



THE LUXURY HOUSING REPORT

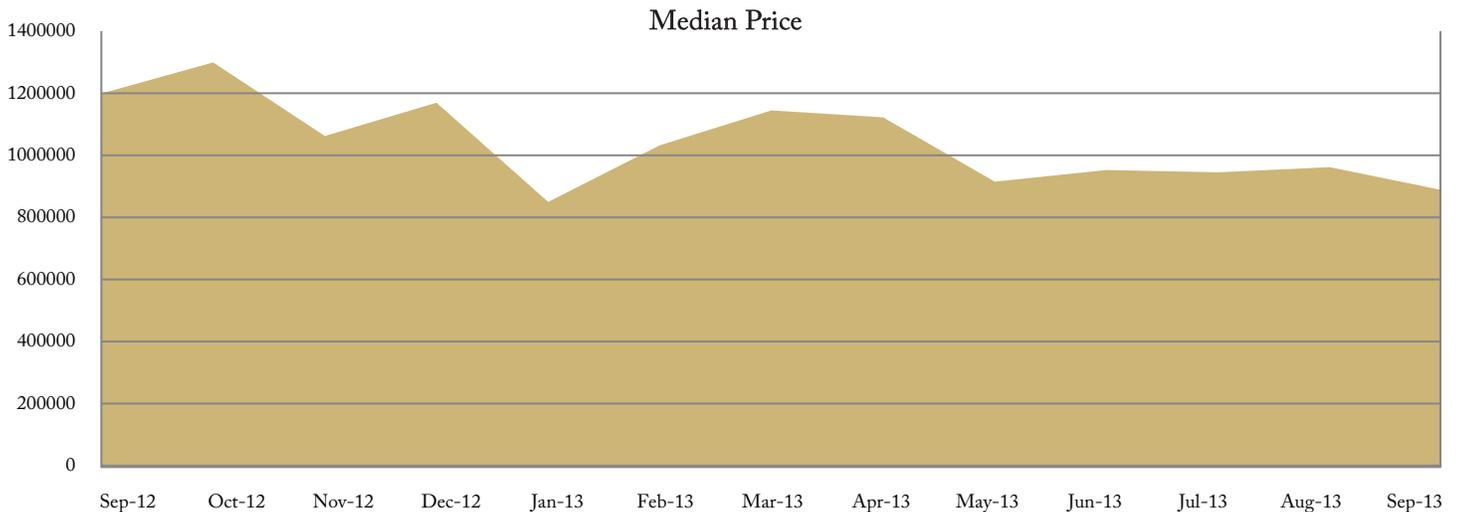
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Tucson | October 2013

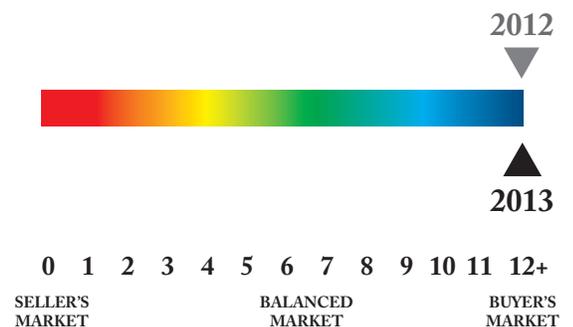
In the Tucson Luxury area, September 2013 active inventory was 252, an 18.3% increase from September 2012. There were 8 closings in September 2013, a 38.5% decrease from September 2012. Months of Inventory was 31.5 up from 16.4 in September 2012. Median price of sold homes was \$888,000 for the month of September 2013, down 26.0% from September 2012. The Tucson Luxury area had 8 new properties under contract in September 2013, down 61.9% from September 2012.

TUCSON LUXURY PRICING TREND



TUCSON LUXURY MARKET CONDITIONS

Months of inventory is an important indicator of the overall health of the housing market. The balance of supply and demand is reflected by taking into account current inventory levels and the rate of home sales.



These statistics are based on information obtained from the TARMLS on 10/03/2013 for all residential properties priced \$800,000 and above. Information is believed to be reliable, but not guaranteed.



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TUCSON LUXURY HOME SALES

This chart reflects the number of closed property sales year to date as compared to same time period last year.



TUCSON LUXURY HOMES UNDER CONTRACT

The number of properties under contract is a leading indicator of future closed sales. This graphic compares year to date properties under contract to the same time period last year.



PRICE BANDED MARKET REPORT - TUCSON LUXURY RESIDENTIAL HOMES

	Active Listings	Sept 2012 Closed Sales	Last 3 Months Closed Sale			Current Months of Inventory	3 Mo. Trend Months of Inventory	Market Conditions
			Jul-13	Aug-13	Sep-13			
\$800,000 - 899,999	47	3	4	3	4	11.8	12.4	Buyer
\$900,000 - 999,999	34	1	5	3	2	17.0	8.8	Buyer
\$1,000,000 - \$1,249,999	42	4	2	0	0	n/a	62.5	Buyer
\$1,250,000 - \$1,499,999	54	4	0	1	1	54.0	69.0	Buyer
\$1,500,000 - \$1,749,999	25	0	0	1	1	25.0	32.5	Buyer
\$1,750,000 - \$1,999,999	16	0	0	0	0	n/a	n/a	n/a
\$2,000,000 - and over	34	1	1	0	0	n/a	83.0	Buyer
TOTAL	252	13	12	8	8	31.5	24.2	Buyer



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software. All data obtained 10/03/2013 for all residential properties priced \$800,000 and above. Information is believed to be reliable, but not guaranteed.



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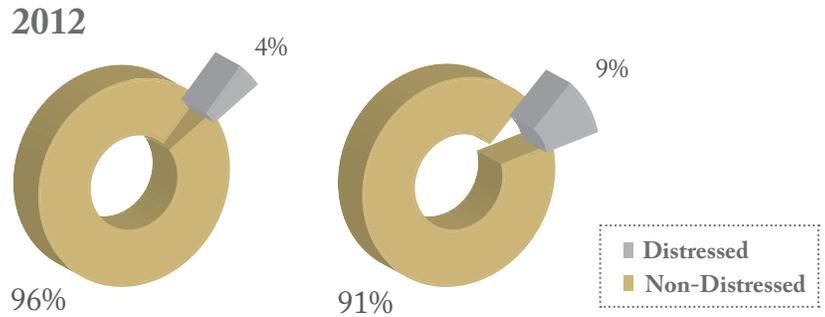


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TUCSON LUXURY DISTRESSED VS. NON DISTRESSED SALES

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to same time period last year. A lower percentage of distressed sales can lead to improving market conditions.



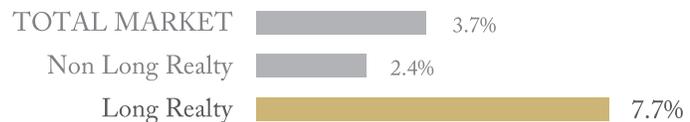
TUCSON LUXURY MARKET PERFORMANCE

Long Realty is outpacing the market in both sold units and total dollars sold in real estate.

\$Volume - %Change



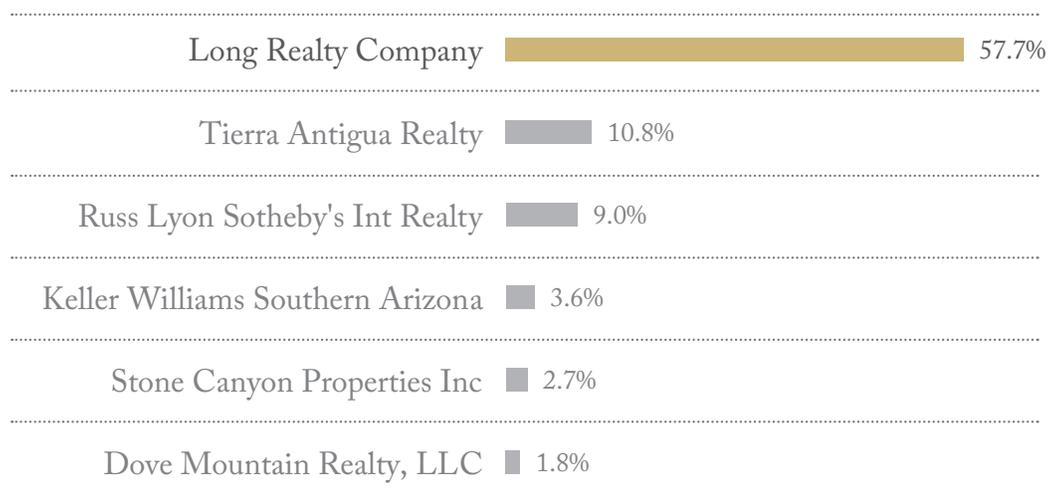
Units - %Change



TUCSON LUXURY MARKET SHARE

Long Realty leads the market in successful real estate sales.

Data Obtained 10/03/13 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 10/01/2012 - 09/30/2013 rounded to the nearest tenth on one percent and deemed to be correct.



The Tucson Luxury Housing Report is comprised of data for residential luxury properties priced \$800,000 and above in TARMLS for the Tucson Metro Area. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.

Distressed sales and market performance data is based on information obtained from the TARMLS on 10/03/2013 for all residential properties priced \$800,000 and above. Information is believed to be reliable, but not guaranteed.