

THE LUXURY HOUSING REPORT

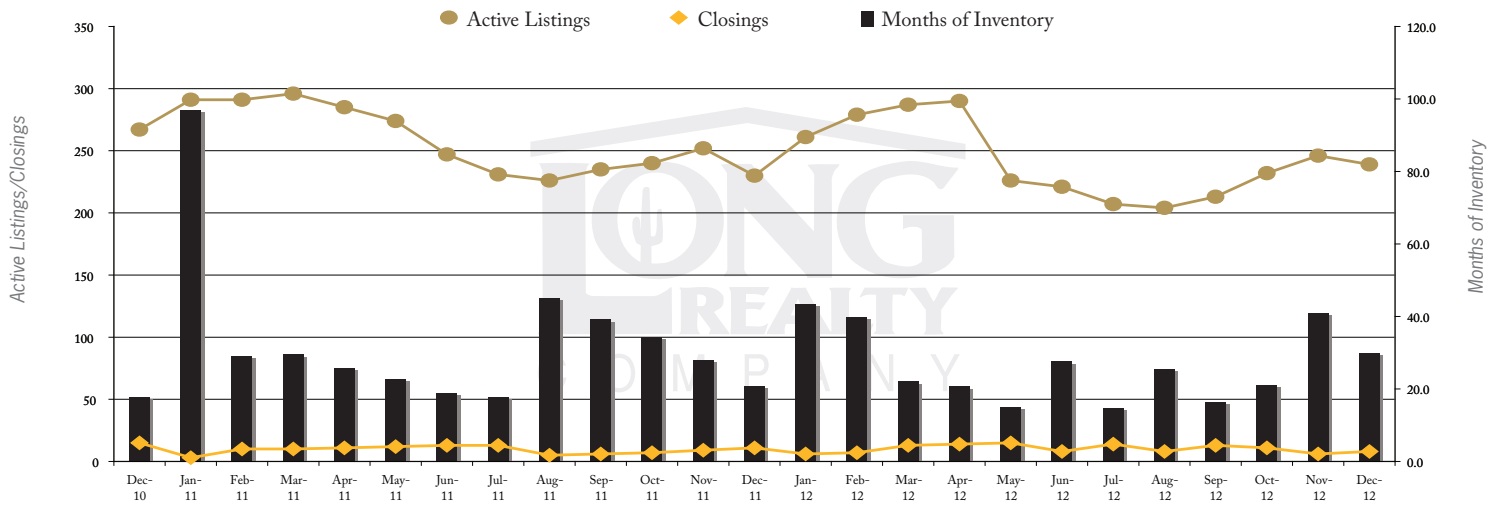
Powered by Long Realty Research Center

Tucson | January 2013



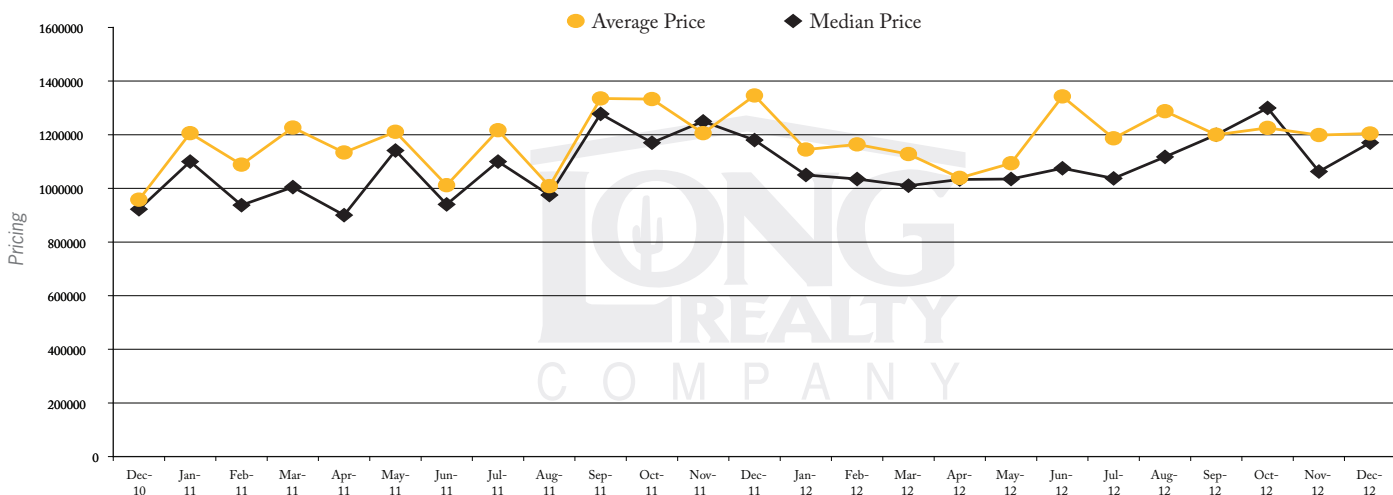
As of December 2012 active luxury inventory was 239, a 4% increase from December 2011. There were 8 luxury closings in December 2012, 27% below December 2011. Months of Inventory was 30.5, up from 20.9 in December 2011. Median price of luxury sold homes was \$1,170,000 for the month of December 2012, down 1% from December 2011. The Luxury market had 12 new luxury properties under contract in December 2012, down 8% from December 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 1/4/2013. 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 1/4/2013. 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 | January 2013



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 1/4/2013. 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
	Dec-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12		
\$800,000 - 899,999	55	3	1	3	3	2	2	27.5	
\$900,000 - 999,999	29	2	2	1	0	1	1	29.0	
\$1,000,000 - \$1,249,999	37	4	2	4	2	1	3	12.3	
\$1,250,000 - \$1,499,999	40	4	1	4	3	1	0	n/a	
\$1,500,000 - \$1,749,999	30	0	0	0	3	0	1	30.0	
\$1,750,000 - \$1,999,999	22	0	1	0	0	1	1	22.0	
\$2,000,000 - and over	31	1	1	1	0	0	0	n/a	
TOTAL	244	14	8	13	11	6	8	30.5	

These statistics are based on information obtained from the TARMLS using Brokermetrics software for all closed residential volume \$800,000 or higher on 1/4/2013. 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

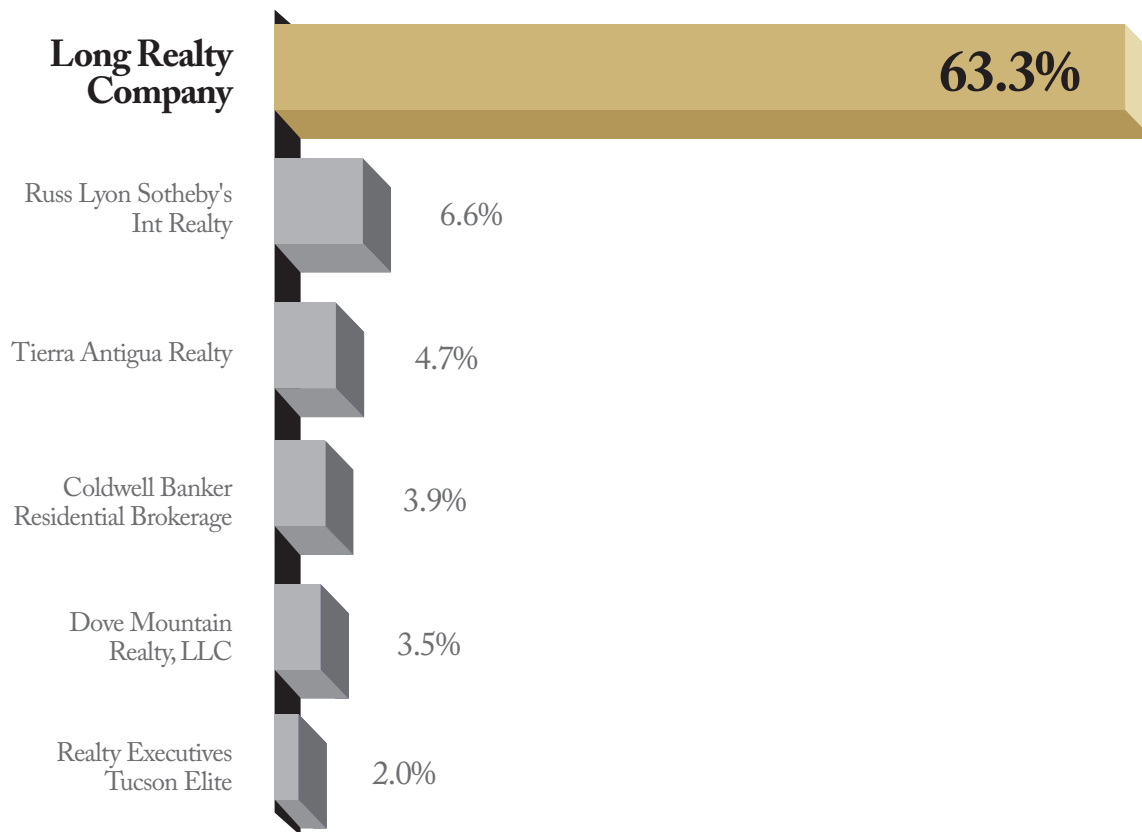
Powered by Long Realty Research Center

Tucson | January 2013



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

JANUARY 2012 - DECEMBER 2012 LUXURY MARKET SHARE



Data obtained 1/4/13 from TARMLS using Brokermetrics software for all closed residential sales units \$800,000 or above between 1/1/12 - 12/31/12 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>

