100.9%	+ 0.6%

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

Historical Percent of List Price Received by Month



Housing Affordability Index

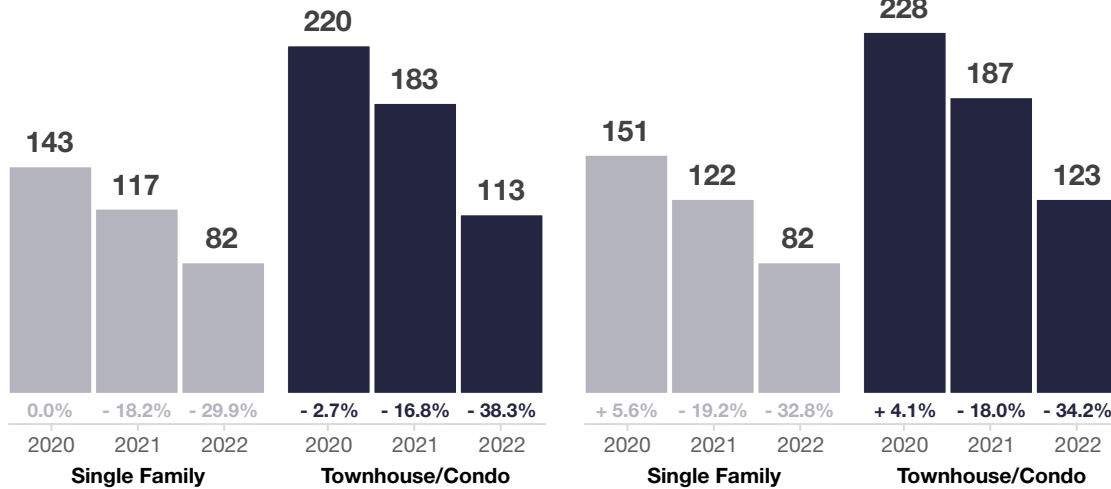
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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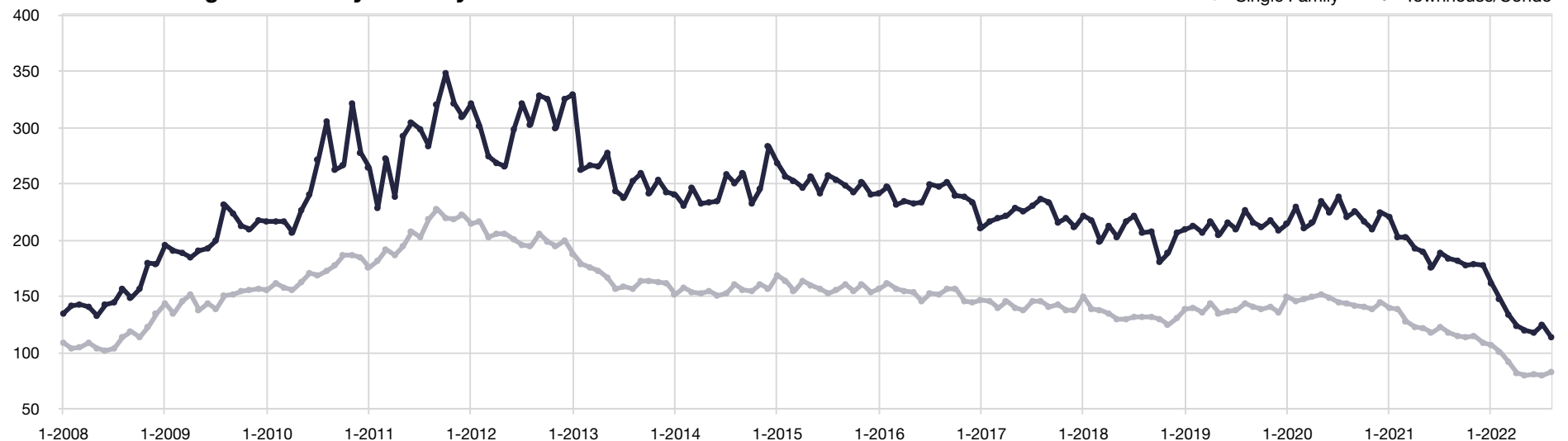
August

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2021	114	- 19.1%	181	- 19.6%
10-2021	113	- 19.3%	177	- 18.1%
11-2021	114	- 17.4%	178	- 14.8%
12-2021	108	- 25.0%	177	- 21.0%
1-2022	106	- 23.7%	161	- 26.8%
2-2022	100	- 27.5%	147	- 27.2%
3-2022	91	- 28.3%	133	- 34.2%
4-2022	81	- 33.6%	123	- 35.9%
5-2022	79	- 34.7%	119	- 37.0%
6-2022	80	- 31.6%	117	- 33.1%
7-2022	79	- 35.2%	124	- 34.0%
8-2022	82	- 29.9%	113	- 38.3%
12-Month Avg	96	- 26.7%	146	- 27.7%

Historical Housing Affordability Index by Month



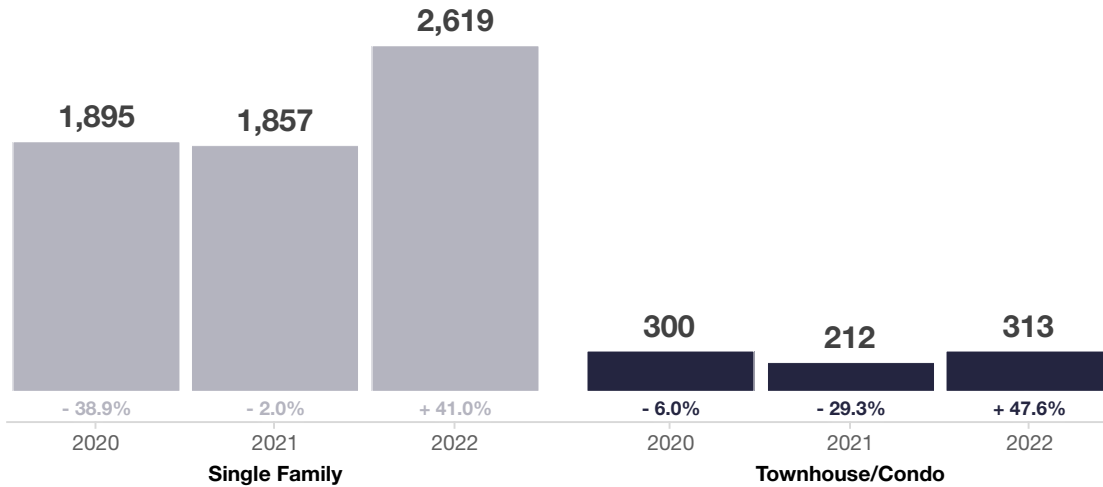
Inventory of Homes for Sale

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



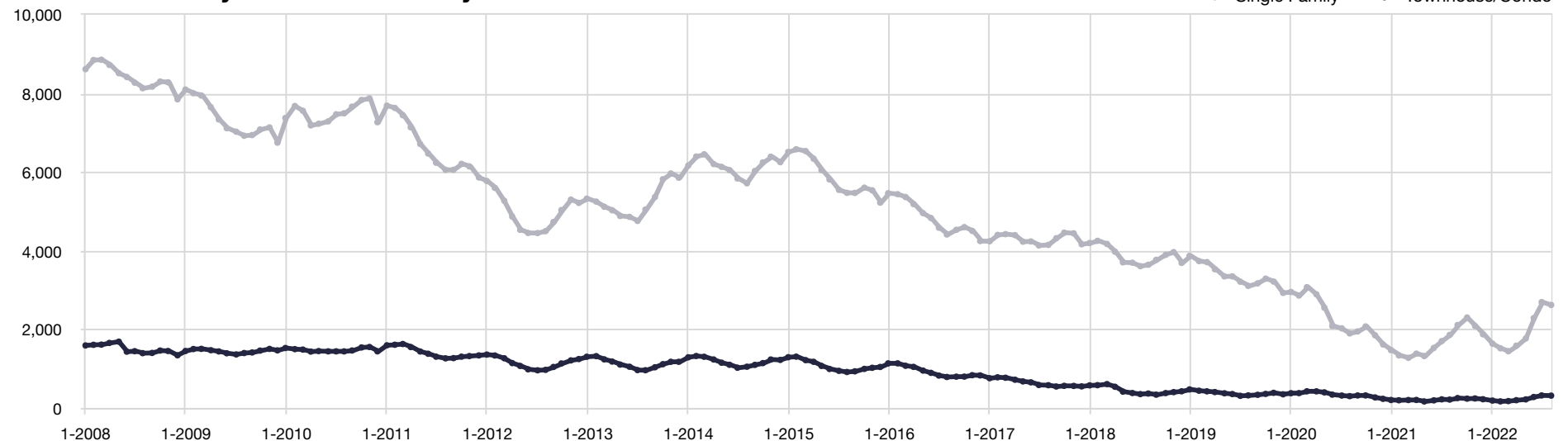
**MULTIPLE LISTING SERVICE OF
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August



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2021	2,109	+ 8.4%	251	- 20.8%
10-2021	2,299	+ 11.0%	236	- 25.8%
11-2021	2,086	+ 12.9%	241	- 9.7%
12-2021	1,872	+ 16.0%	221	- 4.3%
1-2022	1,636	+ 11.3%	187	- 7.4%
2-2022	1,517	+ 13.5%	167	- 14.4%
3-2022	1,441	+ 13.1%	174	- 13.4%
4-2022	1,583	+ 14.6%	197	- 3.0%
5-2022	1,766	+ 34.0%	217	+ 31.5%
6-2022	2,284	+ 49.8%	278	+ 44.8%
7-2022	2,691	+ 58.3%	318	+ 45.9%
8-2022	2,619	+ 41.0%	313	+ 47.6%
12-Month Avg	1,992	+ 23.6%	233	+ 2.6%

Historical Inventory of Homes for Sale by Month



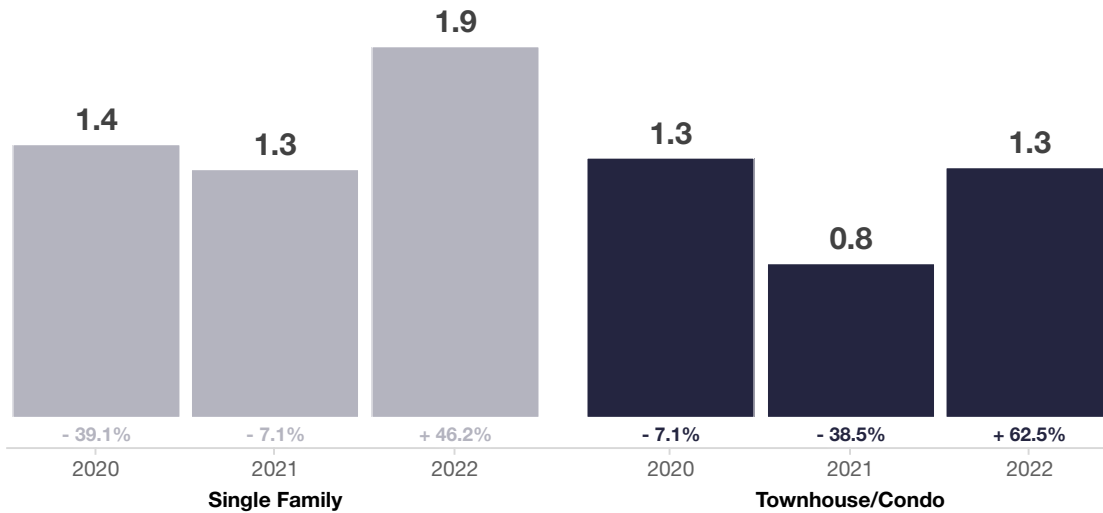
Months Supply of Inventory

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
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Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
9-2021	1.4	0.0%	0.9	-30.8%
10-2021	1.6	+6.7%	0.9	-30.8%
11-2021	1.4	+7.7%	0.9	-18.2%
12-2021	1.3	+18.2%	0.8	-11.1%
1-2022	1.1	+10.0%	0.7	-12.5%
2-2022	1.0	+11.1%	0.6	-25.0%
3-2022	1.0	+25.0%	0.7	-12.5%
4-2022	1.1	+22.2%	0.8	+14.3%
5-2022	1.2	+33.3%	0.9	+50.0%
6-2022	1.6	+60.0%	1.1	+57.1%
7-2022	1.9	+72.7%	1.3	+62.5%
8-2022	1.9	+46.2%	1.3	+62.5%
12-Month Avg*	1.4	+24.6%	0.9	+2.1%

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

Historical Months Supply of Inventory by Month

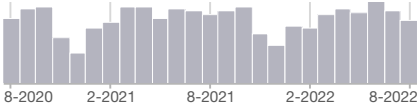
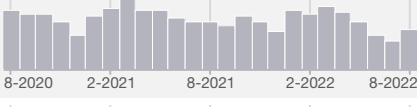
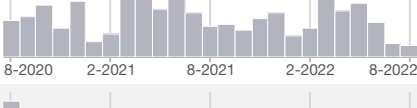
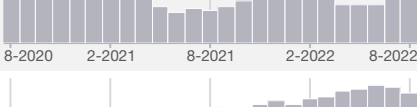

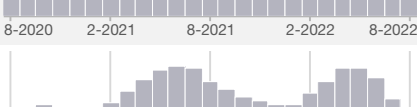
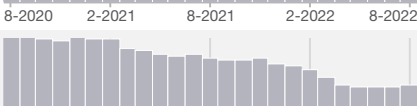
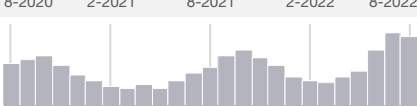
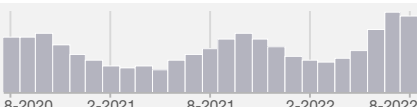



All Residential Properties Market Overview

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



**MULTIPLE LISTING SERVICE OF
SOUTHERN ARIZONA**

Key Metrics	Historical Sparkbars	8-2021	8-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		2,033	1,917	- 5.7%	16,213	16,159	- 0.3%
Pending Sales		1,656	1,528	- 7.7%	14,424	13,322	- 7.6%
Closed Sales		1,616	1,345	- 16.8%	14,193	13,150	- 7.3%
Days on Market Until Sale		14	22	+ 57.1%	19	20	+ 5.3%
Median Sales Price		\$315,000	\$350,000	+ 11.1%	\$295,000	\$350,000	+ 18.6%
Average Sales Price		\$364,450	\$409,856	+ 12.5%	\$358,202	\$411,673	+ 14.9%
Percent of List Price Received		100.9%	98.9%	- 2.0%	100.8%	100.6%	- 0.2%
Housing Affordability Index		122	86	- 29.5%	130	86	- 33.8%
Inventory of Homes for Sale		2,069	2,932	+ 41.7%	—	—	—
Months Supply of Inventory		1.2	1.8	+ 50.0%	—	—	—

Local Market Update – July 2022

A Research Tool Provided by Southern Arizona MLS.

Green Valley - North

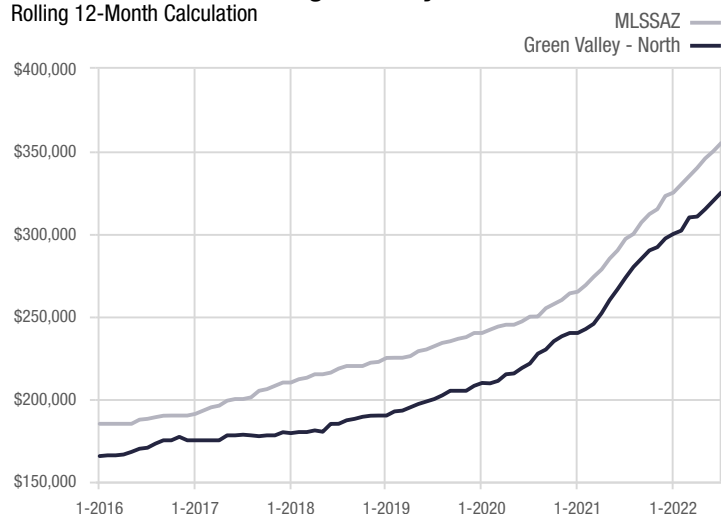
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	69	74	+ 7.2%	510	516	+ 1.2%
Pending Sales	65	58	- 10.8%	498	469	- 5.8%
Closed Sales	74	60	- 18.9%	487	441	- 9.4%
Days on Market Until Sale	15	19	+ 26.7%	19	21	+ 10.5%
Median Sales Price*	\$291,000	\$347,450	+ 19.4%	\$286,500	\$330,000	+ 15.2%
Average Sales Price*	\$297,651	\$369,445	+ 24.1%	\$292,579	\$354,809	+ 21.3%
Percent of List Price Received*	102.5%	100.8%	- 1.7%	101.1%	100.5%	- 0.6%
Inventory of Homes for Sale	54	99	+ 83.3%	—	—	—
Months Supply of Inventory	0.8	1.6	+ 100.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	0	0	0.0%	6	5	- 16.7%
Pending Sales	0	0	0.0%	5	6	+ 20.0%
Closed Sales	2	0	- 100.0%	5	6	+ 20.0%
Days on Market Until Sale	2	—	—	1	24	+ 2,300.0%
Median Sales Price*	\$192,500	—	—	\$199,500	\$250,000	+ 25.3%
Average Sales Price*	\$192,500	—	—	\$193,700	\$248,500	+ 28.3%
Percent of List Price Received*	102.6%	—	—	101.4%	102.2%	+ 0.8%
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.

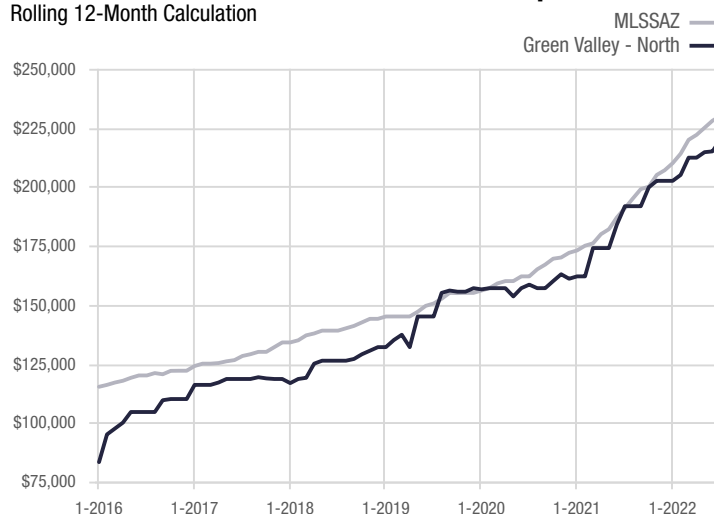
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Northeast

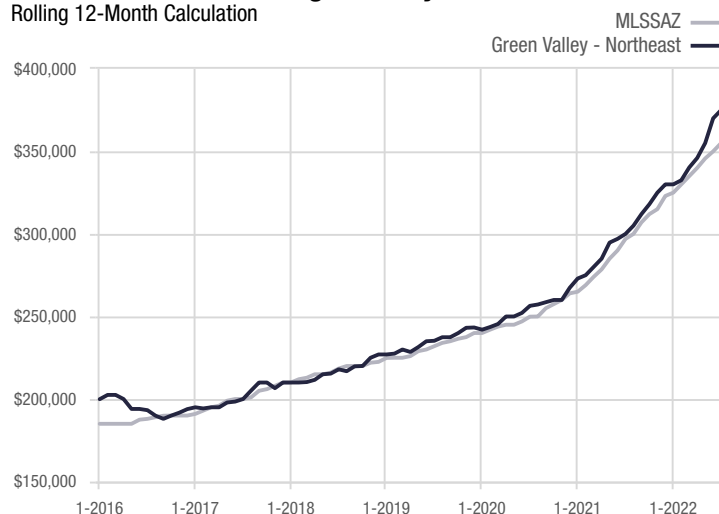
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	29	31	+ 6.9%	291	269	- 7.6%
Pending Sales	28	23	- 17.9%	263	262	- 0.4%
Closed Sales	24	25	+ 4.2%	276	257	- 6.9%
Days on Market Until Sale	9	19	+ 111.1%	14	19	+ 35.7%
Median Sales Price*	\$359,500	\$483,000	+ 34.4%	\$315,000	\$390,000	+ 23.8%
Average Sales Price*	\$354,844	\$453,901	+ 27.9%	\$339,236	\$407,837	+ 20.2%
Percent of List Price Received*	100.3%	99.9%	- 0.4%	100.0%	100.0%	0.0%
Inventory of Homes for Sale	27	46	+ 70.4%	—	—	—
Months Supply of Inventory	0.7	1.3	+ 85.7%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	2	2	0.0%	29	35	+ 20.7%
Pending Sales	2	5	+ 150.0%	25	37	+ 48.0%
Closed Sales	4	7	+ 75.0%	31	35	+ 12.9%
Days on Market Until Sale	6	23	+ 283.3%	15	26	+ 73.3%
Median Sales Price*	\$238,500	\$239,500	+ 0.4%	\$259,000	\$281,000	+ 8.5%
Average Sales Price*	\$242,225	\$255,977	+ 5.7%	\$247,282	\$282,162	+ 14.1%
Percent of List Price Received*	101.5%	99.1%	- 2.4%	100.3%	99.4%	- 0.9%
Inventory of Homes for Sale	4	2	- 50.0%	—	—	—
Months Supply of Inventory	1.1	0.4	- 63.6%	—	—	—

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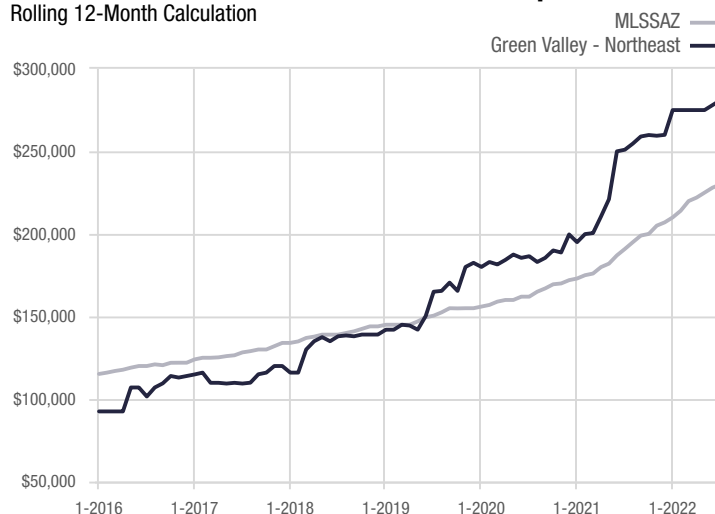
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Northwest

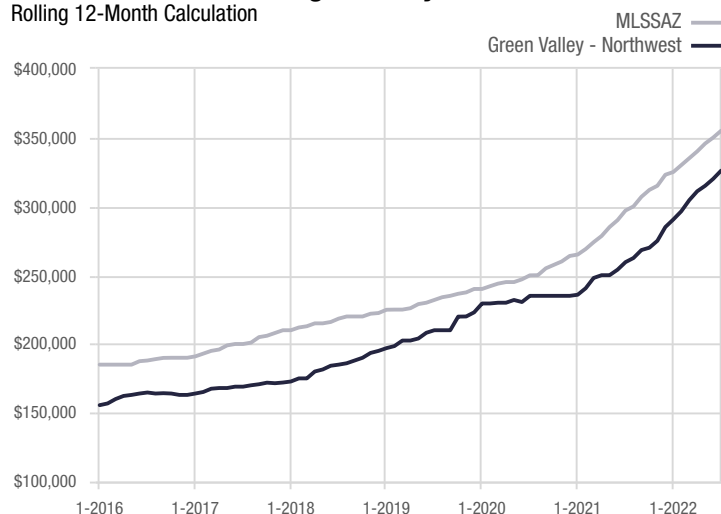
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	13	17	+ 30.8%	148	171	+ 15.5%
Pending Sales	12	17	+ 41.7%	146	160	+ 9.6%
Closed Sales	18	15	- 16.7%	151	159	+ 5.3%
Days on Market Until Sale	32	22	- 31.3%	32	16	- 50.0%
Median Sales Price*	\$275,500	\$316,000	+ 14.7%	\$275,000	\$330,000	+ 20.0%
Average Sales Price*	\$283,171	\$357,650	+ 26.3%	\$287,743	\$343,210	+ 19.3%
Percent of List Price Received*	104.2%	100.3%	- 3.7%	100.5%	100.1%	- 0.4%
Inventory of Homes for Sale	11	26	+ 136.4%	—	—	—
Months Supply of Inventory	0.6	1.2	+ 100.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	22	17	- 22.7%	224	193	- 13.8%
Pending Sales	22	22	0.0%	222	187	- 15.8%
Closed Sales	26	18	- 30.8%	228	194	- 14.9%
Days on Market Until Sale	24	16	- 33.3%	17	14	- 17.6%
Median Sales Price*	\$176,600	\$177,500	+ 0.5%	\$166,000	\$194,750	+ 17.3%
Average Sales Price*	\$171,173	\$193,271	+ 12.9%	\$160,431	\$194,889	+ 21.5%
Percent of List Price Received*	101.2%	100.6%	- 0.6%	100.2%	100.5%	+ 0.3%
Inventory of Homes for Sale	16	15	- 6.3%	—	—	—
Months Supply of Inventory	0.6	0.6	0.0%	—	—	—

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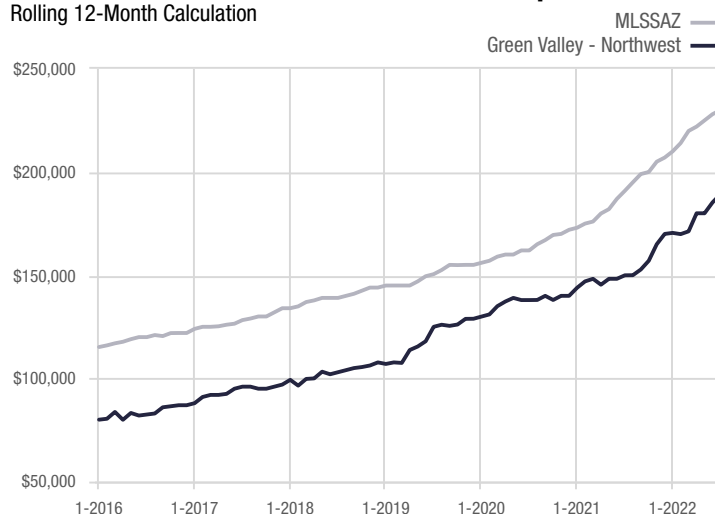
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Southeast

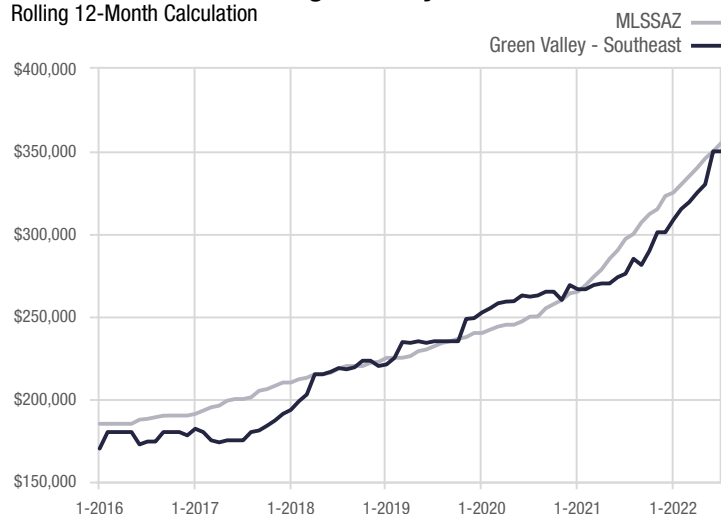
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	6	4	- 33.3%	78	77	- 1.3%
Pending Sales	8	4	- 50.0%	82	66	- 19.5%
Closed Sales	14	9	- 35.7%	80	75	- 6.3%
Days on Market Until Sale	20	22	+ 10.0%	33	15	- 54.5%
Median Sales Price*	\$329,500	\$365,000	+ 10.8%	\$284,950	\$355,000	+ 24.6%
Average Sales Price*	\$350,786	\$387,344	+ 10.4%	\$314,381	\$395,224	+ 25.7%
Percent of List Price Received*	100.2%	100.0%	- 0.2%	100.1%	100.3%	+ 0.2%
Inventory of Homes for Sale	4	9	+ 125.0%	—	—	—
Months Supply of Inventory	0.4	1.0	+ 150.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	2	4	+ 100.0%	35	36	+ 2.9%
Pending Sales	0	3	—	32	31	- 3.1%
Closed Sales	0	2	—	32	29	- 9.4%
Days on Market Until Sale	—	7	—	17	12	- 29.4%
Median Sales Price*	—	\$256,000	—	\$238,750	\$240,000	+ 0.5%
Average Sales Price*	—	\$256,000	—	\$227,842	\$251,366	+ 10.3%
Percent of List Price Received*	—	99.7%	—	99.5%	100.7%	+ 1.2%
Inventory of Homes for Sale	2	5	+ 150.0%	—	—	—
Months Supply of Inventory	0.4	1.3	+ 225.0%	—	—	—

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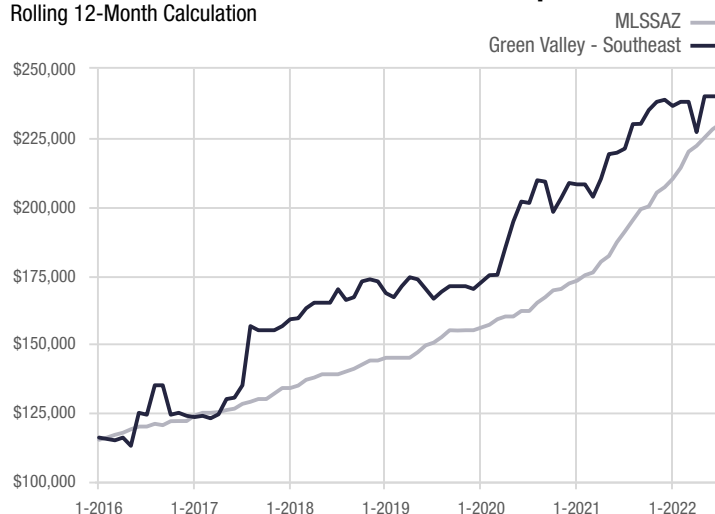
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Southwest

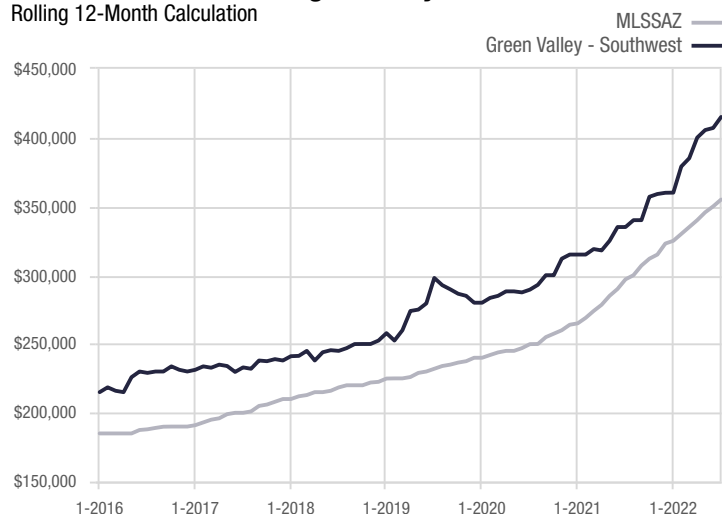
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	17	10	- 41.2%	122	113	- 7.4%
Pending Sales	15	7	- 53.3%	129	103	- 20.2%
Closed Sales	10	5	- 50.0%	125	115	- 8.0%
Days on Market Until Sale	20	57	+ 185.0%	32	37	+ 15.6%
Median Sales Price*	\$336,476	\$435,000	+ 29.3%	\$340,000	\$425,000	+ 25.0%
Average Sales Price*	\$368,490	\$438,129	+ 18.9%	\$361,034	\$460,478	+ 27.5%
Percent of List Price Received*	101.0%	99.6%	- 1.4%	99.1%	100.2%	+ 1.1%
Inventory of Homes for Sale	20	14	- 30.0%	—	—	—
Months Supply of Inventory	1.2	1.0	- 16.7%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	15	16	+ 6.7%	123	113	- 8.1%
Pending Sales	15	7	- 53.3%	123	98	- 20.3%
Closed Sales	15	10	- 33.3%	126	102	- 19.0%
Days on Market Until Sale	28	7	- 75.0%	17	15	- 11.8%
Median Sales Price*	\$273,000	\$242,450	- 11.2%	\$209,950	\$255,000	+ 21.5%
Average Sales Price*	\$267,304	\$241,890	- 9.5%	\$230,954	\$268,994	+ 16.5%
Percent of List Price Received*	99.4%	101.3%	+ 1.9%	100.1%	100.8%	+ 0.7%
Inventory of Homes for Sale	9	18	+ 100.0%	—	—	—
Months Supply of Inventory	0.6	1.3	+ 116.7%	—	—	—

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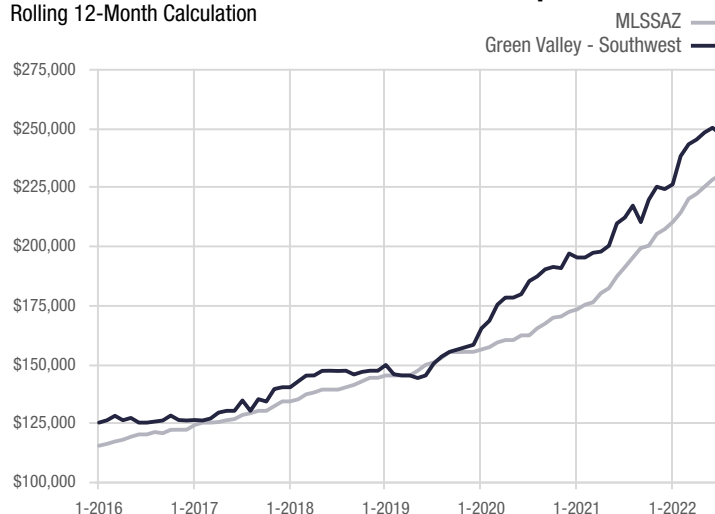
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

A Research Tool Provided by Southern Arizona MLS.

Pima County

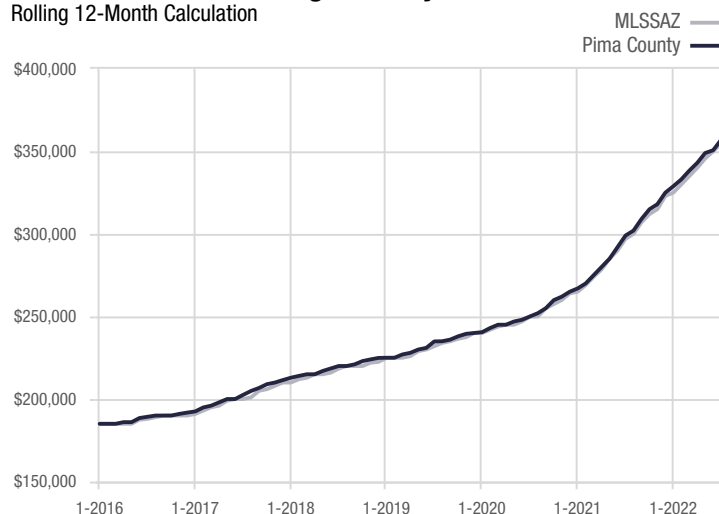
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	1,621	1,572	- 3.0%	10,752	10,635	- 1.1%
Pending Sales	1,251	1,072	- 14.3%	9,659	8,975	- 7.1%
Closed Sales	1,360	1,026	- 24.6%	9,494	8,878	- 6.5%
Days on Market Until Sale	13	19	+ 46.2%	17	20	+ 17.6%
Median Sales Price*	\$325,000	\$382,250	+ 17.6%	\$312,500	\$368,000	+ 17.8%
Average Sales Price*	\$397,641	\$450,935	+ 13.4%	\$388,824	\$444,112	+ 14.2%
Percent of List Price Received*	101.9%	100.0%	- 1.9%	101.1%	100.9%	- 0.2%
Inventory of Homes for Sale	1,371	2,107	+ 53.7%	—	—	—
Months Supply of Inventory	1.0	1.7	+ 70.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	295	274	- 7.1%	2,081	2,036	- 2.2%
Pending Sales	242	230	- 5.0%	1,947	1,818	- 6.6%
Closed Sales	261	197	- 24.5%	1,934	1,764	- 8.8%
Days on Market Until Sale	13	14	+ 7.7%	15	14	- 6.7%
Median Sales Price*	\$205,000	\$240,000	+ 17.1%	\$200,000	\$240,000	+ 20.0%
Average Sales Price*	\$227,206	\$263,648	+ 16.0%	\$216,563	\$264,588	+ 22.2%
Percent of List Price Received*	101.4%	100.3%	- 1.1%	100.9%	101.4%	+ 0.5%
Inventory of Homes for Sale	205	257	+ 25.4%	—	—	—
Months Supply of Inventory	0.8	1.1	+ 37.5%	—	—	—

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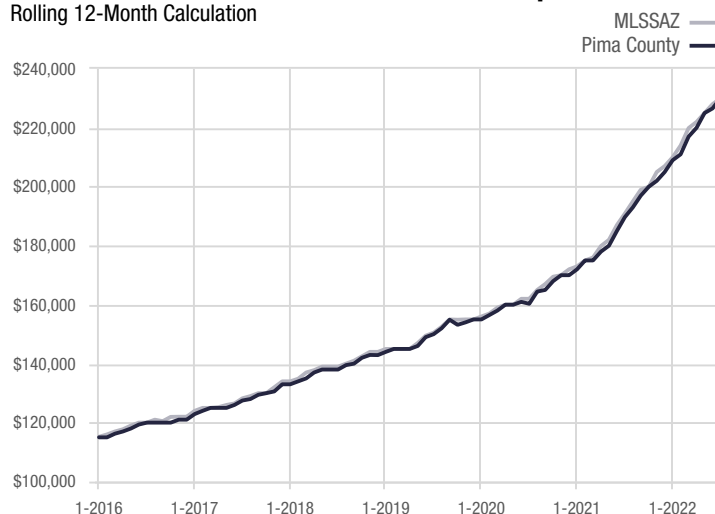
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

A Research Tool Provided by Southern Arizona MLS.

Santa Cruz County

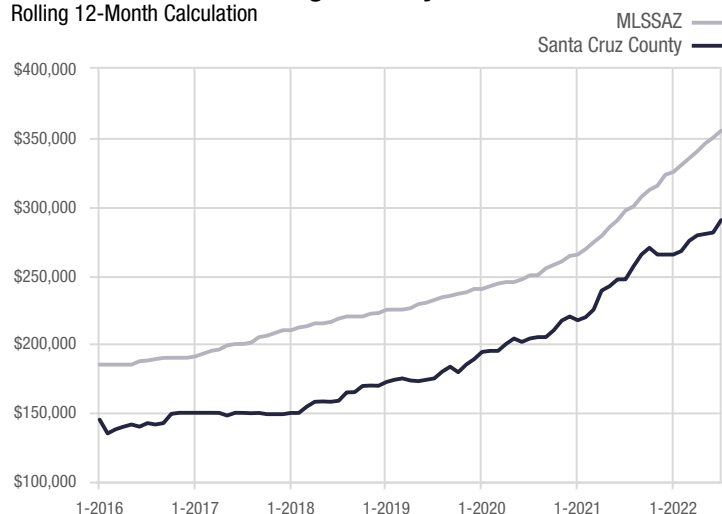
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	48	52	+ 8.3%	389	393	+ 1.0%
Pending Sales	43	25	- 41.9%	339	328	- 3.2%
Closed Sales	45	25	- 44.4%	301	329	+ 9.3%
Days on Market Until Sale	53	39	- 26.4%	49	44	- 10.2%
Median Sales Price*	\$240,000	\$360,000	+ 50.0%	\$253,000	\$312,000	+ 23.3%
Average Sales Price*	\$349,898	\$450,196	+ 28.7%	\$328,700	\$411,180	+ 25.1%
Percent of List Price Received*	99.5%	99.2%	- 0.3%	98.7%	98.5%	- 0.2%
Inventory of Homes for Sale	93	114	+ 22.6%	—	—	—
Months Supply of Inventory	2.1	2.6	+ 23.8%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	4	6	+ 50.0%	30	38	+ 26.7%
Pending Sales	5	1	- 80.0%	32	31	- 3.1%
Closed Sales	2	2	0.0%	30	36	+ 20.0%
Days on Market Until Sale	6	16	+ 166.7%	87	34	- 60.9%
Median Sales Price*	\$188,000	\$268,500	+ 42.8%	\$221,000	\$262,500	+ 18.8%
Average Sales Price*	\$188,000	\$268,500	+ 42.8%	\$219,707	\$273,659	+ 24.6%
Percent of List Price Received*	101.4%	96.2%	- 5.1%	98.3%	99.5%	+ 1.2%
Inventory of Homes for Sale	8	15	+ 87.5%	—	—	—
Months Supply of Inventory	1.5	3.2	+ 113.3%	—	—	—

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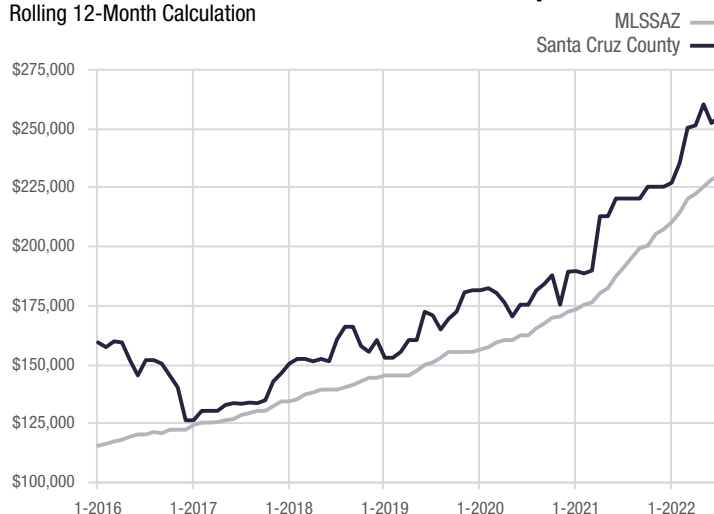
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

A Research Tool Provided by Southern Arizona MLS.

Santa Cruz County - Amado

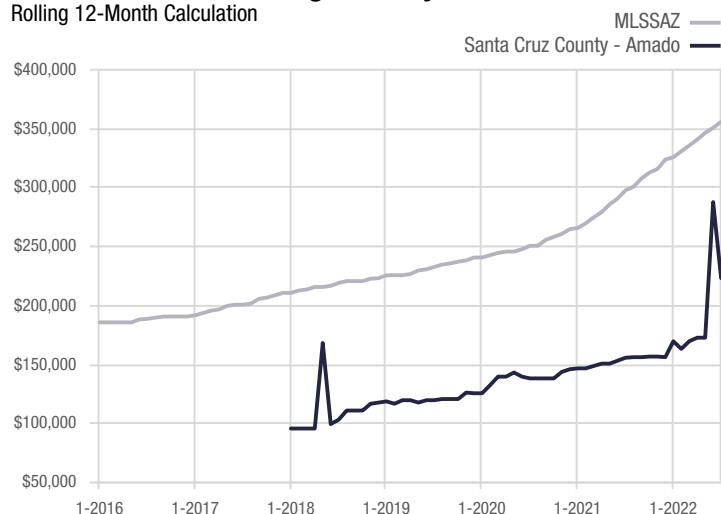
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	2	4	+ 100.0%	6	10	+ 66.7%
Pending Sales	1	2	+ 100.0%	5	7	+ 40.0%
Closed Sales	0	2	—	8	6	- 25.0%
Days on Market Until Sale	—	9	—	68	92	+ 35.3%
Median Sales Price*	—	\$175,000	—	\$152,500	\$222,500	+ 45.9%
Average Sales Price*	—	\$175,000	—	\$144,406	\$284,667	+ 97.1%
Percent of List Price Received*	—	92.9%	—	98.0%	93.3%	- 4.8%
Inventory of Homes for Sale	3	3	0.0%	—	—	—
Months Supply of Inventory	1.9	2.0	+ 5.3%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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	—	—	—	—	—	—

* 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.

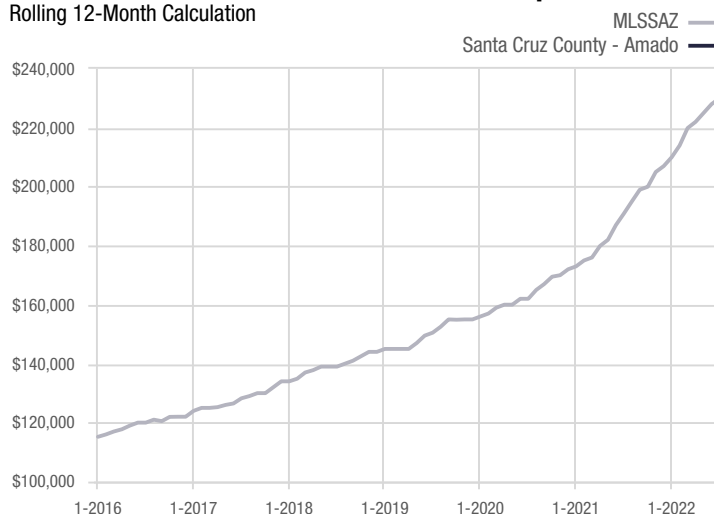
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Santa Cruz County - Elgin

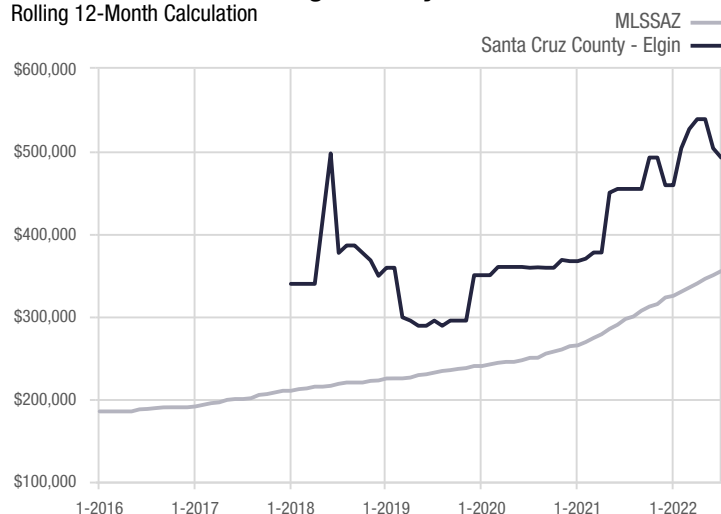
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	0	1	—	9	12	+ 33.3%
Pending Sales	2	0	- 100.0%	10	11	+ 10.0%
Closed Sales	1	2	+ 100.0%	9	13	+ 44.4%
Days on Market Until Sale	261	2	- 99.2%	159	40	- 74.8%
Median Sales Price*	\$440,000	\$407,000	- 7.5%	\$459,000	\$577,777	+ 25.9%
Average Sales Price*	\$440,000	\$407,000	- 7.5%	\$494,167	\$576,983	+ 16.8%
Percent of List Price Received*	100.0%	108.2%	+ 8.2%	99.2%	99.5%	+ 0.3%
Inventory of Homes for Sale	5	5	0.0%	—	—	—
Months Supply of Inventory	3.1	2.5	- 19.4%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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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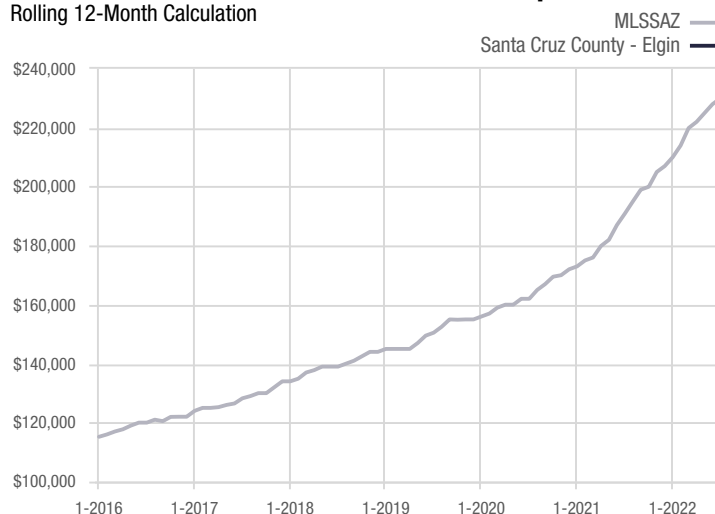
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Santa Cruz County - Nogales East

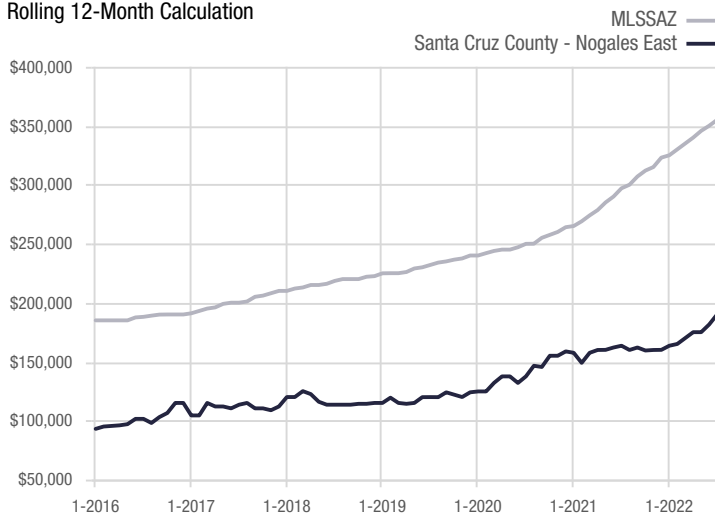
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	8	5	- 37.5%	60	54	- 10.0%
Pending Sales	6	5	- 16.7%	48	44	- 8.3%
Closed Sales	2	5	+ 150.0%	43	37	- 14.0%
Days on Market Until Sale	1	13	+ 1,200.0%	56	50	- 10.7%
Median Sales Price*	\$364,500	\$225,000	- 38.3%	\$150,000	\$209,000	+ 39.3%
Average Sales Price*	\$364,500	\$280,800	- 23.0%	\$208,276	\$262,657	+ 26.1%
Percent of List Price Received*	100.7%	100.1%	- 0.6%	97.9%	100.7%	+ 2.9%
Inventory of Homes for Sale	17	15	- 11.8%	—	—	—
Months Supply of Inventory	2.8	2.7	- 3.6%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	0	0	0.0%	3	12	+ 300.0%
Pending Sales	1	1	0.0%	6	7	+ 16.7%
Closed Sales	1	1	0.0%	8	5	- 37.5%
Days on Market Until Sale	11	3	- 72.7%	98	43	- 56.1%
Median Sales Price*	\$116,000	\$255,000	+ 119.8%	\$224,350	\$168,000	- 25.1%
Average Sales Price*	\$116,000	\$255,000	+ 119.8%	\$188,700	\$195,580	+ 3.6%
Percent of List Price Received*	100.9%	98.1%	- 2.8%	99.7%	100.2%	+ 0.5%
Inventory of Homes for Sale	1	6	+ 500.0%	—	—	—
Months Supply of Inventory	0.6	3.4	+ 466.7%	—	—	—

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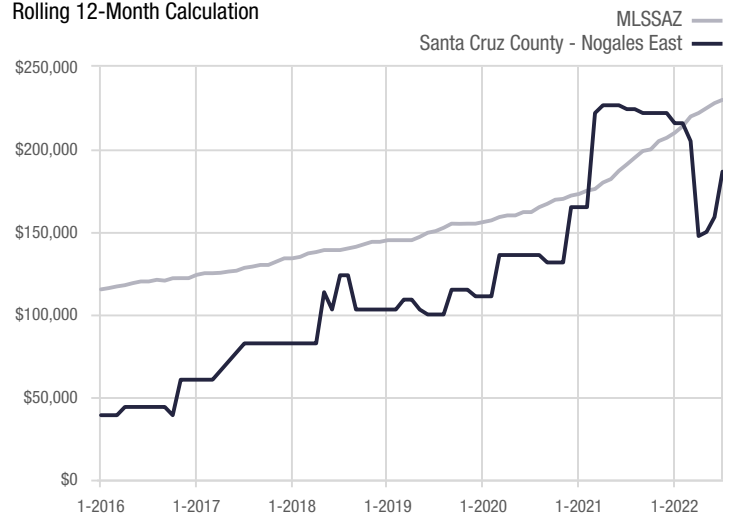
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Santa Cruz County - Nogales West

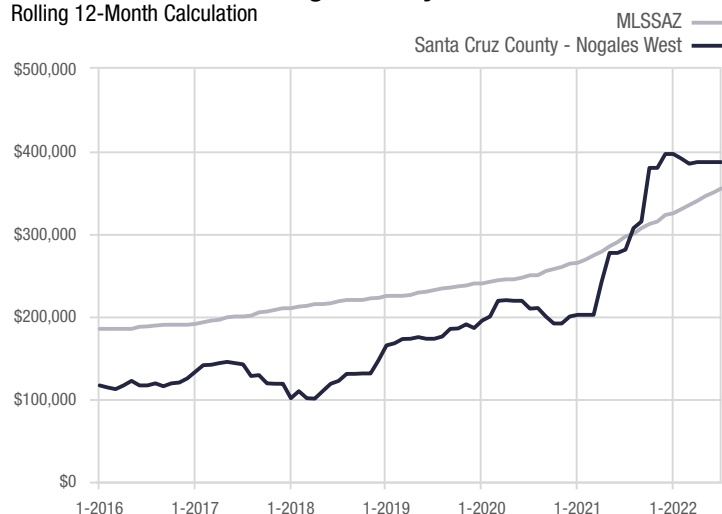
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	2	4	+ 100.0%	13	10	- 23.1%
Pending Sales	4	2	- 50.0%	9	9	0.0%
Closed Sales	0	0	0.0%	5	11	+ 120.0%
Days on Market Until Sale	—	—	—	54	71	+ 31.5%
Median Sales Price*	—	—	—	\$345,000	\$281,000	- 18.6%
Average Sales Price*	—	—	—	\$325,000	\$271,864	- 16.3%
Percent of List Price Received*	—	—	—	96.3%	96.0%	- 0.3%
Inventory of Homes for Sale	7	5	- 28.6%	—	—	—
Months Supply of Inventory	2.9	2.5	- 13.8%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	1	—
Closed Sales	0	0	0.0%	0	1	—
Days on Market Until Sale	—	—	—	—	37	—
Median Sales Price*	—	—	—	—	\$252,000	—
Average Sales Price*	—	—	—	—	\$252,000	—
Percent of List Price Received*	—	—	—	—	97.3%	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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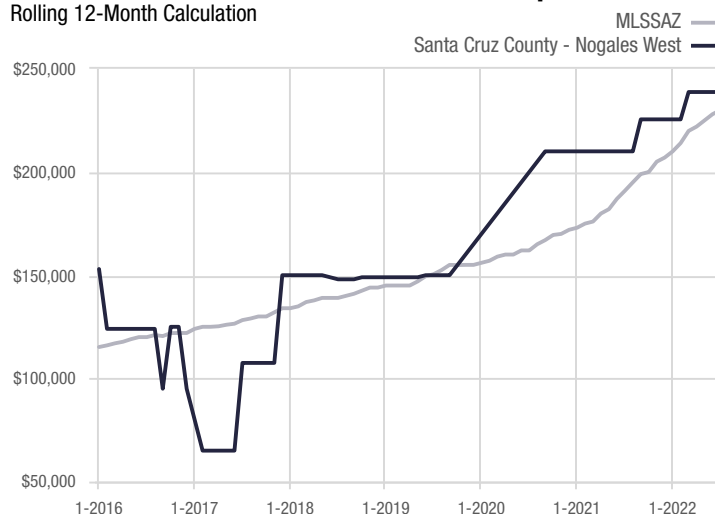
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

A Research Tool Provided by Southern Arizona MLS.

Santa Cruz County - Patagonia

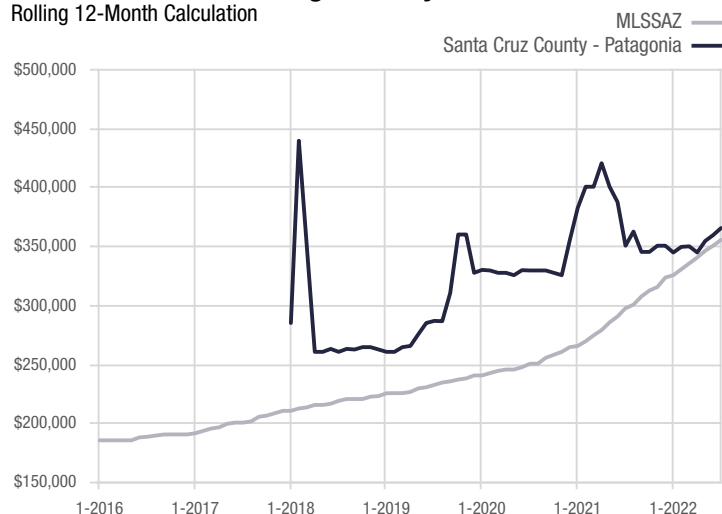
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	2	1	- 50.0%	27	15	- 44.4%
Pending Sales	2	2	0.0%	21	14	- 33.3%
Closed Sales	2	0	- 100.0%	19	15	- 21.1%
Days on Market Until Sale	125	—	—	59	58	- 1.7%
Median Sales Price*	\$337,250	—	—	\$350,000	\$365,000	+ 4.3%
Average Sales Price*	\$337,250	—	—	\$383,118	\$361,775	- 5.6%
Percent of List Price Received*	100.0%	—	—	96.4%	95.2%	- 1.2%
Inventory of Homes for Sale	6	3	- 50.0%	—	—	—
Months Supply of Inventory	2.1	1.2	- 42.9%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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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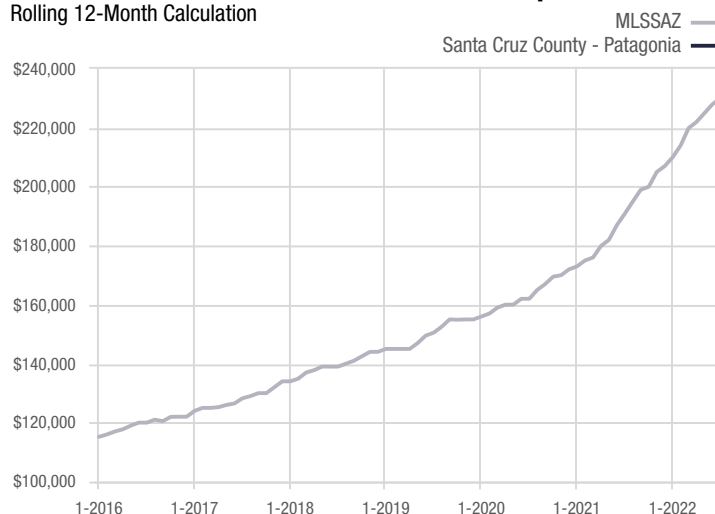
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Santa Cruz County - Rio Rico East

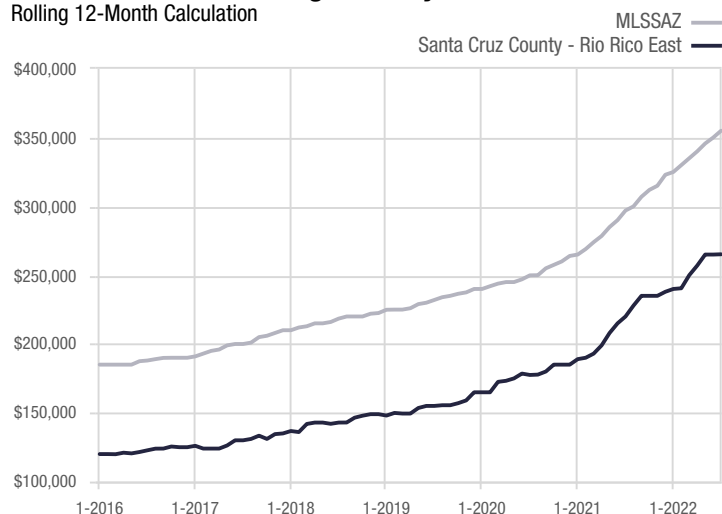
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	17	26	+ 52.9%	126	167	+ 32.5%
Pending Sales	11	12	+ 9.1%	108	128	+ 18.5%
Closed Sales	14	8	- 42.9%	103	121	+ 17.5%
Days on Market Until Sale	31	16	- 48.4%	25	26	+ 4.0%
Median Sales Price*	\$211,000	\$288,250	+ 36.6%	\$239,000	\$271,500	+ 13.6%
Average Sales Price*	\$262,743	\$313,925	+ 19.5%	\$260,284	\$295,323	+ 13.5%
Percent of List Price Received*	99.5%	99.9%	+ 0.4%	99.9%	99.1%	- 0.8%
Inventory of Homes for Sale	19	46	+ 142.1%	—	—	—
Months Supply of Inventory	1.3	2.8	+ 115.4%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	0	0	0.0%	3	1	- 66.7%
Pending Sales	1	0	- 100.0%	3	2	- 33.3%
Closed Sales	0	0	0.0%	2	2	0.0%
Days on Market Until Sale	—	—	—	3	100	+ 3,233.3%
Median Sales Price*	—	—	—	\$151,500	\$218,450	+ 44.2%
Average Sales Price*	—	—	—	\$151,500	\$218,450	+ 44.2%
Percent of List Price Received*	—	—	—	104.2%	100.0%	- 4.0%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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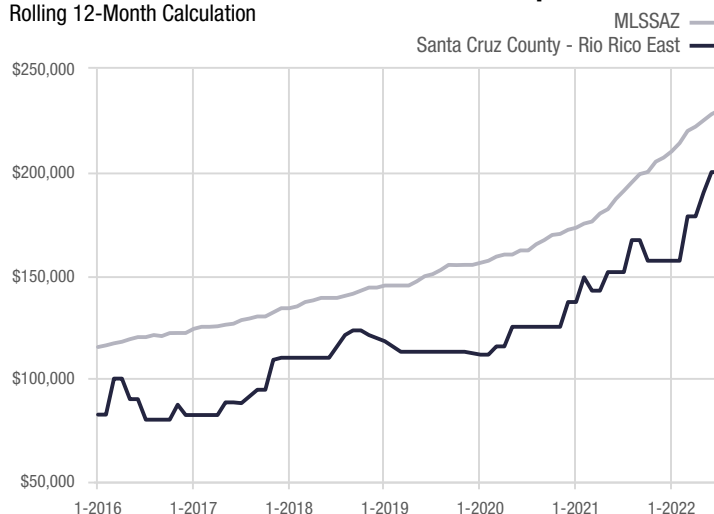
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Santa Cruz County - Rio Rico West

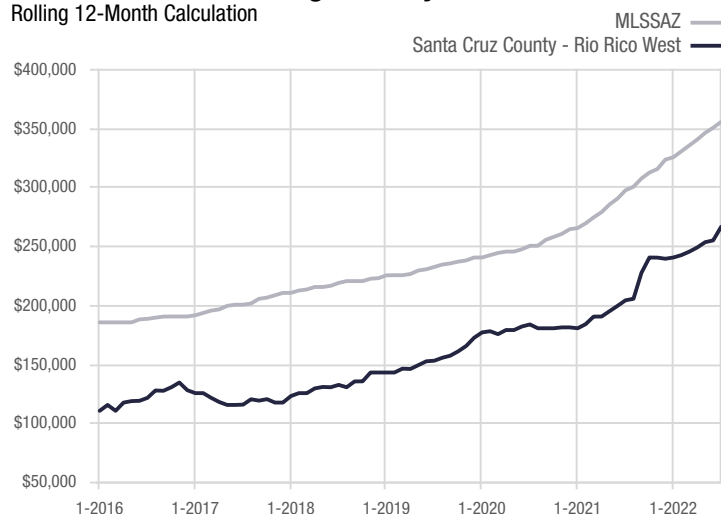
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	9	6	- 33.3%	77	54	- 29.9%
Pending Sales	12	2	- 83.3%	63	43	- 31.7%
Closed Sales	16	1	- 93.8%	56	49	- 12.5%
Days on Market Until Sale	10	56	+ 460.0%	14	24	+ 71.4%
Median Sales Price*	\$203,500	\$360,000	+ 76.9%	\$210,450	\$279,900	+ 33.0%
Average Sales Price*	\$214,406	\$360,000	+ 67.9%	\$226,650	\$299,763	+ 32.3%
Percent of List Price Received*	100.9%	93.5%	- 7.3%	99.7%	99.9%	+ 0.2%
Inventory of Homes for Sale	7	14	+ 100.0%	—	—	—
Months Supply of Inventory	1.0	2.1	+ 110.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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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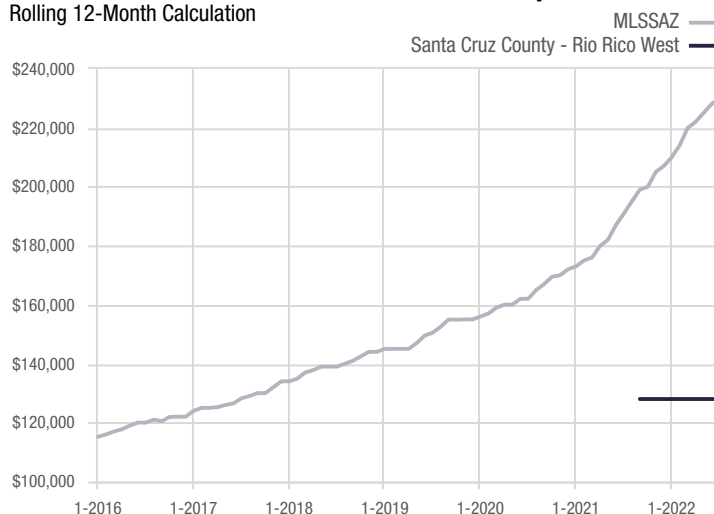
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Santa Cruz County - Santa Cruz County

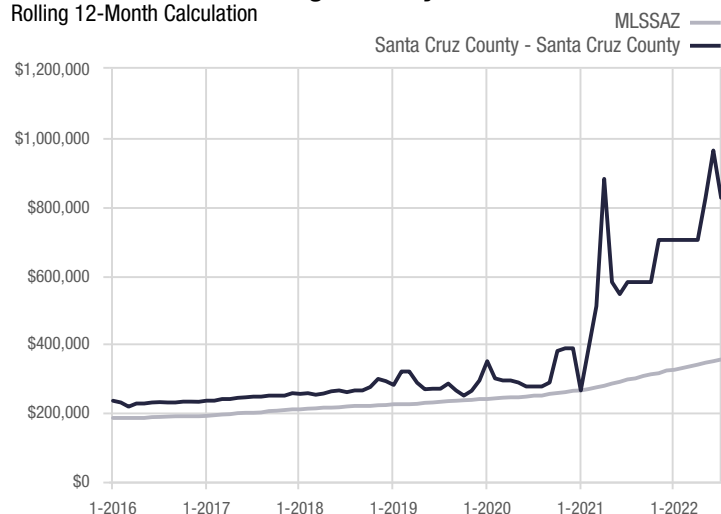
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	1	0	- 100.0%	5	2	- 60.0%
Pending Sales	1	0	- 100.0%	7	1	- 85.7%
Closed Sales	1	0	- 100.0%	6	3	- 50.0%
Days on Market Until Sale	598	—	—	174	140	- 19.5%
Median Sales Price*	\$1,100,000	—	—	\$840,000	\$1,200,000	+ 42.9%
Average Sales Price*	\$1,100,000	—	—	\$817,296	\$975,000	+ 19.3%
Percent of List Price Received*	91.7%	—	—	93.6%	93.8%	+ 0.2%
Inventory of Homes for Sale	4	3	- 25.0%	—	—	—
Months Supply of Inventory	3.6	3.0	- 16.7%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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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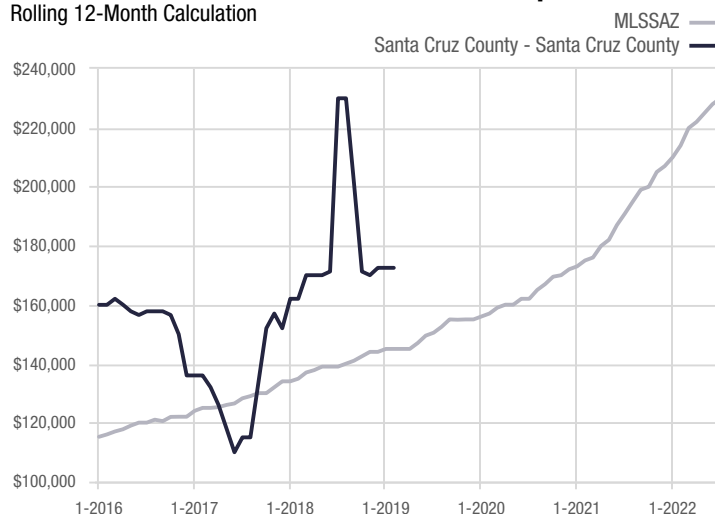
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

A Research Tool Provided by Southern Arizona MLS.

Santa Cruz County - Sonoita

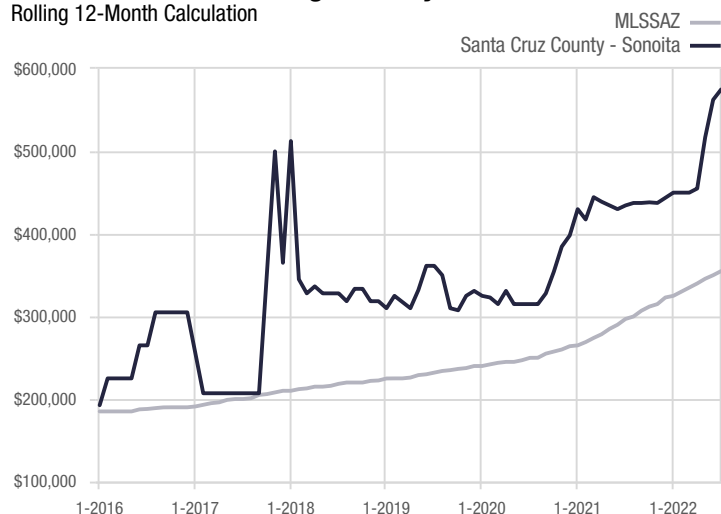
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	3	1	- 66.7%	17	11	- 35.3%
Pending Sales	2	0	- 100.0%	21	10	- 52.4%
Closed Sales	4	2	- 50.0%	19	13	- 31.6%
Days on Market Until Sale	155	133	- 14.2%	112	55	- 50.9%
Median Sales Price*	\$452,000	\$765,000	+ 69.2%	\$450,000	\$685,000	+ 52.2%
Average Sales Price*	\$521,000	\$765,000	+ 46.8%	\$537,107	\$773,423	+ 44.0%
Percent of List Price Received*	95.9%	97.2%	+ 1.4%	97.3%	97.9%	+ 0.6%
Inventory of Homes for Sale	7	4	- 42.9%	—	—	—
Months Supply of Inventory	2.3	2.1	- 8.7%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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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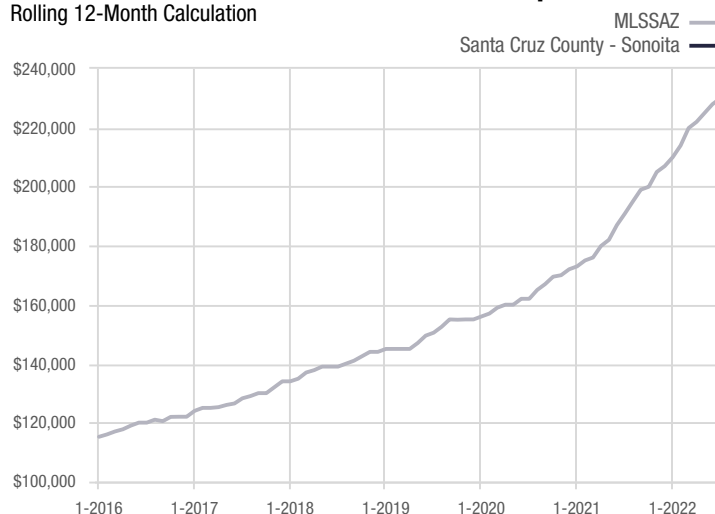
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Santa Cruz County - Tubac East

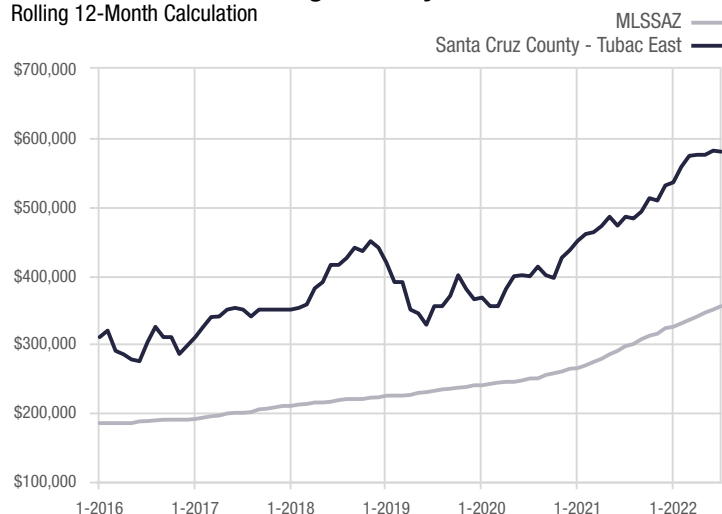
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	5	5	0.0%	45	47	+ 4.4%
Pending Sales	2	2	0.0%	39	50	+ 28.2%
Closed Sales	5	5	0.0%	30	49	+ 63.3%
Days on Market Until Sale	18	88	+ 388.9%	76	60	- 21.1%
Median Sales Price*	\$625,000	\$580,000	- 7.2%	\$510,000	\$590,000	+ 15.7%
Average Sales Price*	\$721,800	\$680,800	- 5.7%	\$568,643	\$673,910	+ 18.5%
Percent of List Price Received*	98.8%	95.1%	- 3.7%	97.2%	97.6%	+ 0.4%
Inventory of Homes for Sale	16	12	- 25.0%	—	—	—
Months Supply of Inventory	2.8	1.7	- 39.3%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	4	6	+ 50.0%	24	25	+ 4.2%
Pending Sales	3	0	- 100.0%	23	21	- 8.7%
Closed Sales	1	1	0.0%	20	28	+ 40.0%
Days on Market Until Sale	1	29	+ 2,800.0%	91	28	- 69.2%
Median Sales Price*	\$260,000	\$282,000	+ 8.5%	\$222,500	\$272,500	+ 22.5%
Average Sales Price*	\$260,000	\$282,000	+ 8.5%	\$238,931	\$292,318	+ 22.3%
Percent of List Price Received*	102.0%	94.3%	- 7.5%	97.2%	99.5%	+ 2.4%
Inventory of Homes for Sale	7	9	+ 28.6%	—	—	—
Months Supply of Inventory	1.7	2.4	+ 41.2%	—	—	—

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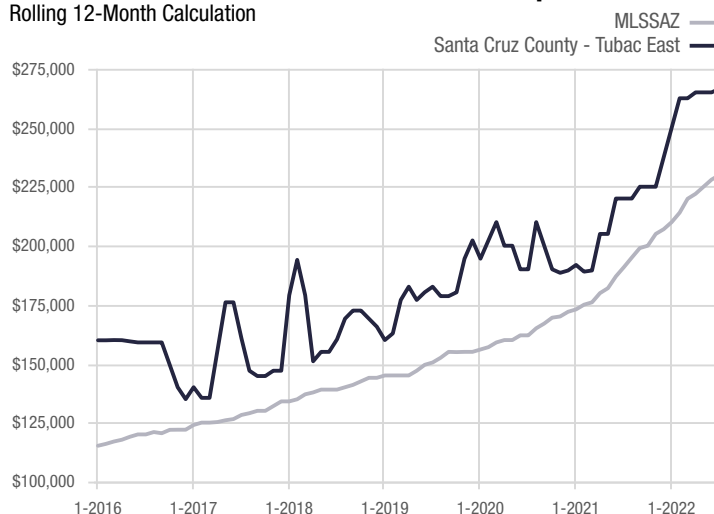
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

A Research Tool Provided by Southern Arizona MLS.

Santa Cruz County - Tubac West

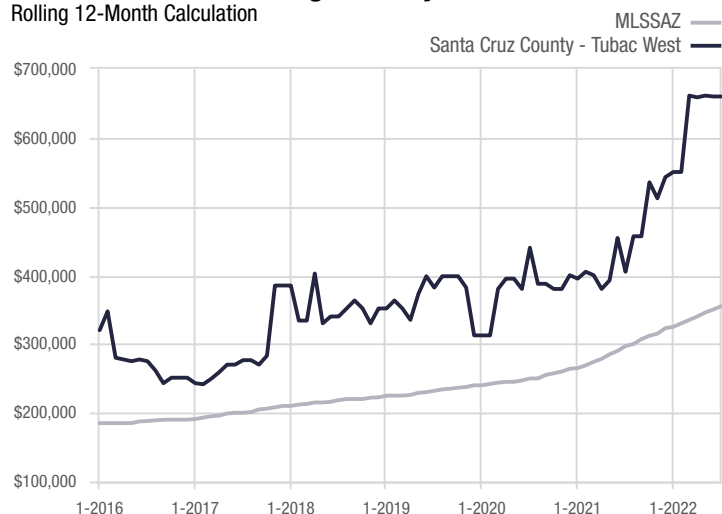
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	1	3	+ 200.0%	9	18	+ 100.0%
Pending Sales	0	0	0.0%	8	15	+ 87.5%
Closed Sales	0	2	—	9	15	+ 66.7%
Days on Market Until Sale	—	12	—	32	79	+ 146.9%
Median Sales Price*	—	\$615,750	—	\$535,000	\$658,500	+ 23.1%
Average Sales Price*	—	\$615,750	—	\$527,927	\$767,565	+ 45.4%
Percent of List Price Received*	—	100.0%	—	100.3%	95.3%	- 5.0%
Inventory of Homes for Sale	5	6	+ 20.0%	—	—	—
Months Supply of Inventory	3.6	2.5	- 30.6%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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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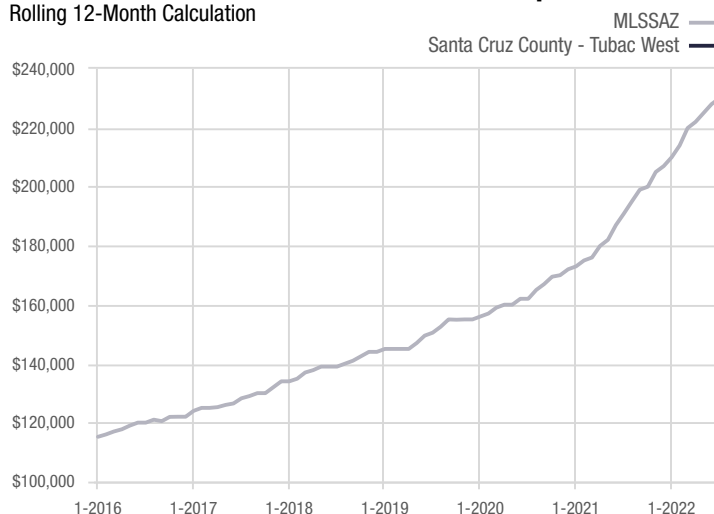
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

A Research Tool Provided by Southern Arizona MLS.



Santa Cruz County - Tumacacori - Carmen

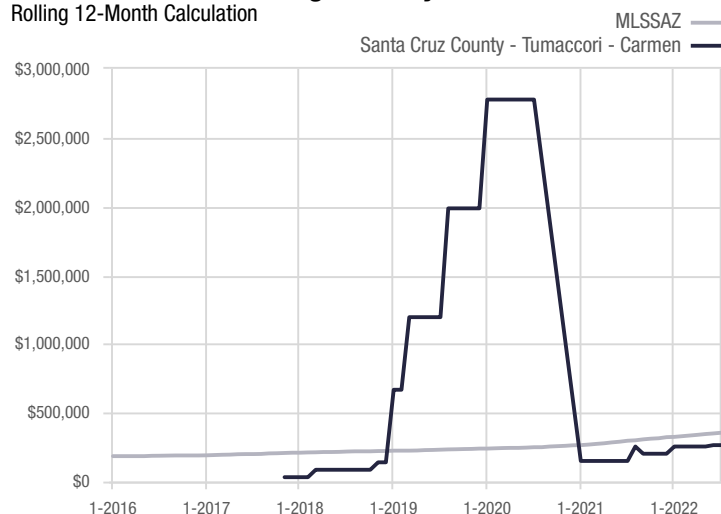
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	0	0	0.0%	1	2	+ 100.0%
Pending Sales	0	0	0.0%	3	1	- 66.7%
Closed Sales	0	0	0.0%	1	1	0.0%
Days on Market Until Sale	—	—	—	65	158	+ 143.1%
Median Sales Price*	—	—	—	\$150,000	\$275,000	+ 83.3%
Average Sales Price*	—	—	—	\$150,000	\$275,000	+ 83.3%
Percent of List Price Received*	—	—	—	100.0%	96.5%	- 3.5%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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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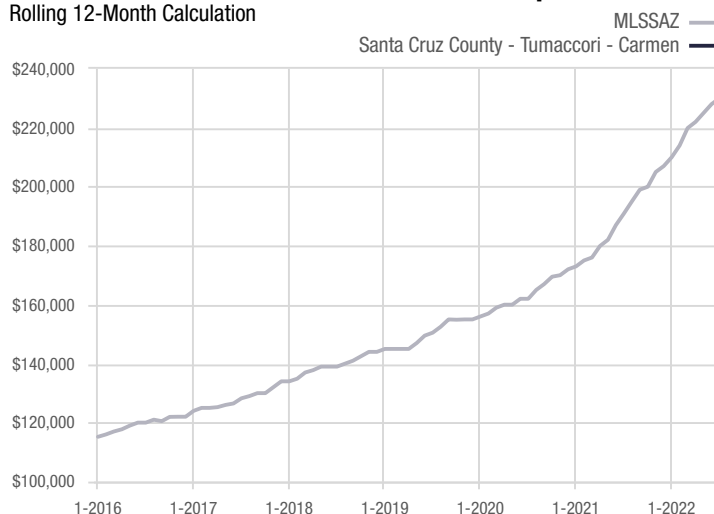
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Tucson - Benson / St. David

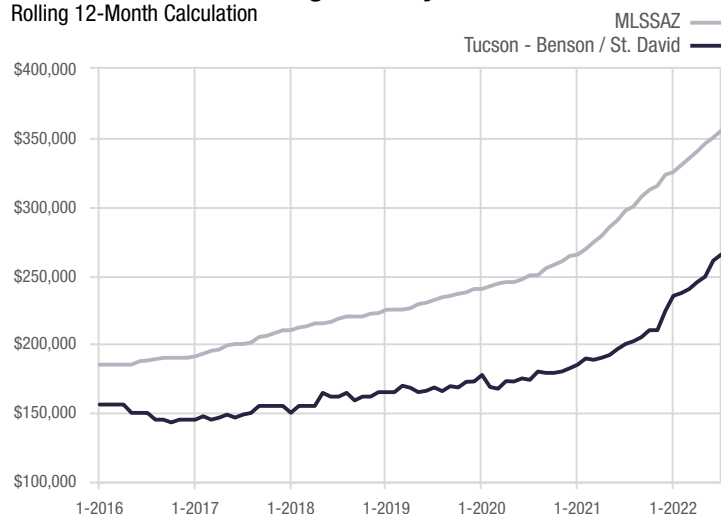
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	15	18	+ 20.0%	127	130	+ 2.4%
Pending Sales	16	15	- 6.3%	95	94	- 1.1%
Closed Sales	14	15	+ 7.1%	91	83	- 8.8%
Days on Market Until Sale	19	21	+ 10.5%	40	27	- 32.5%
Median Sales Price*	\$225,025	\$272,000	+ 20.9%	\$202,000	\$267,000	+ 32.2%
Average Sales Price*	\$284,741	\$305,100	+ 7.2%	\$231,177	\$304,828	+ 31.9%
Percent of List Price Received*	101.2%	99.1%	- 2.1%	98.4%	98.2%	- 0.2%
Inventory of Homes for Sale	31	48	+ 54.8%	—	—	—
Months Supply of Inventory	2.4	4.1	+ 70.8%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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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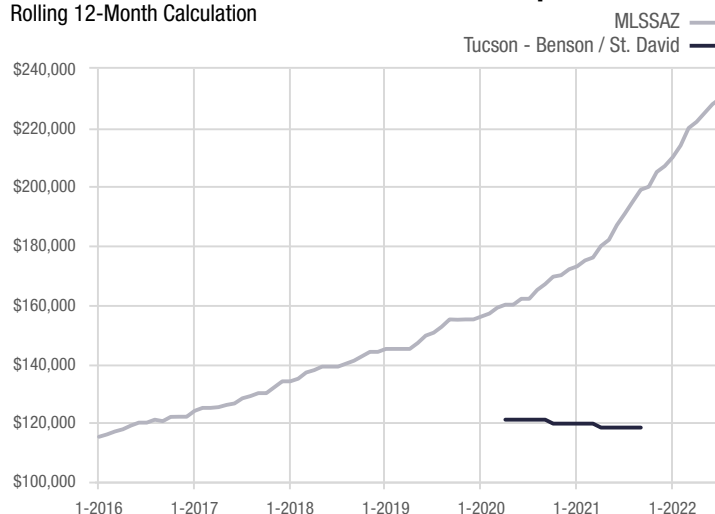
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Tucson - Central

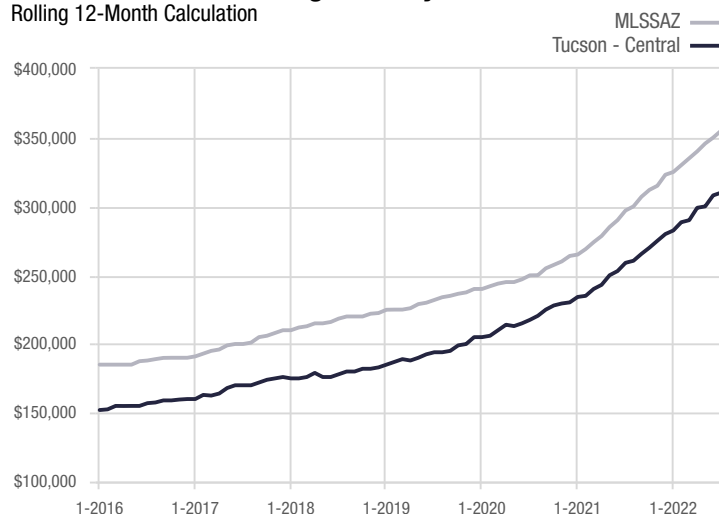
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	232	219	- 5.6%	1,526	1,477	- 3.2%
Pending Sales	166	130	- 21.7%	1,263	1,183	- 6.3%
Closed Sales	183	128	- 30.1%	1,260	1,223	- 2.9%
Days on Market Until Sale	12	19	+ 58.3%	17	20	+ 17.6%
Median Sales Price*	\$285,000	\$316,000	+ 10.9%	\$272,000	\$325,000	+ 19.5%
Average Sales Price*	\$314,528	\$359,108	+ 14.2%	\$316,014	\$368,089	+ 16.5%
Percent of List Price Received*	101.7%	99.1%	- 2.6%	101.3%	101.0%	- 0.3%
Inventory of Homes for Sale	241	285	+ 18.3%	—	—	—
Months Supply of Inventory	1.3	1.6	+ 23.1%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	68	55	- 19.1%	412	396	- 3.9%
Pending Sales	53	46	- 13.2%	367	348	- 5.2%
Closed Sales	61	40	- 34.4%	337	327	- 3.0%
Days on Market Until Sale	11	15	+ 36.4%	18	16	- 11.1%
Median Sales Price*	\$176,000	\$208,500	+ 18.5%	\$176,000	\$210,000	+ 19.3%
Average Sales Price*	\$190,580	\$209,778	+ 10.1%	\$184,493	\$216,855	+ 17.5%
Percent of List Price Received*	102.6%	100.2%	- 2.3%	101.8%	101.5%	- 0.3%
Inventory of Homes for Sale	53	62	+ 17.0%	—	—	—
Months Supply of Inventory	1.1	1.3	+ 18.2%	—	—	—

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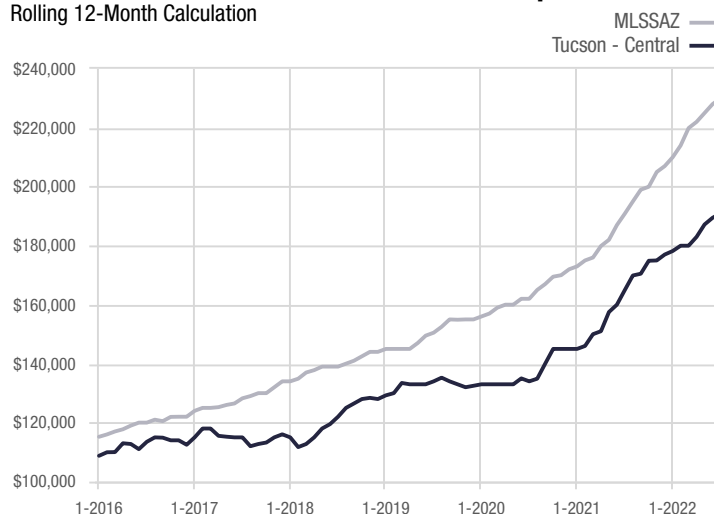
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Tucson - East

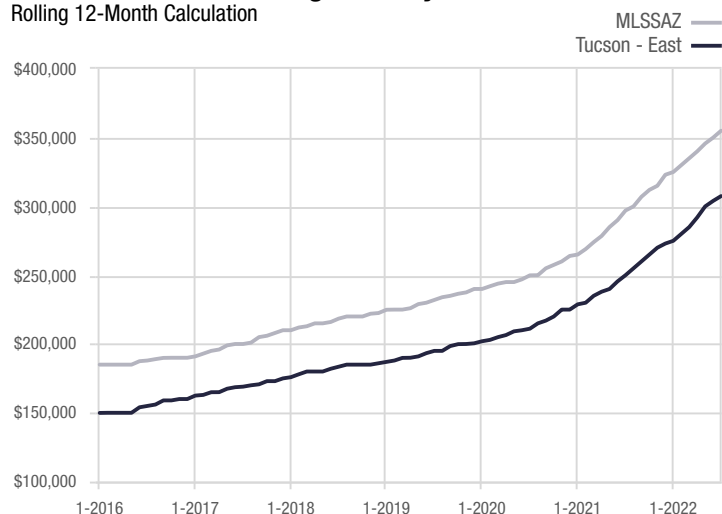
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	188	159	- 15.4%	1,141	1,026	- 10.1%
Pending Sales	136	111	- 18.4%	1,030	920	- 10.7%
Closed Sales	156	94	- 39.7%	988	939	- 5.0%
Days on Market Until Sale	13	12	- 7.7%	13	18	+ 38.5%
Median Sales Price*	\$280,000	\$330,000	+ 17.9%	\$262,789	\$323,000	+ 22.9%
Average Sales Price*	\$300,885	\$347,512	+ 15.5%	\$284,534	\$343,663	+ 20.8%
Percent of List Price Received*	101.3%	99.3%	- 2.0%	101.4%	100.9%	- 0.5%
Inventory of Homes for Sale	122	160	+ 31.1%	—	—	—
Months Supply of Inventory	0.9	1.2	+ 33.3%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	45	25	- 44.4%	266	232	- 12.8%
Pending Sales	36	28	- 22.2%	247	212	- 14.2%
Closed Sales	30	22	- 26.7%	239	204	- 14.6%
Days on Market Until Sale	7	19	+ 171.4%	11	14	+ 27.3%
Median Sales Price*	\$198,500	\$242,000	+ 21.9%	\$170,000	\$219,275	+ 29.0%
Average Sales Price*	\$195,767	\$227,214	+ 16.1%	\$168,717	\$208,386	+ 23.5%
Percent of List Price Received*	102.3%	100.9%	- 1.4%	101.3%	101.6%	+ 0.3%
Inventory of Homes for Sale	25	25	0.0%	—	—	—
Months Supply of Inventory	0.7	0.8	+ 14.3%	—	—	—

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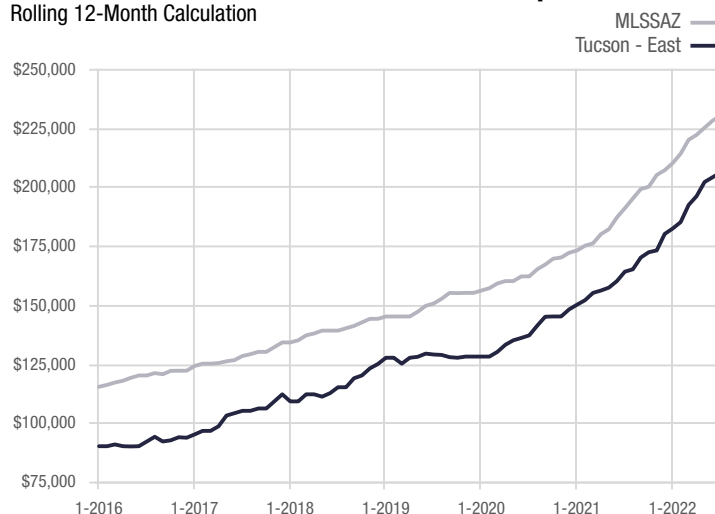
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

A Research Tool Provided by Southern Arizona MLS.

Tucson - Extended Northeast

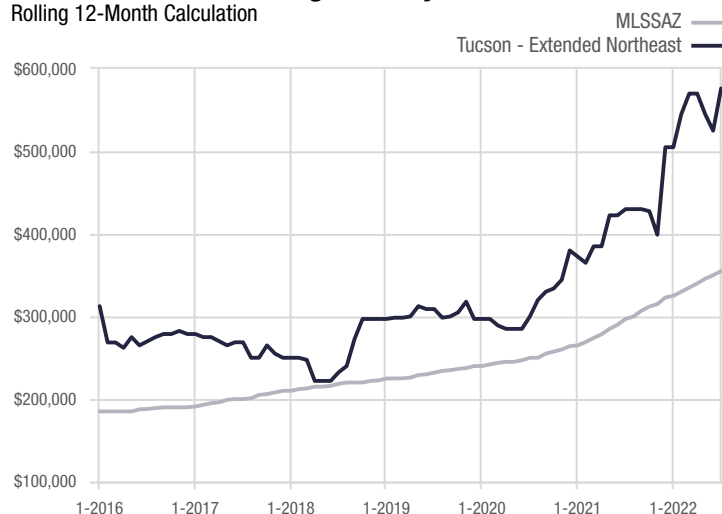
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	2	1	- 50.0%	13	18	+ 38.5%
Pending Sales	4	4	0.0%	11	14	+ 27.3%
Closed Sales	4	2	- 50.0%	9	10	+ 11.1%
Days on Market Until Sale	25	7	- 72.0%	67	11	- 83.6%
Median Sales Price*	\$472,000	\$581,250	+ 23.1%	\$385,000	\$581,250	+ 51.0%
Average Sales Price*	\$482,250	\$581,250	+ 20.5%	\$475,778	\$547,100	+ 15.0%
Percent of List Price Received*	97.2%	96.5%	- 0.7%	96.9%	102.2%	+ 5.5%
Inventory of Homes for Sale	4	4	0.0%	—	—	—
Months Supply of Inventory	1.4	1.7	+ 21.4%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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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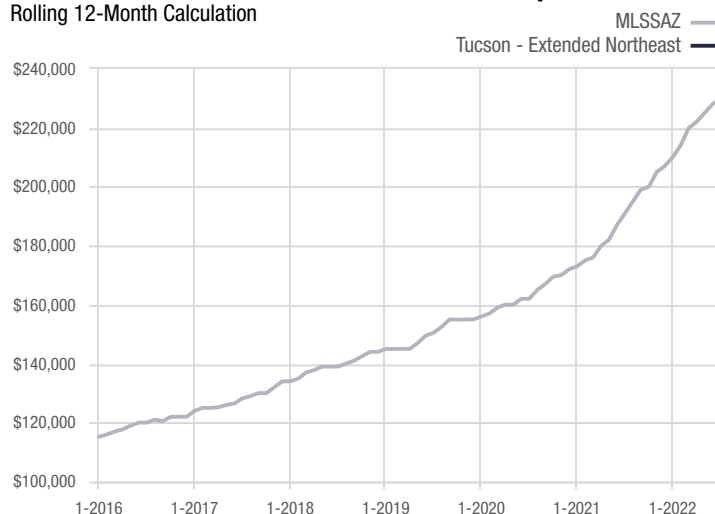
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Tucson - Extended Northwest

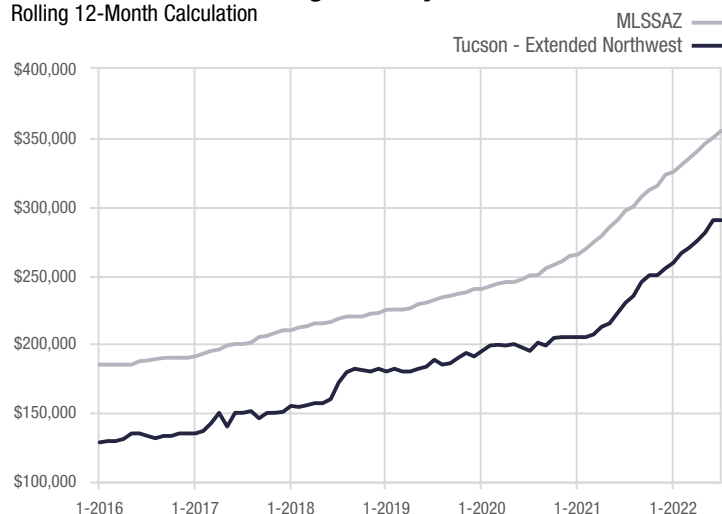
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	10	9	- 10.0%	57	53	- 7.0%
Pending Sales	11	8	- 27.3%	52	43	- 17.3%
Closed Sales	7	4	- 42.9%	49	37	- 24.5%
Days on Market Until Sale	8	6	- 25.0%	5	17	+ 240.0%
Median Sales Price*	\$250,000	\$294,500	+ 17.8%	\$245,000	\$310,000	+ 26.5%
Average Sales Price*	\$267,714	\$274,750	+ 2.6%	\$245,144	\$327,493	+ 33.6%
Percent of List Price Received*	100.7%	100.6%	- 0.1%	101.1%	100.0%	- 1.1%
Inventory of Homes for Sale	3	9	+ 200.0%	—	—	—
Months Supply of Inventory	0.4	1.3	+ 225.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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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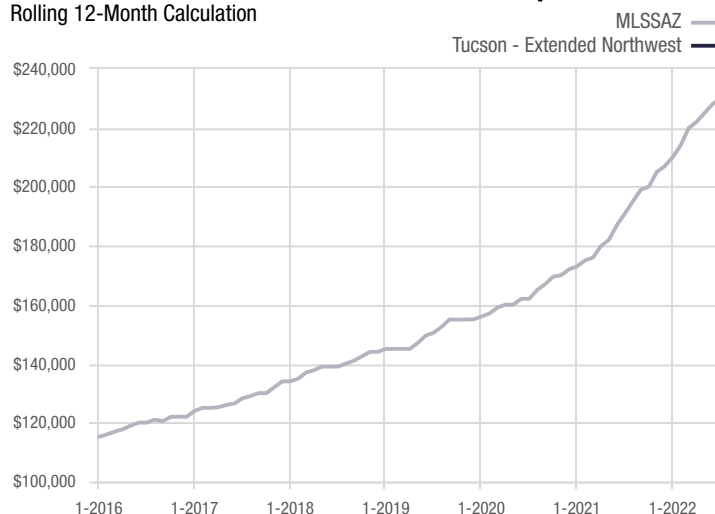
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

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Local Market Update – July 2022

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Tucson - Extended Southeast

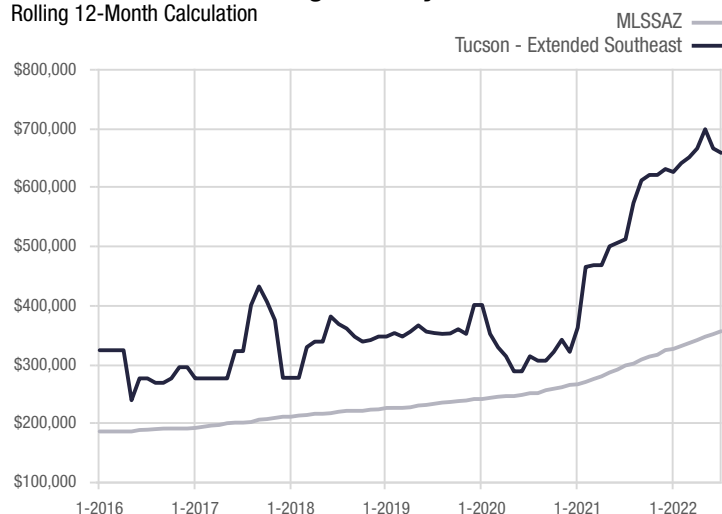
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	0	0	0.0%	4	11	+ 175.0%
Pending Sales	0	2	—	8	10	+ 25.0%
Closed Sales	0	1	—	9	8	- 11.1%
Days on Market Until Sale	—	53	—	155	25	- 83.9%
Median Sales Price*	—	\$240,000	—	\$620,000	\$682,500	+ 10.1%
Average Sales Price*	—	\$240,000	—	\$612,722	\$655,438	+ 7.0%
Percent of List Price Received*	—	92.3%	—	96.9%	97.5%	+ 0.6%
Inventory of Homes for Sale	2	4	+ 100.0%	—	—	—
Months Supply of Inventory	1.3	2.3	+ 76.9%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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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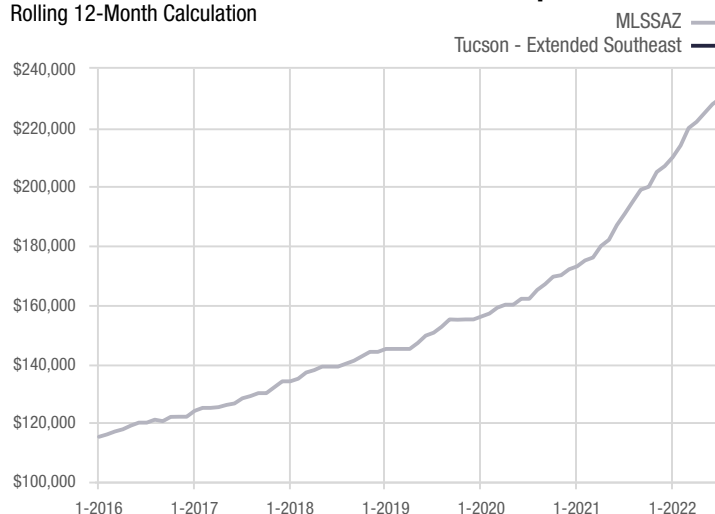
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

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Local Market Update – July 2022

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Tucson - Extended Southwest

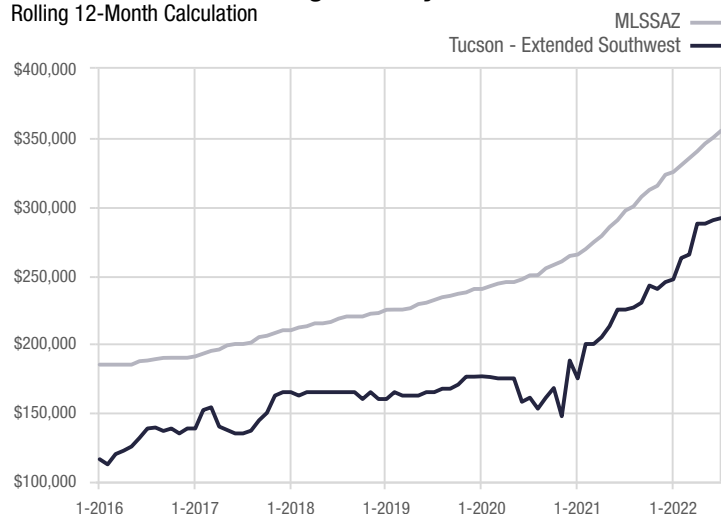
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	5	6	+ 20.0%	20	20	0.0%
Pending Sales	2	3	+ 50.0%	17	13	- 23.5%
Closed Sales	3	2	- 33.3%	17	10	- 41.2%
Days on Market Until Sale	20	33	+ 65.0%	42	17	- 59.5%
Median Sales Price*	\$186,000	\$364,750	+ 96.1%	\$225,000	\$292,500	+ 30.0%
Average Sales Price*	\$216,967	\$364,750	+ 68.1%	\$220,379	\$324,250	+ 47.1%
Percent of List Price Received*	98.8%	97.9%	- 0.9%	99.2%	101.7%	+ 2.5%
Inventory of Homes for Sale	4	7	+ 75.0%	—	—	—
Months Supply of Inventory	1.6	2.5	+ 56.3%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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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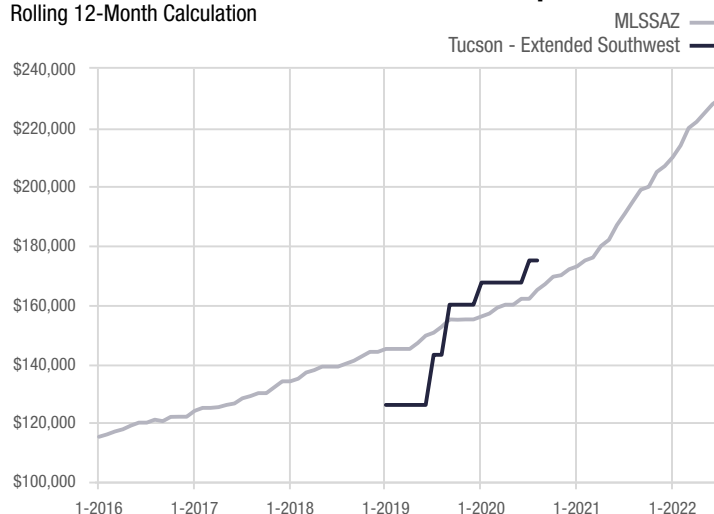
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

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Local Market Update – July 2022

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Tucson - Extended West

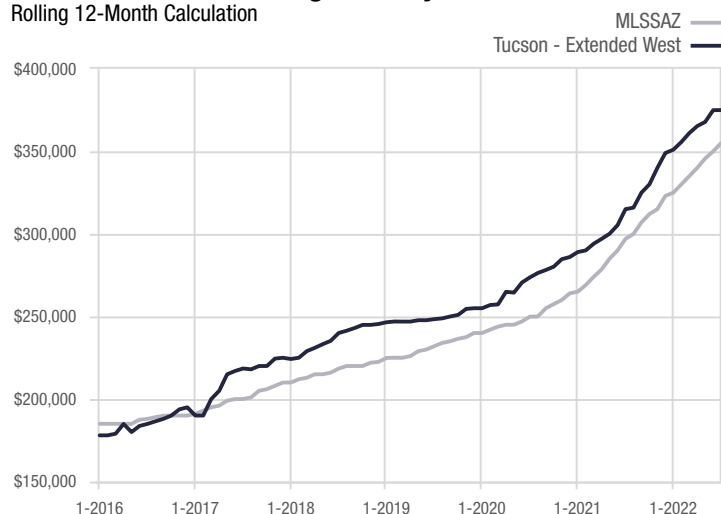
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	65	85	+ 30.8%	326	576	+ 76.7%
Pending Sales	36	50	+ 38.9%	270	438	+ 62.2%
Closed Sales	33	60	+ 81.8%	246	368	+ 49.6%
Days on Market Until Sale	9	27	+ 200.0%	14	30	+ 114.3%
Median Sales Price*	\$367,000	\$393,409	+ 7.2%	\$330,977	\$384,900	+ 16.3%
Average Sales Price*	\$361,640	\$392,864	+ 8.6%	\$340,846	\$392,838	+ 15.3%
Percent of List Price Received*	101.9%	99.7%	- 2.2%	100.9%	100.0%	- 0.9%
Inventory of Homes for Sale	65	193	+ 196.9%	—	—	—
Months Supply of Inventory	1.7	3.5	+ 105.9%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	0	0	0.0%	0	1	—
Pending Sales	0	0	0.0%	0	1	—
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

* 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.

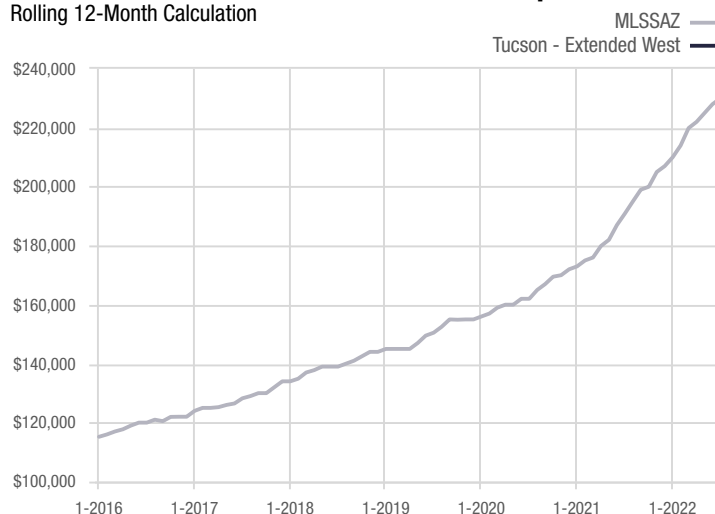
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Tucson - North

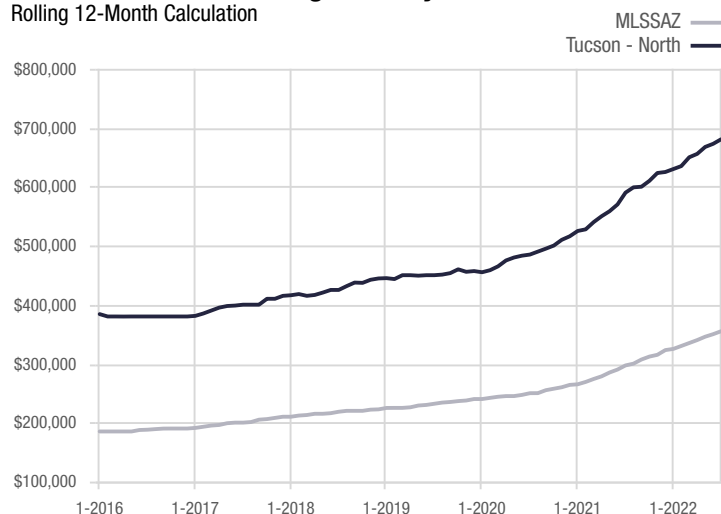
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	118	99	- 16.1%	842	721	- 14.4%
Pending Sales	88	70	- 20.5%	728	573	- 21.3%
Closed Sales	118	66	- 44.1%	736	580	- 21.2%
Days on Market Until Sale	20	19	- 5.0%	24	22	- 8.3%
Median Sales Price*	\$635,000	\$772,500	+ 21.7%	\$627,900	\$715,000	+ 13.9%
Average Sales Price*	\$753,464	\$869,803	+ 15.4%	\$759,282	\$853,857	+ 12.5%
Percent of List Price Received*	101.1%	100.1%	- 1.0%	100.8%	102.1%	+ 1.3%
Inventory of Homes for Sale	127	152	+ 19.7%	—	—	—
Months Supply of Inventory	1.3	1.8	+ 38.5%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	62	74	+ 19.4%	450	479	+ 6.4%
Pending Sales	43	60	+ 39.5%	417	423	+ 1.4%
Closed Sales	48	43	- 10.4%	421	403	- 4.3%
Days on Market Until Sale	12	13	+ 8.3%	14	13	- 7.1%
Median Sales Price*	\$265,000	\$318,100	+ 20.0%	\$245,000	\$305,000	+ 24.5%
Average Sales Price*	\$284,194	\$338,485	+ 19.1%	\$279,679	\$352,420	+ 26.0%
Percent of List Price Received*	100.6%	100.2%	- 0.4%	100.9%	102.0%	+ 1.1%
Inventory of Homes for Sale	44	64	+ 45.5%	—	—	—
Months Supply of Inventory	0.8	1.2	+ 50.0%	—	—	—

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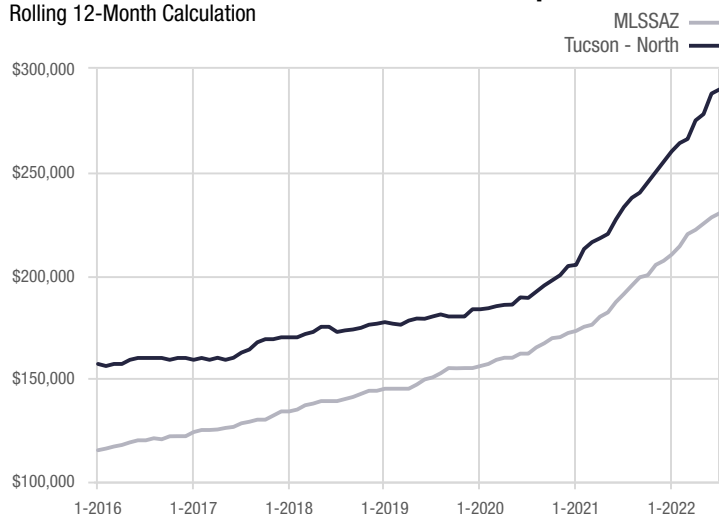
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Tucson - Northeast

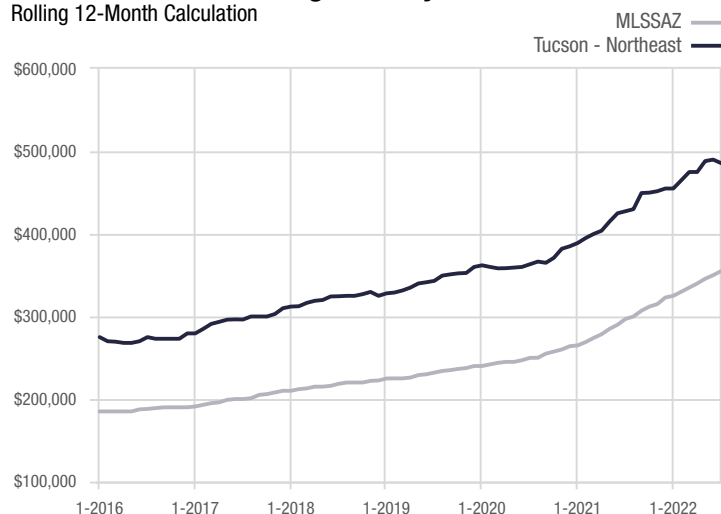
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	71	61	- 14.1%	477	437	- 8.4%
Pending Sales	56	39	- 30.4%	435	362	- 16.8%
Closed Sales	50	56	+ 12.0%	411	354	- 13.9%
Days on Market Until Sale	16	13	- 18.8%	15	17	+ 13.3%
Median Sales Price*	\$446,000	\$454,500	+ 1.9%	\$450,000	\$500,500	+ 11.2%
Average Sales Price*	\$550,576	\$571,646	+ 3.8%	\$550,731	\$606,469	+ 10.1%
Percent of List Price Received*	102.5%	102.0%	- 0.5%	100.8%	102.0%	+ 1.2%
Inventory of Homes for Sale	58	67	+ 15.5%	—	—	—
Months Supply of Inventory	1.0	1.3	+ 30.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	29	23	- 20.7%	172	157	- 8.7%
Pending Sales	27	18	- 33.3%	158	141	- 10.8%
Closed Sales	24	18	- 25.0%	156	136	- 12.8%
Days on Market Until Sale	9	13	+ 44.4%	14	15	+ 7.1%
Median Sales Price*	\$123,000	\$189,500	+ 54.1%	\$148,500	\$220,500	+ 48.5%
Average Sales Price*	\$152,298	\$224,404	+ 47.3%	\$174,082	\$232,925	+ 33.8%
Percent of List Price Received*	101.7%	100.0%	- 1.7%	100.3%	101.6%	+ 1.3%
Inventory of Homes for Sale	21	22	+ 4.8%	—	—	—
Months Supply of Inventory	1.1	1.2	+ 9.1%	—	—	—

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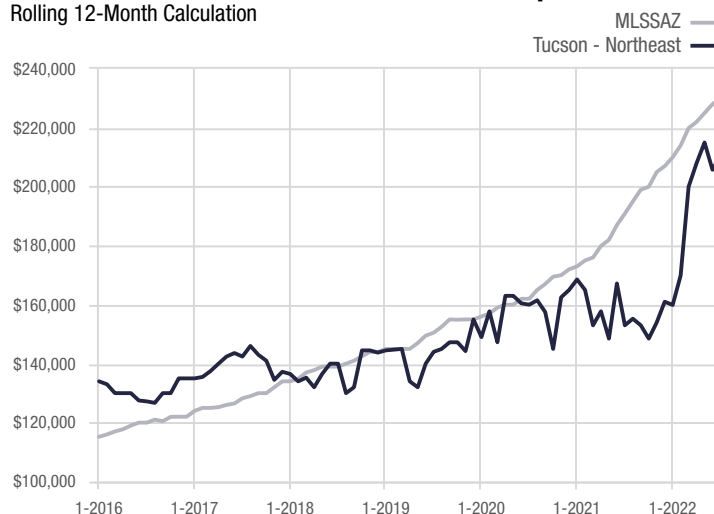
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Tucson - Northwest

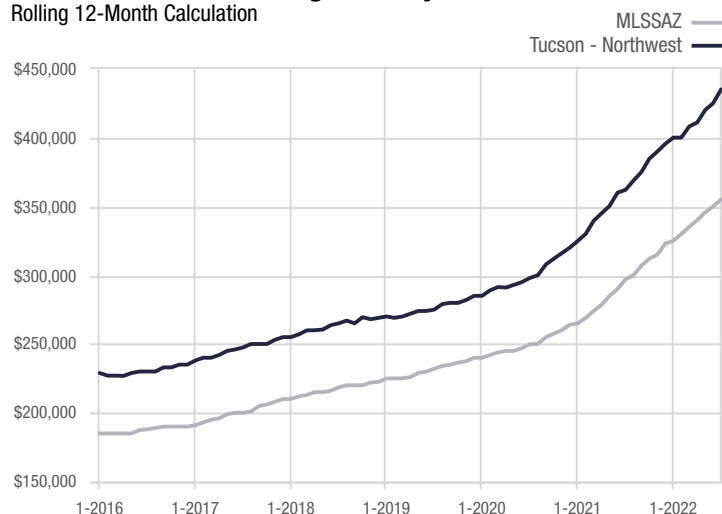
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	321	301	- 6.2%	2,078	1,944	- 6.4%
Pending Sales	255	197	- 22.7%	1,921	1,633	- 15.0%
Closed Sales	253	176	- 30.4%	1,912	1,613	- 15.6%
Days on Market Until Sale	11	21	+ 90.9%	17	18	+ 5.9%
Median Sales Price*	\$360,000	\$475,000	+ 31.9%	\$381,500	\$449,900	+ 17.9%
Average Sales Price*	\$458,780	\$560,599	+ 22.2%	\$467,040	\$542,994	+ 16.3%
Percent of List Price Received*	102.0%	100.1%	- 1.9%	101.0%	101.4%	+ 0.4%
Inventory of Homes for Sale	252	397	+ 57.5%	—	—	—
Months Supply of Inventory	0.9	1.7	+ 88.9%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	25	35	+ 40.0%	211	193	- 8.5%
Pending Sales	26	20	- 23.1%	209	159	- 23.9%
Closed Sales	27	15	- 44.4%	209	151	- 27.8%
Days on Market Until Sale	11	16	+ 45.5%	13	8	- 38.5%
Median Sales Price*	\$335,000	\$350,000	+ 4.5%	\$290,000	\$350,000	+ 20.7%
Average Sales Price*	\$319,552	\$337,067	+ 5.5%	\$295,628	\$364,998	+ 23.5%
Percent of List Price Received*	101.0%	100.8%	- 0.2%	101.1%	102.2%	+ 1.1%
Inventory of Homes for Sale	11	22	+ 100.0%	—	—	—
Months Supply of Inventory	0.4	1.1	+ 175.0%	—	—	—

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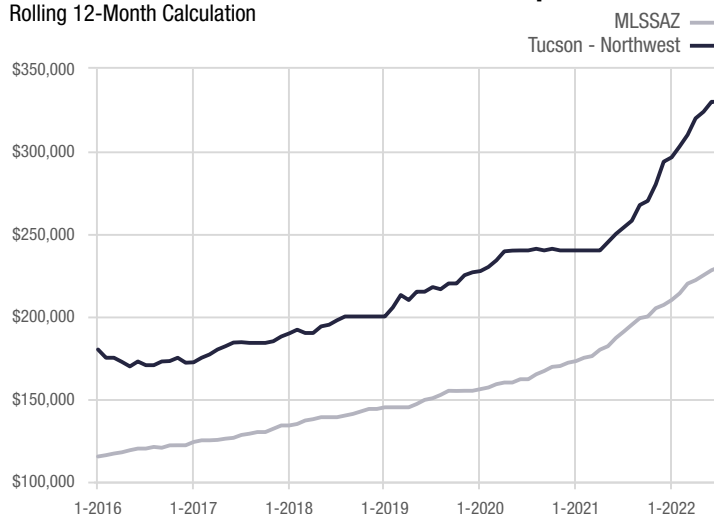
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Tucson - Pima East

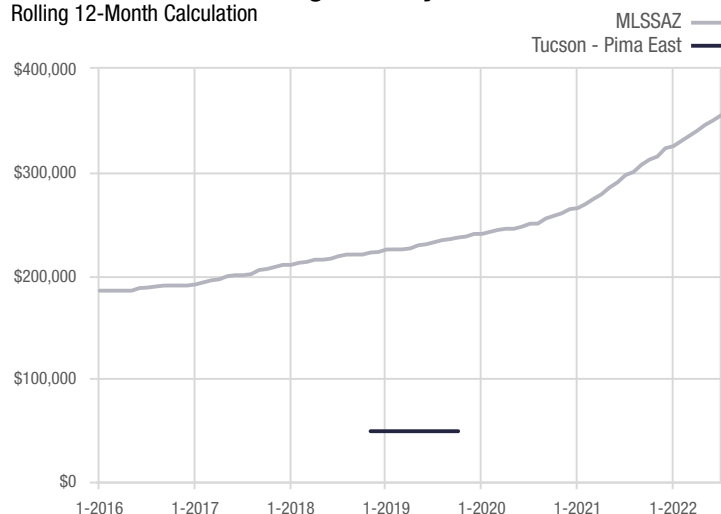
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	0	1	—	0	1	—
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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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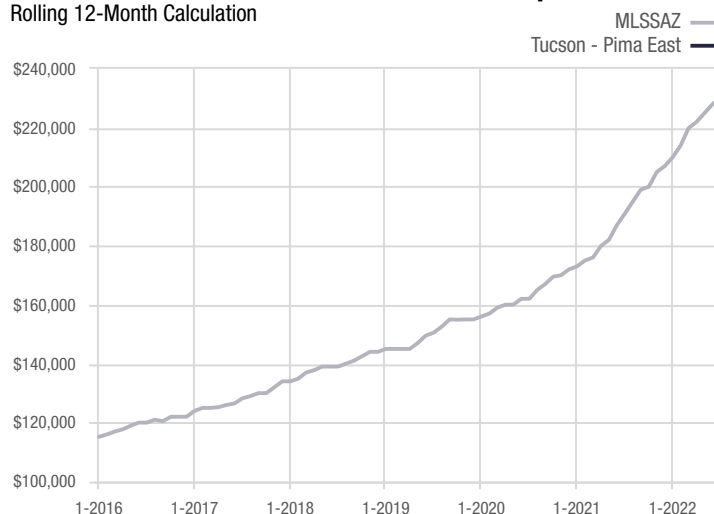
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Tucson - Pima Northwest

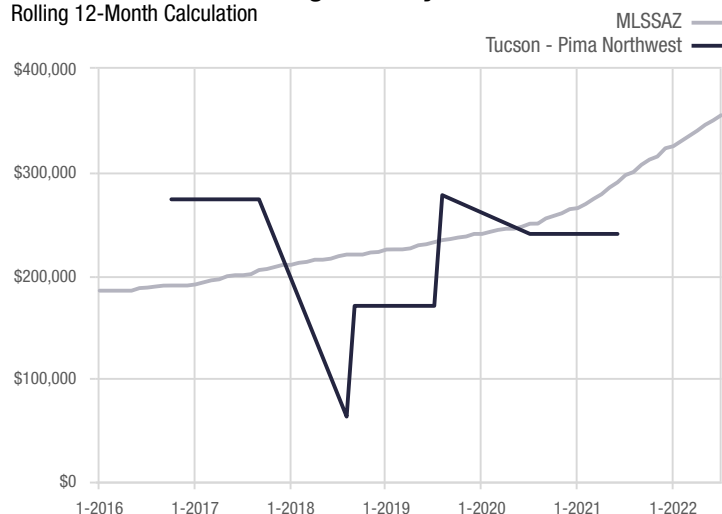
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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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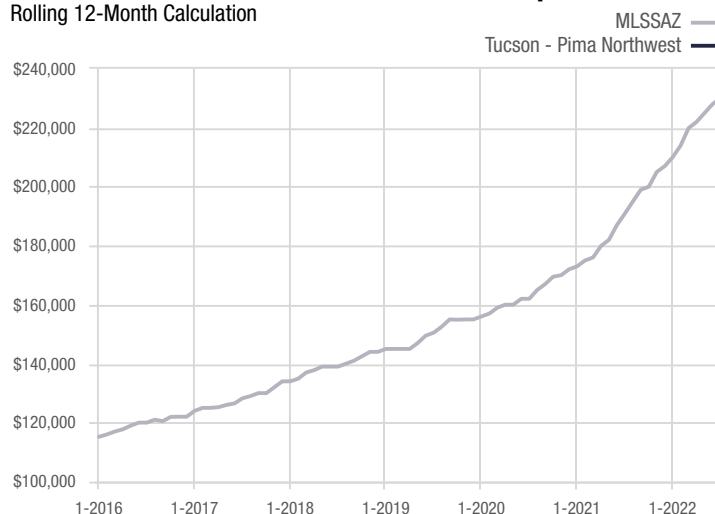
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Tucson - Pima Southwest

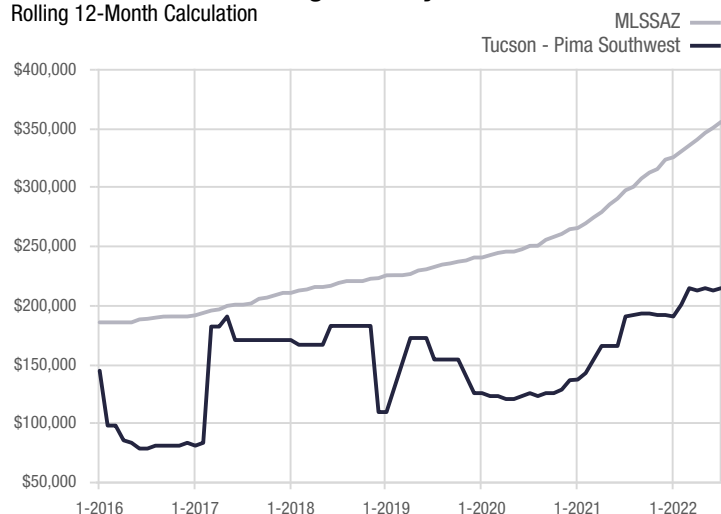
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	1	0	- 100.0%	5	11	+ 120.0%
Pending Sales	0	1	—	6	12	+ 100.0%
Closed Sales	1	1	0.0%	7	11	+ 57.1%
Days on Market Until Sale	26	27	+ 3.8%	226	77	- 65.9%
Median Sales Price*	—	\$249,000	—	\$191,250	\$220,000	+ 15.0%
Average Sales Price*	—	\$249,000	—	\$229,750	\$313,127	+ 36.3%
Percent of List Price Received*	—	100.0%	—	86.8%	96.1%	+ 10.7%
Inventory of Homes for Sale	6	5	- 16.7%	—	—	—
Months Supply of Inventory	4.8	3.2	- 33.3%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% 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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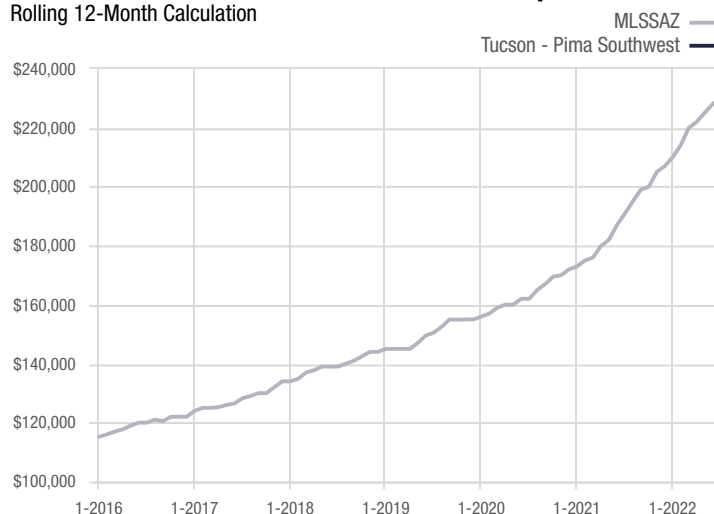
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Tucson - South

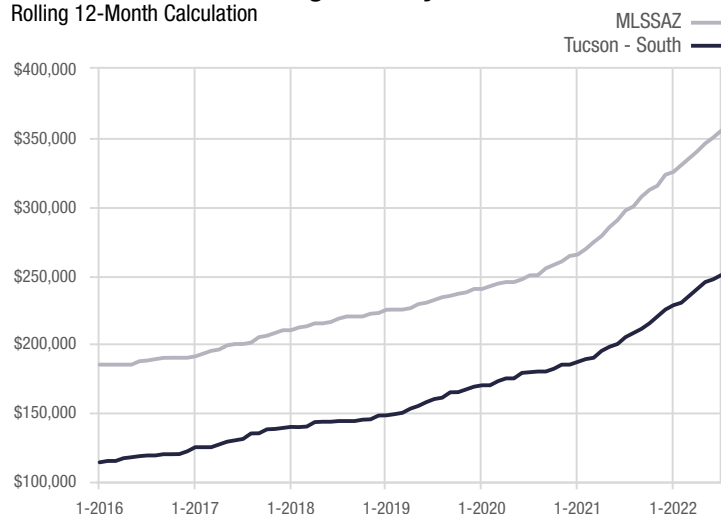
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	98	91	- 7.1%	586	588	+ 0.3%
Pending Sales	70	72	+ 2.9%	518	506	- 2.3%
Closed Sales	73	61	- 16.4%	509	502	- 1.4%
Days on Market Until Sale	9	14	+ 55.6%	11	17	+ 54.5%
Median Sales Price*	\$225,000	\$282,000	+ 25.3%	\$215,000	\$260,000	+ 20.9%
Average Sales Price*	\$221,435	\$290,989	+ 31.4%	\$212,257	\$263,485	+ 24.1%
Percent of List Price Received*	103.1%	100.4%	- 2.6%	101.3%	100.1%	- 1.2%
Inventory of Homes for Sale	67	100	+ 49.3%	—	—	—
Months Supply of Inventory	0.9	1.4	+ 55.6%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	5	5	0.0%	41	49	+ 19.5%
Pending Sales	4	6	+ 50.0%	39	43	+ 10.3%
Closed Sales	7	5	- 28.6%	44	38	- 13.6%
Days on Market Until Sale	9	21	+ 133.3%	14	18	+ 28.6%
Median Sales Price*	\$174,090	\$200,000	+ 14.9%	\$152,500	\$197,500	+ 29.5%
Average Sales Price*	\$170,727	\$192,200	+ 12.6%	\$155,386	\$193,389	+ 24.5%
Percent of List Price Received*	99.6%	99.3%	- 0.3%	100.5%	99.7%	- 0.8%
Inventory of Homes for Sale	5	5	0.0%	—	—	—
Months Supply of Inventory	0.9	0.8	- 11.1%	—	—	—

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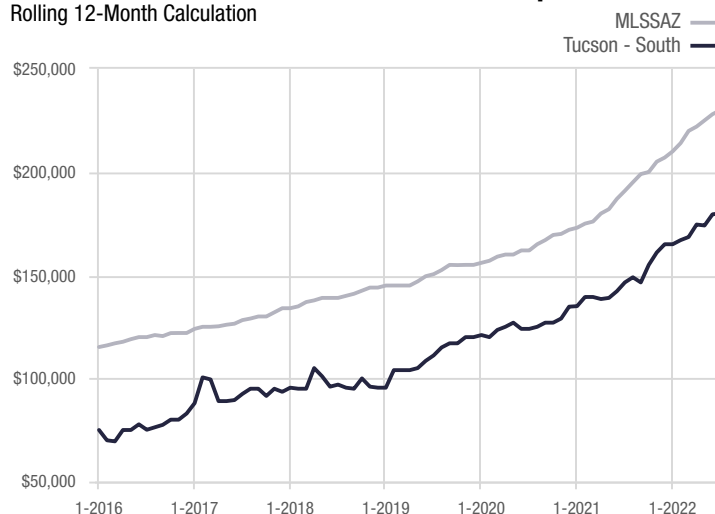
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Tucson - Southeast

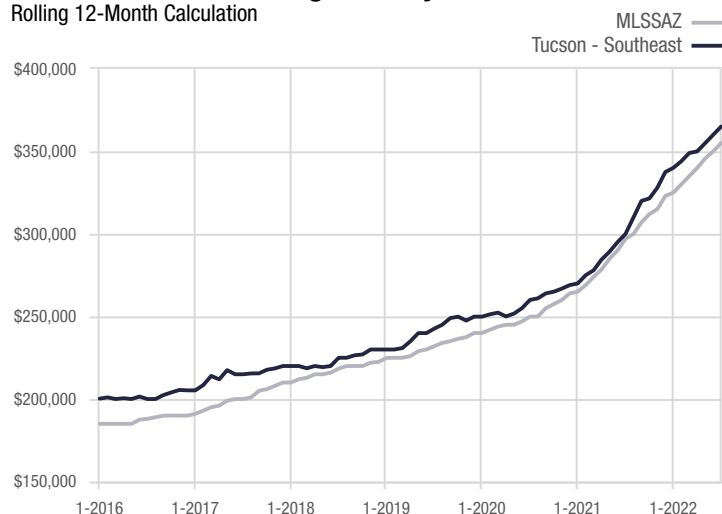
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	59	50	- 15.3%	369	303	- 17.9%
Pending Sales	58	36	- 37.9%	340	256	- 24.7%
Closed Sales	45	32	- 28.9%	327	262	- 19.9%
Days on Market Until Sale	15	21	+ 40.0%	15	19	+ 26.7%
Median Sales Price*	\$344,015	\$424,950	+ 23.5%	\$320,000	\$376,000	+ 17.5%
Average Sales Price*	\$355,111	\$446,125	+ 25.6%	\$342,427	\$404,577	+ 18.1%
Percent of List Price Received*	102.1%	100.6%	- 1.5%	101.3%	101.0%	- 0.3%
Inventory of Homes for Sale	41	63	+ 53.7%	—	—	—
Months Supply of Inventory	0.9	1.6	+ 77.8%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	1	1	0.0%	8	10	+ 25.0%
Pending Sales	2	2	0.0%	7	10	+ 42.9%
Closed Sales	0	2	—	5	11	+ 120.0%
Days on Market Until Sale	—	27	—	4	13	+ 225.0%
Median Sales Price*	—	\$269,500	—	\$200,000	\$282,000	+ 41.0%
Average Sales Price*	—	\$269,500	—	\$208,600	\$291,636	+ 39.8%
Percent of List Price Received*	—	101.6%	—	100.3%	101.1%	+ 0.8%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.6	—	—	—	—	—

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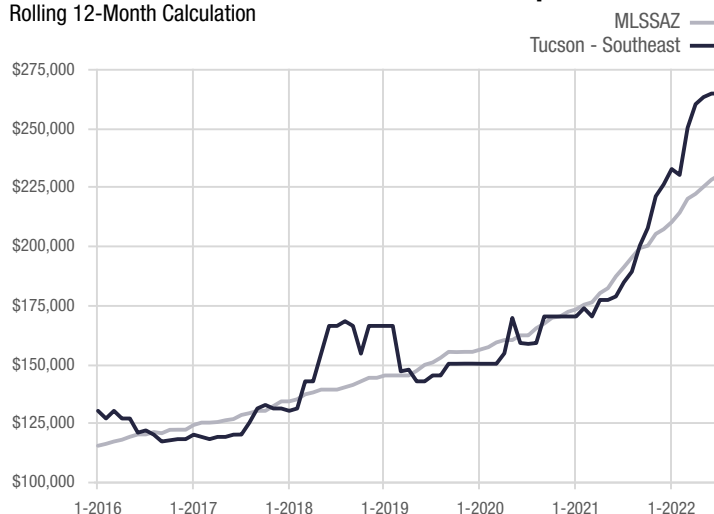
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Tucson - Southwest

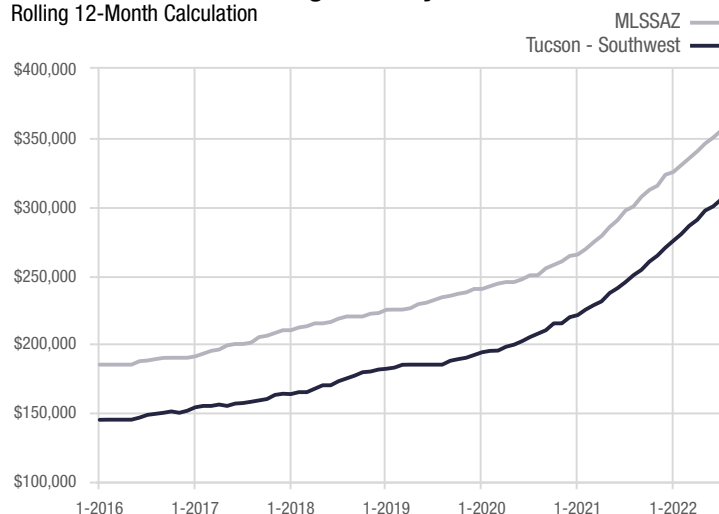
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	94	101	+ 7.4%	570	649	+ 13.9%
Pending Sales	66	73	+ 10.6%	514	552	+ 7.4%
Closed Sales	77	65	- 15.6%	478	554	+ 15.9%
Days on Market Until Sale	9	20	+ 122.2%	16	20	+ 25.0%
Median Sales Price*	\$275,000	\$322,000	+ 17.1%	\$255,450	\$316,000	+ 23.7%
Average Sales Price*	\$278,750	\$330,027	+ 18.4%	\$267,038	\$324,917	+ 21.7%
Percent of List Price Received*	101.7%	99.7%	- 2.0%	101.3%	100.4%	- 0.9%
Inventory of Homes for Sale	62	131	+ 111.3%	—	—	—
Months Supply of Inventory	0.9	1.7	+ 88.9%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	3	4	+ 33.3%	26	27	+ 3.8%
Pending Sales	4	6	+ 50.0%	25	30	+ 20.0%
Closed Sales	3	5	+ 66.7%	20	29	+ 45.0%
Days on Market Until Sale	7	7	0.0%	9	11	+ 22.2%
Median Sales Price*	\$92,000	\$233,700	+ 154.0%	\$173,500	\$210,000	+ 21.0%
Average Sales Price*	\$113,000	\$227,140	+ 101.0%	\$155,515	\$192,726	+ 23.9%
Percent of List Price Received*	94.1%	101.0%	+ 7.3%	100.2%	100.7%	+ 0.5%
Inventory of Homes for Sale	0	2	—	—	—	—
Months Supply of Inventory	—	0.5	—	—	—	—

* 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.

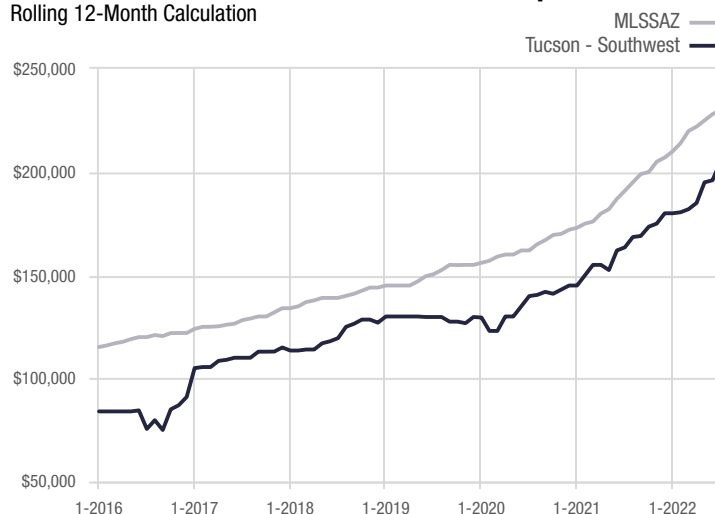
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

A Research Tool Provided by Southern Arizona MLS.

Tucson - Upper Northwest

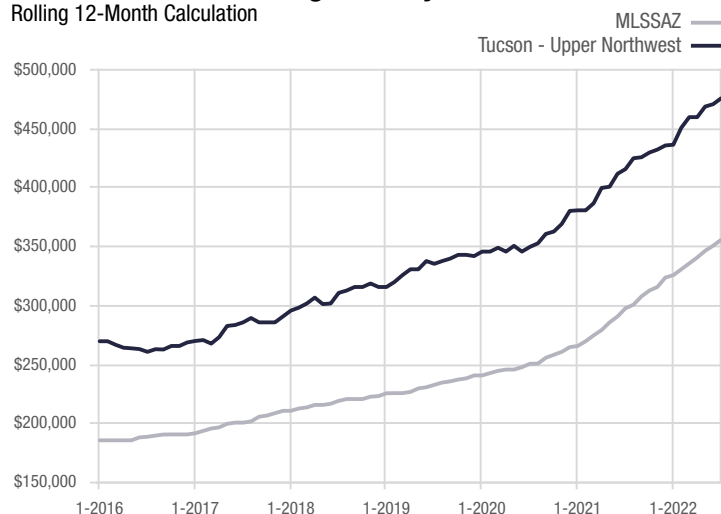
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	52	51	- 1.9%	393	394	+ 0.3%
Pending Sales	38	34	- 10.5%	379	322	- 15.0%
Closed Sales	41	34	- 17.1%	378	325	- 14.0%
Days on Market Until Sale	12	18	+ 50.0%	30	20	- 33.3%
Median Sales Price*	\$441,000	\$583,670	+ 32.4%	\$430,750	\$499,000	+ 15.8%
Average Sales Price*	\$468,166	\$571,364	+ 22.0%	\$475,552	\$547,166	+ 15.1%
Percent of List Price Received*	100.3%	99.4%	- 0.9%	99.7%	100.0%	+ 0.3%
Inventory of Homes for Sale	56	72	+ 28.6%	—	—	—
Months Supply of Inventory	1.1	1.6	+ 45.5%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	3	4	+ 33.3%	34	29	- 14.7%
Pending Sales	2	3	+ 50.0%	34	22	- 35.3%
Closed Sales	7	3	- 57.1%	34	21	- 38.2%
Days on Market Until Sale	65	12	- 81.5%	31	7	- 77.4%
Median Sales Price*	\$297,900	\$418,000	+ 40.3%	\$350,000	\$439,950	+ 25.7%
Average Sales Price*	\$538,083	\$969,333	+ 80.1%	\$431,323	\$591,140	+ 37.1%
Percent of List Price Received*	98.5%	94.5%	- 4.1%	99.0%	99.7%	+ 0.7%
Inventory of Homes for Sale	1	5	+ 400.0%	—	—	—
Months Supply of Inventory	0.2	1.8	+ 800.0%	—	—	—

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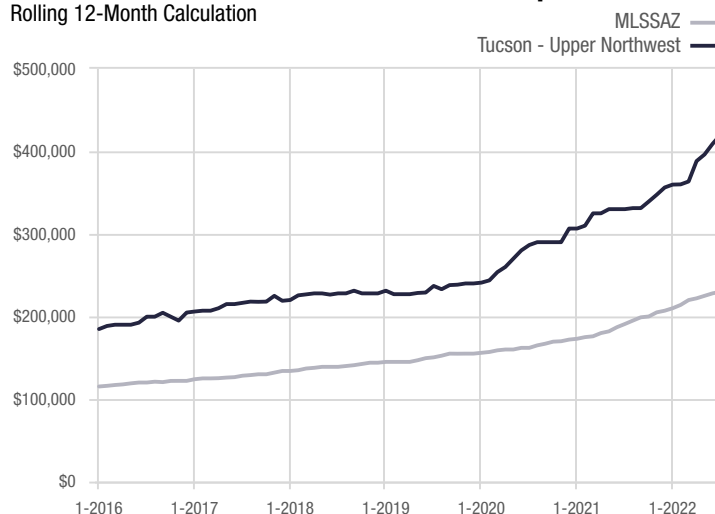
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

A Research Tool Provided by Southern Arizona MLS.

Tucson - Upper Southeast

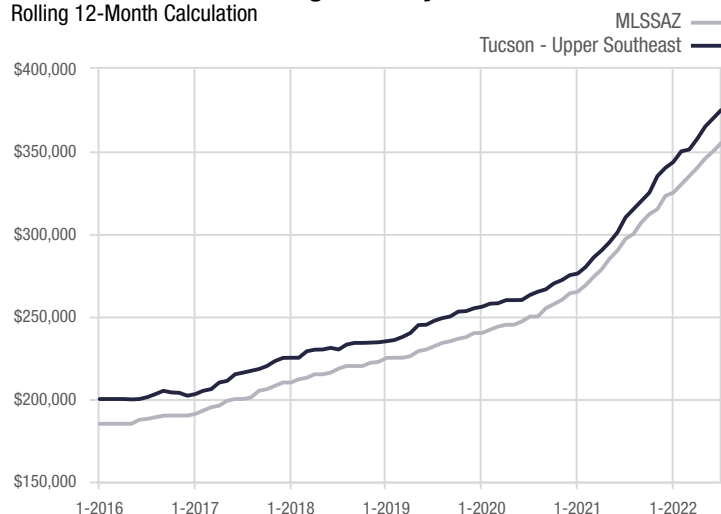
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	118	123	+ 4.2%	834	920	+ 10.3%
Pending Sales	94	97	+ 3.2%	783	797	+ 1.8%
Closed Sales	118	90	- 23.7%	750	749	- 0.1%
Days on Market Until Sale	9	20	+ 122.2%	15	23	+ 53.3%
Median Sales Price*	\$350,500	\$393,139	+ 12.2%	\$325,000	\$380,000	+ 16.9%
Average Sales Price*	\$397,005	\$412,910	+ 4.0%	\$350,260	\$420,133	+ 19.9%
Percent of List Price Received*	102.7%	100.6%	- 2.0%	101.5%	100.9%	- 0.6%
Inventory of Homes for Sale	103	198	+ 92.2%	—	—	—
Months Supply of Inventory	1.0	1.8	+ 80.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	0	1	—	1	4	+ 300.0%
Pending Sales	0	0	0.0%	1	3	+ 200.0%
Closed Sales	1	0	- 100.0%	1	3	+ 200.0%
Days on Market Until Sale	0	—	—	0	9	—
Median Sales Price*	\$240,000	—	—	\$240,000	\$314,500	+ 31.0%
Average Sales Price*	\$240,000	—	—	\$240,000	\$307,167	+ 28.0%
Percent of List Price Received*	100.0%	—	—	100.0%	99.7%	- 0.3%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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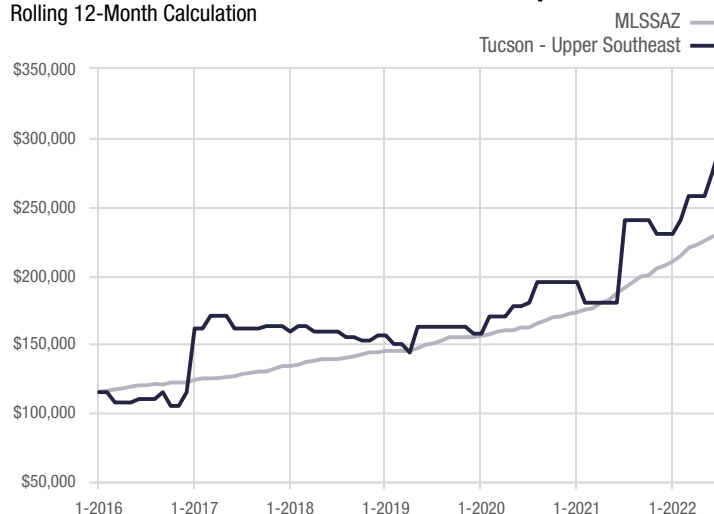
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2022

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Tucson - West

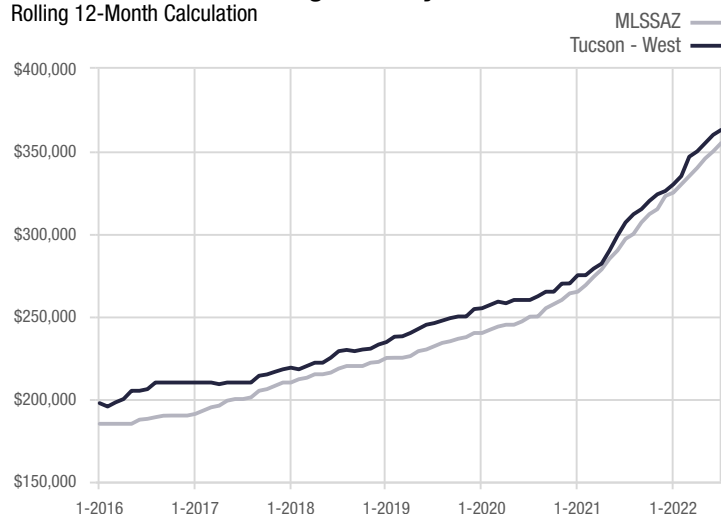
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	102	124	+ 21.6%	728	718	- 1.4%
Pending Sales	84	72	- 14.3%	631	583	- 7.6%
Closed Sales	93	70	- 24.7%	642	583	- 9.2%
Days on Market Until Sale	11	11	0.0%	13	17	+ 30.8%
Median Sales Price*	\$343,000	\$390,000	+ 13.7%	\$324,000	\$390,000	+ 20.4%
Average Sales Price*	\$423,888	\$451,954	+ 6.6%	\$383,325	\$446,577	+ 16.5%
Percent of List Price Received*	102.2%	100.1%	- 2.1%	101.5%	101.1%	- 0.4%
Inventory of Homes for Sale	84	131	+ 56.0%	—	—	—
Months Supply of Inventory	0.9	1.6	+ 77.8%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	16	12	- 25.0%	78	104	+ 33.3%
Pending Sales	8	7	- 12.5%	69	87	+ 26.1%
Closed Sales	13	9	- 30.8%	79	94	+ 19.0%
Days on Market Until Sale	4	6	+ 50.0%	10	10	0.0%
Median Sales Price*	\$182,000	\$219,900	+ 20.8%	\$165,000	\$208,450	+ 26.3%
Average Sales Price*	\$193,846	\$217,933	+ 12.4%	\$163,214	\$207,164	+ 26.9%
Percent of List Price Received*	103.9%	100.3%	- 3.5%	100.8%	101.2%	+ 0.4%
Inventory of Homes for Sale	14	14	0.0%	—	—	—
Months Supply of Inventory	1.2	1.1	- 8.3%	—	—	—

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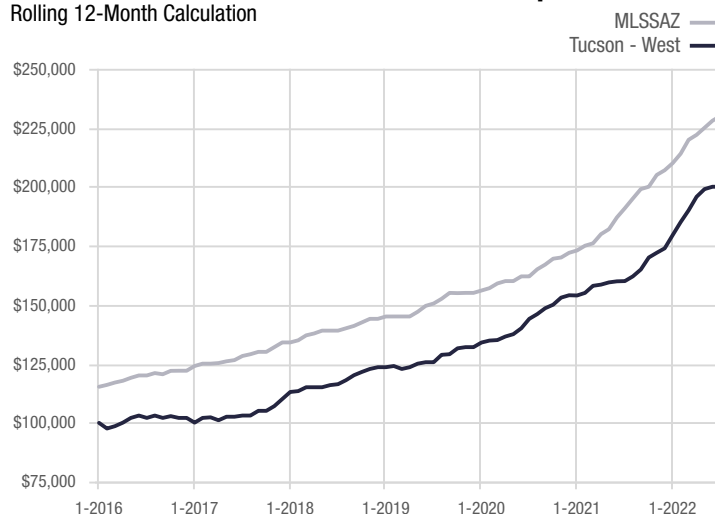
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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