

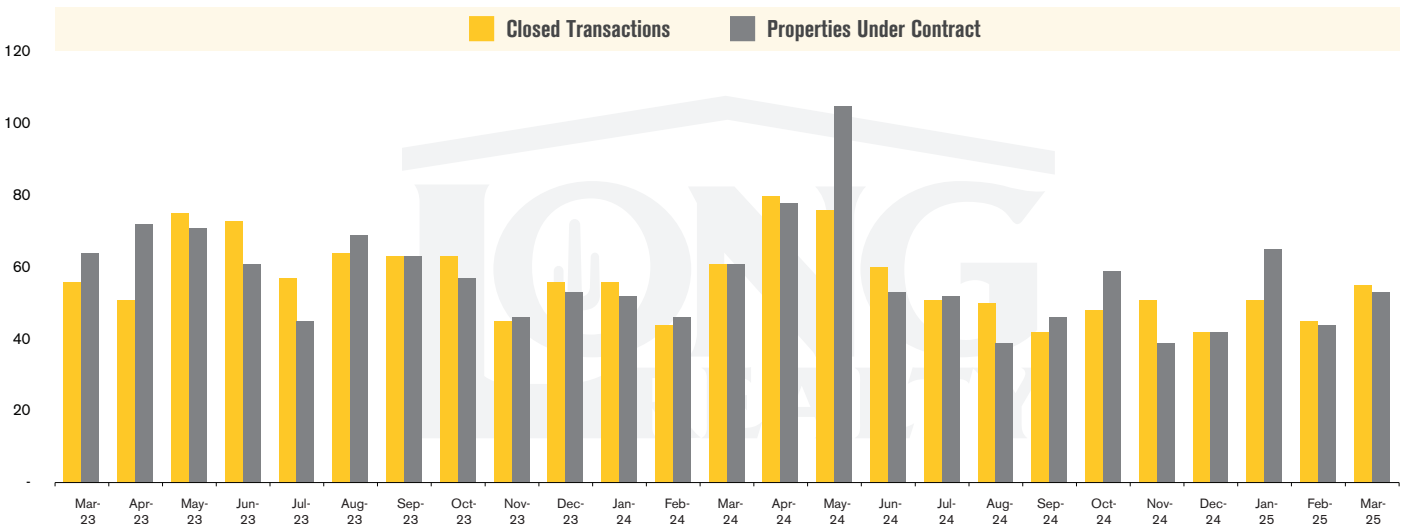
THE LAND REPORT

TUCSON | APRIL 2025

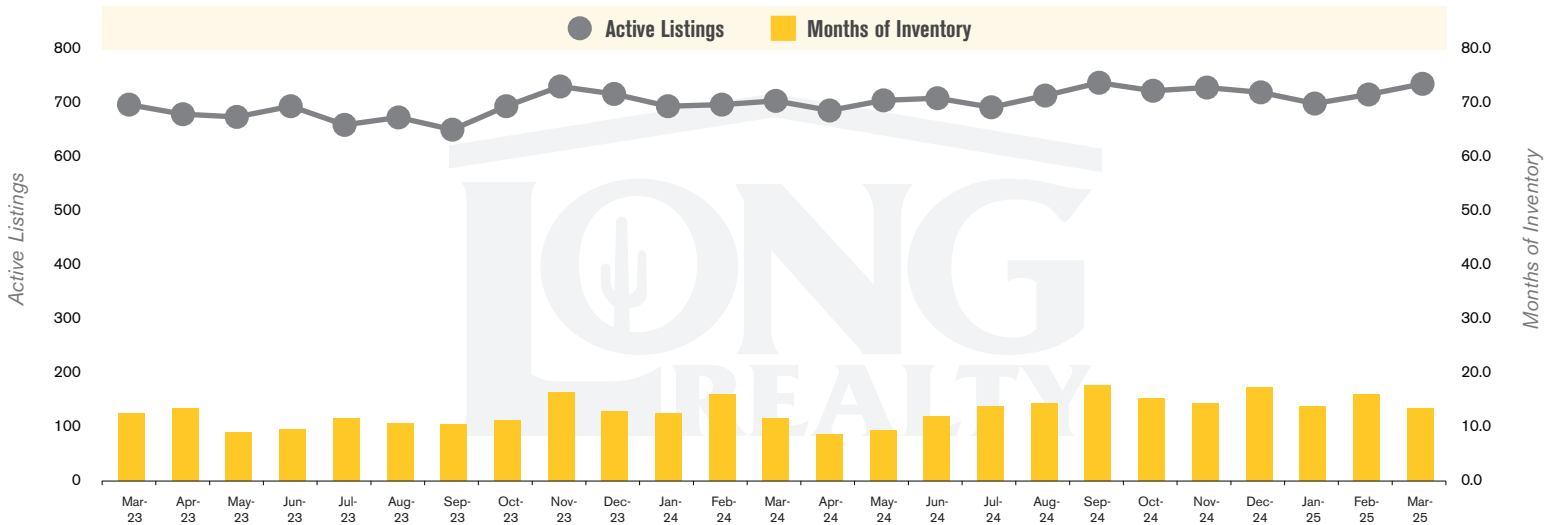


In the Tucson Lot and Land market, March 2025 active inventory was 746, a 4% increase from March 2024. There were 55 closings in March 2025, a 10% decrease from March 2024. Year-to-date 2025 there were 151 closings, a 6% decrease from year-to-date 2024. Months of Inventory was 13.6, up from 11.7 in March 2024. Median price of sold lots was \$144,502 for the month of March 2025, up 47% from March 2024. The Tucson Lot and Land area had 53 new properties under contract in March 2025, down 13% from March 2024.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON LAND



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON LAND



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Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 04/07/2025 is believed to be reliable, but not guaranteed.

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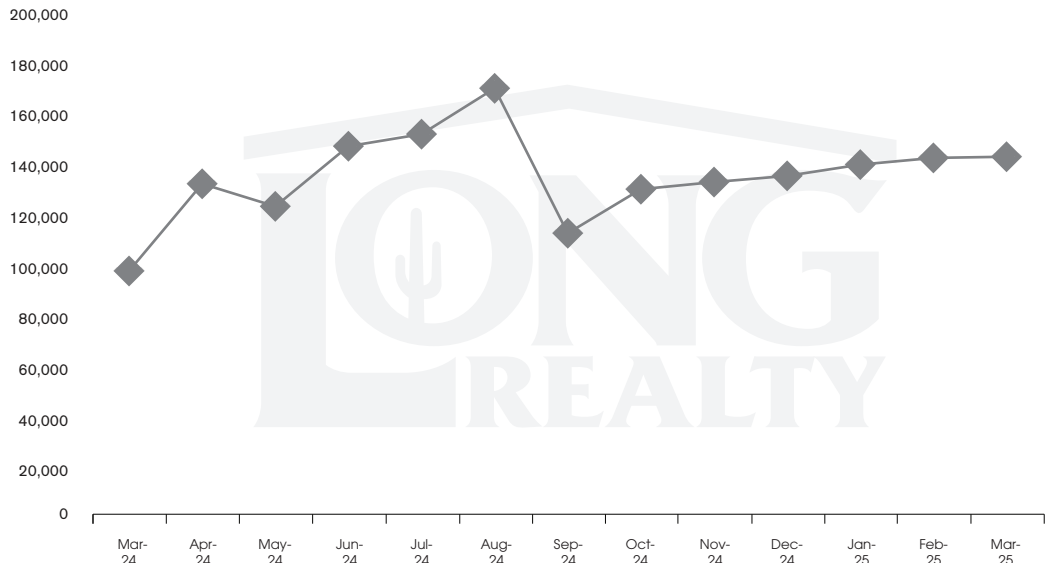


MEDIAN SOLD PRICE

TUCSON LAND

On average, homes sold this % of original list price.

Mar 2024	Mar 2025
91.2%	87.7%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 04/07/2025 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 04/01/2024 – 03/31/2025 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 24.1%

Tierra Antigua Realty 14.2%

Realty Executives Arizona Territory 9.4%

Coldwell Banker Realty 4.0%

Omni Homes International 4.0%

Exp Realty 2.9%



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MARKET CONDITIONS BY PRICE BAND TUCSON LAND

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25			
\$1 - 49,999	83	8	18	5	11	8	9	9.2	8.8	Buyer
\$50,000 - 74,999	46	9	2	10	4	4	4	11.5	11.3	Buyer
\$75,000 - 99,999	75	5	9	6	7	4	9	8.3	11.5	Buyer
\$100,000 - 124,999	57	4	1	1	4	5	6	9.5	10.4	Buyer
\$125,000 - 149,999	65	6	2	3	2	7	3	21.7	15.9	Buyer
\$150,000 - 174,999	61	4	5	3	3	3	1	61.0	25.1	Buyer
\$175,000 - 199,999	40	2	3	2	3	3	3	13.3	13.1	Buyer
\$200,000 - 224,999	30	4	2	2	6	2	5	6.0	6.7	Slightly Buyer
\$225,000 - 249,999	38	2	1	4	2	4	3	12.7	11.3	Buyer
\$250,000 - 274,999	25	1	1	1	3	1	2	12.5	10.2	Buyer
\$275,000 - 299,999	31	0	1	1	2	0	2	15.5	23.5	Buyer
\$300,000 - 349,999	34	2	1	3	2	1	3	11.3	17.0	Buyer
\$350,000 - 399,999	37	1	1	1	0	0	0	n/a	n/a	n/a
\$400,000 - 499,999	31	0	2	0	1	1	1	31.0	31.7	Buyer
\$500,000 - 599,999	25	0	1	0	1	2	1	25.0	17.3	Buyer
\$600,000 - 699,999	17	0	0	0	0	0	2	8.5	26.5	Buyer
\$700,000 - 799,999	8	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	9	0	1	0	0	0	1	9.0	24.0	Buyer
\$900,000 - 999,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	29	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	746	48	51	42	51	45	55	13.6	14.4	Buyer



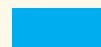
Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 04/07/2025. 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2025-03/31/2025. Information is believed to be reliable, but not guaranteed.