

# THE LUXURY HOUSING REPORT

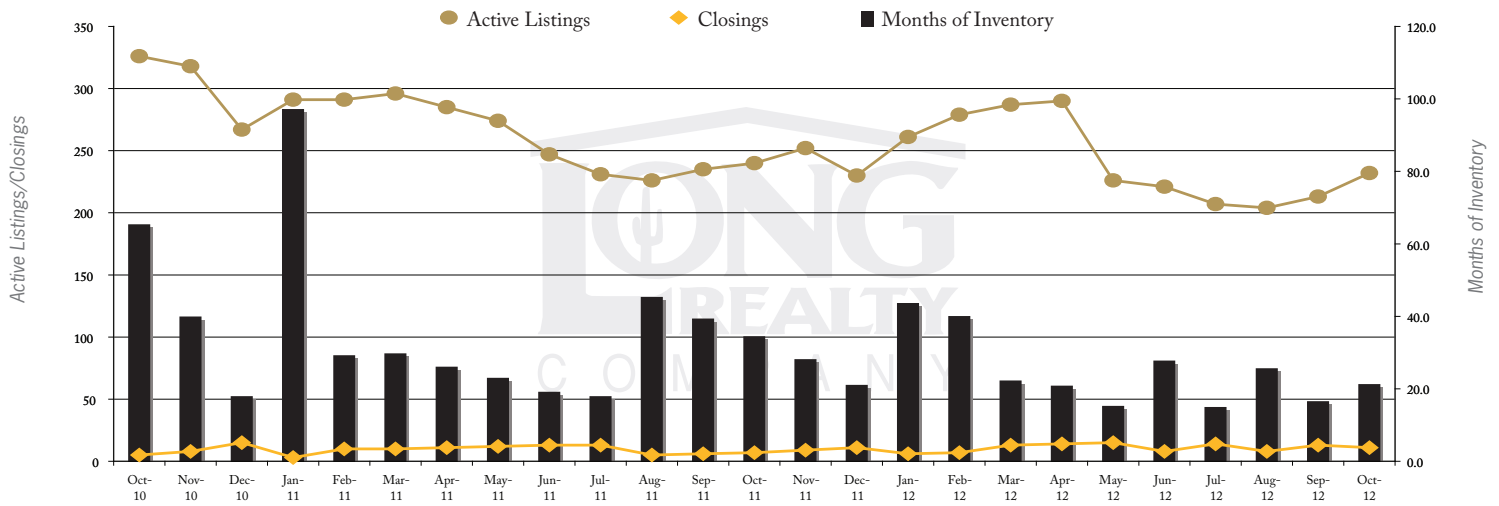
Powered by Long Realty Research Center

Tucson | November 2012



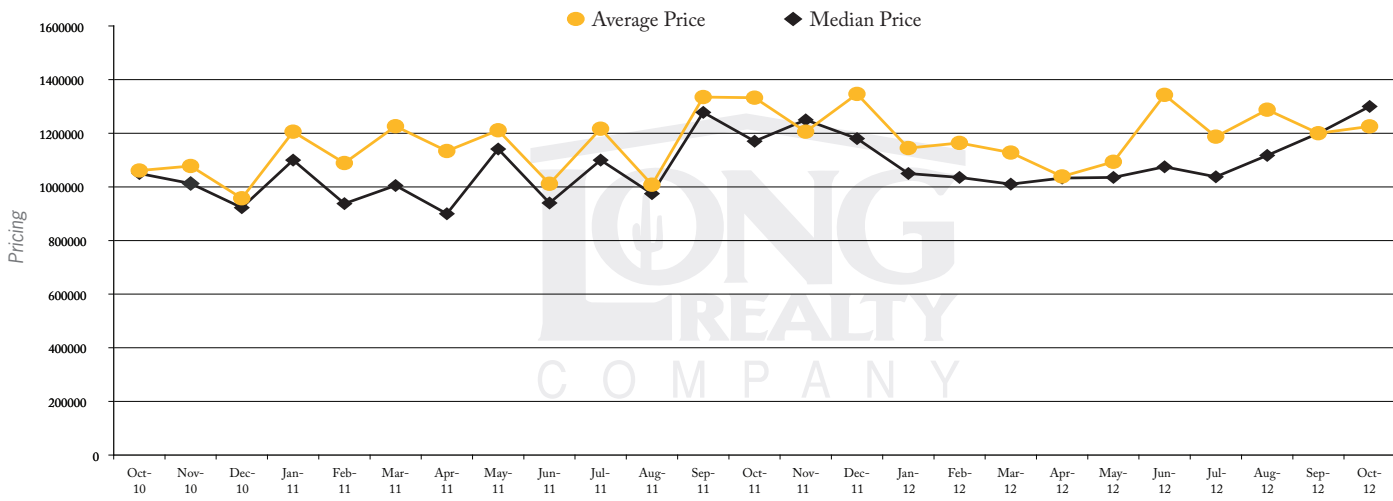
As of October 2012 active luxury inventory was 232, a 3% decrease from October 2011. There were 11 luxury closings in October 2012, 57% above October 2011. Months of Inventory was 21.1, down from 34.3 in October 2011. Median price of luxury sold homes was \$1,300,000 for the month of October 2012, up 11% from October 2011. The Luxury market had 8 new luxury properties under contract in October 2012, down 20% from October 2011.

## MONTHS OF INVENTORY, ACTIVE LISTINGS AND CLOSINGS



*These statistics are based on information obtained from the TARMLS using Brokermetrics software for all closed residential volume \$800,000 or higher on 11/5/2012. Information is believed to be reliable, but not guaranteed. Months of Inventory (MOI) reflect the time period required to sell all the properties on the market given the number of closed transactions in the preceding month, provided no new product becomes available. This is an excellent benchmark to show the velocity of transactions in relation to the market inventories. This measurement is a broad one and will vary (in some cases dramatically) by price range, location and type of property.*

## MEDIAN AND AVERAGE PRICE (CLOSED SALES)



*These statistics are based on information obtained from the TARMLS using Brokermetrics software for all closed residential volume \$800,000 or higher on 11/5/2012. Information is believed to be reliable, but not guaranteed.*



**Stephen Woodall**

Oro Valley  
10445 N. Oracle Rd #121  
Oro Valley, Arizona 85737  
(520) 818-4504

Stephen@TeamWoodall.com  
<http://TeamWoodall.com>



# THE LUXURY HOUSING REPORT

Powered by Long Realty Research Center

Tucson | November 2012



## NEW LUXURY PROPERTIES UNDER CONTRACT



*These statistics are based on information obtained from the TARMLS using Brokermetrics software for all closed residential volume \$800,000 or higher on 11/5/2012. Information is believed to be reliable, but not guaranteed.*

## LUXURY PROPERTY PRICE BANDED MARKET REPORT

Price Band	Active Listings	Homes Sold/Closed						Months of Inventory
	Oct-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	
\$800,000 - 899,999	56	6	1	3	1	3	3	18.7
\$900,000 - 999,999	27	0	4	2	2	1	0	n/a
\$1,000,000 - \$1,249,999	38	5	1	4	2	4	2	19.0
\$1,250,000 - \$1,499,999	40	3	1	4	1	4	3	13.3
\$1,500,000 - \$1,749,999	28	0	0	0	0	0	3	9.3
\$1,750,000 - \$1,999,999	19	0	0	0	1	0	0	n/a
\$2,000,000 - and over	29	1	2	1	1	1	0	n/a
<b>TOTAL</b>	<b>237</b>	<b>15</b>	<b>9</b>	<b>14</b>	<b>8</b>	<b>13</b>	<b>11</b>	<b>21.5</b>

*These statistics are based on information obtained from the TARMLS using Brokermetrics software for all closed residential volume \$800,000 or higher on 11/5/2012. Information is believed to be reliable, but not guaranteed. Months of Inventory (MOI) reflect the time period required to sell all the properties on the market given the number of closed transactions in the preceding month, provided no new product becomes available. This is an excellent benchmark to show the velocity of transactions in relation to the market inventories. This measurement is a broad one and will vary (in some cases dramatically) by price range, location and type of property.*



**Stephen Woodall**  
 Oro Valley  
 10445 N. Oracle Rd #121  
 Oro Valley, Arizona 85737  
 (520) 818-4504  
 Stephen@TeamWoodall.com  
<http://TeamWoodall.com>



# THE LUXURY HOUSING REPORT

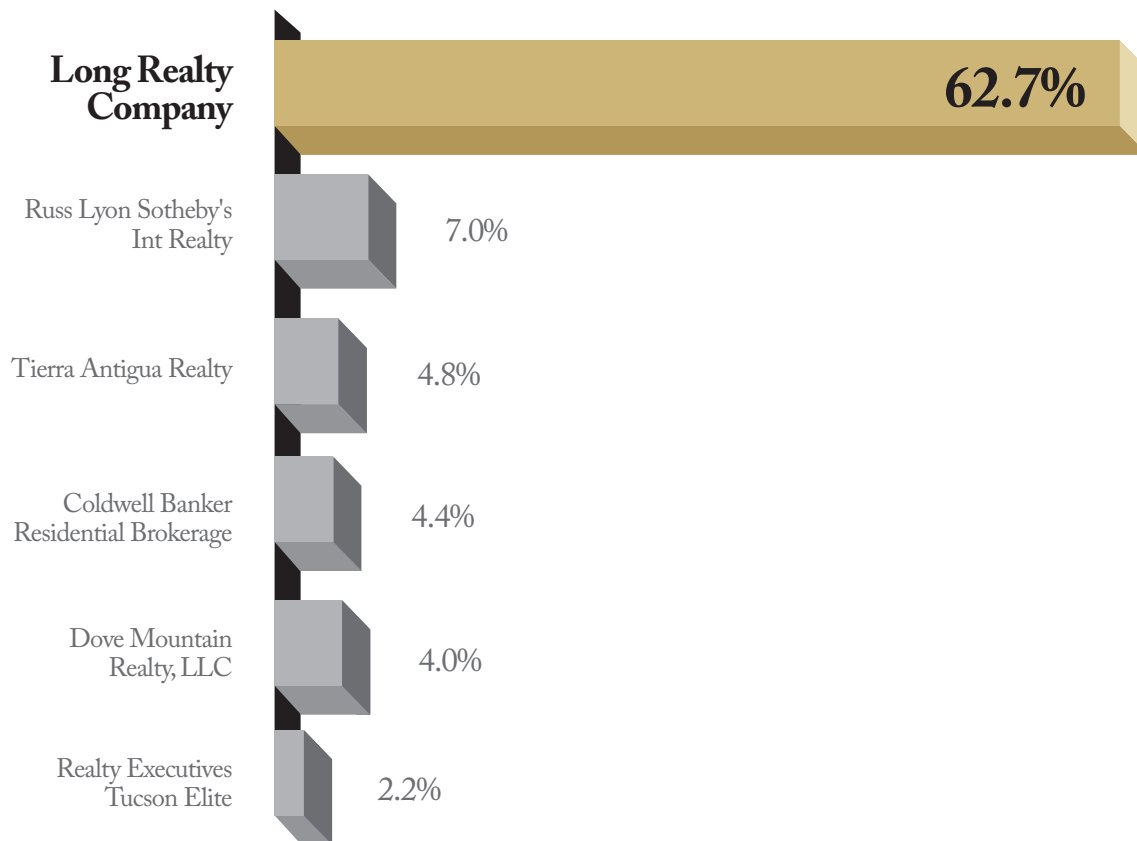
Powered by Long Realty Research Center

Tucson | November 2012



## Long Realty sells more luxury real estate in Tucson than all other companies combined

JANUARY 2012 - OCTOBER 2012 LUXURY MARKET SHARE



Data obtained 11/5/12 from TARMLS using Brokermetrics software for all closed residential sales units \$800,000 or above between 1/1/12 - 10/31/12 and is deemed to be correct.

Long Realty Company's luxury listings are proudly featured on:

**LongRealty.com**  
**wsj.com** (Wall Street Journal)  
**LuxuryPortfolio.com**  
**LuxuryRealEstate.com**  
**AZLuxuryProperty.com**

OUR INTERNATIONAL LUXURY AFFILIATIONS

LUXURY  
PORTFOLIO  
INTERNATIONAL™



Member of WHO'S WHO  
IN LUXURY REAL ESTATE™  
LUXURYREALSTATE.COM

LUXURY  
PORTFOLIO™  
INTERNATIONAL™

**Stephen Woodall**  
Oro Valley  
10445 N. Oracle Rd #121  
Oro Valley, Arizona 85737  
(520) 818-4504  
Stephen@TeamWoodall.com  
<http://TeamWoodall.com>

