

# Monthly Indicators



## September 2022

The U.S. real estate market continues to slow as we move into fall, as rising consumer prices and higher mortgage interest rates squeeze homebuyer budgets and cool activity. With inflation showing little sign of abating, the Federal Reserve implemented another 75-basis-point hike in September, marking the third such rate increase this year. The cost of borrowing has reached multi-year highs on everything from credit cards to auto loans in 2022 as mortgage interest rates topped 6% for the first time since 2008, causing existing home sales to decline for the seventh consecutive month.

New Listings decreased 16.4 percent for Single Family and 7.5 percent for Townhouse/Condo. Pending Sales decreased 21.7 percent for Single Family but increased 1.4 percent for Townhouse/Condo. Inventory increased 36.2 percent for Single Family and 36.7 percent for Townhouse/Condo.

Median Sales Price increased 10.4 percent to \$370,000 for Single Family and 16.7 percent to \$245,000 for Townhouse/Condo. Days on Market increased 76.5 percent for Single Family and 84.6 percent for Townhouse/Condo. Months Supply of Inventory increased 50.0 percent for Single Family and 55.6 percent for Townhouse/Condo.

Affordability challenges have priced many buyers out of the market this year, and buyers who do succeed in purchasing a home are finding that the costs of homeownership have increased significantly, with monthly mortgage payments more than 55% higher than a year ago, according to the National Association of REALTORS®. Inventory remains lower than normal, and as the market continue to shift, experts project homes will begin to spend more days on market and price growth will slow in the months ahead.

## Quick Facts

**- 23.5%**

Change in  
**Closed Sales**  
All Properties

**+ 9.4%**

Change in  
**Median Sales Price**  
All Properties

**+ 36.2%**

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	9-2021	9-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		1,812	1,514	- 16.4%	15,624	15,334	- 1.9%
Pending Sales		1,357	1,062	- 21.7%	13,535	12,173	- 10.1%
Closed Sales		1,403	1,050	- 25.2%	13,348	12,185	- 8.7%
Days on Market Until Sale		17	30	+ 76.5%	20	22	+ 10.0%
Median Sales Price		\$335,000	\$370,000	+ 10.4%	\$315,000	\$366,000	+ 16.2%
Average Sales Price		\$390,089	\$428,505	+ 9.8%	\$384,900	\$437,454	+ 13.7%
Percent of List Price Received		100.4%	98.5%	- 1.9%	100.8%	100.3%	- 0.5%
Housing Affordability Index		114	81	- 28.9%	121	82	- 32.2%
Inventory of Homes for Sale		2,109	2,872	+ 36.2%	—	—	—
Months Supply of Inventory		1.4	2.1	+ 50.0%	—	—	—

# 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	9-2021	9-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		281	260	- 7.5%	2,682	2,658	- 0.9%
Pending Sales		214	217	+ 1.4%	2,459	2,280	- 7.3%
Closed Sales		220	192	- 12.7%	2,468	2,264	- 8.3%
Days on Market Until Sale		13	24	+ 84.6%	15	15	0.0%
Median Sales Price		\$210,000	\$245,000	+ 16.7%	\$205,000	\$245,000	+ 19.5%
Average Sales Price		\$221,395	\$263,030	+ 18.8%	\$219,747	\$267,615	+ 21.8%
Percent of List Price Received		101.0%	98.0%	- 3.0%	100.9%	100.8%	- 0.1%
Housing Affordability Index		181	123	- 32.0%	186	123	- 33.9%
Inventory of Homes for Sale		251	343	+ 36.7%	—	—	—
Months Supply of Inventory		0.9	1.4	+ 55.6%	—	—	—

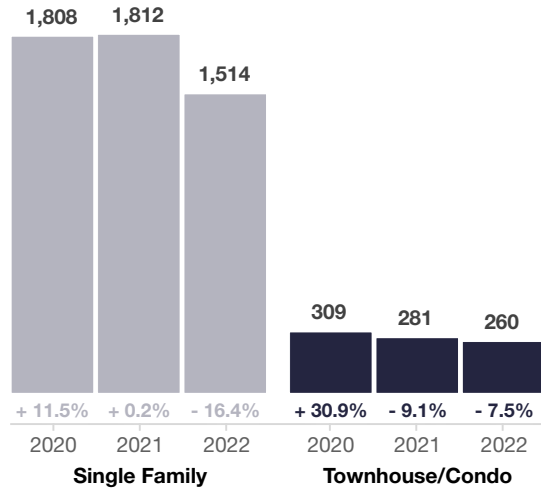
# New Listings

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

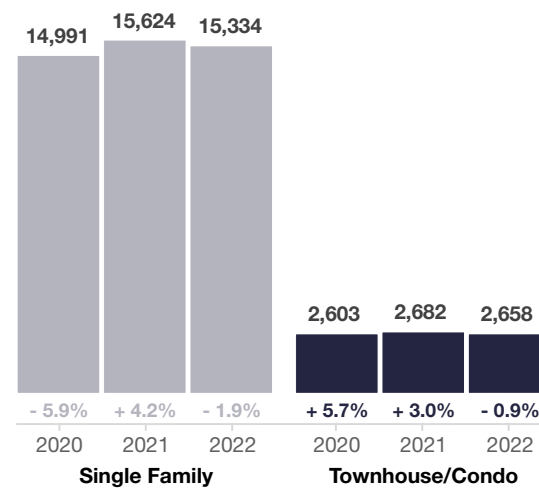


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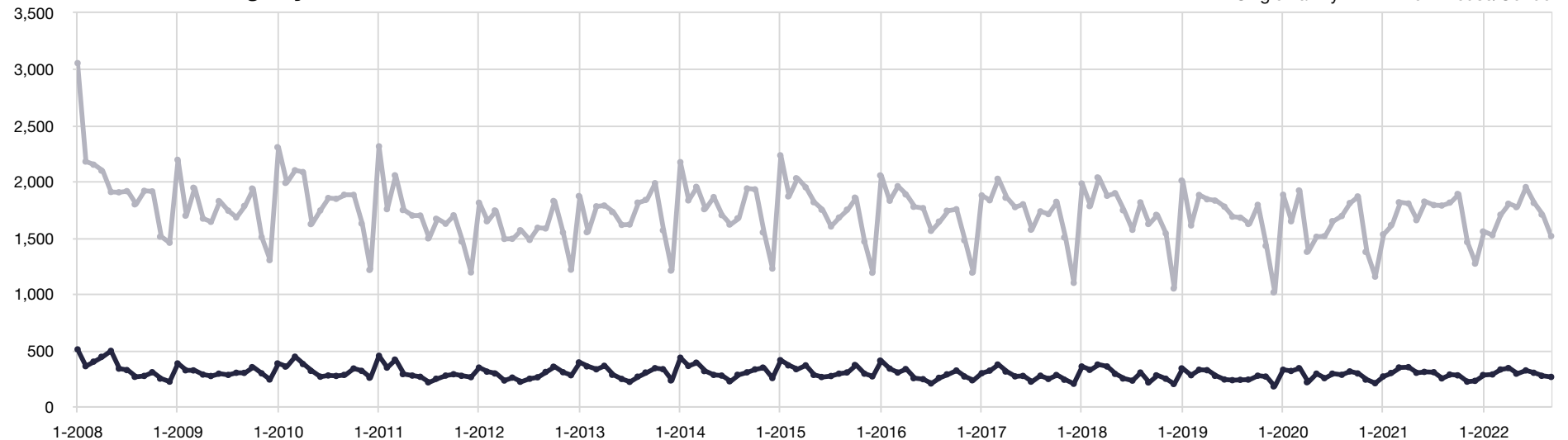


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1,706	- 4.5%	270	+ 9.3%
<b>9-2022</b>	<b>1,514</b>	<b>- 16.4%</b>	<b>260</b>	<b>- 7.5%</b>
12-Month Avg	1,663	- 0.3%	281	- 1.1%

## Historical New Listings by Month



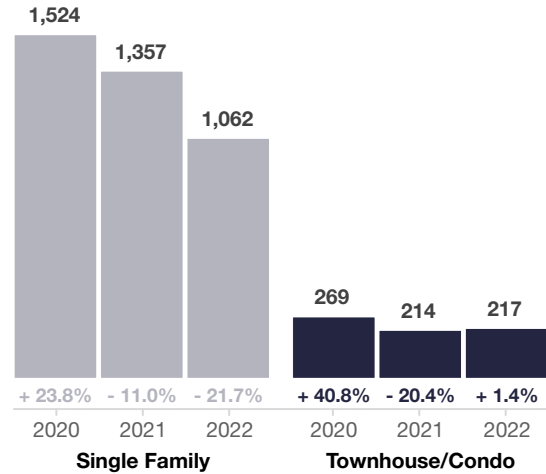
# Pending Sales

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

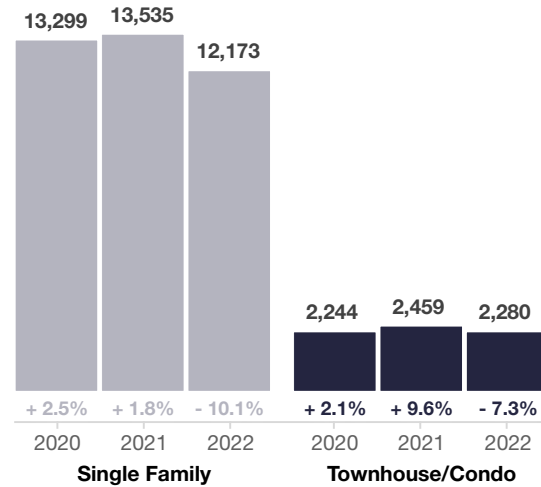


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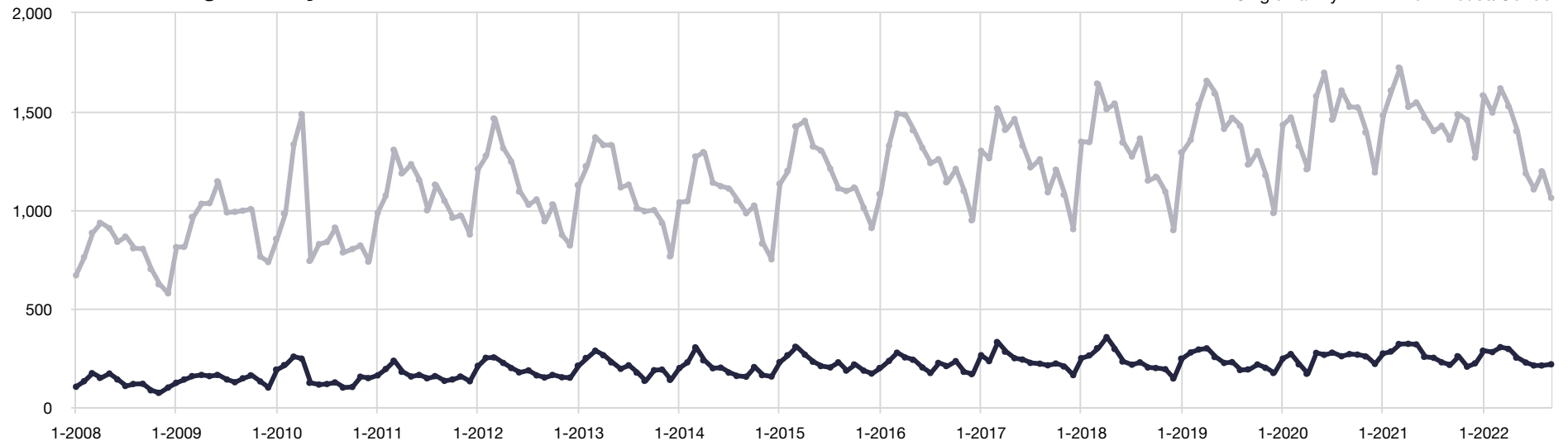


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2021	1,486	- 2.3%	258	- 3.0%
11-2021	1,457	+ 4.5%	205	- 20.2%
12-2021	1,266	+ 6.3%	222	+ 1.4%
1-2022	1,582	+ 6.9%	286	+ 5.1%
2-2022	1,495	- 7.0%	279	- 1.1%
3-2022	1,618	- 6.1%	304	- 5.0%
4-2022	1,527	+ 0.2%	295	- 8.1%
5-2022	1,401	- 9.4%	251	- 21.1%
6-2022	1,186	- 19.3%	226	- 11.4%
7-2022	1,105	- 21.1%	211	- 15.6%
8-2022	1,197	- 16.2%	211	- 7.0%
<b>9-2022</b>	<b>1,062</b>	<b>- 21.7%</b>	<b>217</b>	<b>+ 1.4%</b>
12-Month Avg	1,365	- 7.1%	247	- 7.5%

## Historical Pending Sales by Month



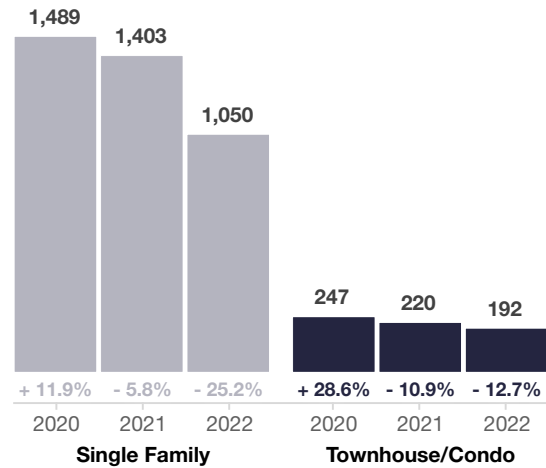
# Closed Sales

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

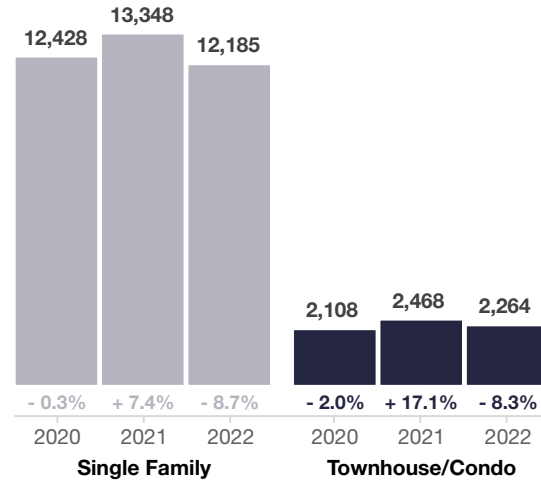


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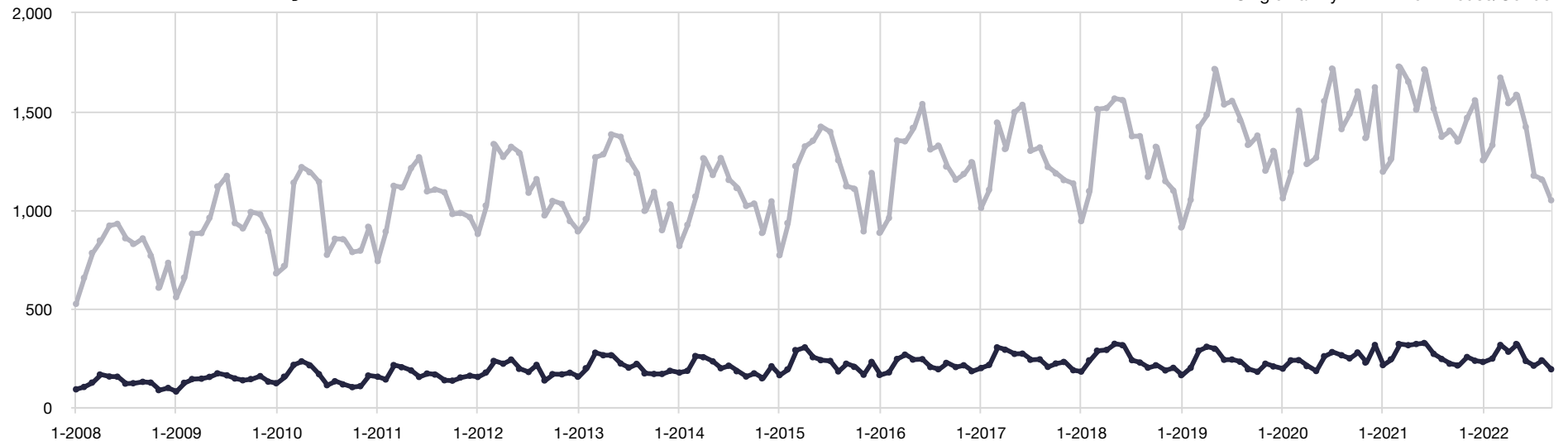


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1,543	- 6.6%	281	- 10.5%
5-2022	1,585	+ 5.0%	320	0.0%
6-2022	1,422	- 17.0%	234	- 28.0%
7-2022	1,175	- 22.4%	210	- 22.2%
8-2022	1,155	- 15.8%	237	- 2.9%
<b>9-2022</b>	<b>1,050</b>	<b>- 25.2%</b>	<b>192</b>	<b>- 12.7%</b>
12-Month Avg	1,380	- 7.7%	247	- 9.9%

## Historical Closed Sales by Month



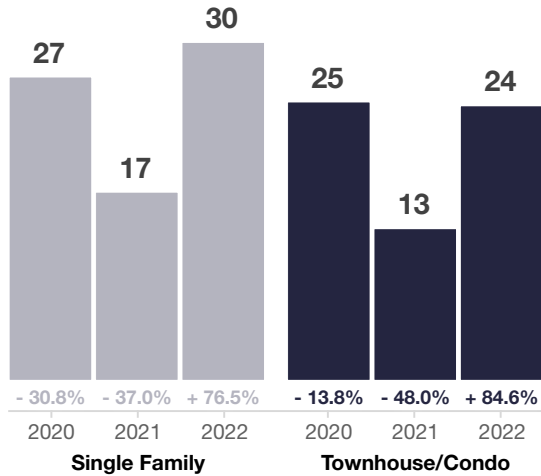
# Days on Market Until Sale

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

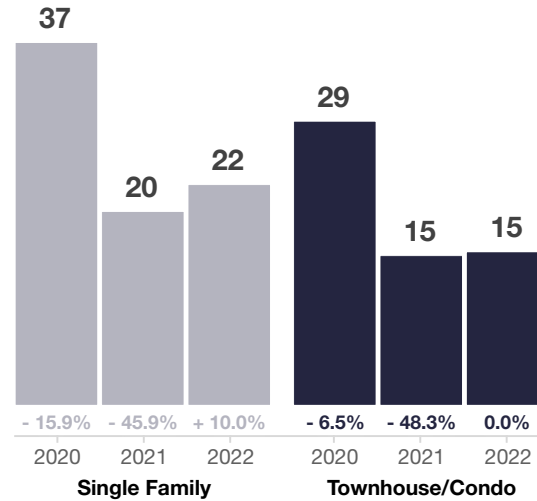


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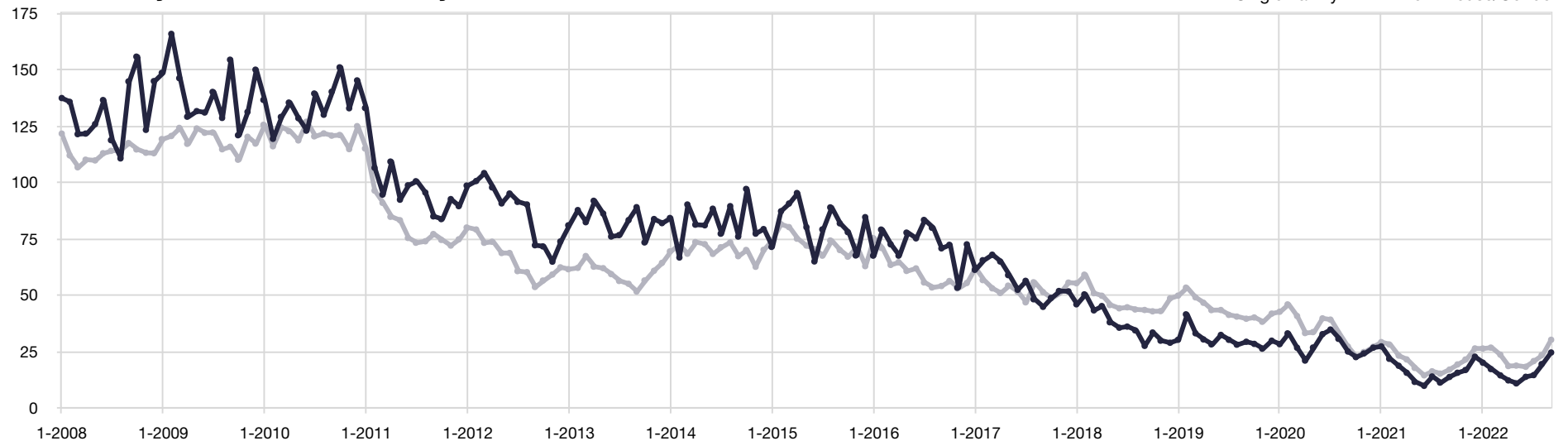
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
<b>9-2022</b>	<b>30</b>	<b>+ 76.5%</b>	<b>24</b>	<b>+ 84.6%</b>
12-Month Avg*	22	+ 6.5%	16	- 7.7%

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

## Historical Days on Market Until Sale by Month



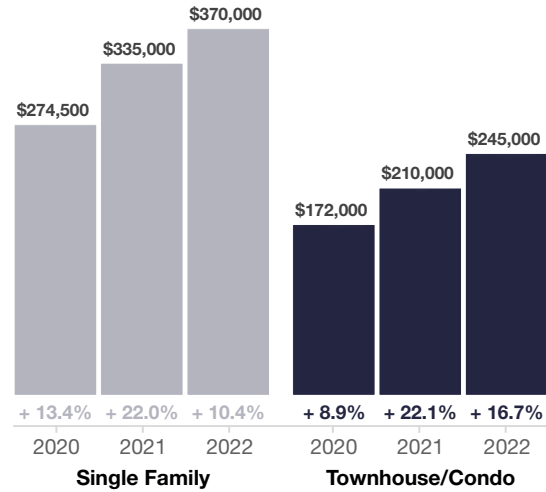
# Median Sales Price

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

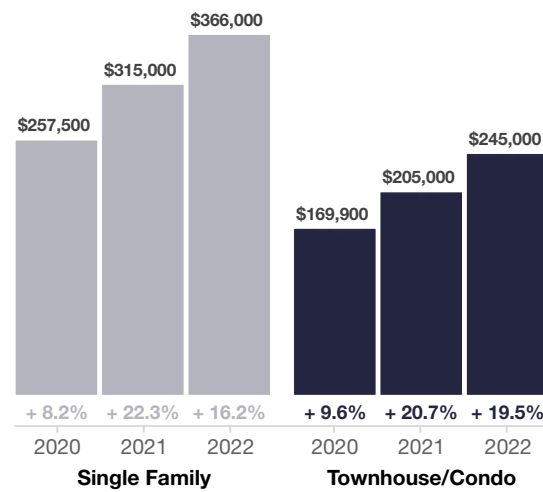


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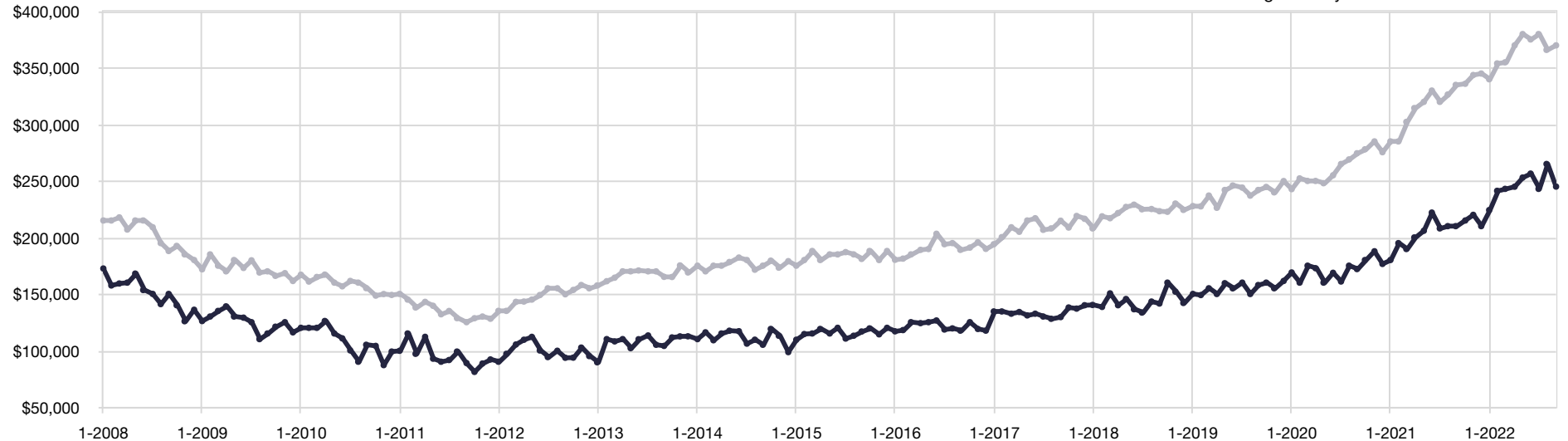
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$375,235	+ 13.7%	\$256,500	+ 15.5%
7-2022	\$380,000	+ 18.8%	\$243,000	+ 16.8%
8-2022	\$366,000	+ 12.1%	\$265,000	+ 26.2%
<b>9-2022</b>	<b>\$370,000</b>	<b>+ 10.4%</b>	<b>\$245,000</b>	<b>+ 16.7%</b>
12-Month Avg*	\$360,000	+ 17.3%	\$238,000	+ 19.6%

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

## Historical Median Sales Price by Month





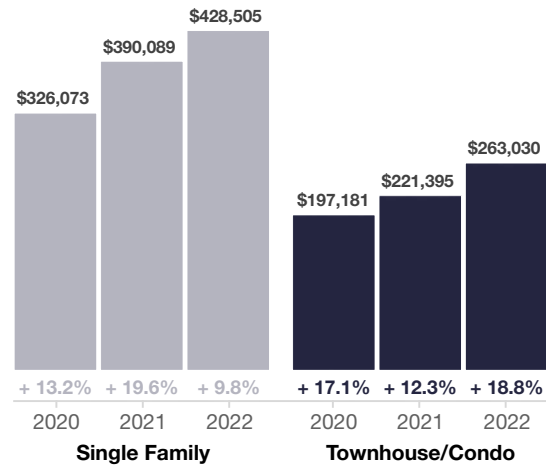
# Average Sales Price

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

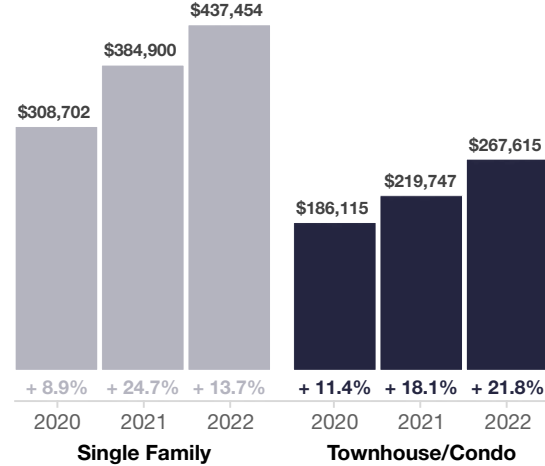


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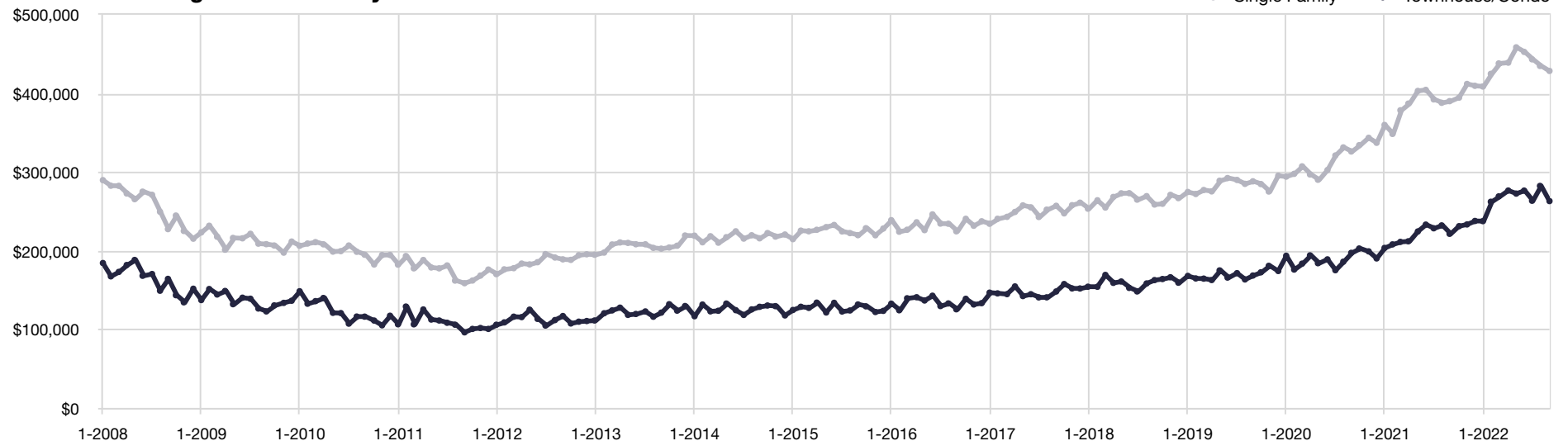
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$439,032	+ 13.5%	\$276,403	+ 30.4%
5-2022	\$458,496	+ 13.8%	\$272,530	+ 21.5%
6-2022	\$452,704	+ 11.9%	\$276,342	+ 18.5%
7-2022	\$443,267	+ 13.0%	\$263,430	+ 15.3%
8-2022	\$434,856	+ 12.1%	\$282,283	+ 21.6%
<b>9-2022</b>	<b>\$428,505</b>	<b>+ 9.8%</b>	<b>\$263,030</b>	<b>+ 18.8%</b>
12-Month Avg*	\$429,079	+ 15.1%	\$259,707	+ 21.3%

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

## Historical Average Sales Price by Month



# Percent of List Price Received

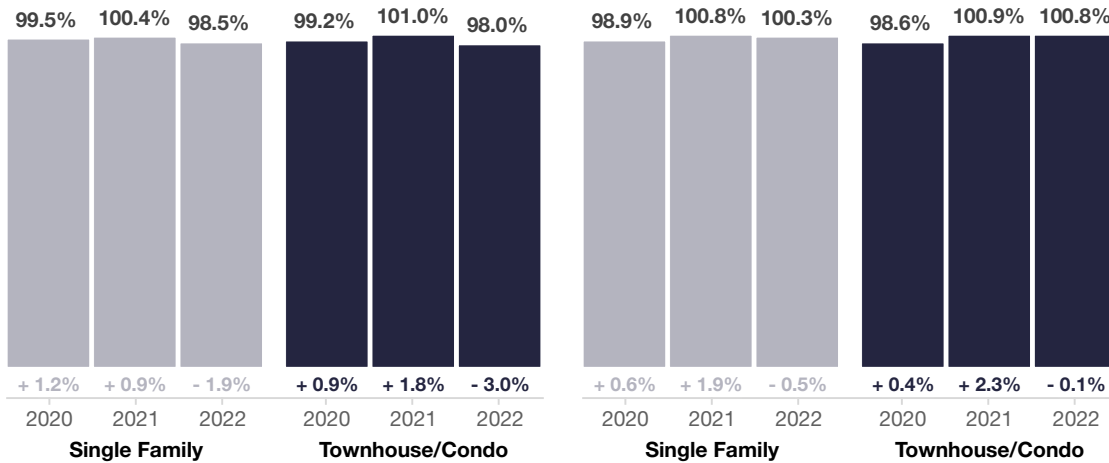
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
<b>9-2022</b>	<b>98.5%</b>	<b>- 1.9%</b>	<b>98.0%</b>	<b>- 3.0%</b>
12-Month Avg*	100.2%	- 0.3%	100.7%	+ 0.2%

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

## Historical Percent of List Price Received by Month



# Housing Affordability Index

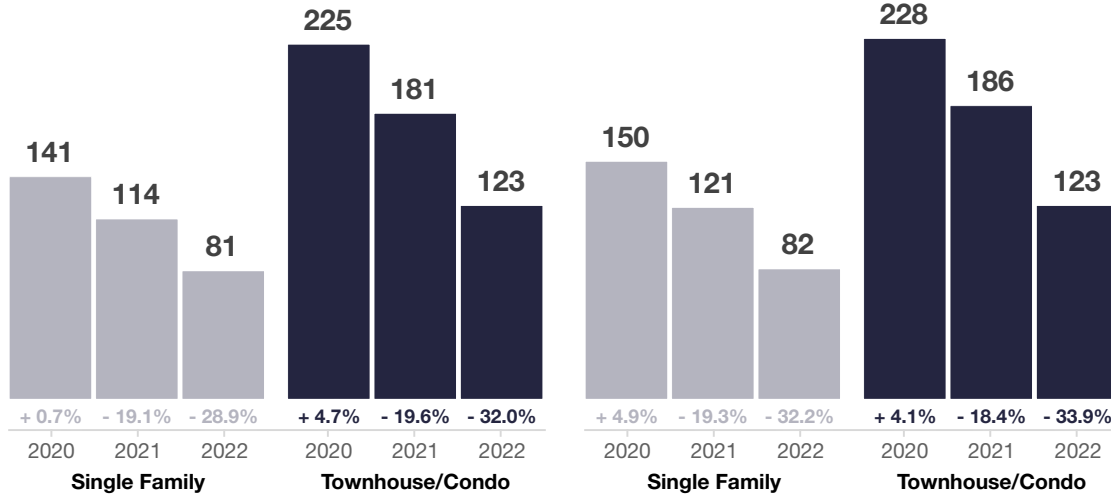
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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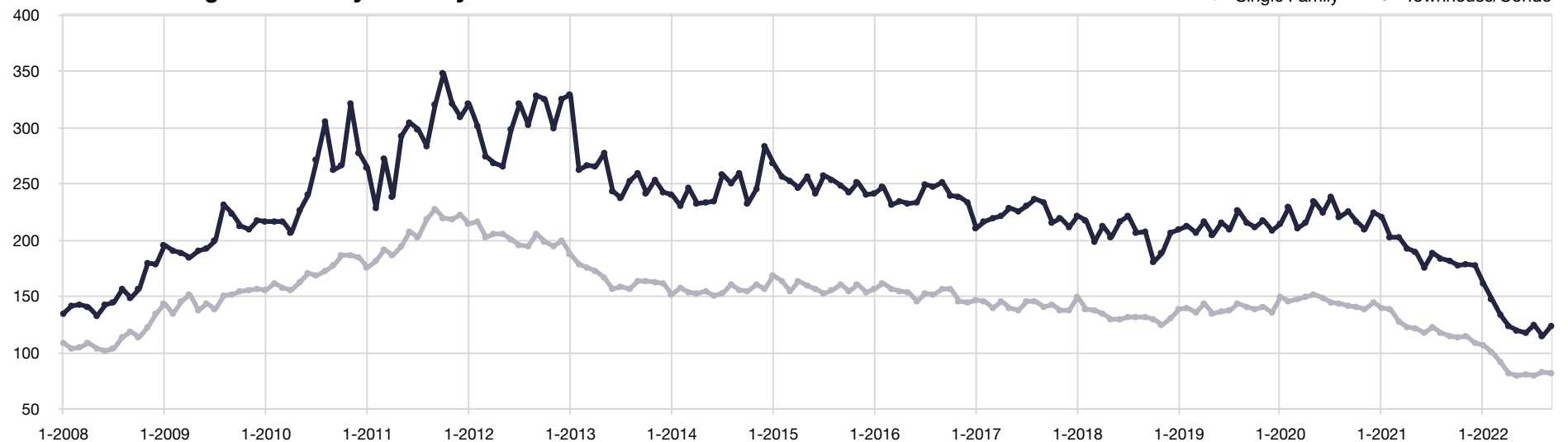
## September

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	114	- 37.7%
<b>9-2022</b>	<b>81</b>	<b>- 28.9%</b>	<b>123</b>	<b>- 32.0%</b>
12-Month Avg	93	- 27.3%	141	- 28.8%

## Historical Housing Affordability Index by Month



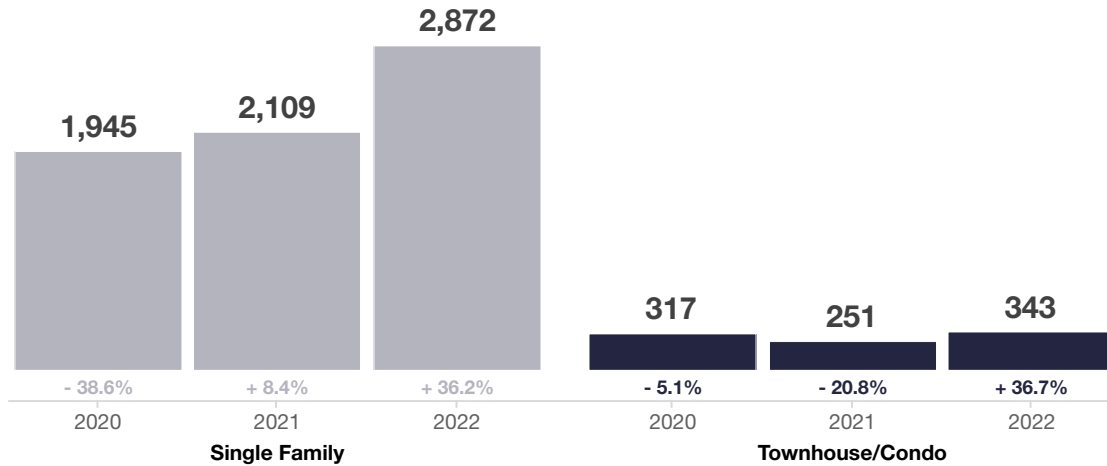
# Inventory of Homes for Sale

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



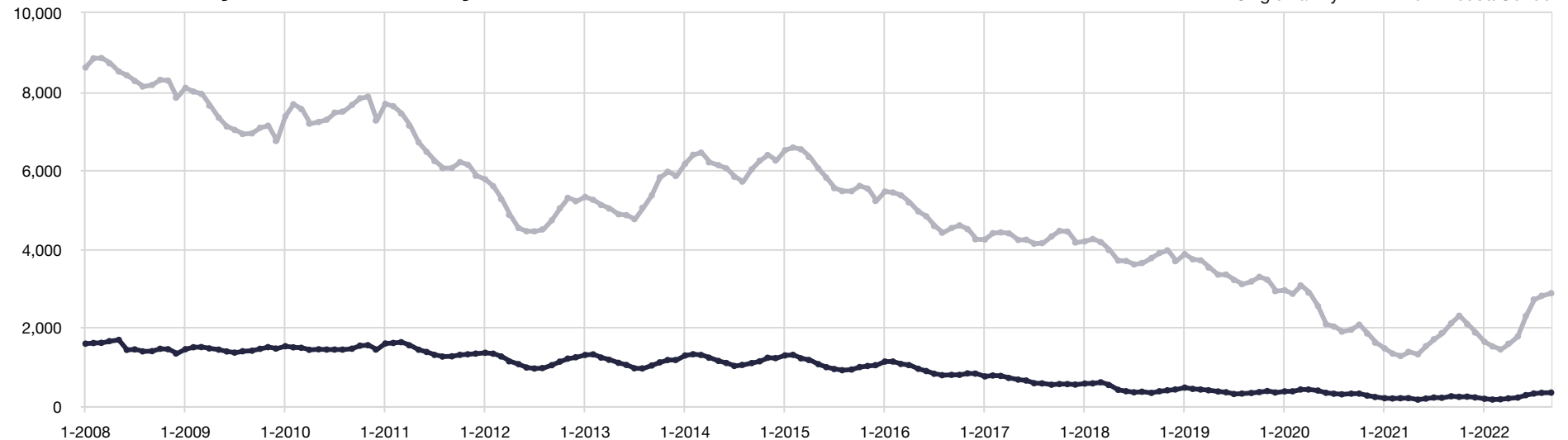
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Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2021	2,299	+ 11.0%	236	- 25.8%
11-2021	2,086	+ 12.9%	241	- 9.7%
12-2021	1,872	+ 16.0%	221	- 4.3%
1-2022	1,637	+ 11.4%	187	- 7.4%
2-2022	1,519	+ 13.7%	167	- 14.4%
3-2022	1,443	+ 13.3%	174	- 13.4%
4-2022	1,587	+ 14.9%	197	- 3.0%
5-2022	1,772	+ 34.4%	217	+ 31.5%
6-2022	2,294	+ 50.4%	279	+ 45.3%
7-2022	2,712	+ 59.5%	320	+ 46.8%
8-2022	2,807	+ 51.2%	338	+ 59.4%
<b>9-2022</b>	<b>2,872</b>	<b>+ 36.2%</b>	<b>343</b>	<b>+ 36.7%</b>
12-Month Avg	2,075	+ 27.7%	243	+ 10.0%

## Historical Inventory of Homes for Sale by Month



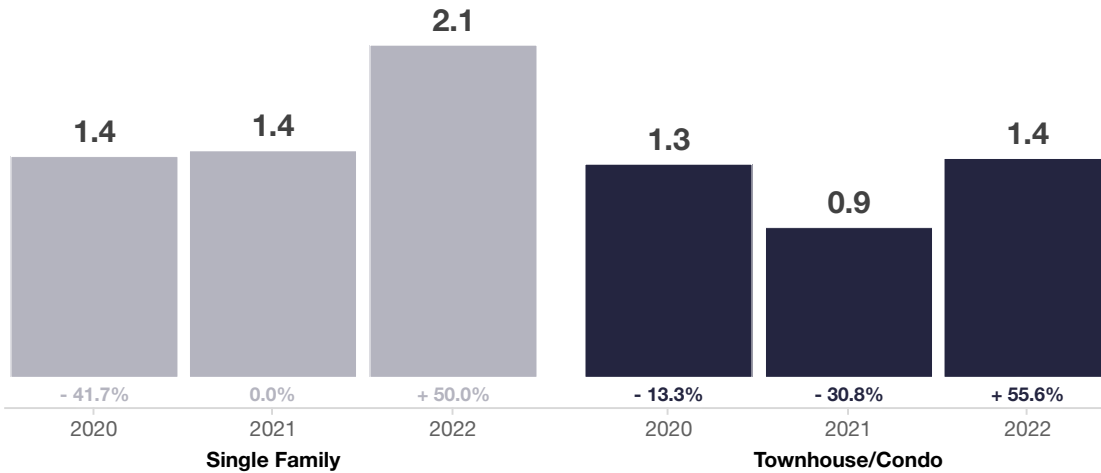
# Months Supply of Inventory

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.



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Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	2.0	+ 53.8%	1.4	+ 75.0%
<b>9-2022</b>	<b>2.1</b>	<b>+ 50.0%</b>	<b>1.4</b>	<b>+ 55.6%</b>
12-Month Avg*	1.4	+ 30.7%	1.0	+ 11.6%

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

## Historical Months Supply of Inventory by Month

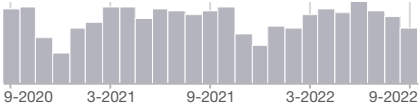
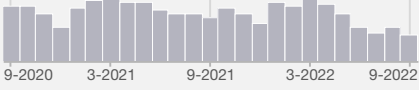


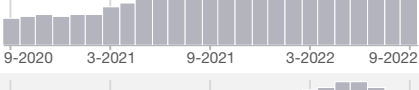
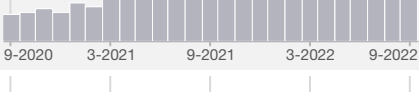

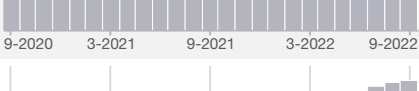
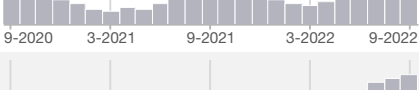
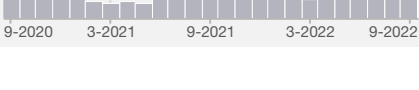


# All Residential Properties Market Overview

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	9-2021	9-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		2,093	1,774	- 15.2%	18,306	17,992	- 1.7%
Pending Sales		1,571	1,279	- 18.6%	15,994	14,453	- 9.6%
Closed Sales		1,623	1,242	- 23.5%	15,816	14,449	- 8.6%
Days on Market Until Sale		16	29	+ 81.3%	19	21	+ 10.5%
Median Sales Price		\$320,000	\$350,000	+ 9.4%	\$299,000	\$350,000	+ 17.1%
Average Sales Price		\$367,312	\$402,924	+ 9.7%	\$359,136	\$410,838	+ 14.4%
Percent of List Price Received		100.5%	98.4%	- 2.1%	100.8%	100.4%	- 0.4%
Housing Affordability Index		119	86	- 27.7%	127	86	- 32.3%
Inventory of Homes for Sale		2,360	3,215	+ 36.2%	—	—	—
Months Supply of Inventory		1.4	2.0	+ 42.9%	—	—	—

# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Cochise

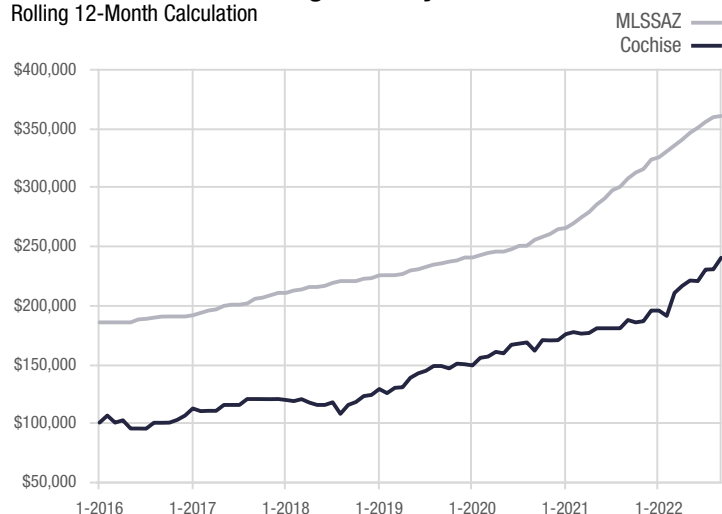
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	27	29	+ 7.4%	303	344	+ 13.5%
Pending Sales	20	28	+ 40.0%	229	226	- 1.3%
Closed Sales	27	21	- 22.2%	234	215	- 8.1%
Days on Market Until Sale	61	42	- 31.1%	59	49	- 16.9%
Median Sales Price*	\$175,000	\$290,000	+ 65.7%	\$192,751	\$245,000	+ 27.1%
Average Sales Price*	\$200,545	\$309,190	+ 54.2%	\$233,039	\$274,621	+ 17.8%
Percent of List Price Received*	99.0%	97.3%	- 1.7%	97.2%	96.7%	- 0.5%
Inventory of Homes for Sale	91	81	- 11.0%	—	—	—
Months Supply of Inventory	3.5	3.1	- 11.4%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	0	0	0.0%	6	13	+ 116.7%
Pending Sales	0	1	—	8	7	- 12.5%
Closed Sales	3	0	- 100.0%	10	6	- 40.0%
Days on Market Until Sale	59	—	—	29	32	+ 10.3%
Median Sales Price*	\$118,000	—	—	\$120,750	\$120,750	0.0%
Average Sales Price*	\$109,833	—	—	\$115,790	\$139,417	+ 20.4%
Percent of List Price Received*	100.9%	—	—	100.8%	91.9%	- 8.8%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.9	—	—	—	—

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

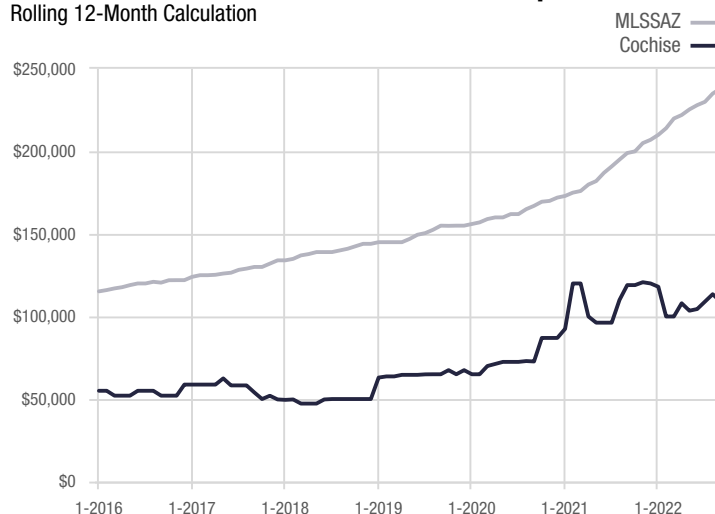
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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

# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.



## Cochise County

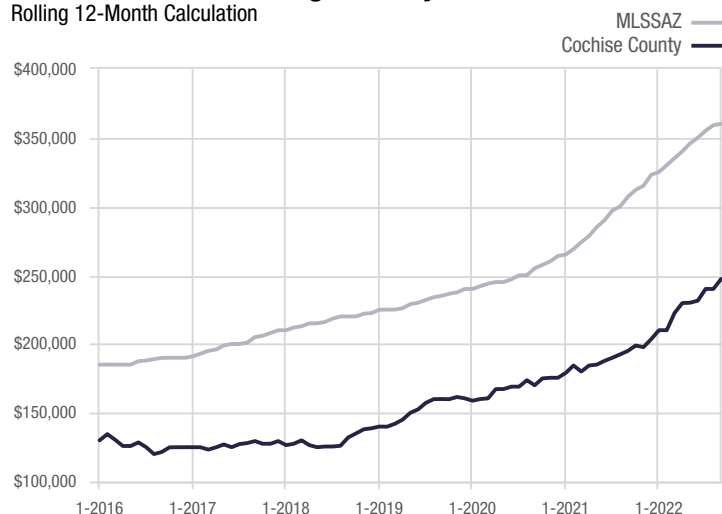
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	37	41	+ 10.8%	453	501	+ 10.6%
Pending Sales	29	41	+ 41.4%	341	342	+ 0.3%
Closed Sales	41	38	- 7.3%	349	329	- 5.7%
Days on Market Until Sale	52	44	- 15.4%	51	42	- 17.6%
Median Sales Price*	\$195,000	\$254,500	+ 30.5%	\$198,900	\$250,000	+ 25.7%
Average Sales Price*	\$230,603	\$276,893	+ 20.1%	\$234,625	\$282,105	+ 20.2%
Percent of List Price Received*	98.2%	97.4%	- 0.8%	97.5%	97.0%	- 0.5%
Inventory of Homes for Sale	125	124	- 0.8%	—	—	—
Months Supply of Inventory	3.3	3.2	- 3.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	0	0	0.0%	6	13	+ 116.7%
Pending Sales	0	1	—	8	7	- 12.5%
Closed Sales	3	0	- 100.0%	10	6	- 40.0%
Days on Market Until Sale	59	—	—	29	32	+ 10.3%
Median Sales Price*	\$118,000	—	—	\$120,750	\$120,750	0.0%
Average Sales Price*	\$109,833	—	—	\$115,790	\$139,417	+ 20.4%
Percent of List Price Received*	100.9%	—	—	100.8%	91.9%	- 8.8%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.9	—	—	—	—

\* 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.

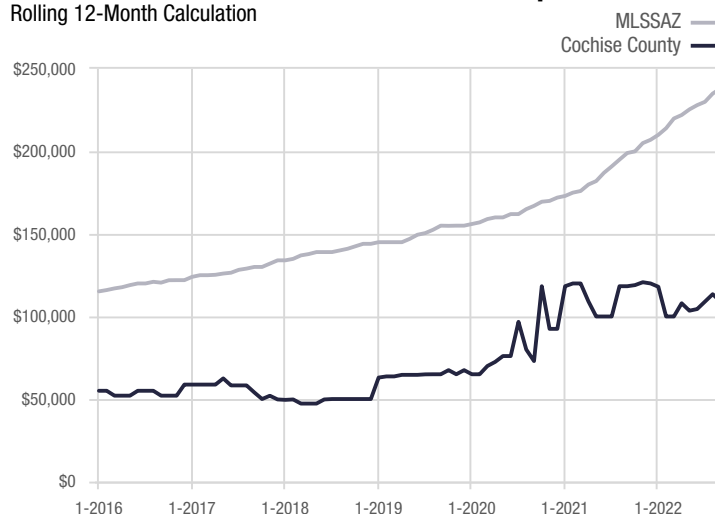
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.



## Green Valley - North

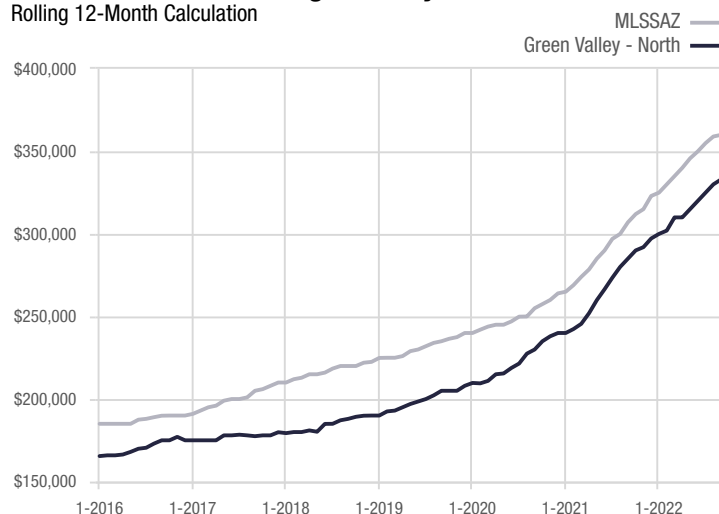
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	81	70	- 13.6%	663	648	- 2.3%
Pending Sales	55	53	- 3.6%	623	559	- 10.3%
Closed Sales	58	33	- 43.1%	610	535	- 12.3%
Days on Market Until Sale	18	56	+ 211.1%	18	23	+ 27.8%
Median Sales Price*	\$312,500	\$358,000	+ 14.6%	\$290,000	\$335,000	+ 15.5%
Average Sales Price*	\$327,053	\$365,729	+ 11.8%	\$298,928	\$357,183	+ 19.5%
Percent of List Price Received*	99.7%	99.0%	- 0.7%	101.0%	100.3%	- 0.7%
Inventory of Homes for Sale	73	122	+ 67.1%	—	—	—
Months Supply of Inventory	1.1	2.0	+ 81.8%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	1	0	- 100.0%	8	5	- 37.5%
Pending Sales	1	0	- 100.0%	6	6	0.0%
Closed Sales	0	0	0.0%	5	6	+ 20.0%
Days on Market Until Sale	—	—	—	1	24	+ 2,300.0%
Median Sales Price*	—	—	—	\$199,500	\$250,000	+ 25.3%
Average Sales Price*	—	—	—	\$193,700	\$248,500	+ 28.3%
Percent of List Price Received*	—	—	—	101.4%	102.2%	+ 0.8%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.9	—	—	—	—	—

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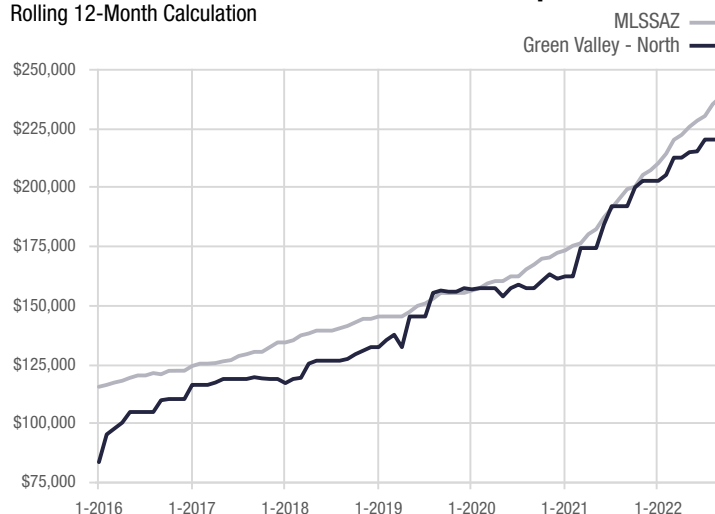
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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

# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Green Valley - Northeast

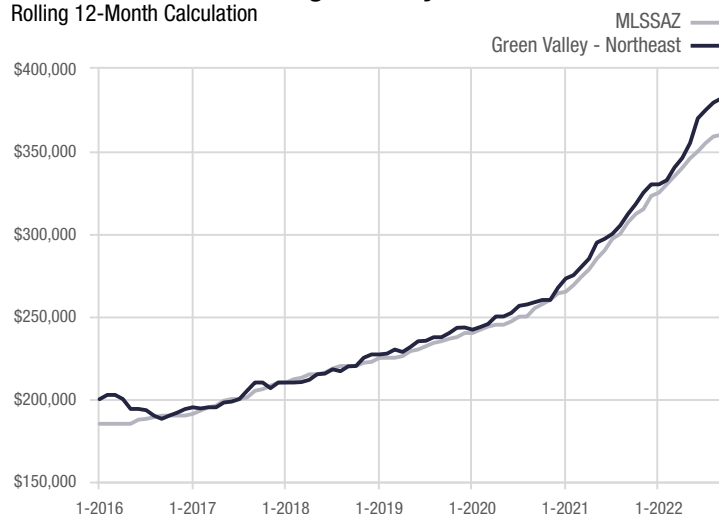
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	49	26	- 46.9%	377	330	- 12.5%
Pending Sales	36	25	- 30.6%	324	307	- 5.2%
Closed Sales	29	20	- 31.0%	331	304	- 8.2%
Days on Market Until Sale	13	36	+ 176.9%	14	22	+ 57.1%
Median Sales Price*	\$318,000	<b>\$363,700</b>	+ 14.4%	\$318,000	<b>\$392,500</b>	+ 23.4%
Average Sales Price*	\$343,831	<b>\$386,904</b>	+ 12.5%	\$342,459	<b>\$411,350</b>	+ 20.1%
Percent of List Price Received*	100.9%	<b>98.4%</b>	- 2.5%	100.1%	<b>99.6%</b>	- 0.5%
Inventory of Homes for Sale	45	54	+ 20.0%	—	—	—
Months Supply of Inventory	1.3	1.6	+ 23.1%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	4	8	+ 100.0%	36	49	+ 36.1%
Pending Sales	4	3	- 25.0%	33	43	+ 30.3%
Closed Sales	3	4	+ 33.3%	34	44	+ 29.4%
Days on Market Until Sale	13	57	+ 338.5%	14	27	+ 92.9%
Median Sales Price*	\$284,000	<b>\$250,000</b>	- 12.0%	\$259,450	<b>\$283,000</b>	+ 9.1%
Average Sales Price*	\$261,667	<b>\$253,707</b>	- 3.0%	\$248,551	<b>\$279,261</b>	+ 12.4%
Percent of List Price Received*	99.9%	<b>95.9%</b>	- 4.0%	100.2%	<b>99.1%</b>	- 1.1%
Inventory of Homes for Sale	3	8	+ 166.7%	—	—	—
Months Supply of Inventory	0.8	1.8	+ 125.0%	—	—	—

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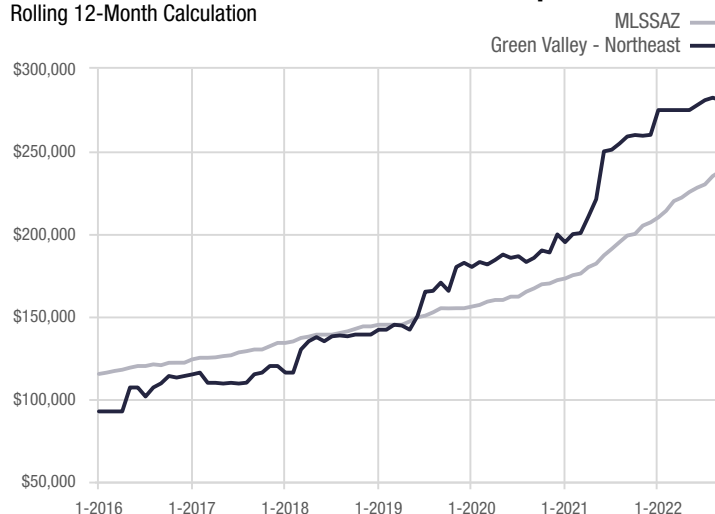
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Green Valley - Northwest

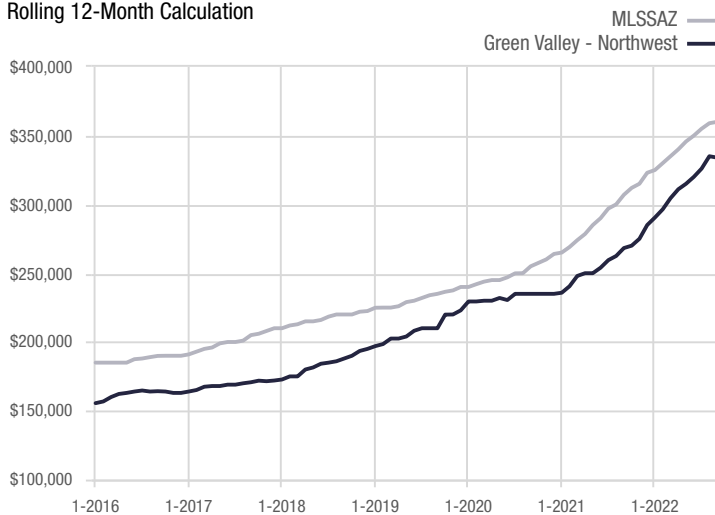
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	22	24	+ 9.1%	186	217	+ 16.7%
Pending Sales	17	14	- 17.6%	178	190	+ 6.7%
Closed Sales	18	17	- 5.6%	181	191	+ 5.5%
Days on Market Until Sale	16	23	+ 43.8%	29	18	- 37.9%
Median Sales Price*	\$311,500	\$320,000	+ 2.7%	\$275,000	\$333,000	+ 21.1%
Average Sales Price*	\$336,024	\$339,134	+ 0.9%	\$291,298	\$345,443	+ 18.6%
Percent of List Price Received*	100.3%	98.8%	- 1.5%	100.5%	99.9%	- 0.6%
Inventory of Homes for Sale	16	31	+ 93.8%	—	—	—
Months Supply of Inventory	0.8	1.5	+ 87.5%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	21	26	+ 23.8%	260	244	- 6.2%
Pending Sales	21	24	+ 14.3%	257	226	- 12.1%
Closed Sales	10	18	+ 80.0%	260	229	- 11.9%
Days on Market Until Sale	25	8	- 68.0%	17	14	- 17.6%
Median Sales Price*	\$166,000	\$208,500	+ 25.6%	\$166,000	\$195,000	+ 17.5%
Average Sales Price*	\$151,600	\$204,856	+ 35.1%	\$161,722	\$196,109	+ 21.3%
Percent of List Price Received*	100.0%	99.5%	- 0.5%	100.3%	100.3%	0.0%
Inventory of Homes for Sale	13	22	+ 69.2%	—	—	—
Months Supply of Inventory	0.5	0.9	+ 80.0%	—	—	—

\* 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.

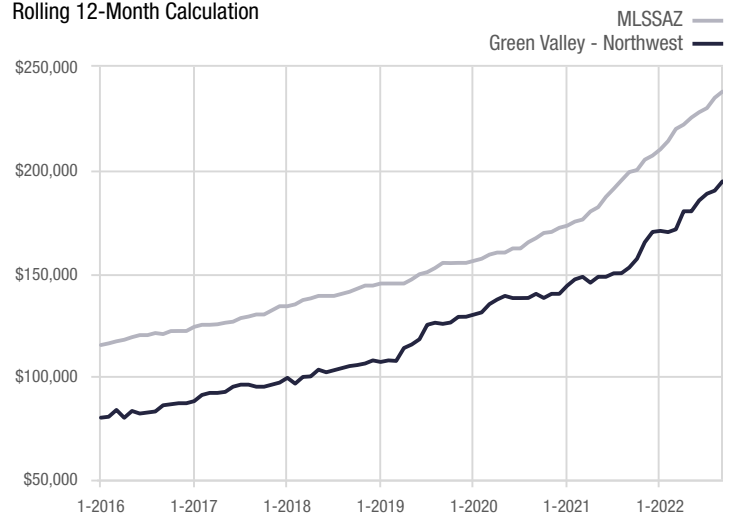
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Green Valley - Southeast

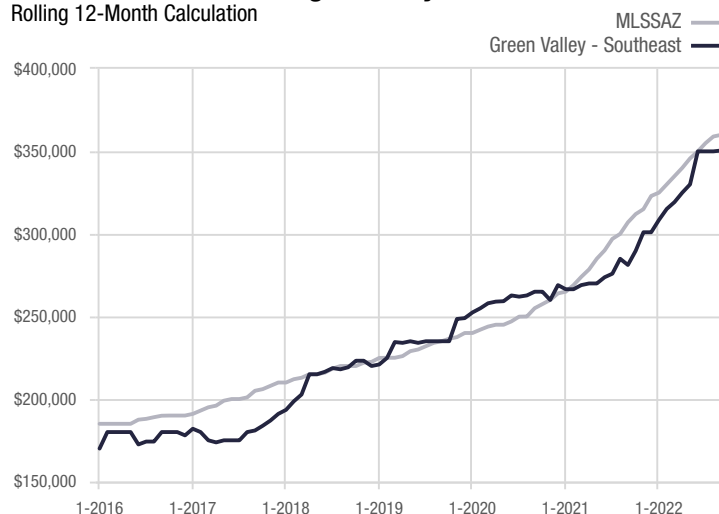
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	5	12	+ 140.0%	92	94	+ 2.2%
Pending Sales	8	5	- 37.5%	94	78	- 17.0%
Closed Sales	5	5	0.0%	94	86	- 8.5%
Days on Market Until Sale	17	34	+ 100.0%	31	18	- 41.9%
Median Sales Price*	\$239,000	<b>\$352,000</b>	+ 47.3%	\$284,950	<b>\$353,500</b>	+ 24.1%
Average Sales Price*	\$270,700	<b>\$331,800</b>	+ 22.6%	\$313,436	<b>\$390,811</b>	+ 24.7%
Percent of List Price Received*	98.4%	<b>97.4%</b>	- 1.0%	100.0%	<b>99.7%</b>	- 0.3%
Inventory of Homes for Sale	4	11	+ 175.0%	—	—	—
Months Supply of Inventory	0.4	1.3	+ 225.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	5	2	- 60.0%	45	43	- 4.4%
Pending Sales	4	5	+ 25.0%	39	40	+ 2.6%
Closed Sales	1	4	+ 300.0%	34	37	+ 8.8%
Days on Market Until Sale	2	15	+ 650.0%	16	13	- 18.8%
Median Sales Price*	\$185,000	<b>\$275,800</b>	+ 49.1%	\$238,750	<b>\$265,000</b>	+ 11.0%
Average Sales Price*	\$185,000	<b>\$268,400</b>	+ 45.1%	\$229,440	<b>\$258,519</b>	+ 12.7%
Percent of List Price Received*	103.4%	<b>102.8%</b>	- 0.6%	99.6%	<b>100.8%</b>	+ 1.2%
Inventory of Homes for Sale	4	3	- 25.0%	—	—	—
Months Supply of Inventory	0.9	0.7	- 22.2%	—	—	—

\* 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.

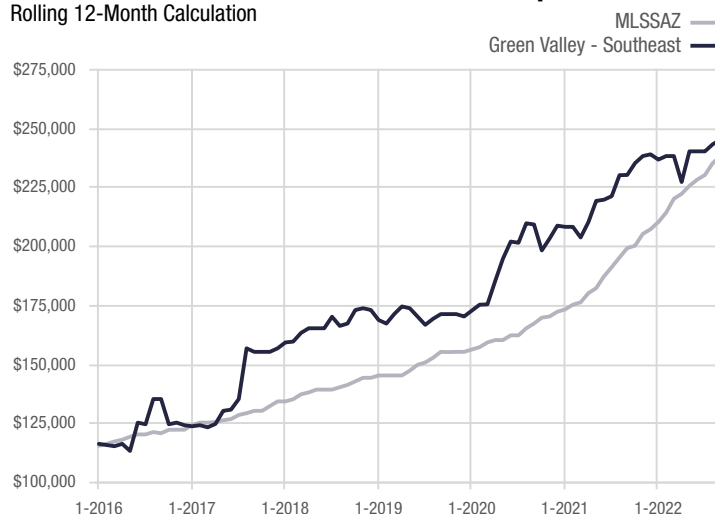
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Green Valley - Southwest

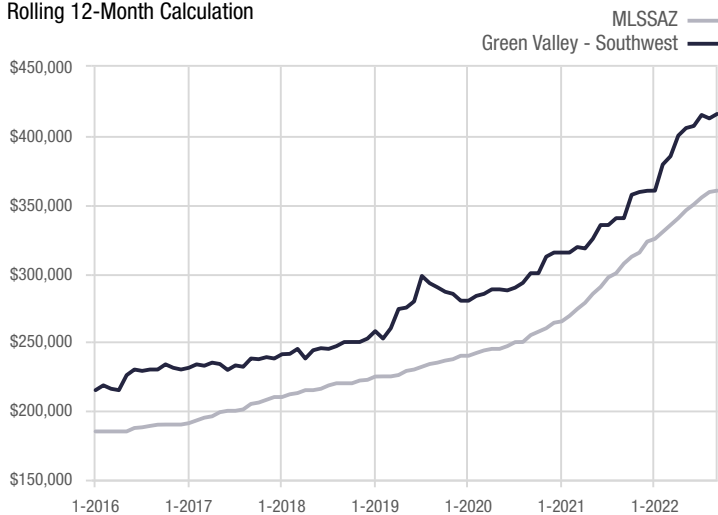
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	17	10	- 41.2%	151	131	- 13.2%
Pending Sales	12	5	- 58.3%	151	111	- 26.5%
Closed Sales	12	6	- 50.0%	149	126	- 15.4%
Days on Market Until Sale	27	26	- 3.7%	31	36	+ 16.1%
Median Sales Price*	\$351,000	<b>\$372,500</b>	+ 6.1%	\$352,940	<b>\$420,750</b>	+ 19.2%
Average Sales Price*	\$376,289	<b>\$387,500</b>	+ 3.0%	\$368,317	<b>\$455,388</b>	+ 23.6%
Percent of List Price Received*	100.2%	<b>99.7%</b>	- 0.5%	99.3%	<b>100.2%</b>	+ 0.9%
Inventory of Homes for Sale	25	22	- 12.0%	—	—	—
Months Supply of Inventory	1.5	1.7	+ 13.3%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	16	15	- 6.3%	152	142	- 6.6%
Pending Sales	14	19	+ 35.7%	147	124	- 15.6%
Closed Sales	13	7	- 46.2%	150	118	- 21.3%
Days on Market Until Sale	7	35	+ 400.0%	16	18	+ 12.5%
Median Sales Price*	\$210,000	<b>\$247,000</b>	+ 17.6%	\$210,000	<b>\$255,000</b>	+ 21.4%
Average Sales Price*	\$246,385	<b>\$260,000</b>	+ 5.5%	\$232,887	<b>\$268,981</b>	+ 15.5%
Percent of List Price Received*	101.0%	<b>95.8%</b>	- 5.1%	100.2%	<b>100.3%</b>	+ 0.1%
Inventory of Homes for Sale	12	18	+ 50.0%	—	—	—
Months Supply of Inventory	0.8	1.3	+ 62.5%	—	—	—

\* 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.

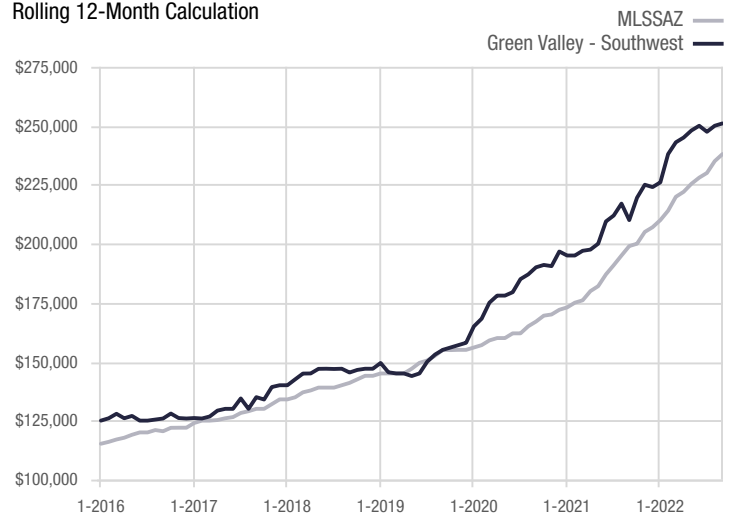
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Pima County

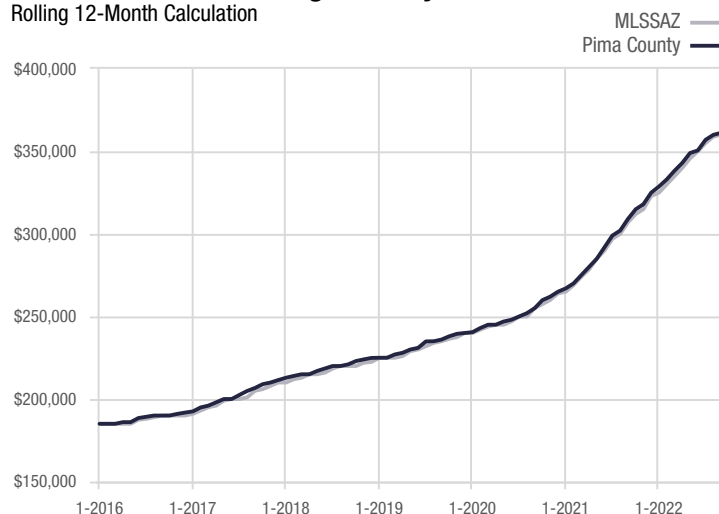
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	1,638	1,328	- 18.9%	13,972	13,513	- 3.3%
Pending Sales	1,222	921	- 24.6%	12,176	10,836	- 11.0%
Closed Sales	1,271	933	- 26.6%	11,983	10,875	- 9.2%
Days on Market Until Sale	14	29	+ 107.1%	16	21	+ 31.3%
Median Sales Price*	\$339,000	\$373,450	+ 10.2%	\$317,500	\$369,400	+ 16.3%
Average Sales Price*	\$396,923	\$432,308	+ 8.9%	\$390,101	\$442,660	+ 13.5%
Percent of List Price Received*	100.6%	98.6%	- 2.0%	101.1%	100.6%	- 0.5%
Inventory of Homes for Sale	1,728	2,452	+ 41.9%	—	—	—
Months Supply of Inventory	1.3	2.0	+ 53.8%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	269	250	- 7.1%	2,587	2,556	- 1.2%
Pending Sales	208	210	+ 1.0%	2,373	2,209	- 6.9%
Closed Sales	209	191	- 8.6%	2,380	2,193	- 7.9%
Days on Market Until Sale	12	24	+ 100.0%	14	15	+ 7.1%
Median Sales Price*	\$211,000	\$245,000	+ 16.1%	\$202,000	\$242,500	+ 20.0%
Average Sales Price*	\$221,805	\$262,156	+ 18.2%	\$218,447	\$265,782	+ 21.7%
Percent of List Price Received*	101.0%	98.0%	- 3.0%	100.9%	100.9%	0.0%
Inventory of Homes for Sale	235	314	+ 33.6%	—	—	—
Months Supply of Inventory	0.9	1.3	+ 44.4%	—	—	—

\* 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.

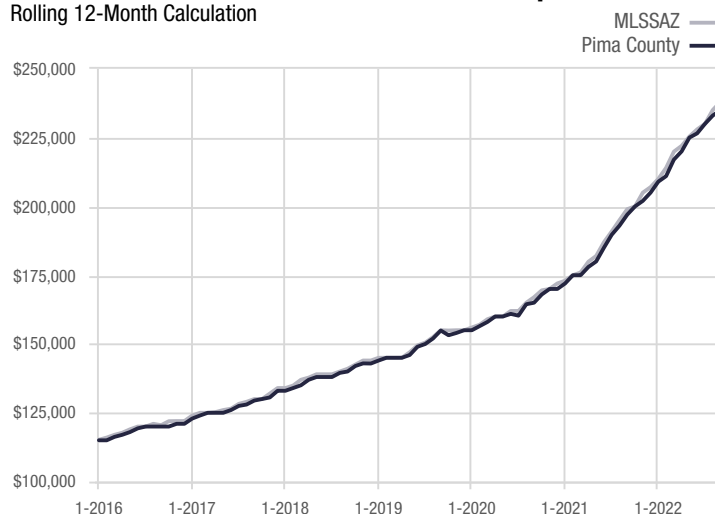
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County

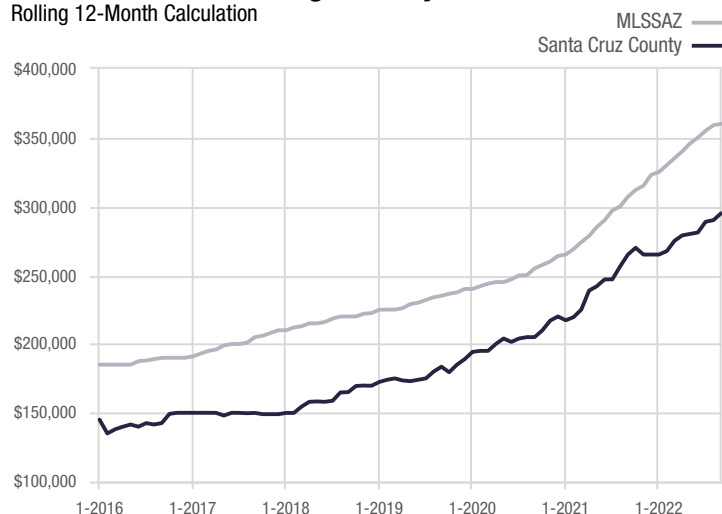
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	55	58	+ 5.5%	504	513	+ 1.8%
Pending Sales	37	37	0.0%	418	395	- 5.5%
Closed Sales	34	31	- 8.8%	384	398	+ 3.6%
Days on Market Until Sale	37	31	- 16.2%	48	41	- 14.6%
Median Sales Price*	\$273,000	\$296,000	+ 8.4%	\$263,250	\$301,500	+ 14.5%
Average Sales Price*	\$311,933	\$394,742	+ 26.5%	\$326,620	\$406,712	+ 24.5%
Percent of List Price Received*	97.6%	97.5%	- 0.1%	98.4%	98.6%	+ 0.2%
Inventory of Homes for Sale	102	128	+ 25.5%	—	—	—
Months Supply of Inventory	2.4	3.0	+ 25.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	6	2	- 66.7%	43	44	+ 2.3%
Pending Sales	4	2	- 50.0%	40	33	- 17.5%
Closed Sales	6	0	- 100.0%	39	38	- 2.6%
Days on Market Until Sale	24	—	—	71	34	- 52.1%
Median Sales Price*	\$215,250	—	—	\$220,000	\$265,000	+ 20.5%
Average Sales Price*	\$211,792	—	—	\$219,153	\$278,966	+ 27.3%
Percent of List Price Received*	102.9%	—	—	98.7%	99.4%	+ 0.7%
Inventory of Homes for Sale	10	15	+ 50.0%	—	—	—
Months Supply of Inventory	1.9	3.3	+ 73.7%	—	—	—

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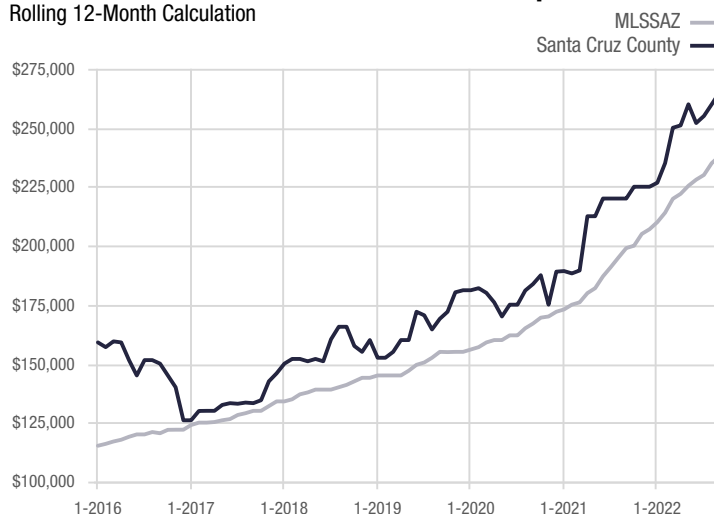
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.



## Santa Cruz County - Amado

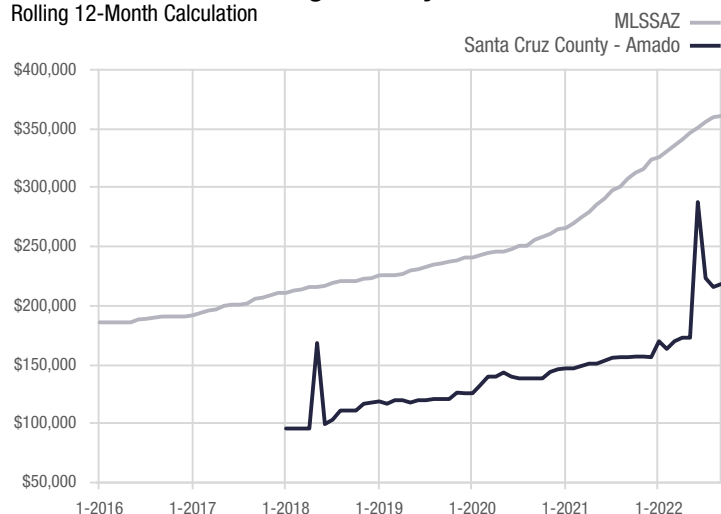
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	1	2	+ 100.0%	8	13	+ 62.5%
Pending Sales	0	0	0.0%	6	10	+ 66.7%
Closed Sales	0	1	—	9	11	+ 22.2%
Days on Market Until Sale	—	12	—	64	59	- 7.8%
Median Sales Price*	—	\$220,000	—	\$155,000	\$220,000	+ 41.9%
Average Sales Price*	—	\$220,000	—	\$168,250	\$251,182	+ 49.3%
Percent of List Price Received*	—	100.0%	—	97.5%	96.6%	- 0.9%
Inventory of Homes for Sale	3	2	- 33.3%	—	—	—
Months Supply of Inventory	1.9	1.1	- 42.1%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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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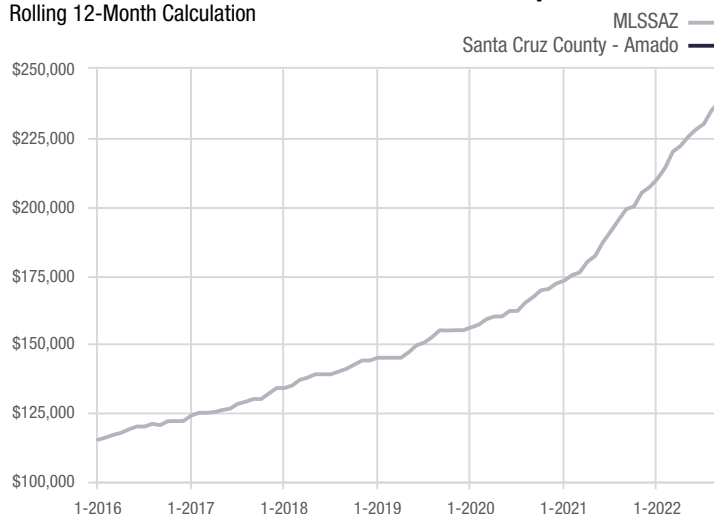
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County - Elgin

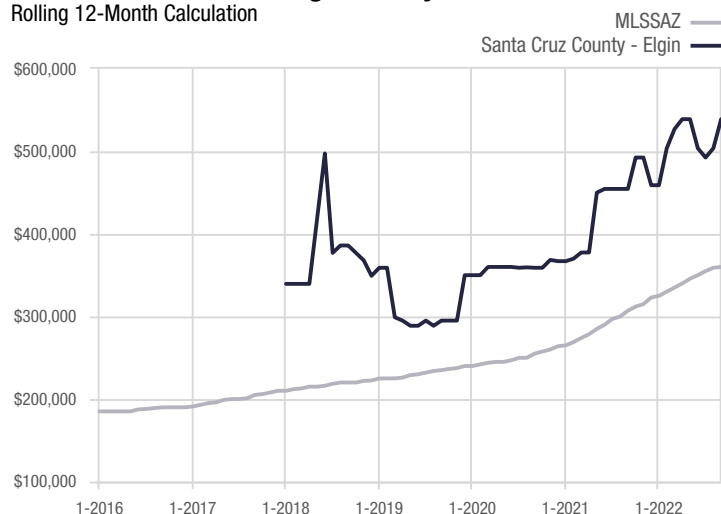
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	1	3	+ 200.0%	12	16	+ 33.3%
Pending Sales	2	0	- 100.0%	16	12	- 25.0%
Closed Sales	2	1	- 50.0%	12	14	+ 16.7%
Days on Market Until Sale	82	31	- 62.2%	133	40	- 69.9%
Median Sales Price*	\$407,250	\$550,000	+ 35.1%	\$450,000	\$563,889	+ 25.3%
Average Sales Price*	\$407,250	\$550,000	+ 35.1%	\$473,083	\$575,056	+ 21.6%
Percent of List Price Received*	95.0%	94.8%	- 0.2%	98.6%	99.1%	+ 0.5%
Inventory of Homes for Sale	1	6	+ 500.0%	—	—	—
Months Supply of Inventory	0.6	3.6	+ 500.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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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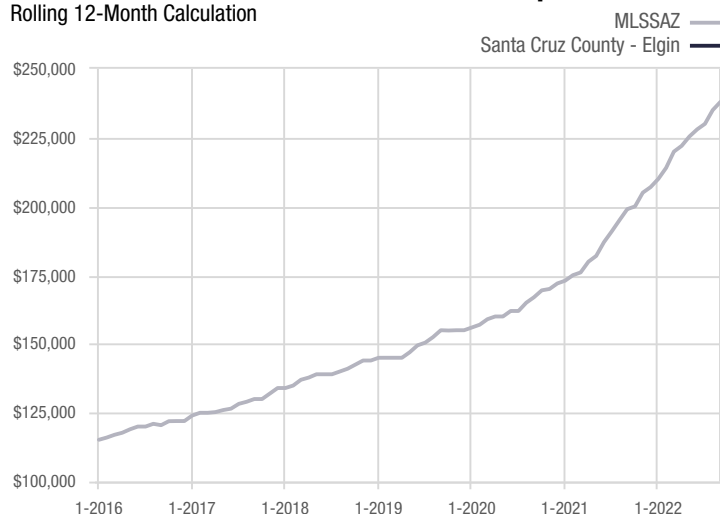
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County - Nogales East

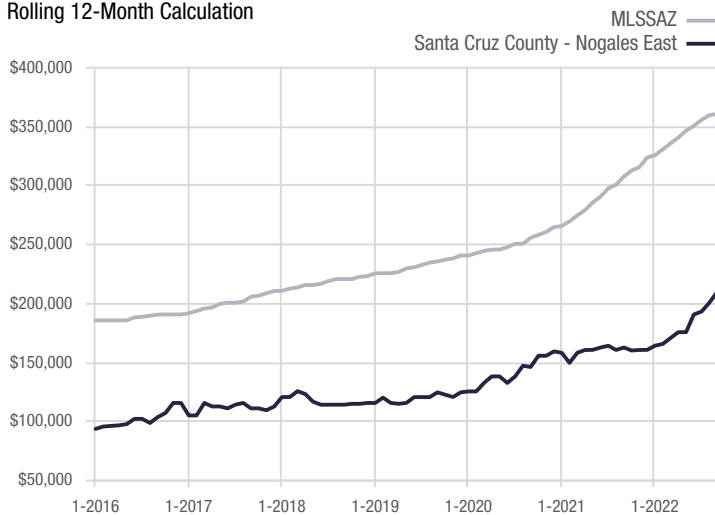
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	8	5	- 37.5%	73	69	- 5.5%
Pending Sales	6	6	0.0%	59	51	- 13.6%
Closed Sales	6	2	- 66.7%	60	48	- 20.0%
Days on Market Until Sale	27	79	+ 192.6%	45	46	+ 2.2%
Median Sales Price*	\$169,250	<b>\$930,000</b>	+ 449.5%	\$159,000	<b>\$222,500</b>	+ 39.9%
Average Sales Price*	\$184,583	<b>\$930,000</b>	+ 403.8%	\$197,154	<b>\$291,150</b>	+ 47.7%
Percent of List Price Received*	92.9%	<b>85.0%</b>	- 8.5%	97.6%	<b>99.9%</b>	+ 2.4%
Inventory of Homes for Sale	15	19	+ 26.7%	—	—	—
Months Supply of Inventory	2.5	3.7	+ 48.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	0	0	0.0%	4	12	+ 200.0%
Pending Sales	0	0	0.0%	6	7	+ 16.7%
Closed Sales	1	0	- 100.0%	9	5	- 44.4%
Days on Market Until Sale	16	—	—	89	43	- 51.7%
Median Sales Price*	\$205,000	—	—	\$222,000	<b>\$168,000</b>	- 24.3%
Average Sales Price*	\$205,000	—	—	\$190,511	<b>\$195,580</b>	+ 2.7%
Percent of List Price Received*	95.3%	—	—	99.2%	<b>100.2%</b>	+ 1.0%
Inventory of Homes for Sale	1	6	+ 500.0%	—	—	—
Months Supply of Inventory	0.6	3.4	+ 466.7%	—	—	—

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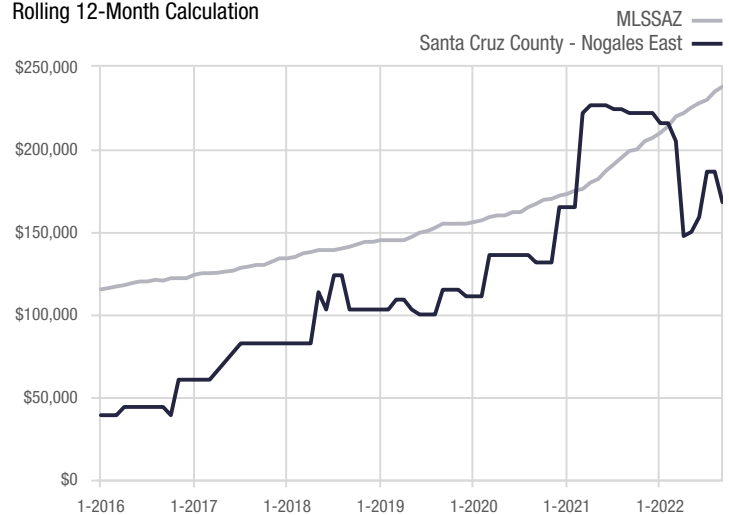
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County - Nogales West

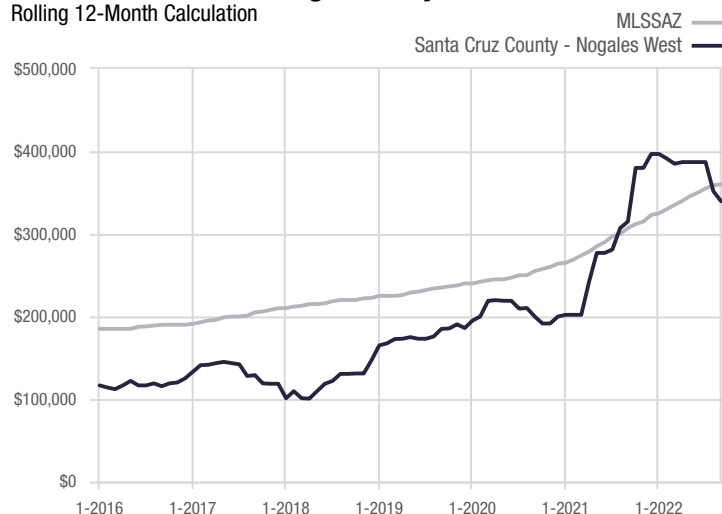
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	1	3	+ 200.0%	20	17	- 15.0%
Pending Sales	1	0	- 100.0%	13	11	- 15.4%
Closed Sales	0	1	—	7	14	+ 100.0%
Days on Market Until Sale	—	21	—	56	58	+ 3.6%
Median Sales Price*	—	\$296,000	—	\$389,000	\$288,500	- 25.8%
Average Sales Price*	—	\$296,000	—	\$364,857	\$275,464	- 24.5%
Percent of List Price Received*	—	95.8%	—	96.6%	97.7%	+ 1.1%
Inventory of Homes for Sale	6	8	+ 33.3%	—	—	—
Months Supply of Inventory	2.3	4.0	+ 73.9%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	0	0	0.0%	1	0	- 100.0%
Pending Sales	1	0	- 100.0%	1	1	0.0%
Closed Sales	1	0	- 100.0%	1	1	0.0%
Days on Market Until Sale	8	—	—	8	37	+ 362.5%
Median Sales Price*	\$225,500	—	—	\$225,500	\$252,000	+ 11.8%
Average Sales Price*	\$225,500	—	—	\$225,500	\$252,000	+ 11.8%
Percent of List Price Received*	112.8%	—	—	112.8%	97.3%	- 13.7%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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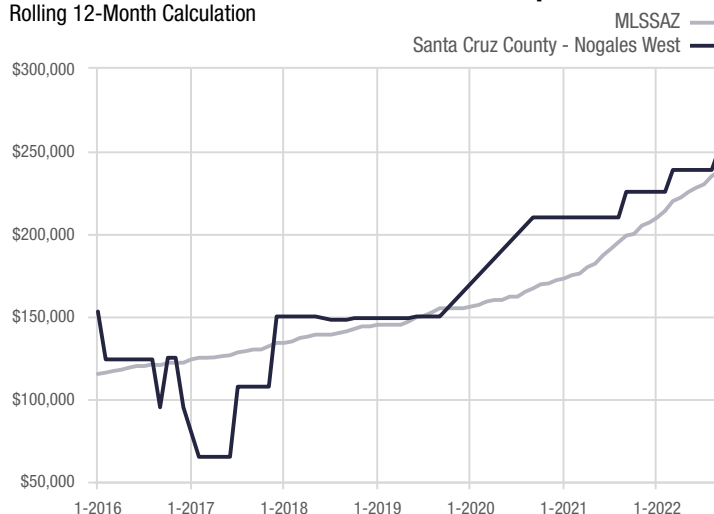
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.



## Santa Cruz County - Patagonia

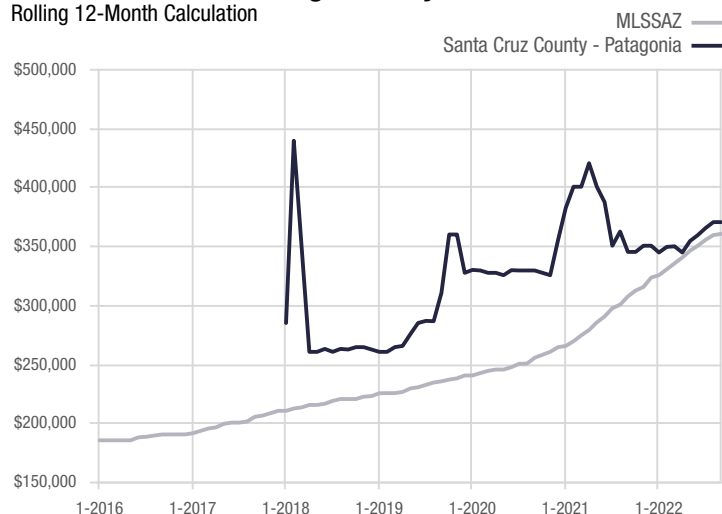
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	2	4	+ 100.0%	30	21	- 30.0%
Pending Sales	0	2	—	21	15	- 28.6%
Closed Sales	0	0	0.0%	23	17	- 26.1%
Days on Market Until Sale	—	—	—	63	54	- 14.3%
Median Sales Price*	—	—	—	\$350,000	\$370,000	+ 5.7%
Average Sales Price*	—	—	—	\$394,315	\$389,802	- 1.1%
Percent of List Price Received*	—	—	—	96.4%	95.4%	- 1.0%
Inventory of Homes for Sale	8	6	- 25.0%	—	—	—
Months Supply of Inventory	2.8	2.8	0.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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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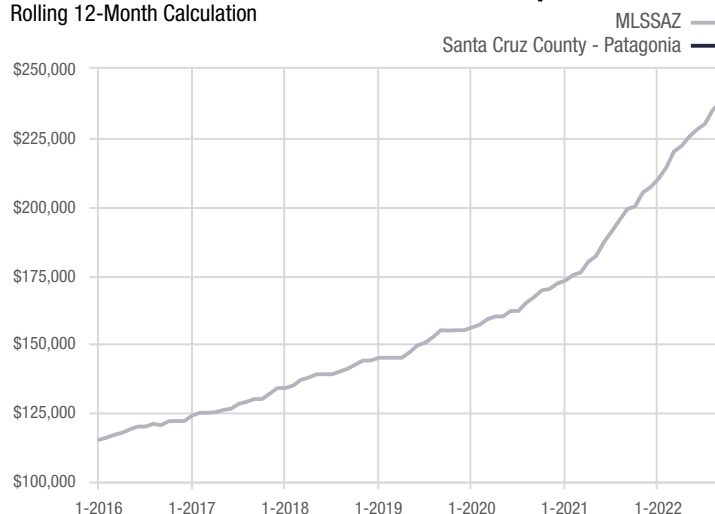
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County - Rio Rico East

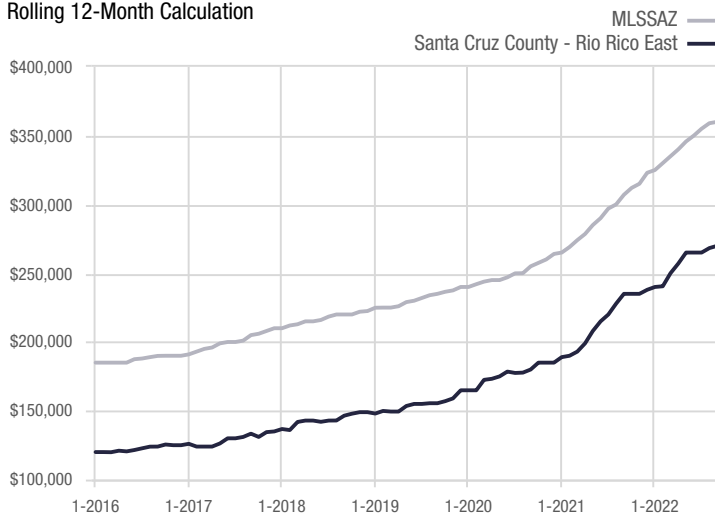
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	22	20	- 9.1%	170	214	+ 25.9%
Pending Sales	15	21	+ 40.0%	141	160	+ 13.5%
Closed Sales	12	17	+ 41.7%	127	152	+ 19.7%
Days on Market Until Sale	9	21	+ 133.3%	24	28	+ 16.7%
Median Sales Price*	\$240,500	\$274,000	+ 13.9%	\$239,900	\$274,000	+ 14.2%
Average Sales Price*	\$312,357	\$283,471	- 9.2%	\$264,634	\$303,475	+ 14.7%
Percent of List Price Received*	98.9%	99.3%	+ 0.4%	99.6%	99.1%	- 0.5%
Inventory of Homes for Sale	25	44	+ 76.0%	—	—	—
Months Supply of Inventory	1.7	2.7	+ 58.8%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	1	0	- 100.0%	4	1	- 75.0%
Pending Sales	1	0	- 100.0%	4	2	- 50.0%
Closed Sales	0	0	0.0%	3	2	- 33.3%
Days on Market Until Sale	—	—	—	16	100	+ 525.0%
Median Sales Price*	—	—	—	\$167,000	\$218,450	+ 30.8%
Average Sales Price*	—	—	—	\$164,333	\$218,450	+ 32.9%
Percent of List Price Received*	—	—	—	101.2%	100.0%	- 1.2%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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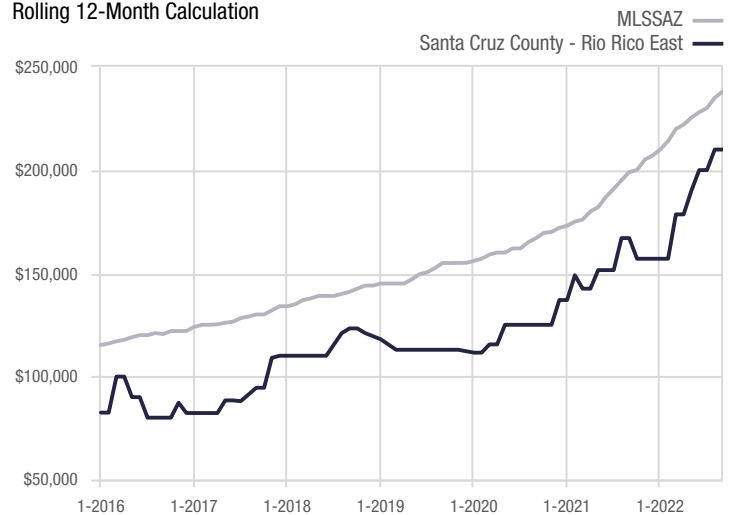
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County - Rio Rico West

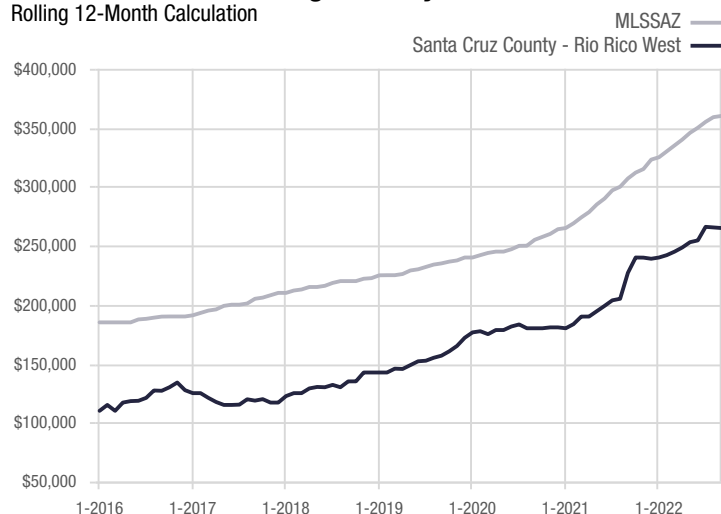
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	11	7	- 36.4%	102	72	- 29.4%
Pending Sales	8	6	- 25.0%	78	56	- 28.2%
Closed Sales	9	4	- 55.6%	72	59	- 18.1%
Days on Market Until Sale	22	37	+ 68.2%	15	24	+ 60.0%
Median Sales Price*	\$285,000	<b>\$281,000</b>	- 1.4%	\$232,000	<b>\$277,000</b>	+ 19.4%
Average Sales Price*	\$275,611	<b>\$275,500</b>	- 0.0%	\$235,928	<b>\$294,310</b>	+ 24.7%
Percent of List Price Received*	99.0%	<b>100.2%</b>	+ 1.2%	99.6%	<b>99.9%</b>	+ 0.3%
Inventory of Homes for Sale	12	14	+ 16.7%	—	—	—
Months Supply of Inventory	1.6	2.2	+ 37.5%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	0	0	0.0%	1	0	- 100.0%
Pending Sales	0	0	0.0%	1	0	- 100.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Days on Market Until Sale	7	—	—	7	—	—
Median Sales Price*	\$128,000	—	—	\$128,000	—	—
Average Sales Price*	\$128,000	—	—	\$128,000	—	—
Percent of List Price Received*	112.3%	—	—	112.3%	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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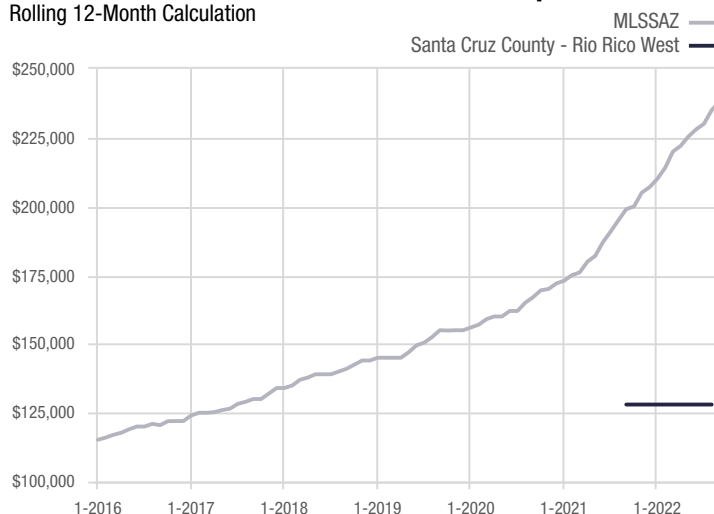
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County - Santa Cruz County

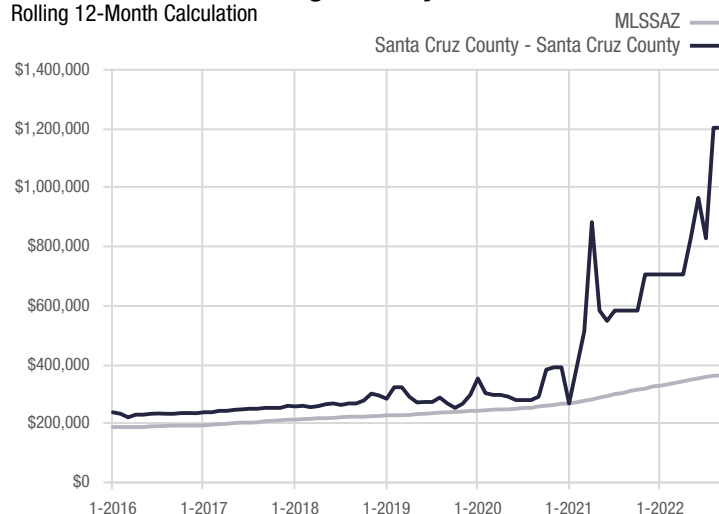
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	1	0	- 100.0%	7	2	- 71.4%
Pending Sales	0	0	0.0%	7	2	- 71.4%
Closed Sales	0	0	0.0%	8	3	- 62.5%
Days on Market Until Sale	—	—	—	237	140	- 40.9%
Median Sales Price*	—	—	—	\$702,500	\$1,200,000	+ 70.8%
Average Sales Price*	—	—	—	\$732,972	\$975,000	+ 33.0%
Percent of List Price Received*	—	—	—	91.0%	93.8%	+ 3.1%
Inventory of Homes for Sale	6	2	- 66.7%	—	—	—
Months Supply of Inventory	5.3	2.0	- 62.3%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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.

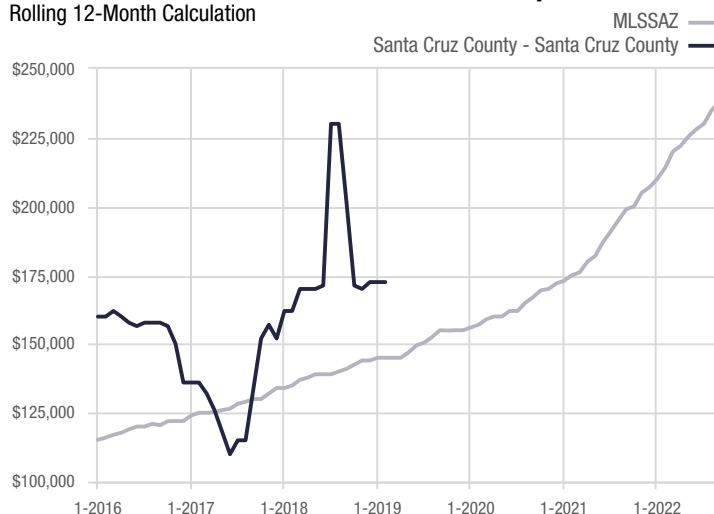
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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

# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County - Sonoita

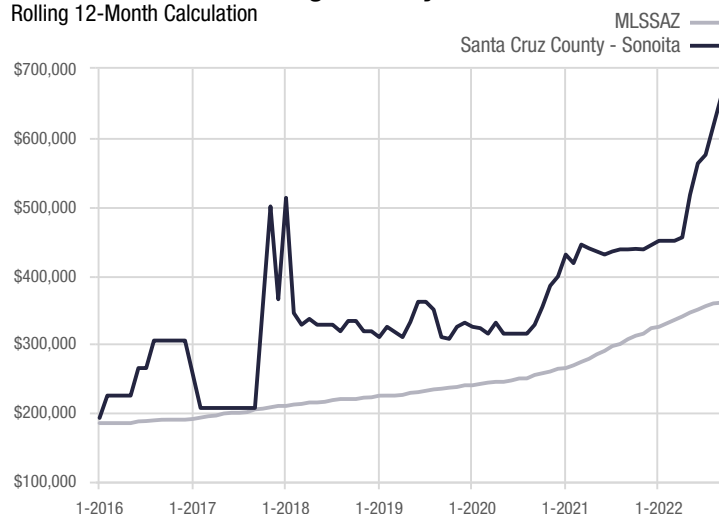
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	1	3	+ 200.0%	20	15	- 25.0%
Pending Sales	2	1	- 50.0%	24	11	- 54.2%
Closed Sales	1	0	- 100.0%	22	13	- 40.9%
Days on Market Until Sale	31	—	—	99	55	- 44.4%
Median Sales Price*	\$360,000	—	—	\$430,750	\$685,000	+ 59.0%
Average Sales Price*	\$360,000	—	—	\$517,615	\$773,423	+ 49.4%
Percent of List Price Received*	100.0%	—	—	97.7%	97.9%	+ 0.2%
Inventory of Homes for Sale	4	5	+ 25.0%	—	—	—
Months Supply of Inventory	1.6	2.6	+ 62.5%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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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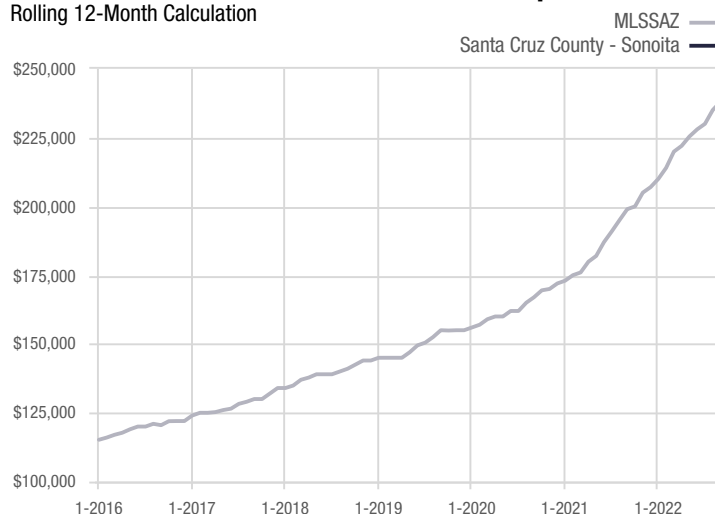
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.



## Santa Cruz County - Tubac East

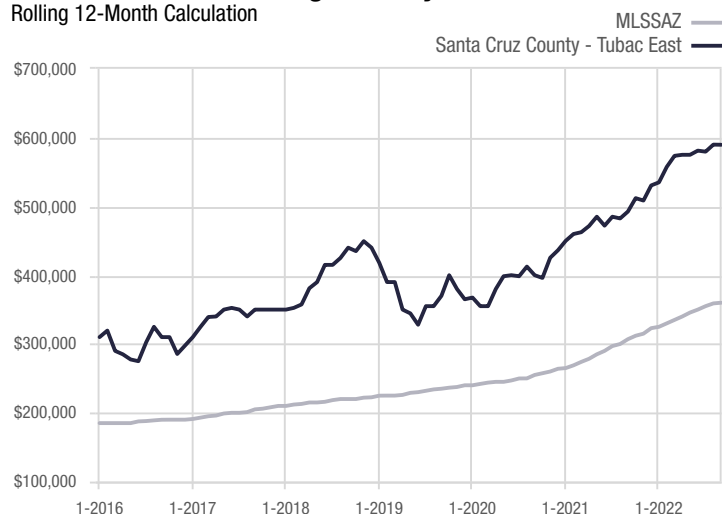
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	7	10	+ 42.9%	59	61	+ 3.4%
Pending Sales	0	1	—	44	54	+ 22.7%
Closed Sales	3	2	- 33.3%	38	54	+ 42.1%
Days on Market Until Sale	190	30	- 84.2%	87	57	- 34.5%
Median Sales Price*	\$680,000	\$607,000	- 10.7%	\$512,613	\$590,442	+ 15.2%
Average Sales Price*	\$648,333	\$607,000	- 6.4%	\$562,484	\$669,270	+ 19.0%
Percent of List Price Received*	98.0%	100.0%	+ 2.0%	97.0%	97.7%	+ 0.7%
Inventory of Homes for Sale	21	17	- 19.0%	—	—	—
Months Supply of Inventory	3.7	2.7	- 27.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	5	2	- 60.0%	33	31	- 6.1%
Pending Sales	2	2	0.0%	28	23	- 17.9%
Closed Sales	3	0	- 100.0%	25	30	+ 20.0%
Days on Market Until Sale	37	—	—	77	29	- 62.3%
Median Sales Price*	\$247,250	—	—	\$225,000	\$275,000	+ 22.2%
Average Sales Price*	\$237,417	—	—	\$239,434	\$297,797	+ 24.4%
Percent of List Price Received*	98.9%	—	—	97.1%	99.3%	+ 2.3%
Inventory of Homes for Sale	9	9	0.0%	—	—	—
Months Supply of Inventory	2.4	2.3	- 4.2%	—	—	—

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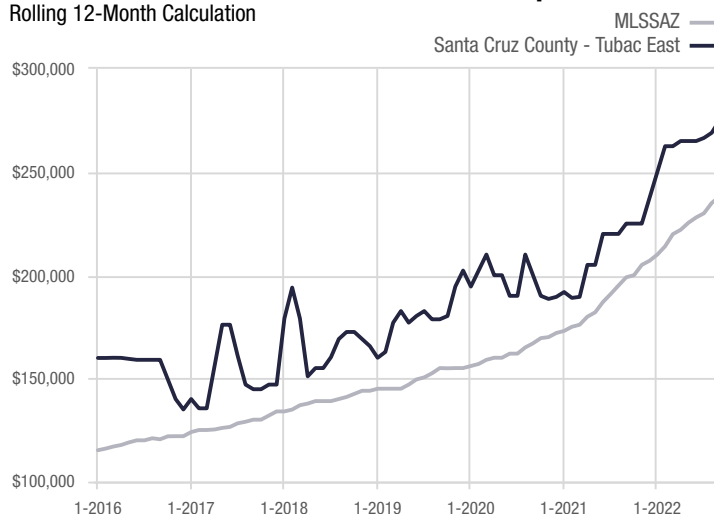
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.



## Santa Cruz County - Tubac West

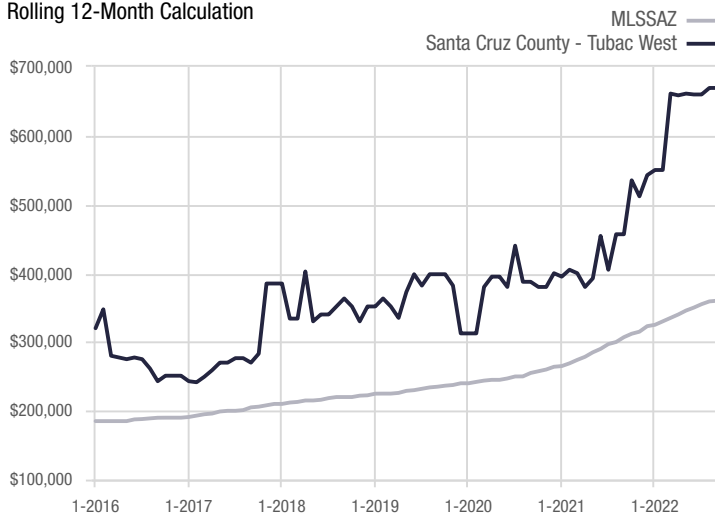
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	0	0	0.0%	9	19	+ 111.1%
Pending Sales	2	0	- 100.0%	10	19	+ 90.0%
Closed Sales	0	4	—	10	20	+ 100.0%
Days on Market Until Sale	—	47	—	31	69	+ 122.6%
Median Sales Price*	—	\$613,000	—	\$542,500	\$679,250	+ 25.2%
Average Sales Price*	—	\$599,000	—	\$541,239	\$743,724	+ 37.4%
Percent of List Price Received*	—	93.5%	—	100.6%	95.2%	- 5.4%
Inventory of Homes for Sale	3	3	0.0%	—	—	—
Months Supply of Inventory	2.1	1.1	- 47.6%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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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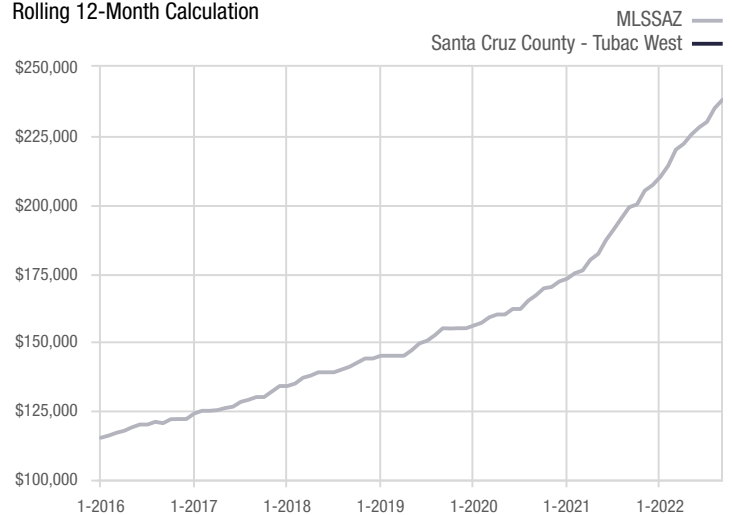
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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## Santa Cruz County - Tumacacori - Carmen

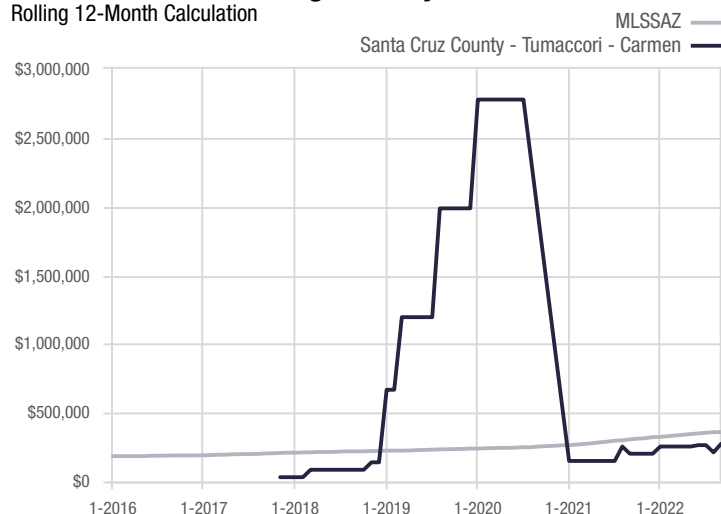
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	1	1	0.0%	2	3	+ 50.0%
Pending Sales	1	0	- 100.0%	4	1	- 75.0%
Closed Sales	1	0	- 100.0%	4	1	- 75.0%
Days on Market Until Sale	1	—	—	98	158	+ 61.2%
Median Sales Price*	\$149,950	—	—	\$202,500	<b>\$275,000</b>	+ 35.8%
Average Sales Price*	\$149,950	—	—	\$413,738	<b>\$275,000</b>	- 33.5%
Percent of List Price Received*	100.0%	—	—	97.5%	<b>96.5%</b>	- 1.0%
Inventory of Homes for Sale	0	2	—	—	—	—
Months Supply of Inventory	—	2.0	—	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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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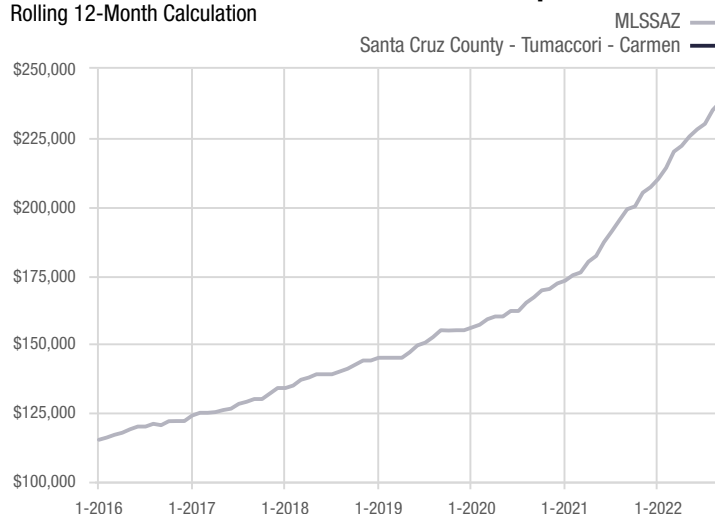
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Benson / St. David

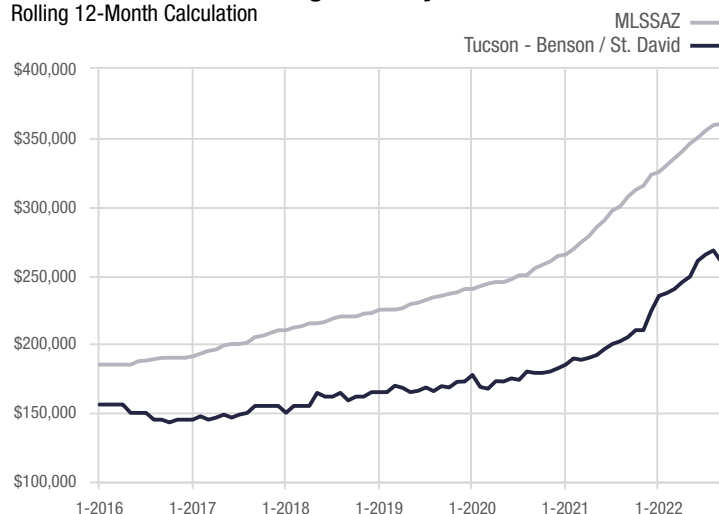
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	12	12	0.0%	160	158	- 1.3%
Pending Sales	11	13	+ 18.2%	118	119	+ 0.8%
Closed Sales	15	17	+ 13.3%	120	117	- 2.5%
Days on Market Until Sale	32	48	+ 50.0%	36	29	- 19.4%
Median Sales Price*	\$350,000	\$249,990	- 28.6%	\$209,500	\$260,000	+ 24.1%
Average Sales Price*	\$299,000	\$236,997	- 20.7%	\$241,309	\$297,463	+ 23.3%
Percent of List Price Received*	97.0%	97.5%	+ 0.5%	98.1%	97.6%	- 0.5%
Inventory of Homes for Sale	34	43	+ 26.5%	—	—	—
Months Supply of Inventory	2.6	3.6	+ 38.5%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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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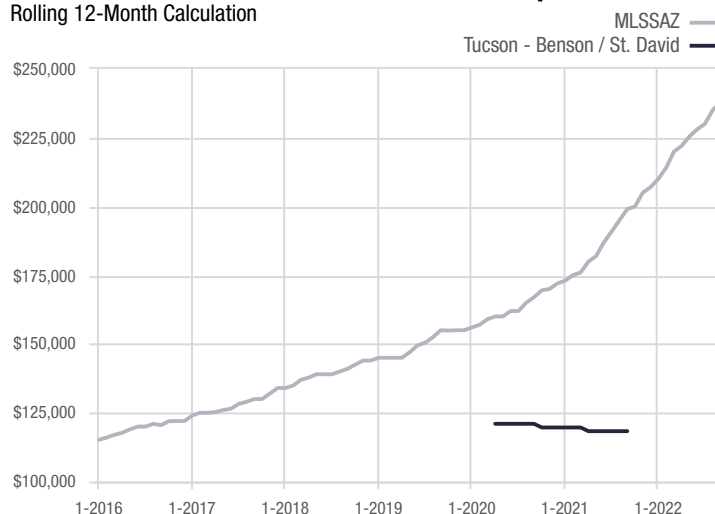
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Central

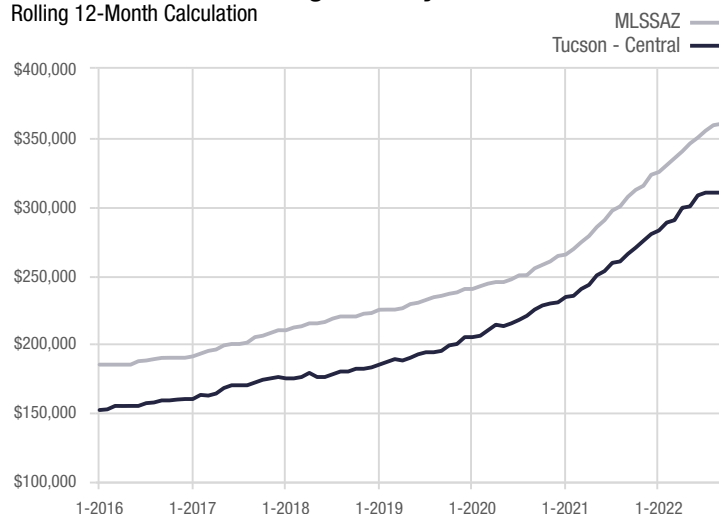
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	270	188	- 30.4%	2,056	1,875	- 8.8%
Pending Sales	173	109	- 37.0%	1,635	1,426	- 12.8%
Closed Sales	172	126	- 26.7%	1,608	1,482	- 7.8%
Days on Market Until Sale	16	28	+ 75.0%	17	21	+ 23.5%
Median Sales Price*	\$293,950	\$310,000	+ 5.5%	\$275,000	\$320,000	+ 16.4%
Average Sales Price*	\$339,692	\$374,585	+ 10.3%	\$318,174	\$366,452	+ 15.2%
Percent of List Price Received*	100.1%	97.8%	- 2.3%	101.1%	100.6%	- 0.5%
Inventory of Homes for Sale	314	331	+ 5.4%	—	—	—
Months Supply of Inventory	1.8	2.0	+ 11.1%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	50	44	- 12.0%	520	505	- 2.9%
Pending Sales	45	39	- 13.3%	463	427	- 7.8%
Closed Sales	54	44	- 18.5%	446	410	- 8.1%
Days on Market Until Sale	12	27	+ 125.0%	16	18	+ 12.5%
Median Sales Price*	\$187,000	\$210,000	+ 12.3%	\$177,000	\$210,000	+ 18.6%
Average Sales Price*	\$206,208	\$220,711	+ 7.0%	\$187,193	\$218,970	+ 17.0%
Percent of List Price Received*	100.7%	97.6%	- 3.1%	101.6%	100.9%	- 0.7%
Inventory of Homes for Sale	53	71	+ 34.0%	—	—	—
Months Supply of Inventory	1.1	1.6	+ 45.5%	—	—	—

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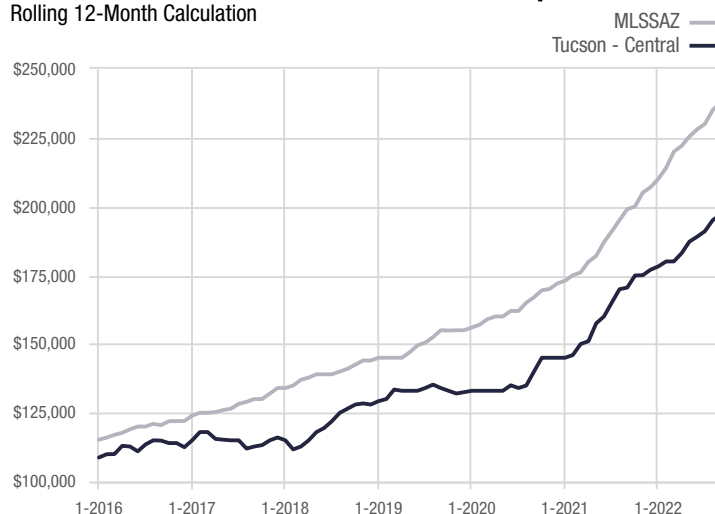
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Tucson - East

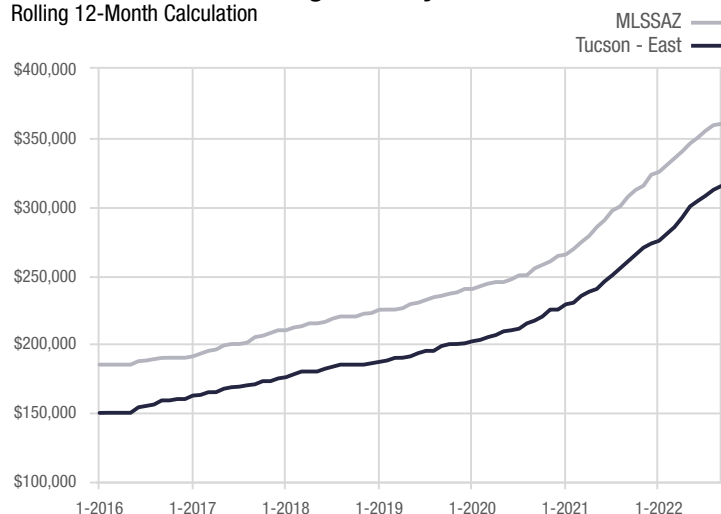
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	164	136	- 17.1%	1,486	1,330	- 10.5%
Pending Sales	124	77	- 37.9%	1,297	1,085	- 16.3%
Closed Sales	133	86	- 35.3%	1,258	1,134	- 9.9%
Days on Market Until Sale	13	23	+ 76.9%	12	18	+ 50.0%
Median Sales Price*	\$280,000	\$310,000	+ 10.7%	\$268,000	\$323,000	+ 20.5%
Average Sales Price*	\$312,615	\$314,813	+ 0.7%	\$292,266	\$344,619	+ 17.9%
Percent of List Price Received*	101.4%	98.7%	- 2.7%	101.5%	100.5%	- 1.0%
Inventory of Homes for Sale	177	236	+ 33.3%	—	—	—
Months Supply of Inventory	1.3	1.9	+ 46.2%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	41	36	- 12.2%	337	298	- 11.6%
Pending Sales	28	25	- 10.7%	312	257	- 17.6%
Closed Sales	40	23	- 42.5%	308	256	- 16.9%
Days on Market Until Sale	6	18	+ 200.0%	10	15	+ 50.0%
Median Sales Price*	\$203,500	\$190,000	- 6.6%	\$177,250	\$216,700	+ 22.3%
Average Sales Price*	\$197,950	\$195,697	- 1.1%	\$173,595	\$207,534	+ 19.6%
Percent of List Price Received*	102.5%	100.8%	- 1.7%	101.5%	101.3%	- 0.2%
Inventory of Homes for Sale	26	38	+ 46.2%	—	—	—
Months Supply of Inventory	0.8	1.3	+ 62.5%	—	—	—

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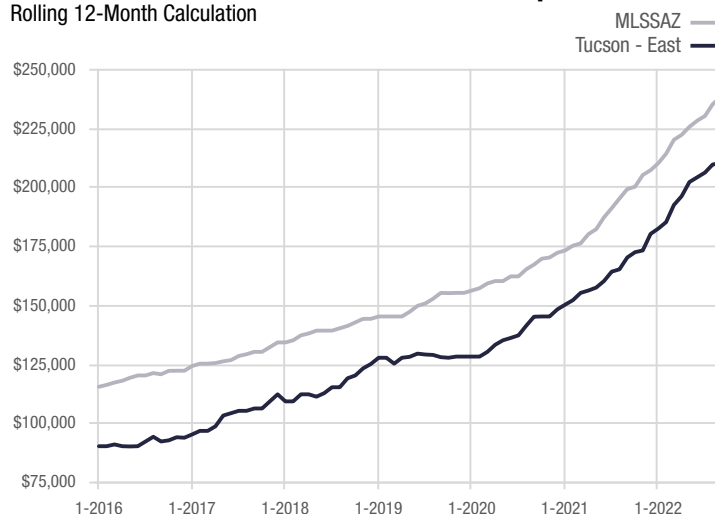
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Extended Northeast

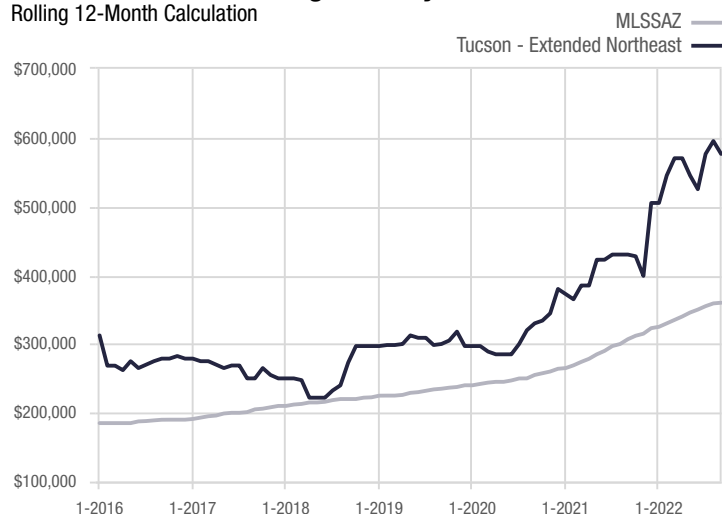
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	2	0	- 100.0%	15	19	+ 26.7%
Pending Sales	0	0	0.0%	13	14	+ 7.7%
Closed Sales	2	1	- 50.0%	14	15	+ 7.1%
Days on Market Until Sale	52	7	- 86.5%	55	20	- 63.6%
Median Sales Price*	\$640,000	\$187,500	- 70.7%	\$394,500	\$557,500	+ 41.3%
Average Sales Price*	\$640,000	\$187,500	- 70.7%	\$483,357	\$546,233	+ 13.0%
Percent of List Price Received*	96.6%	93.8%	- 2.9%	97.5%	100.3%	+ 2.9%
Inventory of Homes for Sale	4	5	+ 25.0%	—	—	—
Months Supply of Inventory	1.8	2.3	+ 27.8%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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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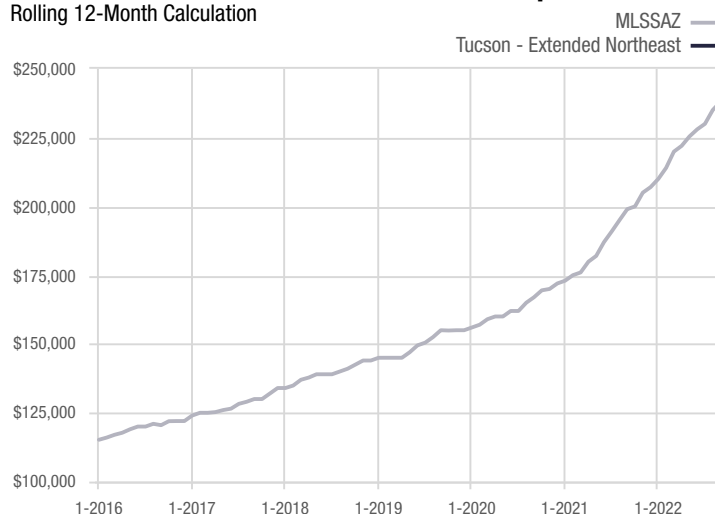
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Extended Northwest

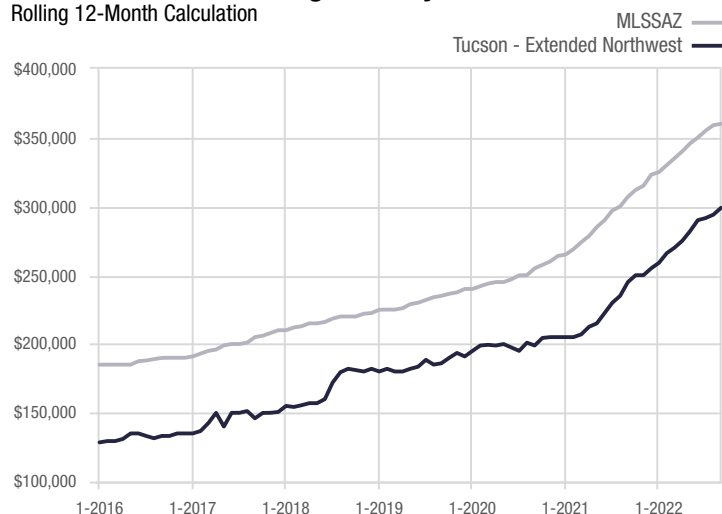
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	13	11	- 15.4%	83	77	- 7.2%
Pending Sales	10	5	- 50.0%	72	55	- 23.6%
Closed Sales	10	7	- 30.0%	67	51	- 23.9%
Days on Market Until Sale	7	30	+ 328.6%	7	17	+ 142.9%
Median Sales Price*	\$262,500	<b>\$340,000</b>	+ 29.5%	\$250,000	<b>\$310,000</b>	+ 24.0%
Average Sales Price*	\$267,500	<b>\$331,857</b>	+ 24.1%	\$253,270	<b>\$326,338</b>	+ 28.8%
Percent of List Price Received*	98.3%	100.1%	+ 1.8%	100.8%	100.1%	- 0.7%
Inventory of Homes for Sale	9	17	+ 88.9%	—	—	—
Months Supply of Inventory	1.1	2.8	+ 154.5%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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.

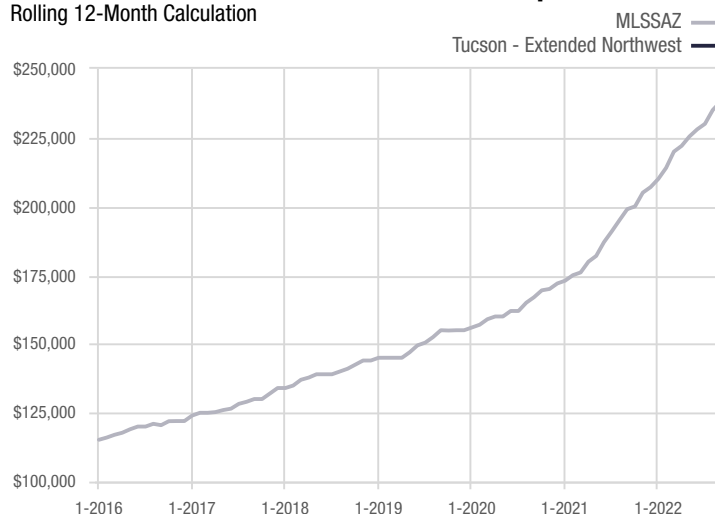
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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



# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Extended Southeast

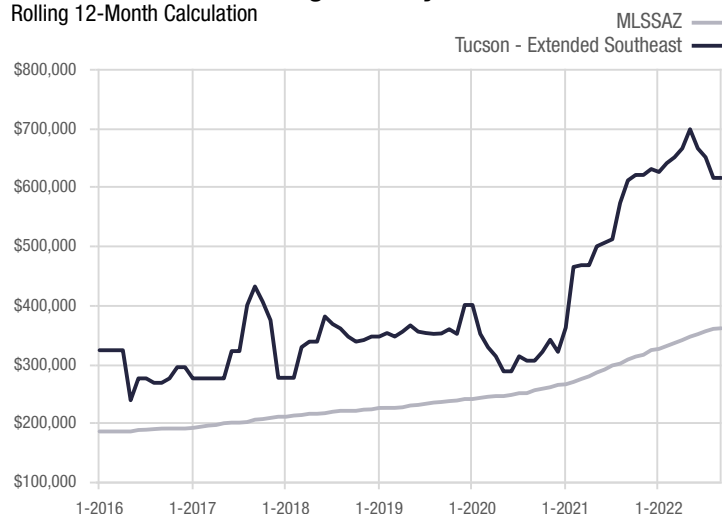
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	1	1	0.0%	7	12	+ 71.4%
Pending Sales	1	0	- 100.0%	11	10	- 9.1%
Closed Sales	2	0	- 100.0%	12	10	- 16.7%
Days on Market Until Sale	4	—	—	168	30	- 82.1%
Median Sales Price*	\$665,750	—	—	\$625,000	\$610,000	- 2.4%
Average Sales Price*	\$665,750	—	—	\$636,333	\$602,050	- 5.4%
Percent of List Price Received*	101.8%	—	—	97.9%	97.0%	- 0.9%
Inventory of Homes for Sale	2	4	+ 100.0%	—	—	—
Months Supply of Inventory	1.3	2.2	+ 69.2%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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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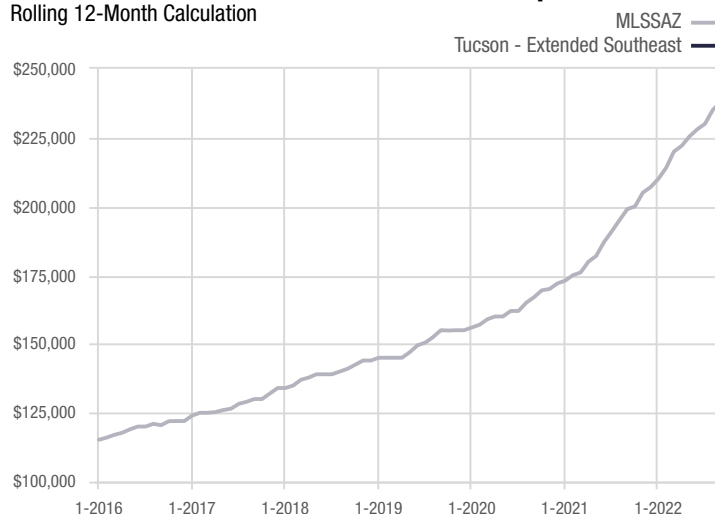
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Extended Southwest

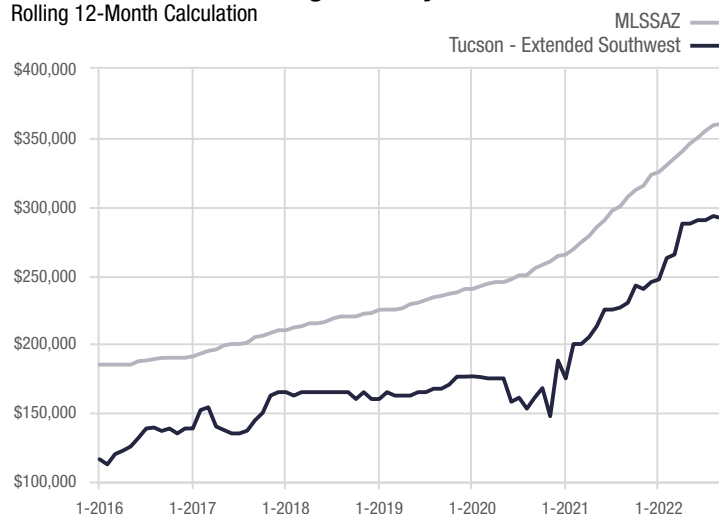
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	4	6	+ 50.0%	25	29	+ 16.0%
Pending Sales	3	1	- 66.7%	22	16	- 27.3%
Closed Sales	1	2	+ 100.0%	20	15	- 25.0%
Days on Market Until Sale	11	34	+ 209.1%	37	17	- 54.1%
Median Sales Price*	\$320,000	\$280,500	- 12.3%	\$230,000	\$295,000	+ 28.3%
Average Sales Price*	\$320,000	\$280,500	- 12.3%	\$231,368	\$321,300	+ 38.9%
Percent of List Price Received*	95.2%	101.5%	+ 6.6%	98.9%	101.3%	+ 2.4%
Inventory of Homes for Sale	4	11	+ 175.0%	—	—	—
Months Supply of Inventory	1.5	4.2	+ 180.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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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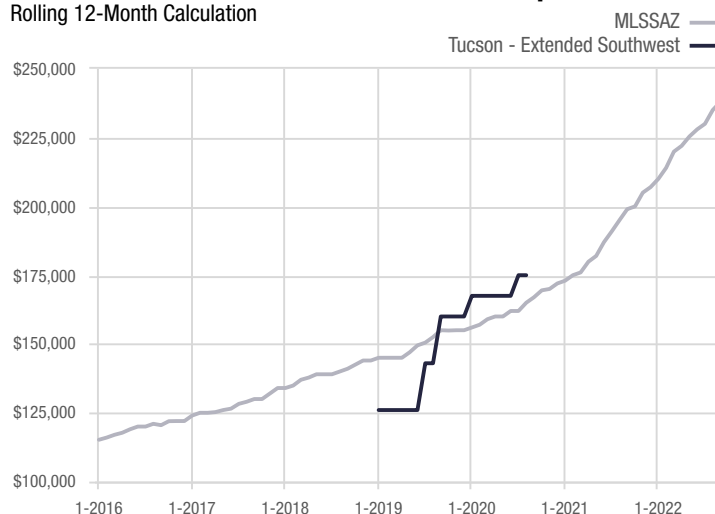
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Extended West

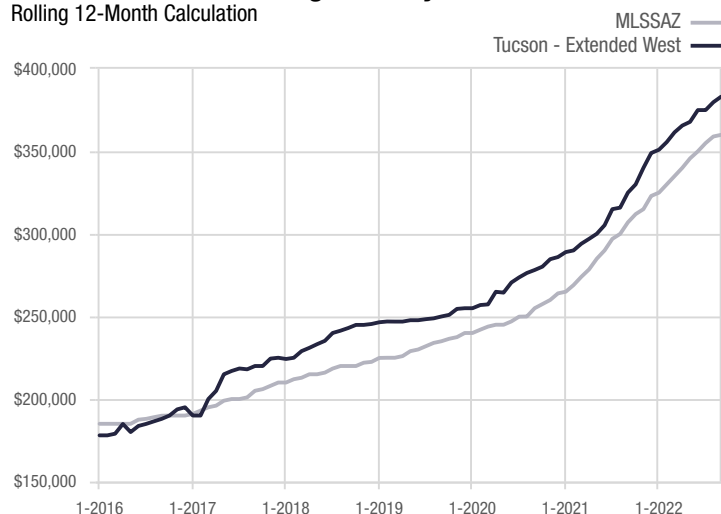
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	58	55	- 5.2%	437	715	+ 63.6%
Pending Sales	38	50	+ 31.6%	350	529	+ 51.1%
Closed Sales	39	65	+ 66.7%	316	485	+ 53.5%
Days on Market Until Sale	22	48	+ 118.2%	16	32	+ 100.0%
Median Sales Price*	\$340,734	\$390,000	+ 14.5%	\$335,000	\$386,990	+ 15.5%
Average Sales Price*	\$354,181	\$407,209	+ 15.0%	\$342,518	\$396,632	+ 15.8%
Percent of List Price Received*	100.3%	98.8%	- 1.5%	100.7%	99.7%	- 1.0%
Inventory of Homes for Sale	85	197	+ 131.8%	—	—	—
Months Supply of Inventory	2.4	3.5	+ 45.8%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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	—	—	—	—	—	—

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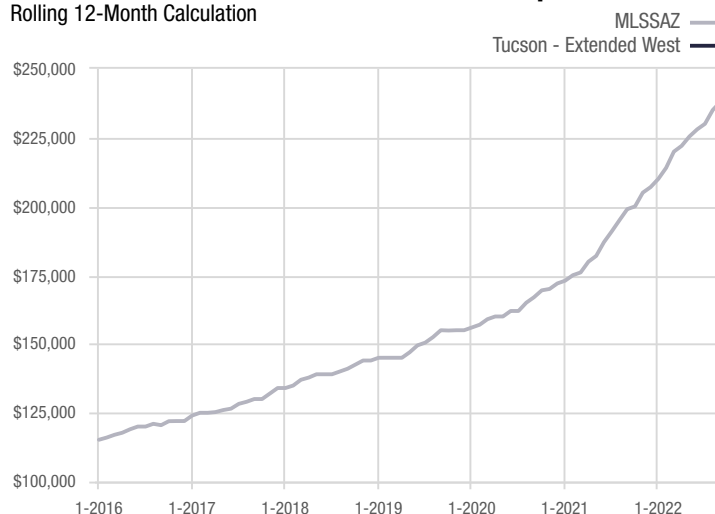
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Tucson - North

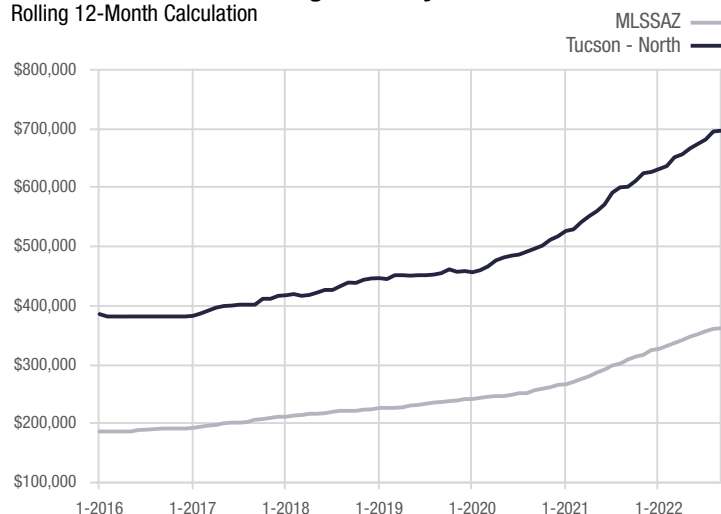
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	134	90	- 32.8%	1,092	907	- 16.9%
Pending Sales	87	68	- 21.8%	903	708	- 21.6%
Closed Sales	83	66	- 20.5%	894	716	- 19.9%
Days on Market Until Sale	17	26	+ 52.9%	23	22	- 4.3%
Median Sales Price*	\$615,000	\$676,500	+ 10.0%	\$625,000	\$717,500	+ 14.8%
Average Sales Price*	\$672,479	\$736,215	+ 9.5%	\$744,811	\$845,450	+ 13.5%
Percent of List Price Received*	100.4%	98.8%	- 1.6%	100.8%	101.5%	+ 0.7%
Inventory of Homes for Sale	156	156	0.0%	—	—	—
Months Supply of Inventory	1.6	1.9	+ 18.8%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	60	45	- 25.0%	556	580	+ 4.3%
Pending Sales	40	43	+ 7.5%	501	511	+ 2.0%
Closed Sales	40	46	+ 15.0%	512	520	+ 1.6%
Days on Market Until Sale	20	28	+ 40.0%	14	15	+ 7.1%
Median Sales Price*	\$252,500	\$302,450	+ 19.8%	\$249,000	\$305,000	+ 22.5%
Average Sales Price*	\$273,690	\$335,185	+ 22.5%	\$283,459	\$351,194	+ 23.9%
Percent of List Price Received*	100.7%	97.8%	- 2.9%	100.8%	101.2%	+ 0.4%
Inventory of Homes for Sale	57	63	+ 10.5%	—	—	—
Months Supply of Inventory	1.0	1.1	+ 10.0%	—	—	—

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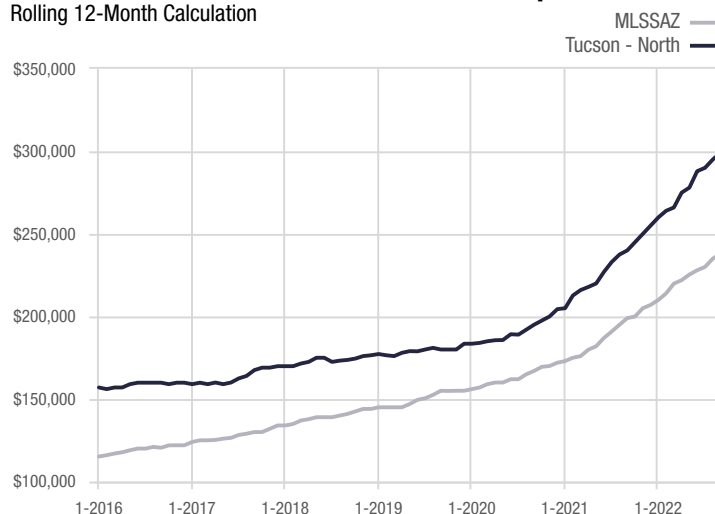
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Northeast

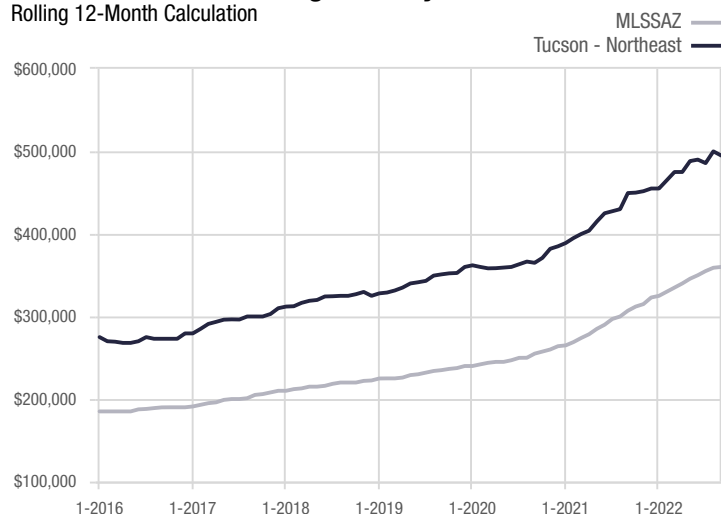
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	66	64	- 3.0%	601	561	- 6.7%
Pending Sales	50	35	- 30.0%	536	432	- 19.4%
Closed Sales	48	32	- 33.3%	526	426	- 19.0%
Days on Market Until Sale	13	24	+ 84.6%	15	17	+ 13.3%
Median Sales Price*	\$555,000	\$461,750	- 16.8%	\$455,000	\$503,500	+ 10.7%
Average Sales Price*	\$597,915	\$590,878	- 1.2%	\$557,043	\$609,445	+ 9.4%
Percent of List Price Received*	100.7%	98.0%	- 2.7%	100.7%	101.3%	+ 0.6%
Inventory of Homes for Sale	66	85	+ 28.8%	—	—	—
Months Supply of Inventory	1.2	1.8	+ 50.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	18	23	+ 27.8%	212	204	- 3.8%
Pending Sales	15	19	+ 26.7%	191	175	- 8.4%
Closed Sales	18	13	- 27.8%	197	171	- 13.2%
Days on Market Until Sale	14	24	+ 71.4%	13	15	+ 15.4%
Median Sales Price*	\$136,000	\$250,000	+ 83.8%	\$152,000	\$235,000	+ 54.6%
Average Sales Price*	\$190,267	\$231,181	+ 21.5%	\$179,639	\$235,094	+ 30.9%
Percent of List Price Received*	99.8%	97.4%	- 2.4%	100.4%	101.0%	+ 0.6%
Inventory of Homes for Sale	21	27	+ 28.6%	—	—	—
Months Supply of Inventory	1.1	1.4	+ 27.3%	—	—	—

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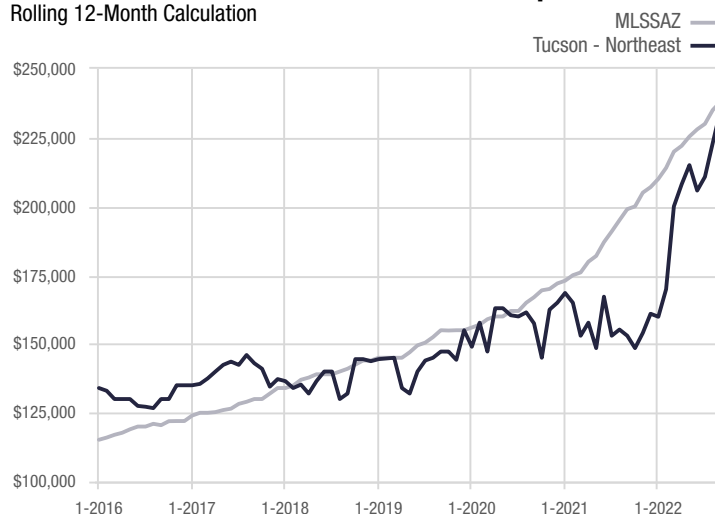
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Northwest

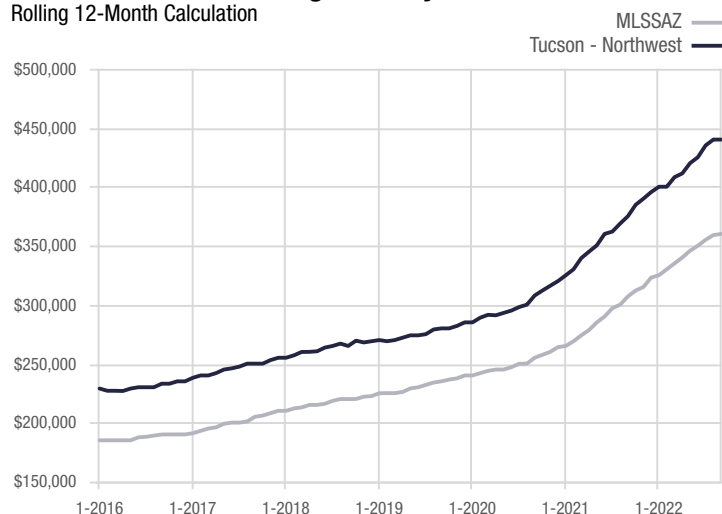
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	292	259	- 11.3%	2,642	2,503	- 5.3%
Pending Sales	243	195	- 19.8%	2,405	1,997	- 17.0%
Closed Sales	253	171	- 32.4%	2,394	1,971	- 17.7%
Days on Market Until Sale	15	26	+ 73.3%	16	19	+ 18.8%
Median Sales Price*	\$425,000	\$445,000	+ 4.7%	\$390,000	\$449,900	+ 15.4%
Average Sales Price*	\$481,658	\$531,067	+ 10.3%	\$471,414	\$538,351	+ 14.2%
Percent of List Price Received*	100.4%	98.7%	- 1.7%	101.0%	101.0%	0.0%
Inventory of Homes for Sale	274	464	+ 69.3%	—	—	—
Months Supply of Inventory	1.0	2.1	+ 110.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	20	31	+ 55.0%	245	247	+ 0.8%
Pending Sales	9	15	+ 66.7%	234	194	- 17.1%
Closed Sales	15	17	+ 13.3%	248	190	- 23.4%
Days on Market Until Sale	6	17	+ 183.3%	13	10	- 23.1%
Median Sales Price*	\$279,300	\$365,000	+ 30.7%	\$290,000	\$350,000	+ 20.7%
Average Sales Price*	\$293,287	\$380,882	+ 29.9%	\$297,191	\$365,876	+ 23.1%
Percent of List Price Received*	102.0%	96.8%	- 5.1%	101.1%	101.4%	+ 0.3%
Inventory of Homes for Sale	17	36	+ 111.8%	—	—	—
Months Supply of Inventory	0.6	1.8	+ 200.0%	—	—	—

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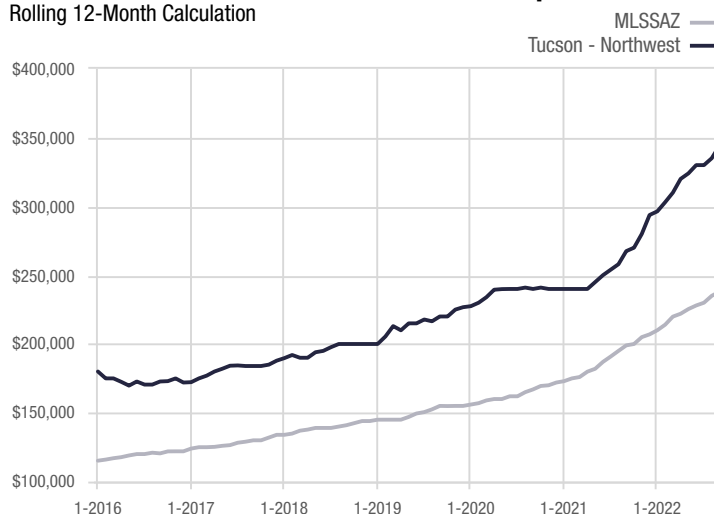
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Pima East

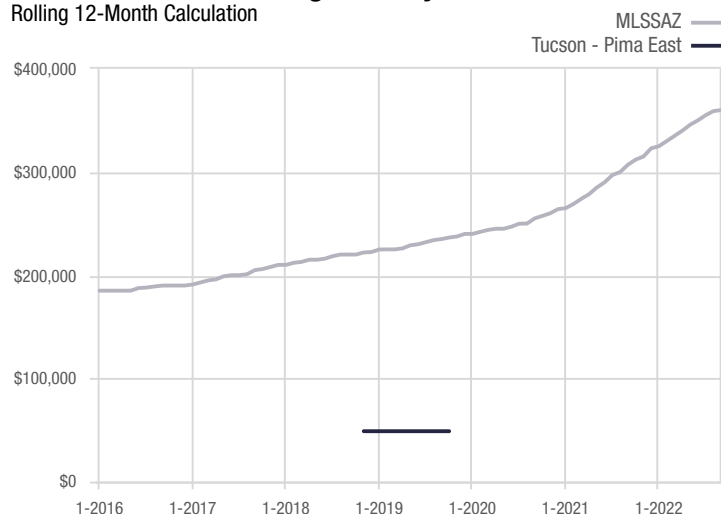
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	0	0	0.0%	0	1	—
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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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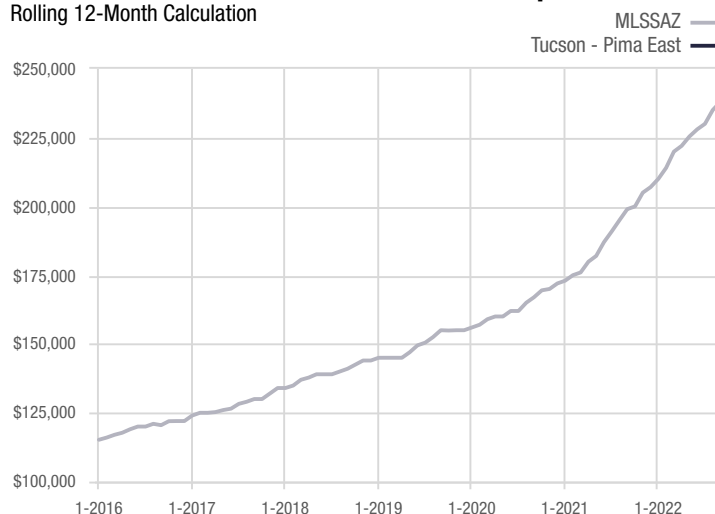
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Pima Northwest

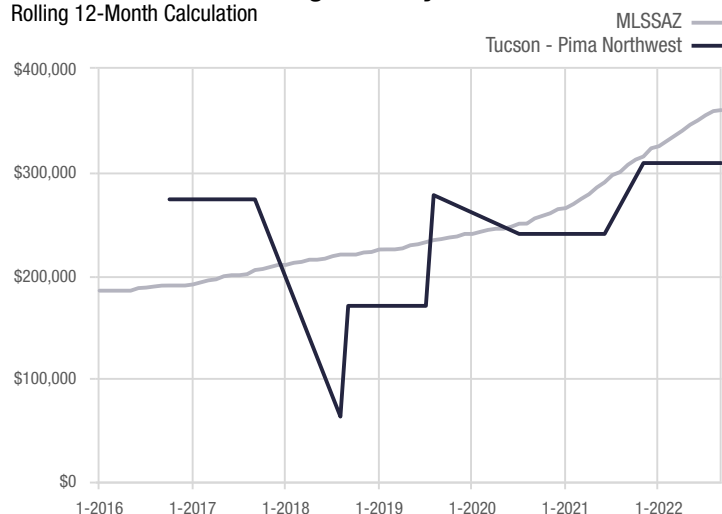
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	0	0	0.0%	2	0	- 100.0%
Pending Sales	2	0	- 100.0%	2	0	- 100.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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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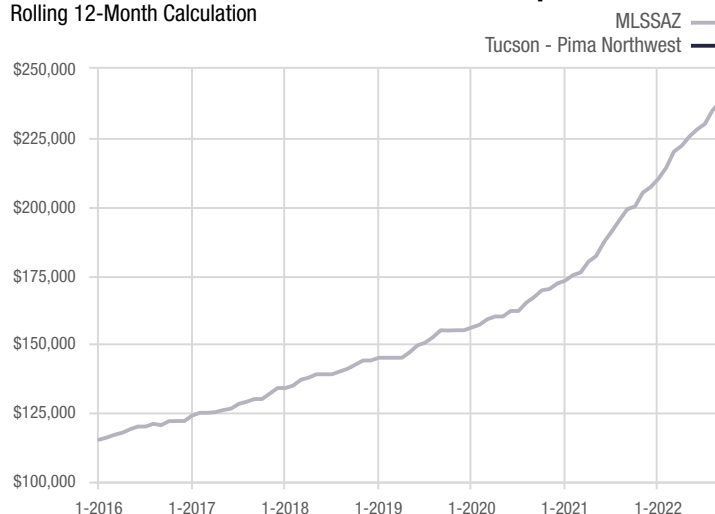
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Pima Southwest

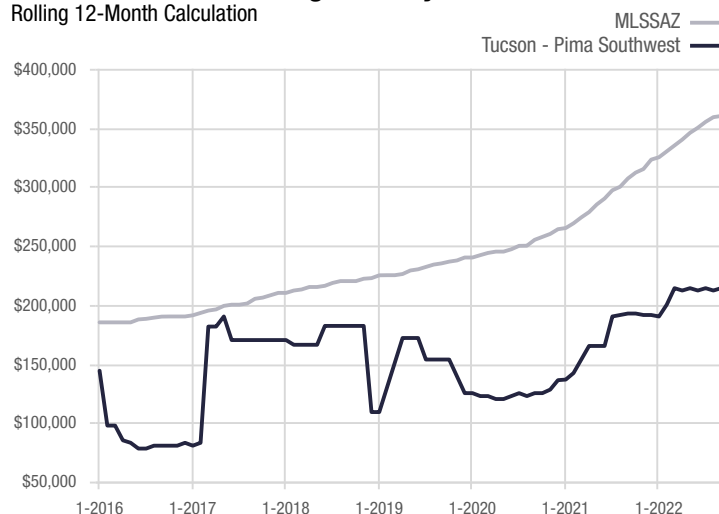
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	3	0	- 100.0%	8	10	+ 25.0%
Pending Sales	1	1	0.0%	7	13	+ 85.7%
Closed Sales	0	1	—	7	13	+ 85.7%
Days on Market Until Sale	—	338	—	226	93	- 58.8%
Median Sales Price*	—	\$285,000	—	\$191,250	\$220,000	+ 15.0%
Average Sales Price*	—	\$285,000	—	\$229,750	\$296,877	+ 29.2%
Percent of List Price Received*	—	86.4%	—	86.8%	95.4%	+ 9.9%
Inventory of Homes for Sale	8	3	- 62.5%	—	—	—
Months Supply of Inventory	6.2	1.9	- 69.4%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% 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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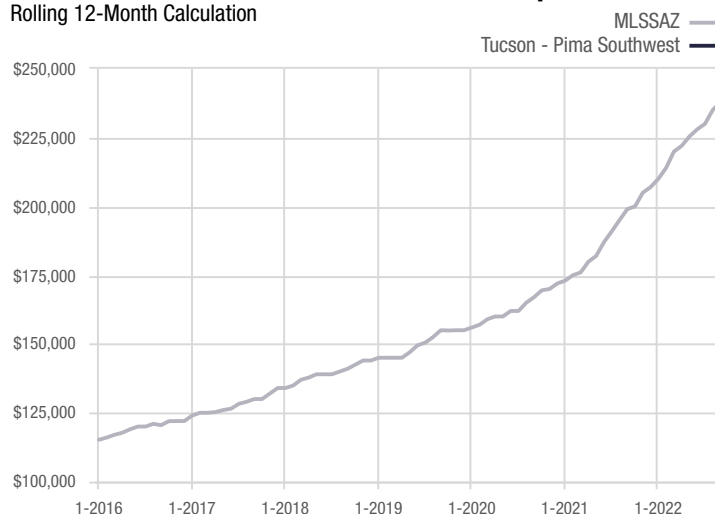
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.

## Tucson - South

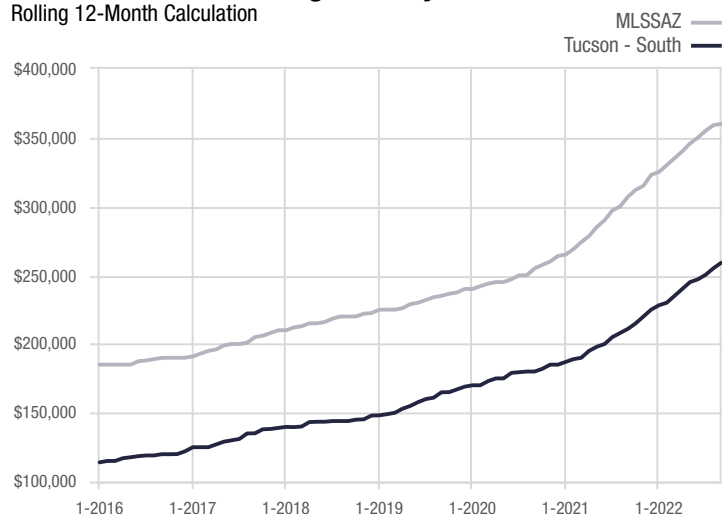
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	80	61	- 23.8%	754	750	- 0.5%
Pending Sales	66	53	- 19.7%	652	625	- 4.1%
Closed Sales	77	61	- 20.8%	651	635	- 2.5%
Days on Market Until Sale	9	24	+ 166.7%	10	18	+ 80.0%
Median Sales Price*	\$240,000	\$271,500	+ 13.1%	\$220,000	\$265,000	+ 20.5%
Average Sales Price*	\$236,204	\$274,308	+ 16.1%	\$217,607	\$264,713	+ 21.6%
Percent of List Price Received*	100.2%	98.8%	- 1.4%	101.2%	99.9%	- 1.3%
Inventory of Homes for Sale	78	101	+ 29.5%	—	—	—
Months Supply of Inventory	1.1	1.4	+ 27.3%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	13	6	- 53.8%	61	60	- 1.6%
Pending Sales	8	5	- 37.5%	52	50	- 3.8%
Closed Sales	2	3	+ 50.0%	53	49	- 7.5%
Days on Market Until Sale	4	4	0.0%	12	18	+ 50.0%
Median Sales Price*	\$150,000	\$170,000	+ 13.3%	\$155,000	\$195,000	+ 25.8%
Average Sales Price*	\$150,000	\$160,000	+ 6.7%	\$156,113	\$192,812	+ 23.5%
Percent of List Price Received*	98.6%	95.9%	- 2.7%	100.5%	99.5%	- 1.0%
Inventory of Homes for Sale	11	8	- 27.3%	—	—	—
Months Supply of Inventory	1.9	1.4	- 26.3%	—	—	—

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

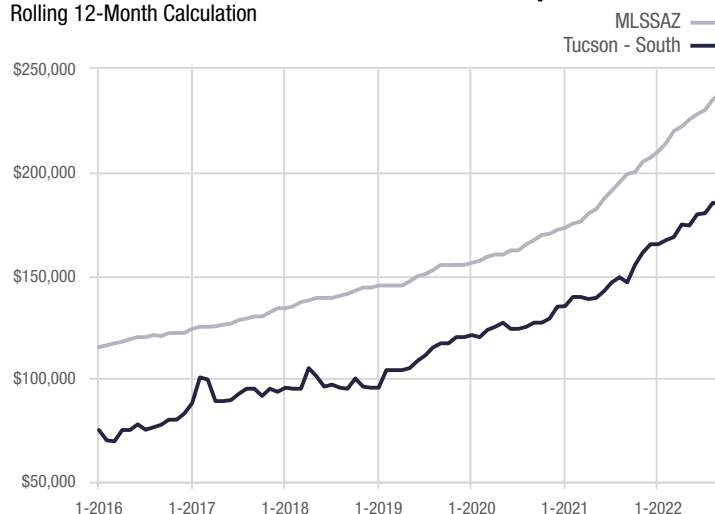
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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

# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Southeast

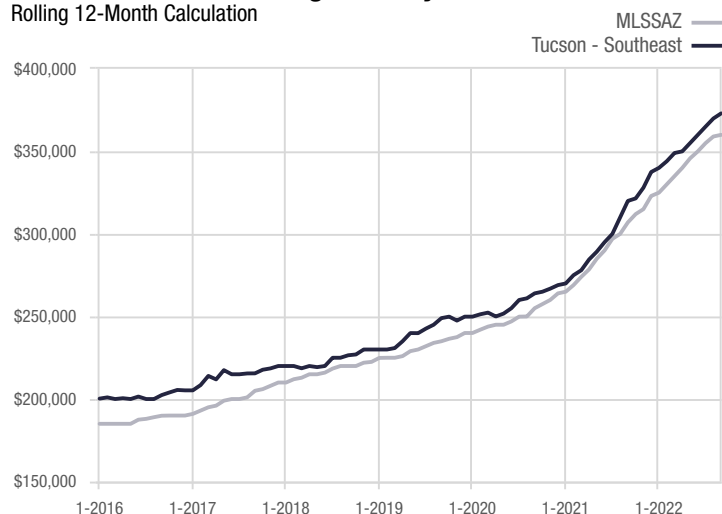
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	44	29	- 34.1%	469	377	- 19.6%
Pending Sales	44	19	- 56.8%	430	306	- 28.8%
Closed Sales	53	28	- 47.2%	424	330	- 22.2%
Days on Market Until Sale	15	24	+ 60.0%	14	21	+ 50.0%
Median Sales Price*	\$375,000	\$409,450	+ 9.2%	\$335,000	\$381,000	+ 13.7%
Average Sales Price*	\$393,549	\$454,708	+ 15.5%	\$349,265	\$409,569	+ 17.3%
Percent of List Price Received*	100.5%	99.7%	- 0.8%	101.2%	100.7%	- 0.5%
Inventory of Homes for Sale	41	66	+ 61.0%	—	—	—
Months Supply of Inventory	0.9	1.9	+ 111.1%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	1	2	+ 100.0%	10	12	+ 20.0%
Pending Sales	0	1	—	7	11	+ 57.1%
Closed Sales	2	0	- 100.0%	7	12	+ 71.4%
Days on Market Until Sale	11	—	—	6	13	+ 116.7%
Median Sales Price*	\$200,000	—	—	\$200,000	\$281,000	+ 40.5%
Average Sales Price*	\$200,000	—	—	\$206,143	\$287,333	+ 39.4%
Percent of List Price Received*	107.5%	—	—	102.4%	101.0%	- 1.4%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.3	0.6	- 53.8%	—	—	—

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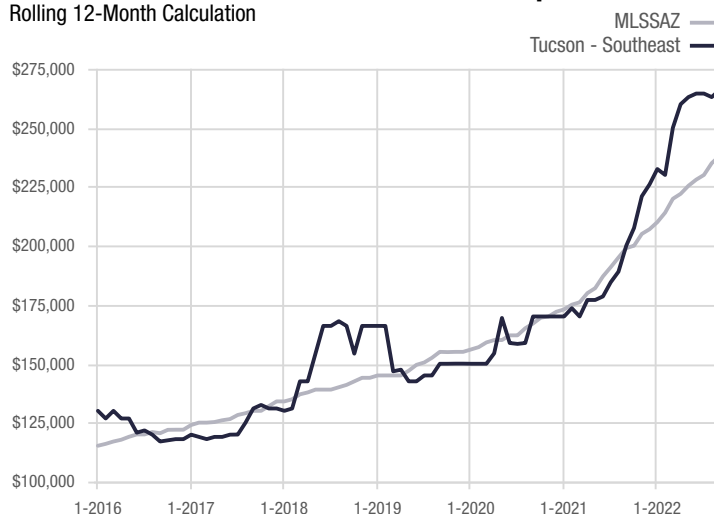
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Southwest

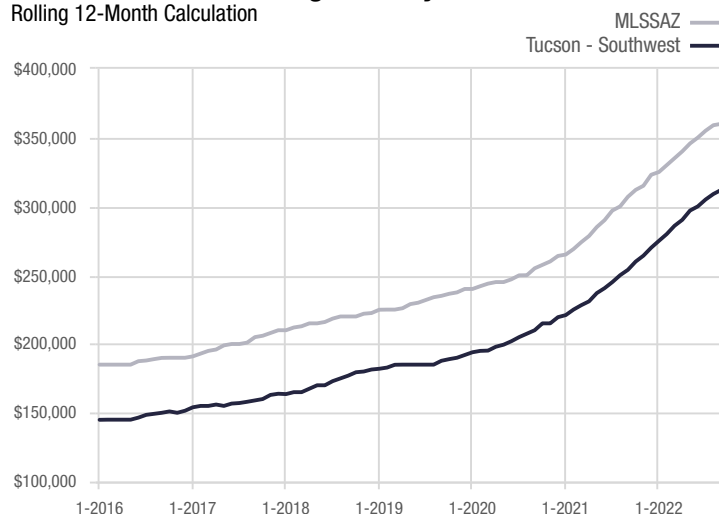
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	111	68	- 38.7%	759	820	+ 8.0%
Pending Sales	63	57	- 9.5%	645	670	+ 3.9%
Closed Sales	75	64	- 14.7%	632	693	+ 9.7%
Days on Market Until Sale	10	29	+ 190.0%	14	22	+ 57.1%
Median Sales Price*	\$285,000	<b>\$322,495</b>	+ 13.2%	\$263,950	<b>\$316,900</b>	+ 20.1%
Average Sales Price*	\$289,643	<b>\$334,255</b>	+ 15.4%	\$272,900	<b>\$326,918</b>	+ 19.8%
Percent of List Price Received*	101.5%	<b>98.6%</b>	- 2.9%	101.3%	<b>100.1%</b>	- 1.2%
Inventory of Homes for Sale	108	<b>144</b>	+ 33.3%	—	—	—
Months Supply of Inventory	1.5	<b>1.9</b>	+ 26.7%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	5	2	- 60.0%	36	30	- 16.7%
Pending Sales	4	0	- 100.0%	33	31	- 6.1%
Closed Sales	3	1	- 66.7%	29	33	+ 13.8%
Days on Market Until Sale	2	5	+ 150.0%	8	10	+ 25.0%
Median Sales Price*	\$205,000	<b>\$238,500</b>	+ 16.3%	\$178,000	<b>\$210,000</b>	+ 18.0%
Average Sales Price*	\$213,333	<b>\$238,500</b>	+ 11.8%	\$165,148	<b>\$187,501</b>	+ 13.5%
Percent of List Price Received*	101.3%	<b>95.4%</b>	- 5.8%	100.9%	<b>100.6%</b>	- 0.3%
Inventory of Homes for Sale	0	<b>3</b>	—	—	—	—
Months Supply of Inventory	—	<b>0.8</b>	—	—	—	—

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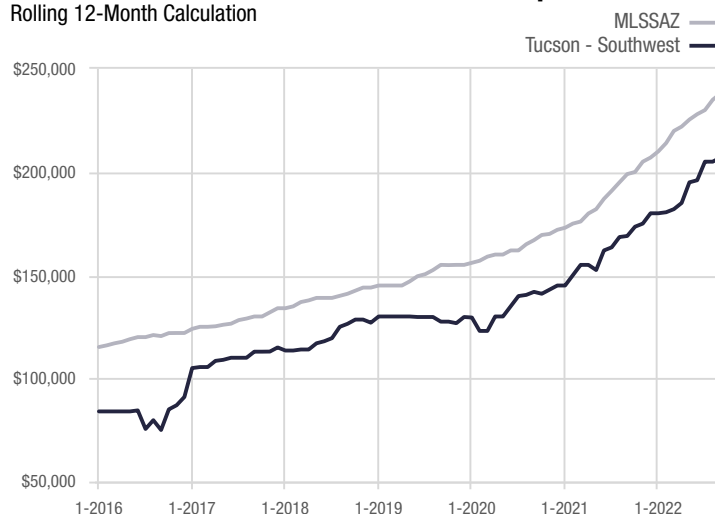
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Upper Northwest

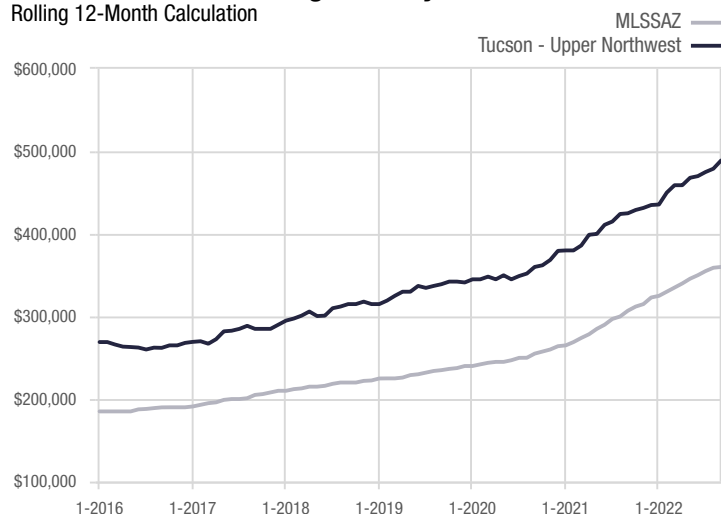
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	63	49	- 22.2%	514	487	- 5.3%
Pending Sales	47	29	- 38.3%	463	386	- 16.6%
Closed Sales	39	33	- 15.4%	464	393	- 15.3%
Days on Market Until Sale	22	29	+ 31.8%	28	21	- 25.0%
Median Sales Price*	\$423,000	\$535,000	+ 26.5%	\$434,000	\$503,900	+ 16.1%
Average Sales Price*	\$484,468	\$586,570	+ 21.1%	\$480,507	\$549,737	+ 14.4%
Percent of List Price Received*	99.4%	97.3%	- 2.1%	99.6%	99.7%	+ 0.1%
Inventory of Homes for Sale	81	75	- 7.4%	—	—	—
Months Supply of Inventory	1.6	1.7	+ 6.3%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	4	6	+ 50.0%	40	39	- 2.5%
Pending Sales	2	4	+ 100.0%	39	27	- 30.8%
Closed Sales	2	1	- 50.0%	39	25	- 35.9%
Days on Market Until Sale	7	0	- 100.0%	29	13	- 55.2%
Median Sales Price*	\$375,000	\$430,000	+ 14.7%	\$350,000	\$439,950	+ 25.7%
Average Sales Price*	\$375,000	\$430,000	+ 14.7%	\$421,448	\$564,958	+ 34.1%
Percent of List Price Received*	97.7%	97.9%	+ 0.2%	99.0%	99.4%	+ 0.4%
Inventory of Homes for Sale	2	10	+ 400.0%	—	—	—
Months Supply of Inventory	0.5	3.5	+ 600.0%	—	—	—

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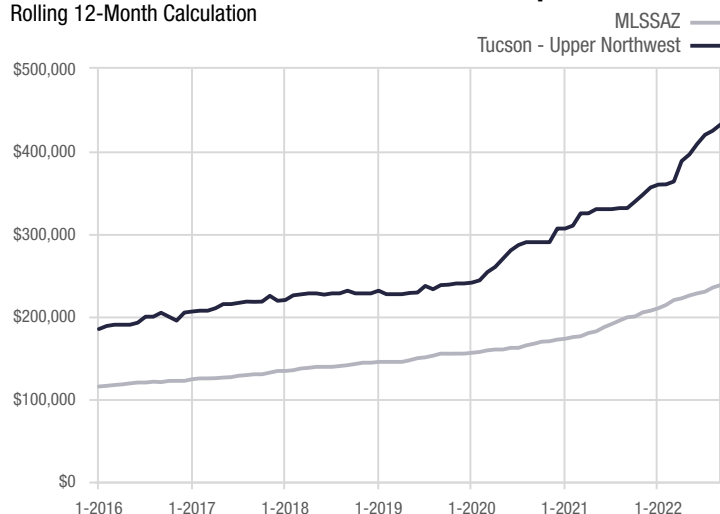
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Upper Southeast

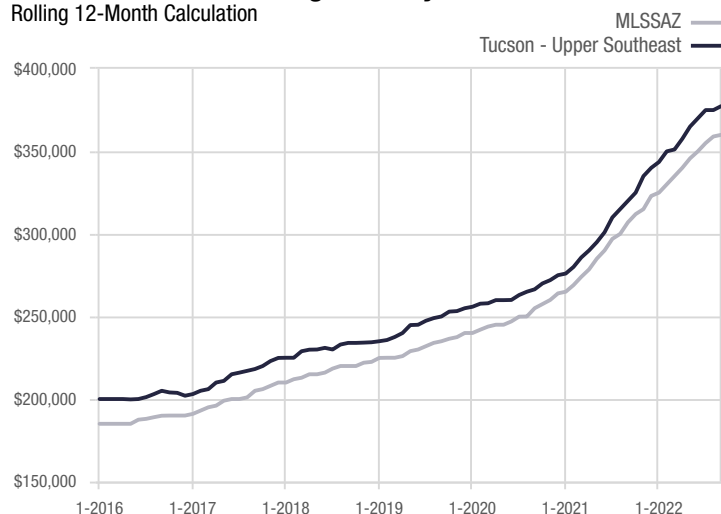
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	121	142	+ 17.4%	1,095	1,208	+ 10.3%
Pending Sales	108	97	- 10.2%	996	977	- 1.9%
Closed Sales	110	78	- 29.1%	950	917	- 3.5%
Days on Market Until Sale	13	30	+ 130.8%	14	24	+ 71.4%
Median Sales Price*	\$351,500	\$394,393	+ 12.2%	\$330,000	\$381,000	+ 15.5%
Average Sales Price*	\$373,241	\$418,307	+ 12.1%	\$354,158	\$419,424	+ 18.4%
Percent of List Price Received*	101.3%	98.7%	- 2.6%	101.4%	100.5%	- 0.9%
Inventory of Homes for Sale	134	260	+ 94.0%	—	—	—
Months Supply of Inventory	1.3	2.5	+ 92.3%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	0	0	0.0%	1	5	+ 400.0%
Pending Sales	0	0	0.0%	1	4	+ 300.0%
Closed Sales	0	1	—	1	4	+ 300.0%
Days on Market Until Sale	—	5	—	0	8	—
Median Sales Price*	—	\$300,000	—	\$240,000	\$307,250	+ 28.0%
Average Sales Price*	—	\$300,000	—	\$240,000	\$305,375	+ 27.2%
Percent of List Price Received*	—	95.2%	—	100.0%	98.6%	- 1.4%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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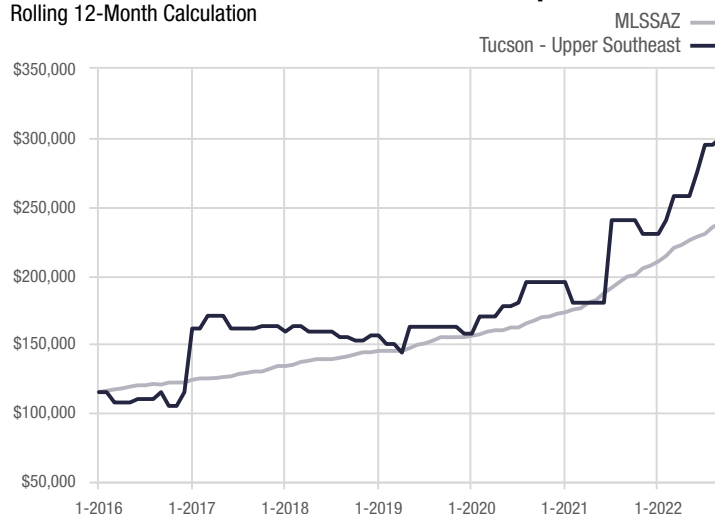
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2022

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## Tucson - West

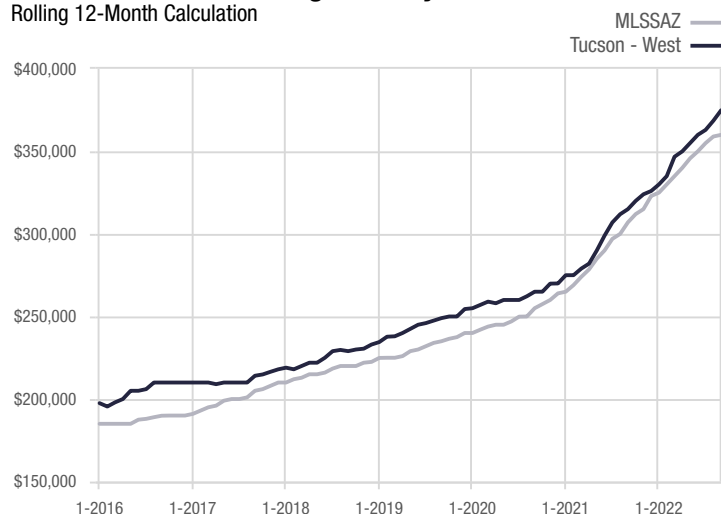
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	99	79	- 20.2%	944	896	- 5.1%
Pending Sales	82	56	- 31.7%	818	711	- 13.1%
Closed Sales	96	67	- 30.2%	825	714	- 13.5%
Days on Market Until Sale	12	22	+ 83.3%	13	17	+ 30.8%
Median Sales Price*	\$336,250	\$380,000	+ 13.0%	\$323,000	\$385,000	+ 19.2%
Average Sales Price*	\$388,438	\$427,699	+ 10.1%	\$381,740	\$442,671	+ 16.0%
Percent of List Price Received*	101.1%	98.7%	- 2.4%	101.6%	100.7%	- 0.9%
Inventory of Homes for Sale	93	138	+ 48.4%	—	—	—
Months Supply of Inventory	1.0	1.7	+ 70.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	15	10	- 33.3%	110	129	+ 17.3%
Pending Sales	15	12	- 20.0%	96	107	+ 11.5%
Closed Sales	8	10	+ 25.0%	95	112	+ 17.9%
Days on Market Until Sale	22	46	+ 109.1%	11	14	+ 27.3%
Median Sales Price*	\$204,500	\$238,500	+ 16.6%	\$170,000	\$210,500	+ 23.8%
Average Sales Price*	\$183,057	\$234,629	+ 28.2%	\$166,365	\$207,748	+ 24.9%
Percent of List Price Received*	98.4%	96.4%	- 2.0%	100.8%	100.6%	- 0.2%
Inventory of Homes for Sale	16	15	- 6.3%	—	—	—
Months Supply of Inventory	1.4	1.2	- 14.3%	—	—	—

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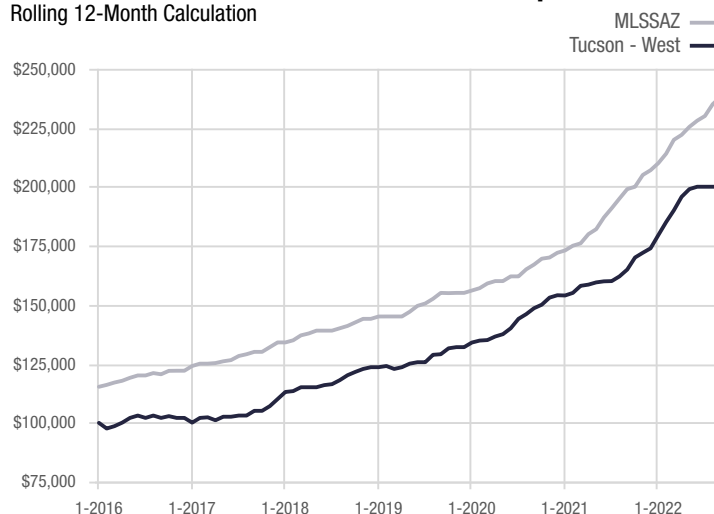
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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