

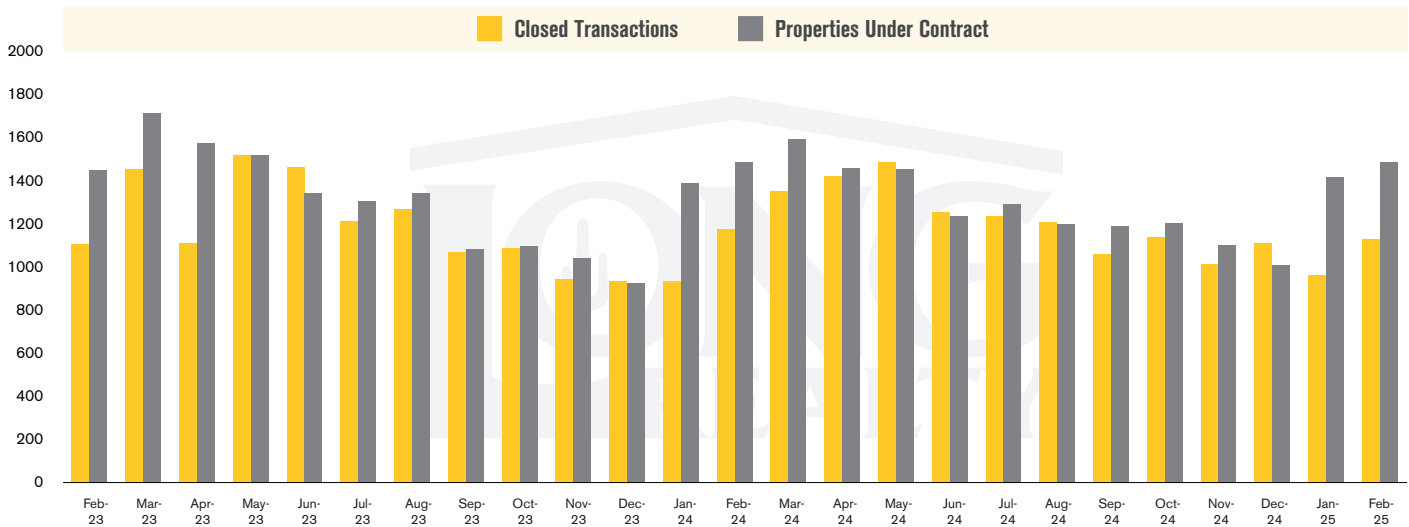
THE HOUSING REPORT



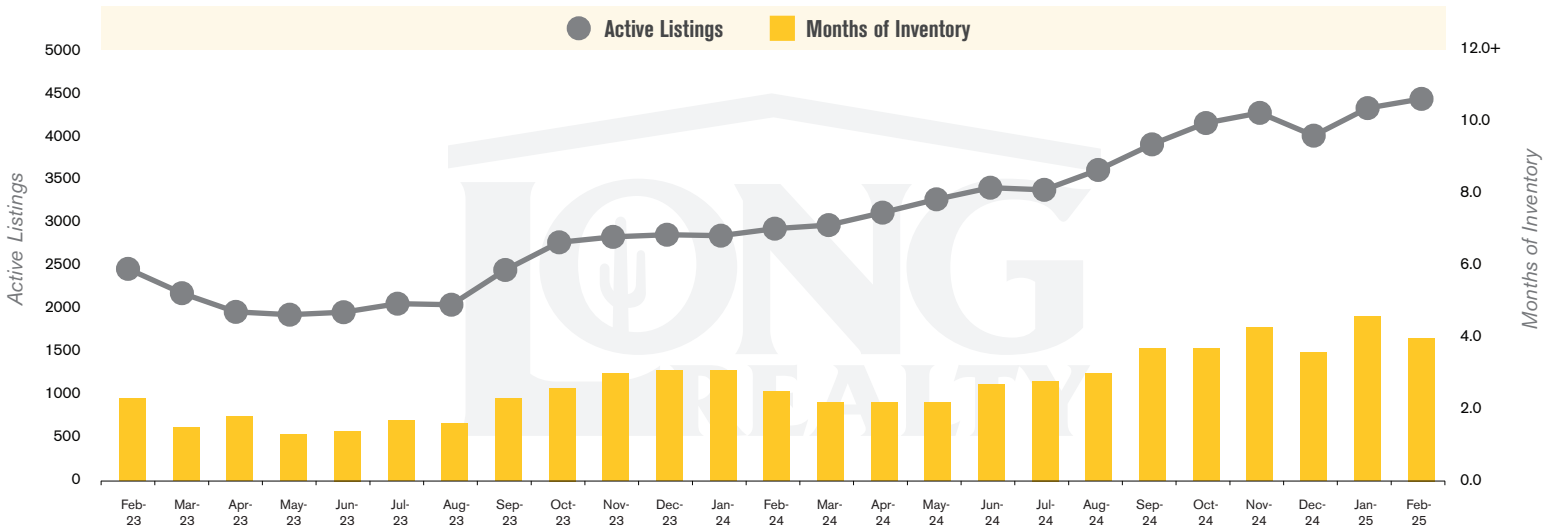
GREATER TUCSON MAIN MARKET | MARCH 2025

In the Tucson Main Market area, February 2025 active inventory was 4,486, a 51% increase from February 2024. There were 1,131 closings in February 2025, a 4% decrease from February 2024. Year-to-date 2025 there were 2,093 closings, a 1% decrease from year-to-date 2024. Months of Inventory was 4.0, up from 2.5 in February 2024. Median price of sold homes was \$389,164 for the month of February 2025, down 1% from February 2024. The Tucson Main Market area had 1,491 new properties under contract in February 2025 were virtually unchanged from February 2024.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT GREATER TUCSON MAIN MARKET



ACTIVE LISTINGS AND MONTHS OF INVENTORY GREATER TUCSON MAIN MARKET



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Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software. All data obtained 03/06/2025 is believed to be reliable, but not guaranteed.

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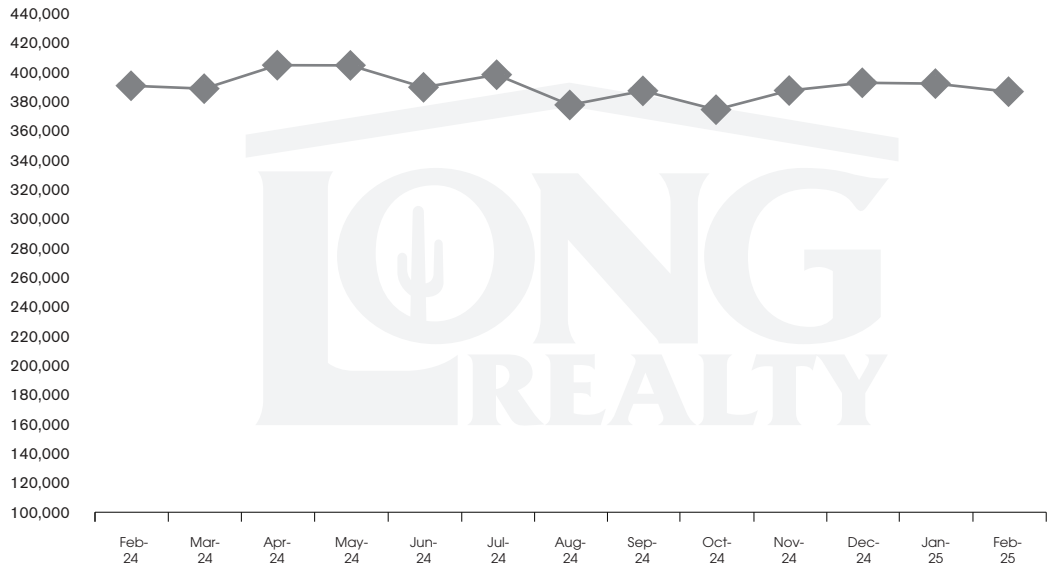
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MEDIAN SOLD PRICE

GREATER TUCSON MAIN MARKET

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

| | |
|--------------|--------------|
| Feb 2024 | Feb 2025 |
| 96.3% | 95.8% |

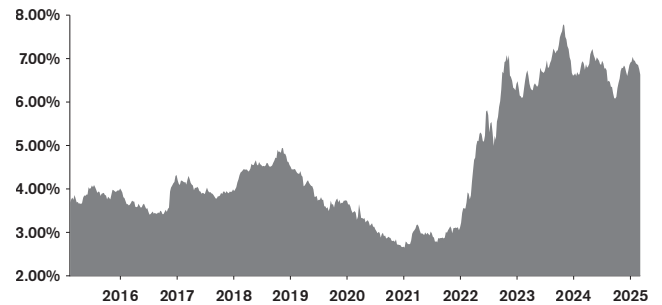


MONTHLY PAYMENT ON A MEDIAN PRICED HOME

| Year | Median Price | Int. Rate | MO. Payment |
|------|--------------|-----------|-------------|
| 2006 | \$220,000 | 6.140% | \$1,271.93 |
| 2024 | \$393,248 | 6.770% | \$2,428.04 |
| 2025 | \$389,164 | 6.840% | \$2,420.06 |

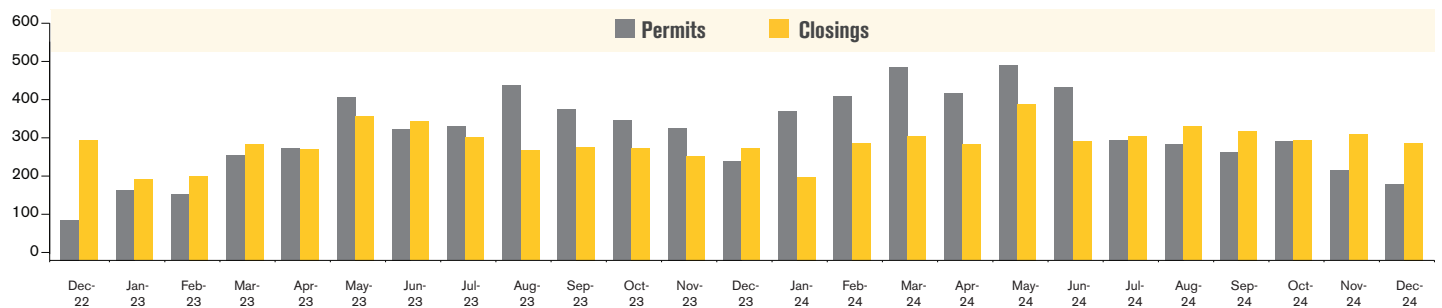
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS



Source: RLBrownReports/Bright Future Real Estate Research

For December 2024, new home permits were **down 24%** and new home closings were **up 5%** from December 2023.

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GREATER TUCSON MAIN MARKET | MARCH 2025



MARKET CONDITIONS BY PRICE BAND GREATER TUCSON MAIN MARKET

| | Active Listings | Last 6 Months Closed Sales | | | | | | Current Months of Inventory | Last 3 Month Trend Months of Inventory | Market Conditions |
|------------------------|-----------------|----------------------------|--------------|--------------|--------------|------------|--------------|-----------------------------|--|------------------------|
| | | Sep-24 | Oct-24 | Nov-24 | Dec-24 | Jan-25 | Feb-25 | | | |
| \$1 - 49,999 | 5 | 2 | 0 | 2 | 0 | 0 | 2 | 2.5 | 6.0 | Balanced |
| \$50,000 - 74,999 | 11 | 2 | 5 | 3 | 2 | 2 | 2 | 5.5 | 4.0 | Seller |
| \$75,000 - 99,999 | 22 | 3 | 8 | 5 | 9 | 5 | 9 | 2.4 | 2.8 | Seller |
| \$100,000 - 124,999 | 35 | 10 | 9 | 10 | 15 | 9 | 9 | 3.9 | 2.8 | Seller |
| \$125,000 - 149,999 | 64 | 16 | 9 | 9 | 17 | 5 | 15 | 4.3 | 4.8 | Slightly Seller |
| \$150,000 - 174,999 | 69 | 12 | 19 | 11 | 9 | 21 | 16 | 4.3 | 4.3 | Slightly Seller |
| \$175,000 - 199,999 | 63 | 17 | 8 | 17 | 28 | 18 | 13 | 4.8 | 3.7 | Seller |
| \$200,000 - 224,999 | 75 | 14 | 21 | 27 | 29 | 32 | 39 | 1.9 | 2.0 | Seller |
| \$225,000 - 249,999 | 147 | 51 | 60 | 45 | 47 | 46 | 44 | 3.3 | 3.2 | Seller |
| \$250,000 - 274,999 | 148 | 57 | 72 | 61 | 62 | 55 | 55 | 2.7 | 2.6 | Seller |
| \$275,000 - 299,999 | 271 | 88 | 79 | 80 | 87 | 79 | 93 | 2.9 | 3.1 | Seller |
| \$300,000 - 349,999 | 676 | 200 | 247 | 176 | 189 | 147 | 209 | 3.2 | 3.7 | Seller |
| \$350,000 - 399,999 | 721 | 169 | 178 | 159 | 188 | 139 | 160 | 4.5 | 4.4 | Slightly Seller |
| \$400,000 - 499,999 | 807 | 189 | 177 | 178 | 173 | 162 | 198 | 4.1 | 4.4 | Slightly Seller |
| \$500,000 - 599,999 | 406 | 83 | 98 | 74 | 88 | 82 | 89 | 4.6 | 4.3 | Slightly Seller |
| \$600,000 - 699,999 | 271 | 61 | 46 | 47 | 53 | 50 | 62 | 4.4 | 4.1 | Slightly Seller |
| \$700,000 - 799,999 | 180 | 30 | 32 | 47 | 41 | 37 | 31 | 5.8 | 4.3 | Slightly Seller |
| \$800,000 - 899,999 | 110 | 24 | 18 | 19 | 23 | 22 | 26 | 4.2 | 4.2 | Slightly Seller |
| \$900,000 - 999,999 | 73 | 12 | 8 | 10 | 16 | 12 | 12 | 6.1 | 5.0 | Balanced |
| \$1,000,000 - and over | 332 | 24 | 45 | 34 | 36 | 39 | 47 | 7.1 | 7.8 | Slightly Buyer |
| TOTAL | 4,486 | 1,064 | 1,139 | 1,014 | 1,112 | 962 | 1,131 | 4.0 | 4.0 | Slightly Seller |



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 03/06/2025. 3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2024-02/28/2025. Information is believed to be reliable, but not guaranteed.

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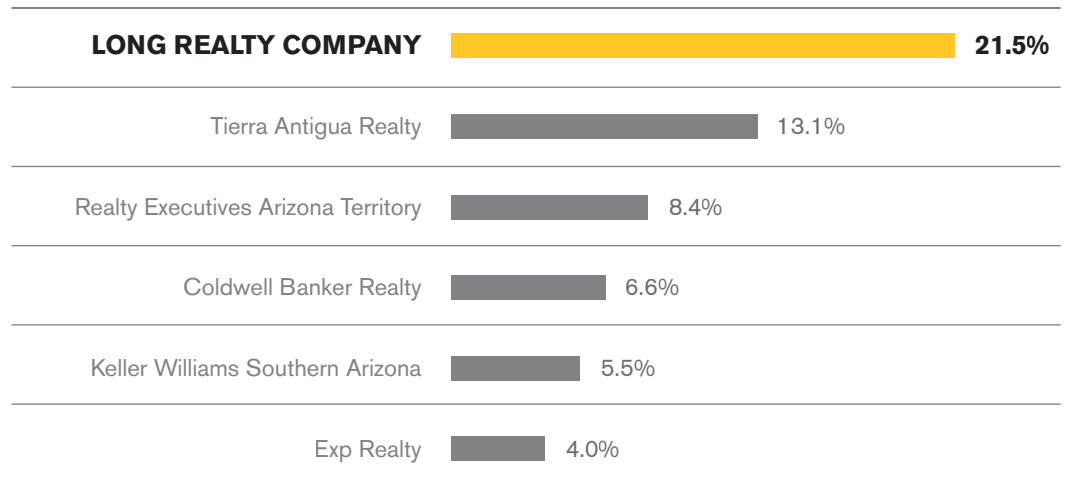
GREATER TUCSON MAIN MARKET | MARCH 2025



MARKET SHARE GREATER TUCSON MAIN MARKET

Long Realty leads the market in successful real estate sales.

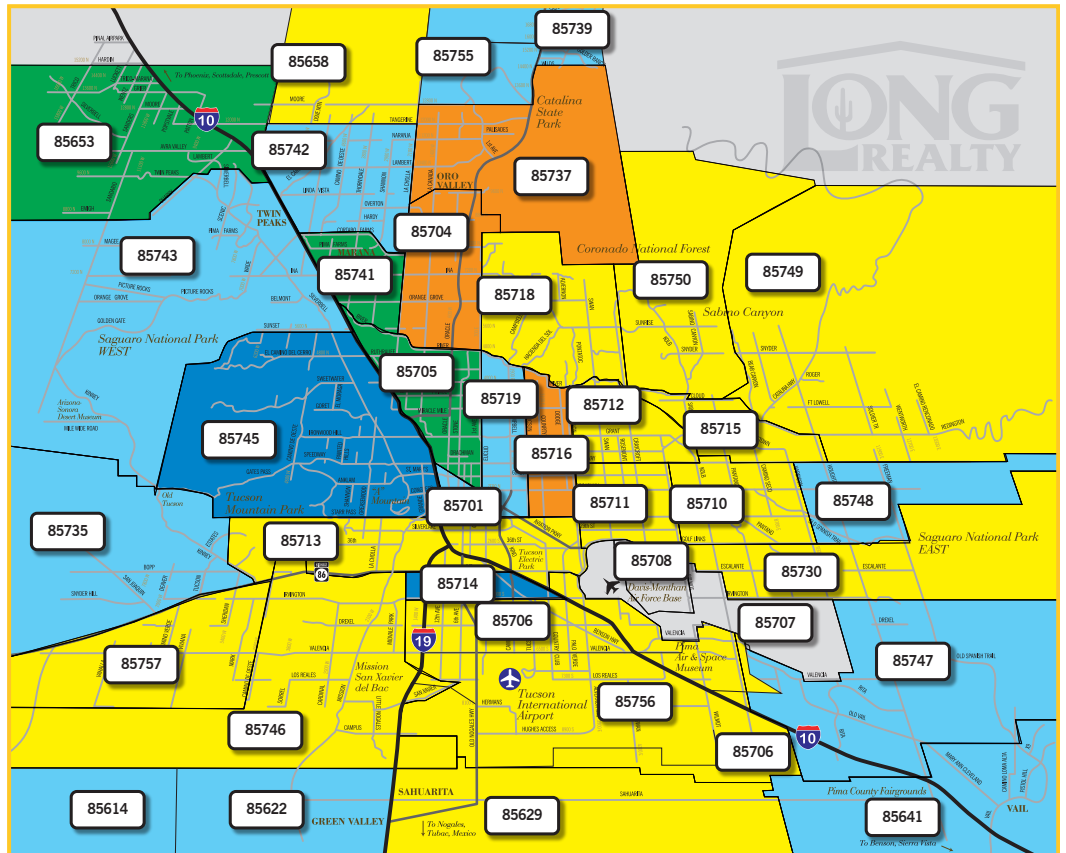
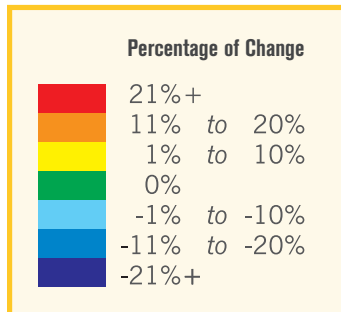
Data Obtained 03/06/2025 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 03/01/2024 – 02/28/2025 rounded to the nearest tenth of one percent and deemed to be correct.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2023-FEB 2024 TO
DEC 2024-FEB 2025

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.



PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.

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This heat map represents the percentage of change in Tucson metro median sales prices from December 2023-February 2024 to December 2024-February 2025 by zip code. These statistics are based on information obtained from the MLSSAZ on 03/06/2025. Information is believed to be reliable, but not guaranteed.