

Monthly Indicators



November 2021

The economy is improving, unemployment is falling, and the U.S. real estate market remains strong as we head into the holiday season, a period when activity typically slows as people take time to travel, celebrate, and spend time with loved ones. Although the market is not as frenetic as was seen earlier this year, buyer demand is high, bolstered by attractive mortgage rates and a low supply of inventory.

New Listings increased 3.7 percent for Single Family but decreased 10.4 percent for Townhouse/Condo. Pending Sales increased 16.1 percent for Single Family but decreased 7.7 percent for Townhouse/Condo. Inventory increased 0.8 percent for Single Family but decreased 25.4 percent for Townhouse/Condo.

Median Sales Price increased 20.8 percent to \$349,000 for Single Family and 12.8 percent to \$221,000 for Townhouse/Condo. Days on Market remained flat for Single Family but decreased 26.1 percent for Townhouse/Condo properties. Months Supply of Inventory decreased 8.3 percent for Single Family and 30.0 percent for Townhouse/Condo.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

Quick Facts

+ 3.1%

Change in
Closed Sales
All Properties

+ 19.8%

Change in
Median Sales Price
All Properties

- 2.5%

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.

Single Family Market Overview	2
Townhouse/Condo Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Residential Properties Market Overview	14

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.

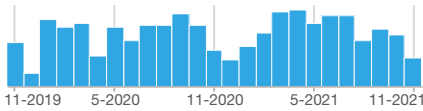
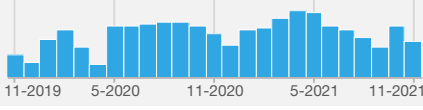

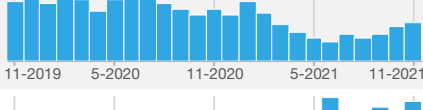

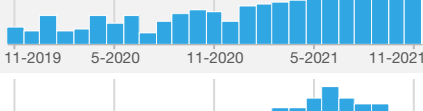
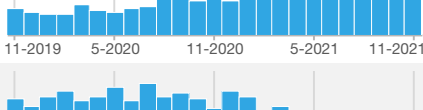
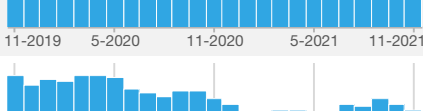
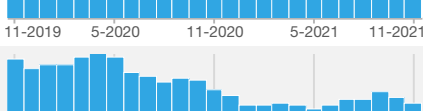
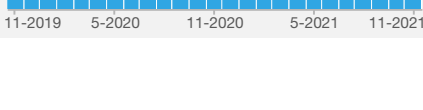


Key Metrics	Historical Sparkbars	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,130	1,172	+ 3.7%	15,440	15,953	+ 3.3%
Pending Sales		1,173	1,362	+ 16.1%	13,740	14,031	+ 2.1%
Closed Sales		1,164	1,181	+ 1.5%	13,054	13,453	+ 3.1%
Days on Market Until Sale		20	20	0.0%	31	17	- 45.2%
Median Sales Price		\$289,000	\$349,000	+ 20.8%	\$266,000	\$328,475	+ 23.5%
Average Sales Price		\$349,379	\$422,725	+ 21.0%	\$323,807	\$402,797	+ 24.4%
Percent of List Price Received		99.7%	99.9%	+ 0.2%	99.1%	100.9%	+ 1.8%
Housing Affordability Index		136	112	- 17.6%	147	119	- 19.0%
Inventory of Homes for Sale		1,413	1,424	+ 0.8%	—	—	—
Months Supply of Inventory		1.2	1.1	- 8.3%	—	—	—

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.



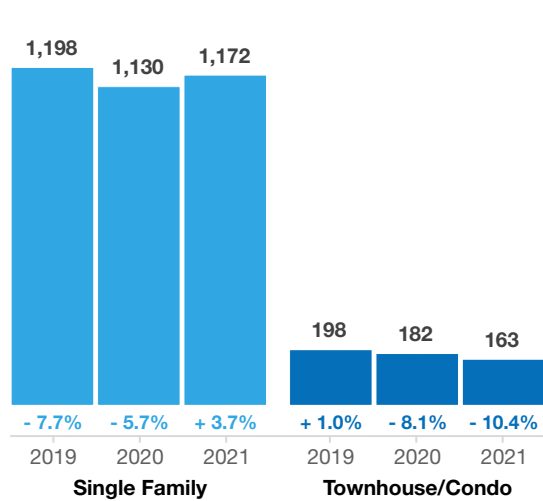
Key Metrics	Historical Sparkbars	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		182	163	- 10.4%	2,475	2,504	+ 1.2%
Pending Sales		196	181	- 7.7%	2,192	2,327	+ 6.2%
Closed Sales		180	204	+ 13.3%	2,070	2,297	+ 11.0%
Days on Market Until Sale		23	17	- 26.1%	27	14	- 48.1%
Median Sales Price		\$196,000	\$221,000	+ 12.8%	\$172,000	\$210,000	+ 22.1%
Average Sales Price		\$203,686	\$234,950	+ 15.3%	\$192,483	\$227,307	+ 18.1%
Percent of List Price Received		99.2%	100.3%	+ 1.1%	98.7%	100.9%	+ 2.2%
Housing Affordability Index		200	177	- 11.5%	228	187	- 18.0%
Inventory of Homes for Sale		201	150	- 25.4%	—	—	—
Months Supply of Inventory		1.0	0.7	- 30.0%	—	—	—

New Listings

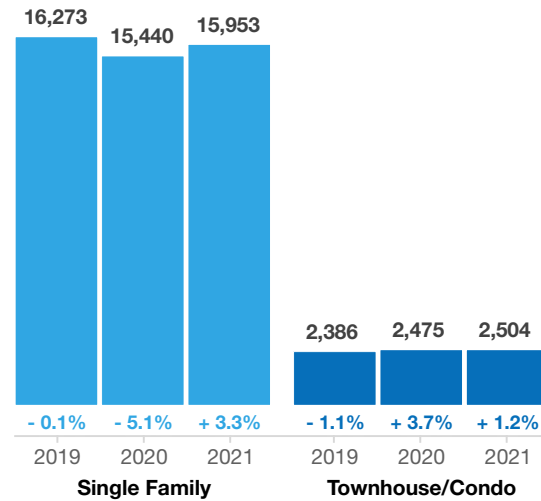
A count of the properties that have been newly listed on the market in a given month.



November

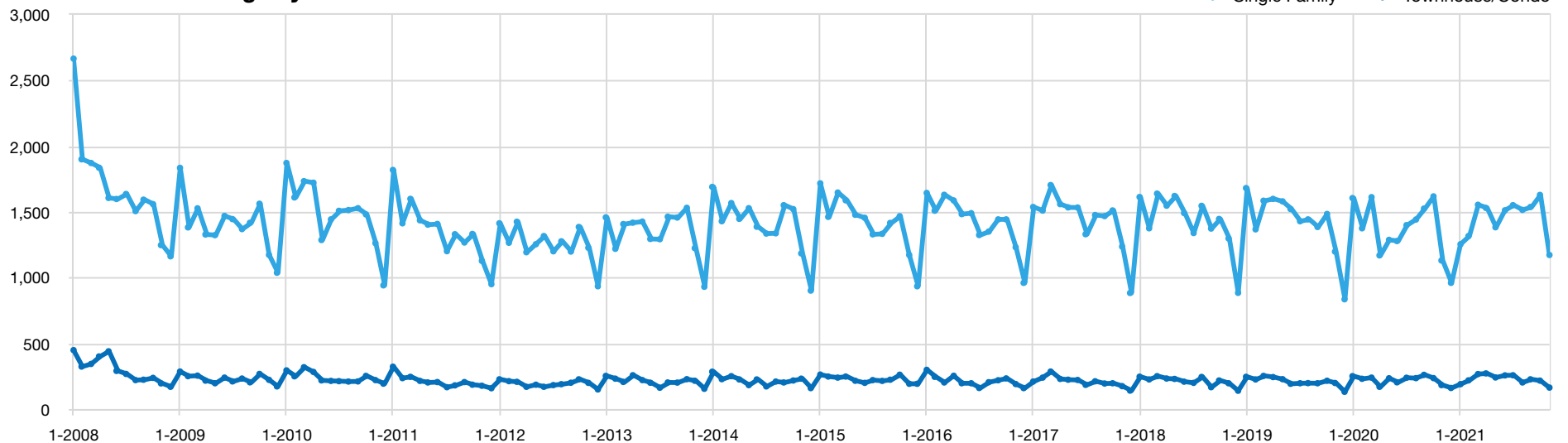


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
12-2020	960	+ 15.0%	160	+ 22.1%
1-2021	1,254	- 21.9%	189	- 24.4%
2-2021	1,316	- 4.3%	218	- 5.2%
3-2021	1,554	- 3.6%	266	+ 11.3%
4-2021	1,530	+ 30.9%	271	+ 60.4%
5-2021	1,383	+ 7.5%	240	+ 2.6%
6-2021	1,512	+ 18.3%	256	+ 26.1%
7-2021	1,551	+ 10.9%	257	+ 8.0%
8-2021	1,515	+ 5.1%	202	- 14.0%
9-2021	1,537	+ 0.8%	226	- 13.1%
10-2021	1,629	+ 0.7%	216	- 8.1%
11-2021	1,172	+ 3.7%	163	- 10.4%
12-Month Avg	1,409	+ 3.9%	222	+ 2.3%

Historical New Listings by Month

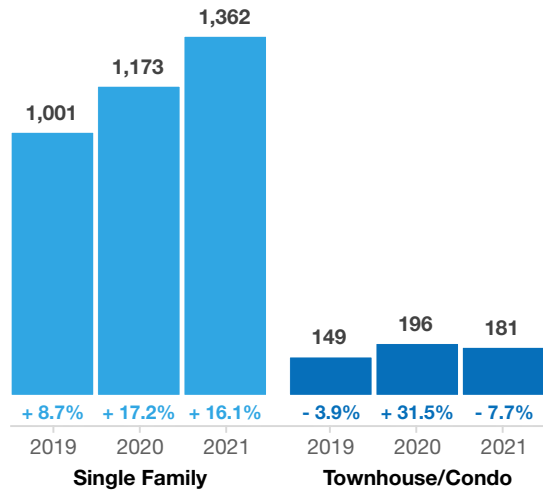


Pending Sales

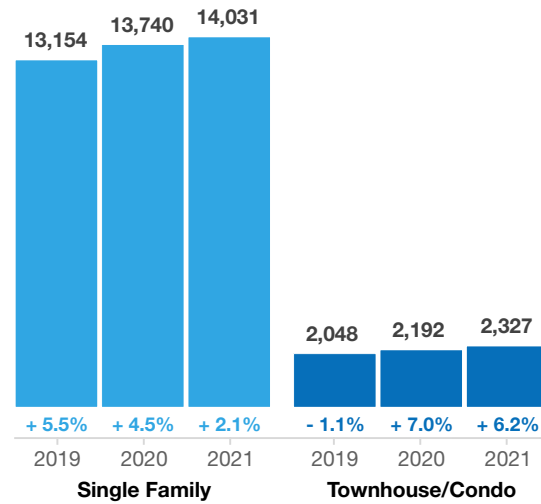
A count of the properties on which offers have been accepted in a given month.



November

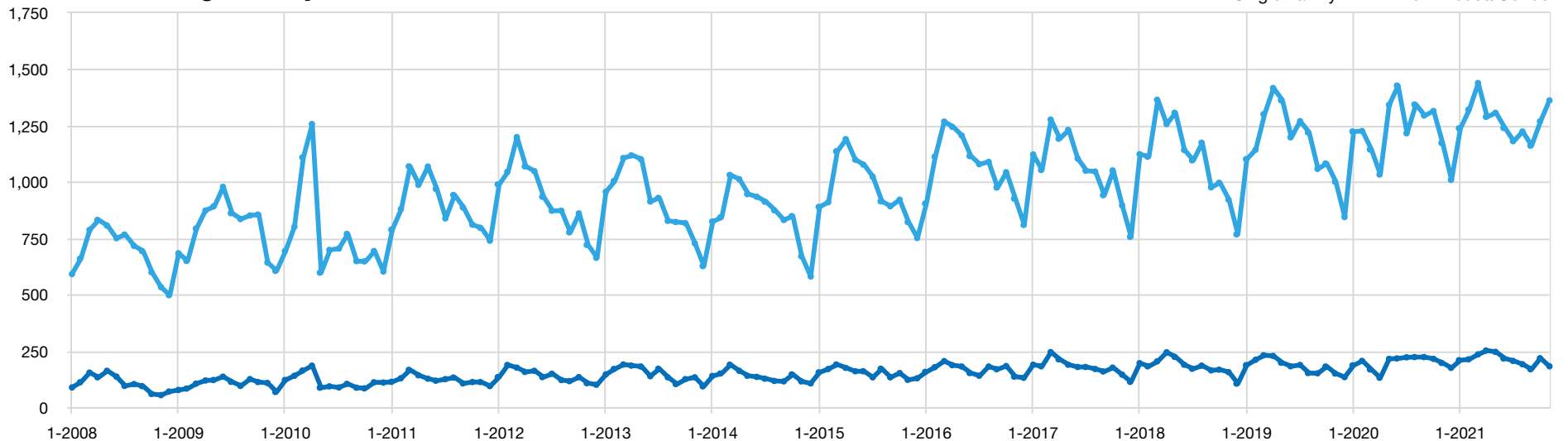


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
12-2020	1,009	+ 19.5%	174	+ 30.8%
1-2021	1,238	+ 1.1%	208	+ 12.4%
2-2021	1,321	+ 7.7%	212	+ 3.4%
3-2021	1,439	+ 25.8%	234	+ 40.1%
4-2021	1,289	+ 24.8%	251	+ 93.1%
5-2021	1,307	- 2.6%	245	+ 14.5%
6-2021	1,240	- 13.2%	216	0.0%
7-2021	1,181	- 2.9%	205	- 7.2%
8-2021	1,224	- 8.9%	190	- 14.4%
9-2021	1,161	- 10.3%	168	- 24.3%
10-2021	1,269	- 3.5%	217	+ 1.4%
11-2021	1,362	+ 16.1%	181	- 7.7%
12-Month Avg	1,253	+ 3.1%	208	+ 7.2%

Historical Pending Sales by Month

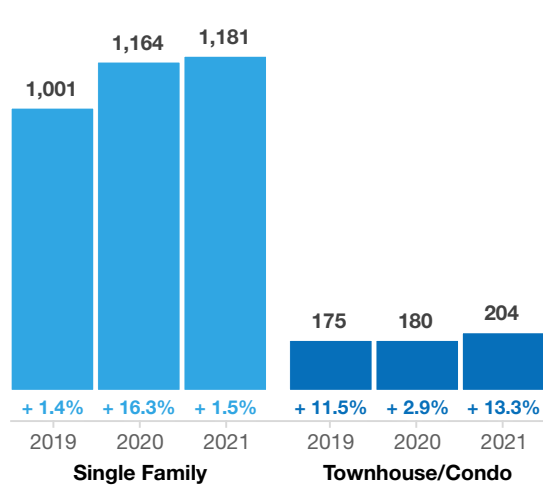


Closed Sales

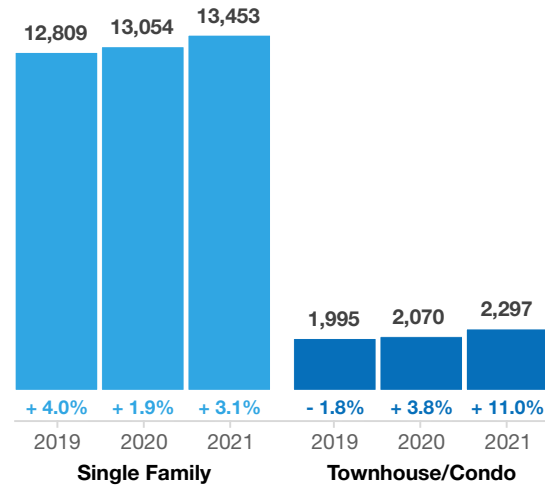
A count of the actual sales that closed in a given month.



November

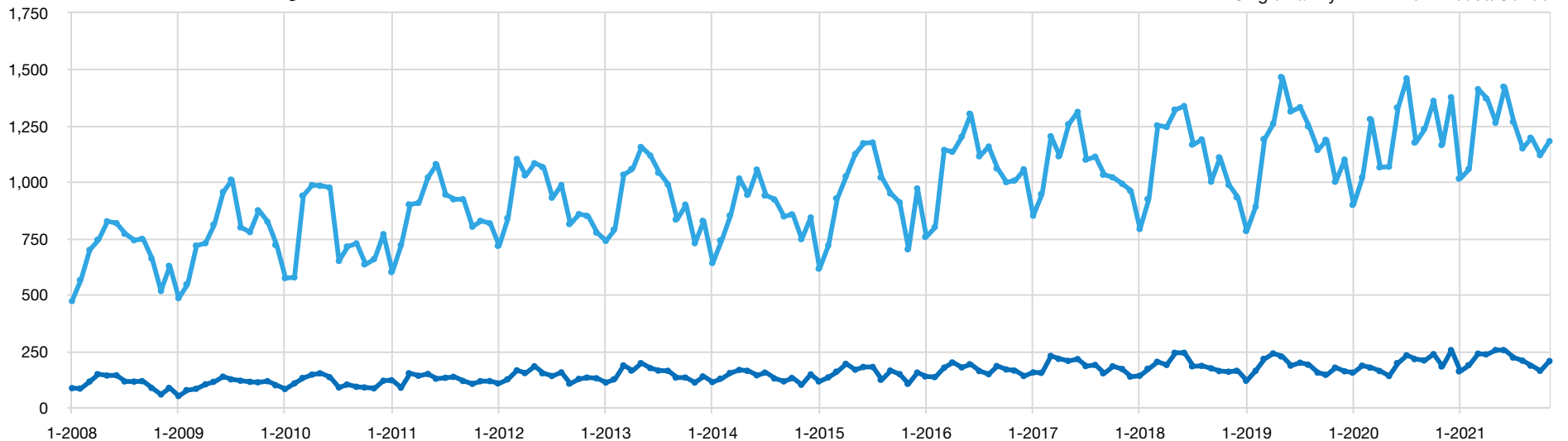


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
12-2020	1,376	+ 25.2%	253	+ 59.1%
1-2021	1,015	+ 13.0%	159	+ 3.9%
2-2021	1,057	+ 3.6%	186	+ 1.1%
3-2021	1,412	+ 10.4%	237	+ 35.4%
4-2021	1,371	+ 28.7%	234	+ 46.3%
5-2021	1,263	+ 18.3%	253	+ 83.3%
6-2021	1,423	+ 7.0%	253	+ 29.7%
7-2021	1,267	- 13.2%	220	- 4.3%
8-2021	1,149	- 2.2%	206	- 3.3%
9-2021	1,196	- 3.2%	184	- 11.1%
10-2021	1,119	- 17.7%	161	- 31.5%
11-2021	1,181	+ 1.5%	204	+ 13.3%
12-Month Avg	1,236	+ 4.8%	213	+ 14.5%

Historical Closed Sales by Month

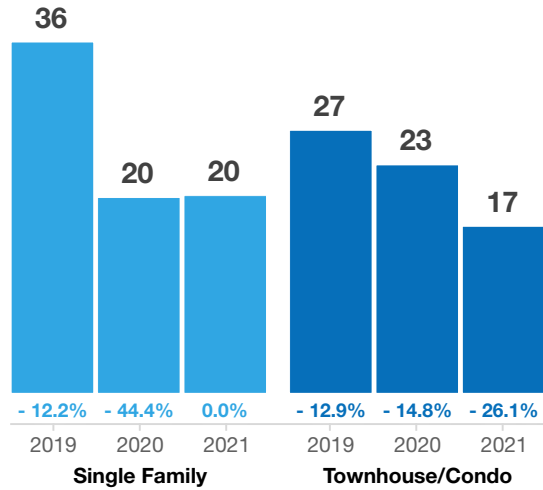


Days on Market Until Sale

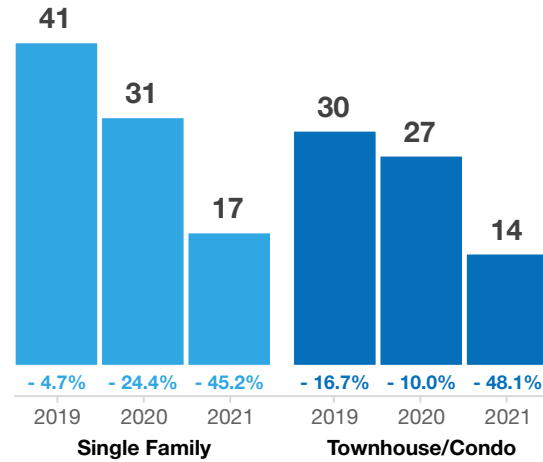
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



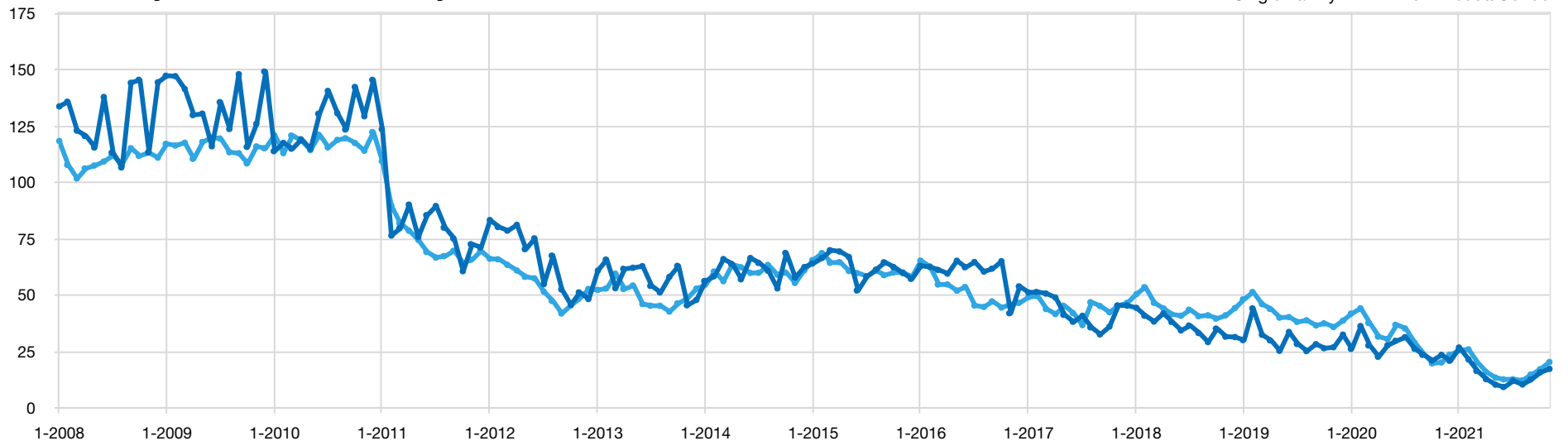
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
12-2020	23	-39.5%	21	-34.4%
1-2021	25	-40.5%	26	0.0%
2-2021	26	-40.9%	21	-41.7%
3-2021	20	-45.9%	16	-40.7%
4-2021	16	-48.4%	12	-45.5%
5-2021	13	-56.7%	10	-63.0%
6-2021	12	-67.6%	9	-69.0%
7-2021	12	-65.7%	12	-61.3%
8-2021	12	-58.6%	10	-61.5%
9-2021	14	-41.7%	12	-47.8%
10-2021	17	-10.5%	15	-28.6%
11-2021	20	0.0%	17	-26.1%
12-Month Avg*	17	-45.5%	15	-45.3%

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

Historical Days on Market Until Sale by Month

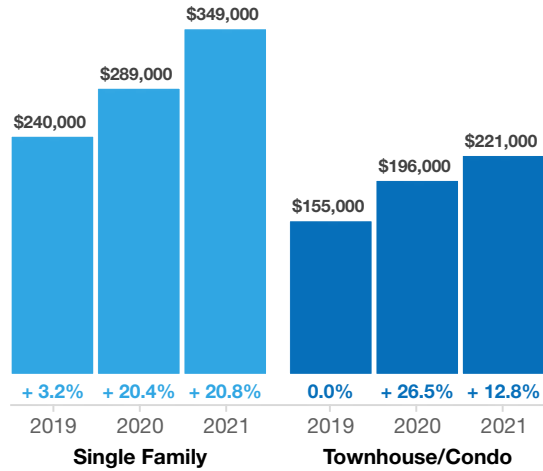


Median Sales Price

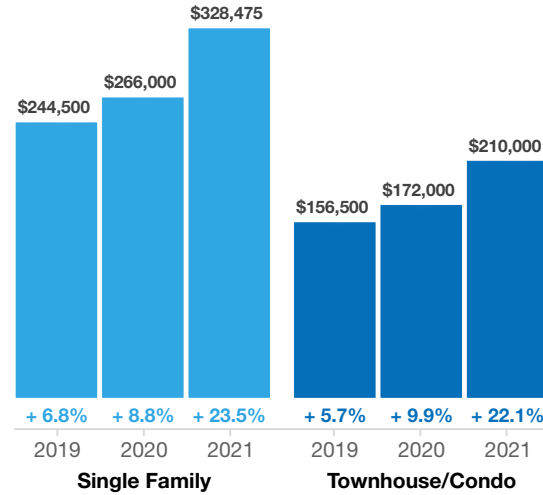
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



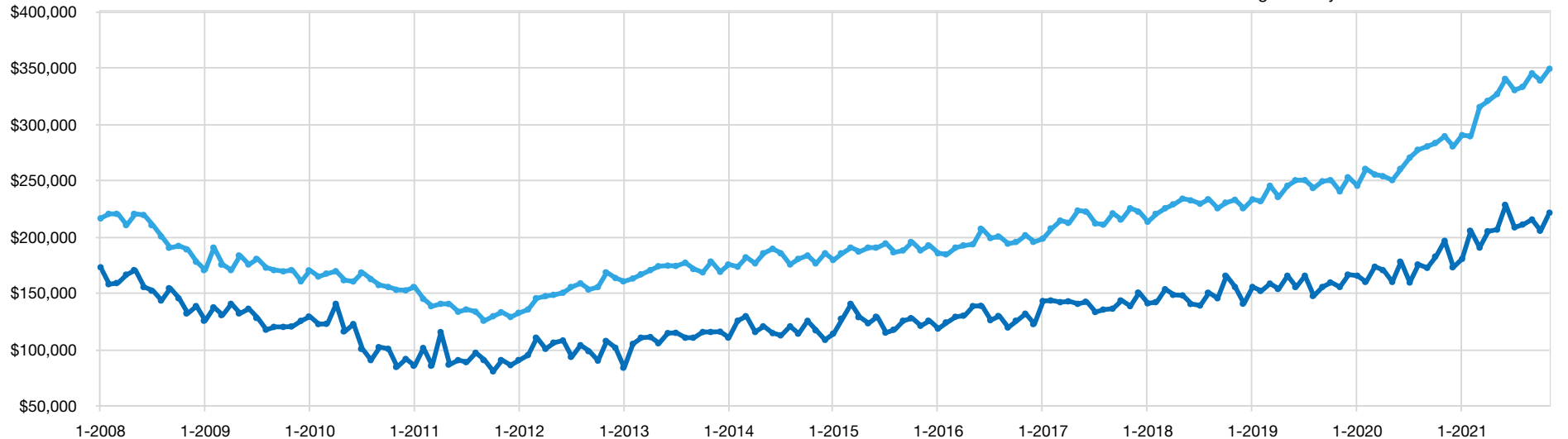
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
12-2020	\$280,000	+ 10.9%	\$172,550	+ 3.9%
1-2021	\$290,000	+ 18.4%	\$180,000	+ 9.1%
2-2021	\$289,000	+ 11.2%	\$205,000	+ 28.5%
3-2021	\$315,000	+ 23.5%	\$190,000	+ 9.8%
4-2021	\$320,500	+ 26.4%	\$204,500	+ 20.3%
5-2021	\$326,500	+ 30.6%	\$206,000	+ 29.2%
6-2021	\$340,000	+ 30.8%	\$228,000	+ 28.5%
7-2021	\$330,000	+ 22.2%	\$208,000	+ 30.8%
8-2021	\$333,000	+ 20.2%	\$210,500	+ 20.3%
9-2021	\$345,000	+ 23.2%	\$215,000	+ 25.0%
10-2021	\$338,600	+ 19.6%	\$205,000	+ 12.6%
11-2021	\$349,000	+ 20.8%	\$221,000	+ 12.8%
12-Month Avg*	\$325,000	+ 22.6%	\$205,300	+ 20.4%

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

Historical Median Sales Price by Month

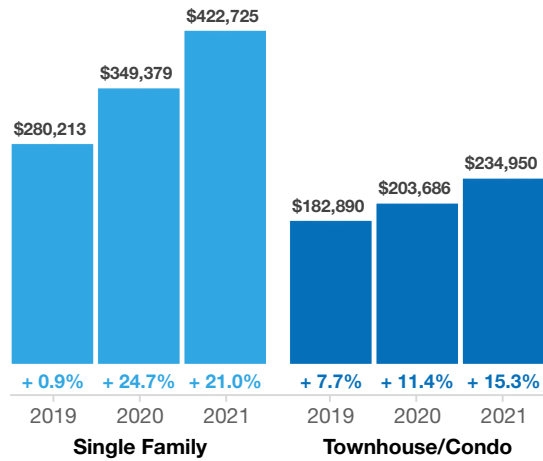


Average Sales Price

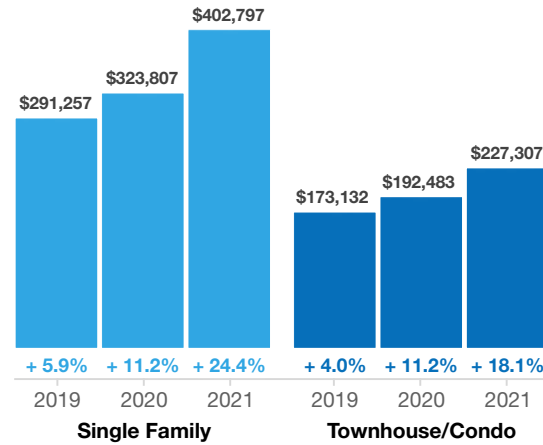
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



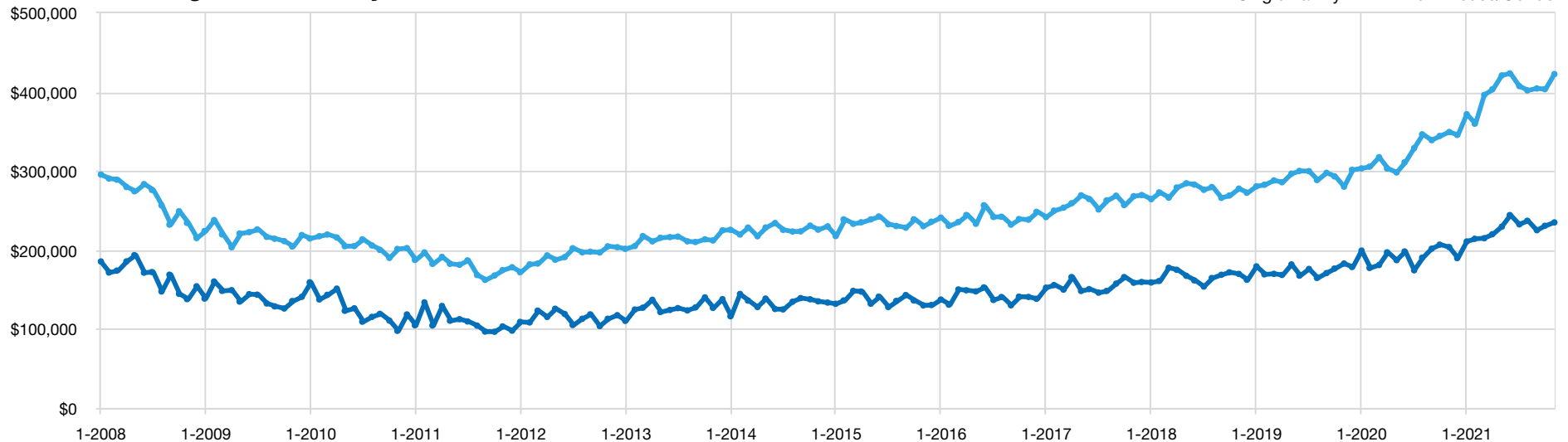
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
12-2020	\$345,757	+ 14.7%	\$189,752	+ 6.3%
1-2021	\$371,998	+ 22.6%	\$210,830	+ 5.8%
2-2021	\$359,963	+ 17.8%	\$214,230	+ 20.8%
3-2021	\$396,382	+ 24.8%	\$214,982	+ 18.7%
4-2021	\$403,422	+ 33.0%	\$219,968	+ 11.6%
5-2021	\$421,116	+ 41.2%	\$229,559	+ 22.6%
6-2021	\$423,616	+ 36.1%	\$244,263	+ 23.3%
7-2021	\$407,529	+ 23.8%	\$232,496	+ 33.4%
8-2021	\$402,160	+ 16.1%	\$237,035	+ 24.6%
9-2021	\$404,605	+ 19.3%	\$225,117	+ 11.6%
10-2021	\$403,713	+ 17.2%	\$230,674	+ 11.5%
11-2021	\$422,725	+ 21.0%	\$234,950	+ 15.3%
12-Month Avg*	\$397,504	+ 23.4%	\$223,576	+ 16.8%

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

Historical Average Sales Price by Month

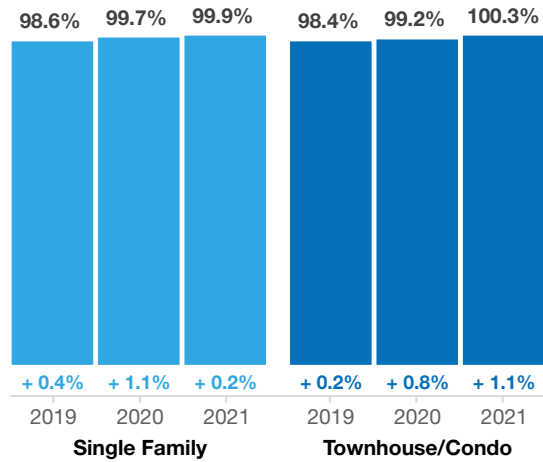


Percent of List Price Received

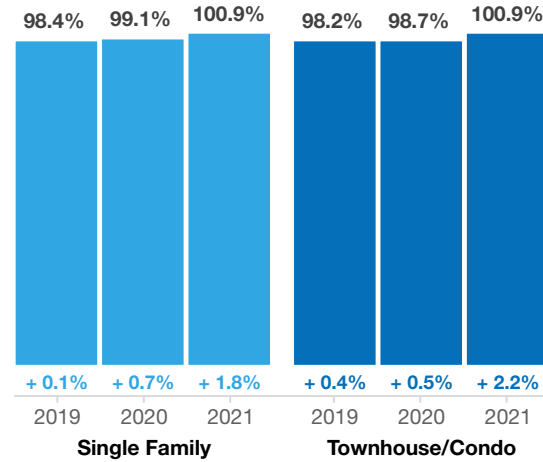
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



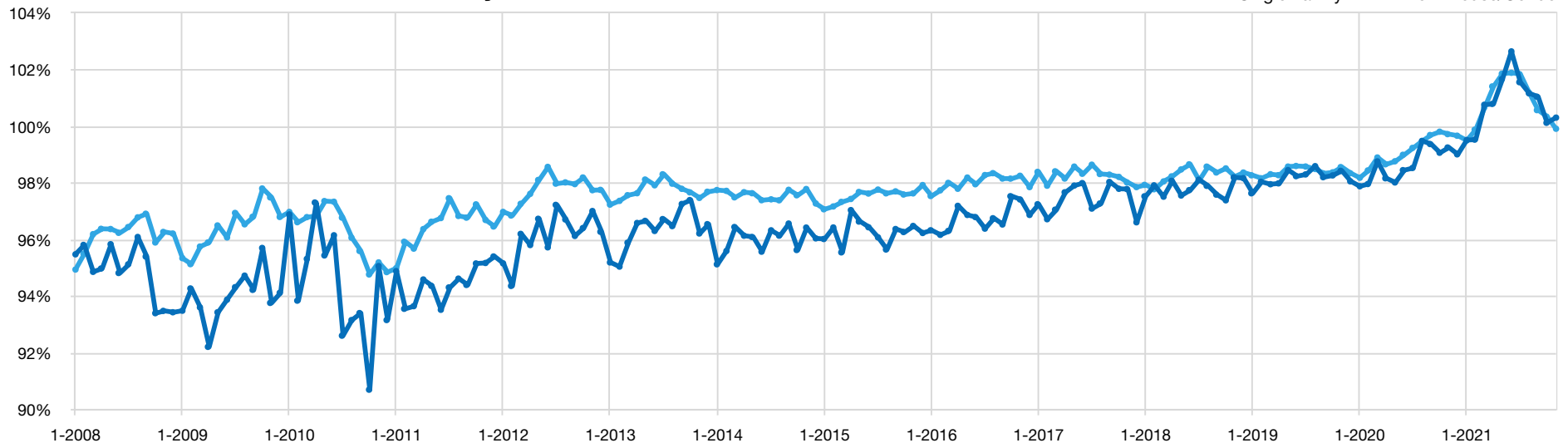
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
12-2020	99.7%	+ 1.4%	99.0%	+ 0.9%
1-2021	99.5%	+ 1.3%	99.5%	+ 1.6%
2-2021	99.9%	+ 1.5%	99.5%	+ 1.5%
3-2021	100.7%	+ 1.8%	100.8%	+ 2.0%
4-2021	101.4%	+ 2.7%	100.8%	+ 2.6%
5-2021	101.9%	+ 3.1%	101.7%	+ 3.8%
6-2021	101.9%	+ 2.9%	102.6%	+ 4.3%
7-2021	101.8%	+ 2.6%	101.6%	+ 3.1%
8-2021	101.2%	+ 1.7%	101.2%	+ 1.7%
9-2021	100.6%	+ 0.9%	101.0%	+ 1.6%
10-2021	100.3%	+ 0.5%	100.1%	+ 1.0%
11-2021	99.9%	+ 0.2%	100.3%	+ 1.1%
12-Month Avg*	100.8%	+ 1.7%	100.7%	+ 2.1%

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

Historical Percent of List Price Received by Month

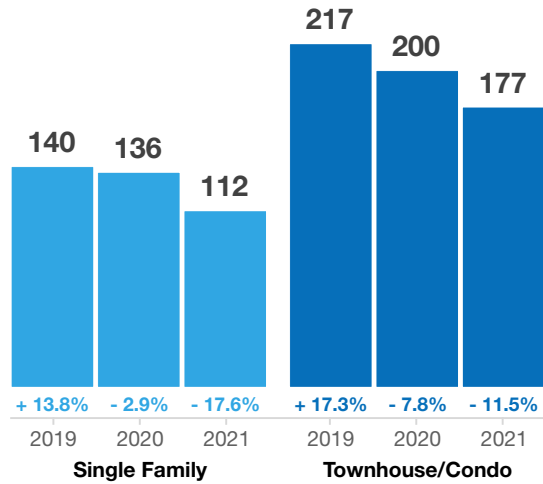


Housing Affordability Index

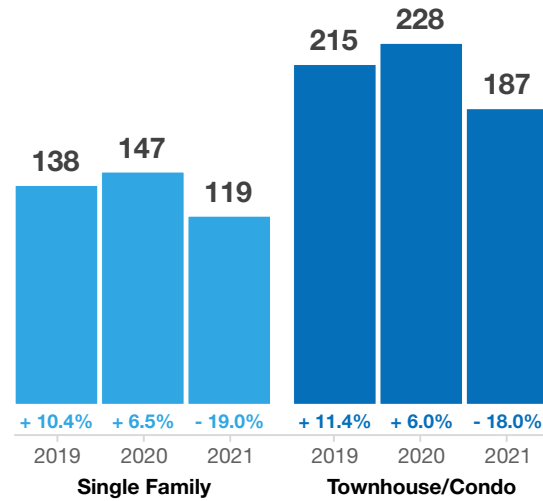
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

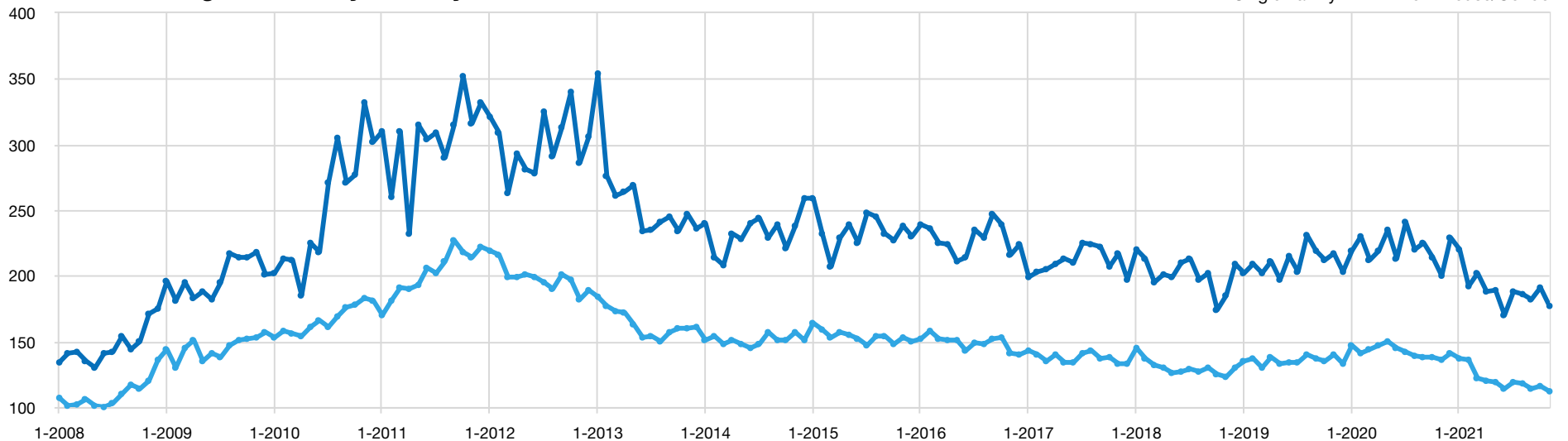


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
12-2020	141	+ 6.0%	229	+ 12.8%
1-2021	137	- 6.8%	220	+ 0.5%
2-2021	136	- 3.5%	192	- 16.5%
3-2021	122	- 15.3%	202	- 4.7%
4-2021	120	- 18.4%	188	- 14.2%
5-2021	119	- 20.7%	189	- 19.6%
6-2021	114	- 21.4%	170	- 20.2%
7-2021	119	- 16.2%	188	- 22.0%
8-2021	118	- 15.1%	186	- 15.5%
9-2021	114	- 17.4%	182	- 19.1%
10-2021	116	- 15.9%	191	- 10.7%
11-2021	112	- 17.6%	177	- 11.5%
12-Month Avg	122	- 14.1%	193	- 11.9%

Historical Housing Affordability Index by Month

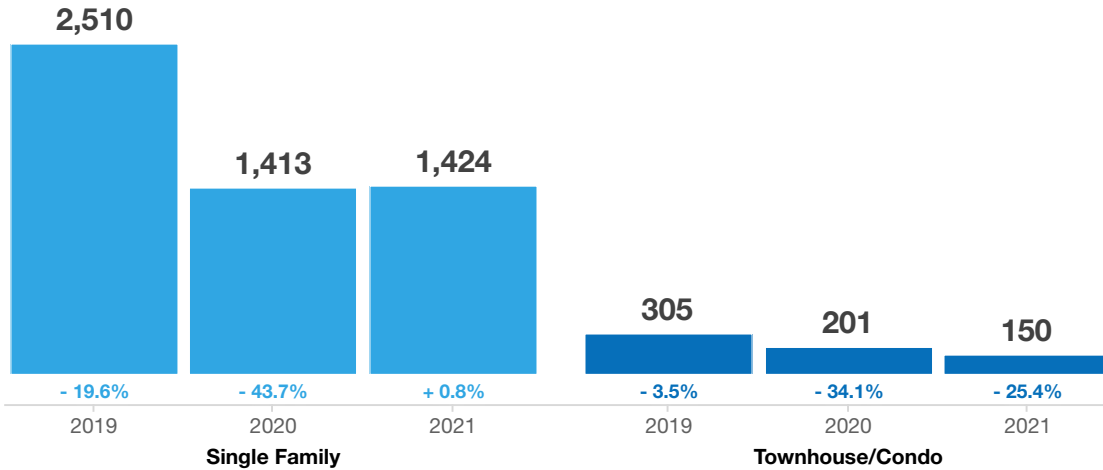


Inventory of Homes for Sale

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

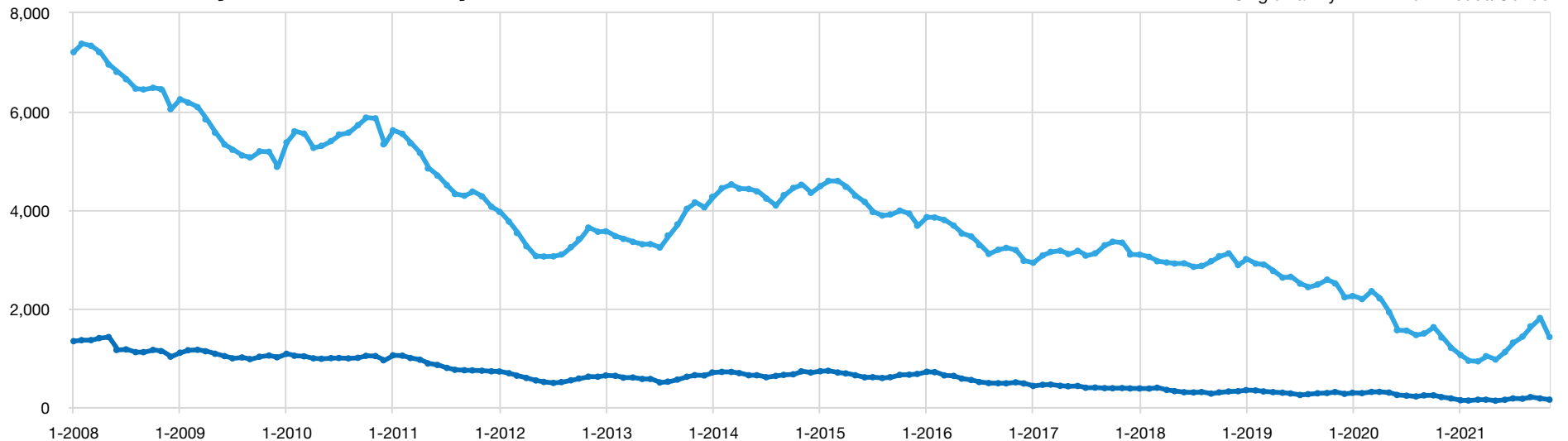


November



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
12-2020	1,202	- 46.1%	175	- 34.7%
1-2021	1,057	- 53.1%	138	- 52.2%
2-2021	939	- 57.2%	132	- 53.4%
3-2021	928	- 60.6%	149	- 51.6%
4-2021	1,033	- 53.2%	149	- 51.8%
5-2021	965	- 49.9%	129	- 56.1%
6-2021	1,116	- 28.5%	148	- 39.6%
7-2021	1,308	- 15.7%	175	- 24.2%
8-2021	1,431	- 2.1%	169	- 21.8%
9-2021	1,638	+ 9.6%	202	- 14.8%
10-2021	1,808	+ 11.5%	175	- 26.5%
11-2021	1,424	+ 0.8%	150	- 25.4%
12-Month Avg	1,237	- 33.4%	158	- 39.2%

Historical Inventory of Homes for Sale by Month

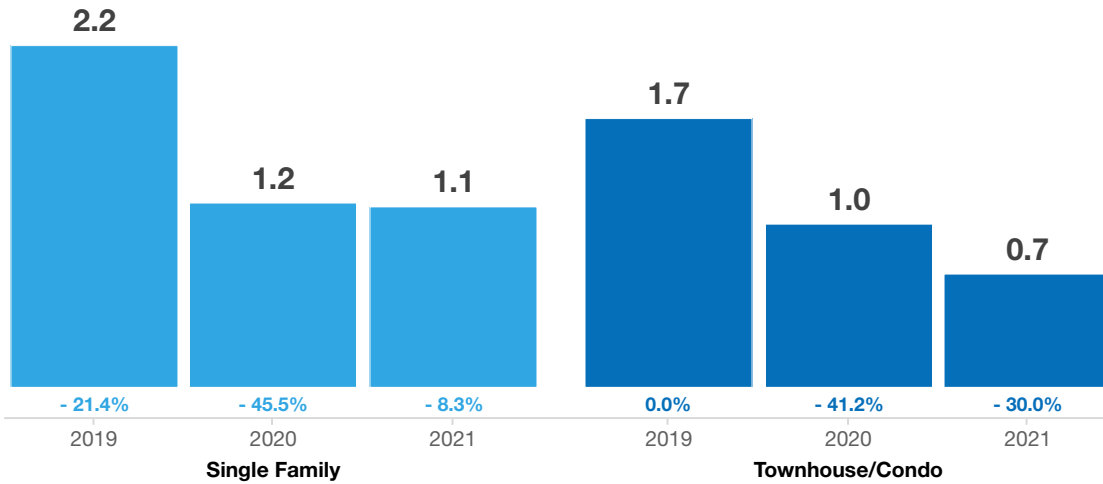


Months Supply of Inventory

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.



November



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
12-2020	1.0	- 47.4%	0.9	- 40.0%
1-2021	0.9	- 52.6%	0.7	- 56.3%
2-2021	0.8	- 57.9%	0.7	- 56.3%
3-2021	0.7	- 65.0%	0.7	- 61.1%
4-2021	0.8	- 57.9%	0.7	- 61.1%
5-2021	0.8	- 52.9%	0.6	- 64.7%
6-2021	0.9	- 30.8%	0.7	- 50.0%
7-2021	1.0	- 23.1%	0.8	- 38.5%
8-2021	1.1	- 15.4%	0.8	- 33.3%
9-2021	1.3	0.0%	1.0	- 23.1%
10-2021	1.5	+ 7.1%	0.8	- 38.5%
11-2021	1.1	- 8.3%	0.7	- 30.0%
12-Month Avg*	1.0	- 37.7%	0.8	- 48.1%

* Months Supply for all properties from December 2020 through November 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	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,312	1,335	+ 1.8%	17,915	18,457	+ 3.0%
Pending Sales		1,369	1,543	+ 12.7%	15,932	16,358	+ 2.7%
Closed Sales		1,344	1,385	+ 3.1%	15,124	15,750	+ 4.1%
Days on Market Until Sale		20	20	0.0%	31	16	- 48.4%
Median Sales Price		\$275,500	\$330,000	+ 19.8%	\$255,000	\$310,000	+ 21.6%
Average Sales Price		\$329,867	\$395,299	+ 19.8%	\$305,829	\$377,231	+ 23.3%
Percent of List Price Received		99.7%	100.0%	+ 0.3%	99.1%	100.9%	+ 1.8%
Housing Affordability Index		142	119	- 16.2%	154	126	- 18.2%
Inventory of Homes for Sale		1,614	1,574	- 2.5%	—	—	—
Months Supply of Inventory		1.1	1.1	0.0%	—	—	—

Local Market Update – November 2021

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Tucson - Central

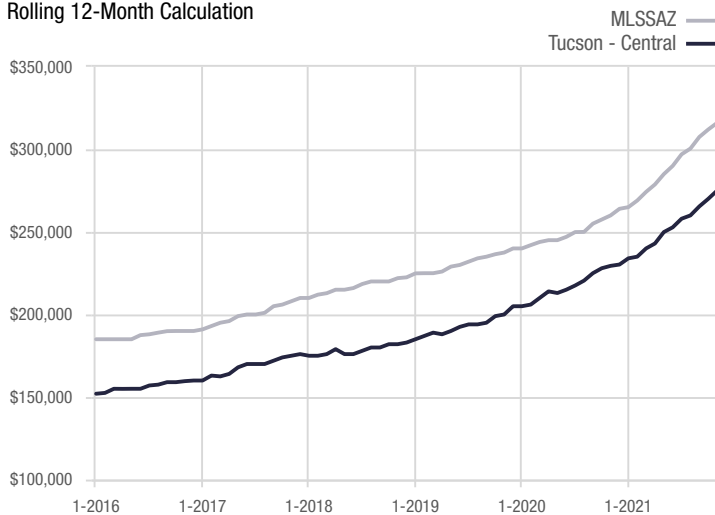
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	162	182	+ 12.3%	2,395	2,485	+ 3.8%
Pending Sales	171	223	+ 30.4%	1,987	2,051	+ 3.2%
Closed Sales	159	172	+ 8.2%	1,879	1,949	+ 3.7%
Days on Market Until Sale	18	21	+ 16.7%	28	17	- 39.3%
Median Sales Price*	\$241,000	\$293,750	+ 21.9%	\$230,000	\$278,000	+ 20.9%
Average Sales Price*	\$287,130	\$338,117	+ 17.8%	\$261,316	\$320,976	+ 22.8%
Percent of List Price Received*	98.9%	99.3%	+ 0.4%	99.0%	100.9%	+ 1.9%
Inventory of Homes for Sale	225	225	0.0%	—	—	—
Months Supply of Inventory	1.3	1.2	- 7.7%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	43	41	- 4.7%	558	609	+ 9.1%
Pending Sales	42	48	+ 14.3%	461	550	+ 19.3%
Closed Sales	32	39	+ 21.9%	423	527	+ 24.6%
Days on Market Until Sale	19	18	- 5.3%	24	17	- 29.2%
Median Sales Price*	\$131,250	\$184,500	+ 40.6%	\$145,500	\$177,000	+ 21.6%
Average Sales Price*	\$151,239	\$192,522	+ 27.3%	\$156,368	\$188,160	+ 20.3%
Percent of List Price Received*	98.0%	99.9%	+ 1.9%	98.3%	101.4%	+ 3.2%
Inventory of Homes for Sale	57	42	- 26.3%	—	—	—
Months Supply of Inventory	1.4	0.9	- 35.7%	—	—	—

* 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.

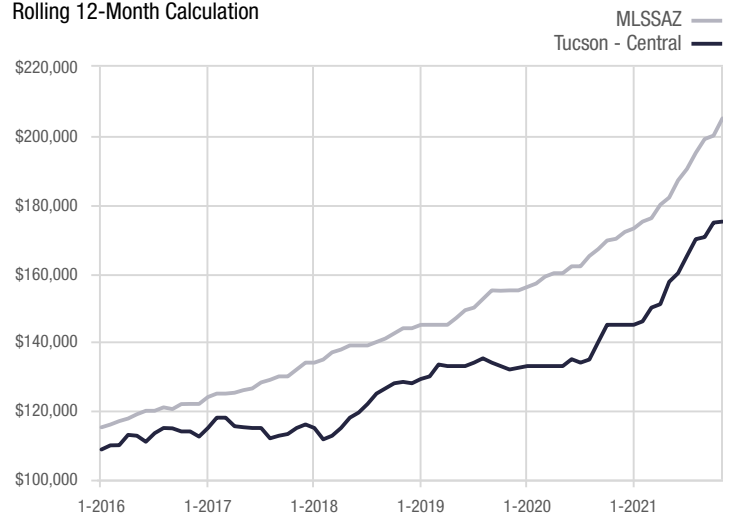
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - East

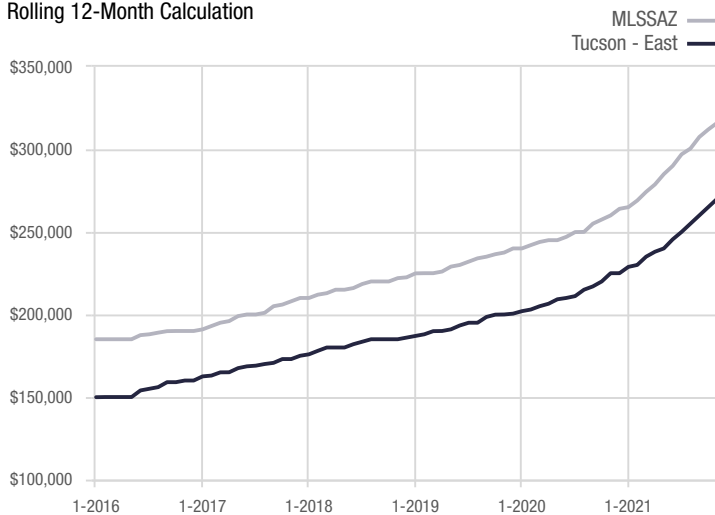
Single Family Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	116	144	+ 24.1%	1,704	1,810	+ 6.2%
Pending Sales	147	172	+ 17.0%	1,555	1,626	+ 4.6%
Closed Sales	127	158	+ 24.4%	1,452	1,535	+ 5.7%
Days on Market Until Sale	12	21	+ 75.0%	20	13	- 35.0%
Median Sales Price*	\$240,000	\$297,600	+ 24.0%	\$225,000	\$271,000	+ 20.4%
Average Sales Price*	\$270,133	\$313,409	+ 16.0%	\$241,973	\$296,883	+ 22.7%
Percent of List Price Received*	101.2%	100.0%	- 1.2%	99.8%	101.3%	+ 1.5%
Inventory of Homes for Sale	110	141	+ 28.2%	—	—	—
Months Supply of Inventory	0.8	1.0	+ 25.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	27	31	+ 14.8%	381	409	+ 7.3%
Pending Sales	37	35	- 5.4%	359	387	+ 7.8%
Closed Sales	29	41	+ 41.4%	331	374	+ 13.0%
Days on Market Until Sale	11	10	- 9.1%	24	10	- 58.3%
Median Sales Price*	\$175,000	\$204,000	+ 16.6%	\$149,900	\$180,000	+ 20.1%
Average Sales Price*	\$171,898	\$194,527	+ 13.2%	\$142,818	\$176,569	+ 23.6%
Percent of List Price Received*	99.7%	101.0%	+ 1.3%	99.4%	101.4%	+ 2.0%
Inventory of Homes for Sale	27	21	- 22.2%	—	—	—
Months Supply of Inventory	0.9	0.6	- 33.3%	—	—	—

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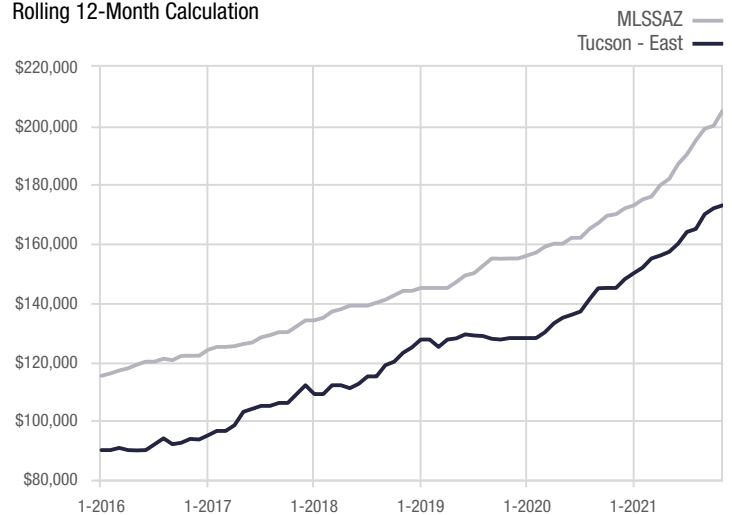
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - North

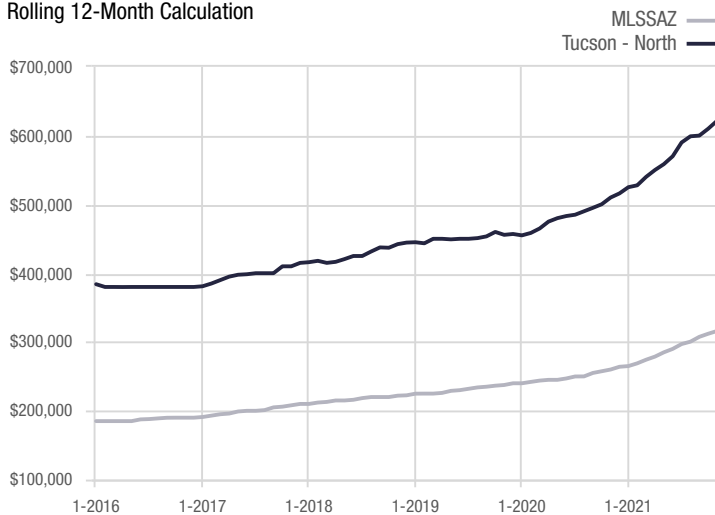
Single Family Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	89	86	- 3.4%	1,363	1,277	- 6.3%
Pending Sales	77	95	+ 23.4%	1,096	1,098	+ 0.2%
Closed Sales	85	97	+ 14.1%	1,063	1,078	+ 1.4%
Days on Market Until Sale	21	22	+ 4.8%	40	22	- 45.0%
Median Sales Price*	\$545,000	\$665,000	+ 22.0%	\$512,650	\$625,000	+ 21.9%
Average Sales Price*	\$597,384	\$726,451	+ 21.6%	\$586,027	\$736,873	+ 25.7%
Percent of List Price Received*	99.3%	99.7%	+ 0.4%	98.1%	100.7%	+ 2.7%
Inventory of Homes for Sale	167	117	- 29.9%	—	—	—
Months Supply of Inventory	1.7	1.2	- 29.4%	—	—	—

Townhouse/Condo/Duplex Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	45	36	- 20.0%	674	653	- 3.1%
Pending Sales	47	40	- 14.9%	604	604	0.0%
Closed Sales	54	53	- 1.9%	577	608	+ 5.4%
Days on Market Until Sale	19	19	0.0%	28	15	- 46.4%
Median Sales Price*	\$219,450	\$272,500	+ 24.2%	\$202,000	\$250,000	+ 23.8%
Average Sales Price*	\$243,919	\$308,055	+ 26.3%	\$230,078	\$287,445	+ 24.9%
Percent of List Price Received*	99.2%	100.2%	+ 1.0%	98.4%	100.7%	+ 2.3%
Inventory of Homes for Sale	48	38	- 20.8%	—	—	—
Months Supply of Inventory	0.9	0.7	- 22.2%	—	—	—

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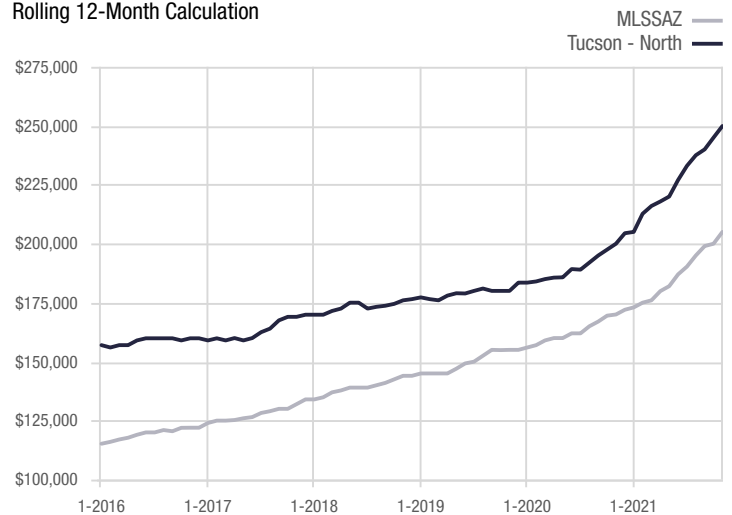
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - Northeast

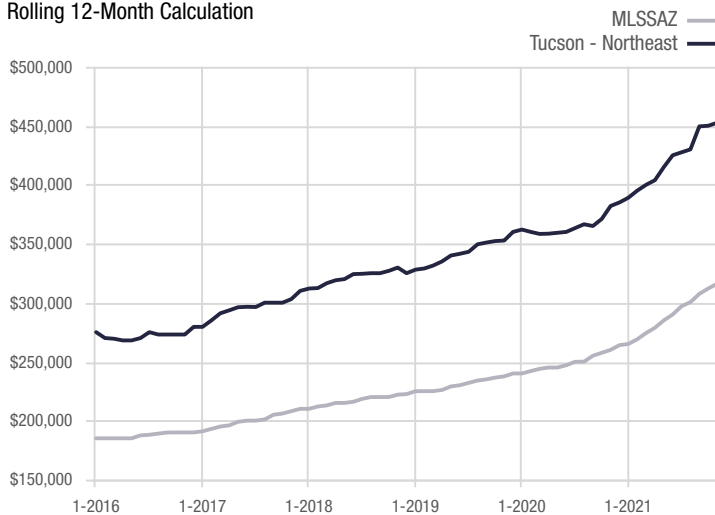
Single Family Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	46	42	- 8.7%	694	712	+ 2.6%
Pending Sales	55	52	- 5.5%	619	637	+ 2.9%
Closed Sales	49	50	+ 2.0%	577	619	+ 7.3%
Days on Market Until Sale	25	15	- 40.0%	33	15	- 54.5%
Median Sales Price*	\$430,000	\$501,000	+ 16.5%	\$380,000	\$455,839	+ 20.0%
Average Sales Price*	\$500,455	\$618,851	+ 23.7%	\$438,427	\$557,281	+ 27.1%
Percent of List Price Received*	98.9%	101.6%	+ 2.7%	98.8%	100.7%	+ 1.9%
Inventory of Homes for Sale	66	59	- 10.6%	—	—	—
Months Supply of Inventory	1.2	1.0	- 16.7%	—	—	—

Townhouse/Condo/Duplex Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	17	16	- 5.9%	203	247	+ 21.7%
Pending Sales	10	20	+ 100.0%	162	228	+ 40.7%
Closed Sales	13	19	+ 46.2%	168	227	+ 35.1%
Days on Market Until Sale	10	24	+ 140.0%	19	14	- 26.3%
Median Sales Price*	\$202,000	\$241,102	+ 19.4%	\$162,500	\$154,000	- 5.2%
Average Sales Price*	\$182,454	\$233,372	+ 27.9%	\$162,716	\$184,579	+ 13.4%
Percent of List Price Received*	99.6%	98.7%	- 0.9%	98.3%	100.2%	+ 1.9%
Inventory of Homes for Sale	23	15	- 34.8%	—	—	—
Months Supply of Inventory	1.5	0.7	- 53.3%	—	—	—

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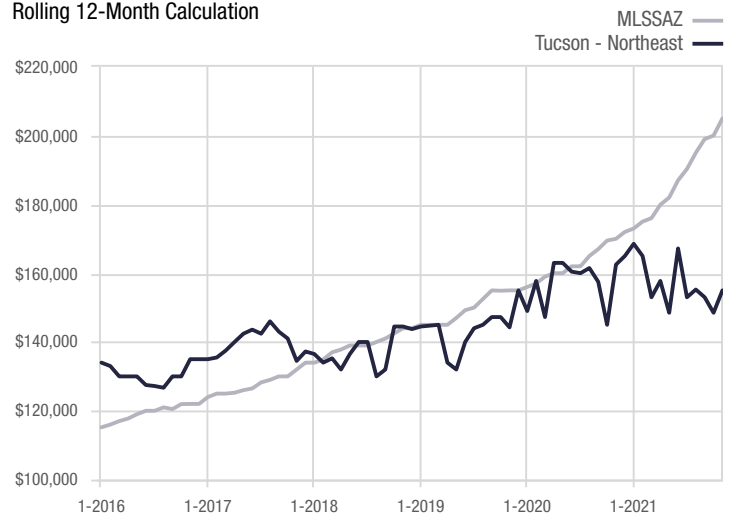
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - Northwest

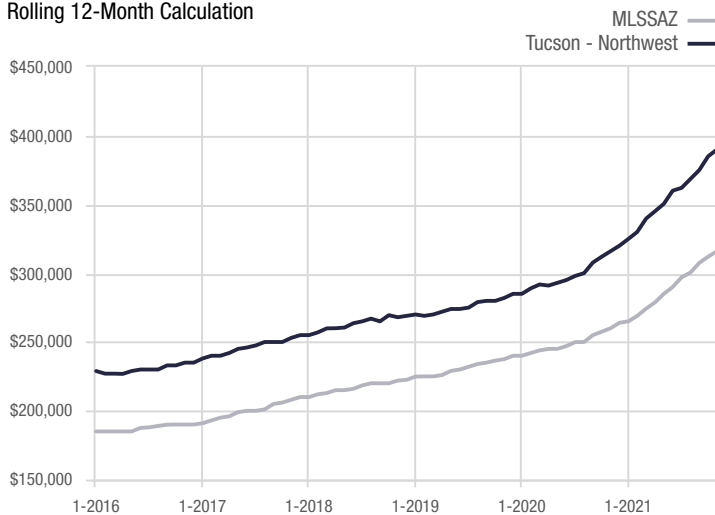
Single Family Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	253	228	- 9.9%	3,260	3,174	- 2.6%
Pending Sales	279	246	- 11.8%	2,913	2,915	+ 0.1%
Closed Sales	261	242	- 7.3%	2,758	2,868	+ 4.0%
Days on Market Until Sale	27	18	- 33.3%	35	17	- 51.4%
Median Sales Price*	\$351,000	\$429,845	+ 22.5%	\$317,250	\$393,500	+ 24.0%
Average Sales Price*	\$388,355	\$486,723	+ 25.3%	\$374,021	\$472,794	+ 26.4%
Percent of List Price Received*	99.5%	100.0%	+ 0.5%	99.1%	100.9%	+ 1.8%
Inventory of Homes for Sale	307	218	- 29.0%	—	—	—
Months Supply of Inventory	1.2	0.8	- 33.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	20	17	- 15.0%	344	273	- 20.6%
Pending Sales	29	14	- 51.7%	322	266	- 17.4%
Closed Sales	32	15	- 53.1%	310	273	- 11.9%
Days on Market Until Sale	57	13	- 77.2%	38	13	- 65.8%
Median Sales Price*	\$224,000	\$325,000	+ 45.1%	\$240,000	\$290,000	+ 20.8%
Average Sales Price*	\$239,274	\$305,900	+ 27.8%	\$252,461	\$295,974	+ 17.2%
Percent of List Price Received*	98.9%	100.5%	+ 1.6%	98.8%	101.0%	+ 2.2%
Inventory of Homes for Sale	19	13	- 31.6%	—	—	—
Months Supply of Inventory	0.7	0.5	- 28.6%	—	—	—

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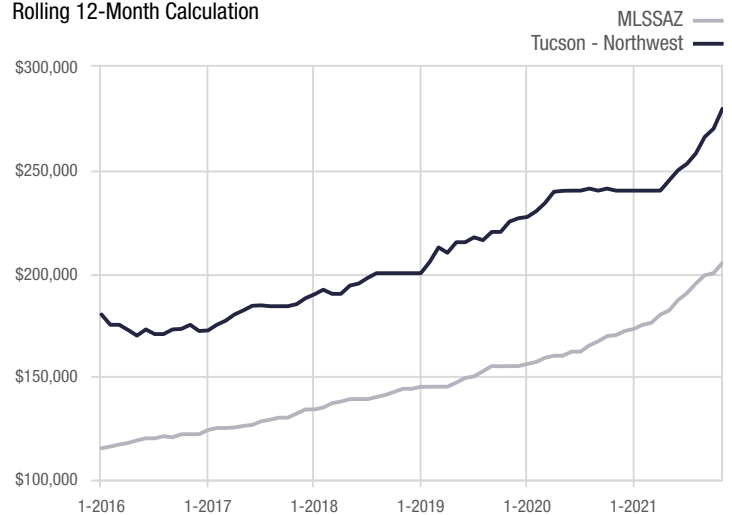
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - South

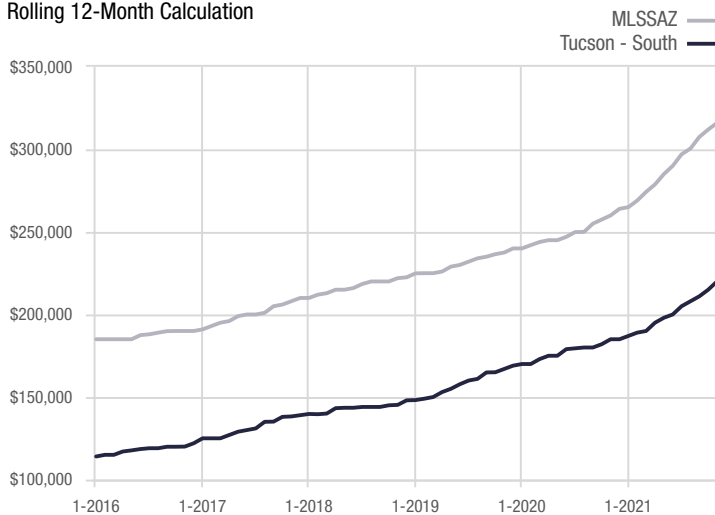
Single Family Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	62	79	+ 27.4%	879	950	+ 8.1%
Pending Sales	58	89	+ 53.4%	806	820	+ 1.7%
Closed Sales	61	67	+ 9.8%	784	781	- 0.4%
Days on Market Until Sale	10	18	+ 80.0%	23	11	- 52.2%
Median Sales Price*	\$208,200	\$252,000	+ 21.0%	\$185,000	\$222,000	+ 20.0%
Average Sales Price*	\$207,948	\$248,220	+ 19.4%	\$182,285	\$220,511	+ 21.0%
Percent of List Price Received*	100.7%	99.8%	- 0.9%	99.4%	100.9%	+ 1.5%
Inventory of Homes for Sale	60	78	+ 30.0%	—	—	—
Months Supply of Inventory	0.8	1.1	+ 37.5%	—	—	—

Townhouse/Condo/Duplex Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	6	3	- 50.0%	62	72	+ 16.1%
Pending Sales	6	3	- 50.0%	48	66	+ 37.5%
Closed Sales	2	5	+ 150.0%	44	68	+ 54.5%
Days on Market Until Sale	8	15	+ 87.5%	17	13	- 23.5%
Median Sales Price*	\$156,500	\$169,500	+ 8.3%	\$134,750	\$163,500	+ 21.3%
Average Sales Price*	\$156,500	\$185,280	+ 18.4%	\$130,982	\$160,841	+ 22.8%
Percent of List Price Received*	99.6%	100.7%	+ 1.1%	98.6%	100.6%	+ 2.0%
Inventory of Homes for Sale	12	8	- 33.3%	—	—	—
Months Supply of Inventory	2.8	1.3	- 53.6%	—	—	—

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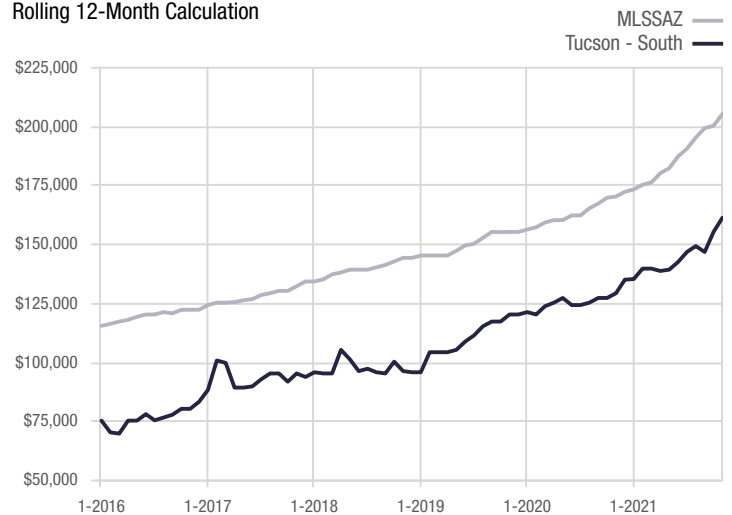
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - Southeast

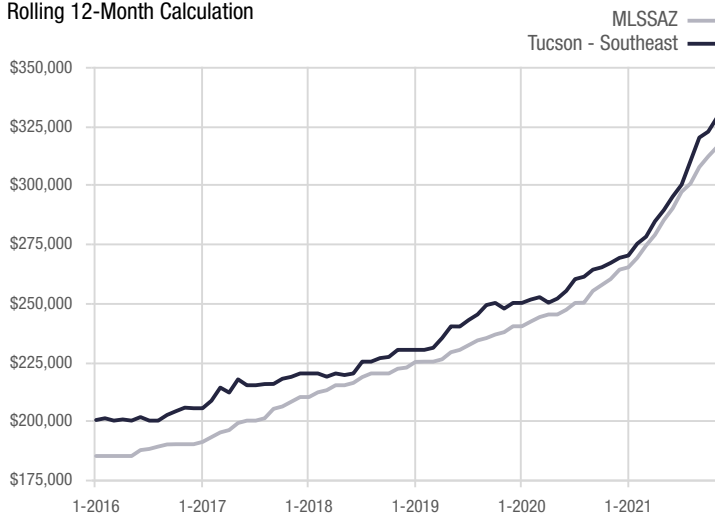
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	36	41	+ 13.9%	510	566	+ 11.0%
Pending Sales	39	49	+ 25.6%	474	521	+ 9.9%
Closed Sales	40	39	- 2.5%	443	501	+ 13.1%
Days on Market Until Sale	9	17	+ 88.9%	28	14	- 50.0%
Median Sales Price*	\$292,535	\$347,021	+ 18.6%	\$267,800	\$335,000	+ 25.1%
Average Sales Price*	\$319,399	\$380,715	+ 19.2%	\$289,558	\$353,038	+ 21.9%
Percent of List Price Received*	100.4%	100.3%	- 0.1%	99.5%	101.1%	+ 1.6%
Inventory of Homes for Sale	42	40	- 4.8%	—	—	—
Months Supply of Inventory	1.0	0.9	- 10.0%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	2	1	- 50.0%	13	14	+ 7.7%
Pending Sales	2	1	- 50.0%	14	12	- 14.3%
Closed Sales	0	3	—	11	10	- 9.1%
Days on Market Until Sale	—	18	—	15	9	- 40.0%
Median Sales Price*	—	\$230,000	—	\$170,000	\$226,000	+ 32.9%
Average Sales Price*	—	\$238,333	—	\$176,559	\$215,800	+ 22.2%
Percent of List Price Received*	—	100.4%	—	99.3%	101.8%	+ 2.5%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.6	—	—	—	—

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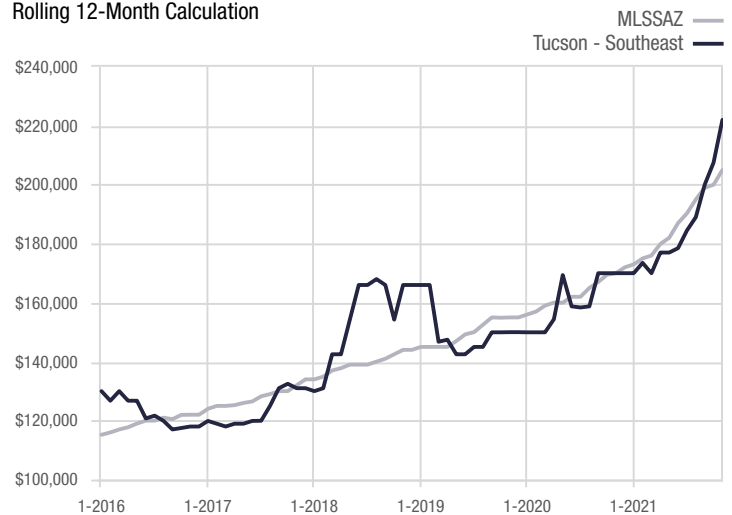
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - Southwest

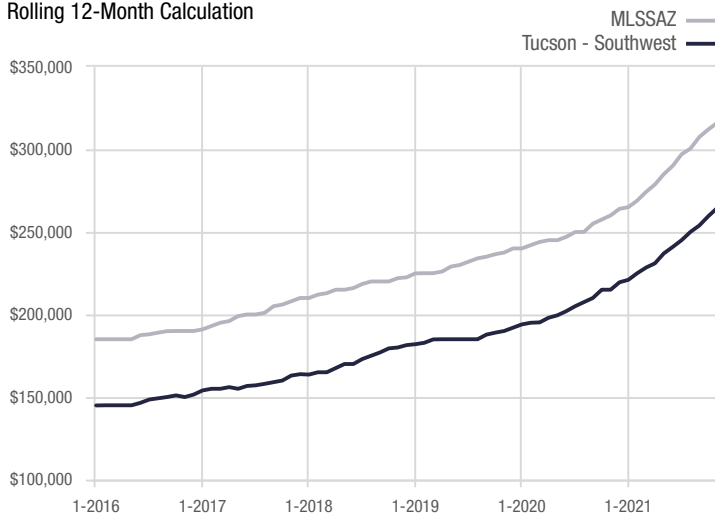
Single Family Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	68	71	+ 4.4%	871	949	+ 9.0%
Pending Sales	75	89	+ 18.7%	811	813	+ 0.2%
Closed Sales	71	66	- 7.0%	739	764	+ 3.4%
Days on Market Until Sale	12	18	+ 50.0%	29	14	- 51.7%
Median Sales Price*	\$226,500	\$287,500	+ 26.9%	\$217,000	\$268,950	+ 23.9%
Average Sales Price*	\$232,941	\$297,228	+ 27.6%	\$225,641	\$276,420	+ 22.5%
Percent of List Price Received*	100.3%	99.6%	- 0.7%	99.6%	101.1%	+ 1.5%
Inventory of Homes for Sale	58	110	+ 89.7%	—	—	—
Months Supply of Inventory	0.8	1.5	+ 87.5%	—	—	—

Townhouse/Condo/Duplex Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	1	6	+ 500.0%	39	47	+ 20.5%
Pending Sales	2	4	+ 100.0%	36	40	+ 11.1%
Closed Sales	5	4	- 20.0%	34	37	+ 8.8%
Days on Market Until Sale	5	3	- 40.0%	17	7	- 58.8%
Median Sales Price*	\$150,000	\$198,750	+ 32.5%	\$145,000	\$179,000	+ 23.4%
Average Sales Price*	\$156,740	\$196,375	+ 25.3%	\$134,967	\$168,130	+ 24.6%
Percent of List Price Received*	106.6%	103.5%	- 2.9%	101.1%	100.9%	- 0.2%
Inventory of Homes for Sale	4	4	0.0%	—	—	—
Months Supply of Inventory	1.3	1.1	- 15.4%	—	—	—

* 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.

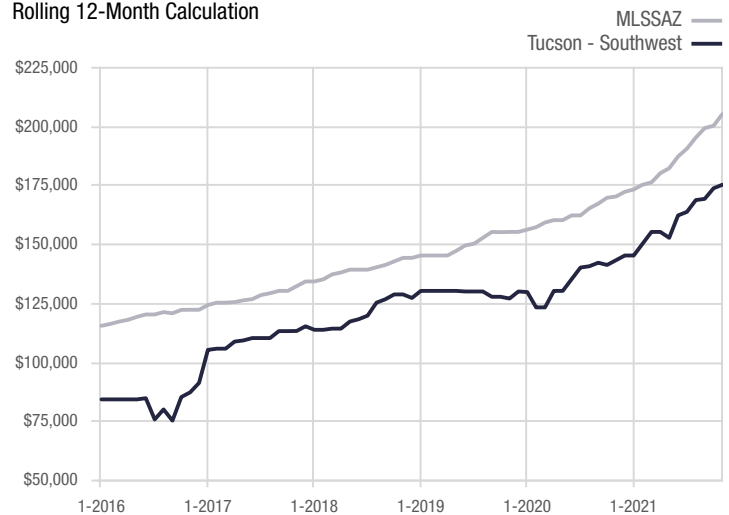
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - Upper Northwest

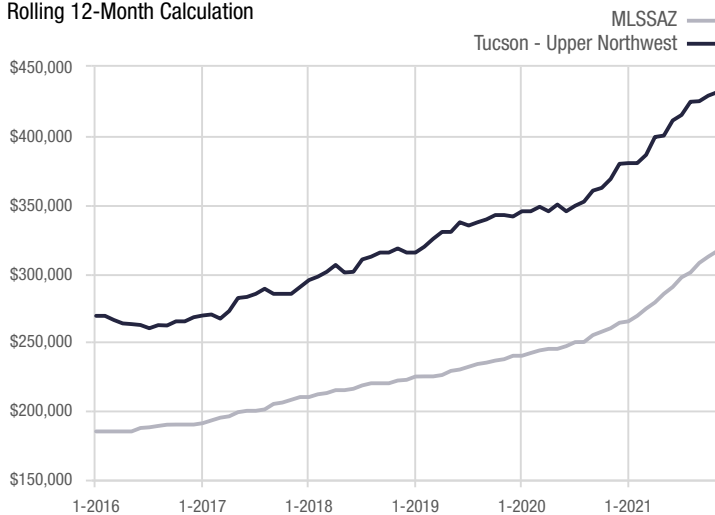
Single Family Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	45	45	0.0%	600	609	+ 1.5%
Pending Sales	55	55	0.0%	499	565	+ 13.2%
Closed Sales	55	45	- 18.2%	488	548	+ 12.3%
Days on Market Until Sale	46	28	- 39.1%	46	27	- 41.3%
Median Sales Price*	\$420,000	\$478,993	+ 14.0%	\$372,250	\$435,000	+ 16.9%
Average Sales Price*	\$450,536	\$535,126	+ 18.8%	\$390,249	\$487,992	+ 25.0%
Percent of List Price Received*	98.4%	99.0%	+ 0.6%	98.0%	99.6%	+ 1.6%
Inventory of Homes for Sale	92	57	- 38.0%	—	—	—
Months Supply of Inventory	2.1	1.1	- 47.6%	—	—	—

Townhouse/Condo/Duplex Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	5	0	- 100.0%	38	42	+ 10.5%
Pending Sales	6	2	- 66.7%	36	43	+ 19.4%
Closed Sales	3	1	- 66.7%	32	42	+ 31.3%
Days on Market Until Sale	57	21	- 63.2%	39	27	- 30.8%
Median Sales Price*	\$285,000	\$409,000	+ 43.5%	\$290,000	\$350,000	+ 20.7%
Average Sales Price*	\$298,333	\$409,000	+ 37.1%	\$399,147	\$418,107	+ 4.8%
Percent of List Price Received*	100.0%	100.0%	0.0%	98.6%	99.1%	+ 0.5%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	0.6	—	—	—	—	—

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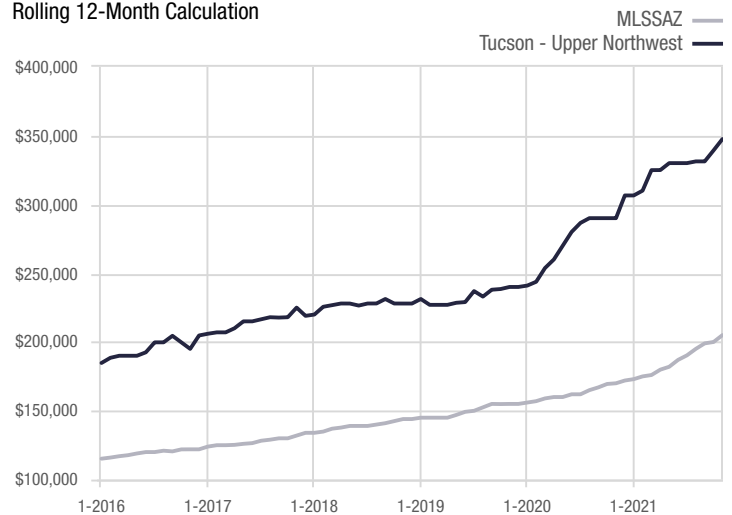
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - Upper Southeast

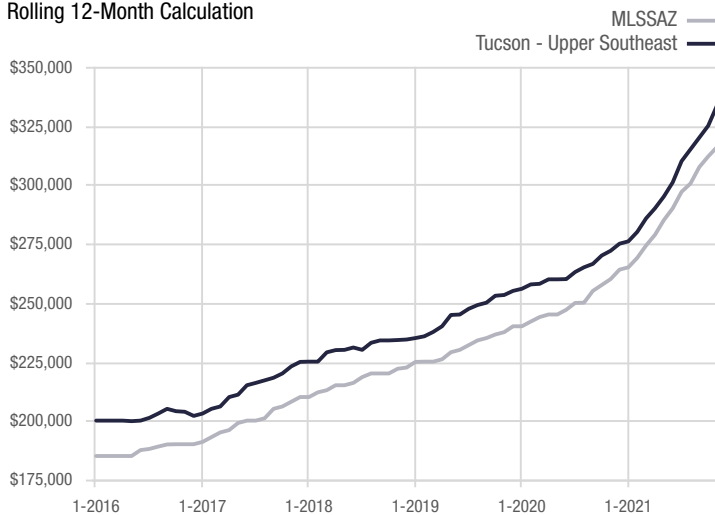
Single Family Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	106	108	+ 1.9%	1,195	1,330	+ 11.3%
Pending Sales	90	96	+ 6.7%	1,144	1,202	+ 5.1%
Closed Sales	101	105	+ 4.0%	1,102	1,148	+ 4.2%
Days on Market Until Sale	14	18	+ 28.6%	28	15	- 46.4%
Median Sales Price*	\$284,790	\$373,000	+ 31.0%	\$274,000	\$337,050	+ 23.0%
Average Sales Price*	\$314,899	\$392,782	+ 24.7%	\$296,299	\$360,586	+ 21.7%
Percent of List Price Received*	100.3%	100.2%	- 0.1%	99.6%	101.2%	+ 1.6%
Inventory of Homes for Sale	93	137	+ 47.3%	—	—	—
Months Supply of Inventory	0.9	1.3	+ 44.4%	—	—	—

Townhouse/Condo/Duplex Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	0	0	0.0%	2	2	0.0%
Pending Sales	0	0	0.0%	2	2	0.0%
Closed Sales	0	1	—	2	2	0.0%
Days on Market Until Sale	—	9	—	30	5	- 83.3%
Median Sales Price*	—	\$220,000	—	\$195,000	\$230,000	+ 17.9%
Average Sales Price*	—	\$220,000	—	\$195,000	\$230,000	+ 17.9%
Percent of List Price Received*	—	100.0%	—	95.7%	100.0%	+ 4.5%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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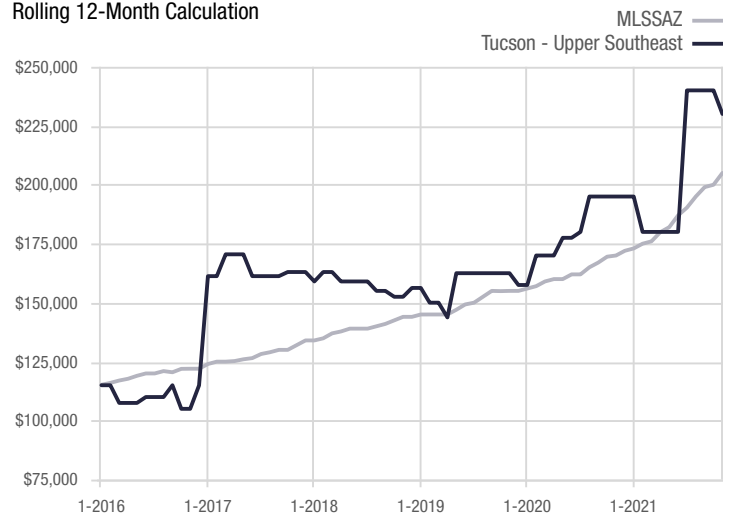
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - West

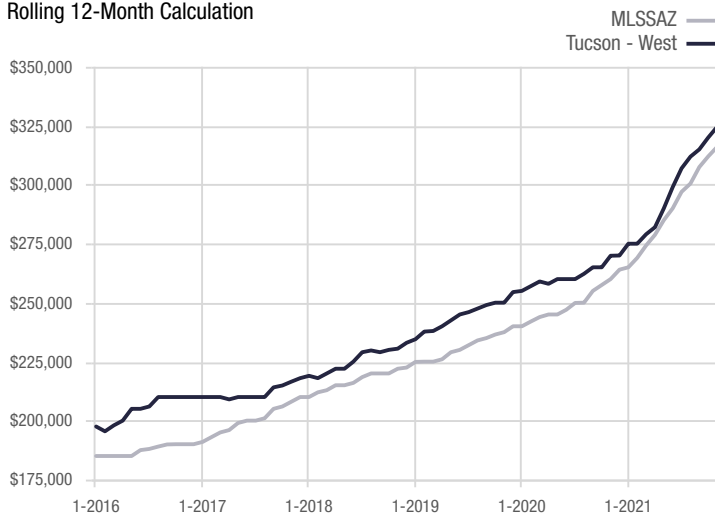
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	92	81	- 12.0%	1,158	1,135	- 2.0%
Pending Sales	83	103	+ 24.1%	1,066	1,012	- 5.1%
Closed Sales	97	85	- 12.4%	1,034	991	- 4.2%
Days on Market Until Sale	17	16	- 5.9%	25	13	- 48.0%
Median Sales Price*	\$287,470	\$350,000	+ 21.8%	\$270,000	\$326,000	+ 20.7%
Average Sales Price*	\$348,898	\$428,796	+ 22.9%	\$313,339	\$389,616	+ 24.3%
Percent of List Price Received*	99.8%	100.8%	+ 1.0%	99.3%	101.4%	+ 2.1%
Inventory of Homes for Sale	95	69	- 27.4%	—	—	—
Months Supply of Inventory	1.0	0.7	- 30.0%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	16	12	- 25.0%	159	136	- 14.5%
Pending Sales	15	14	- 6.7%	146	129	- 11.6%
Closed Sales	10	23	+ 130.0%	136	129	- 5.1%
Days on Market Until Sale	4	22	+ 450.0%	17	12	- 29.4%
Median Sales Price*	\$164,200	\$177,000	+ 7.8%	\$154,000	\$173,000	+ 12.3%
Average Sales Price*	\$164,680	\$173,848	+ 5.6%	\$154,212	\$170,334	+ 10.5%
Percent of List Price Received*	99.0%	100.5%	+ 1.5%	99.1%	100.7%	+ 1.6%
Inventory of Homes for Sale	9	8	- 11.1%	—	—	—
Months Supply of Inventory	0.7	0.7	0.0%	—	—	—

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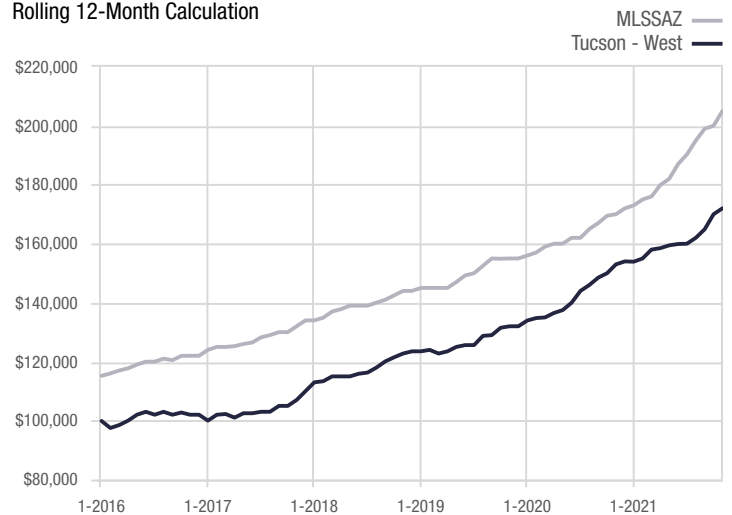
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - Extended Northeast

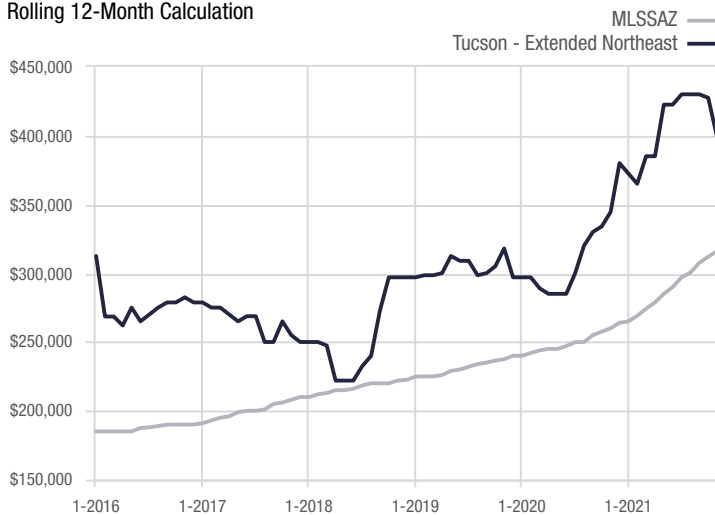
Single Family Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	1	1	0.0%	35	22	- 37.1%
Pending Sales	3	4	+ 33.3%	28	20	- 28.6%
Closed Sales	4	1	- 75.0%	25	15	- 40.0%
Days on Market Until Sale	40	2	- 95.0%	79	52	- 34.2%
Median Sales Price*	\$470,000	\$192,000	- 59.1%	\$365,000	\$390,000	+ 6.8%
Average Sales Price*	\$461,250	\$192,000	- 58.4%	\$388,424	\$463,933	+ 19.4%
Percent of List Price Received*	96.6%	93.7%	- 3.0%	95.6%	97.2%	+ 1.7%
Inventory of Homes for Sale	6	2	- 66.7%	—	—	—
Months Supply of Inventory	1.9	0.8	- 57.9%	—	—	—

Townhouse/Condo/Duplex Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% 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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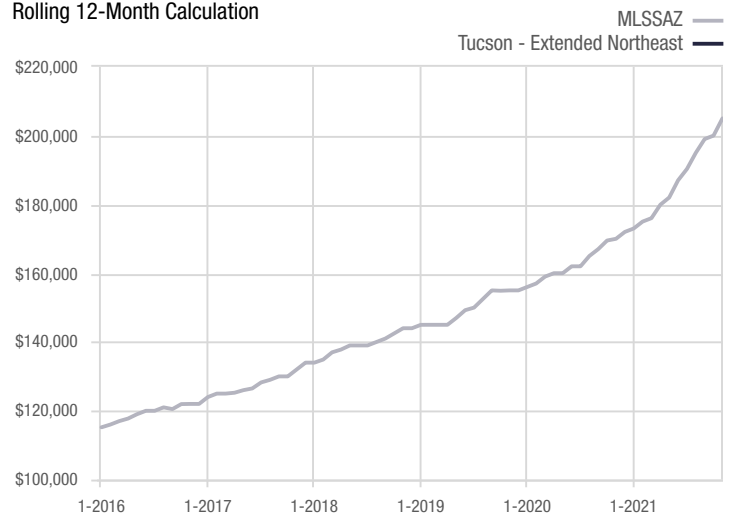
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - Extended Northwest

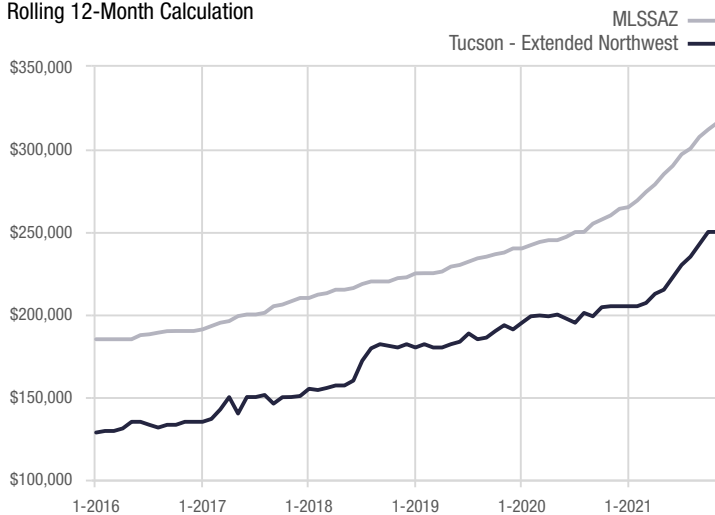
Single Family Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	6	8	+ 33.3%	84	95	+ 13.1%
Pending Sales	8	11	+ 37.5%	83	89	+ 7.2%
Closed Sales	5	3	- 40.0%	76	80	+ 5.3%
Days on Market Until Sale	10	12	+ 20.0%	18	7	- 61.1%
Median Sales Price*	\$230,000	\$293,000	+ 27.4%	\$204,700	\$253,500	+ 23.8%
Average Sales Price*	\$235,800	\$289,333	+ 22.7%	\$204,735	\$256,682	+ 25.4%
Percent of List Price Received*	98.4%	101.2%	+ 2.8%	99.5%	100.9%	+ 1.4%
Inventory of Homes for Sale	4	2	- 50.0%	—	—	—
Months Supply of Inventory	0.6	0.3	- 50.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% 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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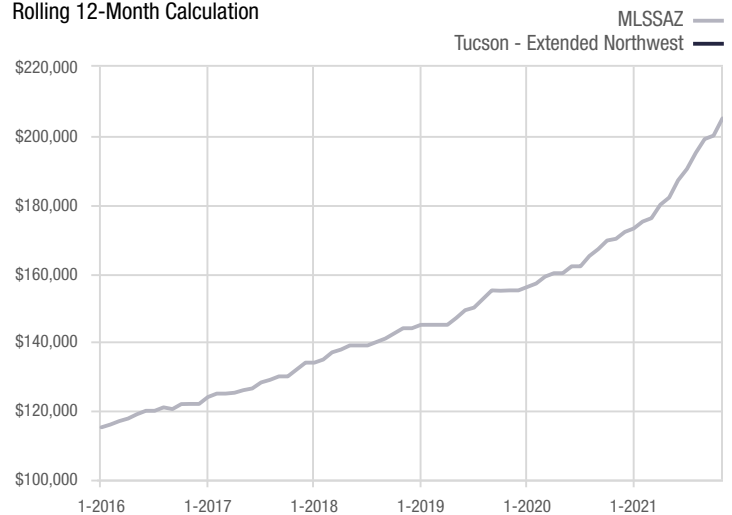
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - Extended Southeast

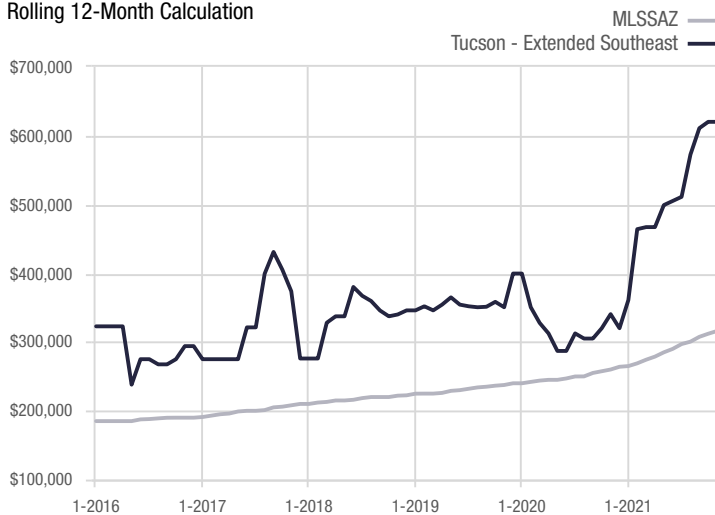
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	3	3	0.0%	16	11	- 31.3%
Pending Sales	1	3	+ 200.0%	12	15	+ 25.0%
Closed Sales	0	2	—	12	14	+ 16.7%
Days on Market Until Sale	—	67	—	73	154	+ 111.0%
Median Sales Price*	—	\$457,500	—	\$312,500	\$625,000	+ 100.0%
Average Sales Price*	—	\$457,500	—	\$350,968	\$610,786	+ 74.0%
Percent of List Price Received*	—	93.8%	—	94.8%	97.3%	+ 2.6%
Inventory of Homes for Sale	9	2	- 77.8%	—	—	—
Months Supply of Inventory	4.5	1.2	- 73.3%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% 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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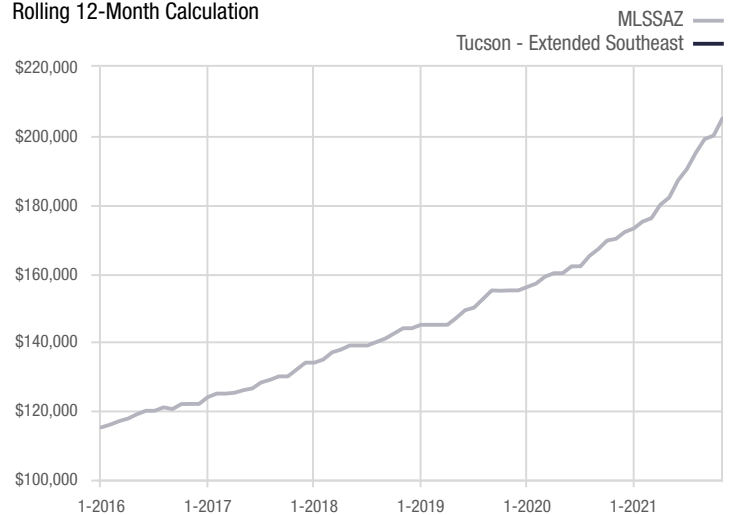
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - Extended Southwest

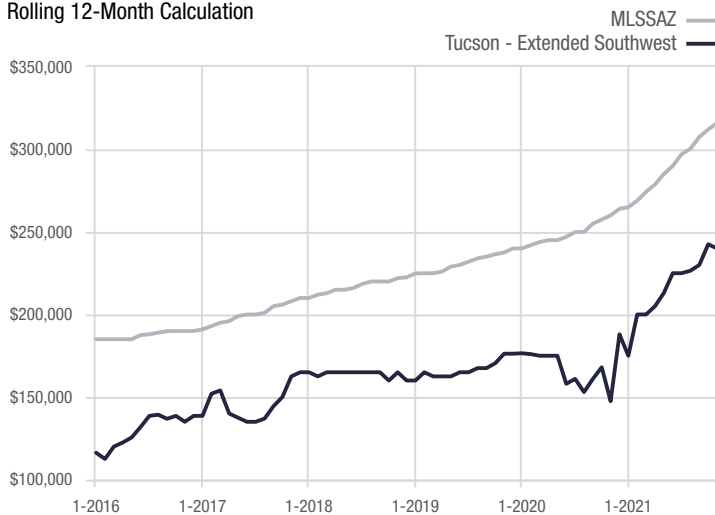
Single Family Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	3	3	0.0%	32	34	+ 6.3%
Pending Sales	3	8	+ 166.7%	24	31	+ 29.2%
Closed Sales	1	3	+ 200.0%	20	25	+ 25.0%
Days on Market Until Sale	35	24	- 31.4%	44	36	- 18.2%
Median Sales Price*	\$240,000	\$235,000	- 2.1%	\$154,250	\$235,000	+ 52.4%
Average Sales Price*	\$240,000	\$281,000	+ 17.1%	\$163,555	\$249,294	+ 52.4%
Percent of List Price Received*	100.0%	96.1%	- 3.9%	97.4%	98.6%	+ 1.2%
Inventory of Homes for Sale	6	4	- 33.3%	—	—	—
Months Supply of Inventory	2.6	1.5	- 42.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% 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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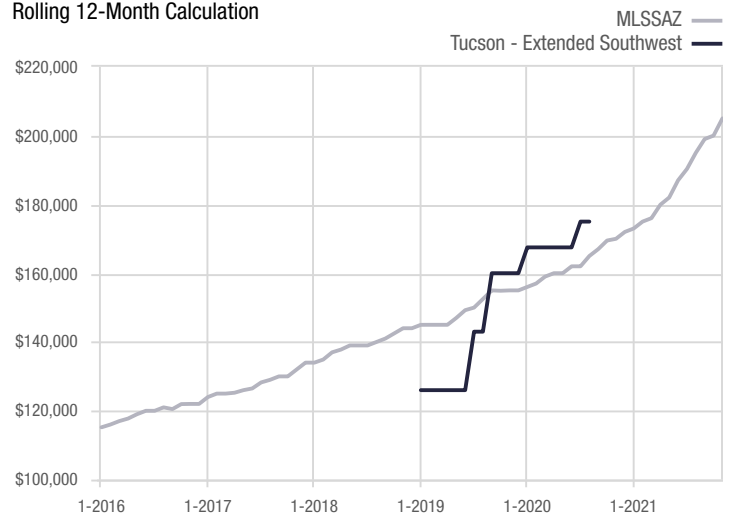
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - Extended West

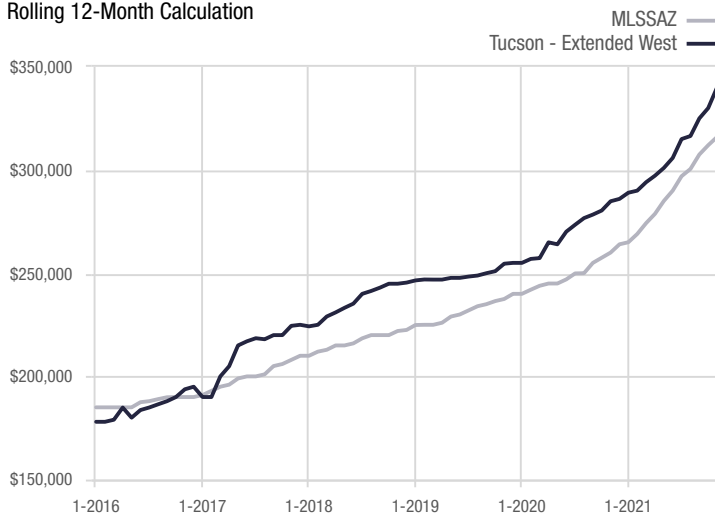
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	25	41	+ 64.0%	492	593	+ 20.5%
Pending Sales	16	55	+ 243.8%	501	465	- 7.2%
Closed Sales	41	38	- 7.3%	496	390	- 21.4%
Days on Market Until Sale	19	19	0.0%	55	16	- 70.9%
Median Sales Price*	\$310,000	\$372,495	+ 20.2%	\$285,000	\$342,000	+ 20.0%
Average Sales Price*	\$305,641	\$385,224	+ 26.0%	\$290,533	\$348,714	+ 20.0%
Percent of List Price Received*	99.2%	100.5%	+ 1.3%	99.2%	100.6%	+ 1.4%
Inventory of Homes for Sale	32	123	+ 284.4%	—	—	—
Months Supply of Inventory	0.7	3.0	+ 328.6%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% 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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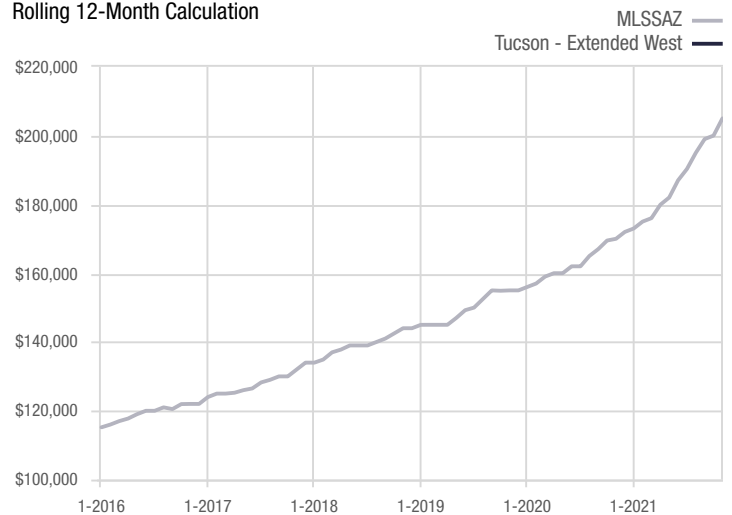
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Local Market Update – November 2021

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Tucson - Pima East

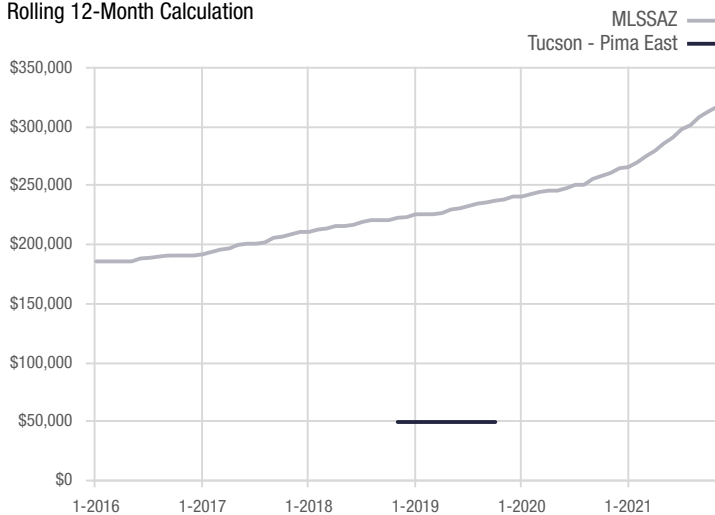
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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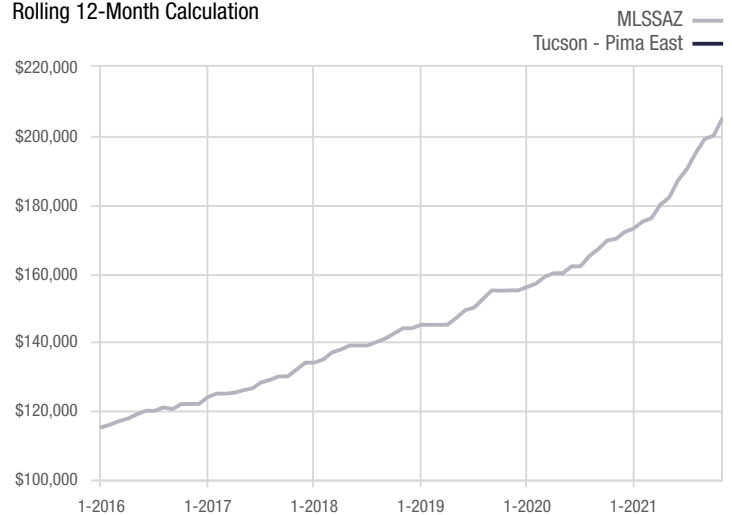
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Pima Northwest

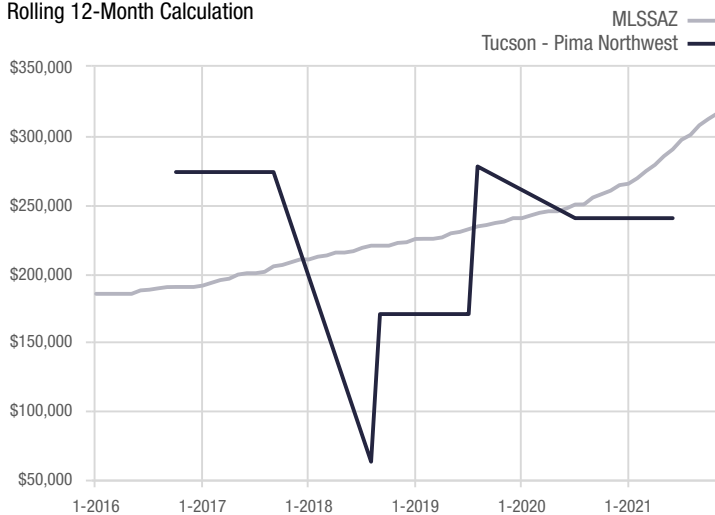
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	0	0	0.0%	0	2	—
Pending Sales	0	0	0.0%	1	2	+ 100.0%
Closed Sales	0	0	0.0%	1	0	- 100.0%
Days on Market Until Sale	—	—	—	289	—	—
Median Sales Price*	—	—	—	\$240,000	—	—
Average Sales Price*	—	—	—	\$240,000	—	—
Percent of List Price Received*	—	—	—	86.0%	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% 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.

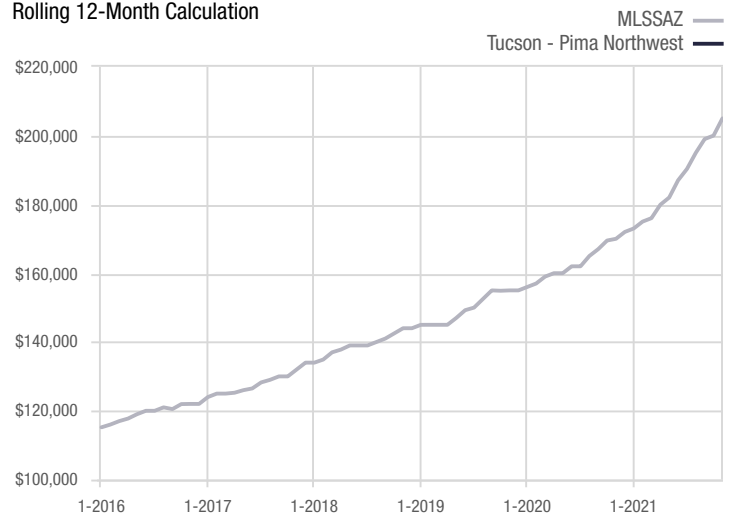
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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 – November 2021

A Research Tool Provided by Southern Arizona MLS.



Tucson - Pima Southwest

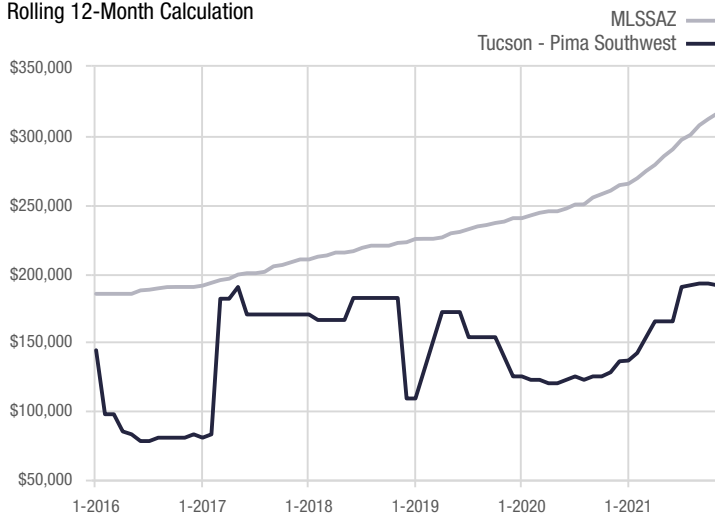
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	1	0	- 100.0%	14	14	0.0%
Pending Sales	0	1	—	10	10	0.0%
Closed Sales	1	2	+ 100.0%	8	9	+ 12.5%
Days on Market Until Sale	21	18	- 14.3%	121	180	+ 48.8%
Median Sales Price*	\$389,500	\$198,250	- 49.1%	\$135,000	\$191,250	+ 41.7%
Average Sales Price*	\$389,500	\$198,250	- 49.1%	\$168,188	\$221,875	+ 31.9%
Percent of List Price Received*	97.4%	94.2%	- 3.3%	93.1%	88.7%	- 4.7%
Inventory of Homes for Sale	9	10	+ 11.1%	—	—	—
Months Supply of Inventory	7.4	7.3	- 1.4%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% 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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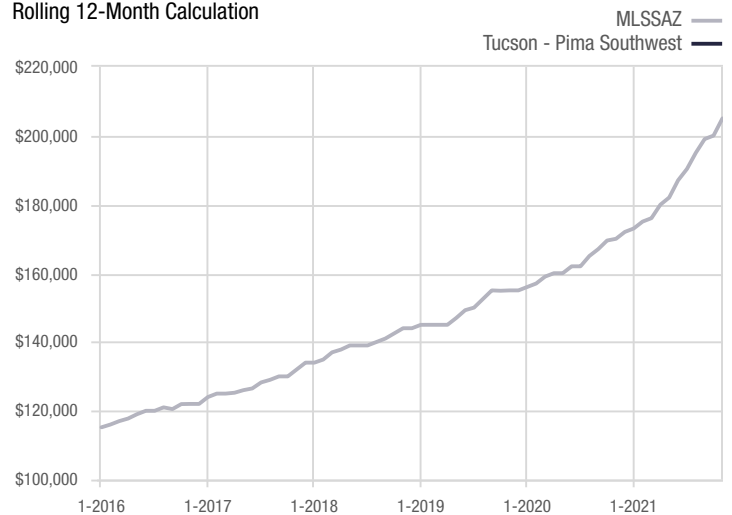
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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Tucson - Benson / St. David

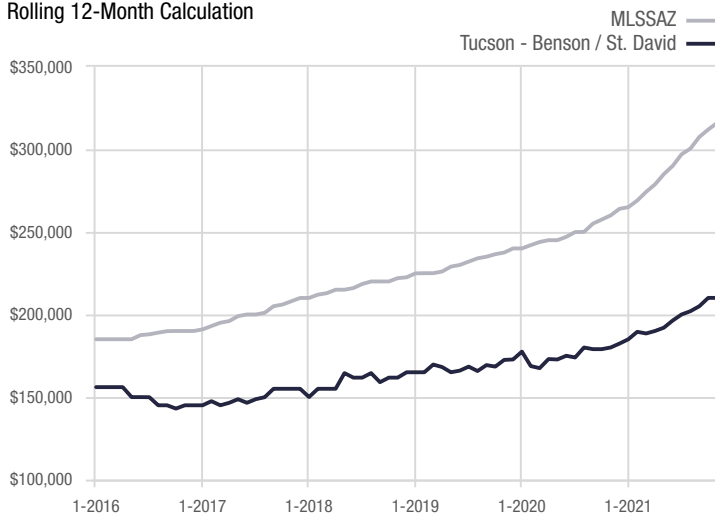
Single Family Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	16	9	- 43.8%	138	185	+ 34.1%
Pending Sales	13	11	- 15.4%	111	139	+ 25.2%
Closed Sales	6	6	0.0%	97	138	+ 42.3%
Days on Market Until Sale	21	137	+ 552.4%	49	40	- 18.4%
Median Sales Price*	\$199,750	\$195,500	- 2.1%	\$179,000	\$215,025	+ 20.1%
Average Sales Price*	\$240,733	\$274,833	+ 14.2%	\$199,949	\$246,697	+ 23.4%
Percent of List Price Received*	98.2%	94.1%	- 4.2%	97.4%	98.0%	+ 0.6%
Inventory of Homes for Sale	32	30	- 6.3%	—	—	—
Months Supply of Inventory	3.3	2.4	- 27.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	0	0	0.0%	2	0	- 100.0%
Pending Sales	0	0	0.0%	2	0	- 100.0%
Closed Sales	0	0	0.0%	2	0	- 100.0%
Days on Market Until Sale	—	—	—	56	—	—
Median Sales Price*	—	—	—	\$119,661	—	—
Average Sales Price*	—	—	—	\$119,661	—	—
Percent of List Price Received*	—	—	—	96.9%	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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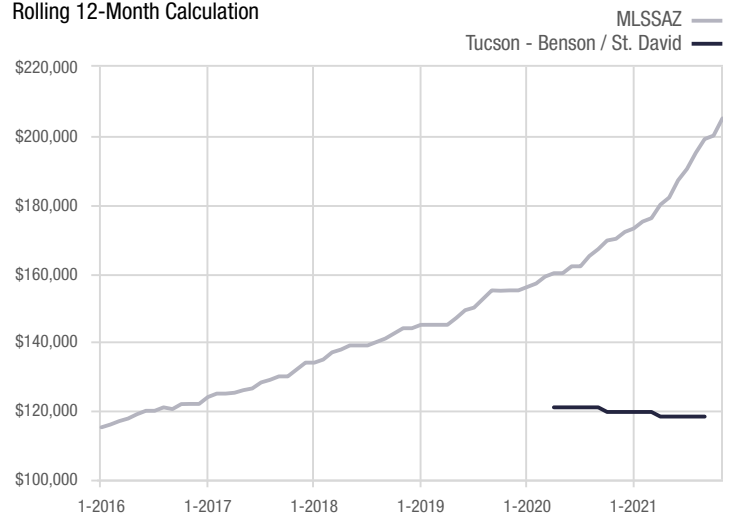
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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