



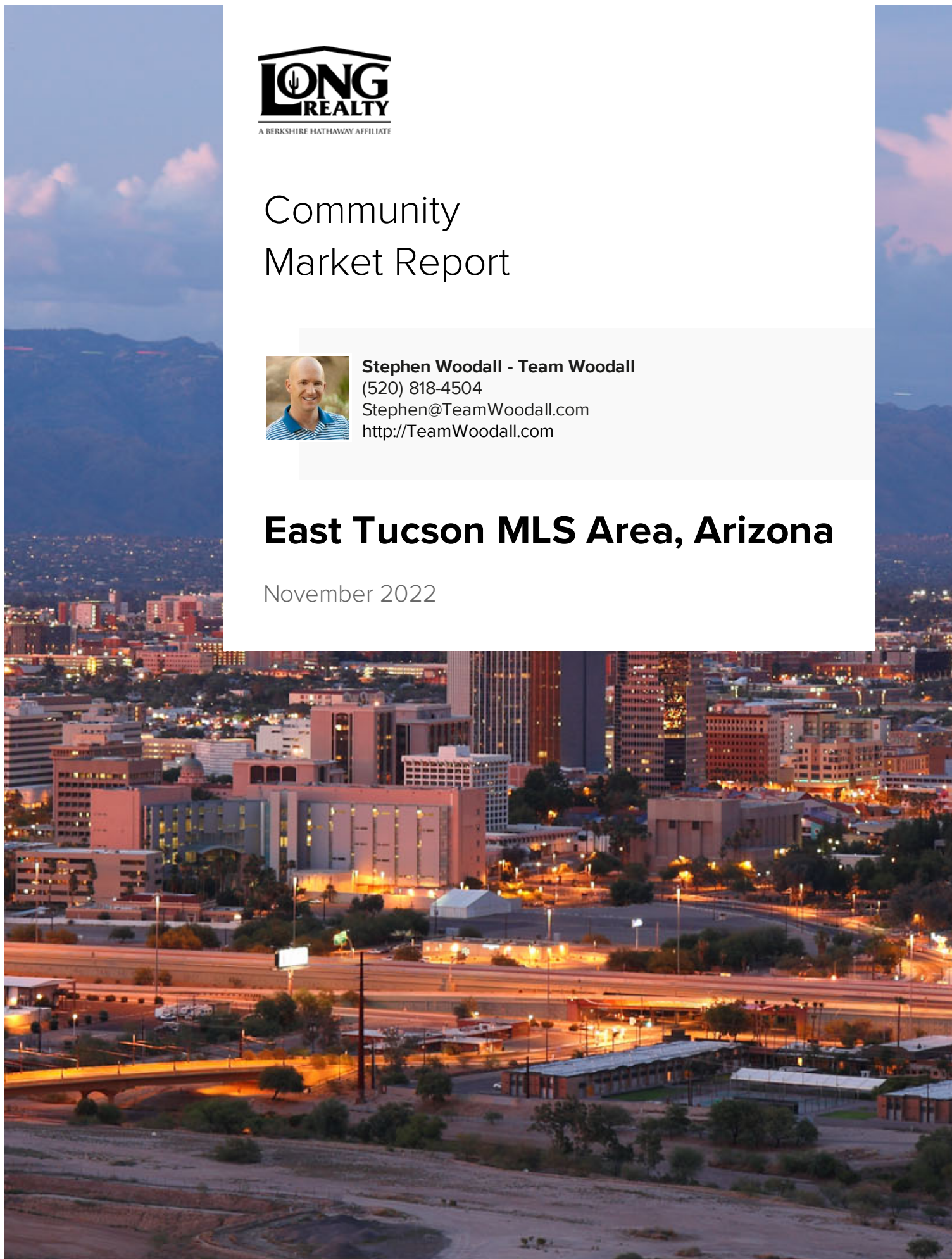
Community Market Report



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East Tucson MLS Area, Arizona

November 2022





Market Summary

All Property Types

Recent Sales Trends

The statistics below highlight key market indicators for East Tucson MLS Area, Arizona. The data in the Sold Listings table is based on homes sold within the month of October 2022.

	Current Period Oct 2022	Last Month Sep 2022	Change From Last Month	Last Year Oct 2021	Change From Last Year
Homes Sold	90	116	▼ 22%	156	▼ 42%
Median Sale Price	\$300,000	\$296,250	▲ 1%	\$275,000	▲ 9%
Median List Price	\$300,000	\$298,500	▲ 1%	\$274,950	▲ 9%
Sale to List Price Ratio	98%	99%	▼ 1%	100%	▼ 2%
Sales Volume	\$27,635,861	\$34,144,235	▼ 19%	\$46,321,629	▼ 40%
Average Days on Market	25 days	23 days	▲ 2 days	18 days	▲ 7 days
Homes Sold Year to Date	1,493	—	—	1,734	▼ 14%
For Sale at Month's End	310	261	▲ 19%	—	—

Current Market

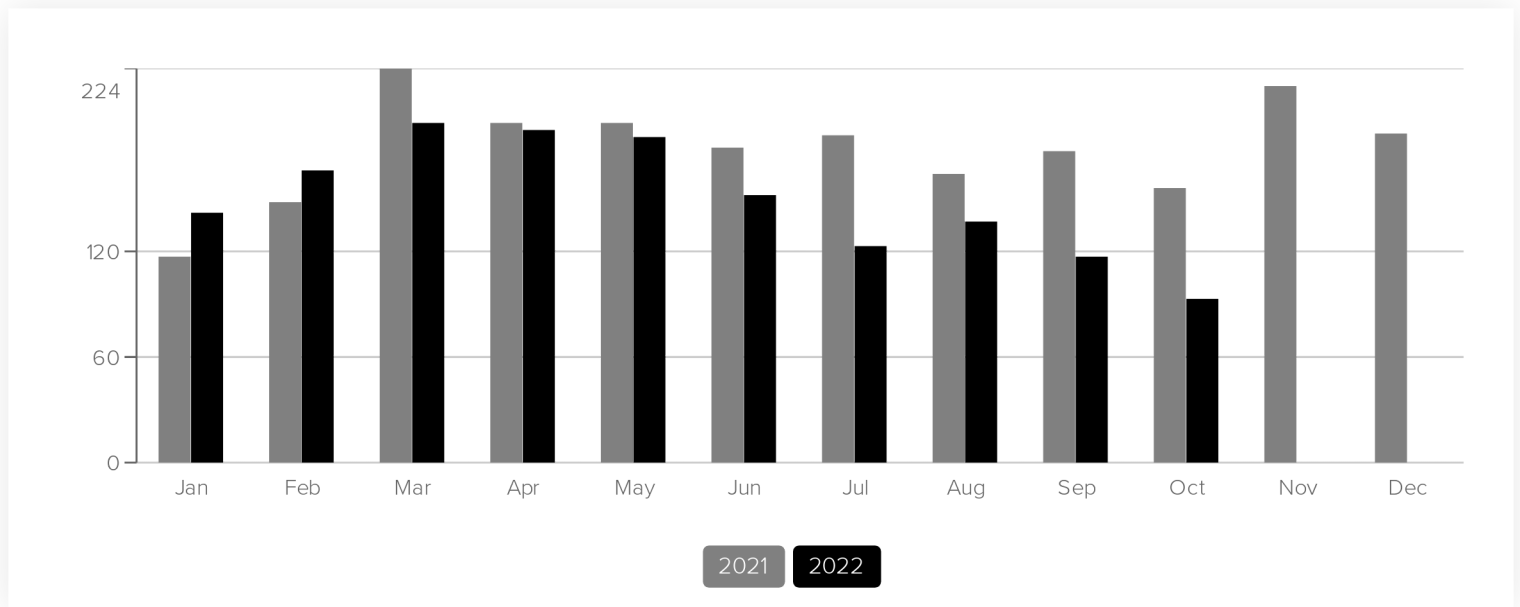
The statistics below provide an up-to-date snapshot of the listed inventory as of November 15, 2022. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.

315 Homes for Sale	116 Homes Under Contract	\$2,425,000 High Price
\$72,500 Low Price	\$314,700 Median List Price	

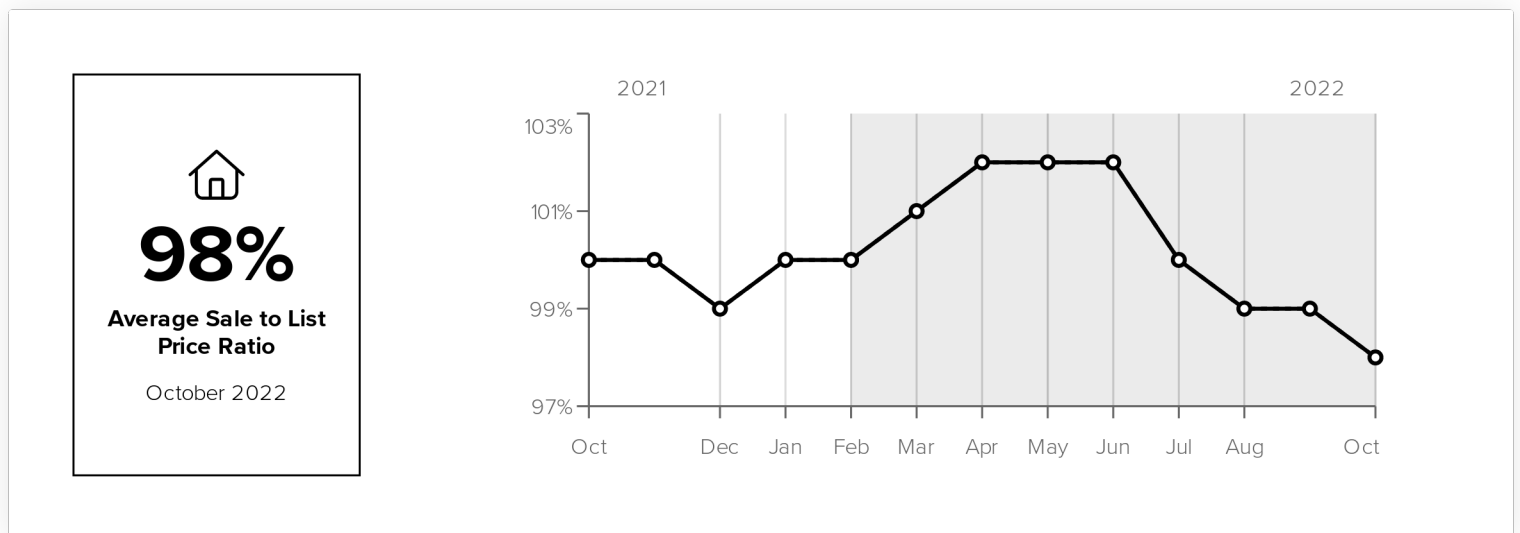


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Homes Sold

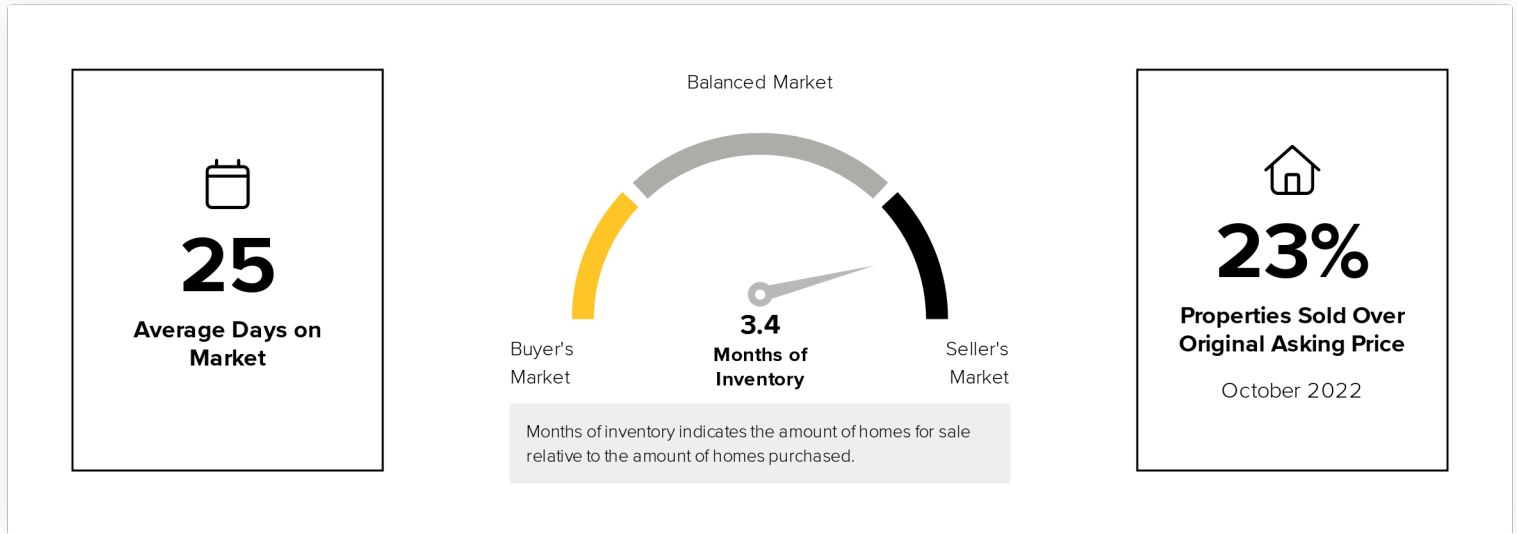


Sale to List Price Ratio





Market Conditions



Buyer's vs. Seller's Market

This graphic explains the key similarities and differences between a buyer's and seller's market; and how these market factors impact each group.

How it
Impacts
Buyers

Buyer's Market
More people selling homes than buying

- More homes to choose from**
- More negotiating power**
- Could spend less than asking price**
- Price restrictions**
- Rarely competing offers**

Seller's Market
More people buying homes than selling

- Fewer homes to choose from**
- Less negotiating power**
- Need to be able to close quickly**
- Could spend more than asking price**
- Competition from other buyers**

How it
Impacts
Sellers

Buyer's Market
More people selling homes than buying

- Takes more time to sell**
- Fewer offers received**
- Could get lower than asking price**
- May have to make repairs and/or concessions**

Seller's Market
More people buying homes than selling

- Home sells quickly**
- Multiple offers likely**
- Could get more than asking price**
- Buyers willing to overlook repairs**



Market Conditions by Price Range

This table provides insight into key market indicators at specific price breakpoints. This information is valuable as the market conditions can vary by price category.

Price Range	Active Listings	Months of Inventory			Sales		Market Climate
	As of 10/31/22	Current Period Oct 2022	3 Month Trend	Current Period Oct 2022	6 Month Avg		
< \$50,000	0	—	—	0	0	—	
\$50,000 - \$100,000	5	5.0	2.5	1	0	● Balanced	
\$100,000 - \$150,000	6	1.5	0.5	4	3	● Seller's	
\$150,000 - \$200,000	14	3.5	0.5	4	7	● Seller's	
\$200,000 - \$250,000	17	1.4	0.4	12	13	● Seller's	
\$250,000 - \$300,000	82	3.3	0.9	25	34	● Seller's	
\$300,000 - \$350,000	98	4.1	1.1	24	34	● Seller's	
\$350,000 - \$400,000	54	4.5	1.0	12	22	● Seller's	
\$400,000 - \$450,000	18	4.5	1.2	4	7	● Seller's	
\$450,000 - \$500,000	4	1.3	0.4	3	2	● Seller's	
> \$500,000	12	6.0	1.2	2	6	● Balanced	
All Properties	310	3.4	0.9	91	134	Seller's	

Buyer's Market

More than 7 months of inventory
 Home prices will depreciate

Balanced Market

Between 6-7 months of inventory
 Home prices will only appreciate with inflation

Seller's Market

Less than 6 months of inventory
 Home prices will appreciate



Statistics

Days on Market by Price Range

The bar graph below indicates the median days on the market value for each price range breakpoint in East Tucson MLS Area, Arizona. The values are based on closed transactions in October 2022.

