



Community Market Report



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

East Tucson MLS Area, Arizona

June 2024





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 May 2024.

| | Current Period May 2024 | Last Month Apr 2024 | Change From Last Month | Last Year May 2023 | Change From Last Year |
|---------------------------------|----------------------------|------------------------|---------------------------|-----------------------|--------------------------|
| Homes Sold | 112 | 109 | ▲ 3% | 134 | ▼ 16% |
| Median Sale Price | \$313,950 | \$315,000 | 0% | \$310,000 | ▲ 1% |
| Median List Price | \$314,950 | \$315,000 | 0% | \$314,750 | 0% |
| Sale to List Price Ratio | 99% | 99% | 0% | 100% | ▼ 1% |
| Sales Volume | \$40,125,514 | \$38,244,040 | ▲ 5% | \$42,470,417 | ▼ 6% |
| Average Days on Market | 41.75 days | 44.73 days | ▼ 3 days | 27.55 days | ▲ 14 days |
| Homes Sold Year to Date | 559 | 427 | ▲ 31% | 624 | ▼ 10% |
| For Sale at Month's End | — | — | — | — | — |

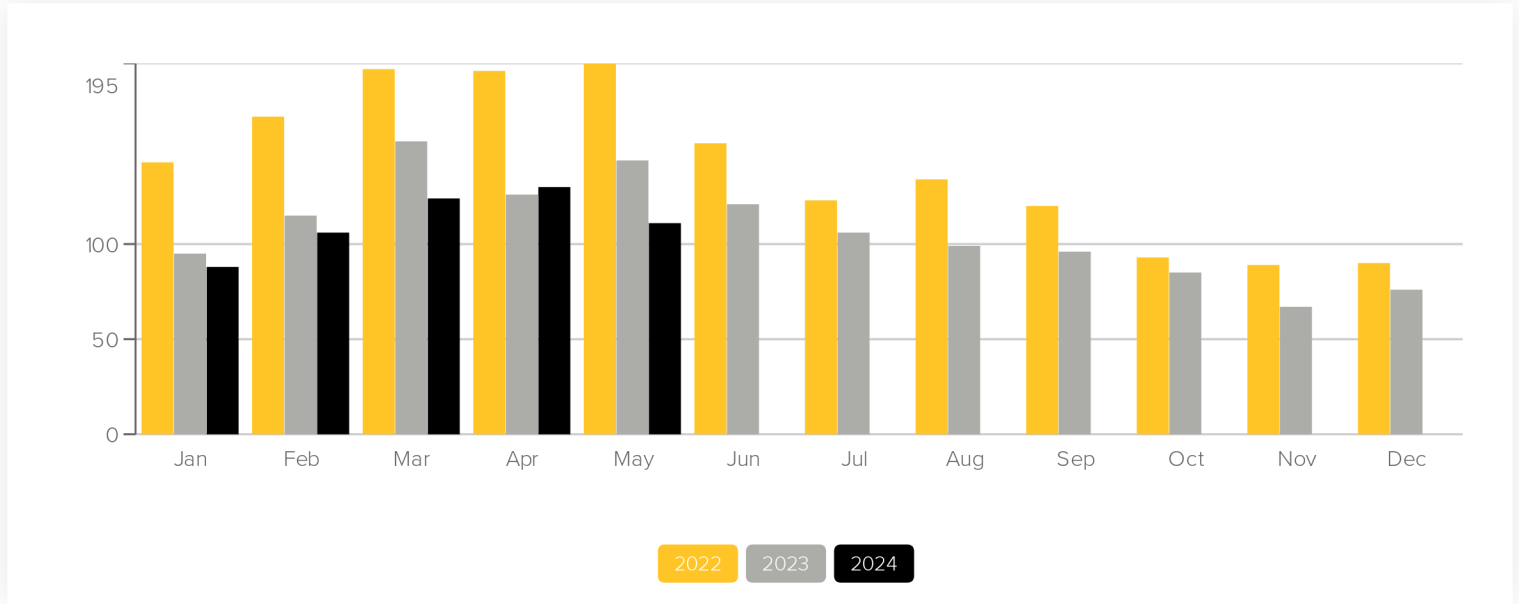
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of June 4, 2024. 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.

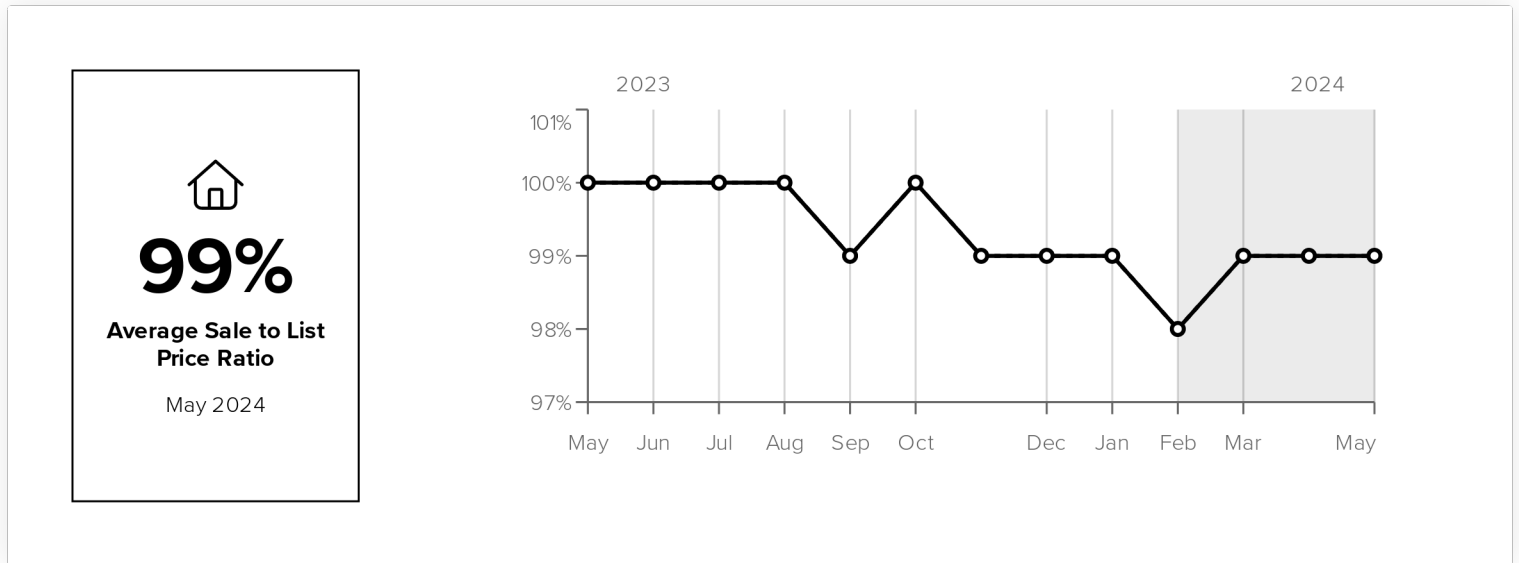
| | | |
|------------------------------|---------------------------------------|----------------------------------|
| 237 Homes for Sale | 155 Homes Under Contract | \$3,900,000 High Price |
| \$49,800 Low Price | \$325,000 Median List Price | |



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 | Months of Inventory | | | Sales | | Market Climate |
|-------------------------|-----------------|-------------------------|---------------|-------------------------|-------------|------------|----------------|
| | As of 6/4/24 | Current Period May 2024 | 3 Month Trend | Current Period May 2024 | 6 Month Avg | | |
| All Price Ranges | 236 | 2.0 | 0.6 | 119 | 107 | Seller's | |
| < \$50,000 | 1 | — | — | 0 | 0 | — | |
| \$50,000 - \$100,000 | 5 | 1.7 | 1.3 | 3 | 1 | ● Seller's | |
| \$100,000 - \$150,000 | 4 | 2.0 | 0.6 | 2 | 2 | ● Seller's | |
| \$150,000 - \$200,000 | 12 | 6.0 | 0.8 | 2 | 3 | ● Balanced | |
| \$200,000 - \$250,000 | 13 | 0.9 | 0.3 | 14 | 12 | ● Seller's | |
| \$250,000 - \$300,000 | 36 | 1.5 | 0.4 | 24 | 26 | ● Seller's | |
| \$300,000 - \$350,000 | 61 | 2.3 | 0.8 | 27 | 25 | ● Seller's | |
| \$350,000 - \$400,000 | 40 | 2.5 | 0.7 | 16 | 14 | ● Seller's | |
| \$400,000 - \$450,000 | 24 | 3.0 | 0.7 | 8 | 8 | ● Seller's | |
| \$450,000 - \$500,000 | 8 | 2.0 | 0.7 | 4 | 3 | ● Seller's | |
| > \$500,000 | 32 | 1.7 | 0.7 | 19 | 9 | ● 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 May 2024.

