LONG REALTY SMART MOVE.



Tucson and Southern Arizona Residential Market

LONG REALTY

2025

Year-End Market Report

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Tucson Metro and Southern Arizona Residential Market

Market Summary

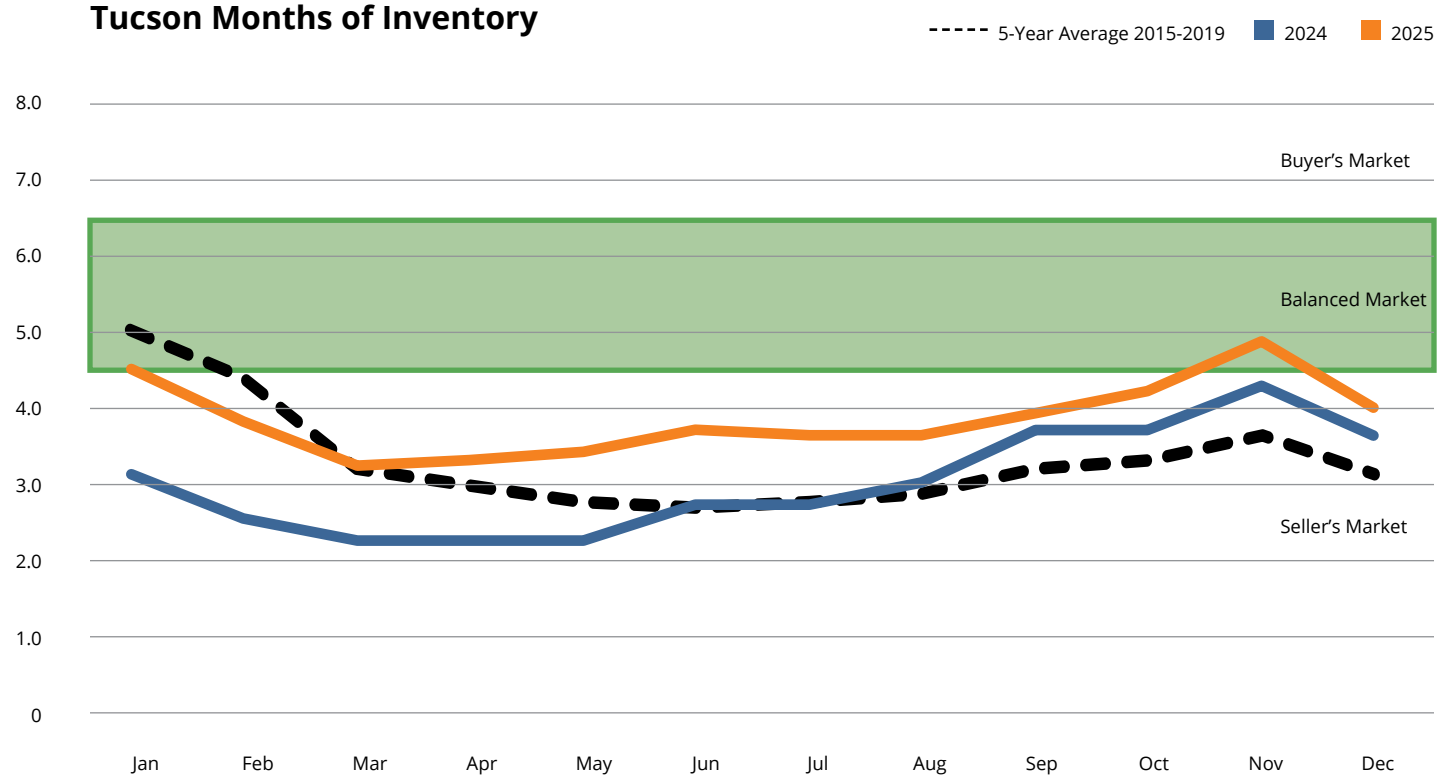
- Home prices remained stable with more balance between supply and demand.
- Buyer demand strengthened in the last part of the year as mortgage rates fell from peak levels.
- Inventory improved and is slightly above long-term averages.
- Luxury segment at $1million+ continues to strengthen and outperform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



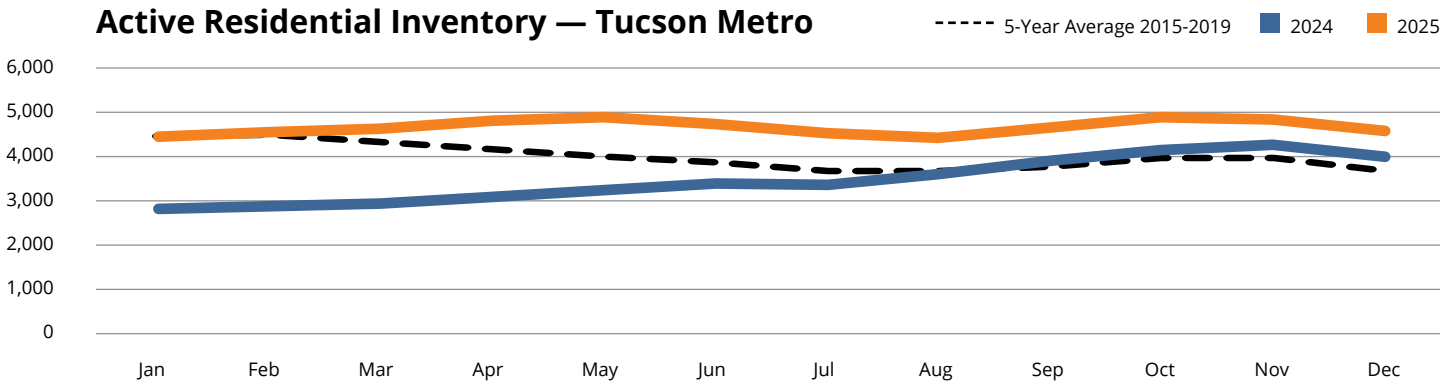


YoY meaning Year over Year 2025 versus 2024. Statistics based on information obtained from MLSSAZ and ARMLS on 1/16/2026 using TrendGraphix software. Information is believed to be reliable, but not guaranteed.

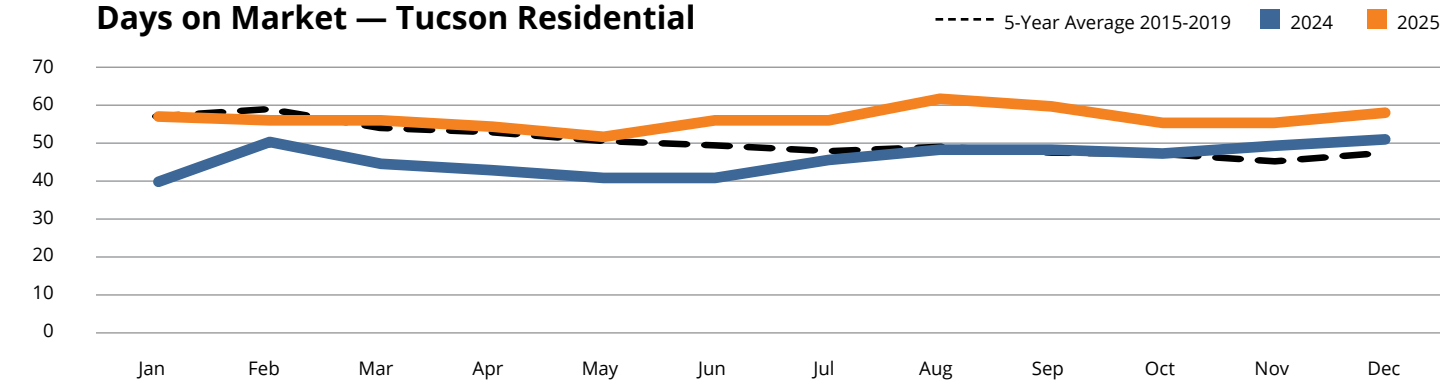
Supply

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.

Active Residential Inventory — Tucson Metro



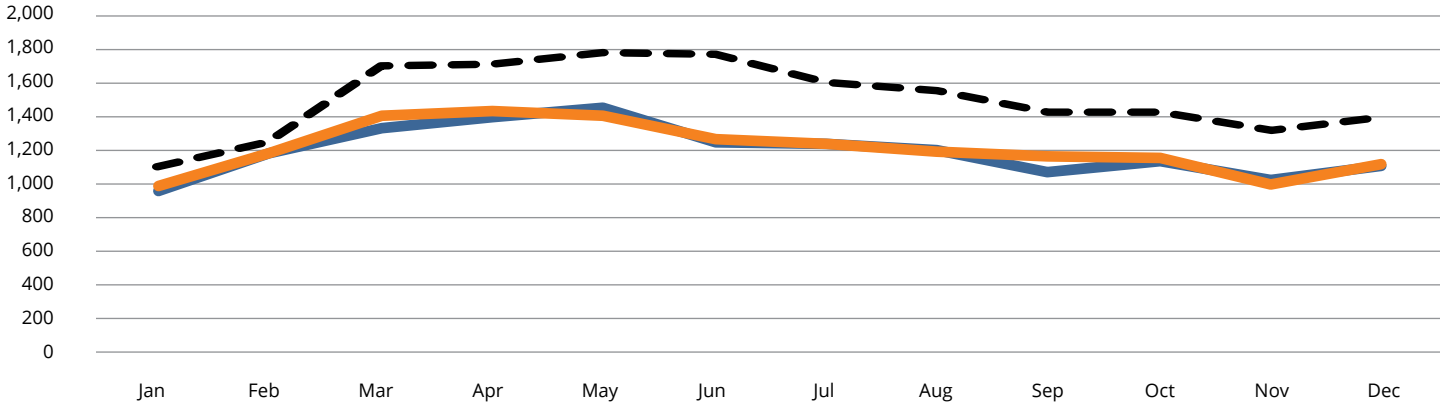
Days on Market — Tucson Residential



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.

Closed Sales — Tucson Residential





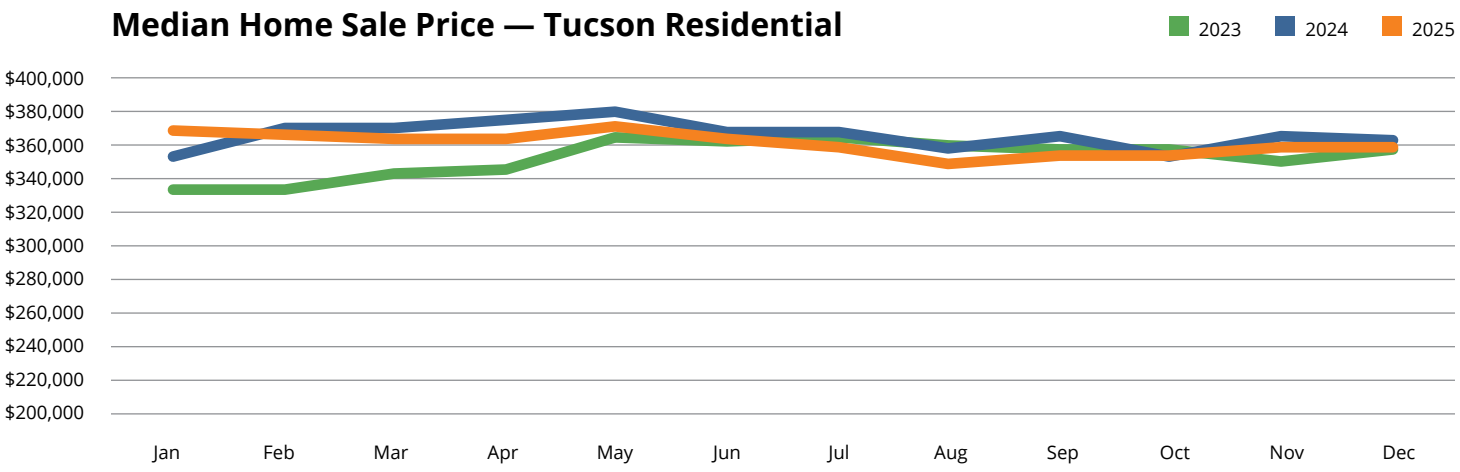
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Long Realty Company

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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.

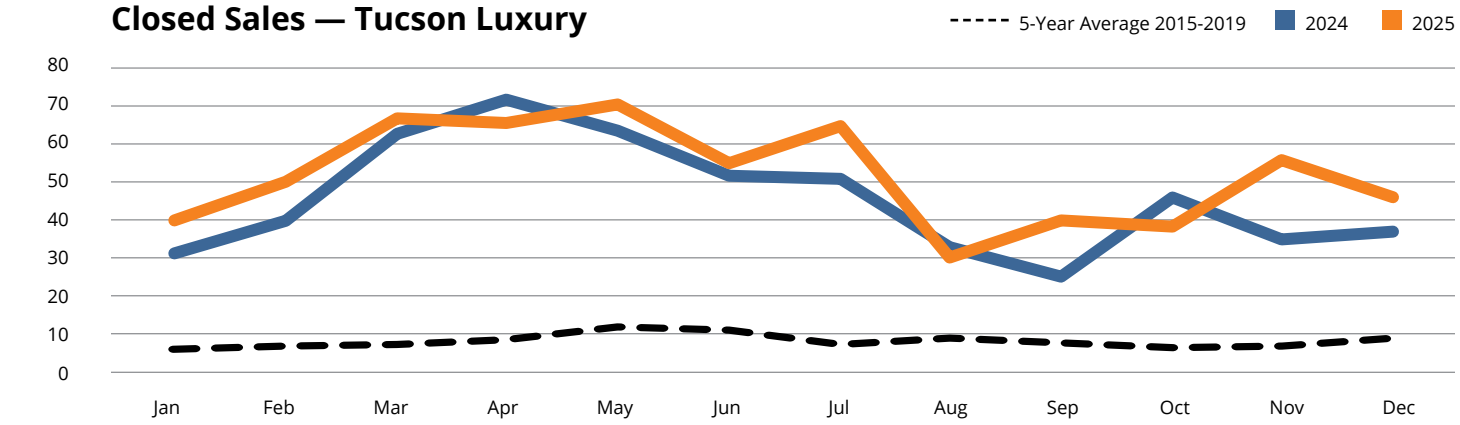
- Sale Price/Original List Price: **95.3%**



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** ↑





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Saddlebrooke

Median Sales Price:	$510,000 (+0.6% YoY)
Closed Sales:	-7.0% YoY
New Pended 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 Pended 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 Pended 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 Pended 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 Pended 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 Pended 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 Pended Sales:	-4.1% YoY
Active Inventory:	+12.9% YoY
New Listings:	+1.6% YoY
Days on Market:	72 (+5 days YoY)

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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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100 YEARS

EST. 1926

As we look ahead to Long Realty's 100th 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.



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