



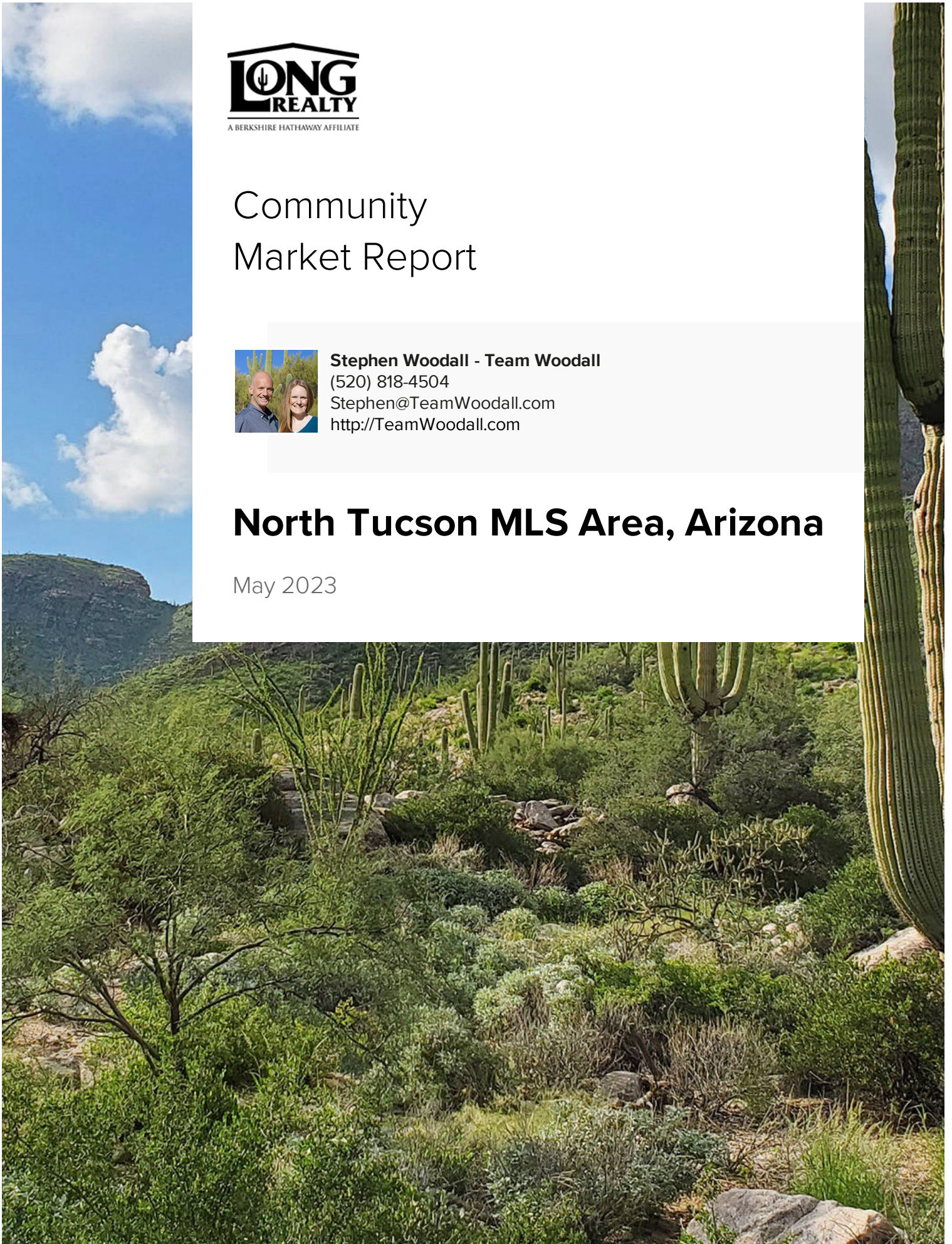
Community Market Report



Stephen Woodall - Team Woodall
(520) 818-4504
Stephen@TeamWoodall.com
<http://TeamWoodall.com>

North Tucson MLS Area, Arizona

May 2023





Market Summary

All Property Types

Recent Sales Trends

The statistics below highlight key market indicators for North Tucson MLS Area, Arizona. The data in the Sold Listings table is based on homes sold within the month of April 2023.

	Current Period Apr 2023	Last Month Mar 2023	Change From Last Month	Last Year Apr 2022	Change From Last Year
Homes Sold	93	118	▼ 21%	152	▼ 39%
Median Sale Price	\$475,000	\$557,500	▼ 15%	\$561,000	▼ 15%
Median List Price	\$475,000	\$582,450	▼ 18%	\$544,495	▼ 13%
Sale to List Price Ratio	99%	98%	▲ 1%	104%	▼ 5%
Sales Volume	\$55,580,265	\$78,188,409	▼ 29%	\$99,040,957	▼ 44%
Average Days on Market	37 days	37 days	▲ 0 days	15 days	▲ 22 days
Homes Sold Year to Date	393	300	▲ 31%	569	▼ 31%
For Sale at Month's End	186	210	▼ 11%	—	—

Current Market

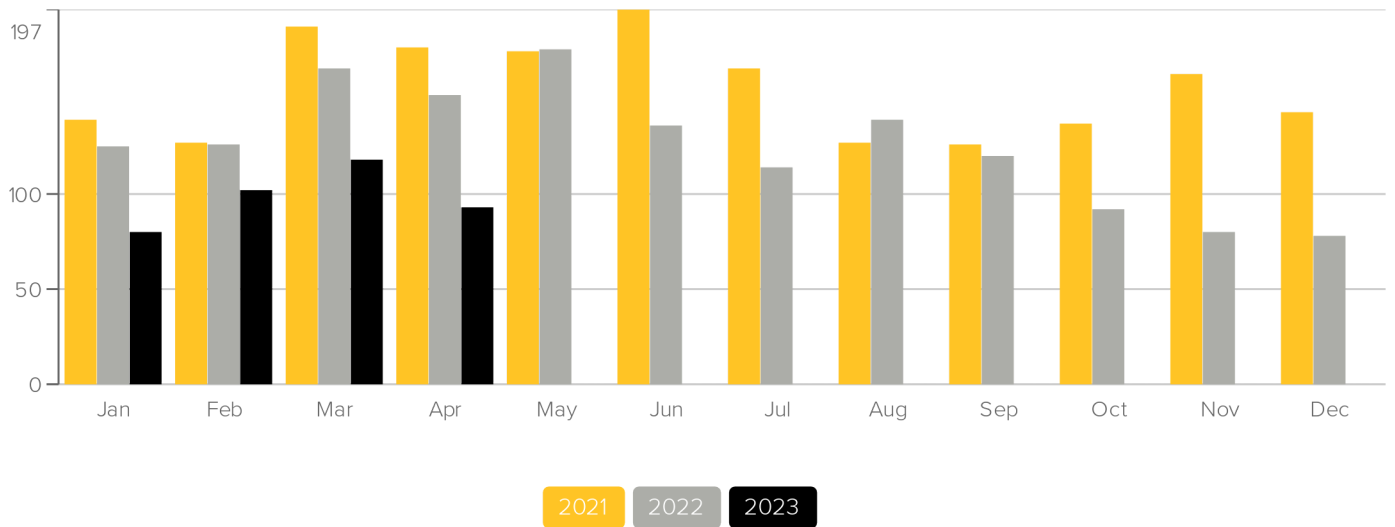
The statistics below provide an up-to-date snapshot of the listed inventory as of May 4, 2023. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.

148 Homes for Sale	191 Homes Under Contract	\$12,500,000 High Price
\$159,500 Low Price	\$697,000 Median List Price	

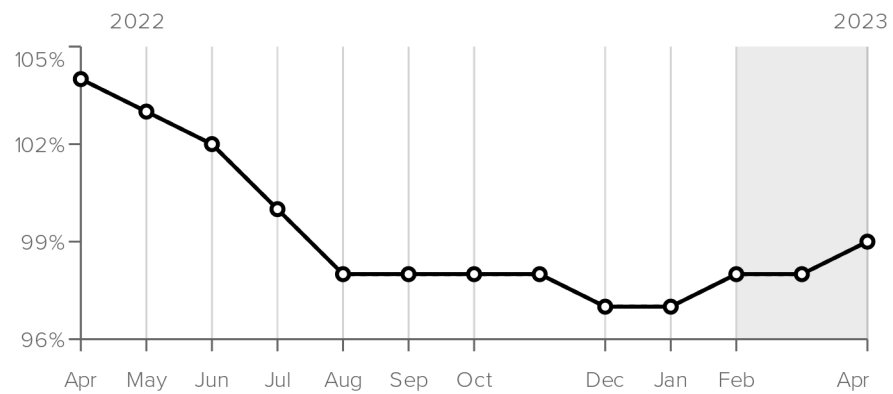


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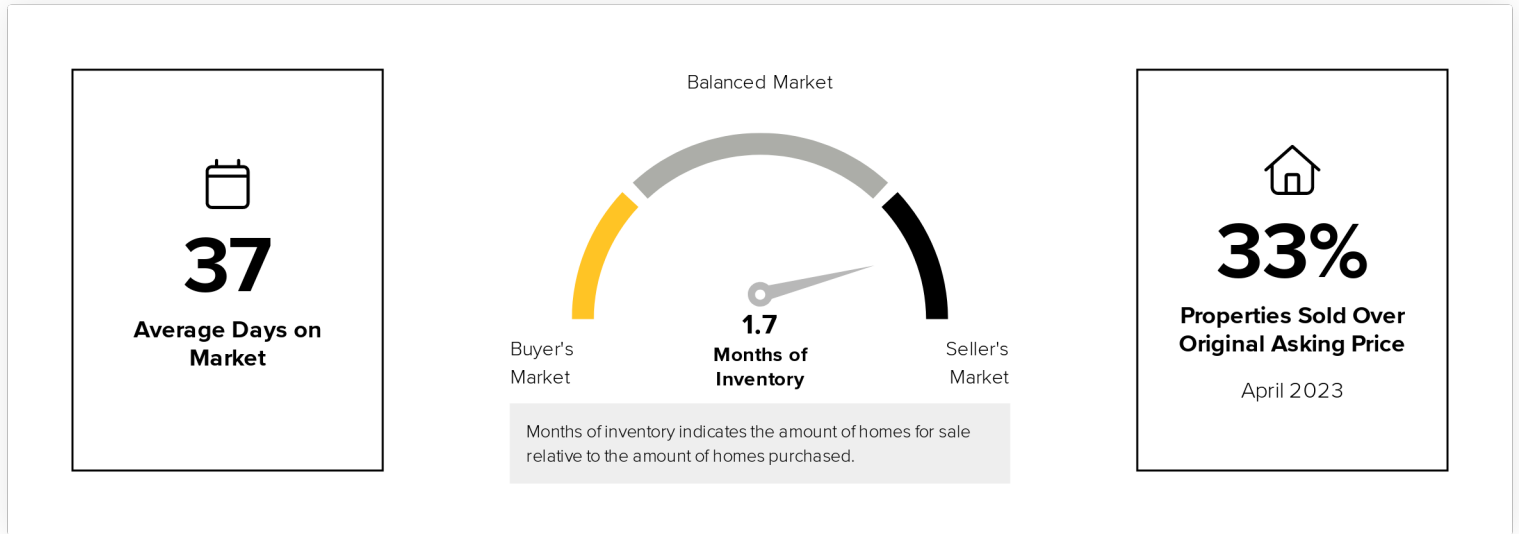
Homes Sold



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 As of 4/30/23	Months of Inventory		Sales		Market Climate
		Current Period Apr 2023	3 Month Trend	Current Period Apr 2023	6 Month Avg	
All Price Ranges	161	1.7	0.5	93	92	● Seller's
< \$250,000	10	1.4	0.3	7	8	● Seller's
\$250,000 - \$500,000	43	0.9	0.4	46	32	● Seller's
\$500,000 - \$750,000	37	2.3	0.5	16	25	● Seller's
\$750,000 - \$1,000,000	24	1.6	0.5	15	13	● Seller's
\$1,000,000 - \$1,250,000	11	3.7	1.0	3	3	● Seller's
\$1,250,000 - \$1,500,000	11	5.5	1.2	2	3	● Balanced
\$1,500,000 - \$1,750,000	6	6.0	0.9	1	2	● Balanced
\$1,750,000 - \$2,000,000	3	3.0	3.0	1	1	● Seller's
\$2,000,000 - \$2,250,000	0	0.0	0.0	1	0	● Seller's
\$2,250,000 - \$2,500,000	3	3.0	1.5	1	0	● Seller's
> \$2,500,000	13	—	6.5	0	0	—

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 North Tucson MLS Area, Arizona. The values are based on closed transactions in April 2023.

