

Annual Report for Multiple Listing Service of Southern Arizona

RESIDENTIAL REAL ESTATE ACTIVITY IN MULTIPLE LISTING SERVICE OF SOUTHERN ARIZONA



2019

The 2019 housing market was fueled by the overall strength of the economy across most of the country. The stock markets reached new highs throughout the year, improving the asset bases of millions of Americans. Unemployment rates fell to 50-year lows, while wages increased, creating new home buyers. Mortgage rates also declined significantly from 2018, helping to offset affordability stresses caused by continued price appreciation nationally.

With a strong economy and low mortgage rates, buyer activity has been strong. However, most markets are being constrained by inventory levels that are still below historical norms. With supply and demand continuing to favor sellers, prices continue to rise.

With 10 years having now passed since the Great Recession, the U.S. has been on the longest period of continued economic expansion on record. The housing market has been along for much of the ride and continues to benefit greatly from the overall health of the economy. However, hot economies eventually cool and with that, hot housing markets move more towards balance.

Sales: Pending sales increased 3.8 percent, finishing 2019 at 19,248. Closed sales were up 2.7 percent to end the year at 19,069.

Listings: Comparing 2019 to the prior year, the number of homes available for sale was lower by 20.9 percent. There were 3,242 active listings at the end of 2019. New listings decreased by 2.7 percent to finish the year at 23,344.

Bedroom Count: Increases in sales prices occurred across homes of all sizes over the last year. In 2019, properties with 1 bedrooms or less saw the largest growth at 14.0 percent. The highest percent of original list price received at sale went to properties with 3 bedrooms at 98.5 percent.

Prices: Home prices were up compared to last year. The overall median sales price increased 8.1 percent to \$227,000 for the year. Single Family home prices were up 7.9 percent compared to last year, and Townhouse-Condo home prices were up 7.6 percent.

List Price Received: Sellers received, on average, 98.3 percent of their original list price at sale, a year-over-year improvement of 0.2 percent.

While the Federal Reserve moved to temper the hot economy with four interest rate hikes in 2018, in 2019 they turned the heat back up, and reduced rates a total of three times during the year. The Fed's rate decreases were due in part to GDP growth in 2019 that came in notably lower than 2018, showing the Fed's alternating efforts to keep our economy at a steady simmer and not a full boil.

The housing market continues to remain healthy nationwide with price gains and limited inventory being the most common threads across markets. Tight inventory continues to constrain buyer activity in part of the country, while some areas are seeing increased seller inventory starting to improve buyers' choices. New construction activity continues to improve, but is still below levels required to fully supply the market's needs.

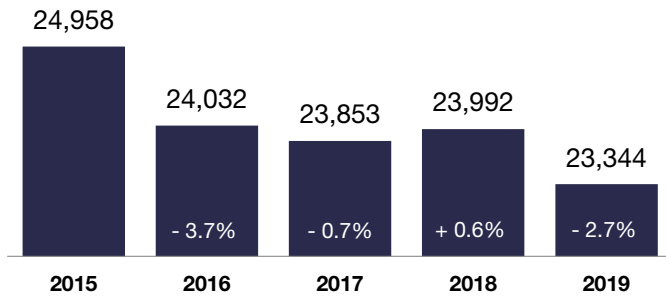
As we look at 2020, we see continued low mortgage rates and a healthy economy giving a great start to housing in the new year. But in election years, we sometimes see a softening of activity that may temper the market in the second half of the year.

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Quick Facts

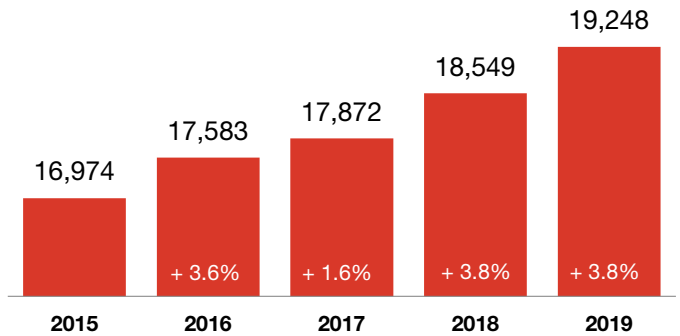
New Listings



Top Geographies: Change in New Listings from 2018

85650	+ 92.9%
85601	+ 73.3%
85619	+ 61.9%
Tucson - Pima Southwest	+ 55.6%
85617	+ 55.6%
Tucson - Extended Northeast	+ 54.5%
85610	+ 41.2%
85607	+ 36.4%
85706	+ 33.8%
85635	+ 27.9%

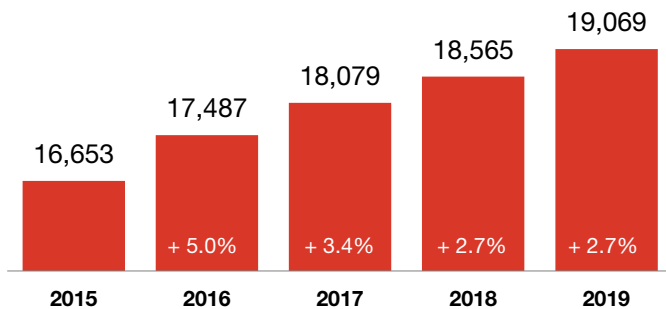
Pending Sales



Top Geographies: Change in Pending Sales from 2018

85650	+ 147.4%
85709	+ 100.0%
Santa Cruz County - Tubac West	+ 71.4%
85607	+ 66.7%
Tucson - Pima Southwest	+ 57.1%
85619	+ 57.1%
85615	+ 47.4%
Santa Cruz County - Sonoita	+ 47.1%
Tucson - Extended Northeast	+ 46.7%
85601	+ 42.9%

Closed Sales

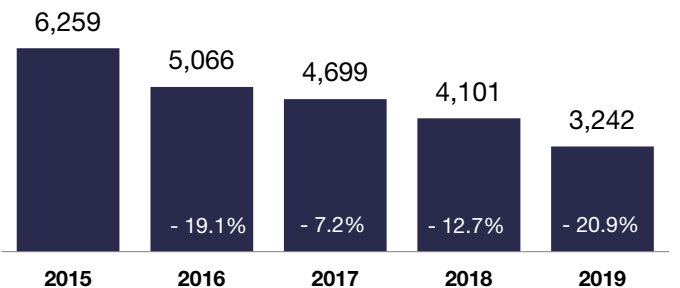


Top Geographies: Change in Closed Sales from 2018

85650	+ 170.6%
85605	+ 100.0%
85607	+ 100.0%
85709	+ 100.0%
85615	+ 76.5%
Santa Cruz County - Sonoita	+ 68.8%
Tucson - Pima Southwest	+ 57.1%
85619	+ 57.1%
Tucson - Extended Northeast	+ 46.7%
85601	+ 42.9%

Inventory of Homes for Sale

At the end of the year.

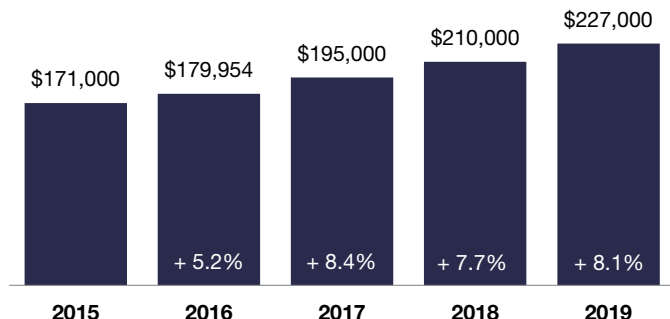


Top Geographies: Change in Homes for Sale from 2018

Tucson - Pima Northwest	+ 100.0%
85616	+ 100.0%
Santa Cruz County - Amado	+ 80.0%
85617	+ 80.0%
85601	+ 71.4%
85603	+ 61.5%
Tucson - Pima Southwest	+ 50.0%
85640	+ 50.0%
Santa Cruz County - Tubac East	+ 45.9%
85635	+ 42.9%

Quick Facts

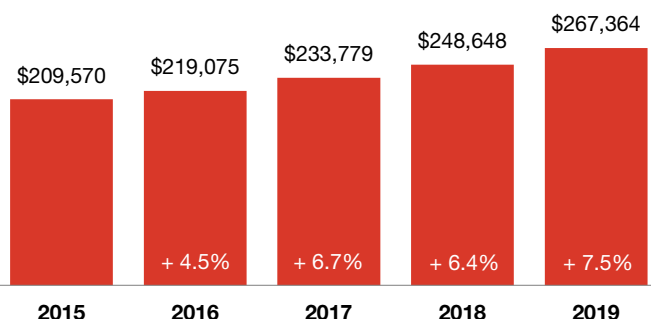
Median Sales Price



Top Geographies: Change in Median Sales Price from 2018

Santa Cruz County - Tumacacori - Carmen	+ 1,705.2%
85640	+ 753.6%
85709	+ 135.2%
85607	+ 99.0%
85632	+ 90.5%
Tucson - Pima East	+ 76.5%
85606	+ 42.1%
85625	+ 33.9%
85643	+ 32.1%
85621	+ 31.2%

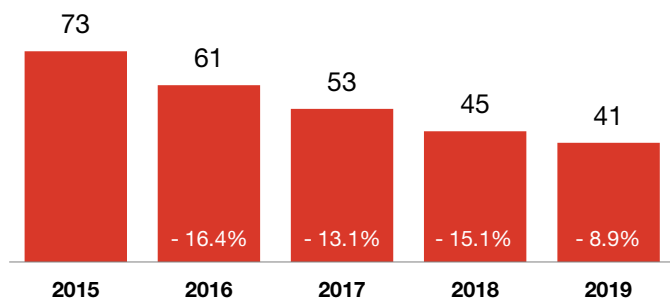
Average Sales Price



Top Geographies: Change in Avg. Sales Price from 2018

Santa Cruz County - Tumacacori - Carmen	+ 1,705.2%
85640	+ 770.7%
85709	+ 117.3%
Tucson - Pima East	+ 79.4%
Tucson - Pima Southwest	+ 41.9%
Santa Cruz County - Patagonia	+ 34.9%
85643	+ 31.6%
Santa Cruz County - Nogales West	+ 31.3%
85630	+ 30.6%
Santa Cruz County - Nogales East	+ 26.8%

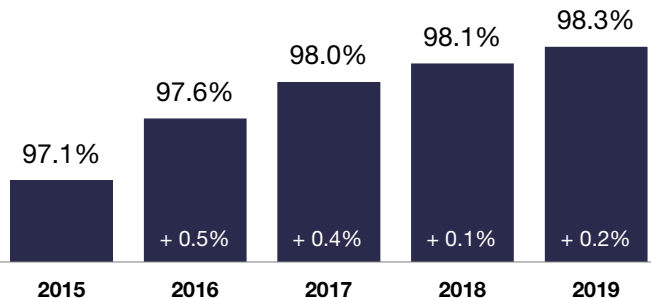
Days on Market Until Sale



Top Geographies: Change in Days on Market from 2018

85709	+ 828.6%
Tucson - Pima East	+ 284.6%
Tucson - Extended Southeast	+ 124.3%
Santa Cruz County - Patagonia	+ 98.7%
Santa Cruz County - Tubac West	+ 93.3%
85632	+ 89.6%
85606	+ 58.0%
85609	+ 41.3%
85624	+ 36.8%
Santa Cruz County - Tubac East	+ 20.9%

Percent of List Price Received



Top Geographies: Change in Pct. of List Price Received from 2018

Santa Cruz County - Tumacacori - Carmen	+ 16.0%
85640	+ 14.0%
85601	+ 8.5%
Tucson - Pima East	+ 4.3%
85617	+ 3.7%
Santa Cruz County - Amado	+ 2.8%
85616	+ 2.8%
85632	+ 2.2%
85630	+ 2.0%
Tucson - Pima Southwest	+ 2.0%

Property Type Review

43

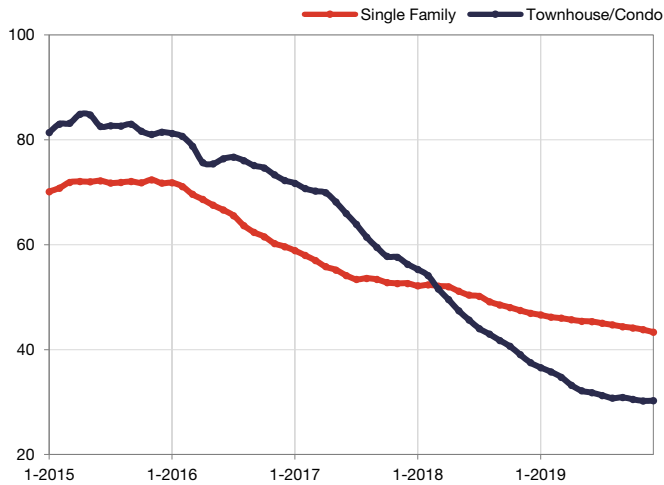
Average Days on Market
Single Family

30

Average Days on Market
Townhouse/Condo

Days on Market Until Sale

This chart uses a rolling 12-month average for each data point.



Top Geographies: Townhouse/Condo Market Share in 2019

Green Valley - Northwest	53.4%
Green Valley - Southwest	49.4%
Santa Cruz County - Tubac East	44.8%
Santa Cruz County	36.9%
Green Valley - Southeast	27.0%
Tucson - Northeast	23.8%
Tucson - South	17.3%
Cochise County	17.3%
Tucson - North	14.6%
Tucson - West	12.2%
Santa Cruz County - Nogales East	10.2%
Tucson - Northwest	9.7%
Green Valley - Northeast	9.5%
Tucson - East	7.7%
Pima County	4.3%
Tucson - Upper Northwest	3.5%

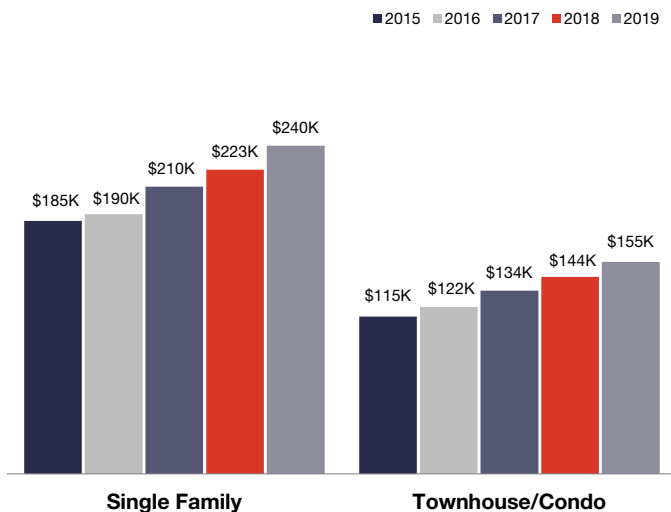
+ 7.9%

One-Year Change in Price
Single Family

+ 7.6%

One-Year Change in Price
Townhouse/Condo

Median Sales Price



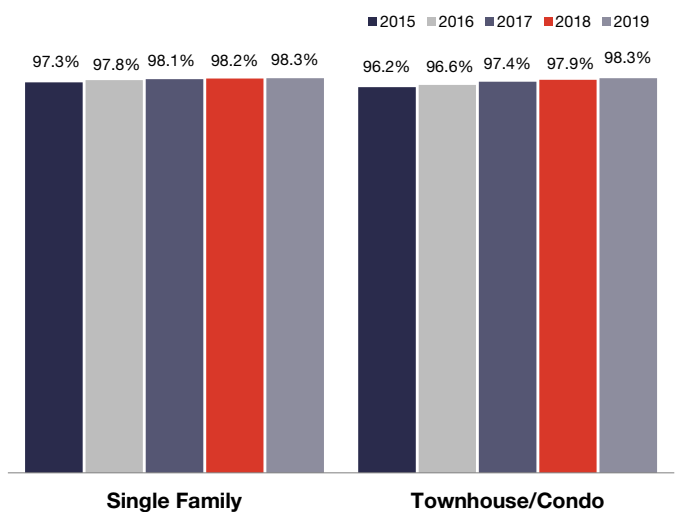
98.3%

Pct. of List Price Received
Single Family

98.3%

Pct. of List Price Received
Townhouse/Condo

Percent of List Price Received



Bedroom Count Review

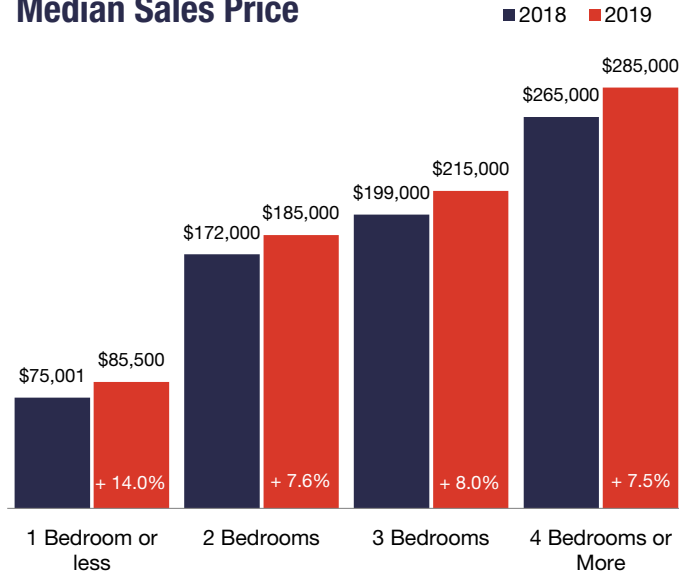
+ 14.0%

Growth in Median Sales Price
1 Bedrooms or Fewer

+ 7.5%

Growth in Median Sales Price
4 Bedrooms or More

Median Sales Price



Top Geographies: 4 Bedrooms or More Market Share in 2019

Tucson - Pima East	100.0%
85709	100.0%
Santa Cruz County - Amado	85.7%
85601	80.0%
Santa Cruz County - Rio Rico West	78.2%
Santa Cruz County - Elgin	76.5%
Tucson - Pima Southwest	72.7%
85610	72.7%
85648	72.3%
Santa Cruz County - Santa Cruz County	70.0%
85645	70.0%
Santa Cruz County - Rio Rico East	69.3%
Santa Cruz County - Nogales East	66.1%
85741	65.5%
85736	65.2%
85643	65.1%
85650	63.0%

96.4%

Percent of List Price Received
in 2019 for
1 Bedrooms or Fewer

98.2%

Percent of List Price Received
in 2019 for
2 Bedrooms

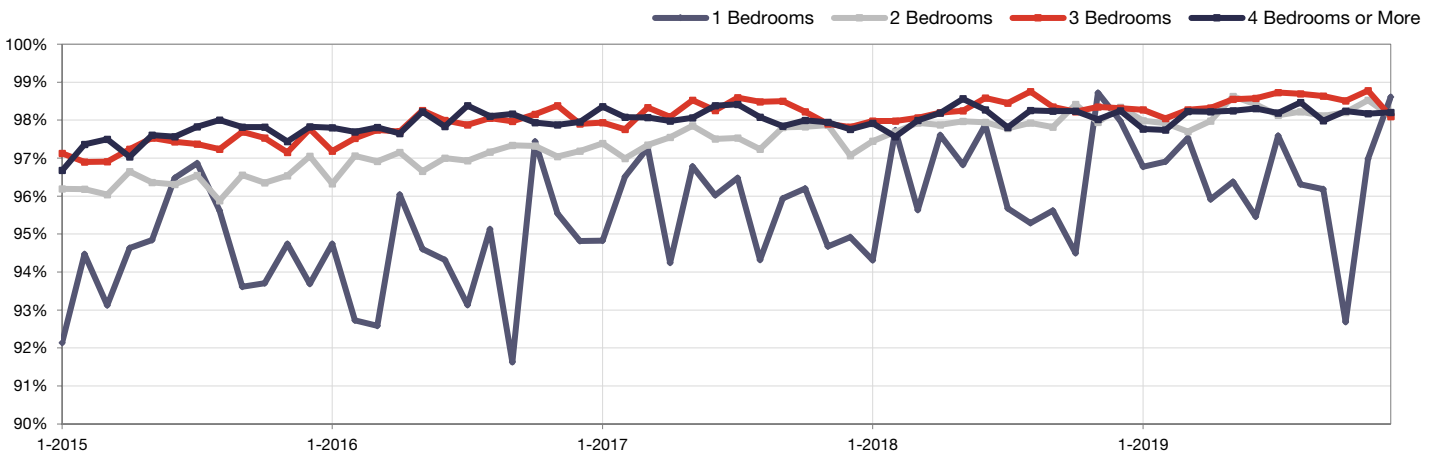
98.5%

Percent of List Price Received
in 2019 for
3 Bedrooms

98.2%

Percent of List Price Received
in 2019 for
4 Bedrooms or More

Percent of List Price Received



Price Range Review

**\$129,000 to
\$188,999**

Price Range with
Shortest Average
Market Time

**\$289,000 or
More**

Price Range with
Longest Average
Market Time

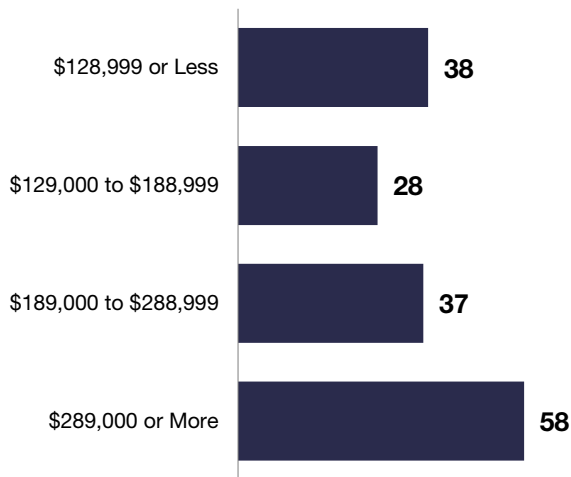
6.4%

of Homes for Sale
at Year End Priced
\$128,999 or Less

- 32.7%

One-Year Change
in Homes for Sale Priced
\$128,999 or Less

Days on Market Until Sale by Price Range



Share of Homes for Sale \$128,999 or Less



**\$189,000 to
\$288,999**

Price Range with the
Most Closed Sales

+ 22.6%

Price Range with Strongest
One-Year Change in Sales:
\$289,000 or More

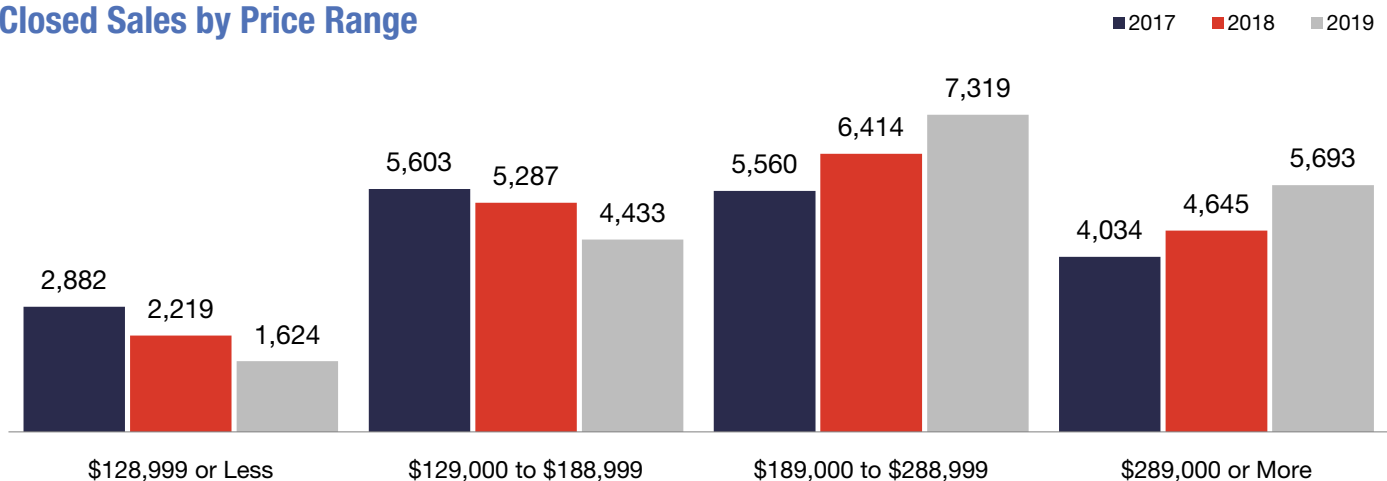
**\$128,999 or
Less**

Price Range with the
Fewest Closed Sales

- 26.8%

Price Range with Weakest
One-Year Change in Sales:
\$128,999 or Less

Closed Sales by Price Range



Area Overviews

	Total Closed Sales	Change from 2018	Median Sale Price Single Family	Median Sale Price Townhouse/ Condo	New Listings	Months Supply of Inventory	Days on Market	Pct. of List Price Received
Pima County	17,458	+ 3.1%	\$240,000	\$155,000	21,203	1.8	38	98.5%
Santa Cruz County	459	- 5.4%	\$185,000	\$181,125	688	6.4	74	96.4%
Cochise County	434	+ 4.3%	\$160,500	\$67,500	586	5.0	93	95.1%
Tucson - Central	2,400	+ 2.0%	\$205,000	\$132,500	3,148	1.9	31	98.1%
Tucson - East	1,827	- 3.6%	\$201,000	\$128,000	2,096	1.3	28	98.8%
Tucson - North	1,689	+ 4.2%	\$457,000	\$184,000	2,252	2.5	45	97.6%
Tucson - Northeast	819	+ 0.7%	\$360,000	\$155,000	982	1.8	42	98.3%
Tucson - Northwest	3,327	+ 6.3%	\$285,000	\$226,625	4,071	2.0	44	98.5%
Tucson - South	966	+ 9.9%	\$169,000	\$119,995	1,162	1.4	27	98.2%
Tucson - Southeast	545	+ 8.1%	\$249,900	\$150,000	626	1.6	40	99.2%
Tucson - Southwest	806	+ 7.2%	\$192,000	\$129,750	968	1.5	34	99.2%
Tucson - Upper Northwest	548	+ 2.6%	\$341,200	\$240,000	630	2.2	60	97.7%
Tucson - Upper Southeast	1,139	+ 9.9%	\$255,000	\$157,500	1,350	1.6	38	99.1%
Tucson - West	1,232	- 0.2%	\$254,500	\$132,000	1,438	1.5	35	98.6%
Tucson - Extended Northeast	22	+ 46.7%	\$297,000	--	33	5.7	105	91.1%
Tucson - Extended Northwest	83	- 2.4%	\$189,900	--	100	1.3	36	99.0%
Tucson - Extended Southeast	15	- 6.3%	\$399,500	--	17	5.1	166	96.4%
Tucson - Extended Southwest	33	- 26.7%	\$176,250	\$160,000	43	3.9	67	97.9%
Tucson - Extended West	456	+ 14.6%	\$255,000	--	551	2.8	64	98.5%
Tucson - Pima East	0	--	--	--	0	0.0	0	0.0%
Tucson - Pima Northwest	0	--	--	--	2	0.0	0	0.0%
Tucson - Benson / St. David	126	+ 0.8%	\$172,750	--	144	3.3	91	96.2%
Tucson - Pima Southwest	5	+ 150.0%	\$125,000	--	19	8.0	49	84.4%
Cochise	312	+ 4.7%	\$149,500	\$67,500	444	5.6	94	94.6%
Green Valley - North	665	+ 3.1%	\$208,000	\$157,000	774	1.4	33	99.3%
Green Valley - Northeast	421	- 2.8%	\$243,340	\$182,500	453	1.6	48	98.5%
Green Valley - Southwest	335	- 16.7%	\$280,000	\$158,000	369	2.0	51	98.3%
Green Valley - Northwest	506	- 3.8%	\$223,000	\$128,900	567	1.6	35	98.5%
Green Valley - Southeast	156	+ 12.2%	\$249,000	\$170,000	171	2.1	48	98.2%
Santa Cruz County - Amado	13	+ 62.5%	\$124,900	--	20	3.8	36	96.3%
Santa Cruz County - Tubac West	10	+ 25.0%	\$312,500	--	27	9.3	145	90.0%
Santa Cruz County - Tubac East	58	- 22.7%	\$365,000	\$202,250	110	10.6	110	95.7%
Santa Cruz County - Nogales East	59	+ 15.7%	\$124,000	\$111,000	92	5.5	56	94.9%
Santa Cruz County - Rio Rico East	150	- 6.3%	\$164,900	\$112,200	183	3.5	49	97.6%
Santa Cruz County - Rio Rico West	78	- 17.0%	\$171,950	--	119	4.8	55	98.1%
Santa Cruz County - Nogales West	23	- 39.5%	\$186,000	--	38	6.5	59	95.1%
Santa Cruz County - Tumacacori - Carmen	2	+ 100.0%	\$1,985,759	--	4	1.0	103	96.3%
Santa Cruz County - Patagonia	26	+ 30.0%	\$327,000	--	34	6.7	152	93.1%

Area Overviews

	Total Closed Sales	Change from 2018	Median Sale Price Single Family	Median Sale Price Townhouse/ Condo	New Listings	Months Supply of Inventory	Days on Market	Pct. of List Price Received
Santa Cruz County - Sonoita	27	+ 68.8%	\$331,000	--	37	8.8	166	94.7%
Santa Cruz County - Elgin	13	- 7.1%	\$350,000	--	24	6.8	68	98.7%
Santa Cruz County - Santa Cruz County	10	- 77.3%	\$294,000	--	11	9.3	257	94.4%
85145	81	- 3.6%	\$187,000	--	97	1.3	35	99.0%
85245	0	--	--	--	0	0.0	0	0.0%
85601	4	+ 33.3%	\$139,250	--	17	7.5	25	90.5%
85602	95	- 6.9%	\$162,000	--	105	2.8	83	96.5%
85603	24	- 4.0%	\$118,750	--	39	6.6	96	89.1%
85605	3	+ 50.0%	\$38,000	--	2	0.0	115	91.0%
85606	14	- 30.0%	\$170,000	--	17	4.6	212	90.8%
85607	7	+ 40.0%	\$112,350	--	14	3.8	70	91.2%
85608	0	--	--	--	0	0.0	0	0.0%
85609	2	- 33.3%	\$49,950	--	2	1.0	163	89.9%
85610	10	- 16.7%	\$97,250	--	19	4.2	92	95.6%
85611	13	- 7.1%	\$295,000	--	27	11.8	131	97.3%
85613	0	--	--	--	0	0.0	0	0.0%
85614	1,014	- 4.2%	\$225,000	\$136,000	1,148	1.7	38	98.5%
85615	15	+ 25.0%	\$325,000	--	21	3.5	99	96.6%
85616	8	0.0%	\$172,000	--	9	1.8	62	94.3%
85617	4	- 20.0%	\$140,000	--	8	4.0	104	94.5%
85619	22	+ 57.1%	\$297,000	--	33	5.7	105	91.1%
85620	0	--	--	--	0	0.0	0	0.0%
85621	82	- 8.9%	\$165,000	\$111,000	132	6.4	57	95.0%
85622	337	- 16.8%	\$280,000	\$158,000	369	2.0	51	98.2%
85623	95	+ 28.4%	\$345,950	\$330,000	123	4.6	63	96.4%
85624	27	- 3.6%	\$325,000	--	34	7.0	172	93.3%
85625	50	- 19.4%	\$111,000	\$64,900	65	7.3	115	94.0%
85629	744	+ 6.4%	\$219,990	\$157,000	832	1.4	38	99.2%
85630	30	+ 15.4%	\$294,000	--	38	3.9	110	95.4%
85632	7	+ 40.0%	\$200,000	--	11	8.0	312	80.3%
85635	61	+ 27.1%	\$184,275	\$79,561	84	3.8	45	98.3%
85637	38	+ 26.7%	\$355,000	--	42	6.9	170	94.8%
85638	9	0.0%	\$90,000	--	17	3.8	92	89.0%
85640	3	+ 50.0%	\$1,195,000	--	6	2.0	84	96.0%
85641	789	+ 9.6%	\$280,000	\$149,950	943	2.1	51	99.0%
85643	63	0.0%	\$102,500	--	94	4.7	108	94.4%
85644	0	--	--	--	0	0.0	0	0.0%
85645	16	+ 77.8%	\$125,450	--	23	4.6	57	94.2%

Area Overviews

	Total Closed Sales	Change from 2018	Median Sale Price Single Family	Median Sale Price Townhouse/ Condo	New Listings	Months Supply of Inventory	Days on Market	Pct. of List Price Received
85646	67	- 28.7%	\$350,000	\$202,250	133	11.0	115	94.9%
85648	231	- 12.2%	\$165,000	\$112,200	308	4.1	52	97.8%
85650	36	+ 125.0%	\$227,000	--	44	2.3	53	98.7%
85653	416	+ 16.5%	\$254,870	--	511	2.8	65	98.8%
85658	520	+ 14.3%	\$347,500	\$265,000	679	2.6	60	98.1%
85701	44	- 13.7%	\$337,500	\$232,000	94	6.0	44	96.9%
85703	0	--	--	--	0	0.0	0	0.0%
85704	609	+ 7.4%	\$326,900	\$175,600	720	1.5	36	98.1%
85705	325	0.0%	\$170,000	\$120,500	419	1.8	29	98.4%
85706	455	+ 33.4%	\$173,000	\$122,750	543	1.6	27	97.3%
85709	4	+ 100.0%	\$451,000	--	2	0.0	130	99.7%
85710	853	- 7.0%	\$200,500	\$121,500	997	1.6	26	98.7%
85711	579	+ 7.0%	\$185,000	\$123,500	716	1.9	27	98.6%
85712	459	- 6.7%	\$199,450	\$134,900	598	1.7	28	98.4%
85713	404	- 9.0%	\$150,000	\$125,000	514	1.9	28	98.8%
85714	91	- 21.6%	\$148,500	\$79,900	124	1.8	33	98.0%
85715	416	- 3.3%	\$272,750	\$171,500	500	1.2	31	98.4%
85716	462	- 6.1%	\$237,000	\$140,000	595	1.6	36	97.6%
85717	0	--	--	--	0	0.0	0	0.0%
85718	661	- 0.3%	\$548,934	\$195,200	948	3.3	53	97.3%
85719	471	+ 15.7%	\$260,000	\$125,000	648	2.0	37	97.1%
85730	612	+ 1.3%	\$183,250	\$122,250	698	1.0	26	99.0%
85735	59	- 7.8%	\$217,850	--	67	1.7	43	99.1%
85736	25	- 34.2%	\$175,000	--	32	3.0	53	97.5%
85737	551	- 5.3%	\$322,500	\$225,000	717	2.1	45	98.2%
85739	493	- 1.0%	\$330,000	\$239,500	551	1.9	61	97.8%
85741	539	+ 0.9%	\$208,000	\$155,000	608	1.1	25	99.0%
85742	775	+ 16.7%	\$235,000	\$265,000	902	1.7	38	98.8%
85743	572	+ 2.9%	\$260,000	--	645	1.4	33	98.7%
85745	601	+ 0.8%	\$265,000	\$134,000	708	1.6	39	98.3%
85746	370	+ 6.6%	\$179,000	\$112,500	450	1.4	26	99.2%
85747	687	+ 4.6%	\$229,900	\$157,500	807	1.1	27	99.3%
85748	362	- 6.0%	\$247,100	\$156,263	401	1.1	34	98.7%
85749	363	+ 8.0%	\$417,000	--	436	2.3	54	98.3%
85750	735	+ 6.2%	\$446,250	\$187,500	947	2.1	42	97.6%
85755	629	+ 5.0%	\$335,000	\$249,900	806	2.6	57	98.1%
85756	494	+ 15.4%	\$196,500	\$165,500	548	1.3	29	99.4%
85757	320	+ 14.7%	\$205,585	--	386	1.5	41	99.3%

Area Historical Median Prices

	2015	2016	2017	2018	2019	Change From 2018	Change From 2015
Pima County	\$171,000	\$180,000	\$195,500	\$210,000	\$227,185	+ 8.2%	+ 32.9%
Santa Cruz County	\$120,000	\$130,000	\$133,250	\$159,000	\$185,000	+ 16.4%	+ 54.2%
Cochise County	\$120,000	\$125,000	\$126,500	\$135,000	\$157,750	+ 16.9%	+ 31.5%
Tucson - Central	\$140,000	\$150,000	\$164,000	\$174,000	\$188,500	+ 8.3%	+ 34.6%
Tucson - East	\$140,000	\$150,000	\$165,000	\$178,000	\$191,300	+ 7.5%	+ 36.6%
Tucson - North	\$300,000	\$305,300	\$330,250	\$335,000	\$357,000	+ 6.6%	+ 19.0%
Tucson - Northeast	\$244,500	\$245,000	\$265,000	\$285,000	\$310,000	+ 8.8%	+ 26.8%
Tucson - Northwest	\$223,000	\$229,000	\$247,000	\$259,900	\$275,000	+ 5.8%	+ 23.3%
Tucson - South	\$110,000	\$120,000	\$137,200	\$145,000	\$167,000	+ 15.2%	+ 51.8%
Tucson - Southeast	\$200,500	\$204,000	\$218,500	\$230,000	\$246,000	+ 7.0%	+ 22.7%
Tucson - Southwest	\$140,750	\$150,000	\$161,000	\$180,000	\$190,000	+ 5.6%	+ 35.0%
Tucson - Upper Northwest	\$262,500	\$260,000	\$282,500	\$310,000	\$336,500	+ 8.5%	+ 28.2%
Tucson - Upper Southeast	\$199,950	\$201,000	\$224,538	\$234,085	\$255,000	+ 8.9%	+ 27.5%
Tucson - West	\$183,500	\$195,000	\$209,000	\$220,000	\$242,000	+ 10.0%	+ 31.9%
Tucson - Extended Northeast	\$312,500	\$278,750	\$250,000	\$297,000	\$297,000	0.0%	- 5.0%
Tucson - Extended Northwest	\$125,000	\$135,000	\$150,625	\$182,000	\$189,900	+ 4.3%	+ 51.9%
Tucson - Extended Southeast	\$238,000	\$294,000	\$276,000	\$345,950	\$399,500	+ 15.5%	+ 67.9%
Tucson - Extended Southwest	\$120,000	\$138,600	\$165,000	\$160,000	\$175,000	+ 9.4%	+ 45.8%
Tucson - Extended West	\$175,000	\$195,000	\$225,000	\$245,450	\$255,000	+ 3.9%	+ 45.7%
Tucson - Pima East	\$0	\$0	\$0	\$48,825	\$0	- 100.0%	--
Tucson - Pima Northwest	\$0	\$273,500	\$0	\$170,288	\$0	- 100.0%	--
Tucson - Benson / St. David	\$151,500	\$145,000	\$155,000	\$165,000	\$172,750	+ 4.7%	+ 14.0%
Tucson - Pima Southwest	\$205,000	\$82,900	\$170,000	\$108,950	\$125,000	+ 14.7%	- 39.0%
Cochise	\$90,000	\$105,000	\$118,500	\$116,250	\$145,000	+ 24.7%	+ 61.1%
Green Valley - North	\$165,000	\$173,900	\$178,000	\$190,000	\$206,000	+ 8.4%	+ 24.8%
Green Valley - Northeast	\$190,000	\$185,000	\$198,000	\$219,400	\$237,000	+ 8.0%	+ 24.7%
Green Valley - Southwest	\$164,500	\$166,250	\$187,800	\$190,000	\$222,000	+ 16.8%	+ 35.0%
Green Valley - Northwest	\$114,500	\$122,250	\$130,000	\$148,250	\$169,000	+ 14.0%	+ 47.6%
Green Valley - Southeast	\$155,000	\$165,000	\$175,500	\$190,000	\$213,250	+ 12.2%	+ 37.6%
Santa Cruz County - Amado	\$0	\$0	\$0	\$117,000	\$124,900	+ 6.8%	--
Santa Cruz County - Tubac West	\$317,500	\$251,000	\$385,000	\$351,650	\$312,500	- 11.1%	- 1.6%
Santa Cruz County - Tubac East	\$247,500	\$265,750	\$283,500	\$320,000	\$300,000	- 6.3%	+ 21.2%
Santa Cruz County - Nogales East	\$85,000	\$107,500	\$110,400	\$115,000	\$119,900	+ 4.3%	+ 41.1%
Santa Cruz County - Rio Rico East	\$117,000	\$123,950	\$134,125	\$149,000	\$161,500	+ 8.4%	+ 38.0%
Santa Cruz County - Rio Rico West	\$110,000	\$127,500	\$117,000	\$142,500	\$171,950	+ 20.7%	+ 56.3%
Santa Cruz County - Nogales West	\$117,000	\$122,500	\$119,000	\$149,000	\$186,000	+ 24.8%	+ 59.0%
Santa Cruz County - Tumacacori - Carmen	\$0	\$0	\$32,000	\$140,000	\$1,985,759	+ 1,318.4%	--
Santa Cruz County - Patagonia	\$0	\$0	\$0	\$262,000	\$327,000	+ 24.8%	--

Area Historical Median Prices

	2015	2016	2017	2018	2019	Change From 2018	Change From 2015
Santa Cruz County - Sonoita	\$192,500	\$305,000	\$365,000	\$318,500	\$331,000	+ 3.9%	+ 71.9%
Santa Cruz County - Elgin	\$0	\$0	\$0	\$349,250	\$350,000	+ 0.2%	--
Santa Cruz County - Santa Cruz County	\$220,000	\$227,000	\$249,450	\$265,500	\$294,000	+ 10.7%	+ 33.6%
85145	\$125,000	\$135,000	\$150,625	\$182,000	\$187,000	+ 2.7%	+ 49.6%
85245	\$164,333	\$0	\$0	\$0	\$0	--	- 100.0%
85601	\$144,000	\$78,000	\$150,000	\$182,000	\$139,250	- 23.5%	- 3.3%
85602	\$139,000	\$143,250	\$155,000	\$157,500	\$162,000	+ 2.9%	+ 16.5%
85603	\$120,000	\$93,500	\$120,000	\$142,000	\$118,750	- 16.4%	- 1.0%
85605	\$65,000	\$20,034	\$25,000	\$85,375	\$38,000	- 55.5%	- 41.5%
85606	\$80,000	\$164,500	\$177,500	\$158,500	\$170,000	+ 7.3%	+ 112.5%
85607	\$19,200	\$67,269	\$35,450	\$48,235	\$112,350	+ 132.9%	+ 485.2%
85608	\$0	\$0	\$0	\$0	\$0	--	--
85609	\$1,337,500	\$265,000	\$180,000	\$110,000	\$49,950	- 54.6%	- 96.3%
85610	\$135,000	\$53,750	\$166,750	\$158,500	\$97,250	- 38.6%	- 28.0%
85611	\$295,000	\$227,000	\$262,000	\$389,500	\$295,000	- 24.3%	0.0%
85613	\$0	\$0	\$0	\$0	\$0	--	--
85614	\$132,000	\$138,950	\$150,000	\$170,000	\$190,000	+ 11.8%	+ 43.9%
85615	\$243,500	\$269,000	\$187,750	\$231,050	\$325,000	+ 40.7%	+ 33.5%
85616	\$137,500	\$197,000	\$139,000	\$195,000	\$172,000	- 11.8%	+ 25.1%
85617	\$143,000	\$59,750	\$128,250	\$117,500	\$140,000	+ 19.1%	- 2.1%
85619	\$268,500	\$275,000	\$250,000	\$297,000	\$297,000	0.0%	+ 10.6%
85620	\$0	\$0	\$0	\$0	\$0	--	--
85621	\$95,000	\$115,000	\$110,000	\$124,250	\$163,000	+ 31.2%	+ 71.6%
85622	\$163,000	\$165,500	\$188,750	\$190,000	\$222,000	+ 16.8%	+ 36.2%
85623	\$288,363	\$218,000	\$295,000	\$334,500	\$342,000	+ 2.2%	+ 18.6%
85624	\$330,000	\$271,250	\$340,000	\$262,000	\$325,000	+ 24.0%	- 1.5%
85625	\$65,000	\$73,500	\$88,000	\$70,000	\$93,700	+ 33.9%	+ 44.2%
85629	\$173,635	\$179,900	\$185,000	\$199,999	\$218,340	+ 9.2%	+ 25.7%
85630	\$168,000	\$185,000	\$150,000	\$194,500	\$294,000	+ 51.2%	+ 75.0%
85632	\$177,500	\$228,000	\$227,000	\$155,000	\$200,000	+ 29.0%	+ 12.7%
85635	\$134,059	\$133,250	\$116,000	\$141,000	\$179,900	+ 27.6%	+ 34.2%
85637	\$225,000	\$260,000	\$277,500	\$324,000	\$355,000	+ 9.6%	+ 57.8%
85638	\$50,000	\$115,000	\$110,000	\$135,000	\$90,000	- 33.3%	+ 80.0%
85640	\$0	\$185,000	\$32,000	\$210,000	\$1,195,000	+ 469.0%	--
85641	\$224,500	\$227,000	\$248,600	\$262,485	\$279,900	+ 6.6%	+ 24.7%
85643	\$85,000	\$93,500	\$95,000	\$84,000	\$102,500	+ 22.0%	+ 20.6%
85644	\$0	\$0	\$0	\$0	\$0	--	--
85645	\$96,000	\$85,000	\$162,750	\$118,000	\$125,450	+ 6.3%	+ 30.7%

Area Historical Median Prices

	2015	2016	2017	2018	2019	Change From 2018	Change From 2015
85646	\$280,000	\$258,000	\$283,500	\$319,950	\$300,000	- 6.2%	+ 7.1%
85648	\$118,000	\$129,350	\$130,000	\$149,000	\$165,000	+ 10.7%	+ 39.8%
85650	\$162,000	\$175,000	\$170,000	\$201,500	\$227,000	+ 12.7%	+ 40.1%
85653	\$177,500	\$189,900	\$223,000	\$244,900	\$254,870	+ 4.1%	+ 43.6%
85658	\$277,812	\$274,000	\$287,925	\$325,000	\$345,000	+ 6.2%	+ 24.2%
85701	\$290,000	\$285,000	\$321,250	\$324,000	\$327,500	+ 1.1%	+ 12.9%
85703	\$0	\$0	\$0	\$80,000	\$0	- 100.0%	--
85704	\$218,000	\$220,500	\$235,200	\$250,000	\$279,000	+ 11.6%	+ 28.0%
85705	\$114,750	\$125,000	\$138,750	\$142,000	\$165,000	+ 16.2%	+ 43.8%
85706	\$109,000	\$120,000	\$137,500	\$143,000	\$170,000	+ 18.9%	+ 56.0%
85709	\$0	\$0	\$135,900	\$191,750	\$451,000	+ 135.2%	--
85710	\$135,000	\$145,000	\$162,000	\$175,000	\$189,000	+ 8.0%	+ 40.0%
85711	\$130,000	\$139,900	\$155,500	\$168,000	\$180,575	+ 7.5%	+ 38.9%
85712	\$134,950	\$149,000	\$165,000	\$172,000	\$183,000	+ 6.4%	+ 35.6%
85713	\$97,000	\$108,000	\$123,500	\$135,000	\$141,750	+ 5.0%	+ 46.1%
85714	\$82,050	\$98,500	\$118,000	\$121,750	\$147,000	+ 20.7%	+ 79.2%
85715	\$196,750	\$200,000	\$218,700	\$235,500	\$244,950	+ 4.0%	+ 24.5%
85716	\$168,000	\$166,125	\$185,000	\$196,000	\$205,000	+ 4.6%	+ 22.0%
85717	\$0	\$0	\$0	\$0	\$0	--	--
85718	\$377,500	\$370,000	\$394,000	\$415,000	\$430,000	+ 3.6%	+ 13.9%
85719	\$187,250	\$201,000	\$190,000	\$215,000	\$238,000	+ 10.7%	+ 27.1%
85730	\$129,000	\$138,500	\$153,250	\$167,000	\$177,250	+ 6.1%	+ 37.4%
85735	\$177,500	\$175,000	\$185,000	\$213,495	\$217,850	+ 2.0%	+ 22.7%
85736	\$120,000	\$145,000	\$144,500	\$157,500	\$175,000	+ 11.1%	+ 45.8%
85737	\$263,750	\$271,500	\$280,000	\$295,250	\$314,500	+ 6.5%	+ 19.2%
85739	\$259,900	\$256,500	\$275,000	\$305,950	\$325,000	+ 6.2%	+ 25.0%
85741	\$155,000	\$170,000	\$180,000	\$192,500	\$205,000	+ 6.5%	+ 32.3%
85742	\$180,000	\$187,250	\$207,000	\$220,450	\$237,000	+ 7.5%	+ 31.7%
85743	\$211,000	\$223,500	\$232,000	\$245,000	\$260,000	+ 6.1%	+ 23.2%
85745	\$175,000	\$181,000	\$197,000	\$214,500	\$235,000	+ 9.6%	+ 34.3%
85746	\$130,000	\$135,750	\$150,000	\$165,000	\$178,000	+ 7.9%	+ 36.9%
85747	\$182,000	\$187,000	\$205,000	\$217,000	\$229,900	+ 5.9%	+ 26.3%
85748	\$192,250	\$205,000	\$219,000	\$225,000	\$240,500	+ 6.9%	+ 25.1%
85749	\$332,700	\$357,000	\$379,900	\$399,450	\$417,000	+ 4.4%	+ 25.3%
85750	\$305,000	\$325,900	\$324,500	\$329,250	\$364,750	+ 10.8%	+ 19.6%
85755	\$253,965	\$265,000	\$285,000	\$314,413	\$329,000	+ 4.6%	+ 29.5%
85756	\$140,000	\$150,390	\$169,000	\$184,750	\$196,500	+ 6.4%	+ 40.4%
85757	\$152,950	\$166,900	\$177,950	\$188,000	\$205,585	+ 9.4%	+ 34.4%