

Monthly Indicators



October 2020

October continued to be busier than the calendar normally suggests. Buyer activity remains higher than normal for this time of year, while in many segments of the market housing supply remains much lower than one year ago. Multiple offers remain a common occurrence in many areas, keeping housing hot while the temperatures continue to fall.

New Listings increased 9.0 percent for Single Family and 8.8 percent for Townhouse/Condo. Pending Sales increased 27.4 percent for Single Family and 25.0 percent for Townhouse/Condo. Inventory decreased 41.5 percent for Single Family and 23.5 percent for Townhouse/Condo.

Median Sales Price increased 12.8 percent to \$282,000 for Single Family and 16.4 percent to \$185,000 for Townhouse/Condo. Days on Market decreased 48.6 percent for Single Family and 19.2 percent for Townhouse/Condo. Months Supply of Inventory decreased 40.9 percent for Single Family and 31.3 percent for Townhouse/Condo.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

Quick Facts

+ 18.1%

Change in
Closed Sales
All Properties

+ 13.4%

Change in
Median Sales Price
All Properties

- 39.7%

Change in
Homes for Sale
All Properties

This report covers residential real estate activity in the Tucson 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	10-2019	10-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		1,485	1,619	+ 9.0%	15,081	14,313	- 5.1%
Pending Sales		1,082	1,379	+ 27.4%	12,156	12,684	+ 4.3%
Closed Sales		1,187	1,341	+ 13.0%	11,805	11,853	+ 0.4%
Days on Market Until Sale		37	19	- 48.6%	41	32	- 22.0%
Median Sales Price		\$250,000	\$282,000	+ 12.8%	\$245,000	\$265,000	+ 8.2%
Average Sales Price		\$293,239	\$344,888	+ 17.6%	\$292,185	\$321,391	+ 10.0%
Percent of List Price Received		98.4%	99.8%	+ 1.4%	98.4%	99.1%	+ 0.7%
Housing Affordability Index		124	114	- 8.1%	127	121	- 4.7%
Inventory of Homes for Sale		2,590	1,516	- 41.5%	—	—	—
Months Supply of Inventory		2.2	1.3	- 40.9%	—	—	—

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.



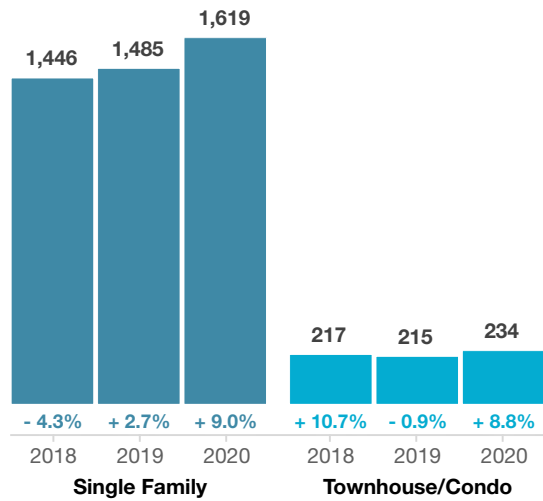
Key Metrics	Historical Sparkbars	10-2019	10-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		215	234	+ 8.8%	2,188	2,293	+ 4.8%
Pending Sales		180	225	+ 25.0%	1,899	2,013	+ 6.0%
Closed Sales		143	230	+ 60.8%	1,820	1,882	+ 3.4%
Days on Market Until Sale		26	21	- 19.2%	30	27	- 10.0%
Median Sales Price		\$159,000	\$185,000	+ 16.4%	\$156,900	\$170,000	+ 8.3%
Average Sales Price		\$176,550	\$206,724	+ 17.1%	\$172,194	\$191,283	+ 11.1%
Percent of List Price Received		98.3%	99.1%	+ 0.8%	98.2%	98.6%	+ 0.4%
Housing Affordability Index		195	173	- 11.3%	198	189	- 4.5%
Inventory of Homes for Sale		285	218	- 23.5%	—	—	—
Months Supply of Inventory		1.6	1.1	- 31.3%	—	—	—

New Listings

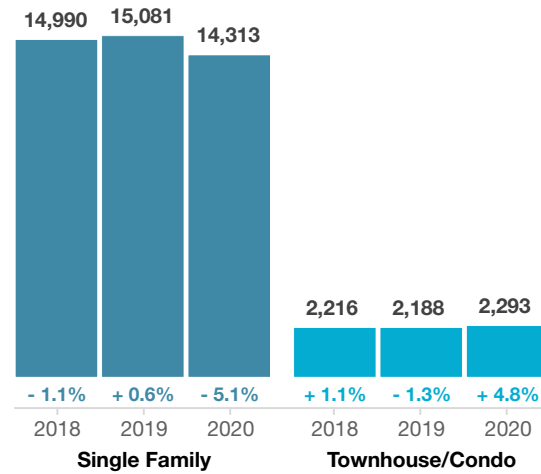
A count of the properties that have been newly listed on the market in a given month.



October

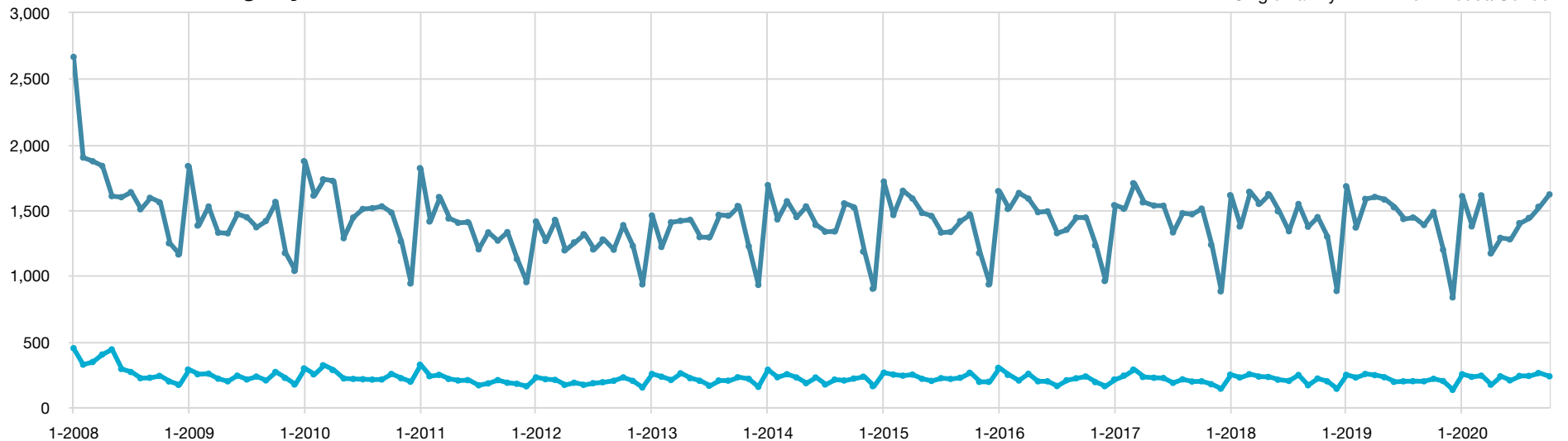


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	1,198	-7.7%	198	+1.0%
12-2019	835	-5.5%	131	-5.8%
1-2020	1,606	-4.5%	250	+2.0%
2-2020	1,376	+0.7%	230	+2.2%
3-2020	1,612	+1.7%	239	-5.2%
4-2020	1,170	-26.9%	170	-30.0%
5-2020	1,288	-18.5%	234	+3.1%
6-2020	1,277	-16.1%	203	+5.7%
7-2020	1,400	-2.2%	237	+20.9%
8-2020	1,440	-0.2%	237	+20.3%
9-2020	1,525	+10.0%	259	+32.1%
10-2020	1,619	+9.0%	234	+8.8%
12-Month Avg	1,362	-5.4%	219	+4.3%

Historical New Listings by Month

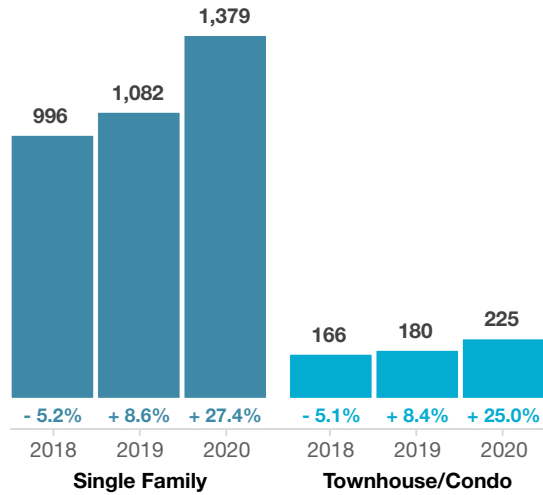


Pending Sales

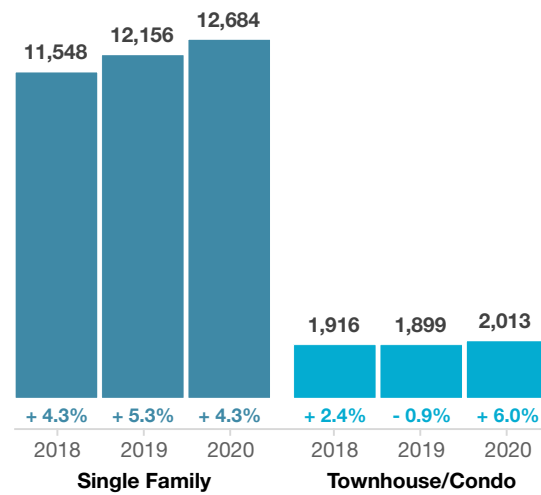
A count of the properties on which offers have been accepted in a given month.



October

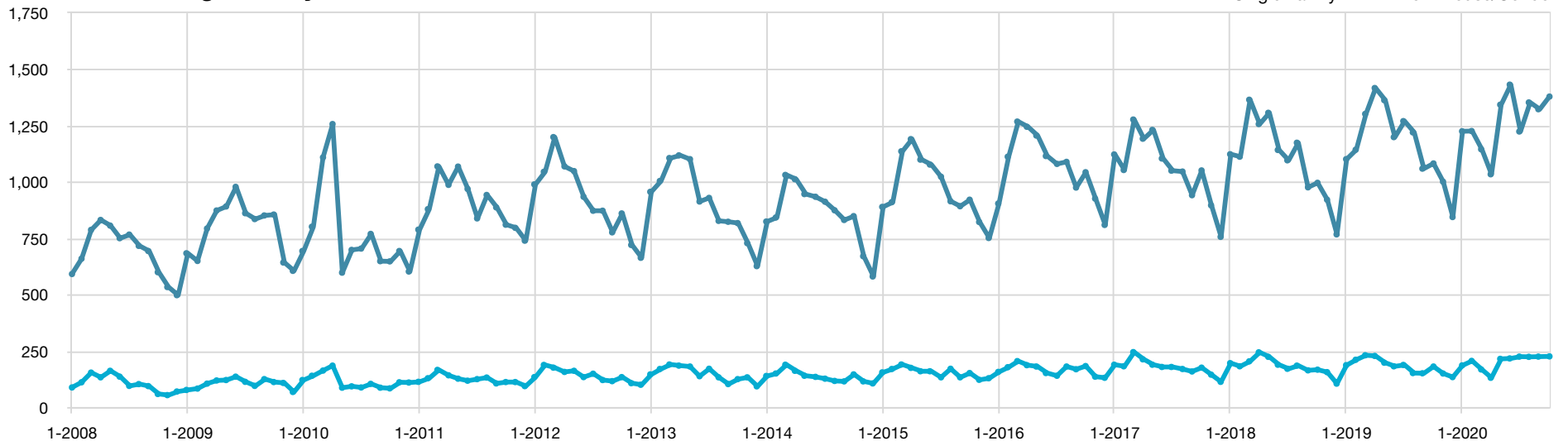


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	1,001	+ 8.7%	149	- 3.9%
12-2019	844	+ 10.0%	133	+ 27.9%
1-2020	1,225	+ 11.3%	185	- 0.5%
2-2020	1,226	+ 7.3%	205	- 2.4%
3-2020	1,145	- 12.1%	167	- 27.4%
4-2020	1,034	- 27.0%	130	- 42.7%
5-2020	1,343	- 1.5%	214	+ 8.6%
6-2020	1,432	+ 19.4%	216	+ 19.3%
7-2020	1,224	- 3.6%	224	+ 19.8%
8-2020	1,353	+ 10.9%	223	+ 47.7%
9-2020	1,323	+ 24.9%	224	+ 49.3%
10-2020	1,379	+ 27.4%	225	+ 25.0%
12-Month Avg	1,211	+ 4.9%	191	+ 6.1%

Historical Pending Sales by Month

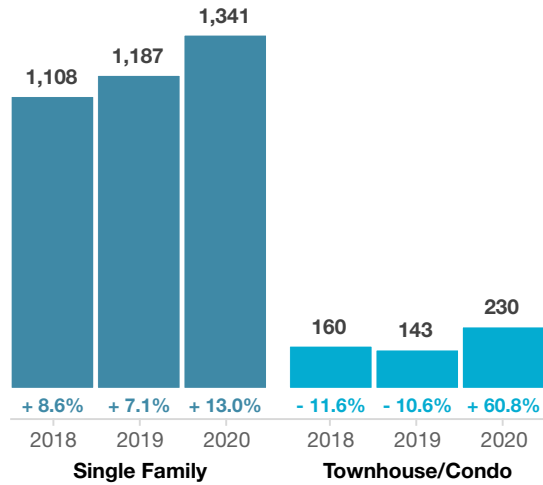


Closed Sales

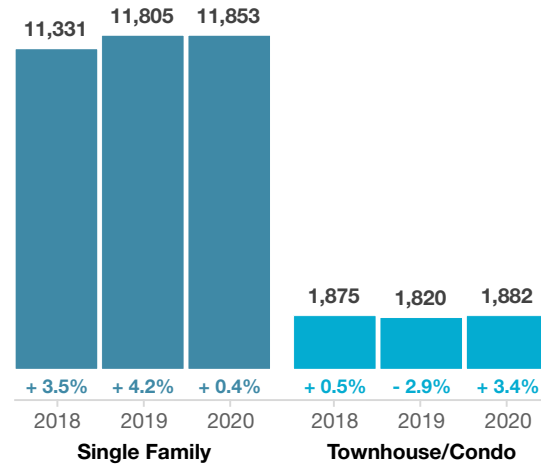
A count of the actual sales that closed in a given month.



October

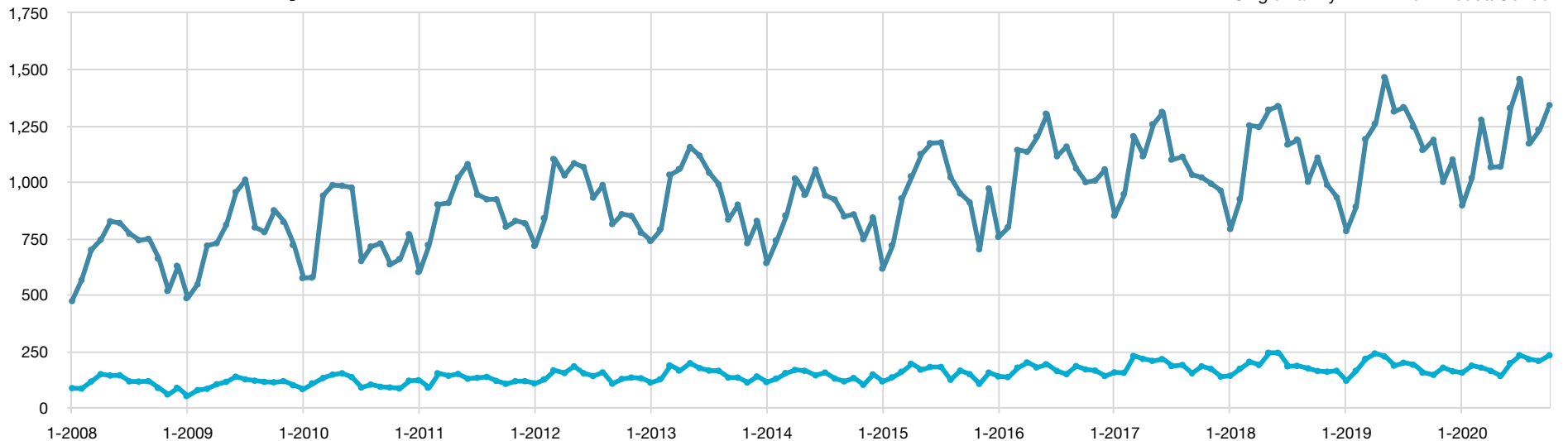


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	1,000	+ 1.3%	175	+ 11.5%
12-2019	1,099	+ 17.9%	159	- 1.2%
1-2020	896	+ 14.6%	153	+ 30.8%
2-2020	1,018	+ 14.4%	184	+ 14.3%
3-2020	1,276	+ 7.2%	175	- 18.2%
4-2020	1,066	- 15.3%	160	- 32.8%
5-2020	1,068	- 27.1%	138	- 38.7%
6-2020	1,328	+ 1.1%	195	+ 6.0%
7-2020	1,457	+ 9.4%	230	+ 16.8%
8-2020	1,171	- 6.0%	212	+ 12.8%
9-2020	1,232	+ 7.9%	205	+ 34.0%
10-2020	1,341	+ 13.0%	230	+ 60.8%
12-Month Avg	1,163	+ 1.7%	185	+ 3.9%

Historical Closed Sales by Month

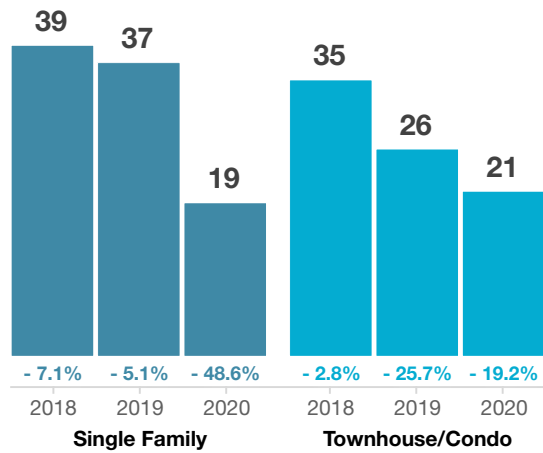


Days on Market Until Sale

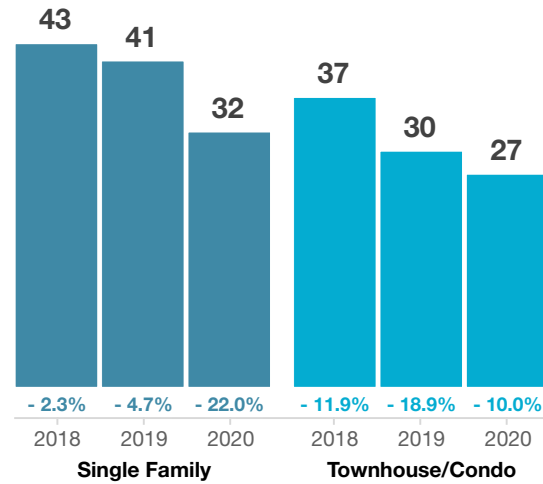
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



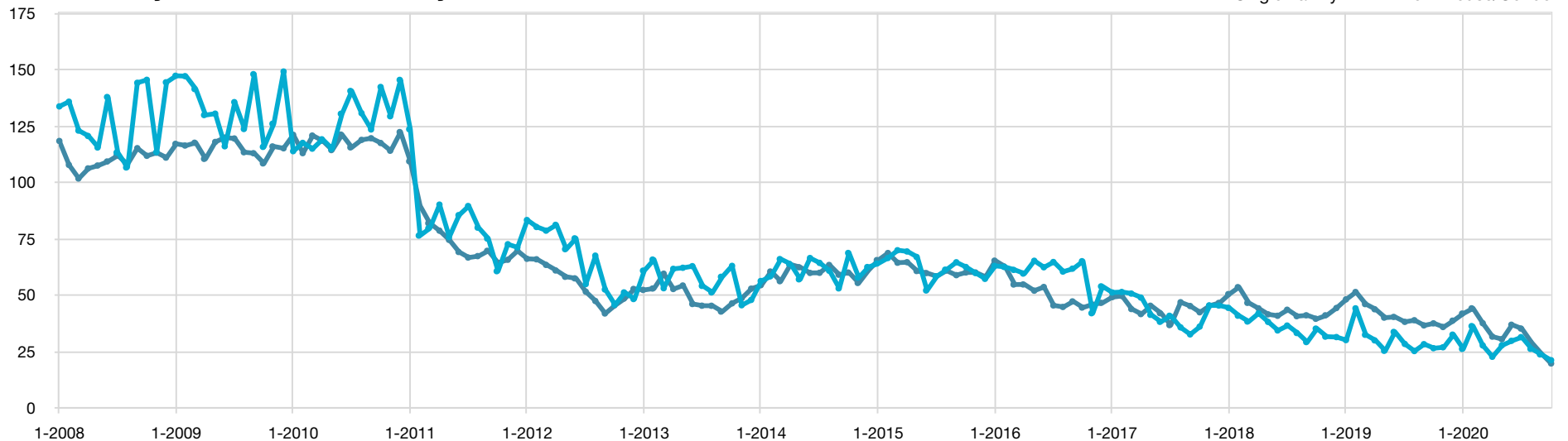
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	36	- 12.2%	27	- 12.9%
12-2019	38	- 13.6%	32	+ 3.2%
1-2020	42	- 12.5%	26	- 13.3%
2-2020	44	- 13.7%	36	- 18.2%
3-2020	37	- 19.6%	27	- 15.6%
4-2020	31	- 27.9%	22	- 26.7%
5-2020	30	- 25.0%	27	+ 8.0%
6-2020	37	- 7.5%	29	- 12.1%
7-2020	35	- 7.9%	31	+ 10.7%
8-2020	29	- 25.6%	26	+ 4.0%
9-2020	24	- 33.3%	23	- 17.9%
10-2020	19	- 48.6%	21	- 19.2%
12-Month Avg*	33	- 20.2%	27	- 9.4%

* Days on Market for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

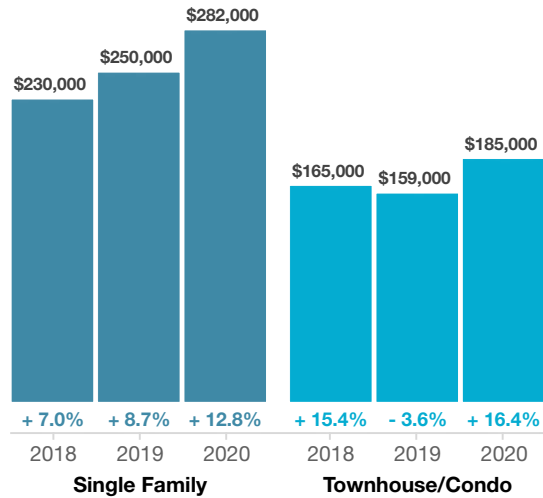


Median Sales Price

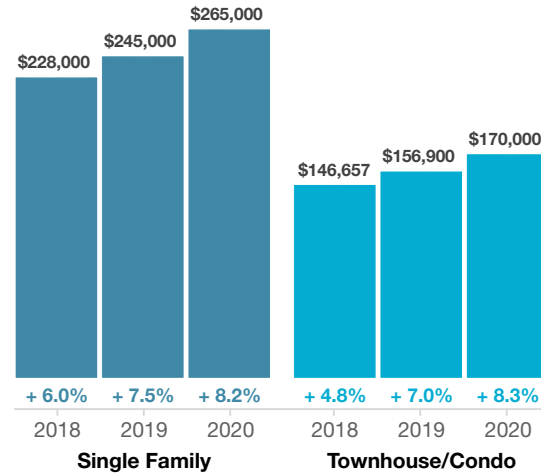
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



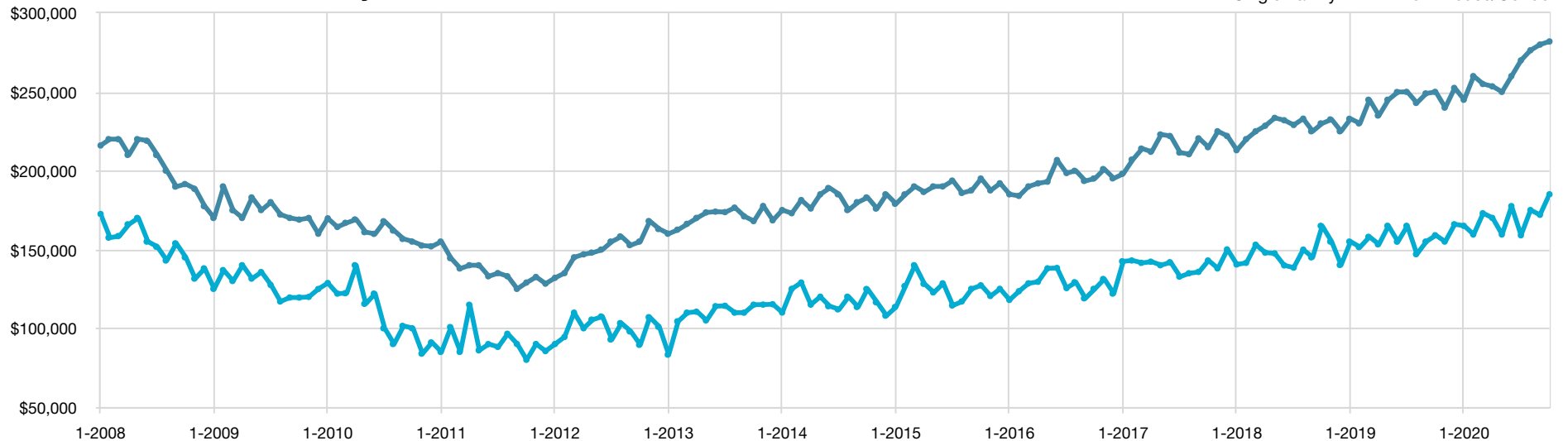
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	\$240,000	+ 3.2%	\$155,000	0.0%
12-2019	\$252,500	+ 12.2%	\$166,000	+ 18.4%
1-2020	\$245,000	+ 5.2%	\$165,000	+ 6.5%
2-2020	\$260,000	+ 13.0%	\$159,500	+ 5.3%
3-2020	\$255,000	+ 4.1%	\$173,000	+ 9.5%
4-2020	\$253,500	+ 7.9%	\$170,000	+ 10.9%
5-2020	\$250,000	+ 2.0%	\$159,500	- 3.3%
6-2020	\$260,000	+ 4.0%	\$177,500	+ 14.6%
7-2020	\$270,000	+ 8.0%	\$159,000	- 3.6%
8-2020	\$276,400	+ 13.7%	\$175,000	+ 19.0%
9-2020	\$280,000	+ 12.4%	\$172,000	+ 11.0%
10-2020	\$282,000	+ 12.8%	\$185,000	+ 16.4%
12-Month Avg*	\$262,000	+ 8.3%	\$170,000	+ 9.7%

* Median Sales Price for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

Historical Median Sales Price by Month

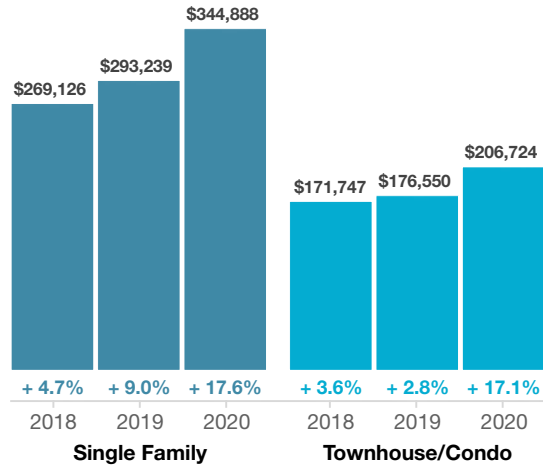


Average Sales Price

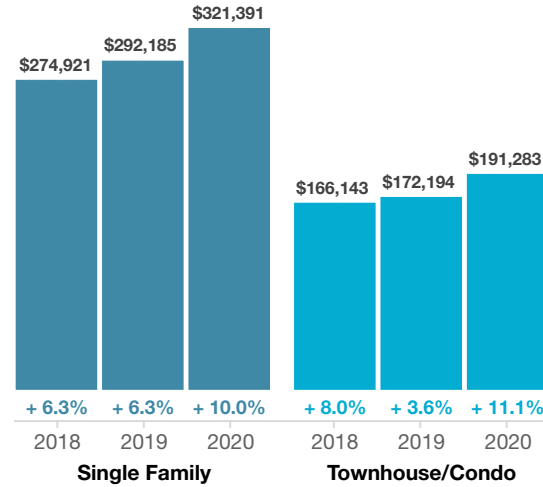
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



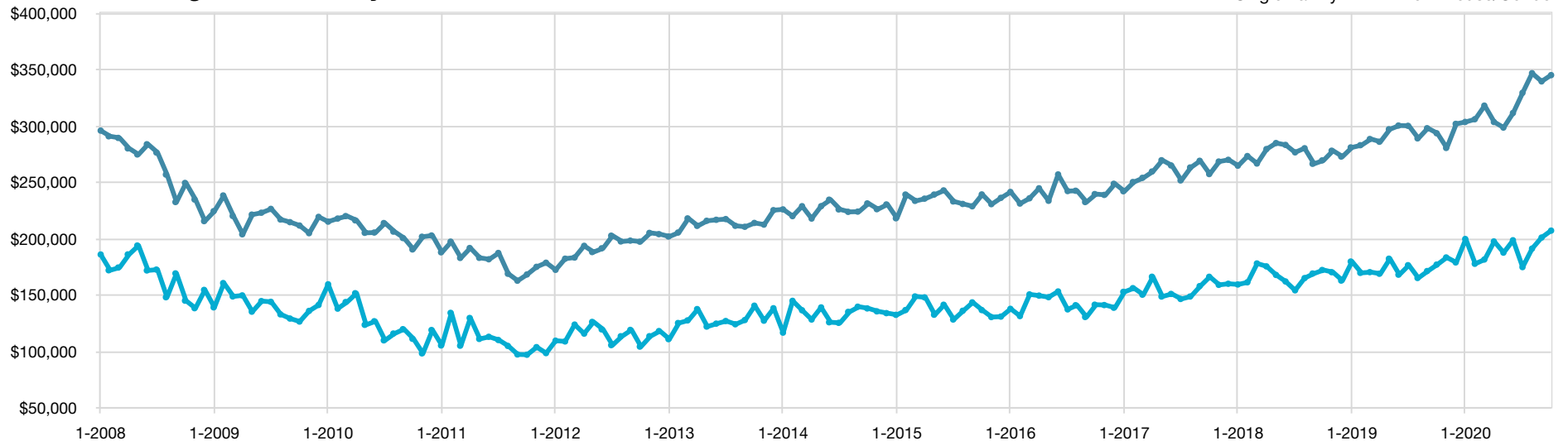
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	\$280,185	+ 0.9%	\$182,890	+ 7.7%
12-2019	\$301,576	+ 10.7%	\$178,484	+ 9.9%
1-2020	\$303,292	+ 8.1%	\$199,285	+ 11.2%
2-2020	\$305,699	+ 8.2%	\$177,275	+ 4.8%
3-2020	\$317,780	+ 10.3%	\$181,065	+ 6.6%
4-2020	\$303,238	+ 6.1%	\$197,093	+ 17.0%
5-2020	\$298,270	+ 0.5%	\$187,169	+ 3.0%
6-2020	\$311,229	+ 3.7%	\$198,164	+ 18.2%
7-2020	\$329,150	+ 9.8%	\$174,308	- 1.0%
8-2020	\$346,576	+ 20.1%	\$190,747	+ 15.8%
9-2020	\$339,308	+ 14.0%	\$200,568	+ 17.4%
10-2020	\$344,888	+ 17.6%	\$206,724	+ 17.1%
12-Month Avg*	\$316,876	+ 9.3%	\$189,702	+ 10.8%

* Avg. Sales Price for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month

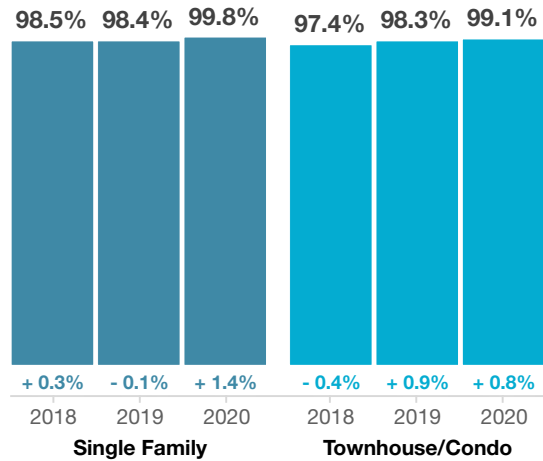


Percent of List Price Received

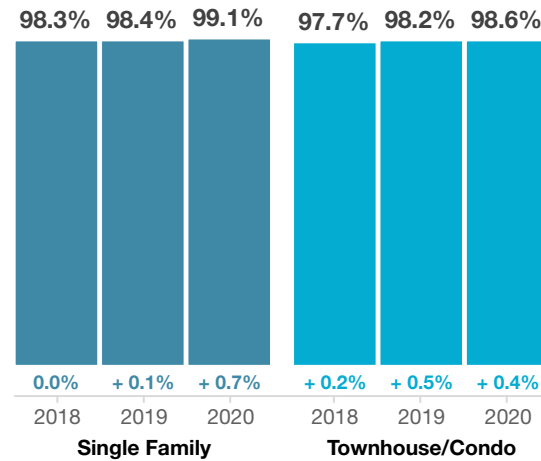
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



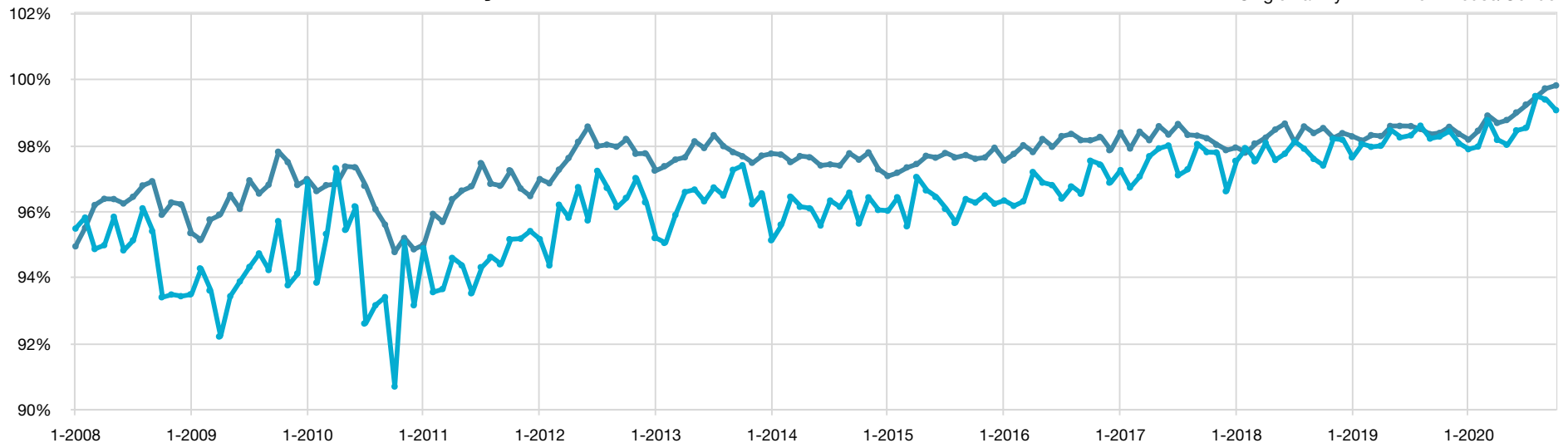
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	98.6%	+ 0.4%	98.4%	+ 0.2%
12-2019	98.3%	- 0.1%	98.1%	- 0.1%
1-2020	98.2%	- 0.1%	97.9%	+ 0.3%
2-2020	98.4%	+ 0.3%	98.0%	0.0%
3-2020	98.9%	+ 0.6%	98.8%	+ 0.9%
4-2020	98.7%	+ 0.4%	98.2%	+ 0.2%
5-2020	98.8%	+ 0.2%	98.0%	- 0.4%
6-2020	99.0%	+ 0.4%	98.4%	+ 0.2%
7-2020	99.2%	+ 0.6%	98.5%	+ 0.2%
8-2020	99.5%	+ 1.0%	99.5%	+ 0.9%
9-2020	99.7%	+ 1.4%	99.4%	+ 1.2%
10-2020	99.8%	+ 1.4%	99.1%	+ 0.8%
12-Month Avg*	99.0%	+ 0.6%	98.6%	+ 0.4%

* Pct. of List Price Received for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

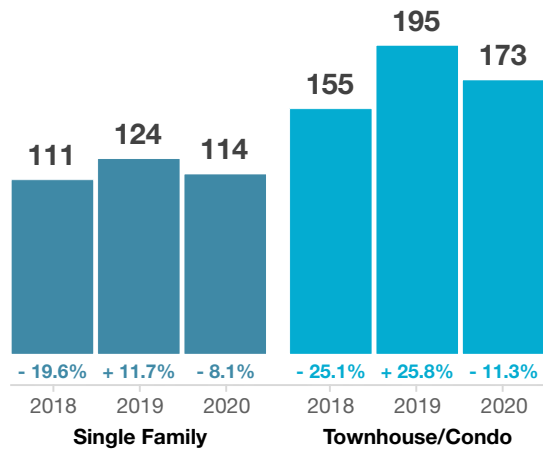


Housing Affordability Index

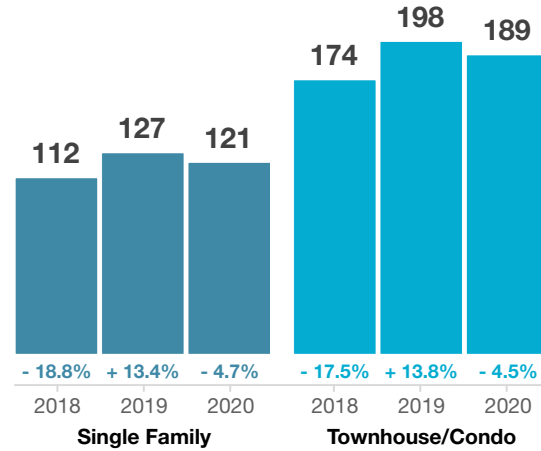
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October

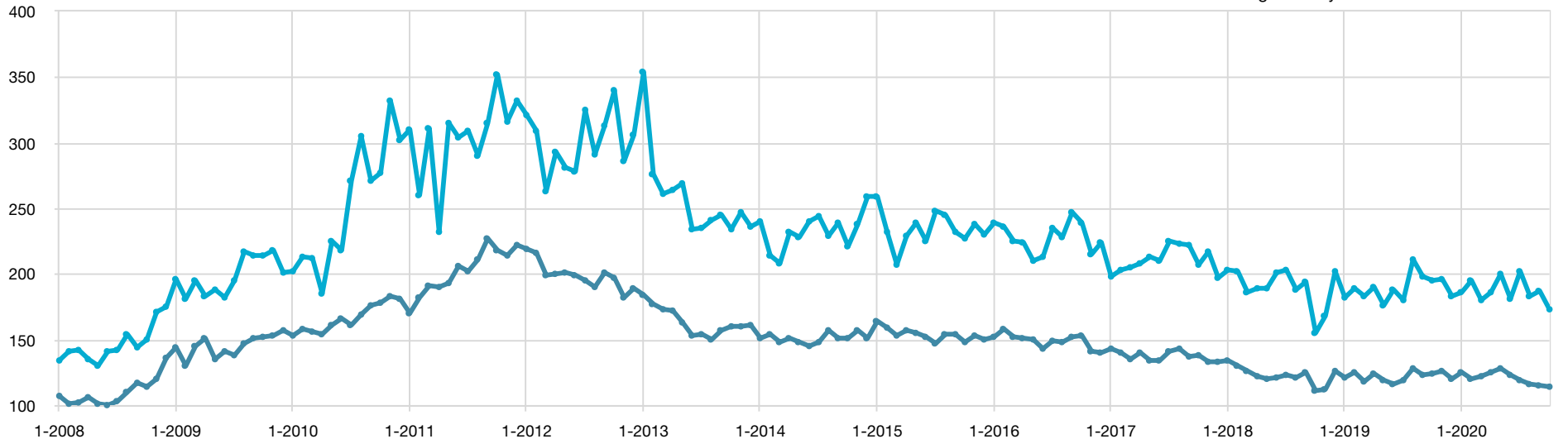


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	126	+ 12.5%	196	+ 16.7%
12-2019	120	- 4.8%	183	- 9.4%
1-2020	125	+ 3.3%	186	+ 2.2%
2-2020	120	- 4.0%	195	+ 3.2%
3-2020	122	+ 3.4%	180	- 1.6%
4-2020	125	+ 0.8%	186	- 2.1%
5-2020	128	+ 7.6%	200	+ 13.6%
6-2020	123	+ 6.0%	181	- 3.7%
7-2020	119	0.0%	202	+ 12.2%
8-2020	116	- 9.4%	183	- 13.3%
9-2020	115	- 6.5%	187	- 5.6%
10-2020	114	- 8.1%	173	- 11.3%
12-Month Avg	121	0.0%	188	- 0.5%

Historical Housing Affordability Index by Month

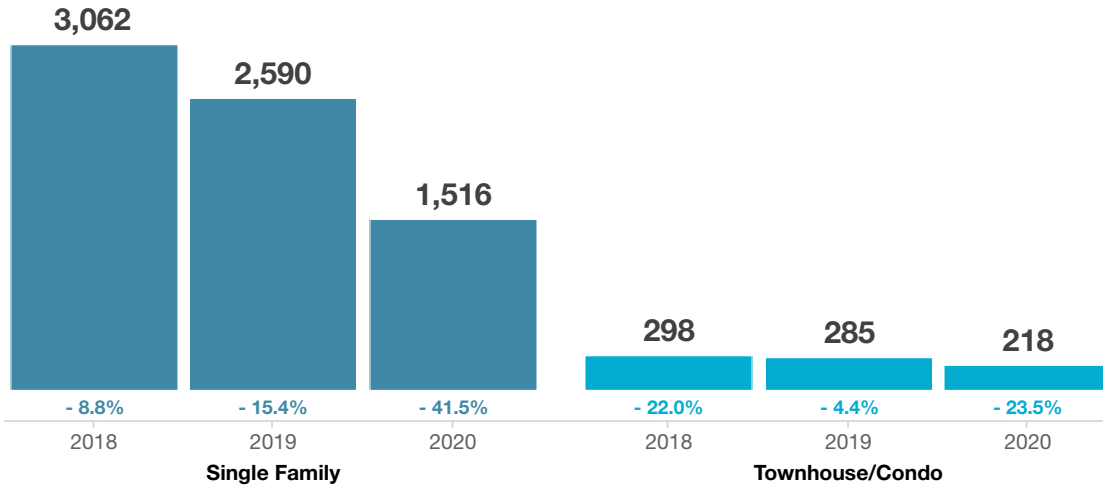


Inventory of Homes for Sale

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

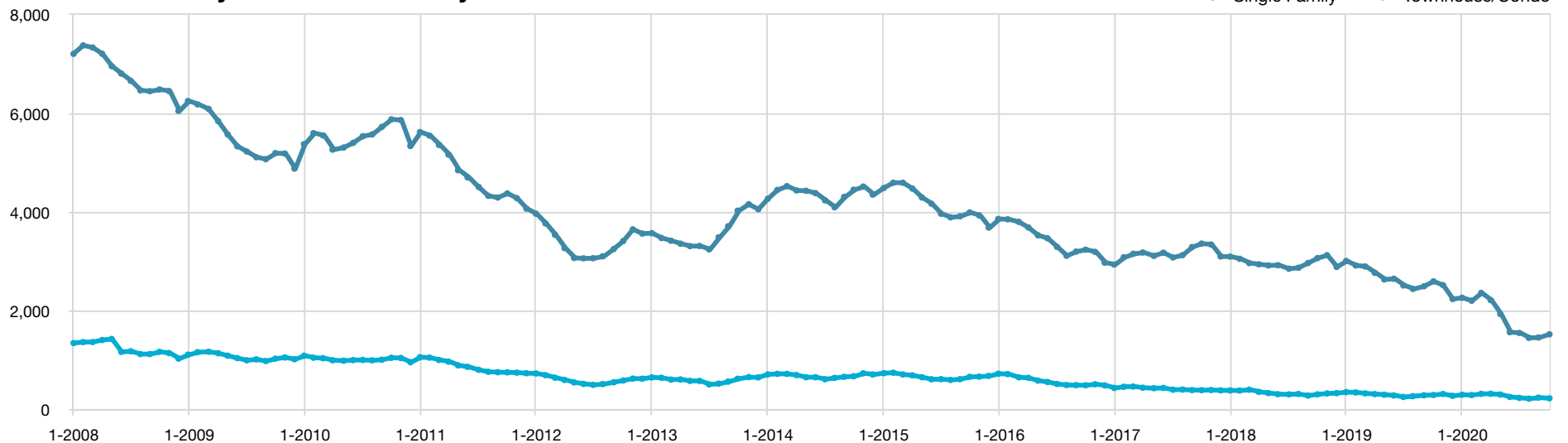


October



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	2,513	- 19.5%	305	- 3.5%
12-2019	2,232	- 22.6%	268	- 16.8%
1-2020	2,257	- 24.9%	289	- 15.7%
2-2020	2,197	- 24.6%	283	- 16.0%
3-2020	2,356	- 18.5%	308	- 2.8%
4-2020	2,210	- 20.0%	309	+ 2.0%
5-2020	1,929	- 26.6%	294	+ 1.0%
6-2020	1,559	- 41.0%	245	- 10.9%
7-2020	1,544	- 38.4%	226	- 7.8%
8-2020	1,444	- 40.7%	211	- 19.2%
9-2020	1,451	- 41.7%	231	- 17.2%
10-2020	1,516	- 41.5%	218	- 23.5%
12-Month Avg	1,934	- 29.4%	266	- 10.7%

Historical Inventory of Homes for Sale by Month

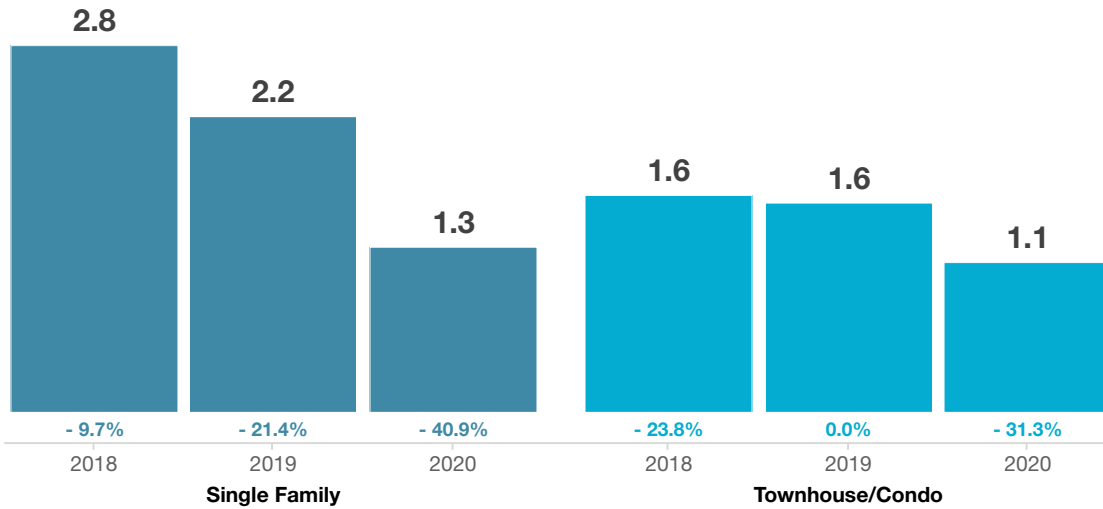


Months Supply of Inventory

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.



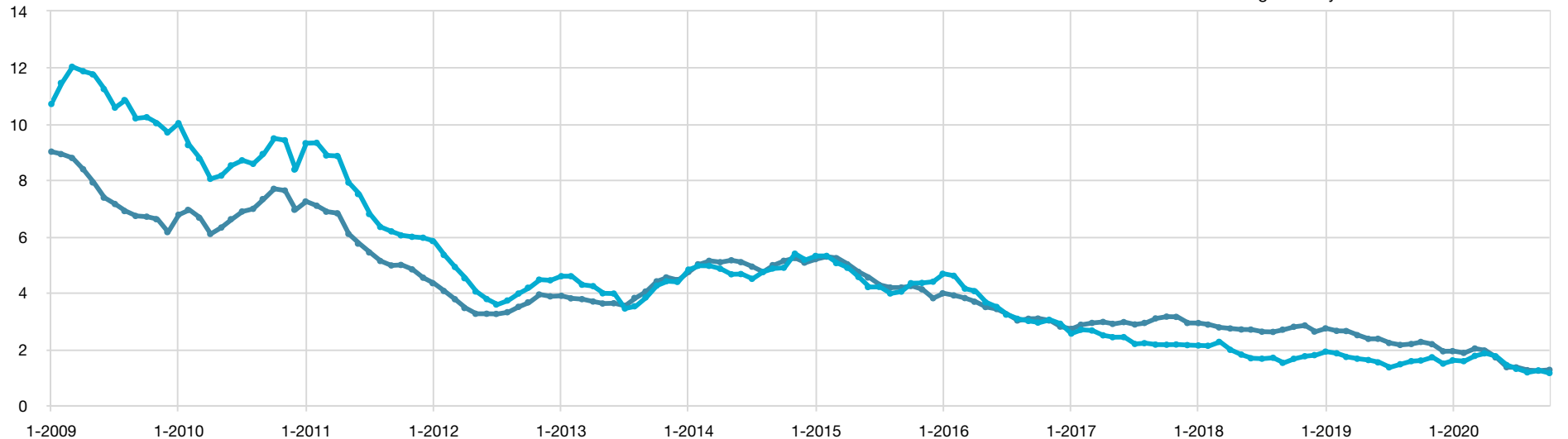
October



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
11-2019	2.2	- 21.4%	1.7	0.0%
12-2019	1.9	- 26.9%	1.5	- 16.7%
1-2020	1.9	- 29.6%	1.6	- 15.8%
2-2020	1.9	- 26.9%	1.6	- 11.1%
3-2020	2.0	- 23.1%	1.8	+ 5.9%
4-2020	1.9	- 24.0%	1.8	+ 12.5%
5-2020	1.7	- 29.2%	1.7	+ 6.3%
6-2020	1.3	- 45.8%	1.4	- 6.7%
7-2020	1.3	- 40.9%	1.3	0.0%
8-2020	1.2	- 42.9%	1.2	- 20.0%
9-2020	1.2	- 45.5%	1.2	- 25.0%
10-2020	1.3	- 40.9%	1.1	- 31.3%
12-Month Avg*	1.7	- 32.3%	1.5	- 9.0%

* Months Supply for all properties from November 2019 through October 2020. 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	10-2019	10-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		1,700	1,853	+ 9.0%	17,269	16,606	- 3.8%
Pending Sales		1,262	1,604	+ 27.1%	14,055	14,697	+ 4.6%
Closed Sales		1,330	1,571	+ 18.1%	13,625	13,735	+ 0.8%
Days on Market Until Sale		36	20	- 44.4%	40	32	- 20.0%
Median Sales Price		\$238,000	\$270,000	+ 13.4%	\$232,000	\$252,538	+ 8.9%
Average Sales Price		\$280,693	\$324,647	+ 15.7%	\$276,156	\$303,560	+ 9.9%
Percent of List Price Received		98.4%	99.7%	+ 1.3%	98.4%	99.0%	+ 0.6%
Housing Affordability Index		131	119	- 9.2%	134	127	- 5.2%
Inventory of Homes for Sale		2,875	1,734	- 39.7%	—	—	—
Months Supply of Inventory		2.2	1.2	- 45.5%	—	—	—

Local Market Update – October 2020

A Research Tool Provided by Southern Arizona MLS.



Tucson - Central

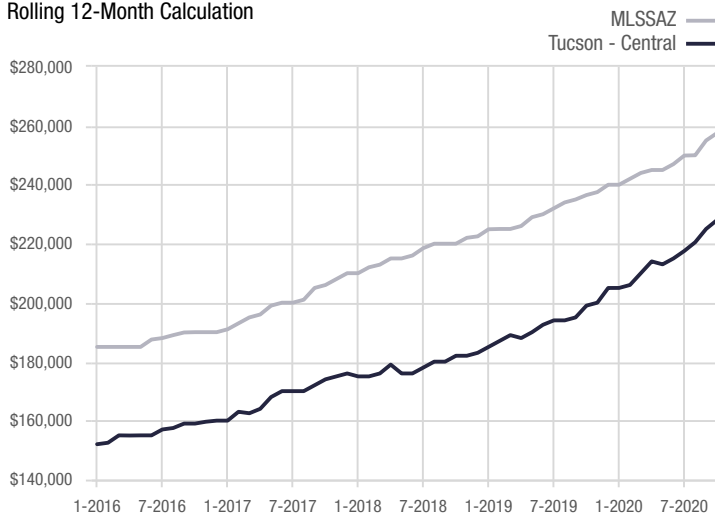
Single Family Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	239	246	+ 2.9%	2,323	2,234	- 3.8%
Pending Sales	168	187	+ 11.3%	1,734	1,831	+ 5.6%
Closed Sales	162	190	+ 17.3%	1,670	1,721	+ 3.1%
Days on Market Until Sale	28	18	- 35.7%	32	29	- 9.4%
Median Sales Price*	\$220,000	\$250,000	+ 13.6%	\$203,778	\$230,000	+ 12.9%
Average Sales Price*	\$243,340	\$286,043	+ 17.5%	\$233,298	\$259,247	+ 11.1%
Percent of List Price Received*	97.8%	99.7%	+ 1.9%	98.0%	99.1%	+ 1.1%
Inventory of Homes for Sale	374	259	- 30.7%	—	—	—
Months Supply of Inventory	2.3	1.5	- 34.8%	—	—	—

Townhouse/Condo/Duplex Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	37	53	+ 43.2%	457	515	+ 12.7%
Pending Sales	39	48	+ 23.1%	382	423	+ 10.7%
Closed Sales	22	41	+ 86.4%	365	388	+ 6.3%
Days on Market Until Sale	16	12	- 25.0%	29	25	- 13.8%
Median Sales Price*	\$125,000	\$165,000	+ 32.0%	\$133,000	\$145,700	+ 9.5%
Average Sales Price*	\$136,809	\$169,439	+ 23.9%	\$141,521	\$154,890	+ 9.4%
Percent of List Price Received*	98.7%	99.1%	+ 0.4%	97.8%	98.3%	+ 0.5%
Inventory of Homes for Sale	55	64	+ 16.4%	—	—	—
Months Supply of Inventory	1.5	1.6	+ 6.7%	—	—	—

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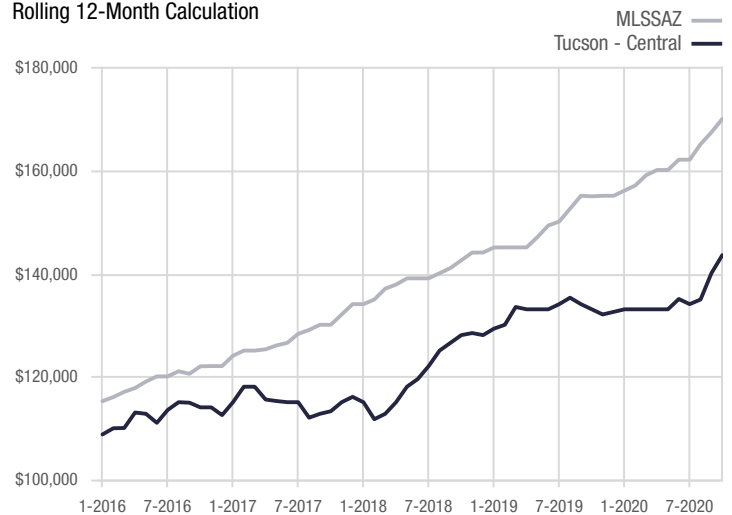
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2020

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Tucson - East

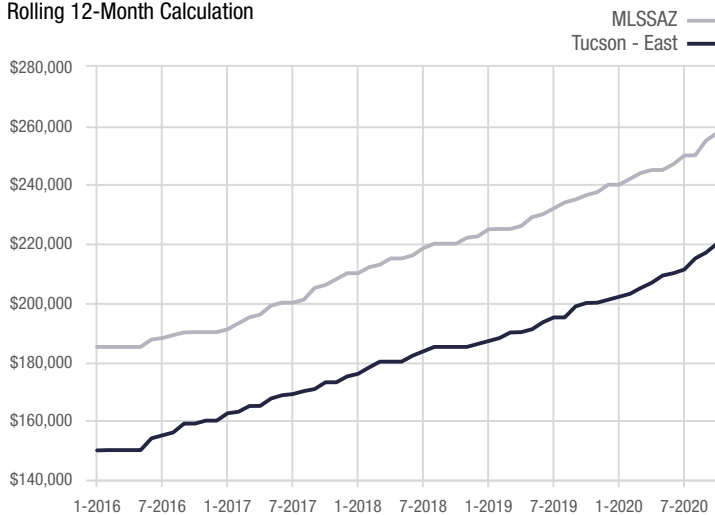
Single Family Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	153	200	+ 30.7%	1,546	1,587	+ 2.7%
Pending Sales	119	159	+ 33.6%	1,336	1,416	+ 6.0%
Closed Sales	138	160	+ 15.9%	1,294	1,322	+ 2.2%
Days on Market Until Sale	24	8	- 66.7%	29	21	- 27.6%
Median Sales Price*	\$205,000	\$239,950	+ 17.0%	\$200,000	\$223,750	+ 11.9%
Average Sales Price*	\$219,646	\$254,738	+ 16.0%	\$217,366	\$239,348	+ 10.1%
Percent of List Price Received*	99.1%	101.2%	+ 2.1%	98.9%	99.7%	+ 0.8%
Inventory of Homes for Sale	180	150	- 16.7%	—	—	—
Months Supply of Inventory	1.4	1.1	- 21.4%	—	—	—

Townhouse/Condo/Duplex Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	32	42	+ 31.3%	315	354	+ 12.4%
Pending Sales	32	35	+ 9.4%	280	327	+ 16.8%
Closed Sales	31	33	+ 6.5%	261	302	+ 15.7%
Days on Market Until Sale	19	8	- 57.9%	22	26	+ 18.2%
Median Sales Price*	\$130,000	\$145,000	+ 11.5%	\$125,000	\$145,000	+ 16.0%
Average Sales Price*	\$129,289	\$145,383	+ 12.4%	\$120,884	\$140,046	+ 15.9%
Percent of List Price Received*	98.5%	100.8%	+ 2.3%	98.5%	99.4%	+ 0.9%
Inventory of Homes for Sale	40	37	- 7.5%	—	—	—
Months Supply of Inventory	1.5	1.2	- 20.0%	—	—	—

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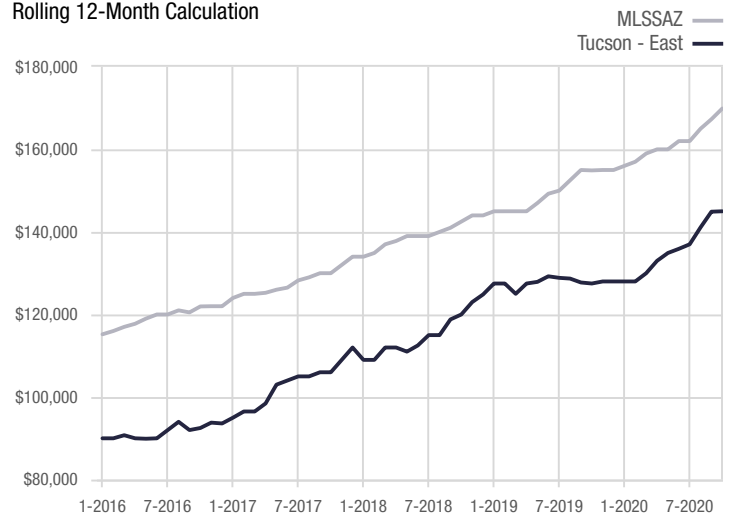
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - North

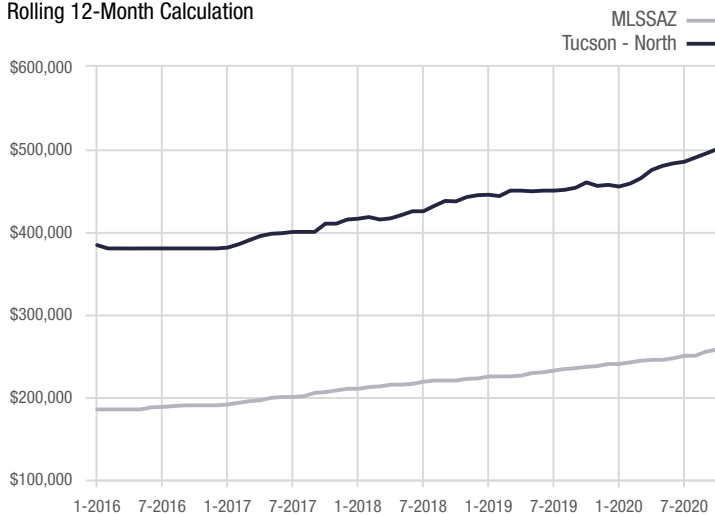
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	132	133	+ 0.8%	1,364	1,274	- 6.6%
Pending Sales	86	115	+ 33.7%	943	1,029	+ 9.1%
Closed Sales	76	110	+ 44.7%	917	978	+ 6.7%
Days on Market Until Sale	51	29	- 43.1%	52	41	- 21.2%
Median Sales Price*	\$479,500	\$525,000	+ 9.5%	\$460,000	\$512,250	+ 11.4%
Average Sales Price*	\$530,179	\$593,185	+ 11.9%	\$532,090	\$585,040	+ 10.0%
Percent of List Price Received*	97.0%	98.6%	+ 1.6%	97.4%	98.0%	+ 0.6%
Inventory of Homes for Sale	307	170	- 44.6%	—	—	—
Months Supply of Inventory	3.5	1.8	- 48.6%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	66	61	- 7.6%	631	630	- 0.2%
Pending Sales	52	67	+ 28.8%	538	558	+ 3.7%
Closed Sales	37	67	+ 81.1%	526	521	- 1.0%
Days on Market Until Sale	24	23	- 4.2%	33	30	- 9.1%
Median Sales Price*	\$175,000	\$214,000	+ 22.3%	\$179,700	\$199,900	+ 11.2%
Average Sales Price*	\$196,191	\$260,113	+ 32.6%	\$206,883	\$229,172	+ 10.8%
Percent of List Price Received*	97.6%	98.2%	+ 0.6%	98.0%	98.3%	+ 0.3%
Inventory of Homes for Sale	89	53	- 40.4%	—	—	—
Months Supply of Inventory	1.7	1.0	- 41.2%	—	—	—

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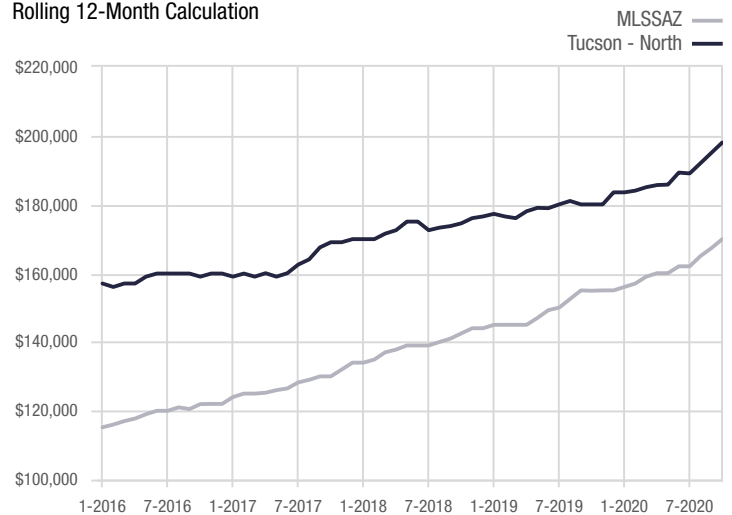
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Northeast

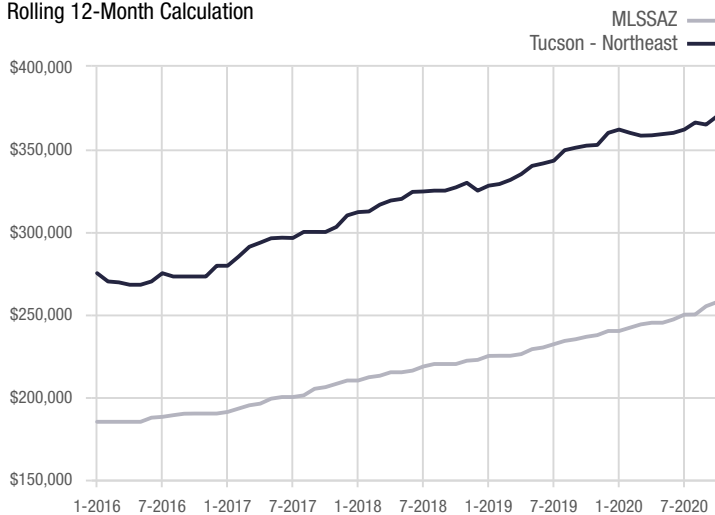
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	49	69	+ 40.8%	663	648	- 2.3%
Pending Sales	36	59	+ 63.9%	538	570	+ 5.9%
Closed Sales	47	54	+ 14.9%	552	525	- 4.9%
Days on Market Until Sale	22	29	+ 31.8%	47	33	- 29.8%
Median Sales Price*	\$316,000	\$420,000	+ 32.9%	\$358,856	\$375,000	+ 4.5%
Average Sales Price*	\$359,006	\$499,159	+ 39.0%	\$399,452	\$432,485	+ 8.3%
Percent of List Price Received*	98.5%	99.5%	+ 1.0%	98.4%	98.7%	+ 0.3%
Inventory of Homes for Sale	102	74	- 27.5%	—	—	—
Months Supply of Inventory	2.0	1.4	- 30.0%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	26	18	- 30.8%	183	186	+ 1.6%
Pending Sales	12	16	+ 33.3%	169	154	- 8.9%
Closed Sales	12	18	+ 50.0%	163	154	- 5.5%
Days on Market Until Sale	42	11	- 73.8%	30	20	- 33.3%
Median Sales Price*	\$183,250	\$151,750	- 17.2%	\$156,900	\$162,500	+ 3.6%
Average Sales Price*	\$178,208	\$168,378	- 5.5%	\$147,577	\$161,503	+ 9.4%
Percent of List Price Received*	96.2%	100.6%	+ 4.6%	98.0%	98.2%	+ 0.2%
Inventory of Homes for Sale	25	13	- 48.0%	—	—	—
Months Supply of Inventory	1.6	0.8	- 50.0%	—	—	—

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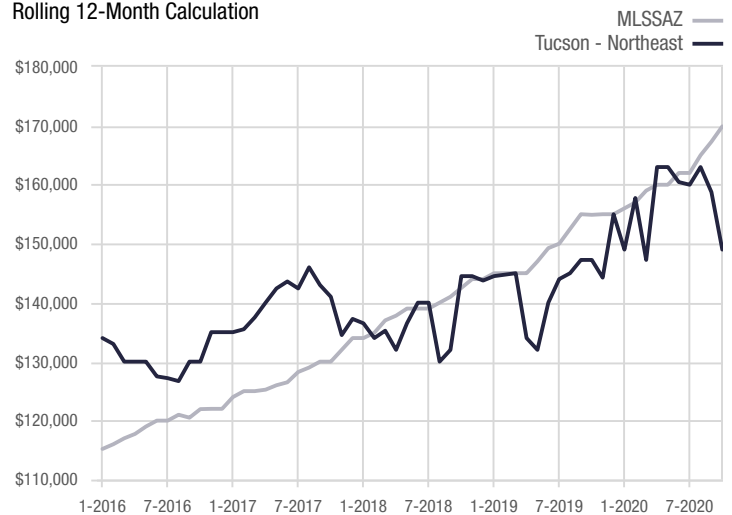
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Northwest

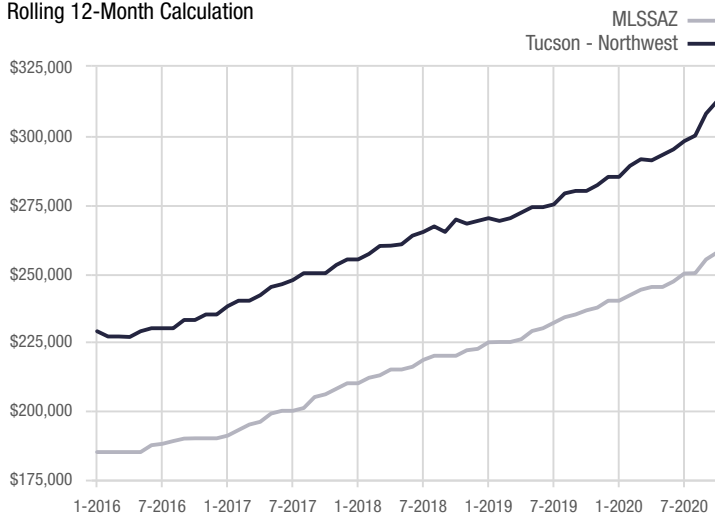
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	311	374	+ 20.3%	3,231	3,006	- 7.0%
Pending Sales	229	310	+ 35.4%	2,630	2,652	+ 0.8%
Closed Sales	266	295	+ 10.9%	2,574	2,486	- 3.4%
Days on Market Until Sale	35	24	- 31.4%	46	35	- 23.9%
Median Sales Price*	\$280,048	\$320,000	+ 14.3%	\$282,250	\$315,000	+ 11.6%
Average Sales Price*	\$322,926	\$395,773	+ 22.6%	\$330,450	\$372,692	+ 12.8%
Percent of List Price Received*	98.3%	99.8%	+ 1.5%	98.5%	99.0%	+ 0.5%
Inventory of Homes for Sale	585	351	- 40.0%	—	—	—
Months Supply of Inventory	2.3	1.4	- 39.1%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	30	30	0.0%	338	324	- 4.1%
Pending Sales	25	35	+ 40.0%	292	293	+ 0.3%
Closed Sales	25	41	+ 64.0%	277	278	+ 0.4%
Days on Market Until Sale	39	42	+ 7.7%	38	36	- 5.3%
Median Sales Price*	\$238,000	\$249,900	+ 5.0%	\$224,900	\$240,500	+ 6.9%
Average Sales Price*	\$251,711	\$262,492	+ 4.3%	\$236,707	\$253,979	+ 7.3%
Percent of List Price Received*	99.2%	98.1%	- 1.1%	98.3%	98.8%	+ 0.5%
Inventory of Homes for Sale	46	28	- 39.1%	—	—	—
Months Supply of Inventory	1.7	1.0	- 41.2%	—	—	—

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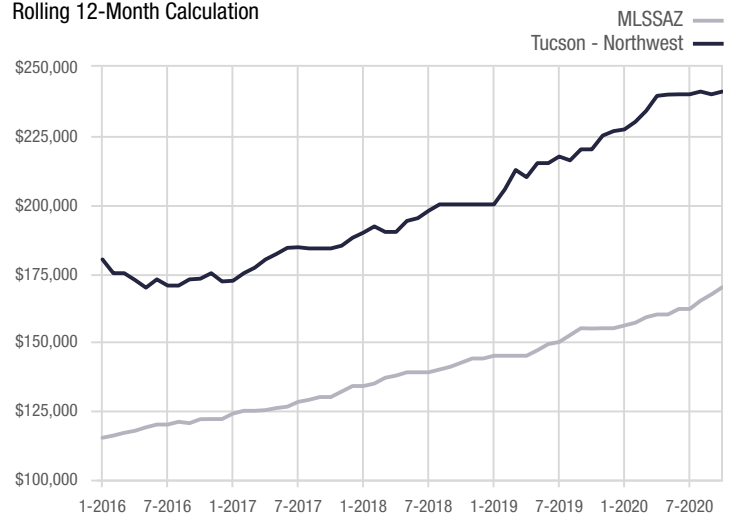
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2020

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Tucson - South

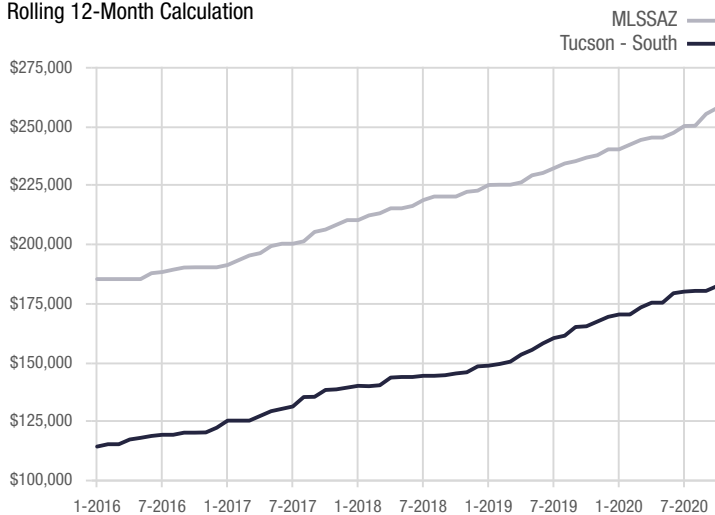
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	100	80	- 20.0%	969	818	- 15.6%
Pending Sales	80	71	- 11.3%	812	756	- 6.9%
Closed Sales	69	68	- 1.4%	753	719	- 4.5%
Days on Market Until Sale	25	17	- 32.0%	28	24	- 14.3%
Median Sales Price*	\$173,000	\$195,000	+ 12.7%	\$166,000	\$183,000	+ 10.2%
Average Sales Price*	\$171,016	\$190,253	+ 11.2%	\$163,849	\$180,176	+ 10.0%
Percent of List Price Received*	98.4%	99.5%	+ 1.1%	98.2%	99.3%	+ 1.1%
Inventory of Homes for Sale	140	55	- 60.7%	—	—	—
Months Supply of Inventory	1.8	0.7	- 61.1%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	5	6	+ 20.0%	48	55	+ 14.6%
Pending Sales	5	7	+ 40.0%	39	47	+ 20.5%
Closed Sales	3	5	+ 66.7%	35	42	+ 20.0%
Days on Market Until Sale	18	21	+ 16.7%	15	18	+ 20.0%
Median Sales Price*	\$100,000	\$109,900	+ 9.9%	\$120,000	\$131,750	+ 9.8%
Average Sales Price*	\$104,833	\$114,580	+ 9.3%	\$115,150	\$129,767	+ 12.7%
Percent of List Price Received*	99.9%	101.6%	+ 1.7%	101.2%	98.5%	- 2.7%
Inventory of Homes for Sale	6	6	0.0%	—	—	—
Months Supply of Inventory	1.5	1.4	- 6.7%	—	—	—

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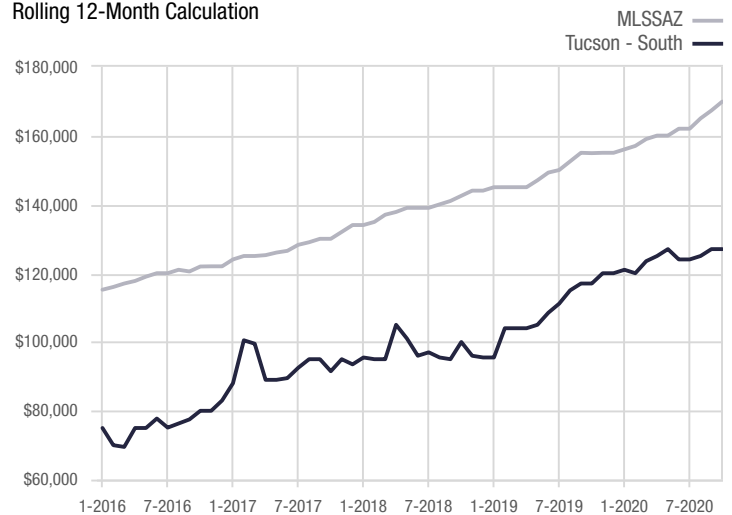
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Southeast

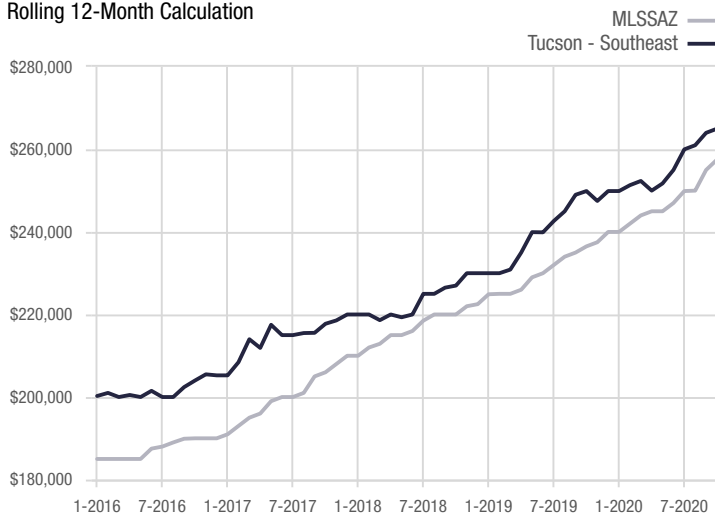
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	59	54	- 8.5%	556	474	- 14.7%
Pending Sales	39	48	+ 23.1%	476	452	- 5.0%
Closed Sales	44	42	- 4.5%	457	403	- 11.8%
Days on Market Until Sale	39	10	- 74.4%	41	30	- 26.8%
Median Sales Price*	\$246,500	\$269,500	+ 9.3%	\$250,000	\$266,000	+ 6.4%
Average Sales Price*	\$261,246	\$292,639	+ 12.0%	\$267,990	\$286,596	+ 6.9%
Percent of List Price Received*	99.3%	100.3%	+ 1.0%	99.2%	99.5%	+ 0.3%
Inventory of Homes for Sale	83	37	- 55.4%	—	—	—
Months Supply of Inventory	1.9	0.9	- 52.6%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	2	0	- 100.0%	11	11	0.0%
Pending Sales	2	0	- 100.0%	10	12	+ 20.0%
Closed Sales	0	1	—	8	11	+ 37.5%
Days on Market Until Sale	—	0	—	18	15	- 16.7%
Median Sales Price*	—	\$170,000	—	\$149,950	\$170,000	+ 13.4%
Average Sales Price*	—	\$170,000	—	\$157,784	\$176,559	+ 11.9%
Percent of List Price Received*	—	100.0%	—	99.4%	99.3%	- 0.1%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.5	—	—	—	—	—

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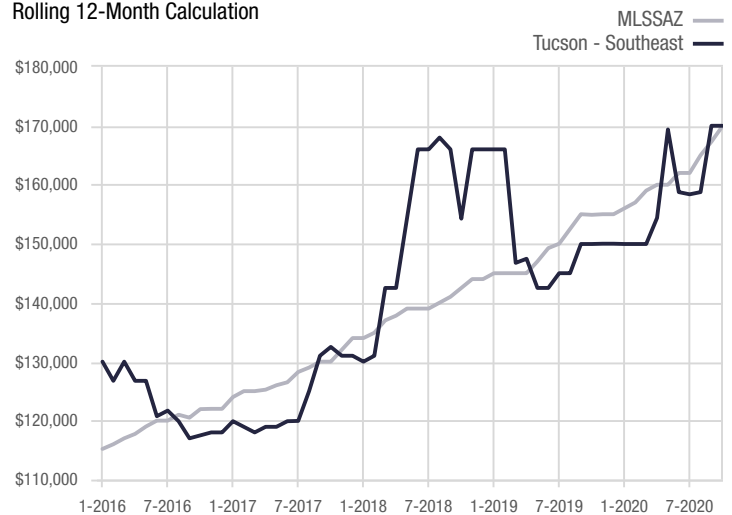
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Southwest

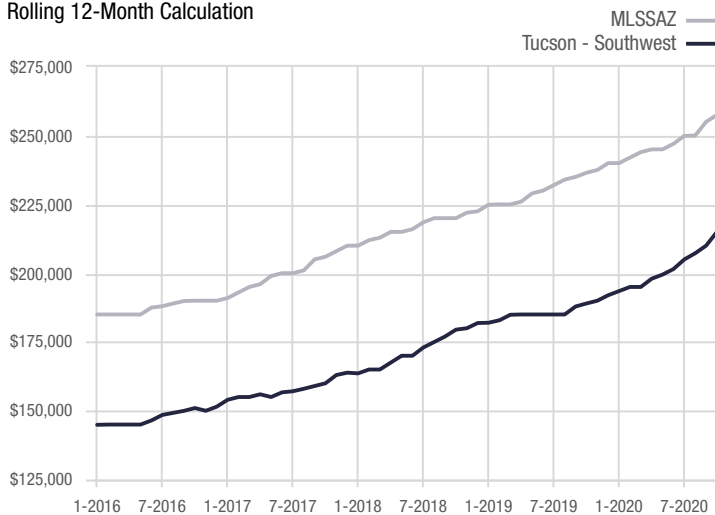
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	67	98	+ 46.3%	813	805	- 1.0%
Pending Sales	66	91	+ 37.9%	696	746	+ 7.2%
Closed Sales	59	75	+ 27.1%	651	668	+ 2.6%
Days on Market Until Sale	41	11	- 73.2%	35	31	- 11.4%
Median Sales Price*	\$203,000	\$235,000	+ 15.8%	\$190,000	\$215,000	+ 13.2%
Average Sales Price*	\$209,830	\$237,949	+ 13.4%	\$199,119	\$224,749	+ 12.9%
Percent of List Price Received*	99.1%	100.2%	+ 1.1%	99.2%	99.5%	+ 0.3%
Inventory of Homes for Sale	110	68	- 38.2%	—	—	—
Months Supply of Inventory	1.7	1.0	- 41.2%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	4	3	- 25.0%	27	38	+ 40.7%
Pending Sales	3	6	+ 100.0%	25	34	+ 36.0%
Closed Sales	3	6	+ 100.0%	26	29	+ 11.5%
Days on Market Until Sale	5	7	+ 40.0%	24	19	- 20.8%
Median Sales Price*	\$126,000	\$110,000	- 12.7%	\$128,500	\$142,870	+ 11.2%
Average Sales Price*	\$111,133	\$116,833	+ 5.1%	\$118,127	\$131,213	+ 11.1%
Percent of List Price Received*	98.3%	98.3%	0.0%	98.0%	100.1%	+ 2.1%
Inventory of Homes for Sale	4	5	+ 25.0%	—	—	—
Months Supply of Inventory	1.5	1.5	0.0%	—	—	—

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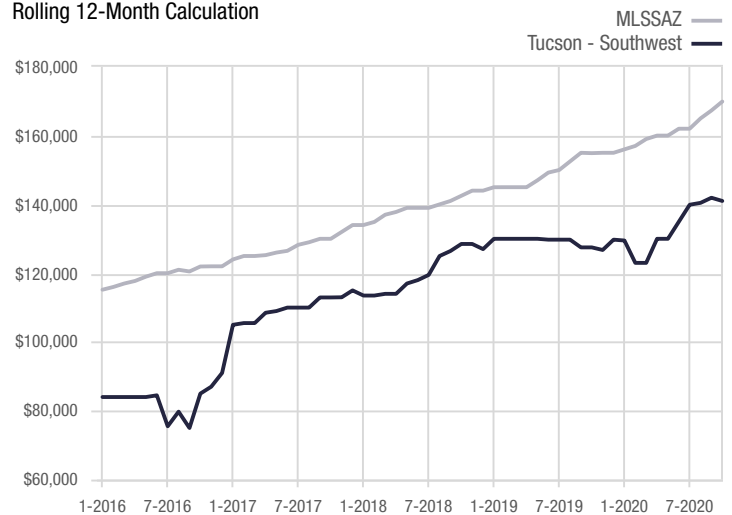
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Upper Northwest

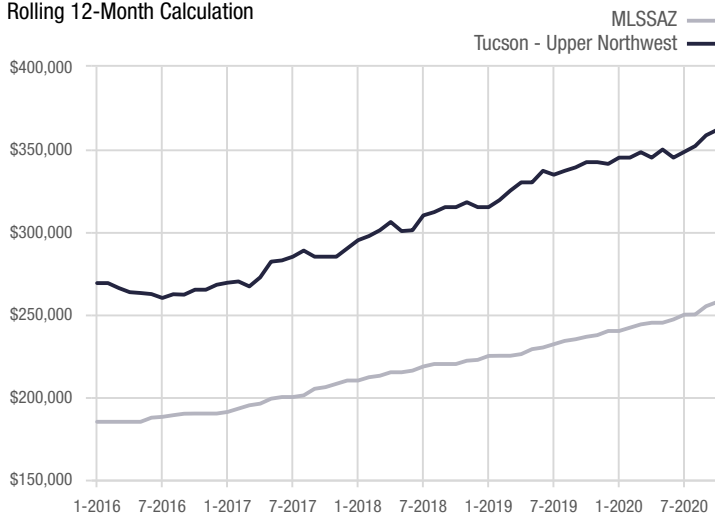
Single Family Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	65	65	0.0%	520	556	+ 6.9%
Pending Sales	38	50	+ 31.6%	454	447	- 1.5%
Closed Sales	54	52	- 3.7%	447	432	- 3.4%
Days on Market Until Sale	63	36	- 42.9%	62	46	- 25.8%
Median Sales Price*	\$377,500	\$397,500	+ 5.3%	\$342,500	\$365,808	+ 6.8%
Average Sales Price*	\$380,275	\$412,862	+ 8.6%	\$368,138	\$382,621	+ 3.9%
Percent of List Price Received*	97.8%	99.0%	+ 1.2%	97.7%	97.9%	+ 0.2%
Inventory of Homes for Sale	122	103	- 15.6%	—	—	—
Months Supply of Inventory	2.9	2.3	- 20.7%	—	—	—

Townhouse/Condo/Duplex Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	2	6	+ 200.0%	24	33	+ 37.5%
Pending Sales	2	3	+ 50.0%	20	30	+ 50.0%
Closed Sales	1	2	+ 100.0%	19	29	+ 52.6%
Days on Market Until Sale	55	45	- 18.2%	26	37	+ 42.3%
Median Sales Price*	\$330,000	\$275,000	- 16.7%	\$239,000	\$290,000	+ 21.3%
Average Sales Price*	\$330,000	\$275,000	- 16.7%	\$247,895	\$409,576	+ 65.2%
Percent of List Price Received*	95.7%	99.7%	+ 4.2%	98.1%	98.4%	+ 0.3%
Inventory of Homes for Sale	6	3	- 50.0%	—	—	—
Months Supply of Inventory	2.3	1.1	- 52.2%	—	—	—

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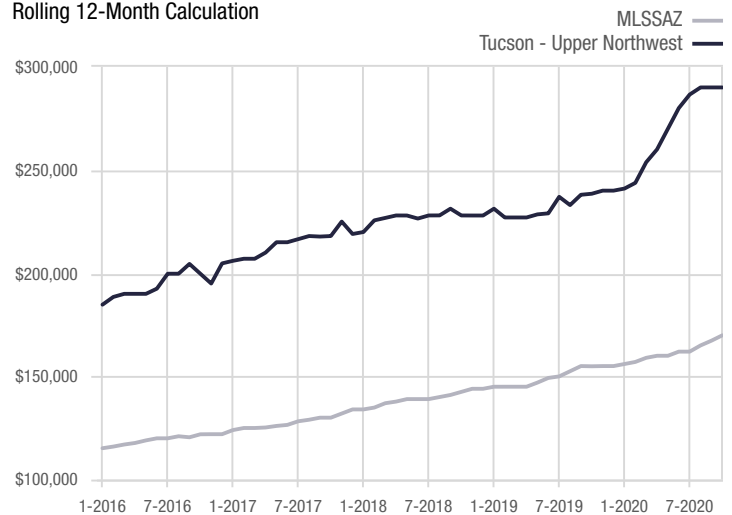
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2020

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Tucson - Upper Southeast

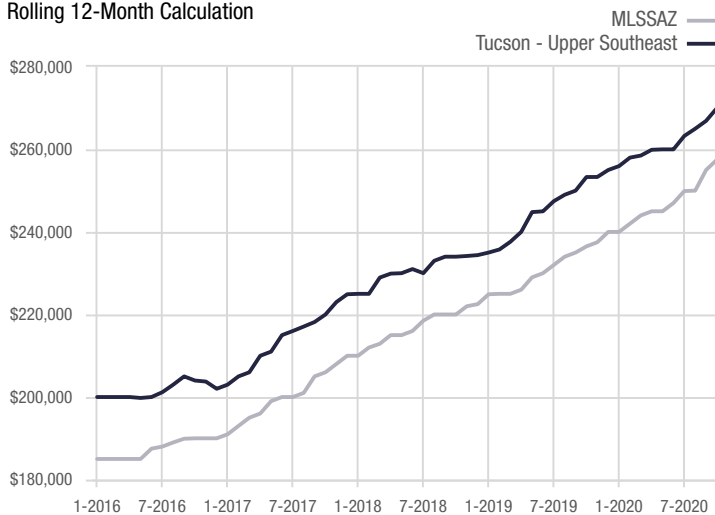
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	115	108	- 6.1%	1,186	1,089	- 8.2%
Pending Sales	80	104	+ 30.0%	984	1,059	+ 7.6%
Closed Sales	113	93	- 17.7%	951	994	+ 4.5%
Days on Market Until Sale	46	10	- 78.3%	40	30	- 25.0%
Median Sales Price*	\$269,000	\$287,000	+ 6.7%	\$255,000	\$271,060	+ 6.3%
Average Sales Price*	\$285,891	\$311,718	+ 9.0%	\$274,377	\$294,219	+ 7.2%
Percent of List Price Received*	99.5%	100.2%	+ 0.7%	99.1%	99.6%	+ 0.5%
Inventory of Homes for Sale	196	78	- 60.2%	—	—	—
Months Supply of Inventory	2.1	0.8	- 61.9%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	0	0.0%	2	2	0.0%
Pending Sales	0	0	0.0%	2	2	0.0%
Closed Sales	0	0	0.0%	2	2	0.0%
Days on Market Until Sale	—	—	—	34	30	- 11.8%
Median Sales Price*	—	—	—	\$157,500	\$195,000	+ 23.8%
Average Sales Price*	—	—	—	\$157,500	\$195,000	+ 23.8%
Percent of List Price Received*	—	—	—	100.0%	95.7%	- 4.3%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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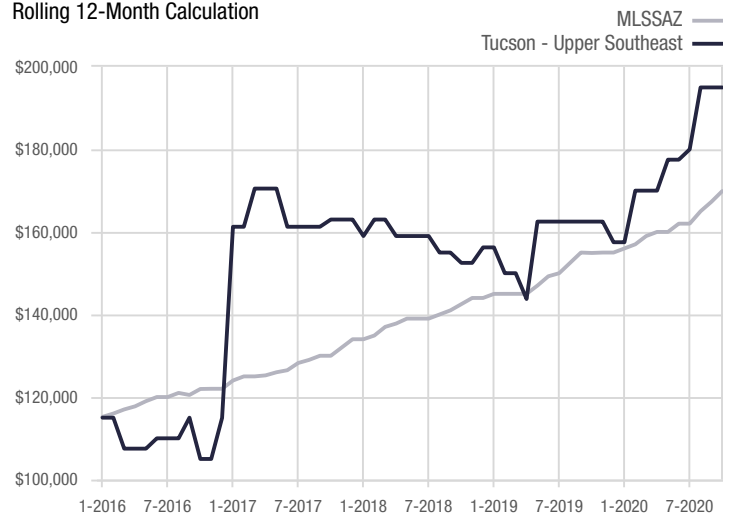
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2020

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Tucson - West

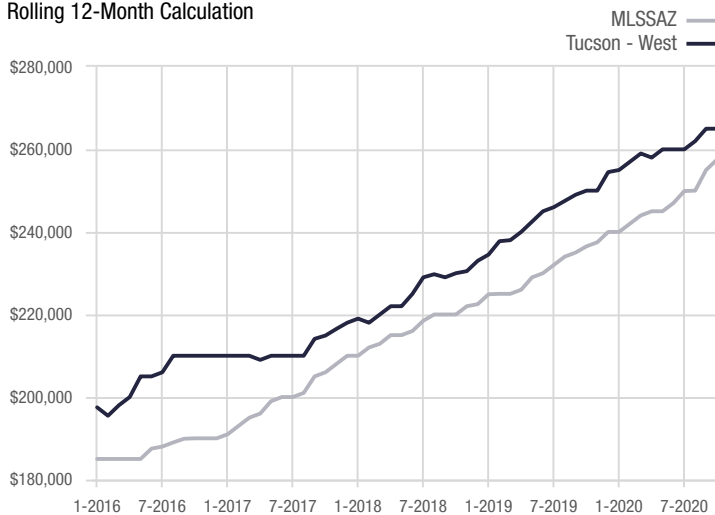
Single Family Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	123	109	- 11.4%	1,115	1,066	- 4.4%
Pending Sales	85	112	+ 31.8%	926	992	+ 7.1%
Closed Sales	99	121	+ 22.2%	920	933	+ 1.4%
Days on Market Until Sale	33	16	- 51.5%	37	26	- 29.7%
Median Sales Price*	\$275,000	\$283,000	+ 2.9%	\$254,700	\$267,000	+ 4.8%
Average Sales Price*	\$327,955	\$341,980	+ 4.3%	\$292,520	\$309,747	+ 5.9%
Percent of List Price Received*	98.1%	100.0%	+ 1.9%	98.6%	99.2%	+ 0.6%
Inventory of Homes for Sale	177	88	- 50.3%	—	—	—
Months Supply of Inventory	2.0	0.9	- 55.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	11	15	+ 36.4%	151	143	- 5.3%
Pending Sales	8	8	0.0%	139	131	- 5.8%
Closed Sales	9	15	+ 66.7%	135	124	- 8.1%
Days on Market Until Sale	36	18	- 50.0%	23	18	- 21.7%
Median Sales Price*	\$136,000	\$157,000	+ 15.4%	\$132,000	\$153,000	+ 15.9%
Average Sales Price*	\$173,410	\$164,600	- 5.1%	\$132,544	\$153,404	+ 15.7%
Percent of List Price Received*	99.0%	99.2%	+ 0.2%	98.4%	99.1%	+ 0.7%
Inventory of Homes for Sale	13	9	- 30.8%	—	—	—
Months Supply of Inventory	1.0	0.8	- 20.0%	—	—	—

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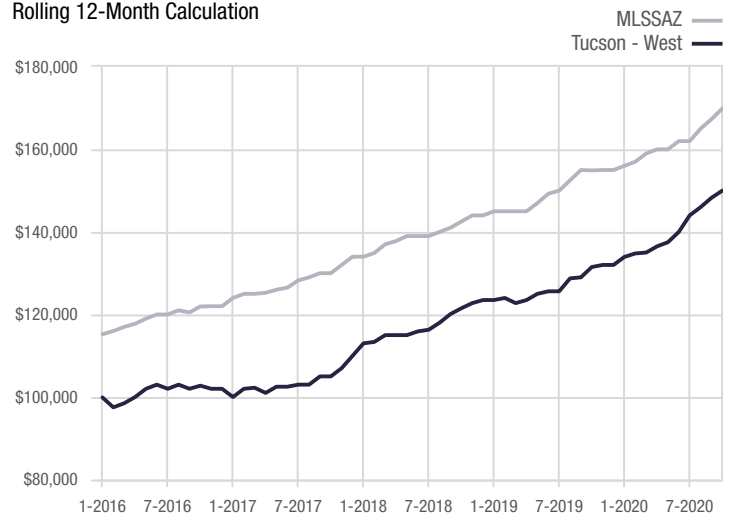
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2020

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Tucson - Extended Northeast

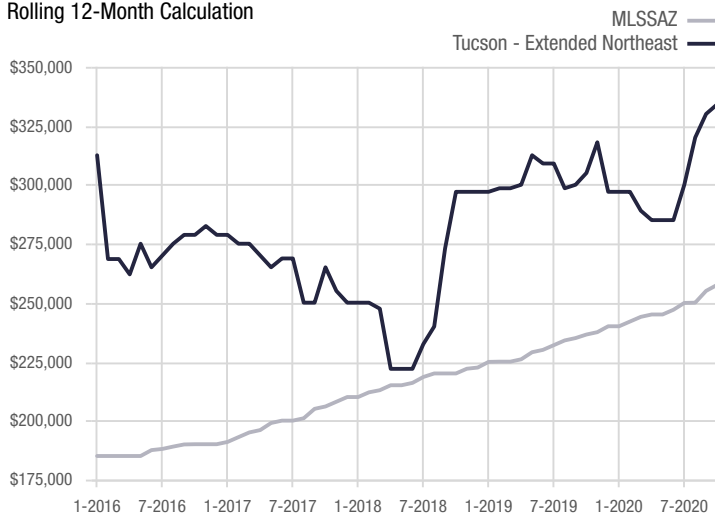
Single Family Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	1	2	+ 100.0%	31	34	+ 9.7%
Pending Sales	2	2	0.0%	21	25	+ 19.0%
Closed Sales	3	5	+ 66.7%	18	21	+ 16.7%
Days on Market Until Sale	88	79	- 10.2%	115	87	- 24.3%
Median Sales Price*	\$355,000	\$430,000	+ 21.1%	\$311,500	\$355,000	+ 14.0%
Average Sales Price*	\$350,000	\$462,000	+ 32.0%	\$331,255	\$374,552	+ 13.1%
Percent of List Price Received*	92.9%	96.3%	+ 3.7%	90.8%	95.4%	+ 5.1%
Inventory of Homes for Sale	15	9	- 40.0%	—	—	—
Months Supply of Inventory	5.7	3.1	- 45.6%	—	—	—

Townhouse/Condo/Duplex Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% 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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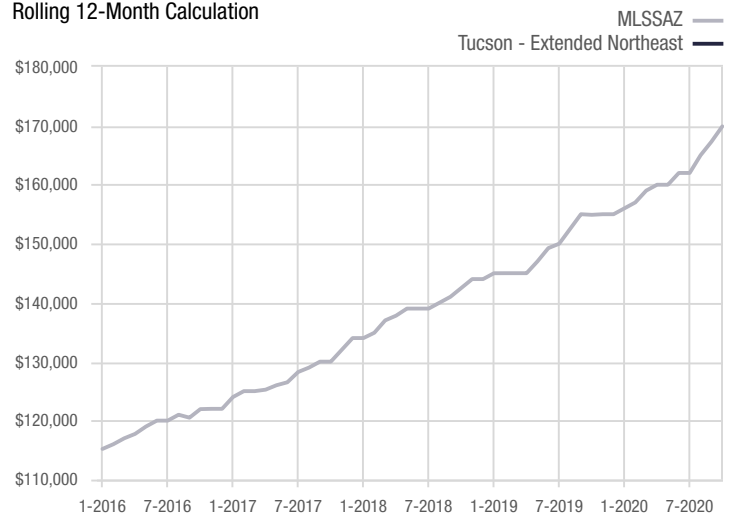
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2020

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Tucson - Extended Northwest

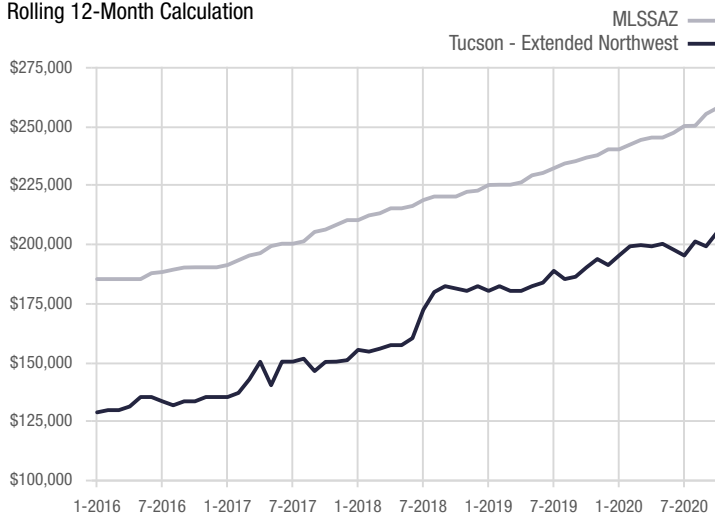
Single Family Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	10	15	+ 50.0%	94	78	- 17.0%
Pending Sales	6	9	+ 50.0%	74	75	+ 1.4%
Closed Sales	8	7	- 12.5%	72	70	- 2.8%
Days on Market Until Sale	54	7	- 87.0%	34	19	- 44.1%
Median Sales Price*	\$193,700	\$227,000	+ 17.2%	\$186,500	\$204,050	+ 9.4%
Average Sales Price*	\$190,674	\$228,143	+ 19.7%	\$187,474	\$202,720	+ 8.1%
Percent of List Price Received*	100.2%	100.7%	+ 0.5%	99.0%	99.6%	+ 0.6%
Inventory of Homes for Sale	17	7	- 58.8%	—	—	—
Months Supply of Inventory	2.3	1.0	- 56.5%	—	—	—

Townhouse/Condo/Duplex Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% 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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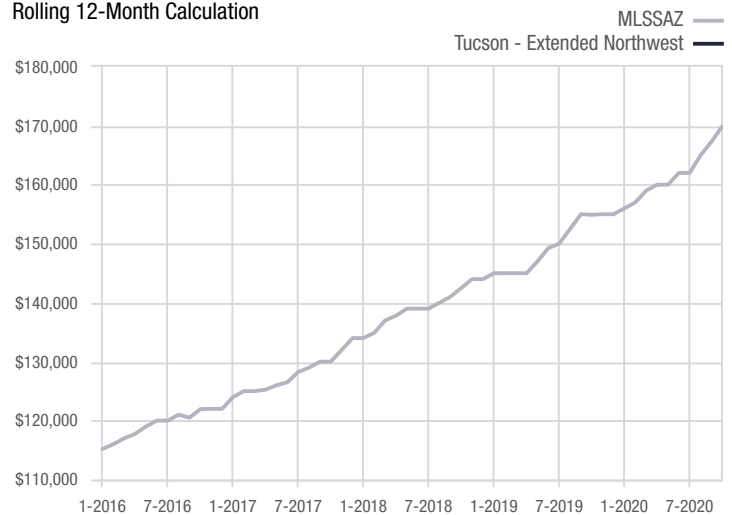
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2020

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Tucson - Extended Southeast

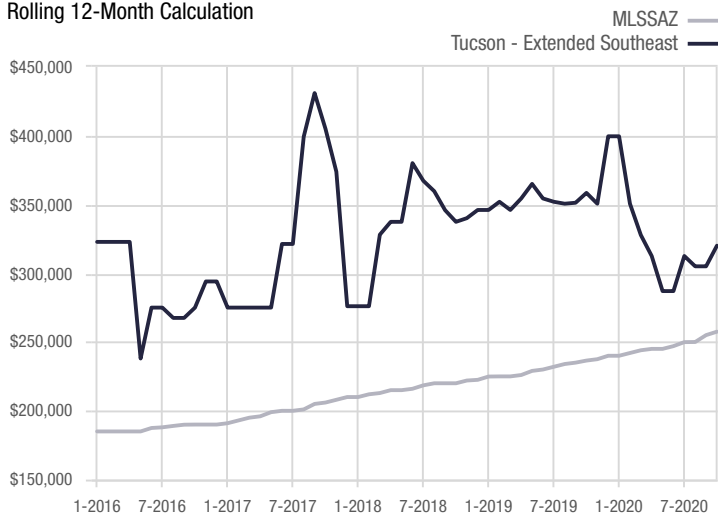
Single Family Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	1	1	0.0%	11	13	+ 18.2%
Pending Sales	2	0	- 100.0%	12	11	- 8.3%
Closed Sales	1	1	0.0%	12	12	0.0%
Days on Market Until Sale	10	39	+ 290.0%	156	73	- 53.2%
Median Sales Price*	\$229,000	\$499,000	+ 117.9%	\$419,750	\$312,500	- 25.6%
Average Sales Price*	\$229,000	\$499,000	+ 117.9%	\$406,667	\$350,968	- 13.7%
Percent of List Price Received*	95.5%	100.0%	+ 4.7%	96.2%	94.8%	- 1.5%
Inventory of Homes for Sale	7	7	0.0%	—	—	—
Months Supply of Inventory	3.9	3.2	- 17.9%	—	—	—

Townhouse/Condo/Duplex Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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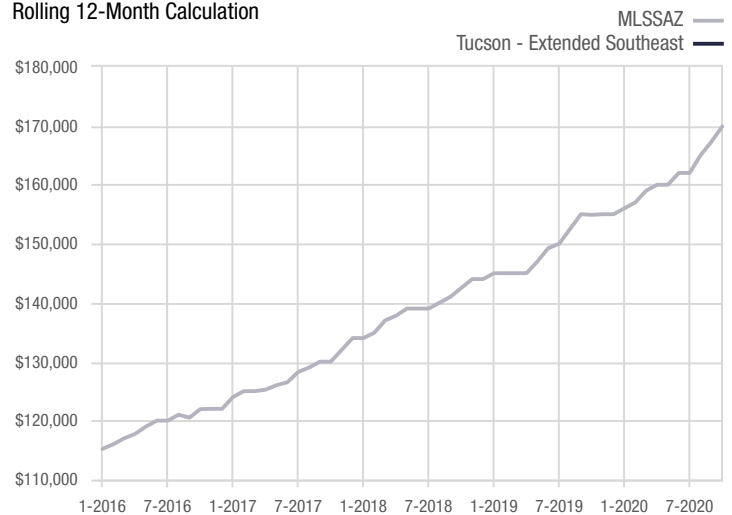
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Extended Southwest

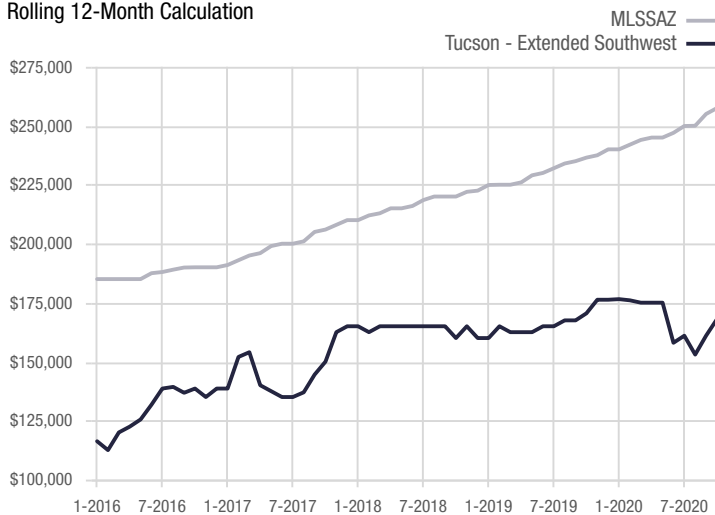
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	5	4	- 20.0%	34	29	- 14.7%
Pending Sales	4	4	0.0%	26	21	- 19.2%
Closed Sales	1	2	+ 100.0%	23	19	- 17.4%
Days on Market Until Sale	28	41	+ 46.4%	57	44	- 22.8%
Median Sales Price*	\$144,900	\$162,500	+ 12.1%	\$176,000	\$147,500	- 16.2%
Average Sales Price*	\$144,900	\$162,500	+ 12.1%	\$187,560	\$159,532	- 14.9%
Percent of List Price Received*	100.0%	99.5%	- 0.5%	97.5%	97.3%	- 0.2%
Inventory of Homes for Sale	10	6	- 40.0%	—	—	—
Months Supply of Inventory	3.0	2.9	- 3.3%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	0	0.0%	1	0	- 100.0%
Pending Sales	0	0	0.0%	3	0	- 100.0%
Closed Sales	0	0	0.0%	3	0	- 100.0%
Days on Market Until Sale	—	—	—	154	—	—
Median Sales Price*	—	—	—	\$160,000	—	—
Average Sales Price*	—	—	—	\$153,667	—	—
Percent of List Price Received*	—	—	—	98.0%	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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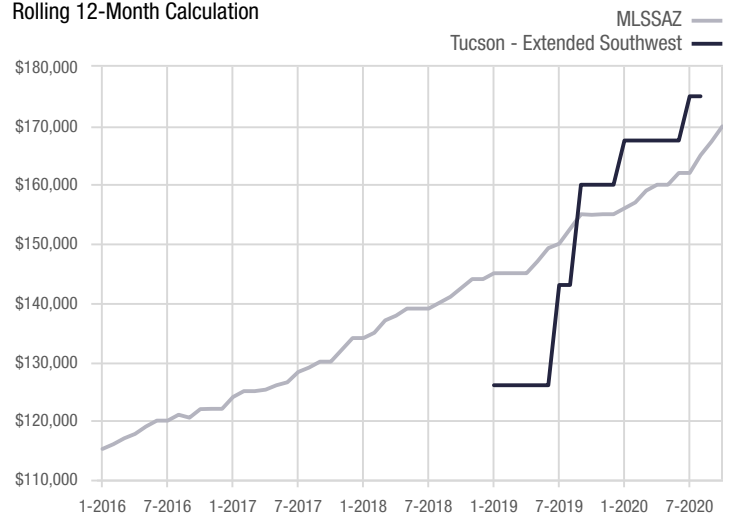
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2020

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Tucson - Extended West

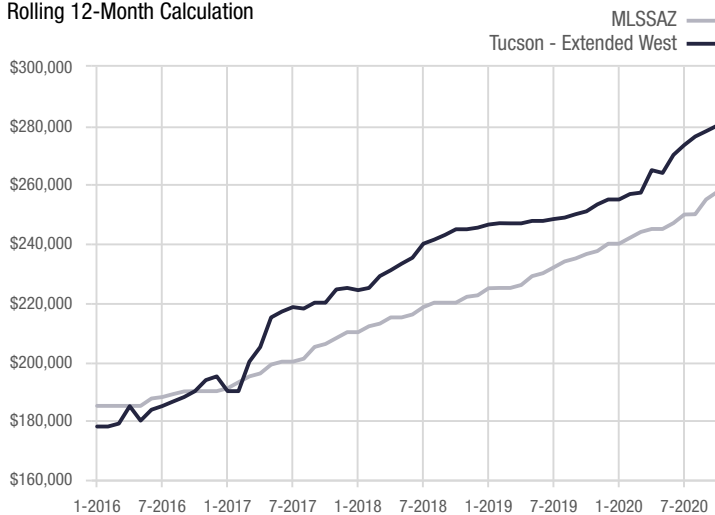
Single Family Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	37	38	+ 2.7%	475	467	- 1.7%
Pending Sales	30	39	+ 30.0%	383	487	+ 27.2%
Closed Sales	34	52	+ 52.9%	379	451	+ 19.0%
Days on Market Until Sale	75	23	- 69.3%	64	58	- 9.4%
Median Sales Price*	\$251,000	\$303,731	+ 21.0%	\$252,000	\$283,595	+ 12.5%
Average Sales Price*	\$257,638	\$306,261	+ 18.9%	\$258,750	\$289,017	+ 11.7%
Percent of List Price Received*	98.6%	99.0%	+ 0.4%	98.5%	99.2%	+ 0.7%
Inventory of Homes for Sale	116	22	- 81.0%	—	—	—
Months Supply of Inventory	3.1	0.5	- 83.9%	—	—	—

Townhouse/Condo/Duplex Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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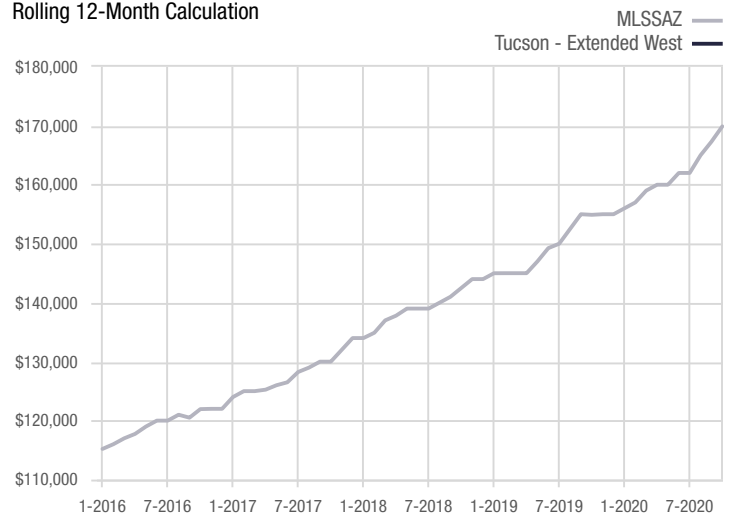
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Pima East

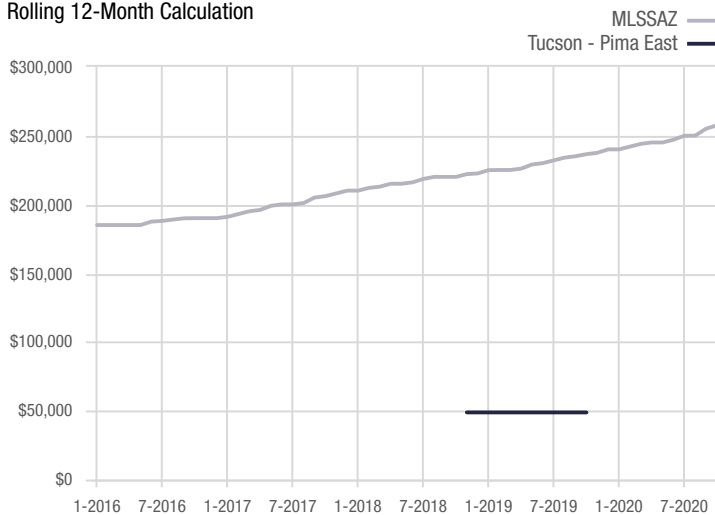
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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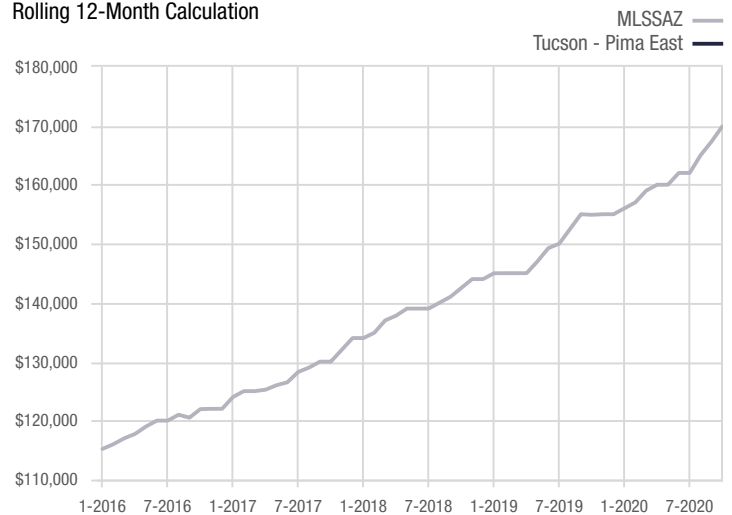
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Pima Northwest

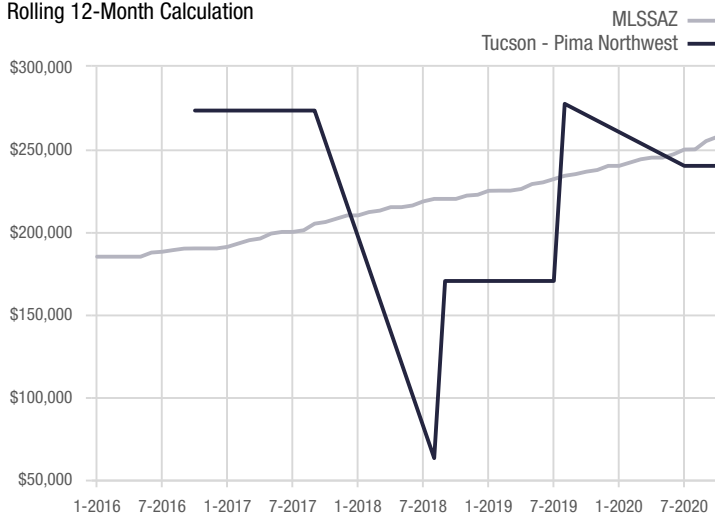
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	0	0.0%	2	0	- 100.0%
Pending Sales	0	0	0.0%	0	1	—
Closed Sales	0	0	0.0%	0	1	—
Days on Market Until Sale	—	—	—	—	289	—
Median Sales Price*	—	—	—	—	\$240,000	—
Average Sales Price*	—	—	—	—	\$240,000	—
Percent of List Price Received*	—	—	—	—	86.0%	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% 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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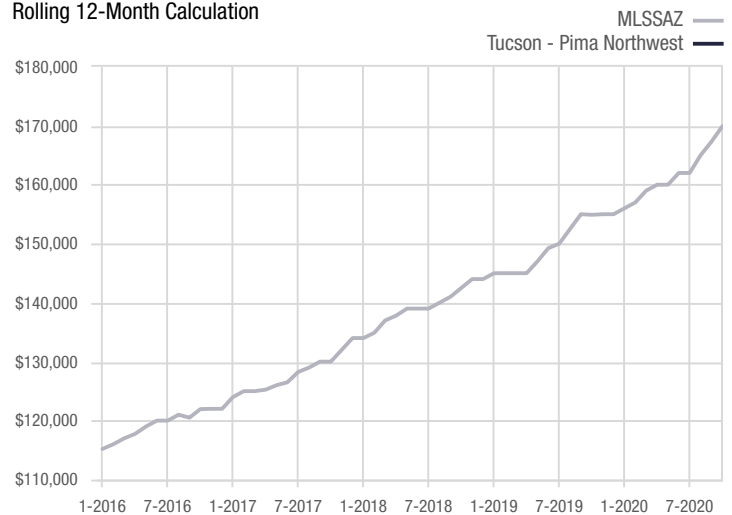
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – October 2020

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Tucson - Pima Southwest

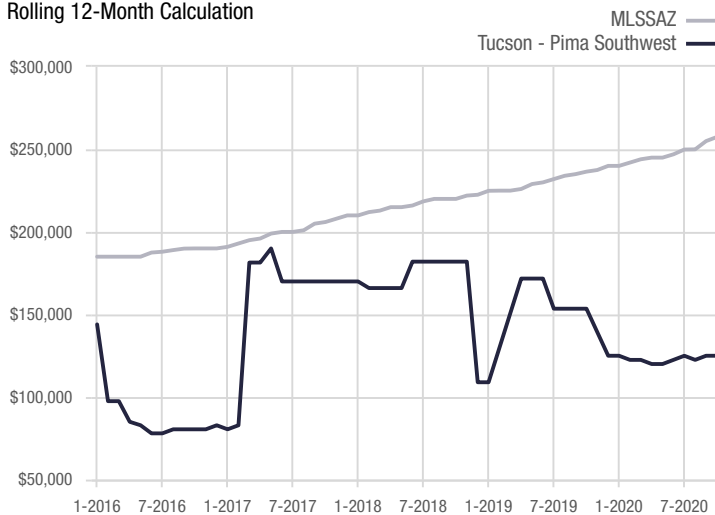
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
Key Metrics						
New Listings	5	0	- 100.0%	17	13	- 23.5%
Pending Sales	0	3	—	4	13	+ 225.0%
Closed Sales	0	0	0.0%	3	7	+ 133.3%
Days on Market Until Sale	—	—	—	71	135	+ 90.1%
Median Sales Price*	—	—	—	\$153,500	\$128,000	- 16.6%
Average Sales Price*	—	—	—	\$154,500	\$136,571	- 11.6%
Percent of List Price Received*	—	—	—	81.7%	92.4%	+ 13.1%
Inventory of Homes for Sale	10	6	- 40.0%	—	—	—
Months Supply of Inventory	7.5	3.9	- 48.0%	—	—	—

Townhouse/Condo/Duplex	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% 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	—	—	—	—	—	—

* 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.

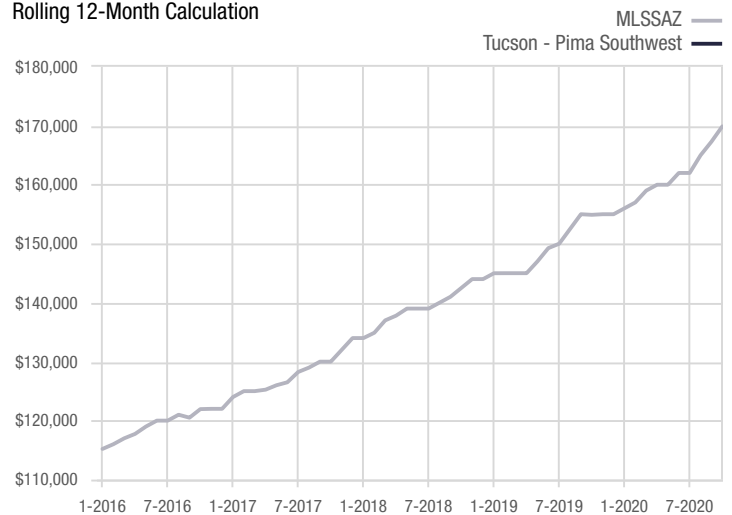
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – October 2020

A Research Tool Provided by Southern Arizona MLS.



Tucson - Benson / St. David

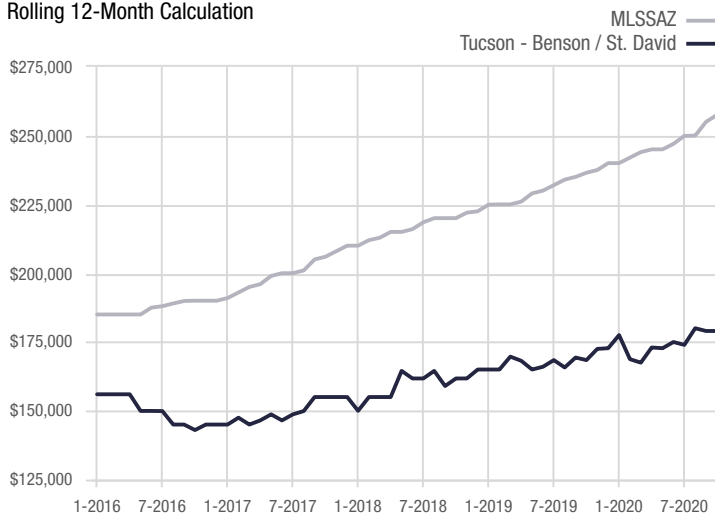
Single Family Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	13	23	+ 76.9%	131	122	- 6.9%
Pending Sales	12	16	+ 33.3%	107	101	- 5.6%
Closed Sales	13	14	+ 7.7%	112	91	- 18.8%
Days on Market Until Sale	83	35	- 57.8%	87	51	- 41.4%
Median Sales Price*	\$150,000	\$167,500	+ 11.7%	\$167,000	\$179,000	+ 7.2%
Average Sales Price*	\$198,865	\$193,357	- 2.8%	\$197,231	\$197,259	+ 0.0%
Percent of List Price Received*	94.1%	97.9%	+ 4.0%	96.4%	97.3%	+ 0.9%
Inventory of Homes for Sale	38	26	- 31.6%	—	—	—
Months Supply of Inventory	3.4	2.7	- 20.6%	—	—	—

Townhouse/Condo/Duplex Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	0	0.0%	0	2	—
Pending Sales	0	0	0.0%	0	2	—
Closed Sales	0	1	—	0	2	—
Days on Market Until Sale	—	83	—	—	56	—
Median Sales Price*	—	\$118,322	—	—	\$119,661	—
Average Sales Price*	—	\$118,322	—	—	\$119,661	—
Percent of List Price Received*	—	97.8%	—	—	96.9%	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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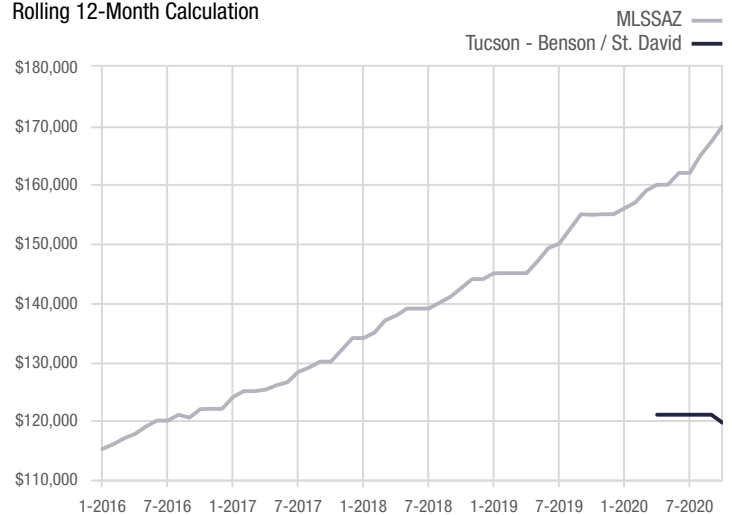
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.