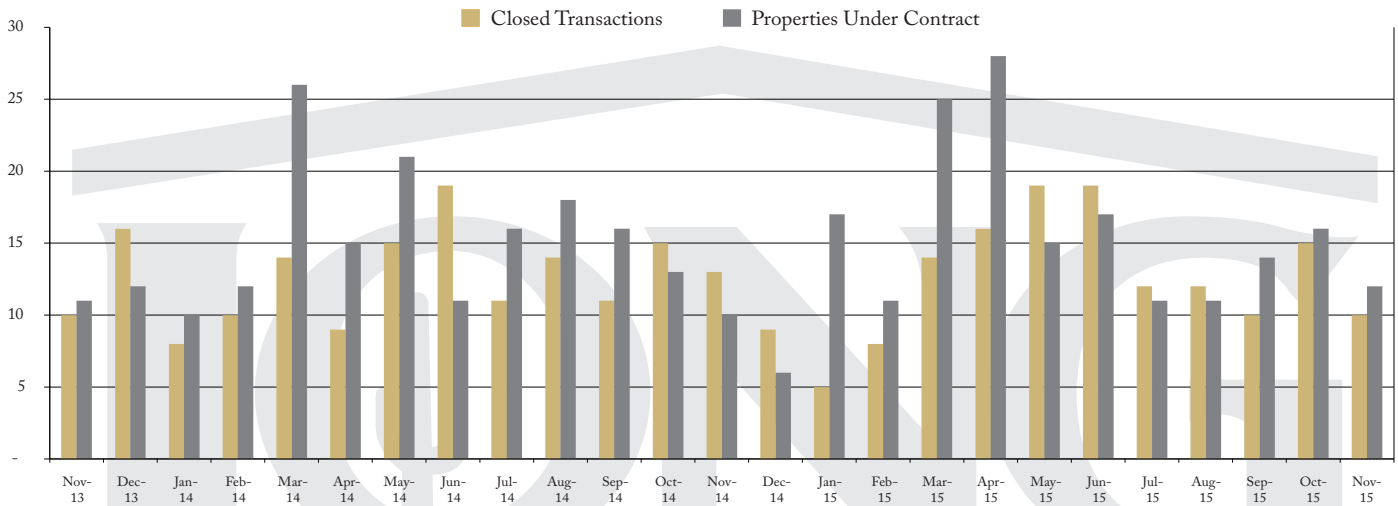




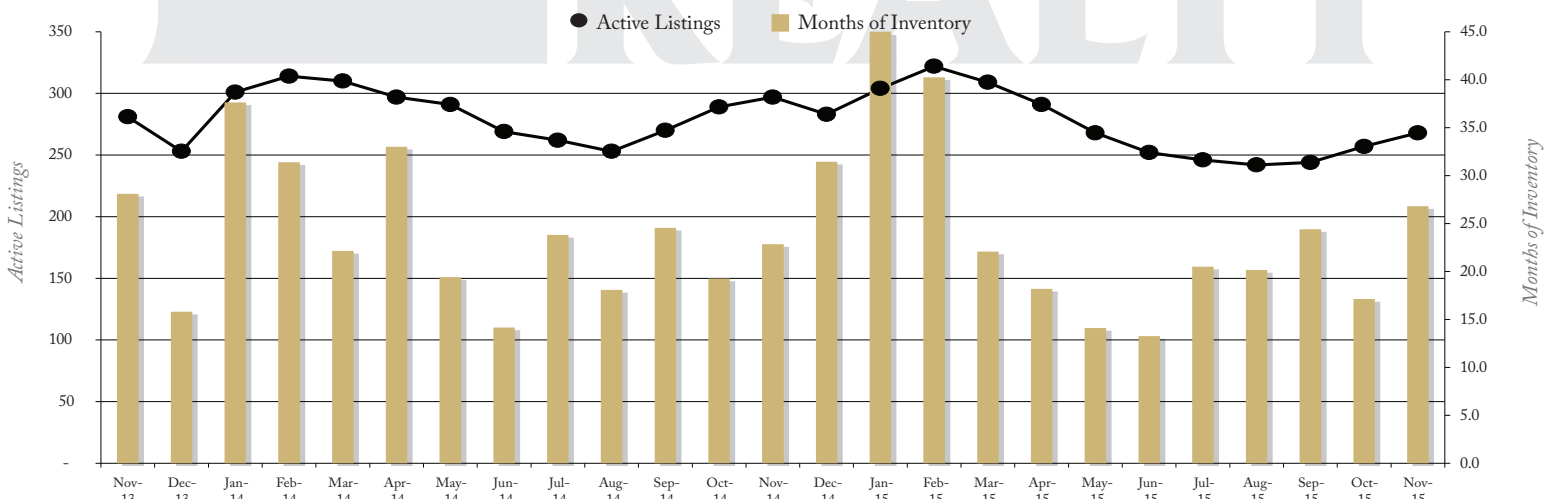
## Tucson | December 2015

In the Tucson Luxury market, November 2015 active inventory was 268, a 10% decrease from November 2014. There were 10 closings in November 2015, a 23% decrease from November 2014. Year-to-date 2015 there were 131 closings, a 1% increase from year-to-date 2014. Months of Inventory was 26.8, up from 22.8 in November 2014. Median price of sold homes was \$948,000 for the month of November 2015, down 10% from November 2014. The Tucson Luxury area had 12 new properties under contract in November 2015, up 20% from November 2014.

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



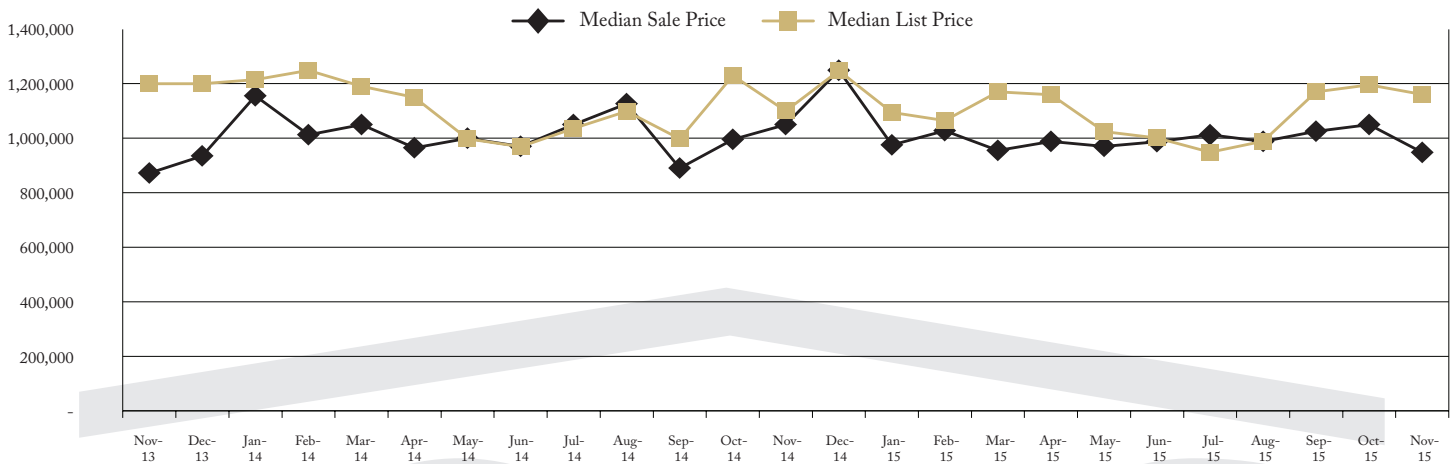
### ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LUXURY



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 12/03/2015 is believed to be reliable, but not guaranteed.



## MEDIAN SOLD PRICE AND MEDIAN LISTED 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
		Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15			
\$800,000 - 899,999	64	4	3	5	2	6	3	21.3	16.5	Buyer
\$900,000 - 999,999	46	6	1	1	2	1	3	15.3	22.5	Buyer
\$1,000,000 - \$1,249,999	50	1	4	2	3	5	1	50.0	14.9	Buyer
\$1,250,000 - \$1,499,999	49	4	3	2	1	2	2	24.5	29.2	Buyer
\$1,500,000 - \$1,749,999	19	0	0	1	1	0	0	n/a	46.0	Buyer
\$1,750,000 - \$1,999,999	18	3	0	1	1	0	0	n/a	36.0	Buyer
\$2,000,000 - and over	20	1	1	0	0	1	1	20.0	30.5	Buyer
<b>TOTAL</b>	<b>266</b>	<b>19</b>	<b>12</b>	<b>12</b>	<b>10</b>	<b>15</b>	<b>10</b>	<b>26.6</b>	<b>21.1</b>	<b>Buyer</b>

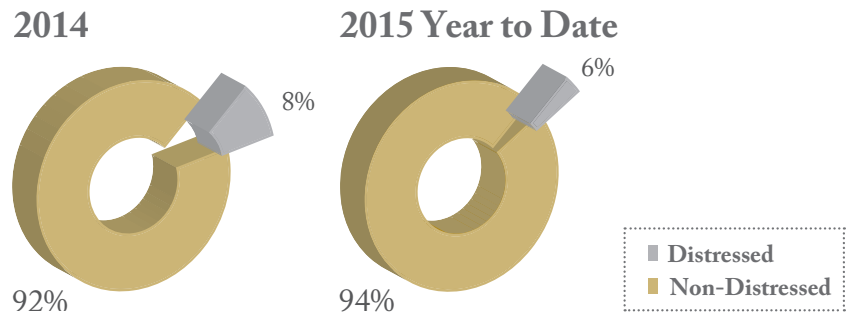


Statistics based on information obtained from TARMLS and using Brokermetrics software on 12/03/2015 for all residential properties priced \$800,000 and above. 3 month trend in months of inventory is the average of closed sales and active listing data from 09/01/2015 - 11/30/2015. Information is believed to be reliable, but not guaranteed.



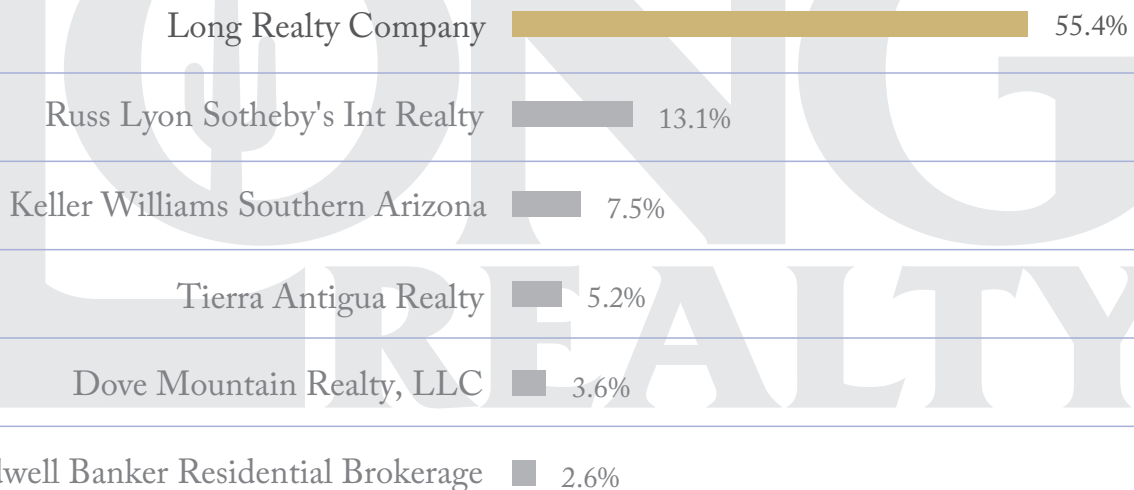
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LUXURY

*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 12/03/2015 from TARMLS using BrokerMetrics software for all closed residential units between 12/01/2014 – 11/30/2015 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.