

Monthly Indicators



May 2021

As the weather warms and pandemic restrictions ease across much of the country, the U.S. housing market shows little sign of cooling. Robust buyer demand, fueled by low mortgage rates, continues to outpace supply, which remains near historic lows. Nationwide, inventory remains much lower than it was at this time last year, and sales prices are surging as a result.

New Listings increased 6.4 percent for Single Family and 1.4 percent for Townhouse/Condo. Pending Sales increased 7.0 percent for Single Family and 25.5 percent for Townhouse/Condo. Inventory decreased 60.5 percent for Single Family and 68.2 percent for Townhouse/Condo.

Median Sales Price increased 29.2 percent to \$320,500 for Single Family and 28.8 percent to \$206,000 for Townhouse/Condo. Days on Market decreased 54.5 percent for Single Family and 57.7 percent for Townhouse/Condo. Months Supply of Inventory decreased 68.4 percent for Single Family and 72.2 percent for Townhouse/Condo.

With such limited supply of existing homes to purchase, all eyes are on home builders to provide a much-needed boost of inventory to the market to help meet buyer demand. However, increasing material and labor costs, along with supply chain challenges, have contributed to significantly higher construction costs, with builders passing these costs on to homebuyers. And while the warmer temperatures, rising sales prices, and the reopening of the economy may draw more sellers to the market, historically low levels of homes for sale are likely to continue for some time.

Quick Facts

+ 19.1%

Change in
Closed Sales
All Properties

+ 28.2%

Change in
Median Sales Price
All Properties

- 61.5%

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
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Key Metrics	Historical Sparkbars	5-2020	5-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,508	1,605	+ 6.4%	8,330	8,348	+ 0.2%
Pending Sales		1,578	1,689	+ 7.0%	7,015	8,095	+ 15.4%
Closed Sales		1,265	1,424	+ 12.6%	6,256	7,210	+ 15.2%
Days on Market Until Sale		33	15	- 54.5%	39	22	- 43.6%
Median Sales Price		\$248,000	\$320,500	+ 29.2%	\$250,000	\$305,000	+ 22.0%
Average Sales Price		\$290,098	\$406,289	+ 40.1%	\$297,656	\$378,190	+ 27.1%
Percent of List Price Received		98.6%	101.7%	+ 3.1%	98.5%	100.5%	+ 2.0%
Housing Affordability Index		129	101	- 21.7%	128	106	- 17.2%
Inventory of Homes for Sale		2,532	1,001	- 60.5%	—	—	—
Months Supply of Inventory		1.9	0.6	- 68.4%	—	—	—

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	5-2020	5-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		289	293	+ 1.4%	1,478	1,541	+ 4.3%
Pending Sales		275	345	+ 25.5%	1,176	1,544	+ 31.3%
Closed Sales		183	301	+ 64.5%	1,061	1,387	+ 30.7%
Days on Market Until Sale		26	11	- 57.7%	27	18	- 33.3%
Median Sales Price		\$160,000	\$206,000	+ 28.8%	\$168,000	\$196,000	+ 16.7%
Average Sales Price		\$184,023	\$222,405	+ 20.9%	\$185,792	\$211,906	+ 14.1%
Percent of List Price Received		98.1%	101.3%	+ 3.3%	98.4%	100.4%	+ 2.0%
Housing Affordability Index		199	157	- 21.1%	190	165	- 13.2%
Inventory of Homes for Sale		396	126	- 68.2%	—	—	—
Months Supply of Inventory		1.8	0.5	- 72.2%	—	—	—

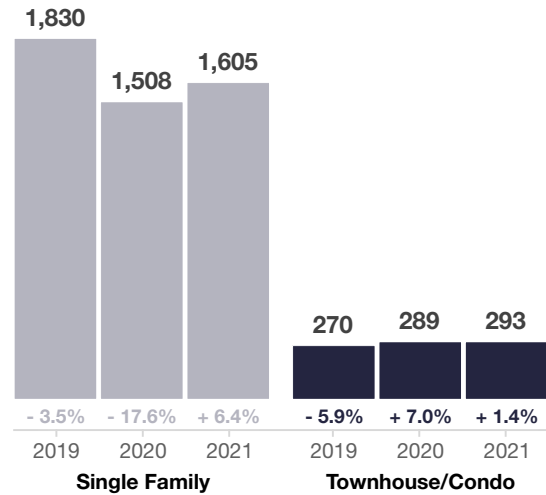
New Listings

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

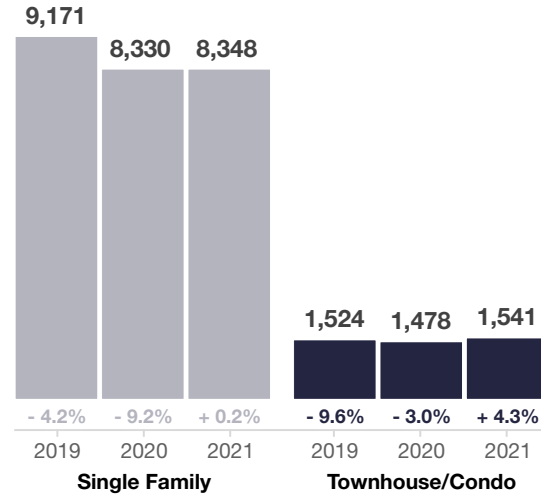


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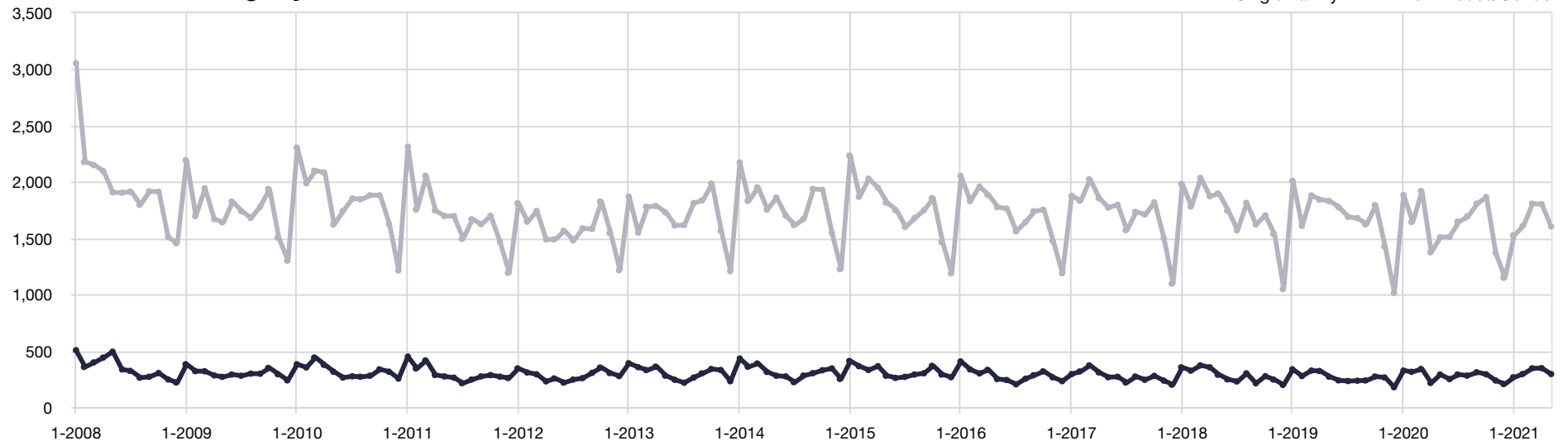


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
6-2020	1,512	- 14.9%	248	+ 4.6%
7-2020	1,647	- 2.5%	289	+ 25.1%
8-2020	1,692	+ 0.8%	279	+ 19.2%
9-2020	1,807	+ 11.3%	309	+ 30.9%
10-2020	1,865	+ 4.0%	291	+ 7.4%
11-2020	1,368	- 4.1%	236	- 10.3%
12-2020	1,148	+ 13.3%	204	+ 15.9%
1-2021	1,525	- 19.0%	264	- 18.5%
2-2021	1,609	- 2.2%	294	- 6.1%
3-2021	1,807	- 5.8%	344	+ 1.8%
4-2021	1,802	+ 31.1%	346	+ 61.7%
5-2021	1,605	+ 6.4%	293	+ 1.4%
12-Month Avg	1,616	+ 0.3%	283	+ 8.4%

Historical New Listings by Month



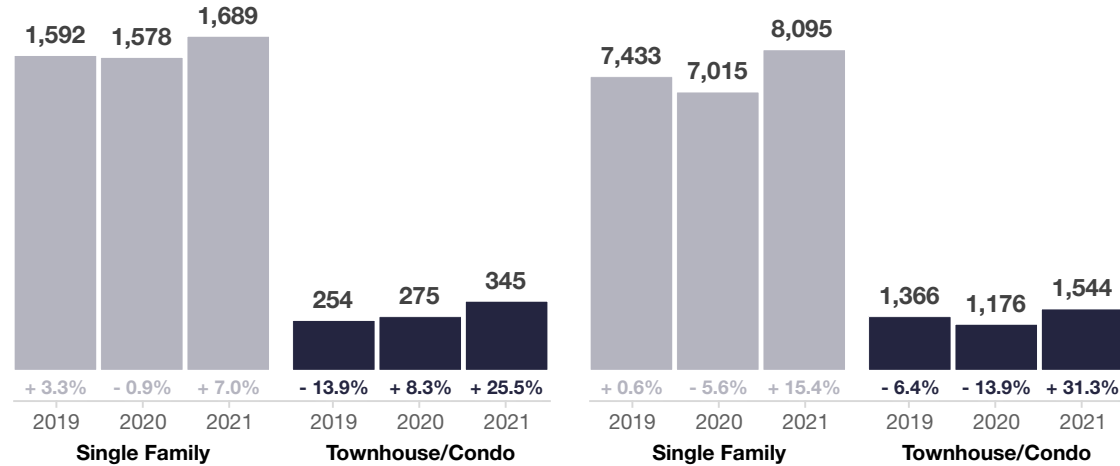
Pending Sales

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

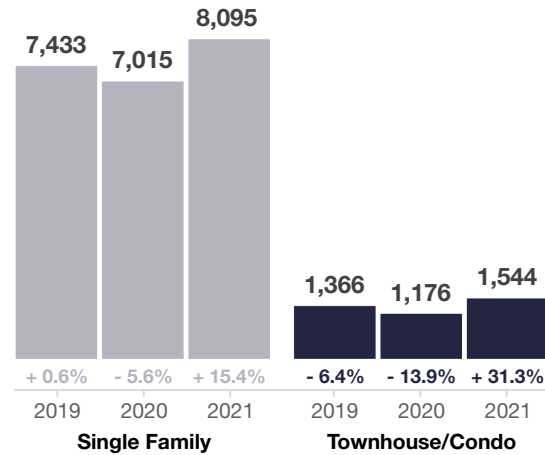


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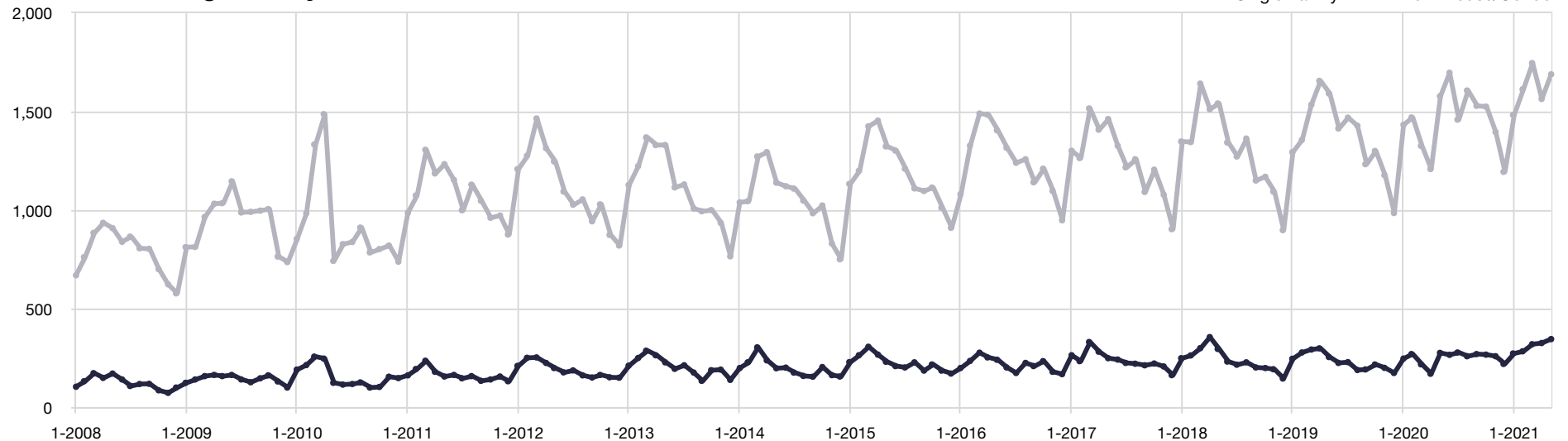


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
6-2020	1,697	+ 20.0%	265	+ 18.3%
7-2020	1,459	- 0.7%	277	+ 21.5%
8-2020	1,607	+ 12.5%	258	+ 37.2%
9-2020	1,529	+ 24.0%	269	+ 40.8%
10-2020	1,525	+ 17.3%	266	+ 23.1%
11-2020	1,396	+ 18.6%	258	+ 29.6%
12-2020	1,194	+ 21.2%	219	+ 26.6%
1-2021	1,483	+ 3.5%	272	+ 10.6%
2-2021	1,613	+ 9.7%	283	+ 5.2%
3-2021	1,746	+ 31.7%	319	+ 47.0%
4-2021	1,564	+ 29.5%	325	+ 92.3%
5-2021	1,689	+ 7.0%	345	+ 25.5%
12-Month Avg	1,542	+ 15.5%	280	+ 29.6%

Historical Pending Sales by Month



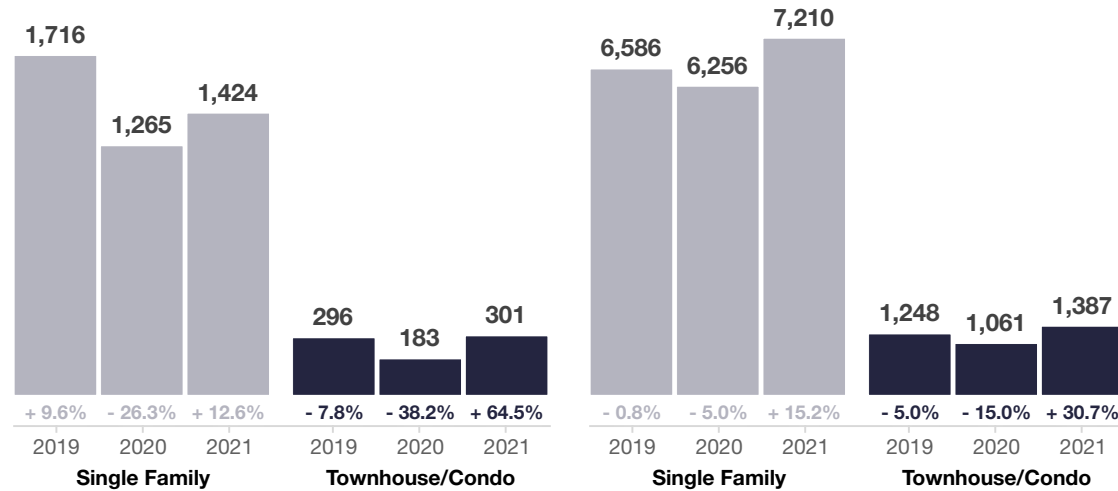
Closed Sales

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

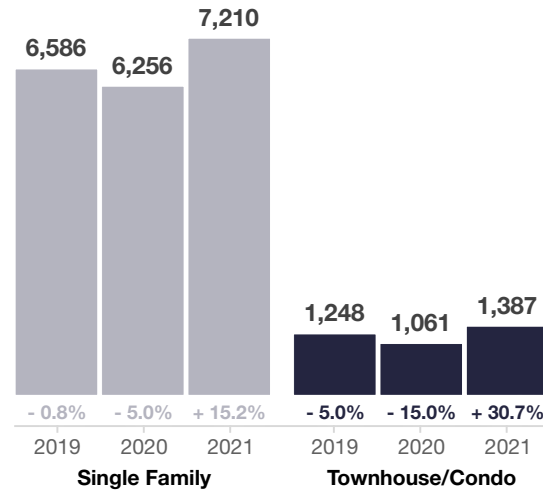


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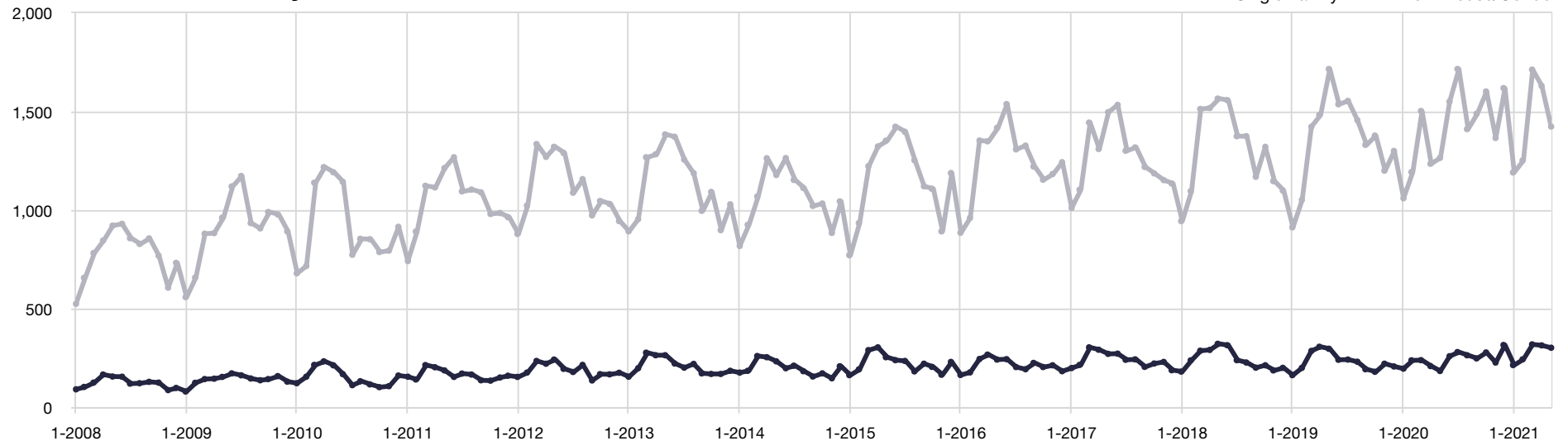


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
6-2020	1,551	+ 0.9%	258	+ 7.5%
7-2020	1,716	+ 10.4%	279	+ 15.8%
8-2020	1,411	- 3.1%	263	+ 14.3%
9-2020	1,489	+ 11.9%	247	+ 28.6%
10-2020	1,602	+ 16.3%	277	+ 54.7%
11-2020	1,366	+ 13.8%	226	+ 2.7%
12-2020	1,619	+ 24.5%	315	+ 52.9%
1-2021	1,191	+ 12.4%	213	+ 9.2%
2-2021	1,252	+ 4.9%	242	+ 2.1%
3-2021	1,713	+ 14.0%	318	+ 33.6%
4-2021	1,630	+ 32.0%	313	+ 50.5%
5-2021	1,424	+ 12.6%	301	+ 64.5%
12-Month Avg	1,497	+ 12.2%	271	+ 26.6%

Historical Closed Sales by Month



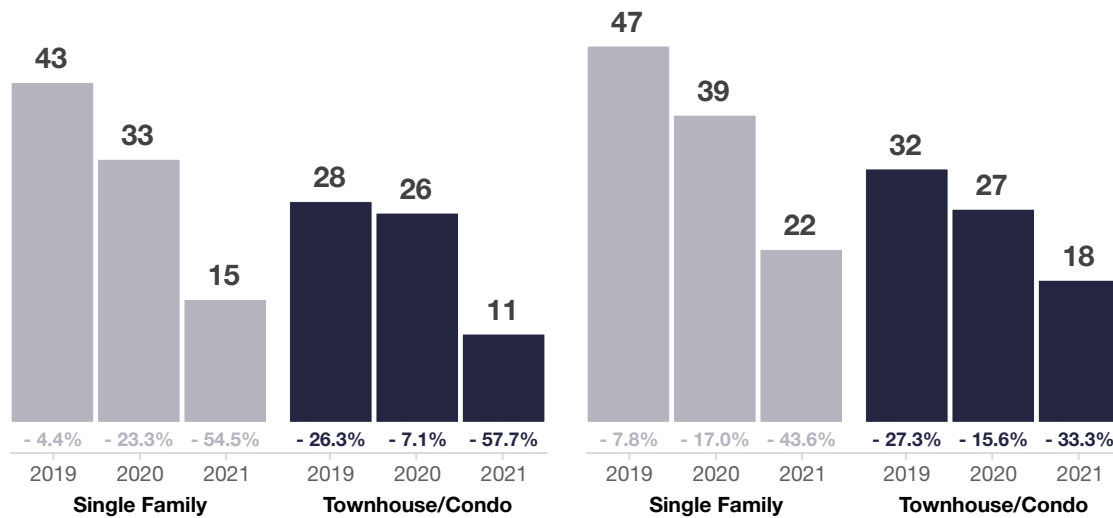
Days on Market Until Sale

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

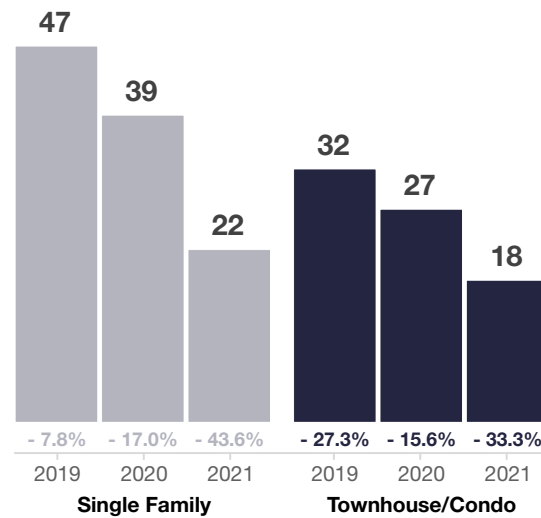


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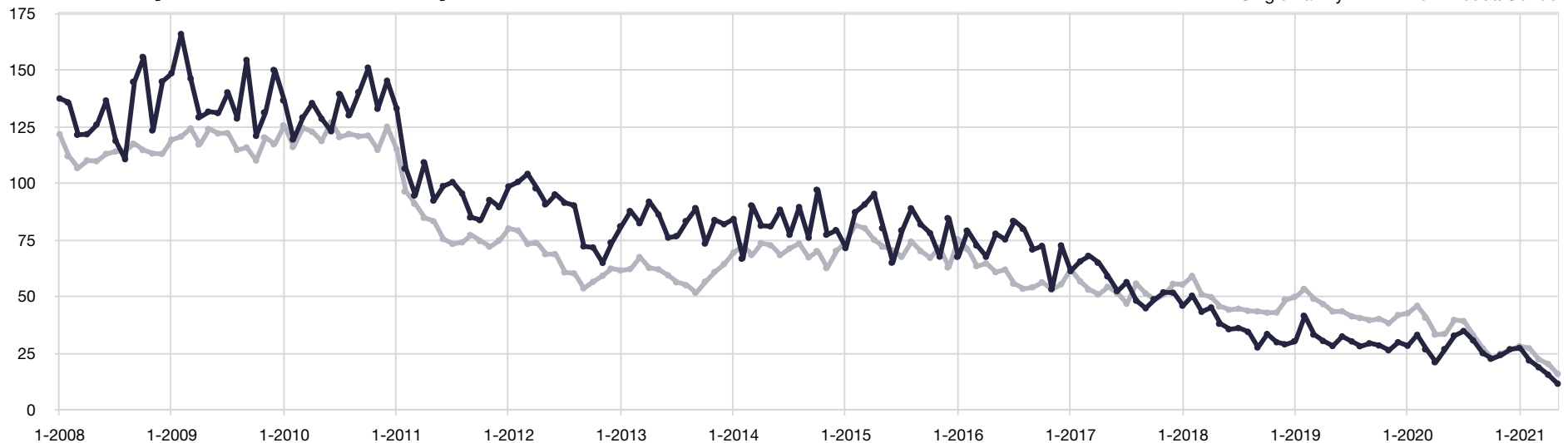
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
6-2020	39	- 9.3%	32	0.0%
7-2020	39	- 4.9%	34	+ 13.3%
8-2020	33	- 17.5%	30	+ 7.1%
9-2020	27	- 30.8%	25	- 13.8%
10-2020	22	- 45.0%	22	- 21.4%
11-2020	24	- 36.8%	24	- 7.7%
12-2020	26	- 38.1%	26	- 10.3%
1-2021	28	- 33.3%	27	- 3.6%
2-2021	27	- 41.3%	21	- 36.4%
3-2021	22	- 45.0%	18	- 30.8%
4-2021	20	- 39.4%	15	- 28.6%
5-2021	15	- 54.5%	11	- 57.7%
12-Month Avg*	27	- 32.3%	24	- 16.1%

* Days on Market for all properties from June 2020 through May 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



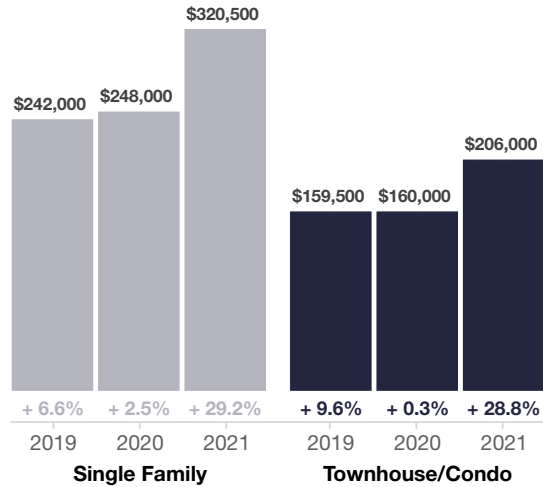
Median Sales Price

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

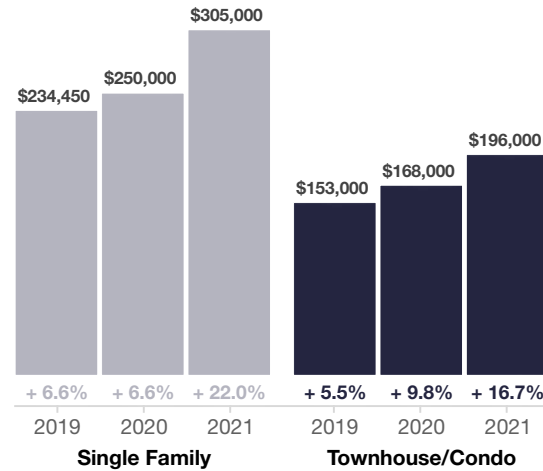


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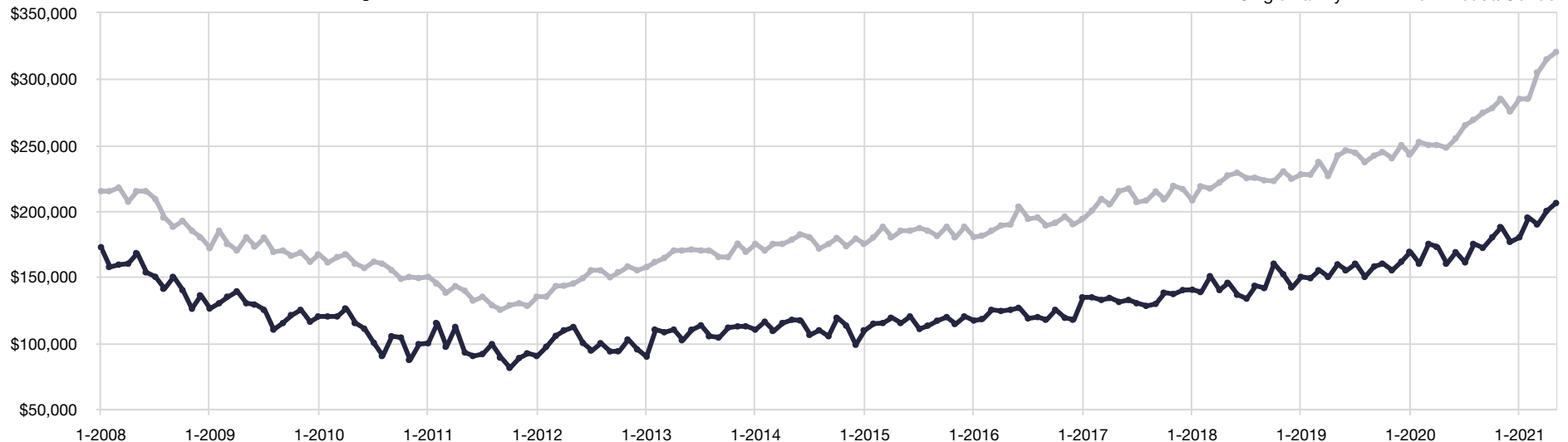
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
6-2020	\$255,000	+ 3.7%	\$168,700	+ 8.9%
7-2020	\$265,000	+ 8.6%	\$161,000	+ 0.6%
8-2020	\$269,050	+ 13.5%	\$175,000	+ 16.7%
9-2020	\$274,500	+ 13.4%	\$172,000	+ 8.9%
10-2020	\$277,990	+ 13.6%	\$180,000	+ 12.5%
11-2020	\$285,000	+ 18.8%	\$187,750	+ 21.1%
12-2020	\$275,450	+ 10.2%	\$176,560	+ 9.3%
1-2021	\$285,000	+ 17.4%	\$180,000	+ 6.5%
2-2021	\$285,000	+ 13.0%	\$194,950	+ 21.8%
3-2021	\$305,000	+ 22.0%	\$189,750	+ 8.4%
4-2021	\$315,000	+ 26.0%	\$200,000	+ 15.8%
5-2021	\$320,500	+ 29.2%	\$206,000	+ 28.8%
12-Month Avg*	\$285,000	+ 16.3%	\$182,000	+ 13.8%

* Median Sales Price for all properties from June 2020 through May 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month



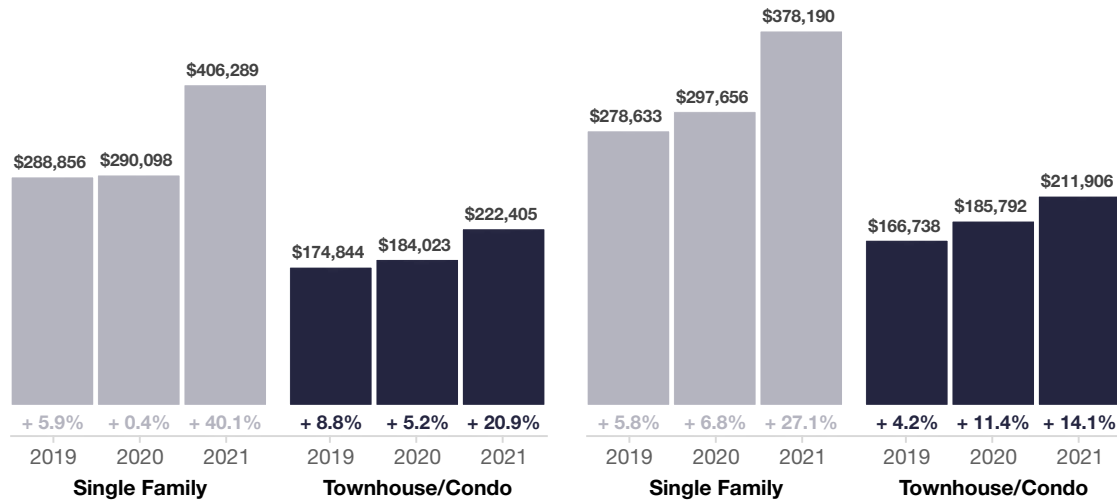
Average Sales Price

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

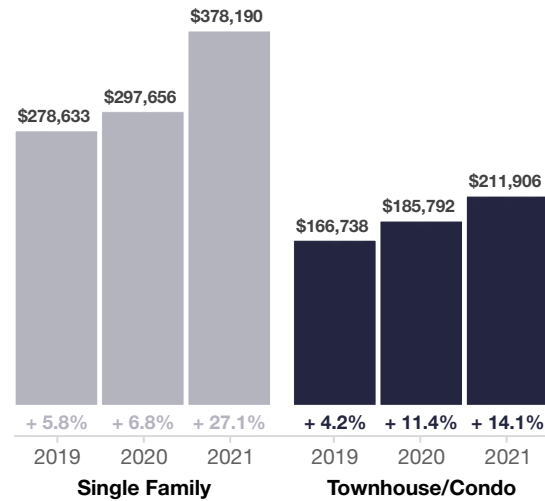


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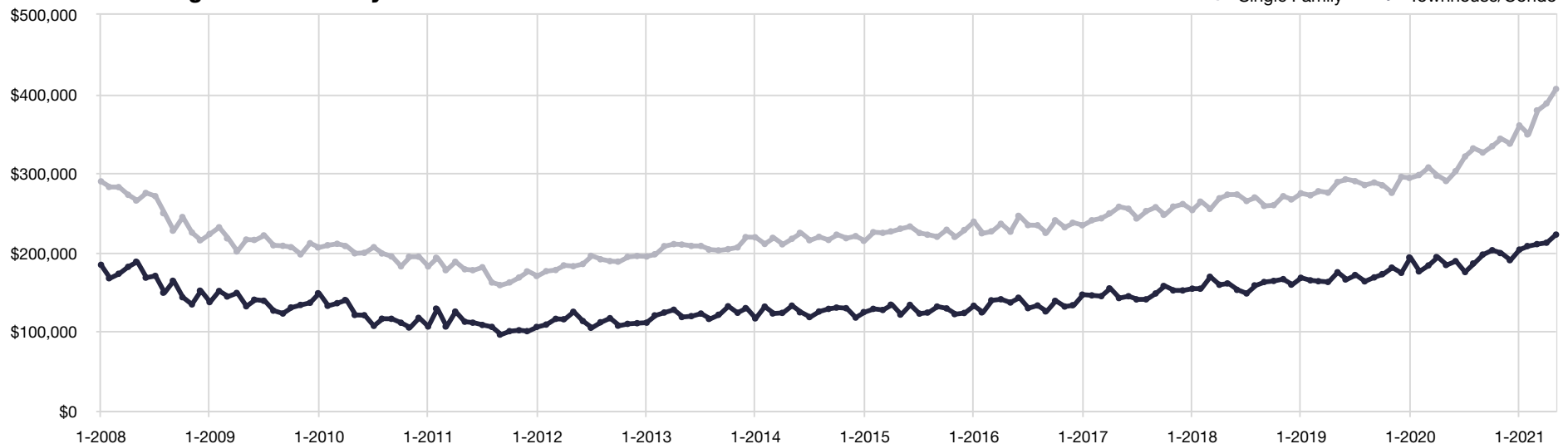
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
6-2020	\$302,545	+ 3.5%	\$188,897	+ 14.0%
7-2020	\$321,054	+ 10.7%	\$175,128	+ 2.2%
8-2020	\$331,240	+ 16.3%	\$185,949	+ 13.8%
9-2020	\$326,073	+ 13.2%	\$197,181	+ 17.1%
10-2020	\$334,071	+ 17.3%	\$202,711	+ 17.5%
11-2020	\$343,466	+ 24.8%	\$199,078	+ 10.2%
12-2020	\$337,263	+ 14.2%	\$190,111	+ 9.2%
1-2021	\$360,235	+ 22.5%	\$203,437	+ 5.1%
2-2021	\$348,937	+ 17.2%	\$207,946	+ 18.2%
3-2021	\$379,273	+ 23.5%	\$210,386	+ 14.7%
4-2021	\$388,094	+ 30.7%	\$212,180	+ 9.4%
5-2021	\$406,289	+ 40.1%	\$222,405	+ 20.9%
12-Month Avg*	\$347,931	+ 19.4%	\$199,922	+ 13.0%

* Avg. Sales Price for all properties from June 2020 through May 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Percent of List Price Received

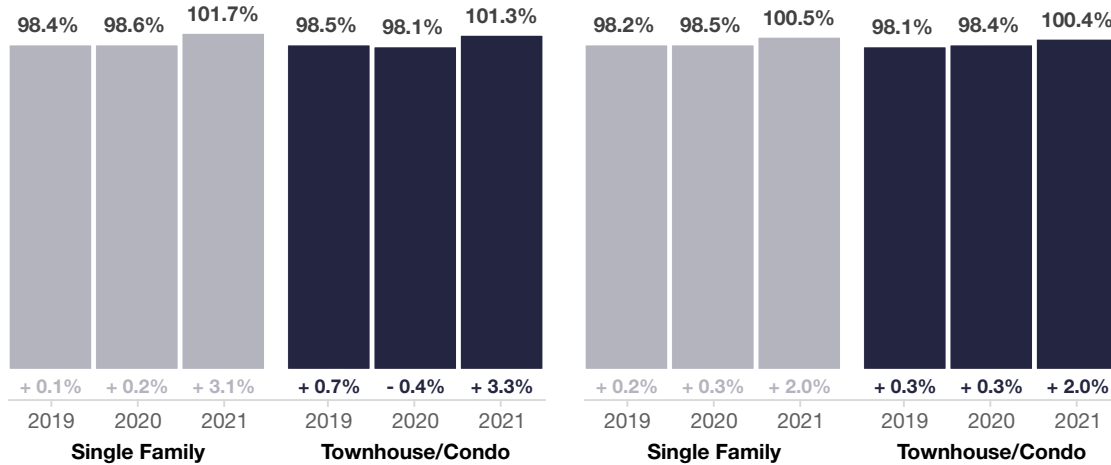
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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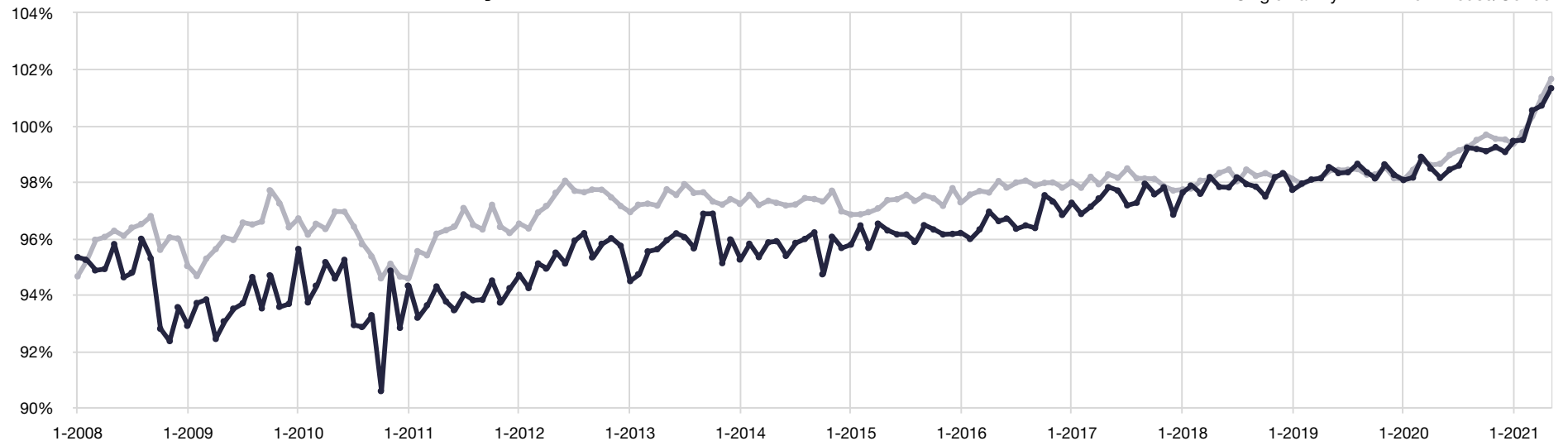
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
6-2020	99.0%	+ 0.6%	98.4%	+ 0.1%
7-2020	99.1%	+ 0.7%	98.6%	+ 0.3%
8-2020	99.3%	+ 0.8%	99.2%	+ 0.6%
9-2020	99.5%	+ 1.2%	99.2%	+ 0.9%
10-2020	99.7%	+ 1.4%	99.1%	+ 1.0%
11-2020	99.5%	+ 1.0%	99.2%	+ 0.6%
12-2020	99.5%	+ 1.4%	99.1%	+ 0.8%
1-2021	99.3%	+ 1.2%	99.5%	+ 1.4%
2-2021	99.8%	+ 1.4%	99.5%	+ 1.3%
3-2021	100.3%	+ 1.6%	100.5%	+ 1.6%
4-2021	101.0%	+ 2.4%	100.7%	+ 2.2%
5-2021	101.7%	+ 3.1%	101.3%	+ 3.3%
12-Month Avg*	99.8%	+ 1.4%	99.6%	+ 1.2%

* Pct. of List Price Received for all properties from June 2020 through May 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



Housing Affordability Index

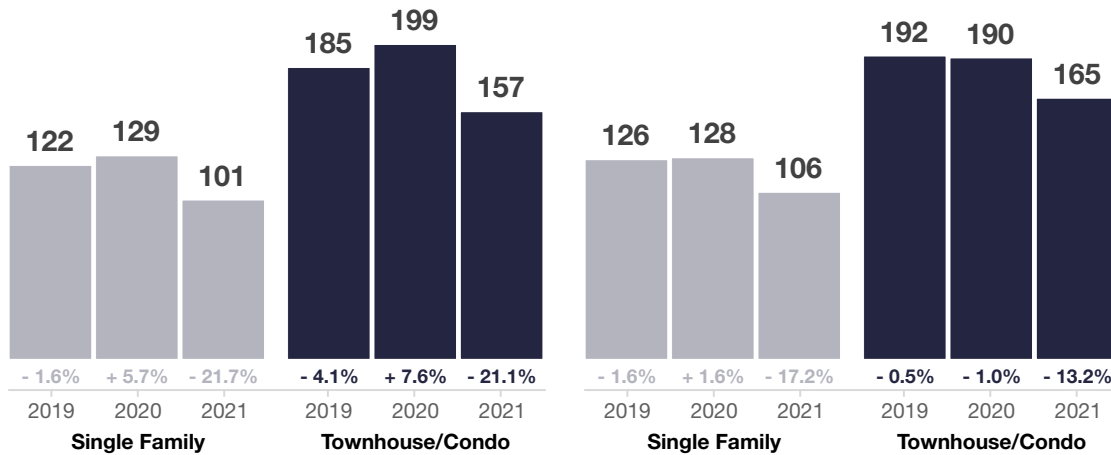
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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May

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
6-2020	126	+ 2.4%	190	- 2.6%
7-2020	123	- 0.8%	202	+ 6.9%
8-2020	122	- 6.2%	187	- 8.8%
9-2020	120	- 5.5%	192	- 1.5%
10-2020	119	- 4.8%	184	- 3.7%
11-2020	117	- 7.9%	178	- 9.6%
12-2020	122	0.0%	190	+ 1.1%
1-2021	117	- 7.9%	186	+ 2.2%
2-2021	116	- 5.7%	170	- 12.8%
3-2021	106	- 15.2%	170	- 4.5%
4-2021	103	- 18.9%	162	- 11.5%
5-2021	101	- 21.7%	157	- 21.1%
12-Month Avg	116	- 7.9%	181	- 5.2%

Historical Housing Affordability Index by Month



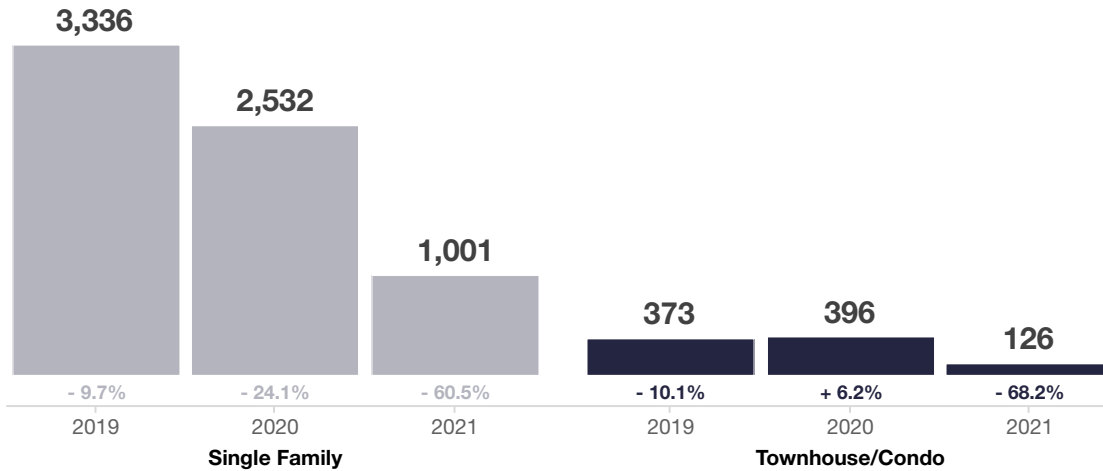
Inventory of Homes for Sale

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



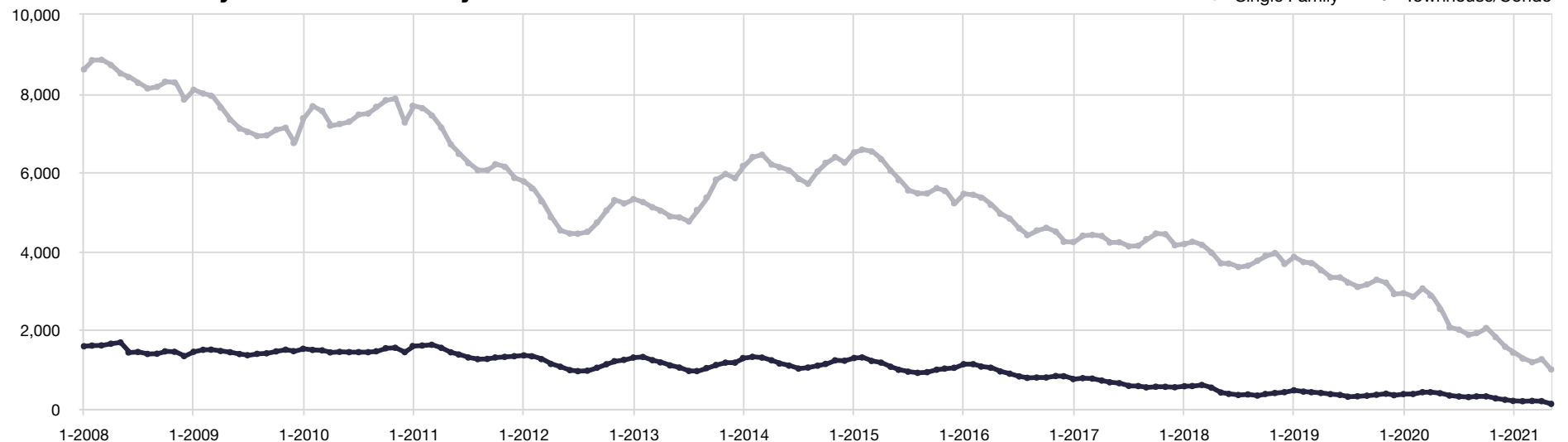
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May



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
6-2020	2,068	- 38.0%	337	- 4.5%
7-2020	2,008	- 37.3%	314	+ 1.9%
8-2020	1,879	- 39.2%	299	- 6.3%
9-2020	1,924	- 39.1%	316	- 5.4%
10-2020	2,050	- 37.4%	317	- 11.2%
11-2020	1,819	- 43.2%	266	- 30.7%
12-2020	1,576	- 45.9%	230	- 33.7%
1-2021	1,426	- 51.4%	202	- 46.1%
2-2021	1,278	- 55.1%	194	- 48.5%
3-2021	1,184	- 61.3%	201	- 52.5%
4-2021	1,260	- 56.1%	195	- 53.8%
5-2021	1,001	- 60.5%	126	- 68.2%
12-Month Avg	1,623	- 46.5%	250	- 31.7%

Historical Inventory of Homes for Sale by Month



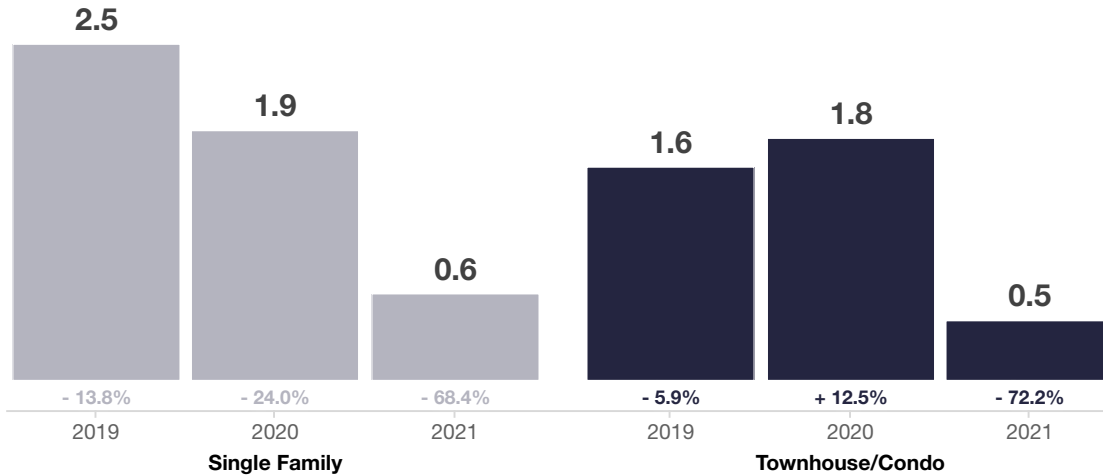
Months Supply of Inventory

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.



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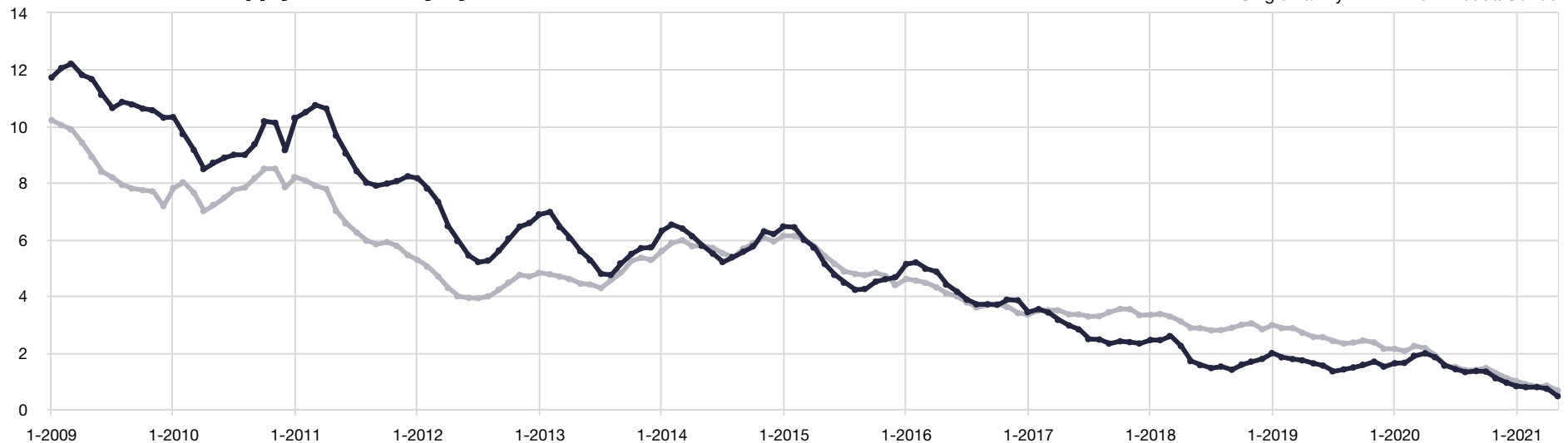
May



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
6-2020	1.5	- 40.0%	1.5	0.0%
7-2020	1.5	- 37.5%	1.4	+ 7.7%
8-2020	1.4	- 39.1%	1.3	- 7.1%
9-2020	1.4	- 39.1%	1.3	- 13.3%
10-2020	1.4	- 41.7%	1.3	- 18.8%
11-2020	1.3	- 43.5%	1.1	- 35.3%
12-2020	1.1	- 47.6%	0.9	- 40.0%
1-2021	1.0	- 52.4%	0.8	- 50.0%
2-2021	0.9	- 55.0%	0.8	- 50.0%
3-2021	0.8	- 63.6%	0.8	- 57.9%
4-2021	0.8	- 63.6%	0.7	- 65.0%
5-2021	0.6	- 68.4%	0.5	- 72.2%
12-Month Avg*	1.1	- 49.3%	1.0	- 35.9%

* Months Supply for all properties from June 2020 through May 2021. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

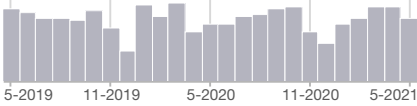
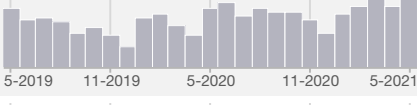
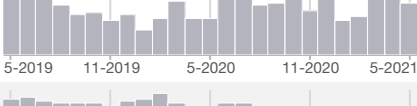
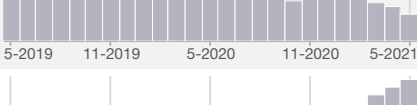
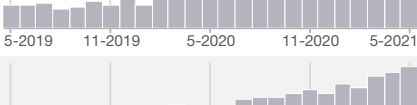

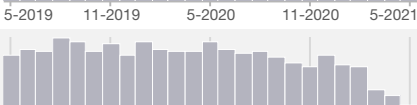
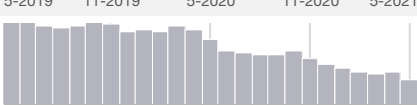
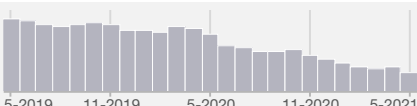



All Residential Properties Market Overview

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	5-2020	5-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,797	1,898	+ 5.6%	9,808	9,889	+ 0.8%
Pending Sales		1,853	2,034	+ 9.8%	8,191	9,639	+ 17.7%
Closed Sales		1,448	1,725	+ 19.1%	7,317	8,597	+ 17.5%
Days on Market Until Sale		32	15	- 53.1%	37	21	- 43.2%
Median Sales Price		\$238,000	\$305,000	+ 28.2%	\$239,500	\$285,000	+ 19.0%
Average Sales Price		\$276,692	\$374,202	+ 35.2%	\$281,433	\$351,359	+ 24.8%
Percent of List Price Received		98.6%	101.6%	+ 3.0%	98.5%	100.5%	+ 2.0%
Housing Affordability Index		134	106	- 20.9%	133	114	- 14.3%
Inventory of Homes for Sale		2,928	1,127	- 61.5%	—	—	—
Months Supply of Inventory		1.9	0.6	- 68.4%	—	—	—

Local Market Update – May 2021

A Research Tool Provided by Southern Arizona MLS.

Cochise

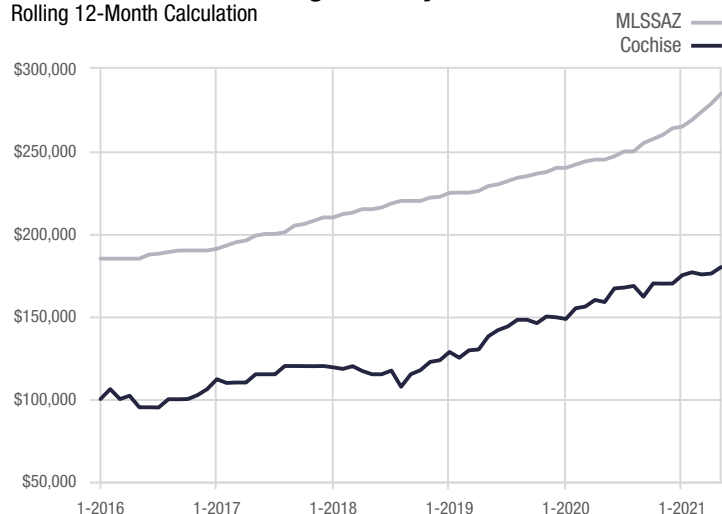
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	31	42	+ 35.5%	160	157	- 1.9%
Pending Sales	21	37	+ 76.2%	128	138	+ 7.8%
Closed Sales	22	13	- 40.9%	116	115	- 0.9%
Days on Market Until Sale	147	69	- 53.1%	96	68	- 29.2%
Median Sales Price*	\$139,000	\$187,000	+ 34.5%	\$151,500	\$187,000	+ 23.4%
Average Sales Price*	\$161,523	\$212,262	+ 31.4%	\$174,423	\$228,799	+ 31.2%
Percent of List Price Received*	94.2%	96.1%	+ 2.0%	95.4%	96.3%	+ 0.9%
Inventory of Homes for Sale	121	63	- 47.9%	—	—	—
Months Supply of Inventory	4.8	2.2	- 54.2%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	0	0.0%	2	4	+ 100.0%
Pending Sales	0	0	0.0%	2	5	+ 150.0%
Closed Sales	1	0	- 100.0%	2	7	+ 250.0%
Days on Market Until Sale	6	—	—	4	16	+ 300.0%
Median Sales Price*	\$157,900	—	—	\$158,950	\$123,000	- 22.6%
Average Sales Price*	\$157,900	—	—	\$158,950	\$118,343	- 25.5%
Percent of List Price Received*	98.7%	—	—	99.4%	100.8%	+ 1.4%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	0.6	0.6	0.0%	—	—	—

* 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.

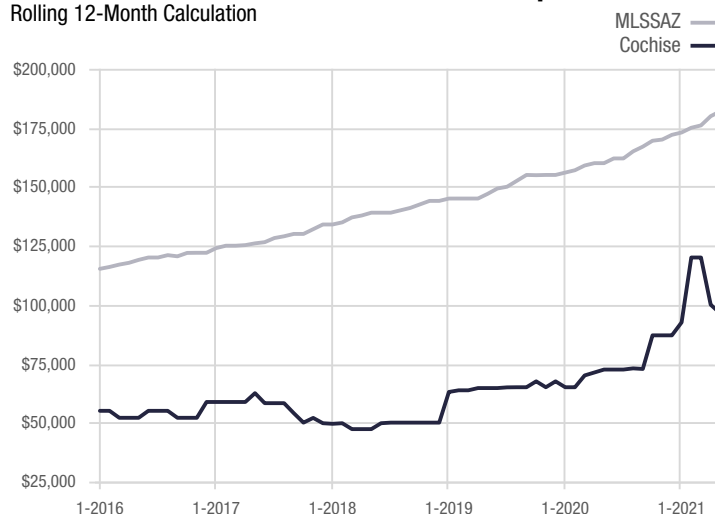
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

A Research Tool Provided by Southern Arizona MLS.

Cochise County

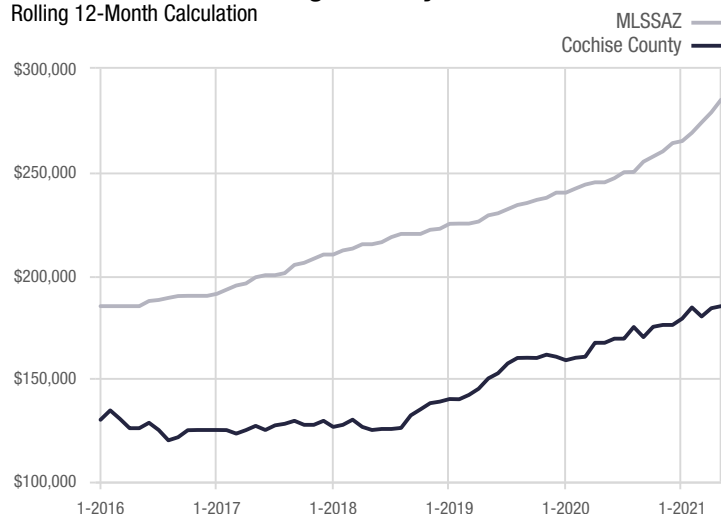
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	42	54	+ 28.6%	213	236	+ 10.8%
Pending Sales	31	53	+ 71.0%	168	202	+ 20.2%
Closed Sales	32	24	- 25.0%	149	173	+ 16.1%
Days on Market Until Sale	126	54	- 57.1%	89	60	- 32.6%
Median Sales Price*	\$143,000	\$191,000	+ 33.6%	\$168,000	\$195,000	+ 16.1%
Average Sales Price*	\$172,013	\$213,267	+ 24.0%	\$176,964	\$222,561	+ 25.8%
Percent of List Price Received*	95.8%	95.7%	- 0.1%	95.7%	96.9%	+ 1.3%
Inventory of Homes for Sale	152	84	- 44.7%	—	—	—
Months Supply of Inventory	4.5	2.1	- 53.3%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	1	0	- 100.0%	4	4	0.0%
Pending Sales	0	0	0.0%	3	5	+ 66.7%
Closed Sales	1	0	- 100.0%	3	7	+ 133.3%
Days on Market Until Sale	6	—	—	12	16	+ 33.3%
Median Sales Price*	\$157,900	—	—	\$157,900	\$123,000	- 22.1%
Average Sales Price*	\$157,900	—	—	\$146,300	\$118,343	- 19.1%
Percent of List Price Received*	98.7%	—	—	98.3%	100.8%	+ 2.5%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.0	0.6	- 40.0%	—	—	—

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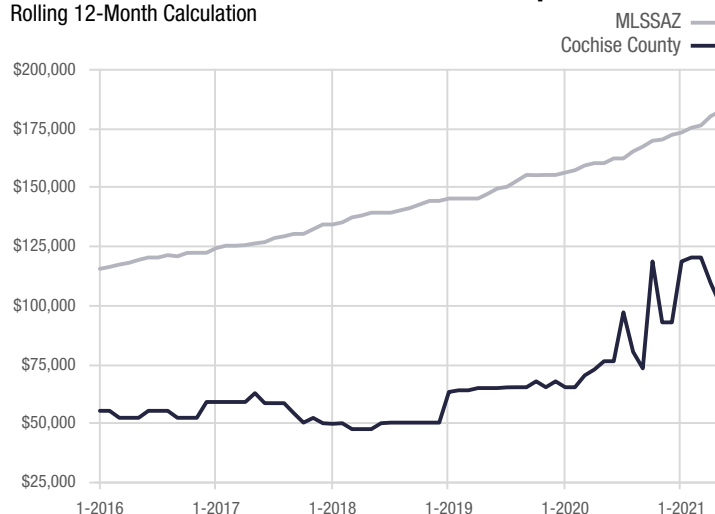
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - North

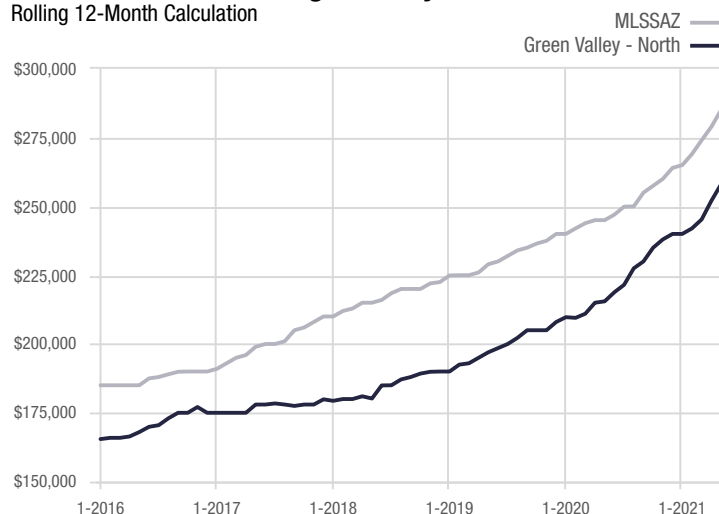
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	65	73	+ 12.3%	309	346	+ 12.0%
Pending Sales	79	75	- 5.1%	278	355	+ 27.7%
Closed Sales	50	59	+ 18.0%	232	312	+ 34.5%
Days on Market Until Sale	23	24	+ 4.3%	33	21	- 36.4%
Median Sales Price*	\$224,000	\$295,000	+ 31.7%	\$220,000	\$281,400	+ 27.9%
Average Sales Price*	\$239,383	\$304,344	+ 27.1%	\$241,175	\$287,842	+ 19.3%
Percent of List Price Received*	99.7%	101.9%	+ 2.2%	99.3%	100.6%	+ 1.3%
Inventory of Homes for Sale	76	35	- 53.9%	—	—	—
Months Supply of Inventory	1.4	0.5	- 64.3%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	1	1	0.0%	5	3	- 40.0%
Pending Sales	0	1	—	4	3	- 25.0%
Closed Sales	0	0	0.0%	5	2	- 60.0%
Days on Market Until Sale	—	—	—	24	1	- 95.8%
Median Sales Price*	—	—	—	\$150,000	\$199,750	+ 33.2%
Average Sales Price*	—	—	—	\$156,280	\$199,750	+ 27.8%
Percent of List Price Received*	—	—	—	99.5%	99.9%	+ 0.4%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	0.9	—	—	—	—	—

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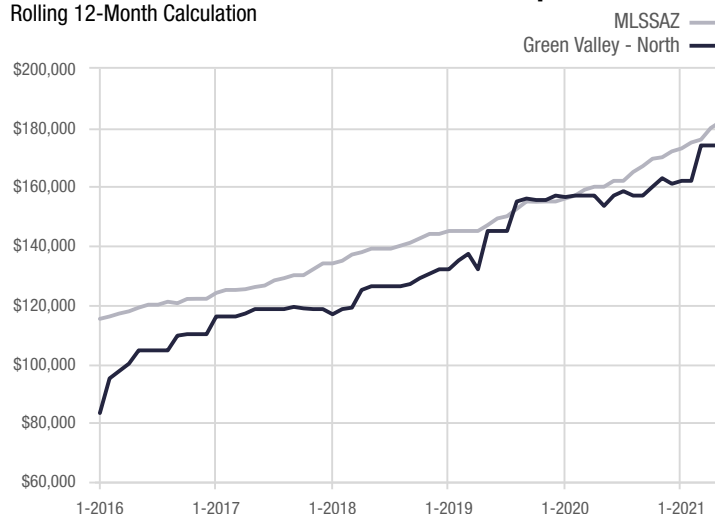
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Northeast

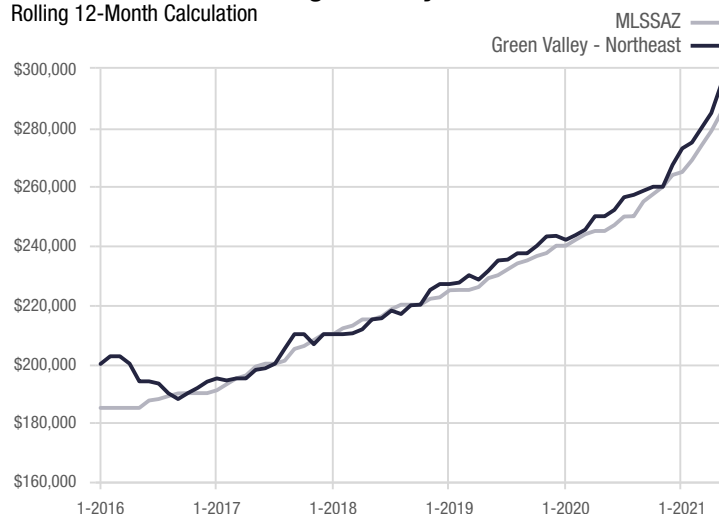
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	36	29	- 19.4%	214	220	+ 2.8%
Pending Sales	42	39	- 7.1%	175	214	+ 22.3%
Closed Sales	34	32	- 5.9%	151	202	+ 33.8%
Days on Market Until Sale	22	11	- 50.0%	30	15	- 50.0%
Median Sales Price*	\$245,000	\$337,000	+ 37.6%	\$250,000	\$316,000	+ 26.4%
Average Sales Price*	\$266,889	\$354,956	+ 33.0%	\$286,758	\$341,609	+ 19.1%
Percent of List Price Received*	99.2%	99.9%	+ 0.7%	98.9%	99.6%	+ 0.7%
Inventory of Homes for Sale	55	16	- 70.9%	—	—	—
Months Supply of Inventory	1.7	0.4	- 76.5%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	1	3	+ 200.0%	22	23	+ 4.5%
Pending Sales	2	3	+ 50.0%	11	22	+ 100.0%
Closed Sales	2	5	+ 150.0%	10	23	+ 130.0%
Days on Market Until Sale	22	25	+ 13.6%	16	15	- 6.3%
Median Sales Price*	\$216,000	\$259,900	+ 20.3%	\$189,000	\$252,000	+ 33.3%
Average Sales Price*	\$216,000	\$263,280	+ 21.9%	\$206,630	\$244,493	+ 18.3%
Percent of List Price Received*	104.5%	99.8%	- 4.5%	100.6%	100.2%	- 0.4%
Inventory of Homes for Sale	5	2	- 60.0%	—	—	—
Months Supply of Inventory	1.6	0.5	- 68.8%	—	—	—

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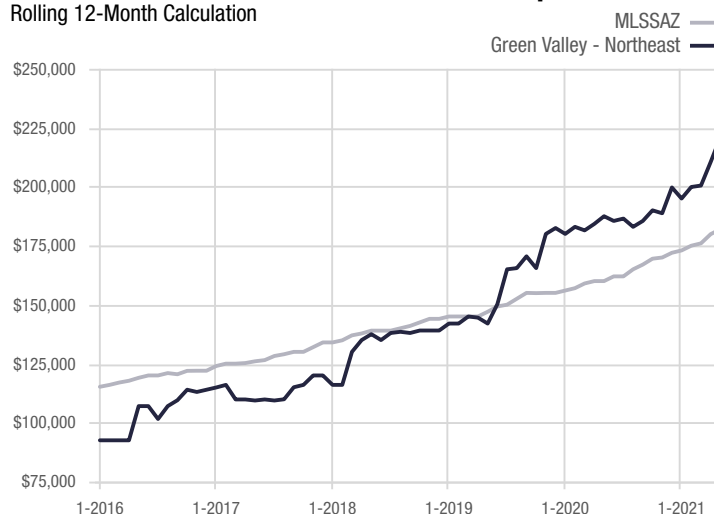
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Northwest

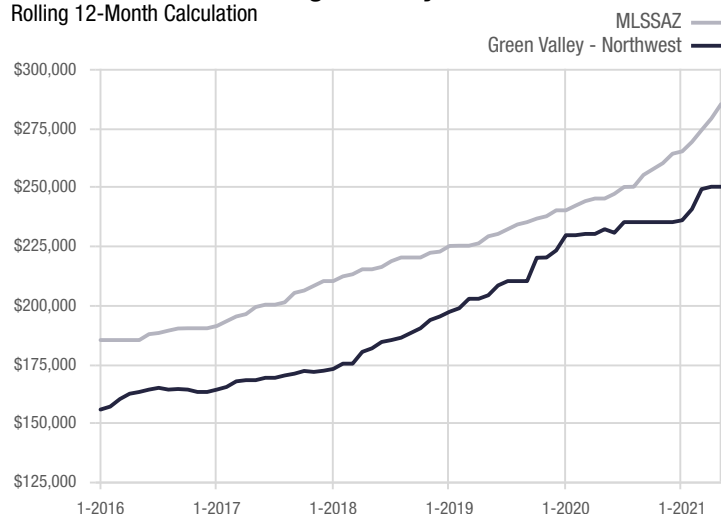
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	10	15	+ 50.0%	121	113	- 6.6%
Pending Sales	19	21	+ 10.5%	82	117	+ 42.7%
Closed Sales	13	24	+ 84.6%	80	112	+ 40.0%
Days on Market Until Sale	47	37	- 21.3%	36	34	- 5.6%
Median Sales Price*	\$255,000	\$270,000	+ 5.9%	\$235,950	\$270,000	+ 14.4%
Average Sales Price*	\$268,446	\$289,011	+ 7.7%	\$254,116	\$285,340	+ 12.3%
Percent of List Price Received*	98.1%	100.7%	+ 2.7%	99.0%	99.9%	+ 0.9%
Inventory of Homes for Sale	59	6	- 89.8%	—	—	—
Months Supply of Inventory	3.5	0.3	- 91.4%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	27	34	+ 25.9%	170	184	+ 8.2%
Pending Sales	34	45	+ 32.4%	129	187	+ 45.0%
Closed Sales	25	32	+ 28.0%	113	162	+ 43.4%
Days on Market Until Sale	25	18	- 28.0%	21	17	- 19.0%
Median Sales Price*	\$140,000	\$172,750	+ 23.4%	\$155,000	\$169,000	+ 9.0%
Average Sales Price*	\$150,656	\$165,441	+ 9.8%	\$152,961	\$161,309	+ 5.5%
Percent of List Price Received*	98.5%	99.9%	+ 1.4%	99.2%	100.0%	+ 0.8%
Inventory of Homes for Sale	46	12	- 73.9%	—	—	—
Months Supply of Inventory	2.1	0.4	- 81.0%	—	—	—

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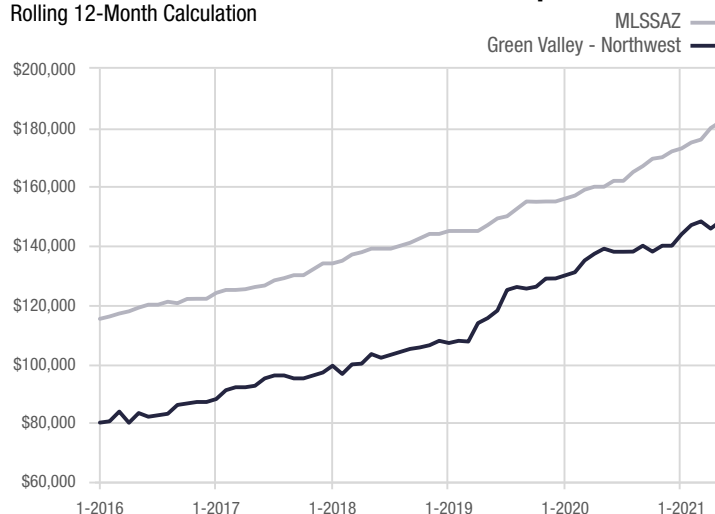
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Green Valley - Southeast

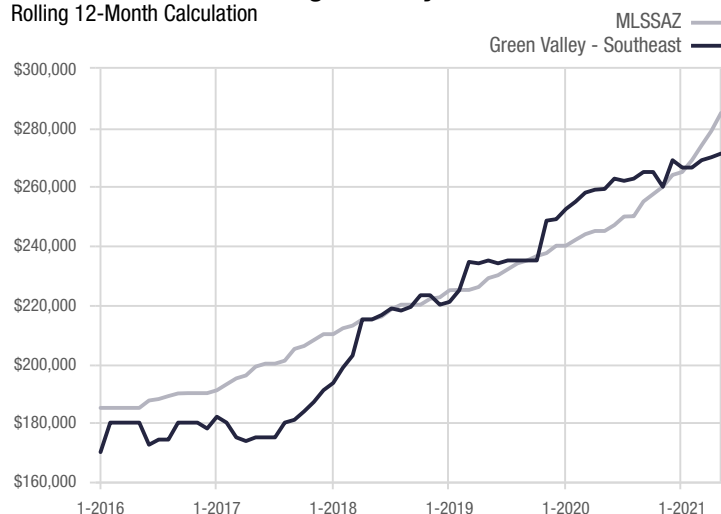
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	13	12	- 7.7%	61	63	+ 3.3%
Pending Sales	13	11	- 15.4%	49	65	+ 32.7%
Closed Sales	11	18	+ 63.6%	47	55	+ 17.0%
Days on Market Until Sale	36	14	- 61.1%	36	39	+ 8.3%
Median Sales Price*	\$275,000	\$284,750	+ 3.5%	\$265,000	\$270,000	+ 1.9%
Average Sales Price*	\$313,545	\$297,692	- 5.1%	\$295,977	\$300,642	+ 1.6%
Percent of List Price Received*	97.4%	100.4%	+ 3.1%	97.6%	100.1%	+ 2.6%
Inventory of Homes for Sale	25	8	- 68.0%	—	—	—
Months Supply of Inventory	2.8	0.7	- 75.0%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	2	4	+ 100.0%	29	32	+ 10.3%
Pending Sales	2	7	+ 250.0%	29	31	+ 6.9%
Closed Sales	2	8	+ 300.0%	29	26	- 10.3%
Days on Market Until Sale	34	20	- 41.2%	13	17	+ 30.8%
Median Sales Price*	\$178,750	\$236,450	+ 32.3%	\$215,000	\$238,750	+ 11.0%
Average Sales Price*	\$178,750	\$228,788	+ 28.0%	\$207,400	\$230,767	+ 11.3%
Percent of List Price Received*	96.9%	99.7%	+ 2.9%	99.4%	99.2%	- 0.2%
Inventory of Homes for Sale	3	0	- 100.0%	—	—	—
Months Supply of Inventory	0.8	—	—	—	—	—

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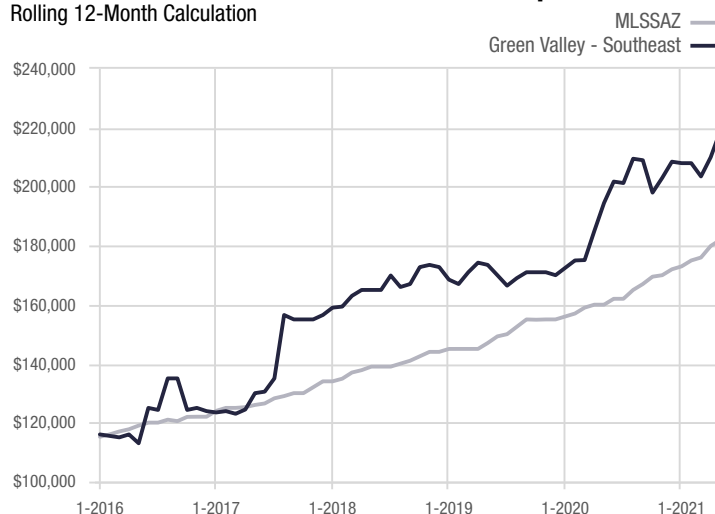
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Southwest

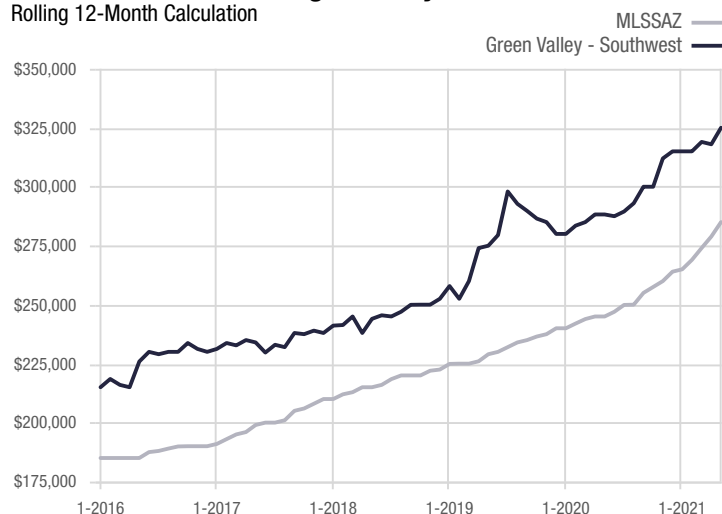
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	9	10	+ 11.1%	82	91	+ 11.0%
Pending Sales	10	13	+ 30.0%	69	105	+ 52.2%
Closed Sales	12	15	+ 25.0%	74	102	+ 37.8%
Days on Market Until Sale	62	21	- 66.1%	51	35	- 31.4%
Median Sales Price*	\$335,000	\$377,966	+ 12.8%	\$310,000	\$339,500	+ 9.5%
Average Sales Price*	\$368,604	\$402,698	+ 9.2%	\$338,398	\$357,498	+ 5.6%
Percent of List Price Received*	97.7%	100.6%	+ 3.0%	97.9%	99.0%	+ 1.1%
Inventory of Homes for Sale	35	12	- 65.7%	—	—	—
Months Supply of Inventory	2.6	0.7	- 73.1%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	12	12	0.0%	98	93	- 5.1%
Pending Sales	15	18	+ 20.0%	83	95	+ 14.5%
Closed Sales	14	19	+ 35.7%	80	92	+ 15.0%
Days on Market Until Sale	22	7	- 68.2%	18	17	- 5.6%
Median Sales Price*	\$169,950	\$226,000	+ 33.0%	\$190,000	\$200,000	+ 5.3%
Average Sales Price*	\$213,146	\$250,374	+ 17.5%	\$204,280	\$224,391	+ 9.8%
Percent of List Price Received*	97.9%	100.6%	+ 2.8%	98.7%	100.2%	+ 1.5%
Inventory of Homes for Sale	21	9	- 57.1%	—	—	—
Months Supply of Inventory	1.6	0.6	- 62.5%	—	—	—

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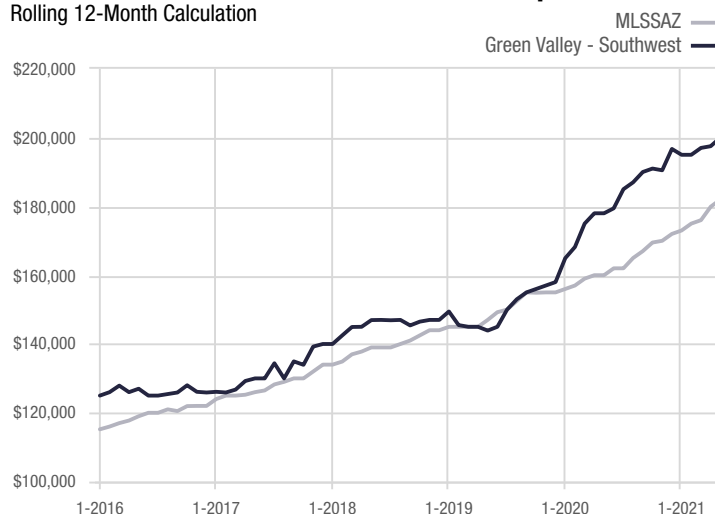
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Pima County

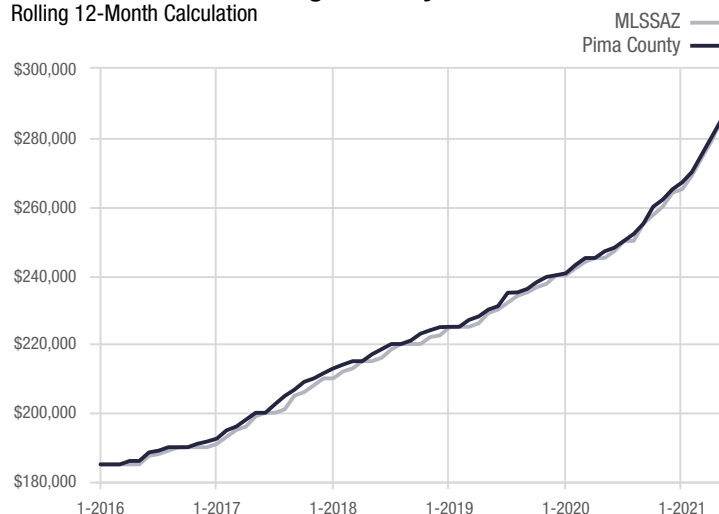
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	1,367	1,435	+ 5.0%	7,525	7,486	- 0.5%
Pending Sales	1,464	1,514	+ 3.4%	6,379	7,269	+ 14.0%
Closed Sales	1,159	1,289	+ 11.2%	5,671	6,508	+ 14.8%
Days on Market Until Sale	30	13	- 56.7%	36	19	- 47.2%
Median Sales Price*	\$250,000	\$320,000	+ 28.0%	\$250,000	\$305,000	+ 22.0%
Average Sales Price*	\$294,333	\$412,180	+ 40.0%	\$300,646	\$382,560	+ 27.2%
Percent of List Price Received*	98.8%	102.0%	+ 3.2%	98.7%	100.7%	+ 2.0%
Inventory of Homes for Sale	2,048	782	- 61.8%	—	—	—
Months Supply of Inventory	1.7	0.6	- 64.7%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	273	287	+ 5.1%	1,432	1,484	+ 3.6%
Pending Sales	264	335	+ 26.9%	1,145	1,486	+ 29.8%
Closed Sales	180	295	+ 63.9%	1,034	1,334	+ 29.0%
Days on Market Until Sale	27	11	- 59.3%	26	16	- 38.5%
Median Sales Price*	\$160,000	\$205,000	+ 28.1%	\$167,250	\$194,950	+ 16.6%
Average Sales Price*	\$183,774	\$220,352	+ 19.9%	\$185,100	\$210,272	+ 13.6%
Percent of List Price Received*	98.1%	101.3%	+ 3.3%	98.4%	100.5%	+ 2.1%
Inventory of Homes for Sale	365	116	- 68.2%	—	—	—
Months Supply of Inventory	1.7	0.4	- 76.5%	—	—	—

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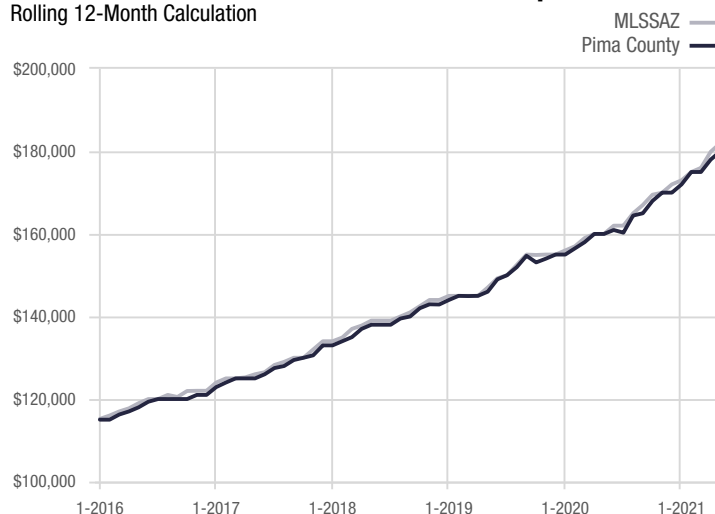
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Santa Cruz County

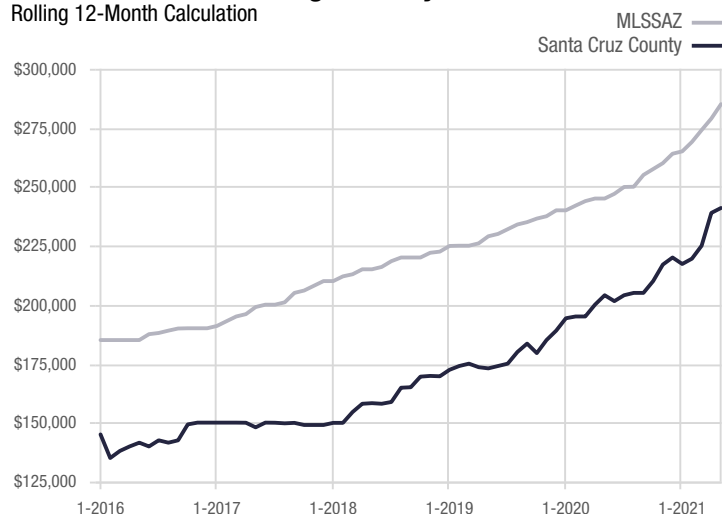
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	39	57	+ 46.2%	238	283	+ 18.9%
Pending Sales	39	60	+ 53.8%	191	261	+ 36.6%
Closed Sales	39	43	+ 10.3%	164	191	+ 16.5%
Days on Market Until Sale	69	39	- 43.5%	76	53	- 30.3%
Median Sales Price*	\$189,900	\$265,000	+ 39.5%	\$208,500	\$245,000	+ 17.5%
Average Sales Price*	\$245,611	\$315,766	+ 28.6%	\$255,394	\$323,490	+ 26.7%
Percent of List Price Received*	98.0%	98.3%	+ 0.3%	97.6%	98.1%	+ 0.5%
Inventory of Homes for Sale	175	84	- 52.0%	—	—	—
Months Supply of Inventory	5.1	1.8	- 64.7%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	12	3	- 75.0%	27	20	- 25.9%
Pending Sales	8	4	- 50.0%	16	24	+ 50.0%
Closed Sales	1	1	0.0%	11	24	+ 118.2%
Days on Market Until Sale	17	5	- 70.6%	117	108	- 7.7%
Median Sales Price*	\$149,000	\$167,000	+ 12.1%	\$169,000	\$217,500	+ 28.7%
Average Sales Price*	\$149,000	\$167,000	+ 12.1%	\$180,082	\$210,567	+ 16.9%
Percent of List Price Received*	100.0%	107.7%	+ 7.7%	97.1%	98.7%	+ 1.6%
Inventory of Homes for Sale	23	4	- 82.6%	—	—	—
Months Supply of Inventory	6.5	0.8	- 87.7%	—	—	—

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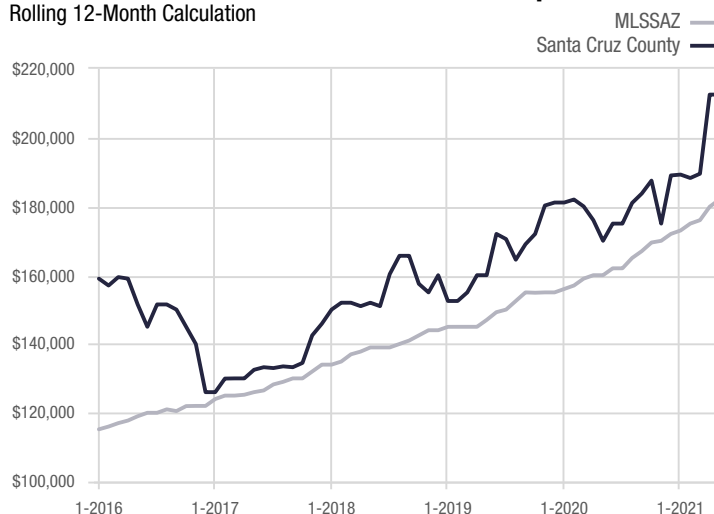
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Santa Cruz County - Amado

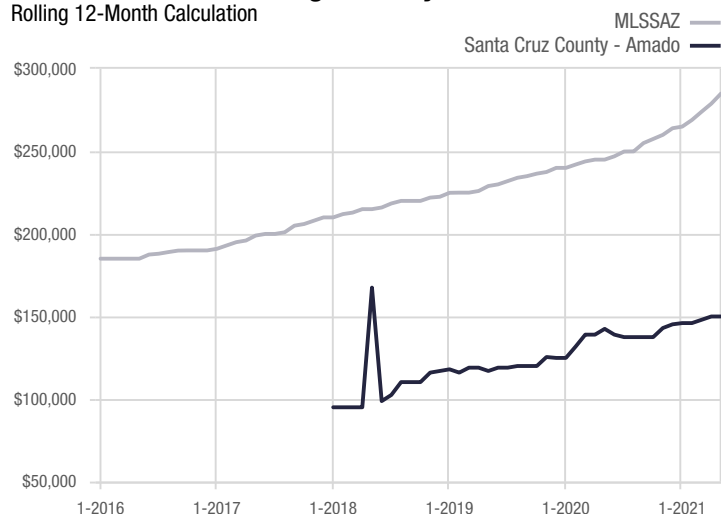
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	1	—	3	3	0.0%
Pending Sales	1	1	0.0%	4	4	0.0%
Closed Sales	2	0	- 100.0%	3	6	+ 100.0%
Days on Market Until Sale	4	—	—	16	84	+ 425.0%
Median Sales Price*	\$145,500	—	—	\$146,000	\$152,500	+ 4.5%
Average Sales Price*	\$145,500	—	—	\$145,667	\$140,167	- 3.8%
Percent of List Price Received*	101.3%	—	—	100.9%	98.5%	- 2.4%
Inventory of Homes for Sale	3	1	- 66.7%	—	—	—
Months Supply of Inventory	2.1	0.6	- 71.4%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% 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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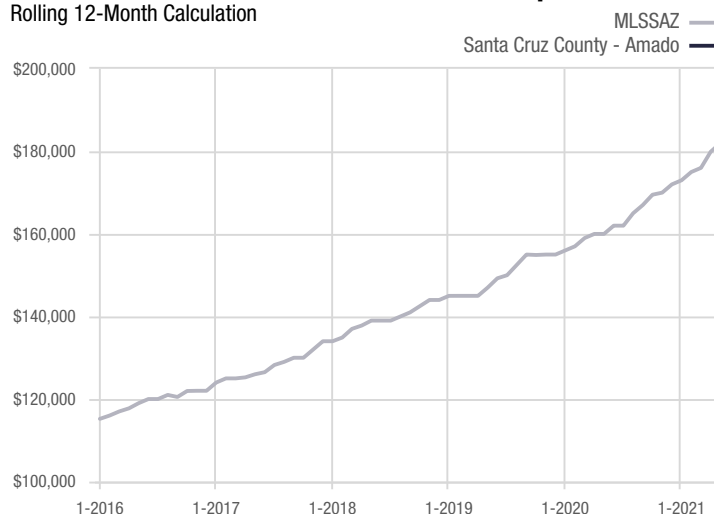
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Santa Cruz County - Elgin

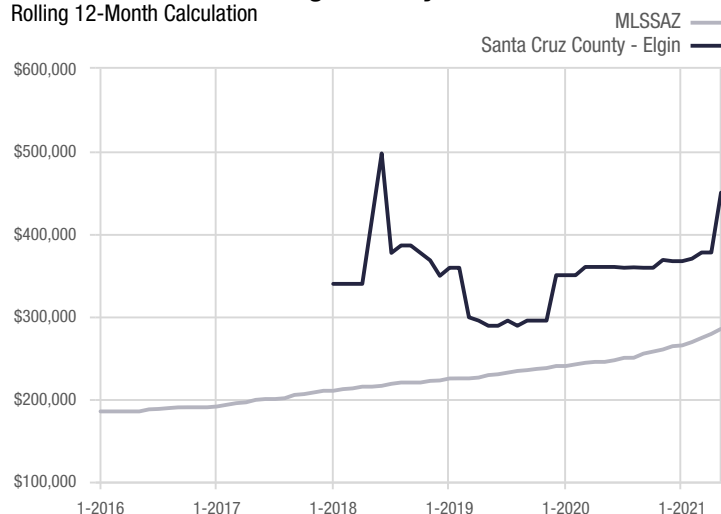
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	2	2	0.0%	12	8	- 33.3%
Pending Sales	2	1	- 50.0%	4	8	+ 100.0%
Closed Sales	1	2	+ 100.0%	2	4	+ 100.0%
Days on Market Until Sale	36	150	+ 316.7%	149	154	+ 3.4%
Median Sales Price*	\$280,000	\$601,000	+ 114.6%	\$272,000	\$454,500	+ 67.1%
Average Sales Price*	\$280,000	\$601,000	+ 114.6%	\$272,000	\$511,500	+ 88.1%
Percent of List Price Received*	94.9%	98.2%	+ 3.5%	96.4%	96.7%	+ 0.3%
Inventory of Homes for Sale	17	6	- 64.7%	—	—	—
Months Supply of Inventory	10.2	3.2	- 68.6%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% 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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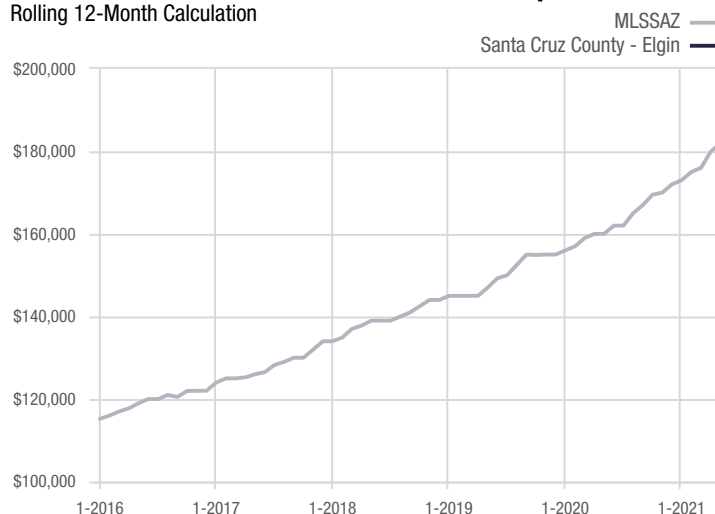
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Santa Cruz County - Nogales East

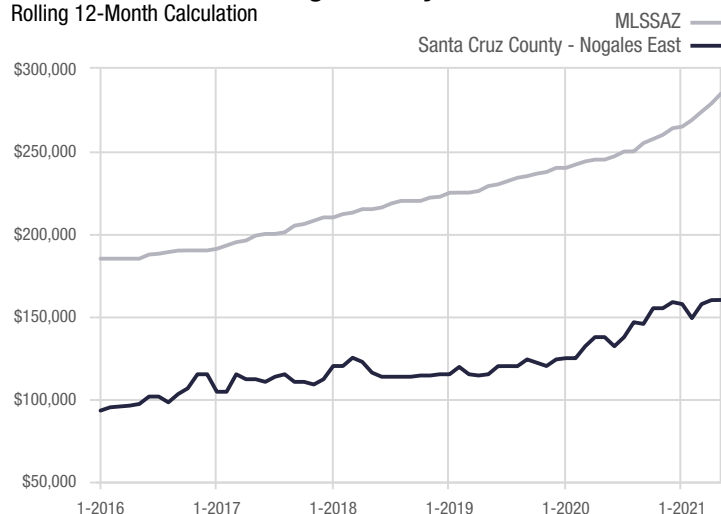
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	6	6	0.0%	39	43	+ 10.3%
Pending Sales	4	7	+ 75.0%	25	39	+ 56.0%
Closed Sales	5	5	0.0%	25	32	+ 28.0%
Days on Market Until Sale	26	42	+ 61.5%	57	66	+ 15.8%
Median Sales Price*	\$130,000	\$150,000	+ 15.4%	\$137,500	\$150,000	+ 9.1%
Average Sales Price*	\$121,700	\$158,000	+ 29.8%	\$151,115	\$203,402	+ 34.6%
Percent of List Price Received*	99.5%	98.6%	- 0.9%	95.6%	96.1%	+ 0.5%
Inventory of Homes for Sale	22	12	- 45.5%	—	—	—
Months Supply of Inventory	5.1	1.9	- 62.7%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	0	0.0%	1	1	0.0%
Pending Sales	0	0	0.0%	1	4	+ 300.0%
Closed Sales	0	0	0.0%	1	7	+ 600.0%
Days on Market Until Sale	—	—	—	40	111	+ 177.5%
Median Sales Price*	—	—	—	\$165,000	\$226,700	+ 37.4%
Average Sales Price*	—	—	—	\$165,000	\$199,086	+ 20.7%
Percent of List Price Received*	—	—	—	89.2%	99.6%	+ 11.7%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.4	—	—	—	—

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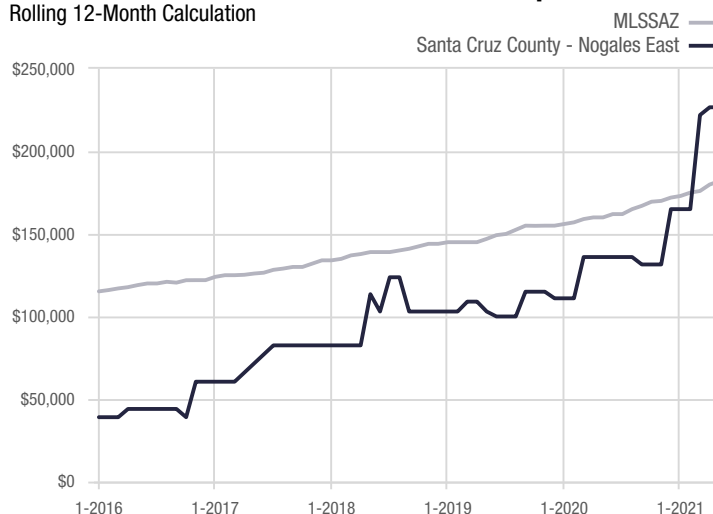
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Santa Cruz County - Nogales West

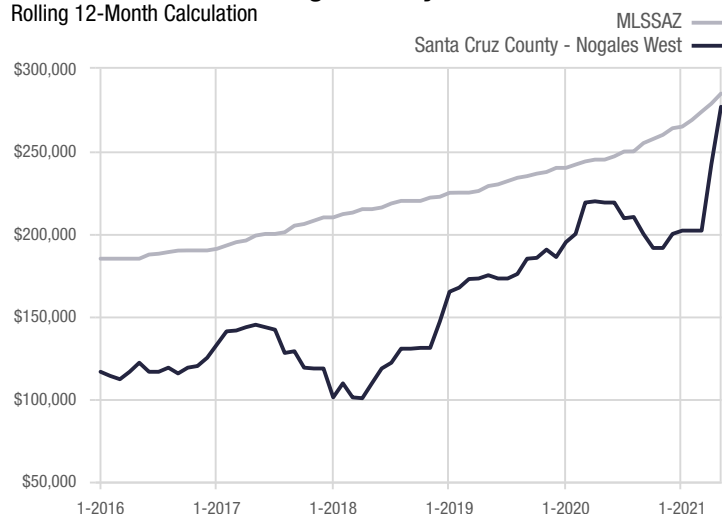
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	2	3	+ 50.0%	7	7	0.0%
Pending Sales	2	0	- 100.0%	10	5	- 50.0%
Closed Sales	2	0	- 100.0%	7	5	- 28.6%
Days on Market Until Sale	101	—	—	90	54	- 40.0%
Median Sales Price*	\$141,000	—	—	\$177,000	\$345,000	+ 94.9%
Average Sales Price*	\$141,000	—	—	\$179,643	\$325,000	+ 80.9%
Percent of List Price Received*	97.6%	—	—	97.0%	96.3%	- 0.7%
Inventory of Homes for Sale	5	5	0.0%	—	—	—
Months Supply of Inventory	2.4	2.5	+ 4.2%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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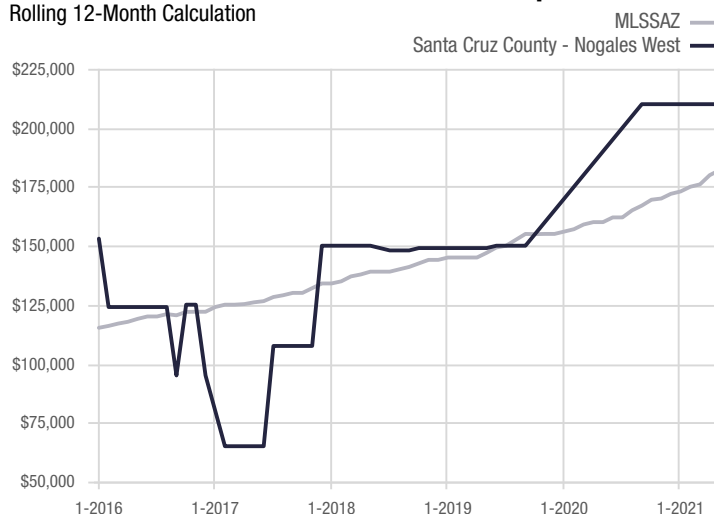
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

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Local Market Update – May 2021

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Santa Cruz County - Patagonia

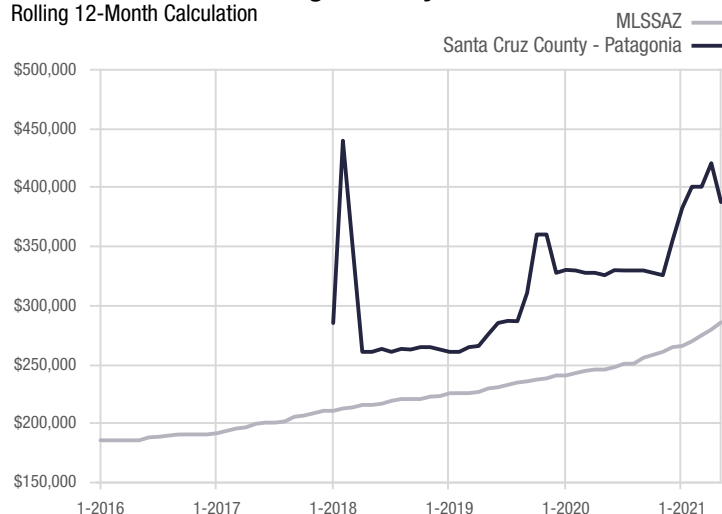
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	1	2	+ 100.0%	10	22	+ 120.0%
Pending Sales	2	5	+ 150.0%	6	19	+ 216.7%
Closed Sales	1	5	+ 400.0%	7	15	+ 114.3%
Days on Market Until Sale	10	18	+ 80.0%	42	45	+ 7.1%
Median Sales Price*	\$400,000	\$335,000	- 16.3%	\$329,500	\$450,000	+ 36.6%
Average Sales Price*	\$400,000	\$283,000	- 29.3%	\$394,143	\$388,583	- 1.4%
Percent of List Price Received*	96.4%	93.7%	- 2.8%	95.3%	95.6%	+ 0.3%
Inventory of Homes for Sale	16	6	- 62.5%	—	—	—
Months Supply of Inventory	8.8	2.0	- 77.3%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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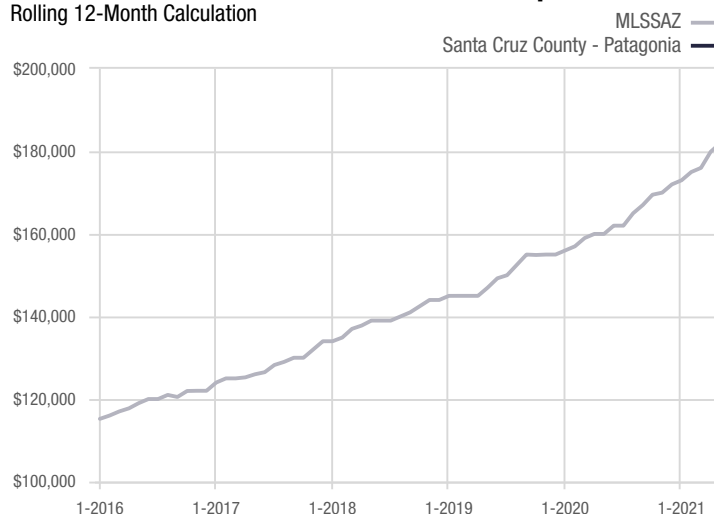
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

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Santa Cruz County - Rio Rico East

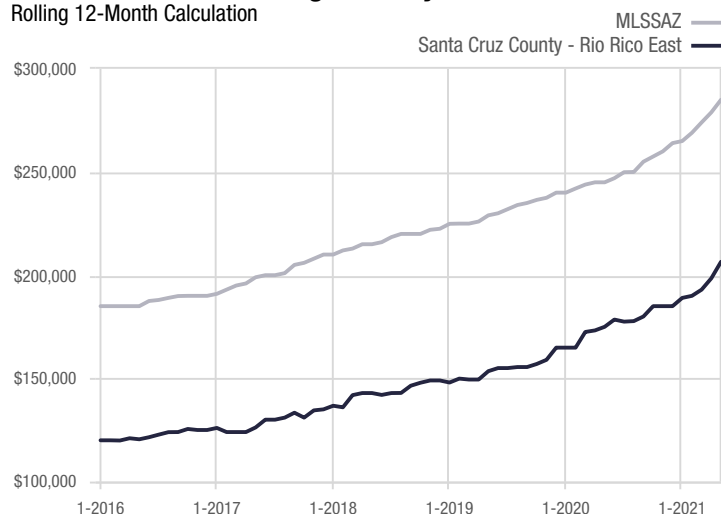
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	10	19	+ 90.0%	76	93	+ 22.4%
Pending Sales	13	17	+ 30.8%	66	86	+ 30.3%
Closed Sales	16	12	- 25.0%	53	68	+ 28.3%
Days on Market Until Sale	50	28	- 44.0%	55	26	- 52.7%
Median Sales Price*	\$188,700	\$226,000	+ 19.8%	\$187,500	\$235,500	+ 25.6%
Average Sales Price*	\$215,644	\$239,200	+ 10.9%	\$208,953	\$241,006	+ 15.3%
Percent of List Price Received*	99.2%	101.1%	+ 1.9%	98.9%	100.0%	+ 1.1%
Inventory of Homes for Sale	31	16	- 48.4%	—	—	—
Months Supply of Inventory	2.5	1.0	- 60.0%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	1	—	1	3	+ 200.0%
Pending Sales	0	0	0.0%	2	2	0.0%
Closed Sales	1	1	0.0%	2	2	0.0%
Days on Market Until Sale	17	5	- 70.6%	29	3	- 89.7%
Median Sales Price*	\$149,000	\$167,000	+ 12.1%	\$137,000	\$151,500	+ 10.6%
Average Sales Price*	\$149,000	\$167,000	+ 12.1%	\$137,000	\$151,500	+ 10.6%
Percent of List Price Received*	100.0%	107.7%	+ 7.7%	102.1%	104.2%	+ 2.1%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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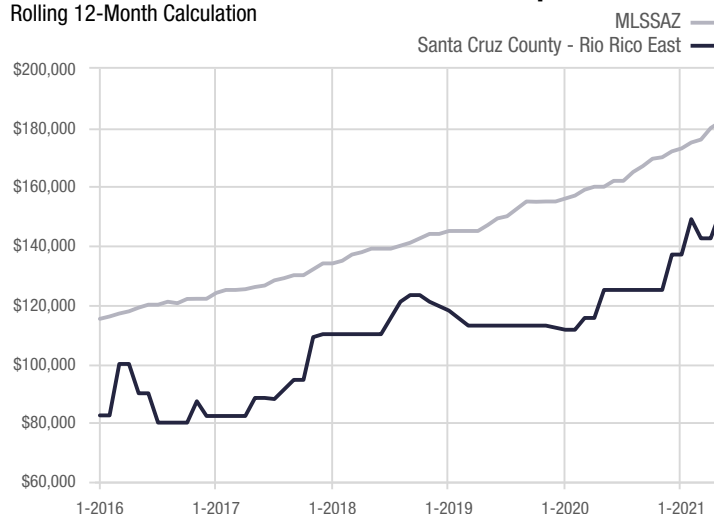
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Santa Cruz County - Rio Rico West

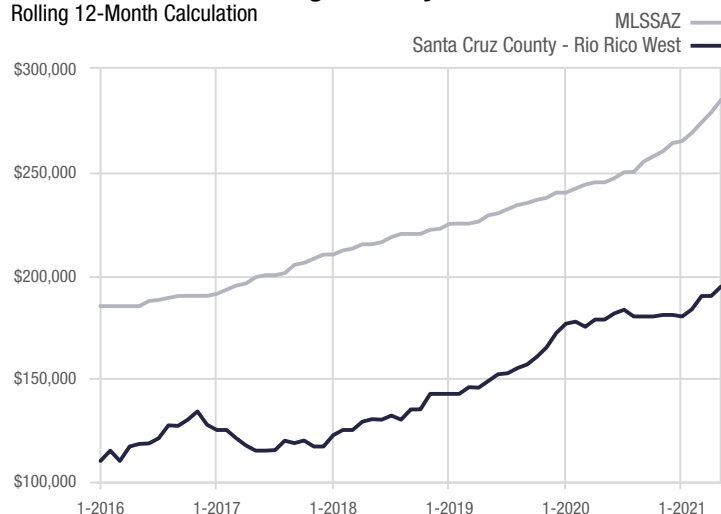
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	5	18	+ 260.0%	39	59	+ 51.3%
Pending Sales	8	14	+ 75.0%	39	44	+ 12.8%
Closed Sales	6	8	+ 33.3%	28	24	- 14.3%
Days on Market Until Sale	61	18	- 70.5%	75	18	- 76.0%
Median Sales Price*	\$166,000	\$224,950	+ 35.5%	\$170,000	\$205,000	+ 20.6%
Average Sales Price*	\$180,833	\$239,800	+ 32.6%	\$182,082	\$224,925	+ 23.5%
Percent of List Price Received*	99.9%	98.0%	- 1.9%	99.2%	98.5%	- 0.7%
Inventory of Homes for Sale	8	11	+ 37.5%	—	—	—
Months Supply of Inventory	1.3	1.5	+ 15.4%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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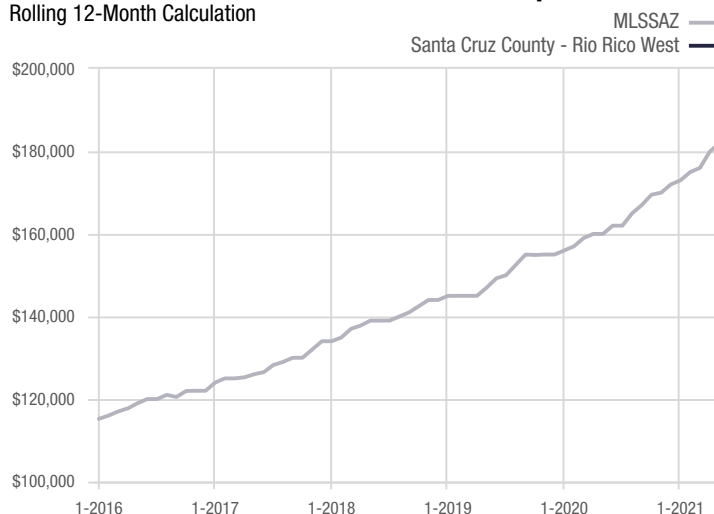
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

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Santa Cruz County - Santa Cruz County

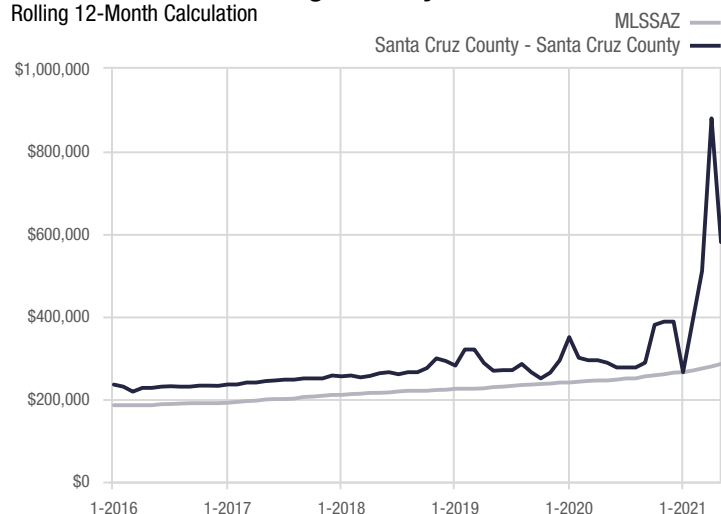
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	1	—	4	4	0.0%
Pending Sales	0	1	—	2	5	+ 150.0%
Closed Sales	0	1	—	3	4	+ 33.3%
Days on Market Until Sale	—	6	—	244	109	- 55.3%
Median Sales Price*	—	\$580,000	—	\$265,000	\$915,000	+ 245.3%
Average Sales Price*	—	\$580,000	—	\$430,000	\$887,000	+ 106.3%
Percent of List Price Received*	—	91.3%	—	87.8%	92.5%	+ 5.4%
Inventory of Homes for Sale	10	5	- 50.0%	—	—	—
Months Supply of Inventory	7.1	4.4	- 38.0%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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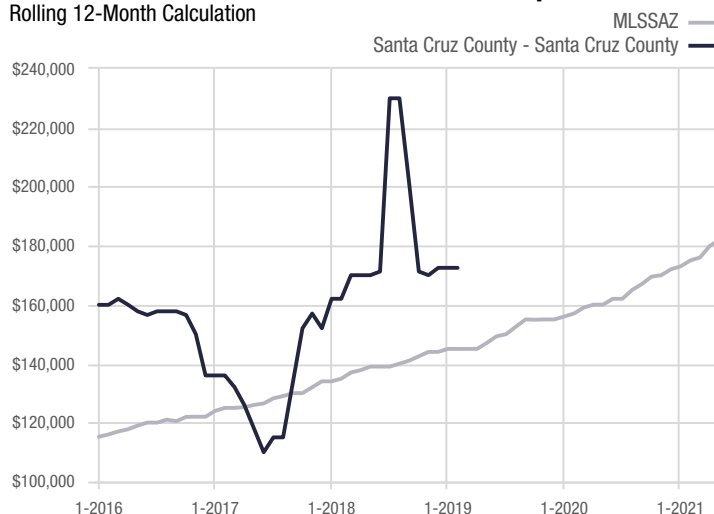
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

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Local Market Update – May 2021

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Santa Cruz County - Sonoita

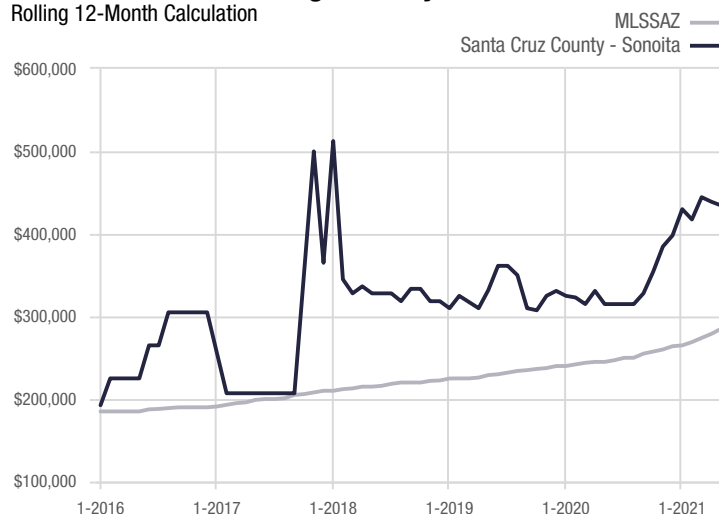
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	6	0	- 100.0%	19	9	- 52.6%
Pending Sales	5	3	- 40.0%	12	16	+ 33.3%
Closed Sales	2	5	+ 150.0%	8	14	+ 75.0%
Days on Market Until Sale	106	16	- 84.9%	92	108	+ 17.4%
Median Sales Price*	\$480,000	\$350,000	- 27.1%	\$312,500	\$450,000	+ 44.0%
Average Sales Price*	\$480,000	\$387,626	- 19.2%	\$379,000	\$553,645	+ 46.1%
Percent of List Price Received*	98.6%	96.9%	- 1.7%	95.2%	97.8%	+ 2.7%
Inventory of Homes for Sale	21	3	- 85.7%	—	—	—
Months Supply of Inventory	7.5	1.0	- 86.7%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% 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	1	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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

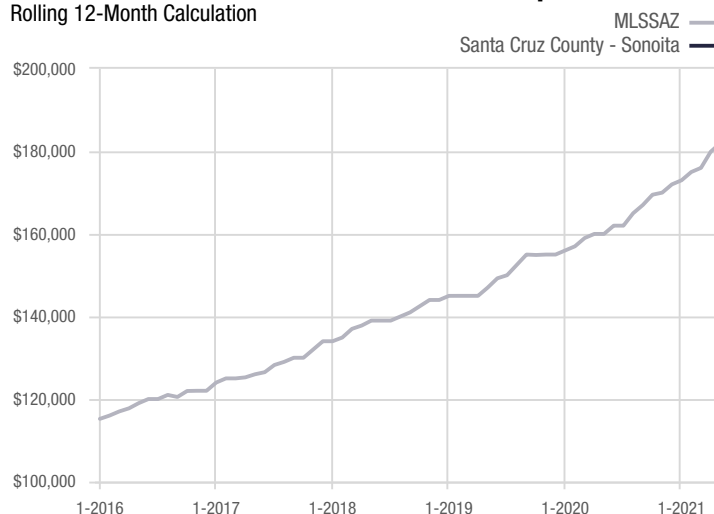
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Santa Cruz County - Tubac East

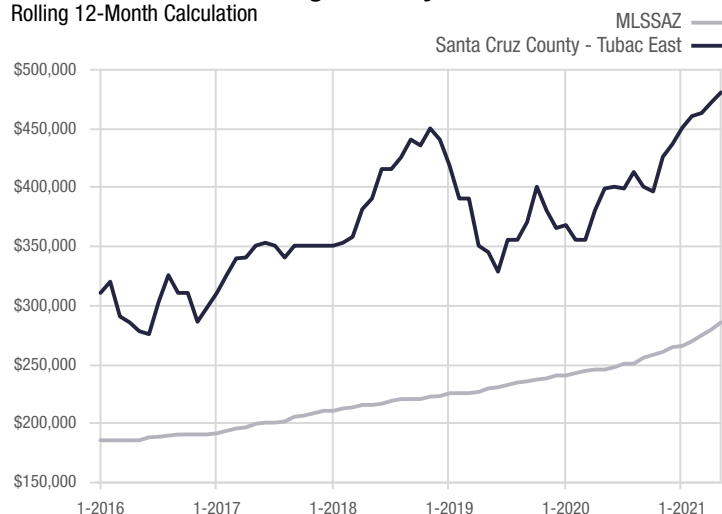
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	5	5	0.0%	27	31	+ 14.8%
Pending Sales	3	11	+ 266.7%	19	29	+ 52.6%
Closed Sales	5	3	- 40.0%	21	17	- 19.0%
Days on Market Until Sale	131	169	+ 29.0%	75	99	+ 32.0%
Median Sales Price*	\$432,541	\$520,000	+ 20.2%	\$375,000	\$520,000	+ 38.7%
Average Sales Price*	\$431,608	\$600,000	+ 39.0%	\$401,782	\$568,781	+ 41.6%
Percent of List Price Received*	91.5%	99.0%	+ 8.2%	98.7%	98.2%	- 0.5%
Inventory of Homes for Sale	34	15	- 55.9%	—	—	—
Months Supply of Inventory	11.0	2.6	- 76.4%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	12	2	- 83.3%	25	15	- 40.0%
Pending Sales	8	4	- 50.0%	13	18	+ 38.5%
Closed Sales	0	0	0.0%	8	15	+ 87.5%
Days on Market Until Sale	—	—	—	149	122	- 18.1%
Median Sales Price*	—	—	—	\$169,950	\$215,000	+ 26.5%
Average Sales Price*	—	—	—	\$192,738	\$223,800	+ 16.1%
Percent of List Price Received*	—	—	—	96.8%	97.6%	+ 0.8%
Inventory of Homes for Sale	22	2	- 90.9%	—	—	—
Months Supply of Inventory	8.1	0.5	- 93.8%	—	—	—

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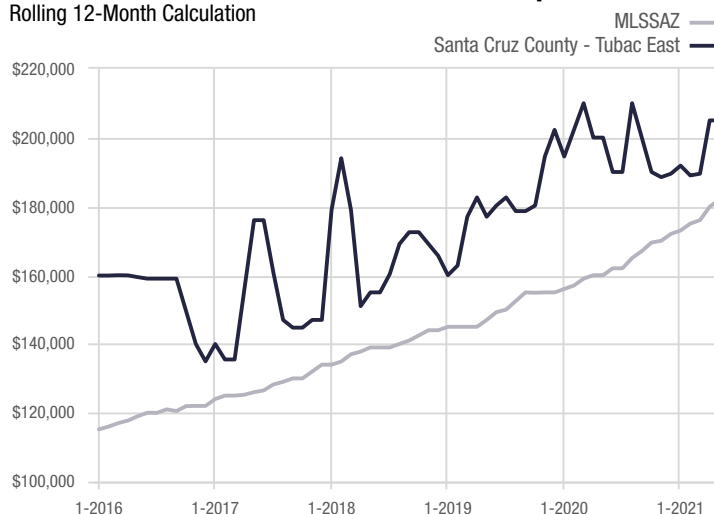
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Santa Cruz County - Tubac West

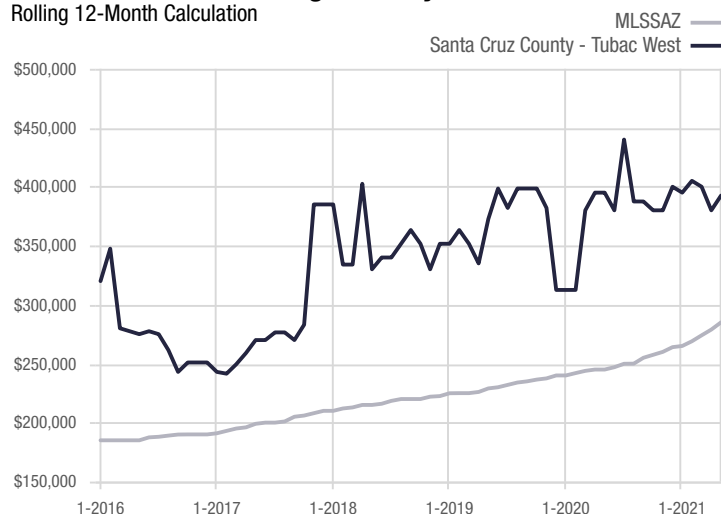
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	2	0	- 100.0%	5	6	+ 20.0%
Pending Sales	0	1	—	8	8	0.0%
Closed Sales	1	2	+ 100.0%	10	6	- 40.0%
Days on Market Until Sale	274	1	- 99.6%	171	30	- 82.5%
Median Sales Price*	\$355,000	\$532,000	+ 49.9%	\$440,000	\$419,500	- 4.7%
Average Sales Price*	\$355,000	\$532,000	+ 49.9%	\$461,410	\$468,833	+ 1.6%
Percent of List Price Received*	94.7%	100.0%	+ 5.6%	96.8%	98.5%	+ 1.8%
Inventory of Homes for Sale	7	2	- 71.4%	—	—	—
Months Supply of Inventory	3.8	1.2	- 68.4%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% 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	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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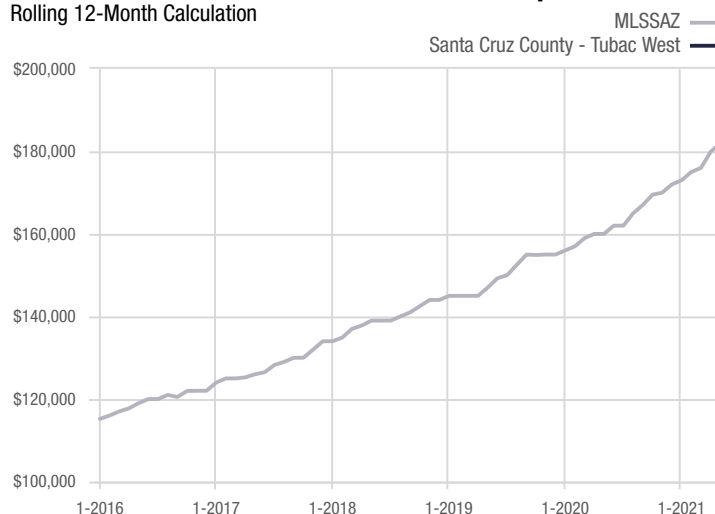
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Santa Cruz County - Tumacacori - Carmen

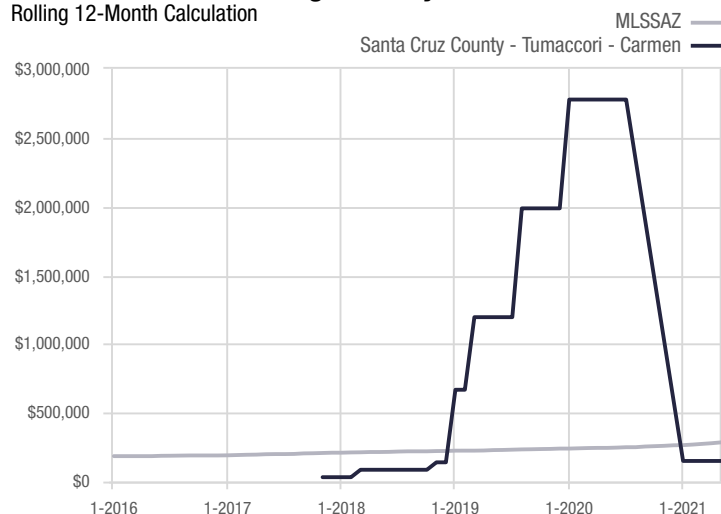
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	1	—	0	1	—
Pending Sales	0	0	0.0%	0	1	—
Closed Sales	0	0	0.0%	0	1	—
Days on Market Until Sale	—	—	—	—	65	—
Median Sales Price*	—	—	—	—	\$150,000	—
Average Sales Price*	—	—	—	—	\$150,000	—
Percent of List Price Received*	—	—	—	—	100.0%	—
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	1.0	2.0	+ 100.0%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% 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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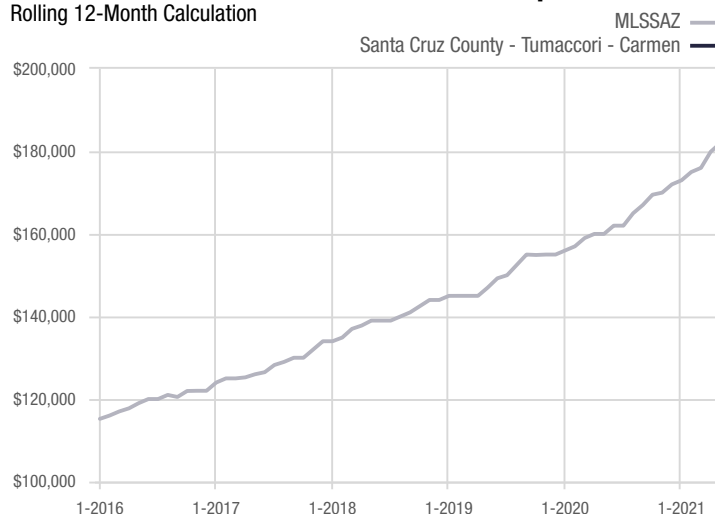
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - Benson / St. David

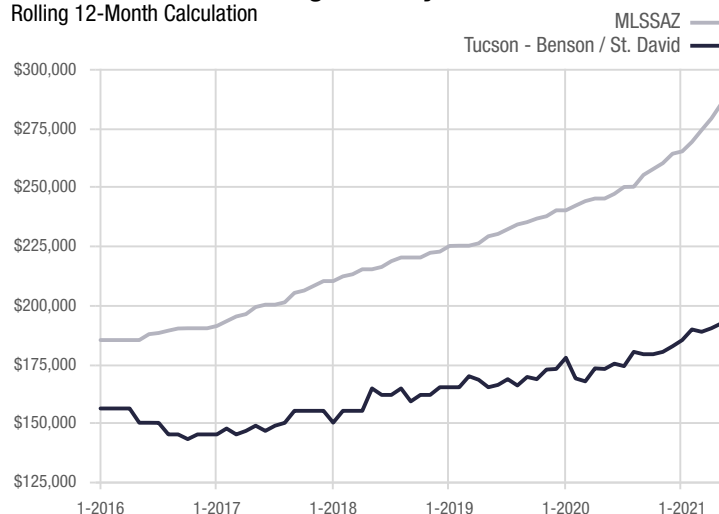
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	11	15	+ 36.4%	53	85	+ 60.4%
Pending Sales	10	17	+ 70.0%	40	67	+ 67.5%
Closed Sales	10	11	+ 10.0%	34	61	+ 79.4%
Days on Market Until Sale	82	36	- 56.1%	66	44	- 33.3%
Median Sales Price*	\$165,375	\$195,000	+ 17.9%	\$179,500	\$195,000	+ 8.6%
Average Sales Price*	\$195,091	\$214,455	+ 9.9%	\$190,283	\$213,444	+ 12.2%
Percent of List Price Received*	99.3%	95.3%	- 4.0%	97.0%	97.7%	+ 0.7%
Inventory of Homes for Sale	31	25	- 19.4%	—	—	—
Months Supply of Inventory	3.5	2.0	- 42.9%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	1	0	- 100.0%	2	0	- 100.0%
Pending Sales	0	0	0.0%	1	0	- 100.0%
Closed Sales	0	0	0.0%	1	0	- 100.0%
Days on Market Until Sale	—	—	—	28	—	—
Median Sales Price*	—	—	—	\$121,000	—	—
Average Sales Price*	—	—	—	\$121,000	—	—
Percent of List Price Received*	—	—	—	96.0%	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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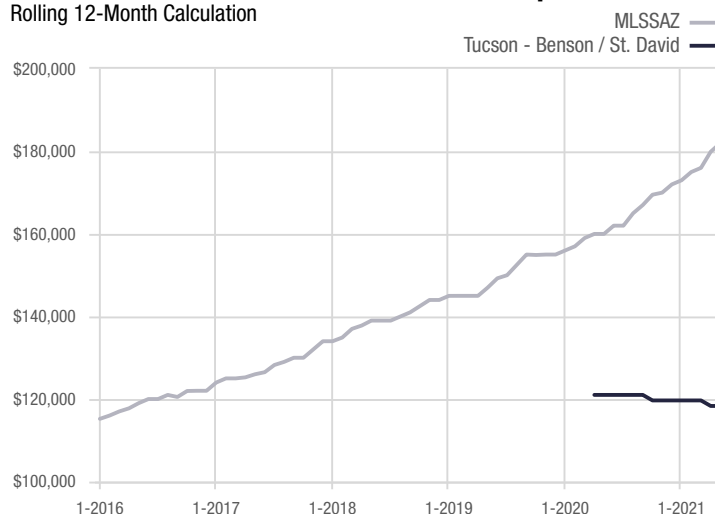
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - Central

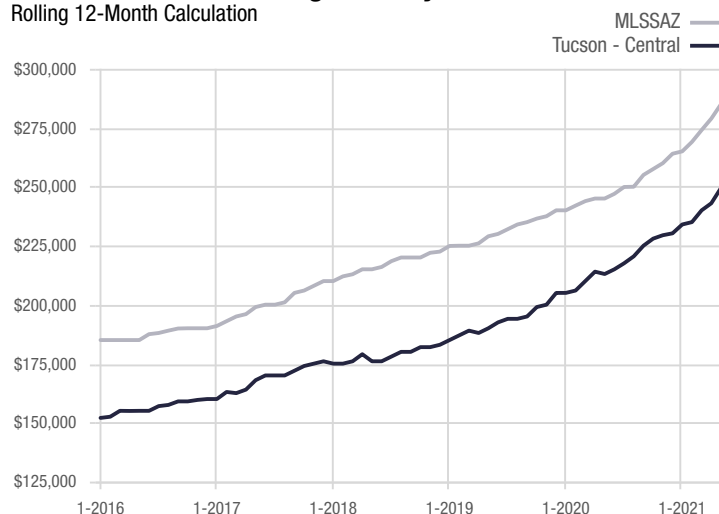
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	206	224	+ 8.7%	1,096	1,036	- 5.5%
Pending Sales	209	208	- 0.5%	876	949	+ 8.3%
Closed Sales	162	156	- 3.7%	779	852	+ 9.4%
Days on Market Until Sale	23	15	- 34.8%	32	20	- 37.5%
Median Sales Price*	\$213,750	\$291,000	+ 36.1%	\$218,500	\$266,200	+ 21.8%
Average Sales Price*	\$240,354	\$350,736	+ 45.9%	\$249,750	\$317,891	+ 27.3%
Percent of List Price Received*	98.3%	103.2%	+ 5.0%	98.6%	101.0%	+ 2.4%
Inventory of Homes for Sale	296	142	- 52.0%	—	—	—
Months Supply of Inventory	1.8	0.8	- 55.6%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	46	49	+ 6.5%	227	267	+ 17.6%
Pending Sales	48	63	+ 31.3%	181	260	+ 43.6%
Closed Sales	30	54	+ 80.0%	153	217	+ 41.8%
Days on Market Until Sale	36	13	- 63.9%	32	22	- 31.3%
Median Sales Price*	\$125,000	\$186,000	+ 48.8%	\$135,000	\$172,000	+ 27.4%
Average Sales Price*	\$147,823	\$184,161	+ 24.6%	\$150,136	\$178,961	+ 19.2%
Percent of List Price Received*	97.7%	102.7%	+ 5.1%	97.4%	101.0%	+ 3.7%
Inventory of Homes for Sale	53	29	- 45.3%	—	—	—
Months Supply of Inventory	1.6	0.6	- 62.5%	—	—	—

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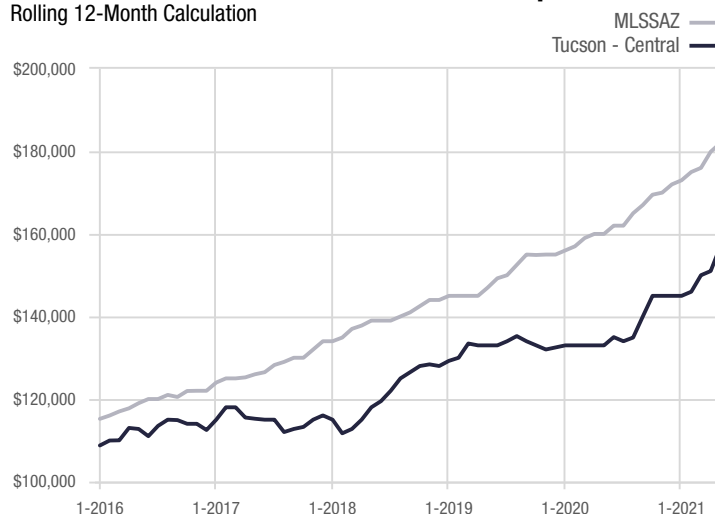
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - East

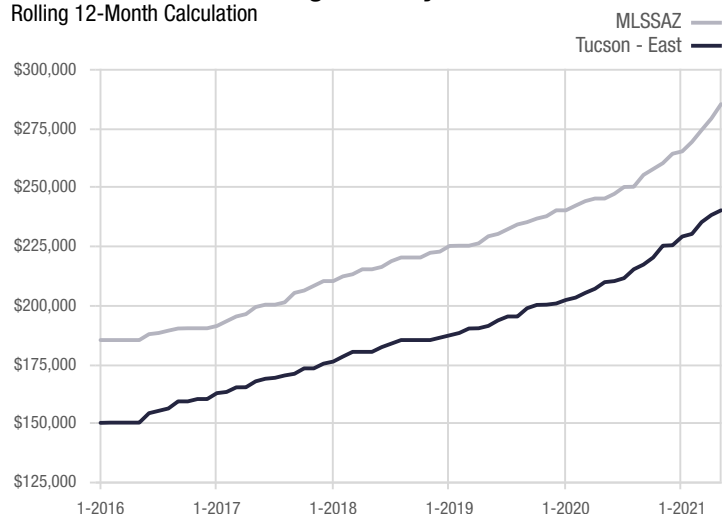
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	143	164	+ 14.7%	770	788	+ 2.3%
Pending Sales	156	150	- 3.8%	674	759	+ 12.6%
Closed Sales	119	142	+ 19.3%	580	691	+ 19.1%
Days on Market Until Sale	22	9	- 59.1%	26	14	- 46.2%
Median Sales Price*	\$225,000	\$269,500	+ 19.8%	\$215,000	\$255,000	+ 18.6%
Average Sales Price*	\$238,537	\$283,795	+ 19.0%	\$229,833	\$276,209	+ 20.2%
Percent of List Price Received*	99.3%	102.5%	+ 3.2%	99.0%	101.2%	+ 2.2%
Inventory of Homes for Sale	146	73	- 50.0%	—	—	—
Months Supply of Inventory	1.2	0.5	- 58.3%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	33	35	+ 6.1%	163	178	+ 9.2%
Pending Sales	22	38	+ 72.7%	146	184	+ 26.0%
Closed Sales	23	40	+ 73.9%	133	164	+ 23.3%
Days on Market Until Sale	13	7	- 46.2%	26	13	- 50.0%
Median Sales Price*	\$145,000	\$149,250	+ 2.9%	\$138,000	\$160,000	+ 15.9%
Average Sales Price*	\$135,402	\$159,481	+ 17.8%	\$132,534	\$161,198	+ 21.6%
Percent of List Price Received*	99.0%	101.9%	+ 2.9%	98.8%	100.9%	+ 2.1%
Inventory of Homes for Sale	38	8	- 78.9%	—	—	—
Months Supply of Inventory	1.4	0.2	- 85.7%	—	—	—

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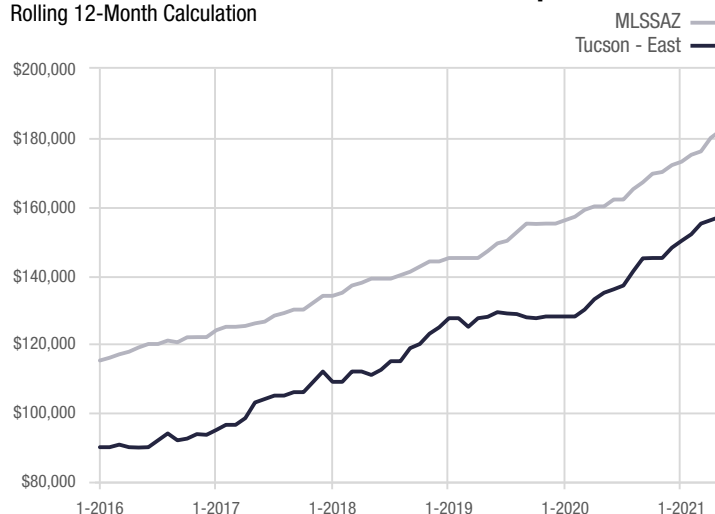
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - Extended Northeast

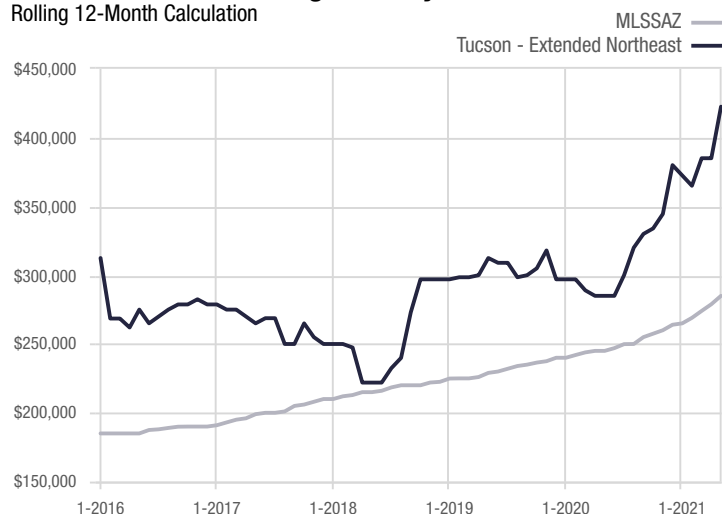
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	8	3	- 62.5%	19	6	- 68.4%
Pending Sales	4	2	- 50.0%	9	4	- 55.6%
Closed Sales	3	0	- 100.0%	6	3	- 50.0%
Days on Market Until Sale	106	—	—	71	163	+ 129.6%
Median Sales Price*	\$245,000	—	—	\$192,500	\$310,000	+ 61.0%
Average Sales Price*	\$235,000	—	—	\$202,767	\$328,333	+ 61.9%
Percent of List Price Received*	91.3%	—	—	93.6%	95.0%	+ 1.5%
Inventory of Homes for Sale	16	6	- 62.5%	—	—	—
Months Supply of Inventory	5.8	2.3	- 60.3%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% 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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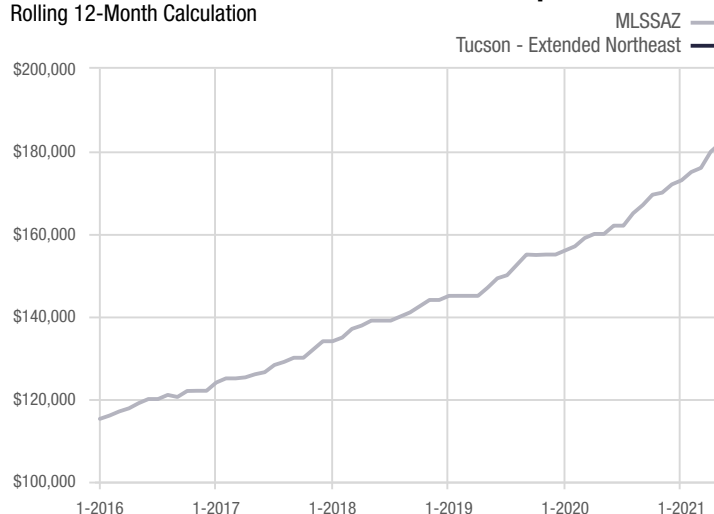
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - Extended Northwest

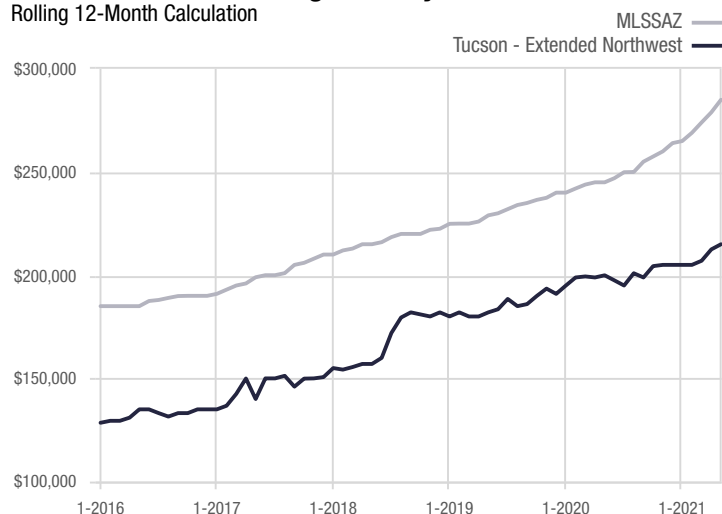
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	11	8	- 27.3%	39	37	- 5.1%
Pending Sales	9	11	+ 22.2%	33	35	+ 6.1%
Closed Sales	5	8	+ 60.0%	29	28	- 3.4%
Days on Market Until Sale	15	8	- 46.7%	28	6	- 78.6%
Median Sales Price*	\$234,900	\$252,500	+ 7.5%	\$203,700	\$230,000	+ 12.9%
Average Sales Price*	\$227,980	\$264,813	+ 16.2%	\$201,896	\$238,449	+ 18.1%
Percent of List Price Received*	97.5%	99.9%	+ 2.5%	99.0%	101.2%	+ 2.2%
Inventory of Homes for Sale	11	1	- 90.9%	—	—	—
Months Supply of Inventory	1.6	0.1	- 93.8%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% 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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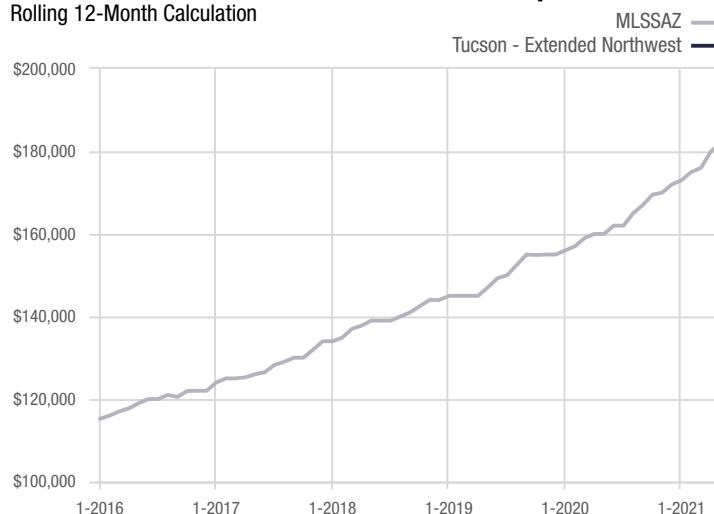
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - Extended Southeast

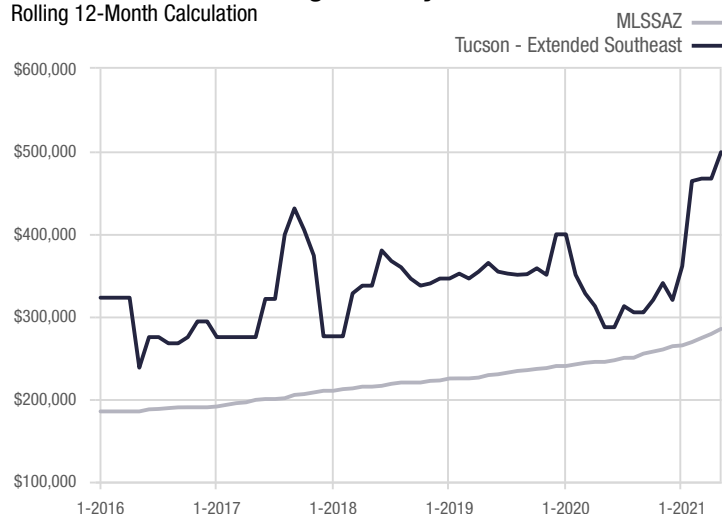
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	1	0	- 100.0%	9	1	- 88.9%
Pending Sales	0	0	0.0%	7	7	0.0%
Closed Sales	0	3	—	8	8	0.0%
Days on Market Until Sale	—	168	—	48	120	+ 150.0%
Median Sales Price*	—	\$620,000	—	\$287,000	\$572,500	+ 99.5%
Average Sales Price*	—	\$610,167	—	\$333,170	\$583,063	+ 75.0%
Percent of List Price Received*	—	97.8%	—	92.4%	97.3%	+ 5.3%
Inventory of Homes for Sale	7	1	- 85.7%	—	—	—
Months Supply of Inventory	3.2	0.6	- 81.3%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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

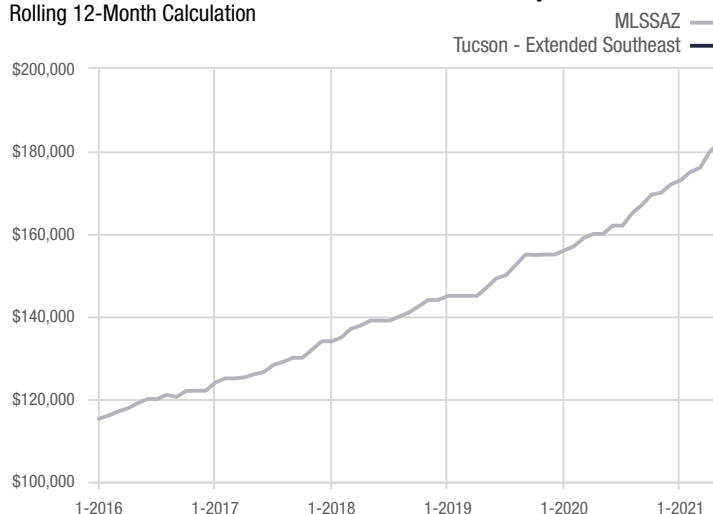
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - Extended Southwest

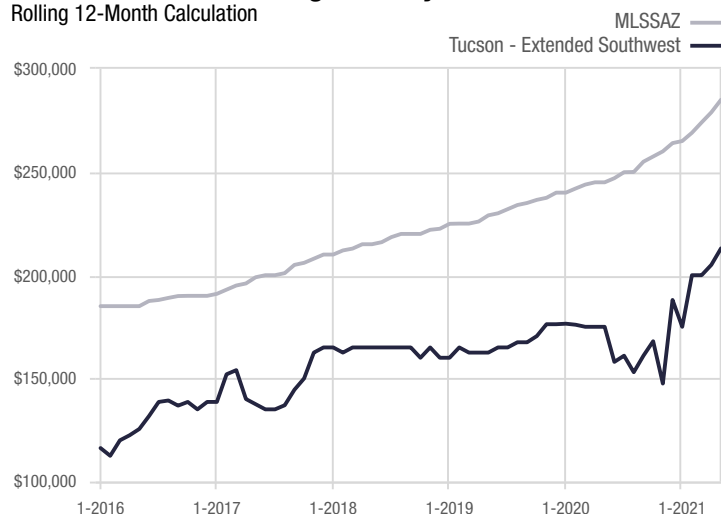
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	1	2	+ 100.0%	13	14	+ 7.7%
Pending Sales	2	4	+ 100.0%	9	17	+ 88.9%
Closed Sales	2	3	+ 50.0%	8	13	+ 62.5%
Days on Market Until Sale	6	73	+ 1,116.7%	34	50	+ 47.1%
Median Sales Price*	\$127,750	\$245,000	+ 91.8%	\$112,550	\$225,000	+ 99.9%
Average Sales Price*	\$127,750	\$224,350	+ 75.6%	\$125,325	\$220,273	+ 75.8%
Percent of List Price Received*	115.4%	95.2%	- 17.5%	96.9%	99.1%	+ 2.3%
Inventory of Homes for Sale	5	0	- 100.0%	—	—	—
Months Supply of Inventory	2.2	—	—	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% 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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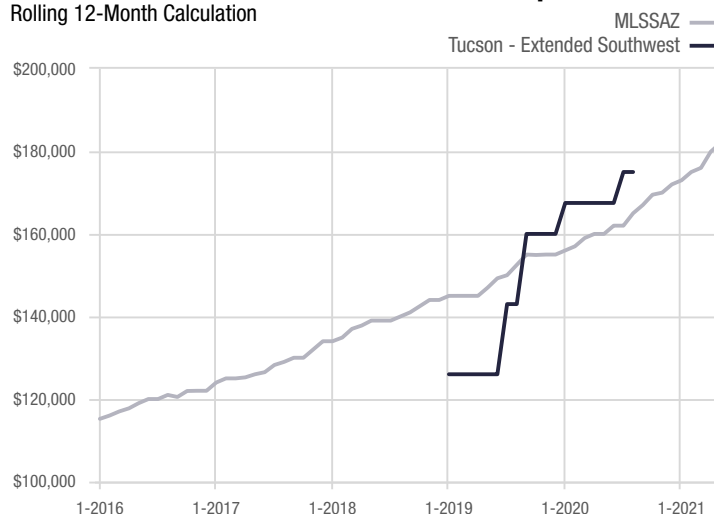
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - Extended West

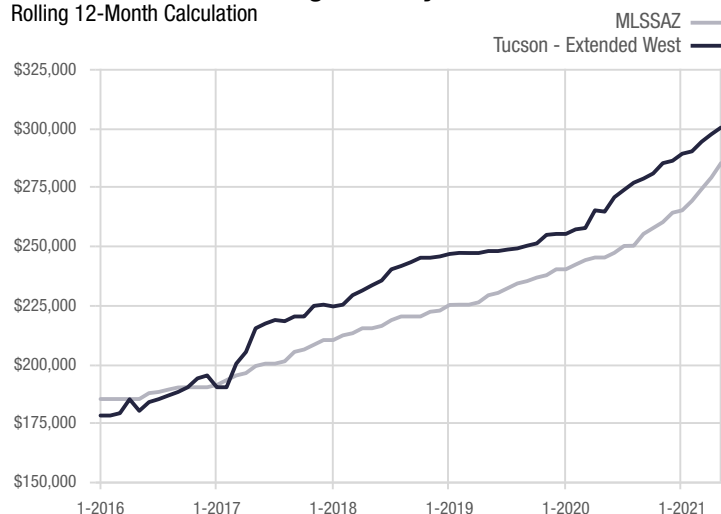
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	48	38	- 20.8%	240	225	- 6.3%
Pending Sales	54	57	+ 5.6%	222	206	- 7.2%
Closed Sales	42	31	- 26.2%	180	169	- 6.1%
Days on Market Until Sale	83	7	- 91.6%	78	17	- 78.2%
Median Sales Price*	\$251,000	\$325,000	+ 29.5%	\$269,275	\$320,000	+ 18.8%
Average Sales Price*	\$273,626	\$342,090	+ 25.0%	\$279,159	\$331,590	+ 18.8%
Percent of List Price Received*	98.5%	101.9%	+ 3.5%	98.9%	100.7%	+ 1.8%
Inventory of Homes for Sale	80	33	- 58.8%	—	—	—
Months Supply of Inventory	2.0	0.8	- 60.0%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% 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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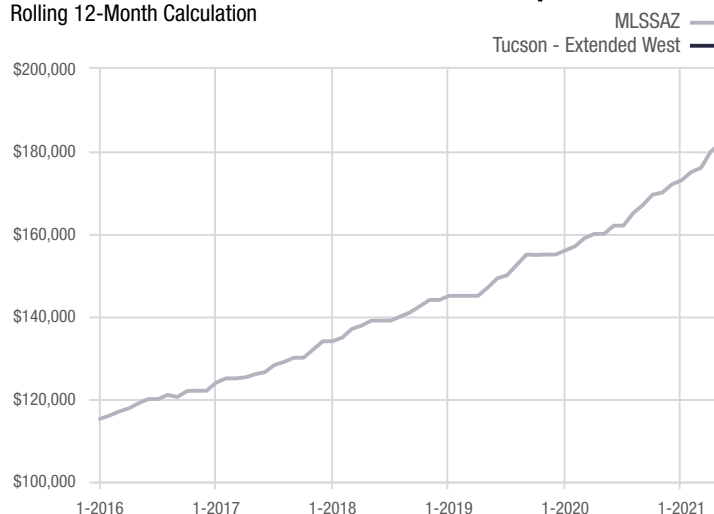
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - North

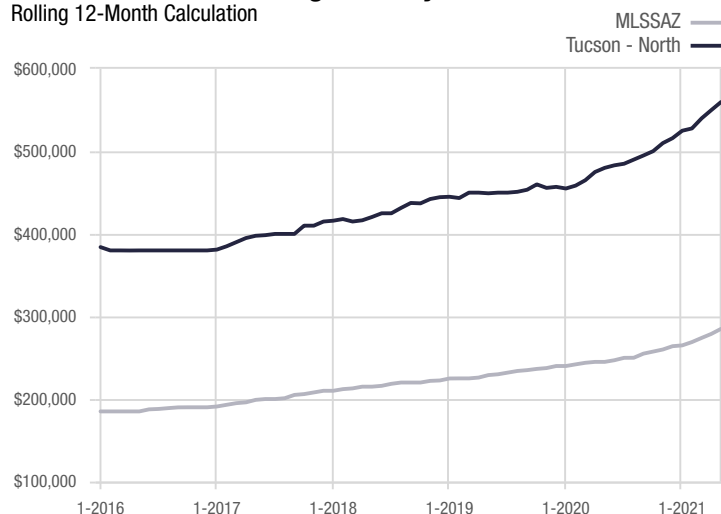
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	131	112	- 14.5%	678	603	- 11.1%
Pending Sales	118	126	+ 6.8%	465	554	+ 19.1%
Closed Sales	79	108	+ 36.7%	418	490	+ 17.2%
Days on Market Until Sale	41	24	- 41.5%	42	28	- 33.3%
Median Sales Price*	\$510,000	\$600,000	+ 17.6%	\$501,420	\$613,950	+ 22.4%
Average Sales Price*	\$568,511	\$787,105	+ 38.5%	\$566,265	\$748,997	+ 32.3%
Percent of List Price Received*	97.1%	101.9%	+ 4.9%	97.7%	100.6%	+ 3.0%
Inventory of Homes for Sale	274	95	- 65.3%	—	—	—
Months Supply of Inventory	3.2	0.9	- 71.9%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	73	64	- 12.3%	330	324	- 1.8%
Pending Sales	70	68	- 2.9%	258	318	+ 23.3%
Closed Sales	31	64	+ 106.5%	231	299	+ 29.4%
Days on Market Until Sale	46	10	- 78.3%	30	16	- 46.7%
Median Sales Price*	\$195,000	\$249,950	+ 28.2%	\$195,000	\$237,500	+ 21.8%
Average Sales Price*	\$229,045	\$298,621	+ 30.4%	\$220,949	\$276,592	+ 25.2%
Percent of List Price Received*	97.3%	101.0%	+ 3.8%	98.1%	100.6%	+ 2.5%
Inventory of Homes for Sale	88	27	- 69.3%	—	—	—
Months Supply of Inventory	1.8	0.5	- 72.2%	—	—	—

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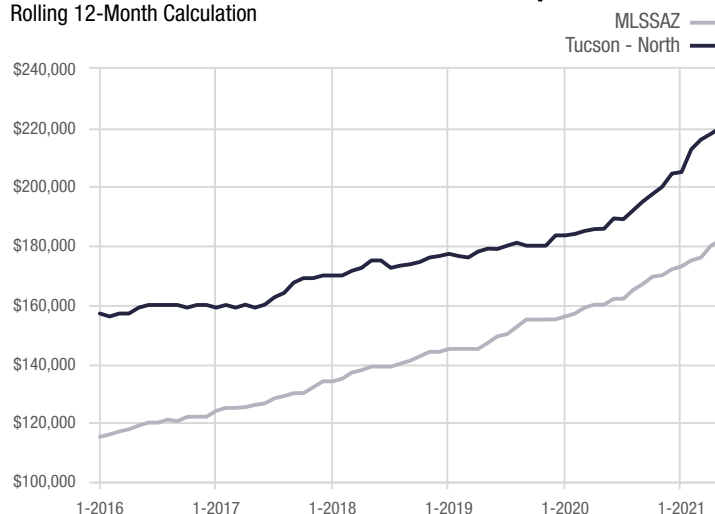
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - Northeast

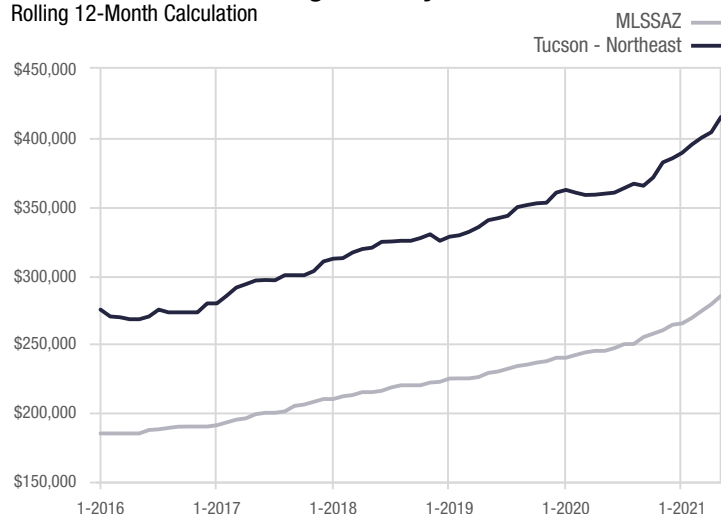
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	63	62	- 1.6%	314	339	+ 8.0%
Pending Sales	57	64	+ 12.3%	252	332	+ 31.7%
Closed Sales	53	61	+ 15.1%	218	289	+ 32.6%
Days on Market Until Sale	27	12	- 55.6%	34	17	- 50.0%
Median Sales Price*	\$355,000	\$455,500	+ 28.3%	\$353,250	\$439,900	+ 24.5%
Average Sales Price*	\$383,714	\$535,877	+ 39.7%	\$405,827	\$537,561	+ 32.5%
Percent of List Price Received*	98.7%	100.2%	+ 1.5%	98.2%	100.6%	+ 2.4%
Inventory of Homes for Sale	100	36	- 64.0%	—	—	—
Months Supply of Inventory	2.1	0.6	- 71.4%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	19	25	+ 31.6%	95	114	+ 20.0%
Pending Sales	18	25	+ 38.9%	69	115	+ 66.7%
Closed Sales	14	26	+ 85.7%	70	105	+ 50.0%
Days on Market Until Sale	15	10	- 33.3%	18	17	- 5.6%
Median Sales Price*	\$155,000	\$127,750	- 17.6%	\$164,950	\$145,000	- 12.1%
Average Sales Price*	\$169,236	\$162,913	- 3.7%	\$162,349	\$170,230	+ 4.9%
Percent of List Price Received*	97.0%	100.1%	+ 3.2%	97.6%	99.7%	+ 2.2%
Inventory of Homes for Sale	24	11	- 54.2%	—	—	—
Months Supply of Inventory	1.6	0.6	- 62.5%	—	—	—

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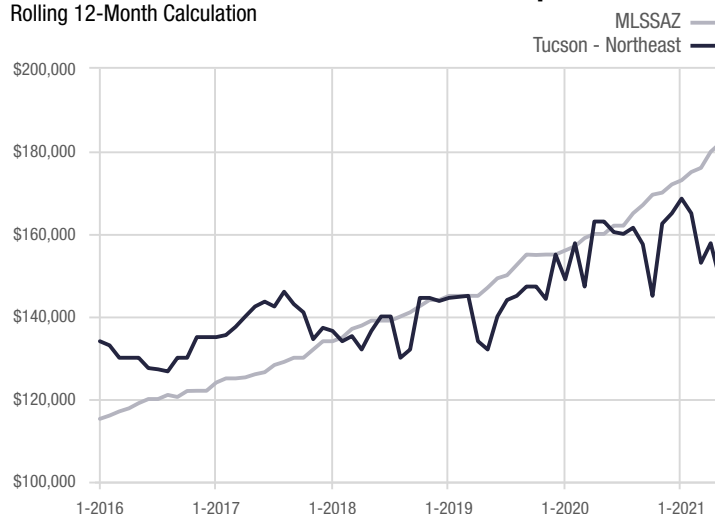
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - Northwest

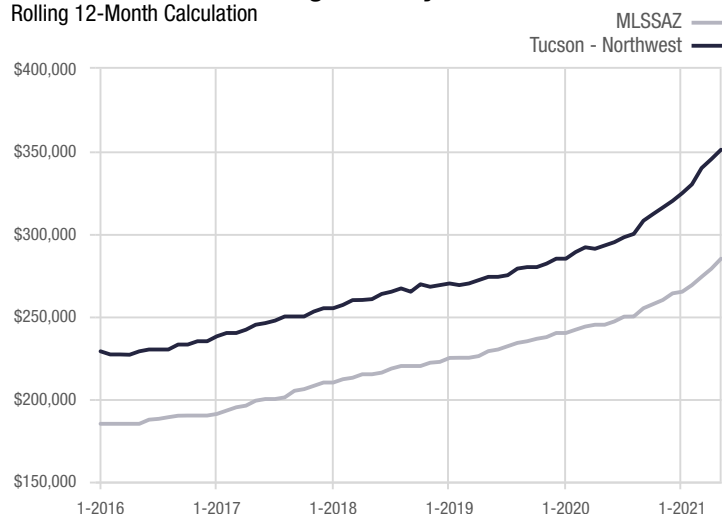
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	272	271	- 0.4%	1,458	1,462	+ 0.3%
Pending Sales	272	294	+ 8.1%	1,243	1,454	+ 17.0%
Closed Sales	208	291	+ 39.9%	1,126	1,335	+ 18.6%
Days on Market Until Sale	30	11	- 63.3%	37	20	- 45.9%
Median Sales Price*	\$285,000	\$390,000	+ 36.8%	\$295,500	\$385,000	+ 30.3%
Average Sales Price*	\$339,573	\$513,437	+ 51.2%	\$350,185	\$470,625	+ 34.4%
Percent of List Price Received*	98.7%	101.9%	+ 3.2%	98.6%	100.7%	+ 2.1%
Inventory of Homes for Sale	420	135	- 67.9%	—	—	—
Months Supply of Inventory	1.8	0.5	- 72.2%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	40	39	- 2.5%	174	162	- 6.9%
Pending Sales	30	44	+ 46.7%	129	160	+ 24.0%
Closed Sales	22	31	+ 40.9%	118	137	+ 16.1%
Days on Market Until Sale	26	7	- 73.1%	34	15	- 55.9%
Median Sales Price*	\$235,000	\$307,500	+ 30.9%	\$246,500	\$258,000	+ 4.7%
Average Sales Price*	\$268,118	\$306,581	+ 14.3%	\$261,273	\$286,589	+ 9.7%
Percent of List Price Received*	98.9%	101.6%	+ 2.7%	98.5%	100.6%	+ 2.1%
Inventory of Homes for Sale	66	12	- 81.8%	—	—	—
Months Supply of Inventory	2.7	0.4	- 85.2%	—	—	—

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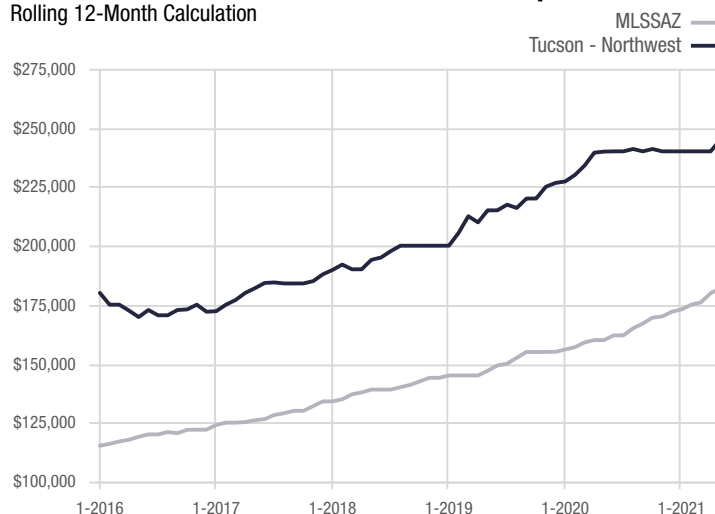
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - Pima East

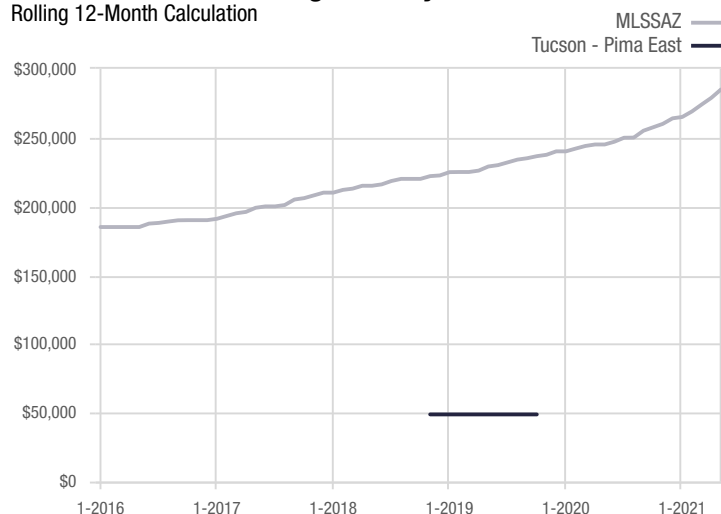
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% 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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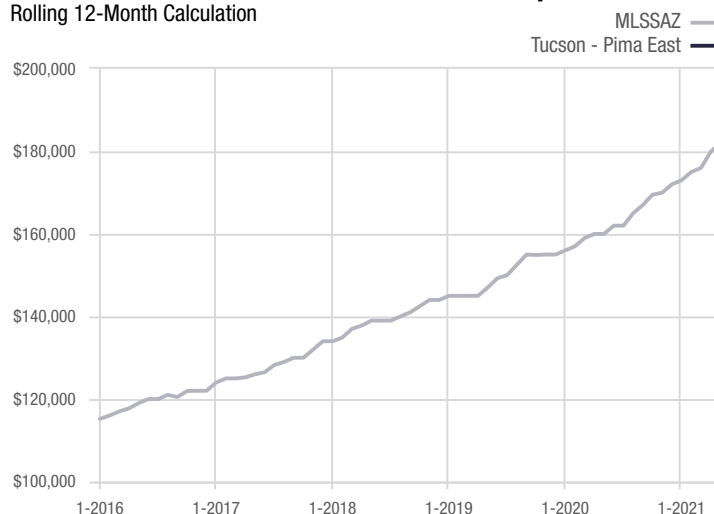
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Pima Northwest

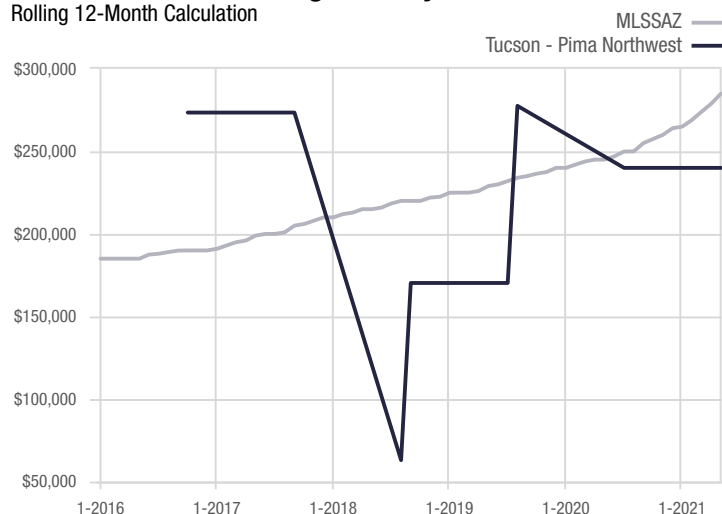
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	1	0	- 100.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% 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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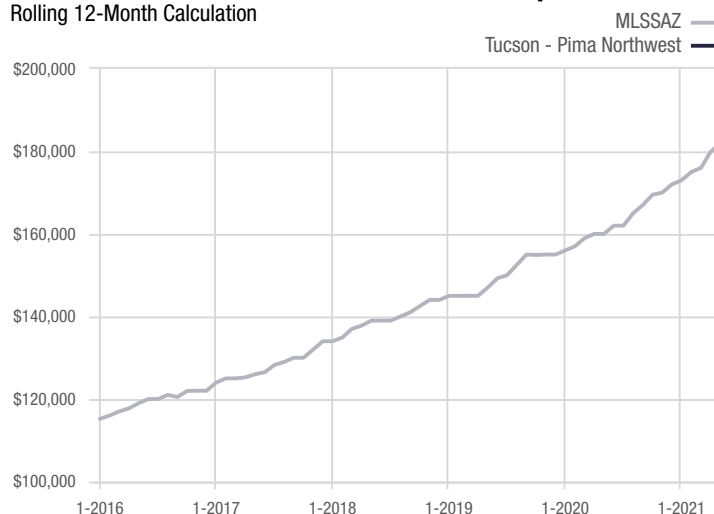
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - Pima Southwest

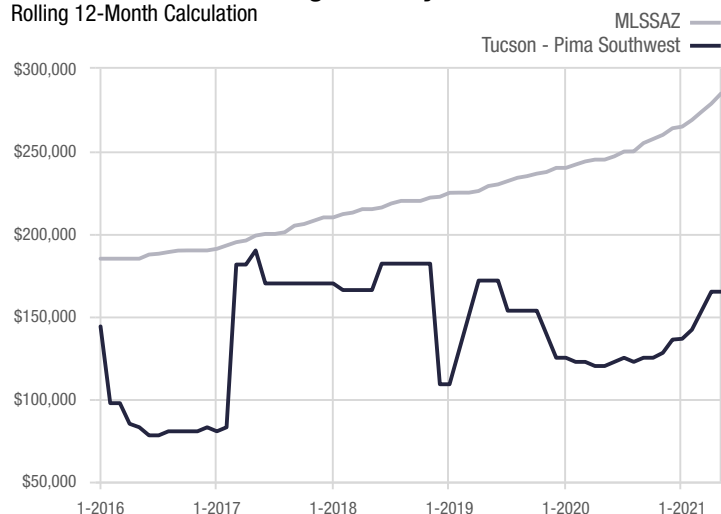
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	1	0	- 100.0%	9	4	- 55.6%
Pending Sales	1	0	- 100.0%	4	6	+ 50.0%
Closed Sales	0	0	0.0%	1	6	+ 500.0%
Days on Market Until Sale	—	—	—	3	260	+ 8,566.7%
Median Sales Price*	—	—	—	\$85,000	\$191,250	+ 125.0%
Average Sales Price*	—	—	—	\$85,000	\$229,750	+ 170.3%
Percent of List Price Received*	—	—	—	106.4%	86.8%	- 18.4%
Inventory of Homes for Sale	11	4	- 63.6%	—	—	—
Months Supply of Inventory	9.4	3.1	- 67.0%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% 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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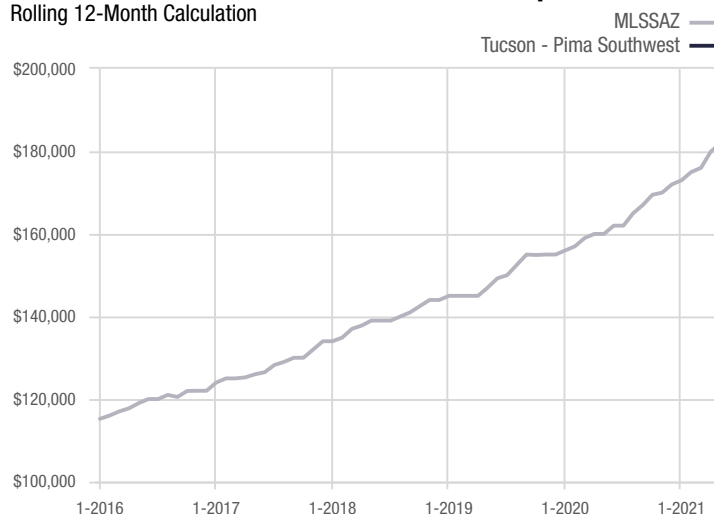
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - South

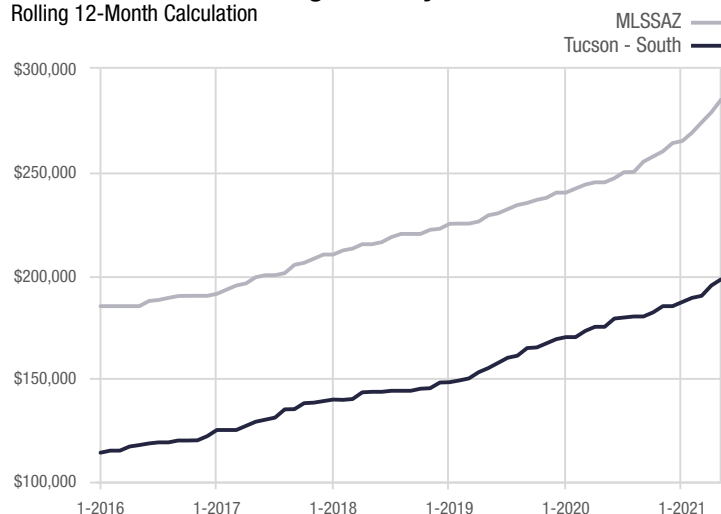
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	71	77	+ 8.5%	431	392	- 9.0%
Pending Sales	86	82	- 4.7%	382	382	0.0%
Closed Sales	77	65	- 15.6%	349	345	- 1.1%
Days on Market Until Sale	25	9	- 64.0%	26	12	- 53.8%
Median Sales Price*	\$185,000	\$225,000	+ 21.6%	\$180,000	\$210,650	+ 17.0%
Average Sales Price*	\$184,580	\$224,428	+ 21.6%	\$176,947	\$208,413	+ 17.8%
Percent of List Price Received*	98.8%	101.5%	+ 2.7%	99.1%	100.9%	+ 1.8%
Inventory of Homes for Sale	86	26	- 69.8%	—	—	—
Months Supply of Inventory	1.1	0.4	- 63.6%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	2	4	+ 100.0%	27	29	+ 7.4%
Pending Sales	6	4	- 33.3%	25	31	+ 24.0%
Closed Sales	7	6	- 14.3%	23	34	+ 47.8%
Days on Market Until Sale	5	6	+ 20.0%	20	15	- 25.0%
Median Sales Price*	\$142,000	\$181,500	+ 27.8%	\$138,500	\$145,500	+ 5.1%
Average Sales Price*	\$133,750	\$173,917	+ 30.0%	\$131,328	\$150,071	+ 14.3%
Percent of List Price Received*	95.6%	102.0%	+ 6.7%	97.3%	100.6%	+ 3.4%
Inventory of Homes for Sale	2	3	+ 50.0%	—	—	—
Months Supply of Inventory	0.5	0.6	+ 20.0%	—	—	—

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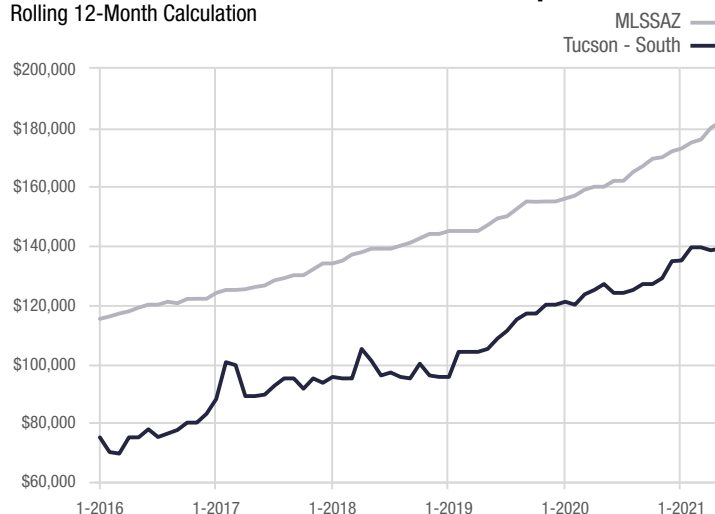
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - Southeast

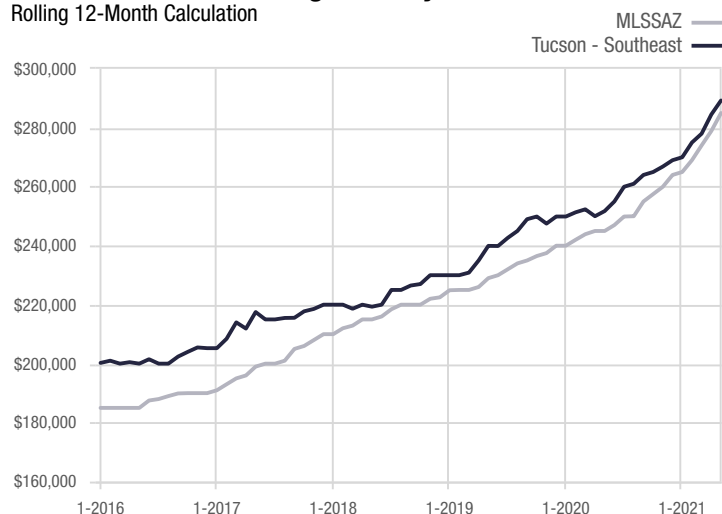
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	26	45	+ 73.1%	222	258	+ 16.2%
Pending Sales	48	52	+ 8.3%	214	259	+ 21.0%
Closed Sales	31	39	+ 25.8%	184	220	+ 19.6%
Days on Market Until Sale	33	5	- 84.8%	39	16	- 59.0%
Median Sales Price*	\$282,500	\$337,500	+ 19.5%	\$256,500	\$310,000	+ 20.9%
Average Sales Price*	\$317,922	\$346,213	+ 8.9%	\$275,956	\$333,688	+ 20.9%
Percent of List Price Received*	99.4%	102.0%	+ 2.6%	99.0%	100.6%	+ 1.6%
Inventory of Homes for Sale	45	14	- 68.9%	—	—	—
Months Supply of Inventory	1.1	0.3	- 72.7%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	2	0	- 100.0%	6	5	- 16.7%
Pending Sales	2	0	- 100.0%	6	5	- 16.7%
Closed Sales	3	1	- 66.7%	4	5	+ 25.0%
Days on Market Until Sale	24	2	- 91.7%	21	4	- 81.0%
Median Sales Price*	\$217,000	\$200,000	- 7.8%	\$186,000	\$200,000	+ 7.5%
Average Sales Price*	\$214,083	\$200,000	- 6.6%	\$195,563	\$208,600	+ 6.7%
Percent of List Price Received*	99.5%	100.0%	+ 0.5%	99.2%	100.3%	+ 1.1%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	1.3	—	—	—	—	—

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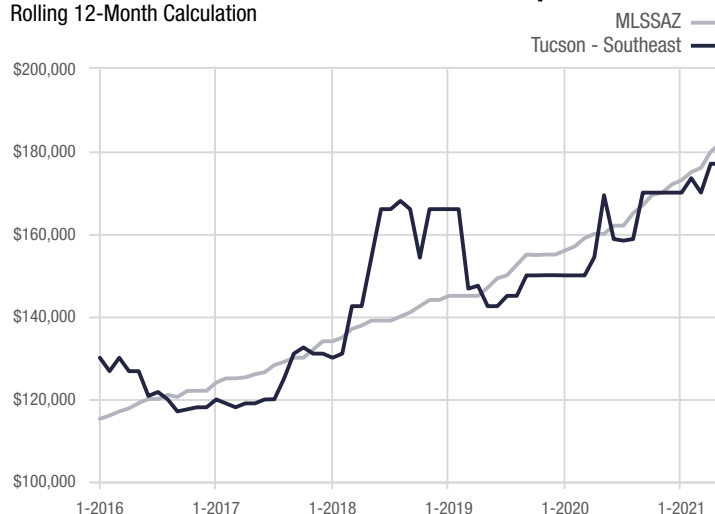
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - Southwest

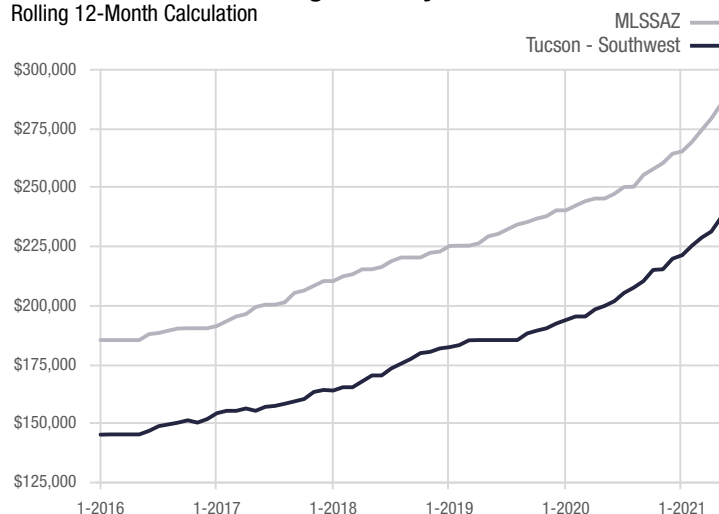
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	61	64	+ 4.9%	382	390	+ 2.1%
Pending Sales	86	69	- 19.8%	350	386	+ 10.3%
Closed Sales	62	65	+ 4.8%	298	332	+ 11.4%
Days on Market Until Sale	29	7	- 75.9%	36	19	- 47.2%
Median Sales Price*	\$197,000	\$288,000	+ 46.2%	\$203,000	\$250,800	+ 23.5%
Average Sales Price*	\$206,180	\$285,101	+ 38.3%	\$212,115	\$262,388	+ 23.7%
Percent of List Price Received*	100.3%	102.2%	+ 1.9%	98.8%	101.1%	+ 2.3%
Inventory of Homes for Sale	75	28	- 62.7%	—	—	—
Months Supply of Inventory	1.1	0.4	- 63.6%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	2	6	+ 200.0%	13	19	+ 46.2%
Pending Sales	1	7	+ 600.0%	10	19	+ 90.0%
Closed Sales	2	3	+ 50.0%	11	12	+ 9.1%
Days on Market Until Sale	26	4	- 84.6%	23	12	- 47.8%
Median Sales Price*	\$135,250	\$142,000	+ 5.0%	\$129,000	\$167,750	+ 30.0%
Average Sales Price*	\$135,250	\$134,000	- 0.9%	\$126,400	\$152,283	+ 20.5%
Percent of List Price Received*	100.7%	104.3%	+ 3.6%	101.4%	101.3%	- 0.1%
Inventory of Homes for Sale	4	0	- 100.0%	—	—	—
Months Supply of Inventory	1.8	—	—	—	—	—

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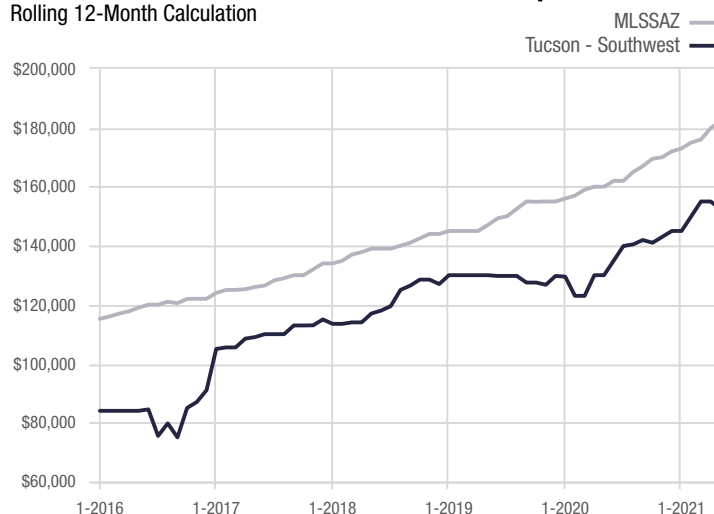
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - Upper Northwest

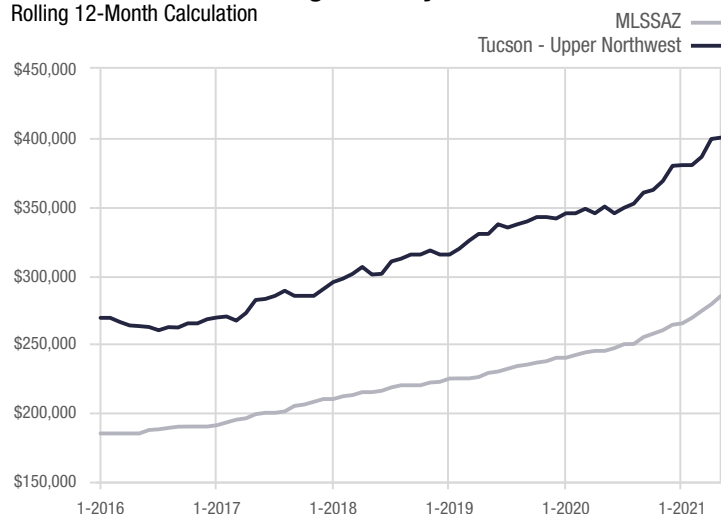
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	41	45	+ 9.8%	264	285	+ 8.0%
Pending Sales	35	56	+ 60.0%	214	298	+ 39.3%
Closed Sales	25	56	+ 124.0%	214	271	+ 26.6%
Days on Market Until Sale	42	24	- 42.9%	48	33	- 31.3%
Median Sales Price*	\$365,000	\$434,500	+ 19.0%	\$369,500	\$430,000	+ 16.4%
Average Sales Price*	\$355,626	\$484,736	+ 36.3%	\$376,471	\$463,644	+ 23.2%
Percent of List Price Received*	98.0%	100.3%	+ 2.3%	97.6%	99.2%	+ 1.6%
Inventory of Homes for Sale	101	34	- 66.3%	—	—	—
Months Supply of Inventory	2.4	0.7	- 70.8%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	3	3	0.0%	15	30	+ 100.0%
Pending Sales	4	6	+ 50.0%	13	28	+ 115.4%
Closed Sales	1	5	+ 400.0%	12	22	+ 83.3%
Days on Market Until Sale	3	13	+ 333.3%	41	11	- 73.2%
Median Sales Price*	\$290,000	\$359,500	+ 24.0%	\$285,000	\$352,500	+ 23.7%
Average Sales Price*	\$290,000	\$354,600	+ 22.3%	\$422,734	\$342,250	- 19.0%
Percent of List Price Received*	98.3%	100.4%	+ 2.1%	98.0%	99.1%	+ 1.1%
Inventory of Homes for Sale	6	4	- 33.3%	—	—	—
Months Supply of Inventory	2.9	0.9	- 69.0%	—	—	—

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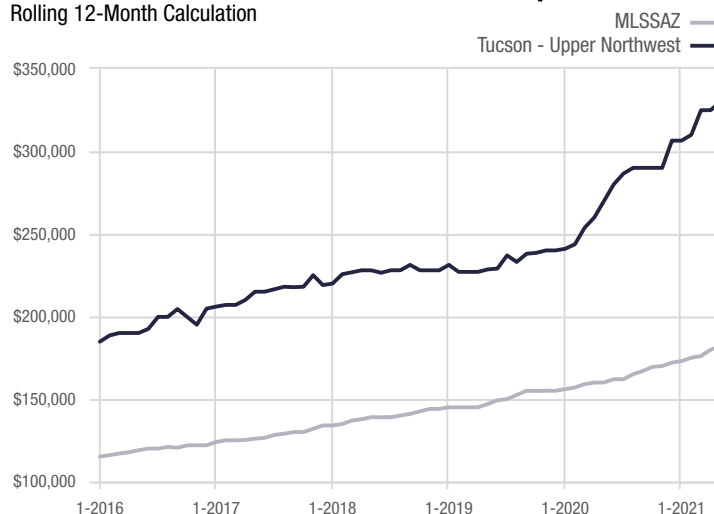
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - Upper Southeast

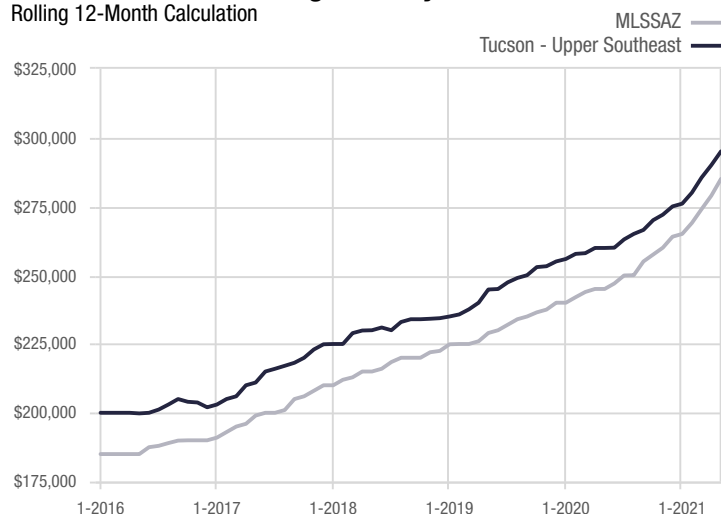
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	98	128	+ 30.6%	552	578	+ 4.7%
Pending Sales	99	130	+ 31.3%	527	586	+ 11.2%
Closed Sales	108	84	- 22.2%	485	486	+ 0.2%
Days on Market Until Sale	25	7	- 72.0%	39	17	- 56.4%
Median Sales Price*	\$265,000	\$305,000	+ 15.1%	\$261,900	\$312,000	+ 19.1%
Average Sales Price*	\$282,759	\$325,307	+ 15.0%	\$285,002	\$335,745	+ 17.8%
Percent of List Price Received*	99.4%	102.6%	+ 3.2%	99.1%	101.0%	+ 1.9%
Inventory of Homes for Sale	119	54	- 54.6%	—	—	—
Months Supply of Inventory	1.2	0.5	- 58.3%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	1	—	2	1	- 50.0%
Pending Sales	1	1	0.0%	2	1	- 50.0%
Closed Sales	0	0	0.0%	1	0	- 100.0%
Days on Market Until Sale	—	—	—	2	—	—
Median Sales Price*	—	—	—	\$210,000	—	—
Average Sales Price*	—	—	—	\$210,000	—	—
Percent of List Price Received*	—	—	—	93.3%	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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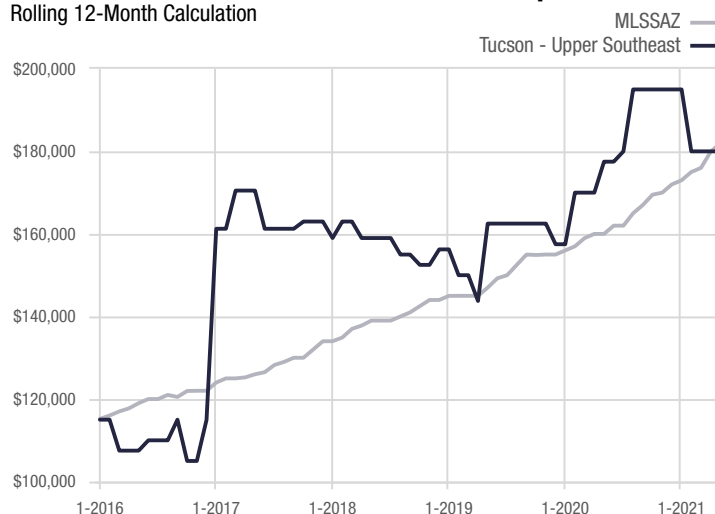
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – May 2021

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Tucson - West

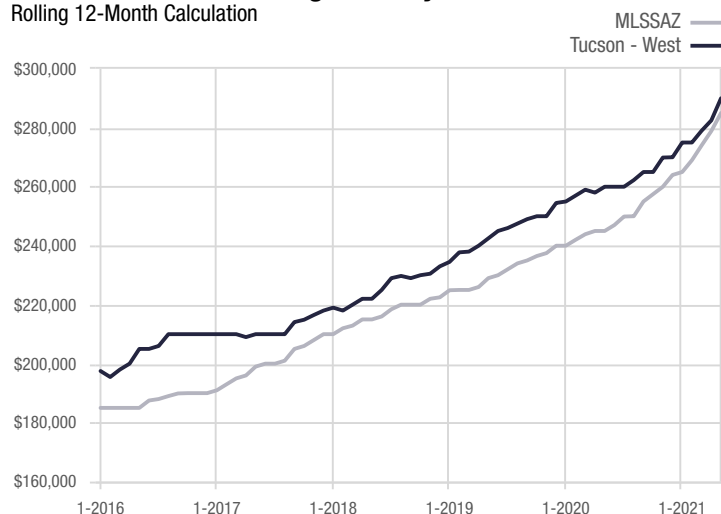
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	94	90	- 4.3%	501	496	- 1.0%
Pending Sales	96	101	+ 5.2%	450	460	+ 2.2%
Closed Sales	82	83	+ 1.2%	413	440	+ 6.5%
Days on Market Until Sale	21	11	- 47.6%	34	13	- 61.8%
Median Sales Price*	\$265,000	\$335,000	+ 26.4%	\$260,000	\$310,000	+ 19.2%
Average Sales Price*	\$286,897	\$369,532	+ 28.8%	\$295,552	\$355,221	+ 20.2%
Percent of List Price Received*	98.7%	102.5%	+ 3.9%	98.6%	101.3%	+ 2.7%
Inventory of Homes for Sale	107	45	- 57.9%	—	—	—
Months Supply of Inventory	1.2	0.5	- 58.3%	—	—	—

Townhouse/Condo/Duplex	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	13	10	- 23.1%	69	51	- 26.1%
Pending Sales	12	11	- 8.3%	61	55	- 9.8%
Closed Sales	5	6	+ 20.0%	53	56	+ 5.7%
Days on Market Until Sale	5	16	+ 220.0%	19	12	- 36.8%
Median Sales Price*	\$155,000	\$164,500	+ 6.1%	\$145,000	\$159,500	+ 10.0%
Average Sales Price*	\$154,620	\$164,183	+ 6.2%	\$145,868	\$153,963	+ 5.5%
Percent of List Price Received*	100.1%	104.0%	+ 3.9%	98.7%	99.7%	+ 1.0%
Inventory of Homes for Sale	10	2	- 80.0%	—	—	—
Months Supply of Inventory	0.9	0.2	- 77.8%	—	—	—

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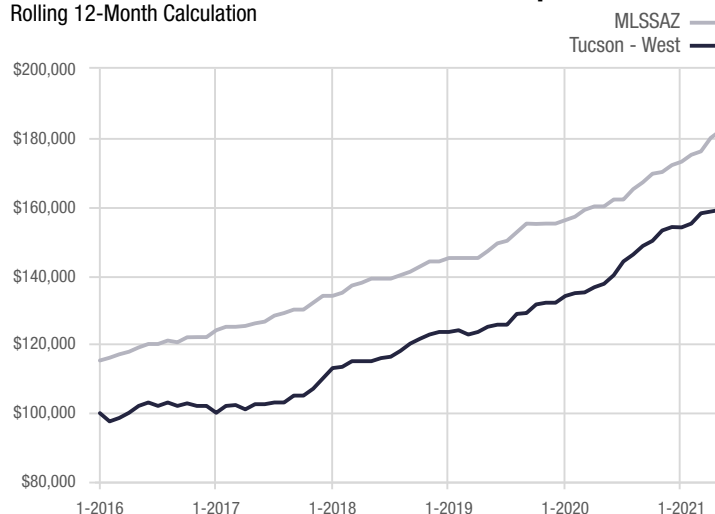
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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