

THE LUXURY HOUSING REPORT

Powered by Long Realty Research Center

Tucson | October 2012



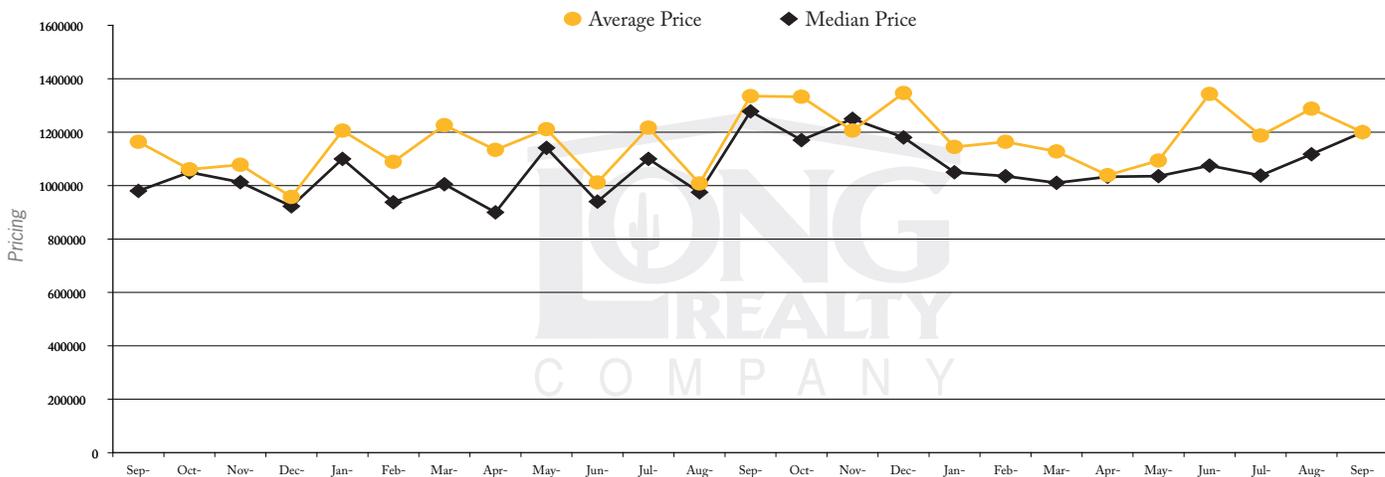
As of September 2012 active luxury inventory was 213, a 9% decrease from September 2011. There were 13 luxury closings in September 2012, 117% above September 2011. Months of Inventory was 16.6, down from 39.2 in September 2011. Median price of luxury sold homes was \$1,200,000 for the month of September 2012, down 6% from September 2011. The Luxury market had 21 new luxury properties under contract in September 2012, up 62% from September 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 10/3/2012. 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)



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Stephen Woodall

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

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



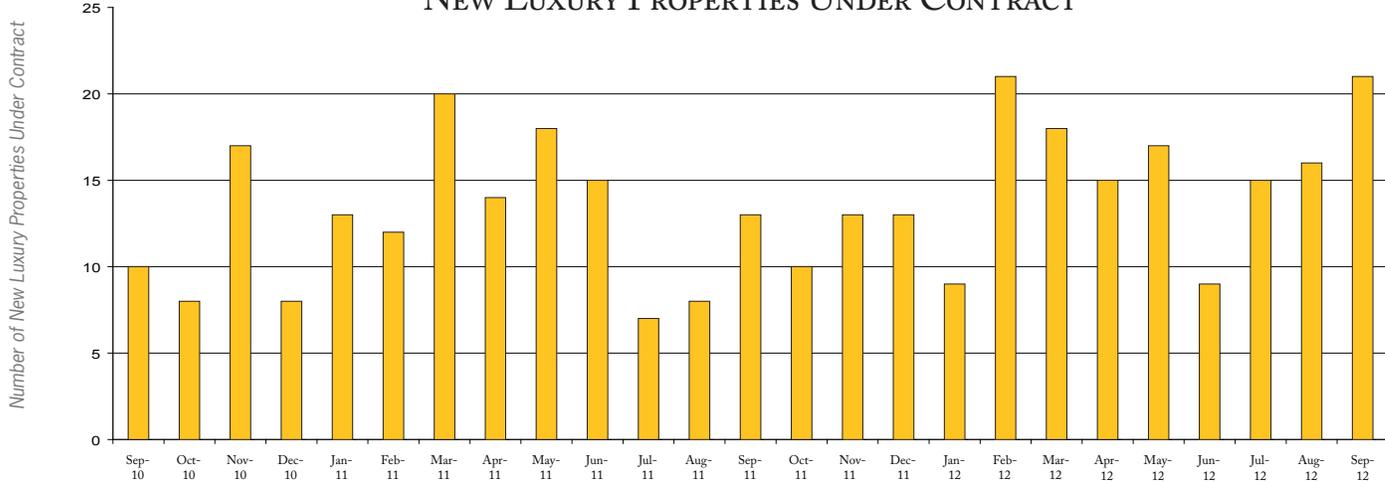
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NEW LUXURY PROPERTIES UNDER CONTRACT



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LUXURY PROPERTY PRICE BANDED MARKET REPORT

| Price Band | Active Listings | Homes Sold/Closed | | | | | | Months of Inventory |
|---------------------------|-----------------|-------------------|-----------|----------|-----------|----------|-----------|---------------------|
| | Sep-12 | Apr-12 | May-12 | Jun-12 | Jul-12 | Aug-12 | Sep-12 | |
| \$800,000 - 899,999 | 48 | 3 | 6 | 1 | 3 | 1 | 3 | 16.0 |
| \$900,000 - 999,999 | 28 | 2 | 0 | 4 | 2 | 2 | 1 | 28.0 |
| \$1,000,000 - \$1,249,999 | 33 | 9 | 5 | 1 | 4 | 2 | 4 | 8.3 |
| \$1,250,000 - \$1,499,999 | 35 | 0 | 3 | 1 | 4 | 1 | 4 | 8.8 |
| \$1,500,000 - \$1,749,999 | 22 | 1 | 0 | 0 | 0 | 0 | 0 | n/a |
| \$1,750,000 - \$1,999,999 | 20 | 0 | 0 | 0 | 0 | 1 | 0 | n/a |
| \$2,000,000 - and over | 30 | 0 | 1 | 2 | 1 | 1 | 1 | 30.0 |
| TOTAL | 216 | 15 | 15 | 9 | 14 | 8 | 13 | 16.6 |

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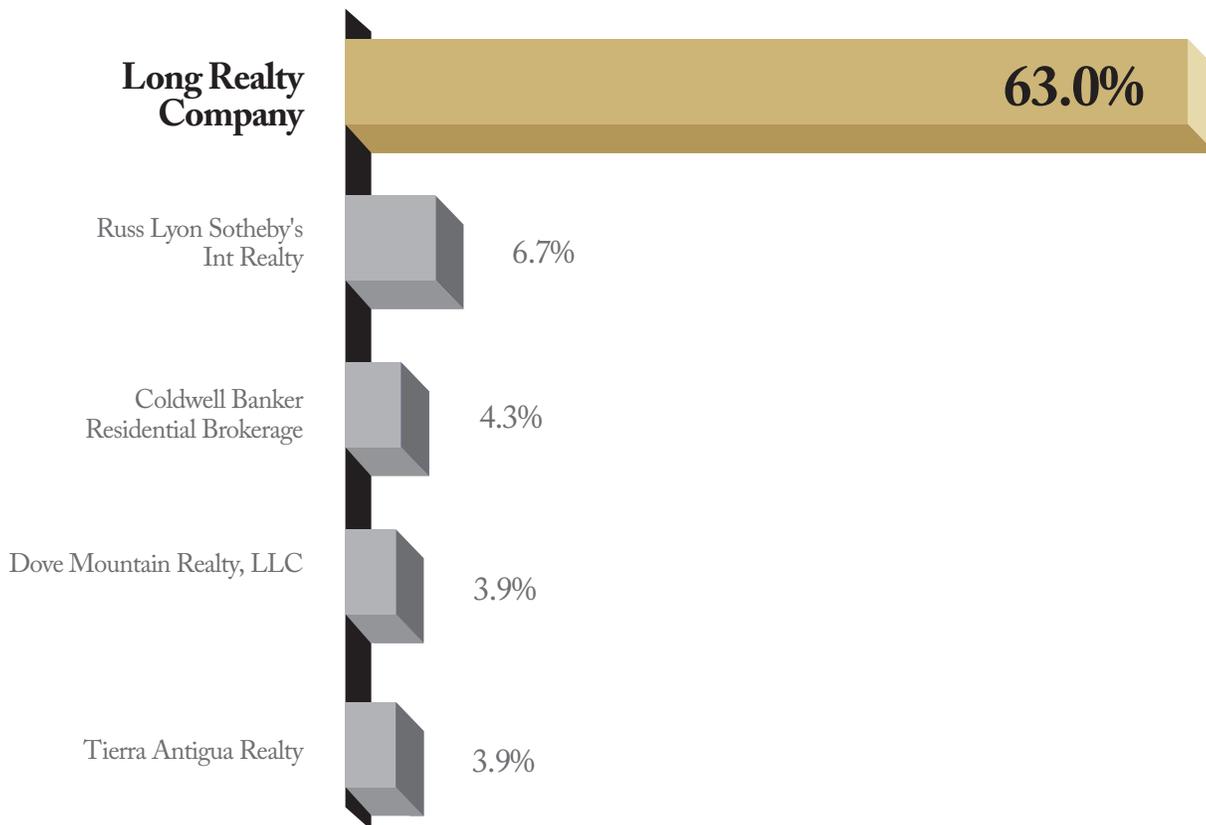
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Long Realty sells more luxury real estate in Tucson than all other companies combined

JANUARY 2012 - SEPTEMBER 2012 LUXURY MARKET SHARE



Data obtained 10/3/12 from TARMLS using Brokermetrics software for all closed residential sales units \$800,000 or above between 1/1/12 - 9/30/12 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

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