

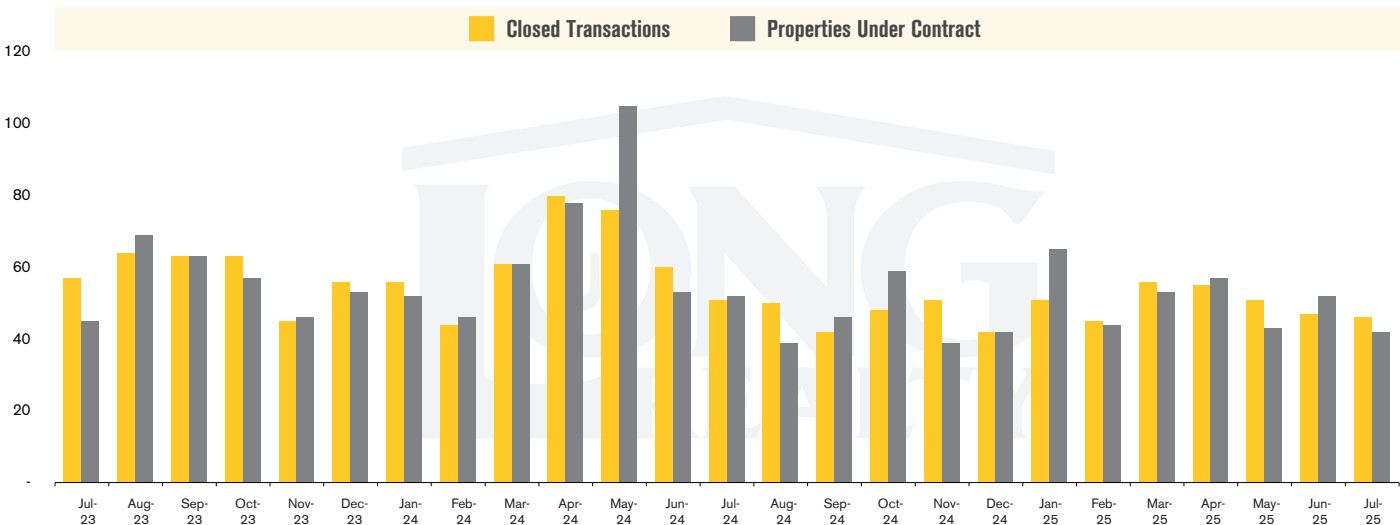
THE LAND REPORT

TUCSON | AUGUST 2025

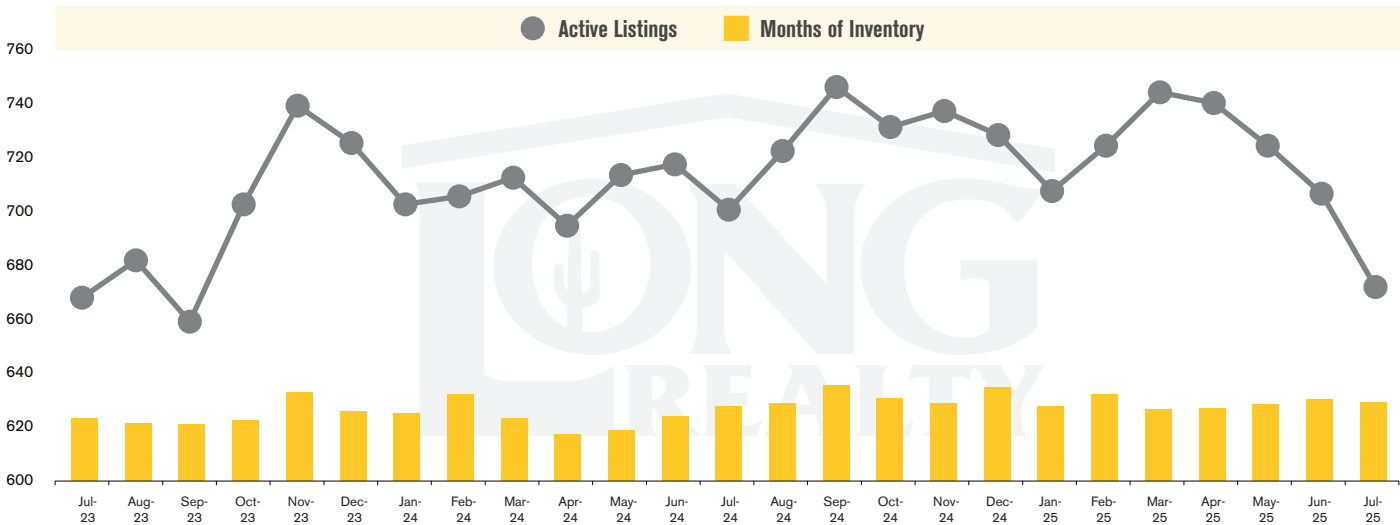


In the Tucson Lot and Land market, July 2025 active inventory was 673, a 4% decrease from July 2024. There were 46 closings in July 2025, a 10% decrease from July 2024. Year-to-date 2025 there were 351 closings, an 18% decrease from year-to-date 2024. Months of Inventory was 14.6, up from 13.8 in July 2024. Median price of sold lots was \$121,262 for the month of July 2025, down 21% from July 2024. The Tucson Lot and Land area had 42 new properties under contract in July 2025, down 19% from July 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 08/05/2025 is believed to be reliable, but not guaranteed.

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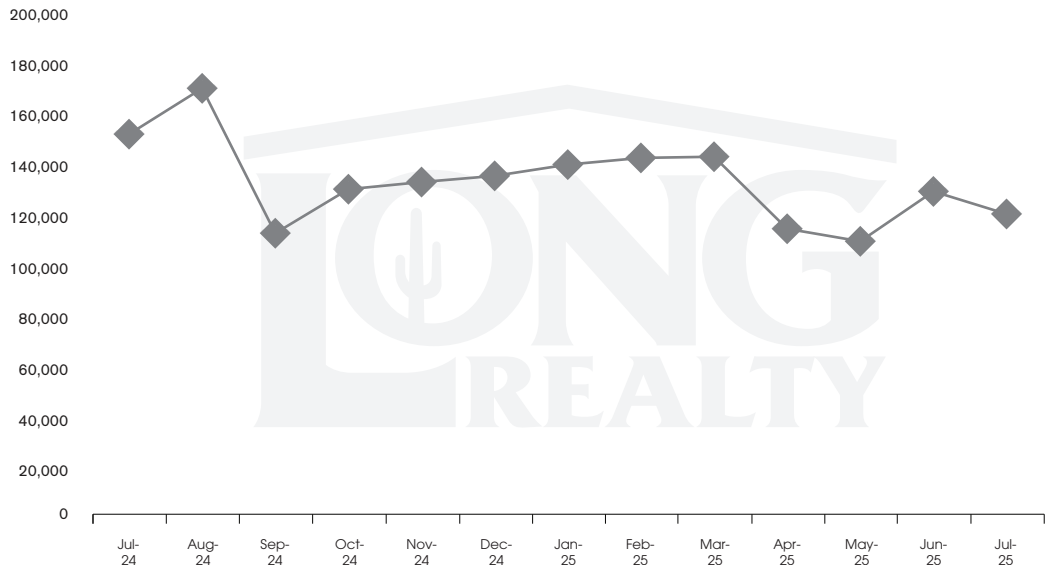


MEDIAN SOLD PRICE

TUCSON LAND

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

Jul 2024	Jul 2025
88.2%	86.9%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 08/05/2025 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 08/01/2024 – 07/31/2025 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 21.6%

Tierra Antigua Realty 15.2%

Realty Executives Arizona Territory 10.3%

Coldwell Banker Realty 4.3%

Omni Homes International 4.3%

S A Moore Realty Services, Llc 3.7%



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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
		Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25			
\$1 - 49,999	70	8	9	14	13	9	11	6.4	6.4	Balanced
\$50,000 - 74,999	48	4	4	7	10	8	8	6.0	5.4	Balanced
\$75,000 - 99,999	79	4	9	6	7	5	6	13.2	12.9	Buyer
\$100,000 - 124,999	44	5	6	4	3	5	0	n/a	18.6	Buyer
\$125,000 - 149,999	50	7	3	6	3	3	4	12.5	17.4	Buyer
\$150,000 - 174,999	56	3	1	2	3	3	4	14.0	17.2	Buyer
\$175,000 - 199,999	45	3	3	1	2	3	6	7.5	12.5	Buyer
\$200,000 - 224,999	28	2	5	3	4	3	0	n/a	12.3	Buyer
\$225,000 - 249,999	29	4	3	5	2	1	1	29.0	25.3	Buyer
\$250,000 - 274,999	18	1	2	2	1	3	3	6.0	7.7	Slightly Buyer
\$275,000 - 299,999	27	0	2	1	0	0	1	27.0	85.0	Buyer
\$300,000 - 349,999	22	1	3	0	1	0	1	22.0	39.0	Buyer
\$350,000 - 399,999	36	0	0	1	1	1	0	n/a	57.5	Buyer
\$400,000 - 499,999	31	1	1	1	1	1	0	n/a	50.0	Buyer
\$500,000 - 599,999	18	2	2	2	0	2	0	n/a	28.5	Buyer
\$600,000 - 699,999	18	0	2	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	11	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	4	0	1	0	0	0	1	4.0	15.0	Buyer
\$900,000 - 999,999	10	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	673	45	56	55	51	47	46	14.6	14.6	Buyer



Seller's Market



Slight Seller's Market



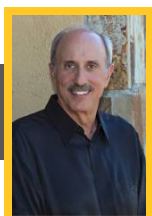
Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 08/05/2025. 3 month trend in months of inventory is the average of closed sales and active listing data from 05/01/2025-07/31/2025. Information is believed to be reliable, but not guaranteed.