

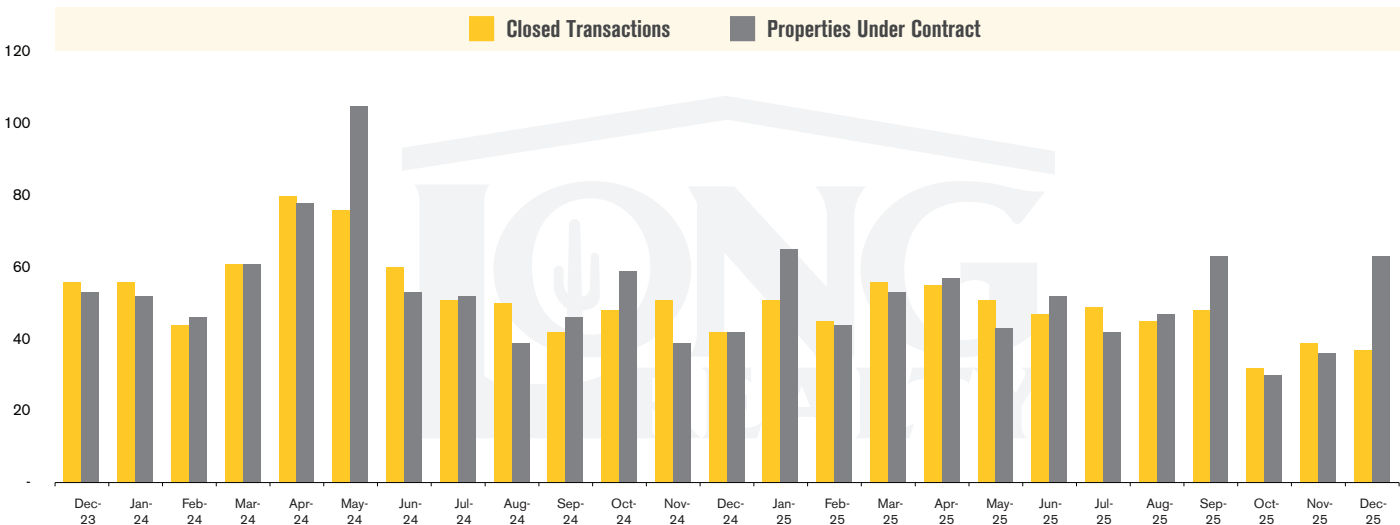
THE LAND REPORT

TUCSON | JANUARY 2026

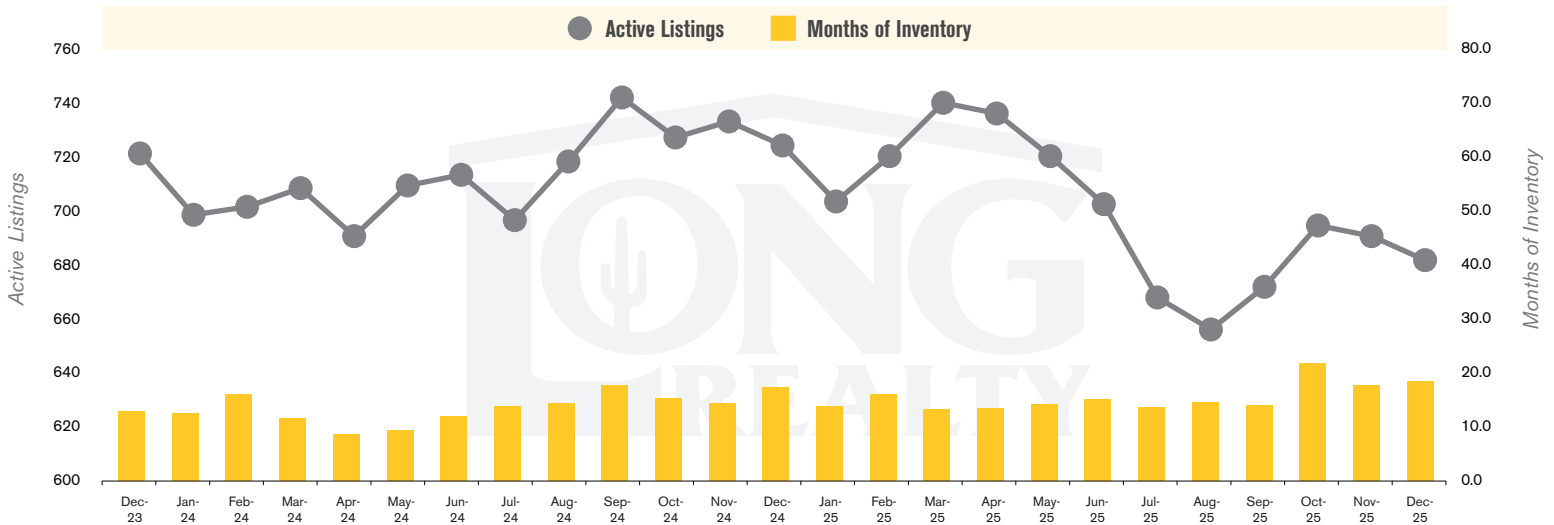


In the Tucson Lot and Land market, December 2025 active inventory was 687, a 6% decrease from December 2024. There were 37 closings in December 2025, a 12% decrease from December 2024. Year-to-date 2025 there were 555 closings, a 16% decrease from year-to-date 2024. Months of Inventory was 18.6, up from 17.4 in December 2024. Median price of sold lots was \$92,986 for the month of December 2025, down 32% from December 2024. The Tucson Lot and Land area had 63 new properties under contract in December 2025, up 50% from December 2024.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON LAND



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON LAND



Stephen Woodall - Team Woodall
(520) 818-4504 | Stephen@TeamWoodall.com

Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 01/07/2026 is believed to be reliable, but not guaranteed.

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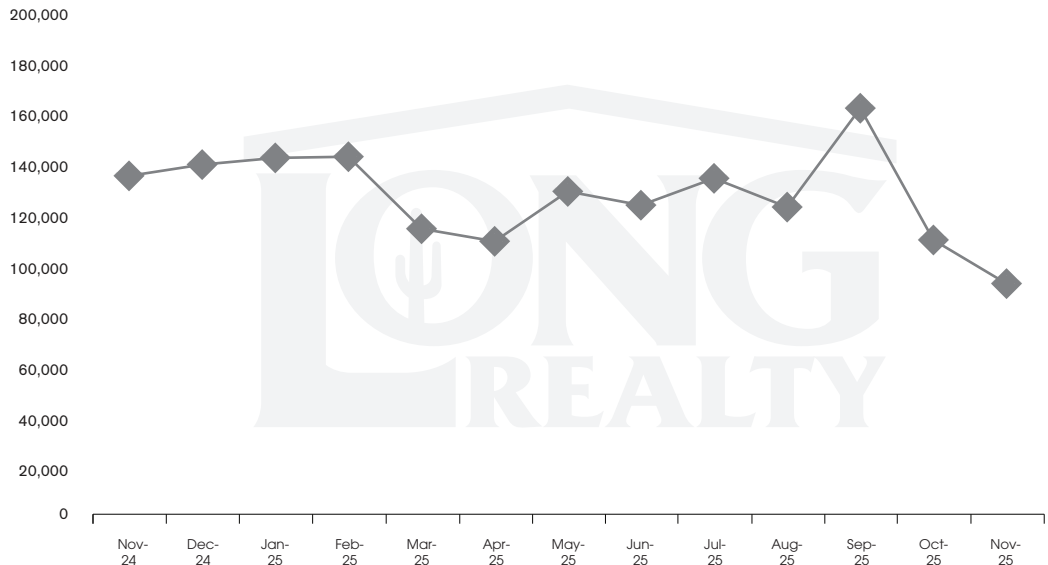


MEDIAN SOLD PRICE

TUCSON LAND

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

Dec 2024	Dec 2025
87.5%	89.6%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 01/07/2026 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2025 – 12/31/2025 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 17.8%

Tierra Antigua Realty 14.8%

Realty Executives Arizona Territory 11.2%

Omni Homes International 6.1%

Coldwell Banker Realty 4.5%

S A Moore Realty Services, LLC 3.1%



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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
		Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25			
\$1 - 49,999	65	11	12	1	9	6	11	5.9	8.1	Slightly Buyer
\$50,000 - 74,999	54	9	4	10	1	7	7	7.7	10.7	Buyer
\$75,000 - 99,999	91	6	5	16	7	6	5	18.2	15.4	Buyer
\$100,000 - 124,999	43	1	7	6	3	7	5	8.6	8.5	Slightly Buyer
\$125,000 - 149,999	64	4	0	2	1	4	3	21.3	22.5	Buyer
\$150,000 - 174,999	36	4	3	2	1	3	2	18.0	21.8	Buyer
\$175,000 - 199,999	52	6	1	4	3	1	1	52.0	32.0	Buyer
\$200,000 - 224,999	29	0	4	1	1	1	1	29.0	25.7	Buyer
\$225,000 - 249,999	30	1	0	1	0	0	1	30.0	88.0	Buyer
\$250,000 - 274,999	23	3	2	1	1	1	1	23.0	24.3	Buyer
\$275,000 - 299,999	31	1	1	0	0	0	0	n/a	n/a	n/a
\$300,000 - 349,999	21	1	2	0	0	0	0	n/a	n/a	n/a
\$350,000 - 399,999	43	1	2	0	1	1	0	n/a	62.0	Buyer
\$400,000 - 499,999	22	0	1	1	1	2	0	n/a	24.0	Buyer
\$500,000 - 599,999	20	0	0	0	1	0	0	n/a	57.0	Buyer
\$600,000 - 699,999	15	0	0	3	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	8	0	0	0	1	0	0	n/a	27.0	Buyer
\$800,000 - 899,999	8	1	1	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	7	0	0	0	1	0	0	n/a	19.0	Buyer
\$1,000,000 - and over	25	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	687	49	45	48	32	39	37	18.6	19.3	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 01/07/2026. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2025-12/31/2025. Information is believed to be reliable, but not guaranteed.