



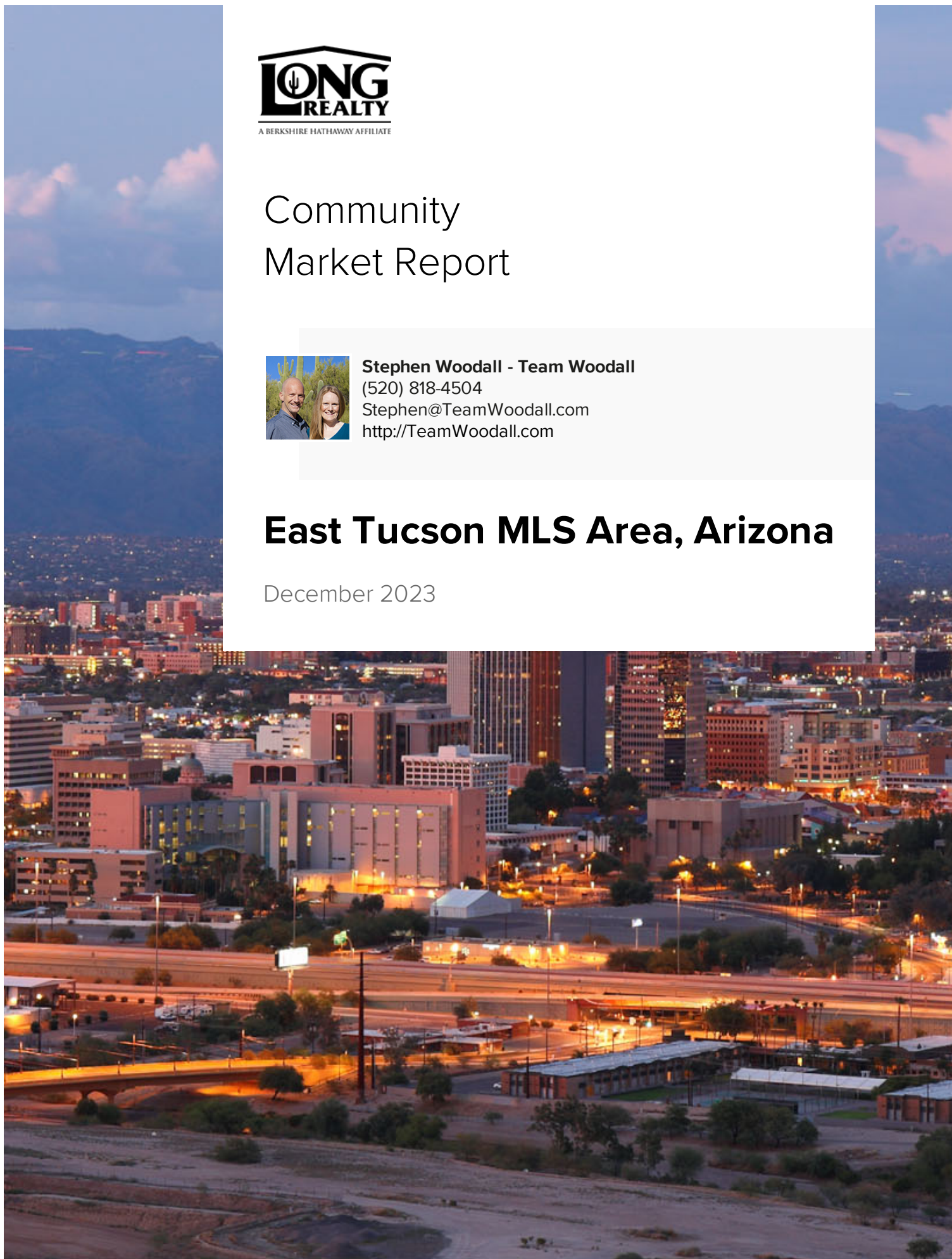
# Community Market Report



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## East Tucson MLS Area, Arizona

December 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 November 2023.

	Current Period Nov 2023	Last Month Oct 2023	Change From Last Month	Last Year Nov 2022	Change From Last Year
Homes Sold	61	85	▼ 28%	90	▼ 32%
Median Sale Price	\$300,000	\$310,000	▼ 3%	\$300,000	0%
Median List Price	\$300,000	\$310,000	▼ 3%	\$302,500	▼ 1%
Sale to List Price Ratio	99%	100%	▼ 1%	98%	▲ 1%
Sales Volume	\$20,343,326	\$30,562,720	▼ 33%	\$27,612,841	▼ 26%
Average Days on Market	27 days	23 days	▲ 4 days	36 days	▼ 9 days
Homes Sold Year to Date	1,203	1,142	▲ 5%	1,229	▼ 2%
For Sale at Month's End	220	177	▲ 24%	310	▼ 29%

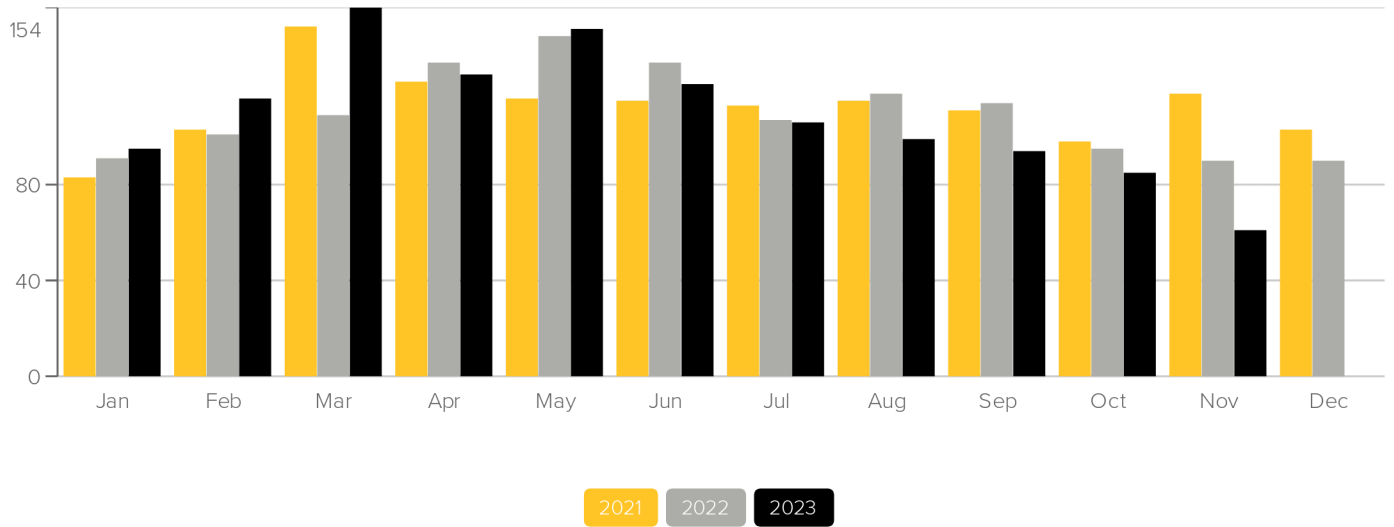
## Current Market

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

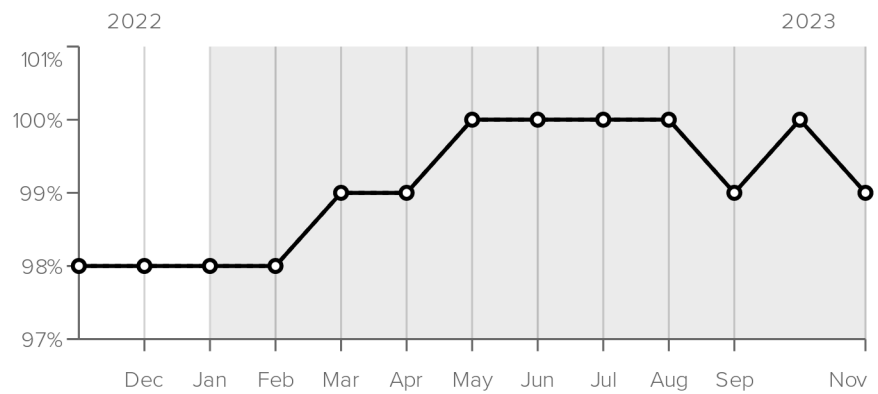
<b>227</b> Homes for Sale	<b>136</b> Homes Under Contract	<b>\$1,200,000</b> High Price
<b>\$49,900</b> Low Price	<b>\$335,000</b> Median List Price	



## 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 11/30/23	Current Period Nov 2023	3 Month Trend	Current Period Nov 2023	6 Month Avg	
<b>All Price Ranges</b>	227	3.7	0.9	61	94	Seller's
< \$100,000	8	—	4.0	0	0	—
\$100,000 - \$200,000	12	4.0	0.9	3	8	● Seller's
\$200,000 - \$300,000	48	1.7	0.5	28	34	● Seller's
\$300,000 - \$400,000	96	4.6	1.1	21	34	● Seller's
\$400,000 - \$500,000	28	9.3	1.4	3	9	● Buyer's
\$500,000 - \$600,000	23	5.8	2.9	4	1	● Balanced
\$600,000 - \$700,000	5	5.0	1.7	1	1	● Balanced
\$700,000 - \$800,000	2	—	1.0	0	0	—
\$800,000 - \$900,000	3	3.0	1.0	1	1	● Seller's
\$900,000 - \$1,000,000	0	—	0.0	0	0	—
> \$1,000,000	2	—	1.0	0	0	—

### 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 November 2023.

