

THE LUXURY HOUSING REPORT

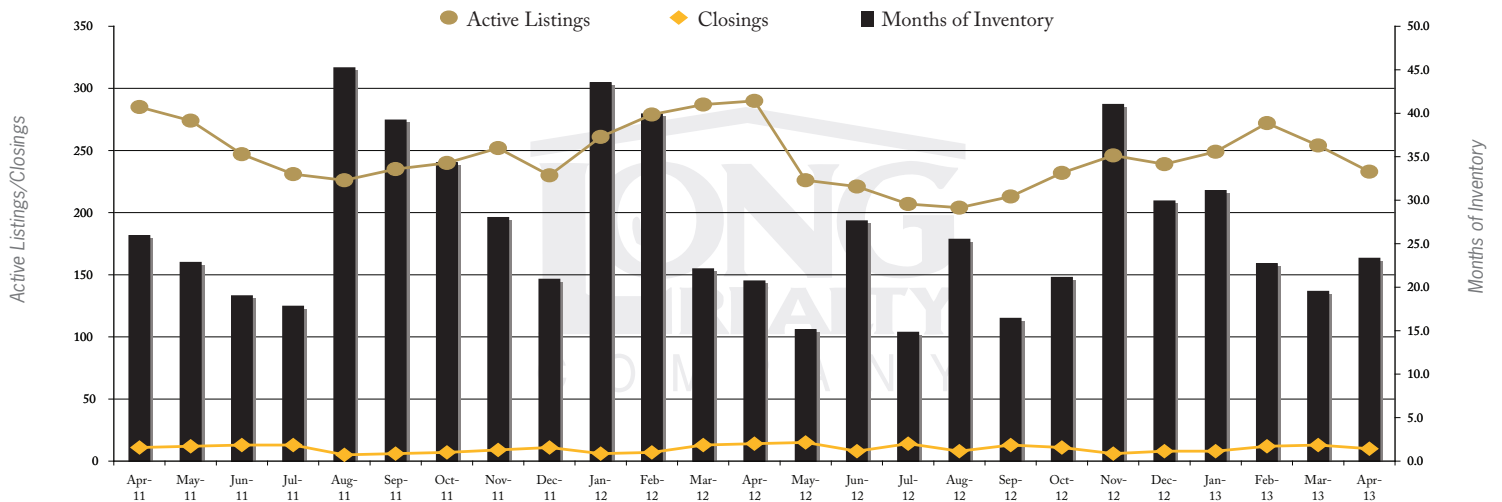
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Tucson | May 2013

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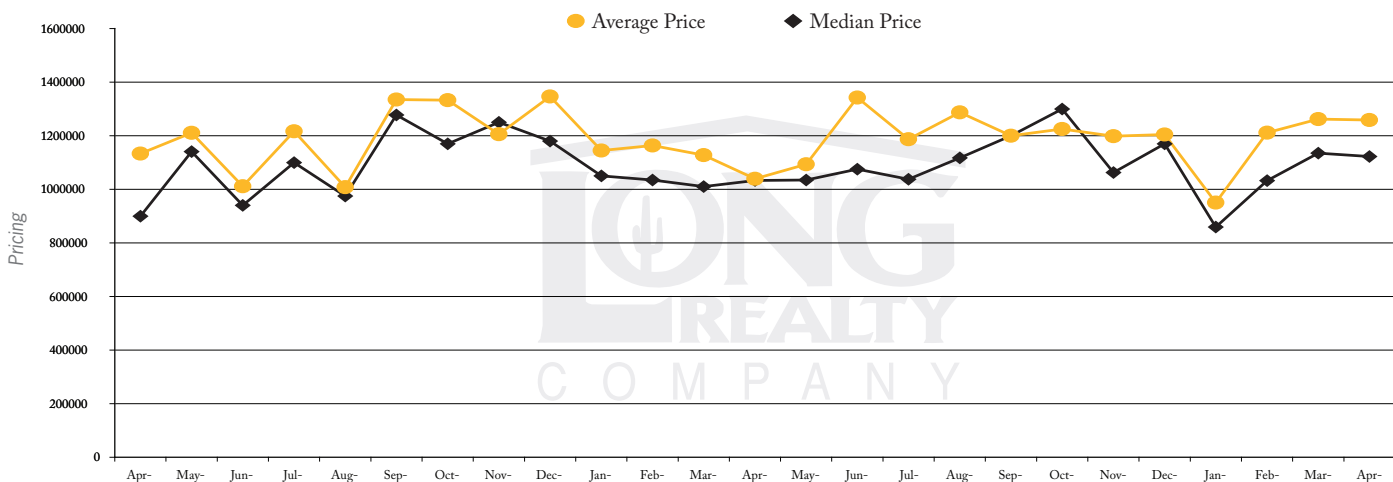
As of April 2013 active luxury inventory was 233, a 20% decrease from April 2012. There were 10 luxury closings in April 2013, 29% below April 2012. Months of Inventory was 23.9, down from 20.7 in April 2012. Median price of luxury sold homes was \$1,122,500 for the month of April 2013, up 9% from April 2012. The Luxury market had 26 new luxury properties under contract in April 2013, up 73% from April 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 5/3/2013. 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
	Apr-13	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	
\$800,000 - 899,999	40	2	2	6	4	1	3	13.3
\$900,000 - 999,999	41	1	1	0	1	3	0	n/a
\$1,000,000 - \$1,249,999	35	1	3	2	2	5	3	11.7
\$1,250,000 - \$1,499,999	46	1	0	1	0	1	3	15.3
\$1,500,000 - \$1,749,999	26	0	1	0	4	4	0	n/a
\$1,750,000 - \$1,999,999	19	1	1	0	1	1	0	n/a
\$2,000,000 - and over	32	0	0	0	0	0	1	32.0
TOTAL	239	6	8	9	12	15	10	23.9

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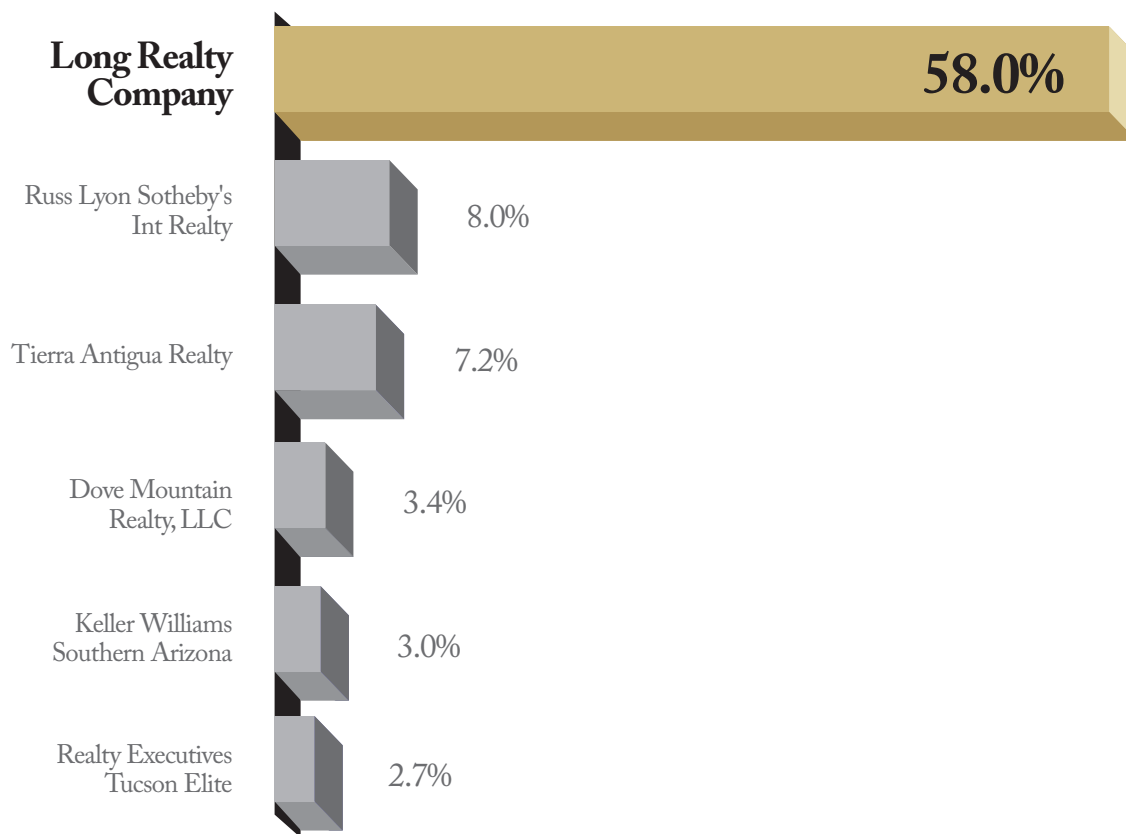
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Long Realty sells more luxury real estate in Tucson than all other companies combined

MAY 2012 - APRIL 2013 LUXURY MARKET SHARE



Data obtained 5/3/13 from TARMLS using Brokermetrics software for all closed residential sales units \$800,000 or above between 5/1/12-4/30/13 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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