

THE LUXURY HOUSING REPORT

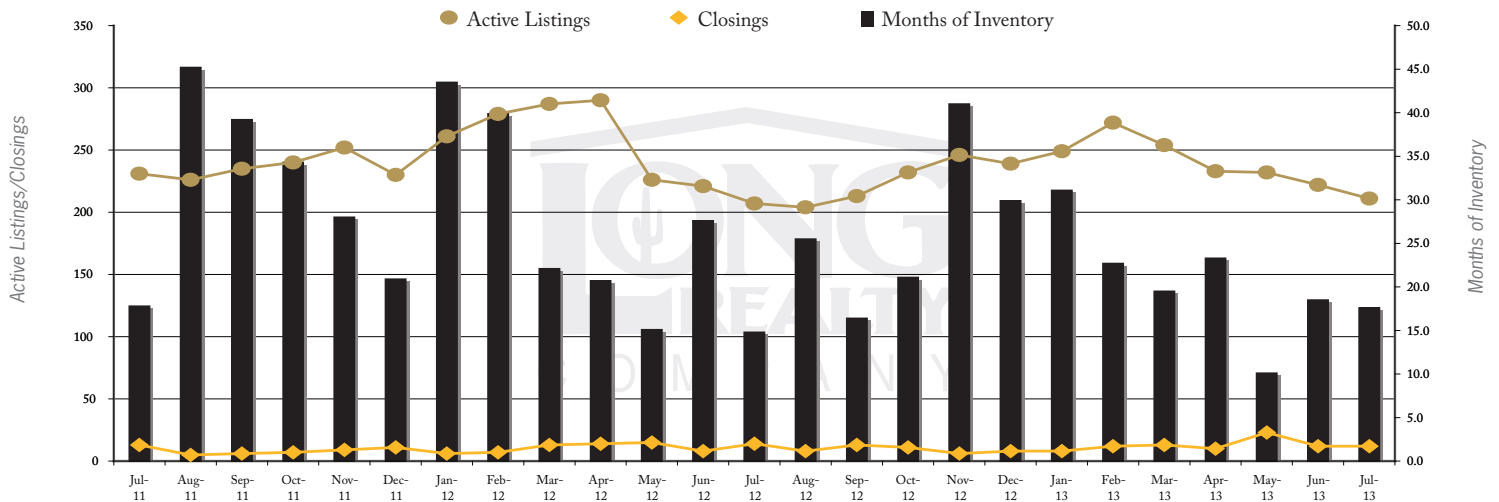
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Tucson | August 2013

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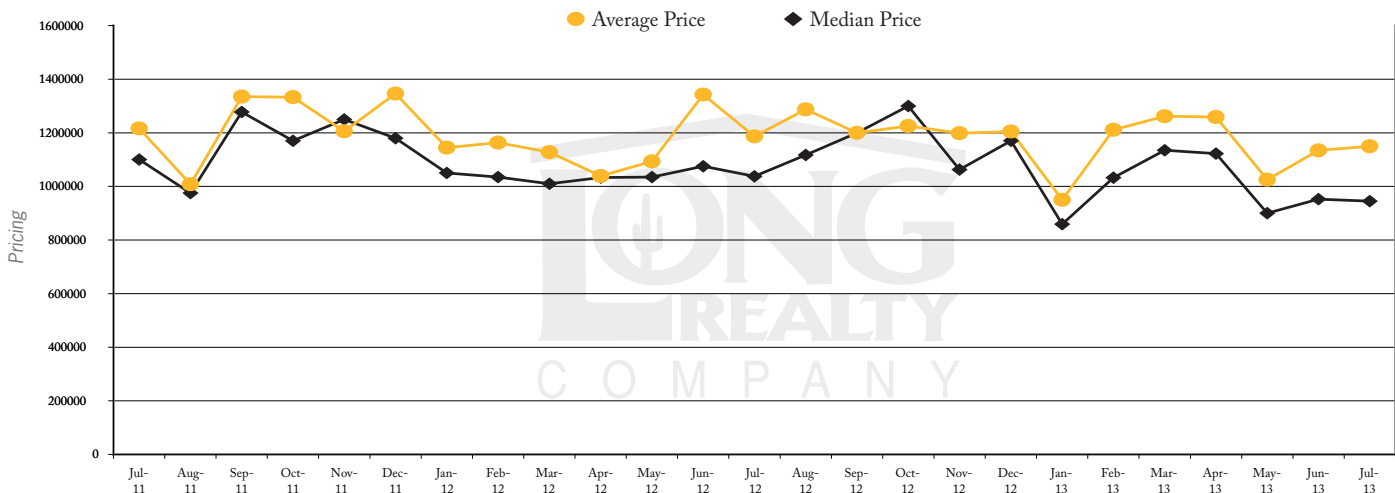
As of July 2013 active luxury inventory was 211, a 2% increase from July 2012. There were 12 luxury closings in July 2013, 14% below July 2012. Months of Inventory was 18.3, up from 14.8 in July 2012. Median price of luxury sold homes was \$945,000 for the month of July 2013, down 9% from July 2012. The Luxury market had 9 new luxury properties under contract in July 2013, down 40% from July 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 8/5/2013. 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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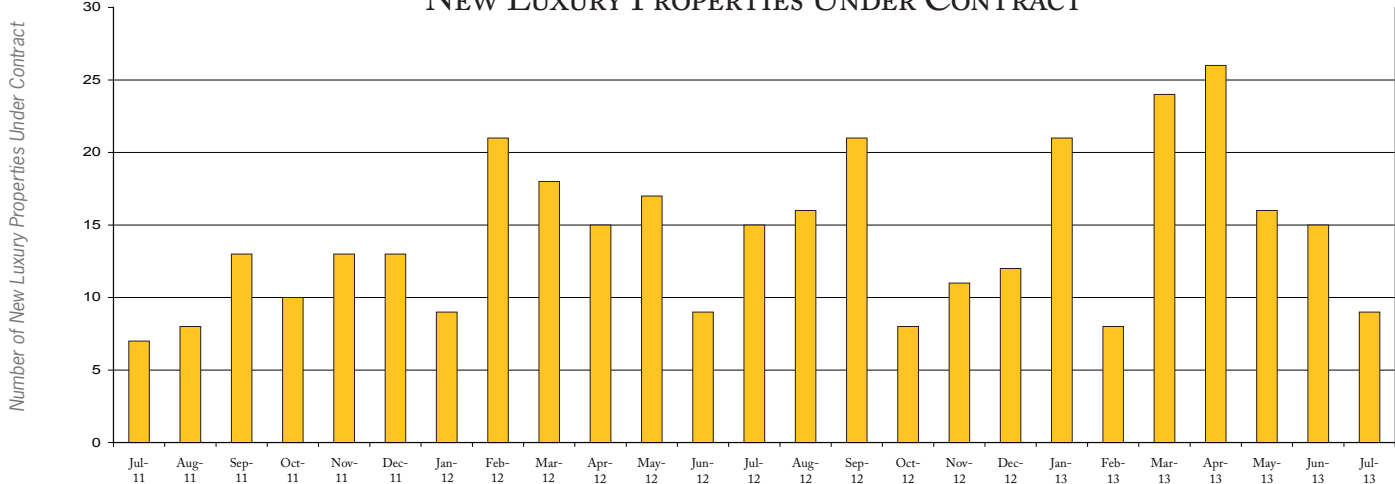
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NEW LUXURY PROPERTIES UNDER CONTRACT



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LUXURY PROPERTY PRICE BANDED MARKET REPORT

Price Band	Active Listings	Homes Sold/Closed						Months of Inventory
	Jul-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	
\$800,000 - 899,999	48	4	1	3	11	3	4	12.0
\$900,000 - 999,999	30	1	3	0	4	4	5	6.0
\$1,000,000 - \$1,249,999	42	2	5	3	4	3	2	21.0
\$1,250,000 - \$1,499,999	37	0	1	3	3	0	0	n/a
\$1,500,000 - \$1,749,999	21	4	4	0	1	1	0	n/a
\$1,750,000 - \$1,999,999	14	1	2	0	1	0	0	n/a
\$2,000,000 - and over	27	0	0	1	0	1	1	27.0
TOTAL	219	12	16	10	24	12	12	18.3

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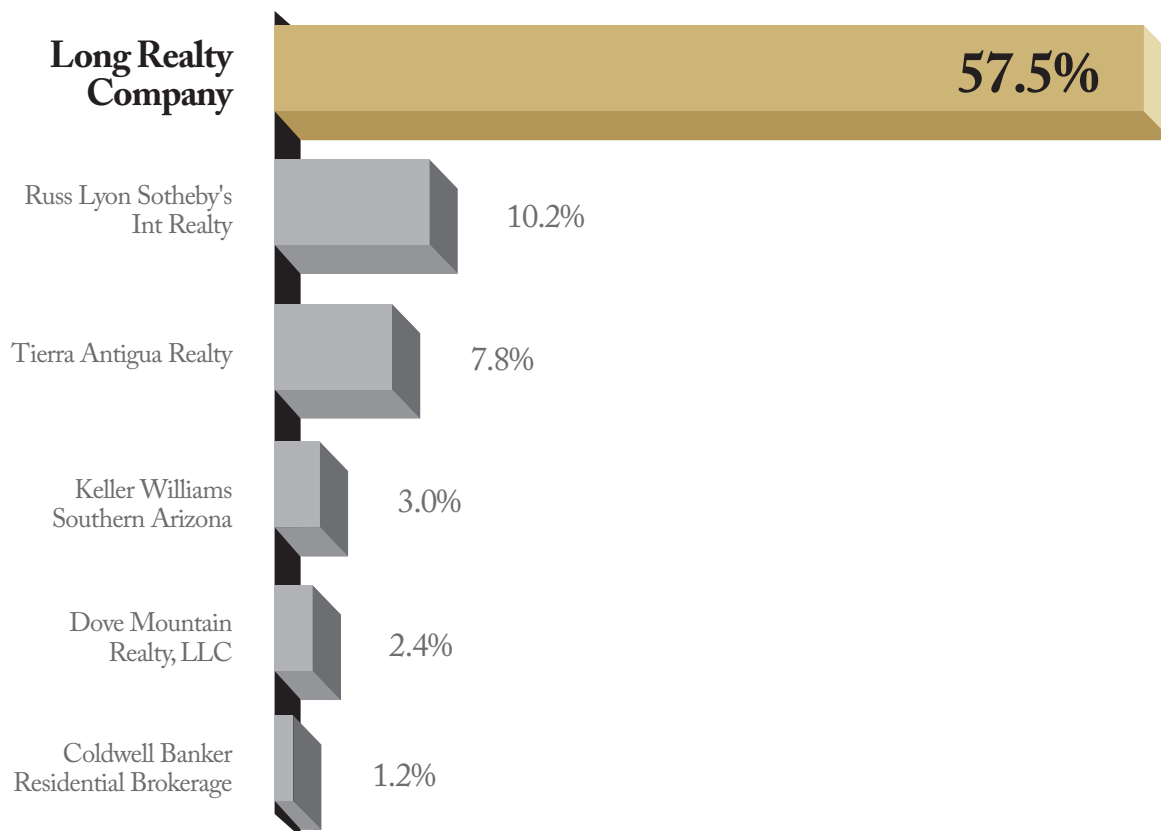
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Long Realty sells more luxury real estate in Tucson than all other companies combined

JANUARY 2013 - JULY 2013 LUXURY MARKET SHARE



Data obtained 7/17/13 from TARMLS using Brokermetrics software for all closed residential sales units \$800,000 or above between 1/1/13-6/30/13 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

OUR INTERNATIONAL LUXURY AFFILIATIONS

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