

Monthly Indicators



July 2021

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

New Listings decreased 8.0 percent for Single Family and 60.0 percent for Townhouse/Condo. Pending Sales decreased 4.9 percent for Single Family and 50.0 percent for Townhouse/Condo. Inventory decreased 17.9 percent for Single Family and 33.3 percent for Townhouse/Condo.

Median Sales Price increased 15.5 percent to \$295,000 for Single Family and 6.6 percent to \$211,000 for Townhouse/Condo. Days on Market decreased 65.8 percent for Single Family and 86.2 percent for Townhouse/Condo. Months Supply of Inventory decreased 30.0 percent for Single Family and 33.3 percent for Townhouse/Condo.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Quick Facts

- 18.3%

Change in
Closed Sales
All Properties

+ 15.7%

Change in
Median Sales Price
All Properties

- 18.9%

Change in
Homes for Sale
All Properties

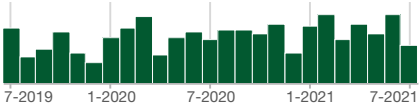

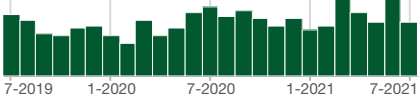

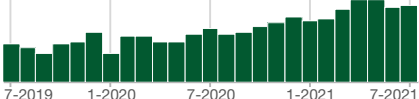



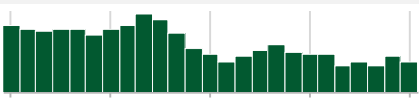
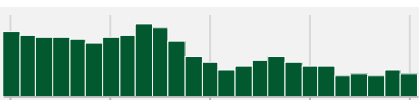
This report covers residential real estate activity in the Green Valley Sahuarita Association of REALTORS® service area. Percent changes are calculated using rounded figures.

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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.



Key Metrics	Historical Sparkbars	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		100	92	- 8.0%	731	795	+ 8.8%
Pending Sales		103	98	- 4.9%	683	768	+ 12.4%
Closed Sales		122	97	- 20.5%	617	760	+ 23.2%
Days on Market Until Sale		38	13	- 65.8%	34	17	- 50.0%
Median Sales Price		\$255,450	\$295,000	+ 15.5%	\$240,000	\$294,000	+ 22.5%
Average Sales Price		\$270,616	\$312,293	+ 15.4%	\$261,939	\$309,565	+ 18.2%
Percent of List Price Received		99.3%	102.0%	+ 2.7%	99.2%	100.7%	+ 1.5%
Housing Affordability Index		127	111	- 12.6%	136	111	- 18.4%
Inventory of Homes for Sale		84	69	- 17.9%	—	—	—
Months Supply of Inventory		1.0	0.7	- 30.0%	—	—	—

Townhouse/Condo Market Overview

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



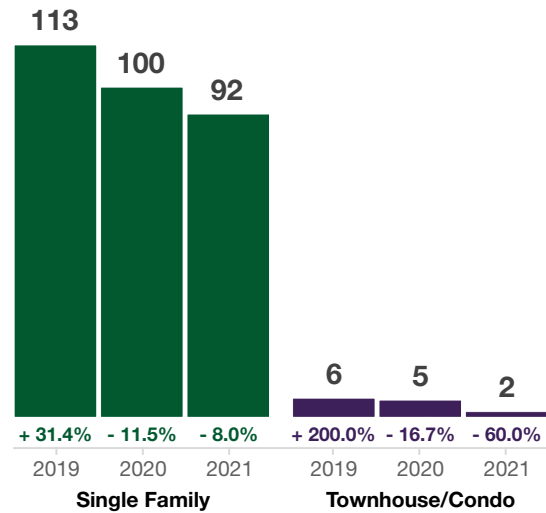
Key Metrics	Historical Sparkbars	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		5	2	- 60.0%	37	35	- 5.4%
Pending Sales		4	2	- 50.0%	25	30	+ 20.0%
Closed Sales		4	6	+ 50.0%	24	36	+ 50.0%
Days on Market Until Sale		29	4	- 86.2%	25	13	- 48.0%
Median Sales Price		\$198,000	\$211,000	+ 6.6%	\$169,250	\$237,500	+ 40.3%
Average Sales Price		\$214,500	\$225,650	+ 5.2%	\$192,525	\$239,840	+ 24.6%
Percent of List Price Received		97.8%	101.9%	+ 4.2%	99.7%	100.4%	+ 0.7%
Housing Affordability Index		164	155	- 5.5%	192	138	- 28.1%
Inventory of Homes for Sale		6	4	- 33.3%	—	—	—
Months Supply of Inventory		1.5	1.0	- 33.3%	—	—	—

New Listings

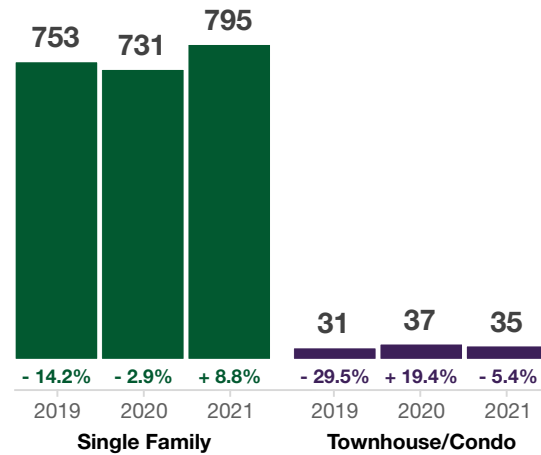
A count of the properties that have been newly listed on the market in a given month.



July

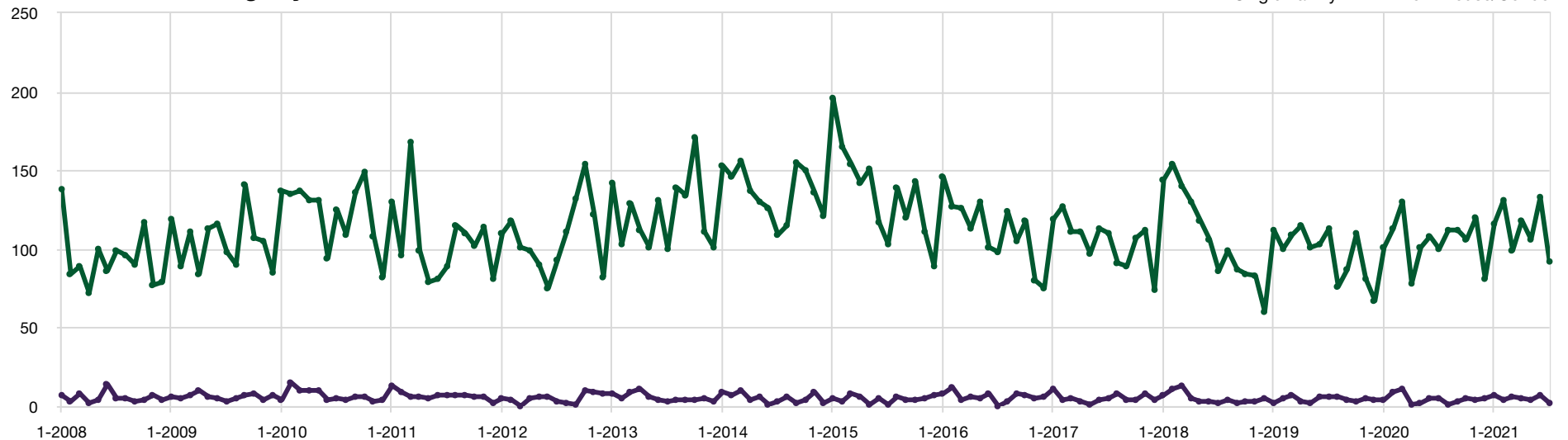


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	112	+ 47.4%	1	- 83.3%
9-2020	112	+ 28.7%	3	- 25.0%
10-2020	106	- 3.6%	5	+ 66.7%
11-2020	120	+ 48.1%	4	- 20.0%
12-2020	81	+ 20.9%	5	+ 25.0%
1-2021	116	+ 14.9%	7	+ 75.0%
2-2021	131	+ 15.9%	4	- 55.6%
3-2021	99	- 23.8%	6	- 45.5%
4-2021	118	+ 51.3%	5	+ 400.0%
5-2021	106	+ 5.0%	4	+ 100.0%
6-2021	133	+ 23.1%	7	+ 40.0%
7-2021	92	- 8.0%	2	- 60.0%
12-Month Avg	111	+ 15.6%	4	- 20.0%

Historical New Listings by Month

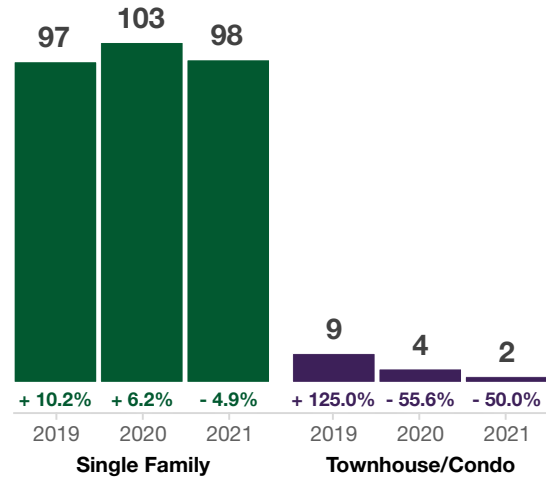


Pending Sales

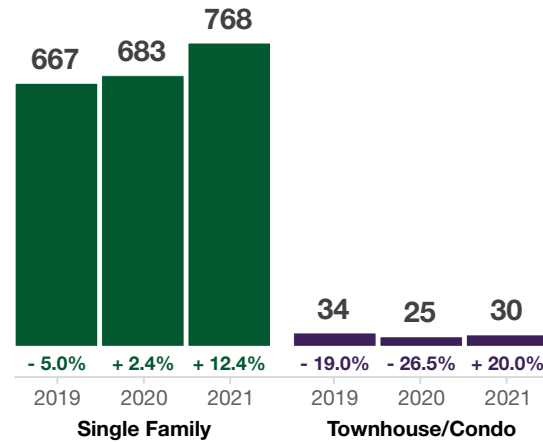
A count of the properties on which offers have been accepted in a given month.



July

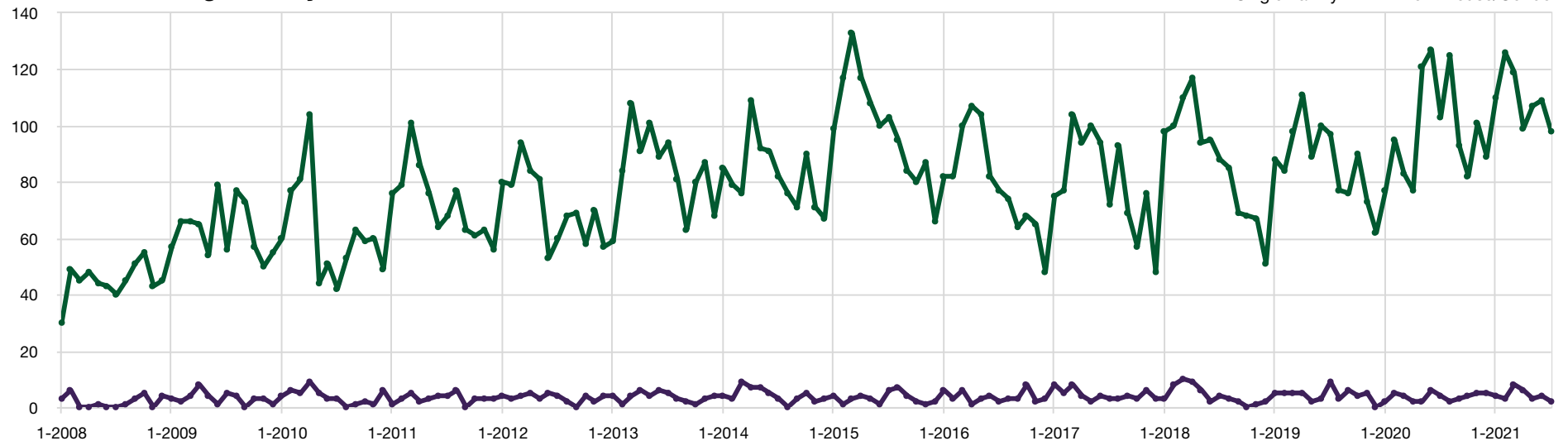


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	125	+ 62.3%	2	- 33.3%
9-2020	93	+ 22.4%	3	- 50.0%
10-2020	82	- 8.9%	4	0.0%
11-2020	101	+ 38.4%	5	0.0%
12-2020	89	+ 43.5%	5	—
1-2021	110	+ 42.9%	4	+ 100.0%
2-2021	126	+ 32.6%	3	- 40.0%
3-2021	119	+ 43.4%	8	+ 100.0%
4-2021	99	+ 28.6%	6	+ 200.0%
5-2021	107	- 11.6%	3	+ 50.0%
6-2021	109	- 14.2%	4	- 33.3%
7-2021	98	- 4.9%	2	- 50.0%
12-Month Avg	105	+ 19.3%	4	0.0%

Historical Pending Sales by Month

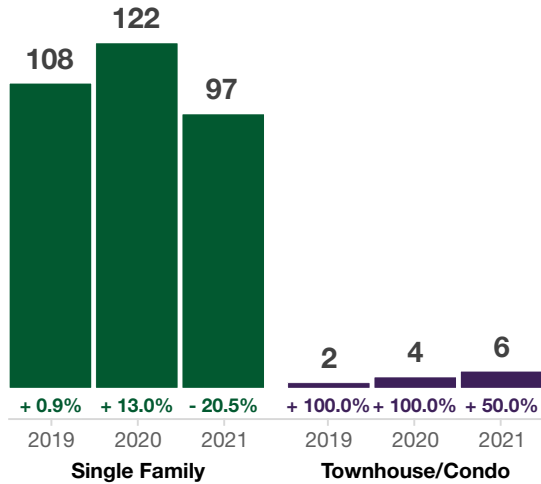


Closed Sales

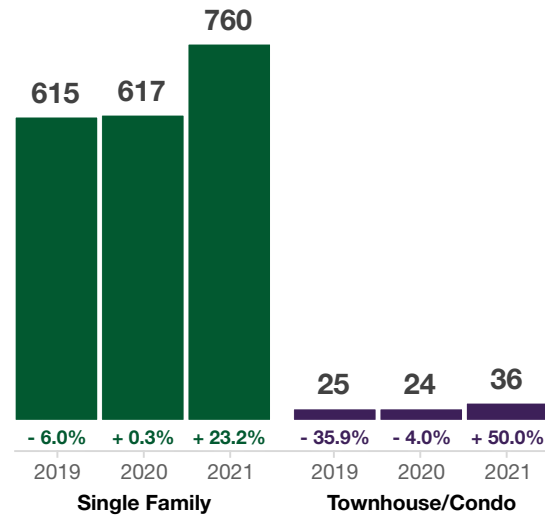
A count of the actual sales that closed in a given month.



July

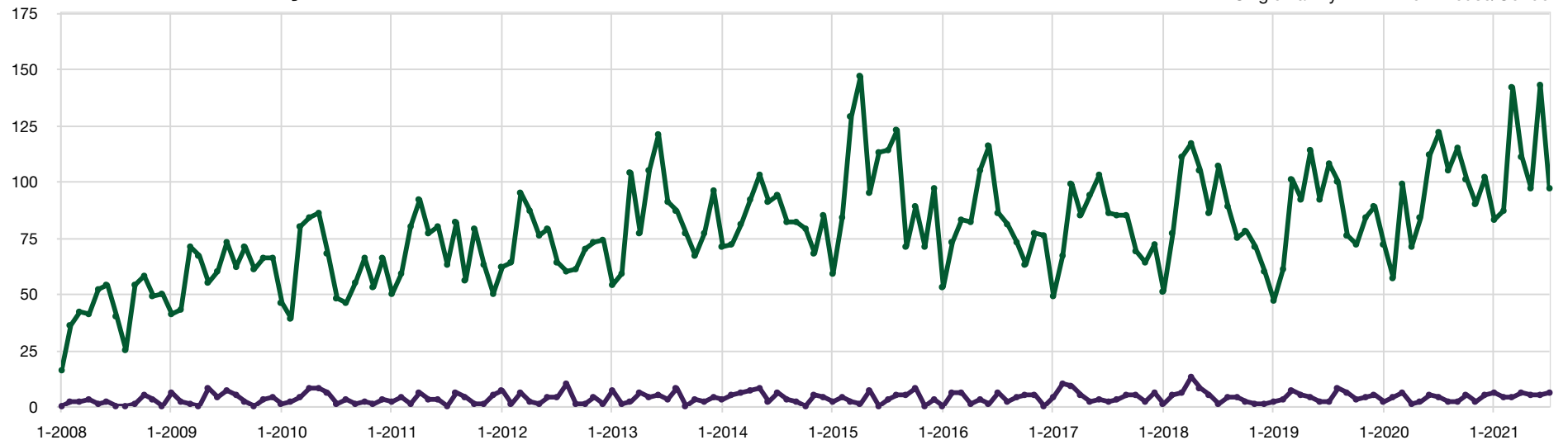


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	105	+ 5.0%	2	- 75.0%
9-2020	115	+ 51.3%	2	- 66.7%
10-2020	101	+ 40.3%	5	+ 66.7%
11-2020	90	+ 7.1%	2	- 50.0%
12-2020	102	+ 14.6%	5	0.0%
1-2021	83	+ 15.3%	6	+ 200.0%
2-2021	87	+ 52.6%	4	0.0%
3-2021	142	+ 43.4%	4	- 33.3%
4-2021	111	+ 56.3%	6	+ 500.0%
5-2021	97	+ 15.5%	5	+ 150.0%
6-2021	143	+ 27.7%	5	0.0%
7-2021	97	- 20.5%	6	+ 50.0%
12-Month Avg	106	+ 21.8%	4	0.0%

Historical Closed Sales by Month

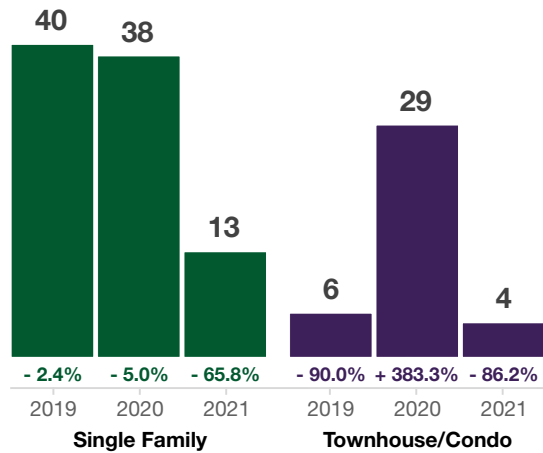


Days on Market Until Sale

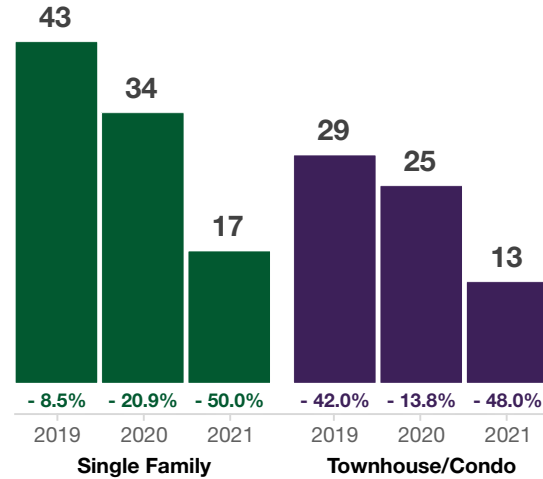
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



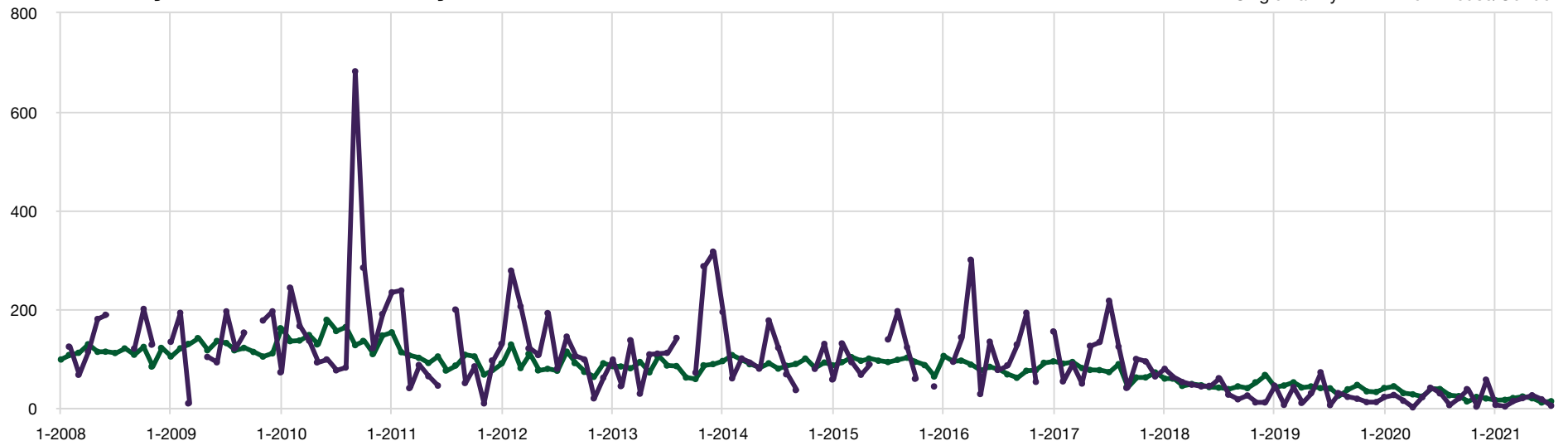
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	25	+ 4.2%	6	- 80.0%
9-2020	24	- 36.8%	20	- 9.1%
10-2020	13	- 71.7%	38	+ 111.1%
11-2020	22	- 33.3%	3	- 75.0%
12-2020	19	- 40.6%	57	+ 375.0%
1-2021	15	- 62.5%	6	- 72.7%
2-2021	16	- 63.6%	3	- 88.5%
3-2021	20	- 33.3%	14	0.0%
4-2021	23	- 14.8%	20	+ 1,900.0%
5-2021	19	- 17.4%	25	+ 13.6%
6-2021	11	- 71.8%	17	- 58.5%
7-2021	13	- 65.8%	4	- 86.2%
12-Month Avg*	18	- 46.3%	19	- 15.9%

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

Historical Days on Market Until Sale by Month

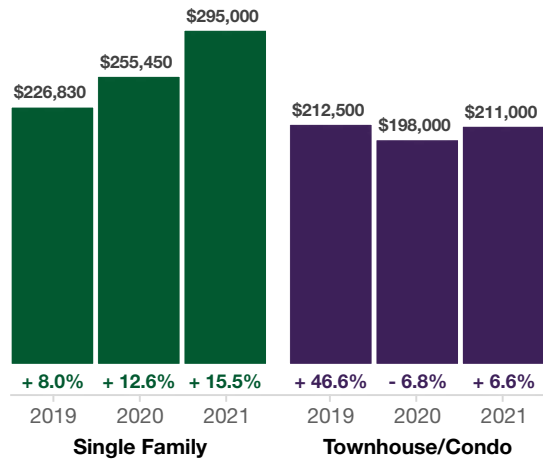


Median Sales Price

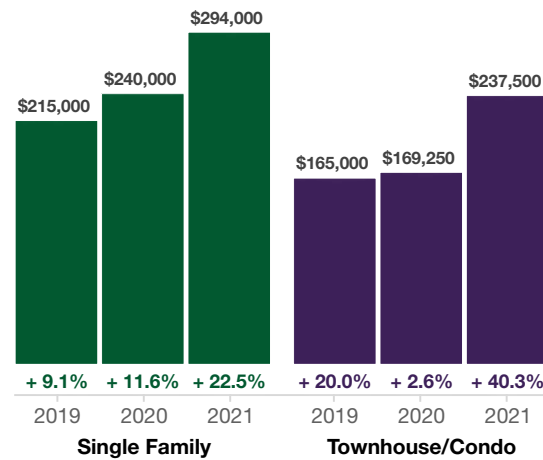
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



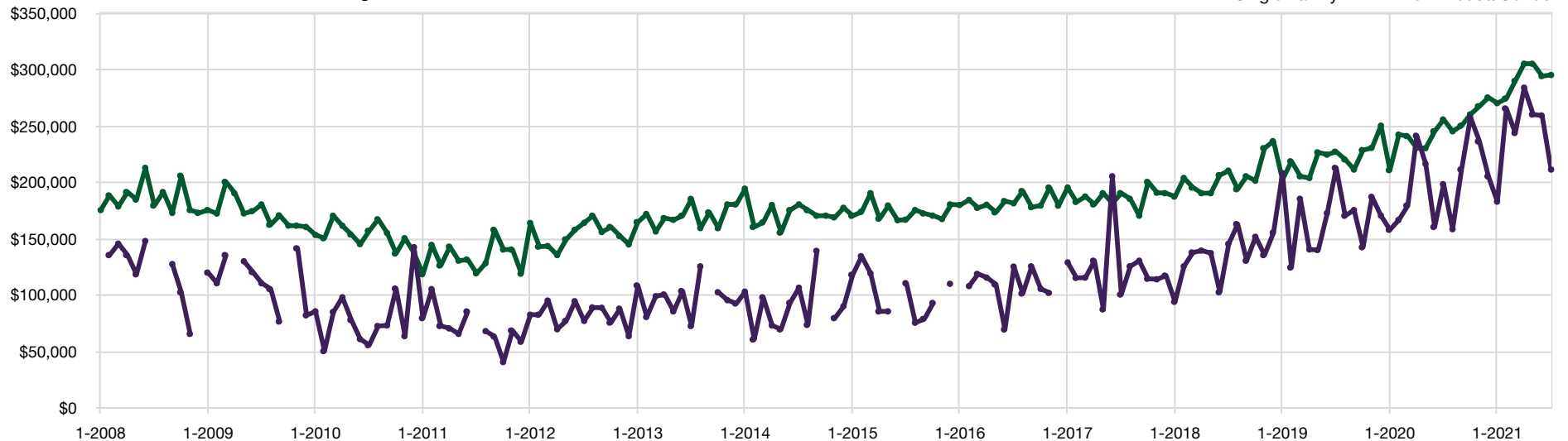
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	\$245,000	+ 11.4%	\$158,000	- 7.0%
9-2020	\$249,900	+ 18.4%	\$211,000	+ 20.6%
10-2020	\$260,000	+ 13.9%	\$257,400	+ 81.3%
11-2020	\$267,203	+ 16.0%	\$236,000	+ 26.4%
12-2020	\$275,000	+ 10.0%	\$205,000	+ 20.6%
1-2021	\$270,000	+ 28.3%	\$182,500	+ 15.9%
2-2021	\$274,000	+ 13.2%	\$265,250	+ 59.5%
3-2021	\$289,750	+ 20.4%	\$243,475	+ 36.0%
4-2021	\$305,000	+ 32.6%	\$283,750	+ 17.7%
5-2021	\$305,000	+ 32.6%	\$259,900	+ 20.3%
6-2021	\$294,000	+ 20.0%	\$259,000	+ 61.9%
7-2021	\$295,000	+ 15.5%	\$211,000	+ 6.6%
12-Month Avg*	\$282,000	+ 20.0%	\$223,000	+ 31.8%

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

Historical Median Sales Price by Month

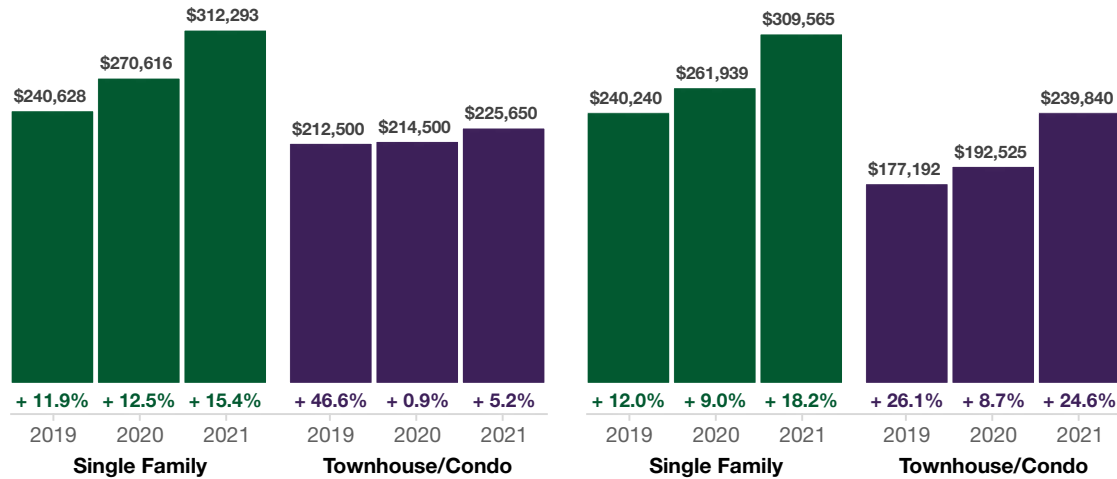


Average Sales Price

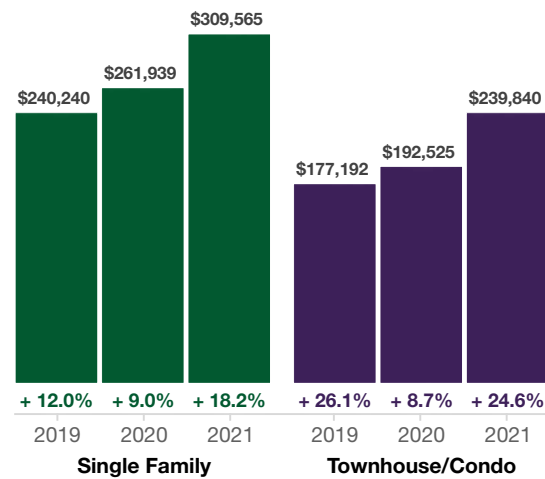
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



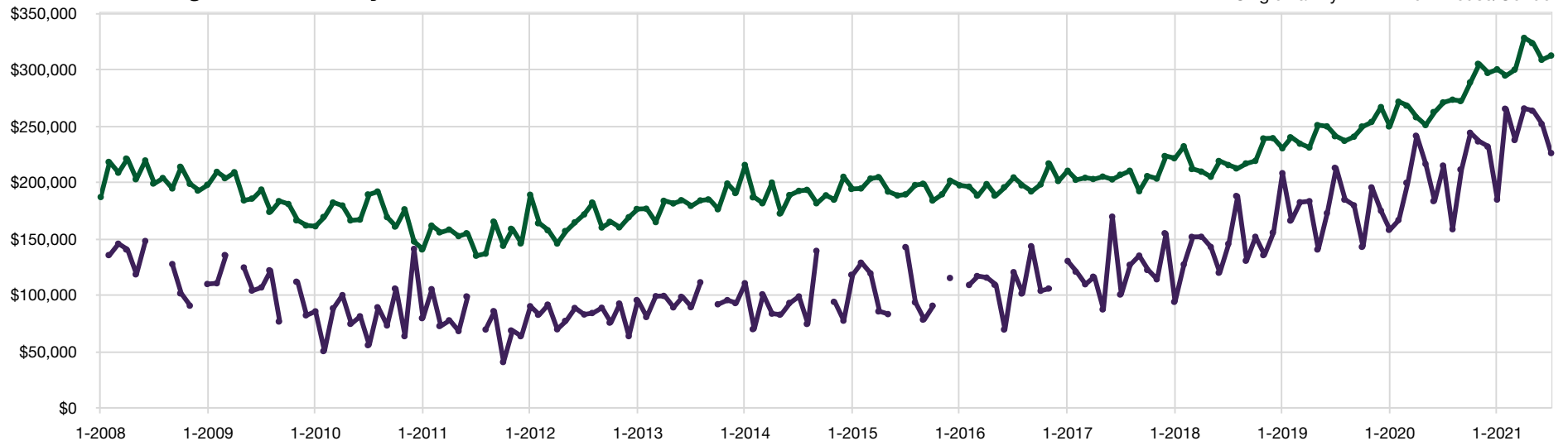
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	\$273,050	+ 15.5%	\$158,000	- 14.3%
9-2020	\$271,828	+ 13.2%	\$211,000	+ 17.8%
10-2020	\$288,418	+ 15.7%	\$243,640	+ 71.2%
11-2020	\$304,897	+ 20.4%	\$236,000	+ 20.9%
12-2020	\$296,832	+ 11.4%	\$231,420	+ 32.7%
1-2021	\$300,044	+ 20.3%	\$184,333	+ 17.1%
2-2021	\$294,546	+ 8.6%	\$265,000	+ 59.5%
3-2021	\$299,742	+ 11.9%	\$237,238	+ 19.1%
4-2021	\$327,968	+ 27.4%	\$265,250	+ 10.1%
5-2021	\$323,334	+ 29.1%	\$263,280	+ 21.9%
6-2021	\$308,505	+ 17.7%	\$251,500	+ 37.4%
7-2021	\$312,293	+ 15.4%	\$225,650	+ 5.2%
12-Month Avg*	\$300,116	+ 16.9%	\$234,991	+ 27.0%

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

Historical Average Sales Price by Month



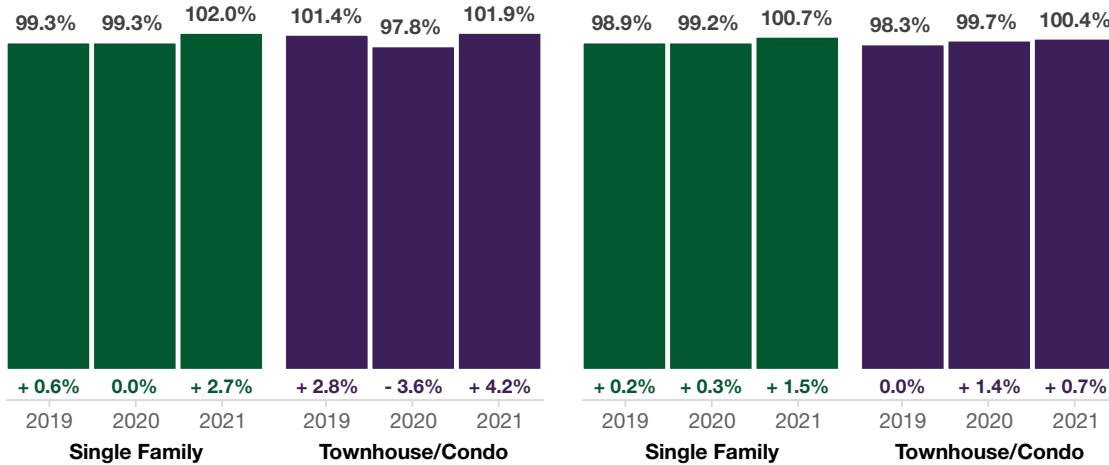
Percent of List Price Received

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.



July

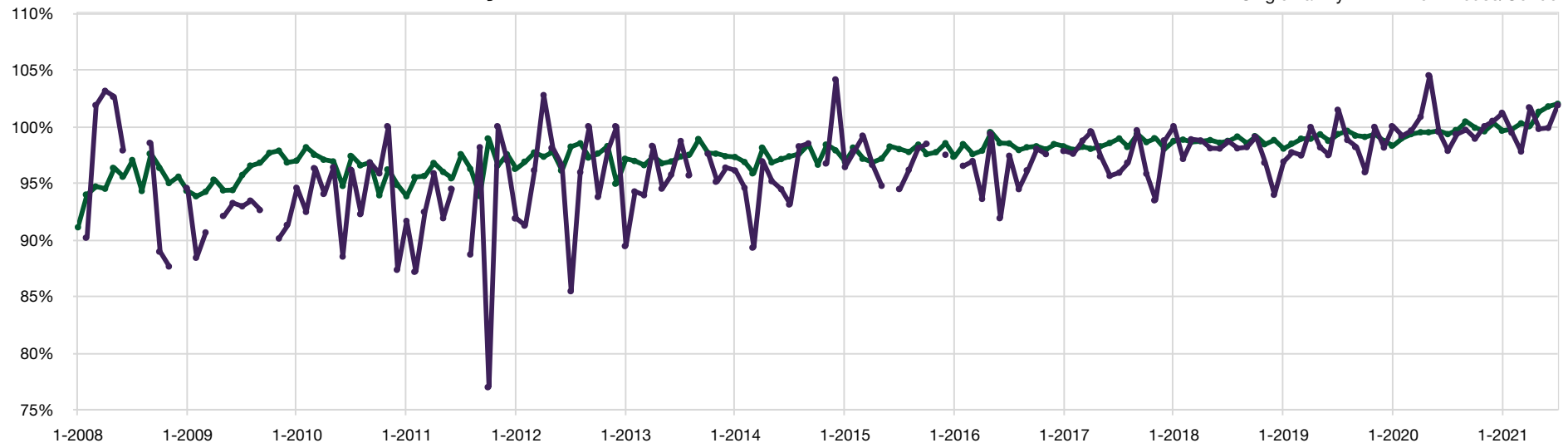
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	99.7%	+ 0.1%	99.3%	+ 0.5%
9-2020	100.4%	+ 1.2%	99.7%	+ 1.5%
10-2020	99.9%	+ 0.8%	98.9%	+ 3.1%
11-2020	99.6%	+ 0.3%	100.0%	+ 0.1%
12-2020	100.3%	+ 1.6%	100.5%	+ 2.4%
1-2021	99.6%	+ 1.3%	101.2%	+ 1.2%
2-2021	99.7%	+ 0.8%	99.4%	+ 0.3%
3-2021	100.3%	+ 1.0%	97.8%	- 1.8%
4-2021	100.0%	+ 0.5%	101.7%	+ 0.9%
5-2021	101.3%	+ 1.8%	99.8%	- 4.5%
6-2021	101.8%	+ 2.2%	99.9%	+ 0.4%
7-2021	102.0%	+ 2.7%	101.9%	+ 4.2%
12-Month Avg*	100.4%	+ 1.2%	100.2%	+ 1.2%

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

Historical Percent of List Price Received by Month



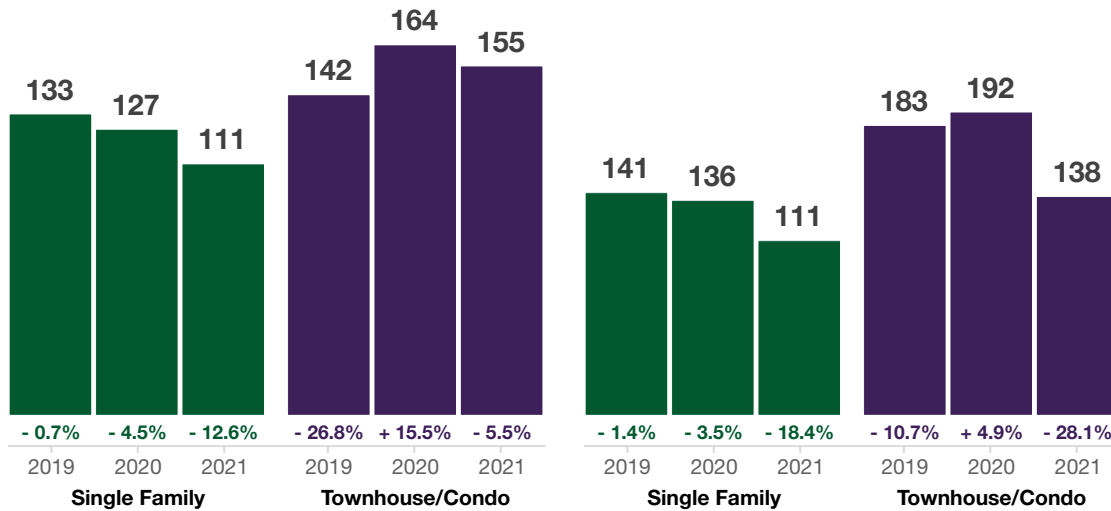
Housing Affordability Index

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.



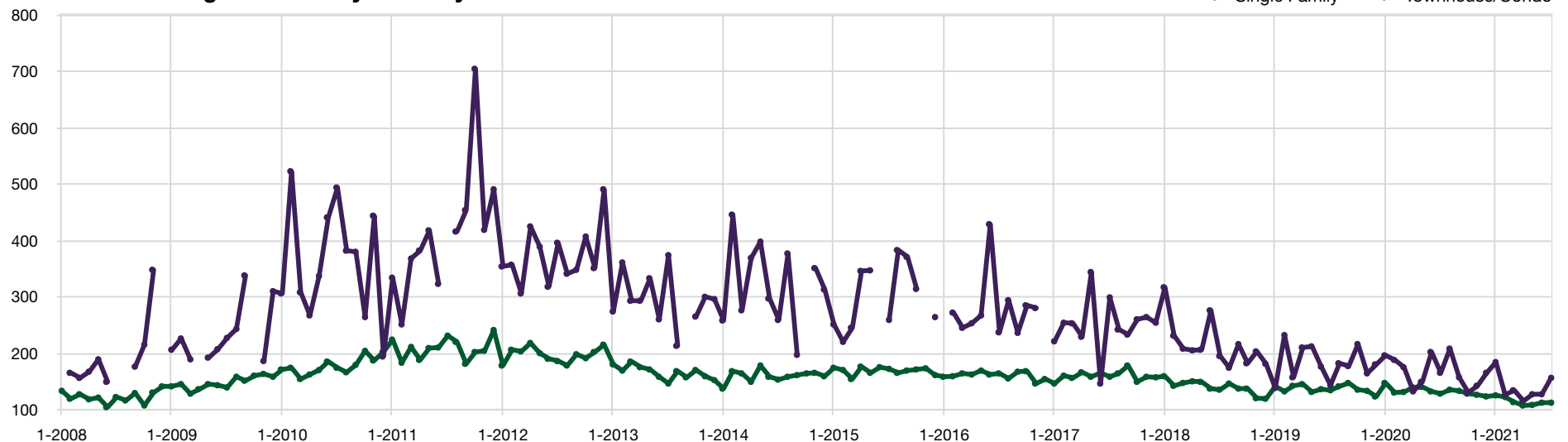
July

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	134	- 4.3%	207	+ 14.4%
9-2020	132	- 9.6%	156	- 11.4%
10-2020	127	- 5.2%	129	- 40.0%
11-2020	125	- 5.3%	141	- 13.5%
12-2020	122	0.0%	164	- 8.4%
1-2021	124	- 15.1%	183	- 6.2%
2-2021	121	- 6.2%	125	- 33.2%
3-2021	112	- 13.8%	133	- 23.6%
4-2021	106	- 23.2%	114	- 13.0%
5-2021	107	- 23.0%	126	- 14.9%
6-2021	111	- 15.3%	126	- 37.3%
7-2021	111	- 12.6%	155	- 5.5%
12-Month Avg	119	- 11.9%	147	- 16.5%

Historical Housing Affordability Index by Month

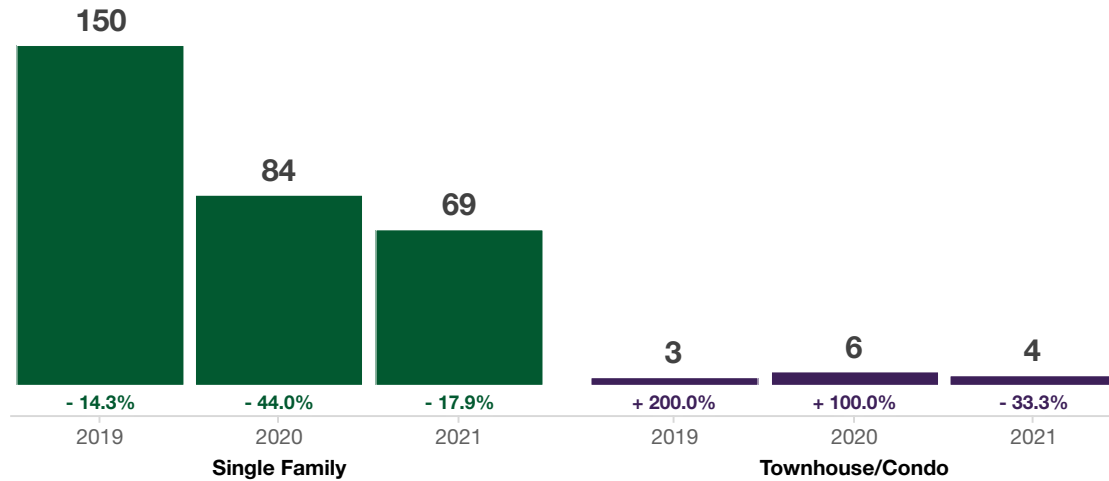


Inventory of Homes for Sale

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

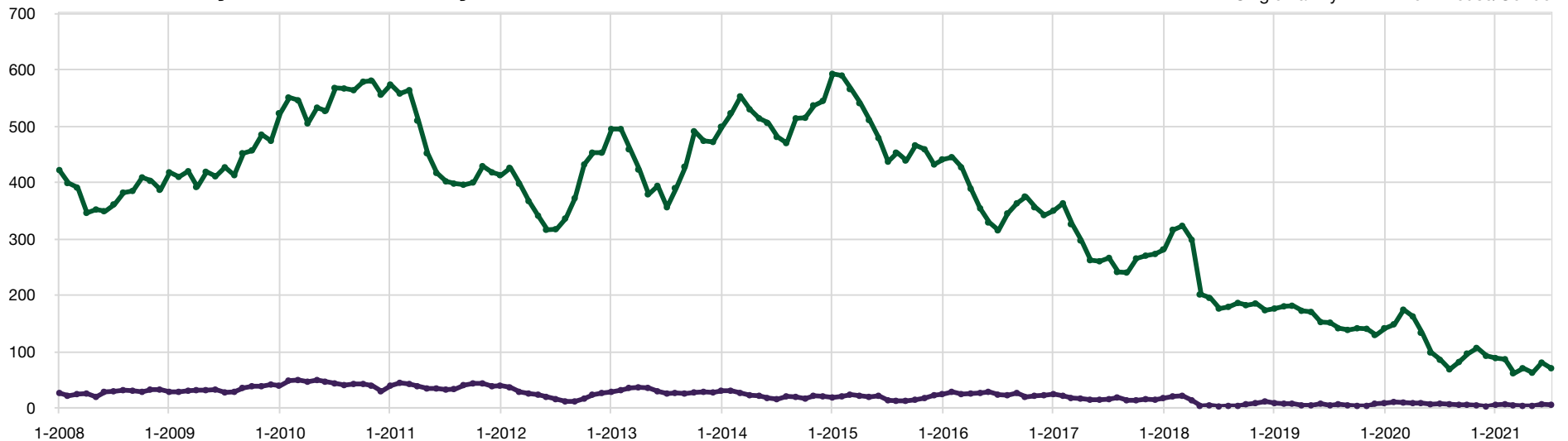


July



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	67	- 52.1%	5	0.0%
9-2020	80	- 41.6%	4	+ 33.3%
10-2020	95	- 32.1%	4	+ 100.0%
11-2020	105	- 24.5%	3	+ 50.0%
12-2020	91	- 28.9%	1	- 83.3%
1-2021	87	- 37.9%	4	- 42.9%
2-2021	85	- 42.2%	5	- 44.4%
3-2021	60	- 65.3%	3	- 62.5%
4-2021	69	- 57.1%	2	- 71.4%
5-2021	61	- 53.8%	2	- 71.4%
6-2021	79	- 18.6%	5	0.0%
7-2021	69	- 17.9%	4	- 33.3%
12-Month Avg	79	- 41.5%	4	- 33.3%

Historical Inventory of Homes for Sale by Month

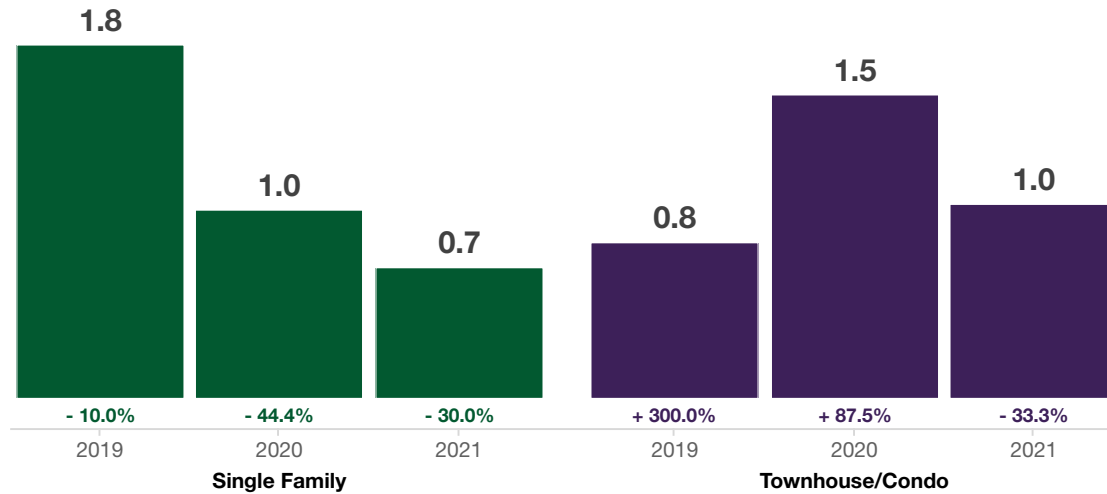


Months Supply of Inventory

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.



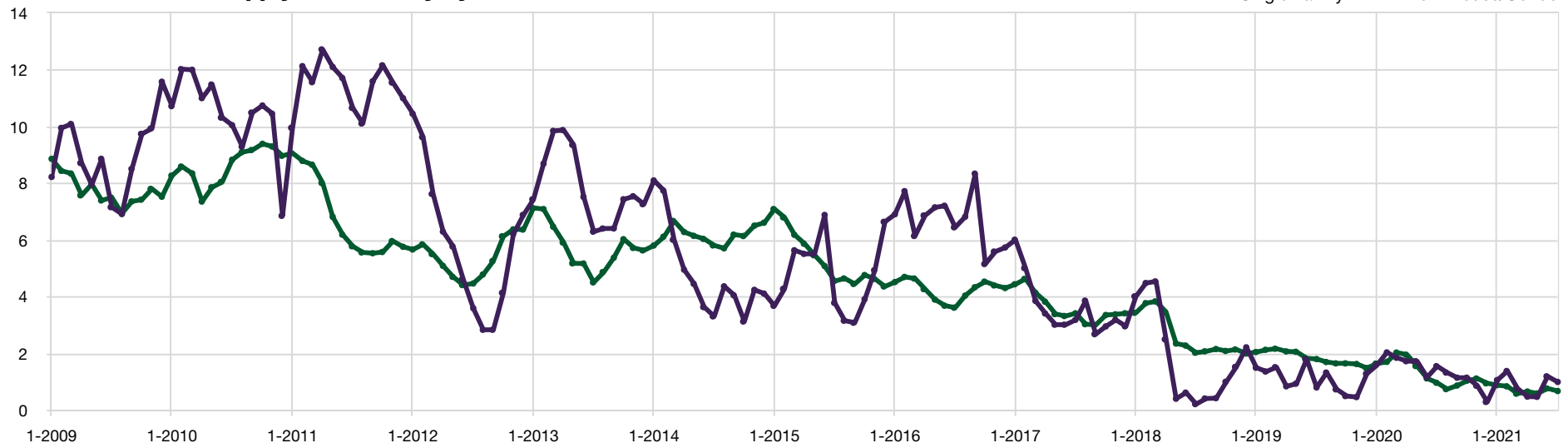
July



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2020	0.7	- 58.8%	1.3	0.0%
9-2020	0.9	- 43.8%	1.1	+ 57.1%
10-2020	1.0	- 37.5%	1.1	+ 120.0%
11-2020	1.1	- 31.3%	0.8	+ 100.0%
12-2020	0.9	- 40.0%	0.3	- 76.9%
1-2021	0.9	- 43.8%	1.0	- 37.5%
2-2021	0.8	- 52.9%	1.4	- 30.0%
3-2021	0.6	- 70.0%	0.8	- 55.6%
4-2021	0.6	- 68.4%	0.5	- 70.6%
5-2021	0.6	- 60.0%	0.5	- 70.6%
6-2021	0.8	- 27.3%	1.2	+ 9.1%
7-2021	0.7	- 30.0%	1.0	- 33.3%
12-Month Avg*	0.8	- 49.7%	0.9	- 30.7%

* Months Supply for all properties from August 2020 through July 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 Townhouse/Condo listings in the MLS.



Key Metrics	Historical Sparkbars	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		105	94	- 10.5%	768	830	+ 8.1%
Pending Sales		107	100	- 6.5%	708	798	+ 12.7%
Closed Sales		126	103	- 18.3%	641	796	+ 24.2%
Days on Market Until Sale		38	13	- 65.8%	34	17	- 50.0%
Median Sales Price		\$254,950	\$295,000	+ 15.7%	\$240,000	\$291,450	+ 21.4%
Average Sales Price		\$268,835	\$307,246	+ 14.3%	\$259,340	\$306,411	+ 18.2%
Percent of List Price Received		99.3%	102.0%	+ 2.7%	99.3%	100.7%	+ 1.4%
Housing Affordability Index		128	111	- 13.3%	136	112	- 17.6%
Inventory of Homes for Sale		90	73	- 18.9%	—	—	—
Months Supply of Inventory		1.0	0.7	- 30.0%	—	—	—

Local Market Update – July 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - North

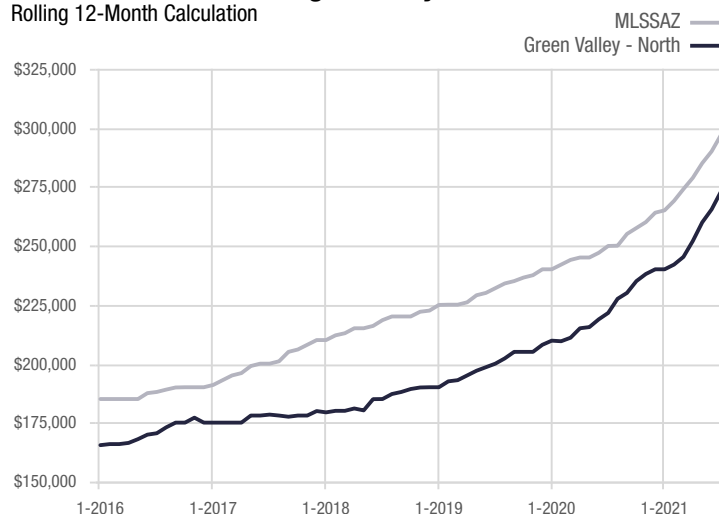
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	69	66	- 4.3%	438	507	+ 15.8%
Pending Sales	66	68	+ 3.0%	422	502	+ 19.0%
Closed Sales	86	73	- 15.1%	384	484	+ 26.0%
Days on Market Until Sale	35	15	- 57.1%	33	19	- 42.4%
Median Sales Price*	\$249,000	\$292,000	+ 17.3%	\$230,000	\$286,676	+ 24.6%
Average Sales Price*	\$256,467	\$298,304	+ 16.3%	\$244,147	\$292,651	+ 19.9%
Percent of List Price Received*	99.7%	102.5%	+ 2.8%	99.4%	101.1%	+ 1.7%
Inventory of Homes for Sale	50	47	- 6.0%	—	—	—
Months Supply of Inventory	0.9	0.7	- 22.2%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	5	6	+ 20.0%
Pending Sales	0	0	0.0%	6	5	- 16.7%
Closed Sales	1	2	+ 100.0%	7	5	- 28.6%
Days on Market Until Sale	47	2	- 95.7%	37	1	- 97.3%
Median Sales Price*	\$162,000	\$192,500	+ 18.8%	\$160,000	\$199,500	+ 24.7%
Average Sales Price*	\$162,000	\$192,500	+ 18.8%	\$157,629	\$193,700	+ 22.9%
Percent of List Price Received*	98.2%	102.6%	+ 4.5%	99.0%	101.4%	+ 2.4%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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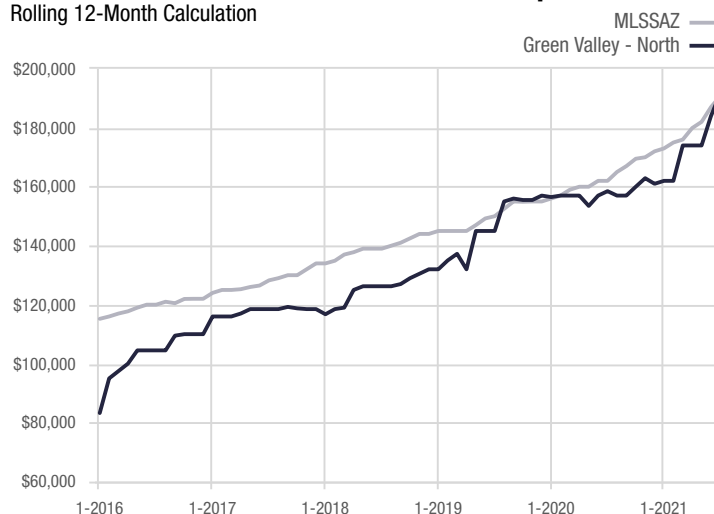
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Northeast

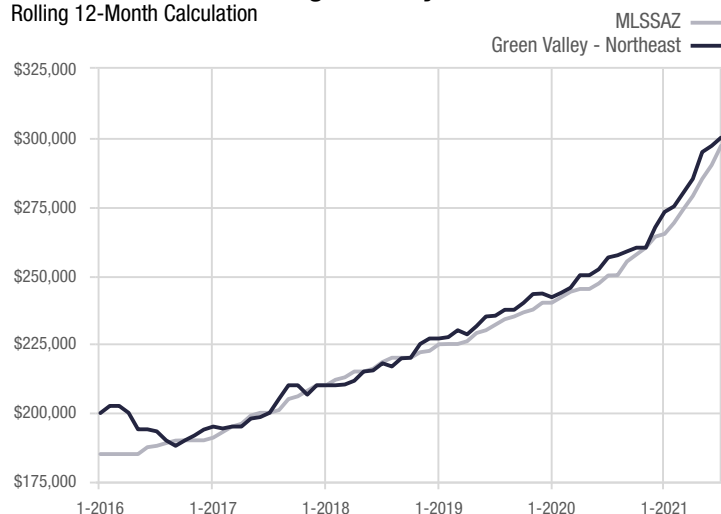
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	31	26	- 16.1%	293	288	- 1.7%
Pending Sales	37	30	- 18.9%	261	266	+ 1.9%
Closed Sales	36	24	- 33.3%	233	276	+ 18.5%
Days on Market Until Sale	44	9	- 79.5%	36	14	- 61.1%
Median Sales Price*	\$267,450	\$359,500	+ 34.4%	\$259,900	\$315,000	+ 21.2%
Average Sales Price*	\$304,418	\$354,844	+ 16.6%	\$291,262	\$339,224	+ 16.5%
Percent of List Price Received*	98.3%	100.3%	+ 2.0%	98.9%	100.0%	+ 1.1%
Inventory of Homes for Sale	34	22	- 35.3%	—	—	—
Months Supply of Inventory	1.0	0.6	- 40.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	5	2	- 60.0%	32	29	- 9.4%
Pending Sales	4	2	- 50.0%	19	25	+ 31.6%
Closed Sales	3	4	+ 33.3%	17	31	+ 82.4%
Days on Market Until Sale	23	6	- 73.9%	20	15	- 25.0%
Median Sales Price*	\$216,000	\$238,500	+ 10.4%	\$183,000	\$259,000	+ 41.5%
Average Sales Price*	\$232,000	\$242,225	+ 4.4%	\$206,894	\$247,282	+ 19.5%
Percent of List Price Received*	97.7%	101.5%	+ 3.9%	100.0%	100.3%	+ 0.3%
Inventory of Homes for Sale	6	4	- 33.3%	—	—	—
Months Supply of Inventory	2.0	1.1	- 45.0%	—	—	—

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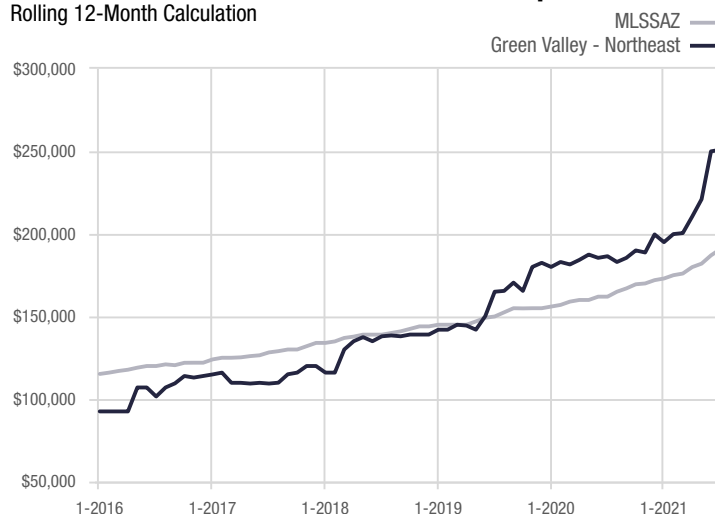
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Northwest

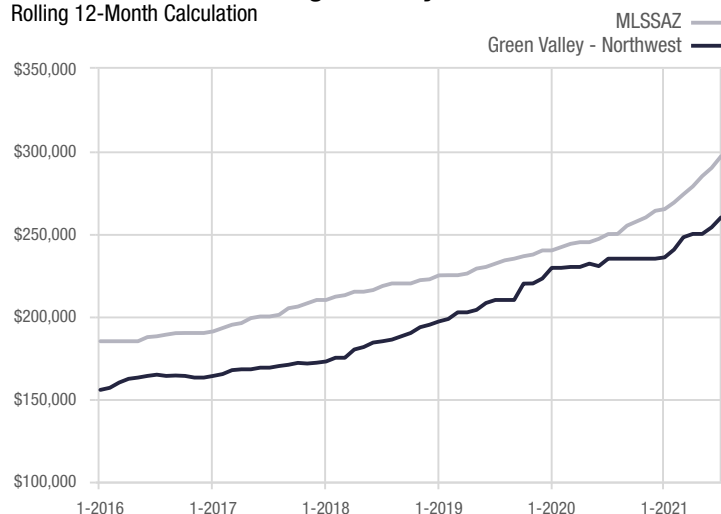
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	17	13	- 23.5%	147	148	+ 0.7%
Pending Sales	17	16	- 5.9%	119	150	+ 26.1%
Closed Sales	19	17	- 10.5%	114	150	+ 31.6%
Days on Market Until Sale	90	33	- 63.3%	50	32	- 36.0%
Median Sales Price*	\$250,000	\$276,000	+ 10.4%	\$237,950	\$275,000	+ 15.6%
Average Sales Price*	\$254,128	\$287,734	+ 13.2%	\$251,725	\$288,290	+ 14.5%
Percent of List Price Received*	98.7%	104.2%	+ 5.6%	98.8%	100.5%	+ 1.7%
Inventory of Homes for Sale	24	7	- 70.8%	—	—	—
Months Supply of Inventory	1.4	0.3	- 78.6%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	14	22	+ 57.1%	207	224	+ 8.2%
Pending Sales	27	24	- 11.1%	182	224	+ 23.1%
Closed Sales	24	24	0.0%	171	226	+ 32.2%
Days on Market Until Sale	56	24	- 57.1%	30	17	- 43.3%
Median Sales Price*	\$99,375	\$176,600	+ 77.7%	\$145,000	\$166,000	+ 14.5%
Average Sales Price*	\$132,348	\$172,854	+ 30.6%	\$144,704	\$160,515	+ 10.9%
Percent of List Price Received*	98.7%	101.6%	+ 2.9%	98.9%	100.2%	+ 1.3%
Inventory of Homes for Sale	26	14	- 46.2%	—	—	—
Months Supply of Inventory	1.1	0.5	- 54.5%	—	—	—

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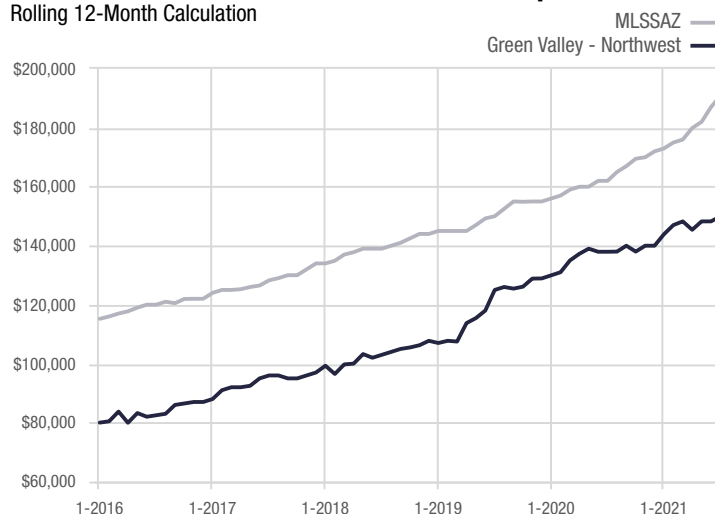
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Green Valley - Southeast

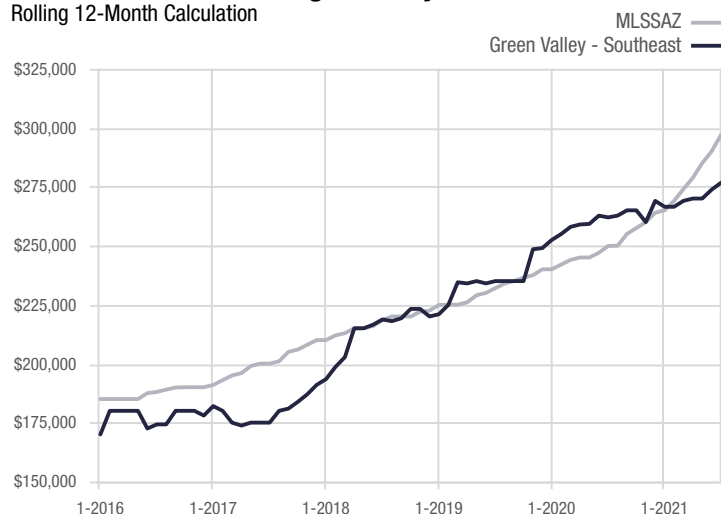
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	8	6	- 25.0%	77	78	+ 1.3%
Pending Sales	9	8	- 11.1%	74	83	+ 12.2%
Closed Sales	15	13	- 13.3%	71	79	+ 11.3%
Days on Market Until Sale	40	21	- 47.5%	43	34	- 20.9%
Median Sales Price*	\$280,000	\$333,000	+ 18.9%	\$270,000	\$285,000	+ 5.6%
Average Sales Price*	\$308,167	\$365,077	+ 18.5%	\$298,783	\$316,272	+ 5.9%
Percent of List Price Received*	98.8%	100.2%	+ 1.4%	97.9%	100.1%	+ 2.2%
Inventory of Homes for Sale	14	3	- 78.6%	—	—	—
Months Supply of Inventory	1.5	0.3	- 80.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	6	2	- 66.7%	39	35	- 10.3%
Pending Sales	7	0	- 100.0%	39	32	- 17.9%
Closed Sales	3	0	- 100.0%	35	32	- 8.6%
Days on Market Until Sale	26	—	—	14	17	+ 21.4%
Median Sales Price*	\$180,000	—	—	\$210,000	\$238,750	+ 13.7%
Average Sales Price*	\$181,000	—	—	\$203,600	\$227,842	+ 11.9%
Percent of List Price Received*	98.8%	—	—	99.4%	99.5%	+ 0.1%
Inventory of Homes for Sale	3	2	- 33.3%	—	—	—
Months Supply of Inventory	0.7	0.4	- 42.9%	—	—	—

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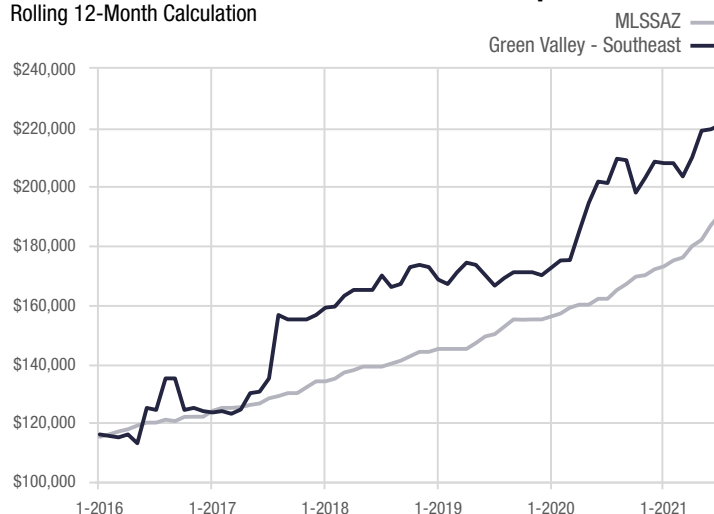
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - Southwest

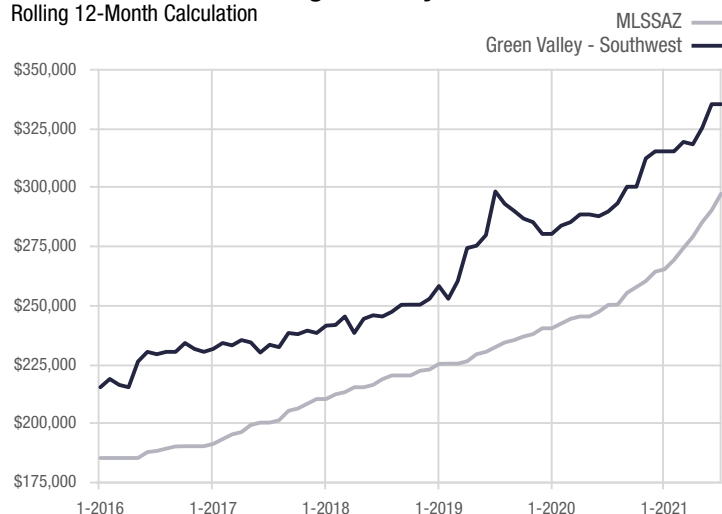
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	24	16	- 33.3%	120	121	+ 0.8%
Pending Sales	14	17	+ 21.4%	90	131	+ 45.6%
Closed Sales	13	9	- 30.8%	95	124	+ 30.5%
Days on Market Until Sale	83	22	- 73.5%	56	33	- 41.1%
Median Sales Price*	\$355,000	\$352,940	- 0.6%	\$315,000	\$345,000	+ 9.5%
Average Sales Price*	\$358,350	\$375,545	+ 4.8%	\$337,695	\$361,486	+ 7.0%
Percent of List Price Received*	97.9%	100.8%	+ 3.0%	97.9%	99.1%	+ 1.2%
Inventory of Homes for Sale	43	11	- 74.4%	—	—	—
Months Supply of Inventory	3.2	0.6	- 81.3%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	22	15	- 31.8%	130	123	- 5.4%
Pending Sales	12	15	+ 25.0%	106	124	+ 17.0%
Closed Sales	13	15	+ 15.4%	108	126	+ 16.7%
Days on Market Until Sale	39	28	- 28.2%	22	17	- 22.7%
Median Sales Price*	\$224,000	\$273,000	+ 21.9%	\$190,000	\$209,950	+ 10.5%
Average Sales Price*	\$243,106	\$267,304	+ 10.0%	\$208,839	\$230,954	+ 10.6%
Percent of List Price Received*	100.3%	99.4%	- 0.9%	98.9%	100.1%	+ 1.2%
Inventory of Homes for Sale	27	8	- 70.4%	—	—	—
Months Supply of Inventory	2.0	0.5	- 75.0%	—	—	—

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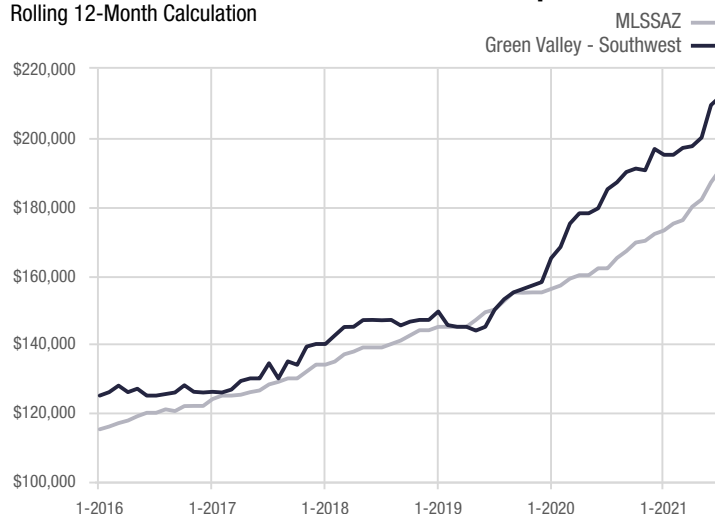
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

A Research Tool Provided by Southern Arizona MLS.

Santa Cruz County - Amado

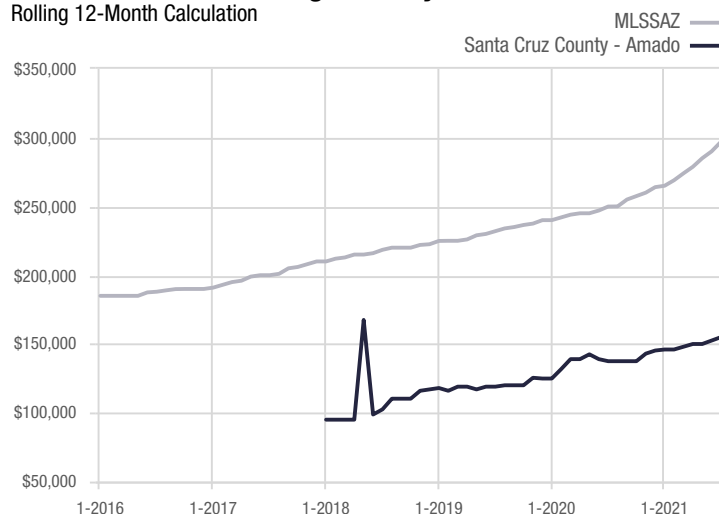
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	1	2	+ 100.0%	6	6	0.0%
Pending Sales	0	1	—	5	5	0.0%
Closed Sales	1	0	- 100.0%	5	8	+ 60.0%
Days on Market Until Sale	4	—	—	24	68	+ 183.3%
Median Sales Price*	\$124,900	—	—	\$131,000	\$152,500	+ 16.4%
Average Sales Price*	\$124,900	—	—	\$129,680	\$144,406	+ 11.4%
Percent of List Price Received*	100.0%	—	—	99.0%	98.0%	- 1.0%
Inventory of Homes for Sale	5	3	- 40.0%	—	—	—
Months Supply of Inventory	3.6	1.9	- 47.2%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% 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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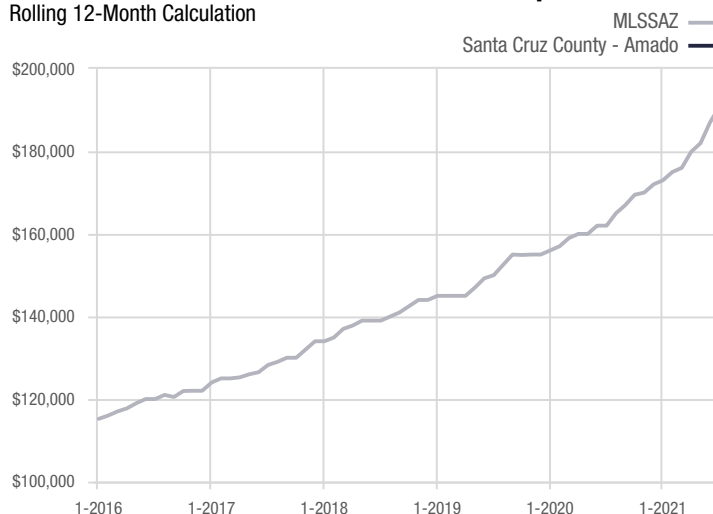
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Santa Cruz County - Tubac East

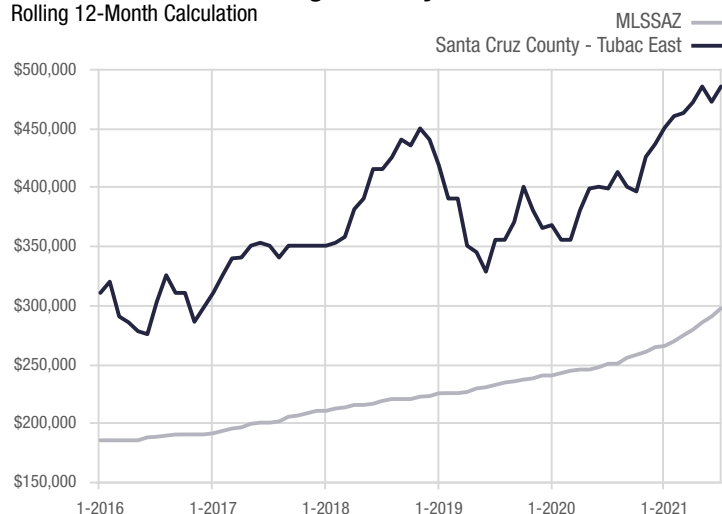
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	3	4	+ 33.3%	33	44	+ 33.3%
Pending Sales	6	4	- 33.3%	30	42	+ 40.0%
Closed Sales	5	5	0.0%	29	30	+ 3.4%
Days on Market Until Sale	105	18	- 82.9%	78	76	- 2.6%
Median Sales Price*	\$459,875	\$625,000	+ 35.9%	\$385,000	\$510,000	+ 32.5%
Average Sales Price*	\$382,175	\$721,800	+ 88.9%	\$415,562	\$568,643	+ 36.8%
Percent of List Price Received*	97.2%	98.8%	+ 1.6%	98.2%	97.2%	- 1.0%
Inventory of Homes for Sale	25	12	- 52.0%	—	—	—
Months Supply of Inventory	6.8	2.0	- 70.6%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	2	4	+ 100.0%	28	23	- 17.9%
Pending Sales	2	3	+ 50.0%	17	23	+ 35.3%
Closed Sales	5	1	- 80.0%	19	20	+ 5.3%
Days on Market Until Sale	81	1	- 98.8%	118	91	- 22.9%
Median Sales Price*	\$169,000	\$260,000	+ 53.8%	\$170,000	\$222,500	+ 30.9%
Average Sales Price*	\$206,400	\$260,000	+ 26.0%	\$202,574	\$238,931	+ 17.9%
Percent of List Price Received*	97.0%	102.0%	+ 5.2%	96.5%	97.2%	+ 0.7%
Inventory of Homes for Sale	20	5	- 75.0%	—	—	—
Months Supply of Inventory	7.3	1.2	- 83.6%	—	—	—

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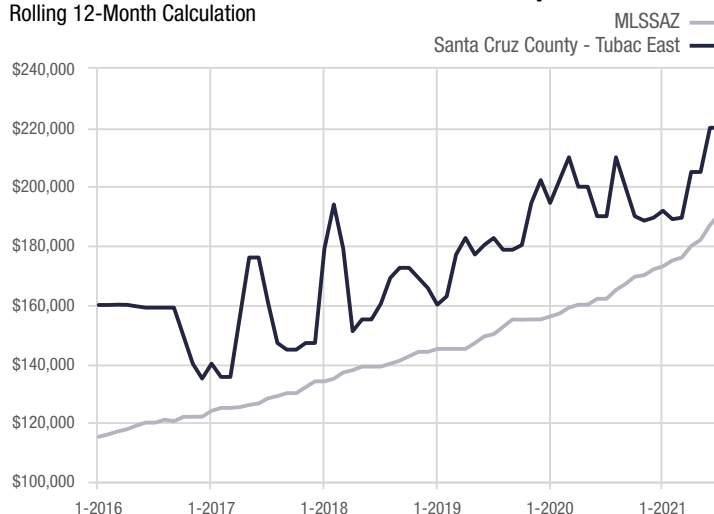
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – July 2021

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Santa Cruz County - Tubac West

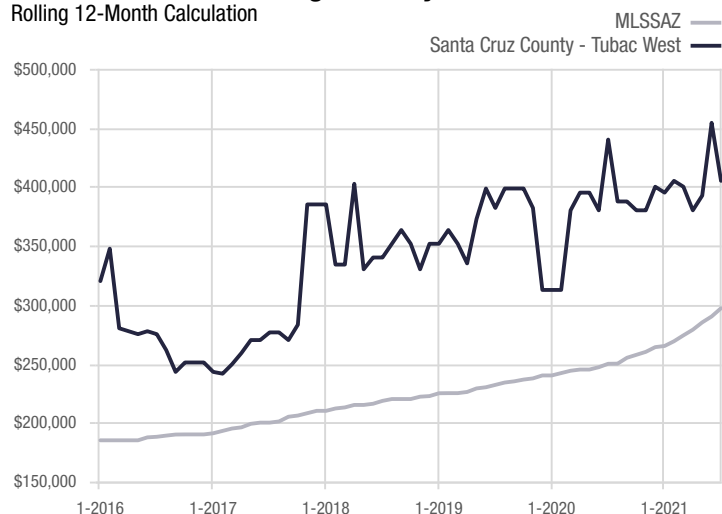
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	2	1	- 50.0%	9	9	0.0%
Pending Sales	4	0	- 100.0%	14	8	- 42.9%
Closed Sales	4	0	- 100.0%	14	9	- 35.7%
Days on Market Until Sale	82	—	—	146	32	- 78.1%
Median Sales Price*	\$553,250	—	—	\$511,000	\$535,000	+ 4.7%
Average Sales Price*	\$502,875	—	—	\$473,257	\$527,927	+ 11.6%
Percent of List Price Received*	99.2%	—	—	97.5%	100.3%	+ 2.9%
Inventory of Homes for Sale	4	5	+ 25.0%	—	—	—
Months Supply of Inventory	1.8	3.6	+ 100.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% 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	1	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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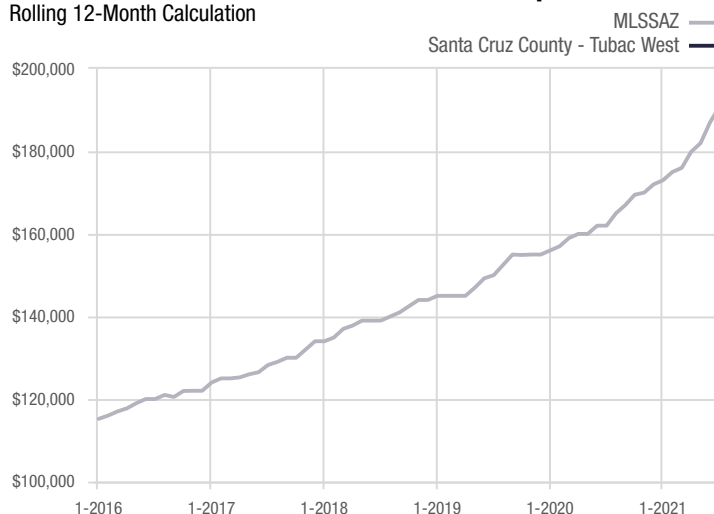
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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