

THE LUXURY HOUSING REPORT

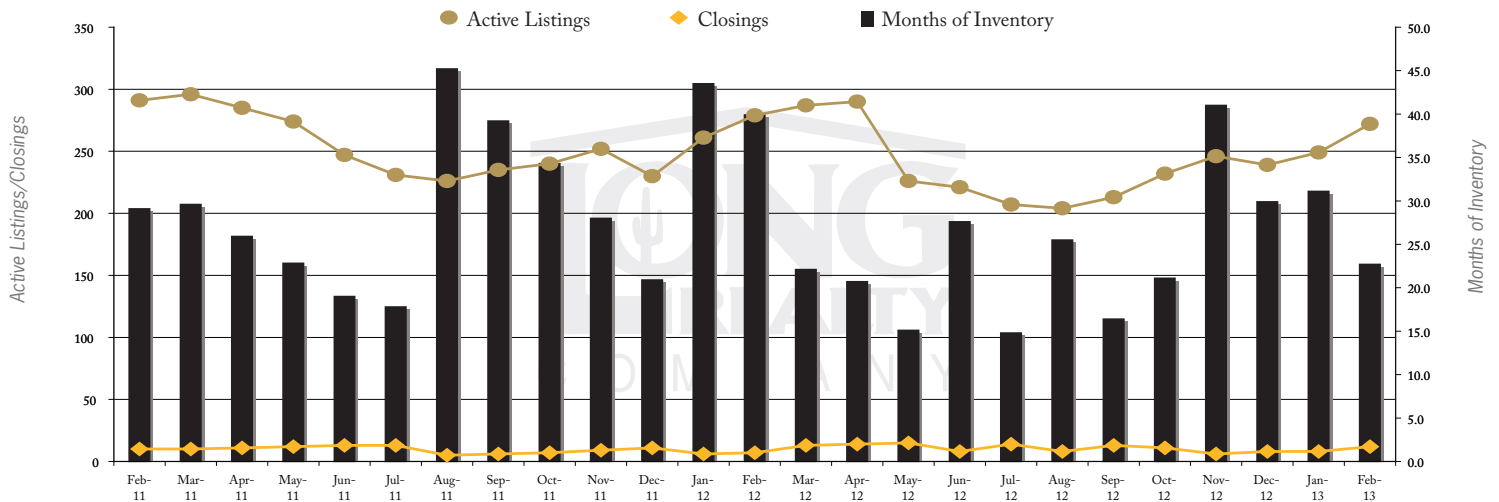
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Tucson | March 2013

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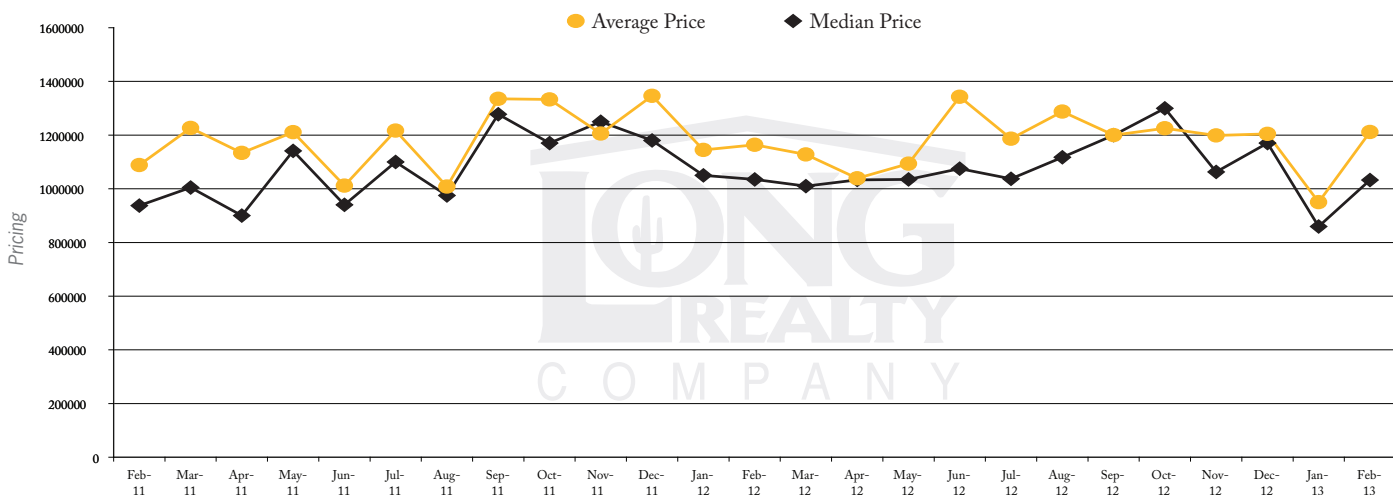
As of February 2013 active luxury inventory was 272, a 3% decrease from February 2012. There were 12 luxury closings in February 2013, 71% above February 2012. Months of Inventory was 23.0, down from 39.9 in February 2012. Median price of luxury sold homes was \$1,032,500 for the month of February 2013, virtually unchanged from February 2012. The Luxury market had 8 new luxury properties under contract in February 2013, down 62% from February 2012.

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 3/5/2013. 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)



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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
	Feb-13	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	
\$800,000 - 899,999	53	3	3	2	2	6	4	13.3
\$900,000 - 999,999	45	1	0	1	1	0	1	45.0
\$1,000,000 - \$1,249,999	44	4	2	1	3	2	2	22.0
\$1,250,000 - \$1,499,999	46	4	3	1	0	1	0	n/a
\$1,500,000 - \$1,749,999	31	0	3	0	1	0	4	7.8
\$1,750,000 - \$1,999,999	21	0	0	1	1	0	1	21.0
\$2,000,000 - and over	36	1	0	0	0	0	0	n/a
TOTAL	276	13	11	6	8	9	12	23.0

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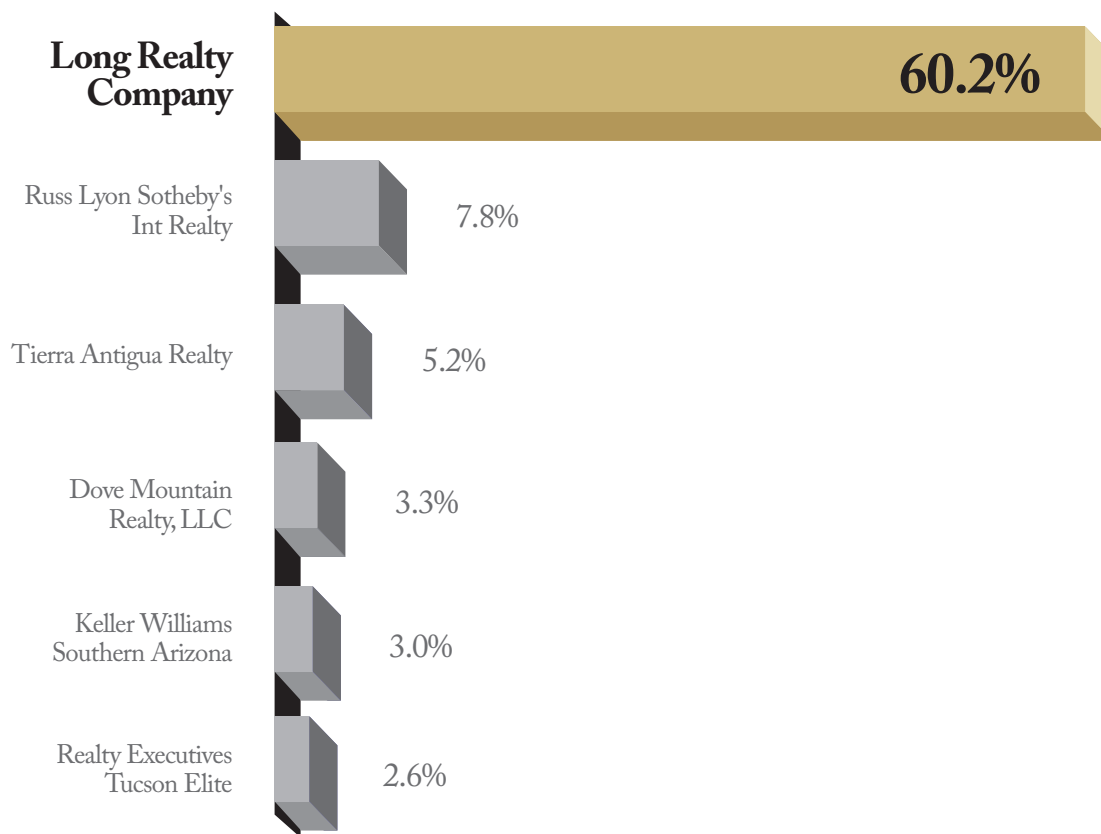
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Long Realty sells more luxury real estate in Tucson than all other companies combined

MARCH 2012 - MARCH 2013 LUXURY MARKET SHARE



Data obtained 3/5/13 from TARMLS using Brokermetrics software for all closed residential sales units \$800,000 or above between 3/1/12-2/28/13 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

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