

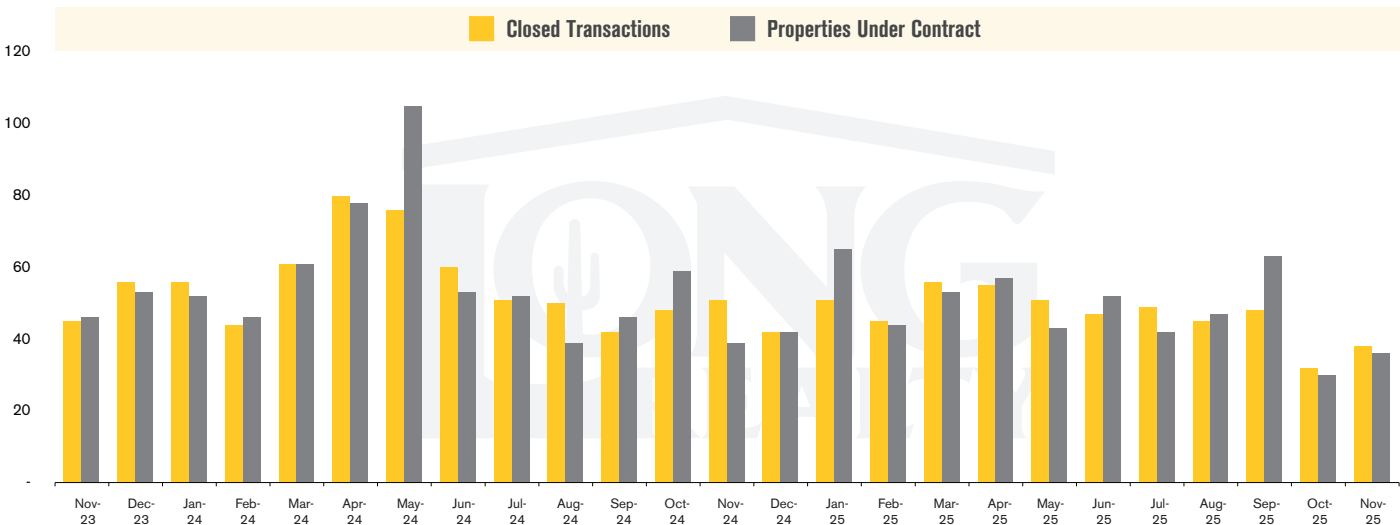
THE LAND REPORT

TUCSON | NOVEMBER 2025

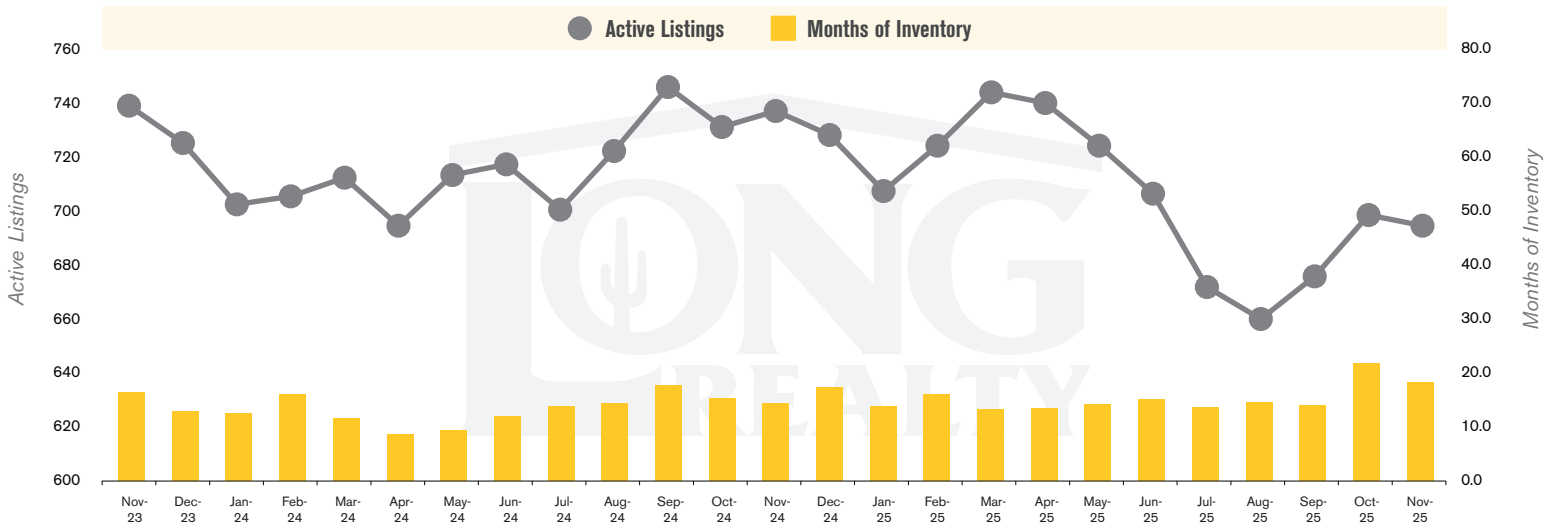


In the Tucson Lot and Land market, November 2025 active inventory was 696, a 6% decrease from November 2024. There were 38 closings in November 2025, a 25% decrease from November 2024. Year-to-date 2025 there were 517 closings, a 16% decrease from year-to-date 2024. Months of Inventory was 18.3, up from 14.5 in November 2024. Median price of sold lots was \$106,447 for the month of November 2025, down 21% from November 2024. The Tucson Lot and Land area had 36 new properties under contract in November 2025, down 8% from November 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 12/08/2025 is believed to be reliable, but not guaranteed.

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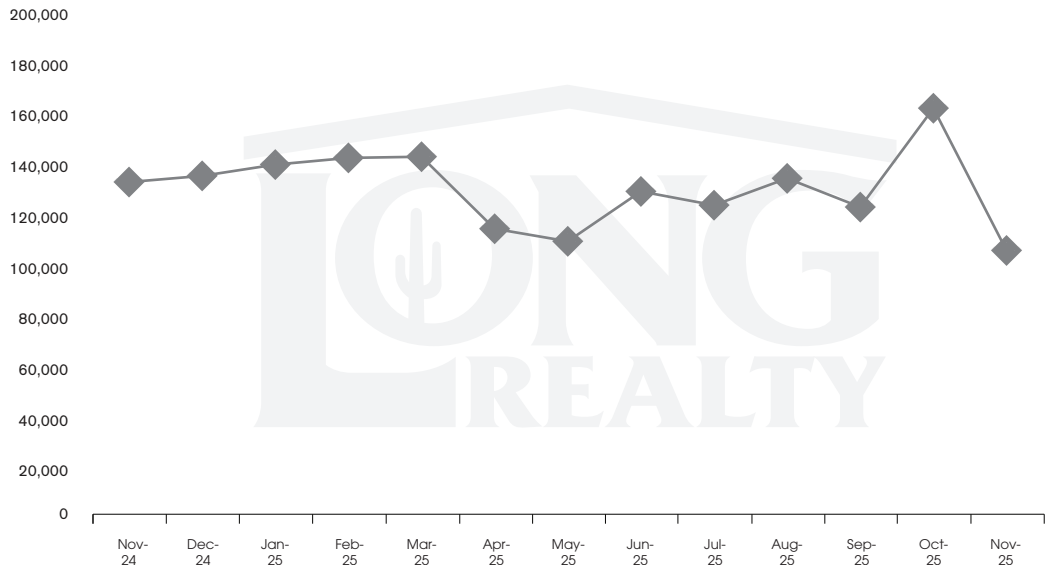


MEDIAN SOLD PRICE

TUCSON LAND

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

Nov 2024	Nov 2025
86.7%	87.1%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 12/08/2025 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 12/01/2024 – 11/30/2025 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 17.8%

Tierra Antigua Realty 14.5%

Realty Executives Arizona Territory 11.6%

Omni Homes International 6.1%

Coldwell Banker Realty 4.7%

Exp Realty 3.4%



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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
		Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25			
\$1 - 49,999	69	9	11	12	1	9	6	11.5	13.4	Buyer
\$50,000 - 74,999	53	8	9	4	10	1	7	7.6	8.9	Buyer
\$75,000 - 99,999	96	5	6	5	16	7	6	16.0	9.5	Buyer
\$100,000 - 124,999	40	5	1	7	6	3	7	5.7	7.8	Slightly Buyer
\$125,000 - 149,999	57	3	4	0	2	1	4	14.3	24.7	Buyer
\$150,000 - 174,999	45	3	4	3	2	1	3	15.0	23.7	Buyer
\$175,000 - 199,999	56	3	6	1	4	3	1	56.0	19.6	Buyer
\$200,000 - 224,999	24	3	0	4	1	1	1	24.0	24.7	Buyer
\$225,000 - 249,999	29	1	1	0	1	0	0	n/a	86.0	Buyer
\$250,000 - 274,999	27	3	3	2	1	1	0	n/a	35.0	Buyer
\$275,000 - 299,999	28	0	1	1	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	23	0	1	2	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	41	1	1	2	0	1	1	41.0	58.5	Buyer
\$400,000 - 499,999	23	1	0	1	1	1	2	11.5	19.3	Buyer
\$500,000 - 599,999	20	2	0	0	0	1	0	n/a	56.0	Buyer
\$600,000 - 699,999	14	0	0	0	3	0	0	n/a	14.3	Buyer
\$700,000 - 799,999	9	0	0	0	0	1	0	n/a	30.0	Buyer
\$800,000 - 899,999	9	0	1	1	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	7	0	0	0	0	1	0	n/a	17.0	Buyer
\$1,000,000 - and over	26	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	696	47	49	45	48	32	38	18.3	17.6	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 12/08/2025. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2025-11/30/2025. Information is believed to be reliable, but not guaranteed.