

Monthly Indicators



September 2020

Strong buyer activity has continued into the fall, which is normally the start of the seasonal slowing of the housing market. With stronger buyer activity in the market this year and the continued constrained supply of homes for sale, speedy sales and multiple offers are likely to remain a common occurrence and will keep the housing market hot even when the weather is cooling.

New Listings increased 6.5 percent for Single Family and 28.6 percent for Townhouse/Condo. Pending Sales increased 36.8 percent for Single Family and 68.0 percent for Townhouse/Condo. Inventory decreased 50.8 percent for Single Family and 31.5 percent for Townhouse/Condo.

Median Sales Price increased 12.4 percent to \$280,000 for Single Family and 11.0 percent to \$172,000 for Townhouse/Condo. Days on Market decreased 33.3 percent for Single Family and 14.3 percent for Townhouse/Condo. Months Supply of Inventory decreased 54.5 percent for Single Family and 37.5 percent for Townhouse/Condo.

While mortgage rates remain near record lows, The Mortgage Bankers Association reports that lending standards are tightening, which makes it a bit more difficult for some buyers to qualify. At the same time, unemployment remains substantially higher than a year ago due to COVID-19. Despite all this, buyers are out in full force this fall, showing amazing resilience in the middle of a pandemic.

Quick Facts

+ 5.2%

Change in
Closed Sales
All Properties

+ 13.5%

Change in
Median Sales Price
All Properties

- 48.9%

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	9-2019	9-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		1,386	1,476	+ 6.5%	13,596	12,644	- 7.0%
Pending Sales		1,059	1,449	+ 36.8%	11,075	11,471	+ 3.6%
Closed Sales		1,142	1,163	+ 1.8%	10,618	10,434	- 1.7%
Days on Market Until Sale		36	24	- 33.3%	42	34	- 19.0%
Median Sales Price		\$249,000	\$280,000	+ 12.4%	\$244,000	\$262,550	+ 7.6%
Average Sales Price		\$297,721	\$342,572	+ 15.1%	\$292,067	\$318,667	+ 9.1%
Percent of List Price Received		98.3%	99.7%	+ 1.4%	98.4%	99.0%	+ 0.6%
Housing Affordability Index		123	115	- 6.5%	126	122	- 3.2%
Inventory of Homes for Sale		2,490	1,224	- 50.8%	—	—	—
Months Supply of Inventory		2.2	1.0	- 54.5%	—	—	—

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.



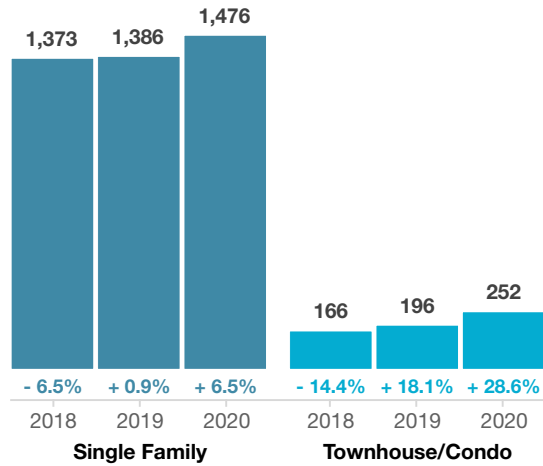
Key Metrics	Historical Sparkbars	9-2019	9-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		196	252	+ 28.6%	1,973	2,052	+ 4.0%
Pending Sales		150	252	+ 68.0%	1,719	1,822	+ 6.0%
Closed Sales		153	199	+ 30.1%	1,677	1,646	- 1.8%
Days on Market Until Sale		28	24	- 14.3%	30	28	- 6.7%
Median Sales Price		\$155,000	\$172,000	+ 11.0%	\$156,500	\$170,000	+ 8.6%
Average Sales Price		\$170,803	\$202,055	+ 18.3%	\$171,822	\$189,270	+ 10.2%
Percent of List Price Received		98.2%	99.3%	+ 1.1%	98.2%	98.6%	+ 0.4%
Housing Affordability Index		198	187	- 5.6%	196	189	- 3.6%
Inventory of Homes for Sale		279	191	- 31.5%	—	—	—
Months Supply of Inventory		1.6	1.0	- 37.5%	—	—	—

New Listings

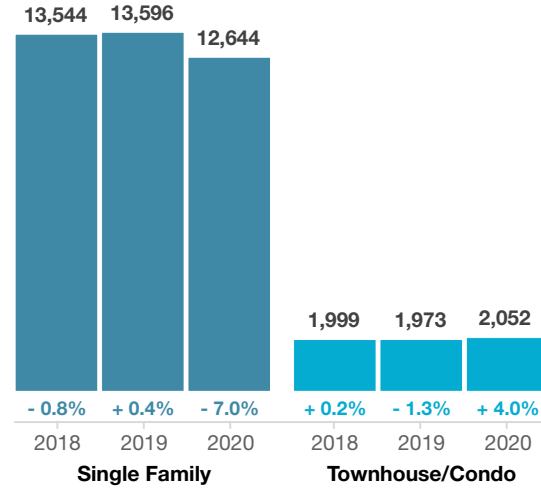
A count of the properties that have been newly listed on the market in a given month.



September

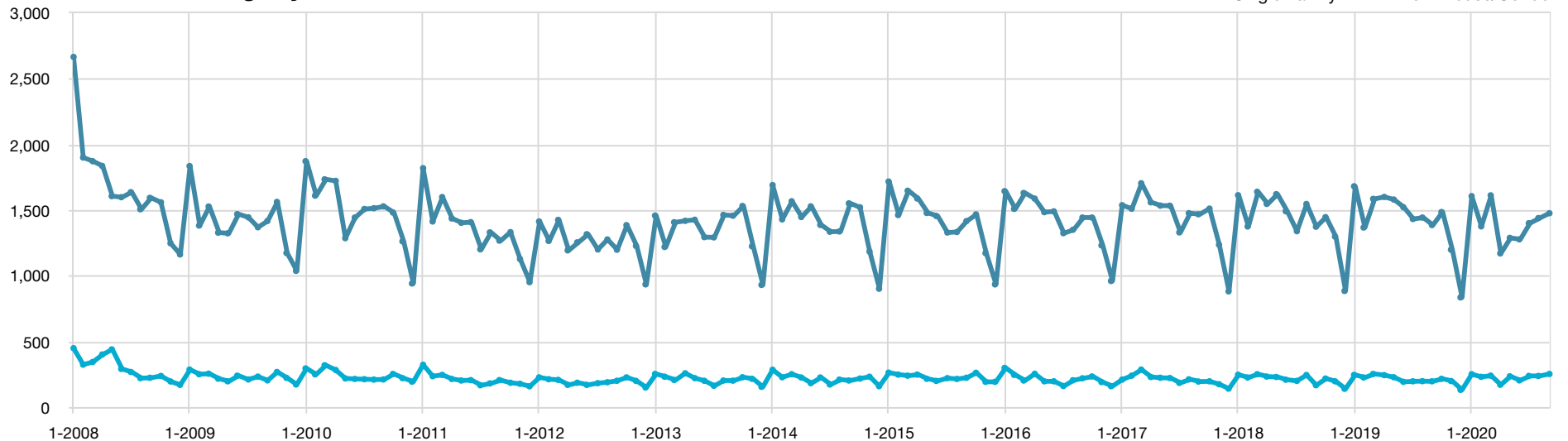


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2019	1,485	+ 2.7%	215	- 0.9%
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	1,439	- 0.3%	237	+ 20.3%
9-2020	1,476	+ 6.5%	252	+ 28.6%
12-Month Avg	1,347	- 6.1%	216	+ 2.9%

Historical New Listings by Month

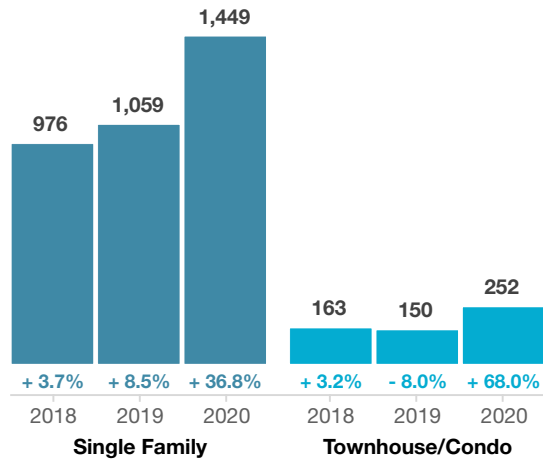


Pending Sales

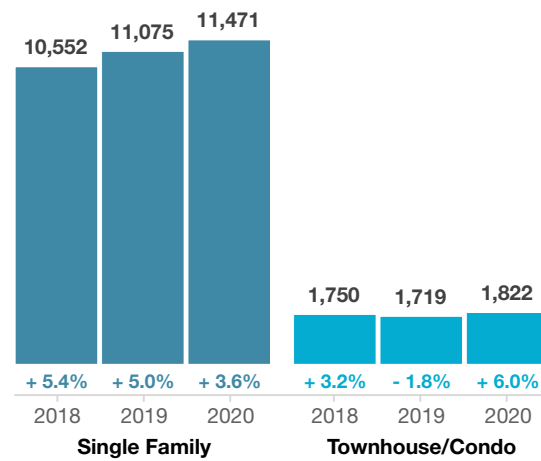
A count of the properties on which offers have been accepted in a given month.



September

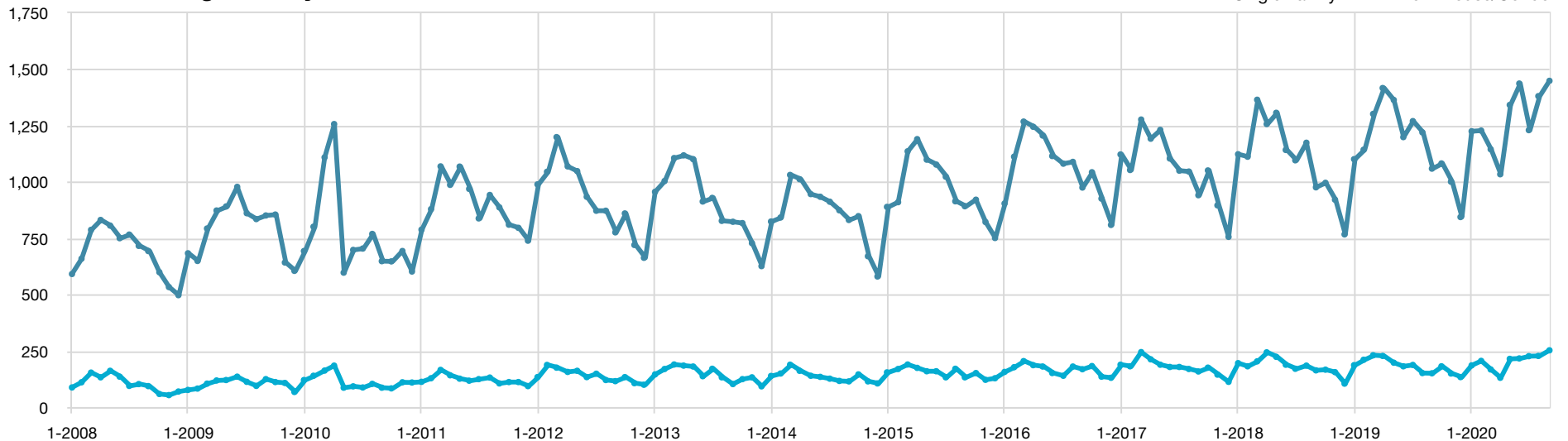


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2019	1,082	+ 8.6%	181	+ 9.0%
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	1,228	+ 7.4%	205	- 2.4%
3-2020	1,145	- 12.1%	167	- 27.4%
4-2020	1,034	- 27.0%	130	- 42.7%
5-2020	1,342	- 1.6%	214	+ 8.6%
6-2020	1,437	+ 19.8%	216	+ 19.3%
7-2020	1,230	- 3.1%	226	+ 20.9%
8-2020	1,381	+ 13.2%	227	+ 50.3%
9-2020	1,449	+ 36.8%	252	+ 68.0%
12-Month Avg	1,200	+ 4.6%	190	+ 6.1%

Historical Pending Sales by Month

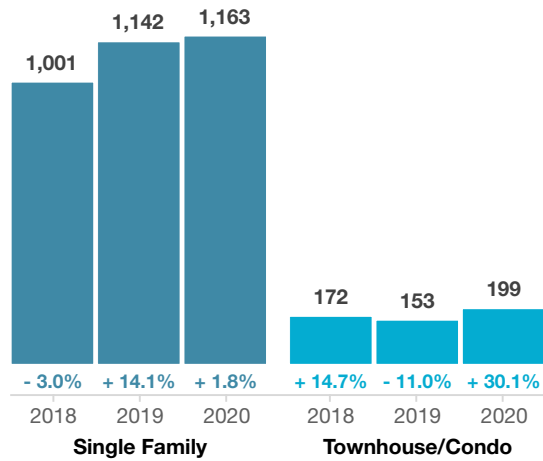


Closed Sales

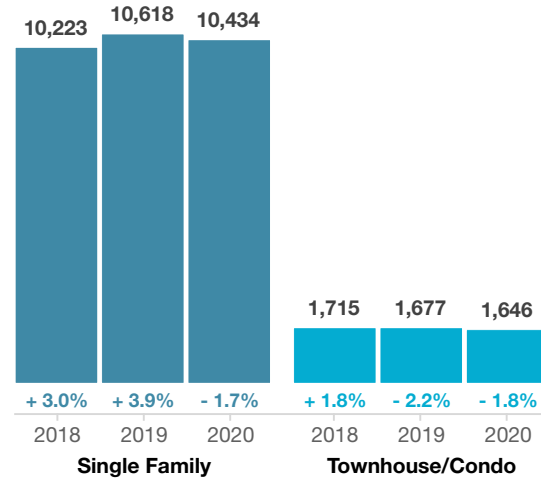
A count of the actual sales that closed in a given month.



September

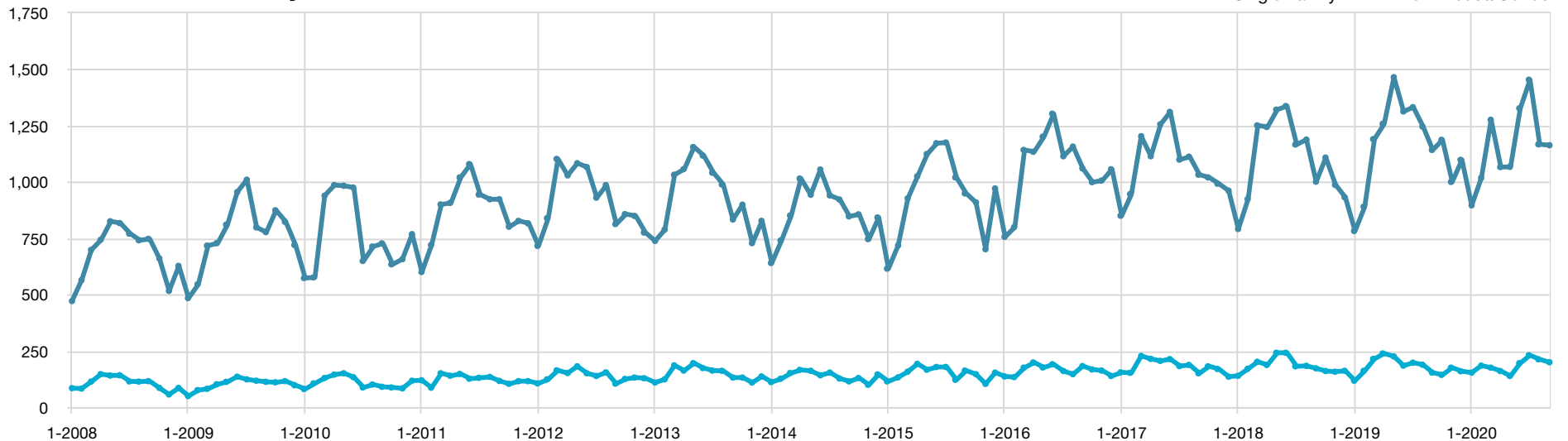


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2019	1,187	+ 7.1%	143	- 10.6%
11-2019	1,000	+ 1.3%	175	+ 11.5%
12-2019	1,098	+ 17.8%	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	1,067	- 27.2%	138	- 38.7%
6-2020	1,327	+ 1.1%	195	+ 6.0%
7-2020	1,454	+ 9.2%	230	+ 16.8%
8-2020	1,167	- 6.3%	212	+ 12.8%
9-2020	1,163	+ 1.8%	199	+ 30.1%
12-Month Avg	1,143	+ 0.5%	177	- 1.7%

Historical Closed Sales by Month

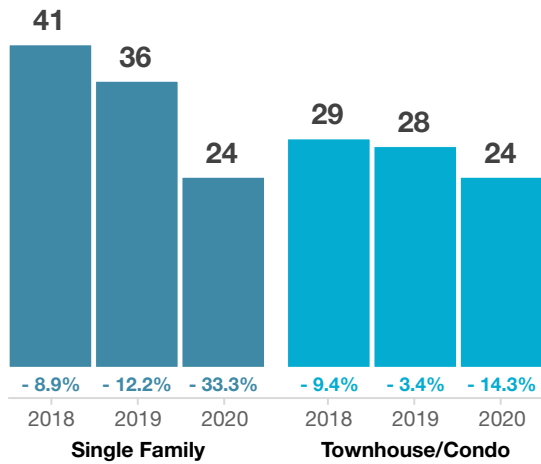


Days on Market Until Sale

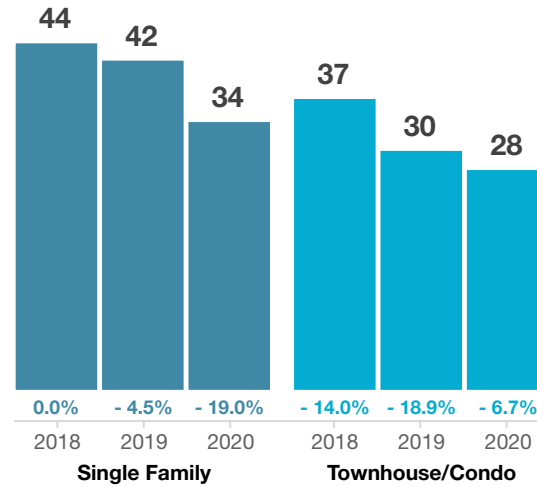
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



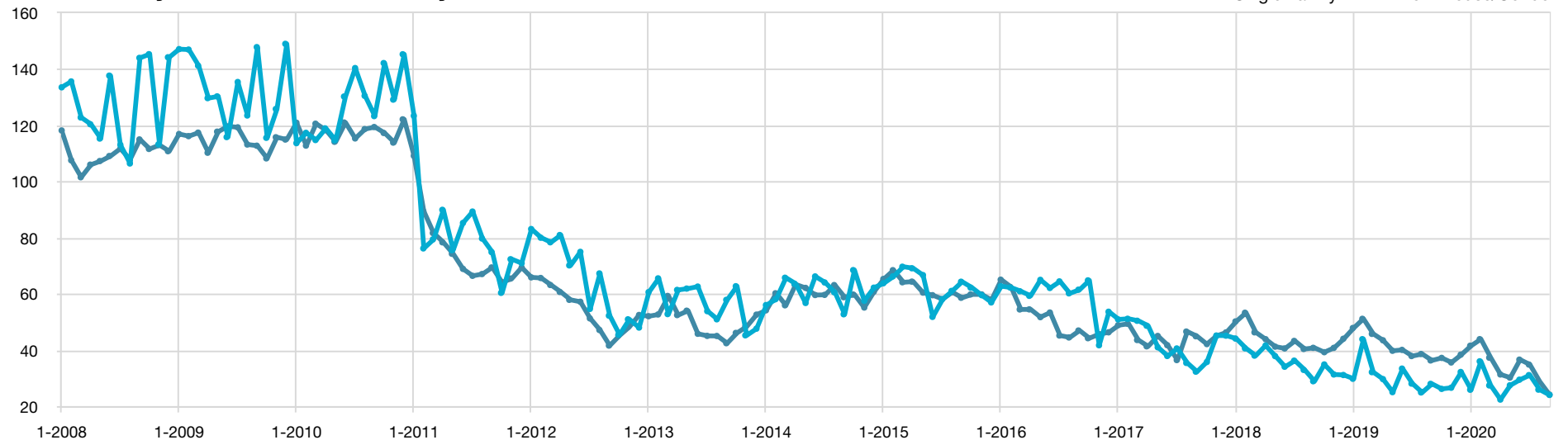
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2019	37	- 5.1%	26	- 25.7%
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%	24	- 14.3%
12-Month Avg*	35	- 16.3%	28	- 9.0%

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

Historical Days on Market Until Sale by Month

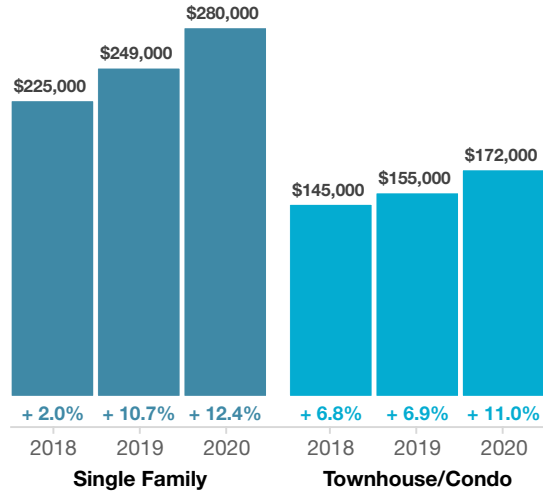


Median Sales Price

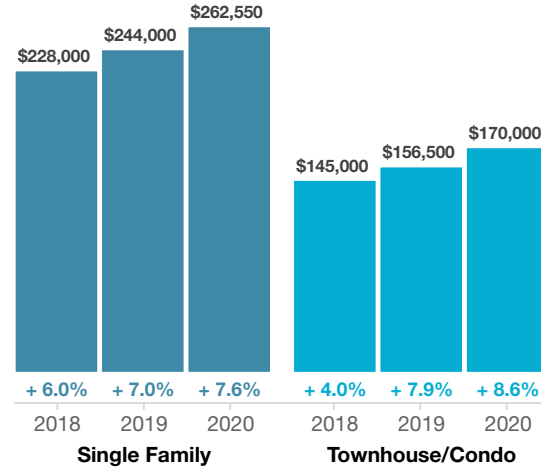
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



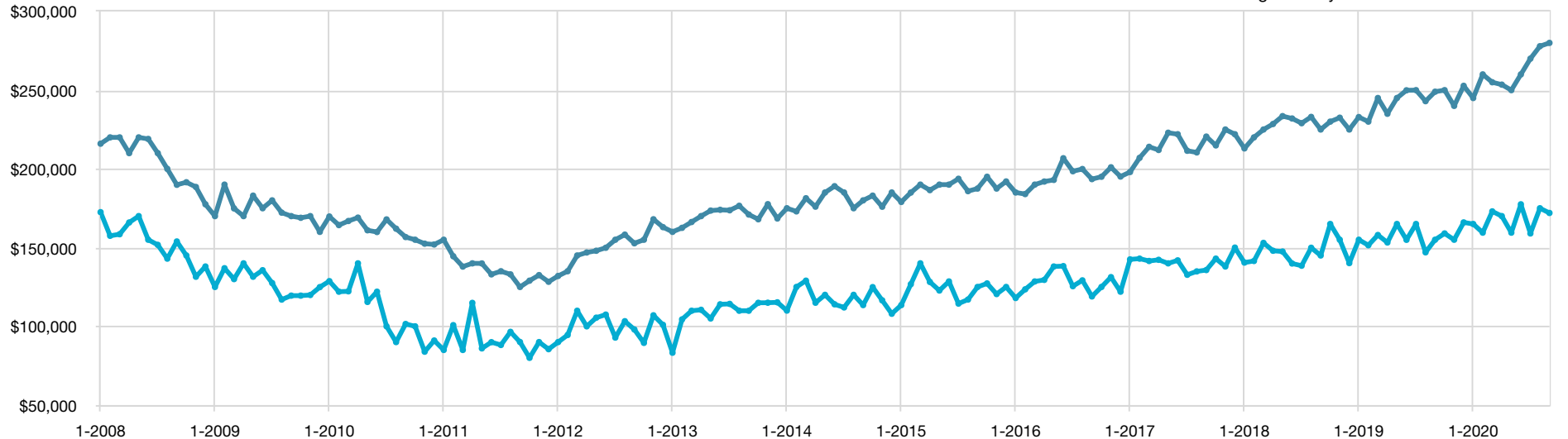
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2019	\$250,000	+ 8.7%	\$159,000	- 3.6%
11-2019	\$240,000	+ 3.2%	\$155,000	0.0%
12-2019	\$252,750	+ 12.3%	\$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	\$277,900	+ 14.4%	\$175,000	+ 19.0%
9-2020	\$280,000	+ 12.4%	\$172,000	+ 11.0%
12-Month Avg*	\$260,000	+ 8.3%	\$167,500	+ 7.4%

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

Historical Median Sales Price by Month

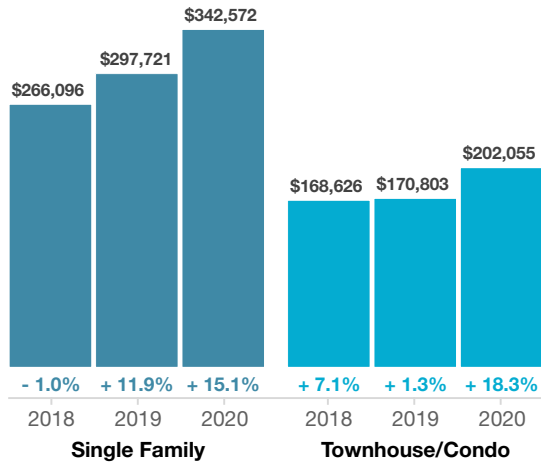


Average Sales Price

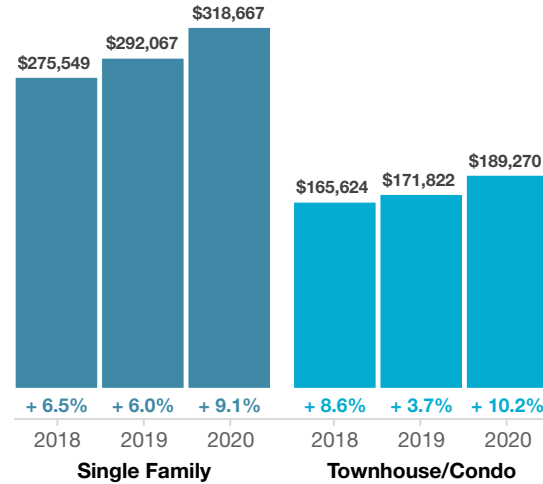
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



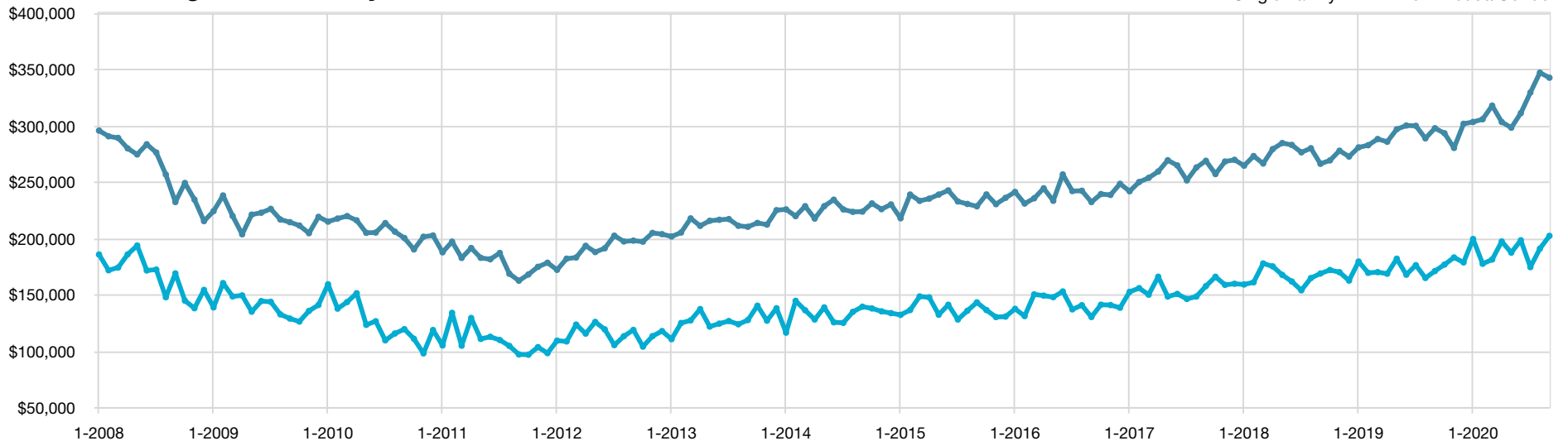
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2019	\$293,239	+ 9.0%	\$176,550	+ 2.8%
11-2019	\$280,185	+ 0.9%	\$182,890	+ 7.7%
12-2019	\$301,623	+ 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	\$298,173	+ 0.5%	\$187,169	+ 3.0%
6-2020	\$311,092	+ 3.7%	\$198,160	+ 18.2%
7-2020	\$329,382	+ 9.9%	\$174,308	- 1.0%
8-2020	\$347,048	+ 20.2%	\$190,747	+ 15.8%
9-2020	\$342,572	+ 15.1%	\$202,055	+ 18.3%
12-Month Avg*	\$312,296	+ 8.5%	\$187,080	+ 9.4%

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

Historical Average Sales Price by Month

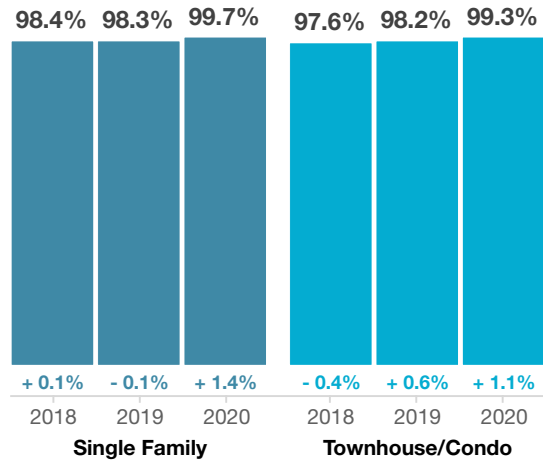


Percent of List Price Received

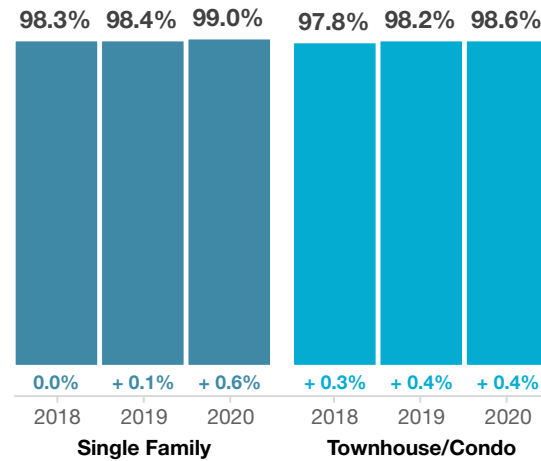
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



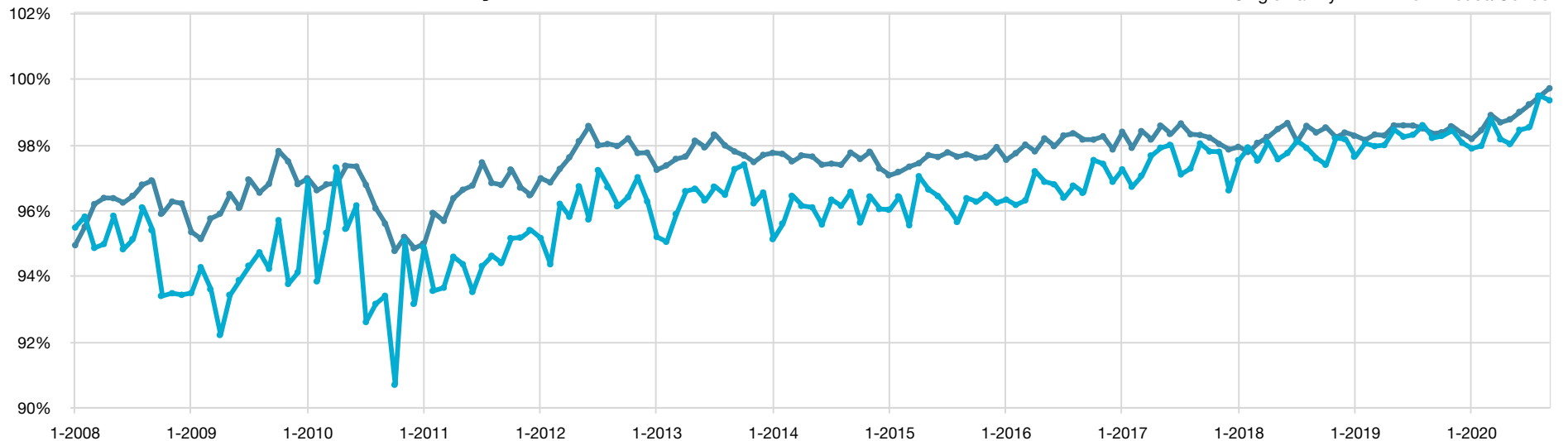
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2019	98.4%	- 0.1%	98.3%	+ 0.9%
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%	99.3%	+ 1.1%
12-Month Avg*	98.8%	+ 0.4%	98.5%	+ 0.4%

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

Historical Percent of List Price Received by Month

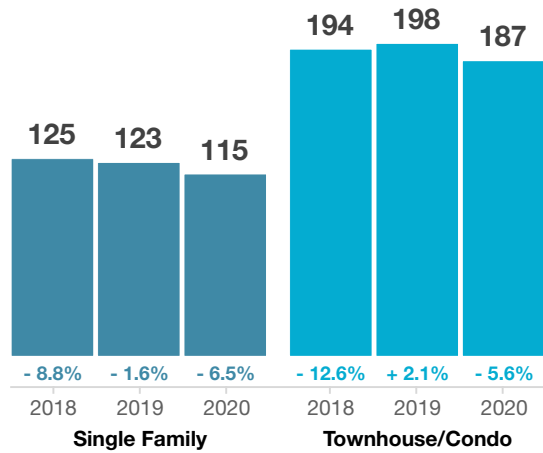


Housing Affordability Index

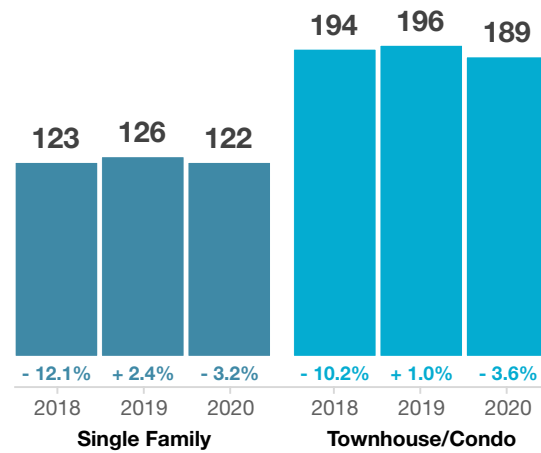
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

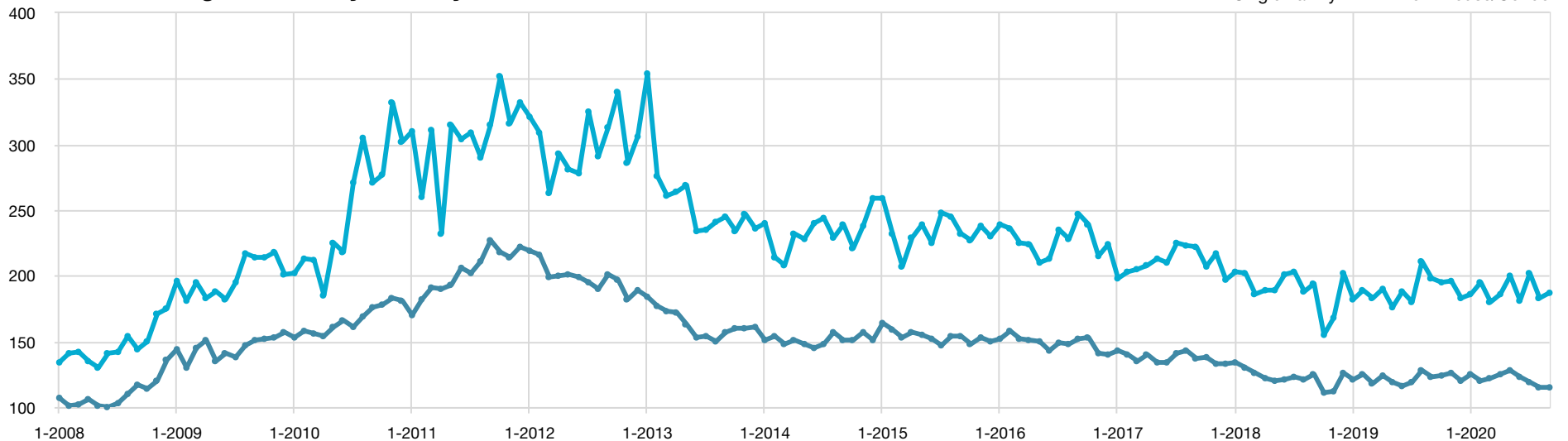


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2019	124	+ 11.7%	195	+ 25.8%
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	115	- 10.2%	183	- 13.3%
9-2020	115	- 6.5%	187	- 5.6%
12-Month Avg	122	+ 1.7%	190	+ 2.7%

Historical Housing Affordability Index by Month

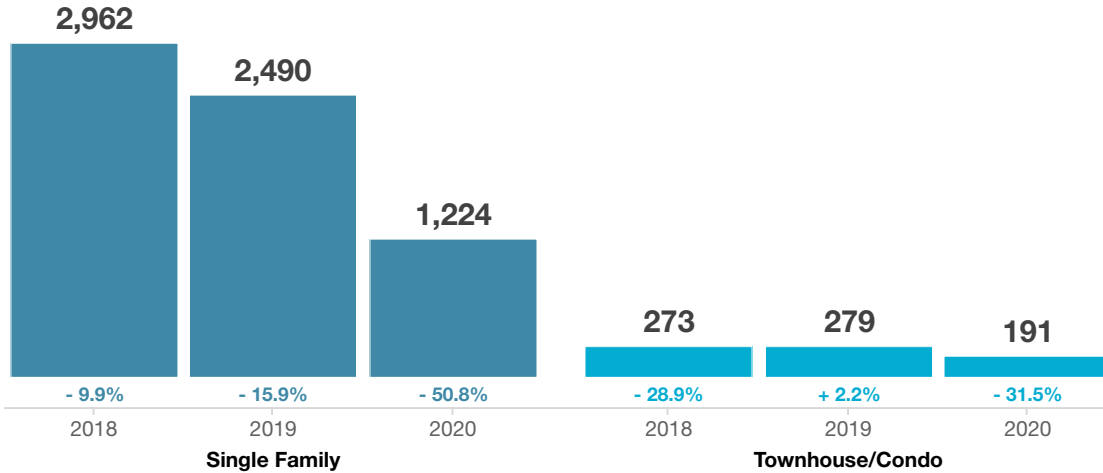


Inventory of Homes for Sale

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

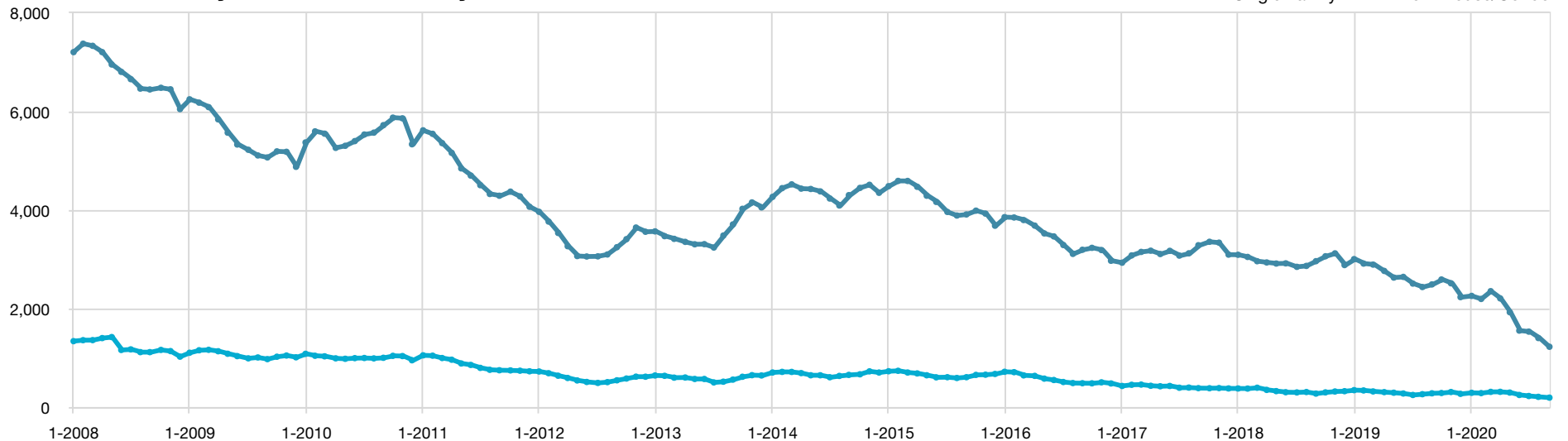


September



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2019	2,590	- 15.4%	285	- 4.4%
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	2,195	- 24.6%	283	- 16.0%
3-2020	2,353	- 18.6%	308	- 2.8%
4-2020	2,206	- 20.2%	309	+ 2.0%
5-2020	1,926	- 26.7%	294	+ 1.0%
6-2020	1,552	- 41.3%	245	- 10.9%
7-2020	1,531	- 38.9%	224	- 8.6%
8-2020	1,401	- 42.5%	207	- 20.7%
9-2020	1,224	- 50.8%	191	- 31.5%
12-Month Avg	1,998	- 28.1%	267	- 10.7%

Historical Inventory of Homes for Sale by Month

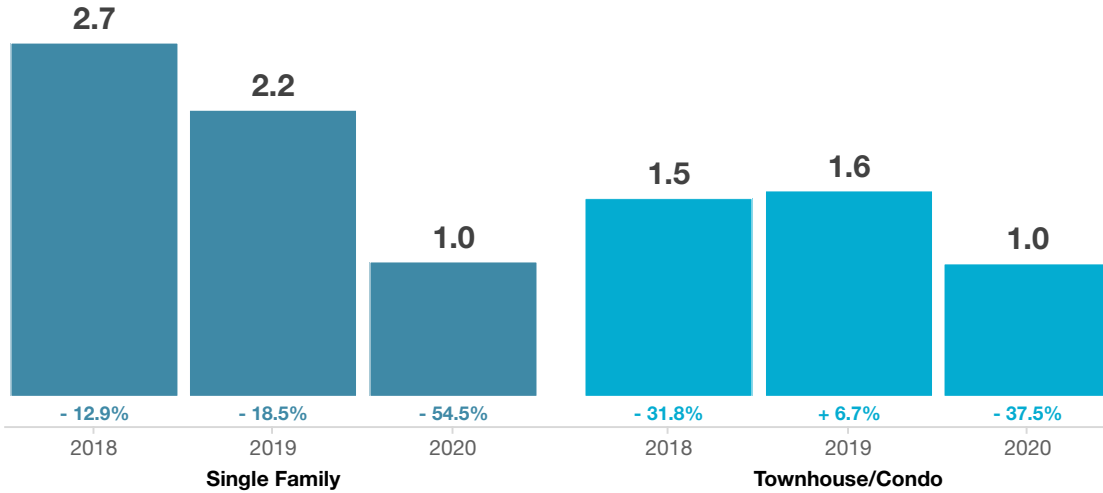


Months Supply of Inventory

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.



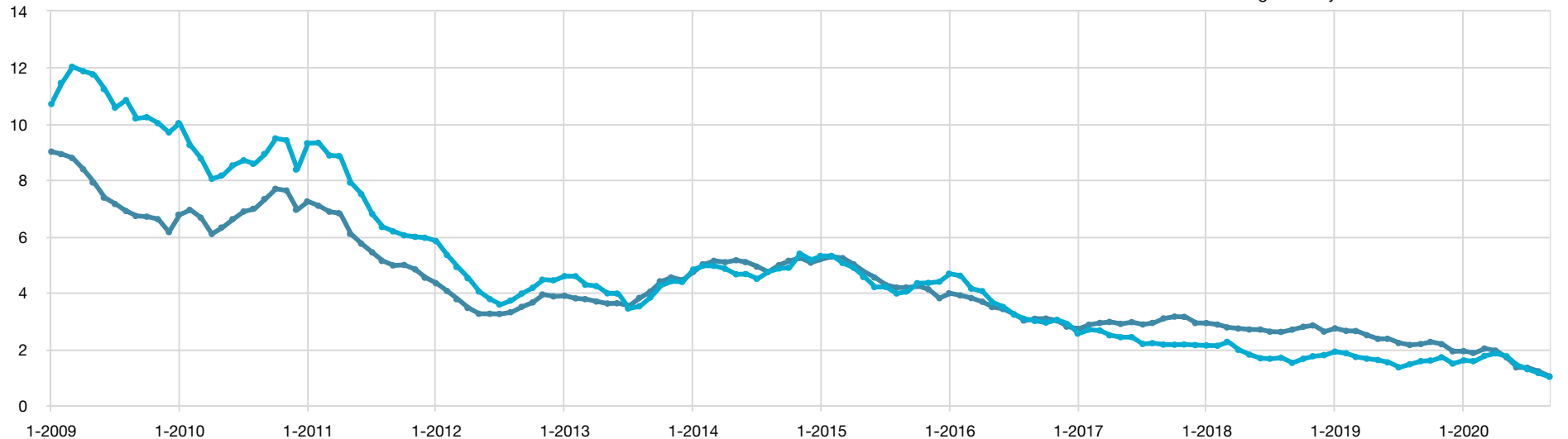
September



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
10-2019	2.2	- 21.4%	1.6	0.0%
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%	1.7	0.0%
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%	1.1	- 26.7%
9-2020	1.0	- 54.5%	1.0	- 37.5%
12-Month Avg*	1.7	- 31.1%	1.5	- 8.5%

* Months Supply for all properties from October 2019 through September 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	9-2019	9-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		1,582	1,728	+ 9.2%	15,569	14,696	- 5.6%
Pending Sales		1,209	1,701	+ 40.7%	12,794	13,293	+ 3.9%
Closed Sales		1,295	1,362	+ 5.2%	12,295	12,080	- 1.7%
Days on Market Until Sale		35	24	- 31.4%	40	33	- 17.5%
Median Sales Price		\$235,750	\$267,485	+ 13.5%	\$230,000	\$250,000	+ 8.7%
Average Sales Price		\$282,726	\$322,026	+ 13.9%	\$275,666	\$301,030	+ 9.2%
Percent of List Price Received		98.3%	99.7%	+ 1.4%	98.4%	98.9%	+ 0.5%
Housing Affordability Index		130	120	- 7.7%	133	128	- 3.8%
Inventory of Homes for Sale		2,769	1,415	- 48.9%	—	—	—
Months Supply of Inventory		2.1	1.0	- 52.4%	—	—	—

Tucson - Central

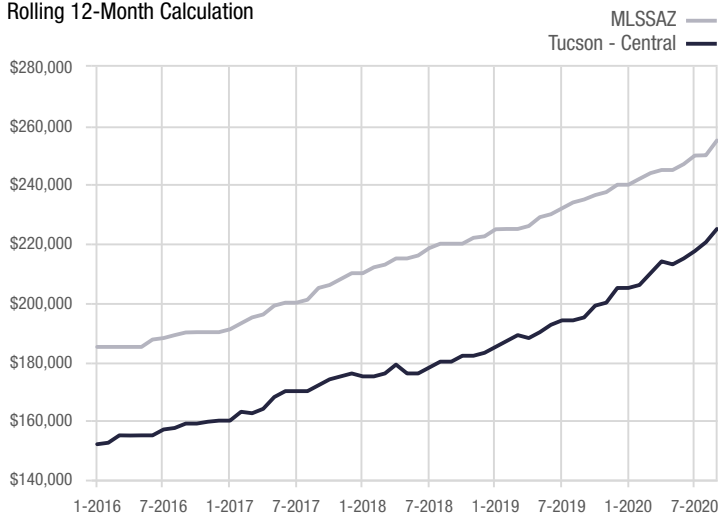
Single Family Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	223	220	- 1.3%	2,084	1,982	- 4.9%
Pending Sales	149	223	+ 49.7%	1,567	1,676	+ 7.0%
Closed Sales	157	173	+ 10.2%	1,508	1,520	+ 0.8%
Days on Market Until Sale	31	22	- 29.0%	33	30	- 9.1%
Median Sales Price*	\$196,000	\$239,000	+ 21.9%	\$200,000	\$228,000	+ 14.0%
Average Sales Price*	\$231,253	\$267,581	+ 15.7%	\$232,219	\$256,105	+ 10.3%
Percent of List Price Received*	97.7%	99.8%	+ 2.1%	98.0%	99.0%	+ 1.0%
Inventory of Homes for Sale	354	210	- 40.7%	—	—	—
Months Supply of Inventory	2.2	1.2	- 45.5%	—	—	—

Townhouse/Condo/Duplex Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	45	54	+ 20.0%	420	461	+ 9.8%
Pending Sales	22	48	+ 118.2%	343	380	+ 10.8%
Closed Sales	33	43	+ 30.3%	343	345	+ 0.6%
Days on Market Until Sale	13	19	+ 46.2%	30	26	- 13.3%
Median Sales Price*	\$129,000	\$170,000	+ 31.8%	\$134,000	\$145,000	+ 8.2%
Average Sales Price*	\$136,761	\$170,603	+ 24.7%	\$141,823	\$153,186	+ 8.0%
Percent of List Price Received*	98.2%	99.6%	+ 1.4%	97.8%	98.2%	+ 0.4%
Inventory of Homes for Sale	70	59	- 15.7%	—	—	—
Months Supply of Inventory	2.0	1.5	- 25.0%	—	—	—

* 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.

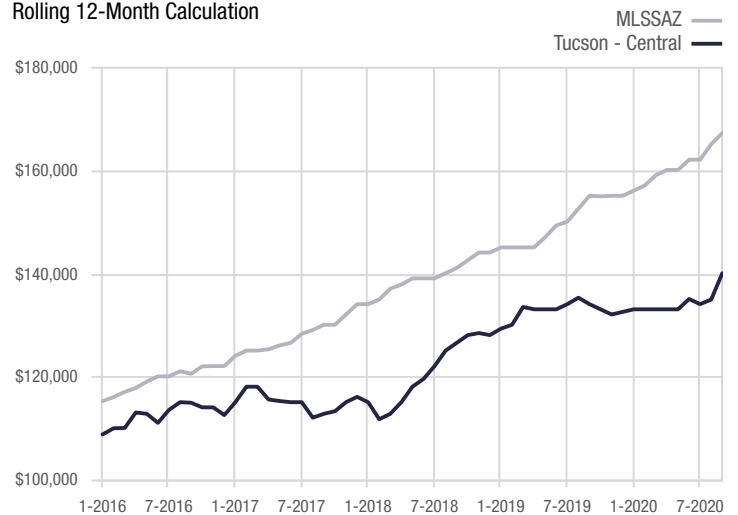
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – September 2020

A Research Tool Provided by Southern Arizona MLS.



Tucson - East

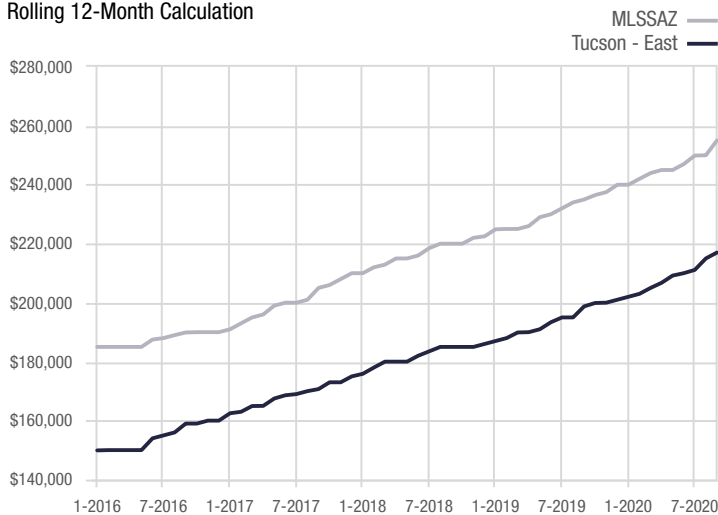
Single Family Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	139	173	+ 24.5%	1,393	1,381	- 0.9%
Pending Sales	126	154	+ 22.2%	1,217	1,275	+ 4.8%
Closed Sales	131	127	- 3.1%	1,156	1,149	- 0.6%
Days on Market Until Sale	23	15	- 34.8%	30	23	- 23.3%
Median Sales Price*	\$209,000	\$230,000	+ 10.0%	\$200,000	\$220,000	+ 10.0%
Average Sales Price*	\$222,204	\$244,946	+ 10.2%	\$217,093	\$237,316	+ 9.3%
Percent of List Price Received*	98.9%	100.6%	+ 1.7%	98.9%	99.5%	+ 0.6%
Inventory of Homes for Sale	171	97	- 43.3%	—	—	—
Months Supply of Inventory	1.4	0.7	- 50.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	39	38	- 2.6%	283	311	+ 9.9%
Pending Sales	33	33	0.0%	248	298	+ 20.2%
Closed Sales	19	33	+ 73.7%	230	268	+ 16.5%
Days on Market Until Sale	15	20	+ 33.3%	22	28	+ 27.3%
Median Sales Price*	\$121,500	\$147,000	+ 21.0%	\$123,400	\$145,000	+ 17.5%
Average Sales Price*	\$114,648	\$152,168	+ 32.7%	\$119,751	\$139,284	+ 16.3%
Percent of List Price Received*	98.1%	99.9%	+ 1.8%	98.5%	99.2%	+ 0.7%
Inventory of Homes for Sale	41	27	- 34.1%	—	—	—
Months Supply of Inventory	1.6	0.9	- 43.8%	—	—	—

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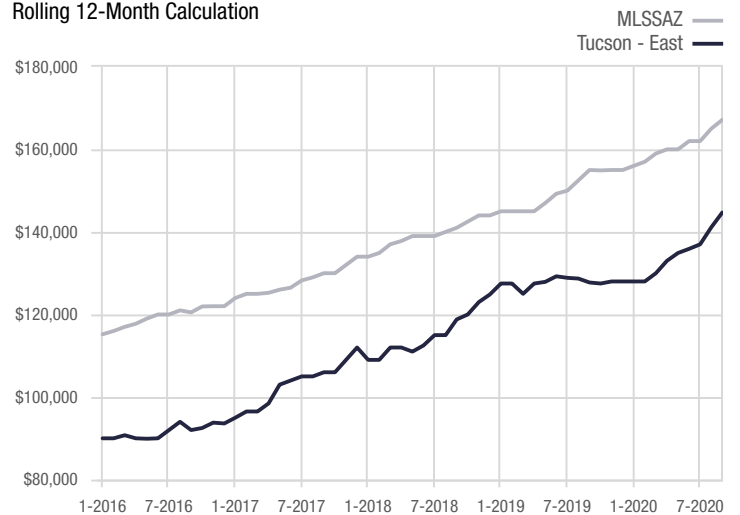
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - North

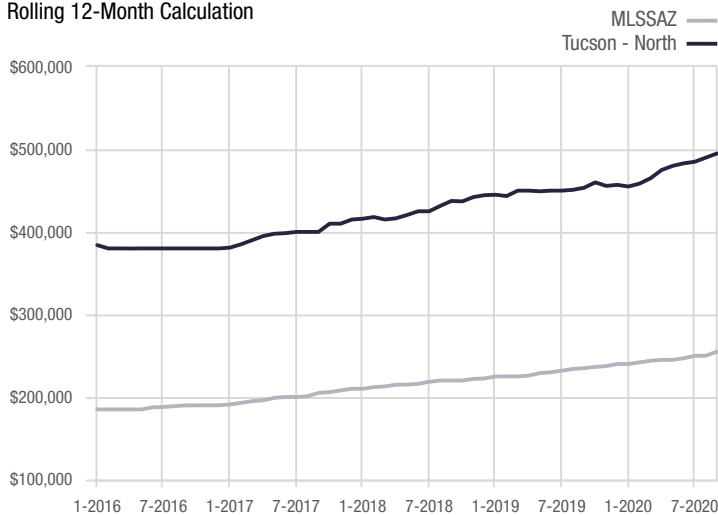
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	115	110	- 4.3%	1,232	1,138	- 7.6%
Pending Sales	70	107	+ 52.9%	857	920	+ 7.4%
Closed Sales	97	93	- 4.1%	841	864	+ 2.7%
Days on Market Until Sale	60	34	- 43.3%	52	43	- 17.3%
Median Sales Price*	\$465,000	\$550,000	+ 18.3%	\$460,000	\$510,000	+ 10.9%
Average Sales Price*	\$583,425	\$643,345	+ 10.3%	\$532,263	\$584,907	+ 9.9%
Percent of List Price Received*	97.2%	98.8%	+ 1.6%	97.4%	97.9%	+ 0.5%
Inventory of Homes for Sale	303	153	- 49.5%	—	—	—
Months Supply of Inventory	3.5	1.6	- 54.3%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	49	72	+ 46.9%	565	567	+ 0.4%
Pending Sales	39	69	+ 76.9%	486	501	+ 3.1%
Closed Sales	52	54	+ 3.8%	489	454	- 7.2%
Days on Market Until Sale	40	34	- 15.0%	34	30	- 11.8%
Median Sales Price*	\$180,000	\$205,000	+ 13.9%	\$180,000	\$196,250	+ 9.0%
Average Sales Price*	\$202,998	\$251,881	+ 24.1%	\$207,692	\$224,604	+ 8.1%
Percent of List Price Received*	97.9%	98.5%	+ 0.6%	98.0%	98.4%	+ 0.4%
Inventory of Homes for Sale	84	54	- 35.7%	—	—	—
Months Supply of Inventory	1.7	1.0	- 41.2%	—	—	—

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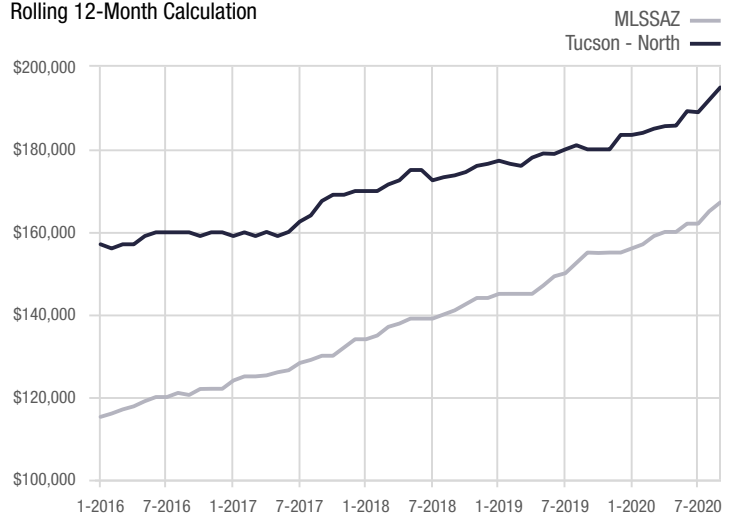
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Northeast

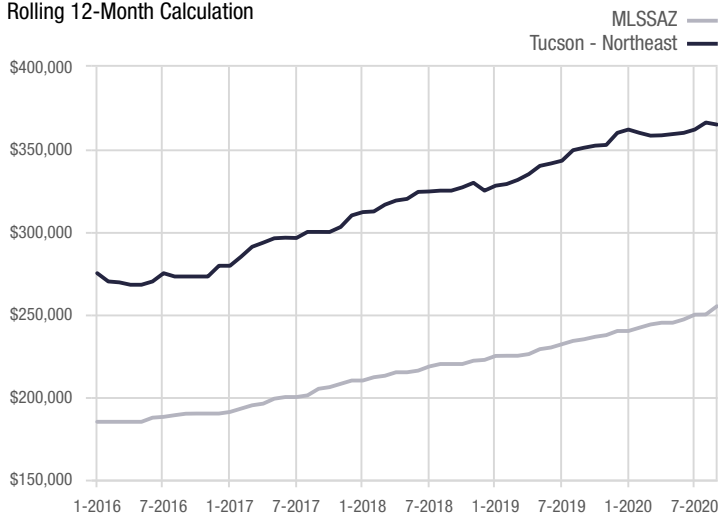
Single Family Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	56	66	+ 17.9%	614	578	- 5.9%
Pending Sales	34	71	+ 108.8%	502	519	+ 3.4%
Closed Sales	55	77	+ 40.0%	505	469	- 7.1%
Days on Market Until Sale	41	31	- 24.4%	49	34	- 30.6%
Median Sales Price*	\$360,000	\$353,800	- 1.7%	\$360,168	\$366,500	+ 1.8%
Average Sales Price*	\$404,074	\$430,816	+ 6.6%	\$403,216	\$424,874	+ 5.4%
Percent of List Price Received*	98.5%	99.3%	+ 0.8%	98.3%	98.6%	+ 0.3%
Inventory of Homes for Sale	106	66	- 37.7%	—	—	—
Months Supply of Inventory	2.0	1.3	- 35.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	14	26	+ 85.7%	157	168	+ 7.0%
Pending Sales	15	23	+ 53.3%	157	141	- 10.2%
Closed Sales	14	13	- 7.1%	151	136	- 9.9%
Days on Market Until Sale	24	8	- 66.7%	29	21	- 27.6%
Median Sales Price*	\$195,500	\$170,000	- 13.0%	\$155,000	\$162,500	+ 4.8%
Average Sales Price*	\$161,888	\$174,231	+ 7.6%	\$145,143	\$160,593	+ 10.6%
Percent of List Price Received*	97.3%	98.1%	+ 0.8%	98.1%	97.9%	- 0.2%
Inventory of Homes for Sale	12	11	- 8.3%	—	—	—
Months Supply of Inventory	0.7	0.7	0.0%	—	—	—

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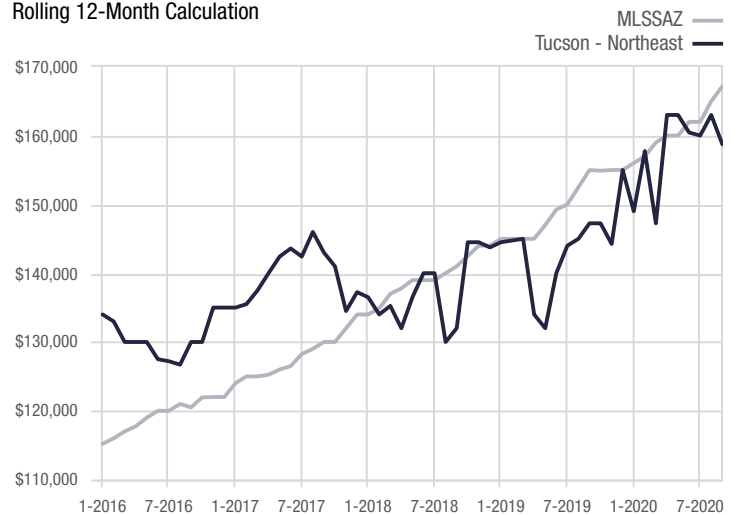
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Northwest

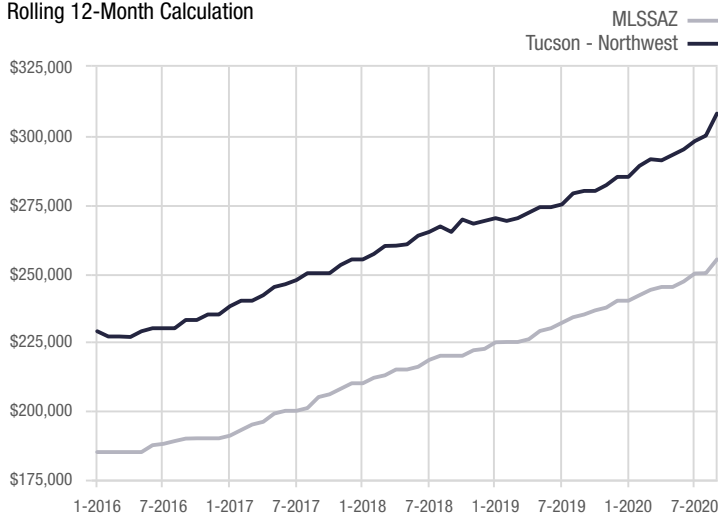
Single Family Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	330	317	- 3.9%	2,920	2,614	- 10.5%
Pending Sales	240	317	+ 32.1%	2,401	2,370	- 1.3%
Closed Sales	237	261	+ 10.1%	2,308	2,175	- 5.8%
Days on Market Until Sale	39	32	- 17.9%	47	37	- 21.3%
Median Sales Price*	\$272,000	\$337,500	+ 24.1%	\$283,000	\$314,000	+ 11.0%
Average Sales Price*	\$329,047	\$395,964	+ 20.3%	\$331,317	\$369,889	+ 11.6%
Percent of List Price Received*	98.9%	99.4%	+ 0.5%	98.5%	98.9%	+ 0.4%
Inventory of Homes for Sale	569	281	- 50.6%	—	—	—
Months Supply of Inventory	2.3	1.1	- 52.2%	—	—	—

Townhouse/Condo/Duplex Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	30	32	+ 6.7%	308	293	- 4.9%
Pending Sales	24	45	+ 87.5%	267	262	- 1.9%
Closed Sales	16	30	+ 87.5%	252	237	- 6.0%
Days on Market Until Sale	25	36	+ 44.0%	38	35	- 7.9%
Median Sales Price*	\$234,500	\$232,500	- 0.9%	\$221,000	\$240,000	+ 8.6%
Average Sales Price*	\$237,775	\$242,326	+ 1.9%	\$235,219	\$252,506	+ 7.3%
Percent of List Price Received*	100.0%	99.3%	- 0.7%	98.2%	98.9%	+ 0.7%
Inventory of Homes for Sale	44	28	- 36.4%	—	—	—
Months Supply of Inventory	1.6	1.0	- 37.5%	—	—	—

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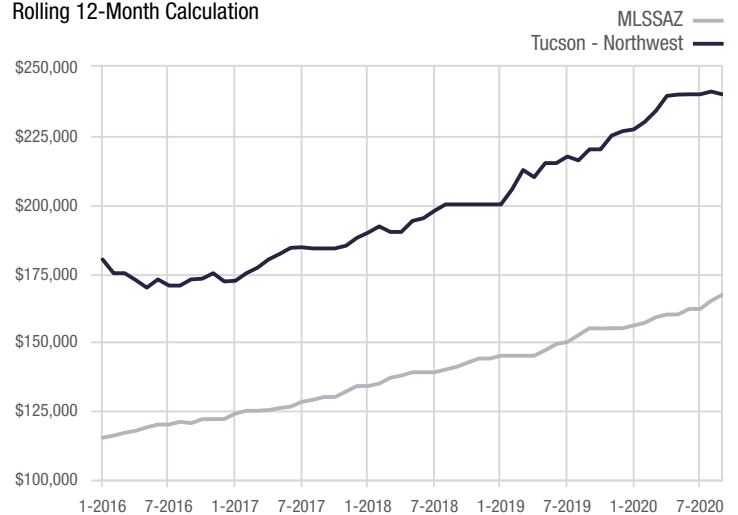
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - South

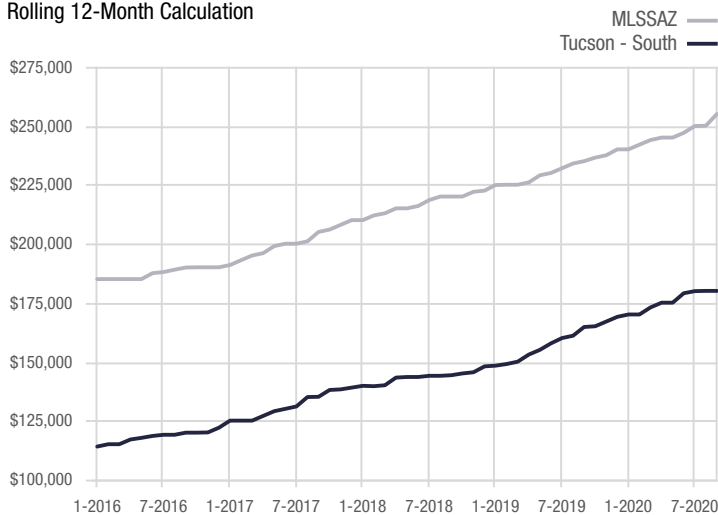
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	96	83	- 13.5%	869	737	- 15.2%
Pending Sales	70	80	+ 14.3%	732	698	- 4.6%
Closed Sales	89	72	- 19.1%	684	647	- 5.4%
Days on Market Until Sale	27	10	- 63.0%	29	25	- 13.8%
Median Sales Price*	\$175,000	\$192,000	+ 9.7%	\$165,000	\$181,000	+ 9.7%
Average Sales Price*	\$169,888	\$188,050	+ 10.7%	\$163,126	\$179,101	+ 9.8%
Percent of List Price Received*	97.4%	99.9%	+ 2.6%	98.2%	99.2%	+ 1.0%
Inventory of Homes for Sale	135	42	- 68.9%	—	—	—
Months Supply of Inventory	1.8	0.6	- 66.7%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	5	4	- 20.0%	43	49	+ 14.0%
Pending Sales	3	3	0.0%	34	42	+ 23.5%
Closed Sales	2	1	- 50.0%	32	36	+ 12.5%
Days on Market Until Sale	4	2	- 50.0%	15	17	+ 13.3%
Median Sales Price*	\$126,500	\$172,000	+ 36.0%	\$121,000	\$131,750	+ 8.9%
Average Sales Price*	\$126,500	\$172,000	+ 36.0%	\$116,117	\$130,761	+ 12.6%
Percent of List Price Received*	94.0%	111.0%	+ 18.1%	101.3%	98.1%	- 3.2%
Inventory of Homes for Sale	6	5	- 16.7%	—	—	—
Months Supply of Inventory	1.5	1.1	- 26.7%	—	—	—

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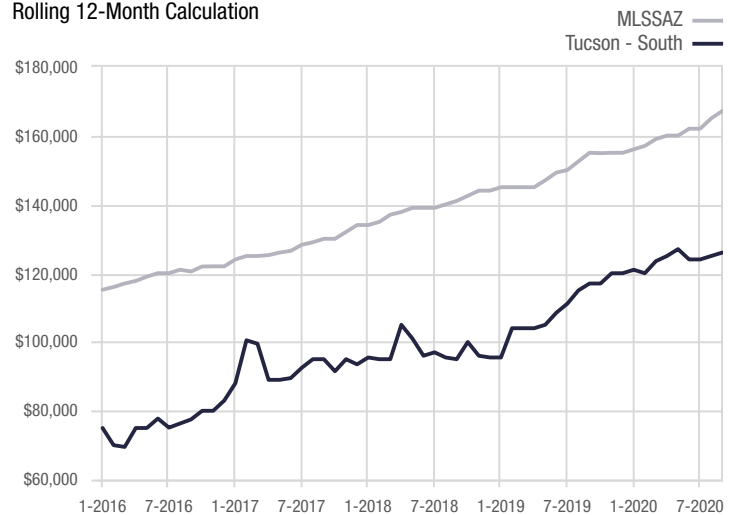
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Southeast

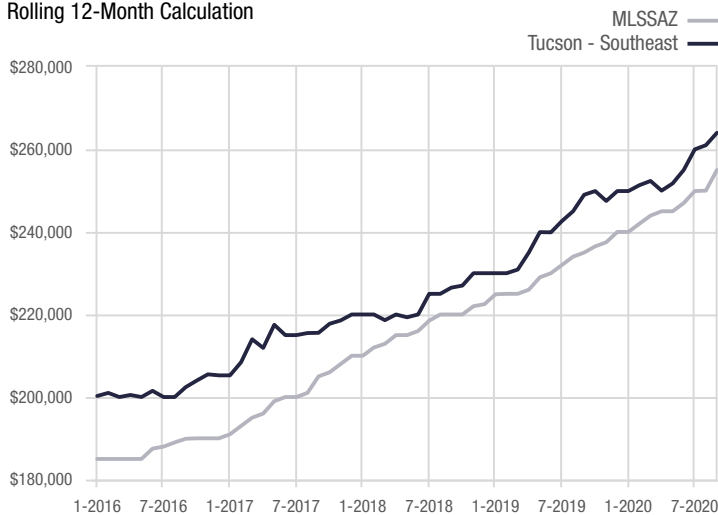
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	47	65	+ 38.3%	497	420	- 15.5%
Pending Sales	41	56	+ 36.6%	437	411	- 5.9%
Closed Sales	55	32	- 41.8%	413	361	- 12.6%
Days on Market Until Sale	43	13	- 69.8%	42	32	- 23.8%
Median Sales Price*	\$265,000	\$272,490	+ 2.8%	\$250,000	\$266,000	+ 6.4%
Average Sales Price*	\$290,041	\$311,493	+ 7.4%	\$268,708	\$285,893	+ 6.4%
Percent of List Price Received*	98.3%	100.5%	+ 2.2%	99.2%	99.4%	+ 0.2%
Inventory of Homes for Sale	72	30	- 58.3%	—	—	—
Months Supply of Inventory	1.6	0.7	- 56.3%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	0	1	—	9	11	+ 22.2%
Pending Sales	0	1	—	8	12	+ 50.0%
Closed Sales	2	2	0.0%	8	10	+ 25.0%
Days on Market Until Sale	5	4	- 20.0%	18	17	- 5.6%
Median Sales Price*	\$154,375	\$173,500	+ 12.4%	\$149,950	\$167,500	+ 11.7%
Average Sales Price*	\$154,375	\$173,500	+ 12.4%	\$157,784	\$177,215	+ 12.3%
Percent of List Price Received*	98.9%	101.0%	+ 2.1%	99.4%	99.2%	- 0.2%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.5	—	—	—	—	—

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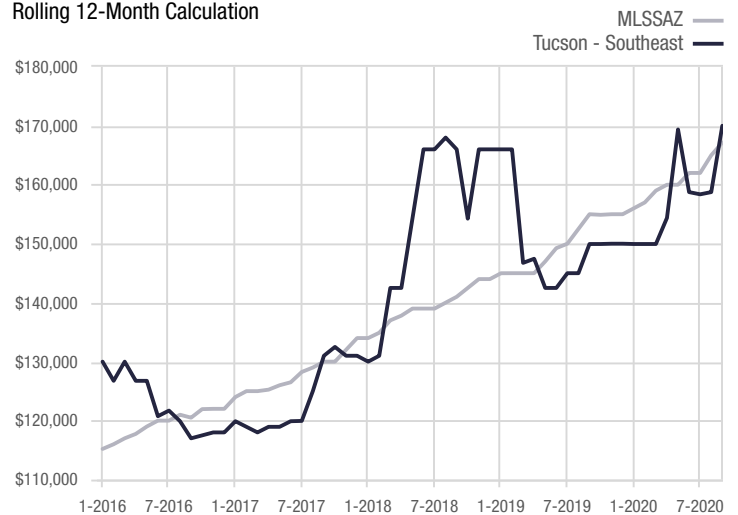
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Southwest

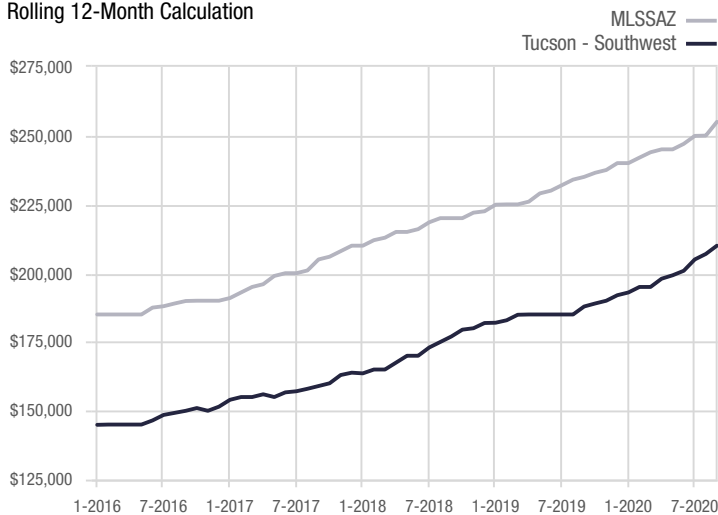
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	75	98	+ 30.7%	746	706	- 5.4%
Pending Sales	62	97	+ 56.5%	630	670	+ 6.3%
Closed Sales	63	49	- 22.2%	592	586	- 1.0%
Days on Market Until Sale	24	19	- 20.8%	35	33	- 5.7%
Median Sales Price*	\$205,000	\$232,000	+ 13.2%	\$189,825	\$212,500	+ 11.9%
Average Sales Price*	\$209,646	\$251,553	+ 20.0%	\$198,052	\$222,784	+ 12.5%
Percent of List Price Received*	99.4%	100.9%	+ 1.5%	99.2%	99.5%	+ 0.3%
Inventory of Homes for Sale	119	49	- 58.8%	—	—	—
Months Supply of Inventory	1.9	0.7	- 63.2%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	3	9	+ 200.0%	23	33	+ 43.5%
Pending Sales	2	9	+ 350.0%	22	31	+ 40.9%
Closed Sales	3	2	- 33.3%	23	22	- 4.3%
Days on Market Until Sale	47	3	- 93.6%	26	22	- 15.4%
Median Sales Price*	\$145,000	\$156,435	+ 7.9%	\$129,500	\$143,935	+ 11.1%
Average Sales Price*	\$114,667	\$156,435	+ 36.4%	\$119,039	\$133,144	+ 11.8%
Percent of List Price Received*	99.6%	106.0%	+ 6.4%	98.0%	100.3%	+ 2.3%
Inventory of Homes for Sale	4	3	- 25.0%	—	—	—
Months Supply of Inventory	1.6	0.9	- 43.8%	—	—	—

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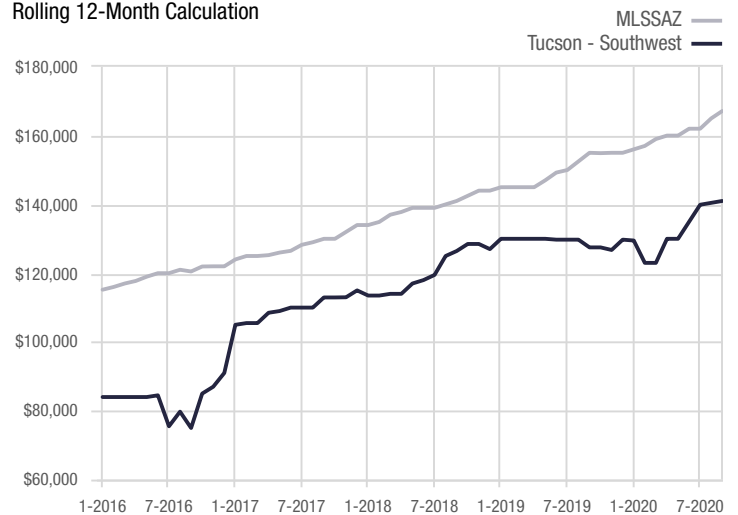
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Upper Northwest

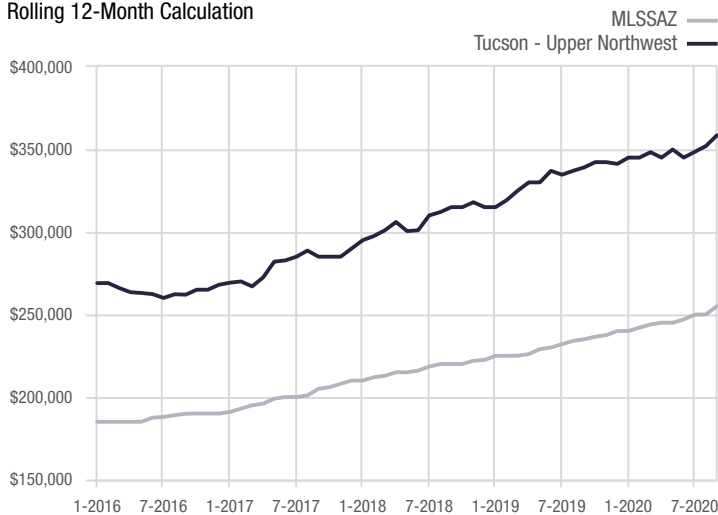
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	46	63	+ 37.0%	455	486	+ 6.8%
Pending Sales	45	55	+ 22.2%	416	402	- 3.4%
Closed Sales	30	36	+ 20.0%	393	380	- 3.3%
Days on Market Until Sale	53	41	- 22.6%	62	47	- 24.2%
Median Sales Price*	\$326,500	\$389,000	+ 19.1%	\$340,000	\$365,000	+ 7.4%
Average Sales Price*	\$342,387	\$368,350	+ 7.6%	\$366,471	\$378,482	+ 3.3%
Percent of List Price Received*	98.0%	98.4%	+ 0.4%	97.7%	97.8%	+ 0.1%
Inventory of Homes for Sale	99	86	- 13.1%	—	—	—
Months Supply of Inventory	2.4	2.0	- 16.7%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	1	2	+ 100.0%	22	27	+ 22.7%
Pending Sales	1	4	+ 300.0%	18	28	+ 55.6%
Closed Sales	2	4	+ 100.0%	18	27	+ 50.0%
Days on Market Until Sale	14	17	+ 21.4%	24	37	+ 54.2%
Median Sales Price*	\$277,500	\$325,000	+ 17.1%	\$238,500	\$290,000	+ 21.6%
Average Sales Price*	\$277,500	\$324,000	+ 16.8%	\$243,333	\$419,545	+ 72.4%
Percent of List Price Received*	96.9%	98.4%	+ 1.5%	98.3%	98.3%	0.0%
Inventory of Homes for Sale	6	1	- 83.3%	—	—	—
Months Supply of Inventory	2.5	0.4	- 84.0%	—	—	—

* 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.

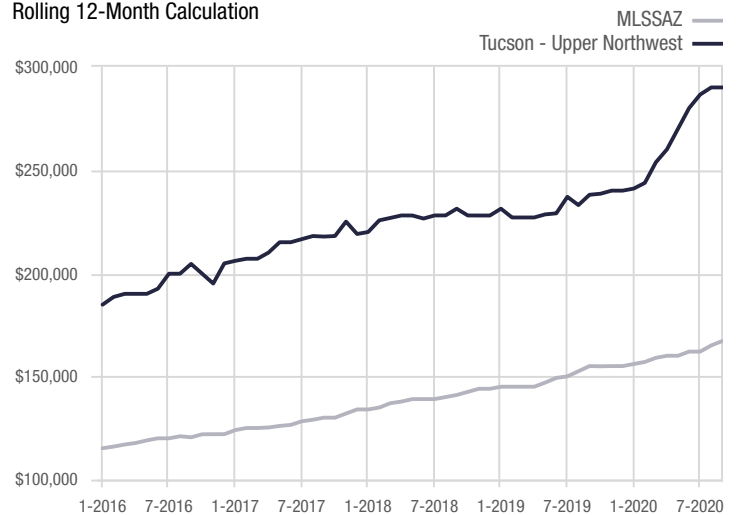
Median Sales Price - Single-Family

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.

Tucson - Upper Southeast

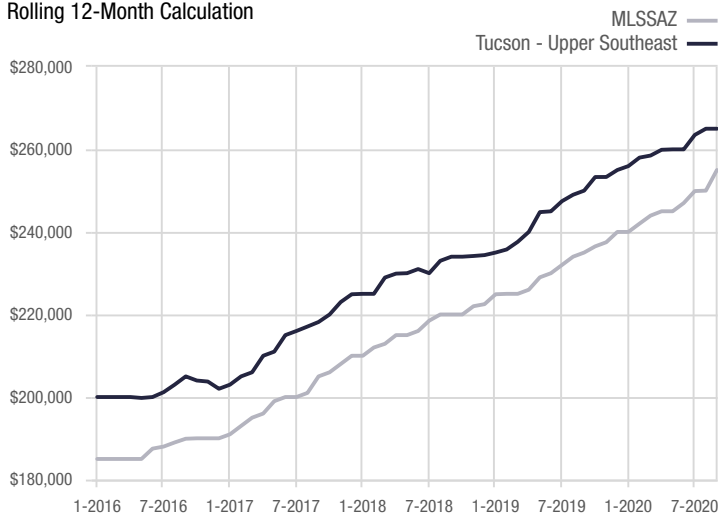
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	107	112	+ 4.7%	1,071	977	- 8.8%
Pending Sales	92	109	+ 18.5%	904	969	+ 7.2%
Closed Sales	80	78	- 2.5%	838	890	+ 6.2%
Days on Market Until Sale	24	12	- 50.0%	39	32	- 17.9%
Median Sales Price*	\$265,250	\$284,450	+ 7.2%	\$253,298	\$270,000	+ 6.6%
Average Sales Price*	\$279,684	\$298,348	+ 6.7%	\$272,825	\$291,568	+ 6.9%
Percent of List Price Received*	99.2%	100.5%	+ 1.3%	99.0%	99.5%	+ 0.5%
Inventory of Homes for Sale	182	67	- 63.2%	—	—	—
Months Supply of Inventory	2.0	0.7	- 65.0%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% 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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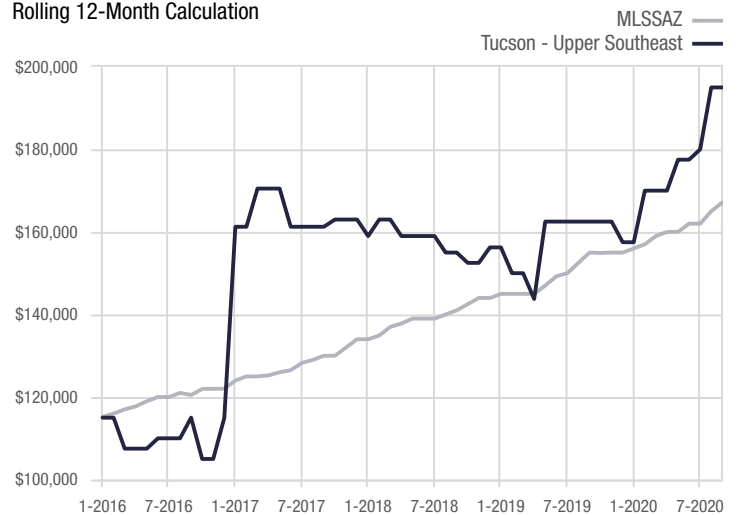
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - West

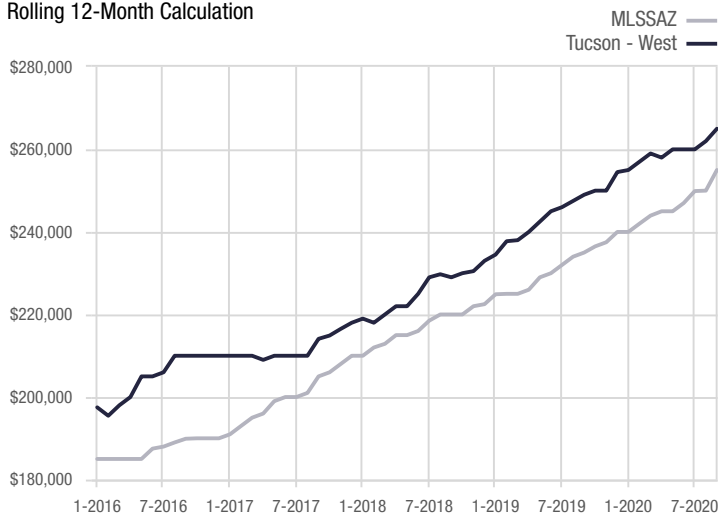
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
Key Metrics						
New Listings	97	109	+ 12.4%	992	955	- 3.7%
Pending Sales	79	117	+ 48.1%	841	891	+ 5.9%
Closed Sales	87	95	+ 9.2%	821	807	- 1.7%
Days on Market Until Sale	37	17	- 54.1%	37	28	- 24.3%
Median Sales Price*	\$260,000	\$290,100	+ 11.6%	\$250,000	\$265,000	+ 6.0%
Average Sales Price*	\$291,253	\$337,717	+ 16.0%	\$288,247	\$305,290	+ 5.9%
Percent of List Price Received*	98.8%	99.8%	+ 1.0%	98.7%	99.1%	+ 0.4%
Inventory of Homes for Sale	156	79	- 49.4%	—	—	—
Months Supply of Inventory	1.8	0.8	- 55.6%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
Key Metrics						
New Listings	10	14	+ 40.0%	140	128	- 8.6%
Pending Sales	11	17	+ 54.5%	131	123	- 6.1%
Closed Sales	9	17	+ 88.9%	126	108	- 14.3%
Days on Market Until Sale	17	13	- 23.5%	22	18	- 18.2%
Median Sales Price*	\$137,000	\$160,000	+ 16.8%	\$130,750	\$150,000	+ 14.7%
Average Sales Price*	\$130,989	\$152,194	+ 16.2%	\$129,625	\$152,404	+ 17.6%
Percent of List Price Received*	99.4%	100.0%	+ 0.6%	98.3%	99.1%	+ 0.8%
Inventory of Homes for Sale	11	3	- 72.7%	—	—	—
Months Supply of Inventory	0.8	0.3	- 62.5%	—	—	—

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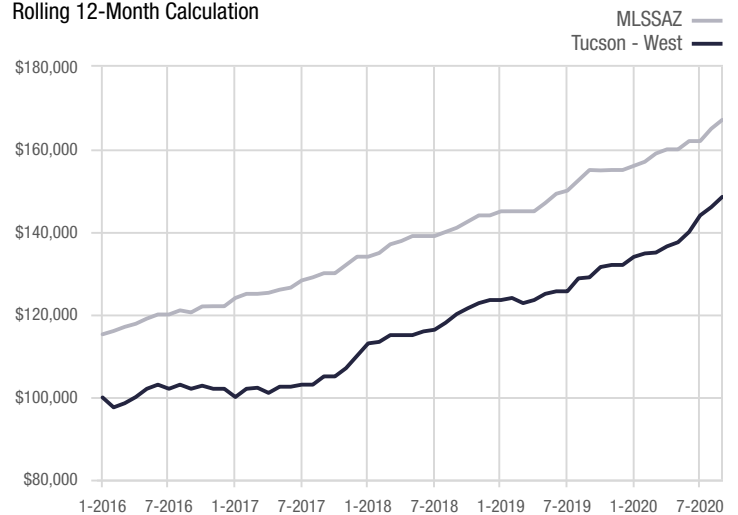
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – September 2020

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Tucson - Extended Northeast

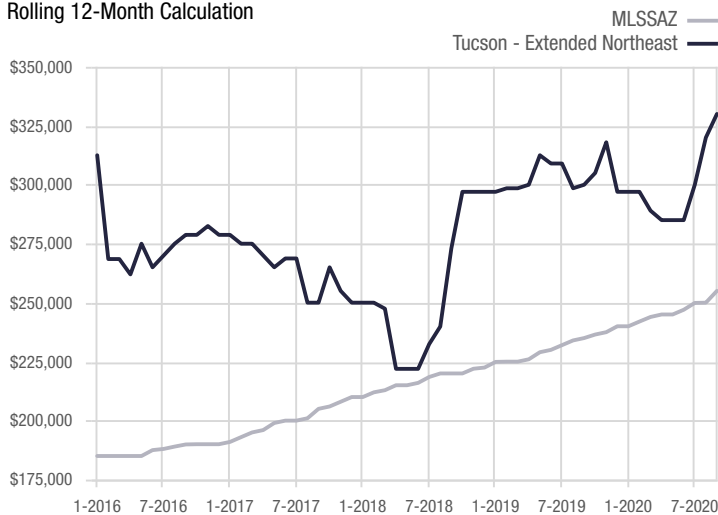
Single Family Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	2	7	+ 250.0%	30	32	+ 6.7%
Pending Sales	2	6	+ 200.0%	19	25	+ 31.6%
Closed Sales	4	2	- 50.0%	15	16	+ 6.7%
Days on Market Until Sale	40	80	+ 100.0%	121	90	- 25.6%
Median Sales Price*	\$310,000	\$507,500	+ 63.7%	\$289,000	\$332,000	+ 14.9%
Average Sales Price*	\$312,899	\$507,500	+ 62.2%	\$327,506	\$347,225	+ 6.0%
Percent of List Price Received*	89.9%	96.3%	+ 7.1%	90.4%	95.1%	+ 5.2%
Inventory of Homes for Sale	20	7	- 65.0%	—	—	—
Months Supply of Inventory	7.4	2.3	- 68.9%	—	—	—

Townhouse/Condo/Duplex Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% 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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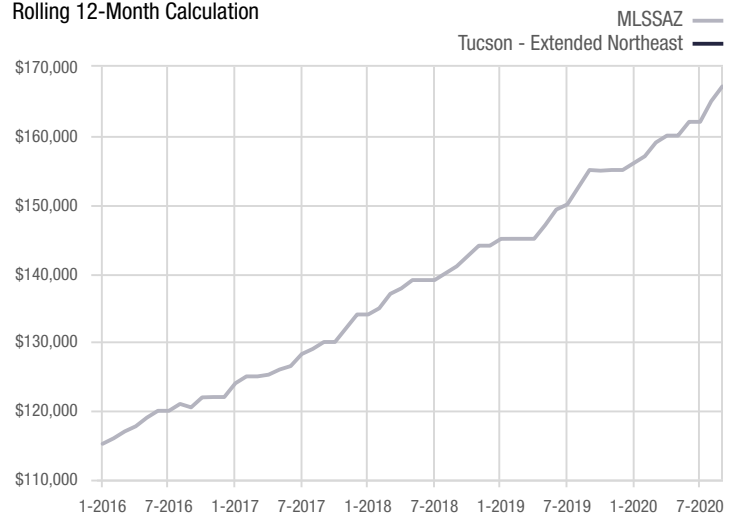
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – September 2020

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Tucson - Extended Northwest

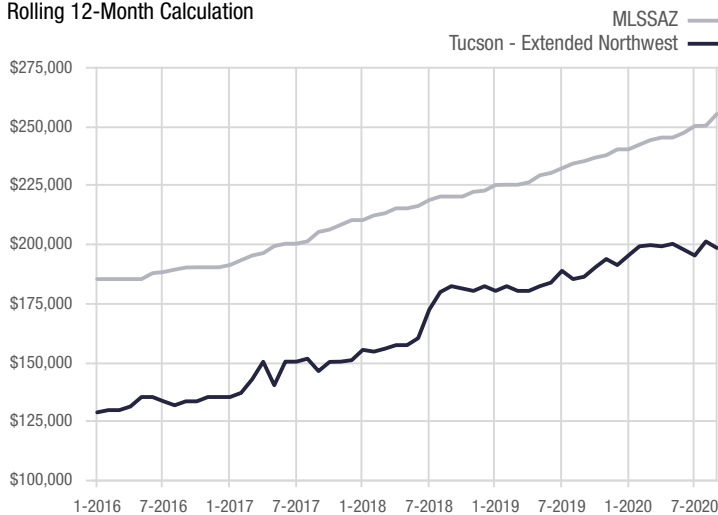
Single Family Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	8	6	- 25.0%	84	64	- 23.8%
Pending Sales	9	4	- 55.6%	68	66	- 2.9%
Closed Sales	7	5	- 28.6%	64	62	- 3.1%
Days on Market Until Sale	27	7	- 74.1%	32	21	- 34.4%
Median Sales Price*	\$199,900	\$176,000	- 12.0%	\$184,350	\$196,950	+ 6.8%
Average Sales Price*	\$196,157	\$180,200	- 8.1%	\$187,075	\$199,571	+ 6.7%
Percent of List Price Received*	98.0%	98.9%	+ 0.9%	98.9%	99.4%	+ 0.5%
Inventory of Homes for Sale	14	2	- 85.7%	—	—	—
Months Supply of Inventory	1.8	0.3	- 83.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% 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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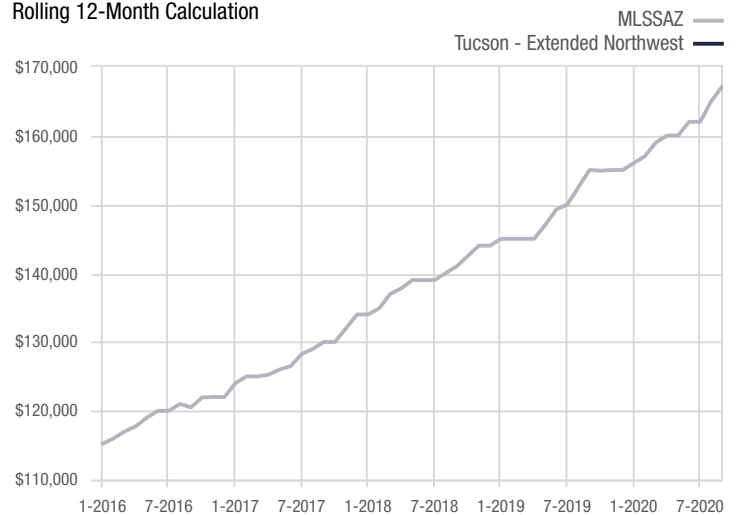
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – September 2020

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Tucson - Extended Southeast

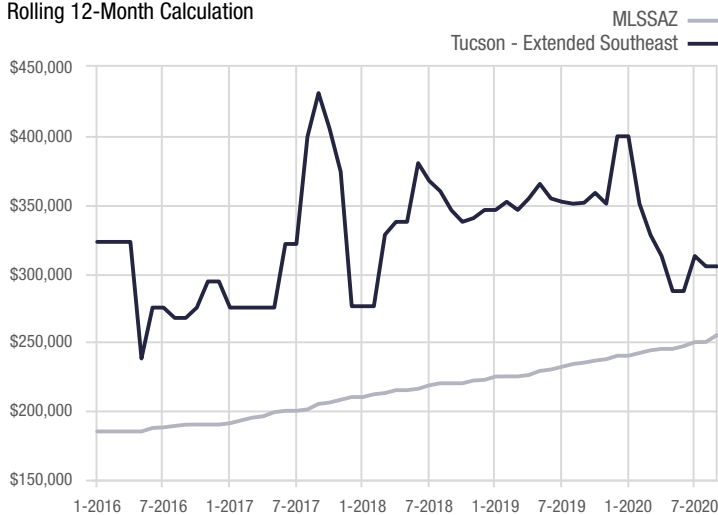
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	2	0	- 100.0%	10	11	+ 10.0%
Pending Sales	0	1	—	10	11	+ 10.0%
Closed Sales	0	0	0.0%	11	11	0.0%
Days on Market Until Sale	—	—	—	169	77	- 54.4%
Median Sales Price*	—	—	—	\$440,000	\$305,000	- 30.7%
Average Sales Price*	—	—	—	\$422,818	\$337,510	- 20.2%
Percent of List Price Received*	—	—	—	96.3%	94.3%	- 2.1%
Inventory of Homes for Sale	8	3	- 62.5%	—	—	—
Months Supply of Inventory	4.8	1.4	- 70.8%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% 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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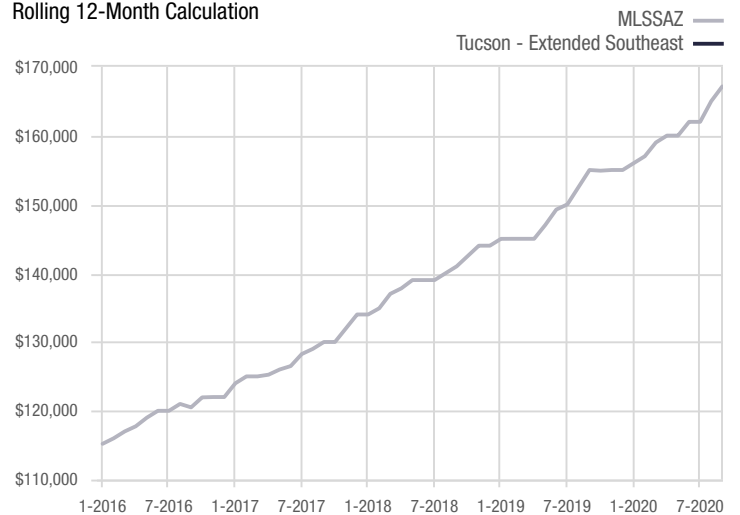
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – September 2020

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Tucson - Extended Southwest

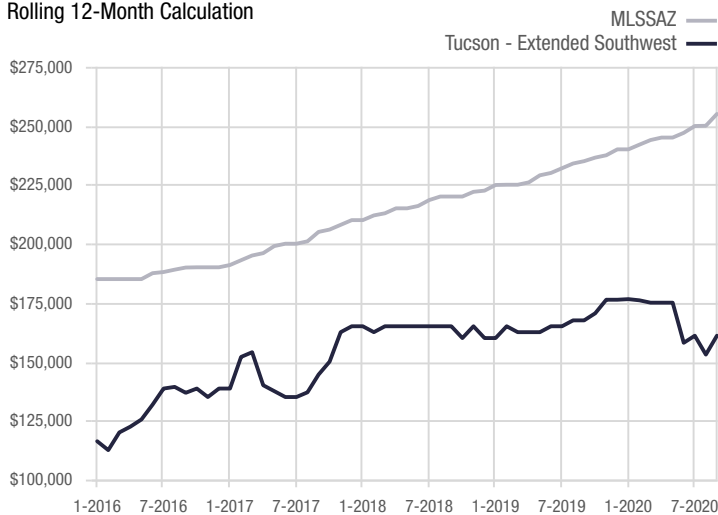
Single Family Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	4	2	- 50.0%	29	25	- 13.8%
Pending Sales	3	0	- 100.0%	22	17	- 22.7%
Closed Sales	0	3	—	22	17	- 22.7%
Days on Market Until Sale	—	7	—	59	44	- 25.4%
Median Sales Price*	—	\$188,000	—	\$180,500	\$147,500	- 18.3%
Average Sales Price*	—	\$190,167	—	\$189,499	\$159,182	- 16.0%
Percent of List Price Received*	—	96.0%	—	97.3%	97.0%	- 0.3%
Inventory of Homes for Sale	10	6	- 40.0%	—	—	—
Months Supply of Inventory	3.1	2.9	- 6.5%	—	—	—

Townhouse/Condo/Duplex Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	0	0	0.0%	1	0	- 100.0%
Pending Sales	0	0	0.0%	3	0	- 100.0%
Closed Sales	1	0	- 100.0%	3	0	- 100.0%
Days on Market Until Sale	424	—	—	154	—	—
Median Sales Price*	\$175,000	—	—	\$160,000	—	—
Average Sales Price*	\$175,000	—	—	\$153,667	—	—
Percent of List Price Received*	94.6%	—	—	98.0%	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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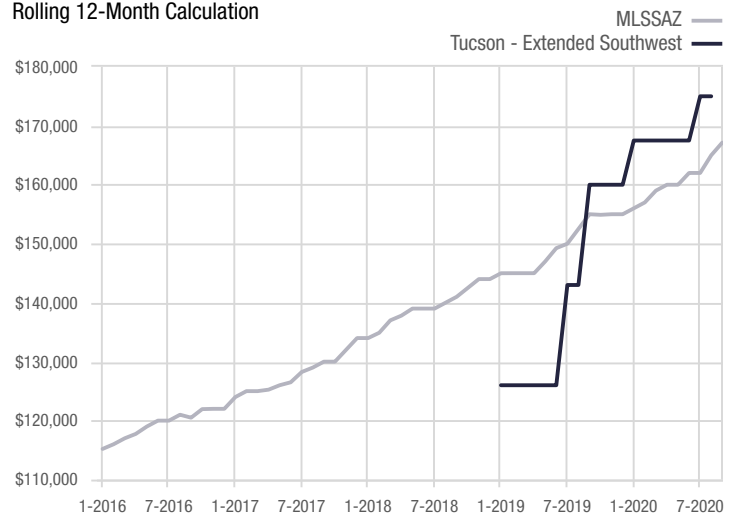
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Extended West

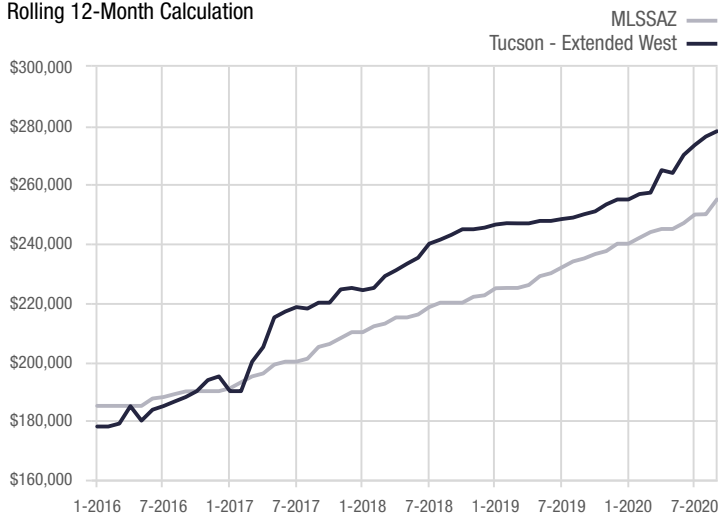
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
Key Metrics						
New Listings	25	32	+ 28.0%	438	426	- 2.7%
Pending Sales	29	40	+ 37.9%	353	450	+ 27.5%
Closed Sales	40	50	+ 25.0%	345	397	+ 15.1%
Days on Market Until Sale	55	28	- 49.1%	63	62	- 1.6%
Median Sales Price*	\$284,500	\$289,950	+ 1.9%	\$252,051	\$281,795	+ 11.8%
Average Sales Price*	\$276,670	\$303,454	+ 9.7%	\$258,860	\$286,848	+ 10.8%
Percent of List Price Received*	98.5%	99.4%	+ 0.9%	98.5%	99.2%	+ 0.7%
Inventory of Homes for Sale	125	20	- 84.0%	—	—	—
Months Supply of Inventory	3.3	0.4	- 87.9%	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% 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	—	—	—	—	—	—

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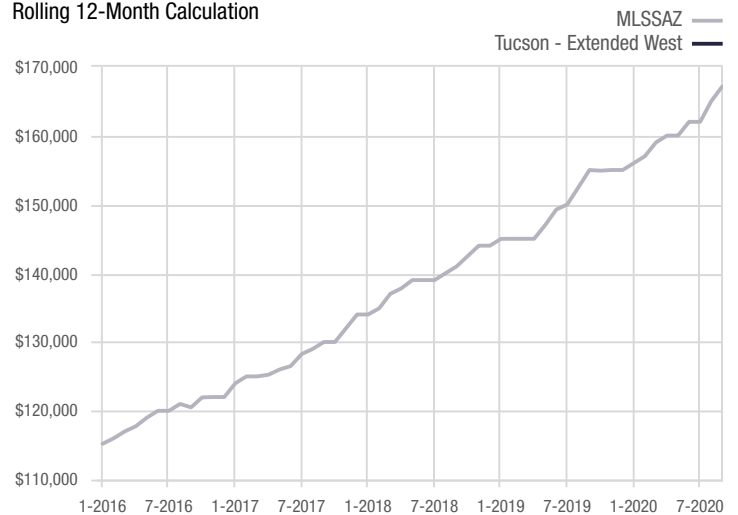
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – September 2020

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Tucson - Pima East

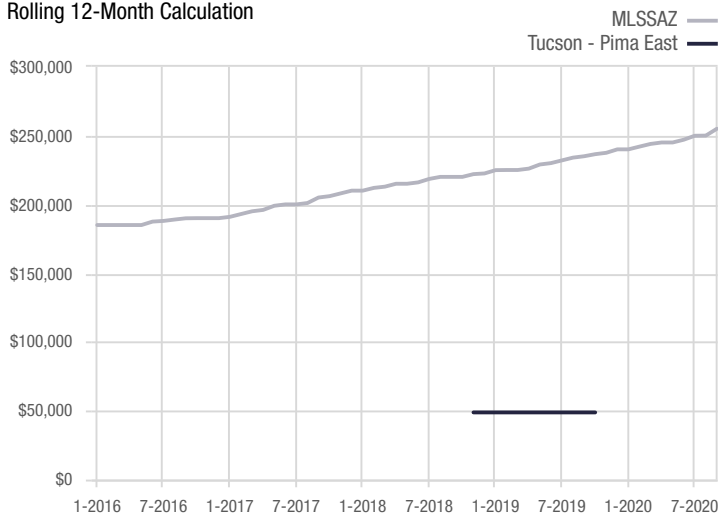
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% 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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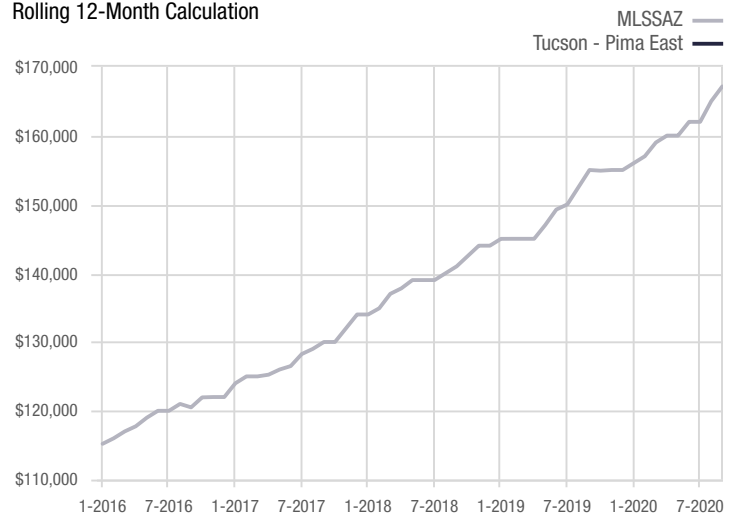
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Pima Northwest

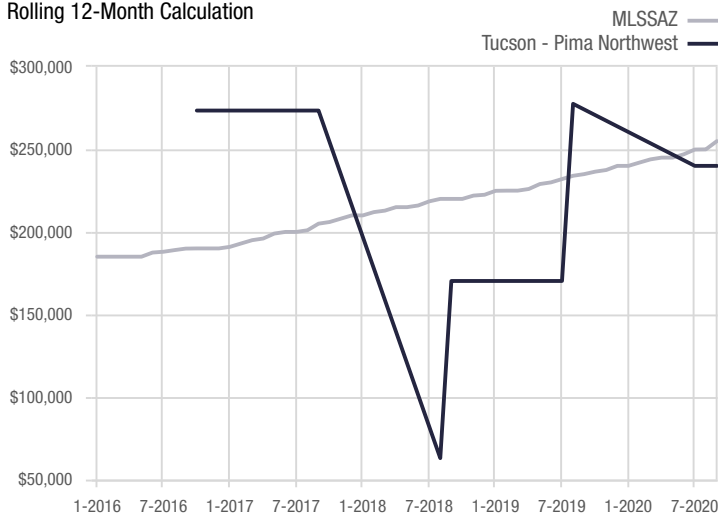
Single Family Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	0	0	0.0%	2	0	- 100.0%
Pending Sales	0	0	0.0%	0	1	—
Closed Sales	0	0	0.0%	0	1	—
Days on Market Until Sale	—	—	—	—	289	—
Median Sales Price*	—	—	—	—	\$240,000	—
Average Sales Price*	—	—	—	—	\$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 Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% 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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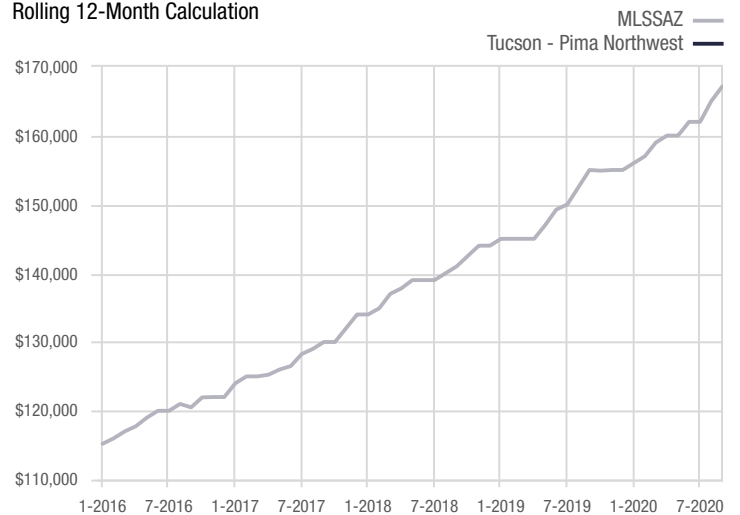
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – September 2020

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Tucson - Pima Southwest

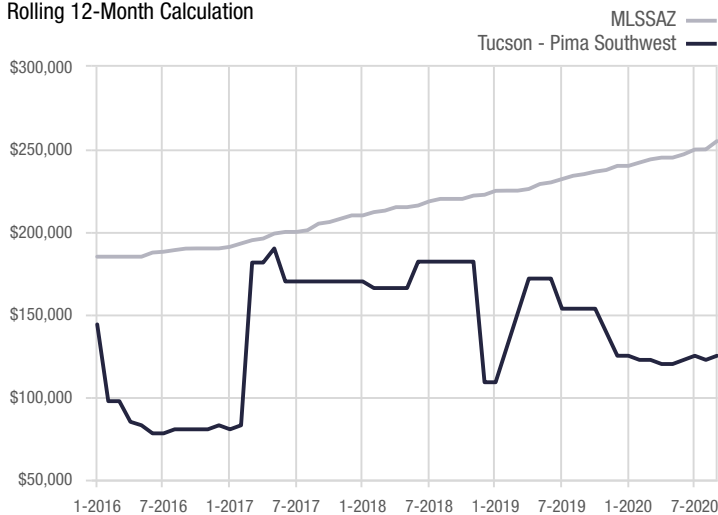
Single Family Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	1	2	+ 100.0%	12	13	+ 8.3%
Pending Sales	1	2	+ 100.0%	4	10	+ 150.0%
Closed Sales	0	1	—	3	7	+ 133.3%
Days on Market Until Sale	—	222	—	71	135	+ 90.1%
Median Sales Price*	—	\$165,000	—	\$153,500	\$128,000	- 16.6%
Average Sales Price*	—	\$165,000	—	\$154,500	\$136,571	- 11.6%
Percent of List Price Received*	—	82.5%	—	81.7%	92.4%	+ 13.1%
Inventory of Homes for Sale	6	9	+ 50.0%	—	—	—
Months Supply of Inventory	4.5	6.5	+ 44.4%	—	—	—

Townhouse/Condo/Duplex Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% 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	—	—	—	—	—	—

* 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.

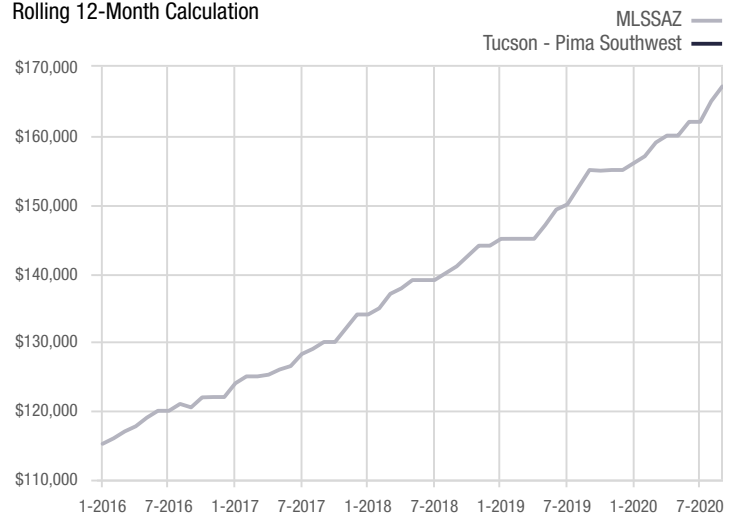
Median Sales Price - Single-Family

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 – September 2020

A Research Tool Provided by Southern Arizona MLS.



Tucson - Benson / St. David

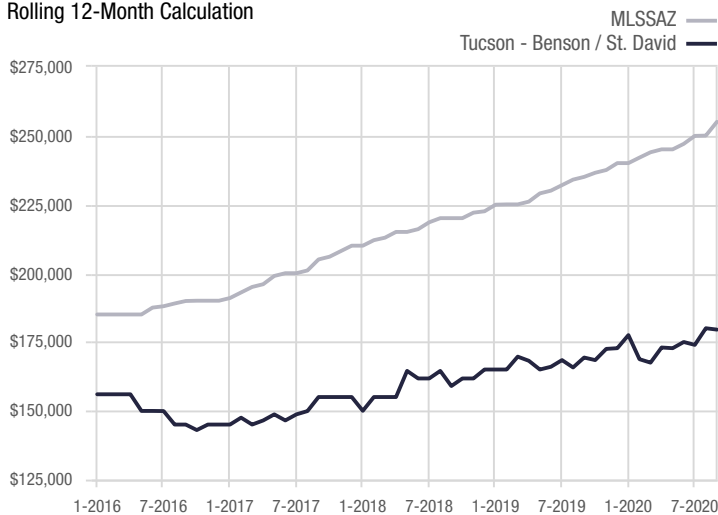
Single Family Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	13	11	- 15.4%	118	99	- 16.1%
Pending Sales	7	10	+ 42.9%	95	90	- 5.3%
Closed Sales	10	9	- 10.0%	99	75	- 24.2%
Days on Market Until Sale	61	33	- 45.9%	88	54	- 38.6%
Median Sales Price*	\$200,500	\$245,000	+ 22.2%	\$169,350	\$180,000	+ 6.3%
Average Sales Price*	\$182,430	\$248,211	+ 36.1%	\$197,017	\$199,741	+ 1.4%
Percent of List Price Received*	92.6%	98.8%	+ 6.7%	96.7%	97.2%	+ 0.5%
Inventory of Homes for Sale	40	17	- 57.5%	—	—	—
Months Supply of Inventory	3.6	1.8	- 50.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	0	0	0.0%	0	2	—
Pending Sales	0	0	0.0%	0	2	—
Closed Sales	0	0	0.0%	0	1	—
Days on Market Until Sale	—	—	—	—	28	—
Median Sales Price*	—	—	—	—	\$121,000	—
Average Sales Price*	—	—	—	—	\$121,000	—
Percent of List Price Received*	—	—	—	—	96.0%	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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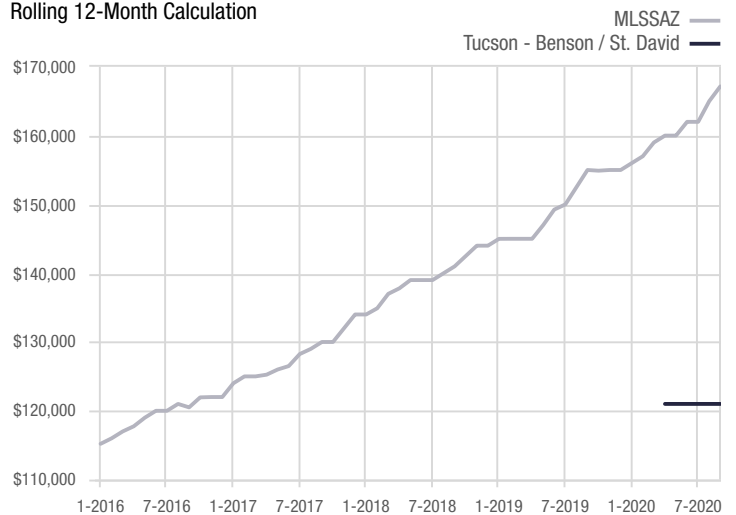
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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.