

# Monthly Indicators



## November 2020

November saw the Dow Jones Industrial Average top 30,000 for the first time, while mortgage rates reached new record lows again. These new records have provided encouragement for buyers to move forward on home purchases, which continued to remain strong overall for the month.

New Listings decreased 7.7 percent for Single Family and 10.1 percent for Townhouse/Condo. Pending Sales increased 28.5 percent for Single Family and 45.6 percent for Townhouse/Condo. Inventory decreased 51.5 percent for Single Family and 46.6 percent for Townhouse/Condo.

Median Sales Price increased 20.8 percent to \$290,000 for Single Family and 29.7 percent to \$201,000 for Townhouse/Condo. Days on Market decreased 44.4 percent for Single Family and 14.8 percent for Townhouse/Condo. Months Supply of Inventory decreased 54.5 percent for Single Family and 52.9 percent for Townhouse/Condo.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

## Quick Facts

<b>+ 8.7%</b>	<b>+ 19.6%</b>	<b>- 5.1%</b>
Change in <b>Closed Sales</b> All Properties	Change in <b>Median Sales Price</b> All Properties	Change in <b>Housing Affordability Index</b> All Properties

This report covers residential real estate activity in the Tucson Association of Realtors® service area. Percent changes are calculated using the same period a year ago.

- Single Family Market Overview
- Townhouse/Condo Market Overview
- New Listings
- Pending Sales
- Closed Sales
- Days on Market Until Sale
- Median Sales Price
- Average Sales Price
- Percent of List Price Received
- Housing Affordability Index
- Inventory of Homes for Sale
- Months Supply of Inventory
- All Residential Properties Market Overview



Current as of December 4, 2020. All data from Multiple Listing Service of Southern Arizona.

# Single Family Market Overview

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



Key Metrics	Historical Sparkbars	11-2019	11-2020	% Change	YTD 2019	YTD 2020
New Listings		1,198	1,106	- 7.7%	16,279	15,419
Pending Sales		1,001	1,286	+ 28.5%	13,157	13,919
Closed Sales		1,000	1,107	+ 10.7%	12,806	12,972
Days on Market Until Sale		36	20	- 44.4%	41	31
Median Sales Price		\$240,000	\$290,000	+ 20.8%	\$244,500	\$266,000
Average Sales Price		\$280,185	\$352,006	+ 25.6%	\$291,240	\$323,998
Percent of List Price Received		98.6%	99.8%	+ 1.2%	98.4%	99.1%
Housing Affordability Index		126	111	- 11.9%	124	121
Inventory of Homes for Sale		2,513	1,220	- 51.5%	—	—
Months Supply of Inventory		2.2	1.0	- 54.5%	—	—

Current as of December 4, 2020. All data from Multiple Listing Service of Southern Arizona. Rep

# Townhouse/Condo Market Overview

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



Key Metrics	Historical Sparkbars	11-2019	11-2020	% Change	YTD 2019	YTD 2020
New Listings		198	178	- 10.1%	2,386	2,471
Pending Sales		149	217	+ 45.6%	2,048	2,226
Closed Sales		175	170	- 2.9%	1,995	2,053
Days on Market Until Sale		27	23	- 14.8%	30	27
Median Sales Price		\$155,000	\$201,000	+ 29.7%	\$156,500	\$172,500
Average Sales Price		\$182,890	\$205,278	+ 12.2%	\$173,132	\$192,421
Percent of List Price Received		98.4%	99.1%	+ 0.7%	98.2%	98.7%
Housing Affordability Index		196	160	- 18.4%	194	186
Inventory of Homes for Sale		305	163	- 46.6%	—	—
Months Supply of Inventory		1.7	0.8	- 52.9%	—	—

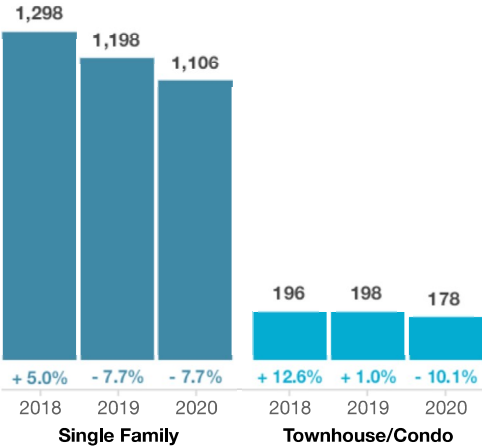
Current as of December 4, 2020. All data from Multiple Listing Service of Southern Arizona. Rep

# New Listings

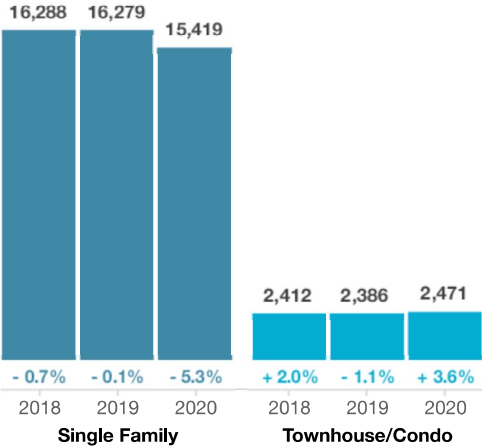
A count of the properties that have been newly listed on the market in a given month.



## November

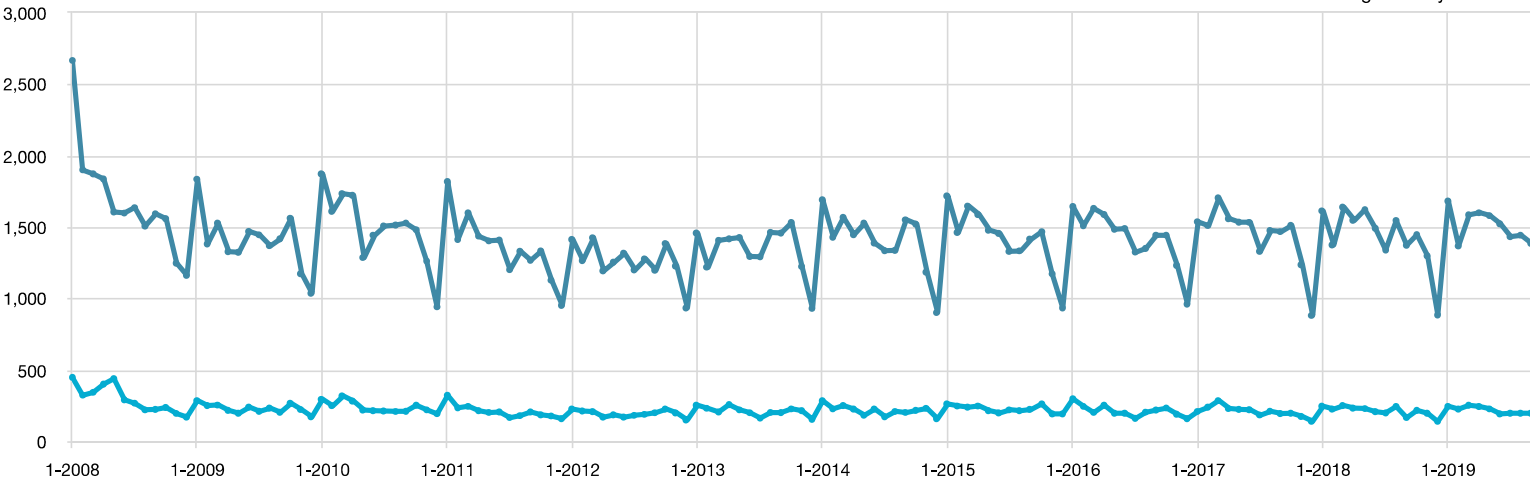


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse/Condo
12-2019	835	- 5.5%	1,106
1-2020	1,606	- 4.5%	2,412
2-2020	1,376	+ 0.7%	2,386
3-2020	1,612	+ 1.7%	2,471
4-2020	1,170	- 26.9%	
5-2020	1,288	- 18.5%	
6-2020	1,277	- 16.1%	
7-2020	1,400	- 2.2%	
8-2020	1,440	- 0.2%	
9-2020	1,525	+ 10.0%	
10-2020	1,619	+ 9.0%	
11-2020	1,106	- 7.7%	
12-Month Avg	1,355	- 5.2%	

## Historical New Listings by Month



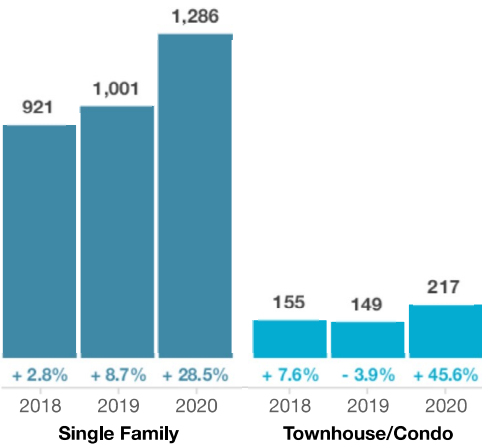
Current as of December 4, 2020. All data from Multiple Listing Service of Southern Arizona. Reproduced with permission.

# Pending Sales

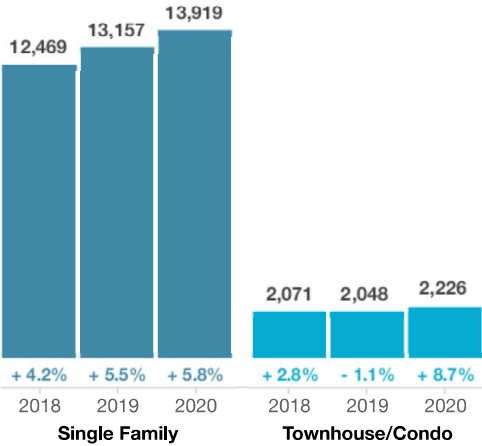
A count of the properties on which offers have been accepted in a given month.



## November

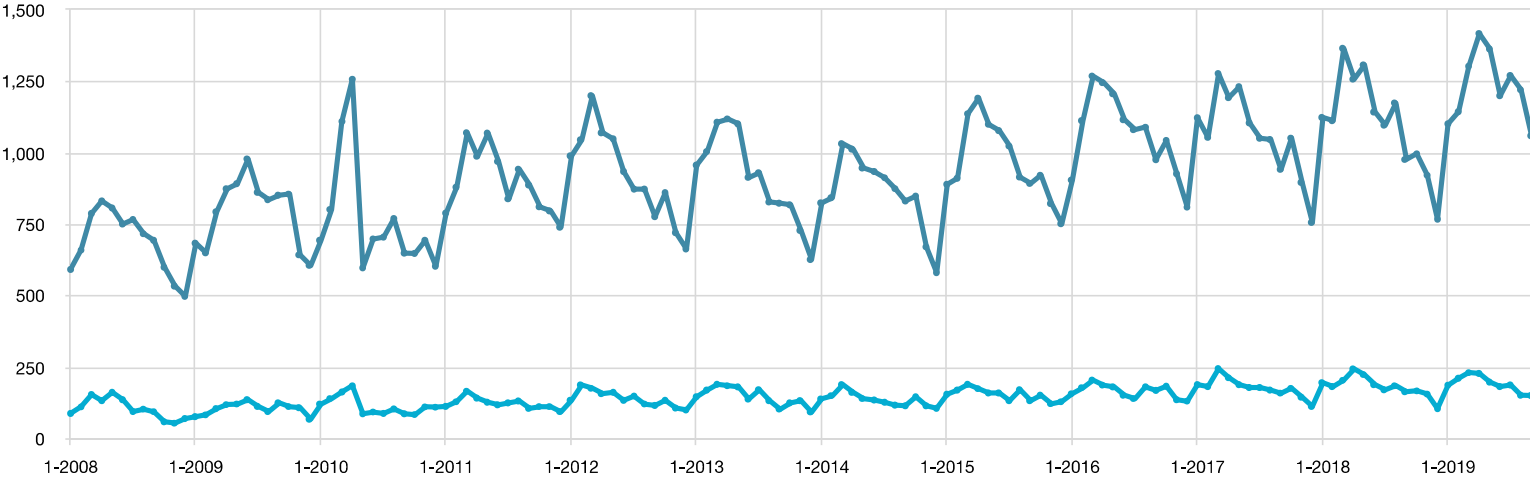


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse/Condo
12-2019	844	+ 10.0%	155
1-2020	1,225	+ 11.3%	149
2-2020	1,226	+ 7.3%	217
3-2020	1,145	- 12.1%	155
4-2020	1,034	- 27.0%	149
5-2020	1,343	- 1.5%	217
6-2020	1,431	+ 19.3%	155
7-2020	1,224	- 3.6%	149
8-2020	1,348	+ 10.5%	217
9-2020	1,315	+ 24.2%	155
10-2020	1,342	+ 24.0%	149
11-2020	1,286	+ 28.5%	217
12-Month Avg	1,230	+ 6.0%	155

## Historical Pending Sales by Month



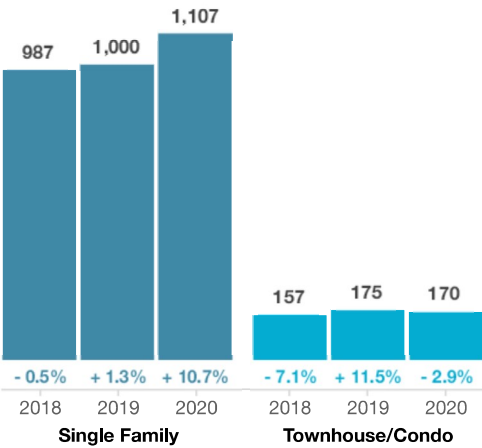
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# Closed Sales

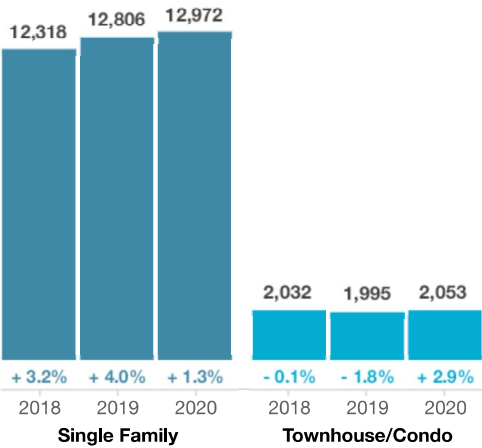
A count of the actual sales that closed in a given month.



## November

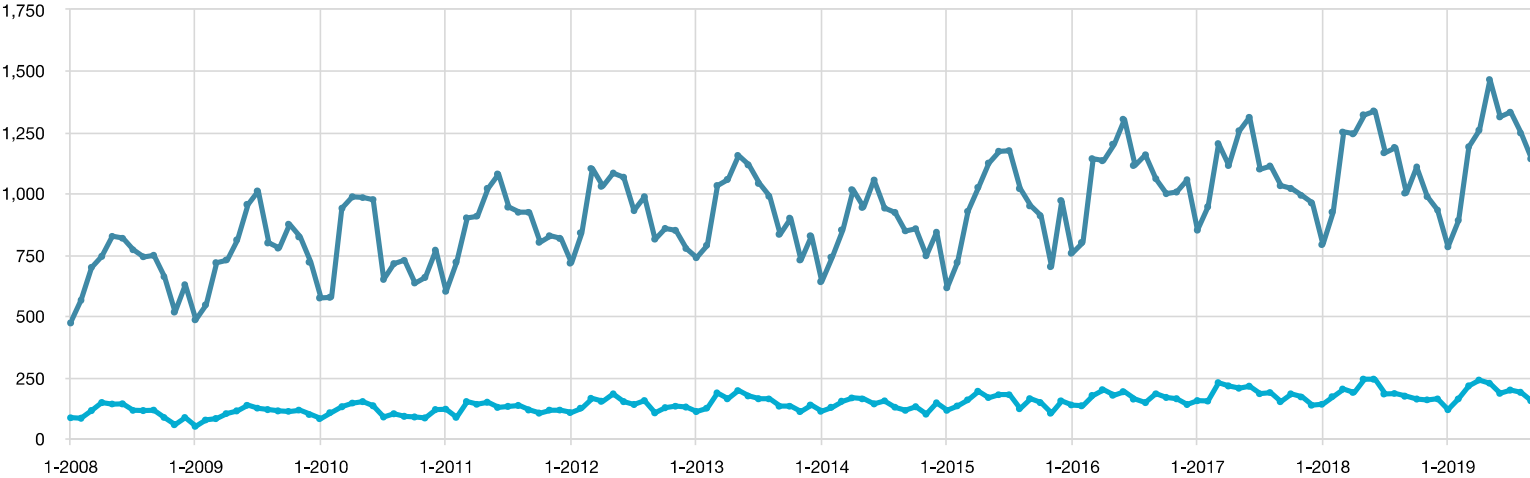


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse/Condo
12-2019	1,099	+ 17.9%	1,018
1-2020	897	+ 14.7%	1,018
2-2020	1,018	+ 14.4%	1,018
3-2020	1,276	+ 7.2%	1,018
4-2020	1,066	- 15.3%	1,018
5-2020	1,068	- 27.1%	1,018
6-2020	1,328	+ 1.1%	1,018
7-2020	1,459	+ 9.5%	2,053
8-2020	1,172	- 6.0%	2,053
9-2020	1,232	+ 7.9%	2,053
10-2020	1,349	+ 13.6%	2,053
11-2020	1,107	+ 10.7%	1,107
12-Month Avg	1,173	+ 2.4%	1,173

## Historical Closed Sales by Month



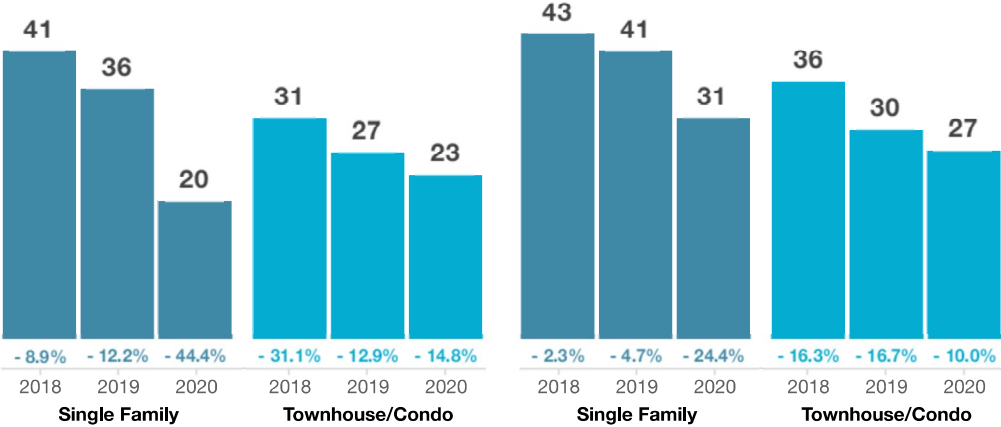
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# Days on Market Until Sale

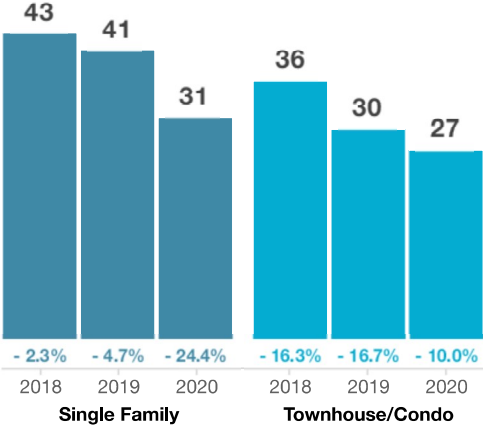
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November



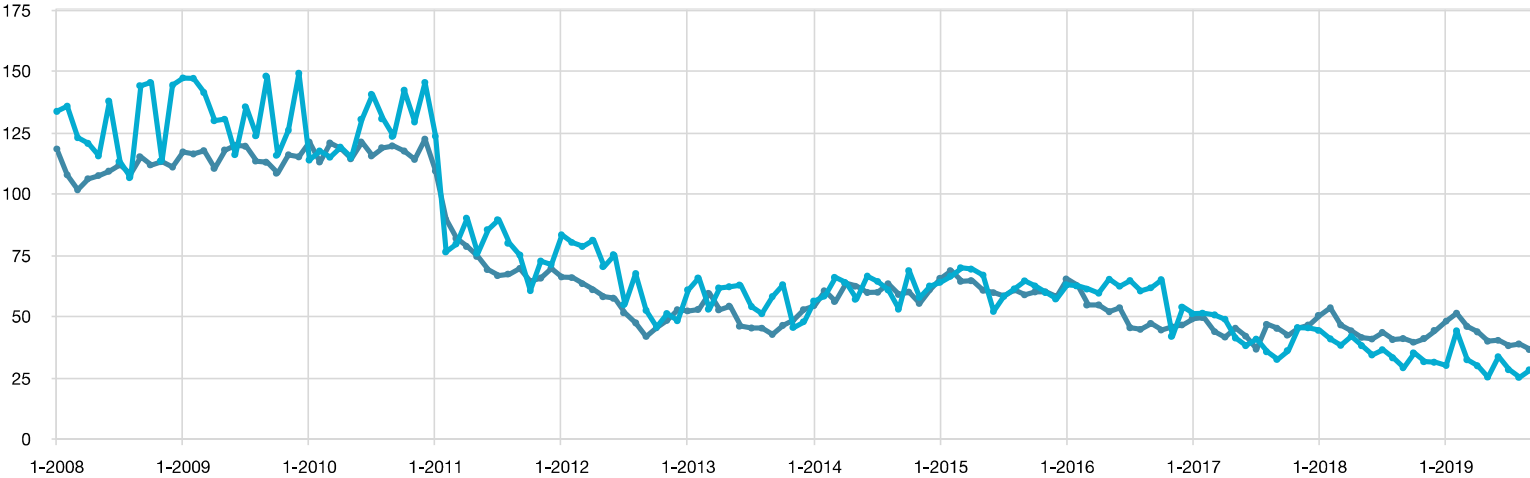
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse/Condo
12-2019	38	- 13.6%	31
1-2020	41	- 14.6%	27
2-2020	44	- 13.7%	23
3-2020	37	- 19.6%	20
4-2020	31	- 27.9%	19
5-2020	30	- 25.0%	19
6-2020	37	- 7.5%	24
7-2020	35	- 7.9%	24
8-2020	29	- 25.6%	24
9-2020	24	- 33.3%	24
10-2020	19	- 48.6%	24
11-2020	20	- 44.4%	24
12-Month Avg*	32	- 22.4%	24

\* Days on Market for all properties from December 2019 to November 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



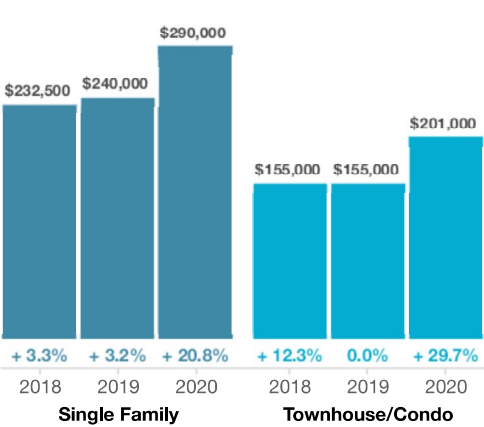
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# Median Sales Price

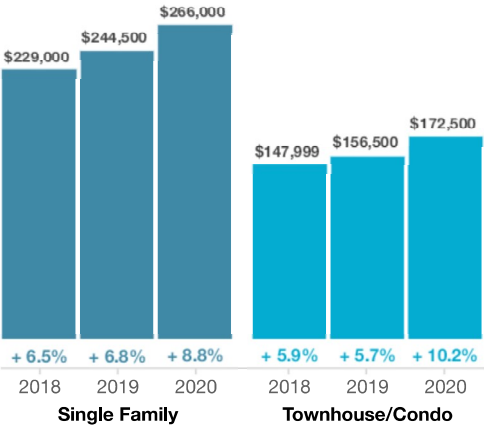
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



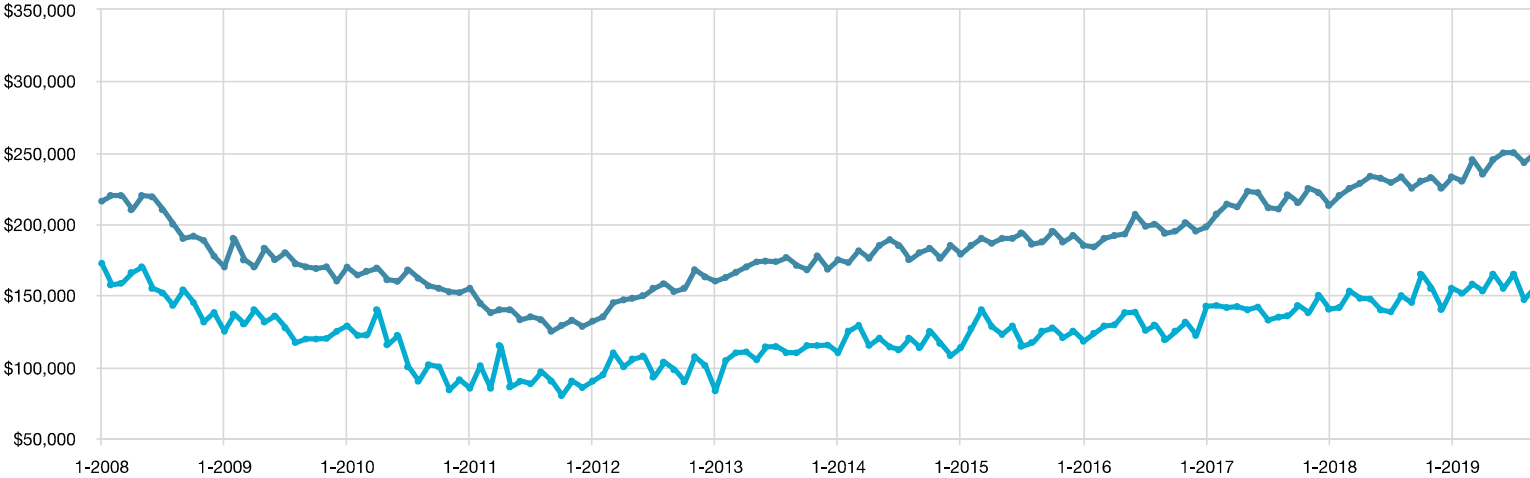
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo
12-2019	\$252,500	+ 12.2%	\$165,000
1-2020	\$245,000	+ 5.2%	\$165,000
2-2020	\$260,000	+ 13.0%	\$155,000
3-2020	\$255,000	+ 4.1%	\$170,000
4-2020	\$253,500	+ 7.9%	\$170,000
5-2020	\$250,000	+ 2.0%	\$155,000
6-2020	\$260,000	+ 4.0%	\$170,000
7-2020	\$270,000	+ 8.0%	\$155,000
8-2020	\$276,700	+ 13.9%	\$170,000
9-2020	\$280,000	+ 12.4%	\$170,000
10-2020	\$282,000	+ 12.8%	\$180,000
11-2020	\$290,000	+ 20.8%	\$201,000
12-Month Avg*	\$265,000	+ 9.3%	\$170,000

\* Median Sales Price for all properties from December 2019 to November 2020. This is not the average of the individual months.

## Historical Median Sales Price by Month



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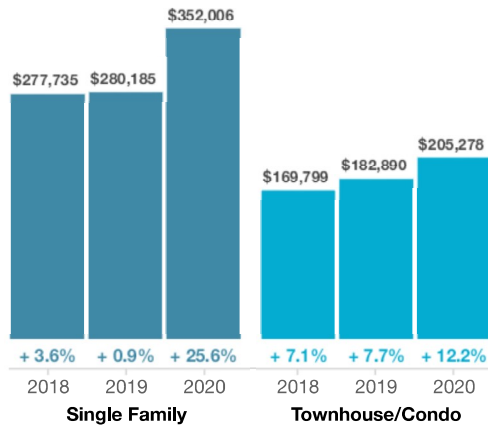


# Average Sales Price

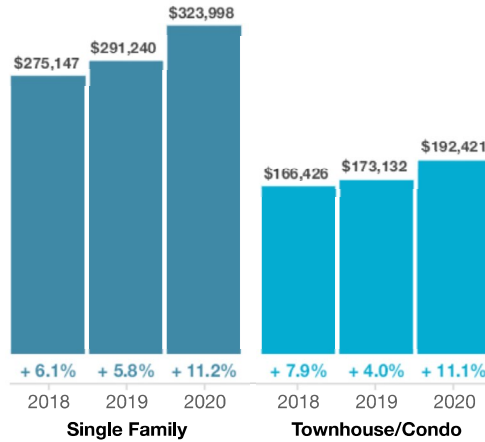
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



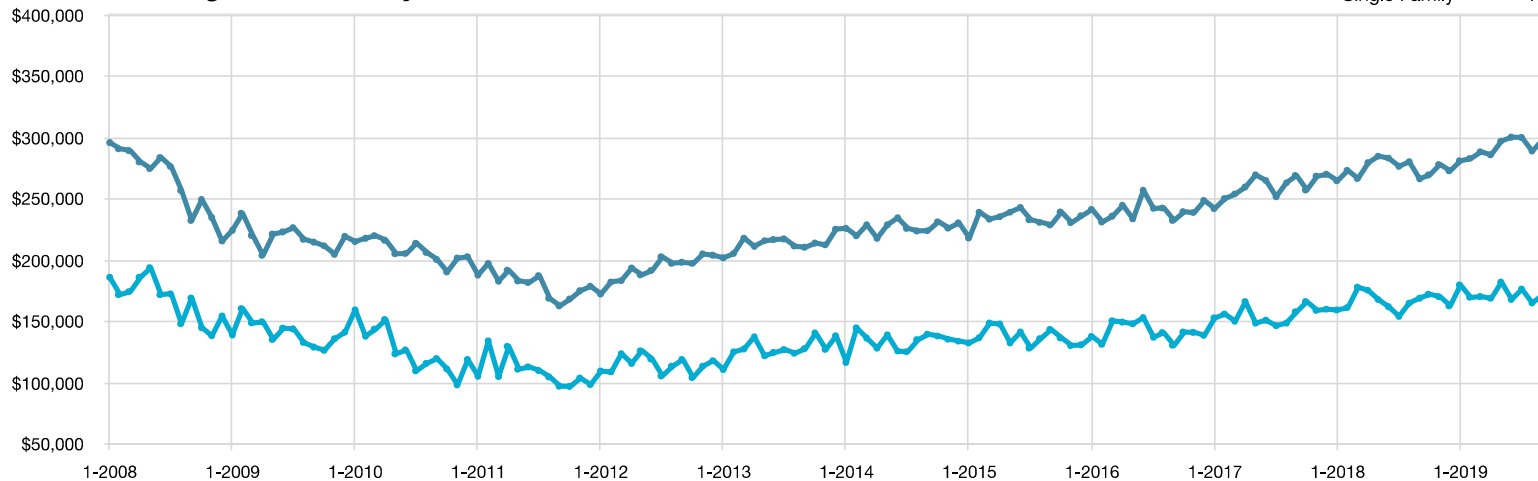
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo
12-2019	\$301,576	+ 10.7%	\$173,132
1-2020	\$303,288	+ 8.1%	\$173,132
2-2020	\$305,699	+ 8.2%	\$173,132
3-2020	\$317,780	+ 10.3%	\$173,132
4-2020	\$303,238	+ 6.1%	\$173,132
5-2020	\$298,270	+ 0.5%	\$173,132
6-2020	\$311,229	+ 3.7%	\$173,132
7-2020	\$329,174	+ 9.8%	\$173,132
8-2020	\$346,604	+ 20.1%	\$173,132
9-2020	\$339,308	+ 14.0%	\$205,278
10-2020	\$344,618	+ 17.5%	\$205,278
11-2020	\$352,006	+ 25.6%	\$205,278
12-Month Avg*	\$322,246	+ 11.1%	\$192,421

\* Avg. Sales Price for all properties from December 2019 to November 2020. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



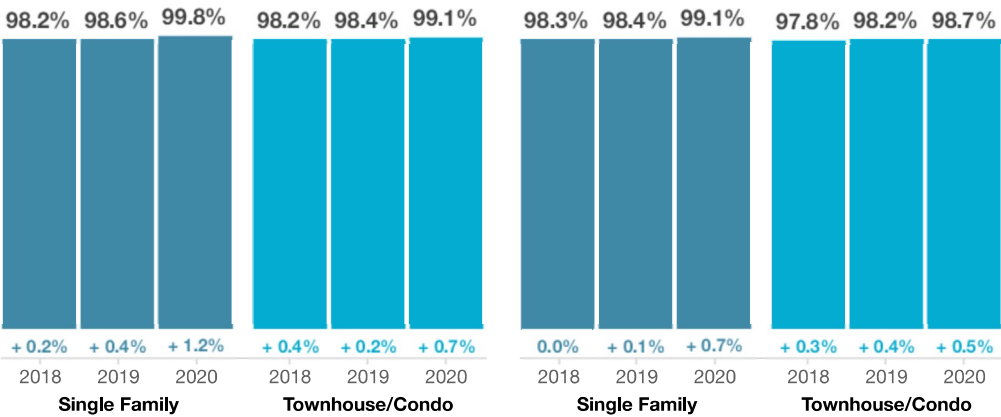
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# Percent of List Price Received

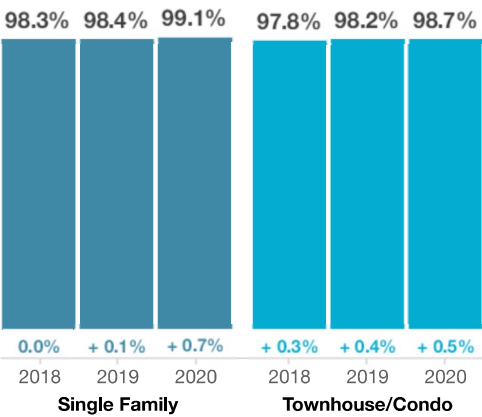
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November



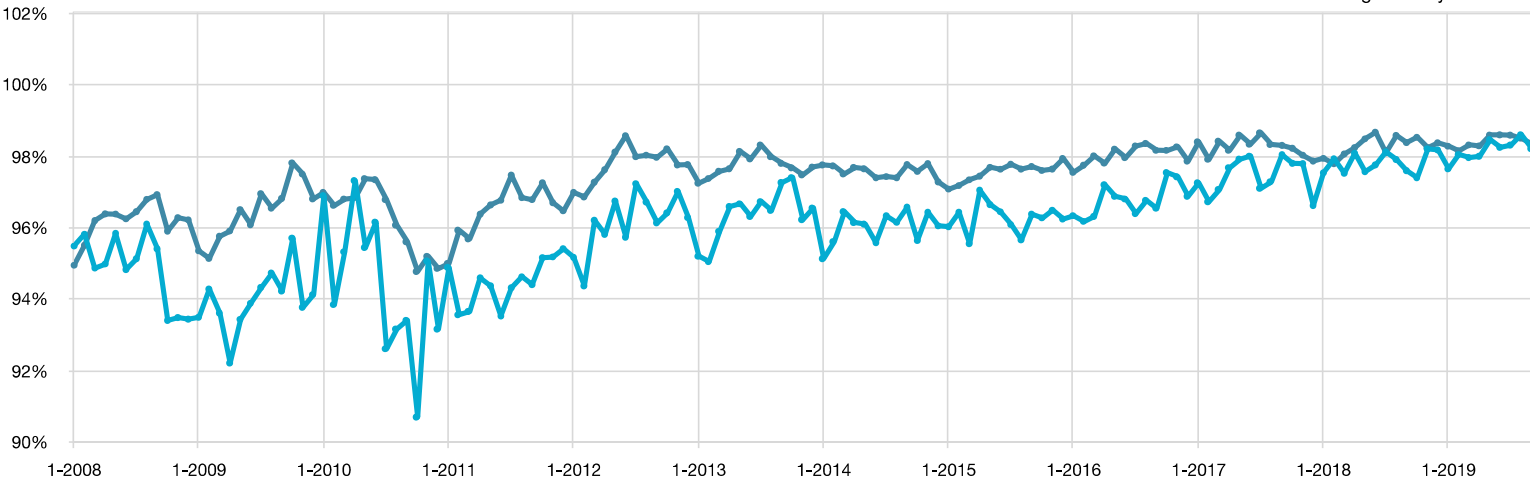
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse/Condo
12-2019	98.3%	- 0.1%	98.3%
1-2020	98.2%	- 0.1%	97.8%
2-2020	98.4%	+ 0.3%	98.2%
3-2020	98.9%	+ 0.6%	98.7%
4-2020	98.7%	+ 0.4%	98.2%
5-2020	98.8%	+ 0.2%	98.7%
6-2020	99.0%	+ 0.4%	98.8%
7-2020	99.2%	+ 0.6%	99.1%
8-2020	99.5%	+ 1.0%	99.5%
9-2020	99.7%	+ 1.4%	99.8%
10-2020	99.8%	+ 1.4%	99.8%
11-2020	99.8%	+ 1.2%	99.8%
12-Month Avg*	99.1%	+ 0.7%	98.7%

\* Pct. of List Price Received for all properties from December 2019 through November 2020. This is not the average of the individual months.

## Historical Percent of List Price Received by Month



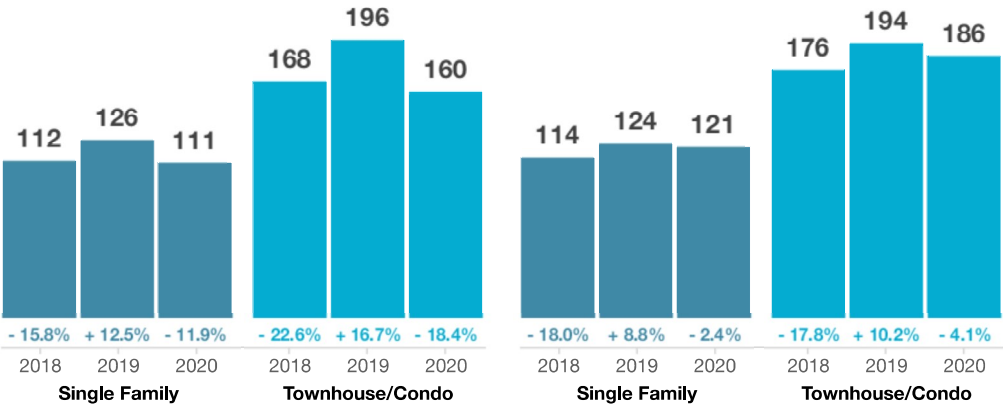
Current as of December 4, 2020. All data from Multiple Listing Service of Southern Arizona. Report generated by the Multiple Listing Service of Southern Arizona.

# Housing Affordability Index

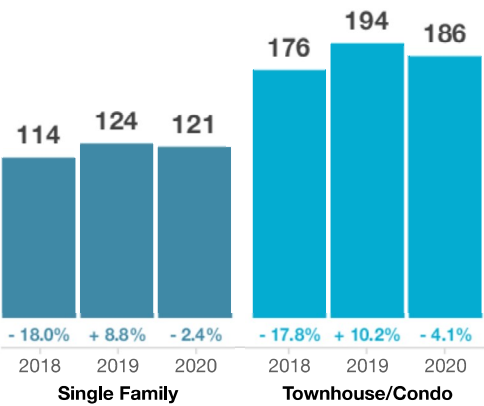
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## November

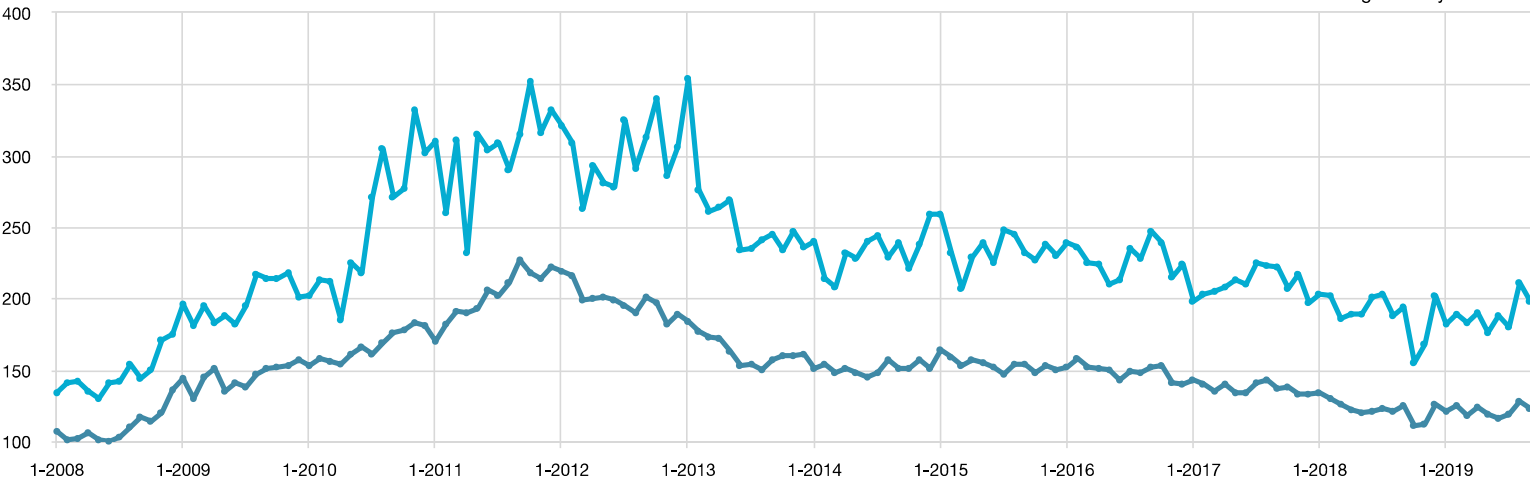


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo
12-2019	120	- 4.8%	176
1-2020	125	+ 3.3%	194
2-2020	120	- 4.0%	186
3-2020	122	+ 3.4%	
4-2020	125	+ 0.8%	
5-2020	128	+ 7.6%	
6-2020	123	+ 6.0%	
7-2020	119	0.0%	
8-2020	116	- 9.4%	
9-2020	115	- 6.5%	
10-2020	114	- 8.1%	
11-2020	111	- 11.9%	
12-Month Avg	120	- 1.6%	

## Historical Housing Affordability Index by Month



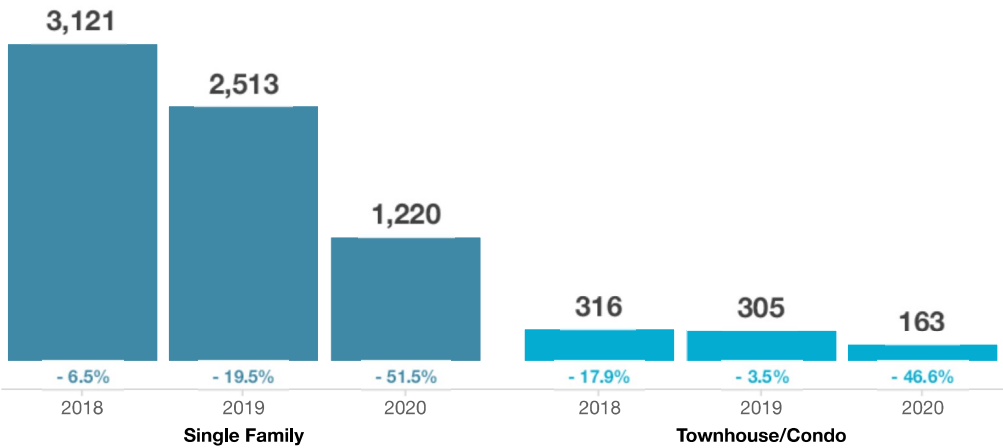
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# Inventory of Homes for Sale

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

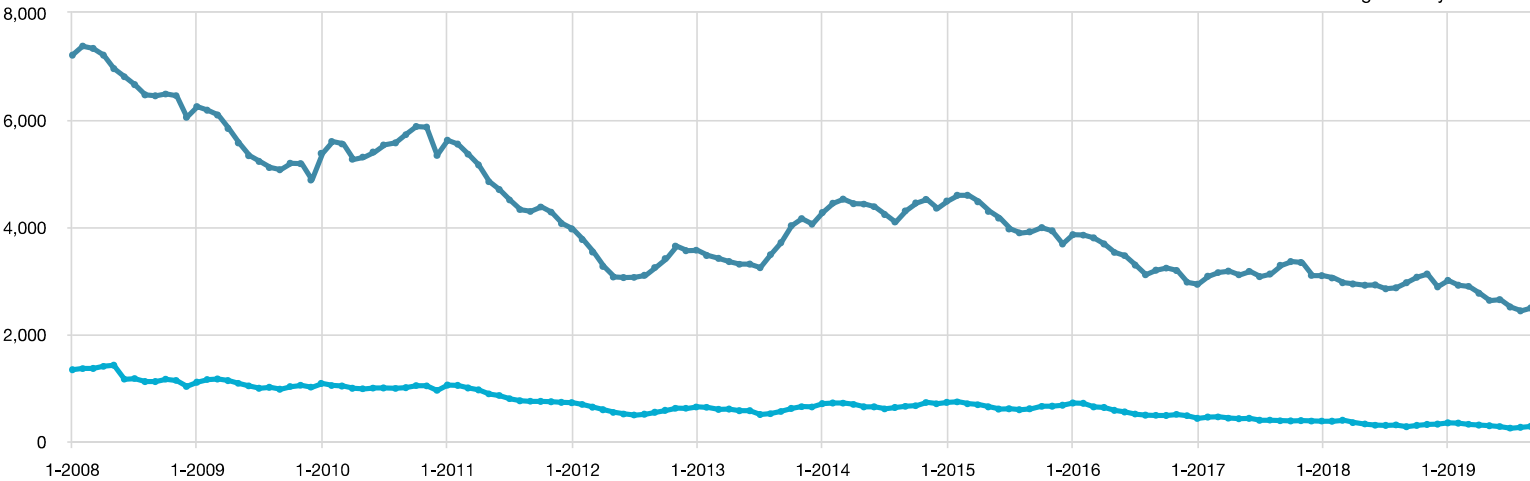


## November



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse/Condo
12-2019	2,232	- 22.6%	210
1-2020	2,257	- 24.9%	210
2-2020	2,197	- 24.6%	210
3-2020	2,356	- 18.5%	316
4-2020	2,210	- 20.0%	316
5-2020	1,929	- 26.6%	210
6-2020	1,559	- 41.0%	210
7-2020	1,544	- 38.4%	210
8-2020	1,449	- 40.5%	210
9-2020	1,466	- 41.1%	210
10-2020	1,568	- 39.5%	210
11-2020	1,220	- 51.5%	163
12-Month Avg	1,832	- 31.9%	210

## Historical Inventory of Homes for Sale by Month



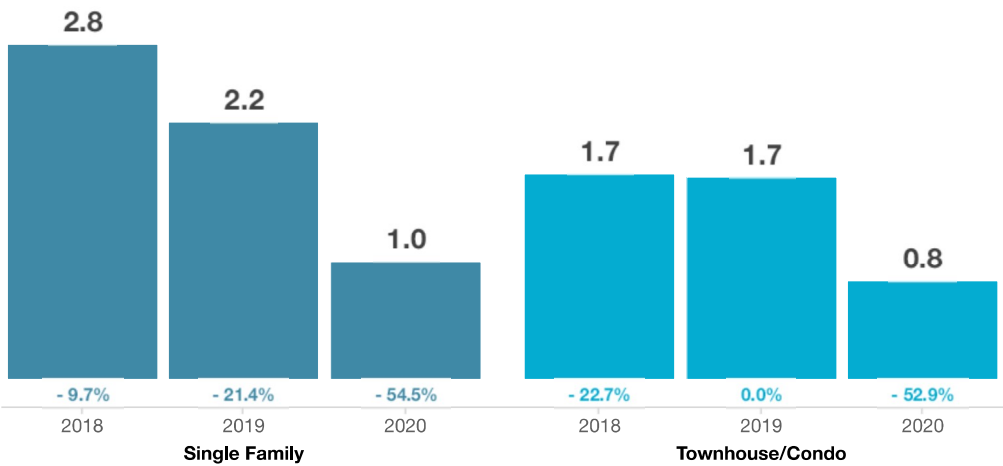
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# Months Supply of Inventory

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



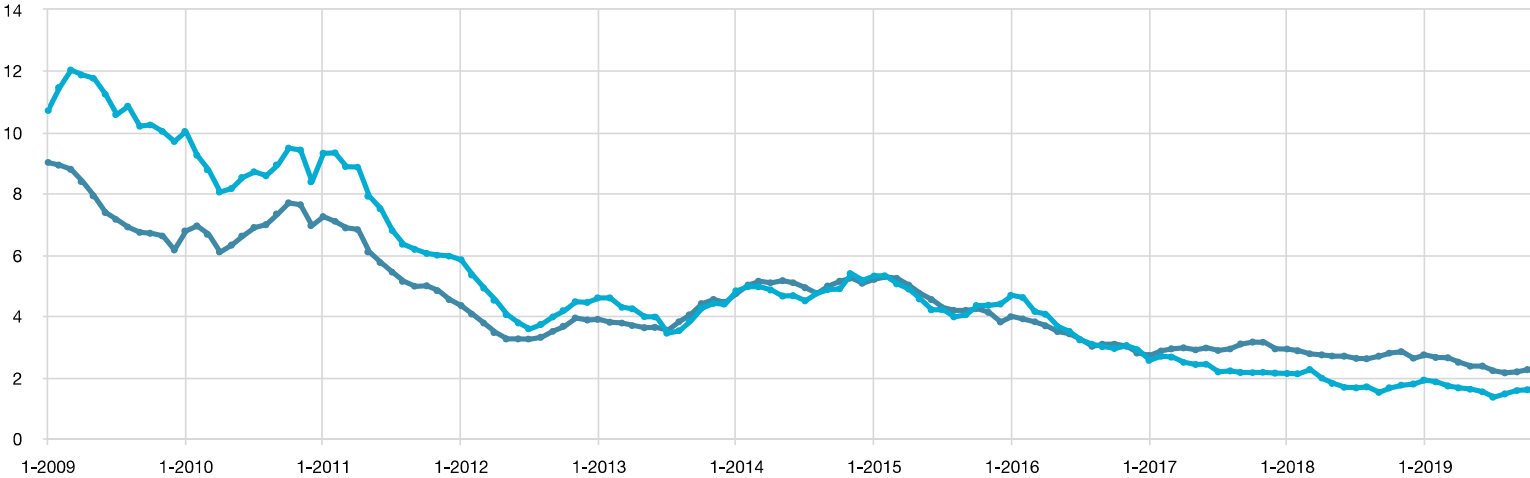
## November



Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo
12-2019	1.9	- 26.9%	1.9
1-2020	1.9	- 29.6%	1.9
2-2020	1.9	- 26.9%	1.9
3-2020	2.0	- 23.1%	1.9
4-2020	1.9	- 24.0%	1.9
5-2020	1.7	- 29.2%	1.9
6-2020	1.3	- 45.8%	1.9
7-2020	1.3	- 40.9%	1.9
8-2020	1.2	- 42.9%	1.9
9-2020	1.2	- 45.5%	1.9
10-2020	1.3	- 40.9%	1.9
11-2020	1.0	- 54.5%	0.8
12-Month Avg*	1.6	- 34.6%	1.6

\* Months Supply for all properties from December 2019 to November 2020. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

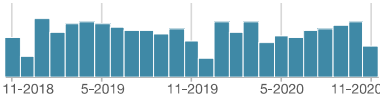
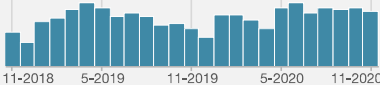

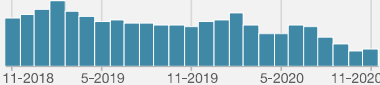
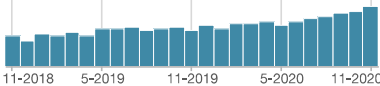
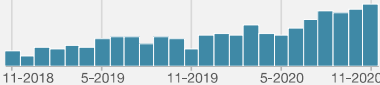
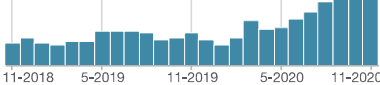
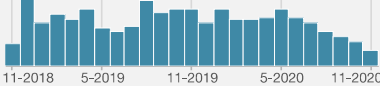
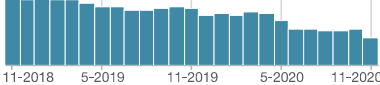
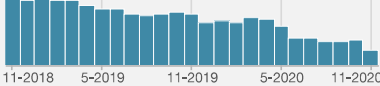


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# All Residential Properties Market Overview

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



Key Metrics	Historical Sparkbars	11-2019	11-2020	% Change	YTD 2019	YTD 2020
New Listings		1,396	1,284	- 8.0%	18,665	17,890
Pending Sales		1,150	1,503	+ 30.7%	15,205	16,145
Closed Sales		1,175	1,277	+ 8.7%	14,801	15,025
Days on Market Until Sale		34	20	- 41.2%	39	31
Median Sales Price		\$232,000	\$277,500	+ 19.6%	\$232,000	\$255,000
Average Sales Price		\$265,694	\$332,473	+ 25.1%	\$275,321	\$306,016
Percent of List Price Received		98.5%	99.7%	+ 1.2%	98.4%	99.1%
Housing Affordability Index		131	116	- 11.5%	131	126
Inventory of Homes for Sale		2,818	1,383	- 50.9%	—	—
Months Supply of Inventory		2.1	1.0	- 52.4%	—	—

Current as of December 4, 2020. All data from Multiple Listing Service of Southern Arizona. Report

# Local Market Update – November 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Central

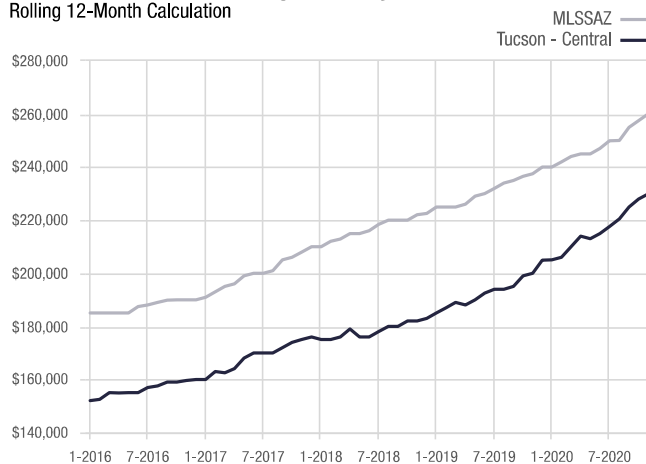
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	175	161	- 8.0%	2,498	2,395	- 4.1%
Pending Sales	137	191	+ 39.4%	1,871	2,014	+ 7.6%
Closed Sales	151	153	+ 1.3%	1,821	1,875	+ 3.0%
Days on Market Until Sale	28	18	- 35.7%	32	28	- 12.5%
Median Sales Price*	\$210,000	<b>\$242,500</b>	+ 15.5%	\$205,000	<b>\$230,000</b>	+ 12.2%
Average Sales Price*	\$240,151	<b>\$288,306</b>	+ 20.1%	\$233,866	<b>\$261,605</b>	+ 11.9%
Percent of List Price Received*	98.6%	<b>98.9%</b>	+ 0.3%	98.1%	<b>99.1%</b>	+ 1.0%
Inventory of Homes for Sale	355	200	- 43.7%	—	—	—
Months Supply of Inventory	2.2	1.1	- 50.0%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	36	43	+ 19.4%	493	558	+ 13.2%
Pending Sales	22	45	+ 104.5%	404	467	+ 15.6%
Closed Sales	40	32	- 20.0%	405	420	+ 3.7%
Days on Market Until Sale	19	19	0.0%	28	24	- 14.3%
Median Sales Price*	\$125,950	<b>\$131,250</b>	+ 4.2%	\$132,500	<b>\$145,000</b>	+ 9.4%
Average Sales Price*	\$142,163	<b>\$151,239</b>	+ 6.4%	\$141,584	<b>\$154,612</b>	+ 9.2%
Percent of List Price Received*	98.4%	<b>98.0%</b>	- 0.4%	97.9%	<b>98.3%</b>	+ 0.4%
Inventory of Homes for Sale	60	52	- 13.3%	—	—	—
Months Supply of Inventory	1.7	1.3	- 23.5%	—	—	—

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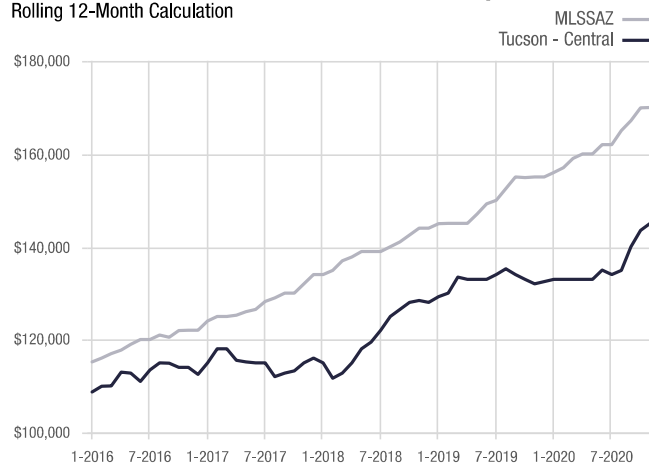
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - East

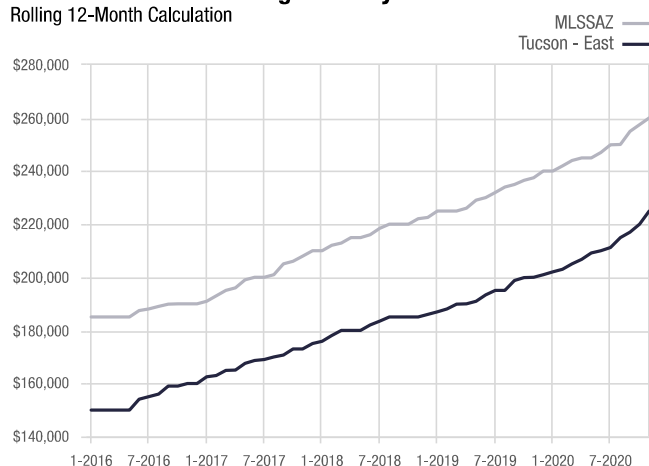
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	116	117	+ 0.9%	1,662	1,704	+ 2.5%
Pending Sales	90	166	+ 84.4%	1,426	1,578	+ 10.7%
Closed Sales	107	122	+ 14.0%	1,401	1,444	+ 3.1%
Days on Market Until Sale	22	12	- 45.5%	29	20	- 31.0%
Median Sales Price*	\$205,000	<b>\$243,000</b>	+ 18.5%	\$200,000	<b>\$225,000</b>	+ 12.5%
Average Sales Price*	\$220,781	<b>\$272,188</b>	+ 23.3%	\$217,626	<b>\$242,123</b>	+ 11.3%
Percent of List Price Received*	99.2%	<b>101.2%</b>	+ 2.0%	98.9%	<b>99.9%</b>	+ 1.0%
Inventory of Homes for Sale	195	92	- 52.8%	—	—	—
Months Supply of Inventory	1.5	0.7	- 53.3%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	31	25	- 19.4%	346	379	+ 9.5%
Pending Sales	25	40	+ 60.0%	305	367	+ 20.3%
Closed Sales	29	25	- 13.8%	290	327	+ 12.8%
Days on Market Until Sale	15	13	- 13.3%	21	25	+ 19.0%
Median Sales Price*	\$144,500	<b>\$175,000</b>	+ 21.1%	\$128,000	<b>\$149,000</b>	+ 16.4%
Average Sales Price*	\$136,010	<b>\$171,146</b>	+ 25.8%	\$122,396	<b>\$142,424</b>	+ 16.4%
Percent of List Price Received*	98.8%	<b>99.4%</b>	+ 0.6%	98.5%	<b>99.4%</b>	+ 0.9%
Inventory of Homes for Sale	43	17	- 60.5%	—	—	—
Months Supply of Inventory	1.6	0.5	- 68.8%	—	—	—

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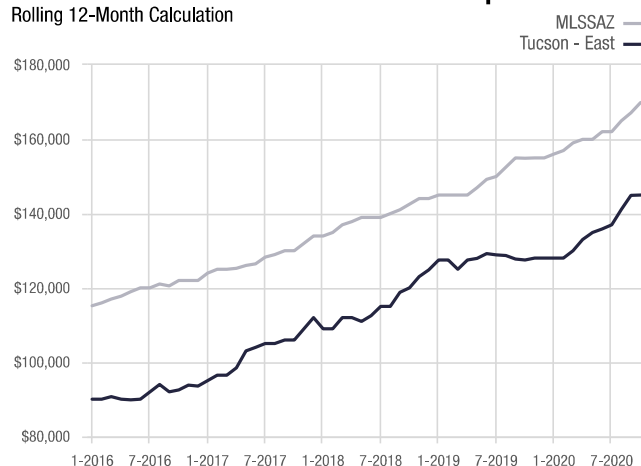
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - North

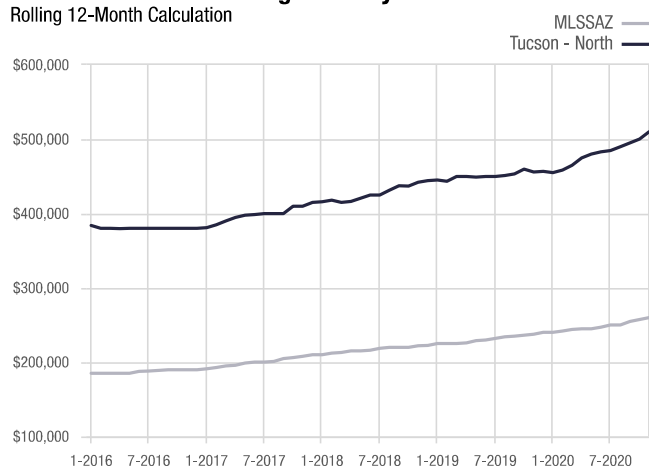
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	93	83	- 10.8%	1,457	1,357	- 6.9%
Pending Sales	66	85	+ 28.8%	1,009	1,112	+ 10.2%
Closed Sales	65	81	+ 24.6%	982	1,059	+ 7.8%
Days on Market Until Sale	41	21	- 48.8%	51	40	- 21.6%
Median Sales Price*	\$422,000	\$550,000	+ 30.3%	\$456,000	\$513,000	+ 12.5%
Average Sales Price*	\$448,989	\$606,723	+ 35.1%	\$526,590	\$586,698	+ 11.4%
Percent of List Price Received*	97.3%	99.3%	+ 2.1%	97.4%	98.1%	+ 0.7%
Inventory of Homes for Sale	307	149	- 51.5%	—	—	—
Months Supply of Inventory	3.5	1.5	- 57.1%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	56	44	- 21.4%	687	674	- 1.9%
Pending Sales	45	56	+ 24.4%	583	614	+ 5.3%
Closed Sales	51	51	0.0%	577	572	- 0.9%
Days on Market Until Sale	42	19	- 54.8%	34	29	- 14.7%
Median Sales Price*	\$197,000	\$220,000	+ 11.7%	\$182,500	\$202,500	+ 11.0%
Average Sales Price*	\$220,467	\$249,152	+ 13.0%	\$208,084	\$230,953	+ 11.0%
Percent of List Price Received*	98.1%	99.1%	+ 1.0%	98.0%	98.4%	+ 0.4%
Inventory of Homes for Sale	93	38	- 59.1%	—	—	—
Months Supply of Inventory	1.8	0.7	- 61.1%	—	—	—

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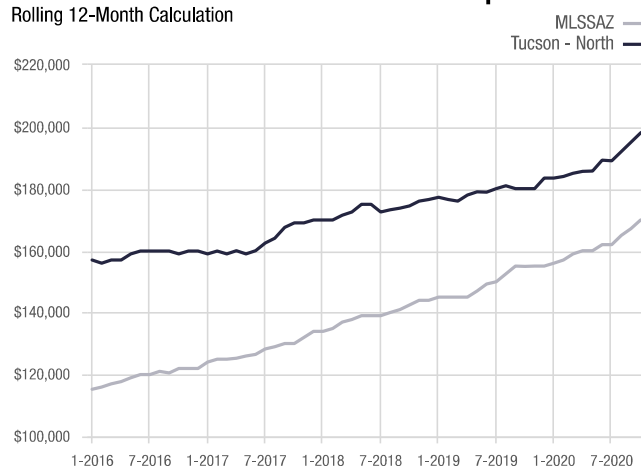
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Northeast

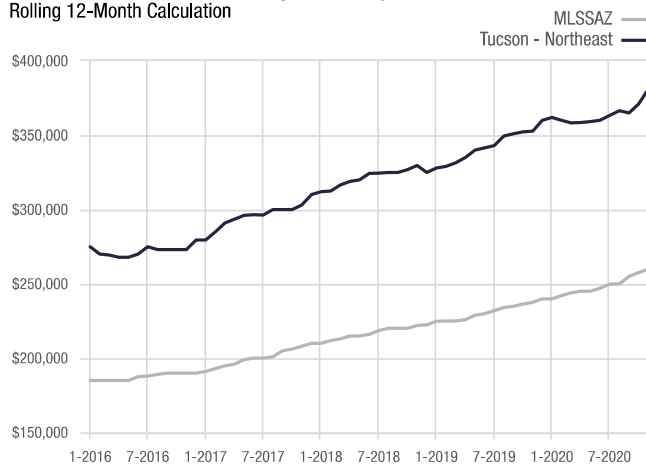
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	58	46	- 20.7%	721	694	- 3.7%
Pending Sales	33	61	+ 84.8%	571	628	+ 10.0%
Closed Sales	34	48	+ 41.2%	586	574	- 2.0%
Days on Market Until Sale	36	25	- 30.6%	46	33	- 28.3%
Median Sales Price*	\$325,000	<b>\$429,500</b>	+ 32.2%	\$355,500	<b>\$380,000</b>	+ 6.9%
Average Sales Price*	\$385,701	<b>\$500,965</b>	+ 29.9%	\$398,654	<b>\$438,285</b>	+ 9.9%
Percent of List Price Received*	97.8%	<b>98.8%</b>	+ 1.0%	98.3%	<b>98.7%</b>	+ 0.4%
Inventory of Homes for Sale	115	57	- 50.4%	—	—	—
Months Supply of Inventory	2.3	1.0	- 56.5%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	24	17	- 29.2%	207	203	- 1.9%
Pending Sales	20	11	- 45.0%	189	165	- 12.7%
Closed Sales	14	13	- 7.1%	177	167	- 5.6%
Days on Market Until Sale	13	10	- 23.1%	29	19	- 34.5%
Median Sales Price*	\$106,000	<b>\$202,000</b>	+ 90.6%	\$155,000	<b>\$165,000</b>	+ 6.5%
Average Sales Price*	\$133,100	<b>\$182,454</b>	+ 37.1%	\$146,432	<b>\$163,134</b>	+ 11.4%
Percent of List Price Received*	97.1%	<b>99.6%</b>	+ 2.6%	97.9%	<b>98.3%</b>	+ 0.4%
Inventory of Homes for Sale	26	19	- 26.9%	—	—	—
Months Supply of Inventory	1.6	1.2	- 25.0%	—	—	—

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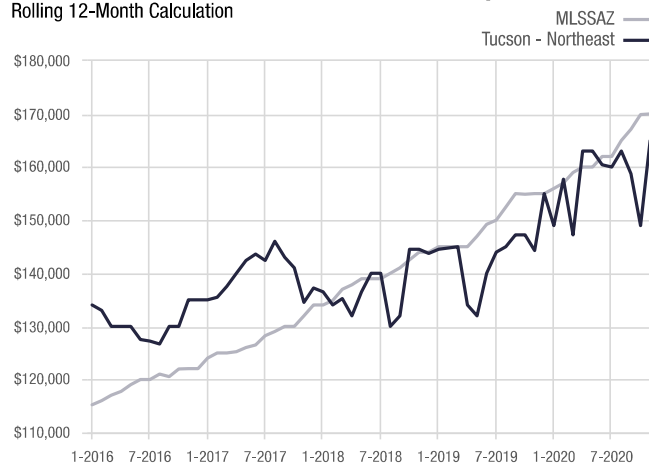
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Northwest

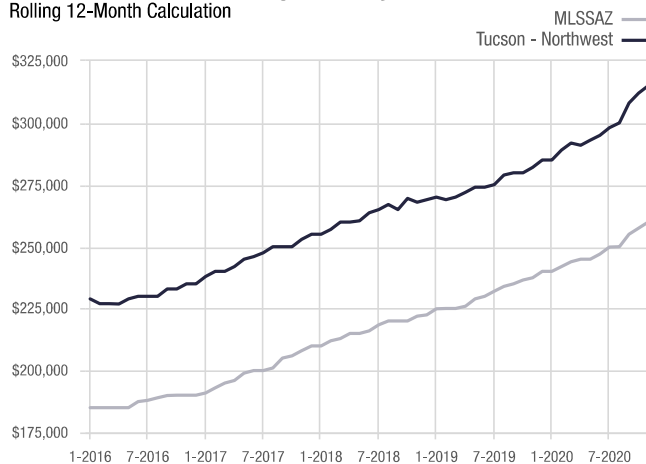
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	292	247	- 15.4%	3,523	3,253	- 7.7%
Pending Sales	221	298	+ 34.8%	2,851	2,939	+ 3.1%
Closed Sales	196	252	+ 28.6%	2,770	2,743	- 1.0%
Days on Market Until Sale	41	28	- 31.7%	45	35	- 22.2%
Median Sales Price*	\$299,950	\$352,950	+ 17.7%	\$283,000	\$317,000	+ 12.0%
Average Sales Price*	\$335,183	\$389,627	+ 16.2%	\$330,785	\$374,120	+ 13.1%
Percent of List Price Received*	98.4%	99.6%	+ 1.2%	98.4%	99.1%	+ 0.7%
Inventory of Homes for Sale	594	271	- 54.4%	—	—	—
Months Supply of Inventory	2.4	1.0	- 58.3%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	32	19	- 40.6%	370	343	- 7.3%
Pending Sales	23	31	+ 34.8%	315	324	+ 2.9%
Closed Sales	23	32	+ 39.1%	300	310	+ 3.3%
Days on Market Until Sale	34	57	+ 67.6%	38	38	0.0%
Median Sales Price*	\$265,000	\$224,000	- 15.5%	\$226,875	\$240,000	+ 5.8%
Average Sales Price*	\$282,962	\$239,274	- 15.4%	\$240,254	\$252,461	+ 5.1%
Percent of List Price Received*	98.8%	98.9%	+ 0.1%	98.4%	98.8%	+ 0.4%
Inventory of Homes for Sale	52	16	- 69.2%	—	—	—
Months Supply of Inventory	1.9	0.6	- 68.4%	—	—	—

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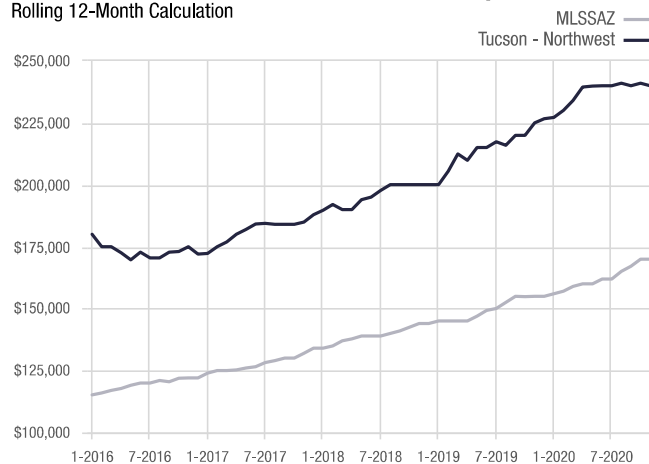
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - South

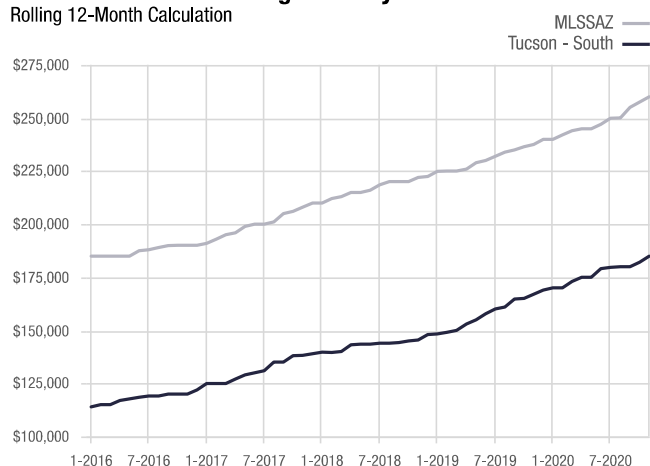
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	67	60	- 10.4%	1,036	878	- 15.3%
Pending Sales	68	68	0.0%	880	820	- 6.8%
Closed Sales	86	53	- 38.4%	839	772	- 8.0%
Days on Market Until Sale	24	11	- 54.2%	28	23	- 17.9%
Median Sales Price*	\$176,500	<b>\$207,500</b>	+ 17.6%	\$167,500	<b>\$185,000</b>	+ 10.4%
Average Sales Price*	\$170,765	<b>\$204,270</b>	+ 19.6%	\$164,558	<b>\$181,837</b>	+ 10.5%
Percent of List Price Received*	97.8%	<b>100.9%</b>	+ 3.2%	98.2%	<b>99.4%</b>	+ 1.2%
Inventory of Homes for Sale	119	48	- 59.7%	—	—	—
Months Supply of Inventory	1.5	0.7	- 53.3%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	6	6	0.0%	54	61	+ 13.0%
Pending Sales	3	7	+ 133.3%	42	51	+ 21.4%
Closed Sales	4	2	- 50.0%	39	44	+ 12.8%
Days on Market Until Sale	10	8	- 20.0%	14	17	+ 21.4%
Median Sales Price*	\$120,995	<b>\$156,500</b>	+ 29.3%	\$120,000	<b>\$134,750</b>	+ 12.3%
Average Sales Price*	\$115,373	<b>\$156,500</b>	+ 35.6%	\$115,173	<b>\$130,982</b>	+ 13.7%
Percent of List Price Received*	98.4%	<b>99.6%</b>	+ 1.2%	100.9%	<b>98.6%</b>	- 2.3%
Inventory of Homes for Sale	8	8	0.0%	—	—	—
Months Supply of Inventory	2.0	1.8	- 10.0%	—	—	—

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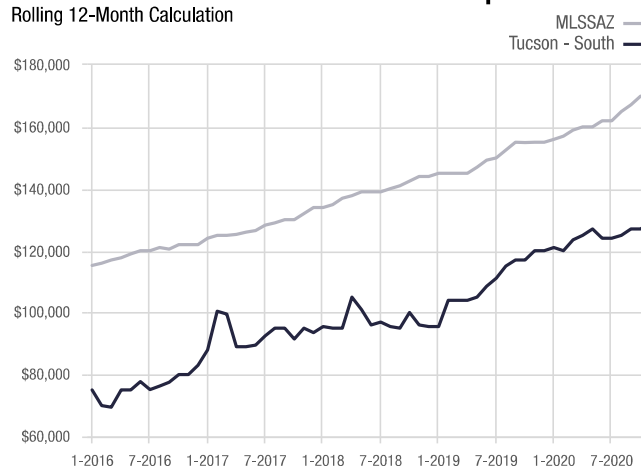
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Southeast

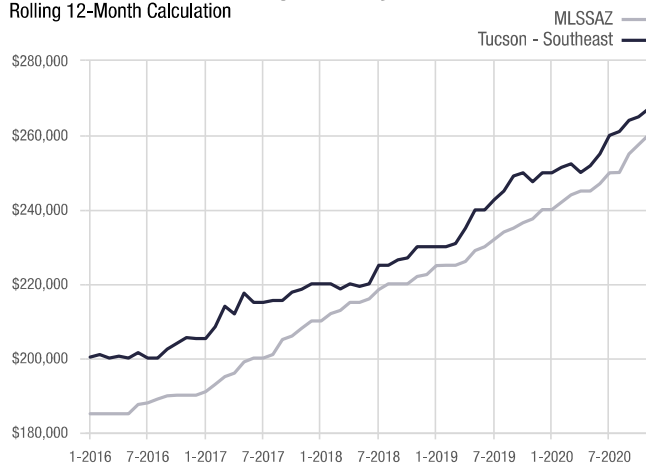
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	38	36	- 5.3%	594	510	- 14.1%
Pending Sales	34	42	+ 23.5%	510	491	- 3.7%
Closed Sales	36	37	+ 2.8%	493	440	- 10.8%
Days on Market Until Sale	26	10	- 61.5%	40	28	- 30.0%
Median Sales Price*	\$237,745	<b>\$298,000</b>	+ 25.3%	\$249,900	<b>\$267,875</b>	+ 7.2%
Average Sales Price*	\$256,631	<b>\$324,066</b>	+ 26.3%	\$267,160	<b>\$289,747</b>	+ 8.5%
Percent of List Price Received*	99.7%	<b>100.5%</b>	+ 0.8%	99.2%	<b>99.5%</b>	+ 0.3%
Inventory of Homes for Sale	83	28	- 66.3%	—	—	—
Months Supply of Inventory	1.9	0.6	- 68.4%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	0	2	—	11	13	+ 18.2%
Pending Sales	1	2	+ 100.0%	11	14	+ 27.3%
Closed Sales	1	0	- 100.0%	9	11	+ 22.2%
Days on Market Until Sale	28	—	—	19	15	- 21.1%
Median Sales Price*	\$182,000	—	—	\$150,000	<b>\$170,000</b>	+ 13.3%
Average Sales Price*	\$182,000	—	—	\$160,474	<b>\$176,559</b>	+ 10.0%
Percent of List Price Received*	98.4%	—	—	99.3%	<b>99.3%</b>	0.0%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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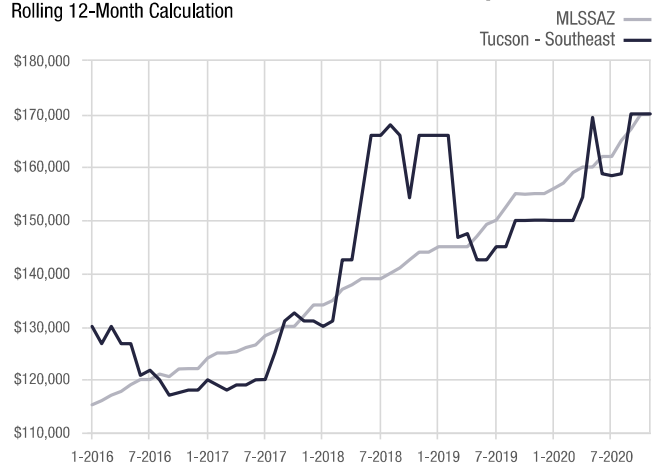
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Southwest

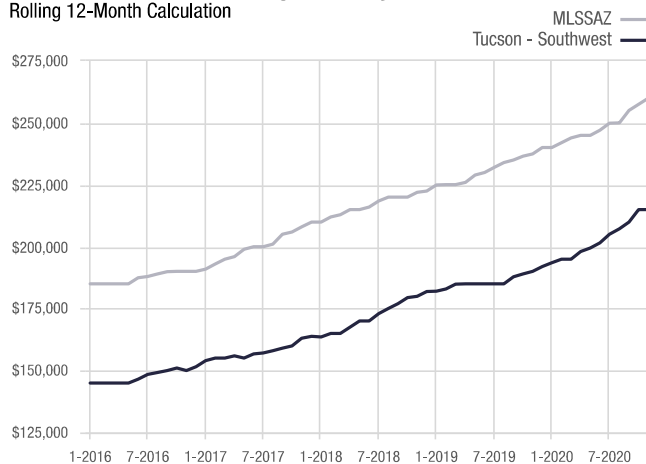
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	68	67	- 1.5%	881	872	- 1.0%
Pending Sales	52	83	+ 59.6%	748	824	+ 10.2%
Closed Sales	65	67	+ 3.1%	716	735	+ 2.7%
Days on Market Until Sale	32	12	- 62.5%	35	29	- 17.1%
Median Sales Price*	\$203,000	<b>\$225,000</b>	+ 10.8%	\$191,000	<b>\$216,000</b>	+ 13.1%
Average Sales Price*	\$209,390	<b>\$232,169</b>	+ 10.9%	\$200,051	<b>\$225,425</b>	+ 12.7%
Percent of List Price Received*	99.4%	<b>100.3%</b>	+ 0.9%	99.2%	<b>99.6%</b>	+ 0.4%
Inventory of Homes for Sale	118	49	- 58.5%	—	—	—
Months Supply of Inventory	1.8	0.7	- 61.1%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	3	1	- 66.7%	30	39	+ 30.0%
Pending Sales	3	2	- 33.3%	28	36	+ 28.6%
Closed Sales	1	4	+ 300.0%	27	33	+ 22.2%
Days on Market Until Sale	2	6	+ 200.0%	23	17	- 26.1%
Median Sales Price*	\$118,000	<b>\$162,500</b>	+ 37.7%	\$127,500	<b>\$145,000</b>	+ 13.7%
Average Sales Price*	\$118,000	<b>\$159,675</b>	+ 35.3%	\$118,122	<b>\$134,663</b>	+ 14.0%
Percent of List Price Received*	100.0%	<b>105.4%</b>	+ 5.4%	98.1%	<b>100.7%</b>	+ 2.7%
Inventory of Homes for Sale	4	4	0.0%	—	—	—
Months Supply of Inventory	1.6	1.3	- 18.8%	—	—	—

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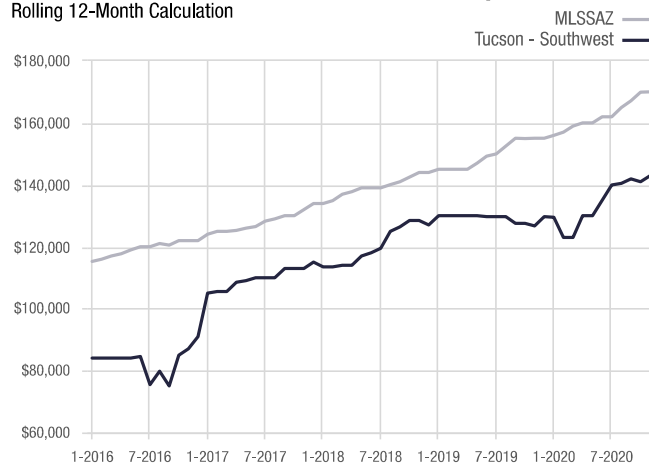
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Upper Northwest

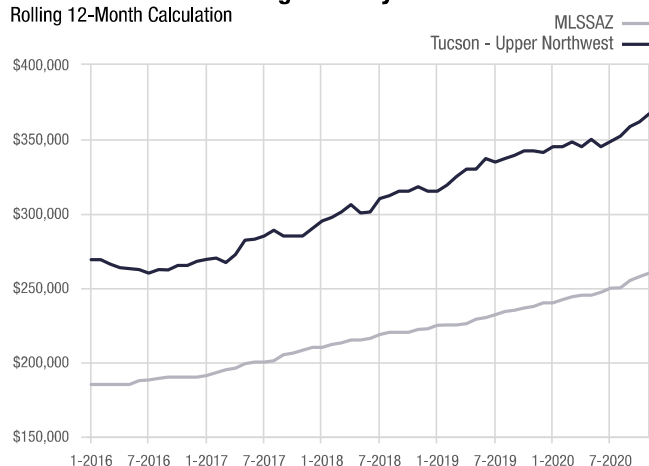
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	47	45	- 4.3%	567	601	+ 6.0%
Pending Sales	53	60	+ 13.2%	507	505	- 0.4%
Closed Sales	36	52	+ 44.4%	483	484	+ 0.2%
Days on Market Until Sale	66	42	- 36.4%	62	45	- 27.4%
Median Sales Price*	\$342,500	<b>\$420,000</b>	+ 22.6%	\$342,500	<b>\$371,500</b>	+ 8.5%
Average Sales Price*	\$382,194	<b>\$440,663</b>	+ 15.3%	\$369,186	<b>\$388,857</b>	+ 5.3%
Percent of List Price Received*	98.0%	<b>98.6%</b>	+ 0.6%	97.7%	<b>98.0%</b>	+ 0.3%
Inventory of Homes for Sale	105	83	- 21.0%	—	—	—
Months Supply of Inventory	2.4	1.8	- 25.0%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	3	5	+ 66.7%	27	38	+ 40.7%
Pending Sales	1	6	+ 500.0%	21	36	+ 71.4%
Closed Sales	2	2	0.0%	21	31	+ 47.6%
Days on Market Until Sale	52	4	- 92.3%	28	35	+ 25.0%
Median Sales Price*	\$262,550	<b>\$305,000</b>	+ 16.2%	\$240,000	<b>\$290,000</b>	+ 20.8%
Average Sales Price*	\$262,550	<b>\$305,000</b>	+ 16.2%	\$249,290	<b>\$402,829</b>	+ 61.6%
Percent of List Price Received*	102.0%	<b>100.0%</b>	- 2.0%	98.5%	<b>98.5%</b>	0.0%
Inventory of Homes for Sale	7	2	- 71.4%	—	—	—
Months Supply of Inventory	3.0	0.6	- 80.0%	—	—	—

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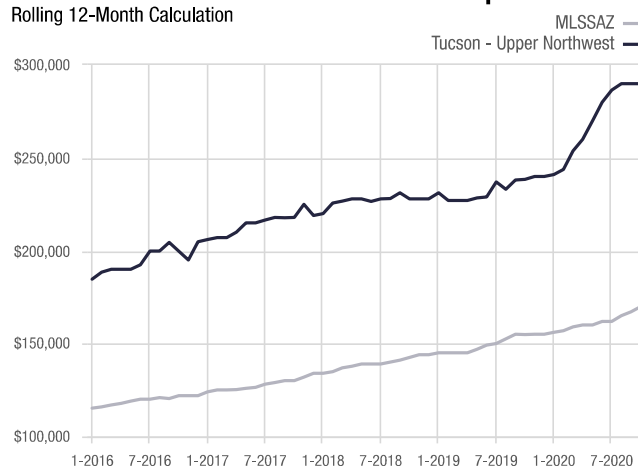
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Upper Southeast

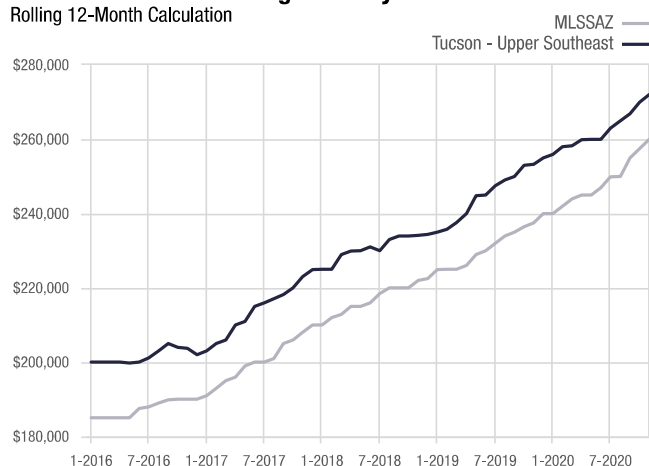
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	102	102	0.0%	1,288	1,191	- 7.5%
Pending Sales	101	96	- 5.0%	1,085	1,153	+ 6.3%
Closed Sales	94	96	+ 2.1%	1,046	1,092	+ 4.4%
Days on Market Until Sale	30	14	- 53.3%	39	28	- 28.2%
Median Sales Price*	\$261,870	\$288,500	+ 10.2%	\$255,192	\$274,000	+ 7.4%
Average Sales Price*	\$284,982	\$317,678	+ 11.5%	\$275,258	\$296,334	+ 7.7%
Percent of List Price Received*	99.3%	100.3%	+ 1.0%	99.1%	99.6%	+ 0.5%
Inventory of Homes for Sale	176	80	- 54.5%	—	—	—
Months Supply of Inventory	1.8	0.8	- 55.6%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% 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	—	—	—	34	30	- 11.8%
Median Sales Price*	—	—	—	\$157,500	\$195,000	+ 23.8%
Average Sales Price*	—	—	—	\$157,500	\$195,000	+ 23.8%
Percent of List Price Received*	—	—	—	100.0%	95.7%	- 4.3%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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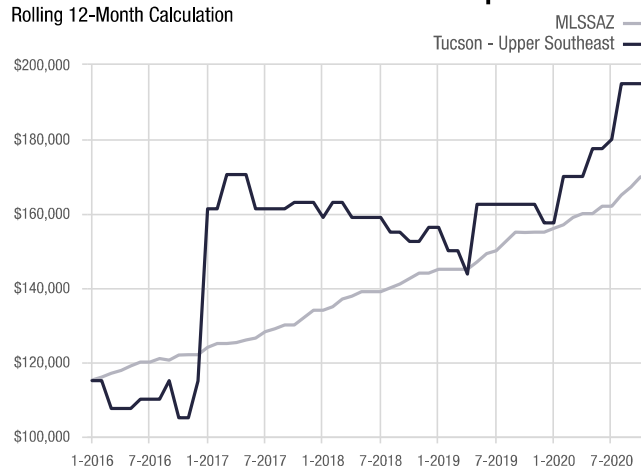
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - West

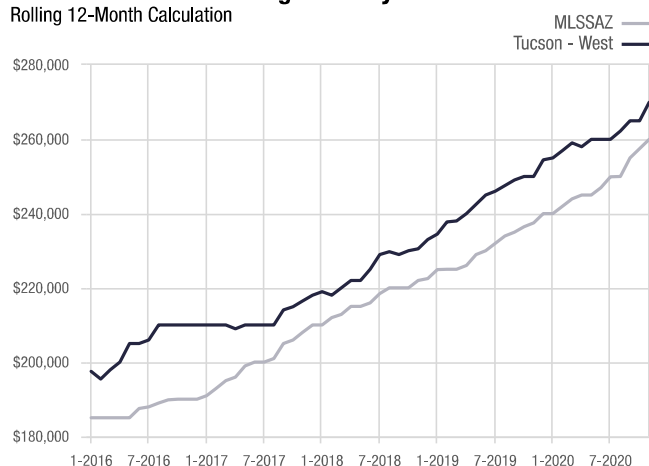
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	85	88	+ 3.5%	1,200	1,154	- 3.8%
Pending Sales	84	92	+ 9.5%	1,010	1,077	+ 6.6%
Closed Sales	72	95	+ 31.9%	992	1,030	+ 3.8%
Days on Market Until Sale	34	17	- 50.0%	37	25	- 32.4%
Median Sales Price*	\$248,650	<b>\$297,000</b>	+ 19.4%	\$252,500	<b>\$270,000</b>	+ 6.9%
Average Sales Price*	\$275,919	<b>\$351,208</b>	+ 27.3%	\$291,315	<b>\$313,659</b>	+ 7.7%
Percent of List Price Received*	98.9%	<b>99.8%</b>	+ 0.9%	98.6%	<b>99.3%</b>	+ 0.7%
Inventory of Homes for Sale	158	78	- 50.6%	—	—	—
Months Supply of Inventory	1.8	0.8	- 55.6%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	7	16	+ 128.6%	158	159	+ 0.6%
Pending Sales	6	17	+ 183.3%	145	148	+ 2.1%
Closed Sales	10	9	- 10.0%	145	134	- 7.6%
Days on Market Until Sale	12	4	- 66.7%	22	17	- 22.7%
Median Sales Price*	\$142,000	<b>\$163,500</b>	+ 15.1%	\$132,000	<b>\$153,950</b>	+ 16.6%
Average Sales Price*	\$147,300	<b>\$164,656</b>	+ 11.8%	\$133,561	<b>\$154,134</b>	+ 15.4%
Percent of List Price Received*	99.3%	<b>98.9%</b>	- 0.4%	98.4%	<b>99.1%</b>	+ 0.7%
Inventory of Homes for Sale	12	7	- 41.7%	—	—	—
Months Supply of Inventory	1.0	0.5	- 50.0%	—	—	—

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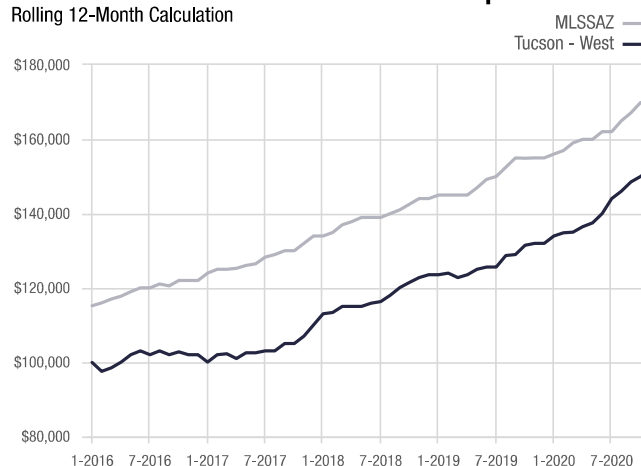
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Extended Northeast

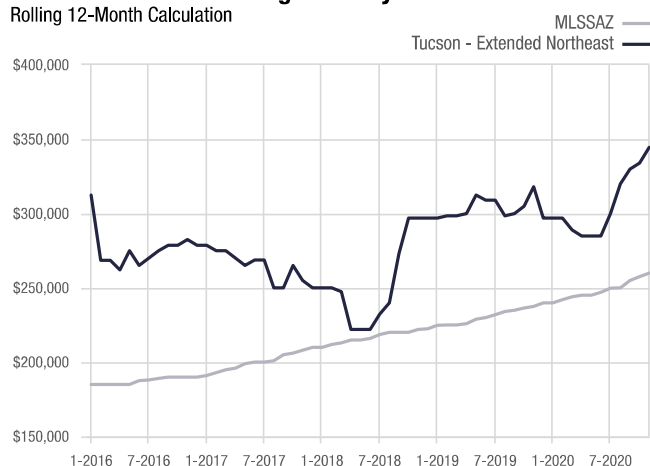
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	2	1	- 50.0%	33	35	+ 6.1%
Pending Sales	1	3	+ 200.0%	22	28	+ 27.3%
Closed Sales	1	4	+ 300.0%	19	25	+ 31.6%
Days on Market Until Sale	93	40	- 57.0%	114	79	- 30.7%
Median Sales Price*	\$340,000	<b>\$470,000</b>	+ 38.2%	\$318,000	<b>\$365,000</b>	+ 14.8%
Average Sales Price*	\$340,000	<b>\$461,250</b>	+ 35.7%	\$331,716	<b>\$388,424</b>	+ 17.1%
Percent of List Price Received*	87.3%	<b>96.6%</b>	+ 10.7%	90.6%	<b>95.6%</b>	+ 5.5%
Inventory of Homes for Sale	14	6	- 57.1%	—	—	—
Months Supply of Inventory	5.7	1.9	- 66.7%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% 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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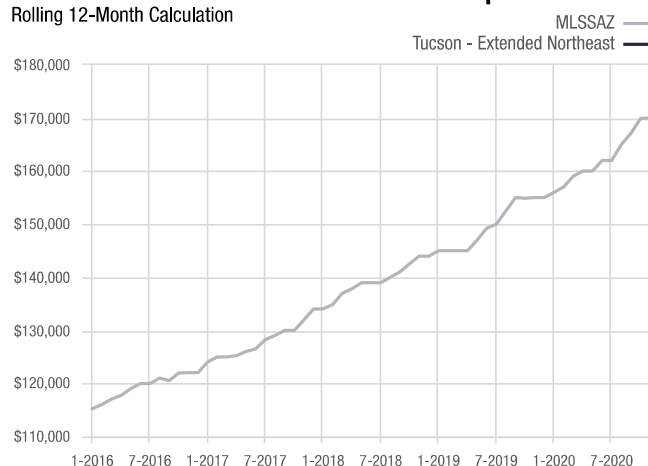
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

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## Tucson - Extended Northwest

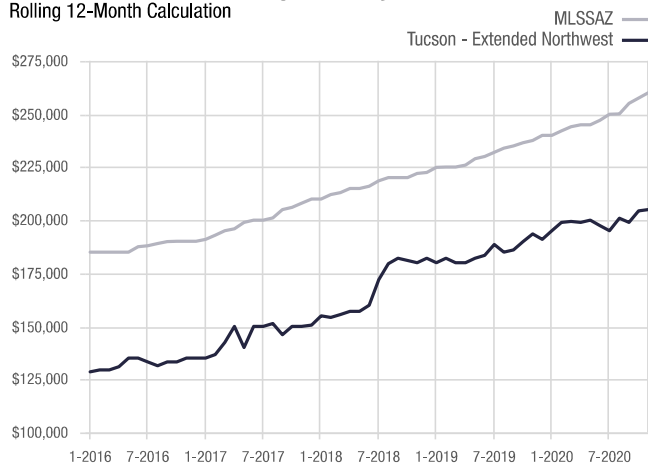
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	3	6	+ 100.0%	97	84	- 13.4%
Pending Sales	7	8	+ 14.3%	81	83	+ 2.5%
Closed Sales	8	5	- 37.5%	80	76	- 5.0%
Days on Market Until Sale	43	10	- 76.7%	35	18	- 48.6%
Median Sales Price*	\$204,745	<b>\$230,000</b>	+ 12.3%	\$188,450	<b>\$204,700</b>	+ 8.6%
Average Sales Price*	\$223,949	<b>\$235,800</b>	+ 5.3%	\$191,122	<b>\$204,735</b>	+ 7.1%
Percent of List Price Received*	99.0%	<b>98.4%</b>	- 0.6%	99.0%	<b>99.5%</b>	+ 0.5%
Inventory of Homes for Sale	10	4	- 60.0%	—	—	—
Months Supply of Inventory	1.3	<b>0.6</b>	- 53.8%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% 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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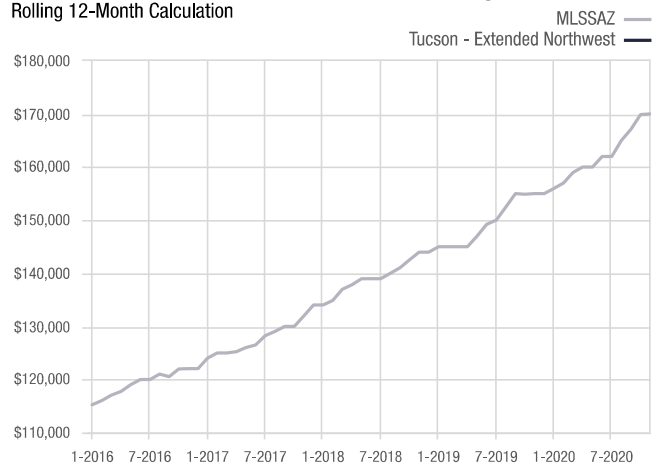
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

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## Tucson - Extended Southeast

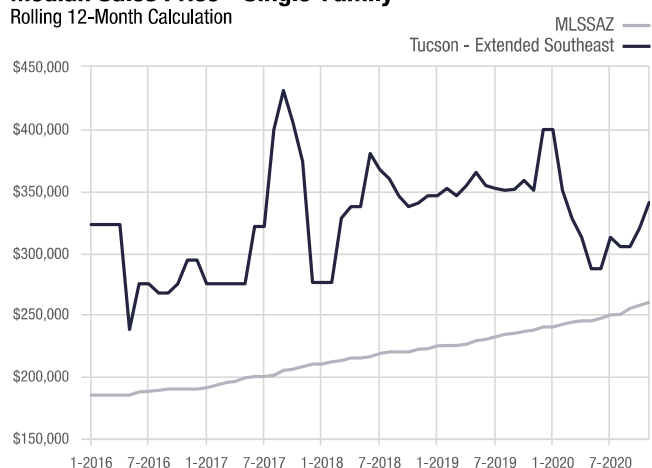
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	0	3	—	11	16	+ 45.5%
Pending Sales	2	1	- 50.0%	14	12	- 14.3%
Closed Sales	1	0	- 100.0%	13	12	- 7.7%
Days on Market Until Sale	4	—	—	144	73	- 49.3%
Median Sales Price*	\$223,000	—	—	\$399,500	<b>\$312,500</b>	- 21.8%
Average Sales Price*	\$223,000	—	—	\$392,538	<b>\$350,968</b>	- 10.6%
Percent of List Price Received*	102.4%	—	—	96.7%	<b>94.8%</b>	- 2.0%
Inventory of Homes for Sale	3	9	+ 200.0%	—	—	—
Months Supply of Inventory	1.7	4.5	+ 164.7%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% 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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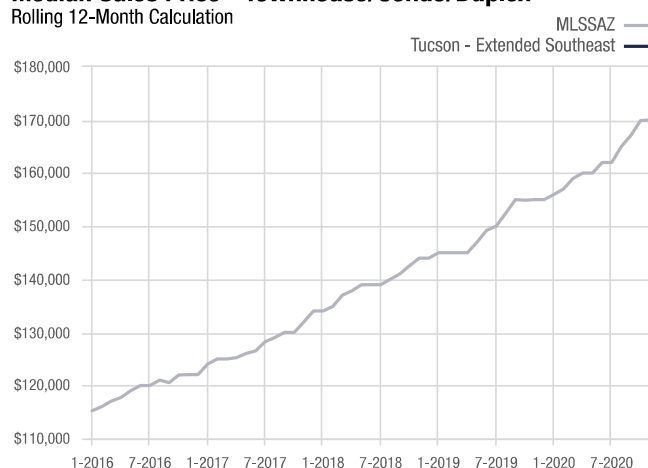
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

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## Tucson - Extended Southwest

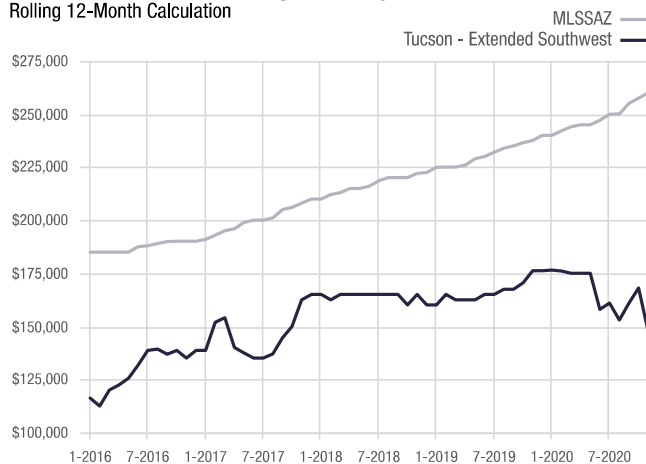
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	6	2	- 66.7%	40	31	- 22.5%
Pending Sales	1	3	+ 200.0%	27	24	- 11.1%
Closed Sales	6	1	- 83.3%	29	20	- 31.0%
Days on Market Until Sale	64	35	- 45.3%	59	44	- 25.4%
Median Sales Price*	\$178,250	<b>\$240,000</b>	+ 34.6%	\$176,500	<b>\$154,250</b>	- 12.6%
Average Sales Price*	\$182,300	<b>\$240,000</b>	+ 31.7%	\$186,472	<b>\$163,555</b>	- 12.3%
Percent of List Price Received*	100.8%	<b>100.0%</b>	- 0.8%	98.1%	<b>97.4%</b>	- 0.7%
Inventory of Homes for Sale	11	5	- 54.5%	—	—	—
Months Supply of Inventory	3.5	<b>2.2</b>	- 37.1%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	0	0	0.0%	1	0	- 100.0%
Pending Sales	0	0	0.0%	3	0	- 100.0%
Closed Sales	0	0	0.0%	3	0	- 100.0%
Days on Market Until Sale	—	—	—	154	—	—
Median Sales Price*	—	—	—	\$160,000	—	—
Average Sales Price*	—	—	—	\$153,667	—	—
Percent of List Price Received*	—	—	—	98.0%	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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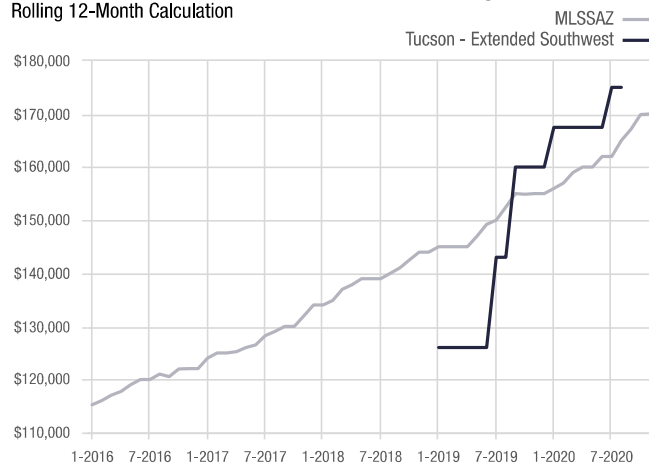
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

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## Tucson - Extended West

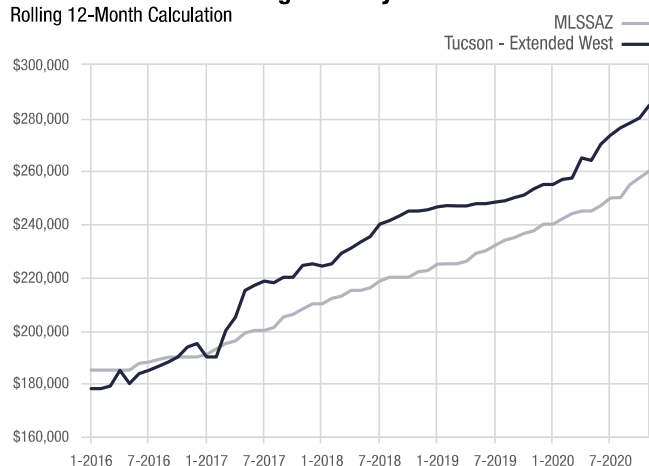
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	35	25	- 28.6%	510	492	- 3.5%
Pending Sales	43	16	- 62.8%	426	503	+ 18.1%
Closed Sales	33	36	+ 9.1%	412	487	+ 18.2%
Days on Market Until Sale	75	16	- 78.7%	65	55	- 15.4%
Median Sales Price*	\$255,000	<b>\$310,000</b>	+ 21.6%	\$252,026	<b>\$285,000</b>	+ 13.1%
Average Sales Price*	\$256,439	<b>\$308,947</b>	+ 20.5%	\$258,565	<b>\$290,491</b>	+ 12.3%
Percent of List Price Received*	98.7%	<b>99.5%</b>	+ 0.8%	98.5%	<b>99.2%</b>	+ 0.7%
Inventory of Homes for Sale	100	29	- 71.0%	—	—	—
Months Supply of Inventory	2.6	0.7	- 73.1%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% 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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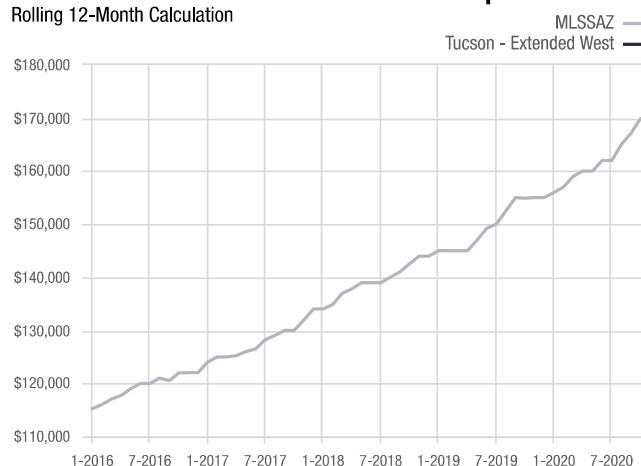
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

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## Tucson - Pima East

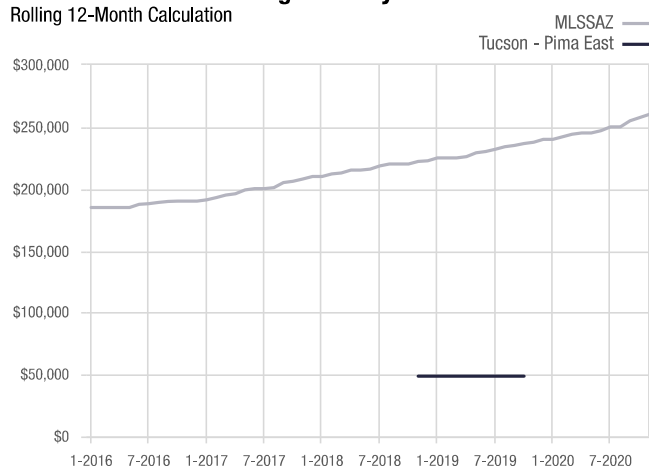
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% 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	—	—	—	—	—	—

\* 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.

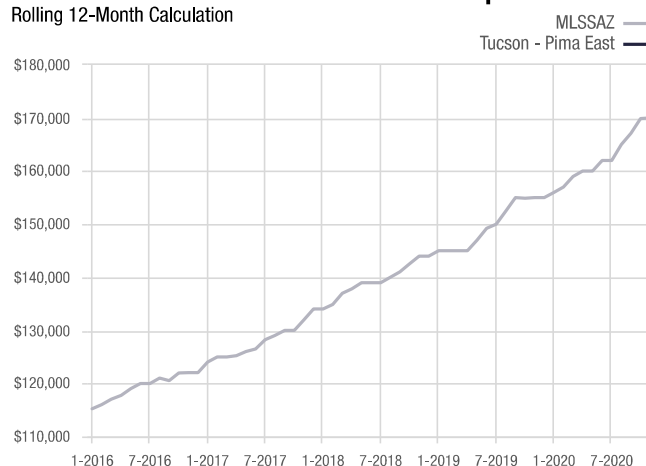
### Median Sales Price - Single-Family

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.

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# Local Market Update – November 2020

A Research Tool Provided by Southern Arizona MLS.



## Tucson - Pima Northwest

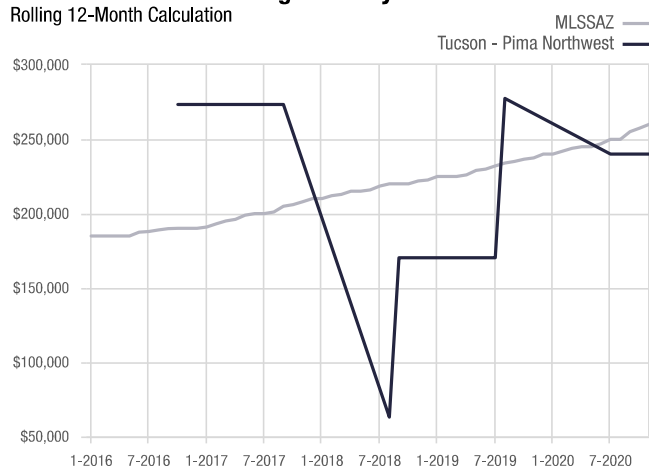
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	0	0	0.0%	2	0	- 100.0%
Pending Sales	0	0	0.0%	0	1	—
Closed Sales	0	0	0.0%	0	1	—
Days on Market Until Sale	—	—	—	—	289	—
Median Sales Price*	—	—	—	—	\$240,000	—
Average Sales Price*	—	—	—	—	\$240,000	—
Percent of List Price Received*	—	—	—	—	86.0%	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% 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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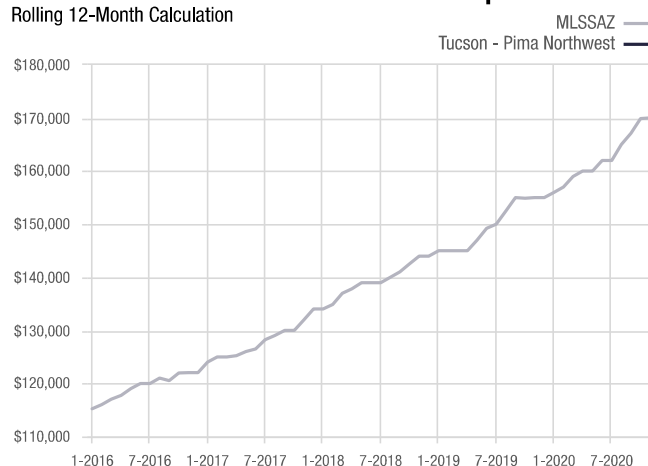
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

Rolling 12-Month Calculation



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# Local Market Update – November 2020

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## Tucson - Pima Southwest

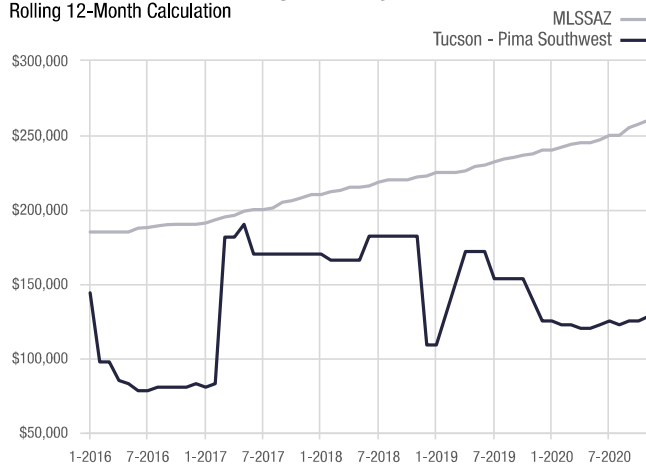
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	2	1	- 50.0%	19	14	- 26.3%
Pending Sales	0	0	0.0%	4	13	+ 225.0%
Closed Sales	1	1	0.0%	4	8	+ 100.0%
Days on Market Until Sale	10	21	+ 110.0%	56	121	+ 116.1%
Median Sales Price*	\$125,000	<b>\$389,500</b>	+ 211.6%	\$139,250	<b>\$135,000</b>	- 3.1%
Average Sales Price*	\$125,000	<b>\$389,500</b>	+ 211.6%	\$147,125	<b>\$168,188</b>	+ 14.3%
Percent of List Price Received*	76.9%	<b>97.4%</b>	+ 26.7%	80.5%	<b>93.1%</b>	+ 15.7%
Inventory of Homes for Sale	12	5	- 58.3%	—	—	—
Months Supply of Inventory	9.0	3.2	- 64.4%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% 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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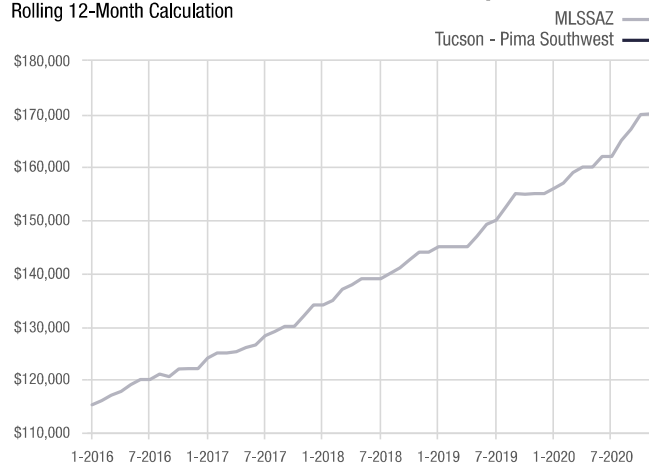
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

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# Local Market Update – November 2020

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## Tucson - Benson / St. David

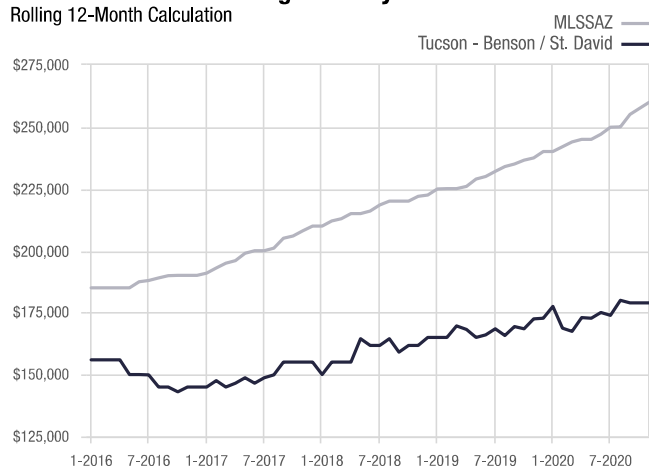
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	9	16	+ 77.8%	140	138	- 1.4%
Pending Sales	8	13	+ 62.5%	115	114	- 0.9%
Closed Sales	8	4	- 50.0%	120	95	- 20.8%
Days on Market Until Sale	137	30	- 78.1%	90	50	- 44.4%
Median Sales Price*	\$247,750	\$230,950	- 6.8%	\$171,250	\$179,000	+ 4.5%
Average Sales Price*	\$290,000	\$262,975	- 9.3%	\$203,416	\$200,026	- 1.7%
Percent of List Price Received*	94.0%	97.4%	+ 3.6%	96.2%	97.3%	+ 1.1%
Inventory of Homes for Sale	37	27	- 27.0%	—	—	—
Months Supply of Inventory	3.5	2.7	- 22.9%	—	—	—

Townhouse/Condo/Duplex	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	0	0	0.0%	0	2	—
Pending Sales	0	0	0.0%	0	2	—
Closed Sales	0	0	0.0%	0	2	—
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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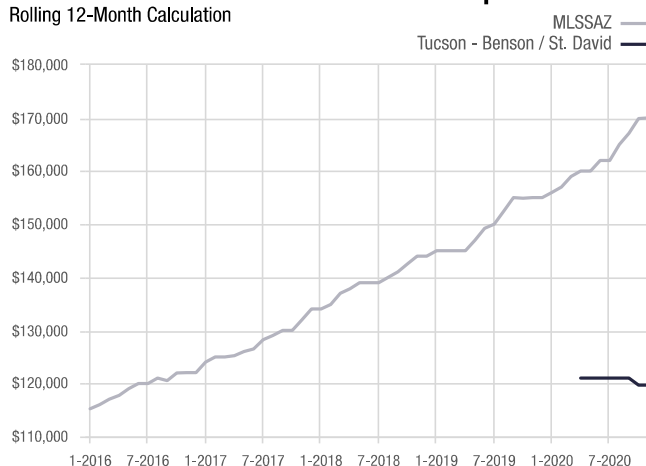
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



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

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