



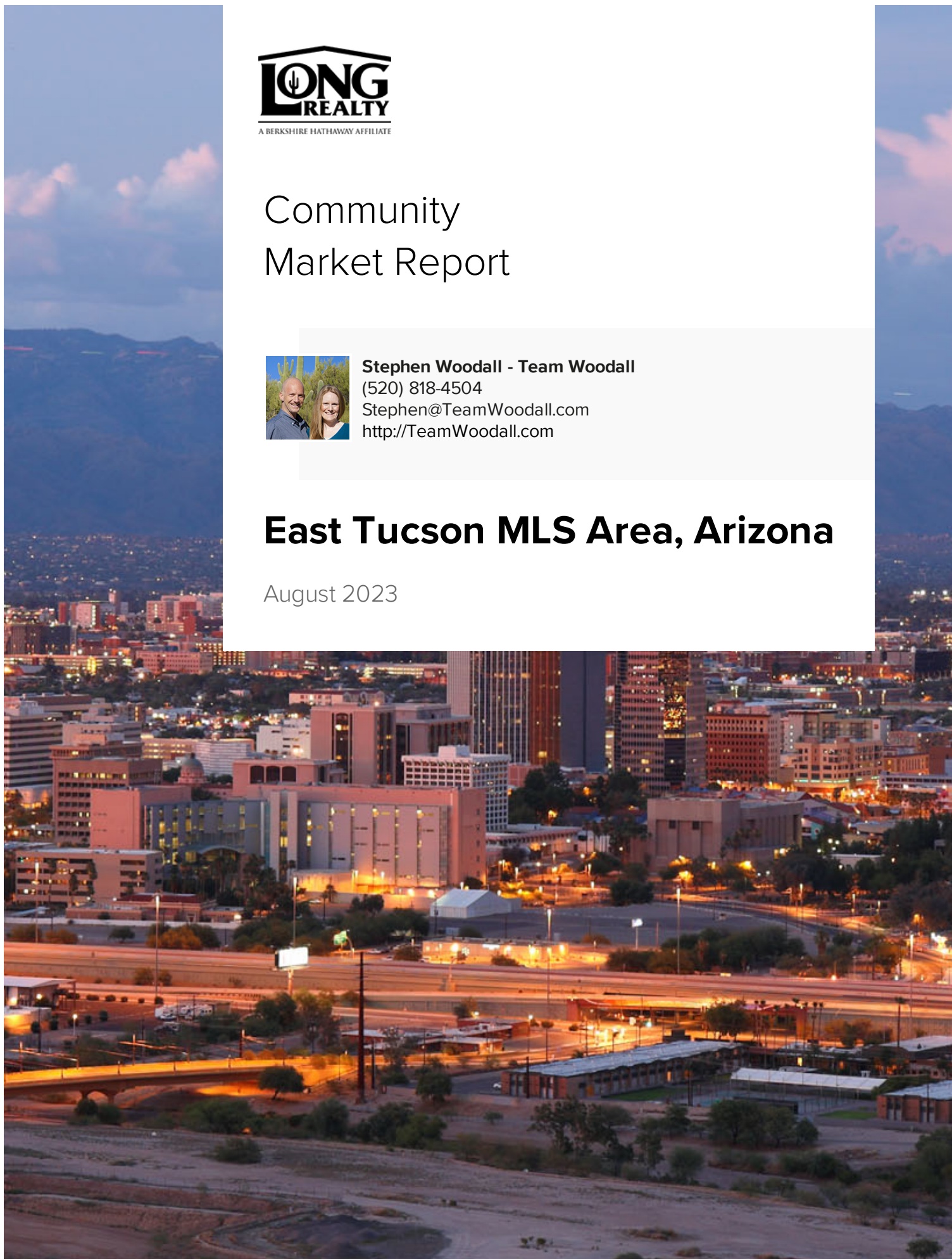
Community Market Report



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East Tucson MLS Area, Arizona

August 2023





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 July 2023.

| | Current Period Jul 2023 | Last Month Jun 2023 | Change From Last Month | Last Year Jul 2022 | Change From Last Year |
|---------------------------------|----------------------------|------------------------|---------------------------|-----------------------|--------------------------|
| Homes Sold | 103 | 121 | ▼ 15% | 123 | ▼ 16% |
| Median Sale Price | \$315,000 | \$311,000 | ▲ 1% | \$315,000 | 0% |
| Median List Price | \$319,900 | \$315,000 | ▲ 2% | \$310,000 | ▲ 3% |
| Sale to List Price Ratio | 100% | 100% | 0% | 100% | 0% |
| Sales Volume | \$36,203,985 | \$40,072,450 | ▼ 10% | \$39,656,283 | ▼ 9% |
| Average Days on Market | 29 days | 27 days | ▲ 2 days | 13 days | ▲ 16 days |
| Homes Sold Year to Date | 858 | 755 | ▲ 14% | 1,154 | ▼ 26% |
| For Sale at Month's End | 123 | 116 | ▲ 6% | — | — |

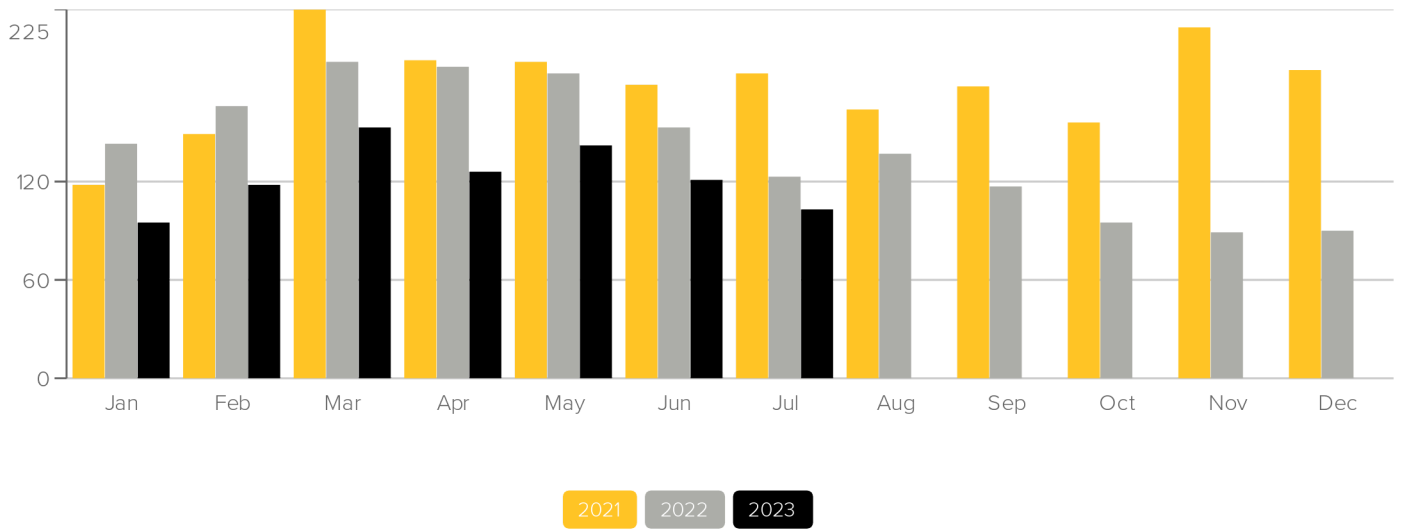
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of August 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.

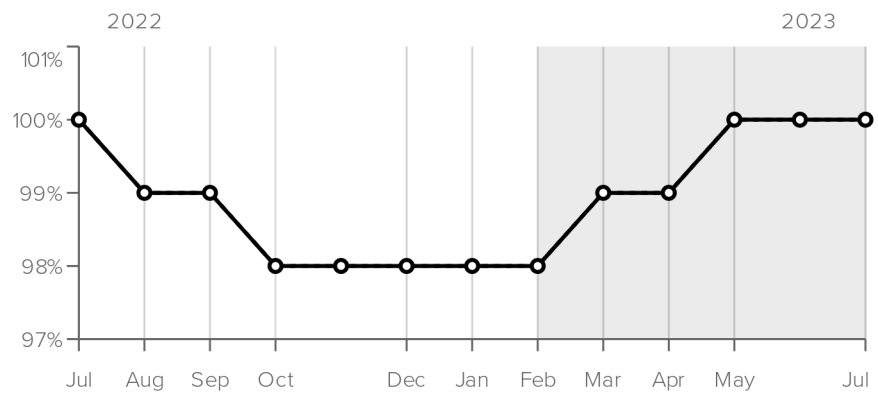
| | | |
|------------------------------|---------------------------------------|----------------------------------|
| 129 Homes for Sale | 123 Homes Under Contract | \$2,395,000 High Price |
| \$57,500 Low Price | \$349,500 Median List Price | |



Homes Sold

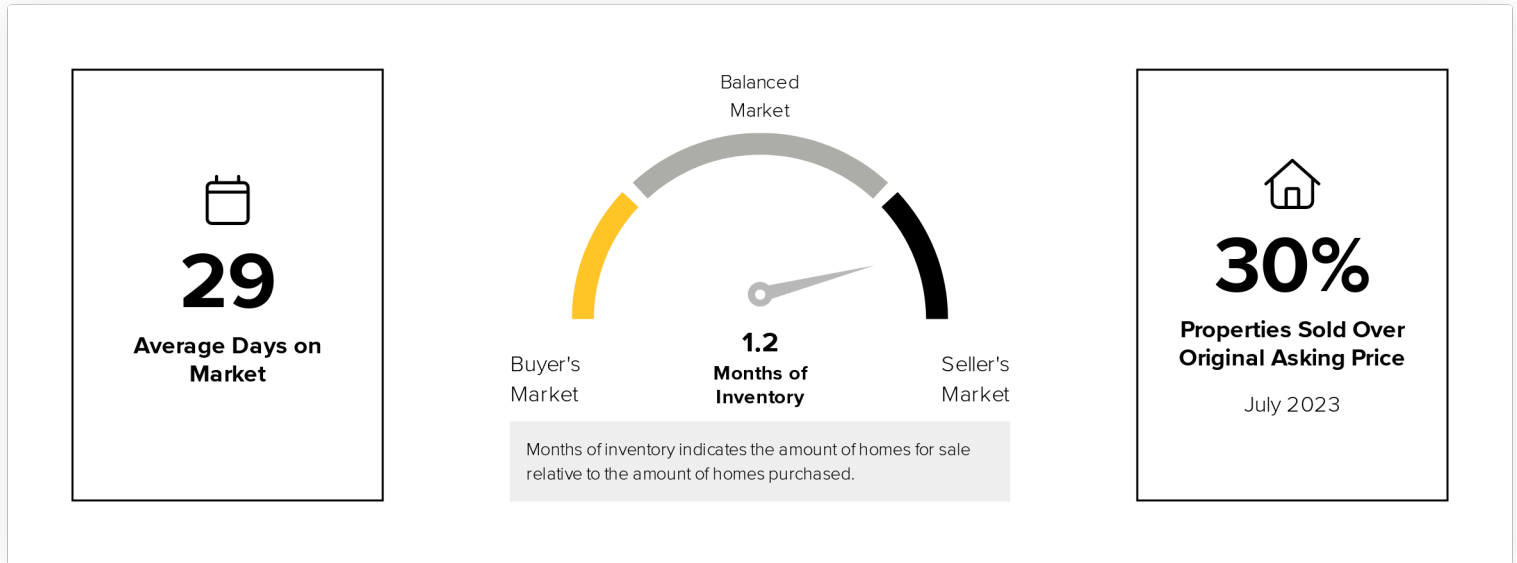


Sale to List Price Ratio





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 7/31/23 | Current Period Jul 2023 | 3 Month Trend | Current Period Jul 2023 | 6 Month Avg | | |
| All Price Ranges | 126 | 1.2 | 0.3 | 103 | 127 | Seller's | |
| < \$100,000 | 6 | 6.0 | 3.0 | 1 | 0 | ● Balanced | |
| \$100,000 - \$200,000 | 13 | 1.3 | 0.4 | 10 | 11 | ● Seller's | |
| \$200,000 - \$300,000 | 26 | 1.0 | 0.2 | 27 | 50 | ● Seller's | |
| \$300,000 - \$400,000 | 41 | 0.9 | 0.3 | 44 | 46 | ● Seller's | |
| \$400,000 - \$500,000 | 14 | 1.1 | 0.4 | 13 | 12 | ● Seller's | |
| \$500,000 - \$600,000 | 16 | — | 4.0 | 0 | 2 | — | |
| \$600,000 - \$700,000 | 4 | 1.3 | 0.7 | 3 | 1 | ● Seller's | |
| \$700,000 - \$800,000 | 2 | 2.0 | 2.0 | 1 | 0 | ● Seller's | |
| \$800,000 - \$900,000 | 2 | 1.0 | 0.7 | 2 | 0 | ● Seller's | |
| \$900,000 - \$1,000,000 | 1 | 1.0 | 1.0 | 1 | 0 | ● Seller's | |
| > \$1,000,000 | 1 | 1.0 | 0.5 | 1 | 0 | ● Seller's | |

Seller's Market

Less than 6 months of inventory

Balanced Market

Between 6-7 months of inventory

Buyer's Market

More than 7 months of inventory



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 July 2023.

