

# Monthly Indicators



## January 2021

January started off strong for the housing market, with healthy buyer demand and strong market fundamentals. A robust increase in housing starts in December points to an active year for new construction, but higher material costs, especially lumber, and a limited supply of buildable lots will temper the number of new units.

New Listings decreased 23.6 percent for Single Family and 25.6 percent for Townhouse/Condo. Pending Sales increased 9.1 percent for Single Family and 20.0 percent for Townhouse/Condo. Inventory decreased 61.0 percent for Single Family and 57.4 percent for Townhouse/Condo.

Median Sales Price increased 19.6 percent to \$293,000 for Single Family and 10.6 percent to \$182,500 for Townhouse/Condo. Days on Market decreased 39.0 percent for Single Family but increased 3.8 percent for Townhouse/Condo. Months Supply of Inventory decreased 63.2 percent for Single Family and 62.5 percent for Townhouse/Condo.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

## Quick Facts

**+ 7.6%**

Change in  
**Closed Sales**  
All Properties

**+ 18.9%**

Change in  
**Median Sales Price**  
All Properties

**- 60.6%**

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	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		1,606	<b>1,227</b>	- 23.6%	1,606	<b>1,227</b>	- 23.6%
<b>Pending Sales</b>		1,225	<b>1,336</b>	+ 9.1%	1,225	<b>1,336</b>	+ 9.1%
<b>Closed Sales</b>		898	<b>979</b>	+ 9.0%	898	<b>979</b>	+ 9.0%
<b>Days on Market Until Sale</b>		41	<b>25</b>	- 39.0%	41	<b>25</b>	- 39.0%
<b>Median Sales Price</b>		\$245,000	<b>\$293,000</b>	+ 19.6%	\$245,000	<b>\$293,000</b>	+ 19.6%
<b>Average Sales Price</b>		\$303,224	<b>\$374,985</b>	+ 23.7%	\$303,224	<b>\$374,985</b>	+ 23.7%
<b>Percent of List Price Received</b>		98.2%	<b>99.4%</b>	+ 1.2%	98.2%	<b>99.4%</b>	+ 1.2%
<b>Housing Affordability Index</b>		125	<b>115</b>	- 8.0%	125	<b>115</b>	- 8.0%
<b>Inventory of Homes for Sale</b>		2,257	<b>881</b>	- 61.0%	—	—	—
<b>Months Supply of Inventory</b>		1.9	<b>0.7</b>	- 63.2%	—	—	—

# 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.



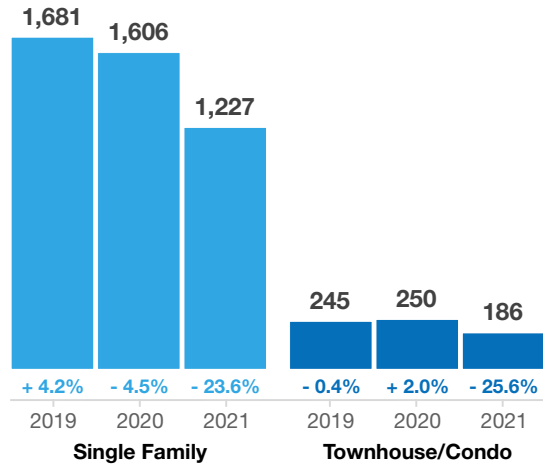
Key Metrics	Historical Sparkbars	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		250	<b>186</b>	- 25.6%	250	<b>186</b>	- 25.6%
<b>Pending Sales</b>		185	<b>222</b>	+ 20.0%	185	<b>222</b>	+ 20.0%
<b>Closed Sales</b>		153	<b>152</b>	- 0.7%	153	<b>152</b>	- 0.7%
<b>Days on Market Until Sale</b>		26	<b>27</b>	+ 3.8%	26	<b>27</b>	+ 3.8%
<b>Median Sales Price</b>		\$165,000	<b>\$182,500</b>	+ 10.6%	\$165,000	<b>\$182,500</b>	+ 10.6%
<b>Average Sales Price</b>		\$199,285	<b>\$212,929</b>	+ 6.8%	\$199,285	<b>\$212,929</b>	+ 6.8%
<b>Percent of List Price Received</b>		97.9%	<b>99.4%</b>	+ 1.5%	97.9%	<b>99.4%</b>	+ 1.5%
<b>Housing Affordability Index</b>		186	<b>184</b>	- 1.1%	186	<b>184</b>	- 1.1%
<b>Inventory of Homes for Sale</b>		289	<b>123</b>	- 57.4%	—	—	—
<b>Months Supply of Inventory</b>		1.6	<b>0.6</b>	- 62.5%	—	—	—

# New Listings

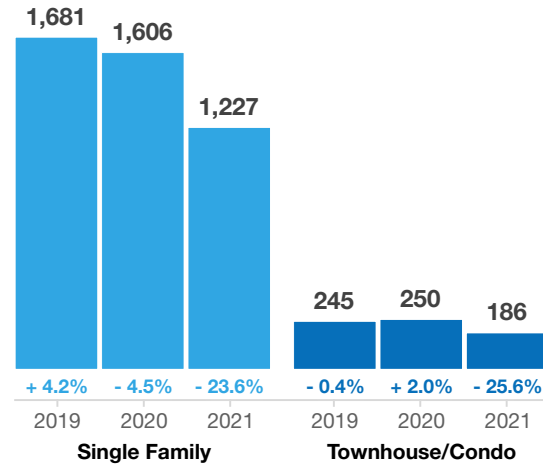
A count of the properties that have been newly listed on the market in a given month.



## January

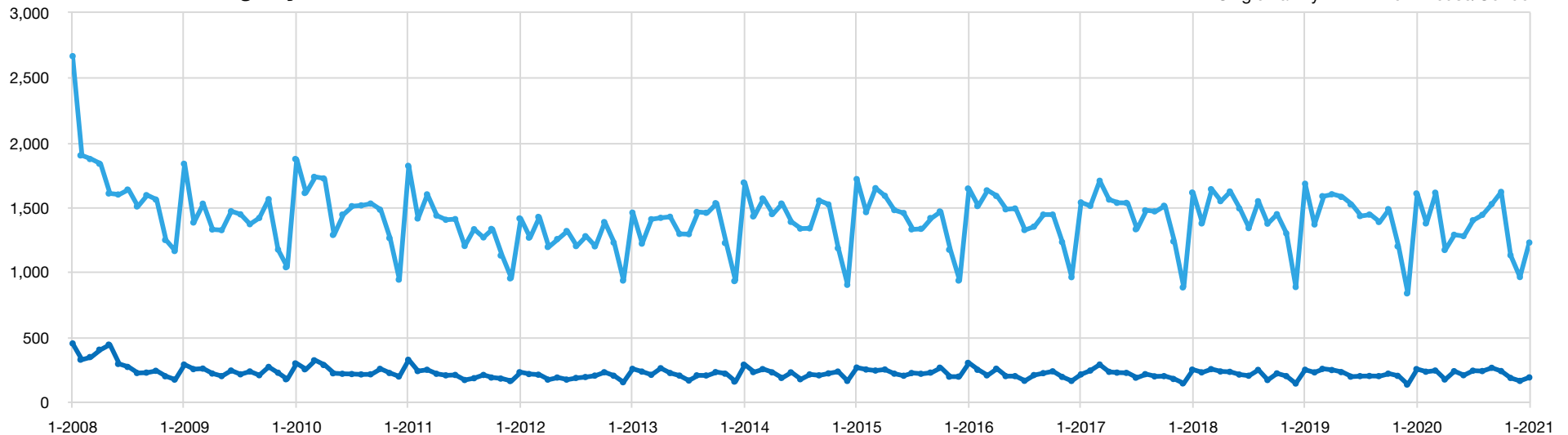


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2020	1,375	+ 0.6%	230	+ 2.2%
3-2020	1,612	+ 1.7%	239	- 5.2%
4-2020	1,170	- 26.9%	170	- 30.0%
5-2020	1,287	- 18.5%	234	+ 3.1%
6-2020	1,277	- 16.1%	203	+ 5.7%
7-2020	1,399	- 2.3%	238	+ 21.4%
8-2020	1,441	- 0.1%	235	+ 19.3%
9-2020	1,524	+ 10.0%	260	+ 32.7%
10-2020	1,618	+ 9.0%	235	+ 9.3%
11-2020	1,129	- 5.8%	182	- 8.1%
12-2020	961	+ 15.1%	159	+ 21.4%
<b>1-2021</b>	<b>1,227</b>	<b>- 23.6%</b>	<b>186</b>	<b>- 25.6%</b>
12-Month Avg	1,335	- 6.0%	214	+ 1.9%

## Historical New Listings by Month

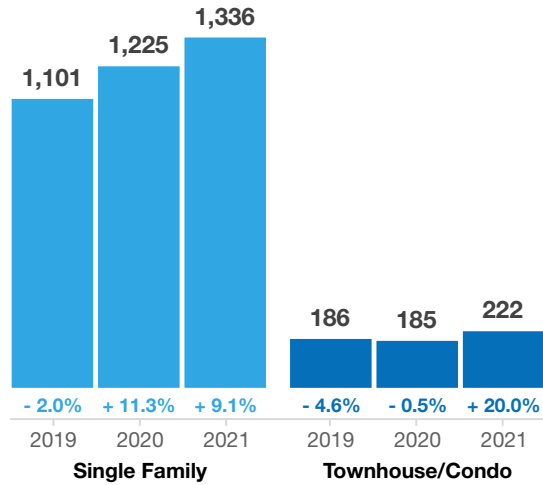


# Pending Sales

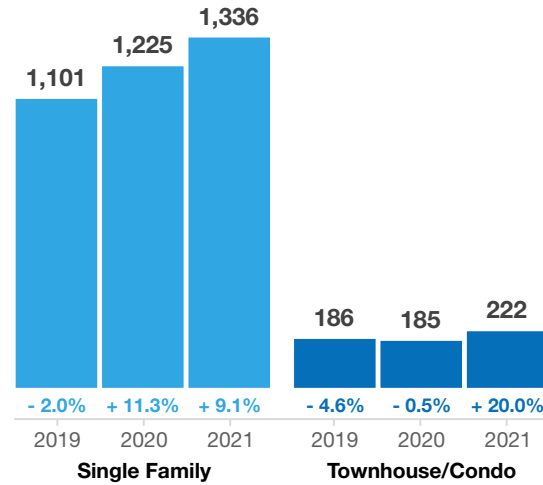
A count of the properties on which offers have been accepted in a given month.



## January

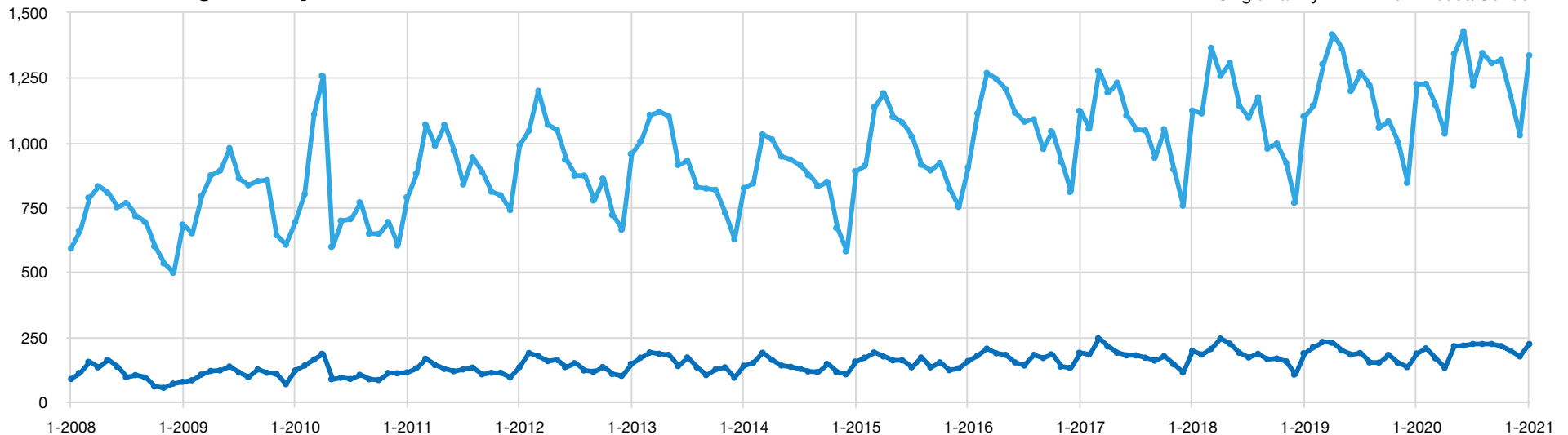


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1,342	- 1.5%	214	+ 8.6%
6-2020	1,429	+ 19.2%	216	+ 19.3%
7-2020	1,219	- 4.0%	222	+ 18.7%
8-2020	1,345	+ 10.2%	222	+ 47.0%
9-2020	1,306	+ 23.4%	222	+ 48.0%
10-2020	1,319	+ 21.9%	214	+ 18.9%
11-2020	1,181	+ 18.0%	196	+ 31.5%
12-2020	1,028	+ 21.8%	174	+ 30.8%
<b>1-2021</b>	<b>1,336</b>	<b>+ 9.1%</b>	<b>222</b>	<b>+ 20.0%</b>
12-Month Avg	1,243	+ 5.6%	200	+ 9.9%

## Historical Pending Sales by Month

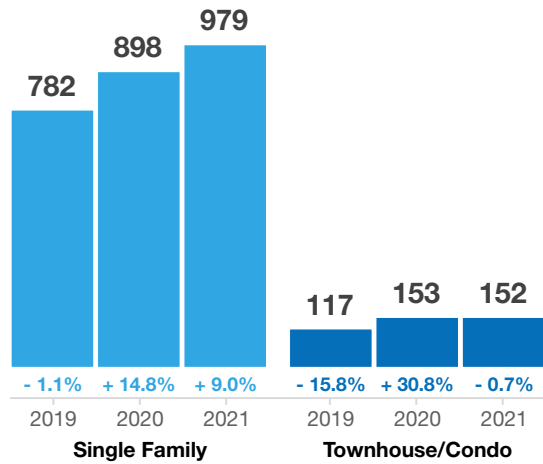


# Closed Sales

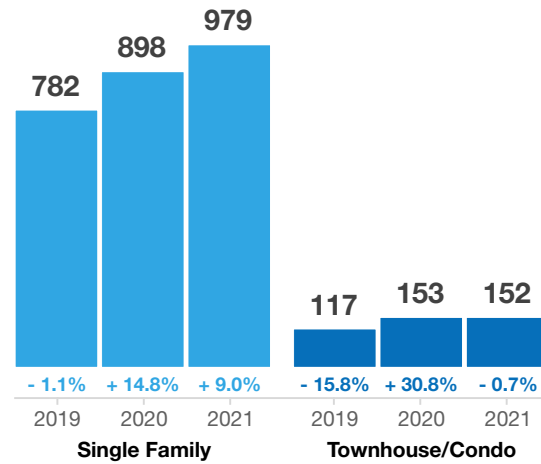
A count of the actual sales that closed in a given month.



## January

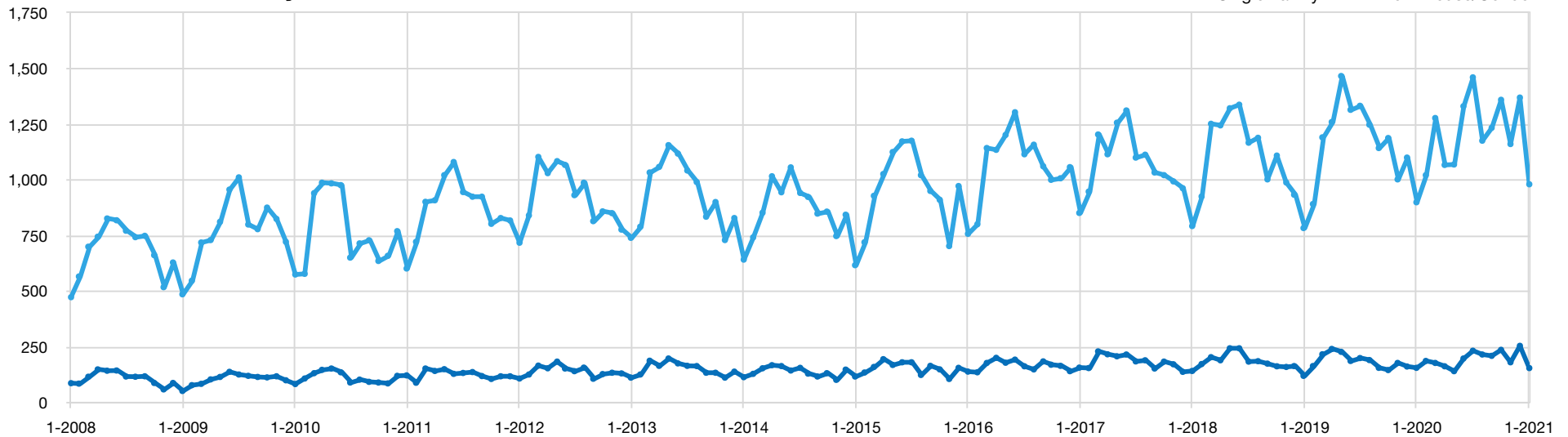


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2020	1,020	+ 14.6%	184	+ 14.3%
3-2020	1,277	+ 7.3%	175	- 18.2%
4-2020	1,066	- 15.3%	160	- 32.8%
5-2020	1,068	- 27.1%	138	- 38.7%
6-2020	1,330	+ 1.2%	195	+ 6.0%
7-2020	1,460	+ 9.6%	230	+ 16.8%
8-2020	1,175	- 5.8%	213	+ 13.3%
9-2020	1,233	+ 8.0%	207	+ 35.3%
10-2020	1,359	+ 14.5%	234	+ 63.6%
11-2020	1,160	+ 15.9%	178	+ 1.7%
12-2020	1,369	+ 24.6%	252	+ 58.5%
<b>1-2021</b>	<b>979</b>	<b>+ 9.0%</b>	<b>152</b>	<b>- 0.7%</b>
12-Month Avg	1,208	+ 3.3%	193	+ 5.5%

## Historical Closed Sales by Month

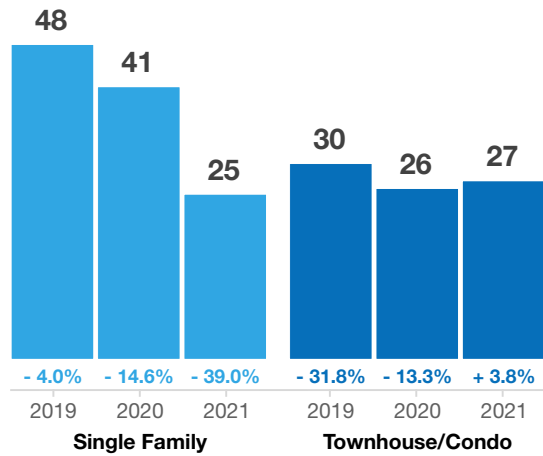


# Days on Market Until Sale

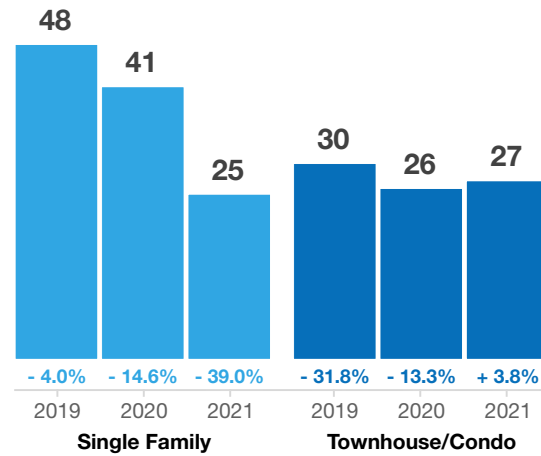
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January



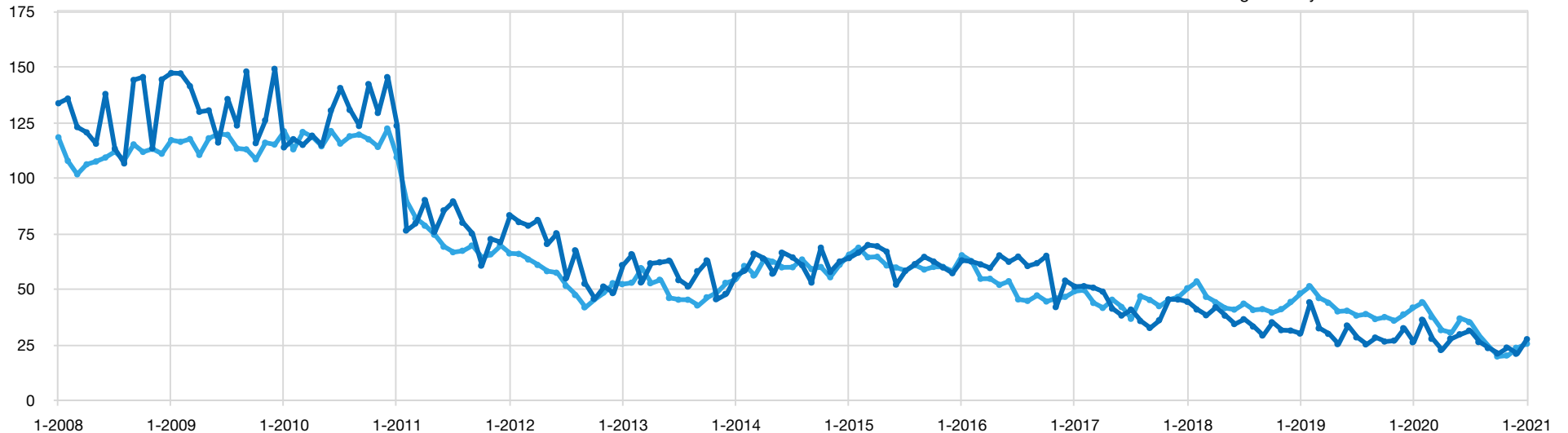
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2020	44	-13.7%	36	-18.2%
3-2020	37	-19.6%	27	-15.6%
4-2020	31	-29.5%	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%
11-2020	20	-44.4%	23	-14.8%
12-2020	23	-39.5%	21	-34.4%
<b>1-2021</b>	<b>25</b>	<b>-39.0%</b>	<b>27</b>	<b>+3.8%</b>
12-Month Avg*	29	-27.0%	26	-11.9%

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

## Historical Days on Market Until Sale by Month

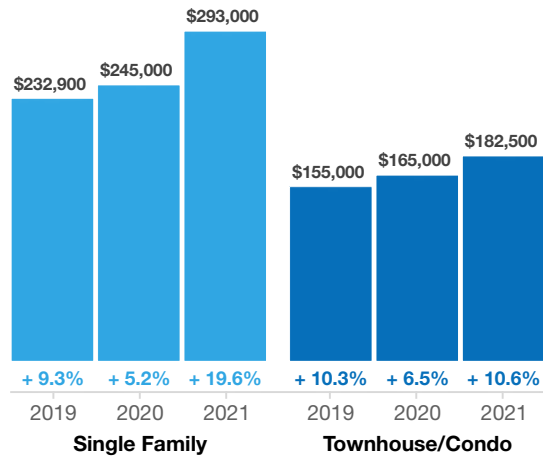


# Median Sales Price

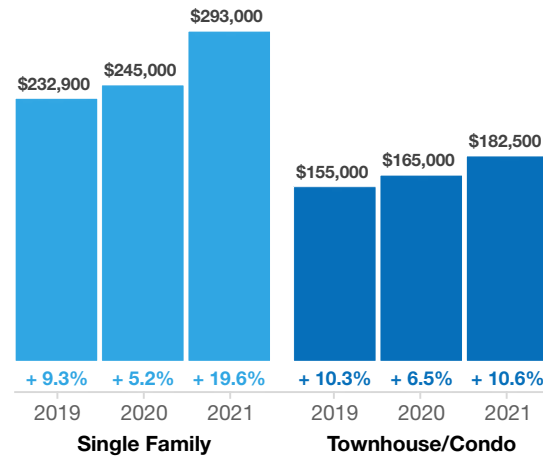
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



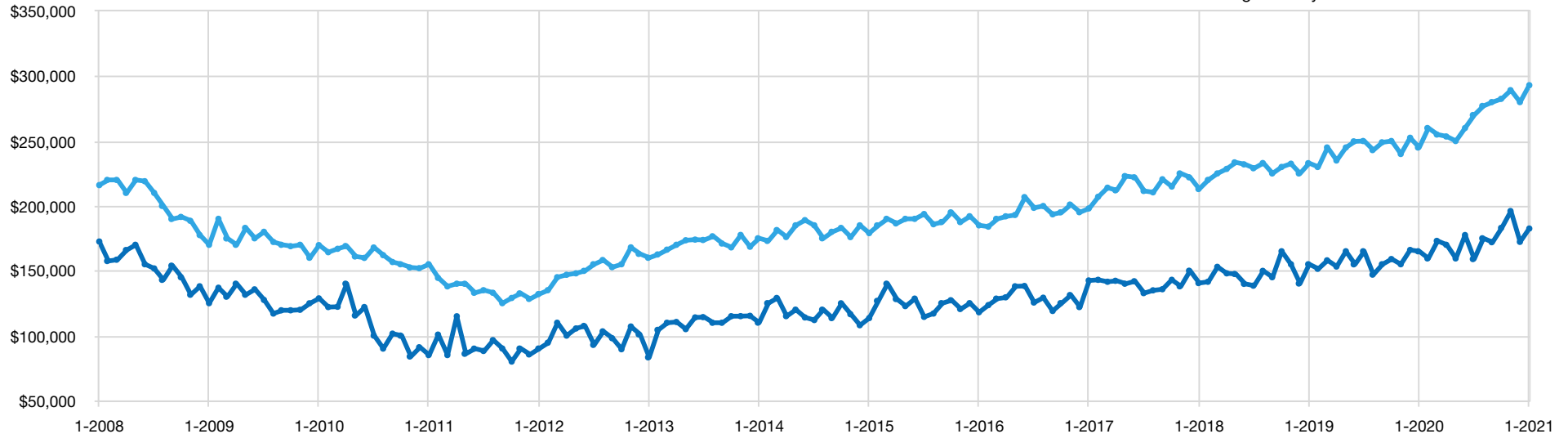
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	+ 4.1%	\$177,500	+ 14.6%
7-2020	\$270,000	+ 8.0%	\$159,000	- 3.6%
8-2020	\$277,000	+ 14.0%	\$175,000	+ 19.0%
9-2020	\$280,000	+ 12.4%	\$172,000	+ 11.0%
10-2020	\$282,500	+ 13.0%	\$183,000	+ 15.1%
11-2020	\$289,188	+ 20.5%	\$196,000	+ 26.5%
12-2020	\$280,000	+ 10.9%	\$172,275	+ 3.8%
<b>1-2021</b>	<b>\$293,000</b>	<b>+ 19.6%</b>	<b>\$182,500</b>	<b>+ 10.6%</b>
12-Month Avg*	\$270,000	+ 10.2%	\$173,500	+ 9.8%

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

## Historical Median Sales Price by Month



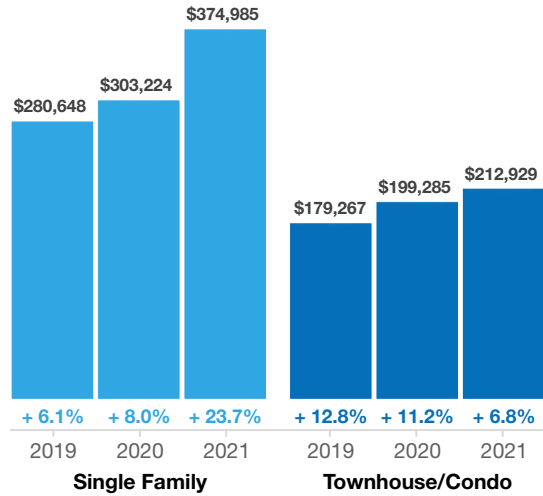


# Average Sales Price

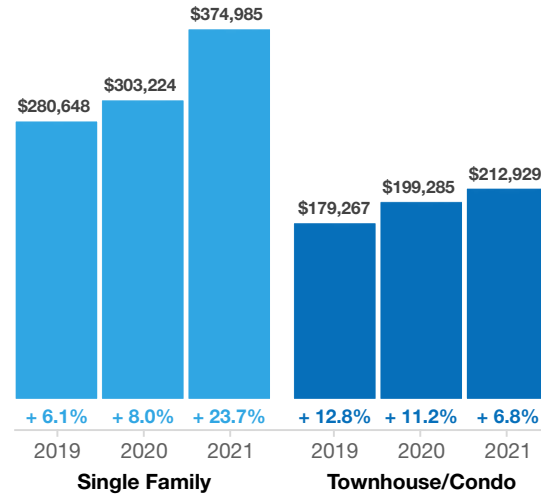
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



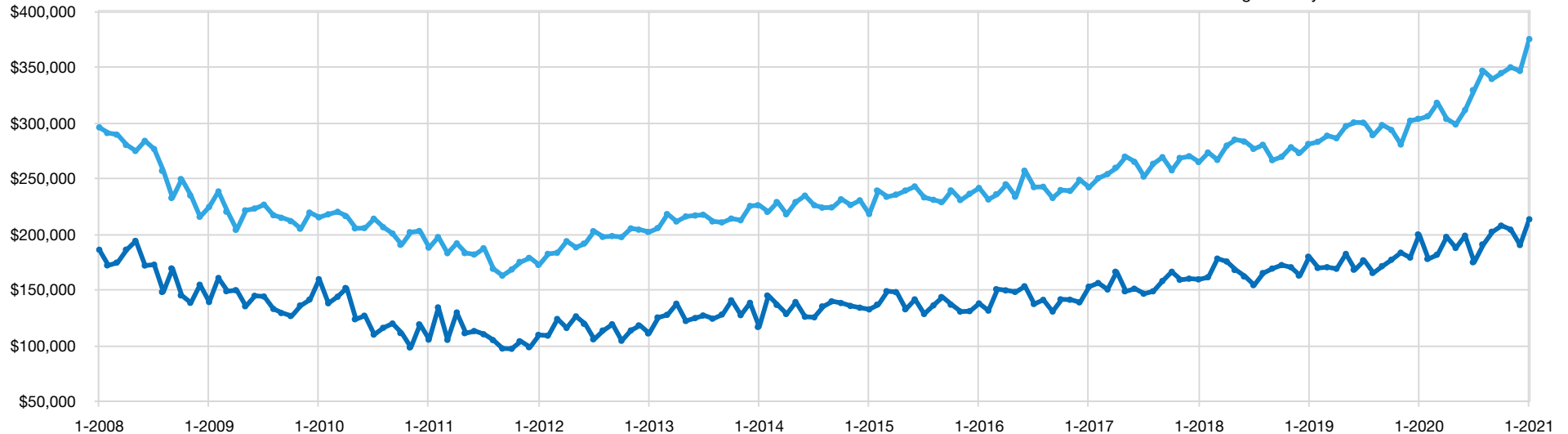
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2020	\$305,546	+ 8.1%	\$177,275	+ 4.8%
3-2020	\$317,698	+ 10.3%	\$181,065	+ 6.6%
4-2020	\$303,235	+ 6.1%	\$197,093	+ 17.0%
5-2020	\$298,270	+ 0.5%	\$187,169	+ 3.0%
6-2020	\$311,155	+ 3.7%	\$198,164	+ 18.2%
7-2020	\$329,092	+ 9.8%	\$174,308	- 1.0%
8-2020	\$346,506	+ 20.1%	\$190,288	+ 15.6%
9-2020	\$339,171	+ 13.9%	\$201,697	+ 18.1%
10-2020	\$344,413	+ 17.5%	\$207,223	+ 17.4%
11-2020	\$349,634	+ 24.8%	\$203,619	+ 11.3%
12-2020	\$346,331	+ 14.8%	\$189,783	+ 6.3%
<b>1-2021</b>	<b>\$374,985</b>	<b>+ 23.7%</b>	<b>\$212,929</b>	<b>+ 6.8%</b>
12-Month Avg*	\$330,689	+ 12.7%	\$193,102	+ 10.3%

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

## Historical Average Sales Price by Month

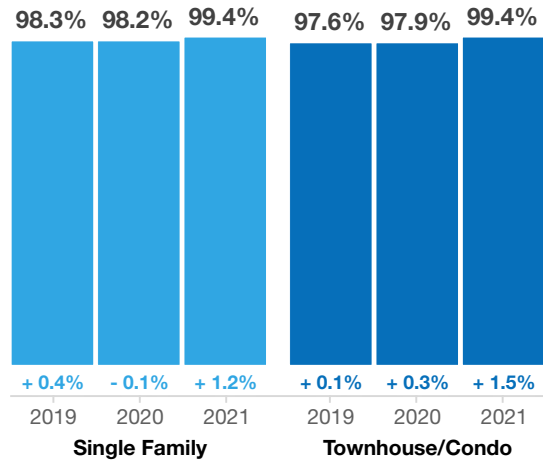


# Percent of List Price Received

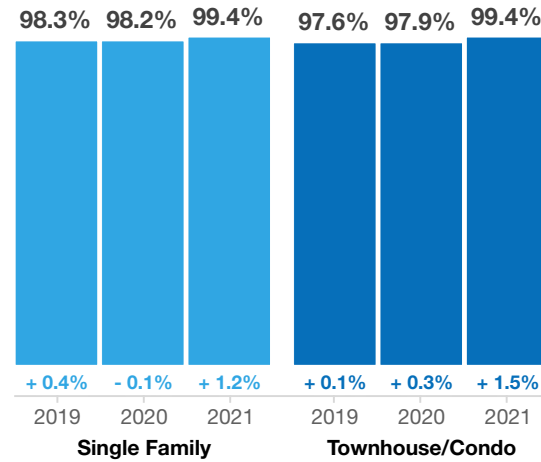
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January



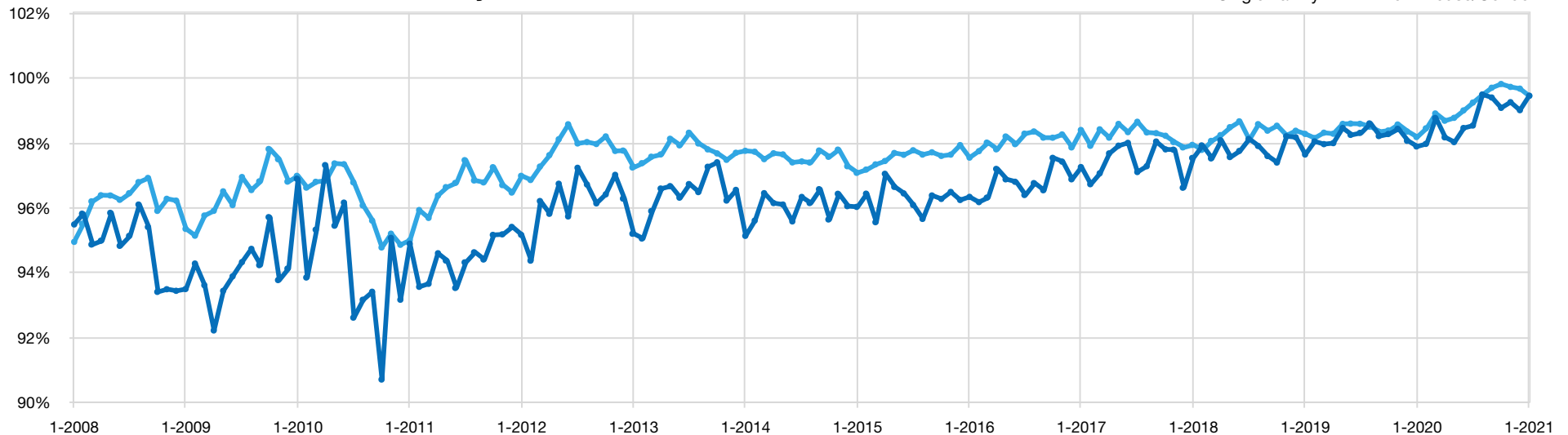
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
11-2020	99.7%	+ 1.1%	99.2%	+ 0.8%
12-2020	99.7%	+ 1.4%	99.0%	+ 0.9%
<b>1-2021</b>	<b>99.4%</b>	<b>+ 1.2%</b>	<b>99.4%</b>	<b>+ 1.5%</b>
12-Month Avg*	99.3%	+ 0.9%	98.8%	+ 0.6%

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

## Historical Percent of List Price Received by Month

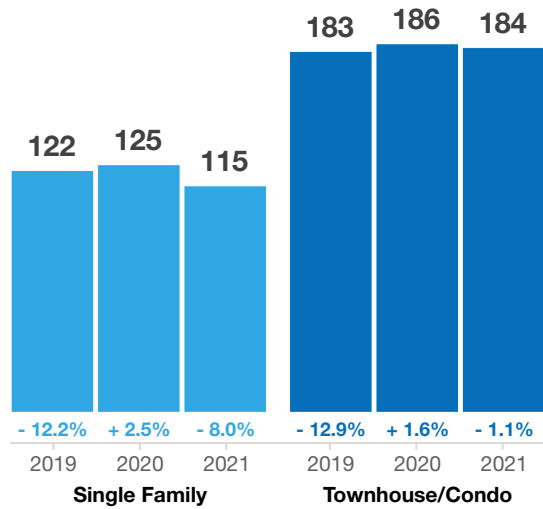


# Housing Affordability Index

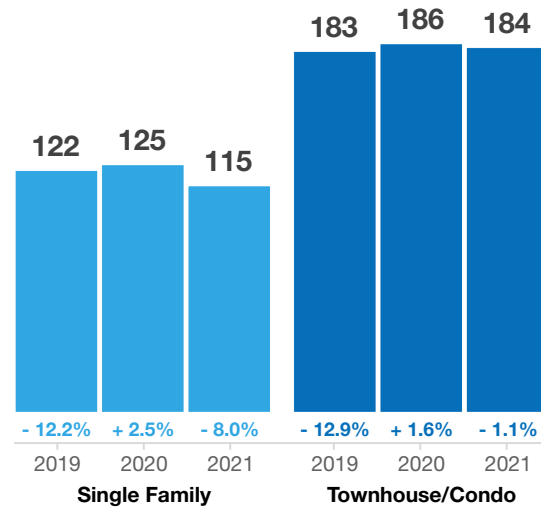
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## January

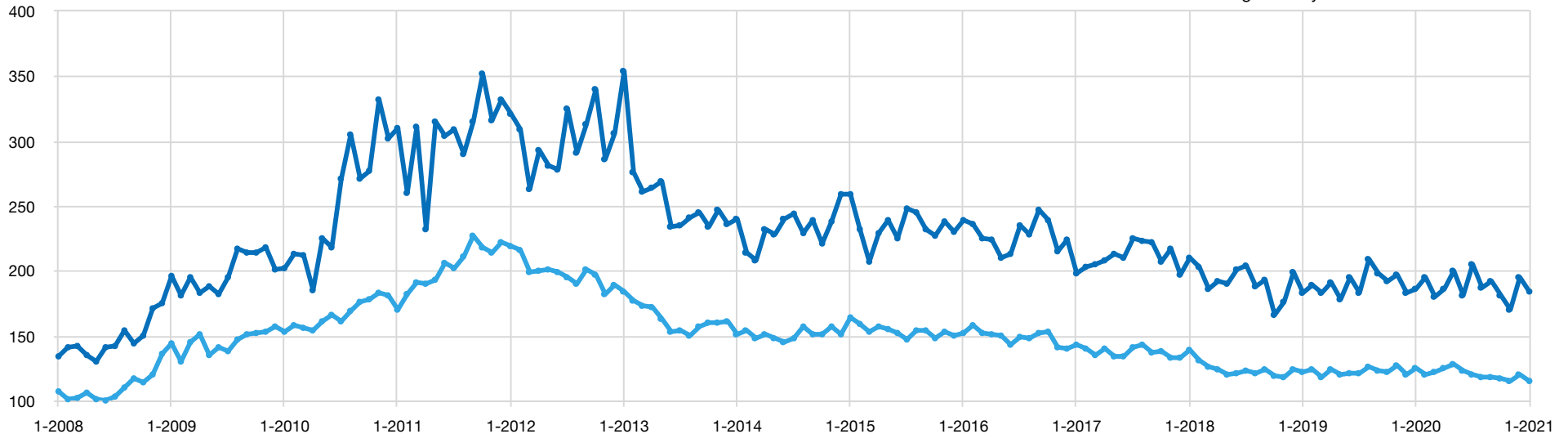


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2020	120	- 3.2%	195	+ 3.2%
3-2020	122	+ 3.4%	180	- 1.6%
4-2020	125	+ 0.8%	186	- 2.6%
5-2020	128	+ 6.7%	200	+ 12.4%
6-2020	123	+ 1.7%	181	- 7.2%
7-2020	120	- 0.8%	205	+ 12.0%
8-2020	118	- 6.3%	187	- 10.5%
9-2020	118	- 4.1%	192	- 3.0%
10-2020	117	- 4.1%	181	- 5.7%
11-2020	115	- 9.4%	170	- 13.7%
12-2020	120	0.0%	195	+ 6.6%
<b>1-2021</b>	<b>115</b>	<b>- 8.0%</b>	<b>184</b>	<b>- 1.1%</b>
12-Month Avg	120	- 2.4%	188	- 1.1%

## Historical Housing Affordability Index by Month

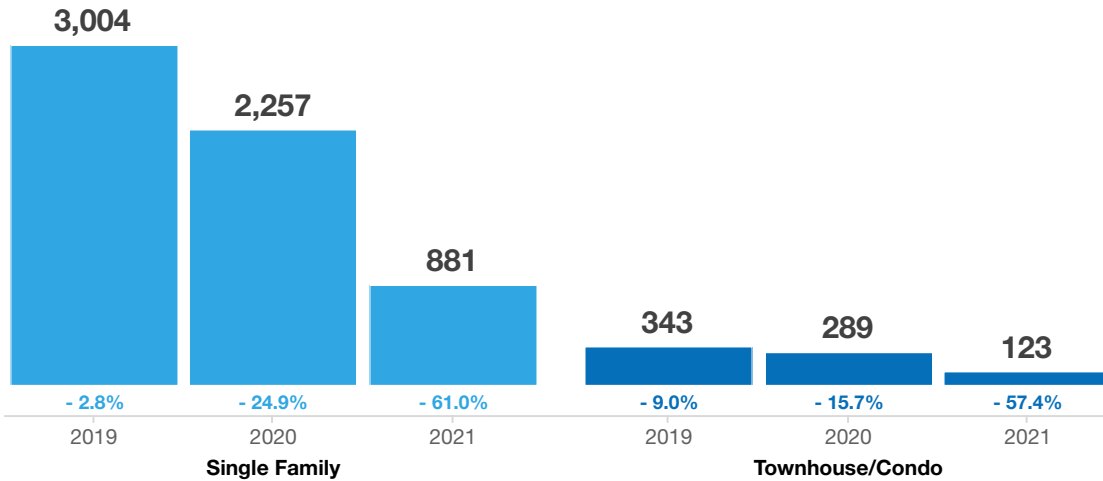


# Inventory of Homes for Sale

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

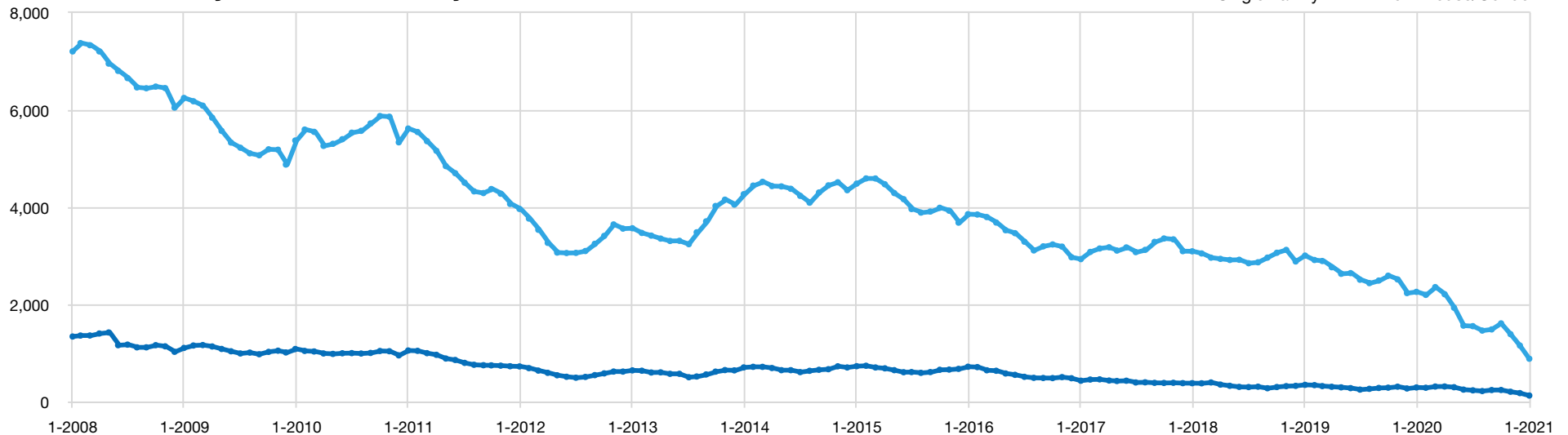


## January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
2-2020	2,195	- 24.6%	283	- 16.0%
3-2020	2,355	- 18.6%	308	- 2.8%
4-2020	2,209	- 20.1%	309	+ 2.0%
5-2020	1,930	- 26.6%	294	+ 1.0%
6-2020	1,562	- 40.9%	245	- 10.9%
7-2020	1,551	- 38.1%	230	- 6.1%
8-2020	1,460	- 40.1%	215	- 17.6%
9-2020	1,484	- 40.4%	236	- 15.4%
10-2020	1,608	- 37.9%	237	- 16.8%
11-2020	1,387	- 44.8%	201	- 34.1%
12-2020	1,152	- 48.4%	173	- 35.4%
<b>1-2021</b>	<b>881</b>	<b>- 61.0%</b>	<b>123</b>	<b>- 57.4%</b>
12-Month Avg	1,648	- 35.9%	238	- 17.4%

## Historical Inventory of Homes for Sale by Month

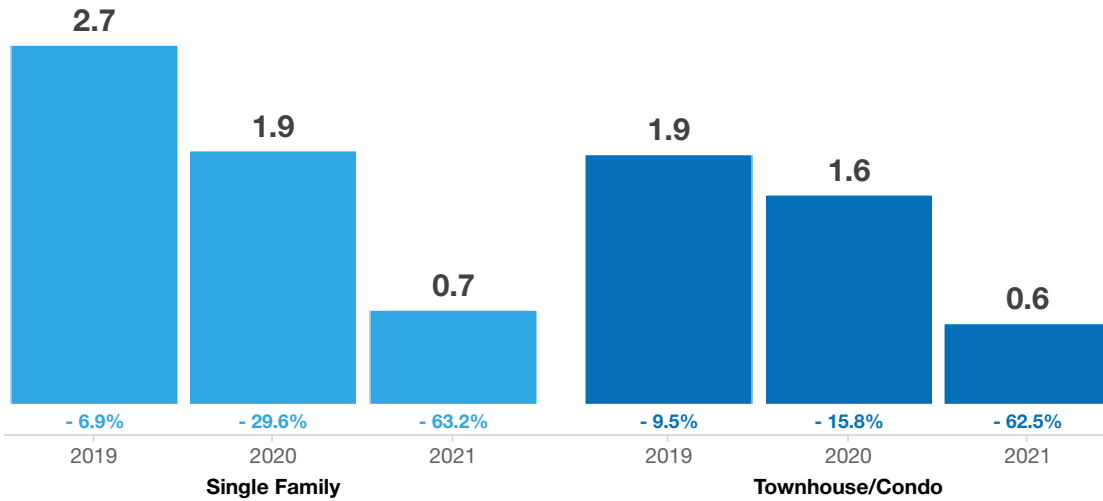


# Months Supply of Inventory

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.



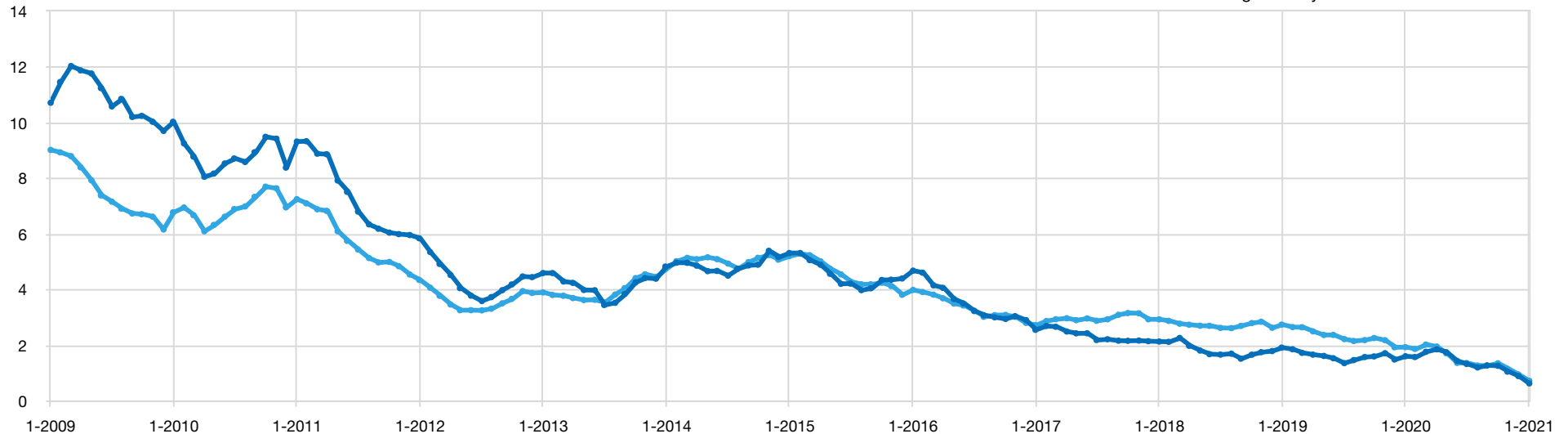
## January



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1.4	- 41.7%	1.4	- 6.7%
7-2020	1.3	- 40.9%	1.3	0.0%
8-2020	1.3	- 38.1%	1.2	- 20.0%
9-2020	1.3	- 40.9%	1.3	- 18.8%
10-2020	1.3	- 40.9%	1.2	- 25.0%
11-2020	1.1	- 50.0%	1.0	- 41.2%
12-2020	0.9	- 52.6%	0.9	- 40.0%
<b>1-2021</b>	<b>0.7</b>	<b>- 63.2%</b>	<b>0.6</b>	<b>- 62.5%</b>
12-Month Avg*	1.4	- 38.2%	1.3	- 16.7%

\* Months Supply for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Residential Properties Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Includes all Single Family and Townhouse/Condo listings in the MLS.



Key Metrics	Historical Sparkbars	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		1,856	<b>1,413</b>	- 23.9%	1,856	<b>1,413</b>	- 23.9%
<b>Pending Sales</b>		1,410	<b>1,558</b>	+ 10.5%	1,410	<b>1,558</b>	+ 10.5%
<b>Closed Sales</b>		1,051	<b>1,131</b>	+ 7.6%	1,051	<b>1,131</b>	+ 7.6%
<b>Days on Market Until Sale</b>		39	<b>25</b>	- 35.9%	39	<b>25</b>	- 35.9%
<b>Median Sales Price</b>		\$235,500	<b>\$280,000</b>	+ 18.9%	\$235,500	<b>\$280,000</b>	+ 18.9%
<b>Average Sales Price</b>		\$288,093	<b>\$353,206</b>	+ 22.6%	\$288,093	<b>\$353,206</b>	+ 22.6%
<b>Percent of List Price Received</b>		98.1%	<b>99.4%</b>	+ 1.3%	98.1%	<b>99.4%</b>	+ 1.3%
<b>Housing Affordability Index</b>		130	<b>120</b>	- 7.7%	130	<b>120</b>	- 7.7%
<b>Inventory of Homes for Sale</b>		2,546	<b>1,004</b>	- 60.6%	—	—	—
<b>Months Supply of Inventory</b>		1.9	<b>0.7</b>	- 63.2%	—	—	—

# Local Market Update – January 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Central

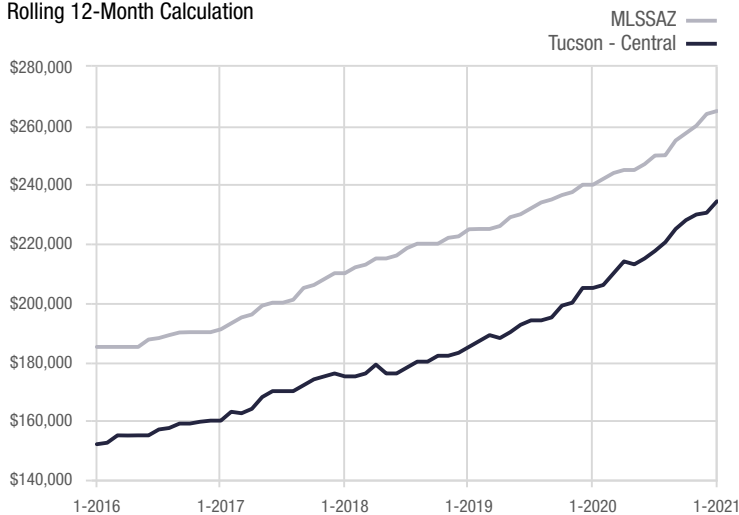
Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	220	183	- 16.8%	220	183	- 16.8%
Pending Sales	183	186	+ 1.6%	183	186	+ 1.6%
Closed Sales	130	139	+ 6.9%	130	139	+ 6.9%
Days on Market Until Sale	38	25	- 34.2%	38	25	- 34.2%
Median Sales Price*	\$220,000	\$241,111	+ 9.6%	\$220,000	\$241,111	+ 9.6%
Average Sales Price*	\$237,428	\$297,846	+ 25.4%	\$237,428	\$297,846	+ 25.4%
Percent of List Price Received*	98.0%	99.2%	+ 1.2%	98.0%	99.2%	+ 1.2%
Inventory of Homes for Sale	306	149	- 51.3%	—	—	—
Months Supply of Inventory	1.8	0.8	- 55.6%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	48	44	- 8.3%	48	44	- 8.3%
Pending Sales	29	42	+ 44.8%	29	42	+ 44.8%
Closed Sales	21	26	+ 23.8%	21	26	+ 23.8%
Days on Market Until Sale	19	25	+ 31.6%	19	25	+ 31.6%
Median Sales Price*	\$155,000	\$150,500	- 2.9%	\$155,000	\$150,500	- 2.9%
Average Sales Price*	\$176,440	\$195,450	+ 10.8%	\$176,440	\$195,450	+ 10.8%
Percent of List Price Received*	98.4%	99.3%	+ 0.9%	98.4%	99.3%	+ 0.9%
Inventory of Homes for Sale	64	48	- 25.0%	—	—	—
Months Supply of Inventory	1.8	1.1	- 38.9%	—	—	—

\* 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.

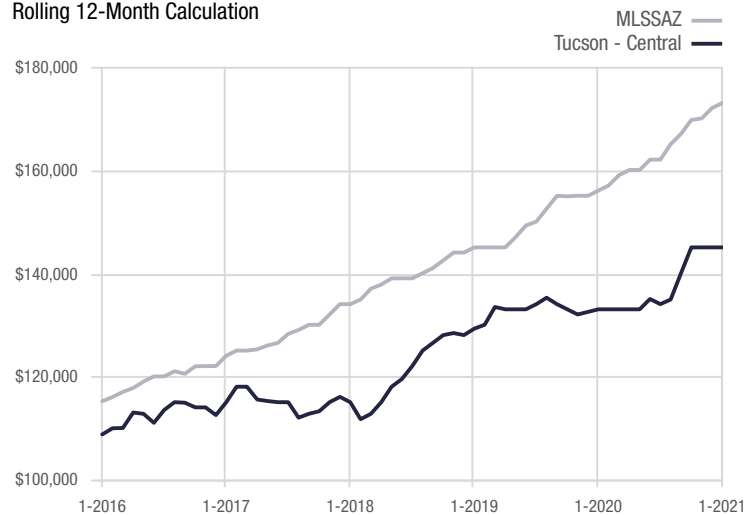
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – January 2021

A Research Tool Provided by Southern Arizona MLS.

## Tucson - East

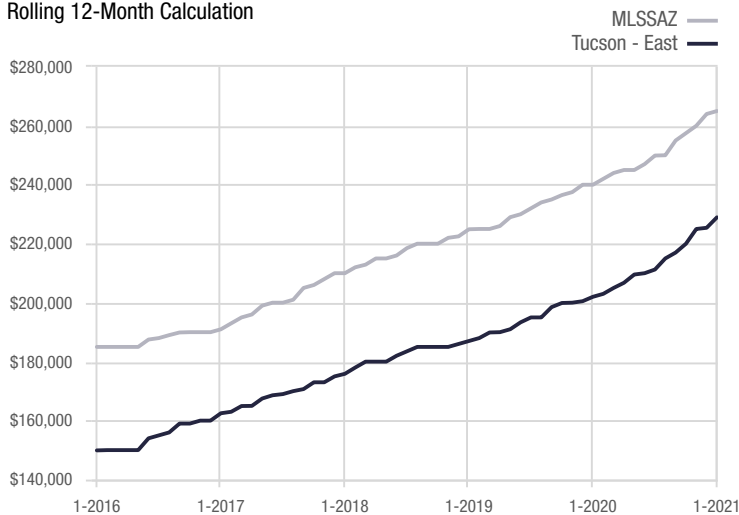
Single Family	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
<b>Key Metrics</b>						
New Listings	154	<b>158</b>	+ 2.6%	154	<b>158</b>	+ 2.6%
Pending Sales	121	<b>159</b>	+ 31.4%	121	<b>159</b>	+ 31.4%
Closed Sales	91	<b>89</b>	- 2.2%	91	<b>89</b>	- 2.2%
Days on Market Until Sale	31	<b>18</b>	- 41.9%	31	<b>18</b>	- 41.9%
Median Sales Price*	\$204,000	<b>\$249,900</b>	+ 22.5%	\$204,000	<b>\$249,900</b>	+ 22.5%
Average Sales Price*	\$224,053	<b>\$269,629</b>	+ 20.3%	\$224,053	<b>\$269,629</b>	+ 20.3%
Percent of List Price Received*	98.5%	<b>100.2%</b>	+ 1.7%	98.5%	<b>100.2%</b>	+ 1.7%
Inventory of Homes for Sale	160	<b>84</b>	- 47.5%	—	—	—
Months Supply of Inventory	1.3	<b>0.6</b>	- 53.8%	—	—	—

Townhouse/Condo/Duplex	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
<b>Key Metrics</b>						
New Listings	37	<b>24</b>	- 35.1%	37	<b>24</b>	- 35.1%
Pending Sales	32	<b>39</b>	+ 21.9%	32	<b>39</b>	+ 21.9%
Closed Sales	22	<b>20</b>	- 9.1%	22	<b>20</b>	- 9.1%
Days on Market Until Sale	18	<b>28</b>	+ 55.6%	18	<b>28</b>	+ 55.6%
Median Sales Price*	\$132,250	<b>\$167,250</b>	+ 26.5%	\$132,250	<b>\$167,250</b>	+ 26.5%
Average Sales Price*	\$124,975	<b>\$158,491</b>	+ 26.8%	\$124,975	<b>\$158,491</b>	+ 26.8%
Percent of List Price Received*	97.3%	<b>100.1%</b>	+ 2.9%	97.3%	<b>100.1%</b>	+ 2.9%
Inventory of Homes for Sale	39	<b>9</b>	- 76.9%	—	—	—
Months Supply of Inventory	1.5	<b>0.3</b>	- 80.0%	—	—	—

\* 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.

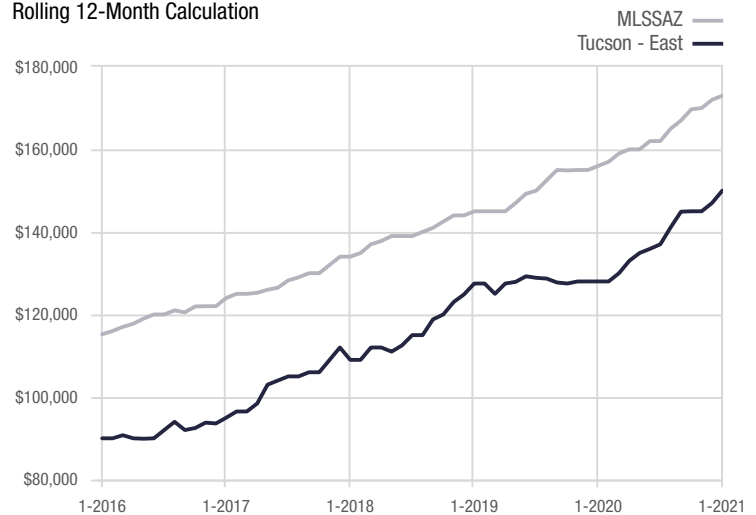
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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## Tucson - North

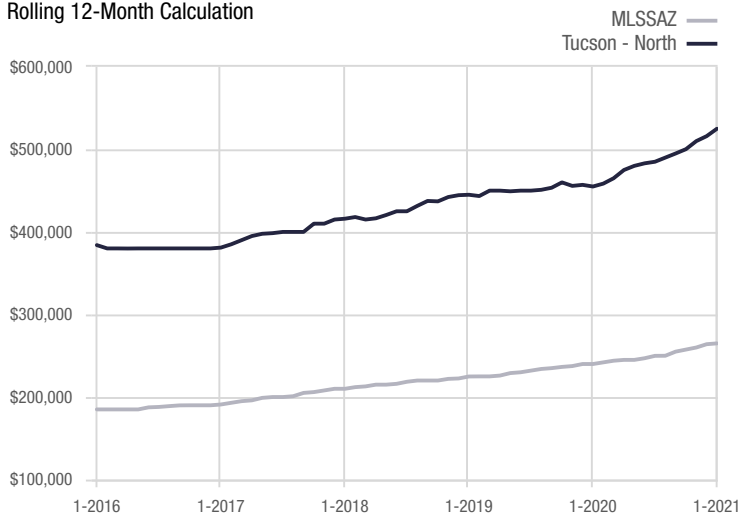
Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	185	112	- 39.5%	185	112	- 39.5%
Pending Sales	108	106	- 1.9%	108	106	- 1.9%
Closed Sales	75	88	+ 17.3%	75	88	+ 17.3%
Days on Market Until Sale	51	37	- 27.5%	51	37	- 27.5%
Median Sales Price*	\$478,750	<b>\$628,400</b>	+ 31.3%	\$478,750	<b>\$628,400</b>	+ 31.3%
Average Sales Price*	\$600,378	<b>\$734,050</b>	+ 22.3%	\$600,378	<b>\$734,050</b>	+ 22.3%
Percent of List Price Received*	97.2%	<b>98.3%</b>	+ 1.1%	97.2%	<b>98.3%</b>	+ 1.1%
Inventory of Homes for Sale	278	102	- 63.3%	—	—	—
Months Supply of Inventory	3.0	1.0	- 66.7%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	78	57	- 26.9%	78	57	- 26.9%
Pending Sales	59	59	0.0%	59	59	0.0%
Closed Sales	49	47	- 4.1%	49	47	- 4.1%
Days on Market Until Sale	31	30	- 3.2%	31	30	- 3.2%
Median Sales Price*	\$194,000	<b>\$225,000</b>	+ 16.0%	\$194,000	<b>\$225,000</b>	+ 16.0%
Average Sales Price*	\$225,171	<b>\$262,460</b>	+ 16.6%	\$225,171	<b>\$262,460</b>	+ 16.6%
Percent of List Price Received*	97.8%	<b>99.9%</b>	+ 2.1%	97.8%	<b>99.9%</b>	+ 2.1%
Inventory of Homes for Sale	85	30	- 64.7%	—	—	—
Months Supply of Inventory	1.6	0.6	- 62.5%	—	—	—

\* 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.

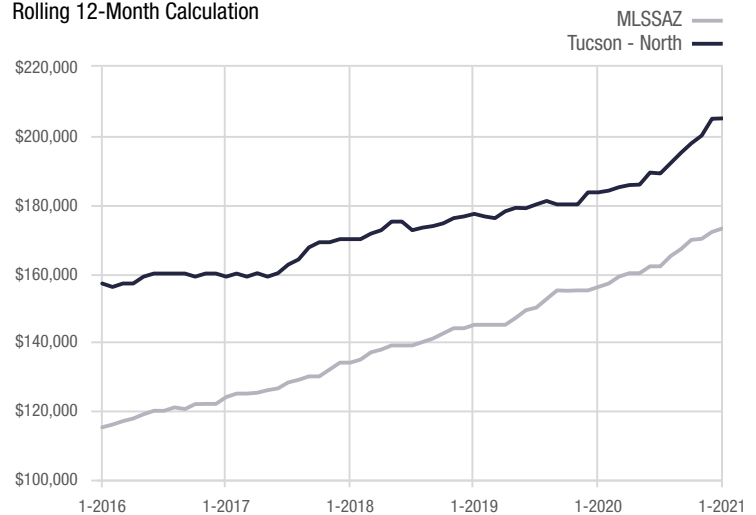
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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## Tucson - Northeast

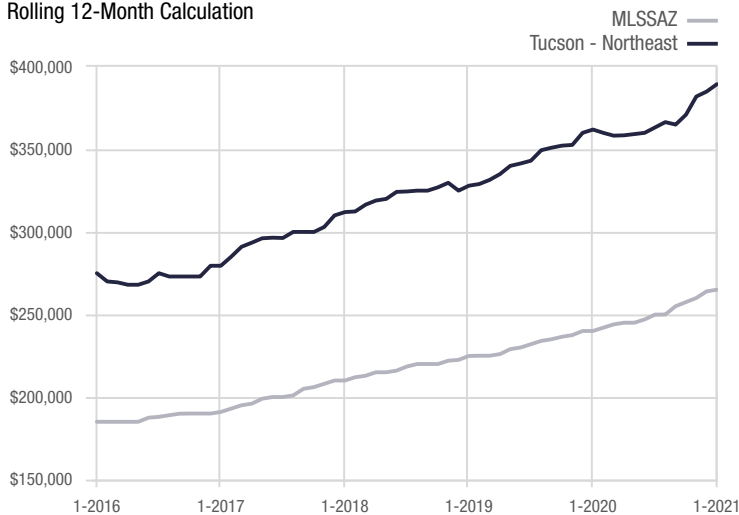
Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	74	64	- 13.5%	74	64	- 13.5%
Pending Sales	51	70	+ 37.3%	51	70	+ 37.3%
Closed Sales	33	38	+ 15.2%	33	38	+ 15.2%
Days on Market Until Sale	26	17	- 34.6%	26	17	- 34.6%
Median Sales Price*	\$349,000	<b>\$445,000</b>	+ 27.5%	\$349,000	<b>\$445,000</b>	+ 27.5%
Average Sales Price*	\$439,847	<b>\$523,947</b>	+ 19.1%	\$439,847	<b>\$523,947</b>	+ 19.1%
Percent of List Price Received*	99.1%	<b>99.4%</b>	+ 0.3%	99.1%	<b>99.4%</b>	+ 0.3%
Inventory of Homes for Sale	112	40	- 64.3%	—	—	—
Months Supply of Inventory	2.2	0.7	- 68.2%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	18	16	- 11.1%	18	16	- 11.1%
Pending Sales	10	24	+ 140.0%	10	24	+ 140.0%
Closed Sales	23	18	- 21.7%	23	18	- 21.7%
Days on Market Until Sale	23	18	- 21.7%	23	18	- 21.7%
Median Sales Price*	\$115,000	<b>\$162,750</b>	+ 41.5%	\$115,000	<b>\$162,750</b>	+ 41.5%
Average Sales Price*	\$140,973	<b>\$161,361</b>	+ 14.5%	\$140,973	<b>\$161,361</b>	+ 14.5%
Percent of List Price Received*	97.5%	<b>98.7%</b>	+ 1.2%	97.5%	<b>98.7%</b>	+ 1.2%
Inventory of Homes for Sale	22	13	- 40.9%	—	—	—
Months Supply of Inventory	1.3	0.8	- 38.5%	—	—	—

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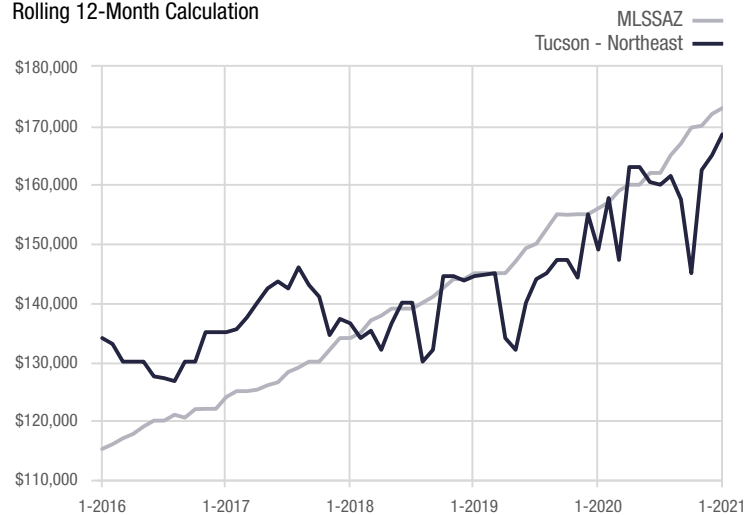
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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## Tucson - Northwest

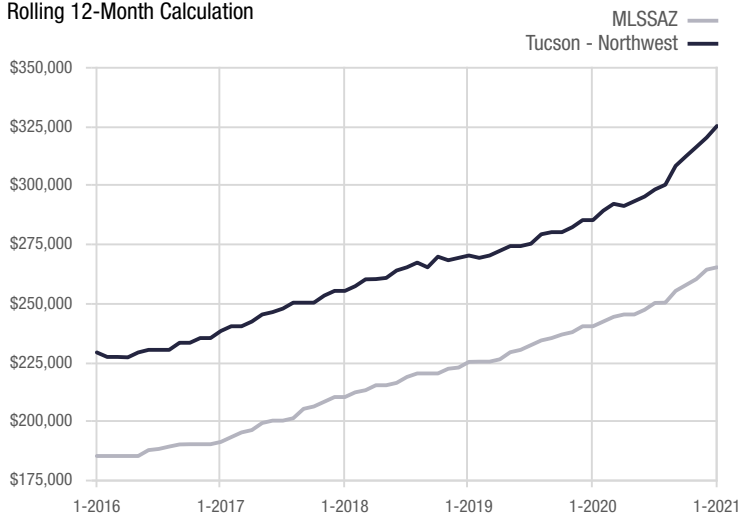
Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	377	<b>233</b>	- 38.2%	377	<b>233</b>	- 38.2%
Pending Sales	257	<b>295</b>	+ 14.8%	257	<b>295</b>	+ 14.8%
Closed Sales	191	<b>221</b>	+ 15.7%	191	<b>221</b>	+ 15.7%
Days on Market Until Sale	44	<b>29</b>	- 34.1%	44	<b>29</b>	- 34.1%
Median Sales Price*	\$290,000	<b>\$350,000</b>	+ 20.7%	\$290,000	<b>\$350,000</b>	+ 20.7%
Average Sales Price*	\$329,752	<b>\$412,864</b>	+ 25.2%	\$329,752	<b>\$412,864</b>	+ 25.2%
Percent of List Price Received*	98.3%	<b>99.4%</b>	+ 1.1%	98.3%	<b>99.4%</b>	+ 1.1%
Inventory of Homes for Sale	549	<b>173</b>	- 68.5%	—	—	—
Months Supply of Inventory	2.2	<b>0.7</b>	- 68.2%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	38	<b>19</b>	- 50.0%	38	<b>19</b>	- 50.0%
Pending Sales	26	<b>30</b>	+ 15.4%	26	<b>30</b>	+ 15.4%
Closed Sales	22	<b>21</b>	- 4.5%	22	<b>21</b>	- 4.5%
Days on Market Until Sale	32	<b>39</b>	+ 21.9%	32	<b>39</b>	+ 21.9%
Median Sales Price*	\$228,500	<b>\$235,000</b>	+ 2.8%	\$228,500	<b>\$235,000</b>	+ 2.8%
Average Sales Price*	\$249,736	<b>\$279,862</b>	+ 12.1%	\$249,736	<b>\$279,862</b>	+ 12.1%
Percent of List Price Received*	97.5%	<b>98.5%</b>	+ 1.0%	97.5%	<b>98.5%</b>	+ 1.0%
Inventory of Homes for Sale	51	<b>6</b>	- 88.2%	—	—	—
Months Supply of Inventory	1.9	<b>0.2</b>	- 89.5%	—	—	—

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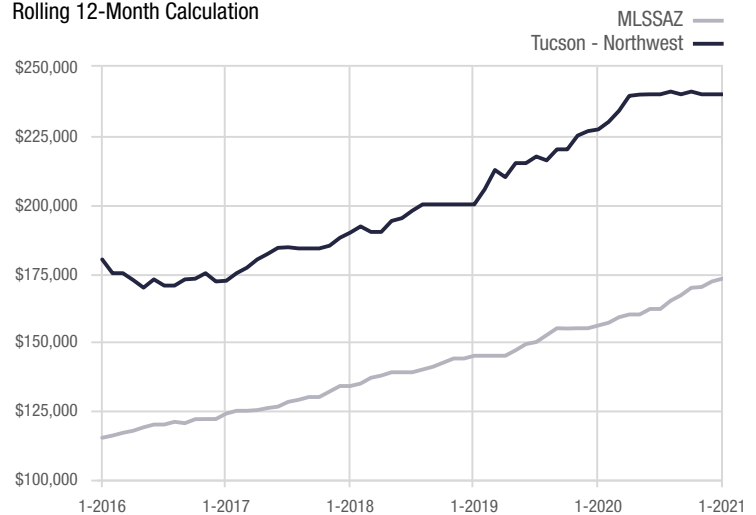
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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## Tucson - South

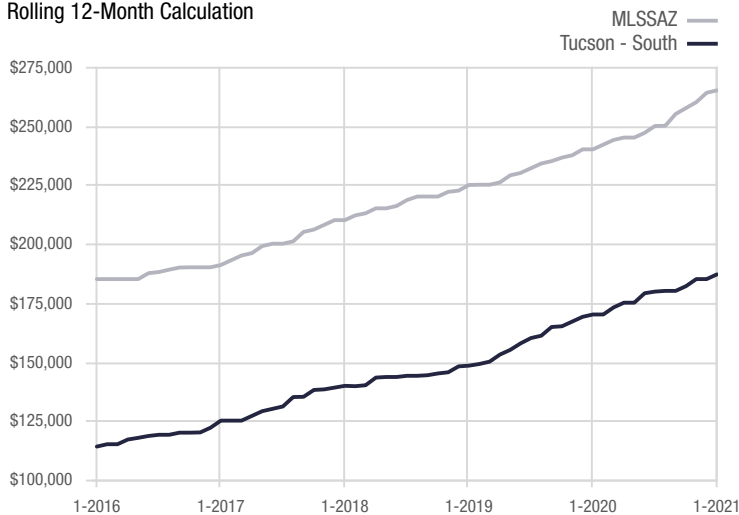
Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	83	70	- 15.7%	83	70	- 15.7%
Pending Sales	74	76	+ 2.7%	74	76	+ 2.7%
Closed Sales	58	58	0.0%	58	58	0.0%
Days on Market Until Sale	27	16	- 40.7%	27	16	- 40.7%
Median Sales Price*	\$170,500	<b>\$205,750</b>	+ 20.7%	\$170,500	<b>\$205,750</b>	+ 20.7%
Average Sales Price*	\$168,173	<b>\$195,179</b>	+ 16.1%	\$168,173	<b>\$195,179</b>	+ 16.1%
Percent of List Price Received*	98.4%	<b>99.9%</b>	+ 1.5%	98.4%	<b>99.9%</b>	+ 1.5%
Inventory of Homes for Sale	104	35	- 66.3%	—	—	—
Months Supply of Inventory	1.3	0.5	- 61.5%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	5	6	+ 20.0%	5	6	+ 20.0%
Pending Sales	4	10	+ 150.0%	4	10	+ 150.0%
Closed Sales	3	7	+ 133.3%	3	7	+ 133.3%
Days on Market Until Sale	20	15	- 25.0%	20	15	- 25.0%
Median Sales Price*	\$138,500	<b>\$140,000</b>	+ 1.1%	\$138,500	<b>\$140,000</b>	+ 1.1%
Average Sales Price*	\$140,667	<b>\$137,357</b>	- 2.4%	\$140,667	<b>\$137,357</b>	- 2.4%
Percent of List Price Received*	98.1%	<b>100.1%</b>	+ 2.0%	98.1%	<b>100.1%</b>	+ 2.0%
Inventory of Homes for Sale	7	5	- 28.6%	—	—	—
Months Supply of Inventory	1.7	1.0	- 41.2%	—	—	—

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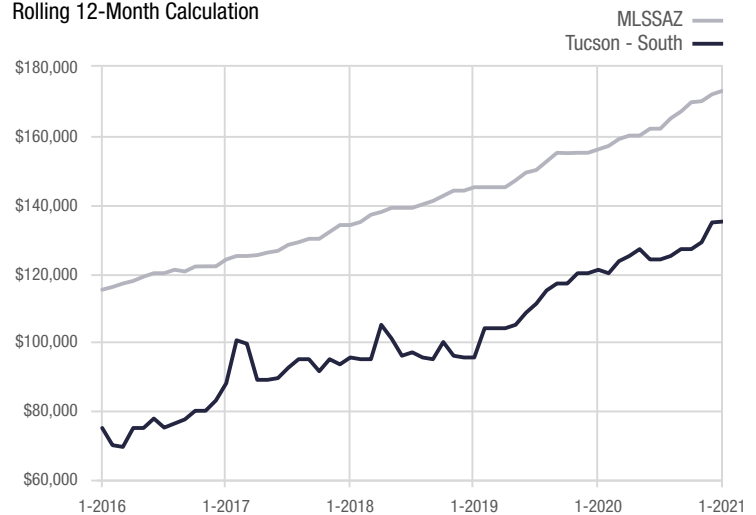
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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## Tucson - Southeast

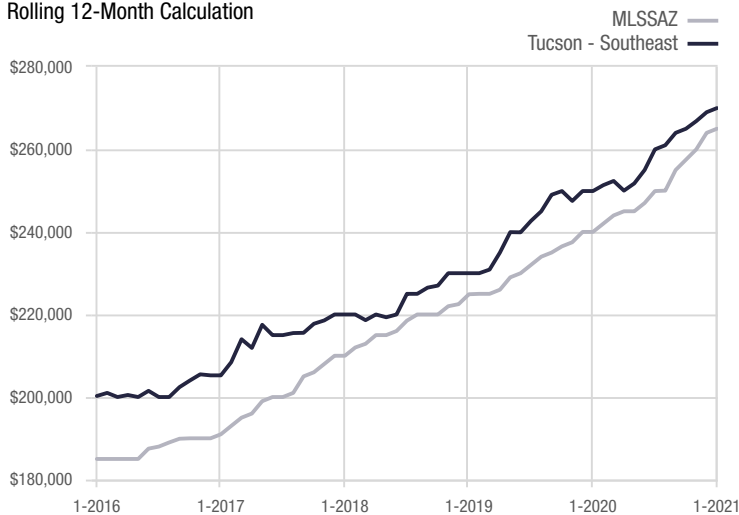
Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	50	41	- 18.0%	50	41	- 18.0%
Pending Sales	48	46	- 4.2%	48	46	- 4.2%
Closed Sales	24	38	+ 58.3%	24	38	+ 58.3%
Days on Market Until Sale	58	14	- 75.9%	58	14	- 75.9%
Median Sales Price*	\$237,750	<b>\$293,683</b>	+ 23.5%	\$237,750	<b>\$293,683</b>	+ 23.5%
Average Sales Price*	\$274,454	<b>\$312,419</b>	+ 13.8%	\$274,454	<b>\$312,419</b>	+ 13.8%
Percent of List Price Received*	98.5%	<b>99.6%</b>	+ 1.1%	98.5%	<b>99.6%</b>	+ 1.1%
Inventory of Homes for Sale	62	15	- 75.8%	—	—	—
Months Supply of Inventory	1.4	0.3	- 78.6%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	0	1	—	0	1	—
Pending Sales	1	1	0.0%	1	1	0.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Days on Market Until Sale	13	—	—	13	—	—
Median Sales Price*	\$140,000	—	—	\$140,000	—	—
Average Sales Price*	\$140,000	—	—	\$140,000	—	—
Percent of List Price Received*	98.2%	—	—	98.2%	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.6	—	—	—	—	—

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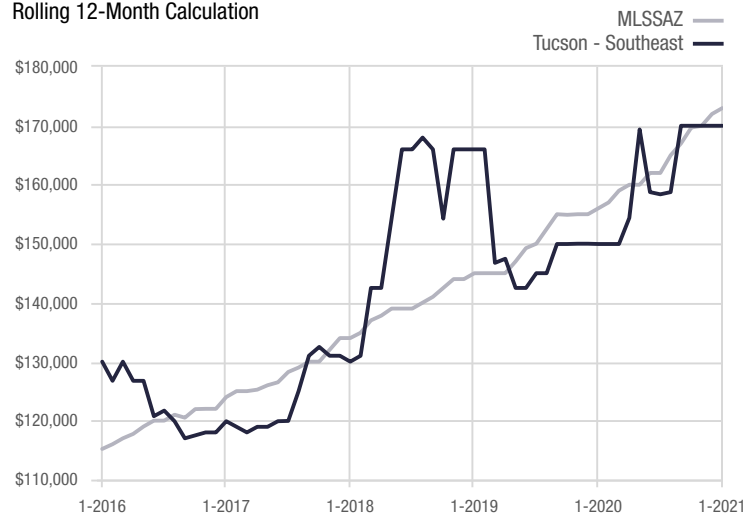
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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## Tucson - Southwest

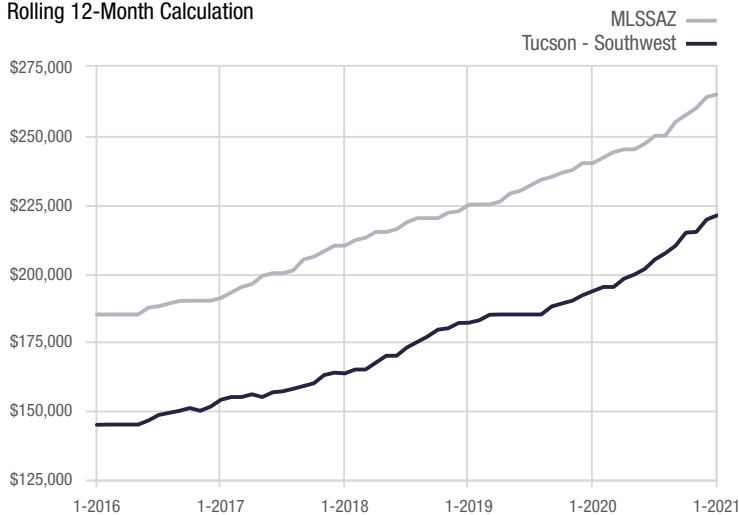
Single Family	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
<b>Key Metrics</b>						
New Listings	79	51	- 35.4%	79	51	- 35.4%
Pending Sales	69	68	- 1.4%	69	68	- 1.4%
Closed Sales	56	54	- 3.6%	56	54	- 3.6%
Days on Market Until Sale	40	21	- 47.5%	40	21	- 47.5%
Median Sales Price*	\$195,375	<b>\$230,450</b>	+ 18.0%	\$195,375	<b>\$230,450</b>	+ 18.0%
Average Sales Price*	\$195,739	<b>\$247,805</b>	+ 26.6%	\$195,739	<b>\$247,805</b>	+ 26.6%
Percent of List Price Received*	97.3%	<b>99.5%</b>	+ 2.3%	97.3%	<b>99.5%</b>	+ 2.3%
Inventory of Homes for Sale	105	33	- 68.6%	—	—	—
Months Supply of Inventory	1.5	0.5	- 66.7%	—	—	—

Townhouse/Condo/Duplex	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
<b>Key Metrics</b>						
New Listings	1	3	+ 200.0%	1	3	+ 200.0%
Pending Sales	3	3	0.0%	3	3	0.0%
Closed Sales	1	1	0.0%	1	1	0.0%
Days on Market Until Sale	11	83	+ 654.5%	11	83	+ 654.5%
Median Sales Price*	\$65,000	<b>\$150,000</b>	+ 130.8%	\$65,000	<b>\$150,000</b>	+ 130.8%
Average Sales Price*	\$65,000	<b>\$150,000</b>	+ 130.8%	\$65,000	<b>\$150,000</b>	+ 130.8%
Percent of List Price Received*	100.0%	<b>92.6%</b>	- 7.4%	100.0%	<b>92.6%</b>	- 7.4%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.3	—	—	—	—

\* 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.

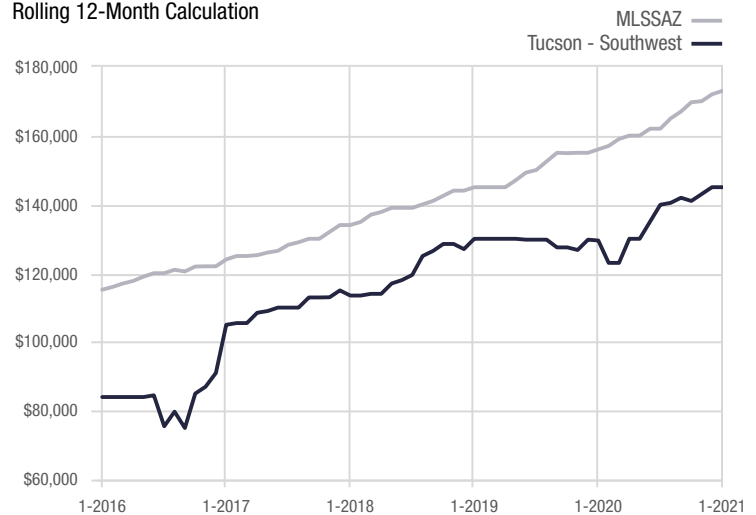
### Median Sales Price - Single-Family

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 Northwest

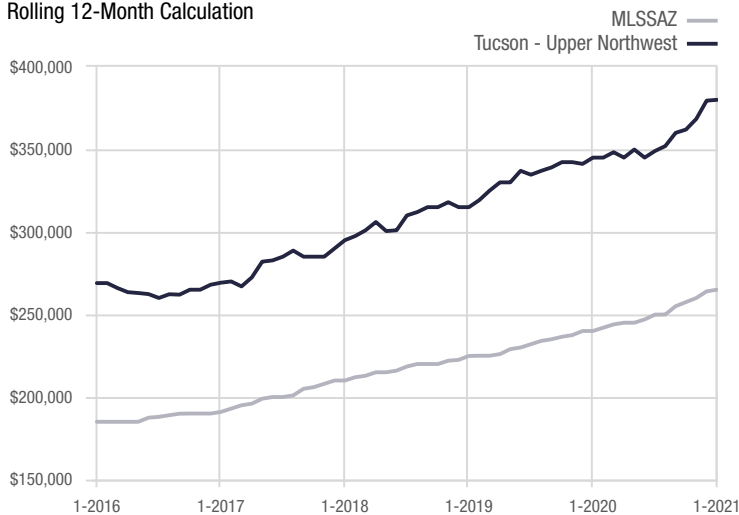
Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	75	58	- 22.7%	75	58	- 22.7%
Pending Sales	45	67	+ 48.9%	45	67	+ 48.9%
Closed Sales	43	43	0.0%	43	43	0.0%
Days on Market Until Sale	55	42	- 23.6%	55	42	- 23.6%
Median Sales Price*	\$370,000	<b>\$432,200</b>	+ 16.8%	\$370,000	<b>\$432,200</b>	+ 16.8%
Average Sales Price*	\$393,703	<b>\$453,915</b>	+ 15.3%	\$393,703	<b>\$453,915</b>	+ 15.3%
Percent of List Price Received*	97.4%	<b>98.4%</b>	+ 1.0%	97.4%	<b>98.4%</b>	+ 1.0%
Inventory of Homes for Sale	116	56	- 51.7%	—	—	—
Months Supply of Inventory	2.6	1.2	- 53.8%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	5	8	+ 60.0%	5	8	+ 60.0%
Pending Sales	4	5	+ 25.0%	4	5	+ 25.0%
Closed Sales	2	2	0.0%	2	2	0.0%
Days on Market Until Sale	91	10	- 89.0%	91	10	- 89.0%
Median Sales Price*	\$1,132,500	<b>\$317,500</b>	- 72.0%	\$1,132,500	<b>\$317,500</b>	- 72.0%
Average Sales Price*	\$1,132,500	<b>\$317,500</b>	- 72.0%	\$1,132,500	<b>\$317,500</b>	- 72.0%
Percent of List Price Received*	97.0%	<b>99.4%</b>	+ 2.5%	97.0%	<b>99.4%</b>	+ 2.5%
Inventory of Homes for Sale	6	6	0.0%	—	—	—
Months Supply of Inventory	2.4	1.9	- 20.8%	—	—	—

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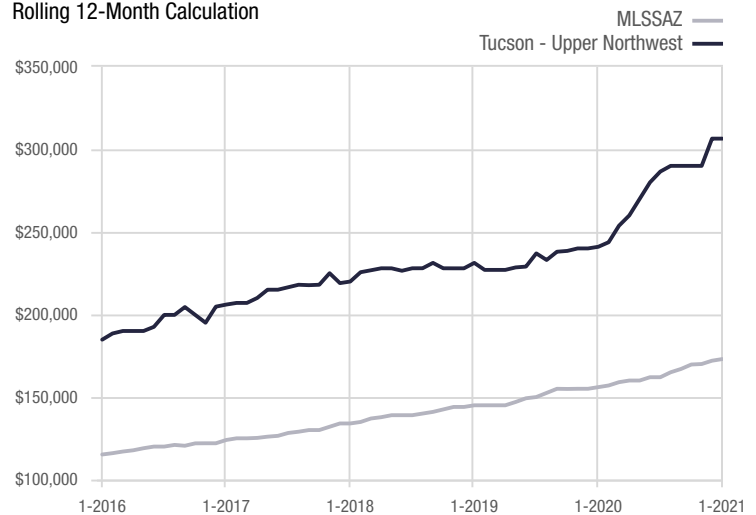
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – January 2021

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## Tucson - Upper Southeast

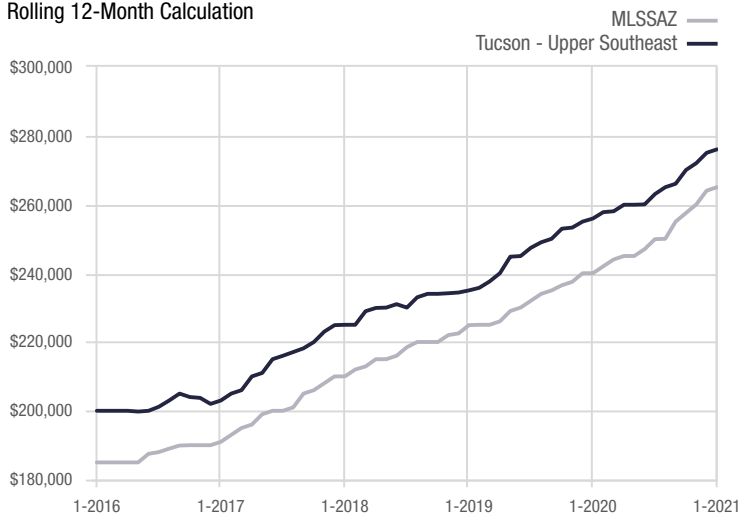
Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	120	117	- 2.5%	120	117	- 2.5%
Pending Sales	117	119	+ 1.7%	117	119	+ 1.7%
Closed Sales	83	78	- 6.0%	83	78	- 6.0%
Days on Market Until Sale	44	19	- 56.8%	44	19	- 56.8%
Median Sales Price*	\$254,000	<b>\$294,450</b>	+ 15.9%	\$254,000	<b>\$294,450</b>	+ 15.9%
Average Sales Price*	\$295,361	<b>\$317,486</b>	+ 7.5%	\$295,361	<b>\$317,486</b>	+ 7.5%
Percent of List Price Received*	98.7%	<b>100.2%</b>	+ 1.5%	98.7%	<b>100.2%</b>	+ 1.5%
Inventory of Homes for Sale	142	81	- 43.0%	—	—	—
Months Supply of Inventory	1.4	0.8	- 42.9%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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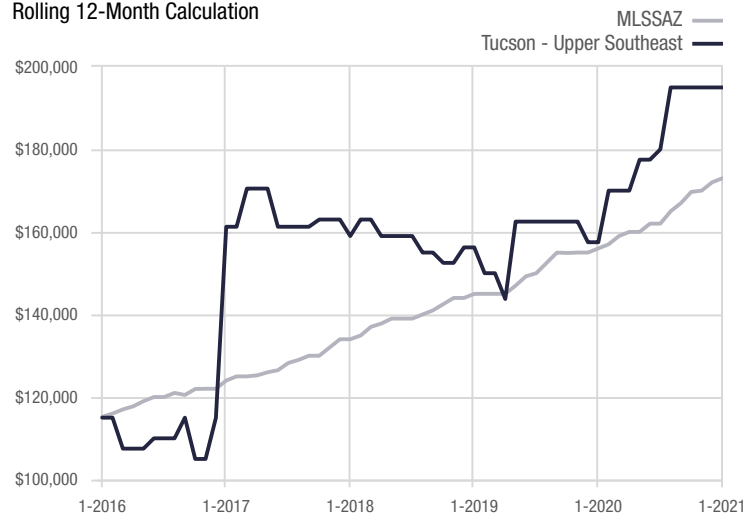
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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## Tucson - West

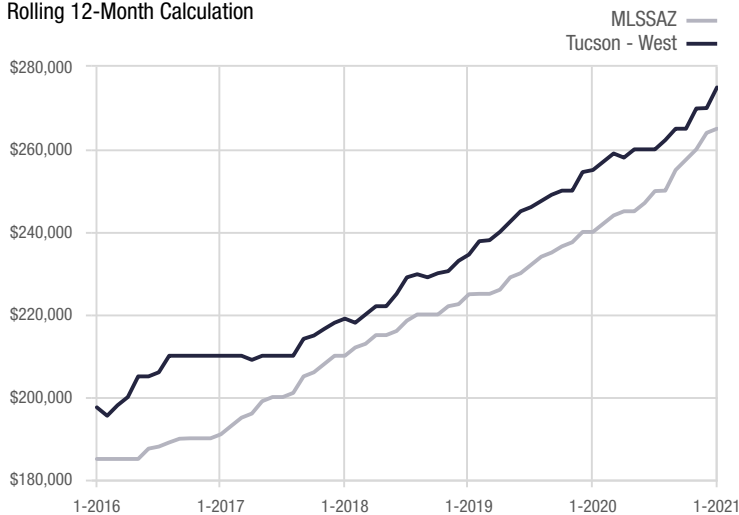
Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	101	83	- 17.8%	101	83	- 17.8%
Pending Sales	98	80	- 18.4%	98	80	- 18.4%
Closed Sales	71	81	+ 14.1%	71	81	+ 14.1%
Days on Market Until Sale	36	21	- 41.7%	36	21	- 41.7%
Median Sales Price*	\$260,000	<b>\$302,000</b>	+ 16.2%	\$260,000	<b>\$302,000</b>	+ 16.2%
Average Sales Price*	\$275,607	<b>\$377,276</b>	+ 36.9%	\$275,607	<b>\$377,276</b>	+ 36.9%
Percent of List Price Received*	98.6%	<b>99.7%</b>	+ 1.1%	98.6%	<b>99.7%</b>	+ 1.1%
Inventory of Homes for Sale	125	52	- 58.4%	—	—	—
Months Supply of Inventory	1.4	0.5	- 64.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	20	8	- 60.0%	20	8	- 60.0%
Pending Sales	17	9	- 47.1%	17	9	- 47.1%
Closed Sales	9	10	+ 11.1%	9	10	+ 11.1%
Days on Market Until Sale	13	14	+ 7.7%	13	14	+ 7.7%
Median Sales Price*	\$145,000	<b>\$117,500</b>	- 19.0%	\$145,000	<b>\$117,500</b>	- 19.0%
Average Sales Price*	\$152,656	<b>\$125,000</b>	- 18.1%	\$152,656	<b>\$125,000</b>	- 18.1%
Percent of List Price Received*	100.2%	<b>99.6%</b>	- 0.6%	100.2%	<b>99.6%</b>	- 0.6%
Inventory of Homes for Sale	14	5	- 64.3%	—	—	—
Months Supply of Inventory	1.1	0.4	- 63.6%	—	—	—

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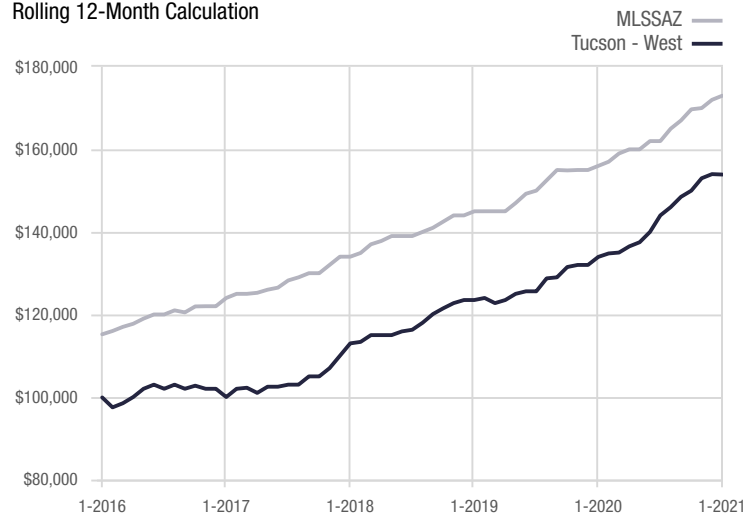
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – January 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Extended Northeast

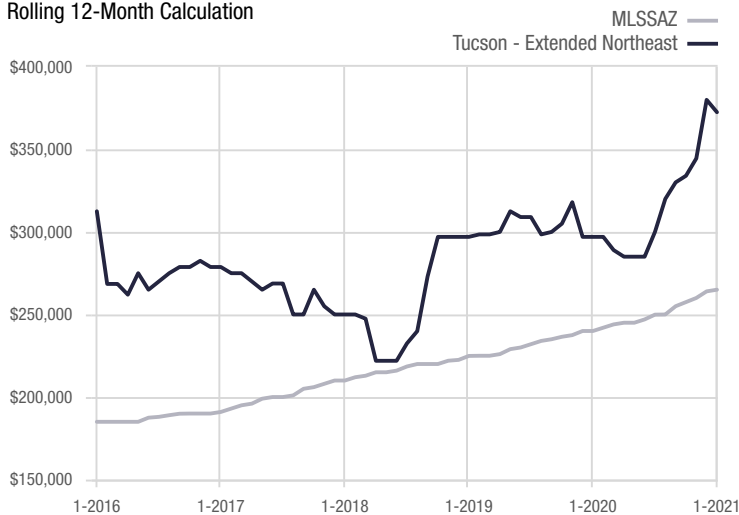
Single Family	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	0	1	—	0	1	—
Pending Sales	0	1	—	0	1	—
Closed Sales	0	1	—	0	1	—
Days on Market Until Sale	—	20	—	—	20	—
Median Sales Price*	—	\$290,000	—	—	\$290,000	—
Average Sales Price*	—	\$290,000	—	—	\$290,000	—
Percent of List Price Received*	—	92.1%	—	—	92.1%	—
Inventory of Homes for Sale	11	6	- 45.5%	—	—	—
Months Supply of Inventory	4.5	2.1	- 53.3%	—	—	—

Townhouse/Condo/Duplex	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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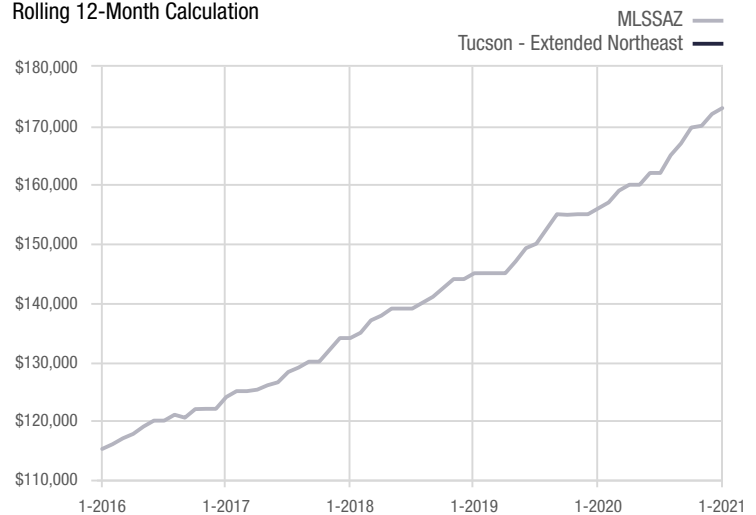
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – January 2021

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## Tucson - Extended Northwest

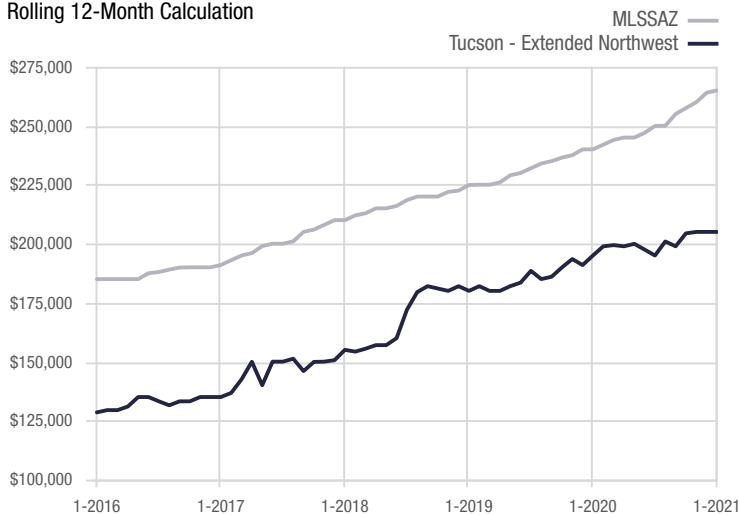
Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	10	3	- 70.0%	10	3	- 70.0%
Pending Sales	11	2	- 81.8%	11	2	- 81.8%
Closed Sales	6	5	- 16.7%	6	5	- 16.7%
Days on Market Until Sale	44	8	- 81.8%	44	8	- 81.8%
Median Sales Price*	\$202,495	<b>\$188,065</b>	- 7.1%	\$202,495	<b>\$188,065</b>	- 7.1%
Average Sales Price*	\$197,665	<b>\$203,813</b>	+ 3.1%	\$197,665	<b>\$203,813</b>	+ 3.1%
Percent of List Price Received*	98.9%	<b>102.0%</b>	+ 3.1%	98.9%	<b>102.0%</b>	+ 3.1%
Inventory of Homes for Sale	5	1	- 80.0%	—	—	—
Months Supply of Inventory	0.7	0.1	- 85.7%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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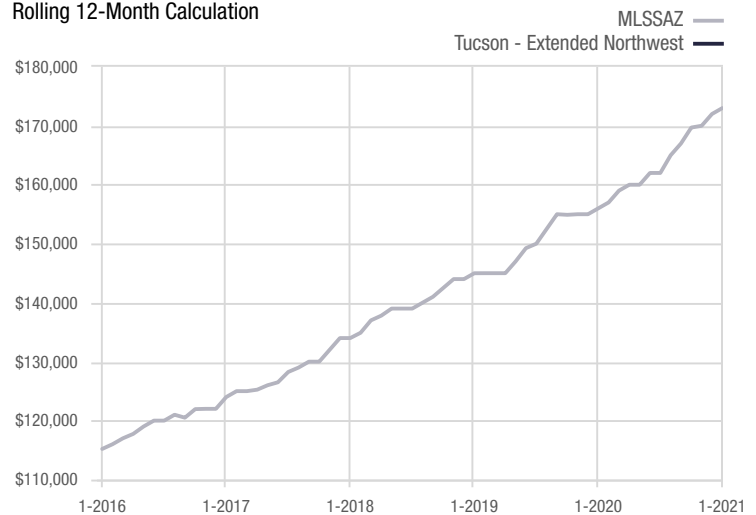
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – January 2021

A Research Tool Provided by Southern Arizona MLS.

## Tucson - Extended Southeast

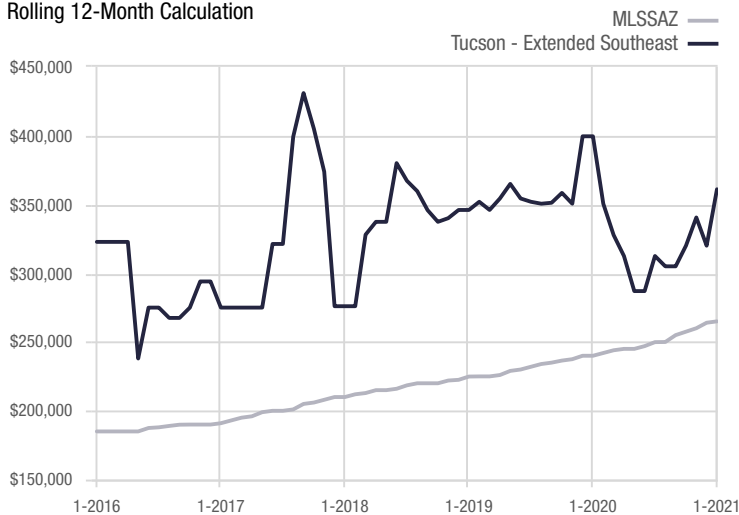
Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	3	0	- 100.0%	3	0	- 100.0%
Pending Sales	0	4	—	0	4	—
Closed Sales	1	1	0.0%	1	1	0.0%
Days on Market Until Sale	166	34	- 79.5%	166	34	- 79.5%
Median Sales Price*	\$240,000	<b>\$840,000</b>	+ 250.0%	\$240,000	<b>\$840,000</b>	+ 250.0%
Average Sales Price*	\$240,000	<b>\$840,000</b>	+ 250.0%	\$240,000	<b>\$840,000</b>	+ 250.0%
Percent of List Price Received*	100.0%	<b>99.1%</b>	- 0.9%	100.0%	<b>99.1%</b>	- 0.9%
Inventory of Homes for Sale	10	<b>3</b>	- 70.0%	—	—	—
Months Supply of Inventory	5.8	<b>1.3</b>	- 77.6%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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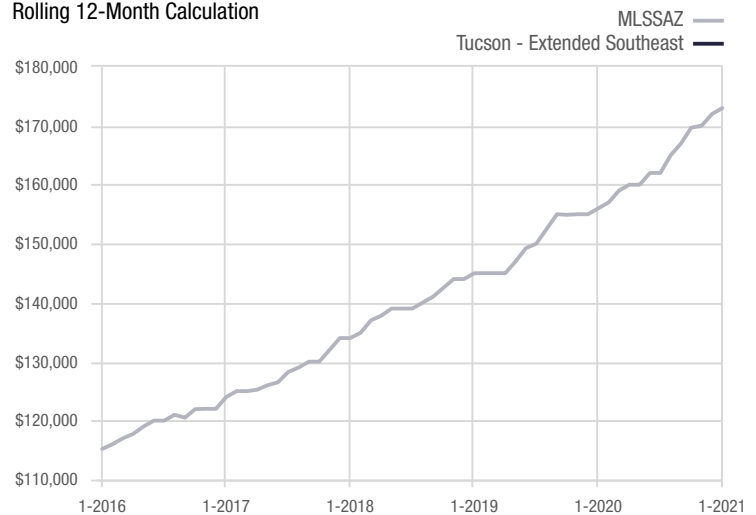
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – January 2021

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## Tucson - Extended Southwest

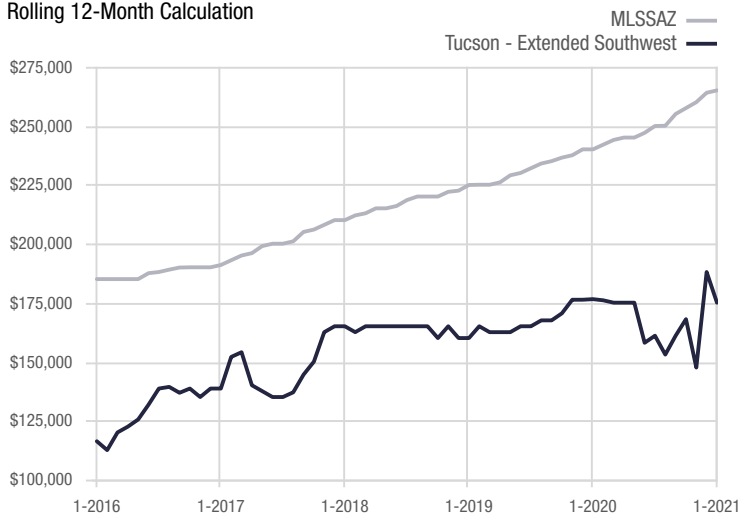
Single Family	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
<b>Key Metrics</b>						
New Listings	3	3	0.0%	3	3	0.0%
Pending Sales	2	4	+ 100.0%	2	4	+ 100.0%
Closed Sales	1	1	0.0%	1	1	0.0%
Days on Market Until Sale	38	7	- 81.6%	38	7	- 81.6%
Median Sales Price*	\$220,000	<b>\$175,000</b>	- 20.5%	\$220,000	<b>\$175,000</b>	- 20.5%
Average Sales Price*	\$220,000	<b>\$175,000</b>	- 20.5%	\$220,000	<b>\$175,000</b>	- 20.5%
Percent of List Price Received*	97.8%	<b>100.0%</b>	+ 2.2%	97.8%	<b>100.0%</b>	+ 2.2%
Inventory of Homes for Sale	10	3	- 70.0%	—	—	—
Months Supply of Inventory	3.7	<b>1.2</b>	- 67.6%	—	—	—

Townhouse/Condo/Duplex	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
<b>Key Metrics</b>						
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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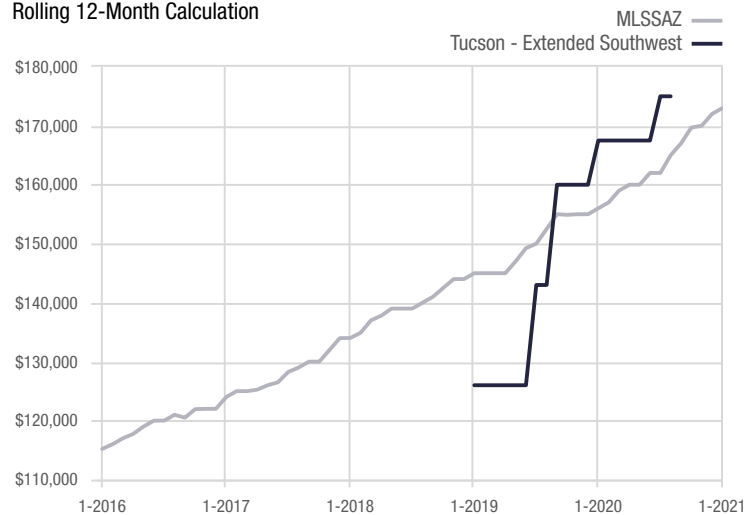
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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# Local Market Update – January 2021

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## Tucson - Extended West

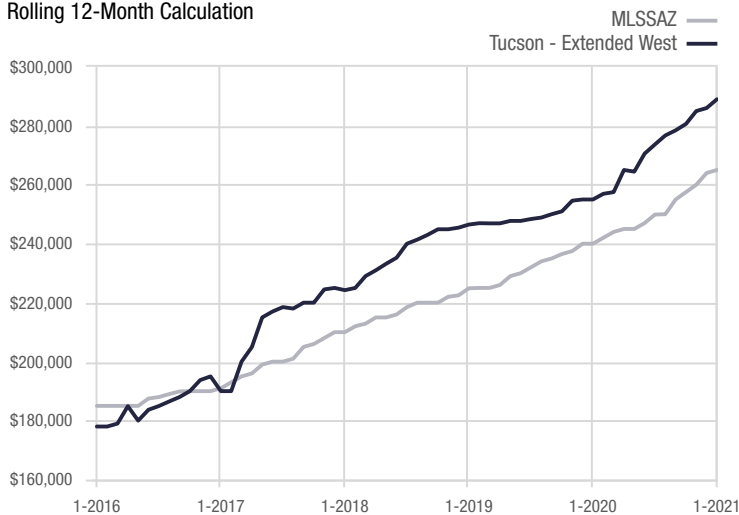
Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	56	34	- 39.3%	56	34	- 39.3%
Pending Sales	34	38	+ 11.8%	34	38	+ 11.8%
Closed Sales	26	31	+ 19.2%	26	31	+ 19.2%
Days on Market Until Sale	67	33	- 50.7%	67	33	- 50.7%
Median Sales Price*	\$245,000	<b>\$315,000</b>	+ 28.6%	\$245,000	<b>\$315,000</b>	+ 28.6%
Average Sales Price*	\$257,823	<b>\$320,378</b>	+ 24.3%	\$257,823	<b>\$320,378</b>	+ 24.3%
Percent of List Price Received*	98.8%	<b>99.4%</b>	+ 0.6%	98.8%	<b>99.4%</b>	+ 0.6%
Inventory of Homes for Sale	117	20	- 82.9%	—	—	—
Months Supply of Inventory	3.0	0.5	- 83.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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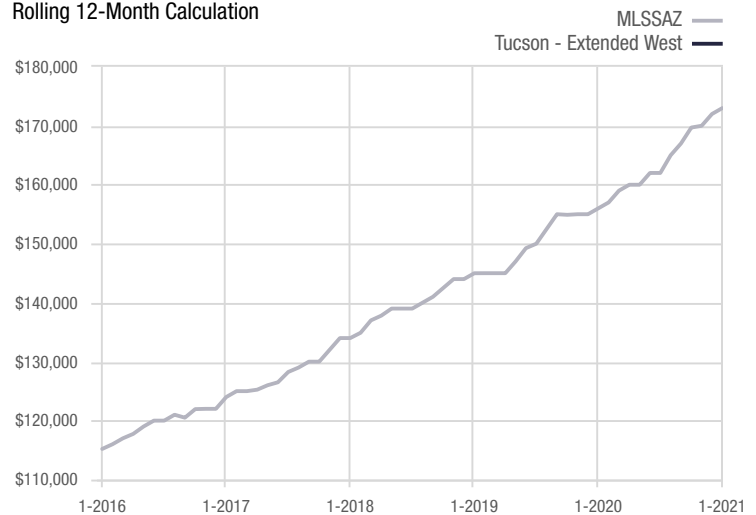
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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## Tucson - Pima East

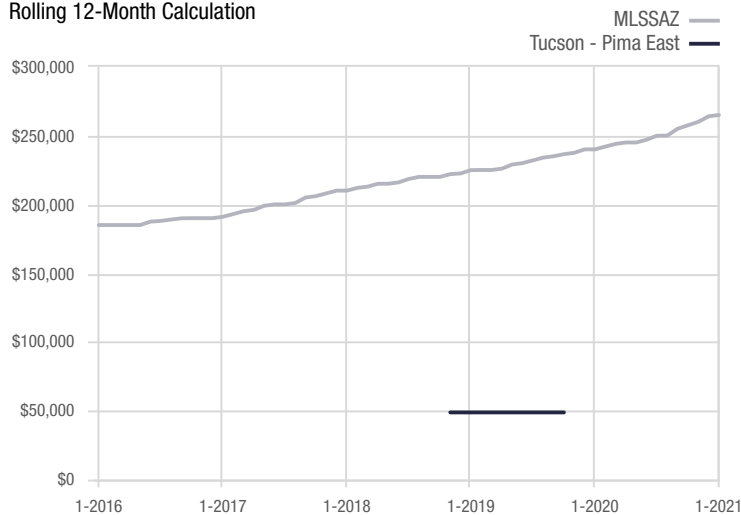
Single Family	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
<b>Key Metrics</b>						
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
<b>Key Metrics</b>						
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.

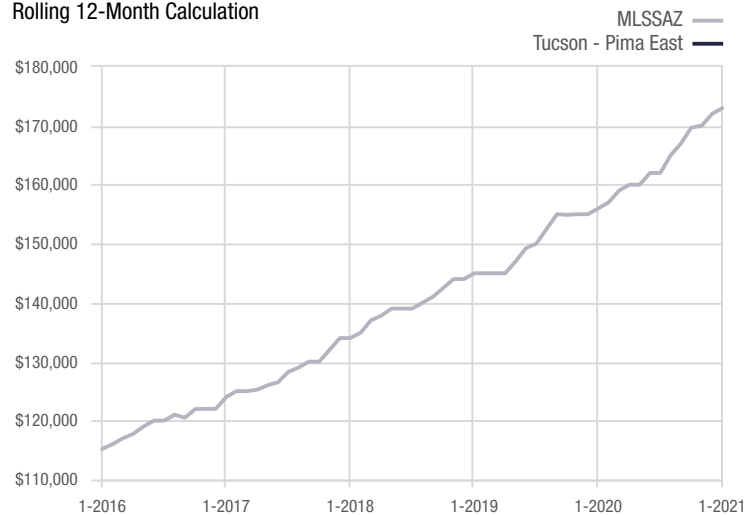
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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## Tucson - Pima Northwest

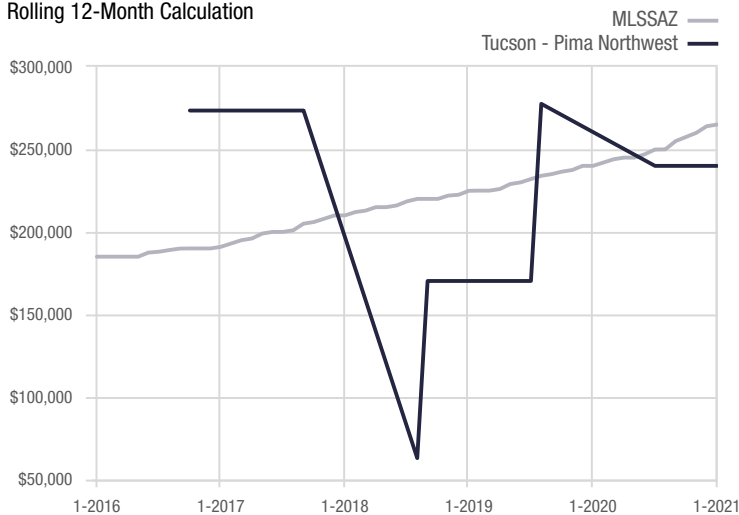
Single Family	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
<b>Key Metrics</b>						
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
<b>Key Metrics</b>						
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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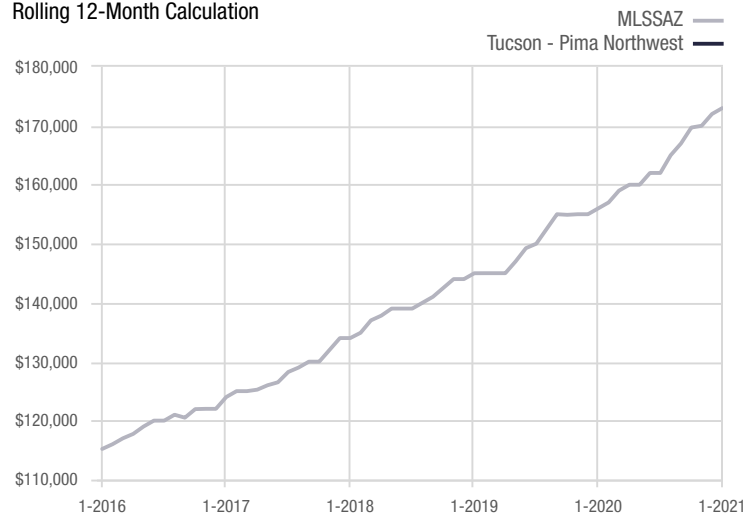
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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## Tucson - Pima Southwest

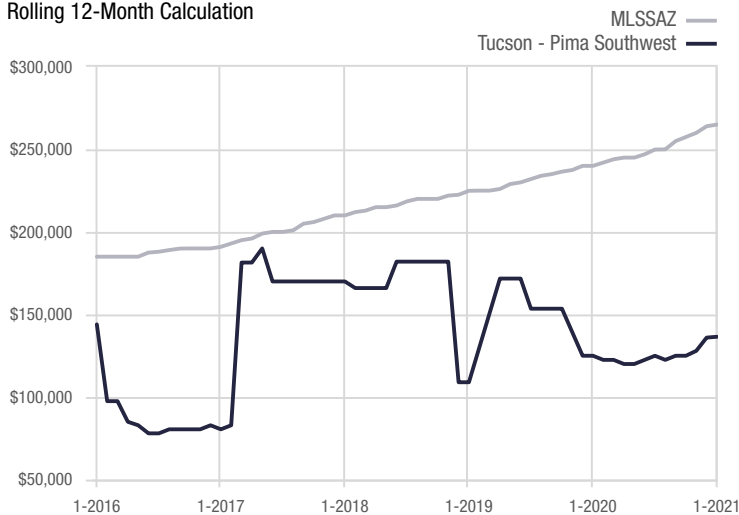
Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	5	2	- 60.0%	5	2	- 60.0%
Pending Sales	2	3	+ 50.0%	2	3	+ 50.0%
Closed Sales	0	2	—	0	2	—
Days on Market Until Sale	—	128	—	—	128	—
Median Sales Price*	—	\$195,500	—	—	\$195,500	—
Average Sales Price*	—	\$195,500	—	—	\$195,500	—
Percent of List Price Received*	—	98.5%	—	—	98.5%	—
Inventory of Homes for Sale	10	5	- 50.0%	—	—	—
Months Supply of Inventory	7.1	3.8	- 46.5%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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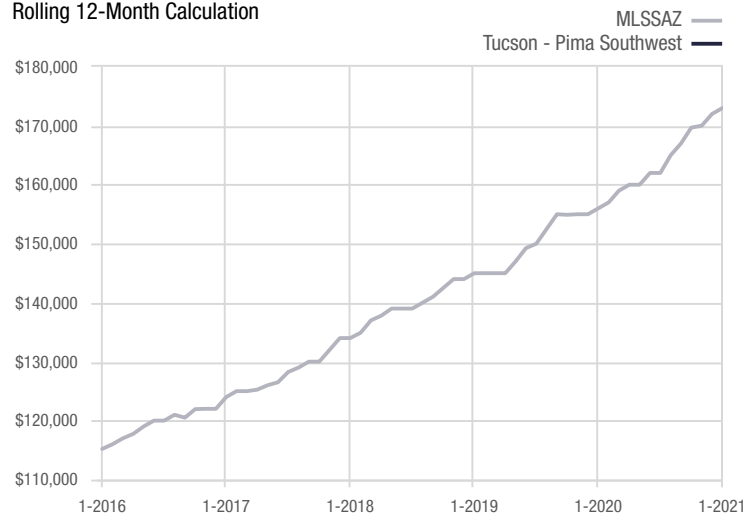
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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## Tucson - Benson / St. David

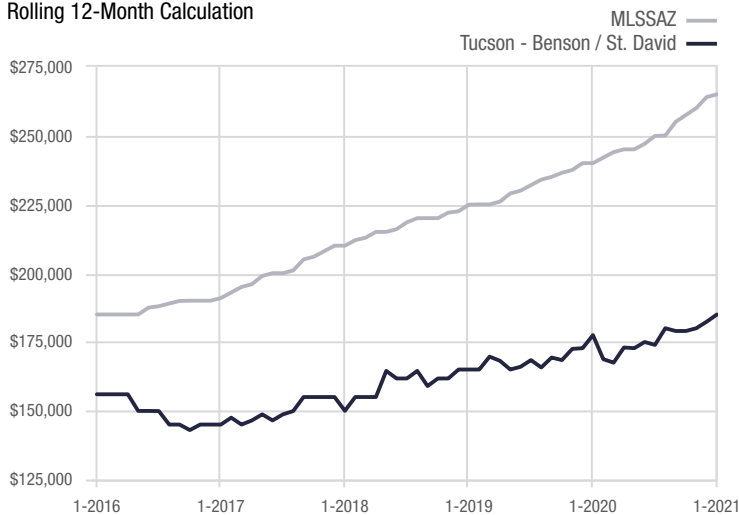
Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	11	14	+ 27.3%	11	14	+ 27.3%
Pending Sales	5	12	+ 140.0%	5	12	+ 140.0%
Closed Sales	9	11	+ 22.2%	9	11	+ 22.2%
Days on Market Until Sale	59	27	- 54.2%	59	27	- 54.2%
Median Sales Price*	\$180,000	<b>\$185,000</b>	+ 2.8%	\$180,000	<b>\$185,000</b>	+ 2.8%
Average Sales Price*	\$205,667	<b>\$172,864</b>	- 15.9%	\$205,667	<b>\$172,864</b>	- 15.9%
Percent of List Price Received*	95.8%	<b>99.4%</b>	+ 3.8%	95.8%	<b>99.4%</b>	+ 3.8%
Inventory of Homes for Sale	34	23	- 32.4%	—	—	—
Months Supply of Inventory	3.5	2.1	- 40.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

\* 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.

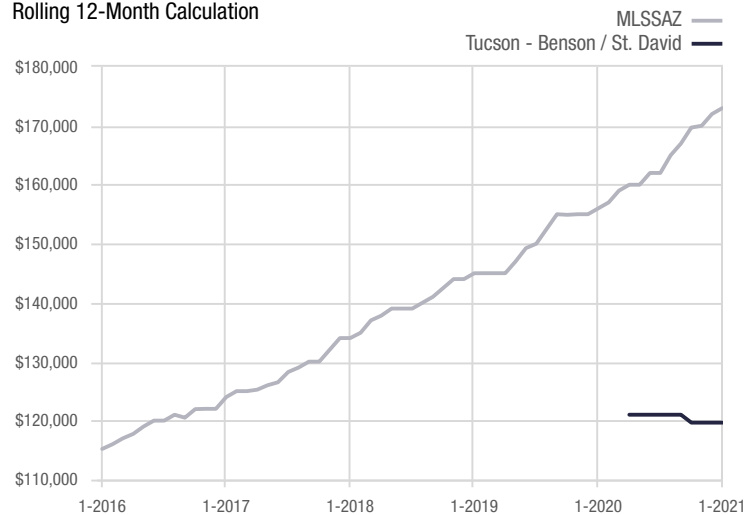
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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