

# Annual Report for Multiple Listing Service of Southern Arizona

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RESIDENTIAL REAL ESTATE ACTIVITY IN MULTIPLE LISTING SERVICE OF SOUTHERN ARIZONA



# 2020

**The 2020 housing market** was unexpectedly turbulent towards the end of the first quarter due to the pandemic that spread across the country. As the first wave of COVID-19 hit in the spring, housing market activity slowed substantially before staging a dramatic comeback just a couple months later.

Buyer activity was the leader again in 2020. With mortgage interest rates setting record lows multiple times throughout the year and a strong drive by many buyers to secure a better housing situation – in part due to the new realities brought on by COVID-19 – many segments of the market experienced a multiple-offer frenzy not seen in the last 15 years or more.

While markedly improved from their COVID-19 spring lows, seller activity continued to lag buyer demand, which had strengthened the ongoing seller's market for most housing segments as inventories remain at record lows.

**Sales:** Pending sales increased 7.3 percent, finishing 2020 at 20,622. Closed sales were up 3.5 percent to end the year at 19,766.

**Listings:** Comparing 2020 to the prior year, the number of homes available for sale was lower by 52.4 percent. There were 1,551 active listings at the end of 2020. New listings decreased by 2.9 percent to finish the year at 22,677.

**Bedroom Count:** Increases in sales prices occurred across homes of all sizes over the last year. In 2020, properties with 1 bedrooms or fewer saw the largest growth at 19.6 percent. The highest percent of original list price received at sale went to properties with 3 bedrooms at 99.3 percent.

**Prices:** Home prices were up compared to last year. The overall median sales price increased 10.2 percent to \$250,000 for the year. Single Family home prices were up 10.0 percent compared to last year, and Townhouse-Condo home prices were up 11.0 percent.

**List Price Received:** Sellers received, on average, 99.0 percent of their original list price at sale, a year-over-year improvement of 0.7 percent.

The housing market in 2020 proved to be incredibly resilient, ending the year on a high note. Home sales and prices were higher than 2019 across most market segments and across most of the country. Seller activity recovered significantly from the COVID-19 spring decline, but overall activity was still insufficient to build up the supply of homes for sale.

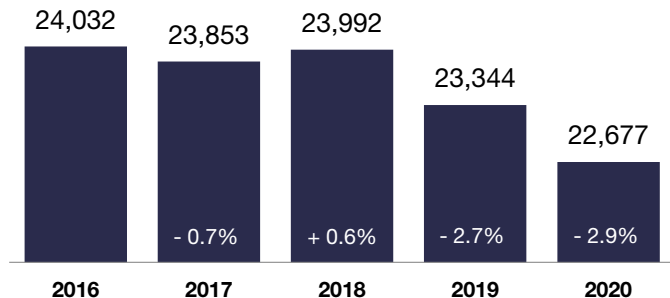
As we look to 2021, signals suggest buyer demand will remain elevated and tight inventory will continue to invite multiple offers and higher prices across much of the housing inventory. Mortgage rates are expected to remain low, helping buyers manage some of the increases in home prices and keep them motivated to lock in their housing costs for the long term. These factors will provide substantial tailwinds for the housing market into the new year.

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# Quick Facts

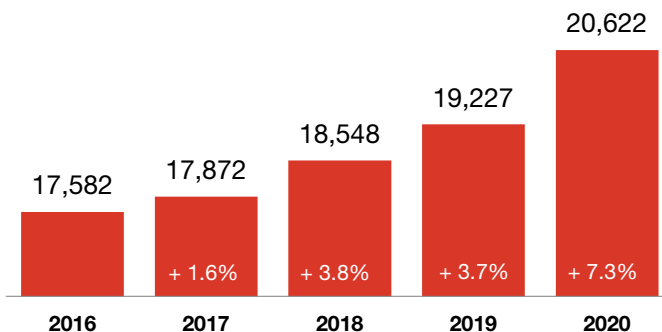
## New Listings



### Top Geographies: Change in New Listings from 2019

85616	+ 155.6%
85609	+ 50.0%
85709	+ 50.0%
85701	+ 40.4%
85623	+ 25.8%
Green Valley - Northeast	+ 21.4%
85615	+ 19.0%
85757	+ 13.0%
Tucson - Extended Northeast	+ 12.1%
85619	+ 9.1%

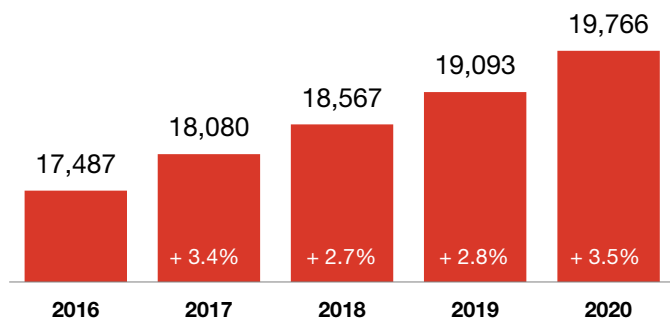
## Pending Sales



### Top Geographies: Change in Pending Sales from 2019

85601	+ 225.0%
Tucson - Pima Southwest	+ 180.0%
85701	+ 86.0%
Santa Cruz County - Tubac West	+ 83.3%
85611	+ 75.0%
85616	+ 75.0%
85617	+ 75.0%
85646	+ 70.0%
Santa Cruz County - Tubac East	+ 66.7%
85615	+ 64.3%

## Closed Sales

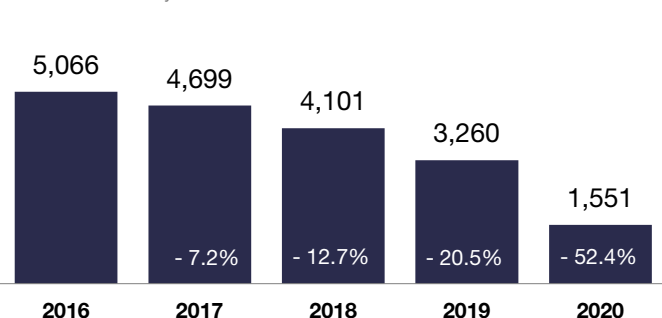


### Top Geographies: Change in Closed Sales from 2019

85601	+ 150.0%
Tucson - Pima Southwest	+ 100.0%
Santa Cruz County - Tubac West	+ 100.0%
85617	+ 75.0%
85646	+ 73.1%
Santa Cruz County - Tubac East	+ 70.7%
85701	+ 68.2%
85616	+ 62.5%
85609	+ 50.0%
85638	+ 44.4%

## Inventory of Homes for Sale

At the end of the year.

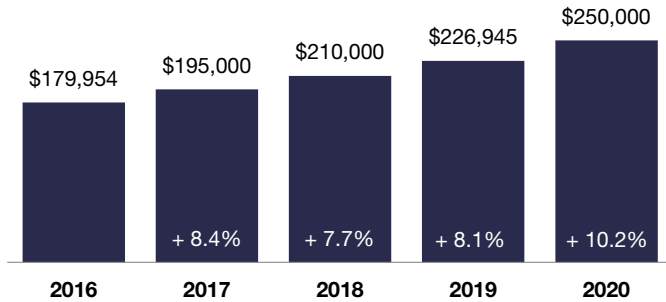


### Top Geographies: Change in Homes for Sale from 2019

Tucson - Pima Northwest	0.0%
Santa Cruz County - Tumacacori - Carmen	0.0%
85616	0.0%
85623	- 5.4%
85701	- 9.1%
Tucson - Extended Southeast	- 11.1%
85606	- 12.5%
85607	- 20.0%
Green Valley - Southwest	- 22.4%
85622	- 22.8%

# Quick Facts

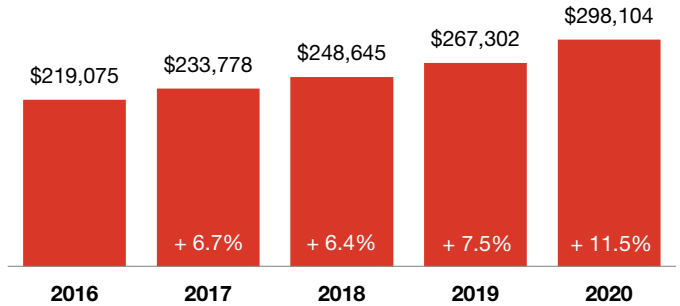
## Median Sales Price



### Top Geographies: Change in Median Sales Price from 2019

85609	+ 470.6%
85605	+ 181.6%
85610	+ 115.9%
85607	+ 77.9%
85638	+ 66.7%
85632	+ 47.0%
Santa Cruz County - Nogales East	+ 33.4%
85625	+ 32.3%
Santa Cruz County - Santa Cruz County	+ 31.8%
Santa Cruz County - Tubac West	+ 28.0%

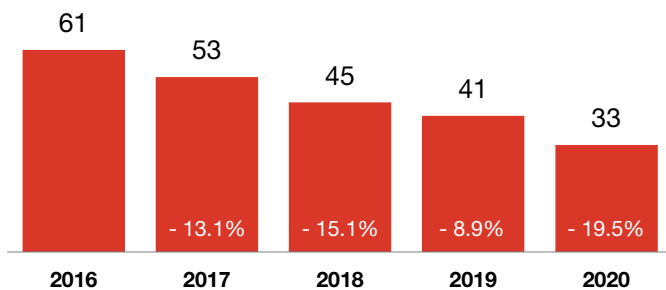
## Average Sales Price



### Top Geographies: Change in Avg. Sales Price from 2019

85609	+ 1,216.0%
85605	+ 181.6%
85632	+ 166.7%
Santa Cruz County - Amado	+ 73.4%
85607	+ 71.6%
85638	+ 66.8%
85617	+ 45.4%
85645	+ 45.4%
Santa Cruz County - Santa Cruz County	+ 41.6%
Santa Cruz County - Tubac West	+ 36.6%

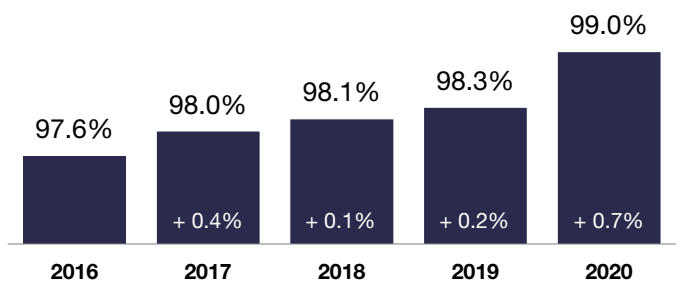
## Days on Market Until Sale



### Top Geographies: Change in Days on Market from 2019

85601	+ 296.0%
85640	+ 234.5%
Santa Cruz County - Elgin	+ 216.2%
Tucson - Pima Southwest	+ 102.0%
85617	+ 99.0%
85611	+ 72.5%
85610	+ 65.2%
85701	+ 36.4%
85638	+ 35.9%
Santa Cruz County - Patagonia	+ 17.8%

## Percent of List Price Received



### Top Geographies: Change in Pct. of List Price Received from 2019

85632	+ 15.4%
Tucson - Pima Southwest	+ 9.8%
85638	+ 7.8%
Santa Cruz County - Tubac West	+ 7.0%
85603	+ 6.8%
85606	+ 6.5%
85607	+ 5.9%
Tucson - Extended Northeast	+ 4.5%
85619	+ 4.4%
85645	+ 4.1%

# Property Type Review

**33**

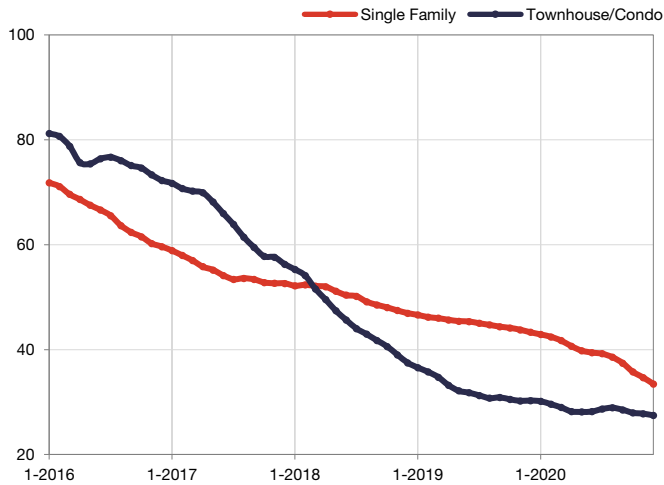
Average Days on Market  
Single Family

**27**

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 2020

Green Valley - Northwest	52.6%
Green Valley - Southwest	50.1%
Santa Cruz County - Tubac East	36.4%
Santa Cruz County	35.7%
Green Valley - Southeast	33.3%
Tucson - Northeast	22.2%
Cochise County	18.5%
Tucson - South	18.2%
Tucson - North	14.8%
Tucson - West	11.4%
Tucson - Northwest	10.0%
Tucson - East	7.8%
Green Valley - Northeast	6.9%
Tucson - Upper Northwest	6.1%
Pima County	5.2%
Tucson - Southwest	3.7%

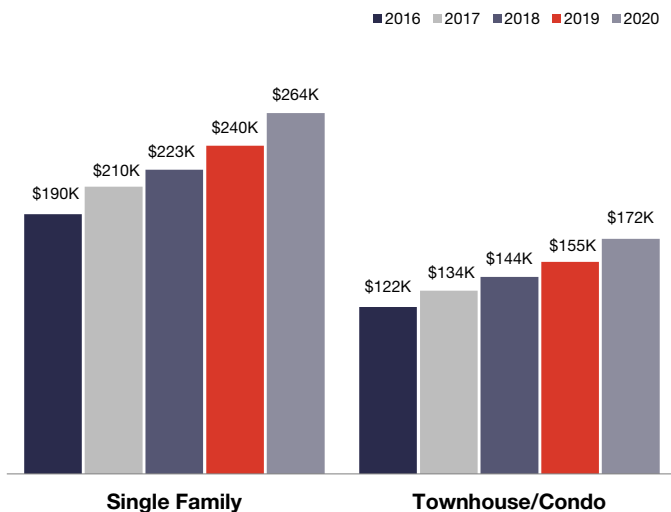
**+ 10.0%**

One-Year Change in Price  
Single Family

**+ 11.0%**

One-Year Change in Price  
Townhouse/Condo

## Median Sales Price



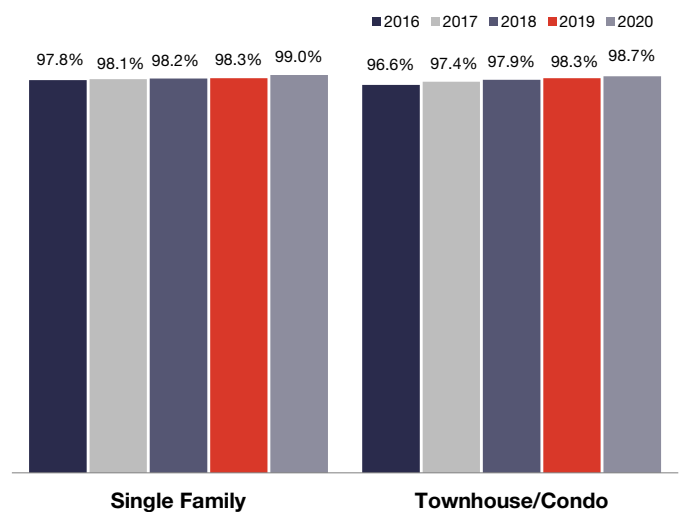
**99.0%**

Pct. of List Price Received  
Single Family

**98.7%**

Pct. of List Price Received  
Townhouse/Condo

## Percent of List Price Received



# Bedroom Count Review

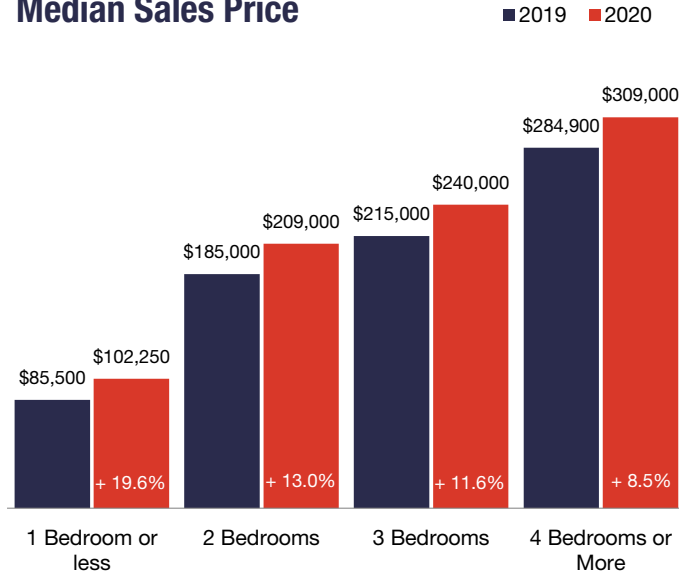
**+ 19.6%**

Growth in Median Sales Price  
1 Bedrooms or Fewer

**+ 8.5%**

Growth in Median Sales Price  
4 Bedrooms or More

## Median Sales Price



## Top Geographies: 4 Bedrooms or More Market Share in 2020

85605	100.0%
Santa Cruz County - Rio Rico East	84.4%
85648	81.7%
Santa Cruz County - Rio Rico West	75.6%
85610	73.3%
85617	73.3%
85645	72.2%
Santa Cruz County - Nogales West	70.0%
85741	67.4%
85616	66.7%
85637	65.7%
Tucson - Extended Southeast	64.7%
85638	64.7%
Tucson - Extended Southwest	63.2%
85736	63.1%
Santa Cruz County	62.9%
85643	62.9%

**97.1%**

Percent of List Price Received  
in 2020 for  
1 Bedrooms or Fewer

**98.7%**

Percent of List Price Received  
in 2020 for  
2 Bedrooms

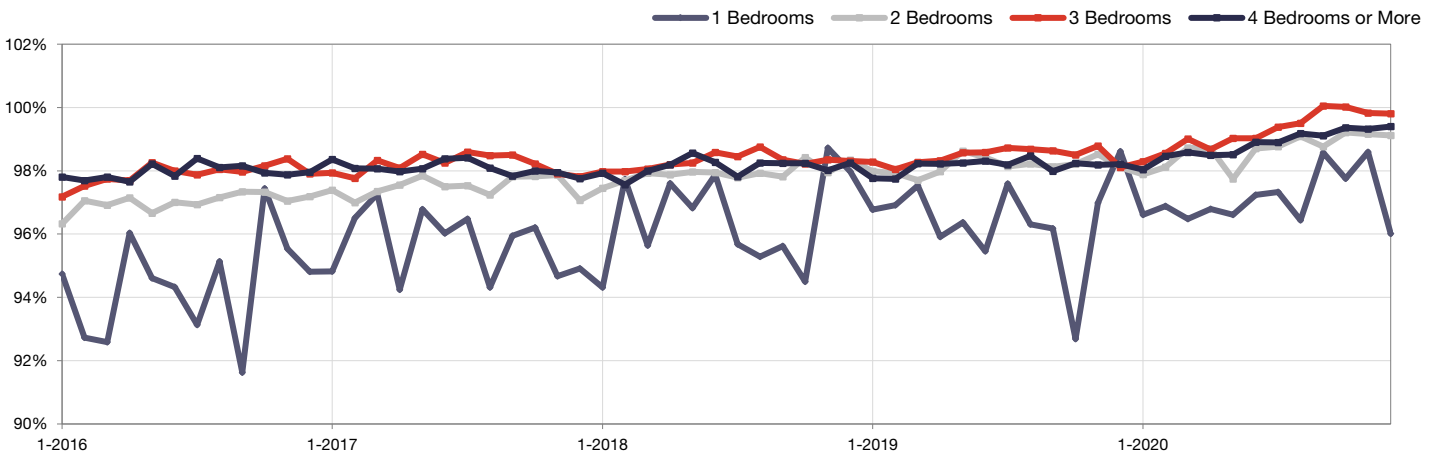
**99.3%**

Percent of List Price Received  
in 2020 for  
3 Bedrooms

**98.9%**

Percent of List Price Received  
in 2020 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

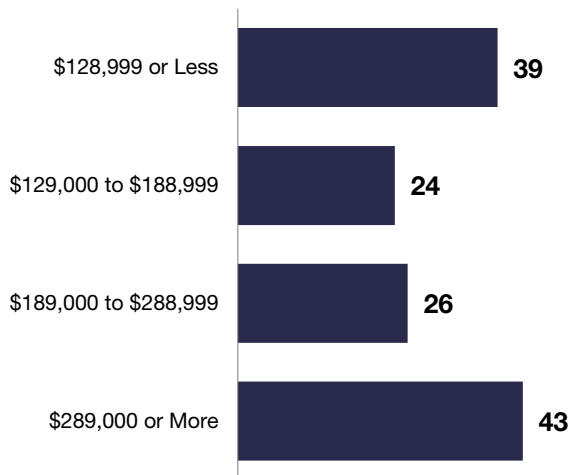
**5.7%**

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

**- 58.6%**

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

**+ 27.7%**

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

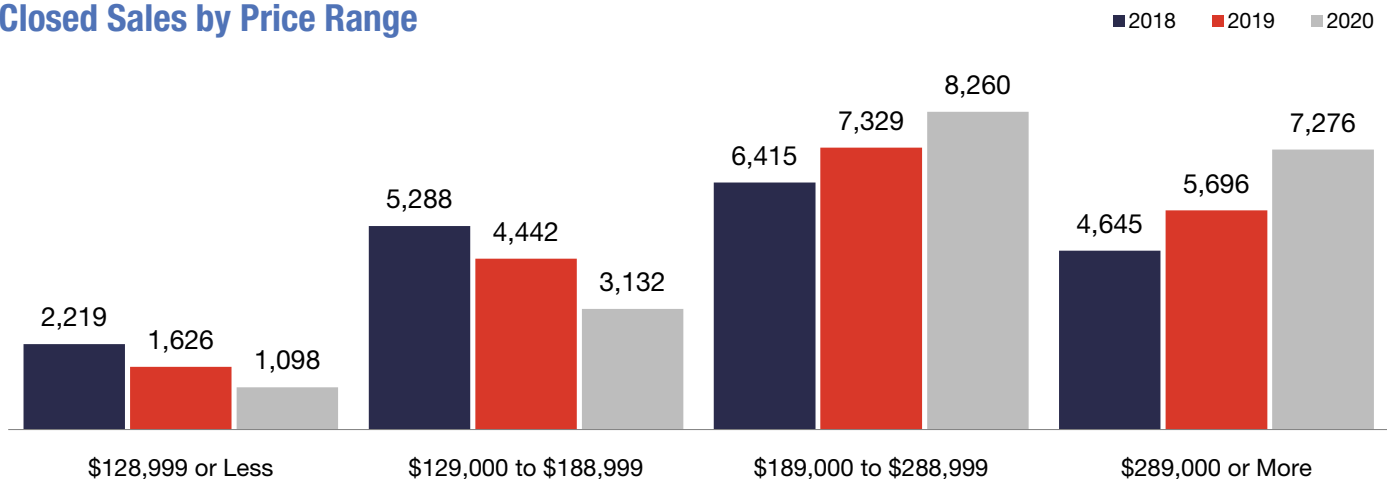
**\$128,999 or  
Less**

Price Range with the  
Fewest Closed Sales

**- 32.5%**

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 2019	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	18,081	+ 3.4%	\$265,000	\$170,000	20,685	0.8	30	99.1%
Santa Cruz County	505	+ 10.0%	\$215,000	\$188,250	596	2.2	80	97.8%
Cochise County	440	+ 1.4%	\$175,450	\$92,500	526	2.3	74	96.2%
Tucson - Central	2,556	+ 6.4%	\$231,000	\$145,000	3,133	0.9	27	98.9%
Tucson - East	1,975	+ 7.9%	\$225,500	\$149,000	2,200	0.6	20	99.8%
Tucson - North	1,786	+ 5.6%	\$517,000	\$204,000	2,133	0.9	35	98.3%
Tucson - Northeast	821	+ 0.2%	\$385,000	\$166,100	962	0.9	29	98.8%
Tucson - Northwest	3,371	+ 1.3%	\$320,000	\$240,000	3,817	0.8	34	99.1%
Tucson - South	896	- 7.6%	\$185,000	\$134,750	1,015	0.6	22	99.4%
Tucson - Southeast	500	- 8.3%	\$269,450	\$170,000	556	0.4	26	99.6%
Tucson - Southwest	864	+ 6.7%	\$219,000	\$145,000	971	0.7	27	99.7%
Tucson - Upper Northwest	573	+ 4.6%	\$379,310	\$306,500	672	1.5	45	98.1%
Tucson - Upper Southeast	1,195	+ 4.7%	\$275,000	\$195,000	1,294	0.8	27	99.6%
Tucson - West	1,281	+ 4.0%	\$270,000	\$154,000	1,401	0.5	24	99.3%
Tucson - Extended Northeast	27	+ 22.7%	\$380,000	--	37	1.9	83	95.2%
Tucson - Extended Northwest	89	+ 6.0%	\$205,000	--	88	0.0	17	99.7%
Tucson - Extended Southeast	13	- 13.3%	\$320,000	--	17	4.0	68	95.0%
Tucson - Extended Southwest	25	- 24.2%	\$188,000	--	34	2.1	38	97.4%
Tucson - Extended West	515	+ 12.9%	\$286,000	--	518	0.6	52	99.2%
Tucson - Pima East	0	--	--	--	0	0.0	0	0.0%
Tucson - Pima Northwest	1	--	\$240,000	--	1	1.0	289	86.0%
Tucson - Benson / St. David	116	- 7.9%	\$182,375	\$119,661	147	2.2	51	97.4%
Tucson - Pima Southwest	10	+ 100.0%	\$136,000	--	16	2.6	99	92.7%
Cochise	325	+ 4.2%	\$169,900	\$87,000	381	2.3	82	95.7%
Green Valley - North	688	+ 3.3%	\$240,000	\$161,000	765	0.9	26	99.8%
Green Valley - Northeast	465	+ 10.5%	\$268,000	\$199,700	550	0.6	31	99.1%
Green Valley - Southwest	342	+ 2.1%	\$315,000	\$196,700	400	1.6	41	98.4%
Green Valley - Northwest	487	- 3.8%	\$235,000	\$140,000	563	0.9	35	98.9%
Green Valley - Southeast	176	+ 12.8%	\$269,000	\$208,500	179	1.2	37	98.4%
Santa Cruz County - Amado	10	- 23.1%	\$145,250	--	15	1.6	19	98.5%
Santa Cruz County - Tubac West	20	+ 100.0%	\$400,000	--	17	1.8	137	96.3%
Santa Cruz County - Tubac East	99	+ 70.7%	\$432,541	\$189,250	100	2.5	113	97.2%
Santa Cruz County - Nogales East	57	- 3.4%	\$158,700	\$165,000	91	3.8	61	95.6%
Santa Cruz County - Rio Rico East	154	+ 2.7%	\$185,000	\$137,000	186	1.2	42	99.1%
Santa Cruz County - Rio Rico West	78	0.0%	\$180,000	--	87	0.7	49	99.2%
Santa Cruz County - Nogales West	20	- 13.0%	\$200,000	\$210,000	25	2.2	64	96.5%
Santa Cruz County - Tumacacori - Carmen	0	--	--	--	2	1.0	0	0.0%
Santa Cruz County - Patagonia	22	- 15.4%	\$354,500	--	22	4.0	179	96.2%



# Area Overviews

	Total Closed Sales	Change from 2019	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	30	+ 11.1%	\$398,150	--	33	3.5	146	97.8%
Santa Cruz County - Elgin	15	+ 15.4%	\$367,000	--	18	3.4	215	96.1%
Santa Cruz County - Santa Cruz County	4	- 60.0%	\$387,500	--	8	4.8	201	89.7%
85145	88	+ 7.3%	\$205,000	--	87	0.0	17	99.7%
85245	0	--	--	--	0	0.0	0	0.0%
85601	10	+ 150.0%	\$136,000	--	16	2.8	99	92.7%
85602	91	- 4.2%	\$179,000	\$119,661	113	2.0	48	97.6%
85603	32	+ 33.3%	\$147,500	--	40	2.2	95	95.2%
85605	2	- 33.3%	\$107,000	--	2	0.0	8	90.8%
85606	7	- 50.0%	\$210,000	--	15	5.1	107	96.7%
85607	9	+ 28.6%	\$199,900	--	12	3.6	66	96.6%
85608	0	--	--	--	0	0.0	0	0.0%
85609	3	+ 50.0%	\$285,000	--	3	0.0	96	91.1%
85610	9	- 10.0%	\$210,000	--	8	1.1	152	92.6%
85611	17	+ 30.8%	\$367,000	--	21	3.4	226	94.6%
85613	0	--	--	--	0	0.0	0	0.0%
85614	1,063	+ 4.8%	\$249,000	\$158,000	1,218	0.8	33	98.9%
85615	21	+ 40.0%	\$270,000	--	25	2.2	42	97.2%
85616	13	+ 62.5%	\$149,000	--	23	1.0	38	94.8%
85617	7	+ 75.0%	\$95,000	--	5	0.6	207	94.5%
85619	26	+ 18.2%	\$372,500	--	36	2.0	86	95.1%
85620	0	--	--	--	0	0.0	0	0.0%
85621	78	- 4.9%	\$163,500	\$187,500	119	3.6	67	95.9%
85622	342	+ 1.5%	\$315,000	\$197,500	400	1.5	40	98.4%
85623	115	+ 21.1%	\$412,500	\$324,950	156	3.4	57	97.7%
85624	24	- 11.1%	\$395,000	--	26	5.7	150	96.2%
85625	64	+ 28.0%	\$126,000	\$83,000	70	1.7	111	94.6%
85629	766	+ 2.8%	\$249,000	\$161,000	857	0.9	28	99.8%
85630	24	- 20.0%	\$225,000	--	33	2.3	56	96.6%
85632	6	- 14.3%	\$294,000	--	10	2.3	187	92.7%
85635	65	+ 6.6%	\$185,000	\$158,950	55	0.9	39	99.2%
85637	35	- 7.9%	\$378,000	--	42	3.5	138	97.2%
85638	13	+ 44.4%	\$150,000	--	9	1.3	125	95.9%
85640	1	- 66.7%	\$512,500	--	2	1.0	281	95.8%
85641	813	+ 3.0%	\$293,708	\$170,000	915	1.1	33	99.4%
85643	49	- 22.2%	\$129,000	--	75	3.5	85	92.2%
85644	0	--	--	--	0	0.0	0	0.0%
85645	11	- 31.3%	\$146,000	--	19	2.8	28	98.1%

# Area Overviews

	Total Closed Sales	Change from 2019	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	116	+ 73.1%	\$422,500	\$189,250	118	2.6	105	97.1%
85648	235	+ 1.7%	\$185,000	\$137,000	273	1.0	50	99.1%
85650	24	- 33.3%	\$250,950	--	29	1.0	42	99.0%
85653	459	+ 10.3%	\$284,700	--	456	0.5	53	99.2%
85658	521	+ 0.2%	\$378,500	\$279,000	593	1.3	53	98.7%
85701	74	+ 68.2%	\$373,500	\$302,500	132	3.0	60	97.1%
85703	0	--	--	--	0	0.0	0	0.0%
85704	617	+ 1.1%	\$365,000	\$193,750	689	0.8	27	98.6%
85705	331	+ 1.2%	\$185,000	\$132,250	418	1.1	24	98.9%
85706	419	- 7.9%	\$189,000	\$139,250	460	0.7	20	99.3%
85709	1	- 75.0%	--	\$198,000	3	1.0	66	99.0%
85710	974	+ 14.1%	\$225,450	\$141,000	1,079	0.7	23	99.7%
85711	560	- 3.3%	\$205,000	\$132,000	639	0.6	24	99.5%
85712	523	+ 13.9%	\$240,000	\$140,095	621	0.8	24	98.8%
85713	418	+ 3.2%	\$178,900	\$134,250	491	1.0	23	99.2%
85714	98	+ 5.4%	\$155,500	\$95,000	111	0.8	24	99.1%
85715	417	+ 0.2%	\$305,000	\$184,900	495	0.6	19	99.3%
85716	496	+ 7.4%	\$285,000	\$156,000	612	0.8	27	98.9%
85717	0	--	--	--	0	0.0	0	0.0%
85718	747	+ 13.0%	\$600,000	\$215,000	914	0.8	38	98.0%
85719	507	+ 7.4%	\$283,000	\$138,500	641	1.1	31	98.4%
85730	639	+ 4.1%	\$210,000	\$145,000	712	0.5	18	100.1%
85735	58	- 1.7%	\$257,488	--	68	0.5	36	99.7%
85736	21	- 16.0%	\$188,000	--	28	1.7	29	97.2%
85737	568	+ 3.1%	\$361,000	\$222,000	635	0.8	36	98.9%
85739	493	0.0%	\$363,000	\$297,500	557	1.1	40	98.2%
85741	525	- 2.6%	\$237,350	\$176,000	568	0.4	17	99.9%
85742	796	+ 2.6%	\$260,000	\$290,000	864	0.6	26	99.4%
85743	604	+ 5.6%	\$278,750	--	647	0.4	22	99.4%
85745	619	+ 3.0%	\$275,000	\$160,000	694	0.6	29	99.1%
85746	373	+ 0.3%	\$198,250	\$107,250	426	0.5	22	99.6%
85747	690	+ 0.3%	\$255,000	\$195,000	735	0.4	20	99.8%
85748	362	- 0.3%	\$280,000	\$175,500	411	0.6	19	99.7%
85749	369	+ 1.7%	\$449,500	\$395,000	412	0.9	40	98.5%
85750	702	- 4.6%	\$492,000	\$214,000	845	1.1	38	98.4%
85755	686	+ 9.1%	\$391,750	\$255,000	845	1.0	45	98.6%
85756	429	- 13.5%	\$220,000	\$215,000	452	0.6	25	99.7%
85757	386	+ 19.9%	\$231,750	\$220,000	436	0.9	31	99.9%

# Area Historical Median Prices

	2016	2017	2018	2019	2020	Change From 2019	Change From 2016
Pima County	\$180,000	\$195,500	\$210,000	\$227,000	\$250,000	+ 10.1%	+ 38.9%
Santa Cruz County	\$130,000	\$133,250	\$159,000	\$185,000	\$215,000	+ 16.2%	+ 65.4%
Cochise County	\$125,000	\$126,500	\$135,000	\$157,750	\$175,000	+ 10.9%	+ 40.0%
Tucson - Central	\$150,000	\$164,000	\$174,000	\$188,500	\$215,000	+ 14.1%	+ 43.3%
Tucson - East	\$150,000	\$165,000	\$178,000	\$191,500	\$215,000	+ 12.3%	+ 43.3%
Tucson - North	\$305,300	\$330,250	\$335,000	\$355,000	\$406,632	+ 14.5%	+ 33.2%
Tucson - Northeast	\$245,000	\$265,000	\$285,000	\$310,000	\$333,000	+ 7.4%	+ 35.9%
Tucson - Northwest	\$229,000	\$247,000	\$259,900	\$275,000	\$306,000	+ 11.3%	+ 33.6%
Tucson - South	\$120,000	\$137,200	\$145,000	\$166,000	\$183,000	+ 10.2%	+ 52.5%
Tucson - Southeast	\$204,000	\$218,500	\$230,000	\$246,000	\$267,875	+ 8.9%	+ 31.3%
Tucson - Southwest	\$150,000	\$161,000	\$180,000	\$190,000	\$215,000	+ 13.2%	+ 43.3%
Tucson - Upper Northwest	\$260,000	\$282,500	\$310,000	\$336,500	\$367,900	+ 9.3%	+ 41.5%
Tucson - Upper Southeast	\$201,000	\$224,538	\$234,085	\$255,000	\$275,000	+ 7.8%	+ 36.8%
Tucson - West	\$195,000	\$209,000	\$220,000	\$242,000	\$260,000	+ 7.4%	+ 33.3%
Tucson - Extended Northeast	\$278,750	\$250,000	\$297,000	\$297,000	\$380,000	+ 27.9%	+ 36.3%
Tucson - Extended Northwest	\$135,000	\$150,625	\$182,000	\$190,950	\$205,000	+ 7.4%	+ 51.9%
Tucson - Extended Southeast	\$294,000	\$276,000	\$345,950	\$399,500	\$320,000	- 19.9%	+ 8.8%
Tucson - Extended Southwest	\$138,600	\$165,000	\$160,000	\$175,000	\$188,000	+ 7.4%	+ 35.6%
Tucson - Extended West	\$195,000	\$225,000	\$245,450	\$255,000	\$286,000	+ 12.2%	+ 46.7%
Tucson - Pima East	\$0	\$0	\$48,825	\$0	\$0	--	--
Tucson - Pima Northwest	\$273,500	\$0	\$170,288	\$0	\$240,000	--	- 12.2%
Tucson - Benson / St. David	\$145,000	\$155,000	\$165,000	\$172,750	\$180,000	+ 4.2%	+ 24.1%
Tucson - Pima Southwest	\$82,900	\$170,000	\$108,950	\$125,000	\$136,000	+ 8.8%	+ 64.1%
Cochise	\$105,000	\$118,500	\$116,250	\$145,000	\$161,000	+ 11.0%	+ 53.3%
Green Valley - North	\$173,900	\$178,000	\$190,000	\$206,500	\$238,750	+ 15.6%	+ 37.3%
Green Valley - Northeast	\$185,000	\$198,000	\$219,400	\$237,000	\$265,000	+ 11.8%	+ 43.2%
Green Valley - Southwest	\$166,250	\$187,800	\$190,000	\$222,000	\$257,000	+ 15.8%	+ 54.6%
Green Valley - Northwest	\$122,250	\$130,000	\$148,250	\$169,000	\$187,500	+ 10.9%	+ 53.4%
Green Valley - Southeast	\$165,000	\$175,500	\$190,000	\$213,250	\$236,000	+ 10.7%	+ 43.0%
Santa Cruz County - Amado	\$0	\$0	\$117,000	\$124,900	\$145,250	+ 16.3%	--
Santa Cruz County - Tubac West	\$251,000	\$385,000	\$351,650	\$312,500	\$400,000	+ 28.0%	+ 59.4%
Santa Cruz County - Tubac East	\$265,750	\$283,500	\$320,000	\$300,000	\$340,000	+ 13.3%	+ 27.9%
Santa Cruz County - Nogales East	\$107,500	\$110,400	\$115,000	\$119,900	\$159,900	+ 33.4%	+ 48.7%
Santa Cruz County - Rio Rico East	\$123,950	\$134,125	\$149,000	\$161,500	\$185,000	+ 14.6%	+ 49.3%
Santa Cruz County - Rio Rico West	\$127,500	\$117,000	\$142,500	\$171,950	\$180,000	+ 4.7%	+ 41.2%
Santa Cruz County - Nogales West	\$122,500	\$119,000	\$149,000	\$186,000	\$201,000	+ 8.1%	+ 64.1%
Santa Cruz County - Tumacacori - Carmen	\$0	\$32,000	\$140,000	\$1,985,759	\$0	- 100.0%	--
Santa Cruz County - Patagonia	\$0	\$0	\$262,000	\$327,000	\$354,500	+ 8.4%	--

# Area Historical Median Prices

	2016	2017	2018	2019	2020	Change From 2019	Change From 2016
Santa Cruz County - Sonoita	\$305,000	\$365,000	\$318,500	\$331,000	\$398,150	+ 20.3%	+ 30.5%
Santa Cruz County - Elgin	\$0	\$0	\$349,250	\$350,000	\$367,000	+ 4.9%	--
Santa Cruz County - Santa Cruz County	\$227,000	\$249,450	\$265,500	\$294,000	\$387,500	+ 31.8%	+ 70.7%
85145	\$135,000	\$150,625	\$182,000	\$188,450	\$205,000	+ 8.8%	+ 51.9%
85245	\$0	\$0	\$0	\$0	\$0	--	--
85601	\$78,000	\$150,000	\$182,000	\$139,250	\$136,000	- 2.3%	+ 74.4%
85602	\$143,250	\$155,000	\$157,500	\$162,000	\$179,000	+ 10.5%	+ 25.0%
85603	\$93,500	\$120,000	\$142,000	\$118,750	\$147,500	+ 24.2%	+ 57.8%
85605	\$20,034	\$25,000	\$85,375	\$38,000	\$107,000	+ 181.6%	+ 434.1%
85606	\$164,500	\$177,500	\$158,500	\$170,000	\$210,000	+ 23.5%	+ 27.7%
85607	\$67,269	\$35,450	\$48,235	\$112,350	\$199,900	+ 77.9%	+ 197.2%
85608	\$0	\$0	\$0	\$0	\$0	--	--
85609	\$265,000	\$180,000	\$110,000	\$49,950	\$285,000	+ 470.6%	+ 7.5%
85610	\$53,750	\$166,750	\$158,500	\$97,250	\$210,000	+ 115.9%	+ 290.7%
85611	\$227,000	\$262,000	\$389,500	\$295,000	\$367,000	+ 24.4%	+ 61.7%
85613	\$0	\$0	\$0	\$0	\$0	--	--
85614	\$138,950	\$150,000	\$170,000	\$190,000	\$219,000	+ 15.3%	+ 57.6%
85615	\$269,000	\$187,750	\$231,050	\$325,000	\$270,000	- 16.9%	+ 0.4%
85616	\$197,000	\$139,000	\$195,000	\$172,000	\$149,000	- 13.4%	- 24.4%
85617	\$59,750	\$128,250	\$117,500	\$140,000	\$95,000	- 32.1%	+ 59.0%
85619	\$275,000	\$250,000	\$297,000	\$297,000	\$372,500	+ 25.4%	+ 35.5%
85620	\$0	\$0	\$0	\$0	\$0	--	--
85621	\$115,000	\$110,000	\$124,250	\$163,000	\$165,000	+ 1.2%	+ 43.5%
85622	\$165,500	\$188,750	\$190,000	\$222,000	\$255,000	+ 14.9%	+ 54.1%
85623	\$218,000	\$295,000	\$334,500	\$342,000	\$368,000	+ 7.6%	+ 68.8%
85624	\$271,250	\$340,000	\$262,000	\$325,000	\$395,000	+ 21.5%	+ 45.6%
85625	\$73,500	\$88,000	\$70,000	\$93,700	\$124,000	+ 32.3%	+ 68.7%
85629	\$179,900	\$185,000	\$199,999	\$218,350	\$248,500	+ 13.8%	+ 38.1%
85630	\$185,000	\$150,000	\$194,500	\$294,000	\$225,000	- 23.5%	+ 21.6%
85632	\$228,000	\$227,000	\$155,000	\$200,000	\$294,000	+ 47.0%	+ 28.9%
85635	\$133,250	\$116,000	\$141,000	\$179,900	\$184,000	+ 2.3%	+ 38.1%
85637	\$260,000	\$277,500	\$324,000	\$355,000	\$378,000	+ 6.5%	+ 45.4%
85638	\$115,000	\$110,000	\$135,000	\$90,000	\$150,000	+ 66.7%	+ 30.4%
85640	\$185,000	\$32,000	\$210,000	\$1,195,000	\$512,500	- 57.1%	+ 177.0%
85641	\$227,000	\$248,600	\$262,485	\$279,900	\$292,000	+ 4.3%	+ 28.6%
85643	\$93,500	\$95,000	\$84,000	\$102,500	\$129,000	+ 25.9%	+ 38.0%
85644	\$0	\$0	\$0	\$0	\$0	--	--
85645	\$85,000	\$162,750	\$118,000	\$125,450	\$146,000	+ 16.4%	+ 71.8%

# Area Historical Median Prices

	2016	2017	2018	2019	2020	Change From 2019	Change From 2016
85646	\$258,000	\$283,500	\$319,950	\$300,000	\$354,725	+ 18.2%	+ 37.5%
85648	\$129,350	\$130,000	\$149,000	\$165,000	\$185,000	+ 12.1%	+ 43.0%
85650	\$175,000	\$170,000	\$201,500	\$227,000	\$250,950	+ 10.6%	+ 43.4%
85653	\$189,900	\$223,000	\$244,900	\$254,870	\$284,700	+ 11.7%	+ 49.9%
85658	\$274,000	\$287,925	\$325,000	\$345,000	\$375,000	+ 8.7%	+ 36.9%
85701	\$285,000	\$321,250	\$324,000	\$327,500	\$357,450	+ 9.1%	+ 25.4%
85703	\$0	\$0	\$80,000	\$0	\$0	--	--
85704	\$220,500	\$235,200	\$250,000	\$278,750	\$306,100	+ 9.8%	+ 38.8%
85705	\$125,000	\$138,750	\$142,000	\$165,000	\$180,000	+ 9.1%	+ 44.0%
85706	\$120,000	\$137,500	\$143,000	\$170,000	\$185,000	+ 8.8%	+ 54.2%
85709	\$0	\$135,900	\$191,750	\$451,000	\$198,000	- 56.1%	--
85710	\$145,000	\$162,000	\$175,000	\$189,000	\$210,000	+ 11.1%	+ 44.8%
85711	\$139,900	\$155,500	\$168,000	\$180,575	\$200,000	+ 10.8%	+ 43.0%
85712	\$149,000	\$165,000	\$172,000	\$183,000	\$214,500	+ 17.2%	+ 44.0%
85713	\$108,000	\$123,500	\$135,000	\$141,500	\$167,450	+ 18.3%	+ 55.0%
85714	\$98,500	\$118,000	\$121,750	\$144,500	\$153,000	+ 5.9%	+ 55.3%
85715	\$200,000	\$218,700	\$235,500	\$244,950	\$276,000	+ 12.7%	+ 38.0%
85716	\$166,125	\$185,000	\$196,000	\$205,000	\$249,250	+ 21.6%	+ 50.0%
85717	\$0	\$0	\$0	\$0	\$0	--	--
85718	\$370,000	\$394,000	\$415,000	\$430,000	\$510,000	+ 18.6%	+ 37.8%
85719	\$201,000	\$190,000	\$215,000	\$238,500	\$256,300	+ 7.5%	+ 27.5%
85730	\$138,500	\$153,250	\$167,000	\$177,750	\$200,000	+ 12.5%	+ 44.4%
85735	\$175,000	\$185,000	\$213,495	\$217,850	\$257,488	+ 18.2%	+ 47.1%
85736	\$145,000	\$144,500	\$157,500	\$175,000	\$188,000	+ 7.4%	+ 29.7%
85737	\$271,500	\$280,000	\$295,250	\$314,500	\$345,000	+ 9.7%	+ 27.1%
85739	\$256,500	\$275,000	\$305,950	\$325,000	\$355,000	+ 9.2%	+ 38.4%
85741	\$170,000	\$180,000	\$192,500	\$205,000	\$236,000	+ 15.1%	+ 38.8%
85742	\$187,250	\$207,000	\$220,000	\$237,000	\$260,000	+ 9.7%	+ 38.9%
85743	\$223,500	\$232,000	\$245,000	\$260,000	\$278,750	+ 7.2%	+ 24.7%
85745	\$181,000	\$197,000	\$214,500	\$235,000	\$255,000	+ 8.5%	+ 40.9%
85746	\$135,750	\$150,000	\$165,000	\$178,000	\$195,000	+ 9.6%	+ 43.6%
85747	\$187,000	\$205,000	\$217,000	\$229,900	\$255,000	+ 10.9%	+ 36.4%
85748	\$205,000	\$219,000	\$225,000	\$240,000	\$275,000	+ 14.6%	+ 34.1%
85749	\$357,000	\$379,900	\$399,450	\$417,000	\$449,000	+ 7.7%	+ 25.8%
85750	\$325,900	\$324,500	\$329,000	\$364,375	\$399,450	+ 9.6%	+ 22.6%
85755	\$265,000	\$285,000	\$314,413	\$329,000	\$374,700	+ 13.9%	+ 41.4%
85756	\$150,390	\$169,000	\$184,750	\$196,500	\$220,000	+ 12.0%	+ 46.3%
85757	\$166,900	\$177,950	\$188,000	\$205,585	\$231,375	+ 12.5%	+ 38.6%