

THE LUXURY HOUSING REPORT

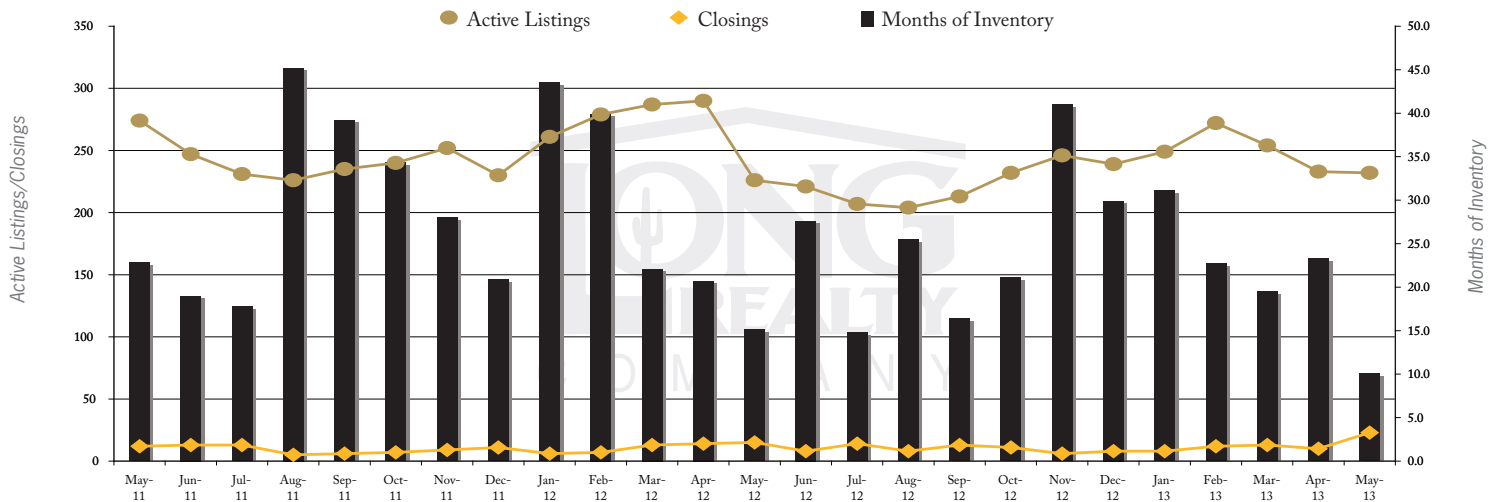
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Tucson | June 2013

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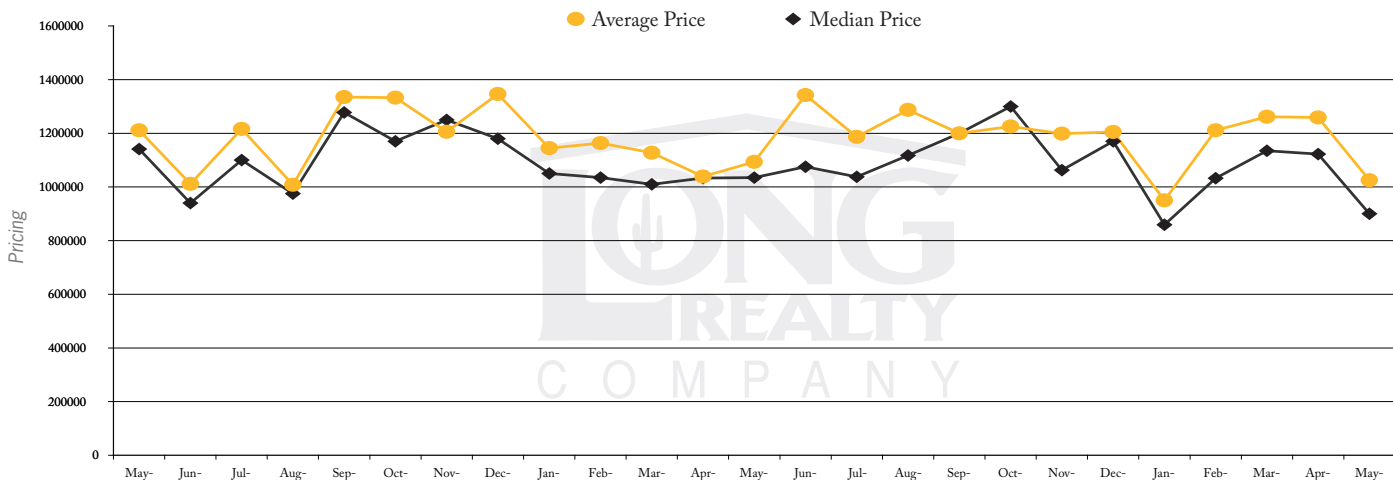
As of May 2013 active luxury inventory was 232, a 3% increase from May 2012. There were 23 luxury closings in May 2013, 53% above May 2012. Months of Inventory was 10.2, down from 15.1 in May 2012. Median price of luxury sold homes was \$900,000 for the month of May 2013, down 13% from May 2012. The Luxury market had 16 new luxury properties under contract in May 2013, down 6% from May 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 6/5/2013. 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
	May-13	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	
\$800,000 - 899,999	45	2	6	4	1	3	11	4.1
\$900,000 - 999,999	34	1	0	1	3	0	4	8.5
\$1,000,000 - \$1,249,999	42	3	2	2	5	3	4	10.5
\$1,250,000 - \$1,499,999	42	0	1	0	1	3	2	21.0
\$1,500,000 - \$1,749,999	25	1	0	4	4	0	1	25.0
\$1,750,000 - \$1,999,999	17	1	0	1	1	0	1	17.0
\$2,000,000 - and over	30	0	0	0	0	1	0	n/a
TOTAL	235	8	9	12	15	10	23	10.2

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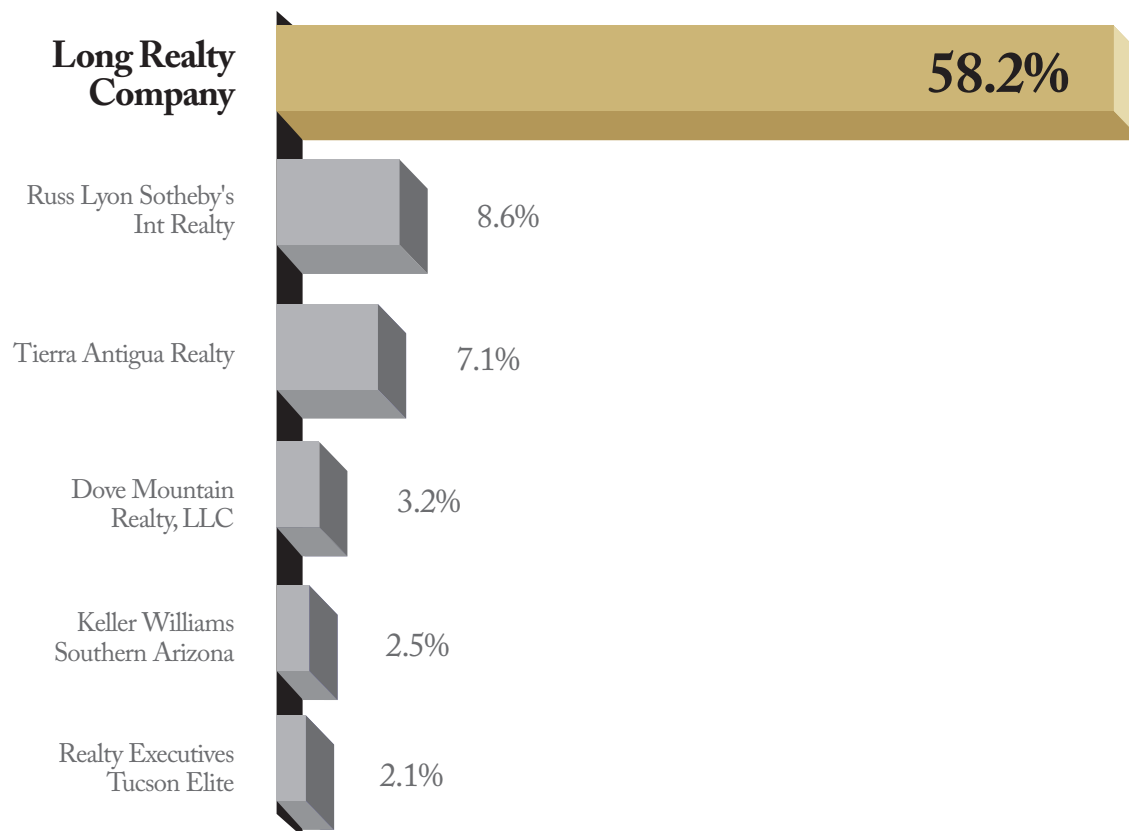
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Long Realty sells more luxury real estate in Tucson than all other companies combined

JUNE 2012 - MAY 2013 LUXURY MARKET SHARE



Data obtained 6/5/13 from TARMLS using Brokermetrics software for all closed residential sales units \$800,000 or above between 6/1/12-5/31/13 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

OUR INTERNATIONAL LUXURY AFFILIATIONS

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