



# Community Market Report



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

## North Tucson MLS Area, Arizona

July 2024





# 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 June 2024.

	Current Period Jun 2024	Last Month May 2024	Change From Last Month	Last Year Jun 2023	Change From Last Year
<b>Homes Sold</b>	98	132	▼ 26%	133	▼ 26%
<b>Median Sale Price</b>	\$636,500	\$666,250	▼ 4%	\$540,000	▲ 18%
<b>Median List Price</b>	\$632,000	\$692,000	▼ 9%	\$549,900	▲ 15%
<b>Sale to List Price Ratio</b>	97%	99%	▼ 2%	98%	▼ 1%
<b>Sales Volume</b>	\$68,764,187	\$101,902,301	▼ 33%	\$86,559,564	▼ 21%
<b>Average Days on Market</b>	34.38 days	32.23 days	▲ 2 days	36.28 days	▼ 2 days
<b>Homes Sold Year to Date</b>	694	596	▲ 16%	732	▼ 5%
<b>For Sale at Month's End</b>	296	322	▼ 8%	166	▲ 78%

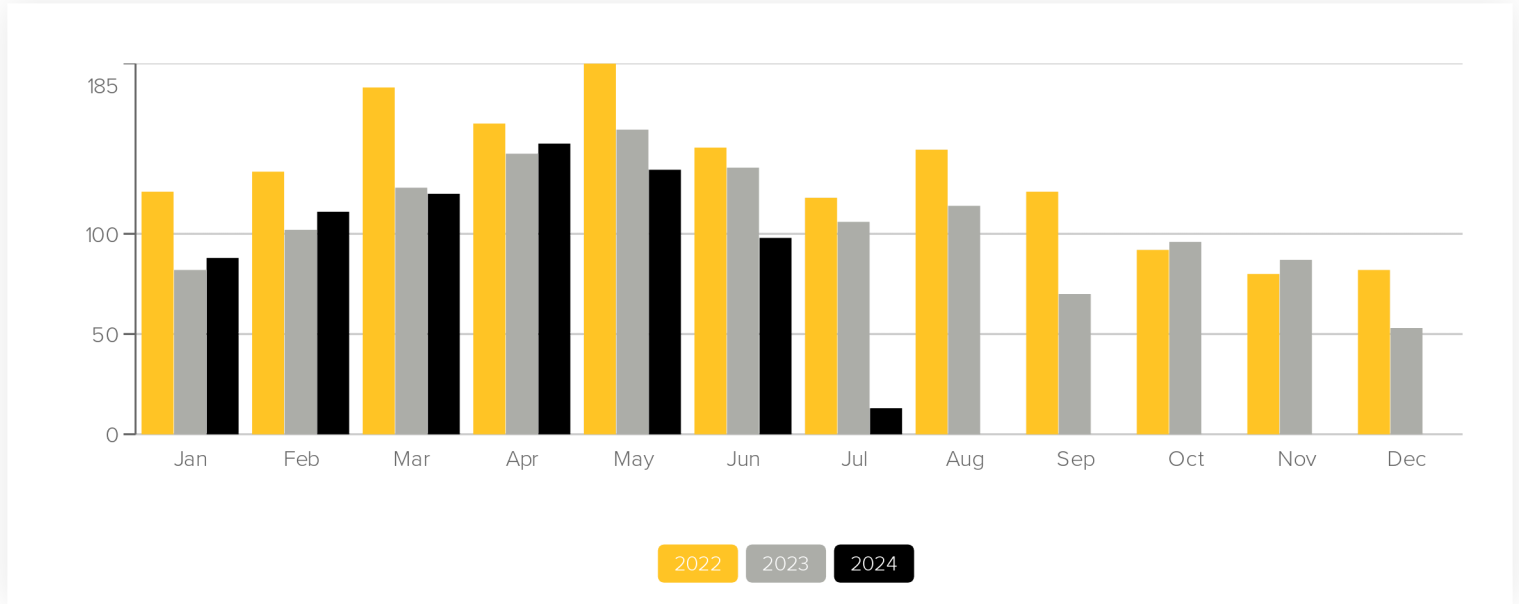
## Current Market

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

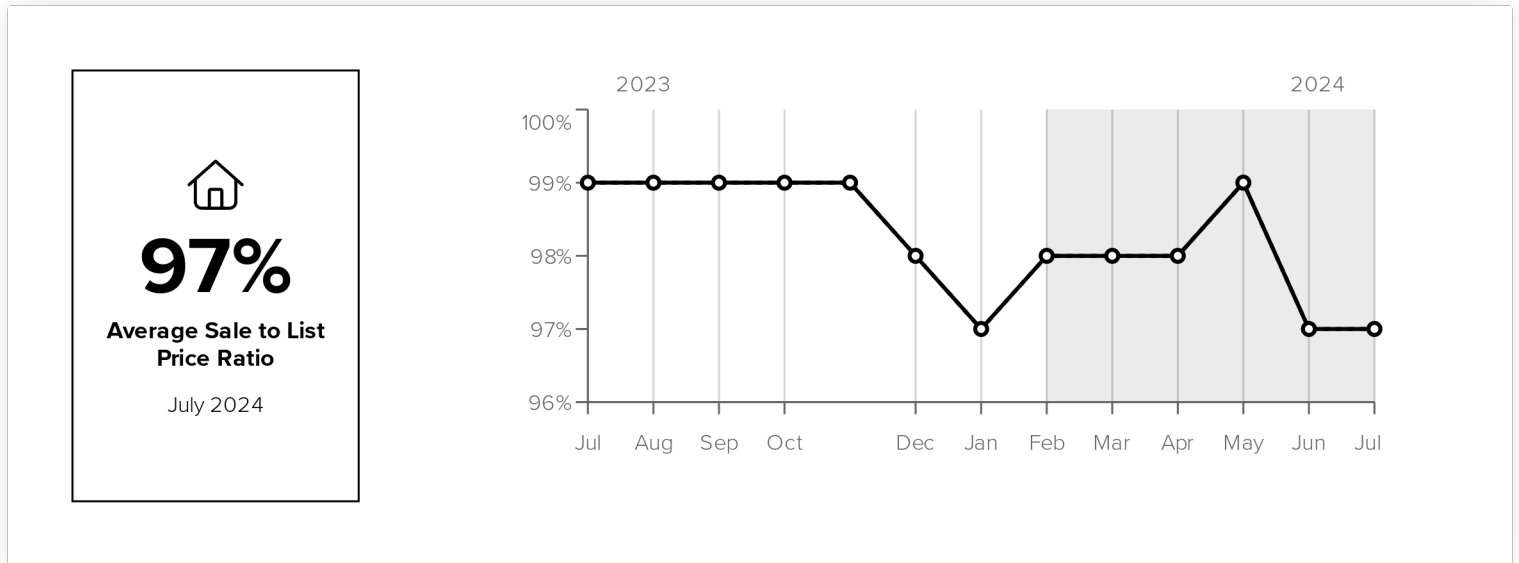
<b>288</b> Homes for Sale	<b>100</b> Homes Under Contract	<b>\$12,950,000</b> High Price
<b>\$105,000</b> Low Price	<b>\$619,950</b> Median List Price	



**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 7/4/24	Current Period Jun 2024	3 Month Trend	Current Period Jun 2024	6 Month Avg	
<b>All Price Ranges</b>	288	2.8	0.8	103	116	Seller's	
< \$100,000	0	—	0.0	0	0	—	
\$100,000 - \$200,000	13	3.3	1.1	4	3	● Seller's	
\$200,000 - \$300,000	33	5.5	1.2	6	10	● Seller's	
\$300,000 - \$400,000	51	5.7	1.0	9	16	● Seller's	
\$400,000 - \$500,000	21	1.3	0.6	16	13	● Seller's	
\$500,000 - \$600,000	23	1.8	0.5	13	10	● Seller's	
\$600,000 - \$700,000	27	1.8	0.6	15	13	● Seller's	
\$700,000 - \$800,000	25	2.5	0.8	10	10	● Seller's	
\$800,000 - \$900,000	21	2.1	0.6	10	9	● Seller's	
\$900,000 - \$1,000,000	17	8.5	1.3	2	6	● Buyer's	
> \$1,000,000	57	3.2	0.7	18	23	● 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 North Tucson MLS Area, Arizona. The values are based on closed transactions in June 2024.

