

# Monthly Indicators



## September 2023

National sales of existing homes recently fell to a 7-month low, as surging borrowing costs, rising sales prices, and limited inventory continue to keep many would-be buyers out of the market. Borrowers have become increasingly sensitive to fluctuations in mortgage rates, which have remained above 7% since mid-August. With fewer buyers able to afford the costs of homeownership, existing-home sales declined 0.7% month-over-month and were down 15.3% year-over-year, according to the National Association of REALTORS®(NAR).

New Listings decreased 12.7 percent for Single Family and 14.3 percent for Townhouse/Condo. Pending Sales increased 0.5 percent for Single Family but decreased 10.0 percent for Townhouse/Condo. Inventory decreased 18.0 percent for Single Family and 21.4 percent for Townhouse/Condo.

Median Sales Price increased 1.1 percent to \$375,000 for Single Family and 4.8 percent to \$253,500 for Townhouse/Condo. Days on Market increased 19.4 percent for Single Family and 16.7 percent for Townhouse/Condo. Months Supply of Inventory increased 4.2 percent for Single Family but decreased 6.3 percent for Townhouse/Condo.

Prices have continued to increase this fall despite softening home sales nationwide, as a lack of inventory has kept the market competitive for prospective buyers, sparking bidding wars and causing homes to sell for above asking price in some areas. Heading into September there were only 1.1 million units available for sale, 0.9% fewer than a month ago and 14.1% fewer than the same period last year, according to NAR. As a result, the U.S. median existing-home sales price rose 3.9% year-over-year to \$407,100, marking the third consecutive month that the median sales price topped \$400,000.

## Quick Facts

**- 22.0%**

Change in  
**Closed Sales**  
All Properties

**+ 2.9%**

Change in  
**Median Sales Price**  
All Properties

**- 18.4%**

Change in  
**Homes for Sale**  
All Properties

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

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# Single Family Market Overview

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



**MULTIPLE LISTING SERVICE OF  
SOUTHERN ARIZONA**

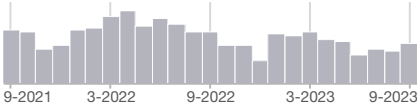
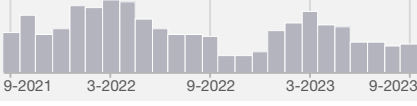
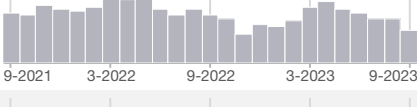
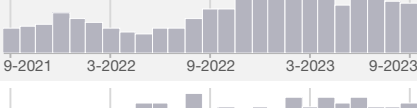
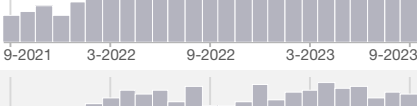
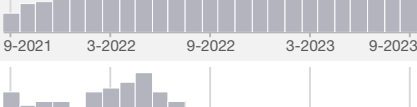
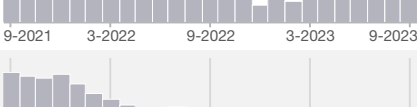
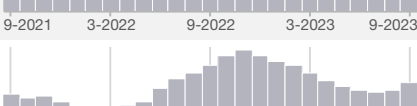

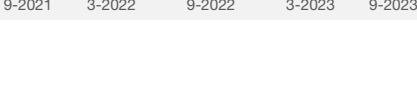
Key Metrics	Historical Sparkbars	9-2022	9-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		1,573	<b>1,373</b>	- 12.7%	15,389	<b>12,353</b>	- 19.7%
Pending Sales		925	<b>930</b>	+ 0.5%	11,927	<b>10,173</b>	- 14.7%
Closed Sales		1,131	<b>904</b>	- 20.1%	12,310	<b>9,788</b>	- 20.5%
Days on Market Until Sale		31	<b>37</b>	+ 19.4%	22	<b>44</b>	+ 100.0%
Median Sales Price		\$371,000	<b>\$375,000</b>	+ 1.1%	\$366,560	<b>\$373,250</b>	+ 1.8%
Average Sales Price		\$425,554	<b>\$447,615</b>	+ 5.2%	\$437,055	<b>\$446,723</b>	+ 2.2%
Percent of List Price Received		98.5%	<b>98.6%</b>	+ 0.1%	100.3%	<b>98.6%</b>	- 1.7%
Housing Affordability Index		84	<b>75</b>	- 10.7%	85	<b>76</b>	- 10.6%
Inventory of Homes for Sale		3,167	<b>2,597</b>	- 18.0%	—	—	—
Months Supply of Inventory		2.4	<b>2.5</b>	+ 4.2%	—	—	—

# Townhouse/Condo Market Overview

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



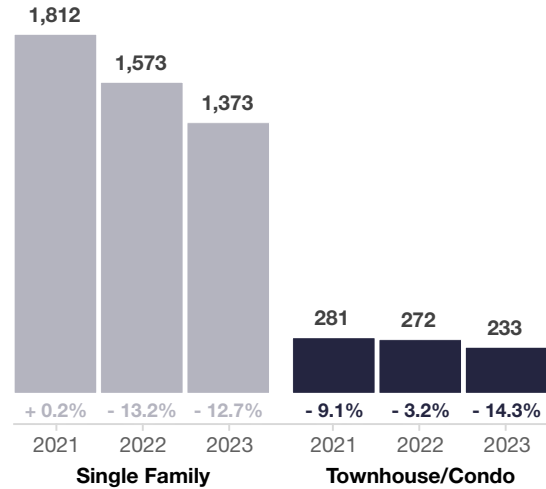
**MULTIPLE LISTING SERVICE OF  
SOUTHERN ARIZONA**

Key Metrics	Historical Sparkbars	9-2022	9-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		272	233	- 14.3%	2,676	2,137	- 20.1%
Pending Sales		200	180	- 10.0%	2,259	1,915	- 15.2%
Closed Sales		210	142	- 32.4%	2,293	1,855	- 19.1%
Days on Market Until Sale		24	28	+ 16.7%	16	32	+ 100.0%
Median Sales Price		\$242,000	\$253,500	+ 4.8%	\$245,000	\$254,500	+ 3.9%
Average Sales Price		\$259,498	\$272,700	+ 5.1%	\$267,095	\$275,887	+ 3.3%
Percent of List Price Received		98.2%	99.2%	+ 1.0%	100.8%	98.7%	- 2.1%
Housing Affordability Index		129	111	- 14.0%	128	111	- 13.3%
Inventory of Homes for Sale		383	301	- 21.4%	—	—	—
Months Supply of Inventory		1.6	1.5	- 6.3%	—	—	—

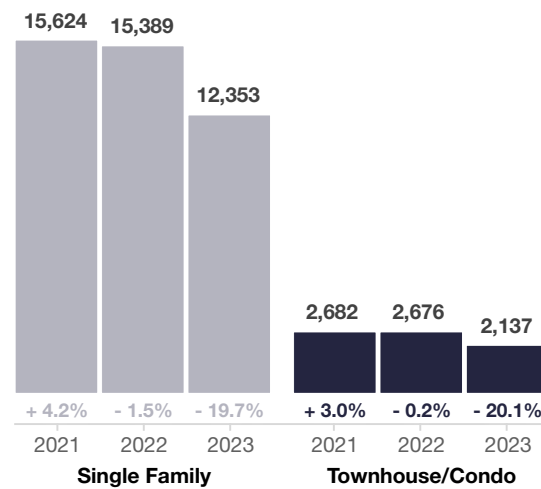
# New Listings

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

## September

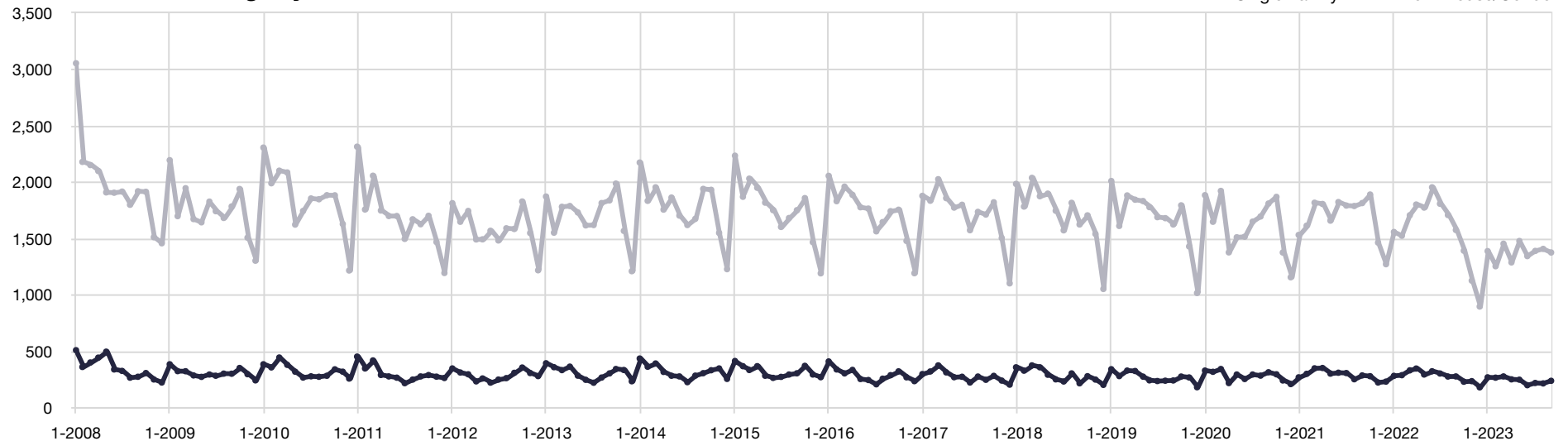


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2022	1,389	- 26.4%	225	- 17.9%
11-2022	1,123	- 23.1%	230	+ 5.5%
12-2022	893	- 29.6%	175	- 22.6%
1-2023	1,385	- 10.9%	264	- 4.7%
2-2023	1,251	- 17.8%	261	- 7.8%
3-2023	1,451	- 14.8%	272	- 16.6%
4-2023	1,285	- 28.6%	246	- 28.1%
5-2023	1,475	- 16.8%	243	- 15.9%
6-2023	1,341	- 31.3%	194	- 39.0%
7-2023	1,387	- 23.2%	214	- 28.2%
8-2023	1,405	- 17.6%	210	- 22.5%
<b>9-2023</b>	<b>1,373</b>	<b>- 12.7%</b>	<b>233</b>	<b>- 14.3%</b>
12-Month Avg	1,313	- 21.2%	231	- 18.4%

## Historical New Listings by Month

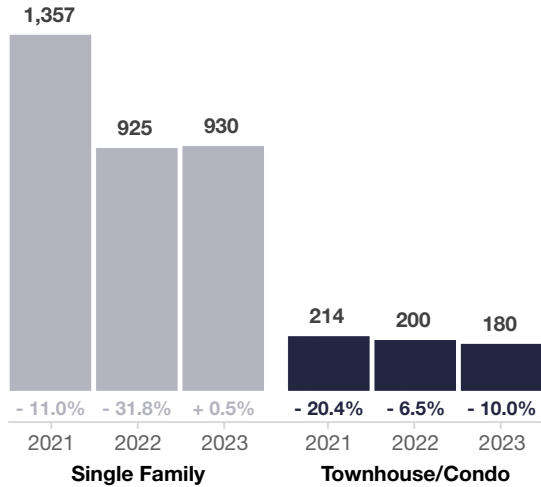




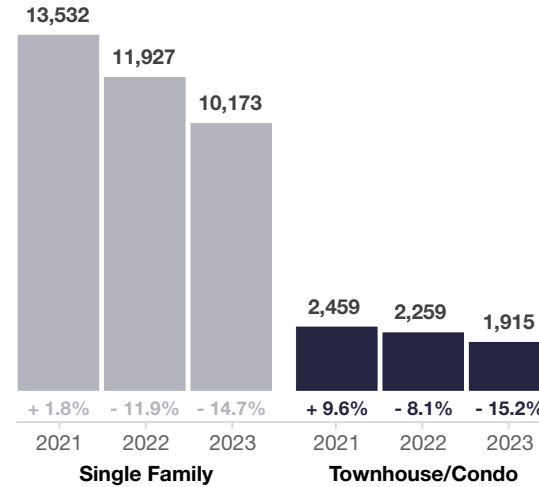
# Pending Sales

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

## September

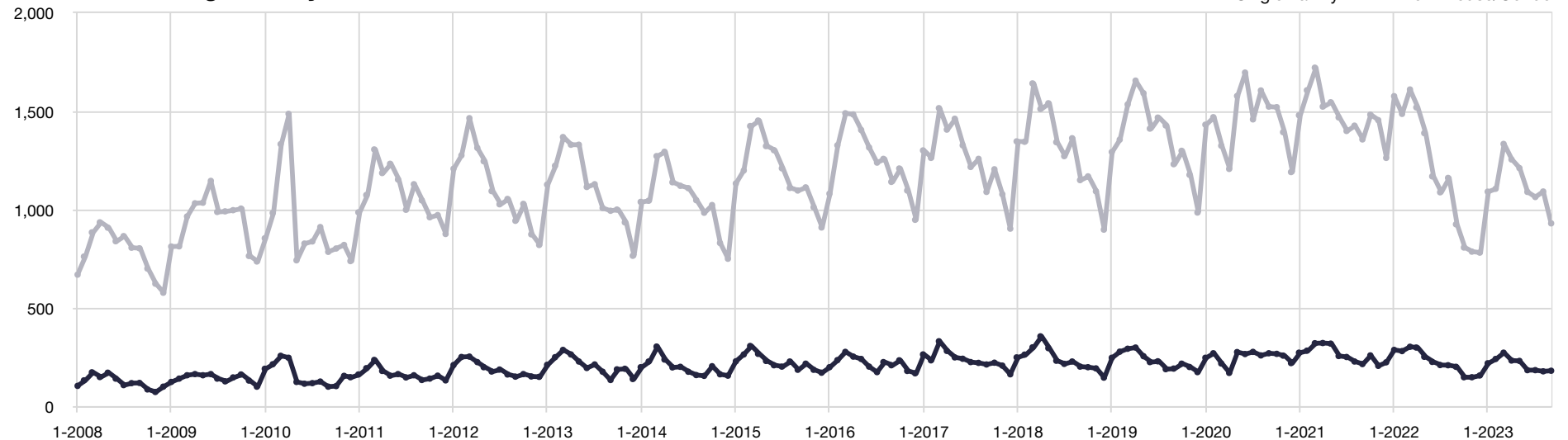


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2022	807	- 45.6%	147	- 43.0%
11-2022	786	- 46.0%	147	- 28.3%
12-2022	781	- 38.2%	156	- 30.0%
1-2023	1,091	- 30.8%	218	- 23.8%
2-2023	1,106	- 25.6%	240	- 14.3%
3-2023	1,334	- 17.2%	272	- 9.9%
4-2023	1,255	- 17.4%	232	- 22.1%
5-2023	1,211	- 12.8%	230	- 8.4%
6-2023	1,090	- 6.8%	183	- 18.7%
7-2023	1,064	- 2.2%	183	- 12.4%
8-2023	1,092	- 5.9%	177	- 14.9%
<b>9-2023</b>	<b>930</b>	<b>+ 0.5%</b>	<b>180</b>	<b>- 10.0%</b>
12-Month Avg	1,046	- 22.2%	197	- 19.6%

## Historical Pending Sales by Month



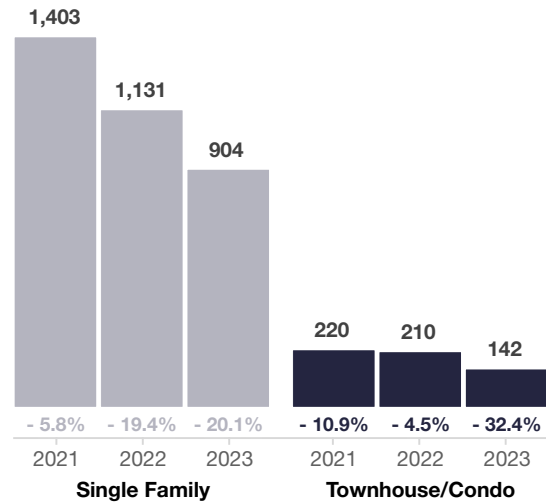
# Closed Sales

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

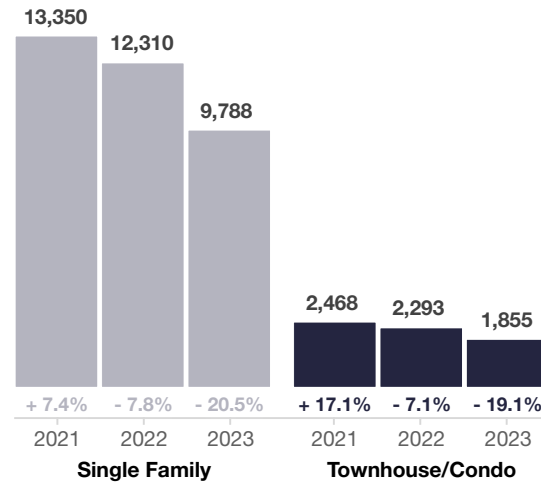


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## September

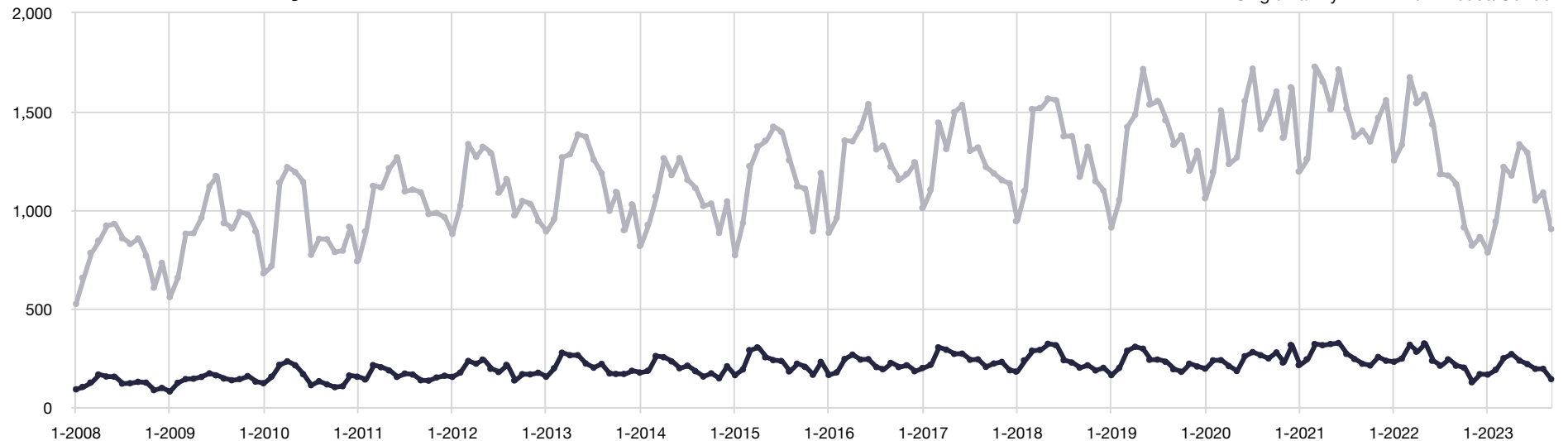


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2022	913	- 32.3%	200	- 5.2%
11-2022	819	- 44.2%	126	- 50.4%
12-2022	863	- 44.6%	167	- 28.9%
1-2023	785	- 37.3%	165	- 28.3%
2-2023	942	- 29.2%	189	- 23.2%
3-2023	1,219	- 27.2%	248	- 21.5%
4-2023	1,175	- 23.8%	269	- 4.3%
5-2023	1,334	- 15.9%	236	- 26.9%
6-2023	1,291	- 10.0%	218	- 7.2%
7-2023	1,049	- 11.3%	194	- 7.6%
8-2023	1,089	- 7.3%	194	- 19.8%
<b>9-2023</b>	<b>904</b>	<b>- 20.1%</b>	<b>142</b>	<b>- 32.4%</b>
12-Month Avg	1,032	- 25.8%	196	- 21.3%

## Historical Closed Sales by Month



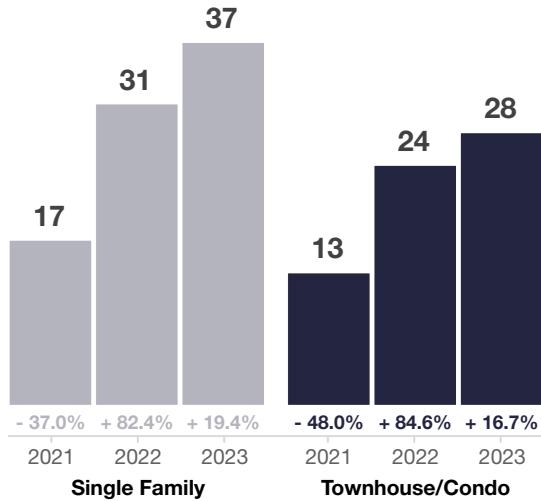
# Days on Market Until Sale

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

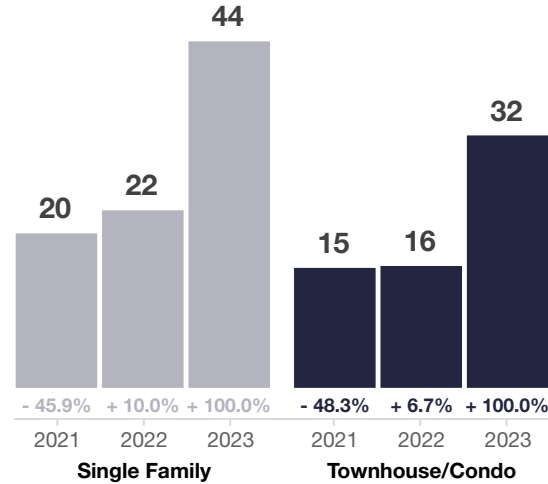


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## September



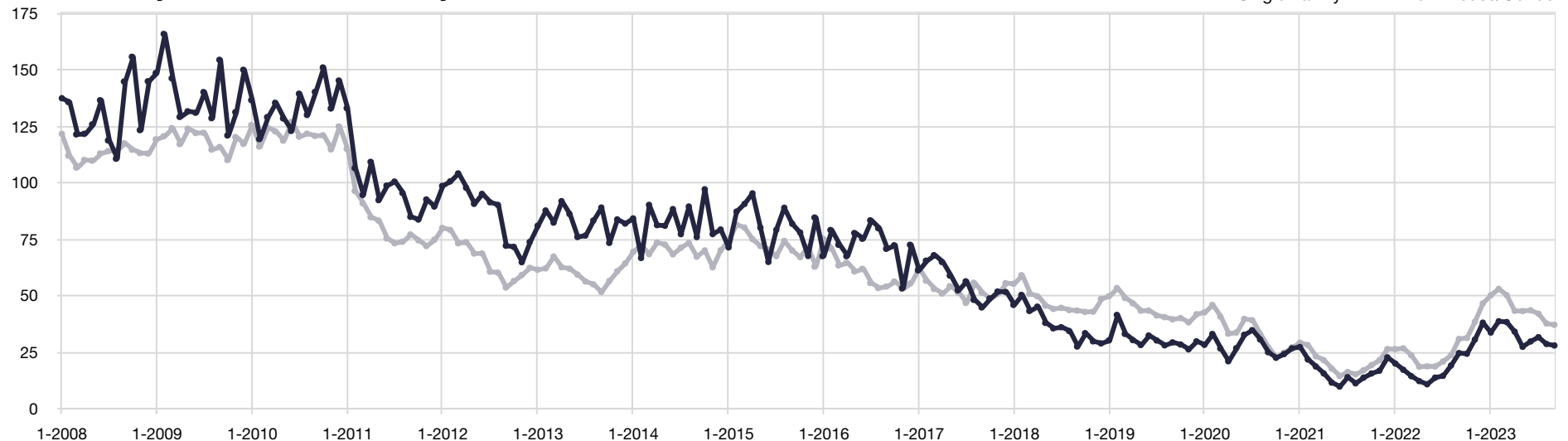
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2022	31	+ 63.2%	24	+ 60.0%
11-2022	38	+ 81.0%	30	+ 87.5%
12-2022	46	+ 76.9%	38	+ 72.7%
1-2023	50	+ 92.3%	33	+ 65.0%
2-2023	53	+ 103.8%	38	+ 123.5%
3-2023	50	+ 117.4%	38	+ 171.4%
4-2023	43	+ 138.9%	34	+ 183.3%
5-2023	43	+ 138.9%	27	+ 170.0%
6-2023	43	+ 138.9%	29	+ 123.1%
7-2023	42	+ 100.0%	31	+ 121.4%
8-2023	37	+ 60.9%	28	+ 47.4%
<b>9-2023</b>	<b>37</b>	<b>+ 19.4%</b>	<b>28</b>	<b>+ 16.7%</b>
12-Month Avg*	43	+ 91.3%	32	+ 96.9%

\* Days on Market for all properties from October 2022 through September 2023. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



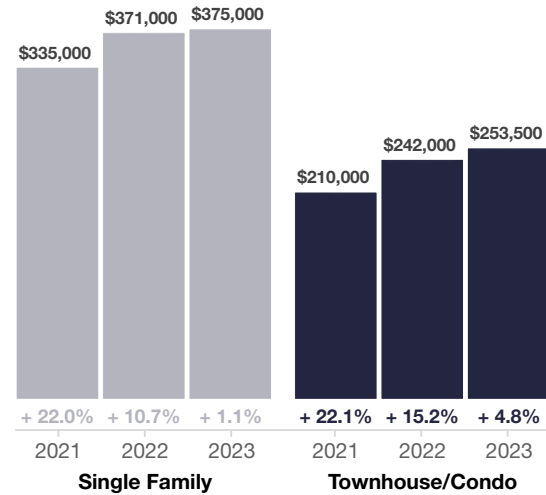
# Median Sales Price

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

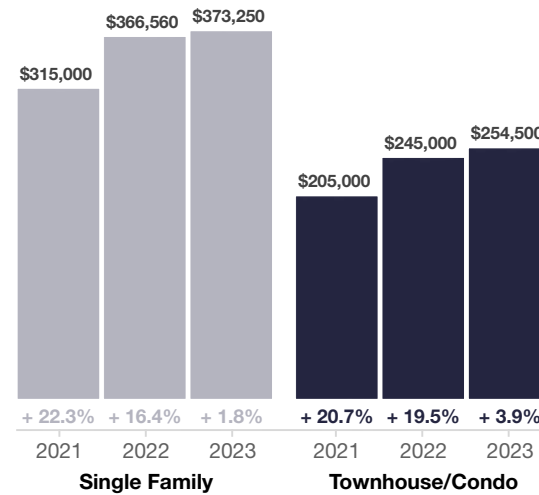


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SOUTHERN ARIZONA**

## September



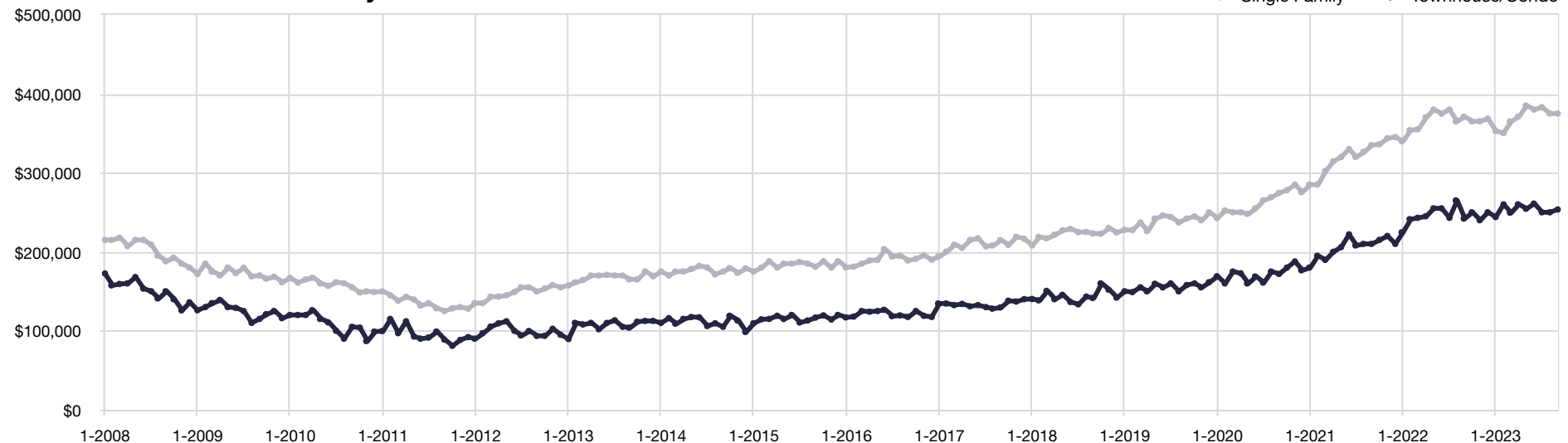
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2022	\$365,000	+ 8.6%	\$250,000	+ 16.3%
11-2022	\$365,250	+ 6.3%	\$240,000	+ 9.1%
12-2022	\$368,495	+ 6.8%	\$250,000	+ 19.0%
1-2023	\$353,000	+ 3.8%	\$244,000	+ 8.6%
2-2023	\$350,288	- 1.0%	\$260,000	+ 7.8%
3-2023	\$365,000	+ 2.8%	\$249,450	+ 2.7%
4-2023	\$370,990	+ 0.3%	\$260,000	+ 6.2%
5-2023	\$385,000	+ 1.3%	\$254,500	- 0.2%
6-2023	\$379,990	+ 1.3%	\$261,000	+ 2.4%
7-2023	\$383,000	+ 0.8%	\$250,000	+ 2.9%
8-2023	\$375,000	+ 2.7%	\$249,950	- 5.7%
<b>9-2023</b>	<b>\$375,000</b>	<b>+ 1.1%</b>	<b>\$253,500</b>	<b>+ 4.8%</b>
12-Month Avg*	\$370,000	+ 2.8%	\$250,000	+ 5.0%

\* Median Sales Price for all properties from October 2022 through September 2023. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



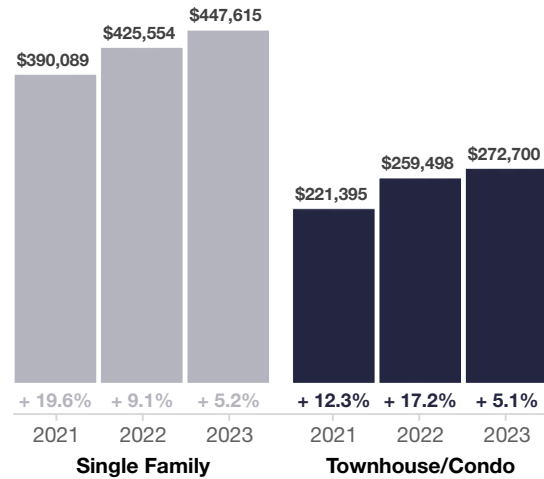
# Average Sales Price

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

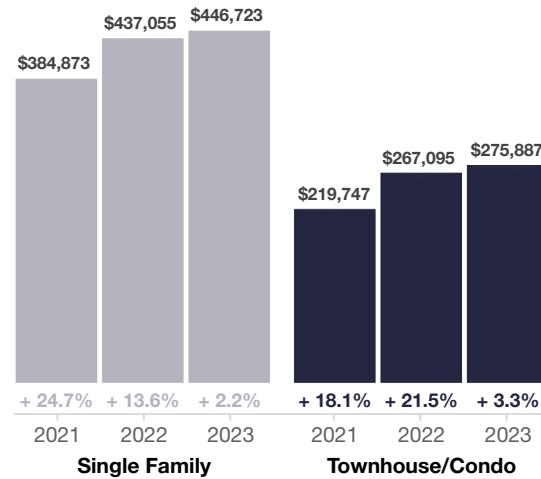


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## September



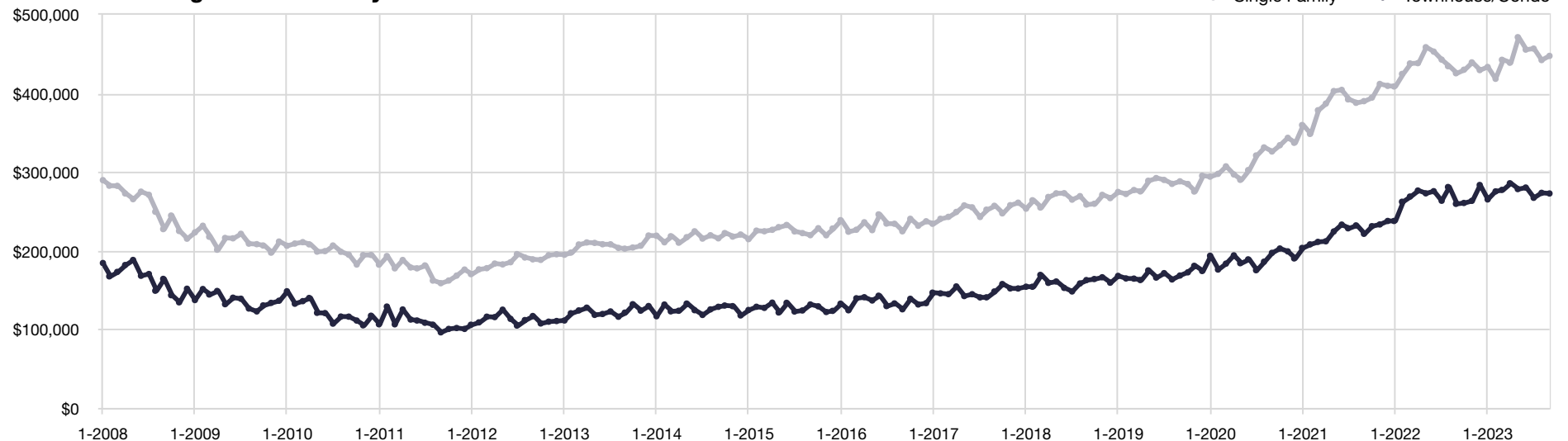
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2022	\$430,027	+ 9.0%	\$260,622	+ 12.8%
11-2022	\$439,366	+ 6.7%	\$263,320	+ 12.9%
12-2022	\$429,575	+ 4.9%	\$283,465	+ 19.2%
1-2023	\$433,537	+ 6.1%	\$265,137	+ 11.5%
2-2023	\$418,520	- 1.4%	\$275,333	+ 5.0%
3-2023	\$442,650	+ 1.1%	\$277,241	+ 3.2%
4-2023	\$438,925	+ 0.1%	\$285,663	+ 3.4%
5-2023	\$471,419	+ 2.8%	\$278,289	+ 2.0%
6-2023	\$455,608	+ 0.6%	\$280,228	+ 1.7%
7-2023	\$456,898	+ 3.2%	\$267,196	+ 1.4%
8-2023	\$442,314	+ 1.8%	\$273,510	- 2.6%
<b>9-2023</b>	<b>\$447,615</b>	<b>+ 5.2%</b>	<b>\$272,700</b>	<b>+ 5.1%</b>
12-Month Avg*	\$443,811	+ 3.5%	\$274,452	+ 5.8%

\* Avg. Sales Price for all properties from October 2022 through September 2023. This is not the average of the individual figures above.

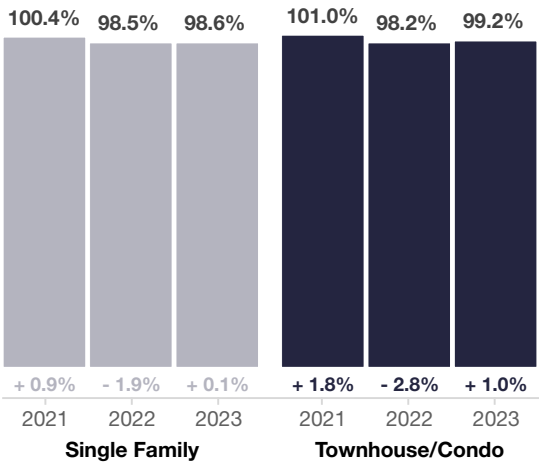
## Historical Average Sales Price by Month



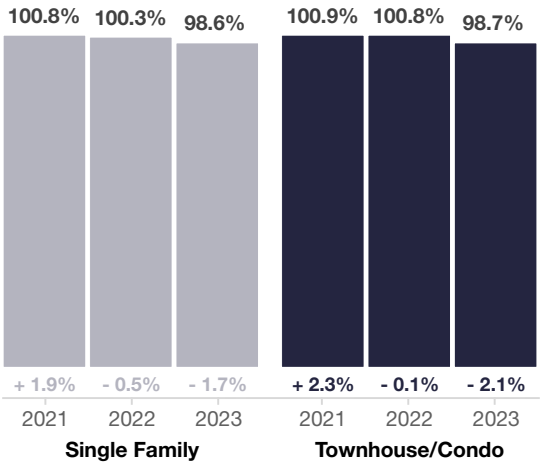
# Percent of List Price Received

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.

## September



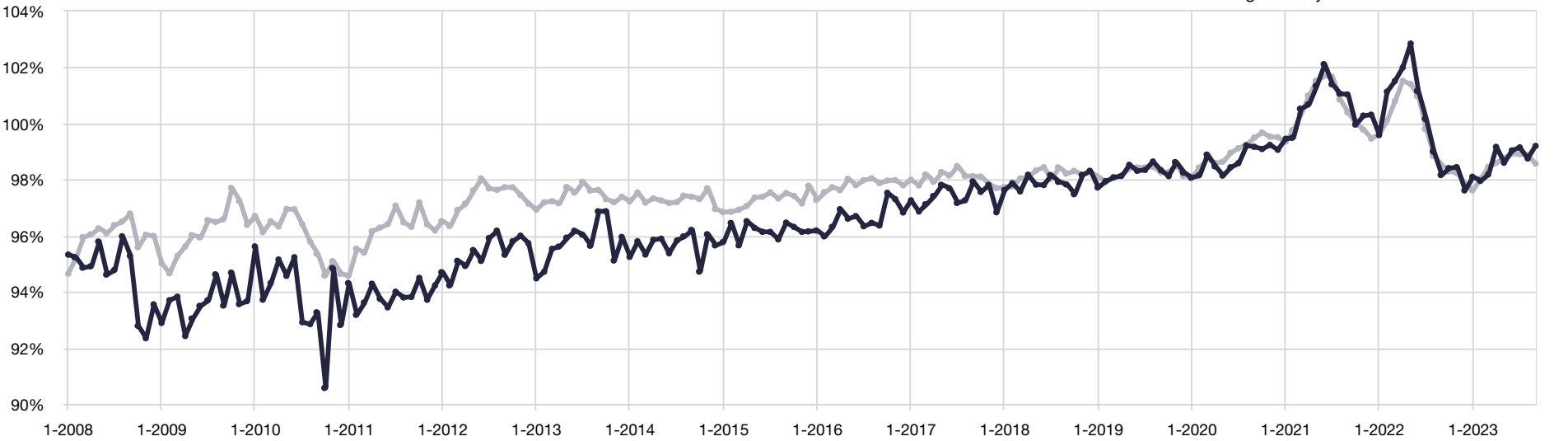
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2022	98.3%	- 1.7%	98.4%	- 1.6%
11-2022	98.2%	- 1.6%	98.4%	- 1.9%
12-2022	97.9%	- 1.6%	97.6%	- 2.7%
1-2023	97.6%	- 2.0%	98.1%	- 1.5%
2-2023	98.0%	- 2.1%	98.0%	- 3.1%
3-2023	98.5%	- 2.3%	98.2%	- 3.3%
4-2023	98.6%	- 2.9%	99.2%	- 2.7%
5-2023	98.8%	- 2.6%	98.6%	- 4.2%
6-2023	98.9%	- 2.1%	99.0%	- 2.2%
7-2023	98.9%	- 0.9%	99.1%	- 1.1%
8-2023	98.9%	+ 0.1%	98.8%	- 0.2%
9-2023	98.6%	+ 0.1%	99.2%	+ 1.0%
12-Month Avg*	98.5%	- 1.7%	98.6%	- 2.1%

\* Pct. of List Price Received for all properties from October 2022 through September 2023. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

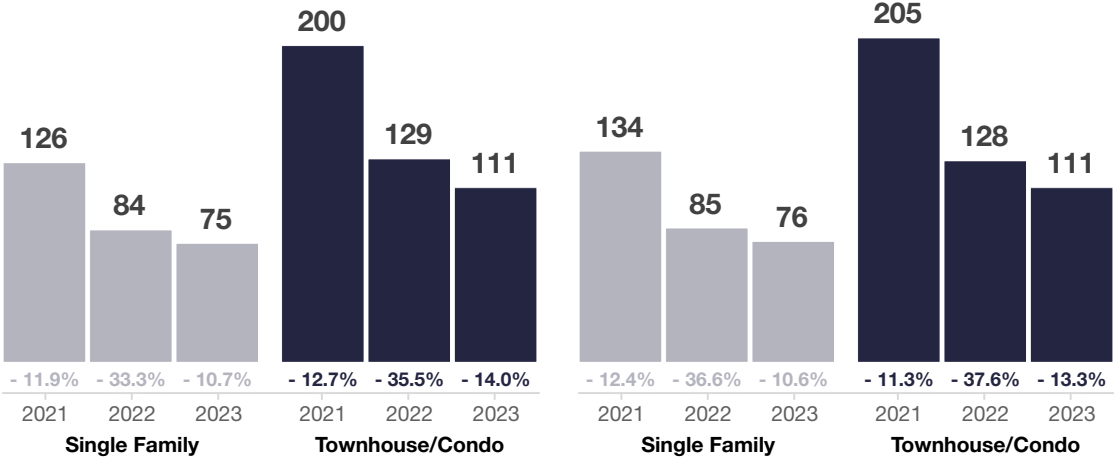


# Housing Affordability Index

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.

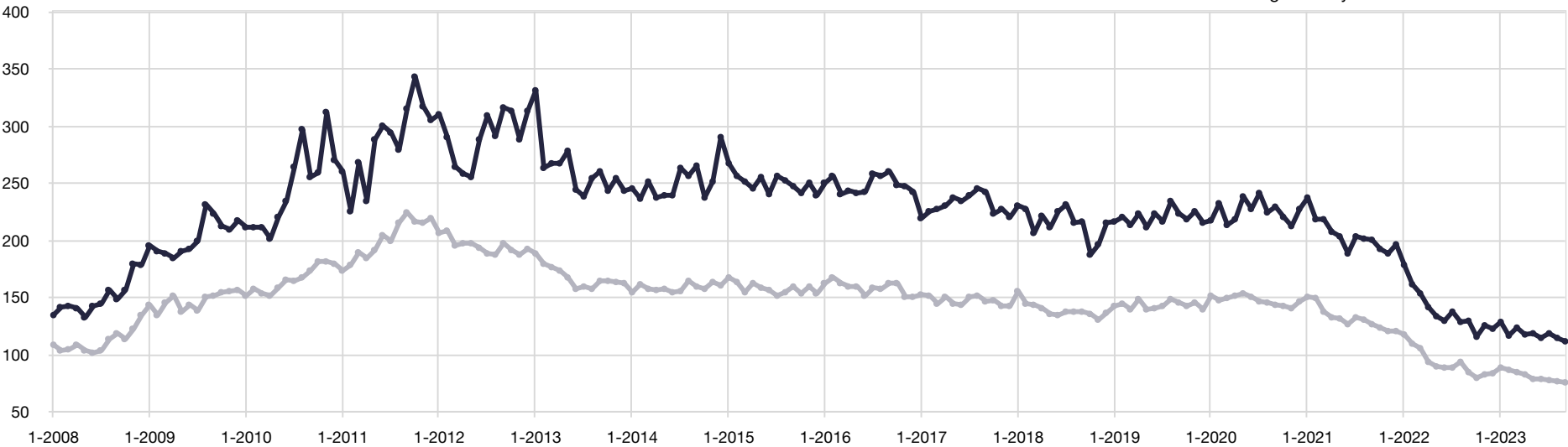
## September

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2022	79	- 35.8%	115	- 40.1%
11-2022	82	- 31.7%	125	- 33.5%
12-2022	83	- 30.8%	122	- 37.8%
1-2023	88	- 24.8%	128	- 28.1%
2-2023	86	- 21.1%	116	- 28.0%
3-2023	84	- 20.0%	123	- 19.6%
4-2023	82	- 11.8%	117	- 17.0%
5-2023	78	- 12.4%	118	- 11.3%
6-2023	78	- 11.4%	114	- 11.6%
7-2023	77	- 12.5%	118	- 13.9%
8-2023	76	- 18.3%	114	- 10.9%
9-2023	75	- 10.7%	111	- 14.0%
12-Month Avg	81	- 20.6%	118	- 23.9%

## Historical Housing Affordability Index by Month



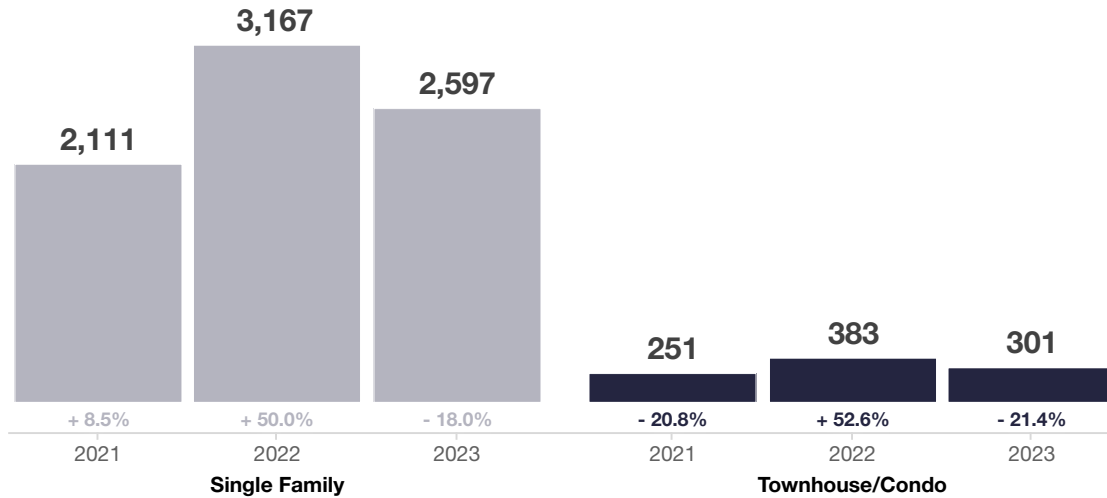
# Inventory of Homes for Sale

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



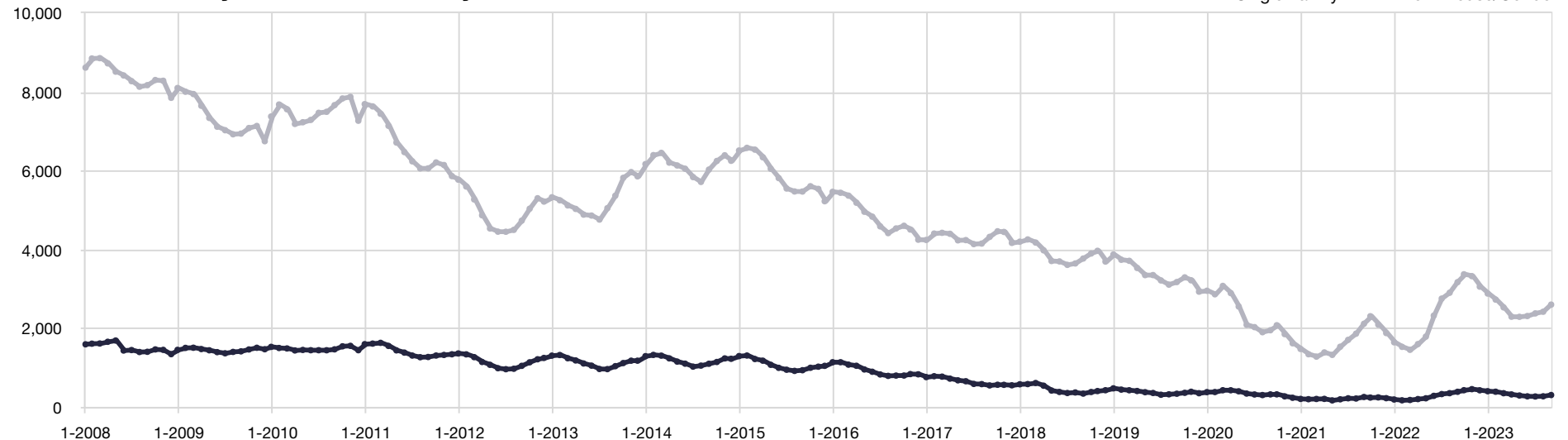
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## September



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2022	3,367	+ 46.3%	424	+ 79.7%
11-2022	3,320	+ 58.9%	450	+ 86.7%
12-2022	3,053	+ 62.8%	421	+ 90.5%
1-2023	2,878	+ 75.5%	398	+ 112.8%
2-2023	2,724	+ 78.7%	385	+ 130.5%
3-2023	2,526	+ 74.3%	347	+ 98.3%
4-2023	2,289	+ 43.5%	316	+ 59.6%
5-2023	2,287	+ 28.1%	289	+ 32.6%
6-2023	2,307	- 0.5%	268	- 4.3%
7-2023	2,374	- 13.7%	264	- 18.8%
8-2023	2,416	- 16.6%	269	- 22.7%
<b>9-2023</b>	<b>2,597</b>	<b>- 18.0%</b>	<b>301</b>	<b>- 21.4%</b>
12-Month Avg	2,678	+ 26.6%	344	+ 38.7%

## Historical Inventory of Homes for Sale by Month

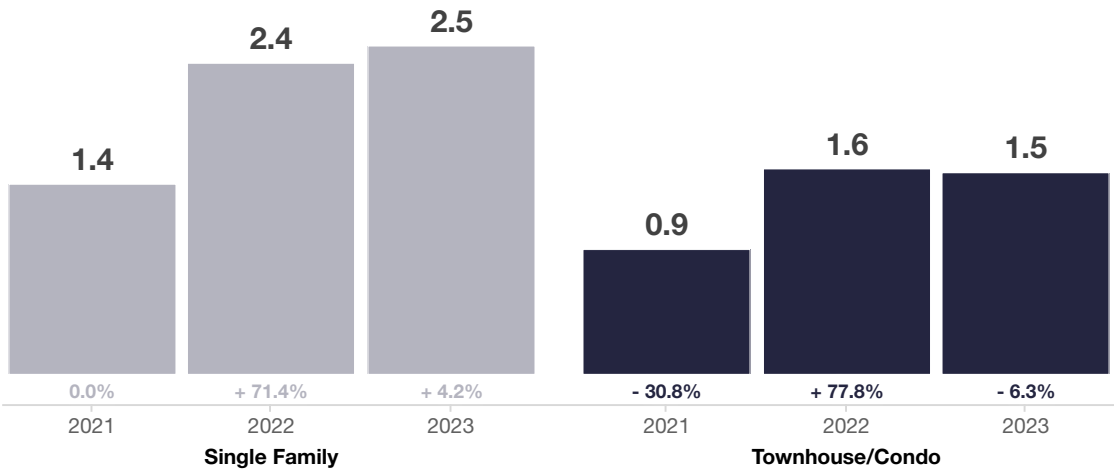




# Months Supply of Inventory

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.

## September



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2022	2.6	+ 62.5%	1.8	+ 100.0%
11-2022	2.7	+ 92.9%	1.9	+ 111.1%
12-2022	2.6	+ 100.0%	1.9	+ 137.5%
1-2023	2.5	+ 127.3%	1.8	+ 157.1%
2-2023	2.4	+ 140.0%	1.8	+ 200.0%
3-2023	2.3	+ 130.0%	1.6	+ 128.6%
4-2023	2.1	+ 90.9%	1.5	+ 87.5%
5-2023	2.2	+ 83.3%	1.4	+ 55.6%
6-2023	2.2	+ 37.5%	1.3	+ 18.2%
7-2023	2.3	+ 15.0%	1.3	0.0%
8-2023	2.3	+ 9.5%	1.4	0.0%
9-2023	2.5	+ 4.2%	1.5	- 6.3%
12-Month Avg*	2.4	+ 61.5%	1.6	+ 64.6%

\* Months Supply for all properties from October 2022 through September 2023. 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	9-2022	9-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		1,845	1,606	- 13.0%	18,065	14,490	- 19.8%
Pending Sales		1,125	1,110	- 1.3%	14,186	12,088	- 14.8%
Closed Sales		1,341	1,046	- 22.0%	14,603	11,643	- 20.3%
Days on Market Until Sale		30	36	+ 20.0%	21	42	+ 100.0%
Median Sales Price		\$350,000	\$359,995	+ 2.9%	\$350,000	\$355,000	+ 1.4%
Average Sales Price		\$399,550	\$423,869	+ 6.1%	\$410,364	\$419,500	+ 2.2%
Percent of List Price Received		98.5%	98.7%	+ 0.2%	100.4%	98.6%	- 1.8%
Housing Affordability Index		89	78	- 12.4%	89	80	- 10.1%
Inventory of Homes for Sale		3,550	2,898	- 18.4%	—	—	—
Months Supply of Inventory		2.2	2.3	+ 4.5%	—	—	—

# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.



## Green Valley - North

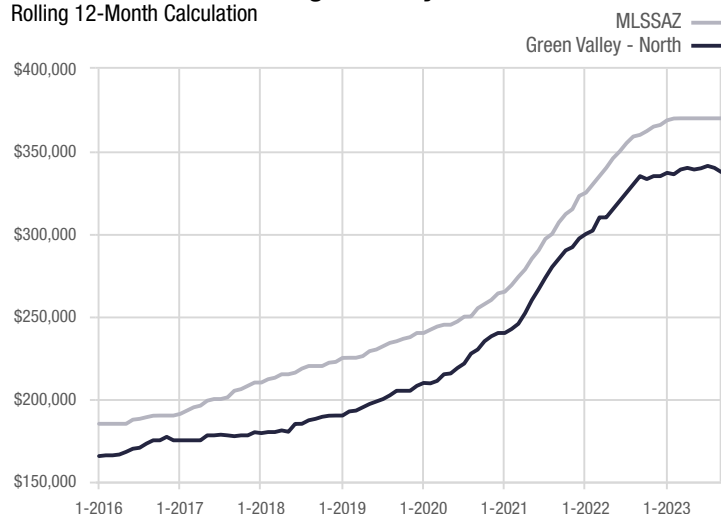
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	74	64	- 13.5%	652	548	- 16.0%
Pending Sales	45	36	- 20.0%	537	460	- 14.3%
Closed Sales	38	43	+ 13.2%	543	440	- 19.0%
Days on Market Until Sale	52	59	+ 13.5%	23	57	+ 147.8%
Median Sales Price*	\$359,179	<b>\$331,110</b>	- 7.8%	\$335,000	<b>\$338,625</b>	+ 1.1%
Average Sales Price*	\$368,141	<b>\$354,333</b>	- 3.8%	\$357,597	<b>\$354,452</b>	- 0.9%
Percent of List Price Received*	98.9%	<b>99.7%</b>	+ 0.8%	100.3%	<b>98.9%</b>	- 1.4%
Inventory of Homes for Sale	144	<b>148</b>	+ 2.8%	—	—	—
Months Supply of Inventory	2.4	<b>3.2</b>	+ 33.3%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	0	1	—	5	9	+ 80.0%
Pending Sales	0	0	0.0%	6	7	+ 16.7%
Closed Sales	0	0	0.0%	6	7	+ 16.7%
Days on Market Until Sale	—	—	—	24	27	+ 12.5%
Median Sales Price*	—	—	—	\$250,000	<b>\$242,000</b>	- 3.2%
Average Sales Price*	—	—	—	\$248,500	<b>\$241,699</b>	- 2.7%
Percent of List Price Received*	—	—	—	102.2%	<b>97.4%</b>	- 4.7%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	<b>0.6</b>	—	—	—	—

\* 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.

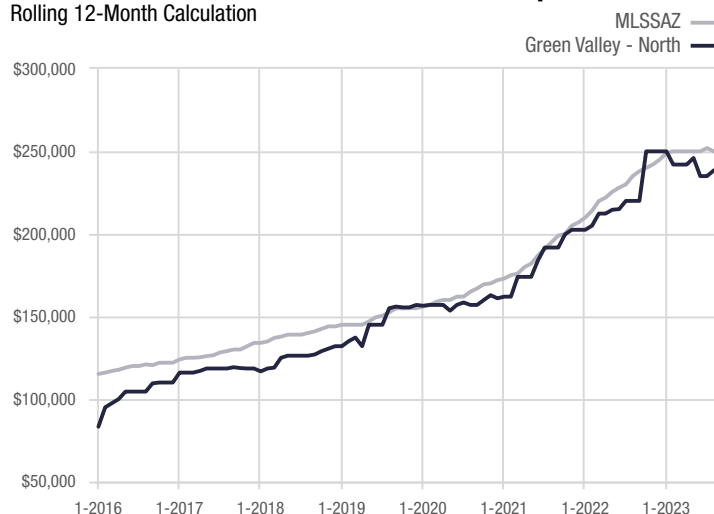
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.



## Green Valley - Northeast

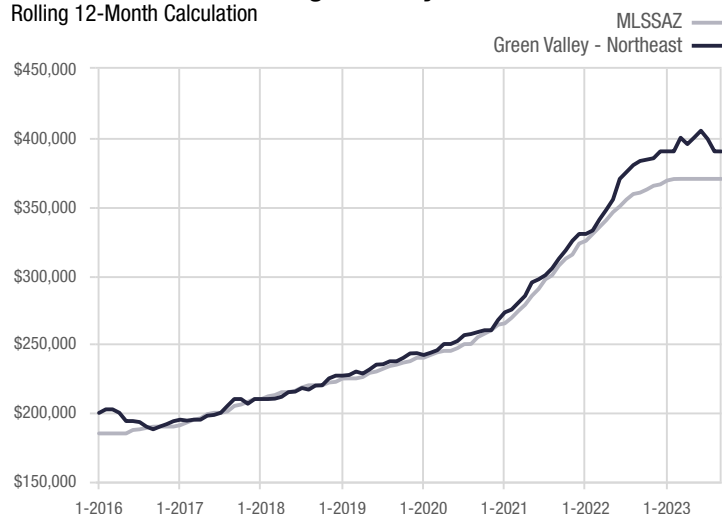
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	29	31	+ 6.9%	332	313	- 5.7%
Pending Sales	24	20	- 16.7%	301	250	- 16.9%
Closed Sales	20	22	+ 10.0%	303	257	- 15.2%
Days on Market Until Sale	36	33	- 8.3%	22	48	+ 118.2%
Median Sales Price*	\$363,700	<b>\$357,000</b>	- 1.8%	\$395,000	<b>\$395,000</b>	0.0%
Average Sales Price*	\$386,904	<b>\$375,991</b>	- 2.8%	\$412,066	<b>\$424,596</b>	+ 3.0%
Percent of List Price Received*	98.4%	<b>97.7%</b>	- 0.7%	99.6%	<b>98.2%</b>	- 1.4%
Inventory of Homes for Sale	62	60	- 3.2%	—	—	—
Months Supply of Inventory	1.9	2.3	+ 21.1%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	8	7	- 12.5%	50	60	+ 20.0%
Pending Sales	3	5	+ 66.7%	44	44	0.0%
Closed Sales	4	5	+ 25.0%	45	41	- 8.9%
Days on Market Until Sale	57	17	- 70.2%	26	26	0.0%
Median Sales Price*	\$250,000	<b>\$230,000</b>	- 8.0%	\$281,000	<b>\$285,000</b>	+ 1.4%
Average Sales Price*	\$253,707	<b>\$274,800</b>	+ 8.3%	\$277,380	<b>\$307,517</b>	+ 10.9%
Percent of List Price Received*	95.9%	<b>97.6%</b>	+ 1.8%	99.1%	<b>98.6%</b>	- 0.5%
Inventory of Homes for Sale	8	13	+ 62.5%	—	—	—
Months Supply of Inventory	1.8	2.9	+ 61.1%	—	—	—

\* 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.

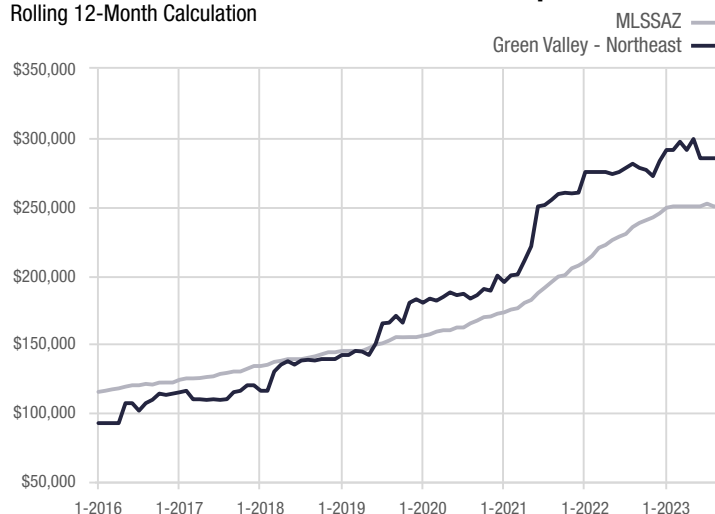
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.

## Green Valley - Northwest

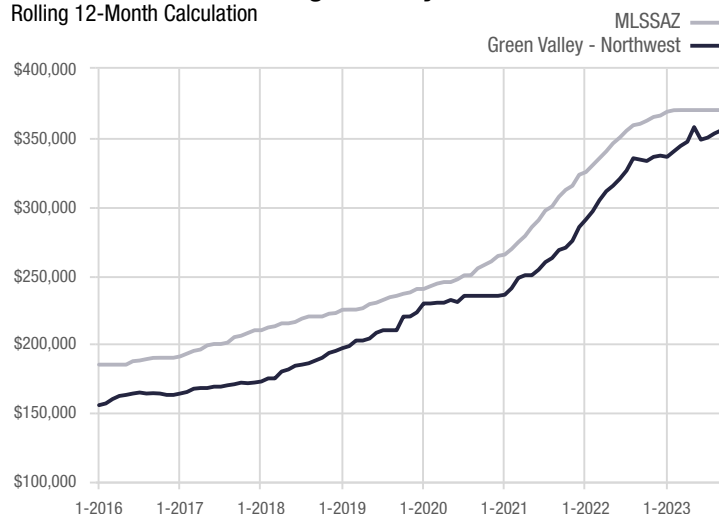
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	27	15	- 44.4%	220	164	- 25.5%
Pending Sales	14	7	- 50.0%	189	141	- 25.4%
Closed Sales	17	7	- 58.8%	191	141	- 26.2%
Days on Market Until Sale	23	37	+ 60.9%	18	50	+ 177.8%
Median Sales Price*	\$320,000	<b>\$375,000</b>	+ 17.2%	\$333,000	<b>\$355,000</b>	+ 6.6%
Average Sales Price*	\$339,134	<b>\$385,414</b>	+ 13.6%	\$345,443	<b>\$358,776</b>	+ 3.9%
Percent of List Price Received*	98.8%	98.8%	0.0%	99.9%	98.2%	- 1.7%
Inventory of Homes for Sale	37	32	- 13.5%	—	—	—
Months Supply of Inventory	1.8	2.2	+ 22.2%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	26	29	+ 11.5%	244	270	+ 10.7%
Pending Sales	23	25	+ 8.7%	225	248	+ 10.2%
Closed Sales	18	21	+ 16.7%	229	243	+ 6.1%
Days on Market Until Sale	8	30	+ 275.0%	14	31	+ 121.4%
Median Sales Price*	\$208,500	<b>\$227,500</b>	+ 9.1%	\$195,000	<b>\$205,000</b>	+ 5.1%
Average Sales Price*	\$204,856	<b>\$219,995</b>	+ 7.4%	\$196,109	<b>\$201,150</b>	+ 2.6%
Percent of List Price Received*	99.5%	99.5%	0.0%	100.3%	98.5%	- 1.8%
Inventory of Homes for Sale	26	36	+ 38.5%	—	—	—
Months Supply of Inventory	1.1	1.5	+ 36.4%	—	—	—

\* 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.

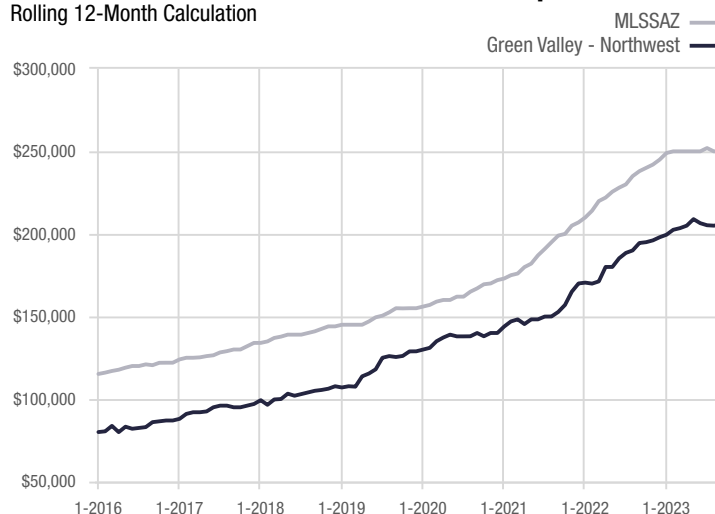
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.



## Green Valley - Southeast

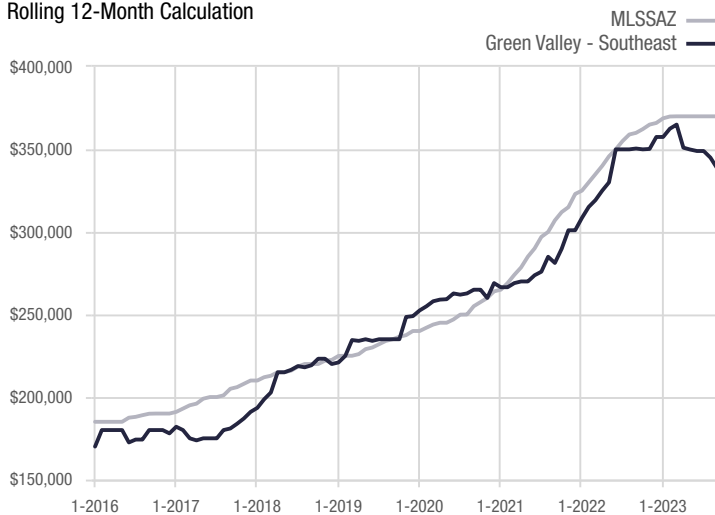
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	13	8	- 38.5%	95	85	- 10.5%
Pending Sales	4	4	0.0%	77	66	- 14.3%
Closed Sales	5	2	- 60.0%	86	62	- 27.9%
Days on Market Until Sale	34	9	- 73.5%	18	44	+ 144.4%
Median Sales Price*	\$352,000	<b>\$269,500</b>	- 23.4%	\$353,500	<b>\$335,250</b>	- 5.2%
Average Sales Price*	\$331,800	<b>\$269,500</b>	- 18.8%	\$390,811	<b>\$361,356</b>	- 7.5%
Percent of List Price Received*	97.4%	<b>100.8%</b>	+ 3.5%	99.7%	<b>98.0%</b>	- 1.7%
Inventory of Homes for Sale	13	<b>18</b>	+ 38.5%	—	—	—
Months Supply of Inventory	1.5	<b>2.9</b>	+ 93.3%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	2	8	+ 300.0%	43	48	+ 11.6%
Pending Sales	5	5	0.0%	40	42	+ 5.0%
Closed Sales	4	4	0.0%	37	34	- 8.1%
Days on Market Until Sale	15	24	+ 60.0%	13	37	+ 184.6%
Median Sales Price*	\$275,800	<b>\$336,500</b>	+ 22.0%	\$265,000	<b>\$277,500</b>	+ 4.7%
Average Sales Price*	\$268,400	<b>\$335,000</b>	+ 24.8%	\$258,519	<b>\$277,343</b>	+ 7.3%
Percent of List Price Received*	102.8%	<b>98.2%</b>	- 4.5%	100.8%	<b>98.6%</b>	- 2.2%
Inventory of Homes for Sale	3	<b>5</b>	+ 66.7%	—	—	—
Months Supply of Inventory	0.7	<b>1.3</b>	+ 85.7%	—	—	—

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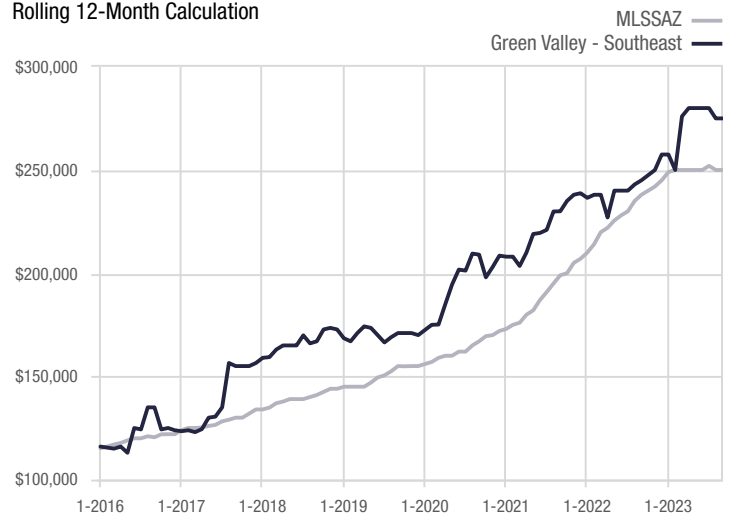
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.



## Green Valley - Southwest

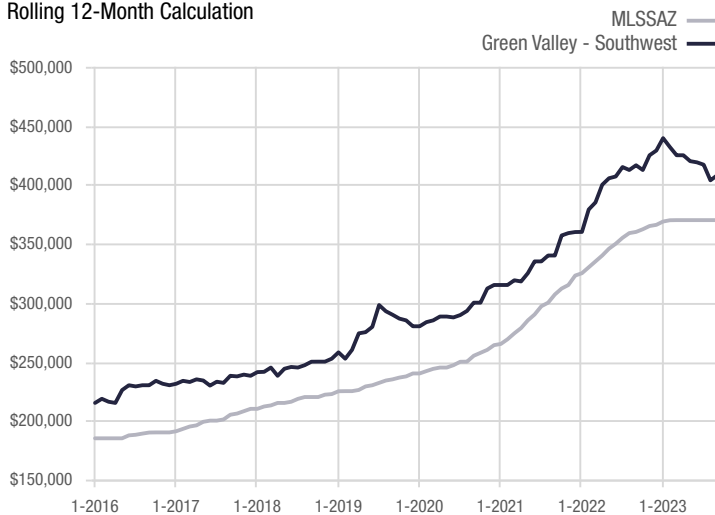
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	10	16	+ 60.0%	130	134	+ 3.1%
Pending Sales	4	10	+ 150.0%	110	114	+ 3.6%
Closed Sales	7	9	+ 28.6%	127	114	- 10.2%
Days on Market Until Sale	56	19	- 66.1%	37	44	+ 18.9%
Median Sales Price*	\$380,000	\$450,000	+ 18.4%	\$425,000	\$393,750	- 7.4%
Average Sales Price*	\$436,408	\$467,578	+ 7.1%	\$457,549	\$415,240	- 9.2%
Percent of List Price Received*	99.4%	99.2%	- 0.2%	100.2%	97.4%	- 2.8%
Inventory of Homes for Sale	22	30	+ 36.4%	—	—	—
Months Supply of Inventory	1.7	2.4	+ 41.2%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	15	14	- 6.7%	143	113	- 21.0%
Pending Sales	18	8	- 55.6%	123	109	- 11.4%
Closed Sales	8	9	+ 12.5%	119	110	- 7.6%
Days on Market Until Sale	31	37	+ 19.4%	18	37	+ 105.6%
Median Sales Price*	\$237,000	\$266,000	+ 12.2%	\$255,000	\$268,000	+ 5.1%
Average Sales Price*	\$255,500	\$282,389	+ 10.5%	\$268,603	\$281,001	+ 4.6%
Percent of List Price Received*	96.4%	99.3%	+ 3.0%	100.3%	98.8%	- 1.5%
Inventory of Homes for Sale	20	19	- 5.0%	—	—	—
Months Supply of Inventory	1.5	1.7	+ 13.3%	—	—	—

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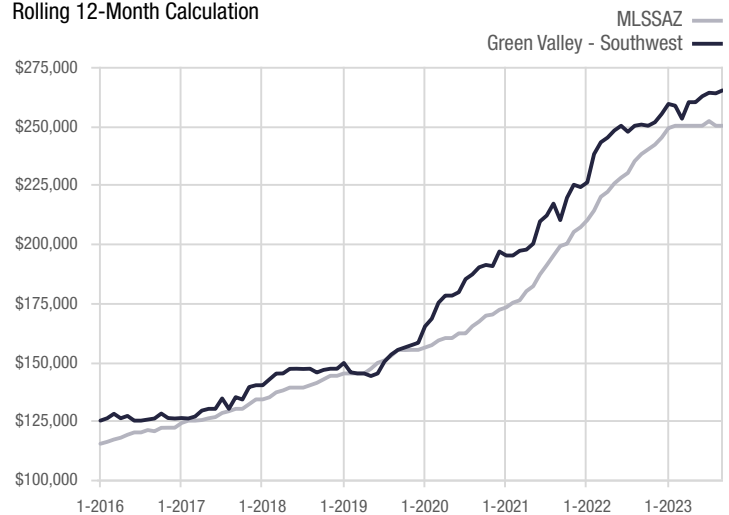
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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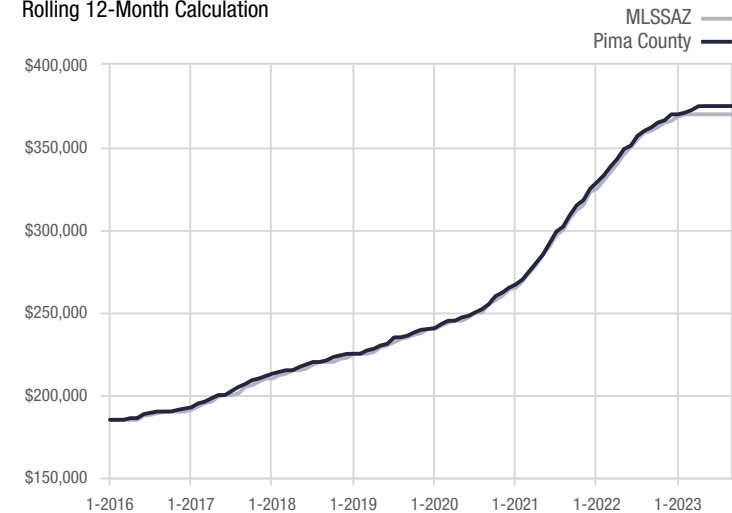
Pima County

Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	1,380	1,189	- 13.8%	13,559	10,621	- 21.7%
Pending Sales	808	816	+ 1.0%	10,626	8,938	- 15.9%
Closed Sales	1,006	783	- 22.2%	10,984	8,615	- 21.6%
Days on Market Until Sale	30	36	+ 20.0%	21	43	+ 104.8%
Median Sales Price*	\$375,000	\$384,000	+ 2.4%	\$369,900	\$379,000	+ 2.5%
Average Sales Price*	\$430,005	\$460,054	+ 7.0%	\$442,409	\$457,216	+ 3.3%
Percent of List Price Received*	98.6%	98.8%	+ 0.2%	100.5%	98.7%	- 1.8%
Inventory of Homes for Sale	2,704	2,068	- 23.5%	—	—	—
Months Supply of Inventory	2.3	2.3	0.0%	—	—	—

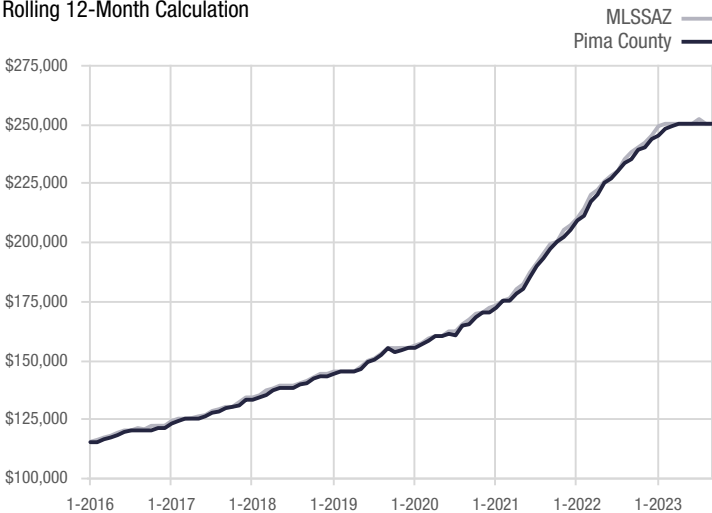
Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	260	223	- 14.2%	2,573	2,033	- 21.0%
Pending Sales	195	170	- 12.8%	2,190	1,837	- 16.1%
Closed Sales	207	138	- 33.3%	2,221	1,780	- 19.9%
Days on Market Until Sale	24	21	- 12.5%	15	31	+ 106.7%
Median Sales Price*	\$241,000	\$250,500	+ 3.9%	\$242,500	\$250,000	+ 3.1%
Average Sales Price*	\$258,718	\$270,394	+ 4.5%	\$265,245	\$273,271	+ 3.0%
Percent of List Price Received*	98.2%	99.2%	+ 1.0%	100.9%	98.7%	- 2.2%
Inventory of Homes for Sale	351	269	- 23.4%	—	—	—
Months Supply of Inventory	1.5	1.4	- 6.7%	—	—	—

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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 2023

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County

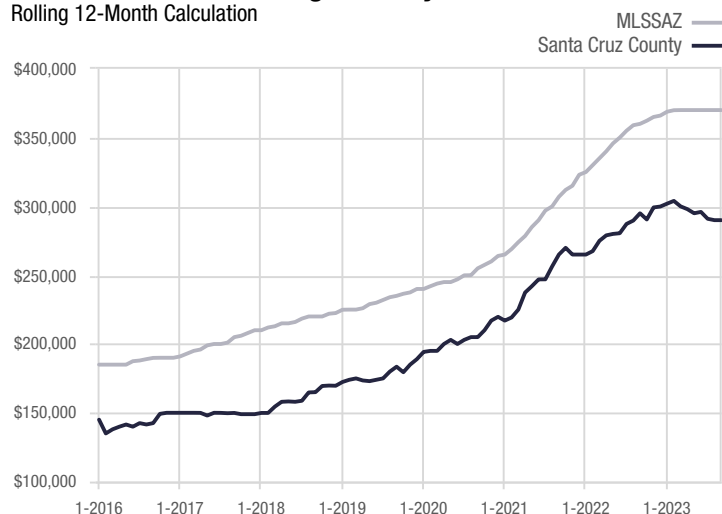
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	63	51	- 19.0%	520	485	- 6.7%
Pending Sales	30	27	- 10.0%	384	306	- 20.3%
Closed Sales	34	21	- 38.2%	404	290	- 28.2%
Days on Market Until Sale	30	63	+ 110.0%	41	58	+ 41.5%
Median Sales Price*	\$298,000	<b>\$305,900</b>	+ 2.7%	\$300,000	<b>\$289,500</b>	- 3.5%
Average Sales Price*	\$387,824	<b>\$391,945</b>	+ 1.1%	\$404,722	<b>\$369,428</b>	- 8.7%
Percent of List Price Received*	97.5%	<b>97.8%</b>	+ 0.3%	98.6%	<b>97.5%</b>	- 1.1%
Inventory of Homes for Sale	146	<b>169</b>	+ 15.8%	—	—	—
Months Supply of Inventory	3.5	<b>5.3</b>	+ 51.4%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	2	5	+ 150.0%	43	35	- 18.6%
Pending Sales	1	3	+ 200.0%	32	27	- 15.6%
Closed Sales	0	1	—	38	26	- 31.6%
Days on Market Until Sale	—	387	—	34	83	+ 144.1%
Median Sales Price*	—	<b>\$343,000</b>	—	\$265,000	<b>\$291,000</b>	+ 9.8%
Average Sales Price*	—	<b>\$343,000</b>	—	\$278,966	<b>\$284,577</b>	+ 2.0%
Percent of List Price Received*	—	<b>100.0%</b>	—	99.4%	<b>97.0%</b>	- 2.4%
Inventory of Homes for Sale	15	<b>15</b>	0.0%	—	—	—
Months Supply of Inventory	3.4	<b>4.7</b>	+ 38.2%	—	—	—

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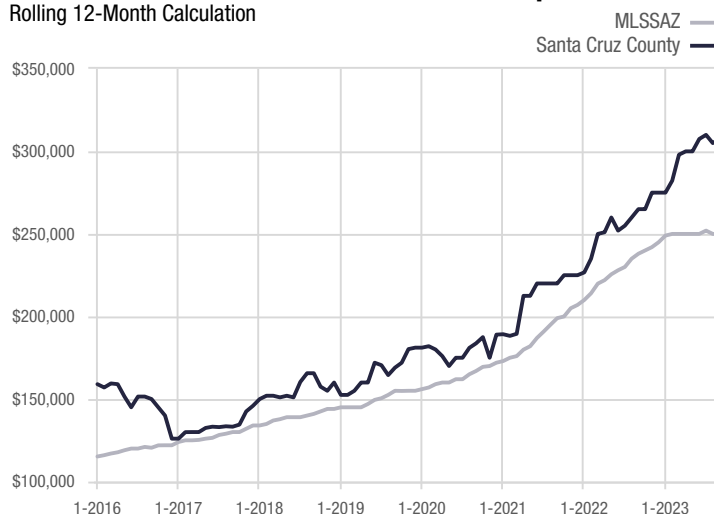
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County - Amado

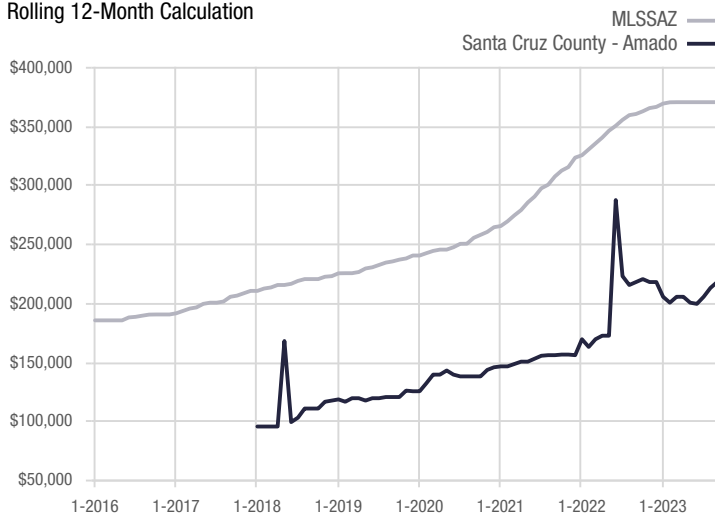
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	2	4	+ 100.0%	13	15	+ 15.4%
Pending Sales	0	1	—	10	10	0.0%
Closed Sales	1	1	0.0%	11	13	+ 18.2%
Days on Market Until Sale	12	6	- 50.0%	59	52	- 11.9%
Median Sales Price*	\$220,000	<b>\$405,000</b>	+ 84.1%	\$220,000	<b>\$230,000</b>	+ 4.5%
Average Sales Price*	\$220,000	<b>\$405,000</b>	+ 84.1%	\$251,182	<b>\$298,154</b>	+ 18.7%
Percent of List Price Received*	100.0%	<b>101.3%</b>	+ 1.3%	96.6%	<b>95.9%</b>	- 0.7%
Inventory of Homes for Sale	2	5	+ 150.0%	—	—	—
Months Supply of Inventory	1.1	2.7	+ 145.5%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% 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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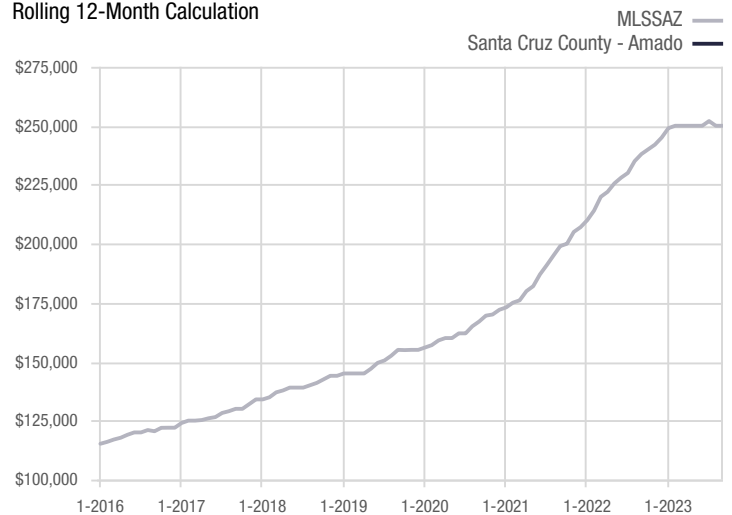
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.



## Santa Cruz County - Elgin

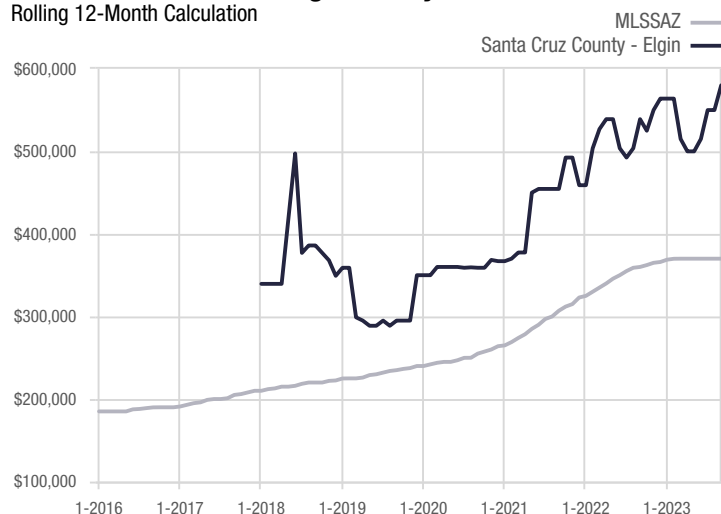
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	4	1	- 75.0%	17	14	- 17.6%
Pending Sales	0	0	0.0%	12	7	- 41.7%
Closed Sales	1	1	0.0%	14	7	- 50.0%
Days on Market Until Sale	31	39	+ 25.8%	40	75	+ 87.5%
Median Sales Price*	\$550,000	<b>\$735,000</b>	+ 33.6%	\$563,889	<b>\$685,000</b>	+ 21.5%
Average Sales Price*	\$550,000	<b>\$735,000</b>	+ 33.6%	\$575,056	<b>\$862,271</b>	+ 49.9%
Percent of List Price Received*	94.8%	<b>99.5%</b>	+ 5.0%	99.1%	<b>94.5%</b>	- 4.6%
Inventory of Homes for Sale	7	5	- 28.6%	—	—	—
Months Supply of Inventory	4.2	3.9	- 7.1%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% 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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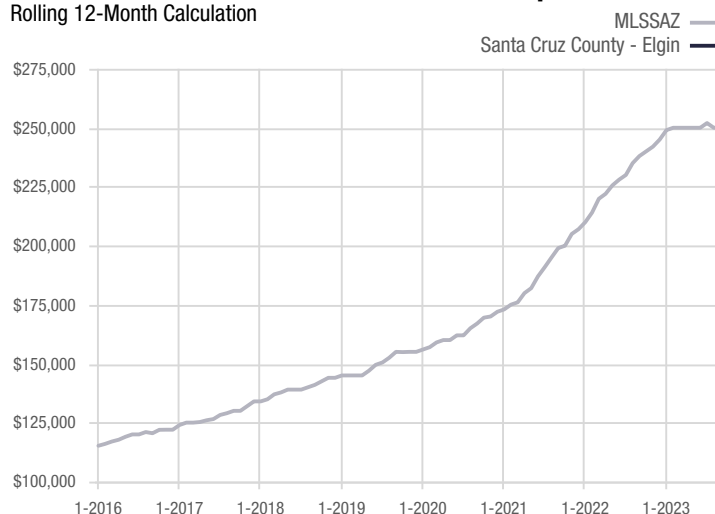
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.



## Santa Cruz County - Nogales East

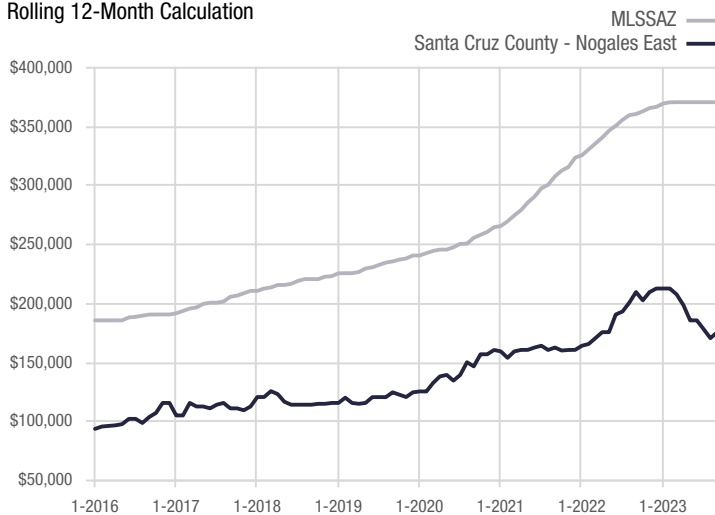
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	5	6	+ 20.0%	69	43	- 37.7%
Pending Sales	5	2	- 60.0%	50	25	- 50.0%
Closed Sales	2	3	+ 50.0%	48	24	- 50.0%
Days on Market Until Sale	79	45	- 43.0%	46	32	- 30.4%
Median Sales Price*	\$930,000	<b>\$329,000</b>	- 64.6%	\$222,500	<b>\$177,450</b>	- 20.2%
Average Sales Price*	\$930,000	<b>\$419,667</b>	- 54.9%	\$291,150	<b>\$231,246</b>	- 20.6%
Percent of List Price Received*	85.0%	<b>96.9%</b>	+ 14.0%	99.9%	<b>95.0%</b>	- 4.9%
Inventory of Homes for Sale	20	18	- 10.0%	—	—	—
Months Supply of Inventory	3.9	6.0	+ 53.8%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	0	1	—	12	11	- 8.3%
Pending Sales	0	0	0.0%	7	8	+ 14.3%
Closed Sales	0	0	0.0%	5	10	+ 100.0%
Days on Market Until Sale	—	—	—	43	74	+ 72.1%
Median Sales Price*	—	—	—	\$168,000	<b>\$263,750</b>	+ 57.0%
Average Sales Price*	—	—	—	\$195,580	<b>\$229,250</b>	+ 17.2%
Percent of List Price Received*	—	—	—	100.2%	<b>96.7%</b>	- 3.5%
Inventory of Homes for Sale	6	4	- 33.3%	—	—	—
Months Supply of Inventory	3.4	2.7	- 20.6%	—	—	—

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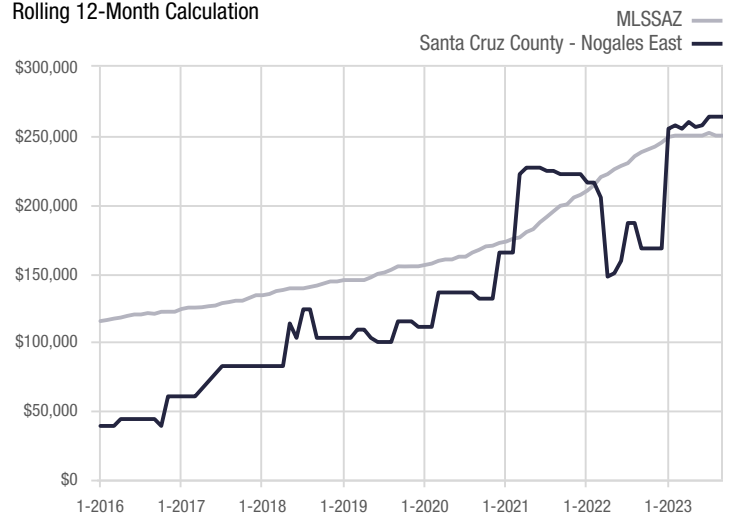
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



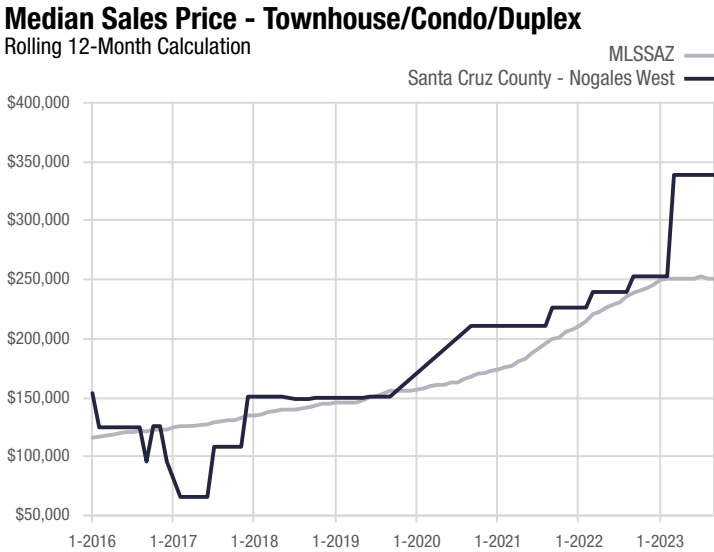
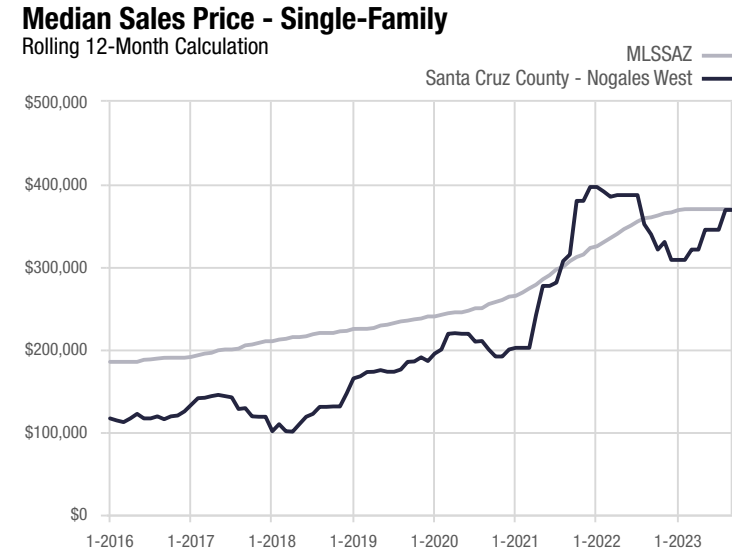
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Santa Cruz County - Nogales West

Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	3	1	- 66.7%	18	23	+ 27.8%
Pending Sales	0	0	0.0%	11	6	- 45.5%
Closed Sales	1	1	0.0%	14	7	- 50.0%
Days on Market Until Sale	21	1	- 95.2%	58	75	+ 29.3%
Median Sales Price*	\$296,000	\$165,000	- 44.3%	\$288,500	\$285,000	- 1.2%
Average Sales Price*	\$296,000	\$165,000	- 44.3%	\$275,464	\$307,714	+ 11.7%
Percent of List Price Received*	95.8%	100.0%	+ 4.4%	97.7%	96.8%	- 0.9%
Inventory of Homes for Sale	8	11	+ 37.5%	—	—	—
Months Supply of Inventory	4.0	8.8	+ 120.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	0	0	0.0%	0	1	—
Pending Sales	0	0	0.0%	1	1	0.0%
Closed Sales	0	0	0.0%	1	1	0.0%
Days on Market Until Sale	—	—	—	37	16	- 56.8%
Median Sales Price*	—	—	—	\$252,000	\$338,000	+ 34.1%
Average Sales Price*	—	—	—	\$252,000	\$338,000	+ 34.1%
Percent of List Price Received*	—	—	—	97.3%	93.9%	- 3.5%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County - Patagonia

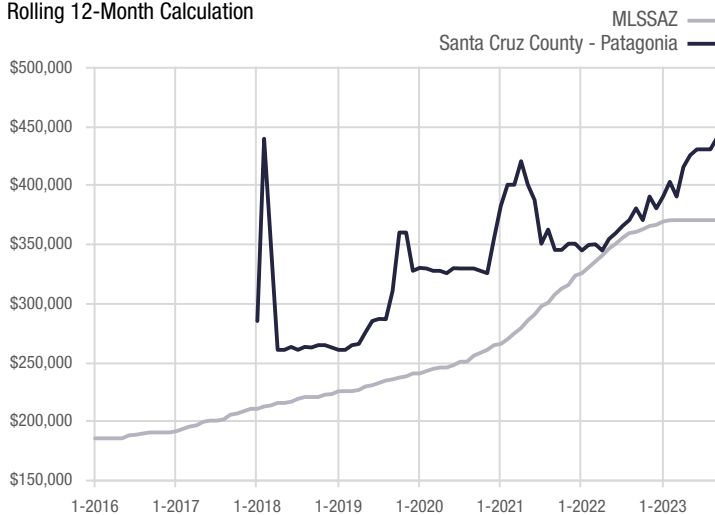
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	4	2	- 50.0%	21	20	- 4.8%
Pending Sales	2	0	- 100.0%	15	12	- 20.0%
Closed Sales	1	1	0.0%	18	12	- 33.3%
Days on Market Until Sale	14	76	+ 442.9%	51	34	- 33.3%
Median Sales Price*	\$415,000	<b>\$525,000</b>	+ 26.5%	\$380,000	<b>\$467,000</b>	+ 22.9%
Average Sales Price*	\$415,000	<b>\$525,000</b>	+ 26.5%	\$391,202	<b>\$488,333</b>	+ 24.8%
Percent of List Price Received*	96.5%	<b>95.5%</b>	- 1.0%	95.4%	<b>97.2%</b>	+ 1.9%
Inventory of Homes for Sale	7	9	+ 28.6%	—	—	—
Months Supply of Inventory	3.2	3.5	+ 9.4%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% 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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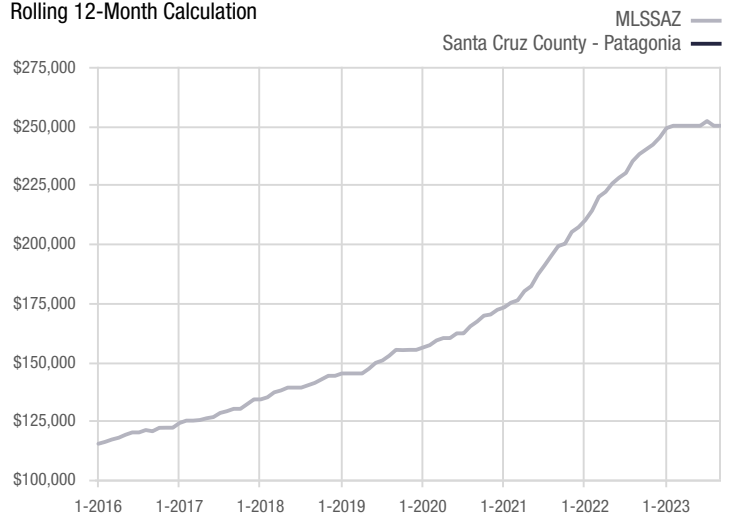
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County - Rio Rico East

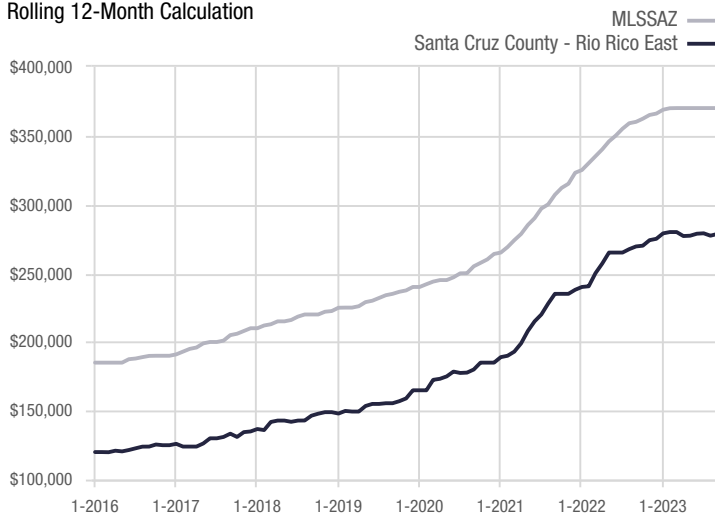
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	21	22	+ 4.8%	215	222	+ 3.3%
Pending Sales	16	13	- 18.8%	153	151	- 1.3%
Closed Sales	19	11	- 42.1%	157	142	- 9.6%
Days on Market Until Sale	21	74	+ 252.4%	27	60	+ 122.2%
Median Sales Price*	\$274,000	\$280,000	+ 2.2%	\$274,000	\$277,500	+ 1.3%
Average Sales Price*	\$281,737	\$313,718	+ 11.4%	\$301,590	\$286,167	- 5.1%
Percent of List Price Received*	99.1%	97.5%	- 1.6%	99.1%	98.5%	- 0.6%
Inventory of Homes for Sale	54	58	+ 7.4%	—	—	—
Months Supply of Inventory	3.4	3.8	+ 11.8%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	0	1	—	1	2	+ 100.0%
Pending Sales	0	1	—	2	4	+ 100.0%
Closed Sales	0	0	0.0%	2	3	+ 50.0%
Days on Market Until Sale	—	—	—	100	38	- 62.0%
Median Sales Price*	—	—	—	\$218,450	\$187,000	- 14.4%
Average Sales Price*	—	—	—	\$218,450	\$190,667	- 12.7%
Percent of List Price Received*	—	—	—	100.0%	100.5%	+ 0.5%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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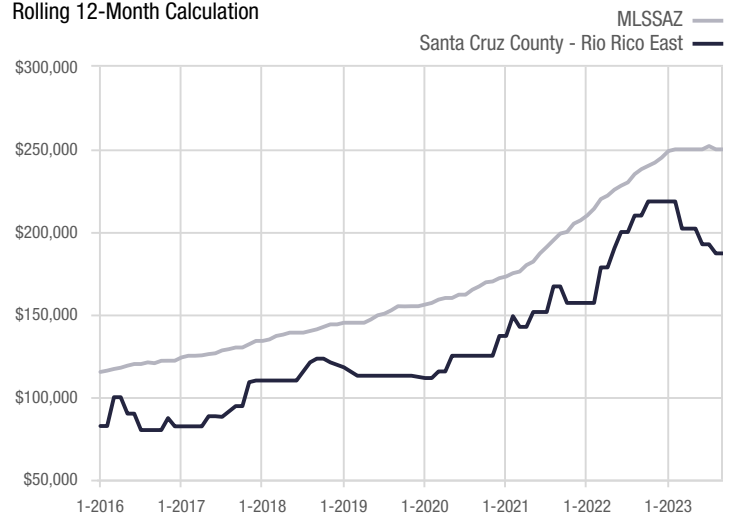
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

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## Santa Cruz County - Rio Rico West

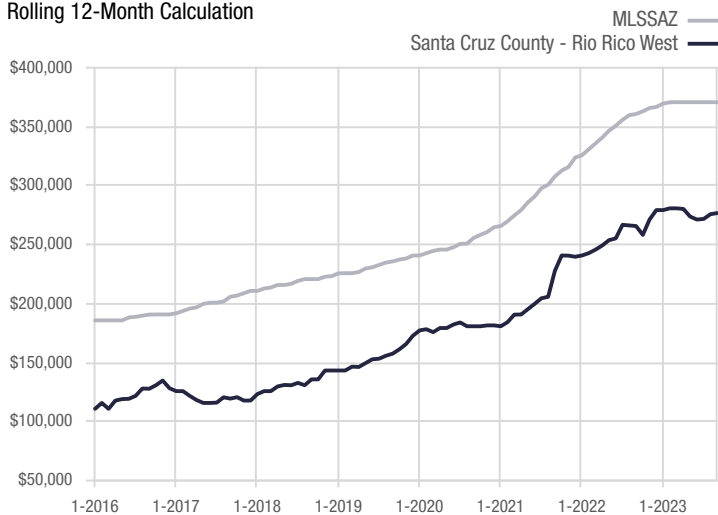
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	8	5	- 37.5%	73	65	- 11.0%
Pending Sales	5	6	+ 20.0%	55	47	- 14.5%
Closed Sales	4	2	- 50.0%	59	42	- 28.8%
Days on Market Until Sale	37	67	+ 81.1%	24	41	+ 70.8%
Median Sales Price*	\$281,000	<b>\$369,229</b>	+ 31.4%	\$277,000	<b>\$273,000</b>	- 1.4%
Average Sales Price*	\$275,500	<b>\$369,229</b>	+ 34.0%	\$294,310	<b>\$287,349</b>	- 2.4%
Percent of List Price Received*	100.2%	<b>97.8%</b>	- 2.4%	99.9%	<b>98.0%</b>	- 1.9%
Inventory of Homes for Sale	17	19	+ 11.8%	—	—	—
Months Supply of Inventory	2.7	4.1	+ 51.9%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% 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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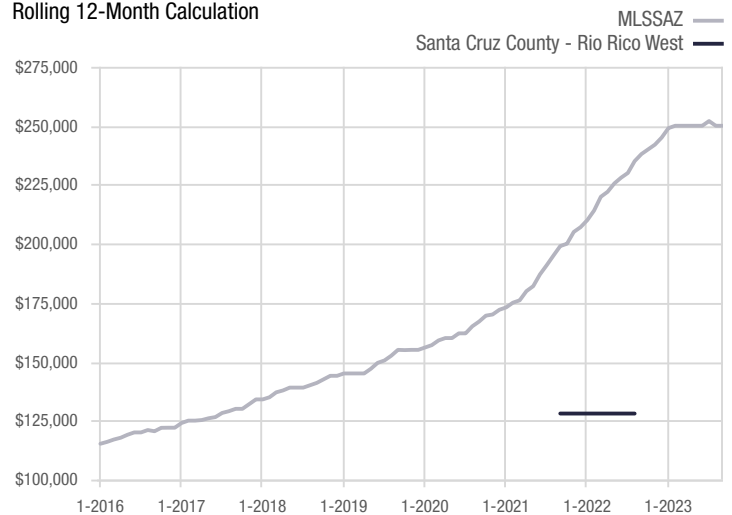
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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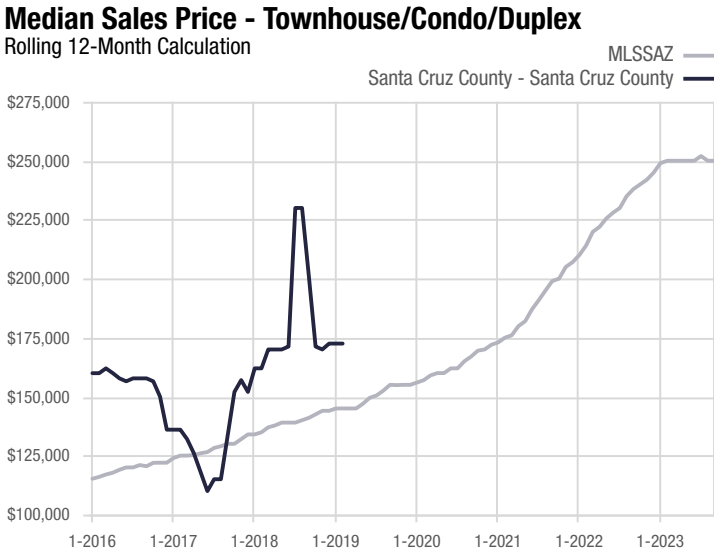
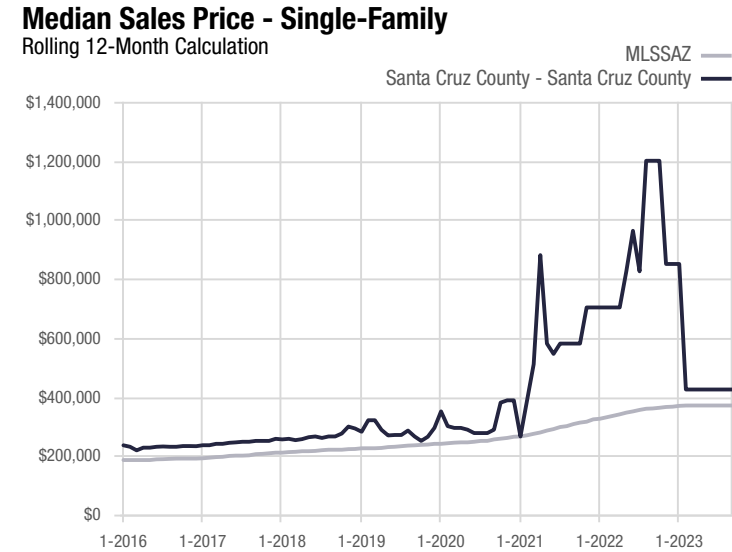


Santa Cruz County - Santa Cruz County

Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	0	0	0.0%	2	6	+ 200.0%
Pending Sales	0	1	—	2	2	0.0%
Closed Sales	0	0	0.0%	3	1	- 66.7%
Days on Market Until Sale	—	—	—	140	2	- 98.6%
Median Sales Price*	—	—	—	\$1,200,000	\$348,500	- 71.0%
Average Sales Price*	—	—	—	\$975,000	\$348,500	- 64.3%
Percent of List Price Received*	—	—	—	93.8%	99.6%	+ 6.2%
Inventory of Homes for Sale	1	3	+ 200.0%	—	—	—
Months Supply of Inventory	1.0	3.0	+ 200.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% 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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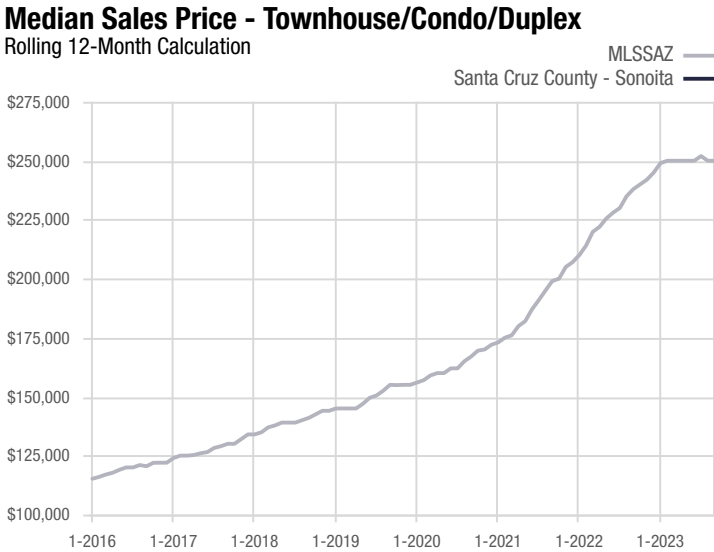
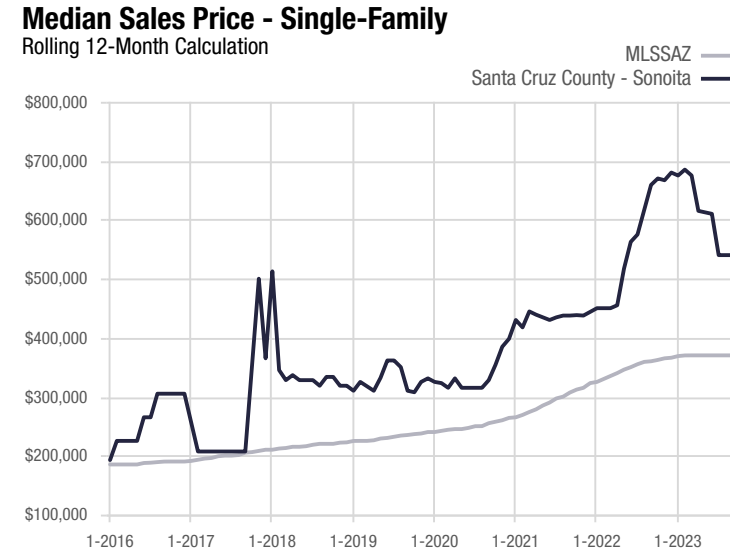
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Santa Cruz County - Sonoita

Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	3	3	0.0%	15	19	+ 26.7%
Pending Sales	1	0	- 100.0%	11	11	0.0%
Closed Sales	0	0	0.0%	13	11	- 15.4%
Days on Market Until Sale	—	—	—	55	43	- 21.8%
Median Sales Price*	—	—	—	\$685,000	\$555,000	- 19.0%
Average Sales Price*	—	—	—	\$773,423	\$562,455	- 27.3%
Percent of List Price Received*	—	—	—	97.9%	97.5%	- 0.4%
Inventory of Homes for Sale	5	8	+ 60.0%	—	—	—
Months Supply of Inventory	2.6	6.0	+ 130.8%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% 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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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.

## Santa Cruz County - Tubac East

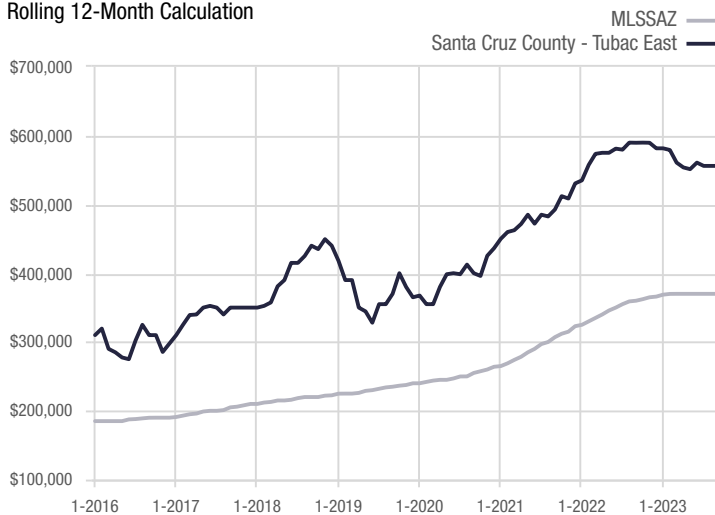
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	12	9	- 25.0%	64	59	- 7.8%
Pending Sales	1	5	+ 400.0%	52	36	- 30.8%
Closed Sales	2	2	0.0%	54	34	- 37.0%
Days on Market Until Sale	30	62	+ 106.7%	57	89	+ 56.1%
Median Sales Price*	\$607,000	<b>\$678,744</b>	+ 11.8%	\$590,442	<b>\$583,235</b>	- 1.2%
Average Sales Price*	\$607,000	<b>\$678,744</b>	+ 11.8%	\$669,270	<b>\$688,108</b>	+ 2.8%
Percent of List Price Received*	100.0%	<b>99.7%</b>	- 0.3%	97.7%	<b>96.6%</b>	- 1.1%
Inventory of Homes for Sale	20	28	+ 40.0%	—	—	—
Months Supply of Inventory	3.3	7.1	+ 115.2%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	2	3	+ 50.0%	30	21	- 30.0%
Pending Sales	1	2	+ 100.0%	22	14	- 36.4%
Closed Sales	0	1	—	30	12	- 60.0%
Days on Market Until Sale	—	387	—	29	106	+ 265.5%
Median Sales Price*	—	<b>\$343,000</b>	—	\$275,000	<b>\$341,000</b>	+ 24.0%
Average Sales Price*	—	<b>\$343,000</b>	—	\$297,797	<b>\$349,708</b>	+ 17.4%
Percent of List Price Received*	—	<b>100.0%</b>	—	99.3%	<b>96.6%</b>	- 2.7%
Inventory of Homes for Sale	9	11	+ 22.2%	—	—	—
Months Supply of Inventory	2.4	4.7	+ 95.8%	—	—	—

\* 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.

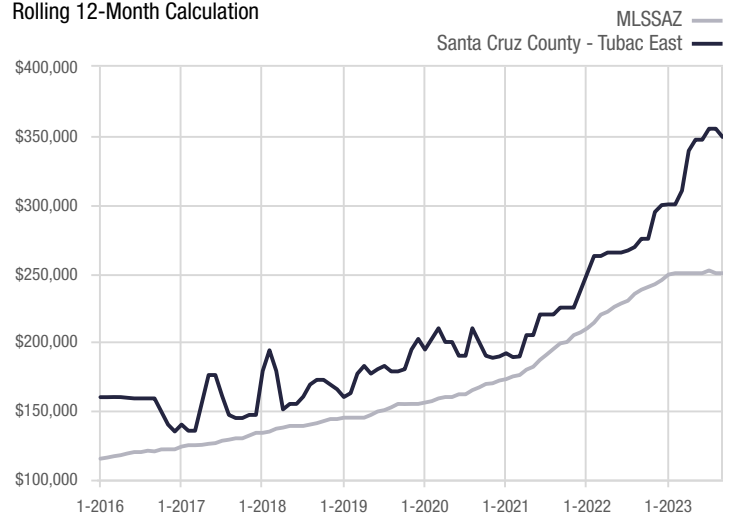
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.



## Santa Cruz County - Tubac West

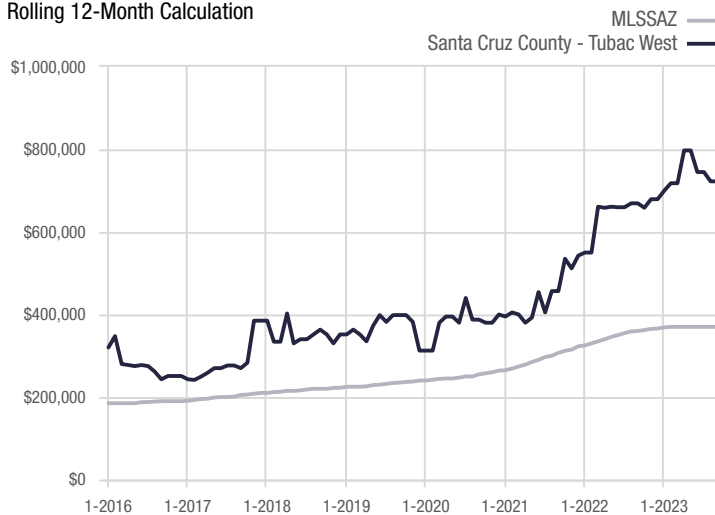
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	1	2	+ 100.0%	20	6	- 70.0%
Pending Sales	0	0	0.0%	19	3	- 84.2%
Closed Sales	4	0	- 100.0%	20	4	- 80.0%
Days on Market Until Sale	47	—	—	69	85	+ 23.2%
Median Sales Price*	\$613,000	—	—	\$679,250	<b>\$722,500</b>	+ 6.4%
Average Sales Price*	\$599,000	—	—	\$743,724	<b>\$747,614</b>	+ 0.5%
Percent of List Price Received*	93.5%	—	—	95.2%	<b>100.4%</b>	+ 5.5%
Inventory of Homes for Sale	4	6	+ 50.0%	—	—	—
Months Supply of Inventory	1.5	6.0	+ 300.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% 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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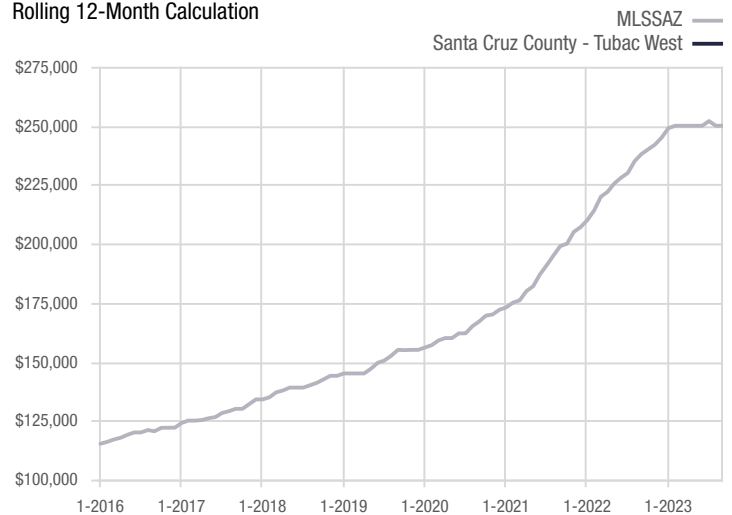
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

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MULTIPLE LISTING SERVICE OF  
**SOUTHERN ARIZONA**

## Santa Cruz County - Tumacacori - Carmen

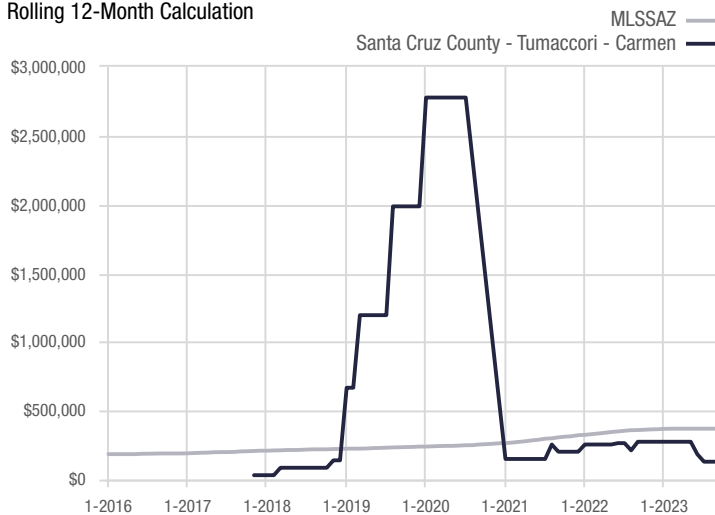
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	1	0	- 100.0%	3	4	+ 33.3%
Pending Sales	0	0	0.0%	1	3	+ 200.0%
Closed Sales	0	0	0.0%	1	3	+ 200.0%
Days on Market Until Sale	—	—	—	158	46	- 70.9%
Median Sales Price*	—	—	—	\$275,000	<b>\$130,000</b>	- 52.7%
Average Sales Price*	—	—	—	\$275,000	<b>\$166,167</b>	- 39.6%
Percent of List Price Received*	—	—	—	96.5%	<b>87.3%</b>	- 9.5%
Inventory of Homes for Sale	2	2	0.0%	—	—	—
Months Supply of Inventory	2.0	2.0	0.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% 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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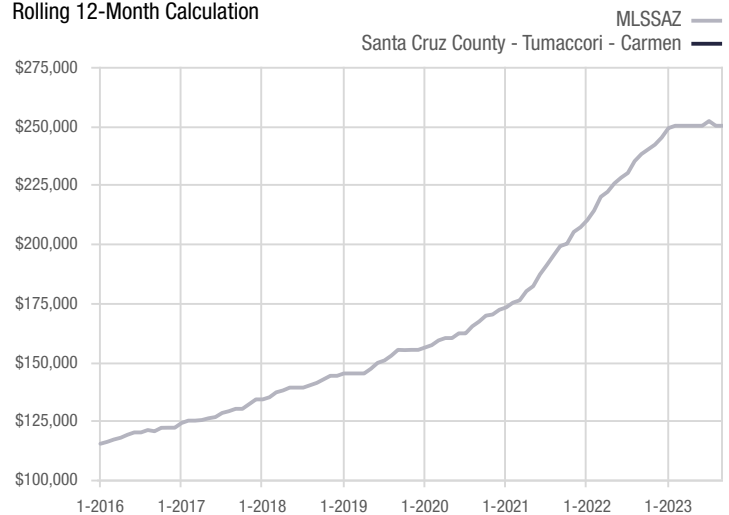
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Benson / St. David

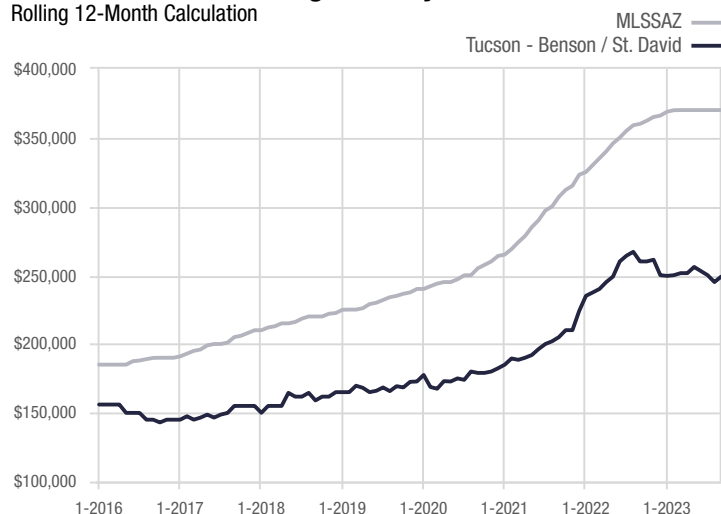
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	12	10	- 16.7%	158	167	+ 5.7%
Pending Sales	12	16	+ 33.3%	117	119	+ 1.7%
Closed Sales	18	16	- 11.1%	119	109	- 8.4%
Days on Market Until Sale	47	27	- 42.6%	29	46	+ 58.6%
Median Sales Price*	\$244,990	<b>\$254,995</b>	+ 4.1%	\$259,990	<b>\$250,000</b>	- 3.8%
Average Sales Price*	\$228,831	<b>\$305,904</b>	+ 33.7%	\$295,232	<b>\$287,673</b>	- 2.6%
Percent of List Price Received*	96.1%	<b>97.0%</b>	+ 0.9%	97.4%	<b>97.5%</b>	+ 0.1%
Inventory of Homes for Sale	45	48	+ 6.7%	—	—	—
Months Supply of Inventory	3.8	3.9	+ 2.6%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% 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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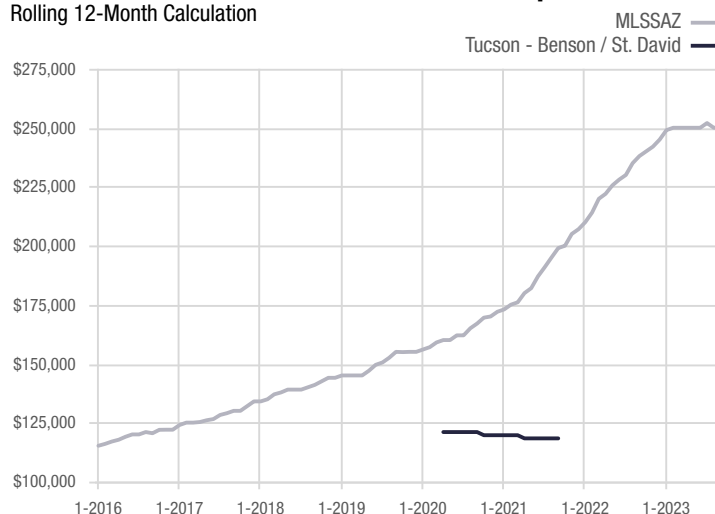
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

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## Tucson - Central

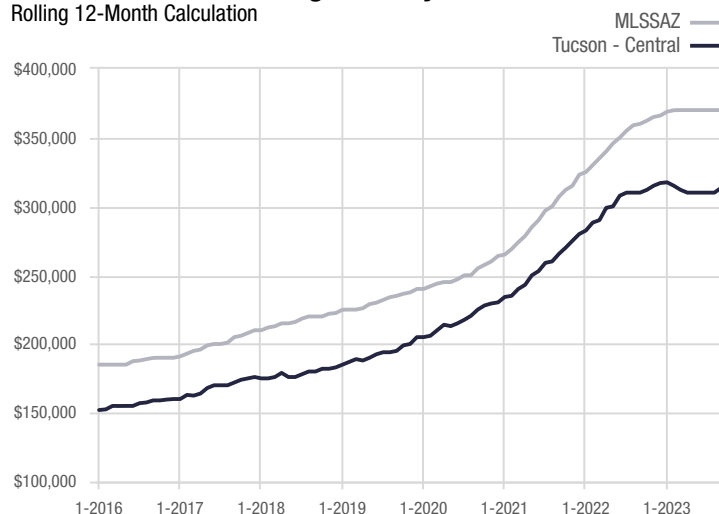
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	192	152	- 20.8%	1,879	1,307	- 30.4%
Pending Sales	97	93	- 4.1%	1,411	1,030	- 27.0%
Closed Sales	131	103	- 21.4%	1,490	1,004	- 32.6%
Days on Market Until Sale	28	23	- 17.9%	21	30	+ 42.9%
Median Sales Price*	\$310,000	\$340,000	+ 9.7%	\$320,000	\$315,000	- 1.6%
Average Sales Price*	\$373,910	\$384,307	+ 2.8%	\$366,272	\$368,530	+ 0.6%
Percent of List Price Received*	97.9%	98.1%	+ 0.2%	100.6%	98.7%	- 1.9%
Inventory of Homes for Sale	350	211	- 39.7%	—	—	—
Months Supply of Inventory	2.2	1.9	- 13.6%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	46	34	- 26.1%	507	311	- 38.7%
Pending Sales	37	32	- 13.5%	421	275	- 34.7%
Closed Sales	50	22	- 56.0%	419	261	- 37.7%
Days on Market Until Sale	27	16	- 40.7%	18	28	+ 55.6%
Median Sales Price*	\$210,000	\$217,500	+ 3.6%	\$210,000	\$220,000	+ 4.8%
Average Sales Price*	\$217,595	\$233,818	+ 7.5%	\$218,128	\$223,843	+ 2.6%
Percent of List Price Received*	97.8%	97.5%	- 0.3%	100.8%	98.7%	- 2.1%
Inventory of Homes for Sale	80	49	- 38.8%	—	—	—
Months Supply of Inventory	1.8	1.6	- 11.1%	—	—	—

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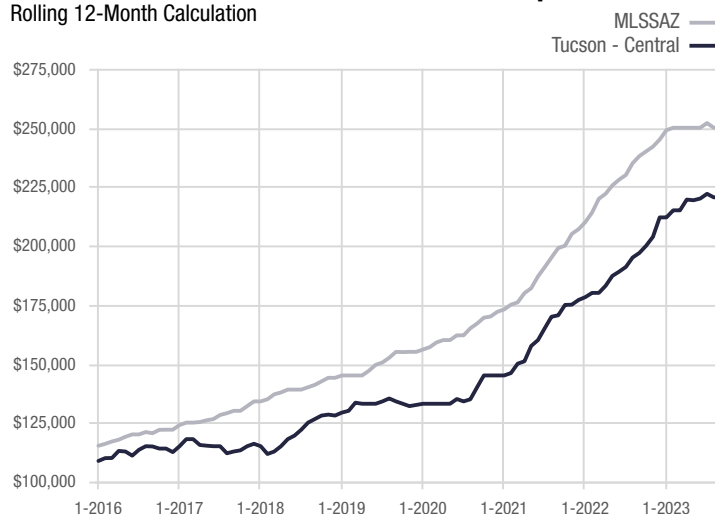
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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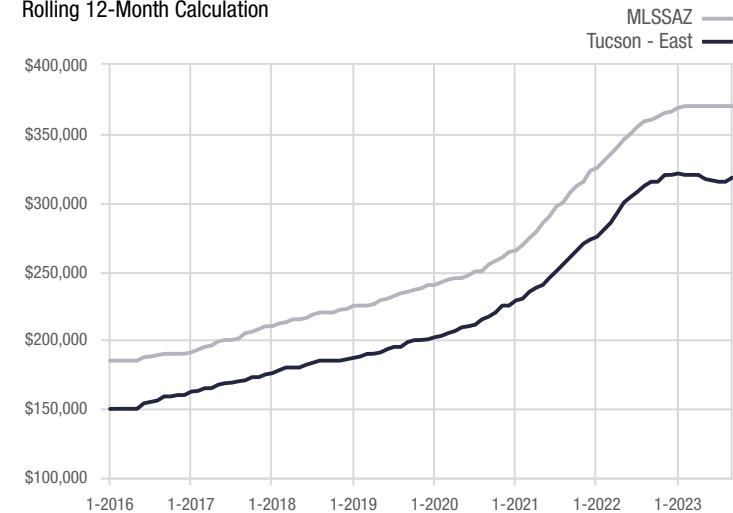
Tucson - East

Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	142	116	- 18.3%	1,335	938	- 29.7%
Pending Sales	67	81	+ 20.9%	1,071	856	- 20.1%
Closed Sales	90	71	- 21.1%	1,141	835	- 26.8%
Days on Market Until Sale	23	28	+ 21.7%	18	37	+ 105.6%
Median Sales Price*	\$311,000	\$330,000	+ 6.1%	\$323,000	\$319,000	- 1.2%
Average Sales Price*	\$322,153	\$352,402	+ 9.4%	\$344,980	\$347,542	+ 0.7%
Percent of List Price Received*	98.7%	98.9%	+ 0.2%	100.5%	99.2%	- 1.3%
Inventory of Homes for Sale	258	150	- 41.9%	—	—	—
Months Supply of Inventory	2.1	1.7	- 19.0%	—	—	—

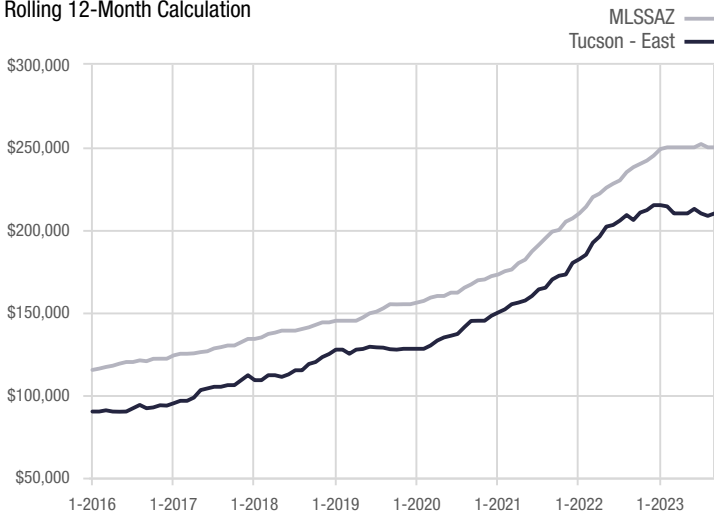
Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	37	30	- 18.9%	299	235	- 21.4%
Pending Sales	24	18	- 25.0%	256	215	- 16.0%
Closed Sales	27	18	- 33.3%	261	213	- 18.4%
Days on Market Until Sale	19	9	- 52.6%	15	25	+ 66.7%
Median Sales Price*	\$179,000	\$236,001	+ 31.8%	\$215,000	\$215,000	0.0%
Average Sales Price*	\$190,201	\$214,083	+ 12.6%	\$206,364	\$208,186	+ 0.9%
Percent of List Price Received*	100.4%	99.1%	- 1.3%	101.2%	99.3%	- 1.9%
Inventory of Homes for Sale	40	26	- 35.0%	—	—	—
Months Supply of Inventory	1.4	1.1	- 21.4%	—	—	—

\* 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 2023

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Extended Northeast

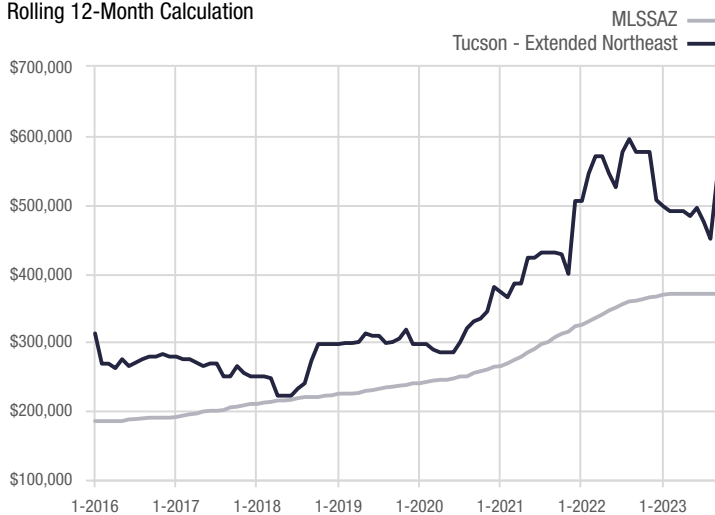
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	1	2	+ 100.0%	20	17	- 15.0%
Pending Sales	0	6	—	14	16	+ 14.3%
Closed Sales	1	7	+ 600.0%	15	10	- 33.3%
Days on Market Until Sale	7	90	+ 1,185.7%	20	102	+ 410.0%
Median Sales Price*	\$187,500	<b>\$686,000</b>	+ 265.9%	\$557,500	<b>\$673,000</b>	+ 20.7%
Average Sales Price*	\$187,500	<b>\$668,857</b>	+ 256.7%	\$546,233	<b>\$643,700</b>	+ 17.8%
Percent of List Price Received*	93.8%	<b>96.9%</b>	+ 3.3%	100.3%	<b>95.7%</b>	- 4.6%
Inventory of Homes for Sale	6	3	- 50.0%	—	—	—
Months Supply of Inventory	2.7	1.3	- 51.9%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% 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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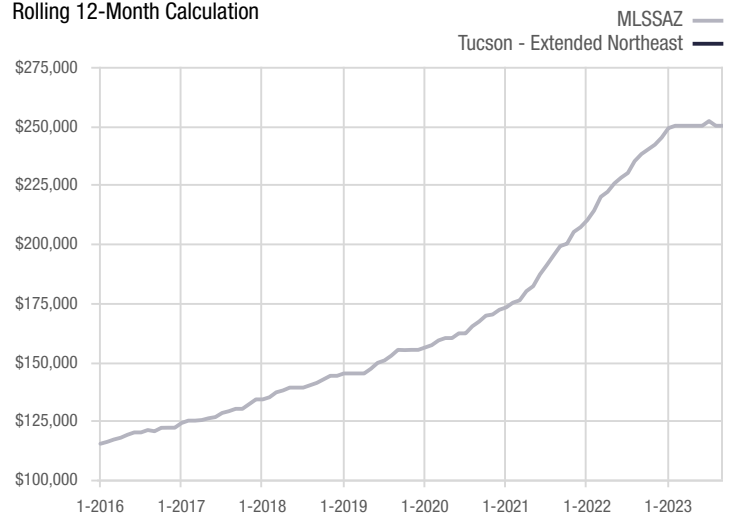
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Extended Northwest

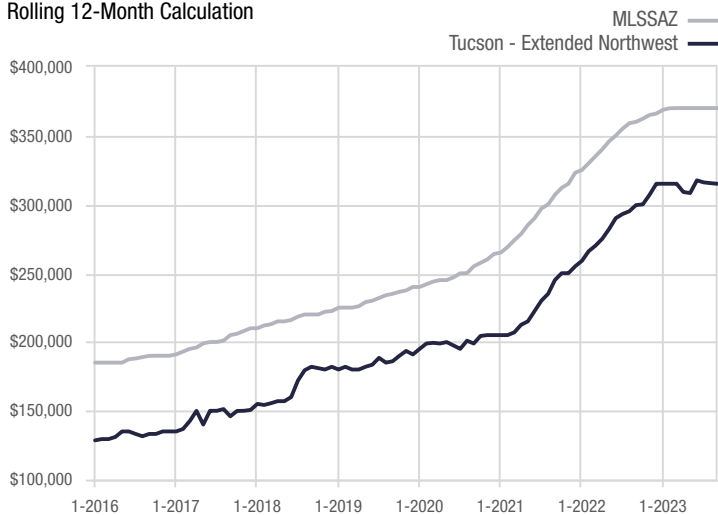
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	11	13	+ 18.2%	77	122	+ 58.4%
Pending Sales	4	14	+ 250.0%	54	104	+ 92.6%
Closed Sales	7	13	+ 85.7%	52	85	+ 63.5%
Days on Market Until Sale	30	38	+ 26.7%	19	62	+ 226.3%
Median Sales Price*	\$340,000	\$307,000	- 9.7%	\$312,500	\$315,000	+ 0.8%
Average Sales Price*	\$331,857	\$315,372	- 5.0%	\$326,175	\$313,055	- 4.0%
Percent of List Price Received*	100.1%	100.0%	- 0.1%	99.7%	99.2%	- 0.5%
Inventory of Homes for Sale	18	32	+ 77.8%	—	—	—
Months Supply of Inventory	3.0	3.4	+ 13.3%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% 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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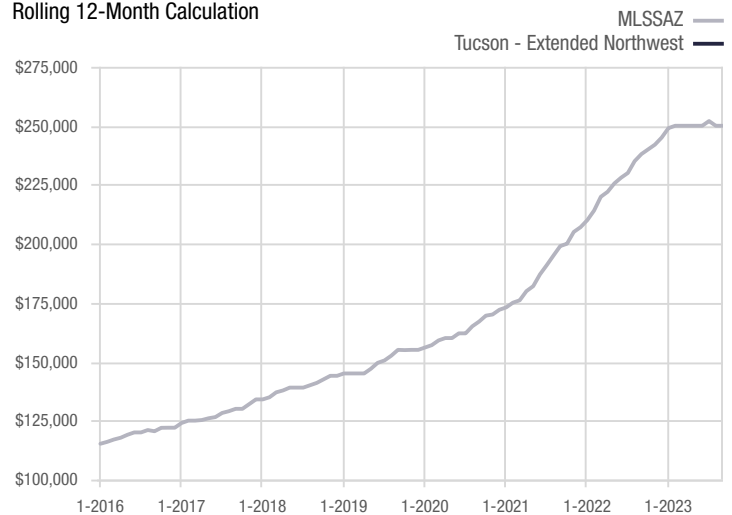
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Extended Southeast

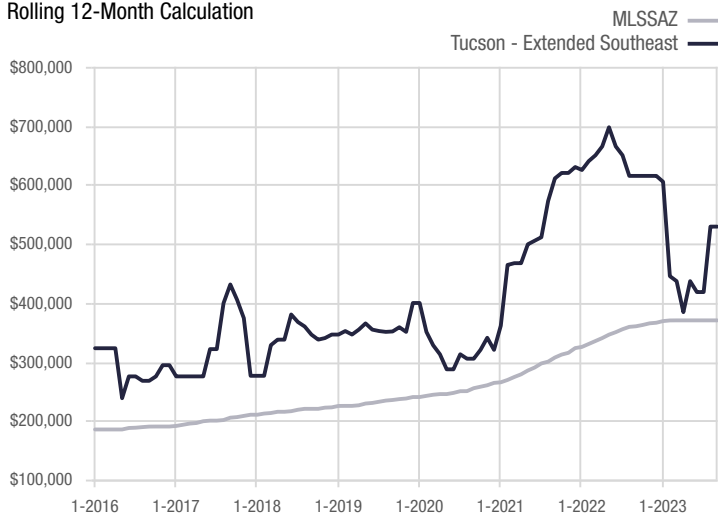
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	1	0	- 100.0%	12	6	- 50.0%
Pending Sales	0	1	—	10	6	- 40.0%
Closed Sales	0	0	0.0%	10	7	- 30.0%
Days on Market Until Sale	—	—	—	30	136	+ 353.3%
Median Sales Price*	—	—	—	\$610,000	\$418,000	- 31.5%
Average Sales Price*	—	—	—	\$602,050	\$622,732	+ 3.4%
Percent of List Price Received*	—	—	—	97.0%	96.3%	- 0.7%
Inventory of Homes for Sale	4	3	- 25.0%	—	—	—
Months Supply of Inventory	2.2	1.9	- 13.6%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% 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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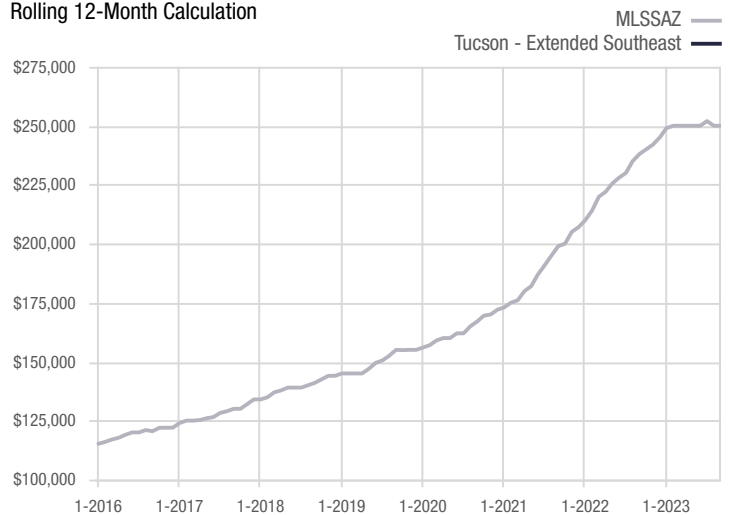
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Extended Southwest

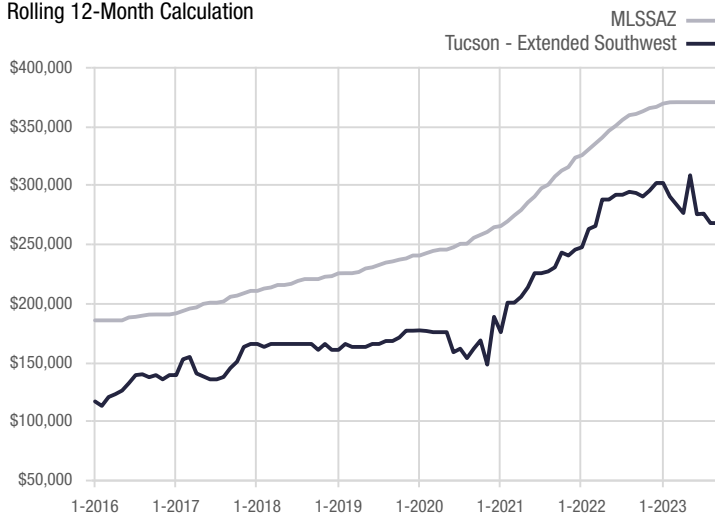
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	6	1	- 83.3%	29	19	- 34.5%
Pending Sales	1	0	- 100.0%	16	11	- 31.3%
Closed Sales	2	0	- 100.0%	16	14	- 12.5%
Days on Market Until Sale	34	—	—	20	46	+ 130.0%
Median Sales Price*	\$280,500	—	—	\$301,500	\$267,500	- 11.3%
Average Sales Price*	\$280,500	—	—	\$324,656	\$252,286	- 22.3%
Percent of List Price Received*	101.5%	—	—	100.9%	99.0%	- 1.9%
Inventory of Homes for Sale	11	6	- 45.5%	—	—	—
Months Supply of Inventory	4.2	3.2	- 23.8%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% 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.

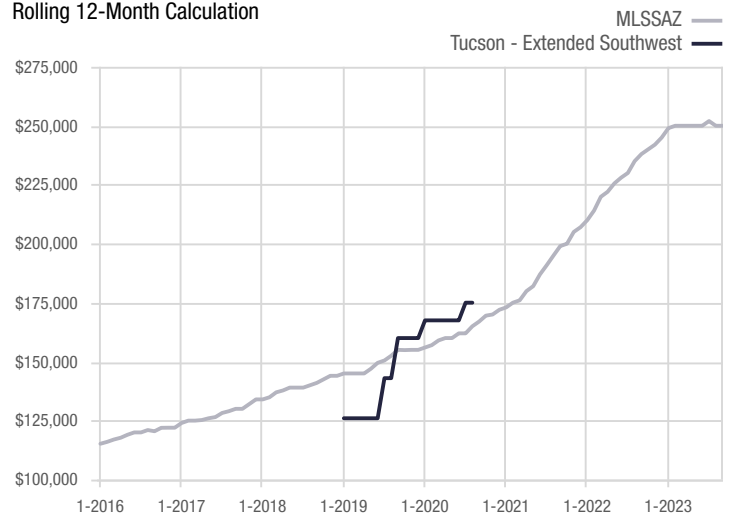
### Median Sales Price - Single-Family

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 2023

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Extended West

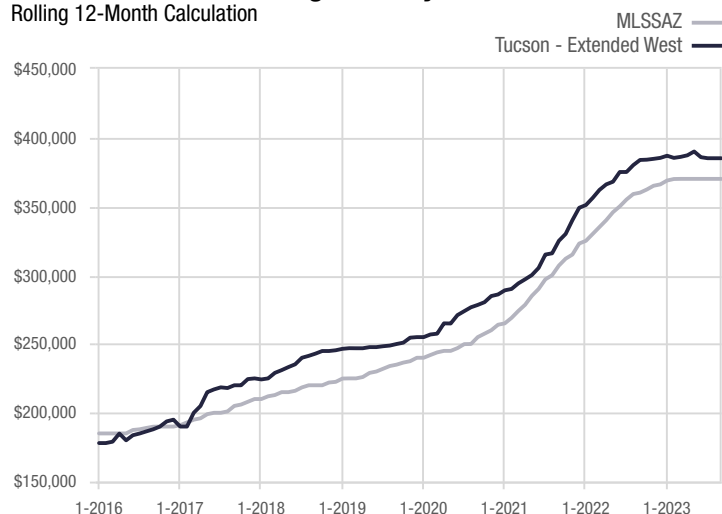
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	57	74	+ 29.8%	718	625	- 13.0%
Pending Sales	46	47	+ 2.2%	502	514	+ 2.4%
Closed Sales	74	47	- 36.5%	500	493	- 1.4%
Days on Market Until Sale	49	72	+ 46.9%	33	75	+ 127.3%
Median Sales Price*	\$390,393	<b>\$395,000</b>	+ 1.2%	\$387,093	<b>\$385,030</b>	- 0.5%
Average Sales Price*	\$405,646	<b>\$409,019</b>	+ 0.8%	\$396,831	<b>\$397,121</b>	+ 0.1%
Percent of List Price Received*	98.9%	<b>98.6%</b>	- 0.3%	99.6%	<b>98.4%</b>	- 1.2%
Inventory of Homes for Sale	232	167	- 28.0%	—	—	—
Months Supply of Inventory	4.3	3.2	- 25.6%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	0	0	0.0%	1	0	- 100.0%
Pending Sales	0	0	0.0%	1	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	—	—	—	—	—	—

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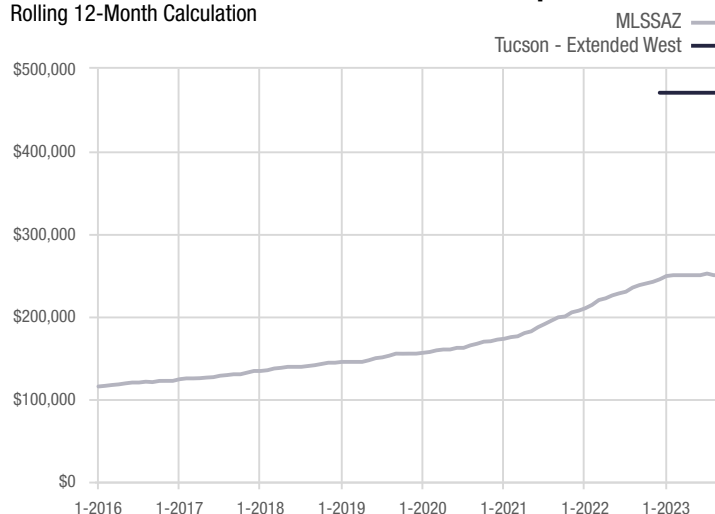
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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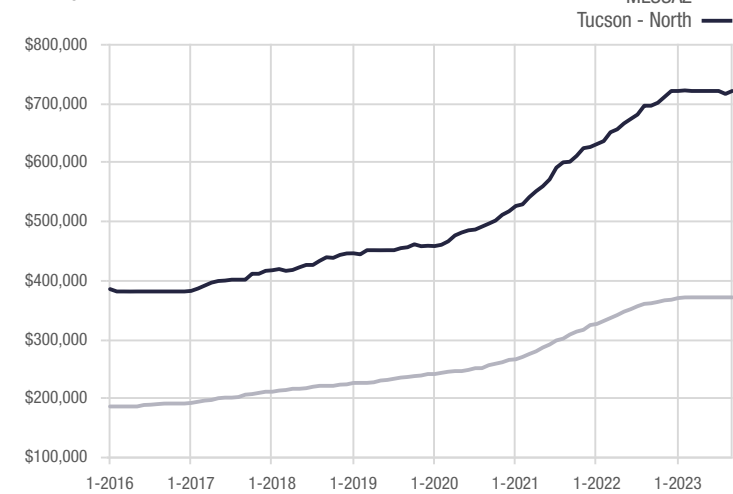
Tucson - North

Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	92	86	- 6.5%	908	739	- 18.6%
Pending Sales	63	64	+ 1.6%	702	620	- 11.7%
Closed Sales	68	43	- 36.8%	719	600	- 16.6%
Days on Market Until Sale	26	21	- 19.2%	22	34	+ 54.5%
Median Sales Price*	\$665,250	\$730,000	+ 9.7%	\$715,000	\$717,570	+ 0.4%
Average Sales Price*	\$726,768	\$892,290	+ 22.8%	\$844,638	\$847,373	+ 0.3%
Percent of List Price Received*	98.7%	99.0%	+ 0.3%	101.5%	98.1%	- 3.3%
Inventory of Homes for Sale	164	126	- 23.2%	—	—	—
Months Supply of Inventory	2.0	2.0	0.0%	—	—	—

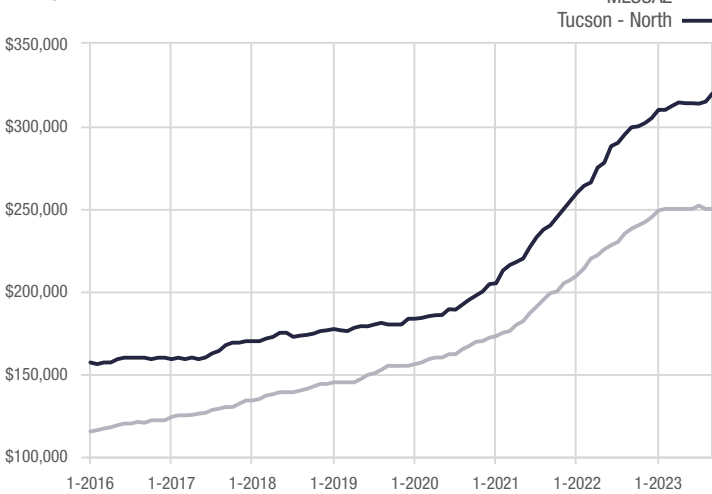
Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	49	49	0.0%	585	457	- 21.9%
Pending Sales	37	30	- 18.9%	504	409	- 18.8%
Closed Sales	49	22	- 55.1%	525	392	- 25.3%
Days on Market Until Sale	28	25	- 10.7%	15	34	+ 126.7%
Median Sales Price*	\$299,900	\$322,500	+ 7.5%	\$305,000	\$325,000	+ 6.6%
Average Sales Price*	\$332,623	\$406,018	+ 22.1%	\$350,808	\$370,245	+ 5.5%
Percent of List Price Received*	98.0%	99.8%	+ 1.8%	101.1%	98.7%	- 2.4%
Inventory of Homes for Sale	72	59	- 18.1%	—	—	—
Months Supply of Inventory	1.3	1.5	+ 15.4%	—	—	—

\* 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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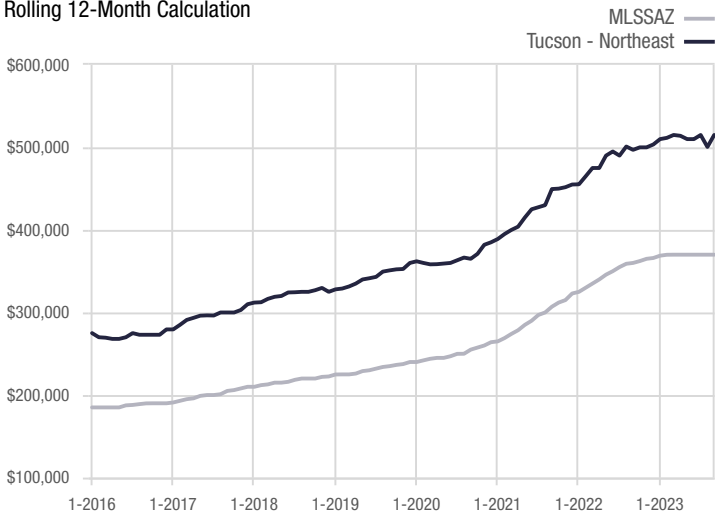
Tucson - Northeast

Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	68	40	- 41.2%	565	419	- 25.8%
Pending Sales	33	31	- 6.1%	430	368	- 14.4%
Closed Sales	35	24	- 31.4%	431	348	- 19.3%
Days on Market Until Sale	25	23	- 8.0%	17	33	+ 94.1%
Median Sales Price*	\$455,000	\$534,920	+ 17.6%	\$505,000	\$515,750	+ 2.1%
Average Sales Price*	\$573,503	\$664,162	+ 15.8%	\$608,894	\$618,001	+ 1.5%
Percent of List Price Received*	97.9%	99.6%	+ 1.7%	101.2%	98.5%	- 2.7%
Inventory of Homes for Sale	91	67	- 26.4%	—	—	—
Months Supply of Inventory	1.9	1.8	- 5.3%	—	—	—

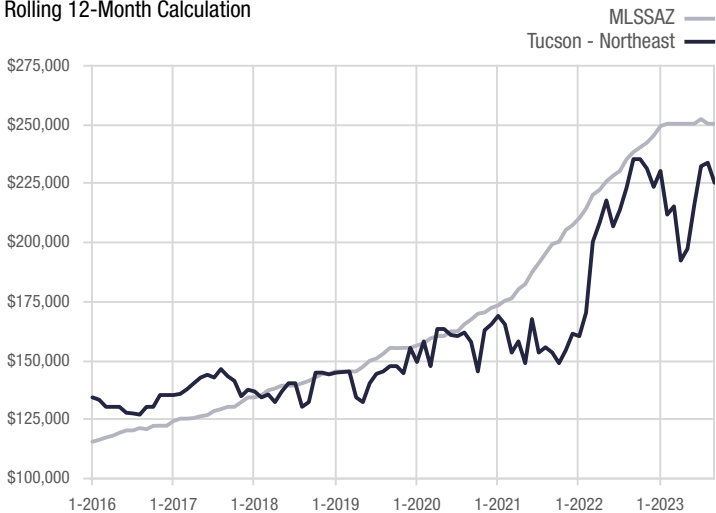
Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	24	13	- 45.8%	205	139	- 32.2%
Pending Sales	17	14	- 17.6%	171	130	- 24.0%
Closed Sales	14	7	- 50.0%	174	123	- 29.3%
Days on Market Until Sale	23	5	- 78.3%	15	37	+ 146.7%
Median Sales Price*	\$255,000	\$243,000	- 4.7%	\$235,000	\$240,000	+ 2.1%
Average Sales Price*	\$237,954	\$233,143	- 2.0%	\$235,379	\$243,259	+ 3.3%
Percent of List Price Received*	98.2%	101.6%	+ 3.5%	101.0%	98.1%	- 2.9%
Inventory of Homes for Sale	32	18	- 43.8%	—	—	—
Months Supply of Inventory	1.7	1.3	- 23.5%	—	—	—

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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 2023

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Northwest

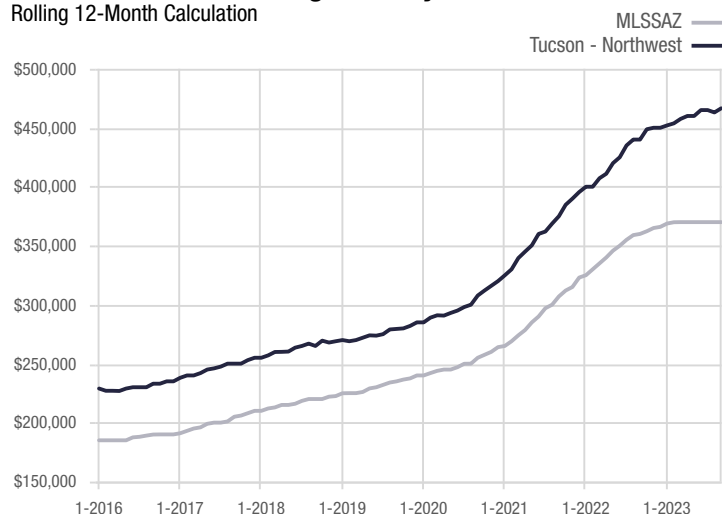
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	270	192	- 28.9%	2,512	1,912	- 23.9%
Pending Sales	170	136	- 20.0%	1,958	1,686	- 13.9%
Closed Sales	183	158	- 13.7%	1,985	1,679	- 15.4%
Days on Market Until Sale	26	39	+ 50.0%	19	42	+ 121.1%
Median Sales Price*	\$440,767	\$477,000	+ 8.2%	\$448,000	\$471,040	+ 5.1%
Average Sales Price*	\$523,614	\$580,084	+ 10.8%	\$537,912	\$568,691	+ 5.7%
Percent of List Price Received*	98.8%	98.7%	- 0.1%	101.0%	98.7%	- 2.3%
Inventory of Homes for Sale	509	310	- 39.1%	—	—	—
Months Supply of Inventory	2.3	1.8	- 21.7%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	32	25	- 21.9%	250	214	- 14.4%
Pending Sales	16	17	+ 6.3%	195	185	- 5.1%
Closed Sales	17	12	- 29.4%	191	188	- 1.6%
Days on Market Until Sale	17	36	+ 111.8%	9	28	+ 211.1%
Median Sales Price*	\$365,000	\$332,450	- 8.9%	\$350,000	\$346,500	- 1.0%
Average Sales Price*	\$380,882	\$333,279	- 12.5%	\$365,793	\$362,323	- 0.9%
Percent of List Price Received*	96.8%	99.3%	+ 2.6%	101.4%	98.7%	- 2.7%
Inventory of Homes for Sale	38	29	- 23.7%	—	—	—
Months Supply of Inventory	1.9	1.5	- 21.1%	—	—	—

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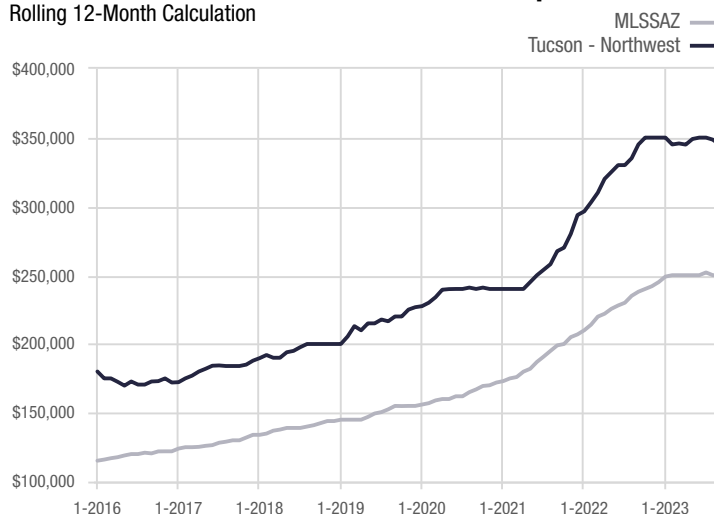
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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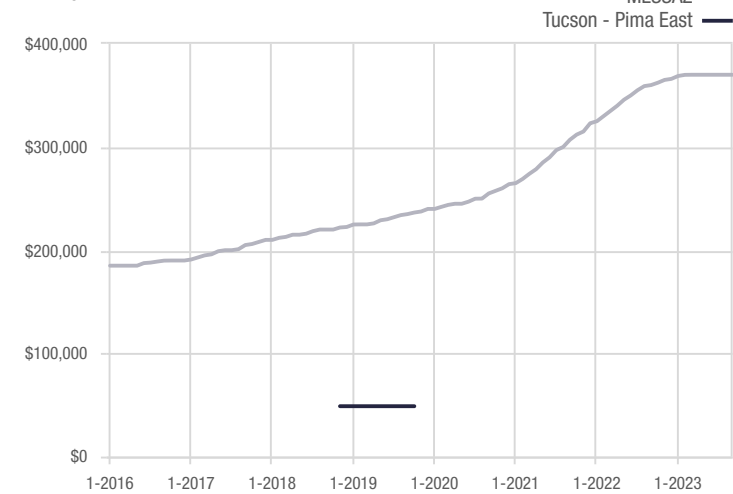
Tucson - Pima East

Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	0	0	0.0%	1	0	- 100.0%
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	1	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

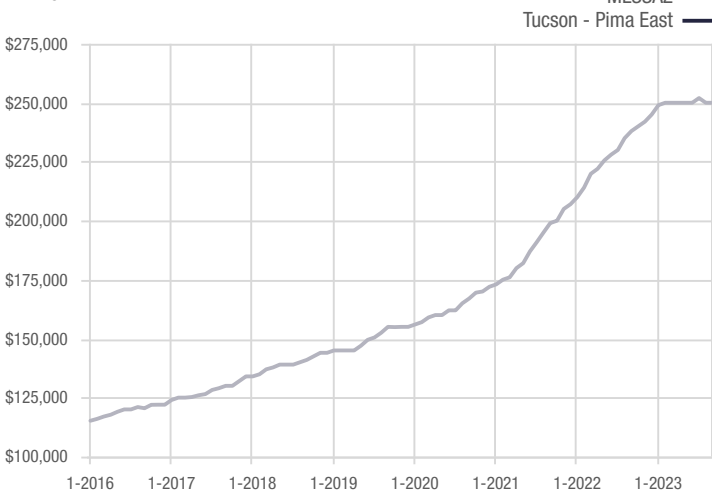
Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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Median Sales Price - Single-Family  
Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex  
Rolling 12-Month Calculation



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Tucson - Pima Northwest

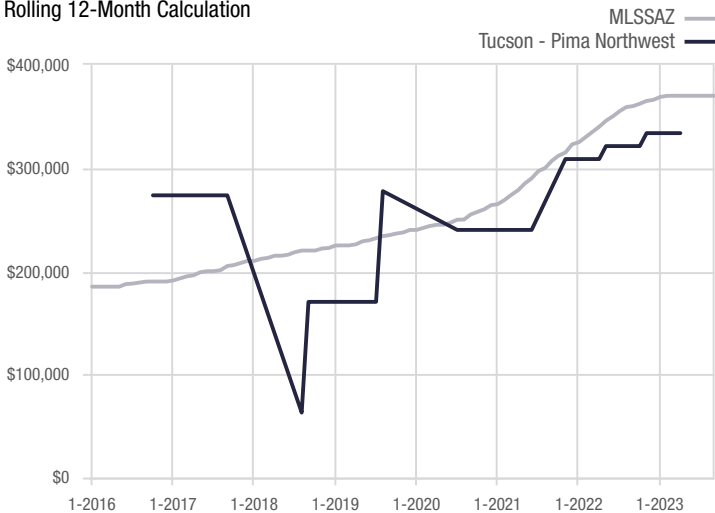
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	1	0	- 100.0%
Days on Market Until Sale	—	—	—	17	—	—
Median Sales Price*	—	—	—	\$333,786	—	—
Average Sales Price*	—	—	—	\$333,786	—	—
Percent of List Price Received*	—	—	—	101.8%	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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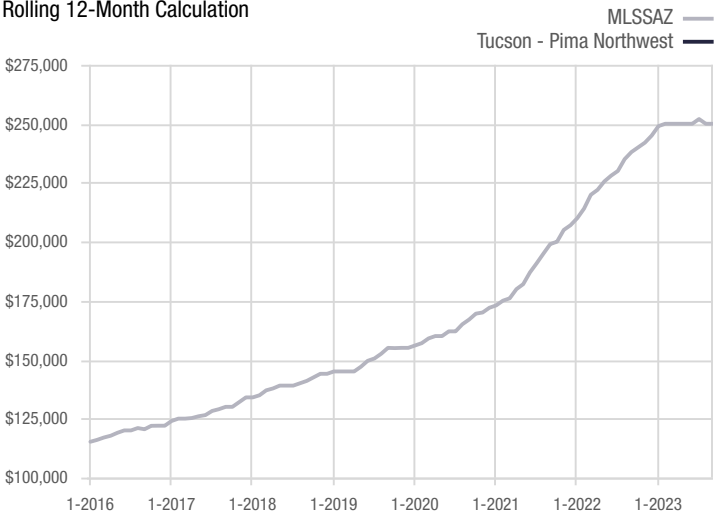
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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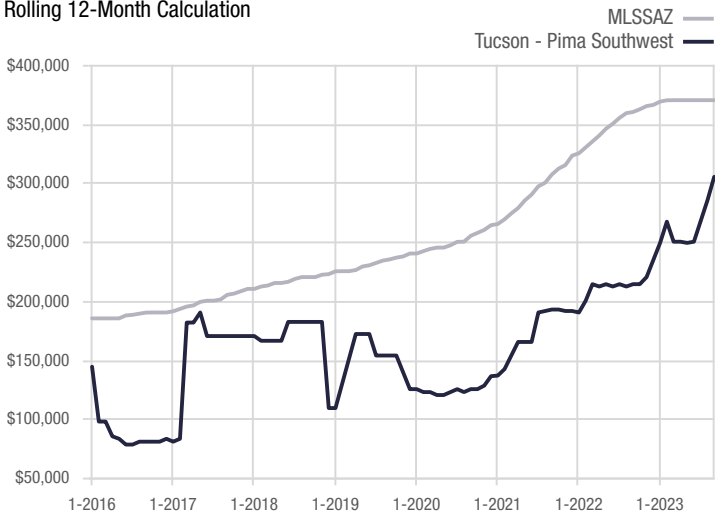
Tucson - Pima Southwest

Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	0	0	0.0%	10	6	- 40.0%
Pending Sales	1	0	- 100.0%	13	4	- 69.2%
Closed Sales	1	0	- 100.0%	13	3	- 76.9%
Days on Market Until Sale	338	—	—	93	115	+ 23.7%
Median Sales Price*	\$285,000	—	—	\$220,000	\$250,000	+ 13.6%
Average Sales Price*	\$285,000	—	—	\$296,877	\$253,333	- 14.7%
Percent of List Price Received*	86.4%	—	—	95.4%	96.6%	+ 1.3%
Inventory of Homes for Sale	3	4	+ 33.3%	—	—	—
Months Supply of Inventory	1.9	4.0	+ 110.5%	—	—	—

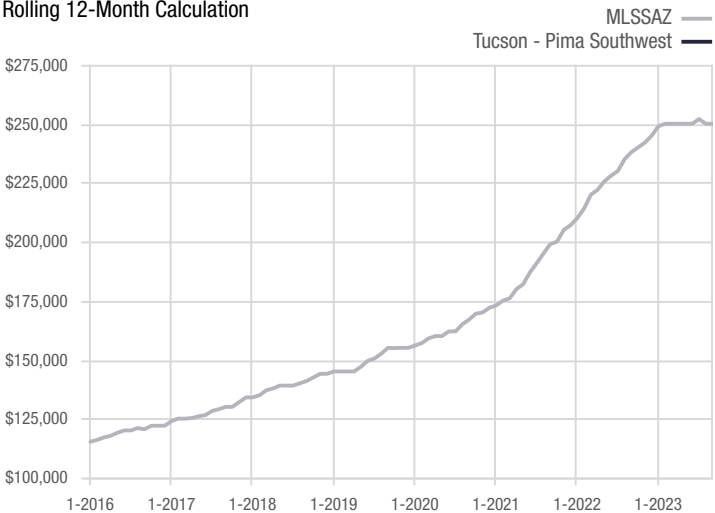
Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
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 2023

A Research Tool Provided by Southern Arizona MLS.



## Tucson - South

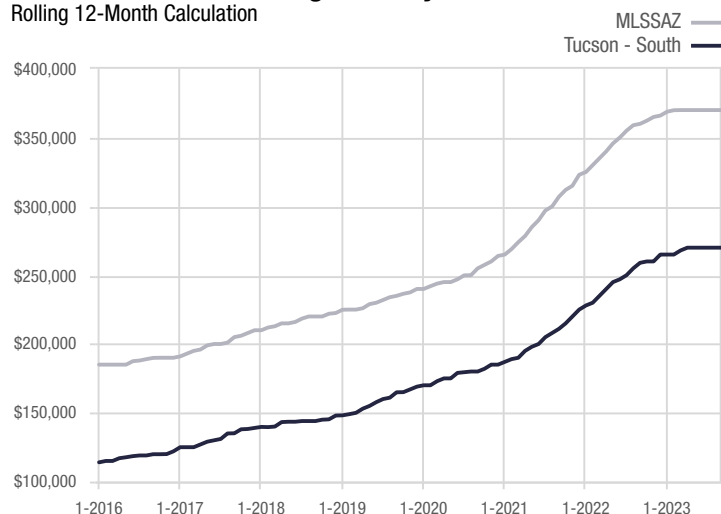
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	61	75	+ 23.0%	749	560	- 25.2%
Pending Sales	44	55	+ 25.0%	613	488	- 20.4%
Closed Sales	69	50	- 27.5%	646	441	- 31.7%
Days on Market Until Sale	27	18	- 33.3%	18	32	+ 77.8%
Median Sales Price*	\$275,000	<b>\$279,950</b>	+ 1.8%	\$265,000	<b>\$271,000</b>	+ 2.3%
Average Sales Price*	\$275,293	<b>\$267,455</b>	- 2.8%	\$264,779	<b>\$268,469</b>	+ 1.4%
Percent of List Price Received*	99.0%	<b>98.7%</b>	- 0.3%	99.9%	<b>99.1%</b>	- 0.8%
Inventory of Homes for Sale	112	88	- 21.4%	—	—	—
Months Supply of Inventory	1.6	1.8	+ 12.5%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	6	4	- 33.3%	61	54	- 11.5%
Pending Sales	4	4	0.0%	50	50	0.0%
Closed Sales	4	6	+ 50.0%	51	48	- 5.9%
Days on Market Until Sale	5	10	+ 100.0%	17	17	0.0%
Median Sales Price*	\$182,500	<b>\$225,000</b>	+ 23.3%	\$200,000	<b>\$197,000</b>	- 1.5%
Average Sales Price*	\$182,500	<b>\$205,667</b>	+ 12.7%	\$195,300	<b>\$199,038</b>	+ 1.9%
Percent of List Price Received*	96.6%	<b>102.7%</b>	+ 6.3%	99.5%	<b>99.8%</b>	+ 0.3%
Inventory of Homes for Sale	9	4	- 55.6%	—	—	—
Months Supply of Inventory	1.6	0.8	- 50.0%	—	—	—

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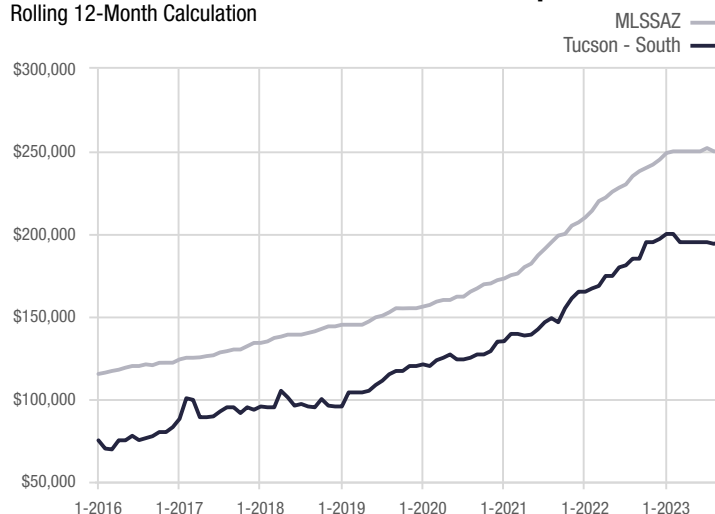
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Southeast

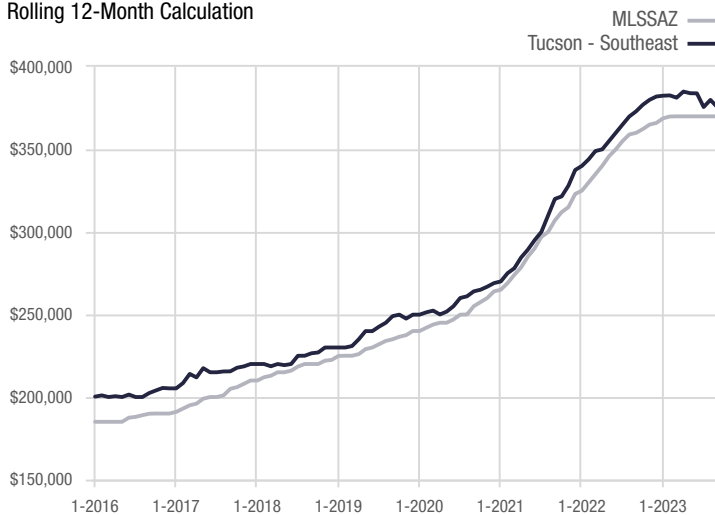
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	30	38	+ 26.7%	377	317	- 15.9%
Pending Sales	18	22	+ 22.2%	303	269	- 11.2%
Closed Sales	30	24	- 20.0%	332	261	- 21.4%
Days on Market Until Sale	22	29	+ 31.8%	21	35	+ 66.7%
Median Sales Price*	\$409,450	\$382,450	- 6.6%	\$381,000	\$375,000	- 1.6%
Average Sales Price*	\$460,401	\$427,950	- 7.0%	\$410,509	\$405,928	- 1.1%
Percent of List Price Received*	99.8%	99.8%	0.0%	100.6%	99.6%	- 1.0%
Inventory of Homes for Sale	71	61	- 14.1%	—	—	—
Months Supply of Inventory	2.0	2.2	+ 10.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	2	0	- 100.0%	13	14	+ 7.7%
Pending Sales	1	1	0.0%	12	14	+ 16.7%
Closed Sales	0	1	—	13	15	+ 15.4%
Days on Market Until Sale	—	7	—	12	21	+ 75.0%
Median Sales Price*	—	\$257,000	—	\$282,000	\$335,000	+ 18.8%
Average Sales Price*	—	\$257,000	—	\$289,000	\$322,529	+ 11.6%
Percent of List Price Received*	—	98.8%	—	101.4%	98.7%	- 2.7%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.5	—	—	—	—	—

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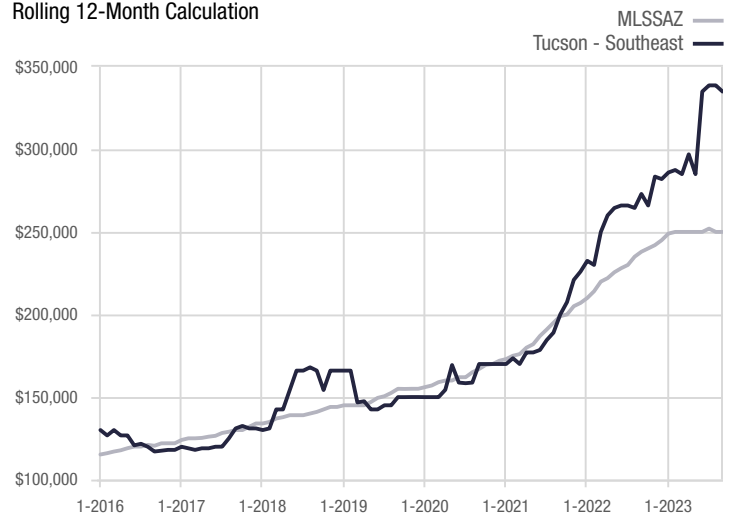
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Southwest

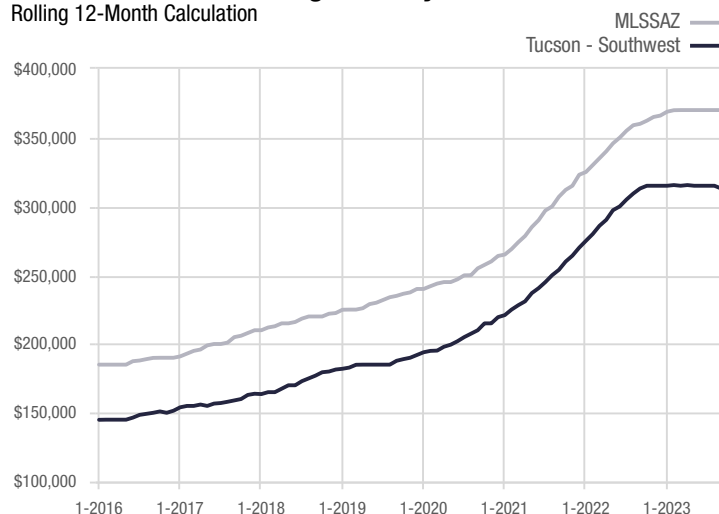
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	70	59	- 15.7%	824	557	- 32.4%
Pending Sales	48	44	- 8.3%	659	485	- 26.4%
Closed Sales	72	46	- 36.1%	706	444	- 37.1%
Days on Market Until Sale	31	47	+ 51.6%	23	48	+ 108.7%
Median Sales Price*	\$324,810	<b>\$300,000</b>	- 7.6%	\$316,981	<b>\$315,000</b>	- 0.6%
Average Sales Price*	\$337,883	<b>\$330,418</b>	- 2.2%	\$327,374	<b>\$337,444</b>	+ 3.1%
Percent of List Price Received*	98.5%	<b>98.8%</b>	+ 0.3%	100.0%	<b>99.1%</b>	- 0.9%
Inventory of Homes for Sale	157	<b>109</b>	- 30.6%	—	—	—
Months Supply of Inventory	2.1	<b>2.2</b>	+ 4.8%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	2	0	- 100.0%	30	22	- 26.7%
Pending Sales	0	3	—	31	20	- 35.5%
Closed Sales	1	3	+ 200.0%	33	17	- 48.5%
Days on Market Until Sale	5	3	- 40.0%	10	31	+ 210.0%
Median Sales Price*	\$238,500	<b>\$172,500</b>	- 27.7%	\$210,000	<b>\$215,000</b>	+ 2.4%
Average Sales Price*	\$238,500	<b>\$185,833</b>	- 22.1%	\$187,501	<b>\$193,089</b>	+ 3.0%
Percent of List Price Received*	95.4%	<b>100.0%</b>	+ 4.8%	100.6%	<b>99.4%</b>	- 1.2%
Inventory of Homes for Sale	3	1	- 66.7%	—	—	—
Months Supply of Inventory	0.8	<b>0.4</b>	- 50.0%	—	—	—

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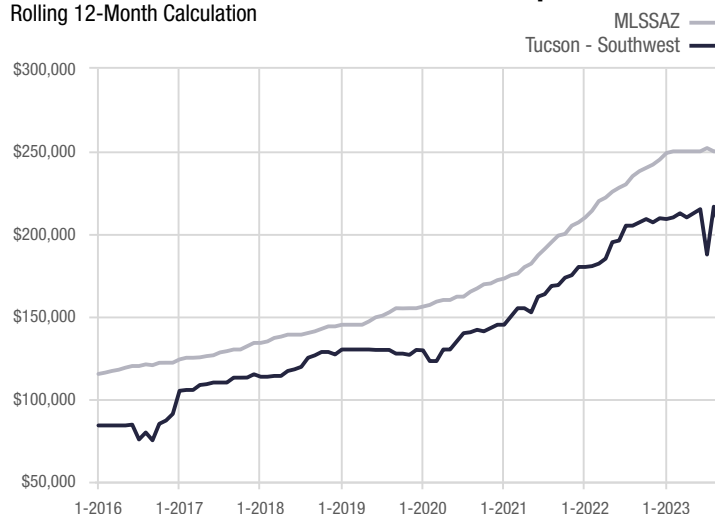
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Upper Northwest

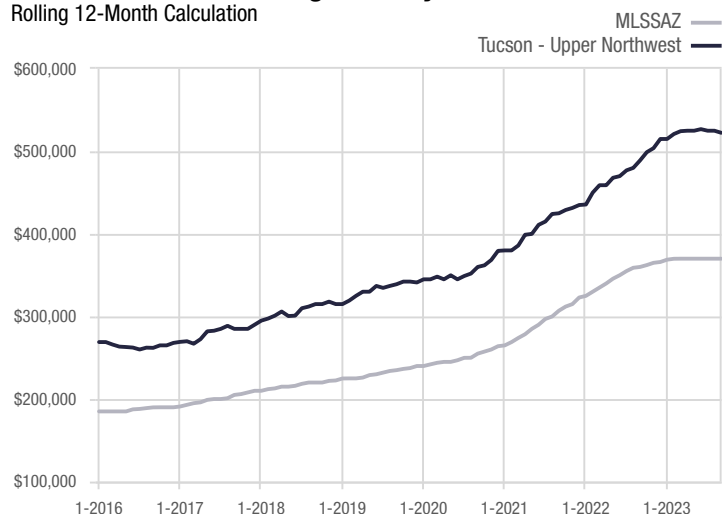
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	48	51	+ 6.3%	486	415	- 14.6%
Pending Sales	25	23	- 8.0%	383	305	- 20.4%
Closed Sales	33	34	+ 3.0%	395	298	- 24.6%
Days on Market Until Sale	29	35	+ 20.7%	22	42	+ 90.9%
Median Sales Price*	\$535,000	<b>\$527,000</b>	- 1.5%	\$504,000	<b>\$516,000</b>	+ 2.4%
Average Sales Price*	\$586,570	<b>\$535,968</b>	- 8.6%	\$551,394	<b>\$554,577</b>	+ 0.6%
Percent of List Price Received*	97.3%	<b>98.7%</b>	+ 1.4%	99.7%	<b>97.9%</b>	- 1.8%
Inventory of Homes for Sale	80	<b>103</b>	+ 28.8%	—	—	—
Months Supply of Inventory	1.9	<b>3.3</b>	+ 73.7%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	8	0	- 100.0%	41	38	- 7.3%
Pending Sales	3	4	+ 33.3%	26	38	+ 46.2%
Closed Sales	1	3	+ 200.0%	25	37	+ 48.0%
Days on Market Until Sale	0	199	—	13	69	+ 430.8%
Median Sales Price*	\$430,000	<b>\$366,000</b>	- 14.9%	\$439,950	<b>\$399,500</b>	- 9.2%
Average Sales Price*	\$430,000	<b>\$355,333</b>	- 17.4%	\$564,958	<b>\$411,455</b>	- 27.2%
Percent of List Price Received*	97.9%	<b>96.6%</b>	- 1.3%	99.4%	<b>98.0%</b>	- 1.4%
Inventory of Homes for Sale	12	7	- 41.7%	—	—	—
Months Supply of Inventory	4.4	<b>1.7</b>	- 61.4%	—	—	—

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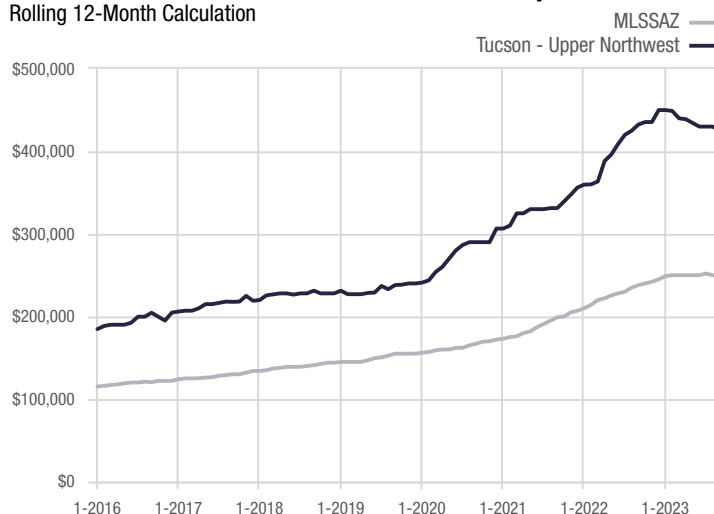
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Upper Southeast

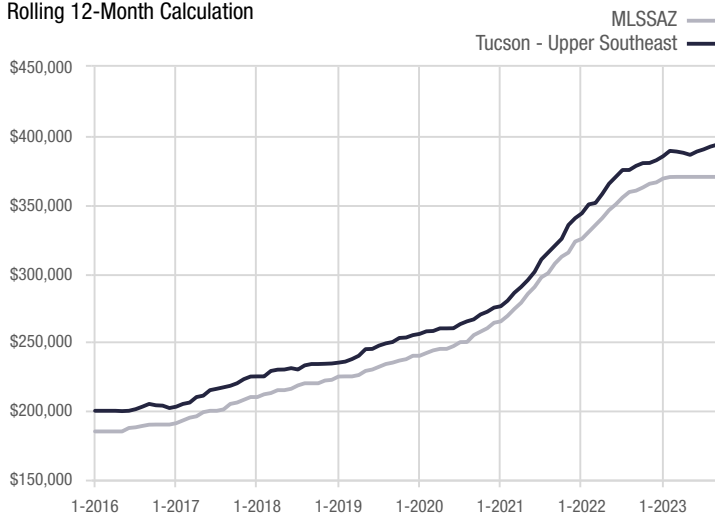
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	145	146	+ 0.7%	1,212	1,198	- 1.2%
Pending Sales	83	88	+ 6.0%	940	926	- 1.5%
Closed Sales	87	78	- 10.3%	931	873	- 6.2%
Days on Market Until Sale	33	41	+ 24.2%	24	58	+ 141.7%
Median Sales Price*	\$395,000	\$401,245	+ 1.6%	\$382,000	\$396,781	+ 3.9%
Average Sales Price*	\$421,859	\$419,974	- 0.4%	\$419,657	\$423,597	+ 0.9%
Percent of List Price Received*	98.8%	99.0%	+ 0.2%	100.5%	98.9%	- 1.6%
Inventory of Homes for Sale	290	365	+ 25.9%	—	—	—
Months Supply of Inventory	2.8	3.9	+ 39.3%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	0	2	—	5	6	+ 20.0%
Pending Sales	0	1	—	4	5	+ 25.0%
Closed Sales	1	0	- 100.0%	4	4	0.0%
Days on Market Until Sale	5	—	—	8	16	+ 100.0%
Median Sales Price*	\$300,000	—	—	\$307,250	\$307,500	+ 0.1%
Average Sales Price*	\$300,000	—	—	\$305,375	\$291,975	- 4.4%
Percent of List Price Received*	95.2%	—	—	98.6%	98.9%	+ 0.3%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	1.0	0.9	- 10.0%	—	—	—

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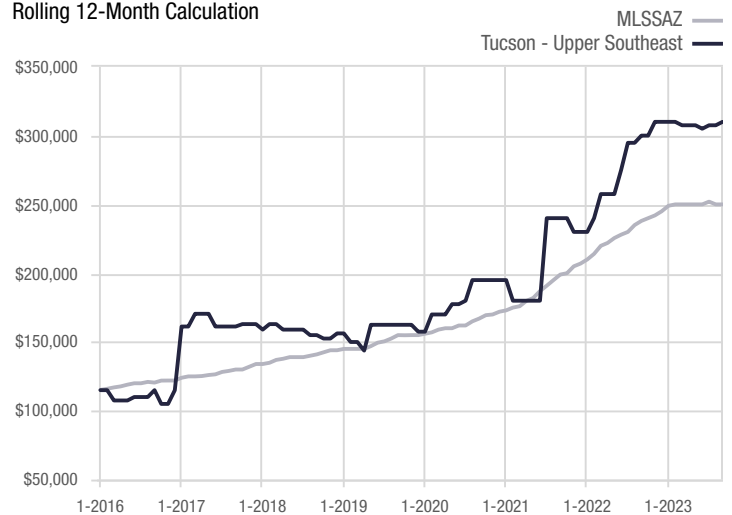
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – September 2023

A Research Tool Provided by Southern Arizona MLS.



## Tucson - West

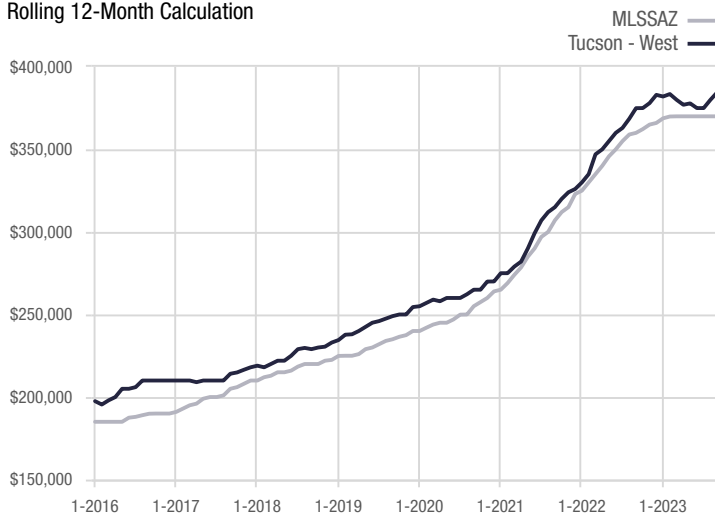
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	84	66	- 21.4%	899	682	- 24.1%
Pending Sales	45	63	+ 40.0%	697	574	- 17.6%
Closed Sales	72	43	- 40.3%	719	537	- 25.3%
Days on Market Until Sale	22	30	+ 36.4%	17	34	+ 100.0%
Median Sales Price*	\$380,000	<b>\$406,000</b>	+ 6.8%	\$385,000	<b>\$385,000</b>	0.0%
Average Sales Price*	\$425,533	<b>\$465,800</b>	+ 9.5%	\$442,620	<b>\$441,171</b>	- 0.3%
Percent of List Price Received*	98.8%	<b>99.1%</b>	+ 0.3%	100.8%	<b>98.8%</b>	- 2.0%
Inventory of Homes for Sale	156	97	- 37.8%	—	—	—
Months Supply of Inventory	2.0	1.7	- 15.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	11	7	- 36.4%	130	81	- 37.7%
Pending Sales	10	7	- 30.0%	105	84	- 20.0%
Closed Sales	10	8	- 20.0%	112	84	- 25.0%
Days on Market Until Sale	46	24	- 47.8%	14	30	+ 114.3%
Median Sales Price*	\$238,500	<b>\$244,630</b>	+ 2.6%	\$210,500	<b>\$220,000</b>	+ 4.5%
Average Sales Price*	\$234,629	<b>\$228,658</b>	- 2.5%	\$207,748	<b>\$215,730</b>	+ 3.8%
Percent of List Price Received*	96.4%	<b>98.7%</b>	+ 2.4%	100.6%	<b>98.8%</b>	- 1.8%
Inventory of Homes for Sale	18	8	- 55.6%	—	—	—
Months Supply of Inventory	1.5	0.9	- 40.0%	—	—	—

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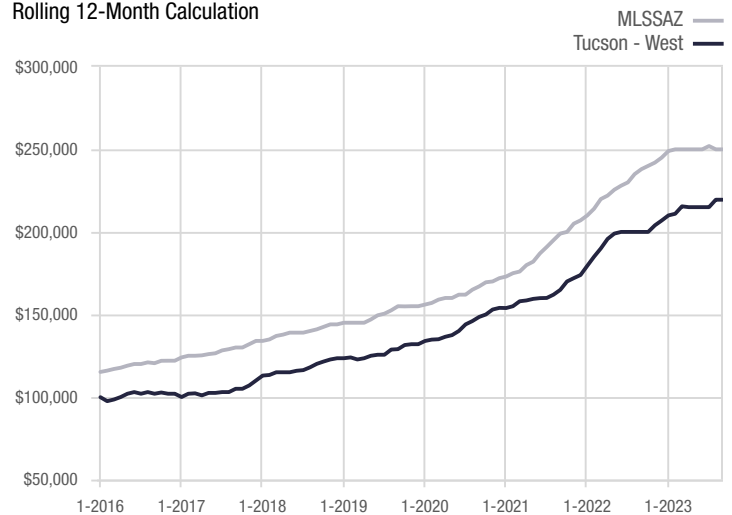
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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