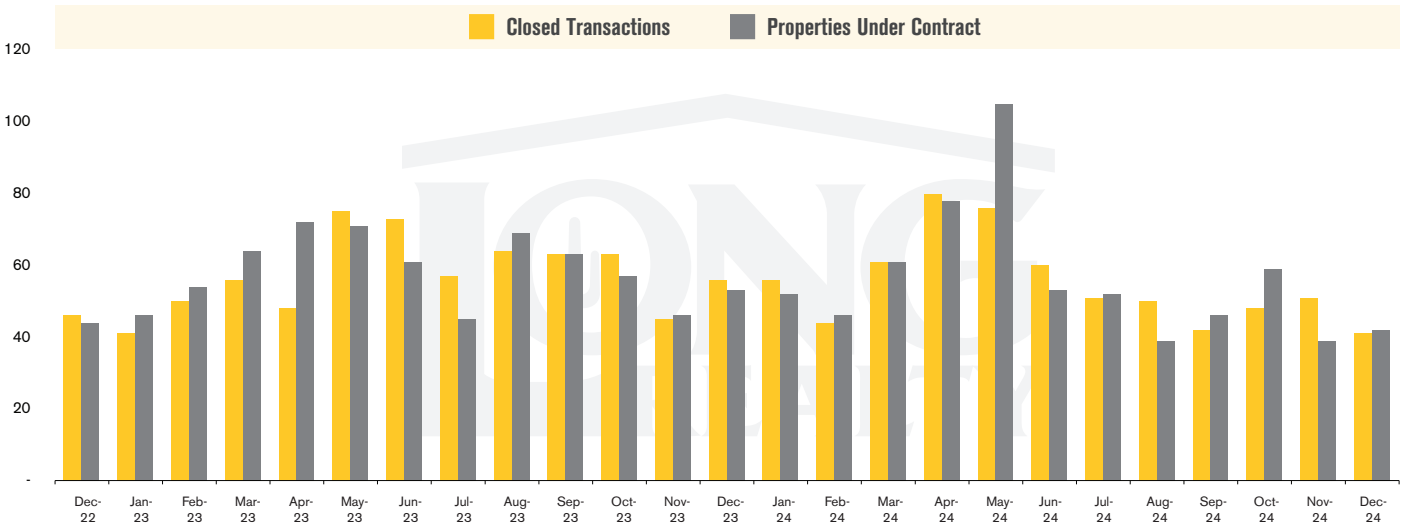
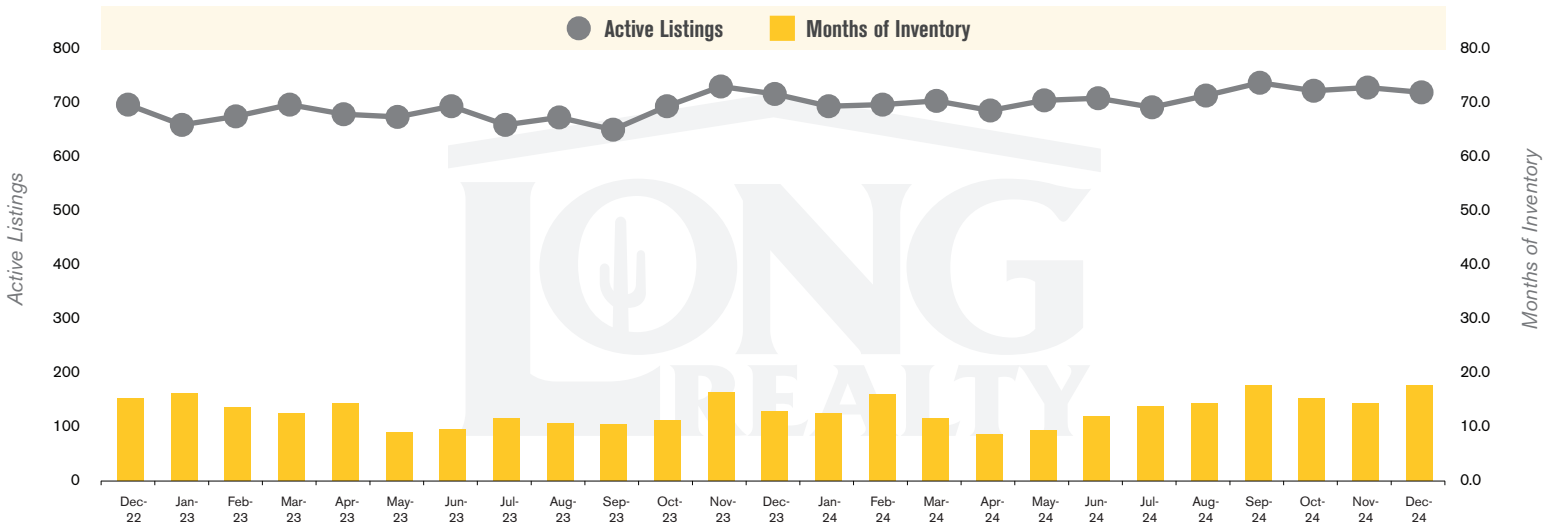


In the Tucson Lot and Land market, December 2024 active inventory was 730, virtually unchanged from December 2023. There were 41 closings in December 2024, a 27% decrease from December 2023. Year-to-date 2024 there were 660 closings, a 4% decrease from year-to-date 2023. Months of Inventory was 17.8, up from 13.0 in December 2023. Median price of sold lots was \$135,820 for the month of December 2024, down 7% from December 2023. The Tucson Lot and Land area had 42 new properties under contract in December 2024, down 21% from December 2023.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON LAND



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON LAND



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Properties under contract and Home Sales data is based on information obtained from the MLSAZ using TrendGraphix software. All data obtained 01/07/2025 is believed to be reliable, but not guaranteed.

THE LAND REPORT



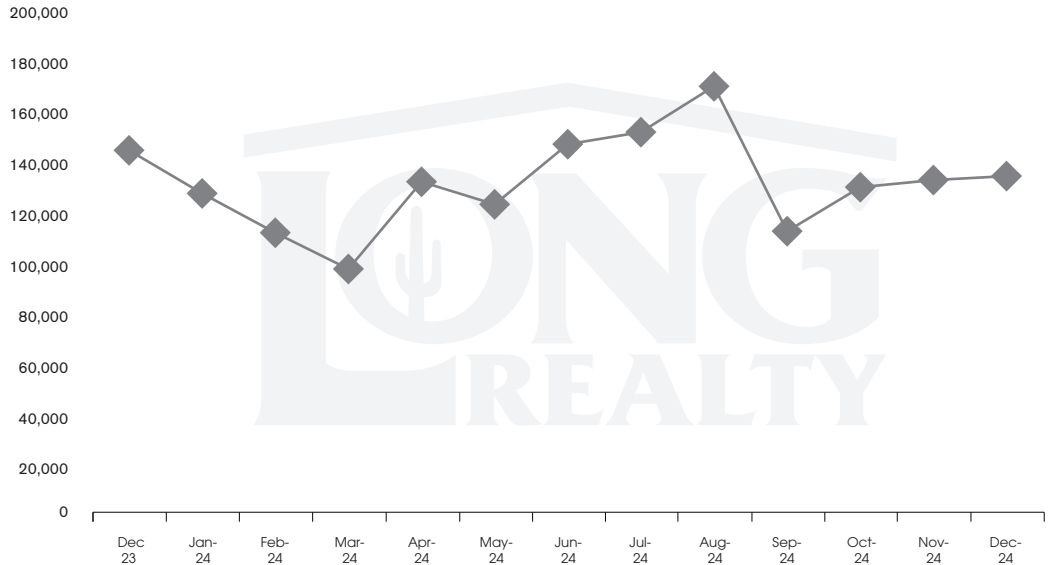
TUCSON | JANUARY 2025

MEDIAN SOLD PRICE

TUCSON LAND

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

Dec 2023	Dec 2024
92.6%	87.6%



MARKET SHARE

TUCSON LAND

Long Realty leads the market in successful real estate sales.

Data Obtained 01/07/2025 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 01/01/2024 – 12/31/2024 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY 24.7%

Tierra Antigua Realty 13.1%

Realty Executives Arizona Territory 8.1%

Coldwell Banker Realty 3.6%

Exp Realty 3.6%

Omni Homes International 3.6%

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These statistics are based on information obtained from MLSSAZ and using TrendGraphix software on 01/07/2025. Information is believed to be reliable, but not guaranteed.

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
		Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24			
\$1 - 49,999	91	12	11	10	8	18	5	18.2	8.4	Slightly Buyer
\$50,000 - 74,999	48	4	4	6	9	2	9	5.3	7.3	Slightly Buyer
\$75,000 - 99,999	91	4	4	10	5	9	6	15.2	14.3	Buyer
\$100,000 - 124,999	50	4	3	4	4	1	2	25.0	19.7	Buyer
\$125,000 - 149,999	56	6	3	3	6	2	3	18.7	13.6	Buyer
\$150,000 - 174,999	61	4	4	0	4	5	3	20.3	14.8	Buyer
\$175,000 - 199,999	35	2	5	2	2	3	2	17.5	17.0	Buyer
\$200,000 - 224,999	29	3	2	1	4	2	1	29.0	13.6	Buyer
\$225,000 - 249,999	36	2	2	1	2	1	4	9.0	15.6	Buyer
\$250,000 - 274,999	20	2	1	0	1	1	1	20.0	23.0	Buyer
\$275,000 - 299,999	25	1	1	1	0	1	1	25.0	35.0	Buyer
\$300,000 - 349,999	33	2	3	1	2	1	3	11.0	17.7	Buyer
\$350,000 - 399,999	40	2	2	2	1	1	1	40.0	42.3	Buyer
\$400,000 - 499,999	32	1	3	0	0	2	0	n/a	54.0	Buyer
\$500,000 - 599,999	21	1	1	1	0	1	0	n/a	65.0	Buyer
\$600,000 - 699,999	18	0	1	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	8	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	7	0	0	0	0	1	0	n/a	20.0	Buyer
\$900,000 - 999,999	5	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	24	1	0	0	0	0	0	n/a	n/a	n/a
TOTAL	730	51	50	42	48	51	41	17.8	15.7	Buyer



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 01/07/2025. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2024-12/31/2024. Information is believed to be reliable, but not guaranteed.