

# THE LUXURY HOUSING REPORT

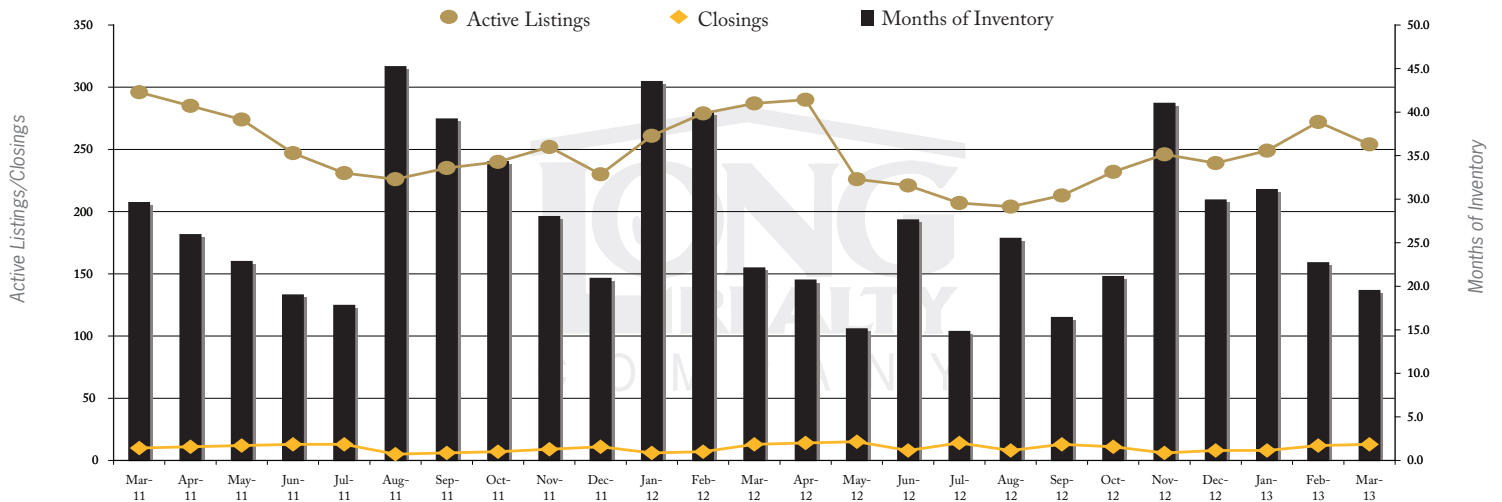
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Tucson | April 2013

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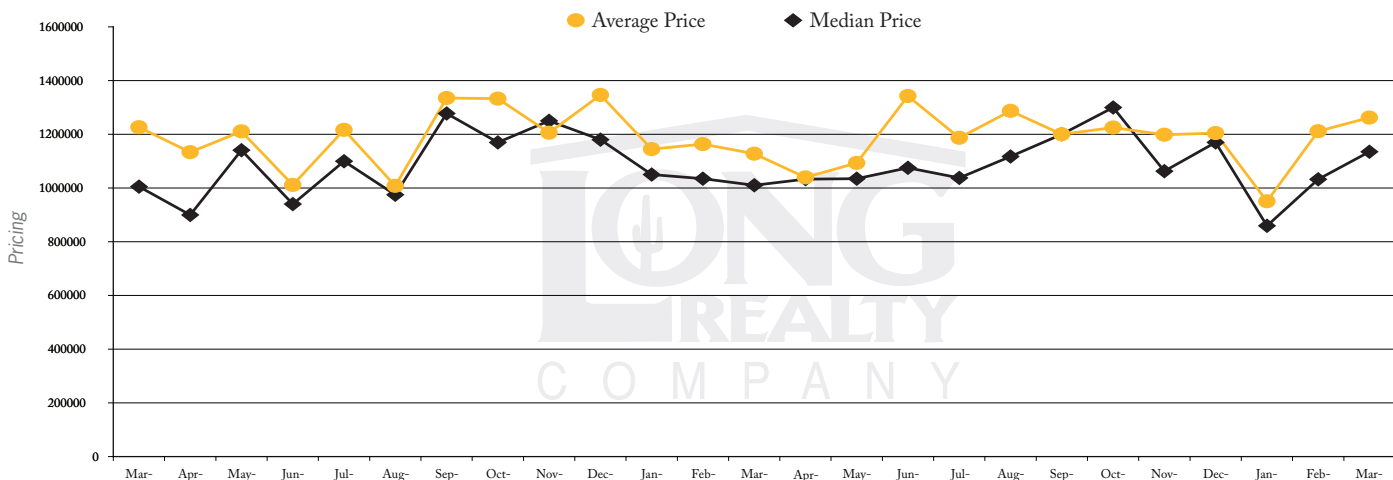
As of March 2013 active luxury inventory was 254, an 11% decrease from March 2012. There were 13 luxury closings in March 2013, virtually unchanged from March 2012. Months of Inventory was 19.9, down from 22.1 in March 2012. Median price of luxury sold homes was \$1,135,000 for the month of March 2013, up 12% from March 2012. The Luxury market had 24 new luxury properties under contract in March 2013, up 33% from March 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 4/3/2013. 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
	Mar-13	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	
\$800,000 - 899,999	47	3	2	2	6	4	1	47.0
\$900,000 - 999,999	40	0	1	1	0	1	3	13.3
\$1,000,000 - \$1,249,999	42	2	1	3	2	2	3	14.0
\$1,250,000 - \$1,499,999	48	3	1	0	1	0	1	48.0
\$1,500,000 - \$1,749,999	29	3	0	1	0	4	4	7.3
\$1,750,000 - \$1,999,999	20	0	1	1	0	1	1	20.0
\$2,000,000 - and over	33	0	0	0	0	0	0	n/a
<b>TOTAL</b>	<b>259</b>	<b>11</b>	<b>6</b>	<b>8</b>	<b>9</b>	<b>12</b>	<b>13</b>	<b>19.9</b>

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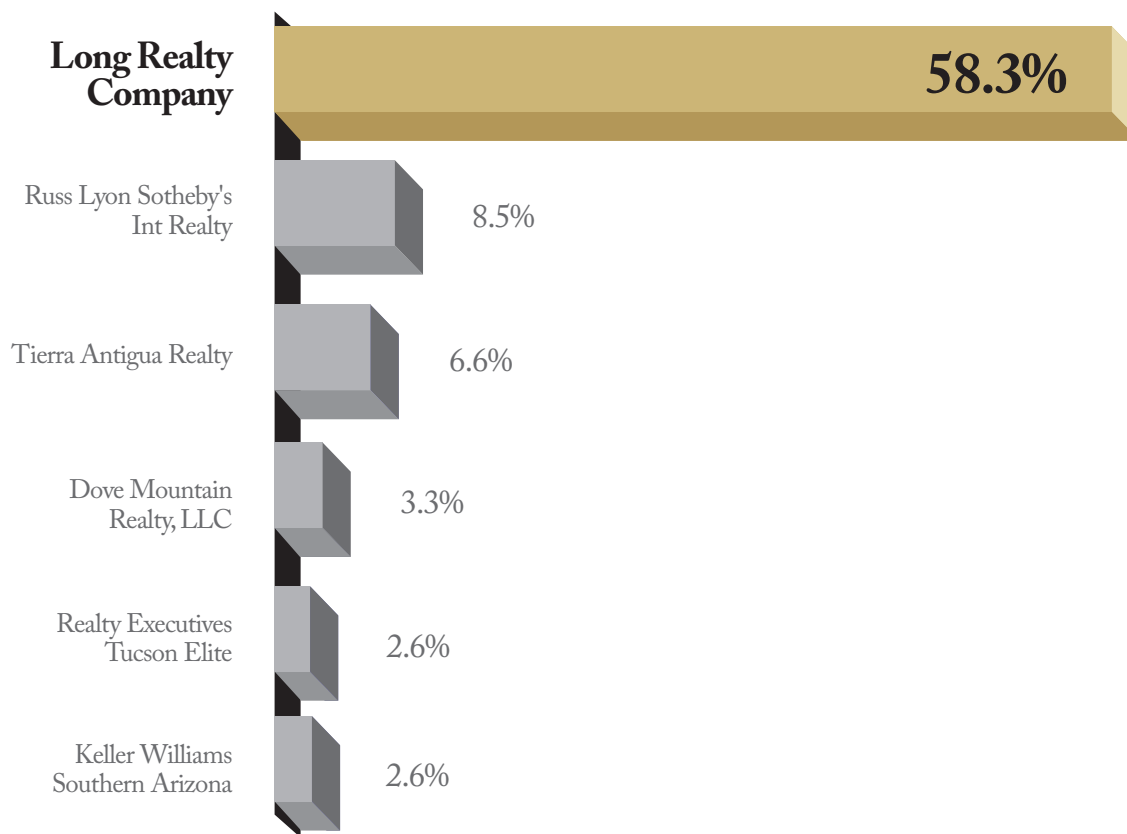
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## Long Realty sells more luxury real estate in Tucson than all other companies combined

APRIL 2012 - APRIL 2013 LUXURY MARKET SHARE



Data obtained 4/3/13 from TARMLS using Brokermetrics software for all closed residential sales units \$800,000 or above between 4/1/12-3/31/13 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**

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