



THE LUXURY HOUSING REPORT

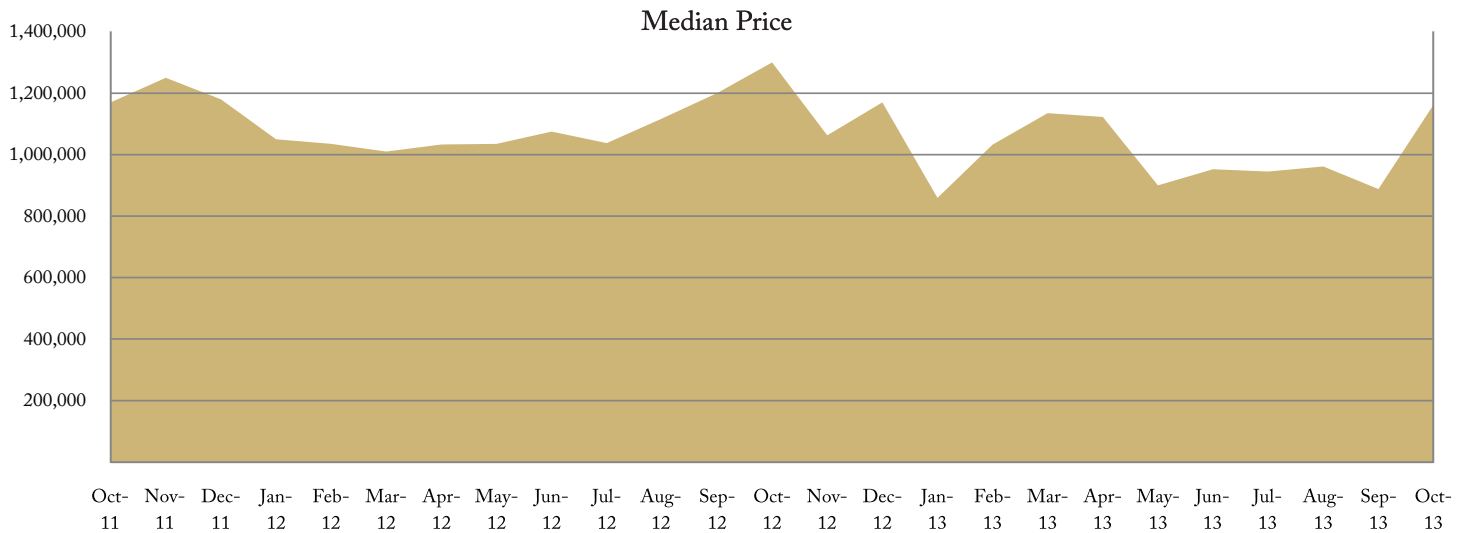
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Tucson | November 2013

In the Tucson area, October 2013 luxury active inventory was 268, a 15.5% increase from October 2012. There were 7 closings in October 2013, a 36.4% decrease from October 2012. Months of Inventory was 38.3 up from 21.1 in October 2012. Median price of sold homes was \$1,162,500 for the month of October 2013, down 10.6% from October 2012. The Tucson area had 11 new luxury properties under contract in October 2013, up 37.5% from October 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 11/05/2013 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 the 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	Oct 2012 Closed Sales	Last 3 Months Closed Sale			Current Months of Inventory	3 Mo. Trend Months of Inventory	Market Conditions
			Aug-13	Sep-13	Oct-13			
\$800,000 - 899,999	47	3	3	4	0	n/a	19.4	Buyer
\$900,000 - 999,999	36	0	3	2	1	36.0	15.5	Buyer
\$1,000,000 - \$1,249,999	52	2	0	0	4	13.0	33.8	Buyer
\$1,250,000 - \$1,499,999	57	3	1	1	0	n/a	78.5	Buyer
\$1,500,000 - \$1,749,999	28	3	1	0	2	14.0	23.3	Buyer
\$1,750,000 - \$1,999,999	17	0	0	0	0	n/a	n/a	n/a
\$2,000,000 - and over	31	0	0	0	0	n/a	n/a	n/a
TOTAL	268	11	8	7	7	38.3	32.9	Buyer



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software. All data obtained 11/05/2013 for all residential properties priced \$800,000 and above. Information is believed to be reliable, but not guaranteed.



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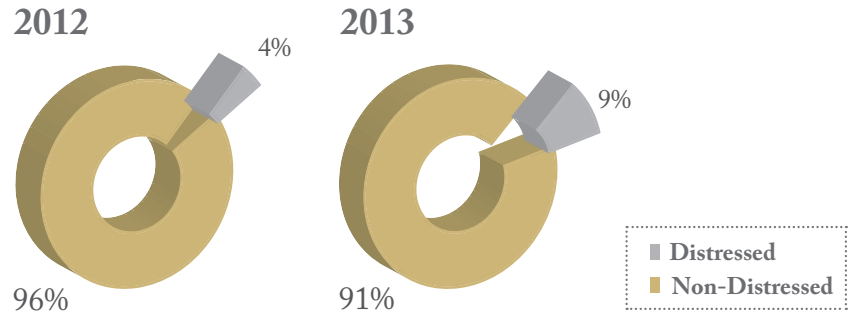


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TUCSON LUXURY DISTRESSED VS. NON DISTRESSED SALES

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



TUCSON MARKET PERFORMANCE

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

\$Volume - %Change



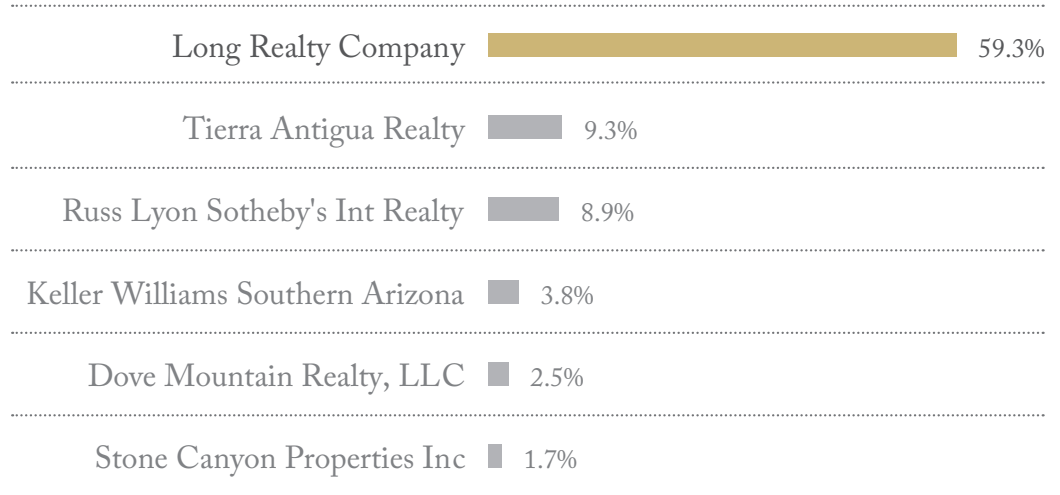
Units - %Change



TUCSON LUXURY MARKET SHARE

Long Realty leads the market in successful real estate sales.

Data Obtained 11/05/13 from TARMLS using BrokerMetrics software for all closed lots and land sales volume between 11/01/2012 - 10/31/2013 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 11/05/2013 for all residential properties priced \$800,000 and above. Information is believed to be reliable, but not guaranteed.

