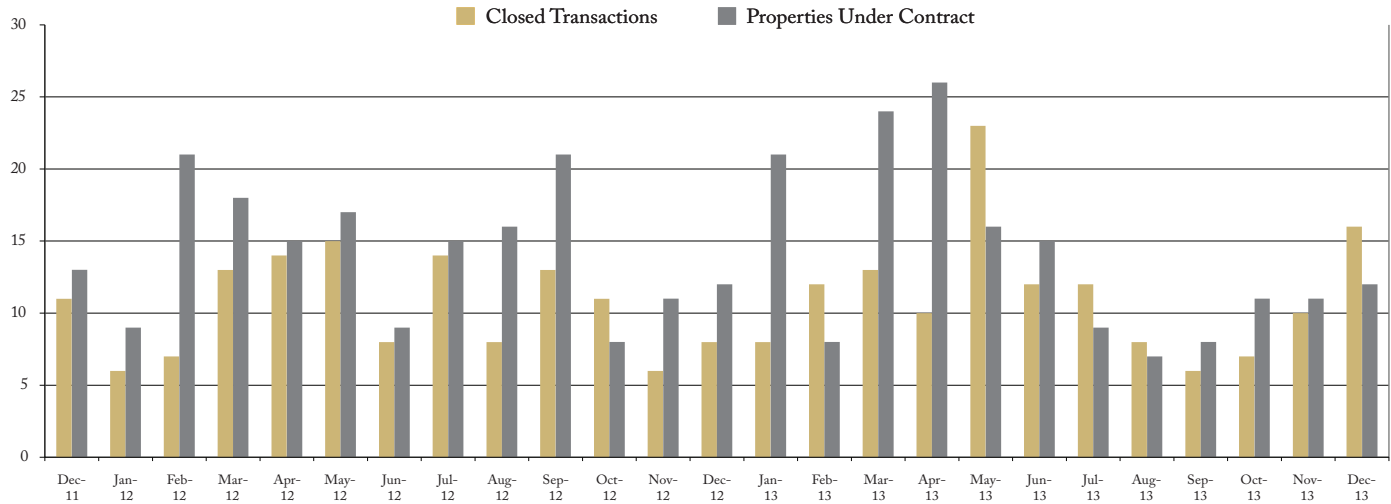


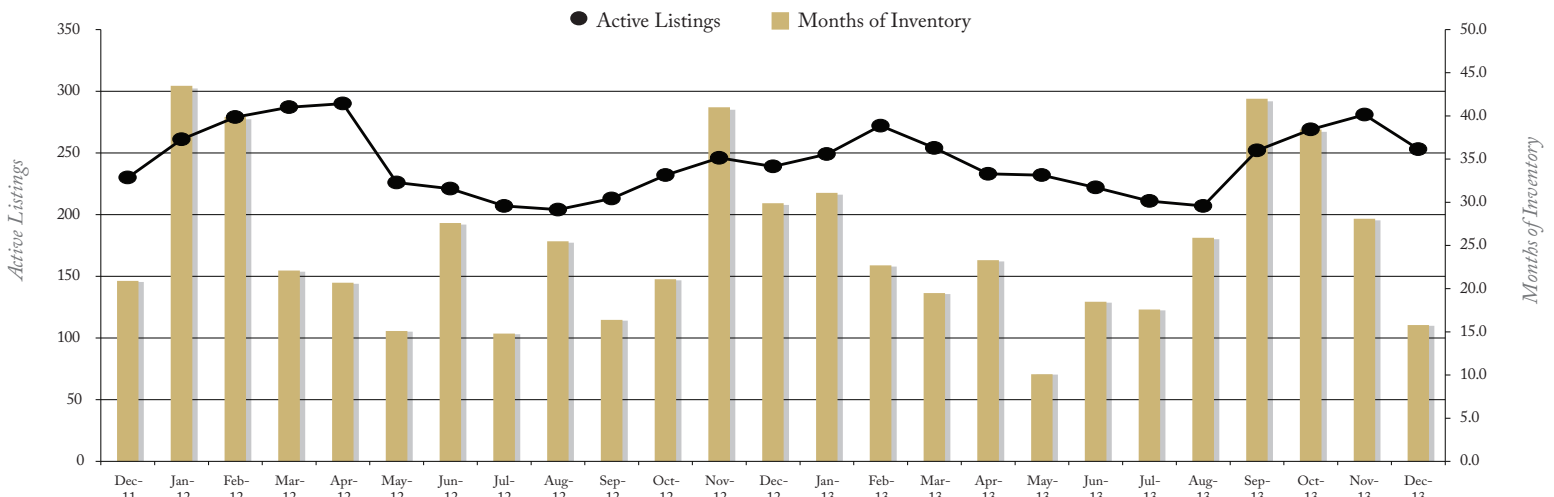


In the Tucson area, December 2013 luxury active inventory was 253, a 6% increase from December 2012. There were 16 closings in December 2013, a 100% increase from December 2012. Months of Inventory was 16.6, down from 29.9 in December 2012. Median price of sold homes was \$935,000 for the month of December 2013, down 20% from December 2012. The Tucson area had 12 new luxury properties under contract in December 2013, virtually unchanged from December 2012.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON LUXURY



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LUXURY

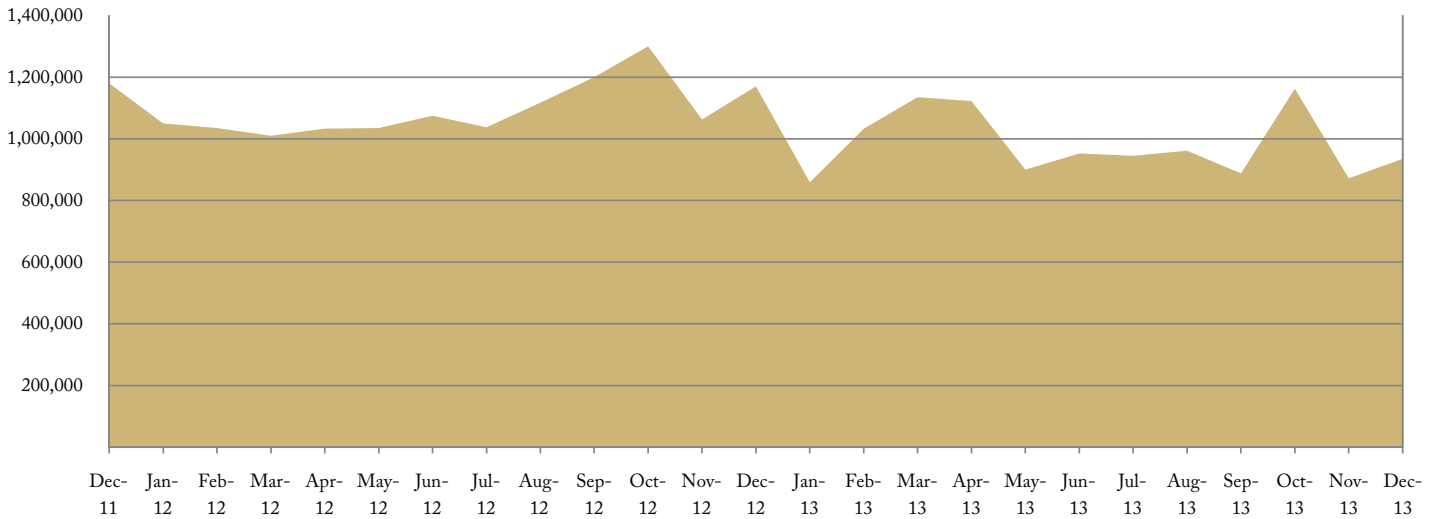


Properties under contract and Home Sales data is based on information obtained from the TARMLS for all residential properties priced \$800,000 and above. All data obtained 01/06/2014 is believed to be reliable, but not guaranteed.



Tucson | January 2014

## MEDIAN PRICE - TUCSON LUXURY



## PRICE BANDED MARKET REPORT - TUCSON LUXURY RESIDENTIAL HOMES

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
\$800,000 - 899,999	41	4	3	4	0	6	7	5.9	10.7	Buyer
\$900,000 - 999,999	38	5	3	2	1	3	4	9.5	14.4	Buyer
\$1,000,000 - \$1,249,999	56	2	0	0	4	1	4	14.0	18.3	Buyer
\$1,250,000 - \$1,499,999	58	0	1	1	0	0	1	58.0	177.0	Buyer
\$1,500,000 - \$1,749,999	22	0	1	0	2	0	0	n/a	37.0	Buyer
\$1,750,000 - \$1,999,999	17	0	0	0	0	0	0	n/a	n/a	n/a
\$2,000,000 - and over	33	1	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	<b>265</b>	<b>12</b>	<b>8</b>	<b>7</b>	<b>7</b>	<b>10</b>	<b>16</b>	<b>16.6</b>	<b>24.9</b>	<b>Buyer</b>



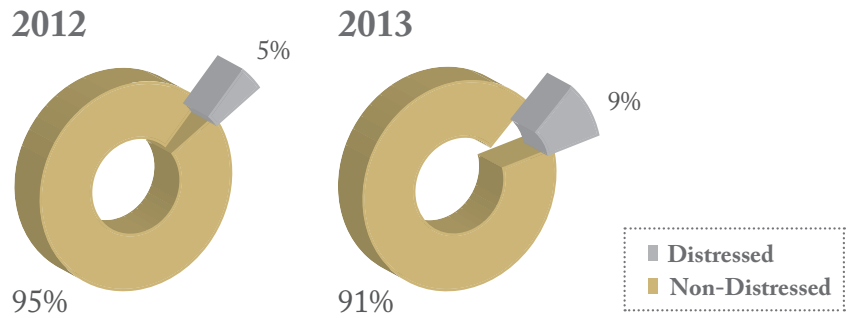
Statistics based on information obtained from TARMLS and using Brokermetrics software on 01/06/2014 for all residential properties priced \$800,000 and above. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2013 - 12/31/2013. Information is believed to be reliable, but not guaranteed.



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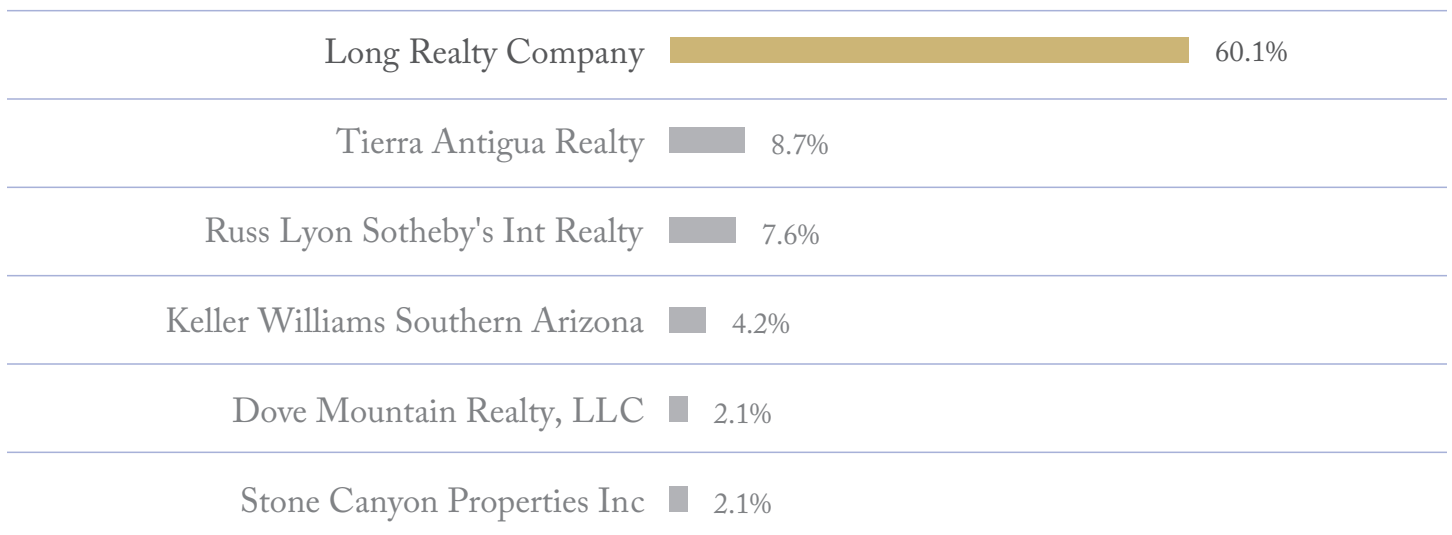
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LUXURY

*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.*



## MARKET SHARE – TUCSON LUXURY

*Long Realty leads the market in successful real estate sales.*



Data Obtained 01/06/2014 from TARMLS using BrokerMetrics software for all closed residential sales volume between 01/01/2013 – 12/31/2013 rounded to the nearest tenth of 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.