

THE LUXURY HOUSING REPORT

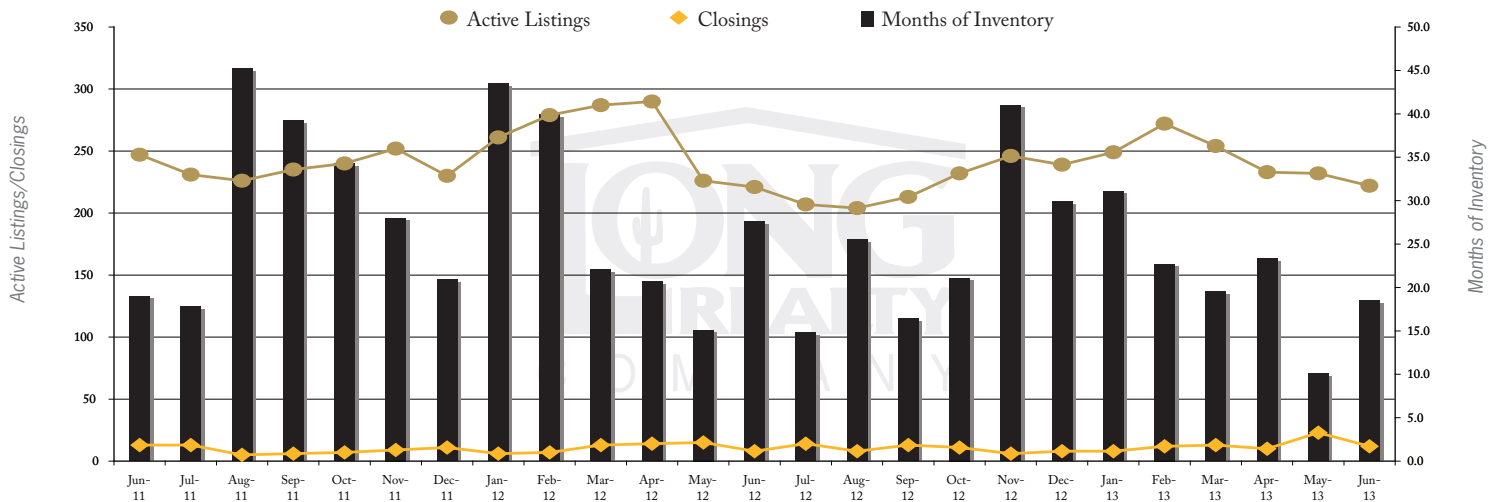
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Tucson | July 2013

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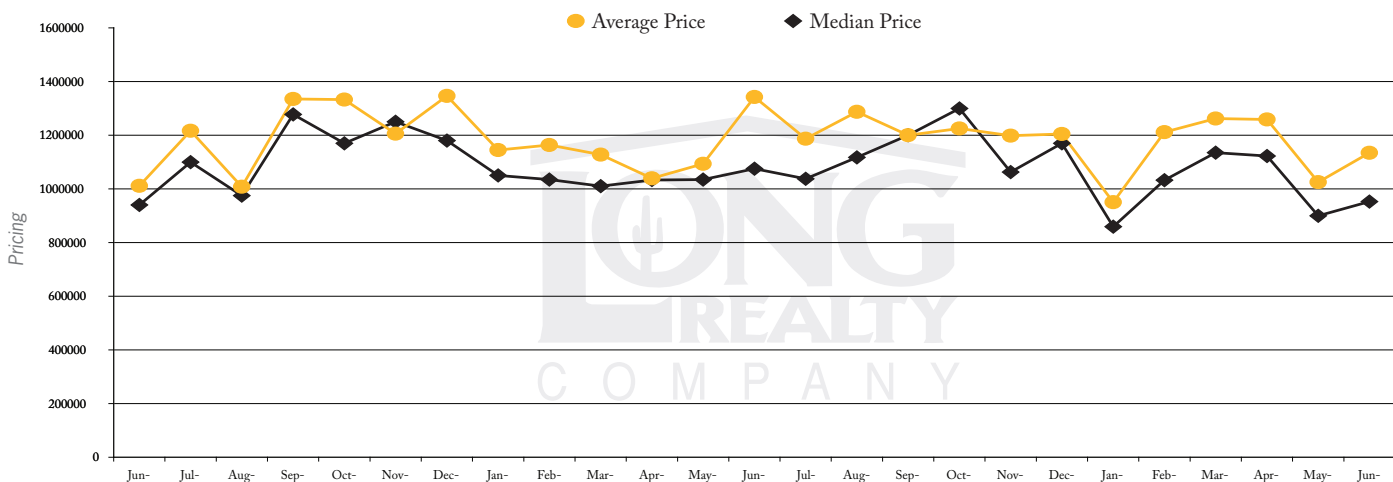
As of June 2013 active luxury inventory was 222, virtually unchanged from June 2012. There were 12 luxury closings in June 2013, 50% above June 2012. Months of Inventory was 19.2, down from 27.6 in June 2012. Median price of luxury sold homes was \$952,500 for the month of June 2013, down 11% from June 2012. The Luxury market had 15 new luxury properties under contract in June 2013, up 67% from June 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 7/3/2013. 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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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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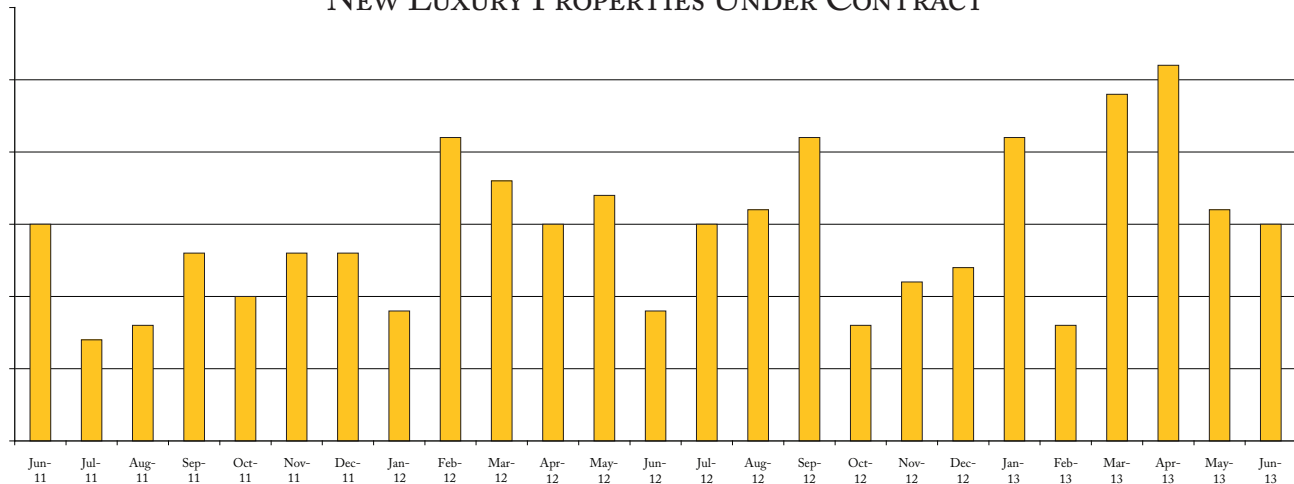
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NEW LUXURY PROPERTIES UNDER CONTRACT

Number of 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
	Jun-13	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	
\$800,000 - 899,999	45	6	4	1	3	11	3	15.0
\$900,000 - 999,999	35	0	1	3	0	4	4	8.8
\$1,000,000 - \$1,249,999	40	2	2	5	3	4	3	13.3
\$1,250,000 - \$1,499,999	43	1	0	1	3	3	0	n/a
\$1,500,000 - \$1,749,999	23	0	4	4	0	1	1	23.0
\$1,750,000 - \$1,999,999	16	0	1	2	0	1	0	n/a
\$2,000,000 - and over	28	0	0	0	1	0	1	28.0
TOTAL	230	9	12	16	10	24	12	19.2

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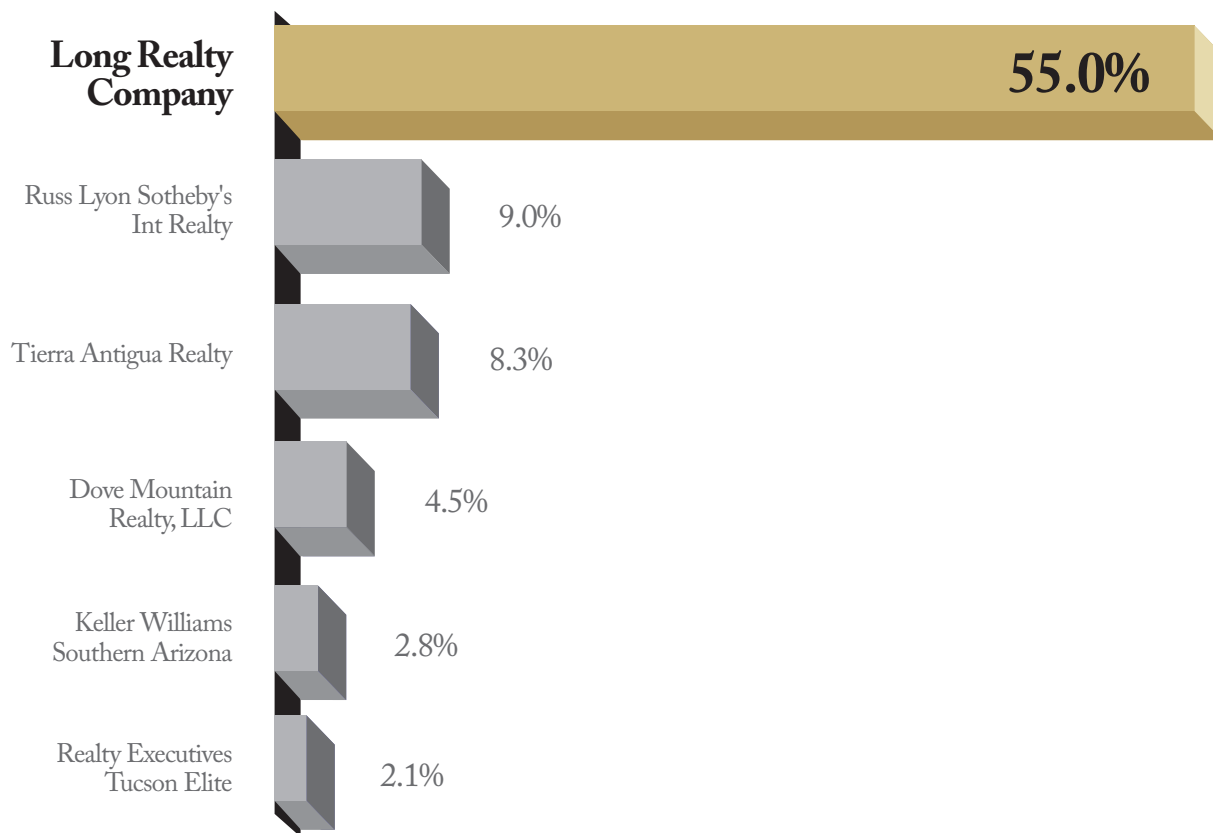
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Long Realty sells more luxury real estate in Tucson than all other companies combined

MAY 2012 - JUNE 2013 LUXURY MARKET SHARE



Data obtained 7/3/13 from TARMLS using Brokermetrics software for all closed residential sales units \$800,000 or above between 7/1/12-6/30/13 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

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