

Monthly Indicators



June 2022

Rising inflation, soaring home prices, and increased mortgage interest rates have combined to cause a slowdown in the U.S. housing market. To help quell inflation, which reached 8.6% as of last measure in May, the Federal Reserve raised interest rates by three quarters of a percentage point in June, the largest interest rate hike since 1994. Higher prices, coupled with 30-year fixed mortgage rates approaching 6%, have exacerbated affordability challenges and rapidly cooled demand, with home sales and mortgage applications falling sharply from a year ago.

New Listings decreased 19.7 percent for Single Family but increased 26.8 percent for Townhouse/Condo. Pending Sales decreased 2.1 percent for Single Family but increased 17.1 percent for Townhouse/Condo. Inventory increased 40.7 percent for Single Family and 26.7 percent for Townhouse/Condo.

Median Sales Price increased 25.0 percent to \$375,000 for Single Family and 23.9 percent to \$228,000 for Townhouse/Condo. Days on Market increased 46.2 percent for Single Family and 58.3 percent for Townhouse/Condo. Months Supply of Inventory increased 37.5 percent for Single Family and 33.3 percent for Townhouse/Condo.

With monthly mortgage payments up more than 50% compared to this time last year, the rising costs of homeownership have sidelined many prospective buyers. Nationally, the median sales price of existing homes recently exceeded \$400,000 for the first time ever, a 15% increase from the same period a year ago, according to the National Association of REALTORS®. As existing home sales continue to soften nationwide, housing supply is slowly improving, with inventory up for the second straight month. In time, price growth is expected to moderate as supply grows; for now, however, inventory remains low, and buyers are feeling the squeeze of higher prices all around.

Quick Facts

- 28.6%

Change in
Closed Sales
All Properties

+ 26.9%

Change in
Median Sales Price
All Properties

+ 37.8%

Change in
Homes for Sale
All Properties

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

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



Single Family Market Overview

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



Key Metrics	Historical Sparkbars	6-2021	6-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		178	143	- 19.7%	1,015	1,004	- 1.1%
Pending Sales		143	140	- 2.1%	990	965	- 2.5%
Closed Sales		185	143	- 22.7%	979	927	- 5.3%
Days on Market Until Sale		13	19	+ 46.2%	23	21	- 8.7%
Median Sales Price		\$300,000	\$375,000	+ 25.0%	\$292,000	\$349,000	+ 19.5%
Average Sales Price		\$315,819	\$406,183	+ 28.6%	\$312,164	\$379,549	+ 21.6%
Percent of List Price Received		101.4%	100.5%	- 0.9%	100.2%	100.3%	+ 0.1%
Housing Affordability Index		129	80	- 38.0%	133	86	- 35.3%
Inventory of Homes for Sale		118	166	+ 40.7%	—	—	—
Months Supply of Inventory		0.8	1.1	+ 37.5%	—	—	—

Townhouse/Condo Market Overview

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



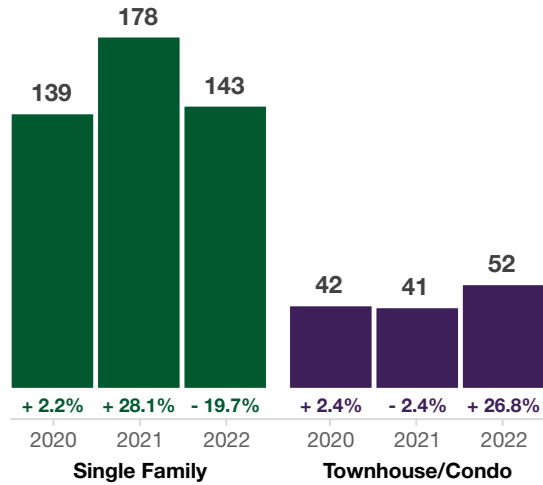
Key Metrics	Historical Sparkbars	6-2021	6-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		41	52	+ 26.8%	376	342	- 9.0%
Pending Sales		35	41	+ 17.1%	368	324	- 12.0%
Closed Sales		67	37	- 44.8%	375	329	- 12.3%
Days on Market Until Sale		12	19	+ 58.3%	16	15	- 6.3%
Median Sales Price		\$184,000	\$228,000	+ 23.9%	\$189,000	\$230,000	+ 21.7%
Average Sales Price		\$186,634	\$230,047	+ 23.3%	\$191,439	\$230,093	+ 20.2%
Percent of List Price Received		100.5%	100.2%	- 0.3%	100.1%	100.6%	+ 0.5%
Housing Affordability Index		211	132	- 37.4%	205	131	- 36.1%
Inventory of Homes for Sale		30	38	+ 26.7%	—	—	—
Months Supply of Inventory		0.6	0.8	+ 33.3%	—	—	—

New Listings

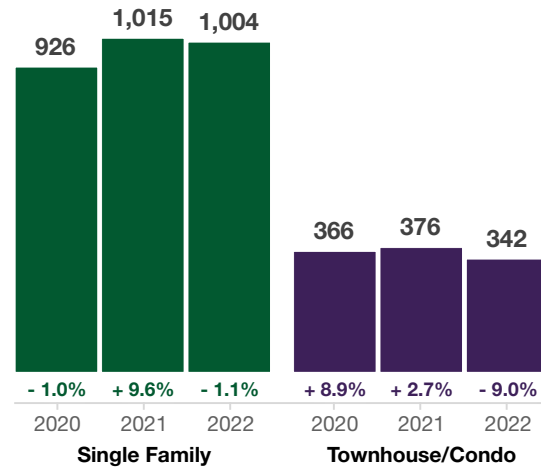
A count of the properties that have been newly listed on the market in a given month.



June

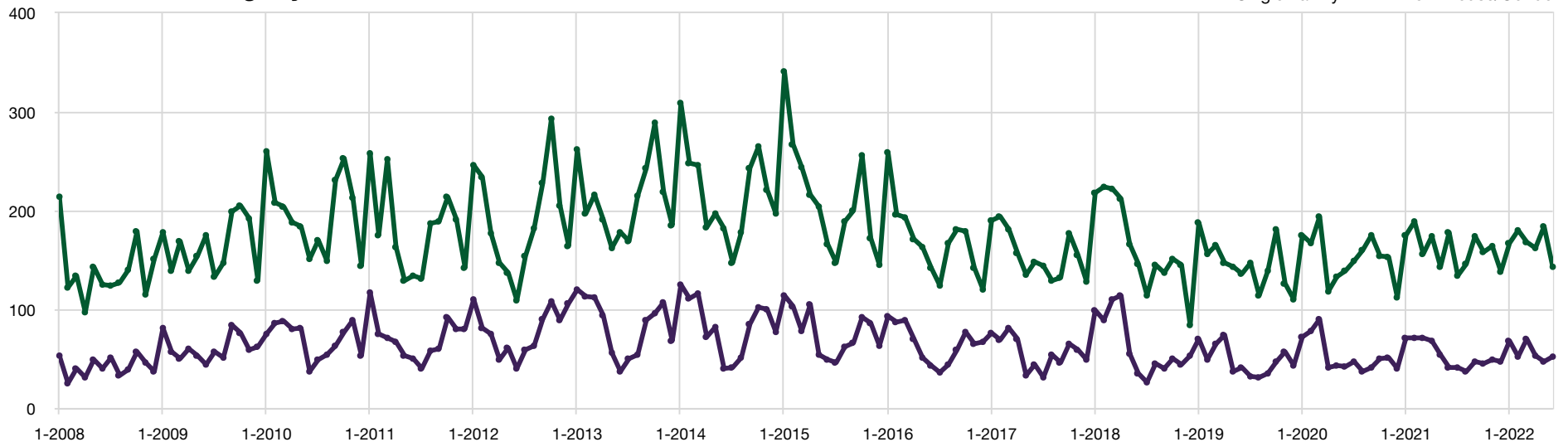


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2021	134	- 10.1%	41	- 12.8%
8-2021	146	- 8.8%	37	0.0%
9-2021	174	- 0.6%	47	+ 14.6%
10-2021	158	+ 2.6%	45	- 10.0%
11-2021	164	+ 7.2%	49	- 3.9%
12-2021	138	+ 23.2%	47	+ 17.5%
1-2022	167	- 4.6%	68	- 4.2%
2-2022	180	- 4.8%	52	- 26.8%
3-2022	168	+ 7.7%	70	- 1.4%
4-2022	162	- 6.9%	53	- 22.1%
5-2022	184	+ 28.7%	47	- 13.0%
6-2022	143	- 19.7%	52	+ 26.8%
12-Month Avg	160	0.0%	51	- 5.6%

Historical New Listings by Month

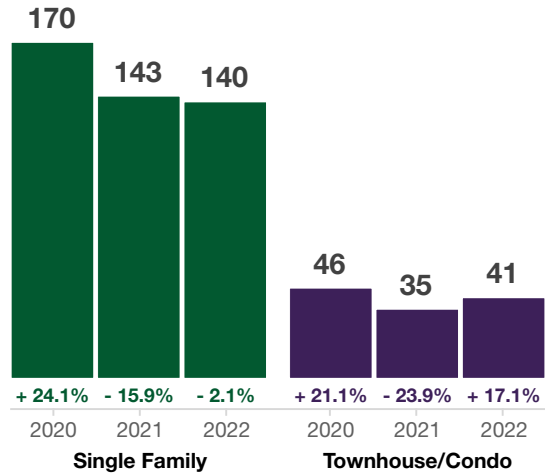


Pending Sales

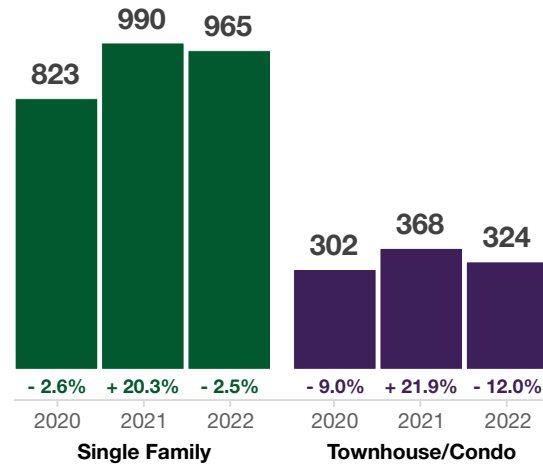
A count of the properties on which offers have been accepted in a given month.



June

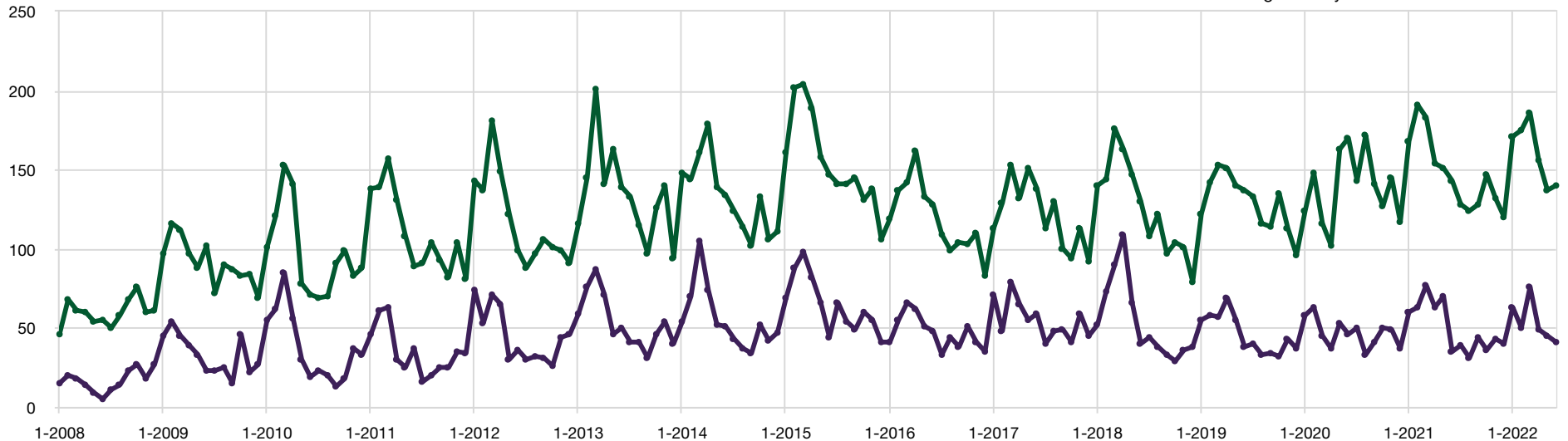


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2021	128	- 10.5%	39	- 22.0%
8-2021	124	- 27.9%	31	- 6.1%
9-2021	128	- 9.2%	44	+ 7.3%
10-2021	147	+ 15.7%	36	- 28.0%
11-2021	132	- 9.0%	43	- 12.2%
12-2021	120	+ 2.6%	40	+ 8.1%
1-2022	171	+ 1.8%	63	+ 5.0%
2-2022	175	- 8.4%	50	- 20.6%
3-2022	186	+ 1.6%	76	- 1.3%
4-2022	156	+ 1.3%	49	- 22.2%
5-2022	137	- 9.3%	45	- 35.7%
6-2022	140	- 2.1%	41	+ 17.1%
12-Month Avg	145	- 5.2%	46	- 11.5%

Historical Pending Sales by Month

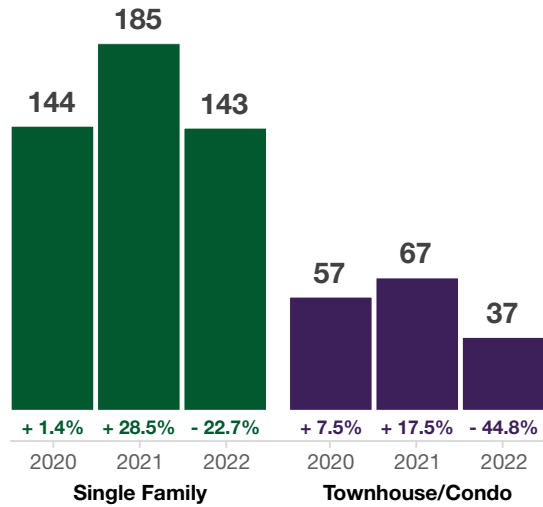


Closed Sales

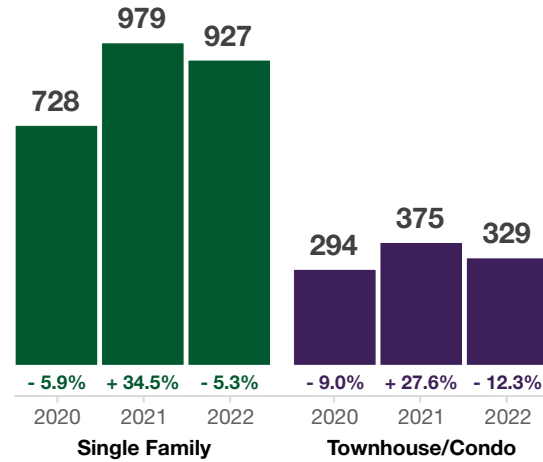
A count of the actual sales that closed in a given month.



June

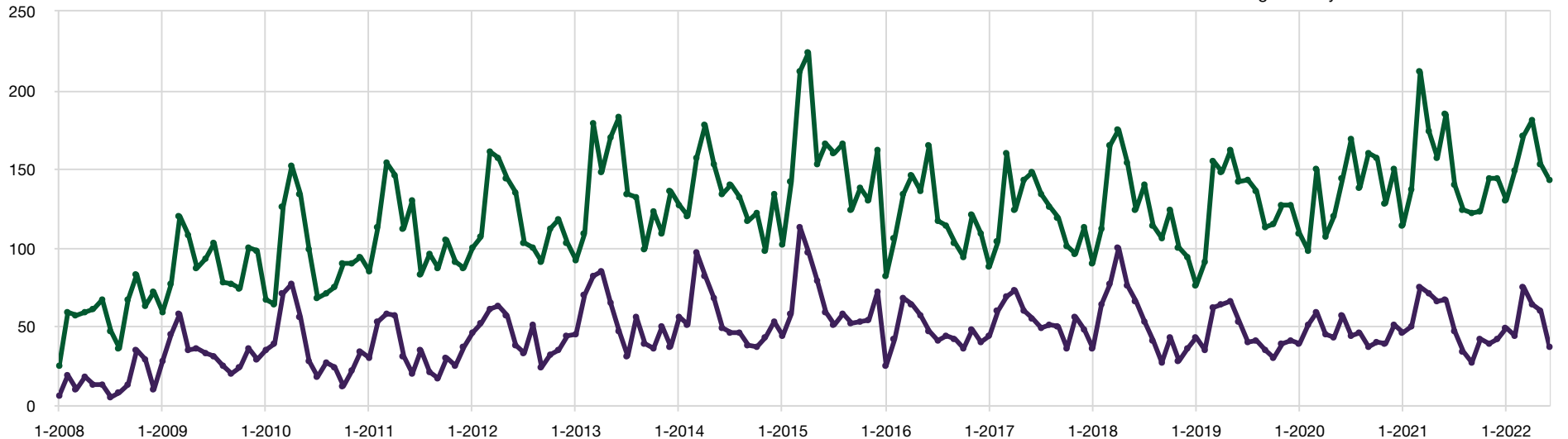


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2021	140	-17.2%	47	+6.8%
8-2021	124	-10.1%	34	-26.1%
9-2021	122	-23.8%	27	-27.0%
10-2021	123	-21.7%	42	+5.0%
11-2021	144	+12.5%	39	0.0%
12-2021	144	-4.0%	42	-17.6%
1-2022	130	+14.0%	49	+6.5%
2-2022	149	+8.8%	44	-12.0%
3-2022	171	-19.3%	75	0.0%
4-2022	181	+4.0%	64	-9.9%
5-2022	153	-2.5%	60	-9.1%
6-2022	143	-22.7%	37	-44.8%
12-Month Avg	144	-8.3%	47	-11.3%

Historical Closed Sales by Month

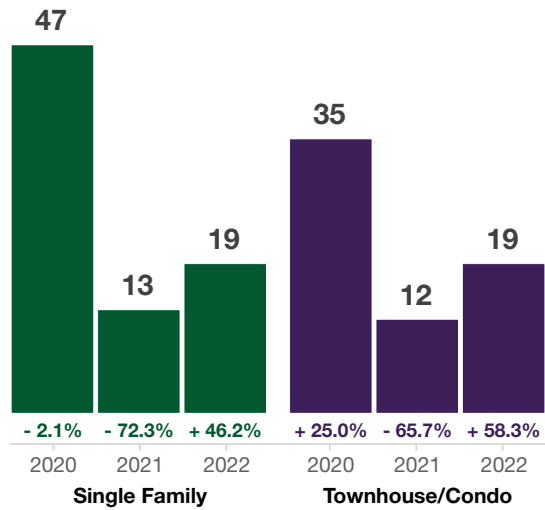


Days on Market Until Sale

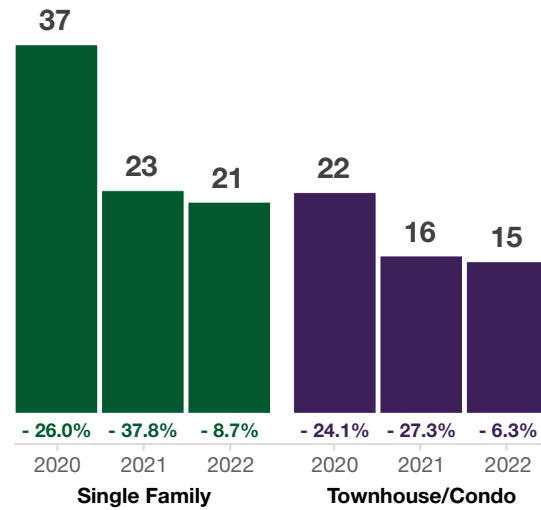
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



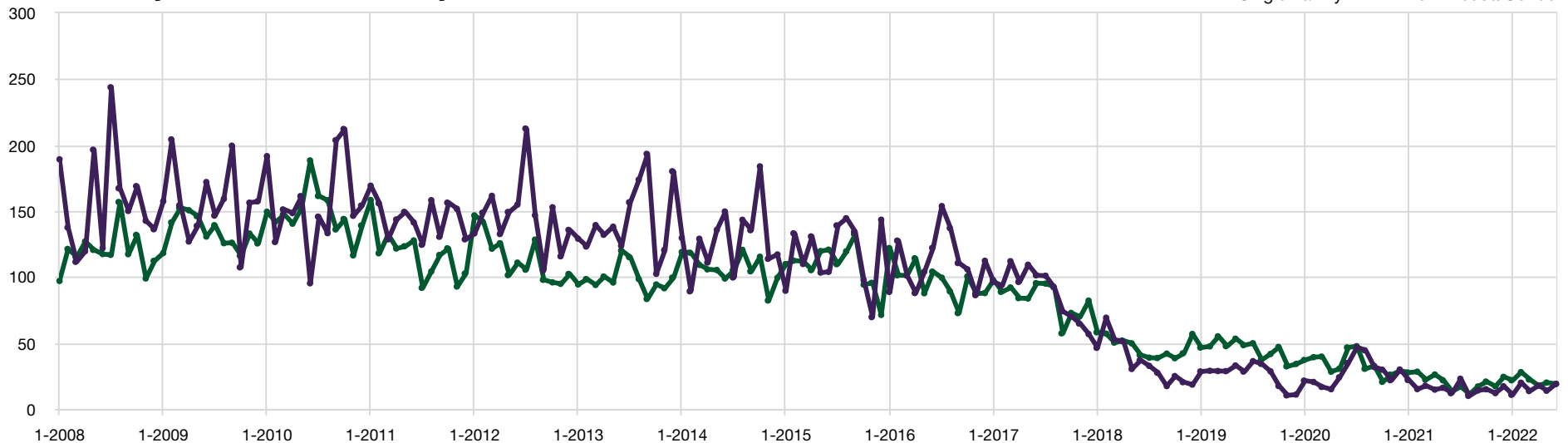
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2021	17	- 64.6%	23	- 51.1%
8-2021	11	- 63.3%	10	- 77.3%
9-2021	17	- 48.5%	14	- 56.3%
10-2021	21	0.0%	15	- 50.0%
11-2021	17	- 34.6%	12	- 45.5%
12-2021	24	- 17.2%	17	- 43.3%
1-2022	22	- 21.4%	11	- 50.0%
2-2022	28	0.0%	20	+ 33.3%
3-2022	22	0.0%	14	- 22.2%
4-2022	18	- 30.8%	18	+ 20.0%
5-2022	20	- 9.1%	14	- 12.5%
6-2022	19	+ 46.2%	19	+ 58.3%
12-Month Avg*	20	- 26.3%	15	- 33.9%

* Days on Market for all properties from July 2021 through June 2022. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

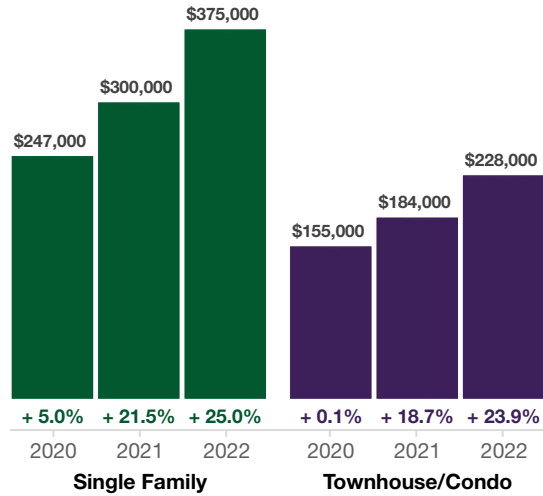


Median Sales Price

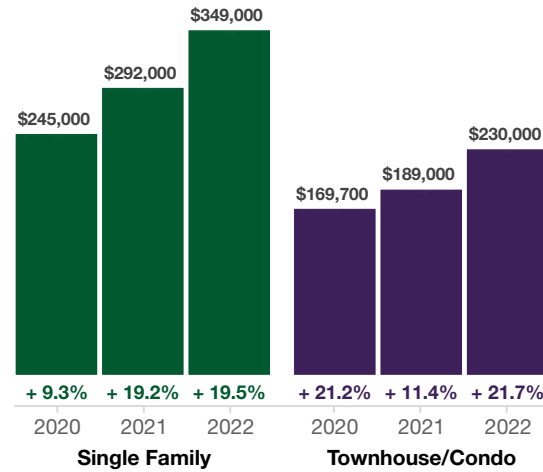
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



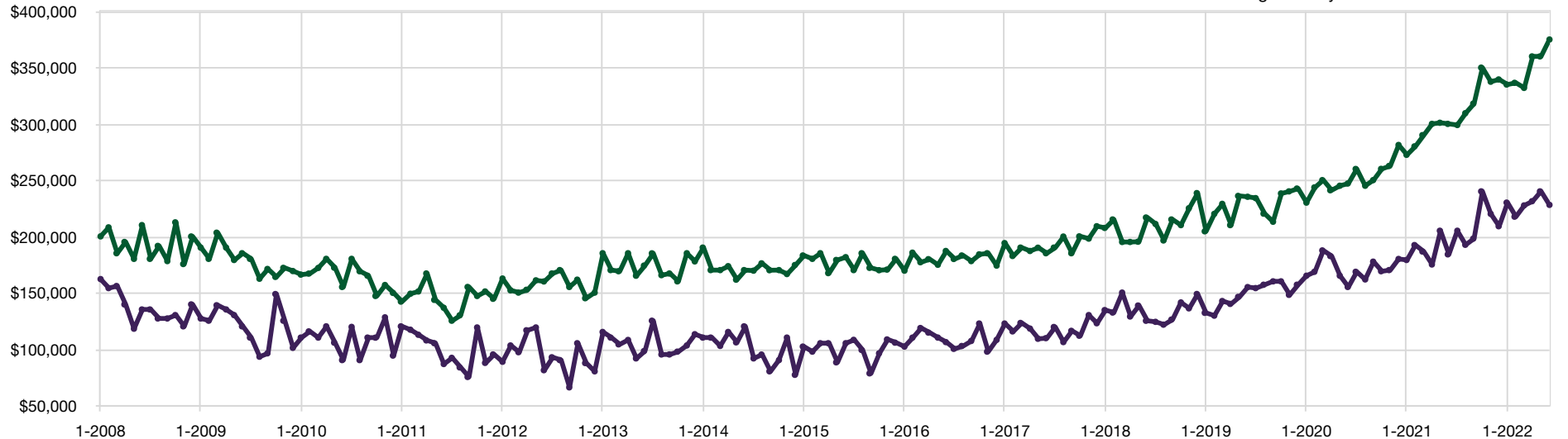
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2021	\$299,000	+ 15.0%	\$205,000	+ 21.7%
8-2021	\$309,500	+ 26.3%	\$192,500	+ 19.0%
9-2021	\$318,000	+ 27.2%	\$198,000	+ 11.5%
10-2021	\$350,000	+ 34.6%	\$240,000	+ 42.0%
11-2021	\$337,500	+ 28.5%	\$220,000	+ 29.4%
12-2021	\$339,500	+ 20.7%	\$209,000	+ 16.2%
1-2022	\$335,000	+ 22.9%	\$230,000	+ 28.5%
2-2022	\$336,505	+ 20.2%	\$217,500	+ 13.1%
3-2022	\$332,000	+ 14.5%	\$227,500	+ 22.0%
4-2022	\$360,000	+ 20.0%	\$231,250	+ 32.1%
5-2022	\$360,000	+ 19.6%	\$240,000	+ 17.1%
6-2022	\$375,000	+ 25.0%	\$228,000	+ 23.9%
12-Month Avg*	\$340,000	+ 21.9%	\$223,250	+ 24.0%

* Median Sales Price for all properties from July 2021 through June 2022. This is not the average of the individual figures above.

Historical Median Sales Price by Month

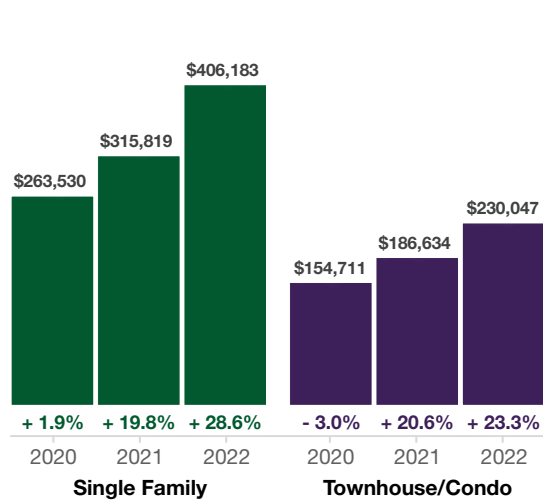


Average Sales Price

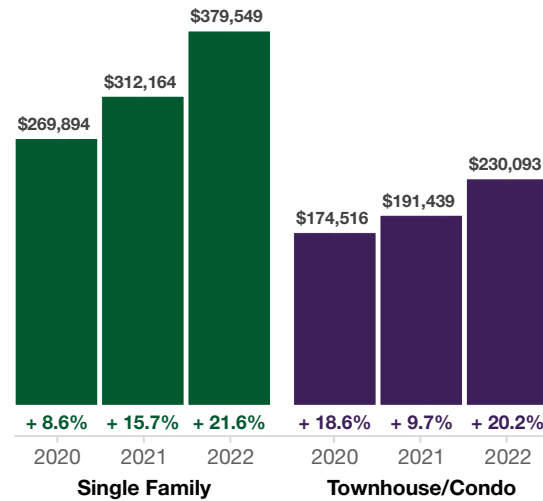
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



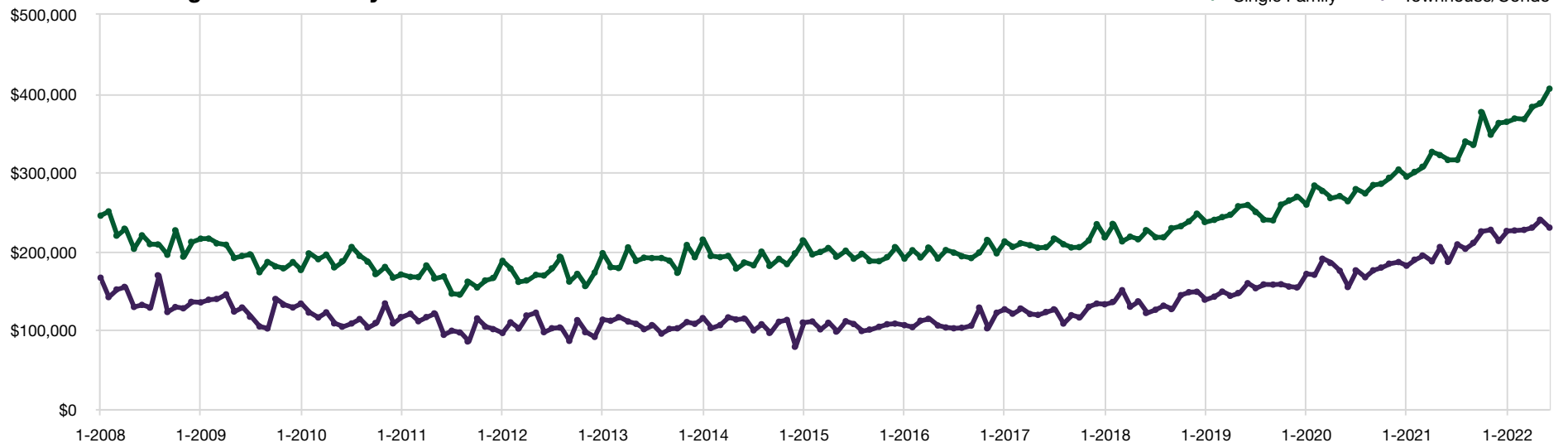
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2021	\$315,967	+ 13.3%	\$208,808	+ 18.7%
8-2021	\$339,238	+ 24.1%	\$203,185	+ 21.6%
9-2021	\$334,898	+ 17.9%	\$210,704	+ 19.8%
10-2021	\$376,541	+ 31.8%	\$225,277	+ 25.6%
11-2021	\$347,878	+ 18.6%	\$227,293	+ 23.3%
12-2021	\$362,703	+ 19.4%	\$213,131	+ 14.4%
1-2022	\$364,243	+ 23.6%	\$225,798	+ 24.2%
2-2022	\$368,391	+ 22.5%	\$226,421	+ 19.6%
3-2022	\$367,604	+ 19.7%	\$227,180	+ 16.7%
4-2022	\$383,117	+ 17.5%	\$230,031	+ 22.8%
5-2022	\$387,657	+ 20.4%	\$240,026	+ 16.8%
6-2022	\$406,183	+ 28.6%	\$230,047	+ 23.3%
12-Month Avg*	\$364,060	+ 21.5%	\$223,909	+ 20.3%

* Avg. Sales Price for all properties from July 2021 through June 2022. This is not the average of the individual figures above.

Historical Average Sales Price by Month

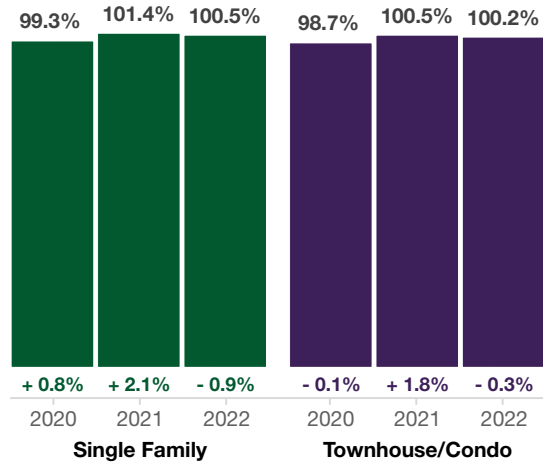


Percent of List Price Received

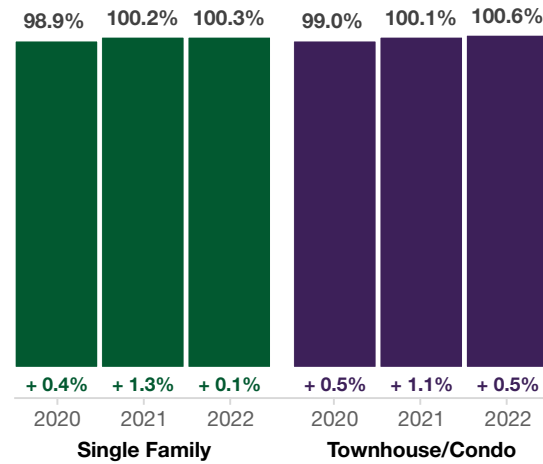
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June



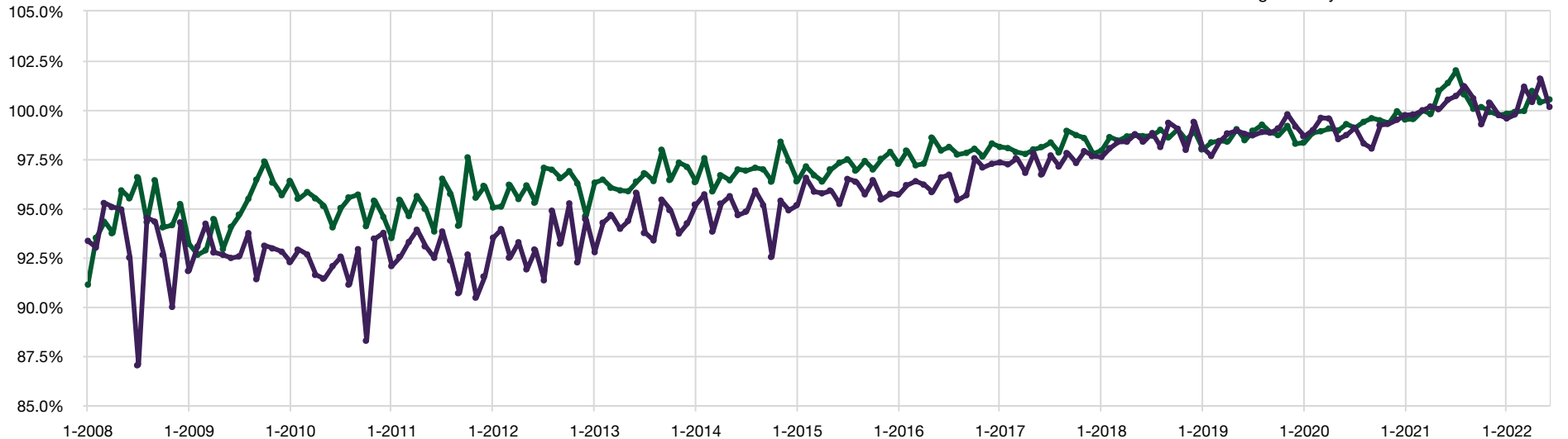
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2021	102.0%	+ 2.9%	100.7%	+ 1.6%
8-2021	100.8%	+ 1.4%	101.2%	+ 3.0%
9-2021	100.1%	+ 0.5%	100.6%	+ 2.7%
10-2021	100.1%	+ 0.6%	99.3%	+ 0.1%
11-2021	99.9%	+ 0.6%	100.4%	+ 1.1%
12-2021	99.7%	- 0.2%	99.7%	+ 0.2%
1-2022	99.8%	+ 0.3%	99.6%	- 0.1%
2-2022	99.9%	+ 0.4%	99.8%	0.0%
3-2022	99.9%	- 0.1%	101.2%	+ 1.2%
4-2022	101.0%	+ 1.2%	100.4%	+ 0.2%
5-2022	100.4%	- 0.6%	101.6%	+ 1.6%
6-2022	100.5%	- 0.9%	100.2%	- 0.3%
12-Month Avg*	100.4%	+ 0.5%	100.4%	+ 0.8%

* Pct. of List Price Received for all properties from July 2021 through June 2022. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

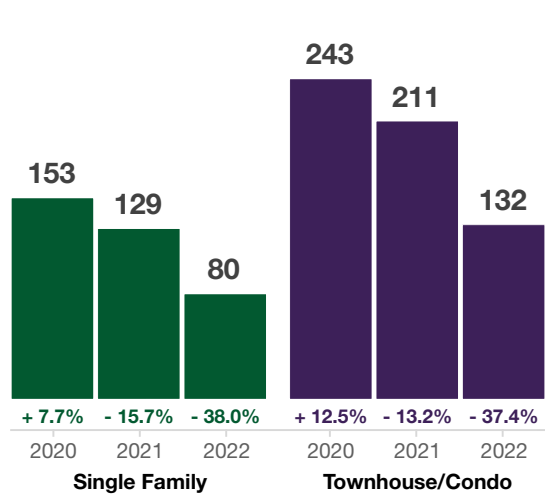


Housing Affordability Index

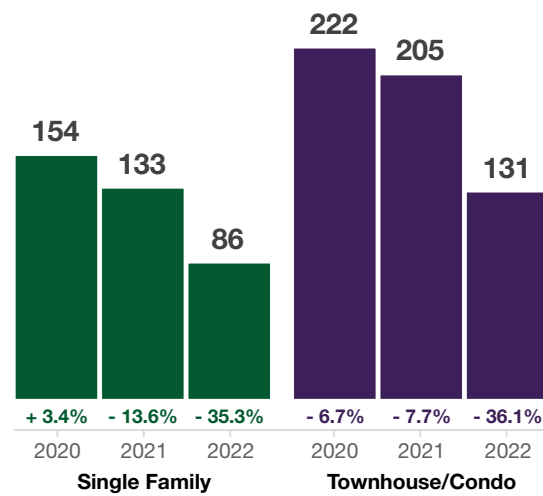


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

June

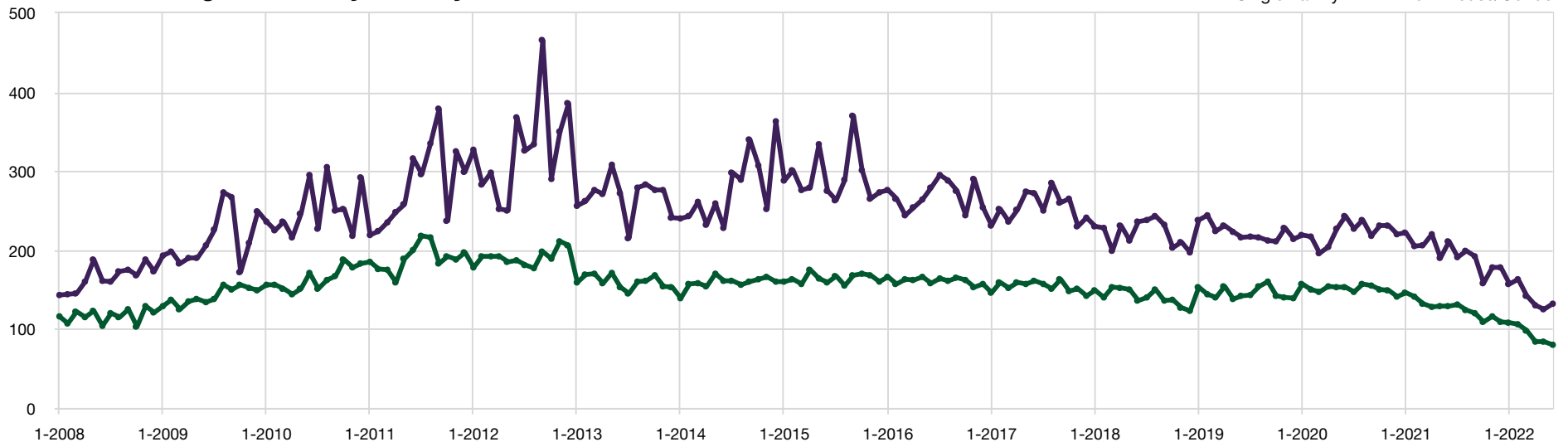


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2021	131	- 10.9%	191	- 15.9%
8-2021	124	- 21.0%	199	- 16.4%
9-2021	120	- 22.6%	192	- 11.9%
10-2021	109	- 27.3%	158	- 31.6%
11-2021	116	- 22.1%	178	- 22.9%
12-2021	109	- 22.7%	178	- 19.1%
1-2022	108	- 26.0%	157	- 29.3%
2-2022	106	- 24.8%	163	- 20.5%
3-2022	98	- 25.8%	142	- 31.1%
4-2022	84	- 34.4%	130	- 40.9%
5-2022	84	- 34.9%	125	- 34.2%
6-2022	80	- 38.0%	132	- 37.4%
12-Month Avg	106	- 25.4%	162	- 25.7%

Historical Housing Affordability Index by Month

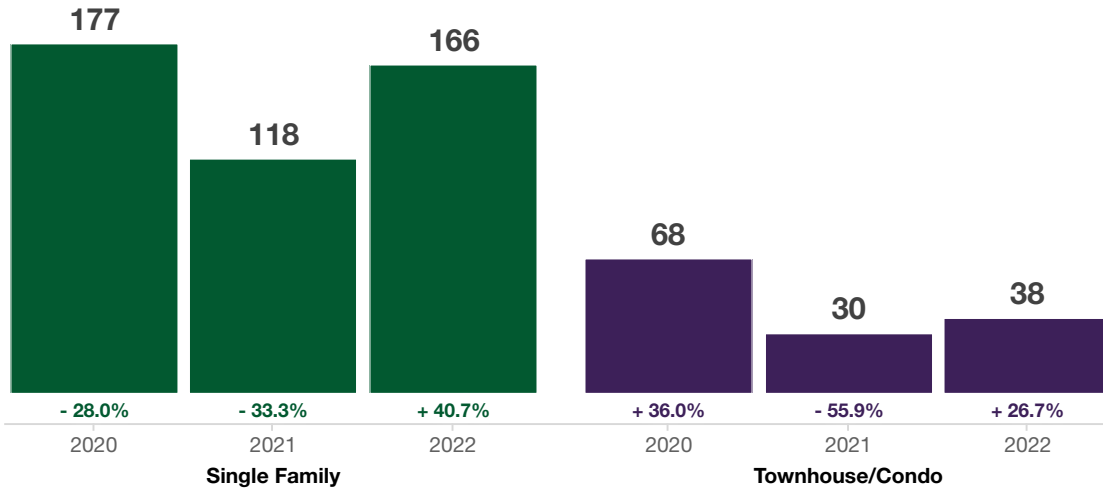


Inventory of Homes for Sale

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

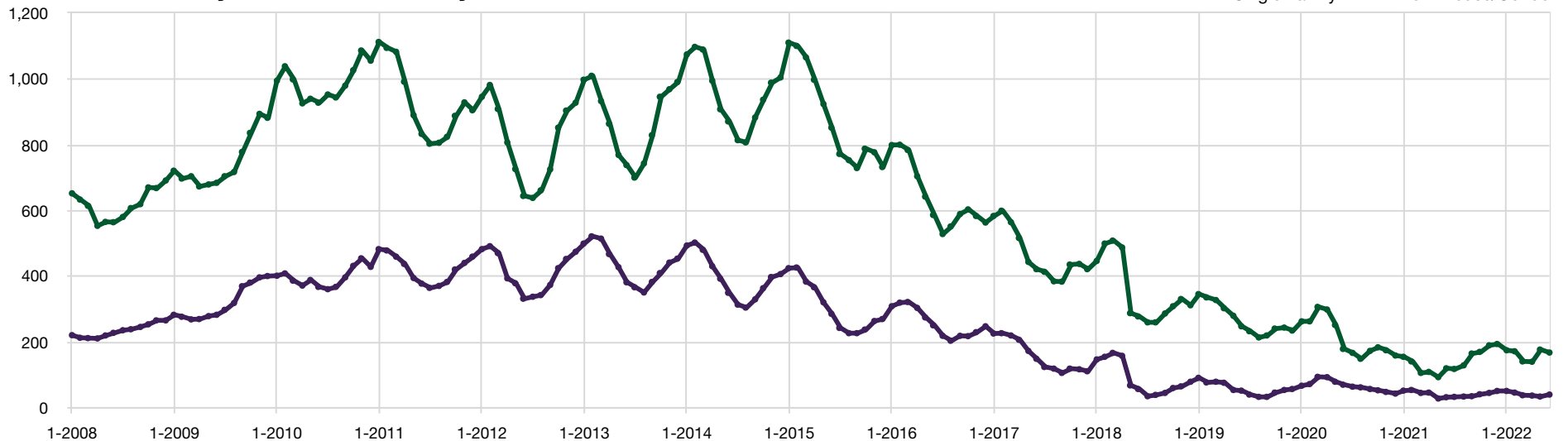


June



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2021	116	- 29.7%	31	- 50.0%
8-2021	127	- 13.6%	32	- 46.7%
9-2021	163	- 4.7%	33	- 40.0%
10-2021	168	- 7.7%	39	- 23.5%
11-2021	188	+ 8.7%	43	- 6.5%
12-2021	192	+ 22.3%	49	+ 19.5%
1-2022	173	+ 13.1%	49	- 2.0%
2-2022	170	+ 22.3%	44	- 15.4%
3-2022	139	+ 33.7%	36	- 16.3%
4-2022	138	+ 29.0%	35	- 20.5%
5-2022	175	+ 92.3%	32	+ 23.1%
6-2022	166	+ 40.7%	38	+ 26.7%
12-Month Avg	160	+ 12.7%	38	- 19.1%

Historical Inventory of Homes for Sale by Month

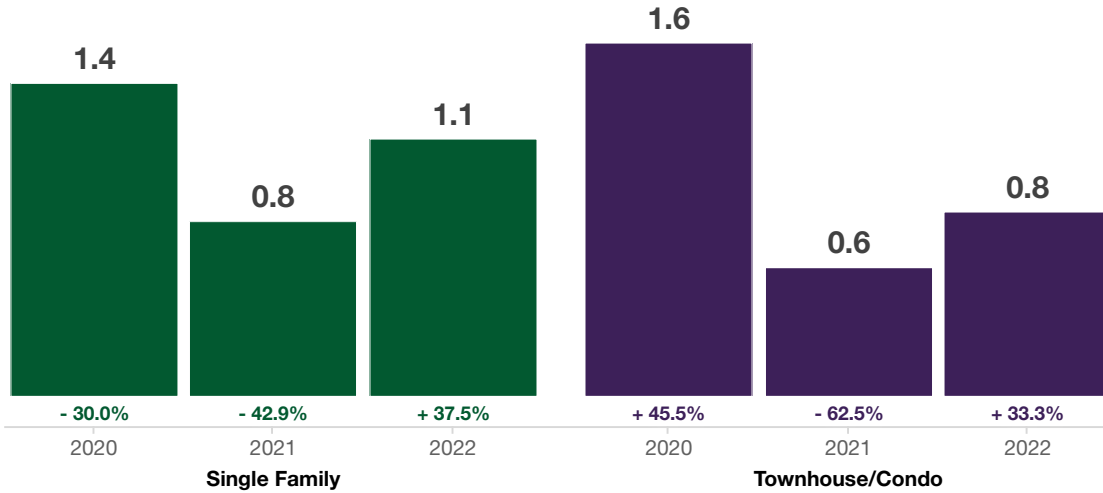


Months Supply of Inventory

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.



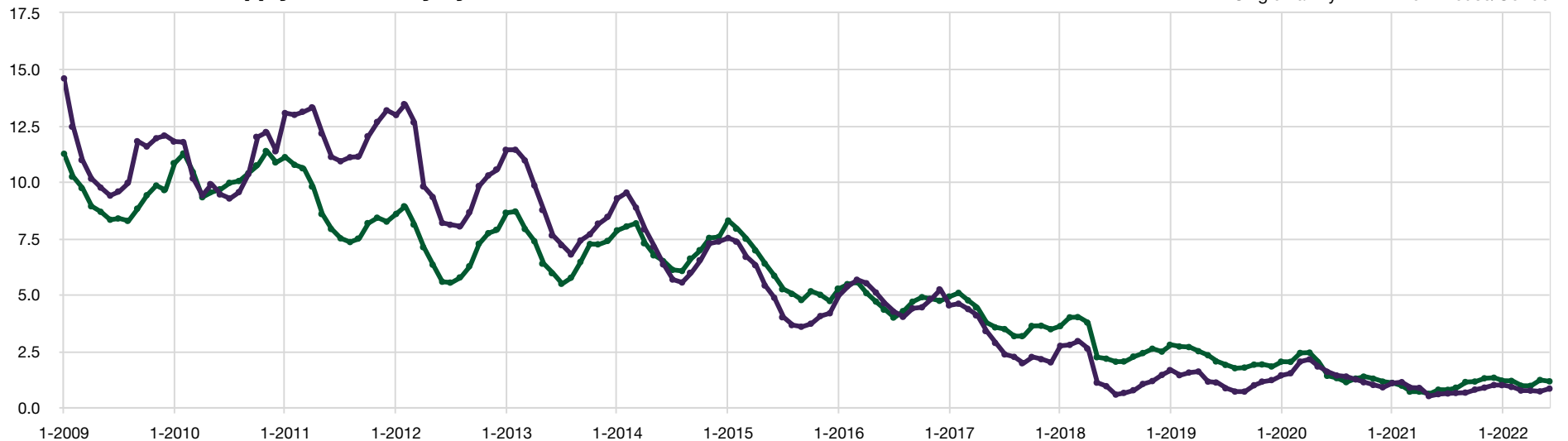
June



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
7-2021	0.8	- 38.5%	0.6	- 57.1%
8-2021	0.9	- 18.2%	0.6	- 57.1%
9-2021	1.1	- 15.4%	0.6	- 50.0%
10-2021	1.1	- 21.4%	0.8	- 27.3%
11-2021	1.3	0.0%	0.9	- 10.0%
12-2021	1.3	+ 18.2%	1.0	+ 11.1%
1-2022	1.2	+ 9.1%	1.0	- 9.1%
2-2022	1.2	+ 20.0%	0.9	- 18.2%
3-2022	0.9	+ 28.6%	0.7	- 22.2%
4-2022	0.9	+ 28.6%	0.7	- 12.5%
5-2022	1.2	+ 100.0%	0.7	+ 40.0%
6-2022	1.1	+ 37.5%	0.8	+ 33.3%
12-Month Avg*	1.1	+ 7.1%	0.8	- 21.5%

* Months Supply for all properties from July 2021 through June 2022. 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	6-2021	6-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		219	195	- 11.0%	1,391	1,346	- 3.2%
Pending Sales		178	181	+ 1.7%	1,358	1,289	- 5.1%
Closed Sales		252	180	- 28.6%	1,354	1,256	- 7.2%
Days on Market Until Sale		13	19	+ 46.2%	21	20	- 4.8%
Median Sales Price		\$275,000	\$349,000	+ 26.9%	\$268,950	\$325,000	+ 20.8%
Average Sales Price		\$281,472	\$369,977	+ 31.4%	\$278,729	\$340,400	+ 22.1%
Percent of List Price Received		101.1%	100.5%	- 0.6%	100.2%	100.3%	+ 0.1%
Housing Affordability Index		141	86	- 39.0%	144	93	- 35.4%
Inventory of Homes for Sale		148	204	+ 37.8%	—	—	—
Months Supply of Inventory		0.7	1.1	+ 57.1%	—	—	—

Local Market Update – June 2022

A Research Tool Provided by Southern Arizona MLS.



Green Valley - North

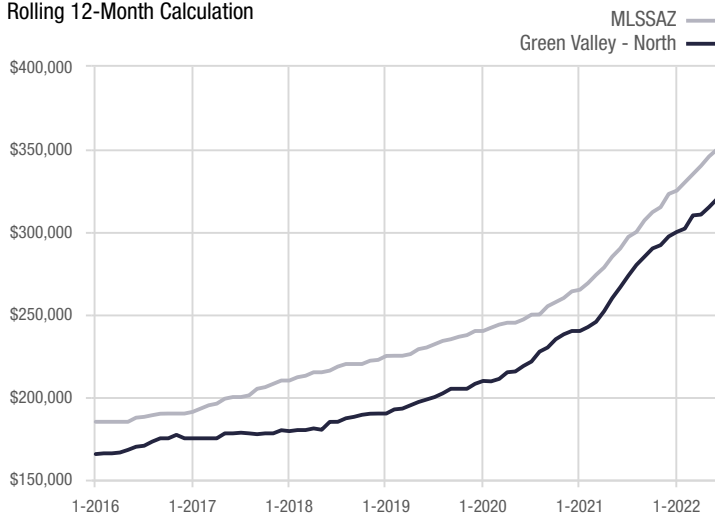
Single Family	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	94	86	- 8.5%	441	441	0.0%
Pending Sales	83	77	- 7.2%	433	419	- 3.2%
Closed Sales	94	61	- 35.1%	413	375	- 9.2%
Days on Market Until Sale	12	22	+ 83.3%	19	22	+ 15.8%
Median Sales Price*	\$297,000	\$340,550	+ 14.7%	\$286,000	\$328,000	+ 14.7%
Average Sales Price*	\$302,204	\$365,391	+ 20.9%	\$291,671	\$352,666	+ 20.9%
Percent of List Price Received*	101.8%	100.9%	- 0.9%	100.9%	100.5%	- 0.4%
Inventory of Homes for Sale	52	82	+ 57.7%	—	—	—
Months Supply of Inventory	0.8	1.3	+ 62.5%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	3	0	- 100.0%	6	5	- 16.7%
Pending Sales	2	1	- 50.0%	5	6	+ 20.0%
Closed Sales	1	3	+ 200.0%	3	6	+ 100.0%
Days on Market Until Sale	2	15	+ 650.0%	1	24	+ 2,300.0%
Median Sales Price*	\$184,000	\$250,000	+ 35.9%	\$199,500	\$250,000	+ 25.3%
Average Sales Price*	\$184,000	\$252,667	+ 37.3%	\$194,500	\$248,500	+ 27.8%
Percent of List Price Received*	102.3%	101.7%	- 0.6%	100.7%	102.2%	+ 1.5%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.8	—	—	—	—	—

* 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.

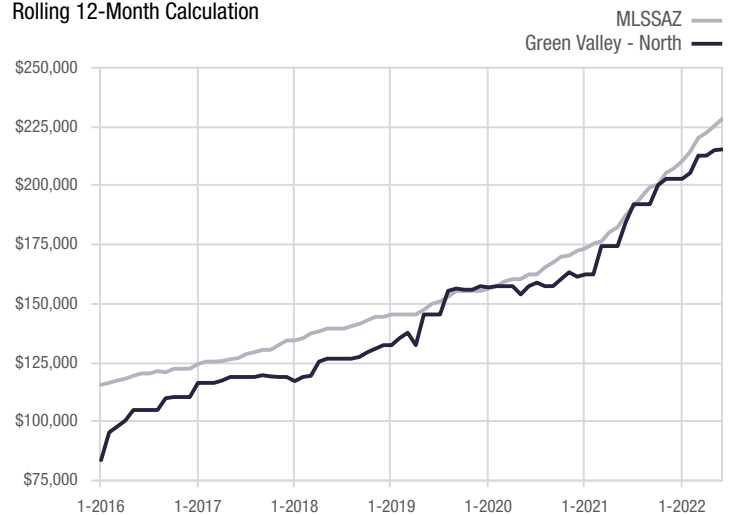
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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 – June 2022

A Research Tool Provided by Southern Arizona MLS.



Green Valley - Northeast

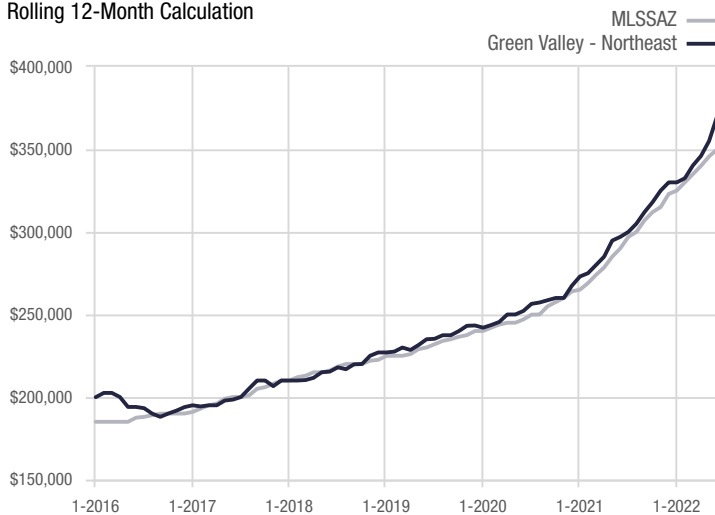
Single Family	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
Key Metrics						
New Listings	39	31	- 20.5%	262	236	- 9.9%
Pending Sales	24	28	+ 16.7%	235	240	+ 2.1%
Closed Sales	49	39	- 20.4%	252	232	- 7.9%
Days on Market Until Sale	9	20	+ 122.2%	14	19	+ 35.7%
Median Sales Price*	\$289,995	\$399,900	+ 37.9%	\$311,000	\$385,000	+ 23.8%
Average Sales Price*	\$320,603	\$432,502	+ 34.9%	\$337,749	\$402,873	+ 19.3%
Percent of List Price Received*	101.6%	100.1%	- 1.5%	100.0%	100.0%	0.0%
Inventory of Homes for Sale	30	41	+ 36.7%	—	—	—
Months Supply of Inventory	0.8	1.2	+ 50.0%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
Key Metrics						
New Listings	4	9	+ 125.0%	27	33	+ 22.2%
Pending Sales	2	7	+ 250.0%	23	32	+ 39.1%
Closed Sales	4	5	+ 25.0%	27	28	+ 3.7%
Days on Market Until Sale	21	9	- 57.1%	16	27	+ 68.8%
Median Sales Price*	\$267,000	\$297,000	+ 11.2%	\$259,000	\$289,000	+ 11.6%
Average Sales Price*	\$268,375	\$281,700	+ 5.0%	\$248,031	\$288,708	+ 16.4%
Percent of List Price Received*	99.3%	100.6%	+ 1.3%	100.1%	99.5%	- 0.6%
Inventory of Homes for Sale	4	5	+ 25.0%	—	—	—
Months Supply of Inventory	1.1	1.2	+ 9.1%	—	—	—

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

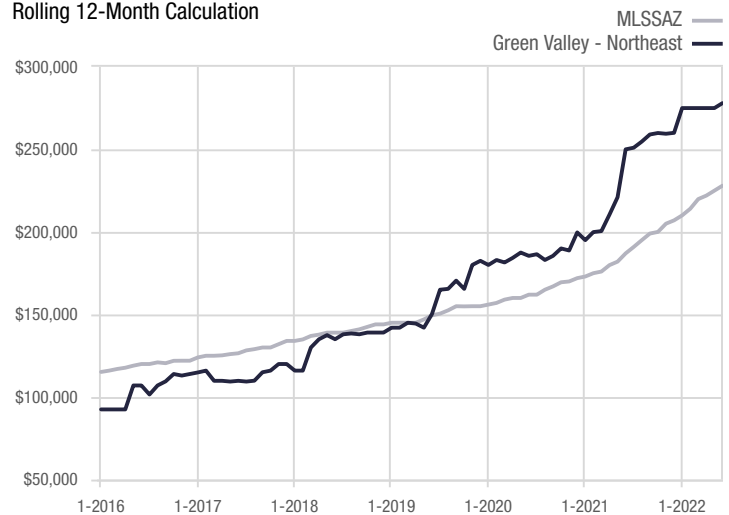
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – June 2022

A Research Tool Provided by Southern Arizona MLS.



Green Valley - Northwest

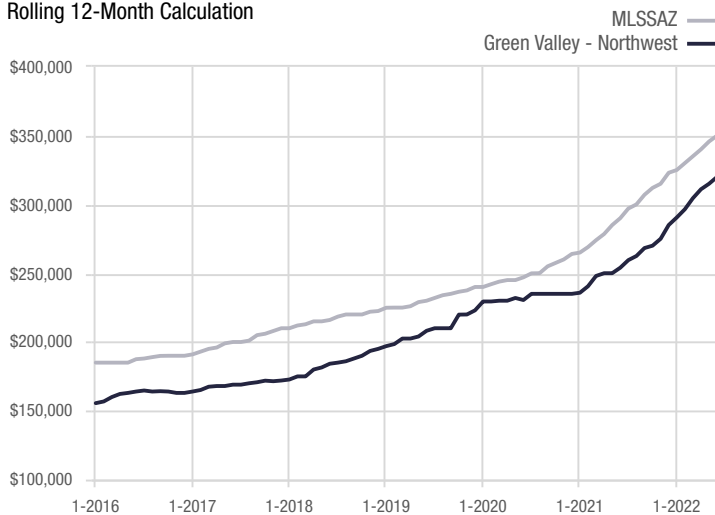
Single Family Key Metrics	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	22	16	- 27.3%	135	152	+ 12.6%
Pending Sales	18	17	- 5.6%	134	145	+ 8.2%
Closed Sales	19	21	+ 10.5%	133	144	+ 8.3%
Days on Market Until Sale	21	11	- 47.6%	32	16	- 50.0%
Median Sales Price*	\$309,000	\$360,000	+ 16.5%	\$274,500	\$332,000	+ 20.9%
Average Sales Price*	\$306,632	\$372,041	+ 21.3%	\$288,361	\$341,705	+ 18.5%
Percent of List Price Received*	100.8%	100.8%	0.0%	100.0%	100.1%	+ 0.1%
Inventory of Homes for Sale	11	22	+ 100.0%	—	—	—
Months Supply of Inventory	0.5	1.1	+ 120.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	18	25	+ 38.9%	202	176	- 12.9%
Pending Sales	16	19	+ 18.8%	200	167	- 16.5%
Closed Sales	38	19	- 50.0%	202	176	- 12.9%
Days on Market Until Sale	11	15	+ 36.4%	16	14	- 12.5%
Median Sales Price*	\$115,000	\$190,000	+ 65.2%	\$165,000	\$194,750	+ 18.0%
Average Sales Price*	\$149,929	\$205,865	+ 37.3%	\$159,049	\$195,054	+ 22.6%
Percent of List Price Received*	100.6%	100.0%	- 0.6%	100.0%	100.5%	+ 0.5%
Inventory of Homes for Sale	16	20	+ 25.0%	—	—	—
Months Supply of Inventory	0.6	0.8	+ 33.3%	—	—	—

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

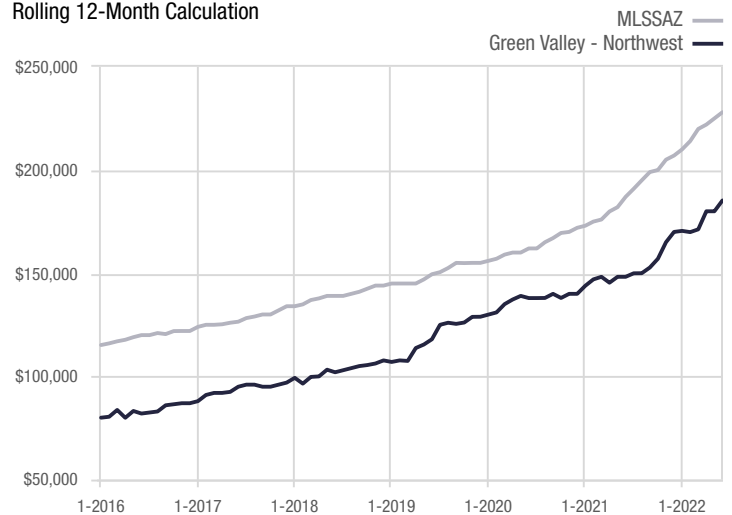
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – June 2022

A Research Tool Provided by Southern Arizona MLS.



Green Valley - Southeast

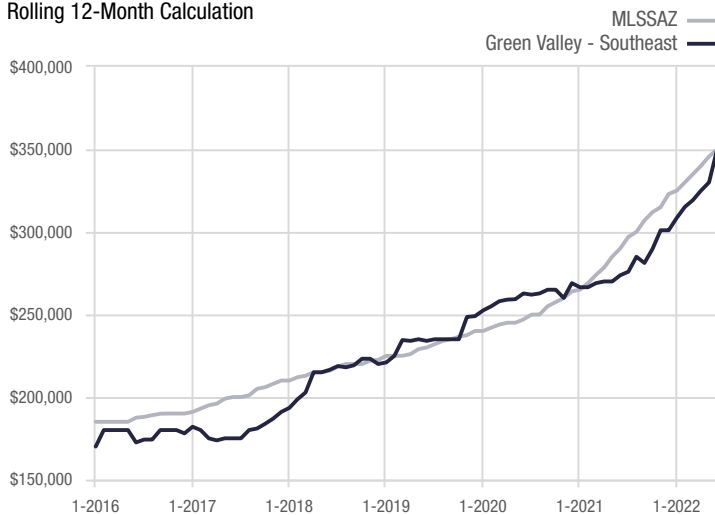
Single Family	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
Key Metrics						
New Listings	9	3	- 66.7%	72	72	0.0%
Pending Sales	9	6	- 33.3%	74	62	- 16.2%
Closed Sales	10	7	- 30.0%	66	66	0.0%
Days on Market Until Sale	20	26	+ 30.0%	36	14	- 61.1%
Median Sales Price*	\$280,400	\$465,000	+ 65.8%	\$275,450	\$352,750	+ 28.1%
Average Sales Price*	\$350,421	\$560,500	+ 60.0%	\$306,659	\$396,298	+ 29.2%
Percent of List Price Received*	100.1%	101.5%	+ 1.4%	100.1%	100.3%	+ 0.2%
Inventory of Homes for Sale	7	10	+ 42.9%	—	—	—
Months Supply of Inventory	0.7	1.1	+ 57.1%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
Key Metrics						
New Listings	1	7	+ 600.0%	33	32	- 3.0%
Pending Sales	1	2	+ 100.0%	32	28	- 12.5%
Closed Sales	6	1	- 83.3%	32	27	- 15.6%
Days on Market Until Sale	19	1	- 94.7%	17	12	- 29.4%
Median Sales Price*	\$215,000	\$175,000	- 18.6%	\$238,750	\$240,000	+ 0.5%
Average Sales Price*	\$215,167	\$175,000	- 18.7%	\$227,842	\$251,022	+ 10.2%
Percent of List Price Received*	100.8%	100.0%	- 0.8%	99.5%	100.8%	+ 1.3%
Inventory of Homes for Sale	0	5	—	—	—	—
Months Supply of Inventory	—	1.3	—	—	—	—

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

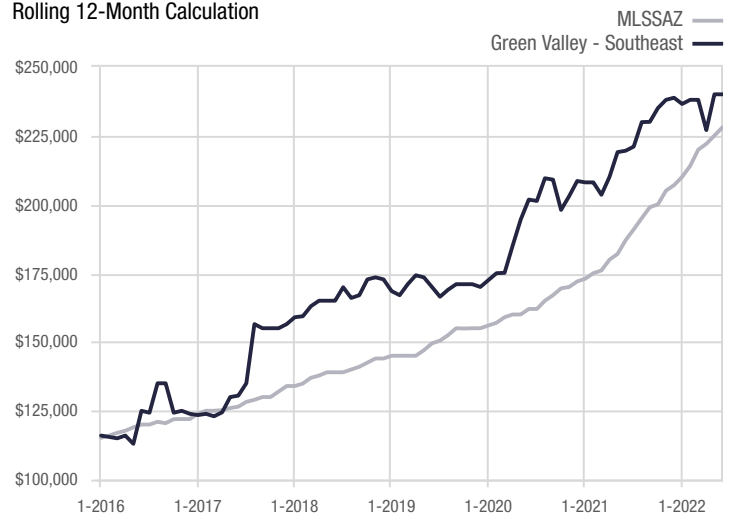
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – June 2022

A Research Tool Provided by Southern Arizona MLS.



Green Valley - Southwest

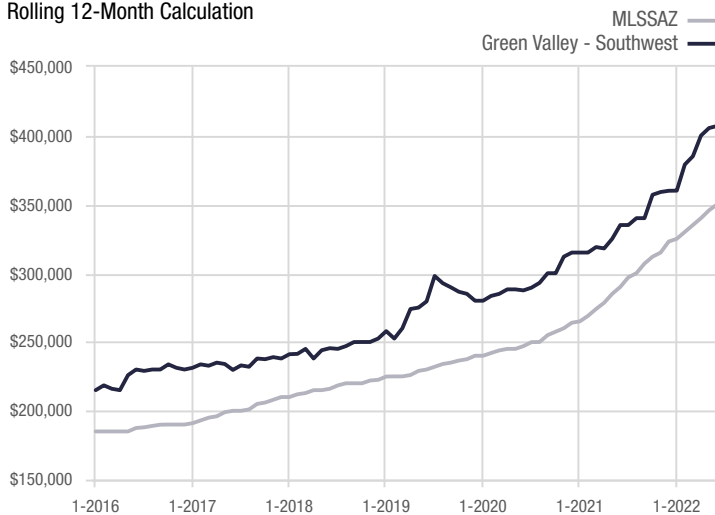
Single Family Key Metrics	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	14	7	- 50.0%	105	103	- 1.9%
Pending Sales	9	12	+ 33.3%	114	99	- 13.2%
Closed Sales	13	15	+ 15.4%	115	110	- 4.3%
Days on Market Until Sale	22	13	- 40.9%	33	36	+ 9.1%
Median Sales Price*	\$385,000	\$475,000	+ 23.4%	\$340,000	\$425,000	+ 25.0%
Average Sales Price*	\$383,038	\$479,425	+ 25.2%	\$360,385	\$461,493	+ 28.1%
Percent of List Price Received*	98.9%	99.3%	+ 0.4%	99.0%	100.3%	+ 1.3%
Inventory of Homes for Sale	18	11	- 38.9%	—	—	—
Months Supply of Inventory	1.0	0.7	- 30.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	15	11	- 26.7%	108	96	- 11.1%
Pending Sales	14	12	- 14.3%	108	91	- 15.7%
Closed Sales	18	9	- 50.0%	111	92	- 17.1%
Days on Market Until Sale	11	36	+ 227.3%	16	16	0.0%
Median Sales Price*	\$217,500	\$229,900	+ 5.7%	\$200,000	\$255,000	+ 27.5%
Average Sales Price*	\$236,592	\$250,978	+ 6.1%	\$226,042	\$271,940	+ 20.3%
Percent of List Price Received*	100.4%	99.6%	- 0.8%	100.2%	100.8%	+ 0.6%
Inventory of Homes for Sale	9	8	- 11.1%	—	—	—
Months Supply of Inventory	0.6	0.6	0.0%	—	—	—

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

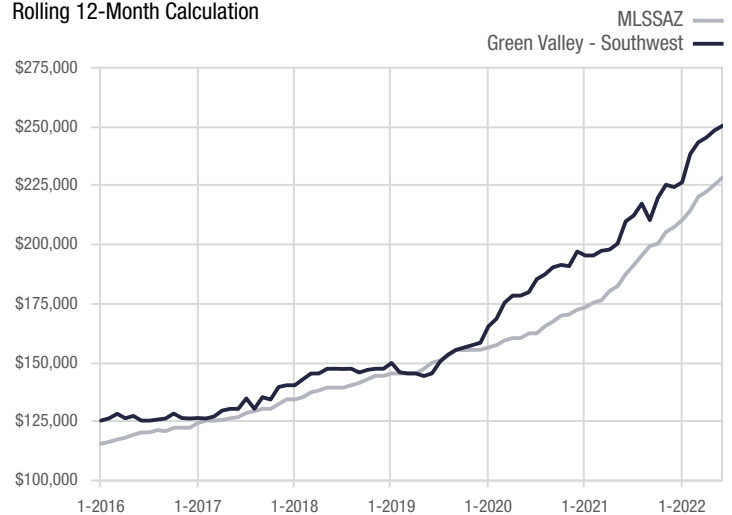
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – June 2022

A Research Tool Provided by Southern Arizona MLS.



Santa Cruz County - Amado

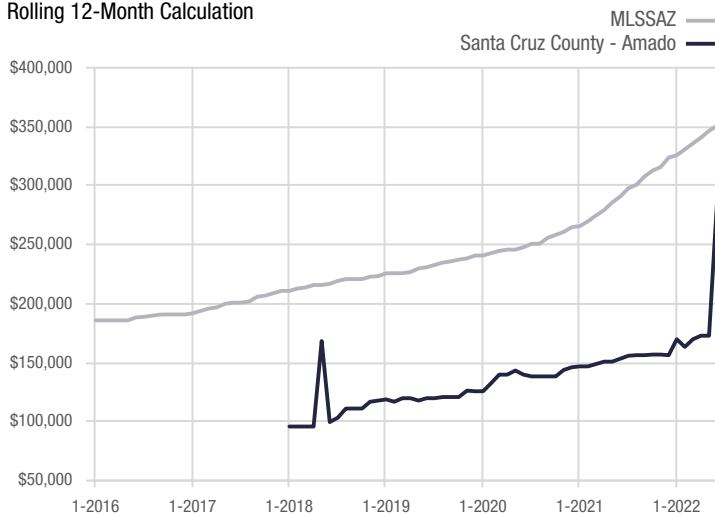
Single Family Key Metrics	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	1	2	+ 100.0%	4	6	+ 50.0%
Pending Sales	0	0	0.0%	4	5	+ 25.0%
Closed Sales	2	2	0.0%	8	4	- 50.0%
Days on Market Until Sale	21	258	+ 1,128.6%	68	134	+ 97.1%
Median Sales Price*	\$157,125	\$357,500	+ 127.5%	\$152,500	\$357,500	+ 134.4%
Average Sales Price*	\$157,125	\$357,500	+ 127.5%	\$144,406	\$339,500	+ 135.1%
Percent of List Price Received*	96.7%	83.9%	- 13.2%	98.0%	93.5%	- 4.6%
Inventory of Homes for Sale	2	2	0.0%	—	—	—
Months Supply of Inventory	1.2	1.5	+ 25.0%	—	—	—

Townhouse/Condo/Duplex Key Metrics	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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

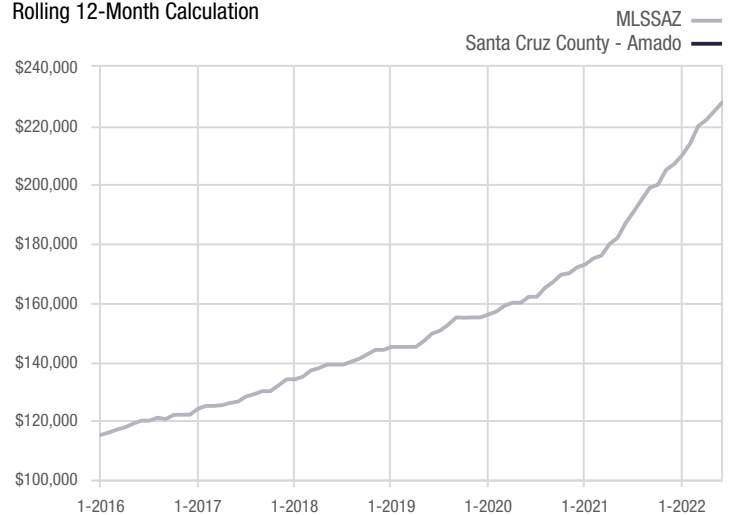
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Santa Cruz County - Tubac East

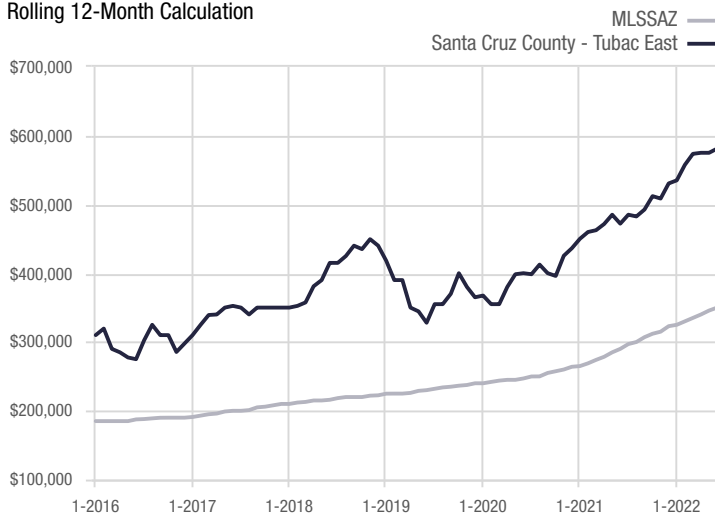
Single Family	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	9	7	- 22.2%	40	42	+ 5.0%
Pending Sales	10	5	- 50.0%	37	49	+ 32.4%
Closed Sales	7	8	+ 14.3%	25	44	+ 76.0%
Days on Market Until Sale	68	64	- 5.9%	88	56	- 36.4%
Median Sales Price*	\$409,000	\$558,025	+ 36.4%	\$500,000	\$590,442	+ 18.1%
Average Sales Price*	\$458,714	\$555,862	+ 21.2%	\$538,011	\$673,127	+ 25.1%
Percent of List Price Received*	93.8%	98.2%	+ 4.7%	96.9%	97.9%	+ 1.0%
Inventory of Homes for Sale	13	9	- 30.8%	—	—	—
Months Supply of Inventory	2.2	1.3	- 40.9%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	4	3	- 25.0%	20	19	- 5.0%
Pending Sales	3	5	+ 66.7%	20	21	+ 5.0%
Closed Sales	4	3	- 25.0%	19	27	+ 42.1%
Days on Market Until Sale	4	12	+ 200.0%	96	27	- 71.9%
Median Sales Price*	\$300,000	\$335,000	+ 11.7%	\$220,000	\$270,000	+ 22.7%
Average Sales Price*	\$290,403	\$311,833	+ 7.4%	\$237,822	\$292,700	+ 23.1%
Percent of List Price Received*	94.5%	100.4%	+ 6.2%	97.0%	99.7%	+ 2.8%
Inventory of Homes for Sale	6	3	- 50.0%	—	—	—
Months Supply of Inventory	1.5	0.8	- 46.7%	—	—	—

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

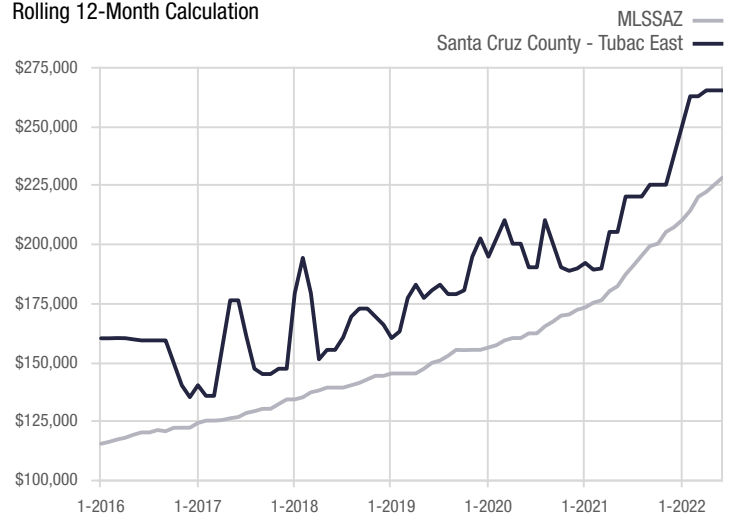
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



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 – June 2022

A Research Tool Provided by Southern Arizona MLS.



Santa Cruz County - Tubac West

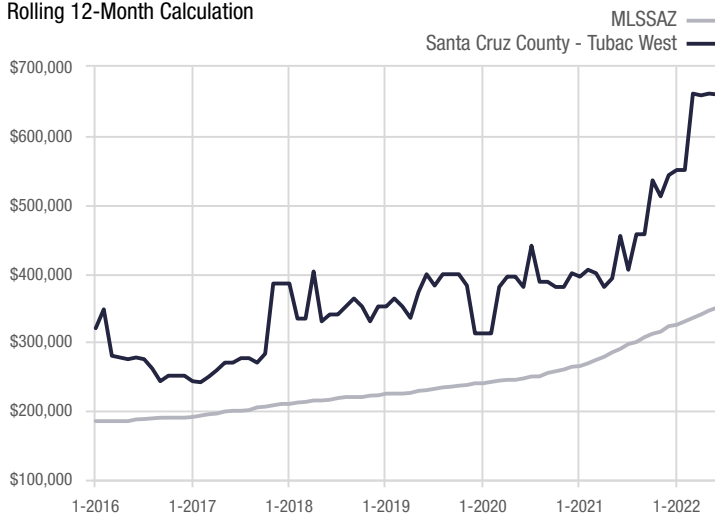
Single Family	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	2	0	- 100.0%	8	15	+ 87.5%
Pending Sales	0	0	0.0%	8	15	+ 87.5%
Closed Sales	3	0	- 100.0%	9	13	+ 44.4%
Days on Market Until Sale	37	—	—	32	89	+ 178.1%
Median Sales Price*	\$689,340	—	—	\$535,000	\$658,500	+ 23.1%
Average Sales Price*	\$646,113	—	—	\$527,927	\$790,921	+ 49.8%
Percent of List Price Received*	104.0%	—	—	100.3%	94.6%	- 5.7%
Inventory of Homes for Sale	4	3	- 25.0%	—	—	—
Months Supply of Inventory	2.4	1.3	- 45.8%	—	—	—

Townhouse/Condo/Duplex	June			Year to Date		
	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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

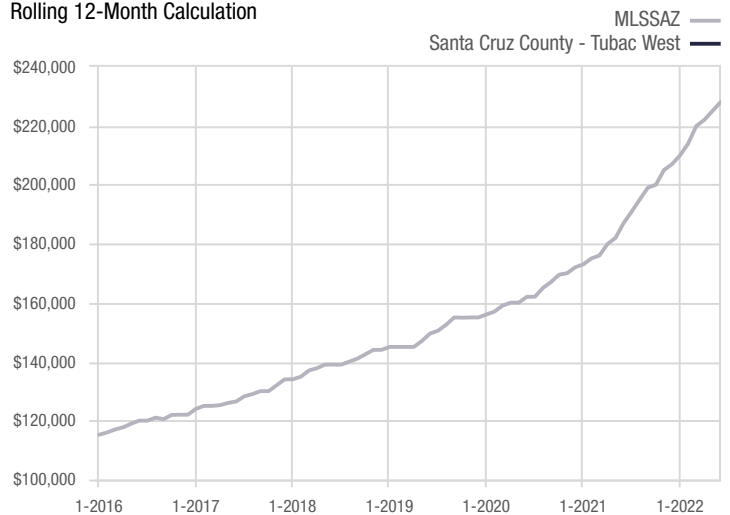
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo/Duplex

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.