

# Monthly Indicators



## December 2021

The 2021 housing market was one for the history books. After three consecutive months of increases recently, existing home sales are on pace to hit their highest level in 15 years, with an estimated 6 million homes sold in 2021 according to the National Association of REALTORS®. Sales prices reached new heights, inventory hit rock bottom, and homes sold in record time, often for well above asking price. Mortgage rates, which began the year at historic lows, remain attractive, and homeowners who choose to sell in the coming months can expect to see plenty of buyer activity due to pent-up demand during the pandemic.

New Listings increased 6.0 percent for Single Family and 4.4 percent for Townhouse/Condo. Pending Sales increased 11.6 percent for Single Family and 12.6 percent for Townhouse/Condo. Inventory increased 2.4 percent for Single Family but decreased 24.0 percent for Townhouse/Condo.

Median Sales Price increased 25.9 percent to \$352,500 for Single Family and 22.3 percent to \$211,000 for Townhouse/Condo. Days on Market increased 4.3 percent for Single Family and 9.5 percent for Townhouse/Condo. Months Supply of Inventory remained flat for Single Family but decreased 33.3 percent for Townhouse/Condo properties.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

## Quick Facts

**- 12.3%**

Change in  
**Closed Sales**  
All Properties

**+ 27.5%**

Change in  
**Median Sales Price**  
All Properties

**- 0.9%**

Change in  
**Homes for Sale**  
All Properties

This report covers residential real estate activity in the Tucson Association of REALTORS® service area. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

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



Key Metrics	Historical Sparkbars	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		960	<b>1,018</b>	+ 6.0%	16,400	<b>16,989</b>	+ 3.6%
<b>Pending Sales</b>		1,009	<b>1,126</b>	+ 11.6%	14,749	<b>15,047</b>	+ 2.0%
<b>Closed Sales</b>		1,376	<b>1,249</b>	- 9.2%	14,430	<b>14,768</b>	+ 2.3%
<b>Days on Market Until Sale</b>		23	<b>24</b>	+ 4.3%	30	<b>17</b>	- 43.3%
<b>Median Sales Price</b>		\$280,000	<b>\$352,500</b>	+ 25.9%	\$268,000	<b>\$330,000</b>	+ 23.1%
<b>Average Sales Price</b>		\$345,757	<b>\$425,073</b>	+ 22.9%	\$325,901	<b>\$404,638</b>	+ 24.2%
<b>Percent of List Price Received</b>		99.7%	<b>99.6%</b>	- 0.1%	99.2%	<b>100.8%</b>	+ 1.6%
<b>Housing Affordability Index</b>		141	<b>111</b>	- 21.3%	148	<b>119</b>	- 19.6%
<b>Inventory of Homes for Sale</b>		1,202	<b>1,231</b>	+ 2.4%	—	—	—
<b>Months Supply of Inventory</b>		1.0	<b>1.0</b>	0.0%	—	—	—

# 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.



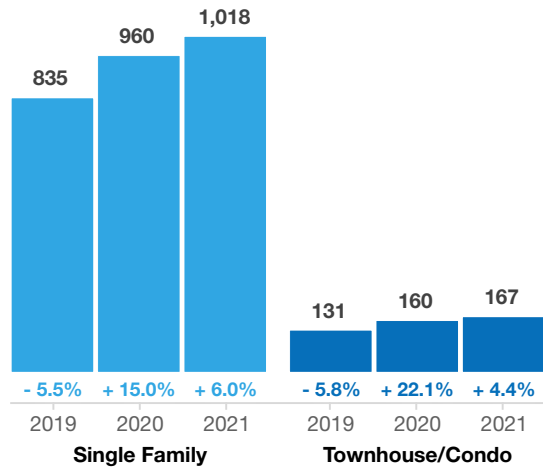
Key Metrics	Historical Sparkbars	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		160	<b>167</b>	+ 4.4%	2,635	<b>2,674</b>	+ 1.5%
<b>Pending Sales</b>		174	<b>196</b>	+ 12.6%	2,365	<b>2,498</b>	+ 5.6%
<b>Closed Sales</b>		253	<b>180</b>	- 28.9%	2,323	<b>2,486</b>	+ 7.0%
<b>Days on Market Until Sale</b>		21	<b>23</b>	+ 9.5%	26	<b>15</b>	- 42.3%
<b>Median Sales Price</b>		\$172,550	<b>\$211,000</b>	+ 22.3%	\$172,000	<b>\$210,000</b>	+ 22.1%
<b>Average Sales Price</b>		\$189,752	<b>\$241,692</b>	+ 27.4%	\$192,186	<b>\$228,323</b>	+ 18.8%
<b>Percent of List Price Received</b>		99.0%	<b>100.6%</b>	+ 1.6%	98.7%	<b>100.9%</b>	+ 2.2%
<b>Housing Affordability Index</b>		229	<b>186</b>	- 18.8%	230	<b>187</b>	- 18.7%
<b>Inventory of Homes for Sale</b>		175	<b>133</b>	- 24.0%	—	—	—
<b>Months Supply of Inventory</b>		0.9	<b>0.6</b>	- 33.3%	—	—	—

# New Listings

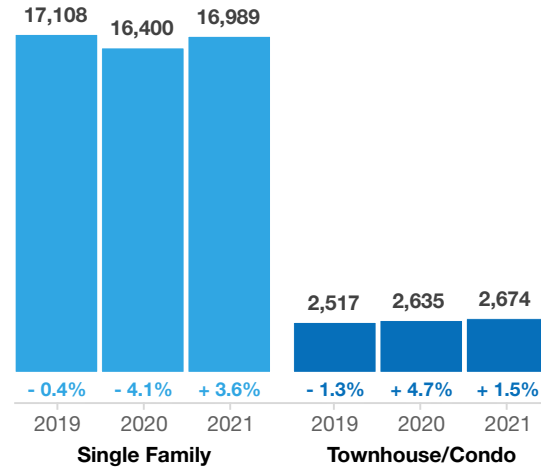
A count of the properties that have been newly listed on the market in a given month.



## December

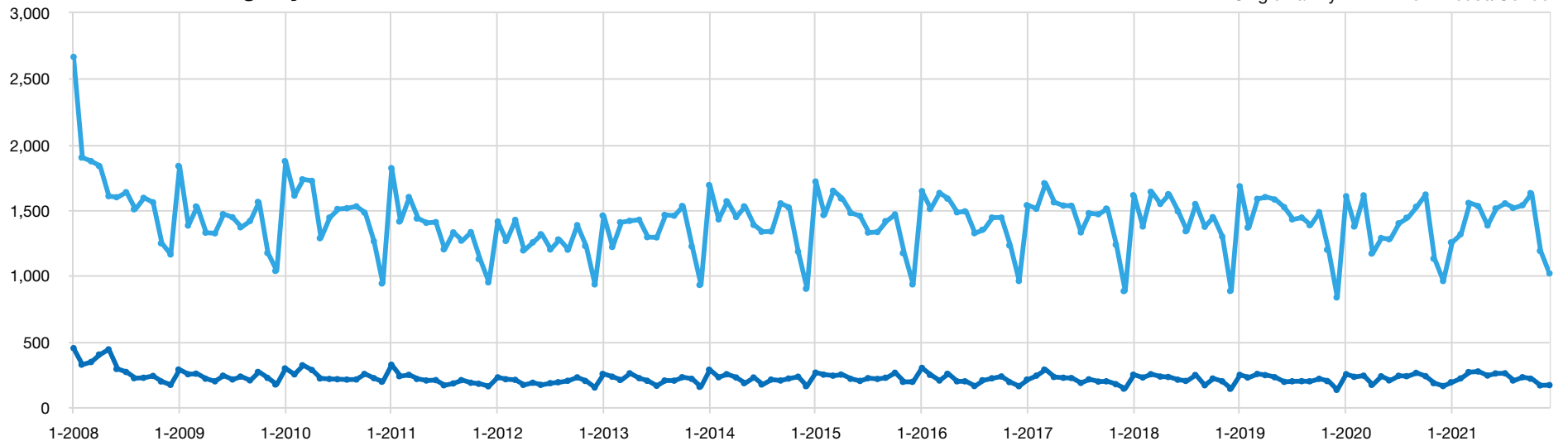


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1,516	+ 5.1%	202	- 14.0%
9-2021	1,537	+ 0.8%	227	- 12.7%
10-2021	1,629	+ 0.7%	216	- 8.1%
11-2021	1,189	+ 5.2%	165	- 9.3%
<b>12-2021</b>	<b>1,018</b>	<b>+ 6.0%</b>	<b>167</b>	<b>+ 4.4%</b>
12-Month Avg	1,416	+ 3.6%	223	+ 1.4%

## Historical New Listings by Month

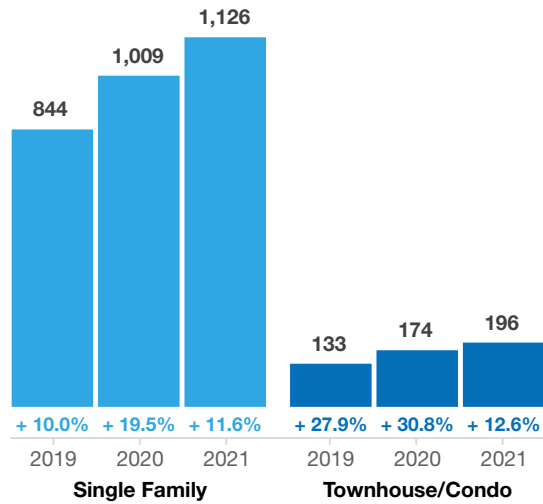


# Pending Sales

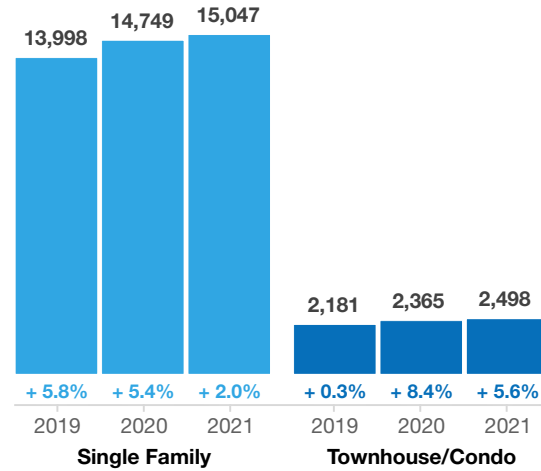
A count of the properties on which offers have been accepted in a given month.



## December

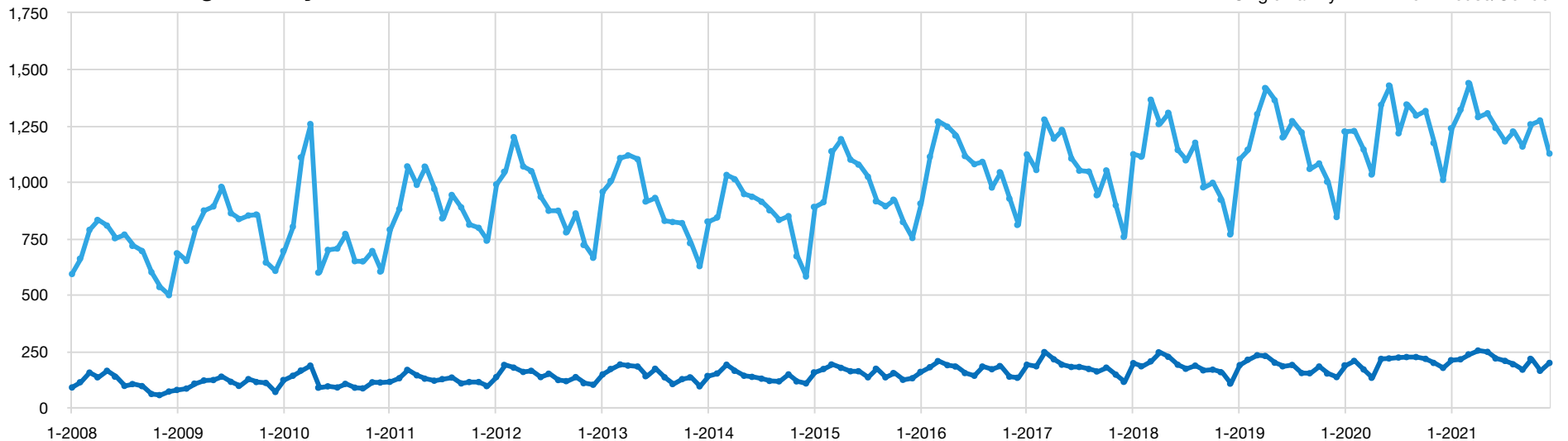


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1,288	+ 24.7%	251	+ 93.1%
5-2021	1,305	- 2.8%	245	+ 14.5%
6-2021	1,240	- 13.2%	216	0.0%
7-2021	1,180	- 3.0%	205	- 6.8%
8-2021	1,224	- 8.9%	190	- 14.4%
9-2021	1,157	- 10.7%	166	- 25.2%
10-2021	1,256	- 4.5%	214	0.0%
11-2021	1,273	+ 8.5%	161	- 17.9%
<b>12-2021</b>	<b>1,126</b>	<b>+ 11.6%</b>	<b>196</b>	<b>+ 12.6%</b>
12-Month Avg	1,254	+ 2.0%	208	+ 5.6%

## Historical Pending Sales by Month

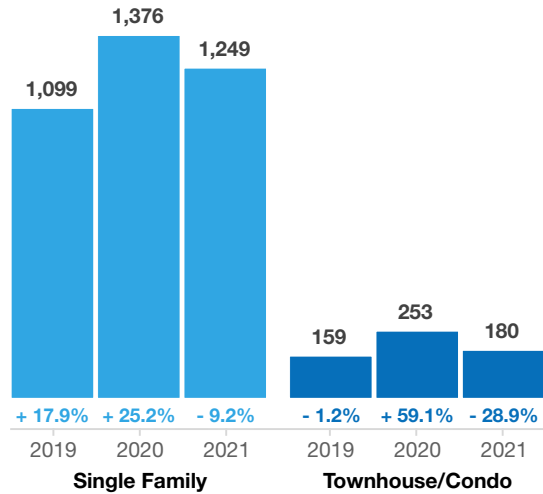


# Closed Sales

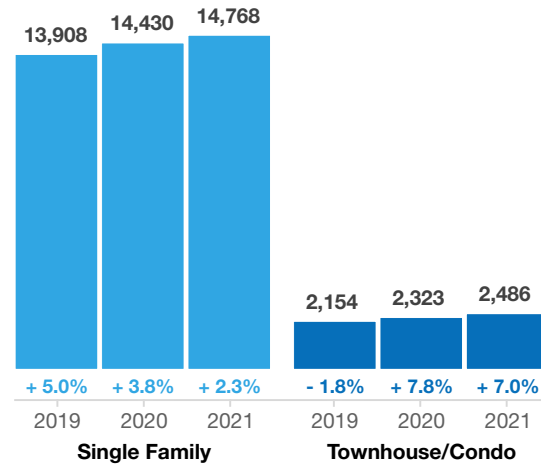
A count of the actual sales that closed in a given month.



## December

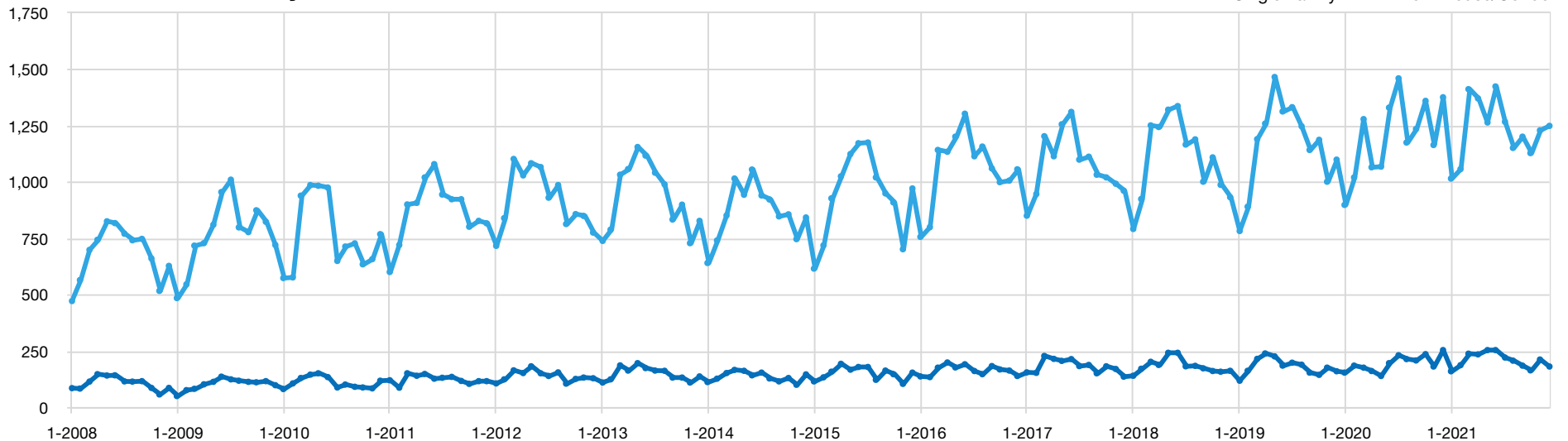


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	1,264	+18.4%	253	+83.3%
6-2021	1,424	+7.1%	253	+29.7%
7-2021	1,267	-13.2%	220	-4.3%
8-2021	1,151	-2.0%	206	-3.3%
9-2021	1,201	-2.8%	184	-11.1%
10-2021	1,128	-17.1%	163	-30.6%
11-2021	1,229	+5.6%	211	+17.2%
<b>12-2021</b>	<b>1,249</b>	<b>-9.2%</b>	<b>180</b>	<b>-28.9%</b>
12-Month Avg	1,231	+2.3%	207	+6.7%

## Historical Closed Sales by Month

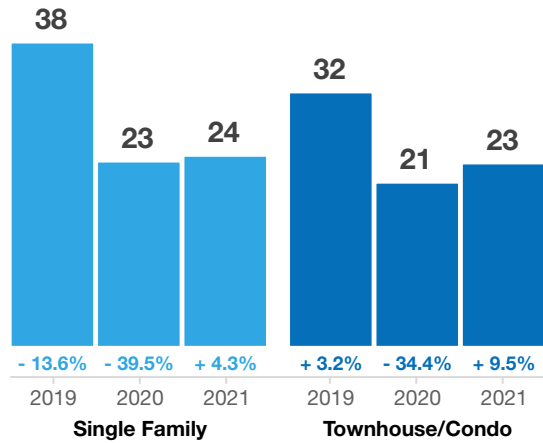


# Days on Market Until Sale

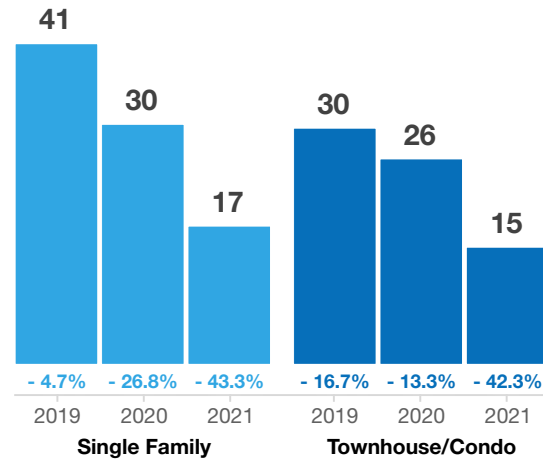
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	15	-37.5%	12	-47.8%
10-2021	17	-10.5%	16	-23.8%
11-2021	20	0.0%	17	-26.1%
<b>12-2021</b>	<b>24</b>	<b>+4.3%</b>	<b>23</b>	<b>+9.5%</b>
12-Month Avg*	17	-42.9%	15	-42.9%

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

## Historical Days on Market Until Sale by Month

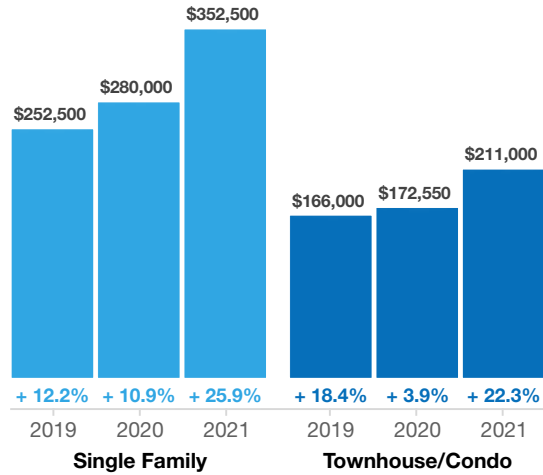


# Median Sales Price

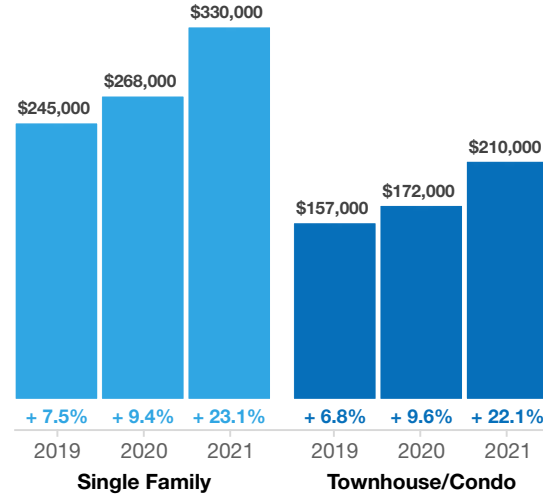
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



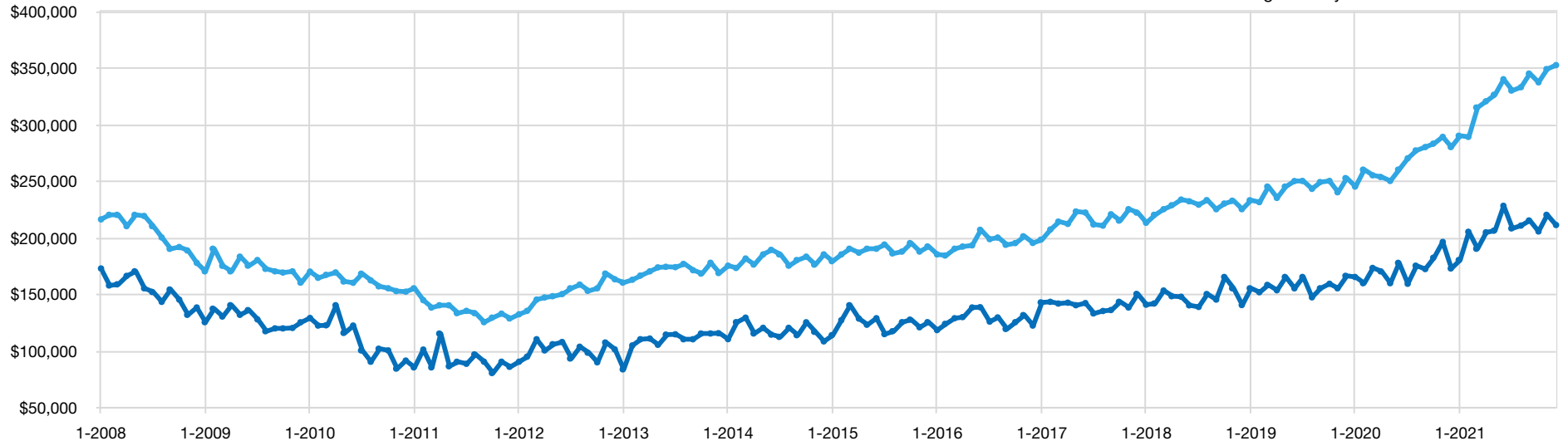
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	\$326,250	+ 30.5%	\$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	\$337,300	+ 19.2%	\$205,300	+ 12.8%
11-2021	\$349,000	+ 20.8%	\$220,000	+ 12.2%
<b>12-2021</b>	<b>\$352,500</b>	<b>+ 25.9%</b>	<b>\$211,000</b>	<b>+ 22.3%</b>
12-Month Avg*	\$330,000	+ 23.1%	\$210,000	+ 22.1%

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

## Historical Median Sales Price by Month



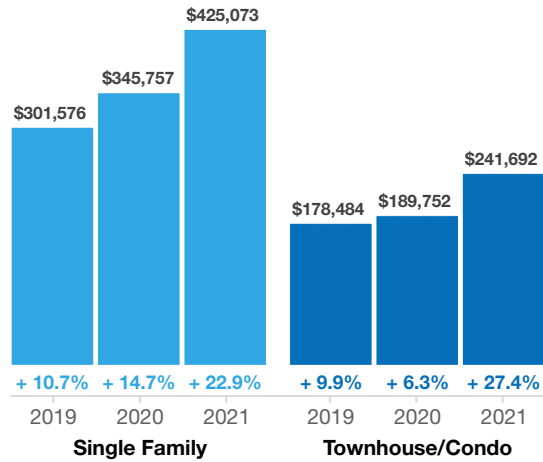


# Average Sales Price

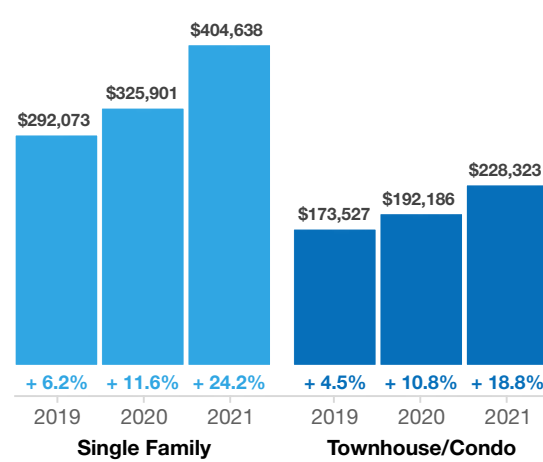
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



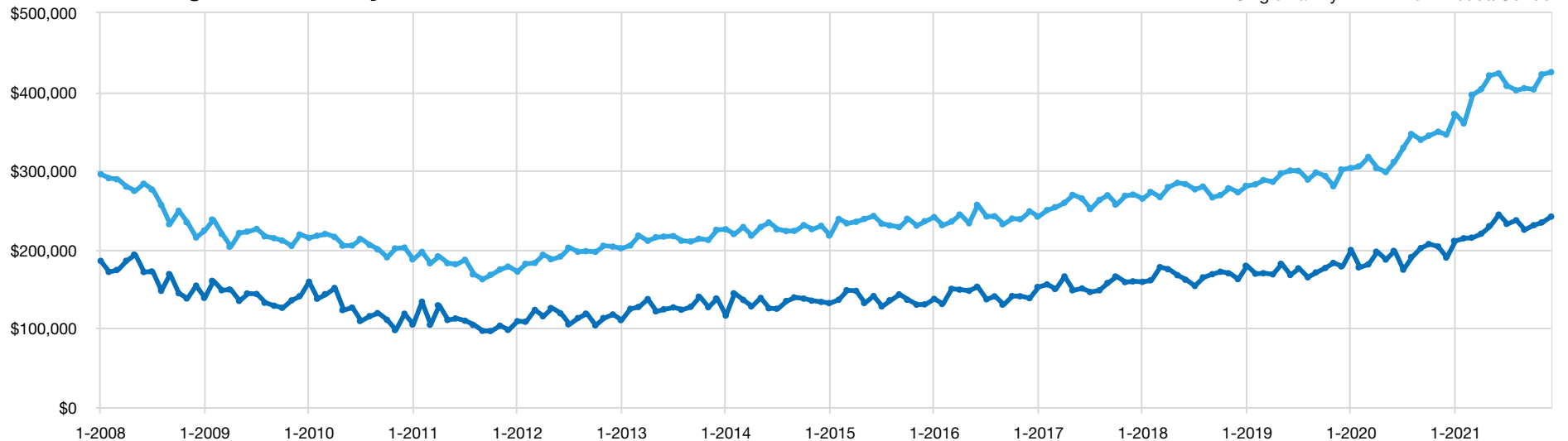
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
1-2021	\$371,998	+ 22.6%	\$210,830	+ 5.8%
2-2021	\$359,963	+ 17.8%	\$214,230	+ 20.8%
3-2021	\$396,421	+ 24.9%	\$214,982	+ 18.7%
4-2021	\$403,422	+ 33.0%	\$219,968	+ 11.6%
5-2021	\$420,945	+ 41.1%	\$229,559	+ 22.6%
6-2021	\$423,533	+ 36.1%	\$244,263	+ 23.3%
7-2021	\$407,529	+ 23.8%	\$232,496	+ 33.4%
8-2021	\$401,986	+ 16.0%	\$237,035	+ 24.6%
9-2021	\$404,631	+ 19.3%	\$225,117	+ 11.6%
10-2021	\$403,196	+ 17.1%	\$230,696	+ 11.5%
11-2021	\$422,237	+ 20.9%	\$234,275	+ 15.0%
<b>12-2021</b>	<b>\$425,073</b>	<b>+ 22.9%</b>	<b>\$241,692</b>	<b>+ 27.4%</b>
12-Month Avg*	\$404,638	+ 24.2%	\$228,323	+ 18.8%

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

## Historical Average Sales Price by Month

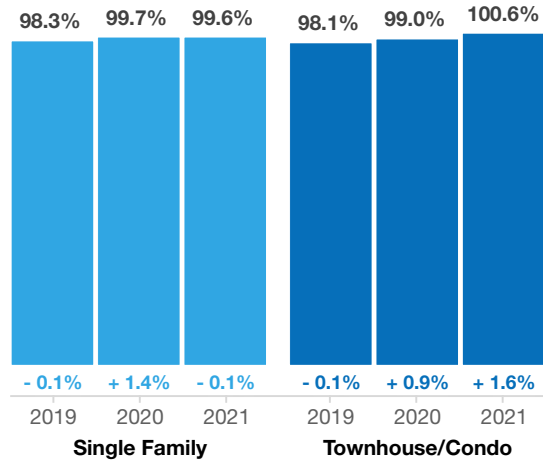


# Percent of List Price Received

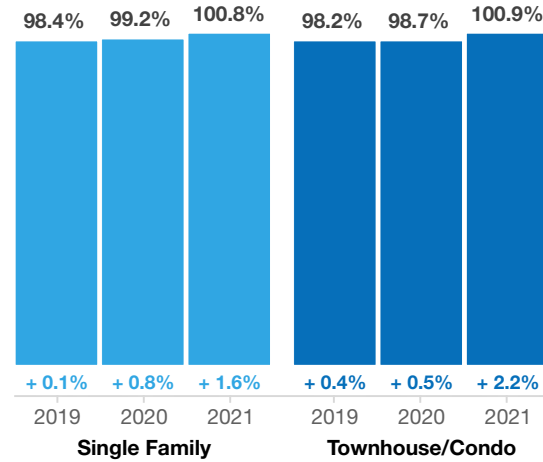
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



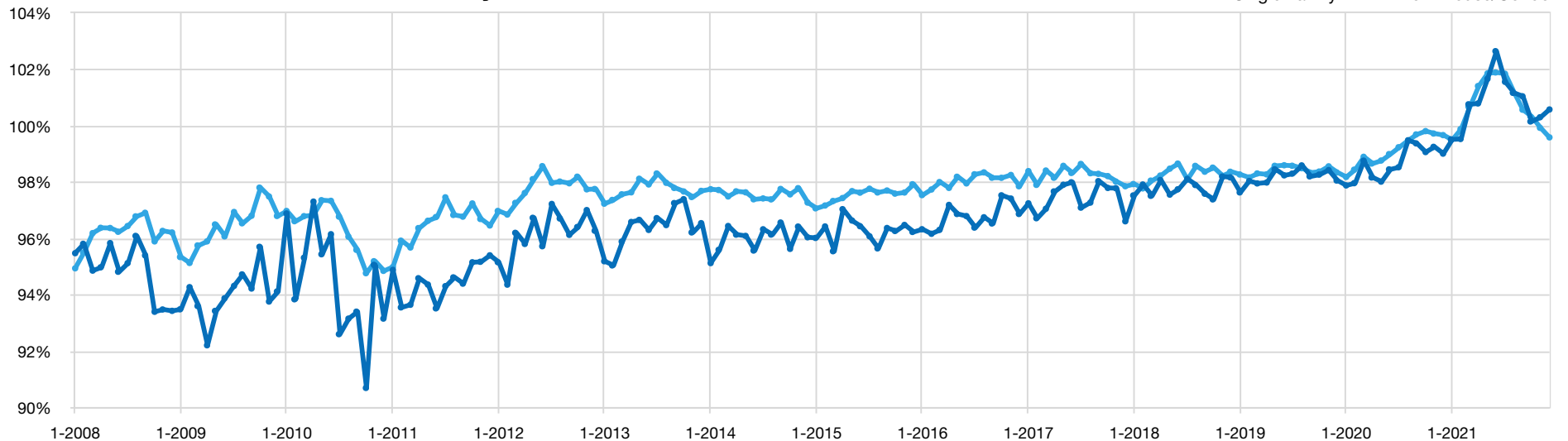
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
<b>12-2021</b>	<b>99.6%</b>	<b>- 0.1%</b>	<b>100.6%</b>	<b>+ 1.6%</b>
12-Month Avg*	100.8%	+ 1.6%	100.9%	+ 2.2%

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

## Historical Percent of List Price Received by Month

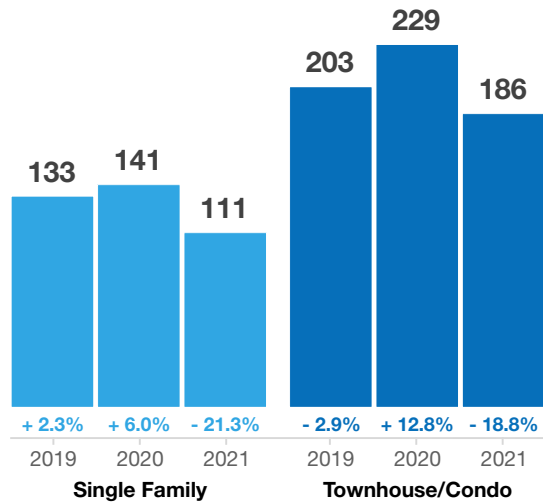


# Housing Affordability Index

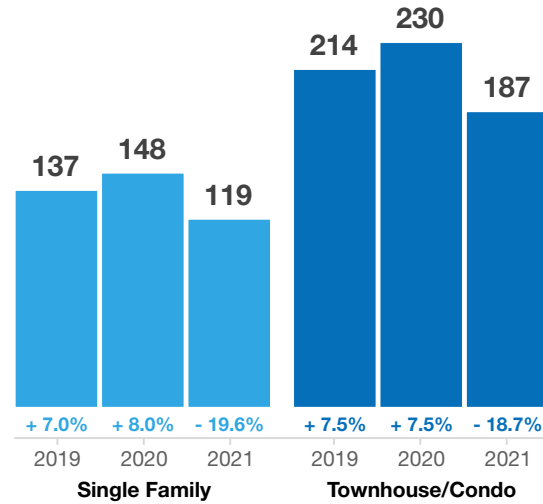
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## December

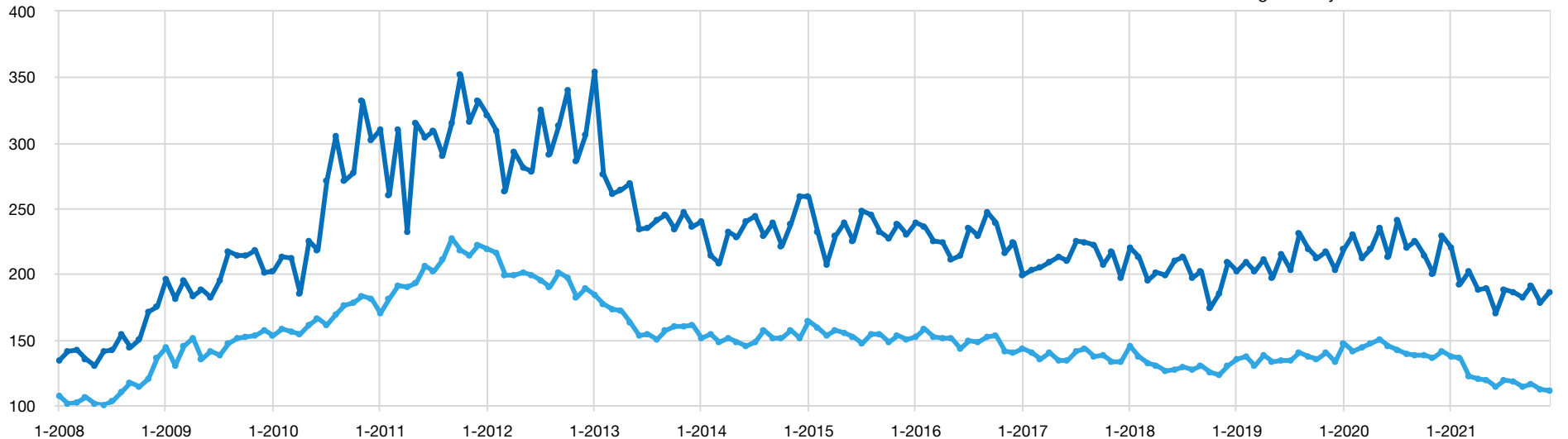


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	178	- 11.0%
<b>12-2021</b>	<b>111</b>	<b>- 21.3%</b>	<b>186</b>	<b>- 18.8%</b>
12-Month Avg	120	- 15.5%	189	- 14.5%

## Historical Housing Affordability Index by Month

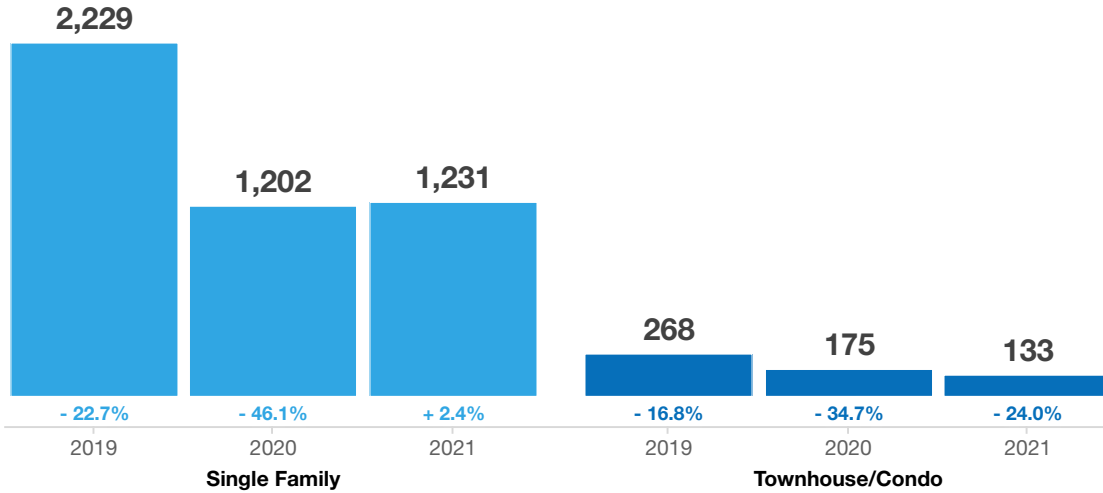


# Inventory of Homes for Sale

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

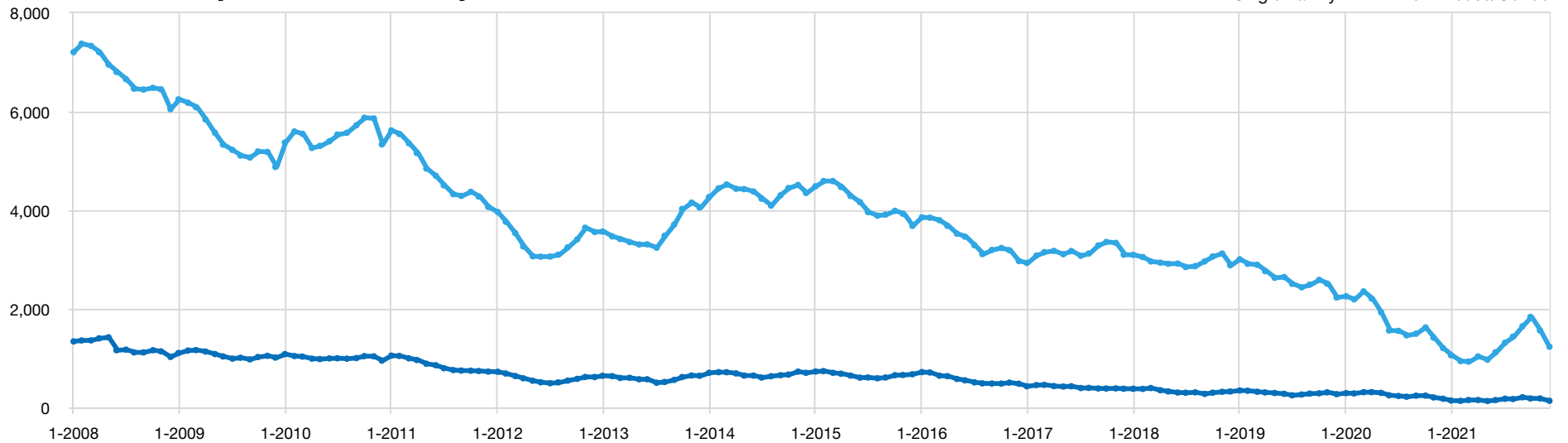


## December



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	967	- 49.8%	129	- 56.1%
6-2021	1,118	- 28.3%	148	- 39.6%
7-2021	1,311	- 15.5%	175	- 24.2%
8-2021	1,435	- 1.8%	169	- 21.8%
9-2021	1,647	+ 10.2%	205	- 13.5%
10-2021	1,835	+ 13.1%	181	- 23.9%
11-2021	1,561	+ 10.5%	181	- 10.0%
<b>12-2021</b>	<b>1,231</b>	<b>+ 2.4%</b>	<b>133</b>	<b>- 24.0%</b>
12-Month Avg	1,255	- 29.1%	157	- 37.7%

## Historical Inventory of Homes for Sale by Month

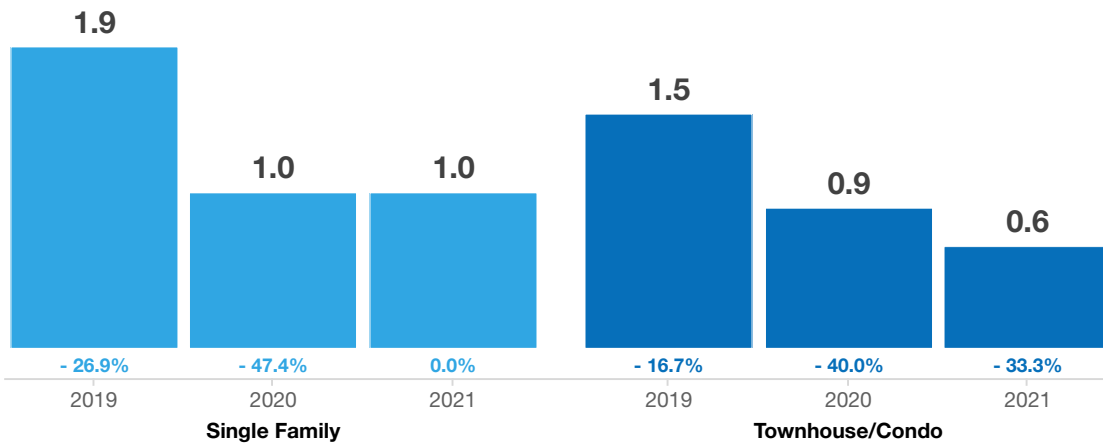


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## December



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%	0.9	- 30.8%
11-2021	1.3	+ 8.3%	0.9	- 10.0%
<b>12-2021</b>	<b>1.0</b>	<b>0.0%</b>	<b>0.6</b>	<b>- 33.3%</b>
12-Month Avg*	1.0	- 33.6%	0.8	- 46.6%

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

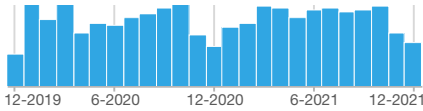
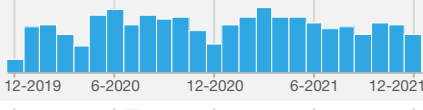

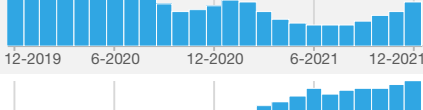
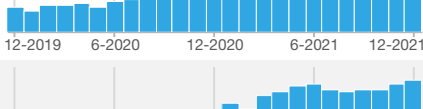
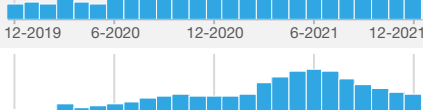
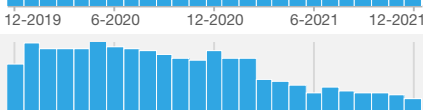
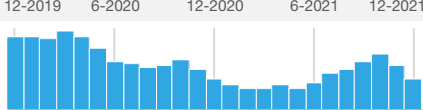
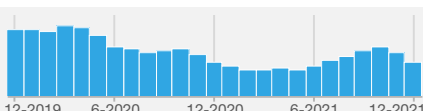

## Historical Months Supply of Inventory by Month



# 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	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		1,120	<b>1,185</b>	+ 5.8%	19,035	<b>19,663</b>	+ 3.3%
<b>Pending Sales</b>		1,183	<b>1,322</b>	+ 11.7%	17,114	<b>17,545</b>	+ 2.5%
<b>Closed Sales</b>		1,629	<b>1,429</b>	- 12.3%	16,753	<b>17,254</b>	+ 3.0%
<b>Days on Market Until Sale</b>		23	<b>24</b>	+ 4.3%	30	<b>17</b>	- 43.3%
<b>Median Sales Price</b>		\$265,000	<b>\$338,000</b>	+ 27.5%	\$255,000	<b>\$314,000</b>	+ 23.1%
<b>Average Sales Price</b>		\$321,528	<b>\$401,958</b>	+ 25.0%	\$307,356	<b>\$379,240</b>	+ 23.4%
<b>Percent of List Price Received</b>		99.6%	<b>99.7%</b>	+ 0.1%	99.1%	<b>100.8%</b>	+ 1.7%
<b>Housing Affordability Index</b>		149	<b>116</b>	- 22.1%	155	<b>125</b>	- 19.4%
<b>Inventory of Homes for Sale</b>		1,377	<b>1,364</b>	- 0.9%	—	—	—
<b>Months Supply of Inventory</b>		1.0	<b>0.9</b>	- 10.0%	—	—	—

# Local Market Update – December 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Central

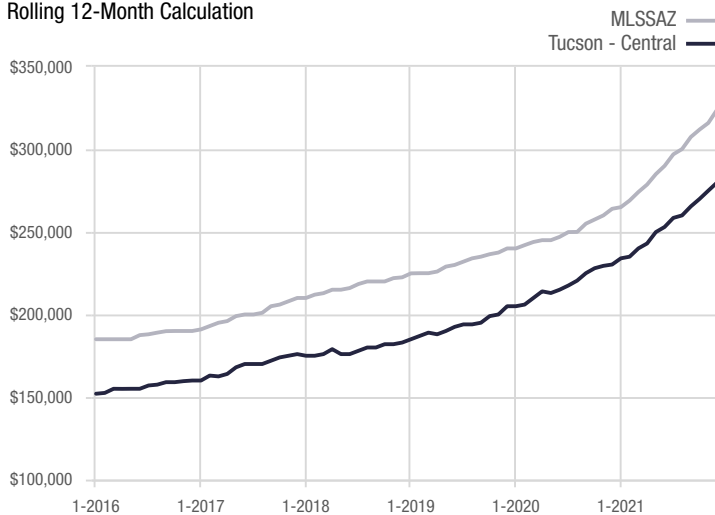
Single Family Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	151	<b>136</b>	- 9.9%	2,546	<b>2,621</b>	+ 2.9%
Pending Sales	151	<b>161</b>	+ 6.6%	2,138	<b>2,199</b>	+ 2.9%
Closed Sales	207	<b>193</b>	- 6.8%	2,086	<b>2,146</b>	+ 2.9%
Days on Market Until Sale	26	<b>26</b>	0.0%	28	<b>18</b>	- 35.7%
Median Sales Price*	\$240,000	<b>\$285,000</b>	+ 18.8%	\$230,250	<b>\$279,900</b>	+ 21.6%
Average Sales Price*	\$277,819	<b>\$329,365</b>	+ 18.6%	\$262,954	<b>\$321,661</b>	+ 22.3%
Percent of List Price Received*	99.0%	<b>99.1%</b>	+ 0.1%	99.0%	<b>100.7%</b>	+ 1.7%
Inventory of Homes for Sale	191	<b>185</b>	- 3.1%	—	—	—
Months Supply of Inventory	1.1	<b>1.0</b>	- 9.1%	—	—	—

Townhouse/Condo/Duplex Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	32	<b>31</b>	- 3.1%	590	<b>641</b>	+ 8.6%
Pending Sales	33	<b>36</b>	+ 9.1%	494	<b>581</b>	+ 17.6%
Closed Sales	62	<b>44</b>	- 29.0%	485	<b>575</b>	+ 18.6%
Days on Market Until Sale	20	<b>32</b>	+ 60.0%	24	<b>18</b>	- 25.0%
Median Sales Price*	\$136,750	<b>\$171,500</b>	+ 25.4%	\$145,000	<b>\$177,000</b>	+ 22.1%
Average Sales Price*	\$142,931	<b>\$175,664</b>	+ 22.9%	\$154,650	<b>\$187,239</b>	+ 21.1%
Percent of List Price Received*	99.3%	<b>101.5%</b>	+ 2.2%	98.4%	<b>101.4%</b>	+ 3.0%
Inventory of Homes for Sale	51	<b>42</b>	- 17.6%	—	—	—
Months Supply of Inventory	1.2	<b>0.9</b>	- 25.0%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

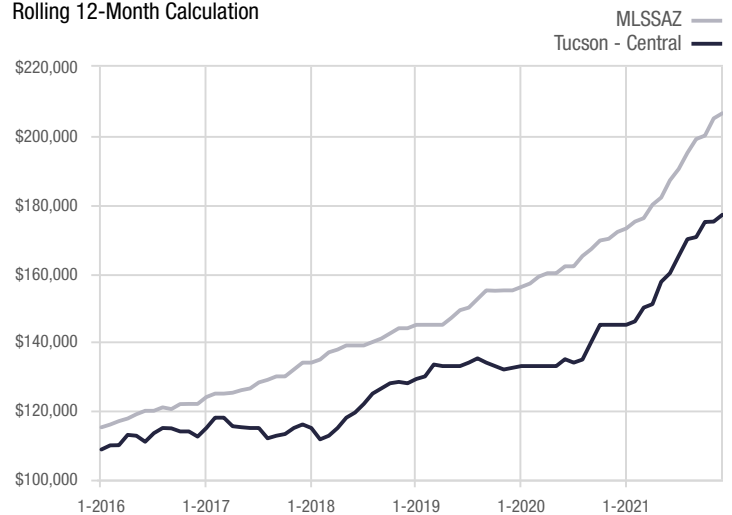
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - East

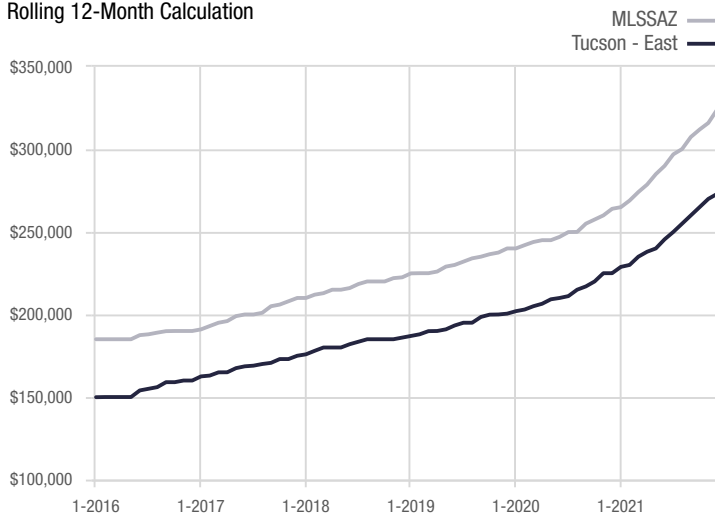
Single Family Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	98	116	+ 18.4%	1,802	1,929	+ 7.0%
Pending Sales	92	138	+ 50.0%	1,647	1,749	+ 6.2%
Closed Sales	169	147	- 13.0%	1,621	1,700	+ 4.9%
Days on Market Until Sale	15	24	+ 60.0%	19	14	- 26.3%
Median Sales Price*	\$245,117	\$290,000	+ 18.3%	\$225,000	\$273,000	+ 21.3%
Average Sales Price*	\$265,136	\$316,377	+ 19.3%	\$244,388	\$298,610	+ 22.2%
Percent of List Price Received*	100.7%	99.5%	- 1.2%	99.9%	101.1%	+ 1.2%
Inventory of Homes for Sale	99	118	+ 19.2%	—	—	—
Months Supply of Inventory	0.7	0.8	+ 14.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	21	27	+ 28.6%	402	436	+ 8.5%
Pending Sales	20	29	+ 45.0%	379	413	+ 9.0%
Closed Sales	41	35	- 14.6%	372	411	+ 10.5%
Days on Market Until Sale	16	25	+ 56.3%	24	12	- 50.0%
Median Sales Price*	\$142,000	\$195,000	+ 37.3%	\$148,000	\$180,000	+ 21.6%
Average Sales Price*	\$140,317	\$185,806	+ 32.4%	\$142,543	\$177,678	+ 24.6%
Percent of List Price Received*	99.4%	99.3%	- 0.1%	99.4%	101.2%	+ 1.8%
Inventory of Homes for Sale	26	19	- 26.9%	—	—	—
Months Supply of Inventory	0.8	0.6	- 25.0%	—	—	—

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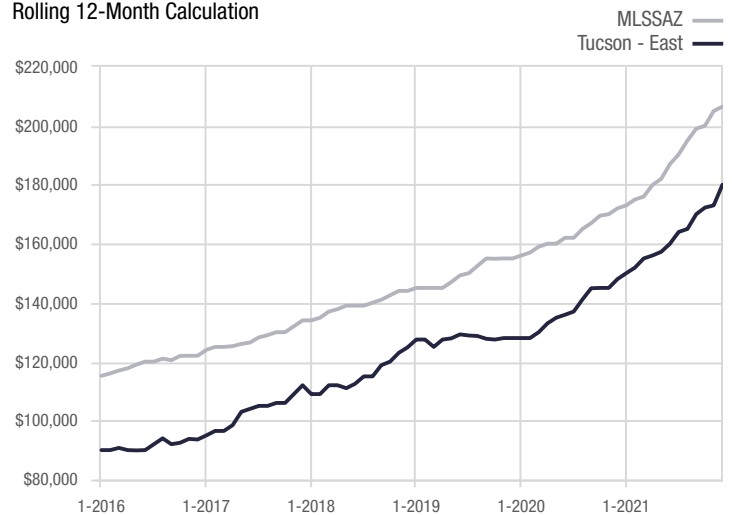
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - North

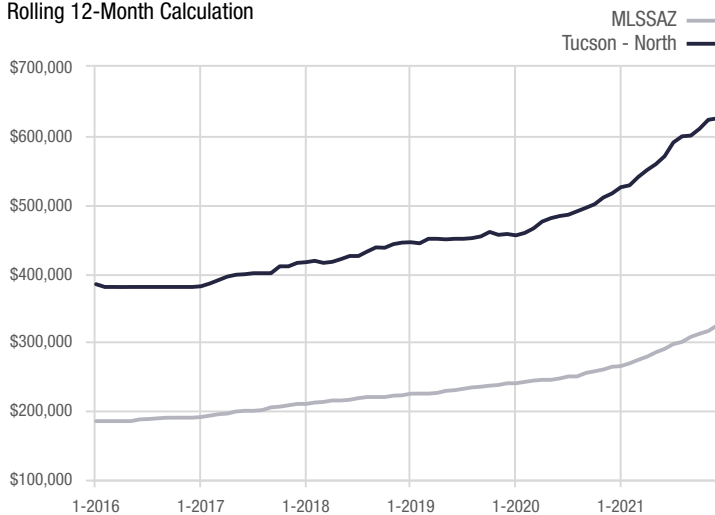
Single Family Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	58	<b>68</b>	+ 17.2%	1,421	<b>1,349</b>	- 5.1%
Pending Sales	79	<b>84</b>	+ 6.3%	1,175	<b>1,173</b>	- 0.2%
Closed Sales	89	<b>100</b>	+ 12.4%	1,152	<b>1,182</b>	+ 2.6%
Days on Market Until Sale	37	<b>25</b>	- 32.4%	39	<b>22</b>	- 43.6%
Median Sales Price*	\$570,200	<b>\$625,000</b>	+ 9.6%	\$516,000	<b>\$625,000</b>	+ 21.1%
Average Sales Price*	\$677,174	<b>\$718,931</b>	+ 6.2%	\$593,068	<b>\$735,633</b>	+ 24.0%
Percent of List Price Received*	98.9%	<b>99.1%</b>	+ 0.2%	98.2%	<b>100.5%</b>	+ 2.3%
Inventory of Homes for Sale	127	<b>93</b>	- 26.8%	—	—	—
Months Supply of Inventory	1.3	<b>1.0</b>	- 23.1%	—	—	—

Townhouse/Condo/Duplex Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	39	<b>48</b>	+ 23.1%	713	<b>701</b>	- 1.7%
Pending Sales	48	<b>60</b>	+ 25.0%	651	<b>658</b>	+ 1.1%
Closed Sales	63	<b>42</b>	- 33.3%	640	<b>652</b>	+ 1.9%
Days on Market Until Sale	25	<b>19</b>	- 24.0%	28	<b>15</b>	- 46.4%
Median Sales Price*	\$220,000	<b>\$277,500</b>	+ 26.1%	\$204,450	<b>\$255,000</b>	+ 24.7%
Average Sales Price*	\$253,561	<b>\$312,291</b>	+ 23.2%	\$232,390	<b>\$289,252</b>	+ 24.5%
Percent of List Price Received*	98.3%	<b>100.3%</b>	+ 2.0%	98.4%	<b>100.7%</b>	+ 2.3%
Inventory of Homes for Sale	37	<b>28</b>	- 24.3%	—	—	—
Months Supply of Inventory	0.7	<b>0.5</b>	- 28.6%	—	—	—

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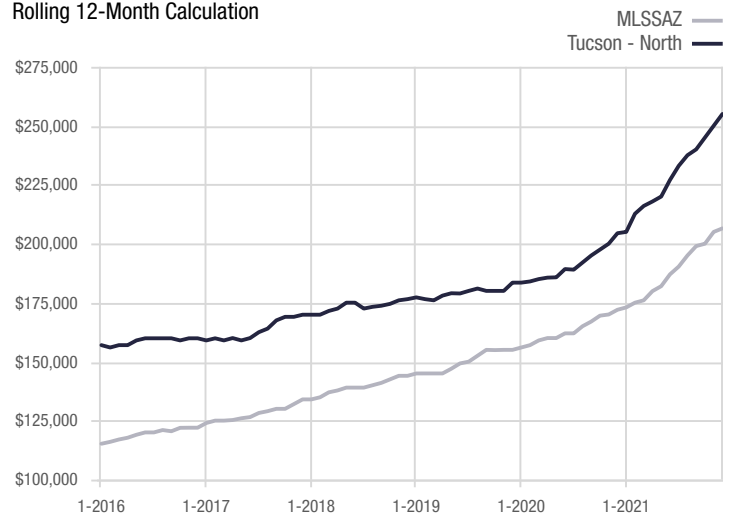
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Northeast

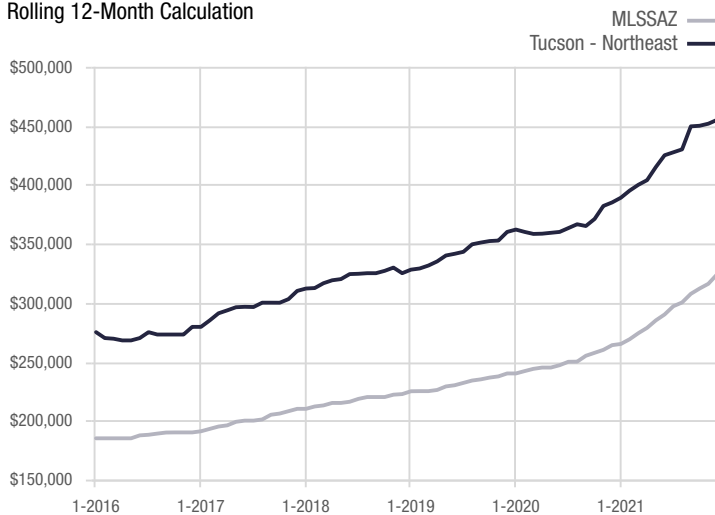
Single Family Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	42	32	- 23.8%	736	746	+ 1.4%
Pending Sales	38	43	+ 13.2%	657	675	+ 2.7%
Closed Sales	68	52	- 23.5%	645	672	+ 4.2%
Days on Market Until Sale	36	28	- 22.2%	33	16	- 51.5%
Median Sales Price*	\$403,750	<b>\$430,000</b>	+ 6.5%	\$385,000	<b>\$455,000</b>	+ 18.2%
Average Sales Price*	\$466,433	<b>\$549,595</b>	+ 17.8%	\$441,379	<b>\$556,326</b>	+ 26.0%
Percent of List Price Received*	99.9%	<b>99.3%</b>	- 0.6%	98.9%	<b>100.6%</b>	+ 1.7%
Inventory of Homes for Sale	56	50	- 10.7%	—	—	—
Months Supply of Inventory	1.0	0.9	- 10.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	24	22	- 8.3%	227	269	+ 18.5%
Pending Sales	21	22	+ 4.8%	183	246	+ 34.4%
Closed Sales	15	17	+ 13.3%	183	244	+ 33.3%
Days on Market Until Sale	13	15	+ 15.4%	18	15	- 16.7%
Median Sales Price*	\$167,200	<b>\$245,000</b>	+ 46.5%	\$165,000	<b>\$161,000</b>	- 2.4%
Average Sales Price*	\$173,760	<b>\$267,086</b>	+ 53.7%	\$163,621	<b>\$189,868</b>	+ 16.0%
Percent of List Price Received*	99.3%	<b>99.6%</b>	+ 0.3%	98.4%	<b>100.1%</b>	+ 1.7%
Inventory of Homes for Sale	24	19	- 20.8%	—	—	—
Months Supply of Inventory	1.6	0.9	- 43.8%	—	—	—

\* 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.

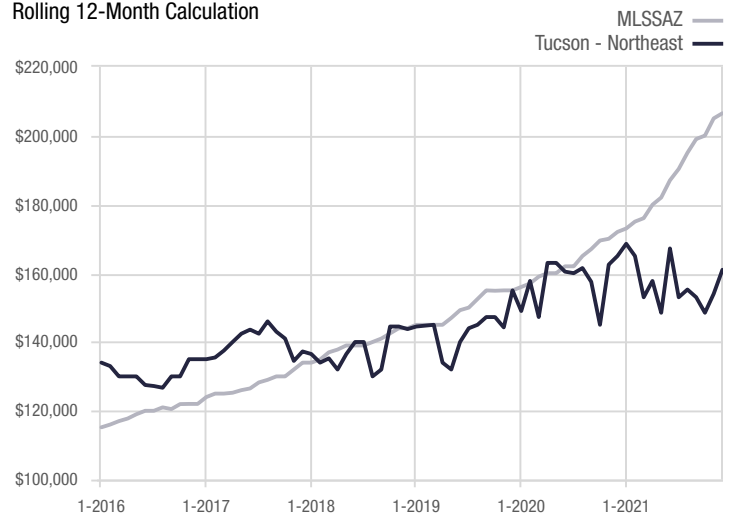
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Northwest

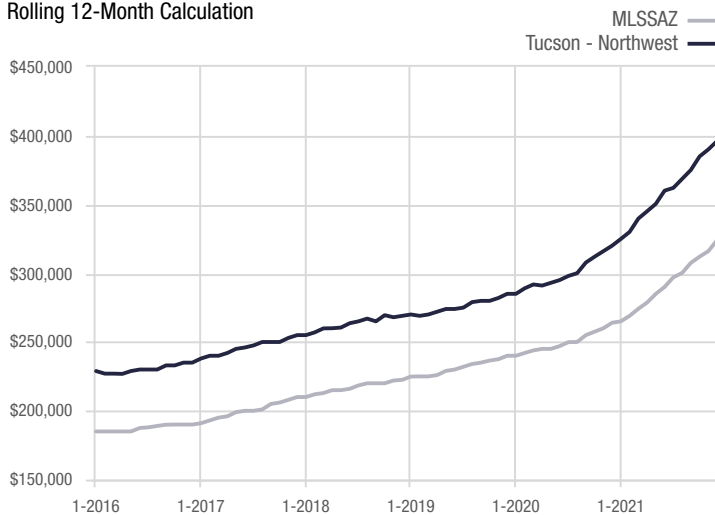
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	199	227	+ 14.1%	3,459	3,403	- 1.6%
Pending Sales	215	211	- 1.9%	3,128	3,114	- 0.4%
Closed Sales	299	232	- 22.4%	3,057	3,117	+ 2.0%
Days on Market Until Sale	25	21	- 16.0%	34	17	- 50.0%
Median Sales Price*	\$335,000	\$465,800	+ 39.0%	\$320,000	\$396,000	+ 23.8%
Average Sales Price*	\$419,379	\$555,308	+ 32.4%	\$378,457	\$479,250	+ 26.6%
Percent of List Price Received*	99.6%	99.6%	0.0%	99.1%	100.8%	+ 1.7%
Inventory of Homes for Sale	261	213	- 18.4%	—	—	—
Months Supply of Inventory	1.0	0.8	- 20.0%	—	—	—

Townhouse/Condo/Duplex	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	23	15	- 34.8%	367	289	- 21.3%
Pending Sales	24	20	- 16.7%	346	284	- 17.9%
Closed Sales	35	16	- 54.3%	345	289	- 16.2%
Days on Market Until Sale	29	22	- 24.1%	37	13	- 64.9%
Median Sales Price*	\$228,710	\$314,000	+ 37.3%	\$240,000	\$292,500	+ 21.9%
Average Sales Price*	\$235,917	\$351,344	+ 48.9%	\$250,783	\$299,040	+ 19.2%
Percent of List Price Received*	99.3%	99.7%	+ 0.4%	98.8%	100.9%	+ 2.1%
Inventory of Homes for Sale	17	5	- 70.6%	—	—	—
Months Supply of Inventory	0.6	0.2	- 66.7%	—	—	—

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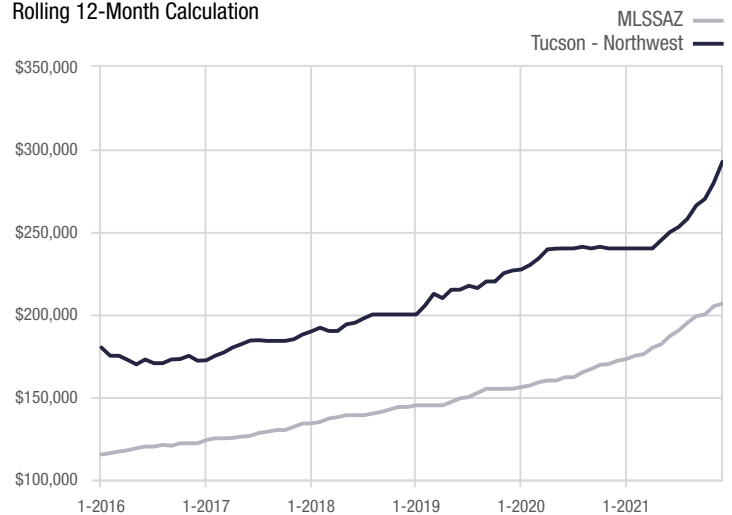
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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## Tucson - South

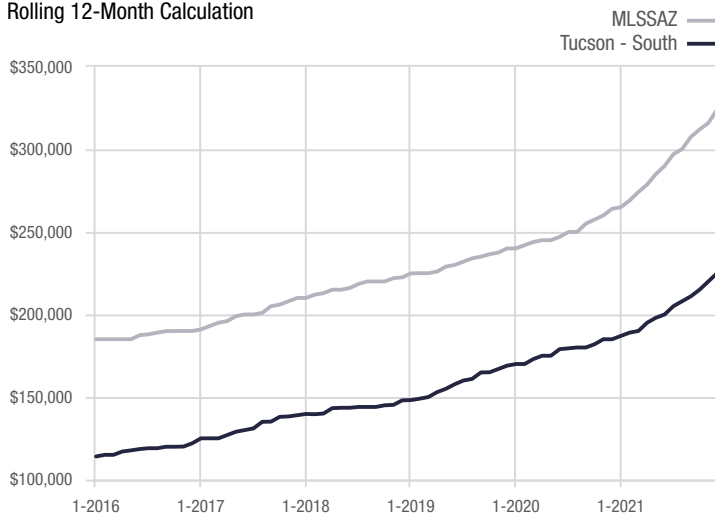
Single Family Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	67	57	- 14.9%	946	1,011	+ 6.9%
Pending Sales	67	78	+ 16.4%	873	889	+ 1.8%
Closed Sales	74	75	+ 1.4%	858	864	+ 0.7%
Days on Market Until Sale	15	15	0.0%	22	12	- 45.5%
Median Sales Price*	\$185,050	<b>\$248,000</b>	+ 34.0%	\$185,000	<b>\$225,000</b>	+ 21.6%
Average Sales Price*	\$186,086	<b>\$246,735</b>	+ 32.6%	\$182,614	<b>\$222,843</b>	+ 22.0%
Percent of List Price Received*	99.8%	<b>100.2%</b>	+ 0.4%	99.4%	<b>100.9%</b>	+ 1.5%
Inventory of Homes for Sale	52	62	+ 19.2%	—	—	—
Months Supply of Inventory	0.7	0.8	+ 14.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	7	4	- 42.9%	69	76	+ 10.1%
Pending Sales	9	6	- 33.3%	57	71	+ 24.6%
Closed Sales	6	6	0.0%	50	74	+ 48.0%
Days on Market Until Sale	10	15	+ 50.0%	16	13	- 18.8%
Median Sales Price*	\$136,700	<b>\$183,500</b>	+ 34.2%	\$134,750	<b>\$165,000</b>	+ 22.4%
Average Sales Price*	\$137,900	<b>\$184,500</b>	+ 33.8%	\$131,812	<b>\$162,759</b>	+ 23.5%
Percent of List Price Received*	101.1%	<b>105.5%</b>	+ 4.4%	98.9%	<b>101.0%</b>	+ 2.1%
Inventory of Homes for Sale	10	6	- 40.0%	—	—	—
Months Supply of Inventory	2.1	1.0	- 52.4%	—	—	—

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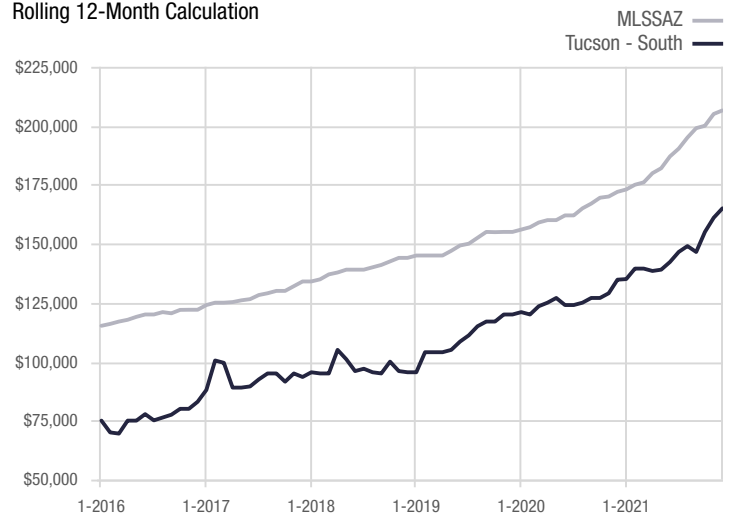
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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## Tucson - Southeast

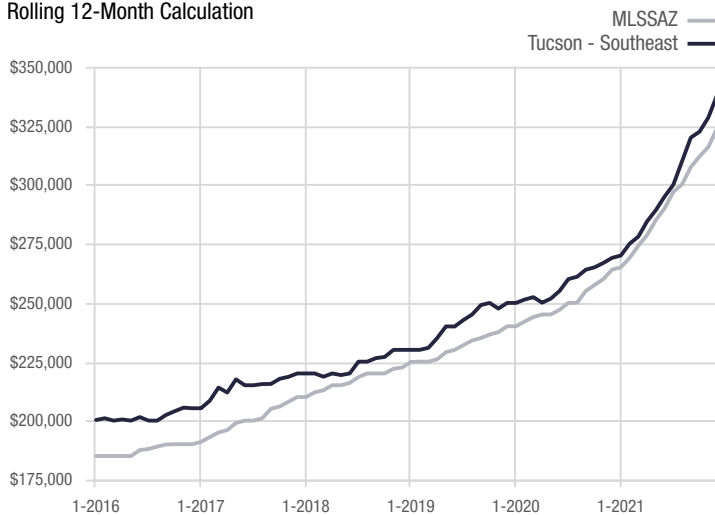
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
<b>Key Metrics</b>						
New Listings	33	<b>35</b>	+ 6.1%	543	<b>601</b>	+ 10.7%
Pending Sales	37	<b>32</b>	- 13.5%	511	<b>550</b>	+ 7.6%
Closed Sales	47	<b>38</b>	- 19.1%	490	<b>539</b>	+ 10.0%
Days on Market Until Sale	13	<b>22</b>	+ 69.2%	27	<b>15</b>	- 44.4%
Median Sales Price*	\$289,000	<b>\$361,000</b>	+ 24.9%	\$269,000	<b>\$338,000</b>	+ 25.7%
Average Sales Price*	\$313,917	<b>\$389,024</b>	+ 23.9%	\$291,895	<b>\$355,575</b>	+ 21.8%
Percent of List Price Received*	100.3%	<b>100.3%</b>	0.0%	99.6%	<b>101.0%</b>	+ 1.4%
Inventory of Homes for Sale	34	<b>44</b>	+ 29.4%	—	—	—
Months Supply of Inventory	0.8	<b>1.0</b>	+ 25.0%	—	—	—

Townhouse/Condo/Duplex	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
<b>Key Metrics</b>						
New Listings	0	<b>1</b>	—	13	<b>15</b>	+ 15.4%
Pending Sales	0	<b>2</b>	—	14	<b>14</b>	0.0%
Closed Sales	3	<b>1</b>	- 66.7%	14	<b>12</b>	- 14.3%
Days on Market Until Sale	12	<b>3</b>	- 75.0%	15	<b>9</b>	- 40.0%
Median Sales Price*	\$215,000	<b>\$291,500</b>	+ 35.6%	\$170,000	<b>\$226,000</b>	+ 32.9%
Average Sales Price*	\$209,167	<b>\$291,500</b>	+ 39.4%	\$183,546	<b>\$222,450</b>	+ 21.2%
Percent of List Price Received*	100.7%	<b>116.6%</b>	+ 15.8%	99.6%	<b>102.9%</b>	+ 3.3%
Inventory of Homes for Sale	0	<b>0</b>	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

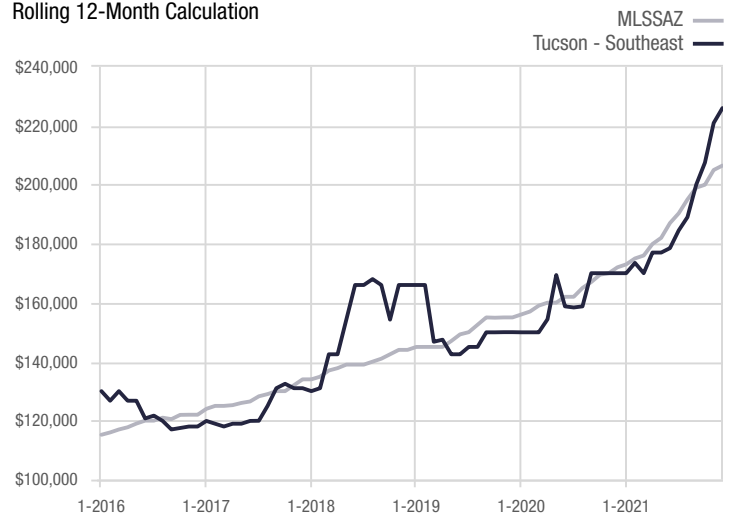
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Southwest

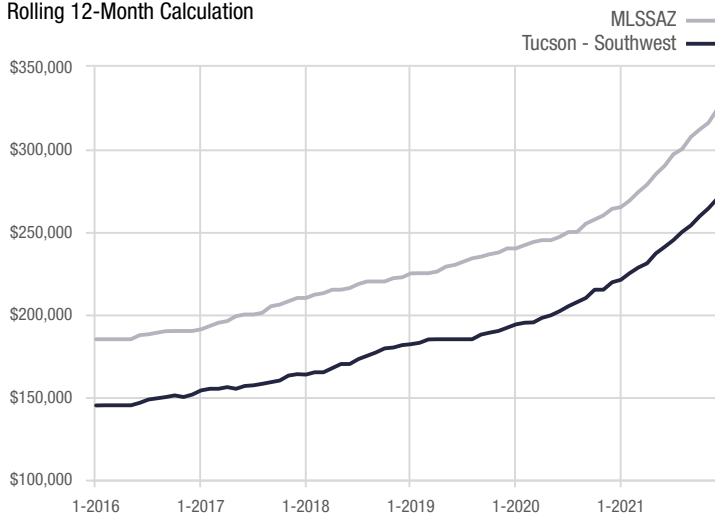
Single Family Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	60	87	+ 45.0%	931	1,036	+ 11.3%
Pending Sales	50	96	+ 92.0%	861	899	+ 4.4%
Closed Sales	95	71	- 25.3%	834	838	+ 0.5%
Days on Market Until Sale	15	23	+ 53.3%	27	15	- 44.4%
Median Sales Price*	\$237,900	<b>\$311,900</b>	+ 31.1%	\$219,500	<b>\$270,000</b>	+ 23.0%
Average Sales Price*	\$241,269	<b>\$312,082</b>	+ 29.4%	\$227,421	<b>\$279,557</b>	+ 22.9%
Percent of List Price Received*	100.1%	<b>100.2%</b>	+ 0.1%	99.7%	<b>101.0%</b>	+ 1.3%
Inventory of Homes for Sale	59	89	+ 50.8%	—	—	—
Months Supply of Inventory	0.8	1.2	+ 50.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	1	6	+ 500.0%	40	54	+ 35.0%
Pending Sales	4	5	+ 25.0%	40	45	+ 12.5%
Closed Sales	7	4	- 42.9%	41	41	0.0%
Days on Market Until Sale	37	7	- 81.1%	20	7	- 65.0%
Median Sales Price*	\$103,000	<b>\$202,500</b>	+ 96.6%	\$145,000	<b>\$180,000</b>	+ 24.1%
Average Sales Price*	\$114,286	<b>\$212,875</b>	+ 86.3%	\$131,436	<b>\$172,495</b>	+ 31.2%
Percent of List Price Received*	97.0%	<b>105.1%</b>	+ 8.4%	100.4%	<b>101.3%</b>	+ 0.9%
Inventory of Homes for Sale	1	6	+ 500.0%	—	—	—
Months Supply of Inventory	0.3	1.6	+ 433.3%	—	—	—

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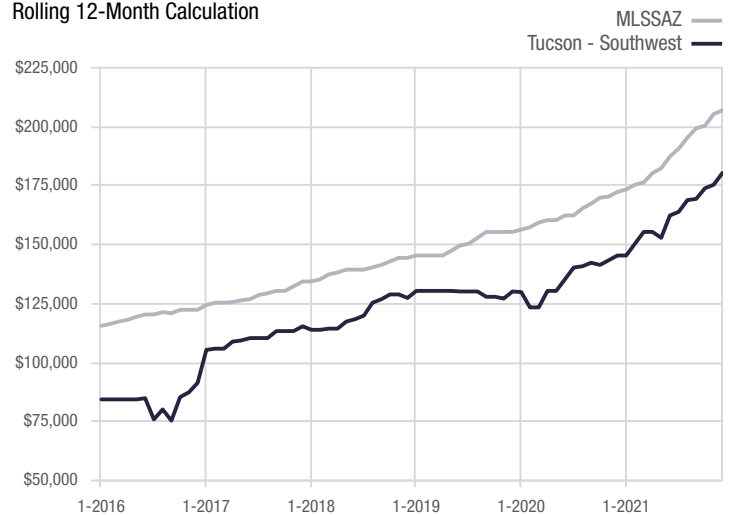
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Upper Northwest

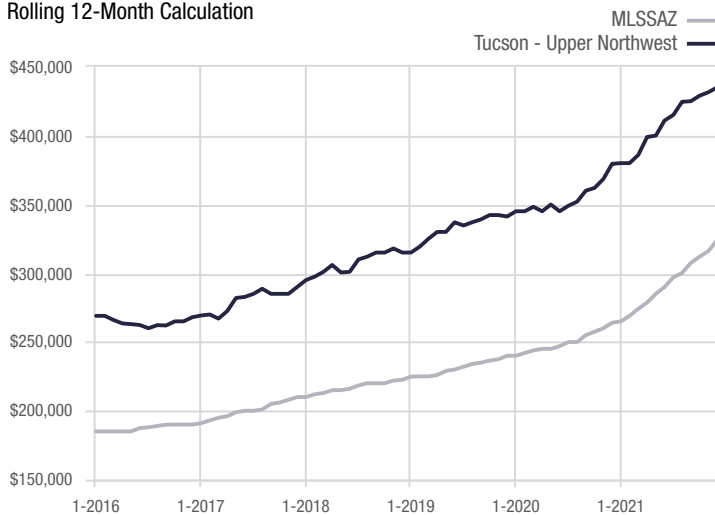
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	32	34	+ 6.3%	632	643	+ 1.7%
Pending Sales	41	42	+ 2.4%	540	601	+ 11.3%
Closed Sales	51	52	+ 2.0%	539	602	+ 11.7%
Days on Market Until Sale	44	23	- 47.7%	46	27	- 41.3%
Median Sales Price*	\$396,000	<b>\$443,000</b>	+ 11.9%	\$379,500	<b>\$435,000</b>	+ 14.6%
Average Sales Price*	\$429,424	<b>\$513,854</b>	+ 19.7%	\$393,956	<b>\$490,035</b>	+ 24.4%
Percent of List Price Received*	98.7%	<b>99.1%</b>	+ 0.4%	98.0%	<b>99.6%</b>	+ 1.6%
Inventory of Homes for Sale	75	48	- 36.0%	—	—	—
Months Supply of Inventory	1.7	1.0	- 41.2%	—	—	—

Townhouse/Condo/Duplex	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	2	5	+ 150.0%	40	47	+ 17.5%
Pending Sales	1	3	+ 200.0%	37	46	+ 24.3%
Closed Sales	6	4	- 33.3%	38	46	+ 21.1%
Days on Market Until Sale	3	13	+ 333.3%	33	26	- 21.2%
Median Sales Price*	\$331,250	<b>\$399,200</b>	+ 20.5%	\$306,500	<b>\$356,250</b>	+ 16.2%
Average Sales Price*	\$334,250	<b>\$400,600</b>	+ 19.9%	\$388,900	<b>\$416,584</b>	+ 7.1%
Percent of List Price Received*	98.6%	<b>99.6%</b>	+ 1.0%	98.6%	<b>99.2%</b>	+ 0.6%
Inventory of Homes for Sale	3	2	- 33.3%	—	—	—
Months Supply of Inventory	1.0	0.5	- 50.0%	—	—	—

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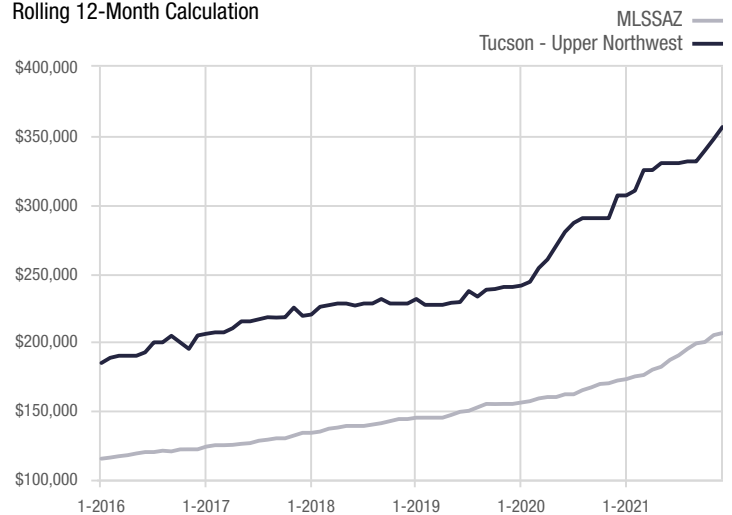
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Upper Southeast

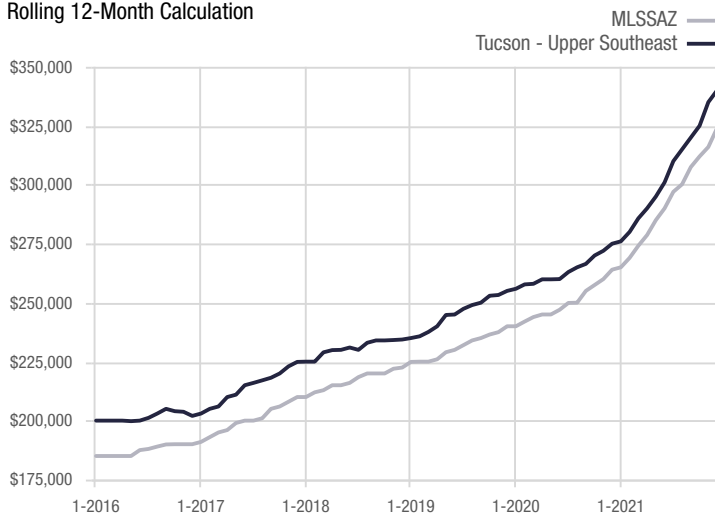
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	100	103	+ 3.0%	1,295	1,435	+ 10.8%
Pending Sales	86	98	+ 14.0%	1,230	1,291	+ 5.0%
Closed Sales	108	105	- 2.8%	1,210	1,258	+ 4.0%
Days on Market Until Sale	16	34	+ 112.5%	27	16	- 40.7%
Median Sales Price*	\$286,600	\$365,000	+ 27.4%	\$275,000	\$340,000	+ 23.6%
Average Sales Price*	\$303,365	\$389,397	+ 28.4%	\$296,930	\$363,013	+ 22.3%
Percent of List Price Received*	99.9%	99.8%	- 0.1%	99.6%	101.1%	+ 1.5%
Inventory of Homes for Sale	102	136	+ 33.3%	—	—	—
Months Supply of Inventory	1.0	1.3	+ 30.0%	—	—	—

Townhouse/Condo/Duplex	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	0	0	0.0%	2	2	0.0%
Pending Sales	0	0	0.0%	2	2	0.0%
Closed Sales	0	0	0.0%	2	2	0.0%
Days on Market Until Sale	—	—	—	30	5	- 83.3%
Median Sales Price*	—	—	—	\$195,000	\$230,000	+ 17.9%
Average Sales Price*	—	—	—	\$195,000	\$230,000	+ 17.9%
Percent of List Price Received*	—	—	—	95.7%	100.0%	+ 4.5%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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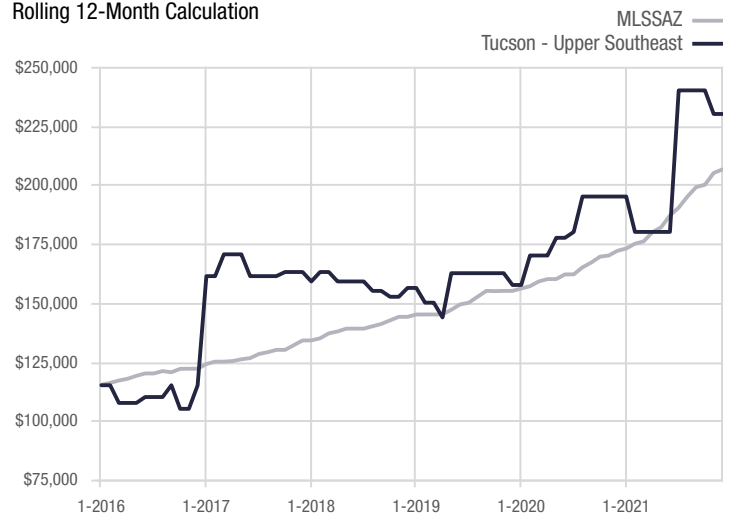
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - West

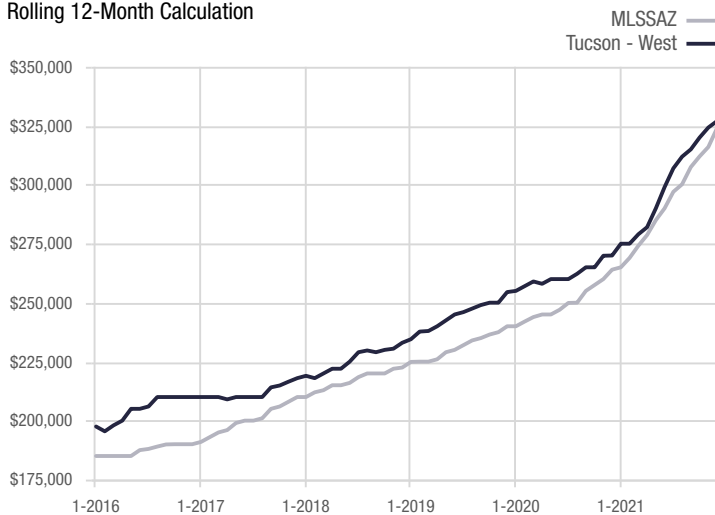
Single Family Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	74	<b>65</b>	- 12.2%	1,232	<b>1,201</b>	- 2.5%
Pending Sales	101	<b>74</b>	- 26.7%	1,167	<b>1,076</b>	- 7.8%
Closed Sales	104	<b>92</b>	- 11.5%	1,138	<b>1,084</b>	- 4.7%
Days on Market Until Sale	20	<b>17</b>	- 15.0%	25	<b>14</b>	- 44.0%
Median Sales Price*	\$275,000	<b>\$330,000</b>	+ 20.0%	\$270,000	<b>\$327,000</b>	+ 21.1%
Average Sales Price*	\$312,916	<b>\$364,547</b>	+ 16.5%	\$313,300	<b>\$387,281</b>	+ 23.6%
Percent of List Price Received*	100.0%	<b>100.5%</b>	+ 0.5%	99.3%	<b>101.4%</b>	+ 2.1%
Inventory of Homes for Sale	61	<b>59</b>	- 3.3%	—	—	—
Months Supply of Inventory	0.6	<b>0.7</b>	+ 16.7%	—	—	—

Townhouse/Condo/Duplex Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	11	<b>8</b>	- 27.3%	170	<b>144</b>	- 15.3%
Pending Sales	14	<b>13</b>	- 7.1%	160	<b>138</b>	- 13.8%
Closed Sales	15	<b>11</b>	- 26.7%	151	<b>140</b>	- 7.3%
Days on Market Until Sale	9	<b>24</b>	+ 166.7%	16	<b>13</b>	- 18.8%
Median Sales Price*	\$160,000	<b>\$200,000</b>	+ 25.0%	\$154,000	<b>\$173,900</b>	+ 12.9%
Average Sales Price*	\$152,954	<b>\$194,690</b>	+ 27.3%	\$154,087	<b>\$172,261</b>	+ 11.8%
Percent of List Price Received*	98.6%	<b>99.1%</b>	+ 0.5%	99.0%	<b>100.6%</b>	+ 1.6%
Inventory of Homes for Sale	6	<b>6</b>	0.0%	—	—	—
Months Supply of Inventory	0.5	<b>0.5</b>	0.0%	—	—	—

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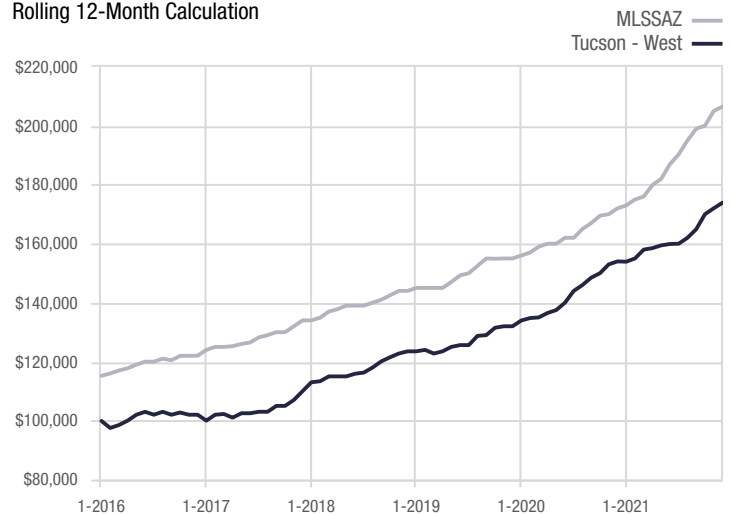
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Extended Northeast

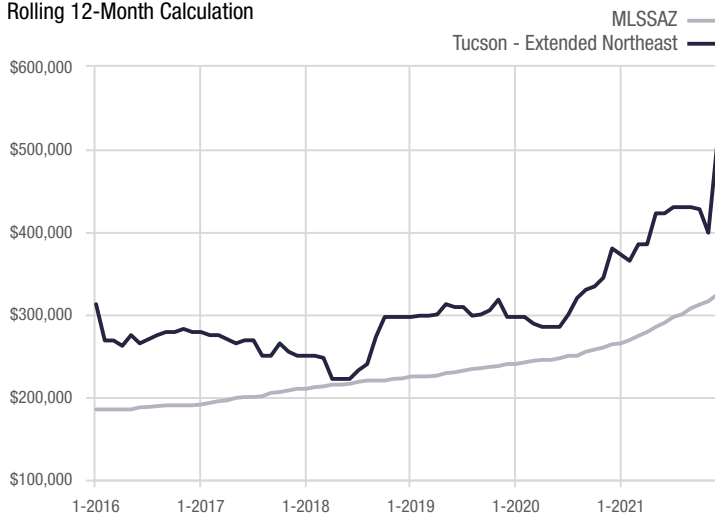
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	2	1	- 50.0%	37	23	- 37.8%
Pending Sales	0	1	—	28	21	- 25.0%
Closed Sales	2	6	+ 200.0%	27	21	- 22.2%
Days on Market Until Sale	128	15	- 88.3%	83	41	- 50.6%
Median Sales Price*	\$430,389	<b>\$614,375</b>	+ 42.7%	\$380,000	<b>\$505,000</b>	+ 32.9%
Average Sales Price*	\$430,389	<b>\$609,625</b>	+ 41.6%	\$391,532	<b>\$505,560</b>	+ 29.1%
Percent of List Price Received*	90.9%	<b>99.5%</b>	+ 9.5%	95.2%	<b>97.9%</b>	+ 2.8%
Inventory of Homes for Sale	7	2	- 71.4%	—	—	—
Months Supply of Inventory	2.3	0.9	- 60.9%	—	—	—

Townhouse/Condo/Duplex	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% 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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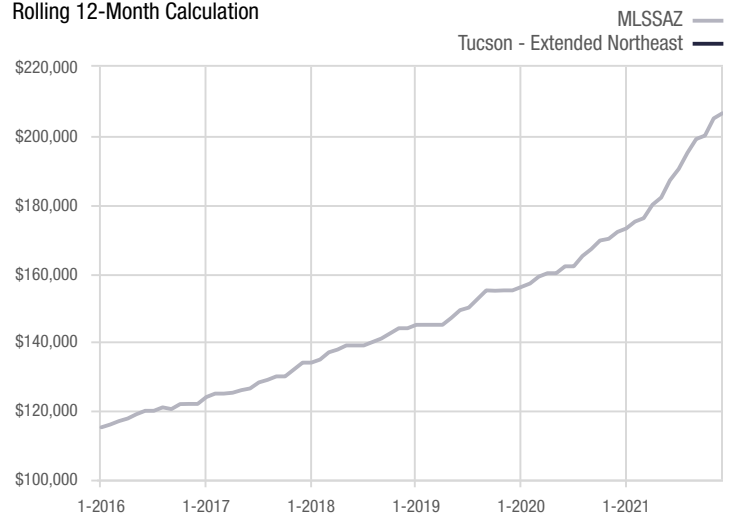
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

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## Tucson - Extended Northwest

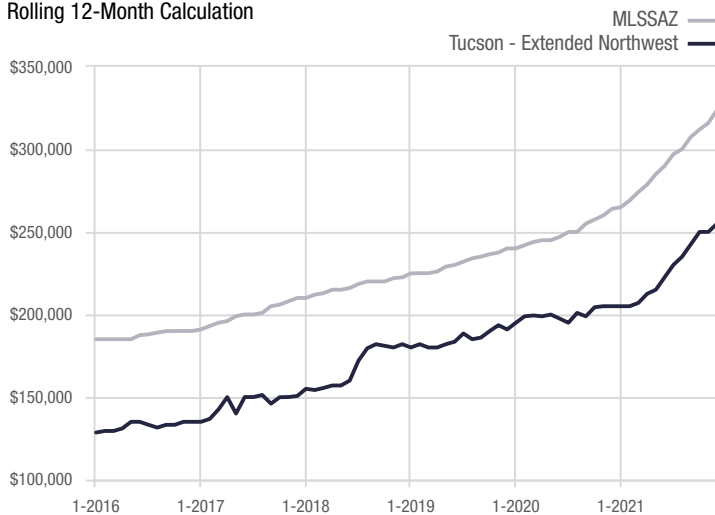
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	4	4	0.0%	88	99	+ 12.5%
Pending Sales	7	4	- 42.9%	90	91	+ 1.1%
Closed Sales	13	9	- 30.8%	89	89	0.0%
Days on Market Until Sale	9	14	+ 55.6%	17	8	- 52.9%
Median Sales Price*	\$215,000	<b>\$275,000</b>	+ 27.9%	\$205,000	<b>\$255,000</b>	+ 24.4%
Average Sales Price*	\$219,442	<b>\$280,944</b>	+ 28.0%	\$206,884	<b>\$259,136</b>	+ 25.3%
Percent of List Price Received*	100.7%	<b>100.6%</b>	- 0.1%	99.7%	<b>100.9%</b>	+ 1.2%
Inventory of Homes for Sale	0	4	—	—	—	—
Months Supply of Inventory	—	0.5	—	—	—	—

Townhouse/Condo/Duplex	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% 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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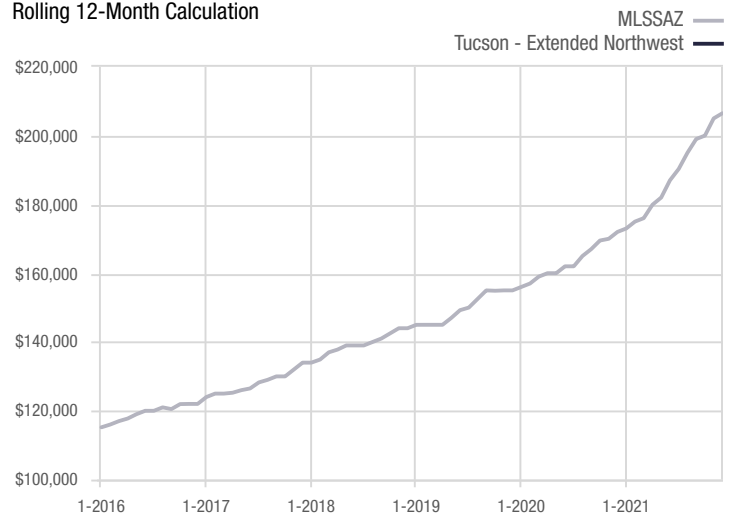
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

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## Tucson - Extended Southeast

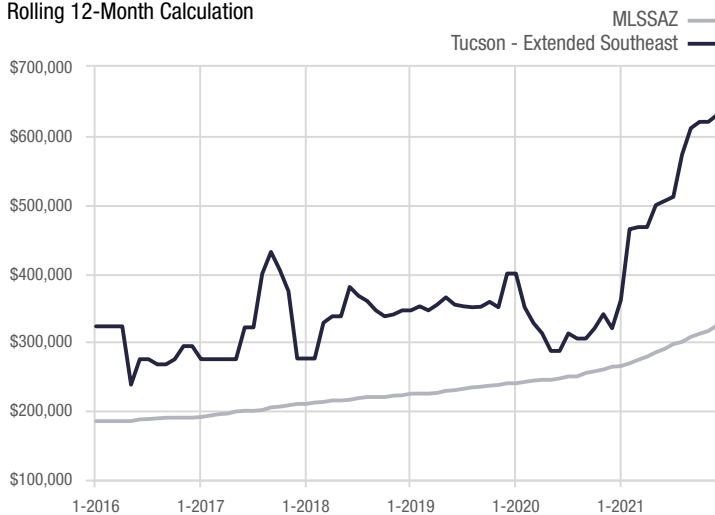
Single Family Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	1	2	+ 100.0%	17	13	- 23.5%
Pending Sales	2	1	- 50.0%	14	15	+ 7.1%
Closed Sales	1	1	0.0%	13	15	+ 15.4%
Days on Market Until Sale	7	3	- 57.1%	68	143	+ 110.3%
Median Sales Price*	\$470,000	\$650,000	+ 38.3%	\$320,000	\$630,000	+ 96.9%
Average Sales Price*	\$470,000	\$650,000	+ 38.3%	\$360,124	\$613,400	+ 70.3%
Percent of List Price Received*	97.9%	100.0%	+ 2.1%	95.0%	97.5%	+ 2.6%
Inventory of Homes for Sale	8	3	- 62.5%	—	—	—
Months Supply of Inventory	4.0	2.0	- 50.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% 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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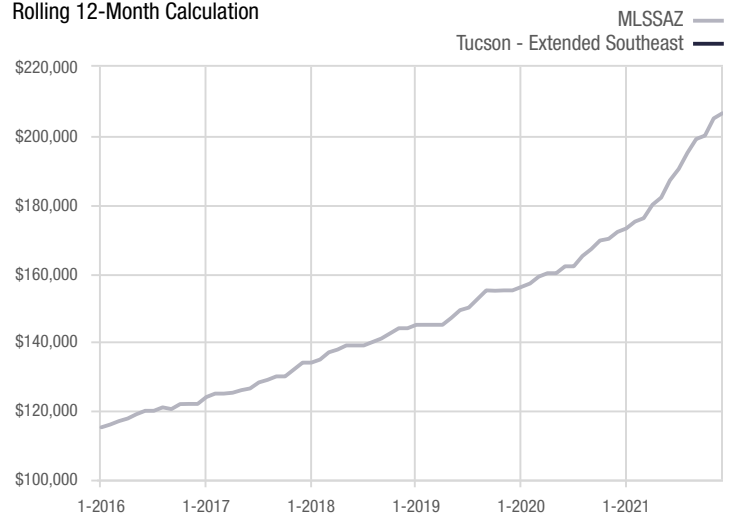
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

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## Tucson - Extended Southwest

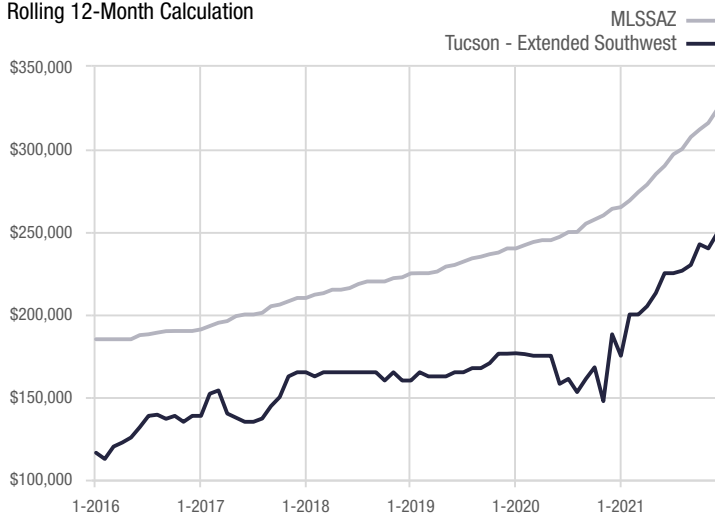
Single Family Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	2	1	- 50.0%	34	35	+ 2.9%
Pending Sales	2	3	+ 50.0%	26	33	+ 26.9%
Closed Sales	5	6	+ 20.0%	25	31	+ 24.0%
Days on Market Until Sale	14	28	+ 100.0%	38	34	- 10.5%
Median Sales Price*	\$245,500	<b>\$300,900</b>	+ 22.6%	\$188,000	<b>\$249,000</b>	+ 32.4%
Average Sales Price*	\$285,500	<b>\$298,800</b>	+ 4.7%	\$187,944	<b>\$258,876</b>	+ 37.7%
Percent of List Price Received*	97.3%	<b>97.7%</b>	+ 0.4%	97.4%	<b>98.4%</b>	+ 1.0%
Inventory of Homes for Sale	5	3	- 40.0%	—	—	—
Months Supply of Inventory	2.1	1.0	- 52.4%	—	—	—

Townhouse/Condo/Duplex Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% 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.

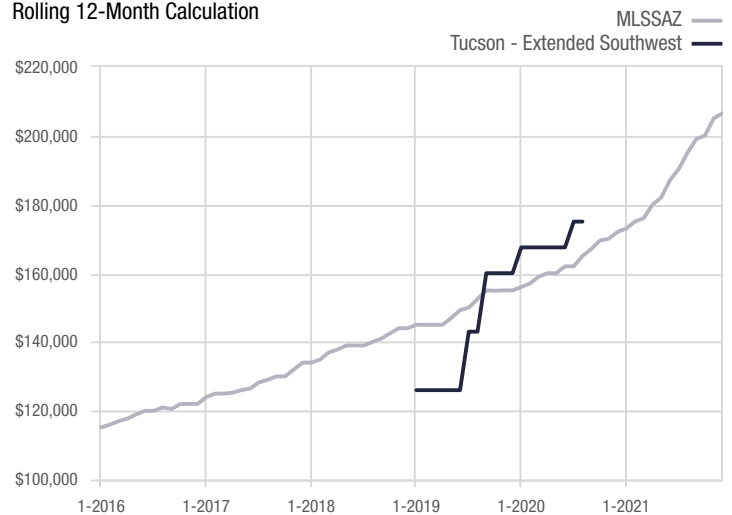
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

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## Tucson - Extended West

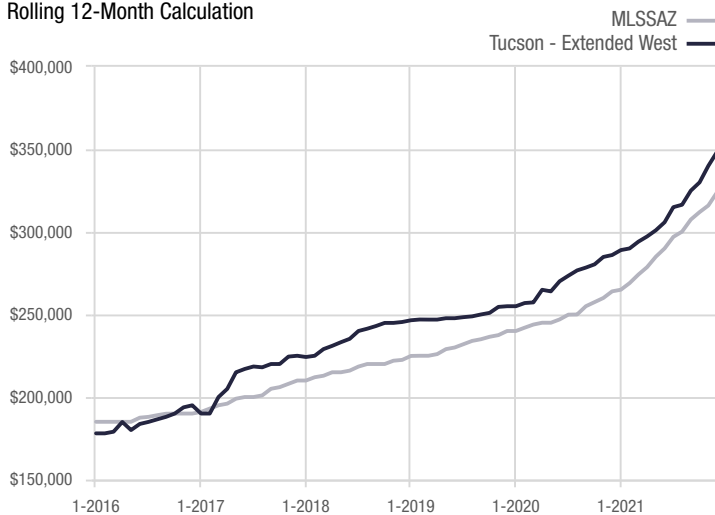
Single Family Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	26	38	+ 46.2%	518	631	+ 21.8%
Pending Sales	28	50	+ 78.6%	529	511	- 3.4%
Closed Sales	25	57	+ 128.0%	521	450	- 13.6%
Days on Market Until Sale	8	40	+ 400.0%	53	19	- 64.2%
Median Sales Price*	\$308,500	\$359,000	+ 16.4%	\$286,000	\$348,495	+ 21.9%
Average Sales Price*	\$310,658	\$368,591	+ 18.6%	\$291,499	\$351,553	+ 20.6%
Percent of List Price Received*	99.6%	99.5%	- 0.1%	99.2%	100.5%	+ 1.3%
Inventory of Homes for Sale	28	82	+ 192.9%	—	—	—
Months Supply of Inventory	0.6	1.9	+ 216.7%	—	—	—

Townhouse/Condo/Duplex Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% 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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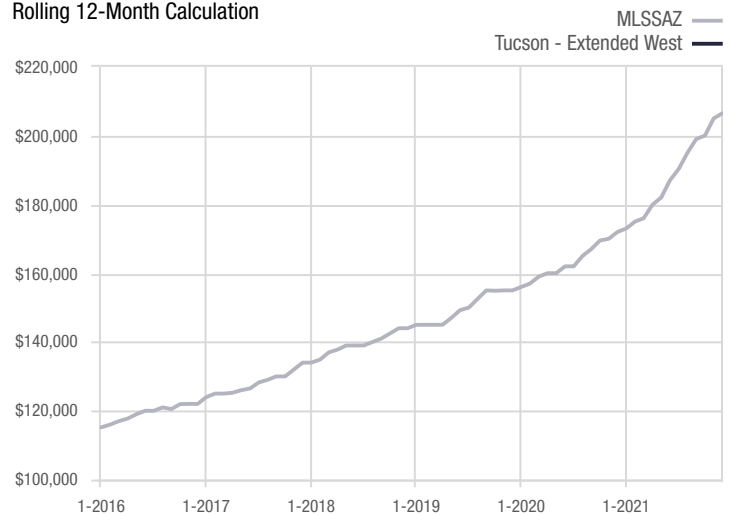
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

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## Tucson - Pima East

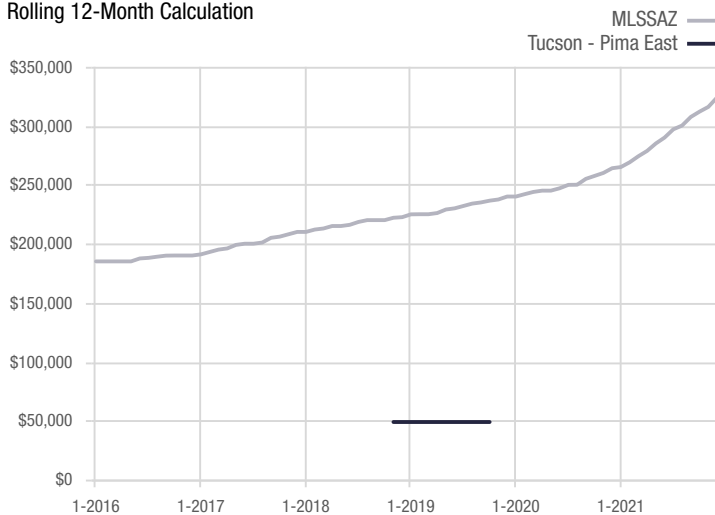
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% 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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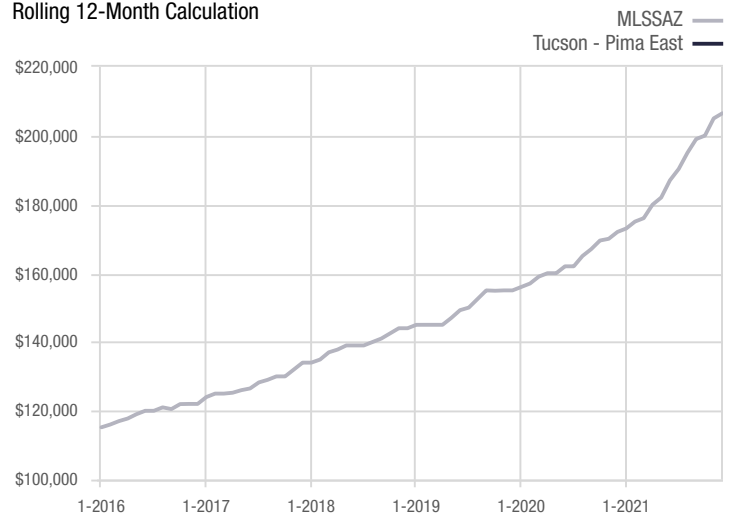
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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## Tucson - Pima Northwest

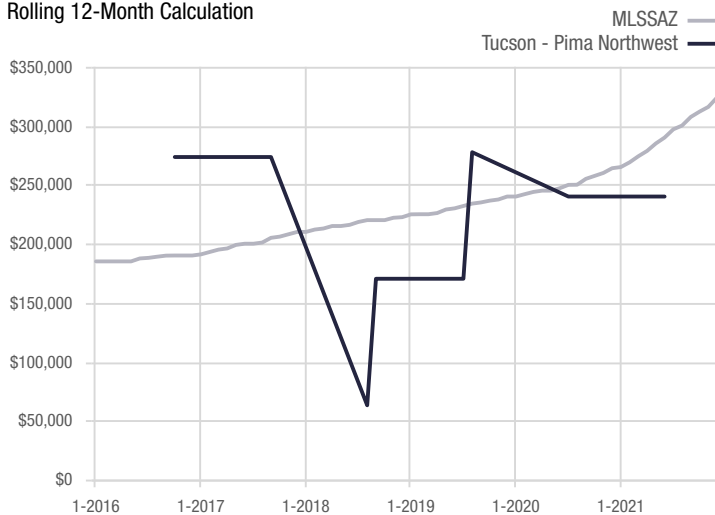
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
<b>Key Metrics</b>						
New Listings	1	0	- 100.0%	1	2	+ 100.0%
Pending Sales	0	0	0.0%	1	2	+ 100.0%
Closed Sales	0	0	0.0%	1	0	- 100.0%
Days on Market Until Sale	—	—	—	289	—	—
Median Sales Price*	—	—	—	\$240,000	—	—
Average Sales Price*	—	—	—	\$240,000	—	—
Percent of List Price Received*	—	—	—	86.0%	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

Townhouse/Condo/Duplex	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% 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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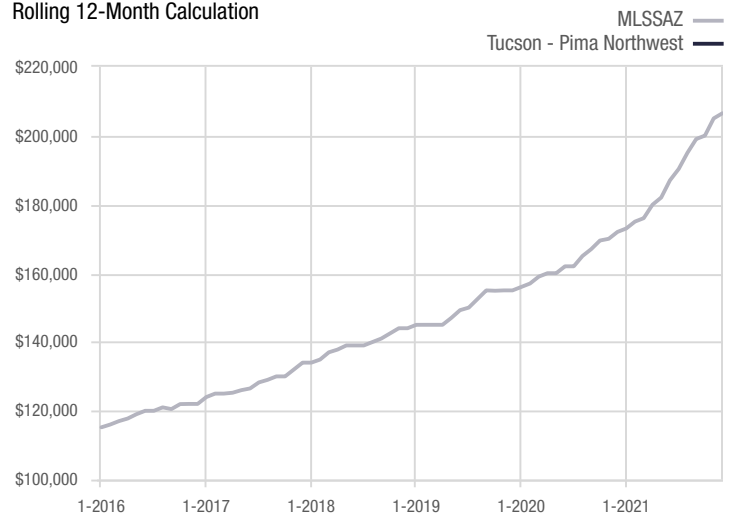
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

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## Tucson - Pima Southwest

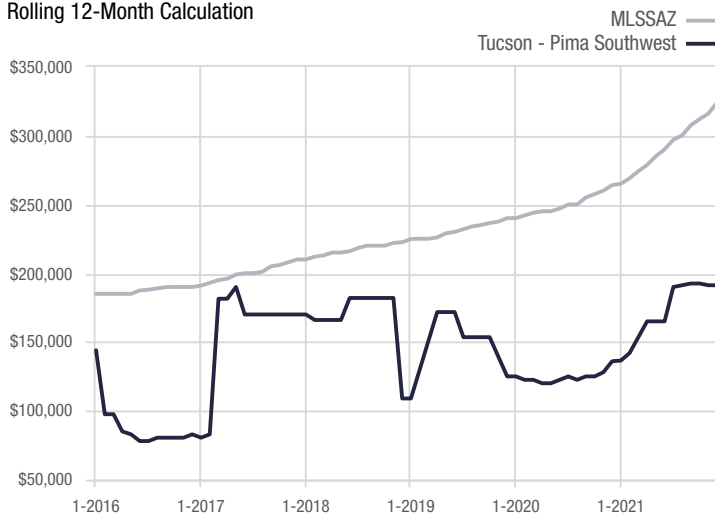
Single Family Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	2	1	- 50.0%	16	15	- 6.3%
Pending Sales	1	1	0.0%	11	11	0.0%
Closed Sales	2	2	0.0%	10	11	+ 10.0%
Days on Market Until Sale	12	15	+ 25.0%	99	150	+ 51.5%
Median Sales Price*	\$177,500	<b>\$320,000</b>	+ 80.3%	\$136,000	<b>\$191,250</b>	+ 40.6%
Average Sales Price*	\$177,500	<b>\$320,000</b>	+ 80.3%	\$170,050	<b>\$241,500</b>	+ 42.0%
Percent of List Price Received*	91.4%	<b>102.0%</b>	+ 11.6%	92.7%	<b>91.3%</b>	- 1.5%
Inventory of Homes for Sale	8	10	+ 25.0%	—	—	—
Months Supply of Inventory	6.5	7.3	+ 12.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% 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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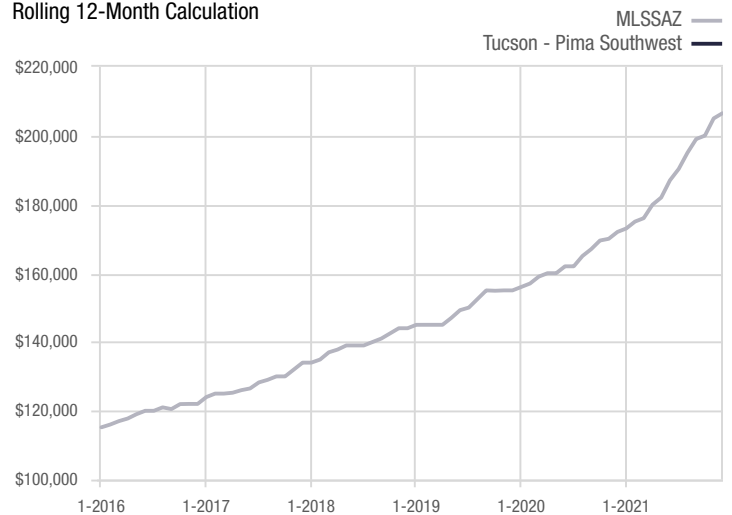
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – December 2021

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## Tucson - Benson / St. David

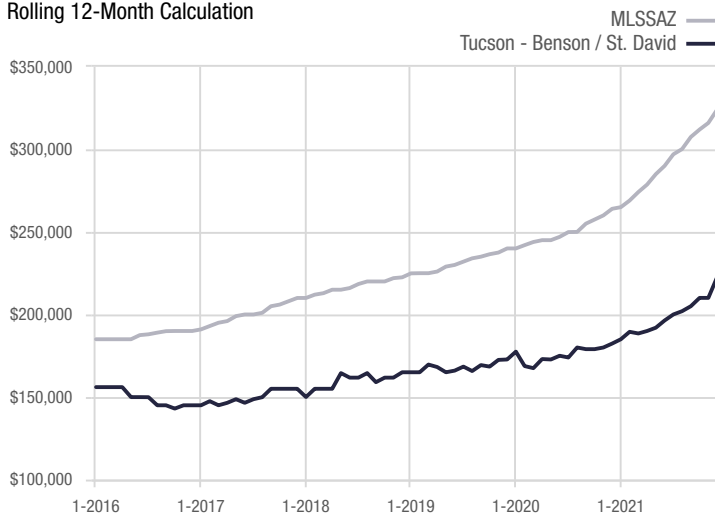
Single Family Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	8	11	+ 37.5%	146	196	+ 34.2%
Pending Sales	12	9	- 25.0%	123	147	+ 19.5%
Closed Sales	17	11	- 35.3%	114	149	+ 30.7%
Days on Market Until Sale	64	29	- 54.7%	51	39	- 23.5%
Median Sales Price*	\$210,000	<b>\$325,000</b>	+ 54.8%	\$182,375	<b>\$222,500</b>	+ 22.0%
Average Sales Price*	\$216,509	<b>\$432,409</b>	+ 99.7%	\$202,418	<b>\$260,407</b>	+ 28.6%
Percent of List Price Received*	97.7%	<b>97.2%</b>	- 0.5%	97.4%	<b>98.0%</b>	+ 0.6%
Inventory of Homes for Sale	28	30	+ 7.1%	—	—	—
Months Supply of Inventory	2.7	2.4	- 11.1%	—	—	—

Townhouse/Condo/Duplex Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% 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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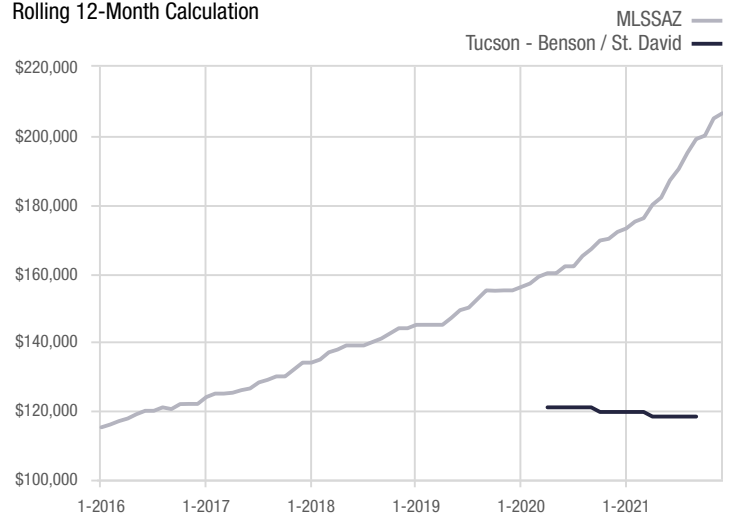
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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