

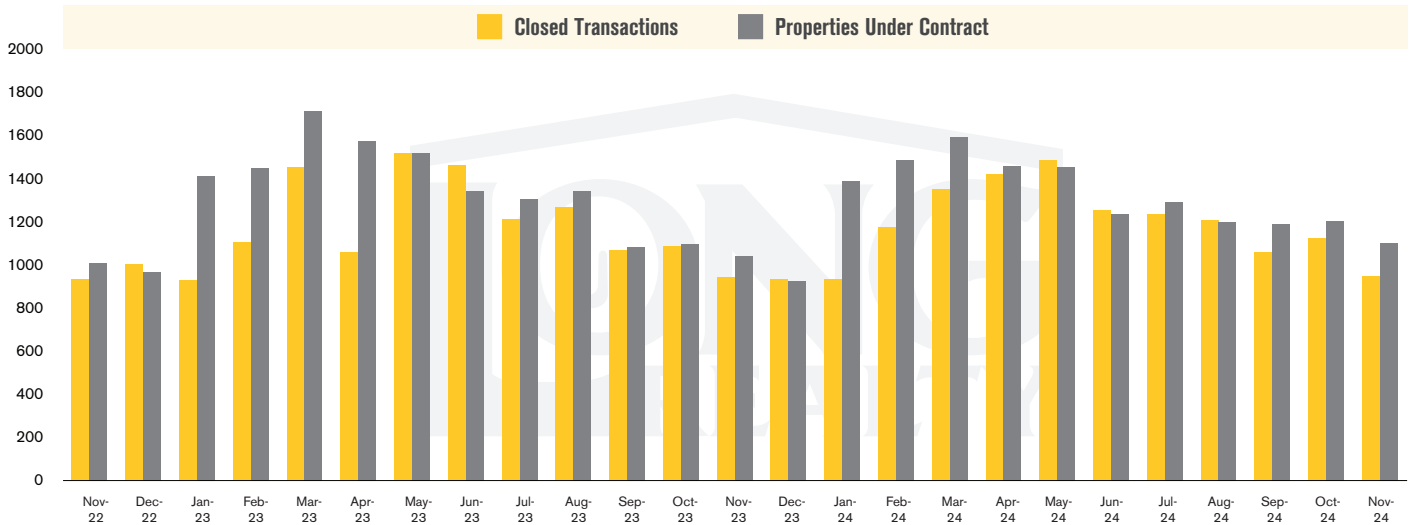
THE HOUSING REPORT



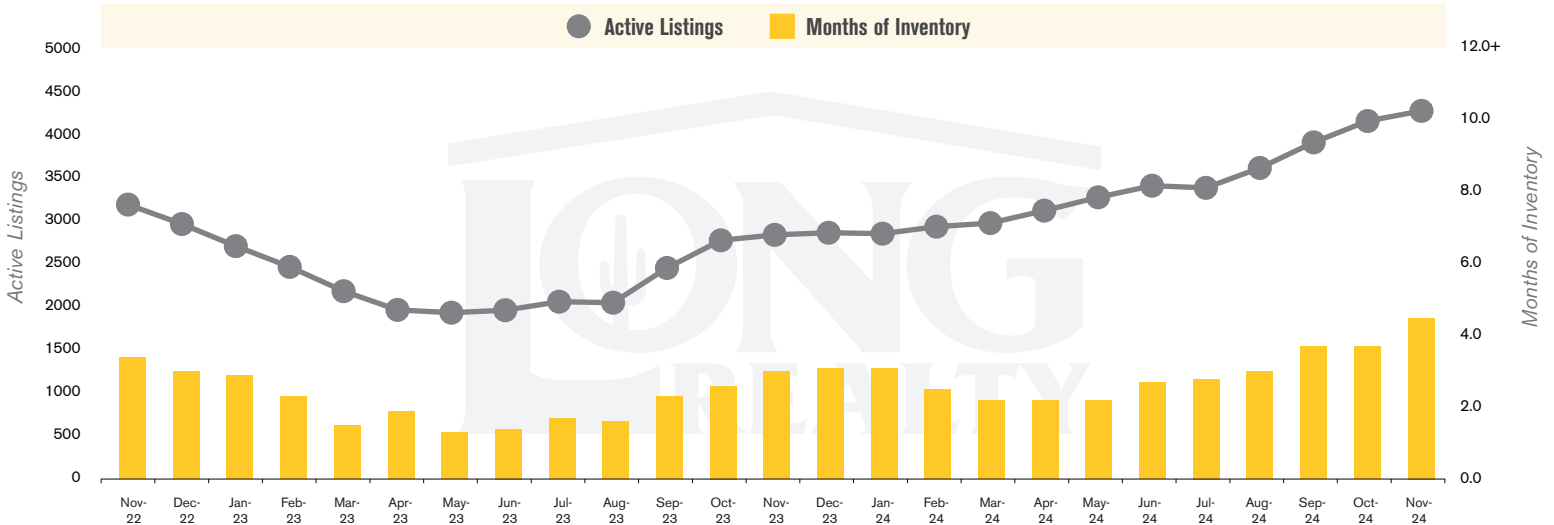
GREATER TUCSON MAIN MARKET | DECEMBER 2024

In the Tucson Main Market area, November 2024 active inventory was 4,322, a 51% increase from November 2023. There were 951 closings in November 2024, virtually unchanged from November 2023. Year-to-date 2024 there were 13,229 closings, a 1% increase from year-to-date 2023. Months of Inventory was 4.5, up from 3.0 in November 2023. Median price of sold homes was \$391,416 for the month of November 2024, up 3% from November 2023. The Tucson Main Market area had 1,102 new properties under contract in November 2024, up 6% from November 2023.

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 12/06/2024 is believed to be reliable, but not guaranteed.

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GREATER TUCSON MAIN MARKET | DECEMBER 2024

MEDIAN SOLD PRICE

GREATER TUCSON MAIN MARKET

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

Nov 2023	Nov 2024
96.2%	95.5%

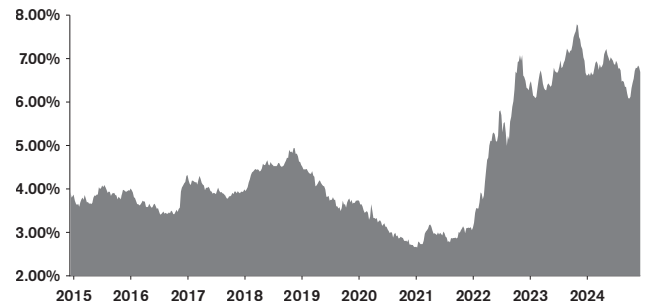


MONTHLY PAYMENT ON A MEDIAN PRICED HOME

Year	Median Price	Int. Rate	MO. Payment
2006	\$220,000	6.140%	\$1,271.93
2023	\$380,849	7.440%	\$2,514.96
2024	\$391,416	6.850%	\$2,436.55

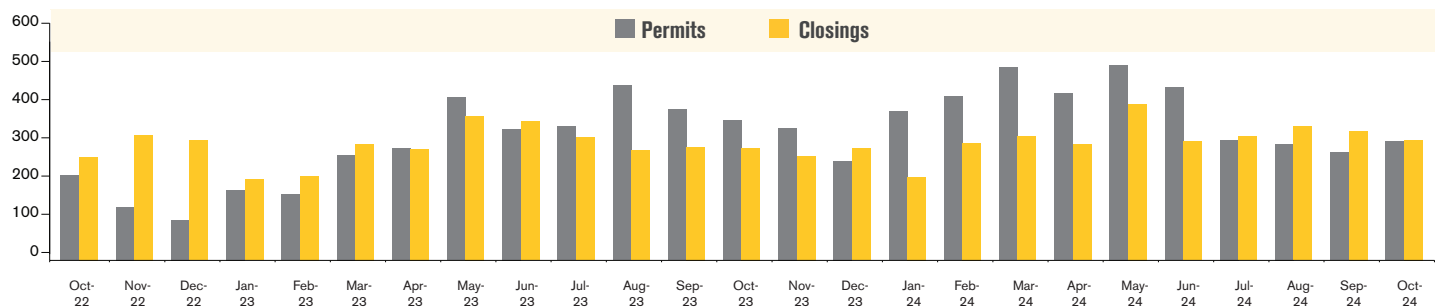
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS



Source: RLBrownReports/Bright Future Real Estate Research

For October 2024, new home permits were **down 15%** and new home closings were **up 7%** from October 2023.

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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
		Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24			
\$1 - 49,999	3	1	2	3	2	0	2	1.5	3.3	Seller
\$50,000 - 74,999	4	1	1	2	2	5	3	1.3	1.6	Seller
\$75,000 - 99,999	25	6	9	6	3	8	5	5.0	4.4	Slightly Seller
\$100,000 - 124,999	28	7	13	9	10	9	10	2.8	2.9	Seller
\$125,000 - 149,999	52	17	20	17	16	9	7	7.4	5.0	Balanced
\$150,000 - 174,999	62	18	17	16	12	19	11	5.6	4.0	Seller
\$175,000 - 199,999	69	23	17	25	17	8	15	4.6	4.7	Slightly Seller
\$200,000 - 224,999	69	30	33	41	14	21	26	2.7	3.3	Seller
\$225,000 - 249,999	150	52	40	44	51	60	40	3.8	2.6	Seller
\$250,000 - 274,999	160	64	60	64	57	71	60	2.7	2.4	Seller
\$275,000 - 299,999	287	90	92	92	88	78	79	3.6	3.2	Seller
\$300,000 - 349,999	646	236	220	237	199	244	166	3.9	3.2	Seller
\$350,000 - 399,999	754	198	195	198	169	173	144	5.2	4.5	Slightly Seller
\$400,000 - 499,999	815	217	211	205	189	176	159	5.1	4.5	Slightly Seller
\$500,000 - 599,999	362	105	120	83	83	98	71	5.1	4.2	Slightly Seller
\$600,000 - 699,999	219	71	69	69	61	45	46	4.8	4.2	Slightly Seller
\$700,000 - 799,999	146	35	33	35	30	31	45	3.2	3.7	Seller
\$800,000 - 899,999	104	22	22	23	24	18	19	5.5	5.1	Balanced
\$900,000 - 999,999	62	12	15	9	12	8	10	6.2	6.2	Balanced
\$1,000,000 - and over	305	51	50	32	24	45	33	9.2	8.3	Slightly Buyer
TOTAL	4,322	1,256	1,239	1,210	1,063	1,126	951	4.5	4.0	Seller



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 12/06/2024. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2024-11/30/2024. Information is believed to be reliable, but not guaranteed.

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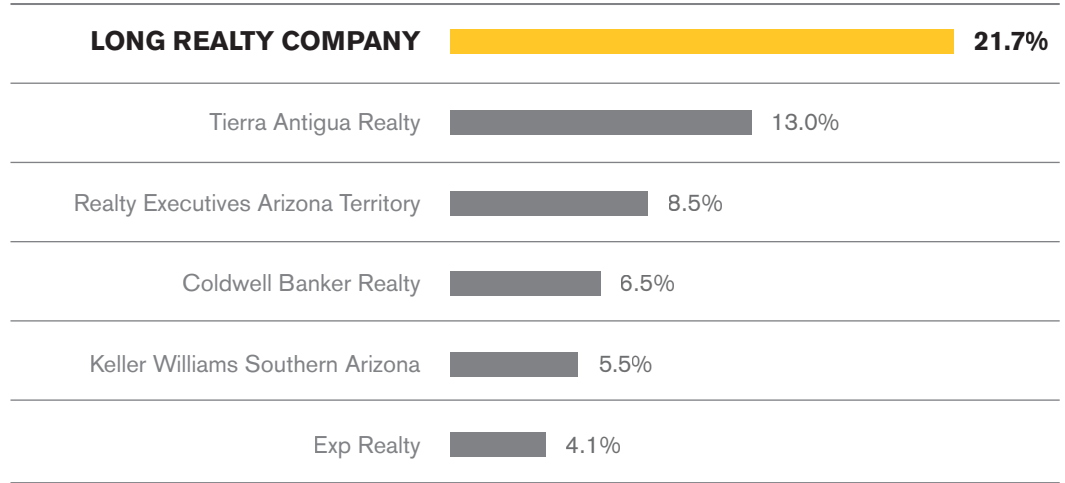
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MARKET SHARE GREATER TUCSON MAIN MARKET

Long Realty leads the market in successful real estate sales.

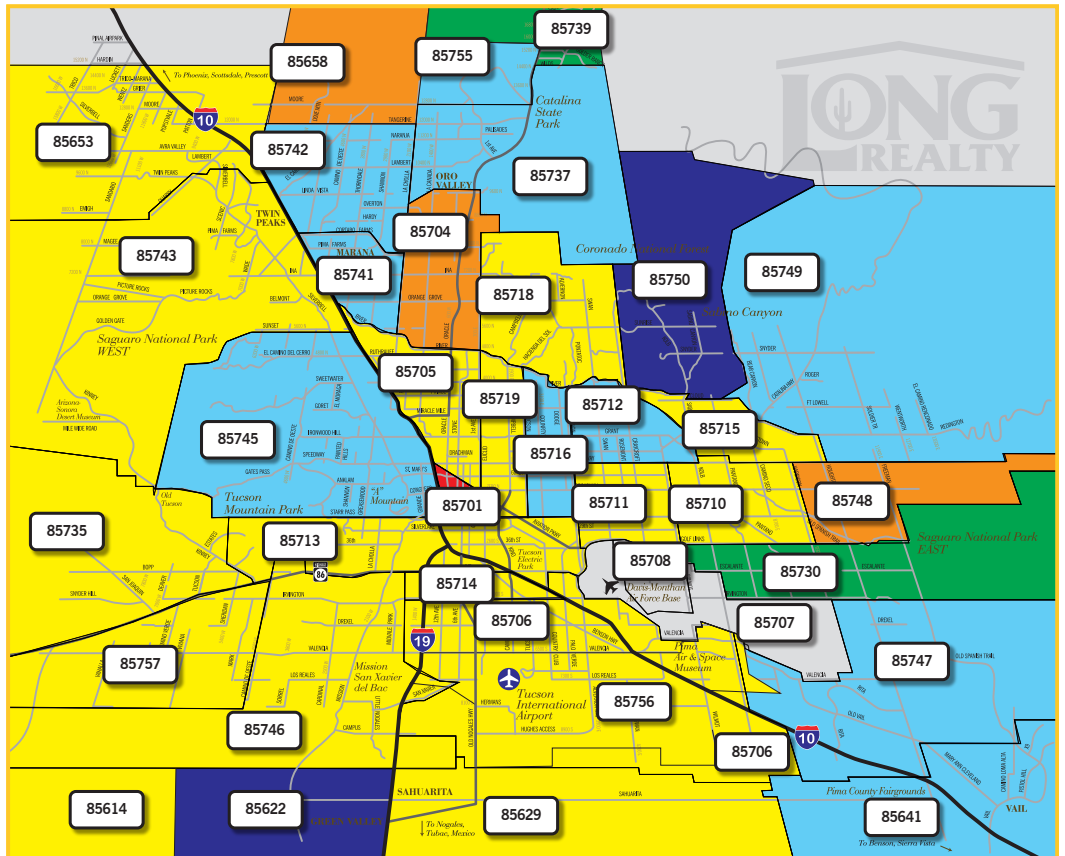
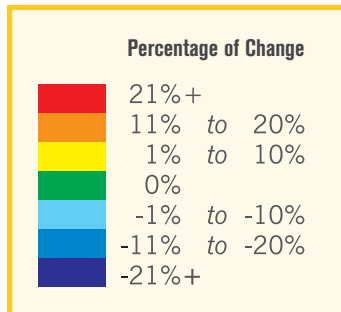
Data Obtained 12/06/2024 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 12/01/2023 – 11/30/2024 rounded to the nearest tenth of one percent and deemed to be correct.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

SEP 2023-NOV 2023 TO
SEP 2024-NOV 2024

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 September 2023-November 2023 to September 2024-November 2024 by zip code. These statistics are based on information obtained from the MLSSAZ on 12/06/2024. Information is believed to be reliable, but not guaranteed.