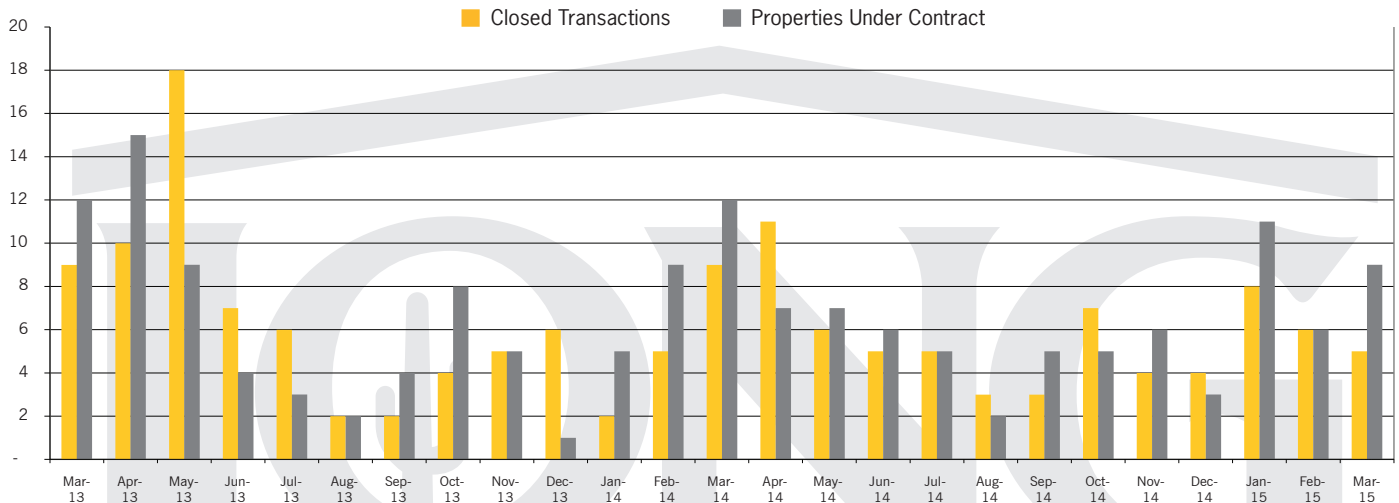




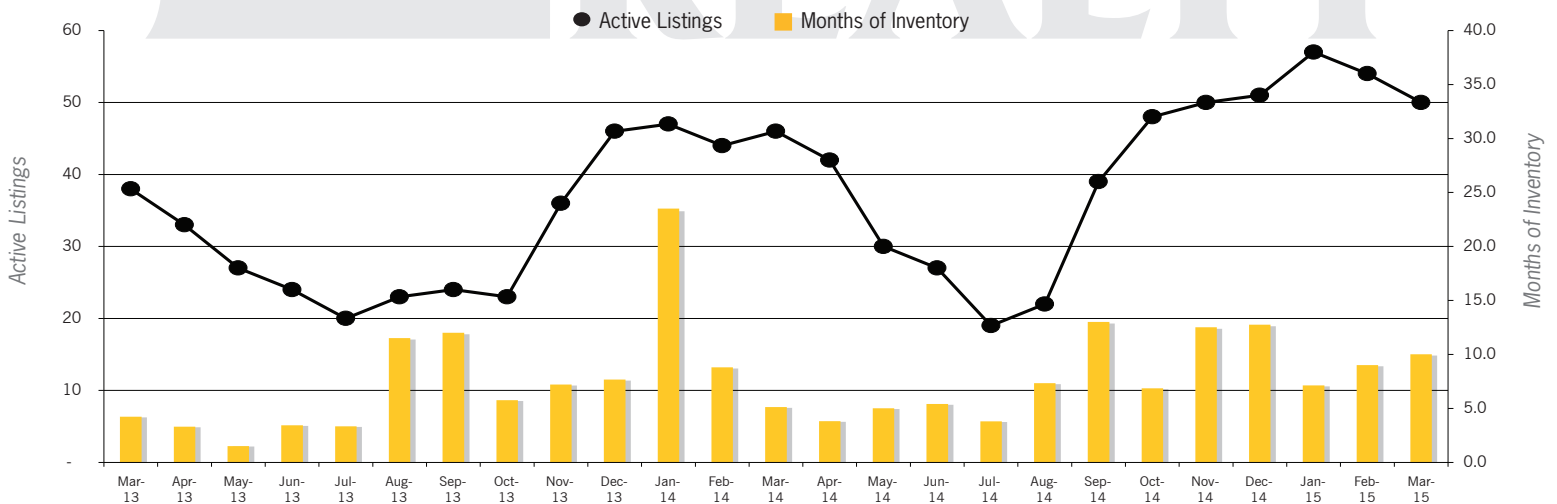
## The Highlands at Dove Mountain | April 2015

In the Highlands at Dove Mountain area, March 2015 active inventory was 50, a 9% increase from March 2014. There were 5 closings in March 2015, a 44% decrease from March 2014. Year-to-date 2015 there were 19 closings, a 19% increase from year-to-date 2014. Months of Inventory was 10.0, up from 5.1 in March 2014. Median price of sold homes was \$280,000 for the month of March 2015, down 3% from March 2014. The Highlands at Dove Mountain area had 9 new properties under contract in March 2015, down 25% from March 2014.

### CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – THE HIGHLANDS AT DOVE MOUNTAIN



### ACTIVE LISTINGS AND MONTHS OF INVENTORY – THE HIGHLANDS AT DOVE MOUNTAIN

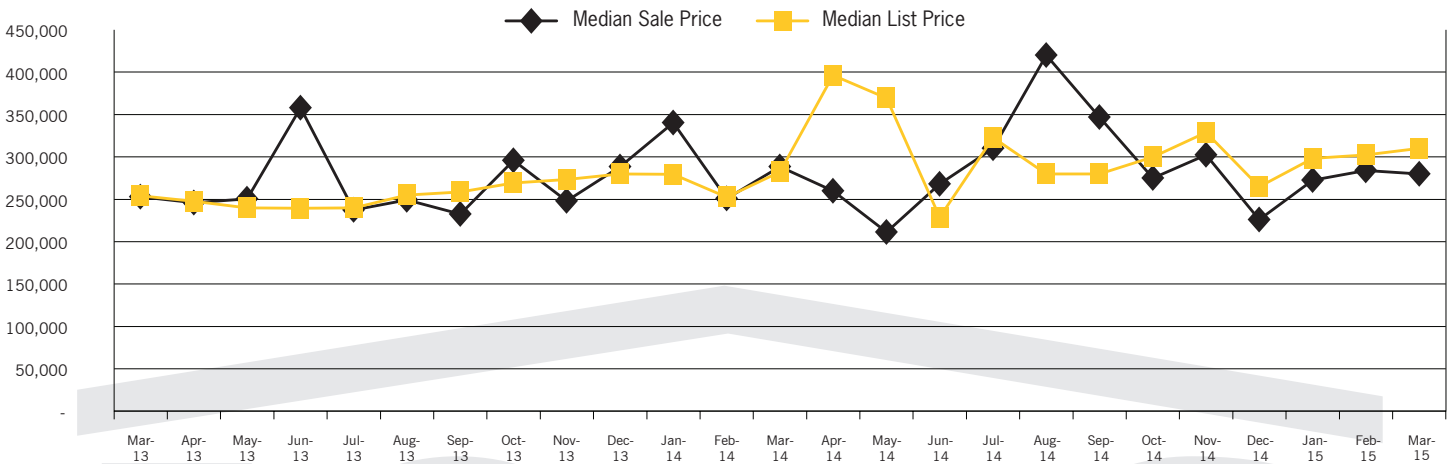


Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.  
All data obtained 04/03/2015 is believed to be reliable, but not guaranteed.



## The Highlands at Dove Mountain | April 2015

### MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – THE HIGHLANDS AT DOVE MOUNTAIN

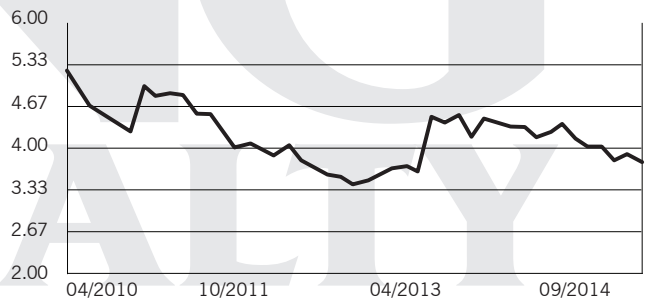


### MONTHLY PAYMENT ON A MEDIAN PRICED HOME – THE HIGHLANDS AT DOVE MOUNTAIN

Year	Median Price	Int. Rate	MO. Payment
2006	\$367,507	6.140%	\$2,124.75
2014	\$288,300	4.375%	\$1,367.47
2015	\$280,000	3.875%	\$1,250.83

### 30 YEAR FIXED MORTGAGE RATE

While mortgage rates have increased slightly recently, they are still well below 2010 levels.

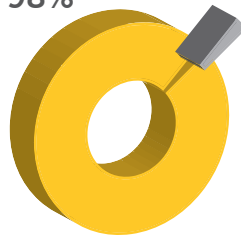


Source: Bankrate.com

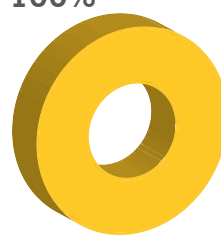
### DISTRESSED VS. NON-DISTRESSED SALES – THE HIGHLANDS AT DOVE MOUNTAIN

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.

2014  
98%



2015 Year to Date  
100%



■ Distressed  
■ Non-Distressed



# The Housing Report



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## The Highlands at Dove Mountain | April 2015

### MARKET CONDITIONS BY PRICE BAND – THE HIGHLANDS AT DOVE MOUNTAIN

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	0	0	2	0	0	1	0.0	0.0	<b>Seller</b>
\$175,000 - 199,999	1	0	0	0	1	0	0	n/a	4.0	<b>Seller</b>
\$200,000 - 224,999	2	0	0	0	2	1	0	n/a	3.3	<b>Seller</b>
\$225,000 - 249,999	9	1	0	0	0	0	1	9.0	26.0	<b>Buyer</b>
\$250,000 - 274,999	11	2	1	0	1	1	0	n/a	15.5	<b>Buyer</b>
\$275,000 - 299,999	11	3	1	2	2	2	1	11.0	6.8	<b>Slightly Buyer</b>
\$300,000 - 349,999	8	0	2	0	1	0	2	4.0	10.3	<b>Buyer</b>
\$350,000 - 399,999	5	0	0	0	0	1	0	n/a	13.0	<b>Buyer</b>
\$400,000 - 499,999	2	1	0	0	1	1	0	n/a	5.0	<b>Balanced</b>
\$500,000 - 599,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$600,000 - 699,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	0	0	0	0	0	0	0	n/a	n/a	n/a
<b>TOTAL</b>	50	7	4	4	8	6	5	10.0	8.5	<b>Slightly Buyer</b>



Statistics based on information obtained from TARMLS and using Brokermetrics software on 04/03/2015.  
 3 month trend in months of inventory is the average of closed sales and active listing data from 01/01/2015 - 03/31/2015. Information is believed to be reliable, but not guaranteed.



# The Housing Report



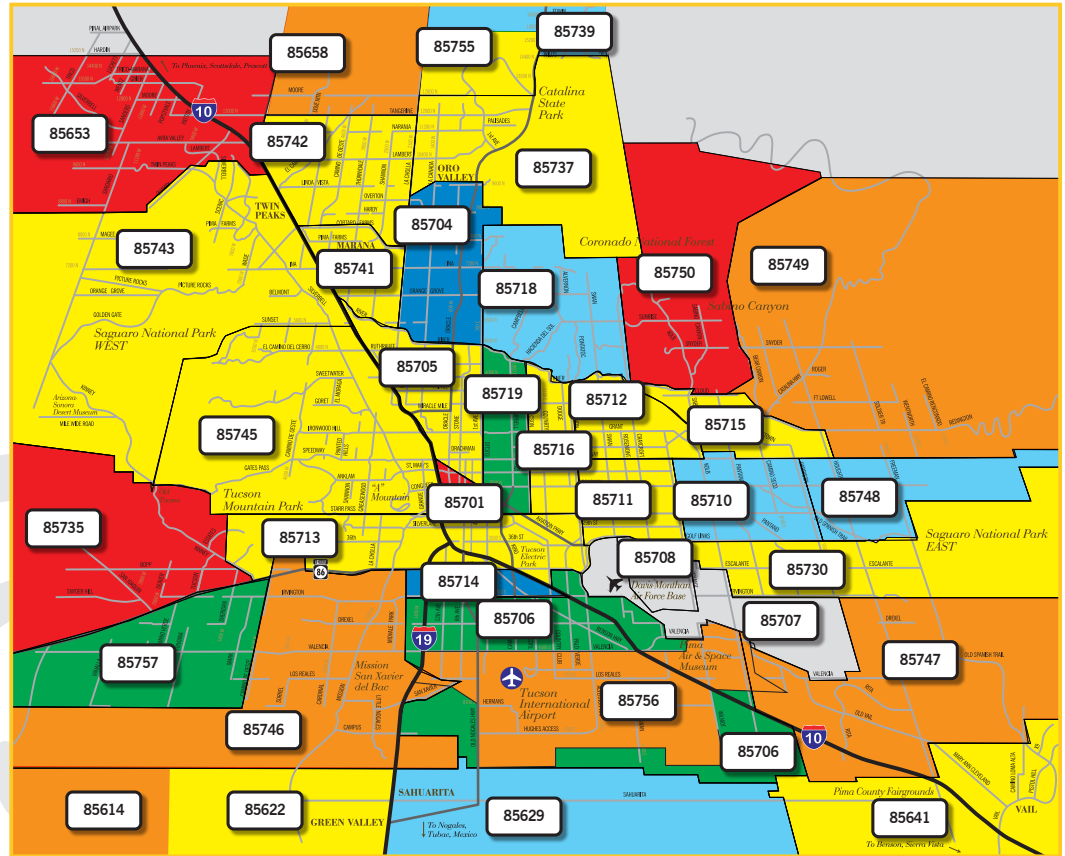
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## The Highlands at Dove Mountain | April 2015

### CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JAN 2014-MAR 2014 TO JAN 2015-MAR 2015

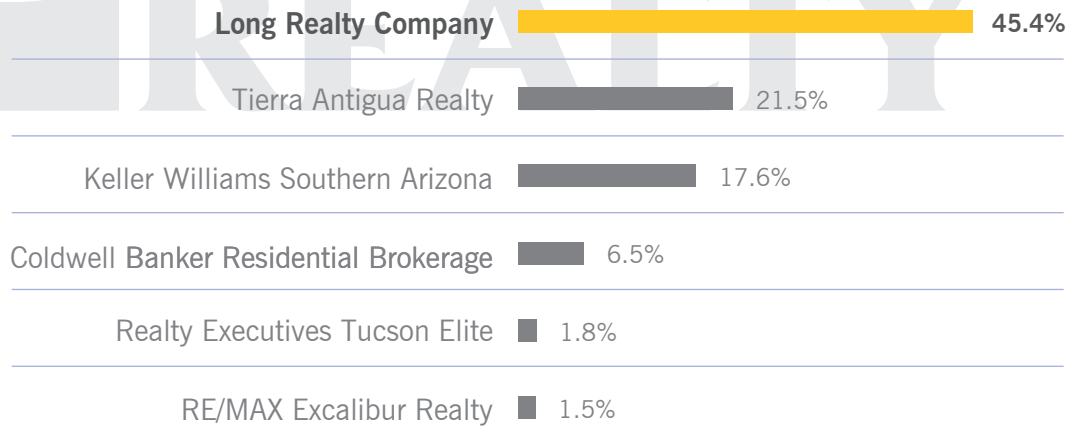
This heat map represents the percentage of change in Tucson metro median sales prices from January 2014-March 2014 to January 2015-March 2015 by zip code.



### MARKET SHARE – THE HIGHLANDS AT DOVE MOUNTAIN

Long Realty leads the market in successful real estate sales.

Data Obtained 04/03/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 04/01/2014 – 03/31/2015 rounded to the nearest tenth of one percent and deemed to be correct.



The Heritage Highlands Housing Report is comprised of data for residential properties in the subdivisions of Heritage Highlands in the Dove Mountain community. 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.

*These statistics are based on information obtained from the TARMLS and GVARMLS on 04/03/2015. Information is believed to be reliable, but not guaranteed.*