

THE LUXURY HOUSING REPORT

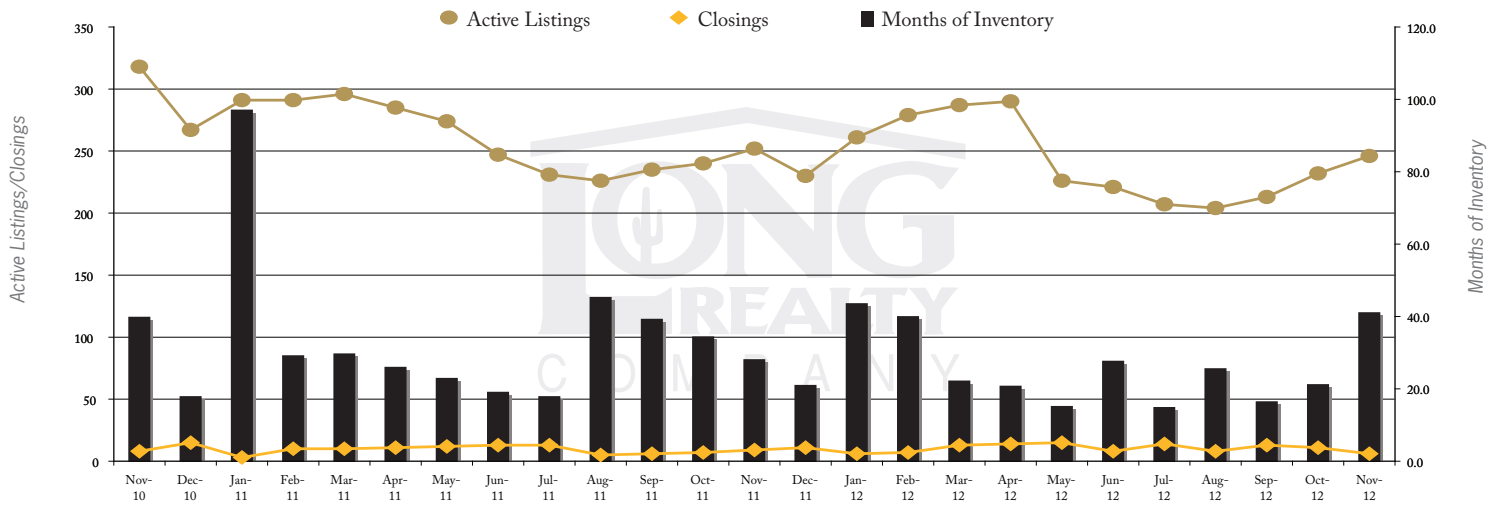
Powered by Long Realty Research Center

Tucson | December 2012



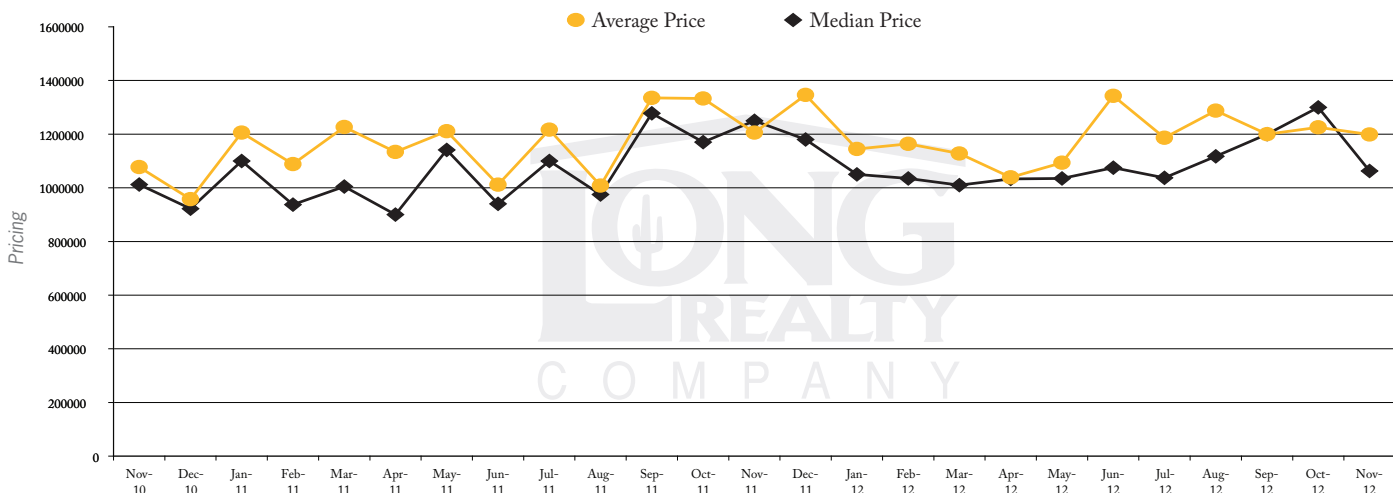
As of November 2012 active luxury inventory was 246, a 2% decrease from November 2011. There were 6 luxury closings in November 2012, 33% below November 2011. Months of Inventory was 42.2, up from 28.0 in November 2011. Median price of luxury sold homes was \$1,062,750 for the month of November 2012, down 15% from November 2011. The Luxury market had 11 new luxury properties under contract in November 2012, down 15% from November 2011.

MONTHS OF INVENTORY, ACTIVE LISTINGS AND CLOSINGS



These statistics are based on information obtained from the TARMLS using Brokermetrics software for all closed residential volume \$800,000 or higher on 12/5/2012. Information is believed to be reliable, but not guaranteed. Months of Inventory (MOI) reflect the time period required to sell all the properties on the market given the number of closed transactions in the preceding month, provided no new product becomes available. This is an excellent benchmark to show the velocity of transactions in relation to the market inventories. This measurement is a broad one and will vary (in some cases dramatically) by price range, location and type of property.

MEDIAN AND AVERAGE PRICE (CLOSED SALES)



These statistics are based on information obtained from the TARMLS using Brokermetrics software for all closed residential volume \$800,000 or higher on 12/5/2012. Information is believed to be reliable, but not guaranteed.

**LUXURY
PORTFOLIO™**
INTERNATIONAL™

Stephen Woodall
Oro Valley
10445 N. Oracle Rd #121
Oro Valley, Arizona 85737
(520) 818-4504
Stephen@TeamWoodall.com
<http://TeamWoodall.com>



THE LUXURY HOUSING REPORT

Powered by Long Realty Research Center

Tucson | December 2012



NEW LUXURY PROPERTIES UNDER CONTRACT



These statistics are based on information obtained from the TARMLS using Brokermetrics software for all closed residential volume \$800,000 or higher on 12/5/2012. Information is believed to be reliable, but not guaranteed.

LUXURY PROPERTY PRICE BANDED MARKET REPORT

Price Band	Active Listings	Homes Sold/Closed						Months of Inventory
	Nov-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	
\$800,000 - 899,999	58	1	3	1	3	3	2	29.0
\$900,000 - 999,999	24	4	2	2	1	0	1	24.0
\$1,000,000 - \$1,249,999	37	1	4	2	4	2	1	37.0
\$1,250,000 - \$1,499,999	43	1	4	1	4	3	1	43.0
\$1,500,000 - \$1,749,999	32	0	0	0	0	3	0	n/a
\$1,750,000 - \$1,999,999	25	0	0	1	0	0	1	25.0
\$2,000,000 - and over	34	2	1	1	1	0	0	n/a
TOTAL	253	9	14	8	13	11	6	42.2

These statistics are based on information obtained from the TARMLS using Brokermetrics software for all closed residential volume \$800,000 or higher on 12/5/2012. Information is believed to be reliable, but not guaranteed. Months of Inventory (MOI) reflect the time period required to sell all the properties on the market given the number of closed transactions in the preceding month, provided no new product becomes available. This is an excellent benchmark to show the velocity of transactions in relation to the market inventories. This measurement is a broad one and will vary (in some cases dramatically) by price range, location and type of property.

**LUXURY
PORTFOLIO™**
INTERNATIONAL™

Stephen Woodall
Oro Valley
10445 N. Oracle Rd #121
Oro Valley, Arizona 85737
(520) 818-4504
Stephen@TeamWoodall.com
<http://TeamWoodall.com>



THE LUXURY HOUSING REPORT

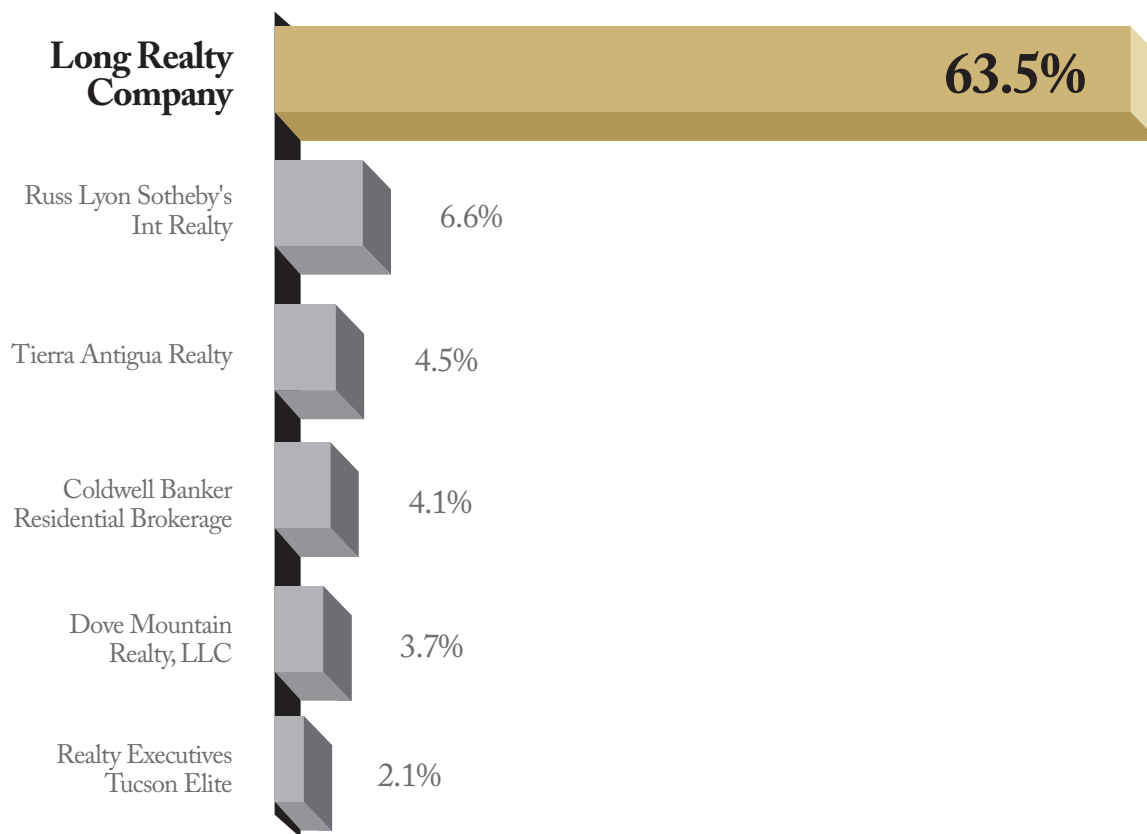
Powered by Long Realty Research Center

Tucson | December 2012



Long Realty sells more luxury real estate in Tucson than all other companies combined

JANUARY 2012 - NOVEMBER 2012 LUXURY MARKET SHARE



Data obtained 12/5/12 from TARMLS using Brokermetrics software for all closed residential sales units \$800,000 or above between 1/1/12 - 11/30/12 and is deemed to be correct.

Long Realty Company's
luxury listings are
proudly featured on:

LongRealty.com
wsj.com (Wall Street Journal)
LuxuryPortfolio.com
LuxuryRealEstate.com
AZLuxuryProperty.com

OUR INTERNATIONAL LUXURY AFFILIATIONS

**LUXURY
PORTFOLIO**
INTERNATIONAL™



Member of WHO'S WHO
IN LUXURY REAL ESTATE™
LUXURYREALESTATE.COM

**LUXURY
PORTFOLIO**™
INTERNATIONAL™

Stephen Woodall
Oro Valley
10445 N. Oracle Rd #121
Oro Valley, Arizona 85737
(520) 818-4504
Stephen@TeamWoodall.com
<http://TeamWoodall.com>

