

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 19.4 percent for Single Family and 40.0 percent for Townhouse/Condo. Pending Sales decreased 10.2 percent for Single Family and 16.7 percent for Townhouse/Condo. Inventory decreased 28.9 percent for Single Family and 20.0 percent for Townhouse/Condo.

Median Sales Price increased 19.8 percent to \$293,500 for Single Family and 61.9 percent to \$259,000 for Townhouse/Condo. Days on Market decreased 71.8 percent for Single Family and 58.5 percent for Townhouse/Condo. Months Supply of Inventory decreased 36.4 percent for Single Family and 18.2 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

+ 25.6%

Change in
Closed Sales
All Properties

+ 20.2%

Change in
Median Sales Price
All Properties

- 28.4%

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	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		108	129	+ 19.4%	631	699	+ 10.8%
Pending Sales		127	114	- 10.2%	580	676	+ 16.6%
Closed Sales		112	142	+ 26.8%	495	661	+ 33.5%
Days on Market Until Sale		39	11	- 71.8%	33	17	- 48.5%
Median Sales Price		\$245,000	\$293,500	+ 19.8%	\$235,000	\$292,000	+ 24.3%
Average Sales Price		\$262,038	\$308,143	+ 17.6%	\$259,800	\$309,095	+ 19.0%
Percent of List Price Received		99.6%	101.8%	+ 2.2%	99.2%	100.5%	+ 1.3%
Housing Affordability Index		131	111	- 15.3%	137	112	- 18.2%
Inventory of Homes for Sale		97	69	- 28.9%	—	—	—
Months Supply of Inventory		1.1	0.7	- 36.4%	—	—	—

Townhouse/Condo Market Overview

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



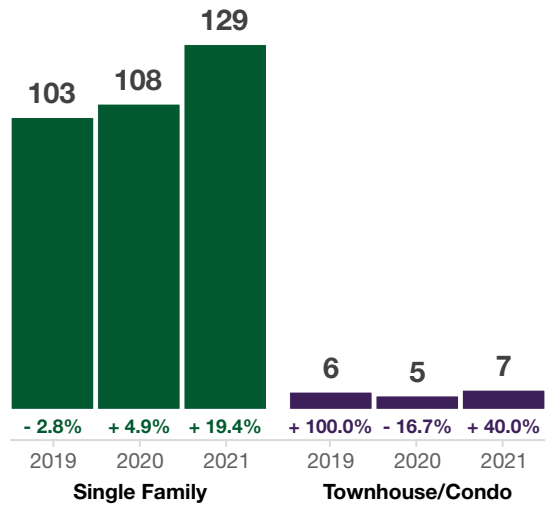
Key Metrics	Historical Sparkbars	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		5	7	+ 40.0%	32	33	+ 3.1%
Pending Sales		6	5	- 16.7%	21	29	+ 38.1%
Closed Sales		5	5	0.0%	20	30	+ 50.0%
Days on Market Until Sale		41	17	- 58.5%	24	14	- 41.7%
Median Sales Price		\$160,000	\$259,000	+ 61.9%	\$166,748	\$251,000	+ 50.5%
Average Sales Price		\$182,980	\$251,500	+ 37.4%	\$188,130	\$242,678	+ 29.0%
Percent of List Price Received		99.5%	99.9%	+ 0.4%	100.1%	100.1%	0.0%
Housing Affordability Index		201	126	- 37.3%	192	130	- 32.3%
Inventory of Homes for Sale		5	4	- 20.0%	—	—	—
Months Supply of Inventory		1.1	0.9	- 18.2%	—	—	—

New Listings

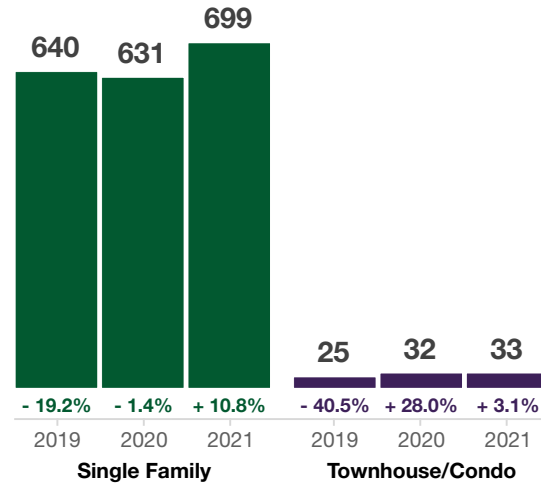
A count of the properties that have been newly listed on the market in a given month.



June

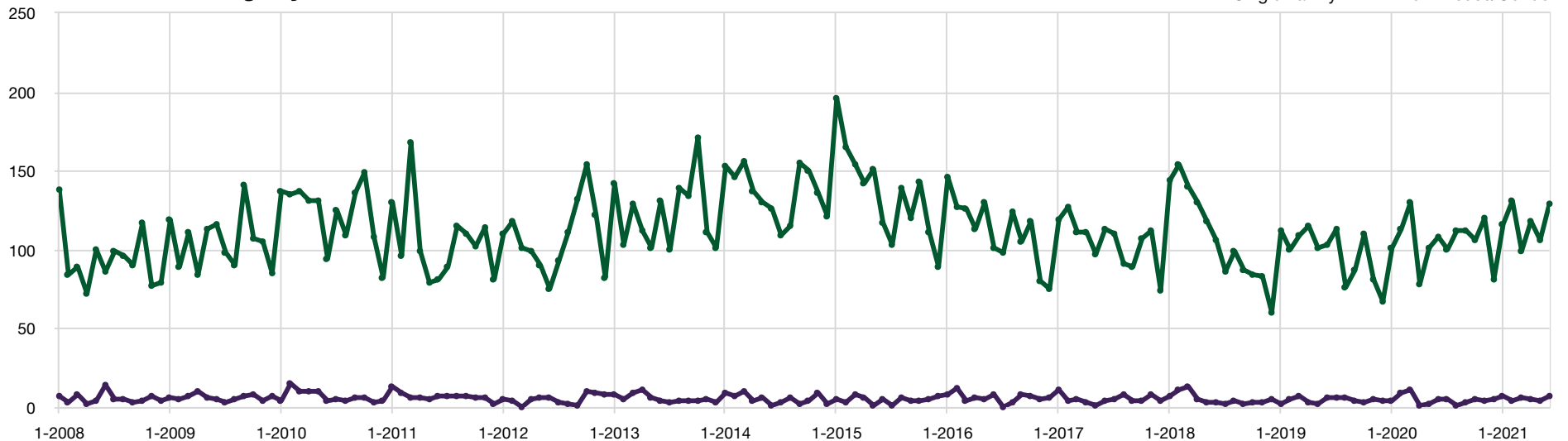


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2020	100	- 11.5%	5	- 16.7%
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	129	+ 19.4%	7	+ 40.0%
12-Month Avg	111	+ 14.4%	5	0.0%

Historical New Listings by Month

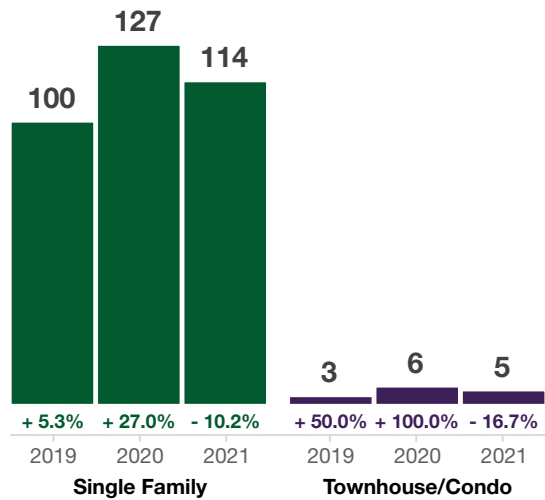


Pending Sales

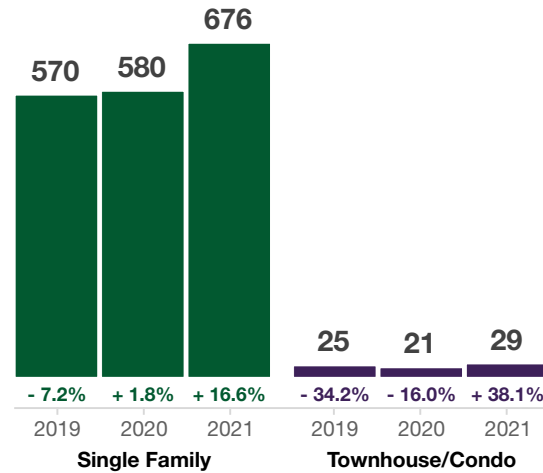
A count of the properties on which offers have been accepted in a given month.



June

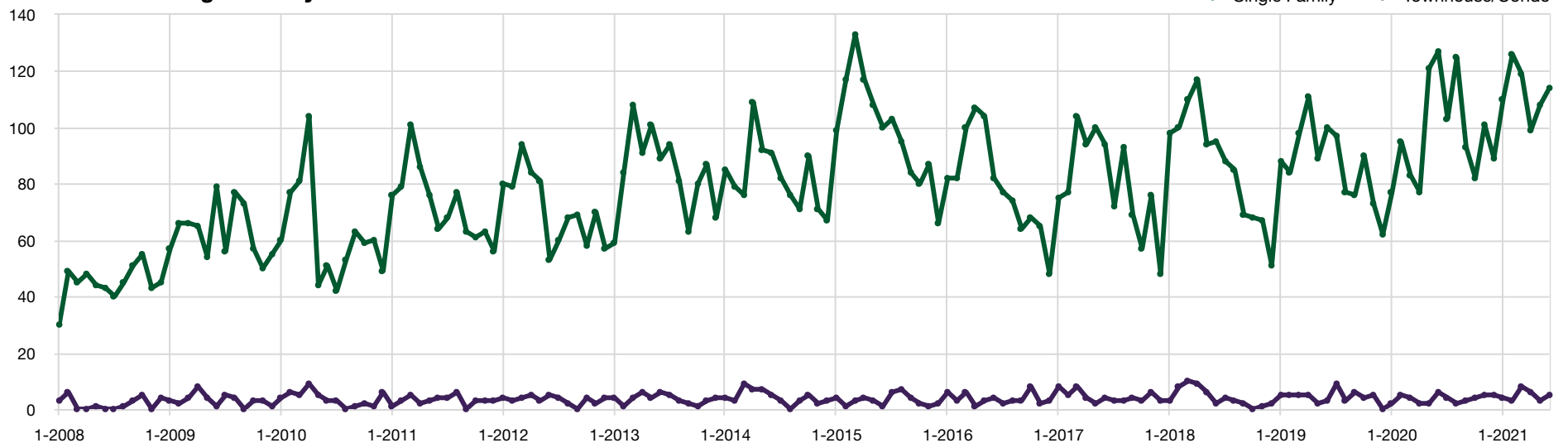


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2020	103	+ 6.2%	4	- 55.6%
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	108	- 10.7%	3	+ 50.0%
6-2021	114	- 10.2%	5	- 16.7%
12-Month Avg	106	+ 20.5%	4	0.0%

Historical Pending Sales by Month

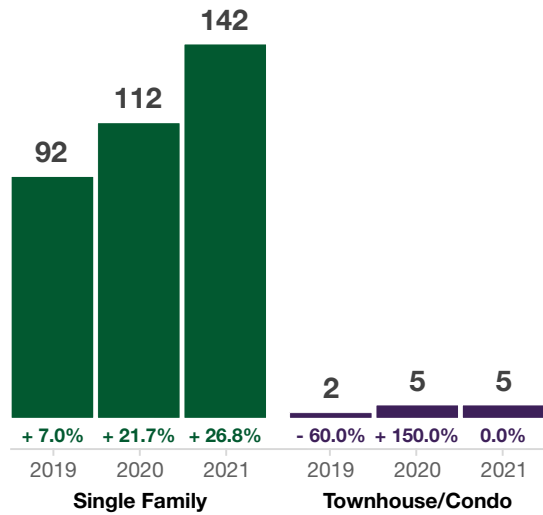


Closed Sales

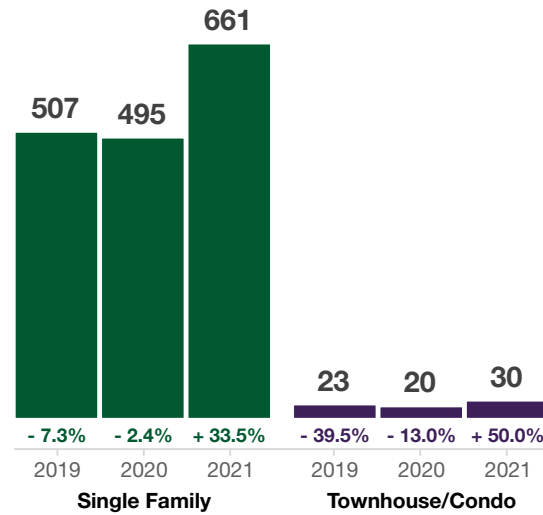
A count of the actual sales that closed in a given month.



June

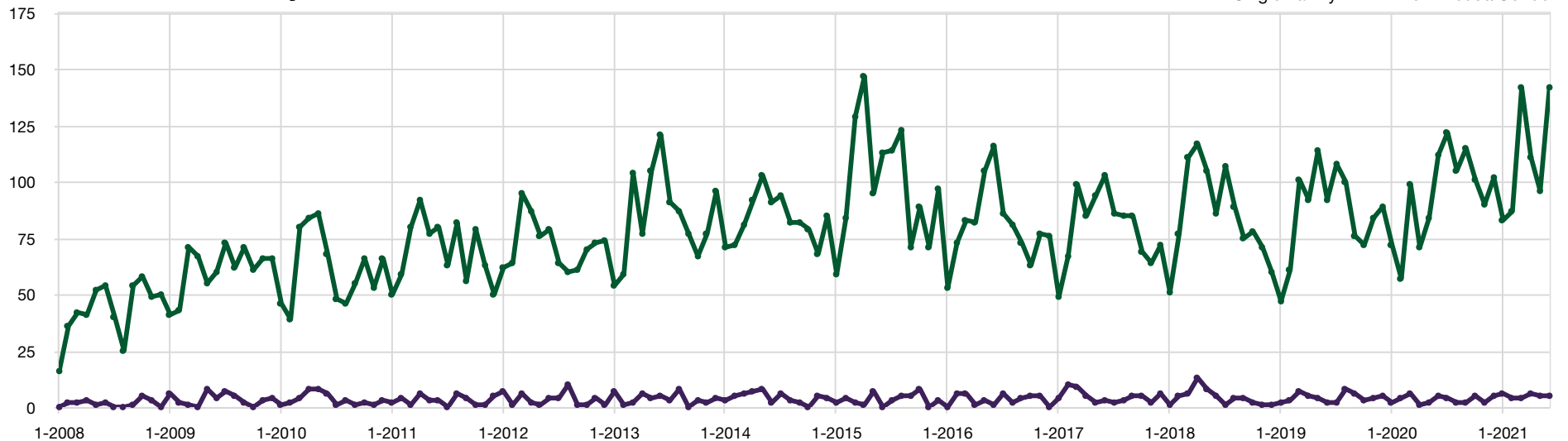


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2020	122	+ 13.0%	4	+ 100.0%
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	96	+ 14.3%	5	+ 150.0%
6-2021	142	+ 26.8%	5	0.0%
12-Month Avg	108	+ 27.1%	4	0.0%

Historical Closed Sales by Month

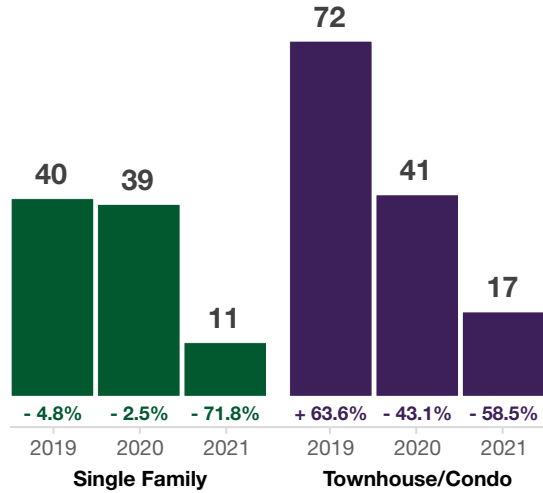


Days on Market Until Sale

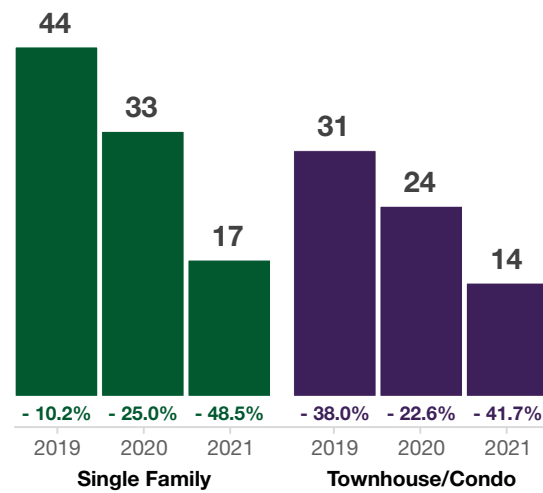
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



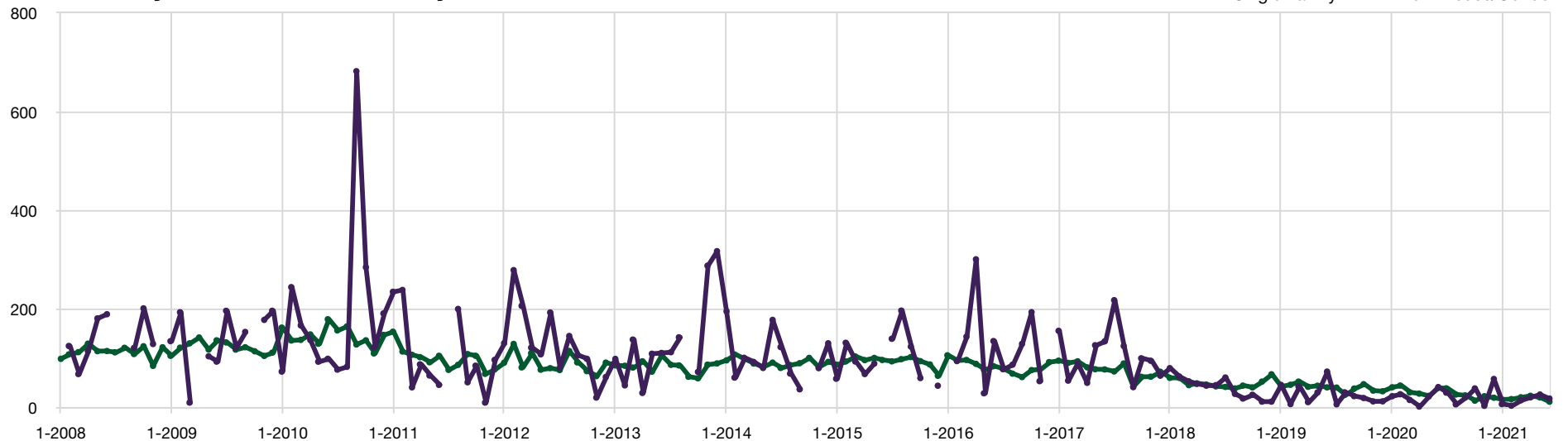
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2020	38	- 5.0%	29	+ 383.3%
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%
12-Month Avg*	21	- 39.9%	22	+ 1.3%

* 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

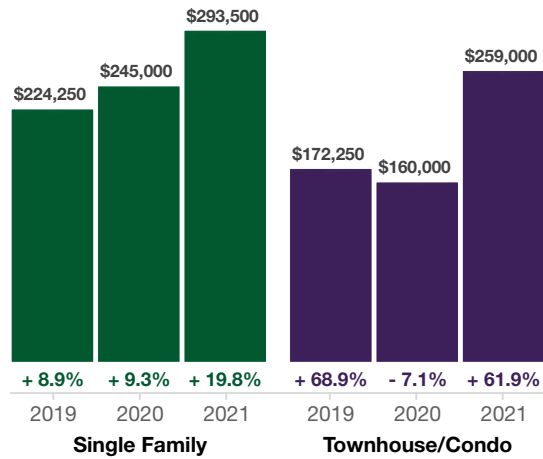


Median Sales Price

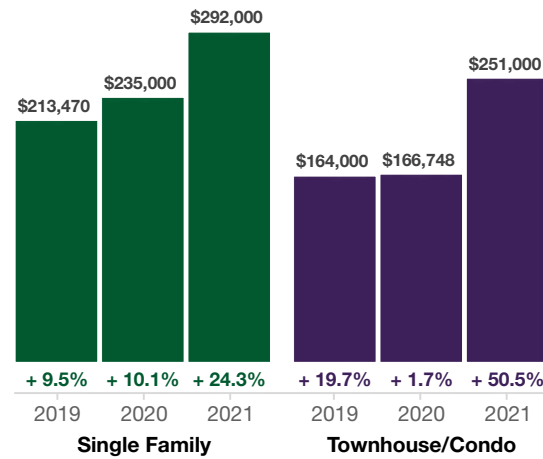
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



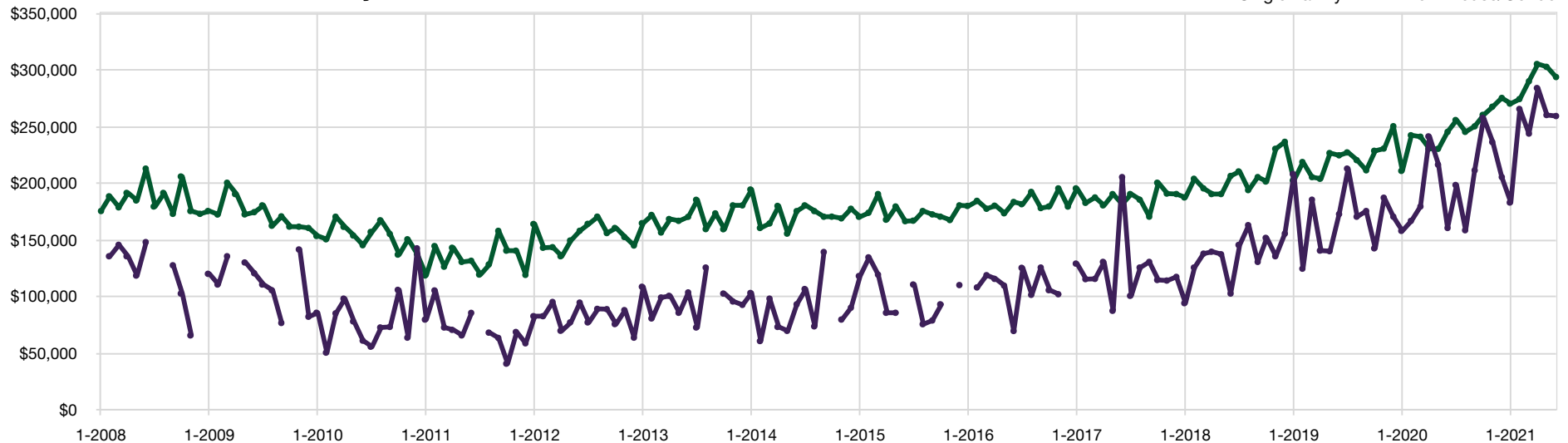
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2020	\$255,450	+ 12.6%	\$198,000	- 6.8%
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	\$302,500	+ 31.5%	\$259,900	+ 20.3%
6-2021	\$293,500	+ 19.8%	\$259,000	+ 61.9%
12-Month Avg*	\$275,098	+ 19.6%	\$223,000	+ 31.8%

* 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

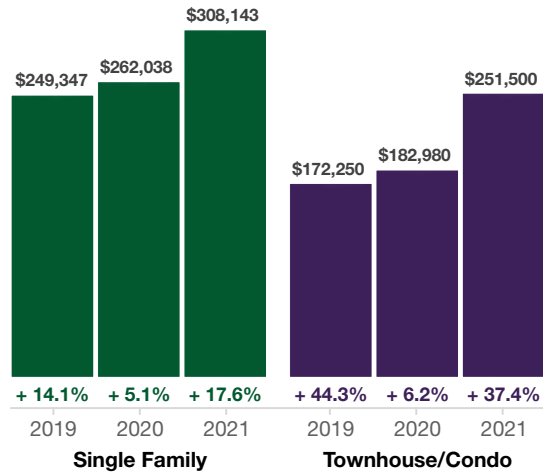


Average Sales Price

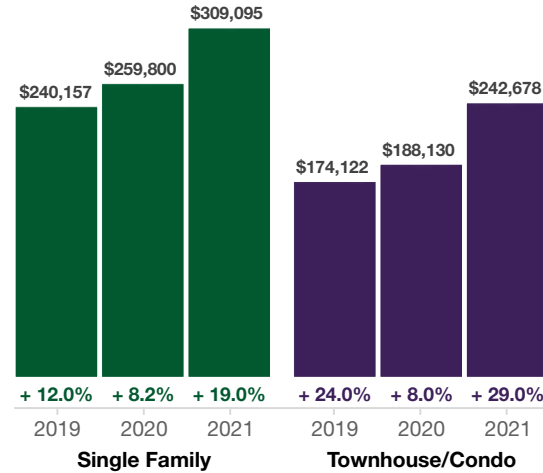
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



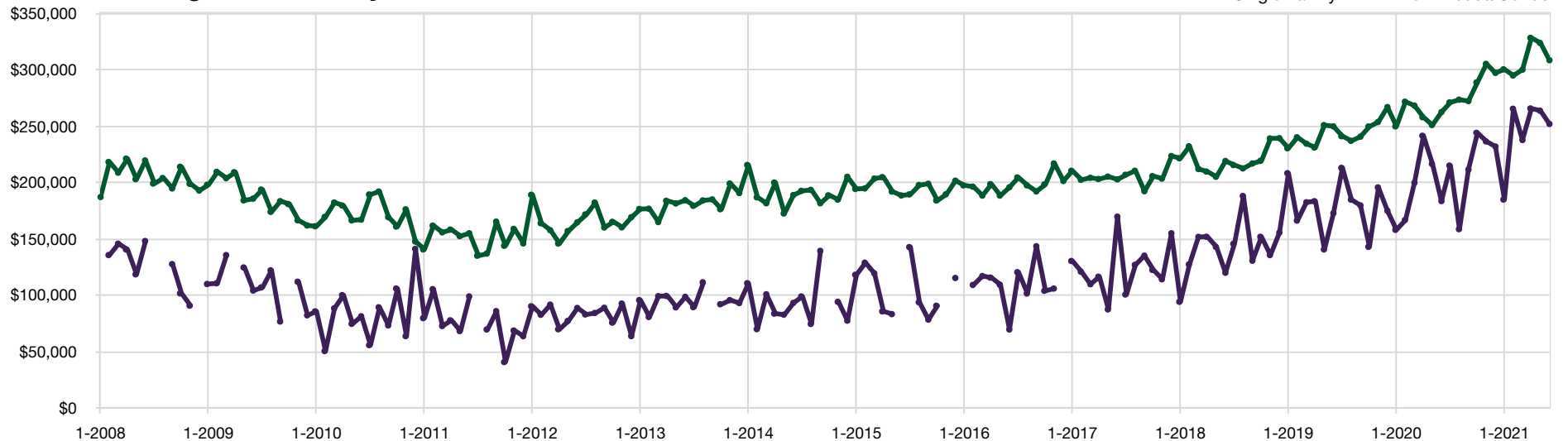
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2020	\$270,616	+ 12.5%	\$214,500	+ 0.9%
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	\$323,525	+ 29.1%	\$263,280	+ 21.9%
6-2021	\$308,143	+ 17.6%	\$251,500	+ 37.4%
12-Month Avg*	\$296,377	+ 17.0%	\$234,473	+ 27.7%

* 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

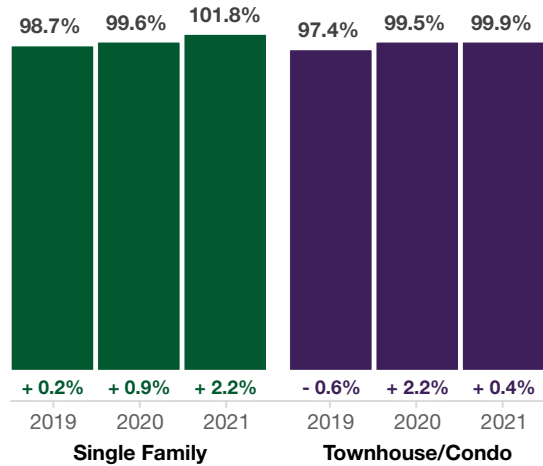


Percent of List Price Received

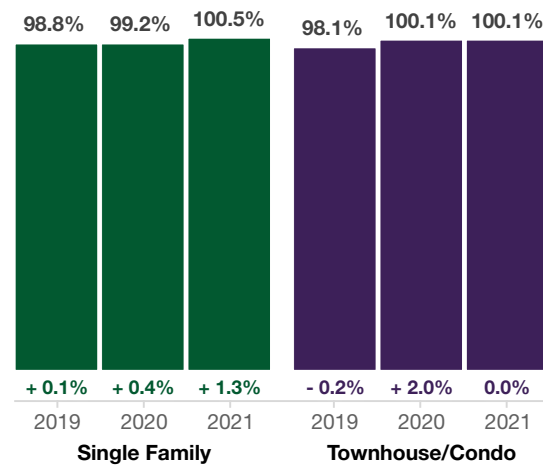
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June



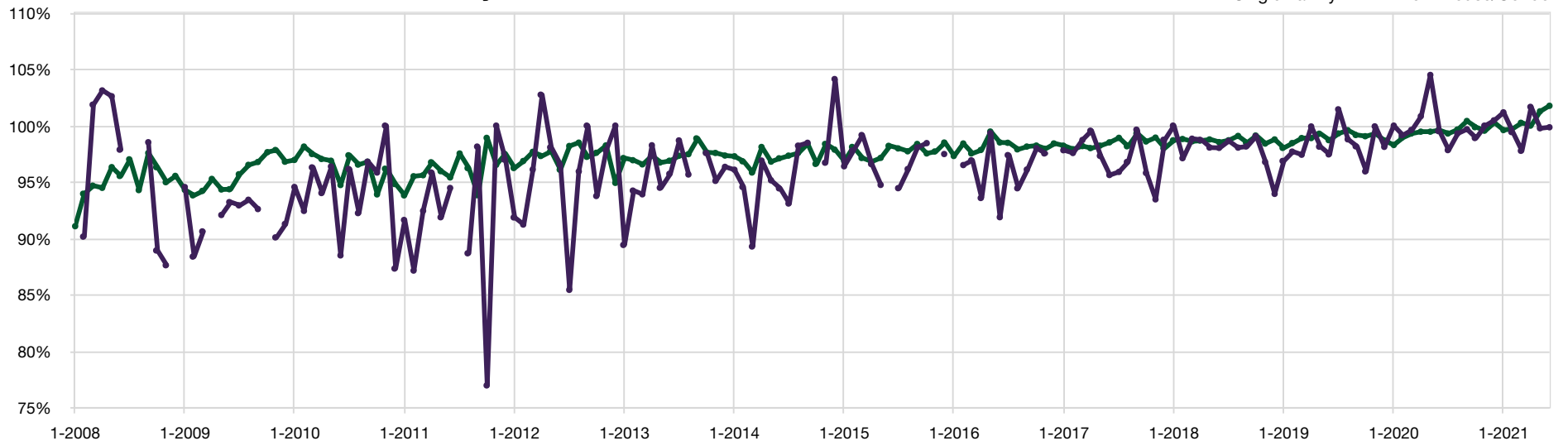
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2020	99.3%	0.0%	97.8%	- 3.6%
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%
12-Month Avg*	100.2%	+ 1.0%	99.8%	+ 0.6%

* 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

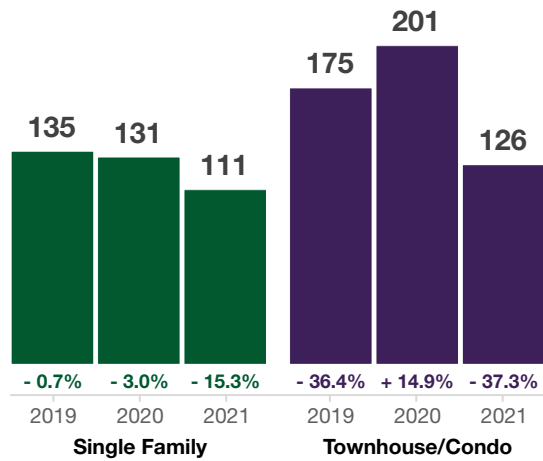


Housing Affordability Index

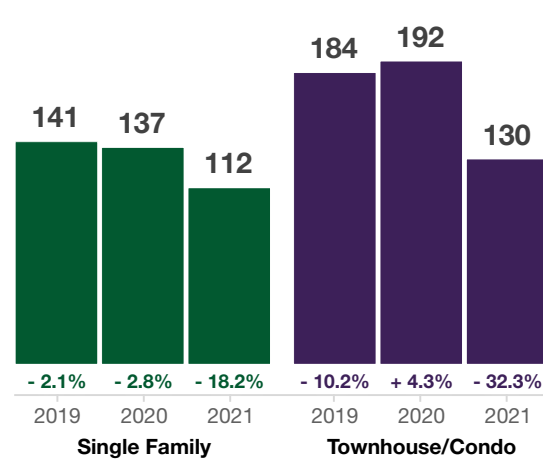


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

June

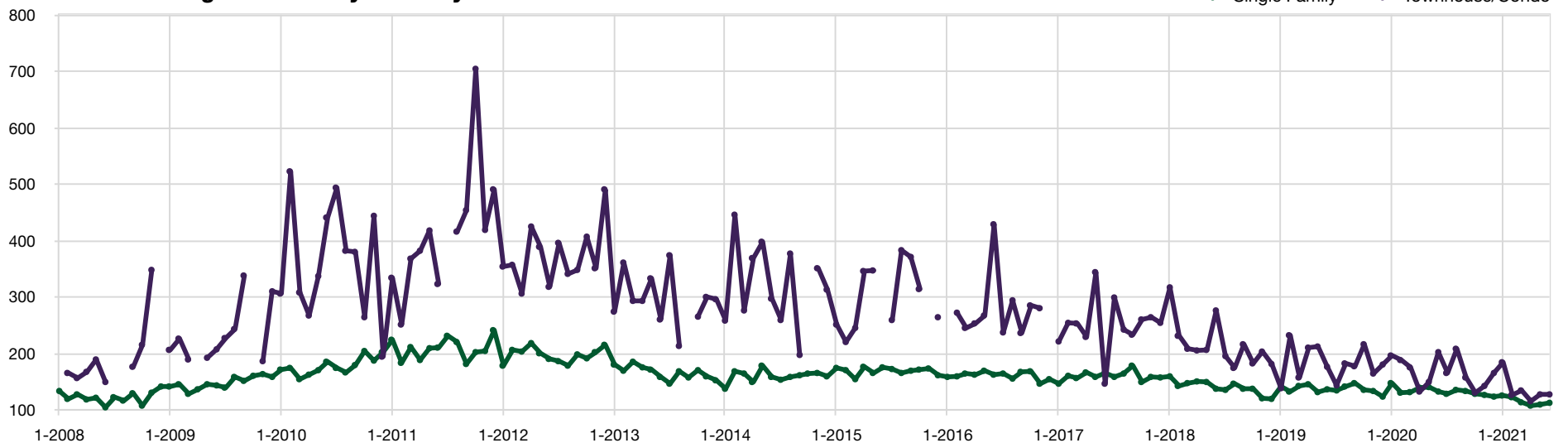


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2020	127	- 4.5%	164	+ 15.5%
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	108	- 22.3%	126	- 14.9%
6-2021	111	- 15.3%	126	- 37.3%
12-Month Avg	121	- 10.4%	147	- 15.5%

Historical Housing Affordability Index by Month

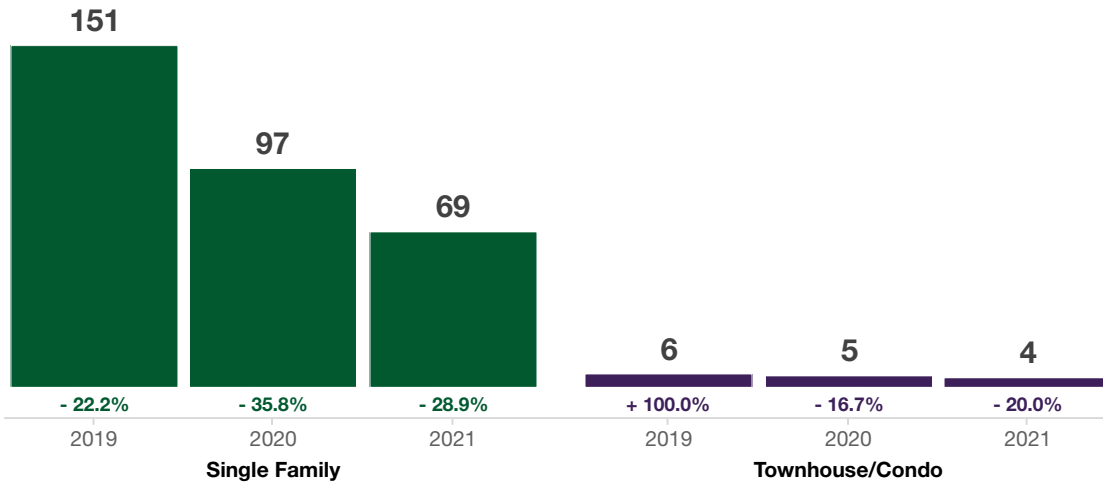


Inventory of Homes for Sale

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

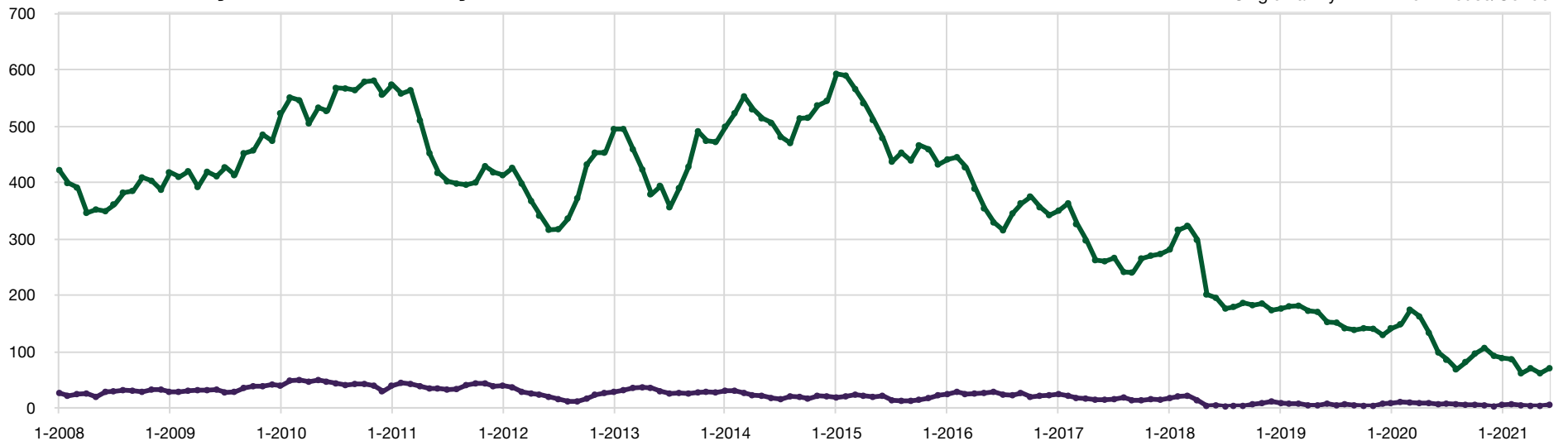


June



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2020	84	- 44.0%	6	+ 100.0%
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	60	- 54.5%	2	- 71.4%
6-2021	69	- 28.9%	4	- 20.0%
12-Month Avg	79	- 43.6%	4	- 20.0%

Historical Inventory of Homes for Sale by Month

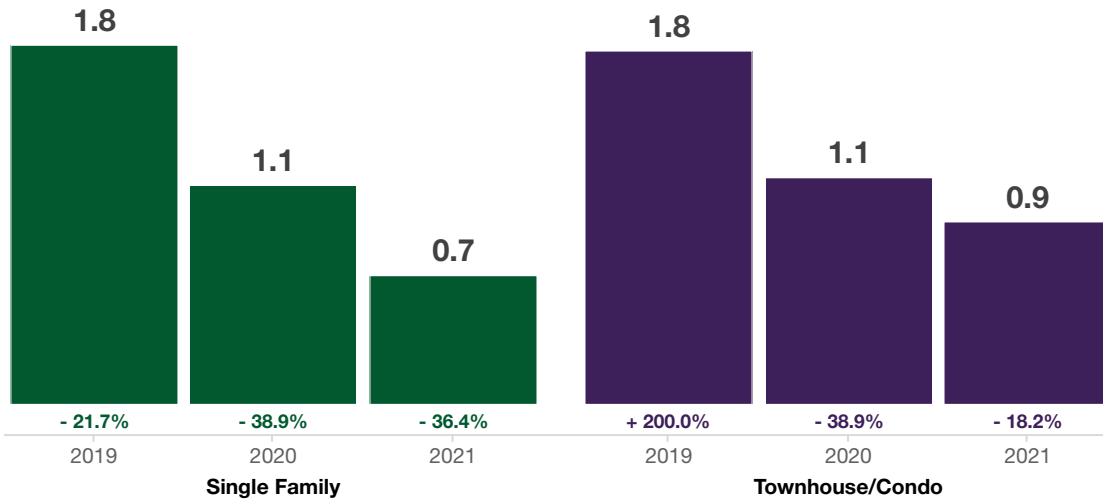


Months Supply of Inventory

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.



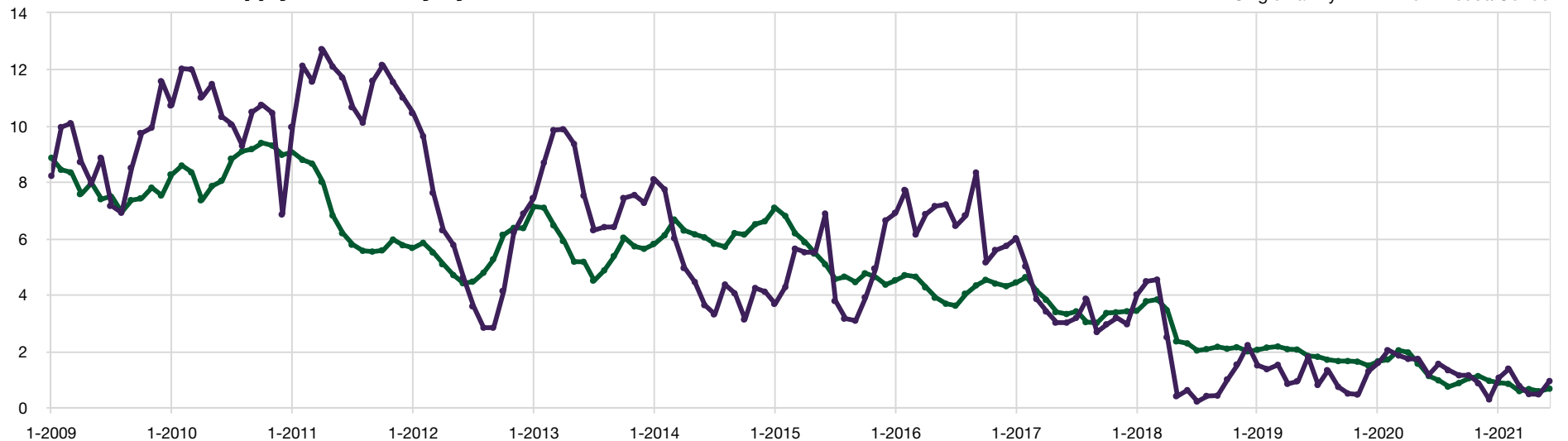
June



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2020	1.0	- 44.4%	1.5	+ 87.5%
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	0.7	- 36.4%	0.9	- 18.2%
12-Month Avg*	0.8	- 50.9%	0.9	- 25.2%

* 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 Townhouse/Condo listings in the MLS.

Key Metrics	Historical Sparkbars	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		113	136	+ 20.4%	663	732	+ 10.4%
Pending Sales		133	119	- 10.5%	601	705	+ 17.3%
Closed Sales		117	147	+ 25.6%	515	691	+ 34.2%
Days on Market Until Sale		39	11	- 71.8%	33	17	- 48.5%
Median Sales Price		\$243,000	\$292,000	+ 20.2%	\$235,000	\$290,000	+ 23.4%
Average Sales Price		\$258,660	\$306,216	+ 18.4%	\$257,017	\$306,211	+ 19.1%
Percent of List Price Received		99.6%	101.7%	+ 2.1%	99.3%	100.5%	+ 1.2%
Housing Affordability Index		132	112	- 15.2%	137	113	- 17.5%
Inventory of Homes for Sale		102	73	- 28.4%	—	—	—
Months Supply of Inventory		1.1	0.7	- 36.4%	—	—	—

Local Market Update – June 2021

A Research Tool Provided by Southern Arizona MLS.

Green Valley - North

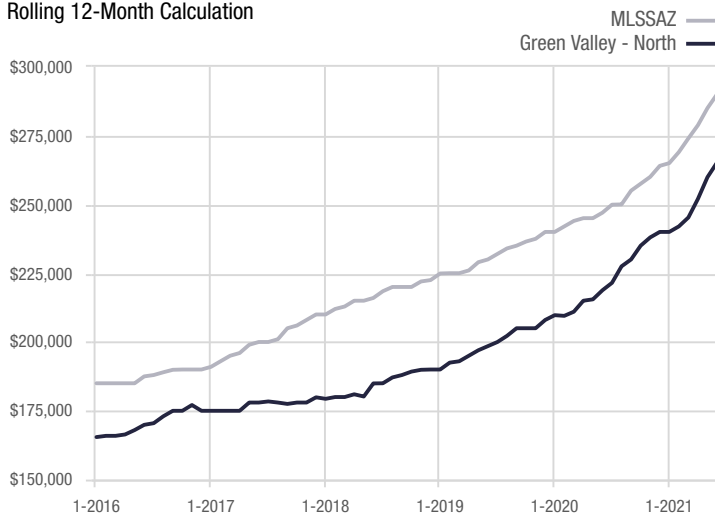
Single Family Key Metrics	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	60	92	+ 53.3%	369	439	+ 19.0%
Pending Sales	78	86	+ 10.3%	356	437	+ 22.8%
Closed Sales	66	94	+ 42.4%	298	410	+ 37.6%
Days on Market Until Sale	32	12	- 62.5%	33	19	- 42.4%
Median Sales Price*	\$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 Key Metrics	June			Year to Date		
	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	—	—	—	—	—	—

* 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.

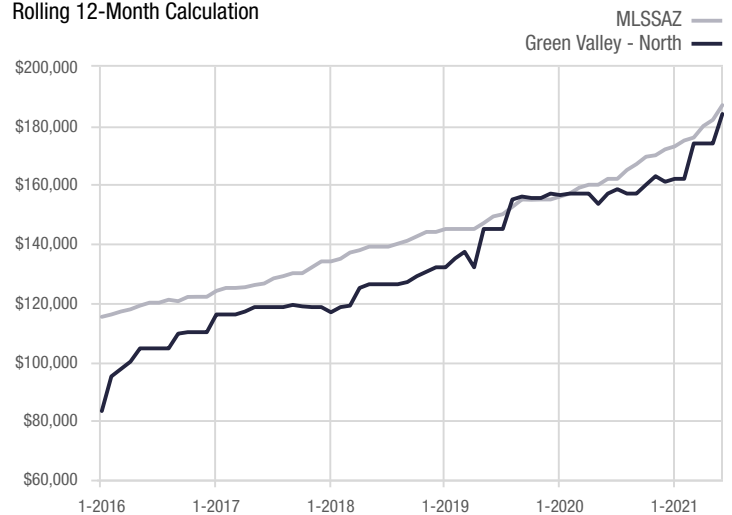
Median Sales Price - Single-Family

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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Green Valley - Northeast

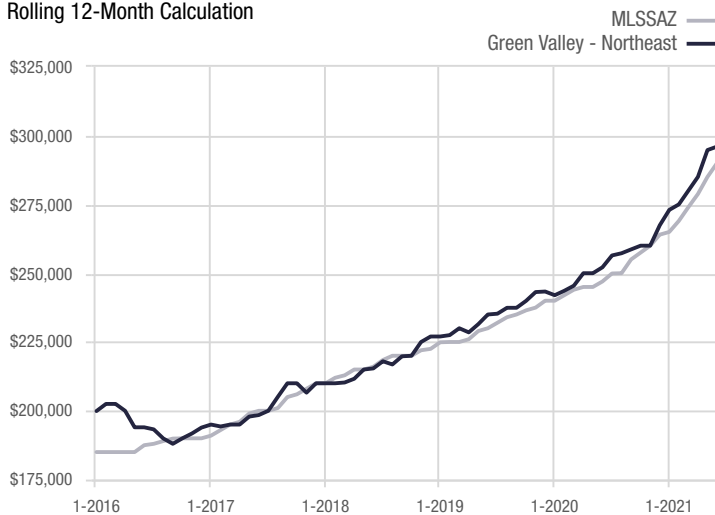
Single Family Key Metrics	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	48	37	- 22.9%	262	260	- 0.8%
Pending Sales	49	28	- 42.9%	224	239	+ 6.7%
Closed Sales	46	48	+ 4.3%	197	251	+ 27.4%
Days on Market Until Sale	49	9	- 81.6%	35	14	- 60.0%
Median Sales Price*	\$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 Key Metrics	June			Year to Date		
	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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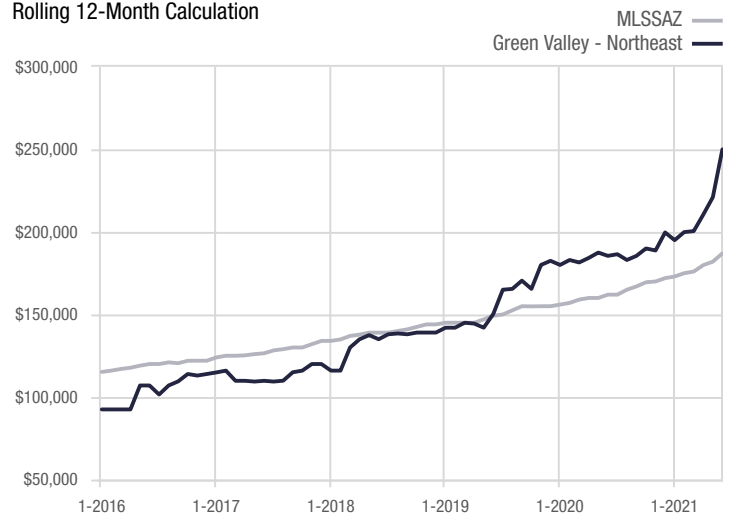
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Green Valley - Northwest

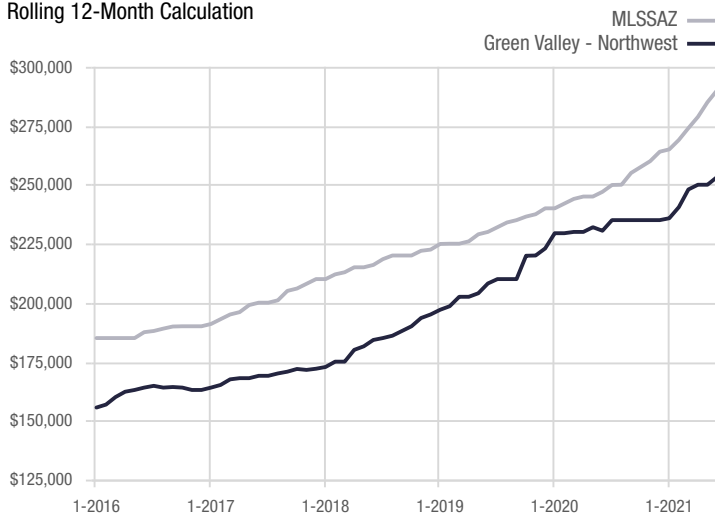
Single Family Key Metrics	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	9	20	+ 122.2%	130	133	+ 2.3%
Pending Sales	20	19	- 5.0%	102	135	+ 32.4%
Closed Sales	15	19	+ 26.7%	95	132	+ 38.9%
Days on Market Until Sale	73	21	- 71.2%	42	32	- 23.8%
Median Sales Price*	\$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 Key Metrics	June			Year to Date		
	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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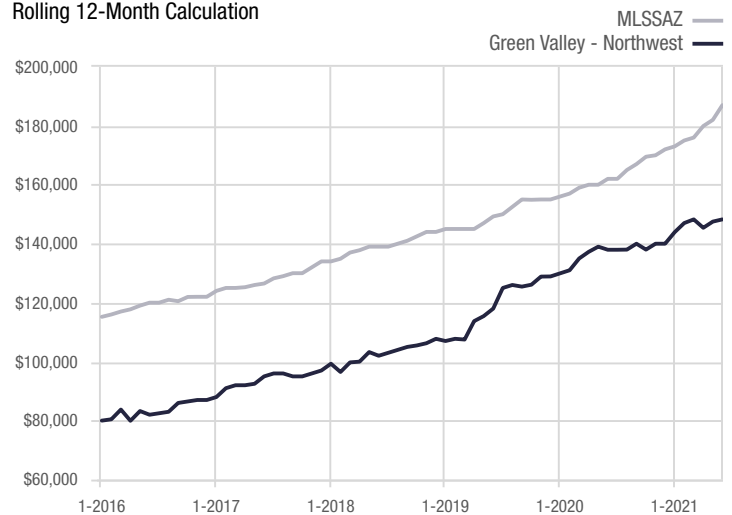
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Green Valley - Southeast

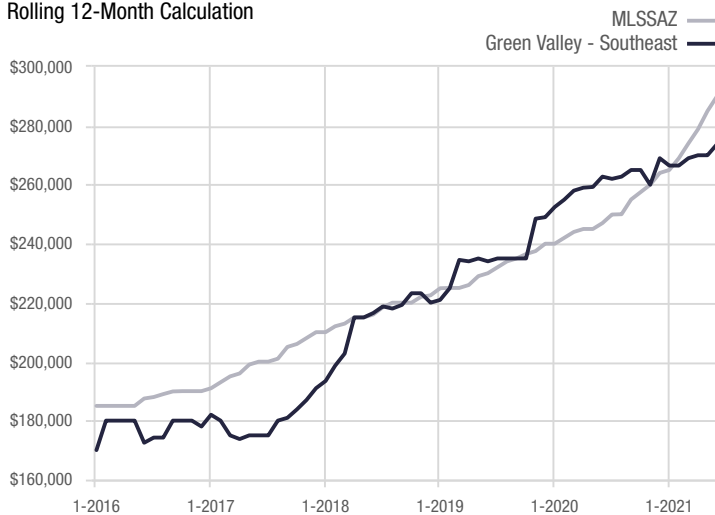
Single Family	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	8	9	+ 12.5%	69	72	+ 4.3%
Pending Sales	16	10	- 37.5%	65	75	+ 15.4%
Closed Sales	9	10	+ 11.1%	56	66	+ 17.9%
Days on Market Until Sale	84	20	- 76.2%	44	36	- 18.2%
Median Sales Price*	\$273,000	\$280,400	+ 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		
	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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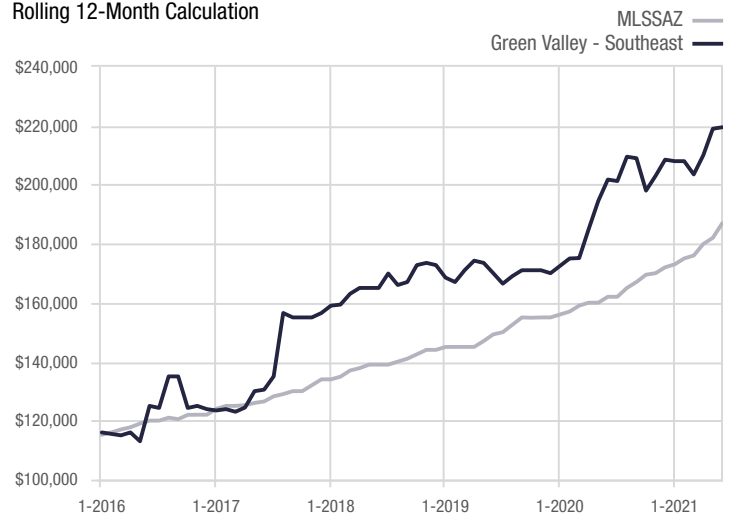
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – June 2021

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Green Valley - Southwest

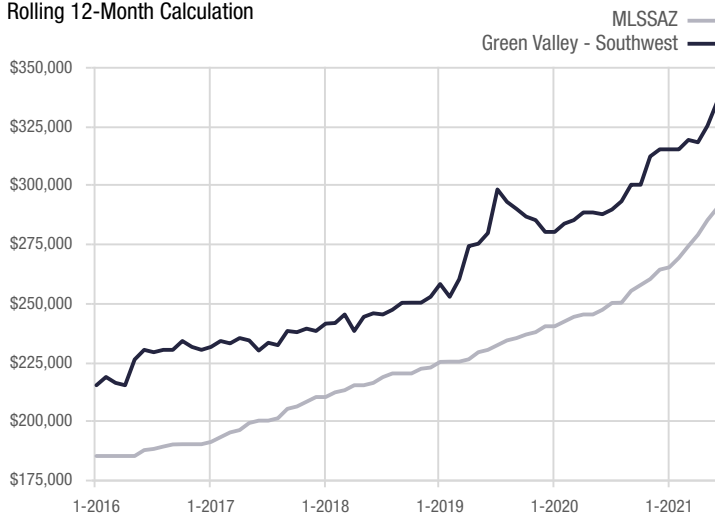
Single Family Key Metrics	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	14	14	0.0%	96	105	+ 9.4%
Pending Sales	7	9	+ 28.6%	76	114	+ 50.0%
Closed Sales	8	12	+ 50.0%	82	114	+ 39.0%
Days on Market Until Sale	62	17	- 72.6%	52	33	- 36.5%
Median Sales Price*	\$270,000	\$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 Key Metrics	June			Year to Date		
	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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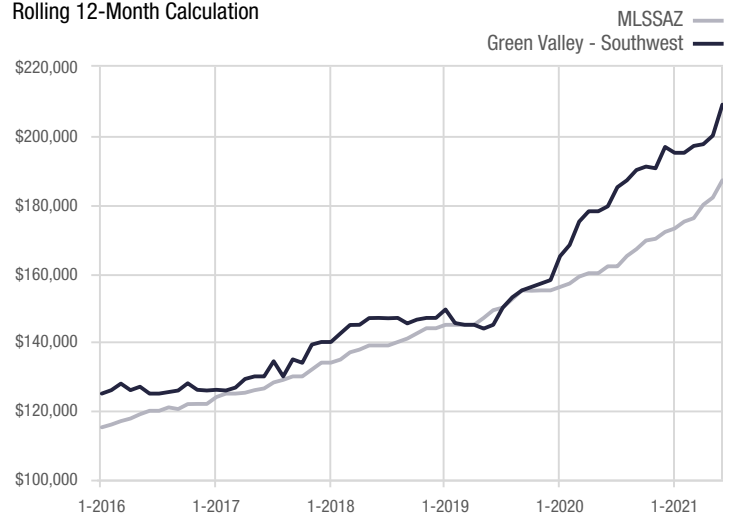
Median Sales Price - Single-Family

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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Santa Cruz County - Amado

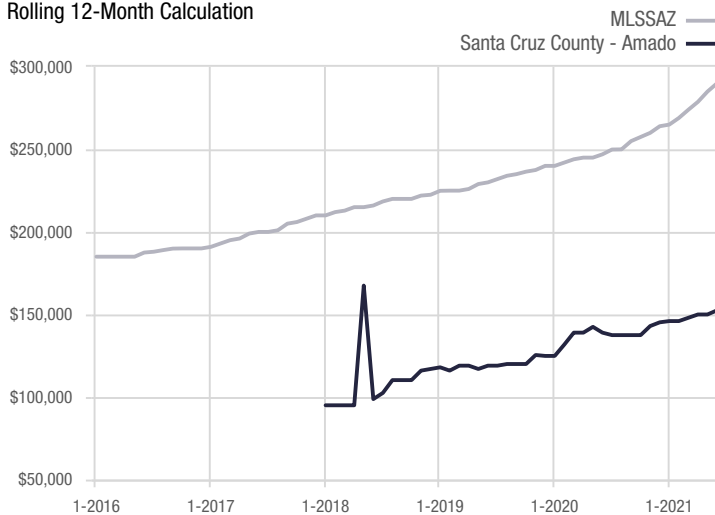
Single Family	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
New Listings	2	1	- 50.0%	5	4	- 20.0%
Pending Sales	1	0	- 100.0%	5	4	- 20.0%
Closed Sales	1	2	+ 100.0%	4	8	+ 100.0%
Days on Market Until Sale	67	21	- 68.7%	29	68	+ 134.5%
Median Sales Price*	\$86,500	\$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		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
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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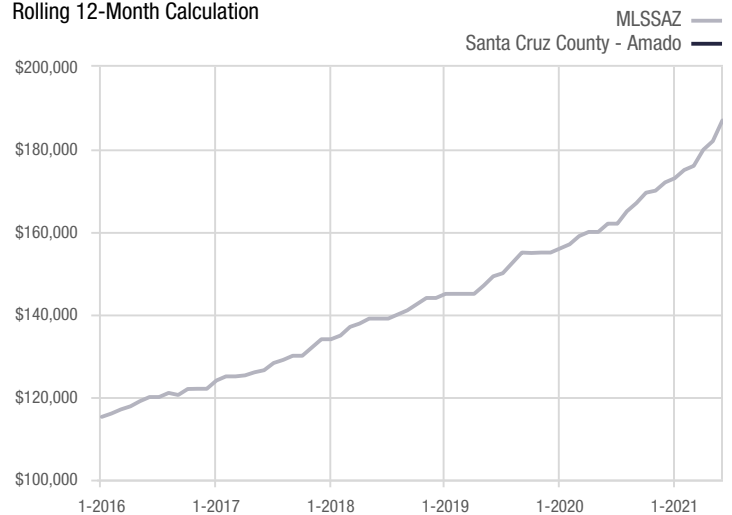
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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