



# Community Market Report



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

## Northwest Tucson MLS Area, Arizona

August 2023





# Market Summary

## All Property Types

## Recent Sales Trends

The statistics below highlight key market indicators for Northwest 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	190	228	▼ 17%	196	▼ 3%
Median Sale Price	\$479,000	\$469,500	▲ 2%	\$468,500	▲ 2%
Median List Price	\$479,500	\$475,000	▲ 1%	\$466,500	▲ 3%
Sale to List Price Ratio	100%	99%	▲ 1%	100%	0%
Sales Volume	\$107,473,105	\$126,538,544	▼ 15%	\$106,466,381	▲ 1%
Average Days on Market	34 days	40 days	▼ 6 days	21 days	▲ 13 days
Homes Sold Year to Date	1,503	1,313	▲ 14%	1,793	▼ 16%
For Sale at Month's End	308	345	▼ 11%	—	—

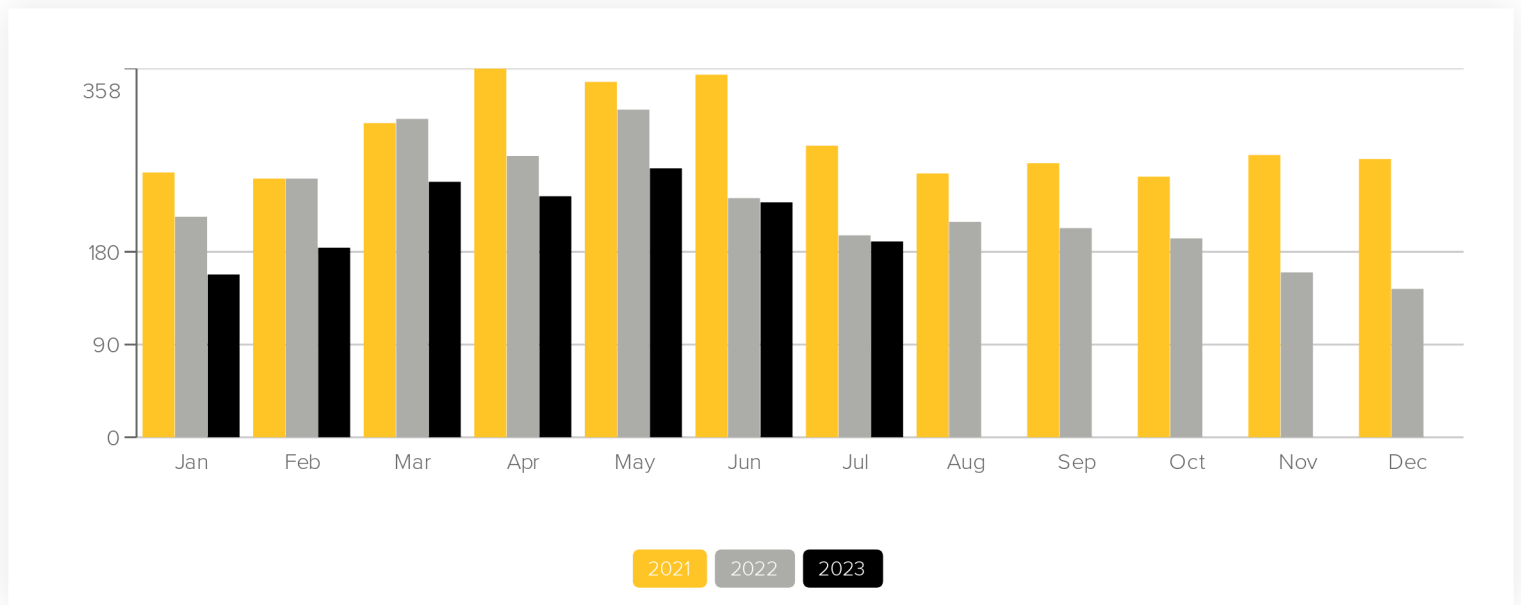
## Current Market

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.

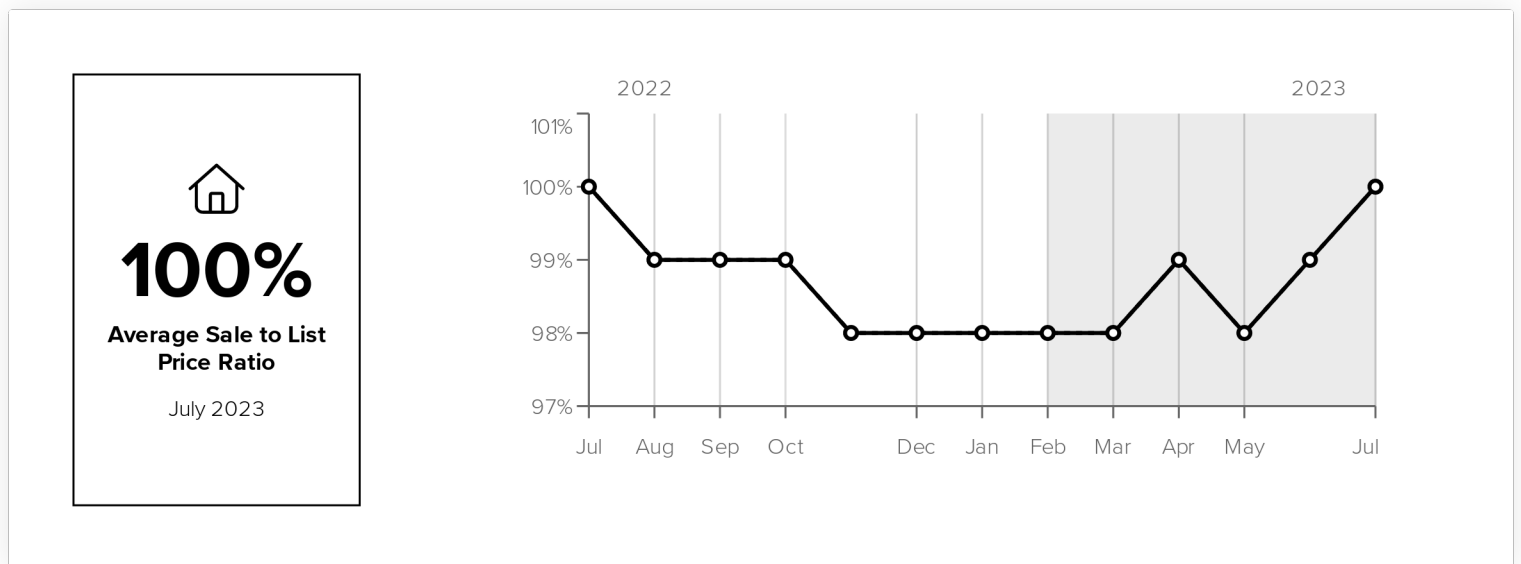
322 Homes for Sale	254 Homes Under Contract	\$6,900,000 High Price
\$190,000 Low Price	\$560,000 Median List Price	



## Homes Sold

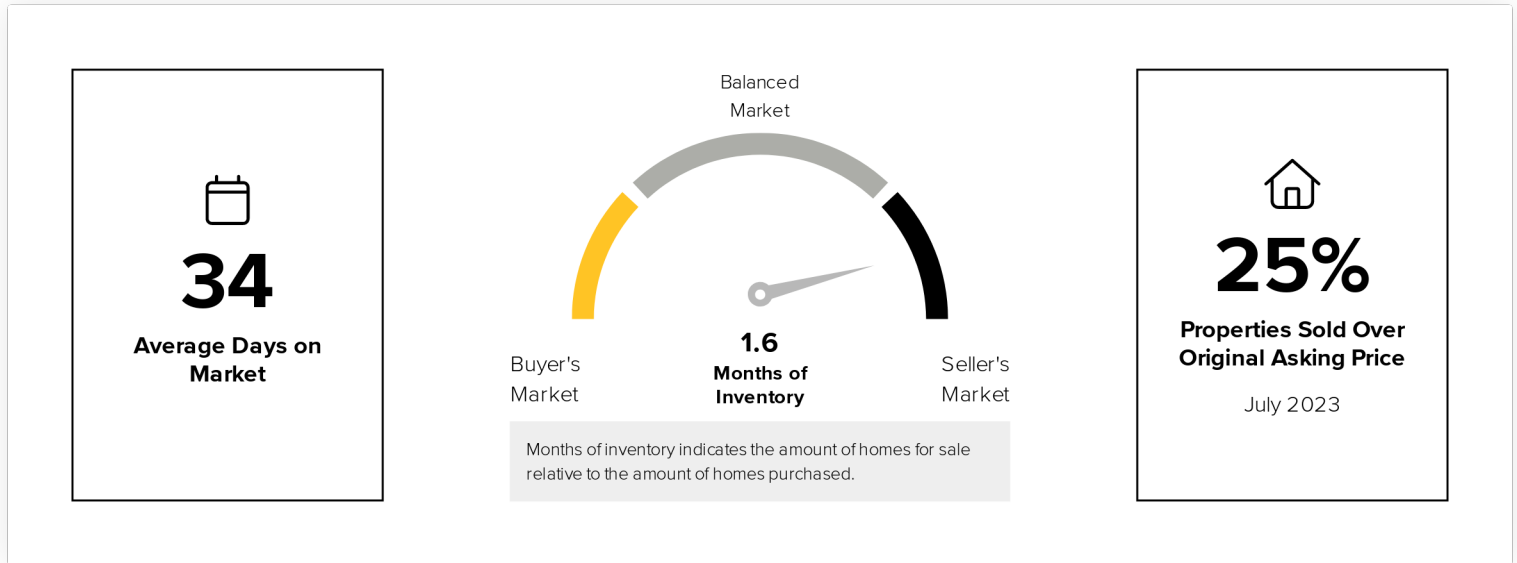


## Sale to List Price Ratio





# 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 As of 7/31/23	Months of Inventory		Sales		Market Climate
		Current Period Jul 2023	3 Month Trend	Current Period Jul 2023	6 Month Avg	
<b>All Price Ranges</b>	307	1.6	0.5	188	221	Seller's
< \$200,000	2	—	2.0	0	0	—
\$200,000 - \$400,000	55	0.8	0.2	69	83	● Seller's
\$400,000 - \$600,000	113	1.7	0.5	65	81	● Seller's
\$600,000 - \$800,000	52	1.7	0.5	30	31	● Seller's
\$800,000 - \$1,000,000	15	2.1	0.5	7	10	● Seller's
\$1,000,000 - \$1,200,000	13	2.6	1.0	5	3	● Seller's
\$1,200,000 - \$1,400,000	16	2.7	0.8	6	5	● Seller's
\$1,400,000 - \$1,600,000	7	3.5	1.8	2	1	● Seller's
\$1,600,000 - \$1,850,000	1	0.5	0.1	2	2	● Seller's
\$1,850,000 - \$2,000,000	3	—	1.0	0	0	—
> \$2,000,000	30	15.0	3.3	2	2	● Buyer'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 Northwest Tucson MLS Area, Arizona. The values are based on closed transactions in July 2023.

