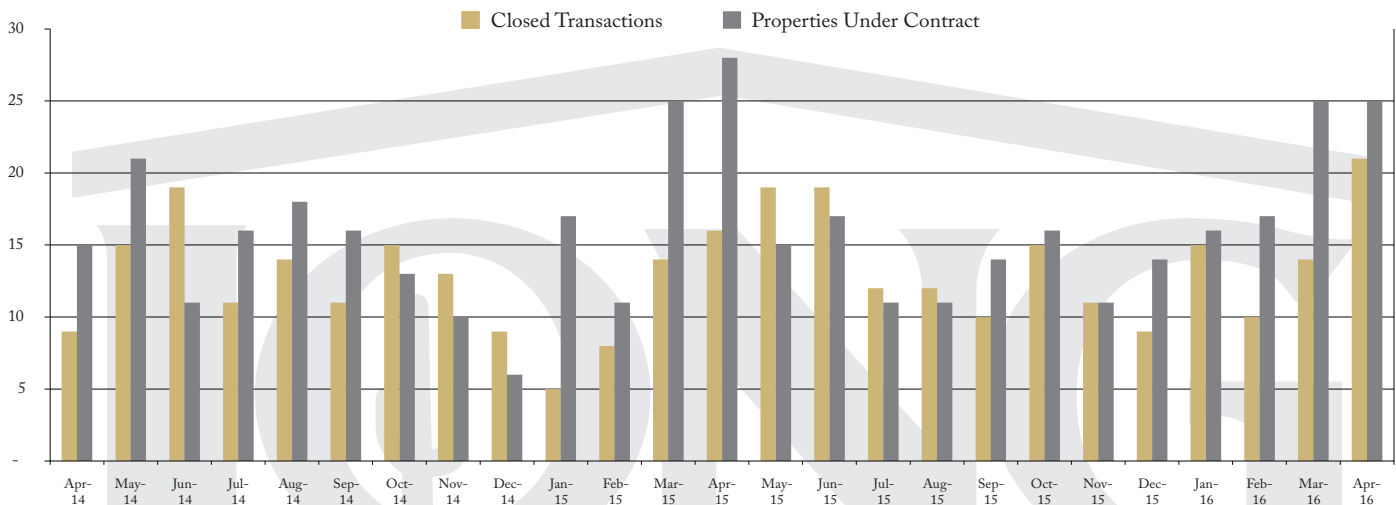


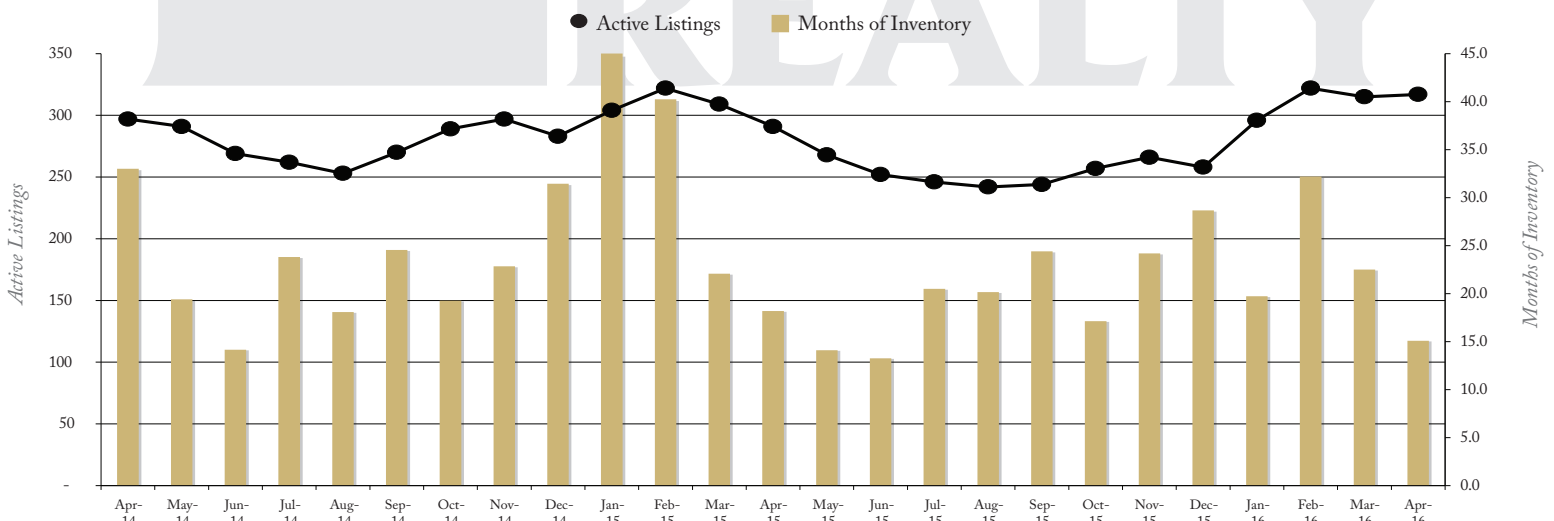


In the Tucson Luxury market, April 2016 active inventory was 317, a 9% increase from April 2015. There were 21 closings in April 2016, a 31% increase from April 2015. Year-to-date 2016 there were 62 closings, a 44% increase from year-to-date 2015. Months of Inventory was 15.1, down from 18.2 in April 2015. Median price of sold homes was \$1,020,000 for the month of April 2016, up 3% from April 2015. The Tucson Luxury area had 25 new properties under contract in April 2016, down 11% from April 2015.

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



## ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON LUXURY

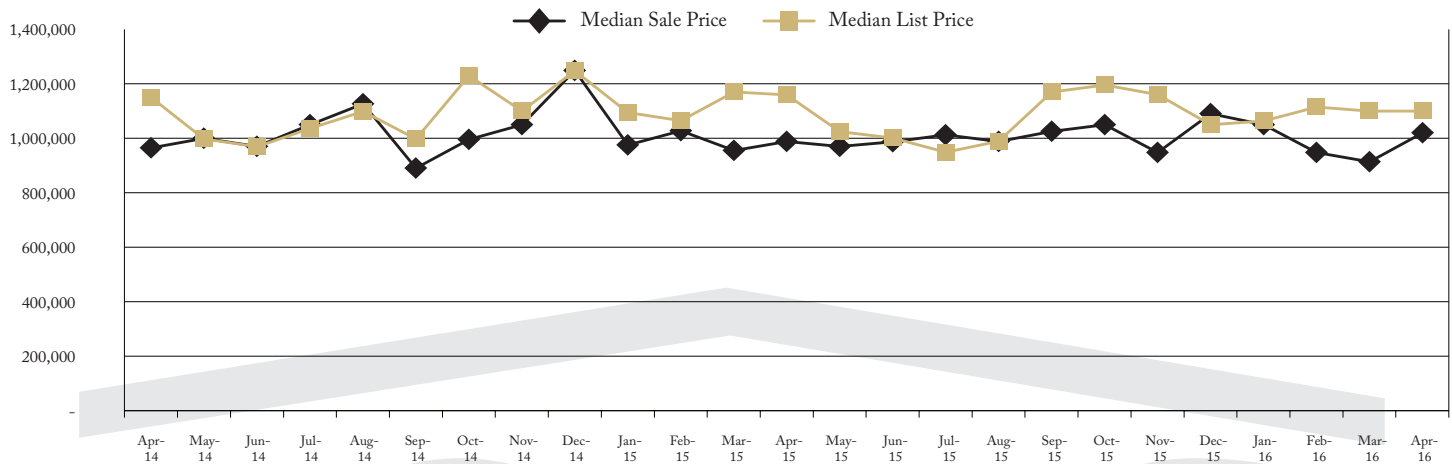


Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above. All data obtained 05/04/2016 is believed to be reliable, but not guaranteed.



Tucson | May 2016

**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
		Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16			
\$800,000 - 899,999	79	4	2	4	4	6	2	39.5	20.3	Buyer
\$900,000 - 999,999	57	3	2	3	2	3	8	7.1	12.5	Buyer
\$1,000,000 - \$1,249,999	60	1	2	3	1	4	5	12.0	18.9	Buyer
\$1,250,000 - \$1,499,999	56	2	3	3	2	1	2	28.0	33.0	Buyer
\$1,500,000 - \$1,749,999	18	0	0	1	0	2	1	18.0	17.0	Buyer
\$1,750,000 - \$1,999,999	22	0	0	0	0	0	2	11.0	31.5	Buyer
\$2,000,000 - and over	25	1	0	1	1	0	1	25.0	40.0	Buyer
<b>TOTAL</b>	<b>317</b>	<b>11</b>	<b>9</b>	<b>15</b>	<b>10</b>	<b>16</b>	<b>21</b>	<b>15.1</b>	<b>20.3</b>	<b>Buyer</b>

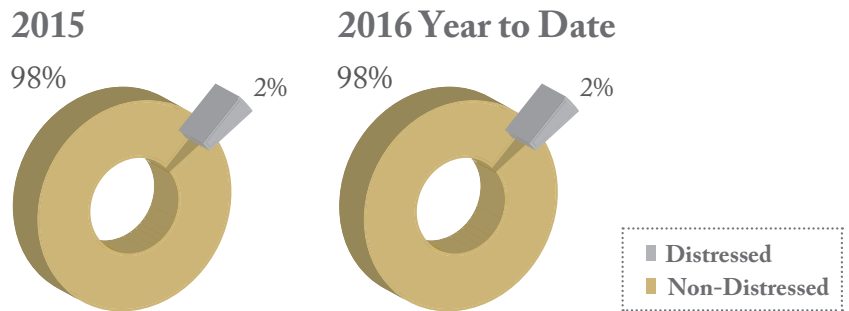


Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 05/04/2016 for all residential properties priced \$800,000 and above. 3 month trend in months of inventory is the average of closed sales and active listing data from 02/01/2016 - 04/30/2016. Information is believed to be reliable, but not guaranteed.



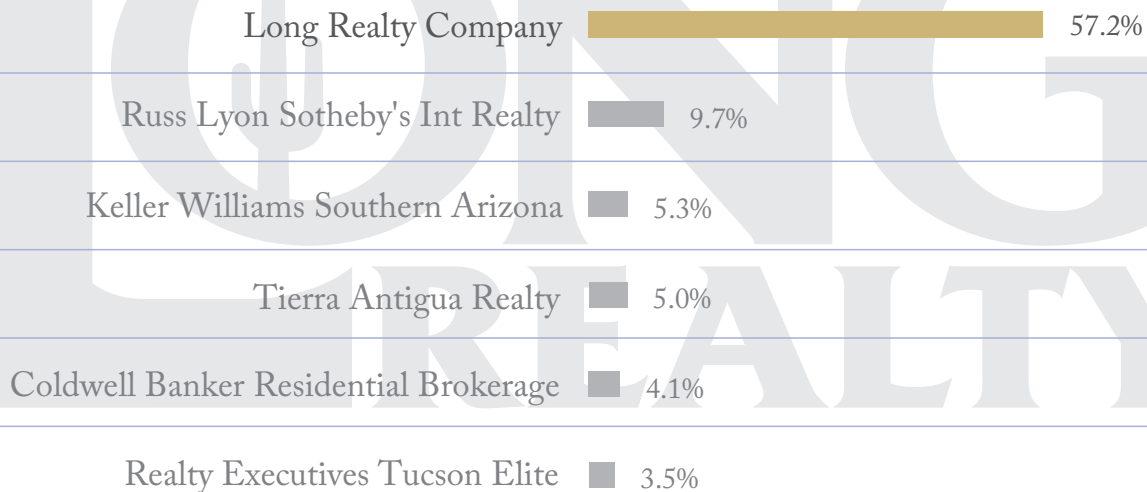
## DISTRESSED VS. NON-DISTRESSED SALES – TUCSON LUXURY

*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 05/04/2016 from MLSSAZ using BrokerMetrics software for all closed residential units between 05/01/2015 – 04/30/2016 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 MLSSAZ 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.