



Community Market Report



Nara Brown - The Nara Brown Team
(520) 390-6000
Nara@SoldTucson.com
<https://SoldTucson.com>

North Tucson MLS Area, Arizona

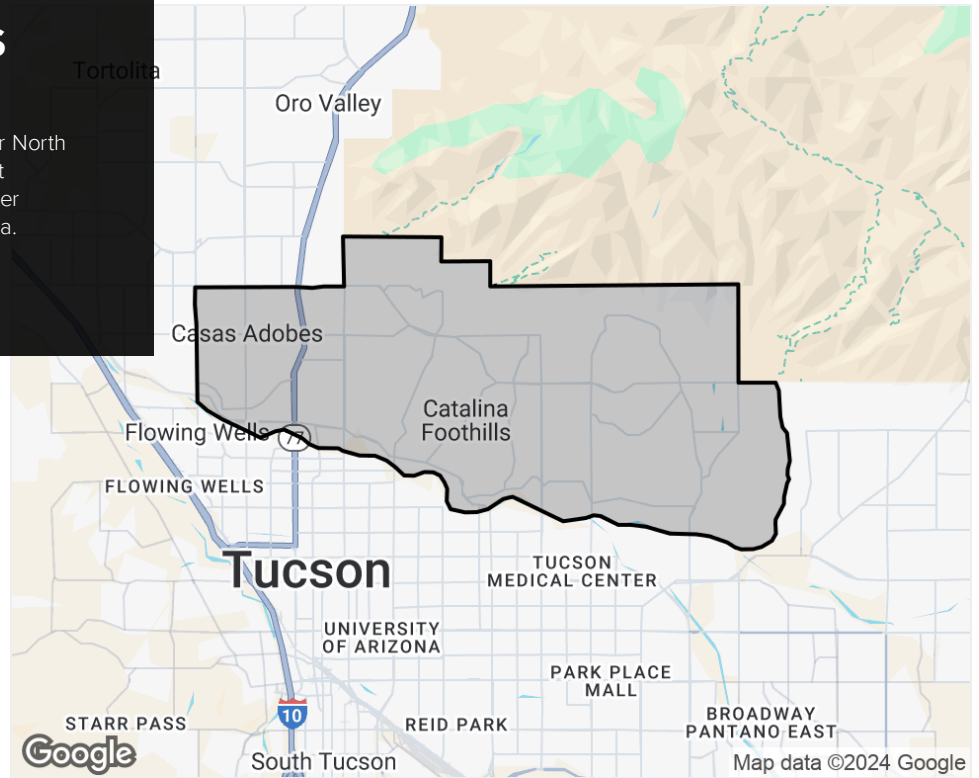
October 2024





About North Tucson MLS Area

Welcome to your personalized market report for North 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 North Tucson MLS Area.





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 September 2024.

	Current Period Sep 2024	Last Month Aug 2024	Change From Last Month	Last Year Sep 2023	Change From Last Year
Homes Sold	79	84	▼ 6%	70	▲ 13%
Median Sale Price	\$599,000	\$565,000	▲ 6%	\$585,000	▲ 2%
Median List Price	\$625,000	\$577,500	▲ 8%	\$599,500	▲ 4%
Sale to List Price Ratio	97%	97%	0%	99%	▼ 2%
Sales Volume	\$57,318,920	\$60,659,855	▼ 6%	\$49,445,867	▲ 16%
Average Days on Market	47 days	42 days	▲ 5 days	25 days	▲ 22 days
Homes Sold Year to Date	959	880	▲ 9%	1,023	▼ 6%
For Sale at Month's End	313	294	▲ 6%	188	▲ 66%

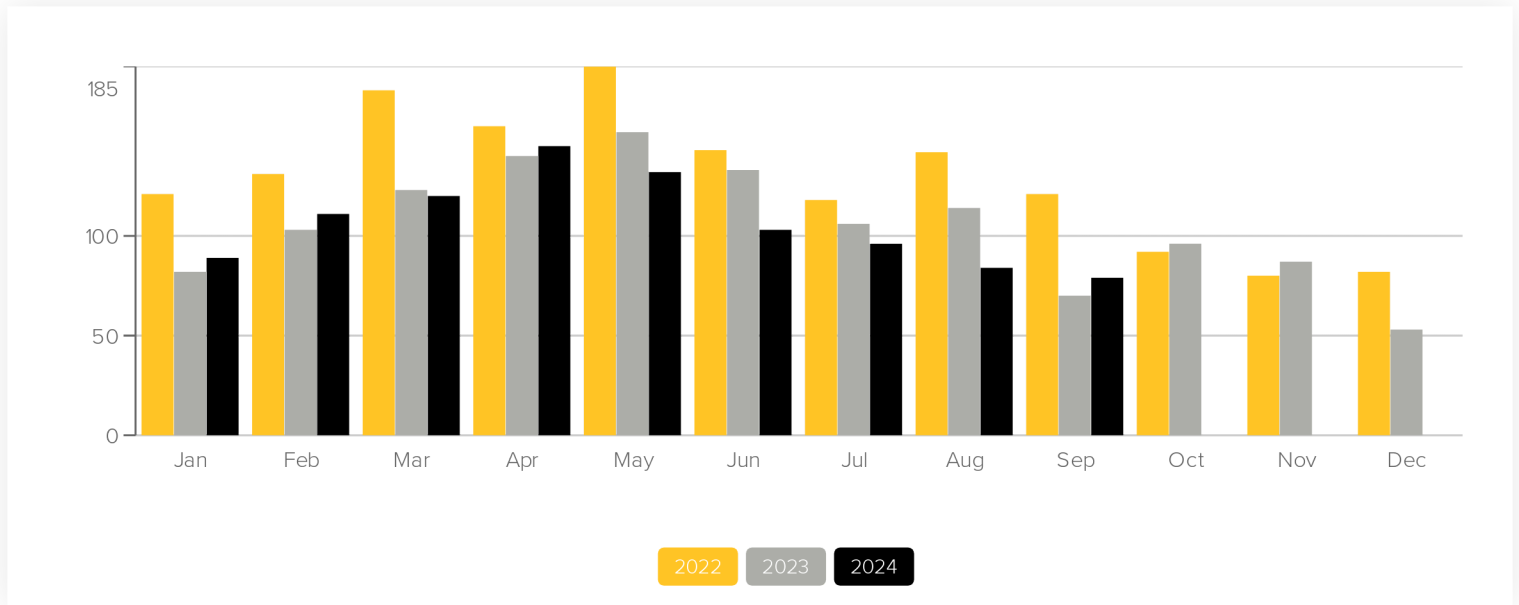
Current Market

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

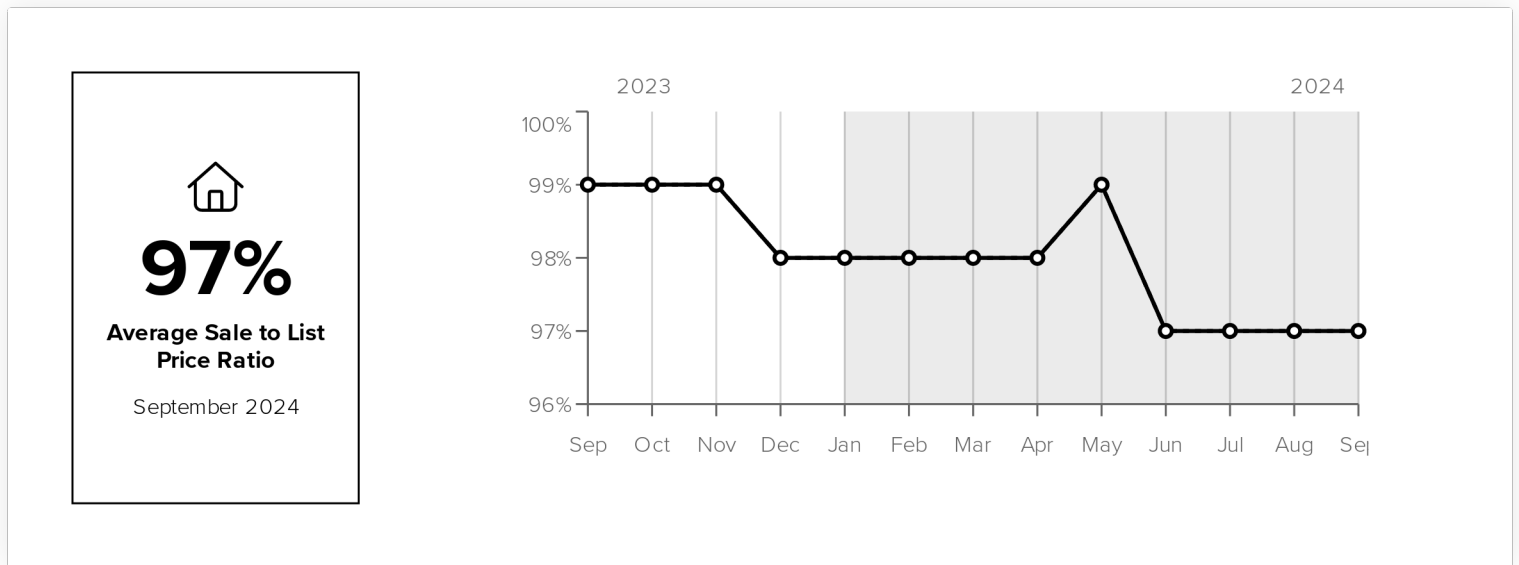
314 Homes for Sale	112 Homes Under Contract	\$12,950,000 High Price
\$115,000 Low Price	\$625,000 Median List Price	



Homes Sold

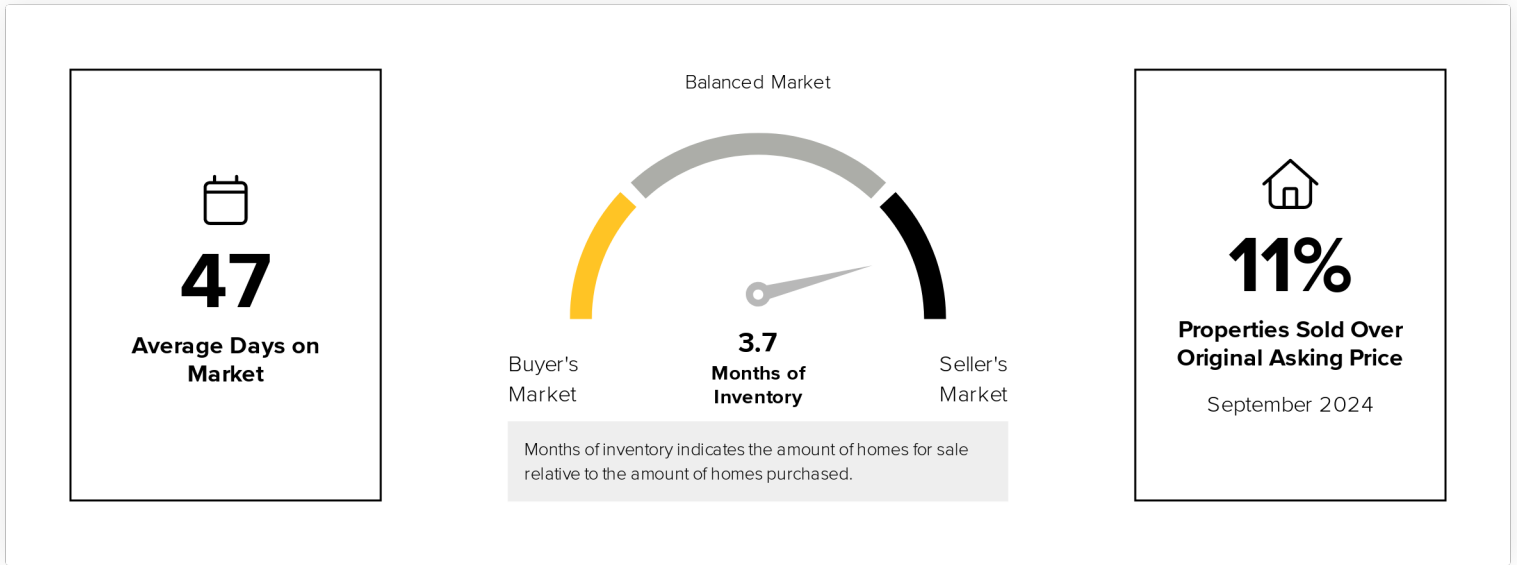


Sale to List Price Ratio





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 10/3/24	Current Period Sep 2024	3 Month Trend	Current Period Sep 2024	6 Month Avg	
All Price Ranges	314	3.7	1.2	85	108	Seller's	
< \$200,000	12	4.0	1.3	3	3	● Seller's	
\$200,000 - \$400,000	84	4.9	1.3	17	24	● Seller's	
\$400,000 - \$600,000	56	2.2	1.0	25	22	● Seller's	
\$600,000 - \$800,000	44	2.2	0.7	20	23	● Seller's	
\$800,000 - \$1,000,000	42	6.0	1.7	7	12	● Balanced	
\$1,000,000 - \$1,200,000	9	3.0	1.3	3	6	● Seller's	
\$1,200,000 - \$1,400,000	8	2.0	0.6	4	4	● Seller's	
\$1,400,000 - \$1,600,000	15	15.0	2.5	1	2	● Buyer's	
\$1,600,000 - \$1,850,000	18	18.0	3.0	1	2	● Buyer's	
\$1,850,000 - \$2,000,000	5	5.0	2.5	1	1	● Seller's	
> \$2,000,000	21	7.0	2.1	3	3	● Balanced	

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 September 2024.

