

# Monthly Indicators



## July 2020

Healthy buyer demand and constrained supply continue to be the story for much of the country. Nationally, showing activity in July remained substantially higher than a year before and multiple offer situations are a frequent experience in many markets. With the inventory of homes for sale still constrained, a competitive market for buyers shows little sign of waning.

New Listings decreased 5.9 percent for Single Family but increased 17.3 percent for Townhouse/Condo. Pending Sales increased 6.5 percent for Single Family and 29.9 percent for Townhouse/Condo. Inventory decreased 48.1 percent for Single Family and 19.6 percent for Townhouse/Condo.

Median Sales Price increased 8.5 percent to \$271,250 for Single Family but decreased 4.2 percent to \$158,000 for Townhouse/Condo. Days on Market decreased 10.5 percent for Single Family but increased 3.6 percent for Townhouse/Condo. Months Supply of Inventory decreased 50.0 percent for Single Family and 15.4 percent for Townhouse/Condo.

While the number of unemployment insurance weekly initial claims have been far lower in recent weeks than their peak in March and April, more than 1 million new claims are still being filed each week and more 31 million were claiming benefits in all programs as of early July, compared to fewer than 2 million in July 2019. Despite this significant economic impact, home buyers remain extremely resilient. With mortgage rates remaining near record-low levels and home purchase mortgage applications up from a year ago, high buyer activity is expected to continue into the late summer and early fall market.

## Quick Facts

**+ 3.5%**

Change in  
**Closed Sales**  
All Properties

**+ 8.2%**

Change in  
**Median Sales Price**  
All Properties

**- 45.6%**

Change in  
**Homes for Sale**  
All Properties

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

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# Single Family Market Overview

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



Key Metrics	Historical Sparkbars	7-2019	7-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		1,432	<b>1,348</b>	- 5.9%	10,768	<b>9,678</b>	- 10.1%
<b>Pending Sales</b>		1,270	<b>1,353</b>	+ 6.5%	8,797	<b>8,807</b>	+ 0.1%
<b>Closed Sales</b>		1,330	<b>1,368</b>	+ 2.9%	8,227	<b>7,999</b>	- 2.8%
<b>Days on Market Until Sale</b>		38	<b>34</b>	- 10.5%	43	<b>36</b>	- 16.3%
<b>Median Sales Price</b>		\$250,000	<b>\$271,250</b>	+ 8.5%	\$243,000	<b>\$257,700</b>	+ 6.0%
<b>Average Sales Price</b>		\$299,930	<b>\$331,729</b>	+ 10.6%	\$291,818	<b>\$311,452</b>	+ 6.7%
<b>Percent of List Price Received</b>		98.6%	<b>99.3%</b>	+ 0.7%	98.4%	<b>98.8%</b>	+ 0.4%
<b>Housing Affordability Index</b>		119	<b>118</b>	- 0.8%	122	<b>125</b>	+ 2.5%
<b>Inventory of Homes for Sale</b>		2,507	<b>1,301</b>	- 48.1%	—	—	—
<b>Months Supply of Inventory</b>		2.2	<b>1.1</b>	- 50.0%	—	—	—

# 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.



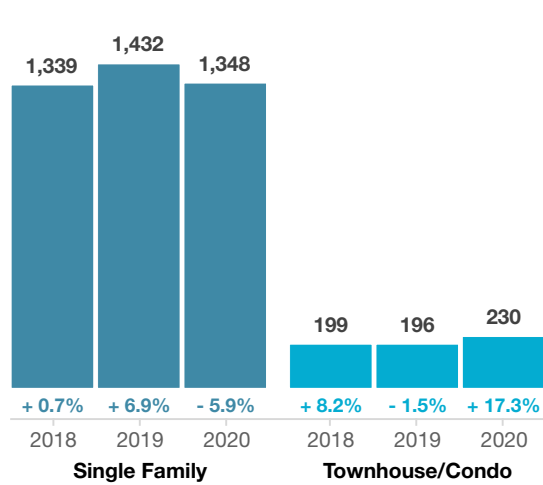
Key Metrics	Historical Sparkbars	7-2019	7-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		196	<b>230</b>	+ 17.3%	1,580	<b>1,557</b>	- 1.5%
<b>Pending Sales</b>		187	<b>243</b>	+ 29.9%	1,418	<b>1,361</b>	- 4.0%
<b>Closed Sales</b>		197	<b>213</b>	+ 8.1%	1,336	<b>1,218</b>	- 8.8%
<b>Days on Market Until Sale</b>		28	<b>29</b>	+ 3.6%	31	<b>28</b>	- 9.7%
<b>Median Sales Price</b>		\$165,000	<b>\$158,000</b>	- 4.2%	\$157,250	<b>\$165,000</b>	+ 4.9%
<b>Average Sales Price</b>		\$176,010	<b>\$176,219</b>	+ 0.1%	\$172,947	<b>\$187,468</b>	+ 8.4%
<b>Percent of List Price Received</b>		98.3%	<b>98.5%</b>	+ 0.2%	98.1%	<b>98.3%</b>	+ 0.2%
<b>Housing Affordability Index</b>		180	<b>203</b>	+ 12.8%	189	<b>194</b>	+ 2.6%
<b>Inventory of Homes for Sale</b>		245	<b>197</b>	- 19.6%	—	—	—
<b>Months Supply of Inventory</b>		1.3	<b>1.1</b>	- 15.4%	—	—	—

# New Listings

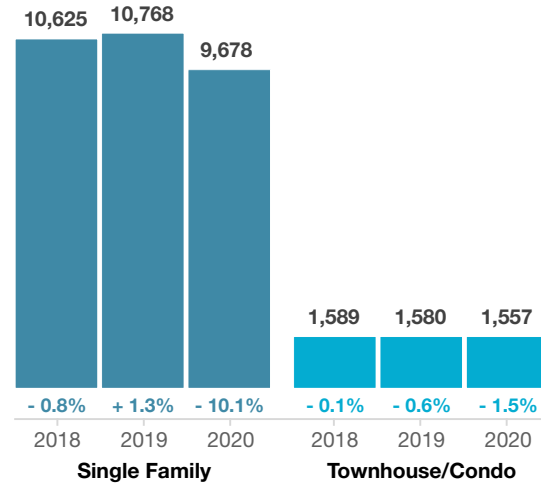
A count of the properties that have been newly listed on the market in a given month.



## July

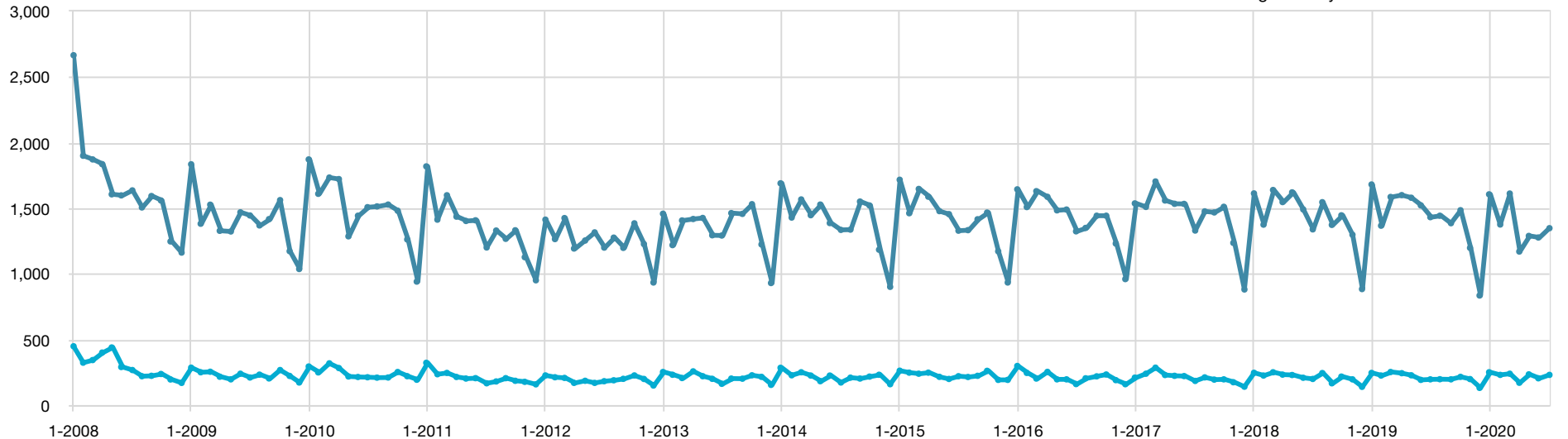


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2019	1,443	-6.7%	197	-19.3%
9-2019	1,386	+0.9%	196	+18.1%
10-2019	1,485	+2.7%	215	-0.9%
11-2019	1,198	-7.7%	198	+1.0%
12-2019	835	-5.5%	131	-5.8%
1-2020	1,606	-4.5%	250	+2.0%
2-2020	1,376	+0.7%	230	+2.2%
3-2020	1,612	+1.6%	239	-5.2%
4-2020	1,170	-26.9%	170	-30.0%
5-2020	1,289	-18.4%	234	+3.1%
6-2020	1,277	-16.1%	204	+6.3%
<b>7-2020</b>	<b>1,348</b>	<b>-5.9%</b>	<b>230</b>	<b>+17.3%</b>
12-Month Avg	1,335	-7.5%	208	-1.9%

## Historical New Listings by Month

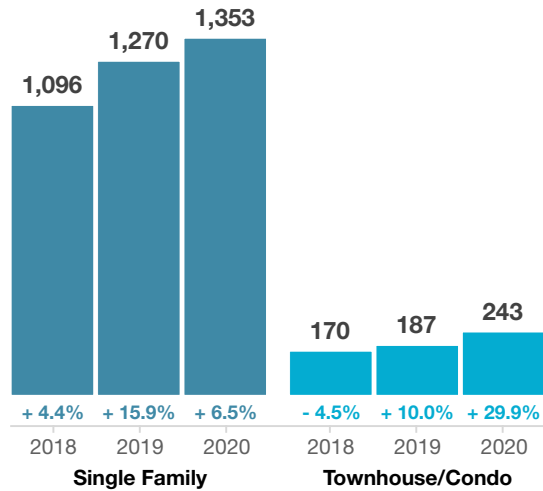


# Pending Sales

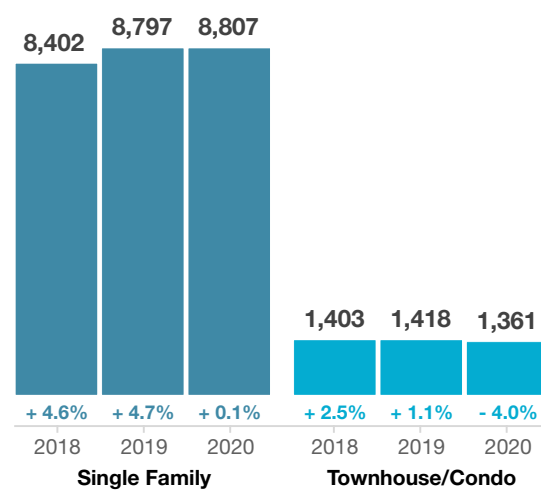
A count of the properties on which offers have been accepted in a given month.



## July

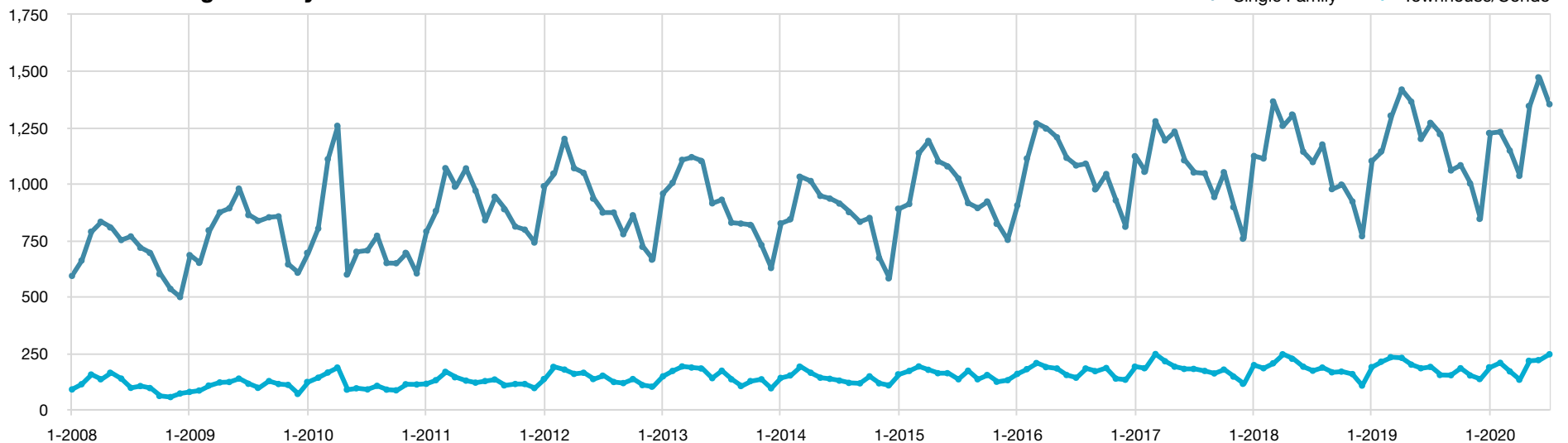


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2019	1,220	+ 3.9%	151	- 17.9%
9-2019	1,059	+ 8.5%	150	- 8.0%
10-2019	1,082	+ 8.6%	181	+ 9.0%
11-2019	1,001	+ 8.7%	149	- 3.9%
12-2019	844	+ 10.0%	133	+ 27.9%
1-2020	1,225	+ 11.3%	185	- 0.5%
2-2020	1,230	+ 7.6%	205	- 2.4%
3-2020	1,147	- 11.9%	167	- 27.4%
4-2020	1,035	- 27.0%	130	- 42.7%
5-2020	1,345	- 1.4%	214	+ 8.6%
6-2020	1,472	+ 22.8%	217	+ 19.9%
<b>7-2020</b>	<b>1,353</b>	<b>+ 6.5%</b>	<b>243</b>	<b>+ 29.9%</b>
12-Month Avg	1,168	+ 2.8%	177	- 3.3%

## Historical Pending Sales by Month

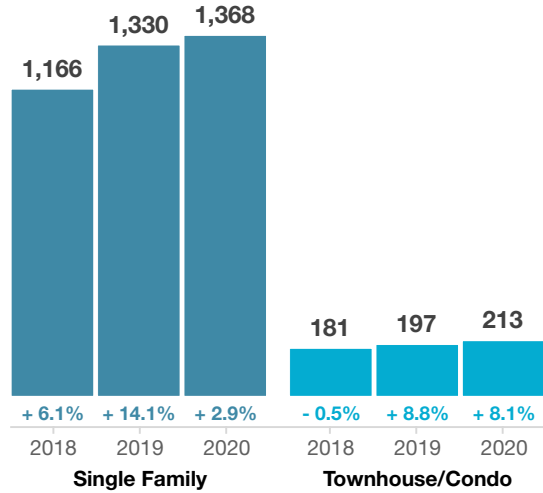


# Closed Sales

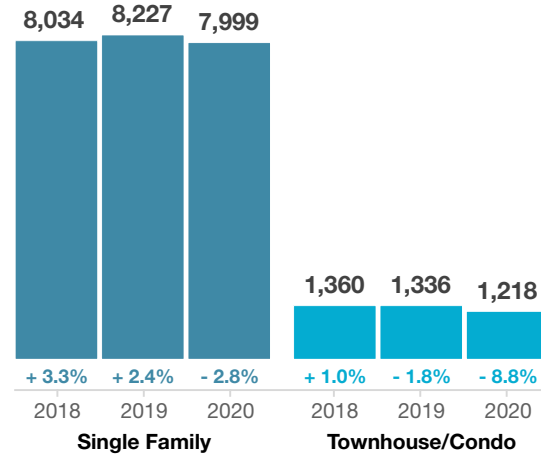
A count of the actual sales that closed in a given month.



## July

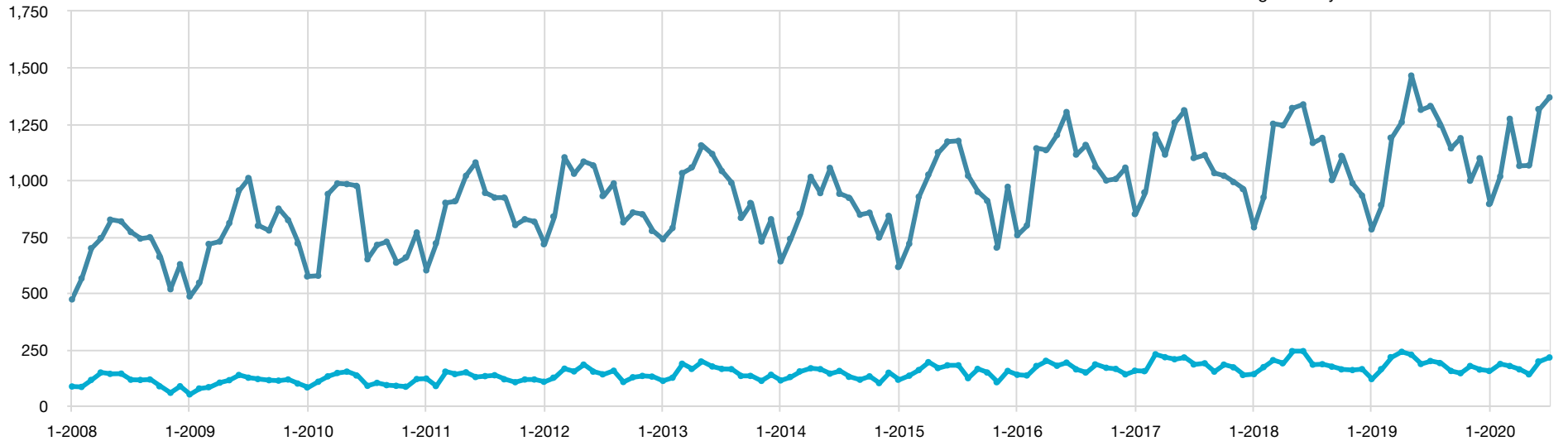


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2019	1,246	+ 4.9%	188	+ 2.7%
9-2019	1,142	+ 14.1%	153	- 11.0%
10-2019	1,187	+ 7.1%	143	- 10.6%
11-2019	998	+ 1.1%	175	+ 11.5%
12-2019	1,098	+ 17.8%	159	- 1.2%
1-2020	895	+ 14.5%	153	+ 30.8%
2-2020	1,017	+ 14.3%	184	+ 14.3%
3-2020	1,273	+ 7.1%	175	- 18.2%
4-2020	1,064	- 15.4%	160	- 32.8%
5-2020	1,066	- 27.2%	138	- 38.7%
6-2020	1,316	+ 0.2%	195	+ 6.0%
<b>7-2020</b>	<b>1,368</b>	<b>+ 2.9%</b>	<b>213</b>	<b>+ 8.1%</b>
12-Month Avg	1,139	+ 1.7%	170	- 6.1%

## Historical Closed Sales by Month

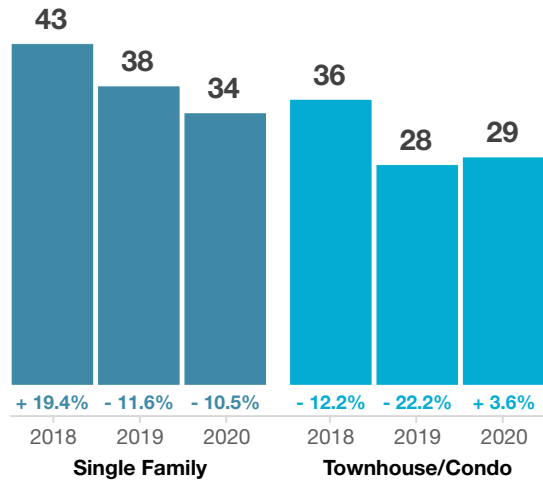


# Days on Market Until Sale

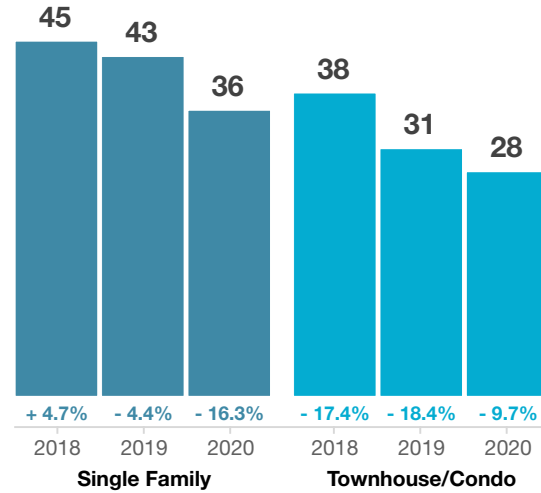
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July



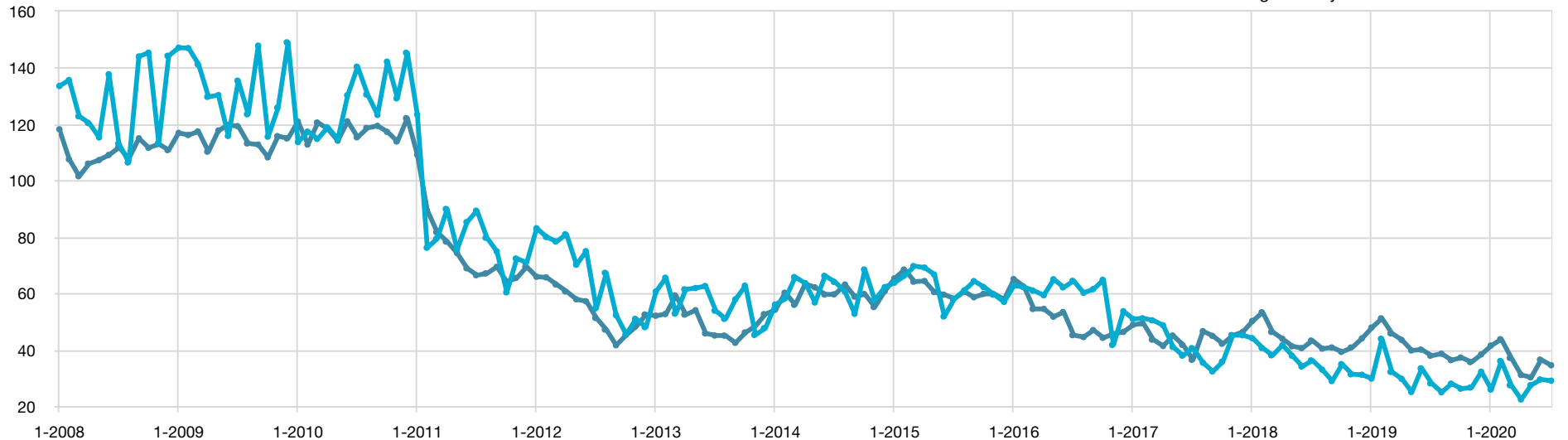
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2019	39	-2.5%	25	-24.2%
9-2019	36	-12.2%	28	-3.4%
10-2019	37	-5.1%	26	-25.7%
11-2019	36	-12.2%	27	-12.9%
12-2019	38	-13.6%	32	+3.2%
1-2020	41	-14.6%	26	-13.3%
2-2020	44	-13.7%	36	-18.2%
3-2020	37	-19.6%	27	-15.6%
4-2020	31	-27.9%	22	-26.7%
5-2020	30	-25.0%	27	+8.0%
6-2020	36	-10.0%	29	-12.1%
<b>7-2020</b>	<b>34</b>	<b>-10.5%</b>	<b>29</b>	<b>+3.6%</b>
12-Month Avg*	37	-13.2%	28	-10.9%

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

## Historical Days on Market Until Sale by Month

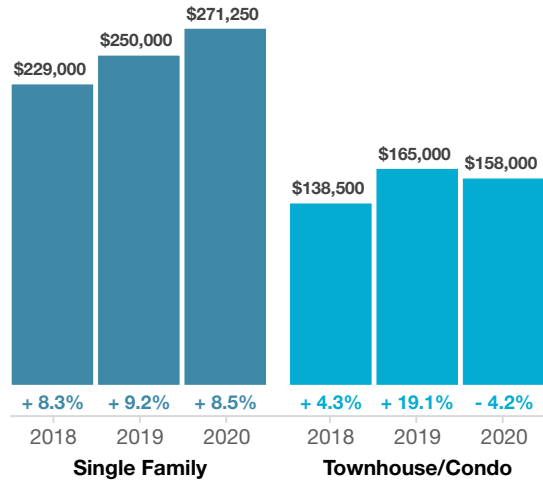


# Median Sales Price

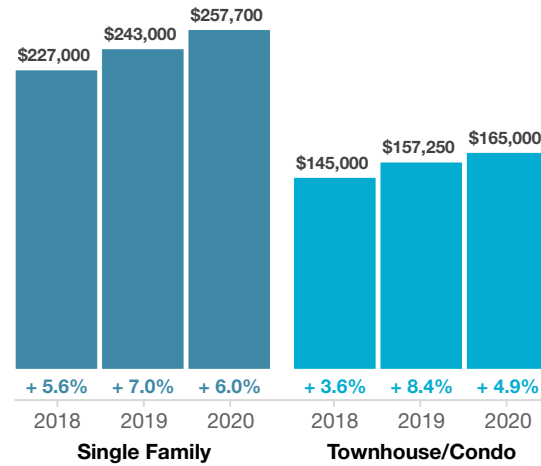
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



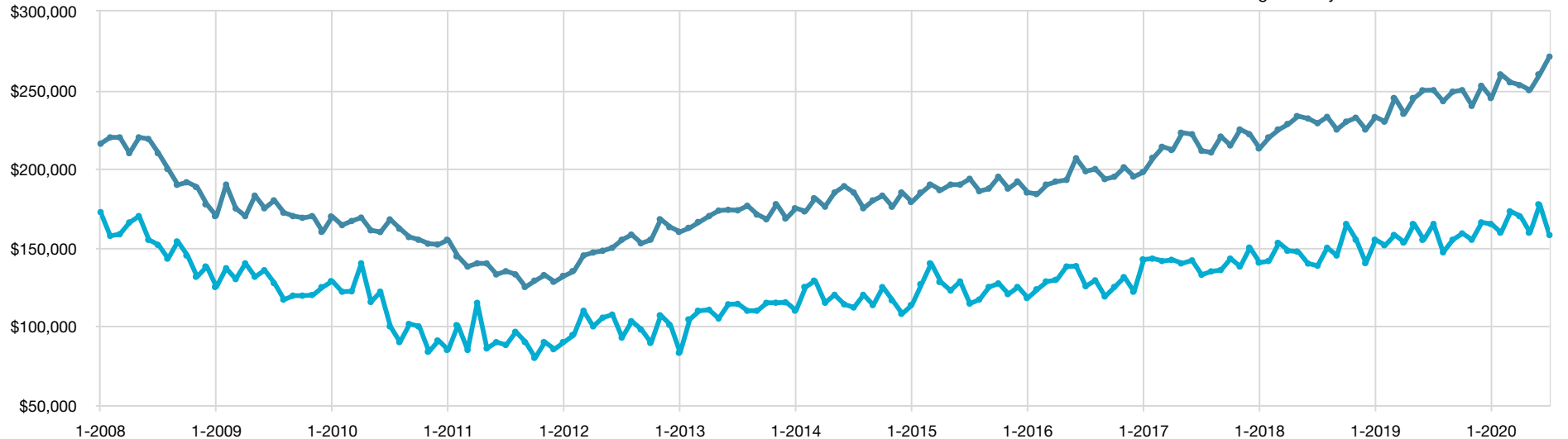
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2019	\$243,000	+ 4.3%	\$147,000	- 1.9%
9-2019	\$249,000	+ 10.7%	\$155,000	+ 6.9%
10-2019	\$250,000	+ 8.7%	\$159,000	- 3.6%
11-2019	\$240,000	+ 3.2%	\$155,000	0.0%
12-2019	\$252,750	+ 12.3%	\$166,000	+ 18.4%
1-2020	\$245,000	+ 5.2%	\$165,000	+ 6.5%
2-2020	\$260,000	+ 13.0%	\$159,500	+ 5.3%
3-2020	\$255,000	+ 4.1%	\$173,000	+ 9.5%
4-2020	\$253,200	+ 7.7%	\$170,000	+ 10.9%
5-2020	\$250,000	+ 2.0%	\$159,500	- 3.3%
6-2020	\$260,000	+ 4.0%	\$177,500	+ 14.6%
<b>7-2020</b>	<b>\$271,250</b>	<b>+ 8.5%</b>	<b>\$158,000</b>	<b>- 4.2%</b>
12-Month Avg*	\$252,500	+ 6.5%	\$160,000	+ 3.2%

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

## Historical Median Sales Price by Month



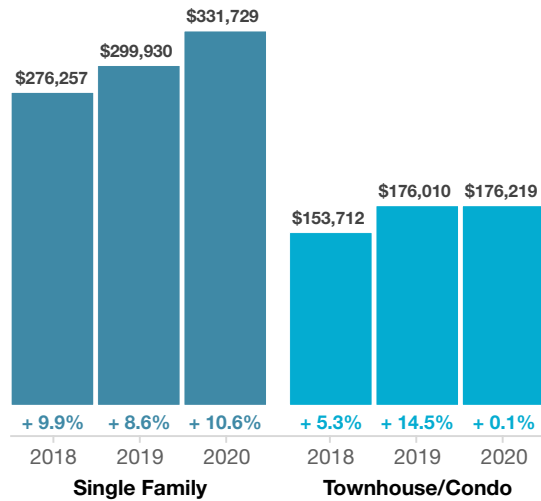


# Average Sales Price

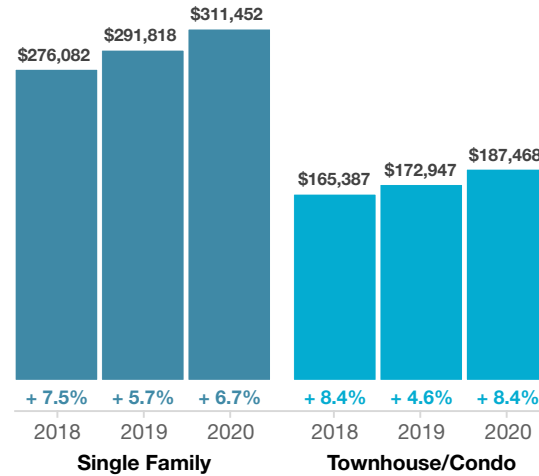
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



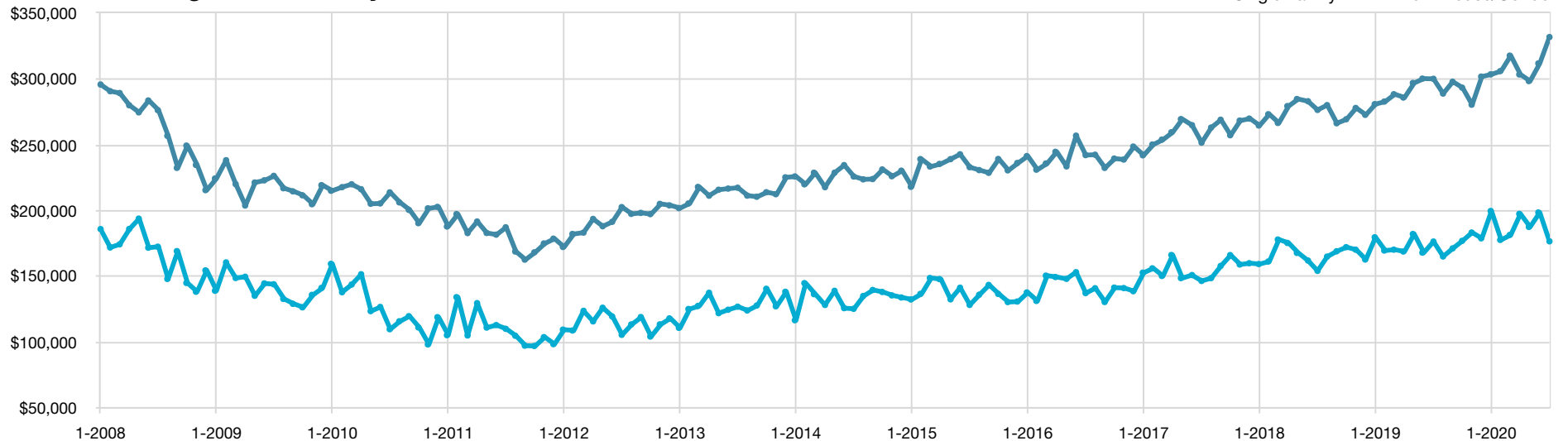
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2019	\$288,693	+ 3.1%	\$164,660	+ 0.1%
9-2019	\$297,721	+ 11.9%	\$170,803	+ 1.3%
10-2019	\$293,239	+ 9.0%	\$176,550	+ 2.8%
11-2019	\$280,232	+ 0.9%	\$182,890	+ 7.7%
12-2019	\$301,623	+ 10.7%	\$178,484	+ 9.9%
1-2020	\$303,351	+ 8.1%	\$199,285	+ 11.2%
2-2020	\$305,810	+ 8.2%	\$177,275	+ 4.8%
3-2020	\$317,600	+ 10.2%	\$181,065	+ 6.6%
4-2020	\$303,247	+ 6.2%	\$197,093	+ 17.0%
5-2020	\$298,220	+ 0.5%	\$187,169	+ 3.0%
6-2020	\$311,676	+ 3.9%	\$198,160	+ 18.2%
<b>7-2020</b>	<b>\$331,729</b>	<b>+ 10.6%</b>	<b>\$176,219</b>	<b>+ 0.1%</b>
12-Month Avg*	\$303,577	+ 6.7%	\$182,247	+ 6.7%

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

## Historical Average Sales Price by Month

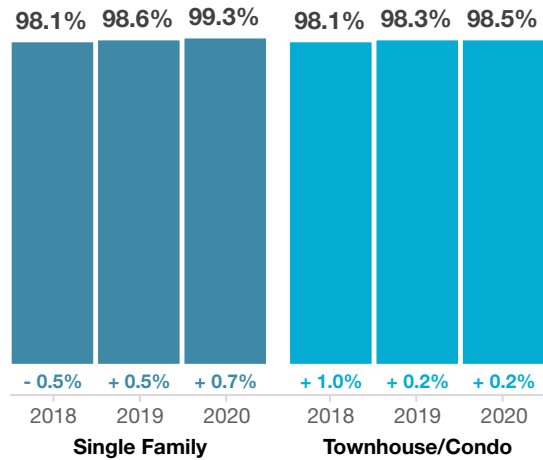


# Percent of List Price Received

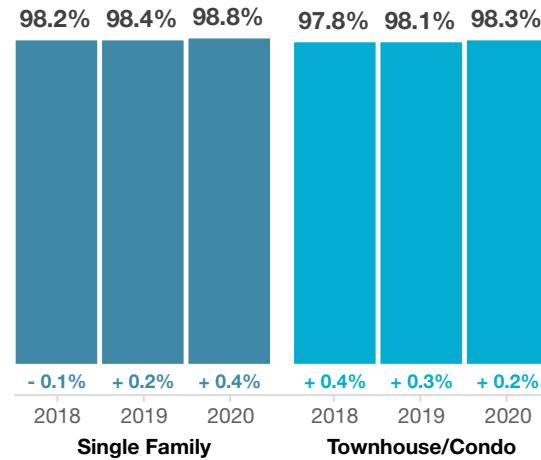
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## July



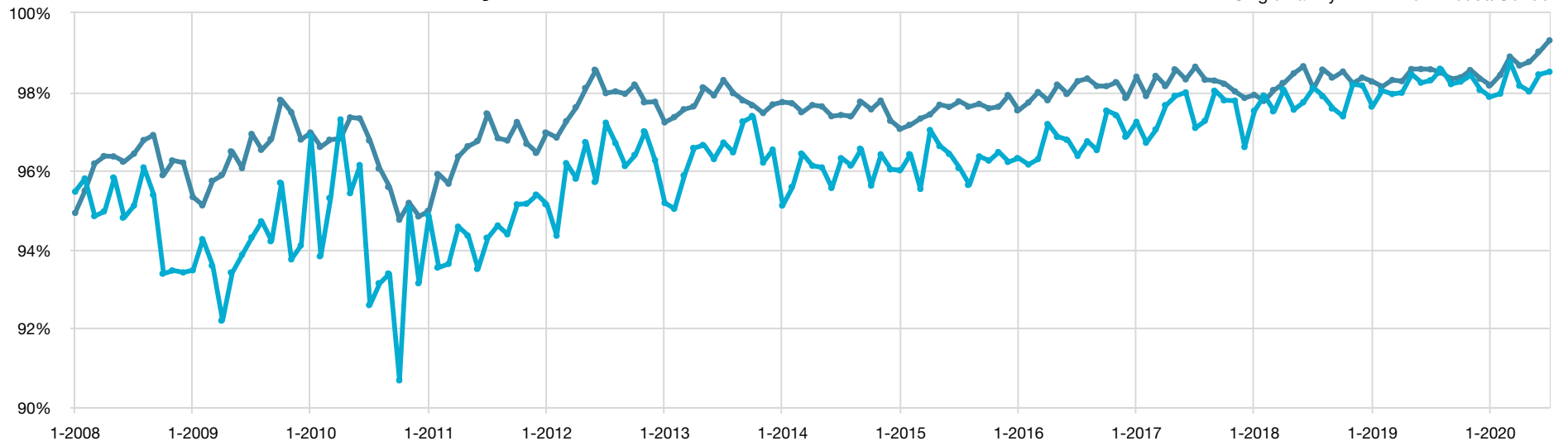
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2019	98.5%	- 0.1%	98.6%	+ 0.7%
9-2019	98.3%	- 0.1%	98.2%	+ 0.6%
10-2019	98.4%	- 0.1%	98.3%	+ 0.9%
11-2019	98.6%	+ 0.4%	98.4%	+ 0.2%
12-2019	98.3%	- 0.1%	98.1%	- 0.1%
1-2020	98.2%	- 0.1%	97.9%	+ 0.3%
2-2020	98.4%	+ 0.3%	98.0%	0.0%
3-2020	98.9%	+ 0.6%	98.8%	+ 0.9%
4-2020	98.7%	+ 0.4%	98.2%	+ 0.2%
5-2020	98.8%	+ 0.2%	98.0%	- 0.4%
6-2020	99.0%	+ 0.4%	98.4%	+ 0.2%
<b>7-2020</b>	<b>99.3%</b>	<b>+ 0.7%</b>	<b>98.5%</b>	<b>+ 0.2%</b>
12-Month Avg*	98.6%	+ 0.2%	98.3%	+ 0.3%

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

## Historical Percent of List Price Received by Month



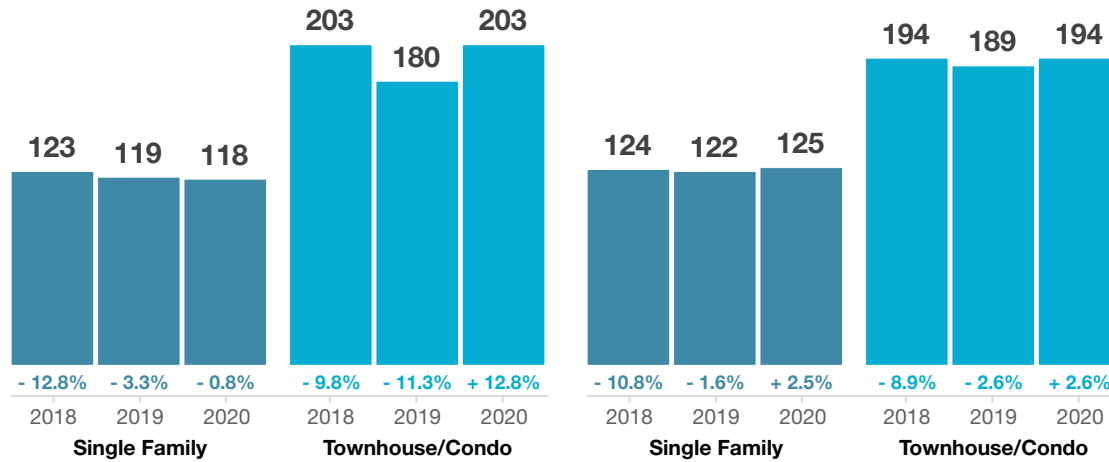
# Housing Affordability Index

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



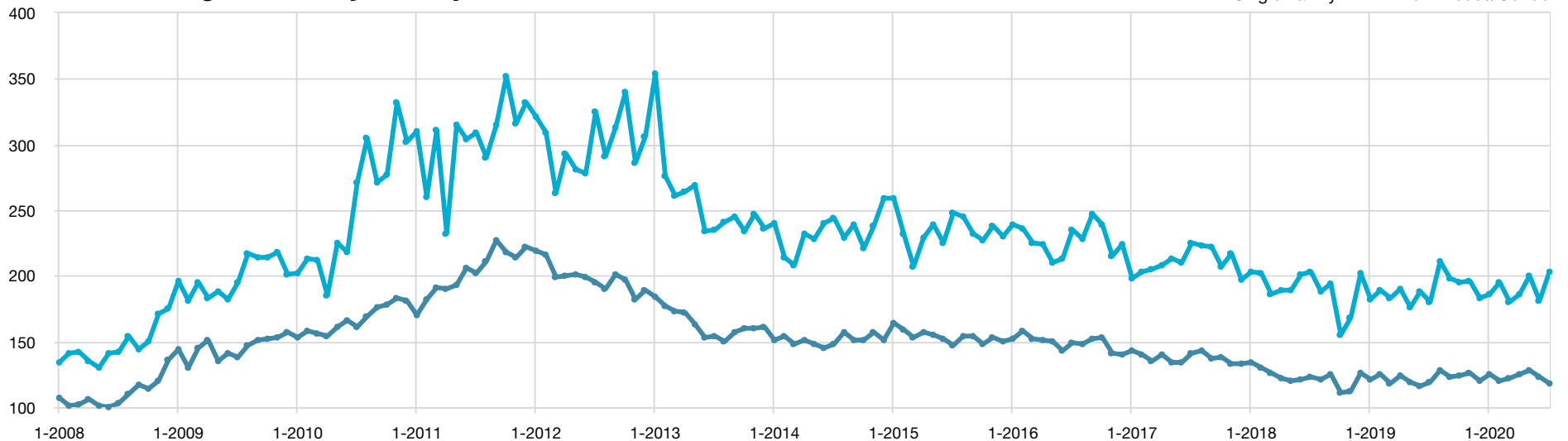
## July

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2019	128	+ 5.8%	211	+ 12.2%
9-2019	123	- 1.6%	198	+ 2.1%
10-2019	124	+ 11.7%	195	+ 25.8%
11-2019	126	+ 12.5%	196	+ 16.7%
12-2019	120	- 4.8%	183	- 9.4%
1-2020	125	+ 3.3%	186	+ 2.2%
2-2020	120	- 4.0%	195	+ 3.2%
3-2020	122	+ 3.4%	180	- 1.6%
4-2020	125	+ 0.8%	186	- 2.1%
5-2020	128	+ 7.6%	200	+ 13.6%
6-2020	123	+ 6.0%	181	- 3.7%
<b>7-2020</b>	<b>118</b>	<b>- 0.8%</b>	<b>203</b>	<b>+ 12.8%</b>
12-Month Avg	124	+ 3.3%	193	+ 5.5%

## Historical Housing Affordability Index by Month

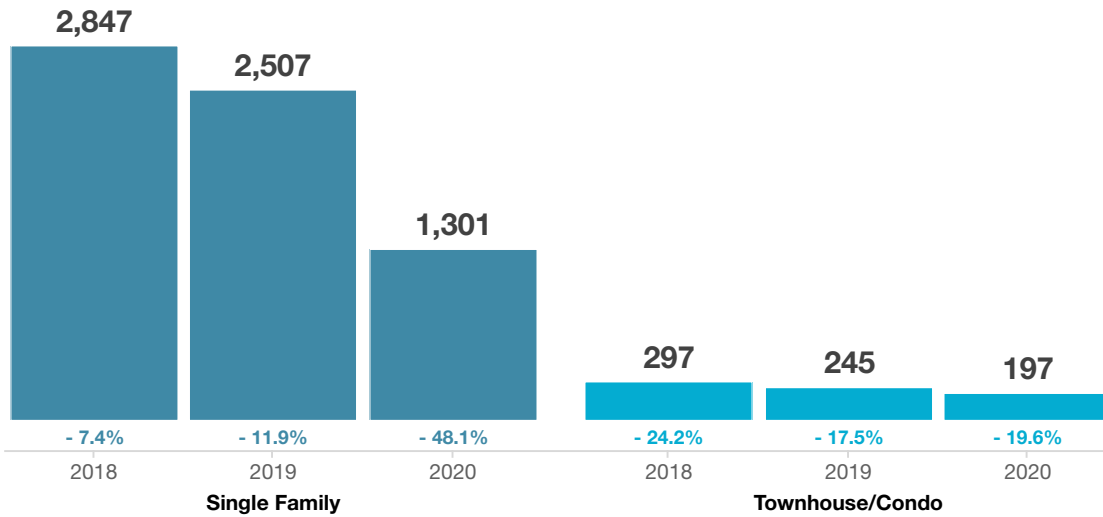


# Inventory of Homes for Sale

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

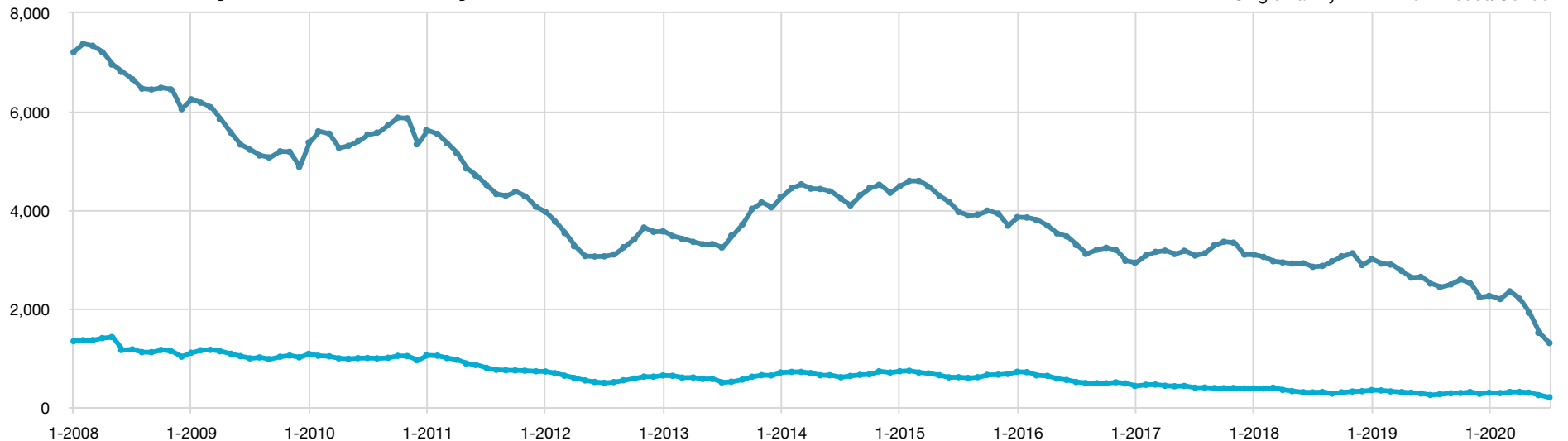


## July



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2019	2,437	- 15.0%	261	- 14.4%
9-2019	2,490	- 15.9%	279	+ 2.2%
10-2019	2,590	- 15.4%	285	- 4.4%
11-2019	2,513	- 19.5%	305	- 3.5%
12-2019	2,232	- 22.6%	268	- 16.8%
1-2020	2,257	- 24.9%	289	- 15.7%
2-2020	2,193	- 24.7%	283	- 16.0%
3-2020	2,349	- 18.8%	306	- 3.5%
4-2020	2,201	- 20.4%	307	+ 1.3%
5-2020	1,915	- 27.2%	292	+ 0.3%
6-2020	1,507	- 43.0%	242	- 12.0%
<b>7-2020</b>	<b>1,301</b>	<b>- 48.1%</b>	<b>197</b>	<b>- 19.6%</b>
12-Month Avg	2,165	- 24.1%	276	- 8.6%

## Historical Inventory of Homes for Sale by Month

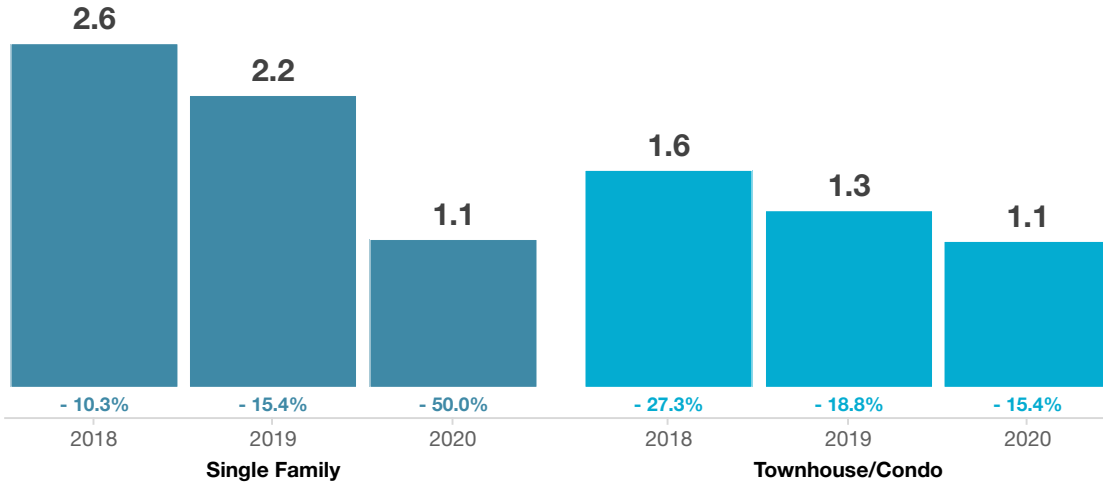


# Months Supply of Inventory

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.



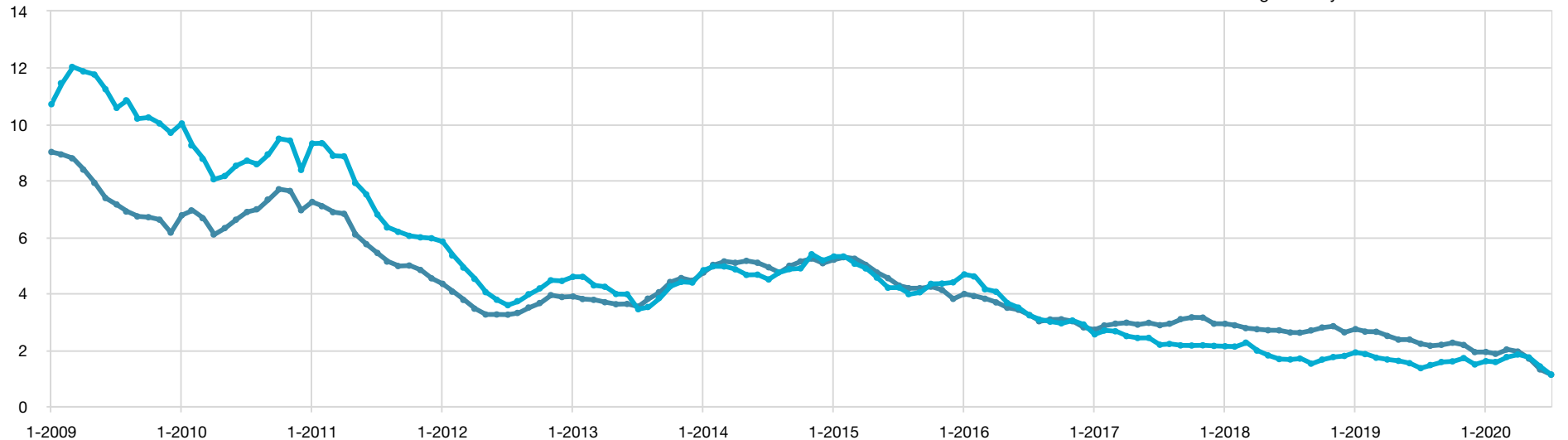
## July



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
8-2019	2.1	-19.2%	1.5	-11.8%
9-2019	2.2	-18.5%	1.6	+6.7%
10-2019	2.2	-21.4%	1.6	0.0%
11-2019	2.2	-21.4%	1.7	0.0%
12-2019	1.9	-26.9%	1.5	-16.7%
1-2020	1.9	-29.6%	1.6	-15.8%
2-2020	1.9	-26.9%	1.6	-11.1%
3-2020	2.0	-23.1%	1.7	0.0%
4-2020	1.9	-24.0%	1.8	+12.5%
5-2020	1.7	-29.2%	1.7	+6.3%
6-2020	1.3	-45.8%	1.4	-6.7%
<b>7-2020</b>	<b>1.1</b>	<b>-50.0%</b>	<b>1.1</b>	<b>-15.4%</b>
12-Month Avg*	1.9	-27.4%	1.6	-5.9%

\* Months Supply for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Residential Properties Market Overview

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



Key Metrics	Historical Sparkbars	7-2019	7-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		1,628	<b>1,578</b>	- 3.1%	12,348	<b>11,235</b>	- 9.0%
<b>Pending Sales</b>		1,457	<b>1,596</b>	+ 9.5%	10,215	<b>10,168</b>	- 0.5%
<b>Closed Sales</b>		1,527	<b>1,581</b>	+ 3.5%	9,563	<b>9,217</b>	- 3.6%
<b>Days on Market Until Sale</b>		37	<b>34</b>	- 8.1%	41	<b>35</b>	- 14.6%
<b>Median Sales Price</b>		\$238,000	<b>\$257,500</b>	+ 8.2%	\$230,000	<b>\$247,000</b>	+ 7.4%
<b>Average Sales Price</b>		\$283,943	<b>\$310,751</b>	+ 9.4%	\$275,211	<b>\$295,057</b>	+ 7.2%
<b>Percent of List Price Received</b>		98.5%	<b>99.2%</b>	+ 0.7%	98.4%	<b>98.7%</b>	+ 0.3%
<b>Housing Affordability Index</b>		125	<b>125</b>	0.0%	129	<b>130</b>	+ 0.8%
<b>Inventory of Homes for Sale</b>		2,752	<b>1,498</b>	- 45.6%	—	—	—
<b>Months Supply of Inventory</b>		2.1	<b>1.1</b>	- 47.6%	—	—	—

# Local Market Update – July 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Central

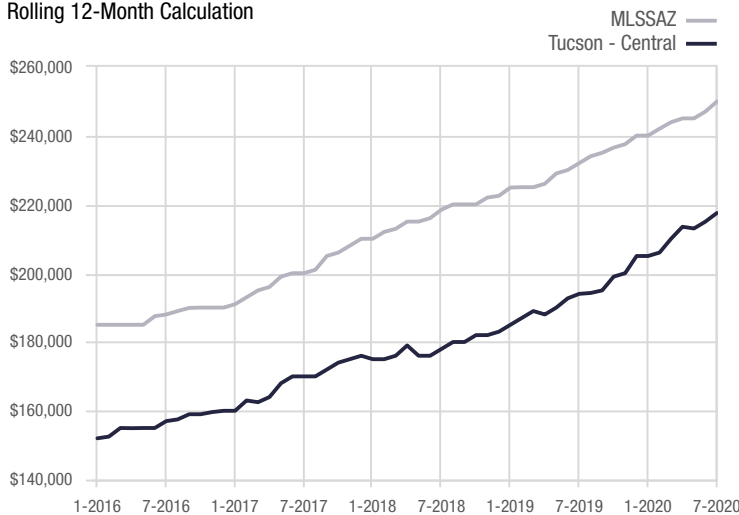
Single Family	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	194	215	+ 10.8%	1,644	1,522	- 7.4%
Pending Sales	165	179	+ 8.5%	1,251	1,284	+ 2.6%
Closed Sales	193	226	+ 17.1%	1,188	1,189	+ 0.1%
Days on Market Until Sale	27	29	+ 7.4%	32	31	- 3.1%
Median Sales Price*	\$217,100	\$239,450	+ 10.3%	\$200,000	\$222,250	+ 11.1%
Average Sales Price*	\$253,715	\$269,341	+ 6.2%	\$231,237	\$253,532	+ 9.6%
Percent of List Price Received*	98.2%	99.7%	+ 1.5%	98.1%	98.8%	+ 0.7%
Inventory of Homes for Sale	353	231	- 34.6%	—	—	—
Months Supply of Inventory	2.2	1.4	- 36.4%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	47	58	+ 23.4%	326	349	+ 7.1%
Pending Sales	44	55	+ 25.0%	282	293	+ 3.9%
Closed Sales	43	51	+ 18.6%	261	247	- 5.4%
Days on Market Until Sale	19	31	+ 63.2%	33	30	- 9.1%
Median Sales Price*	\$144,000	\$124,000	- 13.9%	\$133,000	\$135,000	+ 1.5%
Average Sales Price*	\$143,902	\$129,533	- 10.0%	\$141,118	\$149,179	+ 5.7%
Percent of List Price Received*	98.0%	97.2%	- 0.8%	97.6%	97.6%	0.0%
Inventory of Homes for Sale	55	48	- 12.7%	—	—	—
Months Supply of Inventory	1.5	1.3	- 13.3%	—	—	—

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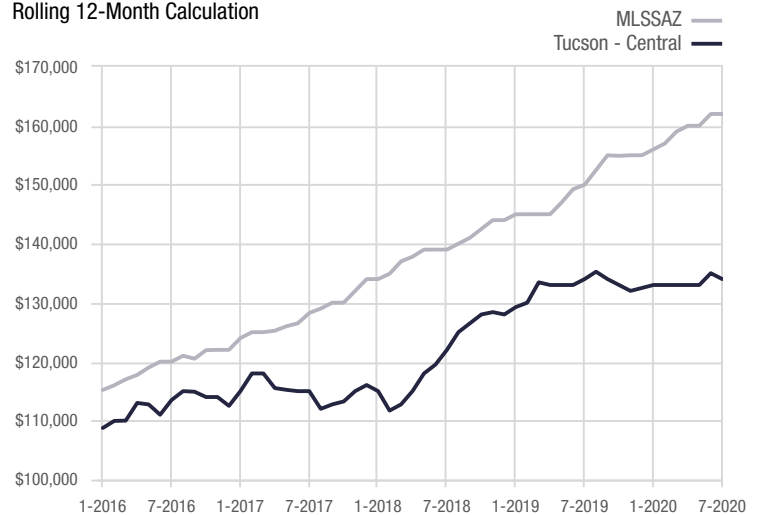
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - East

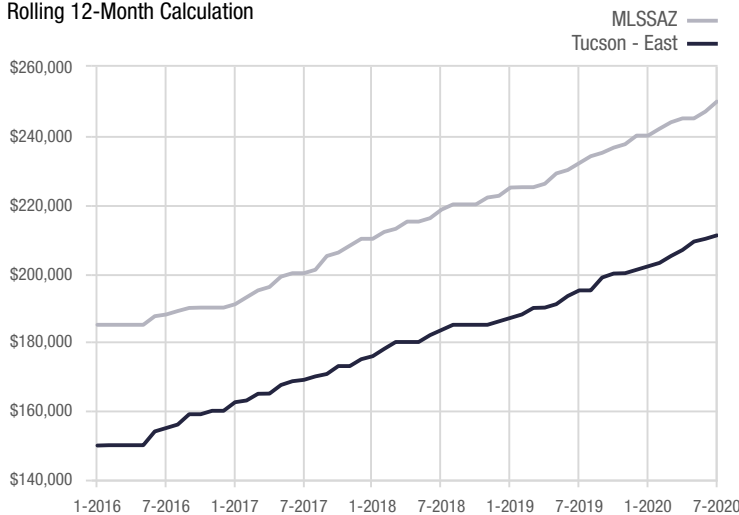
Single Family	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	141	<b>145</b>	+ 2.8%	1,091	<b>1,037</b>	- 4.9%
Pending Sales	141	<b>163</b>	+ 15.6%	959	<b>988</b>	+ 3.0%
Closed Sales	142	<b>138</b>	- 2.8%	895	<b>880</b>	- 1.7%
Days on Market Until Sale	23	<b>21</b>	- 8.7%	31	<b>25</b>	- 19.4%
Median Sales Price*	\$198,500	<b>\$226,250</b>	+ 14.0%	\$199,000	<b>\$215,000</b>	+ 8.0%
Average Sales Price*	\$212,594	<b>\$254,631</b>	+ 19.8%	\$217,539	<b>\$233,408</b>	+ 7.3%
Percent of List Price Received*	98.8%	<b>99.5%</b>	+ 0.7%	98.8%	<b>99.2%</b>	+ 0.4%
Inventory of Homes for Sale	174	<b>69</b>	- 60.3%	—	—	—
Months Supply of Inventory	1.4	<b>0.5</b>	- 64.3%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	19	<b>41</b>	+ 115.8%	203	<b>237</b>	+ 16.7%
Pending Sales	24	<b>50</b>	+ 108.3%	194	<b>236</b>	+ 21.6%
Closed Sales	27	<b>33</b>	+ 22.2%	186	<b>197</b>	+ 5.9%
Days on Market Until Sale	27	<b>32</b>	+ 18.5%	24	<b>28</b>	+ 16.7%
Median Sales Price*	\$119,500	<b>\$135,000</b>	+ 13.0%	\$123,400	<b>\$138,000</b>	+ 11.8%
Average Sales Price*	\$121,714	<b>\$130,679</b>	+ 7.4%	\$120,398	<b>\$134,094</b>	+ 11.4%
Percent of List Price Received*	98.1%	<b>99.1%</b>	+ 1.0%	98.4%	<b>98.8%</b>	+ 0.4%
Inventory of Homes for Sale	23	<b>15</b>	- 34.8%	—	—	—
Months Supply of Inventory	0.9	<b>0.5</b>	- 44.4%	—	—	—

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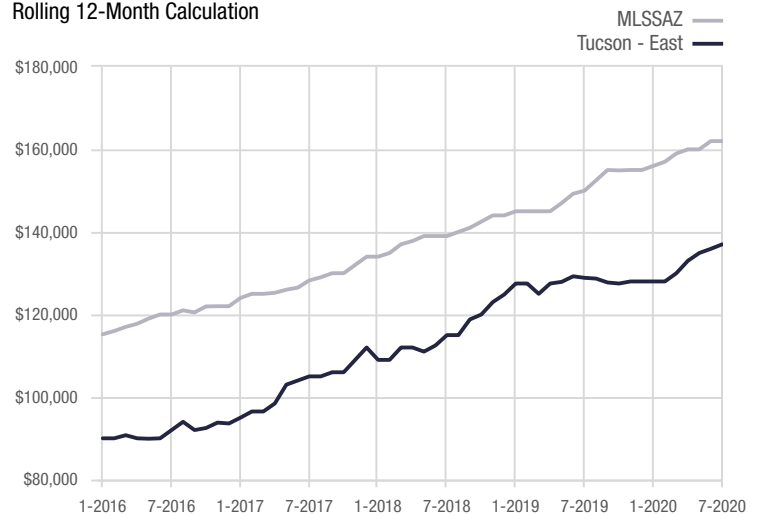
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - North

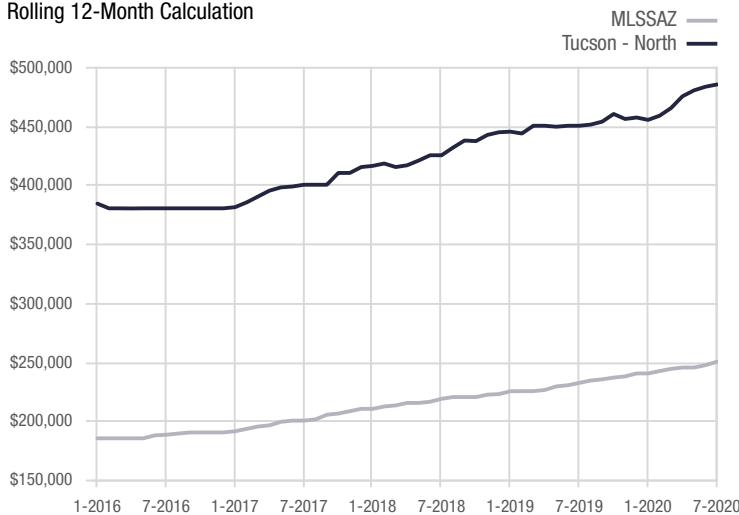
Single Family	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	121	106	- 12.4%	1,000	908	- 9.2%
Pending Sales	95	106	+ 11.6%	699	713	+ 2.0%
Closed Sales	101	141	+ 39.6%	654	658	+ 0.6%
Days on Market Until Sale	53	45	- 15.1%	52	43	- 17.3%
Median Sales Price*	\$482,000	\$499,900	+ 3.7%	\$459,180	\$505,000	+ 10.0%
Average Sales Price*	\$546,272	\$554,124	+ 1.4%	\$526,596	\$562,457	+ 6.8%
Percent of List Price Received*	97.6%	98.0%	+ 0.4%	97.5%	97.7%	+ 0.2%
Inventory of Homes for Sale	313	186	- 40.6%	—	—	—
Months Supply of Inventory	3.7	2.0	- 45.9%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	52	55	+ 5.8%	469	430	- 8.3%
Pending Sales	42	59	+ 40.5%	399	369	- 7.5%
Closed Sales	52	60	+ 15.4%	390	348	- 10.8%
Days on Market Until Sale	28	28	0.0%	33	30	- 9.1%
Median Sales Price*	\$184,000	\$188,250	+ 2.3%	\$179,950	\$192,500	+ 7.0%
Average Sales Price*	\$203,570	\$217,308	+ 6.7%	\$208,382	\$220,503	+ 5.8%
Percent of List Price Received*	98.2%	98.6%	+ 0.4%	98.0%	98.2%	+ 0.2%
Inventory of Homes for Sale	87	60	- 31.0%	—	—	—
Months Supply of Inventory	1.7	1.2	- 29.4%	—	—	—

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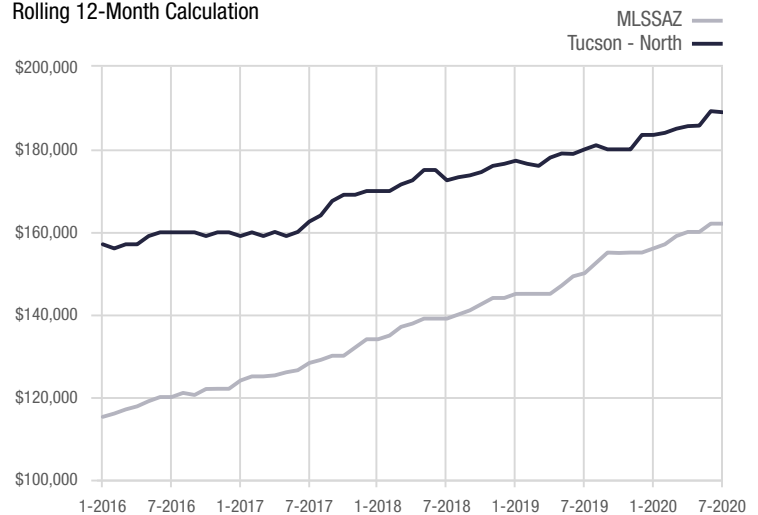
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Northeast

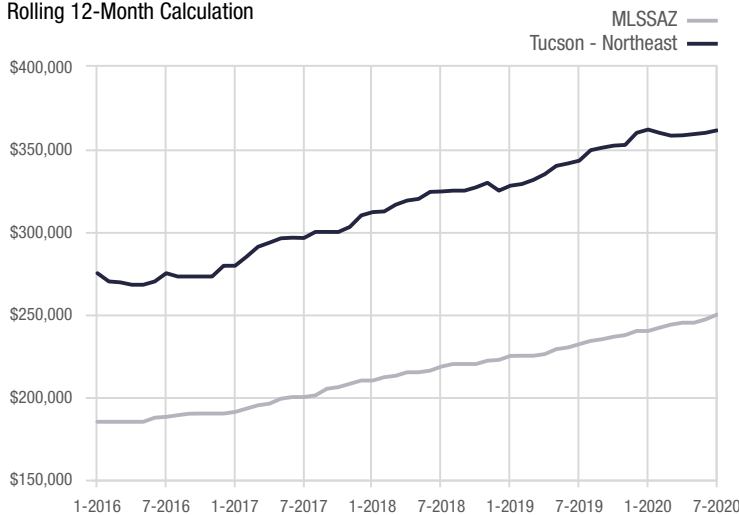
Single Family	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	68	56	- 17.6%	502	431	- 14.1%
Pending Sales	59	66	+ 11.9%	407	377	- 7.4%
Closed Sales	71	50	- 29.6%	394	336	- 14.7%
Days on Market Until Sale	52	32	- 38.5%	52	35	- 32.7%
Median Sales Price*	\$338,000	<b>\$375,000</b>	+ 10.9%	\$365,000	<b>\$368,000</b>	+ 0.8%
Average Sales Price*	\$384,856	<b>\$438,755</b>	+ 14.0%	\$405,874	<b>\$422,602</b>	+ 4.1%
Percent of List Price Received*	98.3%	<b>98.5%</b>	+ 0.2%	98.2%	<b>98.4%</b>	+ 0.2%
Inventory of Homes for Sale	118	<b>78</b>	- 33.9%	—	—	—
Months Supply of Inventory	2.3	<b>1.6</b>	- 30.4%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	14	19	+ 35.7%	127	127	0.0%
Pending Sales	14	22	+ 57.1%	130	109	- 16.2%
Closed Sales	15	15	0.0%	120	103	- 14.2%
Days on Market Until Sale	26	28	+ 7.7%	31	23	- 25.8%
Median Sales Price*	\$160,900	<b>\$179,000</b>	+ 11.2%	\$144,250	<b>\$160,000</b>	+ 10.9%
Average Sales Price*	\$140,947	<b>\$157,360</b>	+ 11.6%	\$141,658	<b>\$159,993</b>	+ 12.9%
Percent of List Price Received*	99.2%	<b>98.4%</b>	- 0.8%	98.1%	<b>98.0%</b>	- 0.1%
Inventory of Homes for Sale	11	9	- 18.2%	—	—	—
Months Supply of Inventory	0.6	<b>0.6</b>	0.0%	—	—	—

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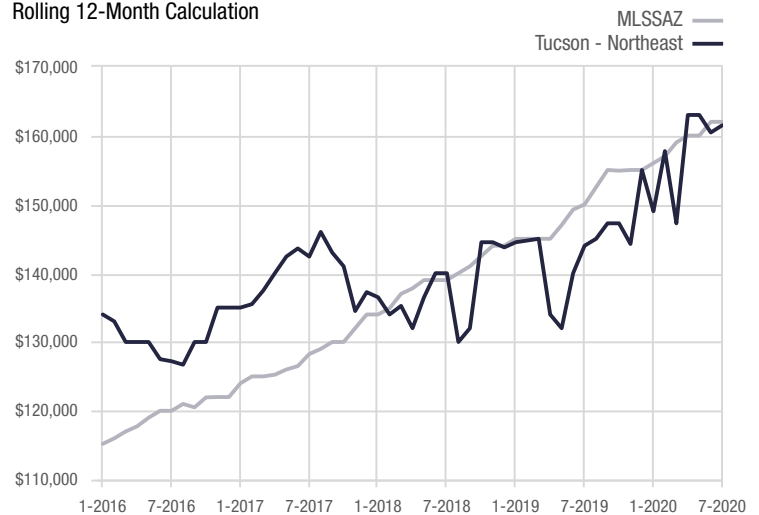
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Northwest

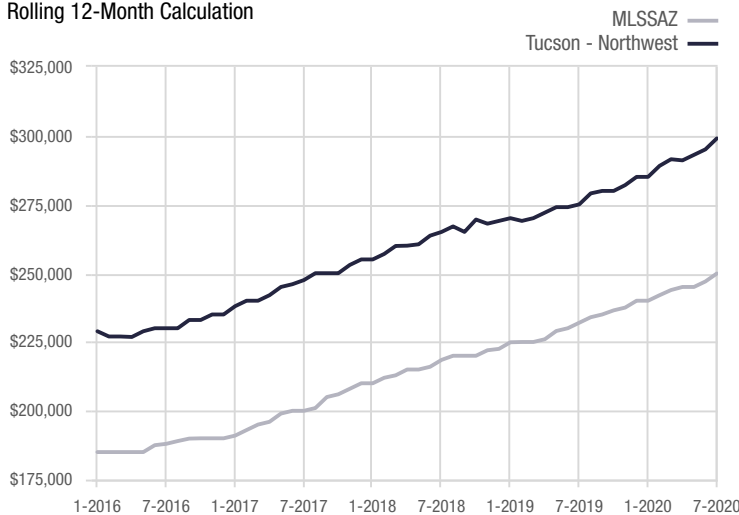
Single Family Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	298	256	- 14.1%	2,289	1,972	- 13.8%
Pending Sales	264	265	+ 0.4%	1,911	1,787	- 6.5%
Closed Sales	290	273	- 5.9%	1,795	1,662	- 7.4%
Days on Market Until Sale	42	41	- 2.4%	48	38	- 20.8%
Median Sales Price*	\$293,500	\$320,000	+ 9.0%	\$280,000	\$305,000	+ 8.9%
Average Sales Price*	\$344,776	\$393,619	+ 14.2%	\$329,270	\$361,502	+ 9.8%
Percent of List Price Received*	98.7%	99.1%	+ 0.4%	98.4%	98.8%	+ 0.4%
Inventory of Homes for Sale	561	295	- 47.4%	—	—	—
Months Supply of Inventory	2.3	1.2	- 47.8%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	31	25	- 19.4%	254	228	- 10.2%
Pending Sales	30	26	- 13.3%	227	186	- 18.1%
Closed Sales	36	33	- 8.3%	215	175	- 18.6%
Days on Market Until Sale	49	28	- 42.9%	40	32	- 20.0%
Median Sales Price*	\$236,500	\$233,000	- 1.5%	\$220,000	\$241,000	+ 9.5%
Average Sales Price*	\$253,658	\$221,729	- 12.6%	\$237,405	\$252,303	+ 6.3%
Percent of List Price Received*	98.2%	99.6%	+ 1.4%	98.2%	98.7%	+ 0.5%
Inventory of Homes for Sale	44	45	+ 2.3%	—	—	—
Months Supply of Inventory	1.5	1.8	+ 20.0%	—	—	—

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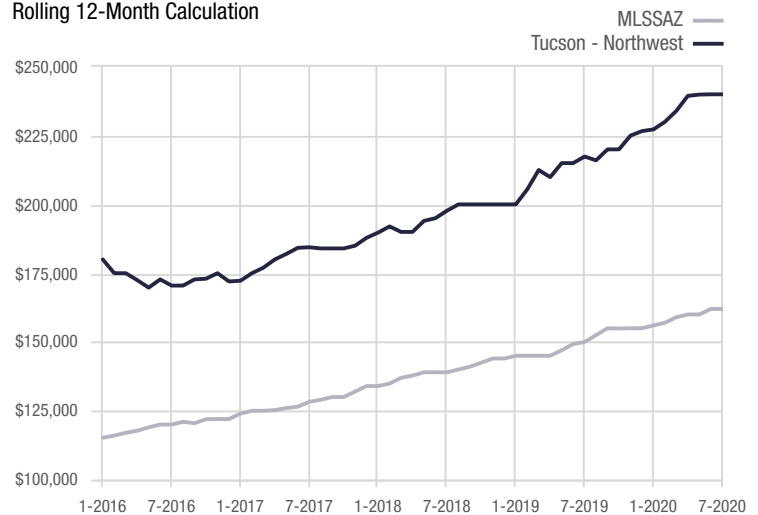
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - South

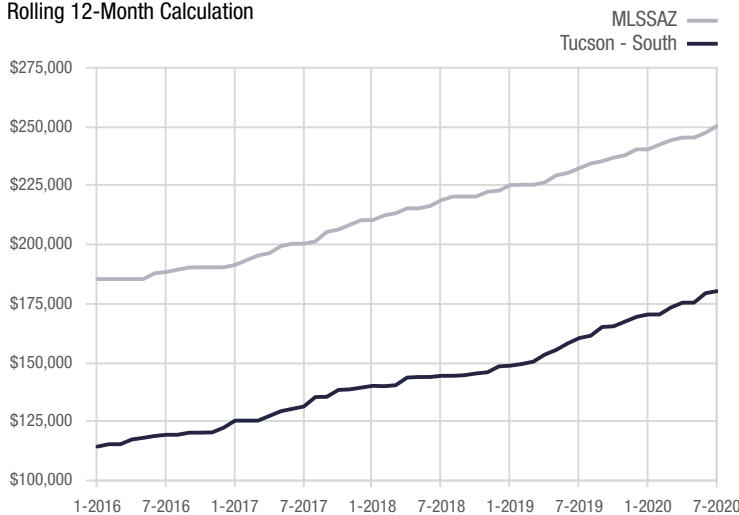
Single Family Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	96	87	- 9.4%	657	583	- 11.3%
Pending Sales	81	96	+ 18.5%	571	566	- 0.9%
Closed Sales	80	60	- 25.0%	511	498	- 2.5%
Days on Market Until Sale	20	32	+ 60.0%	30	27	- 10.0%
Median Sales Price*	\$175,000	<b>\$179,000</b>	+ 2.3%	\$165,000	<b>\$180,000</b>	+ 9.1%
Average Sales Price*	\$172,282	<b>\$176,780</b>	+ 2.6%	\$161,195	<b>\$177,972</b>	+ 10.4%
Percent of List Price Received*	98.4%	<b>99.1%</b>	+ 0.7%	98.6%	<b>99.3%</b>	+ 0.7%
Inventory of Homes for Sale	108	36	- 66.7%	—	—	—
Months Supply of Inventory	1.4	0.5	- 64.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	5	5	0.0%	35	38	+ 8.6%
Pending Sales	5	4	- 20.0%	31	31	0.0%
Closed Sales	3	3	0.0%	27	30	+ 11.1%
Days on Market Until Sale	26	34	+ 30.8%	16	20	+ 25.0%
Median Sales Price*	\$122,000	<b>\$123,000</b>	+ 0.8%	\$120,000	<b>\$131,750</b>	+ 9.8%
Average Sales Price*	\$115,000	<b>\$125,483</b>	+ 9.1%	\$114,767	<b>\$129,750</b>	+ 13.1%
Percent of List Price Received*	99.8%	<b>96.6%</b>	- 3.2%	100.5%	<b>97.4%</b>	- 3.1%
Inventory of Homes for Sale	3	6	+ 100.0%	—	—	—
Months Supply of Inventory	0.7	1.5	+ 114.3%	—	—	—

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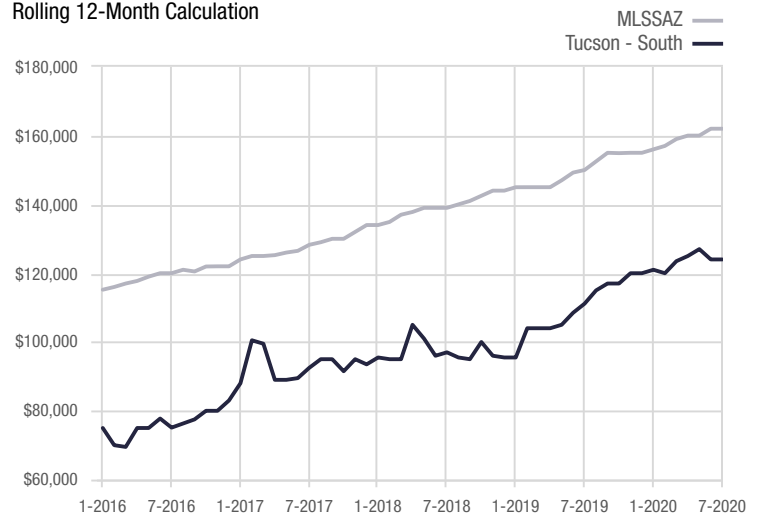
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Southeast

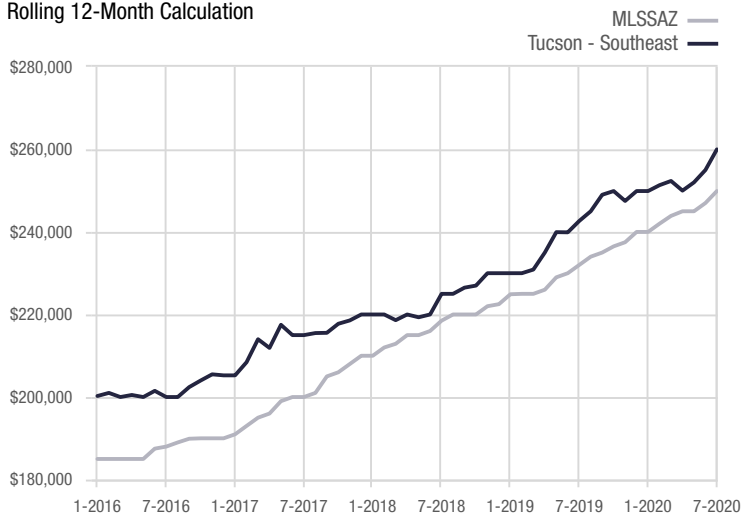
Single Family Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	56	51	- 8.9%	401	315	- 21.4%
Pending Sales	62	47	- 24.2%	348	319	- 8.3%
Closed Sales	53	50	- 5.7%	303	276	- 8.9%
Days on Market Until Sale	41	27	- 34.1%	43	36	- 16.3%
Median Sales Price*	\$254,000	<b>\$280,610</b>	+ 10.5%	\$243,165	<b>\$265,000</b>	+ 9.0%
Average Sales Price*	\$260,878	<b>\$298,385</b>	+ 14.4%	\$264,467	<b>\$282,999</b>	+ 7.0%
Percent of List Price Received*	99.3%	<b>99.9%</b>	+ 0.6%	99.2%	<b>99.1%</b>	- 0.1%
Inventory of Homes for Sale	79	23	- 70.9%	—	—	—
Months Supply of Inventory	1.8	0.5	- 72.2%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	1	—	6	7	+ 16.7%
Pending Sales	0	1	—	6	8	+ 33.3%
Closed Sales	1	2	+ 100.0%	6	7	+ 16.7%
Days on Market Until Sale	9	37	+ 311.1%	22	23	+ 4.5%
Median Sales Price*	\$183,000	<b>\$164,000</b>	- 10.4%	\$147,450	<b>\$158,000</b>	+ 7.2%
Average Sales Price*	\$183,000	<b>\$164,000</b>	- 10.4%	\$158,920	<b>\$180,021</b>	+ 13.3%
Percent of List Price Received*	101.7%	<b>96.6%</b>	- 5.0%	99.5%	<b>98.6%</b>	- 0.9%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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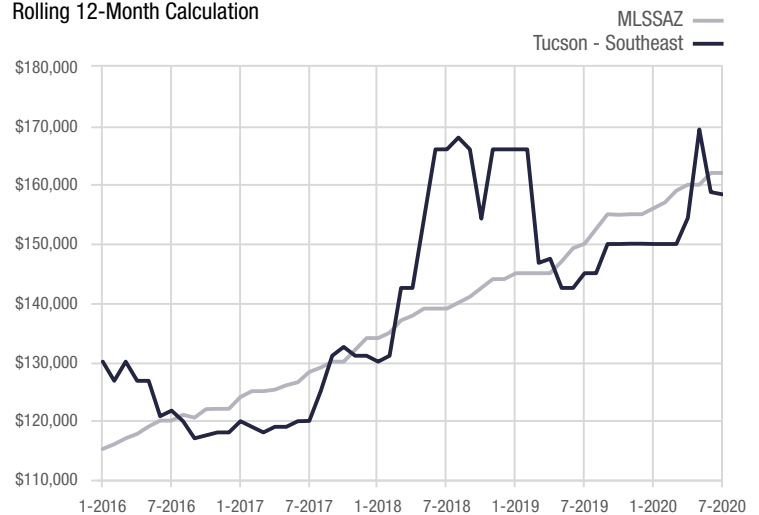
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Southwest

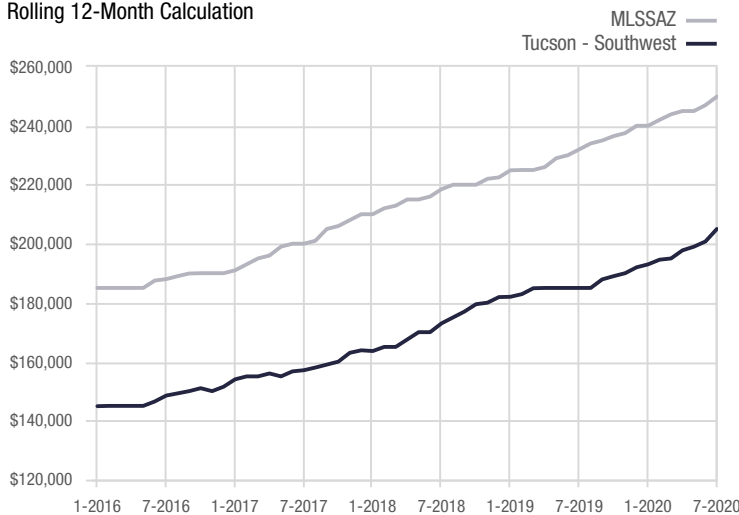
Single Family Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	94	<b>73</b>	- 22.3%	594	<b>540</b>	- 9.1%
Pending Sales	77	<b>86</b>	+ 11.7%	509	<b>519</b>	+ 2.0%
Closed Sales	75	<b>74</b>	- 1.3%	453	<b>455</b>	+ 0.4%
Days on Market Until Sale	32	<b>31</b>	- 3.1%	39	<b>34</b>	- 12.8%
Median Sales Price*	\$192,500	<b>\$220,000</b>	+ 14.3%	\$188,000	<b>\$207,000</b>	+ 10.1%
Average Sales Price*	\$201,115	<b>\$233,940</b>	+ 16.3%	\$196,791	<b>\$217,306</b>	+ 10.4%
Percent of List Price Received*	99.3%	<b>100.8%</b>	+ 1.5%	99.2%	<b>99.3%</b>	+ 0.1%
Inventory of Homes for Sale	109	<b>49</b>	- 55.0%	—	—	—
Months Supply of Inventory	1.7	<b>0.7</b>	- 58.8%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	3	<b>4</b>	+ 33.3%	18	<b>18</b>	0.0%
Pending Sales	3	<b>6</b>	+ 100.0%	17	<b>18</b>	+ 5.9%
Closed Sales	1	<b>2</b>	+ 100.0%	16	<b>13</b>	- 18.8%
Days on Market Until Sale	23	<b>5</b>	- 78.3%	17	<b>20</b>	+ 17.6%
Median Sales Price*	\$117,000	<b>\$140,000</b>	+ 19.7%	\$123,750	<b>\$135,000</b>	+ 9.1%
Average Sales Price*	\$117,000	<b>\$140,000</b>	+ 19.7%	\$117,181	<b>\$128,492</b>	+ 9.7%
Percent of List Price Received*	105.4%	<b>102.1%</b>	- 3.1%	98.4%	<b>101.5%</b>	+ 3.2%
Inventory of Homes for Sale	4	<b>1</b>	- 75.0%	—	—	—
Months Supply of Inventory	1.5	<b>0.4</b>	- 73.3%	—	—	—

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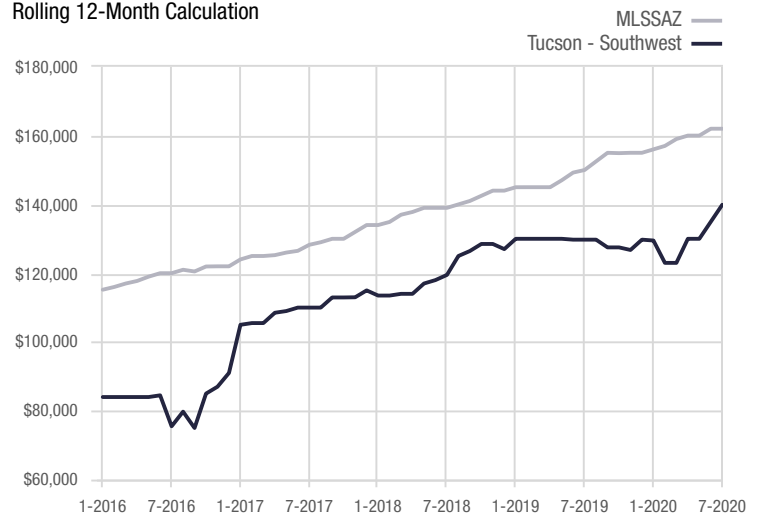
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Upper Northwest

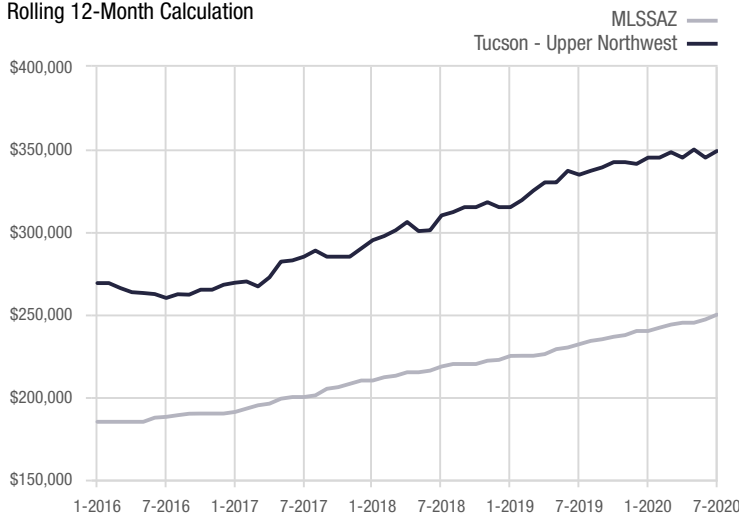
Single Family	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	44	<b>49</b>	+ 11.4%	359	<b>356</b>	- 0.8%
Pending Sales	54	<b>41</b>	- 24.1%	334	<b>305</b>	- 8.7%
Closed Sales	48	<b>41</b>	- 14.6%	309	<b>297</b>	- 3.9%
Days on Market Until Sale	65	<b>55</b>	- 15.4%	63	<b>50</b>	- 20.6%
Median Sales Price*	\$325,250	<b>\$361,500</b>	+ 11.1%	\$342,000	<b>\$365,000</b>	+ 6.7%
Average Sales Price*	\$358,773	<b>\$400,202</b>	+ 11.5%	\$373,187	<b>\$376,921</b>	+ 1.0%
Percent of List Price Received*	97.9%	<b>98.1%</b>	+ 0.2%	97.8%	<b>97.7%</b>	- 0.1%
Inventory of Homes for Sale	104	<b>76</b>	- 26.9%	—	—	—
Months Supply of Inventory	2.4	<b>1.8</b>	- 25.0%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	4	<b>3</b>	- 25.0%	20	<b>22</b>	+ 10.0%
Pending Sales	2	<b>5</b>	+ 150.0%	17	<b>21</b>	+ 23.5%
Closed Sales	3	<b>4</b>	+ 33.3%	15	<b>18</b>	+ 20.0%
Days on Market Until Sale	10	<b>12</b>	+ 20.0%	26	<b>36</b>	+ 38.5%
Median Sales Price*	\$240,000	<b>\$311,500</b>	+ 29.8%	\$238,000	<b>\$290,000</b>	+ 21.8%
Average Sales Price*	\$249,667	<b>\$307,750</b>	+ 23.3%	\$239,667	<b>\$475,212</b>	+ 98.3%
Percent of List Price Received*	99.5%	<b>99.6%</b>	+ 0.1%	98.6%	<b>98.1%</b>	- 0.5%
Inventory of Homes for Sale	5	<b>2</b>	- 60.0%	—	—	—
Months Supply of Inventory	1.9	<b>0.8</b>	- 57.9%	—	—	—

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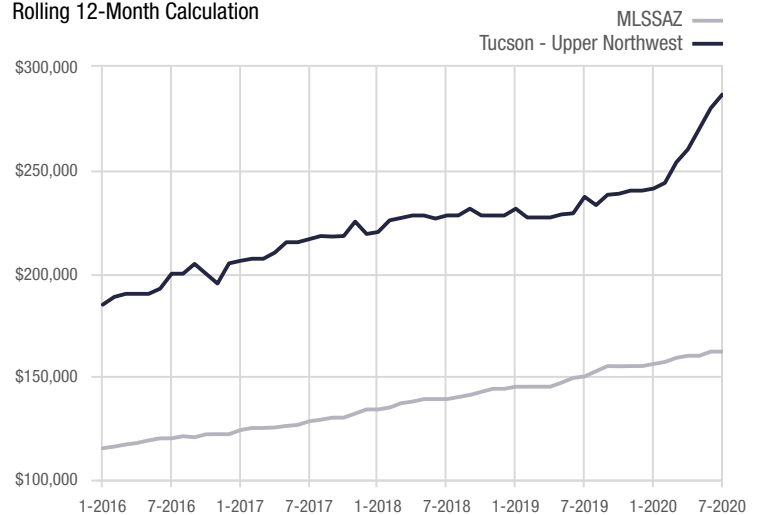
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Upper Southeast

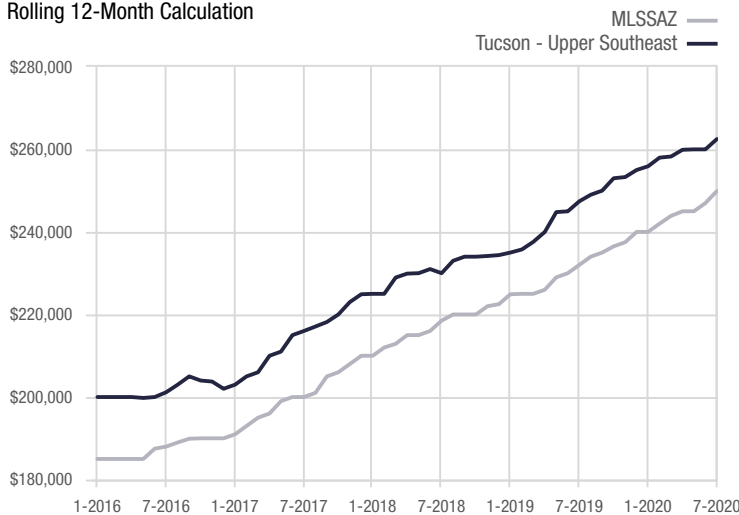
Single Family Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	121	105	- 13.2%	835	760	- 9.0%
Pending Sales	115	100	- 13.0%	705	764	+ 8.4%
Closed Sales	124	113	- 8.9%	650	697	+ 7.2%
Days on Market Until Sale	34	30	- 11.8%	42	36	- 14.3%
Median Sales Price*	\$249,900	\$275,000	+ 10.0%	\$250,000	\$264,900	+ 6.0%
Average Sales Price*	\$271,196	\$302,993	+ 11.7%	\$271,614	\$286,705	+ 5.6%
Percent of List Price Received*	99.1%	100.0%	+ 0.9%	99.0%	99.3%	+ 0.3%
Inventory of Homes for Sale	170	70	- 58.8%	—	—	—
Months Supply of Inventory	1.9	0.7	- 63.2%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	0	0.0%	2	2	0.0%
Pending Sales	1	0	- 100.0%	2	2	0.0%
Closed Sales	0	1	—	1	2	+ 100.0%
Days on Market Until Sale	—	57	—	10	30	+ 200.0%
Median Sales Price*	—	\$180,000	—	\$170,000	\$195,000	+ 14.7%
Average Sales Price*	—	\$180,000	—	\$170,000	\$195,000	+ 14.7%
Percent of List Price Received*	—	98.1%	—	100.0%	95.7%	- 4.3%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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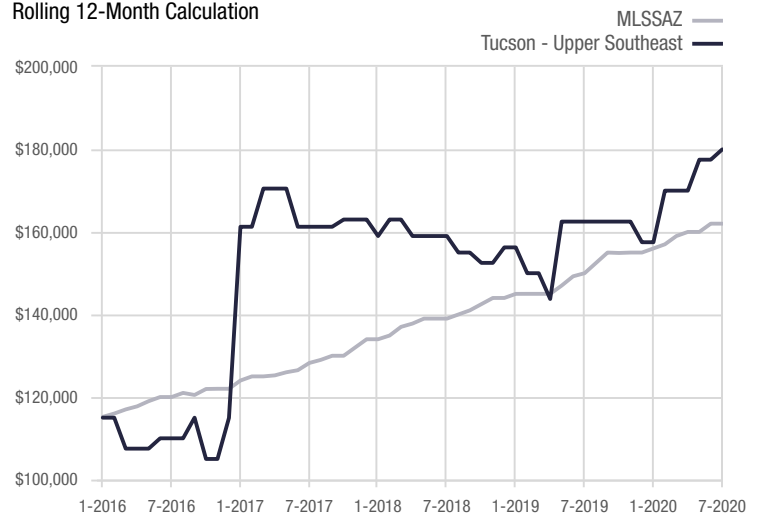
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - West

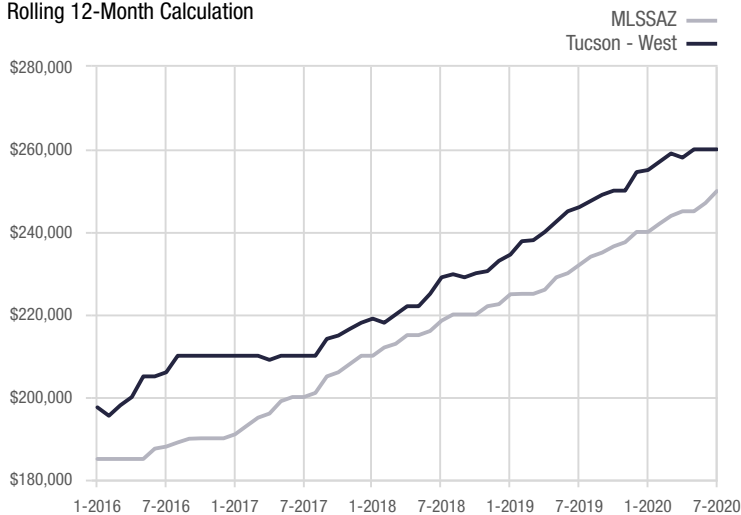
Single Family Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	101	121	+ 19.8%	788	719	- 8.8%
Pending Sales	93	121	+ 30.1%	663	672	+ 1.4%
Closed Sales	100	110	+ 10.0%	651	610	- 6.3%
Days on Market Until Sale	41	25	- 39.0%	38	31	- 18.4%
Median Sales Price*	\$270,500	\$265,000	- 2.0%	\$252,000	\$260,000	+ 3.2%
Average Sales Price*	\$307,264	\$293,813	- 4.4%	\$290,618	\$294,984	+ 1.5%
Percent of List Price Received*	98.9%	99.4%	+ 0.5%	98.7%	98.9%	+ 0.2%
Inventory of Homes for Sale	163	85	- 47.9%	—	—	—
Months Supply of Inventory	1.9	0.9	- 52.6%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	21	19	- 9.5%	119	97	- 18.5%
Pending Sales	20	15	- 25.0%	110	87	- 20.9%
Closed Sales	15	9	- 40.0%	97	77	- 20.6%
Days on Market Until Sale	11	21	+ 90.9%	24	18	- 25.0%
Median Sales Price*	\$128,000	\$155,000	+ 21.1%	\$127,000	\$150,000	+ 18.1%
Average Sales Price*	\$120,953	\$167,198	+ 38.2%	\$129,312	\$153,465	+ 18.7%
Percent of List Price Received*	98.1%	98.3%	+ 0.2%	98.1%	98.7%	+ 0.6%
Inventory of Homes for Sale	13	10	- 23.1%	—	—	—
Months Supply of Inventory	0.9	0.9	0.0%	—	—	—

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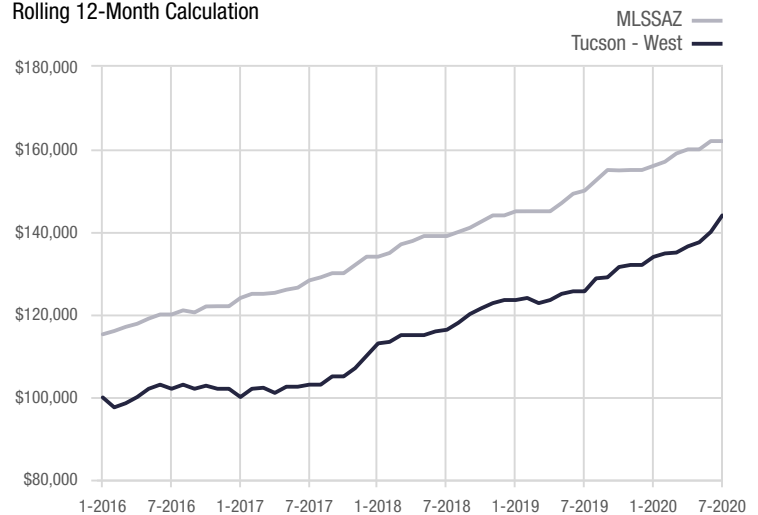
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Extended Northeast

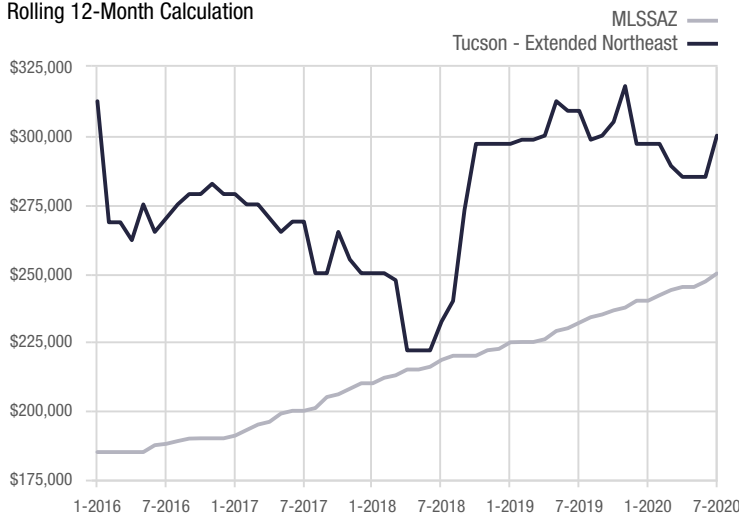
Single Family	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	3	2	- 33.3%	24	24	0.0%
Pending Sales	2	4	+ 100.0%	10	15	+ 50.0%
Closed Sales	0	3	—	7	11	+ 57.1%
Days on Market Until Sale	—	14	—	98	44	- 55.1%
Median Sales Price*	—	\$365,000	—	\$318,000	\$320,000	+ 0.6%
Average Sales Price*	—	\$383,000	—	\$375,286	\$305,509	- 18.6%
Percent of List Price Received*	—	98.5%	—	92.5%	95.3%	+ 3.0%
Inventory of Homes for Sale	23	11	- 52.2%	—	—	—
Months Supply of Inventory	9.5	3.7	- 61.1%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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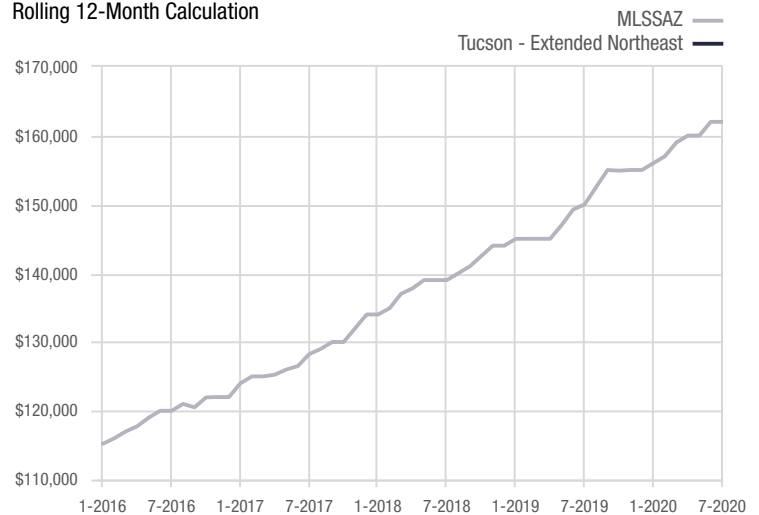
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Extended Northwest

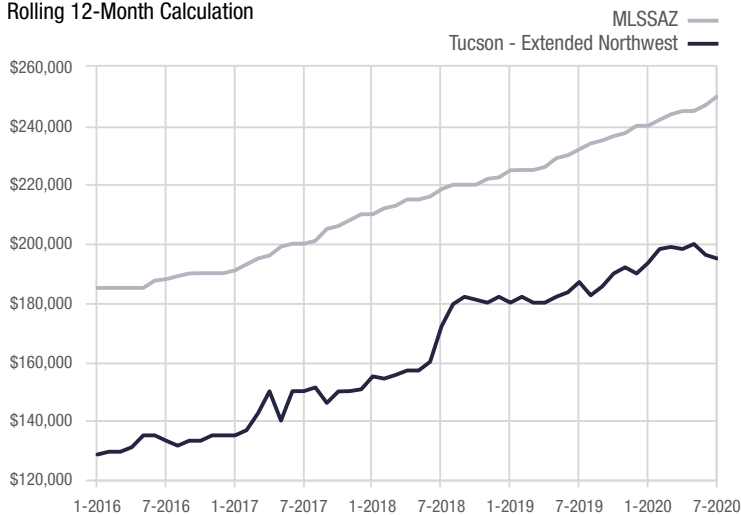
Single Family Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	16	6	- 62.5%	70	52	- 25.7%
Pending Sales	9	9	0.0%	52	54	+ 3.8%
Closed Sales	7	10	+ 42.9%	49	45	- 8.2%
Days on Market Until Sale	16	17	+ 6.3%	33	24	- 27.3%
Median Sales Price*	\$204,990	<b>\$181,500</b>	- 11.5%	\$187,000	<b>\$195,000</b>	+ 4.3%
Average Sales Price*	\$190,213	<b>\$186,600</b>	- 1.9%	\$187,029	<b>\$196,866</b>	+ 5.3%
Percent of List Price Received*	100.0%	<b>100.6%</b>	+ 0.6%	98.9%	<b>99.5%</b>	+ 0.6%
Inventory of Homes for Sale	19	1	- 94.7%	—	—	—
Months Supply of Inventory	2.7	0.1	- 96.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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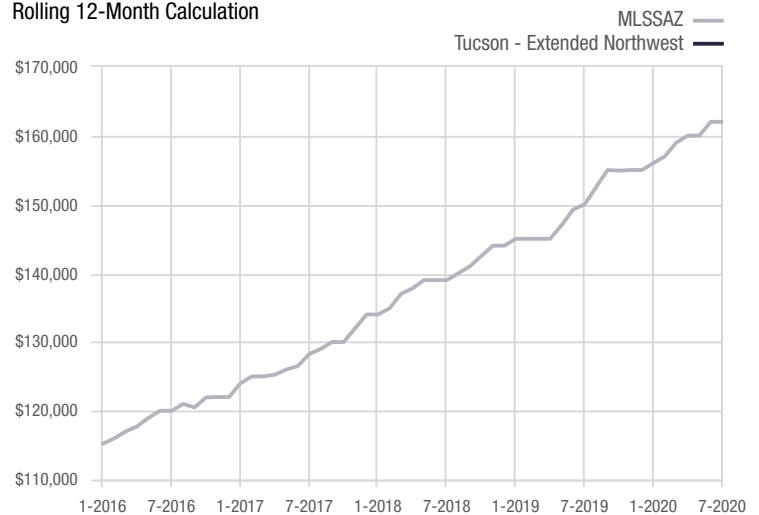
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

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## Tucson - Extended Southeast

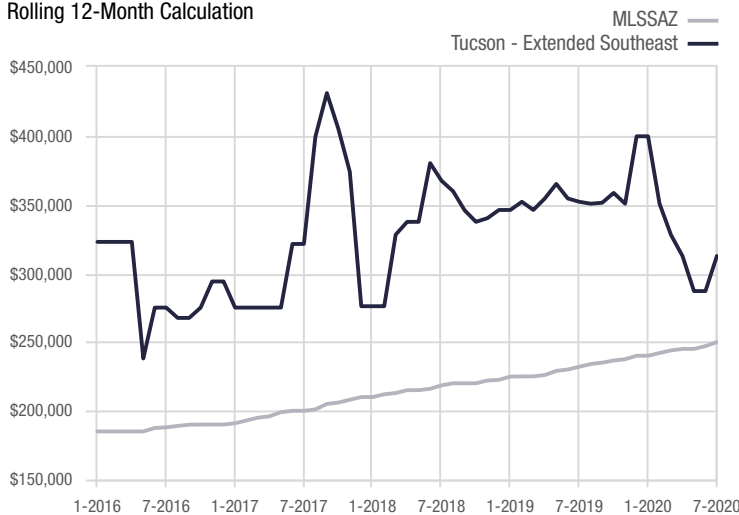
Single Family Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	0	0.0%	7	10	+ 42.9%
Pending Sales	1	1	0.0%	9	10	+ 11.1%
Closed Sales	1	1	0.0%	10	9	- 10.0%
Days on Market Until Sale	265	377	+ 42.3%	181	89	- 50.8%
Median Sales Price*	\$245,000	\$361,000	+ 47.3%	\$442,500	\$305,000	- 31.1%
Average Sales Price*	\$245,000	\$361,000	+ 47.3%	\$430,050	\$336,262	- 21.8%
Percent of List Price Received*	93.1%	105.3%	+ 13.1%	96.1%	93.8%	- 2.4%
Inventory of Homes for Sale	6	5	- 16.7%	—	—	—
Months Supply of Inventory	3.3	2.3	- 30.3%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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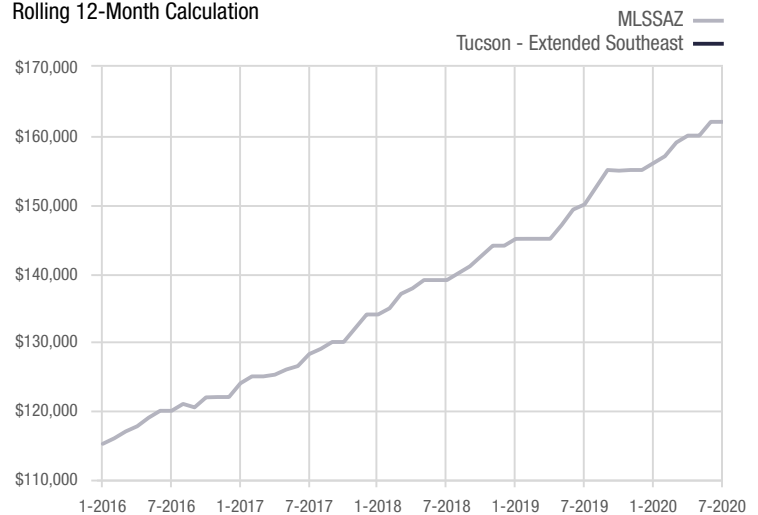
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

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## Tucson - Extended Southwest

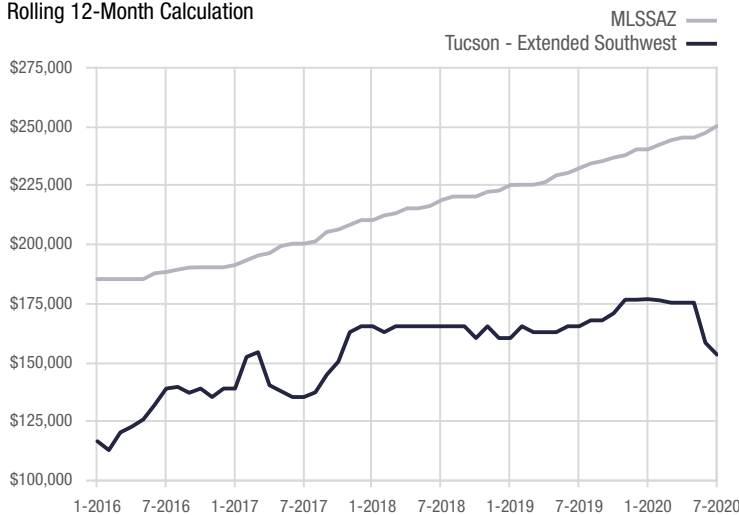
Single Family Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	2	4	+ 100.0%	23	20	- 13.0%
Pending Sales	2	5	+ 150.0%	19	17	- 10.5%
Closed Sales	3	2	- 33.3%	16	12	- 25.0%
Days on Market Until Sale	11	28	+ 154.5%	62	60	- 3.2%
Median Sales Price*	\$158,000	<b>\$167,500</b>	+ 6.0%	\$170,500	<b>\$138,300</b>	- 18.9%
Average Sales Price*	\$164,333	<b>\$167,500</b>	+ 1.9%	\$183,130	<b>\$134,925</b>	- 26.3%
Percent of List Price Received*	100.6%	<b>101.7%</b>	+ 1.1%	96.4%	<b>96.9%</b>	+ 0.5%
Inventory of Homes for Sale	7	1	- 85.7%	—	—	—
Months Supply of Inventory	1.8	<b>0.4</b>	- 77.8%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	0	0.0%	1	0	- 100.0%
Pending Sales	2	0	- 100.0%	3	0	- 100.0%
Closed Sales	1	0	- 100.0%	2	0	- 100.0%
Days on Market Until Sale	27	—	—	20	—	—
Median Sales Price*	\$160,000	—	—	\$143,000	—	—
Average Sales Price*	\$160,000	—	—	\$143,000	—	—
Percent of List Price Received*	98.5%	—	—	99.6%	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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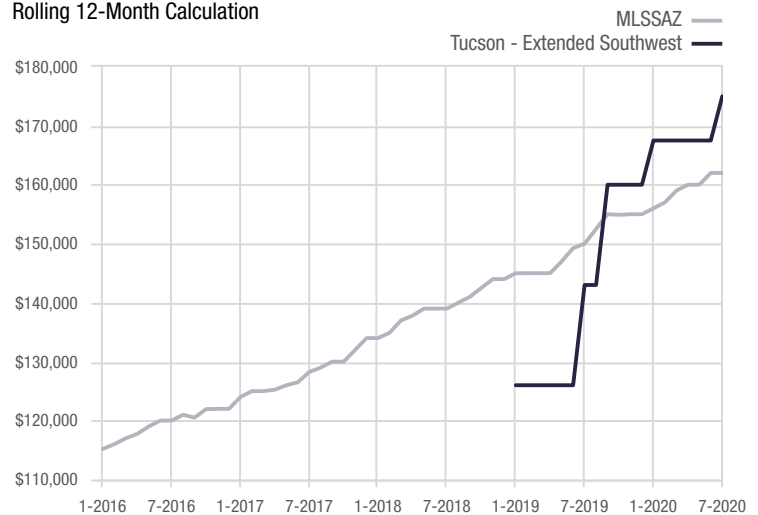
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Extended West

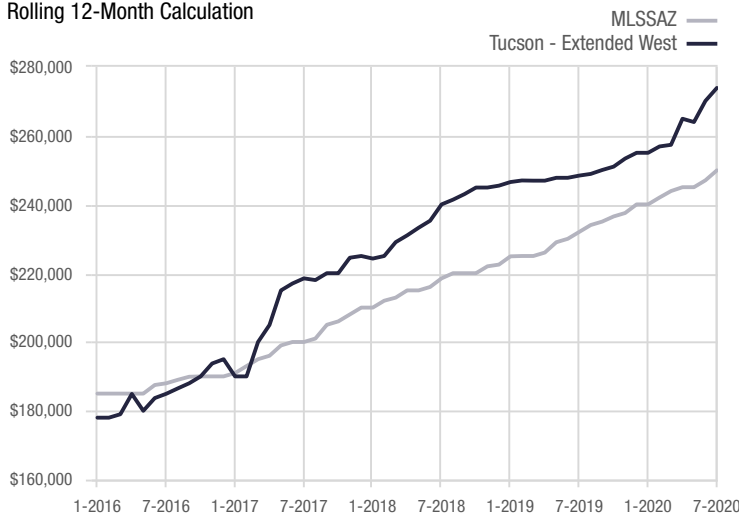
Single Family Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	65	59	- 9.2%	374	342	- 8.6%
Pending Sales	42	47	+ 11.9%	272	345	+ 26.8%
Closed Sales	31	63	+ 103.2%	261	303	+ 16.1%
Days on Market Until Sale	68	46	- 32.4%	66	70	+ 6.1%
Median Sales Price*	\$278,453	<b>\$284,700</b>	+ 2.2%	\$250,000	<b>\$277,800</b>	+ 11.1%
Average Sales Price*	\$279,063	<b>\$290,057</b>	+ 3.9%	\$259,050	<b>\$283,085</b>	+ 9.3%
Percent of List Price Received*	98.1%	<b>99.9%</b>	+ 1.8%	98.4%	<b>99.0%</b>	+ 0.6%
Inventory of Homes for Sale	148	50	- 66.2%	—	—	—
Months Supply of Inventory	4.0	1.1	- 72.5%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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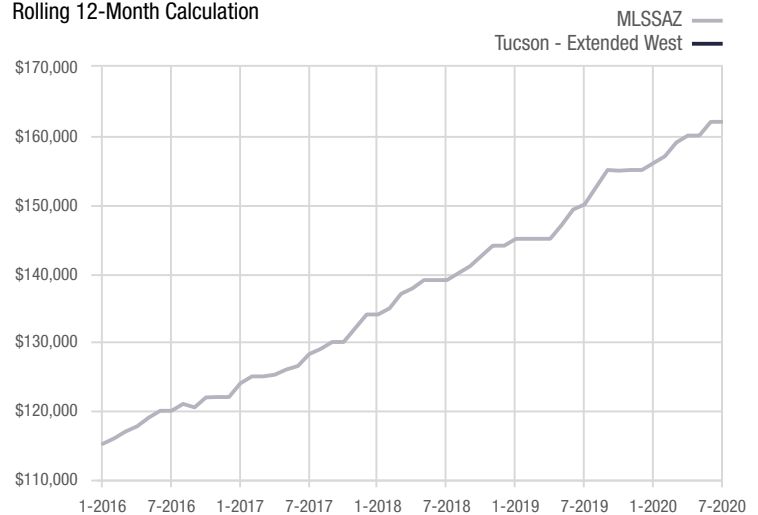
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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 – July 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Pima East

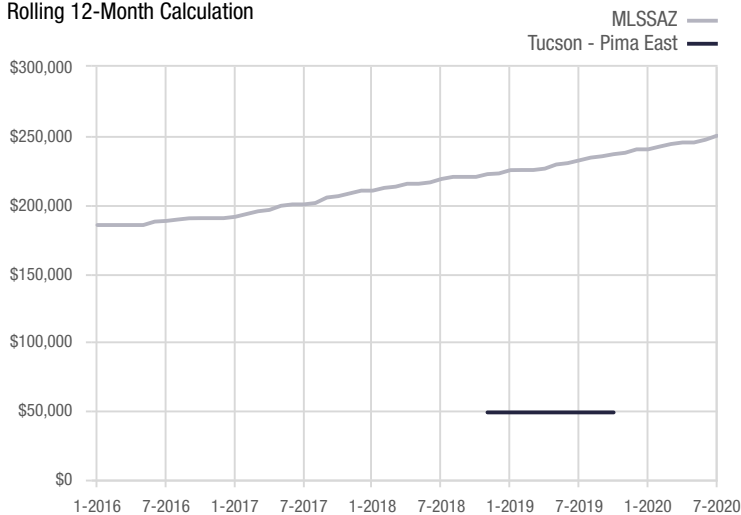
Single Family	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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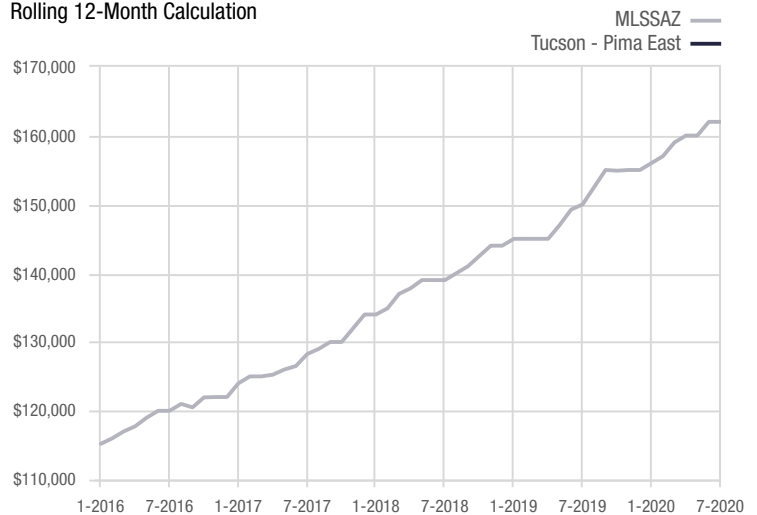
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

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## Tucson - Pima Northwest

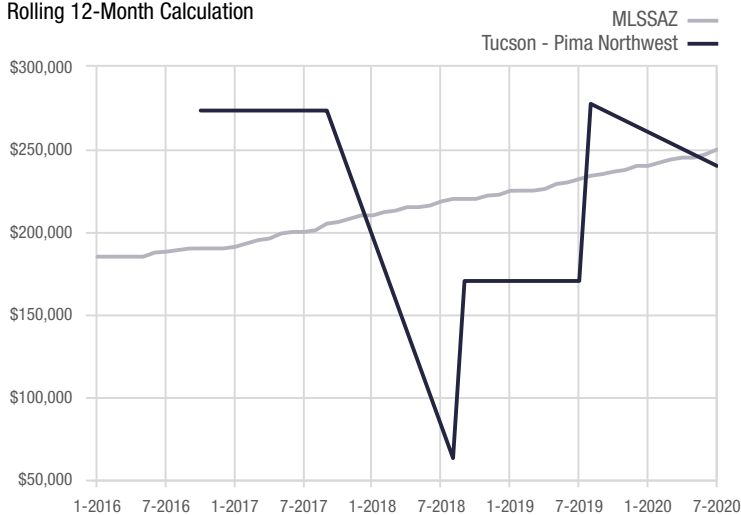
Single Family Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	0	0.0%	2	0	- 100.0%
Pending Sales	0	0	0.0%	0	1	—
Closed Sales	0	1	—	0	1	—
Days on Market Until Sale	—	289	—	—	289	—
Median Sales Price*	—	\$240,000	—	—	\$240,000	—
Average Sales Price*	—	\$240,000	—	—	\$240,000	—
Percent of List Price Received*	—	86.0%	—	—	86.0%	—
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	2.0	—	—	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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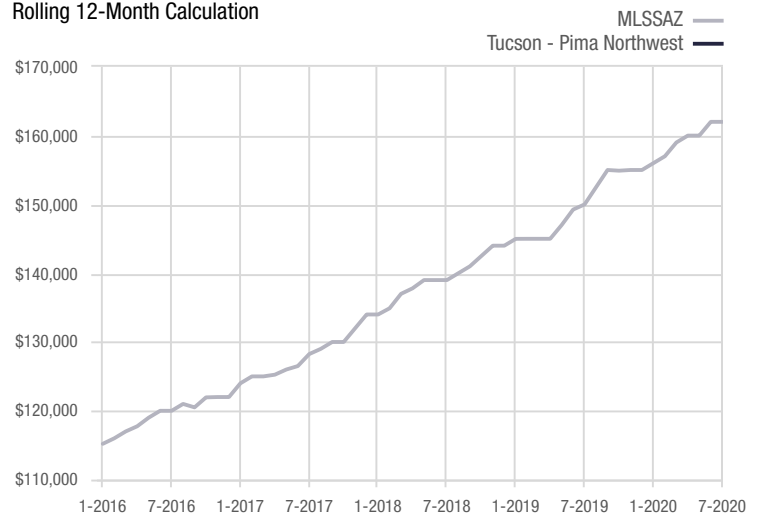
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

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## Tucson - Pima Southwest

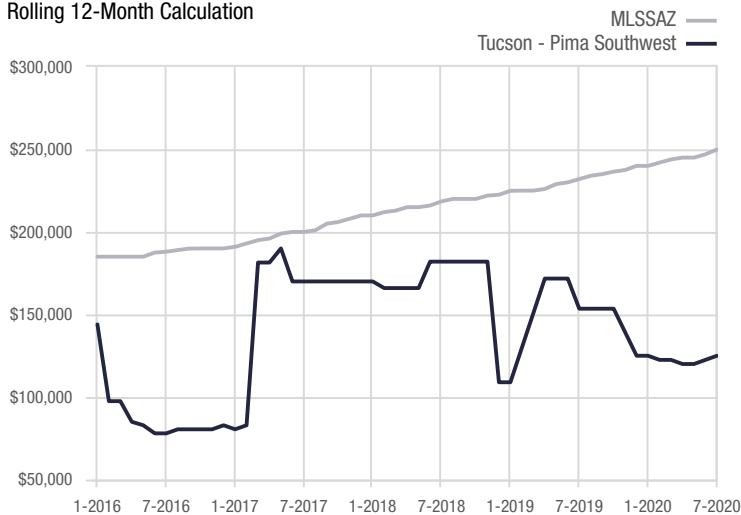
Single Family	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	1	1	0.0%	11	10	- 9.1%
Pending Sales	1	1	0.0%	3	8	+ 166.7%
Closed Sales	1	2	+ 100.0%	3	5	+ 66.7%
Days on Market Until Sale	146	156	+ 6.8%	71	137	+ 93.0%
Median Sales Price*	\$120,000	<b>\$114,000</b>	- 5.0%	\$153,500	<b>\$128,000</b>	- 16.6%
Average Sales Price*	\$120,000	<b>\$114,000</b>	- 5.0%	\$154,500	<b>\$144,200</b>	- 6.7%
Percent of List Price Received*	60.0%	<b>95.6%</b>	+ 59.3%	81.7%	<b>97.3%</b>	+ 19.1%
Inventory of Homes for Sale	7	8	+ 14.3%	—	—	—
Months Supply of Inventory	4.7	5.6	+ 19.1%	—	—	—

Townhouse/Condo/Duplex	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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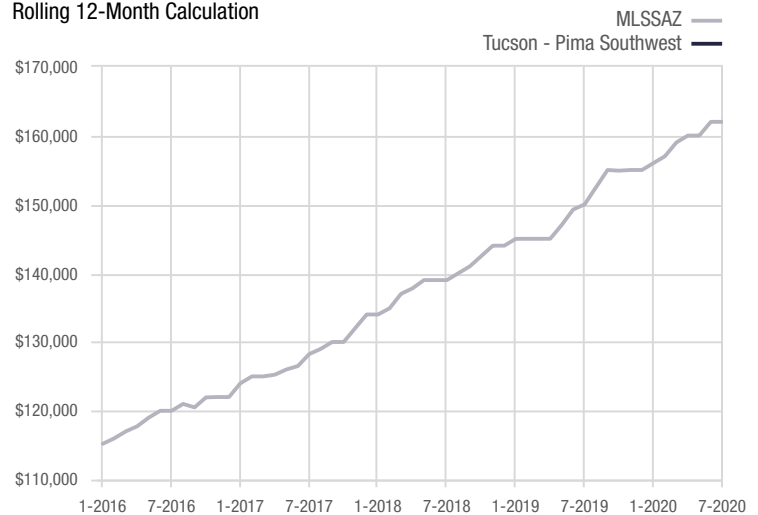
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – July 2020

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## Tucson - Benson / St. David

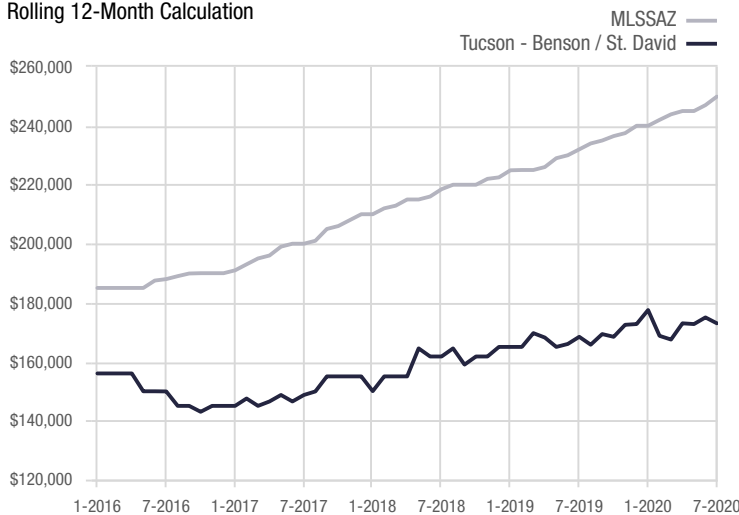
Single Family Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	11	12	+ 9.1%	97	77	- 20.6%
Pending Sales	7	16	+ 128.6%	75	63	- 16.0%
Closed Sales	10	10	0.0%	78	55	- 29.5%
Days on Market Until Sale	44	36	- 18.2%	92	59	- 35.9%
Median Sales Price*	\$184,250	<b>\$163,000</b>	- 11.5%	\$179,200	<b>\$175,900</b>	- 1.8%
Average Sales Price*	\$215,930	<b>\$182,781</b>	- 15.4%	\$208,072	<b>\$190,378</b>	- 8.5%
Percent of List Price Received*	99.2%	<b>96.4%</b>	- 2.8%	97.0%	<b>97.2%</b>	+ 0.2%
Inventory of Homes for Sale	43	27	- 37.2%	—	—	—
Months Supply of Inventory	3.7	3.0	- 18.9%	—	—	—

Townhouse/Condo/Duplex Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	0	0.0%	0	2	—
Pending Sales	0	0	0.0%	0	1	—
Closed Sales	0	0	0.0%	0	1	—
Days on Market Until Sale	—	—	—	—	28	—
Median Sales Price*	—	—	—	—	<b>\$121,000</b>	—
Average Sales Price*	—	—	—	—	<b>\$121,000</b>	—
Percent of List Price Received*	—	—	—	—	<b>96.0%</b>	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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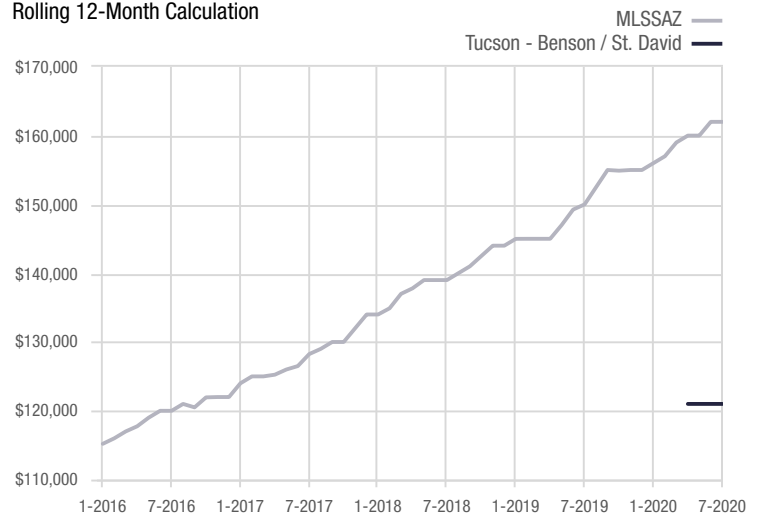
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

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