



# Community Market Report



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

## Northwest Tucson MLS Area, Arizona

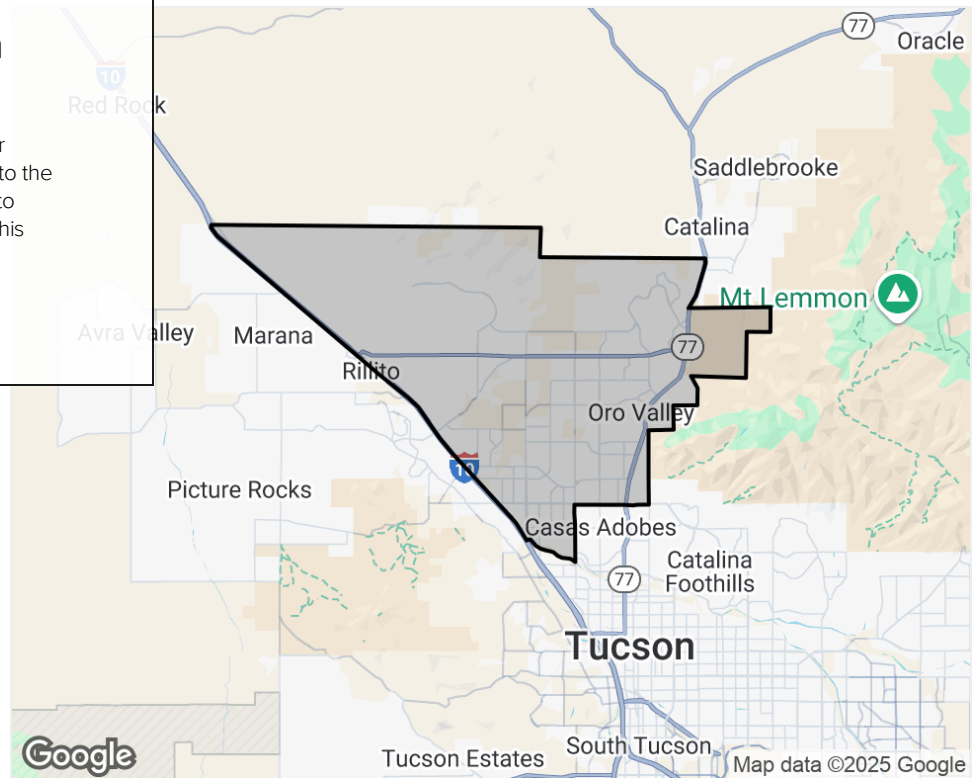
July 2025





## About Northwest Tucson MLS Area

Welcome to your personalized market report for Northwest Tucson MLS Area in Arizona. Dive into the latest market trends, insights, and key statistics to better understand the real estate landscape in this area.



Contact me to get  
the full Market  
Report and to learn  
more about  
Northwest Tucson  
MLS Area.





# 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 June 2025.

	Current Period Jun 2025	Last Month May 2025	Change From Last Month	Last Year Jun 2024	Change From Last Year
Homes Sold	207	267	▼ 22%	186	▲ 11%
Median Sale Price	\$480,000	\$474,920	▲ 1%	\$449,995	▲ 7%
Median List Price	\$490,146	\$474,920	▲ 3%	\$459,250	▲ 7%
Sale to List Price Ratio	98%	98%	0%	98%	0%
Sales Volume	\$122,442,064	\$155,785,766	▼ 21%	\$106,961,300	▲ 14%
Average Days on Market	52 days	42 days	▲ 10 days	45 days	▲ 7 days
Homes Sold Year to Date	1,350	1,143	▲ 18%	1,175	▲ 15%
For Sale at Month's End	808	796	▲ 2%	533	▲ 52%

## Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of July 3, 2025. 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.

729

Homes for Sale

249

Homes Under Contract

\$8,396,700

High Price

\$174,900

Low Price

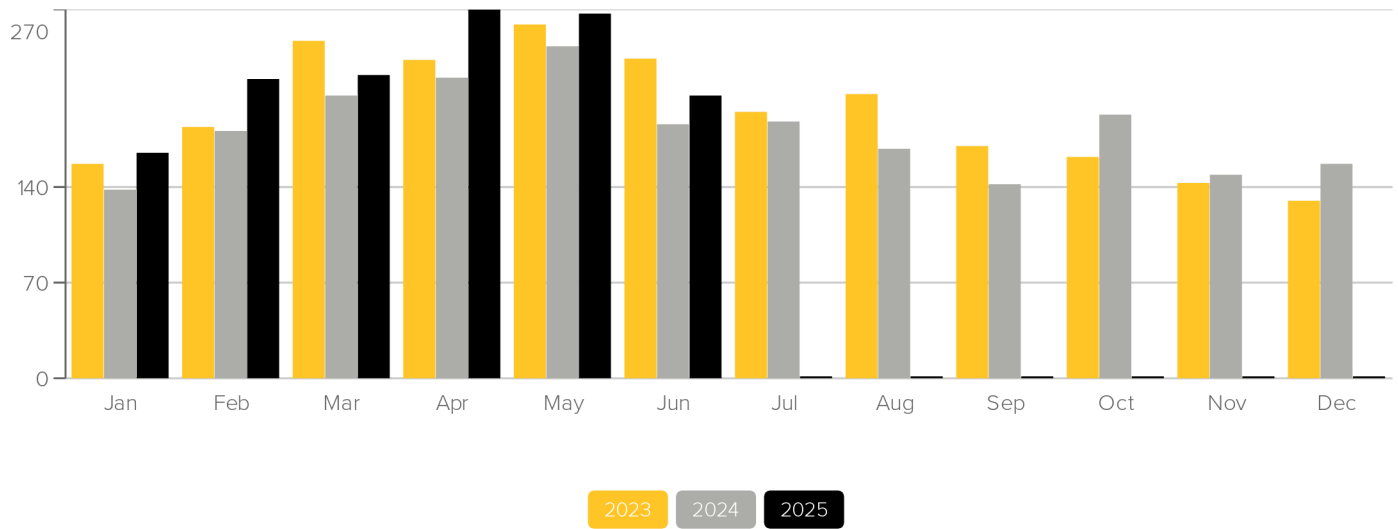
\$499,900

Median List Price

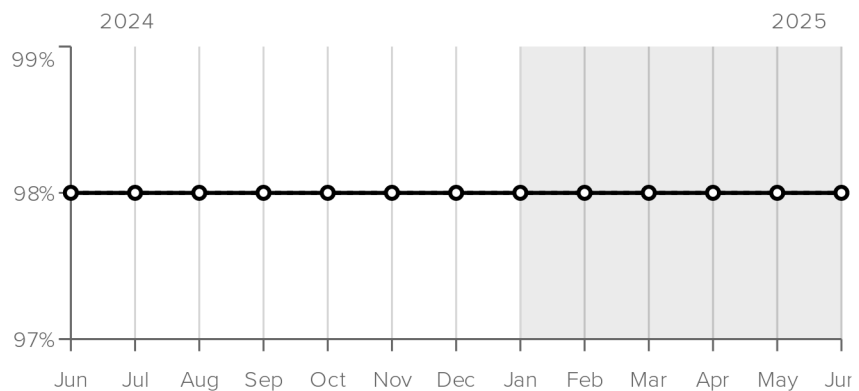




## Homes Sold



## 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 7/3/25	Current Period Jun 2025	3 Month Trend	Current Period Jun 2025	6 Month Avg
<b>All Price Ranges</b>	721	3.4	1.0	211	224	Seller's
< \$200,000	1	—	1.0	0	0	—
\$200,000 - \$400,000	185	2.6	0.7	72	75	● Seller's
\$400,000 - \$600,000	262	3.5	0.9	75	82	● Seller's
\$600,000 - \$800,000	141	4.4	1.3	32	33	● Balanced
\$800,000 - \$1,000,000	43	4.3	1.2	10	10	● Balanced
\$1,000,000 - \$1,200,000	21	2.6	0.8	8	6	● Seller's
\$1,200,000 - \$1,400,000	12	1.7	0.8	7	5	● Seller's
\$1,400,000 - \$1,600,000	8	8.0	2.0	1	1	● Buyer's
\$1,600,000 - \$1,850,000	6	6.0	0.9	1	2	● Buyer's
\$1,850,000 - \$2,000,000	6	6.0	6.0	1	0	● Buyer's
> \$2,000,000	36	9.0	2.6	4	4	● Buyer's

### Seller's Market

Less than 4 months of inventory

### Balanced Market

Between 4-6 months of inventory

### Buyer's Market

More than 6 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 June 2025.

