



## Tucson and Southern Arizona Residential Market



L O N G   R E A L T Y

2025

Year-End Market Report

# 2025 Year-End Market Report

## Tucson Metro and Southern Arizona Residential Market

### Market Summary

- Home prices remained stable with more balance between supply and demand.
- Buyer demand strengthened in the last part of the year as mortgage rates fell from peak levels.
- Inventory improved and is slightly above long-term averages.
- Luxury segment at \$1million+ continues to strengthen and outperform the broader market.
- Market finished 2025 with conditions more balanced than 2023-24.

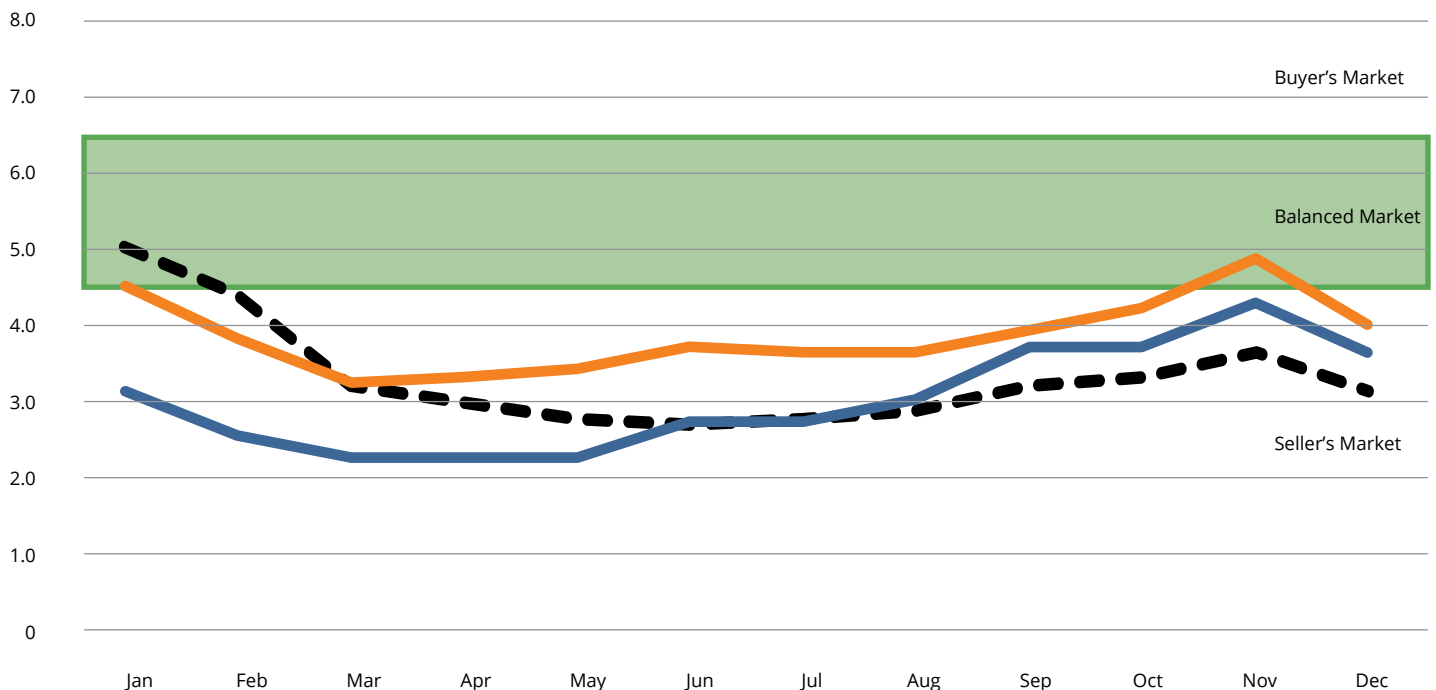
### Tucson Residential

Median Sales Price:	\$359,000	(-1.6% YoY)	↓
Closed Sales:	14,685	(+1.4% YoY)	↑
New Pended Sales:	16,925	(+2.8% YoY)	↑
New Listings:	22,534	(+7.3% YoY)	↑
Active Inventory:	4,511	(+11.2% YoY)	↑
Average Days on Market:	58	(+6 days YoY)	↑
Months Supply:	4 months	(+0.4 mo YoY)	↑

**Market Balance Indicator**  
Status: **More Balanced/Healthy**

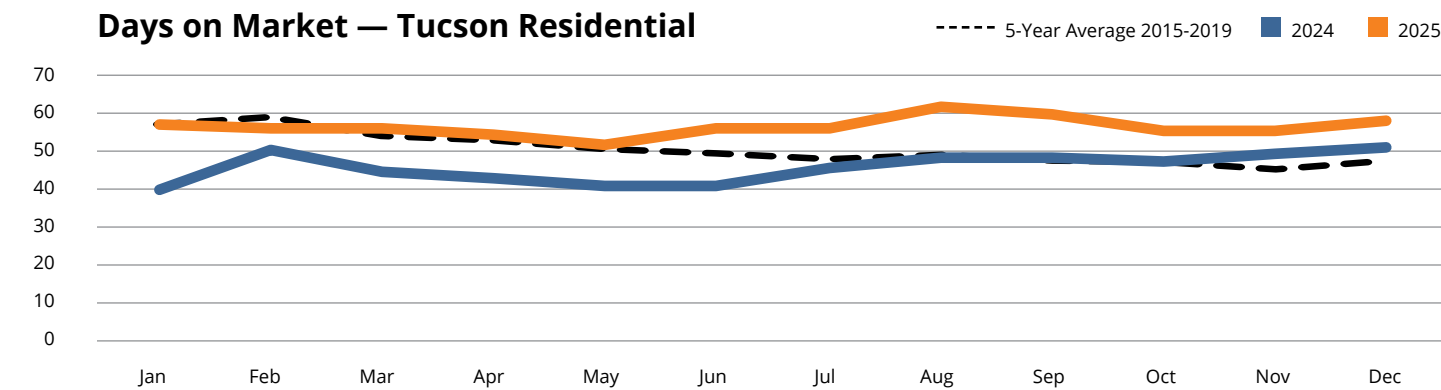
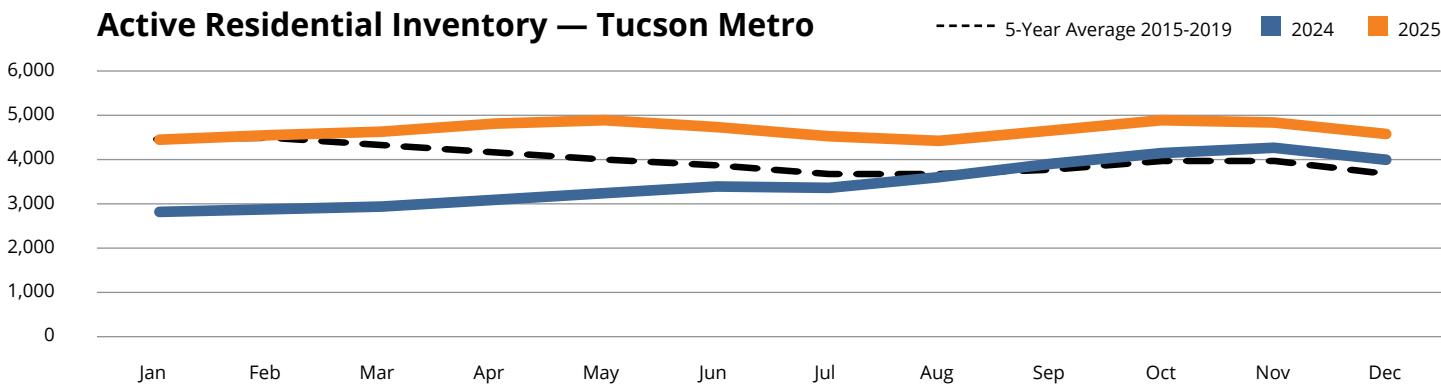
### Tucson Months of Inventory

----- 5-Year Average 2015-2019    ■ 2024    ■ 2025



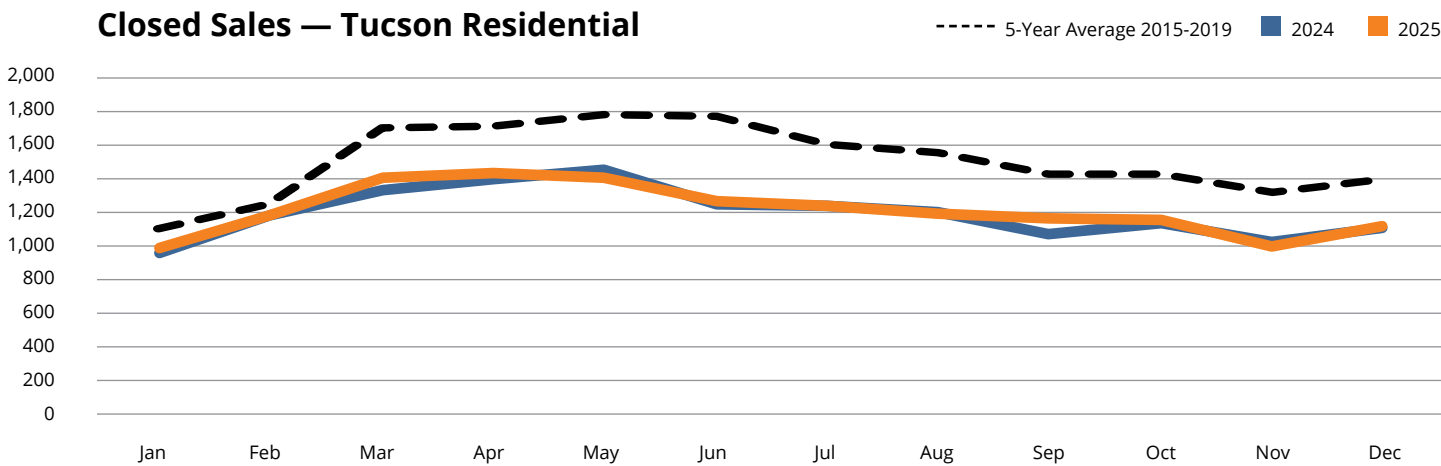
# Supply

Inventory improved modestly through 2025 as more sellers listed and days on market trended higher. The increased inventory provided broader choice for buyers and increased competition for sellers.



# Demand

Buyer demand strengthened somewhat in the second half of the year as mortgage rates fell from their late-2024 highs. Overall, buyer demand tracked similarly to 2024 and followed more normal seasonality.



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Statistics based on information obtained from MLSSAZ and ARMLS on 1/16/2026 using TrendGraphix software. Information is believed to be reliable, but not guaranteed.

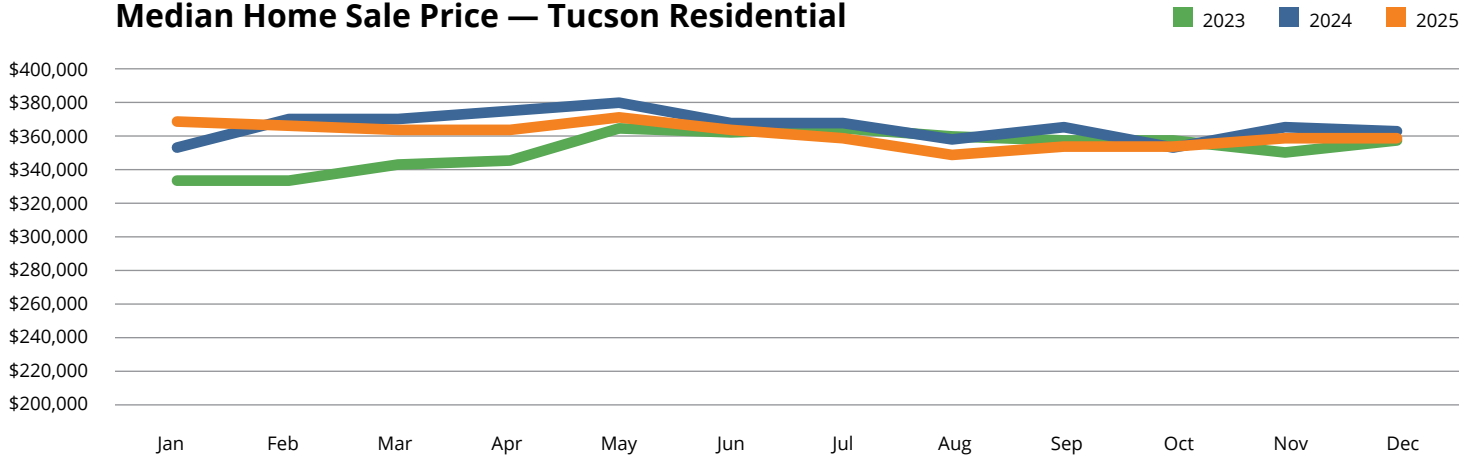


## Pricing

Home sales pricing remained stable and resilient amid more balanced market conditions. As reflected in the sales price to original list price ratio, 2025 saw more price reductions and buyer/seller negotiation.

- Sale Price/Original List Price: **95.3%**

### Median Home Sale Price — Tucson Residential

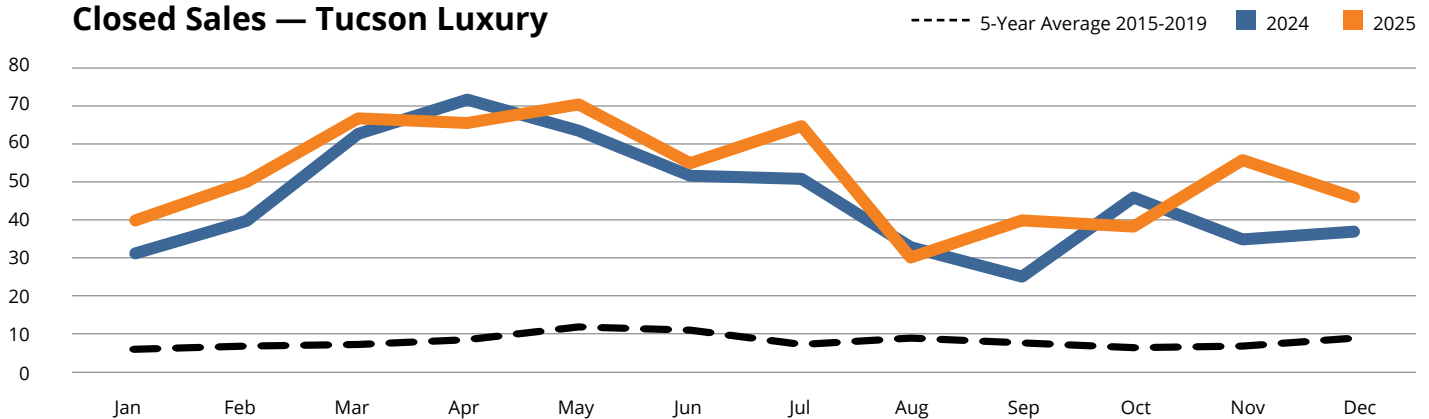


## Luxury Segment (\$1Million+)

Luxury activity was strong and continues its growth path sparked by the pandemic years. Cash buyers represented a significant portion of transactions, which makes luxury less mortgage rate sensitive.

- Luxury Closed Sales: **+14% YoY** ↑
- Luxury New Pended Sales: **+17.5% YoY** ↑↑
- Luxury Active Inventory: **+2.1% YoY** ↑

### Closed Sales — Tucson Luxury



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## Saddlebrooke

Median Sales Price:	\$510,000 (+0.6% YoY)	↑
Closed Sales:	-7.0% YoY	↓
New Pending Sales:	-16.3% YoY	↓
Active Inventory:	+11.1% YoY	↑
New Listings:	-5.2% YoY	↓
Days on Market:	57 (+13 days YoY)	↑

## Oro Valley

Median Sales Price:	\$516,000 (-2.5% YoY)	↓
Closed Sales:	+23.1% YoY	↑
New Pending Sales:	+21.5% YoY	↑
Active Inventory:	+29.0% YoY	↑
New Listings:	+19.0% YoY	↑
Days on Market:	73 (+33 days YoY)	↑

## Marana

Median Sales Price:	\$390,000 (-10.1% YoY)	↓
Closed Sales:	+2.7% YoY	↑
New Pending Sales:	+0.7% YoY	↑
Active Inventory:	+18% YoY	↑
New Listings:	+14.6% YoY	↑
Days on Market:	58 (-12 days YoY)	↓

## Vail

Median Sales Price:	\$363,000 (-8.1% YoY)	↓
Closed Sales:	+13.0% YoY	↑
New Pending Sales:	+14.6% YoY	↑
Active Inventory:	+17.5% YoY	↑
New Listings:	+19.7% YoY	↑
Days on Market:	79 (-3 days YoY)	↓

## Sahuarita

Median Sales Price:	\$320,000 (-9.3% YoY)	↓
Closed Sales:	+2.8% YoY	↑
New Pending Sales:	+3.6% YoY	↑
Active Inventory:	+5.6% YoY	↑
New Listings:	+14.9% YoY	↑
Days on Market:	71 (-5 days YoY)	↓

## Green Valley

Median Sales Price:	\$320,000 (-2.4% YoY)	↓
Closed Sales:	+6.0% YoY	↑
New Pending Sales:	+7.0% YoY	↑
Active Inventory:	+2.1% YoY	↑
New Listings:	+5.6% YoY	↑
Days on Market:	50 (+7 days YoY)	↑

## Cochise County

Median Sales Price:	\$267,000 (-6.3% YoY)	↓
Closed Sales:	-4.5% YoY	↓
New Pending Sales:	-4.1% YoY	↓
Active Inventory:	+12.9% YoY	↑
New Listings:	+1.6% YoY	↑
Days on Market:	72 (+5 days YoY)	↑

# LONG REALTY

# 2025

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## 2026 Market Outlook

The 2026 housing market will be defined by stabilization, increased choice and strong homeowner fundamentals. While affordability remains a challenge, gradual rate easing and rising inventory support a more balanced and predictable year. Buyers should prepare for competition on well-priced homes. Sellers can leverage strong equity positions while pricing wisely to the market, not to the headlines. Expect pricing to see modest gains and the luxury market will continue to see above-average demand.

Contact me for more information about housing conditions in your area.



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**Long Realty Company**





A large yellow graphic celebrating Long Realty's 100th anniversary. It features the number '100' in a very large, bold, sans-serif font. Above the '100' is a simple yellow outline of a house roof. Below the '100' is the word 'YEARS' in a bold, sans-serif font. A horizontal yellow line is positioned below 'YEARS', and below that line is the text 'EST. 1926' in a bold, sans-serif font.

# 100 YEARS

EST. 1926

As we look ahead to Long Realty's 100<sup>th</sup> year, we're reminded that longevity doesn't happen by accident. It's earned through trust, consistency, and clarity. For generations, we've helped Arizonans make informed real estate decisions by sharing timely market insight, local expertise, and steady guidance through every kind of market. That commitment to keeping people informed has been one of the strongest drivers of our continued success—and it will remain a cornerstone of how we serve in the century ahead.

