

Monthly Indicators



June 2021

School's out, and as vaccination rates rise and America enters a new normal, the U.S. housing market continues along at a frenzied pace, with low interest rates and limited inventory fueling record high sales prices. May saw the median existing-home sales price exceed \$350,000, a 24% increase and the largest year-over-year increase since 1999, according to the National Association of REALTORS®. Eager buyers are making multiple offers, some for well over asking price, while others are making offers on homes sight unseen.

New Listings increased 16.3 percent for Single Family and 19.4 percent for Townhouse/Condo. Pending Sales decreased 5.3 percent for Single Family but increased 3.8 percent for Townhouse/Condo. Inventory decreased 42.1 percent for Single Family and 54.0 percent for Townhouse/Condo.

Median Sales Price increased 29.9 percent to \$331,300 for Single Family and 31.6 percent to \$222,000 for Townhouse/Condo. Days on Market decreased 66.7 percent for Single Family and 68.8 percent for Townhouse/Condo. Months Supply of Inventory decreased 46.7 percent for Single Family and 60.0 percent for Townhouse/Condo.

The increase in sales prices comes with a slight decline in existing home sales nationwide, as homebuyers struggle with declining affordability amid a lack of inventory, forcing some buyers to simply wait it out in hopes of more inventory and less competition. Meanwhile, home builders are trying to meet the increased market demand, with housing starts up 3.6% in May from April, according to the Commerce Department. As we ease into new routines and look forward to a post-pandemic future, one thing remains certain: America desperately needs more homes.

Quick Facts

+ 7.9%	+ 27.0%	- 43.8%
Change in Closed Sales All Properties	Change in Median Sales Price All Properties	Change in Homes for Sale All Properties

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

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Single Family Market Overview

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



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Key Metrics	Historical Sparkbars	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,513	1,760	+ 16.3%	9,841	10,156	+ 3.2%
Pending Sales		1,697	1,607	- 5.3%	8,709	9,561	+ 9.8%
Closed Sales		1,551	1,637	+ 5.5%	7,805	8,917	+ 14.2%
Days on Market Until Sale		39	13	- 66.7%	39	20	- 48.7%
Median Sales Price		\$255,000	\$331,300	+ 29.9%	\$250,000	\$310,000	+ 24.0%
Average Sales Price		\$302,545	\$406,210	+ 34.3%	\$298,649	\$383,172	+ 28.3%
Percent of List Price Received		99.0%	101.7%	+ 2.7%	98.6%	100.7%	+ 2.1%
Housing Affordability Index		126	99	- 21.4%	128	106	- 17.2%
Inventory of Homes for Sale		2,067	1,197	- 42.1%	—	—	—
Months Supply of Inventory		1.5	0.8	- 46.7%	—	—	—

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	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		248	296	+ 19.4%	1,725	1,841	+ 6.7%
Pending Sales		265	275	+ 3.8%	1,441	1,791	+ 24.3%
Closed Sales		258	315	+ 22.1%	1,319	1,721	+ 30.5%
Days on Market Until Sale		32	10	- 68.8%	28	16	- 42.9%
Median Sales Price		\$168,700	\$222,000	+ 31.6%	\$168,000	\$201,000	+ 19.6%
Average Sales Price		\$188,897	\$234,086	+ 23.9%	\$186,399	\$216,399	+ 16.1%
Percent of List Price Received		98.4%	102.0%	+ 3.7%	98.4%	100.7%	+ 2.3%
Housing Affordability Index		190	147	- 22.6%	191	163	- 14.7%
Inventory of Homes for Sale		337	155	- 54.0%	—	—	—
Months Supply of Inventory		1.5	0.6	- 60.0%	—	—	—

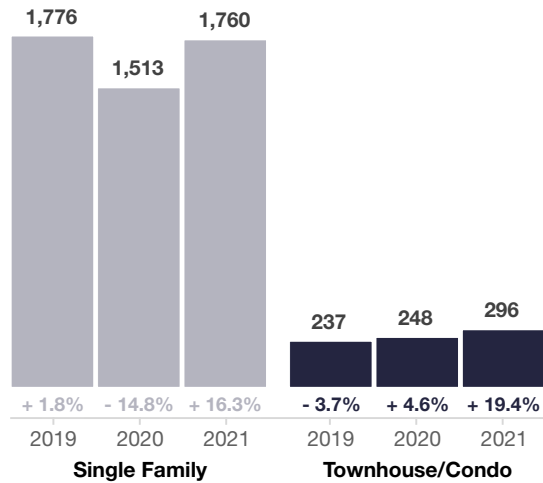
New Listings

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

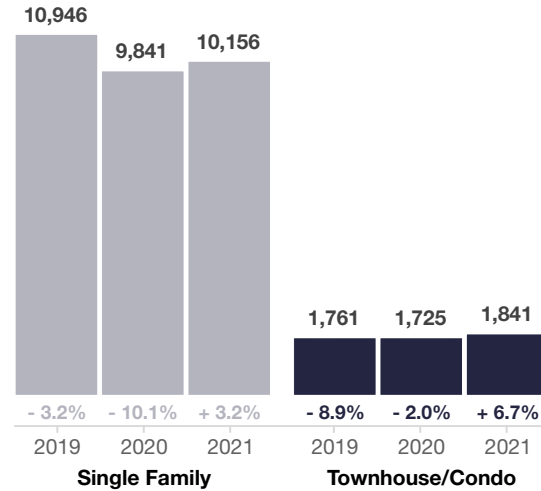


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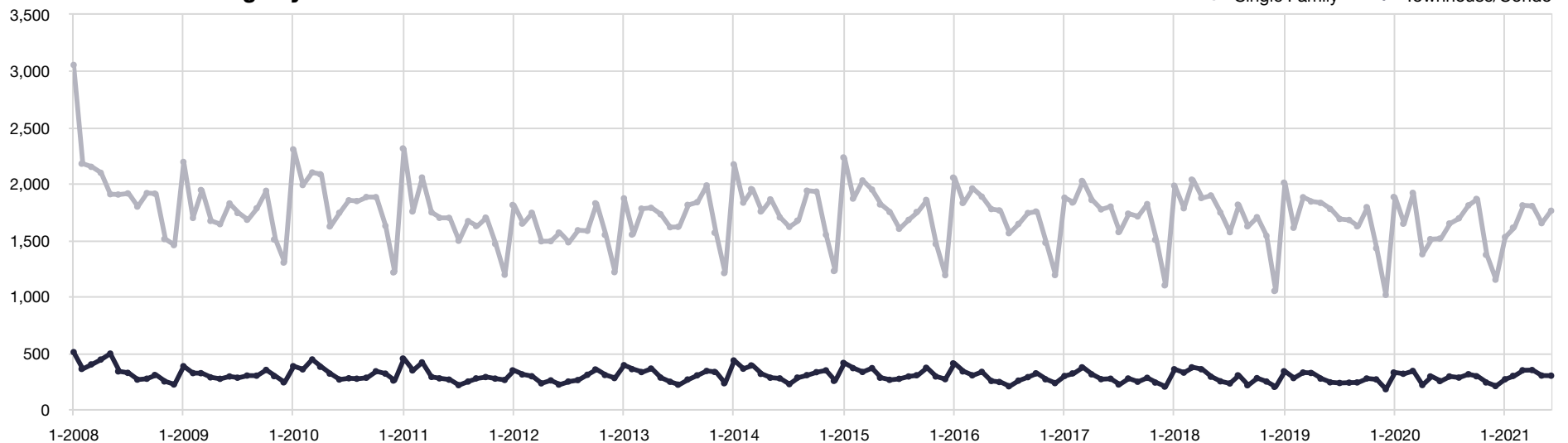


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2020	1,647	- 2.4%	289	+ 25.1%
8-2020	1,693	+ 0.9%	279	+ 19.2%
9-2020	1,808	+ 11.5%	309	+ 30.9%
10-2020	1,865	+ 4.1%	291	+ 7.4%
11-2020	1,369	- 4.1%	236	- 10.3%
12-2020	1,148	+ 13.3%	204	+ 15.9%
1-2021	1,526	- 18.9%	264	- 18.5%
2-2021	1,610	- 2.1%	294	- 6.1%
3-2021	1,808	- 5.8%	344	+ 1.8%
4-2021	1,802	+ 31.1%	346	+ 62.4%
5-2021	1,650	+ 9.4%	297	+ 2.8%
6-2021	1,760	+ 16.3%	296	+ 19.4%
12-Month Avg	1,641	+ 3.3%	287	+ 10.0%

Historical New Listings by Month



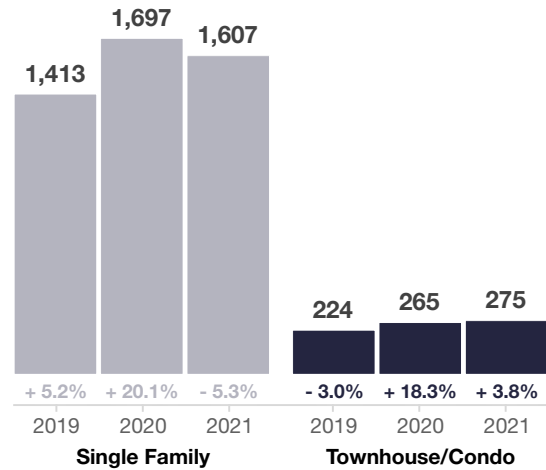
Pending Sales

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

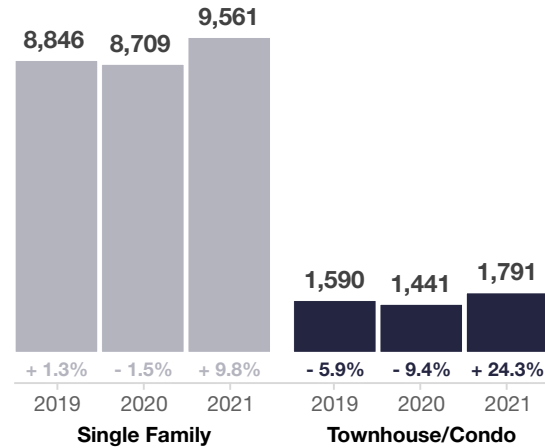


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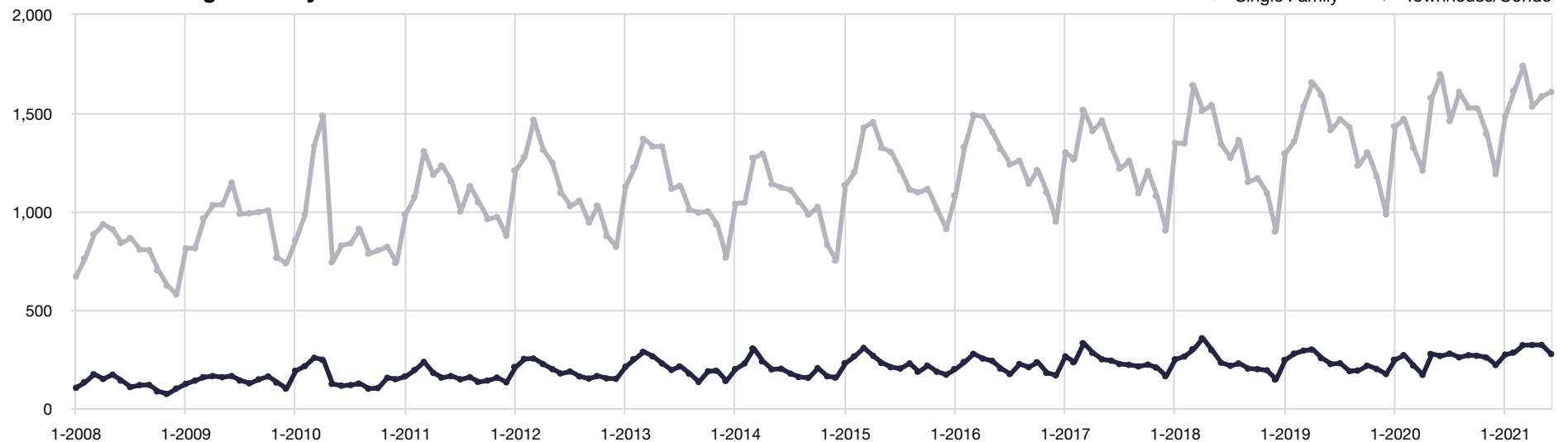


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2020	1,459	- 0.7%	277	+ 21.5%
8-2020	1,607	+ 12.5%	258	+ 37.2%
9-2020	1,527	+ 23.8%	269	+ 40.8%
10-2020	1,525	+ 17.3%	266	+ 23.1%
11-2020	1,394	+ 18.4%	257	+ 29.1%
12-2020	1,190	+ 20.8%	219	+ 26.6%
1-2021	1,482	+ 3.5%	272	+ 10.6%
2-2021	1,613	+ 9.7%	282	+ 4.8%
3-2021	1,741	+ 31.4%	320	+ 47.5%
4-2021	1,533	+ 27.0%	321	+ 89.9%
5-2021	1,585	+ 0.4%	321	+ 16.7%
6-2021	1,607	- 5.3%	275	+ 3.8%
12-Month Avg	1,522	+ 12.1%	278	+ 26.4%

Historical Pending Sales by Month



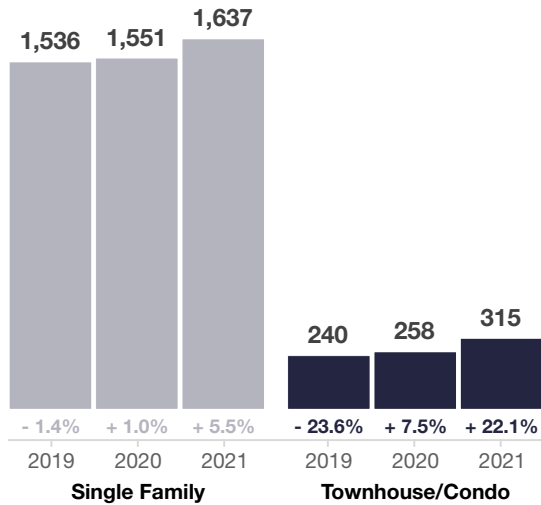
Closed Sales

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

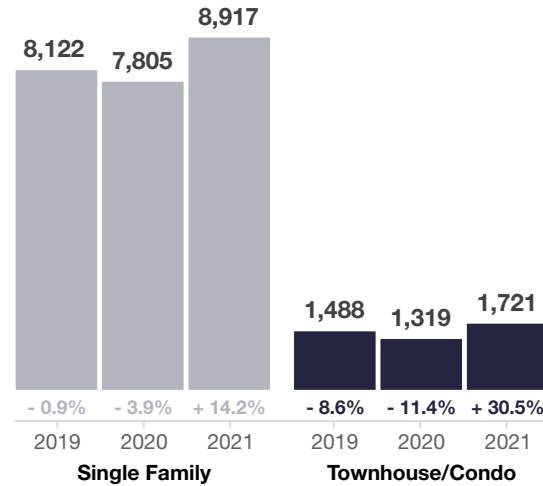


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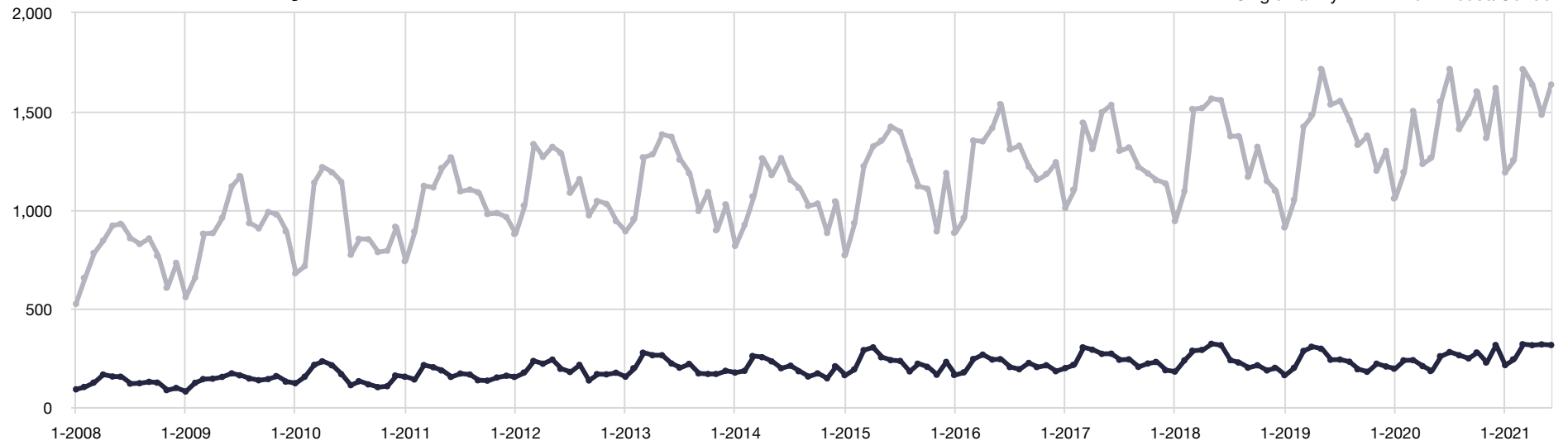


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	+ 12.5%	213	+ 9.2%
2-2021	1,253	+ 5.0%	242	+ 2.1%
3-2021	1,715	+ 14.1%	319	+ 34.0%
4-2021	1,637	+ 32.7%	314	+ 51.0%
5-2021	1,484	+ 17.3%	318	+ 73.8%
6-2021	1,637	+ 5.5%	315	+ 22.1%
12-Month Avg	1,510	+ 13.1%	277	+ 28.2%

Historical Closed Sales by Month



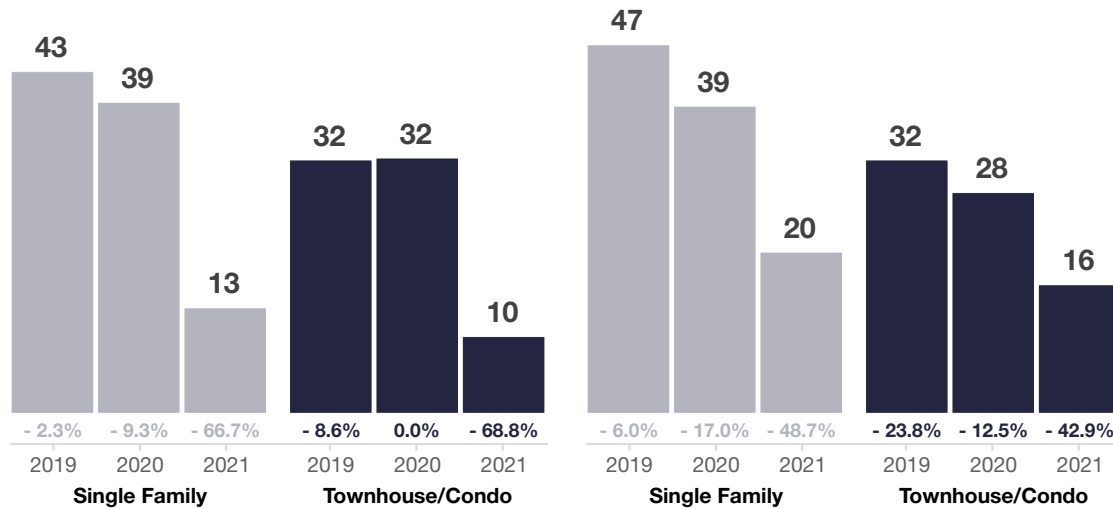
Days on Market Until Sale

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

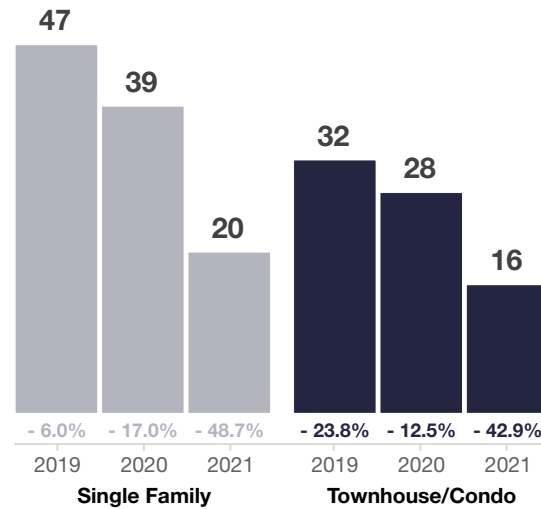


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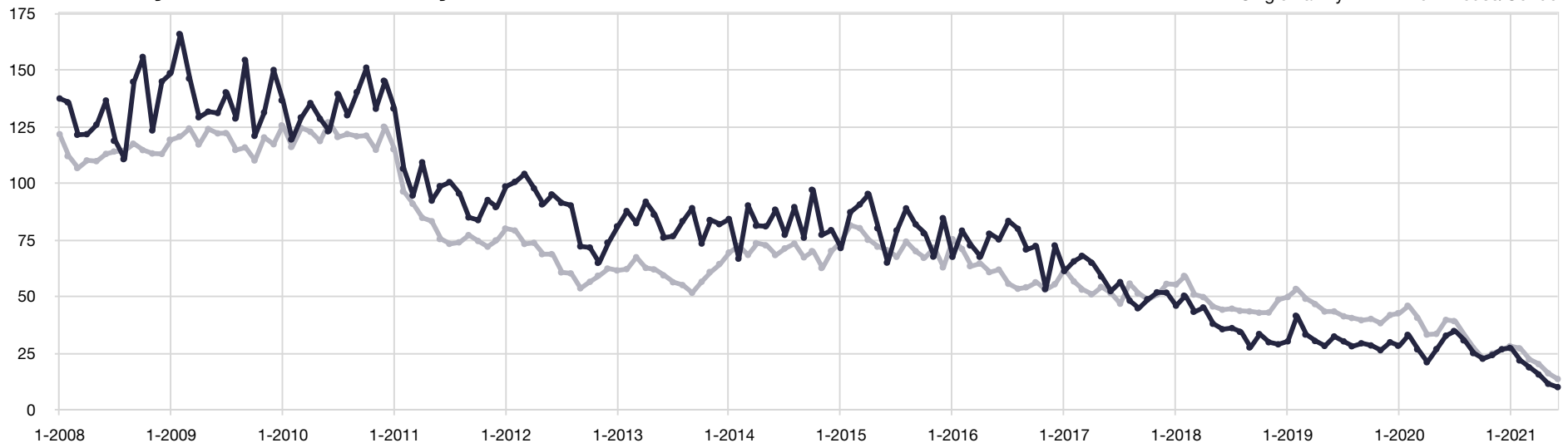
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	16	- 51.5%	11	- 57.7%
6-2021	13	- 66.7%	10	- 68.8%
12-Month Avg*	25	- 37.6%	22	- 23.6%

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

Historical Days on Market Until Sale by Month



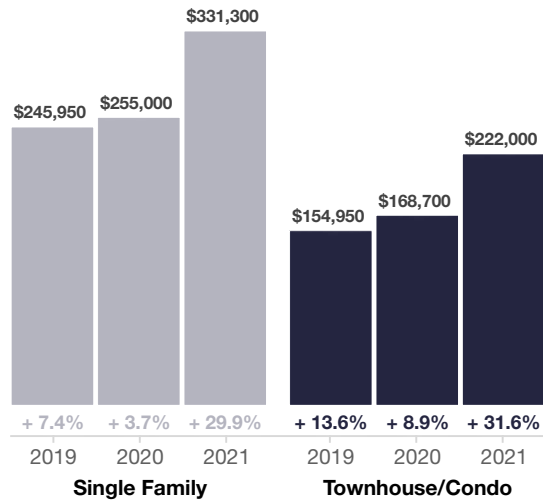
Median Sales Price

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

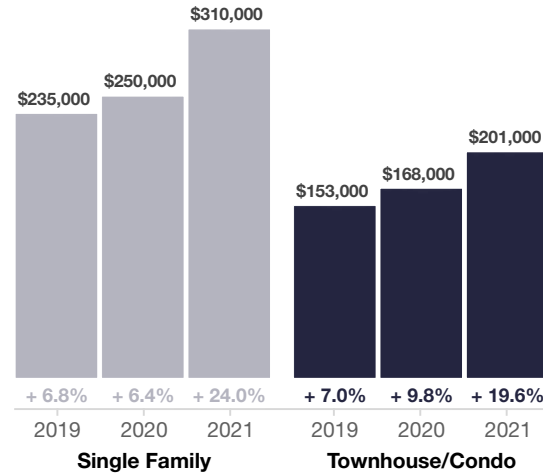


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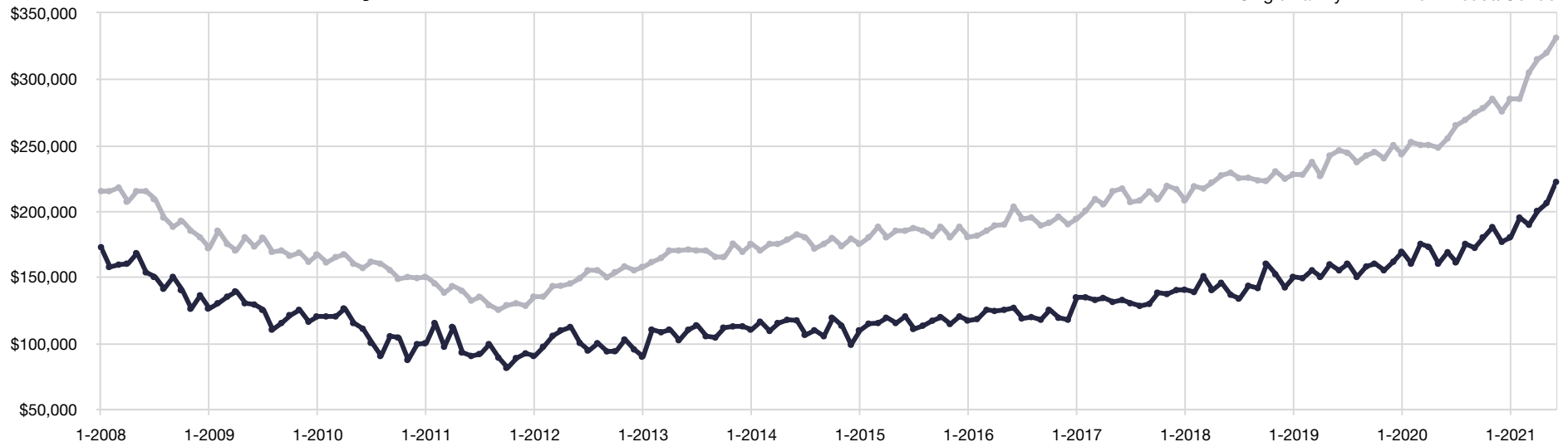
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	+ 17.3%	\$180,000	+ 6.5%
2-2021	\$285,000	+ 13.0%	\$194,950	+ 21.8%
3-2021	\$305,000	+ 22.0%	\$189,500	+ 8.3%
4-2021	\$315,000	+ 26.0%	\$200,000	+ 15.8%
5-2021	\$320,000	+ 29.0%	\$206,000	+ 28.8%
6-2021	\$331,300	+ 29.9%	\$222,000	+ 31.6%
12-Month Avg*	\$290,000	+ 17.4%	\$187,000	+ 15.4%

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

Historical Median Sales Price by Month



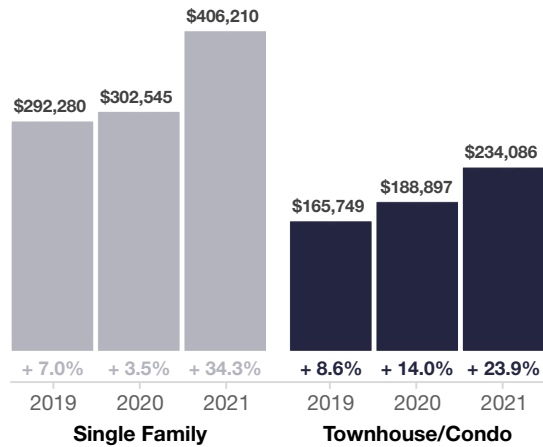
Average Sales Price

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

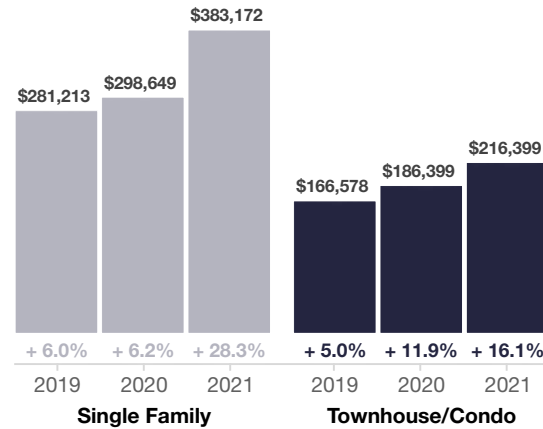


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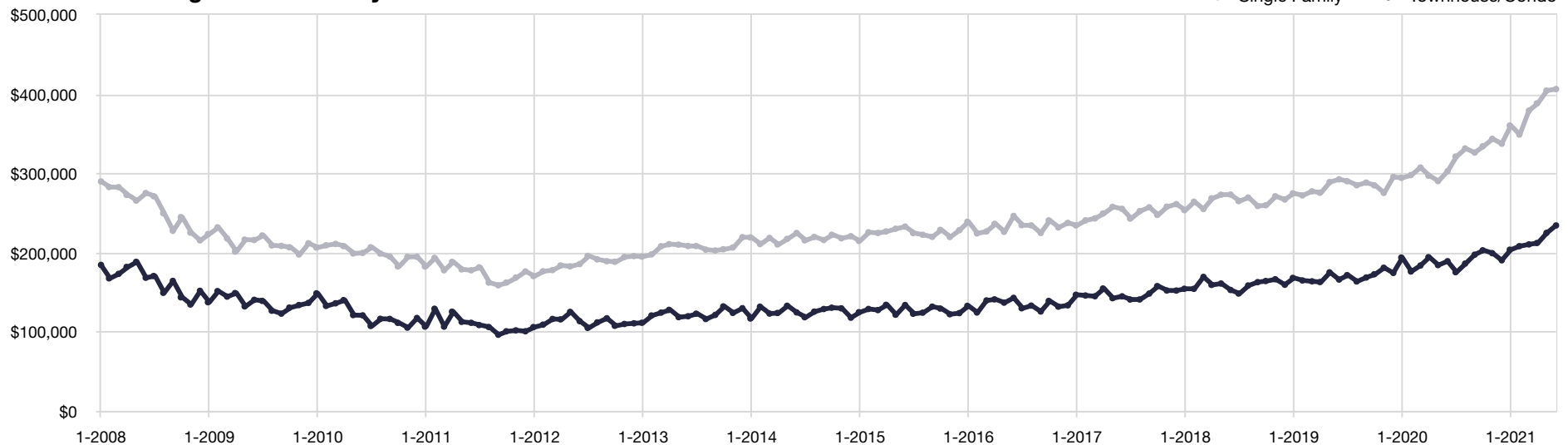
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$348,866	+ 17.2%	\$207,946	+ 18.2%
3-2021	\$379,010	+ 23.4%	\$210,159	+ 14.6%
4-2021	\$388,222	+ 30.8%	\$211,897	+ 9.2%
5-2021	\$404,373	+ 39.4%	\$224,699	+ 22.1%
6-2021	\$406,210	+ 34.3%	\$234,086	+ 23.9%
12-Month Avg*	\$357,121	+ 22.1%	\$204,303	+ 14.0%

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

Historical Average Sales Price by Month



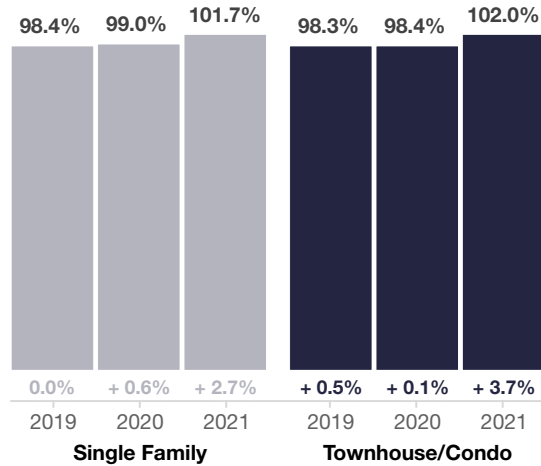
Percent of List Price Received

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.

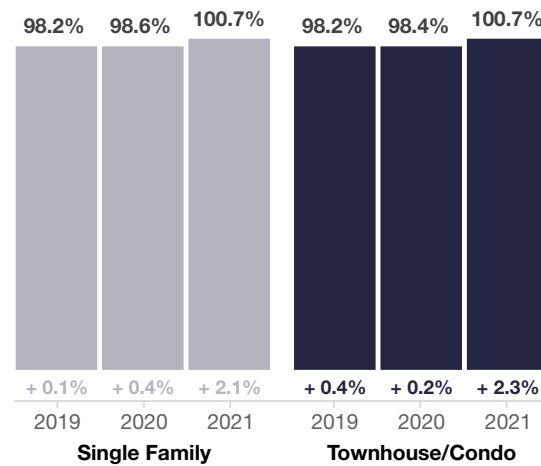


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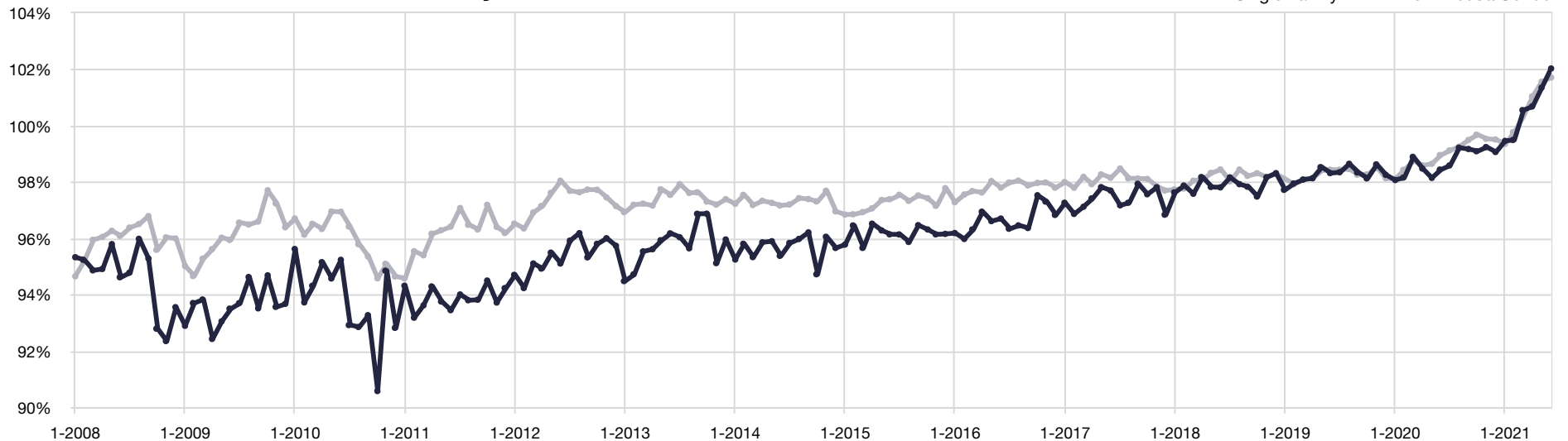
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	100.6%	+ 1.7%
4-2021	101.0%	+ 2.4%	100.7%	+ 2.2%
5-2021	101.6%	+ 3.0%	101.4%	+ 3.4%
6-2021	101.7%	+ 2.7%	102.0%	+ 3.7%
12-Month Avg*	100.1%	+ 1.6%	99.9%	+ 1.5%

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

Historical Percent of List Price Received by Month



Housing Affordability Index

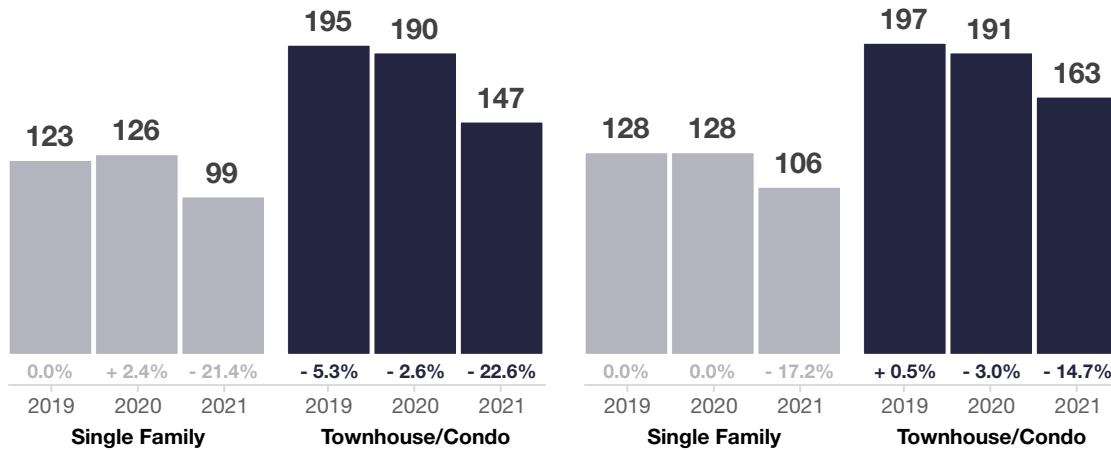
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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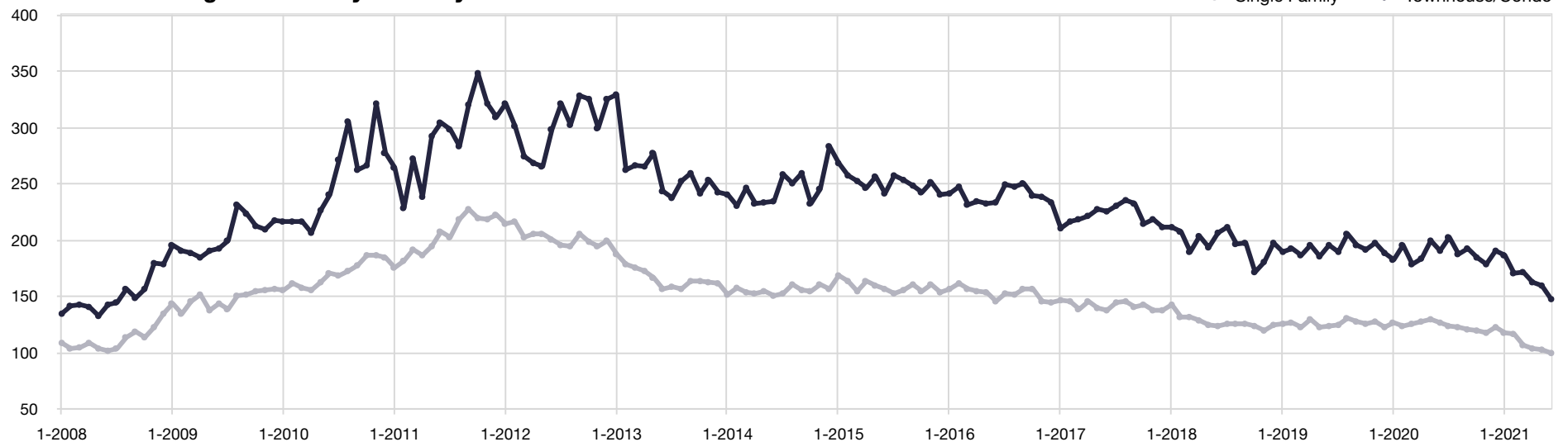
June

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	- 7.1%	186	+ 2.2%
2-2021	116	- 5.7%	170	- 12.8%
3-2021	106	- 15.2%	171	- 3.9%
4-2021	103	- 18.9%	162	- 11.5%
5-2021	102	- 20.9%	159	- 20.1%
6-2021	99	- 21.4%	147	- 22.6%
12-Month Avg	114	- 9.5%	177	- 7.3%

Historical Housing Affordability Index by Month

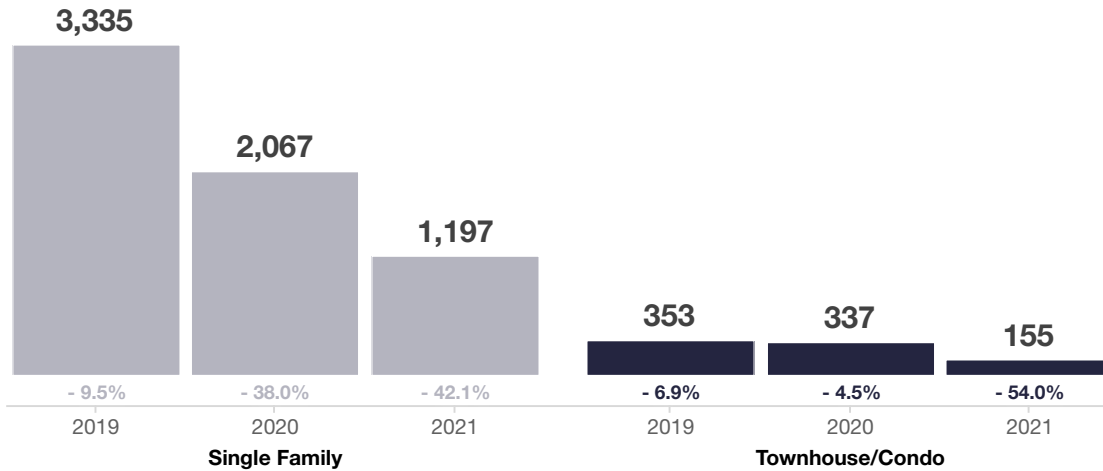


Inventory of Homes for Sale

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

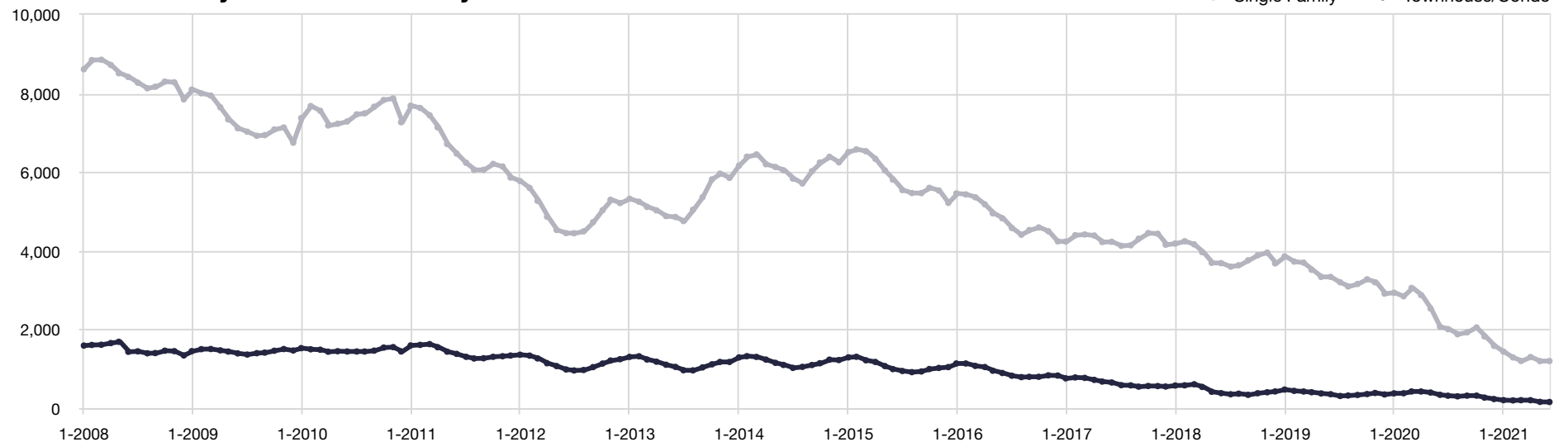


June



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2020	2,007	- 37.3%	314	+ 1.9%
8-2020	1,878	- 39.3%	299	- 6.3%
9-2020	1,925	- 39.0%	316	- 5.4%
10-2020	2,050	- 37.4%	317	- 11.2%
11-2020	1,821	- 43.1%	266	- 30.7%
12-2020	1,583	- 45.6%	230	- 33.7%
1-2021	1,435	- 51.1%	202	- 46.1%
2-2021	1,288	- 54.7%	195	- 48.3%
3-2021	1,198	- 60.8%	201	- 52.5%
4-2021	1,298	- 54.8%	200	- 52.6%
5-2021	1,194	- 52.8%	158	- 60.1%
6-2021	1,197	- 42.1%	155	- 54.0%
12-Month Avg	1,573	- 46.3%	238	- 34.8%

Historical Inventory of Homes for Sale by Month



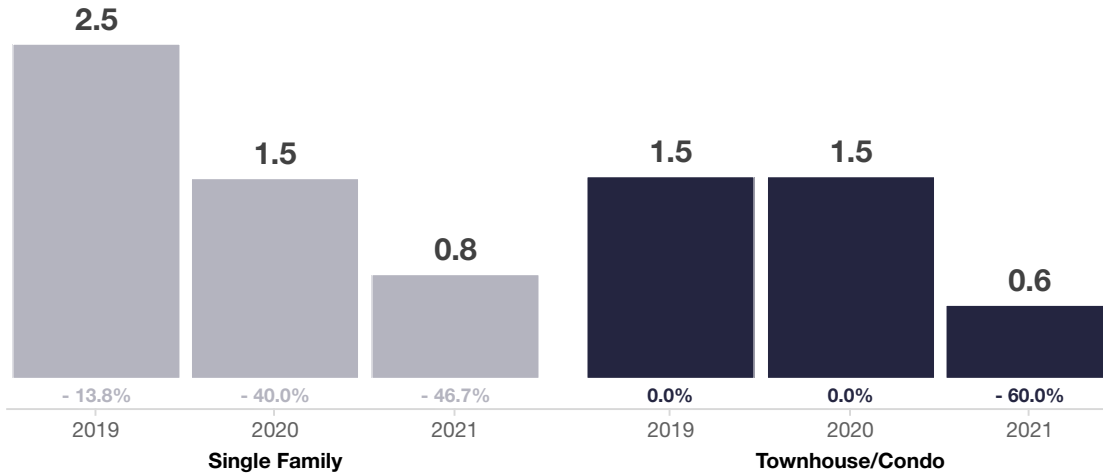
Months Supply of Inventory

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



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Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	- 61.9%	0.7	- 65.0%
5-2021	0.8	- 57.9%	0.6	- 66.7%
6-2021	0.8	- 46.7%	0.6	- 60.0%
12-Month Avg*	1.1	- 49.4%	1.0	- 40.2%

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

Historical Months Supply of Inventory by Month

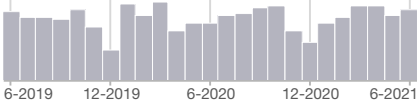
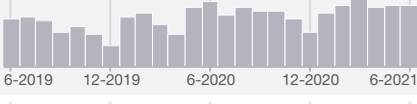
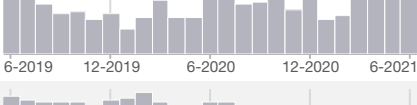
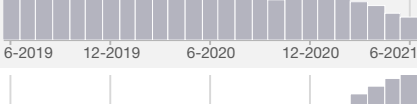
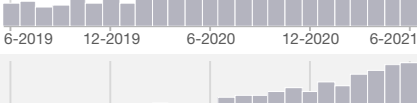
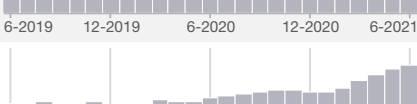
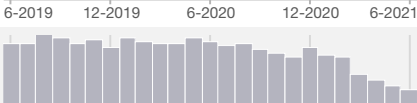
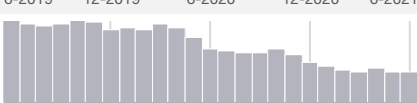
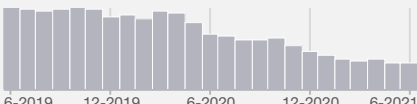



All Residential Properties Market Overview

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	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,761	2,056	+ 16.8%	11,566	11,997	+ 3.7%
Pending Sales		1,962	1,882	- 4.1%	10,150	11,352	+ 11.8%
Closed Sales		1,809	1,952	+ 7.9%	9,124	10,638	+ 16.6%
Days on Market Until Sale		38	13	- 65.8%	37	20	- 45.9%
Median Sales Price		\$245,000	\$311,250	+ 27.0%	\$240,000	\$290,000	+ 20.8%
Average Sales Price		\$286,336	\$378,434	+ 32.2%	\$282,420	\$356,192	+ 26.1%
Percent of List Price Received		98.9%	101.8%	+ 2.9%	98.6%	100.7%	+ 2.1%
Housing Affordability Index		131	105	- 19.8%	134	113	- 15.7%
Inventory of Homes for Sale		2,404	1,352	- 43.8%	—	—	—
Months Supply of Inventory		1.5	0.8	- 46.7%	—	—	—

Local Market Update – June 2021

A Research Tool Provided by Southern Arizona MLS.

Cochise

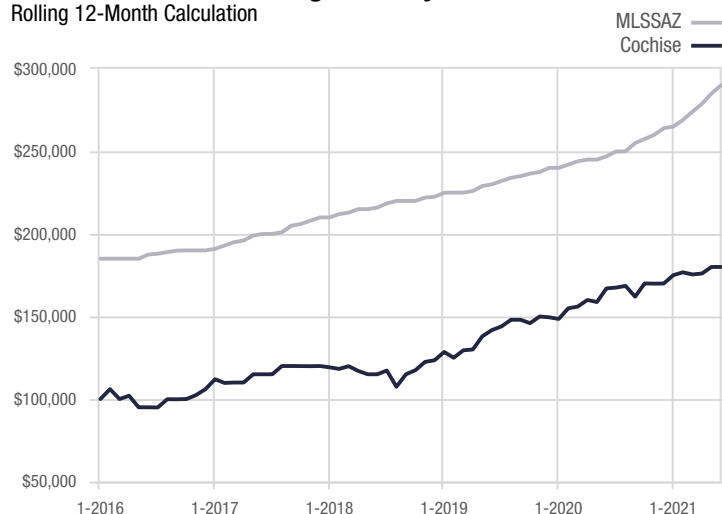
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	38	46	+ 21.1%	198	207	+ 4.5%
Pending Sales	32	38	+ 18.8%	160	166	+ 3.8%
Closed Sales	24	20	- 16.7%	140	141	+ 0.7%
Days on Market Until Sale	53	26	- 50.9%	88	61	- 30.7%
Median Sales Price*	\$188,500	\$264,500	+ 40.3%	\$162,000	\$195,000	+ 20.4%
Average Sales Price*	\$195,738	\$271,700	+ 38.8%	\$178,077	\$243,021	+ 36.5%
Percent of List Price Received*	97.3%	99.6%	+ 2.4%	95.7%	96.9%	+ 1.3%
Inventory of Homes for Sale	120	83	- 30.8%	—	—	—
Months Supply of Inventory	4.6	2.9	- 37.0%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	1	2	+ 100.0%	3	6	+ 100.0%
Pending Sales	0	0	0.0%	2	5	+ 150.0%
Closed Sales	0	0	0.0%	2	7	+ 250.0%
Days on Market Until Sale	—	—	—	4	16	+ 300.0%
Median Sales Price*	—	—	—	\$158,950	\$123,000	- 22.6%
Average Sales Price*	—	—	—	\$158,950	\$118,343	- 25.5%
Percent of List Price Received*	—	—	—	99.4%	100.8%	+ 1.4%
Inventory of Homes for Sale	2	3	+ 50.0%	—	—	—
Months Supply of Inventory	1.0	1.7	+ 70.0%	—	—	—

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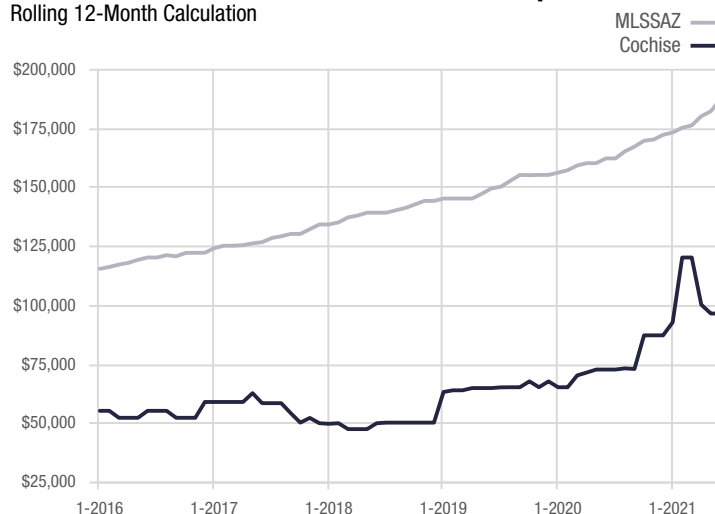
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

A Research Tool Provided by Southern Arizona MLS.

Cochise County

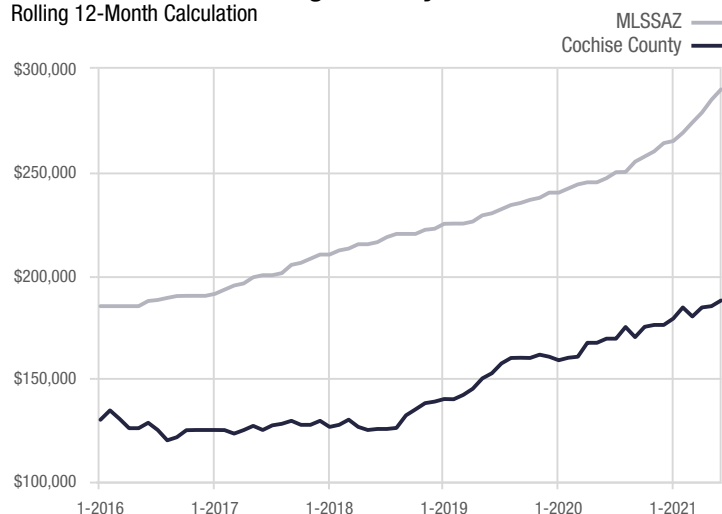
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	50	72	+ 44.0%	263	313	+ 19.0%
Pending Sales	38	56	+ 47.4%	206	245	+ 18.9%
Closed Sales	35	36	+ 2.9%	184	215	+ 16.8%
Days on Market Until Sale	55	34	- 38.2%	83	55	- 33.7%
Median Sales Price*	\$185,000	\$231,000	+ 24.9%	\$174,950	\$198,900	+ 13.7%
Average Sales Price*	\$196,317	\$262,907	+ 33.9%	\$180,646	\$234,827	+ 30.0%
Percent of List Price Received*	97.8%	99.2%	+ 1.4%	96.1%	97.3%	+ 1.2%
Inventory of Homes for Sale	154	115	- 25.3%	—	—	—
Months Supply of Inventory	4.6	2.8	- 39.1%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	1	2	+ 100.0%	5	6	+ 20.0%
Pending Sales	0	0	0.0%	3	5	+ 66.7%
Closed Sales	0	0	0.0%	3	7	+ 133.3%
Days on Market Until Sale	—	—	—	12	16	+ 33.3%
Median Sales Price*	—	—	—	\$157,900	\$123,000	- 22.1%
Average Sales Price*	—	—	—	\$146,300	\$118,343	- 19.1%
Percent of List Price Received*	—	—	—	98.3%	100.8%	+ 2.5%
Inventory of Homes for Sale	3	3	0.0%	—	—	—
Months Supply of Inventory	1.3	1.8	+ 38.5%	—	—	—

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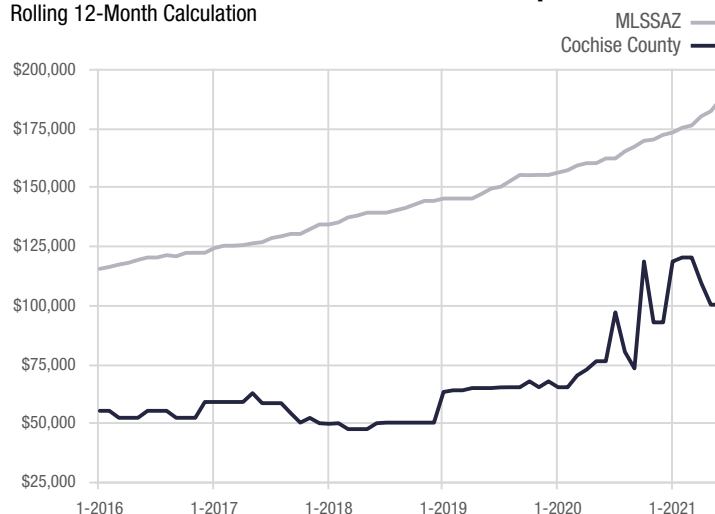
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - North

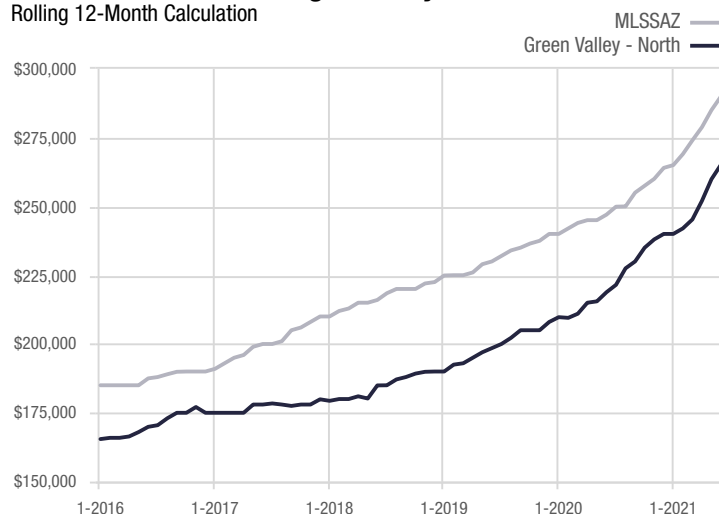
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	60	92	+ 53.3%	369	439	+ 19.0%
Pending Sales	78	86	+ 10.3%	356	437	+ 22.8%
Closed Sales	66	94	+ 42.4%	298	410	+ 37.6%
Days on Market Until Sale	32	12	- 62.5%	33	19	- 42.4%
Median Sales Price*	\$235,450	\$297,000	+ 26.1%	\$224,975	\$285,500	+ 26.9%
Average Sales Price*	\$238,541	\$302,199	+ 26.7%	\$240,591	\$291,615	+ 21.2%
Percent of List Price Received*	99.7%	101.8%	+ 2.1%	99.4%	100.9%	+ 1.5%
Inventory of Homes for Sale	52	45	- 13.5%	—	—	—
Months Supply of Inventory	0.9	0.7	- 22.2%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	0	3	—	5	6	+ 20.0%
Pending Sales	2	3	+ 50.0%	6	6	0.0%
Closed Sales	1	1	0.0%	6	3	- 50.0%
Days on Market Until Sale	91	2	- 97.8%	35	1	- 97.1%
Median Sales Price*	\$160,000	\$184,000	+ 15.0%	\$155,000	\$199,500	+ 28.7%
Average Sales Price*	\$160,000	\$184,000	+ 15.0%	\$156,900	\$194,500	+ 24.0%
Percent of List Price Received*	97.0%	102.3%	+ 5.5%	99.1%	100.7%	+ 1.6%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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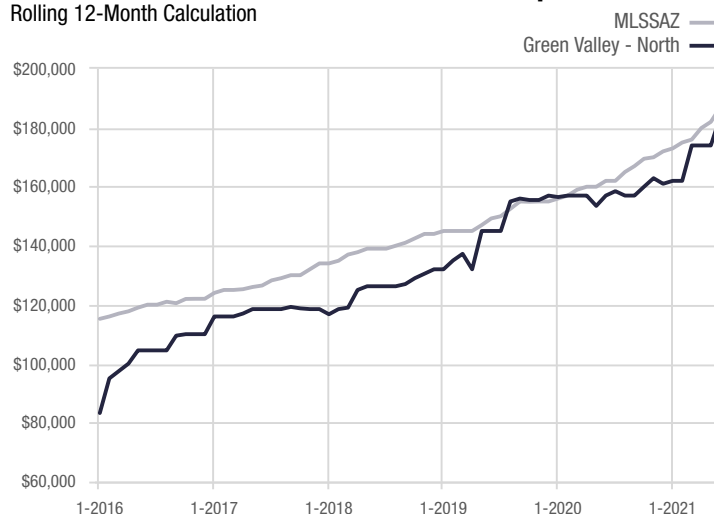
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Northeast

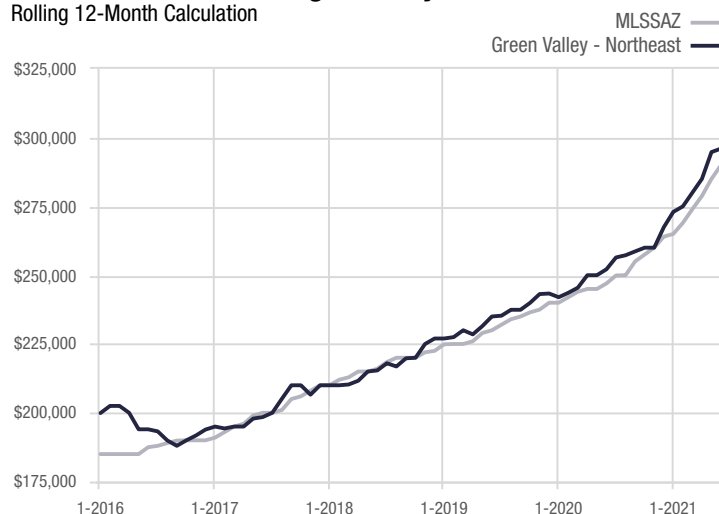
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	48	37	- 22.9%	262	260	- 0.8%
Pending Sales	49	28	- 42.9%	224	239	+ 6.7%
Closed Sales	46	48	+ 4.3%	197	251	+ 27.4%
Days on Market Until Sale	49	9	- 81.6%	35	14	- 60.0%
Median Sales Price*	\$275,000	\$287,498	+ 4.5%	\$254,500	\$310,000	+ 21.8%
Average Sales Price*	\$295,751	\$319,782	+ 8.1%	\$288,858	\$337,648	+ 16.9%
Percent of List Price Received*	99.4%	101.7%	+ 2.3%	99.0%	99.9%	+ 0.9%
Inventory of Homes for Sale	45	24	- 46.7%	—	—	—
Months Supply of Inventory	1.4	0.6	- 57.1%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	5	4	- 20.0%	27	27	0.0%
Pending Sales	4	2	- 50.0%	15	23	+ 53.3%
Closed Sales	4	4	0.0%	14	27	+ 92.9%
Days on Market Until Sale	28	21	- 25.0%	19	16	- 15.8%
Median Sales Price*	\$166,450	\$267,000	+ 60.4%	\$180,450	\$259,000	+ 43.5%
Average Sales Price*	\$188,725	\$268,375	+ 42.2%	\$201,514	\$248,031	+ 23.1%
Percent of List Price Received*	100.1%	99.3%	- 0.8%	100.5%	100.1%	- 0.4%
Inventory of Homes for Sale	5	4	- 20.0%	—	—	—
Months Supply of Inventory	1.6	1.1	- 31.3%	—	—	—

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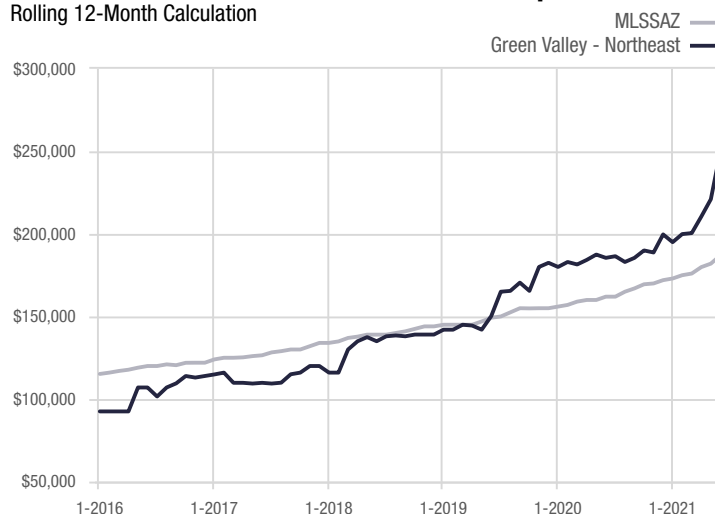
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Green Valley - Northwest

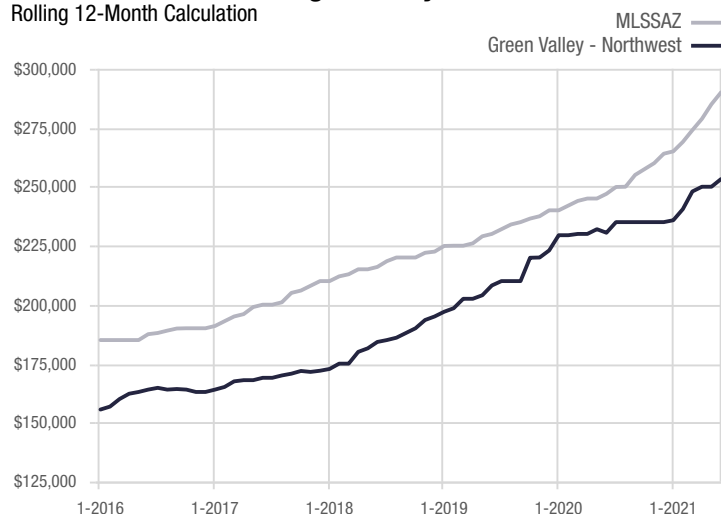
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	9	20	+ 122.2%	130	133	+ 2.3%
Pending Sales	20	19	- 5.0%	102	135	+ 32.4%
Closed Sales	15	19	+ 26.7%	95	132	+ 38.9%
Days on Market Until Sale	73	21	- 71.2%	42	32	- 23.8%
Median Sales Price*	\$236,000	\$309,000	+ 30.9%	\$236,000	\$273,250	+ 15.8%
Average Sales Price*	\$235,925	\$306,632	+ 30.0%	\$251,244	\$287,978	+ 14.6%
Percent of List Price Received*	98.1%	100.8%	+ 2.8%	98.8%	100.0%	+ 1.2%
Inventory of Homes for Sale	29	8	- 72.4%	—	—	—
Months Supply of Inventory	1.7	0.4	- 76.5%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	23	18	- 21.7%	193	202	+ 4.7%
Pending Sales	26	19	- 26.9%	155	203	+ 31.0%
Closed Sales	34	37	+ 8.8%	147	200	+ 36.1%
Days on Market Until Sale	39	11	- 71.8%	25	16	- 36.0%
Median Sales Price*	\$115,000	\$115,000	0.0%	\$150,000	\$165,000	+ 10.0%
Average Sales Price*	\$125,982	\$151,995	+ 20.6%	\$146,721	\$159,397	+ 8.6%
Percent of List Price Received*	98.4%	100.6%	+ 2.2%	99.0%	100.0%	+ 1.0%
Inventory of Homes for Sale	40	13	- 67.5%	—	—	—
Months Supply of Inventory	1.8	0.5	- 72.2%	—	—	—

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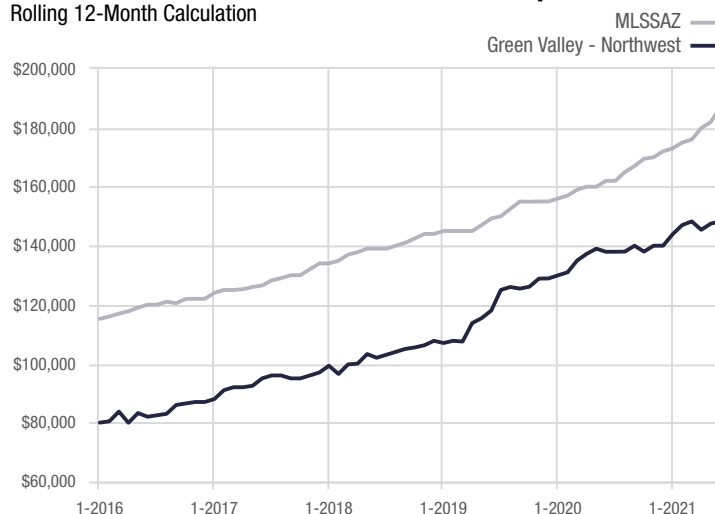
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Southeast

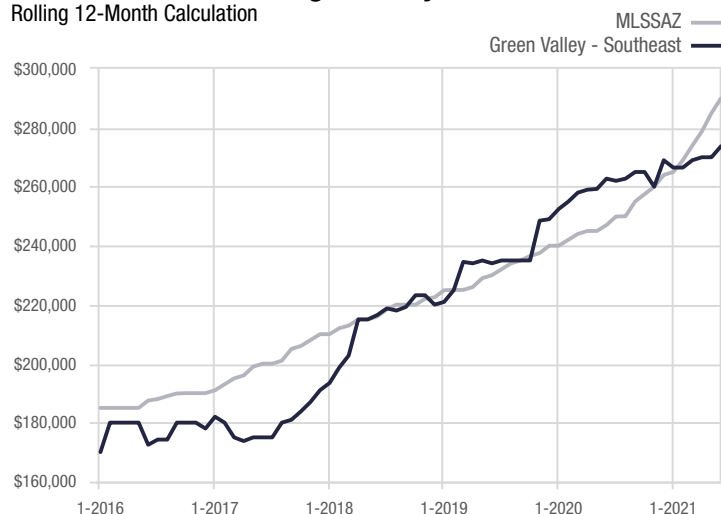
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	8	9	+ 12.5%	69	72	+ 4.3%
Pending Sales	16	10	- 37.5%	65	75	+ 15.4%
Closed Sales	9	10	+ 11.1%	56	66	+ 17.9%
Days on Market Until Sale	84	20	- 76.2%	44	36	- 18.2%
Median Sales Price*	\$273,000	\$280,400	+ 2.7%	\$269,000	\$275,450	+ 2.4%
Average Sales Price*	\$297,800	\$350,421	+ 17.7%	\$296,270	\$306,659	+ 3.5%
Percent of List Price Received*	98.1%	100.1%	+ 2.0%	97.7%	100.1%	+ 2.5%
Inventory of Homes for Sale	15	6	- 60.0%	—	—	—
Months Supply of Inventory	1.6	0.6	- 62.5%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	4	1	- 75.0%	33	33	0.0%
Pending Sales	3	1	- 66.7%	32	32	0.0%
Closed Sales	3	6	+ 100.0%	32	32	0.0%
Days on Market Until Sale	14	19	+ 35.7%	13	17	+ 30.8%
Median Sales Price*	\$189,000	\$215,000	+ 13.8%	\$215,000	\$238,750	+ 11.0%
Average Sales Price*	\$189,467	\$215,167	+ 13.6%	\$205,719	\$227,842	+ 10.8%
Percent of List Price Received*	100.1%	100.8%	+ 0.7%	99.5%	99.5%	0.0%
Inventory of Homes for Sale	4	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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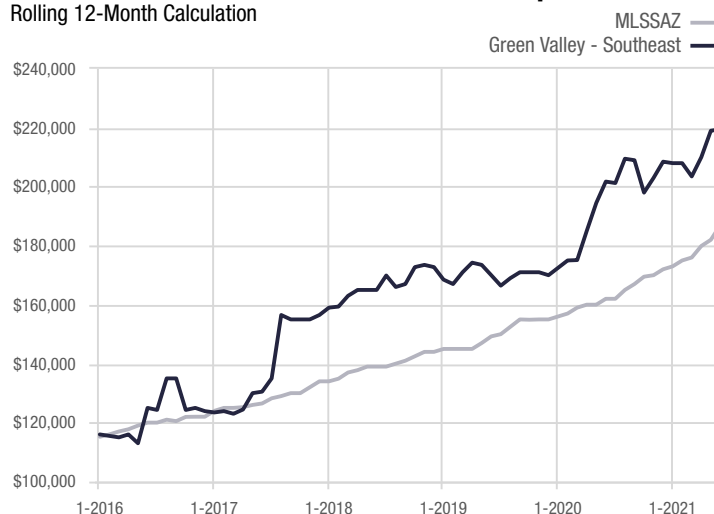
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Southwest

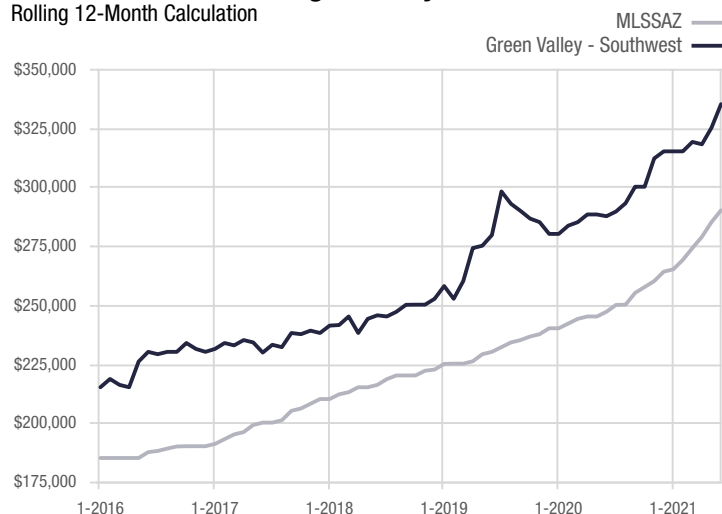
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	14	14	0.0%	96	105	+ 9.4%
Pending Sales	7	9	+ 28.6%	76	114	+ 50.0%
Closed Sales	8	12	+ 50.0%	82	114	+ 39.0%
Days on Market Until Sale	62	17	- 72.6%	52	33	- 36.5%
Median Sales Price*	\$270,000	\$397,500	+ 47.2%	\$302,450	\$340,000	+ 12.4%
Average Sales Price*	\$297,625	\$382,875	+ 28.6%	\$334,420	\$360,170	+ 7.7%
Percent of List Price Received*	98.2%	99.2%	+ 1.0%	97.9%	99.0%	+ 1.1%
Inventory of Homes for Sale	36	18	- 50.0%	—	—	—
Months Supply of Inventory	2.7	1.0	- 63.0%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	10	15	+ 50.0%	108	108	0.0%
Pending Sales	11	15	+ 36.4%	94	109	+ 16.0%
Closed Sales	15	17	+ 13.3%	95	110	+ 15.8%
Days on Market Until Sale	28	11	- 60.7%	20	16	- 20.0%
Median Sales Price*	\$180,000	\$205,000	+ 13.9%	\$185,000	\$200,000	+ 8.1%
Average Sales Price*	\$203,453	\$236,979	+ 16.5%	\$204,150	\$226,006	+ 10.7%
Percent of List Price Received*	98.9%	100.3%	+ 1.4%	98.7%	100.2%	+ 1.5%
Inventory of Homes for Sale	19	8	- 57.9%	—	—	—
Months Supply of Inventory	1.4	0.5	- 64.3%	—	—	—

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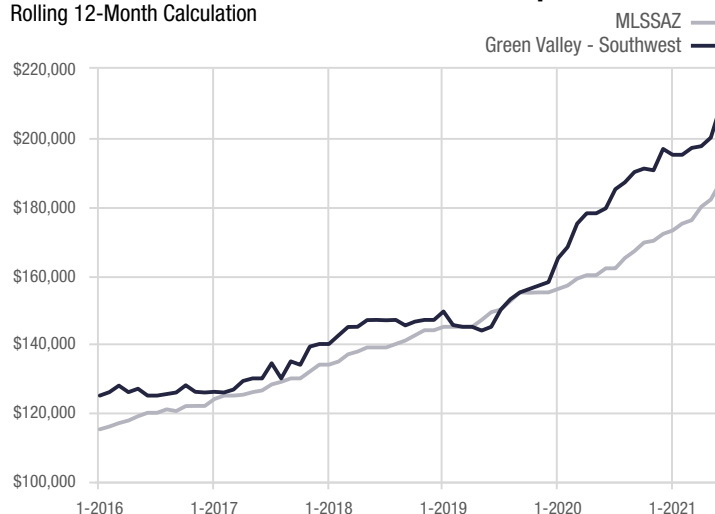
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Pima County

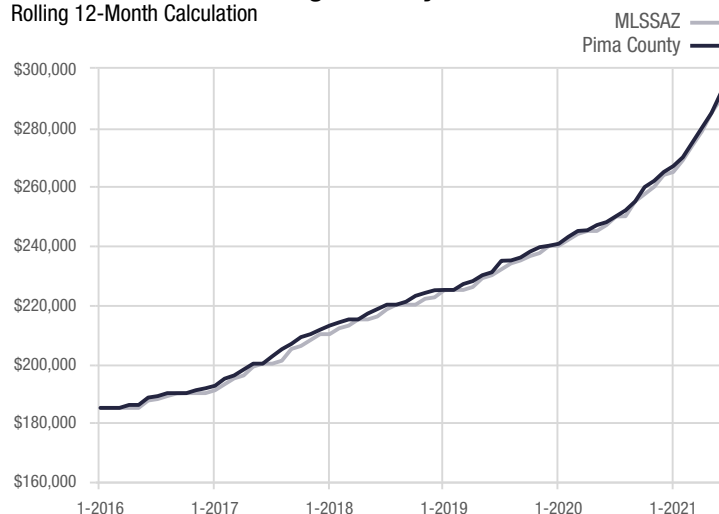
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	1,363	1,563	+ 14.7%	8,886	9,088	+ 2.3%
Pending Sales	1,540	1,432	- 7.0%	7,916	8,585	+ 8.5%
Closed Sales	1,423	1,468	+ 3.2%	7,092	8,035	+ 13.3%
Days on Market Until Sale	37	12	- 67.6%	36	18	- 50.0%
Median Sales Price*	\$257,500	\$335,000	+ 30.1%	\$250,075	\$310,000	+ 24.0%
Average Sales Price*	\$306,090	\$412,927	+ 34.9%	\$301,763	\$387,869	+ 28.5%
Percent of List Price Received*	99.0%	101.9%	+ 2.9%	98.7%	101.0%	+ 2.3%
Inventory of Homes for Sale	1,624	936	- 42.4%	—	—	—
Months Supply of Inventory	1.3	0.7	- 46.2%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	241	288	+ 19.5%	1,672	1,775	+ 6.2%
Pending Sales	259	268	+ 3.5%	1,404	1,727	+ 23.0%
Closed Sales	251	307	+ 22.3%	1,285	1,660	+ 29.2%
Days on Market Until Sale	31	9	- 71.0%	27	15	- 44.4%
Median Sales Price*	\$167,000	\$220,000	+ 31.7%	\$167,000	\$200,000	+ 19.8%
Average Sales Price*	\$187,791	\$232,432	+ 23.8%	\$185,625	\$214,838	+ 15.7%
Percent of List Price Received*	98.5%	102.1%	+ 3.7%	98.4%	100.8%	+ 2.4%
Inventory of Homes for Sale	307	142	- 53.7%	—	—	—
Months Supply of Inventory	1.4	0.5	- 64.3%	—	—	—

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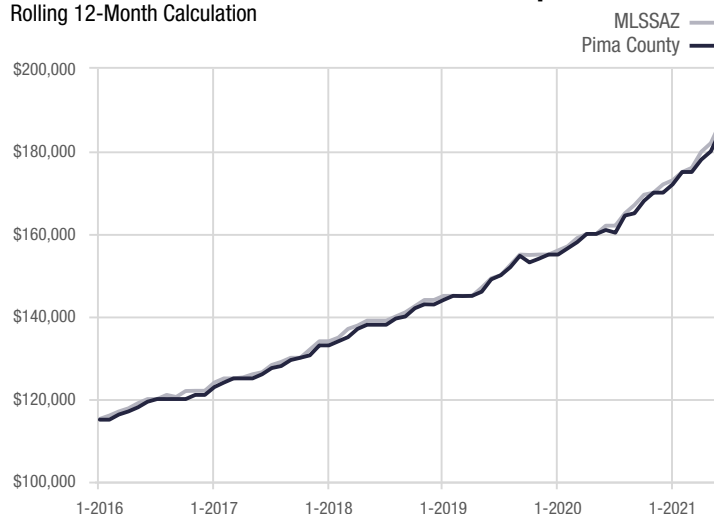
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Santa Cruz County

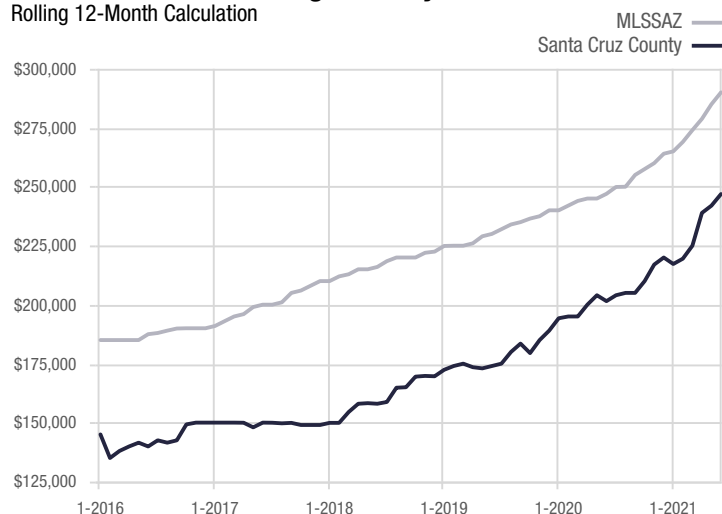
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	43	53	+ 23.3%	281	337	+ 19.9%
Pending Sales	50	54	+ 8.0%	241	306	+ 27.0%
Closed Sales	37	55	+ 48.6%	201	249	+ 23.9%
Days on Market Until Sale	82	32	- 61.0%	77	49	- 36.4%
Median Sales Price*	\$185,000	\$265,000	+ 43.2%	\$205,000	\$254,000	+ 23.9%
Average Sales Price*	\$258,176	\$309,712	+ 20.0%	\$255,906	\$322,107	+ 25.9%
Percent of List Price Received*	97.4%	99.9%	+ 2.6%	97.6%	98.5%	+ 0.9%
Inventory of Homes for Sale	158	83	- 47.5%	—	—	—
Months Supply of Inventory	4.5	1.8	- 60.0%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	1	6	+ 500.0%	28	26	- 7.1%
Pending Sales	2	4	+ 100.0%	18	27	+ 50.0%
Closed Sales	6	4	- 33.3%	17	28	+ 64.7%
Days on Market Until Sale	107	4	- 96.3%	114	93	- 18.4%
Median Sales Price*	\$204,250	\$300,000	+ 46.9%	\$169,900	\$221,000	+ 30.1%
Average Sales Price*	\$212,500	\$290,403	+ 36.7%	\$191,524	\$221,972	+ 15.9%
Percent of List Price Received*	95.5%	94.5%	- 1.0%	96.5%	98.1%	+ 1.7%
Inventory of Homes for Sale	22	7	- 68.2%	—	—	—
Months Supply of Inventory	6.4	1.4	- 78.1%	—	—	—

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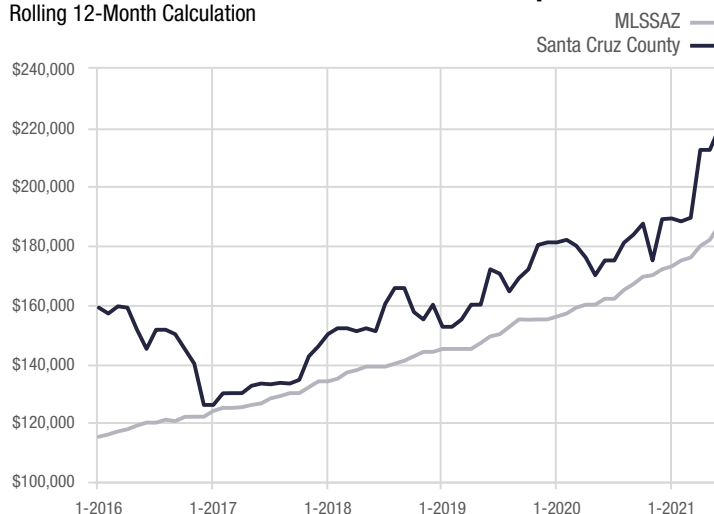
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Santa Cruz County - Amado

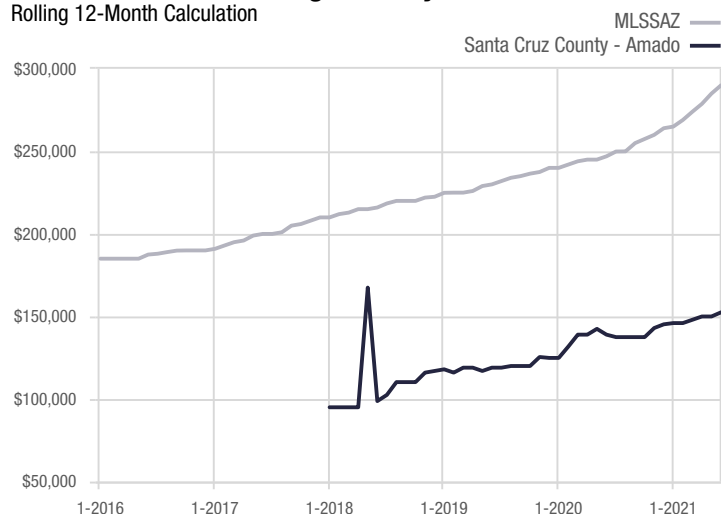
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	2	1	- 50.0%	5	4	- 20.0%
Pending Sales	1	0	- 100.0%	5	4	- 20.0%
Closed Sales	1	2	+ 100.0%	4	8	+ 100.0%
Days on Market Until Sale	67	21	- 68.7%	29	68	+ 134.5%
Median Sales Price*	\$86,500	\$157,125	+ 81.6%	\$138,500	\$152,500	+ 10.1%
Average Sales Price*	\$86,500	\$157,125	+ 81.6%	\$130,875	\$144,406	+ 10.3%
Percent of List Price Received*	92.6%	96.7%	+ 4.4%	98.8%	98.0%	- 0.8%
Inventory of Homes for Sale	4	2	- 50.0%	—	—	—
Months Supply of Inventory	2.9	1.2	- 58.6%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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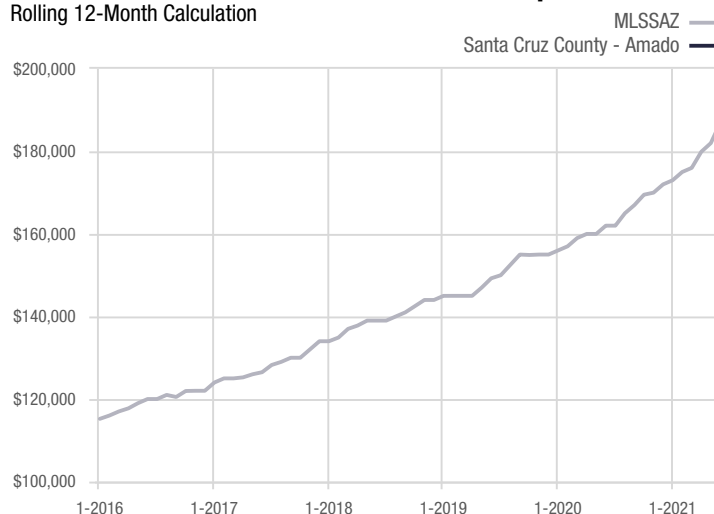
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Santa Cruz County - Elgin

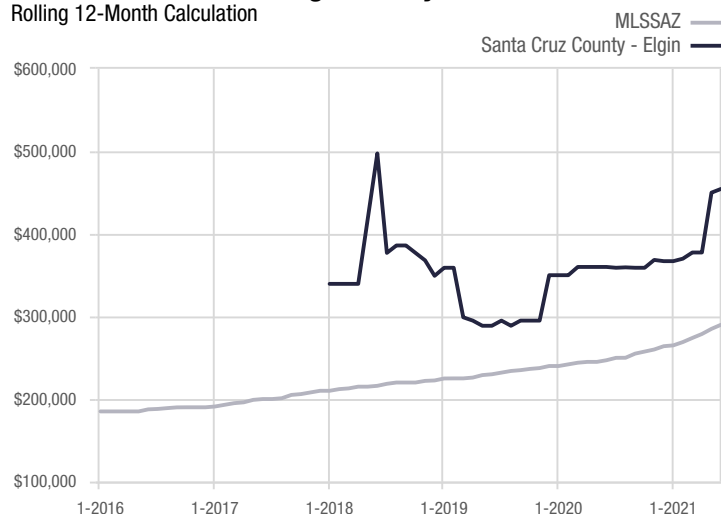
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	2	1	- 50.0%	14	9	- 35.7%
Pending Sales	5	1	- 80.0%	9	9	0.0%
Closed Sales	1	4	+ 300.0%	3	8	+ 166.7%
Days on Market Until Sale	72	137	+ 90.3%	123	146	+ 18.7%
Median Sales Price*	\$280,000	\$619,500	+ 121.3%	\$280,000	\$524,000	+ 87.1%
Average Sales Price*	\$280,000	\$490,375	+ 75.1%	\$274,667	\$500,938	+ 82.4%
Percent of List Price Received*	98.2%	101.6%	+ 3.5%	97.0%	99.1%	+ 2.2%
Inventory of Homes for Sale	14	6	- 57.1%	—	—	—
Months Supply of Inventory	6.0	4.0	- 33.3%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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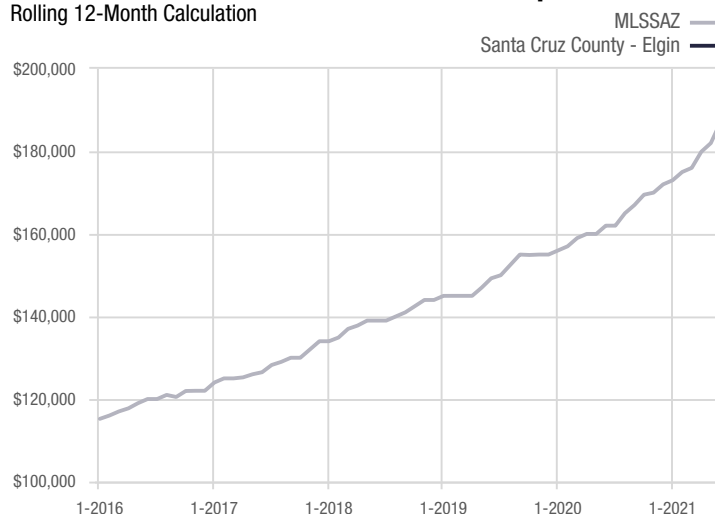
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Santa Cruz County - Nogales East

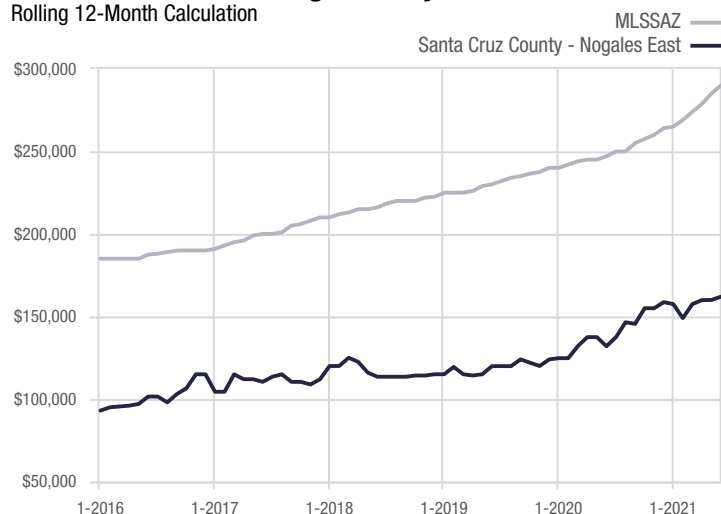
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	8	9	+ 12.5%	47	52	+ 10.6%
Pending Sales	7	9	+ 28.6%	32	44	+ 37.5%
Closed Sales	4	8	+ 100.0%	29	40	+ 37.9%
Days on Market Until Sale	50	29	- 42.0%	56	58	+ 3.6%
Median Sales Price*	\$85,250	\$153,500	+ 80.1%	\$133,900	\$150,000	+ 12.0%
Average Sales Price*	\$109,375	\$154,125	+ 40.9%	\$145,358	\$193,546	+ 33.2%
Percent of List Price Received*	88.2%	103.8%	+ 17.7%	94.5%	97.7%	+ 3.4%
Inventory of Homes for Sale	22	13	- 40.9%	—	—	—
Months Supply of Inventory	4.9	2.2	- 55.1%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	0	2	—	1	3	+ 200.0%
Pending Sales	0	1	—	1	5	+ 400.0%
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	2	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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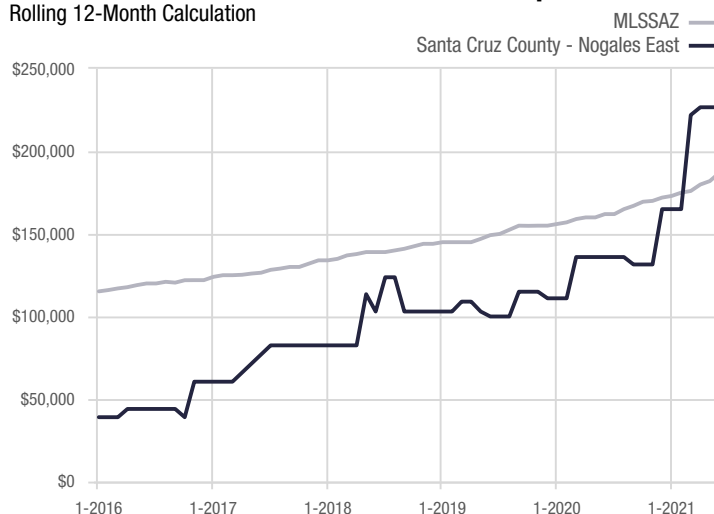
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Santa Cruz County - Nogales West

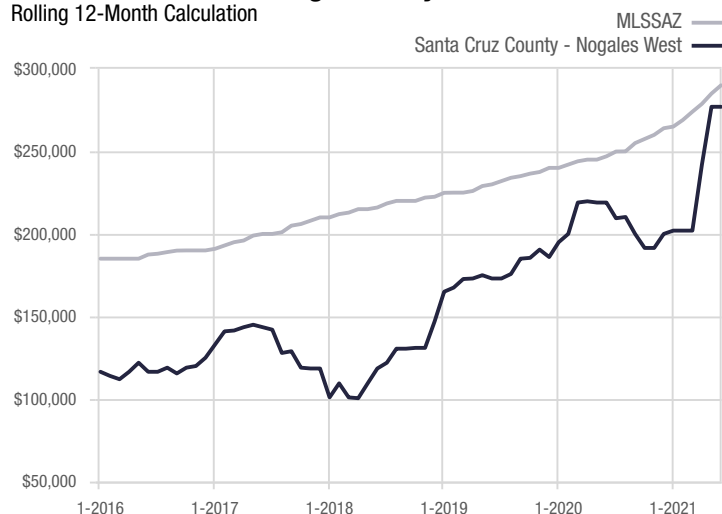
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	1	4	+ 300.0%	8	11	+ 37.5%
Pending Sales	0	1	—	10	6	- 40.0%
Closed Sales	2	0	- 100.0%	9	5	- 44.4%
Days on Market Until Sale	83	—	—	89	54	- 39.3%
Median Sales Price*	\$209,500	—	—	\$177,000	\$345,000	+ 94.9%
Average Sales Price*	\$209,500	—	—	\$186,278	\$325,000	+ 74.5%
Percent of List Price Received*	96.7%	—	—	96.9%	96.3%	- 0.6%
Inventory of Homes for Sale	6	8	+ 33.3%	—	—	—
Months Supply of Inventory	2.8	4.3	+ 53.6%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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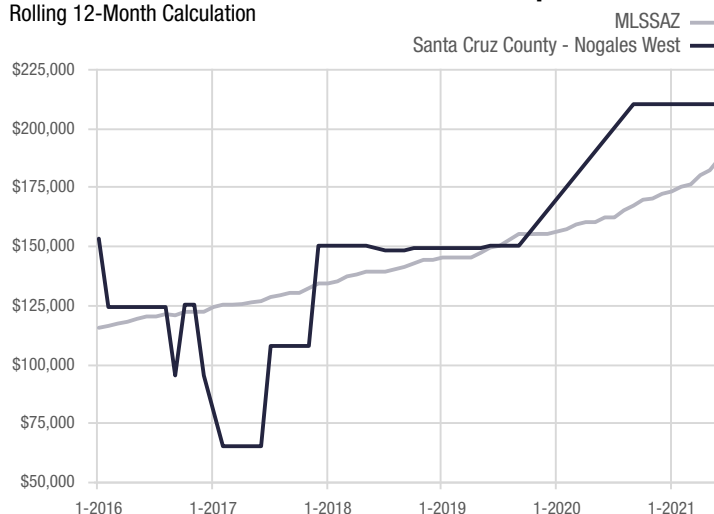
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Santa Cruz County - Patagonia

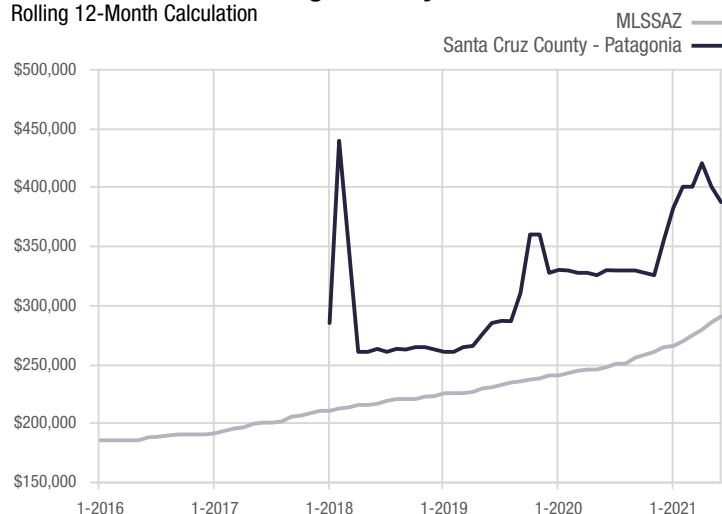
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	0	2	—	10	24	+ 140.0%
Pending Sales	1	1	0.0%	7	19	+ 171.4%
Closed Sales	0	1	—	7	17	+ 142.9%
Days on Market Until Sale	—	11	—	42	51	+ 21.4%
Median Sales Price*	—	\$247,000	—	\$329,500	\$450,000	+ 36.6%
Average Sales Price*	—	\$247,000	—	\$394,143	\$388,515	- 1.4%
Percent of List Price Received*	—	98.8%	—	95.3%	95.9%	+ 0.6%
Inventory of Homes for Sale	14	7	- 50.0%	—	—	—
Months Supply of Inventory	7.7	2.4	- 68.8%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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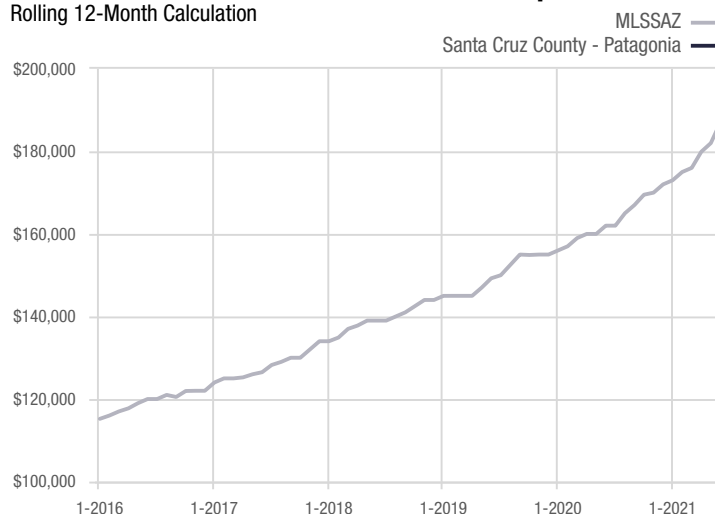
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Santa Cruz County - Rio Rico East

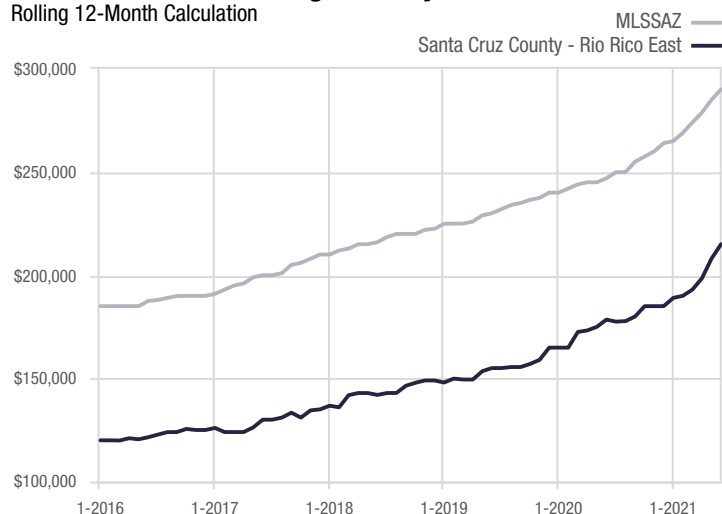
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	12	16	+ 33.3%	88	109	+ 23.9%
Pending Sales	17	15	- 11.8%	83	99	+ 19.3%
Closed Sales	14	17	+ 21.4%	67	86	+ 28.4%
Days on Market Until Sale	44	14	- 68.2%	53	24	- 54.7%
Median Sales Price*	\$177,500	\$265,000	+ 49.3%	\$182,000	\$239,700	+ 31.7%
Average Sales Price*	\$185,929	\$304,741	+ 63.9%	\$204,142	\$254,116	+ 24.5%
Percent of List Price Received*	100.1%	99.5%	- 0.6%	99.1%	99.9%	+ 0.8%
Inventory of Homes for Sale	23	16	- 30.4%	—	—	—
Months Supply of Inventory	1.8	1.1	- 38.9%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	0	0	0.0%	1	3	+ 200.0%
Pending Sales	0	0	0.0%	2	2	0.0%
Closed Sales	0	0	0.0%	2	2	0.0%
Days on Market Until Sale	—	—	—	29	3	- 89.7%
Median Sales Price*	—	—	—	\$137,000	\$151,500	+ 10.6%
Average Sales Price*	—	—	—	\$137,000	\$151,500	+ 10.6%
Percent of List Price Received*	—	—	—	102.1%	104.2%	+ 2.1%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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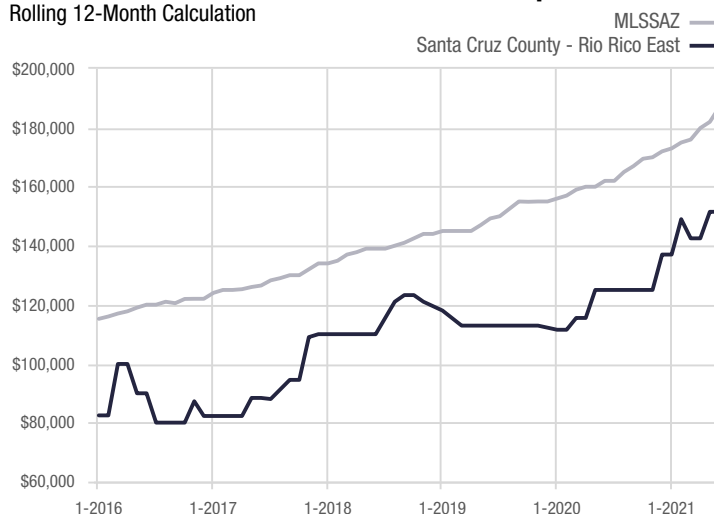
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Santa Cruz County - Rio Rico West

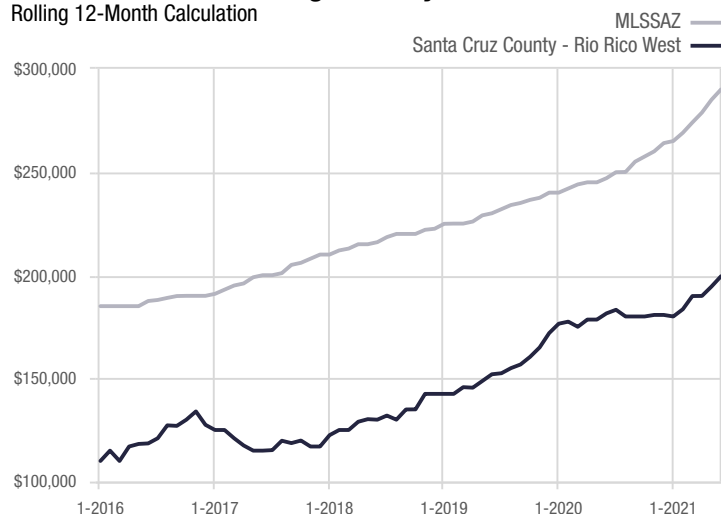
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	13	8	- 38.5%	52	67	+ 28.8%
Pending Sales	12	11	- 8.3%	51	54	+ 5.9%
Closed Sales	11	15	+ 36.4%	39	39	0.0%
Days on Market Until Sale	99	14	- 85.9%	82	17	- 79.3%
Median Sales Price*	\$205,000	\$245,000	+ 19.5%	\$175,000	\$225,000	+ 28.6%
Average Sales Price*	\$279,773	\$245,847	- 12.1%	\$209,636	\$232,972	+ 11.1%
Percent of List Price Received*	97.0%	100.2%	+ 3.3%	98.6%	99.2%	+ 0.6%
Inventory of Homes for Sale	8	8	0.0%	—	—	—
Months Supply of Inventory	1.2	1.1	- 8.3%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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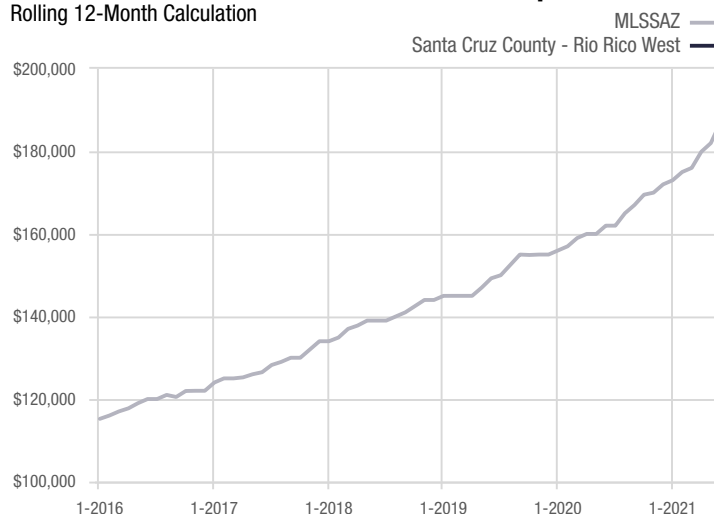
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

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Local Market Update – June 2021

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Santa Cruz County - Santa Cruz County

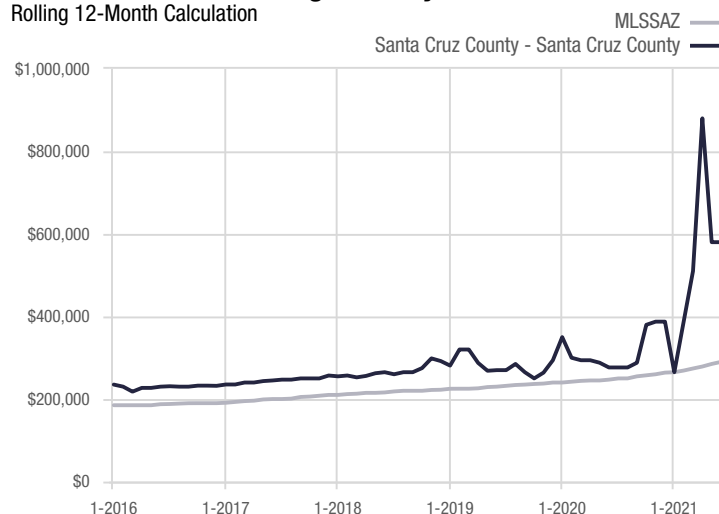
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	0	0	0.0%	4	4	0.0%
Pending Sales	0	1	—	2	6	+ 200.0%
Closed Sales	0	0	0.0%	3	4	+ 33.3%
Days on Market Until Sale	—	—	—	244	109	- 55.3%
Median Sales Price*	—	—	—	\$265,000	\$915,000	+ 245.3%
Average Sales Price*	—	—	—	\$430,000	\$887,000	+ 106.3%
Percent of List Price Received*	—	—	—	87.8%	92.5%	+ 5.4%
Inventory of Homes for Sale	10	4	- 60.0%	—	—	—
Months Supply of Inventory	6.7	3.6	- 46.3%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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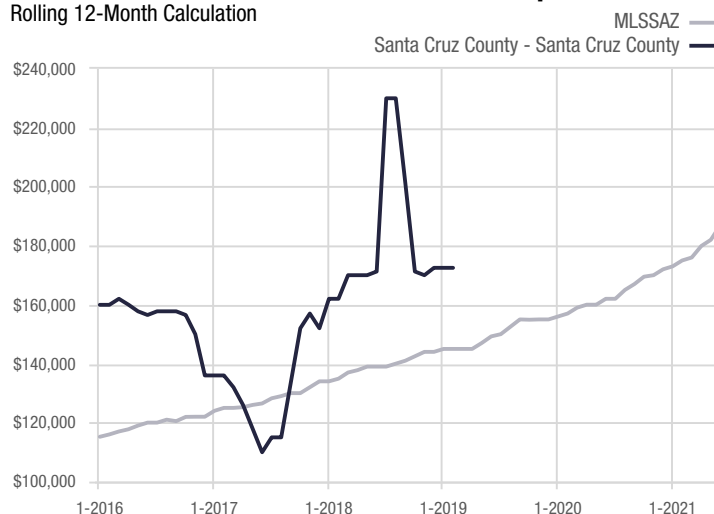
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

A Research Tool Provided by Southern Arizona MLS.

Santa Cruz County - Sonoita

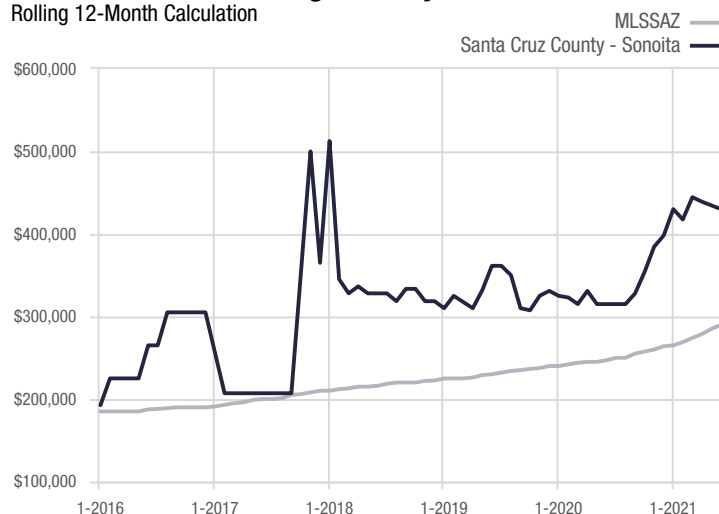
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	1	3	+ 200.0%	20	13	- 35.0%
Pending Sales	1	4	+ 300.0%	13	20	+ 53.8%
Closed Sales	2	1	- 50.0%	10	15	+ 50.0%
Days on Market Until Sale	356	1	- 99.7%	144	101	- 29.9%
Median Sales Price*	\$516,250	\$370,000	- 28.3%	\$312,500	\$450,000	+ 44.0%
Average Sales Price*	\$516,250	\$370,000	- 28.3%	\$406,450	\$541,402	+ 33.2%
Percent of List Price Received*	100.4%	96.1%	- 4.3%	96.3%	97.7%	+ 1.5%
Inventory of Homes for Sale	21	4	- 81.0%	—	—	—
Months Supply of Inventory	8.4	1.2	- 85.7%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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	—	—	—	—	—	—

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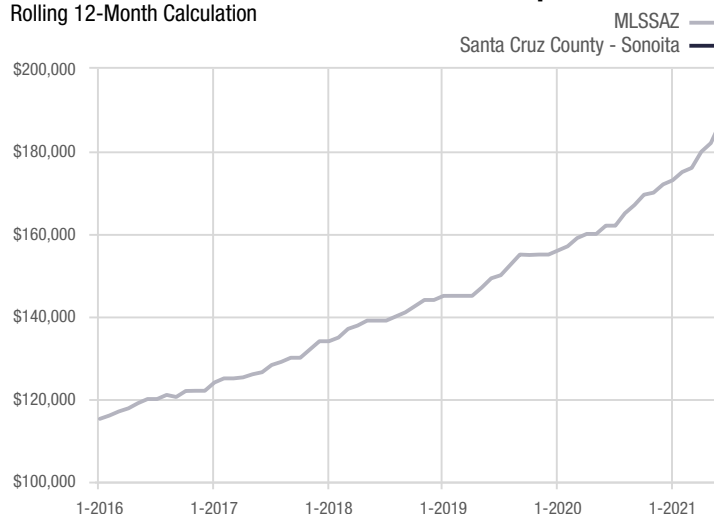
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

A Research Tool Provided by Southern Arizona MLS.

Santa Cruz County - Tubac East

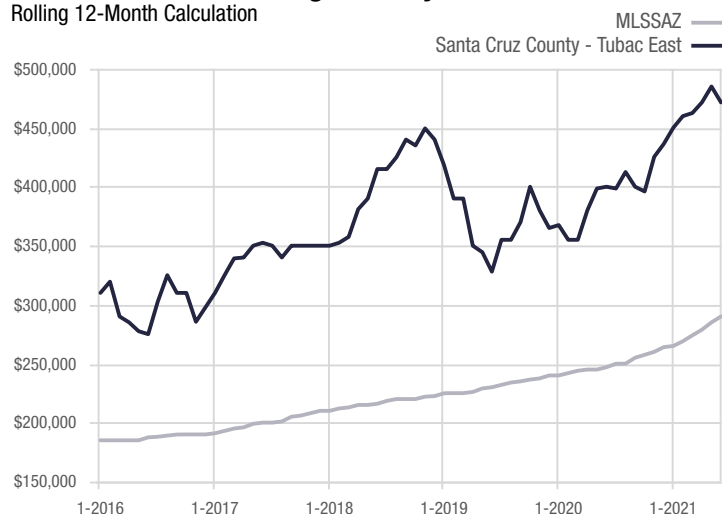
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	3	8	+ 166.7%	30	39	+ 30.0%
Pending Sales	5	10	+ 100.0%	24	38	+ 58.3%
Closed Sales	3	6	+ 100.0%	24	24	0.0%
Days on Market Until Sale	53	72	+ 35.8%	73	90	+ 23.3%
Median Sales Price*	\$558,000	\$394,500	- 29.3%	\$380,000	\$487,500	+ 28.3%
Average Sales Price*	\$567,667	\$402,667	- 29.1%	\$422,517	\$527,303	+ 24.8%
Percent of List Price Received*	96.4%	92.7%	- 3.8%	98.4%	96.8%	- 1.6%
Inventory of Homes for Sale	30	11	- 63.3%	—	—	—
Months Supply of Inventory	8.8	1.8	- 79.5%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	1	4	+ 300.0%	26	19	- 26.9%
Pending Sales	2	3	+ 50.0%	15	20	+ 33.3%
Closed Sales	6	4	- 33.3%	14	19	+ 35.7%
Days on Market Until Sale	107	4	- 96.3%	131	96	- 26.7%
Median Sales Price*	\$204,250	\$300,000	+ 46.9%	\$178,750	\$220,000	+ 23.1%
Average Sales Price*	\$212,500	\$290,403	+ 36.7%	\$201,207	\$237,822	+ 18.2%
Percent of List Price Received*	95.5%	94.5%	- 1.0%	96.3%	97.0%	+ 0.7%
Inventory of Homes for Sale	21	4	- 81.0%	—	—	—
Months Supply of Inventory	7.5	1.0	- 86.7%	—	—	—

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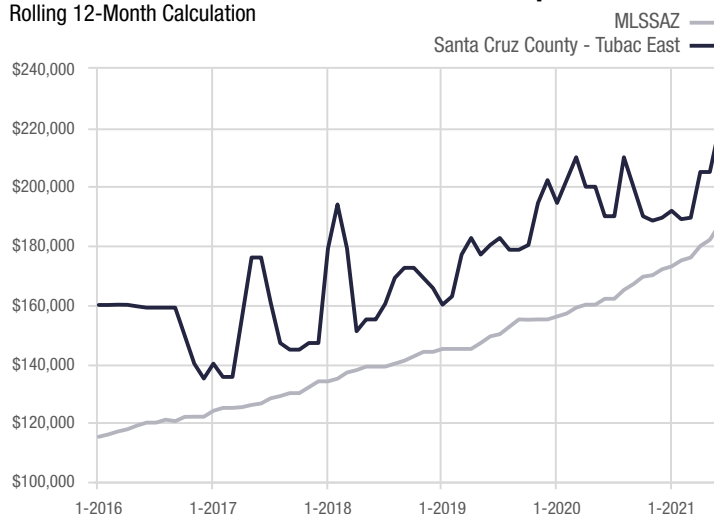
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Santa Cruz County - Tubac West

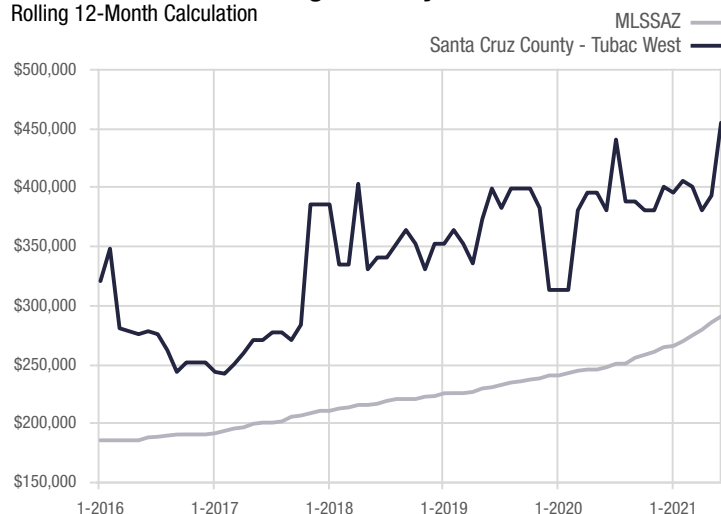
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	2	2	0.0%	7	8	+ 14.3%
Pending Sales	2	0	- 100.0%	10	8	- 20.0%
Closed Sales	0	3	—	10	9	- 10.0%
Days on Market Until Sale	—	37	—	171	32	- 81.3%
Median Sales Price*	—	\$689,340	—	\$440,000	\$535,000	+ 21.6%
Average Sales Price*	—	\$646,113	—	\$461,410	\$527,927	+ 14.4%
Percent of List Price Received*	—	104.0%	—	96.8%	100.3%	+ 3.6%
Inventory of Homes for Sale	6	4	- 33.3%	—	—	—
Months Supply of Inventory	3.0	2.4	- 20.0%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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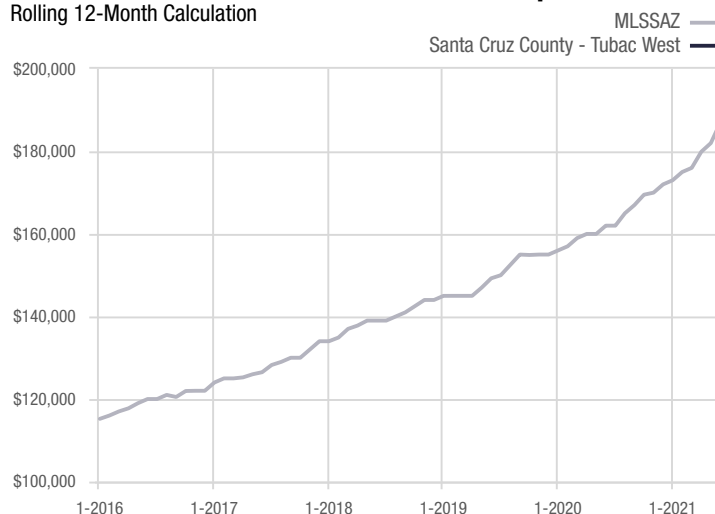
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

A Research Tool Provided by Southern Arizona MLS.

Santa Cruz County - Tumacacori - Carmen

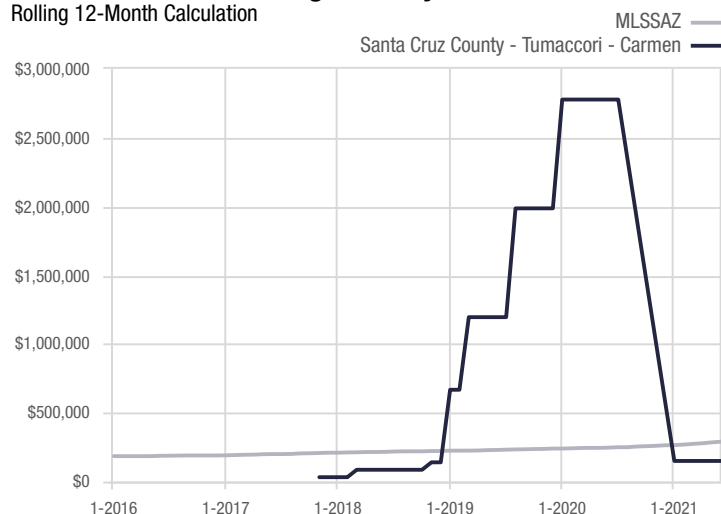
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	0	0	0.0%	0	1	—
Pending Sales	0	2	—	0	3	—
Closed Sales	0	0	0.0%	0	1	—
Days on Market Until Sale	—	—	—	—	65	—
Median Sales Price*	—	—	—	—	\$150,000	—
Average Sales Price*	—	—	—	—	\$150,000	—
Percent of List Price Received*	—	—	—	—	100.0%	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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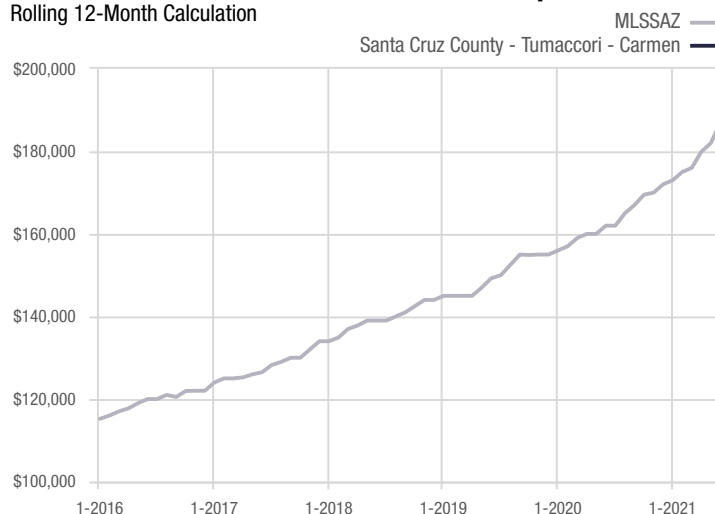
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - Benson / St. David

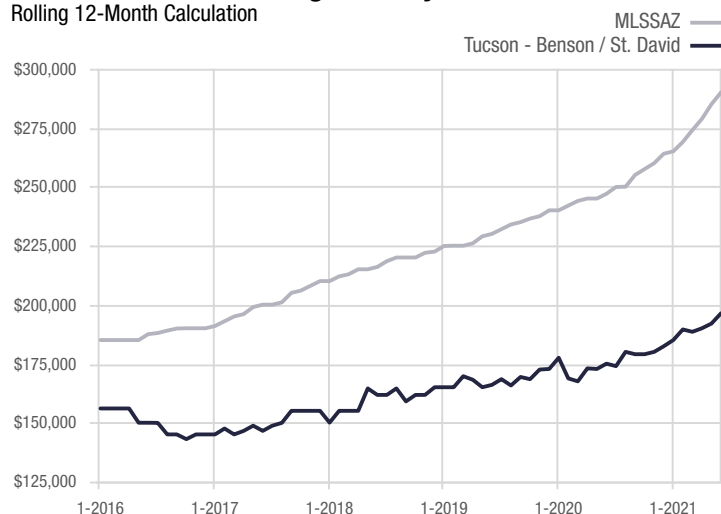
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	12	26	+ 116.7%	65	112	+ 72.3%
Pending Sales	6	18	+ 200.0%	46	82	+ 78.3%
Closed Sales	11	16	+ 45.5%	45	77	+ 71.1%
Days on Market Until Sale	60	43	- 28.3%	65	43	- 33.8%
Median Sales Price*	\$174,900	\$222,000	+ 26.9%	\$179,000	\$200,000	+ 11.7%
Average Sales Price*	\$197,581	\$251,916	+ 27.5%	\$192,067	\$221,438	+ 15.3%
Percent of List Price Received*	98.8%	98.8%	0.0%	97.4%	97.9%	+ 0.5%
Inventory of Homes for Sale	35	34	- 2.9%	—	—	—
Months Supply of Inventory	4.3	2.6	- 39.5%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	0	0	0.0%	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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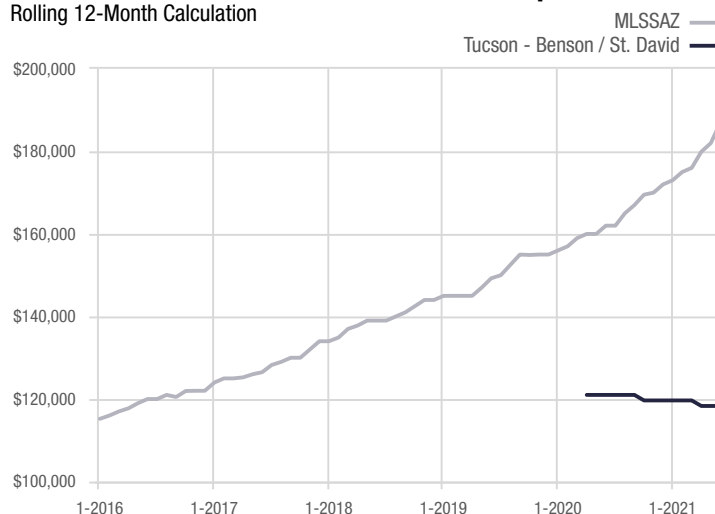
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - Central

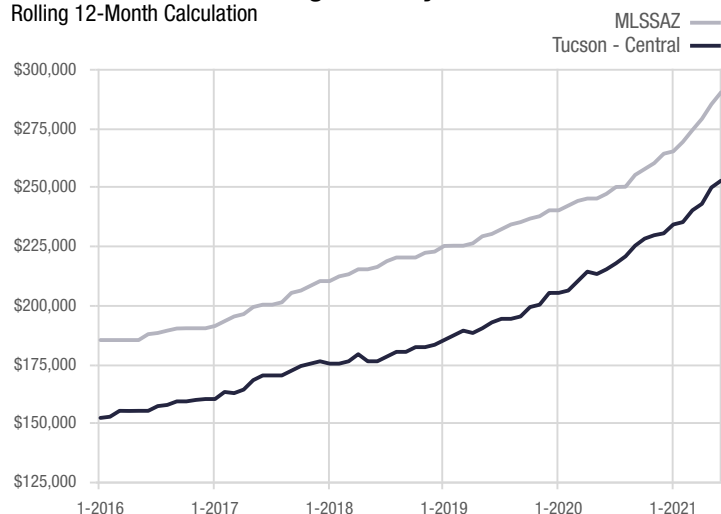
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	211	247	+ 17.1%	1,307	1,288	- 1.5%
Pending Sales	221	205	- 7.2%	1,097	1,128	+ 2.8%
Closed Sales	186	197	+ 5.9%	965	1,056	+ 9.4%
Days on Market Until Sale	28	11	- 60.7%	32	18	- 43.8%
Median Sales Price*	\$229,950	\$279,900	+ 21.7%	\$220,000	\$268,750	+ 22.2%
Average Sales Price*	\$249,804	\$312,143	+ 25.0%	\$249,760	\$316,561	+ 26.7%
Percent of List Price Received*	98.9%	102.6%	+ 3.7%	98.6%	101.3%	+ 2.7%
Inventory of Homes for Sale	243	185	- 23.9%	—	—	—
Months Supply of Inventory	1.5	1.0	- 33.3%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	64	73	+ 14.1%	291	342	+ 17.5%
Pending Sales	57	66	+ 15.8%	238	323	+ 35.7%
Closed Sales	43	54	+ 25.6%	196	273	+ 39.3%
Days on Market Until Sale	24	10	- 58.3%	30	19	- 36.7%
Median Sales Price*	\$158,000	\$207,250	+ 31.2%	\$141,834	\$175,650	+ 23.8%
Average Sales Price*	\$169,073	\$200,290	+ 18.5%	\$154,291	\$183,079	+ 18.7%
Percent of List Price Received*	98.4%	103.7%	+ 5.4%	97.6%	101.6%	+ 4.1%
Inventory of Homes for Sale	55	35	- 36.4%	—	—	—
Months Supply of Inventory	1.5	0.7	- 53.3%	—	—	—

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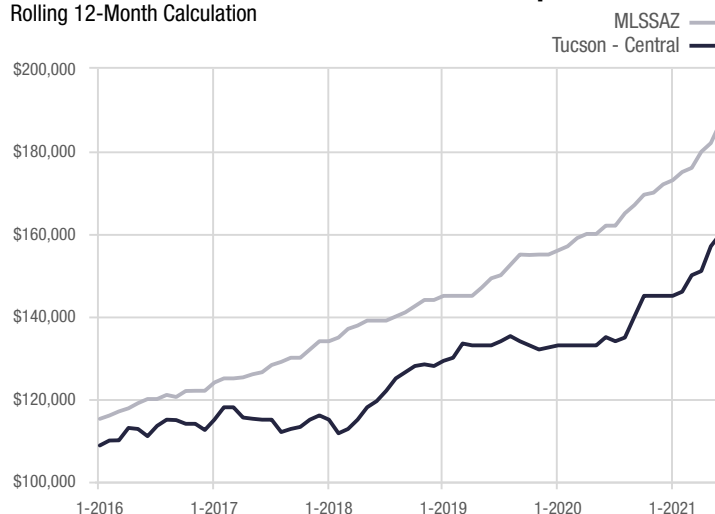
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - East

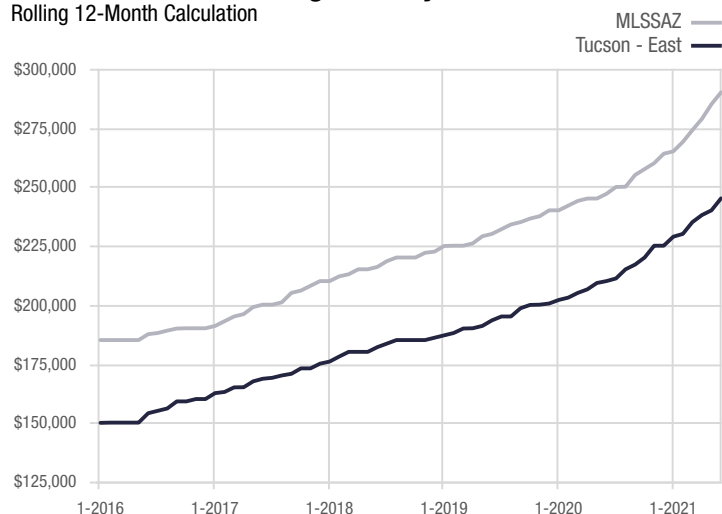
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	123	155	+ 26.0%	892	948	+ 6.3%
Pending Sales	143	160	+ 11.9%	816	912	+ 11.8%
Closed Sales	167	127	- 24.0%	746	821	+ 10.1%
Days on Market Until Sale	23	9	- 60.9%	25	13	- 48.0%
Median Sales Price*	\$215,000	\$281,300	+ 30.8%	\$215,000	\$258,890	+ 20.4%
Average Sales Price*	\$228,301	\$308,025	+ 34.9%	\$229,382	\$281,194	+ 22.6%
Percent of List Price Received*	99.5%	103.1%	+ 3.6%	99.1%	101.5%	+ 2.4%
Inventory of Homes for Sale	109	71	- 34.9%	—	—	—
Months Supply of Inventory	0.9	0.5	- 44.4%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	32	40	+ 25.0%	195	219	+ 12.3%
Pending Sales	40	33	- 17.5%	186	213	+ 14.5%
Closed Sales	31	37	+ 19.4%	164	206	+ 25.6%
Days on Market Until Sale	34	7	- 79.4%	27	12	- 55.6%
Median Sales Price*	\$150,000	\$194,900	+ 29.9%	\$140,500	\$162,500	+ 15.7%
Average Sales Price*	\$144,422	\$173,427	+ 20.1%	\$134,781	\$164,458	+ 22.0%
Percent of List Price Received*	98.7%	102.6%	+ 4.0%	98.8%	101.2%	+ 2.4%
Inventory of Homes for Sale	27	16	- 40.7%	—	—	—
Months Supply of Inventory	1.0	0.5	- 50.0%	—	—	—

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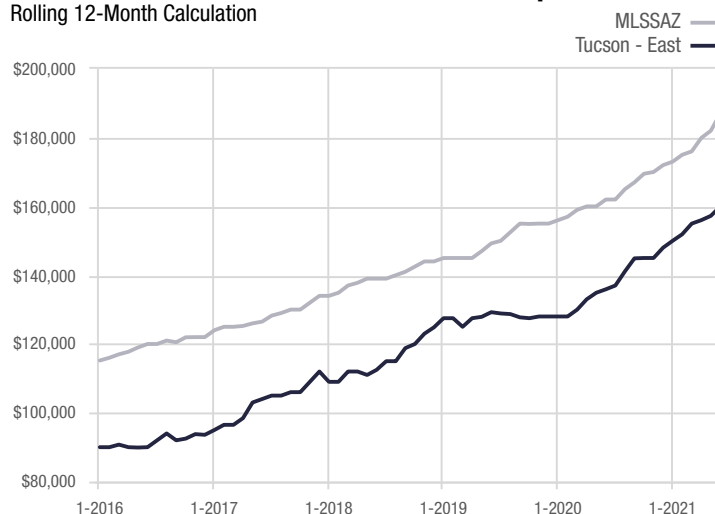
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - Extended Northeast

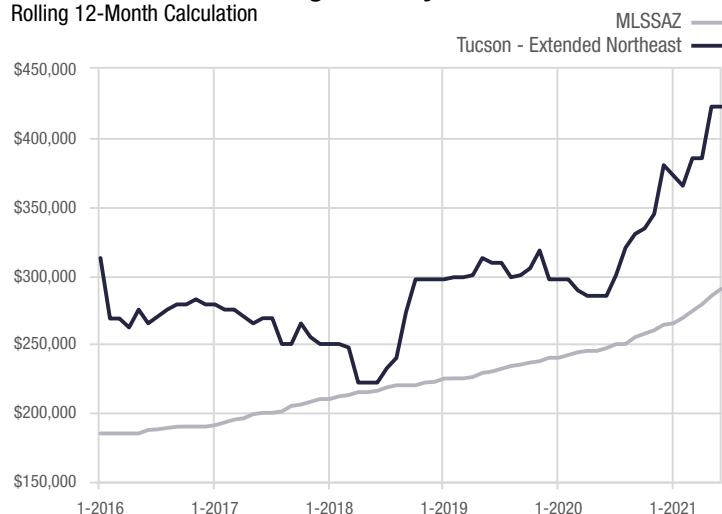
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	3	5	+ 66.7%	22	11	- 50.0%
Pending Sales	2	4	+ 100.0%	11	8	- 27.3%
Closed Sales	2	2	0.0%	8	5	- 37.5%
Days on Market Until Sale	9	6	- 33.3%	56	100	+ 78.6%
Median Sales Price*	\$497,500	\$684,000	+ 37.5%	\$270,000	\$385,000	+ 42.6%
Average Sales Price*	\$497,500	\$684,000	+ 37.5%	\$276,450	\$470,600	+ 70.2%
Percent of List Price Received*	95.8%	99.0%	+ 3.3%	94.2%	96.6%	+ 2.5%
Inventory of Homes for Sale	15	7	- 53.3%	—	—	—
Months Supply of Inventory	5.4	2.5	- 53.7%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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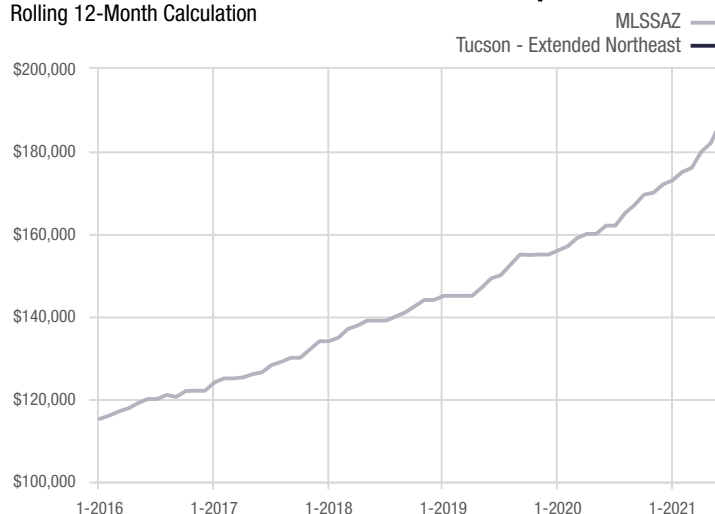
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Extended Northwest

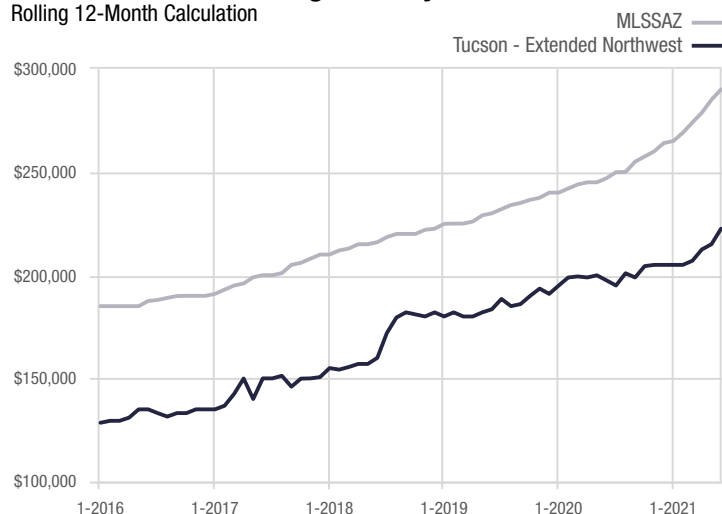
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	7	10	+ 42.9%	46	47	+ 2.2%
Pending Sales	12	9	- 25.0%	45	44	- 2.2%
Closed Sales	6	14	+ 133.3%	35	42	+ 20.0%
Days on Market Until Sale	16	4	- 75.0%	26	5	- 80.8%
Median Sales Price*	\$174,500	\$253,000	+ 45.0%	\$198,900	\$242,500	+ 21.9%
Average Sales Price*	\$189,667	\$247,250	+ 30.4%	\$199,800	\$241,383	+ 20.8%
Percent of List Price Received*	100.2%	101.1%	+ 0.9%	99.2%	101.2%	+ 2.0%
Inventory of Homes for Sale	5	2	- 60.0%	—	—	—
Months Supply of Inventory	0.7	0.3	- 57.1%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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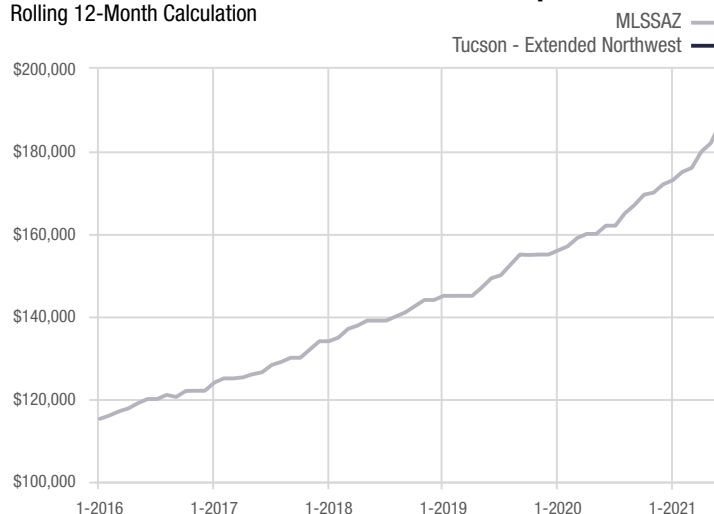
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - Extended Southeast

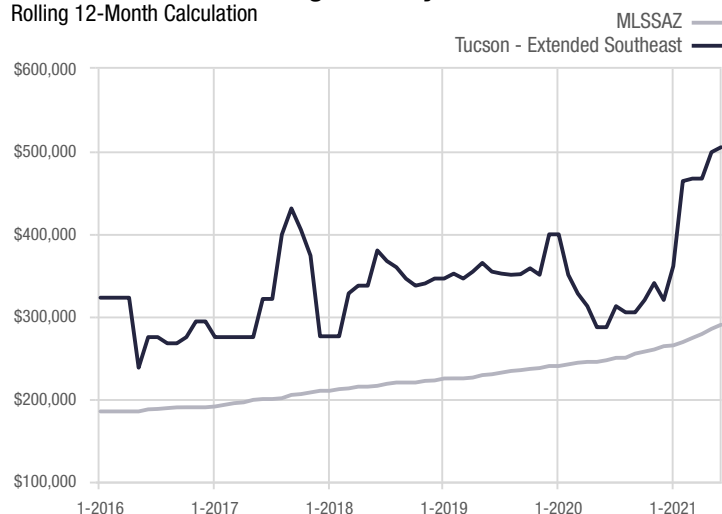
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	1	3	+ 200.0%	10	4	- 60.0%
Pending Sales	2	1	- 50.0%	9	8	- 11.1%
Closed Sales	0	1	—	8	9	+ 12.5%
Days on Market Until Sale	—	434	—	48	155	+ 222.9%
Median Sales Price*	—	\$850,000	—	\$287,000	\$620,000	+ 116.0%
Average Sales Price*	—	\$850,000	—	\$333,170	\$612,722	+ 83.9%
Percent of List Price Received*	—	93.6%	—	92.4%	96.9%	+ 4.9%
Inventory of Homes for Sale	6	3	- 50.0%	—	—	—
Months Supply of Inventory	2.8	2.1	- 25.0%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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.

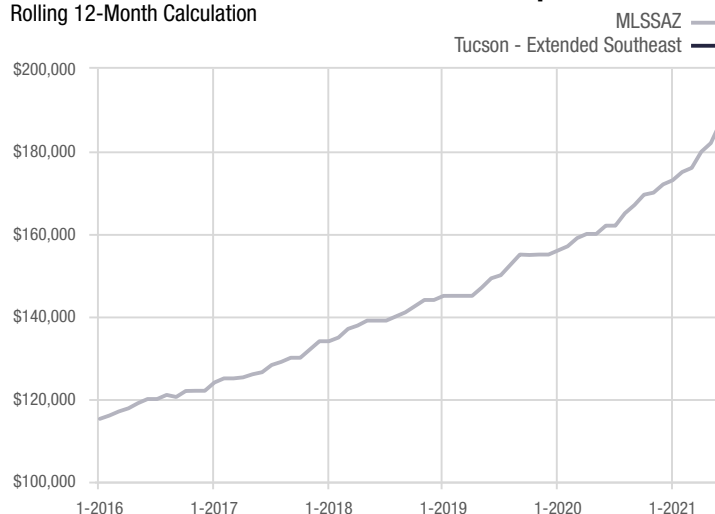
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - Extended Southwest

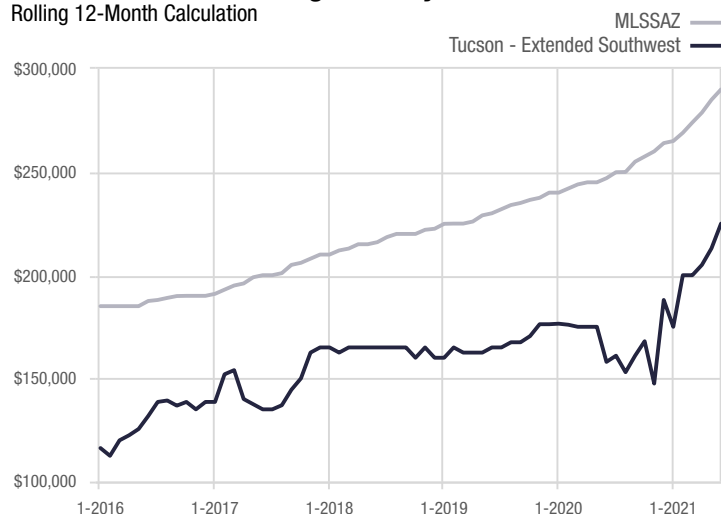
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	3	1	- 66.7%	16	15	- 6.3%
Pending Sales	3	1	- 66.7%	12	15	+ 25.0%
Closed Sales	2	1	- 50.0%	10	14	+ 40.0%
Days on Market Until Sale	197	9	- 95.4%	67	47	- 29.9%
Median Sales Price*	\$140,750	\$232,000	+ 64.8%	\$138,300	\$226,500	+ 63.8%
Average Sales Price*	\$140,750	\$232,000	+ 64.8%	\$128,410	\$221,111	+ 72.2%
Percent of List Price Received*	91.9%	101.1%	+ 10.0%	95.9%	99.3%	+ 3.5%
Inventory of Homes for Sale	5	1	- 80.0%	—	—	—
Months Supply of Inventory	2.4	0.4	- 83.3%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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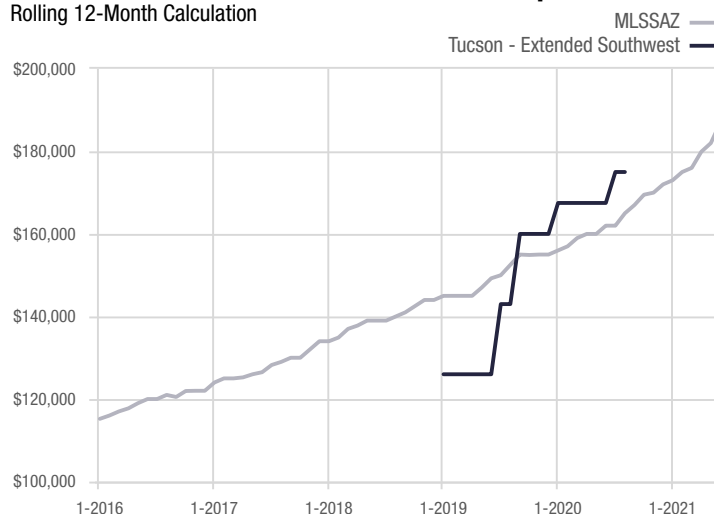
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - Extended West

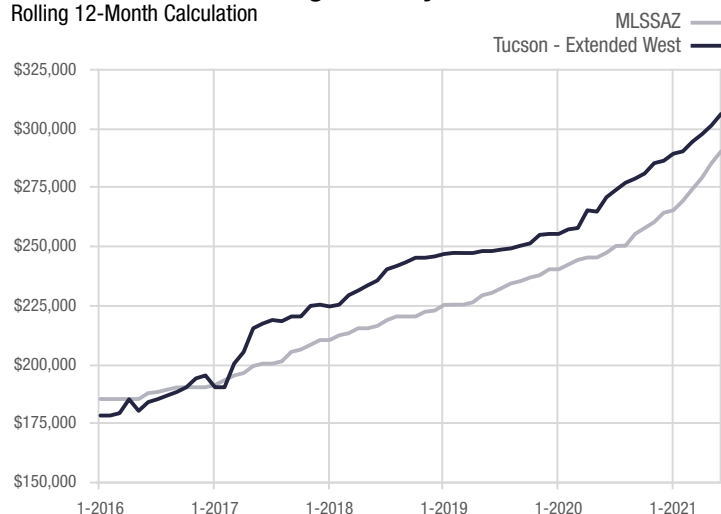
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	43	35	- 18.6%	283	261	- 7.8%
Pending Sales	75	39	- 48.0%	297	240	- 19.2%
Closed Sales	61	40	- 34.4%	241	211	- 12.4%
Days on Market Until Sale	74	10	- 86.5%	77	15	- 80.5%
Median Sales Price*	\$286,135	\$350,750	+ 22.6%	\$275,000	\$327,000	+ 18.9%
Average Sales Price*	\$288,074	\$357,186	+ 24.0%	\$281,416	\$337,470	+ 19.9%
Percent of List Price Received*	98.6%	101.0%	+ 2.4%	98.8%	100.7%	+ 1.9%
Inventory of Homes for Sale	45	34	- 24.4%	—	—	—
Months Supply of Inventory	1.0	0.9	- 10.0%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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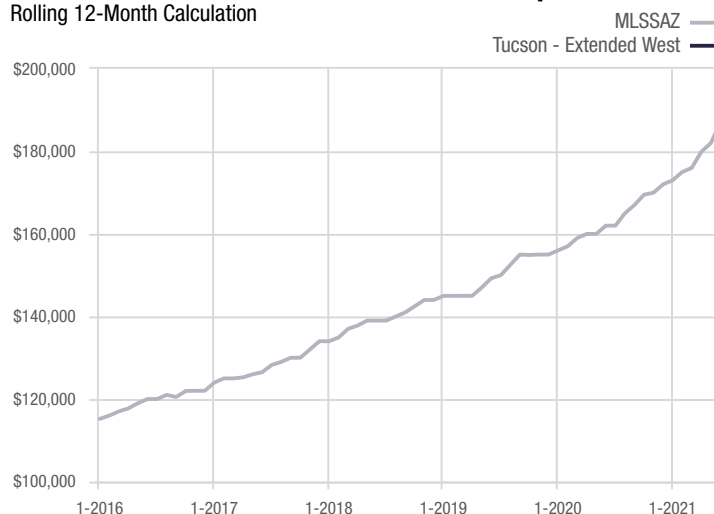
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - North

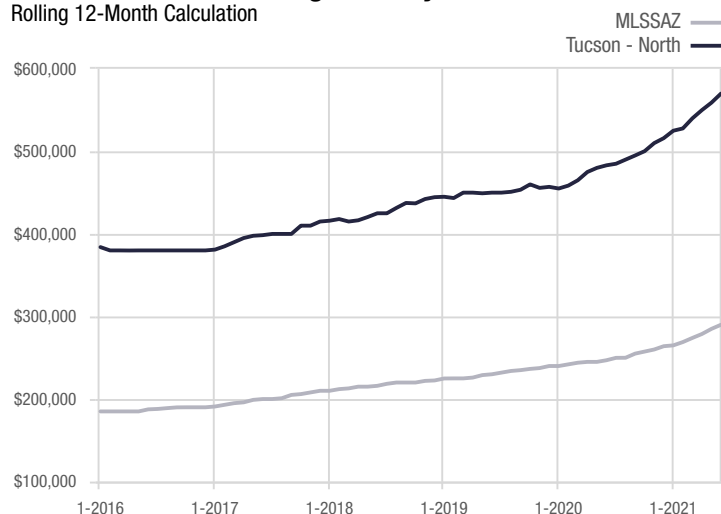
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	125	114	- 8.8%	803	722	- 10.1%
Pending Sales	138	112	- 18.8%	603	651	+ 8.0%
Closed Sales	100	119	+ 19.0%	518	613	+ 18.3%
Days on Market Until Sale	47	15	- 68.1%	43	25	- 41.9%
Median Sales Price*	\$528,800	\$675,000	+ 27.6%	\$505,000	\$625,000	+ 23.8%
Average Sales Price*	\$556,132	\$826,366	+ 48.6%	\$564,309	\$761,925	+ 35.0%
Percent of List Price Received*	97.6%	101.5%	+ 4.0%	97.7%	100.8%	+ 3.2%
Inventory of Homes for Sale	230	98	- 57.4%	—	—	—
Months Supply of Inventory	2.6	1.0	- 61.5%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	45	62	+ 37.8%	374	386	+ 3.2%
Pending Sales	52	63	+ 21.2%	310	375	+ 21.0%
Closed Sales	57	71	+ 24.6%	288	372	+ 29.2%
Days on Market Until Sale	34	7	- 79.4%	31	15	- 51.6%
Median Sales Price*	\$194,000	\$257,500	+ 32.7%	\$194,750	\$240,000	+ 23.2%
Average Sales Price*	\$222,073	\$280,374	+ 26.3%	\$221,171	\$279,201	+ 26.2%
Percent of List Price Received*	98.2%	102.2%	+ 4.1%	98.1%	100.9%	+ 2.9%
Inventory of Homes for Sale	73	26	- 64.4%	—	—	—
Months Supply of Inventory	1.5	0.4	- 73.3%	—	—	—

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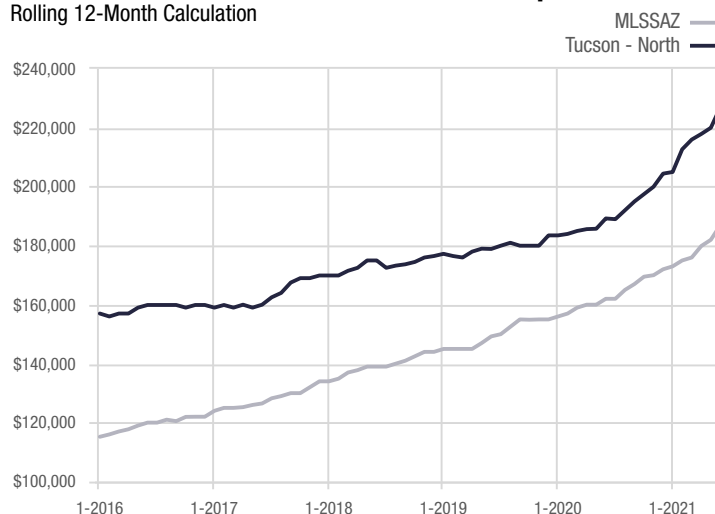
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - Northeast

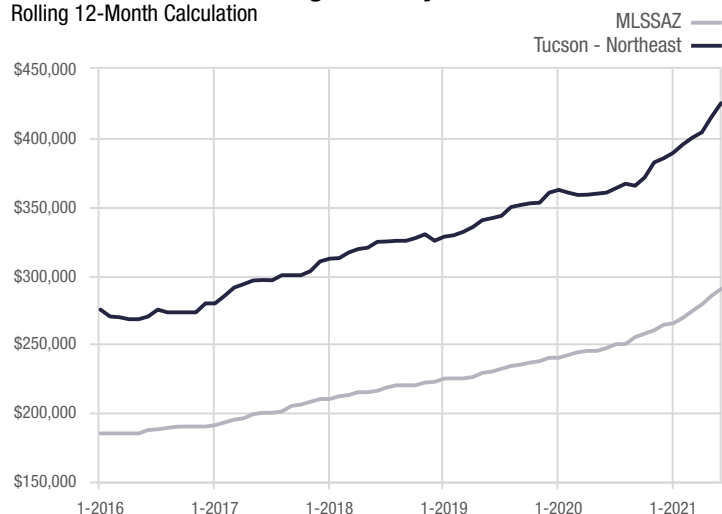
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	59	65	+ 10.2%	373	404	+ 8.3%
Pending Sales	57	55	- 3.5%	309	382	+ 23.6%
Closed Sales	68	65	- 4.4%	286	357	+ 24.8%
Days on Market Until Sale	42	9	- 78.6%	36	15	- 58.3%
Median Sales Price*	\$386,450	\$569,000	+ 47.2%	\$366,250	\$450,000	+ 22.9%
Average Sales Price*	\$464,501	\$611,830	+ 31.7%	\$419,778	\$550,379	+ 31.1%
Percent of List Price Received*	98.9%	100.6%	+ 1.7%	98.3%	100.6%	+ 2.3%
Inventory of Homes for Sale	92	44	- 52.2%	—	—	—
Months Supply of Inventory	1.9	0.7	- 63.2%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	13	28	+ 115.4%	108	142	+ 31.5%
Pending Sales	18	19	+ 5.6%	87	132	+ 51.7%
Closed Sales	18	24	+ 33.3%	88	131	+ 48.9%
Days on Market Until Sale	37	6	- 83.8%	22	15	- 31.8%
Median Sales Price*	\$112,500	\$236,000	+ 109.8%	\$156,500	\$162,000	+ 3.5%
Average Sales Price*	\$153,028	\$210,311	+ 37.4%	\$160,442	\$177,722	+ 10.8%
Percent of List Price Received*	98.9%	102.0%	+ 3.1%	97.9%	100.1%	+ 2.2%
Inventory of Homes for Sale	15	21	+ 40.0%	—	—	—
Months Supply of Inventory	1.0	1.1	+ 10.0%	—	—	—

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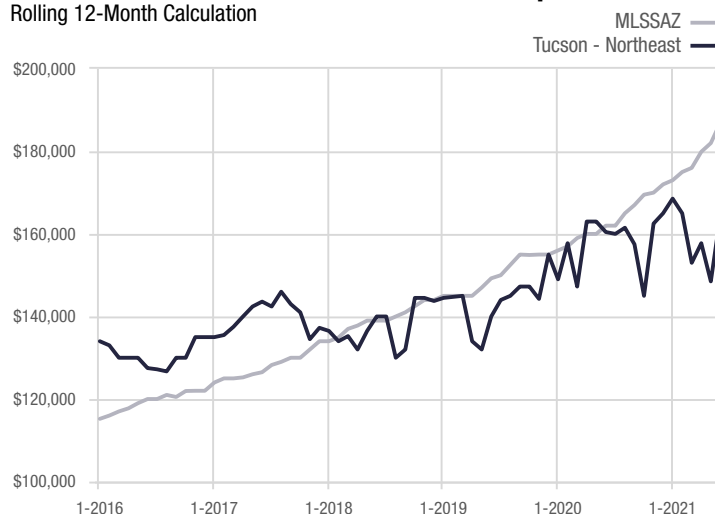
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - Northwest

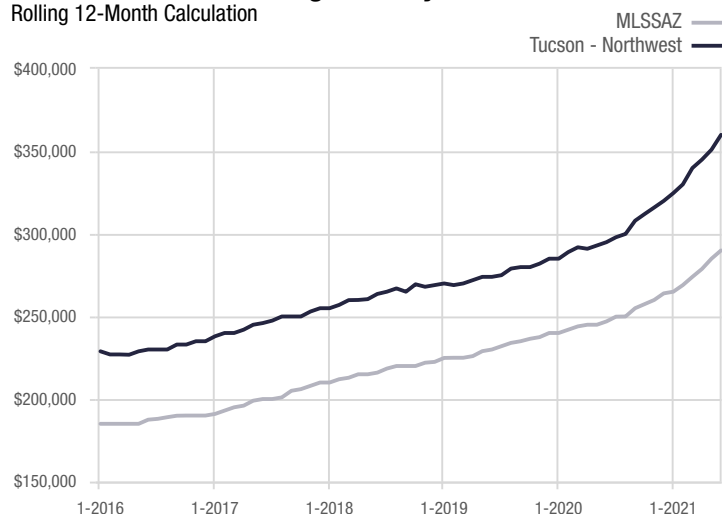
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	258	283	+ 9.7%	1,716	1,752	+ 2.1%
Pending Sales	268	261	- 2.6%	1,510	1,699	+ 12.5%
Closed Sales	268	294	+ 9.7%	1,394	1,638	+ 17.5%
Days on Market Until Sale	43	10	- 76.7%	38	18	- 52.6%
Median Sales Price*	\$325,725	\$399,845	+ 22.8%	\$300,000	\$385,000	+ 28.3%
Average Sales Price*	\$376,789	\$469,357	+ 24.6%	\$355,300	\$469,624	+ 32.2%
Percent of List Price Received*	98.8%	101.7%	+ 2.9%	98.7%	100.9%	+ 2.2%
Inventory of Homes for Sale	361	164	- 54.6%	—	—	—
Months Supply of Inventory	1.5	0.6	- 60.0%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	29	20	- 31.0%	203	182	- 10.3%
Pending Sales	30	27	- 10.0%	159	184	+ 15.7%
Closed Sales	24	39	+ 62.5%	142	180	+ 26.8%
Days on Market Until Sale	27	8	- 70.4%	33	14	- 57.6%
Median Sales Price*	\$245,500	\$306,000	+ 24.6%	\$246,500	\$281,250	+ 14.1%
Average Sales Price*	\$250,238	\$306,766	+ 22.6%	\$259,408	\$290,757	+ 12.1%
Percent of List Price Received*	98.2%	102.6%	+ 4.5%	98.5%	101.1%	+ 2.6%
Inventory of Homes for Sale	53	7	- 86.8%	—	—	—
Months Supply of Inventory	2.2	0.2	- 90.9%	—	—	—

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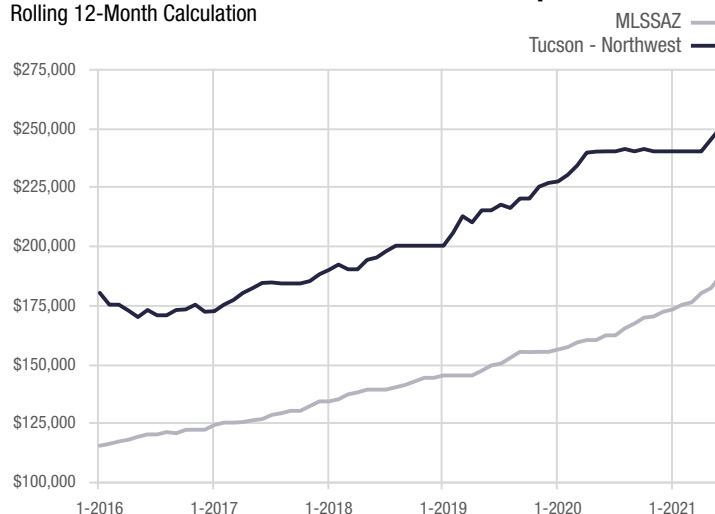
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - Pima East

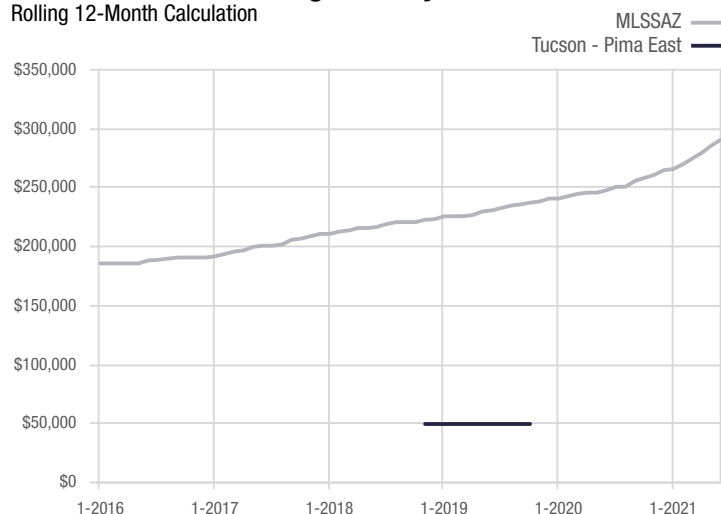
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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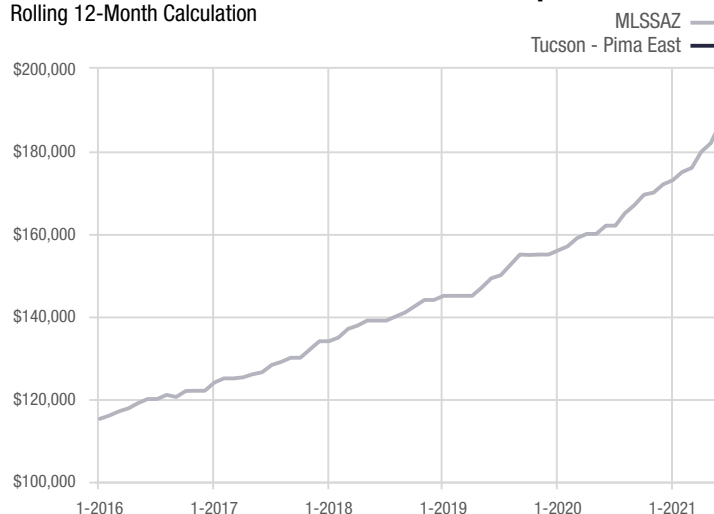
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - Pima Northwest

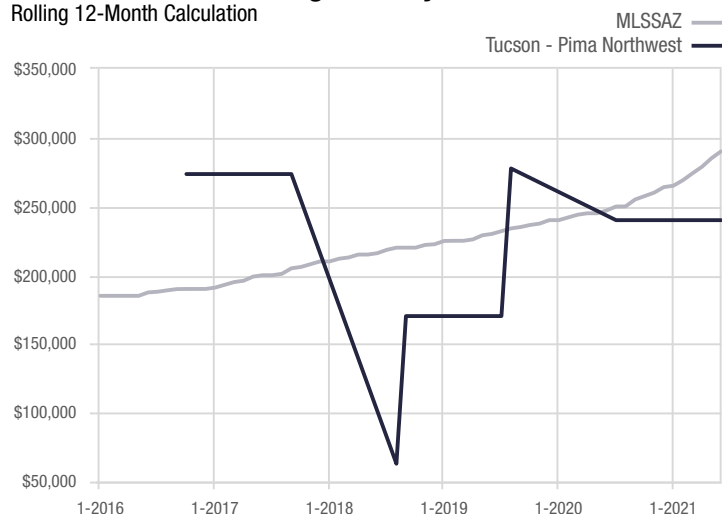
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	1	0	- 100.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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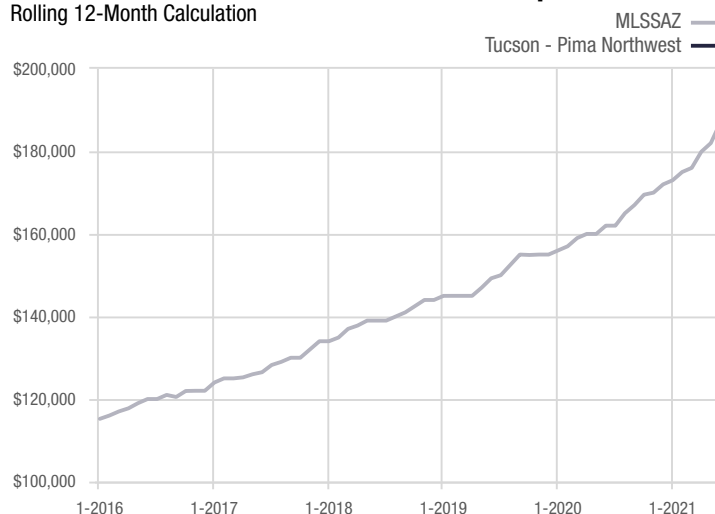
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - Pima Southwest

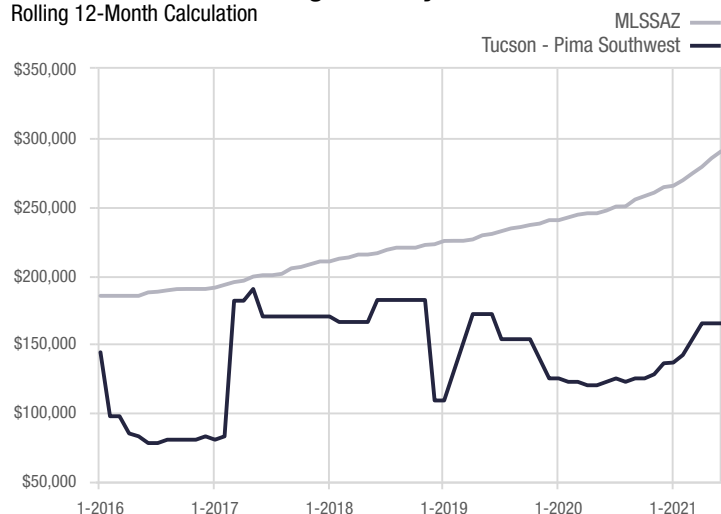
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	0	0	0.0%	9	4	- 55.6%
Pending Sales	2	0	- 100.0%	6	6	0.0%
Closed Sales	2	0	- 100.0%	3	6	+ 100.0%
Days on Market Until Sale	186	—	—	125	260	+ 108.0%
Median Sales Price*	\$204,000	—	—	\$128,000	\$191,250	+ 49.4%
Average Sales Price*	\$204,000	—	—	\$164,333	\$229,750	+ 39.8%
Percent of List Price Received*	94.5%	—	—	98.5%	86.8%	- 11.9%
Inventory of Homes for Sale	9	5	- 44.4%	—	—	—
Months Supply of Inventory	7.0	4.1	- 41.4%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% 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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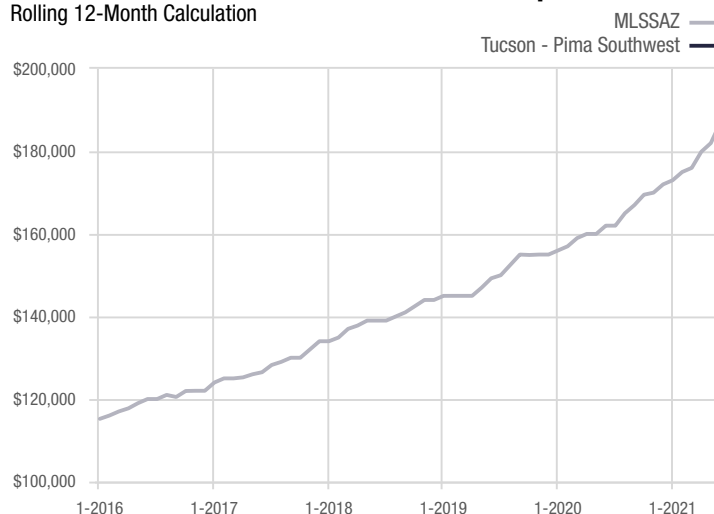
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - South

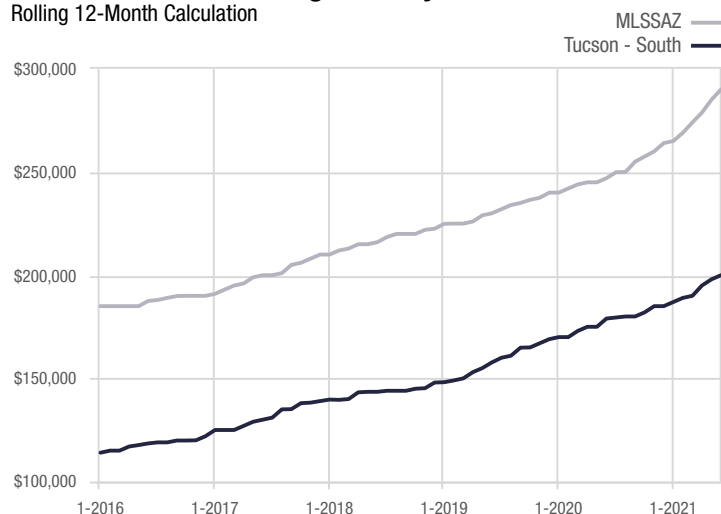
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	65	90	+ 38.5%	496	483	- 2.6%
Pending Sales	82	86	+ 4.9%	464	462	- 0.4%
Closed Sales	94	78	- 17.0%	443	425	- 4.1%
Days on Market Until Sale	31	6	- 80.6%	27	11	- 59.3%
Median Sales Price*	\$186,500	\$225,000	+ 20.6%	\$180,000	\$212,000	+ 17.8%
Average Sales Price*	\$181,280	\$221,686	+ 22.3%	\$177,868	\$210,576	+ 18.4%
Percent of List Price Received*	99.4%	101.7%	+ 2.3%	99.2%	101.1%	+ 1.9%
Inventory of Homes for Sale	56	29	- 48.2%	—	—	—
Months Supply of Inventory	0.7	0.4	- 42.9%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	6	7	+ 16.7%	33	36	+ 9.1%
Pending Sales	2	6	+ 200.0%	27	37	+ 37.0%
Closed Sales	4	3	- 25.0%	27	37	+ 37.0%
Days on Market Until Sale	12	5	- 58.3%	19	15	- 21.1%
Median Sales Price*	\$122,000	\$192,500	+ 57.8%	\$134,500	\$148,000	+ 10.0%
Average Sales Price*	\$123,875	\$179,833	+ 45.2%	\$130,224	\$152,484	+ 17.1%
Percent of List Price Received*	98.4%	100.6%	+ 2.2%	97.5%	100.6%	+ 3.2%
Inventory of Homes for Sale	5	2	- 60.0%	—	—	—
Months Supply of Inventory	1.2	0.4	- 66.7%	—	—	—

* 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.

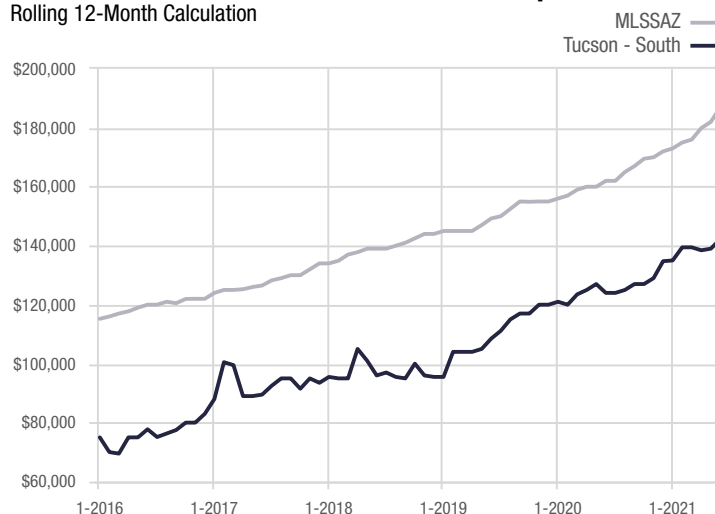
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - Southeast

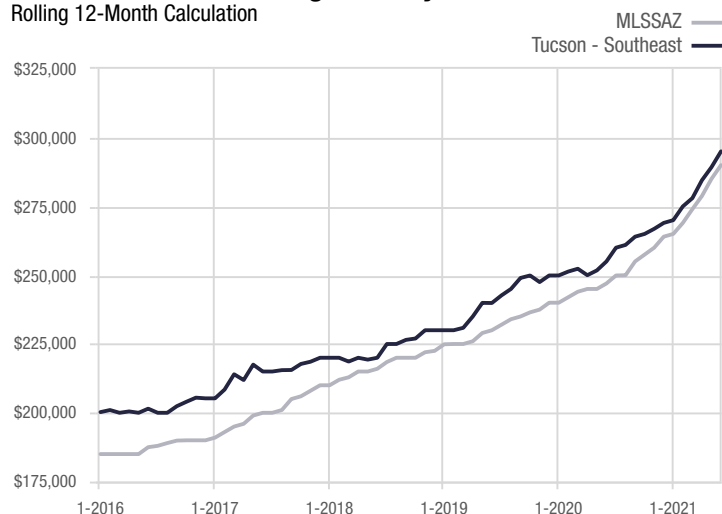
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	42	48	+ 14.3%	264	307	+ 16.3%
Pending Sales	57	42	- 26.3%	271	297	+ 9.6%
Closed Sales	43	62	+ 44.2%	227	282	+ 24.2%
Days on Market Until Sale	37	8	- 78.4%	38	14	- 63.2%
Median Sales Price*	\$275,000	\$335,000	+ 21.8%	\$260,000	\$318,250	+ 22.4%
Average Sales Price*	\$294,434	\$362,618	+ 23.2%	\$279,456	\$340,403	+ 21.8%
Percent of List Price Received*	98.9%	102.3%	+ 3.4%	98.9%	101.1%	+ 2.2%
Inventory of Homes for Sale	23	26	+ 13.0%	—	—	—
Months Supply of Inventory	0.5	0.6	+ 20.0%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	0	2	—	6	7	+ 16.7%
Pending Sales	1	0	- 100.0%	7	5	- 28.6%
Closed Sales	1	0	- 100.0%	5	5	0.0%
Days on Market Until Sale	0	—	—	17	4	- 76.5%
Median Sales Price*	\$149,900	—	—	\$155,000	\$200,000	+ 29.0%
Average Sales Price*	\$149,900	—	—	\$186,430	\$208,600	+ 11.9%
Percent of List Price Received*	100.0%	—	—	99.4%	100.3%	+ 0.9%
Inventory of Homes for Sale	0	2	—	—	—	—
Months Supply of Inventory	—	1.3	—	—	—	—

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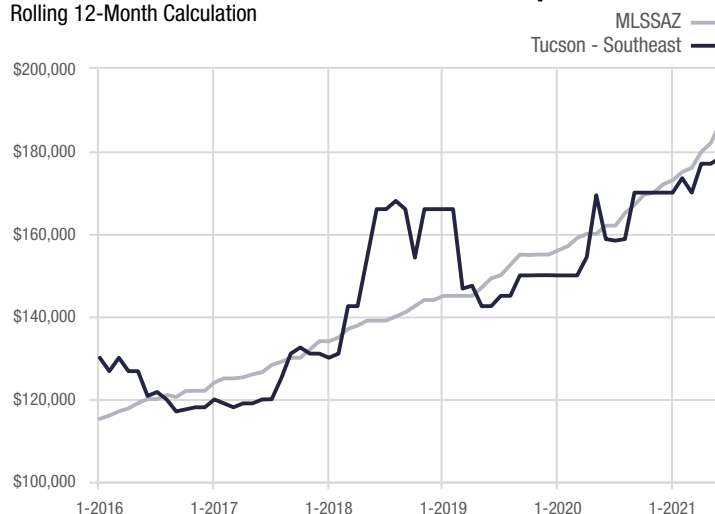
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - Southwest

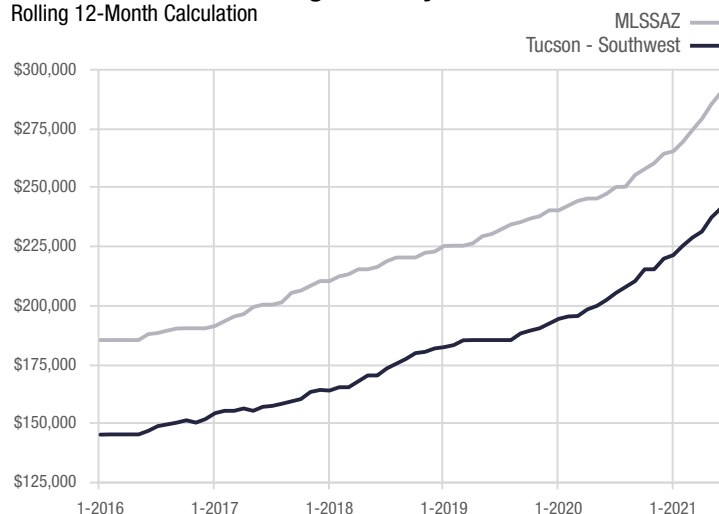
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	84	81	- 3.6%	465	473	+ 1.7%
Pending Sales	78	82	+ 5.1%	427	462	+ 8.2%
Closed Sales	86	60	- 30.2%	383	398	+ 3.9%
Days on Market Until Sale	32	8	- 75.0%	35	17	- 51.4%
Median Sales Price*	\$219,500	\$267,500	+ 21.9%	\$206,000	\$254,700	+ 23.6%
Average Sales Price*	\$220,863	\$272,740	+ 23.5%	\$214,328	\$264,566	+ 23.4%
Percent of List Price Received*	99.7%	102.1%	+ 2.4%	99.1%	101.2%	+ 2.1%
Inventory of Homes for Sale	74	24	- 67.6%	—	—	—
Months Supply of Inventory	1.1	0.3	- 72.7%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	1	4	+ 300.0%	14	23	+ 64.3%
Pending Sales	2	4	+ 100.0%	12	21	+ 75.0%
Closed Sales	0	5	—	11	17	+ 54.5%
Days on Market Until Sale	—	4	—	23	9	- 60.9%
Median Sales Price*	—	\$180,000	—	\$129,000	\$175,000	+ 35.7%
Average Sales Price*	—	\$188,780	—	\$126,400	\$163,018	+ 29.0%
Percent of List Price Received*	—	101.2%	—	101.4%	101.3%	- 0.1%
Inventory of Homes for Sale	3	2	- 33.3%	—	—	—
Months Supply of Inventory	1.3	0.5	- 61.5%	—	—	—

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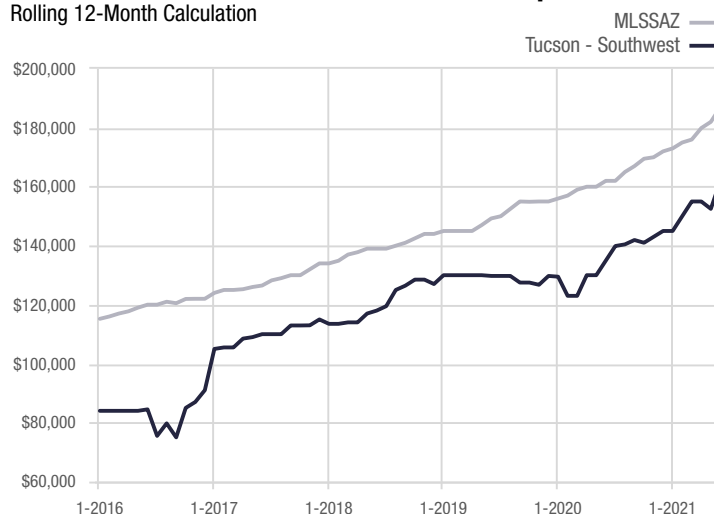
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - Upper Northwest

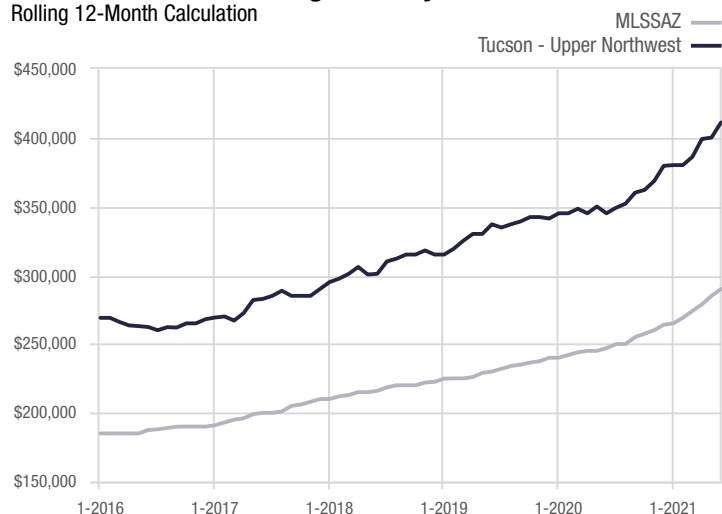
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	42	50	+ 19.0%	306	338	+ 10.5%
Pending Sales	49	49	0.0%	263	344	+ 30.8%
Closed Sales	43	62	+ 44.2%	257	335	+ 30.4%
Days on Market Until Sale	55	27	- 50.9%	49	32	- 34.7%
Median Sales Price*	\$334,000	\$429,500	+ 28.6%	\$365,000	\$430,000	+ 17.8%
Average Sales Price*	\$356,803	\$539,051	+ 51.1%	\$373,180	\$476,653	+ 27.7%
Percent of List Price Received*	98.1%	101.0%	+ 3.0%	97.7%	99.6%	+ 1.9%
Inventory of Homes for Sale	82	40	- 51.2%	—	—	—
Months Supply of Inventory	1.9	0.8	- 57.9%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	4	0	- 100.0%	19	31	+ 63.2%
Pending Sales	3	4	+ 33.3%	16	32	+ 100.0%
Closed Sales	2	5	+ 150.0%	14	27	+ 92.9%
Days on Market Until Sale	51	73	+ 43.1%	43	22	- 48.8%
Median Sales Price*	\$1,125,000	\$299,900	- 73.3%	\$290,000	\$350,000	+ 20.7%
Average Sales Price*	\$1,125,000	\$673,780	- 40.1%	\$523,058	\$403,644	- 22.8%
Percent of List Price Received*	95.5%	99.4%	+ 4.1%	97.6%	99.2%	+ 1.6%
Inventory of Homes for Sale	5	1	- 80.0%	—	—	—
Months Supply of Inventory	2.3	0.2	- 91.3%	—	—	—

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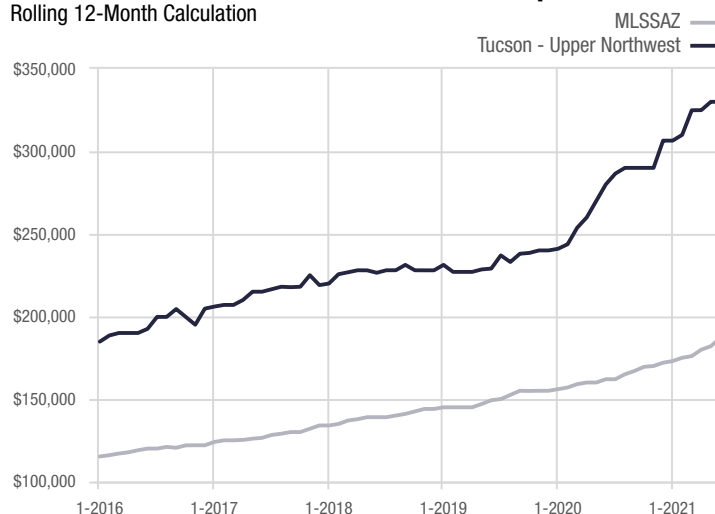
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - Upper Southeast

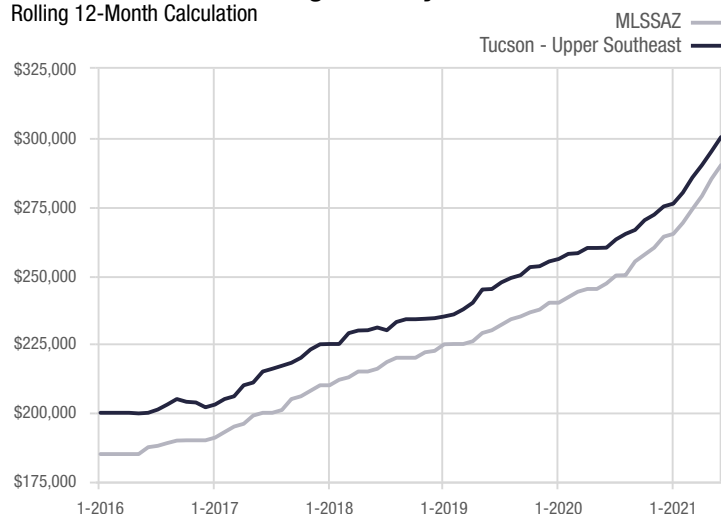
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	103	132	+ 28.2%	655	714	+ 9.0%
Pending Sales	136	121	- 11.0%	663	698	+ 5.3%
Closed Sales	104	129	+ 24.0%	589	622	+ 5.6%
Days on Market Until Sale	29	11	- 62.1%	37	16	- 56.8%
Median Sales Price*	\$265,500	\$330,000	+ 24.3%	\$262,000	\$320,000	+ 22.1%
Average Sales Price*	\$277,927	\$357,107	+ 28.5%	\$283,753	\$340,899	+ 20.1%
Percent of List Price Received*	99.5%	102.3%	+ 2.8%	99.2%	101.3%	+ 2.1%
Inventory of Homes for Sale	73	74	+ 1.4%	—	—	—
Months Supply of Inventory	0.7	0.7	0.0%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	0	0	0.0%	2	1	- 50.0%
Pending Sales	0	0	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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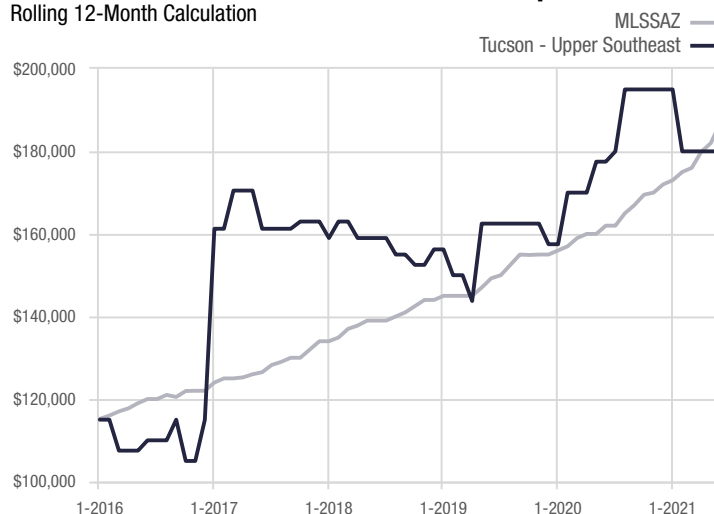
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Tucson - West

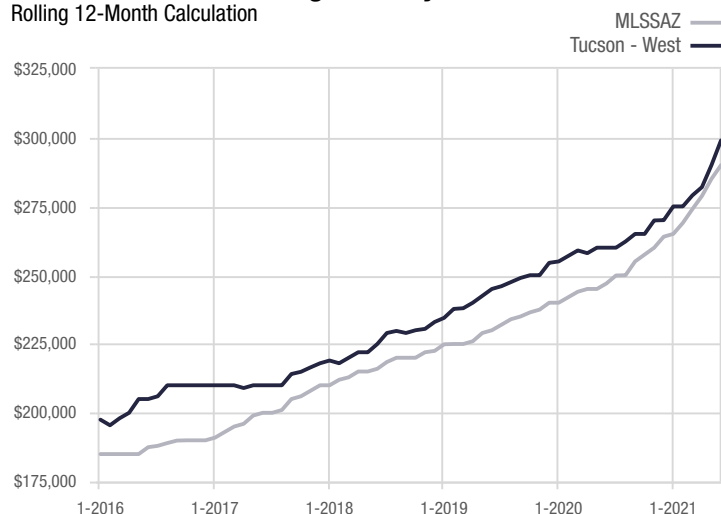
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	97	123	+ 26.8%	598	622	+ 4.0%
Pending Sales	97	101	+ 4.1%	547	555	+ 1.5%
Closed Sales	87	96	+ 10.3%	500	544	+ 8.8%
Days on Market Until Sale	23	19	- 17.4%	32	14	- 56.3%
Median Sales Price*	\$260,000	\$366,700	+ 41.0%	\$260,000	\$320,000	+ 23.1%
Average Sales Price*	\$293,768	\$463,901	+ 57.9%	\$295,242	\$375,872	+ 27.3%
Percent of List Price Received*	99.7%	101.7%	+ 2.0%	98.8%	101.4%	+ 2.6%
Inventory of Homes for Sale	97	60	- 38.1%	—	—	—
Months Supply of Inventory	1.1	0.6	- 45.5%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	9	11	+ 22.2%	78	62	- 20.5%
Pending Sales	11	9	- 18.2%	72	62	- 13.9%
Closed Sales	15	8	- 46.7%	68	66	- 2.9%
Days on Market Until Sale	15	8	- 46.7%	18	11	- 38.9%
Median Sales Price*	\$160,500	\$192,000	+ 19.6%	\$147,500	\$161,000	+ 9.2%
Average Sales Price*	\$172,067	\$171,500	- 0.3%	\$151,647	\$157,180	+ 3.6%
Percent of List Price Received*	99.0%	102.6%	+ 3.6%	98.8%	100.2%	+ 1.4%
Inventory of Homes for Sale	8	6	- 25.0%	—	—	—
Months Supply of Inventory	0.7	0.5	- 28.6%	—	—	—

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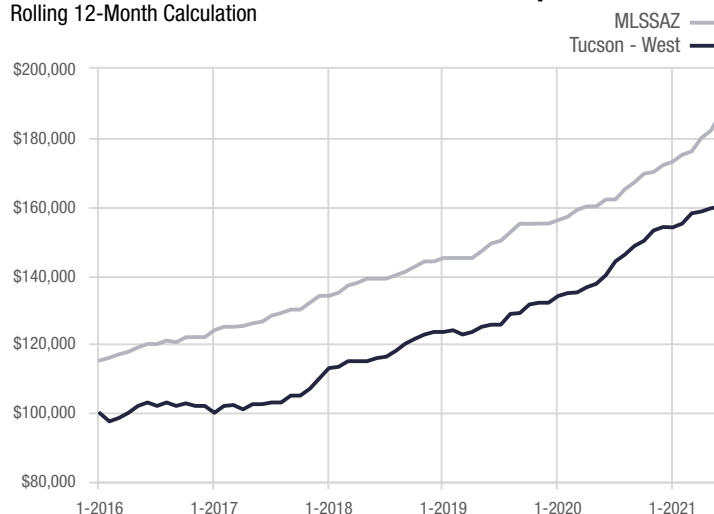
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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