

# THE LUXURY HOUSING REPORT

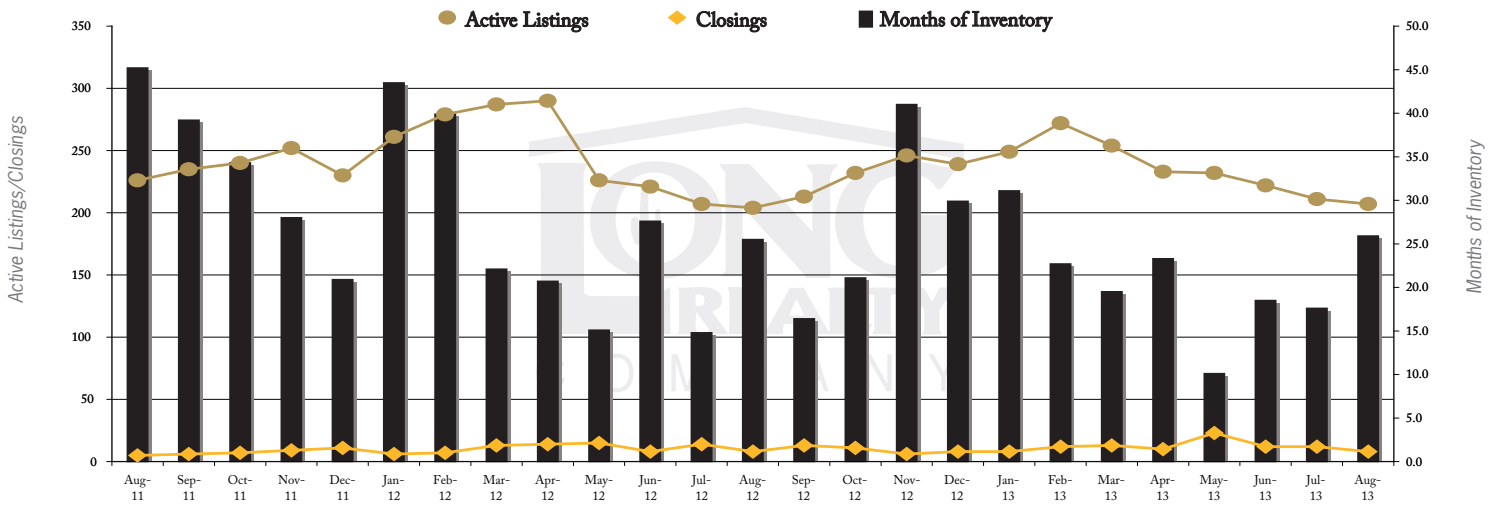
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Tucson | September 2013

LUXURY  
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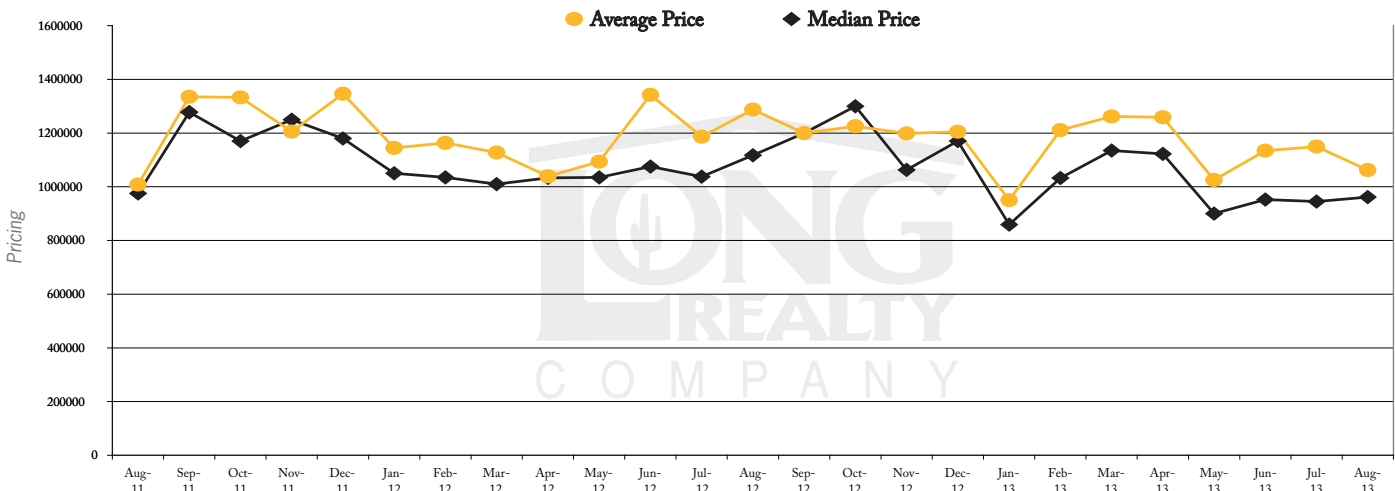
As of August 2013 active luxury inventory was 207, a 1% increase from August 2012. There were 8 luxury closings in August 2013, virtually unchanged from August 2012. Months of Inventory was 27.0, up from 25.5 in August 2012. Median price of luxury sold homes was \$961,500 for the month of August 2013, down 14% from August 2012. The Luxury market had 7 new luxury properties under contract in August 2013, down 56% from August 2012.

## 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 9/5/2013. 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)



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## NEW LUXURY PROPERTIES UNDER CONTRACT



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## LUXURY PROPERTY PRICE BANDED MARKET REPORT

Price Band	Active Listings	Homes Sold/Closed						Months of Inventory
	Aug-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	
\$800,000 - 899,999								
\$900,000 - 999,999	27	3	0	4	4	5	3	9.0
\$1,000,000 - \$1,249,999								
\$1,250,000 - \$1,499,999	45	1	3	3	0	0	1	45.0
\$1,500,000 - \$1,749,999								
\$1,750,000 - \$1,999,999	14	2	0	1	0	0	0	n/a
\$2,000,000 - and over								
<b>TOTAL</b>	<b>216</b>	<b>16</b>	<b>10</b>	<b>24</b>	<b>12</b>	<b>12</b>	<b>8</b>	<b>27.0</b>

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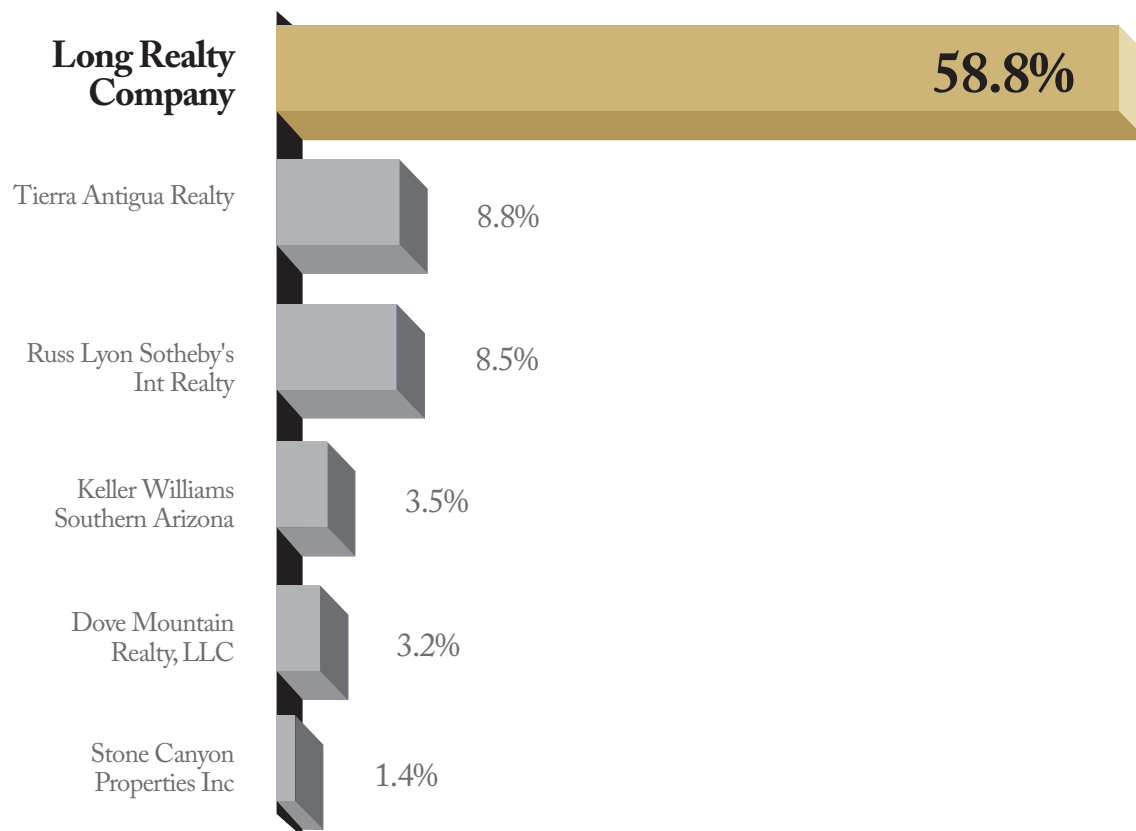
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## Long Realty sells more luxury real estate in Tucson than all other companies combined

SEPTEMBER 2012 - AUGUST 2013 LUXURY MARKET SHARE



Data obtained 9/5/13 from TARMLS using Brokermetrics software for all closed residential sales units \$800,000 or above between 9/1/12-8/31/13 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**

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